To Frank B. Connolly

in remembrance of the toil
and endeavor expended by him
in the cause of the
Retail Grocers of California
during the year 1905.

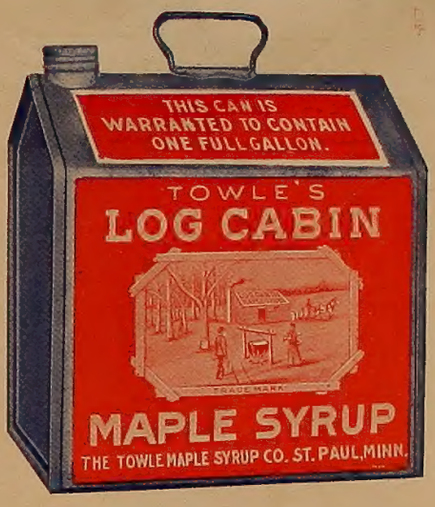
From his friend, and well wisher
Edward A. Powers

S. F. Mar 5, 1906.



SPECIAL New Year's Edition of the Retail Grocers Advocate.

Vol. 10. SAN FRANCISCO, JANUARY 5, 1905. 834C No. 1.



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Quality
Purity
and Flavor
count the most in
SYRUPS



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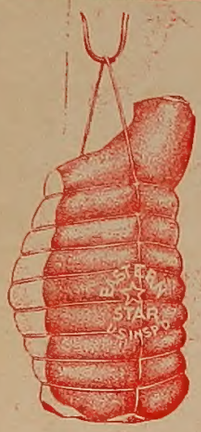
When you buy **LOG CABIN** syrups to sell, you buy a product which has no equal in the United States. This is declared to be true by the Committee on Awards of the great Exposition where **TOWLE'S LOG CABIN** Syrups have been exhibited.

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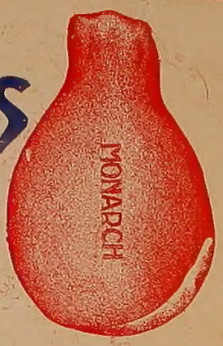
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Retail Grocers' Advocate

CALIFORNIA RETAIL GROCERS' AND MERCHANTS' ASSOCIATION — OFFICIAL PAPER — RETAIL GROCERS' ASSOCIATION

Vol. 10 — SAN FRANCISCO, CAL., JANUARY 5, 1905 — No. 1

Published Every Friday by
ADVOCATE PUBLISHING CO.
W. A. Krag.....President
Frank Connolly .....Vice-President
Aaron H. Powers, Secretary and Treas

Subscriptions:
One Year $2.00
Single Copies ..... .10
PUBLICATION OFFICE:
456 MONTGOMERY STREET.
Rooms 413-414. - Tele. John 2601

Entered at the Postoffice at San Francisco as Second Class Matter.

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SAN FRANCISCO TRADE JOURNAL.

The San Francisco Trade Journal's Seventh Annual Fish and Fruit Review, out this week, is a splendid record of Pacific Coast progress for 1905. It is right in line with the increasing importance of California and the whole Pacific Coast, in the eyes of the world, as a great and growing section of the United States.



ORGANIZATION

Progress of the Movement Towards Securing Co-Operation Among the Retail Grocers of California, and an Outline of Ultimate Possibilities.

By AARON H. POWERS
Editor of the *Retail Grocers' Advocate* and Organizer for State Grocers' Association.

It is almost nine years since the writer of this article first took up the work of assisting the retail grocers to better trade conditions.

In the beginning, the individual retail grocers were not well acquainted and therefore were unable to act in unison. There had been no one to study the problem of organization carefully. As a consequence, the grocers did not realize how much they might do to better themselves if they should only act together.

The many abuses from which the grocers suffered, arose almost entirely through the disorganized condition of the trade. In this way, the grocers are themselves responsible for the manner in which they are victimized.

The wholesaler or manufacturer, approaching each grocer separately, is able to play upon his ignorance and often upon his suspicions of his neighbors. And in this way, they induce him to do unwise things by representing to him that, while the policy might not be exactly wise, yet it was no more than what his neighbor would do to him if the occasion presented.

When the grocers are organized, and are able to carefully examine the different details of the various propositions that are brought to them from time to time, they realize the full extent of the false position taken by the salesmen and each man, knowing that his neighbor would not consider the proposition, is able to turn it down with good grace.

Great Value of a Properly Qualified Secretary.

The absolute essential for a successful organization is a secretary in whose word and in whose judgment the members have absolute confidence. Where associations have a secretary of this sort, the association members get the greatest value from their organization. They do not hesitate to consult him in matters concerning which they are in doubt. They feel free to enter into agreements he may suggest since they know he would warn them promptly should any individual fall by the wayside. This confidence protects them from tempters who would like to swerve them by false tales in regard to the backsliding of other members.

One great value for good of an organization comes from the power it gives members in controlling prices by refusing to handle goods that do not pay a profit.

Dealers Can "Make" or "Break" an Article.

When the great majority of leading grocers unite in recommending an article, it creates an impression among consumers that these goods must be "all right." It also influences the rest of the retail grocers of the community. In this way, the grocers can establish and make permanent the demand for any particular article.

When acting together, the grocers can materially lessen the demand for any line of goods.

It would be folly for one man to seek to turn the trend of public opinion. But when half the grocers unite in recommending some other article in preference to that which holds the market for the time being, they make the sales of the new article easy and it is only a matter of a short time before the older goods will be almost forgotten.

Can Make Collection of Bad Bills Easy.

It is only by coming together that retail grocers can make it worth while for a collector to look after their bad accounts.

This is true for two reasons:

First—It costs no more for the machinery to collect a number of accounts than to take care of one or two.

Second—The collector for an association of retail merchants is often able to get money that would be refused to him if he came merely as the agent of an individual.

The fact that an association is able to secure a proper bond from its collector is also a matter worthy of consideration.

One of the leading wholesale grocers of San Francisco, in speaking of grocers associations to the writer, said: "Why can't you let a sleeping dog lie?"

Wholesale Grocers Indifferent to Troubles of Retailers.

This is the attitude of practically the entire wholesale grocery trade. They would like to see the retail grocers prosper but they would prefer to have existing conditions remain rather than try experiments of whose ultimate success they are not sure.

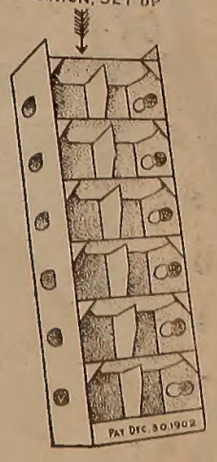
The jobbing trade are afraid that, when the retail grocers get together strongly, they may do unwise things and take radical steps. They recognize that existing conditions conditions are bad. But they fear that the new ones might be worse.

At the same time, they are not willing to do anything towards directing the affairs of the retail grocers except to find fault with the association managers and bring discontent among members whom they find to be lukewarm.

They do not do this because they want to hurt the retail grocery trade, but because they do not want to get hurt themselves. They know that the disorganized individuals can not interfere with their methods and they are afraid that this peculiar something called "Organization" may hurt them.

Wholesale Trade Should Direct Retailers' Activities.

If the wholesale grocers would only study the history of association work throughout the United States they would know that strong organizations of the retail grocers, properly directed, have always been a source of enor-



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We've just that much confidence in our cartons that we gladly pay the 13c postage on same if you show interest enough to write.

Ferguson Egg Cartons

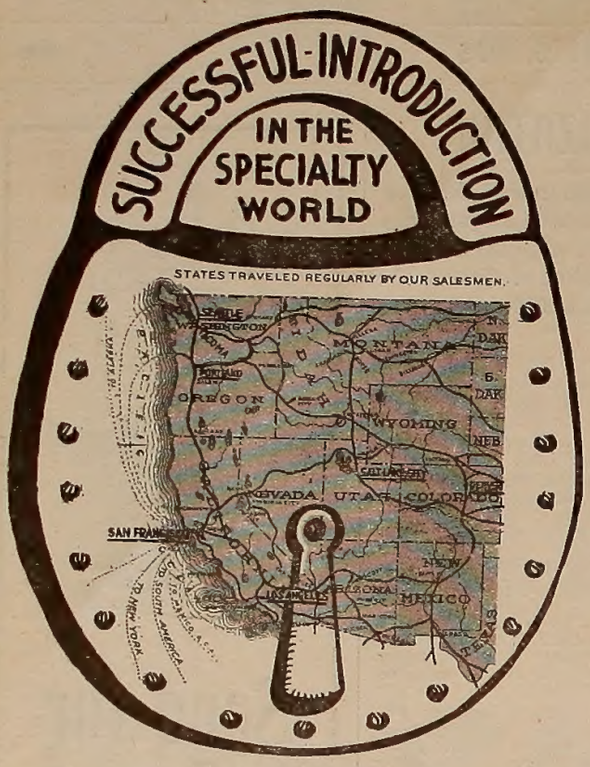
With each sample we send a circular setting forth all advantages (15 of them) of this carton.

May we hear from you.

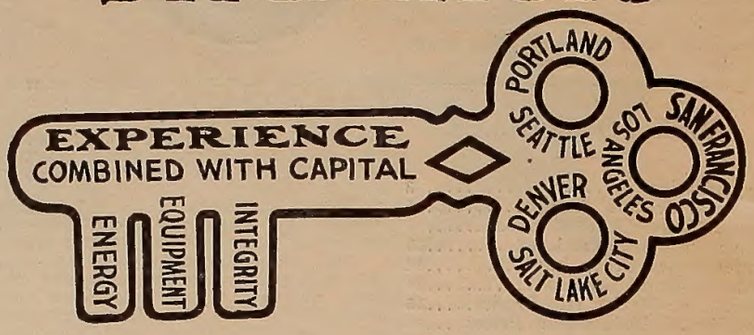
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Pacific Coast Condensed Milk Company SEATTLE and KENT, WASH., FOREST GROVE, ORE.
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"Olivina" Brand California Wines.

American Distilling Company PEKIN, ILL.
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Christian Moerlein Brewing Company CINCINNATI
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Jno. Pew & Son GLOUCESTER, MASS.
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Keystone Wire Matting Company PITTSBURG
"Keystone" Steel Mats.

Kerr Glass Manufacturing Company PORTLAND ORE.
"Economy" Fruit Jars.

Eddy & Eddy ST. LOUIS
Eddy's Mustard

New York Glucose Company NEW YORK
Glucose, Grape Sugar, etc.

General Trading Company NEW YORK
Gloss Starch, etc.

E. R. Durkee & Company NEW YORK
(Agents Inter-Mountain Territory and Orient.)
Durkee's Salad Dressing, Spices, etc.

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Franklin Baker Company PHILADELPHIA
Baker's Brazil Cocoanut, etc.

Eisner & Mendelson Company NEW YORK
Johann Hoff's Malt Extract

Wells & Richardson Company BURLINGTON, VT.
Paine's Celery Compound,
Butter Color, etc.

Royal Remedy & Extract Company DAYTON, O.
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C. I. Hood Company LOWELL, MASS.
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Thorough Organization, and our **Extensive and Complete Working Machinery** enable us to cover the **Entire Pacific Coast Territory, Australasia** and the **Orient** more thoroughly, more effectively, and more quickly than is possible through **ANY** other channel.

OUR EXPORT DEPARTMENT receives orders for almost everything. We issue an Export Catalogue, a Weekly Bulletin, etc., and keep our customers well informed on matters of interest to them. We have handled some of the largest contracts placed this year, and are devoting special attention to Export Business. **Correspondence Solicited.**

Every Department of our Establishment is **Complete in Itself,** and is in charge of a **Manager** who has won his right to be considered a **Specialist** by years of **Successful Service** with the **Trade.**

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The Leading Wholesale Commission Merchants of the Pacific Coast

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SEATTLE, WASH. SALT LAKE CITY, UTAH.

mous strength to the legitimate wholesalers. A strong organization among the retail grocers gives the legitimate jobbing trade a staunch, fearless, and effective ally in movements that require the co-operation of the manufacturer.

The Wholesale Grocers' Association of the Southern States have loaned their wealth and their influence to help form associations among retail grocers. They direct the trend of work of these associations. As a result, the retail grocers' associations have not only been a source of great value to the retail grocers, but also a source of great strength to the wholesale grocers.

Every dollar's worth of goods sold by "Semi-Jobbers" to the customers of the straight jobber, is a loss of that much business to the straight jobber. It should be the straight jobber's business to see that his customers got together and united with him to make it impossible for the "semi-jobber" to take away his trade. Unfortunately, this particular side of the work of organization has been left to the retail grocers to do alone, and the jobbers are losing more trade every day.

How Retail Merchants Got Legislative Recognition.

The associations of California have been able to help their members by their influence with the Legislature.

The retail merchants for years had asked for recognition and asked in vain. It was only when they were able to unite upon some few particular issues through a State organization, that they secured the recognition they wanted because of their importance and influence.

The progress of organization has been slow. Growth on the Pacific Coast has been retarded by lack of adequate means. But the growth has been constant and has been of the permanent sort.

In the following pages will be outlined the methods of the various associations and what their hopes are.

Special attention will be given to the methods employed by various manufacturers to maintain a retail selling price on their specialties. The legality of such steps on the part of the manufacturers will be carefully gone into and decisions of the highest courts in the United States quoted, showing that the manufacturer has the power to protect the selling price of his goods by various stringent steps.

Retail Grocers Appreciate the Advocate's Efforts.

The **Advocate** was started nearly ten years ago to help the grocers in their work of organization. We are often told that the greater part of their success has been due to the advice of this paper, to its unfailing support of their movements and the publicity given to their work.

We feel that this recognition adequately repays us for our efforts and sacrifices of time and money in behalf of the grocers.

As individuals, they have shown their appreciation not only by subscribing to the **Advocate** but by recommending it to advertisers.

In conclusion, we wish to congratulate the grocers upon having secured the services of a man like J. F. Paulding to supervise the work of the Pacific Coast Association. Mr. Paulding's honesty of purpose and ability cannot be questioned. The fact that he is prepared to give his entire time to advancing the cause of association work and watch and help its progress, makes us thoroughly confident of the ultimate splendid success of the movement.

NATIONAL RETAIL GROCERS ASSOCIATION

OF THE UNITED STATES.

Review of Its History and Outline of Its Possible Accomplishments.

By Joseph A. Stulz, Vice-President.

Nobody questions the absolutely necessity of organization in this year of our Lord 1905.

There was considerable question as to the necessity of the National Grocers' Association when I attended the convention at Cleveland in 1900. That gathering was not a particularly large one, but it was made up of very earnest men. All those present came with the intention of doing everything in their power towards establishing some plan of action which would make the National Retail Grocers' Association a power for good to every local association in the United States.

It has taken several years to establish the lines along which we can do the most good.

In those years we have not been idle.

The National Association has done a splendid work in spreading the gospel of organization, in encouraging the formation of more associations and in pointing out to the various associations the work they could accomplish by bringing together the representatives of associations from many different parts of the country and enabling them to exchange information as to what they had accomplished and how these accomplishments had been brought about.

Large Educational Valve.

The principal value of the work of the association up to the present is education.

During the past six months Mr. Fred Mason, our able secretary, has shown that with the aid of the trade papers of the country the retail grocers were indeed a power. Through the medium of bulletins which he sent to every trade paper in the United States the secretary was able to concentrate the efforts of the grocery papers of the country in focusing the protests of the trade against an abuse which all deplored—the premiums given on the part of the great cereal manufacturers.

No grocer wants to see himself forced by the manufacturer of some mush to sell furniture and fancy goods. Yet that was the condition that faced the entire grocery trade of the United States.

In recognition of the protest that was raised by the grocers, the greatest of all cereal companies, the American Cereal Company, has shut out premium schemes.

Two days after Christmas, the "H. O. Company" and the "Force Company," through their advertising manager, J. C. Clark wired National Secretary Mason that his companies would cut out all their premiums. They reserved the right to resume should the jobbers and retailers fail to take proper steps to prevent other cereal companies from taking up the practice.

Another triumph for the National Association was its success in combating the attempt of the big department stores to force the infamous Parcels Post measure upon this country.

The department stores represent enormous amounts of very closely organized capital. Their influence at Washington, through hundreds of channels, was very great.

Results Secured No Influence.

But the influence of the money they represented and the men who were recognized as advocates of this moneyed interest, was not so great as the influence of the retail merchants all over the country.

We joined under the leadership of the National Grocers' Association in protesting against the measure that would put every retail merchant of the West at the mercy of the great department stores of Eastern cities, and the National Association lead us to victory.

Why All Should Help.

It costs every association only a nominal sum to affiliate with the national organization.

Each organization is expected to pay, once a year, a per capita tax of 10 cents per member. The amount of money thus raised is about enough to pay the office expenses of the National Association.

But it marks the number of associations that are interested in the work of association. As the amount increases it shows that we are growing and becoming strong. It shows the number of associations that are willing to help make organizations strong in other communities and are wise enough to see that it is only by securing the aid of the merchants of other communities that they will be able to make their influence felt with the manufacturers whose trade extends to every part of the country, and with Congress, which seeks, in matters that effect the whole country, to do that which is best for the great mass of people and has not time to consider the demands of a few.

New Opportunities Will Arise.

Every year will increase the opportunities for good that lay within the power of the National Association.

Every association that can do so should help in advancing the work of our organization as far as it can.



JOSEPH A. STULZ, San Francisco,
Vice-President National Retail Grocers Association.

While few Western associations will be able to send representatives to those conventions of the national which meet in the far East, yet all can help by sending their per capita tax to the secretary and also by sending a letter telling what they would like to have the National Association devote itself to, and how the National Association can be helpful to them.

Send in Your Name.

I hope every grocer on the Pacific Coast who can be in the city of Cincinnati on January 24th, 25th and 26th will send us his name without delay to the California State secretary, Mr. F. B. Connolly, 456 Montgomery street, as we would like California's representation at the Cincinnati convention to be as large as possible. I hope also that those associations of California which may not be able to send a delegate to Cincinnati will send their per capita tax of 10 cents per member to Mr. Connolly in order that he may be able to show to our Eastern brothers that California is in line with organization work and is glad to bear its proportion of the expense.

Mr. Connolly will be one of the San Francisco delegates to the National Convention, and as secretary of the State Association, he will unquestionably be able to watch the trend of affairs at this meeting, and his presence will be a double assurance to the grocers of California that their interests will be safe-guarded carefully and nothing overlooked that might accrue to their advantage.

I feel that the honor accorded me by the National Association when I was elected its vice-president was not a personal matter, but was rather a recognition given through me to the Pacific Coast. For this reason I am doubly anxious that the grocers of the Pacific Coast will indicate their appreciation in the best way possible, namely, a good, strong attendance at the Cincinnati convention.

National Secretary Fred Mason sends out the folowing information of special interest to delegates:

A special train will leave Chicago via the Monon Route Monday morning, June 23rd, 10:15, arriving at Cincinnati the same night. All delegates going through Chicago should buy their tickets accordingly. Please notify C. H. Tebbetts, 2111 Michigan ave., Chicago, how many delegates you will have for the special train.

A Good Repeater

A prominent grocer, when recently asked what kind of goods he liked to sell best, replied:—

"Give me a good repeater like Royal Baking Powder, an established article of undisputed merit which housekeepers repeatedly buy and are always satisfied with."

NEW baking powders and new foods, like new fads, come and go, but Royal goes on forever. Grocers are always sure of a steady sale of Royal Baking Powder, which never fails to please their customers and in the end yields to them a larger profit than cheaper and inferior brands

ROYAL BAKING POWDER CO., NEW YORK.

THE JOHNSON-LOCKE MERCANTILE CO., Pacific Coast Agents, 123 California St., S. F., Cal.

Pacific Coast Retail Grocers Association.

By J. F. Paulding, Secretary.

We get our best hams from the East. The East gets its raisins from California.

It is because trade is organized that the East is able to use California raisins and pay for them with Eastern hams, and vice versa.

It is this same condition of affairs in the matter of influencing trade conditions that makes a combination of the organizations of the retail grocers of the Pacific Coast States necessary.

Necessity for Organization.

The grocers of the State of Washington have proven to their jobbers that it pays to consider the needs of the retail dealer. They have been able to do this through the fact that they controlled most of the trade done by those wholesale grocers.

As a matter of course, their influence with the jobbers outside the State of Washington was practically nothing. They could not punish the jobber, with whom they did no business, for interfering with their affairs. They had to secure protection against interference by the outside jobbers from the outside grocers who did patronize them.

In order to make it profitable for the California grocers to exert themselves in the behalf of grocers of other Pacific States, they had to agree to lend the same assistance should it ever be needed—a sort of promissory note, as it were, in which services were guaranteed in return for services performed.

This represents one side of the value of the Pacific Coast Retail Grocers' Association to its members.

The very existence of such an organization is a source of strength and value, since it will discourage any manufacturer or jobber from trying to create a condition that is detrimental to the interests of the grocer.

What Manufacturers Want.

Manufacturers have one end in view. That end is the distribution of their goods properly and with as little trouble and expense as possible over as large an area of territory as may be.

The reason they distribute their goods through the retailer, instead of going direct to the consumer, is because it is cheaper, easier and more effective. The fact that the retailer is essential in the distribution should make it obligatory on the part of the manufacturer to see that the retailer is properly paid for his trouble. This the manufacturer has not done in the past, and therefore it is necessary for the retailers to unite in demanding that certain concessions be granted for their protection.

The only way the retail grocers can repay the manufacturer for these concessions is by increasing the volume of his sales and guaranteeing the permanency of the popularity of the goods.

No one grocer can do this.

Not one organization of grocers can do it.

The more organizations of grocers that unite in agreeing to co-operate with the manufacturer, the greater will be the reward they can hold out to him in payment for his compliance to their wishes. The greater, too, will be the weight of the punishment that will fall on him should he fail to give them the protection they need and ask for as their right.

This fact makes another need for the Pacific Coast Retail Grocers' Association.

Value of United Effort.

While a firm doing a business of $100,000 per month is a very desirable customer for a manufacturer under most circumstances, yet if the manufacturer must choose between them, that firm is not so desirable a customer as twenty firms doing a business of $5000 per month apiece or of fifty firms doing a business of $2000 per month apiece. In the past many manufacturers have catered to the interests of the large stores to the detriment of the interests of the many small stores. They were able to do this because the many smaller stores were not prepared to act as a unit in resenting the discrimination.

It has been our purpose to correct this.

We think the big dealer should be given concessions in accordance with his importance. But the manufacturer should and must make these concessions conditional upon his agreeing not to use them to prevent the smaller men from making a living profit.

Represents Local Associations.

The secretary of the Pacific Coast Retail Grocers' Association today is the special representative of every local association in California, Washington and Oregon. It is the purpose of this association to have each of these associations recognize and understand that we are here to protect their interests as against the interests of the individual who might seek to force upon them improper and unintelligent business methods.

We feel that we have the absolute and unquestioned support of every local association on the Pacific Coast, because each of these associations knows that they can depend absolutely upon our fidelity to their interests.

In the end, every large concern will recognize the fact that we are of even greater value to them than we are to the smaller men, because whenever we would benefit the smaller men $10 worth, we will benefit the larger man $100 worth on account of the larger volume of business that he does.

The Pacific Coast Retail Grocers' Association does not represent the small retail grocers. It represents the grocers of all degrees of importance.

Benefits To Large Dealers.

The largest concerns on the Pacific Coast suffer the most from unintelligent competition.

They usually start a cutting campaign along sensible lines and reap a temporary advantage. Their competitors meet their prices and cut in on different lines. This sets the great mass of dealers cutting without object or reason, and these large firms find to their dismay that owing to the necessity of meeting these cuts they are selling practically all their staples on a margin too low to meet the expenses of conducting their business.

Of course, this state of affairs bears very heavily upon the smaller grocer, inasmuch as he has to maintain a level of prices, comparative to the large stores. But the big men suffer the most, since their expenses are far heavier than those of the smaller stores, and cannot be curtailed so easily.

It is our purpose to enable the grocers both big and little to ultimately secure a fair profit on all distinctive brands. It would be folly to try to stop all cutting, since many firms are forced to cut, or at least, to seem to cut, in order to advertise their business. Our only purpose is to restrain unintelligent cutting on the heavy staples. It would be foolish to try and raise the general level of prices on staples, but we do believe we can prevent the present practice of selling well advertised goods at or near cost in order to secure advertising.

"Cash" Methods vs. "Credit."

All grocers—those who sell for cash as well as those who give credit—must have about the same margin of profit to give returns enough to pay expenses. There is very little difference in the percentage of the gross receipts required to run a business on cash or credit basis.

The cash man pays for his goods every thirty days the same as the credit man. The wages are practically the same. The rents paid by the cash man are usually much higher than those of the credit stores doing the same amount of business. This is caused by the fact that a cash business must depend on transient trade, which requires a special location. This cost, together with the expense of advertising in papers, about counterbalances the cost of bookkeeping of the credit man.

The grocer who sells one brand at cost, expecting to make up on something else is often disappointed. Each brand should carry its own profits if the dealer expects to pay 100 cents on the dollar.

It is not our purpose to seek to control the price at which the cash grocer shall sell his many lines.

We intend only to bring about the discontinuance of the sale without a profit of the leading brands that have



Secretary J. F. PAULDING.



GEO. A. PIDDUCK, Seattle
President Pacific Coast Association.

M·J·B·COFFEE
SELECTED WISDOM

You can't stop reading this if you try – try now



WHEN YOU GET A THING FOR HALF PRICE SOMEBODY PAYS THE OTHER HALF
(It may be You)

There is FULL VALUE for yourself and your trade in
M. J. B. COFFEE

THERE IS MONEY IN THE "WHITE LABEL"

Brand of Olives and Olive products

Each Package Gives You A Good **PROFIT**



A CONTINUOUS DEMAND

Results from the First Sale.



YOU SELL MORE

"White Label" Olives, etc., than of other brands to High Class trade.

THE SEVILLE PACKING CO., Exclusivists in Olives and Olive Products, with Packing Houses at NEW YORK CITY and SEVILLE, SPAIN, put their "White Label" only on goods which CANNOT be surpassed.

THE PRICES

Charged for "White Label" Brand are NOT higher than the average consumer is able to pay.

"White Label"

Queen and Manzanillo Olives are of a grade and excellence that places them in a class by themselves. As growers, principal buyers and packers, and leading handlers of Olives, the SEVILLE PACKING CO. is able to secure the choicest fruit. The knowing consumer will ask no questions if told that you carry the "WHITE LABEL" Queen and Manzanillo Olives.



On your shelves, on counter, or on the side-board in the home, "WHITE LABEL" packages present a NEAT and ATTRACTIVE appearance.

Pim-Olas
AND
Baby Pim-Olas

are respectively selected Queen and Manzanillo Olives, pitted and stuffed with Spanish Pimientos (sweet, but not hot), and preserved in an exquisitely flavored sauce.

PIM-OLAS and BABY PIM-OLAS are the best relishes for all occasions. You should have them in stock.

The Latest Fad  Pim-Ola Cocktails.

Instead of cherries in Manhattan and Martini Cocktails, use PIM-OLAS. If you don't know what a PIM-OLA COCKTAIL is write us and we will tell you.

Try a bottle of "White Label" Olives, PIM-OLAS and Nicelle Olive Oil.

Nicelle Olive Oil

A FEAST AWAITS YOU!

THE PUREST AND FINEST

A test recently made by the United States Bureau of Chemistry proves that NICELLE is superior to all Olive Oils now on the market.

Try a bottle of "White Label" Olives, PIM-OLAS and Nicelle Olive Oil.

Nicelle Olive Oil

If you will write us we will explain more fully the merits of NICELLE Olive Oil and supply you with interesting literature about olives.

SPOHN-PATRICK COMPANY

SOLE PACIFIC COAST AGENTS.

16-18-20-22 Front St., San Francisco, Cal.

BRANCH HOUSES: Los Angeles, Portland, Seattle, Salt Lake City, Denver.

been made popular by advertising. This is at present a decided trade abuse. It is a very foolish and very expensive one and has grown because the great body of retail grocers allow themselves to be lead into it by a few firms whom they were not in a position to oppose.

Importance of Bay Cities.

We look upon the cities about San Francisco Bay as the keystone of the arch which the managers of the Pacific Coast Retail Grocers' Association are building. Within a radius of ten miles from the Ferry building in San Francisco there are over 2000 grocers, more than there are in the States of Washington, Oregon and Nevada combined.

Through the efforts of these grocers, the grocers in practically all the large cities of the State have been brought to understand the value of co-operation. The grocers of the interior are now able to make it possible for the grocers of the Bay cities to bring enough influence to bear to make it worth while for manufacturers and jobbers to grant their reasonable requests.

Every step in advance by the grocers of these Bay cities can be extended to every other city of the Pacific Coast as soon as the grocers in those cities ask for it and show that they are in position to take advantage of the consideration they may ask for. It is for this reason that this office has been devoting the greater part of its attention in the last few months to perfecting the initial arrangements for the Bay cities.

Ready to Help All.

We are prepared to extend to every association on the coast support and advice whenever it may be needed.

The managers of the Pacific Coast Association have established a main office in San Francisco as the largest commercial center of the coast. This office is prepared to assist retail grocers and grocers' associations all over the Pacific Coast in correction of trade abuses, with the help of every other organization outside of that particular community if they be needed.

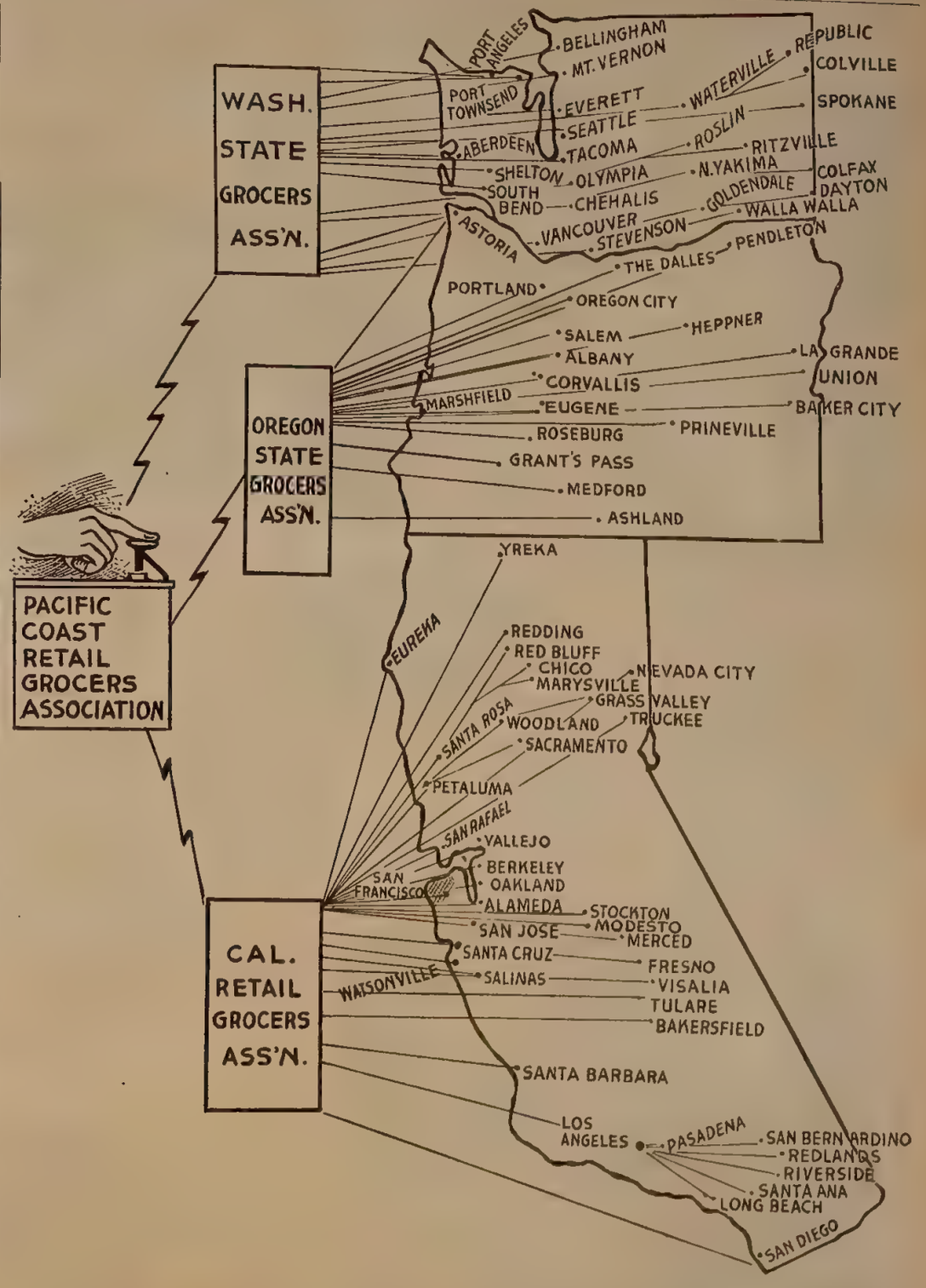
It can readily be seen that the maintainance of a central bureau such as ours requires the expenditure of a considerable sum of money each month.

Division of the Expense.

There was not enough capital available in the State of California to build a transcontinental railroad. The genius of a few men drew together the capital of the men of money of many communities, and as a result, the transcontinental railroad was built and the entire West came to its inheritance.

No one organization is capable of supplying the amount required. No one organization will profit enough by its continuance to warrant its assuming so great a responsibility.

By dividing the expenses among the many communities the weight upon





FREE RUNNING
For Table
Cartons, 48/2s, 24/3s, 20/5s to Case
Caddies, 50/2s to Case.

LESLIE STERILIZED SALT

PURE AND WHOLESOME.

DOES IT PAY THE GROCER?

Below is the cost to the Grocer of single packages of Leslie Salt, Free Running, together with the per cent of profit on the cost of same, when bought in single case lots :

	COST	S. P.	% PROFIT
2-lb. Caddies, full weight,	$ .06½	$ .10	53 per cent.
2-lb. Cartons, " "	.05¾	.10	74 per cent.
3-lb. " " "	.08⅓	.15	80 per cent.
5-lb. " " "	.12½	.20	60 per cent.

C. E. WHITNEY & CO., Agents 715-717 Hayward Bldg. San Francisco, Cal.

LESLIE SALT SAN MATEO CALIFORNIA

VELVET GRAIN
For Kitchen
In Bales containing 150 lbs. net of Salt : — 75/2s, 50/3s, 40/4s, 30/5s, 15/10s, and 6/20s.

WHITTEMORE'S POLISHES

THE WORLD'S STANDARD — The Oldest and Largest Manufacturers of Shoe Polishes in the World — ONCE USED ALWAYS USED



"GILT EDGE."

The only black dressing for Ladies' and Children's Shoes that positively contains oil. Softens and preserves. Imparts a beautiful luster. Largest quantity. Finest quality. Its use saves time, labor and brushes, as it shines without brushing.

Always Ready to Use.
Per Gross, $24.00.



DANDY
Russet Combination.

For cleansing and polishing all kinds of russet, tan or yellow colored boot and shoes.

Large Size, gross, $24

STAR
Russet Combination.
10c size, gross $9.00

RUSSET PASTES.
per gross
Dandy, large ...$9.00
Red Box., med. .$5.00



"ELITE"
Combination.

The only first-class article for Ladies' and Gents' "Box Calf," "Vici Kid" and all black shoes. The only polish endorsed by the manufacturers of Box Calf Leather. Contains oil and positively nourishes and preserves leather and makes it wear longer. Blacks and polishes.

Large Size, per gross, $24.00.

"Baby Elite" Combination, 10c. Size per gross $10.



FRENCH GLOSS
For Ladies and Children's Shoes.

Warranted superior to the best 10c black dressing in the market (and put up more handsomely) with handsome three-color lithographed cartons and wood caps over corks.

Shines without brushing
Per Gross, $9.00.

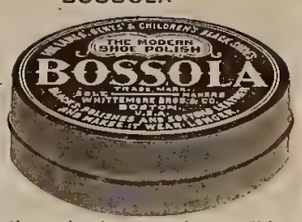
"SUPERB" PATENT Leather Paste,



For giving all kinds of Patent or shiny leather shoes a quick, brilliant and waterproof luster without injury to the leather.

Large Size, per gross.....$9.00
Medium Size (in blue tin boxes), per gro. 5.00
Per doz., ¼ lb. boxes..... 1.80
Per doz., ½ lb. boxes..... 3.00

"BOSSOLA"



The "Boss" Waterproof Paste Polish for ladies' gents' and children's shoes. Blacks, polishes and softens leather and makes it wear longer. Shines instantly and the shine will last about a week.

5c size, per gross $4.50
10c size, per gross.....$9.00

"BOSTON"—Waterproof Polish.

A black liquid for men's and boys' shoes. Produces a patent leather shine without brushing. Gross, $24. "Boston Junior," 10c size, gross, $10

FOR SALE BY ALL WHOLESALERS

THE FRAZER

Best in the World



Always Uniform

Often Imitated

Known Everywhere

Never Equalled

No Talk Required to Sell It

Good Grease Makes Trade
Cheap Grease Kills Trade

For Sale by All Jobbers

JOHNSON-LOCKE MERC. CO., Agents for Pacific Coast

JERSEY



CREAM

A CALIFORNIA PRODUCT

Made at Valley Ford, Sonoma County, richest dairy district in the State. Keeps in any climate, and will satisfy your most particular patron.

Order from

THE CONDENSED MILK CO. OF CALIFORNIA

OFFICE AND WAREHOUSE

319 CLAY STREET, SAN FRANCISCO

16 YEARS

OF CONTINUED SUCCESS

(AND IT SELLS)

Colorado Cured



30c the Pound

VALUE RECOGNIZED BY COFFEE CONNOISSEURS

NASH-SMITH TEA AND COFFEE CO.

Roasters of High-Grade Coffee

DENVER, COLO.

FRANK B. PETERSON, SAN FRANCISCO

each community is made very light. This fact makes us feel that there can be no question as to the permanency of our organization.

The initial expenses of our organization has been met very largely by contribution from various manufacturers who recognize the value of a combination such as ours in enabling them to protect their established brands from the inroads of cheap competitors. Before many months have passed we will be in position to be of such great value to every association on the coast that all will gladly contribute their proportion to the expenses of maintaining our office without requiring us to further place ourselves under special obligations to our friends among the manufacturers.

Will Help the Manufacturer.

In regard to our attitude towards the manufacturers, we wish to say this:

It is our desire to make it easy for manufacturers to insure retail grocers a profit on their goods. When we do this we are of value to the manufacturer as an instrument by which he can insure to his firm a permanent interest in his goods on the part of retail grocers. If our organization is not a source of value to the manufacturer we have made a mistake in its construction.

The retail grocer is really the agent of the manufacturer in the final distribution of his goods. Any means by which the interests of the agent can be increased will accrue to the advantage of the manufacturer, who will profit by a consequent increase in his sales and the lessening of the sales of those competitive articles which would be sold by the retail dealer if he did not secure a fair margin on the more widely advertised goods.

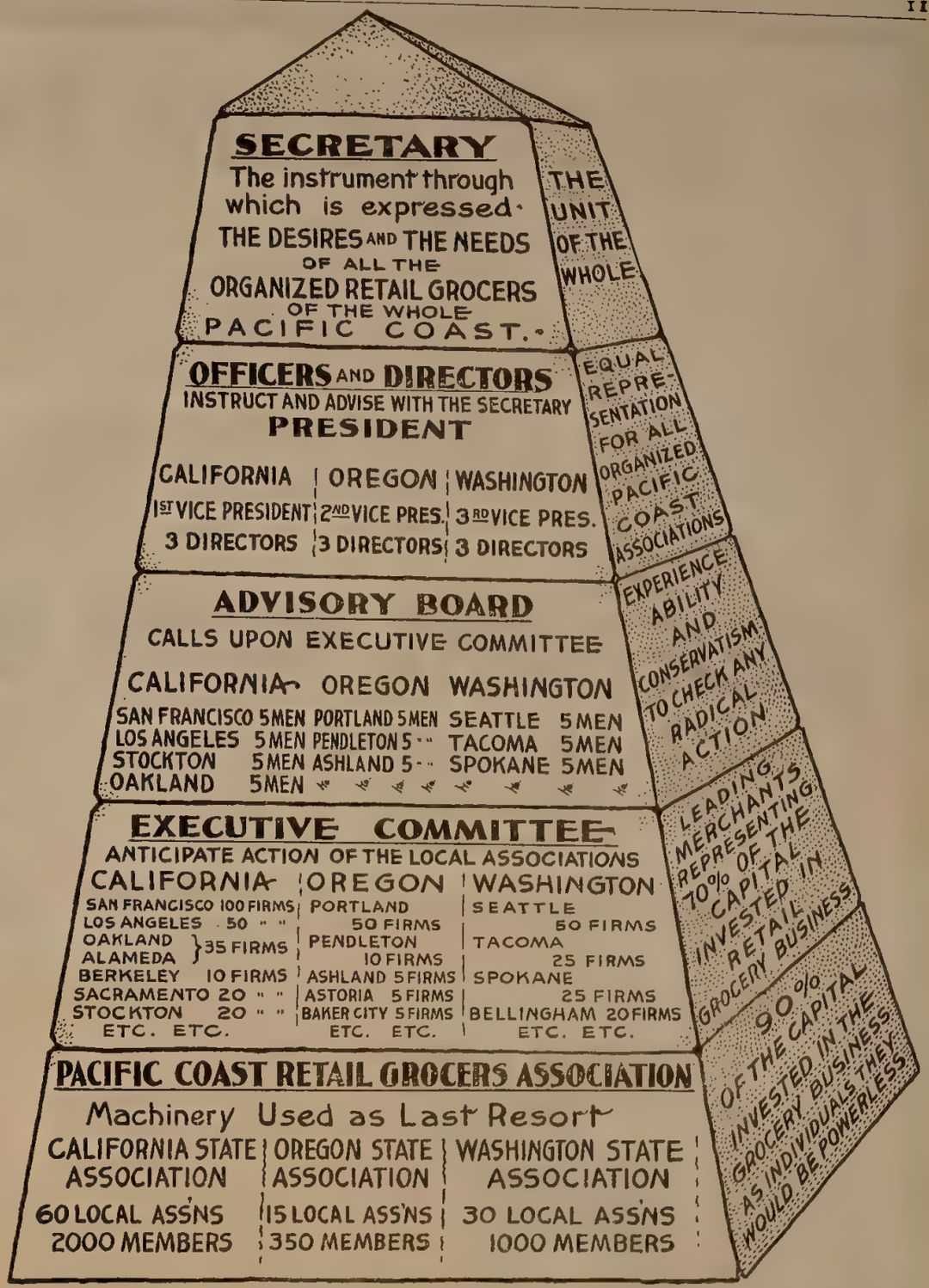
Stated briefly, then our principal purpose is as follows:

1. **To help the various associations abate abuses which they could not correct without the co-operation of the associations in other States than their own.**

2. **To make it profitable for manufacturers to protect the selling price of their goods.**

Another advantage consequent upon the success of these two great aims is the assistance we are able to give in encouraging the progress of organization.

J. F. Paulding,
Secretary Pacific Coast Retail Grocers' Association.



We can supply you with

PAPER

A. ZELLERBACH & SONS

416-426 Sansome Street

SAN FRANCISCO



EQUAL TO THE BEST

AND BETTER THAN THE REST

Has ALREADY Secured Recognition For Superior Quality

ALPINE EVAPORATED CREAM

Prices are RIGHT —— Quality is Right —— Pleases Customers

Per Case — 4 Dozen Large Tins — **$3.60**

FOR SALE BY ALL JOBBERS

ALPINE EVAPORATED CREAM CO.

123 California Street, San Francisco, Cal.

Absolutely Guaranteed Against Any Defects.

We Take the Risk

Every merchant should buy his goods **as cheap as he can** but care needs to be taken that **"cheap goods"** are not **bought dear.**

We own and operate the largest, the cleanest, and the most modernly equipped vinegar and pickle works in the West.

QUALITY FOR SUCCESS, OUR MOTTO
SATISFIED CUSTOMERS, OUR WATCHWORD

You Will Have Satisfied Customers If You Give Them The

"CALIFORNIA HOME BRAND"

OUR GUARANTEE

We authorize you to **Refund Full Purchase Price** if any package bearing our **"California Brand"** fails to give **Entire Satisfaction** to the **Consumer.**

OUR NEW YEAR'S OFFER TO YOU

For the next thirty days **we will prepay freight** on five or more cases, straight or assorted, of the following goods, to every Railroad or Steamboat point in California, Oregon and Washington.

"CALIFORNIA HOME BRAND"

Our New Olympic Bottle—10 oz., oblong, with spring fastener.

Sour Pickles (Mixed or Plain)	2 doz. to the case	$1.35 a doz.
Chow Chow Pickles	2 doz. to the case	1.35 a doz.
Sweet Pickles (Mixed or Plain)	2 doz to the case	1.75 a doz.
Genuine White Pearl Onions	2 doz. to the case	1.75 a doz.

Send us your order and if upon arrival you do not find these goods **the best value you have ever bought,** we will **accept any price YOU may name** for the goods.

(Our Goods will Comply with the Pure Food Laws of Every State.)

Pacific Vinegar & Pickle Works

SAN FRANCISCO, CALIFORNIA

Kindly mention *"Grocers Advocate"* when replying to this ad.

Flour Profits Squandered.

Four Mills Force Loss on 2000 Retail Grocers to Curry Favor with a Few Cutters.

One Mill Protects the Trade: GLOBE GRAIN AND MILLING CO.

The Flour Mills That Allow Prices to Be Cut Are the

SPERRY MILLING CO.
STOCKTON MILLING CO.
PORT COSTA MILLING CO.
DEL MONTE MILLING CO.

With one exception, the California flour mills doing business in and about San Francisco, have decided that it would not pay them to attempt to maintain a retail selling price on their flour.

This position on their part makes it necessary for the retail grocers of the bay cities to continue selling much of their flour without a satisfactory profit.

A Parallel Case.

If several great and reputable firms month, to every retail grocer in the cities about the bay, and take from each man's till from 50 cents to $50 there would be an awful howl go up.

If the robbers should then put all the money, amounting to about $5000, into a pile in the street and start to burn it up, the howl would become a scream of rage.

If three great and reputable firms should then step out and say to the retail grocers: "Stand back. We could make these men stop this robbery, but we will not because we do not want to have any quarrel with them on your account."

What do you think would happen?

Yet this takes place every month in San Francisco, Oakland, Alameda and Berkeley, and in most of the other cities of California. It has been going on every month for twenty years.

The great mills who could stop the robbery of the trade have allowed the cutters to destroy about $5000 of the profits of the grocery trade each month.

Mind you, the cutters do not get the $5000. They destroy it as much as if they took it in the street and burned it up.

All the firms that compete with the cutters make the same prices they do. This means that the cutter gets only a little additional business by the low prices and, as a consequence, the profits are destroyed.

There is one mill that feels that its customers should be protected. This is the

Globe Grain & Milling Company.

This mill, when it sends out its price cards, print upon them the prices at which their leading brands of flour must be sold.

They have taken these steps for two reasons:

1st. For their own advantage, since the retail merchant always tries to sell an article on which he gets a profit rather than an article which does not have enough margin to pay him even for the handling of it.

2nd. It benefits their customers. By helping their customers, they not only secure the good will of the retail grocer, but they receive an added assurance that their bills will be paid when they become due.

Other Mills Are Not Enemies.

The mills who have refused to protect the retail selling price on their flours have not done so because they were enemies of the grocery trade.

They are prompted solely by the fact that they do not think it would pay them to insist that the price of their flour shall not be cut. Stated simply, their position is as follows:

First—They think the retail grocers are not enough interested in having them maintain the selling price of their flours to warrant their taking the chance of losing the trade of the few cutters.

Second—They fear that if they should require the cutter to sell his goods with a profit of 15 cents per sack upon the listed price, that the cutter would very likely discontinue handling their flour for the time.

Third—They feel sure that even though they continue a policy that forces some of their grocer customers to sell their flour at a loss, many grocers to sell it with not enough margin to pay the cost of handling, and none to sell it at a price that gives a profit; that the great mass of retailers are not enough interested nor organized thoroughly enough to make them feel that they would lose more trade from the organized grocers by refusing this protection than they would lose from the few cutters if that protection should be granted.

Fourth—They feel that if they should grant this protection, that there are not enough retail grocers watching their attitude with interest to give them enough of special consideration to offset the possible antagonism of the few cutters.

Retail Grocers Must Act.

It is now up to the retail grocers of the State of California to prove to the millers that they are mistaken.

This must be done without feeling. But it must be done thoroughly. The mills who have refused to protect the retail selling price of their goods are not trying to injure the grocers. They would rather help them. But they think it will not pay them to acede to the demand for protection.

Calls It a Fad.

The manager of one of the more important mills stated that he considered this entire movement merely a "fad." He thought it would die out in a short time and that his company would have had its trouble for nothing and would have the discomfiture of realizing that they had lost a number of good customers without either receiving any benefit themselves or bestowing any benefit upon their trade.

If this movement is a "fad," it is one of the fads that is going to live, because it is based on common sense.

It is a "fad" that will prevent such failures as happened on Market street in San Francisco recently.

It is a "fad" in which the Sperry mills and the Stockton mills are participating in Southern California to the end that at least $50,000 are added each year to the profits of the retail grocery trade south of the Tehachapi Pass, where every retail grocer receives a profit of at least 25 cents per sack on every sack of flour he sells.

It is a "fad" that has for many years enabled the grocers of Sacramento to secure a profit on flour, since the mills there co-operate with the retail grocers in the maintainance of prices. The Sperry mills are interested in the "fad" in this district also.

It is a very good "fad" in the city of Stockton, where the Sperry, Stockton and Port Costa Mills unite in refusing to sell flour to firms that cut the price.

It is a "fad" that has proven a source of enormous profit to the grocers in all the large cities of the State of Washington.

Make the "Fad" Stronger.

Under the circumstances, common sense would teach us that both the mills and the retail grocers should unite in educating the entire trade to the value of such a "fad."

The establishment of this "fad" in the cities about San Francisco would result in the saving of about $5000 per month on profits that are now thrown away.

It would mean the ultimate establishment of better prices in every city in the State of California, where the retail grocers are organized. This means every one of the larger cities of the State.

It would mean more.

It would mean the establishment of a principle. The example of what can be done in the way of wiping out unintelligent competition in flour with the help of the mills, would be useful in securing similar co-operation from the manufacturers of other lines.

Will Help the Mills.

In the end the various mills will be helped as much, if not more, than the retail grocers.

There is no reason why the retail grocers should put in stock new brands if they can get a satisfactory profit on the established brands of flour.

The city of Sacramento gives an excellent example of what this means.

The grocers get a satisfactory profit on the flour made by the three Sacramento mills. They therefore refuse to put in stock any other flour.

The mills, on their part, refuse to supply with flour any grocer who puts in other brands than theirs.

At least 99 per cent of the grocery trade are glad and willing to have them do this, since, at the same time, they protect them in their profits.

Because 99 per cent of the grocery trade carry only Sacramento flour, the other 1 per cent, who might desire to put in some outside brand, are forced to yield to the established conditions. The practically unanimous attitude of the trade in selling only Sacramento made flour to their customers creates such a demand for this flour that no retail grocer can continue in business without them. Since the retail grocer **must have** the Sacramento flours, it puts the control of the situation in the hands of the mills.

San Francisco Grocers Not Fools.

The only response to statements as to what the grocers of Sacramento and Los Angeles are doing, is usually a declaration that the grocers of San Francisco are "different" from the grocers of Southern California and that we cannot expect from them the same action as we can of the grocers of other cities.

The editor of the **Advocate** has personally interviewed several hundred of the retail grocers of San Francisco. He finds them intelligent business men and men capable of looking at both sides of any problem presented to them.

If the mills are figuring that the grocers of San Francisco have not the intelligence to recognize the fact that they are being discriminated against, they are making a mistake.

If the mills think the retail grocers of San Francisco are not merchants enough to sell flour on which they get a fair profit rather than any flour (not a bit better) on which they get no profit, they are mistaken.

There is no question but that some of the retail grocers of San Francisco are not good salesmen. There are men who do not like the idea of trying to sell a customer an article other than that which the customer asks for.

As a matter of fact, some of them would not be able to do this if they tried. It would be unwise for such men to try to "switch" the trade of any of their customers.

There are, however, many men in the grocery business in San Francisco who are really merchants. These men are not merely clerks handing out packages as they are called for. They are salesmen and have the confidence of their customers. These men are able to sell anything they put in stock.

Selling Profitable Flours.

Already over 400 of these men have put in stock the flour of the Globe Milling Company. The **Advocate** has talked with a number of retail grocers who have done this, and they tell him that even when close competitors are selling Sperry, Crown and Port Costa at $1.20 per sack, they have been able to sell the "A1" of the Globe Milling Company for $1.40 per sack. They made 17½ cents per sack thereby. They sold this flour easily because they could tell their trade that being a mixture of Eastern (hard) with California flour, it was a better flour and therefore worth more money than the cheaper article.

Many of these same grocers have sold the Silver Star flour of the Globe mills at $1.25 (with a profit of 15 cents per sack) against the standard brands at from $1.20 to $1.30 per sack, and the **Advocate** has yet to hear of the first complaint.

The Banquet of the Globe Milling Company at $1.35 per sack has also reached a considerable sale.

Grocers Can Change Conditions.

The retail grocers themselves can change this.

They owe it to themselves to bring about the change with as little delay as possible.

All the grocers of the bay cities should have the flours of the **Globe mills** in stock.

They should keep the other flours out of sight and only sell them when they cannot avoid doing so.

They should recommend the brands of the **Globe mills** to their customers at every turn.

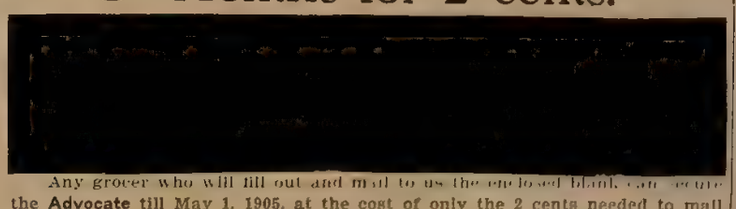
By concerted action of the great mass of grocers in this respect, it will be made much easier to sell the protected flour, since the recommendation of many men always has its influence in satisfying customers that the goods are as they should be.

Interior Grocers Interested.

Out-of-town grocers have an equal interest in this matter with the grocers of the bay cities.

As soon as the mills have established

3 Months for 2 cents.



Any grocer who will fill out and mail to us the enclosed blank, can secure the **Advocate** till May 1, 1905, at the cost of only the 2 cents needed to mail the envelope.

Provided, that the grocer desires the paper to continue.

If the grocer does not have the paper continue, he will have to pay us 66 cents for the papers already received. If he wants the paper to continue, he need send us only $2 (the regular subscription price), which will pay his subscription till May 1, 1906, and include the papers already received.

..... 1905

Advocate Publishing Co.,
456 Montgomery St., San Francisco, Cal.

Gentlemen: Please send me the **Retail Grocers' Advocate** till May 1, 1905, for which I agree to pay **FIFTY CENTS.** I give this order with the express understanding that, should I think I wish the paper to be continued, I need send only $2, which will pay my subscription to May 1, 1906 and also include payment for the papers already received, thus giving me the paper for the first three months for the cost of the stamp used in forwarding this order.

Signed.....

Address .....

a price in San Francisco, the State Grocers' Association will then take up the matter of establishing prices in the different cities throughout the State.

The grocers in any city where they have an effective organization will be helped to secure a profit on flour when they ask for it.

For this reason the retail grocers in the interior of the State should put in stock of the flours of the **Globe mills** stock of the flours of the **Globe mills.** The quality of the flour made by this mill is such that they can afford to recommend the goods to their trade without danger of doing an injustice to their customers.

There is another thing to be done.

Let the Mills Know.

Each grocer should **tell the Sperry, Stockton, Port Costa** and **Del Monte mills what he is doing and why he is doing it.**

Every time a retail grocer tells the representative of one of these mills that he is selling other flour in preference to theirs, he is helping convince the mills that the grocers know what they want and are in earnest in their movement to secure a profit on flour.

Even those grocers who do not feel that they can afford to "switch" their trade to other than the flour of the **Sperry, Stockton, Port Costa and Del Monte mills** can help in the movement.

While the average retailer receives a discount of 25 cents per barrel from the list, the bigger dealers get 30, 35 and 40 cents off the list price. It is to be noted that it is these firms that get the big discounts, that sell their flour for what it costs their smaller neighbors.

The smaller dealer has the right to protection against such discrimination.

Register Your Kicks.

Even if he goes on selling the brands on which there is no protection in price, he should register a kick every time the drummer comes around, because he cannot get $1.35 per sack for his flour.

He should let the drummer know that he realizes what he is up against.

He should let the drummer know that he is dissatisfied.

He should let the drummer know that he realizes that the mills are to blame, when the cutter sells flour at $1.20 when it costs him that price, and that if the mills were willing to take the burden on themselves that they could make the cutters maintain prices in San Francisco the same as they are making them maintain prices in other large cities.

It is not the purpose of the **Advocate** to make enemies for

The **Sperry mills,**
The **Port Costa mills,**
The **Stockton mills,**
The **Del Monte mills.**

We want to show the grocers how they can show these mills that they **are mistaken** when they think that the grocers don't care whether they maintain the retail selling prices of flour or not.

When these mills realize that the grocers know they are entitled to at least 15 cents per sack on flour and want it badly enough to work for it, the mills are going to grant that protection to the grocery trade.

It is only a matter of their not realizing how much the grocers are in earnest.

The **Advocate** wants to convince them of this fact.

When it has convinced them of this fact, our paper will give as much publicity as possible to letting the trade know the new stand the mills have taken.

It is worthy of note that while the Del Monte mills, at the last moment, decided to stand with the other mills in this matter, the management is in sympathy with the grocers' plan and desires to protect the selling price of its meals.

A SPECIAL REQUEST.

The management of the **Advocate** would request those of its readers who are interested in the proposition explained on page 12 to mention this paper when mentioning the advertisement. The offer in question is a desirable one in every respect.

PROTECTS RETAIL GROCERS.

How One Firm Has Helped Dealers Win Trade and Earn Profits.

During many years there has been one firm and one firm alone that has undertaken a systematic campaign for the protection of the retail grocers in their trade and their profits.

This is the firm of A. Schilling & Co.

The management of this establishment realized that to secure the permanent interest of the trade in their goods they had to be able to meet two conditions.

First—They not only had to give the retail grocers goods of a quality that could not be questioned, but it was necessary for them to convince the grocers' customers of that fact as well.

Second—It was necessary to assure the retail grocers that it was **safe** for them to build up a trade on their goods. In other words, that if the grocer should induce his trade to use "Schilling's Best" products, that there was no danger of his being forced in the end to sell them without a fair margin of profit in order to meet competition.

Satisfying the Consumer.

The first requirement as outlined above was met by A. Schilling & Co. completely. The goods they sent out under the label "Schilling's Best," were absolutely what their name implied—the best.

The "Schilling's Best" policy was to give the consumer the guarantee of "money back." This assistance on the part of A. Schilling & Co. made it easy for the dealers to satisfy his customers that they were securing the full worth of their money when they took Schillings goods.

The Retailers Profits.

Every step possible was taken to guarantee the retail dealers against being forced to face unintelligent and dishonest competition.

Goods were not sold to dealers who would not agree to maintain prices. As soon as word was received that a dealer was violating his agreement to maintain the price of "Schilling's Best" goods, the firm took the matter up with the least possible delay. The responsibility of dealing with the offender was given to the heads of the different departments whenever possible and was not left to their subordinates.

In extreme cases, the house has gone to the length of refusing to sell dealers of whose honest co-operation they were doubtful.

Retail Dealers Obstruct.

The performance of this splendid work for the retail trade was not so easy as it sounds.

In many instances "Schilling's Best" were the only goods in the community the price of which was protected. Even in those communities there were short-sighted grocers who while they benefited by the policy of A. Schilling & Co., yet resented the efforts of this firm to guard both themselves and their customers against unwise business methods. Many dealers, honest in their convictions, opposed the policy of protecting the retail selling price and thus added to the difficulty of establishing the policy firmly.

In the face of these discouraging conditions, the firm continued steadfast along the lines originally mapped out.

Thoughtful Merchant's Appreciative.

They had the warm assistance of the great mass of the grocery trade. Dealers who studied conditions and were not trying to secure an unfair advantage over their competitors realized how greatly they were helped by this policy.

There can be no question that the seeds sown by A. Schilling & Co. fell on fertile soil.

Their ideas, so widely disseminated, aroused many dealers to a sense of the folly of unwise cutting. It made them study the possibilities of better conditions with staple goods on the price of which they had not been protected.

At all times, A. Schilling & Co. has loaned the assistance of their sympathy and active co-operation to the retail grocers in the various movements for the general good.

The combination of grocers' associations of the Pacific Coast has received more than passing encouragement and every grocer west of the Rocky Mountains has much to thank A. Schilling & Co. for.



Factory of the Welch Grape Juice Co. (There are Two Stories Underground.)

UNFERMENTED GRAPE JUICE.

A Product of the Concord Grape That Has Secured Enormous Sales.

A few years ago grape juice was an unknown article. By persistent effort and advertising, it has been made a staple article by the Welch Grape Juice Company of Westfield, N. Y.

In order to supply a church at Vineland, N. J., with a non-alcoholic communion wine, Dr. Welch, in 1869, put up a few bottles of unfermented grape juice, the first put up by any one for any purpose. There were but two dozen bottles in this first effort, but from that small beginning large things have grown. Now nearly every church in the United States uses Welch's Grape Juice in its communion service.

At first and for several years, the entire output of this company was practically used for this purpose. Then its manifest purity and excellence began to attract the attention of physicians and others and the question was asked: "Why does not pure grape juice possess the valuable qualities which Concord grapes are known to have, and why should it not be used in preference to fermented wine?

Physicians came to prescribe it with marked beneficial results. Sick and well drank it for its delicious, health giving properties. Thus a new and larger field was opened.

Needed More Grapes.

The Welch Grape Juice Company continued to put up their product at Vineland, N. J., until 1897. But there were not enough Concord grapes available in the immediate vicinity to meet the increased demand. For several years previous to 1897, grapes were [illegible] gallons. Eight presses of 80 tons pressure each extract the juice from about 130 tons of grapes a day during the pressing season. The factory has recently been refitted with aluminum kettles, which take the place of the porcelain lined kettles formerly used. The output of the Welch Grape Juice Company is claimed to be equal to that of all other grape juice companies combined.

A Purely Natural Product.

Welch's Grape Juice is made on honor. Only the finest, ripest fruit is selected. Being right on the spot, they secure the pick of the vineyards. They let others take the "seconds" for shipment.

Quickness, carefulness and cleanliness mark their methods.

Grape juice is not a cheap beverage and cannot be cheapened except at the expense of quality. Economy, improved methods and gradually increasing business, combined with an ideal location of the plant, where the fruit can be bought to advantage, have brought the price down to a figure that has resulted in largely increased consumption.

Welch's Grape Juice is not a preparation.

Nature prepares every ingredient in the Concord grape. As she has pro- [illegible] who have handled Welch's Grape Juice continuously, and have let others do the changing from one brand to another, are the ones who today have a steady and growing trade in grape juice.

Very few know the many uses to which an unfermented grape juice may be put.

Welch's is a tonic food of marked medicinal and dietetic value.

It is prescribed by physicians and advertised in the leading grocery and medical journals.

It is a most delicious beverage for the home and is advertised in the best magazines and newspapers.

One cause of the success of the Welch Grape Juice Company is their persistent advertising. Welch's is the only widely advertised juice, therefore it pays one to handle it.

Welch's Grape Juice secured the gold medal at the St. Louis Exposition, where it was served on the "Pike" and pleased hundreds of thousands of visitors from all parts of the world by its delicious flavor and bouquet.

Saving the Dealer His Profits.

Methods Employed by Modern Manufacturers to Preserve the Popularity of their Goods by Protecting the Retail Selling Price.

It is an open question as to whether the retail dealer or the manufacturer suffers the most from the cutting of prices.

There can be no question that a very large part of the failures among retail grocers can be traced directly to the fact that they do not receive enough money for their goods. The unfortunate feature of many of these failures is that the merchant does not fix the price himself but merely meets competition in order to preserve his trade. At the same time, the firm whose prices he is forced to meet, by the carelessness of manufacturer and wholesaler, usually fails and pays 20 cents or so on the dollar.

Manufacturers have found good markets wrecked and sometimes lost to them permanently because a few cutters have so lowered the price the retail trade could get for their particular brands, that those goods were no longer desirable articles to handle. The trade, not being able to make any money from them, put in substitutes on which they got a profit and induced their customers to accept imitation goods, the demand for which was created entirely by the generous sums spent in advertising by the manufacturer of the original article.

Necessity for Protection.

Numerous firms have seen the necessity of protecting the selling price of their goods in order that the retail er should be willing to continue dling them and not be forced to for some similar article to make a fit.

Manufacturers have used different thods for insuring the retail selling e of their goods. They have taken these steps not because they were philanthropists and loved the retail grocer, but because they realized that as soon as there was no profit in handling their goods, the retail grocer was going to try to sell his customers something else.

They realized, too, that when the retail grocer puts in a substitute article, they are losing certain profit on the business for which they have paid by expensive advertising. It is only through advertising that the demand for any line of goods is established sufficiently to make imitators feel that the field is worth while gleaning. If they help induce the retailer to put in the imitation goods by allowing their own to be sold without a profit, then a large part of the money the manufacturers spend in advertising goes to benefit the makers of the substitute articles.

Interference of Retailers.

The work of the firms who protected their prices has been made difficult in the past, because it was often opposed by retail grocers. These short-sighted firms, thought they were being imposed upon by the manufacturer who "dictated" to them the prices at which they should sell the goods he manufactured. They did not realize that the manufacturer was seeking to save them, not only from themselves, but also from the cutters. Business rivals always fostered this dissatisfaction and were usually the primary cause of it.

Nowhere more clearly than in business is exemplified the truth of the adage handed down from biblical times that "They that live by the sword, shall die by the sword."

The retail firm that thinks to steal for itself the business of its neighbor and the value of the advertising of the manufacturer by selling that manufacturer's goods below the price that has been established as i in the end finds that some with more money or with sons for cutting, or with the dishonest intention of eventually going through bankruptcy, will be able to sell those goods for a great deal less than he can afford to and then the cutter, who was loudest in saying that he would not allow any one to "dictate the price at which he sold the goods," would find himself obeying the commands of a firm in the same line of business as himself. Not only would he be selling his goods at the price dictated by his rival but that price would invariably be less than he could afford to maintain and pay his bills.

Protection Is Possible.

We give considerable space in another part of our paper to showing that the highest legal authorities of the land have decided that manufacturers have the right to fix the price at which their goods can be sold and also have the right to restrain cutters from selling goods which they have bought without a contract from dealers who have agreed to maintain prices.

The courts have also agreed that a manufacturer can fix and collect a forfeit and damages from firms who might injure him in his business by selling his goods below the established retail price.

Selling Goods Direct.

Those manufacturers who sell direct to the retailer have the least difficulty in maintaining established retail prices on their goods.

The manufacturer can refuse to sell the retail dealer who will not sign an agreement to maintain the price. The retailer who has signed such an agreement will be liable to heavy damages should he fail to maintain the same.

Certain manufacturers have sold their goods to the retail dealers with the agreement that the goods were merely placed with the retail dealer for sale and that the title in them remained with the manufacturer until they were disposed of at the price agreed upon. There have been instances in which the manufacturer of goods of this sort has gone into a cutter's store and taken the goods away in spite of the dealer's protests.

In one particular instance, the manufacturer was threatened with arrest. But this step was not taken since he warned the retailer that he would begin suit for damages as a consequence of the broken contract should any of his men be molested.

The flour mills present the most striking example of the possibilities that lie within the power of the manufacturer to maintain for his customers a fair price on their goods.

In nearly every large community on the Pacific Coast with the exception of San Francisco and the cities about the bay, the retail grocers are getting a profit on flour through the action of the various mills, who have united in refusing to supply their standard brands to firms who would not maintain the price.

The mills have not lost trade. Private brands have been almost eliminated in the protected territories. Mills that tried to cut in were unable to get business.

Controlling the Cutter.

Money is the only thing that possesses the power of speech in business.

The cutter does not sacrifice his profits for love of the "dear people." He does it because he thinks he will get enough extra business to increase his profits in the end. The only power that will induce him to maintain prices is to convince him that he will make more money by maintaining prices than he would gain should he cut.

In some communities where the wholesale grocers are strongly united and have confidence in each other's integrity, and where the different individual wholesalers feel that the word "Honor" is something more than a mere part of the dictionary, manufacturers are able to maintain the prices of their goods without recourse to the rebate system. The dishonest wholesaler complies with the demand not to sell to cutters because he knows that the majority of the wholesalers will do so and that, should he refuse, he will have antagonized the entire grocery trade.

Where the majority of the wholesale grocers are so suspicious of each other



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"Griffin Extras"

are packed in thirty of the largest and best equipped canneries in the State. Each cannery is situated where nature favors the growth and culture of certain varieties of fruits and vegetables. We are thus enabled to get raw products that attain perfection.

Superior facilities permit canning immediately after picking. That is why "Griffin Extras" retain all the same freshness and flavor as when hanging upon the trees, vines and bushes.

Each of the canneries is managed by an Expert and only the most skilled hands are allowed to work on the choice fruits and vegetables set aside for the "Griffin Extras" brand.

All other necessary ingredients, such as sugar, spices, etc., are pure and of the best quality.

"Griffin Extras" are process cooked and sterilized.

The rules that govern cleanliness are enforced in every detail.

The labels on the tins containing "Griffin Extras" were made with the purpose in view of attracting the eye of the least observing people. Handsome labels, you know, are a selling force second only to quality.

The seal of The California Fruit Canners' Association, Largest Packers of Canned Fruits and Vegetables in the World, is on every "Griffin Extras" label.

We request permission to ship you a sample order of "Griffin Extras." You will be so well satisfied with what you receive that in the future a portion, if not all of your canned goods needs, will be entrusted to us.

Meanwhile accept our best wishes for a Happy and Prosperous New Year.

Respectfully,

SPOHN - PATRICK COMPANY

Sales Agents

















that a successful combination among themselves is impossible, such a source of protection is denied both the retailer and the manufacturer. Each jobber fears to refuse a customer any kind of goods because he thinks some competitor will seek to curry favor with the cutter by supplying him with what he wants and taking chances of getting caught.

Methods Employed.

Two modes of maintaining the retail price of goods have come into use among large manufacturers. They are systems of rebates and contracts carying a forfeit.

The Pacific Coast sugar refineries give the Pacific Traffic Association a price on sugar that allows the traffic association to give an extra rebate of 25 cents per 100 pounds to those wholesalers who do not cut prices. The traffic association is really a rebating agency. Its manager uses every endeavor to locate cutting. They often succeed and the offending wholesaler suffers a severe loss. Thus, while cutting is not completely wiped out, it is done so seldom and so secretly that the various wholesalers do not feel, as they did once, that it was necessary for them to sell sugar at cost if they hoped to retain their trade.

Schilling's Protective Policy.

On the Pacific Coast the first of the large firms selling direct to retailers that took up a campaign for the maintenance of prices was A. Schilling & Company.

This firm realized that the temporary increase of sales resulting through the cutting of prices was always followed by a relapse since the cutter himself refused to try to sell the goods when the trade became disgusted with the article that paid them no profit, and by working up business on other brands lessened the demand for the once popular article.

Therefore, every dealer that put in "Schilling's Best" goods was required to sign an agreement not to sell them below certain stipulated figures. A. Schilling & Co. then carried on a campaign of advertising that has made "Schilling's Best" and the "money back" motto household terms. Through their advertising they have convinced the consuming public that when the grocer offers them something bearing that label that he is giving them something that is absolutely pure.

The law laid down by A. Schilling & Co. did not prevent a few retail grocers from cutting their goods now and then, any more than the law against horse stealing has prevented a few dishonest men from stealing horses. It has made the cutting of "Schilling's Best" goods the exception, however, and not the rule. It gave "Schilling's Best" goods a stable value that made them very desirable property for the retail grocers who wanted to give their trade satisfactory goods and at the same time get a profit for themselves.

Sapolio Methods.

Enoch Morgans Sons' Co. have spent several millions of dollars in advertising "Sapolio." They did this in order to establish and maintain a demand for the article.

With the enormous amount of advertising and consequent demand came the temptation to cut by both wholesaler and retailer.

The wholesale grocers knew that every retail dealer had to carry Sapolio and they knew, too, that every retail grocer knew the value of Sapolio. This made Sapolio as valuable an article to cut on as sugar. Enoch Morgans Sons Co. knew this and therefore refused to sell their goods to any wholesale grocer that would not sign a contract not to sell Sapolio below a certain fixed price to the retail dealer on pain of losing rebates, and a fine to be paid to the Retail Grocers' Association of the offending jobber's community.

This policy has prevented the cutting on Sapolio by the jobbers except in special instances. And when it is cut, it is cut so secretly as not to be a menace to the stability of its price.

When Enoch Morgans Sons' Co. began their policy of protecting the price of their goods, the only retail firms that did any serious cutting were the department stores. This was largely because they were the only stores that could then make up the loss on the staples which they sold at cost, by profits on other goods which were sold to the people attracted to the store by the low prices on the goods whose values they knew. Therefore in their contracts to the wholesalers, Enoch Morgans Sons' Co. inserted the clause that the wholesaler should sell to no department store or other firm when instructed by Enoch Morgans Sons Co. not to do so.

There can be no question but that this policy of Enoch Morgans Sons' Co. has induced many of these large stores to put in stock goods similar in many ways to Sapolio manufactured by firms who desired to take advantage of the demand for this class of goods created by the advertising of the Sapolio people. There can be no question, too, but that the assurance of a fair profit on Sapolio has been the one great thing, in addition to the splendid quality of the goods that has made the retail dealer feel that it was more to his advantage to sell Sapolio than to try to switch his customers to slow-selling substitutes, even though he might get a little more profit than on Sapolio. That this advantage has more than counterbalanced the loss, is indicated by the long continuance of the "Sapolio" policy and its adoption by other firms.

Success With Fine Flour.

The Globe Grain & Milling Co. came into the San Francisco market to find that flour was being sold with margins that varied from invoice price to a margin of 10 cents a barrel. A few firms asked for 15 cents profit, but they sold very little flour.

This firm had spent $350,000 on a mill in San Francisco. They wanted trade that would be permanent. This meant that they had to had superior quality that would keep the consumer satisfied with their flour and they had to have the retailer willing to put his money into their goods and anxious to recommend them.

Their "A1' being a mixture of Eastern (hard) wheat with the best California, gave them the necessary quality. To secure the interest of the retailer, they printed on the bottom of their price cards the price below which their various brands should not be sold.

Over 400 of the leading grocers of the Bay cities are now pushing the "Globe" flours. Every day sees new customers added to their list.

The retail grocers are GLAD of the chance to sell an article at a profit if they are sure no competitor can sell the same brand for less. It is worthy of note that most of the firms handling "Globe" flour would not have put it in stock even if they were receiving a fair profit on the older brands.

Dwight's "Cow Brand" of soda and saluratus was protected in New York by the manufacturer. They had made their goods popular by large advertising. Then other manufacturers came in and offered the trade cheaper brands that could be sold at less money. The Dwight people then put on a scheme by which they paid a special rebate of one-half cent a pound to retail dealers who maintained a certain price on "Cow Brand." A similar contract was made with wholesalers.

These contracts were a source of great profit to the dealers and practically forced the cheaper goods off the market and thus repaid the Dwight concern.

The Miles Contract.

The Miles Medical Company spends about $100,000 a year in safeguarding the retail price of its goods. They make the wholesale grocer agree not to sell the Miles remedies to any firm not recognized as "agents" by their company.

To be made an agent a dealer must sign an agreement not to cut prices with a promise to forfeit $48 in case the agreement is violated.

Every case of the Miles remedies is numbered. Every package bears in a dozen places the same number as the case. Each jobber receives a card bearing the number of the cases sold him, and he is required to keep a record of the firm to which each case went. In this way the manufacturer can trace good that are being sold at cut rates and trace the guilty parties if the cutter is using outside help to get his goods.

This method of direct sales and serial numbering has been recently adopted by the Peruna Company and Wells-Richardson Company.

There is another group of firms selling patent medicines that number the labels and packages. They do not have the wholesalers keep track of where the various numbers go, but they limit sales to firms that have signed contracts to maintain prices. There is a forfeit of $48 in these contracts also.

Druggists Give Rebates.

Six of the local manufacturers of drug specialties have a rebate system that has helped maintain the price on their specialties. They bill the goods to the wholsale druggist at their full retail price. The druggist gets his percentage off this figure. The wholesaler is bound by contract to sell the good to the retailer at the full long price; thus the retailer pays $3 per dozen that he sells at 25 cents a package.

Each package has fastened to it a rebate cupon which represents the retailer's profit. It varies from 8 cents on a 25 cent article to 17 cents on a 50 cent preparation. The rebate coupons are numbered serially and the number of each coupon corresponds with the number on the label of the bottle to which it was attached.

The dealer gets his coupons cashed in 60 days if the bureau has not had proof of his cutting. But the coupons bearing the same numbers as bottles that have been sold at cut rates are not honored and the cutter pays damages of $48 to boot in accordance with the terms of his contract.

Southern California Methods.

In Southern California the retailers pay a profit. They notified decided not to sell goods that did not pay a profit. They notified the manufacturers of their intention. Over 50 manufacturers wrote them letters agreeing to refuse to sell their goods direct to cutters and promising to require jobbers to refuse to sell to cutters.

There have only been a few instances where the manufacturer had to demand of the jobber that he refuse to supply the cutter. The agreement has always been respected since the wholesaler but would insist upon selling a certain line of goods to a cutter, after being notified, would have lost too much trade to pay him for the business of a dozen cutters.

Whether It Pays.

Some manufacturers say: "If my goods must be sold at 10 cents, the dealer will push a similar 3 for 25 cent article because it will sell enough easier to make him feel that the smaller profit is more than counterbalanced."

While this will be true of a few dealers, it is not true of a great majority of them.

The only thing that they MUST KNOW is that NOBODY can cut below the fixed selling price without being punished. If the are absolutely certain of this, they are pleased to maintain a price since they are sure that any cutting will only be temporary and that the cutter will be brought into line in a little while.

One big retailer said to a certain soap manufacturer: "If you will agree to maintain a fixed selling price, I will buy a car. But I will not put a 10-cent piece in your goods if later I may have to sell them without a profit to meet competition."

The goods were Miller's Soap made with Naptha. The manufacturer agreed to so that the price was maintained and these goods are displacing Fels Naptha soap rapidly in Southern California.

DIRECT IMPORTERS.

The largest direct importers of European cheese, fish and other delicacies in this market is the firm of Wieland Bros.

They have been serving the trade of San Francisco since 1860, when the firm was first formed by John and Fred Wieland. As California filled up and its cities grew, the demand for delicacies increased to such an extent that Wieland Bros. felt authorized in making connections that would enable them to import their goods direct. The fame of the quality of the goods they had to offer and the fact that they were noted for giving honest weight, honest count and honest quality, built up their trade to an enormous extent.

The officers of the corporation are: President, Chas. Schulz; vice-president, Emil J. Wieland, and secretary, Alfred Wieland.



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Legality of Maintaining Prices

The quotation from Judge Parker's decision in the Park case, given in another column, expresses the consensus of opinion of the highest legal authorities of the land as to the right of the manufacturer to protect the integrity of his trademarks and his business against the assaults of rivals who would like to destroy his trade and of cutters who would like to advertise themselves at his expense by offering his goods at a price below the value that consumers have been brought to recognize by much expensive advertising.

We give, in another column, a review of the methods now in use by manufacturers to prevent cutting on their goods by wholesalers and retailers.

In this article we propose to show how far the laws of the United States protect them in their attempts to protect their property.

Scope of the Anti-Trust Law.

The Sherman anti-trust law includes within its terms any combination or contract which in any way may have a **direct and immediate** tendency to restrain trade, restrict competition or form a monopoly no matter how reasonable such contracts, combinations or restrictions may be.

It is to be noted that this relates **ONLY** to contracts whose tendency is directly and immediately to restrain trade. It does **NOT** relate to contracts which are otherwise legal and **only restrain trade incidentally.**

Not all contracts that restrict trade are affected by the Sherman anti-trust law. It refers only to those which restrict trade between States or foreign nations. Of this class only those that **directly and immediately** affect such restriction are forbidden.

Individuals Can Fix Prices.

Numerous decisions unite in agreeing that an individual, person or corporation can raise or lower his price at his pleasure. He may charge one customer more than the other. He can give his goods to one man for nothing and can charge another the full market price. He can even restrain trade or commerce with regard to his own product, acting as an individual.

The Sherman anti-trust law makes it illegal for two or more to combine to do such a thing. It provides as follows:

"Every contract or combination, in the form of trust or otherwise, or conspiracy in restraint of trade or commerce among the several States or with foreign nations is hereby declared to be illegal."

United States Supreme Court Ruling.

The United States Supreme Court states, in the case of Addyston Pipe and Steel Company vs. U. S., 175 U. S. 29, that Congress has power to prohibit contracts "which **directly and substantially and not merely indirectly, remotely, incidentally or collaterally** regulate to a greater or less degree commerce among the States."

In the same opinion it is stated:

"Where the contract affects interstate commerce only incidentally and not directly, the fact that it was not designed to effect such commerce is simply an additional reason for holding the contracts valid and not affected by the act of Congress."

Right of the Individual.

A single individual or corporation cannot sell any article without first fixing its price. When it fixes the price of the article it does not enter into a conspiracy of any kind, for one cannot enter into a conspiracy with one's self.

Numerous decisions in regard to these facts have been recorded by the Appellate Division of the Supreme Court in New York, also the Court of Appeals, which is the highest court of that state, and one which stands only second to the Supreme Court of the United States. These decisions are of special value, since the New York anti-trust law is modeled upon the Sherman law, and is just as comprehensive, since it relates to "every contract or combination in the form of trust or otherwise."

"The manufacturer may name the price which the consumer shall pay for his article * * * which means that he can both make the price and enforce it by contract."

—Hon. Alton B. Parker, Chief Justice of the Court of Appeals of New York, in his decision in the case of John D. Park & Sons Co. v. National Wholesale Druggists' Association, 54 App. Div.

In the case of Walsh vs. Dwight et al., five Judges of the Appellate Division of the New York Supreme Court were unanimous in the decision which held that it was legal for a manufacturer to have an agreement with his customers to give them a rebate if they should refuse to sell his article or other similar articles at less than a certain price. They held that such a contract was perfectly allowable under the provisions of the New York anti-trust law, which makes illegal "every contract or combination in the form of trust or otherwise whereby competition or the supply may be restrained or prevented for the purpose of advancing price."

Dwight Protects "Cow Brand."

This case is of special interest to the retail grocery trade, since it turned upon the right of the manufacturer to restrain the price of Dwight's "Cow Brand" saleratus and soda. Walsh, the plaintiff, had been supplying a similar article to the trade at a considerably lower price than that charged by the Dwight concern. The Dwight Company then made contracts with a large number of jobbers and dealers whereby they agreed to pay a rebate quarterly of one-half a cent per pound on all purchases of their "Cow Brand" saleratus and soda in consideration of these various parties agreeing not to sell it at less than certain prices fixed by them.

The Walsh people complained that the prices fixed by the Dwight concern were exhorbitant and fictitious. They also stated that the contracts so prevented competition that their business was utterly destroyed and that they were prevented from competing.

In the course of the opinion the court says:

"Nothing in the contract prevented the jobbers and retail dealers from purchasing and selling the goods of others than the defendants. The defendant simply offered the parties purchasing their goods to make a reduction in the price of the goods sold, in consideration of the purchaser agreeing not to sell the goods at a less price than that made by them, and not to sell the goods to other manufacturers at a less price than that which they agreed to sell the defendant's goods. **It is difficult to see upon what ground it can be claimed such contract is illegal.**

Can Maintain Retail Prices.

"That the defendants have the right to establish agencies for the sale of their goods and to employ others to sell them **at such prices as they may designate cannot be disputed.** Nor can it be disputed that the **manufacturer of merchandise has the right to sell to others on conidtions that the vendees in selling at retail should charge a specified price for the goods sold.**

"If a dealer in goods of this kind, for his own advantage, agrees to confine his business to a certain line of goods, and agrees, with the manufacturer, to charge a particular price for the articles which he sells in his business, **such an agreement is not illegal,** since there is nothing in the agreement to prevent others from negotiating with the manufacturers of other articles and selling their products to anyone who is willing to buy.

"There is no law to prevent an individual from selling any property that he has at any price which he can get for it. Nor is there any reason why an individual should not agree that he will not sell property, which he owns at the time of making the agreement or which he thereafter acquires, **at less than a fixed price."**

Further on in this opinion the court says:

"The act makes illegal a contract or combination whereby competition in the State of New York on the supply or price of any article or commodity of common use may be restrained or prevented for the purpose of advancing the price. **This act did not have the effect of preventing a manufacturer from fixing a price at which his articles should be sold** or from making an agreement with those parties who acted as jobbers or retail dealers of his manufactured articles, that **they would deal exclusively in his merchandise** and would not sell similar merchandise of other brands at less price than that for which his product was sold.

Combine of Manufacturers Illegal.

"The act was evidently intended to **prevent manufacturers or dealers in any commodity or article of common use from combining together to advance the price** of such article or commodity, by which combination the supply or price of the same would be restricted or regulated. **But a contract by a single manufacturer** as to the price at which his goods, when manufactured, should be sold by those selected by him for the purpose of sale or distribution, **would not be a contract by which competition in the supply or price of the commodity would be restrained** or prevented.

"All of the manufacturers of similar articles could combine with these defendants in the sale of their goods, or the making of a contract such as was made by the defendants. The contract in question simply gave to such of their customers as choose to make the agreement with them, an advantage as to the price for which the goods were purchased, in which those who refused to come to such an understanding had no share.

A High English Authority.

"That such an agreement is not illegal **has been cited by a long line of authorities.** The principle upon which these decisions are based is stated by Lord Coleridge in the case of Steamship Company vs. McGregor, 21 Q. B. Div. 544.

"The defendants have a right to endeavor, by lawful means, to keep their trade in their own hands, and by the same means to exclude others from this benefit if they can. Among lawful means is certainly included profitable offers to induce customers to deal with them exclusively by giving them the advantage of profitable offers."

An interesting case bearing upon the subject under consideration came up in Kentucky when a certain wholesale grocer sought to punish the Wholesale Grocers' Association of that State, charging them with a conspiracy against him and the State.

In Kentucky's Highest Court.

The Kentucky anti-trust law provides as follows:

" * * * If any corporation or any partnership, company, firm or individual or other association of persons shall agree * * * etc., in a pool, trust, combination, confederation or understanding with any other corporation * * * etc., for the purpose of regulating or controlling or fixing the price of any merchandise, articles or property of any kind, or shall enter into any pool * * * etc., having for its object the fixing or in any way limiting the amount of any article or property, commodity or merchandise to be produced or manufactured, mined, bought, or sold, shall be deemed guilty of the crime of conspiracy and punished therefor as provided in the subsequent sections of this act."

The Court of Appeals of Kentucky, the highest court of that State, in a decision rendered June 7th, 1901, in the case of Commonwealth vs. Grinstead et al., 63 W Rep 427, upheld the constitutionality and validity of this anti-trust law. It also upheld the **right of the manufacturer to form agreements with dealers to maintain selling prices of their products.**

Wholesale Grocers' Agreement Upheld.

In this decision the court stated:

"It appears that certain brands of various kinds of groceries of established reputation are protected by the manufacturers or the owners of the brands by a refusal to sell these goods to anyone who will not agree to refrain from selling them upon a minimum price fixed, from time to time, by the manufacturer or owner of the product.

"There does not appear, from the testimony in this case, to be any obligation on the part of any member of the association to the other members to fix, control, or regulate the price of any goods. Their agreement is to maintain the prices on which, in the language of the trade, are called "contract goods" or goods upon which the manufacturer puts a fixed selling price.

"The manufacturer alone regulates and controls the minimum price at which the jobber may sell all these goods, and this has been done by requiring the customer to agree not to resell the goods at a price less than that fixed.

"All that is necessary to decide here, is that such an agreement with the manufacturer is not within the purview of the statute.

"It is not an error, therefore, for the Circuit Court to direct the jury to find the defendants not guilty and the judgment is affirmed."

Wholesale Druggists Sustained.

Certain manufacturers of proprietary articles contracted with the National Wholesale Druggists' Association to allow a 10 per cent discount to wholesale dealers who would agree not to sell to retail dealers at less than the list price of the manufacturer. They also agreed not to sell to any wholesale dealer who refused to accept the agreement.

The Appellate Division of the Supreme Court of New York, by the unanimous decisions of five judges, held in the case of John D. Park & Sons Company vs. National Wholesale Druggists' Association, 54 App. Div. 223, that the act of these manufacturers was not illegal, as there was no restraint of trade since every manufacturer had the right to sell his goods for such price and to whom he pleased and each manufacturer, having himself fixed the price of his individual goods and the terms of sale, their combination to enforce their contracts was not illegal.

Referring to the contracts, the court says.

"It cannot be denied that **each manufacturer has the right to sell to anyone he sees fit. He has the right to fix any price he chooses. He also has the right to select his own customers.**

"He may agree to dispose of all his goods to one person, or he may be willing to supply the whole trade except one person, and whatever he chooses to do is a matter with which the law has no concern because the goods are his, to be kept or sold as he pleases. He has the right not only to fix his own price, but also to **impose such terms as he sees fit to accept from his customers.** These matters are absolutely within his own control.

Combine To Enforce Contracts.

"If they see fit, several manufacturers may agree together to enforce conditions **which each one seeks to impose** upon those selling the article which he makes. **The action of each manufacturer in fixing a price and imposing conditions of sale is undoubtedly legal.**

"Having fixed the price and the terms of sale, **they may combine for the purpose of enforcing their contracts,** as the end to be accomplished is legal and they do not propose to take any step in carrying it into effect which each may not properly take if he was working for himself. Therefore, no right of action can arise to anyone as a result of their combination.

"That manufacturers have this right is a necessary deduction from the cases in support of which the following may be cited. Walsh vs. Dwight, 40 App. Div. 513-58, N. Y. Supp. 91; Lange vs. Outerbridge, 143 N. Y. 271, 38 N. E. 292, 25 L. R. A. 674; Continental Fire Insurance Company vs. Board of Un-

SNIDER'S

HOME-MADE

Made from whole ripe tomatoes, pure spices, granulated sugar, distilled vinegar and other pure ingredients.

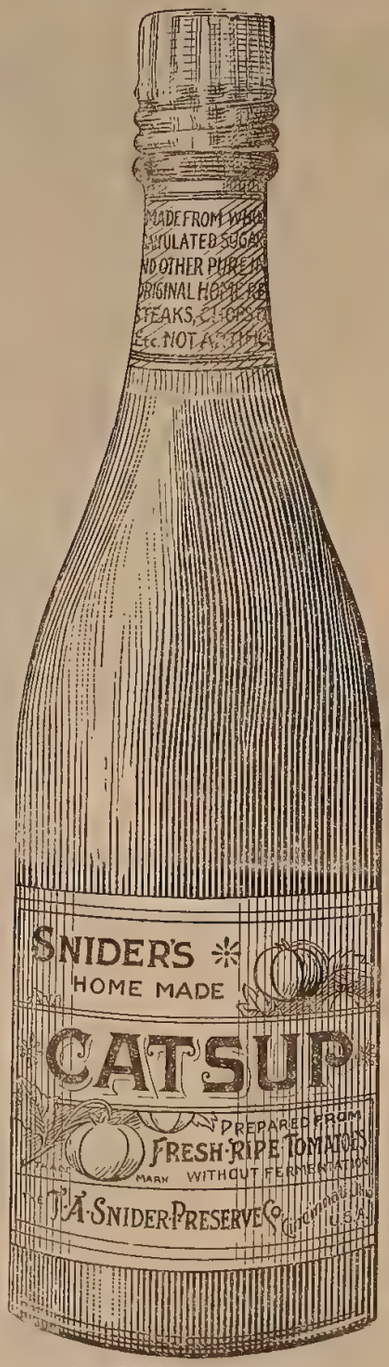
Snider's Catsup

Is prepared after an original home recipe.

This recipe is the secret of

Snider Superiority

Snider's Catsup is not "just like the other kinds" — it is different. Try it and see for yourself.



Catsup

The Sales of

Snider's Catsup

on this Coast for the year

1904

were the Largest yet recorded.

EVERYWHERE

there was a

Phenomenal Demand

for this

Fine Table Sauce

The popularity of the Snider Brand was greater by far than the fondest expectations of the Manufacturers,

THE

T. A. Snider Preserve Co.

CINCINNATI, U. S. A.

A PURE FOOD.

EVERY GROCER OF CONSEQUENCE CARRIES SNIDER'S CATSUP.

Could you ask for a better guarantee of its selling qualities?

The Merchant likes to Sell Snider's Catsup because he can **Conscientiously Recommend it.**

Every Jobber in the United States Sells Snider's Catsup

SPOHN-PATRICK COMPANY

PACIFIC COAST AGENTS

16-18-20-22 Front St., San Francisco, Cal.

BRANCH HOUSES: Los Angeles, Portland, Seattle, Salt Lake City, Denver.

derwriters of the Pac. (C. C.), 67 Fed. 210; Anderson vs. United States, 171 U. S. 604, 19 Sup. Ct. 50, 43 L. Ed. 300; Steamship Company vs. McGregor, 15 Q. B. Div. 476, affirmed in 1892, App. Cas 25."

The position taken by the Park Company was that the manufacturers would not have made the agreements of their own accord, but had been forced to make them by the Wholesale Druggists' Association. This, they held constituted a conspiracy.

The court ruled that the defendants had not done anything which they did not have a right to do.

Can Demand Protection.

In this connection it stated:

"There is no suggestion in the complaint that the manufacturers, having been compelled to take these steps, are not willing to continue this mode of transacting business. They certainly have no complaint at all, so far as it appears, and if they do not complain of it, and are doing only a thing which the law permits them to do, it is difficult to see why a third party, who has no grievance except that he is unwilling to buy goods on their terms, should be permitted to come in and interfere with them."

The Park case was taken to the Court of Appeals. The decision of that court, which is the court of last resort in New York State, was rendered on April 3rd, 1903.

Justice Haight supported very forcefully the opinion taken by the lower court. Four of the Justices of the Court, including Chief Justice Parker, concurred. Three of the Justices dissented. Justice Martin, who dissented, explained in his opinion that he was prompted by the fact that compulsion had been forced on the manufacturers by the wholesalers. **He reaffirmed the right of the manufacturer to sell goods to whom he liked.** What he objected to was common action on the part of the wholesale druggists to coerce manufacturers into refusing to sell to druggists who were not in accord with their association.

Right of Self-Protection.

Justice Haight in his decision on the Park case said:

"This method, as I understand it, is not confined to the sale of medicines, but **has been adopted by many manufacturers who have established a trademark and have gained a reputation** which they wish to maintain **throughout the country for character, quality and durability of the goods** which they manufacture. They have consequently established prices at which their goods shall be sold to the consumer and direct the wholesaler and retail dealer to supply the consumer at the price list issued."

He showed that the contracts allowed **every dealer who would comply with the terms of the association** the right to purchase goods. He then stated his opinion as to the right of the druggists to ask the manufacturer to make such agreement in the following language:

"They undoubtedly have the right of petitioning the manufacturer to adopt the plan advised by them and **to support their petition with all of the arguments and persuasions** that they could bring to bear so long as **they did not resort to threats or intimidations."**

Referring to the position of the retailer he says:

Is Not a Conspiracy.

"Nor does the plan appear to be a conspiracy in restraint of trade.

"It is true that it does away with competition among dealers as to prices, but it creates no restriction upon them as to the quantities they may be able to sell or the territory within which they shall confine their transactions. Upon the question of prices, we must bear in mind that the goods are covered by copyrights and trademarks which give the proprietors the exclusive right to specify prices at which the article shall be sold, and following this right, also to require dealers to maintain the price specified. It is, in effect, a creating of agencies on the part of the manufacturer by which every druggist throughout the United States may receive the goods and dispose of them as agents of the principal, receiving the commission accruing therefrom. In other words, the manufacturer says to the jobbers of the country:

The Manufacturer's Position.

"I manufacture a medicine that I will sell for $1 per bottle. It is my desire that it shall be sold at that price per bottle throughout the country. If you will take a consignment of this medicine and it is sold by you at that price per bottle, I will allow you a rebate of 10 per cent. and if I find that you are selling at a lower price than billed to you, I will allow no rebate. If this arrangement is not satisfactory to you I prefer to keep my manufactured stock on hand. These are the only conditions on which I will ship my manufactured article.

"Surely there is nothing in this approaching restraint of trade of the violation of the principal of public policy **It is simply allowing a man to do what he will with his own."**

In further exemplification of his idea of the situation, the learned jurist states:

"The right would certainly not be denied to the manufacturer of a given article to adopt the rule that **he would only sell it to the jobbers of the country at the certain long prices and would not allow a discount where they refuse to maintain his price"**

Chief Justice Parker Concurs.

Chief Justice Parker concurred in the opinion of Judge Haight.

He called attention to the fact that the dealers did not attempt to fix the price which the manufacturer should demand for his goods. The retail price could be advanced or lowered by the manufacturer at his pleasure. He then stated definitely, citing a number of cases to support his opinion, that **"the manufacturer may name the price which the consumer shall pay for his article * * * which means that he can both make the price and enforce it by contract."**

In speaking of the desirability of the manufacturer protecting the wholesale and retail price of his goods, Chief Justice Parker stated: "The wholesale dealers have been taught by experience two things: First, that manufacturers, in many instances have favorites to whom they give a larger rebate than to wholesale dealers as a class; second, there are wholesale dealers who, for the purpose of getting customers away from their competitors, will give them some part of such extra rebate.

"The leading object of the association was to remedy this difficulty, and it was sought to accomplish it by placing all the wholesalers upon an equality so that one should have no advantage over the other in dealing with the retail dealers—a result which seems altogether desirable, because it is in the line of fair dealing. Indeed, the principle which they undertake to establish in these cases by contract, is like that which the Sherman act attempts in part to secure; namely, equal freight rates on all inter-state commerce shipments from common carriers.

"Assuming, as we must, that this legislation was along proper lines for the purpose of protecting the principle of competition at the point where it seemed to be open to attack, it necessarily follows that it is not in conflict with public policy that these wholesale dealers may attempt to secure to themselves, by contract, like fair dealing on the part of the manufacturers, namely, that the rebate from the latter's 'long prices,' which the manufacturer allows as compensation to the wholesaler for distributing the goods to the retailer shall be alike to all of them."

Right To Demand Profits.

In another part of his opinion Chief Justice Parker says:

"The wholesale dealers had the right to contract to secure such amount of rebate from the manufacturers as would reasonably compensate them for their services in distributing, together with the money invested. Even if the rate of compensation agreed upon was unfair, it is difficult to see who could make complaint except the manufacturers themselves. And they do not.

"It was clearly legal for any one of the wholesale dealers to sign the agreement to bind himself to sell at such prices as the manufacturer of the article should see fit to name as the selling price. The right to fix the price belonging to the manufacturer, **it was proper for the wholesaler to agree to recognize that right** and govern himself accordingly. He had the right to insist that, in consideration of his performing those conditions in accordance with the wishes of the manufacturer, the latter should not give to other dealers the rebate provided for members of the association, unless such dealer should agree to be bound by the same conditions the members of the association themselves and he had a right to agree that, in order to secure the rebate carrying out of the agreement according to the spirit thereof, he would furnish to the manufacturer such evidence as he might secure from time to time, tending to show that members of the association were directly or indirectly violating its rules; and that which he could do alone, he and they could do as members of the association provided, of course, their coming together did not operate against the rights of the general public, but as against other selling agents like themselves."

Miles Remedy Cases.

Six decisions have been received by the Dr. Miles Medical Company establishing its right to demand of retail dealers that they shall not sell their goods below a certain fixed price on penalty of a forfeit of $48 damages for each offense. Also that a retail dealer who mutilates the trade mark on the label in order to destroy identifying members and thus escape penalties exposes himself to punishment by so doing.

Sixth case—Miles vs. Goldwaite, Brockton, Mass. The defendant had not signed the contract and made a practice of obtaining Miles' goods in roundabout ways, also mutilating the packages by erasure of the identifying numbers, and even transferring goods to other packages to conceal his source of supply.

Judge Colt in the Circuit Court of the United States for the District of Massachusetts, in May, 1904, issued a preliminary injunction restraining the defendant from such actions as tending to nullify the contract system under which Miles' goods are distributed. **A perpetual injunction was granted** in September, 1904, carrying nominal damages and costs.

We quote from the injunction issued by Judge Colt as follows.

"It is ordered, adjudged and decreed that the defendant, his agents, servants, employes, attorneys and associates be, and they hereby **are perpetually enjoined and restrained from procuring in any way any of complainant's remedies,** medicines and cures from any wholesale or retail dealer who has executed the said contracts with complainant in violation of same, and from in any way transferring for sale the contents of any of the packages containing the medicines, remedies and cures of complainant to other packages, **and from in any way defacing, mutilating or changing any of the package containing any of the** complainant's remedies, medicines and cures."

When Contracts are Illegal.

There are numerous cases where contracts regulating prices have been held to be illegal.

It will be found **in every instance** that in these cases there have been combinations between the parties providing for the direct and immediate restraint of trade by raising prices, preventing competition and attempting to create monopolies.

In all instances where the manufacturer fixes the price and the parties with whom the manufacturer makes his agreement are merely agents, selling at the price which he demands of them, the agreements have been upheld as proper and legal.

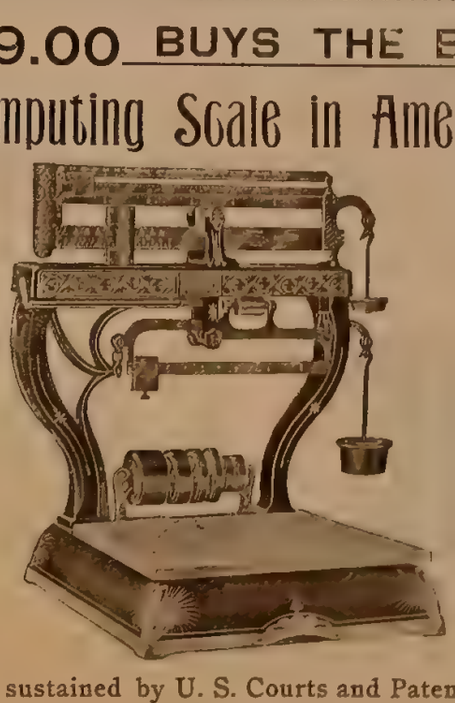
Manufacturers can impose the conditions on the purchaser of his product that he shall sell for a certain price, and can agree with him that, if he will faithfully carry out that agreement he will be rewarded with a rebate of profit. If the purchaser fails to live up to the agreement, the manufacturer has the right to withdraw the rebate or discount or may refuse to sell him at all.

Such a contract **is not illegal to a combination of these parties,** because **the price is not fixed by the combination.** Prices are fixed by one who has a good and legal right to fix them; namely, the manufacturers.

When the purchaser buys goods and pays for them, he can sell them for any price he chooses. But if, by so doing, he breaks his contract with the manufacturer, the latter may enforce the penalties named in his contract.

$39.00 BUYS THE BEST

Computing Scale in America



Patents sustained by U. S. Courts and Patent Office.

Saves the Grocer 60c per Day

Write for particulars.

Not Made or Sold by the Trust.

Sold by Wholesale Grocers and Hardware Dealers.

Standard Computing Scale Co., Ltd., Manufacturers

DETROIT, MICH.

NEVER ASK

"What kind of Sapolio?" There is but one

SAPOLIO

Just give that. If your customer asked for a pound of Java coffee, would you suggest to her some coffee essence?

(23)

The Trade can Trust any promise made in the name of SAPOLIO; and, therefore, there need be no hesitation about stocking

HAND SAPOLIO

It is boldly advertised, and will both sell and satisfy.

HAND SAPOLIO is a special toilet soap—superior to any other in countless ways—delicate enough for the baby's skin, and capable of removing any stain.

Costs the dealer the same as regular SAPOLIO, but should be sold at 10 cents per cake.

Laws Grocers Want.

A Review of the Measures That Will Be Asked for at the Coming Legislature.

No law is required to get an honest man to pay his bills.

He pays his bills anyhow. If he does not it is because he is absolutely unable to do so, and therefore no law could get the money out of him.

Our laws, therefore should be framed to control dishonest men who, having no honor or conscience to deter them, will rob the merchant if they get a chance.

Odd as it may seem, the laws of California regarding collections all tend to assist the dishonest debtor to avoid paying for goods that he had to have to preserve life for himself and family.

This is a great wrong. The California Retail Grocers and Merchants' Association, with its many affiliated associations, hopes and expects to see this all changed.

The grocer and the butcher cannot afford to ask for a law that will put the poor but honest man at a disadvantage. Any law that would tend to interfere with the freedom of the honest working man would result disastrously to the dealers who would be called on to provide food for that man's family.

But they need protection from thieves.

We look to the Legislature of 1905 for relief.

The Wife's Responsibility.

1. A law to make separate property of the wife responsible with that of the husband for bills for the necessaries of life contracted while the two were living together.

Today the husband can transfer all his property to his wife and then the wife will not be required to pay for the food she and her babies have eaten, nor the clothes that have kept them warm. Many a man without other source of income than his labor, when taken sick, has been given credit by the grocer and butcher for food for his family though he had not the cash at hand to pay. Many grocers and butchers have been robbed of their payment because, when the man died, the widow can (and usually does) claim that she does not have to pay for what was furnished her husband, though she knows her husband was too sick to use what was provided, that she had to have the goods, that she had no money to pay for them and that a part of the insurance on her husband's life rightfully belongs to these creditors.

Fraudulent Wage Assignments.

2. A law to prevent the fraudulent assignment of wages.

Often, when a man's wages have been garnisheed he will produce an assignment that, on its face, shows that he had transferred his wages to some third party some time before. It is usually the case that the assignment was fraudulent and was made after the garnishment proceedings were begun, but antedated.

It is almost impossible to prove this, however, and as a consequence dishonest men often evade the payment of their just debts by this means. A law that would require the recording of an assignment before garnishment proceedings should have been begun would make this fraud impossible. At the same time, a clause providing that there should be no expense attached to recording such an assignment, would prevent the possibility of working a hardship on a poor man.

To Ward off Money Lenders.

3. To require that an assignment of wages by a public official shall date from the time of its presentation to the auditor.

The money sharks conspire with their victims in public office, to falsely date assignments of wages in order to give them precedence over claims for the necessaries of life. This law would prevent this.

Extending Life of Accounts.

4. A law to extend the time for the collection of accounts under the statute of limitations to the average length of time prescribed in the other States.

A bill for the necessaries of life should never outlaw. It is preposterous to allow it to outlaw in twenty-four months. No good cause is subserved thereby. Much evil is wrought. It helps dishonest men cheat compassionate creditors. The bill for necessaries of life comes under a different heading from any other and this fact should be borne in mind in treating of exemptions. A term of four years is none too small for a bill of groceries or meat to live before the statute of limitations can be pleaded.

Pure Food Commission.

5. An amendment to the present pure food law providing for a commission to guarantee the uniform enforcement of the present requirements.

Our present pure food law has worked injustice in many instances where it has been enforced. The pure food law could be rigidly enforced to the advantage of consumer, dealer and manufacturer alike, if it were enforced the same and with the same degree of care in all districts.

Every thinking, honest grocer would like to see the pure food law properly enforced. It would protect California industries in a thousand ways. It would protect the honest dealer from having to meet the competition of the dishonest "cheap John" who sells rotten "slop" goods. The California Retail Grocers and Merchants' Association is asking for the establishment of machinery to enforce the present pure food law so that no injustice will be done the dealer thereby.

The position taken by enemies of the pure food law is that if it were enforced it would have bad results for the retailer. This is true only when the law is not enforced systematically.

Mutual Fire Insurance.

6. A law to alow the formation of mutual fire insurance companies along the same lines as have met success in other States.

California is the richest plum for the insurance companies of all the States of the Union. In a dozen Eastern States the retail merchants have saved from 25 to 50 per cent of the cost of their insurance by co-operation. In every instance the mutual fire insurance companies have been prompter in meeting their obligations than the stock companies. This is due, to a certain extent, to the fact that mutual insurance companies will not write questionable risks, which are accepted by the stock companies.

In Oregon the Mutual Fire Assurance Association is the largest fire insurance company in the State. It has been in operation eleven years. It has saved its members over seventy (70) per cent. Its soundness can be realized from the fact that it has over $15,000,000 of insurance written, which is more than one-seventh of all the insurance carried in the State of Oregon by some fifty-six companies.

In California the insurance trust, by the liberal expenditure of money, has been able to have passed a law expressly forbidding the retail merchants of the State from forming mutual fire insurance companies.

If the merchants of Oregon can save 70 per cent on their insurance, those of California should be able to save at least as much, since we have no losses by lightning in this State and our equable climate materially lessens the possibilities of a loss through defective flues, etc., since fires are burned only through a few months of the year and then for only a few hours in the day.

Frauds in Measure.

7. To prevent the sale of short short weight and short measure goods.

The public is robbed and the honest retailer put at a disadvantage when the tricky dealer is able to sell pounds that weigh only fourteen ounces, and gallons that contain only three quarts, etc. Manufacturers, too, should be required to print the net weight of contents on packages.

The Trading Stamp Evil.

8. To curb the trading stamp graft.

Merchants in nearly every State in the Union are struggling against the trading stamp. It is hoped that some constitutional measure can be found by which this pest can be restrained.

HAS WON HIGH PLACE.

Quality Backed by Salesmanship Makes "Carnation Cream" a Big Success.

The marvelous growth of the demand for "Carnation" Cream has been a source of wonder to all who have seen by what slow steps other goods of as high a degree of relative merit have had to climb.

"Carnation" Cream is manufactured by the Pacific Coast Condensed Milk Company.

In all territory where this cream has been introduced, its sales for 1904 have advanced more than 100 per cent over the sales for the preceding twelve months.

This fact alone marks its remarkable excellence.

The generous advertising of the Pacific Coast Condensed Milk Company could only induce the consumer to purchase the first tin. It has been the excellence of the goods themselves that have resulted in the enormous repeat orders that have secured this wonderful result.

The Pacific Coast Condensed Milk Company has many advantages over its Eastern competitors. The cows of the Pacific Coast are not subjected to the extreme changes of climate that not only affect the quantity of milk they give, but also the quality. The fact that the cows are able to graze all the year around in the open air upon fresh grass, also guarantees a large and constant supply of fresh milk, the quantity of which insures a uniformly moderate price for the manufactured article.

The Pacific Coast Condensed Milk Company is opening up new territory constantly on the Pacific Coast.

It was only about a year ago that they were able to spare the goods to enter the markets of Southern California. It has been a splendid success in that market.

The Spohn-Patrick Company are the sales agents for "Carnation" Cream in California, Nevada, Utah, Colorado, Wyoming, New Mexico and Arizona.

THE EPICURE MANUFACTURING COMPANY.

The Epicure Cheese and Manufacturing Company of Los Angeles has recently opened a branch at 216 Davis street in this city. William A. Wing and William Mathison are the proprietors of the San Francisco store. The same company also operate branches at Seattle and Portland, and have a wide reputation from Mexico to the British Columbia line for their products, which consists of "Crown brand" cheese, Sardelle's anchivois, caviar and other table delicacies. Their goods are of a high grade and choice pack, and are meeting with gratifying reception on part of dealers in this and surrounding cities and towns. Their epicure cheese "Crown brand" is packed in white glass jars, and as to quality compared with any other made they invite comparison. It is upon the high merit of their goods and the admirable manner in which they pack their products, that has gained them their present large business. Messrs. Wing and Mathison expect within a few days to secure a location where all of their local packing may be conducted and the store at 216 Davis will be devoted entirely to shipping and supplying the local dealers in San Francisco. Our price list will carry their goods for the use of the trade and their advertisement appears therein.

HAS DESERVED SUCCESS.

Wholesale Grocery House That Has Faithfully Served the Retail Trade of the Pacific Coast.

William Cluff Company first opened its stores at 18-20 Front street, as wholesale grocers about twenty years ago.

Then, as now, Wm. Cluff was at the head of the firm and directed its policy.

An experience of ten years as a retail grocer had informed Mr. Cluff of what the retail trade needed. He made use of this knowledge to anticipate his customer's wants.

His efforts in this behalf and the value of his business training was shown by the immediate popularity of his firm. It was only three years after it was started that the business had increased so largely as to render an addition to his store necessary, and in 1888 the store at 13-15 Pine street, situated immediately in the rear of his original establishment, was leased.

There have been two underlying principles that have accounted for the success of the Wm. Cluff Co.

The first is that, by straight dealing with the retail trade, by always striving to be absolutely fair, the customers of the house were made to feel that they could depend upon receiving what they paid for and that if there was any difference, it was unintentional and would be promptly rectified.

The second was to the active co-operation of the managers of the various departments.

Whenever an employee had proven his faithfulness and his ability, an opportunity was given him to acquire an interest in the firm. In consequence, the head of every department is a stockholder in the Wm. Cluff Co. and shares with the head of the house in the profits of the firm and also in the responsibility for the success that it wins.

With 1901 again came the need for larger quarters. These were acquired in the store at Market and Main streets, a picture of which is given on another page.

This building was specially rearranged so that local dealers could get their goods with the greatest possible expedition. The space for the turning out of orders was made very large and an additional staff of city men were put on, so that orders could be filled with the least possible friction and delay.

The wisdom of these preparations has been made apparent by the vast increase of business since April 1st, when the firm went into its new quarters. As a matter of fact, this has been even greater than was anticipated, for the retail trade has approved of the business methods of the Wm. Cluff Co. and their quick dispatch of shipments.

HUNTER BALTIMORE RYE.

Awarded First Prize at the St. Louis Exposition.

By means of judicious advertising Hunter Baltimore Rye has managed to increase its sales year by year. The name of Hunter Rye is familiar to the English speaking people, and by the excellence of its quality has placed itself foremost in the ranks. The standard for purity, quality and flavor was in no material way affected by the award of the first prize at the St. Louis Exposition, which was after careful consideration of all other rye brands exhibited.

YOUR EVERY WANT IN

PAPER

Can be Supplied by

A. ZELLERBACH & SONS

416-426 Sansome St.

SAN FRANCISCO

WELCH'S GRAPE JUICE

"NATURE'S FINEST FOOD AND DRINK"

From Concord Grapes

The grapes are pressed almost immediately after picking and sterilized in aluminum (no boiling).

1. A Pleasant, Fragrant Bouquet.

2. The Rare and Delicious Flavor.

3. The natural resemblance of Welch's Grape Juice to fresh Concord Grapes in color, sweetness and nutrient properties.

4. Its absolute purity and clearness.

5. Freedom from chemical antiseptic or alcohol.

6. All the food value of the grape is retained in Welch's Grape Juice.



7. The Welch Process entirely eliminates the skins, seeds and fibrous pulp of the grape.

8. The care and cleanliness exercised in putting up Welch's Grape Juice.

9. The hermetically sealed bottle.

10. A pint of Welch's Grape Juice will go further than a quart of any other kind.

THESE IMPORTANT FACTS COMMEND

WELCH'S GRAPE JUICE

TO THE PUBLIC AND DISTINGUISH IT FROM IMITATIONS

Welch's Grape Juice is the great Temperance Beverage — A Universal Medicine — An infallible Tissue Builder.

This is a progressive age. Grape Juice is fast becoming the Nation's Beverage. Physicians and others, competent to judge, maintain that it is only a question of time when Grape Juice will be consumed in larger quantity than any of the hundreds of intoxicants now so freely used. As a matter of fact, **the 1904 Pressing of Welch's Grape Juice exceeded a Quarter Million Gallons.**

At the Louisiana Purchase Exposition, St. Louis, Welch's Grape Juice was served to all who cared to partake of its excellence. The Grand Prize was awarded to Welch's Grape Juice.

The advertising pages of the leading magazines and newspapers show that we are believers in intelligent, truthful and persuasive publicity.

THE WELCH GRAPE JUICE CO., WESTFIELD, N.Y.

In Active Operation Since 1869

We wish to convey to you some very interesting information regarding Welch's Grape Juice. — Send Postal for it to

SPOHN - PATRICK COMPANY

PACIFIC COAST AGENTS

16-18-20-22 Front Street San Francisco, California

Branch Houses: Los Angeles Portland Seattle Salt Lake City Denver

This elaborate border represents the lithographed Window Panels (a Concord Grape Arbor.) The design is artistically executed and the color scheme very natural. The dealer desiring to make an attractive window display should apply to SPOHN - PATRICK COMPANY.

California Retail Grocers and Merchants ASSOCIATION.

Accomplishments and Expectations of the Organizations of the Golden State.

The retail grocers owe much to the handful of men who came together in November, 1900, and organized the California Retail Grocers and Merchants' Association.

There had never been a State organization of retail grocers in California up to that time. There were very few associations of grocers in this State. None of these had made any attempt to secure the co-operation of the others.

Much work has been done and much good has been accomplished since the initial conference of delegates from the different associations.

The initial work of the organization had to be experimental as a matter of course. The association managers knew that they had to have more associations in order to make the organization effective. The problem of how the formation of the new organizations was to be secured was a difficult one to solve, since the newly born State Association had no money with which to take up the work of organization.

From the very beginning the association has been under heavy obligations to the **Retail Grocers' Advocate** and its editor, Mr. A. H. Powers. The work that had to be done they did for us gladly and without any expenses to us. As a matter of fact, our organization would not have been possible without the full measure of publicity which the **Advocate** accorded us and which helped not only to interest retail merchants in other communities in what we were doing, but by enabling the various secretaries to exchange ideas, helped the grocers of different communities to realize the full possibilities for themselves in associated effort.

First Essential For Success.

The writer of this has only served as secretary to the State Association since the fifth annual convention held in San Jose last August. Prior to that time his knowledge of what could be accomplished through organization was largely hearsay. In the last few months he has learned that success in organization depends upon the constant effort of some clever man who is willing to devote a large measure of his time to acting as adviser for the board of directors of the organization. This executive officer must be prepared not only to submit practical ideas to the board of directors, but he must be able to execute such of those ideas as the directors decide it wise to take up.

He must be a man of much originality, great enthusiasm and unflinching courage.

For two years the board of directors had the service of such a man in Ludwig Warnke of Alameda, who acted as secretary of the State Association practically without remuneration since, he charged for his services only during five months of the two years, and then the cost to the association was only $75 per month, most of which sum Mr. Warnke expended in paying an extra clerk for his store.

Praise For Mr. Paulding.

During the past three months splendid service has been given the State Association by J. F. Paulding. He has worked for us without pay. The writer has given as much of his time as he possibly could to the work, but the great mass of details make it impossible for any retail grocer to attend to the work as it should be without neglecting his own business.



President C. B. PEARSON, Stockton.

Our State Association has been progressing slowly, but steadily ever since it was organized.

Laws Secured By Co-operation.

We have enabled the various associations in different parts of the State to work together on mattetrs of common interest.

The best example of the influence and power derived through these organizations of the grocers was given when our organization secured the passage of three bills before the Legislature in 1903.

We expect to duplicate these successes at the season of the Legislature that convenes at Sacramento this year.

The laws we expect to ask for are explained in full on another page of this paper.

Value of Monthly Report.

During the past three months we have issued a report which tells of the work we had accomplished and what we had in view. This report also contained a list of the bills that have been submitted to our organization for collection.

This report has proven of value to our members by keeping them informed of the purposes of the association and also by the publicity given therein to parties who do not pay their bills.

Every member is entitled to send their bad bills to this office for collection.

A list of the bills sent to this office are printed in our Delinquent List. This list goes to grocers in every part of the State. This fact is one that the members are able to make use of in convincing the slow-pay debtor that it pays to settle accounts promptly. The very existence of such a list is also the means of making many collections, since there are few people who can pay their bills who would not make some arrangement for settlement rather than have their names appear in such lists.

Future of Delinquent List.

It is our purpose to extend this list as rapidly as possible.

We have printed in it the delinquent list of the San Luis Obispo Association. We have also printed in it the supplementary list of the Alameda County Association.

These associations are charged for the work of printing the list at the rate of $2 for each column.

Since each association receives, gratis, as many copies of the list as they have members for whom they pay dues to the State Association, and extra copies only cost them 5 cents each, it can be readily seen that the report offers them the cheapest possible mode of printing their list of delinquents. The fact that the list, when printed, is circulated all over the State of California also adds to its effectiveness.

We hope to have the associations all over the State take advantage of our report in printing their delinquent lists. This will make the list of extreme value to our members, since a great number of those whose names appear in the various lists would come under the head of "Movers," and are likely to appear at any time in some town hundreds of miles from the place in which the first bill was contracted.

Effective Collections Promised.

We are now in position to give our members splendid services in the collection of their accounts.

We have contracted with the firm of Hall, Schaertzer & Robertson to look after this end of the work. They are under $5000 bonds to pay promptly any moneys they may collect, and their work is done with a promptness and thoroughness that is very satisfying.

Commission is charged only on moneys collected. No collection no charge. None of this commission goes to the association. We act merely as a clearing-house, keeping record of the bills and following them up after they are placed in the hands of the collection agency.

Rates For Collections.

A commission of 20 per cent is charged on collections of more than $10 made without bringing suit. Where the account is less than $10, the commission is $2, unless that amount should be more than half the amount collected. For bills of less than $4 the commission is half the amount collected.

Where suit has to be brought, the commission is 25 per cent on collections made in San Francisco or Oakland, if the case does not go to trial. The minimum fee would be $5 unless the bill is for less than $10, when the fee would be half the amount collected. If the case goes to trial, the amount of commission will be agreed on before hand. When suit has to be brought in other cities than San Francisco and Oakland the fee will be 30 per cent.

Correcting Trade Abuses.

Another value of our organization to its members is the ability its gives them to correct trade abuses.

Should a wholesale dealer or manufacturer sell to the customer of one of our members, our organization is prepared to take the matter up with the offender. In the past, such complaints have always met with prompt redress, since no dealer of any consequence is willing to antagonize his customers among the retail grocers all over the State for the sake of a little extra profit he may get from the trade of one or two consumers.

Through the assistance and by the plans of J. F. Paulding, secretary of the Pacific Coast Retail Grocers' Association, we expect soon to be able to put it within the power of our members to protect themselves against unintelligent cutting of the leading staples.

Manufacturers Want To Help.

The manufacturer wants to co-operate with the retail grocers in selling his goods. He is willing to make any practical and feasible concession that may be necessary in order to secure their enthusiastic assistance.

By getting together, as they are enabled to do through their various associations, the grocers can make it profitable for many manufacturers to maintain the selling price of their goods. Where manufacturers do not protect the selling price of their goods and allows them to be sold for a price that does not give a profit, the grocers, by joint action, can encourage the demand for some other similar article that does pay a profit.

Only united action is effective in matters such as this. United action can only be secured through the intelligent direction of associations by some central body such as the board of directors of our State Grocers' Association.

Every Association Considered.

I would call attention to the fact that in addition to our regularly elected board of directors, the president of each affiliating association is, because of his office, a recognized member of the board of directors and has a voice in its action and is entitled to a vote at all meetings. This action was deemed wise by the managers of the association, as they wanted every affiliating association to feel that it had a voice in the direction of the State Association's affairs and could help shape its policy.

Dues Are Very Light.

In conclusion I wish to call attention to the fact that the dues of our organization are very light. Each affiliating association pays, once a year, a per capita tax of $1 per member.

In towns where they have no association, any grocer may become a member and secure all the benefits of membership in our State Association on the payment of $3 per year. This entitles him to copies of our monthly report and any other communications that may be sent out from this office at various times.

The amounts raised by dues are about sufficient to pay the ordinary running expenses of the association, for extraordinary expense such as legal advice on the drafting of bills, the sending of committees to the Legislature etc., we must depend upon contributions from various merchants interested. On another page we tell of what we have done in this regard in the past and what is being done now.

Future Looks Bright.

Our work is just commenced.

We are learning each year how best to do things and profiting by the experience of previous years.

I consider the State Association of enormous value to the grocers of California. I hope to see it double in strength before our next convention, which is to be held in the city of Stockton at some date that will be arranged by our board of directors in conjunction with the board of directors of the Stockton Association.

Should any grocer who reads this and is not a member of our association, desire to unite with us in our work, we would be pleased to have him communicate with us.

Frank B. Connolly,
456 Montgomery St., S. F., Cal.

HILLS BROS

Do not be fooled with substitutes. There is no Coffee "just as good" as HILLS BROS. Java and Mocha. Packed in a vacuum can. It costs you no more than the ordinary brands that claim to be just as good.

HIGHEST GRADE

JAVA AND **MOCHA**

In 1, 2 and 5 pound vacuum cans.

San Francisco Retail Grocers

Review of the Work Undertaken During the Year 1904.



President J. SALOMON.



Vice-President F. B. CONNOLLY.

In a bulletin issued to its members on December 17, 1904, the San Francisco Retail Grocers made the following report:

We take great pleasure in presenting to you a review of the past year of work by the San Francisco Retail Grocers.

After an existence of thirty-three years, the organization of the San Francisco Retail Grocers finds itself stronger than ever before. The members enjoy the friendship and respect of one another, as well as the entire wholesale grocery trade, without any exception.

The past year has been an exceedingly busy one.

Past President Corcoran and his Board of Directors worked untiringly, sacrificing their time for the good and welfare of the organization.

At the end of his term of office, last June, declining a re-election, it was the good fortune to secure for its President a man who brought with him experience of nine years' work as Director, Mr. J. Salomon.

Every movement and effort by the President to improve the condition of the grocery trade in this city has been ably seconded by the entire Board of Directors, consisting of F. B. Connolly, Vice-President; J. T. Hurley, William Ring, H. Methmann, J. M. Sullivan, J. P. McGuire, H. Wreden, G. B. Doyle, H Rawe, E Lackmann, and only under these favorable conditions of harmony among the gentlemen in whose care the welfare of this organization is placed can the efforts for success be crowned.

After Trading Stamps.

At the beginning of this year the grocery trade was thoroughly demoralized by the giving away of trading stamps, causing the grocers an expense of 5 per cent of their gross receipts.

Through the energetic action of all the members, this evil was nearly eradicated, and we have today the names of 1100 grocers who have signed a pledge not to use any trading stamps for a term of three years, beginning January, 1905.

This work alone has cost our association much money, but has saved the individual members many thousands of dollars each month. We are still giving financial aid to the Merchants' Association, and hope by January 1 every grocer will discard trading stamps.

The National Convention.

San Francisco was honored in having been selected by the National Convention to hold the seventh annual convention in this city. The preparation for this event required much time and outlay of money. All members worked faithfully to do honor to our guests, to reflect credit on San Francisco and the State. The convention met in this city in May. It is needless to say how well we succeeded. The press of the Eastern and Southern States, and even far-off Australia gave San Francisco and the State of California full credit for royally entertaining the delegates and visitors.

Pure Food Exposition.

The Board of Directors in January determined on holding a Pure Food and Industrial Exposition, April 30, to May 14, at the time when the National Convention would meet, in order to show to advantage our home products. This matter required a large expenditure of money, and the hearty co-operation of the manufacturers. The result was gratifying. The Mechanics' Pavilion was crowded and the displays were a credit to exhibitors. All wholesale merchants vied with each other in making as fine a display as possible, and no doubt good results were obtained.

Retailing by Wholesalers.

Charles F. Suss, chairman of the grievance committee, has received but few complaints in this line, and in every instance investigated the case personally and received promises of discontinuance in the future—promises which have been not only made, but kept.

Collection Bureau.

The collection of bills for members is the most important duty of the secretary. Director Henry Rawe, as chairman of this committee, gives much of his time to this branch. Good results have been obtained. On the advice of J. T. Hurley, chairman of the finance committee, and H. Rawe, the directors requested the secretary to furnish a delinquent list monthly to every member. The suggestion was wise; it keeps members posted, not only on delinquents, but on collections made for members, suits, suits instituted, etc.

Free Legal Advice.

For the past year Edward I. Coffey, Esq., has been the general attorney of this organization, while Howard K. James, Esq., has had charge of such legal matters as have been necessary in connection with the work of the collection department. Both these gentlemen have given the members advice free of charge.

The secretary has personally used the influence of this association for the good of many members by attending meetings of the Board of Police and Fire Commissioners, School Board, Police and Justice Courts. While no mention has ever been made of these facts, much good has been done the individual members, through the respect and good will in which this organization is held by the governing bodies of the city.

Work in the Near Future.

On the assembling of the coming Legislature the grocers of San Francisco, and of the entire State as well, are a unit in recommending the passage of the following laws:

1. To have the time in which an open book account outlaws extended from two years to four years.
2. To make the husband and wife mutually responsible for bills for the necessaries of life.
3. To curb the trading stamp graft.

We can rely on the solid support of the San Francisco Senators and Assemblymen in favor of such laws.

To Members.

If the showing of work done by our association appeals to you, help us by asking your neighbor to join. It costs you nothing. We ask you to read the resolution of John F. Schomer.

Resolution by John E. Schomer.

Resolved, By the San Francisco Retail Grocers, in general meeting assembled, that to increase the membership of our organization, be it

Resolved, That from date until January 1, 1905, any member in good standing by filing with the secretary the application of one or more new members, with three months' dues in advance for such new member or members, shall receive therefor in return for such effort a receipt in full fo three months' dues in advance.

The San Francisco Retail Grocers Offers its members the following advantages:

First—Protection to the liquor interests.

Second—The assistance in collecting bills and credit rating.

Third—Protection from unjust discrimination from wholesalers or manufacturers.

Fourth—Protection from unjust laws.

Fifth—Furnishes bonds and an attorney **Free of Cost** to members on matters of general interest to grocers.

Sixth—The S. F. Retail Grocers' Bulletin monthly, free to members, with full accounts of all bills for collections and accounts paid up.

Seventh—Protects the retail trade in every way possible.

If you are not a member of your local organization, consider all the benefits to be derived and join at once.

J. Salomon, President.

A RECORD OF USEFULNESS.

Redwood City Shows Good Results for Work Done.

Redwood City, Jan. 3, 1905.

Editor Advocate—The Merchant's Board of Trade of Redwood City is fast approaching its third birthday and is growing lustily in usefulness. The members are a unit in declaring that it is the best movement ever started in Redwood City for the benefit of the merchants and are loyal in their support of those entrusted with the duty of running the board.

Its president, Mr. Henry Mourat, manager of the largest laundry between San Francisco and San Jose, and a former town trustee, is one of our most successful young men. The vim, energy and ability which have given him his start in life, have also been thrown into his work in the board, and have had much to do with its successful work.

Mr. P. P. Chamberlain, county treasurer, president of the San Mateo County Building and Loan Association, an official of the First National Bank of San Mateo County, and one of our leading merchants, is vice-president. Mr. Chamberlain is well known from San Francisco to Monterey, and his connection with any institution is a guarantee that it will be well managed financially, as he is a recognized authority in matters of finance. Mr. Chamberlain, in spite of his large interests, is a faithful officer of the board and always present at meetings.

The duties of secretary and attorney for the board are in the hands of T. H. Thorpe, one of the younger members of the bar, who has acted for the board since its organization.

In addition to the three gentlemen above named, Mr A. D. Walsh, one of our leading druggist, and Mr. Con. Cullen, manager of the Cullen Company, constitute the executive committee. This committee acts upon matters requiring prompt attention, and which do not need to be passed upon by the entire board.

Collects Slow Accounts.

The board has an effective collection bureau in operation by which accounts are collected for a nominal percentage, the board and collection bureau not being run as a money-making scheme, but as money-saving institutions for the merchants generally.

The executive committee now have under consideration plans for the establishment of credit ratings in the territory in which its members sell goods and hope soon to have it in use. To that end the board is now working in co-operation with the Palo Alto board and it is hoped in the near future to have all the territory between Mountain View and San Mateo so fully covered that all the merchants between those points will be fully protected.

The merchants of Redwood are not selfish about their board, but are extending a welcoming hand to the merchants of Menlo Park, a number of whom it is anticipated will come into the Redwood board.

As we come into the new year, we see and realize the usefulness of our board as never before, and with the plans contemplated fully matured the board will prove more and more beneficial to its members and the entire community.

A FAMOUS BRAND.

Purity and Quality Cause of Its Increased Sales.

"Our Pet Brand" of Evaporated Cream, manufactured by the Helvetia Milk Condensing Company, has become famous throughout the East and West on account of its purity and quality. The Helvetia Milk Condensing Co. of Highland, Ill., with offices at 3 California street, this city through putting it before the trade and the general public are scoring a success. "Our Pet Brand" calls attention to its further merits in the columns of The Advocate.

. . . YOU NEED . . .

P A P E R

FROM

A. ZELLERBACH & SONS

416-426 Sansome St.

San Francisco

CARNATION SUPREMACY

is the result of

CARNATION QUALITY

The Only Cream Shipped in Train Loads



Carnation Cream Has Won Every Market in Which It Has Been Introduced.

As fast as the Pacific Coast Condensed Milk Co. enlarges their factories and increases the output of "Carnation" Cream, new territory is opened. When the work of introduction is complete, "Carnation" Cream scores a triumph. That is, it secures most of the trade. This proves our claim that "Carnation" is the Cream of Creams.



"Carnation" Cream is the purest of pure cows' milk, evaporated to the consistency of cream and nothing more. It is rich in butter fat and the other nutritious substances of pure cows' milk. Being sterilized, it is absolutely free from germ life.

"Carnation" Cream is unsweetened. What sweetness and general flavor it has is derived from the blue grass and clover on which **"Carnation"** cows graze.

THE TALL, 20-OZ. TIN



The Most Rigid Test Will Prove "CARNATION" The Very Best!

SPOHN-PATRICK COMPANY

SOLE AGENTS FOR

California Nevada Utah Colorado Wyoming Arizona and New Mexico

Southern California.

What Is Being Done to Better Conditions in and About Los Angeles.

By W. R. Baxter, Secretary Retail Grocers' Ass'n of Los Angeles.

During the past year the Los Angeles Retail Grocers' Association has been absorbing the smaller associations so that nearly 200 of its members are among out of town merchants.

Its secretary, W. F. Baxter, has proven a worthy successor to Mr. J. F. Paulding. In the accompanying letter Mr. Baxter modestly omits crediting himself with the splendid work he has done. The **Advocate** is pleased to state that from many sources we learn that Mr. Baxter is giving the fullest satisfaction to the members and is doing fine work.

Mr. Baxter writes as follows:

Los Angeles, Dec. 20, 1904.

Editor Advocate—Since the grocers of Southern Califronia were brought together three years ago through the efforts of the State Association and its organizer, Mr. Powers, editor of the **Advocate,** much progress has been made. I think the grocers south of the Tehachapi Pass have accomplished greater results and achieved a greater solidity than even the warmest exponents of organization then dreamed was possible.

This has been due, largely, I think, to the interest taken by our members in the work and the intelligence with which they have grasped the possibilities for united action. I feel sure, too, that no one will dispute me when I say that our success is due still more to the untiring energy, the unselfish devotion and the splendid cleverness of our former secretary, J. F. Paulding, under whose guidance the grocers of Los Angeles and Southern California have been able, more than once, to wrest victory out of apparent defeat.

Has Grown Constantly.

The history of our Retail Grocers' Association has been one of steady, conservative progress.

The association has made mistakes. For a time it has suffered for these mistakes. But its members have had that attribute of success which looks upon mistakes and temporary failure as but the stepping stone which makes ultimate success more sure and more lasting.

It was only a few years ago that when two grocerymen met, it was the signal for hostility. Each merchant had his own ideas as to prices and methods. Each merchant looked to himself alone. He did not know his neighbor, and did not want to. He cut the price on a certain line of goods. His neighbor met the cut and went him one better. Then some one else started to cut on another line and the zone of price-cutting was spread to every part of the city and covered practically every commodity.

Paulding Starts the Work.

Disgusted with conditions and realizing that something had to be done, six merchants met on July 13, 1901, at the invitation of J. F. Paulding, who at that time conducted a grocery store at Fifth and Wall streets. Another of the "solid six" was J. A. Fazenda, the retiring president of the association. The other four were E. W. Grannis, J. A. Davy, J. Varley and L. O. Powers

With this little nucleus, the Los Angeles Retail Grocers' Association was formed Each appointed himself a committee of one to canvass the town for members. Circulars were sent out and these six charter members devoted much of their time to furthering the organization. The next meeting was a marked success. Brent's hall was filled to overflowing. The enthusiasm displayed was sufficient proof of the necessity for organization.



Secretary W. R. Baxter.

In February of 1902, with the assistance of Mr. Powers, organizer of the State Association and editor of the **Grocers' Advocate,** the scope of the association was broadened and its membership largely increased. The grocers of the other large communities of Southern California were brought in close touch with the Los Angeles Association and J. F. Paulding was induced to take up the work of the secretaryship, which, under the new conditions, required careful attention and much time and labor.

A Record of Growth.

From that time the association has been a power in the community.

The membership has grown from six in 1901 to 402 at the present time.

The work done has been of benefit to members and non-members alike. The members found that, if the association was valuable for no other purpose than to exchange ideas as to the conduct of their individual businesses, it was more than worth while. Of course, the most important result of organization has been the maintainance of prices.

Our association has brought this about through convincing manufacturers that it would pay them to see that the dealers who sell their goods get a profit. Our theory is that the manufacturer should establish the retail price on the goods he makes. The part the association has played has been to encourage each manufacturer to establish a retail price and maintain it, and to help him by letting him know, as promptly as possible, when any retailer is violating the conditions on which he allows his goods to be sold.

We find the manufacturers are, in the main, with us in our contention for fixed prices. Our contention is that the manufacturer, jobber and retailer work together for mutual good and each month we are advancing further in this direction.

A Good Credit System.

Another branch of association work, the value of which every merchant appreciates, is our credit system.

Through the co-operation of all the grocers in forwarding their delinquent accounts to the secretary of the association for collection, the loss from unpaid bills has been greatly reduced. Members have been saved the losses they would have netted had they given credit to undeserving parties against whom we have been able to warn them, and our collectors have been able to secure sums on bad bills that amount to several thousands of dollars.

The object of our system is to help the grocer protect himself against the professional deadbeat. Merchants often extend credit to a man who pays his bills regularly for a time and then, through stress of circumstances—sickness, accident, lack of work—he gets behind. You will seldom find men of this kind on our delinquent list. It is the man who is able to pay, but who would like to victimize the dealer, that we are after.

These three major things the association stands for:

Better fellowship.
Better prices.
Better credits.

From time to time, the association takes up other important matters which affect the grocer.

Take, for instance, the matter of a monthly license. A determined effort was made by certain Councilmen to impose a license of $5 upon every merchant who carried fruit. In effect, it was placing the merchant, who is a heavy taxpayer, and a solid member of the community, upon a par with the peddler. The association fought the ordinance and declared its intention, if the ordinance was passed, to carry it to the United States Supreme Court, if necessary, to prove that it was unconstitutional.

The ordinance never was passed.

Limit Wholesalers' Field.

Through the earnest solicitation of the association, the wholesalers have desisted from selling to restaurants. The times was when each jobber had a salesman who called on the restaurant trade, from the big cafes to the cheapest soup house, and as a result, shut the retailer out of trade which legitimately belongs to him. At the present time the retailer gets this business. The time was when the retailer never thought of buying gallon goods with his futures, whereas now, to take care of our restaurant trade, gallon fruits and vegetables are an important item in our future orders.

These are only a few of the important reforms which the association has wrought, but they serve to show our object and our aims.

Will Help Get Laws.

There is much needed State legislation and we are now working to help the State Grocers' Association bring this about.

We feel sure of the help of our Legislative representatives and believe we will succeed. Our organization proposes to take active steps in helping secure the funds necessary to enable the State Association to carry on an effective campaign

Our organization is greatly interested in the work being done in San Francisco by J. F. Paulding as secretary of the Pacific Coast Grocers' Association. We think that his success will serve to insure the permanence and increase the scope of our successes in Southern California.

At a recent meeting of our association, J. R. Newberry delivered a strong address on the value of work of the Pacific Coast Association. Mr Newberry's talk was warmly applauded and individual members of our association agreed to contribute a fixed sum monthly towards the maintainance of the Pacific Coast Association so that we can assure Mr. Paulding a contribution of at least $50 per month for Los Angeles, beginning with Jan 1st.

Expect Important Results.

We do not intend to stop at this, as we have in Mr Paulding a man who we feel certain will bring the grocers and manufacturers into better harmony.

The Pacific Coast Association will, in time, we believe, be one of the strongest associations in the world, and every grocer should be willing to contribute something toward its support

The present officers of our association are as follows:

President N E. Wilson; vice-president, Charles Mottaz; treasurer, C. J. Skinner, doorkeeper, W. C. Longstreth.

Directors F. Daken, C. F. Life, L. O. Powers, C. Stegemeier, W. D. Buck.

Secretary—W. R. Baxter.

Expecting even greater results for 1905 than for any previous year, and with assurances of my appreciation for the valuable assistance we are rendering our organization, I remain,

Very respectfully yours,

W. R. Baxter, Secretary.

"A Saving in Every Way"



THE HOBART
ELECTRIC
COFFEE MILL

Self-Starting —:— Self-Oiling
SIMPLICITY ITSELF

The May Tea Company, Inc., 250 Sixth Street, writes:

San Francisco, December 2nd, 1904.

Mr. W. J. Andrews, Gen. Agent Hobart Electric Coffee Mill,
53 Crocker Building, San Francisco, Cal.

Dear Sir: —

It is a great pleasure to me to state that my Hobart Electric Mill is everything you said it would be. I find it a saving in every way, electricity, time, space and noise. In fact, I would not be without it under any circumstances, and in the near future I hope to add a pulverizer.

Wishing you every success, I remain,

(Signed), GUSSIE A. KERRIGAN.

The HOBART will Do as Much for YOU

Write for Circulars, Prices, Etc.

W. J. ANDREWS
GENERAL AGENT

53 Crocker Building San Francisco, Cal.

$2.50 for 8 Cts.

Every Day in the Year For 10 Years

That is what the Dealer Gets who Buys a

NATIONAL

CASH REGISTER



HOW? Let us show you.
There are only two ways you can keep a record of all the sales, cash or credit, made in your store; of moneys paid on account and new transactions, and who made the sales; in fact of nearly every action of every clerk in your store.

ONE WAY is to hire a man you can trust to stand at the door to watch your clerks and your customers, and secure of your customers a record of what they had bought, etc., before they left. Such a man would cost at least $2.50 per day.



THE OTHER WAY is to get a **NATIONAL CASH REGISTER** which will keep the record more completely, with less friction, and with less liability of mistakes. If the dealer buys a $200 Cash Register, the cost would be $20 per year, if the register did not last more than 10 years. It will be a good, salable machine then. The interest on $200 at 6 per cent. is $12. This would make the register cost $32 per year and its service would cost the dealer about **8** cents per day.

SOLD ON EASY MONTHLY PAYMENTS.

The National Cash Register

Gives better service for **8** cents a day than the best man could at $2.50 per day.

IT STOPS THE LEAKS.

PIERCE & CO.

Pacific Coast Agents

14 Turk Street = = San Francisco, Cal.

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Each of these departments in this Price List is checked up and corrected every week by two or more reliable authorities on values. More than thirty wholesale houses co-operate with us to secure for our List the greatest accuracy possible.

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COLUMN 1.

Department 1.

COFFEE, CHICORY, ETC.

Green Coffee.

Mocha, Genuine Arabian	18	21
No. 2	17	18
No. 3	16	
Kona (Hawaiian)	16	18
Mexican	13	18
Java, common	15	13
Java, brown plantation	20	25
Caracol, prime washed	13	16
Caracol, ordinary	13	14
Guatemala	11	17
Costa Rica	12½	16
Salvador	10¼	12

Roast Coffee.

Salvador	20
Costa Rica	20
Java	31
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Prme W shd, C. A. Blends	24
Good C. A. Blends	20
Ordinary Blends	12

Private Brands.

Royal Java Roast	13
Lion, 100-lb	15.37
Arbuckle's, 100-lb	15.37
Arab, 1-lb tin	.18
Hill's Bros. Arabian Roast	.27
Thierbach's Arab	18

Schilling's Best Coffee.

1 Star, per lb	17¾
2 Star, per lb	21¼
3 Star, per lb	24¾
4 Star, per lb	28¼

25 or 50-lb. cases can be assorted as required.

The Porto Rico Co.

Ponce de Leon, in bulk	26
Cream of Moca, 1-lb. cartons	25

Ground Coffee.

Hill's Bros. Arabian Roast	.27
Cafe des Gourmands	.26
Mexomoka	.15
Thierbach's Arab	18

Chicory.

California	6
Belgian	7
German, Genuine	8

Coffee Extracts.

Bulk, per lb	.07
Vienna, ¼'s, 10-lb bx	.25
Vienna, 1's, 10-lb. bx	.25

COLUMN 2.

Department 2.

TEAS.

Japan.

(Panfired, Sundried or Basket-fired.)

Extra Fancy	56	74
Fancy	44	55
Extra Choicest	39	43
Choicest	34	38
Fine	24	33
Fair	23	24

Green China.

(Gunpowder, Imperial or Young Hyson.)

Extra Fancy	55	76
Fancy	33	46
Choicest	35	37
Extra Choice	32	34
Fine	25	31
Fair	20	25

English Breakfast.

Extra Fancy	67	80
Fancy	51	66
Choicest	35	50
Choice	24	30
Fine	20	22
Fair	15	20

Oolong.

Extra Fancy	53	$1.50
Fancy	50	57
Extra Choice	36	48
Choicest	33	35
Fine	27	32
Fair	22	26

Ceylon and India

Broken Orange Pekoe	36	65
Broken Pekoe	33	56
Orange Pekoe	31	53
Pekoe	27	46
Pekoe Souchong	24	39

Schilling's Best Teas.

(Packed only in 16, 12, 8 and 6-oz. Cartons. Never in bulk.)

Japan, per lb	.45
do, 1 crn., 90c; 2 crn.	$1.80
English Breakfast	.45
do, 1 crn., 90c; 2 crn.	$1.80
Ceylon	.45
do, 1 crn., 90c; 2 crn.	$1.80
Oolong	57½
do, 1crn., 1.05, 2 crn.	2.10

TREE BRANDS.

(Pride of Japan, etc.)

Packed in 1 lb. and ½ lb. cartons

Japan	37½
E. B. Congou	37½
Oolong	50
Gunpowder	45
Ceylon	40

COLUMN 3.

Department 3.

SUGAR AND SYRUPS.

The Western Sugar Refining Company quotes net cash prices as follows. Barrels are an advance of 10c, half barrels, 25c, boxes, 50c, 50-lb. bags, 10c.

Dry Granulated, 100-lb. sk	6	00
Fruit Granulated	6	00
Confectioners' A	6	00
Cube	$6	25
Crushed	6	25
Fine Crushed	6	25
Candy Granulated	6	10
Magnolia A	5	60
Extra C	5	50
Golden C	5	40
Beet D. G	5	30
Bar Sugar, bbls	6	25
Do. ½-bbls	6	60
Do. 40-lb. tins	7	70
Do. 20-lb tins	7	70
Do. 10 lb. boxes	6	85
Domino, 5-lb. cartons, 24 to cs	9	00

SYRUPS.

Saratoga Drips (Long's)	gal.	Case Gal.
50-gal. bbls	$	48
30 gal. bbbls		50
17 gal bbls		53
5 gal. jackets	2	76
4½ gal jackets	2	52
2 gal kit	1	19
1½ gal. kits		91
1 gal tins		65

Pac. Coast Syrup Co.

Tea Garden Drips—	Case
10, 1 gal. tins	6 60
20, ½ gal. tins	7 40
24, ¼ gal. tins	7 20

Orange Blossom Drips.

6 1 gal. tins	per case	$2	40
12 ½ gal.	" "	2	60
24 quart	" "	2	60
36 2 lb	" "	2	85
50 gal bbls			33
28-gal. ½-bbls			35

Molasses.

New Orleans.

	Doz.
Genuine Light, about 50 gals. bbls	50
Genuine Light, 30 gal ½ bbls	52
Genuine Light, 15 gal ¼ bbl	55
Genuine Light, 5 gal. kegs, gal	57

	Doz.
Pelican 12 1 gal tins	5 60
Pelican, 20, ½ gal. tins	5 50
Pelican, 24, ¼ gal. tins	5.10

COLUMN 4.

Maple Syrup.

Woodlawn (Long's)	case. Case
Gal cans, 10 to cs	$11 00
Gal. cans, 6 to cs	6 60
½ gal cans, 12 to cs	7 14
¼ gal cans, 24 to cs	8 10
10 gal. jackets, each	10 15
5 gal. jackets, each	5 11
4½ gal jackets, each	4 63
Qts., glass, 12 in cs	4 60
Pts., glass, 24 in cs	4 90

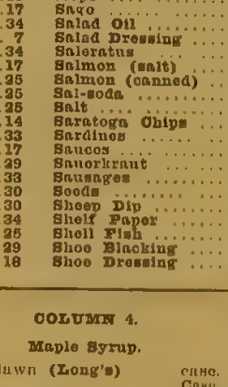
Pac. Coast Syrup Co.

Toboggan	Doz.
⅛ gal. tins, 2 doz. to cs	2.25
¼ gal. tins, 2 doz. to cs	4.00
½ gal tins, 20 to cs	7.20
1 gal. tins, 12 to cs	13.20

"OLD MANSE"

—Absolutely Pure—

CANADIAN SAP MAPLE SYRUP.



	Doz. Price.
1 gal. cans, ½ doz. in cs.	$14 00
½ gal. cans, 1 doz in cs.	7.50
¼ gal. cans, 2 doz. in cs.	4.25
⅛ gal. cans, 4 doz. in cs.	2.50
Qt. bottles, 1 doz. in cs.	4.50
Pt. bottles, 2 doz. in cs.	2.75
Decanters, 1 doz. in cs.	5.50
4½ gal. Jackets, per gal.	1.00

On each package we offer to forfeit $1,000.00 if found short in measurement or containing any impurities

Maple Sugar.

Vermont, gen. pure, abt. 20 1-lb bricks, per lb	.17
Vermont, gen. pure, abt. 20 2-lb bricks, per lb	15½
Log Cabin, in 1, ½ and ¼-lb bricks, assorted in 25-lb pails per lb	.15
Scudder's, in 1, ½ and ¼-lb bricks, assrd, per lb	.14

COLUMN 5.

Department 4.

DRIED FRUITS, NUTS AND HONEY.

(Add ¼c for 50-lb boxes and ½c for 25-lb. boxes.)

Apples.

Sundried, sacks	4
Evap, fancy 50 lb bxs	6½
Evap, ex. choice, 50-lb bx	6
Evap, choice 50-lb bx	5½

Apricots.

Choice Sacks	10
Fancy Sacks	11
Fancy, 25-lb boxes	11½

Blackberries.

In boxes, per lb	13

Cherries.

Pitted, in boxes, per lb	30
Unpitted, in boxes, per lb	11

Currants.

In bbls (tubs 6¾)	6½
In mats, 50-lb	7
Recleaned, in bbls	7
Recleaned, 25 lb boxes	7½
Recleaned, 50-lb boxes	7½
Recleaned, 1-lb carts	7¾
Recleaned, 12 oz. carts	8¾

Dates.

Fard, 14-lb, per lb (70-lb 7)	7½
Persian, 65-lb case	6

Figs (California).

Black, sacks	3½	5½
Black, 25-lb boxes, per bx	1	20
White, bags	3½	5
White, 10-lb bx, per bx		60
White, 10 1-lb boks, pr bx		65

Figs (Imp. Smyrna.)

Fancy, 10-lb bx, per lb	18
Choice, 5-lb bx, per lb	16

Nectarines.

White	8½
Red	8

Peaches.

Choice, in sacks	9½
Ex choice, in sacks	10
Fancy, in sacks	11

Pears.

Choice, ¼'s, in sacks	10
Ex choice, ½'s, in sacks	11
Fancy, ½'s, in sacks	12

Plums.

Unpitted	3
Pitted, bleached	9
Pitted, black	7

COLUMN 6.

Prunes.

	Sks.
30s-40s	7½
40s-50s	4¾
50s-60s	3½
60s-70s	3
70s-80s	2¾
80s-90s	2¼
90s-100s	1¾

Raisins.

	Box	½'s	¼'s	50 lb
6 Cr. Layers	3 50	—	—	—
5 Cr. Layers	3 00	—	—	—
4 Cr. Layers	1.75	—	—	—
3 Cr. Layers	1.30	—	—	—
2 Cr. Layers	1 25	—	—	—
4 Cr. Loose	—	—	—	05¾
3 Cr. Loose		—	—	05¼
2 Cr. Loose		—	—	04¾

Fancy clusters, 1-lb cart, $3 doz

Fancy clusters, 5-lb cart $9 cart

Thompson Seedless, blchd, 60-lb boxes	8
Sultana Seedless, blchd, 48 1's, per lb.	6½
Seedless Muscatels, 50-lb cases	4
Seeded, 1-lb cart	6¾
Seeded, 12-oz. cart	5¾

COLUMN 7.

HONEY.

Water White, 2 5's, lb.	.07½
Light Amber, 2 5's, lb.	.06
Lt. Amber, 10 1 gal tins, gal	.75
Lt. Amber, 20 ½ gal tins, gal	1.00
Lt. Amber 2-lb tins, doz.	2.60
Lt. Amber, 16-oz. bots, doz.	1.35
Comb, 1-lb glass jars, doz.	1.75
Comb, 2-lb glass jars, doz.	2.90

NUTS.

Almonds, fancy, I. X. L.		$0.14
Almonds, choice, soft shell, Drake		.13
Almonds, shelled, No. 1.		32
Almonds, shelled, No. 2.		.27
Almonds, shelled, Jordan, Imp.		.58
Almonds, Jordan, Dom.	37½	.40
Brazils, 210-lb sks, new	.14	.15
Chestnuts, Cal. Italian.	.09	.10
Cocoanuts, $9 100	4.50	5.50
Filberts, 175-lb sk.	.13	.14
Peanuts, Eastern, hand picked	.06½	.07
Peanuts, roasted	.08	.09
Pecan, polished	.12½	.14
Pine		
Walnuts, hard shell		9
Walnuts, sft shl, No. 2	10½	.11
Walnuts, sft shl, No. 1.	.13	.13½

COLUMN 8.

Department 5.

JELLIES, JAMS, ETC.

Griffin Extra Preserves.

Raspberry, strawberry, blackberry currant, loganberry, per doz. $1.80

Cherry, per doz. $1.80

Apricot, Damson, Fig, Gooseberry, Gage, Peach, Plum, Quince, per doz. $1.80

Orange Marmalade .$1.75

Long's Preserves.

Strawberries, Raspberries, Blackberries, Loganberries, Cherries, Pineapples, Pears, Figs, in 20-oz. glass jars, 2 doz. in cs., per doz. $3 50

Apricot, Plum, Quince, Orange, Peach, in 20-oz. glass jars, 2 doz. in cs., per doz. 3 20

Asstd, 2 doz. in cs., per doz. 3 30

JAMS.

Curtice Bros. Co., Rochester, N. Y.

In 16 oz. Glass Jars.

Strawberry, raspberry, raspberry and currant, red cherry, white cherry, apricot, black currant, red currant, quince (sliced), peach (sliced), pear (sliced), blackberry, gooseberry, grape, green gage, egg plum, damson, pineapple marmalade, tomato marmalade, orange marmalade, per dozen, $1.95.

All above packed in cases of 2 dozen each.

COLUMN 9.

Long's Peerless Jams.

Strawberry, Raspberry, Blackberry, etc., in 16-oz. glass jars, 2 doz. in cs., per doz. 2 00

Long's Pure Currant Jelly.

Tumblers, 2 doz. in cs., doz. 2 00

30-lb. kits, per kit 3 00

15-lb. kits, per kit 1 75

Marmalades.

Orange (Dundee) 48-1's, doz. 2 75

COLUMN 10.

Apple Butter.

Heinz, 2's, 2 doz. in cs, doz. $2 25

Heinz, 3-lb stone crocks, doz. 4 25

Heinz, 4½-lb stone crocks, dz 6 50

Heinz, 18-lb. stone crocks, lb. 11

Peach Butter.

Heinz 4½-lb stone crocks, doz 9 00

Heinz, 18-lb. stone crocks, lb 14

Maraschino Cherries.

Long's, qts, 12 to cs, per cs. 6 50

Long's, pts., 24 to cs., per cs. 7 50

FRUIT	JELLIES: 2 lb. Extra	2 lb. Stand	1 lb. Extra	Tumblers	Ex. Lunch 1 lb Glass	JAMS: 2 lb. Extra	2 lb. Stand	1 lb. Extra	Tumblers	Ex. Lunch 16 oz. G/s Preserves
Apple	1 55	1 35	1 00	90	1 75					
Apricot	1 55	1 35	1 00	90		1 60	1 35	90	90	1 80
Assorted	1 55	1 35	1 00	90	1 75	1 60	1 35	95	90	1 80
Assorted No. 2					1 75				95	1 80
Blackberry	1 55	1 35	1 00	90	1 75	1 85	1 60	95	90	1 80
Cherry										1 80
Crabapple	1 55	1 35	1 00	90	1 75					
Currant	1 75	1 50	1 10	90	1 90	1 85	1 60	95	90	1 80
Damson					1 75					1 80
Fig						1 60				1 80
Gooseberry	1 55	1 35	1 00	90	1 75			95	90	1 80
Grape (Catawba)					1 75					
Green Gage										1 80
Lemon	1 55	1 35	1 00	90						
Loganberry					1 75					1 80
Orange Marmalade		1 35	1 00	90		1 60		90	90	1 75
Peach	1 55	1 35	1 00	90		1 60	1 35	90	90	1 80
Plum	1 55	1 35	1 00	90	1 75	1 60	1 35	90	90	1 80
Quince	1 55	1 35	1 00	90	1 75	1 60	1 35	90	90	1 80
Raspberry	1 55	1 35	1 00	90	1 75	1 85	1 60	95	95	1 80
Strawberry	1 55	1 35	1 00	90	1 75	1 86	1 60	95	95	1 80

Pine Apples.

	Per Doz.
2 lb., sliced, E. & C., 2 doz. in case	2 50
2 lb. grated, 2 doz in case	1 75
2 lb. shredded, 2 doz. in case	2 50
Johnson's—Columbia.	
2 lb. sliced, 2 doz. in case.	2 30
2 lb. grated, 2 doz. in case.	2 30
1 lb. sliced, 4 doz. in case.	1 15
1 lb. grated, 4 doz. in case.	1 15
gal., coreless, 4½ lb. to tin, ½ doz. in case, per lb.	16
gal., grated, 7 lb. to tins, ½ doz. in case, per lb.	13
2 lb., sliced, Baltimore, 2 doz. case	2 25
2 lbs., grated, Baltimore, 2 doz case	2 25
1 lb., cocktail, Baltimore ovals, 4 doz. case	1 25
2 lb., sliced, Singapore, 4 doz case	1 75
3 lb., sliced, Singapore, 2 doz. case	2 40

CANNED VEGETABLES.

Asparagus "Griffin Extras" Mammoth	$
Large White	
Medium White	
White Tips	
Beans, Stringless 'Griffin Extras"	1 20
Beans, Blue Lake	1 30
" " " gal	4 50
Beans, French, Kidney, 2-lb.	1.15
Beans, String, 2-lb	.75
Beans, String, gal	3.50
Beans, Lima, Soaked	1.00
Fancy Eastern	1.85
Corn, Smith's Hulled, 2 doz. in case, per doz.	1.20
Hominy, Great Western, 3 lb	1.20
Corn, 2-lb, Western	1.00
Corn, 2-lb, Maine	1.40
Dunbar's Okra, 2½-lb	1.80
Petit Pois, Griffin extra	1.50
Peas, Griffin extra sifted	1 25
Peas, Standard sifted	1.10
Peas, Standard Marrowfat	.95
Pumpkin, 3-lb.	1.87½
Spinach, 2½	1.75
Succotash, fancy, tins	1.40

Tomatoes.

	doz.
3's, Griffin's Ex. Solid Pack.	$1.00
3's, Griffin's Ex., with peppers	1.05
2½'s, Cutting's Solid Pack	.90
2½'s, Cutting's Solid Pack, with peppers	.95
2½'s, Cutting's Standard	.72½
Gallon, Standard	2.25
Gallon, Solid Pack	2.75
Gallon, Puree	2.35

Department 6.

CANNED FRUITS AND CANNED VEGETABLES.

8 lb. Extras	2½ lb. Extras	2½ lb. Extra Standards	2½ lb. Standards	2½ Second	2½ Water	2½ Pie	KIND	Gallons Extras 3 lb. Grade	Gallons Extras 2½ lb. Grade	Gallons Extra Standard	Gallon Standard	Gallon Water	Gallon Pie
2 25	1 65	1 40	1 30	1 15	1 05	1 05	Apples			4 00	3 50		2 65
2 50		1 35	1 25	1 10	1 00	1 00	Apricots	5 75	5 00	4 50		2 75	2 40
							" peeled						
							" sliced						
							Assorted						
2 25	1 70	1 45	1 35	1 20			Blackberries			4 25	4 00	3 75	3 40
	2 20	1 90	1 75				Cherries (Royal Anne)						
	2 10	1 75	1 60				Cherries (White)						3 65
2 80	1 90	1 75	1 60				Cherries (Black)			5 25	4 60		3 65
2 00	1 35	1 20	1 10	95	90	90	Grapes (White Muscat)			3 50	3 10	2 50	2 25
	1 60		1 25	1 10			Nectarines						
2 65							Peaches (Yellow)	6 50	5 25	4 60	4 25		
2 75							Peaches (Lemon Cling)	7 75	7 00		5 00		
2 75				1 40			Peaches (Lemon Cling Sliced)	7 75	7 00	5 75	5 00		
							Peaches (White Heath)			5 25	4 75		
2 65			1 55				Peaches (White Heath Sliced)						
2 75	2 00	1 70	1 60	1 35		1 00 1 05 pld	Pears (Bartlett)	7 00	6 25	5 25	4 75	3 75	2 40 pld 2 15 unpl
2 10	1 45	1 20	1 10	95	90	90	Plums (Green Gage)	5 00	4 25	3 50	3 25	2 55	2 30
2 10	1 45	1 20	1 10	95	90	90	Plums (Egg)	5 00	4 25	3 50	3 25	2 55	2 30
2 10	1 45	1 20	1 10	95	90	90	Plums (Gold Drop)	5 00	4 25	3 50	3 25	2 55	2 30
2 15	1 50	1 25	1 15	1 05	95	95	Plums (Damson)						
	2 00	2 35	2 10	1 95			Raspberries						
	2 10	1 85	1 70	1 45			Strawberries						

Department 7.

PROVISIONS.

Hams.

Eastern Standard, 17/19	.11¾
Eastern Standard, 15/16	.12
Eastern Standard, 12/14	.12¼
Eastern Standard, 10/12	.12¾
Eastern Fancy	.13 to .14
Local cure, all averages	.11½ .13¼
Picnic Hams	.7½

Boiled Hams.

Skin on	.17
Skin off	.19

Breakfast Bacon.

Eastern Standard, 6/8	15¼	.15½
Eastern Standard, 8/10		.14½
Eastern Standard, 10/12		.14
Eastern Fancy	.17¼	.20
Local cure	.14	.15

English Cured Bacon.

Eastern cure, 8-10	14
Eastern cure, 10/12	.13½

Dry Salt Bacon.

Clear medium Bacon	.10½
Clear light medium	.10½
Clear Lt. med. select	.11
Light Belly	.12¼
Extra light Belly	.18
Bacon Backs	.10¼
Bacon Bellies	.12¾

Dry Salt Meats.

Sides		.09½
Bellies	.10½	.11½
Backs		.09½
Fat Backs		.09½

Barreled Pork.

	Bbls.	½-bbls.
Spare Ribs	$13.50	$ 7.00
Family Pork	14.50	7 50
Clear Pork	19.00	9 75
Pig Pork	22.50	11.50

Barreled Beef.

Mess Beef	10.50	5.50
Extra Mess Beef	11.00	5.75
Family Beef	10.50	5.50
Extra Family Beef	11.50	5 50
Beef Tongues	25.00	13.00

Pigs Feet.

Tierces, about 300 lb.	$18.00
Barrels, about 200 lbs.	13.50
½ barrels, about 80 lbs.	5.00
Kegs, about 25 lbs.	2.10
Kits, about 15 lbs.	1.25

Honey Comb Tripe.

Tierces, about 300 lbs.	$18.00
Barrels, about 200 lbs	13.50
½ barrel, about 80 lbs.	5.00
Kegs, about 25 lbs.	2.10
Kits, about 15 lbs.	1.25

Sausages.

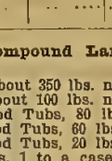
	Per lb.
Braunschweiger	17
Italian Salami	23
D'Aries	22
Mortadella	24
Bologna	8½
Frankfurters	8½
Garlic Sausage	9
Liver Sausage	8½
Pork Sausage	8½
Head Cheese	8½
Tongue Sausage	8½
Ham Sausage	12½

Pure Leaf Lard.

Tierces, about 350 lbs net.	9
½-bbls, about 100 lbs net.	9¼
80-lb. Wood Tubs, 80-lbs. net.	9⅛
60-lb. Wood Tubs, 60 lbs. net.	9⅛
20-lb. Wood Pails, 20-lbs. net.	9⅛
50-lb. Cans, 1 to a case.	9¼
20-lb. Cans, 4 to a case.	9⅜
10-lb Cans, 6 to a case.	9⅜
5-lb. Cans, 12 to a case.	9⅜
3-lb. Cans, 20 to a case.	10

Compound Lard.

Tierces, about 350 lbs. net.	6
½-bbls, about 100 lbs. net.	6¼
80-lb. Wood Tubs, 80 lbs. net.	6⅜
60-lb. Wood Tubs, 60 lbs. net.	6⅜
20-lb. Wood Tubs, 20 lbs. net.	6⅜
50-lb. Cans, 1 to a case.	6¼
10-lb. Cans, 2 to a case.	6¼
20-lb Cans, 4 to a case.	6⅜
10-lb. Cans, 6 to a case.	6⅜
5-lb. Cans, 12 to a case.	6⅜
3-lb. Cans, 20 to a case.	7



ANCHOR PACKING CO.

140 Eighth St., S. F., Cal.

PORK PACKERS AND PROVISION DEALERS.

Boilers of Kingan and Anchor Hams.

SAUSAGES, COOKED MEATS, TONGUE

Boiled Ham	18-19
Boiled Tongue	65-75
Bologna	09
LARD "ANCHOR"—	
20's and 55's pails	.10
3's, 5's and 10's tins	.09⅞
BACON (Special)	.15½

Beardsley's

Department 8.

CANNED MEATS.

Acme Sliced Smoked Beef, No. 1, glass, 1 doz. in case.	$3 00
Acme Sliced Smoked Beef, in Junior glass, 2 doz. in case.	1 50
Acme Sliced Smoked Beef, No. 1, tins, 2 doz. in case.	2 60
Acme Sliced Smoked Beef, ¼ tins, 4 doz, in case.	95
Acme Sliced Smoked Beef, ½ tins, 4 doz. in case.	1 60
Cheshire Sliced Bacon, No. 1, glass, 1 doz. in case.	3 00
Junior Sliced Bacon, 2 doz jars in case, per doz.	1 50

Pork and Beans.

LIBBY, MC NEILL & LIBBY'S



Plain, 1's 4 doz. to case doz.	90
Plain, 2's 2 doz. to case doz	1 40
Plain, 3's 2 doz. to case doz.	1 95
With Tmto Sce, 1's, 4 dz. to cs. dz	90
" " " 2's, 2 " "	1 55
" " " 3's, 3 " "	2 05

Mince Meats.

Cudahy's, 36, 12oz. pkg.	2.50
Cudahy's, 20, 3-lb pail	6.50
Cudahy's, 12, 5-lb pail	.50
Atlas, 6-oz to cs, per cs.	2.50
Libby's Son., 3 dz. pkgs.	2.75
Atmore's, 3-lb gls, 6 in.	3.25
Atmore's 5-lb. gls.	4.60
Atmore's 5-lb. wood	4.05
None Such, 6-dz. in cs.	5.50

COLUMN 11. COLUMN 12.

Department 8

CANNED MEATS

ALL PRICES ARE PER DOZEN	No. ½ Tins 4 Doz. in Case	No. ½ 2 Doz. Tins in Case	No. 1 Tins 2 Doz. in Case	No. 2 Tins 1 or 2 Doz. in Case	No. 6 Tins 1 Doz. in Case	No. 14 Tins ½ Doz. in Case	No. 1 Tins 1 Doz. in Case
Corned Beef	.....	.....	1 35	2 40	8 25	18 25	.....
Roast Beef	.....	.....	1 35	2 40	8 25	.....	.....
Roast Ribs of Beef, Boneless	.....	.....	1 40	2 50	..	.....	.....
Roast Mutton	.....	.....	.....	2 70	.....	.....	.....
Brisket Beef	.....	.....	1 40	2 50	.....	.....	.....
Boiled Beef	.....	.....	1 35	2 40	8 25	.....	.....
Chipped Beef	.....	1 20	2 10	.....	17 50	.....	.....
Sliced Beef, in tins	.....	1 40	2 50	.....	.....	.....	.....
Sliced Beef, in glass	.....	1 45	2 75	.....	.....	.....	2 75
Brawn	.....	.....	1 40	2 45	8 25	.....	.....
Compressed Ham	.....	.....	1 50	2 75	.....	.....	.....
Lunch Tongue	.....	1 90	3 25	6 50	.....	.....	.....
Lambs Tongue	.....	1 70	2 95	.....	.....	.....	.....
Sliced Ham	.....	.....	3 70	6 40	.....	.....	.....
Sliced Bacon	.....	.....	.....	.....	.....	.....	2 80
Sliced Bacon in Glass	.....	.....	.....	.....	.....	.....	.....
Deviled Ham	40	80	.....	.....	.....	.....	.....
Potted Ham	40	80	.....	.....	.....	.....	.....
Potted Ox Tongue	40	80	.....	.....	.....	.....	.....
Potted Chicken	90	1 60	.....	.....	.....	.....	.....
Potted Turkey	90	1 60	.....	.....	.....	.....	.....
Deviled Chicken	90	1 60	.....	.....	.....	.....	.....
Deviled Turkey	90	1 60	.....	.....	.....	.....	.....
Boneless Chicken	.....	3 40	5 55	.....	.....	.....	.....
Boneless Turkey	.....	3 40	5 55	.....	.....	.....	.....
Veal Loaf	.....	1 10	2 10	.....	.....	.....	.....
Ham Loaf	.....	1 10	2 10	.....	.....	.....	.....
Beef Loaf	.....	1 10	2 10	.....	.....	.....	.....
Chicken Loaf	.....	1 10	2 10	.....	.....	.....	.....
Chicken Pate and Ham	.....	1 60	2 75	.....	.....	.....	.....
Chili Con-Carne	.....	1 10	.....	.....	.....	.....	.....
Beefsteak and Onions	.....	.....	1 40	.....	.....	.....	.....
Hamburger Steak with Onions	.....	.....	1 60	.....	.....	.....	.....
Frankfurter Bratwurst	.....	1 95	3 00	.....	.....	.....	.....
Sweetbreads	.....	.....	2 00	.....	.....	.....	.....
Vienna Sausage	.....	.....	2 40	.....	.....	.....	.....
Oxford Sausage	.....	90	1 55	.....	.....	.....	.....
Bologna Sausage	.....	.....	2 45	.....	.....	.....	.....
Vienna Sausage and Kraut	.....	.....	2 25	.....	.....	.....	.....
Corned Beef Hash	.....	1 10	1 20	.....	.....	.....	.....
Lunch Sausage	.....	90	1 50	.....	.....	.....	.....
Ox Tongue, whole	.....	.....	.....	No 1½ 6 50	No 2 7 50	No 2½ 9 50	No. 3 12 00
Minced Collops	.....	.....	.....	2 45	.....	.....	.....
Tripe	.....	.....	.....	1 75	.....	.....	.....
Pork Sausage	.....	1 05	.....	2 50	.....	.....	.....
Stewed Kidneys	.....	.....	.....	.....	.....	.....	.....
Pork and Beans, Plain	.....	.....	90	1 40	.....	.....	1 85
Pork and Beans, with tom. sc'e	.....	.....	95	1 45	.....	.....	1 90

Department 9.

FISH AND CHEESE.

Russian Caviar.

	Per doz
1-lb cans, 2 doz in case	$13 00
½-lb cans, 2 doz in case	6 75
¼-lb cans, 5 doz in case	3 65
⅛-lb cans, 6 doz in case	2 00
White Label Brand	none

CHEESE.

Foreign and Domestic.

New York State Factory		14½
Cheddars, October make		
Twins, " "		15
Calif. State factory flats	13	13½
Calif. State factory Young Americans	14	13½
Limburger, Eastern, ℔ lb		16
Swiss, imported, ℔ lb		25½
Roquefort, ℔ lb		36
Gouda, ℔ lb		27
Pineapples, Eastern, 6 in cs, ℔ case		$3 40
Pineapple, Eastern, 6 in cs, small		2.40
Holland or Edam, medium, plain, per doz	$ 8.00	9.00
Holland or Edam, medium, in bladders, per doz	9.50	11 00
Holland or Edam, large, plain, per doz	10.50	12 00
Holland or Edam, large, in bladders, per doz	10.50	12.00

Fancy.

Camembert Brie, Roquefort, and Gorgonzola, jars	3 00
Parmesan C & B, sml bot, doz.	3.00
Parmesan C & B. lge bot. doz.	5.00

Bayle's.

	Small ¼-lb.	1-lb.	2½-lb	5-lb
Deviled Cheese	$1.00	$2 25	$4.00	$ 500 $9.00
After Dinner Cheese	$1.00	2.40	4.00	4 50 7.50
Roquefort Cheese	$1.00	2.40	4.00	4.50 7.50

SALT FISH.

Pacific Codfish.

Bndles, 50 lbs each, per lb	4¼
Cs, selected, 100 lbs ea, pr lb	5
Boneless, 30-lb boxes, per lb	6
Boneless Strips, 40lb bxs, pr lb	7
Boneless Blocks, 40lb bxs, pr lb	6½
Boneless Tablets, 36 bxs, pr lb	7½
Boneless Middles, 60 bxs, pr lb	7½
Boneless Middles, extra, 60-lb boxes, per lb	9

Eastern Codfish.

Gen Georges, 8 fish to cs	$ 9.00
Gen. Georges, 12 fish to cs	8.50
Geo. Cur. Cod, 16, 18 fish to case	7 75
Geo. Cur. Cod, 40 fish to cs	7 25
Gen. Geo. Middles, 60 fish.	13
Gen. Geo. Tablets, 36 fish.	11½
Gen. Geo. Blocks, 40 fish..	11½

Shredded Codfish.

Codfish, Beardsley's shredded, 2 doz. in case	1.00

Norwegian Mackerel.

Bloater, 200-lb. bbl., 120-130 fish,	41.50
Bloater, 100-lb. ½ bbl., 60-65 fish	21.50
No. 1, 200-lb. bbl., 150-160 fish	31.00
No. 1, 100-lb. ½ bbl., 75-80 fish	16.50
No. 2, 200-lb. bbl., 220-240 fish	26.00
No. 2, 100-lb. ½ bbl., 110-120 fish	14.00
No. 3, 200-lb. bbl., 300-350 fish	24.50
No. 3, 100-lb. ½ bbl., 150- 175 fish	13.00

Irish Mackerel.

No. 1, 200-lb. bbl., 200-220 fish	none
No. 1, 80-lb. ½ bbl., 80-90 fish	none
No. 2, 200-lb. bbl., 325-350 fish	19.00
No. 2, 80-lb. ½ bbl , 130-140 fish	8.50
No. 2, 200-lb. bbl., 475-500 fish	18.00
No. 2, 80-lb. ½ bbl., 180-190 fish	8.50
No. 1, 10-lb kits, 15-16 fish	1.25
No. 2, 10-lb. kits, 20-22 fish	1.20

American Bloaters.

Shore Bloaters, 200-lb. bbl., 115-120 fish	32.00
Shore Bloaters, 80-lb. ½ bbl., 45-50 fish	13.50
Extra No. 1, 200-lb. bbl., 120-130 fish	29.00
Extra No. 1, 80-lb. ½ bbl., 50-55 fish	12.50
No. 1, 200-lb. bbl., 140-150 fish	none
No. 1, 80-lb. ½ bbl., 60-65 fish	none
No. 2, 200-lb. bbl., 130-140 fish	28.50
No. 2, 80-lb. ½ bbl., 55-60 fish	11.00
No. 2, 200-lb. bbl., 140-160 fish	none
No. 2, 80-lb. ½ bbl., 60-65 fish	none
No. 2, 200-lb. bbl., 160-180 fish	none
No. 2, 80-lb. ½ bbl., 70-80 fish	none
No. 2, 200-lb. bbl., 180-200 fish	none
No. 2, 80-lb. ½ bbl., 80-90 fish	none

In Kits.

Extra Mess, 7 to 8 fish, each	$2.00
No. 1, kits, 8 9 fish or 15-17 fish	1.50-1.35
No. 2, kits, 8 9 or 20-22 fish	1.25

Salmon.

King, bbls	$	12 00
Oregon Silversides, bbls		9 00
Alaska Red, bbls		9 50
Alaska Red, ½-bbls, 100 lbs		5 75
Alaska Red, kits		1.00
Bellies, bbls	8 50	10.00
Bellies, ½-bbls, 100 lbs.	4 75	6 00
Tongues and Sounds, kits, 10lb		1 25
Tongues and Sounds, ½-bbls.		9 00

COLUMN 13.

New Herring.

Holland, ex. selctd mxd bbls.	$ 15 00
Holland, ex. selctd mxd ½-bbl	8 00
Holland, ex. selctd mxd, keg	.90
Holland, cheaper grade	80
Holland, cheap. gr., mxd, bbls	14.00
Holland, chp. gr., mxd, ½-bbl	7.50
Holland, ex. selct Milchner, bbl	17 00
Holland, ex. selct Milchner, ½-bbl	9 00
Holland, ex. selct Milchner, keg	1 00
Holland, cheaper grade	90
Holland, cheaper grade, bbls.	16.00
Holland, cheaper grade, ½-bbl	8.50
Labrador Split, 100 fish	5 25
Labrador, round, 160 fish	4 75
Pacific, ½-bbl	2.25

SMOKED FISH.

Bloaters, Grim., 100 in box	$2.35
do. do. 50 in box	1.35
Bloaters, Cromarty	2.35
Yarmouth, 100 in box	
Halibut, chunks	15
Herring, in boxes, Eastern	25
Herring, in boxes, Washington	20
Herring, boneless, Beardsley's tins, doz	$1.50
Herring, boneless, Beardsley's small, doz	1.00
Herring, Beardsley's Boneless, vacuum tumblers, 2 doz. in case	1.95
Finnan Haddies	2.25
Moir's Selected Red Herrings, 100s	2.25
Moir's Selected Red Herrings, 50s	1.25
Salmon, per lb	.10 20

POTTED FISH.

	Per doz
Potted Crab	$1.85
Kipper Paste	1.00
Anchovy and Bloater Paste, plain pots	2.30
Ditto, fancy pots	4.75
Yarmouth Bloater Paste	75
Ditto, fancy pots	4.75
Kippered Herrings	1 90
Kippered Herrings, Moirs	1.95

CANNED FISH.

	Doz.
Anchovies, in oil, 2 doz. ½ pts., in glass, doz	4.00
Anchovies 2 doz. ¼ pts., doz.	3 00
Bloaters, Yarmouth C. & B. ..doz	4.50
Codfish Balls, 2-lb tins, per doz	2.25
Eels, Hamburg, in jelly, 1-lb tins	2.00
Eels, smoked, 1-lb, ℔ doz	2.50
Finnan Haddies, 2-lb oval	2.25
Finnan Haddies, 1-lb, round, ℔ doz	2.00
Sardelles, imported, 1-lb tins	3.60
Sardelles, imported, in glass	3 00
Sardelles, domestic, 1-lb glass	2.25
Sardelles, Ankers, ⅛ keg	3 00

Mackerel.

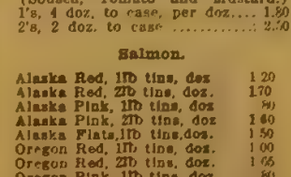
1-lb tins, 50 in a case, 2-lb tins, 2 doz. in a case.

Gold Label, 1-lb tins	1.50
P. & W., 2-lb soused	2.75
P. & W., 2-lb, mustard	2.75
P. & W., 2-lb, tomato	2.75
Underwood, 2-lb, soused	2.85
Underwood, 2-lb, tomato	2.85
Underwood, 2-lb mustard	2.85
Los Angeles, 2-lb, soused	2.55
Los Angeles, 2-lb, tomato	2.55
Los Angeles, 2-lb, mustard	2.55
Mt. Desert, 2-lb, soused	2.25
Mt. Desert, 2-lb, tomato	2.25
Mt. Desert, 1-lb, soused	1.85
Blueback, 1-lb, fresh	1.10

Mackerel in Oil.

Bezler's	3.00	4.00
Lemarchand	5.00	7.00

Booth's Crescent Mackerel.



(Soused, Tomato and Mustard.)

1's, 4 doz. to case, per doz	1.80
2's, 2 doz. to case	2.50

Salmon.

Alaska Red, 1lb tins, doz	1 20
Alaska Red, 2lb tins, doz.	1.70
Alaska Pink, 1lb tins, doz	90
Alaska Pink, 2lb tins, doz	1 60
Alaska Flats, 1lb tins, doz.	1 50
Oregon Red, 1lb tins, doz.	1 00
Oregon Red, 2lb tins, doz.	1 65
Oregon Pink, 1lb tins, doz	80
Oregon Pink, 2lb tins, doz	1.50
Oregon Flats, 1lb tins, doz.	1.00
Columbia River, 1lb tails	1.50
Columbia River, 1lb flats	1.75

French Sardines.

½s, according to quality and size of tin, p. cas	9.50	12.50
½s, according to quality and size of tin, p. case	12.00	20.00

COLUMN 14.

American Sardines.

Packed 3 1-3 doz in a case. ¾s 50 tins in case.

American ¼s in oil, per case	$4 00
American ¼s in oil, 5-case lots	3 90
American ¼s in oil, per doz	.50
American ¼s in mustard, doz.	.60
American ¼s in mustard, case	4 75
American ¾s in mustard, doz.	.90
American ¾s in mustard, case	3 50
Gold Label, ¾s, in mayonnaise	1.30

Sprats.

Piloto	6.75	7.00
Menhie	6.75	7.00

SHELL FISH.

Abalones.

4 doz in cs, with shells, cs.. 6.00

Clams and Clam Juice.

	doz.
Doxsee Clams, 1-lb. tins	$1.65
Doxsee Clams, 2-lb, tins	2.65
Doxsee Clam Juice, 1-lb. tins	.90
Doxsee Clam Juice, 2-lb. tins	1.60
B & M Lunch Clams, flat tins	1.37½
Underwood Clams, 1-lb. tins	1.05
Underwood Clams, 2-lb. tins.	1.60
P. & W. Clams, 1-lb, tins	1.00
P. & W. Clams, 2 lb, tins	1.50
Oxford Clams, 1-lb. tins	1.10
Oxford Clams, 2-lb. tins	1.50
P. & W. Clam Chowder	2.10
Burnham's Clam Bouillion, qts	.50
Burnham's Clam Bouillion, pts	1.50
Burnham's Clam Bouillion, ½ pints	2.40

Lobsters.

	Doz.
1-lb. tins, 4 doz. in case.	
Red Jackets, flats	2.80
Deep Sea Pienics	2.35
Triumph Tails	2.25

Oysters.

Oysters, Selects, 6 oz.	$1.60
Oysters, Selects, 12 oz.	2.75
Oysters, Standard, 10 oz.	2.00
Oysters, Standard, 5 oz.	1.00
Oysters, Standard, 8 oz.	1.70
Oysters, Standard, 4 oz.	.90

Shrimps.

Shrimps, pickled, 1-lb, tins	
Shrimps in Tomato Sauce, 1-lb. flats	
Dunbar's Picnics, 4 doz in cs	1.25
Dunbar's 1½-lb., 2 doz in cs.	2.25
Pickled Shrimps, 1-lb., 4 doz in case	1 20

Department 10.

LAUNDRY MATERIALS.

Ammonia.

GREER'S WASHING AMMONIA

First grade absolutely pure. 180 Beaume Strength.

Pints (2 doz. to case)	$1.75 per doz.
Quarts (1 doz. to case)	2 25 " "
½ Gals (½ doz. to case)	4 25 " "

WASHING AMMONIA

Standard Grade.

Pts., 2 doz to case, per doz.	$ 75
Quarts, 2 " " "	1 25

GREER'S TOILET AMMONIA

Lavender and Violet

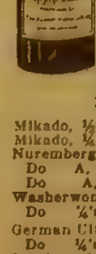
Pints (2 doz to case) $2 50 per doz.



Parson's Household Ammonia

	per doz.
½ gals., 1 doz. in case	$1 50
Quarts, 1 doz. "	2 65
Pints, 2 doz "	1 75
Dime size 3 doz in case, per case	2 95

Bluing.



Liquid Laundry Bluing.

Scott & Gilbert Co. Mfgrs., 302 Davis St

	doz
SUNSET	
¼ pints, 3 doz case	40
½ pints, 3 doz case	60
Pints, 2 doz in case	75
Quarts, 2 doz. cs.	1 45

Bluing, ball.

Mikado, ½'s, 100-lb case, lb	20
Mikado, ¼'s, 100-lb case, lb	22
Nuremberg, A, ½'s, ℔ lb	33
Do A, D, ½'s, ℔ lb	25
Do A, C, R, ½'s, ℔ lb	21
Washerwoman, ½'s, ℔ lb	12
Do ¼'s, ℔ lb	14
German Ultramarine ½'s, ℔ lb	12
Do ¼'s, ℔ lb	14
Deschamp's French, 1's, ℔ lb	28
Do ½'s, ℔ lb	24
Gold Medal, qt, ℔ doz	1.25
Do pt, ℔ doz	1 00
Do ½-pt, ℔ doz	75
Do ¼-pt, ℔ doz	1.50
Do China Label, qt, ℔ doz	1.25
Greer's, 1 dz qts. & doz	2.25
2's, 2 doz to cs	2.50
Do 2 doz. pts, ℔ doz	1 44
Do 1 doz. ½ pts, ℔ doz	90
Pacific, 1 doz. qts, ℔ doz	1.10
do. 2 doz. qts & doz	.80
Do 1 doz. ½ pts, ℔ doz	45

COLUMN 15.

J. M. CLINE & CO.

29 Market St., S. F., Cal

Ammonia. First Quality, fancy package, white bottles and rubber stoppers.

Pts, doz	1.25
Qts, doz	2.00
½ Gals, doz	3.25
Gals, doz	5.50

Ammonia, Standard Quality.

½ Pts, doz	.35
Pts, doz	.45
Quarts, doz	.60

Violet Ammonia.

8-oz, fancy package, doz	1.15
16-oz, fancy package, doz	2.20

J. M. Cline Co.

29 Market St, S. F., Cal.

Bluing, ½ Pts, doz	.35
Bluing, Pts, doz	.45
Bluing, Qts, doz	.60

Borax.

20-Mule Team, powdered 1's, cs. of 2 doz	$2 28
20-Mule Team, powdered 12-oz, cs. of 4 doz	3 60
20-Mule Team, powdered ¼'s, cs. of 8 doz	3 84

(Less 5 per cent. in 5 case lots; 10 per cent. in 10 case lots).

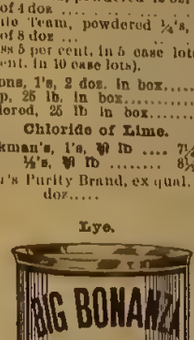
Cartons, 1's, 2 doz. in box	.09
Lump, 25 lb. in box	.08
Powdered, 25 lb in box	.08½

Chloride of Lime.

Brookman's, 1's, ℔ lb	7½	7½
Do ½'s, ℔ lb	8½	9

Salter's Purity Brand, ex qual. doz .85

Lye.



Big Bonanza Lye

Case of 48-1 lb tins	3.00
5 case lots	3.25

Star Scrubbing Lye

48-½ lb tins, per case	1.75
5 case lots	1.70

Merry War, 4 doz in case	3.00
Merry Nickel, 4 doz to case	1.75
Eagle Lye, 4 doz. in case	2.60
Do 3 case lots	3.50
Do 5-case lots	3.40
Tomson's Red Seal, 1 dz to cs	4 00
Do 5 lb, 12 lb to case	1 50
American, 4 doz in case	3.25
Do in 5-case lots	3.00
Babbitt's Lye, 4 doz in case	3 25
Do in 5-case lots	3.00

Sal Soda.

California, kgs	.95-1.00
California, bbls	1.00-1.05

Department 11

STARCHES.

Corn Starch.

Log Cabin, 40 lb, per pkg	4
Liberty, 40 lb, per pkg	5½
Duryea's, 40 lb, per pkg	7¾
Niagara, 5-box lots, pkg	5½
Sacramento, 40 lb	5½
Kingsford's, 40 lb, pkg	7¾
Lily Corn, 40 lb, per pkg	5½
Lily Corn, 5-box lots	5½
Lily Corn, 20 lb, per pkg	5¾
Sioux City, 40 lb, per pkg	5¾
Sioux City, 5-box lots pkg	5½
None Such, 40lb, per pkg	5½

Laundry Starch.

Elastic Starch, 64/1's, per box	5 00
Celluloid, 64/1's, per box	5 00
Best Glo s, 48/1's, per lb	5¾
Liberty Gloss, 48/1's, per lb	5½
Liberty Gloss, 16/3's, per lb	5½
Best, 12/6's, per lb	6½
Standard, bulk 40-lb. boxes	3½
Sioux Gloss, 48/1's	5½
Sioux Gloss, 3's, 16 in box	5½
Kingsford's S. G., 1's, 40-lb. bx	8½
Kingsford's S. G. 6's, 12 in crate	8½
Kingsford's Pure, 1's, 40-lb bxs	7½
Duryea's S. G., 1's, 40-lb. bxs	8
Duryea's S. G. 6's, 12 in crate	8½
Duryea's Superior, 1's, 40-lb. bx	7½
Niagara Gloss, 1's, 40-lb. bxs	5½
Niagara Gloss, 6's, 12 in crate	6¾
Niagara Gloss, bulk, 50-lb. bxs	4½
Lily Gloss, 1's, 48-lb box	5½
Lily Gloss, 6's, 12 in case	6¾
Lily Gloss, 3's, 16 in case	5¾
None Such, 1s, 48 lb boxes	5½
None Such, 6s, 12 to crate	6
None Such, bulk, 50 lb box	4½

COLUMN 16.

Department 12

Soaps and Washing Powder

Western Star Soap

WHITE PETROLEUM BLEACHING.

100 bars per case $4.10

LASCO KOLD WATA NAPTHOL.

100 Bars per case $4.00

Free Delivery in San Francisco Oakland, Alameda and Berkeley

manufactured by

Los Angeles Soap Co.

San Francisco Office, 115 Davis St. Telephone Grant 110.

Specialties of OTTO LUHN & CO.

117 to 125 Diamond st, S. F., Cal. Telephone Mission 76

	100-bar bx.
Oriental Soap	$3.90
Best Soap	4.00
Pride of California	3.90
Great Western	3.00
Petroleum Bleaching	5.50
Genuine Sand Soap	3.00
Ex. Kitchen Soap	3.00
White Navy Borax	6.50
Pride Borax Soap	3.90
Ammonia Soap	3.50
Violet Toilet Soap	3.25
Velvet Rose Soap, 200-bar box.	7.00

Peet Bros.

Silk Soap	3.25
Ammonia Benzoline	3.90
Cocoa Borax	4.10
Crystal White	3.90
Lily White (Floating)	4.00

Standard Soap Co.

Top Notch, 100, 10-oz.	$3.50
Sunburst, 100 12-oz	3.75
Yellowstone, 100 14-oz	3.75
Marigold, 100 16-oz	3.90
Thomas' Cool Water, 100 13-oz	4.00
Thomas' Cool Water, 20 13-oz	.85
Milo, 100 4-oz., 100 cartons.	6.50
Magno "Floating Borax," 100 10-oz.	4.00
Gold Medal Borax, 100 10-oz	5.50
Gold Medal Borax, 20 10-oz	1.15
Purity, "Floating," 5c size	3.90
Purity, "Floating," 10c size	6.25
Purity, "Floating," 10c size, 20	1.30
Electric Mineral, 100 16-oz	5.50
Electric Mineral, 20 16-oz	1.15
Peerless Kitchen, 100 10-oz	3.00
Peerless Kitchen, 20 10-oz	.65

Miscellaneos.

Fels Naptha, 100 14-oz	4.50
Hot or Cold, 100 10-oz	4.00
Life Buoy, 100	4.00
Mikado, 100 14-oz	4.00
Mikado, 20 14-oz	90
Lenox, 100	3.00
Lenox, 20	.75
Ivory, 100 10-oz	7.00
Fairbanks Clairette, 100	3.35
Fairbanks' Santa Claus, 100	2.85
Fairbanks' Copco, 100	3.90
Fairbanks' Fairy Oval, 100	3.90
Grandpa's Wonder, large, 50	3.50
Grandpa's Wonder, small, 100	3.60
Peets' Pine Tar, 50	1.90
Peets' Pine Tar, 100	3.75
Babbitt's, 100	4.10
Jergins Pumice, 50 small	1.75
Jergins Pumice, 50 large	3.00
Uncle Sam's Tar, 100 small	3.50
Uncle Sam's Tar, 50 large	3.40
Stryker's Kitchen Soap, 100s	3.50
Stryker's Kitchen Soap, 20s	.75
Pearl, 100, large	4.00

Castile Soap.

La Lune White Castile, lb.	7¾
White, Virgin, per lb.	7¾
White, Conti	15
Mottled, Imported, per lb. 6½	7
Clover Leaf White	13
La Boulou	7½

Scouring Soaps.

Bon Ami, 3 doz to cs, pr cs.. 2 50



Sapolio, scouring, ½ gross box, per box	4 50
Sapolio, hand, ½ gross box, per box	4 50

WASHING POWDERS.

Gold Dust, 24 3's, per case	4.50
Gold Dust, 100/10-oz	4.50
Lavarine, 36 1-lb., per case	3.00
Lavarine, 100 5c pkgs	3.50
Pearline, 36 1-lb. pkgs	3.10
Pearline, 100 6-oz pkgs	3.75
Soaperine, 20 3-lb. pgs	3.60
Soaperine, 50 1-lb. pkgs	3.35
Soaperine, 100 ½-lb. pkgs	3.60
Babbitt's 1776, 6-oz	2.85
Kleeno, 72/1's	4.50
Kleeno, 24/3's	4.25
Kleeno, 100/1½'s	3.75
Grandma's Borax, powdered, 24 3s	4.00
do, 60, ¾s	2.40

COLUMN 17.

Department 13

OILS, PAINTS, ETC.

Coal Oil.

Water white, coal, bulk	13
Pearl, cases, 25's	19½
Astral, cases, 25's	19½
Star, cases, 25's	19½
Ex. Star, cases, 25's	22½
Elaine, cases, 25's	26

Gasoline and Benzine.

86° Gasoline, bulk, 25 cases	31
74° Gasoline, bulk 16 cases	22½
63° Benzine, bulk, 13 cases	19½

Turpentine.

Strictly Pure, cases, 2-5's	81
Do drums or iron bbls.	75

Linseed Oil.

Strictly pure, raw, bbls	gal 53
Do. boiled, in bbls	gal 55
Do. raw, cs, 2-5's	gal 58
Do. boiled, cs, 2-5's	gal 60

Castor Oil.

Baker's AA, cs, 2-5's	1.12
Pure, No. 2, cs, 2-5's	1.05
No. 1, cs, 2-5's	.70

Lard Oil.

Strictly pure, bbls., 75 cs	80
Sup. Win., str., bbls. 65 cs	70
No. 1, bbls, 55 cs	60

Neatsfoot Oil.

Cooper's bbls, 75 cs	80
Extra, bbls, 62½ cases	67½
No. 1, bbls, 57½ cases	62½

Lubricating Oils.

Star Cylinder Oil, bbls, 60 cs	.65
Columbia Cyl. Oil, bbls, 40 cs	.45
Gem Cyl. Oil, bbls, 80 cs	.90
Ruby Cyl. Oil, bbls, 50 cs	.60
Star Engine Oil, bbls, 50 cs	.55
Columbia Eng. Oil, bbls, 30 cs	.35
Paragon Eng. Oil, bbls, 45 cs	.55
Red Eng. Oil, bbls, 27 cs	.32
Star Mach. Oil, bbls, 30 cs	.35
Star Dynamo Oil, bbls, 50 cs	.55
Star Spindle Oil, bbls, 40 cs	.45
Star Sep'tor Oil, bbls, 50 cs	.55
Favorite Sep'tor Oil, bbls, 25 cs	.30

Miscellaneous Oils.

Union Salad Oil	.45	50
Globe Salad Oil	.45	50
Pure Sperm Oil	.75	80
No. 1 Polar	.50	55
China Nut oil, ord'ry	62½	
China Nut oil, No. 1	.80	

WHITE LEAD.

Pioneer, in kegs	6¾	7¼

DRY PAINTS.

Eng. Paris White, bbls.	1.35	1.60
Whiting, bbls	1.00	1.15
Kalsomine, bbls		1¼
Prince's Min'l B'wn, bbls		1.65
Yellow Ochre, bbls		1½
Eng. Ven. Red, bbls		1.50

Department 14

FARINACEOUS GOODS.

Flours.

GLOBE MILLS,

Cor. Chestnut and Montgomery

California Selected Wheat,

Barrel

** "Banquet" (fancy patent) $5.05
*** "Silver Star" (patent) 4.60
XXX 4.30
Mariposa 4.30

Blended Wheat,

**"A1" Family 5.15
"A1" Bakers' 5.05

Entire Eastern Wheat.

Globe, Bakers'

(⅛ bbls. 10 cents per bbl. higher.)

**"A1" must be retailed for not less than $1.40 per ¼ sack.

***"Banquet" must be retailed for not less than $1.35 per ¼ sack.

***"Silver Star" must be retailed for not less than $1.25 per sack.

FLOURS.

Cal. Family	$5.05	$5.10
Cal. Bakers', extra	4.80	4.90

Buckwheat, 10-lb sacks, per 100 lbs $4.00

Self Rising Buckwheat, 10-lb sacks, per 100 lbs 5 50

Graham, 10-lb sacks, per 100 lbs 3 25

Rice, 10-lb sks, per 100 lbs 7.00

Rye, 10-lb sacks, per 100 lbs 3.25

Whole Wheat, 10-lb sacks, per 100 lbs 3 50

Sperry Milling Co.

Sperry Flour 5.05
Golden Gate Flour 5.05
Drifted Snow 5.05

Meals.

Yellow Corn, 10-lb sacks, 100 lb. $2.50
White Corn, 10-lb. sacks, 100 lb. 2.50
Ex. Cream Yellow, 10-lb. sacks, per 100 lbs. 3.60
Ex. Cream White, 10-lb sacks, per 100 lbs. 3.60
Oat Meal, 10-lb. sacks, per 100 lbs 4.00
Steel-Cut Oat, 10-lb sacks, per 100 lbs 4.00

Pearled Cereals.

Pearl Barley $5.50
Pearl Wheat, 150-lb bbls. 4.40

COLUMN 18.

Rolled Cereals.

Rolled Oats, 7s and 10s, pr 100 lbs 4.25
Ex. Crm Rld Ots. 180-lb, bbl. $7.50
Ex Crm Rld Ots, 180-lb, 90-lb sks 7.00
Prld Rold Wheat, 150-lb, bbls. 4 40

Sago and Tapioca.

Sago, original sacks, lb. 02½ .03
Sago, 48/1's, per doz .70
Instantaneous Tapioca, 50/1's, per case 5.00
Instantaneous Tapioca, 36 to case 2.70
Tapioca, Flake .03
Tapioca, repacked, per lb. .04⅝
One Minute Tapioca, 36 to cs 2.75
Arrowroot, Taylor's Bermuda, 12-lb box, 1, ½ and ¼ lb pkgs, per lb 32½

Miscellaneous.

Groats Oat, 10-lb scks, 100 lbs. $4.00
Groats Buckwheat, 10-lb sks, 100 lbs 10.00
Hominy, lgs, 10-lb sks, 100 lb. 3.60
Hominy, sml, 10-lb sks, 100 lbs 3.85
Split Peas (yel.) 25 and 50-lb boxes, 100 lbs. 5.50
Split Peas (grn.) 25 and 50-lb boxes, 100 lbs. 5.50
German Lentils, per lb .05½
Cracked Wheat, per 10 lbs 3.75
Farena, per 10 lbs. 4.00
Pearl Grits, per 10 lbs. 4.10
Capitol Mills Pearled Hominy, bbls. 7.75
Capitol Mills Gran. Hominy, bbls. 8.25
Capitol Mills New Process B. W. Flour, bbl. 8.50
Capitol Mills Steel Cut Oat Meal, bbl. 8.00

Breakfast Foods.

Capit'l Mills R'll'd Oats, 36/2's	4.25
Grape Nuts, 1 & 3 doz, pr doz	1.50
Breakfast Gem, case 3 doz.	3.25
Wheatine, 36/2's, pr cs	3.30
Germea, 20 4-lb pkgs, pr cs	4.00
Germea, 24 2-lb pkgs, per case.	3 10
A-O Buckwheat, 2 doz 3-lb pkgs, per case	3.75
H.-O. Pancake Flour, case	3.90
H.-O. Oats, 24/2's, per case	3.15
Cream of Wheat, 36/2's	5.25
Crespo. 36/2's	2.75
Malta Vita, 36, 2s, cs	4.50
Our Mothers' Mush, 36 to cs	3.35
Twin Brothers Mush, 36 to cs	3.20
Carnation Wheat Flakes, 24/5's	5.40
A B C Breakfast Wheat, 72/2's	5.00
A B C Breakfast Wheat, 36/2's	2.60
Granola, 24/1's	2.25
Flaked Rice, 24/1's	3.00
Ralston Breakfast Food, 36/2's	4.25
Do. Barley Food, 36/2's	4.25
Do. Health Oats, 36/2's	4.00
Do. Hominy Grits, 36/2's	4.00
Do. Select Bran, 24/3's	2.50
Do. Pancake Flour, 36/2's	3.75
Do. Whole Wht Flr, 4/4½'s	5.50
Quaker Oats, 36 2s	3.90
Scotch Oats 36 2s	3.75
Allen's Boston Brown Bread Flour, 24 pkgs, per case	3.60
Allen's Flour, 10 10-lb bags, per bbl	4.50
Acme Grano, 20/4's, per case	3.50
Acme Gluten Farina, 24/1's, pr case	1.85
Acme Gluten Flour, 10-lb sks	.80
Acme Wheat Flakes, 36/2's	2.60

Rice.

Choice Seed Japan	$0.03¾
Good Seed Japan	.03¼
Fair Seed Japan	.03
Fancy Head Rice 5 1-5	.06
Long Grain Rice .04	.05
China No. 1 5	6
China No. 2 4	4½

Pastes (Domestic).

No. 1, 50-lb box	2.00
No. 1, 25-lb. box	1.00
No. 1, full wt., 15's	70
No. 1, short wt's	35
No. 1, ½ box	20
No. 2	25
Queen's Taste Vermicelli, Macaroni and Spaghetti, 1 doz. 3-lb. cartons to case	2.40
Italian Paste, asstd., about 18 lbs, in case, per lb	.08
Golden Gate Egg Noodles, 24½'s to case	1.50
Farina, 24/1's to case	1.60

Pure Food Packing Company.

15-8 Mission St.

Salter's "Purity" Brand

Bluing.

Pts doz.	.75
½pts "	.45

Ammonia.

Qts. doz.	75
Pts. "	.45



COLUMN 19.

COLUMN 20.

Department 15.

SPICES

PURE—Square Tins, Full Net Weight.

	⅛'s	¼'s	½'s	1's	2½ lbs.	5 lbs.	Blk
Allspice	$0 70	$0 95	$1 60	$ 2 80	$ 6 70	$12 75	21
Cinnamon	1 15	1 80	3 30	6 25	15 25	30 00	43
Cloves	90	1 35	2 40	4 35	10 60	20 65	31
Ginger	75	1 05	1 75	3 10	7 50	14 30	21
Mace	1 75	3 00	5 65	10 90	26 95	53 30	73
Mustard	70	95	1 60	2 80	6 70	12 75	21
Nutmeg	1 25	2 05	3 80	7 15	17 60	34 60	49
Pepper	80	1 10	1 90	3 40	8 25	15 85	25
Cayenne	80	1 15	2 00	3 55	8 65	16 65	26
W. Pepper	95	1 45	2 65	4 65	11 75	22 90	34
Sage	70	95	1 60	2 80	6 70	12 75	21
Thyme	70	1 00	1 65	2 95	7 10	13 50	22
Savory	70	1 00	1 65	2 95	7 10	13 50	22
Marjoram	75	1 10	1 85	3 30	7 85	15 10	24
Poultry Seasoning		1 50					

SECOND GRADE—Round Tins, Short Weight.

	¼'s	½'s	1's	2½ lbs.	5 lbs.	Blk.
Allspice	55	1 00	1 75	3 95	7 60	13
Cinnamon	65	1 20	2 10	4 90	9 50	16
Cloves	65	1 25	2 25	5 20	10 20	17
Ginger	55	1 00	1 75	3 95	7 60	13
Mace	1 20	2 30	4 40	10 50	21 00	34
Mustard	55	90	1 50	3 60	7 00	12
Nutmegs	85	1 70	3 10	7 40	14 60	24
Pepper	60	1 15	2 00	4 55	8 90	15
Cayenne	60	1 15	2 00	4 55	8 90	15
W. Pepper	75	1 45	2 65	6 15	12 05	20
Sage	55	1 00	1 75	3 95	7 60	13
Thyme	50	1 05	1 90	4 25	8 25	14
Savory	60	1 05	1 90	4 25	8 25	14
Marjoram	60	1 05	1 90	4 25	8 25	14

SCHILLING'S BEST SPICES.—Nature's Best.

Square tins. Never sold in bulk.
Small, medium, large sizes have sifting tops except Mustard.

	Small size per doz.	Medium size per doz.	Large size per doz.	Ex. Large size per doz.	Hotel size per tin.
Pepper	.75	1.20	2.20	3.75	.78
Mustard	.75	1.25	2.25	3.90	.81
Must. Comp.	.75	1.25	2.25	3.90	.81
Ginger	.75	1.25	2.25	3.90	.81
Allspice	.75	1.10	2.00	3.50	.73
Cinnamon	1.30	2.25	4.25	7.50	1.85
Cloves	.85	1.40	2.60	4.75	.87
Nutmegs	1.60	2.75	5.25	10.00	2.00
Mace	1.75	3.00	5.75	11.50	2.15
Cayenne	.90	1.60	2.75	5.00	.93
Wh. Pepper	.95	1.75	3.25	5.75	1.00
Sage	.75	1.25	2.25	3.90	.81
Thyme	.85	1.40	2.60	4.75	.87
Marjoram	.95	1.75	3.25	5.75	1.26
Savory	.85	1.40	2.60	4.75	.87
Cases contain	6 doz.	4 doz.	2 doz.	2 doz.	1 doz.
Gross weight	22 lbs.	23 lbs.	24 lbs.	40 lbs.	53 lbs.

MUSTARD.

Colman's, ¼'s, 12 lb to box, lb.	.52
Colman's, ½'s, 12 lb to box, lb.	.48
Colman's, 1's, 12 lb to box, lb.	.48
Colman's, 5's, per lb	.40

Mustard, Prepared.

Small bottles, 24 to cs, pr doz	.55
Small straights, fancy, 24 to case per doz	.95
Webb's Glass Top	1.35
Large Dusseldorfer, 24 to cs	1.60
In 3-gal kegs, per keg	1.15
In 5-gal kegs, per keg	1.70
Louit Freres, French, doz	2.25
Eddy's Salad Mustard—	
6-oz., 24 to case	.92½
8-oz., 24 to case	1.35
12-oz., 24 to case	2.00
Hirshes Horseradish Mustard—	
10-oz., 24 to case	1.25

Department 16

BAKING POWDER AND FLAVORING EXTRACTS.

ROYAL

	1 cs. lot	5 cs. lot	15 cs. lot
¼ lb cans	$ 1 38	$ 1 36	$ 1 34
6 oz cans	1 92	1 89	1 87
½ lb cans	2 57	2 52	2 50
12 oz cans	3 82	3 75	3 72
1 lb cans	4 95	4 85	4 80
2½ lb cans	11 85	11 40	11 28
3 lb cans	13 60	13 34	13 20
5 lb cans	22 35	21 90	21 68

An extra discount of 1 per cent if packed in barrels.

Schilling's Best Baking Powder.

Never sold in bulk.

10-lb. tins, per doz	$39.00
5-lb. tins, per doz	20.00
4-lb. tins, per doz	16.00
3-lb. tins, per doz	12.50
2½-lb. tins, per doz	10.50
16-oz. tins, per gross	$53.00
12-oz. tins, per gross	41.00
8-oz. tins, per gross	28.00
6-oz. tins, per gross	22.50
4-oz. tins, per gross	16.50

TROPHY

4 oz, per doz	$0.95
6 oz, "	1.35
8 oz, "	1.70
12 oz, "	2.35
1 lb., "	3.00
2½ lb., "	7.50
3 lb., "	9.00
6 lb., "	14.50

MISCELLANEOUS.

Home, 10 oz	$0.90
Home, 25 oz	2.00
Home, 50 oz	4.00
Home, 80 oz	6.00
K. C., 10 oz	.85
K. C., 15 oz	1.25
K. C., 25 oz	2.12½
K. C., 50 oz	4.00
K. C., 80 oz	6.50

Cream Tartar.

Standard, bulk, 30-lb box	27
Standard, 12 1-lb tins	.28
Pure, bulk, 30-lb box	.38
Pure, 5-lb tins, per lb	.38
Pure, ½-lb tins, per doz	5.00

SODA.

Churches, A. & H., or Dwight's Cow Brand, 60 lbs. to case.

1-lb	per lb. $0.05
½-lb	per lb. .05⅝

EXTRACTS FLAVORING.

GUITTARDS' "PURE"

per doz	2 oz	4 oz	6 oz	8 oz
Vanilla	$2 50	$4 75	$7 00	$9 00
Lemon	1 75	3 25	4 50	6 00

Net weight. Patent Sprinkler Tops

Schilling's Best Extracts.

Triple Strength, Pure and Uncolored Sprinkling Tops.

Net weight. Never sold in bulk.

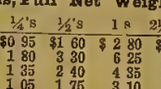
	Lemon and Others.	Vanila and Rose.
1 oz	1.80	1.80
2 oz	2.00	3.00
4 oz	3.75	5.75
6 oz	5.50	8.50
8 oz	7.25	11.00
16 oz	14.00	21.50
32 oz	27.00	42.00

Souder's Flavoring Extracts.

Price per gross.

	2 oz.	4 oz.	8 oz.
Reg. Lemon	9.00	18.00	54.00
Reg. Vanilla	14.40	28.80	72.00
XX Lemon	18.00	36.00	72.00
XX Vanilla	21.00	42.00	84.00
Asrtd Flavors	18.00	36.00	72.00
Rose Coloring	18.00	36.00	.....
Yellow Colrng	18.00	36.00	.....
Jamaica Gngr.	18.00	.....	.....

Assorted flavors contain strawberry, pineapple, orange, almond, rose, etc.



"Vanna" Extracts."

Lemon, 2 oz., per doz. 80
Vanilla, 2 oz., per doz. 80
Assorted Flavors, per doz. 80

COLUMN 21.

Department 17

CANDIES.

Lozenges.
(5-lb. boxes.)

XXX Peppermint, pails	12½
Thin Peppermint	.14
T. T. Peppermint	.15
Druggist Peppermint	.16
Musk, fluted, pails	.20
Cinnamon, Lemon, Sassafras, Rose	.17
Midget Fruit	.20
Conversation and Hearts	.14
Lilliput Conv. Hearts	.20
Midget Conv. Lozenges	.16
Crown T. T. Lozenges, 24 5ct. pkgs	.20
Aurora Lozenges, 24 5ct. pkgs	.80
Cough Troches, 5 lb bxs	.80
Eagle Wafers, Peppermints, Wintergreen	.25

Mixed Candy.
(30-lb. pails.)

Plain Mixed	9
Pacific Mixed	9¾
Royal Mixed	12½
Grocers' Mixed	10
Yankee Mixed	12
American Mixed	12½
Fancy A, Mixed	14
Fancy C, Mixed	13½
French S, Mixed	16
French No. 1, Mixed	18
French Extra Mixed	20
Lady, Mixed	15

Steam Panwork.

Anis Seed	20
Aromatic Cachous	18
Assorted Berries	16
Assorted Dragee	14
Assorted Imperials	16
Assorted Small Seeds	22
Birds' Eggs	16
Boston Baked Beans	16
Burnt Peanuts	16
Burnt Almonds	24
Caraway Seed, smooth	22
Caraway Seed, pearled	22
Celery Seed	21
Cinnamon Beans, large red	15
Cinnamon Beans, Imperials	16
Coriander Seed, pearled	18
Jelly Beans, pails	12½ 14
Jelly Birds' Eggs	16
Jelly Cranberries	16
Jelly Limes	16
Jelly Raspberries	16
Jordon Almonds, fine	45
Jordon Almonds, imitation	16
Licorice Beans	15
Midgets, pearled	20
Nonpareil Seed, white	16
Nonpareil Seed, colored	18
Prismatic Pearls	22
Red Hots	28
Ringed Marbles	16
Sugar Coated Licorice Tablets	20
Sugar Almonds	24
Sugar Plums	14

Stick Candy.
(30-lb. pails.)

Assortment: Peppermint, Lemon, Rose, Clove, Anis, Cinnamon, Sassafras, Vanilla, Pineapple, Wintergreen	9
Hoarhound	9
Hoarhound, wrapped	9
Peanut Sticks	10
Peanut Sticks, wrapped	13
Cocoanut Sticks	14
Cocoanut Sticks, wrapped	13
	14

Taffies.

Peanut Taffy	13
Peanut Flake	15
Peanut Brittle	15
Peanut Squares	14
Cocoanut Taffy	13
Cocoanut Squares	14
Chunks: Vanila, Rose, Chocolate, Lemon, Molasses	12½
Broken Taffy of broken chunk	9½

Drops and Lumps.
(30-lb. pails.)

Mixed Drops and Lumps	9
Molasses Peppermint Lumps	10
Hoarhound Drops	10
Crystal Rocks	12

Gum Goods.
(5-lb. boxes.)

A. B. Gum Drops, assorted	9
A. B. Gum Drops, Licorice	10
A. B. Gum Drops, Crystalized	11
A. B. Bonbons, plain, in bbls	6½
A. B. Bonbons, fancy, in bbls	7
A. B. Bonbons, fancy, crystallized, 5-lb. boxes	12
A. B. Fruits	16
Royal Gum Drops	12
Genuine Gum Drops, hard	25
Jelly Squares, assorted	14
Bijou Sticks	16
Spiced Jelly Drops	16
New Turkish Figs	16
Fig Paste, plain	15
Fig Paste, tricolor	16

Cream Goods.
5-lb. boxes.)

Fondans Creams	16
Hand Dipped	18
Hand Dipped, with nuts on	20
Fruit and nut ices	18
Cream Peppermint	18
Crushed Fruit Bonbons	30

Chocolates.
(5-lb. boxes.)

Chocolate, plain	14
Chocolate, Hand Made	18
Chocolate Dipped Bonbons	19
Chocolate Dipped Bonbons, with nuts	20
Chocolate, Climax, 30-lb pails	16
Chocolate Chips	28
Chocolate Nonpareil Drops	18
Chocolate Wafers	20

COLUMN 22.

Chocolate Cream Tablets, 30 in box	1.00

Marshmallows, Nougats, Etc.

Occidental Marshmallows, 5-lb tins	.28
Occidental Marshmallows, 3-lb tins	.30
Dipping Marshmallows, 5-lb. boxes	.25
Angel Food, 5-lb. boxes	.18
French Nouget, 30 5c slices in box	1.00
Walnut, Apricot, Spanish Nouget, 5-lb boxes, per lb	.25

Sundries.

Opera Caramels	18
Rock Candy, white & red	.14
Rock Candy, brown	.16
Licorice Drops	.20
Licorice Sticks, 16 to lb	.28
Locorice Tablets, 5 lb bxs	.20
Licorice Tablets, 24 5c bxs	.80
Licorice Penny Sticks, 100 in box	.65
Buttercups, 5-lb tins	.20

CHEWING GUM.

	Single	Box
Yankee Spruce, 20 pcs		.60
Sen Sen, 20 pcs		.60
Red Rooster, 20 pcs		.60
Sweet Heart, 20 pcs		.60
Newton's Pepsin, 20 pcs		.60
Biggest and Best, 20 pcs		.60
Bloodberry, 20 pcs		.60
Pepsin Sticks, 20pcs		.60
Bull's Eye Gum, 100 pcs		.60
Prize Gums		.65
Sweet Heart Jars, 100s		2.40
Beeman's Pepsin 60/40's to cs.		$1.20
Beeman's Pepsin, 100/20's		.60
Kis-Me Gum, in jars		2.25
Kis-Me Gum, in boxes		.60
Adams' Pepsin, in boxes		.60
Adams' Pepsin, in jars		3.00
Adams' Tutti Frutti, 36's		.90
Adams' Tutti Frutti, 20's		.60
Adams' Red Rose		.60
Adams' Black Jack		.60
Adams' N Y Rubber Gum, 400's		.65
Britten's Kola Nut		.60
White's Yucatan		.60
White's Red Robin		.60
Primley's Cal. Fruit, 36's		.90
Primley's Cal. Fruit, 20's		.60
Primley's Pepsin Sticks		.60

CRACKERS.

	lb.	⅛ box
Almond Drops	15	
Animals	12½	$1.20
Arrowroot	14	1.50
Assorted	12	1.15
Assorted, extra	14	1.30
Assorted, fancy	20	1.75
Assorted Wafers	16	1.90
Assorted Jumbles	14	1.25
Boston	9	.60
Butters, Mutual	10	.70
Butter Scotch	14	1.60
Butter, Star	9	.60
California Lunch	9	.90
Champion	9	.65
Chips, Mutual	14	1.10
Chocolate Biscuits	16	1.80
Chocolate Fingers	15	1.50
Chocolate Wafers	18	2.15
Cocoanut Bonbon	14	1.25
Cocoanut Cakes	14	1.25
Cocoanut Finger	15	1.50
Cocoanut Marshmallows	15	1.50
Cocoanut Taffy	15	1.80
Cocoanut Wafer	16	1.50
Coffee	12	1.25
Coffe Iced	15	1.35
Cornhill	10	1.10
Cracker Meal	6	1.10
Currant Cakes	12	1.10
Egg Jumble	14	1.25
Fruit Biscuits	14	2.40
Ginger Cakes	10	1.40
Ginger, Nut	11	1.40
Ginger Wafers	14	1.75
Graham	10	1.20
Graham Gem	9	.75
Graham Unsweetened	9	
Honey Fingers	14	1.25
Honey Pumbles	12	1.00
Honey Drops, spiced	15	1.60
Honeysuckle	16	
Jelly Fingers	16	1.50
Jenny Lind	12	1.10
Lady Fingers	15	1.30
Lady Fingers Iced	16	1.40
La Grande	11	1.10
Lemon Biscuit	14	1 25
Lemon Brittles	14	1.35
Lemon Snap	12	1.20
Lemon Wafers	14	1.75
Macaroon Almond	40	
Mutual Flakes	14	.90
Mutual Tea	15	1.60
Nic Nac, No. 1	10	1.10
Nic Nac	12½	1.25
Oysters	8	.70
Peoples Mixed	12½	1 25
Pilot Bread	4	.55
Pilot Bread Extra	8	.65
Pilot Saloon	7	.80
Ping Pong	16	1 50
Raisin Cake	12	1.10
Saloon Pilot	7	.85
Saloon Soda	7	
Salted Wafers	14	.90
Soda Extra	7	
Soda	6½	
Star Butters	9	.60
Vanilla Bars	14	1 40
Vanilla Biscuits	14	1 25
Vanilla Snaps	12	1 20
Vanilla Wafers	14	1.75
Wafers, Chocolate	18	2 15
Wafers, Ginger	14	1.75
Wafers, Lemon	14	1.75
Water Wafers	12	.80
Walnut Creams	16	1.50

COLUMN 23.

Department 18.

FANCY GROCERIES.

Bouillion Capsules.

Anker's, 10 capsules in box, per doz boxes	2.75

Capers.

Capotes, 1 dz in cs	1.20 1.30
Nonpareil, small	3.00
Do med.	2.25
Do large	5 00
"White Label," 6-oz. doz	2.25
"White Label," 10-oz. doz	3.15

TOMATO KETCHUP.



Catsups

Snider's

Qts., per doz.. $3 75
Pts, " 2 40
½-pints, per doz. 1 40



CAMPBELL'S

(½ Pts. Condiments)

2 dozen to case

Tobasco Ketchup dozen $1 15

Tomato Ketchup, dozen..... $1 15

Salad Dressing, dozen 1 15

Chili Sauce, dozen .. $1 15

Assorted cases, dozen..... $1 15

Miscellaneous.

Our Mother's Ctsp ½-pt, doz	1 40
Our Mother's Ctsp, pts, doz	2 30
Blue Label, 25 ½ pts to cs	3 10
Blue Label, 25 pts to cs	5 00
Blue Label, 12 qts to cs	4 00
Mother's Own, pts	1.50
½ pts	.90
London's Rockaway, Pts., doz	2.25
Sailer's "Purity," doz	.16

Chocolate and Cocoa

CHOCOLATES.

Baker's.

German Sweet, 6-lb boxes, ⅛s and ¼s	23
Eagle, 12/1s	24
Premium, 12/1s	31½
Vanilla, 12/1s	42
Powdered, ⅛s, ⅛s, 1s, 12/lb. boxes	29

Subject to quantity discount.

Huyler's.

Vanilla, 12-lb. boxes	36
Premium, 12-lb. boxes	33

Lowney's.

Cream Cakes, per box	80
Ice Cream Drops, per doz	75

Ghirardelli's.
In paper

Eagle, 24 1-lb	21
Eagle, 12 1-lb	21½
Eagle, 12 ½-lb	22½
Eagle, 12 ¼-lb	24
Crescent, 6 5 to lb	17
Crescent, 12 5 to lb	16½
Cal. Sweet, 6 6 to lb	21½
Cal. Sweet, 12 6 to lb	21
Monarch, 12 1&½-lb	26
Monarch, 12 1-lb	25
Monarch, 12 ½-lb	27
Star, 24 1-lb	19
Star, 12 1-lb	19½

Ground.
In tins

Ghirardelli's, 12 1-lb tins	26½
Ghirardelli's 24 1-lb tin	28
Ghirardelli's 60 3-lb tins	24
Venard's, 24 1-lb tins	21
Venard's, 60 3-lb tins	20
Miner's, 12 1-lb tins	22½
Miner's, 24 1-lb tins	22
Miner's, 20 3-lb tins	22

5 per cent off on 120-lb. lots

COCOAS.

Baker's Bkfst. 6/1 &½'s	40
Van Houten's, ¼'s and ½'s	85
Van Houten's, 1's	80
Royal Dutch, 12/½'s	40
Royal Dutch, 12/1's	75
Royal Dutch, 12/1's	70
Epp's, 14/½'s	40
Fry's, 12/½'s	39
Webb's 6/½'s	22
Lowney's, 6/½'s	27
Ghirardelli's Bkfst, 6/½'s	40½
Ghirardelli's Bkfst, 12/½'s	40
Ghirardelli's Inspri, 6&12/½'s	55
Miner's Bkfst, 6/½'s	38
Miner's Bkfst, 6/1-3's	40
Menier's, 1 ½'s	47

COLUMN 24.

Cereal Coffee.

Fig Prune, per doz	$2 25
Postum, 24/½'s, per doz	1 35
Postum, 12/1's, per doz	2 25
Postum, 36/1's, per doz	2 25
Graino, 12, 28	2.75

Chutney.

Chutney, asst, qts	$6 25
Chutney, asst, pts	3 75
Chutney, Major Grey, qts	6 50
Chutney, Major Grey, pts	4 25
Ban-ki-pore, pts	3 00

Condensed Milk

BORDEN'S CONDENSED MILK CO.



Gail Borden Eagle brand
In 5 case lots
Pony
Challenge
Floral
Dime
Rose

6 80
6 65
2 25
4.70
4.65
3.75
1.40

(Each of above Brands 4 doz. in case)

Borden's Malted Milk.
Trial Size, per doz. .90



Borden's Pioneer Brand Evaporated Cream

Large Cans, 4 doz. in cs. 4.00
Peerless 4.70
Yacht 3.80
Family Size, 4 doz. in case.
Quarts, 2 doz. in cs

ALL ABOVE BRANDS GUARANTEED



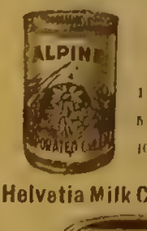
CARNATION CREAM

20 oz. cans 4 doz
Per case 4 00
5 cases 3 95
25 cases 3 90
50 cases 3 85



LILY
(large tin)

1 cs. $3 90
10 cs. 3 85



ALPINE EVAPORATED CREAM

1 to 5 cs $3 60
5 to 10 cs 3 55
10 to 25 cs 3 50

Helvetia Milk Condens'g Co.



Originators Evaporated Cream
Highland Evaporated Cream 4 doz in box $5 00
Baby Pet, 6 doz. 3 60
Pet, reg. 4 doz., per case 3 25

Miscellaneous.

St. Charles, 4 doz., in case	$4 60
St. Charles, 5-case lots	4 50
Horlick's Malted Milk, doz	4 50

Cocoanut.

Schepp's, ½ lb. pkgs per lb	28
Schepp's, ¼ lb pkgs per lb	24
Schepp's 1 lb pkgs per lb	23
Schepp's, pails, 20 lb, per lb	14

Baker's.
Spohn-Patrick Co., Agents.

O. N. T., Long Thread, ¼-lb, 15 lbs to case	27
O. N. T., Long Thread, ½-lb, 15 lbs to case	26
Brazil, shredded, ¼-lb, 17 lbs to case, ⅛ case	2.85
Brazil, shredded, ½-lb, 17 lbs to case, ⅛ case	2.85

COLUMN 25.

Cranberry Sauce.

	doz.
Anderson's 2s, 2 doz box	2.25
Tea Garden, 2s, gls, 12 box	4.00
Tea Garden, 1s, gls, 24 box	2.25
Cape Cod, 2 lb, gls, 12 box	3.50
Cape Cod, 1 lb, gls, 24 box	2.00
Home Made, 1s, 2 doz box	2.15
do 2s, glass, 1 doz box	4.00

Cottolene.

2's, 5's or 10's, per cs. of 60 lbs	7 00
5 case lots	6.90
10-case lots	6.85
25-case lots	6.75

Curry Powder.

Cross & Blackwells, 2 oz	1.35
do 4 oz.	2.35
Do 8-oz.	3.65
Do 16-oz.	6.20
East India, Bombay, 16 oz	5.00
East India, Bombay, 8 oz	3.25

Extract of Beef.

Liebig's (Genuine)	2 oz.	4 oz.	8 oz.	16 oz.
doz.	4.65	8.50	15.90	29.75

"Rex" Solid.

2-oz., doz. $3 96 8-oz., doz. $13 27
4-oz., doz 7.20 16-oz., doz 24.75

Marshall's

2 oz., per doz. $2.40

Gelatine.

Knox's, per doz.	1 20
Knox's, per gross	14 00
Cox's, per gross	12 00
Keele's, per doz	1.10

Ginger (Preserved).

½ doz jars in cs, per cs. 2.25

Lemon Sugar.

Glit Edge, 24/½s, per doz	1.37½
Glit Edge, 24/1s, per doz	1.85

Lime Juice.

Tahita, 24/8-oz, per doz	$1.25
Tahita, short measure, 16-oz	1.50
Tahita, full measure, 16-oz	1.75
Tahita, full measure, 32-oz	3.50
Tahita, bulk, gal	1.00

Mushrooms.

	doz.
Le Court, 100 to cs	$2.50
La Forrest, 100 to cs	2.75
Hotel, 100 to cs	2.20
Fancy Stuffed, pts	4.00

OLIVES.

OLIVES IN BULK.

	25 gl.	10 gl.	5 gl.	3 gl.
Ex. No 1, Q'n.	14 00	11 50	6 00	3 75
Lge No. 1, "	13 00	10 50	5 00	3 25
No 1 Qu'n	9 50	9 75	4 75	2 90
No 2 "	8 50	8 75	4 50	2 85
Manzanilla	7 00	7 25	3 75	2 40

Extra charge for kegs & barrels.



Olives

SEVILLE PACKING CO.

White Label Queen Olives—

28 oz., per doz	$5.50
18 oz., "	3.75
6-oz, "	1 25

Pim-Olas

18 oz, 2 doz, per cs, per doz	$6 10
10 " " " "	3 55

Baby Pim-Olas

10-oz, 2 doz. in case, per doz.	$2 50
6 oz, 2 doz. in case, per doz	1.50

Olive Oil

NICELLS

	Case
½ pints, 4 doz	$9 00
Pints, 2 doz	3 55
Quarts, 1 doz	7 35
22-oz.	9 00

MISCELLANEOUS

Golden Gate, in gal tins, per gal	1 80
" ½ " "	1 85
" ¼ " "	1 90
Pale Grove, pure Cal., qts.	doz. 7 75
Cooper's qts., ⅛ doz.	10.00
Cooper's pts, ⅛ cs of 2 doz	10.00
Antonini, J. P. B., qts, ⅛cs	7.40
Do 1½-gal. tins, ⅛ tin	2.90
Duret, qts, pts, ⅛ doz cs	6.00 7.00
Lucca, Crosse & Blackwell's qts.	7.50
Lucca, Crosse & Blackwell's pts, 2 doz	8.25
Lucca, Crosse & Blackwell's ½ pts, 3 doz	7.25

Salad Oil.

Durand Oil

Quarts, 1 doz. to case, per case	$1 90
Pints, 2 " " "	1 05
½-Pts., 3 " " "	1. 5

Puritan Salad Oil

Quarts, 1 doz. to case, per case	2.20
F. Dubec & Fils, 1 dz qts, per case	1 50
Imitation Lucca, qts	1 90

Paprika.
Gordon Packing Co.

1-16 lb	doz 1 25	½ lb.	doz 6 00
⅛ lb	doz	1 lb.	doz
¼ lb	doz 2 80	Bulk, lb	

COLUMN 26.

Peanut Butter

Heron's, 2 doz to cs, per dz. . 2.40

Peels.

Citron, 25-lb box $0.13½
Citron, 10-lb box ..... .14
Lemon, 25-lb box ..... .11¼
Lemon, 10-lb box ..... .13¾
Orange, 25-lb box ..... .11¾
Orange, 10-lb box ..... .12¼

PICKLES.

Gordon Packing Co.
California—Mixed or Plain.

No. 1, bbls, per gal.....$0.25 to $0.27
No. 1, ½ bbls, per gal.. .27 to .29
No. 1, 10-gal keg, p kg. 2.35 to 2.45
No. 1, 5-gal keg, p keg. 1.20 to 1.25
No. 1, 3-gal keg, p keg. .80 to .85
No. 2, bbls, per gal..... .23
No. 2, ½ bbls, per gal..... .25
No. 2, 10-gal keg, per keg..... 2.15
No. 2, 5-gal keg, per keg..... 1.10
No. 2, 3-gal keg, per keg..... .80
No. 3, bbls, per gal..... .15
No. 3, 10-gal keg, per keg..... 1.25
No. 3, 5-gal keg, per keg..... .65
No. 3, 3-gal keg, per keg..... .57½

SWEET—"PACIFIC."

Bbls, ₩ gal 51
½ bbls, ₩ gal. 53
10-gal keg, per keg..... 5.00
5-gal. keg, ₩ keg 2.75
3-gal. keg, ₩ keg 1.75
Square, 1doz ½-gal, ₩ doz.. 2.25
Square, 2 doz ¼-gal, ₩ doz.. 1 60
Square, 4 doz ⅛-gal., ₩ doz 1.25
Round, qts, ₩ doz..... 3 75
Round, pts, ₩ doz..... 2 50
Round, ½ pts, ₩ doz..... 1.75

Crosse & Blackwell's.

	Doz.
Mxd Pkls, pat tops, pts..	4.15
Mxd Pkles, Pat tops, ½ pt.	2.50
Mxd Pkls, corks, pts.....	3.95
Chow Chow, pat tops, pts..	4.15
Chow Chow, pat top, ½ pt.	2.50
Chow Chow, corks, pts....	3.95
Onions, pat tops, pts.....	4.15
Onions, pat tops, ½ pts...	2.50

Root Beer



Less 5 per cent. on gross lots

Hires' case of 1 gr..... 20 00
6 doz. lots 10 00
3 " 5 00
1 " 1 75

Hires' Carbonated Root Beer cs of 2-dz pt bottles, patent tops, per cs $2.00 in 5 case lots 1 95
Hires' Carbonated Gingar Ale Per case 2 00
5-case lots, $1.95.



Hires Rootbeer Carbonated and Ginger Ale empty bottles, if returned to Hires-Patrick Company, will be received by them at 25c. per case of 2 doz. bottles (with case) Delivered at San Francisco.

Salad Dressing.

Durkee, small, 2 doz, ₩ doz...2.5b
Do large, 1 doz, ₩ d.....4.80
Do picnic size, 4 dz, ₩ dz..1.00
My Wife's, 1 dz, 16-oz. case....2.75
My Wife's, 2 doz, ½ pt, cs..3.40

Alph. Salad Cream.

Jumbo, 1 doz. to case, per case...4.25
Do large, 2 doz. " " ...4.70
Do picnic, 2 " " " ...2.50

El Paso Manfg. Co.



1653 Mission St.

Manufacturers

Flavoring Extracts
Fruit Juices
Syrup
Salad Dressing
Bluing
Ammonia

Meat and Salad Dressing, doz. .90

COLUMN 27.

Saratoga Chips.

(Less 5 per cent)
Boxes, 15 and 30-lb, per lb..$0.20
Cartons, 6-oz, 2 doz in cs, doz 1.30

SAUCES.

SNIDER'S SALAD DRESSING



Pints, 1 doz. in case, doz. $2.75
Hlf-Pts, 2 doz. in case, doz. 1.75



Snider's Oyster Cocktail S'ce pints, 2 doz to c'se, doz .. .2 40

Same gallon jugs, 6 to case, per gal..... 1 80

Snider's Chili Sauce, pints, 1 doz. to c'se doz 2 40

Same, half pts 2 doz to c'se doz .. 1 45

Bayle's Tabasco Pepper Sauce, in cases, 6, ½-doz. boxes, per doz. $3 00
boxes of 12 bottles, per doz..... 3.50
Holbrook's W'cestershire, ½'s.2.40
Do pts. 4.00
Do qts. 7.25
*Lea & Perrin's Worcestershire, small 2.75
*Lea & Perrin's Worcestershire, medium 5.00
*Lea & Perrin's Worcestershire, large 8.25
*5 cases 5c ₩ doz less.
Ban-ki-por, ½ pts, 2 doz case, per doz 2.40
Ban-ki-por, pts, 1 doz case....3.80
Tobasco, McIlheny 4.10
Tobasco, New Iberia 3.50
Braunhardt's
Tropical, ½-pts, 2 doz. per case 4.50
" pints, 2 doz. " " 8.10
Bengal Worcester, ½ pt..... .55
Bengal Worcester, pt 1.05
Pepper, sprinkle top, ½ pt.....2.00
Superior Pepper, small ..... .75
Superior Pepper, large 1.50

Pure Food Pk'g Co.

Worcester Sauce, London Club, ½ pts; do ..... .75

SALT.



LESLIE SALT.

Free Running—

Cartons, 20 5s.....$ 2.50
Cartons, 24 3s..... 2.00
Cartons, 48 2s..... 2.75
Caddies, 50 2s..... 3.25

Velvet Grain—

Bales, 75 2s.....$ 1.50
Bales, 50 3s 1.50
Bales, 40 4s..... 1.50
Bales, 30 5s..... 1.50
Bales, 15 10s..... 1.50
Bales, 8 20s..... 1.50
50-lb sacks, per ton..... 18.00

H. B. H. Liverpool.

Bales of 75, 2's, per bale.....$1.25
Bales of 40, 4's, and 15 10's.... 2.0
Bags, 200s (50s $8), per ton.. 7.50

Rock Salt.

Half-Ground, 100-lb sacks, per ton .....$ 3.75
Stock, 100-lb sacks, per ton... 3.50
Liverpool Lump, per ton.... 13 50
Cal. Table and Dairy, pr bale. 1.05
Cal. Table and Dairy, 50's, per ton 6.25

Package Salt.

Shaker Salt, per doz.....$0 90
R. S. V. P., 3's, 24 to cs, p. cs. 2.25
R. S. V. P., 5's, 20 to cs, p. cs. 2.75

Celery Salt.

Mertens, 1 doz in box... .... 1 05

Sauerkraut.

Barrels, per lb..... .02¾
½ bbls ..... .03
¼ bbls ..... .03¼
3-gal kegs, per keg ..... .90
5-gal kegs, per keg..... 1.15
10-gal kegs, per keg..... 2.25
2-lb tins, 2 doz in cs, doz.... 1.35
2½-lb tins, 2 doz in cs, doz... 1.60

COLUMN 28.

SOUPS.



CAMPBELL'S (1-lb. Condensed). Packed 48 1-lb. cans to case. Straight cases of any variety, or following assortment:

8 Tomato, 6 Vegetable, 4 Ox Tail, 3 Mock Turtle, 3 Chicken Gumbo, 2 Tomato Okra, 1 Julienne, 2 Beef, 2 Consomme, 2 Pea, 2 Celery, 2 Vermicelli-Tomato, 2 Clam Chowder, 2 Mutton Broth, 2 Bouillon, 3 Chicken, 2 Mulligatawny.
Price, per doz, any variety...$0.90
Special on 5 case lots..... .85

Miscellaneous.

Anderson's Asstd, per doz.... .90
Anderson's straight, per doz.. .90
Snider's Tomato—3 lb tins 2 doz. in case, per doz. $2.60

Same—2 lb tins 2 doz. in case, per doz. $1.35
Van Camp's asstd, per doz.... .90
Van Camp's straight, per doz. .90

SPANISH DELICACIES.

Specialties of the
Spanish-American Food Co.
149-155 Fremont St.
Medal Goods. Paris Exposition.
IXL BRAND



	Doz.
Beef Tamales in key op. cans	.90
No. 1 Boneless Chicken Tamales in key-op. cans	1.03
No. 2 Not Boneless Chicken Tamales in key op. can	1.00
Extra Special Boneless Tamales in key op. cans	1.60
Chili Con Carne, 1 lb.....	1.20
Enchiladas, in key-opener cans	1.20
FRIJOLES, 1 lb	.90
Minced Tripe, Spanish style, 1 lb	1.25
Concentrated Soup, pts., 19 varieties	.90
Concentrated Soup, qts., 19 varieties	1.85
Minced Deep Sea Clams, 1 pt.	1.00
Minced Deep Sea Clams, 1½ pt	1.65
Clam Juice, 1 pt.....	.95
Clam Juice, 1½ pt.....	1.50
Cal. Baked Beans, tomato sauce, 1 lb., 4 doz in case...	.85
Cal. Baked Beans, tomato sauce, 2 lbs., 2 doz to case ...	1.35
Cal. Baked Beans, tomato sauce, 3 lbs., 2 doz to case...	1.75
Chili Beans (Tamale Sauce) 1 lb, 4 dz to case.....	.85
2 lb, 2 " "	1.35
2 lb, 2 " "	1.75
Deviled Oysters, for Sandwiches 4 doz to case	1.40
Pate Chicken Liver for sandws. 4 doz. to case.....	1.40
Macaroni and Cheese, with Tomato sauce, 1 lb, 4 dz. cs..	.90

Truffles.

Rilhac, 100/¼'s, per doz.....12.00
Rilhac, 100/ 1-16's, per doz..... 3.00
La Forrest, 100/¼'s, per doz..17.00

Vinegar.

	½ Bbl.	10 bbl.	5 gal.	3 gal.
30 grain....	08	10	1 15	65	50
40 grain....	10	12	1 35	75	60
50 gr in....	12	14	1 70	90	80
60 grain....	14	16	2 00	1 10	95
80 grain....	16	18	2 65	1 50	1 25
90 grain ...	18	20	3 50	1 85	1 65
100 grain....	20	22	3 85	2 00	1 85

Hammond's Vinegar.

Salad, qts, per doz.....1.25

Yeast Cakes.

Great Western 1.00
Gillett's Magic 1.20
Yeast Foam 1.20

J. M. Cline Co.

29 Market St., S. F., Cal.
Worcestershire, ½ Pts, doz .90
Worcestershire, Pts, doz..1.65
Worcestershire, Bulk, gal..1.00
(Discount for Quantities.)

COLUMN 29.

Department 19.
GROCERY SUNDRIES.

Axle Grease.

H. & L., per case.....$1.50
C. & S., 2-doz case, per case... 2.00
" 5 cs lots 1.95
" 10 cs lots 1.85
Frazer's, 2 doz tins, per case. 2.25
Frazer's, 4 doz wd, per case... 3.60
Frazer's, 15-lb pails..... .85
Mica, 3 doz tins, per case..... 2.50

Paper Bags.

Automatic, Self-opening, 500 in pkg. List.

¼-lb	$1.00	8-lb	4.80
½-lb	1.20	10-lb	5.20
1-lb	1.60	12-lb	6.30
1½-lb	1.70	14-lb	8.30
2-lb	2.00	16-lb	9.00
3-lb	2.50	20-lb	10.00
4-lb	2.90	25-lb	11.00
5-lb	3.40	30-lb	13.00
6-lb	4.00	35-lb	15.00
7-lb	4.40		

Discounts from above List:
***(Cheapest).....50 pct and 5, 10's
Eagle or Equal....50 pct and 2, 10's
White Fibre, or any white bag, ...50 pct and 1, 10's
Mikado (striped) .....40 pct
Sugar Bags, broad bottom, 1b....06
Lion, 40 per cent and 1....1.10

Bluestone.

Barrels, per lb (5 bbls 5½c) .$0.05⅝

Bathbrick.

Bristol, 2 doz, per case (25 case lots 67½c) $0.70
Powdered, 20 1's, per case 1.15
Powdered, 40 ½'s, per case 1.25

CANDLES.
Adamantine.

Schneider's 10 oz. 20's.....$0.07
Schneider's 12 oz. 20's..... .08½
Schneider's 14 oz. 20's..... .09½
Parafine, 20 1 lb. cakes...1.90
do, 5 bx. lots..... 1.80
do 40 1 lb cakes..... 3.80
do 5 bx lots..... 3.65
do 100 1 lb cakes..... 9.50
do 5 bx lots..... 8.50
P. & G. Adamantine, 10 oz. 8¼
do 12 oz. 9¼
do 14 oz. 10½
Yacht Club Quartz Candles 20 sets 14 oz..... .10
40 sets 14 oz. ..... .05¾

Stearic.

Schneider's 14 oz 20's or 40' .12
Schneider's 16 oz 20's or 40's. .13½

Parafine, Etc. **Per lb.**

4s, 6s, in cartons of 36-lb bxs..10¼
12s, in cartons of 36-lb bxs.....10¾
½-lb, in cartons of 25-lb bxs...10¼
1-lb, in cartons of 25-lb bxs....10¼
Colored 1c higher.
Beeswax, pure for churches.. 40
Do No 2..... 30
Do No. 3..... 25
Christmas, all sizes.....8 8½
Do holders, ₩ gross..... 85
Wax Tapers, ₩ doz pkgs (₩ gross 8.00)..... 65 75
Night Lights, German, on pap & wd, (doz 40)..... 65
Do French, on tin, doz.. ..... .50, .75, 1.10

Cordage.

Basis price: Manila 14½c. Sisal 9¾c (5,000 lbs ¼c, and 10,000 lbs ½c less.)

Egg Food.

Pratt's, 26-oz, 2 doz in cs....$2.25
Wellington's, 1-lb. 2 doz box.. 2.00

Fly Paper.



Fly-Net, Per case $2.60
Magnet, per case.....$2.50
Tanglefoot, per case..... 2.90
Tanglefoot Holders, per case of 50 ..... .75

Fruit Jars.

Mason's, pts, per gr..... 5.50
Mason's qts, per gr..... 6.25
Mason's, ½ gals 8.50

Fruit Jar Caps.

Porcelain, 6 doz to box, per bx 1.05

Fruit Jar Rubbers.

No. 1 white, per lb..... 50-60c
"Gold Seal," cartons, per gr.. .75
"Badgers," cartons, per gr.... .60

Hops.

No. 1, ¼ lb, 30-lb. box, lb..... .28
No. 1, ½ lb, 30-lb box, lb..... .28
No. 1, 1 lb, 30-lb box, lb..... .28
Less than 30-lb boxes..... .29

Horseradish.

½-pts, 2 doz in box, doz..... 1.10
Pts, 1 doz in box, per doz.... 1.50
Qts, 1 doz in box, per doz..... 2.75
Bulk, per gal ..... .75

Glue.

Le Page's, 1 oz, per doz..... .75
Le Page's, 2 oz, per doz..... 1.15
Le Page's ½-gill tins, per doz. 1.20
Le Page's, 1-gill tin, per doz.. 1.60
Standard, small, per doz..... .50

COLUMN 30.

EUREKA INSECT EXTERMINATOR.



Manufactured by
Jos. Fusch, 525 Front Street, San Francisco.

10c size, doz ..... .75
25c size, doz 1.75
60c size, doz 4.50
1.00 size, doz 8.00
Harmless to persons or animals; does not irritate the skin or injure the eyes.

MATCHES.

Metropltan, full count, per tin.$1.15
Universal, shrt count, pr tin .85-.90
Boys' block pap pkg, per doz .10
Swedish Safety, per gross..... .80
Swedish wind, 1 gross..... 85
Vulcan Parafine, 65s, ₩ gross (50 gross 50c) ..... .50 .55
Japanese Safety, per gross..... .50
Squirrel Matches, 55s, per gross .43
Ship Safety Matches, la ge, gross .75
" " small, " .65

Diamond Match Co.'s.

Anchor, 200 ..... 1.70
Do 500s..... 3.75
G. G., 60s..... 2.50
S. & C., 300s..... 3.30
Red Top Safety 3.25
S. & C., Eastern Parlor, 80s.... 4.25
Do 5-case lots 4.00
Butterfly Wax, 500s..... 8.00
Press, 100s, 5-gross cs..... 4.75
Do 5-case lots 4.50
Little Star, per cs..... 2.20
Do 5-case lots 2.00
Search Light, 500s, large 1 gr.. 4.75
Do 5-case lots 4.50

Paper, Wrapping.

Butter, White, ₩ ream..... 20
Do Waxed ₩ ream..... 25
Manilla, No. 2, roll, any sz. lb....3½
Manilla, No. 1, rolls or reams, ₩ lb..... 5
Straw, ₩ ream..... 70
Do rolls any size, ₩ lb.... 3¼
Drab, ₩ ream..... 60
Do rolls any size, ₩ lb.... 2¾
Metropolitan White Fibre Rolls, per pound 4

Paper, Toilet.

Columbia, in rolls, 7 oz, per cs of 100 .....2.75
Royal, 100 rolls of 500 shts.....4.00
Pilot, 100 tablets of 500 shts..3.75
Golden Eagle, 100 tablets of 1,000 sheets 8.00

Polishes, Shoe.

Mason's.

Mason's Colt-Coron-ide Per gross $4.70; per doz. 40c

Mason's Paste Stove Polish Per gross $4.70; ¼-gross $1 20

Mason's Challenge, per doz .... .40
Mason's Challenge, per gross... 4.70
Challenge Shoe Dressing, small per doz.....$ .75
large " " 1 50
Russett Comb'n. shoe Dressing small, per doz ..... .75
large, " " 1 50
Black Comb'n Shoe Dressing small per doz ..... .85
Patent Leather Polish, per doz ..... .50
Mason's, No. 4 ..... .45
" " per gross 5 20
" No. 3 per doz ..... .85
" " per gross. 8 40
" No 2 per doz ..... .80
" per gross..... 3 00
" No. 1 per doz ..... .25
" " per gross 2 80

Scott & Gilbert Co.

Manufacturers.
802 Davis Street San Francisco, Cal.



In 3 dozen cases per

Alaska Seal Oil.... 20 00
Top Notch 15 0
Russian 12 00
Boss..... 9 00

COLUMN 31.
Bixby's.



Jet Oil.....per doz. 85
Jet Oil, 3 doz. in box, with Marvel Brush Free 2 55
Royal Polish ..... per doz. 85
Royal Polish, 3 doz. in box, with 8 pkgs. 5c Carpet Tacks free. 2 55
Shoe Satin, Small Comb, per doz. 80
Shoe Satin, Large Comb, per doz. 1 25
No. 5, Shoe Satin Paste, per doz. 40
No. 10, Shoe Satin Paste, p doz 85
Satinola, Small Comb 80
Satinola, Large Comb 1 25
No. 5, Satinola Paste 40
No. 10, Satinola Paste 85
"BSB" Blacking Size M. 3 dz. in box ..... } 1 25
½doz. paste free .....
"BBB" Blacking, Size B. 8 doz. in box ..... } 2 50
1 doz. paste FREE .....

Polish, Stove.

Rising Sun, large pkg, ₩ gross. 6.25
Do 5-gross lots, ₩ gross. .6.00
Do Small pkg, ₩ gross....4 25
Sun Paste, large, ¼ gross, per gross 8.00
Sun Paste, small, ¼ gross, per gross 5.00
Enameline, No. 4 tins, ₩ gross. 5.00
Do No. 6 tins, ₩ gross.....8.25
Do Liquid, pt-tins, bx 3 doz. 2.25

Polish, Metal.

Electro Silicon, 1 gr in case, per doz ..... .80
Brilliantshine, ½ pts, per doz.. .90
Brilliantshine, pts, per doz.... 1.70
Brilliantshine, qts. per doz.... 3.10

U. S. Metal Polish.



	Doz.
POLISH	
Qts...	$3 00
Pts....	1 70
½ Pts.	90
PASTE	
lb...	$3 00
½ lb .	1 75
4oz...	50
Barkeepers Friend powder gr..	$18.00

U. S. METALLIC POLISH PASTE is put up by a Practical Chemist; also in Liquid Form. Free from Acid or Grit. 20 years in the Markets of the World. **J. T. WILSON,** Pacific Coast Agt., 1770 15th St., S. F. For sale by all dealers. Also the Barkeepers' Friend Cleaning Powder.

Rope.

Manila, 1¼-in. cordage ..... .15
Sisal, 1¼-in. cordage ..... .10¾

Seeds.

Anis 14½
Canary 7 7½
Caraway 8 10
Celery 13
Coriander 15
Cumin 13
Flax, ground 1
Flax, whole 3¾
Hemp, sacks 4½
Millet 6½
Mustard 5½
Poppy (Or. sks 9¾)..... 10¾
Rape, Cal. 4½
Bird gravel, 40 2s..... 2.00
Bird Seed Mixed 48—1-lb. pkg 7½
Original sacks ½c less.

Sheep Dip.

Little's, 10½-gal tins, per gal $1.05
Little's, 5-gal drums, per gal.. 1.05
Smith's, 10½-gal tins, per gal .95
Smith's, 5-gal drums, per gal .95

Twine.

Cotton, 4 ply, 100-lb bls. per lb 21
Do 3 ply, 100-lb bls, per lb.... 21
Do 2-lb cones, per cone..... 48
Hemp, 8-oz balls, per 3-lb pkg.. 70
Do, 4-oz. balls, per 3-lb pkg. 75
Do 2-oz balls, ₩ 3-lb pkg.. ..
Sack, 4 ply, 12-lb pkgs, per lb. 33

Wax.

Fruit, 25 1-lb pkgs, ... 90
Japan, per lb. 20
Beeswax 35

Wax Strings.

12 in. 10 pkg. 100 stgs. each.... 1.50
14 in. 10 pkg. 100 stgs each.. 1.60

COLUMN 32.
Department 20.

WOOD AND WILLOW WARE

AXE HANDLES.

Ex. 36-in., doz. $2.25
No. 1. 36-in., doz..... 1.75
No. 2. 36-in., doz..... 1.25
No. 3. 36-in., doz..... 1.05
Ex. 38-in., doz..... 4.00
Ex. 40-in., doz..... 4.25

BASKETS.

	Per Doz.
Cal., Open, Spruce, No. 3..	.60
Cal., Open, Spruce, No. 4..	.60
Cal., Open, Spruce, No. 5..	.84
Cal., Satchel, Spruce, nest, 0-5	1.10
Cal., Satchel, Spruce, nest, 1-5	1.00
Cal., Satchel, Spruce, nest, 1-41	.71
German market, nest of 4	1.25
Clothes, Oval, Wil., No. 0.	6.50
Clothes, Oval, Wil., No. 1.	6.00
Clothes, Oval, Wil., No. 2.	7.50
Clothes, Oval, Wil., No. 3.	9.00
Clothes, Oval, Wil., nest 4...	8.17
Japanese Telescope, nest of 5, size 18x12x7.....	1.10
Same, size 20x13¾x7.....	1.50
Same, size 24x15x10.....	2.10

BOWLS, WOODEN.

	Per Doz.
Maple, No. 1, 11-inch.....	.75
Do No. 2, 13-inch.....	1.50
Do No. 3, 15-inch.....	2.75
Do No. 4, 17-inch.....	4.25
Do No. 5, 19-inch.....	5.75
Do No. 6, 21-inch.....	7.50
	Per nest.
Maple Nests, 3, 13, 15, 17-inch	.71
Same, 4, 13, 15, 17, 19-inch	1.20
Same, 5, 13 to 21-inch...	1.81

BROOMS.

	Per Doz.
Patent Cap, No. 1.....	3.80
Patent Cap, No. 2.....	3.60
Patent Cap, No. 3.....	3.35
Extra Patent, No. 1.....	3.85
Extra Patent, No. 2.....	2.60
Extra Patent, No. 3.....	2.40
Ladies' Pride, No. 1.....	2.85
Ladies' Pride, No. 2.....	2.60
Ladies' Pride, No. 3.....	2.40
Little Beauties	3.00
Ladies' Delight	2.80
Toy, 2 strings..... .90	1.35
Wisp, 2 strings ..... .90	1.25

BRUSHES.

	Per Doz.
Dust	2.00 12 00
Scrubbing	.55 3.00
Dandy	1.50 5 75

Shoe Brushes.

No. 1, black tampico	1.10
No. 2, bristles	1.65
No. 3, white bristles	1.75
No. 4, bristles	2.00
No. 5, white bristles	2.25
No. 6, horse hair	2.70
No. 7, bristles	3.90

Stove Brushes.

	Per Doz.
No. 1, tampico, handles...90c-$1.10	
No. 2, bristles, handles.....	1.85
No. 3, tampico, handles	1 85
No. 4, bristles, handles ...	3 25

Ox Fibre Brushes.

	Per Doz.
Scrub, T. & B., 9x2½ in face	.80
Do Hub, 10x2¾ in face.	2.00
Do Magic, 7¼x2 in face	1.10
Do Owl, 6½x1¼ in face	.85
Do Cat, 10½x2½ in face	1.50
Do Rat, 8¼x2¼ in face	1.25
Do Mouse, 6¼x2½ in fa	1.00
Do Alligator, 10½x2¾ in face	2.25
Do Goose, 8¾x2¾ in fce	2.00
Do Duck, 6¼x2¾ in fce	1.50
Stove, Hustler, 8½x2½ in face	2.25
Sink, Bell, 3½x2½ in face	1.40
Sink, Gong, 4¾x3¾ in face	2.25
Horse, Pointer, 10x3¼ in face	3.00
Creamery, Jersey, 9x5 in face	3.25
Creamery, Holstein, 9½x 5¼ in face	3.50
Dust, Peacock, 10½x4 in face	3.25
Hand, Windsor, 4¼x1¼ in face, per gross	6.00
Whitewash, Snowstorm, 9-in., per doz	2.00
Same 8-in., per doz	1.75
Same, 7-in., per doz	1.50

CAN OPENERS.

Diamond, per doz $0 75
Crown, per doz 1 25
Scissors, per doz 2 25

CARPET SWEEPERS.

Bissells, per doz 25.00 to 27.00
King, per doz 24.00

CHEESE SAPES.

Round No. 1 10-in $2 20
Round No. 2 12-in 2 25
Round No. 3 24-in 3 50
Square, each 4 00

Clothes Line.

Hemp, 40-foot, per doz $0 80
Hemp, 60-foot, per doz 1 25
Cotton, 40-foot, per doz 80
Cotton, 60-foot, per doz 1 20
Cotton, 72-foot, per doz 1 75
Manila, 40-foot, per doz 1 25
Manila, 60-foot, per doz 2 50
Sash Cord, 50-foot, per doz 1 75
Sash Cord, 80-foot, per doz 3 00
Wire Cord, 50-foot, per doz 1 05
Wire Cord, 75-foot, per doz 1 60
Wire Cord, 100-foot, per doz 2 75

COLUMN 33.

Clothes Line Pulleys.

Galv. Iron, per doz.. .....$0.65

CLOTHESPINS.

Common, per bx of 5 gross .65
U. S. Patent Spring, per gr .60

COFFEE MILLS.

Enterprise, Family, No. 1, doz. $2.50
Enterprise, Family, No. 2, doz. 3 50
Enterprise, counter, sa....5.50-35.00

CORKS.

Wine, pt size, per M..... $4.75
Wine, qt size, per M..... 5.25

Demijohns.

(Less 40-10-5 per cent discount.)
¼-gal., doz..$3.25 2-gal., doz..$10.50
½-gal., doz.. 4.50 3-gal., doz.. 13.50
1-gal., doz... 6.50 5-gal., doz.. 19.00

Dust Pans.

No. 1 Japan, doz..... .67
Covered, doz 1.14
Janitor, doz 2.25

Dusters.

China, fancy colored, doz.... .75
Standard Turkey, No. 10, doz.. 1.50
Standard Turkey, No. 12, doz.. 2.00
Standard Turkey, No. 14, doz.. 2.60
Standard Turkey, No. 16, doz.. 3.15
Standard Turkey, No. 18, doz.. 3.75

DOOR MATS, COCOA.

	Per Doz.
Light, No. 1, 14x24.....	4.00
Do No. 2, 16x27.....	5.50
Do No. 3, 18x30.....	7.25
Do No. 4, 20x33.....	9.00
Medium, No. 1, 14x25.....	5.25
Medium, No. 2, 16x27.....	6 75
Medium, No. 3, 18x30.....	8 50
Medium, No. 4, 20x33.....10.25	
Extra, No. 2, 16x27.....	9.50
Extra, No. 3, 18x30.....12.50	
Extra, No. 4, 20x33.....15.00	
Extra, No. 5, 22x36.....18.00	
Keystone Steel Mats.....	

Faucets.

Cork lined, No. 1, doz.... ....$0 60
Cork lined, No. 2, doz..... 75
Cork lined, No. 3, doz..... 90
Cork lined, No. 4, doz..... 1.25
Cork lined, No. 5, doz 1 50
Molasses Gates $0.25
Self-Measuring Faucets, each, 3.00
Syrup Pumps (Ent'rprise), ea. 5.75
Syrup Pumps with auger, ea . 6 00

Ironing Boards.

4-ft., per doz..... 4 20
4½-ft., per doz..... 4 75
5-ft., per doz 5 25
5½-ft., per doz 5.75

LAMP CHIMNEYS.

XX Eureka Grade.

Eureka Crimp Top in Cartons.

	Per Doz.
No. O or E, 6 doz. in case	.75
No. 1 or A, 6 doz. in case	.75
No. 2 or B, 6 doz. in case.	.95

Eureka Electric. In Cartons.

No. 2, 6 doz. in case, per doz. 1.00

Lantern Globes. per doz
Packed 5 doz. in case.... .70

Eureka Rochester.

	Per Doz
No. 1, 6 doz. in case....	.85
No. 2, 6 doz. in case.....	1.05
No. 3, 6 doz. in case.....	2.10

Macbeath Pearl Top.

No. 1 or A, 6 doz. in case. .85
No. 2 or B, 6 doz. in case. 1.05

La Bastie.

Heaviest and best in market.

	Per Doz.
No. A, plain bulk, 6 doz. in case	1.20
No. B, plain bulk, 6 doz in case	1.50
No. A, crimp bulk, 6 doz. in case	1.80
No. B, crimp bulk, 6 doz. in case	1.60

Common Chimney.

	Per Doz.
No. 0 or E, 6 doz. in case.	.40
No. 1 or A, 6 doz in case..	.45
No. 2 or B, 6 doz in case.	.65

Common Rochester.

No. 1, 6 doz. in case.....	.80
No. 2, 6 doz. in case.....	.90
No. 3, 3 doz. in case.....	2.00

Lamp Burners.

O or E, per doz.....	$0.50
1 or A, per doz	60
2 or B, per doz 4.....	75
(Blaze fits 12 collar takes E wick)	
Solar Burner doz	1 50

LEMON SQUEEZERS.

Ball per doz $0 90
Glass, No. 1, per doz 75
Glass No. 2 (for 6-oz. glass) doz 85

MOPS AND HANDLES.

	Per Doz
9-lb. Mops	1 20 and 1 50
12-lb Mops	1 60 and 2 00
Patent Mop Handles	1.00
Plain Mop Handles	90

PAILS.

	Per Doz.
Wood, painted, 2 hoops ..	2.25
Wood, varnished, 3 hoops	2 25
White Cedar, 3 galv hoops	2 75
Fiber	3.50
Galvanized, 10 quarts ..	1 75
Galvanized, 12 quarts	2 25
Galvanized, 14 quarts	2.25

SHELF PAPER.

	Per gross.
Narrow, assorted colors.	.12
Wide, assorted colors....	.35

COLUMN 34.

TUBS.

White Cedar—No. 0, 13.00; No. 1, 10.50; No. 2, 9.00; No. 3, 8.00.

Painted or varnished—No. 0, 11.40; No. 1, 9.60; No. 2, 8.40; No. 3, 7.20.

Fiber—No. 0, 18.00; No. 1, 14.50; No. 2, 12.50; No. 3, 11.00.

Galvanized—No. 1, 5.40; No. 2, 6.20; No. 3, 7.00.

WASHBOARDS.

	Per Doz.
California, regular size.....	1.80
California, small	.90
Stag	2.75
Bronze	3.50
Good Enough	2.25
Anchor, single	1.90
Nameless	2.25
Peerless, double	3.50
North Star	3.50
North Star, protector....	4.00
Crystal Glass	3.75
Misses	1.50
Toy	.90

WICKING.

	Grs.
Lamp, 0 or E, ⅝-in.....	$0.35
Lamp, 1 or A, ⅞-in	.45
Lamp, 2 or B, 1-in.....	.65
Lamp, 3 or D, 1⅛-in.	1.00
No. 1 Rochester	2 25
No. 2 Rochester	3.00
No. 3, Mammoth	10 50
Junior Rochester	1.75
Stoves, 3-in	2.00
Stoves, 3½-in.	2 10
Stoves, 4-in	2 75
Stoves, 4½-in	3 00
Stoves, 5-in	3 50

WRINGERS.

Wood Frame Novelty.

Two top screws; iron tub clamps.

	Per Doz.
No. 350, 10x1¾ in	27.00
No. 351, 11x1¾ in	36.00
No. 352, 12x1¾ in	42.00

One top screw; wooden top clamps.

No. 360, 10x1¾ in.....	31.00
No. 361, 11x1¾ in.....	36.00
No. 362, 12x1¾ in.....	42.00

Ball Bearing.

No. 380, 10x1¾ in..... ...40.00

MISCELLANEOUS.

Barrels, paper, 100-lbs, ea. .80
Barrels, pa., 50 lbs ea..... .65
Barrel Covers, 17-in. (flour barrel size), per doz 1 80
Barrel Covers, 21-in (sugar barrel size), per doz. 2.70
Basins, fiber, 12-in., pr dz. 2.25
Basins, fiber, 1½-in., per doz. 2.50
Brownies, per doz ..85, 1 15 1 35
Butter Ladles, plain, doz .. 45
Butter Ladles, clays, doz . .85
Butter Spades, doz 40
Dishes, oval 1, 2 and 3-lb, per 1,000 . . 2 20, 2 30, 2 90
Dishes, wire end 1.35, 1.80, 2.35, 2.85, 3.25
Egg Beaters, Dover..... 1.00
Lemon Squeezers, fiber, dz 1.25
Measures, fiber, 4 pcs..... 1.25
(Set pt., qt., ½ gal and funnel)
Lanterns, O Tubular, doz. 5.25
Lanterns, candle, frame, only doz. 1.00
Lantern Candle, with chimney, doz. 1.75
Lantern globes, in bbls. 70@95
Mouse Traps, 1 to 6 holes, doz., 6 holes..... .60
Traps, mouse, "Dock-it easy," doz. 25
Traps, rat, "Blizzard," doz.... 1.25
Nest Eggs, per doz 20
Oil Cans, 1 gal., cush., per doz 1.50-4.50
Oil Cans, 1 gal., galvanized iron 1 95
Oil Cans, 5 gal., galvanized iron 6.00
Potato Mashers, per doz 45@75
Rolling Pins per doz 1.20 and 1.45
Spoons, wooden...30c, 37c .65
Step Ladders, each per ft 17 40
Tacks, steel, assorted 2 oz. doz 25
Tacks, Common, 2 oz. doz. 11
Tapers, ga. 20@17 in. 12c doz 65
Tobacco, Cutter, standard ea 80
Toothpicks, per case, 110 box 2.25
Twine Holders, hanging doz 2 00
Twine Holder, counter doz 2.10
Spittoons, fiber, 13-inch... 6 00
Spittoons, fiber, 12-inch... 4.75
Spittoons, fiber, 9-inch... 4 00
Whips 60
Window Screens, 12-in., doz 1 52
Window Screens, 15-in., doz 2 60
Window Screens, 24-in., doz.. 2.51

STATIONERY.

Blank Books.

Counter, 48-leaf ..... $ 50
Counter, 32-leaf 75
Cap, Day & Ledger, per 100 pp ..... 10@ 40
Full bound ..... 50@ 75

Writing Paper.

	Ream.
Commercial Note, 1lb. .	45@ 75
Commercial Note, 6lb ..	90@ 1 50
Letter 16 lb. ex	90@1 50
Cap, 12 lb. ex	1 00@1 80

COLUMN 35.

Envelopes.

	Per M
XX, 5-in.	1.00@1.50
XX, 6-in.	1.10@1.60
XXX, 10-in.	2.80
XX, 4-in., Baronial, cream or white	1.40@1.80
XX, 5-in., Baronial cream or white.....	1.60@2.00

Inks.

Scott & Gilbert Co.,
Manufacturers,
302 Davis St., S. F., Cal.

SUNSET BLUE BLACK



	gross
Cones, 3 dozen case	$4.50
2 oz. round studs 3 dz..	4 50
	doz.
4 oz. round studs, 3 dz.	75
½ pints, 2 doz case..	1 25
Pints, 2 doz. in case	2.00
Quarts, 1 doz. in case	3 50
	gal.
5 gallon kegs	70
10 gallon kegs .	60
Barrels ..	50
Assorted colors,	doz.
1 oz., stands, any color	50
2 oz. stands, any color	75

BLACKSTONE MFG. CO.
1960 Howard St., S. F., Cal.



	Gross
Cones, 3 doz to ca.....	$3 75
2-oz., Rnd Cylndr, 3 doz to ca..	3 90
3 oz., Rnd Cylndr, 3 doz to ca .	5.75
4 oz , Rnd Cylndr, 3 doz to ca..	6 50
	Doz.
8 oz., Rnd Cylndr, 2 doz to ca	1.15
16-oz., Rnd Cylndr, 1 doz to ca.	2.00
Full qts., Rnd Cylndr, 1 doz to ca	3 75

Above prices are for Jet Black, Blue Black, Green, Blue, Violet and Carmine Inks.

(Copying Inks 10 per cent additional.)

Miscellaneous.

Carter's or Sanford blk cylinder, gross	4.50
Sanford's, 4 oz., black cylinders, doz.	60
Sanford's ½ pt, doz..	1.75@2 00
Sanford's pts, doz	3.00@4 50
Sanford's qts., doz. . .	5.00@7.50

Lead Pencils.

	Gross.
Plain cedar	60
Black polished	1 10
Cedar, rubber tip	1.00
Red polished, metal rubber tip	1 50@3 50
Carpenters'	1 75@2 25
Eagle Automatic, doz..	85@2 00
doz.	40@1.80



Mucilage
Scott & Gilbert Company
Manufacturers, 302 Davis Street
San Francisco, Cal

SUNSET EXTRA HEAVY

	doz
2 oz. cones, 3 doz ca	37½
4 oz Cones, 3 doz. ca.	75
½ pints, 1 doz. in case	2 00
Pints, 1 doz. in case	3 50
Quarts, 1 doz in case	7 00
Gallons, ½ doz ca e	20 00

Blackstone Mfg. Co.
1960 Howard St. S. F., Cal.

	Gross
2 oz Cones, 3 doz to ca . .	$4 00
3 oz cylndrs, 3 doz to ca . .	5 75
	Doz.
3 oz round, 2 doz to ca . .	1 75
16 oz round, 1 doz to ca	3.00
Full qts., 1 doz. to ca.....	5 00

Bulk quotations (5, 10 and 30-gal.) on application.

Steel Pens. per gr.

	Gross.
Railroad, 1 gross in box.....	$0.40
Stub No. 413	40
Falcon	40
Bank	40
Easy Writer	50
Extra Fine	45
Elastic	45
Railroad Stub	40
Ladies' Falcon	40
School	40
Spencerian No 1	85
Gillotts No 404	50
Gillotts No 203	1.00

COLUMN 36.

Department 21.

DRUGS.

Acid, Carbolic, 2-oz doz ... $1.50
Alcohol, 95 pct, cas, gal ... 2.85
Aloes, cape .....lb ... .20
Alum, lump (powdered 6 @ 8).....lb .03 .04
Ammonia, carbonate..lb ... .18
Arrowroot, Bermuda, ¼-lb, 12 in box, per lb.... ... .32
Bark, Cassia .....lb .15 .18
Bark, Cassia, powd...lb ... .25
Bark, Elm, slippery, ⅛s and ¼s.....lb ... .40
Bark, Sassafras .....lb ... .25
Bay Leaves .... .15
Bay Rum .....gal ... 2.75
Carbon, Bi-sulp, Lnst., 1-lb bot .....lb ... .35
Carbon Bi-sulp, Wheeler's, 1-gal can..... ... 1.35
" ....5-gal ... 4.25
Cobalt (powd) .....lb ... .30
Copper, Sulphate (bbl. 5½c) .....lb .07 .09
Copperas, by bbl. 1¼c.lb .03 .06
Cuttle Bone .....lb ... .40
Epsom Salts .....lb .03½ .05
Glycerine, 2-oz .....doz ... 1.50
Gum Aloes .....lb ... .20
Gum Arabis, sftd sts lb ... .35
Gum Asfœtida .....lb ... .60
Gum Camphor .....lb .93 96
Lampblack, papers ...lb .12½ .15
Lime, Chloride, lb cartons .....doz ... .90
Lime, Chloride, 40-lb cans .....lb ... .04
Lozenges, Licorice, Y. & S. .....lb ... .30
Lozenges, Peppermint, extra strong .....lb ... .50
Lozenges, Potass, Chlorate .....lb .35 .40
Lozenges, Potass, Chlorate .....doz ... 75
Magnesia Carbonate, lb ... .25
Manna Flake, small, lb ... .60
Moss, Irish .....lb ... .15
Oil, Sperm .....gal ... 1.00
Oil, Sewing Machine,dz ... .75
Paregoric .....lb ... .70
Paregoric, 2-oz bot, doz ... 1.50
Paris White .....lb ... .08
Paris Green .....lb .19 .25
Phosphorus, 1-lb can.lb ... .85
Phosphorus, 1¼-lb can.lb .. .95
Phosphorus, ¼-lb can.lb ... 1.05
Quinine, 1-oz vials...oz ... 40
Quinine, 5-oz cans....oz ... 85
Root Licorice .....lb ... .15
Rosin, small lots .... .04
Root Rhubarb, E. I..lb 1.25 1.50
Saltpetre (original bbls. 7c) .....lb .10 .12
Salts, Epsom .....lb .05 .06
Salts, Glauber .....lb ... .04
Salts, Soda by bbl, 1½ c ... .
Sand, bird .....lb ... .04
Sand, bird, in crtns, dz ... .75
Sodium, bi-carbonate, keg, 2½c .....lb ... .06
Spirits Nitre, 2-oz...doz ... 1.50
Spirits Camphor, 2-oz bot .....doz ... 1.50
Stone, Pumice .....lb ... .10
Stone, Pumice, powd..lb ... .10
Stone, Rotten .....lb ... .12
Stone, Rotten, powd..lb ... .10
Strychnine, cryst'd, R. & S., ⅛-oz bot.....oz ... 1.10
Strychnine, cryst'd, R. & S., 1-oz bot.....oz ... .90
Strychnine, powdered, ⅛-oz bot. .....oz ... 1.05
Strychnine, powdered, 1-oz bot. .....oz ... .85
Sulphur, Calif. ground, bbl .....lb ... .01¾
Sulphur, Flower's French, bag .....lb ... .02½
Sulphur, California,sublimed .....lb ... .02½
Syrup, Rhubarb, 2-oz bot .....doz ... 1.50
Syrup, Squills, 2-oz doz ... 1.50
Syrup, Squills, comp'd, 2-oz bot .....doz ... 1.50
Tar Pine, pt cans....doz ... 1.00
Tar Pine, quart.....doz ... 1.75
Tincture Arnica, 2-oz bot .....doz ... 1.50
Tincture Iodine, 1-oz doz ... 1.50
Tincture Opium, U. S. P., 2-oz bot .....doz ... 2.50
Tincture Opium, Camphorated, 2-oz bot.doz ... 1.50
Wax, Japan .....lb ... 25
Woods, Fustic .....lb ... .06
Woods, Logwood Chip.lb ... .06
Whiting, lrg, b'x of 2 dz ... 1.25
Whiting, sml, bx 31 pkg ... 1.25
Whiting assorted, box ... 1.25
Whiting, bulk .....lb ... 2½

COLUMN 37.

Patent Medicines.

Amycose, Nelson, doz. .....$ 5.00
Aperient, Tarrant, 2-oz..... 2.00
4-oz., $4.00; 8-oz., $8.00.
August Flower 5.50
Balm, Chamberlain's Pain.. 4.00
Balsam, Wistar's, 2-oz..... 2.00
4-oz., $4.00; 8-oz., $8.00.
Beans, Smith's Bile..... 2.00
Bitters, Hostetter 8.50
Bitters, Lash 8.00
Bromo Seltzer, 10c size..... .80
2-oz., $2.00; 4-oz., $4.00; ½-lb.. ..... 7.50
Cascarets, 10c size 1.00
25c, $2.40; 50c 4.80
Castoria 2.80
Charcoal, Bishop's Willow. .75
Compound, Paine's Celery.. 8.00
Compound, Pinkham's 8.25
Cold Cream, Bishop's 1.50
Cure, Hall's Catarrh 6.00
Cure, Piso Consumption.... 2.00
Cure, Schiff's Asthma sm.. 4.20
Cure, Schiff's Asthma, lge.. 8.40
Cure, Shiloh, Consumption sm., $2.00; med., $4.00; lg. 8.00
Cure, Warner's Safe 8.00
Discovery, Kennedy's 12.75
Discovery, King's, large, $8.00; small 4.00
Discovery, Pierce's 8.00
Discovery, Willey's 3.75
Dyes, Diamond ..... .75
Emulsion, Scott's, large.... 3.00
Emulsion, Scott's, small.... 4.25
Expectorant, Jayne's, small 4.00
Expectorant, Jayne's, large. 8.00
Extract, Malt, Hoff's 3.00
Extract, Hoff's Malt and Iron 3.50
Extract, Pond's, small..... 4.00
Medium, $8.00; large 16.00
Food, Mellin's, large 6.50
Food, Mellin's, small 4.00
Hood's Sarsaparilla, per doz.. 8.75
Injection, Bachelor's 9.00
Injection, Big G. 8.00
Jamaica Ginger, Burns..... 1.50
Liniment, H. H. H., small.. 3.75
Liniment, H. H. H.. large 7.00
Listerine, small 2.00
Listerine, large 8.00
Magnesia, Citrate, Solution. 2.00
Magnesia, Citrate, Effrvnt.. 2.00
Malted Milk, 4-oz. 4.50
Malted Milk, 8-oz..... 9.00
Ointment, Carbolic 1.25
Ointment, Trask's, small.... 2.00
Ointment, Trask's, large.... 3.25
Paine's Celery Compound ..... per doz. 8.00
Pain Killer, Perry Davis,sm 2.25
Pain Killer, Perry Davis, lg 4.50
Paper, Bishop's Fly, grs.... 2.00
Pectoral, Ayers, small..... 2.25
Medium, $4.50; large..... 8.75
Peruna 8.00
Pills, Ayers 2.00
Pills, Jaynes 1.50
Pills, Pierce's 1.50
Pills, Schencks' 1.60
Pills, Williams' Pink 4.00
Plasters, Allcocks 1.15
Plasters, Belladona 1.00
St. Julien Condition Powder. 1.50
Powders, Bishop, headache. 1.50
Powders, Seidlitz, small.... 1.25
Powders, Seidlitz, large.... 2.50
Remedy, Chamberlain Cough 2.00
Remedy, Chamberlain Cough large 4.00
Remedy, Moore's Poison Oak 2.00
Remedy, McLellan's Diphtheria 8.50
Resolvent, Cuticura 9.20
Rough on Rats, large..... 2.10
Rough on Rats, small..... 1.25
Salve, Pettit, Eye 2.00
Salve, Russia 2.00
Sarsaparilla, Ayres 8.75
Sarsaparilla, Joy's 8.00
Sarsaparilla, Hood's 8.75
Sarsaparilla, Indian..... 6.00
Specific, S. S. S., small.... 8.00
Specific, S. S. S., large 14.00
Swamp Root, large 8.00
Swamp Root, small 4.00
Syrup, Boschee's 5.50
Syrup, Fellows 12.50
Syrup of Figs 4.00
Tea, Garfield, 2-oz..... 2.00
4-oz., $4.00; 8-oz. 8.00
Troches, Brown's 1.90
Vermifuge, Jayne's 3.00
Vigor, Ayres Hair 8.00
Wafer, Eye, Thompson 2.00
Water, Florida, Mack, sm. 1.50
Water, Florida, Mack, lg... 4.00
Water, Florida, M. & L., sm 1.75
Water, Florida, M. & L., lg. 5.50

COLUMN 38.

Department 22.

TOBACCO, CIGARS, SMOKERS' SUPPLIES, ETC.

AMERICAN TOBACCO CO.

Plug Tobacco.

Battle Ax, 16 oz, 3x12, 5 cuts, 12, 24 lb 40
Big Gun, 16 lb butts, 16 oz., 3x12, 6 cuts 45
Boot Jack, 5½ oz, 8x12, 8 cuts, 1, 4, 8 and 12 lb 84
Boot Jack, as above, 2-lb, fancy wooden boxes 84
Brandywine 4 to lb., 2¼x9, 3 cuts, 4 and 8 lb 48
Bullion, 16 oz, 3x12, 12 lb 48
" 6 to lb., 1x6, 20 lb 51
Burr Oak, 16 oz., 3 x 12 emb., 6 and 12 lb. 44
Climax, 16 oz, 2x12, 6 cuts, 6, 12 and 30 lb 46
Climax, 7 oz, 2x12, R & R 6 cuts, 7, 10½ and 21 lb. 49
Climax, 7 oz, 8x12, thin, 7 and 14 lb 49
Climax, 8 to lb, 2x3, Twin 4s, 4 lb boxes 51
Climax, 14 to lb, 1x8, Figs 4 lb boxes 55
Cross Bow, 14 oz, 3x12, 4 cuts 14 lb 39
Drummond Nat., 5½ oz. 3x12, 8 cuts, 5, 8, and 12 lb 65
Five Brothers, 4 oz, 3x6, 2 cuts, 4 and 8 lb.... 67
Gold Rope 7 to lb. 3, 6, 12 lb. .. 58
Gold Rope 14 to lb. 4, 8 lb 60
Good Luck, 8 oz, 3x6, 10 lb..... 46
Granger Twist, 12 and 15 lb pails 46
Horse Shoe, 16 oz, 8x12, 6 cuts, 8, 12 and 24 lb 45
J. T., 7 oz, R & R, 2x6, 2 cuts, 10½ and 21 lb 40
J T., 7 oz. Smo. 2x6, 2 cuts, 10½ and 21 lb. 40
J. T., 14 oz, Smo. 3x12, 4 cuts, 10½ and 21 lb. ..... R & R. 40
Newsboy, 5 to lb, 2¼x4½, 8, 16 and 24-lbs 43
Nobby Spun Roll, 7 to lb, 1½x8½ 3, 6 and 12 lb..... 59
Old Honesty, 15 oz, 3x12, 6 cuts, 7½, 15 and 30 lb 45
Old Kentucky, 6 to lb, R. & R., 8, 16½ and 25 lb... 49
Old Peach and Honey, 6 to lb 8 lb. butts 49
Out of Sight, 12 and 24-lb. butts, 12 oz., 3x12, 3 cuts..... 36
Piper Heidsteck, 5½ oz, 2⅝x8, 8 cuts, 4, 7, 14 lb 71
Red Cross, 16 oz, 3x12, 4 cuts 12 and 24 butts ..... .
Red Ribbon Twist, 10 to lb, 6 inch, 8 lb pecks, 16 lb. ½ hhs 41
6 for 10, 10⅝ oz, 3x12, 3 cuts, 24 lb 36
Saw Log, 16 oz, 2x12, 6 cuts, 24 lb..... 47
Saw Log, 32 oz, 3x12, 12 cuts, 32 and 48 lb 47
Something Good, 5½ to lb, 2x4 9, 18 lb..... 46
Spear Head 16 oz, 2x12, 6 cuts, 6, 18 and 30 lb. 46
Spear Head, 7 oz. 2x12, 6 cuts, 7, 10½ and 21 lb 49
Standard Navy, 14 oz, 3x12, 4 cuts, 14 and 28 lb. 39
Star, 16 oz, 3x12, 6 cuts, 12, 24 and 52 lb 46
Weissinger's Special, 5 1-3 oz., 3 x 12 emb, 2, 6, 12 lb. 65
W. N. T. Nat. Leaf, 6 and 12 lbs., bxs., 5½ ozs., 3x12.... 59

Smoking Tobacco.

(5-lb Cartons, 25 and 30-lb cases.)
Seal of N. C., 1⅞ oz, foil.....$0.68
Seal of N. C., 3½ oz, foil..... .62
Seal of N. C., 8 oz, foil..... .59
Seal of N. C., 16 oz, foil..... .59
Old Gold, 1⅝ oz, foil or pouch ..... .70
Old English curve cut, 1⅞ oz .74
Old English curve cut, 3½ oz .74
(In curved tins.)
Pedro, 2½ oz, foil..... .49
Pedro, 2½ oz, pouch..... .51
Pedro, 2½ oz, assorted..... .50
Pedro, 16 oz, tin canisters.... 52
Dixie Queen, 1⅝ oz, foil..... .40
Dixie Queen, 16 oz, tin canisters, 6-lb cartons, 24-lb cas .43
Duke's Mixture, 1¾-oz sack.. 40
Arlington, 1⅝ oz, foil..... .65
Cross Cut, 1⅝ oz, foil..... .60
Duke's Cameo, 1⅝ oz..... .42
Duke's Cameo, 2½ oz, foil.... .45
Melrose, 1⅝ oz, foil..... .65
Fragrant Vanity Fair, 1⅝ oz, foil ..... .95
Red Indian Plug Cut, 1⅝ oz and 3½ oz, foil..... .42
Red Indian Plug Cut, 16-oz pails ..... .44
Fashion, 1⅝ oz ..... .41
Fashion, 16-oz pails..... .44
Bull Durham, 1 oz..... .66
Bull Durham, 1⅝ oz..... .66
Bull Durham, 3½ oz..... .60
Bull Durham, 8 oz..... .58
Bull Durham, 16 oz..... .58
Pick Leaf, gran, 1 oz, 25-lb cs .60
Corn Cake, gran, 1-lb bags, 25-lb cases, per lb..... .25
Echo Plug Cut, 1⅝ oz..... .43
Red Bell, 1⅝ oz..... .42

COLUMN 39.

Red Bell, 16-oz pails..... .43
Oriental Mixture, 3½-oz tin.. 1.00
Imperial Mixture, 2½-oz tin. 1.20
Plum, 1⅝ oz, foil..... .62
Three Kings Mixture, 3½-oz tins 1.35
Monte Cristo Mixture, 3½-oz tins 1.50
Yale Mixture, 1-oz tin..... 1.35
Yale Mixture, 1⅝-oz tin..... 1.60
Yale Mixture, 3½-oz tin..... 1.55
Honey Dip Twist, 10 to lb:... .45
Master Workman, 10-oz plug, smoking ..... .47
Old Virginia Plug, smoking, 5 oz, 10½ lb., 6x5..... .42

Fine Cut Chewing.

Hiawatha, 1 oz..... .58
Hiawatha, 10-lb bulk, bright or dark ..... .56
Hiawatha, b'ght or d'k, 1-lb tins, 5-lb. pails ..... .58
Sweet Cuba, b'ght or d'k, 1-lb tins, 10-lb. pails ..... .38

Cigarettes.

Fragrant Vanity Fair $3.90
Duke's Cameo 3.90
Sweet Caporal 3.90
Virginia Brights 3.90
Old Dominion 3.88
Pets (foil packages)..... 6.52
Richmond Straight Cuts..... 6.62
Turkish Trophies 7.75
Egyptian Deities, No. 1, 10s.. 21.50
Egyptian Deities, No. 3, 10s $18.36, 19.88
Mogul 11.22

Cheroots, Etc.

Old Virginia Cheroots, 3's....12.50
Old Virginia Cheroots, 5's....14.00
Between the Acts Little Cigars, 10's, tin and paper.. 8.50
Bengal Little Cigars, 10's.... 7.50
Royal Bengal, 10 in pkg.....12.00
Van Bibber Little Cigars....17.50
Suh Rosa Cigarros, 10s, per 1,000 ..... 4.10

Cigarette Papers.

Vanity Fair, 50 pkgs in box.. 1 05
Wheat Straw, 50 pkgs in box. 1.25
Wheat Straw, 100 pkgs in box 2.50
Wild Oats, 40 pkgs in box.... .90
Red Seal, 50 pkgs in box..... .25
Corn Husk, 50 pkgs in box... 1.15
Corn Husk, 100 pkgs in box.. 2.30
Interlock, 50 ..... 1.15
" 100..... 2.25

THE HILSON CO.

Hoffmann House Little Cigars, 10 in package, 250 in carton $7.50
Hoffmann House Maxnums, 10 package, 100 in carton.....12.00
Hoffmann House Petit Duc, 10 in package, 100 in cart'n.15.00
Hoffmann House Cavaliers, 10 in package, 100 in cart'n.18.50

J. B. PACE TOBACCO CO.

Scroll Tag, twist, 6 to lb.... .66
Scroll Tag, 10 oz..... .66
Mastiff Plug Cut, 1⅝ oz..... .67
Mastiff Plug Cut, 3½ oz..... .64
Mastiff Plug Cut, 10 oz..... .52

AMERICAN SNUFF CO.

French Rappee, 1⅝ oz, pr dz. .96
French Rappee, 3½ oz, pr dz. 1.80
French Rappee, 16-oz jars, per lb ..... .65
Maccaboy, 1⅝ oz, per doz.... .86
Maccaboy, 3½ oz, per doz.... 1.80
Maccaboy, 16-oz jars, per lb. .60
Irish High Toast, 16-oz. jars, per lb ..... .57
Scotch Lillenthal's, in bladders ..... .60

CIGARS.

Porto Rico Cigar Co.

El Primero, Forziano Porto Rico 30.00
El Manifesto, Invincible Roosevelt Porto Rico 87.50

PIPES.

	Per Doz.
Cobs, Hot Shot, 3 doz.....	$0.25
Cobs, Gem, 3 doz.....	.25
Cobs, No. 3, 3 doz.....	.50
Brier, W. P. & Co., Assorted, 3 doz	2.00
Brier, Display Stands, 1 doz...	2.00
Brier, Showcase Assortment, 3 doz	6.00
Pipe Mounts, 1 doz.....	.75
Cherry Stems, 2½x6 in.....	2.00
Cherry Stems, 2d 2½x6 in.....	.85
Clay Pipes, T. D., 1½ gross per box	1.25
	Per Box.
Clay Pipes, Woodstock, 1½ gr., per box	1.25
Uncle Sam Cob Pipe, 3 doz box	1.00
Eclipse Patent Cob Pipe, 3 doz. box	2.25
Climax Cob Pipe, 3 doz. box...	2.25
Jewel Cob Pipe, 3 doz. box....	.90
Dewey Cob Pipe, 3 doz. box...	2.50
No. 19 Cob Pipes, 1 doz box....	2.00

COLUMN 40.

The Retail Grocers' Advocate

Of the Grocers
By the Grocers
For the Grocers

ONE YEAR $2.00

Every Grocer Owes It
To Himself To
Keep Posted

Advocate Publishing Co.

456 Montgomery St.

Rooms 413-414,

San Francisco, Calif.

Harkers Stomach's Ease,



Manufactured at 29 Market St., for the Grocery Trade.
Per case $6.50

PRETZELS.



Hoeflin Pretzel & Baking Co.,
431 Sixth St.
Hand-made Pretzels a Specialty.
Size 1, 8's, per lb.....12c
Size 2, 8's, per lb.....12c
Size 3, 8's, per lb.....12c
Fingers, 10s, per lb.....12c
Hazlenut, 10's, per lb.....12c
Also furnished in cases, 20 to 30 lbs., at 11c per lb., and barrels at 10½c lb.

We Give You
As Much Real Milk Substance

in our Family Size Can of
Heavily Condensed

Our Pet Brand
Evaporated Cream

as you find in any of the thin milks put up in larger cans.

And we are giving you

BETTER QUALITY

into the bargain.



Our Pet Brand

(or any brand bearing our cap label) is not subject to fat separation, and keeps better after opening than any other brand because of its heavy consistence.

It Pleases the Most Fastidious,

Because it is of Uniform, Standard Quality.

The Price is Reasonable.

Ask Your Jobber for it.

Helvetia Milk Condensing Co., - Highland, Ill.

San Francisco Office, 3 California St.



A PUDDING WITHOUT ANY TROUBLE

INSTANTANEOUS TAPIOCA



MAKES THE COOK SMILE

IT'S SO EASY TO PREPARE:

Requires No Soaking and Very Little Cooking —
Ready for Serving in a Few Minutes

One Teacupful makes a Pudding for Ten (10) Persons.

Can be prepared in a score of delightful appetizing ways.
Will be relished by the whole family.

INSTANTANEOUS TAPIOCA

Very Palatable - - Full of Nutriment - - Easily Digested

2 Sizes - - - 10c and 15c - - - 2 Sizes

Beware of Imitations. Look for our OWLS on each Package.
There is only one Genuine INSTANTANEOUS TAPIOCA

It is Manufactured by

The Ceylon Spice Co.

PHILADELPHIA, PA., U. S. A.

A Window Display of
INSTANTANEOUS TAPIOCA now and then will help sales —
When the housewife sees it, she wants it.

A SUGGESTION

Instantaneous Tapioca has Merit, the Price is within reach of all, and it is Profitable to handle.

Fix on a "Tapioca Day." Resolve to sell a package to every person who enters your store. When the day is over you will be highly pleased with the result of your work, and we may add that in the future, **Instantaneous Tapioca** will be **always in demand.**



The Pudding Maker

Spohn - Patrick Company

Pacific Coast Agents

BRANCH HOUSES { Los Angeles Portland Seattle / Denver Salt Lake City

SAN FRANCISCO, CALIFORNIA

Across the Bay.

Splendid Showing of the Retail Grocers and Merchants of Alameda County.

Oakland, Dec. 24, 1904.

Editor Advocate—It was not long ago when men doing the same kind of business looked upon each other as bitter enemies. But they are becoming more enlightened and are learning that, while in business they can be generous rivals, away from it they can be good friends.

It was in the light of this understanding that the Retail Grocers of Alameda County came together and formed an association July 8, 1901, with the help of their brother grocers from San Francisco and the State Association.

The serious conditions that faced the grocer as an individual and rendered him powerless, in the face of it, took on a far different aspect when he combined his interests with his fellow grocer. Then the trade grievance became not the complaint of an individual but of a class. Just as the other trades found strength in combination, so did the retail grocer.

It was not long before the value of our organization began to make itself felt. Through the energy of its first presidents, G. A. Russell and H. D. Cushing, much was accomplished.

Protection From Dead Beats.

A collection agency was established and before long a system whereby the grocer protected himself against bad credits. This was accomplished through a list of dead beats supplied to the members and the use of the office to trace their movements. In this effort the association gathered together a list of over 3000 names. And it has collected many thousands of dollars which otherwise must have been lost to the members.

But the chief result has been to prevent losses by a knowledge of bad credits.

Bringing the grocers together socially has resulted in a better understanding of their mutual interests and inspired confidence in each other and their officers.

In addition to protecting themselves against the dead beat, they have forced the wholesaler to confine himself to doing business with the retailer and prevented his selling in competition to the consumer. The wholesaler may secretly sell to an occasional consumer, but he knows better than to let it become known. Our organization has frequently had occasion in the past to call the attention of the wholesaler to the fact that it would be for his interests to let the retail grocer sell the goods to the consumer. So that our association has scored a point when it induced the wholesaler to confine his operations to the retailer.



Secretary J. G. Reed.



President S. J. SILL, Berkeley

Wipe Out Trading Stamps.

The trading stamp is another evil that the association in conjunction with the Merchants' Exchange of Oakland eradicated from the county.

The association owes much to its officers and friends. The unselfish work demanded of its presidents has been given unstintedly and they have been ably assisted by our secretaries, R. W. Sweet and W. J. Hopkins.

Too much praise cannot be given to the earnest support given by the Grocers' Advocate and its editor, A. H. Powers.

Foremost among those who have labored for the Alameda County merchants is our retiring president, L. Warnke, of Alameda, who has been untiring in his efforts for the building up of the association. It was largely through his strenuous efforts that the association in conjunction with the State Association was enabled to obtain certain needed legislation.

The members feel that much was accomplished two years ago when the law was passed permitting the garnishment of State, county and city officials' salaries.

Expect More Needed Laws.

They feel that conditions are right for the enactment of other needed legislation this year.

They expect the Legislature, which begins its sessions January 3, 1905, to pass a law extending the life of an account from two to four years; also a law making the wife's property equally responsible to that of her husband for the bills contracted for the necessities of life. All our members and, in fact, the entire merchant body of our county want these laws. And they want a law permitting the formation of Mutual Fire Insurance companies.

While the association has worked on these lines and have obtained tangible results, it has been preparing for a greater work. The untiring efforts of its officers and lessons taught by our sister organizations have shown us how to solve the most important problem we have now before us. It is: How can we prevent the melting away of our profits, indeed of our whole business venture?

How often do we see the grocer out before sunrise and working long after sunset? Yet with all this effort, he barely makes a living and must consider himself fortunate if he is not one of the 75 per cent. who fail and see his stock transferred to the show windows of some dry good store and sold below cost much to the chagrin of his former business rivals.

Want Better Profits.

There is one way to prevent this loss of profits and that is to establish a uniform selling price that will give a business-paying profit on the goods he sells.

In the nature of things, every effort is worthy of proper compensation and in all vocations it is being obtained through organized efforts. Therefore, as an organization, we demand for our members an equitable compensation for our part in the distribution of commodities. We demand a profit commensurate with our effort, and in order to get this we must work on the right principles.

We understand, as never before, that the manufacturer, in whose interests we are constantly working, can assist us.

We are asking him to fix a price on his leading brands and we will maintain it. We propose to sell those goods on which we are guaranteed a profit in preference to those we are not.

The man who egotistically says "I will allow no man to say at what price I shall sell my goods," is laboring under a delusion. For from the time he opens his store in the morning until he closes it at night, he is governed by the prices of his competitors.

Cutters Fix Retail Prices.

The consumer is using these prices to beat down the margin of his profit to the vanishing point. So that the cutter after all fixes the price at which he must sell his goods.

We will allow any man the liberty to charitably sell without a profit the goods of manufacturers who care not if their goods are given away. But we do not propose to allow our business stability to be impaired by this method of doing business. The cutter may tread the path bordering on the brink of bankruptcy, but we will use our organization to put a wide space between ourselves and the chasm.

The new year opens up with bright prospects.

We have a great deal of work to do and an association of interested workers to do it.

Our president, S. J. Sill, is a worker and when he gives us the ability he has given his business we will end the year adding greater accomplishments to those of the past.

We are with our sister associations in this work.

We are with the State Association. And the fight of one is the fight of all.

J. W. Reed,
Secretary.

WHITTIER HAS PROFITED.

Whittier, Cal., Dec. 16, 1904.

Editor Advocate:—Our association has resulted in the establishment of a much better feeling among the retail merchants of our community. We have been able to come to an understanding as to prices that has put business into better shape. At the same time, we have been able to warn each other against deadbeats and to secure the collection of many bad bills that we would otherwise have lost entirely.

Since the grocers have acted together, the selling to our trade by wholesalers and manufacturers has been practically eliminated.

We have eight members in our organization, one of them a butcher, and two feed dealers. Our officers are: A. Jacolb, president; vice-president, F. K Weeks; secretary and treasurer, M. T. Owens.

We are interested in the various measures that will be brought before the State Legislature by the State Association. We consider of special value the law extending the statute of limitations, law making husband and wife mutually responsible for the necessaries of life, and the law in regard to mutual insurance.

M. T. Owens, Secretary.

HAVE MANY IMITATORS.

Popularity of the Seville Packing Co.'s "White Label" Products Attested.

The "White Label" brand of the Seville Packing Company has been a symbol of excellence to dealers handling olive products for many years.

This firm is the largest handler of imported olives in the United States.

They have their own buyers in Spain who devote themselves to buying up the choicest product of the finest olive groves above Seville. This enables them to present to the trade large quantities of olives of a uniformly high quality.

The firm was the originator of Pimolive. Pim Olas are olives stuffed with pimiento, a sweet Spanish red pepper. It is a relish of particular daintiness and is not only a delightful appetizer, but also serves to garnish carefully arranged tables.

The Nicelle Olive Oil, of which the Seville Packing Company makes a specialty, was awarded the Grand Prize and Gold Medal over all competitors at the Paris Exposition. This fact mark the remarkable excellence and purity of this olive oil, the high standard of which is carefully preserved by the Seville Packing Company.

The products of this company, particularly their Pim Olas, have been widely imitated. As the imators have no reputation to sustain, but are merely trying to sell goods to replace the well-known articles of the Seville Packing Company, their successes are naturally transient, while the sales of the Seville Packing Company grow larger and larger with each succeeding year.

The Spahn-Patrick Company are the agents for the Pacific Coast.

DESERVED SUCCESS.

Throughout the past year the sales of Jesse Moore Hunt AA whiskey has steadily increased.

This increase was more pronounced during the latter half of the year than ever before.

This increase is due in the first place to the uniform and high excellence of the goods put up under this brand.

In the second place energetic pushing of the goods on the part of the management of this celebrated whisky has been a strong factor in its increasing success.

President J. F. Moroney of the Jesse Moore Hunt Company is planning a still more active campaign in behalf of his goods in the new year.

To the ENTIRE GROCERY Trade

WE EXTEND OUR BEST WISHES FOR

A HAPPY NEW YEAR



WM. CLUFF COMPANY

WHOLESALE GROCERS

The Past Year Has Added Materially to the Number of Retail Grocers Who Secure Their Supplies through Our House. We Win Trade and Hold Trade by Giving ***the Best Possible Goods and the Best Possible Service for the Least Possible Money.***

Our Best References Our Thousands of Satisfied Customers

SEND FOR OUR CATALOGUE

101-103-105-107-109 MARKET STREET

SAN FRANCISCO, CAL.

STOCKTON'S STRONG STORY.

Has Helped Its Members and Is Even Now Preparing Entertainment for State Association.

Stockton, Cal., Dec., 18, 1904.

Editor Advocate—This city having been honored by the State Association in selecting it as the next annual meeting place, and our association also being honored by the selection of C. B. Pearson as State President and Joy D. Campbell as treasurer and director of the Pacific Coast Retail Grocers' Association, we feel that a few words regarding the things that have been done and are about to be done would not at this time go amiss.

We have a membership of 43 out of a total of about 48 grocers, large and small. All the large grocers are mem-



President Joe Gianelli, Jr.

bers of the Stockton Grocers' Protective Association and those who are not members are principally small firms.

The association was organized March 28th, 1901, through the efforts of W. E. Ruffner (now deceased), James Vassalo, C. B. Pearson, J. D. Campbell and a few others. These gentlemen labored diligently for several weeks to bring the grocers together for a little heart to heart talk. It was then decided to give up the cut-throat policy that had been followed in this city for a number of years, to the degradation and failure of many who had embarked in this line of business.

Progress was slow at first. Our efwere confined in the beginning to the listing of bad pay customers.

It was branched out, so to speak,



Secretary W. E. O'Connor.

until to-day the grocery business is on a par with all other legitimate business enterprises in this city.

The officers for the present term are Joe Gianelli, Jr., president; L. B. Griffitts, vice-president; W. E. O'Connor, secretary-treasurer; directors: C. B. Pearson, Silva Rossi, J. G. Strohmeier, Clark G. Wakefield and O. D. Carson.

The chief value of our association in the past has been the listing of bad debtors; the weeding out of inferior and short weight measure goods; the encouragement of the sale of goods of standard values; the protection of its members against the ruinous price cutting that drove not less than a dozen grocers to the wall during a few years immediately preceding the time of organization, and the promotion of a harmonious and friendly spirit among the grocers, where all the essentials of reciprocity are to be found.

Our present plans and work does not contemplate a departure from the course followed heretofore, except that we are looking forward to the entertainment of the delegates to the next State convention, and feel assured that those who do not avail themselves of the opportunity on this occasion, to visit our city, will, after the report of the convention has been spread broadcast, regret that they did not visit the Gateway City of the San Joaquin valley, surrounded by orchards, vineyards and gardens and populated by a people possessed with full California hospitality.

We are in accord with the State Association in its efforts to secure the passage of beneficial laws against wrong-doers, but are most interested in



Past President Joy D. Campbell.

the passage of "a law extending the statute limitations from two to four years;" "a law making the separate property of husband and wife liable for the necessities of life while they are living together" and "a law to curb the trading stamp evil."

Yours sincerely,
W. E. O'Connor, Secretary.

A RECORD OF SUCCESS.

The Wunder Brewing Company, which was established in January, 1901, has enjoyed the largest increase of business of any brewery in San Francisco since its first brew was placed on the market.

A part of the secret of the success of the Brewing Company is that it is equipped with the very latest improved machinery, such as is used in the best breweries in the East.

The bottling works have had a similar satisfactory growth.

EVERYBODY PREFERS
BAKER'S



CHOCOLATES AND COCOAS
AWARDED THE
Grand Prize
AND GOLD MEDAL
AT THE RECENT
ST. LOUIS EXPOSITION
41 - Highest Awards - 41
IN EUROPE AND AMERICA



The only GENUINE "BAKER'S" Chocolates and Cocoas bear the "Chocolate Girl" Trade Mark.

THERE IS ONLY ONE
Genuine "Baker's"

IT IS MADE BY
WALTER BAKER & CO., LTD.
Established 1780
The Johnson-Locke Mercantile Co.
Pacific Coast Agents
123 California Street San Francisco, Cal.

Forty Acres of
PAPER
To fill your orders.
Let Us Supply Your Wants.
A. ZELLERBACH & SONS
416-426 Sansome St.
SAN FRANCISCO.

LARGEST SALE IN THE WORLD

Cailler's

GENUINE
SWISS MILK CHOCOLATE

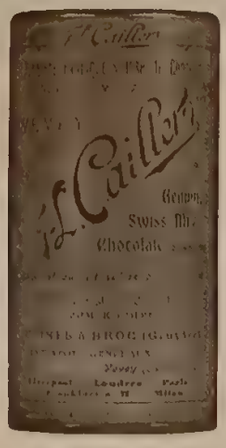
THE FAVORITE IN BOTH HEMISPHERES

You have never tasted anything more Delicious



The more you eat, The more you want

Famous for its Richness, Smoothness, Palatability, and that Business-building "CAILLER TASTE."



CAILLER'S Swiss Milk Chocolate in Powder



CAILLER'S Hazelnut Chocolate
(Chocolat de Dessert á la Noisette)



CAILLER'S CROQUETTES, A DAINTY SWEETMEAT

As this Chocolate contains both milk and sugar, only boiling water need be added—ready for serving in a minute.

Consists of Cailler's Swiss Milk Chocolate and Powdered Hazelnuts. Is the very finest Dessert Chocolate.

Professor Dr. Schuhmacher, Analyst to the Government, writes: "The F. L. Cailler's Genuine Swiss Milk Chocolate is a chocolate of first quality."

To our knowledge 28 manufacturers have attempted to imitate Cailler's Genuine Swiss Milk Chocolate. All have failed. Write for our circular entitled: "Warning to the Trade," and learn why.

IS BEING WIDELY ADVERTISED.

The Cailler Advertisements now appearing in the leading magazines every month are **READ BY OVER 25,000,000 PEOPLE**

By special appointment Cailler's Chocolate is supplied to many of the Crowned Heads of Europe.

The surpassing quality of Cailler's Genuine Swiss Milk Chocolate has secured for it the exclusive selling rights in our leading Hotels, Cafes and Clubs.

Cailler's Genuine Swiss Milk Chocolate may be obtained on Dining Cars and Steamships. It is on sale in fancy Grocery and Candy Stores throughout the United States.

CAILLER'S CHOCOLATE Sells Steadily and Pays the Dealer a Good Profit.

Write for Illustrated Booklet and Price List to

SPOHN-PATRICK COMPANY

Sole Agents for the Pacific Coast, Inter-Mountain Territory and the Orient

BRANCH HOUSES
Los Angeles Portland Seattle Denver Salt Lake City

16-18-20-22 Front Street, San Francisco, Cal.

SACRAMENTO HELPS GROCERS.

Good Report of Progress From the Dealers of the Capital City.

Sacramento, Cal., Dec. 14, 1904.

Editor Advocate:—The Retail Grocers' Association of Sacramento dates from February, 1904, when it was organized upon the frame work of the Grocers' Protective Union, which had been in existence for many years.

The Retail Grocers' Association, through its perfected arrangements has enabled its members to accomplish results that we had needed many years. It is conducted on a thorough business basis and our results come through the fact that our members recognize that the system must benefit others if it is to benefit them.

We now number sixty grocers on our membership roll. The list includes all of the best grocers of the city. There are perhaps twenty stores not in our association.

One of the chief value of our organization has been to eliminate the foolish habit of cutting. This was brought about by the mutual confidence and friendship that was engendered through our organization.

Through a system of reporting to the secretary people who do not pay their bills, we have been able to secure considerable protection against deadbeats and have also been able to collect many bad accounts.

At present our city is suffering from the invasion of the trading stamp people. They are trying hard to secure a foothold here and we cannot anticipate what the outcome will be.

Most of our leading merchants recognize that trading stamps are a very expensive and useless luxury. I am sorry to say, though, that there are others who think them a good thing. This fact would surprise me were it not for the lamentable fact that there are clay-eaters and cut rate grocery stores in this glorious land of ours.

Our association is interested in all of the laws the State organization is seeking to have passed. We will do what we can to advance the good work.

Our officers are as follows: President, A. A. Jost; vice-president, S. H. Farley; treasurer, A. Schaden; secretary, H. R. Blair; executive committee, J. F. Smith, J. S. Jones, George Born, Henry Feldhusen, John Riley, F. B. Fancher and E. W. Hale

Harry Blair, Secretary.

Fresno Cures Cutting.

Fresno, Cal., Dec. 17, 1904.

Editor Advocate:—The Retail Grocers' Association of Fresno has been a success in every particular. It has resulted in more friendship and better feeling among the grocers. Mutual confidence has been established that has enabled the grocers of our city to do away with much of the cutting that was sapping up their profits. Mutual action has been of value also in securing for us the co-operation of various manufacturers who used their influence and power to prevent cutters from sacrificing their goods.

Our organization has been of considerable value to its members through assisting them in the collection of their bad bills and in securing mutual warning against undesirable customers.

The writer has been in the work so short a time that he hardly feels capable of doing full justice to the splendid accomplishments of our association. There is hardly a line of organization work, however, in which our organization has not been able to be of much benefit to its members.

We have a membership of seventeen, which includes almost all the larger stores. At present we have no chief executive officer. Our vice-president is H. Graff & Co.; treasurer, Eccleston Bros.; executive board, Holland & Holland, Dorsey, Robinson & Co., Parker, Roth Company.

We feel that all the measures that are to be presented at the next session of the Legislature will be of great benefit to the grocery trade, and our organization will render all the assistance in its power in securing their passage.

F. E. Greeley, Secretary.

BE WISE

If you want **Direct Information** Inquire of the

DIRECT IMPORTERS

— OF —

Swiss Cheese
Edam Cheese
Rocquefort Cheese

MACKEREL

IRISH — AMERICAN — NORWAY

French Sardines, (Special Prices on Quantities)
Holland Herrings,
Sardelles, Etc., Etc.

Spanish and California

— OLIVES —

Italian and California

OLIVE OIL

Domestic Cheese of All Kinds.

SOLE AGENTS FOR

Sierra Cheese, German Breakfast Cheese,
Brie, Camembert, Schloss, Kronen, Neufchatel.

All Foreign Goods Imported Direct
In Largest Quantities.

We Invite Correspondence.

Wieland Bros.

Importers and Commission Merchants

119-121-123 Clay St., San Francisco, Cal.

Please mention the ADVOCATE.

BAD BILLS ARE RAREITIES.

Result of Organization Work In Our Far Southern Metropolis.

San Diego, Dec. 1st, 1904.

Editor Advocate:—Before the formation of the Grocers' Association of San Diego in November, 1899, there was much hostile rivalry among the retail merchants of this city. The better feeling that has followed the formation of our association, has created better conditions. Another good result of the organization was a marked abatement of the cutting habit. While this has not been entirely cured, it has been greatly reduced.

We have established one of the most effectual systems of Merchants' Reference Books in existence. Almost every deadbeat in this territory is now known to the grocers of our community. As a result bad bills have become almost a curiosity among them.

The practice of selling to consumers by wholesalers and manufacturers is not so general as it was before the organization of the retail grocers. There is still considerable room for improvement in this regard.

The old adage that the "Proof of the pudding is in the eating," is exemplified in San Diego. The value of our organization to the retail grocers is shown by its results. Whereas, before our organization, failures were common among the grocers; there are no more of them being closed up now and many grocers have become quite well-to-do.

We feel that the State Association is doing splendid work in advancing the legislation needed by the retail grocers. We would say that we are especially interested in the laws to extend the statute of limitations of open accounts. Instead of two years, it should be five.

We also feel that the separate property of the wife should be made responsible mutually with that of the husband for the necessaries of life while the two are living together, thus destroying a prolific source of fraud and perjury.

The president of our association is A. Sidney Smith and the secretary is, yours truly,

A. D. Jordan.

HAS FEWER BAD BILLS.

Nevada City, Cal., Dec. 9th, 1904.

Editor Advocate:—Although there are only eight grocers in Nevada City, and one of these does not belong to our organization, we have nine members in the Nevada County Grocers' Association. This includes one in Grandeville and one in North Bloomfield.

Our organization was organized April 22nd, 1903. Its officers are as follows: President, W. G. Richards; vice-president, G. Fischer, treasurer, T. W. Sigourney; secretary, F. Guenther.

We have profited very largely through the better feling that has resulted among the grocers of our community since the formation of our organization.

There is very little cutting done in our town and we have not found it necessary to act in this regard.

Our organization has prepared a "Caution List" for its members, in which the names of the deadbeats of our community are printed. Each member has a copy of this, and as a consequence, we have fewer bad bills than we used to have.

The collection of bad bills has progressed slowly. We expect to do better next year.

We have done little so far in the matter of regulating prices. We are planning to establish a price card in the near future.

Since our association was formed we have been able to convince manufacturers generally that it was not profitable to try to sell to our customers. When we find out a drummer is selling to a consumer, we notify him that this kind of business must cease. So far they have never needed a second warning.

Our members are interested particularly in having the time in which an open account outlaws, extended from two years to four, and in making the husband and wife mutually responsible for the bills for the necessaries of life.

Yours truly,

F. Guenther, Secretary.

States. What is more important, our American people are slowly but grad-

MADE MERCHANTS FRIENDLY.

San Luis Obispo Secures Satisfactory Results From Associated Effort.

We have twenty-seven members in our Merchants' Association, which was organized in September, 1903. The majority of the members are merchants in other lines than groceries. There are only twelve grocers in our city.

Our officers are as follows: President, D. Muzio; vice-president, J. G. Sandercock; treasurer, Aug. Vollum; secretary, S. V. Knight.

Directors—A. L. Johnson, N. C. Brem, J. A. Renetzky, E. L. Sponer, G. P. Codoni.

Our principal work has been in guarding our members against deadbeats and in helping them collect their bad bills. In this we have been very successful.

A much more friendly feeling has prevailed among the merchants since they began to meet together and plan to act in harmony for their mutual benefit. The evidence of this has been the lessening of the cutting evil among the retail grocers. Instead of "fighting it out," as they once did, they "talk it over" now, and each tries to be fair to his neighbor.

Our members were pleased with the measures decided upon by the State Grocers' Association for presentation at the coming Legislature. We will do what we can to help get those laws passed.

S. V. Wright, Secretary.

EVERYTHING IN
PAPER
A. ZELLERBACH & SONS
416-426 SANSOME ST.
San Francisco

EXPECTS LARGE RETURNS.

Advancing Movement for Better Trade Condition in the Sacramento Valley.

Redding, Cal., Dec. 30, 1904.

Editor Advocate—I am sorry to state that on account of sickness during the summer, was unable to finish the start we made on the Sacramento Valley Association. Business during the past three months has prevented any active work but I anticipate an endeavor to bring into line many merchants who are anxious to join the Valley Association.

As to the actual work, most active has been in and around Chico, Gridley, Oroville and Biggs.

We find in Chico those merchants who have taken advantage of the Association locally are in this position.

Each month the secretary issues a bulletin of the standing of the different "risks" and bad accounts with the result that each merchant in and around Chico and vicinity has better protection than any place in the northern part of the State.

Talk about your fire insurance.

The risk of fire is a plum besides the account risk and yet there are merchants being bit every day that cannot see further than their own ignorance in the matter.

We believe that every town should have its list; that each and every merchant could have protection. It would pay any man doing a $12,000 per year business, such as is conducted throughout the country, to pay into his local association one per cent per year, even less. But with the association insurance he is out no more and can rest easy, not having to wonder how much heavier it will be at the last summing up of the year.

Locally we have done but very little towards this end as yet, as we have been somewhat interested in local conditions of somewhat importance, having had on our hands a bridge proposition that demanded our attention.

An effort will shortly be made, now that the rush of fall and holiday trade has passed, allowing due thought and consideration of the subject, towards a proper consolidation of all interests throughout the valley.

We believe more good work has been done for the grocery trade in the past year than has ever been accomplished in the years past.

We trust that due representation will be made at the next session of the legislature as the bills to come before the house are of the greatest importance to every merchant in the State.

We commend the efforts of your paper and appreciate the personal efforts of yourself, whether or not it is financial gain or loss to you, in your strong stand for the betterment of conditions. It takes this sort of go-aheaditiveness to get results.

As a rule we are glad to see these things done but are always too busy to do them ourselves.

Our representative in the Assembly from this district has assured us that the existing situation demands a few reforms and if he can see it is for the betterment of the merchants his energies will be exerted in our behalf.

We trust that nothing will be left undone by those who are in a position to come in personal contact with the dominating powers "that are" in the different houses, and with a wish for the betterment of all interested parties and The Advocate, particularly yourself, I wish you the compliments of the season and remain

Very truly yours,
F. F. Dustin.

NEVER TIRE.

Bayle's Food Products Are Worthy of Consideration.

The best business can be made better by introducing new and attractive goods. Grocers who carry Bayle's Food Products find a steady increase of orders from their best patrons, who are well pleased with these relishes and condiments. You can create a big demand for them among your customers. They will not tire of them.

HAS WORK TO DO.

Watsonville, Jan. 1, 1904.

Editor Advocate:—We need some one to come into our field and stir things up again.

Our organization did good work for its members for quite a while. Then the young attorney who acted as secretary moved away and no one was elected to take his place. Interest in meetings began to wane and they were finally discontinued.

The president is still George Jessen; O. D. Stoesser, vice-president, and A. L. Bixby, treasurer.

I note that the advocates of the parcels post are again very active. There ought to be an organized effort made to combat that proposition and prevent its adoption. This can only be done by perfect organization of all classes of business.

Such a plan is the one I favor, namely, a Merchants' Association, taking in all classes of business. As a bureau of information in the way of regulating local credits and many other matters of interest to all, this plan would be most effective.

If the grocers or dry goods people desire to have an extra little organization to take up matters pertaining to their special lines of business, they might have a sub-association dealing with their affairs only.

There is a world of work to be done along association lines, and I am impressed with the idea that the retailers and jobbers should work together on the broad grounds which affect their respective fields, to a greater or less extent alike.

Wishing you a "Happy New Year," I remain, yours truly,

O. D. Stoesser.

RAINIER BEER.

The wonderful success of Rainier Beer speaks volumes for John Rapp & Sons. The reputation it has gained on this coast and elsewhere has placed it among the leading beers of this country. The greatest care is taken in the production of Rainier Beer, and no detail is overlooked which might add to its flavor and fine appearance.

The ORIGINAL
WORCESTERSHIRE
SAUCE
LEA & PERRINS
NEVER HAS BEEN SUCCESSFULLY IMITATED
JOHN DUNCAN'S SONS, New York
THE JOHNSON-LOCKE MERCANTILE CO., Pacific Coast Agents, 123 California St., San Francisco, Cal.

EVERETT RETAIL GROCERS.

Doing Good Work and Proud of Their Accomplishments.

Everett, Wash., Dec. 12, 194.

Editor Advocate:—Being only a small city of 20,0000 inhabitants, we cannot expect to make so great a showing as our sister associations in the larger industrial centers, but I am pleased to state that every one is satisfied with the progress made.

When I say that we have harmony and peace, I know you will understand why they are all satisfied.

Our association numbers thirty of the thirty-five grocers of our city in



President A. F. Bickford, Seatle.

its membership.

We were organized in 1895 and incorporated in 1903.

Our officers are as follows:

G. W. O'Neil, president; E. C. Baker vice-president; B. L. Ridgeway, treasurer.

Trustees—G. W. O'Neil, C. A. Hanson, F. A. Jacobs, J. A. Myers, T. C Simmons.

Attorney—Edward C. Dailey.

Secretary—T. C. Simmons.

Organized 1895, incorporated 1903.

There is a much greater degree of friendship among the grocers of our city now, due almost entirely to our



Sect'y J. J. Higgins, Seattle.

association's meeting and our social gatherings. We give a picnic each year, and from time to time, have a social. Our wives and children attended our last two socials and they proved a great success in helping bring the members together and increasing their interest in the association through the interest of their wives.

Owing to the thorough mutual understanding that has been established among our merchants, we have had very little trouble with the cutter. As a matter of fact, we hardly know what it means now.

Through a monthly delinquent list we have been able to limit the number of deadbeats materially. This list, together with a very strong circular letter, has proven very beneficial in helping members collect their bad bills.

We have been able to practically cure wholesalers of the habit of selling to our customers. The method will be understood from the circular I am mailing in connection with an account of the work of the Snohomish County Merchants' Association, of which the writer is also secretary.

Together with the county association, the Everett Grocers' Association has assisted in the completion of a new system of credit ratings. Our "Delinquent Book" is loaned to subscribers for $10 per year. All classes of retail merchants may subscribe for the book.

Through our new Rating Bureau, we expect to make bad bills a thing of the past in Snohomish County, besides securing considerable revenue.

I am pleased to say that our treasury is in a flourishing condition and that we anticipate being of greater value to our members each year.

The Everett Grocers Association,
Per T. C. Simmons, Secretary.

TACOMA'S STRONG ASSOCIATION.

Retail Grocers Act as a Unit in Matters Affecting Trade Conditions.

Tacoma, Wash., Dec. 10, 1904.

Editor Advocate—The Tacoma Retail Grocers' Association, Inc., is probably better organized than any other in the State of Washington. This is due, for one thing, to the unanimity that prevails among our merchants. Another important factor is that our offices—at least, the presidents, vice-presidents, treasurers and committees—have always been A1 men who were ready to drop their own work if the Association needed them.



Sect'y Gustav Beutlich, Tacoma.

Our present officers are: J. H. McDonald, president; C. H. Buelow, vice-president; C. F. W. Bachman, treasure; Gustav Bentlich, secretary.

Directors: C. H. Plass, R. McLean, C. T. Stewart, R. S. Bennatts, J. W. Fiddes.

Our collection bureau and list of delinquent debtors has been of great value to our members

Our organization has been able to secure an understanding as to prices of a number of articles. We have been assisted in this very largely by the wholesale houses and jobbers of Tacoma. This has resulted from the theory of the jobbers that if any one retail grocer of our city should be able to force the entire trade into selling goods without a proper margin of profit, that the jobbers would be the ones to suffer. Therefore if a retail firm sells goods at a price that a conservative committee considers does not give the trade a fair margin of profit, the wholesaler refuses to give the cutter any goods whatever until he agrees to keep prices. This has been a source of numerous profit not only to the wholesaler and jobber, but also the retail dealers.

Washington is now fairly well organized. There is still need of organization in our outlying districts and in certain small towns.

Wishing you a Merry, Merry Christmas.

Yours truly,
Gustav Bentlich, Secty.

SEATTLE SCORES WELL.

An Effective Association of Retail Grocers That Helps Trade Conditions.

Seattle, Wash., Dec. 22, 1904.

Editor Advocate:—Our association was organized in 1896 and incorporated in 1901. Our membership today has reached 108 active members, who number practically all the grocers of consideration in our city.

Our organization has been very valuable to the grocers of Seattle. Through promoting confidence among retail grocers, encouraging friendship among the men in this line of business. As a result of the good understanding that has arisen through our association we have been able to do a great deal towards curing the cutting habit. Card prices have been maintained and the grocery trade of Seattle is in much more prosperous condition than it was before our organization took this work in hand.

We have done much work for our members in the collecting of their bad bills and in guarding them against



GARRETT W. O'NEIL,
President Everett Grocers' Association, Everett, Washington.

deadbeats. Another matter of much value has been the protection we have been able to accord the grocers of the entire State by curtailing the encroachments of wholesalers and provision houses in their inroads upon the customers of the retail grocery trade. Because of the recognition of our rights, secured through our association, the trade of restaurants, hotels, boarding-houses, etc., is all practically in the hands of the retail grocers.

While we have met with antagonism at different times, yet those who opposed us have usually become friendly when they learned that we honestly desired only what would benefit the trade and only asked for what was ours by right, and what we were able to protect. Because of this fact, we have been able to secure a better condition of social as well as business intercourse between both wholesalers and retailers.

Through the good understanding among the various associations of the State, several measures have been secured through the Legislature. We have also secured favorable legislation in regard to pure goods, garnishment, weights and measures and other subjects.

Our association has enabled the grocers to take effective action in securing the enactment and enforcement of several local ordinances.

We have also been able to insist upon and secure just and equitable terms from the commission men and the wholesalers.

Though there are some grocers in Seattle who are not members of our organization, I doubt if there is a single grocer who does not realize that he has been benefited by its existance.

Our officers are as follows: President, A. F. Bickford; first vice-president, O. W. Hemphill, second vice-president, G. B. Helgesen; secretary, J. J. Higgins; treasurer, F. L. Heldrich.

Our president, Mr. Bickford, has been a member of the Seattle Grocers' Association since its organization and has always taken a prominent part in State Association affairs He is also president of the Western Insurance Company, incorporated in 1901, and is known by all as a good fellow and a bright business man. Yours truly,

J. J. Higgins, Secretary.

MANY MERCHANTS CO-OPERATE.

Everett, Wash., Dec. 12, 1904.

Editor Advocate:—The Snohomish County Merchants' Association was organized by the writer in August, 1903, with thirty-six members in fourteen different towns. Our purpose was the collection of bills and guarding against deadbeats.

We incorporated in November, 1904, with the following officers:

J. A. Myers, president, Everett; Geo. J. Ketchum, vice-president, Stanwood; N. K. Tvete, treasurer, Arlington.

Directors—C. H. Lamprey, Snohomish, M. E. Chappell, Granite Falls; C. T. Conrad, Marysville; E. A. Hevly Florence; J. A. Myers, Everett; C. C. Brown, Arlington; C. F. McDonald Hartford; Geo. V. Pearsall, Sultan; Fred Harris, Monroe; N. J. Smith, Mukilteo; H. E. Baltinger, Index; Gustaff Nicholson, Cedarhome; S. A. Thompson, Stanwood, John A. Theurer, Robe.

McLaren & Shorett, lawyers.

T. C. Simmons, secretary.

The Everett Grocers' Association, although a distinct organization, co-operates with us in the maintenance of our Rating Bureau, and our work is very much in harmony.

The wide scope of our work will be better understood from the following resolution adopted by the Snohomish County Merchants' Association on Feb. 3, 1904

We, the undersigned merchants of Snohomish County have adopted these resolutions this third day of February, 1904, and herewith submit the same for your information, which we believe will be of vital importance that all should observe:

"We agree to withdraw our patronage from any wholesaler, whether it be jobber, meat packer or commission house, who will sell directly or indirectly to any consumer, hotel, boarding-house, restaurant, camp or shingle



Sect'y T. C. Simmons, Everett.

mill without a store. (A store to be interpreted as a place maintained for a vocation in the county of Snohomish.) **This we do to place trade in its legitimate channel."**

We agree to notify the wholesale house violating these resolutions and upon conviction the proper penalty shall be decided upon by a vote of the board of directors of the Snohomish County Merchants' Association.

Signed: Bruhn & Henry, Inc., Snohomish, Snohomish Grocery Company, Snohomish, Williams & Howell, Snohomish, Thos A. Fowler, Snohomish; A. Behrens, Arlington; N. K. Tvete, Arlington; Brounty & Son, Arlington; Johnson & Wick, Arlington; John Z. Jones, Arlington; G. T. Wallsteed, Ar-



THE BOND SYSTEM

of

RETAILING STAPLES AT A PROFIT

Consists of:

Giving no more or less than 16 ounces for a pound.

Saving all losses from over-weight, spilling and carelessness.

Saving a large proportion of the time used in putting up packages.

Saving all useless and back-breaking labor in scooping sugar, etc., from barrels and bins.

Pleasing and holding your trade through full and accurate weights.

Automaticaly checking the weight of every package and assuring the merchant that his work is properly done.

Thus Saving Time, Labor and Material.

No other System has been devised Producing Equal Results.





These cuts illustrate the Portable Type of Bond Weighers.

Other types are designed to fit different requirements and of varying hopper capacity.

The Portable Weigher occupies the floor space of two sugar barrels.

A Weigher suspended from a platform over a counter occupies no floor space at all.

A boy can operate it.

He fills the hopper, opens the spout—the rest is automatic.

The weighing is done over an **Even Balance Agate Bearing Scale,** which can be used at any time without change for any purpose whatever.

It handles any comodity which runs freely through a spout.

The machine is fully warranted, fool proof and will last a life time with proper use.

Mr. Grocer:

This Weigher is now being placed on the market and enthusiasticly received.

It is appreciated by the busy merchant who realizes the importance of accurate and rapid work.

It is manufactured by the

Bond Scale Co.

210 East Second Street

Los Angeles, Cal.

To see it in operation is to be convinced that it is entitled to a place among the fixtures of an up-to-date grocery store.

You are Entitled to See a Sample Working in Your Store.

A letter tothe manufacturers will receive prompt attention.

BOND SCALE COMPANY

210 East Second Street

LOS ANGELES, CAL.

lington; C. C. Brown, Arlington; M. E. Chappell, Granite Falls; Granite Falls Mercantile Company, Granite Falls; C. T. Conrad, Marysville; F. L. Bartlett, Marysville; M. A. Guy, Marysville; D. O. Pearson, Stanwood; Geo. J. Ketchum, Stanwood; S. A. Thompson, Stanwood; E. A. Hevly, Florence; G. Nickolson, Cedarhome; Bolton Bros., Silvana; C. F. McDonald, Hartford; J. N. Otto, Edmonds; R. Konnerup, Edmonds; W. H. Schumacher, Edmonds; Edmonds Hardware Company, Edmonds; S. E. Wilson & Co., Edmonds; Louis Steen, Edmonds; L. H. Foster, Mukilteo; Mukilteo Mercantile Company, Mukilteo; N. J. Smith, Mukilteo; M. A. Blair, Mukilteo; G. C. Thomas, Machias; Baitinger & Ulrich, Index; C. E. Lewis, Index; H. M. Meredith, Sultan; G. V. Pearsall, Sultan; John F. Warner, Sultan; Fritz Timme, Sultan; T. J. Atwood, Sultan; Lowell Grocery Company, Lowell; Metzger & Co., Everett; Boston Grocery, Everett; Jos. F. Juza, Everett; Hanson Grocery Company, Everett; E. C. Baker, Everett; J. C. Sovde, Everett; J. W. Stanton, Everett; The Mercantile Company, Everett; Thayer Grocery Company, Everett; J. Lynch & Co., Everett; W. W. Miller, Everett; Myers & Smith, Everett; A. Stalberg, Everett; B. L. Ridgeway, Everett; McFall Bros., Everett; Goldthorpe Grocery, Everett; A. Thueson, Everett; Lunke & Wigen, Everett; Wold Bros., Everett; G. W. Ross, Everett; J. W. Marl, Everett; C. C. Sovde, Everett; T. Solberg, Everett; Morton & Brace, Everett; Melgord & Co., Everett.

EXPECT ALL TO JOIN.

Aberdeen, Wash., Dec. 7th, 1904.

Editor Advocate:—The benefit of our association in increasing the friendship among the grocers of Aberdeen has been very great. Even those on the outside have respect for our association, and we hope to have all as members by January 1st, 1905.

Our membership now consists of ten of the fourteen grocery firms in our city.

Through the efforts of our association the practice of cutting has been almost done away with. The grocers who have not yet joined the organization uphold our prices and do not seek to interfere with our work in other respects.

Our delinquent list has been a material aid in guarding against deadbeats. We have been able to collect many bad bills and the difficulty of collecting from slow pay customers has been much lessened.

Through the influence of our organization we have been able to discourage the wholesale trade from selling to consumers. Some of the wholesalers still persist in doing this, but the practice has been lessened materially.

Our organization seeks only to accomplish that which is recognized to be of general good. For this reason our success has been permanent and we have been able to be of considerable use and to see by the friendly aid even of those who have not joined our organization.

Our president is L. L. Trask; treasurer, Fred S. Becker; secretary, E. E. Bowe. Yours truly,

E. E. Bowe, Secretary.

SUPPLIES FOR PANAMA.

The Panama Canal Commission is asking for bids for subsistance supplies. Grocers and others who want to compete will find a copy of the specifications at this office. Sealed bids must be in the office of the Isthmian Canal Commission before 10:30 a. m. of Jan. 17, 1905. The articles wanted are those needed for the kitchen, and cover the field of groceries, vegetables and meats. Prices must be for goods delivered c. i. f. at either Colon or La Boca, Isthmus of Panama, at which place they will be inspected.

WHATCOM COUNTY SUCCEEDS.

Grocers Overcome Various Trade Troubles By Co-operation.

Bellingham, Wash., Dec. 21, 1904.

Editor Advocate:—In order to adequately cover the field under the caption, "The History of Our Organization," it would be absolutely necessary to ransack the archives and bring to the light of day a lot of stuff that



A. PANCOAST,
President Whatcom County Grocers' Association, Bellingham, Wash.

would neither be satisfactory to ourselves or profitable to your readers.

Suffice it, we were born; passed safely through the infant stage; had a hard time of it during the teething season; easily laid aside our swaddling clothes and at present writing we find ourselves **flourishing as a green bay tree.**

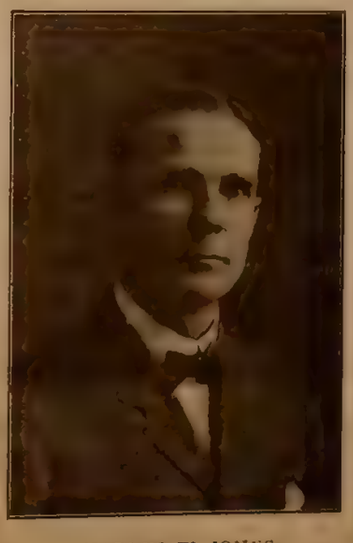
What are we doing as a local association?

First, we are loyal to the National, make our annual report and pay the per capita tax of $5.

We are loyal to the State Association, and find real pleasure once each year in inclosing our check for $50 for State work.

We mention this because so many associations seem to think that the almost impregnable positions of the enemy can be captured without ammunition.

We are giving to our members the services of a salaried secretary, who



CHARLES W. JONES,
Secretary Whatcom County Grocers' Association, Inc.

devotes his entire time to the work of the association in seeing—

That card prices are maintained;

That no unfair advertisements appear in the local papers;

That no unjust discrimination is made by wholesalers and jobbers in this territory;

That protected goods get the right treatment at the hands of retailers;

That meetings are held regularly each week (a vital point);

That a delinquent list is published each month and distributed to the members;

That many a "lame duck" is brought to time and moss-covered accounts are collected.

Our association rooms are centrally located, well furnished and lighted, with all the Coast trade papers, as well as all the local publications always on file.

Once each year our members and their friends turn from the "carking cares" of business life to a day of recreation at our annual picnic, which comes in August. This is the only general gala day of the year for the entire county (attendance in 1904 was over 4000). On this day the festive drummer vies with the fat girl from the country precincts in catching the greased pig, the big cake-walk comes off and everybody has a good time, regardless of complexions or clothes.

Do we have our troubles?

Decidedly so.

Our association is no exception to the rule. We enjoy our "off days" the same as others, when the very old



H. C. BYRON,
Director of the Pacific Coast Grocers' Association for Washington, Bellingham, Wash.

Nick seems to have taken up his abode in the personality of some weak sister in our circle. Then the secretary has to get out his bottle of ointment to smooth over the irregularity, or grabbing his hatchet, go at the proposition good and hard.

We are also doing what we can in the way of legislation for the protection of the merchant and for the punishment of the deadbeat.

We are bringing association work before the dealers as often as possible through the columns of the trade papers of the Coast, and always hail with delight the invitation of ye editors for us to "send something."

Trade conditions have been better than for some time past, up here in the Northwest.

A very satisfactory holiday trade is reported and the outlook is bright for the coming season in Bellingham the coming metropolis of the upper Sound country.

Our association extends to all associations throughout the country the compliments of the holiday season, and the secretary hereby shoves his hand out to every association secretary, in a hearty "How Are You?"

Very respectfully yours,
Chas. W. Jones, Secretary.

PORTLAND IS WORKING.

Best Men In the Trade Seek To Advance the General Good.

Portland, Or., Dec. 14, 1904.

Editor of the Advocate:—The number of members in our association is now almost 100. The number of grocers in our city, including small candy stands, etc., which handle even a very small line of canned goods or anything in the grocery line, is 321. The following comment, however, to show the comparative strength may not be out of place: While our number of nearly 100 may seem small compared with the full number of grocers in the city, it must be remembered that the association members consist entirely of the leading and regular grocers and that the men in the association probably represent 66 per cent of the entire grocery trade of the city, excluding the trade of one very large department store.

The work of the association has, for a number of years, been very effective. For this reason it is difficult to get new members in because they receive the benefits without any of the expense. Further than this, of the 321 grocers in the city of Portland, 99 per cent of them might be called honorary members; that is, they live up to the rules of the association. They are not cutters and they follow the prices established by us, but they do not join the association. This is owing to the fact that when the association was first started, a proper canvass of the grocers was not made, and it is difficult to show to the grocer, who is already receiving the benefits, any good or new reason for joining.

Our officers are: F. W. Funk, president; W. M. Sellwood, vice-president; N. Raymond, secretary and C. A. Bell, assistant secretary. The active officer of the association is the assistant secretary. The rules of the association require that the secretary shall be a grocer, but the work of the association is so extensive that no active grocer can take care of it.

The chief value of our association in the past has been the promotion of good fellowship among the grocers and the extending of the idea among the grocers at large that to be a successful grocer it is necessary to receive a fair profit on all lines of goods, and that a man who cuts on any line, particularly a standard selling line, must make up the difference on some other line or quit the business.

We have done little as yet in regard to collecting bills.

We are continually fighting with the wholesalers in regard to selling to the consumer.

The manufacturers of this district are working with us very nicely in regard to maintaining a consumers' price on lines of goods manufactured by them.

I inclose herewith a list of the grocers of this city with their addresses. If there are any of them to whom you do not send the paper regularly, I will be glad to see that they get it if the entire number is forwarded to me.

Yours truly,

C. A. Bell,
Assistant Secretary of Portland Retail Grocers' Association.

HAS HELPED ITS MEMBERS.

Hoquiam, Wash., Dec. 6th, 1904.

Editor Advocate:—Our association was organized in October, 1903. We have ten members. There are twelve grocers in our town. Our officers are as follows: President, C. H. Kuhn; secretary and treasurer, L. H. Brewer.

We consider that our organization has been a help to our merchants.

We have been able to regulate the prices of certain staples and cutting, as a habit, has been very largely cured.

Our organization has enabled us to secure considerable protection against deadbeats and in collecting our bad bills.

It has resulted in considerably more friendship among the merchants of our community. It is through this friendship that we have been enabled to co-operate effectively in matters in which we would otherwise have been powerless.

The practice of wholesalers and manufacturers selling to consumers has also been lessened through the influence of our organization. Yours truly,

L. H. Brewer, Secretary.

WAKE UP! MR. JOBBER.

Lost Business in Arizona Shows Shameful Inattention.

Phoenix, Arizona, Dec. 16, 1904.

Mr. Aaron H. Powers, editor Grocers' Advocate.

Dear Sir—From the attached news clipping, taken from the Phoenix "Republican," you will notice that the jobbers of El Paso are planning a personal visit to help secure the trade of this territory. The clipping says:

"EXCURSION TO ARIZONA.
"El Paso Merchants Desire to Extend Their Field.

El Paso—A number of representative business men met at the chamber of commerce here and decided to run an excursion on January 8, to Arizona and Sonora points to cultivate closer business relations with the people of those States. The excursion train will leave here over the E. P. & S. W. January 8, and stops will be made at all of the principal towns along that line and after crossing the border into Sonora.

"It is expected that the visit will result in the establishment of much closer commercial relations between El Paso and cities to the southwest of here than have heretofore existed."

This clipping shows the truth of my former statements as to how closely this trade was being cultivated by others than Coast jobbers.

I may say here that the Arizona merchants are making every preparation to meet and entertain this excursion for they are alive to the fact that, while preferring to throw business to the Coast, the Coast jobbers appear to be absolutely careless of this fact.

How El Paso Competes.

In my former letter I proved discriminations in favor of El Paso, but in doing so did not go very closely into details.

Since the building of the Bisbee road, El Paso has become a very important factor in competing against the Coast. The Bisbee road gave El Paso a rate of 1.16 to Douglas, as against the Los Angeles rate of 1.84. As a result nearly all of the Douglass business has been swung to that point.

To make matters worse they put a rate into Clifton and Morencie of 40c per 100 from El Paso, providing that goods must be shipped via Hachita. This latter point is where the Arizona and New Mexico railroad meets the El Paso and Southwestern (commonly called the Bisbee road), thus entirely shutting out the Coast from any of this business.

Pacific Coast Indifference.

The Coast cannot make any great howl against this for their natural outlet to these points are via Lordsburg, New Mexico, where they connect with this same Arizona and New Mexico railroad. But as no one seems interested on the Coast why should the Southern Pacific protect them?

A very prominent official of the Southern Pacific informed the writer when he called his attention to this matter of the 40c rate, that his company had simply lost control of the territory. His road is probably hauling all the through freight, so why, when no one from the Coast cares, should they make any change to enable us to hold our business at these points.

Only Fair Play Needed.

A short time ago a rate was made on flour from the Coast. As a result, for the first time in years, California flour was on the market in Arizona. The Detroit Copper Company of Morencie, than whom there are no closer buyers, bought their supplies in the California market. This is quoted as one specific instance to uphold my statement.

On the other hand, I am informed by a prominent merchant of Tombstone that he can land sugar cheaper from New Orleans than from San Francisco or Los Angeles. This comes to El Paso and from there via the Bisbee road to Tombstone.

Previous to the building of the El Paso division of the Bisbee road, there were two rates from Benson to Bisbee, 30 cents and 40 cents. The Southern Pacific absorbed this rate when the road was completed from El Paso. In doing so they showed the Coast shipper how much they were protecting him. In a short while they quietly raised the rate slightly. I feel certain that it is only a matter of a little while when they will put the original rate into effect for the plain reason no one kicked when they made the first raise.

They must ask themselves why they should absorb the 30 cent or 40 cent of the Bisbee tariff if no one cares.

A Hard Hadware Example.

Take mining machinery for instance. There has been lately established a rate from El Paso to southwestern Arizona points of mixed cars over the Bisbee road via Hachita. This rate only applies to El Paso shipments and is done to practically throw the busines into the hands of an El Paso concern, the Mine and Smelter Supply Company. Now how can we compete against a mixed car when we are compelled to ship in straight cars.

One more instance. El Paso has lately been shipping enormous quantities of shot gun cartridges to Arizona and no Coast house could meet the prices.

The reason was simple.

When the Phelps-Dodge people got control of the copper output of Globe, the Southern Pacific also got control of the Gila Valley, Globe and Northern Railway, they immediately granted Phelps-Dodge & Co. (who are also the owners of the Bisbee road, the Bisbee mine and the Morencie mine, and practically the whole town of Douglass) all kinds of freight concessions. But to offset this they quietly raised the rate to Globe 7 or 8 cents.

This road, though only 124 miles long, showed a gross earning capacity four years ago of $187,000, out of which $90,000 was net earnings. It hardly seems necessary to raise the rate.

The car lot rate to Globe, by the way, is 85 cents per hundred for a haul of 124 miles. The passenger rate 6 cents per mile straight.

The writer tried to sell borax in El Paso, Texas, direct from the factory to a jobbing house there and was plainly shown that they could buy this article which, by the way, is a Pacific Coast production, cheaper from Chicago owing to better freight rates from that point than from Los Angeles.

The proofs I have offered will, I feel sure, be admitted to be conclusive. Many more examples could be cited. I refrain since I only propose to administer homeopathic doses until I arouse some action.

A Strange Carelessness.

In this regard I would add that over 75 traveling men from Coast points have voluntarily told me that they have from time to time taken up with their houses the very things I am now writing about, and that no one seemed to care. I want to say there are no brighter or more up-to-date and capable set of commercial men than the Coast drummer. He has to be to do business when all rates are against him.

The Coast jobbers and manufacturers may ask for a remedy. Well, I will outline one for them. They can make it stick, but the body of men, or even the one man at its head, must be competent.

Suggestion for a Cure.

My plan is, in effect, a freight bureau supported by Los Angeles and San Francisco jobbers and manufacturers, controlled by a board of directors who shall appoint an executive head and staff. This bureau to be supported by regular contributions levied on all Coast jobbers and manufacturers who are desirous of being members.

When any member is interested in rates in any line, or when he desires the immense influence of the bureau against unjust rates, let him simply turn over to them the case and they will, after working it out, report the results to such of the members desiring said information. All changes for better or worse they would be notified of and if for worse, the bureau would look into and find out the reason for same. It would also be the bureau's place to look into and see to obtaining new markets for Coast products.

Probabilities for Saving.

They could compute the combination of two or more rates as against one through rate to enable the consignee on the Coast to get the best possible results on his shipments.

Hundreds of thousands of dollars are thrown away every year into the railroad coffers by lax attention to combination freight rates.

Many large houses have some kind of freight man but he seldom carries much weight with the railroad companies. No railroad company could afford to pass by a just request for equal rates when systematically backed by the immense influence of a combination such as this proposed bureau.

How It Would Work.

Should "Jones, Brown & Co." wish to ship twenty cars of supplies to Australia, China, even to Arizona, they immediately notify the bureau. The bureau goes into all the rates and also sees what the railroad company will agree to do. When they are through, they report back to "Jones, Brown & Co."

That is the way Eastern concerns get into competition with the Coast.

Coast travelers report that their customers continually kick as regards to how goods are stolen on the road as well as held in transit. This matter would be passed to the bureau, backed by immense influence. Such a complaint would carry weight.

At present few shipments reach a customer that some part is not missing. The customer makes his claim but he seldom gets any satisfaction.

If, on the other hand, he could fall back on the consigner who had the bureau behind him, he would give them the business, knowing he would be protected.

When a new rate is made from some point East to some common point where Coast and East are competing, the bureau would look into the matter. In this way, the Coast jobbers would get as good a rate or the old rate would go back.

This plan, I think, is worth looking into.

In conclusion, let me assure you that I will gladly do anything in my power to help better the adverse conditions I have described. Yours truly,

D. J. Alberga.



Don't Shy At

Beer as a beverage because some people misuse it. There is more genuine merit as a tonic, as a blood maker in a good beer than you may have supposed. One trial of good beer will convince you, especially if it's

RAINIER BEER

Doctors prescribe it because it is made right out of the very best materials. You'll like it.

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IXL - Kapp and Street - W.G.M.

TAMALES

IN

KEY-OPENER CANS

SNIDER'S BIG SUCCESS.

Causes That Brought Popularity With Both Dealer and Consumer.

It is impossible to find a retail grocery store of any considerable size on the Pacific Coast that does not have Snider's Tomatoe Catsup in a prominent place upon its shelves.

This proud position has been acquired by making an article of superlative excellence and by the expenditure of enormous sums of money in advertising.

The T. A. Snider Preserve Company has been forced to build factory after factory during the past twenty years, until now there are seven large plants in the most noted tomatoe district of the Middle West turning out tomato catsup, oyster cocktail sauce, as well as other condiments, and tomato soup, under the Snider label.

The demand for Snider's goods on the Pacific Coast has increased enormously during the last four years, during which time the account has been controlled by the Spohn-Patrick Company. The enormous sales in this market can be understood from the fact that at one time there were thirty-five cars moving toward the Pacific Coast to satisfy the demands of the California market alone. The sales for 1904 reached enormous figures.

The Oyster Cocktail Sauce of the Snider Preserve Company has proven a particular favorite. Its piquant tartness and delicate flavor making it a good seller wherever it has been introduced.

THE WAY OF PROFITS.

How the Profit of Selling Staples Often Depends on the Weight.

By Aaron H. Powers.

In bulk and value, a very great proportion of the grocer's sales consists of staples on which the profit is small.

"There is no profit in sugar" is almost a truism.

The cost of paper bags, the time used in tying up packages, and the amount spilled over the counter and floor eat up the profit shown in the difference between the buying and selling prices. The same is true of all the staples, such as rice, beans, etc., which are bought in bulk and retailed in packages.

Wise dealers try in many ways to save the greatest loss of all—overweight—by buying high-priced, sensitive scales. But once the pan is down, we know not how much overweight is given. In fact, the high-grade, sensitive scale is the greatest robber in the store when operated by a careless weigher.

We put high-priced, careful men in charge of the package department, and feel content until some customer objects to a shortweight package. But we never hear of the overweight packages. And through it all, we have a suspicion that we are buyng more sugar than we sell.

When the Loss Begins.

Our careful man grows weary. His back aches as he scoops and scoops from barrel and bin. His head and arm grow dull from "the little out and a little in." Then he grows careless in spite of his earnest desire to be exact.

The thrifty dealer sets his scales an ounce short and trusts to come out all right. But Mrs. Smith gets a package two ounces short and tells the whole neighborhood he is a robber.

The customers will not take lightweight packages.

The dealer loses his profits in giving overweight.

The man can get exact weights on a hand-operated, sensitive scale if he takes time enough. But the profit on beans and sugar requires quick handling, and he cannot take the time.

We have nearly all of us adopted the plan of putting up a stock of staples in $1.00, 50c, 25c and 10c packages in advance. This plan has helped lessen the strain and the customer is served more quickly and with less loss than in the past. Nevertheless, most grocers feel at some time that it would be to their advantage if no one would buy sugar from them.

It has proven necessary in the larger, well-conducted stores, to keep experts at the weighing. The grocer will find that it is far better and cheaper, as a rule, to let the boys rest than to have irregular weights.

Machinery Used Successfully.

There is automatic weighing machinery which does good work in factories. Such machinery requires the use of power and is usually very high priced. The grocer usually suffers the loss of a few dollars every week rather than sink some hundreds in a power plant which would be expensive to run.

This problem appealed to Mr. Chas. L. Bond, a scale expert of Los Angeles. For several years he has worked to solve it. Some thousands of his own and his friends' money have been spent in perfecting his ideas. He has had the advice and assistance of many prominent grocers and he even sent one of his machines to the convention of the State Grocers' Association at San Jose to get their advice and criticism. His company made a number of weighers from time to time and placed them in the hands of grocers, watching earnestly for any weaknesses that might develop or improvement that might be made.

Seldom, if ever, has a company been more careful in testing the merits of an article. No assurances or urgings from delighted users of these weighers have influenced them to sell these machines until Mr. Bond was himself satisfied that the weigher was complete.

The writer believes that by Mr. Bond's weigher a vexatious problem has been solved for the grocer, and that the saving of profits to the merchants in this State would build him a monument as great as the pyramids.

On Easy Terms.

Those who have been fortunate in having even the experimental machines are high in their praise, declaring they would not be without them for ten times their cost. Now they are being sold on terms that permit the weigher to more than pay for itself.

The Bond Weigher is really an attachment to a scale. Such is its nature, that it does not interfere with the regular use of the scale for all other purposes, and the grocer receives a high-grade scale in addition to his weigher.

The Bond Company are using the highest grade of Troemner and Fairbanks scales which will trip at the hundredth part of an ounce. Every package is exactly weighed and does not vary a grain.

The writer has watched the development of this aid to the grocer with a great deal of interest and has been amazed at its almost superhuman action. He has often been tempted to praise the weigher but has been coldly told by the Bond Company that when the proper time came, he would be permitted to sound his horn and they would back up his noise with good works.

Are Thoroughly Responsible.

The reward to the man who helps his fellowmen is always munificent. The writer feels an especial gratification in knowing that while Mr. Bond and his assistants have been hard at work making profits and saving backaches for the grocers, they have at the same time placed themselves in position to gather profits and ease for themselves.

The writer has known the management of the Bond Scale Co. from boyhood and can assure his friends among the trade that they will stand to their every promise, and are on the square.

Their advertisement appears on another page, and as they say there that every grocer is entitled to see a sample machine working in his store, I trust every grocer who can use such a machine to advantage will assert the rights to which he is entitled.



WINS NEW FRIENDS.

Grocers Find More Customers Using Borax Every Day.

It was not long ago that borax was selling for from 28 to 35 cents a pound. It all came from abroad then and the foreign producers had a combine and worked the great American people for all they were worth.

When the borax mines of the Pacific Coast were first being developed, the foreign trust tried the game of freeze-out. They crippled the industry severely until Uncle Sam took a hand and put on a tariff that excluded the foreign goods.

With the home market insured them, adventurous men were willing to take the risk of developing the borax deposits. This they did in the face of enormous natural obstacles, and with such success that, in spite of the high cost of labor and the teaming across the desert, the amount of borax produced was such that it could be sold for about 6 cents and still leave a profit.

As American capital was invested in borax, American brains was being used to teach people how to use it. As a consequence the consumption has increased from 600 tons in 1868 to about 10,000 tons for 1904.

With every year, new uses have been found for this precious salt which has done much to make housekeeping easier and living pleasanter.

Among the many uses of borax are the following:

It softens water.

It arrests diptheria.

It relieves hoarseness.

It is a cleanser and purifier.

It destroys microbes and bacteria.

It is a preserver of fresh meat, fish, fowl or game.

It is useful in the arts, manufactures and mines.

It is an antiseptic—the best known substance to arrest decay in animal food.

It is a flux for all metals—iron, gold, silver, etc., enabling them to melt at a lower temperature.

It is a glaze used in potteries, glass factories, and by enamellers for making a brilliant polish.

It is an emollient—valuable for the toilet; it softens and whitens the face and hands.

It is uninflammable and prevents fire, can be employed for rendering muslin fireproof.

It is a medicine and now enters into many pharmaceutical preparations.

It is a bleach and is used in laundries for preventing clothes from turning yellow.

It is used to enamel porcelain-coated iron, known as "graniteware."

In solution, mixed with linseed oil, it may be used for cheap painting.

It is used as a mordant in calico printing and in dyeing, and as a substitute for soap.

When dissolved in water, borax allays inflammation and is helpful for ulcers, wounds, bruises, insect bites, chilblains, etc. It is of great value in brushing the teeth. As a gargle it relieves sore throat. A little dissolved in the mouth relieves hoarseness or canker. Snuffed as a powder or snuffed up in solution, it affords invariable relief for catarrh.

Under the circumstances, the retail grocer who carries borax on his shelves and does not sell it must have something wrong with him.

A FAVORITE SAUCE.

It does not take long for an article with a reputation to increase a grocer's profits. Since Snider's Oyster Cocktail Sauce made its appearance, grocers have realized that it is a good "seller," and in consequence they have been compelled frequently to restock. The first carload consisting of the new one-half pint bottles, has arrived, and may now be purchased from any jobber. This favorite sauce is especially prepared for household use, and is a great appetizer. Its ingredients consist of the freshest and choicest tomatoes and pure condimentary substances. It can be purchased in pints, 2 dozen in a case, per case, $2.40. In ½ pints, 2 dozen in a case, per case, $1.40.

PACKS MUCH PROVISIONS.

Enormous Plant Employed to Prepare the Product of the Western Meat Co.

It is hard to realize the enormous amount of business transacted by the Western Meat Company, which has the largest provision plant on the Pacific Coast.

The gross sales reach the $5,000,000 mark annually.

An idea of the extent of their shipping business can be secured from the fact that they have more than thirty refrigerator cars set aside for their exclusive service between their plant and their distributing houses.

The Western Meat Co. is incorporated under the laws of California with a capital of $760,000.

It has its abattoirs and chief plant at South San Francisco in San Mateo county. It also has a large smoking establishment at Sixth and Townsend streets, where its principal offices are located, and has branch houses in Oakland, San Jose and Sacramento as well.

Large Killing Capacity.

The daily killing capacity of its plant is as much as 300 cattle, 300 calves, 1,200 sheep and 1,400 hogs. All the productions of this company are inspected by United States Government officials and bear the stamp of such inspection.

One of the greatest advantages of its plant is that it has facilities for shipment both by water and rail.

The market for the goods of the Western Meat Company has grown steadily until now it not only supplies a large part of the provisions used on this Coast and Hawaii, but also exports goods to China, Borneo, Siberia, Japan, and Straits Settlement, South America and Australia.

A Busy Staff.

In their offices at Sixth and Townsend streets, 40 clerks are kept busy constantly.

They have their private telephone exchange. There also comes to their offices direct wires of the Postal and Western Union Telegraph Companies. These are handled by their own operator.

At the plant at South San Francisco, in addition to their regular packing establishment and stock yards, they have their own box factory where they make their own lard and canned meat boxes.

They have their own printing machine by which they do their own box branding.

They have also their own tin shop where they make their own cans for tinned meats.

They have their own ice factory where they make their own ice for refrigerating purposes and for distributing to branch houses.

Cover the State.

Besides their army of clerks and office employes, the Western Meat Company has a full corps of live stock buyers continuously in the field. These men devote themselves to buying desirable live stock in all parts of the State for shipment to San Francisco.

They also have a full corps of experienced salesmen covering every section of the Coast in order to be able to provide the hams, bacon, lard and canned meats that are needed by the grocers and bakers throughout the Western country.

Every year has seen an increase in the business of the company since it was first instituted. With the opening up of our new fields for commercial activity the next few years will unquestionably see a still larger growth.

MAKE NEW TRADE
AND
EARN NEW PROFITS
By Telling Your Trade About
BORAX



IT IS A "20-MULE" HELP
In the Dairy — In the Kitchen — In the Laundry — In the Bath Room
In the Nursery — In the Sick Room — In the Lady's Toilet Box

If People only knew how it Could Help Them, They
Would Use it in Hundreds of Places where Now
They Suffer because They are Ignorant of its Value.

LOOK IT UP -- LEARN YOUR GOODS.

PACIFIC COAST BORAX COMPANY

SPOHN-PATRICK COMPANY
Agents for the Pacific Coast.
San Francisco, Los Angeles, Portland, Seattle, Salt Lake City.

AUSTRALIAN WAS PLEASED.

Hon. Geo. Nesbitt Tells His Home Folks About National Association.

Hon. George Nesbitt, Alderman, J. P., and vice-president of the Country Storekeepers' Association of New South Wales, who attended the recent convention of the National Retail Grocers' Association, held in San Francisco last May, was pleased with his reception and with American ways. He gives his impressions in a letter to the "Lismore Chronicle," in which he says:

On landing at San Francisco I waited on the secretary of the San Francisco Retail Merchants' Association and learned that I was the first delegate to arrive in connection with the National Convention of Retail Merchants of the United States, which was to commence on Monday, May 2.

Right here I will give some of my impressions of the City of the Golden Gate. Generally speaking, the city struck me as a place full of business activity, but not to the extent in which speculation is allowed to take the place of sound business. There are very fine buildings in the principal thoroughfares, among them being several sky-scrapers, such as the "Call" office, "Spreckles" and the "Chronicle" buildings. The banks have also good habitations, and the public offices, such as the City Hall, are magnificent buildings.

I must draw attention to the large departmental stores. These large stores are planned on the latest American principles for progressive trading, and employ many hundreds of hands. The manner in which the goods are displayed in the windows and in the interior of the immense flats is excellent. Nothing is hidden. Everything is exposed to the view of the customers who throng there in thousands and have no difficulty in selecting anything they may require, without much help from the salespeople. The stocks are well kept, well assorted, and thoroughly representative of the manufactures of the world.

Appreciates Courtesies.

Of course, the great scene of attraction for me was the National Convention of Retail Merchants of the United States. As you know, I had the honor to attend this convention as the official delegate from the Country Storekeepers' Association of New South Wales, and indirectly as the representative of the retail merchants of this State, and as a matter of fact, I was looked upon as the representative of all the retail mercantile interests of Australia, being the only delegate sitting in the convention from the Southern Hemisphere. The business men of Australia were highly honored by the welcome tendered me by the business men and mercantile leaders of America.

From the time I arrived in San Francisco every courtesy and consideration that could be extended was showered upon me.

Many States Represented.

The official opening of this important convention took place in the great hall of the Mechanics' Institute, and was signalized by the presence of representatives from over 365 business organizations, from thirty-three States of the American Union. They came from New York, Boston, and other centers in the far East; from Georgia, Louisiana and Alabama in the South; Wisconsin and Minnesota in the far North, and the gathering represented many thousands of the associated business men in the United States. They came from the North, South, East and West by special trains, and were met by a reception committee at Sacramento, the capital city of California, where the trains were decked with flowers and the delegates were entertained by the citizens and a special committee representing the United Associations of California. Upon arrival at San Francisco, the St. Francis hotel was made the headquarters of the delegates, and it would have done our business men good to have seen the good will and friendship manifested there.

Addresses of Welcome.

On the opening day of the convention the delegates were welcomed by President Corcoran of San Francisco Retail Merchants' Association, and by Mr. Joseph A. Stulz, president of the Californian Retailers' Association, and a hearty and cordial welcome was also extended by his worship, the Mayor of San Francisco, the Hon. Eugene Schmitz.

Felicitations were warmly extended on behalf of the delegates by the Hon. Mr. Scherer of Pretoria, Ill., ex-president of the National Association of Retail Merchants of the United States.

Australia Called For.

At this stage I had the honor to be called on to respond for Australia, and on rising to do so was received with tumultous applause. Needless to say, I did not take this as a personal compliment, but as a compliment to those who had sent me, viz.: The Country Storekeepers' Association of New South Wales.

To the best of my ability I conveyed to those assembled in the great convention greetings from their brethren in far away Australia, and thanks for the very cordial reception they had given me.

At one of the lat er business sessions I was privileged to deliver an address on "Organization in the State of New South Wales," and on the subjects of the Country Storekeepers' Associations of New South Wales, which had sent me to represent its members on that memorable occasion.

I pointed out that although a new association, we had got together the most representative men from all the principal towns of New South Wales, and formed the largest association in the State.

Thanks For Mr. Nesbitt.

My remarks were met with the warmest applause, and when I sat down Mr. F. B. Fancher of Sacramento moved a very hearty vote of thanks to me and to their brothers beyond the sea in fair Australia who had sent me there.

As it will be my duty to give details of this business convention to my association direct, I will not refer to them here.

Suffice it to say that the enthusiasm and business conduct shown in that great National Convention at San Francisco demonstrated to my mind clearly the utility of organization in the interests of our country traders here.

I may mention that in connection with that great convention the social side of life was not forgotten, in as much as picnics, luncheons, banquets, excursions around the city and theatre nights were tendered to us in all directions, and to filch a line from a San Francisco trade journal, "Everything was wide open for us except the jail."

Lesson of the Convention.

When it is taken into consideration that the delegates came from an area far exceeding the extent of the whole of the commonwealth, and that for a time they left aside their individual occupations to attend this national convocation of business men, it goes to show how self-sacrificing they are and how deep and practical are their interests in the work of organization, thereby showing us what our duty is, not only to ourselves, but to one another, if we mean to make the Country Storekeepers' Association of New South Wales the foremost and most influential body of traders in the commonwealth.

Food Show of Interest.

During the days of the convention a gigantic exhibition of the food products of California was held in the lower hall of the Mechanics' Institute, and proved, not only to myself, but to every delegate, the resources of the country for fresh food products. The exhibits were tastefully arranged, showing goods excellently packed and of great merit. The brightest among the exhibits at this most interesting place was from the Italian Swiss Wine Colony, a tract of country converted from barren waste into a wine-growing district, producing immense quantities of wine of very good vintage, and reflecting the utmost credit on the spirited proprietors.

The concluding entertainment tendered by the San Francisco retail merchants to the delegates was the banquet in the Mechanics' Pavilian, at which covers were laid for 400 guests. Speeches suitable to such occasions were delivered by the Mayor of San Francisco (the Hon. Eugene Schmitz), President Lott (Chicago), and representative men of both the wholesale and retail trade.

HEADQUARTERS FOR ALL

INDEPENDENT

GOODS

J. A. Drinkhouse Co.

Established 1580 Incorporated 1887

IMPORTERS OF

CIGARS

Cigarros, Cheroots, Cigarettes,
Stogies, Tobacco, Snuffs, Etc.

Clear Havana Cigars
Manuel Lopez y Cia
Nothing Better

High Grade Cigar
Chancellor
A Fine Cool Smoke

FINE FIVE CENT CIGARS

OPIA DAVY CROCKETT EL BRODERICK QUEEN BEE

(High Grade Union Made)

AGENTS FOR "GOLD CRUMBS," Union Made Tobacco

223-225-227-229 BATTERY ST.

SAN FRANCISCO, CAL.

FILLS A NEED.

An Egg Carton That Will Help Both Dealer and Producer.

When one stops to think, the usual method of handling eggs appears radically wrong. The producer buys a filler for his cases and the retailer buys a paper box for delivery to his customers.

In no other line of goods will you find the producer using one package and the retailer another. There is no reason why it should be so in the egg business habit is not a reason.

It was to correct this lack that the Ferguson Egg Carton was put on the market.

It may be used first as a filler by the producer and then as a delivery package by the retailer.

Advantages to Dealers.

It is intended that the retailer shall buy the carton and furnish it to his shipper. The producer thus saves the cost of his fillers. The advantages to the retailer are:

1. No transferring of eggs.
2. No breakage.
3. Great saving in time.
4. Shows who shipped bad eggs.
5. No miscounts in filling orders.
6. No breakage in delivering orders.
7. No complaints from customers.
8. In many cases better prices can be obtained.
9. No fillers nor half-filled cases "kicking" around the floor.
10. Saving of floor space.
11. Saving of handling in candling eggs may be candled without removing from carton.
12. Makes selected eggs look like selected eggs.
13. Makes possible the use of a brand.
14. Opportunity for advertising.
15. Stamps the store as progressive.

Some of these points alone offer enough inducement for every progressive grocer and market to use the Ferguson Egg Carton.

Advantages to the Consumer.

If none but the best eggs are sold in the Ferguson Egg Carton, the customer soon learns that fact and shows a preference for eggs so packed, even at 2½c to 3c a dozen higher than the market. Furthermore, this carton makes a convenient and safe place in the pantry for eggs to remain until the last one is used.

The Ferguson Egg Carton enables the small producer to develop a private family trade and get better prices. To do this the eggs should always be large and selected, branded and delivered in a neat package like the Ferguson Egg Carton.

Besides these many advantages the Ferguson Egg Carton is the lowest priced carrier on the market.

For further information address **Black and Ferguson**, Patentees, San Jose, California.

SOME GOOD ADVICE.

The Proper Way to Handle Your Bookkeeping.

The writer has recently been talking to several retail grocers in and about San Francisco who are using a system of keeping their customers' accounts which saves them a great deal of work and worry.

A separate book of duplicate tags for each customer is so arranged that the one writing gives the customer a tag showing the total of her account and the duplicates remaining in the book form her ledger account.

Mr. Miller of the Miller-Walker Co., Berkeley, who had used what was considered the best method of bookkeeping, said that this was the best thing he had ever had in his store. Topp Bros., the well-known Haight street grocers of San Francisco, expressed themselves as being thoroughly satisfied with the results attained and are advising their friends to use the same system.

You should write for information to the Pacific Coast agent, P. E. Lenfestey, 320 California street, San Francisco. Read the advertisement on page —.

THE FRUIT CANNING INDUSTRY OF CALIFORNIA.

By Isader Jacobs, President Cal. Canneries Co.

To furnish a review of the fruit canning industry for 1904 would necessitate stating at the beginning that it was the most extraordinary season ever known in the State. It is true that every fruit season in California is different from any other season, but the promise held forth at the beginning of this season was the most brilliant the State has ever known. Fruit crops in every line promised to be the heaviest in the history of the State, but the late rains coming along resulted in a sort of mildew affecting the blossoms and pollen, so that the conditions were entirely changed. It must, however, be borne in mind that the fruit canning industry of California takes a small proportion only of the crop; were it not for this fact a tremendous shortage would have developed in the output of canned fruits, and even as it was a shortage did develop in peaches of all varieties and descriptions, which were most seriously affected by the climatic conditions existing in the spring of 1904. Apricots were also seriously affected, but this did not very materially injure the output of canned apricots because there is only about 20 per cent of the crop used in canning, yet some sections of the State were practically a complete failure, notably in Alameda county, where the shortage was more apparent than has ever been known since the industry began. The pack of canned apricots during 1904 was not large, and it may be said of this article as well as all other fruits that the pack of first-class goods of extra standards and higher grades has gone into consumption, or rather has left the State and gone into different markets.

Pears were a very good crop of good quality; so also were plums and cherries.

There is a decided shortage in the present supply in California of canned fruits, consisting of extra standards and higher grades of pears, apricots and peaches of all varieties; in fact it may be said there are practically none of the grades and varieties mentioned in first hands. This leaves the field clear for 1905, although it must be admitted that owing to the irregular quality of goods put on the market by some canners, the trade is turning largely to the brands and goods packed by reliable and responsible packers. To such an extent is this the case that it is predicted that in future it will be almost foolhardy for any one to attempt to enter the canning business with a view to making any profits out of it. Those canners having the trade who will maintain their quality can increase their pack and sell their goods, but new concerns coming into the field will have great difficulty in disposing of their product even at a considerable loss. The past experience of the last few years has demonstrated this fact because the cheaper grades of goods known as seconds and water goods are invariably sold by the canner at a price that results in a considerable loss, they being put on the market at figures ranging below the cost of production. This is even the case with standards, so that the only profits to be made are in the higher grades of goods, provided they can be sold at legitimate figures. If they are sacrificed, then they also net a loss to the canner.

On the whole it may be said that the output for 1904 would range about the same as 1903, viz., about 2,000,000 cases fruits. The quality on the average has been good. As to profits to canners it has proven undoubtedly a disastrous year to nearly all canners of fruit in California, some of the losses ranging very heavy.

It is true a few canners made some money, but in the majority of cases heavy losses resulted. Large advance sales were made at low figures and canners had great difficulty in filling their sales even to the extent of 75 per cent guaranteed in their contracts, particularly on peaches. Cling varieties of peaches ruled extraordinarily high, at a price that netted canners considerable loss on their early sales.

Several canneries remained closed during 1904 and in view of the outcome of this season it is presumed that several others will remain closed during 1905. It is only a question of how long certain canners can go on losing money, and it is supposed that there must be an end somewhere.

The season of 1904 opened on bare markets of first-class canned fruits, and the fact that the output for 1904 was not heavy is an indication that goods will go rapidly into consumption. This of course refers to the better class of goods of known brands of responsible packers. It must also be borne in mind that the buyers during 1904 pursued an extraordinarily conservative course in making their purchases; in fact, the heavy buying on the part of certain wholesale grocers, as was in vogue in previous years, seems to be gradually dying out and the buyers purchase as they need the goods to supply their trade. The result is that it takes away an element of speculation in the business, and the packer that manufactures a large line of goods without an outlet will in the future be in the predicament of either having to carry a large quantity of goods and being eaten up with storage, insurance and interest, or else curtail the pack down to the legitimate requirements of his trade, or else dispose of his goods promptly, and if he has not the outlet to sell them at a loss. Either one of the three methods would be a dilemma to such a packer and would mean loss in any event.

Tomatoes—There was considerable carry-over of tomatoes from 1903, and taking into consideration the large carry-over and pack in the East, it isolated California's tomato trade to the Pacific Coast States, so that even with a falling off in the packing of at least 25 per cent as against 1903 there are still considerable canned tomatoes in first hands. With the high rate of freight existing in comparison with Eastern points, which prevents California canners from going into Texas points and the territories, as well as the far Northwest, the future of the canned tomato business in California is not particularly bright. It must also be borne in mind that where there is keen railroad competition the packers in such sections have the advantage and tomatoes are now being canned in Oregon and Utah and in other sections, which takes the trade away from California. However, with the light pack that there has been for 1904, and taking into consideration the fact that all the California and Pacific Coast jobbers have purchased very sparingly and only for immediate requirements, it may be assumed that the present stock will go into consumption before new packing, and it is quite likely they will do better than at present, particularly when a lot of the off-grade tomatoes are disposed of, for there is no article where there is as great a variation in the pack as in canned tomatoes. Many lots are put upon the market at considerable below the cost of packing of legitimate goods, but it can be assumed that it will only be a question of time before buyers will become alive to the situation and will discriminate on the brands and packs. There is nothing that will bring this about quicker than the low-grade goods being turned out by some canners. The quality for 1904 of the better known packers has been extraordinarily good. The profits for 1904 canned tomatoes have been extraordinarily bad; in fact, instead of profits, there has been a positive loss in this branch of the industry.

Asparagus—The serious injury in the river districts during the spring of 1904 caused by freshets resulted in wiping out the pack entirely of one of the leading asparagus packers of the State, thus taking out of consideration about 100,000 to 150,000 cases. This was felt in the trade, and were it not for the fa[illegible]ong Island crop of aspara[illegible] heaviest known in years, the shortage would have been felt East to a much greater extent, for several other packers who had made preparations to can asparagus from the river districts were also prevented by the floods, but some of these will undoubtedly be able to pack duing 1905.

The pack of 1904 is closely cleaned up, and the field will be clear for 1905 packing, but at the high prices prevailing and being asked for the fresh asparagus it is questionable whether the outlook is very brilliant for profits in packing; in fact, asparagus is an article that must be canned properly, and unless thoroughly understood it is very difficult to turn out a good article, and if the article is inferior it is very difficult to sell it at all. In addition to this it must be borne in mind that if prices rule too high consumption will cease, as has been the case in other commodities where abnormal advances have taken place.

It may be safely predicted that the season of 1905 will see a full pack of asparagus again, even though one of the leading sections may not produce any. There were so many new asparagus patches planted a few years ago that some of these will come into bearing this year, and many of them in future years, so that the output in years to come is bound to be increased, provided the ravages of asparagus rust do not affect the plants too seriously, and our university claims that they have now a remedy to prevent this.

Corn—California is not much of a factor in the packing of corn, yet it is presumed this business will increase. Most of the canned corn consumed in California comes from the Western States. The price of this opened rather high, but subsequently declined. After much of the purchasing was done the railroads raised the rates to 90c. per hundred, and this has caused a loss to the jobbers having purchased. On account of the high prices prevailing the buying was not heavy, so that it is presumed the present supply will go into consumption in California. Prices of futures have already been named at an average of ten cents per dozen less than 1904 prices.

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CANNED GOODS.

Canned Corn.

The looking ahead at the corn situation does not bring any great degree of comfort to either the owner or packer; outside of high grades low prices are likely to prevail throughout 1905; the only way to side-track this probability is to curtail packing, but will the packers do it? We doubt it. No packer wants to let his investment lie idle, or reduce his output as long as there is a chance to earn an extra dollar by running to the full capacity of his plant; to the old there will each year be added a certain per cent of new packing-houses, each of which will swell the stream. It may be that the corn packers will attempt some united action looking to a remedy, but just now the horizon is without a sign of any such movement. So, with the surplus large, if the 1905 pack is another record-breaker, the packer may expect a demoralized market. The spot market is quiet and not the least interest is shown by either jobber or retailer.

Canned Tomatoes.

We compliment those packers on the Coast who are giving close attention to the quality and quantity in the can of tomatoes they are putting on the market. The experience of some of the Eastern packers in jamming into a can broken, sloppy tomatoes and a large percentage of water should serve as a warning to all packers; most of this kind of stuff was rejected and the packers lost heavily. In times like the present when the output of both tomatoes and corn is excessive, the least deviation from what is contracted for will be used as an excuse to make a rejection, but honest, solid, full packing wins every time. Our home market is firm for both 3 lb. and gallons, but there is but little trading.

CANNED FRUITS.

Some of the Conditions That Affected Business for 1904.

There are two serious evils eating into the heart of the canned goods business which it would be well for the packers to heed.

The first is the establishment of many canneries, financed and managed with little regard to the one prime requisite, viz., quality.

How any packer can be so blind as not to see the damning effect of putting his name on a can of fruit that is away "off" is beyond any sensible person's comprehension. That it is done every year, any jobber will testify. The packer should know that he only succeeds in establishing in the minds of the wholesale distributor and consumer a belief that his brand is "no good." He never can rise again after he has gone down in the mire of inferiority.

The writer has in mind a brand that once stood high with Eastern consumers but which through rapacity or rank idiocy, was allowed to deteriorate until now it is a regular hobo among California canned goods.

The packing of poor stock in thin syrup to be sold as standards, under the name and label of a reputable company, is not only a crime against the State of California but is a blunder fatal to the packer. The other feature, so fraught with injury to both canner and the good name of California is the placing of the word California on the front of the label of cheap packing. If it must be done, put it in small type on the rear of the label, just as if you were ashamed to acknowledge your own.

Peaches—The trade journals have repeatedly told the story of the shortage in pack, more especially of lemon clings until the trade is familiar with the details. Both jobbers and retailers have heard the news from brokers and salesmen until now this feature of our report is somewhat shelfworn.

Quotations by packers were early withdrawn as it was evident existing contracts would have to be cut. A few packers found it impossible to fill any of their orders and others could only ship a certain per cent of their contracts. Some factories could not obtain sufficient fruit to justify opening their houses. Of all fruits, there were packed in 1904, based upon estimates, 2,800,000 cases.

Apricots did not come up in grade to the usual standards and most of the packing was of the smaller sizes.

Cherries have been closely sold up; prices for the fruit from the trees were high, so the pack was light; the crop was excellent.

Bartlett Pears received the usual attention and a fairly full pack resulted. After filling existing orders, the stocks left in California were small.

CANNED TOMATOES.

What the Past Season Has Done for Dealers and Packers.

The packing this season will fall far short of that of last year, when it ran up to 884,243 cases of 2½ and 3-lb. tins. In view of the low prices prevailing and the general apathy on the part of jobbers who were slow to stock up largely, it was fortunate that the pack was so light. The great multitude of packers in the East were selling at cost and below cost of production, therefore a full pack here would have meant a badly demoralized market and no margins. Prices have steadied themselves on the Coast and are already showing the influence of the lighter pack.

There is no doubt that the close of the season of 1904-5 will find all solid-packed tomatoes pretty well cleaned up. The pack for 1904, as closely as can be estimated at present, will amount to 730,011 cases of 2½ and 3-lb. tins. This estimate includes gallons figured on a basis of 1 dozen gallons as the equivalent of 3 dozen No. 3 tins.

The total pack of tomatoes in the United States for 1903 was 10,282,309 cases of 3-lb. tins, and for 1904, 8,671,053 cases of 3-lb. tins.

When the packing season of 1903 opened, the supply of tomatoes in the United States was reduced to a basis of petty trading because of scarcity. Then followed the immense pack of 1903, which was by far the largest ever known.

The clean-up of 1902-3 encouraged growers and packers to largely increase their output. Following this pack, comes the large one of 1904 and the inevitable has happened—selling price of Eastern tomatoes today are on an unprofitable basis.

The packers in California are not so flagrant sinners in the direction of packing poor stock as are their Eastern brethren. Yet they, too, are not above being tempted.

The **Advocate** says DON'T.

Additional tomato news is given under our Market Review.

CANNED CORN.

Review of the Past and Outlook for the Coming Year.

Some of the "Western" corn sent into California this season created serious disturbance by its varying quality, and much of it was rejected by the jobbers as far from standard. Packers who ship tough, common or poorly processed corn for "standard" ought to and have paid the cost, and we believe the lessons learned by this season's experience will not be lost upon them since they were obtained at a pretty good price.

The years 1901-02-03 were years of light packing, being on an average of 4,693,313 cases each year.

Prices rose to 1.20 and 1.25 for N. Y. State Standard; 1.05 to 1.25 for Maryland grades, and fancy grades were sold as high as 1.50.

These prices stimulated increased acreages with an output double that of every year since 1890.

The early frosts in Maine and unfavorable conditions in New York State cut down the output in those states. In spite of all this, there were packed 11,462,969 cases, against 4,851,146 cases in 1903.

During the latter part of 1903 enormous sales of corn on contract were made to jobbers, and to retailers. The previous two years of scarcity and high prices made both wholesale dealers and retailers eager to contract ahead. On the higher grades of corn, in these two years, the deliveries were not made in full. Neither jobber nor retailer could have their contracts completed.

A Heavy Demand Created.

These conditions were influential factors in creating a heavy demand and an eagerness to buy long before the packing of 1904. In consequence the output has been widely distributed and prices are weak on the medium and low grades. Both Maine and New York State brands, owing to the short pack in those States, are firm and the supply is somewhat curtailed.

When the year opened, the Western packers had made large sales of corn on contract at 72½ and 75c per doz. at factory. Maryland packers had also obtained large orders at from 60c for field corn, 65 and 67½ for standards, up to 75c for No. 2. Evergreen, 80 and 85c for shoe-peg, and 85c for Maine style. New York and Maine packers were slow in making contracts. Some sales were made in December, 1903, at 80 and 85c for New York State, and 1.00 by Maine packers. Spot corn, at that time, was high.

How the Prices Varied.

In February, 1904, Maine made a price of 97½ and 1.00. In April, 1.05 was the ruling price, as packers had sold out.

In September, Maryland corn was offered at 55 and 62½c for standard; 75 and 80c for Maine style, and 85 and 90c for fancy.

Owing to the curtailment of their pack through frost and other causes, the deliveries from Maine ranged all the way from 30 to 85 per cent; New York, 25 to 100 per cent.

The prices already named to the jobbers for '05 pack are for Iowa corn 62½c at factory; Illinois 67½ and 72½ for standard, 80c for fancy, all f. o. b factory. New York names an 80c price for standards, 95c fancy, 1.05 for Country Gentleman, all f. o. b. factory. Maryland quotes for 1905 pack 67½ for Maine style. As showing the wild fluctuations in corn during 1904, Standards sold at 55c at the opening of the year, ran up to 1.05 and down as low as 55. Maine style opened at 1.25, remained stationary for awhile, then dropped to 75. Spot market prices of Eastern and Western corn are noted in the usual market review of the week.

CANNED SALMON.

Conditions That Have Affected the Market During 1904.

At the beginning of 1904 the market on canned salmon was in a more or less chaotic condition, as owing to the high prices put out in 1903 by the largest Alaska factor, consumption was restricted, and a large amount of Alaska red salmon was carried over and with very few exceptions every Alaska company had unsold a large proportion of its 1903 pack.

The low price on pink fish put out in 1903 by the leading factor was still in effect in January last, although a large number of independent packers refused to meet this price, with the result that even as late as February, there were in first hands over 400,000 cases of pink fish. During February, March and April, a very heavy demand set in from Japan for pink salmon, with the result that the market rapidly advanced from 50 cents in January to 60 cents in February, 70 cents in March and the last holdings were closed out at 75 cents in April.

A Big Carry Over.

While this large demand from Japan cleaned up the stocks of pink fish, it had little or no effect on red salmon, and even though the largest factor in the business maintained its price of $1.30 throughout the spring and summer, independent packers offered and sold at prices ranging from $1.25 down to $1.15. So that when the prices on 1904 pack were opened the smaller canners were sold out of their carry-over of both red and pink, whereas the largest factor, having held the umbrella, went into the new season with the bulk of the red salmon it had on hand at the first of the year.

Meantime the smaller canners were offering 1904 pack Alaska red at different prices and on different terms, with the result that when the prices by the largest concern were opened, the independent packers had virtually sold all of their 1904 pack, and there is now very little red, medium red, or pink salmon held by packers outside of the largest Alaska factor.

Situation Relieved by Short Pack.

While there was a large carry-over on Alaska salmon of both pink and red in the beginning of the year, other grades such as Sockeyes, Chinooks and Oregon fish were closely cleaned up, and when the prices were put out for 1904 pack of Columbia river Chinooks, the bulk of the pack was sold within two weeks after prices were named.

The same situation existed on Sockeyes. The new season opened with the market bare of Sockeyes, and while prices named were very high, viz: $1.50 a dozen, short deliveries were made by almost every packer in the business. So that today packers and jobbers are virtually sold out of both Chinooks and Sockeyes, and the only canned salmon that buyers will be able to purchase between now and the new season is Alaska salmon. While there is a very large carry-over of Alaska red, stocks of pink Alaska are very light, and stocks of medium red Alaska are virtually exhausted.

Stocks Light in First Hands.

From a very careful investigation we can safely assert that stocks of salmon in jobbers' hands are light. Very few, if any, jobbers are carrying any Sockeyes or Chinooks, and a large majority of the wholesale grocers have on hand hardly sufficient Alaska salmon to carry them until the first of May, when the heavy demand usually sets in. As very few Chinooks can be delivered to dealers before July, and no Sockeyes can reach the jobber until August, it is the consensus of opinion that, eliminating Japan as a factor entirely, the normal demand between now and the first of June will take the bulk, if not all the salmon that remains on the coast today.

While the market on red Alaska is $1.10, some outside lots are offered at $1.05. The stock of medium red is light, and 95 cents f. o. b. here is the lowest figure named. Pink Alaska is quoted at 70 to 75 cents according to brand. These prices are to jobbers in round lots.

It is estimated that the salmon pack of 1904 will approximate 3,200,000 cases; in 1903 the pack was 3,600,000 cases, and 4,259,000 cases in 1902. The smaller pack of 1904 will help clear the market of the surplus stock and give the pack of 1905 a chance to earn a fair profit on the year's output.

SALT IN CALIFORNIA.

Review of the Growth of An Industry That Has Produced Much Wealth.

Perhaps no point in the world is more favorably situated for the manufacture of salt than the shores of the San Francisco Bay. The ease with which it is made, by sun evaporation, during the long, dry summer, and the convenience to market (freight being a vital feature) puts the local industry in a position to command the entire trade of the Pacific.

It is probably about forty years since some enterprising individuals realized these favorable conditions, and began to make, from the ocean water, salt for local consumption. Salt was at that time commanding from $25 to $30 per ton. Since then the industry has had its ups and downs, but the main trend has been steadily towards improvement both in quality and quantity, until now, not only the common grades previously imported from Mexico are supplanted by a local product that is cheaper and better, but also the very finest grades of table and butter salts, heretofore imported from the Eastern States and Europe, are being successfully produced, with the result that San Francisco has practically ceased to be an importer and is steadily encroaching on the export field.

The length of time that it takes to get a salt plant in operation (nearly five years) has always been a great temptation to speculators. It gives them an opportunity to manipulate the market for a length of time without fear of other competition. The margin of cost between the local product and the cost of the imported, leaves a wide margin of profit.

About four years ago some bright Eastern minds managed to so manipulate the market as to advance prices on the coarse product from $3 to $18 per ton, clearing up a fortune. They would doubtless have been continuing their profitable career, except that their boldness carried them to such a point that Uncle Sam interfered.

For the past two years a fierce war of competition has been on, which led to the breaking of all previous records for low prices.

It now remains to be seen how long the present disastrous prices may, or can, continue, or how soon some Moses may arise to lead the demoralized salt producers to the promised land of profit and prosperity.

"It is an ill wind that blows no good," and if the fierce competition has led to nothing else, it has enlarged the market and improved the product and decreased the stocks.

We feel that the time is ripe for something to be "doing."

The annual output of salt in California is approximately 60,000 tons.

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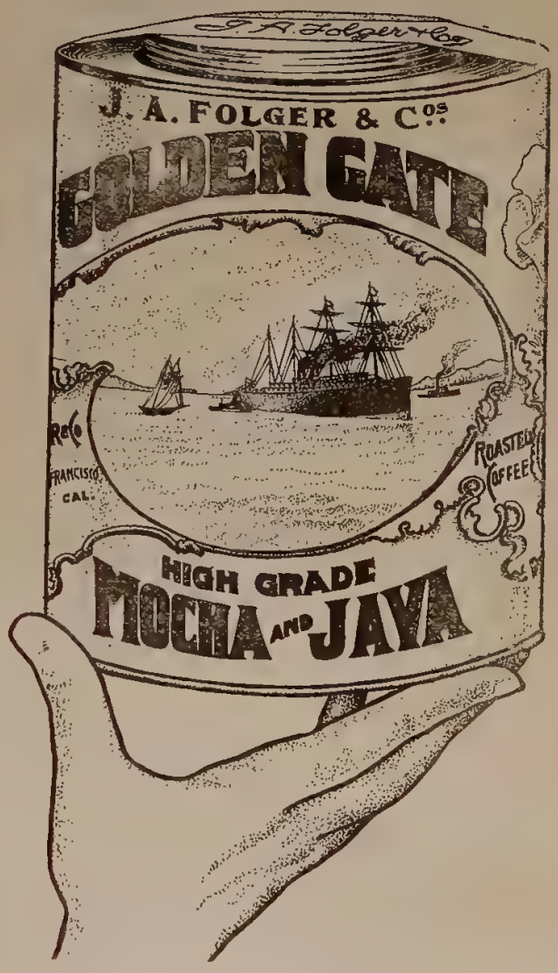
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CURED FRUITS.

Conditions That Have Affected Prices During 1904.

Peaches—The light crop of peaches this year brought with it a strong and active market all the season through. The crop of peaches carried over from 1902 added to the crop of 1903 made a total of 22,000 tons; but this combined stock was practically consumed during 1903, leaving little or no supply going into 1904. As the present crop is estimated to be but 11,000 tons, it is plainly seen that a large shortage is assured for 1905 before the next season's supply can be drawn upon. Every feature of the market favors good, full prices in the future.

Apricots—All the apricots of 1903 were closed out before the end of the year, leaving the 1904 crop unburdened with any carry-over. But, like peaches, apricots are considerably short of the normal yield; the estimate for this year is for a total of not over 7,500 tons; in 1903 the yield was 10,500 tons. The fruit is not running as good as usual this year, much of it being tarnished and not over large, leading to some protests on the part of the receivers and distributors. While the apricot is not so great a favorite in the East and is not so large a seller, yet the fact of so total a clean-up in 1903 proves a growing appreciation of this fruit; peaches have always been known and used by consumers from the day of the common, poor, sun-dried affair, "way-back," to the present with its delicious evaporated fruit; but the apricot had to make its way by degrees and, like the **debutante**, had to be introduced before it was taken and given a place commensurate to its worth. The amount of apricots remaining in California, is quite small and the crop of 1905 will not be obliged to carry any old burdens.

PRUNES.

In writing of prunes, the older minds sadly go back to the days of fly-specked and shrivelled fruit that used to lie, uncovered, gathering the dust of the corner grocer. Prunes were little known then and as little appreciated for their worth.

Since those days, progress has been made and more prunes and better prunes have resulted.

More care is taken in the preparing and handling of the fruit and the keen-witted fly no longer rests in tranquility and revels in a feast upon this delicious and healthful food. For the day of the prune package is here, as is the day for packing goods of almost every sort; and prunes need no longer be exposed to the dirt of the shop and the contamination of dirty insect life.

Both in boxes of 25 and 50 lbs. each, and in smaller packages that retail at 10 and 15c each, this fruit, under brands that guarantee quality and weight, are now being widely distributed. The day is already in sight when prunes in bulk and bags will give way to the clear, neat safety package The consumers are demanding protection and the grocer concedes the wisdom of this demand and is ever ready to give the patron just what he wants.

The fruit grower or packer that lends himself to this just and reasonable modern idea of selling his fruit will richly reap the benefits of his sagacity. It is needless to cite the rapid rise of the cracker idea as one of the cleverest and strongest arguments in favor of placing prunes in small packages, clean, handy and desirable.

Santa Clara Valley holds the champion belt for the most prolific source of supply of prunes in the United States. They claim as their portion one-half of all the prunes produced in this country. Besides the California prune, there is the Italian prune grown in Oregon and Washington, also a small quantity of the French variety.

The low prices of prunes during 1904, being below cost of production, have been discouraging in the extreme. There was a scarcity of 20-30s and 30-40s. These have been marketed at good prices. But the smaller sizes were sold as low as 1 cent per pound

The growers are at a loss for a remedy.

Several years since, a campaign of publicity was decided upon and some catchy advertising was begun which attracted customers. This was shortly abandoned, and since then, the poor prune has been allowed to drift towards hopelessness.

That this condition must and will be remedied, is without a doubt. Prunes are too important an article of diet to remain neglected. A new campaign of education will of necessity arise, new ways of cooking and using the fruit will be generously devised and promulgated, resulting in a large increase in consumption.

The output of prunes for 1904 was 197,000,000 lbs., that for 1903, 165,000,000, and for 1904, estimated at 125,000,000 pounds. The yield in the Pacific Northwest was short of that of 1903-4 about 80 per cent, or 6,000,000 pounds against that of 30,000,000 pounds.

The prune has been the butt of many jokes. The comic weeklies have directed many shafts of ridicule in the direction of this fruit. But the day of the prune is coming swiftly. The "poor prune" will then be replaced with a new term of expression of its exalted position in the estimation of the consuming public.

RAISINS.

The putting of one pound cartons of seedless raisins on the market has proven an immense success. Not only do these raisins reach the home thoroughly protected, but they save the housewife the process of seeding, which was both inconvenient and badly done.

It is surprising to note the growth of the seeded raisin business, and all within a period of eight or ten years.

Raisins are seeded by machinery of ingenious character which produces results that cannot be had by the old hand process. More than 60 per cent of the raisins consumed in this country are now seeded.

Fully three-fourths of the raisins produced come from around Fresno, which is the hub and center.

At one time, and until the present crop, the Raisin Growers' Association controlled fully 85 per cent of raisins grown. There was a fatal lack of harmony among the growers, adverse criticism weakening the efforts of the association, with the usual result of disintegration and abandonment.

Differences of opinion resulted in the carrying over until spring of some 28,000 tons of raisins. As the summer months are not the months of large consumption, there was no outlet at fair prices for this surplus. Finally more than half of this carry-over (all there was left of it) was disposed of to the packing interests later in the year

The output of raisins has increased from 85,000,000 pounds in 1893 to 120,000,000 pounds in 1903. The smallest crop was in 1896, with a record of 68,250,600 pounds. The estimate for 1904 is 75,000,000 pounds.

The growers looked forward to a fine and a large crop last fall. But the early, heavy and long continued wet weather brought with it great loss and keen disappointment Some packers found themselves without a pound of fruit undamaged. In most cases, a portion of the crop was saved in good condition. This damage has cut down the crop of merchantable first-class raisins to about 28,000 to 30,000 tons.

The growers have about closed out their holdings and prices are strong.

The future of the raisin industry is a problem yet to be solved.

How to bring about a community of interests that will guarantee the highest pecuniary returns compatible with supply and demand may well employ the most critical and able minds connected with the raisin industry.

That such a consummation is feasible is not beyond a reasonable hope

WALNUTS AND ALMONDS.

Almonds produced in California the present season were smaller in quantity and less satisfactory in quality than usual; the crop was a disappointment to growers and dealers, inasmuch as much of the product was gummy and inferior; the yield for the fiscal year, Oct. 31, 1903, to Nov. 31, 1904, amounted to 6,400,000 pounds, or 320 cars. Walnuts were even more of a failure because of the large proportion of inferior nuts, causing rejections, differences and loss; the crop for the fiscal year from Oct. 31, 1903, to Nov. 31, 1904, was 11,000,000 pounds, but so large a proportion of this amount was these inferior nuts that the sum total would be considerably diminished if the facts were obtainable. The conditions and methods of culture of the walnut in California are so far superior to those in vogue in France that the future of the California product is one full of promise; in time it is our firm belief that the California walnut will supercede that of Europe and that gradually importations will dwindle to an insignificant proportion of the whole. But before this change can be wrought more acreage must be given over to the cultivation of the walnut so that with a larger yield and improved and cheaper methods of growing and preparing the nuts for market we will be in a position to compete with the foreign product in price.

THE BEAN OUTPUT OF THE COUNTRY.

The bean crop of California is divided with limas, bayos, red-kidneys, blackeyes and white navies, with limas much the more important.

Few, if any limas, are grown outside of California and these are cultivated successfully in a limited area in Ventura and Santa Barbara counties

The other varieties are grown in the Sacramento, San Joaquin and San Luis Obispo districts.

The early rains did a vast amount of damage and to make any estimate of the loss would be purely guess work.

It is next to impossible, outside of limas, to get any accurate statement of the output of beans in this State, not only for 1904 but for previous years. Those whose position in the bean market entitles them to front rank would not venture to make an estimate.

There are such large numbers of damaged beans on the market that they are a drag and prices vary considerably.

The crop of limas in 1901 was about 480,000 sacks. Of these, there are 300,000 sacks still in warehouses awaiting an opportunity to sell at a price which has been arbitrarily decided upon by the growers.

The price asked for limas is out of proportion to market price of these beans. This makes a dull market and an uncertain one

RARE CUPPING VALUE.

Everything is subject to perpetual change, and all the products of human activity are constantly being transformed in a very short space of time. Motion is inherent to life, doing and undoing, inventing and improving are its principal characteristics; to do and undo are the essential elements of everything man knows. Coffee grown on mountains and brought down and kept at lower altitudes becomes soggy. It is out of its true element, and takes years to properly age or become truly fit for consumption But when conveyed to its own psychological environment it readily accepts the change and becomes as nature intended, producing all its native aroma and flavor. Wedding Breakfast coffee is scientifically aged, cured and roasted in the most favorable atmosphere known to roasters of coffee, and produces a rare cupping value impossible to obtain by any other process than nature and careful roasting.

A POLISH THAT POLISHES.

Do your customers call for a metal polish of the very finest quality?

If they do, and you do not carry it already you should stock with E. W. Bennett's "Brilliantshine."

It has no superior, and has taken the cream over every competitor whenever exhibited in competition

A WONDERFUL RECORD.

The San Francisco Office of the National Cash Register Heads Them All.

Pierce & Co. have scored a record year with their National Cash Registers. They not only have exceeded the business of past years, but the record of sales of Pierce & Co.'s office is proportionately larger than any other office in the United States or Canada.

An estimate is made up each year of the number of cash registers that should be sold during the next twelve months in the various territories. Pierce & Co. have sold 175 per cent. of their quota—nearly twice what would have been considered satisfactory.

Every salesman of the company exceeded his personal quota and a silk flag was sent to 8 of the firm's men who entered a national contest and won out.

Mr. Pierce is very proud of the results shown by his office. If every other office in the United States and Canada had done as well proportionately as the San Francisco office, the output of cash registers would be six times greater than it is.

The wonderful record could not have been achieved had not the National Cash Register been the splendid machine it is.

The National Cash Register Company is the pioneer manufacturer of cash registers.

Twenty-one years ago, the business was organized in one small room with only two employees. To-day it has $5,000,000 of capital; controls 431 patents; has over 2,500 employees; pays out in excess of $1,500,000 every year to the employees of its factory at Dayton, Ohio, alone, sells about 4,000 cash registers every month; occupies 13¼ acres of floor space and has offices in all parts of the world.

This great business did not grow of itself. It was built laboriously and slowly.

It came of excellence and character. As the business grew and Patterson Bros., who control the company, thrived, they put more money into making theirs, the model manufacturing plant of the world. With true philanthropy, these noble men have made it possible for their employees to secure for themselves hygienic surroundings, aesthetic homes, opportunity for culture and the proper education of their children. What is of most importance, these were all secured without capitulation on the part of the worker who paid for for what he got and was made thereby a better American citizen.

A SPLENDID INVESTMENT.

The Advantage of Purchasing a Bowser Oil Tank.

The question of storing oils in such a manner as to prevent loss by leakage, accumulation of dust, oil-soaked floors and consequent fire danger has been successfully solved by the Bowser self measuring oil tanks, manufactured by S. F. Bowser Co of Fort Wayne, Indiana

Their tanks are fitted with pumps which at one stroke, measure an accurate gallon, one-half gallon and quart As oil, time and labor savers, and consequently money-savers, the Bowser oil outfit represents a splendid investment which fact has already been appreciated by over 200,000 leading merchants and manufacturers.

When
You
Want
Paper
See
A ZELLERBACH & SONS
416-426 Sansome Street
SAN FRANCISCO

Scored Another Record Year.

Causes That Have Assisted in the Success of the Spohn-Patrick Company.

The past year has been very fruitful for the Spohn-Patrick Company in their big home at 16-18-20-22 Front street.

They went in to their new quarters not quite a year ago and made their removal at a most auspicious time. They had grown too big for their old stores but they did not expect the almost immediate growth of business that ensued, although they were duly thankful that they were prepared to take advantage of it.

Every step in advance has been rendered permanent by careful organization and complete system. As a consequence, there is not a firm on the Pacific Coast better equipped for the introduction and distribution of specialties to the grocery, drug and confectionery trade. Their export business has also grown to very large proportions.

Each of these branches of their business has its separate corps of salesmen. Since they are able to assure continuous employment, they have secured the best available men in the field, and, being able to pick their people, they take into their service only those who stand high in the particular line they are to follow.

Every Manager is Interested.

Another feature of the house that has added largely to its strength and influence has been its policy that when a man has been carefully tried and found worthy of confidence, an opportunity has been presented to him to acquire an interest in the firm. It is worthy of note that the heads of each department have all taken advantage of this and therefore serve Spohn-Patrick Company with a two-fold earnestness.

Carefully Selected Accounts.

The success of the firm in introducing various lines of new goods into quick popularity secured recognition on all sides, both from the wholesaler, the retailer, and the manufacturer. As a consesuence, instead of being forced to seek accounts, they found themselves in the very desirable position of being able to choose, from the many offered, those which they felt would prove desirable additions to the stocks of their clients among the retail dealers. The general recognition of this gave the trade confidence in the desirability of considering any proposition that might be sent out by the Spohn-Patrick Company.

The old saying, that "Goods well bought are half sold," is the basis upon which the Spohn-Patrick Company have chosen their accounts. The various lines that they have taken up have been only those backed by excellence of quality and by generous advertising. This, in itself, guarantees the retailer the rapid movement of the goods when they are once put in stock.

The Introductory Department.

Their introductory department is particularly complete. The firm has in its permanent employ a corps of keen, experienced salesmen, who are noted for their ability in the introduction of specialties. They also have a staff of lady demonstrators, who have done much towards interesting consumers in every large city of the Coast in the goods for which the Spohn-Patrick Company are agents. The varied nature of the goods they have introduced and the fact that all the men connected with the firm are personally interested in advancing sales, has resulted in the employment of many schemes for publicity, the novelty and effectiveness of which has resulted in their being widely copied.

The nature of the goods handled by the firm can readily be seen by a glance at their advertisement on the fourth page of this issue. It is their proud boast that they represent the largest manufacturers in the world in their respective lines.

The Export Department.

The Oriental Export and Import Department of the firm was acquired about two years ago by absorbing the agencies and connections of the firm of Lyden & Co., and the Field Mercantile Co. The last named of these firms was established in 1873. The facilities of the Spohn-Patrick Company for handling expeditiously large volumes of business has enabled them to increase the enormous business that was already being done when they took up this department.

The firm has established a system by which they are kept in constant touch with all their Oriental connections. A complete monthly catalogue, supplemented by additional reports forwarded by each steamer, enables them to concentrate the interest of their numerous clients beyond the seas.

PAPER

When you want it in any FORM send to

A. ZELLERBACH & SONS

The Paper House

416-426 Sansome Street, San Francisco

SAN JOSE THRIVES.

It's Grocers' Association Helps to Hold the Trade Together.

San Jose had a very bitter experience before the grocers of the Garden City were brought together in its present association through the Advocate and the State Grocers' Association.

The card prices are now in vogue and all recognize that the condition of business is far better than it was before.

For the past two years, Mr. D. W. Smythe has acted as secretary. He is well-known and well-liked by the grocers and the membership includes practically all the dealers of our city.

The grocers of San Jose have been made better friends by their association. They have been able to successfully face difficulties that they would have been forced to run away from were they not organized. They have been getting a fair profit on their staples.

The grocers of San Jose acted as hosts for the delegates from the other associations throughout the State this year. The Fifth Annual Convention of the State Grocers' Association met at San Jose in August, 1904. The San Jose grocers lived up to the reputation of the Santa Clara Valley for hospitality.

Had it not been for the exertions of its first secretary, Mr. J. H. Koerber, the organization would never have held together as it did. He gave to the work his personal attention and planned for the organization as he would for his own business.

It was under Mr. Koerber's supervision that the first steps were taken towards the establishing card prices.

OF REAL VALUE.

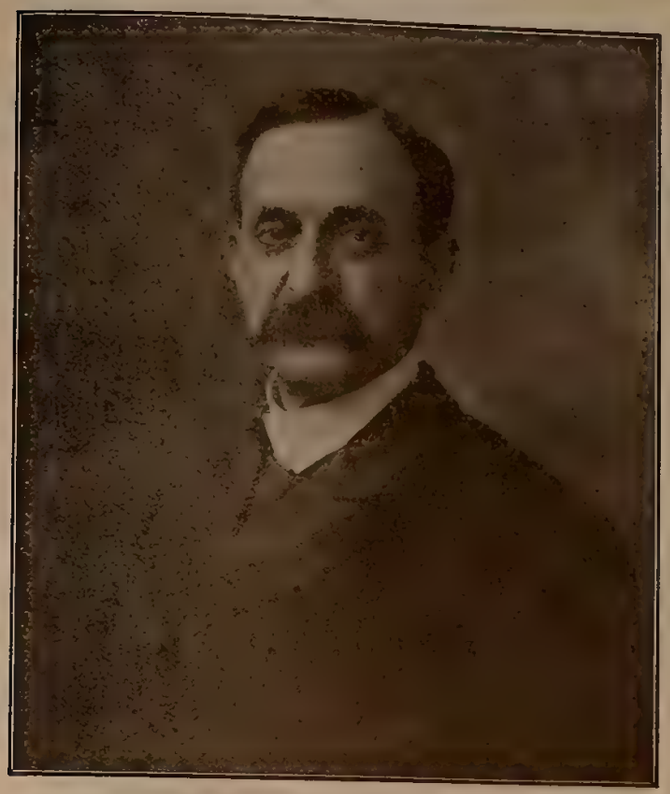
The Hobart Electric Coffee Mill Far Ahead of Its Competitors.

For a grocer to be without the Hobart Electric Coffee Mill is like a ship at sea with a portion of her steering gear carried away. The simplicity of this machine and its adaptability to rapid grinding of coffee makes it a very valuable article and also supplies a long-felt want in that line. Time after time has W. J. Andrews, the local agent, located at room 53 in the Crocker Building, received letters from grocers who have been using the coffee grinder in which they state that it is far ahead of any other used for the same purpose. Its execution is perfect; it is self-starting and self-oiling. To the ordinary mind, machinery of almost any description looks intricate, but the Hobart Coffee Mill Grinder is so plain and simple in its make-up that it only requires but a few minutes of one's time to understand its mechanism.



SPOHN-PATRICK COMPANY'S MAIN OFFICES.

CHARLES E. HIRES.
The Man Who Made Root Beer Famous.



We present herewith a portrait of Charles E. Hires, whose name is a household word in every corner of the civilized world. This has come about through the remarkable system of advertising he has followed for his Hires Rootbeer, the quality of which has warranted his carrying it into every known market.

Mr. Hires was a retail druggist in Philadelphia in 1874 when he first made rootbeer. The article he presented to the public immediately acquired a decided popularity. The general public was duly appreciative when they were presented with a rootbeer that was made of roots.

The pungency and delicious flavor of Hires Rootbeer was a pleasurable revelation. Its peculiar flavor came from a combination of various herbs with the roots that made it different from anything else that had been presented before.

As a matter of course, the reputation of Hires Rootbeer for the first few years was only local, but its fame spread and its worth became so generally admitted that Mr. Hires felt authorized to exhibit it at the great Centennial Fair in 1876. This marked its entry into the field as a national product.

A campaign of advertising that was considered quite colossal at that time was then undertaken by Mr. Hires. Each year, as the demand grew, the apportionment for advertising was increased. During the past twenty-five years more than two million dollars has been judiciously expended for publicity with what results, the grocers of many lands are familiar.

The success of Hires Rootbeer is the best evidence of its superior quality. There have been hundreds of imitations started on the market. None of them have secured permanent popularity. The wide advertising done by the Charles E. Hires Company could not do more than induce a consumer to buy the first package of the goods. The repeat orders always come because the customer who tries Hires Rootbeer is pleased with it.

The campaign for 1905 will begin shortly. As usual, numerous unique and original ideas will be inaugurated.

THE STANDARD OF VALUES.

Influences That Have Made "Royal" the Leading Baking Powder for Years.

Enables Dealers to Turn Over Their Capital From Eight to Ten Times Per Year.

It is not by accident that Royal Baking Powder is recognized as the standard of baking powder values throughout the world.

Much money directed by the best business brains of America was required to produce this result.

The catchword, "Absolutely Pure," has been blazoned in the columns of all the reputable newspapers and magazines of the country for so long that the great consuming public has come to accept it as one of the prime tenets of the grocery faith. If the baking powder can bears the "Royal" trade-mark, the dealer is not required to make any talk. The customer himself is prepared to tell that it is "Absoutely Pure," and if asked who told him, would add that he had known it all his life.

The enormous business done by the Royal Baking Powder Company has brought into the field an array of manufacturers who seek to secure a part of the demand for a baking powder that was created by the Royal people. These arguments have been many and specious. In every instance, it has fallen back to the one claim, "Your customers will be as well satisfied as if you gave them Royal."

The competition has been in almost every instance based on price. The argument would be that while it would be harder to sell the unknown goods than Royal, yet there would be enough more profit to warrant the dealers doing the extra work and taking the chance of having a dissatisfied customer. This specious argument sometimes has an impression on the unthinking retailer who does not consider for the moment that money invested in Royal Baking Powder is turned over 8 to 10 times per year; that the article is always salable and salable quickly; and the further fact that these cheap competing powders often lie on his shelves for months, if not years.

DURKEE'S



SALAD DRESSING

Celery Salt

AND

Select Spices

are the BEST
because they are

PURE

PACIFIC COAST AGENTS

SHERWOOD & SHERWOOD

San Francisco Portland Los Angeles

A MODEL FACTORY.

Where Lily Cream Is Manufactured By the Pacific Creamery Company.

The up-to-date factory of this progressive company is located at Buena Park, Orange County, California. The business office is at Nos. 400-401 Currier Building, Los Angeles.

Their plant consists of numerous buildings, large and small, with cement walks and beautiful lawns between. The main building contains the office, the receiving room, the processing room and the filling room. All are equipped with the most modern and expensive machinery.

The power plant, with its bottom of boilers, is capable of generating at its minimum capacity 300 horsepower. The can shop, with its latest improved can-making machinery; the warehouses, with their tramways, labeling machines and other equipment; the gas plant; the complete fire system; the plant telephone system; the artesian water system; the sanitary system, and all other appurtenances of a strictly up-to-date condensed milk factory, are so combined as to make this factory a model and a revelation to all who have visited it.

Absolute cleanliness is rigidly enforced throughout the entire plant.

The demand for an uniformly excellent brand of evaporated cream is met by the popular "Lily Cream," manufactured by this company. The merchants of the entire Pacific Coast and West can be relied upon to give this company their hearty support in maintaining a Western enterprise which has demonstrated its ability to operate on its own capital and in Western territory for the benefit of Western dairymen.

A VETERAN TOBACCO FIRM.

J. A. Drinkhouse & Co. is the oldest wholesale tobacco house in San Francisco. Its founder, the late John A. Drinkhouse, was one of the best known pioneers of the State. He was known in all parts of California and he and his house was popular wherever they had acquaintances. His son, John A. Drinkhouse, the present head of the firm, has earned considerable recognition as a leader in municipal affairs. He is now one of the Police Commissioners of San Francisco, and, in that position has done much to discourage unwise and harassing action, such as has annoyed retail grocers and others from time to time in the past. The retail grocery trade are fortunate in having a man like Mr. Drinkhouse on the Board to prevent unfair and untimely action being taken.

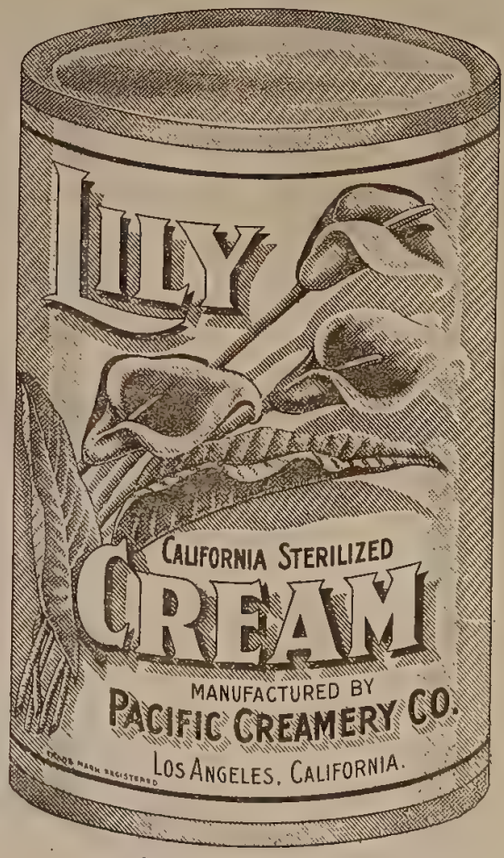


The Original Big Can.

A DAINTY AND POPULAR CREAM

Commanding a Fair Price.

Its Superior Quality Is Recognized Wherever Sold.



Further Proofs of

Lily Cream's

worth are the many imitations, both in size of can and private brands (offered as just as good) that are being constantly placed upon the market by unscrupulous competitors.

For Sale by All Jobbers

CALIFORNIA WINES.

A Review of the Industry and Sketch of Its Brilliant Future.

By A. Sbarboro.

The grape-grower and wine-maker of California, notwithstanding the slight setback which they received during the past vintage, first by three days of unusual heat which shriveled some of the grapes, and then by six inches of rain which spoiled some of the fruit on the vines, have had another comparatively prosperous year.

Year by year, the undoubted fact that California now produces as fine wines as are made in any part of the world is being gradually admitted by the wine-drinking people of the United States. What is more important, our American people are slowly but gradually becoming educated to the use of the healthy and non-intoxicating nectar of wine at their regular meals.

When this good habit becomes general among our people, it will remove the curse of drunkenness from our midst. This fact was known and proclaimed by President Thomas Jefferson, who, when Congress proposed to levy a heavy tariff on wine because it was called a luxury, protested and stated that wine was "not a luxury, but a necessity," adding that where wine was "generally used at meals intoxication was practically unknown, and in the country where wine was not used drunkenness prevailed."

This statement by that enlightened President was made one hundred years ago. And now we have an assertion by that eloquent and practical reformer, Dr. Lyman Abbott, who, in an article written in the Outlook of October 22, 1904, among other things says:

"Personally, I have entire respect for the total abstainer who really does abstain, and also respect for the one who believes that it is legitimate to use wine in moderation upon the dinner table; but I find it very difficult to maintain respect for the total abstainer who banishes wine from the dinner table and then drinks it out of a bottle from the closet between meals and calls it medicine."

The time, therefore, is approaching when the wine producing country of the United States as well as all other wine producing countries of the world will become wine consumers as well as wine producers. When that desideratum will be attained, California, which is practically the only State in the Union where the finest wines can be produced, will give employment in this industry to a million of people and produce an income of $300,000,000 per annum, as the viticultural industry produces today in France.

Some Wine Figures.

The wine produced in California during the past ten years has been as follows:

	Gallons.
1895	14,100,000
1896	13,500,000
1897	34,000,000
1898	18,520,000
1899	23,433,000
1900	23,677,500
1901	22,750,000
1902	44,000,000
1903	35,000,000
1904	30,000,000

In a few localities, the vineyards are affected by the phylloxera. But the planting of resisting vines, which has proven so successful in France and Italy, is progressing rapidly, so that the increase of production will easily keep pace with the increase of consumption.

The concentration of the viticultural industry in California in strong hands has proven beneficial to the grape-growers as well as the wine-makers and wine-dealers. Whilst prices for grapes have increased and the quality of wine has been improved, the price has not been raised by the wine-makers.

This could only be accomplished by the fact that the larger wine establishments can produce wine at a lesser cost. In this line California has the largest wine establishments in the world, that of the Italian Swiss Colony, for instance, having a cooperage capacity of 12,500,000 gallons, one tank alone holding 500,000 gallons, and after it was first emptied, a quadrille of 100 couples, together with a band of music was danced inside of this immense tank, the largest on the globe.

The demoralizing fluctuation in the prices of grapes for the past ten years is to be hoped will come again no more, which in some years was ruinous, as may be shown by the following prices of grapes.

Cost of Dry Wine Grapes.

1895, per ton	$11 to $12
1896, per ton	18 to 20
1897, per ton	8 to 10
1898, per ton	9 to 10
1899, per ton	14 to 16
1900, per ton	14 to 16
1901, per ton	20 to 24
1902, per ton	24 to 30
1903, per ton	15 to 20
1904, per ton	15 to 20

Cost of Sweet Wine Grapes.

1895, per ton	$10 to $12
1896, per ton	12 to 14
1897, per ton	9
1898, per ton	9
1899, per ton	12
1900, per ton	12
1901, per ton	16
1902, per ton	15 to 16
1903, per ton	10 to 12
1904, per ton	10 to 12

Many of the grape-growers in the dry districts have lately entered into contracts to sell their grapes for five years at $15 per ton and in the sweet wine districts at $10 to $12 per ton. These figures guarantee the farmer a good remuneration on his capital invested and labor performed and thus give a stability to the value of his vineyard.

Retailers Get Large Profits.

There is one abuse in the handling of wines which must be corrected. Whilst ordinary table claret may be purchased by the dealers for 30 to 40c per gallon in California, they do in some instances sell it to families at 60 to 75c per gallon. Now, 10c per gallon for handling wine in 5-gallon packages and over, should be a sufficient remuneration for the grocer because, although his profit per gallon would be reduced, the consumption would be so increased that his profit in the end would be larger than before.

Families would be induced to use wine on their tables when it would cost them only 10 or 12½c per bottle, whilst the laboring people, who should be the largest consumers, must hesitate to use this healthy beverage at the price of 20 or 30c per bottle.

Greedy Restaurant Keepers.

The greatest mistake in the selling of wine is made by the restaurant and hotel keepers, who sell only by the bottle. They generally keep fine wines which cost them from 25 to 50c per bottle, and they sell it to their customers at from 50c to $1 per bottle, double the actual cost. This materially curtails the consumption, as people who pay from 25 to 50c for their meal, refuse to pay from 50c to $1 for a bottle of wine which they would like to use at their repasts.

However, time and competition will remedy all these discrepancies and there is no doubt but that our people will eventually become large consumers of their own pure native wines.

In order to encourage the use of the healthy beverage at meals, city, state and national legislations should help the desired movement by permitting the free sale of wine at a nominally low license, which would be a public benefit by removing the curse of intemperance from our midst, thus separating the wine industry from the saloon.

If you mean to have the best, insist upon being supplied with



Old Gilt Edge Whiskey

RYE OR BOURBON

Aged in wood. Bottled expressly for family use. Purity unquestioned. Sold everywhere.

Wichman, Lutgen & Co.

SOLE PROPRIETORS

Agents for Moerlein's Cincinnati Beer

29-31 Battery Street, San Francisco

SAVES TIME AND MONEY.

In order to do business successfully the merchant must know what he is doing, and this he cannot do if he uses an old-fashioned scale. Either he gives too much or too little, but rarely just what he is paid for as the scales only balance when the exact amount is on the platform. This difficulty is obviated by the use of the Standard Computing Scale of Detroit, Mich. These scale are made so that the merchant knows just what he is giving. It makes the exact weight, and saves time and money.

EVERYTHING IN PAPER

A. ZELLERBACH & SONS

416-426 SANSOME ST.

San Francisco

Grocery Markets.

Commercial Outlook of the Western World as shown by Present Conditions.

Office of the ADVOCATE.
Thursday Afternoon.

LIMA BEANS—
A dull, dragging market; Eastern buyers showing no interest whatever, hoping for lower prices. Out of a crop of about 480,000 bags 300,000 remain unsold because owners are exacting more than buyers will pay.

FIGS—
Foreign figs are lower and easy. The over-supply has been more than the consumer could take care of. Eastern jobbers are complaining bitterly of the unremunerative condition of the trade brought about by the fight between the importers.

SUGAR—
Two more wholesale grocers have withdrawn from the Pacific Traffic Association, which only widens the breach and adds to the uncertainty of prices. Read our remarks on sugar in the market report for more definite information.

BULL DURHAM—
Note an advance of 2 cents per pound, January 2.

CORN—
Future corn of 1905 packing is now offered at from 82½ to 85 cents per dozen, according to quantity, for Western, and 87½ to 90 cents for private brands, Western.

SHELLED ALMONDS—
California are lower; the demand is light and supply oversufficient.

CHEESE—
California flats have declined slightly because of larger receipts.

WALNUTS—
Soft shell No. 2 much lower. Trading quiet and a desire to make sales the cause. All other grades are firm.

ADVANCES.

Palo Alto citron, 10-pound barrels, to 14½c; lemon peel, 25 pounds, to 11¾c; lemon peel, 10 pounds, to 12¼c; orange peel, 25 pounds to 12¼c; orange peel, 10 pounds, to 12¾c.

Liverpool lump salt, ton, to $17.

DECLINES.

Sugar, ¼c per pound.

Blue Grass cider vinegar, to $2.50. $2.50.

Breakfast Delight, case, to $2.70.

Twin Brothers' Mush, to $3.00.

Snowflakes, to $3.10.

Ex. light California bacon, to 16c.

Pickles in bulk, about 5 per cent.

Cleveland baking powder, 12 ounces, to $3.75.

Hickmott's artichokes, 2½s, per dozen, to $3.00.

Highland cream, to $4.15.

SCARCE IN MARKET.

H. B. malt vinegar, quarts.

SPECIAL NOTICE.

Our usual brief reports of the condition of the various markets are replaced this week by extended articles which will be found on other pages of our paper.—Editor.

SUGAR.

A drop of 10 cents per hundred on dry granulated sugar was announced on January 7th. The list price is now $5.90

There were exported to California from Hawaii 3,443,492 bags of sugar, and from all other countries 180,937 bags of sugar during the year 1904.

Over 95 per cent of our raw sugar comes from the Hawaiian Islands. The remainder comes from Central and South America and Mexico. During the past year there was brought in from Java 12,000,000 pounds, being the first importation from that country in years. The refining of sugar in the Hawaiian Islands, it is stated, can be carried on at a good profit at present selling price of granulated on the Pacific Coast. There is a cargo of refined sugar due here about the latter part of January, consigned to a number of wholesale grocers who invested in the raising of sugar cane in Hawaii and claimed to see an extra margin in refining sugar before shipment. This experiment has resulted, with other collateral disturbances which were fully aired in the daily press, in differences with the Pacific Traffic Association, of which Mr. H. D. Loveland is the head. The public interested in sugar are anxiously awaiting the outcome of this shipment and its consequences, both in regard to the organization and prices that will be made by the Trust in their opposition to these independents.

Beet Sugar.

The production of beet sugar was at a stand during the year just closed. Several factories were idle and others did not produce their usual output. Two refineries with a combined capacity of 9,000 tons could only get 6,000 tons out of the usual acreage because of the injury to beets by the early and heavy rains.

In various parts of California the building of beet sugar factories is earnestly advocated, in spite of some experiments that have proven failures. The output of beet sugar for 1902 was 73,767 tons; in 1903 the output was 65,540 tons, and in 1904, 54,800 tons.

This industry requires a knowledge of favorable locations and ability to select good management. An eye must be had to conditions of labor so that the cost of production can be kept within safe bounds.

COFFEE.

We are going into the new year with what is technically termed the world's visible supply with a stock of 14,086,730 bags of coffee December 1 1904, as aginst 13,838,109 bags December 1, 1903. If the coming crop should prove a small one then this large supply of coffee wouldn't look at all discomfiting; prices would easily advance to a figure which is much closer to the real value of coffee than present quotations; but it is too early to form any opinion of what the crop will be; all talk or circularizing on this subject, no matter how beautifully interwoven with the most penetrating arguments, is purely forecasting an impossibility. It is plainly in the interest of the planter, no matter whether he is in Guatamala, Costa Rica, Colombia or Brazil to give out only the most doleful statements as to the crop prospects and thus bring to his rescue the hungry horde of speculators who make or break on the Havre and New York Coffee and Stock Exchange. These busy gentry quickly grasp at any old rumor in order that they may turn it to their profit. Those who bought options on coffee in December, 1903 and January, 1904, during a time of bullish sentiment, and carried either until June, with the hope of sudden wealth, were much disappointed, as options selling at 6.40 in December and 6.45 in January were quoted at 7.35 in June; nor is this all the market rose in October to its highest pitch which was 7.70 and then fell back to 6.75 in December 1904. A year since the price was 6.40. Viewing the market calmly from a point looking backward we can discern the hand of the boomer all along the line, but his handiwork has met with opposition by the force of supply and demand and he has temporarily taken a rest. That coffees are cheap and that a small future crop will honestly advance prices, regardless of speculation is our belief, but, as we stated before, it is too early to either boost or depress the market on the basis of what no one can predict will be the coffee output of 1905. We believe firmly in the future of high-grade roasting coffees; coffees of merit and that are mellowed and sweet; these grades are still very cheap. Below find tables showing closing prices of coffee for the year, contrasted with prices ruling one year ago:

Local Conditions.

The greater portion of coffee coming to San Francisco arrives from Central America. First shipments of new crop arrive in December and as the importers are all in need of funds they rush the bulk of their crop forward with all possible dispatch; small lots follow at intervals, after the firsh rush, until June or July. Sometimes this order is partially reversed if the planter believes by holding back his crop he can obtain better prices; it has not worked to his advantage with the present crop to date, but his optimism will probably lead him to hold fast as long as he can consistent with his needs. Some shipments of coffee have been made from Hawaii, but the amount was small and prices obtained not altogether encouraging.

The total imports of coffee at the port of San Francisco was 30,763,162 pounds for 1904. For 1903 the amount was slightly higher, being 34,019,000 pounds.

TEAS.

The year just gone has been a good one for the importers of tea. Prices were favorable to the making of a profit and there were no violent speculations or fluctuations, such as dominated the tea market at the time the 10 cents per pound tax was taken off. It is unfortunate that this special line of trade has for many years been subject to so much disturbance and loss to importers and dealers who stock up. In 1904 this was not the case, a good steady demand having existed all the year through. New crop Japans reached here about May, followed shortly by the China crop. The large months for receipts are July, August and September. Low grade Japans were not desirable and high grades were in such scant supply that about all our imports have gone out to the distributing trade. Locally stocks are nominally cleaned up. In 1904 there were imported to San Francisco 8,398,879 pounds. In 1903 this amounted to 9,592,016 pounds. We are not advised whether the culture of tea has ever been tried in California, but South Carolina has been experimenting for a number of years. The high price of labor compared to the pay of laborers in China and Japan will effectually bar out all attempts at a profitable cultivation of tea in the United States. As an experiment it is pretty plaything; as a money maker it is a failure.

Old Kentucky Distillery

INCORPORATED



LOUISVILLE, KY.

PACIFIC COAST BRANCH
228 Front Street
SAN FRANCISCO, CAL.

"KENTUCKY DEW"

Best in the World.

United States Judge Wm. H. Hunt — temporarily presiding in Judge W. W. Morrow's Court — states in the San Francisco Chronicle of December 5th, 1904:

"In my judgment the COFFEE of PORTO RICO is equal to the BEST IN THE WORLD."

WE CONCUR

You will surely Please Your Trade with

CREAM OF MOCA

(From Private Estate of **BARRIO DE MOCA,** Porto Rico. Sold only in 1-lb. packages. Retails at 35c per pound.)

PONCE DE LEON

(The **choicest selection** from the choicest of Porto Rico Coffees — in other words, the best of the "Best in the World.")

FREE - A pound sample package of **Cream of Moca** or of our celebrated **PONCE DE LEON** Coffee sent free to any Retailer on receipt of card.

The Porto Rico Company
587-589 Howard St., San Francisco, Cal.

TOMATOES--Pack 1904 MAPLE SHADE BRAND.

The above we are now delivering in full standards, solid pack, and same with peppers, and guarantee them to be the best ever put up on the Coast. Write for prices.

PENNELL-SUYDAM CO.
WHOLESALE GROCERS
14-16 Spear Street, San Francisco.
Tel. Main 5396.

BREEDING HIGH-GRADE PICKLES.

Methods Employed to Secure Thin-skinned and Tender Cucumbers.

By Aaron H. Powers.

Scientists have brought the breeding of pickles to an art.

It was the good fortune of the writer to be able to spend a day in the great cucumber fields of Alameda county last summer and see how the Pacific Vinegar & Pickle Works took advantage of the deductions of the college professors to insure that their "California Home Brand" pickles would be dainty and digestible.

This firm is under the management of F. L. Matthes, who by a life-long experience in the pickle business has learned the great lesson that permanent success in the manufacture of food supplies is based on superiority in quality.

Mr. Matthes, through this experience and also through the philosophy that tells of the impossibility of making a silk purse out of a sow's ear, knew that he could not make pickles of the first class from the hybrid cucumbers of all kinds raised by the farmers in California at the time he came into the field.

It was the custom of the country for the farmer to buy "any old seed.' This he planted in "any old way" and picked as best he could. Seed of the same sort was planted year after year in the same patches, growing weaker in production and giving a tougher and more clumsy cucumber each season.

Eastern Seeds as a Basis.

It was impossible to get seeds such as he needed in the Pacific Coast market. So. Mr. Matthes sent to certain Eastern seedsmen and called for seeds of a certain kind, promising large orders if satisfactory results could be secured. These seeds came from many localities and were grown under various climatic conditions, since it would be impossible to tell in advance just what kind of a cucumber would be produced from the Eastern seeds in the rich soil and under the generous climate of Alameda county.

Hundreds of experimental cucumber patches were started by almost as many farmers in 1902. Each garden was watched carefully and the seeds that produced the best results were used in planting for the crop of 1903.

Educating the Farmers.

And here was where the advantages of the scientific investigations came in.

The farmers were unwilling to use any but the old methods of cultivation that had been "good enough" for them for twenty years back.

They were not good enough for Mr Matthes.

He told them that their old way would result in an 'old way" crop of inferior cucumbers that would be worth the "old way" price of from $75 to $125 per acre.

Finally, as a last resort, he guaranteed them that, if they would plow their fields his way, plant the seeds furnished by him, as he required, cultivate the plants as he directed, and then when harvest time came, put on a picker for every acre to be covered, he would insure that they received at least $200 per acre for their crops.

This sounded like the Klondike. It seemed too good to be true.

But a few of them "made a try."

They found that the city man knew his business and that his methods relieved the raising of cucumbers from the element of chance.

Farmers Pleased With Success.

As a result of the first year's work, about 165 acres of land were properly cultivated and seeded in 1902.

The results were so wonderful that the Pacific Vinegar & Pickle Works had no difficulty in contracting for 280 acres for 1903.

In 1904 there were 418 acres of the very finest cucumber patches ever seen in this country, producing smooth, even cucumbers with a dainty, thin, tender skin and with a crisp meat that insured the eater against indigestion.

Picking the Crop.

Cucumbers must not be picked before they are ripe. Once ripe, they must be picked with as little delay as possible, since they grow with marvelous rapidity after they ripen and as they increase in size they decrease in value.

The finest, or No. 1 cucumbers, are those less than 2½ inches long. They are worth $2 per 100 pounds.

Cucumbers from 2¾ to 3½ inches long are No. 2. They are worth only $1 per 100 pounds.

No. 3 cucumbers are those from 3½ to 5 inches in length. They are worth only 60 cents per 100 pounds.

Cucumbers larger than No. 3 are too coarse for pickle making and are thrown away.

The necessity of having a picker for every acre of ground arises from the rapidity with which the cucumber grows. The blossom of the afternoon is a midget the next morning, too green to pick. In the afternoon it is a No. 1 cucumber worth 2 cents per pound. The next morning, it will be an inch longer and be worth only 1 cent a pound. If it is picked in the afternoon it will probably be worth 60 cents a hundred, and if left till the next morning, would be worthless.

Care in the Selection.

One man can glean an acre of vines in a day. Therefore by having a large enough force of pickers, every field is gone over entirely each 24 hours and the percentage of first class cucumbers is increased.

As the Pacific Vinegar & Pickle Works Works has its factory at Haywards. In the heart of the cucumber fields, the growers are able to get their product to the factory within from two to eight hours of the time they are picked.

This insures a pickle more tender and finer in every way than one made from a cucumber that has become wilted and tough through being bruised in transit by common carrier and from an exposure of one to three days before being put into the brine.

Know They Have the Best.

Besides making pickles, the company ferment and distill their own vinegar. In this way they know the quality of everything they send out since, by making it themselves, they are sure that it will be always the same.

The company makes a point of absolute fair dealing.

They spare no pains or expense to produce the very best the market affords.

Then they say to the grocer: "If any customer complains of our goods, refund the money."

To protect the dealer they say "If our goods are not just what we say and the best value for the money in the market, you need pay us only what YOU think they are worth."

The best test of their fairness is a stamp that is imprinted on every invoice leaving their office. It reads

"We weigh, gauge, count, or measure everything we buy? Do you?"

A Remarkable Offer.

On page 12 of this issue they make the dealer a special offer on their "California Home" Brand Pickles. The prices are right. The goods are right. It would be hard to find fairer terms.

We hope grocers who write them with regard to this offer will mention the Advocate.

Appreciative Neighbors.

The "Haywards Journal," in an interesting article about the Pacific Pickle & Vinegar Works says:

"Their improvements this year will amount to about $50,000.

"They ship on an average of two cars daily during the year, thus making a total of over 700 carloads for the entire year.

"The company employs between eighty and one hundred people the year round. What is most gratifying is that no Chinamen are employed, all the work being done by our girls and young men.

"Haywards has every reason to congratulate itself on having such an extensive manufacturing plant here, being the largest of the kind west of the Rocky Mountains.

Double the Product.

The general manager, F. L. Matthes, has made a great record since assuming charge. The business has grown to such proportions that the capacity of the plant will be doubled next year.

"Being located in the heart of the richest vegetable garden in the world, they naturally secure the finest vegetables raised for their factory, and that explains the secret of the popularity of their 'California Home' Brand.

"The officers of the company are J. R. Garrett president; Simon Newman, vice-president. F. J. Koster, P. D. Cod, W. P. Wellman directors.



Main Factory of F. L. CAILLER, Ltd., Switzerland.

CALLIER'S CHOCOLATES.

The Oldest Manufacturers Win Popularity With the Newest of Nations.

F. L. Callier, Ltd., are the oldest manufacturers of Milk Chocolates in Switzerland. They were established in 1819, and their Swiss Milk Chocolate has the proud record of having the largest sales of any Milk Chocolate in the world.

Callier's Swiss Milk Chocolate is a delicious confection. It combines in the highest degree the beneficial quality of the best Swiss milk and cocoa. It acts as a tonic and gives fresh vigor and strength to the whole system beyond any other similar product.

Caillier's Genuine Swiss Milk Chocolate is prepared in a sweet quality for those who prefer above all the delicious flavor of the cream. This Milk Chocolate is packed in wrappers printed in gold on a mauve color.

Callier also presents to the trade a tablet, known as Hazlenut Tablet. This is a very delicate confection, in which the flavor of the chocolate is tempered with that of the Hazlenut.

The Swiss Milk Chocolate is also offered to the trade in powder form in one-half pound tins. This is especially prepared for drinking.

Mr. J. H. Freyman, the sole agent for the United States, occupies an entire building of five floors, at 861 Broadway, New York. The first floor is arranged as a retail store, where the "haut ton" of the city secure their supplies of the dainties.

The demand of the United States has exceeded the supply. As a result the Spohn-Patrick Company have not been able to render full deliveries to their customers for some months past. This will soon be remedied, as a plant costing $150,000 is now in the course of erection in Switzerland to take care of the increased business from the United States and will be known as the United States Building.

The Spohn Patrick Company represent Callier for the Pacific Coast and the Orient. Dealers desiring information as to prices, etc, should apply to them.

BLACKSTONE'S INKS

BEST TO BE BOUGHT — KEEPS IN ALL CLIMATES



Blackstone Manufacturing Co.
(Incorporated)
MANUFACTURERS OF
WRITING FLUIDS,
Mucilage, Shoe Polish, Shoe Paste, Shoe Dressing and Liquid Glue.
Office and Factory,
1960 Howard St. San Francisco
Telephone Capp 1111.

Enterprise Brewing Co.'s

Beer is sold on its merits.

We invite comparison of our productions with ANY on market. You will then become our best advertiser, we are dead certain.

A **GOOD ARTICLE** is the very best advertising medium. Are we not right?

Telephone, Mission 152. San Francisco, Cal.

DIVIDEND NOTICE.

California Safe Deposit and Trust Company, corner California and Montgomery streets

For the six months ending December 31, 1904 dividends have been declared on the deposits in the savings department of this company as follows: On term deposits, at the rate of 3 4-10 per cent per annum, and on ordinary deposits at the rate of 3 per cent. per annum, free of taxes, and payable on and after Tuesday, January 3, 1905.

J. DALZELL BROWN, Manager.

EXCHANGE COLUMN.

Subscribers can make use of this column gratis for the publication of their wants in any way.

WANTED.

A traveling salesman, 12 years on this Coast, "a specialty man," wants a year's contract or a three months' trial with a good house. Knows every grocer in California—outside of 'Frisco. State territory you want covered, salary you will pay; best of references. Address, "Traveler," care this journal.

For Sale—An old established, good-paying business, on fine corner, in residence section. Rent reasonable. License goes with place. Fine opportunity for two live men. Address **Grocer**, care **Advocate** office.

FOR SALE.—Business buggy in good condition, for sale cheap. J. J. Meinert, Fourth avenue and California st.

GROCERY FOR SALE.

$850—Grocery and bar; old establishment; long lease; 4 living rooms; rent $25; sickness cause. 748 Brannan street.

Jesse Moore A. A. Whiskey

Best on Earth



Pure, Old and Palatable

JESSE MOORE HUNT CO.
Louisville, Ky. AND San Francisco, Cal.

E. GHIRARDELLI
Mercantile Co.
310 Clay Street, San Francisco
Packers and Jobbers

Pickles, Catsup, Preserves, Vinegar, etc.

We prepare for the Grocery Trade a line not surpassed in quality and purity.

OUR CATSUP is not equalled by any on the market. Try an order.

QUALITY AND HONESTY.

Attributes That Have Built Up a Big Coffee Business.

Pride in the absolute confidence of their customers.

Pride in the boast and knowledge that they handle more high grade coffee than any other house west of Chicago.

These are the two dominant characteristics of Hills Bros.

From a small beginning, the firm has progressed till it is recognized among the leaders in the coffee business. This growth has come from their policy of not only having the best, but also of always delivering high grade goods when such goods have been called for.

In the beginning, Hills Bros. devoted themselves to the trade of San Francisco. Then territory after territory was invaded by clever men, who preached the gospel of high grade coffees and strict commercial probity. They established the fact that they were selling goods on merit and before long the new territory would be organized.

In the Pacific Coast States, Idaho, Montana, Utah, Arizona, New Mexico, Nevada, Colorado and Texas, each territory has its special representative. This man covers the field regularly, and has the same responsibility towards the dealers he sells, as the firm of Hills Bros. assumes with all its customers. This insures the retailer that he will have the advice of an interested and well posted business man in his coffee and tea departments. Thus he feels the more easy about them because he knows that this man shares his own anxiety for success, since the success of the dealer means the addition of another valuable client to the salesman's list.

Hills Bros. also handle a complete line of teas.

A PERFECT FOOD.

Dainty, Nourishing and Easy to Prepare is "Instantaneous Tapioca."

The highest medical authority (the U. S. Dispensatory) says that Tapioca is nourishing, strengthening, non-irritating and easily digested. These properties make Tapioca a most desirable food, particularly for women and children, throughout the summer months, as while it nourishes and strengthens the body it does not heat the blood, thereby preventing prickly heat or other skin irration.

"Instantoneous Tapioca" is prepared from the very best quality of tapioca, imported direct from the East Indies. The process of preparation eliminates all impurities and as it requires neither soaking or cooking, it can be prepared for breakfast or lunch in less time than is required for any other breakfast food.

"Instantaneous Tapioca" has had many imitators under various names, but none to equal it in either quality or preparation. Bear in mind, it is already cooked, a minute or so further cooking is all right, but more than that is unnecessary.

Each package of the genuine bears a cut of two owls under an umbrella and the trade mark "Instantaneous" registered; together with recipes for several delicious and wholesome desserts.

The Snohn-Patrick Company are the Pacific Coast Agents.

Forty Acres of

PAPER

To fill your orders.

Let Us Supply Your Wants.

A. ZELLERBACH & SONS
416-426 Sansome St.
SAN FRANCISCO.

WE GUARANTEE THAT

— BAYLE'S —
Mince Meat

WILL GIVE BETTER SATISFACTION THAN ANY OTHER BRAND.

IT'S PERFECTION IN QUALITY

GEO. A. BAYLE,
MAKER OF HIGH GRADE FOOD PRODUCTS
ST. LOUIS, MO.

GREER'S WASHING AMMONIA.



It has come to our knowledge that there is an attempt to introduce on the market a WASHING AMMONIA make from BONES AND ANIMAL REFUSE. We trust that the trade will take time to investigate the character of this STUFF which, if sold to the consumer, will only tend to discourage the use of Ammonia as a household article.

PACIFIC AMMONIA BOTTLING CO., Sole Manufacturers of Ammonia from mineral products on the Pacific Coast.

GEO. HERRMANN, Pres., 310 Sacramento St. SAN FRANCISCO. CAL.

CAUTION—As there are numerous brands of impure and ammoniaoffered to the trade imitating the style of our label, be careful to see that our signature trade mark is on each bottle.

Robt. Greer
TRADE MARK.

California Business College
"A Thorough School"



LET US TRAIN YOUR BOY FOR BUSINESS

You are largely responsible for the future of your children. They are dependent upon you for a mental equipment that will enable them to "win out" when they enter upon life for themselves.

THIS IS A COMMERCIAL AGE

Unless you are born rich, you must learn modern business methods or remain poor all your life.

Write for catalogue, etc.

925 Golden Gate Avenue San Francisco, Cal.

Amusements

TIVOLI.

The grand opera season will commence at this popular theatre January 11th. The members of the company are now in this city, having come from the Mexican capital, and are engaged in rehearsing.

CHUTES.

"Princess Fan Tan" has been taken off the stage and in its place a high-class vaudeville show can be witnessed at this place of amusement.

ORPHEUM.

The attractions at this house are up to the usual standard. Cressy and Dane and a big new show are now pleasing the vaudeville patrons.

GRAND.

Blanche Bates is the big drawing card at the Mission-street theatre. The play is in its third and last week.

COLUMBIA.

Frederick Warde and Kathryn Kidder will appear in the production of "Salambo" Monday evening, January 9th.

CENTRAL.

Beginning with January 9th. minstrels will hold the boards of this theatre. The black-cork artists are sure to meet with success, as this place of amusement has a faculty of satisfying everyone.

FISCHER'S.

The world's greatest feature, Mme. Ziska, along with the usual vaudeville, appear.

MAJESTIC.

Ella Wheeler Wilcox's poetical drama, entitled "Mizpah, or the Story of Esther," goes on at the Majestic theatre January 9th. The personages of the drama are those with which we are all so familiar as appearing in the story of the Jewish heroine who by force of her own virtues rose to the dignity of Persia's queen. The cast is one of exceptional strength and the staging will be most magnificent and fully depict the scenes of splendor as they were in the days when Persia was at the very zenith of its power. Gillette's funny play, "All the Comforts of Home," will be the next attraction.

ALCAZAR.

The Alcazar's twice-deferred production of "Lost River" will be elaborately staged next week. Its title is suggested by Nature's freak in Indiana, a river springing from the base of one mountain, and, after flowing six miles, disappearing in a cavern under another. There is a pretty love story and plentyof clean humor. The scenic effects include a massive toll gate, panoramic effects for the bicycle race, the ball room of the million dollar hotel at West Baden Springs, and the toll road, with its flight of pursued and pursuers on horseback. The first local production of "The Girl and the Judge," a celebrated Clyde Fitch comedy, follows.

MADE MARVELOUS GROWTH.

A San Francisco Firm That is Felt All Over the Country.

M. J. Brandstein first started in the tea business on California street in 1881. The firm's business has grown constantly so that now, in 1905, the firm of M. J. Brandenstein & Co. are supplying jobbers all over the United States with tea.

Recent statistics from Japan show that the firm of M. J. Brandenstein & Co. are among the largest buyers of tea in Japan. When one considers that England, Russia—the two greatest tea drinking nations—and all the rest of the world are buying in that market, too, the importance of the fact becomes evident.

M. J. Brandenstein & Co. have a branch house at 96 Wall Street in New York, and another branch house in Yokohama.

While they are among the largest buyers in Japan, they also handle enormous quantities of China, India and Ceylon teas.

Their enormous purchases enable them to insure uniformity of qualities and to supply varieties that would be impossible for a house with less extensive connections.

Their New York house is devoted entirely to the jobbing trade. East of Salt Lake, the firm sells to no retail grocers whatever. Only the highest grade goods are handled by the New York office. Although only established about six years ago, yet the firm is already well and favorably known among the entire wholesale fraternity. As a consequence, M. J Brandenstein & Co. are called on to supply the demands of the large distributors in practically every jobbing center of the United States.

A little over three years ago, M. J. Brandenstein & Co. took up the roasting of coffees along the same brand lines they had applied to the tea business. They were, at the time, large importers of Javas, Mochas, East Indian and Central American coffees. They employed the thoroughness for getting the best that is characteristic of the house and they had already established the complete machinery for getting their coffees into the channels of distribution. The result was, as might have been expected, that the firm is right at the top and is recognized as one of the largest roasters of coffee on the Pacific Coast.

Through extensive advertising in many different ways, they have made their "M. J. B." package coffee one of the staple brands of the Pacific Coast.

THE KING OF ITS KIND



ELECTRO Silver Polish SILICON

IS AN ARTICLE OF REAL MERIT and the only one of its class for which a constant demand is created among consumers by regular and systematic advertising.

On every box a Woman in Red, Never take another instead.

REDINGTON & CO.
SAN FRANCISCO
Sole Agents for the Pacific Coast.

Call for ASTI WINES

PRODUCED BY THE ITALIAN SWISS COLONY

Dry Wine Vineyards, ASTI, Fulton, Sebastopol, Cloverdale, Sonoma County, Cal.
Sweet Wine Vineyards, Madera, Madera County, Kingsburg, Fresno County, and Lemoore, Kings County, Cal.

Office and Salesrooms, Cor. Battery and Greenwich Sts.

Vaults, 1235-1267 Battery St. 101-169 Greenwich St. 1334-1338 Sansome St., S. F.

P. C. Rossi, President Telephone Private Exchange 448. A. Sbarboro, Secretary

A. VIGNIER CO.

429-431 Battery Street San Francisco

IMPORTERS

Sardines, Olive Oils, French Preserves, Washing Blue, French Castile Soap: Clover Leaf, Virgin, Dahlia, mottled, Wines and Liquors—imported goods only.

Sole Agents for the Genuine Clicquot Champagne
The Genuine Bears VIGNIER'S Label

MARRIAGE OF POPULAR YOUNG PEOPLE.

Cards of announcement are out for the wedding of Thomas T. Burnett, Jr., and Miss Edna A. Hicks. Mr. Burnett is a popular young man in the wholesale district, and is in the employ of the Geo. W. Caswell Co., 412 Sacramento Street. The marriage ceremony will be performed at the home of the bride's parents, 1801 McAllister street.



VALLEY BREW LAGER from Richmond Bottling Works.

Zimmerman & Ruhland, 'Phone Pine 1787.
32d and Clement Street, San Francisco, Cal.

Champagne.

Veuve Clicquot, qts.	$32.25
Veuve Clicquot, pts.	34.25
Ruinart, Magnums, 6 to case.	30.50
Ruinart, qts, 1 doz to case.	32.40
Ruinart, pts, 2 doz to case.	34.20
Ruinart, ½ pts, 2 doz to case.	18.00
Vintage 1893, qts, 1 doz to cs.	46.50

Brandies.

	Per case
Martell's One Star, 1 doz qts.	$16.00
Martell's Two Star, 1 doz qts.	19.00
Martell's Three Star, 1 doz qts.	20.00
Martell's Three Star, 2 doz pts.	23.00
Martell's One Star, 2 doz fl'ks	18.00
Hennessy's One Star, 1 doz qts	17.50
Hennessy's Three Star, 1 doz qts	21.00
Calif. doz qts.	12.00



Cider
Hammond & Co.
Bottlers
Office and Depot
277 Seventh Street
Phone, Jessie 3371

Sweet Cider
½ Gal. Bottles, $ .60 dz
Rebate, 10 c per bottle

Boiled Cider
Quarts $2.40 doz.
Pints 1.75 "

Mineral Waters.

Aetna, splits, 100 to cs.	$6.50
Aetna, pts, 100 to case.	9.00
Aetna, qts, 50 to case.	7.50

GINGER ALE

Belfast Ginger Ale Co.,
D. Stelmke & Co. Props.

All Carbonated Beverages.

COR. UNION AND OCTAVIA STS.

	PINTS	QTS.
Soda Water	$ .80	$1.50
Ginger Ale	.80	1.50
Sarsaparilla	.80	1.50
and Iron	.80	1.50
Cider	.80	1.50
Cuban Punch	.80	1.50

Case Prices, 2 Doz. per Case.

Porter.
(E. & J. Burke's Guinness')

Stone, pts. 8 doz to bbl	$16.50
Glass, qts., 4 doz to bbl.	14.00
Glass, pts., 8 doz to bbl.	16.50

Specialties of

Hilbert Mercantile Co.

H. B. Ky. Bourbon, per gal.	$2.75
H. B. Ky. Bourbon, Ex spcl.	3.25
Union League Ky. Brbn. AA	2.50
Union League Ky. Brbn. 1 gal	2.25
El Monte Ky Brbn. 1 gal	2.25
Maryland Monogram 1 gal	2.75
Forum, Bourbon, 1 gal.	2.00
W. H McBrayer's Cedar Brook 5 yrs	3.00

Hunter Baltimore Rye.

Per case, 1 doz 5's	13.00
In 5-case lots	12.50
In 10-case lots	12.00

Hilbert Mercantile Co.

H B Bourbon (spcl)	$10.00
H. B. Rye	10.00
H B pt flasks 4 doz to cs	12.00
H B ½ pt flasks, 6 doz to cs	9.50
H B 1¼-oz bots per gr	12.00
Union League "AA"	8.00
El Monte Bourbon	8.00
Forum Bourbon	7.00
J Baumgardner Rye	12.00
Maryland Monogram	9.00

W. H. McBrayer's Cedar Brook.

Per case, 1 doz 5's	$12.00
Per case 2 doz pts	12.00
Per case 4 doz ½ pts	14.00
Per case, 20 doz 1¼-oz	18.50

Jesse Moore Whiskies.

Ex Pony Bourbon,	$18.00	$17.50	$17.00
AA Bourbon	11.00	10.50	10.00
C Bourbon	8.50	8.25	8.00
AA Bourbon, 6 doz, 4 oz	10.00	10.00	9.75
AA, Pt Flasks, 2 doz.	9.00	8.75	8.50
AA ½ Pt. Flasks 3 doz	6.75	6.50	6.25
Old Rye	11.00	10.50	10.00

Jesse Moore Hunt Co.
(In barrels or half barrels)

Extra Pony Bourbon, gal	$7.50
AA, Bourbon, gal	3.75
B, Bourbon, 1 gal	3.25
C Bourbon 1 gal	2.75
No 1 Bourbon, 1 gal	2.25
AA Rye, gal	3.75
C Rye, 1 gal	2.75



STANDARD BOTTLING CO.
BEACH STREET
Between Stockton and Dupont
SOLE AGENTS
LOS ANGELES BREWING COMPANY.
Beer furnished Grocers in Bottles or Kegs.

Golden Gate
BOTTLING WORKS.
Blume & Gardner,
Proprietors



Bottlers of the Celebrated
Standard.
Culmbacher.
Extra Pale.
XXX Porter.
Half and Half.
Lager and Steam Beer in Kegs.
160 Shotwell St.,
Phone: Capp 1761, S. F., Cal.

BEST OF THEIR KIND.

How the Retailer is Assured of the Superiority of "Griffin Extras."

The California Fruit Canners' Association is a combine of thirty-three factories in California.

It established a special brand two years ago, known as "Griffin Extras." The very choisest of the extra fruit of each of their canneries they packed in an extra heavy syrup under this brand.

They have been devoting special efforts during the past two years to the work of establishing the name "Griffin Extras" all over the world as a synonym for the finest in the matter of preserved fruits and preserved vegetables.

Combination a Great Advantage.

The combination of the leading canning plants of the State was fraught with great importance to the entire country.

It gave a stability to prices that encouraged the Eastern jobbers in placing their advance orders liberally.

It guaranteed the retailer against the possibility of having his neighbors buying fruits, etc., at prices lower than he could get.

It also resulted in the canners feeling that the assurance of satisfactory profits was sufficient to warrant their putting the full value of fruit and syrup in each can and thus the consumer has benefitted.

Another result of the forming of the California Fruit Canners' Association was that it enabled the management to place the latest improved machinery in the factories under its control, to practice greater economy in the management of the plants and also to effect a large saving by concentrating in one hand the matter of selling the products of all the plants.

It has made possible a complete chain of factories located to the best advantage in each important district of the State where various kinds of fruit and vegetables are grown to the highest degree of perfection.

Largest in the World.

There is no question but that the California Fruit Canners' Association is the largest fruit preserving company in the world. Their tins are found in every center of civilization. Their fruit and vegetables grace the tables of both rich and poor.

FINE BEVERAGE.

This fine whiskey has been known to the trade of the Pacific Coast for a number of years. Those who appreciate good whiskey realize the value of this brand. Year by year the demand for this whiskey has increased, and the agents, E. Martin & Co., 54 First street, report the year of 1904 a prosperous one in the sale of this beverage.

NEW YEAR'S PARTY.

Arthur Morris of 1235 Ellis street, gave a New Year's eve party at which about 20 couples were present, mostly composed of young commercial travelers. The entertainment consisted of musical selections and dancing, after which a nice collation was served. The invited guests ushered the New Year in with California spirit.

CONTAINS WHITE OF EGG

The Greatest Leavening Auxiliary



Not Made by the Trust

Now Used In Thousands of Families

30 CENTS THE POUND

Made in California. Ask Your Jobber.

THE NEELY COMPANY

3 California St., San Francisco

THE RICE MARKET.

By M. Phillips & Co.

The new year will open up with the lowest price on rice ever known in the history of the rice industry. The cultivation of rice in the United States, unduly stimulated by the land agents, has resulted in excessive acreage and overproduction, which has made the price of the cereal unstable and promises, like the overproduction of cotton some years ago, to seriously cripple the industry. The sale of rice by the farmer in the open market, instead of tolling with the mills, in which case overproduction will send down prices, reduce the production to the needs of the country and thus restore values, seems the only hope at the present time.

Splendid work has been done in this country in the way of creating new market, and as a consequence we have been able to increase the acreage by far larger percentages than could otherwise have been hoped for. The native rice is rapidly driving the foreign product out of this country. Very little foreign rice comes to this country, with the exception of a small amount, which comes to the Chinese trade in this city; the Chinese are clannish and will not eat the home-grown rice; there is also a small amount of Patna rice and Italian rice which enters New York yearly.

Many farmers in the South are going out of the rice business and will, next season, put their land in cotton and other products which will give them better returns, for with present values it is not a matter of how much they will make on their crop, but how much will they lose.

Many of the mills in the South have combined, as in this way they think that prices can be upheld, but the law of supply and demand cannot be disputed; and if the farmers of Louisiana and Texas produce more rice than we need no power in the world, no combination or trust, can dispose of all of the crop or maintain good prices for it.

With the opening of this season, on October 1, 1904, there was carried over from the season of 1903 over 1,000,000 pockets; this season the crop is estimated at about 4,000,000 pockets. The annual consumption in the United States is about 4,500,000. So you can draw your own conclusions.

Retailers are buying freely; in fact, the universal opinion is that rice has reached bottom, and the next move will be an upward one. Good grades of rice are scarce, especially the fancy Honduras, and there will not be enough to go round of this quality; we look for a material advance on this grade in the next sixty days; fancy Japs are also scarce and demand good prices; poor grades of rice go begging, and it is almost impossible to sell them, as rice is so cheap that the retailer prefers to pay a slight advance and get the best.

China Rice.—New crop is just coming to hand and demands full figures, as exchange is extremely high; we look for an advance in this grade.

Imported Japan Rice.—Very little will come to this market, as it has been superceded by the native rice, which is of better quality, as has been demonstrated by Professor Knapp, the rice expert of the United States.

ABSOLUTELY PURE SALT.

Trade Secure the Best Possible Goods at an Inside Price Through a California Manufacturer.

It was left for the Leslie Salt Refining Company to present to the Pacific Coast trade a California-made salt that is absolutely pure.

After five years of preparation, they were able to present their salt to the public. Its excellence and price brought it, almost immediately, into popularity.

The Leslie salt is purified and sterilized by several expensive processes that make it superior in quality to any of the local salts. At the same time, its cost is less than similar imported salts which have to pay high freight tariffs.

The purity of the Leslie salt is best attested by the fact that it is used by most of the leading creameries of the Coast in making butter. For this purpose an absolutely pure salt is necessary if the best flavor and highest keeping qualities are to be secured.

They have made very popular a free running salt that never cakes in any weather. This salt is put up in 2-lb., 3-lb. and 5-lb. cartons and in 2-lb. caddies. It gives the retail dealer a splendid profit and satisfies the most fastidious housewife.

HAVE YOU NOTICED all these Signs around Town?



It shows that most of the Grocers keep what people ask for—WUNDER BEER If YOU don't, wake up phone to our bottling works and they will send their man to see you.

Phone South 1098

SOUTHERN PACIFIC
SUNSET ROUTE
Rock Island System

COMFORT LOVERS

Prefer to make their Eastern journey on the greatest of all South-western trains

GOLDEN STATE LIMITED

Daily service from San Francisco and Los Angeles to Chicago without change via El Paso and Kansas City.

SOUTHERN PACIFIC & Rock Island System.

E. W. BENNETT'S

BRILLIANTSHINE

Metal Polish



THE BEST ON EARTH

Liquid Paste and Powder. Awarded First Premium at each Exhibit.

E. W. Bennett & Co., Inc.

262 to 296 Church Street

SAN FRANCISCO



FOR THE BEST RESULTS.

Ship your dressed Turkeys, live Turkeys, and Poultry to the

POULTRYMEN'S UNION.

We guarantee top market prices, immediate cash returns, full weight, and full count. Choice dressed Turkeys are selling today as high as 24c per pound. We guarantee to dispose of all the choice stock that you can send us at the extreme market price—so please ship us all you can.

Large Hens, Ducks, Geese, Broilers, dressed and live Turkeys are wanted badly. Send us as large a shipment as possible.

We still have 500 cases of **CHOICE EXTRACTED** and **COMB HONEY** on hand. We would be pleased to have you call and see it, or mail us an order.

Choice Eggs are also higher and wanted. Can use 25 to 50 cases to good advantage. Please write us immediatelyand mention this paper when you write. POULTRYMEN'S UNION.

W. C. PRICE & CO., 322-324 Front St., S. F.

WILLIAM E. HARM

Kartuffel-Buhr

183-185 Valencia St. Near 13th

Tel. Folsom 1911

Wholesale Dealer in POTATOES, ONIONS BEANS, EGGS Etc., Etc., Etc.

WITZEL & BAKER, Commission Merchants

Telephone Main 718

314, 316 BATTERY ST., SAN FRANCISCO, CAL.

Fancy Creamery Butter and Ranch Eggs Our Specialty

Try LAVARINE For Washing



WILLIAM CLUFF COMPANY

WHOLESALE GROCERS

SOLE AGENTS

SAN FRANCISCO CAL.



GUSTAV LIEBOLD — TROUT SOUTH

Gambrinus Bottling Co

Sole Agents and Bottlers of

GAMBRINUS BREWING CO'S

Portland, Oregon

Select Pilsener Lager Beer.

OFFICE AND BOTTLING WORKS

160 Thirteenth St., nr. Folsom, S.F.

IRVINE STANTON COMPANY

WHOLESALE GROCERS

Farm and Dairy Produce

Consignments from Interior Merchants Solicited

211-213 Clay St. San Francisco, Cal.

OUR STANDARDS

Sperry's Best Family.
Drifted Snow.
Golden Gate Extra.

Sperry Flour Company

PETERS BROS., BALTZ & DITTMANN

PROPRIETORS

The California Brewing Co.

Douglas Street, bet. 17th and 18th

SAN FRANCISCO, CAL.

WE WANT EVERY DEALER TO TRY ☞ AT OUR EXPENSE

A Package of the Richest and Very Finest Eating Chocolate in the World

CAILLER'S



THE GENUINE SWISS MILK CHOCOLATE

When we offer you a package we put you under no obligation to buy. So write to us for a Sample to day. Besides, we wish to convey to you some very interesting information about CAILLER'S CHOCOLATE.

When answering this Ad., mention THE ADVOCATE.

SPOHN-PATRICK COMPANY Pacific Coast Agents 16-18-20-22 Front Street, S. F.

BRANCH HOUSES: Los Angeles Seattle Denver Salt Lake City

For Health and Strength



DAMIANA BITTERS

Highest Grade Package Goods for Family Trade

ROYAL AND QUEEN'S TASTE

(1 lb packages) (½ lb cartons)

Macaroni, Vermicelli and Spaghetti

ROYAL ITALIAN A. B. C. PASTE, in 1 lb papers

GOLDEN GATE EGG NOODLES, in ½ lb papers

For Sale by all Jobbers

TOBOGGAN

MAPLE SYRUP -- IT IS BEST

Pacific Coast Syrup Co.

SAN FRANCISCO

THREE REFINERIES SAN FRANCISCO, PORTLAND and SEATTLE

You Are Right Side Up! Why Write Upside Down?

WRITING IN SIGHT

will be the . . 1905 MODEL. . . We will shortly introduce the

L. C. SMITH & BROS. TYPEWRITER

(Visible)

Everything about it Speaks.

ADDRESS FOR PARTICULARS

L. & M. ALEXANDER & CO.

110 Montgomery Street. San Francisco.

Branches Portland Los Angeles Seattle



Get... Your Meal Fresh

Capitol Mills

ROLLED OATS

AND

SNOWFLAKES

And All Kinds of Meal

MANUFACTURED BY THE

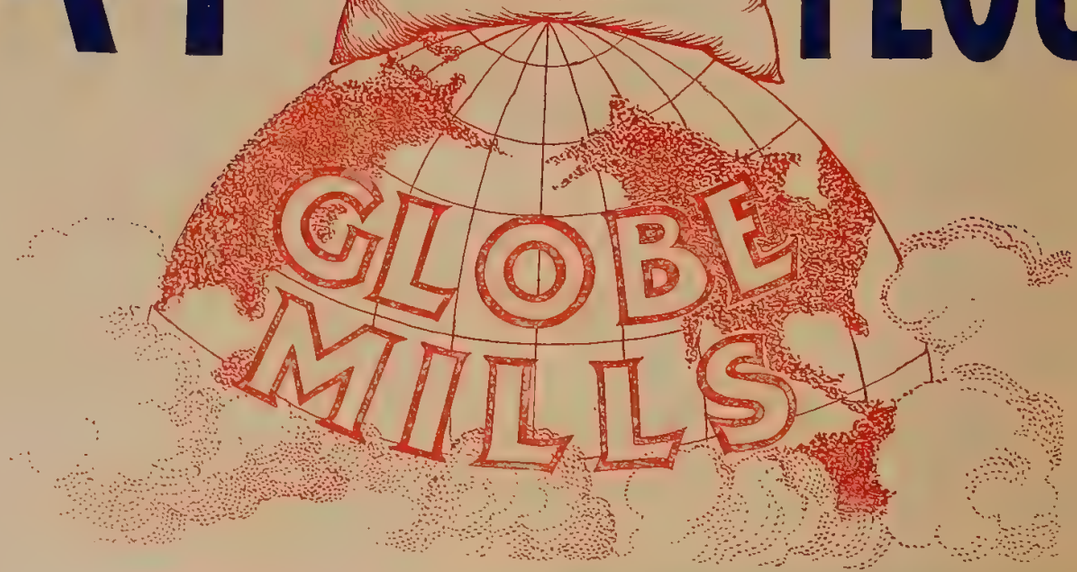
SPERRY FLOUR CO.

114-116 Sacramento St San Francisco

YOU ARE SURE
OF A
HAPPY NEW-YEAR
IF YOUR CUSTOMERS USE

BEST ON EARTH
"A 1" FLOUR





We Protect the Retail Selling Price of our Brands and Insure

PROFIT TO THE RETAILER

Our "A 1" Flour is made of Eastern (hard) **Wheat,** mixed with California's Best. This makes it **the Strongest and Best Family Flour** on the California Market and Insures

SATISFACTION TO THE CUSTOMER

Many Years of Success in Southern California supply the Best References to the Retail Grocery Trade of the North.

LET US HELP YOU TO HELP YOURSELF

GLOBE GRAIN AND MILLING CO.

MONTGOMERY AND CHESTNUT STS., SAN FRANCISCO, CAL.

Telephone Bush 759.

(Please mention the ADVOCATE to Advertisers. It helps us materially.)

Retail Grocers' Advocate

CALIFORNIA RETAIL GROCERS' AND MERCHANTS' ASSOCIATION — OFFICIAL PAPER — RETAIL GROCERS' ASSOCIATION

A. H. POWERS, Editor
W. A. KRAG, Manager

SAN FRANCISCO, CAL., JANUARY 13, 1905

Vol. 10, No. 2



Don't Shy At

Beer as a beverage because some people misuse it. There is more genuine merit as a tonic, as a blood maker in a good beer than you may have supposed. One trial of good beer will convince you, especially if it's

RAINIER BEER

Doctors prescribe it because it is made right out of the very best materials. You'll like it.

JOHN RAPP & SON
Phone South 473. SAN FRANCISCO



M·J·B·COFFEE
SELECTED WISDOM

WHEN THE OTHER MAN DOES THE TALKING HE IS SURE TO BE PLEASED WITH YOUR CONVERSATION.

You always have a Strong Advocate for Yourself in
M. J. B. COFFEE

IXL - Kapp and Street - W.G.M.
TAMALES
IN
KEY-OPENER CANS



FREE RUNNING
For Table
Cartons, 48/2s, 24/3s, 20/5s to Case
Caddies, 50/2s to Case.

LESLIE STERILIZED SALT
PURE AND WHOLESOME.
DOES IT PAY THE GROCER?

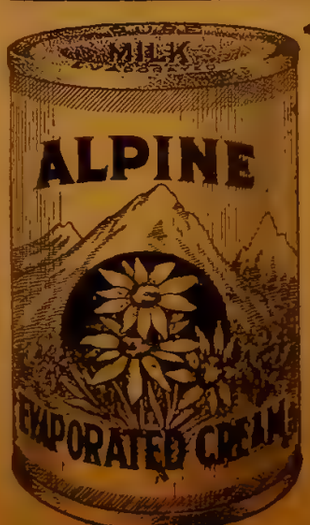
Below is the cost to the Grocer of single packages of Leslie Salt, Free Running, together with the per cent of profit on the cost of same, when bought in single case lots :

	COST	S. P.	% PROFIT
2-lb. Caddies, full weight,	$ .06½	$ .10	53 per cent.
2-lb. Cartons, " "	.05¾	.10	74 per cent.
3-lb. " " "	.08⅓	.15	80 per cent.
5-lb. " " "	.12½	.20	60 per cent.

C. E. WHITNEY & CO., Agents 715-717 Hayward Bldg. San Francisco, Cal.

LESLIE SALT
SAN MATEO CALIFORNIA

VELVET GRAIN
For Kitchen
In Bales containing 150 lbs net of Salt :- 75/2s, 50/3s, 40/4s, 30/5s, 15/10s, and 8/20s



EQUAL TO THE BEST
AND BETTER THAN THE REST

Has ALREADY Secured Recognition For Superior Quality

ALPINE EVAPORATED CREAM

Prices are RIGHT —— Quality is Right —— Pleases Customers

Per Case — 4 Dozen Large Tins — $3.60

FOR SALE BY ALL JOBBERS

ALPINE EVAPORATED CREAM CO.
123 California Street, San Francisco, Cal.

Absolutely Guaranteed Against Any Defects.

YOU ARE SURE
OF A
HAPPY NEW YEAR

on 5 or More Cases, Straight or Assorted

"CALIFORNIA HOME BRAND"

Pickles, Chow Chow, Pearl Onions, Etc.

To Every **Railroad** and **Steamship** Point of CALIFORNIA, OREGON AND WASHINGTON,

AND GUARANTEE ABSOLUTE SATISFACTION

We own and operate the **largest**, the **cleanest**, and the **most modernly equipped** Vinegar and Pickle Works in the West.

"QUALITY FOR SUCCESS," our Motto
"SATISFIED CUSTOMERS," our Watchword

Every merchant should buy his goods **as cheap as he can**, but care needs to be taken that **"cheap goods"** are not **bought dear.**

Our Guarantee

We authorize you to **Refund Full Purchase Price** if any package bearing our **"California Home Brand"** fails to give **Entire Satisfaction** to the **Consumer.**

Send us your order for **FIVE (5) or more cases** of our **"CALIFORNIA HOME BRAND"** Goods, as listed below, and if upon arrival you do not find these goods **the best value you have ever bought,** we will **accept any price YOU may name** for the goods.

"CALIFORNIA HOME BRAND"

Our New Olympic Bottle—10 oz., oblong, with spring fastener.

Sour Pickles (Mixed or Plain)	2 doz. to the case	$1.35 a doz.
Chow Chow Pickles	2 doz. to the case	1.35 a doz.
Sweet Pickles (Mixed or Plain)	2 doz to the case	1.75 a doz.
Genuine White Pearl Onions	2 doz. to the case	1.75 a doz.

WE TAKE ALL THE RISK

(Our Goods will Comply with the Pure Food Laws of Every State.)

Pacific Vinegar & Pickle Works

SAN FRANCISCO, CALIFORNIA

Kindly mention *"Grocers Advocate"* when replying to this ad.

Retail Grocers' Advocate

CALIFORNIA RETAIL GROCERS' AND MERCHANTS' ASSOCIATION — OFFICIAL PAPER — RETAIL GROCERS' ASSOCIATION

Vol. 10 — SAN FRANCISCO, CAL., JANUARY 13, 1905 — No. 2

Published Every Friday by
ADVOCATE PUBLISHING CO.
W. A. Krag.....President
Frank Connolly .....Vice-President
Aaron H. Powers, Secretary and Treas

Subscriptions:
One Year $2.00
Single Copies ..... .10

PUBLICATION OFFICE:
456 MONTGOMERY STREET.
Rooms 413-414. - Tele. John 2601

Entered at the Postoffice at San Francisco as Second Class Matter.

Points to Watch

CAN SAVE FREIGHT CHARGES—

We would call the attention of our readers to the offer on page 2 of the cover. The **Advocate** does not hesitate to assure its readers that the claim for quality in this advertisement is well founded. The guarantee of the Pacific Coast Vinegar & Pickle Works can be depended upon. In answering this advertisement we would ask the readers to mention the **Advocate.**

MEATS—

Weaker market and our quotations are being shaded.

FINNEN-HADDIES—

On account of stormy weather on the Atlantic this delicacy is very scarce and high in price.

MACKEREL—

Norwegian and Irish mackerel are $1 per barrel higher. Lent will create an extra demand and prices may go still higher.

CHEESE—

California flats have declined one cent per pound. New York State factory, firm.

RICE—

China rice has advanced three-eighths of a cent per pound. Market firm.

SUGAR—

When sugar declined 10 cents last week the price was advanced 15 cents by the jobbers, who lost an extra 25 cents the refineries were allowing them to help in maintaining prices. Sugar advanced another 10 cents this week. It now costs the jobber $5.75 net, and most of them are selling it at that price. Conditions are badly demoralized, as no one knows just what will happen when the sugar of the Honolulu Plantation Company arrives in port.

CANDY—

All grades of candy have advanced, following the greater firmness in sugar. Stick candy is one-half a cent higher. Quotations are adjusted to meet new prices.

Bonaiti & Pellonini have purchased J. J. Nolan's store at 3043 Sacramento street and have made several changes for the better. They have a busy corner and are cultivating the best class of trade.

Crowe & Hutchinson have a very effective window in their Third street store.

MR. PAULDING SPEAKS

The Situation Explained by Pacific Coast Secretary.

SALESMEN TELL FOOLISH LIES.

Warns Grocers of Attempts That Are Being Made to Mislead Them.

By J. F. PAULDING, Secretary.

MR. RETAIL GROCER—

Just a few words with you if you please:

I get my salary from the retail grocers.

I am working for the retail grocers.

I was in the retail grocery business myself for many years. I have been helping my fellow grocers as secretary for the last three years, not because I sought the job, but because they came to me and urged me to take it, and assured me that they thought I could serve them better than others who could be secured.

The crowning success of my three years of work depends upon my retaining the confidence of the retail grocers and thus guaranteeing that they will follow my suggestions and by acting as a unit, make of themselves a power that will have to be respected by every manufacturer in the country.

I write this because the representatives of certain mills have been industriously circulating a story that I have been bought by the Globe Grain and Milling Company and am working in the interests of the Globe Grain and Milling Company, and all because the Globe Grain and Milling Company are paying $25 per month to the funds of the Pacific Coast Retail Grocers' Association.

I suppose "every man has his price."

I want to say right here though, that my price is not any $25 per month. In this matter, my price is the agreement of the mills to give the retail grocers protection.

As soon as the other mills will take the same stand as the Globe Mills have taken, they will have bought from me the same earnest, straightforward support that the Globe Mills is getting now. And they will not have to put up a five cent piece to get it either.

I think the men who try to create suspicion among the grocers against the honesty of purpose of the grocers' representative are in a very small business. The "knockers" will find that the grocers will not be pleased to have them try to work such an evident "flim flam" game.

The retail grocers have everything to win and nothing to lose in the campaign that has just been opened for the protection of their profits on flour.

They have only to stand together like business men and act like business men and they will be treated like business men. The cutters get concessions in the shape of extra rebates because they buy big quantities. The mills also try to do them favors in other ways. In other words, they treat them like business men.

At present the rest of the retail grocery trade are being treated more like a lot of wayward children who can be induced to give up something of real value if they are only talked to properly. The salesmen who think they can blind the dealers to the fact that their interests are being neglected by the mills will have to talk facts and not ill-natured gossip.

The solution of the flour problem is not a difficult one.

The Globe Grain and Milling Company believes that it will pay them to guard your profits. They therefore insist that the firms handling their flour shall not sell below certain prices fixed by them.

Because of this action they surrender all hope of the active support of a few firms that insist upon the privilege of cutting prices. They feel that they would prefer the trade of a great mass of retail grocers to the trade of these few cutters. They realize, too, that in the end these very cutters will be forced to handle their flour and will be glad to handle it because it carries a profit.

The other mills are catering to the needs of the few cutters. They know that these few cutters (there are only about five of them) are forcing all the rest of their customers about San Francisco bay to sell flour with less than a fair margin of profit and are absolutely robbing a great part of their customers of trade that they should have and would have were it not that other dealers are allowed to sell flour for less than they are willing to.

These mills are satisfied that the retail grocers will go on handling their goods even though they allow the cutters to sell them at such a price that there is no profit left on them for the grocer who tries to compete with the cutter.

The one way the retail grocers can convince them that this is not true is by not selling their flour.

I do not mean that they should refuse to carry the flour of the other mills in stock. They should have it in their stores, but they owe it to themselves and to the one mill that gives them protection to transfer their trade, wherever it is possible to the mill that protects their interests.

There is only one mill at this time. That mill is the

Globe Grain and Milling Company.

Every grocer in the Bay Cities and every grocer who can do so in the cities outside of San Francisco, should not only put in the Globe flours and advance the sale of them wherever possible, but they should tell the travelers of the other mills what they are doing and why they do it. By so doing they will be able to convince the mills that protected goods will get the right treatment at your hands.

This is most important.

When you have convinced the flour mills that you can reward people who treat you fairly, other manufacturers are going to recognize the power that comes from organized effort and almost without solicitation on your part, you will find them willing and glad to co-operate with you in maintaining a proper retail selling price on their goods.

In conclusion I wish to say this:

(Continued on Page 6.)

PRESIDENT SILL TAKES OFFICE.

Alameda County Grocers Celebrate Their Third Birthday On Monday Evening.

President S. J. Sill of Berkeley was installed as president of the Retail Grocers' Association of Alameda County on Monday evening by the retiring president, L. Warnke of Alameda.

After an interesting and valuable business meeting, an adjournment was taken to Foresters' Hall, where eating and drinking and speeches were indulged in until a late hour.

During the course of the evening regret was expressed that Alameda County should not have a representative at the convention of the National Grocers' Association, which meets at Cincinnati, January 24th, 25th and 26th. These remarks led President Sill to voice his sentiments in the matter. He insisted that Alameda County should be represented at Cincinnati and desired to subscribe $25 towards a fund to pay the expenses of a delegate. There were numerous others who came forward and in a few minutes the fund had reached $140. As it only requires $200, it looks as if Alameda County would be represented after all.

The concensus of opinion was that ex-President L. Warnke would be the proper man to send.

Harry Duncan as Toastmaster.

Harry Duncan one of the newly elected directors, acted as master of ceremonies at the banquet. A committee consisting of Messrs. Dierssen, Duncan and Secretary Reed were responsible for the arrangements for the banquet.

Mr. Duncan shone brilliantly as toastmaster and introduced the various speakers with brief and telling comment.

President Sill, in a brief talk, stated that he considered the close friendships formed through his membership in the Grocers' Association was of much more value to him even than the actual money returns. He insisted that he expected to have every meeting as well attended as this particular meeting and even better. If this were not so he would be very much disappointed.

Mr. Jonas president of the Merchants' Exchange, coincided with Mr. Sill as to the value of friendships formed through association meetings. In the course of his interesting address, he stated that the hardest thing for the dealer to meet was illegitimate competition. He hoped that the time would come when merchants of all sorts would be bonded together to insist upon fair dealing not only for the protection of the consumer, but for their own protection. He was glad to see that the grocers had taken initial steps in that direction. Mr. Jonas spoke at length upon the desirability and necessity of the consolidation of the big cities of Alameda County.

Mr. L. Warnke, the retiring president thanked the members for the support they have given him during the preceding year. After referring to



THE BOND SYSTEM

of

RETAILING STAPLES AT A PROFIT

Consists of:

Giving no more or less than 16 ounces for a pound.

Saving all losses from over-weight, spilling and carelessness.

Saving a large proportion of the time used in putting up packages.

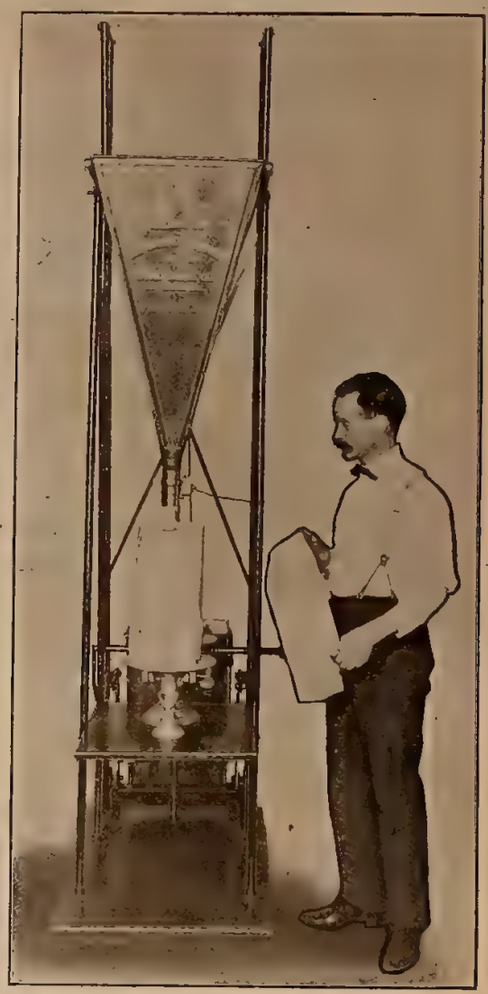
Saving all useless and back-breaking labor in scooping sugar, etc., from barrels and bins.

Pleasing and holding your trade through full and accurate weights.

Automaticaly checking the weight of every package and assuring the merchant that his work is properly done.

Thus Saving Time, Labor and Material.

No other System has been devised Producing Equal Results.





These cuts illustrate the Portable Type of Bond Weighers.

Other types are designed to fit different requirements and of varying hopper capacity.

The Portable Weigher occupies the floor space of two sugar barrels.

A Weigher suspended from a platform over a counter occupies no floor space at all.

A boy can operate it.

He fills the hopper, opens the spout — the rest is automatic.

The weighing is done over an **Even Balance Agate Bearing Scale,** which can be used at any time without change for any purpose whatever.

It handles any comodity which runs freely through a spout.

The machine is fully warranted, fool proof and will last a life time with proper use.

Mr. Grocer:

This Weigher is now being placed on the market and enthusiasticly received.

It is appreciated by the busy merchant who realizes the importance of accurate and rapid work.

It is manufactured by the

Bond Scale Co.

210 East Second Street

Los Angeles, Cal.

To see it in operation is to be convinced that it is entitled to a place among the fixtures of an up-to-date grocery store.

You are Entitled to See a Sample Working in Your Store.

A letter tothe manufacturers will receive prompt attention.

BOND SCALE COMPANY

210 East Second Street

LOS ANGELES, CAL.

various local matters of general interest, he referred to the flour situation and said, among other things:

Want Profits On Flour.

"Gentlemen, you have the key to the situation in your own hands. If we unite in advancing the sale of the flour of the Globe Milling Company, we can bring all the mills to time. Personally, I have placed my third order with the Globe Mills and have had no difficulty in inducing my trade to accept it, and they have, in every instance, been pleased with the goods.

"The time has now come when the grocers have got to establish the value of their organization. If they do not win out in the present contest, they have themselves to blame."

Mr. Wilbur Walker, secretary of the Merchants' Exchange, expressed regret at the absence of Mr. Stulz, who had assisted in the organization of the Alameda County Grocers' Association three years before. Mr. Walker referred to the good fortune of the association in always having a president who could command the respect of the jobbers as well as the members, and of always having an efficient secretary. He added:

Appreciates the Advocate.

"Your association is also fortunate in the publicity that it has been able to secure for its various undertakings through the co-operation of the Grocers' Advocate and its editor. There can be no question but that the splendid assistance given the grocers of Alameda County by this influence have assisted greatly in achieving the success that they have secured."

Mr. Walker assured his hearers that there would be something doing when a body of men like theirs should go to the Legislature and ask for what was fair and reasonable.

A. H. Powers, editor of the Advocate then spoke briefly about various other matters in which those present were interested. He expressed regret that Mr. Warnke should not have been chosen as the delegate to Cincinnati as a delegate. It was this remark that resulted in the action taken by the grocers present latter in the evening.

J. F. Paulding, secretary of the Pacific Coast Retail Grocers' Association, held the interest of the banqueters for twenty minutes. As a grocer of eleven years standing, he knew that the retail grocery trade were the victims of circumstances. They sold their goods at prices that were set by men who settle their bills for from 20 to 50 cents on the dollar.

Not To Raise Prices.

"The general public has a wrong idea of what our association is for," said Mr. Paulding. "They think our associations are formed to raise prices. This is not true. They are formed merely to bring prices back to a proper level from which they usually have been hammmered down by the few firms who think they can make up for loss on profits on their staples by high prices on things the cost of which their customers are not posted, or who intend to fail."

Mr. Paulding explained the flour condition at length. He stated that it was the purpose of the State Grocers' Association to educate the grocers to the possibility that lay before them in bettering their conditions. That they had succeeded so far in San Francisco that all but about seven of the better class of grocers were anxious to have the mills fix and maintain a price at which their flour should be sold, providing the mills would cut off any firm who might not maintain the price.

"Each of the firms who are now opposed to our plans are getting a special inside on flour over the 25 cents allowed to the average grocer," Mr. Paulding added. "We are not objecting to the mills giving the large dealers discounts in proportion to the purchases they make. It is not our claim that the large buyer is not entitled to a greater discount if he buys enough flour at one time to warrant the mills making him this concession. But what we do claim is that the mills should not allow this dealer to use the special rebate to the disadvantage of the rest of their customers."

Mr. Walker at this juncture stated that the manufacturer had the power to regulate the price at which his goods should be sold, and cited instances where this had been done. He told how the manufacturers protected the hardware dealers against unintelligent competition and added that if any mill wanted to protect their customers they could do so.

Must Secure Business Results.

Toastmaster Duncan at this point called upon H. D. Cushing as the diplomat of the association. Mr. Cushing stated that since theirs was a business organization of business men and for business purposes, the members had to look to business results to find out whether it had been a success or failure. He was pleased with what had been done and hoped and expected to see the accomplishment of much more during the next twelve months than had ever been done before. Mr. Cushing spoke of the results of their Collection Bureau, and expressed hope that even better things would come in the near future.

Warnke Chosen as Delegate.

President Sill at this juncture brought up the matter of the delegate to the National Convention. He thought the association should send Mr. Warnke. He deplored the fact that the funds of the organization were not sufficient to allow the extravagance of a delegate, but expressed his willingness to start the fund with $25. Mr. Powers of the Advocate followed close with another $25. There was an answering cheer and Toastmaster Duncan was kept busy for the next ten minutes putting down the names of volunteer contributors.

Ex-Secretary Hopkins spoke briefly about the varieties of methods by which fifty-seven grocers could help themselves. Mr Hopkins is a prime favorite and his remarks were well received.

Quite the address of the evening was delivered by J. S Wixson, who was called on to speak about the flour situation.

Wixson Talks About Flour.

"The reason why we must center all our strength in this flour fight," he said "is because it is an entering wedge for the betterment of conditions in many other lines. It is absolutely necessary for us now to put flour on a paying business. We have the help of one mill towards doing this and if we give that mill enough support, we will prove to the other mills that they made a mistake in not acting as we expected them to

"I am a director of the State Grocers' Association We want to see if we cannot change these methods so that we will be able to pay 100 cents on the dollar for our goods live like white men and support our families in decent style.

"It requires only that we should be able to convince them that they must do this in order to get our business, and you will be surprised to see how quickly they will fall into line

Should Attend Meetings.

"I want to say now, that each of you gentlemen should attend every meeting of our association. You should get together and agree on a line of action. If you will only do that, you will have no difficulty in securing the active co-operation of the mills in protecting you against the few cutters.

"I believe the mills would like to be doing that now if they could only see their way clear to do so. It is our business to help their eyesight

"Each individual grocer must act energetically. He must sell somebody's goods. In order to teach the mills their lesson thoroughly, he must say to them 'I sell as little of your flour as I possibly can.'

Reed's Stirring Address.

Secretary Reed urged on the friends [illegible] address delivered with fervor [illegible] and not know [illegible]. He paid grateful compliment to the [illegible] had preceded him and pointed out the work that lay before the [illegible] members if they could be [illegible].

Before sportsmanlike [illegible] Advocate by the grocers to the firms [illegible] contributed the good things that made up the banquet. Among those [illegible]

The Western Meat Company Ort & Brandon Tea Co. Ltd. The [illegible] Company, Meyer Bros. Hunt-Helm Company, Robert Gulcher & Wood Flour & Produce Company, Wonder Beer Company, Rainier Beer Company, H D Cushing C. A. Russell and Bohemian Beer Company.

A MATTER OF HEALTH

ROYAL



BAKING POWDER

Absolutely Pure

HAS NO SUBSTITUTE

All Grocers should carry a full stock of Royal Baking Powder. It always gives the Greatest Satisfaction to customers and in the end yields the larger profit to the Grocer.

The Sure Way

to create a demand for

"White Label"

Queen and Manzanillo Olives,

Pim-Olas and Baby Pim-Olas, Nicelle Olive Oil, Etc., and Other Table Luxuries, is

To DISPLAY and RECOMMEND them.

Dealers who have a good Stock of Specialties and are wanting buyers should adopt the above method of procedure.

Many of your customers have eaten and relished Pim-Olas, "White Label" Olives, etc., and those who have not known the goods by reputation.

People need only be reminded of the excellence of Pim-Olas, etc., to create within them a desire to partake of them.

This is where you make a SALE

One bottle of the Seville Packing Co.'s

Olives, Olive Oil, Etc.

is a great convincer and will make a lasting impression

Correspondence Solicited.

Address

Spohn-Patrick Company

Pacific Coast Agents

16-18-20-22 Front St.

SAN FRANCISCO

Branch Houses: Los Angeles, Portland Seattle, Denver, Salt Lake City.

MR. PAULDING SPEAKS.

(Continued from Page 3.)

Any man who tells you that I have been bought, or that I am working for some special firm without regard to the interests of my employers—the retail grocers—does so from a bad motive. He wants you to believe that his firm is warranted in treating you unfairly and is willing to lie to you to make you act in a way that will be injurious to your best interests.

To any such man, you can say definitely that I am working only for the interests of the retail grocers, and that if his firm will only do what they should in protecting the retail grocery interests, that I will work as earnestly for his firm as I am working for other firms who protect the retail groces, and that it will not cost them a five cent piece either.

AFTER TRADING STAMPS.

Many Merchants Combine To Demand Protection From This Graft.

A conference of the Legislative committee of the State Grocers' Association, consisting of Messrs. Connolly, Stulz and Warnke, together with committees from the Cigar Dealers' Association and the Merchants' Association was held on Tuesday evening to consider the matter of an anti-trading stamp law. The matter was gone into carefully.

Attorney Chas. A. Son, acting for the Cigar Dealers' Association, presented the draft of a law, of the constitutionality of which he felt assured.

The bill as prepared by Mr. Son has been submitted to Mr. Clark of Miller & Clark of Stockton, attorney for the State Grocers' Association, and to Mr. Wright, attorney for the Merchants' Association. If it receives their approval the bill will be presented and backed up by the force of all the merchants of the State of California.

OF GENERAL INTEREST.

The Illinois Canning Company, capitalized at $1,000,000, to operate and maintain packing houses, canning and pickling factories, filed articles of incorporation at Camden, N. J., December 19. Charles C. Crany, William Moore and George H. B. Martin are incorporators. The latter named is a resident of Camden and was formerly a shoe manufacturer.

The wholesale grocers of Indiana have been in conference with S. E. Morehead of the Continental Tobacco Trust. The wholesalers claim that the Indiana grocers have been compelled by the trust to buy on the "allotment system" and only being granted commissions on condition of "loading up the trade" in advance.

Indiana grocers object to this idea and want the trust to take the commission off the regular bills they buy instead of off the allotment. The committee of wholesalers who met Mr. Morehead consisted of George Brinkmeyer, Charles Wells and C. A. Elliott.

The Chicago Retailers' Journal says: Orme & Sutton Rice Company's office furniture here has been attached for non-payment of rent. They have also been sued by their manager and some jobbers of this city.

Sicily filberts are firmer in the primary market, but offerings for prompt shipment are reported made at unchanged quotations.

Baltimore advices say that the weak tomato canners are about sold out. Rumors concerning a tomato trust continue in circulation, but so far as can be learned no definite progress looking to the clearing up of low-priced goods has been made. However, any change in tomatoes must be an advance, as the pack was considerably smaller than it was last year.

STOCK-TAKING.

The Necessity of Learning the Comparative Values of Assets and Liabilities.

By this time or by the first of February at the latest, every careful retail grocer will have taken stock.

In order that he may know just where he stands, he should have figured up all his tangible assets. When he has added together the value of the stock he has in his store, the collectable value of his accounts receivable and the present value of his fixtures, with his horses and wagons and put them on one side of the balance sheet, and has put the sum total of the bills he owes on the other side, he will know two things.

First.—He will know whether the policy he has followed in the past year brought as much success as his expenditure of time and energy and his investment of money entitles him to.

Second.—He will know what his business is worth in dollars and cents.

Another Valuable Asset.

The business may have an even greater value than this in "good will."

The reputation a store has for selling only goods the quality of which can be depended upon is of large money value to the dealer.

The reputation that everything he sells is fresh and reasonable in price also has a large money value.

The assurance that children and servants will receive as prompt and careful attention and their wants be supplied with as great care as if the housewife came to the store herself, is also valuable.

Another thing that tends to strengthen the value of a business is the belief of the customer that there will be no mistake either through carelessness or intent in the accounts or in the weights and measures.

All of these features are combined under the head of "good will."

This good will is often worth more to the merchant in dollars and cents than the merchandise which his trial balance shows he carries on his shelves and in his storehouse.

It depends upon the service the merchant gives and the quality of the goods he sells.

This good will is not quickly or easily earned. On the other hand, it is easily frightened away.

This fact makes it necessary for the dealer who values this good to be sure that the quality of the goods he sells will always prove satisfactory.

This assurance he has when he sells "Schilling's Best." He can give his customer the same assurance with "Schilling's Best" goods because they are "money back."

The value to the dealer of having his customers absolutely certain of the satisfactory quality of his high class goods is immense.

The additional fact that A. Schilling & Co. protect the retail dealer in the selling price of goods (whose quality they guarantee) adds to their value to the dealer. This fact helps make the increase of money value of those assets that he can put his hands on.

The further fact that encouragement of this policy by the retail grocers will establish its value with other manufacturers, makes it a matter of necessity for dealers to give their support to the goods of A. Schilling & Co. and show by their co-operation that they approve of the policy and appreciate the efforts of this firm to better trade conditions.

It is necessary for retail dealers to convince the manufacturers that protected goods will get the right treatment at their hands. When the manufacturer can be made to believe this, there will be no question about their taking advantage of the power of the retail trade to help them in maintaining the popularity of their goods, which depends upon the dealer receiving satisfactory profits for handling them.

For this double reason the Advocate wishes to reiterate that the dealer owes it to himself as well as to A. Schilling & Co. not only to carry "Schilling's Best" goods in stock, but to advance their sale whenever it is possible.

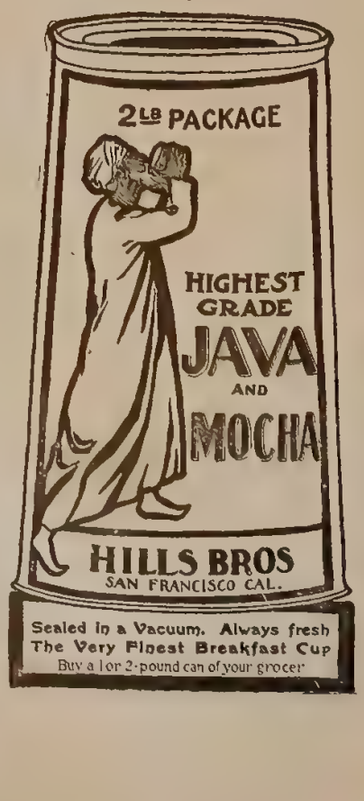
THIS IS
THE TIN

NO STALE
PACKAGE
COFFEE
ON YOUR
SHELF

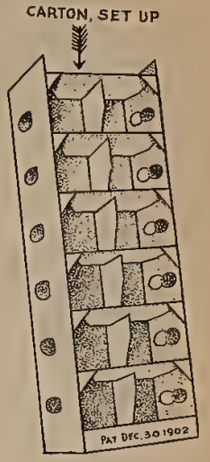
FRESH
WHEN BOUGHT

FRESH
WHEN SOLD

FRESH
AND SMOOTH
WHEN YOU
DRINK IT



Sealed In a Vacuum. Always fresh
The Very Finest Breakfast Cup
Buy a 1 or 2-pound can of your grocer



No Transferring of Eggs

Ferguson Egg Cartons fit in the regulation egg case just exactly like the fillers yet they have the important advantage of being a package that the retailer can give to the customer.

This saves all handling and all breakage.

Better think it over, Mr. Storekeeper. We'll gladly send samples and a circular telling of its other advantages if you'll write either of us.

Black & Ferguson
Patentees - San Jose, Cal.
or
Wempe Bros.
Sales Agents Central California
127 Mission St., San Francisco

California Retail
GROCERS' AND MERCHANTS'
Association.

Officers and Directors.

PRESIDENT.
C. B. Pearson.....Stockton

VICE-PRESIDENTS.
1st, L. Warnke.....Alameda
2d, George B. Doyle.....San Francisco
3d, B. A. Schmidt.....San Francisco

SECRETARY.
Frank B. Connolly.....San Francisco
J. F. Paulding.....Assistant Secretary

TREASURER.
J. Salomon.....San Francisco

DIRECTORS.
J. P. McGuire.....San Francisco
F. J. Eiben.....Oakland
J. A. Stulz.....San Francisco
J. S. Wixson.....Oakland
H. E. Jones.....San Jose

Honorary Vice-Presidents.
J. Salomon .....San Francisco
L. Warnke ..... Alameda
J. A. Fazenda .....Los Angeles
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A. Jacobs ..... Whittier
A. B. Ross ..... San Jose
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....Los Nietos and Cerritos Valleys
A. E. Finnell ..... Sebastopol
M. A. Pace ..... San Bernardino
W. H. Smith .....Nevada City
L. Sinsheimer .... San Luis Obispo
A. Weil ..... Modesto

456 Montgomery St. Rooms 413-414
San Francisco, Cal.

Articles That Are Protected.

The following is a list of the articles, the price of which the manufacturer has bound himself to maintain. The prices quoted are those below which the articles named must not be sold in San Francisco and vicinity. A higher price will be maintained where freight rates require it and the grocers unite in agreeing to support the manufacturers who maintain their prices:

Baking Powder.
Schilling's, 1-lb. 45c
Schilling's, ½-lb. 25c
Schilling's, ¼-lb. 15c
Rumford, 1-lb. 30c
Rumford, ½-lb. 15c
Rumford, 3-lb. 75c
Rumford, 5-lb. $1.25

Breakfast Foods.
Grape Nuts, 15c .....2 for 25c
Nutty Grains, full 25c
Nutty Grains, small 15c
Ralston Breakfast Food 15
Shredded Wheat Biscuit, 15c, 2 for 25c
Triscuit (2 for 25c) 15c

Oatsaps.
"Our" Mothers, ½ pts.....15c
"Our" Mothers, pts. 25c
Bishops', ½ pts. 15c
Bishops', pts. 25c
Bishops Sauce, ½ pts.....15c

Cereals.
Cream Flaked Oats, 15c, 2 for.....25c
3-H. Mush 10c
Semola, 4-lb. 25c
Semola, 2-lb. 15c

Cereal Coffee.
Fig Prune Cereal 25c
Postum Cereal, large 25c
Postum Cereal, small 15c

Cocoa and Chocolate.
Lowney's Cocoa, ½-lb. 25c
Lowney's Ground Chocolate, 1-lb..30c

COMPLAINT DEPARTMENT.

Grocers are invited to send to this office complaints of abuses that they suffer from. We will see that the matter is referred to the proper sources for correction. Among the abuses to be considered are:

1. Cutting of listed goods.
2. Selling to consumers by jobbers, &c.
3. Short weights and short measures.
4. Any abuse which united effort might abate.

ADDRESS
RETAIL GROCERS' ADVOCATE
456 Montgomery St. Rooms 413-414.
San Francisco, Cal.

Coffee.
Ponce De Leon, per lb.....40c
Golden Gate, 1-lb. tins.....40c

Crackers.
Bishops' Princess Sodas, 1 lb.....10c
Bishops' Princess Sodas, 3 lbs.....25c

Creams.
Carnation ..... 1 can, $ .10
Carnation ..... 6 cans, .55
Carnation .....12 cans, 1.10

Flour.
Globe Grain and Milling Co.
"A1" Flour, 50-lb. sacks.....$1.40
"Banquet" Flour 1.35
"Silver Star" Flour 1.25
Del Monte Milling Co.
"Del Monte" Flour, 50-lb. sack..$1.35

Meals.
Peacock Buckwheat Flour, 3½-lb..25c
Peacock Buckwheat Flour, 3-lb....20c
Peacock Buckwheat Flour, 1½-lb..15c
Cal. Flapjack Flour, 2-lb.....15c

Peanut Butter.
Heron's Peanut Butter 25c

Salt.
Shaker Salt, per pkg.....10c
Leslie Round Caddies, 2-lb.....10c
Leslie Cartons, 2-lb.....10c
Leslie Cartons, 3-lb. 15c
Leslie Cartons, 5-lb. 20c
Leslie Pockets, 3-lb. 5c
Leslie Pockets, 5-lb. 10c
Leslie Pockets, 10-lb. 15c

Soap.
Sapolio, 10c, 3 for.....25c
Miller's Naptha soap..... 5c
Lifebuoy ..... .05
Sunlight ..... .05
Monkey ..... .05

We would urgently request grocers to notify us promptly of any instances where the above prices are not being maintained.

Pacific Coast Retail Grocers' Ass'n,
J. F. PAULDING, Secretary.
456 Montgomery St. Rooms 413-414
San Francisco, Cal.

DEL MONTE MILLS' POSITION.

The action of the Del Monte Milling Company in retiring their flour from the list was taken after a conference with the other mills. They have decided to leave their specialties on the list and have added meals, graham and whole wheat flour. This action on the part of the Del Monte Mills should be appreciated.

J. F. Paulding, Secretary.

MORE THAN PLEASED.

In writing of the Money-Weight Scales, Julius Lilienthal, 444 Van Ness avenue, writes:

San Francisco, Cal., Dec. 7, 1897.

Messrs. Pierce & Co., General Western Agents Computing Scale Company:

Gentlemen:—You ask if I am pleased with the Money-Weight Scales purchased from you; to say yes, would be drawing it very mildly, for I am more than pleased. My only regret is that I did not have them years ago.

Yours truly,

J. Lilienthal.

STATE DIRECTORS ACT.

Pass Strong Resolutions and Decide What Laws To Concentrate On.

There was a largely attended meeting of the directors of the State Grocers' Association last Thursday evening, with President Pearson of Stockton in the chair.

The directors decided to concentrate their efforts on the four following measures:

1. Extending the time in which an open account outlaws from two years to four.
2. Making the wife and husband mutually responsible for the necessaries of life.
3. To curb trading stamps.
4. To allow the formation of mutual fire insurance companies along lines that have proven safe in Eastern States.

They passed the following resolutions:

Recommend the Globe Mills.

Whereas, The California Retail Grocers' & Merchants' Association requested the California flour mills to establish and maintain a retail price on their standard brands of flour, in those communities where grocers were organized and asked for same; and

Whereas, The San Francisco grocers and the Alameda County grocers have, by committee and resolutions, the mills with whom they deal, to take this action; and

Whereas, The Globe Grain & Milling Company being the only mill to respond favorably to this request; and be it

Resolved, That we, the board of directors of the California Retail Grocers' & Merchants' Association, request the affiliating associations to show favor to the product of the Globe Grain & Milling Company so far as their business will permit.

Preference to Non-Premium Goods.

Whereas, The entire grocery trade of the United States, both wholesale and retail, is joining in a protest against the pernicious practice of accompanying cereals with premiums; be it

Resolved, That the associations affiliating with the California Retail Grocers' & Merchants' Association be advised to give preference in their sales to cereals that do not carry premiums and that the sale of cereals carrying premiums of any sort be discouraged whenever possible; be it further

Resolved, That the thanks of the association be extended to the American Cereal Company and to the H-O and Force Companies for their action in agreeing to discontinue premium schemes; and be it further

Resolved, That each affiliating association of the State Grocers' Association be advised to pass resolutions similar to this.

Denounce the Tobacco Trust.

Whereas, The American Tobacco Company are starting branch retail cigar stores in many communities on the Pacific Coast;

Whereas, We consider that being their customers, that we are entitled to protection and further consider that this method of dealing direct with the consumer is detrimental to our interest; be it

Resolved, That we, the board of directors of the California Retail Grocers' & Merchants' Association, recommend the affiliating associations that they use their influence with their members to have them use independent goods.

Best in the World.

United States Judge Wm. H. Hunt—temporarily presiding in Judge W. W. Morrow's Court—states in the San Francisco Chronicle of December 5th, 1904:

"In my judgment the COFFEE of PORTO RICO is equal to the BEST IN THE WORLD."

WE CONCUR

You will surely Please Your Trade with

CREAM OF MOCA

(From Private Estate of **BARRIO DE MOCA**, Porto Rico. Sold only in 1-lb. packages. Retails at 35c per pound.)

PONCE DE LEON

(The **choicest selection** from the choicest of Porto Rico Coffees—in other words, the best of the "Best in the World.")

FREE - A pound sample package of **Cream of Moca** or of our celebrated **PONCE DE LEON** Coffee sent free to any Retailer on receipt of card.

The Porto Rico Company

587-589 Howard St., San Francisco, Cal.



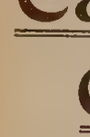
At the End of the Year



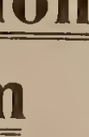
when your attention is given to sales and profits



Carnation Cream



looms up with a record that places it in the front rank as a



SELLER AND PROFIT-EARNER



Pacific Coast Condensed Milk Company

Manufacturers

Seattle and Kent, Wash.

Forest Grove, Ore.



SPOHN-PATRICK COMPANY

AGENTS FOR

California, Nevada, Utah, Colorado, Arizona and New Mexico



News of the Coast.

CALIFORNIA.

San Jose—Andrew P. Lepesh announces that he has taken in as a partner P. S. Sambuck of San Francisco.

Gilroy—G. Princevalle, a pioneer merchant, died recently from kidney trouble after an illness of several weeks. The deceased was one of the most prominent and highly respected citizens of Gilroy, having spent thirty-five of his seventy-five years of life in business at that place. He came to California in 1849, establishing first in San Francisco and afterwards moving to Gilroy. Surviving him are his wife, three sons, Joseph, Henry and Phillip, and an unmarried daughter.

Petaluma—William Woods of Novato will enter into partnership in connection with Hugh Roberts on Washington street.

Oakland—Articles of incorporation of the Plantation Coffee Company were filed with the County Clerk recently. The directors are W. C. Donaldson, W. T. Helder, J. M. Abel of Oakland, and A. W. Schweitze and J. W. Reisser of San Francisco.

Pasadena—Richard P. Taylor, a grocer, has been informed that he is heir to a large estate in India left by his brother to the Rajah, who cannot, according to the laws of the country, accept it. Taylor thinks the fortune amounts to more than $100,000. He will leave shortly for India.

Ocean Park—J. F. Rockhold has sold his interest in Rockhold Brothers' Grocery.

Santa Paula—It is reported that Mr. Elmer Burt is now in Los Angeles purchasing goods to stock a new grocery store which is to be opened in the Goldstone block soon by Mr. Burt and Mr. Allen Burrows.

WASHINGTON.

Puyallup—R. J. Jessen has bought Raymond Bros.' grocery at Puyallup.

Spokane—Thos. Throndson has started a grocery. S. J. Brighton has bought F. M. Corder's grocery for $1000.

Spokane—F. M. Corder has sold his grocery store at E1930 Third avenue to S. J. Brighton for a consideration of $1000. B. L. and J. R. Delvendahl have purchased the grocery stock of Mr. Hopper. The new store will be managed by P. F. Rowlison, under the firm name of Delvendahl & Co. B. M. Neal has succeeded the Neal, Kepl Grocery Co. M. Crowe's grocery was burned last week.

Walla Walla—It is rumored in trade circles that Mr. Koger has bought an interest in the Standard grocery store.

North Yakima—F. Wood has purchased a half interest in the grocery business of the Green Mercantile Co. of that city.

Latah—J. E. Adams has opened a line of furnishings and groceries in the store formerly occupied by Wood's confectionery.

Mt. Vernon—N. Johnson & Sons have started a grocery and bakery.

Lynden—Benjamin & Davey have succeeded Smith & Storey, grocers at 725 Pike street. The latter firm have removed to Lynden.

Lind—Henry Van Marter, grocer at this place, has bought D. E. Philpot's grocery.

Rosalia—Otto Held's grocery stock has been assigned to the Spokane Jobbers' Association.

Spokane—Louisa J. Lewis has succeeded Jos. Pellanda, grocery.

NEW MEXICO.

Albuquerque—The Monarch Grocery Company have found it necessary to enlarge their stores, and to this end have rented the room next door, which will be vacated on the first by the Albuquerque Hardware Company. The Monarch is reaping the fruits of enterprise

BRITISH COLUMBIA.

Edwin Wagg, grocer at Victoria, is dead.

OREGON.

Mrs. L. Blair has started a grocery at Sycamore.

Inlow & Smith, of Fossil, have sold an interest in their grocery and feed store to G. Robertson.

GORDON PACKING CO.

The Gordon Packing Co. were incorporated October 14, 1904, and was formerly known as the Gordon Packing and Manufacturing Co., which succeeded the Sonoma Packing Co. The Gordon Packing Co. are among the leading energetic pushers for trade. They put up pickles, catsups, jams, preserves, etc. The newly incorporated company are officered as follows: James E. Gordon, President; George Gordon, Secretary. The company not long since acquired the Oakland Pickle Works, a well-known plant for the past thirty years or which succeeded the Sonoma Packing longer, and bearing with it a favorable reputation for putting up reliable goods.

The present city offices of the Gordon Packing Company is at 319 Clay street, at which point some of their goods are packed. A removal to more central and commodious quarters for their city offices and salesroom will soon be consummated and due notice of the change and the new location will appear in this journal.

SOMETHING NEW FOR THE TRADE.

The E. Ghirardelli Mercantile Company, E. Ghirardelli, president, and C. V. Lodge, secretary and treasurer, are just putting on the market one of the choicest lines of pickles, sauces, catsup, etc., that this market has ever known. We refer to the absolute high merit of the goods, and to the very artistic manner in which they are packed and the attractive nature of the packages. This company have inagurated their new business on the proper lines of "not how cheap but how good" and will operate their factory on these lines. This so-called high grade method has always succeeded admirably with the leading manufacturers of the United States, and will naturally repeat in their case. As they operate their own factory they can control it to their satisfaction. Consumers are quick to detect superior merit in any food product and grocers are equally alive to it, and will not hesitate to serve their patrons with such goods as will satisfy their trade. On catsups they are not satisfied with "as good as any other," but intend to go a point further. One of the important features for the retailer is that the goods on his shelves shall present an attractive appearance, and in this respect the company have not spared labor or expense in getting up neat label work. The firm are not new to the trade by any means, and are well and favorably known. Their price list will show full in our quotation columns from January 1. This company are Pacific Coast selling agents for Rising Sun Baking Powder Co., also carry a large line of flavoring extracts.



NOTICE

GROCERS who wish to handle Reliable

Beeswax Candles

for Candlemas, will please call and get a supply. In addition to our First Quality Beeswax Candles at 35 cents, I have a very superior Handmade Beeswax Candle, 4's, at 27½ cents per pound, and a Moulded Wax Candle, 4's, at 22½ cents per pound.

Candles unsold after February 2nd may be returned.

JOHN A. LENNON

Wholesale Grocer

315 & 317 Clay Street, S. F.

California's Choicest Food Products

GRIFFIN EXTRAS

PURE AND WHOLESOME



PRESERVES

Made from choicest, fresh fruit and berries, and pure, granulated sugar. In 1-lb. glass jars, 2 dozen in case.

15 Varieties

"Griffin Extras" are now being advertised and demonstrated throughout the city.

Spohn - Patrick Company

Sales Agents

16-22 Front St., San Francisco

Sells Quickly - Does Not Spoil
Gives Good Profit

Heron's Pure Peanut Butter

For Particulars address

Heron Peanut Butter Co.

472 Twenty-fourth St., Oakland, Cal.

Ask our Salesmen about it, or write for Descriptive Circular and Price List.

THE KEYSTONE STEEL MAT

The ONLY Mat that is satisfactory for ALL purposes. Lays perfectly flat on the floor. Never rusts, warps or breaks. Is reversible. May be rolled up like an ordinary piece of matting. Will last a lifetime. The genuine



THE IDEAL BAR MAT

KEYSTONE Steel Mat

has been placed in several thousand public buildings on this Coast. It is used in the street cars of the leading railroads and on the war ships of the United States Navy. We have references galore. For further particulars address the Pacific Coast Agents,

SPOHN-PATRICK COMPANY 16-18-20-22 Front Street, SAN FRANCISCO

Attracting Trade

SUGGESTIVE DISPLAYS.

An Attempt Should Be Made to Create a Desire for Certain Lines.

Suggestiveness in displays, no matter what the character, is an element which should not be overlooked. Too many retailers fail to develop this element as much as they might when arranging shelves or making counter displays, and, consequently, lose much which they might otherwise gain. The same observation applies with equal force to the arrangement of samples in the salesrooms of wholesalers. There should be an attempt made to create a desire for certain lines of goods and the more this is developed and fostered the more certain are those who do the work certain of good sales.

Sometimes, perhaps oftener than most persons think, this matter of suggestiveness is even more effective in inducing trade than open solicitation. There is a feeling if a person is asked directly to purchase an article that some sort of undue influence is being used to cause one to buy, while if the influence is exerted only through the mute eloquence of the goods themselves no such feeling exists.

Not Necessary to Be Elaborate.

It isn't necessary in arranging a display of this character that it should be very elaborate. Any neat and tasteful arrangement of the goods, one that will emphasize their attractive qualities, will be quite as satisfactory and will lead to quite as important sales. Elaboration is frequently a detriment rather than a means of encouragement. The appearance isn't particularly inviting, nor does elaboration always bring out the stronger points of the goods. Accordingly a dealer should study his goods, his shelving and his light. When he has acquired a thorough knowledge and understanding of these he can arrange his store to better advantage and attract trade much better than in any other way. And the effort required is not large. There is plenty of opportunity for men who are busy with other things to do this sort or work or, at least, direct it.

Show to Advantage.

Suppose a dealer receives a considerable quantity of package goods. They should be arranged so that they will show to good advantage. If the outside of the packages is light they will stand a dark shelf and can be placed there. If they are dark then they must be placed where the light is stronger and where it will emphasize their attractive coloring or size or shape. A little forethought and a little care in managing the display space at one's disposal will be sufficient.

It is wise to display all cereal foods together, for example, all spices together, and all of other classes of goods together. In doing this one emphasizes the other, and the sight of a box of cinnamon or pepper might cause a customer to remember that a supply of different varieties of spices were required. The same might apply with equal force to different sorts of other goods. One might suggest the purchase of another, and in a majority of instances a purchaser will ask for something he or she sees, while, were it not in sight, it would be forgotten. These are little things, but the retail grocer's life is made up of little things, and the more they are developed, the more they are made to yield their share of business the more prosperous the grocer will become.

Room for Improvement.

There is room here for great improvement in most retail stores. It is frequently only a matter of acquiring some idea of the importance of an adequate display to largely increase trade in certain directions. Moreover, the average dealer could profitably improve his surroundings without exciting very much effort. It is often merely a question of introducing a little orderliness, and a little method. It would be done instantly in a majority of instances if the retailer really understood its value, not alone as an advertising medium but as a money saver in the storage and frequently in the distribution of goods.

Goods That Attract.

In arranging attractive displays there is the entire line of canned goods, most of which have exceptionally attractive labels, and some are actual works of art, not only in coloring, but in drawing and finish. Such goods add materially to the attractiveness of any display and should be included wherever possible. Many of the labels have brilliant colors, and such goods would be especially appropriate to use in a holiday display. They would add variety and strength to the ordinary display of goods found in a retail grocery store.

Harmony and contrast are the two most important features of these displays. There is a harmony of arrangement and a contrast of colors which will attract and in most instances will lead to sales. Buyers are irresistibly drawn by warm colors. They are also strongly attracted by the display of handsome packages, no matter what the variety of goods may be. Taking advantage of this the retailer can induce increased sales with no expense for advertising.

It Requires Thought.

Naturally it requires a little thought to make these arrangements all they should be, but after all, what is a little time compared with the increased business absolutely certain to follow? It is by developing these features of store life and management that one may reasonably expect to gain increased business and enlarged profits. Markets are made by good goods offered at reasonable prices but customers are retained by making a store attractive and giving it the appearance of constantly increasing prosperity. It is not so much what one says as it is the little things, the appearance, the looks of the store and the arrangement of the goods that counts.



TOMATO SOUP

SNIDER'S

TOMATO SOUP

In 1-lb. Tins

has just arrived and it is taking well.

The T. A. SNIDER PRESERVE CO.

manufacturers of Snider's Home Made Tomato Catsup, make only one kind of Soup—

TOMATO SOUP

This they make better than others. Snider's Tomato Soup is heavily concentrated.

PRICE LIST

Per case of 4 doz. 1-lb. Tins,

..... 90 cents the dozen

Send us your orders with your Jobber's name.

Spohn-Patrick Company

Agents

16-22 Front Street, San Francisco

Welch's GRAPE JUICE

MADE FROM CONCORD Grapes

The pure, unfermented and unadulterated Juice of the Grape. Dr. Welch originated Grape Juice in 1869.



Welch's GRAPE JUICE

— IS —

"Nature's Finest Food and Drink"

Our 1905 campaign provides for a large volume of newspaper and magazine advertising. In addition many other business-bringing forms of publicity will be utilized.

FREE Send to Spohn-Patrick Company for our Handsome Window Display Outfit FREE

A liberal supply of Recipe Booklets, etc., will be given to Dealers placing a Trial Order. See price list.

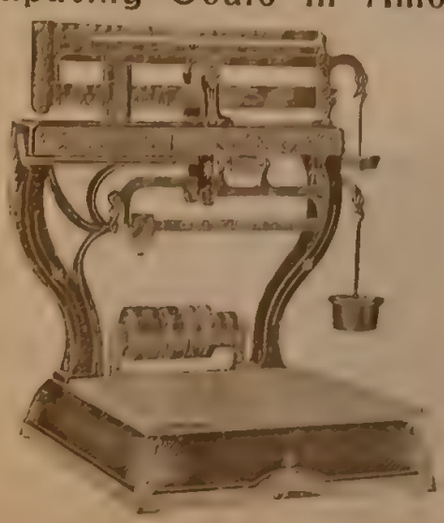
Mail orders to Spohn-Patrick Company, mentioning your Jobber's name.

The Welch Grape Juice Co.

WESTFIELD, New York

$39.00 BUYS THE BEST

Computing Scale in America



Patents sustained by U. S. Courts and Patent Office.

Saves the Grocer 60c per Day

Write for particulars.

Not Made or Sold by the Trust.

Sold by Wholesale Grocers and Hardware Dealers.

Standard Computing Scale Co., Ltd., Manufacturers

DETROIT, MICH.

WHAT ASSOCIATION IS WORTH.

"It makes me tired to hear grocers knocking the grocers' association," said Theodore Hauschild, corner Hamilton and Dodge streets. "I do not attend the meetings and I do not take an active part in the work, but I am in full sympathy with the organization. Instead of kicking because a few do the work, as some stay-aways do, I am very grateful that they will carry on the work so well which I cannot do. The facts are the association has done the grocers of Cleveland lots of good and I see it all the time. One doesn't have to be at the meetings to see the work the organization is doing in bettering conditions."

It is comforting to hear such remarks coming so heartily from those not active in the labors of the association. Secretary Wilson ran into a similarly encouraging incident recently. He had been endeavoring a long time to get a certain grocer into the organization. He was a good man and the secretary knew he ought to be a member. He held off, however, for months. A few days ago he told Mr. Wilson to propose his name, saying: "If I had taken your advice and joined the association months ago I would have saved $150."

He did not vouchsafe further explanation, but as it was a voluntary assertion he evidently meant it literally. --Inland Grocer.

You CAN improve your business by using the

Perfection
Short Credit System

Thousands have done so. Address
P. E. LENFESTEY,
220 California St., San Francisco

A LITTLE STORY ABOUT PRESIDENT ROOSEVELT.

A New York business man who was once a ranchman in the West tells this story about President Roosevelt:

"Several cowboys, of whom I was one, were camping near the trail, out on the plains of North Dakota, one day in the early eighties, when we saw a man coming along on horseback. We did not know him, but, from his new and elaborate trappings, we at once decided that he was a tenderfoot. This being the case, we felt that it would be appropriate and interesting to give him a cowboy reception.

"Partly hidden among the bushes, we awaited his coming. Suddenly, when he was almost among us on the trail, we sprang to our feet and gave vent to wild and blood-curdling yells, at the same time emptying our six-shooters. The bullets flew all around the young man on the horse. Being rather careless as to where we shot, in those days, it was a wonder that at least the horse was not hit. The ordinary tenderfoot would have ridden for his life out of range. But this one sat straight as an arrow and never changed his half-amused expression during the fusillade of yells and bullets. More than this, he held his horse down to a walk, and, when he had got a few paces beyond us, he turned in his saddle and made us a low, sarcastic bow. We had no idea who he was, but we at once decided that this particular tenderfoot was all right. The next day, at a round-up, I saw him in the corral roping calves—a dangerous pastime for any but an old hand.

"'Who's that chap with the get-up of stage cowboy, but the nerve of the real article,?' I asked.

"'Why,' somebody answered, 'that's young Roosevelt, a New York swell, fresh from college.'

"'Well,' I replied, 'even with them things against him, I reckon he's about as good as anybody in the outfit.'"—Success.

SONORA WANTS TO HELP.

Sonora, Cal., Dec. 31, 1904.

The Retail Grocers' Advocate,
San Francisco.

Dear Sirs—Enclosed find our check, No. 292, on Tuolumne County Bank for seven dollars, out of which $2.00 is to pay for our subscription to your paper and $5.00 as our contribution to the legislature fund.

We feel very much interested in the bills that will be submitted to the next legislature and sincerely hope they will go through.

We have talked with our Assemblyman-elect, Dr. C. V. Jones, and being a business man, he is very much in favor of the bills extending the lawful limit of an account from two to four years, and also of making a wife responsible for the family's debts for the necessities of life; as to our Senator, Hon. J. B. Curtin, who is an attorney, he is in favor of the second mentioned bill, but as to the first he would not commit himself, but only said that he did not think it wise to have too many amendments to the already existing laws. Mr. Curtin is an able lawyer, a good talker, and a man who will always listen to a food argument.

We think that our city, and in fact, Tuolumne county is very much in need of organization; we have tried to somewhat organize among ourselves, but failed on account of the lack of interest taken in the matter and of the amount of work to be done, which, of course, no one was ready or willing to do. Wishing you success, we remain,

Yours truly,
J. Michel & Co.

NEW SALMON COMPANY.

E. B. Deming says, in regard to the plans of the Pacific American Fisheries Company: "We propose to operate on a large scale. We have the old Pacific American canneries at Bellingham as well as a cannery at Friday Harbor, although we are undecided at present whether or not we shall operate the latter during the coming season."

E. B. Deming, who recently bid in the Pacific Packing & Navigation Company's salmon canneries at Bellingham for $310,000, has organized an entirely new company known as the Pacific-American Fisheries. This concern is incorporated under the laws of Maine for $1,500,000.

The officers are all Chicago men, as follows: President, J. F. Harris; first vice-president and general manager, E. B. Deming; second vice-president, J. G. Snydacken; secretary, Frank L. Deming; treasurer, Samuel Scotten.

PECAN CROP.

The entire crop of pecans for this year, including Mexico, is estimated at 3,400,000 pounds. The average crop since 1896 has been 14,500,000 pounds. Last year there was a little over 7,000,000. There is a good crop of small Louisiana nuts this season, which are eagerly sought for mixed nuts and bring good prices.

Prices are much lower than the trade expected, a good medium polished nut selling at 7 cents at St. Louis, when there would have been no surprise had 9 cents been quoted. It is probable that the crop is about all harvested now. It matured a full month earlier than usual, and offerings began which were accepted by the trade immediately, upon the supposition that there would be higher prices later. Large dealers took advantage of this situation, bought everything obtainable, and are now in a position to virtually control the market if they so desire.

WHAT SAN FRANCISCO WILL BEQUEATH TO 1905.

The unadjusted differences between the Sugar Trust and the Independents.

The Tobacco Trust's ultimatum to the jobbers of plug tobacco.

A cigar war when smoking will be cheap and troubles will multiply like jack-rabbits.

16 YEARS

OF CONTINUED SUCCESS

(AND IT SELLS)

Colorado Cured



30c the Pound

VALUE RECOGNIZED BY COFFEE CONNOISSEURS

NASH-SMITH TEA AND COFFEE CO.

Roasters of High-Grade Coffee

DENVER, COLO.

FRANK B. PETERSON, SAN FRANCISCO

JOHN D. BULLWINKEL GEO. M. AHRENS
GEO. H. PEIN

Ahrens, Pein & Bullwinkle

WHOLESALE

Liquor Merchants

620 Post St., bet. Taylor and Jones

Sole Proprietors

O. K. "Royal Stag"



Kentucky Bourbon

"Chief Tonic"

AND

"Old Pal"

Kentucky Bourbon

Agents for the Celebrated Olympia Pale Lager, Olympia, Wash.

NATIONAL CASH REGISTERS

Sold on Easy Monthly Payments.

PIERCE & CO.

14 Turk Street, San Francisco, Cal.



J. F. Cutter Whiskey

IS THE BEST SELLER FOR THE RETAILER ON THE MARKET

E. Martin & Co.

Sole Agents

54 FIRST STREET

San Francisco

LASH'S KIDNEY & LIVER BITTERS

CURES DYSPEPSIA.

Mr. Grocer:—

Grandma's Spanish Pepper

is the only genuine Spanish Seasoning on the market, @ $3.50 per case of 2 doz. Retails at 20c per can.

If you buy a case of these goods, and for any cause they do not give satisfaction at the end of three months, you can return them to the factory at our expense. We will refund the amount paid.

Pennell-Suydam Co.

San Francisco Agents

Factory, - - Sacramento, California

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Each of these departments in this Price List is checked up and corrected every week by two or more reliable authorities on values. More than thirty wholesale houses co-operate with us to secure for our List the greatest accuracy possible.

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COLUMN 1.

Department 1.

COFFEE, CHICORY, ETC.

Green Coffee.

Mocha, Genuine Arabian	18	21
No. 2	17	18
No. 3	16	
Kona (Hawaiian)	16	18
Mexican	12	18
Java, common	15	18
Java, brown plantation	20	25
Caracol, prime washed	13	16
Caracol, ordinary	13	14
Guatemala	11	17
Costa Rica	12½	16
Salvador	10¾	12

Roast Coffee.

Salvador	12	20
Costa Rica	16	20
Java	24	31
Mocha Aden	27	31
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Good C. A. Blends	18	20
Ordinary Blends	12	18

Private Brands.

Royal Java Roast	13
Lion, 100-lb	1 37
Arbuckle's, 100-lb	15 57
Arab, 1-lb tin	.18
Hill's Bros. Arabian Roast	.27

Schilling's Best Coffee.

1 Star, per lb	17¾
2 Star, per lb	21¼
3 Star, per lb	24¾
4 Star, per lb	28¼

25 or 50-lb. cases can be assorted as required.

The Porto Rico Co.

Ponce de Leon, in bulk	26
Cream of Moca, 1-lb. cartons	25

Ground Coffee.

Hill's Bros. Arabian Roast	.27
Cafe des Gourmands	.26
Mexomoka	.15

Chicory.

California	6
Belgian	7
German, Genuine	8

Coffee Extracts.

Bulk, per lb	07
Vienna, ¼'s, 10-lb bx	25
Vienna, 1's, 10-lb. bx	25
Ackermann's ½-gross bxs	gross 4 00

COLUMN 2.

Department 2.

TEAS.

Japan.

(Panfired, Sundried or Basket-fired.)

Extra Fancy	56	74
Fancy	44	55
Extra Choicest	39	43
Choicest	34	38
Fine	24	33
Fair	22	24

Green China.

(Gunpowder, Imperial or Young Hyson.)

Extra Fancy	55	76
Fancy	33	46
Choicest	25	27
Extra Choice	22	24
Fine	25	21
Fair	20	25

English Breakfast.

Extra Fancy	67	80
Fancy	51	66
Choicest	35	50
Choice	24	30
Fine	20	22
Fair	15	20

Oolong.

Extra Fancy	53	$1.50
Fancy	50	57
Extra Choice	36	48
Choicest	23	25
Fine	27	32
Fair	22	26

Ceylon and India

Broken Orange Pekoe	36	65
Broken Pekoe	23	54
Orange Pekoe	21	53
Pekoe	27	46
Pekoe Souchong	24	39

Schilling's Best Teas.

(Packed only in 16, 12, 8 and 6-oz. Cartons. Never in bulk.)

Japan, per lb	45
do, 1 crn., 30c; 2 crn	$1 50
English Breakfast	45
do, 1 crn., 30c; 2 crn	$1.50
Ceylon	45
do, 1 crn., 30c; 2 crn	$1 50
Oolong	52½
do, 1crn., 1 05, 2 crn	2 10

TREE BRANDS.

(Pride of Japan, etc.)

Packed in 1 lb. and ½ lb. cartons

Japan	37½
E. B. Congou	37½
Oolong	50
Gunpowder	65
Ceylon	60

COLUMN 3.

Department 3.

SUGAR AND SYRUPS.

The Western Sugar Refining Company quotes net cash prices as follows. Barrels are an advance of 10c, half barrels, 25c, boxes, 50c, 50-lb. bags, 10c.

Dry Granulated, 100 lb. sk	6 00
Fruit Granulated	6 00
Confectioners' A	6 00
Cube	$6 25
Crushed	6 25
Fine Crushed	6 25
Candy Granulated	6 10
Magnolia A	5 60
Extra C	5 50
Golden C	5 40
Beet D. G.	5 90
Bar Sugar, bbls	6 35

½ cent off for prompt cash

Do. ½-bbls	6 60
Do. 40-lb. tins	7 70
Do. 30-lb tins	7 50
Do 20 lb boxes	6 80
Domino, 5-lb. cartons, 24 to cs	9 00

SYRUPS.

Saratoga Drips (Long's)	gal	Cas
50-gal. bbls	1 48	
30 gal bbbls	50	
17 gal bbls	53	
5 gal. jackets	2 75	
4½ gal jackets	2 52	
2 gal kits	1 10	
1½ gal. kits	91	
1 gal tins	67	

Pac. Coast Syrup Co.

Tea Garden Drips	Case
10, 1 gal. tins	7.60
20, ½ gal tins	7.40
24, ¼ gal tins	7.20

Orange Blossom Drips.

5 1 gal tins	per case	$2 40
12 ½ gal.	" "	2 60
24 quart	" "	2 60
50 2 lb	" "	2 75
50 gal bbls		34
20-gal bbls		3

Molasses.

New Orleans.

Genuine Light, about 70 gals bbls	36
Genuine Light 30 gal ½ bbls	38
Genuine Light, 15 gal ¼ bbl	40
Genuine Light, 5 gal. kegs, gal	47

	Doz.
Pelican 12 1 gal tins	9 60
Pelican, 20, ½ gal. tins	9 60
Pelican, 24, ¼ gal. tins	6.10

COLUMN 4.

Maple Syrup.

Woodlawn (Long's)	case	Case.
Gal cans, 10 to cs	$11 00	
Gal cans, 6 to cs	6 60	
½ gal can, 12 to cs	7 14	
¼ gal cans, 24 to cs	8 10	
10 gal jackets, each	10 15	
5 gal. jackets, each	5 11	
3 gal jackets, each	4 63	
Qts., glass, 12 in cs	4 60	
Pts., glass, 24 in cs	4 90	

Pac. Coast Syrup Co.

Tobago in	Doz.
½ gal tins, 2 doz to cs	2 75
¼ gal tins, 3 doz to cs	4 00
⅛ gal tins, 30 to cs	7 20
1 gal tins 12 to cs	13.20

"OLD MANSE"

—Absolutely Pure—

CANADIAN SAP MAPLE SYRUP.



	Doz. Price.
1 gal cans, ½ doz in cs	$14 00
½ gal cans, 1 doz. in cs	7 50
¼ gal cans, 2 doz in cs	4.25
⅛ gal cans, 4 doz in cs	2.50
Qt bottles, 1 doz in cs	4.50
Pt. bottles, 2 doz. in cs	2.75
Decanters, 1 doz. in cs	5 50
4½ gal jackets per gal	1.00

On each package we offer to forfeit $1,000.00 if found short in measurement or containing any impurities

Maple Sugar.

Vermont, gen pure, abt 30 1-lb bricks, per lb	17
Vermont, gen pure, abt 30 2-lb bricks per lb	15½
Log Cabin in 1, ½ and ¼-lb bricks, assorted in 25-lb pails per lb	15
Maid Marian, in 1, ½ and ¼-lb bricks, per lb	14

COLUMN 5.

Department 4.

DRIED FRUITS, NUTS AND HONEY.

(Add ¼c for 50-lb boxes and ½c for 25 lb. boxes.)

Apples.

Sundried, sacks	4
Evap, fancy 50 lb bxs	6½
Evap, ex choice, 50 lb bx	6
Evap, choice 50 lb bx	5½

Apricots.

Choice Sacks	10
Fancy Sacks	11
Fancy, 25 lb boxes	11½

Blackberries.

In boxes, per lb	18

Cherries.

Pitted, in boxes, per lb	30
Unpitted, in boxes, per lb	14

Currants.

In bbls (tubs 6¾)	6½
In mats, 50-lb	7
Recleaned, in bbls	7
Recleaned 25-lb boxes	7½
Recleaned, 50-lb boxes	7¾
Recleaned, 1-lb cartons	7½
Recleaned, 12-oz. carts	6¾

Dates.

Hard, 14-lb, per lb (70-lb 7)	7½
Persian, 65 lb case	6

Figs (California).

Black, sacks	3½ 5½
Black, 25-lb boxes, per bx	1 20
White, bags	3½ 5
White, 10 lb bx, per bx	60
White, 10 1-lb bcks, pr bx	65

Figs (Imp. Smyrna.)

Fancy, 10 lb bx, per lb	18
Choice, 5-lb bx, per lb	16

Nectarines.

White	8½
Red	8

Peaches.

Choice, in sacks	9½
Ex. choice, in sacks	10
Fancy, in sacks	11

Prunes.

Choice, ¼'s, in sacks	10
Ex choice, ⅛'s, in sacks	11
Fancy, ⅛'s, in sacks	12

Plums.

Unpitted	3
Pitted, bleached	9
Pitted, black	7

COLUMN 6.

Prunes.

	Sks.
30s-40s	7½
40s-50s	4¾
50s-60s	3½
60s-70s	3
70s-80s	2¾
80s-90s	2¼
90s-100s	1¾

Raisins.

	8oz	¼'s	¼'s	50 lb
6 Cr. Layers	3.25	—	—	—
5 Cr. Layers	2.50	—	—	—
4 Cr. Layers	1.75	—	—	—
3 Cr. Layers	1.30	—	—	—
2 Cr. Layers	1.25	—	—	—
4 Cr. Loose	—	—	—	05¾
3 Cr. Loose	—	—	—	05¼
2 Cr. Loose	—	—	—	04¾

Fancy clusters, 1-lb cart, ₩ doz ....

Fancy clusters, 5-lb cart ₩ cart ....

Thompson Seedless, blchd, 60-lb boxes 8

Sultana Seedless, blchd, 48 1's, per lb. 6½

Seedless Muscatels, 50-lb cases 4

Seeded, 1-lb cart. 6¾

Seeded, 12-oz. cart. 5¾

COLUMN 7.

HONEY.

Water White, 2 5's, lb.	.07½
Light Amber, 2 5's, lb.	.06
Lt. Amber, 10 1 gal tins, gal	.75
Lt. Amber, 20 ½ gal tins, gal	1.00
Lt. Amber 2-lb tins, doz.	2.60
Lt. Amber, 16-oz. bots, doz.	1.35
Comb, 1-lb glass jars, doz.	1.75
Comb, 2-lb glass jars, doz.	2.90

NUTS.

Almonds, fancy, I. X. L.	$0.14
Almonds, choice, soft shell, Drake	.13
Almonds, shelled, No. 1.	.32
Almonds, shelled, No. 2.	.27
Almonds, shelled, Jerdan, Imp.	.58
Almonds, Jordan, Dom.	.37½ .40
Brazils, 210-lb sks, new	.14 .15
Chestnuts, Cal. Italian.	.09 .10
Cocoanuts, ₩ 100.	4.50 5.50
Filberts, 175-lb sk.	.13 .14
Peanuts, Eastern, hand picked	.06½ .07
Peanuts, roasted	.08 .09
Pecan, polished	.12½ .14
Pine	....
Walnuts, hard shell	9
Walnuts, sft shll, No. 2	10½ .11
Walnuts, sft shll, No. 1.	.13 .13½

COLUMN 8.

Department 5.

JELLIES, JAMS, ETC.

Griffin Extra Preserves.

Raspberry, strawberry, blackberry currant, loganberry, per doz. . . $1.80

Cherry, per doz. . . $1.80

Apricot, Damson, Fig, Gooseberry, Gage, Peach, Plum, Quince, per doz. . . $1.80

Orange Marmalade. . . $1.75

Long's Preserves.

Strawberries, Raspberries, Blackberries, Loganberries, Cherries, Pineapples, Pears, Figs, in 20-oz. glass jars, 2 doz. in cs., per doz. . . $3 50

Apricot, Plum, Quince, Orange, Peach, in 20-oz. glass jars, 2 doz. in cs., per doz. . . 3 20

Asstd, 2 doz. in cs., per doz. . . 3 30

JAMS.

Curtice Bros. Co., Rochester, N. Y.

In 16 oz. Glass Jars.

Strawberry, raspberry, raspberry and currant, red cherry, white cherry, apricot, black currant, red currant, quince (sliced), peach (sliced), pear (sliced), blackberry, gooseberry, grape, green gage, egg plum, damson, pineapple marmalade, tomato marmalade, orange marmalade, per dozen, $1.95.

All above packed in cases of 2 dozen each.

COLUMN 9.

Long's Peerless Jams.

Strawberry, Raspberry, Blackberry, etc., in 16-oz. glass jars, 2 doz. in cs., per doz. . . 2 00

Long's Pure Currant Jelly.

Tumblers, 2 doz. in cs., doz. . . 2 00

30-lb. kits, per kit 3 00

15-lb. kits, per kit. 1 75

Marmalades.

Orange (Dundee) 48-1's, doz. 2 75

COLUMN 10.

Apple Butter.

Heinz, 2's, 2 doz. in cs, doz. . $2 25

Heinz, 3-lb stone crocks, doz. 4 25

Heinz, 4½-lb stone crocks, dz 6 50

Heinz, 18-lb. stone crocks, lb. . 11

Peach Butter.

Heinz 4½-lb stone crocks, doz 9 00

Heinz, 18-lb. stone crocks, lb 14

Maraschino Cherries.

Long's, qts, 12 to cs, per cs. . 6 50

Long's, pts., 24 to cs., per cs. 7 50

FRUIT	JELLIES 2 lb. Extra	2 lb. Stand	1 lb. Extra	Tumblers	Ex. Lunch 1 lb Glass	JAMS 2 lb. Extra	2 lb. Stand	1 lb. Extra	Tumblers	Ex. Lunch 16 oz. G/s Preserves
Apple	1 55	1 35	1 00	90	1 75	....	....	....	....	....
Apricot	1 55	1 35	1 00	90	....	1 60	1 35	90	90	1 80
Assorted	1 55	1 35	1 00	90	1 75	1 60	1 35	95	90	1 80
Assorted No. 2	....	....	....	....	1 75	....	....	....	....	1 80
Blackberry	1 55	1 35	1 00	90	1 75	1 85	1 60	95	90	1 80
Cherry	....	....	....	....	....	....	....	....	....	1 80
Crabapple	1 55	1 35	1 00	90	1 75	....	....	....	....	....
Currant	1 75	1 50	1 10	90	1 90	1 85	1 60	95	90	1 80
Damson	....	....	....	....	1 75	....	....	....	....	1 80
Fig	....	....	....	....	....	1 60	....	....	....	1 80
Gooseberry	1 55	1 35	1 00	90	1 75	....	....	95	90	1 80
Grape (Catawba)	....	....	....	....	1 75	....	....	....	....	....
Green Gage	....	....	....	....	....	....	....	....	....	1 80
Lemon	1 55	1 35	1 00	90	....	....	....	....	....	....
Loganberry	....	....	....	....	1 75	....	....	....	....	1 80
Orange Marmalade	....	1 35	1 00	90	....	1 60	....	....	90	1 75
Peach	1 55	1 35	1 00	90	....	1 60	1 35	90	90	1 80
Plum	1 55	1 35	1 00	90	1 75	1 60	1 35	90	90	1 80
Quince	1 55	1 35	1 00	90	1 75	1 60	1 35	90	90	1 80
Raspberry	1 55	1 35	1 00	90	1 75	1 85	1 60	95	90	1 80
Strawberry	1 55	1 35	1 00	90	1 75	1 85	1 60	95	95	1 80

Pine Apples.

	Per Doz.
2 lb., fancy sliced, E. & C., 2 doz. in case	2 50
2 lb. grated, 2 doz in case.	2 25
2 lb. shredded, 2 doz. in case Hawaiian	1 65

Johnson's—Columbia.

2 lb. sliced, 2 doz. in case.	2 30
2 lb. grated, 2 doz. in case.	2 30
1 lb. sliced, 4 doz. in case.	1 15
1 lb. grated, 4 doz. in case.	1 15
gal., coreless, 4½ lb. to tin, ½ doz. in case, per lb.	16
gal., grated, 7 lb. to tins, ½ doz. in case, per lb.	13
2 lb., sliced, Baltimore, 2 doz. case	2 25
2 lbs., grated, Baltimore, 2 doz case	2 25
1 lb., cocktail, Baltimore ovals, 4 doz. case.	1 25
2 lb., sliced, Singapore, 4 doz case	1 75
3 lb., sliced, Singapore, 2 doz. case	2 40

CANNED VEGETABLES.

Asparagus "Griffin Extras"

Mammoth . . . $

Large White . . . .

Medium White . . . .

White Tips . . . .

Artichokes, 2½'s	3 00
Beans, Stringless "Extras"	1 40
Beans, Blue Lake	1 30
" " " gal	4 50
Beans, French, Kidney, 2-lb.	1.15
Beans, String, 2-lb	.75
Beans, String, gal	3.50
Beans, Lima, Soaked	1.00
Pancy Eastern	1.85
Corn, Smith's Hulled, 2 doz. in case, per doz.	1.20
Hominy, Great Western, 3 lb	1.20
Corn, 2-lb, Western	.95
Corn, 2-lb, Maine	1.35
Dunbar's Okra, 2½-lb	1.80
Petit Pois, Griffin extra	1.50
Peas, Griffin extra sifted	1.25
Peas, Standard sifted	1.10
Peas, Standard Marrowfat	.95
Pumpkin, 3-lb.	1.37½
Spinach, 2½	1.75
Succotash, fancy, tins	1.40

Tomatoes.

	doz.
3's, Griffin's Ex. Solid Pack.	$1.00
3's, Griffin's Ex., with peppers	1.05
2½'s, Cutting's Solid Pack	.90
2½'s, Cutting's Solid Pack, with peppers	.95
2½'s, Cutting's Standard	.72½
Gallon, Standard	2.25
Gallon, Solid Pack	2.75
Gallon, Puree	2.35

Department 6.

CANNED FRUITS AND CANNED VEGETABLES.

8 lb. Extras	2½ lb. Extras	2½ lb. Extra Standards	2½ lb. Standards	2½ Second	2½ Water	2½ Pie	KIND	Gallons Extras 3 lb. Grade	Gallons Extras 2½ lb. Grade	Gallons Extra Standard	Gallon Standard	Gallon Water	Gallon Pie
2 25	1 65	1 40	1 30	1 15	1 05	1 05	Apples	....	....	4 00	3 50	....	2 65
2 50	....	1 35	1 25	1 10	1 00	1 00	Apricots	5 75	5 00	4 50	....	2 75	2 40
....	....	....	....	....	....	....	" peeled	....	....	....	....	....	....
....	....	....	....	....	....	....	" sliced	....	....	....	....	....	....
2 25	1 70	1 45	1 35	1 20	....	....	Assorted	....	....	....	....	....	....
....	2 20	1 90	1 75	....	....	....	Blackberries	....	....	4 25	4 00	3 75	3 40
....	2 10	1 75	1 60	....	....	....	Cherries (Royal Anne)	....	....	....	....	....	....
2 80	1 90	1 75	1 60	....	....	....	Cherries (White)	....	....	....	....	....	....
2 00	1 35	1 20	1 10	.95	.90	.90	Cherries (Black)	....	....	5 25	4 60	....	3 65
....	1 60	....	1 25	1 10	....	....	Grapes (White Muscat)	....	....	3 50	3 10	2 50	3 65
2 65	....	....	....	....	....	....	Nectarines	....	....	....	....	....	2 25
2 75	....	....	....	....	....	....	Peaches (Yellow)	6 50	5 25	4 60	4 25	....	....
2 75	....	....	....	1 40	....	....	Peaches (Lemon Cling)	7 75	7 00	....	5 00	....	....
....	....	....	....	....	....	....	Peaches (Lemon Cling Sliced)	7 75	7 00	....	....	....	....
2 65	....	....	1 55	....	....	....	Peaches (White Heath)	....	....	5 75	5 00	....	....
2 75	2 00	1 70	1 60	1 35	....	1 00	Peaches (White Heath Sliced)	....	....	5 25	4 75	....	....
2 10	1 45	1 20	1 10	95	.90	1 05 pld	Pears (Bartlett)	7 00	6 25	5 25	4 75	3 75	2 40 pld
2 10	1 45	1 20	1 10	95	.90	.90	Plums (Green Gage)	5 00	4 25	3 50	3 25	2 55	2 15 unpl
2 10	1 45	1 20	1 10	95	.90	.90	Plums (Egg)	5 00	4 25	3 50	3 25	2 55	2 30
2 15	1 50	1 25	1 15	1 05	95	.95	Plums (Gold Drop)	5 00	4 25	3 50	3 25	2 55	2 30
....	2 00	2 35	2 10	1 95	....	....	Plums (Damson)	....	....	....	....	2 55	2 30
....	2 10	1 85	1 70	1 45	....	....	Raspberries	....	....	....	....	....	....
....	....	....	....	....	....	....	Strawberries	....	....	....	....	....	....
....	....	....	....	....	....	....	....	....	....	....	....	....	....
....	....	....	....	....	....	....	....	....	....	....	....	....	....

Department 7.

PROVISIONS.

Hams.

Eastern Standard, 17/19	.13¾
Eastern Standard, 15/16	.12
Eastern Standard, 12/14	.13½
Eastern Standard, 10/12	.13¾
Eastern Fancy	.13 to .14
Local cure, all averages	.11½ .11¾
Picnic Hams	.7½

Boiled Hams.

Skin on	.17
Skin off	.19

Breakfast Bacon.

Eastern Standard, 6/8	.15¼ .15½
Eastern Standard, 8/10	.14½
Eastern Standard, 10/12	.14
Eastern Fancy	.17½ .20
Local cure	.14 .15

English Cured Bacon.

Eastern cure, 8-10	14
Eastern cure, 10/12	.13½

Dry Salt Bacon.

Clear medium Bacon	.10½
Clear light medium	.10¾
Clear Lt. med. select	.11
Light Belly	.12¾
Extra light Belly	.13
Bacon Backs	.10¾
Bacon Bellies	.12¾

Dry Salt Meats.

Sides	.09½
Bellies	.10½ .11½
Backs	.09½
Fat Backs	.09½

Barreled Pork.

	Bbls.	½-bbls.
Spare Ribs	$13.50	$ 7.00
Family Pork	14.50	7.50
Clear Pork	19.00	9.75
Pig Pork	22.50	11.50

Barreled Beef.

Mess Beef	10.50	5.50
Extra Mess Beef	11.00	5.75
Family Beef	10.50	5.50
Extra Family Beef	11.50	5.50
Beef Tongues	25.00	13.00

Pigs Feet.

Tierces, about 300 lb.	$18.00
Barrels, about 200 lbs.	13.50
½ barrels, about 80 lbs.	5.00
Kegs, about 25 lbs.	2.10
Kits, about 15 lbs.	1.25

Honey Comb Tripe.

Tierces, about 300 lbs.	$18.00
Barrels, about 200 lbs	13.50
½ barrel, about 80 lbs.	5.00
Kegs, about 25 lbs.	2.10
Kits, about 15 lbs.	1.25

Sausages.

	Per lb.
Braunschweiger	17
Italian Salami	23
D'Aries	22
Mortadella	24
Bologna	8½
Frankfurters	8½
Garlic Sausage	9
Liver Sausage	8½
Pork Sausage	8½
Head Cheese	8½
Tongue Sausage	8½
Ham Sausage	12½

Pure Leaf Lard.

Tierces, about 350 lbs net.	9
½-bbls, about 100 lbs net.	9¼
80-lb. Wood Tubs, 80-lbs. net.	9¼
60-lb. Wood Tubs, 60 lbs. net.	9⅜
20-lb. Wood Tubs, 20-lbs. net.	9⅜
50-lb. Cans, 1 to a case.	9¼
20-lb. Cans, 4 to a case.	9¾
10-lb Cans, 6 to a case.	9¾
5-lb. Cans, 12 to a case.	9¾
3-lb. Cans, 20 to a case.	10

Compound Lard.

Tierces, about 350 lbs. net.	6
½-bbls, about 100 lbs. net.	6¼
80-lb. Wood Tubs, 80 lbs. net.	6½
60-lb. Wood Tubs, 60 lbs. net.	6⅝
20-lb. Wood Tubs, 20 lbs. net.	6⅝
50-lb. Cans, 1 to a case.	6¼
50-lb. Cans, 2 to a case.	6¼
20-lb Cans, 4 to a case.	6¼
10-lb. Cans, 6 to a case.	6⅜
5-lb. Cans, 12 to a case.	6⅜
3-lb. Cans, 20 to a case.	7



ANCHOR PACKING CO.

140 Eighth St., S. F., Cal.

PORK PACKERS AND PROVISION DEALERS.

Boilers of Kingan and Anchor Hams.

SAUSAGES, COOKED MEATS, TONGUE

Boiled Ham	18-19
Boiled Tongue	65-75
Bologna	09
LARD "ANCHOR"—	
20's and 55's pails	.10
3's, 5's and 10's tins	.09⅞
BACON (Special)	.15½

H. M. WOLTER & BRO.

Dealers in

...Boneless Boiled Hams...

GROCERS

PRONOUNCE

THEM THE BEST.

103 12th St. Tel., Mint 1763

KINGAN 20

CUDAHY "REX" 19

Beardsley's

Department 8.

CANNED MEATS.

Acme Sliced Smoked Beef, No. 1, glass, 1 doz. in case.	$3 00
Acme Sliced Smoked Beef, in Junior glass, 2 doz. in case.	1 50
Acme Sliced Smoked Beef, No. 1, tins, 2 doz. in case.	2 60
Acme Sliced Smoked Beef, ¼ tins, 4 doz. in case.	95
Acme Sliced Smoked Beef, ½ tins, 4 doz. in case.	1 60
Cheshire Sliced Bacon, No. 1, glass, 1 doz. in case.	3 00
Junior Sliced Bacon, 2 doz jars in case, per doz.	1 50

Pork and Beans.

LIBBY, MC NEILL & LIBBY'S



Plain, 1's 4 doz. to case doz.	90
Plain, 2's 2 doz. to case doz	1 40
Plain, 3's 2 doz. to case doz.	1 95
With Tmto Sce, 1's, 4 dz. to cs. dz	90
" " " 2's, 2 " "	1 55
" " " 3's, 3 " "	2 05

Mince Meats.

Cudahy's, 36, 12oz. pkg.	2.50
Cudahy's, 20, 3-lb pail.	6.50
Cudahy's, 12, 5-lb pail.	.50
Atlas, 6-oz to cs, per cs.	2.50
Libby's Son, 3 dz. pkgs.	2.75
Atmore's, 3-lb gls, 6 in.	3.25
Atmore's 5-lb. gls.	4.60
Atmore's 5-lb. wood.	4.05
None Such, 6-dz. in cs.	5.50

COLUMN 11. COLUMN 12.

Department 8

CANNED MEATS

ALL PRICES ARE PER DOZEN	No 1/4 Tins 4 Doz. In Case	No 1/2, 2 Doz. Tins In Case	No. 1 Tins 2 Doz. in Case	No. 2 Tins, 1 or 2 Doz in Case	No. 6 Tins 1 Doz. in Case	No. 14 Tins 1/2 Doz. in Case	No. 1 Tins 1 Doz. in Case
Corned Beef			1 35	2 40	8 25	18 25	
Roast Beef			1 35	2 40	8 25		
Roast Ribs of Beef, Boneless			1 40	2 50			
Roast Mutton				2 70			
Brisket Beef				2 70			
Boiled Beef			1 40	2 50			
Chipped Beef			1 35	2 40	8 25		
Sliced Beef, in tins		1 20	2 10		17 50		
Sliced Beef, in glass		1 40	2 50				
Brawn		1 45	2 75				2 75
Compressed Ham			1 40	2 45	8 25		
Lunch Tongue			1 50	2 75			
Lambs Tongue		1 90	3 25	6 00			
Sliced Ham		1 70	2 95				
Sliced Bacon			3 70	6 40			
Sliced Bacon in Glass							2 80
Deviled Ham	40	80					
Potted Ham	40	80					
Potted Ox Tongue	40	80					
Potted Chicken	90	1 60					
Potted Turkey	90	1 60					
Deviled Chicken	90	1 60					
Deviled Turkey	90	1 60					
Boneless Chicken		3 40	5 55				
Boneless Turkey		3 40	5 55				
Veal Loaf		1 10	2 10				
Ham Loaf		1 10	2 10				
Beef Loaf		1 10	2 10				
Chicken Loaf		1 60	2 75				
Chicken Pate and Ham		1 10					
Chili Con-Carne			1 40				
Beefsteak and Onions			1 60				
Hamburger Steak with Onions		1 95	2 00				
Frankfurter Bratwurst			2 00				
Sweetbreads			2 40				
Vienna Sausage		90	1 55				
Oxford Sausage			2 45				
Bologna Sausage			2 25				
Vienna Sausage and Kraut			1 20				
Corned Beef Hash		1 10	1 50				
Lunch Sausage		90		No1½	No 2	No2½	No. 3
Ox Tongue, whole				6 50	7 50	9 50	12 00
Minced Collops				2 45			
Tripe				1 75			
Pork Sausage		1 05		2 50			
Stewed Kidneys							
Pork and Beans, Plain			90	1 40			1 85
Pork and Beans, with tom. sc'e			95	1 45			1 90

Department 9.

FISH AND CHEESE.

Russian Caviar.

	Per doz
1-lb cans, 2 doz in case	$13 00
½-lb cans, 2 doz in case	6 75
¼-lb cans, 5 doz in case	3 65
⅛-lb cans, 6 doz in case	2 00
White Label Brand	none

CHEESE.

Foreign and Domestic.

New York State Factory	14½
Cheddars, October make	
Twins, " "	15
Calif. State factory flats	12½ 13
Calif. State factory Young Americans	13 13½
Limburger, Eastern, ₩ lb	16
Swiss, imported, ₩ lb	25½
Roquefort, ₩ lb	36
Gouda, ₩ lb	27
Pineapples, Eastern, 6 in cs, ₩ case	$3 40
Pineapple, Eastern, 6 in cs, small	2 40
Holland or Edam, medium, plain, per doz	$ 8.00 9.00
Holland or Edam, medium, in bladders, per doz	9.50 11 00
Holland or Edam, large, plain, per doz	10.50 12 00
Holland or Edam, large, in bladders, per doz	10.50 12.00

Fancy.

Camembert Brie, Roquefort, and Gorgonzola, jars	3 00
Parmesan C & B, sml bot, doz.	3.00
Parmesan C & B, lge bot, doz.	5.00

Bayle's.

Small ½-lb 1-lb. 2½-lb 5-lb

Deviled Cheese	$1.00 $2.25 $4.00 $ 500 $9.00
After Dinner Cheese	$1.00 2.40 4.00 4 50 7.50
Roquefort Cheese	$1.00 2.40 4.00 4.50 7.50

SALT FISH.

Pacific Codfish.

Bndles, 50 lbs each, per lb	4½
Cs. selected, 100 lbs ea, pr lb	5
Boneless, 30-lb boxes, per lb	6
Boneless Strips, 40lb bxs, pr lb	7
Boneless Blocks, 40lb bxs, p lb	6½
Boneless Tablets, 36 bxs, pr lb	7½
Boneless Middles, 60 bxs, pr lb	7½
Boneless Middles, extra, 60-lb boxes, per lb	9

Eastern Codfish.

Gen Georges, 8 fish to cs.	$ 9.00
Gen. Georges, 12 fish to cs	8.50
Geo. Cur. Cod, 16, 18 fish to case	7 75
Geo. Cur. Cod, 40 fish to cs	7 25
Gen. Geo. Middles, 60 fish.	13
Gen. Geo. Tablets, 36 fish.	11½
Gen. Geo. Blocks, 40 fish.	11½

Shredded Codfish.

Codfish, Beardsley's shredded, 2 doz. in case 1.00

Norwegian Mackerel.

Bloater, 200-lb. bbl., 120-130 fish	41.50
Bloater, 100-lb. ½ bbl., 60-65 fish	21.50
No. 1, 200-lb. bbl., 150-160 fish	31.00
No. 1, 100-lb. ½ bbl., 75-80 fish	16.50
No. 2, 200-lb. bbl., 220-240 fish	26.00
No. 2, 100-lb. ½ bbl., 110-120 fish	11.00
No. 3, 200-lb. bbl., 300-350 fish	24.50
No. 3, 100-lb. ½ bbl., 150- 175 fish	13.00

Irish Mackerel.

No. 1, 200-lb. bbl., 200-220 fish	none
No. 1, 80-lb. ½ bbl., 80-90 fish	none
No. 2, 200-lb. bbl., 325-350 fish	19.00
No. 2, 80-lb. ½ bbl., 130-140 fish	8.50
No. 2, 200-lb. bbl., 475-500 fish	18.00
No. 2, 80-lb. ½ bbl., 180-190 fish	8.50
No. 1, 10-lb kits, 15-16 fish	1.25
No. 2, 10-lb. kits, 20-22 fish	1.20

American Bloaters.

Shore Bloaters, 200-lb. bbl., 115-120 fish	32.00
Shore Bloaters, 80-lb. ½ bbl., 45-50 fish	13.50
Extra No. 1, 200-lb. bbl., 120-130 fish	29.00
Extra No. 1, 80-lb. ½ bbl., 50-65 fish	12.50
No. 1, 200-lb. bbl., 140-150 fish	none
No. 1, 80-lb ½ bbl., 60-65 fish	none
No. 2, 200-lb bbl., 130-140 fish	25 50
No. 2, 80-lb. ½ bbl., 55-60 fish	11.00
No. 2, 200-lb. bbl., 140-160 fish	none
No. 2, 80-lb. ½ bbl., 60-65 fish	none
No. 2, 200-lb. bbl., 160-180 fish	none
No. 2, 80-lb. ½ bbl., 70-80 fish	none
No. 2, 200-lb. bbl., 180-200 fish	none
No. 2, 80-lb. ½ bbl., 80-90 fish	none

In Kits.

Extra Mess, 7 to 8 fish, each	$2 00
No. 1, kits, 8-9 fish or 15-17 fish	1 50-1 85
No. 2, kits, 8-9 or 20-22 fish	1.25

Salmon.

King, bbls	$
Oregon Silversides, bbls	9 00
Alaska Red, bbls	9 50
Alaska Red, ½-bbls, 100 lbs	5 75
Alaska Red, kits	1.00
Bellies, bbls	8 50 10 00
Bellies, ½-bbls, 100 lbs.	4 75 6 00
Tongues and Sounds, kits, 10lb	1 25
Tongues and Sounds, ½-bbls.	9 00

COLUMN 13.

New Herring.

Holland, ex. selctd mxd bbls.	$ 15 00
Holland, ex. selctd mxd ½-bbl	8 00
Holland, ex. selctd mxd, keg	.90
Holland, cheaper grade	80
Holland, cheap. gr., mxd, bbls	14.00
Holland, chp. gr., mxd, ½-bbl	7.50
Holland, ex. selct Milchner, bbl	17 00
Holland, ex. selct Milchner, ½-bbl	9 00
Holland, ex. selct Milchner, keg	1.00
Holland, cheaper grade	90
Holland, cheaper grade, bbls.	16.00
Holland, cheaper grade, ½-bbl	8.50
Labrador Split, 100 fish	5 25
Labrador, round, 160 fish	4 75
Pacific, ½-bbl	2.25

SMOKED FISH.

Bloaters, Grim., 100 in box	$2.35
do. do. 50 in box	1.35
Bloaters, Cromarty	2.35
Yarmouth, 100 in box	
Halibut, chunks	15
Herring, in boxes, Eastern	25
Herring, in boxes, Washington	20
Herring, boneless, Beardsley's tins, doz	$1.50
Herring, boneless, Beardsley's small, doz	1.00
Herring, Beardsley's Boneless, vacuum tumblers, 2 doz. in case	1.95
Finnan Haddies	2.25
Moir's Selected Red Herrings, 100s	2.25
Moir's Selected Red Herrings, 50s	1.25
Salmon, per lb	10 20

POTTED FISH.

	Per doz
Potted Crab	$1.85
Kipper Paste	1.00
Anchovy and Bloater Paste, plain pots	2.30
Ditto, fancy pots	4.75
Yarmouth Bloater Paste	75
Ditto, fancy pots	4.75
Kippered Herrings	1 90
Kippered Herrings, Moirs	1 95

CANNED FISH.

	Dos.
Anchovies, in oil, 2 doz. ½ pts., in glass, doz	4.00
Anchovies 2 doz. ¼ pts., doz.	3 00
Bloaters, Yarmouth C. & B. ..doz	4.50
Codfish Balls, 2-lb tins, per doz	2.25
Eels, Hamburg, in jelly, 1-lb tins	2.00
Eels, smoked, 1-lb, ₩ doz	2.50
Finnan Haddies, 2-lb oval	2.25
Finnan Haddies, 1-lb, round, ₩ doz	2 00
Sardelles, imported, 1-lb tins	3.00
Sardelles, imported, in glass	3 00
Sardelles, domestic, 1-lb glass	2.25
Sardelles, Ankers, ½ keg	3 00

Mackerel.

1-lb tins, 50 in a case.
2-lb tins, 2 doz. in a case.

Gold Label, 1-lb tins	1.50
P. & W., 2-lb soused	2.75
P. & W., 2-lb, mustard	2.75
P. & W., 2-lb, tomato	2.75
Underwood, 2-lb, soused	2.85
Underwood, 2-lb, tomato	2.85
Underwood, 2-lb mustard	2.85
Los Angeles, 2-lb, soused	2.55
Los Angeles, 2-lb, tomato	2.55
Los Angeles, 2-lb, mustard	2.55
Mt. Desert, 2-lb, soused	2.25
Mt. Desert, 2-lb, tomato	2.25
Mt. Desert, 1-lb, soused	1.35
Blueback, 1-lb, fresh	1.10

Mackerel in Oil.

Bezier's	3.00 4.00
Lemarchand	5.00 7.00

Booth's Crescent Mackerel.



(Soused, Tomato and Mustard)
1's, 4 doz. to case, per doz. 1 50
2's, 2 doz. to case 2 50

Salmon.

Alaska Red, 1lb tins, doz	1 20
Alaska Red, 2lb tins, doz	1 70
Alaska Pink, 1lb tins, doz	90
Alaska Pink, 2lb tins, doz	1 60
Alaska Flats, 1lb tins, doz.	1 50
Oregon Red, 1lb tins, doz.	1 00
Oregon Red, 2lb tins, doz.	1 75
Oregon Pink, 1lb tins, doz	80
Oregon Pink, 2lb tins, doz	1 60
Oregon Flats, 1lb tins, doz.	1.00 1 60
Columbia River, 1lb talls	1.50
Columbia River, 1lb flats	1.75

French Sardines.

¼s, according to quality and size of tin, p case	9.50 12 50
½s, according to quality and size of tin, p. case	19.00 20.00

COLUMN 14.

American Sardines.

Packed 3 1-2 doz in a case.

¾s 50 tins in case.	
American ⅛s in oil, per case	$3 50
American ¼s in oil, 5-case lots	3 35
American ⅛s in oil, per doz	.50
American ⅛s in mustard, doz.	.60
American ⅛s in mustard, case	4 00
American ¼s in mustard, doz.	.90
American ½s in mustard, case	8 00

Sprats.

Piloto	6.75 7.00
Menhie	6.75 7.00

SHELL FISH.

Abalones.

4 doz in cs, with shells, cs. 6.00

Clams and Clam Juice.

	doz.
Doxsee Clams, 1-lb, tins	$1.65
Doxsee Clams, 2-lb, tins	2.65
Doxsee Clam Juice, 1-lb, tins	.90
Doxsee Clam Juice, 2-lb, tins	1.60
B & M Lunch Clams, flat tins	1.37½
Underwood Clams, 1-lb, tins	1.05
Underwood Clams, 2-lb, tins	1.60
P. & W. Clams, 1-lb, tins	1.00
P. & W. Clams, 2 lb, tins	1.50
Oxford Clams, 1-lb, tins	1.10
Oxford Clams, 2-lb, tins	1.50
P. & W. Clam Chowder	2.10
Burnham's Clam Bouillon, qts	2 00
Burnham's Clam Bouillon, pts	1 50
Burnham's Clam Bouillon, ½ pints	2.40

Lobsters.

	Doz.
1-lb. tins, 4 doz. in case.	
Red Jackets, flats	2 80
Deep Sea Picnics	2.35
Triumph Talls	2.25

Oysters.

Oysters, Selects, 12 oz.	$1 60
Oysters, Selects, 6 oz.	3 25
Oysters, Standard, 10 oz.	2.00
Oysters, Standard, 6 oz.	1.10
Oysters, Standard, 3 oz.	1.70
Oysters, Standard, 4 oz.	.90

Shrimps.

Shrimps, pickled, 1-lb. tins	$1.10
Shrimps in Tomato Sauce, 1-lb. flats	
Dunbar's Picnics, 4 doz in cs	1.25
Dunbar's 1½-lb., 2 doz in cs.	2 25
Pickled Shrimps, 1-lb., 4 doz in case	1 20

Department 10.

LAUNDRY MATERIALS.

Ammonia.

GREEN'S WASHING AMMONIA

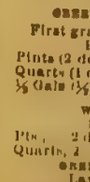
First grade absolutely pure. 180 Beaume Strength.

Pints (2 doz. to case)	$1 55 per doz.
Quarts (1 doz. to case)	2 85 " "
½ Gals (½ doz. to case)	4 25 " "

WASHING AMMONIA
Standard Grade.

Pts., 2 doz to case, per doz.	$ .75
Quarts, 1 " " " "	1 25

GREEN'S TOILET AMMONIA
Lavender and Violet
Pints (2 doz to case) $2 50 per doz.



Parson's Household Ammonia

	per doz.
½ gals., 1 doz. in case	$4 50
Quarts, 1 doz. "	2 65
Pints, 2 doz. "	1 75
Dime size 3 doz. in case, per case	2 95

Bluing.



Liquid Laundry Bluing.

Scott & Gilbert Co. Mfgrs, 302 Davis St.

	doz.
SUNSET	
¼ pints, 3 doz case	40
½ pints, 3 doz case	60
Pints, 2 doz. in case	75
Quarts, 2 doz. cs.	1 45

Bluing, ball.

Mikado, ½'s, 100-lb case, lb	20
Mikado, ¼'s, 100-lb case, lb	22
Nuremberg, A, ½'s, ₩ lb	22
Do A, D, ½'s, ₩ lb	25
Do A, C, R, ½'s, ₩ lb	21
Washerwoman, ½'s, ₩ lb	13
Do ¼'s, ₩ lb	14
German Ultramarine ½s, ₩ lb.	12
Do ¼'s, ₩ lb	14
Deschamp's French, 1's, ₩ lb	18
Do ½'s, ₩ lb	20
Gold Medal, qt, ₩ doz	1.25
Do pt, ₩ doz	1.00
Do ½-pt, ₩ doz	75
Do ¼-pt, ₩ doz	45
Do China Label, qt, ₩ doz	1.25
Green's, 1 doz qts & doz	2 25
2's, 2 doz to cs	2 50
Do 3 doz. pts, ₩ doz	1.44
Do 3 doz. ½ pts, ₩ doz	80
Pacific, 1 doz. qts, ₩ doz	1.10
do, 2 doz qts & doz	1.40
Do 3 doz. ½ pts, ₩ doz	85

COLUMN 15.

J. M. CLINE & CO.

29 Market St., S. F., Cal

Ammonia. First Quality, fancy package, white bottles and rubber stoppers.

Pts, doz	1.25
Qts, doz	2.00
½ Gals, doz	3.25
Gals, doz	5.50

Ammonia, Standard Quality.

½ Pts, doz	.35
Pts, doz	.45
Quarts, doz	.60

Violet Ammonia.

8-oz. fancy package, doz. 1.15
16-oz. fancy package, doz. 2.20

J. M. Cline Co.

29 Market St, S. F., Cal.

Bluing, ½ Pts, doz	.35
Bluing, Pts, doz	.45
Bluing, Qts, doz	.60

Borax.

20-Mule Team, powdered 8's, cs. of 2 doz	$2 25
20-Mule Team, powdered 12-oz. cs. of 4 doz	3 60
20-Mule Team, powdered ¼'s, cs. of 8 doz	3 84

(Less 5 per cent. in 5 case lots; 10 per cent. in 10 case lots).

Cartons, 1's, 2 doz. in box	.09
Lump, 25 lb. in box	.08
Powdered, 25 lb in box	.08½

Chloride of Lime.

Brookman's, 1's, ₩ lb	7½ 7½
Do ½'s, ₩ lb	8½ 9
Salter's Purity Brand, ex qual. doz	.85

Lye.



Big Bonanza Lye	
Case of 48-1 lb tins	3.80
5 case lots	3 25
Star Scrubbing Lye	
48-½ lb tins, per case	1.75
5 case lots	1.70
Merry War, 4 doz in case	3.00
Merry Nickel, 4 doz to case	1.75
Eagle Lye, 4 doz. in case	3.60
Do 5 case lots	3.50
Do 5-case lots	3.40
Tomson's Red Seal, 1dz to cs	1 00
Do 5 lb, " 12 5s to case	1.50
American, 4 doz in case	3.25
Do in 5-case lots	3.00
Babbitt's Lye, 4 doz in case	3.25
Do in 5-case lots	3.00

Sal Soda.

California, sks	.95-1.00
California, bbls	1.00-1.05

Department 11

STARCHES.

Corn Starch.

Log Cabin, 40 1s, per pkg	4
Liberty, 40 1s, per pkg	5½
Duryea's, 40 1s, per pkg	7½
Niagara, 5 box lots, pkg	5½
Niagara, 40 1s	6½
Kingsford's, 40 1s, pkg	7½
Lily Corn, 40 1s, per pkg	5½
Lily Corn, 5-box lots	6½
Lily Corn, 20 1s, per pkg	5½
Sioux City, 40 1s, per pkg	5½
Sioux City, 5-box lots, pkg	5½
None Such, 40 1s, per pkg	5½

Laundry Starch.

Elastic Starch, 64/1's, per box	5 00
Celluloid, 64/1's, per box	5 00
Best Gloss, 48/1's, per lb	5½
Liberty Gloss, 48/1's, per lb	5½
Liberty Gloss, 16/3's, per lb	5½
Best, 12/6's, per lb	5½
Standard, bulk 40-lb. boxes	3½
Sioux Gloss, 48/1's	5½
Sioux Gloss, 3's, 16 in box	5½
Kingsford's S. G., 1's, 40-lb. bx	8½
Kingsford's S. G. 6's, 12 in crate	8½
Kingsford's Pure, 1's, 40-lb bxs	7½
Duryea's S. G., 1's, 40-lb. bxs	8
Duryea's S. G. 6's, 12 in crate	8½
Duryea's Superior, 1's, 40-lb. bx	7½
Niagara Gloss, 1's, 40-lb. bxs	5½
Niagara Gloss, 6's, 12 in crate	6½
Niagara Gloss, bulk, 50-lb. bxs	4½
Lily Gloss, 1's, 48-lb box	5½
Lily Gloss, 6's, 12 in case	6½
Lily Gloss, 3's, 16 in case	6½
None Such, 1s, 48-lb boxes	5½
None Such, 6s, 12 to crate	6
None Such, bulk, 50 lb box	4½

COLUMN 16.

Department 12

Soaps and Washing Powder

Western Star Soap

WHITE PETROLEUM BLEACHING.

100 bars per case $4.10

LASCO KOLD WATA NAPTHOL.

100 Bars per case $4.00

Free Delivery in San Francisco Oakland, Alameda and Berkeley

manufactured by

Los Angeles Soap Co.

San Francisco Office, 115 Davis St.

Telephone Grant 110.

Peet Bros.

Silk Soap	3.25
Ammonia Benzoline	3.90
Cocoa Borax	4.10
Crystal White	3.90
Lily White (Floating)	4.00

Standard Soap Co.

Top Notch, 100, 10-oz	$3.50
Sunburst, 100 12-oz	3.75
Yellowstone, 100 14-oz	3.75
Marigold, 100 16-oz	3.90
Thomas' Cool Water, 100 13-oz	4.00
Thomas' Cool Water, 20 13-oz	.85
Milo, 100 4-oz., 100 cartons	6.50
Magno "Floating Borax," 100 10-oz.	4.00
Gold Medal Borax, 100 10-oz	5.50
Gold Medal Borax, 20 10-oz	1.15
Purity, "Floating," 5c size	3.90
Purity, "Floating," 10c size	6.25
Purity, "Floating," 10c size, 20	1.30
Electric Mineral, 100 16-oz	5.50
Electric Mineral, 20 16-oz	1.15
Peerless Kitchen, 100 10-oz	3.00
Peerless Kitchen, 20 10-oz	.65

Miscellaneos.

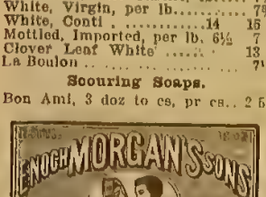
Fels Naptha, 100 14-oz	4.50
Hot or Cold, 100 10-oz	4.00
Life Buoy, 100	4.00
Mikado, 100 14-oz	4.00
Mikado, 20 14-oz	.90
Lenox, 100	3.00
Lenox, 20	.75
Ivory, 100 10-oz	7.00
Fairbanks Clairette, 100	3.35
Fairbanks' Santa Claus, 100	2.85
Fairbanks' Copco, 100	3.90
Fairbanks' Fairy Oval, 100	3.90
Grandpa's Wonder, large, 50	3.50
Grandpa's Wonder, small, 100	3.60
Peets' Pine Tar, 50	1.90
Peets' Pine Tar, 100	3.75
Babbitt's, 100	4.10
Jergins Pumice, 50 small	1.75
Jergins Pumice, 50 large	3.00
Uncle Sam's Tar, 100 small	3.50
Uncle Sam's Tar, 50 large	3.40
Stryker's Kitchen Soap, 100s	3.50
Stryker's Kitchen Soap, 20s	.75
Pearl, 100, large	4.00

Castile Soap.

La Lune White Castile, lb	7¾
White, Virgin, per lb	7¾
White, Conti	14 15
Mottled, Imported, per lb.	6½ 7
Clover Leaf White	13
La Boulon	7½

Scouring Soaps.

Bon Ami, 3 doz to cs, pr cs.. 2 50



Sapolio, scouring, ½ gross box, per box	4 50
Sapolio, hand, ½ gross box, per box	4 50

WASHING POWDERS.

Gold Dust, 24 3's, per case	4.50
Gold Dust, 100/10-oz	4.50
Lavarine, 36 1-lb., per case	3.00
Lavarine, 100 5c pkgs	3.50
Pearline, 36 1-lb. pkgs	3.10
Pearline, 100 6-oz pkgs	3.75
Soaperine, 20 3-lb. pgs	3.60
Soaperine, 50 1-lb. pkgs	3.35
Soaperine, 100 ½-lb. pkgs	3.60
Babbitt's 1776, 6-oz	2.85
Kleeno, 72/1's	4.50
Kleeno, 24/3's	4.25
Kleeno, 100/1½'s	3.75
Grandma's Borax, powdered, 24 3s	4.00
do, 60, ¾s	2.40

COLUMN 17.

Department 13

OILS, PAINTS, ETC.

Coal Oil.

Water white, coal, bulk	12½
Pearl, cases, 25's	19
Astral, cases, 25's	19
Star, cases, 25's	19
Ex. Star, cases, 25's	22
Elaine, cases, 25's	25½

Gasoline and Benzine.

86° Gasoline, bulk, 25 cases	31
74° Gasoline, bulk 16 cases	22½
63° Benzine, bulk, 13 cases	19½

Turpentine.

Strictly Pure, cases, 2-5's	81
Do drums or iron bbls.	75

Linseed Oil.

Strictly pure, raw, bbls	gal 58
Do. boiled, in bbls	gal 56
Do. raw, cs, 2-5's	gal 58
Do. boiled, cs, 2-5's	gal 60

Castor Oil.

Baker's AA, cs, 2-5's	1.12
Pure, No. 2, cs, 2-5's	1.05
No. 1, cs, 2-5's	.70

Lard Oil.

Strictly pure, bbls., 75 cs	80
Sup. Win., str., bbls. 65 cs	70
No. 1, bbls. 55 cs	60

Neatsfoot Oil.

Cooper's bbls, 75 cs	80
Extra, bbls, 62½ cases	67½
No. 1, bbls, 57½ cases	62½

Lubricating Oils.

Star Cylinder Oil, bbls, 60 cs	.65
Columbia Cyl. Oil, bbls, 40 cs	.45
Gem Cyl. Oil, bbls, 80 cs	.90
Ruby Cyl. Oil, bbls, 50 cs	.60
Star Engine Oil, bbls, 50 cs	.55
Columbia Eng. Oil, bbls, 30 cs	.35
Paragon Eng. Oil, bbls, 45 cs	.55
Red Eng. Oil, bbls, 27 cs	.32
Star Mach. Oil, bbls, 30 cs	.35
Star Dynamo Oil, bbls, 50 cs	.55
Star Spindle Oil, bbls, 40 cs	.45
Star Sep'tor Oil, bbls, 50 cs	.55
Favorite Sep'tor Oil, bbls, 25 cs	.30

Miscellaneous Oils.

Union Salad Oil	.45	50
Globe Salad Oil	.45	50
Pure Sperm Oil	.75	80
No. 1 Polar	.50	55
China Nut oil, ord'ry	62½	
China Nut oil, No. 1	.80	

WHITE LEAD.

Pioneer, in kegs	6¾	7¼

DRY PAINTS.

Eng. Paris White, bbls.	1.35	1.60
Whiting, bbls	1.00	1.15
Kalsomine, bbls		1¼
Prince's Min'l B'wn, bbls		1.65
Yellow Ochre, bbls		1½
Eng. Ven. Red, bbls		1.50

Department 14

FARINACEOUS GOODS.

Flours.

GLOBE MILLS,

Cor. Chestnut and Montgomery

California Selected Wheat, Barrel

** "Banquet" (fancy patent)	$5.05
*** "Silver Star" (patent)	4.60
XXX	4.30
Mariposa	4.30

Blended Wheat,

**"A1" Family	5 15
"A1" Bakers'	5.05

Entire Eastern Wheat.

Globe, Bakers'

(½ bbls. 10 cents per bbl. higher.)

**"A1" must be retailed for not less than $1.40 per ¼ sack.

***"Banquet" must be retailed for not less than $1.35 per ¼ sack.

****"Silver Star" must be retailed for not less than $1.25 per sack.

FLOURS.

Cal Family	$5.05	$5.10
Cal. Bakers', extra	4.80	4.90

Buckwheat, 10-lb sacks, per 100 lbs $4.00

Self Rising Buckwheat, 10-lb sacks, per 100 lbs 3 50

Graham, 10-lb sacks, per 100 lbs 3 25

Rice, 10-lb sks, per 100 lbs 7.00

Rye, 10-lb sacks, per 100 lbs 3 25

Whole Wheat, 10-lb sacks, per 100 lbs 3 50

Sperry Milling Co.

Sperry Flour	5.05
Golden Gate Flour	5.05
Drifted Snow	5.05

Meals.

Yellow Corn, 10 lb sacks, 100 lb.	$2 50
White Corn, 10-lb sacks, 100 lb	2.50
Ex. Cream Yellow, 10-lb. sacks, per 100 lbs	3.60
Ex. Cream White, 10-lb sacks, per 100 lbs	3 60
Oat Meal, 10-lb. sacks, pr 100 lbs	4 00
Steel-Cut Oat, 10-lb sacks, per 100 lbs	4.00

Pearled Cereals.

Pearl Barley	$5 30
Pearl Wheat, 150-lb bbls	4.40

COLUMN 18.

Rolled Cereals.

Rolled Oats, 7s and 10s, pr 100 lbs	4.25
Ex. Crm Rld Ots. 180-lb, bbl	$7.50
Ex Crm Rld Ots, 180-lb, 90-lb sks	7.00
Prid Reld Wheat, 150-lb, bbls.	4 40

Sago and Tapioca.

Sago, original sacks, lb	02½ .03
Sago, 48/1's, per doz	.70
Instantaneous Tapioca, 50/1's, per case	5.00
Instantaneous Tapioca, 36 to case	2.70
Tapioca, Flake	.03
Tapioca, repacked, per lb	.04⅜
One Minute Tapioca, 36 to cs	2.75
Arrowroot, Taylor's Bermuda, 12-lb box, 1, ½ and ¼ lb pkgs, per lb	32½

Miscellaneous.

Groats Oat, 10-lb sacks, 100 lbs	$4.00
Groats Buckwheat, 10-lb sks, 100 lbs	10.00
Hominy, lgs, 10-lb sks, 100 lb.	3.60
Hominy, sml, 10-lb sks, 100 lbs	3.85
Split Peas (yel.) 25 and 50-lb boxes, 100 lbs	5.50
Split Peas (grn.) 25 and 50-lb boxes, 100 lbs	5.50
German Lentils, per lb	.05½
Cracked Wheat, per 10 lbs	3.75
Farena, per 10 lbs	4.00
Pearl Grits, per 10 lbs	4.10
Capitol Mills Pearled Hominy, bbls	7.75
Capitol Mills Gran. Hominy, bbls	8.25
Capitol Mills New Process B. W. Flour, bbl	8.50
Capitol Mills Steel Cut Oat Meal, bbl	8.00

Breakfast Foods.

Capit'l Mills R'll'd Oats, 36/2's	4.25
Grape Nuts, 1 & 3 doz, pr doz	1.50
Breakfast Gem, case 3 doz	3.25
Wheatine, 36/2's, pr cs	3.30
Germea, 20 4-lb pkgs, pr cs	4.00
Germea, 24 2-lb pkgs, per case	3 10
H-O Buckwheat, 2 doz 3-lb pkgs, per case	3.75
H.-O. Pancake Flour, case	3.90
H.-O. Oats, 24/2's, per case	3.15
Cream of Wheat, 36/2's	5.25
Crespo. 36/2's	2.75
Malta Vita, 36, 2s, cs	4.50
Our Mothers' Mush, 36 to cs	3.35
Twin Brothers Mush, 36 to cs	3.20
Carnation Wheat Flakes, 24/5's	5.40
A B C Breakfast Wheat, 72/2's	5.00
A B C Breakfast Wheat, 36/2's	2.60
Granola, 24/1's	2.25
Flaked Rice, 24/1's	3.00
Ralston Breakfast Food, 36/2's	4.25
Do. Barley Food, 36/2's	4.25
Do. Health Oats, 36/2's	4.00
Do. Hominy Grits, 36/2's	4.00
Do. Select Bran, 24/3's	2.50
Do. Pancake Flour, 36/2's	3.75
Do. Whole Wht Fir, 4/4½s	5.50
Quaker Oats, 36 2s	3.90
Scotch Oats 36 2s	3.75
Allen's Boston Brown Bread Flour, 24 pkgs, per case	3.60
Allen's Flour, 10 10-lb bags, per bbl	4.50
Acme Grano, 20/4's, per case	3.50
Acme Gluten Farina, 24/1's, pr case	1.85
Acme Gluten Flour, 10-lb sks	.80
Acme Wheat Flakes, 36/2's	2.60

Rice.

Choice Seed Japan	$0.03¾
Good Seed Japan	.03¼
Fair Seed Japan	.03
Fancy Head Rice	5 1-5 .06
Long Grain Rice	.04 .05
China No. 1	5 6
China No. 2	4 4½

Pastes (Domestic).

No. 1, 50-lb box	2.00
No. 1, 25-lb. box	1.00
No. 1, full wt., 15's	70
No. 1, short wt's	35
No. 1, ½ box	.20
No. 2	25
Queen's Taste Vermicelli, Macaroni and Spaghetti, 1 doz. 3-lb. cartons to case	2.40
Italian Paste, asstd., about 18 lbs, in case, per lb	.08
Golden Gate Egg Noodles, 24 ½'s to case	1.50
Farina, 24/1's to case	1.60

Pure Food Packing Company.

1543 Mission St.

Salter's "Purity" Brand

Bluing.

Pts doz.	75
½pts "	.45

Ammonia.

Qts. doz.	75
Pts "	45

COLUMN 19.

Department 15.

SPICES

PURE—Square Tins, Full Net Weight.

	¼'s	½'s	½'s	1 s	2½ lbs.	5 lbs.	Blk
Allspice	$0 70	$0 95	$1 60	$ 2 80	$ 6 70	$12 75	21
Cinnamon	1 15	1 80	3 30	6 25	15 25	30 00	43
Cloves	90	1 35	2 40	4 35	10 60	20 55	31
Ginger	75	1 05	1 75	3 10	7 50	14 30	23
Mace	1 75	3 00	5 65	10 90	26 95	53 30	73
Mustard	70	95	1 60	2 80	6 70	12 75	21
Nutmeg	1 25	2 05	3 80	7 15	17 60	34 60	49
Pepper	80	1 10	1 90	3 40	8 25	15 85	25
Cayenne	80	1 15	2 00	3 55	8 65	16 65	26
W. Pepper	95	1 45	2 65	4 65	11 75	22 90	34
Sage	70	95	1 60	2 80	6 70	12 75	21
Thyme	70	1 00	1 65	2 95	7 10	13 50	22
Savory	70	1 00	1 65	2 95	7 10	13 50	22
Marjoram	75	1 10	1 85	3 30	7 85	15 10	24
Poultry Seasoning		1 50					

SECOND GRADE—Round Tins, Short Weight.

	¼'s	½'s	1's	2½ lbs.	5 lbs.	Blk.
Allspice	55	1 00	1 75	3 95	7 60	13
Cinnamon	65	1 20	2 10	4 90	9 50	16
Cloves	65	1 25	2 25	5 20	10 20	17
Ginger	55	1 00	1 75	3 95	7 60	13
Mace	1 20	2 30	4 40	10 50	21 00	34
Mustard	55	90	1 50	3 60	7 00	12
Nutmegs	85	1 70	3 10	7 40	14 60	24
Pepper	60	1 15	2 00	4 55	8 90	15
Cayenne	60	1 15	2 00	4 55	8 90	15
W. Pepper	75	1 45	2 65	6 15	12 05	20
Sage	55	1 00	1 75	3 95	7 60	13
Thyme	60	1 05	1 90	4 25	8 25	14
Savory	60	1 05	1 90	4 25	8 25	14
Marjoram	60	1 05	1 90	4 25	8 25	14

SCHILLING'S BEST SPICES.—Nature's Best.

Square tins. Never sold in bulk.
Small, medium, large sizes have sifting tops ex-cept Mustard.

	Small size per doz.	Medium size per doz.	Large size per doz.	Ex. Large size per doz.	Hotel size per tin.
Pepper	.75	1.20	2.20	3.75	.78
Mustard	.75	1.25	2.25	3.90	.81
Must. Comp.	.75	1.25	2.25	3.90	.81
Ginger	.75	1.25	2.25	3.90	.81
Allspice	.75	1.10	2.00	3.50	.73
Cinnamon	.80	2.25	4.25	7.50	1.85
Cloves	.85	1.40	2.60	4.75	.87
Nutmegs	1.60	2.75	5.25	10.00	2.00
Mace	1.75	3.00	5.75	11.50	2.15
Cayenne	.90	1.50	2.75	5.00	.93
Wh. Pepper	.95	1.75	3.25	5.75	1.00
Sage	.75	1.25	2.25	3.90	.81
Thyme	.85	1.40	2.60	4.75	.87
Marjoram	.95	1.75	3.25	5.75	1.26
Savory	.85	1.40	2.60	4.75	.87
Cases contain	6 doz.	4 doz.	2 doz.	2 doz.	1 doz.
Gross weight	22 lbs.	23 lbs.	24 lbs.	40 lbs.	53 lbs.

MUSTARD.

Colman's, ¼'s, 12 lb to box, lb.	.52
Colman's, ½'s, 12 lb to box, lb.	.48
Colman's, 1's, 12 lb to box, lb.	.48
Colman's, 5's, per lb	.40

Mustard, Prepared.

Small bottles, 24 to cs, pr doz	.55
Small straights, fancy, 24 to case per doz	.95
Webb's Glass Top	1.35
Large Dusseldorfer, 24 to cs	1.60
In 3-gal kegs, per keg	1.15
In 5-gal kegs, per keg	1.70
Louit Freres, French, doz	2.25
Eddy's Salad Mustard—	
6-oz., 24 to case	.92½
8-oz., 24 to case	1.35
12-oz., 24 to case	2.00
Hirshes Horseradish Mustard—	
10-oz., 24 to case	1.25

Department 16

BAKING POWDER AND FLAVORING EXTRACTS.

ROYAL

	1 cs. lot	5 cs. lot	15 cs. lot
¼ lb cans	$ 1 38	$ 1 36	$ 1 34
6 oz cans	1 92	1 89	1 87
½ lb cans	2 57	2 52	2 50
12 oz cans	3 82	3 75	3 72
1 lb cans	4 95	4 85	4 80
2½ lb cans	11 85	11 40	11 28
3 lb cans	13 60	13 34	13 20
5 lb cans	22 35	21 90	21 68

An extra discount of 1 per cent if packed in barrels.

Schilling's Best Baking Powder.

Never sold in bulk.

10-lb. tins, per doz	$29.00
5-lb. tins, per doz	20.00
4-lb. tins, per doz	16.00
3-lb. tins, per doz	12.50
2½-lb. tins, per doz	10.50
16-oz. tins, per gross	$53.00
12-oz. tins, per gross	41.00
8-oz. tins, per gross	28.00
6-oz. tins, per gross	22.50
4-oz. tins, per gross	16.50

TROPHY

4 oz, per doz	$0.95
6 oz, "	1.35
8 oz, "	1.70
12 oz, "	2.35
1 lb., "	3.00
2½ lb., "	7.50
3 lb., "	9.00
6 lb., "	14.50

MISCELLANEOUS.

Home, 10 oz	$0.90
Home, 25 oz	2.00
Home, 50 oz	4.00
Home, 80 oz	6.00
K. C., 10 oz	.85
K. C., 15 oz	1.25
K. C., 25 oz	2.12½
K. C., 50 oz	4 00
K. C., 80 oz	6.50

COLUMN 20.

Cream Tartar.

Standard, bulk, 30-lb box	27
Standard, 12 1-lb tins	.28
Pure, bulk, 30-lb box	.38
Pure, 5-lb tins, per lb	.38
Pure, ½-lb tins, per doz	5.00

SODA.

Churches, A. & H., or Dwight's Cow Brand, 60 lbs. to case.

1-lb	per lb. $0.05
½-lb	per lb. .05⅝

EXTRACTS FLAVORING.

GUITTARDS' "PURE"

per doz	2 oz	4 oz	6 oz	8 oz
Vanilla	$2 50	$4 75	$7 00	$9 00
Lemon	1 75	3 25	4 50	6 00

Net weight. Patent Sprinkler Tops

Schilling's Best Extracts.

Triple Strength, Pure and Uncolored Sprinkling Tops.

Net weight. Never sold in bulk.

	Lemon and Others.	Vanila and Rose.
1 oz	1.30	1.80
2 oz	2.00	3.00
4 oz	3.75	5.75
6 oz	5.50	8.50
8 oz	7.25	11.00
16 oz	14.00	21.50
32 oz	27.00	42.00

Souder's Flavoring Extracts.

Price per gross.

	2 oz.	4 oz.	8 oz.
Reg. Lemon	9.00	18.00	54.00
Reg. Vanilla	14.40	28.80	72.00
XX Lemon	18.00	36.00	72.00
XX Vanilla	21.00	42.00	84.00
Asrtd Flavors	18.00	36.00	72.00
Rose Coloring	18.00	36.00	.....
Yellow Colrng	18.00	36.00	.....
Jamaica Gngr	18.00	.....	.....

Assorted flavors contain strawberry, pineapple, orange, almond, rose, etc.



"Vonas" Extracts.

Lemon, 2 oz., per doz. .80
Vanilla, 2 oz., per doz. .80
Assorted Flavors, per doz. .80

COLUMN 21.

Department 17

CANDIES.

Lozenges.
(5-lb. boxes.)

XXX Peppermint, pails	12½
Thin Peppermint	.14
T. T. Peppermint	.15
Druggist Peppermint	.16
Musk, fluted, pails	.20
Cinnamon, Lemon, Sassafras, Rose	.17 .20
Midget Fruit	.14
Conversation and Hearts	.20
Lilliput Conv. Hearts	.14
Midget Conv. Lozenges	.16
Crown T. T. Lozenges, 24 5ct. pkgs	.20
Aurora Lozenges, 24 5ct. pkgs	.80
Cough Troches, 5 lb bxs	.80
Eagle Wafers, Peppermints, Wintergreen	.25

Mixed Candy.
(30-lb. pails.)

Plain Mixed	9¼
Pacific Mixed	10
Royal Mixed	13
Grocers' Mixed	10½
Yankee Mixed	21½
American Mixed	3
Fancy A, Mixed	4½
Fancy C, Mixed	
French S, Mixed	16
French No. 1, Mixed	18
French Extra Mixed	20
Lady, Mixed	15

Steam Panwork.

Anis Seed	.20
Aromatic Cachous	.18
Assorted Berries	.16
Assorted Dragee	.14
Assorted Imperials	.16
Assorted Small Seeds	.22
Birds' Eggs	.16
Boston Baked Beans	.16
Burnt Peanuts	.16
Burnt Almonds	.24
Caraway Seed, smooth	.22
Caraway Seed, pearled	.22
Celery Seed	.21
Cinnamon Beans, large red	.15
Cinnamon Beans, Imperials	.16
Coriander Seed, pearled	.18
Jelly Beans, pails	12½ 14
Jelly Birds' Eggs	.16
Jelly Cranberries	.16
Jelly Limes	.16
Jelly Raspberries	.16
Jordon Almonds, fine	.45
Jordon Almonds, imitation	.16
Licorice Beans	.15
Midgets, pearled	.20
Nonpareil Seed, white	.16
Nonpareil Seed, colored	.18
Prismatic Pearls	.22
Red Hots	.28
Ringed Marbles	.16
Sugar Coated Licorice Tablets	.20
Sugar Almonds	.25
Sugar Plums	.15

Stick Candy.
(30-lb. pails.)

Assortment: Peppermint, Lemon, Rose, Clove, Anis, Cinnamon, Sassafras, Vanilla, Pineapple, Wintergreen	9¼
Hoarhound	9½
Hoarhound, wrapped	10½
Peanut Sticks	.13
Peanut Sticks, wrapped	.14
Cocoanut Sticks	.13
Cocoanut Sticks, wrapped	.14

Taffies.

Peanut Taffy	13½
Peanut Flake	.16
Peanut Brittle	.16
Peanut Squares	.14
Cocoanut Taffy	.13
Cocoanut Squares	.14
Chunks: Vanila, Rose, Chocolate, Lemon, Molasses	.18
Broken Taffy of broken chunk	10

Drops and Lumps.
(30-lb. pails.)

Mixed Drops and Lumps	9½
Molasses Peppermint Lumps	.10
Hoarhound Drops	.10
Crystal Rocks	12½

Gum Goods.
(5-lb. boxes.)

A. B. Gum Drops, assorted	9
A. B. Gum Drops, Licorice	.10
A. B. Gum Drops, Crystalized	.11
A. B. Bonbons, plain, in bbls	6½
A. B. Bonbons, fancy, in bbls	7
A. B. Bonbons, fancy, crystalized, 5-lb. boxes	.12
A. B. Fruits	.16
Royal Gum Drops	.12
Genuine Gum Drops, hard	.25
Jelly Squares, assorted	.14
Bijou Sticks	.16
Spiced Jelly Drops	.16
New Turkish Figs	.16
Fig Paste, plain	.15
Fig Paste, tricolor	.16

Cream Goods.
5-lb. boxes.)

Fondans Creams	.16
Hand Dipped	.19
Hand Dipped, with nuts on	.21
Fruit and nut ices	.18
Cream Peppermint	.18
Crushed Fruit Bonbons	.30

Chocolates.
(5-lb. boxes.)

Chocolate, plain	.14
Chocolate, Hand Made	.18
Chocolate Dipped Bonbons	.19
Chocolate Dipped Bonbons, with nuts	.20
Chocolate, Climax, 30-lb pails	.16
Chocolate Chips	.28
Chocolate Nonpareil Drops	.18
Chocolate Wafers	.20

COLUMN 22.

Chocolate Cream Tablets, 30 in box	1.00

Marshmallows, Nougats, Etc.

Occidental Marshmallows, 5-lb tins	.28
Occidental Marshmallows, 3-lb tins	.30
Dipping Marshmallows, 5-lb. boxes	.25
Angel Food, 5-lb. boxes	.18
French Nouget, 30 5c slices in box	1.00
Walnut, Apricot, Spanish Nouget, 5-lb boxes, per lb	.25

Sundries.

Opera Caramels	18
Rock Candy, white & red	.14
Rock Candy, brown	.16
Licorice Drops	.20
Licorice Sticks, 16 to lb	.28
Locorice Tablets, 5 lb bxs	.20
Licorice Tablets, 24 5c bxs	.80
Licorice Penny Sticks, 100 in box	.65
Buttercups, 5-lb tins	.20

CHEWING GUM.

	Single	Box
Yankee Spruce, 20 pcs		.60
Sen Sen, 20 pcs		.60
Red Rooster, 20 pcs		.60
Sweet Heart, 20 pcs		.60
Newton's Pepsin, 20 pcs		.60
Biggest and Best, 20 pcs		.60
Bloodberry, 20 pcs		.60
Pepsin Sticks, 20pcs		.60
Bull's Eye Gum, 100 pcs		.60
Prize Gums		.65
Sweet Heart Jars, 100s		2.40
Beeman's Pepsin 60/40's to cs.		$1.20
Beeman's Pepsin, 100/20's		.60
Kis-Me Gum, in jars		2.25
Kis-Me Gum, in boxes		.60
Adams' Pepsin, in boxes		.60
Adams' Pepsin, in jars		3.00
Adams' Tutti Frutti, 36's		.90
Adams' Tutti Frutti, 20's		.60
Adams' Red Rose		.60
Adams' Black Jack		.60
Adams' N Y Rubber Gum, 400's		.65
Britten's Kola Nut		.60
White's Yucatan		.60
White's Red Robin		.60
Primley's Cal. Fruit, 36's		.90
Primley's Cal. Fruit, 20's		.60
Primley's Pepsin Sticks		.60

CRACKERS.

	lb.	⅛ box
Almond Drops	15	
Animals	12½	$1.20
Arrowroot	14	1.50
Assorted	12	1.15
Assorted, extra	14	1.30
Assorted, fancy	20	1.75
Assorted Wafers	16	1.90
Assorted Jumbles	14	1.25
Boston	9	.60
Butters, Mutual	10	.70
Butter Scotch	14	1.50
Butter, Star	9	.60
California Lunch	9	.90
Champion	9	.65
Chips, Mutual	14	1.10
Chocolate Biscuits	16	1.80
Chocolate Fingers	15	1.50
Chocolate Wafers	18	2.15
Cocoanut Bonbon	14	1.25
Cocoanut Cakes	14	1.25
Cocoanut Finger	15	1.50
Cocoanut Marshmallows	16	1.50
Cocoanut Taffy	15	1.80
Cocoanut Wafer	16	1.50
Coffee	12	1.25
Coffe Iced	15	1.35
Cornhill	10	1.10
Cracker Meal	6	1.10
Currant Cakes	12	1 10
Egg Jumble	14	1.25
Fruit Biscuits	14	2.40
Ginger Cakes	10	1.40
Ginger, Nut	11	1.40
Ginger Wafers	14	1.75
Graham	10	1.20
Graham Gem	9	.75
Graham Unsweetened	9	
Honey Fingers	14	1.25
Honey Pumbles	12	1.60
Honey Drops, spiced	15	1.60
Honeysuckle	16	
Jelly Fingers	16	1 50
Jenny Lind	12	1 10
Lady Fingers	15	1.30
Lady Fingers Iced	16	1 40
La Grande	11	1 10
Lemon Biscuit	14	1 25
Lemon Brittles	14	1 25
Lemon Snap	12	1.20
Lemon Wafers	14	1 75
Macaroon Almond	40	
Mutual Flakes	14	90
Mutual Tea	15	1.60
Nic Nac, No. 1	10	1 10
Nic Nac	12½	1 25
Oysters	8	.70
Peoples Mixed	12½	1 25
Pilot Bread	4	
Pilot Bread Extra	5	65
Pilot Saloon	7	
Ping Pong	16	1 50
Raisin Cake	12	1.10
Saloon Pilot	7	
Saloon Soda	7	
Salted Wafers	14	.90
Soda Extra	7	
Soda	6½	
Star Butters	9	90
Vanilla Bars	14	1 40
Vanilla Biscuits	14	1 25
Vanilla Snaps	12	1 20
Vanilla Wafers	14	1 75
Wafers, Chocolate	15	2 15
Wafers, Ginger	14	1 75
Wafers Lemon	14	1 75
Water Wafers	12	90
Walnut Creams	16	1.50

COLUMN 23.

Department 18.

FANCY GROCERIES.

Bouillion Capsules.

Anker's, 10 capsules in box, per doz boxes	2 75

Capers.

Capotes, 1 dz in cs	1.20 1.30
Nonpareil, small	2.00
Do med.	2.25
Do large	5 00
"White Label," 6-oz. doz	2.25
"White Label," 10-oz. doz	3 15

TOMATO KETCHUP.



Catsups

Snider's

Qts., per doz. $3 75
Pts. " 2 40
½-pints, per doz. 1 40



CAMPBELL'S

(6½ Pts. Condiments)

2 dozen to case

Tobasco Ketchup dozen $1 15

Tomato Ketchup, dozen $1 15

Salad Dressing, dozen 1 15

Chili Sauce, dozen $1 15

Assorted cases, dozen $1 15

Miscellaneous.

Our Mother's Clsp ½-pt, doz	1 40
Our Mother's Clsp, pts, doz	2 30
Blue Label, 25 ½ pts to cs	3 10
Blue Label, 25 pts to cs	5 00
Blue Label, 12 qts to cs	4 00
Mother's Own, pts	1.50
½ pts	.90
London's Rockaway, Pts., doz	2.25
Sailer's "Purity," doz	90

Chocolate and Cocoa

CHOCOLATES.

Baker's.

German Sweet, 6-lb boxes, ⅛s and ¼s	.2
Eagle, 12/lb	.23
Premium, 12/lb	.3
Vanilla, 12/lb	.41
Powdered, ¼s, ½s, 1s, 12/lb. boxes	.46

Subject to quantity discount.

Huyler's.

Vanilla, 12-lb boxes	.36
Premium, 12-lb. boxes	.53

Lowney's.

Cream Cakes, per box	80
Ice Cream Drops, per doz	75

Ghirardelli's.
In paper

Eagle, 24 1 lb	.21
Eagle, 12 1-lb	21½
Eagle, 12 ½-lb	22¼
Eagle, 12 ¼-lb	24
Crescent, 6 5 to lb	17
Crescent, 12 5 to lb	16½
Cal. Sweet, 6 6 to lb	21½
Cal Sweet, 12 6 to lb	21
Monarch, 12 1&½-lb	26
Monarch, 12 1-lb	25
Monarch, 12 ½-lb	27
Star, 24 1-lb	19
Star, 12 1-lb	19½

Ground.
In tins

Ghirardelli's, 12 1-lb tins	26½
Ghirardelli's 24 1-lb tin	26
Ghirardelli's 60 ½-lb tins	24
Venard's, 24 1-lb tins	21
Venard's, 60 ½-lb tins	20
Miner's, 12 1 lb tins	22½
Miner's, 24 1-lb tins	22
Miner's, 20 3-lb tins	22

5 per cent off on 120-lb. lots

COCOAS.

Baker's Bkfst, 6/1	34
Van Houten's, ⅛'s and ¼'s	35
Van Houten's, 1's	90
Royal Dutch, 12/¼'s	20
Royal Dutch, 12/½'s	37
Royal Dutch, 12 1's	70
Epps, ¼ ⅛'s	40
Epps, 12 ½'s	80
Webb's, 6/½'s	22
Lowney's, 6/½'s	27
Ghirardelli's Bkfst, 6/½'s	40½
Ghirardelli's Bkfst, 12/½'s	40
Ghirardelli Imperial, 6/12 ½'s	50
Miner's Bkfst, 6/½'s	28
Miner's Bkfst, 6/1's	40
Menier's, 1 ½'s	47

COLUMN 24.

Cereal Coffee.

Fig Pruno, per doz	$2 25
Postum, 24/½'s, per doz	1 35
Postum, 12 1's, per doz	2 25
Postum, 36 1's, per doz	2 25
Grains, 12 2s	2.75

Chutney.

Chutney, asst, qts	$6 25
Chutney, asst, pts	3 75
Chutney, Major Grey, qts	6 50
Chutney, Major Grey, pts	4 25
Ban-ki-pore, pts	3 00

Condensed Milk

BORDEN'S CONDENSED MILK CO.



Gail Borden Eagle, 4 and 8	6 80
In 5 case lots	6 65
Pony	2 25
Challenge	1 70
Floral	4 55
Dime	8.75
Rose	4 10

With 10 cases Rose Cream Label free

(Each of above Brands 4 doz in case)

Borden's Malted Milk. Trial Size, per doz 90



Borden's Pioneer Brand Evaporated Cream

Large Cans, 4 doz tin cs 4.00

Peerless	1 70
Yachi	3.60

Family Size, 1 doz. tin case. Quarts, 2 doz tin cs

ALL ABOVE BRANDS GUARANTEED



CARNATION CREAM

20 oz. cans 4 doz

Per case	4 00
5 cases	3 95
25 cases	3 90
50 cases	3 85



LILY

[large tin]

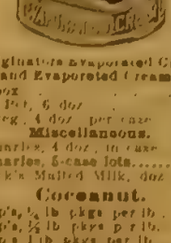
Less	$3 90
10 cs	3 85



ALPINE EVAPORATED CREAM

1 to 5 cs	$4 00
5 to 10 cs	3 95
10 to 25 cs	3 90

Helvetia Milk Condens'g Co.



Originators Evaporated Cream

Highland Evaporated Cream 4 doz in box	$ 90
Baby Pet, 6 doz	3 60
Pet, reg. 4 doz per case	3 35

Miscellaneous.

St Charles, 4 doz, in case	$4 60
St. Charles, 5-case lots	4 50
Horlick's Malted Milk, doz	4 50

Cocoanut.

Schepp's, ¼ lb pkgs per lb	25
Schepp's, ½ lb pkgs per lb	24
Schepp's 1 lb pkgs per lb	22
Schepp's, pails, 20 lb, per lb	14

Baker's.

Epeha-Patrick Co, Agents

O. N. T., Long Thread, ¼-lb, 15 lbs to case	27
O. N. T., Long Thread, ½-lb, 15 lbs to case	26
Brazil, shredded, ¼-lb, 17 lbs to case, ₩ case	3.85
Brazil, shredded, ½-lb, 17 lbs to case, ₩ case	3.85

COLUMN 25.

Cranberry Sauce.

	doz.
Anderson's 2s, 2 doz box	2.25
Ten Garden, 2s, gls, 12 box	4.00
Tea Garden, 1s, gls, 24 box	2 25
Cape Cod, 2 lb, gls, 12 box	3 50
Cape Cod, 1 lb, gls, 24 box	2.00
Home Made, 1s, 2 doz box	2 15
do 2s, glass, 1 doz box	1.00

Cottolene.

2's, 5's or 10's, per cs. of 60 lbs	7 80
5 case lots	0 [illegible]
10-case lots	0 [illegible]
25-case lots	0.85
With 2½ cases, 1 case free	6.75
" 5 " 1 " "	
" 10 " 2 " "	

Price $7 50, $7 20, $7.35

Curry Powder.

Cross & Blackwells, 2 oz	1.35
do 4 oz	2.35
Do 8-oz	3.85
Do 16-oz	6.20
East India, Bombay, 16 oz	5 00
East India, Bombay, 8 oz	3.25

Extract of Beef.

Liebig's (Genuine)

	2 oz	4 oz	8 oz	16 oz
doz	1.55	8 50	15.00	29 75

"Rex" Solid.

2 oz., doz	$3 00	8 oz, doz	$13 27
1 oz, doz	7 20	16-oz, doz	24.75

Marshall's

2 oz., per doz	$2.40

Gelatine.

Knox's, per doz	1 20
Knox's, per gross	14 00
Cox's, per gross	12 00
Koch's, per doz	1.10

Ginger (Preserved).

½ doz bttls in cs, per cs. 2.25

Lemon Sugar.

Gilt Edge, 24 ½'s, per doz	1.37½
Gilt Edge, 24 1's, per doz	1 85

Lime Juice.

Tahita, 2/8 oz, per doz	$1 25
Tahita, short measure, 16 oz	1 50
Tahita, full measure, 16 oz	1 75
Tahita, full measure, 32 oz	3 50
Tahita, bulk, gal	1.00

Mushrooms.

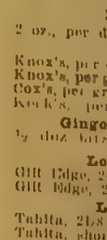
	doz
Le Court, 100 to cs	$2 50
La Forrest, 100 to cs	2 75
Hotel, 100 to cs	2 00
Fancy Stuffed pts	4.00

OLIVES.

OLIVES IN BULK.

	25 gl.	10 gl.	5 gl.	3 gl.
Ex. No 1, Qu'n	1 10	11 50	6 00	4 75
Lge No 1, "	1 00	10 50	5 00	3 25
No. 1 Qu'n	95	9 75	4 75	2 90
No 2 "	85	8 75	4 50	2 85
Manzanilla	70	7 25	3 75	2 40

Extra charge for kegs & barrels



Olives

Mrs. Lee Packing Co.

White Label Queen Olives

28 oz., per doz	$5 50
18 oz., "	3 75
6 oz., "	1 25

Pim-Olas

18 oz 2 doz, per cs, per doz	$5 10
10 " " " " "	3 50

Baby Pim-Olas

10 oz, 2 doz in case, per doz	$2 50
6 oz, 2 doz in case, per doz	1 50

Olive Oil

	Case
½ pints, 4 doz	$3 00
Pints, 2 doz	3 55
Quarts, 1 doz	3 85
22 oz.	9 00

MISCELLANEOUS

Golden Gate, in gal tins, per gal	1 85
" ½ " "	1 85
" ¼ " "	1 90
Pale Grove, pure Cal., qts. dz	7 75
Cooper's qts, ₩ doz	10 00
Cooper's pts, ₩ cs of 2 doz	10.00
Antonini, J. P. B., qts, ₩cs	7.40
Do 1¼ gal tins, ₩ tin	2.90
Duret, qts, pts, ₩ doz ea	6.00 7.00
Lucca, Crosse & Blackwell's qts	7 50
Lucca, Crosse & Blackwell's pts, 2 doz	8 25
Lucca, Crosse & Blackwell's ½ pts, 3 doz	7 25

Salad Oil.

Imported Oil

Quarts, 1 doz in case, per case	$1 50
Pints, 2 " " " "	1 95
½ Pts, 4 " " " "	1 90

Puritan Salad Oil

Quarts, 1 doz in case, per case	2.20
₩ Dozen in Kits, 1 dz qts, per case	1 50
Imitation Lucca, qts	1.90

Paprika.

Gordon Packing Co.

1-16 lb	doz 1.25	½ lb	doz 6 00
⅛ lb	doz	1 lb	doz
¼ lb	doz 4 00	Bulk, lb	

COLUMN 26.

Peanut Butter

Heron's, 2 doz to cs, per dz..2.40

Peels.

Citron, 25-lb box .....
Citron, 10-lb box ..... .14½
Lemon, 25-lb box ..... .13¾
Lemon, 10-lb box 12¼
Orange, 25-lb box 12¾
Orange, 10-lb box 12¾

PICKLES.

Gordon Packing Co.

California—Mixed or Plain.

No. 1, bbls, per gal....$0.20 to $0.27
No. 1, ½ bbls, per gal.. .26 to .29
No. 1, 10-gal keg, p kg. 2.25 to 2.45
No. 1, 5-gal keg, p keg. 1.15 to 1.25
No. 1, 3-gal keg, p keg. .80 to .85
No. 2, bbls, per gal..... .22
No. 2, ½ bbls, per gal..... .24
No. 2, 10-gal keg, per keg..... 2 10
No. 2, 5-gal keg, per keg..... 1 05
No. 2, 3-gal keg, per keg..... .80
No. 3, bbls, per gal..... .14
No. 3, 10-gal keg, per keg..... 1 15
No. 3, 5-gal keg, per keg..... .60
No. 3, 3-gal keg, per keg..... .55

SWEET—"PACIFIC."

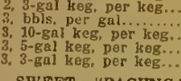
Bbls, per gal 51
½ bbls, per gal. 53
10-gal keg, per keg..... 5.00
5-gal. keg, per keg 2.75
3-gal. keg, per keg 1.75
Square, 1doz ½-gal. per doz.. 2.25
Square, 2 doz ¼-gal, per doz.. 1.60
Square, 4 doz ⅛-gal., per doz 1.25
Round, qts, per doz..... 3 75
Round, pts, per doz..... 2.50
Round, ½ pts, per doz..... 1.75

Crosse & Blackwell's.

Doz.

Mxd Pkls, pat tops, pts..4.15
Mxd Pkles, Pat tops, ½ pt..2.50
Mxd Pkls, corks, pts.....3.95
Chow Chow, pat tops, pts..4.15
Chow Chow, pat top, ½ pt..2.50
Chow Chow, corks, pts....3.95
Onions, pat tops, pts.....4.15
Onions, pat tops, ½ pts...2.50

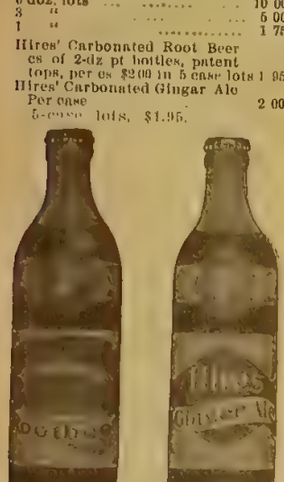
Root Beer



Less 5 per cent. on gross lots

Hires', case of 1 gr..... 20 00
6 doz. lots 10 00
3 " 5 00
1 " 1 75

Hires' Carbonated Root Beer cs of 2-dz pt bottles, patent tops, per cs $2.00 in 5 case lots 1 95
Hires' Carbonated Gingar Ale Per case 2 00
5-case lots, $1.95.



Hires' Rootbeer Carbonated and Ginger Ale empty bottles, if returned to Swobn-Patrick Company, will be received by them at 25c. per case of 2 doz. bottles (with case) Delivered at San Francisco.

Salad Dressing.

Durkee, small, 2 doz, per doz...2.55
Do large, 1 doz, per d.....4.30
Do picnic size, 4 dz, per dz..1.00
My Wife's, 1 dz, 16-oz, case....2.75
My Wife's, 2 doz, ½ pt. cs.3.10

Alpha Salad Cream.

Jumbo, 1 doz to case, per case 4 25
Do large, 2 doz, " " 4.70
Do picnic, 2 " " 2.50

El Paso Manfg. Co.



1653 Mission St.

Manufacturers

Flavoring Extracts
Fruit Juices
Syrup
Salad Dressing
Bluing
Ammonia

Meat and Salad Dressing, doz 90

COLUMN 27.

Saratoga Chips.

(Less 5 per cent)

Boxes, 15 and 30-lb, per lb..$0.20
Cartons, 6-oz, 2 doz in cs, doz 1.30

SAUCES.

SNIDER'S SALAD DRESSING



Pints, 1 doz. in case, doz. $2.75
Hlf-Pts, 2 doz. in case, doz. 1.75



Snider's Oyster Cocktail S'ce pints, 2 doz to c'se, doz .2 40

Same gallon jugs, 6 to case, per gal..... 1 30

Snider's Chili Sauce, pints, 1 doz. to c'se d z 2 40

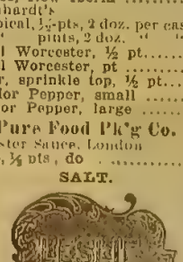
Same, half pts 2 doz to c'se doz 1 45

Bayle's Tabasco Pepper Sauce, in cases, 6, ½-doz. boxes, per doz. $3 00
boxes of 12 bottles, per doz.... 3.50
Holbrook's W'cestershire, ½'s.2.40
Do pts. 4.00
Do qts. 7.25
*Lea & Perrin's Worcestershire, sma" 2.75
*Lea & Perrin's Worcestershire, medium 5.00
*Lea & Perrin's Worcestershire, large 8.25
*5 cases 5c ₩ doz less.
Ban-ki-por, ½ pts, 2 doz case, per doz 2.40
Ban-ki-por, pts, 1 doz case....3.80
Tobasco, McIlheny 4.10
Tobasco, New Iberia 3.50
Braunhardt's
Tropical, ½-pts, 2 doz. per case 1.50
" pints, 2 doz. " " 8.10
Bengal Worcester, ½ pt..... .55
Bengal Worcester, pt 1.05
Pepper, sprinkle top, ½ pt....2.00
Superior Pepper, small ..... .75
Superior Pepper, large 1.50

Pure Food Pk'g Co.

Worcester Sauce, London Club, ½ pts, do ..... .75

SALT.



LESLIE SALT.

Free Running—

Cartons, 20 5s.....$ 2.50
Cartons, 24 3s..... 2.00
Cartons, 48 2s..... 2.75
Caddies, 60 2s..... 3.25

Velvet Grain—

Bales, 75 2s.....$ 1.50
Bales, 60 3s..... 1.50
Bales, 40 4s..... 1.50
Bales, 30 5s..... 1.50
Bales, 15 10s..... 1.50
Bales, 8 20s..... 1.50
50-lb sacks, per ton..... 18.00

H. R. H. Liverpool.

Bales of 75, 2's, per bale..... $1 25
Bales of 40, 4's, and 15 10's.... 2 00
Bags, 200s (50s 5s), per ton.. 7 50

Rock Salt.

Half-Ground, 100-lb sacks, per ton .....$ 3.75
Stock, 100-lb sacks, per ton. 3.50
Liverpool Lump, per ton 13.50
Cal. Table and Dairy, pr bale. 1.05
Cal. Table and Dairy, 50's, per ton 6.25

Package Salt.

Shaker Salt, per doz..... $0 90
R. S. V. P., 3", 24 to cs, p. cs. 2.25
R. S. V. P., 5's, 20 to cs, p. cs. 2.75

Celery Salt.

Mertens, 1 doz in box..... 1.05

Sauerkraut.

Barrels, per lb ..... .02¾
½ bbls ..... .03
¼ bbls 03¼
3-gal kegs, per keg..... 90
5-gal kegs, per keg. ... 1.15
10-gal kegs, per keg ... 2 25
2-lb tins, 2 doz in cs, doz .. 1 35
2½-lb tins, 2 doz in cs, doz . 1 60

COLUMN 28.

SOUPS.



CAMPBELL'S (1-lb. Condensed). Packed 48 1-lb. cans to case. Straight cases of any variety, or following assortment:

8 Tomato, 6 Vegetable, 4 Ox Tail, 3 Mock Turtle, 3 Chicken Gumbo, 2 Tomato Okra, 1 Julienne, 2 Beef, 2 Consomme, 2 Pea, 2 Celery, 2 Vermicelli-Tomato, 2 Clam Chowder, 2 Mutton Broth, 2 Bouillon, 3 Chicken, 2 Mulligatany.

Price, per doz, any variety...$0.90
Special on 5 case lots..... .85

Miscellaneous.

Anderson's Asstd, per doz.... .90
Anderson's straight, per doz.. .90
Snider's Tomato—3 lb tins 2 doz. in case, per doz. $2.60

Same—2 lb tins 2 doz. in case, per doz. $1.85

Van Camp's asstd, per doz.... .90
Van Camp's straight, per doz. .90

SPANISH DELICACIES.

Specialties of the
Spanish-American Food Co.
149-155 Fremont St.
Medal Goods. Paris Exposition.
IXL BRAND



	Doz.
Beef Tamales in key op. cans	.90
No. 1 Boneless Chicken Tamales in key-op. cans	1.60
No. 2 Not Boneless Chicken Tamales in key op. can	1.00
Extra Special Boneless Tamales in key op. cans 1.60	
Chili Con Carne, 1 lb.....1.20	
Enchiladas, in key-opener cans 1.20	
FRIJOLES, 1 lb	.90
Minced Tripe, Spanish style, 1 lb	1.25
Concentrated Soup. pts., 19 varieties	.90
Concentrated Soup, qts., 19 varieties	1.85
Minced Deep Sea Clams, 1 pt.	1.00
Minced Deep Sea Clams, 1½ pt	1.65
Clam Juice, 1 pt.....	.95
Clam Juice, 1½ pt.....	1.50
Cal. Baked Beans, tomato sauce, 1 lb., 4 doz in case...	.85
Cal. Baked Beans, tomato sauce, 2 lbs., 2 doz to case ...	1.35
Cal. Baked Beans, tomato sauce, 3 lbs . 2 doz to case...	1.75
Chili Beans (Tamale Sauce) 1 lb, 4 d z to case.....	.85
2 lb, 2 " "	1.35
2 lb, 2 " "	1.75
Deviled Oysters, for Sandwiches 4 doz to case	1.40
Pate Chicken Liver for sandws. 4 doz. to case.....	1.40
Macaroni and Cheese, with Tomato sauce, 1 lb, 4 dz. cs..	.90

Truffles.

Rilhac, 100/¼'s, per doz.....12.00
Rilhac, 100, 1-16's, per doz..... 3.00
La Forrest, 100/¼'s, per doz..17.00

Vinegar.

	¼ Bbl.	10 bbl.	5 gal.	$ gal.
30 grain	08	10	1 15	65 50
40 grain	10	12	1 35	75 60
50 grain	12	14	1 70	90 80
60 grain	14	16	2 00	1 10 95
80 grain	16	18	2 65	1 50 1 25
90 grain	18	20	3 50	1 85 1 65
100 grain	20	22	3 85	2 00 1 85

Hammond's Vinegar.

Salad, qts, per doz 1.25

Yeast Cakes.

Great Western 1.00
Gillett's Magic 1.20
Yeast Foam 1.20

J. M. Cline Co.

29 Market St., S. F., Cal.
Worcestershire, ½ Pts, doz .90
Worcestershire, Pts doz..1 65
Worcestershire, Bulk, gal .1.00
(Discount for Quantities.)

COLUMN 29.

Department 19.

GROCERY SUNDRIES.

Axle Grease.

H. & L., per case.....$1.50
C. & S., 2-doz case, per case... 2.00
" 5 cs lots 1.95
" 10 cs lots 1.85
Frazer's, 2 doz tins, per case..2.25
Frazer's, 4 doz wd, per case... 3.60
Frazer's, 15-lb pails..... .85
Mica, 3 doz tins, per case..... 2.50

Paper Bags.

Automatic, Self-opening, 500 in pkg. List.

¼-lb ..... $1.00 8-lb 4.80
½-lb ..... 1.20 10-lb 5.20
1-lb ..... 1.60 12-lb 6.30
1½-lb ..... 1.70 14-lb 8.30
2-lb ..... 2.00 16-lb 9.00
3-lb ..... 2.50 20-lb 10.00
4-lb ..... 2.90 25-lb 11.00
5-lb ..... 3.40 30-lb 13.00
6-lb ..... 4.00 35-lb 15.00
7-lb 4.40

Discounts from above List:
***(Cheapest).....50 pct and 5, 10's
Eagle or Equal....50 pct and 2, 10's
White Fibre, or any white bag, ...50 pct and 1, 10's
Mikado (striped) .....40 pct
Sugar Bags, broad bottom, lb....06
Lion, 40 per cent and 1....1.10

Bluestone.

Barrels, per lb (5 bbls 5½c) .$0.05⅝

Bathbrick.

Bristol, 2 doz, per case (25 case lots 67½c) $0.70
Powdered, 20 1's, per case 1.15
Powdered, 40 ½'s, per case 1.25

CANDLES.

Adamantine.

Schneider's 10 oz, 20's.....$0.07
Schneider's 12 oz, 20's..... .08½
Schneider's 14 oz, 20's..... .09½
Parafine, 20 1 lb. cakes...1.90
do, 5 bx. lots.....1.80
do 40 1 lb cakes.....3.80
do 5 bx lots.....3.65
do 100 1 lb cakes.....9.50
do 5 bx lots.....8.50
P. & G. Adamantine, 10 oz. 8¼
do 12 oz. 9¼
do 14 oz. 10½
Yacht Club Quartz Candles 20 sets 14 oz..... .10
40 sets 14 oz. ..... .09¾

Stearic.

Schneider's 14 oz 20's or 40' .12
Schneider's 16 oz 20's or 40's. .13½

Paraffine, Etc.	Per lb.
4s, 6s, in cartons of 36-lb bxs.	10¼
12s, in cartons of 36-lb bxs....	10¾
½-lb, in cartons of 25-lb bxs...	10¼
1-lb, in cartons of 25-lb bxs....	10¼
Colored 1c higher.	
Beeswax, pure for churches..	40
Do No 2.....	30
Do No. 3.....	25
Christmas, all sizes.....	8 8½
Do holders, ₩ gross.....	85
Wax Tapers, ₩ doz pkgs (₩ gross 8.00).....	65 75
Night Lights, German, on pap & wd, (doz 40).....	65
Do French, on tin, doz..	.50, .75, 1.10

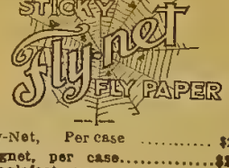
Cordage.

Basis price; Manila 14½c. Sisal 9¾c (5,000 lbs ¼c, and 10,000 lbs ½c less.)

Egg Food.

Pratt's, 36-oz, 2 doz in cs....$2.25
Wellington's, 1-lb, 2 doz box.. 2.00

Fly Paper.



Fly-Net, Per case $2.60

Magnet, per case.....$1.50
Tanglefoot, per case.....2.90
Tanglefoot Holders, per case of 50 ..... .75

Fruit Jars.

Mason's, pts, per gr..... 5.50
Mason's qts, per gr..... 6.25
Mason's, ½ gals 8.50

Fruit Jar Caps.

Porcelain, 6 doz to box, per bx 1.05

Fruit Jar Rubbers.

No. 1 white, per lb..... 50-60c
"Gold Seal," cartons, per gr.. .75
"Badgers," cartons, per gr.... .60

Hops.

No. 1, ¼ lb, 30-lb. box, lb..... .28
No. 1, ½ lb, 30-lb box, lb..... .28
No. 1, 1 lb, 30-lb box, lb..... .28
Less than 30-lb boxes..... .29

Horseradish.

¼-pts, 2 doz in box, doz..... 1.10
Pts, 1 doz in box, per doz.... 1.50
Qts, 1 doz in box, per doz..... 2.75
Bulk, per gal ..... .75

Glue.

Le Page's, 1 oz, per doz..... .75
Le Page's, 2 oz, per doz..... 1.15
Le Page's ½-gill tins, per doz. 1.20
Le Page's, 1-gill tin, per doz.. 1.60
Standard, small, per doz..... .50

COLUMN 30.

EUREKA INSECT EXTERMINATOR.



Manufactured by
Jos. Pusch, 525 Front Street, San Francisco.

10c size, doz ..... .75
25c size, doz 1.75
60c size, doz 4.50
1.00 size, doz 8.00

Harmless to persons or animals; does not irritate the skin or injure the eyes.

MATCHES.

Metropitan, full count, per tin.$1.15
Universal, shrt count, pr tin .85-.90
Boys' block pap pkg, per doz .10
Swedish Safety, per gross..... .80
Swedish wind, 1 gross..... 85
Vulcan Parafine, 65s, ₩ gross (50 gross 50c) .....50 .55
Japanese Safety, per gross..... .50
Squirrel Matches, 55s, per gross .43
Ship Safety Matches, la ge, gross .75
" " small, " .65

Diamond Match Co.'s.

Anchor, 200 ..... 1.70
..Do 500s..... 3.75
G. G., 60s..... 2.50
S. & C., 300s..... 3.30
Red Top Safety 3.25
S. & C., Eastern Parlor, 80s.... 4.25
Do 5-case lots 4.00
Butterfly Wax, 500s..... 8.00
Press, 100s, 5-gross cs..... 4.75
Do 5-case lots 4.50
Little Star, per cs..... 2.20
Do 5-case lots 2.00
Search Light, 500s, large 1 gr.. 4.75
Do 5-case lots 4.50

Paper, Wrapping.

Butter, White, ₩ ream..... 20
Do Waxed ₩ ream..... 25
Manilla, No. 2, roll, any sz, lb....3½
Manilla, No. 1, rolls or reams, ₩ lb..... 5
Straw, ₩ ream..... 70
Do rolls any size, ₩ lb.... 3¼
Drab, ₩ ream..... 60
Do rolls any size, ₩ lb.... 2¾
Metropolitan White Fibre Rolls, per pound 4

Paper, Toilet.

Columbia, in rolls, 7 oz, per cs of 100 .....2.75
Royal, 100 rolls of 500 shts....4.00
Pilot, 100 tablets of 500 shts..3.75
Golden Eagle, 100 tablets of 1,000 sheets 8.00

Polishes, Shoe.

Mason's.

Mason's Colt-Coron-Ide Per gross $4.70; per doz. 40c

Mason's Paste Stove Polish Per gross $4.70; ¼-gross $1.20

Mason's Challenge, per doz .... .40
Mason's Challenge, per gross... 4.70
Challenge Shoe Dressing, small per doz..... $ 75
" large " " 1 50
Russett Comb'n. shoe Dressing small, per doz 75
" large, " " 1 50
Black Comb'n Shoe Dressing small per doz 85
Patent Leather Polish, per doz 50
Mason's, No. 4 45
" " per gross 5 20
" No. 3 per doz 35
" " per gross. 3 40
" No 2 per doz 30
" per gross..... 3 00
" No. 1 per doz..... 25
" " per gross 2 80

Scott & Gilbert Co.

Manufacturers.
202 Davis Street San Francisco, Cal.



In 3 dozen cases per

Alaska Seal Oil.... 20 00
Top Notch 15 00
Russian 12 00
Boss..... 9 00

COLUMN 31.
Bixby's.



Jet Oil.....per doz. 85
Jet Oil, 3 doz. in box, with Marvel Brush Free..... 2 55
Royal Polish ..... per doz. 85
Royal Polish, 3 doz. in box, with 8 pkgs. 5c Carpet Tacks free. 2 55
Shoe Satin, Small Comb, per doz. 80
Shoe Satin, Large Comb, per doz. 1 25
No. 5, Shoe Satin Paste, per doz. 40
No. 10, Shoe Satin Paste, p doz 85
Satinola, small Comb..... 80
Satinola, Large Comb 1 25
No. 5, Satinola Paste..... 40
No. 10, Satinola Paste..... 85
"BBB" Blacking Size M. 3 dz. in box ..... } 1 25
½doz. paste free
"BBB" Blacking, Size B. 3 doz. in box .... } 2 50
1 doz. paste FREE ....

Polish, Stove.

Rising Sun, large pkg, ₩ gross. 6.25
Do 5-gross lots, ₩ gross. .6.00
Do Small pkg, ₩ gross....4 25
Sun Paste, large, ¼ gross, per gross 3.00
Sun Paste, small, ¼ gross, per gross 5.00
Enameline, No. 4 tins, ₩ gross. 5.00
Do No. 6 tins, ₩ gross.....8.25
Do Liquid, pt-tins, bx 3 doz. 2.25

Polish, Metal.

Electro Silicon, 1 gr in case, per doz ..... .80
Brilliantshine, ½ pts, per doz.. .90
Brilliantshine, pts, per doz.... 1.70
Brilliantshine, qts, per doz.... 3.10

U. S. Metal Polish.



	Doz.
POLISH	
Qts.	$3 00
Pts.	1 70
½ Pts.	90
PASTE	
1lb.	$3 00
½ lb	1 75
3 oz.	50

Barkeepers Friend powder gr. $18.00

U. S. METALLIC POLISH PASTE is put up by a Practical Chemist; also in Liquid Form. Free from Acid or Grit. 20 years in the Markets of the World. **J. T. WILSON,** Pacific Coast Agt., 1770 15th St., S. F. For sale by all dealers. Also the Barkeepers' Friend Cleaning Powder.

Rope.

Manila, 1¼-in. cordage ..... .15
Sisal, 1¼-in. cordage ..... .10¾

Seeds.

Anis 14½
Canary 7 7½
Caraway 8 10
Celery 15
Coriander 15
Cumin 13
Flax, ground 4
Flax, whole 3¾
Hemp, sacks 4½
Millet 6½
Mustard 5½
Poppy (Or. sks 9¼)..... 10¾
Rape, Cal..... 4½
Bird gravel, 40 2s. 2.00
Bird Seed Mixed 48—1-lb. pkg 7½

Original sacks ½c less.

Sheep Dip.

Little's, 10½-gal tins, per gal $1.05
Little's, 5-gal drums, per gal.. 1.05
Smith's, 10½-gal tins, per gal. .95
Smith's, 5-gal drums, per gal .95

Twine.

Cotton, 4 ply, 100-lb bls, per lb 21
Do 3 ply, 100-lb bls, per lb.... 21
Do 2-lb cones, per cone..... 48
Hemp, 8-oz balls, per 3-lb pkg.. 70
Do, 4-oz. balls, per 3-lb pkg. 75
Do 2-oz balls, ₩ 3-lb pkg. ...
Sack, 4 ply, 12-lb pkgs, per lb. 33

Wax.

Fruit, 25 1-lb pkgs, ... 90
Japan, per lb..... 30
Beeswax..... 35

Wax Strings.

12 in. 10 pkg. 100 stgs. each.. 1.0
14 in. 10 pkg 100 stgs each.. 1.00

COLUMN 32.

Department 20.

WOOD AND WILLOW WARE

AXE HANDLES.

Ex, 36-in., doz.....$2.25
No. 1, 36-in., doz..... 1.75
No. 2, 36-in., doz..... 1.25
No. 3, 36-in., doz..... 1.05
Ex, 38-in., doz..... 4.00
Ex, 40-in., doz..... 4.25

BASKETS.

	Per Doz.
Cal., Open, Spruce, No. 3..	.60
Cal., Open, Spruce, No. 4..	.50
Cal., Open, Spruce, No. 5..	.84
Cal., Satchel, Spruce, nest, 0-5	1.10
Cal., Satchel, Spruce, nest, 1-5	1.00
Cal., Satchel, Spruce, nest, 1-41	.71
German market, nest of 4	1.25
Clothes, Oval, Wil., No. 0.	6.50
Clothes, Oval, Wil., No. 1.	6.00
Clothes, Oval, Wil., No. 2.	7.50
Clothes, Oval, Wil., No. 3.	9.00
Clothes, Oval, Wil., nest 4...	3.17
Japanese Telescope, nest of 5, size 18x12x7.....	1.10
Same, size 20x13¼x7.....	1.50
Same, size 24x15x10	2 10

BOWLS, WOODEN.

	Per Doz.
Maple, No. 1, 11-inch.....	.75
Do No. 2, 13-inch.....	1.50
Do No. 3, 15-inch.....	2.75
Do No. 4, 17-inch.....	4.25
Do No. 5, 19-inch.....	5.75
Do No. 6, 21-inch.....	7.50
	Per nest.
Maple Nests, 3, 13, 15, 17-inch	.71
Same, 4, 13, 15, 17, 19-inch	1.20
Same, 5, 13 to 21-inch...	1.81

BROOMS.

	Per Doz.
Patent Cap, No. 1.....	3.80
Patent Cap, No. 2.....	3.60
Patent Cap, No. 3.....	3.35
Extra Patent, No. 1.....	3.85
Extra Patent, No. 2.....	2.60
Extra Patent, No. 3.....	2.40
Ladies' Pride, No. 1.....	2.85
Ladies' Pride, No. 2.....	2.60
Ladies' Pride, No. 3.....	2.40
Little Beauties	3.00
Ladies' Delight	2.80
Toy, 2 strings..... .90	1.35
Wisp, 2 strings ..... .90	1.25

BRUSHES.

	Per Doz.
Dust	2.00 12.00
Scrubbing	.55 3.00
Dandy	1.50 5.75

Shoe Brushes.

No. 1, black tampico	1.10
No. 2, bristles	1.65
No. 3, white bristles	1.75
No. 4, bristles	2.00
No. 5, white bristles	2.25
No. 6, horse hair	2.70
No. 7, bristles	3 90

Stove Brushes.

	Per Doz.
No. 1, tampico, handles...	90c-$1.10
No. 2, bristles, handles.....	1.35
No. 3, tampico, handles.....	1.85
No. 4, bristles, handles.....	3.25

Ox Fibre Brushes.

	Per Doz.
Scrub, T. & B., 9x2½ in face	.80
Do Hub, 10x2¾ in face.	2.00
Do Magic, 7½x2 in face	1.10
Do Owl, 6½x1½ in face	.85
Do Cat, 10½x2½ in face	1.50
Do Rat, 8½x2½ in face	1.25
Do Mouse, 6¼x2½ in fa	1.00
Do Alligator, 10½x2¾ in face	2.25
Do Goose, 8¾x2¾ in fce	2.00
Do Duck, 6½x2¾ in fce	1.50
Stove, Hustler, 8½x2½ in face	2.25
Sink, Bell, 3½x2½ in face	1.40
Sink, Gong, 4¾x3¾ in face	2.25
Horse, Pointer, 10x3¼ in face	3.00
Creamery, Jersey, 9x5 in face	3.25
Creamery, Holstein, 9½x5¼ in face	3.50
Dust, Peacock, 10½x4 in face	2.25
Hand, Windsor, 4½x1¼ in face, per gross.....	6.00
Whitewash, Snowstorm, 9-in., per doz.....	2.00
Same, 8-in., per doz.....	1.75
Same, 7-in., per doz	1.50

CAN OPENERS.

Diamond, per doz $0 75
Crown, per doz 1 25
Scissors, per doz 2 25

CARPET SWEEPERS.

Bissells, per doz 25.00 to 27.00
King, per doz 24.00

CHEESE SAFES.

Round, No 1, 10-in. $2 20
Round, No 2, 22-in 2 25
Round, No 3, 24-in 2 70
Square, each 4 00

Clothes Line.

Hemp, 40-foot, per doz	$0 80
Hemp, 60-foot, per doz	1 25
Cotton, 40-foot, per doz	90
Cotton, 60-foot, per doz	1 50
Cotton, 72-foot, per doz	1 75
Manila, 40-foot, per doz	1 25
Manila, 60-foot, per doz	2 20
Sash Cord, 70-foot, per doz	1 75
Sash Cord, 80-foot, per doz	2 00
Wire Cord, 50-foot, per doz	1 65
Wire Cord, 75-foot, per doz	1 60
Wire Cord, 100-foot, per doz	2 75

COLUMN 33.

Clothes Line Pulleys.

Galv. Iron, per doz $0 65

CLOTHESPINS.

Common, per bx of 5 gross .65
U. S. Patent Spring, per gr .60

COFFEE MILLS.

Enterprise, Family, No 1, doz $2 50
Enterprise, Family, No 2, doz 3 50
Enterprise, counter, ea.. 5.50 35.00

CORKS.

Wine, pt size, per M $4.75
Wine, qt size, per M..... 5 25

Demijohns.

(Less 40-10-5 per cent discount.)
¼-gal., doz..$3 25 2-gal., doz $10 50
½-gal., doz.. 4.50 3-gal., doz. 13.50
1-gal., doz.... 6.50 5-gal., doz 19.00

Dust Pans.

No. 1 Japan, doz..... 67
Covered, doz 1 14
Janitor, doz 2 25

Dusters.

China, fancy colored, doz ..... .75
Standard Turkey, No 10, doz. 1 50
Standard Turkey, No 12, doz 2 00
Standard Turkey, No 14, doz.. 2.60
Standard Turkey, No 16, doz.. 3.15
Standard Turkey, No. 18, doz.. 3.75

DOOR MATS, COCOA.

	Per Doz.
Light, No. 1, 14x24.....	4.00
Do No. 2, 16x27.....	5.50
Do No. 3, 18x30.....	7.25
Do No. 4, 20x33.....	9 00
Medium, No. 1, 14x25	5 25
Medium, No. 2, 16x27	6 75
Medium, No. 3, 18x30	8 50
Medium, No. 4, 20x33	10 25
Extra, No. 2, 16x27	9.50
Extra, No 3, 18x30..	12.50
Extra, No 4, 20x33	15 00
Extra, No. 5, 22x36	18 00
Keystone Steel Mats.....	

Faucets.

Cork lined, No. 1, doz..	$0 60
Cork lined, No. 2, doz.	75
Cork lined, No 3, doz	90
Cork lined, No. 4, doz	1 25
Cork lined, No. 5, doz .	1 50
Molasses Gates	$0 75
Self-Measuring Faucets each	2 00
Syrup Pumps (Enterprise) ea	5 75
Syrup Pumps with nipple, ea	6 00

Ironing Boards.

4-ft., per doz 1 50
4½-ft., per doz 1 75
5-ft., per doz 5 75
5½-ft., per doz 6 75

LAMP CHIMNEYS.

XX Eureka Grade.
Eureka Crimp Top in Cartons.

	Per Doz.
No. O or E, 6 doz. in case	.75
No. 1 or A, 6 doz in case	.75
No 2 or B, 6 doz. in case.	.95

Eureka Electric.
In Cartons.

No 2, 6 doz in case, per doz 1.00

Lantern Globes. per doz
Packed 5 doz in case 70

Eureka Rochester.

	Per Doz.
No. 1, 6 doz in case ..	.85
No 2, 6 doz. in case ..	1 05
No 3, 6 doz in case	2 10

Macbeath Pearl Top.

No. 1 or A, 6 doz. in case. .85
No. 2 or B, 6 doz. in case. 1.05

La Bastie.
Heaviest and best in market.

	Per Doz
No. A. plain bulk, 6 doz. in case	1.20
No. B, plain bulk, 6 doz in case	1.50
No. A, crimp bulk, 6 doz. in case	1.30
No. B, crimp bulk, 6 doz in case	1.60

Common Chimney.

	Per Doz.
No 0 or E, 6 doz. in case.	40
No 1 or A, 6 doz in case .	45
No 2 or B 6 doz in case.	65

Common Rochester.

No. 1, 6 doz in case	.80
No. 2, 6 doz in case	90
No. 3, 3 doz in case	2.00

Lamp Burners.

0 or E, per doz $0 50
1 or A, per doz 60
2 or B, per doz 4 75
(Blaze 0 to 12 collar tube B wick)
Solar Burner, doz 1 50

LEMON SQUEEZERS.

Ball, per doz .....
Glass, No 1, per doz .....
Glass, No. 2 (for oranges) doz

MOPS AND HANDLES.

	Per Doz
9-lb Mop	1 20
12-lb Mop	1 60
Patent Mop Handles	1 00
Plain Mop Handles	90

PAILS.

	Per Doz.
Wood, painted, 3 hoops	2 75
Wood, varnished, 3 hoops	2 95
White Cedar, 3 galv hoops	3 75
Flaxe	3.50
Galvanized 10 quarts	2 25
Galvanized 12 quarts	2 75
Galvanized 14 quarts	3 25

SHELF PAPER.

	Per gross
Narrow, assorted colors.	.12
Wide assorted colors....	15

COLUMN 34.

TUBS.

White Cedar—No. 0, 13.00; No. 1, 10.50; No. 2, 9.00; No. 3, 8.00

Painted or varnished—No. 0, 11.10, No 1, 9.60, No. 2, 8.40; No 3, 7.20

Fiber No. 0, 18.00; No. 1, 14.50, No 2, 12.50; No. 3, 11.00.

Galvanized No. 1, 5.00, No 2, 6.20, No. 3, 7.00.

WASHBOARDS.

	Per Doz
California, regular size .	1 80
California, small	.90
Stars	2.75
Bronze	3.50
Good Enough	2.25
Anchor, single	1.90
Nameless	2.25
Peerless, double	3.50
North Star	3.50
North Star, protector....	4.00
Crystal Glass	3.75
Misses	1.50
Toy	.90

WICKING.

	Grs
Lamp, 0 or E, ⅝-in.	$0 35
Lamp, 1 or A, ¾-in	45
Lamp, 2 or B, 1-in	65
Lamp, 3 or D 1½ in .	1 00
No 1 Rochester .	2 25
No 2 Rochester .	2 75
No. 3, Mammoth .	3.00
Junior Rochester .	10 50
Stoves, ¾-in	1.75
Stoves, ⅞-in	2.00
Stoves, 1-in	2.40
Stoves, 4-in	2 75
Stoves, 4½-in	3 00
Stoves, 5-in	3 50

WRINGERS.

Wood Frame Novelty.

Two top screws; iron tub clamps.

	Per Doz.
No 350, 10x1¾ in	27.00
No 351, 11x1¾ in	36.00
No 352, 12x1¾ in	42.00

One top screw; wooden top clamps

No 360, 10x1¾ in.....	31 00
No 361, 11x1¾ in.....	36.00
No 362, 12x1¾ in.....	42.00

Ball Bearing.

No 380, 10x1¾ in .	40.00

MISCELLANEOUS.

Barrels, paper, 100 lbs, en	.80
Barrel pa 20 ll	65
Barrel Covers, 12 in (flour	
Barrel Covers, 14-in (sugar barrel size), per doz	2.70
Bellows, fiber, 12 in., pr dz	2.25
Bellows, fiber, 14½-in., per doz	2.50
Brownie, per doz	1 15
Butter Ladle, plain, doz....	45
Butter Ladles, clays, doz	85
Butter Spades, doz	40
Dishes, wood 1, 2 and 3 lb, per 100.....	2.20, 2.80, 3 90
Dishes, wire end.....	1.35, 1.80, 2.30, 2.85, 3.25
Egg Beaters, Dover.....	1.00
Lemon Squeezers, fiber, dz	1 25
Measures, tin, 1 gal. and funnel	1 25
Lanterns, O Tubular, doz	5.25
Lantern candle frame only doz	1 00
Lantern Candle, with chimney, doz	1 75
Lantern globes, in bbls 70@95	
Mouse Trap, 1 to 6 holes, doz., 6 holes	.60
Trap... mouse, "Does it easy" doz	2
Trap... rat "Blizzard" doz	1
Tubs, Eggs per doz	5
Oil Cans, 1 gal. cush., per doz	1 50 1
Oil Cans, 1 gal., galvanized iron	1
Oil Cans, 5 gal., galvanized iron	6.00
Potato Mashers, per doz 45@75	
Rolling Pins, per doz 1.20 and 1 45	
Spoons, wooden...30c, 37c	.65
Step Ladders, each, per ft	17 40
Tubs, fiber, 2 hoop doz	7
Tubs, Compass, 2 hoop doz	11
Tubs, fiber, 3 hoop doz	65
Tubs, Cedar, painted or varnished ea	90
Toothpicks, per case, 110	2 25
Tubs, Fiber, 2 hoop, doz	2 00
Tubs, Fiber, 3 hoop, doz	3 10
Pails, fiber, 12 inch	6.00
Pails, fiber, 11 inch	4.75
Pails, fiber, 9 inch	4.00
Pails, [illegible]	90
Pails, [illegible] doz	1 75
Pails, [illegible] doz	2 60
Pails, [illegible] doz	2 25

STATIONERY.

Blank Books.

Counter, 48-leaf . .....$	70
Counter, 96-leaf	75
Counter, Ledger, per [illegible]	
Pass Book 100	40
Pass Book 200	75

Writing Paper.

	Ream
Commercial Note, ruled	45@ 75
Commercial Note, plain	45@ 75
Letter, 16 lb ..... oz	50@1 50
Cap, 12 lb ..... oz	1 00@1 50

COLUMN 35.

Envelopes.

	Per M
XX, 5-in.	1.00@1.50
XX, 6-in.	1.10@1 60
XXX, 10 in.	2.80
XX, 4-in., Baronial, cream or white	1.40@1.80
XX, 5 in., Baronial cream or white.....	1 60@2.00

Inks.

Scott & Gilbert Co.,
Manufacturers,
302 Davis St., S. F., Cal.

SUNSET BLUE BLACK



	Gross
Cones, 3 dozen case	$4 50
2 oz. round studs 3 dz..	4 50
	doz.
4 oz. round studs, 3 dz	75
½ pints, 2 doz case..	1 25
Pt tin, 2 doz. in case	2 00
Quarts, 1 doz. in case	3 50
	gal.
5 gallon kegs	70
10 gallon kegs	60
Barrels	50
Assorted colors,	doz.
1 oz. stands, any color	50
2 oz. stands, any color	75

BLACKSTONE MFG. CO.
1960 Howard St., S. F., Cal.



	Gross
Cones, 4 doz to ca	$4.75
2-oz., Rnd Cylndr, 3 doz to ca..	3.00
3 oz, Rnd Cylndr, 3 doz to ca	3.75
4 oz, Rnd Cylndr, 3 doz to ca..	4.50
	Doz
8 oz, Rnd Cylndr, 2 doz to ca..	1.75
16-oz., Rnd Cylndr, 1 doz to ca.	2.00
Full qts., Rnd Cylndr, 1 doz to ca	3.75

Above price are for Jet Black, Blue Black, Green, Blue, Violet and Carmine Inks.

(Copying Inks 10 per cent addtional)

Miscellaneous.

Cutters on Stafford blk cylinder, gross	4 50
Sanford's 1 oz, black cylindrical, doz.	60
Sanford's ½ pt. doz.....	1.75@2.00
Sanford's pts. doz	3 00@4 50
Sanford's qts. doz	5 00@7 50

Lead Pencils.

	Gross.
Plain cedar	90
Black polished	1 10
Cedar rubber tip	1 00
Red poll hed, metal rubber tip	1.50@1 50
Carpenters	1 75@2 25
Eagle Automath, doz	$5.50 00
doz	40@1 80



Mucilage

Scott & Gilbert Company
Make 302 Davis Street
San Francisco, Cal

WE MAKE EXTRA HEAVY

	doz
2 oz cones, 3 doz to ca	.75
4 oz cones, 3 doz. ca	75
½ pints 1 doz case	2 00
Pints, 1 doz. in case	3 50
Quarts, 1 doz in case	7 00
Gallons, ½ doz. ca	20 00

Blackstone Mfg. Co.
1960 Howard St. S. F., Cal.

	Gross
2 oz Cones, 3 doz to ca	$4 00
2 oz cylndrs 3 doz to ca	5 75
	Doz
2 oz round 2 doz to ca	1 75
16-oz, round, 1 doz. to cs.....	3.00
Full qts, 1 doz to ca	5 00

Bulk quotations 5, 10 and 20 per cent on application

Steel Pens.

	per gr. Gross
Railroad, 1 gross in box	$0 40
Pen No 417	40
Falcon	40
[illegible]	90
Easy Writer	50
Extra Fine	45
Eagle	45
Railroad Stub	40
Ladies' Falcon	40
School	40
[illegible]	35
Gillotts No 404	50
Gillotts No 303	1.00

COLUMN 36.

Department 21.

DRUGS.

Acid, Carbolic, 2-oz doz ... $1.50
Alcohol, 95 pct, cas, gal ... 2.85
Aloes, cape ..... lb ... .20
Alum, lump (powdered 6 @ 8) ..... lb .03 .04
Ammonia, carbonate.. lb ... .18
Arrowroot, Bermuda, ¼-lb, 12 in box, per lb.... ... 32
Bark, Cassia ..... lb .15 .18
Bark, Cassia, powd... lb ... .25
Bark, Elm, slippery, ⅛s and ¼s..... lb ... .40
Bark, Sassafras ..... lb ... .25
Bay Leaves .... .15
Bay Rum ..... gal ... 2.75
Carbon, Bi-sulp, Last., 1-lb bot ..... lb ... .35
Carbon Bi-sulp, Wheeler's, 1-gal can..... ... 1.35
" " ....5-gal ... 4.25
Cobalt (powd) ..... lb ... .30
Copper, Sulphate (bbl. 5½c) ..... lb .07 .09
Copperas, by bbl. 1¼c. lb .03 .06
Cuttle Bone ..... lb ... .40
Epsom Salts ..... lb .03½ .05
Glycerine, 2-oz ..... doz ... 1.50
Gum Aloes ..... lb ... .20
Gum Arabis, sftd sts lb ... .35
Gum Asfœtida ..... lb ... .50
Gum Camphor ..... lb .93 .96
Lampblack, papers ... lb .12½ .16
Lime, Chloride, lb cartons ..... doz ... .90
Lime, Chloride, 40-lb cans ..... lb ... .04
Lozenges, Licorice, Y. & S. ..... lb ... .30
Lozenges, Peppermint, extra strong ..... lb ... .50
Lozenges, Potass, Chlorate ..... lb .35 .40
Lozenges, Potass, Chlorate ..... doz ... 75
Magnesia Carbonate, lb ... .25
Manna Flake, small, lb ... .60
Moss, Irish .... .15
Oil, Sperm ..... gal ... 1.00
Oil, Sewing Machine, dz ... .75
Paregoric ..... lb ... .70
Paregoric, 2-oz bot, doz ... 1.50
Paris White ..... lb ... .08
Paris Green ..... lb .19 .25
Phosphorus, 1-lb can. lb ... .85
Phosphorus, 1¼-lb can. lb .. .95
Phosphorus, ¼-lb can. lb ... 1.05
Quinine, 1-oz vials... oz ... 40
Quinine, 5-oz cans.... oz ... 35
Root Licorice ..... oz ... .15
Rosin, small lots .... .04
Root Rhubarb, E. I.. lb 1.25 1.50
Saltpetre (original bbls. 7c) ..... lb .10 .12
Salts, Epsom ..... lb .05 .06
Salts, Glauber ..... lb ... .04
Salts, Soda by bbl, 1½ c ... ...
Sand, bird ..... lb ... .04
Sand, bird, in crtns, dz ... .75
Sodium, bi-carbonate, keg, 2½c ..... lb ... .06
Spirits Nitre, 2-oz... doz ... 1.50
Spirits Camphor, 2-oz bot ..... doz ... 1.50
Stone, Pumice ..... lb ... .10
Stone, Pumice, powd.. lb ... .10
Stone, Rotten ..... lb ... .12
Stone, Rotten, powd.. lb ... .10
Strychnine, cryst'd, R. & S., ⅛-oz bot..... oz ... 1.10
Strychnine, cryst'd, R. & S., 1-oz bot..... oz ... .90
Strychnine, powdered, ⅛-oz bot. ..... oz ... 1.05
Strychnine, powdered, 1-oz bot. ..... oz ... .85
Sulphur, Calif. ground, bbl ..... lb ... .01⅛
Sulphur, Flower's French, bag ..... lb ... .02½
Sulphur, California, sublimed ..... lb ... .02½
Syrup, Rhubarb, 2-oz bot ..... doz ... 1.50
Syrup, Squills, 2-oz doz ... 1.50
Syrup, Squills, comp'd, 2-oz bot ..... doz ... 1.50
Tar Pine, pt cans.... doz ... 1.00
Tar Pine, quart..... doz ... 1.75
Tincture Arnica, 2-oz bot ..... doz ... 1.50
Tincture Iodine, 1-oz 1os ... 1.50
Tincture Opium, U. S. P., 2-oz bot ..... doz ... 2.50
Tincture Opium, Camphorated, 2-oz bot. doz ... 1.50
Wax, Japan ..... lb ... 25
Woods, Fustic ..... lb ... .06
Woods, Logwood Chip. lb ... .06
Whiting, lrg, b'x of 2 dz ... 1.25
Whiting, sml, bx 31 pkg ... 1.25
Whiting assorted, box ... 1.25
Whiting, bulk ..... lb ... 2½

COLUMN 37.

Patent Medicines.

Amycose, Nelson, doz. ..... $ 5.00
Aperient, Tarrant, 2-oz..... 2.00
4-oz., $4.00; 8-oz., $8.00.
August Flower 5.50
Balm, Chamberlain's Pain.. 4.00
Balsam, Wistar's, 2-oz..... 2.00
4-oz., $4.00; 8-oz., $8.00.
Beans, Smith's Bile..... 2.00
Bitters, Hostetter 8.50
Bitters, Lash 8.00
Bromo Seltzer, 10c size..... .80
2-oz., $2.00; 4-oz., $4.00;
½-lb.. ..... 7.50
Cascarets, 10c size 1.00
25c, $2.40; 50c 4.80
Castoria 2.80
Charcoal, Bishop's Willow. .75
Compound, Paine's Celery.. 8.00
Compound, Pinkham's 8.25
Cold Cream, Bishop's 1.50
Cure, Hall's Catarrh 6.00
Cure, Piso Consumption.... 2.00
Cure, Schiff's Asthma sm.. 4.20
Cure, Schiff's Asthma, lge.. 8.40
Cure, Shiloh, Consumption sm., $2.00; med., $4.00; lg. 8.00
Cure, Warner's Safe 8.00
Discovery, Kennedy's 12.75
Discovery, King's, large, $8.00; small 4.00
Discovery, Pierce's 8.00
Discovery, Willey's 3.75
Dyes, Diamond ..... .75
Emulsion, Scott's, large.... 8.00
Emulsion, Scott's, small.... 4.25
Expectorant, Jayne's, small 4.00
Expectorant, Jayne's, large. 8.00
Extract, Malt, Hoff's 3.00
Extract, Hoff's Malt and Iron 3.50
Extract, Pond's, small..... 4.00
Medium, $8.00; large 16.00
Food, Mellin's, large 6.50
Food, Mellin's, small 4.00
Hood's Sarsaparilla, per doz.. 8.75
Injection, Bachelor's 9.00
Injection, Big G. 8.00
Jamaica Ginger, Burns..... 1.50
Liniment, H. H. H., small.. 3.75
Liniment, H. H. H., large 7.60
Listerine, small 2.00
Listerine, large 8.00
Magnesia, Citrate, Solution. 2.00
Magnesia, Citrate, Effrvnt.. 2.00
Malted Milk, 4-oz. 4.50
Malted Milk, 8-oz..... 9.00
Ointment, Carbolic 1.25
Ointment, Trask's, small..... 2.00
Ointment, Trask's, large.... 3.25
Paine's Celery Compound ..... per doz. 8.00
Pain Killer, Perry Davis, sm 2.25
Pain Killer, Perry Davis, lg 4.50
Paper, Bishop's Fly, grs.... 2.00
Pectoral, Ayers, small..... 2.25
Medium, $4.50; large..... 8.75
Peruna 8.00
Pills, Ayers 2.00
Pills, Jaynes 1.50
Pills, Pierce's 1.50
Pills, Schencks' 1.60
Pills, Williams' Pink 4.00
Plasters, Allcocks 1.15
Plasters, Belladona 1.00
St. Julien Condition Powder. 1.50
Powders, Bishop, headache. 1.50
Powders, Seidlitz, small.... 1.25
Powders, Seidlitz, large.... 2.50
Remedy Chamberlain Cough 2.00
Remedy, Chamberlain Cough large 4.00
Remedy, Moore's Poison Oak 2.00
Remedy, McLellan's Diphtheria 8.50
Resolvent, Cuticura 9.20
Rough on Rats, large..... 2.10
Rough on Rats, small..... 1.25
Salve, Pettit, Eye 2.00
Salve, Russia 2.00
Sarsaparilla, Ayres 8.75
Sarsaparilla, Joy's 8.00
Sarsaparilla, Hood's 8.75
Sarsaparilla, Indian..... 6.00
Specific, S. S. S., small..... 8.00
Specific, S. S. S., large 14.00
Swamp Root, large 8.00
Swamp Root, small 4.00
Syrup, Boschee's 5.50
Syrup, Fellows 12.50
Syrup of Figs 4.00
Tea, Garfield, 2-oz..... 2.00
4-oz., $4.00; 8-oz. 8.00
Troches, Brown's 1.90
Vermifuge, Jayne's 3.00
Vigor, Ayres Hair 8.00
Water, Eye, Thompson 2.00
Water, Florida, Mack, sm. 1.50
Water, Florida, Mack, lg... 4.00
Water, Florida, M. & L., sm 1.75
Water, Florida, M. & L., lg. 5.50

COLUMN 38.

Department 22.

TOBACCO, CIGARS, SMOKERS' SUPPLIES, ETC.

AMERICAN TOBACCO CO.

Plug Tobacco.

Battle Ax, 16 oz, 8x12, 6 cuts, 12, 24 lb 40
Big Gun, 16 lb butts, 16 oz., 3x12, 6 cuts 45
Boot Jack, 5½ oz, 8x12, 8 cuts, 1, 4, 8 and 12 lb 34
Boot Jack, as above, 2-lb, fancy wooden boxes 34
Brandywine 4 to 1b., 2½x9, 3 cuts, 4 and 8 lb 48
Bullion, 16 oz. 8x12, 12 lb.... 48
" 6 to lb., 1x6, 20 lb .. 51
Burr Oak, 16 oz., 3 x 12 emb., 6 and 12 lb. 44
Climax, 16 oz, 2x12, 6 cuts, 6, 12 and 30 lb 46
Climax, 7 oz, 2x12, R & R 6 cuts. 7, 10½ and 21 lb. 49
Climax, 7 oz, 3x12, thin, 7 and 14 lb 49
Climax, 6 to lb, 2x3, Twin 4s. 4 lb boxes 51
Climax, 14 to lb, 1x8, Figs 4 lb boxes 55
Cross Bow, 14 oz, 3x12, 4 cuts 14 lb 39
Drummond Nat., 5½ oz. 3x12, 3 cuts, 5, 8, and 12 lb 65
Five Brothers, 4 oz, 3x6, 2 cuts, 4 and 8 lb 67
Gold Rope 7 to lb. 3, 6, 12 lb. 58
Gold Rope 14 to lb. 4, 8 lb 60
Good Luck, 8 oz, 3x6, 10 lb. 46
Granger Twist, 12 and 15 lb pails 46
Horse Shoe, 16 oz, 3x12, 6 cuts. 8, 12 and 24 lb 45
J. T., 7 oz, R & R, 2x6, 2 cuts, 10½ and 21 lb 40
J. T., 7 oz. Smo. 2x6, 2 cuts, 10½ and 21 lb. 40
J. T., 14 oz, Smo. 3x12, 4 cuts, 10½ and 21 lb. ..... R & R.. 40
Newsboy, 5 to lb, 2¼x4½, 8, 16 and 24-lbs 43
Nobby Spun Roll, 7 to lb, 1½x8½ 3, 6 and 12 lb..... 59
Old Honesty, 15 oz, 3x12, 6 cuts, 7½, 15 and 30 lb 45
Old Kentucky, 6 to lb. R. & R., 8, 16½ and 25 lb.. 49
Old Peach and Honey, 6 to lb. 8 lb. butts 49
Out of Sight, 12 and 24-lb. butts, 12 oz., 3x12, 3 cuts.. 36
Piper Heidsieck, 5½ oz, 2½x8, 3 cuts, 4, 7, 14 lb 71
Red Cross, 16 oz, 3x12, 4 cuts 12 and 24 butts 36
Red Ribbon Twist, 10 to lb, 6 inch, 8 lb pecks, 16 lb, ½ bus 41
6 for 10, 10½ oz, 3x12, 3 cuts, 24 lb 36
Saw Log, 16 oz, 2x12, 6 cuts, 24 lb..... 47
Saw Log, 32 oz, 3x12, 12 cuts, 32 and 48 lb 47
Something Good, 5½ to lb, 2x4 9, 18 lb..... 46
Spear Head 16 oz, 2x12, 6 cuts, 6, 18 and 30 lb. 46
Spear Head, 7 oz. 2x12, 6 cuts, 7, 10½ and 21 lb 49
Standard Navy, 14 oz, 3x12, 4 cuts, 14 and 28 lb. 39
Star, 16 oz, 3x12, 6 cuts, 12, 24 and 52 lb 46
Weissinger's Special, 5 1-3 oz., 3 x 12 emb, 2, 6, 12 lb. 65
W. N. T. Nat. Leaf, 6 and 12 lbs., bxs., 5½ ozs., 3x12.... 59

Smoking Tobacco.

(5-lb Cartons, 25 and 30-lb cases.)
Seal of N. C., 1⅔ oz. foil.....$0.68
Seal of N. C., 3½ oz. foil..... .62
Seal of N. C., 8 oz. foil..... .59
Seal of N. C., 16 oz. foil..... .59
Old Gold, 1⅔ oz. foil or pouch ..... .70
Old English curve cut, 1⅔ oz .74
Old English curve cut, 3½ oz .74
(In curved tins.)
Pedro, 2½ oz. foil..... .48
Pedro, 2½ oz. pouch..... .51
Pedro, 2½ oz. assorted..... .50
Pedro, 16 oz. tin canisters.... 52
Dixie Queen, 1⅔ oz. foil..... .40
Dixie Queen, 16 oz. tin canisters, 6-lb cartons, 24-lb cas .43
Duke's Mixture, 1⅔-oz sack.. .40
Arlington, 1⅔ oz. foil..... .65
Cross Cut, 1⅔ oz. foil..... .60
Duke's Cameo, 1⅔ oz..... .42
Duke's Cameo, 2½ oz. foil.... .45
Melrose, 1⅔ oz. foil..... .65
Fragrant Vanity Fair, 1⅔ oz, foil ..... .95
Red Indian Plug Cut, 1⅔ oz and 3½ oz. foil..... .42
Red Indian Plug Cut, 16-oz pails ..... .44
Fashion, 1⅔ oz ..... .41
Fashion, 16-oz pails..... .44
Bull Durham, 1 oz..... .66
Bull Durham, 1⅔ oz..... .66
Bull Durham, 3½ oz..... 60
Bull Durham, 8 oz..... 58
Bull Durham, 16 oz 58
Pick Leaf, gran, 1 oz, 25-lb cs .60
Corn Cake, gran, 1-lb bags, 25-lb cases, per lb..... .25
Echo Plug Cut, 1⅔ oz..... .42
Red Bell, 1⅔ oz..... 42

COLUMN 39.

Red Bell, 16-oz pails..... .43
Oriental Mixture, 3½-oz tin.. 1.00
Imperial Mixture, 2½-oz tin. 1.20
Plum, 1⅔ oz, foil..... .62
Three Kings Mixture, 3½-oz tins 1.35
Monte Cristo Mixture, 3½-oz tins 1.50
Yale Mixture, 1-oz tin..... 1.35
Yale Mixture, 1⅔-oz tin..... 1.60
Yale Mixture, 3½-oz tin..... 1.55
Honey Dip Twist, 10 to lb.... .45
Master Workman, 10-oz plug, smoking ..... .47
Old Virginia Plug, smoking, 5 oz, 10½ lb., 6x5..... .42

Pine Cut Chewing.

Hiawatha, 1 oz..... .58
Hiawatha, 10-lb bulk, bright or dark ..... .56
Hiawatha, b'ght or d'k, 1-lb tins, 5-lb. pails ..... .58
Sweet Cuba, b'ght or d'k, 1-lb tins, 10-lb. pails ..... .88

Cigarettes.

Fragrant Vanity Fair $3.90
Duke's Cameo 3.90
Sweet Caporal 3.90
Virginia Brights 3.90
Old Dominion 3.88
Pets (foil packages)..... 6.52
Richmond Straight Cuts..... 6.02
Turkish Trophies 7.75
Egyptian Deities, No. 1, 10s.. 21.50
Egyptian Deities, No. 3, 10s $18.36, 19.38
Mogul 11.22

Cheroots, Etc.

Old Virginia Cheroots, 3's....12.50
Old Virginia Cheroots, 5's....14.00
Between the Acts Little Cigars, 10's, tin and paper.. 8.50
Bengal Little Cigars, 10's.... 7.50
Royal Bengal, 10 in pkg.....12.00
Van Bibber Little Cigars....17.50
Sub Rosa Cigarres, 10s, per 1,000 ..... 4.10

Cigarette Papers.

Vanity Fair, 50 pkgs in box.. 1.05
Wheat Straw, 50 pkgs in box. 1.25
Wheat Straw, 100 pkgs in box 2.50
Wild Oats, 40 pkgs in box.... .90
Red Seal, 50 pkgs in box..... .25
Corn Husk, 50 pkgs in box... 1.15
Corn Husk, 100 pkgs in box.. 2.30
Interlock, 50 ..... 1.15
" 100..... 2.25

THE HILSON CO.

Hoffmann House Little Cigars, 10 in package, 250 in carton $7.50
Hoffmann House Magnums, 10 package, 100 in carton.....12.00
Hoffmann House Petit Duc, 10 in package, 100 in cart'n.15.00
Hoffmann House Cavaliers, 10 in package, 100 in cart'n.18.50

J. B. PACE TOBACCO CO.

Scroll Tag, twist, 6 to lb.... .66
Scroll Tag, 10 oz..... .66
Mastiff Plug Cut, 1⅔ oz..... .57
Mastiff Plug Cut, 3½ oz..... .54
Mastiff Plug Cut, 10 oz..... .52

AMERICAN SNUFF CO.

French Rappee, 1⅔ oz, pr dz. .96
French Rappee, 3½ oz, pr dz. 1.80
French Rappee, 16-oz jars, per lb ..... .65
Maccaboy, 1⅔ oz, per doz.... .96
Maccaboy, 3½ oz, per doz.... 1.80
Maccaboy, 16-oz jars, per lb. .60
Irish High Toast, 16-oz. jars, per lb ..... .57
Scotch Lilienthal's, in bladders ..... .60

CIGARS.

Porto Rico Cigar Co.

El Primero, Forziano Porto Rico 30.00
El Manifesto, Invincible Roosevelt Porto Rico 87.50

PIPES.

	Per Doz.
Cobs, Hot Shot, 3 doz.....	$0.25
Cobs, Gem, 3 doz.....	.25
Cobs, No. 3, 3 doz.....	.50
Brier, W. P. & Co., Assorted, 3 doz	2.00
Brier, Display Stands, 1 doz...	2.00
Brier, Showcase Assortment, 3 doz	6.00
Pipe Mounts, 1 doz.....	.75
Cherry Stems, 2½x6 in.....	2.00
Cherry Stems, 2d 2½x6 in.....	.85
Clay Pipes, T. D., 1½ gross per box	1.25
	Per Box.
Clay Pipes, Woodstock, 1½ gr., per box	1.25
Uncle Sam Cob Pipe, 3 doz box	1.00
Eclipse Patent Cob Pipe, 3 doz. box	2.25
Climax Cob Pipe, 3 doz. box...	2.25
Jewel Cob Pipe, 3 doz. box....	.90
Dewey Cob Pipe, 3 doz. box...	2.50
No. 19 Cob Pipes, 1 doz box....	2.00

COLUMN 40.

The Retail Grocers' Advocate

Of the Grocers
By the Grocers
For the Grocers

ONE YEAR $2.00

Every Grocer Owes It To Himself To Keep Posted

Advocate Publishing Co.

456 Montgomery St.

Rooms 413-414,

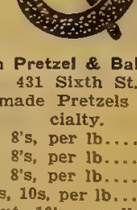
San Francisco, Calif.

Harkers Stomach's Ease,



Manufactured at 29 Market St., for the Grocery Trade.
Per case $6.50

PRETZELS.



Hoeflin Pretzel & Baking Co.,
431 Sixth St.
Hand-made Pretzels a Specialty.
Size 1, 8's, per lb.....12c
Size 2, 8's, per lb.....12c
Size 3, 8's, per lb.....12c
Fingers, 10s, per lb.....12c
Hazlenut, 10's, per lb.....12c
Also furnished in cases, 20 to 30 lbs., at 11c per lb., and barrels at 10½c lb.

WHEN AMERICANS ARE EDUCATED TO THE USE OF THE healthy beverage—wine—at their tables it will become the greatest industry of California, and will produce an income for this State of 300,000,000 dollars, as that industry now produces for France. Dr. Lyman Abbott writes:

There is a considerable wine industry in California. It would perhaps be greater than it is if Americans were still not ensnared by the delusion that foreign products are presumptively better than home products. We went into one of the wineries in the vicinity of Stockton. Even if I could remember the figures, I should be afraid to report how many were the wine casks amid which our conductor led us. Some of them were so big, that the top of the cask furnished a quite adequate space for dancing. I believe, though of that I am not quite sure, a quadrille had been danced upon one. From the best information I could obtain, by inquiries in different quarters, I could not learn that the wine trade of California had done anything to promote intemperance; in fact, most of my informants were of the opinion that its effect had been in the other direction; certainly the signs of drinking and drunkenness in San Francisco were less than they were in New York, as they are less in New York than they are in London. A little of the wine made in California comes East and is sold as California wine; some of it goes across the sea and is sold abroad as American wines. I do not know why it is, but in American hotels and restaurants, American wines are made little of and often it is impossible to get those of the best brand; but when two or three years ago I was in Southern England, I found in almost every English hotel American wines advertised as a specialty; evidently they were popular and in demand. A good deal of the wine product of California goes across the sea and then comes back again from France as a French or German wine, and still more of it is put upon our tables with French and German labels, without ever having gone across the sea.

Some fifteen years or more ago, a well-known chemist in New York City obtained an analysis of twenty-five bottles of wine. In only two of the twenty-five did he find any indication of adulteration. Despite the general impression, in times past apparently entirely justified, that many of the wines of commerce are manufactured articles, he came to the conclusion, and it seemed to me a just one, that it is now cheaper for the dealer to buy a cheap American wine, to add to it some alcohol, and sell it for the product of a foreign vineyard. It may perhaps interest those temperance reformers, who are very much opposed to the use of wine upon the table, but who do not hesitate to give their approval to alcoholic medicines of various descriptions, that we are told at the winery that the major part of the sherry which they made was sold to the patent medicine venders and constituted a chief element in their patent medicines. Personally, I have entire respect for the total abstainer who really does abstain, and also respect for one who believes that it is legitimate to use wine in moderation upon the dinner-table; but I find it very difficult to maintain respect for the total abstainer who banishes wine from the dinner table and then drinks it out of a bottle from the closet between meals and calls it medicine. About such a one there appears to me a rather serious deficiency, which it is charitable to hope is intellectual rather than moral. Such imbibers are often entirely honest, but they are easily deluded.

California Cans Corn.

California is going to be something of a factor in corn canning from now on.

There were about 10,000 cases packed this season as an experiment, and it was a success; a success, too, to the extent that it will lead to a larger output another year.

All jobbers and retailers should put California packed corn on their lists.

FRUIT IN PACKAGES.

The California Promotion Committee has sent a letter through the State that is of interest to fruit growers and packers. It is as follows:

"This committee especially urges the attention of the people of California, the producers of California and especially the packers of California fruit, of the great necessity of having their products done up in small and convenient parcels which would appeal to the people at large. The committee urges all those who have not adopted the putting of the fruit in attractive cartons to take up this method as far as possible.

"It has been called to the attention of this committee that in many of the large cities of the East it is impossible for the housewife to go to her grocery store and buy, say, an attractive looking pound package of California prunes. The reason is that the prunes are sold in bulk and the housewife is not as much attracted by seeing her goods hauled out of a box with a great many others as she would be by buying them in an especially made attractive carton, and the desirability of selling goods in small packages has been found to create a demand for those goods that enhance the price and bring them in much higher regard in public favor. When people see goods sold in bulk they are apt to entertain the idea that these goods are not a luxury, as when they see them sold in small packages. There is no doubt but that prunes and raisins put up in attractive cartons, weighing from one to five pounds, would greatly help the market for these articles. Only high-grade fruits should be used, and every firm should so far as possible adopt a trade mark so that their goods may be known throughout the whole world. California can market a billion pounds of prunes a year when the world is educated, and the same is true of most of her fruit products."

HONEY.

Causes That Produced a Considerable Shrinkage in California's Output.

The loss to bee-owners this season has been large in many localities. In some cases the entire output was too small to admit of shipment. Honey is produced in a large commercial way in Southern California and the upper San Joaquin Valley. The banner year for the honey crop was that of 1903, when there was an output of 8,400,000 pounds. This year the entire crop amounted to only 2,500,000 pounds. In 1900 there was another falling off, when the crop only turned out to be 2,208,000 pounds. This shows the uncertainty of this crop as out of eight years there were but four years of an abundant yield.

NOT EXCELLED
By Any Cream Made



Made in Valley Ford, Sonoma County, by
The Condensed Milk Co.
OF CALIFORNIA
319 CLAY ST., San Francisco, Cal.

Money Weight Scales

Some of the Advantages the Grocer Derives:



1—They give the correct value of the article being weighed.
2—They prevent loss from errors in calculation.
3—They save time required in making calculation
4—They are made better than ordinary scales.
5—With proper care they will last an ordinary life-time.
6—The pivots are of hardened tool steel, and with agate bearings inserted at the proper point, are practically indestructible.
7—They are sensitive to the very small fraction of an ounce.
8—They are an ornament to any store.
9—They are the only scale that is mechanically honest.
10—Customers, knowing them to be an honest scale, like to have their purchases weighed on them.
11—Sold on easy monthly payments.

With the **Money Weight Scales** you at once weigh goods **AT THEIR MONEY VALUE.**

Send for further information.

PIERCE & CO.

Pacific Coast Agents

14 Turk Street SAN FRANCISCO, CAL.

Cigars and Tobacco

As the United Cigar Stores Company have entered San Francisco for the purpose of securing business, the following short rule will be of interest to other cigar dealers. It shows what the trust requires from its clerks:

"In showing goods endeavor to make your customer take in his own hands the article you wish to sell. You will find it much easier to make the sale than if you kept possession of it."

A little reflection will show that this rule is founded on human nature. The man who gets the prospective purchaser to take an article in his own hands has in the first place made it apparent that there is every confidence that the article will stand the closest examination and inspection; and, in the second place, the customer is bound to regard with far more enthusiasm an article which he has had in his hands and has for the moment made a part of himself than he will for something which he merely looks at while it is in the hands of another person.

One of the points which the salesman should always act upon is to strive to compel the prospective customer to identify himself with the thing which it is desired to sell.

To Clean Meerschaum Pipes.

Dealers are some times asked by customers the best way to clean genuine meerschaum goods. Here is a simple and easy method that any dealer can remember and give out to the next customer asking the question:

An ordinary silk handkerchief will clean plain meerschaum goods, after care has been used to remove all dust by means of a soft brush. If any particles of grit should remain on the bowl, rubbing the surface of the pipe even with a silk handkerchief would be apt to produce scratches.

Some times there are smuts or marks upon the meerschaum which cannot be removed by dry wiping, and in such cases it may be necessary to give them a careful washing with a soft sponge and a small quantity of soap and water.

Extreme care should be taken not to allow any of the water to reach the inside of the pipe, or it will be practically ruined. As soon as the washing is completed the meerschaum should be quickly wiped dry and polished with a silk handkerchief.

Ignacio Haya, of Sanchez & Haya, has been visiting in San Francisco, making his headquarters with Tillman & Bendel, the local distributors. From San Francisco he will go to Los Angeles and will return East via Salt Lake and Denver.

Inglow & Smith have started a cigar store at Eagle Point, Oregon.

Among the prominent wholesalers who have recently been in San Francisco attending the gathering of the wholesale grocers and tobacconists are: J. C. Lang, head of the National Grocery Co., of Seattle, Wash.; James S. Goldsmith, of Schwabacher Bros. & Co., Seattle; Mr. Fisher, of Fisher Bros., Seattle, and P. C. Drescher, of Mebius & Drescher, Sacramento.

J. E. Bendrick has bought E. A. Beachwood's cigar store at Tacoma.

Finazzi & Co. have succeeded Fenegrine & Co., cigars, at Tacoma.

Mr. Daniels has bought F. A. Clementz' cigar store at Tacoma.



EHRMAN BROS. & CO.,
S. F. Distributers.

It is reported from Grants Pass that Mr. Horning, of the firm of Horning & DuPuy has sold his share of the cigar business to his partner.

A Glass, in the employ of Tillmann & Bendel, has departed for Eureka, Humboldt county, in the interest of his firm.

B. W. McIntosh, who went to Virginia the latter portion of 1904, is expected home almost any day.

I. I. Hess, in the employ of Ehrman Bros., California Street, has started out for the Sacramento Valley to gather in business for his firm.

Mr. Fred Cox has gone down the Coast for the Ehrman Bros. Mr. Cox is a popular traveling man who will give a good account of himself.

Messrs. B. Hess, S. I. Blake and Lloyd Huff, the city men who have charge of this portion of the route, have buckled down to business with the beginning of the new year.

Al Ehrman is looking after the Alameda end of the business.

J. Posner is in the city, having come from Idaho and Washington, where he has been doing good work.

During the month of December Ehrman Bros. report the largest sales month during the past year. . Over 700,000 Optimos were disposed of, which is an exceedingly good showing, and also displays the fact that the Ehrman Bros. are live, energetic business men. The season already shows signs of opening good.

BREWING IN THE CIGAR AND TOBACCO TRADE.

All the signals are hoisted for some further left-over troubles which began in 1904 between jobbers and the American Tobacco Company and between the United Cigar Stores Company and the independent jobbers, retailers and manufacturers of cigars. There are likely to be some stormy days when the cigar trust gets in its work and uses all its powers, well trained by its experiences in the East, to concentrate the retailing of cigars of their own brands within themselves. That the fight is not to be one-sided, the action of M. A. Gunst & Co. in joining the independents, sufficiently proves. The trust, with its unlimited capital, is a power which its opponents must not undervalue if they would fight to win.

The jobbers have not yet succeeded in getting their differences with the American Tobacco Company adjusted satisfactorily to themselves, and during this interval, the independent plug manufacturers have not been idle. So the beginning of 1905 does not promise the most peaceful repose for the tobacconist, be he jobber, manufacturer or retailer.

"JERSEY" CREAM.

Jersey Cream, referred to in this article, is a California product, put up by a California company, on California capital, using for its product the milk of the California ranches, unsurpassed in the world, hence the name of the company, "Condensed Milk Company of California." Their factory is situated at Valley Ford, in Sonoma county, which is recognized as the richest dairy section of the State. Some two months since the ownership and management of this plant changed hands, and the new company has placed therein the best and most approved up-to-date machinery. This, coupled with the fact that they employ only experienced operators, enables them to produce a grade of cream not equalled in the world. In purity, quality and percentage of butter fat no other excels the Jersey Cream. It will keep in any climate, and after cans are opened the contents will remain fresh and pure for from three days to a week, depending naturally upon the climatic conditions where the cream is used.

The Condensed Milk Company of California, whose offices and salesroom is at 319 Clay street, and its management desires it understood clearly that their Jersey Evaporated Cream is open to comparative test with any othe cream product prepared. Their cans are large size, with attractive labels and are a good seller, giving the best of satisfaction to customers in every instance. This, of course, being a matter of much import to grocers handling these goods.

PROFITS ARE POSSIBLE.

Wide-Awake Dealers Find No Difficulty In Getting Their Price for Flour That Has Quality.

During the past week the Advocate's representative has talked with a number of representative retail grocers of San Francisco, Berkeley, Alameda and Oakland. These men unite in saying that they have had no difficulty in selling the "A1" flour of the Globe Milling Company at $1.40, while the price of the standard flour of the other mills is $1.25 and $1.30. The reason their trade is glad to take the "A1" flour at the higher price is because they are able to say to them truthfully, that the "A1" flour, being a mixture of the Eastern "hard" wheat and best California wheat, is a stronger flour and therefore gives better results.

One large grocer of Oakland stated that when one of his best customers 'phoned to him recently for a sack of flour, he had desired to assure himself as to whether the "A1" flour which he had sold her before had given thorough satisfaction. So he asked if she wanted him to send "——" flour, naming the brand she had used prior to the time.

The answer came back quick and sharp. The customer said: "No, sir; I want that 'A1' flour. If you have none in stock, you need not send me any flour until you can get some more of it."

The Globe Mills also offer the "Banquet" flour of the same quality and price as the standard flours to be sold at $1.35 per sack. It pays 15 cents per sack profit. They also offer the "Silver Star," to be sold at $1.25 per sack, which pays 16½ cents per sack profit. Grocers have no difficulty in selling the "Silver Star" at $1.25 per sack, against the standard brands, for which they ask $1.30 and $1.35, although it costs them $1.20.

WONDERS OF INDUSTRIAL LIFE INSURANCE.

Says H. W. Lanier in the World's Work: Thirty-three years ago a New York insurance man's attention was attracted one day by a rather derogatory reference in the Massachusetts insurance report to the work of an English company, which was insuring the lives of workingmen and children on a large scale. Today that man is president of one of three similar American companies, which stand pledged to pay in the future more than two billions of dollars to more than ten millions of people; which are disbursing half a million dollars a week to their policy holders in sums averaging perhaps a hundred dollars; which have assets stored up of nearly one hundred and fifty millions; and most notable of all, which collect, by hand, a quarter of a million dollars a day in ten cent pieces!

LANDIS TONIC BITTERS



A Pure Tonic and Laxative

—o—

Made from

Herbs, Seeds Roots, Barks

—o—

NATURE'S OWN REMEDY FOR Stomach and Blood Disorders

One of the finest Tonics to be used in any Liquors. Has a desirable flavor.

Made only by the

Occidental Chemical Co.
Incorporated
1664 MISSION STREET
Tel. Fulsom 4156 SAN FRANCISCO

Gilt Edge Whiskies

Wichman, Lutgen & Co.
—Incorporated—
Importers and Wholesale Dealers in
WINES AND LIQUORS
will remove to their new quarters
29-31 Battery Street
on or about April 15th, 1904.

Mothers! Mothers!! Mothers!!!

Mrs. Winslow's Soothing Syrup

has been used for over SIXTY YEARS by MILLIONS of MOTHERS for their CHILDREN while TEETHING, with PERFECT SUCCESS. It SOOTHES the CHILD, SOFTENS the GUMS, ALLAYS all PAIN; CURES WIND COLIC, and is the best remedy for DIARRHŒA. Sold by Druggists in every part of the world. Be sure and ask for "Mrs. Winslow's Soothing Syrup." Take no other kind. Twenty-five cts. a bottle

UTOPIA GINGER ALE
Crystal Orange Cider
JU LIM-PE (the juice of limes with pepsin)
Specialties of the
Pure Water Company
P. O. Address, Golden Gate,
Oakland, California.

Call for ASTI WINES
PRODUCED BY THE **ITALIAN SWISS COLONY**
Dry Wine Vineyards, ASTI, Fulton, Sebastopol, Cloverdale, Sonoma County, Cal.
Sweet Wine Vineyards, Madera, Madera County, Kingsburg, Fresno County, and Lemoore, Kings County, Cal.
Office and Salesrooms, Cor. Battery and Greenwich Sts.
Vaults, 1235-1267 Battery St. 101-169 Greenwich St. 1334-1336 Sansome St., S. F.
P. C. Rossi, President Telephone Private Exchange 448. A. Sbarboro, Secretary

A. VIGNIER CO.
429-431 Battery Street San Francisco
IMPORTERS
Sardines, Olive Oils, French Preserves, Washing Blue, French Castile Soap: Clover Leaf, Virgin, Dahlia, mottled, Wines and Liquors—imported goods only.
Sole Agents for the Genuine Clicquot Champagne
The Genuine Bears VIGNIER'S Label

Clerk's Corner

HOLDING SITUATIONS.

Good Common or Horse Sense Is What Is Required.

The hardest man in the world to find is the successful salesman. The man who could successfully define the salesman's qualities, and infallibly select the man who possesses them, would hold the key to commercial supremacy, writes H. J. Hapgood in The Book-Keeper and Business Man's Magazine. There are men with the indescribable knack which enables them to sell anything from a gold brick to a cake of soap, but there is no outward sign by which they may be told. Often the good talker with imposing personality and winning manners fails at the psychological moment when the sale should be consummated, while the man of uncouth appearance who presents his case haltingly can "knock the apple off the tree" whenever he attempts to make a sale.

Not Enough To Go Around.

The qualities by which a salesman interests a buyer and commands his confidence are too subtle to be described. The one thing certain about good salesmen is that there are not half enough of them to go around. Demands for them are constant and hard to fill. I am often asked about the general attitude of employers toward college men, especially recent graduates. The public has been misled by the gibes at the self-conceit and errors of the young college man entering business. As a matter of fact the value of thorough intellectual training is greatly appreciated in the world of business, and concerns which would not formerly have considered college men at all are eagerly seeking them today. A generation ago the majority of college men went into professions. Now the majority go into business without any suspicion of a handicap to be overcome.

Still Expecting.

The time when a college man must start in at $5 a week is happily past, and a competent young graduate cannot be had for less than $10 with the promise of rapid advancement. Apropos of this it is amusing to note the variety of salaries expected by college men seeking their first position. The majority are reasonable and eager to make a start at $10 to $15 a week, while others expect $5000 a year from the day they graduate. Needless to say, most of this latter class are still expecting.

Age a Bar.

The saddest fact which has been brought out by systematic study of employment problems is the lack of demand for middle-aged or elderly men. Thirty is the age usually specified, even when the position demands a high degree of ability and experience. If the right man is from 35 to 38, he is still considered, but at 40 the employer is inclined to shake his head, and at 50 the man seeking employment in the higher positions is strictly "up against it." The middle-aged man who has earned from three to ten thousand a year, and is for some reason displaced, is the hardest of all employment propositions. Unless such a one has money or influence, he must usually be content with a poorly-paid routine position or try salesmanship on a commission basis.

Some Are Indifferent.

Curiously enough, the great difficulty in placing many men is found in their own indifference. It would naturally seem as if a man looking for a position would do all he could toward securing it; but the employment expert has no more frequent trouble than lack of co-operation on the part of the clients who come to him. The qualification on which most men fail is found to be lack of industry. Sometimes firms are unreasonable and expect too much of a man at the start. They do not see that the new employe cannot take up the work of an experienced one and master every detail in a moment. A little experience in dealing with new men invariably corrects this error.

Mistakes Go Against You.

The reason above all others for which men are discharged is the lack of common or horse sense. The man who makes inexcusable breaks in business, and goes on making them, is the man who no employer can afford to keep, no matter how great may be his industry, loyalty, integrity or purely technical ability. When a single mistake may lose business amounting to more than the yearly salary of the man who makes it, it is obvious that good judgment is the quality valued above all others by the man who is shopping for high-grade employes.

NEW TONIC BITTERS.

Our quotations show the new tonic bitters to which this article relates, not new in a sense, but perhaps new to many grocers. The bitters are put up in 22 oz. bottles with attractive labels, and are compounded from herbs, roots, seeds and barks, giving them the natural title of nature's remedy, as a tonic, stomach regulator, or blood purifier, and when used as a bitters exclusively, or in connection with any liquors produces the most satisfactory results. All grocers or general merchants who carry liquors, or proprietary medicines or drugs, will find these bitters a very valuable acquisition to their stock. The price at which the manufacturers furnish it to the trade leaves a wide margin of profit for the retailer. These bitters, with other specialties, are put up by the Occidental Chemical Co., No. 1604 Mission street, San Francisco.

YOUR EVERY WANT IN

PAPER

Can be
Supplied by

A. ZELLERBACH & SONS

416-426 Sansome St.

SAN FRANCISCO

CROWN BRAND
EPICURE CHEESE

A CHOICE ARTICLE.
A Rapid Seller at a Good Profit.
Not Equalled by Any on the Market.

SARDELLAS
ANCHIOVIS CAVIAR
TABLE SPECIALTIES.

A LARGE LINE
Of Guaranteed High Quality.

We solicit Attention of the Trade to our Offerings. Our Epicure Cheese will fully satisfy the most particular people. . . . .

EPICURE MANUFACTURING COMPY.
216 Davis Street
San Francisco
Factory, Los Angeles - - Cal.
Branches:
Portland, Or. Seattle, Wash.

IF A CUSTOMER

asks for

HAND SAPOLIO

and you can not supply it, will he not consider you behind the times?

HAND SAPOLIO is a special toilet soap—superior to any other in countless ways—delicate enough for the baby's skin, and capable of removing any stain.

Costs the dealer the same as regular SAPOLIO, but should be sold at 10 cents per cake.

Groeery Markets.

Commercial Outlook of the Western World as shown by Present Conditions.

Office of the ADVOCATE.
Thursday Afternoon.

ADVANCES.

Refined sugars, 10c.

C. & B. malt vinegar, quarts, to $2.50.

Pink beans, to $3.95.

Persian dates, to 5½c.

Nutmeg cheese, to 18c.

G. & B. bacon, to 17¾c.

DECLINES.

Coal oil, to ½c per gallon.

Baker's Eag. chocolate, to 23c; German sweet, to 22c; powdered, ¼s, to 27c; ⅛s, to 27c; premium, to 28½c.

Baker's breakfast cocoa, 1s, to 36c; ½s, to 36c; ¼s, to 36c.

Fard dates, 70-lb. cases, to 7½c; 14-lb. cases, to 8c.

Anchor candles, to 8¾c.

Gold Star candles, 20s, to 9¾c.

Gold Star candles, 40s, to 9⅝c.

Ris. Sun candles, 14s, 20s, to 12c; 16s, 20s, to 13¾c; 16s, 40s, to 13½c.

Schneider's candles, 14s, 20s, to 11¾c; 14s, 40s, to 11⅝c.

Hotel candles, to 9c.

AGAIN IN MARKET.

Romain sprouts, per case, $7.

Johnson Bahama grated pineapples, 2-lbs., $2.50; sliced, 2-lbs., $2.50.

S. & C. matches, 80s, $4.25; 5-case lots, $4.

C. & B. malt vinegar, quarts, $2.50.

Pioneer cocoanut, barrels, $12; pails, $13.

Holbrook sauce, quarts, $7.25.

Buffalo Laundry starch, 12s, 4⅞c; 6s, 6¼c; Mirror Gloss, 6s, 6½c; Conf. powd., 4c.

SCARCE IN MARKET.

Hayward's peas, gallons.
Paka Grove oil, pints.
Gebhardt's Chili powder.

SUGAR.

Retailers are now reaping the benefit of an open market and jobbers find themselves facing a loss on every pound of sugar that they turn out. The nominal selling price to the retail trade is 5¾ cents, but this by no means tells the whole story and the whole story is one of varying fractions caused by the unsettled condition of the future. It is a great pity that the jobbers must be forced to sell a third of their business output at cost. They are entitled to a reasonable profit. They earn it and ought to have it. It is a deplorable condition in business when such a large volume of merchandise must be sold at cost or even less. The retailer is not benefited thereby sufficiently to justify his satisfaction at such a condition. Everything should pay a profit and in no other single article of merchandise is this principle more vital than sugar.

The chances for a reconciliation and a new pact whereby the Pacific Traffic Association will resume its control over all the jobbers of the coast in the matter of sugar distribution are becoming slimmer every day. Whether later on, when the trust gets on its fighting harness, developments will warrant a reconsideration on the part of the seceders is on open question. According to the independents it is a firm "No!" and they back their positiveness by a rehearsal of the causes which led to their final withdrawal from the association. Any rate war or price war is deplorable, for it means both worry and loss, and therefore it is regrettable that a sure-profit agreement could not stand prosperity, in which respect it is like many individuals. Some jobbers were so well pleased at the reasonable profit they were making that they were willing to divide that little, on the quiet, with their customers. Others stood their ground and lost business. Such a condition could not last, and it didn't.

New York Sugar Notes.

The year opened with granulated sugar at 4.36c per pound, declined to 4.26c per pound in February, and with fluctuations of 5c to 10c per 100 pounds from time to time, the quotations steadily advanced to the end of the year, when granulated closed at 5.60c per pound.

The average price of granulated for ten years is 4.731c per pound.

There have been no new refineries put in operation during the year 1904. The two refineries noted as nearly completed last year have not run. The Federal refinery recently increasd its output from 400 barrels to 1500 to 2000 barrels, and claims a capacity of 4000 barrels.

Notwithstanding the large advance noted in the price of raw sugars the public have received a full supply of refined sugars at below the parity of the last ten years.

Refined business for 1905 will be done on a different basis than in 1904, inasmuch as the former contract business was done away with and guarantee of prices is also abandoned, placing the business upon a cash basis at the refinery doors.

Willett & Gray of New York, in their circular of the 5th, say of sugar:

Refined.—The new year, 1905, opened with granulated at 4.60c net cash for granulated, almost immediately followed by a general advance of 10 cents per 100 pounds by all refiners, excepting the Federal, which advanced 5 cents per 100 pounds, all refiners now being at the same level and prices being firmly maintained. Quite a good business is being done for delivery within thirty days, all guarantees being withdrawn. The close is strong in sympathy with the improved tone to the raw sugar market and a further advance is expected to take place at any time.

RICE.

McPhillips & Co. say:

The new year's business has opened up with a rush, and trading has been very good, dealers realizing that the market is at the bottom and that the next move will be an advance. Low prices have stimulated the demand and rice is being eaten more as a food product at present prices than as a luxury as heretofore.

China No. 1 rice has advanced about three-eighths of a cent, with a further advance looked for.

Imported Japan Rice.—This article has practically been eliminated, as the trade has at last realized that there is no difference between the American grown Japan rice and the imported; in fact, there is a shade in favor of the domestic article.

Fancy Carolina rice demands good prices, and there will be a continual advance on this grade.

Review By Dan Talmage Sons' Co.

New York, Jan. 3, 1905.

Market for the week has been quiet. Holiday distractions, stock-taking period and the cloudy skies have had their due influence on the minds of buyers, and they were not disposed to interest themselves in offerings, even if unusually attractive.

Advices from the South note quiet market on the Atlantic Coast. Inquiry for samples for consideration after the turn of the year indicates that the interest in offerings is merely postponed. At New Orleans the market is strong. Volume of business restricted by the holidays, still sales for the week are far in excess of equal period last year. In the interior—Southwest Louisiana and Texas—a good demand is reported, particularly for the lower grades suitable for export.

The outlook is very favorable for a good and healthy business. Prices are low, so near to "hard pan" that they afford a secure foundation on which to build future operations.

Cables and correspondence from abroad note but little change in conditions.

CANNED GOODS.

Fruits—Hawaiian-packed pineapples, packed on the islands, in heavy sugar cane syrup, has been a pronounced favorite wherever introduced in the East. This fruit, picked fresh where canned and retaining all its native flavor, reaches the consumer in so delicious a state that it becomes at once one of the desirable items on the bill of fare. There is strength in all lines of fruit and stocks are dwindling away perceptibly. There is still a good assortment remaining, except peaches, pears and high-grade apricots. Extra apricots are scarce and most difficult to pick up. A large order could not be filled.

VEGETABLES.

There is an improved inquiry for standard tomatoes. On the surface there appears to be a weakening in prices, but it is contended that this is more apparent than real. Brokers who are in touch with conditions claim that an inferior lot of old stock—about three years old—is responsible for the weaker feeling. Large holders of standard tomatoes are still demanding opening prices and insist upon getting

Old Kentucky Distillery.

INCORPORATED



LOUISVILLE, KY.

PACIFIC COAST BRANCH
228 Front Street
SAN FRANCISCO, CAL.

"KENTUCKY DEW"

You Will Make Money!

BY SELLING

"Golden Gate" Leaf Lard

EXCLUSIVELY

Make more money
By Selling
"MONARCH" HAMS
In the same way

WESTERN MEAT COMPANY
Packers and Exporters of
U. S. Government Inspected Products
San Francisco, U. S. A.

TOMATOES--Pack 1904 MAPLE SHADE BRAND.

The above we are now delivering in full standards, solid pack, and same with peppers, and guarantee them to be the best ever put up on the Coast. Write for prices.

PENNELL-SUYDAM CO.
WHOLESALE GROCERS
14-16 Spear Street, San Francisco.
Tel. Main 5396.

them. They see no reason to alter their opinion regarding the future.

String Beans—Because of the army, navy and canal commission requesting bids for a lot of these goods, there has resulted considerable inquiry. Choice goods are held at opening prices, but some Eastern and low-grade California packing can be had at a concession.

Sugar Peas—High-grades continue scarce. There is a disposition on the part of packers to clean up on lower grades. In order to make sales it would be necessary to offer concessions. Some of the low-grades are exceptionally fine and at the prices ruling, very desirable.

CONTAINS WHITE OF EGG
The Greatest Leavening Auxiliary

Neely's Baking Powder

Not Made by the Trust

Now Used in Thousands of Families

30 CENTS THE POUND
Made in California. Ask Your Jobber.
THE NEELY COMPANY
3 California St., San Francisco

BLACKSTONE'S INKS

PEST TO BE BOUGHT

KEEPS IN ALL CLIMATES



Blackstone Manufacturing Co.
(Incorporated)
MANUFACTURERS OF
WRITING FLUIDS,
Mucilage, Shoe Polish, Shoe Paste, Shoe Dressing and Liquid Glue.
Office and Factory,
1960 Howard St. San Francisco
Telephone Capp 1111.

Asparagus—This article is pretty well cleaned up and in as much as one of the largest packers will be unable to do any packing during the coming season, there is but a slender chance for a decline in present quotations.

DRIED FRUITS.

Inaction properly expresses the condition of the fruit trade. A good deal of swapping is being done, but as to any large shipments they are not discernible. Prunes are not going to suffer much longer from this back-seat disease. The consumers all over the country are going to be educated in a way that will make them demand the fruit freely. The retailer can well afford to be content with a fair margin if his sales increase, as they certainly will with reasonable prices and a growing knowledge of the value of this fruit as an every-day dish. Here are two recipes from the American Grocer that are right in line with the campaign of education now under way.

Prune Puff.

Whip the whites of three or four eggs to a stiff froth, add slowly one-fourth cup of powdered sugar, beating all the time. Then add one cup of cooked prunes, chopped or sifted, and beat until very light. Put into a small pudding dish and bake about ten minutes; then cool. Serve with a soft custard made with the yolks of the eggs previously cooked. Other fruits may be used instead of the prunes.

These puffs may be served hot, and without sauce, or with whipped cream.

Prune Loaf.

One-half pound of prunes; wash, soak, cook in little water until tender enough to remove the stones. Cut each prune into quarters, and add one-half cup of sugar. Make dough as for baking-powder biscuits; roll out thin and so that the length is twice the breadth. Spread the prunes over this, keeping within an inch of the edges. Roll like jelly cake, pressing the ends firmly so that the fruit cannot escape. Place the roll in one side of a granite pan, pour over and around it one-half cup of sugar, a pint of hot water, and a tablespoon of butter. Bake, basting frequently, and watching closely, to prevent burning. Add more water as needed. Serve with its own sauce or with the addition of cream.

Any fruit may be substituted for the prunes.

This may be cut in slices, like the Swedish rolls, before baking, when time is limited.

The quotation feature of prunes does not alter of late, but there is a stronger and better market and a more hopeful outlook.

Raisins are quiet, with nothing to disturb the evenness of prices. Both peaches and apricots continue strong and stocks are gradually crumbling away.

In nectarines, cherries and blackberries there is scarcely enough doing to make a market. It is evident from a talk with the trade that conditions are comfortable and indicative of a satisfactory future.

SALMON.

Business is decidedly dull. In this connection the following suggestion, made by Mr. Henry Forsman to a New York publication, is of interest:

The jobbing grocers are interested in a proposition to create a fund for advertising salmon to consumers by taxing the various packers a small amount on each case, the aggregate of which will be large enough to provide $20,000 annually for the specified purpose. The scheme is the suggestion of Henry Fortmann, president of the Alaska Packers' Association, who, in a recent interview with the Pacific Fisherman of Seattle, is quoted as offering the following reasons for his suggestion: "The total consumption of canned salmon in the United States has never been more than 2,000,000 cases. There are forty-eight pounds to the case, and by referring to the statistics we see that the total production on the Pacific Coast in the four years from 1900 to 1903 inclusive, was 16,000,000 cases. About 4,000,000 cases were sent to Japan and other uncommon (not regular) markets. Europe consumed 1,125,000 cases a year. Therefore, in these four years about one-half of the amount of our product has been disposed of in foreign markets leaving 8,000,000 cases, or 2,000,000 cases a year for the United States, making 96,000,000 pounds, which shows that the people of this country are consuming but little more than one pound of salmon per caplta per annum."

Mr. Fortmann states that his association would favor a plan whereby all of the salmon packers on the Pacific Coast could contribute to an appropriation for advertising. It is pointed out that an assessment of but one cent a case on that part of the pack furnishing the supply for home consumption would give a fund of $20,000 a year. This sum, distributed among the proper mediums, it is believed by jobbers, would undoubtedly cause a material expansion of the consumption of salmon. Whether a campaign of advertising from year to year is inaugurated, it is felt by distributers that something should be done to counteract the effect of the high prices prevailing early this year, which caused many consumers to stop the use of salmon.

PROVISIONS.

While the market is weak and the quotations in the Advocate's price list remain unchanged, lower prices are being made by almost all of the trade.

FINNAN HADDIES.

Wieland Bros. report:

Owing to very stormy weather on the Atlantic, only very few haddies were caught. This delicate fish is therefore very scarce and high in price.

MACKEREL.

Norwegian as well as Irish mackerel are $1 per barrel dearer with prospects of another raise when Lenten season sets in.

CHEESE.

California flats are lower in price, while New York State factory cheese is firm at present quotations.

COFFEE.

The coming of practically three holidays at once gave the coffee buyers and sellers a rest. The market has been given over to reflections of the past and hopefulness for the future. The year's record will not be blotted with any serious disturbances, panics, failures or wild fluctuations. The surplus of high-grade coffees in this market still exists. Sales can only be made in good round lots, at a concession. Any owner who is frank enough to tell the truth about it will confirm our statement. There is no use confusing or mincing the situation. To offset this condition, however, is the demand, always a steady one, of the roaster for the pick of the market to use in his fine blends. It is the poor, quakery, off-flavor coffees that form so large a per cent of receipts which force reductions in order to make them move at all. A roaster who is alive to his own and his customers' interests will shun these defective coffees as he would poison ivy, and would as soon think of handling the one as the other. The **Advocate** will have more to say of this in the future. Medium and low grades of Central Americans are still eagerly picked up and on these grades the market is strong.

HAY.

Somers & Co. report:

Receipts of hay for the past week have amounted to 2900 tons, an increase of about a thousand tons over the week preceding. The demand, though not heavy, has become a little more active since the holidays, but consignees still have difficulty in making disposition of all their shipments. Prices have not advanced, though we might say the market seems to have a steadier tone. We cannot but think this a temporary condition, possibly caused by consumers' willingness to stock up a bit for the new year.

MAINE SARDINE PACK.

The Grocers' Criterion has this to say of sardine packing:

According to a compilation of advices received from the Maine packers, the total output of sardines this year was 1,380,000 cases, the largest pack since 1901. Of this large total about 165,000 cases only are left in packers' hands. The rest have all been sold and many have passed into the hands of retailers. The pack of the past five years is given herewith:

Years.	Cases.
1904	1,380,000
1903	1,181,000
1902	1,179,168
1901	1,396,903
1900	815,080

Even though the stock in packers' hands is small, the market has a weak tone and present prices on quarter-oils are the lowest of the season. This is due, largely, to the fact that a declining market and poor quality have combined to cause rejections everywhere and the special prices which have been named in numerous localities are the result of these unsatisfactory conditions. The weakness is most pronounced in the South and Southwest. In St. Louis some remarkably low quotations have been named recently and it is quite likely that much the same conditions prevail elsewhere in some degree.

Quality
Counts before **QUANTITY** with shrewd buyers



—Our Goods are Always Satisfactory—
Helvetia Milk Condensing Co.
Highland, Ill.
San Francisco Office, 3 California St

Enterprise Brewing Co.'s

Beer is sold on its merits.

We invite comparison of our productions with ANY on market. You will then become our best advertiser, we are dead certain.

A **GOOD ARTICLE** is the very best advertising medium. Are we not right?

Telephone, Mission 162. San Francisco, Cal.

EXCHANGE COLUMN.

Subscribers can make use of this column gratis for the publication of their wants in any way.

WANTED.

A traveling salesman, 12 years on this Coast, "a specialty man," wants a year's contract or a three months' trial with a good house. Knows every grocer in California—outside of 'Frisco. State territory you want covered, salary you will pay; best of references. Address, "Traveler," care this journal.

For Sale—An old established, good-paying business, on fine corner, in residence section. Rent reasonable. License goes with place. Fine opportunity for two live men. Address **Grocer**, care **Advocate** office.

FOR SALE.—Business buggy in good condition, for sale cheap. J. J. Meinert, Fourth avenue and California st.

GROCERY FOR SALE.

$850—Grocery and bar; old establishment; long lease; 4 living rooms; rent $25; sickness cause. 748 Brannan street.

Jesse Moore A. A. Whiskey

Best on Earth



Pure, Old and Palatable

JESSE MOORE HUNT CO.
Louisville, Ky. AND San Francisco, Cal.

E. GHIRARDELLI
Mercantile Co.
310 Clay Street, San Francisco
Packers and Jobbers

Pickles, Catsup, Preserves, Vinegar, etc.

We prepare for the Grocery Trade a line not surpassed in quality and purity.

OUR CATSUP is not equalled by any on the market. Try an order.

TOBACCO DANGER.

Retail Grocers Threatened With Serious Loss of Trade By the Trust.

The Tobacco Trust, with its insatiable greed, is now trying to get the business of its former customers—the retail grocers and retail tobacco dealers of the Pacific Coast.

They are not satisfied with the manufacturers' profit. They want the wholesalers' and the retailers' profits as well.

They are opening up numerous stores throughout the city of San Francisco and other large centers on the coast and are planning more stores through the country in which they can sell their goods direct to the consumer at cut rates.

Every cross-roads country store is interested in this as much as are the dealers in the towns where the Tobacco Trust has its retail stores. This is because the trust will do large advertising and will establish a mail order department so that they can supply their goods to the consumer through the postoffice.

The action of the trust in this matter is far reaching.

If they can successfully distribute their goods to the consumer, overlooking the retail dealer, it will mark the opening of a new era in merchandising.

What the Tobacco Trust is able to do successfully will be copied by the other great Trusts. And it will only be a matter of time when the retail dealers will find a great portion of their staple goods being sold direct to the consumer by the manufacturers.

This will follow only if the Tobacco Trust finds that they can do this work successfully.

The Tobacco Trust is not establishing retail stores because it loves the dear public and wants to supply them with goods cheaper. It is establishing these retail stores because it thinks it can make more money by so doing.

The retail grocers and other dealers must unite in putting Trust goods under the counter and out of sight. They must sell them only when the customer insists upon getting them.

They must have in stock the lines of independent goods necessary to replace the Trust goods. They can find independent goods in plenty of as good quality, if not better, than the Trust goods, which pay an even better profit.

We are given to understand that the independent manufacturers are awake to the necessity of co-operating at this time with the retail dealers in order to save their business. We are glad of this because it is only by advertising widely to the consumer that the independent manufacturers can make the public willing to take the independent goods when they are offered them by the retail dealer.

The **Advocate** will be very glad to co-operate with the independent manufacturers in informing the retail grocers and general merchandise dealers of the Pacific Coast of those lines of goods that are to be sold in place of the goods made popular by the Trust through enormous advertising.

When the Trust finds that, because of the united action of the retail dealers, they are losing more money through the antagonisms they have aroused than they are obtaining through their stores, they will discontinue those stores.

This follows as a matter of course, since the Trust is not impelled by enmity towards the retail dealers, but is merely seeking to establish a new channel through which to distribute their goods, which they think will prove more profitable than the old channels.

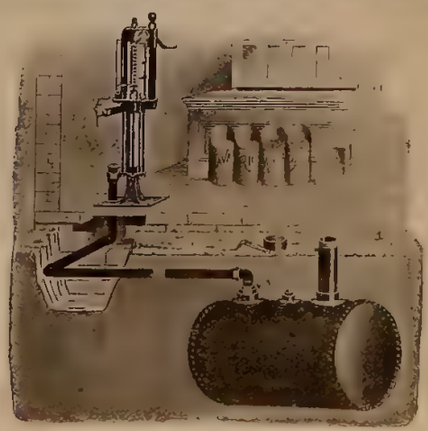
The **Advocate** would like to hear from any retail grocers who have been successful in substituting independent goods for Trust goods, so that other dealers may be able to profit by the methods they have used.

TAKE NO RISKS WITH GASOLINE

BUT USE A

BOWSER LONG DISTANCE GASOLINE STORAGE OUTFIT

IT IS AN ABSOLUTE PROTECTION FROM FIRE AND RESULTING LOSS



PUMP IN STORE--TANK BURIED

ONLY ONE GALLON OF GASOLINE IN BUILDING AND THAT INSIDE PUMP

TANK OF HEAVY STEEL, RIVETED AND SOLDERED

IT IS PERMITTED BY THE INSURANCE COMPANIES

MEASURES GALLONS, HALF GALLONS OR QUARTS

PUMP ALL OF METAL

ASK FOR CATALOG "BB"—THERE'S NO TIME LIKE NOW

S. F. BOWSER & CO. - FORT WAYNE, INDIANA

California Business College
"A Thorough School"



LET US TRAIN YOUR BOY FOR BUSINESS

You are largely responsible for the future of your children. They are dependent upon you for a mental equipment that will enable them to "win out" when they enter upon life for themselves.

THIS IS A COMMERCIAL AGE

Unless you are born rich, you must learn modern business methods or remain poor all your life.

Write for catalogue, etc.

925 Golden Gate Avenue San Francisco, Cal.

Amusements

MAJESTIC.

"Mizpah, or the Story of Esther," written by Ella Wheeler Wilcox, and produced for the first time at this play house, met with a hearty welcome Monday night, and with a few alterations will be a general favorite. Its rare love scenes are such as only Ella Wheeler Wilcox can write—strictly her own. In the roles of King Ahasuerus and Esther, assumed by John Gilmour and Miss Adele Block, there was some clever work. The part of Vashti, by Miss Eleanor Gordon, found the young lady equal to the occasion. To Luscombe Searelle, who assisted Ella Wheeler Wilcox, great credit is due for the manner in which the play was staged.

ORPHEUM.

The show at the Orpheum is better, by a long ways, than has been there for some time. Will Cressy and Blanche Dayne, Josie Kine and Phil Gotthold, Nita Allen, Robert Elliott, H. V. Fitzgerald. Eleanor Falke and Chassino, are the principal figures that go to make up the entertainment.

CENTRAL.

The minstrel performance presented by the Central Theatre more than makes good. The burnt-cork artists are all clever in their work, and from curtain rise until the end of the evening's fun the audience were kept in roars of laughter caused by the jokes, and were satisfied with the dancing specialties and songs.

GRAND.

Blanche Bates still continues to draw crowds to witness "The Darling of the Gods." To have seen Blanche in this play is worth half a person's life, for beyond doubt the clever actress is fitted thoroughly and perfectly to the part outlined for her. Saturday matinee "The Darling of the Gods." Beginning with Sunday matinee, the attraction for the week will be "The Silver Slipper."

CHUTES.

Wilson and Leicester scored a hit in "Love Stories Told in Song." An interesting programme includes the four Gordons, acrobats; the Burton Bellringers, Dan Russell and Blanche O'Neill in "Sullivan, the Coachman;" Eldridge, a clever artist, who paints portraits in sand, and Mabel Lamson, a favorite singer. The moving pictures are above the average. The entertainment is deserving of good patronage.

FISCHER'S.

A change of programme with good talent is on at this house. All of the latest biograph pictures are being reproduced.

ALCAZAR.

Next week's presentation at this theatre will be "The Girl and the Judge." It ran for months when produced with Annie Russell and the late Mrs. Gilbert in the cast at the Lyceum, New York, about three years ago. It is full of the crisp wit and unconventionalism. John Craig and Lillian Lawrence are the young couple who fall in love under peculiar circumstances. There are striking character types, such as Clyde Fitch delights in sketching, like the sporting office clerk, personated by John B. Maher; the kleptomaniac by Christie MacLean; the fussy boarding-house keeper by Laura Adams; the broken-down roundér by Luke Conness, and Mrs. Ickleheimer, the pawnbroker, for which Julia Blanc, unexcelled in Hebrew impersonation, has been specially engaged. Ibsen matinee Thursday, Jan. 19, when "Ghosts" will be presented. Harry Mestayer will personate the young artist stricken with paresis, a wonderfully vivid pathological study, which he created in the East in Mary Shaw's production. Lillian Lawrence will act the part of the tortured Mrs. Alving. "The Conquerors" follow.

BEST BE CHEERFUL.

Laugh, and you cheat the doctors. Weep, and they'll soon cheat you. Complain of your ills, and you'll find that the bills will shortly begin to accrue. Envelop your being with sunshine, with scads of health you'll be blest; but grieve and mope, you will soon take dope, and the doctors will do the rest.

IT'S NO USE REPINING.

"If I had only not done this or said that—if I could go back—if I could live that day over again!" What folly it is to indulge in weak repinings of that nature! No human being ever did go back; no lips were ever allowed to unsay words; no feet ever permitted to untread steps once taken. A sensible man does not cry over spilt milk. He hustles around and gets some more milk tickets.

THEY TAKE THE RISK.

No better proof could be required of the value of the goods of the California home brand of pickles, chow chow, etc., than the guarantees given in another column by the Pacific Coast Vinegar and Pickle Works.

In order to induce the trade who are not acquainted with these goods they offer to pre-pay freight on orders received during the month of January.

What is of more importance, they absolutely guarantee their goods to be the best quality for the money and back their guarantee with the assurance that the dealer can "money back" the goods to his customers. They also give him the privilege of acting upon his own judgment as to whether or not they are the best value he has ever received for the money they cost. They even go so far as to agree to allow him to pay for the goods at his own valuation if the goods themselves do not satisfy him that the prices charged are absolutely fair and proper.

The splendid quality of the "California Home Brand" pickles, chow chow, etc. authorize such a proposition.

We would call the attention of our readers to their offer on page 2 of the cover, which we deem worthy of consideration.

THE WORST FOOL UNDER THE SUN.

He is a fool who sits and pines
While other men push along,
Who thinks that his lines are the hardest lines
And croons a pitiful song.
He is a fool who sighs: "Ah, me!
I've arrived in the world too late!"
But the worst fool under the sun is he
That nurses hate.

He is a fool no matter how high
Who fancies that when he dies
No other may worthily occupy
The place that he occupies.
He is a fool who claims to be
Foredoomed to the scorn of Fate,
But the worst fool under the sun is he
That nurses hate.

There was never a man who nursed a wrong,
Intending to scourge his foe,
Unless he dropped future arrow along
And he added to future woe.
The anger we foster became to be
Remorse for us soon or late,
And the worst fool under the sun is he
That nurses hate.

Chicago Record-Herald

SELLS ON ITS MERITS.

One of the oldest and best known firms of coffee roasters in this country, the Nash-Smith Tea and Coffee Company, are doing active work in the Pacific Coast territory with one of their most successful brands, Wedding Breakfast coffee. Much of the success of this brand of coffee is due to its being roasted in an altitude of over 5000 feet above sea level. The blend is the result of years of research in cup values by Mr. Nash, senior member of the firm, who is recognized as a past master in the art of blending high-grade coffee. It has a phenomenal sale wherever it has been placed, and as a result is readily accepted by the grocers in all parts of the country. It is not a new brand—has passed the infant stage and now sells on its own merits. Having a peculiarly rare aroma that pleases the majority of palates, we predict a successful sale in this territory from reports received from other parts.

BETTER BOILED HAMS.

Progress is gratifying to report upon, hence we desire to call the attention of the trade to the new system of putting up boiled hams by Wolters Bros., Twelfth street, between Market and Mission streets. It is scarcely four years since the firm embarked in this business, establishing their offices and plant at 103 Twelfth street, and to-day they operate four delivery wagons and contemplate a removal to larger quarters, the demands of their present business having grown to such an extent that it overtaxes the capacity of their present plant. A very important feature of the hams boiled by this company is that they are of uniform shape, and save much waste at the joint. The hams are without strings, which costs the manufacturer considerable, as twine is 18 cents per pound, and it requires about 25 feet of twine besides the labor to twine a ham.

As the greater portion of boiled hams are sliced and sold by grocers, it will be readily noted that by this new system, the only one in the United States, and a patent process by Wolter Bros. under their own patent, by which hams are boiled in a compressed, perforated cylinder, much waste is saved the dealer in slicing. It is well worthy of the investigation of the trade.



VALLEY BREW LAGER
from
Richmond Bottling Works.
Zimmerman & Ruhland,
'Phone Pine 1787.
32d and Clement Street,
San Francisco, Cal.

Champagne.

Veuve Clicquot, qts	$32.25
Veuve Clicquot, pts	34.25
Ruinart, Magnums, 6 to case	30.50
Ruinart, qts, 1 doz to case	32.40
Ruinart, pts, 2 doz to case	34 20
Ruinart, ½ pts, 2 doz to case	18 00
Vintage 1893, qts, 1 doz to cs	46.50

Brandies.

	Per case
Martell's One Star, 1 doz qts	$16.00
Martell's Two Star, 1 doz qts	19.00
Martell's Three Star, 1 doz qts	20 00
Martell's Three Star, 2 doz pts	23.00
Martell's One Star, 2 doz ½ pts	18.00
Hennessy's One Star, 1 doz qts	17.50
Hennessy's Three Star, 1 doz qts	21.00
Calif. doz qts	12.00

Cider
Hammond & Co.
Bottlers
Office and Depot
277 Seventh Street
Phone, Jessie 3371



SWEET CIDER
½ Gal. Bottles, $1.00 dz
Rebate, 10 per bottle

BOILED CIDER

Quarts	$2.50 doz.
Pints	1.75 "

Mineral Waters.

Aetna, splits, 100 to cs	$5 50
Aetna pts, 100 to case	9 00
Aetna, qts, 50 to ca e	7 50

GINGER ALE

Belfast Ginger Ale Co.,
D. Steimke & Co. Props.
All Carbonated Beverages
COR. UNION AND OCTAVIA STS.

	PINTS	QTS
Soda Water	$ 80	$1 50
Ginger Ale	80	1 50
Sarsaparilla	80	1 50
and Iron	80	1 50
Cider	80	1 50
Cuban Punch	80	1 50

Case Prices, 2 Doz. per Case.

Porter.
(E. & J. Burke's Guinness') .
Stone, pts, 8 doz to bbl $16 50
Glass, qts., 4 doz to bbl..... 14 00
Glass, pts., 8 doz to bbl..... 16 50

Specialties of
Hilbert Mercantile Co.

H B, Ky, Bourbon, per gal	$2 75
H B Ky Bourbon Ex spcl	3 25
Union League Ky Brbn AA	2 50
Union League Ky Brbn 1 gal	2 25
El Monte Ky Brbn 1 gal	2 25
Maryland Monogram 1 gal	2 75
Forum Bourbon 1 gal	2 00
W. H. McBrayer's Cedar Brook 5 yr	3 00

Hunter Baltimore Rye.

Per case, 1 doz. 5's	13 00
In 5 case lots	12 50
In 10-case lots	12 00

Hilbert Mercantile Co.

H B Bourbon (spcl)	$10 00
H B Rye	10 00
H B qt flasks 4 doz to cs	12 00
H B ½ pt flasks 6 doz to cs	9 00
H. B. 1½-oz bots, per gr	12 00
Union League "AA"	8 00
El Monte Bourbon	8 00
Forum Bourbon	7 00
J Baumgardner Rye	12 00
Maryland Monogram	9 00

W. H. McBrayer's Cedar Brook.

Per case, 1 doz 5's	$12 00
Per case, 2 doz pts	12 00
Per case, 4 doz ½ pts	14 00
Per case, 20 doz 1½-oz	18 00

Jesse Moore Whiskies.

Ex Poey Bourbon	$16 00	$17 50 $17 00
AA Bourbon	11 00	10 50 10 00
C Bourbon	8 50	8 00 8 00
AA Bourbon, doz, 4 oz	10 00	10 00 9 75
AA, Pt Flasks doz	9 00	8 75 8 50
AA ½ Pt Flask 3 doz	6 75	6 50 6 25
Old Rye	11 00	10 50 10 00

Jesse Moore Hunt Co.
(In barrel or half barrels)

Extra Poey Bourbon, gal	$7 50
AA, Bourbon, gal	3 75
B Bourbon 1 gal	2 25
C, Bourbon, 1 gal	2 75
No. 1, Bourbon, 1 gal	2 25
AA Rye, gal	2 75
C Rye, 1 gal	2 75



STANDARD BOTTLING CO.
BEACH STREET
Between Taylor and Dupont
LOS ANGELES BREWING COMPANY.
Beer furnished Grocers in Bottles or Kegs.

Golden Gate
BOTTLING WORKS.
Blume & Gardner,
Proprietors



Bottlers of the Celebrated
Standard.
Culmbacher.
Extra Pale.
XXX Porter.
Half and Half.
Lager and Steam Beer in Kegs.
100 Shotwell St.,
Phone: Capp 1761, S. F., Cal.

DON'T BECOME A HELPLESS VICTIM OF "CAN'T."

No boy can expect to rise in the world when he is all the time saying to himself: "I can't do this thing; it is useless to try, for I know I can't do it. Other boys may do it, but I know I can't." The boy who thinks he can't get his lessons, who decides that he can't solve his problems, and who is sure that he can't go through college, can not do any of these things. Very soon, he will become the victim of chronic "can't." Negation will have mastered him. "I can't" will have become the habit of his life. All self-respect and self-confidence, and all consciousness of ability will have been undermined and destroyed. His achievement can not rise higher than his thoughts.

Contrast this with the boy who always says, "I will." No matter what obstacles confront him, he says, "I will do the thing I have undertaken." It is the constant affirmation of his determination to do the thing which increases his confidence in himself and his power to do the thing until he actually will do it.

It would be impossible for a lawyer to make a reputation in his profession while continually thinking about medicine or engineering. He must think about law, and must study and become thoroughly imbued with its principles. It is unscientific to expect to attain excellence or ability enough to gain distinction in any particular line while holding the mind upon and continually contemplating something radically different.

Is it not, therefore, more than foolish, even ridiculous, to expect to develop a strong, vigorous mentality while acknowledging or contemplating weakness or deficiency?

So long as you contemplate any personal defect—mental, moral, or physical—you will fall below your possible attainment, and can not approach your ideal or standard.

So long as you allow negative, destructive, tearing-down processes to exist in your mind, you can not create anything, and will be a weakling.—Success.

MANY ARE HANDICAPPED BY FAILURE THOUGHTS.

Most people go through life crippled and handicapped by thinking weak thoughts, diseased thoughts, or failure thoughts. It would be just as sensible for a girl to try to develop the highest type of beauty of physique and character by holding in her mind the ugliest ideals and thinking herself as hideous. If she wishes to be beautiful, she must hold steadily the beauty ideal in her mind and try to measure up to it; then not only the physical but also the moral nature will respond to this effort to attain the aesthetic ideal; but, if she goes through life thinking she is hideous and deformed, and lamenting the fact, beauty will never respond.

What a misfortune to see bright young men or young women hampered and restrained in their careers because of holding sickly ideals and confessing weaknesses and defeats! Banish these ghosts, these unrealities, these enemies of your success and happiness forever from your mind. Rise up out of the valley of despair and despondency, out of the miasma which has poisoned the air around you, and out of the foulness which has suffocated you all these years, into the atmosphere of excellence, of power, and of beauty; then you will begin to accomplish something in life, and to be somebody.

If people could only realize the demoralizing influence of holding sickly ideals or failure ideals in the mind until the standards of excellence are all dragged down to the level of mediocrity or commonness, they would never again be content to dwell in the valley of failure, or live in the basements of their lives.—Success.

Closing Prices of Coffee in New York.

		Dec.	Year	ago.
January	6.90@	6.95	6.45@	6 50
February	7.00@	7.05	6.60@	6.70
March	7.10@	7.15	6.75@	2.80
April	7.20@	7.25	5.85@	6.90
May	7.30@	7.35	7.00@	7.05
June	7.35@	7.45	7.05@	7.10
July	7.45@	7.55	7.15@	7.20
August	7.55@	7.60	7.25@	7.30
September	7.65@	7.70	7.35@	7.40
October	7.70@	7.75	7.40@	7.45
November	@		7.45@	7.50
December	6.75@	6.85	6.40@	6.45

GROCERS SPEAK.

Massachusetts Wholesalers and Retailers Unite Against Trading Stamps and Premium Schemes.

The Boston Wholesale Grocers' Association has struck out from the shoulder, and has adopted resolutions declaring that trading stamps and premium giving is wrong in principle, demoralizing and injurious to trade and detrimental to legitimate busness and protesting against such method gives notice to manufacturers with whom they deal that they, individually and collectively, agree to discontinue the sale of all goods containing stamps or premium propositions, of any nature whatever after January 1, 1905. The Boston Retail Grocers' Association recognizes the action of the Boston Wholesale Grocers' Association pledging their co-operation, and in evidence thereof have adopted the following resolution:

Resolved, That we, the members of the Boston Retail Grocers' Association, will individually and collectively cooperate with the wholesale trade to the end that both wholesaler and retailer and the great purchasing public may be rid of an evil that is injurious to all alike. The merit of the goods should control, not the premium inducement. Massachusetts with law, and with union of effort on the part of wholesaler and retailer, leads the way in bringing business methods back to the old and sure basis of price and sale based solely on merit.

IN THE "GOOD OLD TIMES."

In 1838 envelopes were absolutely unknown.

A century ago farmers reaped their grain with sickles, one acre being a fair day's work.

Not until February of 1812 did the people of Kentucky know that Madison was elected president in the previous November.

In 1834 one of the leading railroads of the United States printed on its time-table: "This locomotive will leave the depot every day at 10 o'clock, if the weather is fair."

The first typewriter was received by the public with suspicion. It seemed subversive of existing conditions. A reporter who took one into a courtroom first proved its real worth.

In England, some centuries ago, if an ordinary workman, without permission, moved from one parish to another in search of work or better wages, he was branded with a hot iron.

When Benjamin Franklin first thought of starting a newspaper in Philadelphia many of his friends advised against it, because there was a paper published in Boston. Some of them doubted that the country would be able to support two newspapers.

One hundred years ago, the fastest land travel in the world was on the Great North Road, in England, after it had been put into its best condition. There the York mail coach tore along at the rate of ninety miles a day, and many persons confidently predicted Divine vengeance on such unseemly haste.—Success.

UNCONSCIOUS SUCCESS TRAINING

A modest, unassuming young business man, to his great surprise, was recently promoted to a position very much in advance of one he then occupied. He did not understand when, or where, or how he had prepared himself for such unexpected promotion. His friends, however, and those who have been watching his career, know that, unconsciously, he has been preparing for his promotion ever since he got a job as an errand boy in an office. Indeed, if he had had the position to which he has been advanced in mind from the outset, and if every step he took had been directed toward it, he could not have adopted a more effective means for the attainment of his end.

As a boy, this young man did not wait to be told things, or to do this or that when it was obvious that it should be done. He found out all he could for himself by observation, by keeping his eyes and ears open, and by being constantly on the alert to increase his knowledge; and he always did whatever he saw needed to be done, without waiting for instructions. He did everything that was given him to do as well as he possibly could do it. He did not wait for big opportunities, but found his chance in every little thing that came his way. In every errand he did he found a chance to be prompt, businesslike and polite. In every letter he wrote, he found an opportunity for self-culture, for learning how to be concise and how to express himself in the clearest and purest English. He found an opportunity for neatness and order in filing away papers and in keeping the office clean and tidy. These are a few of the steps which led to his rapid promotion, although when he was taking them he was not conscious that he was laying the foundation of his career broad and deep.—Success.

HAVE YOU NOTICED all these Signs around Town?



It shows that most of the Grocers keep what people ask for—WUNDER BEER If YOU don't, wake up phone to our bottling works and they will send their man to see you.

Phone South 1098

SOUTHERN PACIFIC
SUNSET ROUTE
Rock Island System

COMFORT LOVERS

Prefer to make their Eastern journey on the greatest of all South-western trains

GOLDEN STATE LIMITED

Daily service from San Francisco and Los Angeles to Chicago without change via El Paso and Kansas City.

SOUTHERN PACIFIC & Rock Island System.

E. W. BENNETT'S



BRILLIANTSHINE
Metal Polish

THE BEST ON EARTH

Liquid Paste and Powder. Awarded First Premium at each Exhibit.

E. W. Bennett & Co., Inc.

262 to 296 Church Street

SAN FRANCISCO



FOR THE BEST RESULTS.

Ship your dressed Turkeys, live Turkeys, and Poultry to the

POULTRYMEN'S UNION.

We guarantee top market prices, immediate cash returns, full weight, and full count. Choice dressed Turkeys are selling today as high as 24c per pound. We guarantee to dispose of all the choice stock that you can send us at the extreme market price—so please ship us all you can.

Large Hens, Ducks, Geese, Broilers, dressed and live Turkeys are wanted badly. Send us as large a shipment as possible.

We still have 500 cases of **CHOICE EXTRACTED** and **COMB HONEY** on hand. We would be pleased to have you call and see it, or mail us an order.

Choice Eggs are also higher and wanted. Can use 25 to 50 cases to good advantage. Please write us immediatelyand mention this paper when you write. POULTRYMEN'S UNION.

W. C. PRICE & CO., 322-324 Front St., S. F.

WILLIAM E. HARM
Kartuffel-Buhr
183-185 Valencia St. Near 13th
Tel. Folsom 1911
Wholesale Dealer in POTATOES, ONIONS BEANS, EGGS Etc., Etc., Etc.

WITZEL & BAKER, Commission Merchants
Telephone Main 718
314, 316 BATTERY ST., SAN FRANCISCO, CAL.
Fancy Creamery Butter and Ranch Eggs Our Specialty



WILLIAM CLUFF COMPANY

WHOLESALE GROCERS

SOLE AGENTS

SAN FRANCISCO CAL.



GUSTAV LIEBOLD — THIRD STREET

Gambrinus Bottling Co

Sole Agents and Bottlers of

GAMBRINUS BREWING CO'S

Portland, Oregon

Select Pilsener Lager Beer.

OFFICE AND BOTTLING WORKS

160 Thirteenth St., nr. Folsom, S.F.

IRVINE STANTON COMPANY

WHOLESALE GROCERS

Farm and Dairy Produce

Consignments from Interior Merchants Solicited

211-213 Clay St. San Francisco, Cal.

OUR STANDARDS

Sperry's Best Family.
Drifted Snow.
Golden Gate Extra.

Sperry Flour Company

REMOVED

PATRICK & CO., RUBBER STAMPS

111-113 SANSOME STREET

One block south of old location.

PETERS BROS., BALTZ & DITTMANN

PROPRIETORS

The California Brewing Co.

Douglas Street, bet. 17th and 18th

SAN FRANCISCO, CAL.

Try LAVARINE For Washing

For Health and Strength



DAMIANA BITTERS

Highest Grade Package Goods for Family Trade

ROYAL AND QUEEN'S TASTE

(1 lb packages) (4 lb cartons)

Macaroni, Vermicelli and Spaghetti

ROYAL ITALIAN A. B. C. PASTE, in 1 lb papers
GOLDEN GATE EGG NOODLES, in ½ lb papers

For Sale by all Jobbers

TOBOGGAN

MAPLE SYRUP -- IT IS BEST

Pacific Coast Syrup Co.

SAN FRANCISCO

THREE REFINERIES: SAN FRANCISCO, PORTLAND and SEATTLE.

You Are Right Side Up! Why Write Upside Down?

WRITING IN SIGHT

will be the . . **1905 MODEL.** . . We will shortly introduce the

L. C. SMITH & BROS. TYPEWRITER

(Visible)

Everything about it Up-to-date.

ADDRESS FOR PARTICULARS

L. & M. ALEXANDER & CO.

110 Montgomery Street, San Francisco.

Branches: Portland Los Angeles Seattle



Get... Your Meal Fresh

Capitol Mills

ROLLED OATS

AND

SNOWFLAKES

And All Kinds of Meal

MANUFACTURED BY THE

SPERRY FLOUR CO.

114-116 Sacramento St. San Francisco

The Grocer is Sure of a

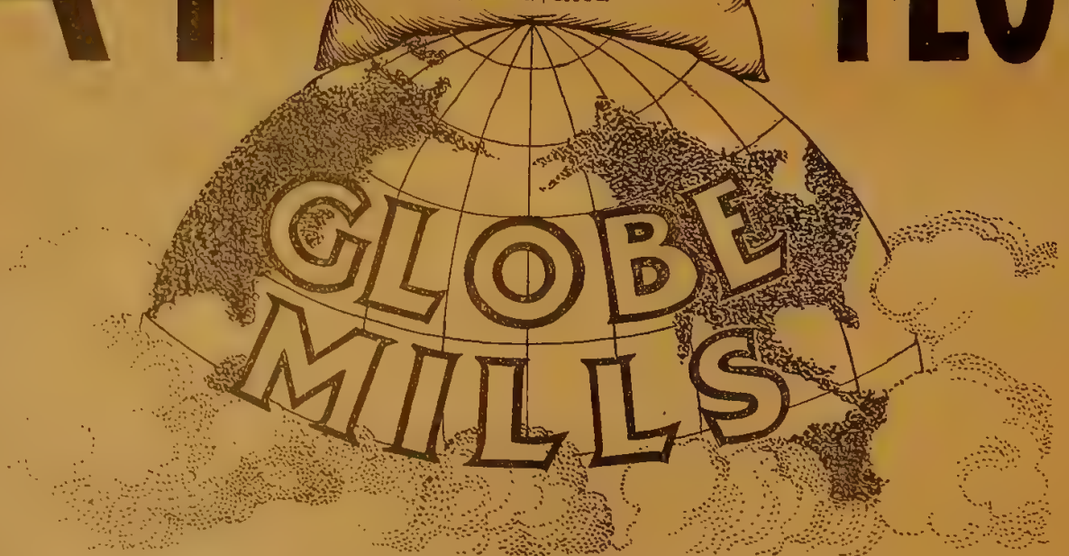
PROFIT

When He Handles

BEST ON EARTH

"A 1" FLOUR





WE MAINTAIN THE RETAIL SELLING PRICE

CONSUMERS ARE ALWAYS SATISFIED

Our "A 1" Flour is made of Eastern (hard) **Wheat,** mixed with California's Best. This makes it the **Strongest and Best Family Flour** on the California Market.

Our Years of Success in Southern California is our Best Reference to the Grocery Trade of the North.

GLOBE GRAIN AND MILLING CO.

MONTGOMERY AND CHESTNUT STS., SAN FRANCISCO, CAL.

Telephone Bush 759.

(Please mention the ADVOCATE to Advertisers. It helps us materially.)

THE RETAIL GROCERS ADVOCATE

A. H. POWERS, Editor
W. A. KRAG, Manager

SAN FRANCISCO, CAL., JANUARY 20, 1905

Vol. 10, No. 3

M·J·B·COFFEE
SELECTED WISDOM

You can't stop reading this if you try – try now



FORGIVE YOUR ENEMIES
BUT
DON'T FORGET THE LESSON

Your Trade Will Always Remember You Kindly
If You Give Them
M. J. B. COFFEE

IXL - Kapp and Street - W.G.M.

TAMALES
IN
KEY-OPENER CANS



It's Very Strange

That there are many people in this world who make it a point to get the best of everything and who have never tried

RAINIER BEER

Made for particular people by men who know how, out of the very best of materials. It's good for you and you'll like the flavor.

JOHN RAPP & SON
Phone South 473. SAN FRANCISCO



FREE RUNNING
For Table
Cartons, 48/2s, 24/3s, 20/5s to Case
Caddies, 50/2s to Case.

LESLIE STERILIZED SALT

PURE AND WHOLESOME.

DOES IT PAY THE GROCER?

Below is the cost to the Grocer of single packages of Leslie Salt, Free Running, together with the per cent of profit on the cost of same, when bought in single case lots:

	COST	S. P.	% PROFIT
2-lb. Caddies, full weight,	$ .06½	$ .10	53 per cent.
2-lb. Cartons, " "	.05¾	.10	74 per cent.
3-lb. " " "	.08⅓	.15	80 per cent.
5-lb. " " "	.12½	.20	60 per cent.

C. E. WHITNEY & CO., Agents 715-717 Hayward Bldg. San Francisco, Cal.

LESLIE SALT
SAN MATEO CALIFORNIA

VELVET GRAIN
For Kitchen
In Bales containing 150 lbs net of Salt – 75/2s, 50/3s, 40/4s, 30/5s, 15/10s, and 8/20s.



EQUAL TO THE BEST
AND BETTER THAN THE REST

Has ALREADY Secured Recognition For Superior Quality

ALPINE EVAPORATED CREAM

Prices are RIGHT —— Quality is Right —— Pleases Customers

Per Case — 4 Dozen Large Tins — $3.60

FOR SALE BY ALL JOBBERS

ALPINE EVAPORATED CREAM CO.
123 California Street, San Francisco, Cal.

Absolutely Guaranteed Against Any Defects.

WE PROTECT YOU

You may **REFUND FULL PURCHASE PRICE** if any package bearing **"California Home"** brand fails to give entire satisfaction.

We accept **ANY PRICE YOU MAY NAME** for the goods if, on arrival, you do not find our **"California Home"** brand goods the **Best Value You Have Ever Bought.**

AS A FURTHER GUARANTEE OF OUR GOOD FAITH

Until FEBRUARY 1st, 1905

WE WILL PREPAY FREIGHT

on 5 or More Cases, Straight or Assorted

"CALIFORNIA HOME BRAND"

Pickles, Chow Chow, Pearl Onions, Etc.

To Every **Railroad** and **Steamship** Point of **CALIFORNIA, OREGON AND WASHINGTON.**

Our Guarantee

We authorize you to **Refund Full Purchase Price** if any package bearing our **"California Home Brand"** fails to give **Entire Satisfaction** to the **Consumer.**

Send us your order for **FIVE (5) or more cases** of our **"CALIFORNIA HOME BRAND"** Goods, as listed below, and if upon arrival you do not find these goods **the best value you have ever bought,** we will **accept any price YOU may name** for the goods.

"CALIFORNIA HOME BRAND"

Our New Olympic Bottle—10 oz., oblong, with spring fastener.

Sour Pickles (Mixed or Plain).....2 doz. to the case.....$1.35 a doz.
Chow Chow Pickles.....2 doz. to the case..... 1.35 a doz.
Sweet Pickles (Mixed or Plain).....2 doz to the case..... 1.75 a doz.
Genuine White Pearl Onions.....2 doz. to the case..... 1.75 a doz.

WE TAKE ALL THE RISK

(Our Goods will Comply with the Pure Food Laws of Every State.)

We own and operate the **largest,** the **cleanest,** and the **most modernly equipped** Vinegar and Pickle Works in the West.

Pacific Vinegar & Pickle Works

SAN FRANCISCO, CALIFORNIA

Kindly mention *"Grocers Advocate"* when replying to this ad.

Retail Grocers' Advocate

CALIFORNIA RETAIL GROCERS' AND MERCHANTS' ASSOCIATION — OFFICIAL PAPER — RETAIL GROCERS' ASSOCIATION

Vol. 10 — SAN FRANCISCO, CAL., JANUARY 20, 1905 — No. 3

Published Every Friday by
ADVOCATE PUBLISHING CO.
W. A. Krag.....President
Frank Connolly .....Vice-President
Aaron H. Powers, Secretary and Treas

Subscriptions:
One Year $2.00
Single Copies ..... .10

PUBLICATION OFFICE:
456 MONTGOMERY STREET.
Rooms 413-414. - Tele. John 2601

Entered at the Postoffice at San Francisco as Second Class Matter.

Points to Watch

SUGAR—
Prices are stationary and all is as quiet, apparently, as the tomb; the smoke of battle has cleared and both friend and foe are calmly waiting. Prices are well sustained and no break is as yet in sight. However, as long as this condition exists it would be best to proceed cautiously.

CORN FUTURES—
Last week we named prices at which futures were being sold; but few houses here ventured to quote a rate so far in the distance and retailers, profiting by bitter experience, are holding aloof.

EVAPORATED APPLES—
Of choice grade have advanced one-half cent per pound; other grades stronger.

JAPANESE PEANUTS—
Due here in two weeks, will be lower than present quotations.

CHEESE—
Martin's is one cent per pound higher, which is a forerunner that it is likely to advance further.

HERRINGS—
Holland has exhausted its supply, and this choice article is higher. The stock in this market will not last long, and in consequence buyers will be compelled to purchase the cheaper grades, of which there are a large amount.

PROTECT YOURSELVES—
By building up trade on "A-1" Flour of the Globe Mills the grocers protect themselves in their profits. The protection of the retail selling price accorded by the mills insures a permanent profit to the grocer after he has made the flour popular with his customers. By making it profitable for the Globe Mills to protect their flour other mills will do the same.

AN ATTRACTIVE PROPOSITION—
It will pay careful dealers to study the offer made to the trade on page 2 of the cover by the Pacific Vinegar and Pickle Works. It will be noted that both quality and value are guaranteed.

Too Expensive.

First Promoter—You say $50,000,000 is about the value of your mine holdings? Second Promoter—They're worth every bit of it. First Promoter—You ought to incorporate. Second Promoter—I would, but it costs $2 to incorporate in this state.—Pittsburg Post

All Must Work Together.

Flour Profits Depend on Grocers Everywhere Lending Their Help.

INTERIOR DEALERS APPEALED TO.

Explanation of Situation and the Possible Results.

By J. F. Paulding Secretary Pacific Coast Grocers' Association.

The retail grocers of Alameda county and San Francisco are placed in a position where they are compelled to appeal to their more fortunate brother grocer throughout the State for assistance.

In many communities in the State the flour mills are protecting the price on their standard brands of flour.

The grocers of San Francisco and Alameda county requested the same protection from the local mills. With one exception they were turned down.

The Globe Grain and Milling Company was the only one to list its goods and promise permanent protection.

Standard Mills Stand In.

The Standard Milling Company of San Francisco have listed their "Summit Snow" flour at $1.35. This is a new firm and they have decided to adopt the policy that will protect their customers. They write as follows:

San Francisco, Jan. 12, 1905.
Pacific Coast Retail Grocers' Association, San Francisco, Cal.

Gentlemen:—We are heartily in favor of co-operating with the retail dealer in his effort to make a fair profit on flour.

"Summit Snow" flour can be recommended by the grocer as a number one, first class flour in every particular. Should we learn of any retailer cutting on "Summit Snow" flour, we shall use every legitimate means to have the price maintained.

Our established retail price on "Summit Snow" from this date, is One Dollar and Thirty Five Cents ($1.35).

Very truly yours,
Standard Flour Co.,
Per C. L. Dingley, Pres.

Whittier Passes Resolutions.

The following letter was received from the Whittier Retail Grocers' Association:

Whittier, Cal., Jan. 13, 1905.
The California Retail Grocers' and Merchants' Association, 456 Montgomery Street, San Francisco, Cal.

Gentlemen:—At a meeting of the Retail Grocers Association of Whittier last evening the enclosed resolutions concerning the protection of the retail prices on flour were unanimously adopted. I send you the original, also a copy of the notice which was sent to the dressers. Very respectfully.

M. T. Owens, Secretary.

The resolutions enclosed in the letter were as follows:

(Original)

Whittier, Cal., Jan. 12 1905

At a meeting of the Retail Grocers' of Whittier, California, the following resolutions were unanimously adopted:

Resolved, That this Association hereby condemns the action of the Stanislaus Milling Company, the Stockton Milling Company, and the Del Monte Milling Company in refusing to protect the retail prices of the brands of flour manufactured by them, and that the members of this Association will govern themselves accordingly.

A. Jacobs, President.
M. T. Owens, Secretary.

Spread False Reports.

Several of the salesmen representing these mills who refused to protect their customers against having to sell their flour at a loss, continue to whisper here and there that I am actuated by false motives in this movement. They say I am working in behalf of the Globe Mills because they are subscribing to our fund.

When any such statements are made to you it is for the purpose of weakening your confidence in your own employe.

I am urging the grocers to patronize the Globe Mills because they protect the retail grocers in their profits and they are the only mills that think it worth while to look out for the welfare of their customers in this regard. My assistance was not given because the Globe Mills are subscribing to our fund. I cannot be bought that way.

The Globe Mills are giving me instructions what they asked for.

I therefore ask the retail grocers to give them equal consideration. It is my duty to see that protected goods get the right treatment from the retail grocers and if these salesmen want me to "boost" their goods, all they have to do is to protect the retailer's profits.

I now urge the grocers to give to the "Summit Snow" flour of the Standard Milling Company the same preference as they do to the products of the Globe Mill. At the present time the Standard Milling Company is not subscribing to our fund.

Del Monte Mill's Position.

The Del Monte Milling Company refuses to protect the retail grocer on their flour.

We therefore ask the grocers to show favors as far as possible to their competitors but we do not ask to handle their flour even though they are subscribing to our fund.

There is no reason to make the retail grocers lose faith in my honesty of purpose because of their desire to get left for the mere reason that they do not believe the truth. Your attitude at present certainly brands you as disloyal.

Working For Retail Grocers.

I am working in the interests of the retail grocers and those who give the grocer what they are entitled to.

I would like you to return the resolutions and confidence of those who seem to be working against me. But if I have to go it alone, I expect the retailers in order to get what I want. I will have to forego that pleasure. I am working for my people and not for profit.

Grocers Consider This.

We think the big dealer should be given concessions in accordance with his importance. But the manufacture should make these concessions conditional upon his agreeing not to use them to prevent the smaller men from making a living profit.

FAVOR INDEPENDENT GOODS.

Retail Dealers Object to Trust Methods and Desire Change.

The retail grocers and other dealers handling cigars and tobacco in a retail way recognize the fact that their business is threatened by the methods of the Tobacco Trust.

The Trust is not only in position to juggle with prices and force dealers to put more money than they can afford into their particular brands but they are now seeking to take away from the retail dealer his customers.

Firms who sell cigars and tobacco in a wholesale way frequently run retail stores. This has not been a menace to the rest of the retail dealers because there was business enough to go round and the large dealers maintained the retail selling price. The Tobacco Trust now proposes to start retail stores in all the larger cities and by widespread advertising institute a retail cigar business at cut rates that will practically destroy the cigar business of the smaller dealer. The small dealers have only one recourse. They must use their influence to induce both trade to handle independent goods which pay a fair profit and which are distributed through the usual trade channels.

The retail dealers are ready to do this.

The California Grocers' Association passed resolutions condemning the methods of the Trust and urging its members to use independent goods.

What are these independent goods?

The makers of independent brands have taken the opportunity now for combined active co-operation of the retail dealers.

They must take some action towards making it easy for the dealer to sell their goods.

They must advertise their goods with the consumer. They need not use the space the dealer need to let them have the good they have to offer.

The Retail Grocers' Advocate reaches 1200 retail dealers of the Pacific Coast [illegible] Without exception all of these dealers sell cigars and tobacco. We have only one cigar dealer who advertises in our columns. It is the non-progressive policy of the rest of the independent dealers that makes it possible for the retail stores to do business with them as they would like.

ASSOCIATION MEETING.

Dry Goods Dealers Promise Aid In Bettering The Trade.

The wet weather kept the members away from the meeting of the S. F. Retail Grocers on Wednesday evening and there was no quorum present.

A number of dry goods merchants was present.

An interesting conference ensued. Plans were laid for the betterment of trade conditions and there were many expressions of interest in the work.

EVILS OF TRADING STAMPS.

Why These Commercial Pests Are Being Fought by the Business World.

Nearly every State in the Union and also in England, Germany and France legislation is being attempted to secure the abolishment of the trading stamp evil.

The unity of opposition arising from the fact that the trading stamp is recognized as a wholly unnecessary and unbusinesslike method.

It is a third party introduced in the matter of bringing the seller and the consumer together. In this way it adds an additional expense to the cost of distributing goods and to that extent is undesirable. It is particularly undesirable because of an additional expense to no good purpose and is forced upon the retail dealer by methods that flavor strongly of blackmail.

This fact, and the further fact, that the whole trading stamp system is based upon the "get-something-for-nothing" policy makes its continuance contrary to public policy. The fact that the party serving up trading stamps has no definite knowledge of what will be secured when the book of stamps is filled and whether they will even get any returns for the stamps they collect, inject into the system a something of chance which adds to its undesirability.

A conference held by Mr. Clark, attorney for the State Grocers' Association, Mr. Son, attorney for the Cigar Dealers, and Mr. Wright, attorney for the Merchants' Association of San Francisco, resulted in the framing of a measure that has already been presented in both the Assembly and Senate. The attorneys are satisfied that this measure is constitutional. They have studied the laws of other States in order to find their weak points and have taken advantage of the experience that has been bought by these other merhants with the expenditure of much money and time. As a consequence it is very probably that the Supreme Court will uphold their judgment as to the constitutionality of the law which they have framed when it is put on our Statute books.

The law as presented to the legislature reads as follows:

An Act Making it a Misdeameanor to Sell or Exchange Property Under the Representation, Advertisement, Notice or Inducement that an Unidentified, Unknown, Unselected, or Chance Prize, Premium or Premium Gift, or that a Stamp, Trading Stamp, Coupon or Other Like Device Entitling the Holder to Receive Such a Prize, Premium or Premium Gift, or That the Redemption of Such a Stamp, Trading Stamp, Coupon or Other Like Device so Given is to be Part of the Transaction, or to Sell or Exchange Any Trading Stamp, Coupon or Other Like Device to Aid Such Sale or Exchange as Aforesaid and Providing a Penalty Therefor.

The People of the State of California represented in Senate and Assembly do enact as follows:

Section 1. Whoever sells or exchanges any property or offers or attempts so to do upon a representation advertisement notice or inducement that anything unidentified by or unselected by the purchaser at or before the time of the sale or exchange or upon a representation advertisement notice or inducement that anything whose precise nature is not so known to the purchaser at the time of the sale or exchange as to be completely identified beyond the necessity of any further or other selection or upon a representation notice, advertisement or inducement that any property whose selection will depend upon chance or hazard in any manner whatsoever is or is to be delivered or received or is in any way connected with or is a part of the transaction as a prize, premium or premium gift; or whoever sells or exchanges any property or offers or attempts so to do upon a representation advertisement, notice of inducement that a stamp, trading stamp, coupon or other device which entitles the purchaser to demand or receive either from the vendor or from any other person, company, association or corporation any other property unselected by or unidentified by the purchaser at or before the time of the said sale or exchange, or which entitles the purchaser to demand or receive either from the vendor, corporation, association or company anything whose precise nature is not so known to the purchaser at the time of the said sale or exchange as to be completely identified beyond the necessity of any further or other selection, or which entitles the purchaser to receive or demand either from the vendor or from any other person, corporation, association or company any property whose selection will depend upon chance or hazard in any manner whatsoever, is to be delivered or received or is in any way connected with or is a part of the transaction as a prize, premium or premium gift; or whoever sells or exchanges any trading stamp, stamp, coupon or other like device upon a contract to enable the purchaser to sell or exchange property, or attempt so to do, upon any representation, advertisement, notice or inducement of any kind hereinbefore mentioned, or whoever delivers any goods, wares or merchandise upon the presentation of any such stamp, coupon, wares of merchandise or other device so given or caused to be given shall for each offense be guilty of a misdemeanor and be punishable by a fine of not less than twenty dollars or more than five hundred dollars, or imprisonment in a county jail for not less than ten days or more than six months, or by both; provided, however, that the provision of this act shall not apply or extend in any manner to the redemption of any such stamp, trading stamp, coupon or other like device that may have been issued as a premium, prize or premium gift prior to the time this act takes effect; and provided further, that the provisions of this act shall not apply or extend to any sale or exchange of articles in bulk, heap or mass, or a part or portion thereof, which sale or exchange is not made, effected or induced by or upon any representation, advertisement, notice or inducement of any kind thereinbefore specified.

Sec. 2. This act shall take effect immediately.

The above bill is known as Senate bill No. 256 and Assembly bill No.354. Every merchant should send a personal letter to their Assemblyman, requesting their support.

BEWARE!

OF

TRADING STAMPS

1. No one gets something for nothing

Trading Stamps are NEVER Given Away. They cost retail merchants 50 CENTS per 100. No honest man can continue giving $1.05 for $1.00
Retail merchants who give trading stamps must re-imburse themselves in some way.

2. How do customers pay for Trading Stamps?

Either the customer pays more for goods, the value of which they are not familiar with, or they get short measure or short weight, or they get imitation goods.

3. Who is Robbed--The Customer or the Dealer?

The merchant who gives trading stamps and PRETENDS to do it without extra charge; must rob some one. Do you think he robs HIMSELF?

4. Makes Millionaires out of Schemers.

Trading stamp companies are drawing down about one half million dollars ($500,000.00) each year out of San Francisco. Their managers have become millionaires. This money is coming out of the FOOLISH PEOPLE who pay 10 cents more on the $1.00 for goods in order to get trading stamps that cost the dealer 5 cents and for which, when they get 1000 of them (at a cost of about $10 to themselves) they receive something worth about $1.75.

5. Condemned by Good Business Men Everywhere.

Legislatures in many States have condemned trading stamps as bad for both customers and dealers. They are foolish and dishonest schemes employed to rob unthinking people and, into the use of which, many reputable merchants are forced by the unscrupulous managers of the Trading Stamp Companies.

Do not be deceived into thinking that you can get something for nothing.

Trading Stamps Have Been Condemned by the Following Leading Mercantile Organizations of San Francisco:

Board of Trade of San Francisco, Wholesale Grocers Association of California, Coal Dealers Association, Retail Butchers Association of San Francisco, Cereal Manufacturers' Association, San Francisco Retail Grocers.

Monarch Printing Co. 1308 Mission St.

THE OLYMPIA BOTTLING COMPANY.

A great acquisition to the beer bottling features of the city of San Francisco is the new bottling plant of the Olympia Beer Company at Sansome and Lombard streets, which will be in full operation within about one week. The company have for their purpose constructed a new two-story building, 32x100, in which they have installed the most modern machinery the equal of the largest and finest bottling plants in the United States. In order to accomplish this Mr. Peter G. Schmidt of the Olympia Brewing Company at Olympia, Washington, visited all of the large bottling plants in the East, such as St. Louis, Milwaukee, Chicago, Cincinnati, Buffalo, Newark and New York, and selected from those great plants such of the best ideas as would be applicable to their plant here. Mr. Schmidt is still in the city superintending the installment of the machinery which, as stated, will be in full operation in about one week. When L. F. Schmidt established the Olympia Brewery at Olympia, Washington, he did so because of his knowledge that he had there located a spring of water that would produce a beer of the highest quality, and a spring of ample proportions to supply a brewery of many times the size of the one he first constructed. The great growth in the sales of their fine beer has been such that they are about doubling the size and capacity of their former plant to keep pace with the rapidly increasing demand. Olympia beer always makes lasting friends of its users, because of its very excellent quality. It has been on this market to some extent for the past few years and the trade take to it kindly because it suits their customers. With this new and up-to-date bottling plant, Harris Bros., the owners, will certainly be in a position to do a very heavy business and to place in the hands of dealers an article of which they may well recommend as unsurpassed. The new company have two large attractive delivery wagons and will add more to meet the demands of prompt delivery.

LILY CREAM.

With the beginning of the year Lily Cream shows an increased demand by consumers who have taken a fancy to this product. It is a dainty and popular cream.

Getting Wise to Woman's Ways

The Hardworking Domestic Partner Always Has Something New to Spring

From "Old Gorgon Graham; More Letters From a Self Made Merchant to His Son," by George Horace Lorimer. By permission of Doubleday, Page & Co., Publishers

I'm still learning how to treat an old wife, and so I can't give you many pointers about a young one, for, while I've been married as long as I've been in business and while I know all the curves of the great American hog, your ma's likely to spring a new one on me tomorrow. No man really knows anything about women except a widower, and he forgets it when he gets ready to marry again. And no woman really knows anything about men except a widow, and she's got to forget it before she's willing to marry again. The one thing you can know is that as a general proposition a woman is a little better than the man for whom she cares, for when a woman's bad there's always a man at the bottom of it, and when a man's good there's always a woman at the bottom of that too.

The fact of the matter is, that while marriages may be made in heaven, a lot of them are lived in hell and end in South Dakota. But when a man has picked out a good woman he holds four hearts, and he needn't be afraid to draw cards if he's got good nerve. If he hasn't, he's got no business to be sitting in games of chance. The best woman in the world will begin trying out a man before she's been married to him twenty-four hours, and unless he can smile over the top of a four flush and raise the ante she's going to rake in the breeches and keep them.

The great thing is to begin right. Marriage is a close corporation, and unless a fellow gets the controlling interest at the start he can't pick it up later. The partner who owns 51 per cent of the stock in any business is the boss, even if the other is allowed to call himself president. There's only two jobs for a man in his own house—one's boss and the other's office boy—and a fellow naturally falls into the one for which he's fitted.

Of course when I speak of a fellow's being boss in his own home I simply mean that, in a broad way, he's going to shape the policy of the concern. When a man goes sticking his nose into the running of the house he's apt to get it tweaked, and while he's busy drawing it back out of danger he's going to get his leg pulled too. You let your wife tend to the housekeeping, and you focus on earning money with which she can keep house. Of course in one way it's mighty nice of a man to help around the place, but it's been my experience that the fellows who tend to all the small jobs at home never get anything else to tend to at the office. In the end it's usually cheaper to give all your attention to your business and to hire a plumber.

You don't want to get it into your head, though, that because your wife hasn't any office hours she has a soft thing. A lot of men go around sticking out their chests and wondering why their wives have so much trouble with the help when they are able to handle their clerks so easily. If you really want to know, you lift two of your men out of their revolving chairs and hang one over a forty horsepower cook stove that's booming along under forced draft so that your dinner won't be late, with a turkey that's gobbling for basting in one oven and a cake that's gone back on you in a low, underhand way in another and sixteen different things boiling over on top and mixing up their smells, and you set the other at a twelve hour stunt of making all the beds you've mussed and washing all the dishes you've used and cleaning all the dust you've kicked up, and you boss the whole while the baby yells with colic over your arm—you just try this with two of your men and see how long it is before there's rough house on the Wabash. Yet a lot of fellows come home after their wives have had a day of this and blow around about how tired and overworked they are and wonder why home isn't happier. Don't you ever forget that it's a blamed sight easier to keep cool in front of an electric fan than a cook stove and that you can't subject the best temper in the world to 500 degrees F. without warming it up a bit. And don't you add to your wife's troubles by saying how much better you could do it, but stand pat and thank the Lord you've got a snap.

How to Make a Safety Pin Holder.

Take a piece of fancy silk, a Dresden design will be prettiest, twelve inches long and eight inches wide and a piece of white satin the same size, basting lightly to each piece of silk a piece of cotton batting the same size. Sprinkle the cotton generously with violet sachet powder and fold all evenly together so that the silks are on the outside. Take satin ribbons of the color predominating in the fancy silk and about an inch and a quarter wide and bind all four edges neatly together, mitering the corners and joining the ribbon neatly under one of the mitrings. Stick the white satin side full of black and white safety pins of different sizes, placing them in rows. Fold in three folds, and on the edge of the ribbon of the last fold sew on a piece of the satin ribbon the same as the binding, long enough to go around and tie in a pretty bow holding all together. This case, being very compact, will make a most useful addition to one's traveling bag.

A MATTER OF HEALTH

ROYAL



BAKING POWDER

Absolutely Pure

HAS NO SUBSTITUTE

All Grocers should carry a full stock of Royal Baking Powder. It always gives the Greatest Satisfaction to customers, and in the end yields the larger profit to the Grocer.

THE SWELL SET



devote as much time and attention to relishes as to the entrees, the roast, the dessert, etc.





They must have the best, —



Hence they

SERVE

PIM-OLAS,

BABY PIM-OLAS,

"WHITE LABEL" QUEEN OLIVES

AND

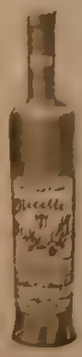
"WHITE LABEL" MANZANILLO OLIVES

All these products are packed by

The Seville Packing Co.

Exclusivists in Olives and Olive Products

NEW YORK CITY.



We request permission to ship you a trial order, the same to include . . .

Nicelle Olive Oil

which the United States Bureau of Chemistry, Department of Agriculture says is the Purest and Finest now on sale in this country.

SPOHN-PATRICK COMP'Y

Pacific Coast Agents

16-22 Front St., San Francisco, Cal.

Branch Houses:

Los Angeles Portland Seattle

Denver Salt Lake City

MAKE BUSINESS GROW.

Some of the Points That Must Be Kept in Mind to Insure Success.

"Bees accomplish nothing, save as they work together, and neither do men."—Hubbard.

This sentence tells the story of how retail dealers must act to secure better results for 1905.

Each merchant on entering the New Year, should not only make up his mind that it shall be the best year of all, but he should also decide how he is going to bring about that result. Having made up his mind in this regard, he should follow his plan as consistently and persistently as possible.

Results by Co-Operation.

It is by working together with his fellow grocers that the retail dealer can lessen the influences that make it necessary for him to carry unprofitable lines.

It is by co-operation with his fellow grocers that he can secure information as to the habits of people who would like to start accounts with him but who do not pay their bills.

It is only in this way that he can make it profitable for a clever man to follow up and collect the bad bills for his fellow grocers and himself.

It is only in this way that he can secure the recognition from the Legislature that is necessary to protect him from unjust laws.

Progress by Individual Effort.

There are many points for individual consideration which are just as important, since their neglect will mean the loss of business, while careful attention to them will mean an increase of trade and profit.

Every merchant's store policy should be based upon the fact that "the satisfied customer is the best advertisement."

The dealer should study as to how he can render better service to his customers. The prompt delivery of goods; the neat wrapping of packages; polite and thoughtful attention from clerks; careful consideration of the needs of each particular customer and suggestions as to their possible wants; all these tend towards establishing a service so much better than the ordinary that the customers will spread the news of their satisfaction and their friends will soon be trading with that store.

The policy should include plans for making the store itself more attractive. The windows should be inviting and the displays in them fresh and tempting. Counters, shelves and floors should be speckless. Every article on every shelf should be moved and dusted frequently enough to guarantee that the package will look nice and also that there shall be no dead and forgotten stock in out of the way corners to add to the responsibilities of the profit and loss account.

When the visitor to the store finds it necessary to lift her skirts to avoid soiling them and to walk carefully lest she have her clothing bedabbed with molasses or flour and to keep her hands off counter and show case if she does not wish to get them dirty, she feels ill at ease and goes into the store as seldom as possible.

Quality Holds Trade.

The quality of the goods sold is also an important feature.

The housewife may buy an article cheap and be satisfied at the time of purchase because of the price. But when she gets home and finds the quality unsatisfactory, she forgets the price. She remembers, however, that the goods she got from a certain store were not satisfactory and that she does not care to trade there any more.

People like to buy as cheap as they can. When they find that the cheap goods have been bought dear, they feel resentment towards the dealer who sold them the goods.

The grocer who has a reputation for selling cheap goods loses much more business because of his reputation than does the man who has a reputation for charging the highest range of prices but who also has the reputation of giving his customers only the best. The happy medium between these two, the grocer who always gives high grade goods and charges only a fair price, is the one who does the most business and holds the trade the longest.

Methods That Carry Conviction.

The dealer has one way of convincing his trade that the goods he sells them at a fair price are absolutely what he claims for them. This is to offer them their money back should the goods not prove satisfactory in every respect. The first firm to put the power to do this into the hands of the retail grocer was A. Schilling & Co. This fact has done much towards establishing the success of "Schilling's Best" goods. Because these goods are "money backed," the consumer is made so certain of their quality that she is willing to take them.

This same influence makes the dealer feel that he is safe in recommending these goods to his most particular trade.

The further fact that the retail selling price of "Schilling's Best" goods are maintained by the manufacturer, who will not supply firms that cut their price, makes these goods a specially valuable line to develop.

In the light of the movement now being carried on by the grocers of the Pacific Coast to induce other manufacturers to maintain a fair selling price on their goods, the **Advocate** would urge that retail grocers not only owe it to the firm of A. Schilling & Co. but owe it to themselves as well, to establish the fact that when a firm protects their goods against cutters as A. Schilling & Co. do, that such protected goods will receive proper treatment at their hands.

PERSONAL MENTION.

Ed. Elam, who will look after the interests of the American Cigar Co. on this coast, has arrived in San Francisco, accomuanied by J. S. Houseman, formerly of Pittsburg, who will assist Mr. Elam in looking after the controlled brands in this territory.

Mr. H. A. Kretschmar, for many years manager for Illinois and Indiana for the Drummond Tobacco Co., will bring his ripe experience, along with his person, to help Mr. Elam in the work of getting the United Cigar Stores into action. The writer knows both Mr. Elam and Mr. Kretchmar to be gentlemen, every inch of them, as he has had the pleasure of an intimate acquaintance for many years. They are "square," active, energetic and personally popular. While the **Advocate** in its principles and purposes champions the cause of the retail dealer and the jobber and deprecates antagonisms harmful to the interests of established businesses, it is glad that the work of introducing the new invasion is in the hands of such courteous gentlemen.

Mr. Orrin Thacker of Columbus, O., has compiled with his usual thoroughness a directory of the exclusive wholesale grocers of the United States for 1905, a copy of which he has sent to the **Advocate** for inspection. We have known Mr. Thacker personally for many years and his long services as secretary of the Wholesale Grocers' Association of Ohio fit him for doing this work intelligently and with extra care. Every dealer in California products should have a copy of this book and others might profit by its possession. The price of same is $1.

A CARNATION REBATE.

A special rebate of 25 cents per case is offered by the Pacific Coast Condensed Milk Company to those retail grocers who maintain a price of 10 cents straight, 55 cents for six tins and $1.10 for a dozen of Carnation Cream.

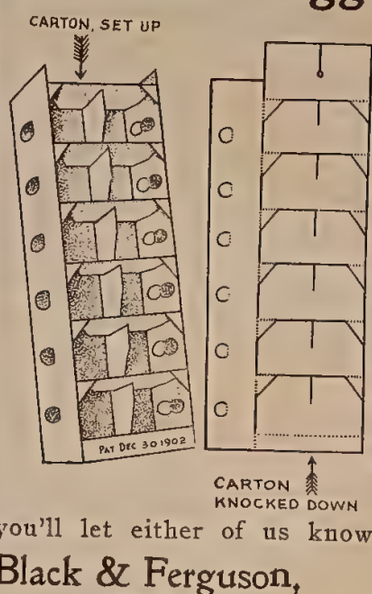
This discount is to be paid only to those retail grocers who have maintained the price of 10 cents in accordance with the former agreement and who agree to maintain the 10 cent price in the future.

Every movement of this sort that tends to give stability to the price of a standard article is of great value.

There is no doubt but what the acti of the Pacific Coast Condensed M Company has assisted in strengtheni the price of Carnation Cream.

Mr. Stewart, manager of the cor pany, will be in San Francisco short and plans will then be discussed th will result in the permanent and ge eral maintenance of the 10 cent pri on Carnation Cream.

Ferguson Egg Cartons Help To Make Eggs Profitable.



A certain percentage of your trade will buy selected eggs at 5c a dozen higher than your regular price if given an opportunity to do so.

Not all of your trade will, but remember this —all you get from the percentage that does is clear profit.

Where eggs are selected our cartons should be used, for they make selected eggs look like selected eggs.

Samples are free if you'll let either of us know you want them.

Black & Ferguson,
Patentees
San Jose, - Cal.

Wempe Bros.,
Sales Agents Central California
127 Mission St., San Francisco

THIS IS
THE TIN

NO STALE
PACKAGE
COFFEE
ON YOUR
SHELF

FRESH
WHEN BOUGHT

FRESH
WHEN SOLD

FRESH
AND SMOOTH
WHEN YOU
DRINK IT



Sealed in a Vacuum. Always fresh
The Very Finest Breakfast Cup
Buy a 1 or 2-pound can of your grocer

California Retail
GROCERS' AND MERCHANTS'
Association.

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M. A. Pace ..... San Bernardino
W. H. Smith .....Nevada City
L. Sinsheimer .... San Luis Obispo
A. Weil ..... Modesto

456 Montgomery St. Rooms 413-414
San Francisco, Cal.

Articles That Are Protected.

The following is a list of the articles, the price of which the manufacturer has bound himself to maintain. The prices quoted are those bel[ow] which the articles named must not [be] sold in San Francisco and vicinity. A higher price will be maintained where freight rates require it and the grocers unite in agreeing to support the manufacturers who maintain fair prices.

Baking Powder.

Schilling's, 1-lb.	45c
Schilling's, ½-lb.	25c
Schilling's, ¼-lb.	15c
Rumford, 1-lb.	30c
Rumford, ½-lb.	15c
Rumford, 3-lb.	75c
Rumford, 5-lb.	$1.25

Breakfast Foods

Grape Nuts, 15c	2 for 25c
Nutty Grains, 4-lb.	25c
Nutty Grains, 2-lb.	15c
Ralston Breakfast Food	15
Shredded Wheat Biscuit, 15c,	2 for 25c
Triscuit (2 for 25c).	15c

Catsups.

"A" Mothers, ½ pts.	15c
"Our" Mothers, pts.	25c
Bishops', ½ pts	15c
Bishops' pts	25c
Bishops "Chili" Sauce, ½ pts.	15c

Cereals.

Cream Flaked Oats, 15c, 2 for	25c
3-H. Mush	10c
Semola, 4-lb.	25c
Semola, 2-lb.	15c

Cereal Coffee.

Fig Prune Cereal	25c
Postum Cereal, large	25c
Postum Cereal, small	15c

Cocoa and Chocolate.

Lowney's Cocoa, ½-lb.	25c
Lowney's Ground Chocolate, 1-lb.	30c

Coffee.

Ponce De Leon, per lb.	40c
Golden Gate, 1-lb. tins	40c

Crackers.

Bishops' Princess Sodas, 1 lb.	10c
Bishops' Princess Sodas, 3 lbs.	25c

Creams.

Carnation ..... 1 can,	$ .10
Carnation ..... 6 cans,	.55
Carnation .....13 cans,	1.10

Flour.

Globe Grain and Milling Co.

"A1" Flour, 50-lb. sacks	$1.40
"Banquet" Flour	1.35
"Silver Star" Flour	1.25

Del Monte Milling Co.

'Del Monte" Flour, 50-lb. sack	$1.35

LYE.

Red Seal (per dozen 1.10), can..10c

Meals.

Peacock Buckwheat Flour, 3½-lb.	25c
Peacock Buckwheat Flour, 3-lb.	20c
Peacock Buckwheat Flour, 1½-lb.	15c
Cal. Flapjack Flour, 2-lb.	15c

Peanut Butter.

Heron's Peanut Butter	25c

Salt.

Shaker Salt, per pkg.	10c
Leslie Round Caddies, 2-lb.	10c
Leslie Cartons, 2-lb.	10c
Leslie Cartons, 3-lb.	15c
Leslie Cartons, 5-lb.	20c
Leslie Pockets, 3-lb.	5c
Leslie Pockets, 5-lb.	10c
Leslie Pockets, 10-lb.	15c

Soap.

Sapollo, 10c, 3 for	25c
Miller's Naptha soap	5c
Lifebuoy	.05
Sunlight	.05
Monkey	.05

We would urgently request grocers to notify us promptly of any instances where the above prices are not being maintained.

Pacific Coast Retail Grocers' Ass'n,
J. F. PAULDING, Secretary.
456 Montgomery St. Rooms 413-414
San Francisco, Cal.

A NEW BUNCO GAME.

San Francisco, Cal., Jan. 16, 1905.
Advocate Publishing Co., City.

Gentlemen—We kindly call the attention of your many readers to a dishonest solicitor who is now visiting the residents of San Francisco, Oakland, Alameda and Berkeley.

The man is well dressed, of medium height, smooth faced and a good talker. This is his scheme:

He calls upon the resident in the morning, rings the bell and asks for the lady of the house and in a very slick manner states that he is representing the largest manufacturer of stove polish in the United States and submits a large size tin of stove polish, offering the same for $1, and demonstrates the polish upon the lady's kitchen stove and agrees on a printed slip to send a Japanese boy twice a week for two months to polish the stove and keep it nice and bright.

He hands no business card, no name is printed on the receipt except an unintelligible signature, and the victim expects any day to see the Japanese boy call and perform the required services gratis.

He succeeds in selling the tin of stove polish pockets the dollar, says "goodbye" and that is the last they see of him.

The writer knows of three families who were "taken in," therefore kindly put your readers wise and inform their customers to look out for the "fakir."

Yours very truly,
Sherman T. Blake Co.

MIZPAH TO BE REPRODUCED.

H. W. Bishop, in respons to an almost overwhelming request, announces the repetition of the production of "Mizpah, or the Story of Esther," at the Majestic Theater during the week commencing with Monday, February 6. There is no gainsaying the fact that the drama excited general comment at the time of its run during the week of January 9, and it scored such a success that its co-authors, Ella Wheeler Wilcox and Luscombe Searelle were offered a flat sum of $100,000 for all rights to it in this country and England by one of the leading New York agencies. The scenic elaboration of the production at the Majestic Theater eclipsed any mounting that has ever been given to a production by any Western stock house. The characters too were most artistically presented by Mr. Bishop's players, who with few minor exceptions will again portray their former roles in the promised revival. Miss Adele Block has been specially retained to give her magnificent and appealing rendition of Esther and Eleanor Cordon is cast for Vashti, with J. H. Gilmour in the role of the King. On account of the widespread interest that has been aroused over the play it is well for those who desire seats to telephone or write for reservations at once.

ROYAL CIGAR COMPANY TAKES PALATIAL STORE.

Acquires the Establishment in the St. James Building from the Havana Tobacco Company This Week.

The Havana Tobacco Co., the branch of the American Tobacco Co., having control of its imported cigar business, this week turned over the store at Broadway and Twenty-sixth street to the Royal Cigar Company.

The Royal Cigar Company was originally incorporated some three years ago, and it was reported at that time that it was to conduct not only the store in the St. James building, but also the store in the Flatiron building, at Broadway and Twenty-third street, and a third store at Broadway and Thirty-fourth street, next the Macy department store.

These plans were changed however, and the Flatiron store and the location at Thirty-fourth street were turned over to the United Cigar Stores Co., while the Havana Tobacco Co. took the location at Broadway and Twenty-sixth street.

At the time of the original incorporation of the Royal Company, no names known in the trade appeared among the list of incorporators. It is now announced, however, that John F. Whelan, for several years past proprietor of the Yates House and the Globe Hotel in Syracuse, and also a brother of George J. Whelan, the president of the United Cigar Stores Co., will be the executive head of the Royal Company, and that he will have associated with him Harry Rothschild and Robert T. Dorning of New York, and Wilbur Tibbils, for many years engaged in the cigar business in the Twin Cities, and who recently sold his business at that point to the United Company.

It is announced that the Royal Company expects to shortly open a store in the Wall street district, and that it will acquire other locations whenever such as seem desirable are to be obtained.

The store at Broadway and Twenty-sixth street was fitted up regardless of expense, massive marble columns being specially imported from Italy, and a distinguished artist being employed to execute the mural decorations.

TOBACCO AND CIGAR NOTES.

The jobbers generally are holding out against signing the new contract of the American Tobacco Company. They are helping each other out by a system of exchanging and buying from one another, this is manifestly inconvenient and rather expensive, but the jobbers have no other recourse until some deal is made whereby their customers will be satisfied. Whether this is to furnish them the Trust brands or a substitute made by the independent manufacturers, which latter they insist will be the outcome unless modifications in the new contract are forthcoming Lewin-Meyer Co have decided to throw out tobaccos entirely, as they find them an unprofitable investment considering the additional capital required to keep so many brands in stock.

Best in the World.

United States Judge Wm. H. Hunt temporarily presiding in Judge W. W. Morrow's Court states in the San Francisco Chronicle of December 5th, 1904:

"In my judgment the COFFEE of PORTO RICO is equal to the BEST IN THE WORLD."

WE CONCUR

You will surely Please Your Trade with

CREAM OF MOCA

(From Private Estate of **BARRIO DE MOCA,** Porto Rico. Sold only in 1-lb. packages. Retails at 35c per pound.)

PONCE DE LEON

(The **choicest selection** from the choicest of Porto Rico Coffees—in other words, the best of the "Best in the World.")

FREE - A pound sample package of **Cream of Moca** or of our celebrated **PONCE DE LEON** Coffee sent free to any Retailer on receipt of card.

The Porto Rico Company

587-589 Howard St., San Francisco, Cal.

News of the Coast.

CALIFORNIA.

Nordhoff—E. A. Rich, former proprietor of the Cash Grocery Store, has departed in search of another place to open business.

Santa Paula—It is reported that Mr. Elmer Burt is now in Los Angeles purchasing goods to stock a new grocery store which is to be opened in the Goldstone block soon by Mr. Burt and Mr. Allen Burrows.

Florence—Mrs. Lulu E. Ward has sold her store to H. Kirslake.

Uplands—Williams & Lucas have bought out the business of Strieby Bros.

Ocean Park—The firm of Walton-Coffman, doing business on Joy street and Ocean Front, have made an assignment. Their indebtedness is $600.

Pasadena—H. T. Elliott of Pittsburg, formerly one of the leading grocers of the "Smoky City," has come to Pasadena to make it his permanent home.

Riverside—Rowe & Overman have opened a grocery.

Long Beach—P. E. Moore has succeeded J. S. Howell as owner and manager of grocery and hardware store at Long Beach.

Los Angeles—C. I. Nelk, who for several years conducted the old K. C. grocery on East Main street, but one year ago sold out, has again engaged in the grocery business at 2030 East Main street. He has fitted up a new store, which is modern in every detail, and his stock is complete. L. A. Wallman, 1100 East Seventh street, has sold his store to his two nephews H. W. Wallace and W. F. Wallman.

Ukiah—Grover & Weldon have sold out to Wm. Cox.

TEXAS.

El Paso—Col. A. Stabb has sold out his grocery at Santa Fe N. M., and is looking for a location at this place.

NEW MEXICO.

Albuquerque—E. W. Fee, formerly with the Java Grocery Company, recently with J. F. Palmer, grocer and feed merchant on North First street, has purchased the feed business of Otero & Son.

WASHINGTON.

Bremerton—L. Moody is reported negotiating to sell his grocery.

Tacoma—The Tacoma Retail Grocers' Protective Association, on January 5, re-elected all its officers, as follows: J. H. McDonald, president; C. H. Buelow, vice-president; C. F. W. Bachman, treasurer; G. Beutlich, secretary. The directors are: C. H. Plass, R. McLean, R. S. Bennatts, J. W. Fiddes and E. O. Erickson, all re-elected.

OREGON.

Gold Hill—O. Williams has opened a grocery store.

Central Point—T. & M. Jones have started a grocery.

Portland—J. M. Bennett has succeeded Managhan & Bennett.

Baker City—L. S. Wynn is reported buying Johnson Bros.' grocery.

Sumpter—Bergman, McWatty & Co. have succeeded E. P. Bergman & Co.

Albany—Walker & Berks succeed Walker & Reed.

Sycamore—L. Blair is starting a grocery.

BEESWAX CANDLES.

John Lennon calls attention to grocers in this issue that if they want to get a supply for candlesmas they will do well to consult him regarding this matter.

How to Use a Face Brush.

Immerse the brush in water as hot as can be placed in your face. Soap it well, just as you would if you were about to use it for your hands. Scrub the face thoroughly, taking especial care of the places that most require cleansing. Rinse the face with cooler clean water, so as to get all of the soap out of the pores. Dry carefully and apply a cream or toilet balsam. Any good emollient will answer.

How to Have New Shoes Fitted.

"People who buy ready made shoes would find their footgear much more comfortable if only they would stand up instead of sitting down to be fitted," said an experienced salesman. "Nine out of ten customers, especially women, want to sit in a comfortable chair all the time they are fitting shoes, and it is with difficulty that one can get them to stand a few minutes even after the shoe is fitted. Then when they begin to walk about a little they wonder why the shoe is less easy than when it was first tried on. The fact is that the foot is smaller when one is sitting than when one is walking about. Exercise brings a larger quantity of blood to the feet, and they swell. The muscles, too, require a certain amount of room. In buying shoes this must be borne in mind or one cannot hope to be shod comfortably."

How to Blanch and Shell Chestnuts.

With a sharp pointed knife slit each shell across one side. Cook one minute in boiling water, drain and let dry. Add a teaspoonful of butter for each pint of nuts and stir and shake over the fire or in the oven three or four minutes; then remove the shell and skin together. Keep the nuts covered with a cloth in the meantime, as they shell more easily when hot.

Take Cancer In Time.

An English specialist declares that "too late" has yet to be said in one-half or three-fourths of the cancer cases when seen by the operating surgeon. A general acceptance of the view that cancer has usually a precancerous stage and that this stage is the one in which an operation ought to be performed would be the means of saving many lives.

The Amateur Farmer's Success.

"There goes a 'book farmer' that refutes the stock joke about what failures they are."

"How is that?"

"His favorite text book is 'Success With Small Fruits,' and he has succeeded in growing the smallest fruit I ever saw."—Brooklyn Life.

A DEAL ON CARNATION CREAM





IN CONSIDERATION of your having maintained and hereafter continuing to maintain prices agreed to in a previous contract:

We agree to rebate 25 cents a case on all purchases of Carnation Cream made after January 16th, 1905.

PACIFIC COAST CONDENSED MILK COMPANY

MANUFACTURERS

Seattle and Kent, Wash. Forest Grove, Oregon.

Write to our Agents immediately for further information and Special Rebate Contract. Address:

SPOHN-PATRICK COMPANY

16-18-20-22 Front St., - San Francisco, Cal.

Sole Agents for California, Nevada, Utah, Colorado, Arizona & New Mexico



NOTICE

GROCERS who wish to handle Reliable

Beeswax Candles

for Candlemas, will please call and get a supply. In addition to our First Quality Beeswax Candles at 35 cents, I have a very superior Handmade Beeswax Candle, 4's, at 27½ cents per pound, and a Moulded Wax Candle, 4's, at 22½ cents per pound.

Candles unsold after February 2nd may be returned.

JOHN A. LENNON

Wholesale Grocer

315 & 317 Clay Street, S. F.

California's Choicest Food Products

GRIFFIN EXTRAS



SOUPS

Mock Turtle Tomato, Cream of Celery, Vegetable, Tomato Okra, Mullagatawny, Chicken Gumbo, Consomme, Puree of Lentil, Clam Chowder, Beef, Cream of Asparagus, Puree of Pea, Oxtail Bouillon, Chicken, Julienne, Puree of Bean.

Each tin makes a quart of soup by adding 1½ pints of water.

Send us your order and mention your Jobber's name.

Spohn - Patrick Company

Sales Agents

16-22 Front St., San Francisco

Sells Quickly - Does Not Spoil Gives Good Profit

Heron's Pure Peanut Butter

For Particulars address

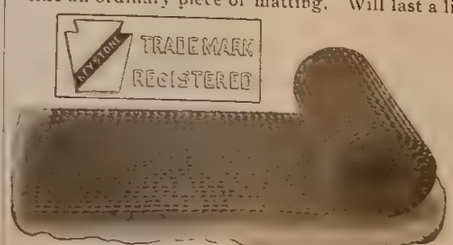
Heron Peanut Butter Co.

472 Twenty-fourth St. Oakland, Cal.

Ask our Salesmen about it, or write for Descriptive Circular and Price List.

THE KEYSTONE STEEL MAT

The ONLY Mat that is satisfactory for ALL purposes. Lays perfectly flat on the floor. Never rusts, warps or breaks. Is reversible. May be rolled up like an ordinary piece of matting. Will last a lifetime. The genuine



THE IDEAL BAR MAT

KEYSTONE Steel Mat

has been placed in several thousand public buildings on this Coast. It is used in the street cars of the leading railroads and on the war ships of the United States Navy. We have references galore. For further particulars address the Pacific Coast Agents,

SPOHN-PATRICK COMPANY 16-18-20-22 Front Street, SAN FRANCISCO

Bond System
OF
Retailing Staples



For Particulars, write

BOND SCALE CO.
210 East Second St.
LOS ANGELES, CALIFORNIA



TOMATO SOUP

SNIDER'S
TOMATO SOUP

In 1-lb. Tins

has just arrived and it is taking well.

The T. A. SNIDER PRESERVE CO.
manufacturers of Snider's Home Made Tomato Catsup, make only one kind of Soup—

TOMATO SOUP

This they make better than others. Snider's Tomato Soup is heavily concentrated.

PRICE LIST

Per case of 4 doz. 1-lb. Tins,
.....90 cents the dozen

Send us your orders with your Jobber's name.

Spohn-Patrick Company
Agents
16-22 Front Street, San Francisco

Attracting Trade

BALLOON WINDOWS.

Try This as an Attraction for Your Grocery Display.

In dressing your windows your chief aim should be to place something therein which will draw the attention of passersby. A window which will cause a child to stop and look at it will also attract the attention of grown people, for it is the child after all, who is the means of making elders stop and peer in at an unusual display. The **Advocate** suggests that a balloon window is an ingenious idea and one which is bound to hold a few spare minutes of any one.

Balloon Window.

The balloon may be made from paper pasted over cardboard and may be merely the pictorial representation of a balloon, or it may be made by getting a paper balloon from the toy store and filling it out with light wire hoops, so that it will look as though it were filled with gas or hot air.

How to Make It Effective.

To give a more complete effect of the regular gas balloon take some heavy twine and make a netting over the top of the balloon and coming down attach to the sides of the basket two pieces of ordinary clothesline will be tied to this netting and brought down to stakes and there tied, acting as the guy ropes to the balloon. From the sides of the basket have several other ropes attached to stakes also holding the anxious balloon to the ground.

What to Put in It.

The basket of the baloon will be occupied by a sack of flour, a small broom, some vegetables, a package of coffee and whatever else is placed therein should have a design painted on it which will result in attraction. To each of these articles in the basket will be attached a small card giving the name of article and the price.

On the floor of the window will be arranged pyramids of boxes and cartoons as the grocer may choose to place them.

The basket for this balloon ascension is merely a large bushel market basket.

At Little Expense.

The whole window may be gotten up at practically no expense and with very little trouble, and it is certainly a window which will attract and hold the attention of every child who may chance to pass by. And it will also be the means of increasing your trade, for the simple reason that if you can get people interested in the display in your window, they are very likely to have something in your line called to their mind. Instead of going somewhere else they will make the purchase from your store. By all means have the display neat and if necessary add a little by little according to your own ideas.

SNIDER'S TOMATO SOUP.

Snider's home-made tomato soup in 1-lb cans has arrived and to say that it is going well would be putting it mildly. These cans have already become a general favorite and grocers handling this article have awakened to they say, to the fact that their shelves must be stocked up well to meet the required demand. Spohn-Patrick Company agents 16-22 Front street, will attend to your wants in the line.

Welch's GRAPE JUICE

MADE FROM CONCORD Grapes

The pure, unfermented and unadulterated Juice of the Grape. Dr. Welch originated Grape Juice in 1869.



Welch's GRAPE JUICE

— IS —

"Nature's Finest Food and Drink"

Our 1905 campaign provides for a large volume of newspaper and magazine advertising. In addition many other business-bringing forms of publicity will be utilized.

FREE **Send to Spohn-Patrick Company for our Handsome Window Display Outfit** FREE

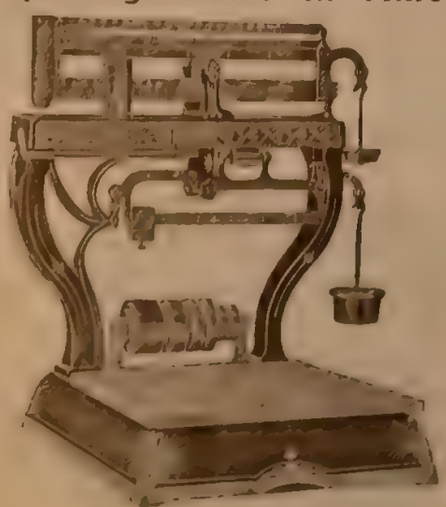
A liberal supply of Recipe Booklets, etc., will be given to Dealers placing a Trial Order. See price list.

Mail orders to **Spohn-Patrick Company**, mentioning your Jobber's name.

The Welch Grape Juice Co.

WESTFIELD, New York

$39.00 BUYS THE BEST
Computing Scale in America



Patents sustained by U. S. Courts and Patent Office.

Saves the Grocer 60c per Day

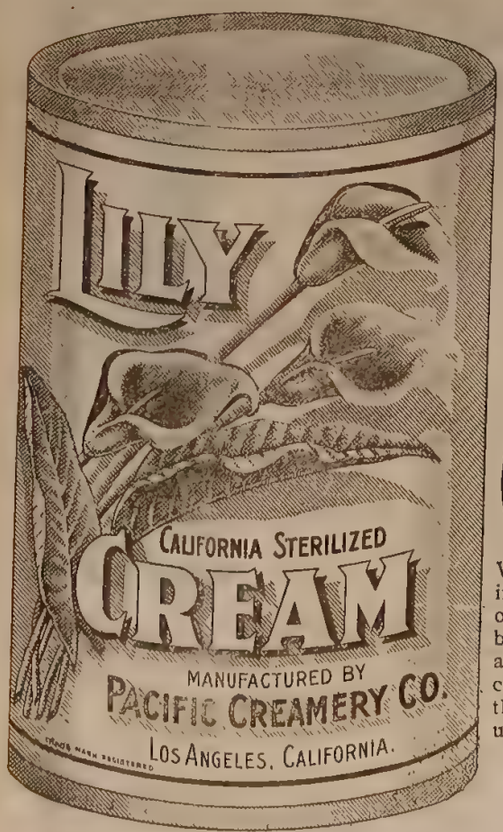
Write for particulars.

Not Made or Sold by the Trust.

Sold by Wholesale Grocers and Hardware Dealers.

Standard Computing Scale Co., Ltd., Manufacturers
DETROIT, MICH.

Original and Big Can. A Dainty and Popular Cream Commanding



A Fair Price

Its Superior Quality Is Recognized Wherever Sold.

Further Proofs of

Lily..... Cream's

Worth are the many imitations, both in size of can and private brands (offered as just as good) that are being constantly placed upon the market by unscrupulous competitors.

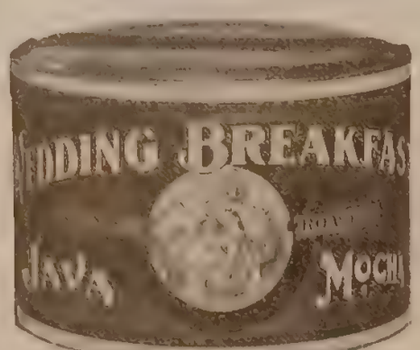
For Sale by All Jobbers

Mr. Grocer: —

IS an article of merit, and having 16 years of continued success, of interest to you

CONSIDER ☜

Cups Always Alike



SELLS 30c and YOU have a PROFIT

(AND IT SELLS)

NASH-SMITH TEA AND COFFEE CO.

DENVER — ST. LOUIS

ESTABLISHED 1864

FRANK B. PETERSON, SAN FRANCISCO

A LIBERAL PROPOSITION.

Inducement That Should Warrant the Trade Handling California Home Products.

We have never before known of a firm that was in position to make such a sweeping guarantee of quality as that which the Pacific Vinegar and Pickle Works makes for its "California Home" brand of pickles, chow-chow, etc.

They guarantee that customers will be satisfied by authorizing the dealer to refund the full purchase price for any package bearing their "California Home" brand label that should fail to give entire satisfaction to the consumer.

They guarantee that their price to the dealer will be satisfactory by agreeing that if he does not find the goods the best value he ever bought, they will accept the price the dealer may make on the same himself, leaving it to his honor to pay what the goods are actually worth.

To induce the dealers who do not know their goods to put them in stock, they agree to prepay freight on all orders for five cases or more sent them before February 1.

Mr. T. L. Matthes, manager of the company, has been in the pickle business ever since he was a boy. He knows that the only way to retain customers is through giving them better goods than they can get anywhere else. He is prepared to do this. The prices asked for the "California Home" brand goods when considered together with the quality of the goods supplied, are really very low.

For prices, etc., we would refer our readers to the advertisement on page 2 of the cover.

IRVING'S MASTERPIECE.

Sir Henry Irving's great masterpiece, "The Bells," from Erckman-Chatrain's story of "The Polish Jew," will be on the programme of the Majestic Theater during the week starting next Monday night, with J. H. Gilmour in the intensely dramatic role of Mathias, supported by a select cast from Mr. Bishop's double organization of players. It will be one of the most elaborately mounted productions of the play that has ever been given to it either in this country or England.

The dream scene in particular is to be one of the most realistic picturings of that famous setting that has ever been offered on the stage. The role of Mathias is the one in which the eminent English actor, Henry Irving, made his way into fame and there are many competent judges who entertain the opinion that in the arts of his portraiture of dramatic characters the leading man at the Majestic and the eminent Englishman run in parallel lines. Aside from the interest that attaches to the famous play, Mr. Gilmour's rendition of the Irving role will appeal to those who delight to indulge in comparisons. Following "The Belles" the Majestic Theater will offer "The Mountebank," with Landers Stevens in the leading role and it is one, too, that his critics and admirers profess to see him in his best work. On February 6 the management announces the revival of Ella Wheeler Wilcox's and Luscombe Searelle's magnificent poetical drama "Mizpah or the Story of Esther," which is admitted to be the drama of the decade.

LANDIS TONIC BITTERS.

Bottles ..... $5 per doz.
1 doz. per case
Factory and sal[illegible] room 1064 Mission St.

JOHN D. BULLWINKEL GEO. M. AHRENS
GEO. H. PEIN

Ahrens, Pein & Bullwinkle

WHOLESALE

Liquor Merchants

620 Post St., bet. Taylor and Jones

Sole Proprietors

O. K. "Royal Stag"



Kentucky Bourbon

"Chief Tonic"

AND

"Old Pal"

Kentucky Bourbon

Agents for the Celebrated Olympia Pale Lager, Olympia, Wash.

NATIONAL CASH REGISTERS

Sold on Easy Monthly Payments.

PIERCE & CO.

14 Turk Street, San Francisco, Cal.



J. F. Cutter Whiskey

IS THE BEST SELLER FOR THE RETAILER ON THE MARKET

E. Martin & Co.

Sole Agents

54 FIRST STREET

San Francisco

LASH'S KIDNEY & LIVER BITTERS

CURES DYSPEPSIA.

Mr. Grocer: —

Grandma's Spanish Pepper

is the only genuine Spanish Seasoning on the market, @ $3.50 per case of 2 doz. Retails at 20c per can.

If you buy a case of these goods, and for any cause they do not give satisfaction at the end of three months, you can return them to the factory at our expense. We will refund the amount paid.

Pennell-Suydam Co.

San Francisco Agents

Factory, - - Sacramento, California

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Each of these departments in this Price List is checked up and corrected every week by two or more reliable authorities on values. More than thirty wholesale houses co-operate with us to secure for our List the greatest accuracy possible.

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COLUMN 1.

Department 1.

COFFEE, CHICORY, ETC.

Green Coffee.

Mocha, Genuine Arabian	18	21
No. 2	17	18
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Kona (Hawaiian)	16	18
Mexican	13	18
Java, common	15	18
Java, brown plantation	20	25
Caracol, prime washed	13	16
Caracol, ordinary	13	14
Guatemala	11	17
Costa Rica	12½	16
Salvador	10½	12

Roast Coffee.

Salvador	12	20
Costa Rica	16	20
Java	24	31
Mocha Aden	27	31
Prme W shd, C. A. Blends	19	24
Good C. A. Blends	18	20
Ordinary Blends	12	13

Private Brands.

Royal Java Roast	13
Lion, 100-lb	1[illegible]37
Arbuckle's, 100-lb	15 .7
Arab, 1-lb tin	.18
Hill's Bros. Arabian Roast	.27

Schilling's Best Coffee.

1 Star, per lb	17¾
2 Star, per lb	21¼
3 Star, per lb	24¾
4 Star, per lb	28¼

25 or 50-lb. cases can be assorted as required.

The Porto Rico Co.

Ponce de Leon, in bulk	26
Cream of Moca, 1-lb. cartons	25

Ground Coffee.

Hill's Bros. Arabian Roast	.27
Cafe des Gourmands	.26
Mexomoka	.15

Chicory.

California	6
Belgian	7
German, Genuine	8

Coffee Extracts.

Bulk, per lb	.07
Vienna, ¼'s, 10-lb bx	.25
Vienna, 1's, 10-lb. bx	.25
Ackermann's ½ gross bx	gross 4 00

COLUMN 2.

Department 2.

TEAS.

Japan.

(Panfired, Sundried or fired.)	Basket-	
Extra Fancy	56	74
Fancy	44	55
Extra Choicest	39	43
Choicest	34	38
Fine	24	33
Fair	22	24

Green China.

(Gunpowder, Imperial or Young Hyson.)		
Extra Fancy	55	76
Fancy	38	46
Choicest	25	37
Extra Choice	32	24
Fine	25	31
Fair	20	25

English Breakfast.

Extra Fancy	67	80
Fancy	51	66
Choicest	35	50
Choice	24	30
Fine	20	22
Fair	15	20

Oolong.

Extra Fancy	58	$1 50
Fancy	40	57
Extra Choice	36	48
Choicest	22	25
Fine	27	32
Fair	22	26

Ceylon and India

Broken Orange Pekoe	24	65
Broken Pekoe	23	24
Orange Pekoe	31	53
Pekoe	27	44
Pekoe Souchong	24	30

Schilling's Best Teas.

(Packed only in 16, 12, 8 and 4-oz Cartons. Never in bulk.)

Japan, per lb	45
do, 1 crn., 90c; 2 crn	$1.80
English Breakfast	45
do, 1 crn., 90c; 2 crn	$1.80
Ceylon	[illegible]
do, 1 crn., 90c; 2 crn	$1.80
Oolong	52½
do, 1crn., 1.05, 2 crn	2.10

TREE BRANDS

(Pride of Japan, etc.)

Packed in 1 lb and ½ lb [illegible]

Japan	37½
[illegible] B Congou	[illegible]
Oolong	50
Gunpowder	45
Ceylon	40

COLUMN 3.

Department 3.

SUGAR AND SYRUPS.

The Western Sugar Refining Company quotes cut loaf each price as follow Barrels, 100 and 50 cases of 100 Half barrels, 25 boxes 50c, 50 lb boxes 10c

Dry Granulated 100 lb sk	6 00
Fruit Granulated	6 00
Confectioners' A	6 00
Cube	16
Crushed	6 25
Fine Crushed	6 25
Candy Granulated	6 10
Magnolia A	5 60
Extra C	5 50
Golden C	5 40
Beet D C	5 30
Bar Sugar 1bl	6 35
Less cut off for pro rata each	
Do 100 bbls	6 00
Do 40 lb tins	7 70
Do 20 lb tins	7 90
Do 5 lb boxes	[illegible]
Domino 5-lb cartons 24 to case	6 00

SYRUPS.

Saratoga Drips (Long's)	gal	Gal
50 gal bbls		[illegible]
30 gal bbls		50
15 gal bbls		[illegible]
5 gal cans		2 75
3 gal cans		2 00
2 gal cans		1 50
1 gal cans		90
½ gal cans		60

Pac. Coast Syrup Co.

Tea Garden Drips	Case
10, 1 gal. tins	$6 00
30 [illegible]	[illegible]
4 ½ gal tins	7 20

Orange Blossom Drips.

6 [illegible]	[illegible]
12 ½ gal	[illegible]
1 gal	[illegible]
[illegible]	[illegible]
½ gal	[illegible]
2 gal	[illegible]

[illegible]

New Orleans

[illegible]	[illegible]
[illegible]	[illegible]
[illegible]	[illegible]
[illegible]	[illegible]
[illegible]	[illegible]

	Doz.
[illegible]	[illegible]
[illegible]	[illegible]
Pelican 24, ½ gal tins	4 20

COLUMN 4.

Maple Syrup.

Woodlawn (Long's)	Case
Gal cans, 10 to cs	$11 00
Gal cans, 6 to cs	6 60
½ gal cans 12 to cs	7 11
¼ gal cans, 24 to cs	8 10
½ gal jacket, each	10 [illegible]
1 gal jacket, each	5 11
½ gal jacket, each	1 63
Qts, glass, 12 in cs	4 60
Pts glass, 24 in cs	4 90

Pac. Coast Syrup Co.

Tobago tin	Doz
½ gal tins, 2 doz to cs	2 25
¼ gal tins, 4 doz to cs	4 00
½ gal tins, 2 doz to cs	7 20
1 gal tins, 1 doz to cs	13 20

"OLD MANSE"

—Absolutely Pure—

CANADIAN SAP MAPLE SYRUP.



	Doz.	Price.
1 gal cans ½ doz in cs		$14 00
½ gal cans, 1 doz in cs		7.75
¼ gal cans, 2 doz in cs.		4.25
⅛ gal cans, 4 doz in cs.		2 50
Qt bottles, 1 doz in cs		4 50
Pt. bottles, 2 doz. in cs..		2.75
Decanters, 1 doz. in cs..		5.50
4½ gal Jackets per gal		1.00

On each package we offer to forfeit $1.00 if found short in measurement or containing any impurities

Maple Sugar.

Vermont, gen pure, abt 20 1-lb bricks, per lb	.17
Vermont, gen pure, abt 20 2-lb bricks per lb	15½
Log Cabin, in 1 ½ and ¼-lb bricks assorted in 25-lb pails per lb	.15
[illegible], in 1 ½ and ¼ lb [illegible] per lb	.14

COLUMN 5.

Department 4.

DRIED FRUITS, NUTS AND HONEY.

(Add ⅛c for 50 lb boxes and 1/4c for 25 lb boxes.)

Apples.

Sundried, sacks	4
Evap, fancy 50 lb bx	7
Evap, ex choice, 50 lb bx	6
Evap, choice 50 lb bx	5½

Apricots.

Choice Bucks	10
Fancy Bucks	10½
Fancy, 25 lb boxes	11½

Blackberries.

In boxes, per lb	13

Cherries.

Pitted, in boxes, per lb	30
Unpitted, in boxes, per lb	11

Currants.

In bbls (tubs 6¾)	6½
In mats, 50 lb	7
Recleaned, in bbls	7
Recleaned 25-lb boxes	7½
Recleaned, 50 lb boxes	7½
Recleaned, 1-lb cartons	7¾
Recleaned, 12-oz. cartons	6¼

Dates.

Hallowi, 14 lb, per lb (70 lb [illegible])	7½
Persian, 65 lb cases	6

Figs (California)

Black, sacks	3½	5½
Black 25 lb boxes, per bx	1 30	1 40
White, bags	6½	8
White 10 lb bx, per bx	60	
White 10 1 lb bcks, pr bx	65	75

Figs (Imp Smyrna.)

Fancy 10 lb bx, per lb	18
Choice, 5 lb bx, per lb	16

Nectarines.

White	6½
Red	8

Peaches.

Choice in sacks	9½
Ex choice, in sacks	10
Fancy, in sacks	11

Pears.

Choice, ¼'s, in sacks	10
Ex choice, ½'s, in sacks	11
Fancy, ½'s, in sacks	12

Plums.

Unpitted	3
Pitted bleached	9
Pitted, black	7

COLUMN 6.

Prunes.

	Sks.
30s-40s	7½
40s-50s	4¾
50s-60s	3½
60s-70s	3
70s-80s	2¾
80s-90s	2¼
90s-100s	1¾

Raisins.

	Box	½'s	¼'s	50 lb
6 Cr. Layers	3.25	—	—	—
5 Cr. Layers	2.50	—	—	—
4 Cr. Layers	1.75	—	—	—
3 Cr. Layers	1.30	—	—	—
2 Cr. Layers	1 25	—	—	—
4 Cr. Loose	—	—	—	05¾
3 Cr. Loose	—	—	—	05½
2 Cr. Loose	—	—	—	04¾

Fancy clusters, 1-lb cart, ₩ doz

Fancy clusters, 5-lb cart ₩ cart

Thompson Seedless, bichd, 60-lb boxes 8

Sultana Seedless, bichd, 48 1's, per lb. 6½

Seedless Muscatels, 50-lb cases

Seeded, 1-lb cart. 6¾

Seeded, 12-oz. cart. 5¾

COLUMN 7.

HONEY.

Water White, 2 5's, lb.	.07½
Light Amber, 2 5's, lb.	.06
Lt. Amber, 10 1 gal tins, gal	.75
Lt. Amber, 20 ½ gal tins, gal	1.00
Lt. Amber 2-lb tins, doz.	2.60
Lt. Amber, 16-oz. bots, doz.	1.35
Comb, 1-lb glass jars, doz.	1.75
Comb, 2-lb glass jars, doz.	2.90

NUTS.

Almonds, fancy, I. X. L.	15-16
Almonds, choice, soft shell, Drake	13-18½
Almonds, shelled, No. 1.	32-35
Almonds, shelled, No. 2.	27-30
Almonds, shelled, Jordan, Imp.	.58
Almonds, Jordan, Dom.	.37½ .40
Brazils, 210-lb sks, new	.14 .15
Chestnuts, Cal. Italian.	.09 .10
Cocoanuts, ₩ 100.	4.50 5.50
Filberts, 175-lb sk.	.13 .14
Peanuts, Japanese, hand picked	.05½ .07
Peanuts, roasted	.08 .09
Pecan, polished	.12½ .14
Pine	
Walnuts, hard shell	9
Walnuts, sft shll, No. 2	10½ .11
Walnuts, sft shll, No. 1.	.13 .13½

COLUMN 8.

Department 5.

JELLIES, JAMS, ETC.

Griffin Extra Preserves.

Raspberry, strawberry, blackberry currant, loganberry, per doz.$1.80

Cherry, per doz. $1.80

Apricot, Damson, Fig, Gooseberry, Gage, Peach, Plum, Quince, per doz. $1.80

Orange Marmalade $1.75

Long's Preserves.

Strawberries, Raspberries, Blackberries, Loganberries, Cherries, Pineapples, Pears, Figs, in 20-oz. glass jars, 2 doz. in cs., per doz.$3 50

Apricot, Plum, Quince, Orange, Peach, in 20-oz. glass jars, 2 doz. in cs., per doz. 3 20

Asstd, 2 doz. in cs., per doz. 3 30

JAMS.

Curtice Bros. Co., Rochester, N. Y.

In 16 oz. Glass Jars.

Strawberry, raspberry, raspberry and currant, red cherry, white cherry, apricot, black currant, red currant, quince (sliced), peach (sliced), pear (sliced), blackberry, gooseberry, grape, green gage, egg plum, damson, pineapple marmalade, tomato marmalade, orange marmalade, per dozen, $1.95.

All above packed in cases of 2 dozen each.

COLUMN 9.

Long's Peerless Jams.

Strawberry, Raspberry, Blackberry, etc., in 16-oz. glass jars, 2 doz. in cs., per doz. 2 00

Long's Pure Currant Jelly.

Tumblers, 2 doz. in cs., per doz.. 2 00

30-lb. kits, per kit 3 00

15-lb. kits, per kit 1 75

Marmalades.

Orange (Dundee) 48-1's, doz. 2 75

COLUMN 10.

Apple Butter.

Heinz, 2's, 2 doz. in cs, doz..$2 25

Heinz, 3-lb stone crocks, doz. 4 25

Heinz, 4½-lb stone crocks, dz 6 50

Heinz, 18-lb. stone crocks, lb.. 21

Peach Butter.

Heinz 4½-lb stone crocks, doz 9 00

Heinz, 18-lb. stone crocks, lb 18

Maraschino Cherries.

Long's, qts, 12 to cs, per cs.. 6 50

Long's, pts., 24 to cs., per cs. 7 50

FRUIT	JELLIES 2 lb. Extra	2 lb. Stand	1 lb Extra	Tumblers	Ex. Lunch 1 lb Glass	JAMS 2 lb. Extra	2 lb. Stand	1 lb. Extra	Tumblers	Ex. Lunch 16 oz. G/s Preserves
Apple	1 55	1 35	1 00	90	1 75					
Apricot	1 55	1 35	1 00	90		1 60	1 35	90	90	1 80
Assorted	1 55	1 35	1 00	90	1 75	1 60	1 35	95	90	1 80
Assorted No. 2					1 75				95	1 80
Blackberry	1 55	1 35	1 00	90	1 75	1 85	1 60	95	90	1 80
Cherry										1 80
Crabapple	1 55	1 35	1 00	90	1 75					
Currant	1 75	1 50	1 10	90	1 90	1 85	1 60	95	90	1 80
Damson					1 75					1 80
Fig						1 60				1 80
Gooseberry	1 55	1 35	1 00	90	1 75				90	1 80
Grape (Catawba)					1 75					
Green Gage										1 80
Lemon	1 55	1 35	1 00	90						
Loganberry					1 75					1 80
Orange Marmalade		1 35	1 00	90		1 60		90	90	1 75
Peach	1 55	1 35	1 00	90		1 60	1 35	90	90	1 80
Plum	1 55	1 35	1 00	90	1 75	1 60	1 35	90	90	1 80
Quince	1 55	1 35	1 00	90	1 75	1 60	1 35	90	90	1 80
Raspberry	1 55	1 35	1 00	90	1 75	1 85	1 60	95	95	1 80
Strawberry	1 55	1 35	1 00	90	1 75	1 85	1 60	95	95	1 8

Department 6.

CANNED FRUITS AND CANNED VEGETABLES.

Pine Apples.

	Per Doz.
2 lb., fancy sliced, E. & C., 2 doz. in case	2 50
2 lb., grated, 2 doz in case.	2 25
2 lb. shredded, 2 doz. in case Hawaiian	1 65

Johnson's—Columbia.

2 lb. sliced, 2 doz. in case.	2 30
2 lb. grated, 2 doz. in case.	2 30
1 lb. sliced, 4 doz. in case.	1 15
1 lb. grated, 4 doz. in case.	1 15
gal., coreless, 4½ lb. to tin, ½ doz. in case, per lb.	16
gal., grated, 7 lb. to tins, ½ doz. in case, per lb.	13
2 lb., sliced, Baltimore, 2 doz. case	2 25
2 lbs., grated, Baltimore, 2 doz case	2 25
1 lb., cocktail, Baltimore ovals, 4 doz. case	1 25
2 lb., sliced, Singapore, 4 doz case	1 75
3 lb., sliced, Singapore, 2 doz. case	2 40

Royal Hawaiian,
2-lb grated, 2 doz. case 1 80
2-lb sliced, flats, 2 doz. case 2 00
Tall, 2-lb sliced, 2 doz. case 2 00

3 lb. Extras	2½ lb. Extras	2½ lb. Extra Standards	2½ lb. Standards	2½ Second	2½ Water	2½ Pie	KIND	Gallons Extras 3 lb. Grade	Gallons Extras 2½ lb. Grade	Gallons Extra Standard	Gallon Standard	Gallon Water	Gallon Pie
2 25	1 65	1 40	1 30	1 15	1 05	1 05	Apples			4 00	3 50		2 65
2 50		1 35	1 35	1 10	1 00	1 00	Apricots	5 75	5 00	4 50		2 75	2 40
							" peeled						
							" sliced						
							Assorted						
2 25	1 70	1 45	1 35	1 20			Blackberries			4 25	4 00	3 75	3 40
	2 20	1 90	1 75				Cherries (Royal Anne)						
	2 10	1 75	1 60				Cherries (White)						
2 80	1 90	1 75	1 60				Cherries (Black)			5 25	4 60		3 65
2 00	1 35	1 20	1 10	95	90	90	Grapes (White Muscat)			3 50	3 10	2 50	3 65
	1 60		1 25	1 10			Nectarines						2 25
2 65							Peaches (Yellow)	6 50	5 25	4 60	4 25		
2 75							Peaches (Lemon Cling)	7 75	7 00		5 00		
2 75				1 40			Peaches (Lemon Cling Sliced)	7 75	7 00	5 75	5 00		
2 65			1 55				Peaches (White Heath)			5 25	4 75		
2 75	2 00	1 70	1 60	1 35		1 00	Peaches (White Heath Sliced)						
2 10	1 45	1 20	1 10	95	90	1 05 pld	Pears (Bartlett)	7 00	6 25	5 25	4 75	3 75	2 40 pld
2 10	1 45	1 20	1 10	95	90	90	Plums (Green Gage)	5 00	4 25	3 50	3 25	2 55	2 15 unpl
2 10	1 45	1 20	1 10	95	90	90	Plums (Egg)	5 00	4 25	3 50	3 25	2 55	2 30
2 15	1 50	1 25	1 15	1 05	95	95	Plums (Gold Drop)	5 00	4 25	3 50	3 25	2 55	2 30
	2 00	2 35	2 10	1 95			Plums (Damson)						2 30
	2 10	1 85	1 70	1 45			Raspberries						
							Strawberries						

CANNED VEGETABLES.

Asparagus "Griffin Extra"
Mammoth $
Large White
Medium White
White Tips

Artichokes, 2½'s	3 00
Beans, Stringless "Extra"	1 40
Beans, Blue Lake	1 30
" " " gal	1 50
Beans, French, Kidney, 2-lb.	1.15
Beans, String, 2-lb	.75
Beans, String, gal	3 50
Beans, Lima, Soaked	1 00
Fancy Eastern	1.85
Corn, Smith's Hulled, 2 doz. in case, per doz.	1.20
Hominy, Great Western, 3 lb	1.20
Corn, 2-lb, Western	.95
Corn, 2-lb, Maine	1.35
Dunbar's Okra, 2½-lb	1.80
Petit Pois, Griffin extra	1.50
Peas, Griffin extra sifted	1.25
Peas, Standard sifted	1.10
Peas, Standard Marrowfat	.95
Pumpkin, 3-lb.	1.87½
Spinach, 2½	1.75
Succotash, fancy, tins	1.40

Tomatoes.

	doz.
3's, Griffin's Ex. Solid Pack	$1.00
3's, Griffin's Ex., with peppers	1.05
2½'s, Cutting's Solid Pack	.90
2½'s, Cutting's Solid Pack, with peppers	.95
2½'s, Cutting's Standard	72½
Gallon, Standard	2.25
Gallon, Solid Pack	2.75
Gallon, Puree	2.35

Department 7.

PROVISIONS.

Hams.

Eastern Standard, 17/19	.11¼
Eastern Standard, 15/16	.11¾
Eastern Standard, 12/14	.12
Eastern Standard, 10/12	.12¼
Eastern Fancy	.12½ to .13
Local cure, all averages	.11½ .13¼
Picnic Hams	.7¼

Boiled Hams.

Skin on	.17½
Skin off	.19½

Breakfast Bacon.

Eastern Standard, 6/8	15¼ .14½
Eastern Standard, 8/10	.14
Eastern Standard, 10/12	.13½
Eastern Fancy	.17
Local cure	.14 .15

English Cured Bacon.

Eastern cure, 8-10	13½
Eastern cure, 10/12	.13

Dry Salt Bacon.

Clear medium Bacon	.10
Clear light medium	.10
Clear Lt. med. select	.11½
Light Belly	.13
Extra light Belly	.13½
Bacon Backs	.10
Bacon Bellies	.11¾

Dry Salt Meats.

Sides	.09
Bellies	.10½ .10
Backs	.09
Fat Backs	.09

Barreled Pork.

	Bbls.	½-bbls.
Spare Ribs	$13 50	$ 7.00
Family Pork	14.50	7.50
Clear Pork	19.00	9.75
Pig Pork	22.50	11.50

Barreled Beef.

Mess Beef	10.50	5.50
Extra Mess Beef	11.00	5.75
Family Beef	10.50	5.50
Extra Family Beef	11.50	5.50
Beef Tongues	25.00	13.00

Pigs Feet.

Tierces, about 300 lb.	$18.00
Barrels, about 200 lbs.	13.50
½ barrels, about 80 lbs.	5.00
Kegs, about 25 lbs.	2.10
Kits, about 15 lbs.	1.25

Honey Comb Tripe.

Tierces, about 300 lbs.	$18.00
Barrels, about 200 lbs	13.50
½ barrel, about 80 lbs.	5.00
Kegs, about 25 lbs.	2.10
Kits, about 15 lbs.	1.25

Sausages.

	Per lb.
Braunschweiger	17
Italian Salami	23
D'Arles	22
Mortadella	24
Bologna	8½
Frankfurters	8½
Garlic Sausage	8½
Liver Sausage	8½
Pork Sausage	8½
Head Cheese	8½
Tongue Sausage	8½
Ham Sausage	12½

Pure Leaf Lard.

Tierces, about 350 lbs net	8½
½-bbls, about 100 lbs net	8¾
80-lb. Wood Tubs, 80-lbs. net	8¾
60-lb. Wood Tubs, 60 lbs. net	8¾
20-lb. Wood Pails, 20-lbs. net	9
50-lb. Cans, 1 to a case	8¾
20-lb. Cans, 4 to a case	8¾
10-lb Cans, 6 to a case	9
5-lb. Cans, 12 to a case	9¼
3-lb. Cans, 20 to a case	9½

Compound Lard.

Tierces, about 350 lbs. net	5¾
½-bbls, about 100 lbs. net	6
80-lb. Wood Tubs, 80 lbs. net	5⅞
60-lb. Wood Tubs, 60 lbs. net	5⅞
20-lb. Wood Tubs, 20 lbs. net	6⅛
50-lb. Cans, 1 to a case	6
50-lb. Cans, 2 to a case	6
20-lb Cans, 4 to a case	6¼
10-lb. Cans, 6 to a case	6½
5-lb. Cans, 12 to a case	6⅝
3-lb. Cans, 20 to a case	6¾

ANCHOR PACKING CO.

140 Eighth St., S. F., Cal.
PORK PACKERS AND PROVISION DEALERS.
Boilers of Kingan and Anchor Hams.
SAUSAGES, COOKED MEATS, TONGUE

Hams, Kingan, boiled	18c
" Anchor, "	17c
Bacon (special)	16c
Lard, 55	9¾c
" 20	10c
" 10	10c
" 5	10¼c
" 3	10¾c

Please note that our hams are all hand tied.

H. M. WOLTER & BRO.
Dealers in
...Boneless Boiled Hams...
GROCERS
PRONOUNCE
THEM THE BEST.
103 12th St. Tel., Mint 1763
KINGAN .20
CUDAHY "REX" .19

Beardsley's

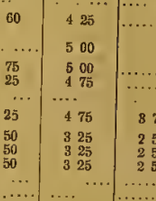
Department 8.

CANNED MEATS.

Acme Sliced Smoked Beef, No. 1, glass, 1 doz. in case.	$3 00
Acme Sliced Smoked Beef, in Junior glass, 2 doz. in case.	1 50
Acme Sliced Smoked Beef, No. 1, tins, 2 doz. in case.	2 60
Acme Sliced Smoked Beef, ¼ tins, 4 doz. in case.	95
Acme Sliced Smoked Beef, ½ tins, 4 doz. in case.	1 60
Cheshire Sliced Bacon, No. 1, glass, 1 doz. in case.	3 00
Junior Sliced Bacon, 2 doz jars in case, per doz.	1 50

Pork and Beans.

LIBBY, MC NEILL & LIBBY'S



Plain, 1's 4 doz. to case doz.	90
Plain, 2's 2 doz. to case doz	1 40
Plain, 3's 2 doz. to case doz.	1 95
With Tm to See, 1's, 4 dz. to cs. dz	90
" " " 2's, 2 " "	1 55
" " " 3's, 3 " "	2 05

Mince Meats.

Cudahy's, 36, 12oz. pkg.	2.50
Cudahy's, 20, 3-lb pail.	6.50
Cudahy's, 12, 5-lb pail.	.50
Atlas, 6-oz to cs, per cs.	2.50
Libby's Son., 3 dz. pkgs.	2.75
Atmore's, 3-lb gls, 6 in.	3.25
Atmore's 5-lb. gls.	4.60
Atmore's 5-lb. wood.	4.05
None Such, 6-dz. in cs.	5.50

COLUMN 11.

COLUMN 12.

Department 8

CANNED MEATS

ALL PRICES ARE PER DOZEN	No. ½ Tins 4 Doz. in Case	No. 1 Tins 2 Doz. in Case	No. 1 Tins 2 Doz. in Case	No. 2 Tins, 1 or 2 D z in Case	No. 6 Tins 1 Doz. in Case	No. 14 Tins ½ Doz. in Case	No. 1 Tins 1 Doz. in Case
Corned Beef		1 35	2 40	8 25	18 25		
Roast Beef		1 35	2 40	8 25			
Roast Ribs of Beef, Boneless		1 40	2 50				
Roast Mutton			2 70				
Brisket Beef		1 40	2 50				
Boiled Beef		1 35	2 40	8 25			
Chipped Beef	1 20	2 10		17 50			
Sliced Beef, in tins	1 40	2 50					
Sliced Beef, in glass	1 45	2 75					2 75
Brawn		1 40	2 45	8 25			
Compressed Ham		1 50	2 75				
Lunch Tongue	1 90	3 25	6 50				
Lambs Tongue	1 70	2 95					
Sliced Ham		3 70	6 40				
Sliced Bacon							2 80
Sliced Bacon in Glass							
Deviled Ham	40						
Potted Ham	40	80					
Potted Ox Tongue	40	80					
Potted Chicken	90	1 60					
Potted Turkey	90	1 60					
Deviled Chicken	90	1 60					
Deviled Turkey	90	1 60					
Boneless Chicken		3 40	5 55				
Boneless Turkey		3 40	5 55				
Veal Loaf		1 10	2 10				
Ham Loaf		1 10	2 10				
Beef Loaf		1 10	2 10				
Chicken Loaf		1 60	2 75				
Chicken Pate and Ham		1 10					
Chili Con-Carne			1 40				
Beefsteak and Onions			1 60				
Hamburger Steak with Onions		1 95	3 00				
Frankfurter Bratwurst			2 00				
Sweetbreads			2 40				
Vienna Sausage		90	1 55				
Oxford Sausage			2 45				
Bologna Sausage			2 25				
Vienna Sausage and Kraut			1 20				
Corned Beef Hash		1 10	1 50				
Lunch Sausage		90		No1¼	No 2	No2½	No. 3
Ox Tongue, whole				6 50	7 50	9 50	12 00
Minced Collops				2 45			
Tripe				1 75			
Pork Sausage		1 05		2 50			
Stewed Kidneys							
Pork and Beans, Plain			90	1 40			1 85
Pork and Beans, with tom. sc'e			95	1 45			1 90

Department 9.

FISH AND CHEESE.

Russian Caviar.

	Per doz
1-lb cans, 2 doz in case	$13 00
½-lb cans, 2 doz in case	6 75
¼-lb cans, 5 doz in case	3 65
⅛-lb cans, 8 doz in case	2 10
White Label Brand	none

CHEESE.

Foreign and Domestic.

New York State Factory		15½
Cheddars, October make		
Twins, " "		16
Calif. State factory flats	12	13
Calif. State factory Young Americans	13½	13½
Limburger, Eastern, ℔ lb		16
Swiss, imported, ℔ lb		25½
Roquefort, ℔ lb		36
Gouda, ℔ lb		27
Pineapples, Eastern, 6 in cs, ℔ case		$3 40
Pineapple, Eastern, 6 in cs, small		2.40
Holland or Edam, medium, plain, per doz	$ 8.00	9.00
Holland or Edam, medium, in bladders, per doz	9.50	11 00
Holland or Edam, large, plain, per doz	10.50	12 00
Holland or Edam, large, in bladders, per doz	10.50	12.00

Fancy.

Camembert Brie, Roquefort, and Gorgonzola, jars	3 00
Parmesan C & B, sml bot, doz.	3.00
Parmesan C & B, lge bot, doz.	5.00

Bayle's.

	Small ½-lb	1-lb.	2½-lb	5-lb
Deviled Cheese	$1.00	$2 25	$4.00	$ 560 $9.00
After Dinner Cheese	$1.00	2.40	4.00	4 50 7.50
Roquefort Cheese	$1.00	2.40	4.00	4.50 7.50

SALT FISH.

Pacific Codfish.

Bndles, 50 lbs each, per lb	4½
Cs. selected, 100 lbs ea, pr lb	5
Boneless, 30-lb boxes, per lb	6
Boneless Strips, 40lb bxs, pr lb	7
Boneless Blocks, 40lb bxs, p lb	6½
Boneless Tablets, 25 bxs, pr lb	7½
Boneless Middles, 60 bxs, pr lb	7½
Boneless Middles, extra, 60-lb boxes, per lb	9

Eastern Codfish.

Gen Georges, 8 fish to cs	$ 9.00
Gen. Georges, 12 fish to cs	8.50
Geo. Cur. Cod, 16, 18 fish to case	7 75
Geo. Cur. Cod, 40 fish to cs	7 25
Gen. Geo. Middles, 60 fish.	13
Gen. Geo. Tablets, 36 fish.	11½
Gen. Geo. Blocks, 40 fish..	11½

Shredded Codfish.

Codfish, Beardsley's shredded, 2 doz. in case..... 1.00

Norwegian Mackerel.

Bloater, 200-lb. bbl., 120-180 fish	41.50
Bloater, 100-lb. ½ bbl., 60-65 fish	21.50
No. 1, 200-lb. bbl., 150-160 fish	31.00
No. 1, 100-lb. ½ bbl., 75-80 fish	16.50
No. 2, 200-lb. bbl., 220-240 fish	26.00
No. 2, 100-lb. ½ bbl., 110-120 fish	14.00
No. 3, 200-lb. bbl., 300-350 fish	24.50
No. 3, 100-lb. ½ bbl., 150- 175 fish	13.00

Irish Mackerel.

No. 1, 200-lb. bbl., 200-220 fish	none
No. 1, 80-lb. ½ bbl., 80-90 fish	none
No. 2, 200-lb. bbl., 325-350 fish	19.00
No. 2, 80-lb. ½ bbl., 130-140 fish	8.50
No. 2, 200-lb. bbl., 475-500 fish	18.00
No. 2, 80-lb. ½ bbl., 180-190 fish	8.50
No. 1, 10-lb kits, 15-16 fish	1.25
No. 2, 10-lb. kits, 20-22 fish	1.20

American Bloaters.

Shore Bloaters, 200-lb. bbl., 115-120 fish	32.00
Shore Bloaters, 80-lb. ½ bbl., 45-50 fish	13 50
Extra No. 1, 200-lb. bbl., 120-130 fish	29 00
Extra No. 1, 80-lb. ½ bbl., 50-55 fish	12.50
No. 1, 200-lb. bbl., 140-150 fish	none
No. 1, 80-lb. ½ bbl., 60-65 fish	none
No. 2, 200-lb. bbl., 130-140 fish	25 50
No. 2, 80-lb. ½ bbl., 55-60 fish	11.00
No. 2, 200-lb. bbl., 140-160 fish	none
No. 2, 80-lb. ½ bbl., 60-65 fish	none
No. 2, 200-lb. bbl., 160-180 fish	none
No. 2, 80-lb ½ bbl., 70-80 fish	none
No. 2, 200-lb. bbl., 180-200 fish	none
No. 2, 80-lb. ½ bbl., 80-90 fish	none

In Kits.

Extra Mess, 7 to 8 fish, each	$2 00
No. 1, kits, 8-9 fish or 15-17fish	1.85
No. 2, kits, 8-9 or 20-22 fish	1.25

Salmon.

King, bbls	$ 12 00
Oregon Silversides, bbls	9 00
Alaska Red, bbls	9 50
Alaska Red, ½-bbls, 100 lbs	5 75
Alaska Red, kits	1.00
Bellies, bbls	5 50 10 00
Bellies, ½-bbls, 100 lbs.	4 75 6 00
Tongues and Sounds, kits, 10lb	1 25
Tongues and Sounds, ½-bbls.	9 00

COLUMN 13.

New Herring.

Holland, ex. selctd mxd bbls.	$ 16 00
Holland, ex. selctd mxd ½-bbl	8.50
Holland, ex. selctd mxd, keg	1 00
Holland, cheaper grade	80
Holland, cheap. gr., mxd, bbls	14.00
Holland, chp. gr., mxd, ½-bbl	7.50
Holland, ex. selct Milchner, bbl	18 00
Holland, ex. selct Milchner, ½-bbl	9 50
Holland, ex. selct Milchner, keg	1 20
Holland, cheaper grade	90
Holland, cheaper grade, bbls.	16.00
Holland, cheaper grade, ½-bbl	8.50
Labrador Split, 100 fish	5 25
Labrador, round, 160 fish	4 75
Pacific, ½-bbl	2.25

SMOKED FISH.

Bloaters, Grim., 100 in box	$2.35
do do. 50 in box	1.35
Bloaters, Cromarty	2.35
Yarmouth, 100 in box	
Halibut, chunks	15
Herring, in boxes, Eastern	25
Herring, in boxes, Washington	20
Herring, boneless, Beardsley's tins, doz	$1.50
Herring, boneless, Beardsley's small, doz	1.00
Herring, Beardsley's Boneless, vacuum tumblers, 2 doz. in case	1.95
Finnan Haddies	2.25
Moir's Selected Red Herrings, 100s	3.25
Moir's Selected Red Herrings, 50s	1.25
Salmon, per lb	10 20

POTTED FISH.

	Per doz
Potted Crab	$1.85
Kipper Paste	1.00
Anchovy and Bloater Paste, plain pots	2 30
Ditto, fancy pots	4.75
Yarmouth Bloater Paste	75
Ditto, fancy pots	4.75
Kippered Herrings	1 00
Kippered Herrings, Moirs	1 95

CANNED FISH.

	Doz
Anchovies, in oil, 2 doz. ½ pts., in glass, doz	4.00
Anchovies 2 doz. ¼ pts., doz	3 00
Bloaters, Yarmouth C. & B.	4.50
Codfish Balls, 2-lb tins, per doz	2.25
Eels, Hamburg, in jelly, 1-lb tins	2.00
Eels, smoked, 1-lb, ℔ doz	2.50
Finnan Haddies, 2-lb oval	2.25
Finnan Haddies, 1-lb, round, ℔ doz	1 00
Sardelles, imported, 1-lb tins	3 00
Sardelles, imported, in glass	3 00
Sardelles, domestic, 1-lb glass	2 25
Sardelles, Ankera, ⅛ keg	3 00

Mackerel.

1-lb tins, 50 in a case.
2-lb tins, 2 doz. in a case.

Gold Label, 1-lb tins	1.50
P. & W., 2-lb soused	2.75
P. & W., 2-lb, mustard	2.75
P. & W., 2-lb, tomato	2.75
Underwood, 2-lb, soused	2.85
Underwood, 2-lb, tomato	2.85
Underwood, 2-,lb mustard	2.85
Los Angeles, 2-lb, soused	2.55
Los Angeles, 2-lb, tomato	2.55
Los Angeles, 2-lb, mustard	2.55
Mt. Desert, 2-lb, soused	2.25
Mt. Desert, 2-lb, tomato	2.25
Mt. Desert, 1-lb, soused	1.35
Blueback, 1-lb, fresh	1.10

Mackerel in Oil.

Bezler's	3.00 4 00
Lemarchand	5 00 7.00

Booth's Crescent Mackerel.



(Soused, Tomato and Mustard)
1's, 4 doz. to case, per doz 1 50
2's, 2 doz. to case 2.50

Salmon.

Alaska Red, ½lb tins, doz	1 20
Alaska Red, 1lb tins, doz	1.70
Alaska Pink, ½lb tins, doz	90
Alaska Pink, 1lb tins, doz	1 50
Alaska Flats, ½lb tins, doz.	1 50
Oregon Red, ½lb tins, doz.	1 00
Oregon Red, 1lb tins, doz.	1 70
Oregon Pink, ½lb tins, doz	90
Oregon Pink, 1lb tins, doz	1.50
Oregon Flats, ½lb tins, doz.	1.00
Columbia River, ½lb talls	1.70
Columbia River, ½lb flats	1.75

French Sardines.

¼s, according to quality and size of tin, p case	9 50 12 50
½s, according to quality and size of tin, p. case	19.00 20 00

COLUMN 14.

American Sardines.

Packed 8 1-3 doz in a case.
¼s 50 tins in case.

American ¼s in oil, per case	$3 50
American ¼s in oil, 5-case lots	3 35
American ¼s in oil, per doz	.50
American ¼s in mustard, doz.	.60
American ¼s in mustard, case	4 00
American ½s in mustard, doz.	.90
American ½s in mustard, case	3 00

Sprats.

Pilots	6.75 7.00
Menhie	6 75 7.00

SHELL FISH.

Abalones.

4 doz in cs, with shells, cs. 6.00

Clams and Clam Juice.

	doz.
Doxsee Clams, 1-lb. tins	$1.65
Doxsee Clams, 2-lb. tins	2.65
Doxsee Clam Juice, 1-lb. tins	90
Doxsee Clam Juice, 2-lb. tins	1 60
B & M Lunch Clams, flat tins	1 37½
Underwood Clams, 1-lb tins	1 05
Underwood Clams, 2-lb. tins	1.60
P. & W. Clams, 1-lb. tins	1.00
P. & W. Clams, 2 lb. tins	1.50
Oxford Clams, 1-lb tins	1 10
Oxford Clams, 2-lb tins	1 50
P. & W. Clam Chowder	2 10
Burnham's Clam Bouillon, qts	00
Burnham's Clam Bouillon, pts	1 50
Burnham's Clam Bouillon, ½ pints	2.40

Lobsters.

	Doz.
1-lb. tins, 4 doz. in case.	
Red Jackets, flats	2.50
Deep Sea Picnics	2.25
Triumph Talls	2 25

Oysters.

Oysters, Selects, 12 oz	$1 50
Oysters, Selects, 6 oz	1 25
Oysters, Standard, 10 oz	2 00
Oysters, Standard, 8 oz	1 10
Oysters, Standard, 6 oz	1 70
Oysters, Standard, 4 oz	.90

Shrimps.

Shrimps, pickled, 1 lb tins	$1 10
Shrimps in Tomato Sauce, 1-lb. flats	
Dunbar's Picnics, 4 doz in cs	1 25
Dunbar's 1½ lb, 2 doz in cs.	2 25
Pickled Shrimps, 1 lb., 4 doz in case	1 20

Department 10.

LAUNDRY MATERIALS.

Ammonia.

GREER'S WASHING AMMONIA

First grade absolutely pure 18o Beaume strength
Pints (2 doz to case) $1 10 per doz
Quarts (1 doz. to case) 2 05 " "
½ Gals (½ doz. to case) 4 25 " "

WASHING AMMONIA
Standard Grade

Pts., 2 doz to cas., per doz	$ .75
Quarts, 2 " " "	1 40

GREER'S TOILET AMMONIA
Lavender and Violet
Pints (2 doz to case) $2 40 per doz.



Parson's Household Ammonia

	per doz.
½ gals 1 doz in case	$4 50
Quarts, 1 doz. "	2 65
Pints, 2 doz "	1 75
Dime size 3 doz in case, per case	2 25

Bluing.



Liquid Laundry Bluing.

Scott & Gilbert Co.
Mfgrs., 302 Davis St

	doz
SUNSET	
¼ pints, 3 doz case	40
½ pints, 3 doz case	60
Pints, 2 doz in case	75
Quarts, 2 doz. cs.	1 45

Bluing, ball

Mikado, ½'s, 100-lb case, lb	20
Mikado ¼'s, 100-lb case, lb	22
Nuremberg, A, ½'s, ℔ lb	23
Do A, D, ½'s, ℔ lb	25
Do A, C, E, ½'s, ℔ lb	21
Washerwoman, ½'s, ℔ lb	12
Do ¼'s, ℔ lb	14
German Ultramarine ½'s, ℔ lb.	17
Do ¼'s, ℔ lb	14
Deerhamp's French, 1's, ℔ lb.	28
Do ½'s, ℔ lb	20
Gold Medal, qt, ℔ doz	1.25
Do pt, ℔ doz	1 00
Do ½-pt, ℔ doz	75
Do ¼-pt, ℔ doz	45
Do China Label, qt, ℔ doz.	1.25
Greer's, 1 dz qts & doz	2.25
2 s, 2 doz to cs	2.50
Do 1 doz. pts, ℔ doz	1.44
Do 2 doz. ½ pts, ℔ doz	90
Pacific, 1 doz. qts, ℔ doz	1.10
do 2 doz qts & doz	50
Do 1 doz ½ pts, ℔ doz	65

COLUMN 15.

J. M. CLINE & CO.

29 Market St., S. F., Cal

Ammonia. First Quality, fancy package, white bottles and rubber stoppers.

Pts, doz	1.25
Qts, doz	2.00
½ Gals, doz	3.25
Gals, doz	5.50

Ammonia, Standard Quality.

½ Pts, doz	.35
Pts, doz	.45
Quarts, doz	.60

Violet Ammonia.

8-oz. fancy package, doz. 1.15
16-oz. fancy package, doz. 2.10

J. M. Cline Co.

29 Market St. S. F., Cal.

Bluing, ½ Pts, doz	.35
Bluing, Pts, doz	.45
Bluing, Qts, doz	.60

Borax.

20-Mule Team, powdered 1's, cs. of 2 doz	$2 25
2-Mule Team, powdered 12-oz. cs of 4 doz	3 60
20-Mule Team, powdered ¼'s, cs. of 8 doz	3 84

(Less 5 per cent. in 5 case lots; 10 per cent. in 10 case lots)

Cartons, 1's, 2 doz. in box	.09
Lump, 25 lb. in box	09½
Powdered, 25 lb in box	09½

Chloride of Lime.

Brookman's, 1's, ℔ lb	7½	7½
Do ½'s, ℔ lb	8½	9
Sallie's Purity Brand, ex qual. doz		85

Lye.

Big Bonanza Lye	
Case of 18 1 lb tins	3.30
5 case lots	3 25
Star Scrubbing Lye	
48-1, lb tins, per case	1.75
5 case lots	1.70
Merry War, 4 doz in case	3.00
Merry Nikel, 4 doz to case	1 75
Eagle Lye, 4 doz. in case	3.60
Do 5 case lots	3.50
Do 10-case lots	3.40
Tomson's Red Seal, 1 dz. to cs	4.00
Do 5 lb, 12 to case	4 50
American, 4 doz in case	3.25
Do in 5-case lots	3.00
Babbitt's Lye, 4 doz in case	3.25
Do in 5 case lots	3.00



Cs., 4 doz	$4.00
Cs., 2 doz	2.00

Soda Ash

California, nks	95 1 00
California, bbls	1.00-1.05

Department 11

STARCHES.

Corn Starch.

Log Cabin, 40 1s, per pkg	4
Liberty, 40 1s, per pkg	5½
Duryea's, 40 1s, per pkg	7½
Sierra, 6 box lots, pkg	5½
Niagara, 40 1s	5½
Kingsford's, 40 1s, pkg	7½
Lily Corn, 40 1s, per pkg	5½
Lily Corn, 6 box lots	5½
Lily Corn, 20 1s, per pkg	5½
Sierra City, 40 1s, per pkg	5½
Sierra City, 6 box lots, pkg	5½
Penn Starch, 40 1s, per pkg	5½

Laundry Starch.

Elastic Starch, 64/1's, per box	5 00
Celluloid, 64/1's, per box	5 00
Best Gloss, 48/1's, per lb	5½
Liberty Gloss, 16/3's, per lb	5½
Be t, 12/6's, per lb	6½
Standard, bulk 40 lb boxes	3½
Bloux Gloss, 48/1's	5½
Bloux Gloss, 2's, 16 in box	5½
Kingsford's 8 O. G's, 40-lb bx	8½
Kingsford's 8 O. G's, 12 in crate	8½
Kingsford's Pure, 1's, 40-lb. bxs	7½
Duryea's 8 O. G's, 40 lb bxs	8
Duryea's 8 O. G's, 12 in crate	8½
Duryea's Superior, 1's, 40-lb. bx	7½
Niagara Gloss, 1's, 40 lb bxs	6½
Niagara Gloss, 6's, 12 in crate	6½
Niagara Gloss, bulk, 50-lb. bxs	4½
Lily Gloss, 1's 48 lb box	5½
Lily Gloss, 6's 12 in case	6½
Lily Gloss, 2's, 16 in case	5½
Penn Starch, 1s 6 lb boxes	5½
Penn Starch, 6s 12 to crate	6
Penn Starch, bulk, 50 lb box	4½

COLUMN 16.

Department 12

Soaps and Washing Powder

Western Star Soap

WHITE PETROLEUM BLEACHING.

100 bars per case $4.10

LASCO KOLD WATA NAPTHOL.

100 Bars per case $4 00

Free Delivery in San Francisco Oakland, Alameda and Berkeley

manufactured by

Los Angeles Soap Co.

San Francisco Office, 115 Davis St.

Telephone Grant 110.

Peet Bros.

Silk Soap	3.25
Ammonia Benzoline	3.90
Cocoa Borax	4.10
Crystal White	3.90
Lily White (Floating)	4.00

Standard Soap Co.

Top Notch, 100, 10-oz	$3.50
Sunburst, 100 12-oz	3.75
Yellowstone, 100 14-oz	3.75
Marigold, 100 16-oz	3.90
Thomas' Cool Water, 100 13-oz	4.00
Thomas' Cool Water, 20 13-oz	.85
Milo, 100 4-oz., 100 cartons	6.50
Magno "Floating Borax," 100 10-oz.	4.00
Gold Medal Borax, 100 10-oz	5.50
Gold Medal Borax, 20 10-oz	1.15
Purity, "Floating," 5c size	3.90
Purity, "Floating," 10c size	6.25
Purity, "Floating," 10c size, 20	1.30
Electric Mineral, 100 10-oz	5.50
Electric Mineral, 20 16-oz	1.15
Peerless Kitchen, 100 10-oz	3.00
Peerless Kitchen, 20 10-oz	.65

Miscellaneous.

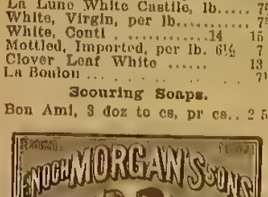
Fels Naptha, 100 14-oz	4.50
Hot or Cold, 100 10-oz	4.00
Life Buoy, 100	4.00
Mikado, 100 14-oz	4.00
Mikado, 20 14-oz	.90
Lenox, 100	3.00
Lenox, 20	.75
Ivory, 100 10-oz	7.00
Fairbanks Clairette, 100	3.35
Fairbanks' Santa Claus, 100	2.85
Fairbanks' Copco, 100	3.90
Fairbanks' Fairy Oval, 100	3.90
Grandpa's Wonder, large, 50	3.50
Grandpa's Wonder, small, 100	3.60
Peets' Pine Tar, 50	1.90
Peets' Pine Tar, 100	3.75
Babbitt's, 100	4.10
Jergins Pumice, 50 small	1.75
Jergins Pumice, 50 large	3.00
Uncle Sam's Tar, 100 small	3.50
Uncle Sam's Tar, 50 large	3.40
Stryker's Kitchen Soap, 100s	3.50
Stryker's Kitchen Soap, 20s	.75
Pearl, 100, large	4.00

Castile Soap.

La Lune White Castile, lb	7¾
White, Virgin, per lb	7¾
White, Conti	14 15
Mottled, Imported, per lb.	6½ 7
Clover Leaf White	13
La Bonlon	7½

Scouring Soaps.

Bon Ami, 3 doz to cs, pr cs.. 2 50



Sapolio, scouring, ½ gross box, per box 4 50

Sapolio, hand, ½ gross box, per box 4 50

WASHING POWDERS.

Gold Dust, 24 3's, per case	4.50
Gold Dust, 100/10-oz	4.50
Lavarine, 36 1-lb., per case	3.00
Lavarine, 100 5c pkgs	3.50
Pearline, 36 1-lb. pkgs	3.10
Pearline, 100 6-oz pkgs	3.75
Soaperine, 20 3-lb. pgs	3.60
Soaperine, 50 1-lb. pkgs	3.35
Soaperine, 100 ½-lb. pkgs	3.60
Babbitt's 1776, 6-oz	2.85
Kleeno, 72/1's	4.50
Kleeno, 24/3's	4.25
Kleeno, 100/1¼'s	3.75
Grandma's Boraxine, powdered, 24 3s	1.00
do, 60, 3½s	2 10

COLUMN 17.

Department 13

OILS, PAINTS, ETC.

Coal Oil.

Water white, coal, bulk	12½
Pearl, cases, 25's	19
Astral, cases, 25's	19
Star, cases, 25's	19
Ex. Star, cases, 25's	22
Elaine, cases, 25's	25½

Gasoline and Benzine.

86° Gasoline, bulk, 25 cases	31
74° Gasoline, bulk 16 cases	22½
63° Benzine, bulk, 13 cases	19½

Turpentine.

Strictly Pure, cases, 2-5's	78
Do drums or iron bbls.	72

Linseed Oil.

Strictly pure, raw, bbls	gal 53
Do. boiled, in bbls	gal 55
Do. raw, cs, 2-5's	gal 58
Do. boiled, cs, 2-5's	gal 60

Castor Oil.

Baker's AA, cs, 2-5's	1.12
Pure, No. 2, cs, 2-5's	1.05
No. 1, cs, 2-5's	.70

Lard Oil.

Strictly pure, bbls., 75 cs	80
Sup. Win., str., bbls, 65 cs	70
No. 1, bbls, 55 cs	60

Neatsfoot Oil.

Cooper's bbls, 75 cs	80
Extra, bbls, 62½ cases	67½
No. 1, bbls, 57½ cases	62½

Lubricating Oils.

Star Cylinder Oil, bbls, 60 cs	.65
Columbia Cyl. Oil, bbls, 40 cs	.45
Gem Cyl. Oil, bbls, 80 cs	.90
Ruby Cyl. Oil, bbls, 50 cs	.60
Star Engine Oil, bbls, 50 cs	.55
Columbia Eng. Oil, bbls, 30 cs	.35
Paragon Eng. Oil, bbls, 45 cs	.55
Red Eng. Oil, bbls, 27 cs	.32
Star Mach. Oil, bbls, 30 cs	.35
Star Dynamo Oil, bbls, 50 cs	.55
Star Spindle Oil, bbls, 40 cs	.45
Star Sep'tor Oil, bbls, 50 cs	.55
Favorite Sep'tor Oil, bbls, 25 cs	.30

Miscellaneous Oils.

Union Salad Oil	.45	50
Globe Salad Oil	.45	50
Pure Sperm Oil	.75	80
No. 1 Polar	.50	55
China Nut oil, ord'ry	62½	
China Nut oil, No. 1	.80	

WHITE LEAD.

Pioneer, in kegs 6¾ 7¼

DRY PAINTS.

Eng. Paris White, bbls.	1.35	1.60
Whiting, bbls	1.00	1.15
Kalsomine, bbls		1¼
Prince's Min'l B'wn, bbls		1.65
Yellow Ochre, bbls		1½
Eng. Ven. Red, bbls		1.50

Department 14

FARINACEOUS GOODS.

Flours.

GLOBE MILLS,

Cor. Chestnut and Montgomery

California Selected Wheat,

	Barrel
** "Banquet" (fancy patent)	$5 05
*** "Silver Star" (patent)	4.60
XXX	4.30
Mariposa	4.30

Blended Wheat,

**"AI" Family	5 15
"AI" Bakers'	5.05

Entire Eastern Wheat.

Globe, Bakers' .....

(⅛ bbls. 10 cents per bbl. higher.)

**"AI" must be retailed for not less than $1 40 per ¼ sack.

***"Banquet" must be retailed for not less than $1 35 per ¼ sack.

****"Silver Star" must be retailed for not less than $1 25 per sack.

FLOURS.

Cal. Family	$5.05	$5.10
Cal Bakers', extra	4.80	4.90

Buckwheat, 10-lb sacks, per 100 lbs $1.50

Self Rising Buckwheat, 10-lb sacks, per 100 lbs 6.00

Graham, 10-lb sacks, per 100 lbs 3 50

Rice, 10-lb sks, per 100 lbs ... 8.00

Rye, 10-lb sacks, per 100 lbs. 3 75

Whole Wheat, 10-lb sacks, per 100 lbs 3 75

Sperry Milling Co.

Sperry Flour	5 05
Golden Gate Flour	5 05
Drifted Snow	5 05

Meals.

Yellow Corn, 10-lb sacks, 100 lb.	$2.50
White Corn, 10-lb sacks, 100 lb.	2 50
Ex. Cream Yellow, 10-lb. sacks, per 100 lb	3 75
Ex. Cream White, 10-lb sacks, per 100 lbs.	3 75
Oat Meal, 10-lb. sacks, pr 100 lbs	4 25
Steel-Cut Oat, 10-lb sacks, per 100 lbs	4.50

Pearled Cereals.

Pearl Barley	$6 00
Pearl Wheat, 180-lb bbls	4 40

COLUMN 18.

Rolled Cereals.

Rolled Oats, 7s and 10s, pr 100 lbs	4 50
Ex. Crm Rld Ots. 180-lb, bbl	$7.50
Ex Crm Rld Ots, 180-lb, 90-lb sks	7.00
Prid Rold Wheat, 150-lb, bbls.	4 40

Sago and Tapioca.

Sago, original sacks, lb	02½ .03
Sago, 48/1's, per doz	.70
Instantaneous Tapioca, 50/1's, per case	5.00
Instantaneous Tapioca, 36 to case	2.70
Tapioca, Flake	.03
Tapioca, repacked, per lb	.04⅝
One Minute Tapioca, 36 to cs	2.75
Arrowroot, Taylor's Bermuda, 12-lb box, 1, ½ and ¼ lb pkgs, per lb	32½

Miscellaneous.

Groats Oat, 10-lb scks, 100 lbs	$4.50
Groats Buckwheat, 10-lb sks, 100 lbs	10.00
Hominy, lgs, 10-lb sks, 100 lb.	2.75
Hominy, sml, 10-lb sks, 100 lbs	4.00
Split Peas (yel.) 25 and 50-lb boxes, 100 lbs	5.50
Split Peas (grn) 25 and 50-lb boxes, 100 lbs	5.50
German Lentils, per lb	.05½
Cracked Wheat, per 100 lbs	4.00
Farena, per 100 lbs	4.00
Pearl Grits, per 100 lbs	4 25
Capitol Mills Pearled Hominy, bbls.	8.00
Capitol Mills Gran. Hominy, bbls.	8.50
Capitol Mills New Process B. W. Flour, bbl	9.00
Capitol Mills Steel Cut Oat Meal, bbl	9.00

Breakfast Foods.

Capit'l Mills R'll'd Oats, 36/2's 4.50 less 20 per c. for cash

Grape Nuts, 1 & 3 doz, pr doz	1.50
Breakfast Gem, case 3 doz	3.25
Wheatine, 36/2's, pr cs	3.30
Germea, 20 4-lb pkgs, pr cs	4.00
Germea, 24 2-lb pkgs, per case.	3 10
H-O Buckwheat, 2 doz 3 lb pkgs, per case	3.75
H.-O. Pancake Flour, case	3.90
H.-O. Oats, 24/2's, per case	3.15
Cream of Wheat, 36/2's	5.25
Crespo, 36/2's	2.75
Malta Vita, 36/2's, cs	4.50
Our Mothers' Mush, 36 to cs	3.35
Twin Brothers Mush, 36 to cs	3.20
Carnation Wheat Flakes, 24/5's	5.40
A B C Breakfast Wheat, 72/2's	5.00
A B C Breakfast Wheat, 36/2's	2.60
Granola, 24/1's	2.25
Flaked Rice, 24/1's	3.00
Ralston Breakfast Food, 36/2's	4.25
Do. Barley Food, 36/2's	4.25
Do. Health Oats, 36/2's	4.00
Do. Hominy Grits, 36/2's	4.00
Do. Select Bran, 24/3's	2.50
Do. Pancake Flour, 36/2's	3.75
Do. Whole Wht Flr, 4/4½'s	5.50
Quaker Oats, 5 25	3 90
Scotch Oats, 36 2s	3.75
Allen's Boston Brown Bread Flour, 24 pkgs, per case	3.60
Allen's Flour, 10 10-lb bags, per bbl	4.50
Acme Grano, 20/4's, per case	3.50
Acme Gluten Farina, 24/1's, pr case	1.85
Acme Gluten Flour, 10-lb sks	.80
Acme Wheat Flakes, 36/2's	2.60

Rice.

Choice Seed Japan	$0 03½
Good Seed Japan	03¼
Fair Seed Japan	03
Fancy Head Rice	5 1.5 .06
Long Grain Rice	04 .05
China No. 1	5 6
China No. 2	4 4½

Pastes (Domestic).

No 1, 50-lb box	$1.75
No. 1, 25-lb. box	.87
No 1, full wt., 13's	.60
No 1, short wt's	.30
No. 1, ½ box	.17
No. 2	.22
Queen's Taste Vermicelli, Macaroni and Spaghetti, 1 doz. 3-lb. cartons to case	2 20
Italian Paste, asstd., about 18 lbs, in case, per lb	.07
Golden Gate Egg Noodles, 24 1's to case	1.50
Farina, 24/1's to case	1.50
Royal Macaroni Vermicelli and Spaghetti, 24-lb	1.75

Pure Food Packing Company.

55 3 Mission St

Salter's "Purity" Brand

Bluing

Pts doz 75

Qts ..... 1.

Ammonia

Qts doz 75

Pts 45



COLUMN 19.

COLUMN 20.

Department 15.

SPICES

PURE—Square Tins, Full Net Weight.

	¼'s	½'s	1's	2½ lbs.	5 lbs.	Blk
Allspice	$0 70	$0 95	$1 60	$ 2 80	$ 6 70	$12 75	21
Cinnamon	1 15	1 80	3 30	6 25	15 25	30 00	43
Cloves	90	1 35	2 40	4 35	10 60	20 55	31
Ginger	75	1 05	1 75	3 10	7 50	14 30	23
Mace	1 75	3 00	5 65	10 90	26 95	53 30	73
Mustard	70	95	1 60	2 80	6 70	12 75	21
Nutmeg	1 25	2 05	3 80	7 15	17 60	34 60	49
Pepper	80	1 10	1 90	3 40	8 25	15 85	25
Cayenne	80	1 15	2 00	3 55	8 65	16 65	26
W. Pepper	95	1 45	2 65	4 65	11 75	22 90	34
Sage	70	95	1 60	2 80	6 70	12 75	21
Thyme	70	1 00	1 65	2 95	7 10	13 50	22
Savory	70	1 00	1 65	2 95	7 10	13 50	22
Marjoram	75	1 10	1 85	3 30	7 85	15 10	24
Poultry Seasoning		1 50					

SECOND GRADE—Round Tins, Short Weight.

	¼'s	½'s	1's	2½ lbs.	5 lbs.	Blk.
Allspice	55	1 00	1 75	3 95	7 60	13
Cinnamon	65	1 20	2 10	4 90	9 50	16
Cloves	65	1 25	2 25	5 20	10 20	17
Ginger	55	1 00	1 75	3 95	7 60	13
Mace	1 20	2 30	4 40	10 50	21 00	34
Mustard	55	90	1 50	3 60	7 00	12
Nutmegs	85	1 70	3 10	7 40	14 60	24
Pepper	60	1 15	2 00	4 55	8 90	15
Cayenne	60	1 15	2 00	4 55	8 90	15
W Pepper	75	1 45	2 65	6 15	12 05	20
Sage	55	1 00	1 75	3 95	7 60	13
Thyme	60	1 05	1 90	4 25	8 25	14
Savory	60	1 05	1 90	4 25	8 25	14
Marjoram	60	1 05	1 90	4 25	8 25	14

SCHILLING'S BEST SPICES.—Nature's Best.

Square tins. Never sold in bulk.

Small, medium, large sizes have sifting tops except Mustard.

	Small size per doz.	Medium size per doz.	Large size per doz.	Ex. Large size per doz.	Hotel size per tin.
Pepper	.75	1.20	2.20	3.75	.78
Mustard	.75	1.25	2.25	3.90	.81
Must. Comp.	.75	1.25	2.25	3.90	.81
Ginger	.75	1.25	2.25	3.90	.81
Allspice	.75	1.10	2.00	3.50	.73
Cinnamon	.30	2.25	4.25	7.50	1.85
Cloves	.85	1.40	2.60	4.75	.87
Nutmegs	1.60	2.75	5.25	10.00	2.00
Mace	1.75	3.00	5.75	11.50	2.15
Cayenne	.90	1.50	2.75	5.00	.93
Wh. Pepper	.95	1.75	3.25	5.75	1.00
Sage	.75	1.25	2.25	3.90	.81
Thyme	.85	1.40	2.60	4.75	.87
Marjoram	.95	1.75	3.25	5.75	1.26
Savory	.85	1.40	2.60	4.75	.87
Cases contain	6 doz.	4 doz.	2 doz.	2 doz.	1 doz.
Gross weight	22 lbs.	23 lbs.	24 lbs.	40 lbs.	53 lbs.

MUSTARD.

Colman's, ¼'s, 12 lb to box, lb.	.52
Colman's, ½'s, 12 lb to box, lb.	.48
Colman's, 1's, 12 lb to box, lb.	.48
Colman's, 5's, per lb	.40

Mustard, Prepared.

Small bottles, 24 to cs, pr doz	.55
Small straights, fancy, 24 to case per doz	.95
Webb's Glass Top	1.35
Large Dusseldorfer, 24 to cs	1.60
In 3-gal kegs, per keg	1.15
In 5-gal kegs, per keg	1.70
Louit Freres, French, doz	2.25
Eddy's Salad Mustard—	
6-oz., 24 to case	.92½
8-oz., 24 to case	1.35
12-oz., 24 to case	2.00
Hirshes Horseradish Mustard—	
10-oz., 24 to case	1.25

Department 16

BAKING POWDER AND FLAVORING EXTRACTS.

ROYAL

	1 cs. lot	5 cs. lot	15 cs. lot
¼ lb cans	$ 1 38	$ 1 36	$ 1 34
6 oz cans	1 92	1 89	1 87
½ lb cans	2 57	2 52	2 50
12 oz cans	3 82	3 75	3 72
1 lb cans	4 95	4 85	4 80
2½ lb cans	11 85	11 40	11 28
3 lb cans	13 60	13 34	13 20
5 lb cans	22 35	21 90	21 68

An extra discount of 1 per cent if packed in barrels.

Schilling's Best Baking Powder.

Never sold in bulk.

10-lb. tins, per doz	$39.00
5-lb. tins, per doz	20.00
4-lb. tins, per doz	16.00
3-lb. tins, per doz	12.50
2½-lb. tins, per doz	10.50
16-oz. tins, per gross	$58.00
12-oz. tins, per gross	41.00
8-oz. tins, per gross	28.00
6-oz. tins, per gross	22.50
4-oz. tins, per gross	16.50

TROPHY

4 oz. per doz	$0.95
6 oz. "	1.35
8 oz. "	1.70
12 oz. "	2.35
1 lb. "	3.00
2½ lb. "	7.50
3 lb. "	9.00
6 lb. "	14.50

MISCELLANEOUS.

Home, 10 oz	$0.90
Home 25 oz	2.00
Home 50 oz	4 00
Home, 80 oz	6 00
K. C., 10 oz	.85
K C, 15 oz	1 25
K C, 25 oz	2 12½
K C, 40 oz	4 00
K C, 60 oz	6 50

Cream Tartar.

Standard, bulk, 30-lb box	27
Standard, 12 1-lb tins	.28
Pure, bulk, 30-lb box	.38
Pure, 5-lb tins, per lb	.38
Pure, ½-lb tins, per doz	5.00

SODA.

Churches, A. & H., or Dwight's Cow Brand, 60 lbs. to case.

1-lb	per lb. $0.05
½-lb	per lb. .05⅝

EXTRACTS FLAVORING.

GUITTARDS' "PURE"

per doz	2 oz	4 oz	6 oz	8 oz
Vanilla	$2 50	$4 75	$7 00	$9 00
Lemon	1 75	3 25	4 50	6 00

Net weight. Patent Sprinkler Tops

Schilling's Best Extracts.

Triple Strength, Pure and Uncolored Sprinkling Tops.

Net weight. Never sold in bulk.

	Lemon and Others.	Vanila and Rose.
1 oz	1.30	1.80
2 oz	2.00	3.00
4 oz	3.75	5.75
6 oz	5.50	8.50
8 oz	7.25	11.00
16 oz	14.00	21.50
32 oz	27.00	42.00

Souder's Flavoring Extracts.

Price per gross.

	2 oz.	4 oz.	8 oz.
Reg. Lemon	9.00	18.00	54.00
Reg. Vanilla	14.40	28.80	72.00
XX Lemon	18.00	36.00	72.00
XX Vanilla	21.00	42.00	84.00
Asrtd Flavors	18.00	36.00	72.00
Rose Coloring	18.00	36.00	.....
Yellow Colrng	18.00	36.00	.....
Jamaica Gngr	18.00	.....	.....

Assorted flavors contain strawberry, pineapple, orange, almond, rose, etc.



"Venus" Extracts.

Lemon, 2 oz., per doz 80

Vanilla, 2 oz., per doz 80

Assorted Flavors, per doz 80

COLUMN 21.

Department 17

CANDIES.

Lozenges.
(5-lb. boxes.)

XXX Peppermint, pallst	12½
Thin Peppermint	.15
T. T. Peppermint	.16
Druggist Peppermint	.20
Musk, fluted, pails	.17 .20
Cinnamon, Lemon, Sassafras, Rose	.14
Midget Fruit	.20
Conversation and Hearts	.14
Lilliput Conv. Hearts	.16
Midget Conv. Lozenges	.20
Crown T. T. Lozenges, 24 5ct. pkgs	.80
Aurora Lozenges, 24 5ct. pkgs	.80
Cough Troches, 5 lb bxs	.25
Eagle Wafers, Peppermints, Wintergreen	.25

Mixed Candy.
(30-lb. pails.)

Plain Mixed	9¼
Pacific Mixed	10
Royal Mixed	13
Grocers' Mixed	10½
Yankee Mixed	2½
American Mixed	3
Fancy A, Mixed	4½
Fancy C, Mixed	
French S, Mixed	.16
French No. 1, Mixed	.18
French Extra Mixed	.20
Lady, Mixed	.15

Steam Panwork.

Anis Seed	.20
Aromatic Cachous	.18
Assorted Berries	.16
Assorted Drages	.14
Assorted Imperials	.16
Assorted Small Seeds	.22
Birds' Eggs	.16
Boston Baked Beans	.16
Burnt Peanuts	.16
Burnt Almonds	.24
Caraway Seed, smooth	.22
Caraway Seed, pearled	.22
Celery Seed	.21
Cinnamon Beans, large red	.15
Cinnamon Beans, Imperials	.16
Coriander Seed, pearled	.18
Jelly Beans, pails	.12½ 14
Jelly Birds' Eggs	.16
Jelly Cranberries	.16
Jelly Limes	.16
Jelly Raspberries	.16
Jordon Almonds, fine	.45
Jordon Almonds, imitation	.16
Licorice Beans	.15
Midgets, pearled	.20
Nonpareil Seed, white	.16
Nonpareil Seed, colored	.18
Prismatic Pearls	.22
Red Hots	.28
Ringed Marbles	.16
Sugar Coated Licorice Tablets	.20
Sugar Almonds	.25
Sugar Plums	.15

Stick Candy.
(30-lb. pails.)

Assortment: Peppermint, Lemon, Rose, Clove, Anis, Cinnamon, Sassafras, Vanilla, Pineapple, Wintergreen	9½
Hoarhound	9½
Hoarhound, wrapped	10½
Peanut Sticks	.13
Peanut Sticks, wrapped	.14
Cocoanut Sticks	.13
Cocoanut Sticks, wrapped	.14

Taffies.

Peanut Taffy	13½
Peanut Flake	.16
Peanut Brittle	.16
Peanut Squares	.14
Cocoanut Taffy	.13
Cocoanut Squares	.14
Chunks: Vanila, Rose, Chocolate, Lemon, Molasses	.18
Broken Taffy of broken chunk	10

Drops and Lumps.
(30-lb. pails.)

Mixed Drops and Lumps	9½
Molasses Peppermint Lumps	.10
Hoarhound Drops	.10
Crystal Rocks	12½

Gum Goods.
(5-lb. boxes.)

A. B. Gum Drops, assorted	9
A. B. Gum Drops, Licorice	.10
A. B. Gum Drops, Crystalized	.11
A. B. Bonbons, plain, in bbls	6½
A. B. Bonbons, fancy, in bbls	7
A. B. Bonbons, fancy, crystalized, 5-lb. boxes	.12
A. B. Fruits	.16
Royal Gum Drops	.12
Genuine Gum Drops, hard	.25
Jelly Squares, assorted	.14
Bijou Sticks	.16
Spiced Jelly Drops	.12
New Turkish Figs	.16
Fig Paste, plain	.15
Fig Paste, tricolor	.16

Cream Goods.
(5-lb. boxes.)

Fondans Creams	.16
Hand Dipped	.19
Hand Dipped, with nuts on	.21
Fruit and nut ices	.18
Cream Peppermint	.18
Crushed Fruit Bonbons	.30

Chocolates.
(5-lb. boxes.)

Chocolate, plain	.14
Chocolate, Hand Made	.18
Chocolate Dipped Bonbons	.19
Chocolate Dipped Bonbons, with nuts	.20
Chocolate, Climax, 30-lb pails	.16
Chocolate Chips	.28
Chocolate Nonpareil Drops	.18
Chocolate Wafers	.30

COLUMN 22.

Chocolate Cream Tablets, 30 in box	1.00

Marshmallows, Nougats, Etc.

Occidental Marshmallows, 5-lb tins	.35
Occidental Marshmallows, 3-lb tins	.30
Dipping Marshmallows, 5-lb. boxes	.25
Angel Food, 5-lb. boxes	.18
French Nouget, 30 5c slices in box	1.00
Walnut, Apricot, Spanish Nouget, 5-lb boxes, per lb	.25

Sundries.

Opera Caramels	18
Rock Candy, white & red	.14
Rock Candy, brown	.16
Licorice Drops	.20
Licorice Sticks, 16 to lb	.28
Locorice Tablets, 5 lb bxs	.20
Licorice Tablets, 24 5c bxs	.80
Licorice Penny Sticks, 100 in box	.65
Buttercups, 5-lb tins	.20

CHEWING GUM.

	Single	Box
Yankee Spruce, 20 pcs		.60
Sen Sen, 20 pcs		.60
Red Rooster, 20 pcs		.60
Sweet Heart, 20 pcs		.60
Newton's Pepsin, 20 pcs		.60
Biggest and Best, 20 pcs		.60
Bloodberry, 20 pcs		.60
Pepsin Sticks, 20pcs		.60
Bull's Eye Gum, 100 pcs		.60
Prize Gums		.65
Sweet Heart Jars, 100s		2.40
Beeman's Pepsin 60/40's to cs		$1.20
Beeman's Pepsin, 100/20's		.60
Kis-Me Gum, in jars		2.25
Kis-Me Gum, in boxes		.60
Adams' Pepsin, in boxes		.60
Adams' Pepsin, in jars		3.00
Adams' Tutti Frutti, 36's		.90
Adams' Tutti Frutti, 20's		.60
Adams' Red Rose		.60
Adams' Black Jack		.60
Adams' N Y Rubber Gum, 400's		.65
Britten's Kola Nut		.60
White's Yucatan		.60
White's Red Robin		.60
Primley's Cal. Fruit, 36's		.90
Primley's Cal. Fruit, 20's		.60
Primley's Pepsin Sticks		.60

CRACKERS.

	lb.	⅛ box
Almond Drops	15	
Animals	12½	$1.20
Arrowroot	14	1.50
Assorted	12	1.15
Assorted, extra	14	1.30
Assorted, fancy	20	1.75
Assorted Wafers	16	1.90
Assorted Jumbles	14	1.25
Boston	9	.60
Butters, Mutual	10	.70
Butter Scotch	14	1.50
Butter, Star	9	.60
California Lunch	9	.90
Champion	9	.65
Chips, Mutual	14	1.10
Chocolate Biscuits	16	1.80
Chocolate Fingers	15	1.50
Chocolate Wafers	18	2.15
Cocoanut Bonbon	14	1.25
Cocoanut Cakes	14	1.25
Cocoanut Finger	15	1.50
Cocoanut Marshmallows	15	1.50
Cocoanut Taffy	15	1.80
Cocoanut Wafer	16	1.50
Coffee	12	1.25
Coffe Iced	15	1.35
Cornhill	10	1.10
Cracker Meal	6	1.10
Currant Cakes	12	1.10
Egg Jumble	14	1.25
Fruit Biscuits	14	2.40
Ginger Cakes	10	1.10
Ginger, Nut	11	1.40
Ginger Wafers	14	1.75
Graham	10	1.20
Graham Gem	9	.75
Graham Unsweetened	9	
Honey Finger	14	1.75
Honey Pumbles	12	1.60
Honey Drops, spiced	15	1.60
Honeysuckle	16	
Jelly Fingers	16	1.50
Jenny Lind	12	1.10
Lady Fingers	15	1.40
Lady Finger Iced	16	1.10
La Grande	11	1.10
Lemon Biscuit	14	1.25
Lemon Brittles	14	1.75
Lemon Snap	12	1.20
Lemon Wafers	14	1.75
Macaroon Almond	40	
Mutual Flakes	14	
Mutual Tea	15	1.60
Nic Nac, No. 1	10	1.10
Nic Nac	12½	1.25
Oysters	8	.70
Peoples Mixed	12½	1.25
Pilot Bread	4	.75
Pilot Bread Extra	5	.65
Pilot Saloon	7	.90
Ping Pong	16	1.50
Raisin Cake	12	1.10
Saloon Pilot	7	.90
Saloon Soda	7	
Salted Wafers	14	.90
Soda Extra	7	
Soda	6½	
Star Butters	7	.60
Vanilla Bars	14	1.40
Vanilla Biscuits	14	1.10
Vanilla Snaps	12	1.20
Vanilla Wafers	14	1.10
Wafer, Chocolate	15	2.15
Wafers, Ginger	14	1.25
Wafers, Lemon	14	1.10
Water Wafers	12	.90
Walnut Creams	16	1.50

COLUMN 23.

Department 18.

FANCY GROCERIES.

Bouillion Capsules.

Anker's, 10 capsules in box per doz boxes	2.75

Capers.

Capotes, 1 dz in cs	1.20 1.80
Nonpareil, small	2.00
Do med.	2.25
Do large	3.00
"White Label" 6 oz. doz	2.25
"White Label" 10-oz. doz	3.75

TOMATO KETCHUP.



Catsups

Snider's

Qts., per doz	$1.75
Pts., "	2.40
½ pints per doz	1.40



CAMPBELL'S

(2 Pts Condiments)

2 dozen to case

Tobasco Ketchup dozen	$1.15
Tomato Ketchup, dozen	$1.15
Salad Dressing dozen	1.15
Chili Sauce, dozen	$1.15
Assorted cases, dozen	$1.15

Miscellaneous.

Our Mother's Cup 1 pt, doz	1.40
Our Mother's Cup, pts, doz	2.30
Blue Label, 25 ½ pts to cs	3.10
Blue Label, 25 pts to cs	3.00
Blue Label, 12 qts to cs	4.00
Mother's Cup, pts	1.50
" qts	2.70
London Rockaway, Pts doz	2.25
Saucer "Purity" doz	1.25

Chocolate and Cocoa

CHOCOLATES.

Baker's.

German Sweet, 6 lb boxes, ¼s and ½s	.2
Eagle, ½s	.2
Premium, ½s	.3
Vanilla, ½s	.1
Powdered, ¼s, ½s, 1s, 12 lb Boxes	.3

Subject to quantity discount.

Huyler's.

Vanilla ½ lb. Cake	35
Premium, 12 lb boxes	.3

Lowney's.

Cream Cake, per box	80
Ice Cream Drops, per doz	75

Ghirardelli's.
In paper

Eagle, ¼ lb	2
Eagle, ½ lb	2½
Eagle, 1 lb	5
Eagle, 12 ¼ lb	2
Premium, 6 ½ to lb	1
Premium, 12 ½ to lb	16
Gal Sweet, 6 ½ to lb	1
Gal Sweet, 12 ½ to lb	21
Monarch, 12 ¼-½ lb	2
Monarch, 12 1-lb	25
Monarch, 12 ½ lb	27
Star, 24 1-lb	19
Star, 12 1-lb	19½

Ground.
In tins

Ghirardelli, 12 1 lb tins	20
Ghirardelli, 24 ½ lb tins	2
Ghirardelli, 6 ½ lb tins	24
Vanilla, 24 1-lb tins	21
Vanilla, 12 1 lb tins	20
Vanilla, 12 ½ lb tins	22
Monarch, 12 1-lb tins	25
Monarch, 12 ½ lb tins	27
Star, 24 1-lb tins	19
Star, 12 1-lb tins	19½

Ground.
In tins

Ghirardelli, 12 1 lb tins	20
Ghirardelli, 24 ½ lb tins	2
Ghirardelli, 6 ½ lb tins	24
Vanilla, 24 1-lb tins	21
Vanilla, 12 1 lb tins	20
Vanilla, 12 ½ lb tins	22
Monarch, 12 1-lb tins	25
Monarch, 12 ½ lb tins	27
Star, 24 1-lb tins	19
Star, 12 1-lb tins	19½

COCOAS

Baker's, Bulk	35
Van Houten's, small ½	5
Van Houten's, ½ lb	10
Van Houten's, 1 lb	20

COLUMN 26.

Peanut Butter

Heron's, 2 doz to cs, per dz..2.40

Peels.

Citron, 25-lb box .....$
Citron, 10-lb box 14½
Lemon, 25-lb box 13¼
Lemon, 10-lb box 12¼
Orange, 25-lb box 12¼
Orange, 10-lb box 12¼

PICKLES.

Gordon Packing Co.

California -Mixed or Plain.

No. 1, bbls, per gal....$0.21 to $0.27
No. 1, ½ bbls, per gal.. .26 to .29
No. 1, 10-gal keg, p kg. 2.25 to 2.45
No. 1, 5-gal keg, p keg 1.15 to 1.25
No. 1, 3-gal keg, p keg. .80 to .85
No. 2, bbls, per gal..... .22
No. 2, ½ bbls, per gal.. ..... .24
No. 2, 10-gal keg, per keg..... 2 10
No. 2, 5-gal keg, per keg..... 1 05
No. 2, 3-gal keg, per keg..... .80
No. 3, bbls, per gal..... .14
No. 3, 10-gal keg, per keg..... 1 15
No. 3, 5-gal keg, per keg..... .60
No. 3, 3-gal keg, per keg..... .55

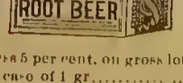
SWEET—"PACIFIC."

Bbls, ℔ gal 51
½ bbls, ℔ gal. 53
10-gal keg, per keg..... 5.00
5-gal. keg, ℔ keg 2.5
3-gal. keg, ℔ keg 1.75
Square, 1doz ½-gal, ℔ doz.. 2.25
Square, 2 doz ¼-gal, ℔ doz.. 1.60
Square, 4 doz ⅛-gal., ℔ doz 1.25
Round, qts, ℔ doz..... 3.75
Round, pts, ℔ doz..... 2 50
Round, ½ pts, ℔ doz..... 1.75

Crosse & Blackwell's.

Doz.
Mxd Pkls, pnt tops pts.. 4.15
Mxd Pkles, pnt tops, 2 pt.2.50
Mxd Pkls, corks, pts..... 3.95
Chow Chow, pnt tops, pts.. 4.15
Chow Chow, pnt top, ½ pt.2.50
Chow Chow, corks, pts.... 3.95
Onions, pnt tops, pts..... 4.15
Onions, pnt tops, ½ pts ..2.50

Root Beer



Less 5 per cent. on gross lots

Hires' case of 1 gr..... .. 20 00
5 doz. lots 10 00
3 " . .. 5 00
1 " 1 75

Hires' Carbonated Root Beer cs of 2-dz pt bottles, patent tops, per cs $2.00 in 5 case lots 1 95
Hires' Carbonated Ginger Ale Per case 2 00
5-case lots, $1.95.



Hires' Rootbeer Carbonated and Ginger Ale empty bottles, if returned to Schobu-Patrick Company, will be received by them at 25c. per case of 2 doz. bottles (with case) Delivered at San Francisco

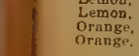
Salad Dressing.

Durkee, small, 2 doz, ℔ doz...2 55
Do large, 1 doz, ℔ d 4.30
Do picnic size, 4 dz, ℔ dz..1.00
My Wife's, 1 dz. 16-oz. case....2.75
My Wife's, 2 doz, ½ pt, cs 3 10

Alpha Salad Cream.

Jumbo, 1 doz to case, per case .1.25
Do large, 2 doz, " " ...4.70
Do picnic, 2 " " ... 2.50

El Paso Manfg. Co.



1653 Mission St.

Manufacturers

Flavoring Extracts
Fruit Juices
Syrup
Salad Dressing
Bluing
Ammonia

Meat and Salad Dressing, doz. .90

COLUMN 27.

Saratoga Chips.

(Less 5 per cent)
Boxes, 15 and 30-lb, per lb..$0.20
Cartons, 6-oz, 2 doz in cs, doz 1.30

SAUCES.

SNIDER'S SALAD DRESSING



Pints, 1 doz. in case, doz. $2.75
Hlf-Pts, 2 doz. in case, doz. 1.75



Snider's Oyster Cocktail S'ce pints, 2 doz to c'se, doz .2 40
Same gallon jugs, 6 to case, per gal..... 1 80
Snider's Chili Sauce, pints, 1 doz. to c'se doz 2 40
Same, half pts 2 doz to c'se doz 1 45

Bayle's Tabasco Pepper Sauce, in cases, 6, ½-doz. boxes, per doz..$3 00
boxes of 12 bottles, per doz ... 3.50
Holbrook's W'cestershire, ½'s.2.40
Do pts. 4.00
Do qts. 7.25
*Lea & Perrin's Worcestershire, sm'l" 2.75
*Lea . 's Worcestershire, medium 5.00
*Lea & Perrin's Worcestershire, large 8.25
*5 cases 5c ℔ doz less.
Ban-ki-por, ½ pts, 2 doz case, per doz 2.40
Ban-ki-por, pts, 1 doz case....3.80
Tobasco, McIlheny 4.10
Tobasco, New Iberia 3.50
Braunhardt's
Tropical, ½-pts, 2 doz. per case 4.50
" pints, 2 doz. " " 8.10
Bengal Worcester, ½ pt..... .55
Bengal Worcester, pt 1.06
Pepper, sprinkle top, ½ pt.....2.00
Superior Pepper, small 75
Superior Pepper, large 1.50

Pure Food Pk'g Co.

Worcester Sauce, London Club, ½ pts, do ..... .75

SALT.



LESLIE SALT.

Free Running—

Cartons, 20 5s.....$ 2.50
Cartons, 24 3s..... 2.00
Cartons, 48 2s..... 2.75
Caddies, 50 2s..... 3 25

Velvet Grain—

Bales, 75 2s. . .....$ 1.50
Bales, 50 3s 1.50
Bales, 10 4s..... 1.50
Bales, 30 5s..... 1.50
Bales, 15 10s..... 1.50
Bales, 8 20s..... 1.50
50 lb sacks, per ton..... 18.00

H. R. H. Liverpool.

Bales of 75, 2's, per bale.....$1.25
Bales of 40, 4's, and 15 10's.... 2 0
Bags, 200s (50s $s), per ton.. 7.50

Rock Salt.

Half-Ground, 100-lb sacks, per ton .....$ 3.50
Stock, 100-lb sacks, per ton.... 3.00
Liverpool Lump, per ton . 13.50
Cal. Table and Dairy, pr bale. 1.0
Cal. Table and Dairy, 50's, per ton 6.25

Package Salt.

Shaker Salt, per doz.....$0.90
R. S. V. P., 3's, 24 to cs, p. cs. 2.25
R. S. V. P., 5's, 20 to cs, p. cs. 2.75

Celery Salt.

Mertens, 1 doz in box.. . . 1.05

Sauerkraut.

Barrels, per lb 02¾
½ bbls 03
¼ bbls 03¼
3 gal kegs, per keg... ... .90
5-gal kegs, per keg.. ..... 1.15
10 gal kegs, per keg 2 25
2-lb tins, 2 doz in cs, doz.... 1.35
2½-lb tins, 2 doz in cs, doz.. 1.60

COLUMN 28.

SOUPS.



CAMPBELL'S (1-lb. Condensed). Packed 48 1-lb. cans to case. Straight cases of any variety, or following assortment:

8 Tomato, 6 Vegetable, 4 Ox Tail, 3 Mock Turtle, 3 Chicken Gumbo, 2 Tomato Okra, 1 Julienne, 2 Beef, 2 Consomme, 2 Pea, 2 Celery, 2 Vermicelli-Tomato, 2 Clam Chowder, 2 Mutton Broth, 2 Bouillon, 3 Chicken, 2 Mulligatany.
Price, per doz, any variety...$0.90
Special on 5 case lots..... .85

Miscellaneous.

Anderson's Asstd, per doz.... .90
Anderson's straight, per doz.. .90
Snider's Tomato—8 lb tins 2 doz. in case, per doz. $2.60
Same—2 lb tins 2 doz. in case, per doz. $1.35
Van Camp's asstd, per doz.... .90
Van Camp's straight, per doz. .90

SPANISH DELICACIES.

Specialties of the
Spanish-American Food Co.
149-155 Fremont St.
Medal Goods. Paris Exposition.
IXL BRAND



Doz.
Beef Tamales in key op. cans .... .90
No. 1 Boneless Chicken Tamales in key-op. cans 1.60
No. 2 Not Boneless Chicken Tamales in key op. can 1.00
Extra Special Boneless Tamales in key op. cans 1.60
Chili Con Carne, 1 lb.....1.20
Enchiladas, in key-opener cans 1.20
FRIJOLES, 1 lb ..... .90
Minced Tripe, Spanish style, 1 lb 1.25
Concentrated Soup, pts., 19 varieties ..... .90
Concentrated Soup, qts., 19 varieties 1.85
Minced Deep Sea Clams, 1 pt. 1.00
Minced Deep Sea Clams, 1½ pt 1.65
Clam Juice, 1 pt..... .95
Clam Juice, 1½ pt.....1.50
Cal. Baked Beans, tomato sauce, 1 lb., 4 doz in case... .85
Cal. Baked Beans, tomato sauce, 2 lbs., 2 doz to case ... 1.35
Cal. Baked Beans, tomato sauce, 3 lbs . 2 doz to case... 1.75

Chili Beans (Tamale Sauce)
1 lb, 4 d z to case... .. .85
2 lb, 2 " " 1.35
3 lb, 2 " " 1.75

Deviled Oysters, for Sandwiches 4 doz to case 1.40
Pate Chicken Liver for sandws. 4 doz. to case.....1.40

Macaroni and Cheese, with Tomato sauce, 1 lb, 4 dz. cs.. .80

Truffles.

Rilhac, 100/¼'s, per doz.....12.00
Rilhac, 100/ 1-16's, per doz..... 3.00
La Forrest, 100/¾'s, per doz..17.00

Vinegar.

	½ Bbl.	10 gal.	5 gal.	3 gal.
30 grain	08	10	1 15	65	50
40 grain	10	12	1 35	75	60
50 grain	12	14	1 70	90	80
60 grain	14	16	2 00	1 10	95
80 grain	16	18	2 65	1 40	1 25
90 grain	18	20	3 50	1 85	1 65
100 grain	20	22	3 85	2 00	1 85

Hammond's Vinegar.

Salad, qts, per doz 1.25

Yeast Cakes.

Great Western 1.00
Gillett's Magic 1.20
Yeast Foam 1.20

J. M. Cline Co.

20 Market St., S. F. Cal
Worcestershire, ½ Pts, doz .90
Worcestershire, Pts, doz 1.65
Worcestershire, Bulk, gal. 1.00
(Discount for Quantities.)

COLUMN 29.

Department 19.

GROCERY SUNDRIES.

Axle Grease.

H. & L., per case.....$1.50
C. & S., 2-doz case, per case... 2.00
" 5 cs lots.....1.95
" 10 cs lots.....1.85
Frazer's, 2 doz tins, per case..2.25
Frazer's, 4 doz wd, per case... 3.60
Frazer's, 15-lb pails..... .55
Mica, 3 doz tins, per case..... 2.50

Paper Bags.

Automatic, Self-opening, 500 in pkg. List.

¼-lb . .....$1.00 8-lb 4.80
½-lb . . ... 1.20 10-lb 5.20
1-lb . ..... 1.60 12-lb 6.30
1½-lb . . ... 1.70 14-lb 8.30
2-lb . ..... 2.00 16-lb 9.00
3-lb . . .... 2.50 20-lb 10.00
4-lb . ..... 2.90 25-lb 11.00
5-lb . . .... 3.40 30-lb 13.00
6-lb . ..... 4.00 35-lb 15.00
7-lb . . .... 4.40 .....

Discounts from above List:
***(Cheapest).....50 pct and 5, 10's
Eagle or Equal....50 pct and 2, 10's
White Fibre, or any white bag, ...50 pct and 1, 10's
Mikado (striped) .....40 pct
Sugar Bags, broad bottom, lb....06
Lion, 40 per cent and 1....1.10

Bluestone.

Barrels, per lb (5 bbls 5½c) .$0.05⅝

Bathbrick.

Bristol, 2 doz, per case (25 case lots 67½c) $0.70
Powdered, 20 1's, per case 1.15
Powdered, 40 ½'s, per case 1.25

CANDLES.

Adamantine.

Schneider's 10 oz. 20's.....$0.07
Schneider's 12 oz. 20's..... .08½
Schneider's 14 oz. 20's..... .09½
Parafine, 20 1 lb. cakes...1.90
do, 5 bx. lots.....1.80
do 40 1 lb cakes.....3.80
do 5 bx lots.....3.65
do 100 1 lb cakes.....9.50
do 5 bx lots.....8.50
P. & G. Adamantine, 10 oz. 8¼
do 12 oz. 9¼
do 14 oz. 10½
Yacht Club Quartz Candles
20 sets 14 oz..... .10
40 sets 14 oz. ..... .09¾

Stearic.

Schneider's 14 oz 20's or 40' .12
Schneider's 16 oz 20's or 40's. .13½

Parafine, Etc. Per lb.

4s, 6s, in cartons of 36-lb bxs..10¼
12s, in cartons of 36-lb bxs.....10¾
½-lb, in cartons of 25-lb bxs...10¼
1-lb, in cartons of 25-lb bxs....10¼
Colored 1c higher.

Beeswax, pure for churches.. 40
Do No 2..... 30
Do No. 3..... 25
Christmas, all sizes.....8 3½
Do holders, ℔ gross..... 85
Wax Tapers, ℔ doz pkgs (℔ gross 8.00).....65 75
Night Lights, German, on pap & wd, (doz 40)..... 65
Do French, on tin, doz.. ..... .50, .75, 1.10

Cordage.

Basis price: Manila 14½c. Sisal 9¾c (5,000 lbs ¾c, and 10,000 lbs ½c less.)

Egg Food.

Pratt's, 26-oz, 2 doz in cs....$2.25
Wellington's, 1-lb, 2 doz box.. 2.00

Fly Paper.



Fly-Net, Per case $2.60
Magnet, per case.....$2.50
Tanglefoot, per case..... 2.90
Tanglefoot Holders, per case of 50 75

Fruit Jars.

Mason's, pts, per gr.....$ 5.50
Mason's qts, per gr..... 6.25
Mason's, ½ gals 8.50

Fruit Jar Caps.

Porcelain, 6 doz to box, per box 1.05

Fruit Jar Rubbers.

No. 1 white, per lb..... 50-60c
"Gold Seal," cartons, per gr.. .75
"Badgers," cartons, per gr.... .60

Hops.

No. 1, ½ lb, 30-lb box, lb... .. .28
No. 1, ½ lb, 30-lb box lb..... .28
No. 1, 1 lb, 30-lb box, lb..... .28
Less than 30-lb boxes..... .29

Horseradish.

½-pts, 2 doz in box, doz..... 1 10
Pts, 1 doz in box, per doz.... 1.50
Qts, 1 doz in box, per doz..... 2 75
Bulk, per gal ..... .75

Glue.

Le Page's, 1 oz, per doz.... ... .75
Le Page's 2 oz per doz..... 1.15
Le Page's ½-gill tins, per doz. 1.20
Le Page's, 1-gill tin, per doz . 1 60
Standard, small, per doz.. . . .50

COLUMN 30.

EUREKA INSECT EXTERMINATOR.



Manufactured by
Jos. Fusoh, 525 Front Street, San Francisco.

10c size, doz ..... .75
25c size, doz 1.75
60c size, doz 4.50
1.00 size, doz 8.00

Harmless to persons or animals; does not irritate the skin or injure the eyes.

MATCHES.

Metropitan, full count, per tin..$1.15
Universal, shrt count, pr tin .85-.90
Boys' block pap pkg, per doz .10
Swedish Safety, per gross..... .80
Swedish wind, 1 gross..... 85
Vulcan Parafine, 65s, ℔ gross (50 gross 50c) .....50 .55
Japanese Safety, per gross..... .50
Squirrel Matches, 55s, per gross .43
Ship Safety Matches, la ge, gross .75
" " small, " .65

Diamond Match Co.'s.

Anchor, 200 . ..... 1.70
Do 500s..... ..... 3.75
G. G., 60s..... 2.50
S. & C., 300s..... 3.30
Red Top Safety 3.25
S. & C., Eastern Parlor, 80s.... 4.25
Do 5-case lots 4.00
Butterfly Wax, 500s..... 8.00
Press, 100s, 5-gross cs..... 4.75
Do 5-case lots 4.50
Little Star, per cs..... 2.20
Do 5-case lots 2.00
Search Light, 500s, large 1 gr.. 4.75
Do 5-case lots 4.50

Paper, Wrapping.

Butter, White, ℔ ream..... 20
Do Waxed ℔ ream..... 25
Manilla, No. 2, roll, any sz, lb....3½
Manilla, No. 1, rolls or reams, ℔ lb..... 5
Straw, ℔ ream..... 70
Do rolls any size, ℔ lb.... 3¼
Drab, ℔ ream..... 60
Do rolls any size, ℔ lb.... 2⅝
Metropolitan White Fibre Rolls, per pound 4

Paper, Toilet.

Columbia, in rolls, 7 oz, per cs of 100 .....2.75
Royal, 100 rolls of 500 shts.....4.00
Pilot, 100 tablets of 500 shts..3.75
Golden Eagle, 100 tablets of 1,000 sheets 8.00

Polishes, Shoe.

Mason's.

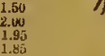
Mason's Colt-Coron-Ide Per gross $4.70; per doz. 40c

Mason's Paste Stove Polish Per gross $4.70; ¼-gross $1.20

Mason's Challenge, per doz .... .40
Mason's Challenge, per gross... 4.70
Challenge Shoe Dressing, small per doz..... $ 75
large " " 1 50
Russett Comb'n. shoe Dressing small, per doz 75
large, " " 1 50
Black Comb'n Shoe Dressing small per doz 85
Patent Leather Polish, per doz 50
Mason's, No. 4 45
" " per gross 5 20
" No. 3 per doz 35
" " per gross. . 3 40
" No 2 per doz ... 30
" per gross..... 3 00
" No. 1 per doz .. 25
" " per gross . 2 80

Scott & Gilbert Co.

Manufacturers.
302 Davis Street San Francisco, Cal.



In 3 dozen cases per

Alaska Seal Oil.... 20 00
Top Notch 15 00
Russian 12 00
Boss..... ..... 9 00

COLUMN 31.
Bixby's.



Jet Oil.....per doz. 85
Jet Oil, 3 doz. in box, with Marvel Brush Free..... 2 55
Royal Polish..... per doz. 85
Royal Polish, 3 doz. in box, with 8 pkgs. 5c Carpet Tacks free. 2 55
Shoe Satin, Small Comb, per doz. 80
Shoe Satin, Large Comb, per doz. 1 25
No. 5, Shoe Satin Paste, per doz. 40
No. 10, Shoe Satin Paste, p doz 85
Satinola, small Comb..... 80
Satinola, Large Comb..... 1 25
No. 5, Satinola Paste..... 40
No. 10, Satinola Paste..... 85
"BBB" Blacking Size M. 3 doz. in box..... } 1 25
¼doz. paste free
"BBB" Blacking, Size B, 3 doz. in box..... } 2 50
1 doz. paste FREE

Polish, Stove.

Rising Sun, large pkg, ⅌ gross. 6.25
Do 5-gross lots, ⅌ gross. 6.00
Do Small pkg, ⅌ gross. 4 25
Sun Paste, large, ¼ gross, per gross..... 8.00
Sun Paste, small, ¼ gross, per gross..... 5.00
Enameline, No. 4 tins, ⅌ gross. 5.00
Do No. 6 tins, ⅌ gross. 3.25
Do Liquid, pt-tins, bx 3 doz. 2.25

Polish, Metal.

Electro Silicon, 1 gr in case, per doz..... .80
Brilliantshine, ½ pts, per doz.. .90
Brilliantshine, pts, per doz.... 1.70
Brilliantshine, qts, per doz.... 3.10

U. S. Metal Polish.



POLISH
Doz.
Qts. . $3 00
Pts. . 1 70
½ Pts. . 90

PASTE
lb. . $3 00
½ lb . 1 75
3oz . 50

Barkeepers Friend powder gr $18.00

U. S. METALLIC POLISH

PASTE is put up by a Practical Chemist; also in Liquid Form. Free from Acid or Grit. 20 years in the Markets of the World. **J. T. WILSON**, Pacific Coast Agt., 1770 15th St., S. F. For sale by all dealers. Also the Barkeepers' Friend Cleaning Powder.

Rope.

Manila, 1¼-in. cordage..... .15
Sisal, 1¼-in. cordage..... .10¼

Seeds.

Anis..... 14½
Canary..... 7 7½
Caraway..... 8 10
Celery..... 15
Coriander..... 15
Cumin..... 13
Flax, ground..... 4
Flax, whole..... 3½
Hemp, sacks..... 4½
Millet..... 6½
Mustard..... 7½
Poppy (Or. sks 9¼)..... 10¼
Rape, Cal..... 4½
Bird gravel, 40 2s..... 2.00
Bird Seed Mixed 48—1-lb. pkg.. 7½
Original sacks less.

Sheep Dip.

Little's, 10½-gal tins, per gal $1 05
Little's, 5-gal drums, per gal.. 1 05
Smith's, 10½-gal tins, per gal. .95
Smith's, 5-gal drums, per gal .95

Twine.

Cotton, 4 ply, 100-lb bls, per lb 21
Do 3 ply, 100-lb bls, per lb.... 21
Do 2-lb cones, per cone..... 48
Hemp, 8-oz balls, per 3-lb pkg.. 70
Do, 4-oz. balls, per 3-lb pkg. 75
Do 2-oz balls, ⅌ 3-lb pkg.. ..
Sack, 4 ply, 12-lb pkgs, per lb. .33

Wax.

Fruit, 25 1-lb pkgs. ..
Japan, per lb
Beeswax . . ...

Wax Strings.

12 in. 10 pkg. 100 strs. each.. 1 40
14 in. 10 pkg 100 strs each. . 1 60

COLUMN 32.
Department 20.

WOOD AND WILLOW WARE

AXE HANDLES.

Ex. 36-in., doz. . . . $2 25
No. 1, 36-in., doz. . . . 1 75
No. 2, 36-in., doz. . . . 1 25
No. 3, 36-in., doz. . . . 1 05
Ex. 38-in., doz. . . . 1 30
Ex. 40-in., doz . . . 4 25

BASKETS.

	Per Doz.
Cal., Open, Spruce, No. 3..	.60
Cal., Open, Spruce, No. 4..	.60
Cal., Open, Spruce, No. 5..	.84
Cal., Satchel, Spruce, nest, 0-5	1.10
Cal., Satchel, Spruce, nest, 1-5	1.00
Cal., Satchel, Spruce, nest, 1-41	.71
German market, nest of 4	1.25
Clothes, Oval, Wil., No. 0.	6.50
Clothes, Oval, Wil., No. 1.	6.00
Clothes, Oval, Wil., No. 2.	7.50
Clothes, Oval, Wil., No. 3.	9.00
Clothes, Oval, Wil., nest 4..	3.17
Japanese Telescope, nest of 5, size 18x12x7.....	1.10
Same, size 20x13½x7.....	1.50
Same, size 24x15x10.....	2 10

BOWLS, WOODEN.

	Per Doz.
Maple, No. 1, 11-inch.....	.75
Do No. 2, 13-inch.....	1.50
Do No. 3, 15-inch.....	2.75
Do No. 4, 17-inch.....	4.25
Do No. 5, 19-inch.....	5.75
Do No. 6, 21-inch.....	7.50
	Per nest.
Maple Nests, 3, 13, 15, 17-inch.....	.71
Same, 4, 13, 15, 17, 19-inch	1.20
Same, 5, 13 to 21-inch...	1.81

BROOMS.

	Per Doz.
Patent Cap, No. 1.....	3.80
Patent Cap, No. 2.....	3.60
Patent Cap, No. 3.....	3.36
Extra Patent, No. 1.....	3.85
Extra Patent, No. 2.....	3.60
Extra Patent, No. 3.....	2.40
Ladies' Pride, No. 1.....	2.85
Ladies' Pride, No. 2.....	2.60
Ladies' Pride, No. 3.....	2.40
Little Beauties.....	3.00
Ladies' Delight.....	2.80
Toy, 2 strings.....	.90 1 35
Wisp, 2 strings.....	.90 1 25

BRUSHES.

	Per Doz.
Dust	2 00 12 00
Scrubbing	55 3 00
Dandy	1 50 5 75

Shoe Brushes.

No. 1, black tampico	1.10
No. 2, bristles.....	1.65
No. 3, white bristles	1.75
No. 4, bristles.....	2.00
No. 5, white bristles	2.25
No. 6, horse hair	2.70
No. 7, bristles.....	3.90

Stove Brushes.

	Per Doz
No. 1, tampico, handles...	90c-$1.10
No. 2, bristles, handles.....	1.85
No. 3 tampico handles	1.85
No. 4 bristles handles	3.25

Ox Fibre Brushes.

	Per Doz.
Scrub, T. & B., 9x2½ in face	.80
Do Hub, 10x2¾ in face	2.00
Do Magic, 7¼x2 in face	1.10
Do Owl, 6½x1½ in face	.85
Do Cat 10½x2¼ in face	1.50
Do Rat, 8½x2½ in face	1.25
Do Mouse, 6¾x2¼ in fa	1.00
Do Alligator, 10½x2¾ in face	2.25
Do Goose, 8¾x2¾ in fce	2.00
Do Duck, 6½x2¾ in fce	1.50
Stove, Hustler 8¼x2½ in face	2.25
Sink, Bell, 3½x2½ in face	1.40
Sink, Gong, 4¾x3¾ in face	2.25
Horse, Pointer, 10x3¼ in face	3.00
Creamery, Jersey, 9x5 in face	3.25
Creamery, Holstein, 9½x 5¼ in face	3.50
Dust, Peacock 10¼x4 in face	2.25
Hand, Windsor 4¼x1¼ in face per gross	6.00
Whitewash Snowstorm, 9-in. per doz	2.00
Saree 8-in. per doz	1.75
Saree 7-in. per doz ...	1.50

CAN OPENERS.

Diamond, per doz $0 75
Comet, per doz 1 25
Swears, per doz 2 25

CARPET SWEEPERS.

Pissells, per doz 25.00 to 27.00
King, per doz 24 00

CHEESE SAFES.

Round No. 1, 16 in $2 20
Round No. 2, 20 in 3 25
Round No. 3, 24-in 4 50
Square, each 4 00

Clothes Line.

Hemp, 40 feet, per doz $0 90
Hemp, 60 feet, per doz 1 35
Cotton, 60 feet, per doz ..
Cotton, 60 feet, per doz 1 40
Cotton, 75-foot, per doz... 1 75
Manila, 60 feet, per doz 1 35
Manila, 60 feet, per doz 1 75
Sash Cord, 70 feet, per doz 1 75
Sash Cord, 90 feet, per doz 2 00
Wire Cord, 75 feet, per doz 1 60
Wire Cord, 75 feet, per doz 1 60
Wire Cord, 100-foot, per doz 2 75

COLUMN 33.

Clothes Line Pulleys.

Galv. Iron, per doz $0 65

CLOTHESPINS.

Common, per bx of 5 gross .65
U. S. Patent Spring, per gr .60

COFFEE MILLS.

Enterprise, Family, No. 1, doz. $2.50
Enterprise, Family, No. 2, doz 3.50
Enterprise, counter, ea.. 5.50-35.00

CORKS.

Wine, pt size, per M . . . $4 75
Wine, qt size, per M 5 25

Demijohns.

(Less 40-10-5 per cent discount.)

½-gal., doz	$3 25	2-gal., doz	$10 50
1-gal., doz	4 50	3 gal., doz.	13 50
1½-gal., doz	6 50	5 gal., doz	19 00

Dust Pans.

No. 1 Japan, doz . . 67
Covered, doz 1 14
Janitor, doz 2 25

Dusters.

China, fancy colored, doz.... .75
Standard Turkey, No. 10, doz.. 1.50
Standard Turkey, No. 12 doz 2 00
Standard Turkey, No. 14, doz 2 60
Standard Turkey, No. 16 doz 3 15
Standard Turkey, No. 18, doz 3 75

DOOR MATS, COCOA.

	Per Doz.
Light, No. 1, 14x24.....	4.00
Do No. 2, 16x27.....	5.50
Do No. 3, 18x30.....	7.25
Do No. 4, 20x33.....	9.00
Medium, No. 1, 14x25	5 25
Medium, No. 2, 16x27	6 75
Medium, No. 3, 18x30	8 50
Medium, No. 4 20x33	10 25
Extra, No. 2, 16x27	9 50
Extra No. 3, 18x30	12 50
Extra No. 4, 20x33.....	15.00
Extra, No. 5, 22x36.....	18.00
Keystone Steel Mats.....	

Faucets.

Cork lined, No. 1, doz.....	$0.60
Cork lined, No. 2, doz.....	.75
Cork lined, No. 3, doz.....	.90
Cork lined, No. 4, doz	1 25
Cork lined, No. 5, doz.....	1.50
Molasses Gates	$0.25
Self Measuring Faucets each	3.00
Syrup Pump (Ent'rprise) ea	5 75
Syrup Pump with auger ea	6 00

Ironing Boards.

4-ft. per doz	4 20
4½-ft., per doz	4 50
5 ft., per doz	5.25
5½-ft., per doz	5.75

LAMP CHIMNEYS.

XX Eureka Grade.
Eureka Crimp Top in Cartons.

	Per Doz.
No. O or B, 6 doz. in case	.75
No 1 or A, 6 doz in case	.75
No 2 or B, 6 doz in case	.95

Eureka Electric.
In Cartons.

No. 2, 6 doz in case, per doz 1 00

Lantern Globes, per doz.
Packed 5 doz in case . 70

Eureka Rochester.

	Per Doz
No 1, 6 doz in case ..	85
No 2, 6 doz in case .	1 05
No 3, 6 doz in case .	2.10

Macbeath Pearl Top.

No. 1 or A, 6 doz. in case.	.85
No 2 or B, 6 doz in case.	1 05

La Bastic.
Heaviest and best in market.

	Per Doz.
No. A, plain bulk, 6 doz. in case	1.20
No. B, plain bulk, 6 doz in case	1.50
No. A, crimp bulk, 6 doz. in case	1.80
No B, crimp bulk, 6 doz in case	1 60

Common Chimney.

	Per Doz.
No 0 or E, 6 doz in case.	40
No 1 or A, 6 doz. in case..	.45
No. 2 or B, 6 doz. in case.	.65

Common Rochester.

No 1, 6 doz in case	80
No 2, 6 doz in case	90
No 3, 3 doz in case .	2 00

Lamp Burners.

0 or E, per doz	$0 50
1 or A per doz	60
2 or B, per doz 4	75
(Sizes 0, 1, 2 only, Tube E or B)	
Solar Burner doz	1 75

LEMON SQUEEZERS.

Ball per doz $0 60
Glass No. 1 per doz .
Glass No. 2 (for preserve) doz

MOPS AND HANDLES.

	Per Doz.
8-lb Mop	1 20 and 1 50
12-lb Mop	1 60 and 1 80
Patent Mop Handle	1 00
Plain Mop Handle	90

PAILS.

	Per Doz.
Wood painted 2 hoops...	2.25
Wood varnished 3 hoops	3.25
White Cedar, 3 galv hoops	2 75
Flaring	3.50
Galvanized 10 quarts	1 75
Galvanized 12 quarts	2 05
Galvanized 14 quarts	2 45

SHELF PAPER.

	Per gross
Narrow, assorted colors.	.12
Wide assorted colors . .	35

COLUMN 34.

TUBS.

White Cedar—No. 0, 13.00; No. 1, 10.50, No. 2, 9.00; No. 3, 8.00

Painted or varnished—No. 0, 11.40, No. 1, 9.60, No. 2, 8.40; No. 3, 7.20.

Fiber—No. 0, 18.00; No. 1, 14.50; No. 2, 12.50, No. 3, 11.00.

Galvanized—No. 1, 5.40; No. 2, 6.20; No. 3, 7.00.

WASHBOARDS.

	Per Doz
California, regular size .	1 80
California, small	.90
Star	2.75
Bronze	3.50
Good Enough	2.25
Anchor, single	1.90
Nameless	2.25
Peerless, double	3.50
North Star	3.50
North Star, protector....	4.00
Crystal Glass	3.75
Misses	1.50
Toy	.90

WICKING.

	Grs.
Lamp, 0 or E, ⅝-in	$0 35
Lamp, 1 or A, ⅞ in	.45
Lamp, 2 or B, 1 in	.65
Lamp, 3 or D 1¼ in	1 00
No 1 Rochester	2.25
No. 2 Rochester	3.00
No 3 Mammoth	10 50
Junior Rochester	1.75
Stoves, 3-in .	2 00
Stoves 3½ in	2 40
Stoves, 4-in .	2 75
Stoves, 4½ in	3.00
Stoves 5 in	3.50

WRINGERS.

Wood Frame Novelty.

Two top screws; iron tub clamps.

	Per Doz.
No. 350, 10x1¾ in . . .	27 00
No 351, 11x1¾ in . . .	30 00
No 352, 12x1¾ in	42 00

One top screw; wooden top clamps

No 360, 10x1¾ in...	31 00
No 361, 11x1¾ in .	36 00
No 362, 12x1¾ in...	42 00

Ball Bearing.

No 380, 10x1¾ in	40.00

MISCELLANEOUS.

Barrels, paper, 100 lbs, en	.80
Barrels, pa 50 lbs ea	65
Barrel Covers, 14-in. (flour barrel size), per doz.....	1 80
Barrel Covers, 24-in (Cooper barrel size), per doz	2.70
Barlow, fiber, 12 in, per dz	2 25
Bastine fiber, 14 in, per doz	2 50
Brooms, per doz ss, 1.15	3.35
Butter Ladles, plain, doz....	45
Butter Ladles, fancy doz	75
Butter Spades, doz	40
Dishes, oval 1, 2 and 3-lb, per 1 doz 90c, 2.00	2.50
Dishes, wire and.....	
1.35, 1.80, 2.35, 2.85, 3.25	
Egg Beaters, Dover .	1 00
Lemon Squeezers, fiber, dz 1	5
Measures, fiber, 4 pcs	1.25
1-gal pt, qt and funnel	
Lanterns O Tubular, doz 6	75
Lantern, candle frame only doz	1 60
Lantern Candle, with chimney, doz.	1.75
Lantern globes, in bbls 50 @	96
Mouse Traps, 1 to 6 holes, doz., 6 holes . . .	.60
Traps mouse "Don't Have to" doz	
Traps rat "Blizzard" doz	1
Nest Eggs, per doz	70
Oil Cans, 1 gal., cush., per doz	1 20 1 40
Oil Cans, 1 gal., galvanized iron	1.05
Oil Cans, 5 gal., galvanized iron	6.00
Potato Mashers, per doz 45 @	75
Pudding Pans, per doz 1 00 and	1 15
Spoons, wooden...30c, 37c	.65
Step Ladders, each, per ft	17 40
Tubs, washing, 2 hoop doz	75
Tubs, Common, 3 hoop doz	11
Tubs, No. 2, 3 hoops doz	65
Tubs, Cutter, wood rim	50
Toothpicks, per case, 110 box	2 25
Trays, Butler, 9 inch, doz	2 00
Trays, Butler, 10 inch, doz	2 40
Spittoons, fiber, 12 inch	6 00
Spittoons, fiber, 12 inch	4 75
Spittoons, fiber, 9 inch	4 00
Wash Boards, per doz	1 75
Window Screens, 12 in, doz	1 00
Window Screens, 24 in, doz	2 25

STATIONERY.

Blank Books.

Commercial Note, 50 . . . 60 75
Commercial Note, 100 . . . 90 1 20
Ledger, 100 pages, ex . . . 1 00 1 50
Cap, 12 lb. ex 1 00 1 50

Writing Paper.

	Ream
Commercial Note, 50	60c 75
Commercial Note, 100	90c 1 20
Ledger, 100 pages, ex	1 00 1 50
Cap, 12 lb. ex	1 00 1 50

COLUMN 35.

Envelopes.

	Per M
XX, 5-in.	1.00@1.50
XX, 6-in.	1.10@1 60
XXX, 10-in	2.80
XX, 4 in, Baronial, cream or white	1.40@1.80
XX, 5 in., Baronial cream or white	1 60@2.00

Inks

Scott & Gilbert Co., Manufacturers, 302 Davis St., S. F., Cal.

SUNSET BLUE BLACK



	Gross
Cones, 1 dozen case	$4 50
2 oz. round studs 3 dz..	4 50
	doz.
1 oz round studs, 3 dz	75
½ pints, 2 doz cases..	1 25
Pints, 2 doz. in case	2 00
Quarts, 1 doz. in case	3 50
	gal.
5 gallon kegs	70
10 gallon kegs ..	60
Barrels ..	50
Assorted colors.	doz.
1 oz. stands, any color	50
2 oz stands, any color	75

BLACKSTONE MFG. CO.
1960 Howard St., S. F., Cal.



	Gross
Cones, 1 doz to ca	$3 75
2 oz., Rnd Cylndr, 3 doz to ca..	3.00
4 oz Rnd Cylndr, 3 doz to ca	5 75
4 oz Rnd Cylndr, 3 doz to ca	6 50
	Doz.
8 oz, Rnd Cylndr, 2 doz to ca	1 75
16 oz Rnd Cylndr, 1 doz to ca	2 00
Half gal., Rnd Cylndr, 1 doz to ca	3 75

Above prices are for Jet Black, Blue Black, Green, Blue, Violet and Carmine Inks.

(Copying Inks 10 per cent addl Gonal.)

Miscellaneous.

Carbon or Stenford blk cylinder, gross	4 50
Stenford's 4 oz black cylinder, doz	60
Stanford's ½ pt, doz.....	1 75@2 00
Stanford's pts, doz	3.00@4 50
Stanford's qts, doz	5.00@7 50

Lead Pencils.

	Gross
Plain cedar . . .	60
Black polished .	1 10
Cedar rubber tip	1 60
Red pull bed metal rubber tip	1 50@3 60
Carpenters'	1.75@2 25
Circle Automatic, doz	3.00@ 00
doz	4.00@4 80



Mucilage

Scott & Gilbert Company
Mfrs. 302 Davis Street
San Francisco, Cal

	doz
2 oz cones, 3 doz ca	4½
4 oz cones, 3 doz ca	70
½ pints, 1 doz. ca	2 00
Pints, 1 doz. in case	4 50
Quarts, 1 doz in case	7 00
Gallons, 1 doz in case	20 00

Blackstone Mfg. Co.

1960 Howard St. S. F., Cal.

	Gross
2 oz Cones, 2 doz to ca	$4 00
4 oz Cylndr, 1 doz to ca	5 75
	Doz
8-oz. round, 2 doz to ca.....	1.75
16 oz round 1 doz to ca	2 00
Pints, 1 doz to ca	3 00
1 gal (quantities 5, 10 and 20 gal) on application.	

Steel Pens.

	per gr Gross
Railroad, 1 gross in box	$0 40
[illegible] No. 404	40
Falcon	40
[illegible]	40
Easy Writer	60
Extra Fine	45
Railroad Fine	45
Railroad Rich	40
Ladies' Falcon	40
Federal	40
Spencerian No. 1	85
Gillotts No. 404	60
Gillotts No. 303	1.00

COLUMN 36.

Department 21.

DRUGS.

Acid, Carbolic, 2-oz doz	...	$1.50
Alcohol, 95 pct, cas, gal	...	2.85
Aloes, cape .....lb	...	.20
Alum, lump (powdered 6 @ 8).....lb	.03	.04
Ammonia, carbonate..lb	...	.18
Arrowroot, Bermuda, ¼-lb, 12 in box, per lb....	...	32
Bark, Cassia .....lb	.15	.18
Bark, Cassia, powd...lb	...	.25
Bark, Elm, slippery, ¼s and ½s.....lb	...	.40
Bark, Sassafras .....lb	...	.25
Bay Leaves .....lb	...	.15
Bay Rum .....gal	...	2.75
Carbon, Bi-sulp, Ext., 1-lb bot .....lb	...	.35
Carbon Bi-sulp, Wheeler's, 1-gal can.....	...	1.35
" 5-gal	...	4.25
Cobalt (powd) .....lb	...	.30
Copper, Sulphate (bbl. 5½c).....lb	.07	.09
Copperas, by bbl. 1¼c.lb	.03	.06
Cuttle Bone .....lb	...	.40
Epsom Salts .....lb	.03½	.05
Glycerine, 2-oz .....doz	...	1.50
Gum Aloes .....lb	...	.20
Gum Arabia, sftd sts lb	...	.35
Gum Asfœtida .....lb	...	.50
Gum Camphor .....lb	.93	.96
Lampblack, papers ...lb	.12½	.15
Lime, Chloride, lb cartons .....doz	...	.90
Lime, Chloride, 40-lb cans .....lb	...	.04
Lozenges, Licorice, Y. & S. .....lb	...	.30
Lozenges, Peppermint, extra strong .....lb	...	.50
Lozenges, Potass, Chlorate .....lb	.35	.40
Lozenges, Potass, Chlorate .....doz	...	.75
Magnesia Carbonate, lb	...	.25
Manna Flake, small, lb	...	.60
Moss, Irish .....lb	...	.15
Oil, Sperm .....gal	...	1.00
Oil, Sewing Machine,dz	...	.75
Paregoric .....lb	...	.70
Paregoric, 2-oz bot, doz	...	1.50
Paris White .....lb	...	.08
Paris Green .....lb	.19	.25
Phosphorus, 1-lb can.lb	...	.85
Phosphorus, 1½-lb can.lb	...	.95
Phosphorus, ¼-lb can.lb	...	1.05
Quinine, 1-oz vials...oz	...	.40
Quinine, 5-oz cans....oz	...	.85
Root Licorice .....lb	...	.15
Rosin, small lots	...	.04
Root Rhubarb, E. I..lb	1.25	1.50
Saltpetre (original bbls. 7c) .....lb	.10	.12
Salts, Epsom .....lb	.05	.06
Salts, Glauber .....lb	...	.04
Salts, Soda by bbl. 1¼ c	...	..
Sand, bird .....lb	...	.04
Sand, bird, in crtns, dz	...	.75
Sodium, bi-carbonate, keg, 2½c .....lb	...	.06
Spirits Nitre, 2-oz...doz	...	1.50
Spirits Camphor, 2-oz bot .....doz	...	1.50
Stone, Pumice .....lb	...	.10
Stone, Pumice, powd..lb	...	.10
Stone, Rotten .....lb	...	.12
Stone, Rotten, powd..lb	...	.10
Strychnine, cryst'd, R. & S., ¼-oz bot.....oz	...	1.10
Strychnine, cryst'd, R. & S., 1-oz bot.....oz	...	.90
Strychnine, powdered, ⅛-oz bot. .....oz	...	1.05
Strychnine, powdered, 1-oz bot. .....oz	...	.85
Sulphur, Calif. ground, bbl .....lb	...	.01¾
Sulphur, Flower's French, bag .....lb	...	.02½
Sulphur, California,sublimed .....lb	...	.02½
Syrup, Rhubarb, 2-oz bot .....doz	...	1.50
Syrup, Squills, 2-oz doz	...	1.50
Syrup, Squills, comp'd, 2-oz bot .....doz	...	1.50
Tar Pine, pt cans....doz	...	1.00
Tar Pine, quart.....doz	...	1.75
Tincture Arnica, 2-oz bot .....doz	...	1.50
Tincture Iodine, 1-oz los	...	1.50
Tincture Opium, U. S. P., 2-oz bot .....doz	...	2.50
Tincture Opium, Camphorated, 2-oz bot.doz	...	1.50
Wax, Japan .....lb	...	25
Woods, Fustic .....lb	...	.06
Woods, Logwood Chip.lb	...	.06
Whiting, lrg, b'x of 2 ds	...	1.25
Whiting, sml, bx 31 pkg	...	1.25
Whiting, assorted, box	...	1.25
Whiting, bulk .....lb	...	2½

COLUMN 37.

Patent Medicines.

Amycose, Nelson, doz. .....$	5.00
Aperient, Tarrant, 2-oz..... 4-oz., $4.00; 8-oz., $8.00.	2.00
August Flower	5.50
Balm, Chamberlain's Pain..	4.00
Balsam, Wistar's, 2-oz..... 4-oz., $4.00; 8-oz., $8.00.	2.00
Beans, Smith's Bile.	2.00
Bitters, Hostetter	8.50
Bitters, Lash	8.00
Bromo Seltzer, 10c size..... 2-oz., $2.00; 4-oz., $4.00; ½-lb..	.80
Cascarets, 10c size	7.50
25c, $2.40; 50c	1.00
Castoria	4.80
Charcoal, Bishop's Willow.	2.80
Compound, Paine's Celery..	.75
Compound, Pinkham's	8.00
Cold Cream, Bishop's	8.25
Cure, Hall's Catarrh	1.50
Cure, Piso Consumption....	6.00
Cure, Schiff's Asthma sm..	2.00
Cure, Schiff's Asthma, lge..	4.20
Cure, Shiloh, Consumption sm., $2.00; med., $4.00; lg.	8.40
Cure, Warner's Safe	8.00
Discovery, Kennedy's	8.00
Discovery, King's, large $8.00; small	12.75
Discovery, Pierce's	4.00
Discovery, Willey's	8.00
Dyes, Diamond	3.75
Emulsion, Scott's, large....	.75
Emulsion, Scott's, small....	8.00
Expectorant, Jayne's, small	4.25
Expectorant, Jayne's, large.	4.00
Extract, Malt, Hoff's	8.00
Extract, Hoff's Malt and Iron	3.00
Extract, Pond's, small..... Medium, $8.00; large	3 50
Food, Mellin's, large	4.00
Food, Mellin's, small	16.00
Hood's Sarsaparilla, per doz..	6.50
Injection, Bachelor's	4.00
Injection, Big G, ...	8 75
Jamaica Ginger, Burns.....	9.00
Liniment, H. H. H., small..	1.50
Liniment, H. H. H., large	3.75
Listerine, small	7.00
Listerine, large	2.00
Magnesia, Citrate, Solution.	8.00
Magnesia, Citrate, Effrvnt..	2.00
Malted Milk, 4-oz.	2.00
Malted Milk, 8-oz.	4.50
Ointment, Carbolic	9.00
Ointment, Trask's, small....	1.25
Ointment, Trask's, large....	2.00
Paine's Celery Compound ..... per doz.	3.25
Pain Killer, Perry Davis,sm	8.00
Pain Killer, Perry Davis, lg	2.25
Paper, Bishop's Fly, grs....	4.50
Pectoral, Ayers, small..... Medium, $4.50; large.....	2.00
Pectoral, Ayers, small..... Medium, $4.50; large.....	2.25
Peruna	8.75
Pills, Ayers	8.00
Pills, Jaynes	2.00
Pills, Pierce's	1.50
Pills, Schencks'	1.50
Pills, Williams' Pink	1.60
Plasters, Allcocks	4.00
Plasters, Belladona	1.15
St. Julien Condition Powder.	1.00
Powders, Bishop, headache.	1.50
Powders, Seidlitz, small....	1.25
Powders, Seidlitz, large....	2.50
Remedy Chamberlain Cough	2 00
Remedy, Chamberlain Cough large	4.00
Remedy, Moore's Poison Oak	2.00
Remedy, McLellan's Diphtheria	8 50
Resolvent, Cuticura	9.20
Rough on Rats, large.....	2.10
Rough on Rats, small.....	1.25
Salve, Pettit, Eye	2.00
Salve, Russia	2.00
Sarsaparilla, Ayres	8.75
Sarsaparilla, Joy's	8.00
Sarsaparilla, Hood's	8.75
Sarsaparilla, Indian.....	6.00
Specific, S. S. S., small.....	8.00
Specific, S. S. S., large	14.00
Swamp Root, large	8.00
Swamp Root, small	4.00
Syrup, Boschee's	5 50
Syrup, Fellows	12.50
Syrup of Figs	4 00
Tea Garfield 2-oz	2 00
4-oz. $4.00; 8-oz.	8.00
Troches, Brown's	1.90
Vermifuge Jayne's	3.00
Vigor Ayres Hair	8.00
Water, Eye Thompson	2 00
Water, Florida, Mack, sm.	1 50
Water, Florida, Mack, lg..	4.00
Water, Florida, M. & L., sm	1 75
Water Florida, M. & L., lg	5.50



Jersey Evaporated Cream

319 Clay St.
Tel. Bush 855

Cases
1 to $3 70
5 to 10 .... 3.65
10 to 25 .... 3 60

COLUMN 38.

Department 22.

TOBACCO, CIGARS, SMOKERS' SUPPLIES, ETC.

AMERICAN TOBACCO CO.

Plug Tobacco.

Battle Ax 16 oz, 3x12, 5 cuts, 12, 24 lb	40
Big Gun, 16 lb butts, 16 oz., 3x12, 6 cuts	45
Boot Jack, 5½ oz, 3x12, 8 cuts, 1, 4, 8 and 12 lb	84
Boot Jack, as above, 2-lb, fancy wooden boxes	84
Brandywine 4 to lb., 2¼x9, 3 cuts, 4 and 8 lb	48
Bullion, 16 oz 3x12, 12 lb .. " 6 to lb., 1x6, 20 lb	48 51
Burr Oak, 16 oz., 3 x 12 emb., 6 and 12 lb.	44
Climax, 16 oz, 2x12, 6 cuts, 6, 12 and 30 lb	46
Climax, 7 oz, 2x12, R & R 6 cuts. 7, 10½ and 21 lb. ..	49
Climax, 7 oz, 3x12, thin, 7 and 14 lb	49
Climax, 6 to lb, 2x3, Twin 4s 4 lb boxes	51
Climax, 14 to lb, 1x8, Figs 4 lb boxes	55
Cross Bow, 14 oz, 3x12, 4 cuts 14 lb	39
Drummond Nat., 5½ oz. 3x12. 8 cuts, 5, 8, and 12 lb ...	65
Five Brothers, 4 oz, 3x6, 2 cuts, 4 and 8 lb ...	67
Gold Rope 7 to lb. 3, 6, 12 lb. ..	56
Gold Rope 14 to lb. 4, 8 lb	60
Good Luck, 8 oz, 3x6, 16 lb.	46
Granger Twist, 12 and 15 lb pails	46
Horse Shoe, 16 oz, 3x12, 6 cuts, 3, 12 and 24 lb	45
J. T., 7 oz, R & R, 2x6, 2 cuts, 10½ and 21 lb	40
J. T., 7 oz, Smo. 2x6, 2 cuts, 10½ and 21 lb.	40
J. T., 14 oz, Smo. 3x12, 4 cuts, 10½ and 21 lb. .... R & R	40
Newsboy, 5 to lb, 2¼x4½, 8, 16 and 24-lbs	43
Nobby Spun Roll, 7 to lb, 1½x8½ 3, 6 and 12 lb.....	59
Old Honesty, 15 oz, 3x12, 6 cuts, 7½, 15 and 30 lb	45
Old Kentucky, 6 to lb, R. & R., 8, 16½ and 25 lb...	49
Old Peach and Honey, 6 to lb 8 lb. butts	49
Out of Sight, 12 and 24-lb. butts, 12 oz., 3x12, 3 cuts.....	36
Piper Heidsieck, 5½ oz, 2½x8 3 cuts, 4, 7, 14 lb ...	71
Red Cross 16 oz, 3x12, 4 cuts 12 and 24 butts ...	
Red Ribbon Twist, 10 to lb, 6 inch, 8 lb packs, 16 lb ½ cuts 6 for 10 10½ oz, 3x12, 3 cuts, 24 lb	41 36
Saw Log, 16 oz, 2x12, 6 cuts 24 lb.....	47
Saw Log, 32 oz, 3x12, 12 cuts, 32 and 48 lb	47
Something Good, 5½ to lb, 2x4 9, 18 lb.....	46
Spear Head 16 oz, 2x12, 6 cuts, 6, 18 and 30 lb ...	46
Spear Head, 7 oz, 2x12, 6 cuts, 7, 10½ and 21 lb ...	49
Standard Navy, 14 oz, 3x12 4 cuts, 14 and 28 lb.	39
Star, 16 oz, 3x12, 6 cuts, 12 21 and 52 lb	46
Weissinger's Special, 5 1-3 oz., 3 x 12 emb, 2, 6, 12 lb.	55
W. N. T. Nat. Leaf, 6 and 12 lbs., bxs., 5½ ozs., 3x12....	59

Smoking Tobacco.

(5-lb Cartons, 25 and 30-lb cases.)

Seal of N. C., 1⅝ oz. foil.....$	0.68
Seal of N. C., 3½ oz. foil.....	.62
Seal of N. C., 8 oz. foil.....	.59
Seal of N. C., 16 oz. foil.....	.59
Old Gold, 1⅝ oz. foil or pouch	.70
Old English curve cut, 1⅝ oz	.74
Old English curve cut, 3½ oz (In curved tins.)	.71
Pedro, 2½ oz. foil.....	49
Pedro, 2½ oz. pouch	.51
Pedro, 2½ oz. assorted	.50
Pedro, 16 oz. tin canisters ...	.52
Dixie Queen, 1⅝ oz. foil....	40
Dixie Queen 16 oz. tin canisters, 6-lb cartons, 24-lb cas	.43
Duke's Mixture, 1⅝-oz sack	40
Arlington, 1⅝ oz. foil	.65
Cross Cut, 1⅝ oz. foil	.60
Duke's Cameo, 1⅝ oz	.42
Duke's Cameo, 2½ oz foil .	.45
Melrose, 1⅝ oz. foil	.65
Fragrant Vanity Fair, 1⅝ oz. foil	.95
Red Indian Plug Cut, 1⅝ oz and 3½ oz. foil	12
Red Indian Plug Cut, 16-oz pails	44
Fashion, 1⅝ oz	42
Fashion, 16 oz pails ..	44
Bull Durham, 1 oz	.65
Bull Durham, 1⅝ oz.	.66
Bull Durham, 2½ oz	.60
Bull Durham, 8 oz	.58
Bull Durham, 16 oz	.58
Pick Leaf, gran, 1 oz, 25-lb cs	.60
Corn Cake, gran, 1-lb bags, 25-lb cases, per lb.	25
Echo Plug Cut 1⅝ oz.....	48
Red Bell, 1⅝ oz	42

COLUMN 39.

Red Bell, 16-oz pails.....	.43
Oriental Mixture, 3½-oz tin..	1.00
Imperial Mixture, 2½-oz tin.	1.20
Plum, 1⅝ oz, foil.....	.62
Three Kings Mixture, 3½-oz tins	1.35
Monte Cristo Mixture, 3½-oz tins	1.50
Yale Mixture, 1-oz tin.....	1.35
Yale Mixture, 1⅝-oz tin.....	1.60
Yale Mixture, 3½-oz tin.....	1.55
Honey Dip Twist, 10 to lb....	.45
Master Workman, 10-oz plug, smoking	.47
Old Virginia Plug, smoking, 5 oz, 10½ lb., 6x5.....	.42

Fine Cut Chewing.

Hiawatha, 1 oz.....	.58
Hiawatha, 10-lb bulk, bright or dark	.56
Hiawatha, b'ght or d'k, 1-lb tins, 5-lb. pails	.58
Sweet Cuba, b'ght or d'k, 1-lb tins, 10-lb. pails	.38

Cigarettes.

Fragrant Vanity Fair .....$	3.90
Duke's Cameo	3.90
Sweet Caporal	3.90
Virginia Brights	3.90
Old Dominion	3.88
Pets (foil packages).....	6.52
Richmond Straight Cuts.....	6.62
Turkish Trophies	7.75
Egyptian Deities, No. 1, 10s..	21.50
Egyptian Deities, No. 3, 10s	$18.36, 19.38
Mogul	11.22

Cheroots, Etc.

Old Virginia Cheroots, 3's....12.50	
Old Virginia Cheroots, 5's....14.00	
Between the Acts Little Cigars, 10's, tin and paper..	8.50
Bengal Little Cigars, 10's....	7.50
Royal Bengal, 10 in pkg.....	12.00
Van Bibber Little Cigars....17.50	
Sub Rosa Cigarros, 10s, per 1,000	4.10

Cigarette Papers.

Vanity Fair, 50 pkgs in box..	1 05
Wheat Straw, 50 pkgs in box.	1.25
Wheat Straw, 100 pkgs in box	2.50
Wild Oats, 40 pkgs in box....	.90
Red Seal, 50 pkgs in box.....	.25
Corn Husk, 50 pkgs in box...	1.15
Corn Husk, 100 pkgs in box..	2.30
Interlock, 50	1.15
" 100.	2.25

THE HILSON CO.

Hoffmann House Little Cigars, 10 in package, 250 in carton .....$	7.50
Hoffmann House Magnums, 10 package, 100 in carton.....	12.00
Hoffmann House Petit Duc, 10 in package, 100 in cart'n.	15.00
Hoffmann House Cavaliers, 10 in package, 100 in cart'n.	18.50

J. B. PACE TOBACCO CO.

Scroll Tag, twist, 6 to lb....	.66
Scroll Tag, 10 oz.....	.66
Mastiff Plug Cut, 1⅝ oz.....	.67
Mastiff Plug Cut, 3½ oz.....	.64
Mastiff Plug Cut, 10 oz.....	.52

AMERICAN SNUFF CO.

French Rappee, 1⅝ oz, pr dz.	.96
French Rappee, 3½ oz, pr dz.	1.80
French Rappee, 16-oz jars, per lb	.65
Maccaboy, 1⅝ oz, per doz....	.96
Maccaboy, 3½ oz, per doz....	1.80
Maccaboy, 16-oz jars, per lb.	.60
Irish High Toast, 16-oz. jars, per lb	.57
Scotch Lillienthal's, in bladders	.60

CIGARS.

Porto Rico Cigar Co.

El Primero, Forziano Porto Rico 30.00
El Manifesto, Invincible Roosevelt Porto Rico 87.50

PIPES.

	Per Doz.
Cobs, Hot Shot, 3 doz.....$	0.25
Cobs, Gem, 3 doz.....	.25
Cobs, No. 3, 3 doz.....	.50
Brier, W. P. & Co., Assorted, 3 doz	2.00
Brier, Display Stands, 1 doz...	2.00
Brier, Showcase Assortment, 3 doz	6.00
Pipe Mounts, 1 doz.....	.75
Cherry Stems, 2½x6 in.....	2.00
Cherry Stems, 2d 2½x6 in.....	.85
Clay Pipes, T. D., 1½ gross per box	1.25
	Per Box.
Clay Pipes, Woodstock, 1½ gr., per box	1.35
Uncle Sam Cob Pipe, 3 doz box	1.00
Eclipse Patent Cob Pipe, 3 doz. box	2.25
Climax Cob Pipe, 3 doz. box...	2.25
Jewel Cob Pipe, 3 doz. box....	.90
Dewey Cob Pipe, 3 doz. box...	2.50
No. 19 Cob Pipes, 1 doz box....	2.00

COLUMN 40.



The WELCH GRAPE JUICE CO.
Westfield, N.Y.

Represented by Spohn-Patrick Company.

Case
Quarts, 1 doz. $4.50
Pints, 2 doz ...4.75
½-Pints, 3 doz. 4.25
8-oz., 8 doz. 6.00
½-Gallons, 1 dz. 8.00
Gallons, 6 gal. 7.50

Harkers Stomach's Ease,



Manufactured at 29 Market St., for the Grocery Trade.
Per case $6.50

PRETZELS.



Hoeflin Pretzel & Baking Co.,
431 Sixth St.
Hand-made Pretzels a Specialty.

Size 1, 8's, per lb.....12c
Size 2, 8's, per lb.....12c
Size 3, 8's, per lb.....12c
Fingers, 10s, per lb.....12c
Hazlenut, 10's, per lb.....12c

Also furnished in cases, 20 to 30 lbs., at 11c per lb., and barrels at 10½c lb.

Twenty Years Ago

the Helvetia Milk Condensing Co. of Highland, Ill., originated the process of preparing unsweetened condensed milk. Owing to its close resemblance to a rich, heavy cream, and in order to distinguish it from sweetened "condensed milk," they coined for this new product the trade name of . . . . . .

EVAPORATED CREAM.



OUR PET BRAND

(and any Brand bearing their Top Label)

has since become famous

In the meantime others have conceived the plan of taking but a small portion of water out of the milk, putting it up into larger cans and palming it off on the public as "Evaporated Cream," though it is far below the standard which deserves this name.

But consumers cannot always be fooled. They want "OUR PET" brand, which can be sold at a popular price, considering its high quality.

Be wise and follow the demand for a brand which shows this top label, the sign of perfect goods.



Helvetia Milk Condensing Co., - Highland, Ill.

San Francisco Office, 3 California St.

Grocery Markets.

Commercial Outlook of the Western World as shown by Present Conditions.

Office of the ADVOCATE.
Thursday Afternoon.

ADVANCES.

Arcadia head rice, to $5.75; Andalusia, 2-lb. bags, to $6.12 1-2c; Andalusia, 2 1-2-lb. bags, to $6; raw sugar, to $5.60; salt petre, barrels, to 7 1-4c; maple, barrels, 13 inch, to $1.50; 15 inch, to $2.50; rolling pins, per dozen, to $1.35; Tip-Top shoe brushes, to $1.90.

Mill list advanced.

Bayo beam, to $3.40.

Boiled hams, skin on 1-2 cent.

DECLINES.

Limit for mustard to $2.20; Diamond shoe brushes, to $2.10; Jersey Lily lard, 1 pound, to $1.35; Libby's corned beef, 1 pound, to $1.36; Libby's corned beef, 2 pound, to $2.45; Lennox soaps, per case, to $2.80; G. B. cocoa, 1-2s, to 37 1-2c; G. B. Cocoa, 5s to 36c; Miner's cocoa, 1-2s to 36 1-2c; Miners cocoa, 1s to 37 1-2 c.

Eastern hams, 1-2 to 1-4 cent.

Breakfast bacon, 1-2 to 1 cent.

English cured bacon, 1-2 cent.

Dry salt bacon, 1-2 cent.

Dry salt meats, 1-2 cent.

Pure leaf lard, 1-2 cent.

Compound lard, 1-4 cent.

AGAIN IN MARKET.

Libbys roast beef, 3s, $2.50; Imported frankfurters, 6s, $4.50; Libby's sauerkraut, 3s, $1.25; Tiger laundry starch, bulk, $4; Tiger's laundry starch, 500 lots, 3 3-4.

SCARCE.

McLaren's Twin Cheese.

Log Cabin M sugar.

Manhattan stock food, 25s.

Baker B Cocoa, 1-2s.

SUGAR.

Some years ago a bright young druggist of Philadelphia launched on the market a new brand of soap which became famous through his "Don't be a Clam." It is evident that the lesson meant to be conveyed has been well learned by the dealers in and refiners of sugar, only they have reversed the advice and now it is a case of "Do be a Clam." The replies of these people is extremely enigmatic and with a knowing smile they shut up like a steel trap. It is very doubtful if there has been a single new element injected into this sugar business, yet it doesn't do anyone harm to look wise and say nothing and wait for the time when things will go in leaps. That is provided there isn't a truce and a compromise prior to the opening of the real campaign. As far as the breach goes between the sugar refiners on the coast and the seceding jobbers it appears to be stationary and prices are firm to retail trade at 5¾ to 6 cents for granulated.

New York reports a strong sugar market, as follows:

"Since the close of last week, an advance of ten cents per 100 pounds has been made by all refiners here, and at the outports to basis of granulated, at 5.80 cents net cash, but following the advance, orders for one day were taken at the old prices, which privilege buyers made use of to secure quite large supplies for future use. Hence, while present prices are firmly maintained by all refiners, the trade is naturally very limited, but, inasmuch as raw sugars have advanced considerably more than refined, it is not unlikely that a further advance will be made in refined during the coming week. However as buyers are pretty well filled and no longer have the benefit of guarantees against possible decline, but must take and pay for their purchases at contract price, it is not likely that present quotations will be availed of to any extent before another advance follows. Under present conditions and outlook, buyers should endeavor to carry as large stock of sugar as they possibly can."

COFFEE.

Dealers on the coast characterize this as a "between time" when there is a lull in trading. The market shows no change of late and buying continues in a rambling way without any life or interest more than you'd find in buying a barrel of potatoes. The speculative market in New York continues to turn out large blocks of coffee on a surprisingly even market, considering that it is honeycombed with the spirit of the gambler. Stocks in this port are ample except the lower grades; the faith of our local jobbers is buoyed up by the New York continuous vaudeville of statistical ammunition exploited by one of the leading coffee importers of that city. This firm's circulars are sent to all the leading papers of the country and are invariably bullish. It must be conceded that of late their prophesies have not gone astray, but the expected sky-rocket has not yet gone sailing upward.

Willett & Gray, New York, talk on coffees:

"There is a great difference between the conditions that exist in the coffee markets this year compared with last year. At this time last year there was wild speculative trading on the bull side developing the world over, which as usual with such unhealthy features, ended in a collapse; and all the more so because of the unexpected large movement from the mild crops, shaking the confidence of the coffee world in the idea that the season of larger production had stopped. The heavy decline that followed was facilitated not only by speculative causes but by reason of conditions developing with the turn of the year in all markets, quite different from those of today.

"There is a heavy speculation in Europe, where they have been expecting to buy coffee cheaper in Brazil after this country got through with its purchases of this crop. The strong advance in Sterling Exchange in Brazil at the same time when receipts commenced to decrease, rendered it very improbable that the Brazilians would meet the views of the Europeans, and therefore, after the European stocks have been reduced about 1,250,000 bags since the commencement of the crop. European speculators are now making heavy raids in all markets hoping to shake confidence. But the American markets do not possess the same features as last year. The speculative conditions here are on both sides of the market. The large importers have been buying heavily in the first six months of the crop year, during which time the weight of the crop was felt, fully 80 per cent of the Rio and Santos crops being marketed within that period. It is probable also that we have not only seen the largest world's visible supply, that will steadily decrease, but likewise the heaviest visible for the United States, that will become so large as a result of the very quick marketing of the crop in Brazil. But Europe does not believe it to be true that the receipts during the second half of the season will be only about equal to 20 per cent of the entire crop; and it becomes a question whether the views of the trade in the United States are correct or the views held in Europe as a guide to future values.

"To-day we quote Rio 7s nominal at 8¾c., while Rio and Santos 4s sell at 9 3-8c to 9 1-2c, regular New York terms.

"January options, week ending January 12: Highest, 7.65 to 7.70; lowest 7.50 to 7.55, closing 7.50 to 7.55, against last year closing 7.05 to 7.15. No. 7 last year 7 1-2c.

TEA.

M. J. Brandenstein & Co. have this to say:

"The shipments of tea to the United States have ceased and the primary markets are bare. The quality of Formosa is not up to that of 1903; there is a good supply of all grades for requirements and as far as speculation or corners are concerned there isn't a vestige of such a tendency anywhere. This is a good, healthy condition with which to enter the New Year."

John B. Brown, New York, under date of January 10, says:

"Cable advices from Formosa show a shortage of 70 000 half-chests in shipments over last season; at which time there was not more than enough to fill current demands. The statistical position in green tea is equally as strong and we cannot but anticipate a firmer market as the season advances.

"Foo-Chow Oolongs are in limited supply and prices are held firmly and higher, with active bidding at prices above those ruling on our home market, grade considered. Our general market is quiet; buyers and sellers do not come together freely, the large invoice owners holding their teas at prices which the buyer hesitates to pay."

RICE.

M. Phillips & Co. say:

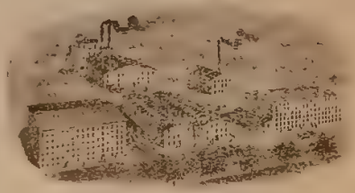
"Quotations are at a standstill and business is fairly good; the market has a tone of strength with exceptional firmness in the fancy grades. The movement will gradually increase from this time forward and we anticipate a good year in rice."

Review by Dan Talmage Sons' Co., New York:

"The week opened quietly, with increased interest toward the close. Stocks are fairly well assorted, with the exception of strictly fancy and the lower medium grades, which are really in scant supply. Prices are steady, as recent arrivals from primary points show quite an advance over previous figures. This is especially true of

Old Kentucky Distillery

INCORPORATED



LOUISVILLE, KY.

PACIFIC COAST BRANCH

228 Front Street

SAN FRANCISCO, CAL.

"KENTUCKY DEW"

You Will Make Money!

BY SELLING

"Golden Gate" Leaf Lard

EXCLUSIVELY

Make more money
By Selling
"MONARCH" HAMS
In the same way

WESTERN MEAT COMPANY

Packers and Exporters of
U. S. Government Inspected Products
San Francisco, U. S. A.

TOMATOES--Pack 1904 MAPLE SHADE BRAND.

The above we are now delivering in full standards, solid pack, and same with peppers, and guarantee them to be the best ever put up on the Coast. Write for prices.

PENNELL-SUYDAM CO.
WHOLESALE GROCERS
14-16 Spear Street, San Francisco.
Tel. Main 5396.

Honduras sorts, and the low prices on Japans have attracted more than ordinary attention.

"Advices from the South note an improved inquiry on the Atlantic Coast. At New Orleans the market is comparatively quiet as to movement of stock, although widely distributed requests for samples indicate speedy renewal of at least normal activity. In the interior—Southwest Louisiana and Texas—large sales have been made of the lower qualities (particularly of Japan sorts) for export. The low prices have attracted the attention of Cuban buyers and a considerable quantity has also been forwarded to Europe."

DRIED FRUITS.

The amount of dried fruit in California, aside from prunes is rather small. There are still sufficient of the latter to keep the market in an abnormally depressed condition, although there is a growing firmness, the growers are in a fair way to get the inoculation of better business methods into their gray matter and when this is accomplished there may not be any less prunes but there will be a larger consumption and a profit in the business; it would seem that out of all the combined wisdom of so many producers there should come relief and prosperity. Peaches still remain the one fruit above all others that are the most attractive to buyers at present. There are no changes in apricots or raisins and they are subjected to the same apathetic conditions usual in January.

CANNED GOODS.

The most interest manifested by those who like to see both sides of the market—the Eastern and Western—is in the course of trade and prices beyond the mountains. Our own home view of trade and prices is largely one of the past as the present signifies little because of the sparseness of orders. Both jobbers in the East, our own jobbers and the retail trade throughout the country are still filled up and only buy a few cases here and there when there is a vacancy. While on all grades and brands there is steadiness there is a scarcity in some lines heretofore mentioned.

BALTIMORE NOTES.

Baltimore, Md., Jan. 9, 1905.

During the past week business has improved in the canned goods market here. There has been a better demand for tomatoes than was anticipated, and altogether the outlook for that article is more encouraging than it has been at any time during the past month or more. While there has been no improvement as yet in the prices, the undertone to the market is decidedly better. A reaction in them, toward a higher level of values is certainly long overdue.

In the line of other vegetables there is a fair demand for corn and a growing demand for string beans, and new kraut, spinach, cove oysters and other articles are fairly active. Peas and corn have not been active recently, and there is nothing new to say about them.

Fruits of all kinds have been dull and quiet for several weeks. Peaches, pears, and apples have been more active than any other articles in that line but the changes in them are unimportant.

The remarkably cold and wintry weather throughout this section still continues and it interferes greatly with the shipments of canned goods. It has caused a scarcity of fresh oysters for canners' use, the prices of the raw material being prohibitive for that purpose. There is no sign yet of the usual "January thaw." **T. J. Meehan & Co.**

NUTS.

Garcia & Maggini continue to report a quiet market since the holidays. There is naturally a lessening of interest on the part of consumers and the movement is much restricted. Prices as a rule are firm; this is particularly true of almonds; the grocers have disposed of all their stock; choice, selected grades are particularly strong and scarce. Walnuts of an inferior grade are offered at almost any figure that will attract a buyer; the plump, white meats bring top prices. The first shipment of new crop Japanese peanuts is due here in two weeks and fancy grades will bring 5 1-2 to 6 cents. The extraordinary shortage in pecans of 50 per cent has made a very strong market but prices remain reasonable and without any speculative features.

SALMON.

A slow market and a steady one sums up in the fewest words the salmon situation. With so little doing it is most difficult to coin new words to sustain interest in the reports as they appear from week to week. This does not indicate that what is known as the "Salmon situation" is without its sparkling bits of gossip and below are a few selected at random from a mass of Marconigrams and exchanges.

The Alaska Packers' Association has on hand about 600,000 cases of salmon.

Stock on hand in first hands of all brands in the United States, 1,000,000 cases.

The gross profits of the Alaska Packers' Association for the year 1904 were only $109,198. Conditions such as are not at all probable to ever occur again were antagonistic to profits and the small gross outcome was a gloomy surprise to the company. But, undaunted, they are going ahead to curtail expenses, eliminate as far as human energy and sense can do so, every element of weakness and put the association in a stronger position than for sometime past. Towards this purpose the company have issued $2,000,000 6 per cent 15-year gold bonds and increased the capital stock from $5,000,000 to $7,500,000. The list of directors contains the names of some of the most substantial citizens of San Francisco.

The stock of Alaska salmon in London and Liverpool at the close of the year 1904 was about 100,000 cases on the way at that time, from San Francisco, 410,000 cases of Alaska salmon, making a total of 810,000 cases, as against an average consumption of Alaska salmon of 500,000 to 600,000 cases. Therefore, the English handlers argue, a reduction in price must be brought about in order to move so large a supply.

Stocks in hands of jobbers and canners on the coast of Sockeyes and Chinooks, are about cleaned up. All over the country the reports indicate light holdings of Alaska salmon and when spring time comes they will be obliged to fill the gaps. Alaska medium reds are scarce and pinks are growing steadily less, so reds will have to satisfy the market when the season of heavy consumption sets in. Prices of reds is 1.05 to 1.10 in large lots to jobbers. Pinks, 70 to 75.

CHEESE.

Wieland Bros. report:

"Martin's New York cheese is fully one cent per pound higher in its price and an advance of one half cent per pound is looked for shortly.

"California flats and Young Americans are easier. With an increasing supply a further drop is sure to come."

HOLLAND HERRING.

Fancy selected Holland herrings are higher in price. The stock in this market is so small that in less than six weeks it will be exhausted, and as Holland has no more, retailers who handle fancy selected stock will be forced to buy cheaper grades, which are still plentiful.

PROVISIONS.

During this week a change has taken place in this market, a decline of one-half to one-fourth cent in almost all of the quotations, while boiled hams, with skin on, have advanced one-half cent per pound. Lard, both pure and compound, went sliding down the scale also.

The provision market for some time has really been at a standstill, so far as prices go, and business has not been as brisk as desired. So in consequence after many consultations during the latter part of 1904 the leading provision business men have decided upon a reduction in order to dispose of what they have in stock. These are not the only declines that are to take place, for indications point to many more at an early day.

HAY.

Somers & Co. say:

"During the past week 3820 tons of hay have been offered on our market, an amount greater by 980 tons than was received the week before. The slightly active demand has fallen off considerably, and this, together with the unsettled weather conditions, has caused the market to be very quiet. Consignees are still holding out for former figures, but buyers are well stocked up and seem unwilling to pay the prices asked. During the week there has been practically nothing of interest to report; trade continues dull and the market seems to be determined, not by general conditions, but by the daily supply and demand. The Government is now taking about one thousand tons for the Philippine Islands, but this is counteracted by the lack of other export and coastwise shipping. The recent rain which has extended well into the South has caused the farmers down there to let go their holdings so that that district will not have to draw very heavily on our stocks, although it will probably continue to do so to some extent."

CONTAINS WHITE OF EGG
The Greatest Leavening Auxiliary

Neely's Baking Powder

Not Made by the Trust.

Now Used in Thousands of Families

30 CENTS THE POUND
Made in California. Ask Your Jobber.
THE NEELY COMPANY
3 California St., San Francisco

BLACKSTONE'S INKS

BEST TO BE BOUGHT

KEEPS IN ALL CLIMATES



Blackstone Manufacturing Co.
(Incorporated)
MANUFACTURERS OF
WRITING FLUIDS,
Mucilage, Shoe Polish, Shoe Paste, Shoe Dressing and Liquid Glue.
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1960 Howard St. San Francisco
Telephone Capp 1111.

STOP Working Overtime!
USE THE
Perfection Short Credit System
For Particulars Address
P. E. LENFESTEY,
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NOT EXCELLED
By Any Cream Made



by Ford, Sonoma County, by
The Condensed Milk Co.
OF CALIFORNIA
319 CLAY ST., San Francisco, Cal.

Enterprise Brewing Co.'s
Beer is sold on its merits.
We invite comparison of our productions with ANY on market. You will then become our best advertiser, we are dead certain.
A GOOD ARTICLE is the very best advertising medium. Are we not right?
Telephone, Mission 152. San Francisco, Cal.

EXCHANGE COLUMN.

Subscribers can make use of this column gratis for the publication of their wants in any way.

WANTED.

A traveling salesman, 12 years on this Coast, "a specialty man," wants a year's contract or a three months' trial with a good house. Knows every grocer in California—outside of 'Frisco. State territory you want covered, salary you will pay; best of references. Address, "Traveler," care this journal.

For Sale—An old established, good-paying business, on fine corner, in residence section. Rent reasonable. License goes with place. Fine opportunity for two live men. Address **Grocer**, care **Advocate** office.

FOR SALE.—Business buggy in good condition, for sale cheap. J. J. Meinert, Fourth avenue and California st.

GROCERY FOR SALE.

$850—Grocery and bar; old establishment; long lease; 4 living rooms; rent $25; sickness cause. 748 Brannan street.

Jesse Moore A. A. Whiskey



Best on Earth *Pure, Old and Palatable*

JESSE MOORE HUNT CO.
Louisville, Ky. AND San Francisco, Cal.

E. GHIRARDELLI
Mercantile Co.
310 Clay Street, San Francisco
Packers and Jobbers

Pickles, Catsup, Preserves, Vinegar, etc.

We prepare for the Grocery Trade a line not surpassed in quality and purity.

OUR CATSUP is not equalled by any on the market. Try an order.

Too Particular.



"Goin' to apply fer the job, Jimmie?"

"I did, but they don't want no boy; they wants an angel. Wouldn't take me 'cause I smokes cigarettes."—Boston Journal.

No Bluffing.



"But, father," said the young man, "I'm sure I can make my way in the world. Even if you do not assist me, I have concluded to write poetry."

"Willie," said the proud papa, "you may as well understand right now that it will do you no good to threaten me."

His Reward.



"You must be good while the minister is here."

"If I do, can I be bad the rest of the week?"—San Francisco Examiner.

Those Dear Friends.



"Jack just raves over me."

"Is he a lunatic?"—New York Evening Telegram.

GROCERY JOTTINGS.

A. Pistolesi, who is now located at 752 Washington St., has been in the grocery business within a stone's throw of his present place for 44 years. When Mr. Pistolesi started in the grocery business his location was considered a very choice one since the elite of the city had their residence within a few blocks of the store, while the Maguire Opera House and the Metropolitan Theatre were close at hand and the City of Paris and White House only a few blocks away. Mr. Pistolesi is assisted in his store by his son who now manages the business.

ALPINE CREAM.

Besides securing a fine recognition it has justified all the claims made for it by its manufacturers as a strictly high-class and down-to-date cream.

LaGrande Laundry
Telephone Bush 12
23 Powell Street
Corner Ellis

84 Taylor St. - Near Golden Gate Ave.
200 Montgomery Ave. - Cor. Kearny St.
202 Third St. - - - - Cor. Howard
1788 Market St. - - - Opp. Eleventh

GIVE THEM A TRIAL

PROFIT SHARING WITH THE GROCER
ITS THE RIGHT THING FOR YOU AND OURSELVES



3 Points Favors You

1—You make your Regular Profit.
2—You get your Dividends on the Stock issued you Free.
3—You receive a mutual profit on the
SUMMIT SNOW FLOUR
which you sell or is sold by your Brother Grocer. Hence you have a Joint Interest in all Sales of Summit Snow Flour.

✦ Dividends Payable Soon. ✦

C. A. HUTTON & CO.
Distributers for STANDARD FLOUR CO.
606 Merchants Exchange, San Francisco

California Business College
"A Thorough School"



LET US TRAIN YOUR BOY FOR BUSINESS

You are largely responsible for the future of your children. They are dependent upon you for a mental equipment that will enable them to "win out" when they enter upon life for themselves.

THIS IS A COMMERCIAL AGE

Unless you are born rich, you must learn modern business methods or remain poor all your life.

Write for catalogue, etc.

925 Golden Gate Avenue San Francisco, Cal.

Amusements

MAJESTIC.

"All the Comforts of Home" has enjoyed good crowds this week. The play is full of funny situations that are well presented by the splendid company presented by Mr. Bishop. The show is one of the best of the week.

GRAND OPERA HOUSE.

"The Silver Slipper" is a dazzling success. The company is a strong one. The piece itself is light and serves to introduce many catchy songs and numerous beautiful dances.

ALCAZAR.

"The Girl and the Judge" is winning a deserved success at the Alcazar. The play is full of heart interest and the company are all cast for parts well fitted to their talents. It is to be followed by the "Conquerors."

TIVOLI.

As usual the grand opera season results in packed houses. The bill is changed each night and music lovers are securing a decided treat.

CENTRAL.

They are exploiting a "Working Girl's Wrongs" at the Central this week. Patrons of the house relish the return of their accustomed melodrama and show their appreciation by a largely augmented business. The piece is full of interest and splendidly staged. The attraction for next week will be "Jerusalem, the Holy City," a great biblical play.

FISCHERS.

The continuous additions made to the program at this house have tended to make it a very popular place of amusement. The acts follow each other in quick succession and it would be hard to get more for the money than is given there. There are two performances every evening at 7.30 and 9 o'clock and an afternoon performance at 2 o'clock.

CHUTES.

In addition to the attractions of the Zoo and other concessions there is a very interesting and varied program tendered at the theatre. The offer this week includes musical comedians, club swingers, monologist, balladist and numerous other numbers.

MOTHER OF PEARL.

The Industry of Inlaying It in Precious Woods.

The sole curiosity for sightseers in the city of Hauoi, a town of the French Tonquin, is the industry of inlaying mother of pearl in precious woods. In fact, one street, called the Street of the Inlayers, is given up to the trade. The workmen are genuine artists, combining artistic perception with great manual skill. Furnished with rude tools, but with great patience and skill, these workmen produce articles of great beauty. They have applied the principle of division of labor, or specialization, to their work. The cabinet makers first put together the various parts of the materials to be incrusted. The joining is done without the aid of nails and with a nice system of dovetailing and use of paste, of which lacquer is the base. From this cabinet maker the wood passes into the hands of the designer, who makes sketches for its ornamentation on rice paper.

These designs are transferred to the wood by the inlayer, whose duty it is to choose the pearl that will best serve to bring out the beauty of the design. The mother of pearl is obtained from a [illegible] species of shellfish, called casque, caught chiefly upon the shores of the island of Poulocondar.

The inlayer cuts the pieces of pearl into little bits and chooses the combination of colors which will make the contrast necessary for the artistic success of his work. The iridescence is heightened by the use of pearl dust furnished by a kind of mussel taken from the brooks of that region. When the bits of mosaic are chosen the inlayer tries to give them the form of the design chosen and disposes them as a mosaic in the wood. The crude morsel is made translucent by pumice stone. The pearl is then fixed in a vise, and the labor of patience begins. Kneeling before the vise, he shapes the pieces with a file no larger than an ordinary color crayon. When the pearl is shaped it is necessary to trench it in the wood. This is ordinarily done by children fourteen or fifteen years old. The bits of pearl are then set in the grooves and fixed with paste. The whole is gently heated to melt the paste and so fill the interstices. The design is then polished, varnished and given the finishing touches. The work has been counterfeited, but never successfully.—New York Herald.

THE HOTTEST THING
on Earth
Or Anywhere Else.

BAYLE'S
TABASCO
... SAUCE ...

Guaranteed Absolutely Genuine and Superior in Flavor and Strength to Any other Brand.

GEO. A. BAYLE
ST. LOUIS, MO.



SELLS ON ITS MERITS.

One of the oldest and best known firms of coffee roasters in this country, the Nash-Smith Tea and Coffee Company, are doing active work in the Pacific Coast territory with one of their most successful brands, Wedding Breakfast coffee. Much of the success of this brand of coffee is due to its being roasted in an altitude of over 5000 feet above sea level. The blend is the result of years of research in cup values by Mr. Nash, senior member of the firm, who is recognized as a past master in the art of blending high-grade coffee. It has a phenomenal sale wherever it has been placed, and as a result is readily accepted by the grocers in all parts of the country. It is not a new brand—has passed the infant stage and now sells on its own merits. Having a peculiarly rare aroma that pleases the majority of palates, we predict a successful sale in this territory from reports received from other parts.

John Albers, Jackson & Leavenworth, has a fine store and is doing a fine business. He feels that the mills owe it to their customers to protect them in their profits and he has been able to sell considerable of the flour which pays him for handling.

A. Koster, Jackson and Hyde, is a member of the Grocers' Association and a supporter of its methods. He has a very neat store which is carefully stocked.

When Man Ceases to Be Useful.

The moment a man reaches the stage where he thinks more of his dinner than he does of his duty, more of his coat than he does of his character, more of his standing in "society" than he does of doing his plain duty as a man and citizen that moment he ceases to be a factor in the preservation of the state.—Rev. T. B. Gregory.

Almost the Limit.

Jagged Jake—Did ye hear what happened to me old pal, Rusty? Musty Mose—What's de trub? Dead? Jagged Jake—Worse'n dat. Water on de knee.—Princeton Tiger.



VALLEY BREW LAGER
from
Richmond Bottling Works.
Zimmerman & Ruhland,
'Phone Pine 1787.
32d and Clement Street,
San Francisco, Cal.

Champagne.

Veuve Clicquot, qts.	$32 25
Veuve Clicquot, pts.	34 25
Ruinart, Magnums, 6 to case.	20 50
Ruinart, qts, 1 doz to case.	32 40
Ruinart, pts, 2 doz to case.	34 20
Ruinart, ½ pts, 2 doz to case.	18 00
Vintage 1893, qts, 1 doz to cs.	45 50

Brandies.

	Per case
Martell's One Star, 1 doz qts.	$16.00
Martell's Two Star, 1 doz qts.	19.00
Martell's Three Star, 1 doz qts.	20 00
Martell's Three Star, 2 doz pts.	23 00
Martell's One Star, 2 doz fl'ks	18 00
Hennessy's One Star, 1 doz qts.	17.50
Hennessy's Three Star, 1 doz qts.	21 00
Calif. doz qts.	12.00



Cider
Hammond & Co.
Bottlers
Office and Depot
277 Seventh Street
Phone, Jessie 3371

SWEET CIDER
½ Gal Bottles 1 doz
Rebate 10 per bottle

BOILED CIDER
Quarts $2 a doz
Pints 1 75 "

Mineral Waters.

Aetna, split, 100 to c.	$6 50
Aetna, pts, 100 to case	9 00
Aetna, qts, 50 to case	7 50

GINGER ALE
Belfast Ginger Ale Co.,
D. Steimke & Co. Props.
All Carbonated Beverages
OUR UNION LABEL
PINT qts.
Soda Water $ 50 1 00
Ginger Ale, .80 1.50
Sarsaparilla & Sarsaparilla and Iron 80 1 50
Cider .80 1.50
Cream Pale 80 1 50
Case Prices, 2 Doz per Case

Porter.

(E & J. Burke's Guinness)	
Stone, pts, 8 doz to bbl	17 50
Glass, qts, 4 doz to bbl	14 00
Glass, pts, 8 doz to bbl	16 50

Specialties of
Hilbert Mercantile Co.

H. B. Ky. Bourbon, per gal.	$2 75
H. B. Ky. Bourbon, Ex spcl.	3.25
Union Leauge Ky Brbn AA	2 50
Union Leauge Ky Brbn, 1 gal	2 25
El Monte Ky Brbn, 1 gal	2 75
Maryland Monogram 1 gal	2 75
Extra Bourbon 1 gal	2 00
W. H. McBrayer's Cedar Brook, 5 yr	3 00

Hunter Baltimore Rye.

Per case 1 doz qts	12 00
In case 1 doz	12 00
In 10 case lots	12 00

Hilbert Mercantile Co.

H. B. Bourbon, (spcl)	$10 00
H. B. Rye	10 00
H. B. Rye, 4 doz to case	12 00
H. B. ½ pt fls ks, 6 doz to cs	9 00
H. B. Monogram Rye, per qt	12 00
Union League AAA	2 00
Extra Bourbon	2 00
Extra Bourbon	1 00
El Monte Monogram Rye	12 00
Maryland Monogram	9.00

W. H. McBrayer's Cedar Brook.

Per case 1 doz qts	$12 00
Per case 2 doz pts	12 00
Per case 4 doz ½ pts	14 00
Per case 24 doz 1½ oz	18 00

Jesse Moore Whiskies.

Ex Pony Bourbon	$18 00	$17 50	$17 00
AA Bourbon	11 00	10 50	10 00
C Bourbon	8 00	8 25	8 00
AA Bourbon, doz 4 oz	10 00	10 00	9 75
AA, Pt Flasks 2 doz	9 00	8 75	8 50
AA ½ Pt Flasks 2 doz	6 75	6 50	6 25
Old Rye	11 00	10 50	10 00

Jesse Moore Hunt Co.
(In barrels or half barrels)

Extra Pony Bourbon gal	$2 50
AA Bourbon gal	2 75
B Bourbon 1 gal	2 25
C Bourbon 1 gal	2 75
No. 1 Bourbon 1 gal	2 25
AA Rye, gal	2 75
C Rye, 1 gal	2 75



STANDARD BOTTLING CO.
BEALE STREET
Between Bryan and Dupont
SOLE AGENTS
LOS ANGELES BREWING COMPANY.
Beer Furnished Grocers in Bottles or Kegs

Golden Gate
BOTTLING WORKS.
Blume & Gardner,
Proprietors



Bottlers of the Celebrated
Standard.
Culmbacher.
Extra Pale.
XXX Porter.
Half and Half.
Lager and Steam Beer in Kegs.
160 Shotwell St.,
Phone: Capp 1761, S. F., Cal.

Chas. Jacobson & Co.
210-212 Davis Street
DISTRIBUTERS OF
Fancy Butter and Honey
Dairy Butter and Eggs

Phone Mission 238
J. MARSHALL & CO.'S
WORCESTERSHIRE SAUCE
BE SURE and GET the GENUINE
½ Pts., per doz. $1.20
Pts., per doz. 2.20
NO AGENTS
Office: Cor. 12th and Market Sts.

Produce Market

THURSDAY AFTERNOON

BUTTER.

California creamery, extras	24	25
" " firsts	22½	24
" " seconds	17	19
" dairy, extras		
" " firsts		
" " seconds		
Store butter	12½	
Storage	18	20
" Creamery extras	18	20
Pickled	18	19
Keg	18	19

EGGS.

California Ranch white	26	27½
" " mixed colors	25	26
" Gathered	25	
Standard		
Seconds		
Eastern, selected	24	
Standard	22	
Seconds	20	
Storage, Cal., Selected	28½	
" " Standard		
" " Seconds	24	
" Eastern Selected		
" " Standard		
" " Seconds		

CHEESE

California full cream		12
" choice	11	11½
" common	Nominal	
Young Americas	12½	
Eastern full cream	14½	15
Oregon	11½	

POULTRY.

Turkeys, young live	19	21
" old gobblers	19	21
Dressed Turkeys	25	27
Roosters, young, per doz	5 00	6 00
" old "	4 50	5 00
Hens	5 00	6 00
Fryers, per doz	5 00	6 00
Broilers, per doz, large	4 00	4 00
" " small	3 50	4 00
Ducks young	5 50	6 00
" old	4 00	5 00
Pigeons, young	1 50	2 00
" old	1 00	1 25
Geese' per pair, old 2.25 2.50; young	2 50	2 75

BEANS AND PEAS.

There is no perceptible change in the market.

Small Whites	3 25	3 30
Large "	3 55	3 65
Pea Bean	3 25	3 50
Pink	3 50	3 75
Horse	3 50	3 80
Red	5 00	5 50
Kidney	5 00	5 50
Lima	4 20	4 50
Bayos	3 00	3 10
Butter (large)	3 50	3 75
Black Eyes	2 60	2 70
Dried Green Peas, per 100 lbs	2 25	2 50
" Niles " " " "	3 25	3 50

POTATOES AND ONIONS.

Early Rose, new	1 35	
Burbank, new	1 00	1 50
Salinas old	1 00	1 50
Oregons old		
Merced Sweets	1 00	1 25
Yellow onions	2 25	3 00
Red (new)		

DAN O'CALLAGHAN.

City Agent for Prominent Insurance Company—Will Also Handle Real Estate.

Dan O'Callaghan's many friends among the grocers of San Francisco will be interested to learn that he has disposed of his interest in the wholesale shipping and commission firm of O'Callaghan & Nelson Co. to engage in general real estate and insurance business.

Mr. O'Callaghan has been appointed city agent for the Liverpool and London and Globe Insurance Co., the largest fire insurance company in the world. This company was the first insurance company to write (in 1852) a fire insurance policy in the city of San Francisco.

Mr. O'Callaghan will also devote himself to the handling of real estate. His careful personal attention will be given to buying, selling and renting real estate, and to the care of property. He has been connected with the grocery world for so long that he needs no introduction.

For many years engaged in the wholesale commission business here, his kindly willingness to oblige has earned him many friends who will now have the opportunity to do something for him in return.

Having long been identified with the growth of the city, he is thoroughly posted in values and conditions, and his knowledge in this regard will be of great help to his clients.

The older San Franciscans will remember Dan O'Callaghan's father, Captain James O'Callaghan, who came to this city in 1849 and who was assessor from 1851 to 1853. Captain O'Callaghan was one of the most prominent contractors of earlier days, many of the largest wharves having been constructed by him, while a large part of what is now the wholesale district of the city was filled in under his direction.

Dan O'Callaghan & Company are located in the Navada block at 412 Pine street, near Montgomery street. Telephone Main 5238.

The **Advocate** solicits for Dan the kindly consideration of the grocers in all parts of the State.

PROTECT FLOUR PRICES.

Dealers Not Allowed to Sell "Globe" Products at Less Than a Fixed Figure.

The selling price of the standard brands of flour of the Globe Grain & Milling Company are protected in every particular by that concern. While quality makes price with this mill as with all the other mills, the Globe Mills require that the large buyers shall agree not to use his inside price to force the smaller dealers to sell without a fair margin of profit.

Grocers find no difficulty in selling the "A-1" flour of the Globe Mills to their best trade. B. T. Scott of Alameda advertised it liberally as being "worth 40 cents more than the other flours and costing only 10 cents more."

The Globe Mills put up flour under special brands for the retail dealers who buy in sufficiently large quantities. This is a practice that is followed by all the flour mills of California. If the Globe Mills should refuse to do this, they would merely be denying themselves business which would be secured easily by their competitors.

Flour of the "A-1" quality is not issued by them under private brands, however. They find no necessity for doing so since they have ready sale for all their "A-1" flour under its own name.

The dealers who have their special brands put up by the Globe Mills, usually claim that their flours are the same as the "A-1. They sell this special brand at a shade less than the price required for "A-1." The retail dealer can meet this competition readily by ordering the other standard brands at the same price as the cutter makes and explain at the same time that the "A-1" flour would have to cost more because of its special quality.

HAVE YOU NOTICED all these Signs around Town?


It shows that most of the Grocers keep what people ask for—WUNDER BEER If YOU don't, wake up phone to our bottling works and they will send their man to see you.
Phone South 1098

WIELAND BROS.
121-123 Clay Street San Francisco
Importers and Commission Merchants
SPECIALTIES—Imported and domestic Swiss Cheese, Limburger, Brick Cheese, Edam, Roquefort, etc.; Mackerel, Codfish, Holland Herrings, Olive Oil, Spanish and California Olives, all kinds of Sausages and other delicacies.
SOLE AGENTS for Sierra Cheese, German Breakfast Cheese, Brie, Camenbert, Schloss, Kronen and Neufchatel Cheese.

SOUTHERN PACIFIC
SUNSET ROUTE
Rock Island System
COMFORT LOVERS
Prefer to make their Eastern journey on the greatest of all Southwestern trains
GOLDEN STATE LIMITED
Daily service from San Francisco and Los Angeles to Chicago without change via El Paso and Kansas City.
SOUTHERN PACIFIC & Rock Island System.

FOR THE BEST RESULTS.
Ship your dressed Turkeys, live Turkeys, and Poultry to the
POULTRYMEN'S UNION.
We guarantee top market prices, immediate cash returns, full weight, and full count. Choice dressed Turkeys are selling today as high as 24c per pound. We guarantee to dispose of all the choice stock that you can send us at the extreme market price—so please ship us all you can.
Large Hens, Ducks, Geese, Broilers, dressed and live Turkeys are wanted badly. Send us as large a shipment as possible.
We still have 500 cases of **CHOICE EXTRACTED** and **COMB HONEY** on hand. We would be pleased to have you call and see it, or mail us an order.
Choice Eggs are also higher and wanted. Can use 25 to 50 cases to good advantage. Please write us immediatelyand mention this paper when you write. POULTRYMEN'S UNION.
W. C. PRICE & CO., 322-324 Front St., S. F.

WILLIAM E. HARM
Kartuffel-Buhr
183-185 Valencia St. Near 13th
Tel. Folsom 1911
Wholesale Dealer in POTATOES, ONIONS BEANS, EGGS Etc., Etc., Etc.

WITZEL & BAKER, Commission Merchants
Telephone Main 718
314, 316 BATTERY ST., SAN FRANCISCO, CAL.
Fancy Creamery Butter and Ranch Eggs Our Specialty



WILLIAM CLUFF COMPANY

WHOLESALE GROCERS

SOLE AGENTS

SAN FRANCISCO CAL.

IRVINE STANTON COMPANY

WHOLESALE GROCERS

Farm and Dairy Produce

Consignments from Interior Merchants Solicited

211-213 Clay St. San Francisco, Cal.

REMOVED

PATRICK & CO., RUBBER STAMPS

111-113 SANSOME STREET

One block south of old location.

Try LAVARINE For Washing

Highest Grade Package Goods for Family Trade

ROYAL AND QUEEN'S TASTE

(1 lb packages) (½ lb cartons)

Macaroni, Vermicelli and Spaghetti

ROYAL ITALIAN A. B. C. PASTE, in 1 lb papers
GOLDEN GATE EGG NOODLES, in ½ lb papers

For Sale by all Jobbers

You Are Right Side Up! Why Write Upside Down?

WRITING IN SIGHT

will be the . . **1905 MODEL** . . We will shortly introduce the

L. C. SMITH & BROS. TYPEWRITER

(Visible)

Everything about it Up-to-date.

ADDRESS FOR PARTICULARS

L. & M. ALEXANDER & CO.

110 Montgomery Street, San Francisco.

Branches: Portland Los Angeles Seattle





OUR

OUT DOOR CABINET

FOR

OIL OR GASOLINE

CABINET EXTENDS UP OVER TANK SO AS TO ENTIRELY ENCLOSE THE PUMP. IT IS FITTED WITH METAL ROOF AND DOUBLE SWING DOORS PROVIDED WITH "STAPLE AND STRAP" FOR PADLOCK.

BOY AND THIEF PROOF

SAFETY ACCURACY AND ECONOMY

ARE COMBINED IN THE

BOWSER OUT-DOOR CABINET

FOR

OIL OR GASOLINE

IT IS FITTED WITH OUR LATEST IMPROVED COMPUTING

SELF MEASURING PUMP

BUILT ENTIRELY OF METAL AND MEASURES AN ACCURATE GALLON, HALF GALLON OR QUART AT A STROKE....

GUARANTEED EVAPORATION PROOF

LET US GIVE YOU FULL INFORMATION. IT'S FREE. WRITE TODAY FOR CATALOG "BB"

S. F. BOWSER & CO. FORT WAYNE, IND.



GUSTAV LISBOLD Treas. Secy.

Gambrinus Bottling Co

Sole Agents and Bottlers of

GAMBRINUS BREWING CO'S

Portland, Oregon

Select Pilsener Lager Beer.

OFFICE AND BOTTLING WORKS

160 Thirteenth St., nr. Folsom, S.F.

PETERS BROS., BALTZ & DITTMANN

PROPRIETORS

The California Brewing Co.

Douglas Street, bet. 17th and 18th

SAN FRANCISCO, CAL.

For Health and Strength



DAMIANA BITTERS

Protect Yourself!

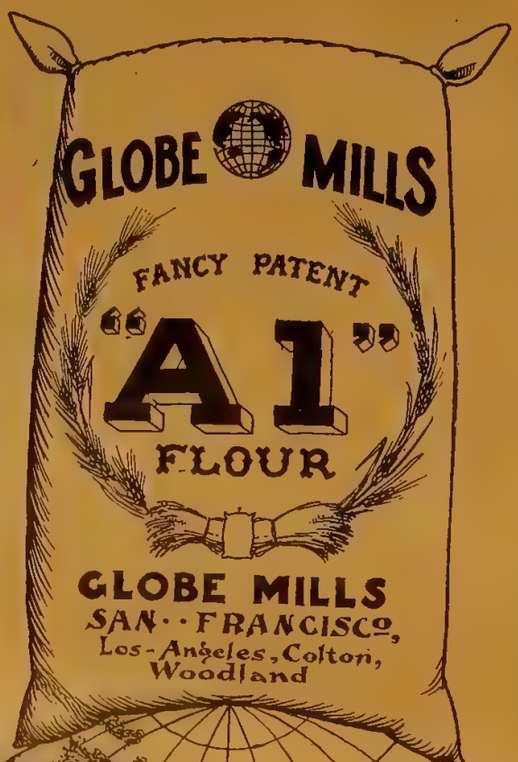
You can do this by Selling Flour the Retail Price of which

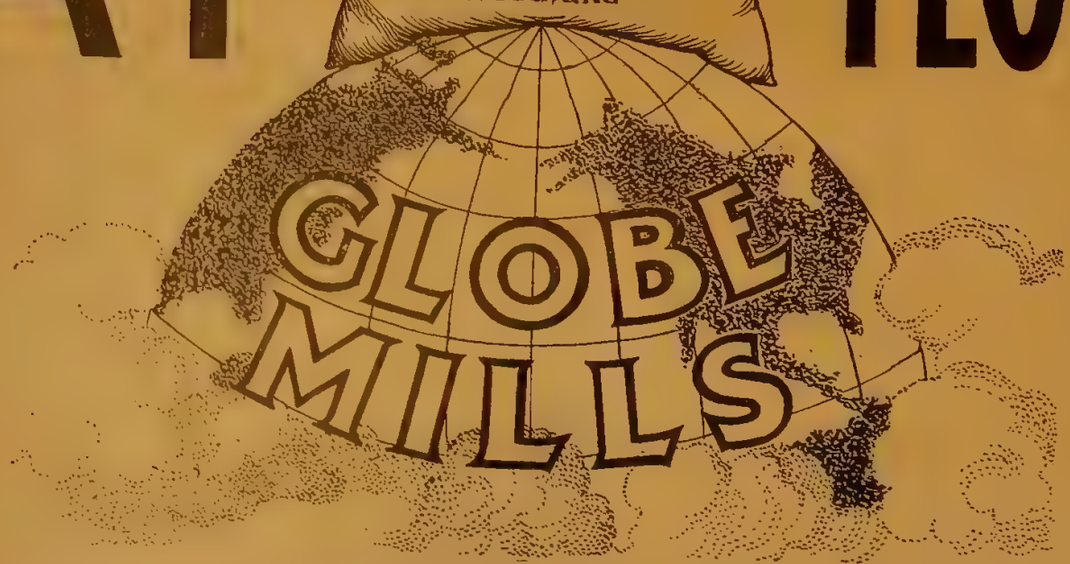
CANNOT BE CUT BY COMPETITORS

You Are Safe in Building Up Trade on

BEST ON EARTH

"A 1" FLOUR





WE MAINTAIN THE RETAIL SELLING PRICE

Our "A 1" Flour is made of **Eastern** (hard) **Wheat,** mixed with California's Best. This makes it the **Strongest and Best Family Flour** on the California Market.

GLOBE GRAIN AND MILLING CO.

MONTGOMERY AND CHESTNUT STS., SAN FRANCISCO, CAL.

Telephone Bush 759.

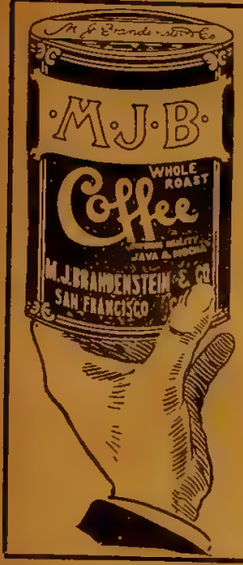
(Please mention the ADVOCATE to Advertisers. It helps us materially.)

THE RETAIL GROCERS ADVOCATE

A. H. POWERS, Editor
W. A. KRAG, Manager

SAN FRANCISCO, CAL., JANUARY 27, 1905

Vol. 10, No. 4



M·J·B·COFFEE
SELECTED WISDOM

"A GOOD FELLOW"
IS OFTEN A "GOOD THING"
- WATCH OUT! -

You are sure of being absolutely fair when you sell

M. J. B. COFFEE

IXL - Kapp and Street - W.G.M.

TAMALES

IN

KEY-OPENER CANS

RAINIER BEER

Popular! Why?

Because it is really good.

Only Choice Materials
Used in its Manufacture.

JOHN RAPP & SON, AGENTS
Phone South 473.



FREE RUNNING
For Table
Cartons, 48/2s, 24/3s, 20/5s to Case
Caddies, 50/2s to Case.

LESLIE STERILIZED SALT

PURE AND WHOLESOME.

DOES IT PAY THE GROCER?

Below is the cost to the Grocer of single packages of Leslie Salt, Free Running, together with the per cent of profit on the cost of same, when bought in single case lots :

	COST	S. P.	% PROFIT
2-lb. Caddies, full weight,	$ .06½	$ .10	53 per cent.
2-lb. Cartons, " "	.05¾	.10	74 per cent.
3-lb. " " "	.08⅓	.15	80 per cent.
5-lb. " " "	.12½	.20	60 per cent.

C. E. WHITNEY & CO., Agents 715-717 Hayward Bldg. San Francisco, Cal.

LESLIE SALT
SAN MATEO CALIFORNIA

VELVET GRAIN
For Kitchen
In Bales containing 150 lbs net of Salt 75/2s, 50/3s, 10/4s, 30/5s, 15/10s, and 8/20s

---



EQUAL TO THE BEST

AND BETTER THAN THE REST

Has ALREADY Secured Recognition For Superior Quality

ALPINE EVAPORATED CREAM

Prices are RIGHT —— Quality is Right —— Pleases Customers

Per Case — 4 Dozen Large Tins — $3.60

FOR SALE BY ALL JOBBERS

ALPINE EVAPORATED CREAM CO.

123 California Street, San Francisco, Cal.

Absolutely Guaranteed Against Any Defects.

TIME IS SHORT

You have only a few days left in which to
Take advantage of our **SPECIAL OFFER.**

REMEMBER

You can guarantee the goods to your customers — offer "Money back" if they don't suit.
We guarantee the values to you — see below.

Besides these Ironclad Guarantees

WE WILL PREPAY FREIGHT

To Every Railroad and Steamboat Point of California, Oregon and Washington on All Orders mailed us

BEFORE FEBRUARY 1st, 1905

for 5 or more cases, straight or assorted, of our

"CALIFORNIA HOME" BRAND

Pickles, Chow Chow, Pearl Onions, Etc.

Our Guarantee

We authorize you to **Refund Full Purchase Price** if any package bearing our "**California Home Brand**" fails to give **Entire Satisfaction** to the **Consumer.**

Send us your order for **FIVE (5) or more cases** of our "**CALIFORNIA HOME BRAND**" Goods, as listed below, and if upon arrival you do not find these goods **the best value you have ever bought,** we will **accept any price YOU may name** for the goods.

"CALIFORNIA HOME" BRAND

Our New Olympic Bottle—10 oz., oblong, with spring fastener.

Sour Pickles (Mixed or Plain)	2 doz. to the case	$1.35 a doz.
Chow Chow Pickles	2 doz. to the case	1.35 a doz.
Sweet Pickles (Mixed or Plain)	2 doz to the case	1.75 a doz.
Genuine White Pearl Onions	2 doz. to the case	1.75 a doz.

We own and operate the **largest,** the **cleanest,** and the **most modernly equipped** Vinegar and Pickle Works in the West.

(Our Goods will Comply with the Pure Food Laws of Every State.)

Pacific Vinegar & Pickle Works

SAN FRANCISCO, CALIFORNIA

Kindly mention "*Grocers Advocate*" when replying to this ad.

Retail Grocers' Advocate

CALIFORNIA RETAIL GROCERS' AND MERCHANTS' ASSOCIATION — OFFICIAL PAPER — RETAIL GROCERS' ASSOCIATION

Vol. 10 — SAN FRANCISCO, CAL., JANUARY 27, 1905 — No. 4

Published Every Friday by
ADVOCATE PUBLISHING CO.
W. A. Krag.....President
Frank Connolly .....Vice-President
Aaron H. Powers, Secretary and Treas

Subscriptions:
One Year $2.00
Single Copies 10

PUBLICATION OFFICE:
456 MONTGOMERY STREET.
Rooms 413-414. - Tele. John 2601

Entered at the Postoffice at San Francisco as Second Class Matter.

Points to Watch

HIGHLAND BRAND EVAPORATED CREAM—
Reduced from $5.00 case to $4.10.

SALMON—
While moving slowly are going to attract attention shortly by reason of the prospective reduction of pack. Prices will do better.

SUGAR—
Continues its mysterious course by reason of the warring elements and no forecast of the future is of the least value; the card prices in our list are the nominal prevailing quotations.

DRIED PEACHES—
There is more concentration in hands of a few houses and prices will go higher.

WALNUTS—
Look out for lots that have been rejected and are now being offered at a low price.

OYSTERS—
Futures are firm and the outlook is for higher prices.

CODFISH—
Firm and have advanced in past week ½ cent.

LIMA BEANS—
Have a weakening tendency and any attempt to market any important shipments would lower prices. Other beans are firm.

NORWAY MACKEREL—
Bloaters, ones and twos on account of small catch are higher.

IRISH MACKEREL—
Irish holders are refusing to ship to the United States unless given an advance of $2 per pound. However, this stiff asking price does not in any way effect the market.

YACHT CREAM—
Has been reduced 35 cents, formerly selling at $3.60, now at $3.25.

PROVISIONS—
It is predicted that lard is liable to advance any moment. Bottom prices have been reached in everything in the provision line.

CANDY—
The prevailing high prices in raw materials have caused the manufacturing confectioners to advance their prices from 1 to 3 cents.

See page 18 column 40 for P. J. Rathjen's advertisement.

The "Ghosts" will be staged at the Alcazar Thursday February 9th instead of the 2nd.

ABOUT FLOUR PROFIT.

Review of the Situation and Some of the Influences That Affect It.

By J. F. Paulding, Secretary Pacific Coast Retail Grocers' Association.

Our office is hearing every day that more grocers are interesting themselves in the matter of securing fair profits on flour.

The Globe Milling Co. reports numerous accessions to their list of customers who appreciate the fact that through their efforts the retail selling price of certain brands of flour is guaranteed so that the man who puts his money into Globe flour knows that he will receive good returns from the investment.

The Globe Mills offer the trade three brands of flour. Their "A1," to be sold at $1.40 per sack, which is a mixture of Eastern and California wheat and therefore of better quality than the average standard flour; the "Banquet" flour, to be sold at $1.35, which is the same grade as the average standard flour; and the "Silver Star," to sell at $1.25 in order to meet the demands of the trade which wants to buy a cheap flour and will be satisfied with an inferior quality.

The Standard Flour Co. offers the trade its "Summit Snow" flour, which must be retailed at $1.35 per sack. We are informed that this is a Stockton flour of the same quality as the other standard California brands.

Grocers Must Act.

We once more would call the attention of the grocers of the Pacific Coast to the fact that the only way they can show the other mills of the State that they want a profit on their flour is by showing them that they are willing to give support, as far as they are able, to the mills who refuse to allow their goods to be cut. For these reasons, as well as because they can secure a fair profit by handling the flours mentioned above, we would urge the grocers to show preference to these goods and sell them whenever they can.

Mills Are Responsible.

The older mills of San Francisco are very largely responsible for the fact that the price of their flour is not being protected to-day.

They lay great stress on the fact that they sent out a "disinterested party" to interview the retail grocers as to their desire to have the price of flour protected. The writer knows that their salesmen circulated among the grocers trying to convince them that the movement was impossible of success and would result in loss for them. This was done previous to the time they sent out the independent party to investigate.

I want to say now that if these salesmen had expended the same amount of effort in convincing their trade that the mills would do every thing in their power to maintain a proper retail selling price on their flour that the entire grocery trade of the cities about San Francisco Bay, cutters and all, would now be securing a profit on flour instead of selling standard brands at too low a price.

Outside Grocers Can Help.

I wish also to urge those grocers in communities where the price of flour is protected to use their influence with the mills from whom they purchase their supplies. I would suggest that they ask the mills, either directly or through their travelers, to lend protection to the retail grocers of the Bay cities and let the mills know that they are interested in the movement.

The backing of disinterested parties will greatly strengthen our cause. It will hasten the day when these outside parties will be able to secure protection on other things than flour in which they would be helpless without the assistance of the retail grocers of the Bay cities.

Retail Grocers Interested.

One of the largest retail grocers of Berkeley told the writer that while he had turned in his third order for "A1" flour to the Globe Mills, he had not purchased any flour of the other mills in the last thirty days. He has a large stock of these flours on hand and this stock grows less very slowly since he makes it a point to push only the flours on which his competitors among the cutters cannot set the price for him.

While a few of the larger stores in San Francisco have not yet put in the flour of the Globe Mills, yet the majority of the large stores have done so and we are pleased to learn that it has resulted not only in profit for them but in satisfaction to their customers.

This week we print a letter from Whittier in which they express their appreciation of the action of the Globe Milling Co. in protecting the retail price of their standard brands and also condemning the action of the Sperry, Stockton Port Costa and American Mills.

The feeling of the retail grocers in other parts of Southern California is shown by the following article sent out by W. R. Baxter, secretary of the Southern California Grocers Association:

"Why the above mills will protect their flour in Los Angeles and refuse to help our northern brother grocers is a mystery.

"I can see no reason for them to take such a stand.

"We are not better than our northern brother grocers and we should use our influence with the above mills to have them name a retail price on their flour in San Francisco and also protect that price.

"Why a man of Mr. Sherwood's caliber should say that the retailers asking for a profit is a fad is ridiculous, to say the least.

Who did he authorize Mr. H. W. Peters, his manager for Southern California to sign up with our society per February 1 1904 to maintain the retail selling price on their flour if he considered it a fad? And why, if this be a mere fad do they go to every effort to have their listed retail price maintained in Southern California?"

We are glad to print herewith the names of those who know no fear as to the attacks that have been made upon us personally by the drummers for the various mills which have refused to grant the protection asked.

(Continued on Page 6.)

LEGISLATION.

State Grocers' Association Has Much Important Work on Its Hands.

State Secretary Paulding and Editor Powers went to Sacramento last week. Their visit revealed the fact that there was a great deal of work on hand for the merchants of California.

Several of the measures in which the retail grocers are interested have been introduced in both Houses. It was found that two dangerous measures had been presented which the grocers will have to oppose.

Both of these dangerous measures are bills introduced by Senator Wright of Santa Clara County.

Senate Bill No. 250 would make it impossible to attach any debtor unless the creditor could show fraud, intent to leave the State, or some other wrongful act or intention on the part of the debtor.

Senate Bill No. 276 would make it impossible to bring attachment for any sum less than $25.

Mr. Paulding has written the various grocers' associations throughout the State informing them of the danger in these bills and advising them to write their representatives in both Senate and Assembly showing the evil effects that would follow if these bills became law.

The Anti-Trading Stamp Bill.

The fact that the Constitution of California makes gift schemes, as well as lotteries illegal is the basis upon which the attorneys for the State Grocers' Association and several other organizations of retail merchants of the State expect the Kemp Anti Premium and Anti-Trading Stamp bill to stand as a successful bar against this kind of graft.

This phrase in our State Constitution will enable our State Legislature to give the merchants of California protection that is not possible in other less favored States.

Every merchant in California is interested in any manufacturer makes him a present or premium scheme. By the scheme the merchant is really compelled to lottery chances, since he is forced to sell with his goods, prior to receipt, the chances that may or may not be fulfilled of getting some article other than that which the customer ordered to buy.

The Statute of Limitations.

Most of the lawyers in the Legislature to whom I have mentioned the Statute of Limitations, some of them state very generously that if the merchant cannot collect a bill in two years he should "charge it off his books."

The fact that the founders of twenty of the most important States in the Union, including Massachusetts, Pennsylvania and New York, have felt it was unwise for an open account to outlive in less than six years and that in Illinois and four other States the limit was placed at five years is proof positive that the lawyers who are responsible for the limit being only two years in Cali-

fornia, West Virginia, Florida and Texas have not acted wisely.

The further fact that practically the entire merchant class of California want the Statute of Limitations on open accounts extended and that the only people who oppose it are the lawyers, makes another fact very notable. This is that unless the merchant brings suit on an account before it is two years old, he must give up all hopes of collection. It is hard to believe that the lawyers would be willing to force this condition of affairs upon the retail merchant class for the sake of additional fees that are secured to them and the **Advocate** thinks that the bare fact that the law as it stands to-day tends to increase litigation is the very best argument for the necessity of a change.

In another column we give to our readers reasons why the State Grocers' Association measures now before the Legislature should be supported. We also explain why the Wright bills, Nos. 250 and 276 should be opposed.

We would urge our readers to write any representative in Senate or Assembly they may know in regard to these measures.

The members of the Legislature want to do what their constituents want. It is the duty of these constituents to let their representatives understand what their requirements are.

Should they write, they can be sure of having their needs satisfied. At the same time, their representatives would not be at fault should they refuse to assist in legislation in which they have no personal knowledge that their constituents are interested.

ARGUMENTS ON LAWS.

Reasons for the Passage of Measures Desired by the Retail Merchants.

NOTE.—We would ask that you read the arguments we present carefully and then state your ideas in your own words in a letter to your Legislative representative.

Senator Keane's Anti-Premium and Anti-Trading Stamp Bill, No. 344—This measure is to do away with trading stamps and other gift schemes. These schemes are undesirable for the following reasons:

1. By adding to the expense of selling goods, they make these goods cost more for the consumer. The consumer while buying mush, flour, etc., is made to pay for a mere chance of getting rocking chairs, etc., by clever schemers who bunco them into thinking they are getting something for nothing. This introduces an *element of chance* into legitimate trade—something that honest dealers cannot afford to participate in.

2. These schemes are forced on the retail merchants by methods very much like blackmail.

3. No good comes of these schemes. The amount of business done is not increased, the distribution is merely diverted from one store to another. They merely result in allowing a few clever grafters to levy toll on the entire population, both merchants and consumers.

Senator Muenter's Statute of Limitation, Bills Nos. 63, 71, 75 and 78—One of these provides that contracts not in writing(open accounts, etc.) shall not outlaw for four years instead of two years, as at present. The present law is undesirable and unfair for the following reasons:

1. It encourages litigation since the merchant must bring suit inside of twenty-four months after a transaction has taken place unless he wishes to jeopardize his chances of collecting anything on the account.

2. Not one of the *large financial centers* of the U. S.considers two years adequate for the life of an open account. Only in Texas, West Virginia and Florida do open accounts outlaw in two years.

In *all* the large financial centers the time of litigation is placed at six years, except Illinois, which makes it five years. The fact that in such States as Connecticut, Massachusetts, New York, Ohio and Pennsylvania and fifteen other States, open accounts do not outlaw for six years, is an unanswerable PRACTICAL argument against those LEGAL theorists in California who think two years is sufficient.

The lawyers in the Legislature say that if an open account cannot be collected in two years it cannot be collected in four years, and the merchant might as well strike it off his books. Please tell your representatives whether this is true or not. The practical business men in this and every other State will give forceful evidence as to the lack of the practicability of this theory of the lawyers.

The fact that the merchants of California have come back, year after year, to ask for this change is the best evidence of the actual necessity of it. The merchants face a condition. They are opposed by a theory which is contrary to the logical conclusions of the financiers of all the larger and older States. We think this shows that the greatest amount of evidence is in favor of the merchants.

Muenter's bill No. 56, *making the separate property of the wife responsible with that of the husband for the bills for the necessaries of life*—This measure does not make the wife responsible for the husband's private debts or his business debts. Therefore, her property will not be placed in jeopardy through his bad judgment. It merely makes the wife's separate property responsible for the food she and the children eat, the clothes they wear and the various other necessities they enjoy. The law as it stands today is a great incentive to fraud. The law we ask is based on a similar measure now on the Statute Books in the State of Illinois. The laws of California already hedge around the debtor with so many protections of things exempt from attachment that the law which we ask for would not jeopardize the interests of the honest family. At the same time, it would do much towards preventing dishonest people from employing the Statutes in order to defraud their creditors legally.

Bills for the necessaries of life should be in a class by themselves, since there are times when a man MUST HAVE CREDIT for food, etc., for himself and family and the merchant that MUST GIVE THIS CREDIT should have any conservative and fair protection in the power of the Legislature.

LAWS TO BE OPPOSED.

In writing your Legislative representatives we would urge that you ask them to oppose the following measures.

Senator Wright's Bill, No. 250—This bill provides that before an attachment can be brought, the creditor must prove that the debtor intends to defraud him in some way by leaving the State, transferring his property, etc. It practically takes away all chance of collection by attachment except where fraud can be proved and would work a serious injustice to retail merchants and do no good to honest debtors.

Senator Wright's Bill, No. 276—This measure provides that no attachment can be issued on accounts of indebtedness for less than $25. It would put a premium upon dishonesty since parties who contracted bills to the extent of $20 or so could refuse to pay and the merchant would have no recourse. We understand that it is favored by the big corporations who do not like to be annoyed by processes made necessary by employes who try to beat their creditors. We deem it unwise to sacrifice the welfare of the retail merchants' body of the State to serve the purpoess of a few big corporations.

BE READY.

Be ready to adopt new ideas. We progress only through change. It is just as unreasonable to stick to old ways merely because you are used to them, as it would be to refuse to ride in an elevator merely because you have been accustomed to walk laboriously up stairs.

WILL LEND ASSISTANCE.

Dinuba, Cal., Dec. 9, 1904.
Grocers' Advocate, San Francisco, Cal.

Gentlemen—Enclosed please find check for $2 to pay our subscription to your paper.

We believe the laws advocated by the **Grocers' Advocate** are very desirable for the retail grocers and we will lend our assistance to have them passed.

Yous respectfully,
D. Dickey & Son.

Absolutely Pure

Beverages

Made from "Crystal Distilled Water"

UTOPIA GINGER ALE

CRYSTAL ORANGE CIDER

JU-LIM-PE Made from the Juice of Limes and Pepsin

Keep in All Climates

Used by the Army and Navy and The Australian and other Trans-Pacific Ocean Steamers

Recommended by Physicians of Highest Standing

Liberal Profits for the Retail Dealer

Special Inducements for Large Stores to Act as Special Representatives

Pure Water Company

P. O. Address:
Golden Gate, Oakland, Cal.

BUYING FUTURES.

Seattle Grocers Mark the Specialty Man for Disapproval.

In a circular to the members of the Seattle Retail Grocers' Association, Secretary J. J. Higgins says:

"While your inventory is fresh in your mind, we want to remind you that much of your dead stock is the result of the specialty salesman. When he calls again politely turn a deaf ear to his pleadings for an order."

Then Mr. Higgins adds:

"There should be a relentless war waged by all wholesalers, retailers and trade papers and asociations against future buying and special deals. It is a form of speculation that is seriously handicapping the retail trade and it has in the past driven and now threatens to drive many retailers throughout the country into failure and bankruptcy.

"Many merchants who ought to be free from debts and with a good balance in the bank are sitting up nights worrying over the problem of how to get money to meet their just bills as a result of this kind of injudicious buying.

"Just what good reason can be produced for urging retailers to overbuy in a city like Seattle where all kinds of goods carried in a retail store can be purchased and delivered within a half day's time, I have yet to learn, and instead of the nuisance abating it is growing.

"A retailer told me a few days ago that even the pickle factories were now taking orders for futures in their line.

"Instead of the manufacturers and wholesalers carrying these goods in stock as they did a few years ago, they are now forcing the retailer to bear this burden.

"If this feature continues, it would seem as though the necessity for the wholesaler had passed and their services could easily be dispensed with.

"These abuses have grown to such proportions in some parts of the country that grocers have been forced to form buying clubs and buy their goods in quantities and place them in warehouses owned and controlled by the retailers. A continuation of the system of future buying and special deals will force retailers all over the country to adopt this expedient.

"No retail grocer can meet his bills promptly if he is coaxed or wheeled into putting all his capital into idle stock, the greater portion of which is sure to depreciate in value before it is disposed of, and which should be carried for him by the wholesaler. No merchant can make progress under a load of bills which keeps him down.

An Enemy Rather Than Friend.

"The salesman or house which urges any merchant to overbuy is an enemy rather than a friend.

"It is true that all the trouble does not lay at the door of the manufacturers, wholesalers, salesmen and specialty men.

"Many grocers like to talk big and tell of the big business they are doing. In order to carry out their boast, they want to be considered heavy buyers or plungers, so to speak. The salesmen knowing these men's weakness (for salesmen are good judges of human nature) realize that if they don't load them some other salesmen will. Then the specialty men come along and load them up with their lines. Should the specialty man be a stranger, he is sure to get a tip on the buyer's weakness from the regular salesmen, who invariably accompanies the specialty man.

"These specialty men have a great gift of gab, and the tenacity of a bulldog qualities that get and hold their jobs for them, and that seldom fail to pull an order. The average grocer is an easy mark for the specialty man and he only wakes up to his mistake months afterwards when he is taking note of the dead stock on his shelves.

"But unfortunately the trouble is not confined to the indiscreet buyer. If it were we would consider it a just punishment for his folly.

"The result of at least four-fifths of the future buying and special deals is that the retail price of the goods thus sold is cut to less than cost when the expense of doing business is added.

"Snider's catsup in pints is being sold at 15 and 16 cents a bottle, Gold Dust at 15 and 18 cents a package, and Royal Baking Powder at 35 cents a pound. Tomatoes that cost 85 cents a dozen are sold at 70 cents, and corn that costs $1.10 a dozen at $1. Add the cost of doing business which is 15 per cent, and a net loss of 25 per cent is the effect of cut prices on these staples.

"These are only a few of the articles that are being slaughtered as the result of future buying and special deals. Others are raisins, currants, dried fruits, soda, soap, nuts, Pioneer cream, breakfast foods etc., etc. The retail prices are demoralized on all these articles as a result and no retailer is assured of a fair margin on his investments.

Refuse to Handle Them.

"If all the interest a manufacturer has in his goods is to see how many of them he can put on the market through the instrumentality of the grocer as a free distributing agency regardless of whether the grocer gets pay for that service, then we consider it the bounden duty of the grocer in justice to himself to refuse to handle the products of that manufacturer and to 'knock' them whenever occasion presents itself.

"We firmly believe that if retailers would adopt such a course, it would shift to the manufacturer the burden of maintaining fair retail prices, and that is where the burden properly belongs.

"The up-to-date merchant is getting wise and will no longer patiently put up with these abuses. Manufacturers and wholesalers who hope to retain the patronage and friendship of these merchants must help to eradicate these evils.

"The trade papers will do the same.

"Then let the national and local associations take up the cudgel and fight together and the trouble will be remedied. It is up to these allied interests to speak in such a straightforward and positive manner that they cannot be misunderstood."

J. J. Higgins, Secty.

The following resolution has been sent out by the Seattle grocers

To the State and National Association:

Whereas, the legitimate end for which future buying and special deals were devised, namely, to give an increased profit to such merchants as were able to avail themselves of them, is being constantly perverted in such a manner as to work a great hardship on retailers generally because the prices on all such articles are usually cut to the cost of the special price, thus not only depriving those who are able to buy in such quantities of a fair margin on their investment, but actually causing a loss to them and to the trade generally, therefore be it

Resolved, That the members of this association are in favor of the entire withdrawal of all such forms of buying unless they are so safeguarded by proper agreement that a legitimate margin on the investment is assured to the extent at least of a uniform retail price maintained by the manufacturer; and further be it

Resolved, That the secretary be instructed to ask the aid of the State and National Association to remedy the existing evil and to notify all interested manufacturers of such goods as are being cut before the execution of any policy that may prove detrimental to their interests.

Seattle Retail Grocers' Assn.,
By J. J. Higgins, Secy.

A MATTER OF HEALTH

ROYAL



BAKING POWDER

Absolutely Pure

HAS NO SUBSTITUTE

All Grocers should carry a full stock of Royal Baking Powder. It always gives the Greatest Satisfaction to customers, and in the end yields the larger profit to the Grocer.

AN ARTICLE OF QUALITY.

There is hardly a city or town that the wise grocer is free from the wiles of the salesman or drummer as he is often known. Many grocers believe they are too busy to listen to the arguments of the salesmen who call to push their goods. We believe that it is a mistake for even the busiest grocer to act thus. It is the duty of the jobber's salesman to know his business and the business getting [illegible] to sell him everything [illegible] to be [illegible] with. Any business [illegible] belonging to [illegible] an article that is old enough [illegible] established a reputation as [illegible] Wedding Breakfast [illegible] most surely have many of the [illegible] could not be drawing every [illegible] of quality in order to [illegible] his goods.

THE SWELL SET



devote as much time and attention to relishes as to the entrees, the roast, the dessert, etc.





They must have the best, —



Hence they

SERVE

PIM-OLAS,

BABY PIM-OLAS,

"WHITE LABEL" QUEEN OLIVES

AND

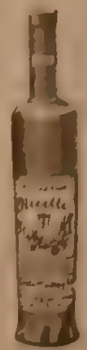
"WHITE LABEL" MANZANILLO OLIVES

All these products are packed by

The Seville Packing Co.

Exclusivists in Olives and Olive Products

NEW YORK CITY.



We request permission to ship you a trial order, the same to include . . .

Nicelle Olive Oil

which the United States Bureau of Chemistry, Department of Agriculture says is the Purest and Finest now on sale in this country.

SPOHN-PATRICK COMP'Y

Pacific Coast Agents

16-22 Front St., San Francisco, Cal.

Branch Houses:

Los Angeles Portland Seattle
Denver Salt Lake City

NO ROYAL ROAD.

Some Thoughts as to the Elements That Help Make Success.

In previous articles we have pointed out the necessity for system, for care in selecting goods, for satisfactory service and attractive stores.

There is one great law that stands above all these and, to a certain extent includes them.

It can be expressed by one word: WORK.

There is no "royal road" to success. "Organization" helps reach it. Handsome windows and a well-kept store help reach it. Other things are of great assistance. But all these depend on properly directed effort.

The grocer must work.

He must work hard.

It is not enough that his hands be kept busy. From 7 in the morning till 11 at night of mere bodily toil sometimes results in failure. While his hands must be busy, it is even more important that his head must work, too.

How the Head Counts.

If the dealer is selling goods without a profit merely because they are advertised largely, he isnt using his head.

If he has similar goods available of better quality, or even equal quality, on which he can get a profit, and he does not introduce them to his trade, he is not using his head. He is especially at fault if he is able to "money back" these goods to his customers.

When he works in this way without using his head, the more work he does with his hands, the more goods he sells, the greater amount will he lose.

Is it Right or Fair?

When a manufacturer spends the surplus profits in advertising his goods so effectively that he forces their sale over the goods of competitors, we admire his energy and cleverness.

When he fails to protect the retail selling price and allows it to be hammered down by the cutters until there is no profit left for the dealer, then every dollar he spends for advertising is a detriment to the retailer. All his advertising money is taken from the dealer's pocket and is used against him to force him to do business at a loss or abandon his customers to his competitors should he refuse to meet their competition.

Is It Cleverness?

This may be clever on the part of the manufacturer.

If the retailers help the manufacturer in his efforts to work their ruin, it is anything but clever on their part, however.

If they use their heads and refuse to be used as tools by these unscrupulous manufacturers—which they can do by intelligent co-operation—then this apparent "cleverness" of the manufacturer will be found to be "stupidity," for the manufacturer will find that his methods have been turned against himself and will destroy his business.

Where Protection is Accorded.

There are some manufacturers who do not believe in the kind of "cleverness" that includes in its results the getting of service from the retailing grocer without pay.

They have a "cleverness' that recognizes the necessity of paying for services rendered. Their "cleverness" teaches them that **permanent success** depends upon right dealing both with the consumer and with the distributer. They put quality in their goods so that the consumer will always get his money's worth. They insist that every dealer shall secure sufficient margin so that other competing distributors can be sure of a fair return if they invest their money in purchasing the goods and their time and brains in making them popular with their trade.

The most marked example of such goods and of this policy on the Pacific Coast are found in "Shilling's Best." For years the firm of A. Shilling & Co. has spent time and money seeking to impress upon the grocers the necessity of looking out for their own interests by lending aid to firms that propose to pay for their assistance.

The Pacific Coast Grocers' Association was created to help make retailers understand that the manufacturer who fixed and maintained a fair retail selling price on his goods is the dealer's true friend. The manufacturer who forces the dealer into frenzied cutting by unfair discriminations, circus-like advertising and co-operation with cutters may say he is leaving the retail dealer to sell his goods as he pleases. This is a misstatement.

Such manufacturers merely hand the dealer to the untender mercies of the cutters who force him to sell at the prices they fix. This is the worst kind of slavery.

The **Advocate** would like to see the Schilling policy adopted by more manufacturers. There would then be fewer failures among retail grocers.

DIVIDING PROFITS ON FLOUR.

C. A. Hutton & Co. No. 606 Merchants' Exchange, distributors of the Standard Milling Co.'s "Summit Snow" flour, have embarked upon a plan by which the grocer becomes a shareholder and a profit taker on all flour sold. C. A. Hutton & Co. issue to every grocer profit-sharing certificates on all flour purchased, based of course upon the amount purchased; thus each purchaser receives his percentage of profit under the terms of such certificates, on all flour he may sell, likewise on all flour other grocers may sell of this same brand. In other words, it becomes a mutual profit sharing proposition between all grocers handling the flour.

Further this company have listed their flour with the association and agrees to maintain prices, which entitles them to the appreciation of all retailers and enables dealers to sell "Summit Snow" flour at a good legitimate profit.

CANDY CONFECTIONERS.

At a Recent Meeting It Was Decided To Raise the Prices.

The Grand Hotel one day last week was the scene of a largely attended meeting of all the large manufacturing confectioners of San Francisco and Los Angeles who had assembled there for the purpose of devising ways and means to increase the price of candies.

After the meeting had been called to order a resolution was introduced by one of the most prominent members calling attention to the fact that owing to the prevailing high prices of raw material that it was unwise to continue under the old scale of prices.

The resolution was thoroughly discussed before it was finally adopted. By the passage of the same the price of candy is higher. The Advocate's price list has the new quotations.

"The price of candy has been too low for the last year, and everyone connected with the business has sold on very small margins," remarked a manufacturer.

While this fact has been staring the manufacturers in the face, they kept away from an increase until the proposition forced itself upon them to advance in order to permit of legitimate profits.

ABOUT FLOUR PROFITS.

(Continued from Page 3.)

from them by the retail grocers. Mr. Baxter, speaking for the grocers of Southern California, says:

Paulding Attacked.

"Because J. F. Paulding has fought a good fight in the interests of the manufacturers who have co-operated with the association workers in maintaining prices, his integrity has been questioned by those whom he has attacked.

"There is nothing wonderful about this. It is human nature.

"The claim is pushed forward that because Mr. Paulding has advocated the sale of the product of the one mill whose goods are on the protected list, this mill has subsidized him and that for a specified sum he is pushing their line.

"Such childish claims are hardly worthy of answer.

"Those who know Mr. Paulding's integrity and worth do not for a moment place dependence upon these accusations."

Much to Be Gained.

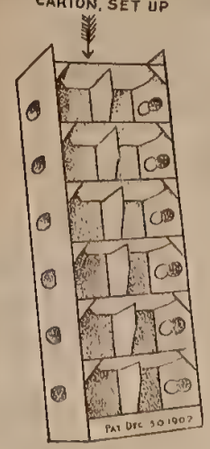
In conclusion I wish to call the attention of the retail grocery trade to the fact that they have everything to gain by pushing the sale of flours the price of which is protected, and nothing to lose. When they convince the California mills that it will pay them to protect the price of their flours in the Bay Cities, they will have convinced them that it will pay them to protect their flours in other cities of the Pacific Coast.

They will have done more.

They will have convinced other manufacturers that the active co-operation of the retail grocery trade of the State is of sufficient value to warrant their making a strong effort to secure their friendly and active support, even at the cost of the possible, though not necessary, antagonism of a few cutters.

J. F. Paulding, Secretary.

CARTON, SET UP



One Store Increases Its Net Profit on Eggs $10.00 A Month.

This was actually done in two months time by the aid of these Ferguson Egg Cartons.

You've no right to say that it can't be done until you've tried it, especially as you don't know the plan.

Write to us and we'll tell you about it, and also send you samples and a circular setting forth its advantages.

BLACK & FERGUSON,
Patentees,
San Jose, California.

WEMPE BROS.,
Sales Agents Central California,
127 Mission St., San Francisco

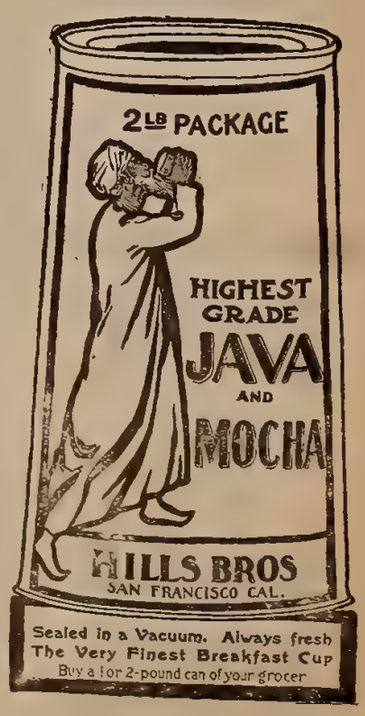
THIS IS THE TIN

NO STALE PACKAGE COFFEE ON YOUR SHELF

FRESH WHEN BOUGHT

FRESH WHEN SOLD

FRESH AND SMOOTH WHEN YOU DRINK IT



Sealed in a Vacuum. Always fresh
The Very Finest Breakfast Cup
Buy a 1or 2-pound can of your grocer

California Retail
GROCERS' AND MERCHANTS'
Association.

Officers and Directors.

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2d, George B. Doyle.....San Francisco
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A. Weil ..... Modesto

456 Montgomery St. Rooms 413-414
San Francisco, Cal.

Articles That Are Protected.

The following is a list of the articles, the price of which the manufacturer has bound himself to maintain. The prices quoted are those bel[ow] which the articles named must not [be] sold in San Francisco and vicinity. A higher price will be maintained [where] freight rates require it and the [grocer] unite in agreeing to support [the] manufacturers who maintain [these] prices.

Baking Powder.
Schilling's, 1-lb. 45c
Schilling's, ½-lb. 25c
Schilling's, ¼-lb. 15c
Rumford, 1-lb. 30c
Rumford, ½-lb. 15c
Rumford, 3-lb. 75c
Rumford, 5-lb. $1.25

Grape Nu[ts] .....2 for 25c
Nutty [Grain] 25c
Nutty [Grain] 15c
Ralston Breakfast Food 15
Shre[dded] , 15c, 2 for 25c
Tri[scuit] 15c

[Sau]ces.
[Tom]ato pts.....15c
[Tom]ato s. 25c
[Wor]cestershire 15c
Bish[op] 25c
Bishops Sauce, ½ pts.....15c

Cereals.
Cream Flaked Oats, 15c, 2 for.....25c
3-H. Mush 10c
Semola, 4-lb. 25c
Semola, 2-lb. 15c

Cereal Coffee.
Fig Prune Cereal 25c
Postum Cereal, large 25c
Postum Cereal, small 15c

Cocoa and Chocolate.
Lowney's Cocoa, ½-lb. 25c
Lowney's Ground Chocolate, 1-lb..30c

Coffee.
Ponce De Leon, per lb.. .....40c
Golden Gate 1-lb. tins..... 40c

Crackers.
Bishops' Princess Sodas, 1 lb.....10c
Bishops' Princess Sodas, 2 lbs 25c

Creams.
Carnation ..... 1 can, $ .10
Carnation ..... 6 cans, .55
Carnation .....12 cans, 1.10

Flour.
Globe Grain and Milling Co.
"A1" Flour, 50-lb. sacks.....$1.40
"Banquet" Flour 1.35
"Silver Star" Flour 1.25
Del Monte Milling Co.
"Del Monte" Flour, 50-lb. sack..$1.35

LYE.
Red Seal (per dozen 1.10), can..10c

Meals.
Peacock Buckwheat Flour, 3½-lb .25c
Peacock Buckwheat Flour, 3-lb....20c
Peacock Buckwheat Flour, 1½-lb .15c
Cal. Flapjack Flour, 2-lb.....15c

Peanut Butter.
Heron's Peanut Butter 25c

Salt.
Shaker Salt, per pkg..... 10c
Leslie Round Caddies, 2-lb.. . 10c
Leslie Cartons, 2-lb..... .10c
Leslie Cartons, 3-lb. 15c
Leslie Cartons, 5-lb. 20c
Leslie Pockets, 3-lb. 5c
Leslie Pockets, 5-lb. ..... .10c
Leslie Pockets, 10-lb. 15c

Soap.
Sapollo, 10c, 3 for.....25c
Miller's Naptha soap..... 5c
Life buoy ..... .05
Sunlight ..... .05
Monkey ..... .05

We would urgently request grocers to notify us promptly of any instances where the above prices are not being maintained

Pacific Coast Retail Grocers' Ass'n,
J. F. PAULDING, Secretary.
456 Montgomery St. Rooms 413-414
San Francisco, Cal.

"THE SPICE MILL."

The January number of the Spice Mill has just been received clothed in a bright new cover and contains more pages and better pages than usual. The selections and editorial matter are excellent. The Spice Mill Publishing Co. of New York are the publishers.

UNITED STORES AT NATIONAL CAPITAL.

One Now in Operation and Four More to Be Opened in the Near Future.

WASHINGTON, D. C. The United Cigar Stores Co. is striving to establish itself in Washington, the opening having been made on Christmas eve, says **Tobacco.**

Local dealers do not appear to view the enterprise with any degree of apprehension, and have contented themselves with quietly investigating the new store themselves or through their expert help. It is understood that the United Company has planned to ultimately locate five retail stores in Washington, the other four to be placed immediately in the locations where the largest demands for goods at retail prevails.

The success of the venture may be regarded as somewhat conjectural. Washington is a peculiar city so far as the retail cigar trade is concerned, and there is much more of the social and friendly feeling entwined in the business than is the case in the larger commercial centers. In Washington a man buys his cigars and tobacco from persons who have been long in the business and whose places of business have become meeting places for friends who have other matters to attend to beside the mere purchase of smokes. For instance in one popular dealer's store all the business of several beneficial associations is transacted and accommodations are furnished for that purpose. In other establishments there are reading and smoking rooms attached to the store proper and such places have all the advantages of a quiet club for the customers. Whether the United Cigar Stores Co. will ever be able to seriously break in upon these old and well-established concerns is a matter of some doubt.

COMPLAINT DEPARTMENT.

Grocers are invited to send to this office complaints of abuses that they suffer from. We will see that the matter is referred to the proper sources for correction. Among the abuses to be considered are:

1. Cutting of listed goods.
2. Selling to consumers by jobbers, c.
3. Short weights and short measures.
4. Any abuse which united effort might abate.

ADDRESS
RETAIL GROCERS' ADVOCATE
456 Montgomery St. Rooms 413-414.
San Francisco, Cal.

DAN O'CALLAGHAN & CO.

REAL ESTATE
AND
INSURANCE
BROKERS

City Agents
Liverpool & London & Globe Ins. Co.

Telephone, Main 5238

412 Pine Street, San Francisco
(Nevada Bank Building)

(Mr. O'Callaghan was for many years a member of the firm of O'Callaghan, Nelson & Co.)

PACIFIC STORE AND OFFICE FIXTURE CO. INC.
TEL. BLUE 2571
F. A. OEHM, Pres.

Store Fixtures

DESIGNERS AND MANUFACTURERS OF
STORE, OFFICE AND BAR FIXTURES
3253-3259 SIXTEENTH ST.
San Francisco

Best in the World.

United States Judge Wm. H. Hunt temporarily presiding in Judge W. W. Morrow's Court states in the San Francisco Chronicle of December 5th, 1904:

"In my judgment the COFFEE of PORTO RICO is equal to the BEST IN THE WORLD."

WE CONCUR

You will surely Please Your Trade with

CREAM OF MOCA

(From Private Estate of **BARRIO DE MOCA,** Porto Rico. Sold only in 1-lb. packages. Retails at 35c per pound.)

PONCE DE LEON

(The **choicest selection** from the choicest of Porto Rico Coffees—in other words, the best of the "Best in the World.")

FREE - A pound sample package of **Cream of Moca** or of our celebrated **PONCE DE LEON** Coffee sent free to any Retailer on receipt of card.

The Porto Rico Company
587-589 Howard St., San Francisco, Cal.

News of the Coast.

Monrovia—

G. W. Black has moved his grocery store into the room vacated by the Monrovia Hardware Company.

Redlands—

Cazel Brothers, proprietors of the North Side Grocery, report business good.

A deal affecting two of the prominent grocery establishments of Redlands was closed last Saturday, by which Robert G. Morrill disposes of his stock and fixtures to J. J. Suess of the Star Grocery The removal of goods and fittings is to be made at once and business at the Morrill grocery will then be discontinued.

Pomona—

Ed E. Sweet and Guilford Short have dissolved partnership, so have Marion J. Fontaine and Rudolph Janseen. Mr. Janseen will continue the grocery business at the old stand, Second and Ellen. W. H. Truitt, recently of St. Louis, has purchased the grocery store of W. D. Henderson on West Second street, and will conduct the business on a strictly cash basis. Mr. Truitt recently purchased a handsome cottage at 709 North Gordon.

Pasadena—

P. W. Pyle has purchased the Ridgway grocery at the corner of Fair Oaks avenue and Lincoln.

Sawtelle—

The grocery firm of Ryerson Brothers on North Fourth street are selling out their stock of goods, preparatory to leaving for Portland, Oregon.

Eureka—

Dennis Barry will move his goods into the Olmstead Building, which he has leased for six years.

Los Angeles—

F. M. Nickell has formed a partnership with G. R. Rubsch under the firm name of F. M. Nickel & Co., and have fitted up a grocery store at the corner of Griffin and Downey.

J. A. Smeltzer is a newcomer to the East Side from Ohio. He has purchased the Smith grocery store at the corner of Albion street and Avenue 19.

West Anaheim—

It is reported on good authrity that the J. R. Newberry Co. of Los Angeles will soon establish branch grocery stores in West Anaheim, Fullerton, Garden Grove, Santa Ana, Bolsa and Westminster, and will also purchase produce in large quantities.

WASHINGTON.

F. M. Turner reported sold out his interest in the Bowman & Turner grocery at La Crosse.

Fire at Wilkeson last week partially destroyed Medak & Setka's grocery store.

Clerks in the retail store at Colfax recently circulated a petition asking proprietors to close the stores at 6 p. m. All the merchants signed and the agreement is now in effect.

Lane Bros., Seattle grocers and hardware dealers, have sold hardware stock to I. Waldon.

C. E. Boatner has purchased C. Henning's interest in the Washington Grocery Co., Spokane.

V. N. Murphy has bought Neal & Kepl's grocery and meat market at Spokane.

OREGON.

Albany—

W. R. Birks has bought Mr. Reed's interest in Walker & Reed, groceries and meats.

Gresham—

F. Stoker is opening a grocery store.

VOICE FROM THE NORTH.

Washington Trade Journal Advises California Grocers to Handle Globe Flour.

The **New West Trade** of Tacoma, in an article on the flour situation in California, says:

"San Francisco **Retail Grocers Advocate,** in a recent issue, notes that four flour mills, doing business in and around the California metropolis, have refused to accede to the demands of the retail grocers for a uniform card price on flour, and that only one mill—that of the Globe Grain & Milling Company—has decided to protect the trade from price cutters.

"There is only one way in which the two thousand, more or less, retail grocers of San Francisco can show their disapproval of the former and their disapproval of the latter, and that is, by pushing the sale of the goods of that manufacturer who sands by them and selling no more of the products of the others than is absolutely necessary.

"United action along this line by all those grocers constituting a very large majority, who believe that the cutting of the price of a staple such as flour below cost, or even below a fair legitimate margin of profit, is detrimental to every individual grocer, will convince those four mills that the grocers are in earnest and will bring about better conditions."

Note—The following are the flours now listed with Secretary Paulding:

Globe Grain & Milling Co.

"Al," per sack	$1.40
"Banquet," per sack	1.35
"Silver Star" per sack	1.25

Standard Flour Company.

"Sumn it Snow," per sack	$1.35

The following mills refuse to agree to use their efforts to prevent cutters from selling their standard brands at a price below what the retail grocers can sell at and make a living profit:

Sperry Milling Co.
Stockton Milling Co.
Port Costa Milling Co.
Del Monte Milling Co.
American Milling Co.

PRAISE FROM THE SOUTH.

San Diego, Cal., Jan. 18, 1905.

Aaron H. Powers, Esq., 456 Montgomery St., San Francisco, Cal.

Friend Powers—I have received and just finished examining your New Year's edition of the **Retail Grocers' Advocate,** and while to some extent I am familiar with your progress, I certainly was not prepared to realize the full extent of the accomplishment made by yourself and your associates.

Every progressive and up-to-date grocer should and will have your **Advocate** on his desk, and put in his spare time consulting it, and will as a consequence have money to lend while the old fashioned retailer, who depends solely upon his personal experience, will have passed into bankruptcy.

If Paulding shall be as successful with the Pacific Coast Retail Grocers' Association as you and your associates have been with the **Advocate,** old things wil have passed away and the Pacific Coast retail grocer will be a prosperous, independent and happy citizen.

With an earnest hope that you will succeed in the future as in the past, I am. Yours as ever,

A. D. Jordan,
Sec'y Retail Dealers' Association of San Diego, Calif.

GET THE 25c
PER CASE REBATE

OFFERED TO ALL MERCHANTS WHO BUY



Carnation Cream



NOW

Write *immediately* to

SPOHN - PATRICK COMPANY
16-18-20-22 Front Street, San Francisco

for **SPECIAL REBATE CONTRACT BLANK** and full particulars, or your JOBBER will supply you.

Spohn - Patrick Company
SOLE AGENTS
California, Nevada, Utah, Colorado, Arizona and New Mexico

Ask our Salesmen about it, or write for Descriptive Circular and Price List.

THE KEYSTONE STEEL MAT

The **ONLY** Mat that is satisfactory for **ALL** purposes. Lays perfectly flat on the floor. Never rusts, warps or breaks. Is reversible. May be rolled up like an ordinary piece of matting. Will last a lifetime. The genuine



THE IDEAL BAR MAT

KEYSTONE Steel Mat

has been placed in several thousand public buildings on this Coast. It is used in the street cars of the leading railroads and on the war ships of the United States Navy. We have references galore. For further particulars address the Pacific Coast Agents,

SPOHN-PATRICK COMPANY 16-18-20-22 Front Street, SAN FRANCISCO



NOTICE

GROCERS who wish to handle Reliable

Beeswax Candles

for Candlemas, will please call and get a supply. In addition to our First Quality Beeswax Candles at 35 cents, I have a very superior Hand-made Beeswax Candle, 4's, at 27½ cents per pound, and a Moulded Wax Candle, 4's, at 22½ cents per pound.

Candles unsold after February 2nd may be returned.

JOHN A. LENNON
Wholesale Grocer
315 & 317 Clay Street, S. F.

California's Choicest Food Products

GRIFFIN EXTRAS



SOUPS

Mock Turtle Tomato, Cream of Celery, Vegetable, Tomato Okra, Mullagatawny, Chicken Gumbo, Consomme, Puree of Lentil, Clam Chowder, Beef, Cream of Asparagus, Puree of Pea, Oxtail Bouillon, Chicken, Julienne, Puree of Bean.

Each tin makes a quart of soup by adding 1½ pints of water.

Send us your order and mention your Jobber's name.

Spohn - Patrick Company
Sales Agents
16-22 Front St., San Francisco

Bond System
OF
Retailing Staples



For Particulars, write

BOND SCALE CO.
210 East Second St.
LOS ANGELES, CALIFORNIA



TOMATO SOUP

SNIDER'S
TOMATO SOUP

In 1-lb. Tins

has just arrived and it is taking well.

The T. A. SNIDER PRESERVE CO.
manufacturers of Snider's Home Made Tomato Catsup, make only one kind of Soup—

TOMATO SOUP

This they make better than others. Snider's Tomato Soup is heavily concentrated.

PRICE LIST

Per case of 4 doz. 1-lb. Tins,
.....90 cents the dozen

Send us your orders with your Jobber's name.

Spohn-Patrick Company
Agents
16-22 Front Street, San Francisco

Attracting Trade

CIRCLE WINDOW.

A Neat Design Which is Particularly Adapted to a Good Display.

Cartons and bottled goods are particularly adapted to window displays, as they can be arranged in a great many various designs and combinations, only limited by the ingenuity of the window dresser. Pyramids, cones, squares, crosses, stars and circles are some of the designs that may be made with these handy and convenient implements.

How to Construct It.

The display this week comprises what we will call a "circle window." To the framework of the window, have a carpenter construct a large circle, taking up the entire width of your window space. Cover the framework with gilt paper, says **Modern Grocer.** Next tack cartons to the inside and outside edges of the circle, and on the top outside edge arrange some bottled goods, which are held in place by wires.

Use Electric Lights.

The inside of the circle is studded with incandescent electric lights, placed at regular intervals, except on about one-quarter of the space nearest the floor. A large pyramid of cartons is built up in the center and at the rear of the circle. On either side of this are two high pyramids of bottles, with plates of glass between the tiers. A row of attractive bottled goods runs the entire width of the window on the floor across the front. Back of this row other bottles are arranged in tiers and on either side of the window.

There is a great chance here for individual taste in adding glass jars of fruit and other attractive articles where they will show up to advantage.

By the way, are you keeping your windows free from dampness?

And are you keeping them clean, so people can see through them?

If not all your labor will be in vain.

THE CUSTOMER PAYS.

A clear showing of how the customer pays for trading stamps and other premiums is made by the Springfield, Mass., **Republican,** which said in a recent article:

"The statement printed yesterday morning that a large user of trading stamps in this city had given away 800,000 trading stamps with $22,500 worth of business during December, is illuminating to those who understand the workings of this system.

"The lowest price which is known to have been quoted locally on these stamps to merchants is $12.50 for $10,000. On this basis 800,000 stamps would cost the dealer $1000. It would be necessary for him to put an additional charge on the customer, therefore, of 4½ per cent. To this, if the State law stands, must be added another 3 per cent tax, making an extra 7½ per cent which a customer must pay on his purchase.

"The outside public little understands what games can be played with these trading stamps.

"One of the most familiar to the trade is that by which a pound of coffee, a pound of tea and '$15 worth' of stamps are given for 95 cents or $1.05. To make up the price the tea is listed at either 60 cents or 70 cents, and the coffee at 35. The price of the tea is changed from 60 to 70 cents, according to what it is believed the customer will stand, but it is all the same tea.

"As a matter of fact, both the tea and coffee is of the cheapest kind, costing the dealer in the vicinity of 15 cents a pound. Making an allowance of 8½ cents for the cost of trading stamps, the profit to the dealer will be found to be ample, the cost of his goods being something like 48½ cents."

IT IS QUITE THE FASHION



Nowadays to flavor all kinds of Drinks and Dainty Dishes with

"Nature's Finest Food and Drink"

Welch's GRAPE JUICE

Which is made from Concord Grapes.

A Postal will bring a booklet that tells how to make innumerable "good things."

PLACE A TRIAL ORDER

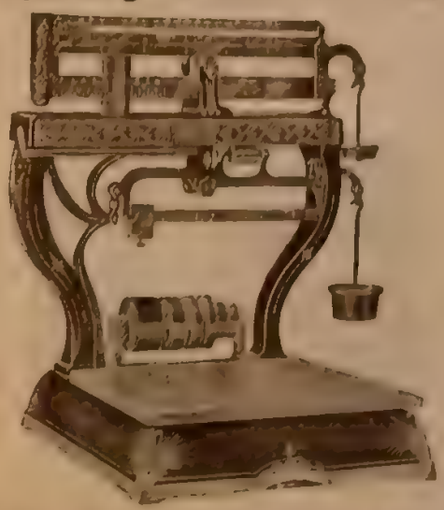
for Welch's Grape Juice with us and be in line for the season's demand.

A vast Advertising Appropriation is now being expended.
See Price List Page 18, Column 40.

Mention Name of your Wholesaler when ordering.

SPOHN-PATRICK COMPANY
Pacific Coast Agents
16-22 Front Street, San Francisco, Cal.

$39.00 BUYS THE BEST
Computing Scale in America



Patents sustained by U. S. Courts and Patent Office.

Saves the Grocer 60c per Day

Write for particulars.

Not Made or Sold by the Trust.

Sold by Wholesale Grocers and Hardware Dealers.

Standard Computing Scale Co., Ltd., Manufacturers
DETROIT, MICH.

Original and Big Can. A Dainty and Popular Cream Commanding



A Fair Price

Its Superior Quality Is Recognized Wherever Sold.

Further Proofs of

Lily..... Cream's

Worth are the many imitations, both in size of can and private brands (offered as just as good) that are being constantly placed upon the market by unscrupulous competitors.

For Sale by All Jobbers

Dainty * Delicious * Delectable

Wedding Breakfast COFFEE

Rarest Perfume



Richest Flavor And it Sells

Cured and Roasted 5250 Feet Above Sea Level. 16 Year Old Success.

NASH-SMITH TEA AND COFFEE **CO.**

DENVER — ST. LOUIS

FRANK B. PETERSON, SAN FRANCISCO

WANT PRICES PROTECTED.

An Active Secretary Helps Members Secure Profits on Their Leading Staples.

No association is stronger than its secretary.

Charles W. Jones, secretary of the Whatcom County Grocers' Association, stated in his review of the service given to the members of his association by the secretary that he expected himself to see that **"Protected goods got the right treatment at the hands of the retail grocers."**

W. R. Baxter, secretary of the Retail Grocers' Association of Southern California, devotes himself to the same purpose. He calls upon the association members frequently and makes it his business to see that the dealers understand the importance of pushing protected goods.

In this way, the protected goods are made popular among consumers. The sale of them is largely increased. The sales of protected goods take the place of sales on unprofitable and unprotected goods.

The results are greater enthusiasm among the members for their association because of the addition to their profits. It lessens the danger of some member cutting through carelessness. It also makes the manufacturer who protects his retail selling price realize that he is getting a fair deal from the men at whose request he has assumed the risk of losing the business of the cutters.

In speaking of the attitude of the retail grocer in Southern California with regard to this matter, Mr. Baxter says:

"Wednesday, January 18, 1905, I called on 73 of our members and found but very few unprotected goods were being sold where it was possible to sell protected goods. This is encouraging and the sooner all grocers adopt this method of doing business **the sooner the manufacturers will help the retailer to make a profit on their products.**

"In the next issue of the Retail Merchants' Report will be published a letter which was sent to the jobbers of our city and also their answer. It is very gratifying to be able to notify the members of our Association that **every jobber in our city will work with us** to protect the manufacturers' established price and **help the retailer to make a profit.**

"The question was asked each jobber whether he approved the plan of securing from the manufacturer a fixed retail price on groceries.

"To this question each jobber replied in the affirmative and each signified his willingness to co-operate with the association in furthering this end.

"If the manufacturers of unprotected goods will not name a retail price and protect the same, it is the duty of every grocer in Southern California to refuse to either buy or sell such an unprotected article.

"Statistics prove that 98 per cent of the retail trade of Southern California want protected goods. If the manufacturers of unprotected goods would rather cater to the 2 per cent (the cutter) than the 98 per cent (the manufacturer's friends) let them sell the cutter.

"One of the largest grocers in Southern California has notified the Secretary that beginning February 1, 1905, none of his stores will either buy or sell any unprotected article. If one of our largest grocers can take this stand why can't the smaller grocer.

"I say **any of us can** and it is our duty to do so."

It is regrettable that the secretary of the San Francisco Retail Grocers is not able to give the San Francisco grocers the same service.

WANTS BETTER LAWS.

Oakland, Cal., Jan. 8, 1905.
Advocate Publishing Co., San Francisco, Cal.

Gentlemen—Please find enclosed check for $2 in payment for my subscription to your valuable paper. I am much pleased at your efforts to help the grocers secure the enactment of the laws we need. The wife should be responsible for the groceries the family uses if she has property. Open accounts should not outlaw in two years. It should be four or six, at least, and longer.

Respectfully,
G. Magerstadt.

JOHN D. BULLWINKEL GEO. M. AHRENS
GEO. H. PEIN

Ahrens, Pein & Bullwinkle

WHOLESALE
Liquor Merchants

620 Post St., bet. Taylor and Jones

Sole Proprietors

O. K. "Royal Stag"
Kentucky Bourbon



"Chief Tonic"
AND
"Old Pal"
Kentucky Bourbon

Agents for the Celebrated Olympia Pale Lager, Olympia, Wash.

NATIONAL
CASH REGISTERS
Sold on Easy Monthly Payments.
PIERCE & CO.
14 Turk Street, San Francisco, Cal.



J. F. Cutter Whiskey

IS THE BEST SELLER FOR THE RETAILER ON THE MARKET

E. Martin & Co.
Sole Agents
54 FIRST STREET
San Francisco

LASH'S
KIDNEY & LIVER
BITTERS
CURES DYSPEPSIA.

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Each of these departments in this Price List is checked up and corrected every week by two or more reliable authorities on values. More than thirty wholesale houses co-operate with us to secure for our List the greatest accuracy possible.

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COLUMN 1.

Department 1.

COFFEE, CHICORY, ETC.

Green Coffee.

Mocha, Genuine Arabian	18	21
No. 2	17	18
No. 3	16	
Kona (Hawaiian)	10	18
Mexican	12	18
Java, common	15	18
Java, brown plantation	20	25
Caracol, prime washed	13	18
Caracol, ordinary	13	14
Guatemala	11	17
Costa Rica	12½	16
Salvador	10½	12

Roast Coffee.

Salvador	12	20
Costa Rica	16	20
Java	24	31
Mocha Aden	27	31
Prme W shd, C. A. Blends	19	24
Good C. A. Blends	18	20
Ordinary Blends	12	17

Private Brands.

Royal Java Roast	13
Lion, 100-lb	1 37
Arbuckle's, 100-lb	15.7
Arab, 1-lb tin	.18
Hill's Bros. Arabian Roast	.27

Schilling's Best Coffee.

1 Star, per lb	17¾
2 Star, per lb	21¼
3 Star, per lb	24¾
4 Star, per lb	28¼

25 or 50-lb. cases can be assorted as required.

The Porto Rico Co.

Ponce de Leon, in bulk	.26
Cream of Moca, 1-lb. cartons	.25

Ground Coffee.

Hill's Bros. Arabian Roast	.27
Cafe des Geurmands	.26
Mexomoka	.15

Chicory.

California	6
Belgian	7
German, Genuine	8

Coffee Extracts.

Bulk, per lb	.07
Vienna, ¼'s, 10-lb bx	.25
Vienna, ½s, 10-lb bx	.25
Ackermann's, ½-gross bxs, gross	4 00

COLUMN 2.

Department 2.

TEAS.

Japan.

(Panfired, Sundried or Basket-fired.)

Extra Fancy	56	74
Fancy	44	55
Extra Choicest	39	43
Choicest	34	38
Fine	24	33
Fair	22	24

Green China.

(Gunpowder, Imperial or Young Hyson.)

Extra Fancy	55	76
Fancy	38	46
Choicest	35	37
Extra Choice	32	34
Fine	25	31
Fair	20	26

English Breakfast.

Extra Fancy	67	80
Fancy	51	66
Choicest	35	50
Choice	24	30
Fine	20	22
Fair	15	20

Oolong.

Extra Fancy	56	$1.60
Fancy	50	57
Extra Choice	36	43
Choicest	33	35
Fine	27	32
Fair	22	26

Ceylon and India

Broken Orange Pekoe	34	65
Broken Pekoe	33	54
Orange Pekoe	31	53
Pekoe	27	46
Pekoe Souchong	24	39

Schilling's Best Teas.

(Packed only in 16, 12, 8 and 4-oz Cartons. Never in bulk)

Japan, per lb	.45
do, 1 crn, 90c; 2 crn	$1.80
English Breakfast	.45
do, 1 crn, 90c; 2 crn	$1.80
Ceylon	.45
do, 1 crn, 90c; 2 crn	$1.80
Oolong	52½
do, 1crn, 105; 2 crn	2.10

TREN BRANDS.

(Pride of Japan, etc.)

Packed in 1 lb and ½ lb cartons

Japan	37½
E. B. Congou	37½
Oolong	50
Gunpowder	45
Ceylon	40

COLUMN 3.

Department 3.

SUGAR AND SYRUPS.

The Western Sugar Refining Company quotes net cash prices as follows. Barrels are an advance of 10c, half barrels, 25c, boxes, 50c, 50-lb. bags, 10c.

Dry Granulated 100 lb sk	6 00
Fruit Granulated	6 00
Confectioners' A	6 00
Cube	$6 25
Crushed	6 25
Fine Crushed	6 25
Candy Granulated	6 10
Magnolia A	5 60
Extra C	5 50
Golden C	5 40
Beet D. G.	5 30
Bar Sugar bbls	6 35

¼ cent off for prompt cash

Do	½-bbls	6 60
Do.	40-lb. tins	7 70
Do	20-lb tins	7 50
Do	10 lb boxes	6 75

Domino, 5-lb cartons 24 to cs 9 00

SYRUPS.

Saratoga Drips (Long's)	gal	Cal
50-gal bbls		1 18
30 gal bbls		20
17 gal bbls		22
5 gal jackets		2 75
4 gal jackets		2 22
2 gal kits		1 10
1½ gal kits		90
1 gal tins		65

Pac. Coast Syrup Co.

Tea Garden Drips	Case
10 1 gal tins	7 00
20 ½ gal tins	7 00
24 ¼ gal tins	7 00

Orange Blossom Drips.

5 gal. tins, per case	$2 40
12 ½ gal " "	2 40
24 ¼ gal " "	2 40
½ bbls	27
Kegs bbls	27

Molasses.

New Orleans

Genuine Light, about 70 gals bbls	56
Genuine Light, 30 gal ½ bbls	62
Genuine Light, 15 gal ¼ bbl	65
Genuine Light, 5 gal kegs, gal	90

	Doz
Pelican, 12 1 gal cans	2 60
Pelican, 20 ½ gal tins	2 60
Pelican, 24, ¼ gal tins	2 10

COLUMN 4.

Maple Syrup.

Woodlawn (Long's)	case	Cal
Gal cans, 10 to cs	$11 00	
Gal cans 6 to cs	6 60	
½ gal cans, 12 to cs	7 14	
¼ gal cans, 24 to cs	8 10	
10 gal jacket, ach	10 15	
5 gal jackets, each	5 11	
4½ gal jacket, each	4 63	
Qts, glass, 12 to cs	4 60	
Pts, glass, 24 to cs	4 90	

Pac. Coast Syrup Co.

Tobogganing	Doz
¼ gal tins, 2 doz to cs	2 75
½ gal tins, 2 doz to cs	4 00
½ gal tins, 20 to cs	7 20
1 gal tins 12 to cs	13 20

"OLD MANSE"

—Absolutely Pure—

CANADIAN HAP MAPLE SYRUP.



	Doz	Price
1 gal cans ⅓ doz in cs		$14 00
½ gal cans, 1 doz in cs		7 50
¼ gal cans, 2 doz in cs		4 25
⅛ gal cans, 4 doz in cs		2 50
Qt bottles, 1 doz in cs		4 50
Pt bottles, 2 doz in cs		2 75
Decanters, 1 doz in cs		5 50
4½ gal Jackets per gal		1 00

On each package we offer to forfeit $1,000 00 if found short in measurement or containing any impurities

Maple Sugar.

Vermont, gen pure, abt 30 1-lb bricks, per lb	.17
Vermont, gen pure, abt 30 3-lb bricks per lb	15½
Log Cabin, in 1 ⅛ and ¼-lb bricks, assorted in 25-lb pails per lb	.15
Schaefer's, in 1, ½ and ¼ lb bricks, assrtd., per lb	.14

COLUMN 5.

Department 4.

DRIED FRUITS, NUTS AND HONEY.

(Add ⅛c for 50 lb boxes and ¼c for 25 lb boxes)

Apples.

Hundried, sacks	4
Evap, fancy 50 lb bxs	7
Evap, ex choice 50 lb bx	6
Evap choice 50 lb bx	5½

Apricots.

Choice Sacks	11
Fancy Sacks	12
Fancy 25 lb boxes	13c

Blackberries.

In boxes, per lb	10

Cherries.

Pitted, in boxes, per lb	.30
Unpitted in boxes per lb	11

Currants.

In bbls (tubs 4%)	6½
In sacks 50 lb	7
Recleaned in bbls	7
In loaned 25 lb boxes	7½
Recleaned, 50-lb boxes	7½
Recleaned 1 lb carts	7½
Recleaned 12 oz. carts	6¾

Dates.

Fard 14 lb, per lb (70 lb cs)	7½
Persian 6 lb case	6

Figs (California)

Black	3½	5½
Black 2-lb boxes, per bx	1 25	1 40
White, bags	4½	6
White 10 lb bx per bx		60
White 10 1 lb bxs, per bx	65	75

Figs (Imp Smyrna.)

Extra 10 lb bx, per lb	18
Choice, 5 lb bx per lb	16

Nectarines.

White	8½
Red	8

Peaches.

Choice, in sacks	9½
Ex choice, in sacks	10
Fancy, in sacks	11

Pears.

Choice, ½'s, in sacks	10
Ex choice, ½'s in sacks	11
Fancy, ½'s, in sacks	12

Plums.

Unpitted	3
Pitted bleached	9
Pitted, black	7

COLUMN 6.

Prunes.

	Sks.
30s-40s	7¼
40s-50s	4¼
50s-60s	3½
60s-70s	3
70s-80s	2¾
80s 90s	2¼
90s-100s	1¾

Raisins.

	Box	½'s	¼'s	50 lb
6 Cr. Layers	3 25	—	—	—
5 Cr. Layers	2.50	—	—	—
4 Cr. Layers	1.75	—	—	—
3 Cr. Layers	1.30	—	—	—
2 Cr. Layers	1 25	—	—	—
4 Cr. Loose		—	—	05½
3 Cr. Loose		—	—	05¼
2 Cr. Loose		—	—	04¾

Fancy clusters, 1-lb cart, ₱ doz
Fancy clusters, 5-lb cart ₱ cart
Thompson Seedless, bkhd, 60-lb boxes 8
Sultana Seedless, bkhd, 48 1's, per lb. 6½
Seedless Muscatels, 50-lb cases
Seeded, 1-lb cart. 6½
Seeded, 12-oz. cart. 5¾

COLUMN 7.

HONEY.

Water White, 2 5's, lb.	.07½
Light Amber, 2 5's, lb.	.06
Lt. Amber, 10 1 gal tins, gal	.75
Lt. Amber, 20 ½ gal tins, gal	1.00
Lt. Amber 2-lb tins, doz.	2.60
Lt. Amber, 16-oz. bots, doz.	1.35
Comb, 1-lb glass jars, doz.	1.75
Comb, 2-lb glass jars, doz.	2.90

NUTS.

Almonds, fancy, I. X. L.	15-16
Almonds, choice, soft shell, Drake	13-13½
Almonds, shelled, No. 1.	32-35
Almonds, shelled, No. 2.	27-30
Almonds, shelled, Jordan, Imp.	.58
Almonds, Jordan, Dom.	.37½ .40
Brazils, 210-lb sks, new	.14 .15
Chestnuts, Cal. Italian.	.09 .10
Cocoanuts, ₱ 100.	4.50 5.50
Filberts, 175-lb sk.	.13 .14
Peanuts, Japanese, hand picked	.06½ .07
Peanuts, roasted	.08 .09
Pecan, polished	.12½ .14
Pine	
Walnuts, hard shell	9
Walnuts, sft shll, No. 2	10½ .11
Walnuts, sft shll, No. 1.	.13 .13½

COLUMN 8.

Department 5.

JELLIES, JAMS, ETC.

Griffin Extra Preserves.

Raspberry, strawberry, blackberry currant, loganberry, per doz. $1.80
Cherry, per doz. $1.80
Apricot, Damson, Fig, Gooseberry, Gage, Peach, Plum, Quince, per doz. $1.80
Orange Marmalade $1.75

Long's Preserves.

Strawberries, Raspberries, Blackberries, Loganberries, Cherries, Pineapples, Pears, Figs, in 20-oz. glass jars, 2 doz. in cs., per doz. $3 50
Apricot, Plum, Quince, Orange, Peach, in 20-oz. glass jars, 2 doz. in cs., per doz. 3 20
Asstd, 2 doz. in cs., per doz. 3 30

JAMS.

Curtice Bros. Co., Rochester, N. Y.

In 16 oz. Glass Jars.

Strawberry, raspberry, raspberry and currant, red cherry, white cherry, apricot, black currant, red currant, quince (sliced), peach (sliced), pear (sliced), blackberry, gooseberry, grape, green gage, egg plum, damson, pineapple marmalade, tomato marmalade, orange marmalade, per dozen, $1.95.

All above packed in cases of 2 dozen each.

COLUMN 9.

Long's Peerless Jams.

Strawberry, Raspberry, Blackberry, etc., in 16-oz. glass jars, 2 doz. in cs., per doz. 2 00

Long's Pure Currant Jelly.

Tumblers, 2 doz. in cs., doz. 2 00
30-lb. kits, per kit 3 00
15-lb. kits, per kit 1 75

Marmalades.

Orange (Dundee) 48-1's, doz. 2 75

COLUMN 10.

Apple Butter.

Heinz, 2's, 2 doz. in cs, doz. $2 25
Heinz, 3-lb stone crocks, doz. 4 25
Heinz, 4½-lb stone crocks, dz 6 50
Heinz, 18-lb stone crocks, lb. 11

Peach Butter.

Heinz 4½-lb stone crocks, doz 9 00
Heinz, 18-lb. stone crocks, lb 14

Maraschino Cherries.

Long's, qts, 12 to cs, per cs. 6 50
Long's, pts., 24 to cs., per cs. 7 50

FRUIT	JELLIES: 2 lb. Extra	2 lb. Stand	1 lb. Extra	Tumblers	Ex. Lunch 1 lb Glass	JAMS: 2 lb. Extra	2 lb. Stand	1 lb. Extra	Tumblers	Ex. Lunch 16 oz. G/s Preserves
Apple	1 55	1 35	1 00	90	1 75					
Apricot	1 55	1 35	1 00	90		1 60	1 35	90	90	1 80
Assorted	1 55	1 35	1 00	90	1 75	1 60	1 35	95	90	1 80
Assorted No. 2					1 75					
Blackberry	1 55	1 35	1 00	90	1 75	1 85	1 60	95	90	1 80
Cherry										
Crabapple	1 55	1 35	1 00	90	1 75					1 80
Currant	1 75	1 50	1 10	90	1 90	1 85	1 60	95	90	1 80
Damson					1 75					1 80
Fig						1 60				1 80
Gooseberry	1 55	1 35	1 00	90	1 75			95	90	1 80
Grape (Catawba)					1 75					
Green Gage										1 80
Lemon	1 55	1 35	1 00	90						
Loganberry					1 75					1 80
Orange Marmalade		1 35	1 00	90		1 60		90	90	1 75
Peach	1 55	1 35	1 00	90		1 60	1 35	90	90	1 80
Plum	1 55	1 35	1 00	90	1 75	1 60	1 35	90	90	1 80
Quince	1 55	1 35	1 00	90	1 75	1 60	1 35	90	90	1 80
Raspberry	1 55	1 35	1 00	90	1 75	1 85	1 60	95	95	1 80
Strawberry	1 55	1 35	1 00	90	1 75	1 85	1 60	95	95	1 80

Pine Apples.

	Per Doz.
2 lb., fancy sliced, E. & C., 2 doz. in case	2 50
2 lb. grated, 2 doz in case.	2 25
2 lb. shredded, 2 doz. in case Hawaiian	1 65

Johnson's—Columbia.

2 lb. sliced, 2 doz. in case.	2 30
2 lb. grated, 2 doz. in case.	2 30
1 lb. sliced, 4 doz. in case.	1 15
1 lb. grated, 4 doz. in case.	1 15
gal., coreless, 4½ lb. to tin, ½ doz. in case, per lb.	16
gal., grated, 7 lb. to tins, ½ doz. in case, per lb.	13
2 lb., sliced, Baltimore, 2 doz. case	2 25
2 lbs., grated, Baltimore, 2 doz case	2 25
1 lb., cocktail, Baltimore ovals, 4 doz. case	1 25
2 lb., sliced, Singapore, 4 doz case	1 75
3 lb., sliced, Singapore, 2 doz. case	2 40

Royal Hawaiian,

2 lb grated, 2 doz case	1 80
2 lb sliced, flats, 2 doz. case	2 00
Tall, 2 lb sliced, 2 doz. case	2 00

Department 6.

CANNED FRUITS AND CANNED VEGETABLES.

KIND	8 lb. Extras	2½ lb. Extras	2½ lb. Extra Standards	2½ lb. Standards	2½ Second	2½ Water	2½ Pie	Gallons Extras 5 lb Grade	Gallons Extras 2½ lb. Grade	Gallons Extra Standard	Gallon Standard	Gallon Water	Gallon Pie
Apples										4 00	3 50		2 65
Apricots	2 25	1 65	1 40	1 30	1 15	1 05	1 05			4 50		2 75	2 40
" peeled	2 50		1 35	1 25	1 10	1 00	1 00						
" sliced													
Assorted													
Blackberries													
Cherries (Royal Anne)										4 25	4 00	3 75	3 40
Cherries (White)	2 80	1 90	1 75	1 60									
Cherries (Black)	2 60	1 35	1 20	1 10	95	90	90			5 25	4 60		3 65
Grapes (White Muscat)		1 60		1 25	1 10					3 50	3 10	2 50	3 65
Nectarines	2 05												2 25
Peaches (Yellow)										6 50	5 25	4 60	4 25
Peaches (Lemon Cling)	2 75									7 75	7 00		
Peaches (Lemon Cling Sliced)					1 40					7 75	7 00	5 00	
Peaches (White Heath)	2 65									5 75	5 00		
Peaches (White Heath Sliced)				1 55						5 25	4 75		
Pears (Bartlett)	2 75	2 00	1 70	1 60	1 35		1 00 pld / 1 05 pld			7 00	6 25	4 75	3 75 / 2 40 pld / 2 15 unpl
Plums (Green Gage)	2 10	1 15	1 90	1 10	95	90	90			5 00	4 25		
Plums (Egg)	2 10	1 45	1 20	1 10	95	90	90			5 00	4 25	3 50	3 25 / 2 55 / 2 30
Plums (Gold Drop)	2 10	1 45	1 20	1 10	95	90	90			5 00	4 25	3 50	3 25 / 2 55 / 2 30
Plums (Damson)	2 15	1 50	1 25	1 15	1 05	95	95			5 00	4 25	3 50	3 25 / 2 55 / 2 30
Raspberries		2 80	2 35	2 10	1 95								
Strawberries		2 10	1 85	1 70	1 45								

CANNED VEGETABLES.

Asparagus "Griffin Extra"
Mammoth $
Large White
Medium White
White Tips

Artichokes, 2½'s	3 00
Beans, Stringless "Extras"	1 10
Beans, Blue Lake	1 30
" " " gal	1 50
Beans, French, Kidney, 2-lb	1.15
Beans, String, 2 lb	75
Beans, String, gal	3.50
Beans, Lima, Soaked	1 00
Fancy Eastern	1 85
Corn, Smith's Hulled, 2 doz. in case, per doz.	1 20
Hominy, Great Western, 3 lb	1.20
Corn, 2-lb, Western	.95
Corn, 2-lb, Maine	1.35
Dunbar's Okra, 2½-lb	1.80
Petit Pois, Griffin extra	1.60
Peas, Griffin extra sifted	1 25
Peas, Standard sifted	1 10
Peas, Standard Marrowfat	.95
Pumpkin, 3-lb.	1.37½
Spinach, 2½	1.75
Succotash, fancy, tins	1.40

Tomatoes.

	doz
3's, Griffin's Ex. Solid Pack	$1.00
3's, Griffin's Ex., with peppers	1.05
2½'s, Cutting's Solid Pack	.90
2½'s, Cutting's Solid Pack, with peppers	.95
2½'s Cutting's Standard	70½
Gallon, Standard	2.25
Gallon, Solid Pack	2.75
Gallon, Puree	2.35

Department 7.

PROVISIONS.

Hams.

Eastern Standard, 17/19	.11½
Eastern Standard, 15/16	.11¾
Eastern Standard, 12/14	.12
Eastern Standard, 10/12	.12½
Eastern Fancy	.12½ to .13
Local cure, all averages	.11½ .12
Picnic Hams	.07½

Boiled Hams.

Skin on	.17
Skin off	.19

Breakfast Bacon.

Eastern Standard, 6/8	.14½
Eastern Standard, 8/10	.14
Eastern Standard, 10/12	13½
Eastern Fancy	16
Local cure	.14 .15

English Cured Bacon.

Eastern cure, 8 10	13
Eastern cure, 10/12	12½

Dry Salt Bacon.

Clear medium Bacon	.10
Clear light medium	.10
Clear Lt. med. select	10½
Light Belly	.12
Extra light Belly	12½
Bacon Backs	.09½
Bacon Bellies	.11½

Dry Salt Meats.

Sides	.09
Bellies	10
Backs	09
Fat Backs	.08

Barreled Pork.

	Bbls.	½-bbls.
Spare Ribs	$13 50	$ 7 00
Family Pork	14.50	7 50
Clear Pork	19 00	9.75
Pig Pork	22 50	11.50

Barreled Beef.

Mess Beef	11 00	5.75
Extra Mess Beef	11.00	5.75
Family Beef	11.00	5.75
Extra Family Beef	11.50	5 50
Beef Tongues	25.00	13.00

Pigs Feet.

Tierces, about 300 lb.	$18.00
Barrels, about 200 lbs.	13.50
½ barrels, about 80 lbs.	5.00
Kegs, about 25 lbs.	2.10
Kits, about 15 lbs.	1.25

Honey Comb Tripe.

Tierces, about 300 lbs	$17 00
Barrels, about 200 lbs	13.00
½ barrel, about 80 lbs.	5.00
Kegs, about 25 lbs.	2.10
Kits, about 15 lbs.	1.25

Sausages.

	Per lb
Braunschweiger	17
Italian Salami	23
D'Arles	22
Mortadella	24
Bologna	9½
Frankfurters	8½
Garlic Sausage	9
Liver Sausage	8½
Pork Sausage	8½
Head Cheese	8½
Tongue Sausage	8½
Ham Sausage	12½

Pure Leaf Lard.

Tierces, about 350 lbs net	8½
½-bbls, about 100 lbs net	8¾
80-lb Wood Tubs, 80-lbs. net	8¾
60-lb Wood Tubs 60 lbs. net	8¾
20-lb. Wood Pails, 20-lbs. net	9
50-lb. Cans, 1 to a case	8¾
20-lb Cans, 4 to a case	8¾
10-lb Cans, 6 to a case	9
5-lb Cans, 12 to a case	9½
3-lb Cans, 20 to a case	9½

ANCHOR PACKING CO.

140 Eighth St., S. F., Cal.
PORK PACKERS AND PROVISION DEALERS.

Boilers of Kingan and Anchor Hams.

SAUSAGES, COOKED MEATS, TONGUE

Hams, Kingan, boneless boiled	18c
Anchor, "	17c
Bacon (special)	16c
Lard, 55	9¾c
" 20	10c
" 10	10c
" 5	10c
" 3	10½c

Please note that our hams are all hand tied.



H. M. WOLTER & BRO.
Dealers in
...Boneless Boiled Hams...
GROCERS
PRONOUNCE
THEM THE BEST.
103 12th St. Tel., Mint 1763
KINGAN .20
CUDAHY "REX" .19

Beardsley's

Department 8.

CANNED MEATS.

Acme Sliced Smoked Beef, No. 1, glass, 1 doz. in case.	$3 00
Acme Sliced Smoked Beef, in Junior glass, 2 doz. in case.	1 50
Acme Sliced Smoked Beef, No. 1, tins, 2 doz. in case.	2 60
Acme Sliced Smoked Beef, ¼ tins, 4 doz. in case.	95
Acme Sliced Smoked Beef, ½ tins, 4 doz. in case.	1 60
Cheshire Sliced Bacon, No. 1, glass, 1 doz. in case.	3 00
Junior Sliced Bacon, 2 doz jars in case, per doz.	1 50

Pork and Beans.

LIBBY, MC NEILL & LIBBY'S



Plain, 1's 4 doz. to case doz.	90
Plain, 2's 2 doz. to case doz	1 40
Plain, 3's 2 doz. to case doz.	1 95
With Tm to Sce. 1's, 4 dz. to cs. dz	90
" " " 2's, 2 " "	1 55
" " " 3's, 3 " "	2 05

Mince Meats.

Cudahy's, 36, 12oz. pkg.	2.50
Cudahy's, 20, 3-lb pail	6.50
Cudahy's, 12, 5-lb pail	5.50
Atlas, 6-oz to cs, per cs.	2.50
Libby's Son., 3 dz. pkgs.	2.75
Atmore's, 3-lb gls, 6 in.	3.25
Atmore's 5-lb. gls.	4.50
Atmore's 5-lb. wood.	4.05
None Such, 6-dz. in cs.	5.50

COLUMN 11.

COLUMN 12.

Department 8

CANNED MEATS

ALL PRICES ARE PER DOZEN

	No. 1 Tins 4 Doz. in Case	No. 1 Tins 2 Doz. Tins in Case	No. 1 Tins 2 Doz. in Case	No. 2 Tins 1 or 2 D z in Case	1 Doz. in Case	No. 6 Tins	½ Doz. in Case	No. 14 Tins	1 Doz. in Case	No. 1 Tins 1 Doz. in Case
Corned Beef			1 35	2 10		8 25	18 25			
Roast Beef			1 35	2 40		8 25				
Roast Ribs of Beef, Boneless			1 40	2 50						
Roast Mutton				2 70						
Brisket Beef			1 10	2 50						
Boiled Beef			1 35	2 10		8 25				
Chipped Beef		1 20	2 10			17 50				
Sliced Beef, in tins		1 40	2 50							
Sliced Beef, in glass		1 45	2 75							2 75
Brawn			1 40	2 15		8 25				
Compressed Ham			1 50	2 75						
Lunch Tongue		1 90	8 25	6 50						
Lambs tongue		1 70	2 95							
Sliced Ham			3 70	6 40						
Sliced Bacon										
Sliced Bacon in Glass										2 80
Deviled Ham	40	80								
Potted Ham	40	80								
Potted Ox Tongue	40	80								
Potted Chicken	90	1 60								
Potted Turkey	90	1 60								
Deviled Chicken	90	1 60								
Deviled Turkey	90	1 60								
Boneless Chicken		3 40	5 55							
Boneless Turkey		3 40	5 55							
Veal Loaf		1 10	2 10							
Ham Loaf		1 10	2 10							
Beef Loaf		1 10	2 10							
Chicken Loaf		1 60	2 75							
Chicken Pate and Ham		1 10								
Chili Con-Carne			1 10							
Beefsteak and Onions			1 90							
Hamburger Steak with Onions		1 95	2 00							
Frankfurter Bratwurst			2 00							
Sweetbreads			2 40							
Vienna Sausage		90	1 55							
Oxford Sausage			2 45							
Bologna Sausage			2 25							
Vienna Sausage and Kraut			1 20							
Corned Beef Hash		1 10	1 50							
Lunch Sausage		90		No 1½	No 2	No 2½	No. 3			
Ox Tongue, whole				6 50	7 50	9 50	12 00			
Minced Collops				2 15						
Tripe				1 75						
Pork Sausage		1 05		2 50						
Stewed Kidneys										
Pork and Beans, Plain			90	1 10						1 85
Pork and Beans, with tom. sc'e			95	1 45						1 90

Department 9.

FISH AND CHEESE.

Russian Caviar.

	Per doz
1-lb cans, 2 doz in case	$13 00
½-lb cans, 2 doz in case	6 75
¼-lb cans, 5 doz in case	3 60
⅛-lb cans, 6 doz in case	2 40
White Label Brand	none

CHEESE.

Foreign and Domestic.

New York State Factory	15½
Cheddars, October make	
Twins, " "	16
Calif. State factory flats	12 13
Calif. State factory Young Americans	13½ 13½
Limburger, Eastern, ℔ lb	16
Swiss, imported, ℔ lb	25½
Roquefort, ℔ lb	30
Gouda, ℔ lb	27
Pineapples, Eastern, 6 in cs, ℔ case	$3 40
Pineapple, Eastern, 6 in cs, small	2.40
Holland or Edam, medium, plain, per doz	$ 8.00 9.00
Holland or Edam, medium, in bladders, per doz	9.50 11 00
Holland or Edam, large, plain, per doz	10 50 12 00
Holland or Edam, large, in bladders, per doz	10.50 12.00

Fancy.

Camembert Brie, Roquefort, and Gorgonzola, jars	3 00
Parmesan C & B, sml bot, doz	3.00
Parmesan C & B, lge bot, doz	5.00

Bayle's.

	Small ½-lb	1-lb	2½-lb	5 lb
Deviled Cheese	$1 00	$2 25	$4 00	$ 500 $9 00
After Dinner Cheese	$1 00	2.40	4.00	4 50 7.50
Roquefort Cheese	$1.00	2.40	4.00	4 50 7 50

SALT FISH.

Pacific Codfish.

Bndles, 50 lbs each, per lb	4½
Cs selected, 100 lbs ea, pr lb	5
Boneless, 30-lb boxes, per lb	6
Boneless Strips, 40lb bxs, pr lb	7
Boneless Blocks, 40lb bxs, p lb	6½
Boneless Tablets, 36 bxs, pr lb	7½
Boneless Middles, 60 bxs, pr lb	7½
Boneless Middles, extra, 60-lb boxes, per lb	9

Eastern Codfish.

Gen Georges, 8 fish to cs	$ 9 50
Gen. Georges, 12 fish to cs	8.50
Geo. Cur. Cod, 16, 18 fish to case	8 00
Geo. Cur. Cod, 40 fish to cs	7 00
Gen. Geo. Middles, 60 fish.	13
Gen. Geo. Tablets, 36 fish.	11½
Gen. Geo. Blocks, 40 fish..	11½

Shredded Codfish.

Codfish, Beardsley's shredded, 2 doz. in case	1.09

Norwegian Mackerel.

Bloater, 200-lb. bbl., 120-150 fish	45 00
Bloater, 100-lb. ½ bbl., 60-65 fish	22 50
No. 1, 200-lb. bbl., 150-160 fish	34.00
No. 1, 100-lb. ½ bbl., 75-80 fish	18 00
No. 2, 200-lb. bbl., 220-240 fish	28.00
No. 2, 100-lb. ½ bbl., 110-120 fish	15.00
No. 3, 200-lb. bbl., 300-350 fish	24 80
No. 3, 100-lb. ½ bbl., 150- 175 fish	13 00

Irish Mackerel.

No. 1, 200-lb. bbl., 200-220 fish	none
No. 1, 80-lb. ½ bbl., 80-90 fish	none
No. 2, 200-lb. bbl., 325-350 fish	19.00
No. 2, 80-lb. ½ bbl., 130-140 fish	8 00
No. 2, 200-lb. bbl., 475-500 fish	18 00
No 2 80 lb ½ bbl 190-200 fish	7 50
No. 1, 10-lb kits, 15-16 fish	1.25
No. 2, 10-lb. kits, 20-22 fish	1.20

American Bloaters.

Shore Bloaters, 200-lb. bbl., 115-120 fish	27 00
Shore Bloaters, 80-lb. ½ bbl., 45-50 fish	11 50
Extra No. 1, 200-lb. bbl., 120-130 fish	26 00
Extra No 1 80-lb ½ bbl 50-55 fish	11 00
No 1 200-lb bbl 140-150 fish	none
No. 1, 80-lb. ½ bbl., 60-65 fish	none
No 2 200 lb bbl 190-200 fish	none
No. 2, 80-lb. ½ bbl., 55-60 fish	11 00
No 3 200-lb bbl 140-150 fish	none
No. 2, 80-lb. ½ bbl., 60-65 fish	none
No. 2, 200-lb. bbl., 180-190 fish	none
No. 2, 80-lb. ½ bbl., 70-80 fish	none
No 2 200 lb. bbl. 180-200 fish	none
No 2 80-lb ½ bbl 70-80 fish	none

In Kits.

Extra Mess, 7 to 8 fish each	$2 00
No. 1, kits, 8 9 fish or 15-17 fish	1 50-1 85
No. 2, kits 8 9 fish or 15-17 fish	1 25

Salmon.

King, bbls	$ 12 00
Oregon Silversides, bbls	9 00
Alaska Red, bbls	7 00
Alaska Red, ½-bbls, 100 lbs	4 00
Alaska Red kits	1 00
Bellies, bbls	5 00
Bellies, ½-bbls, 100 lbs	4 00
Tongues and Sounds, kits, 10lb	1 25
Tongues and Sounds, kits, 5lb	75

COLUMN 13.

New Herring.

Holland, ex selectd mxd bbls	$ 16 00
Holland, ex. selctd mxd ½-bbl	8 50
Holland, ex selectd mxd keg	1 00
Holland, cheaper grade	80
Holland, cheap gr mxd, bbls	11 00
Holland, chp gr, mxd, ½-bbl	7 50
Holland, ex. selct Milchner, bbl	18 00
Holland, ex selct Milchner, ½-bbl	9 50
Holland, ex selct Milchner keg	1 50
Holland, cheaper grade	90
Holland, cheaper grade, bbls	10.00
Holland cheaper grade, ½-bbl	5 50
Labrador Split, 100 fish	6.25
Labrador, round, 100 fish	4 75
Pacific, ½-bbl	2 25

SMOKED FISH.

Bloaters, Grim, 100 in box	$2 35
do do 50 to box	1. 8
Bloaters, Cromarty	2 35
Yarmouth, 100 in box	
Halibut, chunks	15
Herring, in boxes, Eastern	25
Herring, in boxes, Washington	20
Herring, boneless, Beardsley's tins, doz	$1 80
Herring, boneless, Beardsley's small, doz	1.00
Herring, Beardsley's Boneless, Vacuum tumblers, 2 doz in case	1 95
Finnan Haddies	2 25
Moir's Selected Red Herrings, 100s	2 25
Moir's Selected Red Herrings, 50s	1 25
Salmon, per lb	.10 20

POTTED FISH.

	Per doz
Potted Crab	$1 85
Kipper Paste	1.00
Anchovy and Bloater Paste, plain pots	2 30
Ditto, fancy pots	4.75
Yarmouth Bloater Paste	75
Ditto, fancy pots	4.75
Kippered Herrings	1 90
Kippered Herrings, Moirs	1 95

CANNED FISH.

	Doz
Anchovies, in oil, 2 doz ½ pt, in glass, doz	4.00
Anchovies 2 doz. ½ pts, doz	3 00
Bloaters, Yarmouth C & B ..doz	4 50
Codfish Balls, 2 lb tins, per doz	2 25
Eels, Hamburg, in jelly, 1-lb tins	2 00
Eels, smoked, 1 lb, ℔ doz	2.50
Finnan Haddies, 2-lb oval	2.25
Finnan Haddies, 1-lb, round, ℔ doz	2 00
Sard-lles imported, 1 lb tin	1 00
Sardelles, imported, in glass	1 00
Sardelles, domestic, 1 lb glass	2 25
Sardelles, Ankers ¼ keg	3 00

Mackerel.

1-lb tins, 60 in a case.
2-lb tins, 2 doz in a case

Gold Label 1 lb tins	1 50
P. & W., 2-lb soused	2.75
P. & W., 2-lb, mustard	2.75
P. & W., 2-lb, tomato	2.75
Underwood, 2 lb, soused	2 85
Underwood, 2-lb mustard	2.85
Los Angeles, 2-lb, tomato	2.55
Los Angeles, 2-lb, mustard	2 55
Mt. Desert, 2-lb, soused	2 25
Mt. Desert, 2-lb, tomato	2.25
Mt Desert, 1 lb, mustard	1 35
Blueback, 1-lb, fresh	1 10

Mackerel in Oil.

Boston	90 4 00
Lenox brand	5 00 7 00

Booth's Crescent Mackerel.



½ pints, 4 doz case	4 00
½ pints, 4 doz case	5 00
Pints, 2 doz in case	7 50
Quarts, 2 doz in case	14 00

Salmon.

Alaska Red, 1lb tins, doz	1 20
Alaska Red, 2lb tins, doz	1
Alaska Pink, 1lb tins, doz	90
Alaska Pink, 2lb tins, doz	1 60
Alaska Pink, ½lb tins doz	50
Oregon Red, 1lb tins doz	1
Oregon Red, 2lb tins doz	1 75
Oregon Pink, ½lb tins doz	75
Oregon Pink, 1lb tins doz	1
Oregon Pink, 2lb tins doz	1 60
Columbia River, ½lb tails	1 00
Columbia River, 1lb flats	1 75

French Sardines.

¼s, according to quality and size of fish, p case	9.00 12.00
½s according to quality and size of fish, p case	12.00 30.00

COLUMN 14.

American Sardines.

Packed 8 1-3 doz in a case.
⅛s 50 tins in case

American ⅛s in oil, per case	$3 80
American ⅛s in oil, 5-case lots	3.5
American ⅛s in oil, per doz	.50
American ¼s in mustard, doz	60
American ½s in mustard, case	4 00
American ½s in mustard, doz	90
American ½s in mustard, case	8 00

Sprats.

Piloto	6.75 7 00
Menhie	6.75 7 00

SHELL FISH.

Abalones.

4 doz in cs, with shells, cs.. 6.00

Clams and Clam Juice.

	doz.
Doxsee Clams, 1 lb, tins	$1 60
Doxsee Clams 2 lb tins	2 85
Doxsee Clam Juice, 1 lb tins	90
Doxsee Clam Juice, 2 lb tins	1 60
B & M Lunch Clams, flat tin	1 35
Underwood Clams, 1 lb tins	1 60
Underwood Clams, 2 lb tins	1 60
P & W Clams, 1 lb, tins	1.80
P. & W. Clams, 2 lb. tins	1.80
Oxford Clams, 1-lb. tins	1.10
Oxford Clams, 2-lb, tins	1.60
P & W Clam Chowder	2 10
Burnham's Clam Bouillon qts	4 00
Burnham's Clam Bouillon, pts	2 40
Burnham's Clam Bouillon, ½ pints	1 40

Lobsters.

	Doz.
1-lb. tins, 4 doz. in case.	
Red Jacket, flats	2.80
Deep Sea Pickles	2.25
Triumph Talls	2.25

Oysters.

Oysters, Selects, 1 oz	$1 00
Oysters, Selects, 8 oz	
Oysters, Standard, 10 oz	2 00
Oysters, Standard, 8 oz	1 60
Oysters, Standard, 5 oz	1 20
Oysters, Standard 1 oz	90

Shrimps.

Shrimps, pickled, 1-lb. tins	$1.10
Shrimps in Tomato Sauce, 1 lb flats	
Dunbar's Picnics, 4 doz in ca	1.25
Dunbar's 1 lb, 2 doz in c	2.25
Pickled Shrimps, 1-lb., 4 doz in case	1 90

Department 10.

LAUNDRY MATERIALS.

Ammonia.

GREEN'S WASHING AMMONIA

First grade absolutely pure Benzine strength	1 80
Pints, 2 doz in case	$1 per doz
Quart (1 doz to crate)	1 75 "
½ Gals (½ doz. to case)	4 25 "

WASHING AMMONIA
Scented Violet

Pt	1 doz case per doz 1
Quart, 2	1 75

GREEN'S TOILET AMMONIA
Lavender and Violet

Pints (2 doz to case)	$1 per doz



Parson's Household Ammonia

	1 doz
½ gals., 1 doz. In case	$4 50
Quarts, 1 doz. "	2 65
Pints, 2 doz "	1 75
Half pints, 2 doz in case	
per case	

Bluing.



Liquid Laundry Bluing.

Manufactured by
Miller & Davis St

	doz
¼ pints, 4 doz case	60
½ pints, 4 doz case	60
Pints, 2 doz in case	75
Quarts, 2 doz in case	1 40

Bluing, ball

Mikado, ½ lb	
Mikado, 1 lb	
Nuremberg, A, ½'s, ℔ lb	33
Do A, 1, ½ s, ℔ lb	25
Do A, C, R, ½'s, ℔ lb	21
Washerwoman ½'s, ℔ lb	12
Do ¼'s ℔ lb	14
German Crystal, ½'s, ℔ lb	17
Do ¼ s, ℔ lb	14
Dee hamp's French, ½'s, ℔ lb	8
Do ¼'s, ℔ lb	
Gold Medal, qt ℔ doz	1 2
Do pt, ℔ doz	90
Do ½ pt ℔ doz	75
Do ¼ pt ℔ doz	1
Do China Label, qt, ℔ doz	1 25
Do pt, ℔ doz	
Do ½ pt ℔ doz	
Do 2 doz pts, ℔ doz	1 44
Do 2 doz ½ pts, ℔ doz	90
Pacific, 1 doz. qts, ℔ doz	1.10
do 2 doz qts & doz	1.10
Do 2 doz ½ pts, ℔ doz	65

COLUMN 15.

J. M. CLINE & CO.

29 Market St, S F., Cal

Ammonia.

First Quality, fancy package, white bottles and rubber stoppers

Pts, doz	1.25
Qts, doz	2.00
½ Gals, doz	3.25
Gals, doz	5.50

Ammonia, Standard Quality.

½ Pts, doz	35
Pts, doz	60
Quarts, doz	.60

Violet Ammonia.

Violet fancy 1 lb cage doz	1 15
16 oz Fancy Pickle doz	1 00

J. M. Cline Co.

29 Market St, S F., Cal

Bluing, ½ Pts, doz	35
Bluing Pts, doz	60
Bluing, Qts, doz	60

Borax.

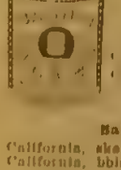
20 Mule Team, powdered Pa, cs of 2 doz	$4 28
Mule Team, powdered 12 oz cs of 4 doz	3 60
20 Mule Team, powdered La's, cs. of 8 doz	8 64
(Less 5 per cent in 5 case lot; 10 per cent in 10 case lots)	
Cubens P's 2 doz in box	09
Lump 25 lb in box	08
Powdered, 25 lb in box	08½

Chloride of Lime.

Brookman's, 1's, ℔ lb	7½
Do ½'s, ℔ lb	8½
Soule's Purity Brand (equal to)	8½

Lye.

Big Bonanza Lye	
Case of 18 1 lb tins	3 00
5 case lots	2 90
Star Scrubbing Lye	
48-½ lb tins, per case	1 70
5 case lots	1.70
Merry War, 4 doz in case	3 60
Merry Nickel 1 doz to case	1.6
Eagle Lye 1 doz in case	1.60
Do 3-case lots	1 50
Do 5 case lots	1 40
Penson's Red Seal, 1 doz to c	1 00
Do D, 12 lb to case	1 80
American, 4 doz in case	1 75
Do in 5 case lots	1 60
Babbitt's Lye, 4 doz in case	1 75
Do in 5 case lots	1 60



Sal Soda.

California, ske	.96 1 00
California, bbls	1 00 1 05

Department 11

STARCHES.

Corn Starch.

Lily Cream, 40 1 per pkg	4
Lily Cream, 16 1 per pkg	1
Lily Cream, 8 1 per pkg	
Lily Cream, 4 1 per pkg	
Lily Cream, 1 lb tins, pkg	
Lily Cream, 6 1 per pkg	
Lily Cream, 3 1 per pkg	
Lily Cream, 1 lb tins, pkg	
Lily Cream, 6 1 per pkg	
Lily Cream, 3 1 per pkg	
Lily Cream, 1 lb tins, pkg	
Lily Cream, 6 1 per pkg	
Lily Cream, 3 1 per pkg	
Lily Cream, 1 lb tins, pkg	

Laundry Starch.

Lily Cream, 40 1 per pkg	4
Lily Cream, 16 1 per pkg	1
Lily Cream, 8 1 per pkg	
Lily Cream, 4 1 per pkg	
Lily Cream, 1 lb tins, pkg	
Lily Cream, 6 1 per pkg	
Lily Cream, 3 1 per pkg	
Lily Cream, 1 lb tins, pkg	
Lily Cream, 6 1 per pkg	
Lily Cream, 3 1 per pkg	
Lily Cream, 1 lb tins, pkg	
Lily Cream, 6 1 per pkg	
Lily Cream, 3 1 per pkg	
Lily Cream, 1 lb tins, pkg	

COLUMN 16.

Department 12

Soaps and Washing Powder

Western Star Soap

WHITE PETROLEUM BLEACHING.

100 bars per case $4.10

LASCO KOLD WATA NAPTHOL.

100 Bars per case $4.00

Free Delivery in San Francisco Oakland, Alameda and Berkeley

manufactured by

Los Angeles Soap Co.

San Francisco Office, 116 Davis St.

Telephone Grant 110.

Peet Bros.

Silk Soap	3.25
Ammonia Benzoline	3.90
Cocoa Borax	4.10
Crystal White	3.90
Lily White (Floating)	4.00

Standard Soap Co.

Top Notch, 100, 10-oz.	$3.50
Sunburst, 100 12-oz	3.75
Yellowstone, 100 14-oz	3.75
Marigold, 100 16-oz	3.90
Thomas' Cool Water, 100 13-oz	4.00
Thomas' Cool Water, 20 13-oz	.85
Milo, 100 4-oz., 100 cartons	6.50
Magno "Floating Borax," 100 10-oz.	4.00
Gold Medal Borax, 100 10-oz	5.50
Gold Medal Borax, 20 10-oz	1.15
Purity, "Floating," 5c size	3.90
Purity, "Floating," 10c size	6.25
Purity, "Floating," 10c size, 20	1.30
Electric Mineral, 100 16-oz	5.50
Electric Mineral, 20 16-oz	1.15
Peerless Kitchen, 100 10-oz	3.00
Peerless Kitchen, 20 10-oz	.65

Miscellaneous.

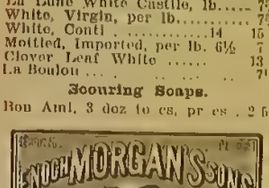
Fels Naptha, 100 14-oz	4.50
Hot or Cold, 100 10-oz	4.00
Life Buoy, 100	4.00
Mikado, 100 14-oz	4.00
Mikado, 20 14-oz	.90
Lenox, 100	3.00
Lenox, 20	.75
Ivory, 100 10-oz	7.00
Fairbanks Clairette, 100	3.35
Fairbanks' Santa Claus, 100	2.85
Fairbanks' Copco, 100	3.90
Fairbanks' Fairy Oval, 100	3.90
Grandpa's Wonder, large, 50	3.50
Grandpa's Wonder, small, 100	3.60
Peets' Pine Tar, 50	1.90
Peets' Pine Tar, 100	3.75
Babbitt's, 100	4.10
Jergins Pumice, 50 small	1.75
Jergins Pumice, 50 large	3.00
Uncle Sam's Tar, 100 small	3.50
Uncle Sam's Tar, 50 large	3.40
Stryker's Kitchen Soap, 100s	3.50
Stryker's Kitchen Soap, 20s	.76
Pearl, 100, large	4.00

Castile Soap.

La Lune White Castile, lb	7¾
White, Virgin, per lb	7¾
White, Conti	14 15
Mottled, Imported, per lb.	6½ 7
Clover Leaf White	13
La Boulou	7½

Scouring Soaps.

Bon Ami, 3 doz to cs, pr cs . 2 50



Sapolio, scouring, ½ gross box, per box	4 50
Sapolio, hand, ½ gross box, per box	4 50

WASHING POWDERS.

Gold Dust, 24 3's, per case	4.50
Gold Dust, 100/10-oz	4.50
Lavarine, 36 1-lb, per case	3.00
Lavarine, 100 5c pkgs	3.50
Pearline, 36 1-lb pkgs	3 10
Pearline, 100 6-oz pkgs	3.75
Soaperine, 20 3-lb. pgs	3.60
Soaperine, 50 1-lb. pkgs	3.35
Soaperine, 100 ½-lb. pkgs	3.60
Babbitt's 1776, 6-oz	2.85
Kleeno, 72/1's	4.50
Kleeno, 24 3's	4.25
Kleeno, 100/1½'s	3.75
Grandma's Borax, powdered, 24 3s	1 00
do, 60, ½s	2 10

El Paso Manfg. Co.

1653 Mission St.



Manufacturers

Flavoring Extracts

Fruit Juices

Syrup

Salad Dressing

Bluing

Ammonia

Meat and Salad Dressing, doz 90

COLUMN 17.

Department 13

OILS, PAINTS, ETC.

Coal Oil.

Water white, coal, bulk	12½
Pearl, cases, 25's	19
Astral, cases, 25's	19
Star, cases, 25's	19
Ex. Star, cases, 25's	22
Elaine, cases, 25's	25½

Gasoline and Benzine.

86° Gasoline, bulk, 25 cases	31
74° Gasoline, bulk 16 cases	22½
63° Benzine, bulk, 13 cases	19½

Turpentine.

Strictly Pure, cases, 2-5's	78
Do drums or iron bbls.	72

Linseed Oil.

Strictly pure, raw, bbls	gal 53
Do. boiled, in bbls	gal 55
Do. raw, cs, 2-5's	gal 58
Do. boiled, cs, 2-5's	gal 60

Castor Oil.

Baker's AA, cs, 2-5's	1.12
Pure, No. 2, cs, 2-5's	1.05
No. 1, cs, 2-5's	.70

Lard Oil.

Strictly pure, bbls., 75 cs	80
Sup. Win., str., bbls. 65 cs	70
No. 1, bbls. 55 cs	60

Neatsfoot Oil.

Cooper's bbls. 75 cs	80
Extra, bbls, 62½ cases	67½
No. 1, bbls, 57½ cases	62½

Lubricating Oils.

Star Cylinder Oil, bbls, 60 cs	.65
Columbia Cyl. Oil, bbls, 40 cs	.45
Gem Cyl. Oil, bbls, 80 cs	.90
Ruby Cyl. Oil, bbls, 50 cs	.60
Star Engine Oil, bbls, 50 cs	.55
Columbia Eng. Oil, bbls, 30 cs	.35
Paragon Eng. Oil, bbls, 45 cs	.55
Red Eng. Oil, bbls, 27 cs	.32
Star Mach. Oil, bbls, 30 cs	.35
Star Dynamo Oil, bbls, 50 cs	.55
Star Spindle Oil, bbls, 40 cs	.45
Star Sep'tor Oil, bbls, 50 cs	.55
Favorite Sep'tor Oil, bbls, 25 cs	.30

Miscellaneous Oils.

Union Salad Oil	.45	50
Globe Salad Oil	.45	50
Pure Sperm Oil	.75	80
No. 1 Polar	.50	55
China Nut oil, ord'ry	62½	
China Nut oil, No. 1	.80	

WHITE LEAD.

Pioneer, in kegs	6¾	7¼

DRY PAINTS.

Eng. Paris White, bbls.	1.35	1.60
Whiting, bbls	1.00	1.15
Kalsomine, bbls		1¼
Prince's Min'l B'wn, bbls		1.65
Yellow Ochre, bbls		1½
Eng. Ven. Red, bbls		1.50

Department 14

FARINACEOUS GOODS.

Flours.

GLOBE MILLS,

Cor. Chestnut and Montgomery

California Selected Wheat,

	Barrel
** "Banquet" (fancy patent)	$5.05
*** "Silver Star" (patent)	4.60
XXX	4.30
Mariposa	4.30

Blended Wheat,

*"A1" Family	5.15
"A1" Bakers'	5.05

Entire Eastern Wheat.

Globe, Bakers'

(½ bbls. 10 cents per bbl. higher.)

*"A1" must be retailed for not less than $1.40 per ¼ sack.

**"Banquet" must be retailed for not less than $1.35 per ¼ sack.

***"Silver Star" must be retailed for not less than $1.25 per sack.

FLOURS.

Cal Family	$5.05	$5.10
Cal. Bakers', extra	4.80	4.90

Buckwheat, 10-lb sacks, per 100 lbs	$4.50
Self Rising Buckwheat, 10-lb sacks, per 100 lbs	6.00
Graham, 10-lb sks, per 100 lbs	3.50
Rice, 10-lb sks, per 100 lbs	8.00
Rye, 10-lb sacks, per 100 lbs	3.75
Whole Wheat, 10-lb sacks, per 100 lbs	3.75

Sperry Milling Co.

Sperry Flour	5.05
Golden Gate Flour	5.05
Drifted Snow	5.05

Meals.

Yellow Corn, 10-lb sacks, 100 lb.	$2.50
White Corn, 10 lb sacks, 100 lb.	2.50
Ex. Cream Yellow, 10-lb. sacks, per 100 lbs	3.75
Ex. Cream White, 10-lb sacks, per 100 lbs	3.75
Oat Meal, 10-lb. sacks, pr 100 lbs	4.25
Steel-Cut Oat, 10-lb sacks, per 100 lbs	4.50

Pearled Cereals.

Pearl Barley	$6.00
Pearl Wheat, 150-lb bbls	4.40

COLUMN 18.

Rolled Cereals.

Rolled Oats, 7s and 10s, pr 100 lbs	4.50
Ex. Crm Rld Ots. 180-lb, bbl.	$7.50
Ex Crm Rld Ots, 180-lb, 90-lb sks	7.00
Prid Reld Wheat, 150-lb, bbls.	4 40

Sago and Tapioca.

Sago, original sacks, lb	02½ .03
Sago, 48/1's, per doz	.70
Instantaneous Tapioca, 50/1's, per case	5.00
Instantaneous Tapioca, 36 to case	2.70
Tapioca, Flake	.03
Tapioca, repacked, per lb	04⅜
One Minute Tapioca, 36 to cs	2.75
Arrowroot, Taylor's Bermuda, 12-lb box, 1, ½ and ¼ lb pkgs, per lb	32½

Miscellaneous.

Groats Oat, 10-lb scks, 100 lbs	$4.50
Groats Buckwheat, 10-lb sks, 100 lbs	10.00
Hominy, lgs, 10-lb sks, 100 lb.	3.75
Hominy, sml, 10-lb sks, 100 lbs	4.00
Split Peas (yel.) 25 and 50-lb boxes, 100 lbs	5.50
Split Peas (grn.) 25 and 50-lb boxes, 100 lbs	5.50
German Lentils, per lb	05½
Cracked Wheat, per 100 lbs	4.00
Farena, per 100 lbs	4.50
Pearl Grits, per 100 lbs	4.25
Capitol Mills Pearled Hominy, bbls	8.00
Capitol Mills Gran. Hominy, bbls	8.50
Capitol Mills New Process B. W. Flour, bbl	9.00
Capitol Mills Steel Cut Oat Meal, bbl	9.00

Breakfast Foods.

Capit'l Mills R'l'l'd Oats, 36/2's 4.50 less 20 per c. for cash

Grape Nuts, 1 & 3 doz, pr doz	1.50
Breakfast Gem, case 3 doz	3.25
Wheatine, 36/2's, pr cs	3.30
Germea, 20 4-lb pkgs, pr cs	4.00
Germea, 24 2-lb pkgs, per case	3 10
H-O Buckwheat, 2 doz 3-lb pkgs, per case	3.75
H.-O. Pancake Flour, case	3.90
H.-O. Oats, 24/2's, per case	3.15
Cream of Wheat, 36/2's	5.25
Crespo. 36/2's	2.75
Malta Vita, 36, 2s, cs	4.50
Our Mothers' Mush, 36 to cs.	3.35
Twin Brothers Mush, 36 to cs.	3.20
Carnation Wheat Flakes, 24/5's	5.40
A B C Breakfast Wheat, 72/2's	5.00
A B C Breakfast Wheat, 36/2's	2.60
Granola, 24/1's	2.25
Flaked Rice, 24/1's	3.00
Ralston Breakfast Food, 36/2's	4.25
Do. Barley Food, 36/2's	4.25
Do. Health Oats, 36/2's	4.00
Do. Hominy Grits, 36/2's	4.00
Do. Select Bran, 24/3's	2.50
Do. Pancake Flour, 36/2's	3.75
Do. Whole Wht Flr, 4/4's	5.50
Quaker Oats, 36 2s	3.90
Scotch Oats 36 2s	3.75
Allen's Boston Brown Bread Flour, 24 pkgs, per case	3.60
Allen's Flour, 10 10-lb bags, per bbl	4.50
Acme Grano, 20/4's, per case	3.50
Acme Gluten Farina, 24/1's, pr case	1.85
Acme Gluten Flour, 10-lb sks	.80
Acme Wheat Flakes, 36/2's	2.60

Rice.

Choice Seed Japan	$0.03¾
Good Seed Japan	03¾
Fair Seed Japan	03
Fancy Head Rice	5 1-5 06
Long Grain Rice	04 05
China No. 1	5 6
China No. 2	4 4½

Pastes (Domestic).

No. 1, 50-lb box	$1.75
No. 1, 25-lb. box	87
No. 1, full wt., 15's	60
No. 1, short wt's	30
No. 1, ½ box	17
No. 2	22

Queen's Taste Vermicelli, Macaroni and Spaghetti, 1 doz. 3-lb. cartons to case 2.20

Italian Paste, asstd., about 18 lbs, in case, per lb 07

Golden Gate Egg Noodles, 24 7's to case 1.50

Farina, 24/1's to case 1 50

Royal Macaroni, Vermicelli and Spaghetti, 24-1s 1.75

Pure Food Packing Company.

153 Mission St.

Salter's "Purity" Brand

Bluing.



Pts doz	.75
½pts "	.45

Ammonia.

Qts. doz	.75
Pts "	.45

COLUMN 19.

COLUMN 20.

Department 15.

SPICES

PURE—Square Tins, Full Net Weight.

	⅛'s	¼'s	½'s	1's	2½ lbs.	5 lbs.	Blk
Allspice	$0 70	$0 95	$1 80	$ 2 80	$ 6 70	$12 75	21
Cinnamon	1 15	1 80	3 30	6 25	15 25	30 00	43
Cloves	[illegible]	1 35	2 40	4 35	10 60	20 55	31
Ginger	75	1 05	1 75	3 10	7 50	14 30	22
Mace	1 75	3 00	5 65	10 90	26 95	53 30	73
Mustard	70	95	1 60	2 80	6 70	12 75	21
Nutmeg	1 25	2 05	3 80	7 15	17 60	34 60	49
Pepper	80	1 10	1 90	3 40	8 25	15 85	25
Cayenne	80	1 15	2 00	3 55	8 65	16 65	26
W. Pepper	95	1 45	2 65	4 65	11 75	22 90	34
Sage	70	95	1 60	2 80	6 70	12 75	21
Thyme	70	1 00	1 65	2 95	7 10	13 50	22
Savory	70	1 00	1 65	2 95	7 10	13 50	22
Marjoram	75	1 10	1 85	3 30	7 85	15 10	24
Poultry Seasoning	....	1 50	.....	.....	.....	.....	..

SECOND GRADE—Round Tins, Short Weight.

	¼'s	½'s	1's	2½ lbs.	5 lbs.	Blk.
Allspice	55	1 00	1 75	3 95	7 60	13
Cinnamon	[illegible]	1 20	2 10	4 90	9 50	16
Cloves	65	1 25	2 25	5 20	10 20	17
Ginger	55	1 00	1 75	3 95	7 60	13
Mace	1 20	2 30	4 40	10 50	21 00	34
Mustard	55	90	1 50	3 60	7 00	12
Nutmegs	85	1 70	3 10	7 40	14 60	24
Pepper	60	1 15	2 00	4 55	8 90	15
Cayenne	60	1 15	2 00	4 55	8 90	15
W. Pepper	75	1 45	2 65	6 15	12 05	20
Sage	55	1 00	1 75	3 95	7 60	13
Thyme	60	1 05	1 90	4 25	8 25	14
Savory	[illegible]	1 05	1 90	4 25	8 25	14
Marjoram	60	1 05	1 90	4 25	8 25	14

SCHILLING'S BEST SPICES.—Nature's Best.

Square tins. Never sold in bulk.

Small, medium, large sizes have sifting tops except

Mustard.

	Small size per doz.	Medium size per doz.	Large size per doz.	Ex. Large size per doz.	Hotel size per tin.
Pepper	.75	1.20	2.20	3.75	.78
Mustard	.75	1.25	2.25	3.90	.81
Must. Comp.	.75	1.25	2.25	3.90	.81
Ginger	.75	1.25	2.25	3.90	.81
Allspice	.75	1.10	2.00	3.50	.73
Cinnamon	.90	2.25	4.25	7.50	1.85
Cloves	.85	1.40	2.60	4.75	.87
Nutmegs	1.60	2.75	5.25	10.00	2.00
Mace	1.75	3.00	5.75	11.50	2.15
Cayenne	.90	1.50	2.75	5.00	.93
Wh. Pepper	.95	1.75	3.25	5.75	1.00
Sage	.75	1.25	2.25	3.90	.81
Thyme	.85	1.40	2.60	4.75	.87
Marjoram	.95	1.75	3.25	5.75	1.26
Savory	.85	1.40	2.60	4.75	.87
Cases contain	6 doz.	4 doz.	2 doz.	2 doz.	1 doz.
Gross weight	22 lbs.	23 lbs.	24 lbs.	40 lbs.	53 lbs.

MUSTARD.

Colman's, ¼'s, 12 lb to box, lb.	.52
Colman's, ½'s, 12 lb to box, lb.	.48
Colman's, 1's, 12 lb to box, lb.	.48
Colman's, 5's, per lb	.40

Mustard, Prepared.

Small bottles, 24 to cs, pr doz	.55
Small straights, fancy, 24 to case per doz	.95
Webb's Glass Top	1.35
Large Dusseldorfer, 24 to cs	1.60
In 3-gal kegs, per keg	1.15
In 5-gal kegs, per keg	1.70
Louit Freres, French, doz	2.25
Eddy's Salad Mustard—	
6-oz., 24 to case	.92½
8-oz., 24 to case	1.35
12-oz., 24 to case	2.00
Hirshes Horseradish Mustard—	
10-oz., 24 to case	1.25

Department 16

BAKING POWDER AND FLAVORING EXTRACTS.

ROYAL

	1 cs. lot	5 cs. lot	15 cs. lot
¼ lb cans	$ 1 38	$ 1 36	$ 1 34
6 oz cans	1 92	1 89	1 87
½ lb cans	2 57	2 52	2 50
12 oz cans	3 82	3 75	3 72
1 lb cans	4 95	4 85	4 80
2½ lb cans	11 85	11 40	11 28
3 lb cans	13 60	13 34	13 20
5 lb cans	23 35	21 90	21 68

An extra discount of 1 per cent if packed in barrels.

Schilling's Best Baking Powder.

Never sold in bulk.

10-lb. tins, per doz	$39.00
5-lb. tins, per doz	20.00
4-lb. tins, per doz	16.00
3-lb. tins, per doz	12.50
2½-lb. tins, per doz	10.50
16-oz. tins, per gross	$53.00
12-oz. tins, per gross	41.00
8-oz. tins, per gross	28.00
6-oz. tins, per gross	22.50
4-oz. tins, per gross	16.50

TROPHY

4 oz, per doz	$0.95
6 oz, "	1.35
8 oz, "	1.70
12 oz, "	2.35
1 lb., "	3.00
2½ lb., "	7.50
3 lb., "	9.00
6 lb., "	14.50

MISCELLANEOUS.

Home, 10 oz	$0.90
Home, 25 oz	2.00
Home, 50 oz	4.00
Home, 80 oz	6.00
K. C., 10 oz	.85
K. C., 15 oz	1.25
K. C., 25 oz	2 12½
K. C., 50 oz	4.00
K. C., 80 oz	6.50

Cream Tartar.

Standard, bulk, 30-lb box	27
Standard, 12 1-lb tins	.28
Pure, bulk, 30-lb box	.38
Pure, 5-lb tins, per lb	.38
Pure, ½-lb tins, per doz	5.00

SODA.

Churches, A. & H., or Dwight's Cow Brand, 60 lbs. to case.

1-lb	per lb. $0.05
½-lb	.05½

EXTRACTS FLAVORING.

GUITTARDS' "PURE"

per doz	2 oz	4 oz	6 oz	8 oz
Vanilla	$2 50	$4 75	$7 00	$9 00
Lemon	1 75	3 25	4 50	6 00

Net weight. Patent Sprinkler Tops

Schilling's Best Extracts.

Triple Strength, Pure and Uncolored Sprinkling Tops.

Net weight. Never sold in bulk.

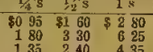
	Lemon and Others.	Vanila and Rose.
1 oz	1.30	1.80
2 oz	2.00	3.00
4 oz	3.75	5.75
6 oz	5.50	8.50
8 oz	7.25	11.00
16 oz	14.00	21.50
32 oz	27.00	42.00

Souder's Flavoring Extracts.

Price per gross.

	2 oz.	4 oz.	8 oz.
Reg. Lemon	9.00	18.00	54.00
Reg. Vanilla	14.40	28.80	72.00
XX Lemon	18.00	36.00	72.00
XX Vanilla	21.00	42.00	84.00
Asrtd Flavors	18.00	36.00	72.00
Rose Coloring	18.00	36.00	.....
Yellow Colrng	18.00	36.00	.....
Jamaica Gngr	18.00	.....	.....

Assorted flavors contain strawberry, pineapple, orange, almond, rose, etc.



"Vanilla" Extracts.

Lemon, 2 oz., per doz.....80
Vanilla, 2 oz., per doz.....80
Assorted Flavors, per doz.....80

COLUMN 21.

Department 17

CANDIES.

Lozenges.
(5-lb. boxes.)

XXX Peppermint, pails..	14
Thin Peppermint	.16
T. T. Peppermint	18
Druggist Peppermint	25
Musk, fluted, pails	.20
Cinnamon, Lemon, Sassafras, Rose	.16
Midget Fruit	.20
Conversation and Hearts.	.15
Lilliput Conv. Hearts	17
Midget Conv. Lozenges	.20
Crown T. T. Lozenges, 24 5ct. pkgs	.80
Aurora Lozenges, 24 5ct. pkgs	.80
Cough Troches, 5 lb bxs	.25
Eagle Wafers, Peppermints, Wintergreen	.25

Mixed Candy.
(30-lb. pails.)

Plain Mixed	9½
Pacific Mixed	10
Royal Mixed	13
Grocers' Mixed	10½
Yankee Mixed	9½
American Mixed	13
Fancy A. Mixed	11½
Fancy C. Mixed	14
French S. Mixed	16
French No. 1, Mixed	18
French Extra Mixed	20
Lady, Mixed	15

Steam Panwork.

Anis Seed	20
Aromatic Cachous	18
Assorted Berries	16
Assorted Dragee	14
Assorted Imperials	16
Assorted Small Seeds	22
Birds' Eggs	16
Boston Baked Beans	17
Burnt Peanuts	18
Burnt Almonds	25
Caraway Seed, smooth	22
Caraway Seed, pearled	22
Celery Seed	22
Cinnamon Beans, large red	15
Cinnamon Beans, Imperials	16
Coriander Seed, pearled	22
Jelly Beans, pails	12½ 14
Jelly Birds' Eggs	16
Jelly Cranberries	16
Jelly Limes	16
Jelly Raspberries	16
Jordon Almonds, fine	45
Jordon Almonds, imitation	18
Licorice Beans	15
Red Hots	28
Ringed Marbles	16
Sugar Coated Licorice Tablets	20
Sugar Almonds	25
Sugar Plums	16

Stick Candy.
(30-lb. pails.)

Assortment: Peppermint, Lemon, Rose, Clove, Anis, Cinnamon, Sassafras, Vanilla, Pineapple, Wintergreen	9½
Hoarhound	9½
Hoarhound, wrapped	11
Peanut Sticks	13
Peanut Sticks, wrapped	14
Cocoanut Sticks	13
Cocoanut Sticks, wrapped	14

Taffies.

Peanut Taffy	14
Peanut Flake	15
Peanut Squares	14
Cocoanut Taffy	15
Cocoanut Squares	15
Chunks: Vanilla, Rose, Chocolate, Lemon, Molasses	14
Broken Taffy of broken chunks	13

Drops and Lumps.
(30-lb. pails.)

Mixed Drops and Lumps	9½
Molasses Peppermint Lumps	11
Hoarhound Drops	11
Crystal Rocks	12½

Gum Goods.
(5-lb. boxes.)

A. B. Gum Drops, assorted	9
A. B. Gum Drops, Licorice	10
A. B. Gum Drops, Crystallized	11
A. B. Bonbons, plain, in bbls	7
A. B. Bonbons, fancy, in bbls	7½
A. B. Bonbons, fancy, crystallized, 5-lb. boxes	14
A. B. Fruits	18
Royal Gum Drops	15
Genuine Gum Drops, hard	25
Jelly Squares, assorted	14
Bijou Sticks	18
Spiced Jelly Drops	20
New Turkish Figs	16
Fig Paste, plain	17
Fig Paste, tricolor	18

Cream Goods.
(5-lb. boxes.)

Fondans Creams	14
Hand Dipped	19
Hand Dipped, with nuts on	21
Fruit and nut Ices	18
Cream Peppermint	20
Crushed Fruit Bonbons	20

Chocolates.
(5-lb. boxes.)

Chocolate, plain	14
Chocolate, Hand Made	20
Chocolate Dipped Bonbons	20
Chocolate Dipped Bonbons, with nuts	22
Chocolate Climax, 30-lb pails	16
Chocolate Chips	28
Chocolate Nonpareil Drops	20
Chocolate Wafers	22
Chocolate Cream Tablets 30 in box	1 10

COLUMN 22.

Marshmallows, Nougats, Etc.

Occidental Marshmallows, 5-lb tins	.28
Occidental Marshmallows, 3-lb tins	.30
Dipping Marshmallows, 5-lb. boxes	.25
Angel Food, 5-lb. boxes	.20
French Nouget, 30 5c slices in box	1.00
Walnut, Apricot, Spanish Nouget, 5-lb boxes, per lb	.25

Sundries.

Opera Caramels	19
Rock Candy, white & red	.15
Rock Candy, brown	16
Licorice Drops	.20
Licorice Sticks, 16 to lb	.28
Locorice Tablets, 5 lb bxs	.25
Licorice Tablets, 24 5c bxs	.80
Licorice Penny Sticks, 100 in box	.65
Buttercups, 5-lb tins	.25

CHEWING GUM.

	Single	Box
Yankee Spruce, 20 pcs		.60
Sen Sen, 20 pcs		.60
Red Rooster, 20 pcs		.60
Sweet Heart, 20 pcs		.60
Newton's Pepsin 20 pcs		.60
Bloodberry, 20 pcs		.60
Pepsin Sticks, 20pcs		.60



MUTUAL BISCUIT CO.

CRACKERS.

	lb.	⅛ box
Almond Drops	15	
Animals	12½	$1 20
Arrowroot	14	1 50
Assorted	12	1.15
Assorted, extra	14	1 30
Assorted, fancy	20	1.75
Assorted Wafers	16	1.90
Assorted Jumbles	14	1.25
Boston	9	.60
Butters, Mutual	10	.70
Butter Scotch	14	1 50
Butter, Star	9	.60
California Lunch	9	.90
Champion	9	.65
Chips, Mutual	14	1.10
Chocolate Biscuits	16	1.80
Chocolate Fingers	15	1.50
Chocolate Wafers	18	2.15
Cocoanut Bonbon	14	1.25
Cocoanut Finger	16	1 50
Coconnut Marshmallows	15	1.50
Cocoanut Taffy	15	1 80
Cocoanut Wafer	16	1 50
Coffee	12	1 25
Coffe Iced	15	1.35
Cornhill	10	1 10
Cracker Meal	6	1.10
Currant Cakes	12	1.10
Egg Jumble	14	1.25
Fruit Biscuits	14	2 40
Ginger Cakes	10	1 40
Ginger, Nut	11	1.40
Ginger Wafers	14	1.75
Graham	10	1.20
Grabam Gem	9	.75
Graham Unsweetened	9	
Honey Fingers	14	1.25
Honey Pumbles	12	1.00
Honey Drops, spiced	15	1 60
Honeysuckle	16	
Jelly Fingers	16	1 50
Jenny Lind	12	1.10
Lady Fingers	15	1 30
Lady Fingers Iced	16	1 40
La Grande	11	1.10
Lemon Biscuit	14	1 25
Lemon Brittles	14	1 35
Lemon Snap	12	1 20
Lemon Wafers	14	1 75
Macaroon Almond	40	
Mutual Flakes	14	90
Mutual Tea	15	1 60
Nic Nac, No 1	10	1 10
Nic Nac	12½	1 25
Oysters	8	.70
Peoples Mixed	12½	1 25
Pilot Bread	4	35
Pilot Bread Extra	5	65
Pilot Saloon	7	80
Ping Pong	16	1 50
Raisin Cake	12	1 10
Saloon Pilot	7	60
Saloon Soda	7	
Salted Wafers	14	90
Soda Extra	7	
Soda	6½	
Star Butters	9	60
Vanilla Bars	14	1 40
Vanilla Biscuits	14	1 25
Vanilla Snaps	12	1 20
Vanilla Wafers	18	1 75
Wafer Chocolate	18	2 15
Wafers Ginger	14	1 75
Wafers Lemon	14	1 75
Water Wafers	12	90
Walnut Creams	16	1 20

COLUMN 23.

Department 18.

FANCY GROCERIES.

Bouillion Capsules.

Anker's, 10 capsules in box, per doz boxes	2 75

Capers.

Capotes, 1 dz in ca	1.20 1 30
Nonpareil, small	1 60
Do med.	2.25
Do large	3 00

Sundries.

"White Label," 6-oz. doz	2 25
White Label," 10-oz. doz	3 15

TOMATO KETCHUP.



Catsups

Snider's

Qts, per doz	$3 75
Pts, "	2 40
½-pints, per doz	1 40



CAMPBELL'S

(½ Pts Condiments)

2 dozen to ca e

Tobasco Ketchup dozen $1 75

Tomato Ketchup, dozen $1 15

Salad Dressing, dozen 1 15

Chili Sauce, dozen $1 15

Assorted cases, dozen $1 15

Miscellaneous.

Our Mother's Ct p ½ pt, doz	1 10
Our Mother's Ctsp, pts, doz	2 30
Blue Label, 25 ½ pts to ca	3 10
Blue Label, 25 pts to ca	5 00
Blue Label, 12 qts to ca	4 00
Mother's Own, pts	1 00
½ pts	60
London Rockaway Pl doz	2 25
Seller's "Purity," doz	90

Chocolate and Cocoa

CHOCOLATES.
Baker's.

German Sweet, 6 lb boxes, ¼s and ½s	1
Eagle, 12 lb	28
Premium, 12 lb	38
Vanilla, 12/1lb	41
Powdered, ¼s, ½s, 1s, 12/1lb boxes	26

Subject to quantity discount.

Huyler's.

Vanilla, 12 lb boxes	36
Premium, 12 lb boxes	33

Lowney's.

Cream Cakes, per box	80
Ice Cream Drops, per doz	75

Ghirardelli's.
In paper

Eagle, 24 1 lb	21
Eagle, 12 1-lb	21½
Eagle, 12 ½-lb	22½
Eagle, 12 ⅛-lb	24
Cream nut, 6 5 to lb	17
Cream nut 12 5 to lb	16½
Cal. sweet, 6 6 to lb	21
Cal. Sweet, 12 6 to lb	21
Monarch, 12 1&½ lb	26
Monarch, 12 1-lb	25
Monarch, 12 ½-lb	27
Star, 24 1-lb	19
Star, 12 1-lb	19½

Ground.
In tins

Ghirardelli's, 12 1 lb tins	30½
Ghirardelli's 24 1-lb tins	28
Ghirardelli's 60 1 lb tins	24
Vermicelle, 24 1 lb tins	21
Vermicelle, 60 1 lb tins	20
Mexican, 12 1 lb tin	22½
Miner's, 24 1-lb tins	22
Miner's, 24 ½ lb tins	22

5 per cent off on 120 lb lots

COCOAS

Baker's Bitter, 6 lb cans	34
Van Houten's, ½s and ¼s	35
Van Houten's, 1s	60
Royal Dutch, 12 ¼s	30
Royal Dutch, 12 ½s	55
Royal Dutch, 12 1s	95
Epps	40
Fry	29
Webb's, 6 lb	25
Lowney's, 6 lb	37
Ghirardelli's Bitter, 6 lb	40½
Ghirardelli's Bitter, 12	40
Ghirardelli's Bitter, ¼s	43
Miner's Bitter, 6 lb	38
Miner's Bitter, 6 lb	40
Monarch's, 1 lb	40

COLUMN 24.

Cereal Coffee.

Fig Prune, per doz	$2 25
Postum, 24 ½s, per doz	1 35
Postum, 12 1s, per doz	2 25
Postum, 36 1s, per doz	3 25
Grains, 1s	2.75

Chutney.

Chutney, asst qts	$6 25
Chutney asst pts	3 75
Chutney Major Grey, qts	6 50
Chutney Major Grey, pts	4 25
Bun ki pore, pts	3 00

Condensed Milk

BORDEN'S CONDENSED MILK Co.



Gail Borden Eagle rand	6 80
10 case lots	6 65
Pony	2.25
Challenge	1 70
Floral	1 65
Dime	85
Rose	

With 10 cases Rose Cream in case free.

(Each Above Brands 4 doz in case)

Borden's Malted Milk, Trial Size, per doz. .90



Borden's Pioneer Brand Evaporated Cream

Large Cans, 4 doz in ca 4.00

Peerless	1 70
Yacht	2.25

Family Size, 4 doz in case

Quarts, 2 doz in ca

All above brands guaranteed



CARNATION CREAM

2 oz cans 4 doz

Per case	4 00
5 cases	3 95
25 cases	3 90
50 cases	3 85



LILY

(large tin)

1 ca	$4 00
10 ca	3 85



ALPINE EVAPORATED CREAM

1 to 5 ca	$4 00
5 to 10 ca	3 95
10 to 25 ca	3 90

Helvetia Milk Condens'g Co.



Originators Evaporated Cream

Highland Evaporated Cream 4 doz in box	$4 00
Baby Pet, 6 doz	3 60
Pet reg. 4 doz per case	2 25



Jersey Evaporated Cream

319 Clay St

Tel. Bush 655

Cases	
1 doz 1s	4.50
2 doz ½s	4.50
24 doz ⅛s	4.50

Miscellaneous.

St Charles 4 doz in case	$4 00
St Charles, 2 doz ½s	4 50
Borden's Malted Milk, doz	4 50

COLUMN 25.

Cranberry Sauce.

	doz.
Anderson's 2s, 2 doz box	2.25
Tea Garden, 2s, 2 lbs, 12 box	4.00
Tea Garden, 1s, 2 lbs, 24 box	2.25
Cape Cod, 2 lb, 2 lbs, 12 box	3.50
Cape Cod, 1 lb, 2 lbs, 24 box	2.00
Home Made, 1s, 2 doz box	2.15
do 2s, 2 lbs, 1 doz box	4.00

Cottolene.

2's, 5's or 10's, per cs. of 60 lbs	7 00
5 case lots	6 90
10 case lots	6.85
25 case lots	6 75

With 21 cases, 5 case free.

" 5 " 1 " "

" 10 " 2 " "

Price $7 50, $7 40, $7.30

Curry Powder.

Cross & Blackwells, 2 oz	1 35
do 4 oz	2 25
Do 8 oz	3.05
Do 16 oz	6.20
East India, Bombay, 16 oz	5 00
East India, Bombay, 8 oz	3 25

Extract of Beef.

Liebig's (Genuine)

	2 oz	4 oz	8 oz	16 oz
doz	4.55	8.50	16 00	29 75

"Rex" Solid.

2 oz., doz	$3 96
4 oz., doz	$13.27
1-oz., doz	7.20
16-oz., doz	24 75

Marshall's

2 oz., per doz	$2.40

Gelatine.

Knox's per doz	1 20
Knox's, per gross	14 00
Cox's per gross	12 00
Keech's per doz	1 10

Ginger (Preserved).

½ doz jars in ca, per ca. 2 25

Lemon Sugar.

Gilt Edge, 24 ½s, per doz	1 37½
Gilt Edge, 24 1s, per doz	1 85

Lime Juice.

Tahiti, 24/8 oz, per doz	$1 25
Tahiti, short measure, 16 oz	1.50
Tahiti, full measure, 16-oz	1.75
Tahiti, full measure, 32-oz	3.50
Tahiti, bulk, gal	1 00

Mushrooms.

	doz
La Court, 100 to ca	$2 50
La Fortest, 100 to ca	2 75
Hotel, 100 to ca	2 00
Fancy Stuffed, pts	4 00

OLIVES.
OLIVES IN BULK.

	25 gl	10 gl	5 gl.	3 gl.
Ex. No 1, Qu.	1 10	11 50	6 00	3 75
Lge No. 1, "	1 00	10 50	5 00	3 25
No 1 Qu'n	95	9 75	4 75	2 90
No 2 "	85	8 75	4 50	2 85
Manzanilla	70	7 25	3 75	2 40

Extra charge for kegs & barrels.



Olives

NEW LAKE PACKING CO.

White Label Queen Olives

28 oz., per doz	$5 50
18 oz., "	3 75
6-oz., "	1 25

Pim-Olas

10 oz 2 doz, per cs, per doz	$6 10
10 " " " "	3 75

Baby Pim-Olas

10 oz, 2 doz in case, per doz	$2 50
6-oz, 2 doz in case, per doz	1.50

Olive Oil

NICOLLS

	Case
½ pints, 4 doz	$4 00
Pints, 2 doz	3 50
Quarts, 1 doz	7 50
½ Gs	9 00

MISCELLANEOUS

Golden Gate, in gal tins, per gal	1 50
" ½ " "	1 65
" ¼ " "	1 90
Pale Grove, pure Cal., qts	ds 7 75
Cooper's qts, ₩ doz	10.00
Cooper's pts, ₩ cs of 2 doz	10.00
Antonini, J P S, qts, Wcs	7.40
Do 1½ gal tins, ₩ tin	3.90
Durst, qts, pts, ₩ doz rs	6.00 7.00
Lucca, Crosse & Blackwell's qts	7 50
Lucca Crosse & Blackwell's pts, 2 doz	3.25
Lucca, Crosse & Blackwell's ½ pts, 2 doz	7.25

Salad Oil.

Imperial Oil

Quarts, 1 doz 1-case, per case	$1 90
Pints, 2 " " "	1 95
½-Pts, 3 " " "	1 90

Persian Salad Oil

Quarts, 1 doz 1-case, per case	2.20
₩ Dolar & Fils, 1 dz qts, per case	1 50
Imitation Lucca, qts	1 90

Paprika.
Gordon Packing Co.

1-16 lb	doz 0.60	½ lb.	doz
¼ lb	doz	1 lb.	doz
¼ lb	doz	Bulk, lb.	

COLUMN 26.

Peanut Butter

Heron's, 2 doz to cs, per dz. . 2.10

Peels.

Citron, 25-lb box ..	.$
Citron, 10-lb box ..	14½
Lemon, 25-lb box	.11½
Lemon, 10-lb box	12¼
Orange, 25-lb box	.12¼
Orange, 10-lb box	12¼

PICKLES.

Gordon Packing Co.

California—Mixed or Plain.

No. 1, bbls, per gal.....$0.24 to $0 27	
No. 1, ½ bbls, per gal.. .26 to	.29
No. 1, 10-gal keg, p kg. 2 25 to	2 45
No. 1, 5-gal keg, p keg. 1.15 to	1.25
No. 1, 3-gal keg, p keg. .80 to	.85
No. 2, bbls, per gal	.22
No. 2, ½ bbls, per gal....	.24
No. 2, 10-gal keg, per keg	2 10
No. 2, 5-gal keg, per keg	1 05
No. 2, 3-gal keg, per keg.....	.80
No. 3, bbls, per gal.....	.14
No. 3, 10-gal keg, per keg	1 15
No. 3, 5-gal keg, per keg.....	.60
No. 3, 3-gal keg, per keg.....	.55

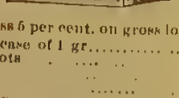
SWEET—"PACIFIC."

Bbls, ℔ gal	.51
½ bbls, ℔ gal.	.28
10-gal keg, per keg.....	5.00
5-gal. keg, ℔ keg	2.75
3-gal. keg, ℔ keg	1.75
Square, 1doz ½-gal, ℔ doz..	2.25
Square, 2 doz ¼-gal, ℔ doz..	1.60
Square, 4 doz ⅛-gal., ℔ doz	1.25
Round, qts, ℔ doz.....	3.75
Round, pts, ℔ doz.....	2.50
Round, ½ pts, ℔ doz.....	1.75

Crosse & Blackwell's.

	Doz.
Mxd Pkls, pnt tops, pts..	1.15
Mxd Pkles, Pnt tops, 2 pt	2.40
Mxd Pkls, corks, pts.....	3.95
Chow Chow, pnt tops, pts..	1.15
Chow Chow, pnt top, ½ pt.	2.50
Chow Chow, corks, pts....	3.95
Onions, pnt tops, pts	1.15
Onions, pnt tops, ½ pts...	2.50

Root Beer



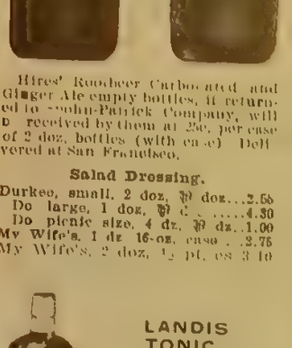
Less 5 per cent. on gross lots

Hires', case of 1 gr.....	20 00
6 doz, lots	10 00
3 "	5 00
1 "	1 75

Hires' Carbonated Root Beer, cs of 2-dz pt bottles, patent tops, per cs $2.00 in 5 case lots 1.95

Hires' Carbonated Ginger Ale Per case 2 00

5-cense lots, $1.95.



Hires' Rootbeer Carbonated and Ginger Ale empty bottles, if returned to Coshu-Patrick Company, will be received by them at 25c. per case of 2 doz. bottles (with case) Delivered at San Francisco.

Salad Dressing.

Durkee, small, 2 doz, ℔ doz...2.55	
Do large, 1 doz, ℔ d 4.30	
Do picnic size, 4 dz, ℔ dz..1.00	
My Wife's, 1 dz 16-oz. case . .2.75	
My Wife's, 2 doz, ½ pt, cs 3 10	



LANDIS TONIC BITTERS

Factory and Salesroom

1661 Mission St.

Bottles $7.00 Do 1 do. per case

Alpha Salad Cream.

Jumbo, 1 doz, to cast, per case	1 75
Do large, 2 doz, " "	...4.70
Do picnic, 2 " " "	...2.60

COLUMN 27.

Saratoga Chips.

(Less 5 per cent)

Boxes, 15 and 30-lb, per lb..$0 20	
Cartons, 6-oz, 2 doz in cs, doz	1.30

SAUCES.

SNIDER'S SALAD DRESSING



Pints, 1 doz. in case, doz $2 75

Hlf-Pts, 2 doz in case, doz. 1.75



Snider's Oyster Cocktail Sce pints, 2 doz to c'se, doz .2 40

Same gallon jugs, 6 to case, per gal..... 1 80

Snider's Chili Sauce, pints, 1 doz. to c'se d z 2 40

Same, half pts 2 doz to c'se doz 1 45

Bayle's Tabasco Pepper Sauce, in cases, 6, ½-doz. boxes, per doz $3 60
boxes of 12 bottles, per doz ... 3.50

Holbrook's W'cestershire, ½'s.2.40
Do pts. 4 00
Do qts. 7.25

*Lea & Perrin's Worcestershire, sm'l' 2.75

*Lea . .n's Worcestershire, medium 5.00

*Lea & Perrin's Worcestershire, large 8.25

*5 cases 5c ℔ doz less.

Ban-ki-por, ½ pts, 2 doz case, per doz 2.40

Ban-ki-por, pts, 1 doz case....3.80

Tobasco, Mcilheny 4.10

Tobasco, New Iberia 3.50

Braunhardt's
Tropical, ½-pts, 2 doz. per case 1.50
" pints, 2 doz. " " 8.10

Bengal Worcester, ½ pt..... .55

Bengal Worcester, pt 1.06

Pepper, sprinkle top, ½ pt.....2.00

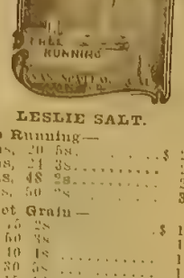
Superior Pepper, small 75

Superior Pepper, large 1.50

Pure Food Pk'g Co.

Worcester Sauce, London Club, ½ pts, do ..... .75

SALT.



LESLIE SALT.

Free Running—

Cartons, 20 5s. . . . .$ 2.80	
Cartons, 24 3s.....	2.05
Cartons, 48 2s.....	2 75
Cuddies, 50 2s	3.25

Velvet Grain—

Bales, 25 2s .....$	1.60
Bales, 50 2s	1 60
Bales, 10 4s	1.50
Bales, 30 5s	1.50
Bales, 15 10s.....	1.50
Bales, 8 26s.....	1.50
50-lb sacks, per ton ...	18 00

H. R. H. Liverpool.

Bales of 75, 2's, per bale $1.25	
Bales of 40, 4's, and 15 10's....	2 0
Bags, 200s (50's $8), per ton .	7.50

Rock Salt.

Half Ground, 100-lb sacks, per ton .....$	3.50
Stock, 100 lb sacks, per ton	3 00
Liverpool Lump, per ton	13.50
Cal. Fdbl. and Dairy, per bale.	1 0
Cal Table and Dairy, 50's, per ton	6 25

Package Salt.

Shaker Salt, per doz, ...$0.90	
R S V P, 2's, 24 to cs, p cs.	2.25
R S V P 3's, 20 to cs, p cs	2.75

Celery Salt.

Merton 1 doz in box . . 1 05

Sauerkraut.

Barrels, per lb.....	.02¾
½ bbls	.03
¼ bbls	.03¼
3 gal kegs, per keg .. .	.90
5 gal kegs, per keg . .	1 15
10 gal kegs, per keg . .	2 25
2 lb tins 2 doz in cs, doz....	1.35
2½-lb tins, 2 doz in cs, doz..	1.60

COLUMN 28.

SOUPS.



CAMPBELL'S (1-lb Condensed). Packed 48 1-lb. cans to case, Straight cases of any variety, or following assortment:

8 Tomato, 6 Vegetable, 4 Ox Tail, 3 Mock Turtle, 3 Chicken Gumbo, 2 Tomato Okra, 1 Julienne, 2 Beef, 2 Consomme, 2 Pea, 2 Celery, 2 Vermicelli-Tomato, 2 Clam Chowder, 2 Mutton Broth, 2 Bouillon, 3 Chicken, 2 Mulligatany.

Price, per doz, any variety...$0.90
Special on 5 case lots..... .85

Miscellaneous.

Anderson's Asstd, per doz.... .90
Anderson's straight, per doz.. .90
Snider's Tomato —8 lb tins 2 doz. in case, per doz. $2.60

Same—2 lb tins 2 doz. in case, per doz. $1.35

Van Camp's asstd, per doz.... .90
Van Camp's straight, per doz. .90

SPANISH DELICACIES.

Specialties of the
Spanish-American Food Co.
149-155 Fremont St.
Medal Goods. Paris Exposition.
IXL BRAND



	Doz.
Beef Tamales in key op. cans	.90
No. 1 Boneless Chicken Tamales in key-op. cans	1 60
No. 2 Not Boneless Chicken Tamales in key op. can	1.00
Extra Special Boneless Tamales in key op. cans 1.60	
Chili Con Carne, 1 lb.....1.20	
Enchiladas, in key-opener cans 1.20	
FRIJOLES, 1 lb	.90
Minced Tripe, Spanish style, 1 lb	1.25
Concentrated Soup, pts., 19 varieties	.90
Concentrated Soup, qts., 19 varieties	1.85
Minced Deep Sea Clams, 1 pt.	1.00
Minced Deep Sea Clams, 1½ pt	1.65
Clam Juice, 1 pt.....	.95
Clam Juice, 1½ pt.....	1.50
Cal. Baked Beans, tomato sauce, 1 lb., 4 doz in case. .	.85
Cal Baked Beans, tomato sauce, 2 lbs., 2 doz to ca e	1.35
Cal Baked Beans, tomato sauce, 3 lbs . 2 doz to case...	1.75
Chili Beans (Tamale Sauce) 1 lb, 4 d 2 to case... ...	.85
2 lb, 2 " "	1.30
2 lb, 2 " "	1.75
Deviled Oysters, for sandwiches 1 doz to case . . .	1.40
Pate Chicken Liver for sandwis. 1 doz to case	1.40
Macaroni and Cheese, with Tomato sauce, 1 lb, 1 dz. cs	.90

Truffles.

Rilhac, 100 1's, per doz.....12.00	
Rilhac, 100 1-16's, per doz.... 3.00	
La Forrest, 100 1's, per doz..17.00	

Vinegar.

	½ Bbl.	10 bbl.	5 gal.	3 gal.
30 grain	08	10	1 15	65 50
40 grain	10	12	1 35	75 60
50 gr in	12	14	1 70	90 80
60 grain	14	16	2 00	1 10 95
80 grain	16	18	2 65	1 50 1 25
90 grain	18	20	3 50	1 85 1 65
100 grain..	20	22	3 85	2 00 1 85

Hammond's Vinegar.

Sacred, qts per doz.....1 25

Yeast Cakes.

Great Western	1.00
Gillett's Magic	1.20
Yeast Foam	1 20

J. M. Cline Co.

29 Market St. S. F. Cal.

Worcestershire 1 Pts, doz	.90
Worcestershire Pts, doz	1.65
Worcestershire Pints, gl.	1 00

(Discount for Quantities)

COLUMN 29.

Department 19.

GROCERY SUNDRIES.

Axle Grease.

H. & L., per case.....$1.50	
C. & S., 2-doz case, per case...	2.00
" 5 cs lots	1.95
" 10 cs lots	1.85
Frazer's, 2 doz tins, per case.	2.25
Frazer's, 4 doz wd, per case...	3.60
Frazer's, 15-lb pails.....	.85
Mica, 3 doz tins, per case.....	2.50

Paper Bags.

Automatic, Self-opening, 500 in pkg. List.

¼-lb	$1.00	8-lb	4.80
½-lb	1.20	10-lb	5.20
1-lb	1.60	12-lb	6.30
1½-lb	1.70	14-lb	8.30
2-lb	2.00	16-lb	9.00
3-lb	2.50	20-lb	10.00
4-lb	2.90	25-lb	11.00
5-lb	3.40	30-lb	13.00
6-lb	4.00	35-lb	15.00
7-lb	4.40	.....	

Discounts from above List:
***(Cheapest).....50 pct and 5, 10's
Eagle or Equal....50 pct and 2, 10's
White Fibre, or any white bag, ...50 pct and 1, 10's
Mikado (striped) .....40 pct
Sugar Bags, broad bottom, lb....06
Lion, 40 per cent and 1....1.10

Bluestone.

Barrels, per lb (5 bbls 5½c) .$0.05⅝

Bathbrick.

Bristol, 2 doz, per case (25 case lots 67½c) $0.70
Powdered, 20 1's, per case 1.15
Powdered, 40 ½'s, per case 1.25

CANDLES.

Adamantine.

Schneider's 12 oz. 20's.....$0.07	
Schneider's 12 oz. 20's.....	.08½
Schneider's 14 oz. 20's.....	.09¼
Paraffine, 20 1 lb. cakes...1.90	
do, 5 bx. lots.....1.80	
do 40 1 lb cakes.....3.80	
do 5 bx lots.....3.65	
do 100 1 lb cakes.....9.50	
do 5 bx lots.....8.50	
P. & G. Adamantine, 10 oz.	8¼
do 12 oz.	9¼
do 14 oz.	10½
Yacht Club Quartz Candles 20 sets 14 oz.....	.10
10 sets 14 oz.	.09¾

Stearic.

Schneider's 14 oz 20's or 40'	.12
Schneider's 16 oz 20's or 40's.	.13½

Paraffine, Etc. Per lb.

4s, 6s, in cartons of 36-lb bxs..10¼	
12s, in cartons of 36-lb bxs.....10¾	
½-lb, in cartons of 25-lb bxs...10¼	
1-lb, in cartons of 25-lb bxs....10¼	

Colored 1c higher.

Beeswax, pure for churches..	40
Do No 2.....	30
Do No. 3.....	25
Christmas, all sizes.....	.8 8½
Do holders, ℔ gross.....	85
Wax Tapers, ℔ doz pkgs (℔ gross 8.00).....	.65 75
Night Lights, German, on pap & wd, (doz 40).....	65
Do French, on tin, doz..	.50, .75, 1.10

Cordage.

Basis price: Manila 14½c. Sisal 9¾c (5,000 lbs 1c, and 10,000 lbs ½c less.)

Egg Food.

Pratt's, 26-oz, 2 doz in cs....$2.25
Wellington's, 1-lb, 2 doz box.. 2.00

Fly Paper.



Fly-Net, Per case	$2.60
Magnet, per case.....	$3.50
Tanglefoot, per case.....	2.90
Tanglefoot Holders, per case of 50	75

Fruit Jars.

Mason's, pts, per gr.....	5.50
Mason's qts, per gr.....	6.25
Mason's, ½ gals	8.50

Fruit Jar Caps.

Porcelain, 6 doz to box, per bx 1.05

Fruit Jar Rubbers.

No. 1 white, per lb.....	50–60c
"Gold Seal," cartons, per gr..	.75
"Badgers," cartons, per gr....	.60

Hops.

No. 1, ¼ lb, 30-lb. box, lb.....	.28
No. 1, ½ lb, 30-lb box, lb.....	.28
No. 1, 1 lb, 30-lb box, lb.....	.28
Less than 30-lb boxes	.29

Horseradish.

½-pts, 2 doz in box, doz 1.10
Pts, 1 doz in box, per doz.... 1.50
Qts, 1 doz in box, per doz..... 2.75
Bulk, per gal ..... .75

Glue.

Le Page's 1 oz, per doz.....	.75
Le Page's 2 oz per doz.....	1.15
Le Page's ½ gill tins, per doz.	1 20
Le Page's 1-gill tin, per doz.	1 60
Standard, small, per doz..	.50

COLUMN 30.

EUREKA INSECT EXTERMINATOR.



Manufactured by
Jos. Fusch, 525 Front Street, San Francisco.

10c size, doz	.75
25c size, doz	1.75
60c size, doz	4.50
1.00 size, doz	8.00

Harmless to persons or animals; does not irritate the skin or injure the eyes.

MATCHES.

Metroplitan, full count, per tin	.85–.90
Universal, shrt count, pr tin	.85–.90
Boys' block pap pkg, per doz	.10
Swedish Safety, per gross.....	.80
Swedish wind, 1 gross.....	85
Vulcan Parafine, 65s, ℔ gross (50 gross 50c)	.50 .55
Japanese Safety, per gross.....	.50
Squirrel Matches, 55s, per gross	.43
Ship Safety Matches, la ge, gross	.75
" " small, "	.65

Diamond Match Co.'s.

Anchor, 200	1.70
Do 500s.....	3.75
G. G., 60s.....	2.50
S. & C., 300s.....	3.30
Red Top Safety	3.25
S. & C., Eastern Parlor, 80s....	4.25
Do 5-case lots	4.00
Butterfly Wax, 500s.....	8.00
Press, 100s, 5-gross cs.....	4.75
Do 5-case lots	4.50
Little Star, per cs.....	2.20
Do 5-case lots	2.00
Search Light, 500s, large 1 gr..	4.75
Do 5-case lots	4.50

Paper, Wrapping.

Butter, White, ℔ ream.....	20
Do Waxed ℔ ream.....	25
Manilla, No. 2, roll, any sz, lb	3½
Manilla, No. 1, rolls or reams, ℔ lb.....	5
Straw, ℔ ream.....	70
Do rolls any size, ℔ lb....	3¼
Drab, ℔ ream.....	60
Do rolls any size, ℔ lb....	2¾
Metropolitan White Fibre Rolls, per pound	.4

Paper, Toilet.

Columbia, in rolls, 7 oz, per cs of 100	2.75
Royal, 100 rolls of 500 shts.....	4.00
Pilot, 100 tablets of 500 shts..3.75	
Golden Eagle, 100 tablets of 1,000 sheets	8.00

Polishes, Shoe.

Mason's.

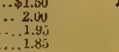
Mason's Colt-Coron-Ide Per gross $4.70; per doz. 40c

Mason's Paste Stove Polish Per gross $4.70; ¼-gross $1.20

Mason's Challenge, per doz	.40
Mason's Challenge, per gross...	4.70
Challenge Shoe Dressing, small per doz..... .. $	75
" " large "	1 50
Russett Comb'n. shoe Dressing small, per doz	75
" large, " "	1 50
Black Comb'n Shoe Dressing small per doz	85
Patent Leather Polish, per doz	50
Mason's, No. 4	45
" " per gross	5 20
" No. 3 per doz	35
" " per gross.	3 40
" No 2 per doz	30
" " per gross.....	3 00
" No. 1 per doz	25
" " per gross ..	2 80

Scott & Gilbert Co.

Manufacturers.
302 Davis Street San Francisco Cal.



In 3 dozen cases per

Alaska Seal Cr.....	20 00
Top Notch	15 0
Russian	12 00
Boss.....	9 00

COLUMN 31.
Bixby's.



Jet Oil.....per doz. 85
Jet Oil, 3 doz. in box, with Marvel Brush Free..... 2 55
Royal Polish ..... per doz. 85
Royal Polish, 3 doz. in box, with 8 pkgs. 5c Carpet Tacks free. 2 55
Shoe Satin, Small Comb, per doz. 80
Shoe Satin, Large Comb, per doz. 1 25
No. 5, Shoe Satin Paste, per doz. 40
No. 10, Shoe Satin Paste, p doz 85
Satinola, Small Comb 80
Satinola, Large Comb 1 25
No. 5, Satinola Paste. 40
No. 10, Satinola Paste..... 85
"BBB" Blacking Size M 3 dz in box ..... } 1 25
½doz. paste free }
"BBB" Blacking, Size B. 3 doz. in box .... } 2 50
1 doz. paste FREE }

Polish, Stove.

Rising Sun, large pkg. ₱ gross. 6.25
Do 5-gross lots, ₱ gross. .6.00
Do Small pkg. ₱ gross.... 4 25
Sun Paste, large, ¼ gross, per gross 8.00
Sun Paste, small, ¼ gross, per gross 5.00
Enameline, No. 4 tins, ₱ gross. 5.00
Do No. 6 tins, ₱ gross..... 3.25
Do Liquid, pt-tins, bx 3 doz. 2.25

Polish, Metal.

Electro Silicon, 1 gr in case, per doz ..... .80
Brilliantshine, ½ pts, per doz.. .90
Brilliantshine, pts, per doz.... 1.70
Brilliantshine, qts, per doz.... 3.10

U. S. Metal Polish.



POLISH

	Doz
Qts.	$3 00
Pts.	1 70
½ Pts.	90

PASTE

lb	$3 00
½ lb	1 75
3oz	50

Barkeepers Friend powder gr $15.00

U. S. METALLIC POLISH

PASTE is put up by a Practical Chemist; also in Liquid Form. Free from Acid or Grit. 20 years in the Markets of the World. **J. T. WILSON,** Pacific Coast Agt, 1770 15th St., S. F. For sale by all dealers. Also the Barkeepers' Friend Cleaning Powder.

Rope.

Manila, 1¼-in. cordage ..... lb
Sisal, 1¼-in. cordage 10¼

Seeds.

Anis 14½
Canary 7 7½
Caraway 8 10
Celery 15
Coriander 15
Cumin 14
Flax, ground 4
Flax, whole 3½
Hemp, sacks 4½
Millet 5½
Mustard 7
Poppy (Or. sks 9½)..... 10½
Rape, Cal..... 4
Bird gravel, 40 2s..... 2 00
Bird Seed Mixed 48—1-lb pkg 7½

Original sacks at less

Sheep Dip.

Little's, 10½-gal tins, per gall. .65
Little's, 5-gal drums, per gal.. 1.05
Smith's, 10½ gal tins, per gal .65
Smith's, 5-gal drums, per gal .85

Twine.

Cotton 4 ply 1oo-lb bls per lb 10
Do 3 ply 100-lb bls, per lb 9
Do 2 b cone, per cone 11
Hemp, 8-oz balls, per 3-lb pkg.. 70
Do, 4-oz. balls, per 3-lb pkg 75
Do 2-oz balls, ₱ 3-lb pkg .
Sack, 4 ply, 12-lb pkgs, per lb 13

Wax.

Fruit 25 1-lb pkgs. .. 30
Japan, per lb 30
[illegible] 32

Wax Strings.

12 in. 10 pkg. 100 stgs, each..... 1.20
14 in. 10 pkg 100 stgs each. 1.60

COLUMN 32.
Department 20.

WOOD AND WILLOW WARE

AXE HANDLES.

Ex 36-in doz..... $2 25
No. 1, 36-in., doz.. . 1 75
No 2, 36 in., doz. . 1 25
No 3, 36-in., doz . 1 00
Ex. 38-in., doz ... 1 00
Ex 40-in., doz .. 1 25

BASKETS.

	Per Doz.
Cal., Open, Spruce, No 3..	.60
Ca Open, Spruce, No. 4..	.60
Cal., Open, Spruce, No. 5..	.84
Cal., Satchel, Spruce, nest, 0-5	1.10
Cal., Satchel, Spruce, nest, 1-5	1.00
Cal., Satchel, Spruce, nest, 1-41	.71
German market, nest of 4	1.25
Clothes, Oval, Wil., No. 0.	6.50
Clothes, Oval, Wil., No. 1.	6.00
Clothes Oval, Wil., No. 2.	7.50
Clothes, Oval, Wil., No. 3.	9.00
Clothes, Oval, Wil., nest 4	3 17
Japanese Telescope, nest of 5, size 18x12x7.....	1.10
Same, size 20x13½x7 ...	1 50
Same, size 24x15x10	2 10

BOWLS, WOODEN.

	Per Doz.
Maple, No. 1, 11-inch.....	.75
Do No. 2, 13-inch.....	1.50
Do No. 3, 15-inch.....	2.75
Do No. 4, 17-inch.....	4.25
Do No. 5, 19-inch.....	5.75
Do No. 6, 21-inch.....	7.50
Maple Nests, 3, 13, 15, 17-inch	Per nest. .71
Same, 4, 13, 15, 17, 19-inch	1.20
Same, 5, 13 to 21-inch..	1.81

BROOMS.

	Per Doz.
Patent Cap, No. 1.....	3.80
Patent Cap, No. 2.....	3.60
Patent Cap, No. 3.....	3.35
Extra Patent, No. 1	3.85
Extra Patent, No. 2.....	2.60
Extra Patent, No. 3.....	2.40
Ladies' Pride, No. 1.....	2.85
Ladies' Pride, No. 2.....	2.60
Ladies' Pride, No. 3.....	2.40
Little Beauties	3.00
Ladies' Delight	2.80
Toy, 2 strings	90 1 05
Wisp, 2 strings	90 1 25

BRUSHES.

	Per Doz
Dust	2 00 12 00
Scrubbing	3 00
Dandy	1 70 5 75

Shoe Brushes.

No. 1, black tampico 1.10
No 2 bristle 1.65
No. 3, white bristles 1.75
No 4 bristles 2.00
No. 5, white bristles 2.25
No. 6, horse hair 2.70
No 7, bristle 3.00

Stove Brushes.

	Per Doz
No. 1, tampico, handles...90c-$1.10	
No 2 bristle handle	1 35
No 3 tampico handles	1 35
No. 4, bristles, handles.....	3.25

Ox Fibre Brushes.

	Per Doz.
Scrub, T & B 9x2¼ in face	80
Do Hub, 10x2¾ in face	2 00
Do Magic, 7½x2 in face	1.10
Do Owl, 6½x1¾ in face	85
Do Cat 10½x2¼ in face	1 50
Do Rat, 8½x2¼ in face	1 25
Do Mouse, 6¼x2¼ in fa	1.00
Do Alligator, 10½x2¾ in face	2.25
Do Goose 8¾x2¾ in fce	2.00
Do Duck 6¼x2¾ in fce	1.50
Stove, Hustler, 8½x2¾ in face	2.25
Sink, Bell, 3½x2¾ in face	1 40
Sink, Gong 4½x3¾ in face	2.25
Horse, Pointer, 10x3¾ in face	3.00
Creamery, Jersey, 9x5 in face	3.25
Creamery, Holstein, 9¼x5 in face	3.50
Dust, Peacock, 10½x4 in face	2.25
Hand, Windsor, 4½x1¾ in face, per gross	8.00
Whitewash, Snowstorm, 9-in, per doz	2 00
Same 8-in, per doz	1 75
Same 7-in, per doz	1.50

CAN OPENERS.

Diamond, per doz $0 75
Crescent, per doz 1 25
Scissors, per doz..... 2 25

CARPET SWEEPERS.

Bissell, per doz 25.00 to 27.00
King, per doz 24 00

CHEESE SAFES.

Round, No. 1, 15-in $2 20
Round, No. 2, 12-in 1 75
Round, No. 3, 10-in 1 50
Square, No. 1, 15-in 2 75
Square, No. 2, 12-in 2 25
Square, No. 3, 10-in 1 90
Square, each 1 60

Clothes Line.

Hemp, 40 feet, per doz $3 50
Hemp, 60 feet, per doz 4 75
Cotton, 40 feet, per doz 4 00
Cotton, 60 feet, per doz 5 50
Manila, 40 feet, per doz 4 00
Manila, 60 feet, per doz 5 50
Sash Cord, 70 feet, per doz 2 00
Sash Cord, 90 feet, per doz 2 50
Wire, Cord, 50 feet, per doz 2 00
Wire, Cord, 100 feet, per doz 3 75

COLUMN 33.

Clothes Line Pulleys.

Galv. Iron, per doz $0 65

CLOTHESPINS.

Common, per box of 5 gross .65
Patent Spring, per gr .80

COFFEE MILLS.

Enterprise Family No 1, doz $7 50
Enterprise Family No 2 do 5 50
Enterprise, counter, ea 5.50 25.00

CORKS.

Wine, pt size, per M $4 75
Wine, qt size, per M 5 25

Demijohns.

Glass, 10 to 5 per cent discount
½ gal, doz $2 25 1 gal, doz $10 00
2-gal, doz 4 50 3 gal, doz 13.50
4-gal, doz 6 50 5 gal, doz 19.00

Dust Pans.

No. 1 Japan, doz..... 67
Cover d, doz 1.14
Janitor, doz 2 25

Dusters.

China, fancy colored, doz .... .75
Standard Turkey, No. 10, doz.. 1.50
Standard Turkey, No. 12, doz .. 2 00
Standard Turkey, No. 14 doz .. 2 50
Standard Turkey, No. 16, doz.. 3.15
Standard Turkey, No. 18, doz.. 3.75

DOOR MATS, COCOA.

	Per Doz.
Light, No. 1, 14x34.....	4.00
Do No. 2, 16x27.....	5.50
Do No. 3, 18x30.....	7.25
Do No. 4, 20x33.	9.00
Medium, No 1, 14x24	5 25
Medium, No 2, 16x27	6 75
Medium, No 3, 18x30	8.50
Medium, No 4, 20x33	10 [illegible]
Extra, No 2, 16x27	9 50
Extra, No 3, 18x30	12.50
Extra, No. 4, 20x33	15 00
Extra, No 5, 22x36	18 00
Keystone Steel Mats ..	

Faucets.

Cork lined, No. 1, doz.....$0.60
Cork lined, No. 2, doz..... 75
Cork lined, No. 3, doz..... 90
Cork lined, No. 4, doz..... 1 25
Cork lined, No. 5, doz..... 1 [illegible]
Molasses Gates $0.25
Self Measuring Faucets, each .. [illegible]
Syrup Pump (Enterprise) ea .. [illegible]
Syrup Pump with Spout, ea .. [illegible]

Ironing Boards.

4-ft., per doz..... 4.20
4½ ft per doz ..... [illegible]
5 ft, per doz ..... [illegible]
5½ ft per doz ..... [illegible]

LAMP CHIMNEYS.

XX Eureka Grade.
Eureka Crimp Top in Cartons.

	Per Doz.
No. 0 or E, 6 doz in case	.75
No 1 or A 6 doz in case	.75
No " or B, 6 doz in case	.90

Eureka Electric.
In Cartons.

No " 6 doz in case per doz 1 00

Lantern Globes, per doz
Packed 3 doz. in case .70

Eureka Rochester.

	Per Doz.
No 1, 6 doz in case	.85
No 2, 6 doz in case	1 05
No. 3, 6 doz in case.....	2.10

Macbeath Pearl Top.

No 1 or A 6 doz in case .85
No " or B 6 doz in case 1 05

La Bastie.
Heaviest and best in market.

	Per Doz
No A plain bulk, 6 doz in case	1 20
No B, plain bulk 6 doz in case	1 50
No A, crimp bulk 6 doz in case	1 30
No. B, crimp bulk, 6 doz in case	1 60

Common Chimney.

	Per Doz.
No. 0 or E 6 doz in case.	.40
No 1 or A 6 doz in case	.45
No " or B 6 doz in case	.65

Common Rochester.

No 1, 6 doz per case	.80
No " 6 doz per case	.90
No. 3, 3 doz in case.. ...	2.00

Lamp Burners

0 or E, per doz..... [illegible]
1 or A [illegible]
2 or B, per doz. 4... [illegible]
[illegible]
Solar Burners, doz 1 50

LEMON SQUEEZERS.

[illegible]
[illegible]
[illegible]

MOPS AND HANDLES.

	Per Doz
No D Mop [illegible]	[illegible]
[illegible]	[illegible]
[illegible]	[illegible]
[illegible]	[illegible]

PAILS.

	Per Doz.
Wood, [illegible]	[illegible]
Wood, [illegible]	[illegible]
[illegible]	[illegible]
[illegible]	[illegible]
[illegible]	[illegible]
[illegible]	[illegible]

SHELF PAPER.

	Per gross
[illegible]	[illegible]
White, assorted colors . .	32

COLUMN 34.

TUBS.

White Cedar No. 0, 13.00; No 1, 10.50, No. 2, 9.00; No. 3, 8.00
Painted or varnished—No. 0, 11.16, No 1, 9.60, No 2, 8.40; No 3, 7.20
Fiber—No. 0, 18.00; No. 1, 14.50, No 2, 12.50, No 3, 11.00, Galvanized No 1, 5.10, No. 2, 6.20; No. 3, 7.00.

WASHBOARDS.

	Per Doz
California, regular size	1.80
California, small	.90
Star	2.75
Bronze	3.00
Good Enough	2.25
Anchor, single	2.25
Nameless	1.90
Peerless, double	3.25
North Star	3.50
North Star, protector....	4.00
Crystal Glass	3.75
Misses	1.50
Toy	.90

WICKING.

	Gro.
Lamp, 0 or E, ⅝ in	.30 35
Lamp, 1 or A, ⅞ in	.45
Lamp 2 or B, 1 in	.65
Lamp 3 or C, 1¼ in	1.00
No 1 Rochester	[illegible]
No. 2 Rochester	[illegible]
No 3, Mammoth	3 00
Junior Rochester	10 50
Stoves, 3-in	1.75
Stoves, 4-in	2.00
Stoves, 5-in	2.40
Stoves, 6-in	2 75
Stoves, 7-in	3 00
Stoves, 8-in	3 50

WRINGERS.
Wood Frame Novelty.
Two top screws iron tub clamps

	Per Doz.
No 350, 10x1¾ in	37.00
No. 351, 11x1¾ in	36 00
No. 352, 12x1¾ in	42 00

One top screw, wooden top clamps

No 360, 10x1¾ in..	31.00
No. 361, 11x1¾ in....	36 00
No. 362, 12x1¾ in....	42 00

Ball Bearing

No 380, 10x1¾ in	40 00

MISCELLANEOUS.

Butter, prints, 100 lbs, en $0
Butter, [illegible] 1
Butter, Cream, 1 lb cakes 1 80
Butter, Coverts, 21 lb
Butter, Parrel about, per doz 2.70
Butter, Ober, 1 lb, per dz 2 25
Butter, Ober, 1½ lb, per doz .50
Candles, [illegible] 1
Cheese, [illegible] 1
Butter Ladies, clays, doz 8
Lard, [illegible] 10
Lard, Pure, 3 and 5 lb [illegible]
Lard, Pure and Compound, 1 and 2 lb, 2.80, 1.75
Lard, Pure, Parrel 1 00
Lard, Compound, Chief, dz 1.25
Matches, [illegible] 1
Matches, [illegible] 1
Measures, 6 Tubulars, doz 5.75
Measures, [illegible] 1
Measures, [illegible] with Dipper, doz 1.75
Lantern globes, in bbls. 70@95
Measures, Tin, [illegible] 1
Measures, 6 holes, doz .60
Measures, [illegible] 1
Measures, [illegible] 1
Measures, [illegible] 1

COLUMN 36.

Department 21.

DRUGS.

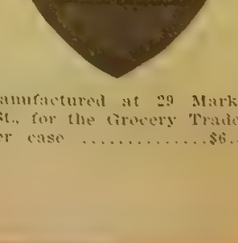
Acid, Carbolic, 2-oz doz	...	$1.50
Alcohol, 95 pct, cas, gal	...	2.85
Aloes, cape .....lb	...	.20
Alum, lump (powdered 6 @ 8).....lb	.03	.04
Ammonia, carbonate..lb	...	.18
Arrowroot, Bermuda, ¼-lb, 12 in box, per lb....	...	.32
Bark, Cassia .....lb	.15	.18
Bark, Cassia, powd...lb	...	.25
Bark, Elm, slippery, ⅛s and ¼s.....lb	...	.40
Bark, Sassafras .....lb	...	.25
Bay Leaves	...	.15
Bay Rum .....gal	...	2.75
Carbon, Bi-sulp, Lact., 1-lb bot .....lb	...	.35
Carbon Bi-sulp, Wheeler's, 1-gal can.....	...	1.25
" 5-gal	...	4.25
Cobalt (powd) .....lb	...	.30
Copper, Sulphate (bbl. 5½c) .....lb	.07	.09
Copperas, by bbl. 1¼c.lb	.03	.05
Cuttle Bone .....lb	...	.40
Epsom Salts .....lb	.03½	.05
Glycerine, 2-oz .....doz	...	1.50
Gum Aloes .....lb	...	.20
Gum Arabis, sftd sts lb	...	.35
Gum Asfœtida .....lb	...	.50
Gum Camphor .....lb	.93	.96
Lampblack, papers ...lb	.12½	.15
Lime, Chloride, lb cartons .....doz	...	.90
Lime, Chloride, 40-lb cans .....lb	...	.04
Lozenges, Licorice, Y. & S. .....lb	...	.30
Lozenges, Peppermint, extra strong .....lb	...	.50
Lozenges, Potass, Chlorate .....lb	.35	.40
Lozenges, Potass, Chlorate .....doz	...	.75
Magnesia Carbonate, lb	...	.25
Manna Flake, small, lb	...	.60
Moss, Irish .....lb	...	.15
Oil, Sperm .....gal	...	1.00
Oil, Sewing Machine, dz	...	.75
Paregoric .....lb	...	.70
Paregoric, 2-oz bot, doz	...	1.50
Paris White .....lb	...	.08
Paris Green .....lb	.19	.25
Phosphorus, 1-lb can..lb	...	.85
Phosphorus, 1½-lb can.lb	...	.95
Phosphorus, ¼-lb can.lb	...	1.05
Quinine, 1-oz vials...oz	...	.40
Quinine, 5-oz cans....oz	...	.85
Root Licorice .....lb	...	.15
Rosin, small lots	...	.04
Root Rhubarb, E. I..lb	1.25	1.50
Saltpetre (original bbls. 7c) .....lb	.10	.12
Salts, Epsom .....lb	.05	.06
Salts, Glauber .....lb	...	.04
Salts, Soda by bbl, 1¼ c	...	..
Sand, bird .....lb	...	.04
Sand, bird, in crtns, dz	...	.75
Sodium, bi-carbonate, keg, 2½c .....lb	...	.06
Spirits Nitre, 2-oz...doz	...	1.50
Spirits Camphor, 2-oz bot .....doz	...	1.50
Stone, Pumice .....lb	...	.10
Stone, Pumice, powd..lb	...	.10
Stone, Rotten .....lb	...	.12
Stone, Rotten, powd..lb	...	.10
Strychnine, cryst'd, R. & S., ⅛-oz bot.....oz	...	1.10
Strychnine, cryst'd, R. & S., 1-oz bot.....oz	...	.90
Strychnine, powdered, ⅛-oz bot. .....oz	...	1.05
Strychnine, powdered, 1-oz bot. .....oz	...	.85
Sulphur, Calif. ground, bbl .....lb	...	.01¾
Sulphur, Flower's French, bag .....lb	...	.02½
Sulphur, California, sublimed .....lb	...	.02¼
Syrup, Rhubarb, 2-oz bot .....doz	...	1.50
Syrup, Squills, 2-oz doz	...	1.50
Syrup, Squills, comp'd, 2-oz bot .....doz	...	1.50
Tar Pine, pt cans....doz	...	1.00
Tar Pine, quart....doz	...	1.75
Tincture Arnica, 2-oz bot .....doz	...	1.50
Tincture Iodine, 1-oz ioz	...	1.50
Tincture Opium, U. S. P., 2-oz bot .....doz	...	3.50
Tincture Opium, Camphorated, 2-oz bot.doz	...	1.50
Wax, Japan .....lb	...	25
Woods, Fustic .....lb	...	.06
Woods, Logwood Chip.lb	...	.05
Whiting, lrg, b'x of 2 dz	...	1.25
Whiting, sml, bx 31 pkg	...	1.25
Whiting assorted, box	...	1.25
Whiting, bulk .....lb	...	2½

COLUMN 37.

Patent Medicines.

Amycose, Nelson, doz. .....$	5.00
Aperient, Tarrant, 2-oz..... 4-oz., $4.00; 8-oz., $8.00.	2.00
August Flower	5.50
Balm, Chamberlain's Pain..	4.00
Balsam, Wistar's, 2-oz..... 4-oz., $4.00; 8-oz., $8.00.	2.00
Beans, Smith's Bile.....	2.00
Bitters, Hostetter	8.50
Bitters, Lash	8.00
Bromo Seltzer, 10c size..... 2-oz., $2.00; 4-oz., $4.00; ½-lb..	.80
Cascarets, 10c size 25c, $2.40; 50c	7.50
Castoria	1.00
Charcoal, Bishop's Willow.	4.80
Compound, Paine's Celery..	2.80
Compound, Pinkham's	.75
Cold Cream, Bishop's	8.00
Cure, Hall's Catarrh	8.25
Cure, Piso Consumption....	1.50
Cure, Schiff's Asthma sm..	6.00
Cure, Schiff's Asthma, lge..	2.00
Cure, Shiloh, Consumption sm., $2.00; med., $4.00; lg.	4.20
Cure, Warner's Safe	8.40
Discovery, Kennedy's	8.00
Discovery, King's, large $8.00; small	12.75
Discovery, Pierce's	4.00
Discovery, Willey's	8.00
Dyes, Diamond	3.75
Emulsion, Scott's, large....	.75
Emulsion, Scott's, small....	8.00
Expectorant, Jayne's, small	4.25
Expectorant, Jayne's, large.	4.00
Extract, Malt, Hoff's	8.00
Extract, Hoff's Malt and Iron	3.00
Extract, Pond's, small..... Medium, $8.00; large	3 50
Food, Mellin's, large	4.00
Food, Mellin's, small	16.00
Hood's Sarsaparilla, per doz..	6.50
Injection, Bachelor's	4.00
Injection, Big G.	8.75
Jamaica Ginger, Burns.....	9.00
Liniment, H. H. H., small..	8.00
Liniment, H. H. H., large	1.50
Listerine, small	3.75
Listerine, large	7.00
Magnesia, Citrate, Solution.	2.00
Magnesia, Citrate, Effrvnt..	8.00
Malted Milk, 4-oz.	2.00
Malted Milk, 8-oz.....	4.50
Ointment, Carbolic	9.00
Ointment, Trask's, small....	1.25
Ointment, Trask's, large....	2.00
Paine's Celery Compound ..... per doz.	3.25
Pain Killer, Perry Davis, sm	8.00
Pain Killer, Perry Davis, lg	2.25
Paper, Bishop's Fly, grs ...	4.50
Pectoral, Ayers, small... Medium, $4.50; large...	2.00
Peruna	2.25
Pills, Ayers	8.75
Pills, Jaynes	8.00
Pills, Pierce's	2.00
Pills, Schencks'	1.50
Pills, Williams' Pink	1.60
Plasters, Allcocks	4.00
Plasters, Belladona	1.75
St. Julien Condition Powder	1.00
Powders, Bishop, headache.	1 50
Powders, Seidlitz, small....	1.50
Powders, Seidlitz, large...	1.25
Remedy Chamberlain Cough	2.50
Remedy, Chamberlain Cough large	2.00
Remedy, Moore's Poison Oak	4.00
Remedy, McLellan's Diphtheria	2.00
Resolvent, Cuticura	8.50
Rough on Rats, large.....	9.20
Rough on Rats, small.....	2.10
Salve, Pettit, Eye	1.25
Salve, Russia	2.00
Sarsaparilla, Ayres	2.00
Sarsaparilla, Joy's	8.75
Sarsaparilla, Hood's	8.00
Sarsaparilla, Indian.....	8.75
Specific, S. S. S., small....	6.00
Specific, S. S. S., large	8.00
Swamp Root, large	14.00
Swamp Root, small	8.00
Syrup, Boschee's	4.00
Syrup, Fellows	5.50
Syrup of Figs	12.50
Tea, Garfield, 2-oz..... 4-oz., $4.00; 8-oz.	4.00
Troches, Brown's	2.00
Vermifuge, Jayne's	8.00
Vigor, Ayres Hair	1.90
Water, Eye, Thompson	3.00
Water, Florida, Mack, sm.	2.00
Water, Florida, Mack, lg...	1.50
Water, Florida, M. & L., sm	4.00
Water Florida M & L lg	1.75
	5.50

Harkers Stomach's Ease,



Manufactured at 29 Market St., for the Grocery Trade Per case $6.50

COLUMN 38.

Department 22.

TOBACCO, CIGARS, SMOKERS' SUPPLIES, ETC.

AMERICAN TOBACCO CO.

Plug Tobacco.

Battle Ax, 16 oz, 8x12, 8 cuts, 12, 24 lb	40
Big Gun, 16 lb butts, 16 oz., 3x12, 6 cuts	45
Boot Jack, 5⅓ oz, 8x12, 8 cuts, 1, 4, 8 and 12 lb	84
Boot Jack, as above, 2-lb, fancy wooden boxes	84
Brandywine 4 to lb., 2½x9, 3 cuts, 4 and 8 lb	48
Bullion, 16 oz 8x12, 12 lb ... " 6 to lb., 1x6, 20 lb	48 51
Burr Oak, 16 oz., 3 x 12 emb., 6 and 12 lb.	44
Climax, 16 oz, 2x12, 6 cuts, 6, 12 and 30 lb	46
Climax, 7 oz, 2x12, K & R 6 cuts. 7, 10½ and 21 lb.	49
Climax, 7 oz, 3x12, thin, 7 and 14 lb	49
Climax, 6 to lb, 2x3, Twin 48. 4 lb boxes	51
Climax, 14 to lb, 1x8, Figs 4 lb boxes	55
Cross Bow, 14 oz, 3x12, 4 cuts 14 lb	39
Drummond Nat., 5½ oz. 3x12, 8 cuts, 5, 8, and 12 lb	65
Five Brothers, 4 oz, 3x6, 2 cuts, 4 and 8 lb ...	67
Gold Rope 7 to lb. 3, 6, 12 lb. ..	58
Gold Rope 14 to lb. 4, 8 lb	60
Good Luck, 8 oz, 3x6, 16 lb.	46
Granger Twist, 12 and 15 lb pails	46
Horse Shoe, 16 oz, 3x12, 6 cuts, 8, 12 and 24 lb	45
J. T., 7 oz, R & R, 2x6, 2 cuts, 10½ and 21 lb	40
J T., 7 oz. Smo. 2x6, 2 cuts, 10½ and 21 lb.	40
J. T., 14 oz, Smo. 3x12, 4 cuts, 10½ and 21 lb. ..... R & R ..	40
Newsboy, 5 to lb, 2¼x4½, 8, 16 and 24 lbs	48
Nobby Spun Roll, 7 to lb, 1⅛x3½ 3, 6 and 12 lb.....	59
Old Honesty, 15 oz, 3x12, 6 cuts, 7½, 15 and 30 lb	45
Old Kentucky, 6 to lb, R. & R., 8, 16½ and 25 lb...	49
Old Peach and Honey, 6 to lb 8 lb. butts	49
Out of Sight, 12 and 24-lb. butts, 12 oz., 3x12, 3 cuts.....	36
Piper Heidsieck, 5½ oz, 2⅝x8, 3 cuts, 4, 7, 14 lb	71
Red Cross, 16 oz, 3x12, 4 cuts 12 and 24 butts ...	
Red Ribbon Twist, 10 to lb, 6 inch, 8 lb pecks, 16 lb. ½ bus	41
6 for 10, 10⅝ oz, 3x12, 8 cuts, 24 lb	36
Saw Log, 16 oz, 2x12, 6 cuts, 24 lb.....	47
Saw Log, 32 oz, 8x12, 12 cuts, 32 and 48 lb	47
Something Good, 5½ to lb, 2x4 9, 18 lb.....	46
Spear Head 16 oz, 2x12, 6 cuts, 6, 18 and 30 lb. ...	46
Spear Head, 7 oz, 2x12, 6 cuts, 7, 10½ and 21 lb	49
Standard Navy 14 oz, 3x12, 4 cuts, 14 and 28 lb.	39
Star, 16 oz, 8x12, 6 cuts, 12, 24 and 52 lb	46
Weissinger's Special, 5 1-3 oz., 3 x 12 emb, 2, 6, 12 lb.	65
W. N. T. Nat. Leaf, 6 and 12 lbs., bxs., 5½ ozs., 3x12....	59

Smoking Tobacco.

(5-lb Cartons, 25 and 30-lb cases.)

Seal of N. C., 1⅝ oz, foil.....$	0.68
Seal of N. C., 3½ oz, foil.....	.62
Seal of N. C., 8 oz, foil.....	.59
Seal of N. C., 16 oz, foil.....	.59
Old Gold, 1⅝ oz, foil or pouch	.70
Old English curve cut, 1⅝ oz	.74
Old English curve cut, 3½ oz (In curved tins.)	.74
Pedro, 2½ oz, foil.....	.49
Pedro, 2½ oz, pouch.....	.51
Pedro, 2½ oz, assorted.....	.50
Pedro, 16 oz, tin canisters....	52
Dixie Queen, 1⅝ oz, foil.....	40
Dixie Queen, 16 oz, tin canisters, 6-lb cartons, 24-lb cas	.43
Duke's Mixture, 1⅝-oz sack..	40
Arlington, 1⅝ oz, foil.....	.65
Cross Cut, 1⅝ oz, foil.....	.60
Duke's Cameo, 1⅝ oz.....	.42
Duke's Cameo, 2½ oz, foil....	.45
Melrose, 1⅝ oz, foil.....	.65
Fragrant Vanity Fair, 1⅝ oz, foil	.95
Red Indian Plug Cut, 1⅝ oz and 3½ oz, foil	.42
Red Indian Plug Cut, 16-oz pails	.44
Fashion, 1⅝ oz	.41
Fashion, 16 oz pails	.44
Bull Durham, 1 oz.	.66
Bull Durham, 1⅝ oz.....	.66
Bull Durham, 3½ oz.....	.60
Bull Durham, 8 oz.....	.58
Bull Durham, 16 oz.	.58
Pick Leaf gran, 1 oz, 35-lb cs	.60
Corn Cake gran, 1-lb bags, 25-lb cases, per lb.....	.25
Echo Plug Cut 1⅝ oz	43
Red Bell 1⅝ oz.	42

COLUMN 39.

Red Bell, 16-oz pails.....	.43
Oriental Mixture, 3½-oz tin..	1.00
Imperial Mixture, 2½-oz tin.	1.20
Plum, 1⅝ oz, foil.....	.62
Three Kings Mixture, 3½-oz tins	1.35
Monte Cristo Mixture, 3½-oz tins	1.50
Yale Mixture, 1-oz tin.....	1.35
Yale Mixture, 1⅝-oz tin.....	1.60
Yale Mixture, 3½-oz tin.....	1.55
Honey Dip Twist, 10 to lb....	.45
Master Workman, 10-oz plug, smoking	.47
Old Virginia Plug, smoking, 5 oz, 10½ lb., 6x5.....	.42

Fine Cut Chewing.

Hiawatha, 1 oz.....	.58
Hiawatha, 10-lb bulk, bright or dark	.56
Hiawatha, b'ght or d'k, 1-lb tins, 5-lb. pails	.58
Sweet Cuba, b'ght or d'k. 1-lb tins, 10-lb. pails	.38

Cigarettes.

Fragrant Vanity Fair .....$	3.90
Duke's Cameo	3.90
Sweet Caporal	3.90
Virginia Brights	3.90
Old Dominion	3.88
Pets (foil packages).....	6.52
Richmond Straight Cuts.....	6.62
Turkish Trophies	7.75
Egyptian Deities, No. 1, 10s..	21.50
Egyptian Deities, No. 3, 10s	$18.36, 19.88
Mogul	11.22

Cheroots, Etc.

Old Virginia Cheroots, 3's....12.50	
Old Virginia Cheroots, 5's....14.00	
Between the Acts Little Cigars, 10's, tin and paper..	8.50
Bengal Little Cigars, 10's....	7.50
Royal Bengal, 10 in pkg.....	12.00
Van Bibber Little Cigars....	17.50
Sub Rosa Cigarros, 10s, per 1,000	4.10

Cigarette Papers.

Vanity Fair, 50 pkgs in box..	1 05
Wheat Straw, 50 pkgs in box.	1.25
Wheat Straw, 100 pkgs in box	2.50
Wild Oats, 40 pkgs in box....	.90
Red Seal, 50 pkgs in box.....	.25
Corn Husk, 50 pkgs in box...	1.15
Corn Husk, 100 pkgs in box..	2.30
Interlock, 50 ..... " 100.....	1.15 2.25

THE HILSON CO.

Hoffmann House Little Cigars, 10 in package, 250 in carton .....$	7.50
Hoffmann House Magnums, 10 package, 100 in carton.....	12.00
Hoffmann House Petit Duc, 10 in package, 100 in cart'n	15.00
Hoffmann House Cavaliers, 10 in package, 100 in cart'n	18.50

J. B. PACE TOBACCO CO.

Scroll Tag, twist, 6 to lb....	.66
Scroll Tag, 10 oz.....	.66
Mastiff Plug Cut, 1⅝ oz.....	.67
Mastiff Plug Cut, 3½ oz.....	.64
Mastiff Plug Cut, 10 oz.....	.52

AMERICAN SNUFF CO.

French Rappee, 1⅝ oz, pr dz.	.96
French Rappee, 3½ oz, pr dz.	1.80
French Rappee, 16-oz jars, per lb	.65
Maccaboy, 1⅝ oz, per doz....	.96
Maccaboy, 3½ oz, per doz....	1.80
Maccaboy, 16-oz jars, per lb.	.60
Irish High Toast, 16-oz. jars, per lb	.57
Scotch Lilienthal's, in bladders	.60

CIGARS.

Porto Rico Cigar Co.

El Primero, Forziano Porto Rico	30.00
El Manifesto, Invincible	
Roosevelt Porto Rico	87.50

PIPES.

	Per Doz.
Cobs, Hot Shot, 3 doz.....	$0.25
Cobs, Gem, 3 doz.....	.25
Cobs, No. 3, 3 doz.....	.50
Brier, W. P. & Co., Assorted, 3 doz	2.00
Brier, Display Stands, 1 doz...	2.00
Brier, Showcase Assortment, 3 doz	6.00
Pipe Mounts, 1 doz.....	.75
Cherry Stems, 2½x6 in.....	2.00
Cherry Stems, 2d 2½x6 in.....	.85
Clay Pipes, T. D., 1½ gross per box	1.25
	Per Box.
Clay Pipes, Woodstock, 1½ gr., per box	1.25
Uncle Sam Cob Pipe, 3 doz box	1.00
Eclipse Patent Cob Pipe, 3 doz. box	2.25
Climax Cob Pipe, 3 doz. box...	2.25
Jewel Cob Pipe, 3 doz. box....	.90
Dewey Cob Pipe, 3 doz. box...	2.50
No. 19 Cob Pipes, 1 doz box....	2.00

COLUMN 40.



The WELCH GRAPE JUICE CO.
Westfield, N.Y.

Represented by Spohn-Patrick Company.

Case
Quarts, 1 doz. $4.50
Pints, 2 doz ... 4.75
½-Pints, 3 doz. 4.25
8-oz., 8 doz. 6.00
½-Gallons, 1 dz. 8.00
Gallons, 6 gal. 7.50

PRETZELS.



Hoeflin Pretzel & Baking Co.,
431 Sixth St.
Hand-made Pretzels a Specialty.
Size 1, 8's, per lb.....12c
Size 2, 8's, per lb.....12c
Size 3, 8's, per lb.....12c
Fingers, 10s, per lb.....12c
Hazlenut, 10's, per lb.....12c
Also furnished in cases, 20 to 30 lbs., at 11c per lb., and barrels at 10½c lb.

New Advertisement.

P. F. Rathjens
PORK PACKER

Sausages.
Garlick Frankfurter 10
Bologna 10
Blood and Liver..... 9
Tongue and Headcheese..—
Choice California Ham..12
Extra Light Bacon.....15½
Medium Light Bacon.....12½

Boiled Hams.
Kingan 20
Eastern 19
California 17

Mettwurst.
Extra Home Made..20, 22½, 25

ATTRACTIVE BILLBOARDS.

Many attractive billboards are going up that show the Jersey Cream can of the Condensed Milk Company of California to splendid advantage. Big stands are used and the bright red of the label makes a strong contrast to the background of green meadows and hills while a pretty dairy maid standing near a Jersey cow add beauty to the pictures which really have decided artistic excellence.

Quality

Counts before QUANTITY with shrewd buyers



—Our Goods are Always Satisfactory—

Helvetia Milk Condensing Co.

Highland, Ill.

San Francisco Office, 3 Calif'a St.

WITH WEDDING BREAKFAST.

Tom Brennan Arrives To Tell the Mode of Success to Be Won.

Tom F. Brennan a former San Franciscan, is now in town and will devote the next few months to telling the trade of the bay cities about the help "Wedding Breakfast" coffee has been to grocers in other communities and how it can help them secure the same results.

"Our people believe in protecting the retail selling price of their goods," he said. "We have been doing it for years, independent of association help. But I can assure you that we are glad to have the active co-operation of the trade through their organizations in our efforts.

"The Nash-Smith Tea and Coffee Co. are pioneers in the business. Our Mr. Nash put up package coffees before the Arbuckles. Our "Wedding Breakfast" blend has been on the market 16 years now. There has not been a year that our business has not increased sometimes more than 100 per cent.

"This has been due to three things. First, to the quality which has always been kept of uniform excellence without regard to what it cost us; second, to our protecting the retail selling price and refusing to supply firms that cut; third, to the price in most cities it can be retailed for 30 cents and leaves the dealer a margin of 5 cents though it is often sold for 35 cents.

"Dealers are realizing more and more how great an aid companies like ours are to them in helping them hold their coffee trade and in helping them win back customers who are weaned away by the wiles of the coffee peddler who canvasses from house to house with his buggy. They are learning that customers who are given bulk coffees that are satisfactory one month and, six weeks later when they get coffee of a different quality look for a change and get it.

"When customers find a brand of coffee they like, they stick to it. If the grocer knows, I don't mean 'thinks' I mean 'knows' that every package of "Wedding Breakfast" or any other high grade coffee, is going to be the same five years hence or twenty-five years hence as it is today and when he knows—not "thinks" but "knows" that there is full net-weight in each package, he feels safe in recommending those goods to his trade. When they once use that coffee and like it and they will like it—their trade belongs to him. They may try a pound from this man or a pound from that peddler or try a fly at the kind that throws in a cup and saucer. But they are coming back, eventually, to the package they are sure of and that satisfies them.

"I have been selling 'Wedding Breakfast" coffee for five years. I have met many grocers who have been selling it for fifteen years. And I want to say right now that the staunchest friends of "Wedding Breakfast" coffee are those that have used it longest.

"Our distributors in this territory are Frank B. Peterson & Co. We will cooperate with them introducing it here and I am satisfied that the trade of California will be as appreciative of this piece of goods as the grocers are elsewhere.

"Our coffee is matured in the high altitudes of Colorado. We have our own process of roasting by direct contact with the fire—a method that saves largely the essential oils that give to coffee its flavor and the aroma that make up so much of its value."

Mr. Brennan will work in conjunction with Mr. Peterson's salesmen and introduce "Wedding Breakfast" coffee which has come to this market to stay.

STORE FIXTURES.

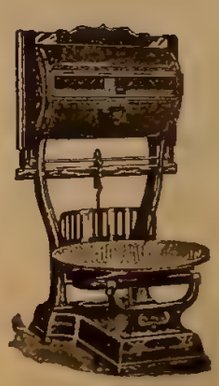
The need of interior work in stores offices, etc., will at all times be promptly attended to if the Pacific Store & Office Fixture Co. (Inc.), at 3253-3259 Sixteenth Street San Francisco, are called upon. But few of the hundreds of grocers in the city and nearby suburbs have any knowledge of the extent of the fine new plant erected last year by this company, or realize their ability to handle this class of work which they make a special feature of their business. Being fully prepared to execute this line of construction, they are enabled to handle any steel contract for any class of interior fittings and do it with dispatch and at figures that those less favorably equipped could scarcely attempt. Their store covers everything from ordinary plain counters, shelving, etc., to the finest pieces of bar fixtures or bank and office fittings. To the wholesaler, produce and commission dealer merchandise broker or others needing any interior office fittings, the Pacific Store & Office Fixture Co. (Inc.) is recommended by the Advocate.

DANGEROUS ASURES.

Bill No. 369 introduced by Mr. Cleveland would prevent the general merchandise dealers of California from selling a bottle of cod liver oil, a box of pills or any medicine whatever without a prescription from a physician. As practically every general merchant carries a line of patent medicines this bill, if made a law, would work a great injustice not only against them but against their customers. Every reader of the Advocate who feels that this business will be affected by this bill should write at once to his representatives in the Assembly and Senate telling them why the bill should not be passed.

Money Weight Scales

Some of the Advantages the Grocer Derives:



1—They give the correct value of the article being weighed.
2—They prevent loss from errors in calculation.
3—They save time required in making calculation
4—They are made better than ordinary scales.
5—With proper care they will last an ordinary life-time.
6—The pivots are of hardened tool steel, and with agate bearings inserted at the proper point, are practically indestructible.
7—They are sensitive to the very small fraction of an ounce.
8—They are an ornament to any store.
9—They are the only scale that is mechanically honest.
10—Customers, knowing them to be an honest scale, like to have their purchases weighed on them.
11—Sold on easy monthly payments.

With the **Money Weight Scales** you at once weigh goods **AT THEIR MONEY VALUE.**

Send for further information.

PIERCE & CO.

Pacific Coast Agents

14 Turk Street **SAN FRANCISCO, CAL.**

Cigars and Tobacco

The tobacco trade at the present time is in an unsettled condition, and the **Advocate's** price-list remains stationary. It is likely that there will be some changes in the prices in the near future. The invasion of the United Cigar Stores is said to be the cause of the condition of the tobacco market. Notwithstanding this statement the Independents are preparing themselves to handle their opponents in a manner that will be somewhat surprising to the Trust.

Meeting of the Cigar Merchants.

The cigar and tobacco merchants held a meeting Monday of last week at 102 O'Farrell street. President J. S. Parry reported that he had divided the city into sections to further the interests of the business.

The following gentlemen were selected as an advisory board: C. B. Poar, William Glynn, Horace Orear, Thomas Ferguson, Max Etlinger, H. Bendixon, A. Hess, B. W. McIntosh, L. Korn N. P. Peterson, C. Dodge, R. E. Starr, E. J. Gillen, L. Willard and George Carrington.

Mr. Parry also called the attention of the members at the meeting to the way the United Cigar Stores were advertising by promising to give better cigars for the money than the established cigar dealers. He was strong in his condemnation of the acts of the Trust.

Long discussions ensued in which many members took part over the Trust signs, and Ed. L. Allenberg suggested that the association publish a list of the Independent goods, so that those dealers who could not distinguish between Trust and Independent goods could read for themselves and ascertain the goods (Independent) which they should handle.

The next meeting will be held at the call of the chair, probably in the first week in February.

C. H. Schmidt, vice-president of Tillmann & Bendel's, is in the East on a business trip. He will visit some of the largest cities.

Inlow & Smith have started a high grade tobacco store at Eage Point, Oregon.

N. R. McMath is now in the cigar business at Connell, Wash.

Eugene Cerf, the well-known cigar proprietor, has opened a stand in the Merchants' Exchange.

The Japan **Advertiser** says that the authorities have arranged to conduct a Government tobacco factory at Nagasaki, with a branch factory at Shimabara. The date for the formal opening of the factory has been fixed for February 1.

How They Put a Premium on Honesty.

A novelty in the cigar business which is being introduced by the United Stores Co. is a system of insurance for employes. The company undertakes to issue and pay the premiums for every one of its employes whose salary is less than $2500 a year, paying the premium so long as he is in their employ. The amount of the policy will be his salary for one year, provided this is not less than $1000.

In cases where the salary does not reach this figure the policy will still be $1000. The object of this innovation is of course, to provide for the widows and children of men who die when in the company's emplay. Cigar salesmen are not usually particularly provident, and more than once salesmen of the company have died leaving their family totally unprovided for. The idea is one that redounds to the credit of the company, the worst enemies of which could find nothing to cavil at in this. At the same time it is one that has considerable merit from a business point of view.

It will cost a good deal of money, but the company is rich and can afford it. To a great system like the United Cigar Stores Co. it is a matter of prime importance to secure the very best class of help. Any money which attracts good men to its service is money well spent. Again it is equally important to keep its men when it has them, and a man will think twice before leaving a service, when by doing so he sacrifices an insurance policy or is put to the necessity of paying the premiums out of his own pocket. Finally, the system puts a premium on honesty and industry, inasmuch as it gives additional inducements to a man to deserve to hold his job.

THE LONG CLAY PIPE.

It is curious how the long clay pipe has dropped out of usage, says the London **Chronicle**. But its tradition lingers. Recently an American, dining at a Fleet street inn which trades on its survival, called for a long clay and smoked it in the belief that he was doing in London as London does. But the man who wants to buy long clays would be puzzled where to find them. Yet, thirty years ago there was not a provincial town without its shop devoted exclusively to the sale of specially manufactured clay pipes, and the business was a flourishing one. The long clay, of course is a serious thing, and, unlike the cigarette, cannot be combined with walking or writing. That, perhaps, is the explanation of its present disfavor with smokers.

WANTS IT LATER.

San Jose, Jan. 14, 1905.

Advocate Publishing Co., San Francisco, Cal

Enclosed please find check for $2 for your paper. I intend to leave for Europe and would therefore request you to discontinue sending it for the time being. On my return, I shall notify you to send same again to further the good cause. Respectfully,

Anton Stefan.

Some salesmen spend so much time keeping a record of what they do that they never do anything of importance

SOME IMPORTANT QUESTIONS.

A Few Things That Retail Grocers Should Consider Carefully.

If you have not received as much profit out of your business this year as you have a right to expect, there must be something wrong. Every merchant is entitled to at least 10 per cent of his gross receipts as clear profit.

Figure this out and answer the following questions for yourself: Have you actually saved 10 per cent of the gross receipts of your business in the last year? If not, can you satisfy yourself as to what has caused this shortage?

If you have looked at this proposition of **profit and loss** in your business from every point of view, you will readily realize that it is the small leaks in your store which cause you the greatest amount of worry, loss of time and money. The larger losses you can partially control; the little losses are the ones that lose for you the most money.

All of these losses can be prevented. A latest improved National Cash Register will protect you against the losses which occur in your store and which have caused the shortage in your profits for the past year. An up-to-date, modern National will "stop the leaks" in your business.

You surely are not willing to carry on your business with a system which loses you money. If you are willing to investigate a more modern and up-to-date one that will guarantee you the proper profit from your business, write to Messrs. Pierce & Co., 14 Turk street, San Francisco, and they will have a representative call upon you and explain the most modern method of taking care of receipts in a store—a system which will save you your profit.



Hospitality's Cheer

In all social cheer hospitality's motto is:

The Best for the Guest

The superb quality of

Hunter Whiskey

makes it the first sought and the first bought.

HILBERT MERCANTILE Co.
136-142 Second St. San Francisco
Phone Private 3-3



EHRMAN BROS. & CO.,
S. F. Distributers.

LANDIS TONIC BITTERS



A Pure Tonic and Laxative

—o—

Made from

Herbs, Seeds Roots, Barks

—o—

NATURE'S OWN REMEDY

FOR

Stomach and Blood Disorders

One of the finest Tonics to be used in any Liquors. Has a desirable flavor.

Made only by the

Occidental Chemical Co.
Incorporated
1664 MISSION STREET
Tel. Folsom 4166 SAN FRANCISCO

Gilt Edge Whiskies

Wichman, Lutgen & Co.

—Incorporated—

Importers and Wholesale Dealers in

WINES AND LIQUORS

will remove to their new quarters

29-31 Battery Street

on or about April 15th, 1904.

Mothers! Mothers!! Mothers!!!

Mrs. Winslow's Soothing Syrup

has been used for over SIXTY YEARS by MILLIONS of MOTHERS for their CHILDREN while TEETHING, with PERFECT SUCCESS. It SOOTHES the CHILD, SOFTENS the GUMS, ALLAYS all PAIN; CURES WIND COLIC, and is the best remedy for DIARRHŒA. Sold by Druggists in every part of the world. Be sure and ask for "Mrs. Winslow's Soothing Syrup," and take no other kind. Twenty-five cts. a bottle

UTOPIA GINGER ALE

Crystal Orange Cider

JU LIM-PE (the juice of limes with pepsin)

Specialties of the

Pure Water Company

P. O. Address, Golden Gate, Oakland, California.

Call for ASTI WINES

PRODUCED BY THE **ITALIAN SWISS COLONY**

Dry Wine Vineyards, ASTI, Fulton, Sebastopol, Cloverdale, Sonoma County, Cal.
Sweet Wine Vineyards, Madera, Madera County, Kingsburg, Fresno County, and Lemoore, Kings County, Cal.

Office and Salesrooms, Cor. Battery and Greenwich Sts.

Vaults, 1235-1267 Battery St. 101-169 Greenwich St. 1334-1336 Sansome St., S. F.

P. C. Rossi, President Telephone Private Exchange 448. A. Sbarboro, Secretary

A. VIGNIER CO.

429-431 Battery Street San Francisco

IMPORTERS

Sardines, Olive Oils, French Preserves, Washing Blue, French Castile Soap: Clover Leaf, Virgin, Dahlia, mottled, Wines and Liquors—**A. V. H. Gin**—imported goods only.

Sole Agents for the Genuine CLICQUOT Champagne

Only the GENUINE, Imported direct from France, bears Vignier's LABEL

Clerk's Corner

TAKING CHANCES.

You Must Keep Your Wits Collected When In Business.

"It is curious," said an out-of-town guest at one of the down-town clubs, "how men who have grubbed and saved and are ordinarily possessed of good judgment, often lose their heads at the prospect of making a handsome profit in a single transaction. I don't refer now to the 'easy Reubs' who buy gold bricks, but to staid, cautious business men, who take it for granted that they are dealing with men like themselves.

Experience of Shrewd Men.

"You have just told me about a concern made up of shrewd, careful and progressive business men, that has lately been forced to the wall. I know a similar story of two young men in the town where I live. Both were industrious and bright, and both were so economical in their personal expenses as often to bring down upon them the charge of being small and mean—of being misers. One of them was a merchant, and the other was the manager of a big manufacturing concern; and in a few years each of them had accumulated a handsome property—that is, for the town in which they lived—say $40,000 apiece.

How People Are Mistaken.

"Then an opportunity was offered to them to buy a manufacturing plant at a 'bargain'—they had been church workers together and had otherwise been brought together in close personal relations—and they agreed to go into the venture, the one abandoning his lucrative position and the other a profitable business. Both were able to raise all the cash that was needed for the new business, and everybody who knew them predicted that the firm could not fail to make a success of it.

"Within less than a year that firm went into bankruptcy. The partners watched every penny of outgo with the eyes of a lynx, they were close buyers of raw material and their credit with every local bank was AI although, as yet, there was little occasion for them to borrow money on any great scale. In order to economize still further, however, they undertook to sell most of their products direct, instead of selling them, as had previously been the case, through commission houses; and, suddenly, the failure of one big concern that was a heavy debtor to them was announced, and then everything was up with them. The insolvent concern could scarcely pay ten cents on the dollar, and in consequence these two young men, starting out under such promising auspices, were compelled to hand their property over to the courts. They didn't recover a dollar of their original capital, and to-day one of them is a traveling salesman on a small salary and the other is a car conductor. Be it said to their credit, however, that misfortune did not 'drive them to drink.' Both of them are still reputable and industrious citizens.

Bad Collections.

"But their experience shows the importance of keeping your wits collected if you are in business. It is all well enough to keep down expenses of production and personal living, but it is equally important indeed, more important—that the money that you put out in the shape of credit to customers is in a fair way to be returned. 'Bad collections,' I venture to say, are responsible for a large majority of the business failures of the present day, and this is only another way of saying that the creditors have taken undue risks. Such business is bad policy and every busines man, especially young business men, should be on guard against it. It doesn't pay."

PRAISE FROM PEPPERWOOD.

Pepperwood, Humboldt Co., Cal.,
Jan. 15, 1905

A. H. Powers, San Francisco

Dear Sir—I have been reading your New Year's edition and want to tell you how much it pleases me.

It certainly is fine. I think every grocer in California should have a copy. If he would read it as I have, it would make him a better grocer and a better business man.

I want to tell you right now that the grocers could better afford to pay $10 a year apiece for the Advocate than lose its help and its advice.

Wishing all my old friends of Alameda County a Happy New Year, I remain. Yours truly,

Geo. R. Young.

TO REACH THE PINNACLE.

A vast number of failures in life are due to the fact that so many people when starting out imagine that there is an elevator running to the top story of success. Every man who reaches that pinnacle has to walk upon his own legs.

YOUR EVERY WANT IN

PAPER

Can be
Supplied by

A. ZELLERBACH & SONS

416-426 Sansome St.

SAN FRANCISCO

CROWN BRAND
EPICURE CHEESE

A CHOICE ARTICLE
A Rapid Seller at a Good Profit.
Not Equalled by Any on the Market

SARDELLAS
ANCHIOVIS CAVIAR
TABLE SPECIALTIES.

A LARGE LINE
Of Guaranteed High Quality.

We solicit Attention of the Trade to our Offerings. Our Epicure Cheese will fully satisfy the most particular people. . . . .

EPICURE MANUFACTURING COMPY.
216 Davis Street
San Francisco
Factory, Los Angeles . . Cal
Branches
Portland, Or. Seattle, Wash

TOBOGGAN
MAPLE SYRUP -- IT IS BEST
Pacific Coast Syrup Co.
SAN FRANCISCO
THREE REFINERIES: SAN FRANCISCO, PORTLAND and SEATTLE

PROGRESSIVE DEALERS foresee that certain articles can be depended on as sellers. Fads in many lines may come and go, but SAPOLIO goes on steadily. That is why you should stock

HAND SAPOLIO

HAND SAPOLIO is a special toilet soap—superior to any other in countless ways—delicate enough for the baby's skin, and capable of removing any stain.
Costs the dealer the same as regular SAPOLIO, but should be sold at 10 cents per cake.

Grocery Markets.

Commercial Outlook of the Western World as shown by Present Conditions.

Office of the ADVOCATE.
Thursday Afternoon.

ADVANCES.

Palo Alto peas, gal to $4.75.
Vacaville black figs, sks to 6c.
Pacific codfish, bals, 5c; cases, 6¼c; strips, 6½c; extra strips, 7¼c.
Small white beans, to $3.70.
Vestibule matches, 500s to $4; 5s, $3.75; 500s tin lined $4.35; 5 cs lots, to $4.10.
Baker's Germ Sweet Chocolate 1-8, 24c.
G. Star drips, pancake drips, crystal rock drips, about 5 per cent.

DECLINES.

Glizie Sprats, p cs to $6.10.
Cotton twine, balls, to 19c.
Cotton twine, cones to 22c.
Yacht Cream, to $3.25.

AGAIN IN THE MARKET.

G. Star beans 2s, $1.
German lentils, per lb, 6c.
Und mustard sardines, ¾, $4.90.
Und Sil sardines, ½, $4.15.

SCARCE.

Maltnitz paraika, 1 oz; ditto, 4 oz.
Nutmegs cheese.

SUGAR.

What sugar is worth in the mid-west or in New York does not have much weight with prices here, since the condition is such a mixed one. A sugar war is the promise held out by the various refining interests but as yet there has not been more than a skirmish. If there are any plans maturing for a reconciliation they are kept well under cover, although a hint in that direction has leaked out. The public is familiar with the refusal of the West to sell sugar to two of our jobbers and the reasons therefor; this intensifies the strain between the wholesale interests who are at "outs" with the Trust and the Trust and its methods. The position of raw sugars and improved prices on refined in the East warrant advances here, but if the local disturbance remains unreconciled prices will surely go lower.

Willett & Gray, New York, say:

"Following the upward movement in raws, two general advances of 10 points each were made by all refiners, one on Friday and the other following, bringing the net cash quotations for granulated up to 6 cents. This is the highest price on record since the Spring of 1891 when tariff changes were imminent. The highest previous quotation for granulated, since the present tariff went into effect, was 5.89 cents net cash in August 1900, when stocks in principal countries were small.

"Withdrawals against outstanding contracts are good, causing a delay in the deliveries by some refineries, particularly Howell's. New business has been only fair and rather limited, because buyers generally have already engaged supplies for thirty days ahead. A few of the strongest buyers, however, who are confident of much higher prices during the season, are placing large orders, being prepared to take and pay for the sugars when contracts mature, which they expect the refiners will require them to do. Price guarantees are still withdrawn.

"Refiners continued to take orders to some extent after the advance today at the previous basis of 5.09 cents net cash.

The present margin of 76 points between raw and refined is only a moderate one, for this time of the year, and, in view of the strength of the general situation, buyers may consider it safe to continue purchases."

COFFEE.

From time to time we have been advising the trade that good, old, roasting grades of mild coffees would show an improvement, and since the New Year has opened this has been verified; from 12 cents upward washed grades have done better. Grades running from 9½ to 11 cents have been most in demand. New crop coffees running from 9½ to 13½ cents have gone out in a small way. Low grades from 6½ to 9 cents are not to be had and of course buyers are insistent that in some odd nook or corner a few parcels can be discovered. It is the worse for the consumer that grades of this sort are at all taken by the roaster; they lack every element of fitness for the table. New crop Salvadors have recently sold at 9½ cents for fair grade. Ecuadors bring 8¾ to 9¼ cents. Stock in first hands is exhausted.

Willett & Gray, New York, report:

"The receipts at Santos the last few days have been running larger than they were the first two weeks of January. However, one of the best informed houses in Brazil cables that notwithstanding the larger receipts for a few days, the total for the month of January at Santos will not exceed 300,000 to 350,000 bags.

"The more Europe loses of her coffee stocks the more anxious are the people over there for a decline in the market. While there is naturally a difference of opinion as to present or future 1897-1898 to 1901-1902 steadily increased from about 9 000,000 bags up to 15,500,000 bags, but since 1901-1902 the outturn of these crops has ben steadily decreasing from 15,500 000 bags to 9,500,000 bags annually. This decrease is not due to unfavorable weather as sometimes reported, but is due to the poverty of the soil in which a great many of the present plantations are laid out. Therefore, a change in the weather conditions is not likely to contribute to an increase of the crops, since existing conditions of the plantations are more likely to result in smaller crops for several years.

"The Venezuela crop which had been reported about 60 per cent of a usual crop, is now understood to be only about 40 per cent of the annual yield expected. It is also now known that the Haiti crop will turn out not to exceed 50 per cent of the crop raised there last year.

"Thus we see that the coffee world is going into a cycle of smaller supplies and so long as opinions differ as to values we conclude the market is surely healthy.

"No. 7 Rio is quoted at 8 7-8c. to 9c., acording to position and Rio and Santos 4s, change hands at 9 3-8c. to 9½c., as to selections.

"January Options, week ending January 19: Highest, 7.65 to 7.70; lowest, 7.50 to 7.55, closing 7.50 to 7.55, against last year closing 7.50 to 7.55. No. 7 last year 8¼c."

TEA.

Firmness and steadiness are the dominant features of teas; there is but little of an interesting character to be picked up in the market all joining in the one report that trade remains fairly good but is practically at a standstill as to prices.

John B. Brown & Co., New York, under date of January 27, write in part as follows:

"Japans First crop teas are commanding a premium throughout the States and even second and third pickings are well maintained as to price.

"Formosas continue in active demand at full to advancing prices. Some 6000 half chests have been sold within the last two weeks. Considerable of these 6000 have been resold at a profit. The estimated supply of Formosas will prove considerably short over the last two previous years, and predictions are freely head of considerably higher prices in the quite near future. Japans are slow but prices firm. Low grade Indias of rough leaf and dark, unattractive liquor are offered at concessions, but as the American trade buys but little of these kinds it is quite natural that they should sell at a less price. Tippy, Indias, and Ceylons are selling at full rates.

DRIED FRUITS.

Dried peaches are in a fair way to be cleaned up in a most thorough manner; a crop of some 800 cars has been put down until it is estimated that only forty cars remain unsold. Prices are strong with an advance in some grades; sellers are quite independent in their demands. The stock on the Coast, it is alleged, is controlled by three shippers; as the stock on hand is not sufficient to meet the needs of the country before new crop is available higher prices are anticipated. Apricots have been closely sold up until there are not over twenty cars remaining on the Coast; while there is less movement in this fruit than in peaches, still there is sufficient to take up every car before the new crop comes to market. In apples there is wanting life and interest, particularly in sun-dried, which are neglected. Evaporated of choice grade are firm. The stock of prunes is no longer a formidable one and there is every promise of a much healthier condition in the future; there are said to be but 750 cars on the Coast, as against 1600 cars a year since. There is a good supply of 50-60s. 45-50s, 80-90s and 90-100s are very scarce; 70-80s are in only fair supply. Prices have been at such a ridiculous figure that any change will be in the direction of improvement; it remains with the growers to provide an adequate remedy for the evils which disturb this fruit and render its cultivation so hazardous as a profit-maker.

Old Kentucky Distillery

INCORPORATED



LOUISVILLE, KY.

PACIFIC COAST BRANCH
228 Front Street
SAN FRANCISCO, CAL.

"KENTUCKY DEW"

Go to the Housewife



Thou Grocer;
Consider Her Ways
and
Load up On
Golden Gate Leaf Lard.

WESTERN MEAT COMPANY
Packers and Exporters of
U. S. Government Inspected Products
San Francisco, U. S. A.

TOMATOES--Pack 1904 MAPLE SHADE BRAND.
The above we are now delivering in full standards, solid pack, and same with peppers, and guarantee them to be the best ever put up on the Coast. Write for prices.

PENNELL-SUYDAM CO.
WHOLESALE GROCERS
14-16 Spear Street, San Francisco.
Tel. Main 5896.

CANNED GOODS.

The only notable item in canned goods to stir the stagnant pool of trade is the slight increase in foreign shipments. January and February are two of the quietest months and they are well up to their reputation, as there is only the most insignificent sort of trading going on. From week to week prices have been without any appreciable change. Stocks of fruit are so light that no one cares to cut a price to force a sale. All the jobbers and retailers are well supplied and see no

CONTAINS WHITE OF EGG
The Greatest Leavening Auxiliary



Not Made by the Trust

Now Used in Thousands of Families

30 CENTS THE POUND
Made in California. Ask Your Jobber.
THE NEELY COMPANY
3 California St., San Francisco

BLACKSTONE'S INKS

BEST TO BE BOUGHT

KEEPS IN ALL CLIMATES



Blackstone Manufacturing Co.
(Incorporated)
MANUFACTURERS OF
WRITING FLUIDS,
Mucilage, Shoe Polish, Shoe Paste, Shoe Dressing and Liquid Glue.
Office and Factory.
1960 Howard St. San Francisco
Telephone Capp 1111.

increment to increase their holdings. Tomatoes, both East and West, are flat. Good corn is firm but medium to common grades are feeling the influence of association with damaged stock that greedy packers sent out to their patrons last fall.

Baltimore advices say:

"Baltimore Md., Jan. 16, 1905. Tomatoes are slightly firmer, and it is so easy to buy choice quality now at the minimum price. The very weak sellers of last month have sold out, evidently, and the present sellers are less anxious. Choice quality tomatoes bought at to-day's prices are not likely to show the purchaser any loss. Standards 2-pounds are 47½c and 3-pounds 60@62½c, usual terms, f. o. b. Baltimore.

"T. J. Meehan & Co."

MARKET NOTES.

William Cluff Co. have been appointed agents for the well-known brands of goods put up by Curtice Bros., Rochester, N. Y.

Opening prices by packers of tomatoes in San Francisco:

	2½ lbs.	Gals.
1899	75	$2 35
1900	80	2 25
1901	75	2 10
1902	65	1 90
1903	85	2 10
1904	70	2 00

The Booth Packing Co. of Baltimore have sold out to the Gibbs Preserving Co. This makes the latter one of the largest canners in the country.

Evaporated apples in the East are much firmer. There are about 300 cars of evaporated apples now held by first and second hands as against 1200 cars at same time in 1904. Canada has somewhere near 20,000 boxes on hand. Some two weks ago there was sold for export by an Eastern firm in a single transaction, 10,000 boxes of prime grade at 5¼ cents.

Pennsylvania dealers are suffering from large quantities of corn syrup that has turned sour. It is claimed that thousands of barrels have been returned to the jobbers.

Recently the Guthrie Wholesale Grocery Co. went into a receiver's hands. It had in stock $1000 worth of matches from the Diamond Match Co. The company demanded the return of the goods. The referee refused this, but allowed the company's claim. The match company appealed. The judge reversed the decision and declined to allow the claim as the match company were illegally operating in Oklahoma under the trust law; not only did he so decide, but the judge also had the matches confiscated to the Territory.

SALMON.

A firm market and a more cheerful outlook prevails, even though there are not enough cases of salmon moving just now to create anything of a stir. There is going on, at this moment, events in the salmon packing industry which, when completed will put the affairs of all the leading packers in better shape than they have been in years. The attempt of the McGovern combination to take in the earth was a most disastrous one and the Alaska Packing Co. have had their lines cast in most unpleasant places. All these different elements are being so readjusted that, with the lessons learned, salmon are going to be put on a more solid business basis.

The Orient has been so large a buyer of salmon that it has furnished an outlet for the congested market and it is likely to continue a good customer.

The British Columbia and Puget Sound packers have declared their intention not to pack during 1906 and 1908 and to follow a weekly close of thirty-six hours during the years 1905 and 1907, this move will have the tendency to put an extra bruce into prices.

NORWAY MACKEREL.

Wieland Bros. report:

"Norway mackerel bloaters, ones and twos are higher in price on account of small catch. The bloaters and ones are particularly scarce while threes are still plentiful.

IRISH MACKEREL.

"Irish mackerel are doing considerably better in price and holders in Ireland refuse to ship to this country unless at an advance of $2 per barrel. As stocks in this market are still large, prices are not yet affected by this view of exporters in Ireland."

SPANISH OLIVES.

"We have received the first shipment 106 casks in all of new crop of Queens and Manzanillos. The fruit is much better than last year and prices are lower on account of a good crop."

PROVISIONS.

Armour Packing Co. report:

"Bottom prices on everything have been reached in the market. Lard may advance 50 cents any moment."

HAY.

Somers & Co. report:

"The hay market continues in a rather uninteresting condition, as has been the case for two or three weeks past. The total shipments for the current week amount to 3580 tons, in comparison with 3820 tons for the week preceding.

"Town trade is rather dull as well as the regular export shipments, but this is made up for to some extent by a considerable amount being shipped to the Orient presumably for the Russian Government. Although this demand has taken quite a quantity of hay off the market, yet there is sufficient of all grades to supply other wants; in fact, we could get along easily with lighter shipments.

Rain has fallen quite freely in all parts of the State of late and crops have been greatly benefited. This is especially true of Southern California, where crop prospects are said to be better than they were at this time last year. However, the season has not advanced far enough to absolutely assure us of abundant crops. We have known of seasons when heavy January rains were followed by cold and dry spells and so, although thus far prospects are good, much will depend on later conditions."

POINTS ON TEA.

The following facts should be borne in mind by all dealers seeking to increase their tea trade. They are good points to memorize and give out to the consumer:

First—Tea is the only beverage whose purity and quality are guaranteed by the United States Government.

Second—Tea is the only manufactured beverage which can be taken for a lifetime without some detriment to the human system, provided the leaves are not permitted to boil or to draw over ten minutes, under which circumstances tannin is developed which may affect the nerves of delicate constitutions.

Third—Tea is beneficial as a delightful medium of carrying water through the system, and as a harmless tonic for wearied brain and muscle.

Fourth—Tea is the cheapest beverage known, costing only one cent for four to six cups at the price per pound of 50 cents, as there are from 200 to 300 cups of tea to the pound. Therefore, the higher grades only should be used.

TOBACCO TRUST COUPONS.

No Tags to Be Put on Goods Sent to Massachusetts.

In Massachusetts both wholesale grocers and retail grocers united in passing resolutions not to handle any goods carrying premium coupons or other gift schemes. One evidence of their power is a letter sent out to the trade by the American Tobacco Co., in which they say:

"Several customers in Massachusetts have requested that we do not pack coupons in our tobaccos or cigarettes intended for shipment into Massachusetts. In deference to this desire, and because of the obvious inconveniences that would be incident in packing coupons intended for some customers, and leaving them out of goods intended for other customers, we have concluded to cease packing coupons into any of our tobaccos or cigarettes hereafter shipped into Massachusetts. This, of course, does not apply to shipments made into the State of Massachusetts by or for customers whose places of business are outside of that State."

STOP Working Overtime!
USE THE
Perfection Short Credit System
For Particulars Address
P. E. LENFESTEY,
220 California St., San Francisco

NOT EXCELLED
By Any Cream Made



Made in Valley Ford, Sonoma County, by
The Condensed Milk Co.
OF CALIFORNIA
319 CLAY ST., San Francisco, Cal.

Enterprise Brewing Co.'s

Beer is sold on its merits.

We invite comparison of our productions with ANY on market. You will then become our best advertiser, we are dead certain.

A **GOOD ARTICLE** is the very best advertising medium. Are we not right?

Telephone, Mission 152. San Francisco, Cal.

EXCHANGE COLUMN.

Subscribers can make use of this column gratis for the publication of their wants in any way.

WANTED.

A traveling salesman, 12 years on this Coast, "a specialty man," wants a year's contract or a three months' trial with a good house. Knows every grocer in California—outside of 'Frisco. State territory you want covered, salary you will pay; best of references. Address, "Traveler," care this journal.

For Sale—An old established, good-paying business, on fine corner, in residence section. Rent reasonable. License goes with place. Fine opportunity for two live men. Address **Grocer**, care **Advocate** office.

FOR SALE.—Business buggy in good condition, for sale cheap. J. J. Meinert, Fourth avenue and California st.

GROCERY FOR SALE.

$850—Grocery and bar; old establishment; long lease; 4 living rooms; rent $25; sickness cause. 748 Brannan street.

Jesse Moore A. A. Whiskey

Best on Earth *Pure, Old and Palatable*



JESSE MOORE HUNT CO.
Louisville, Ky. AND San Francisco, Cal.

E. GHIRARDELLI
Mercantile Co.
310 Clay Street, San Francisco
Packers and Jobbers

Pickles, Catsup, Preserves, Vinegar, etc.

We prepare for the Grocery Trade a line not surpassed in quality and purity.

OUR CATSUP is not equalled by any on the market. Try an order.

Dangerous.



"It's a very serious case. I'm afraid I'll have to operate."

"No, you don't! Last time you operated on dolly you let all the sawdust out."—San Francisco Examiner.

Taking No Chances.



Cholly—I cannot marry your daughter.

Her Father—Why not?

Cholly—She's starting to take boxing lessons.—New York Herald.

She Was It.



"Do you own your own house?"

"No; we've had the same cook for ten years."—Philadelphia Telegraph.

How to Make a Complexion Balm.

Half a pint of alcohol, two ounces of spirits of camphor, two ounces of spirits of ammonia and five ounces of sea salt, to be added to sufficient boiling water to make a quart in all, when the mixture should be placed in a bottle and thoroughly shaken before use. This lotion, which should be well rubbed into the skin daily, is said to be especially efficacious in taking the fatigue out of tired muscles.

WILL STRENGTHEN ASSOCIATIONS.

Fresno, Cal., Jan. 12, 1905.

Mr. A. H. Powers, San Francisco, Cal.

Dear Sir—Special edition of Advocate received. We thank you for same. Our members appreciate the paper and recognize the influence it will have in strengthening association work.

Respectfully yours,
E. F. Greeley, Secty.

THANKS, NEIGHBOR.

The **Retail Grocers' Advocate** of San Francisco, issued a special New Year number last week that does great credit to the enterprise of A. H. Powers, editor. Many special articles are given by secretaries of grocers' associations of the Coast, and portraits of their officials are generously interspersed. The **Advocate** is a credit to California grocerydom and deserves the sucess it has attained.—**Trade Register**, Seattle.

LaGrande Laundry
Telephone Bush 12
23 Powell Street
Corner Ellis

84 Taylor St. - Near Golden Gate Ave.
200 Montgomery Ave. - Cor. Kearny St.
202 Third St. - - - - Cor. Howard
1720 Market St. - - - Opp. Eleventh

GIVE THEM A TRIAL

PROFIT SHARING WITH THE GROCER

ITS THE RIGHT THING FOR YOU AND OURSELVES



3 Points Favors You

1—You make your Regular Profit.
2—You get your Dividends on the Stock issued you Free.
3—You receive a mutual profit on the

SUMMIT SNOW FLOUR

which you sell or is sold by your Brother Grocer. Hence you have a Joint Interest in all Sales of Summit Snow Flour.

✦ Dividends Payable Soon. ✦

C. A. HUTTON & CO.
Distributers for STANDARD FLOUR Co.
606 Merchants Exchange, San Francisco

California Business College
"A Thorough School"



LET US TRAIN YOUR BOY FOR BUSINESS

You are largely responsible for the future of your children. They are dependent upon you for a mental equipment that will enable them to "win out" when they enter upon life for themselves.

THIS IS A COMMERCIAL AGE

Unless you are born rich, you must learn modern business methods or remain poor all your life.

Write for catalogue, etc.

925 Golden Gate Avenue San Francisco, Cal.

Amusements

THE MAJESTIC.

J. H. Gilmour scored another striking success this week as Mathias in "The Bells." His rendition of the character is thoroughly original and marks him as a thorough artist of remarkable versality. This, with his Hamlet, exhibit a talent such as is not looked for in the members of the average stock company. Elsie Esmond made a decided hit in the one-act character sketch, "Our Bitterest Foe," that followed The Bells.

THE ALCAZAR.

"The Conquerers" is well worth seeing, largely because of the surprising sympathy of John Craig in the leading role. Harry Hilliard and Harry Mestayer both do splendid work. Lillian Lawrence and Viola Allen carry their parts well. The piece is elaborately staged and gives evidence of very careful stage direction. "The Gay Lord Quex," an unconventional satire of English society, follows next week.

TIVOLI.

Grand Opera, in Italian, still draws, and deserves, crowded houses.

CENTRAL.

The striking production of "The Holy City" at this theatre surprised even those who thought they were prepared for anything the Central might present. It is a splendidly pictoral melodrama in which is told the Biblical story of the beheading of John the Baptist and the crucifixion. Christ is not represented by any character in this play, but by electrical effects, which were really startling. Much credit should be given the management for the costuming and stage setting.

GRAND OPERA HOUSE.

If you haven't seen the "Silver Slipper" you want to go. This is its last week. There are lots of pretty girls and new songs and plenty of fun. J. H. Stoddart appears next week in "The Bonnie Brier Bush."

THE CHUTES.

The Star Trio composed of Jennings, O'Brien, Horace Mann and Cad Franks, offer an exceptionally amusing sketch in "Our Uncle," at the Chutes. Astonishing pictures are made out of rags by Auer, "the rag picker." John T. Powers has a lot of new specialties to offer. The Yale Duo, Mabel Lamson and the Biograph complete a varied and interesting programme. The free theatre together with the other concessions offers the public an amusement ground that they take full advantage of.

FISHER'S.

Ten first-class vaudeville teams make up the offering at Fisher's. The acts are all high-class and the house draws well. The fact that there is a second performance each evening about 9.30 o'clock has proven a very popular feature.

MORE FAME FOR MONTEREY.

Fame is fast settling upon Monterey through the enterprise of the Monterey Packing Company.

This concern packs the now well-known "Crescent" brand of mackerel, which are broiled in pure California olive oil and deliciously flavored.

They are fast replacing the French sardine in this market, and the company finds it difficult to supply the demand. Orders for several carloads for export had to be turned down this season.

As the label with Monterey upon it is now going all over the world, the old home of "fishers of men" bids fair to add a supplement to its identity.

WHITTIER ENTERS PROTEST.

A Lively Town That Doesn't Want to Be Shoved Off the Map.

Whittier, California, Jan. 13, 1905.

Dear Mr. Powers—What has Whittier done that you take her off the map on page 9 of the New Year edition"

Now, listen. We know a good thing when it looms up big enough, and we think the Pacific Coast Retail Grocers' Association all right and we want to help push it along. Dont you "fergit" us again and we will let you off this time.

We met last night and passed resolutions of appreciation of the Globe Milling Co., and condemning the action of the other four mills up north. We handle some of their cereal products and hope they will not try to make enemies of us instead of friends by continuing their present course.

Your New Year edition is a splendid one all through.

Mr Paulding makes a bullseye when he says "We think the big dealer should be given concessions in accordance with his importance. But the manufacturers should and must make these concessions conditional upon his agreeing not to use them to prevent the smaller men from making a living profit."

That's it in a nutshell. Print it on the brains of every grocer in the State.

With best wishes Yours Very truly

A. Jacobs.



It has come to our knowledge that there is an attempt to introduce on the market a WASHING AMMONIA made from BONES AND ANIMAL REFUSE. We trust that the trade will take time to investigate the character of this STUFF which, if sold to the consumer, will only tend to discourage the use of Ammonia as a household article

PACIFIC AMMONIA BOTTLING CO., Sole Manufacturers of Ammonia from mineral products on the Pacific Coast.

GEO. HERRMANN, Pres., 810 Sacramento St. SAN FRANCISCO CAL.

CAUTION—As there are numerous brands of impure and adulterated ammonia offered to the trade imitating the style of our label, be careful to see that our signature trade mark is on each bottle.

THE KING OF ITS KIND



ELECTRO Silver Polish SILICON

IS AN ARTICLE OF REAL MERIT and the only one of its class for which a constant demand is created among consumers by regular and systematic advertising.

On every box a Woman in Red, Never take another Instead.

REDINGTON & CO.
SAN FRANCISCO
Sole Agents for the Pacific Coast.

SOME FLOUR CORRESPONDENCE.

The following brief letter will explain itself to the many grocers who read the Advocate.

San Francisco Jan 14 1905

Retail Grocer Advocate 156 Monadnock Block City

Gentlemen: From this date, kindly discontinue the advertisements of Sperry Flour Company also that of the Capitol Mill. Respectfully,

Sperry Flour Company.



VALLEY BREW LAGER from Richmond Bottling Works.

Zimmerman & Ruhland, 'Phone Pine 1787. 32d and Clement Street, San Francisco, Cal.

Champagne.

Veuve Clicquot, qts	$32.25
Veuve Clicquot, pts	34.25
Ruinart, Magnums, 6 to case	30 50
Ruinart, qts, 1 doz to case	32 40
Ruinart, pts, 2 doz to case	34 20
Ruinart, ½ pts, 2 doz to case	18.00
Vintage 1893, qts, 1 doz to cs	46.50

Brandies.

	Per case
Martell's One Star, 1 doz qts	$16.00
Martell's Two Star, 1 doz qts	19 00
Martell's Three Star,1 doz qts	20 00
Martell's Three Star,2 doz pts	23.00
Martell's One Star, 2 doz fl'ks	18.00
Hennessy's One Star, 1 doz qts	17.50
Hennessy's Three Star, 1 doz qts	21.00
Calif. doz qts	12.00



Cider
Hammond & Co.
Bottlers
Office and Depot
277 Seventh Street
Phone, Jessie 3371

SWEET CIDER
½ Gal Bottles, $1.00 dz
Rebate, 10 per bottle

BOILED CIDER

Quarts	$2.50 doz
Pints	1.75 "

Mineral Waters.

Aetna, splits, 100 to cs	$6 50
Aetna, pts, 100 to case	9.00
Aetna, qts, 50 to case	7 50

GINGER ALE
Belfast Ginger Ale Co.,
D. Steimke & Co. Props.
All Carbonated Beverages
COR. UNION AND OCTAVIA STS.

	PINTS	QTS
Soda Water	$ 80	$1 50
Ginger Ale	80	1 50
Sarsaparilla	80	1 50
and Iron	80	1 50
Cider	80	1.50
Cuban Punch	80	1.50

Case Prices, 2 Doz. per Case

B

Porter.
(H. & J. Burke's Guinness')

Stone, pts, 8 doz to bbl	$16 50
Glass, qts, 4 doz to bbl	14 50
Glass, pts, 8 doz to bbl	16 50

Specialties of Hilbert Mercantile Co.

H. B. Ky. Bourbon, per gal	$2.75
H. B. Ky. Bourbon, Ex apcl	3 25
Union League Ky. Brbn, AA	2 50
Union League Ky. Brbn, 1 gal	2 25
El Monte Ky Brbn, 1 gal	2.25
Maryland Monograin 1 gal	2 75
Forum Bourbon, 1 gal	2 00
W. H. McBrayer's Cedar Brook 5 yrs	3.00

Hunter Baltimore Rye.

Per case, 1 doz 5's	13 00
In 5 case lots	12 00
In 10 case lots	12 00

Hilbert Mercantile Co.

H. B. Bourbon (spcl)	$10 00
H. B. Rye	10 00
H. B. pt flasks 4 doz to cs	12 00
H. B. ½ pt flasks 6 doz to cs	9 00
H. B. 1½ oz bots, per gr	12 00
Union League "AA"	8 00
El Monte Bourbon	9 00
Forum Bourbon	7 00
J. Baumgardner Rye	12 00
Maryland Monogram	9.00

W. H. McBrayer's Cedar Brook.

Per case, 1 doz 5's	$12 00
Per case, 2 doz pts	13 50
Per case 4 doz ½ pts	14 50
Per case 2½ doz 1¼ oz	18 50

Jesse Moore Whiskies.

Ex Pony Bourbon	$18.00	$17.50	$17.00
AA Bourbon	11.00	10.50	10.00
C Bourbon	8.00	8.25	8.00
AA Bourbon doz, 4 oz.	10.00	10.00	5.75
AA, Pt Flasks, 2 doz	9.00	8.75	8.50
AA ½ Pt Flasks 2 doz	5.75	6.00	6.25
Old Rye	11.00	10.50	10.00

Jesse Moore Hunt Co.
(In barrels or half barrels)

Extra Pony Bourbon, gal	$2 50
AA Bourbon gal	2 75
B. Bourbon 1 gal	2 25
C Bourbon 1 gal	2 75
No 1, Bourbon 1 gal	2 25
AA Rye, gal	2 75
C Rye 1 gal	2 75



STANDARD BOTTLING CO.
BEACH STREET
Between Stockton and Dupont
SOLE AGENTS
LOS ANGELES BREWING COMPANY.
Beer Furnished Grocers in Bottles or Kegs

Golden Gate
BOTTLING WORKS.
Blume & Gardner,
Proprietors



Bottlers of the Celebrated
Standard.
Culmbacher.
Extra Pale.
XXX Porter.
Half and Half.
Lager and Steam Beer in Kegs.
160 Shotwell St.,
Phone: Capp 1761. S. F., Cal.

Chas. Jacobson & Co.
210-212 Davis Street
DISTRIBUTERS OF
Fancy Butter and Honey
Dairy Butter and Eggs

Phone Mission 238
J. MARSHALL & CO.'S
WORCESTERSHIRE SAUCE
BE SURE and GET the GENUINE
½ Pts., per doz. .. $1.20
Pts., per doz.. 2.20
NO AGENTS
Office: Cor. 12th and Market Sts.

Produce Market

THURSDAY AFTERNOON

BUTTER.

California creamery, extras	27	29
" " firsts	25	27
" " seconds	24	26
" dairy, extras		
" " firsts		
" " seconds		
Store butter		
Storage	18	20
" Creamery extras	18	20
Pickled		22
Keg	18	19

EGGS.

California Ranch white	26	27
" " mixed colors	24	25
" Gathered,	24	
Standard		
Seconds		
Eastern, selected	21	
Standard	22	
Seconds	20	
Storage, Cal., Selected	28½	
" " Standard		
" " Seconds	24	
" Eastern Selected		
" " Standard		
" " Seconds		

CHEESE

California full cream		12
" choice	11	11½
" common	Nominal	
Young Americas	12½	
Eastern full cream	14½	15
Oregon	11½	

POULTRY.

Turkeys, young live	19	21
" old gobblers	19	21
Dressed Turkeys	25	27
Roosters young, per doz	5 00	6 00
" old "	1 50	5 00
Hens	5 00	6 00
Fryers, per doz	3 00	6 00
Broilers, per doz, large	4 00	4 00
" " small	3 50	4 00
Ducks young	5 50	6 00
" old	4 00	5 00
Pigeons, young	1 50	2 00
" old	1 00	1 25
Geese per pair, old 2.25 2.50; young	2 50	2 75

BEANS AND PEAS.

Small Whites	3 25	3 50
Large "	2 55	2 65
Pea Bean	3 25	3 50
Pink	2 50	3 75
Horse	2 50	3 00
Red	5 00	5 50
Kidney	5 00	5 50
Lima	4 20	4 80
Bayos	2 50	3 10
Butter (large)	3 50	3 75
Black Eyes	2 60	2 70
Dried Green Peas, per 100 lbs	2 25	2 50
" Niles " " " "	2 25	2 50

POTATOES AND ONIONS.

Early Rose, new	1 35	
Burbank, new	1 00	1 50
Salinas old	1 00	1 50
Oregons old		
Merced Sweets	1 00	1 25
Yellow onions	2 25	3 00
Red (new)		

Serving a Life Sentence

"Old Gorgon" Shows What One Kind of Wife Will Do For a Man

From "Old Gorgon Graham; More Letters From a Self Made Merchant to His Son," by George Horace Lorimer. By permission of Doubleday, Page & Co., Publishers.

As long as fond fathers slave and ambitious mothers sacrifice so that foolish daughters can hide the petticoats of poverty under a silk dress and crowd the doings of cheap society into the space in their heads which ought to be filled with plain, useful knowledge a lot of girls are going to grow up with the idea that getting married means getting rid of care and responsibility instead of assuming it.

A fellow can't play the game with a girl of this sort, because she can't play fair. He wants her love and a wife; she wants a provider, not a lover, and she takes him as a husband because she can't draw his salary any other way. But she can't return his affection, because her love is already given to another, and when husband and wife both love the same person and that person is the wife it's usually a life sentence at hard labor for the husband. If he wakes up a little and tries to assert himself after he's been married a year or so, she shudders and sobs until he sees what a brute he is, or if that doesn't work, and he still pretends to have a little spirit, she goes off into a rage and hysterics, and that usually brings him to heel again. It's a mighty curious thing how a woman who has the appetite and instincts of a turkey buzzard will often make her husband believe that she's as high strung and delicate as a canary bird!

It's been my experience that both men and women can fool each other before marriage and that women can keep right along fooling men after marriage, but that as soon as the average man gets married he gets found out. After a woman has lived in the same house with a man for a year she knows him like a good merchant knows his stock, down to any shelf worn and slightly damaged morals which he may be hiding behind fresher goods in the darkest corner of his immortal soul. But even if she's married to a fellow who's so mean that he'd take the pennies off a dead man's eyes (not because he needed the money, but because he hadn't the change handy for a two cent stamp) she'll never own up to the worst about him, even to herself, till she gets him into a divorce court.

Natural.

"I say, I have just come from my landlord's, and, would you believe it, I had the greatest difficulty in the world to get him to accept a little money."

"Nonsense! And why, pray?"

"Because he wanted a lot!"

Revised Shakespeare.

Shylock—I'll have my pound of flesh. Antonio—Go ahead, old man. The doctor says I've got to reduce my weight.—Town Topics.

Amused.

Newman—I met your wife today for the first time, and, for one thing, I found she was outspoken. Henpeck—You surprise me! By whom?—Philadelphia Press.

Improved Rapidly.

Singing Master—Why, you have no voice at all! Singer—Well, but I always pay for my lessons double the amount usually paid by others. Singing Master—Say that again; your voice sounded much better, I thought.

Never Had a Chance.

"What is the greatest speech that congress ever developed?"

"The greatest speech," said the statesman with the disappointed look, "was never delivered. I wrote it myself."—Washington Star.

HAVE YOU NOTICED all these Signs around Town?



It shows that most of the Grocers keep what people ask for—WUNDER BEER If YOU don't, wake up phone to our bottling works and they will send their man to see you.
Phone South 1093

WIELAND BROS.
121-123 Clay Street San Francisco
Importers and Commission Merchants
SPECIALTIES—Imported and domestic Swiss Cheese, Limburger, Brick Cheese, Edam, Roquefort, etc.; Mackerel, Codfish, Holland Herrings, Olive Oil, Spanish and California Olives, all kinds of Sausages and other delicacies.
SOLE AGENTS for Sierra Cheese, German Breakfast Cheese, Brie, Camenbert, Schloss, Kronen and Neufchatel Cheese.

SOUTHERN PACIFIC — SUNSET ROUTE — Rock Island System

COMFORT LOVERS
Prefer to make their Eastern journey on the greatest of all Southwestern trains
GOLDEN STATE LIMITED
Daily service from San Francisco and Los Angeles to Chicago without change via El Paso and Kansas City.
SOUTHERN PACIFIC & Rock Island System.

FOR THE BEST RESULTS.
Ship your dressed Turkeys, live Turkeys, and Poultry to the
POULTRYMEN'S UNION.
We guarantee top market prices, immediate cash returns, full weight, and full count. Choice dressed Turkeys are selling today as high as 24c per pound. We guarantee to dispose of all the choice stock that you can send us at the extreme market price—so please ship us all you can.
Large Hens, Ducks, Geese, Broilers, dressed and live Turkeys are wanted badly. Send us as large a shipment as possible.
We still have 500 cases of **CHOICE EXTRACTED** and **COMB HONEY** on hand. We would be pleased to have you call and see it, or mail us an order.
Choice Eggs are also higher and wanted. Can use 25 to 50 cases to good advantage. Please write us immediatelyand mention this paper when you write. POULTRYMEN'S UNION.
W. C. PRICE & CO., 322-324 Front St., S. F.

WILLIAM E. HARM
Kartuffel-Buhr
183-185 Valencia St. Near 13th Tel. Folsom 1911
Wholesale Dealer in POTATOES, ONIONS BEANS, EGGS Etc., Etc., Etc.

WITZEL & BAKER, Commission Merchants
Telephone Main 718 314, 316 BATTERY ST., SAN FRANCISCO, CAL.
Fancy Creamery Butter and Ranch Eggs Our Specialty



WILLIAM CLUFF COMPANY

WHOLESALE GROCERS

SOLE AGENTS

SAN FRANCISCO CAL.

IRVINE STANTON COMPANY

WHOLESALE GROCERS

Farm and Dairy Produce

Consignments from Interior Merchants Solicited

211-213 Clay St. San Francisco, Cal.

REMOVED

PATRICK & CO., RUBBER STAMPS

111-113 SANSOME STREET

One block south of old location.

Try **LAVARINE** For Washing

Highest Grade Package Goods for Family Trade

ROYAL AND QUEEN'S TASTE

(1 lb packages) (½ lb cartons)

Macaroni, Vermicelli and Spaghetti

ROYAL ITALIAN A. B. C. PASTE, in 1 lb papers
GOLDEN GATE EGG NOODLES, in ½ lb papers

For Sale by all Jobbers



You are Rigt Side up — Why Write Upside Down?

Writing in Sight will be the **1905 MODEL.**

We will shortly introduce the

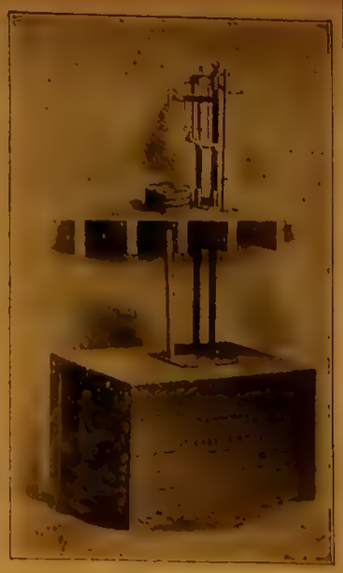
C. L. SMITH & BROS. TYPEWRITER (Visible)

Everything about it Up-to-date.

ADDRESS FOR PARTICULARS

L. & M. ALEXANDER & CO. 110 Montgomery St., S. F.

Branches: Portland Los Angeles Seattle



CELLAR OUTFIT

IT PUMPS AND MEASURES AN ACCURATE GALLON, HALF-GALLON OR QUART AS DESIRED DIRECTLY INTO THE CUSTOMER'S CAN WITHOUT THE USE OF MEASURES OR FUNNELS

Save Time and Valuable Space

This can be done by installing a

BOWSER SELF MEASURING THREE MEASURE OIL TANK

with tank in cellar and pump on store floor, and so do away with running down cellar or to a back room each time oil is drawn. It saves in other ways as well. Let us tell you more. Write for Catalog "BB" today.

IT'S FREE

S. F. BOWSER & CO. Fort Wayne, Ind.



GUSTAV LIEBOLD Vice-Pres.

Gambrinus Bottling Co

Sole Agents and Bottlers of

GAMBRINUS BREWING CO'S

Portland, Oregon

Select Pilsener Lager Beer.

OFFICE AND BOTTLING WORKS

160 Thirteenth St., nr. Folsom, S.F.

PETERS BROS., BALTZ & DITTMANN

PROPRIETORS

The California Brewing Co.

Douglas Street, bet. 17th and 18th

SAN FRANCISCO, CAL.

For Health and Strength



DAMIANA BITTERS

Give Something Better

AND MAKE A PROFIT FOR YOURSELF!

Your Customers will be Glad to Pay a Little More if you offer them

BEST ON EARTH

"A 1" FLOUR





We Maintain The Retail Selling Price.

We Maintain The Retail Selling Price

THE PRICE CANNOT BE CUT BY COMPETITORS

Our "A 1" Flour is made of Eastern (hard) **Wheat,** mixed with California's Best. This makes it the Strongest and **Best Family Flour** on the California Market.

GLOBE GRAIN AND MILLING CO.

MONTGOMERY AND CHESTNUT STS., SAN FRANCISCO, CAL.

Telephone Bush 759.

(Please mention the ADVOCATE to Advertisers. It helps us materially.)

THE RETAIL GROCERS ADVOCATE

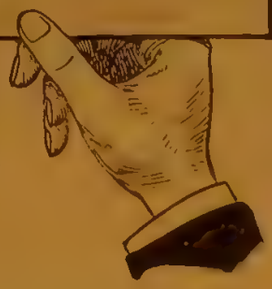
A. H. POWERS, Editor
W. A. KRAG, Manager

SAN FRANCISCO, CAL., FEBRUARY 3, 1905

Vol. 10, No. 5

M·J·B·COFFEE
SELECTED WISDOM

You can't stop reading this if you try – try now



Dodge Trouble When You Can
When You Can't
Take Your Medicine Gracefully

You Never Have Any Dodging If You Sell
M. J. B. COFFEE

IXL - Kapp and Street - W.G.M.
TAMALES
IN
KEY-OPENER CANS

A Powdered Stove Polish



DOES NOT BURN OFF

No Drying Up or Rusting in the Box.

Special Deal. — On initial orders we pack ½ dozen packages free in every ¼ gross box of each size of X-Ray Stove Polish

5c. Size, per Box, ¼ gross — Costs $1.50 — Sells, with ½ doz free, for $2.10
10c. Size, per Box, ¼ gross — Costs $2.50 — Sells, with ½ doz free, for $3.70

Manufactured by X Ray Stove Polish Co., Passaic, N. J.

R. A. HOLCOMB & CO.,
Agents
20 Pine Street - - - - San Francisco, Cal.



FREE RUNNING
For Table
Cartons, 48/2s, 24/3s, 20/5s to Case
Caddies, 50/2s to Case.

LESLIE STERILIZED SALT
PURE AND WHOLESOME.
DOES IT PAY THE GROCER?

Below is the cost to the Grocer of single packages of Leslie Salt, Free Running, together with the per cent of profit on the cost of same, when bought in single case lots :

	Cost	S. P.	% Profit
2-lb. Caddies, full weight,	$ .06½	$ .10	53 per cent.
2-lb. Cartons, " "	.05¾	.10	74 per cent.
3-lb. " " "	.08⅓	.15	80 per cent.
5-lb. " " "	.12½	.20	60 per cent.

C. E. WHITNEY & CO., Agents 715-717 Hayward Bldg. San Francisco, Cal.

LESLIE SALT
SAN MATEO CALIFORNIA

VELVET GRAIN
For Kitchen

In Boxes containing 350 lbs net of Salt — 25s, 50s, 100s, 200s and 400s



EQUAL TO THE BEST
AND BETTER THAN THE REST

Has ALREADY Secured Recognition For Superior Quality

ALPINE EVAPORATED CREAM

Prices are RIGHT —— Quality is Right —— Pleases Customers

Per Case — 4 Dozen Large Tins — $3.60

FOR SALE BY ALL JOBBERS

ALPINE EVAPORATED CREAM CO.
123 California Street, San Francisco, Cal.

Absolutely Guaranteed Against Any Defects.

HOLD YOUR TRADE

by giving them the VERY BEST in

VINEGAR

Our offerings CANNOT BE DUPLICATED for either Quality or Price (Quality considered).

SPECIAL OFFER

Until MARCH 1st, 1905, we will allow a **REBATE** of 1 Cent per Gallon on 5-bbl. Orders, and 2 Cents per Gallon on 10-bbl. orders. Vinegar can be taken as needed and paid for as received and Prepay Freight on the First Shipment (only.)

THIS IS NOT A CONTRACT.

Date.....

PACIFIC VINEGAR AND PICKLE WORKS,
126 Davis Street, San Francisco, Cal.

Gentlemen: — We are prepared to purchase.....barrels of Vinegar *during the ensuing twelve months* and desire to make a contract whereby we are allowed to take the vinegar *as we need it* and receive a *rebate* in accordance with the terms of your *special offer.*

Please send us prices, etc., with regard to the following:

VARIETIES OF VINEGAR

(Indicate the Number of Barrels of each kind You Can Use.)

"CALIFORNIA HOME" BRAND

Pure Apple Juice	Gen. Riesling Wine	White Pickling	Ex. Triple (light or dark)	Crystal	Com'l Cider	Com'l Wine

It is expressly understood that the Pacific Vinegar and Pickle Works are to PREPAY FREIGHT on the FIRST SHIPMENT (ONLY) — whether of 1 or 10 barrels.

Signed.....

Address .....

WE GUARANTEE

Price If on their arrival you do not find **OUR VINEGARS** to be **ABSOLUTELY the BEST VALUE** you have ever bought **FOR THE MONEY,** we will accept ANY PRICE **YOU** may name for the goods

Quality We guarantee **ABSOLUTE PURITY** and that **OUR VINEGARS** will **MORE THAN COMPLY** with the **Pure Food Laws** of **ANY** STATE.

We own and operate the **largest,** the **cleanest,** and the **most modernly equipped** Vinegar and Pickle Works in the West.

Pacific Vinegar & Pickle Works

SAN FRANCISCO, CALIFORNIA

Kindly mention "*Grocers Advocate*" when replying to this ad.

Retail Grocers' Advocate

CALIFORNIA RETAIL GROCERS' AND MERCHANTS' ASSOCIATION — OFFICIAL PAPER — RETAIL GROCERS' ASSOCIATION

Vol. 10 — SAN FRANCISCO, CAL., FEBRUARY 3, 1905 — No. 5

Published Every Friday by
ADVOCATE PUBLISHING CO.
W. A. Krag.....President
Frank Connolly .....Vice-President
Aaron H. Powers, Secretary and Treas

Subscriptions:
One Year $2.00
Single Copies ..... .10

PUBLICATION OFFICE:
456 MONTGOMERY STREET.
Rooms 413-414. Tele. John 2601

Entered at the Postoffice at San Francisco as Second Class Matter.

Points to Watch

SUGAR—
Still being sold at cost, although the threatened war has not broken as yet. Prices are considerably lower here than in east.

ASPARAGUS—
Canners do not expect to be able to supply the demand. The heavy rains make even heavier flood losses probable.

COFFEE—
There has been a decided break in the eastern market. Central American coffees are in larger supply here now than they were last year.

A VINEGAR OFFER—
An opportunity to secure quantity prices on vinegar and yet buy it and pay for it as it is needed is offered in the ad. of the Pacific Vinegar & Pickle Works on page 2 of the cover. Their guarantee of price and quality and their offer to prepay the freight on the first shipment makes this offer worth while.

RICE—
It will be worth while to read the report of M. Phillips & Co. on page 22.

CHEESE—
Limberger is on the advance, being 1 cent per pound higher. Now selling at 16@17 cents. No sign of decline before May.

BUTTER—Owing to the disposal of the large amount which was in cold storage and other kinds, the market shows upward tendency with higher prices to come.

LOS ANGELES ACTIVE.

The importance of the matters now before the legislators have been realized so strongly that a special meeting of the Los Angeles Retail Grocers' Association was called for Thursday, February 2, 1905, at Burbank Hall, 540 South Main street, when the above measures will be discussed. Combined action will be taken in conjunction with the other associations of the State. All grocers in Southern California were requested to be present at this meeting whether members of this association or of affiliated associations of this State.

THIERBACH INCORPORATES.

The papers this week tell of the incorporation of the Chas. F. Thierbach Co. for $100,000, with the following directors: Chas. T. Thierbach, H. J. Kuhlmeyer, J. C. M. Dieken, J. F. Wohler and E. A. Bruer. Mr. Thierbach has won many warm friends among retail grocers by long years of fair treatment in supplying them with coffees.

CONTEMPTIBLE LYING.

Flour Salesmen of Oakland Seek to Weaken Grocers' Stand.

The salesmen for the flour mills that refuse to protect their customers from the cutters are trying to arouse discontent among the retail grocers of Alameda county by telling them that the Globe Mills is selling their "A 1" flour to Sallinger Bros.' department store under the Sallinger private brand for 30 cents a barrel less than they charge the trade for "A 1" flour.

A leading grocer reported to the Advocate that he called one of these salesmen down very hard, telling him that the Sallinger flour was not "A 1," but was sold in open competition to match a sample offered. He also told the drummer that his mill any any other mill would jump at the chance to get the contract if the Globe Mills did not have it.

No one is allowed to cut the price of "A 1" flour or any other brand of the Globe Mills.

The Standard Milling Co. will not allow the price of its "Summit Snow" flour to be cut.

The mills that refuse to protect their customers from the unfair competition of the cutters are:

Sperry Milling Co.
Stockton Milling Co.
Port Costa Milling Co.

SAN FRANCISCO WORKING.

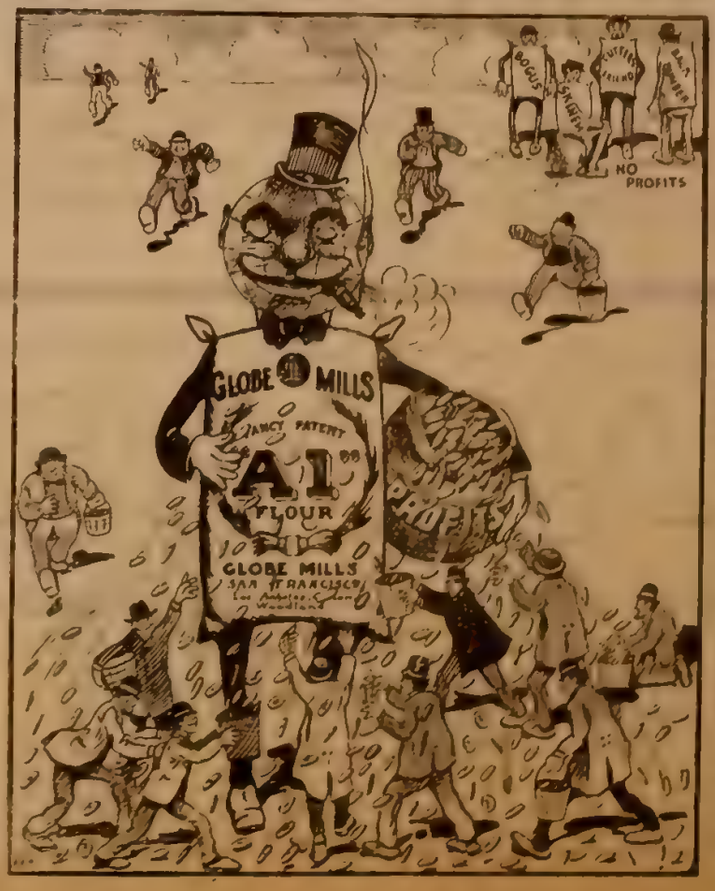
The San Francisco Retail Grocers, through their president, J. Salomon, have written to their legislative representatives in both the Assembly and the Senate reminding them of the necessity for the laws asked for by the retail merchants. Mr. Salomon has been very active in seeing that no legislator was left in doubt as to what the retail grocers of San Francisco want or the justice of their claims. His action will do much towards helping the State Grocers' Association secure favorable consideration for their laws.

American Milling Co.
Del Monte Milling Co.

In speaking of the situation in San Francisco, the "North West Trade" of Spokane says:

"The retail grocers of San Francisco, and California can show their approval of the latter (the Globe and Standard Mills) by pushing the sale of the goods of those manufacturers who stand by them and selling no more of the products of the others than is absolutely necessary. United action along this line alone will convince those four mills that the grocers are in earnest and will win from them the desired response."

We produce herewith a cartoon showing the flour situation as it stands, to date.



AN IMPORTANT WEEK.

Much Progress Made at the Legislature With Merchants' Measures.

The week ending January 28th, was a very important one for the retail grocers of California.

Keane's Anti-Premium and Anti-Trading Stamp and Anti-Premium bill was reported favorably by the Judiciary Committee of the Assembly. Many merchants have appealed to their representatives to favor this measure and a strong feeling exists that it should become a law.

If the retail merchants who have not written their representatives yet, would do so at once, they will practically insure its passage.

This measure will not only relieve the retail merchants of the State from the necessity of giving trading stamps, but will also save them the necessity of selling to their customers chances for prizes that they may never get together with their sales of flour, mush, etc.

Wife's Separate Property.

The bill making the separate property of the wife responsible with that of the husband for the necessaries of life, came up in the Assembly when only 59 members were present. Thirty-eight votes were cast in favor of it and 21 against it. It requires 41 votes to secure the passage of a measure. We lacked three votes of having enough to secure the passage of the bill. It was brought up at an unfortunate time as at least half of the absent members favor it.

Fortunately Mr. Cushing, acting secretary of the State Association, was on the ground. When he explained the situation to those members who had voted against the bill, unanimous consent was given to its reconsideration.

When the bill comes up again, it will have been amended to meet the objections of those who voted against it. The amendments will provide that the property controlled by the wife previous to the marriage and that which may be willed her after marriage shall be exempt from the provisions of the measure.

State of Limitations.

Several important interests are unfriendly to the extension of the Statute of Limitations. Some of the lawyers in the legislature are opposed to extending the Statute of Limitations and some of them would like to make it even more difficult than it is now for the creditor to collect his bills. These men are very few, however. The great majority want to deal fairly by retail merchants.

Upon the advice of friends of the grocers in both houses the efforts of the State Association will probably be directed to securing an amendment to the present law so that the Statute of Limitations will begin to operate from the date of the last item on the bill. This will be a considerable relief since at the present time the bill for each item begins to outlaw as soon as the article is bought and a payment does not renew the bill.

The object of the proposed amendment will be to keep a bill alive from the date of the last transaction. If within two years of the time the bill is contracted, the creditor can secure a payment on the bill, no matter how small; this payment will be the last transaction and the life of the account

(Continued on Page 6.)



The density of

CARNATION CREAM

is due to the fact that it contains the butter fat and all the other solids found in pure cow's milk.

It is evaporated to a cream-like consistency.



CARNATION CREAM









Holds Sway in Every Household where it is once used.

Come in on the Deal

AND EARN AN INCREASED PROFIT.

WE OFFER

25c—A REBATE OF—25c

PER CASE

TO DEALERS WHO PURCHASE

CARNATION CREAM NOW

Write immediately to

SPOHN-PATRICK COMPANY

16-18-20-22 Front Street, San Francisco,

For SPECIAL REBATE CONTRACT BLANK and full particulars; or your JOBBER will supply you.

If there is a Grocer who does not sell

CARNATION CREAM



Where is he? We cannot find him.

PACIFIC COAST CONDENSED MILK CO.

MANUFACTURERS

Seattle and Kent, Wash. Forest Grove, Oregon.



FRIENDLY LEGISLATORS.

A Review of the Men Who are Helping the Measures Merchants Want.

Some of the members of the legislature of 1905 seem to consider the merchants of the State as a band of robbers seeking to secure a dishonest advantage of the general public.

Most of the Senators and Assemblymen realize that the retail merchants of the State make up its best and most conservative citizens. They realize that these men could not afford to ask for unfair legislation and would oppose them if bad bills were introduced.

The merchants of California are asking for nothing that has not been approved by the best business and legal brains of the older and more conservative States.

Among the men who have helped them in their attempts to correct injustices that now oppress the merchant class of California are the following:

Some Senatorial Friends.

Hon. Edw. I. Wolfe, of San Francisco, has voted for the measures to relieve the merchants from unjust laws, and has also used his influence with his fellow senators to show them the wisdom of doing likewise. The merchants of San Francisco should appreciate the friendship of Mr. Wolfe and, should the occasion ever arise, they will unquestionably support him loyaly.

Hon. A. E. Muenter, of Stockton, is showing his ability and friendship for the retail merchants and for every just measure that comes before the Senate. The merchants of Stockton have a valuable representative in Mr. Muenter and will stand by him under all circumstances.

Hon. Geo. B. Keane is the special champion of the anti-trading stamp and anti-premium bill. He succeeded in getting a unanimous vote in its favor at the hands of the Senate Judiciary Committee. He will number thousands of merchants as his friends because of the whole-hearted help he has given in advancing the passage of this measure. This one bill means a greater relief to the retail merchants of San Francisco than any other measure before the legislature.

Hon. Charles M. Shortridge, of San Jose, has always supported the measures introduced in behalf of the retail merchan's. The Santa Clara county merchants appreciate this and will no doubt reciprocate when the occasion presents itself.

Hon. John N. Anderson, of Santa Ana, has given the proper consideration to the measures desired by the merchants.

Hon. Howard A. Broughton, of Pomona, is in close touch with the business men of his community. He knows the changes that should be made for their protection and has given favorable consideration to our measures since he knows they would help protect the merchant against dishonest cattle and work no injustice upon the honest citizen.

Hon. Benjamin W. Hahn, of Pasadena, has been one of the most loyal supporters of all measures that would tend toward relieving the burdens of the retail merchant. He introduced the mutual fire insurance bill in the Senate two years ago and secured its passage in that house by a good majority.

Senate Judiciary Committee.

The entire Judiciary Committee of the Senate, while not approving all the bills presented in behalf of the merchants, have shown that they are fair minded men.

They have unanimously recommended the passage of the anti-premium and anti-trading stamp bill. If the support of the following Senators will be sufficient to pass the bill, it will surely pass:

Judiciary Committee—Lukens (chairman, Selvage Shortridge, Ward, Wolfe, Savage, Pendleton, Hahn, Muenter, Carter, Bauer, Simpson, Broughton, Irish Anderson, Wright, Keane, Mattos, Curtin and Emmons.

The following Senators have also assisted us in our movement to secure the passage of the anti-premium bill:

Hon. Hamilton A. Bauer, San Francisco.
Hon. H. E. Carter, of Los Angeles.
Hon. J. B. Curtin, Sonora.
Hon. John B. Irish, Downieville.
Hon. G. R. Lukens, Oakland.
Hon. J. G Mattos, Jr., Centerville.
Hon. C. W. Pendleton, Los Angeles.
Hon. Wm. H. Savage, San Pedro.
Hon. Thos. Selvage, Eureka.
Hon. M. W. Simpson, Alameda.
Hon. M. L. Ward, San Diego.
Hon. Eli Wright, of San Jose.

Assistance in the Assembly.

The "lower house" numbers many warm friends of the merchants' measures among its members.

Hon. J. A. Goodrich, of Pasadena, has always been a loyal supporter of all measures that would relieve the merchants of a burden. He was the champion of the mutual fire insurance bill, which passed the lower house two years ago by such a large majority.

Hon. George A. McGowan, of San Francisco, has been a loyal supporter of all measures tending to give the merchants better collection laws, etc.

Hon. Nathan C. Coghlan has shown his friendship for the merchants by introducing the anti-premium and anti-trading stamp bill in the Assembly. If the efforts of Mr. Coghlan can secure this measure, it will pass as he is a tireless worker and a favorite among his fellow assemblymen.

Hon. Gus Hartman, of San Francisco, has always shown due consideration for the merchants' desires and is one of the most influential members of the Assembly. The merchants can always count on his loyalty as long as their requests are right, since Mr. Hartman, through a life-long business experience, has learned what merchants need.

Hon. R. S. Beardslee, of Stockton, is a new member of the Legislature. He has however, the natutal tact and instinct of a successful lawmaker and the merchants of the entire state should feel proud of the way he has handled measures trusted to his charge.

Hon. J. P. Transue, of Los Angeles, has given favorable support to those measures introduced by the merchants both at this session and the session of 1903. The merchants of Los Angeles have a valuable man representing them, and need not fear of adverse legislation as long as he can prevent it.

Hon. Frank C. Prescott, of Redlands, has won high standing both among his confreres in the Assembly and his constituents as a considerate gentleman and a conservative and careful legislator. He has always shown every consideration for the needs and desires of the merchant class. He always assures himself of the justice of a measure and when he is convinced that it deserves favorable action he is a tireless worker in its behalf.

Supported Merchants' Measure.

The following Assemblymen were supporters of the Beardslee bill, No. 152, relating to the wife's separate property being held for debts for necessaries of life:

Hon. E. R. Amerige, Fullerton.
Hon. Marc Anthony, San Francisco.
Hon. Thomas E. Atkinson, San Francisco.
Hon. John A. Bliss, Oakland.
Hon. John J. Burke, Oakland.
Hon. Charles O. Busick, Sacramento.
Hon. F. A. Cromwell, Petaluma.
Hon. Harry Ellis, Stege.
Hon. R. H. E Espey, Oakland.
Hon. H. S. Gans, Red Bluff.
Hon. Dr. W. F. Gates, Oroville.
Hon Warren M. John, San Luis Obispo.
Hon. C. V. Jones, Sonora.
Hon. P. S. King, Napa.
Hon. Aubrey M. Lumley, Porterville.
Hon. Edward J. Lynch, Walsh Building.
Hon. E. T. Manwell, Wheatland.
Hon. H. S. McCartney, Los Angeles.
Hon. C. H McKenney, Ione.
Hon. Fred J. Meincke, San Francisco.
Hon. Fayette Michelitree, Palo Alto.
Hon. J. W. Moore, Undine.
Hon. Frank J. O'Brien, Sacramento.
Hon. S. H. Olmstead, San Rafael.
Hon. Eugene E. Pfaeffle, San Francisco.
Hon. John F. Pryor, Hanford.
Hon. E. M. Pyle, Santa Barbara.
Hon. Philip A. Stanton, Los Angeles.
Hon. Louis Strohl, San Francisco.
Hon. H. L. Tripp, Santa Rosa.
Hon. William H. Waste, Berkeley.
Hon. W. H. Wickersham, San Pedro.

It is to be noted that nearly all members of the Assembly were absent when the vote was taken, and among the absentees were a number of our friends. As we asked only three votes of having enough to carry the measure on its first vote, we look for success when the vote is reconsidered.



SPOHN-PATRICK COMP'Y

Pacific Coast Agents

16-22 Front St., San Francisco, Cal.

Branch Houses:

Los Angeles Portland Seattle
Denver Salt Lake City



A MATTER OF HEALTH

ROYAL



BAKING POWDER

Absolutely Pure

HAS NO SUBSTITUTE

All Grocers should carry a full stock of Royal Baking Powder. It always gives the Greatest Satisfaction to customers, and in the end yields the larger profit to the Grocer.

EARN THEIR CONFIDENCE.

The First Requisite of Securing a Permanent Clientele of Profit-Paying Customers.

The retail dealer who is going to make a real success of his business must have the confidence of his customers.

The store that seeks business by advertising cut rates and selling trashy goods, never knows how much trade it really has. The trade comes and goes. Their trade belongs to no one and like every other favor that has to be purchased, the trade of the cutter is shifted without compunction to the bidder who offers the lowest prices.

The only dependable line of business is that which is won by quality. There are three requisites in securing this "quality" success. **First.** The goods sold must be what they are represented to be. **Second.** The retail dealer must believe this. **Third.** He must be able to make his customers believe it.

The most effective way open to the dealer of convincing his customers that he believes in the honesty of the quality of his goods, is offering "money back."

"Money Back" means repayment, unquestionably, when the customer is dissatisfied.

This policy costs very little when the enormous effect that it has in winning the confidence of the customer is considered. It convinces the customer that the dealer is honest with them. Feeling that he is honest with them, they will be honest with him. Not once in a thousand sales will the dealer be imposed upon if he sells the right goods in the right way.

Another great advantage of this policy is that it enables the dealer to do business on profitable lines. The remembrance of satisfaction holds customers and makes them desire to continue trading with a particular store when they know that they are sure of getting what they want there. This means that such dealers will be able to sell with a fair margin of profit without having his customers object.

There should be no question about what this term "profit" means. If it costs a dealer 10 per cent to run his business and he sells something that costs him $1 for $1.10, he has not made a profit of 10c. He has really netted a loss of 1c, since 10 per cent of the $1.10 sale is 11c, which represents the cost of handling those particular goods. The dealer should have a margin sufficient to pay his expenses and have at least 10 per cent besides. He will then be earning fair wages for himself and will secure the adequate return for his investment and the risk he incurs to which he is entitled.

A splendid example of the effectiveness of the "money back" principle is shown in the success of "Schilling's Best." Through the slogan of "money back," these goods have won the confidence of the public so that they not only are glad to get them, feeling they are getting the best, but they are willing to pay the retail selling price fixed by A. Schilling & Co., which leaves a margin such as we describe which enables the dealer to pay his expenses and still have a considerable profit remaining.

The **Advocate** hopes to see the day when other manufacturers will follow the policy of A. Schilling & Co. in rehabilitating the establishment of retail selling prices on a fair basis so that it will be the rule to get profits instead of the exception.

AN IMPORTANT WEEK.

(Continued from Page 3.)

will be extended two years from that payment.

This amendment will be a great improvement over the law as it stands at the present although it will not give the retail merchants of California the protection that is given to the retail merchants in every State except Virginia. In Texas and Florida while all other unwritten contracts outlaw in two years, book accounts live for four years.

The management of the Association has secured valuable information in that they now know the interests that are opposed to their measures. With this knowledge, they should be able to place these measures before the next legislature in such a shape that they will receive favorable action.

Mutual Fire Insurance.

The proposed Mutual Fire Insurance bill was drawn very carefully by the attorney for the State Grocers' Association. It is far superior to anything that has been produced previously since it corrects certain omissions and oversights in bills of the past. This measure will be introduced, although the influence of the organization will probably be spent in letting the members of the legislature understand that they are in earnest in desiring it and are not pushing it merely because other matters of immediate value require their close attention.

Ask for What You Want.

The only way they can know what their constituents want is by having their constituents write them and tell them. They are glad to hear from their constituents even though they may not know them personally, since the information they can secure directly, is the best proof to them of how they can be useful to their district.

It makes no difference whether you know your representatives or not you should write them.

Dangerous Measures.

Numerous letters arrived in Sacramento at the request of Mr. Paulding protesting against Senator Wright's bills Nos. 250 and 276.

The Wright bill No. 250 would prevent a creditor from levying an attachment unless he could show some element of fraud on the part of the debtor. This would absolutely prevent attachment in the great majority of cases.

Wright's bill No. 276 would prevent any attachment issued for indebtedness for less than $25.

Both of these measures are very dangerous, and if the retail merchants do not write to their representatives at Sacramento protesting against them they have themselves to blame if they have to suffer in consequence.

Will Injure Many.

Cleveland's bill No. 369 would prevent all grocers and general merchandise dealers of the State from selling a bottle of castor oil or a box of quinine pills or any other medicine without a physician's prescription. This would not only seriously interfere with the business of the general merchants of the State but it would also work a gross injustice upon those people who are at a distance from drug stores.

There is another specially vicious measure introduced by physicians and druggists. It is Senate bill No. 360 and No. 517 in the Assembly. This bill, if it should become a law, would require that no drug of any sort should be sold except by a registered druggist. It would work a great harm against the general merchants of California, since it would absolutely forbid their selling any patent medicines or other proprietary drugs.

Senator Lukens has introduced bill No. 367 which, while it provides that all druggists must be registered pharmacists, and all medicines shall be sold only on prescriptions, provides also that medicines **in original packages**, sold by general merchandise dealers shall be exempt from these provisions. We would therefore suggest that when writing, the retail grocers should mention Senate bill No. 367 favorably.

Must Act at Once.

Immediate action must be taken in these matters.

The legislative work is progressing rapidly and all those bills may come up for definite action any date. Every merchant in the State owes it to himself to let his representatives at Sacramento know what measures he is interested in and what measures he is opposed to.

The State Grocer's Association, speaking for all grocers, is writing the members of the legislature. This carries weight, of course, but a letter from his own constituents always carries much more weight with a member of the legislature than anything else.

Write and write to-day.

ROCHDALE RESULTS.

The Napa Rochdale store, after paying 7 per cent interest to its stockholders, was able to pay a rebate of 3 per cent on purchases made at the store during 1904.

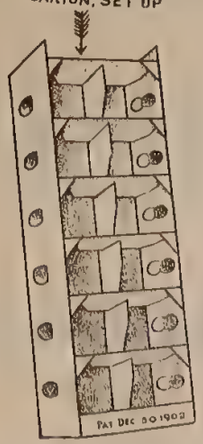
As many stores give out rebate checks calling for from 2½ to 5 per cent on cash sales, and count it a desirable advertising investment, it looks to a disinterested observer as if the Napa Rochdalers were paying for the privilege of hiring a man to run a store in apposition to the established merchants.

THE VALUE OF TIME WASTED.

Probably the most expensive item in the retail grocery store is the time wasted in keeping books. The time so spent could be used in many ways that would build up trade and make money.

There is no longer any excuse for this drain upon the grocer's time for the Perfection Short Credit System provides a method of keeping accounts that saves everything that can be saved, including temper and customer. So say San Francisco dealers.

CARTON, SET UP



3 More Stores Get In Line

That's the record this past week!

Sooner or later we're going to count you in too.

We're offering samples free and a circular telling of the advantages of using Ferguson Egg Cartons.

By the way, that plan whereby a store in San Jose in two months' time increased its net profits on eggs ten dollars a month—that plan will fit your business too.

You've got to say yes if you want it.

BLACK & FERGUSON,
Patentees,
San Jose, California.

WEMPE BROS.,
Sales Agents Central California,
127 Mission St., San Francisco

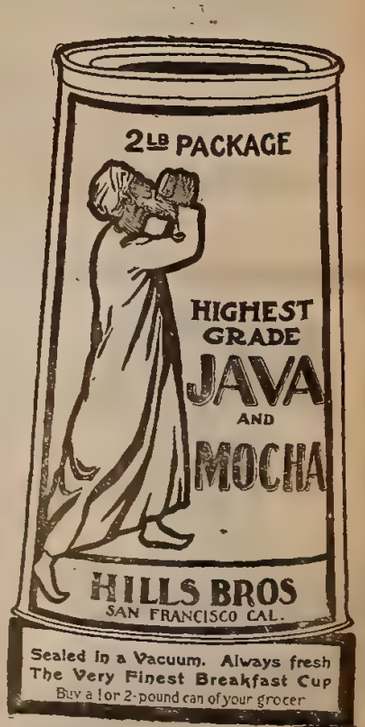
THIS IS
THE TIN

NO STALE
PACKAGE
COFFEE
ON YOUR
SHELF

FRESH
WHEN BOUGHT

FRESH
WHEN SOLD

FRESH
AND SMOOTH
WHEN YOU
DRINK IT



Sealed in a Vacuum. Always fresh
The Very Finest Breakfast Cup
Buy a 1 or 2-pound can of your grocer

California Retail
GROCERS' AND MERCHANTS' Association.

Officers and Directors.

PRESIDENT.
C. B. Pearson.....Stockton

VICE-PRESIDENTS.
1st, L. Warnke.....Alameda
2d, George B. Doyle.....San Francisco
3d, B. A. Schmidt.....San Francisco

SECRETARY.
Frank B. Connolly.....San Francisco
J. F. Paulding.....Assistant Secretary

TREASURER.
J. Salomon.....San Francisco

DIRECTORS.
J. P. McGuire.....San Francisco
F. J. Eiben.....Oakland
J. A. Stulz.....San Francisco
J. S. Wixson.....Oakland
H. E. Jones.....San Jose

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A. Jacobs.....Whittier
A. B. Ross.....San Jose
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....Los Nietos and Cerritos Valleys
A. E. Finnell.....Sebastopol
M. A. Pace.....San Bernardino
W. H. Smith.....Nevada City
L. Sinsheimer.....San Luis Obispo
A. Weil.....Modesto

456 Montgomery St. Rooms 413-414
San Francisco, Cal.

PRICE LIST.

We give below the articles on which the manufacturers have established a retail price. These prices are for common points like San Francisco, Los Angeles, Portland, Seattle, and all terminal points. Where freight is paid it should be added to prices quoted if the nature of the goods will permit. Every association on the Coast has the privilege of listing these goods, as the manufacturers thereof have bound themselves to see that these prices prevail in California, Oregon and Washington.

Baking Powder.
Schilling's 1-lb. 15c
Schilling's ½-lb. 25c
Schilling's ¼-lb. 15c
Rumford 1-lb. 30c
Rumford ½-lb. 15c
Rumford, 3-lb 75c
Rumford, 5-lb $1.25

Breakfast Foods.
Grape Nuts, 15c .....2 for 25c
Shredded Wheat Biscuits, 15c 2 for 25c
Triscuit, 15c. .....2 for 25c
Ralston Breakfast Food 15

Catsups.
"Our" Mothers, ½ pts.....15c
"Our" Mothers, pts 25c
Bishops' ½ pts 15c
Bishops' pts. 25c
Bishops' Chili Sauce, ½ pts.....15c

Cereals.
3-H. Mush 10c

Cereal Coffee.
Fig Prune Cereal 25c
Postum Cereal, large 25c
Postum Cereal, small 15c

Cocoa and Chocolate.
Lowney's Cocoa, ½-lb. 25c
Lowney's Ground Chocolate, 1-lb..30c

Coffee.
Wedding Breakfast, 1lb. tin ...30c
Ponce De Leon, per lb..... ....40c
Golden Gate, 1-lb. tins ... .40c

Crackers.
Bishops' Princess Sodas, 1 lb.....10c
Bishops' Princess Sodas, 3 lbs.....25c

Creams.
Carnation, per can 10c
Carnation, 6 cans 55c
Carnation, 1 doz. $1.10

Flour,
Globe Grain and Milling Co.
"Al" Flour, 50-lb. sacks.....$1.40
"Banquet" Flour, 50-lb. sacks..... 1.35
Silver Star 50-lb. sacks.. ..... $1.25

Standard Flour Co.
Summit Snow, 50 lb. sack.....$1.35

Del Monte Milling Co.
Del Monte Meals, 10 lb. sacks.....30c
Del Monte Graham 10 lb. sacks.....35c
Del Monte Whole Wheat Flour, 10 lb. sacks 40c
Semola, 4-lb. 25c
Semola, 2-lb. 15c
Nutty Grains, 4-lb. 25c
Nutty Grains, 2-lb. 15c
Cream Flaked Oats, 15c; 2 for.....25c
Peacock Buckwheat Flour, 3½-lb..25c
Peacock Buckwheat Flour, 3-lb....20c
Peacock Buckwheat Flour, 1½-lb..15c
Cal. Flapjack Flour, 2-lb.....15c

Lye.
Red Seal Lye, per can 10c
Red Seal Lye, per doz. $1.10

Peanut Butter.
Heron's Peanut Butter 25c

Salt.
Shaker Salt, per pkg.....10c
Leslie Round Caddies, 2-lb. 10c
Leslie Cartons, 2-lb. 10c
Leslie Cartons, 3-lb. 15c
Leslie Pockets, 5-lb. 10c
Leslie Pockets, 3-lb. 5c
Leslie Cartons, 5-lb. 20c

Soap.
Sapolio, 10c, 3 for.....25c
Miller's Naptha soap..... 5c
Monkey 05c
Sunlight 05c
Lifebuoy 05c

We would urgently request grocers to notify us promptly of any instances where the above prices are not being maintained.

Pacific Coast Retail Grocers' Ass'n,
J. F. PAULDING, Secretary.
456 Montgomery St. Rooms 413-414
San Francisco, Cal.

COMPLAINT DEPARTMENT.

Grocers are invited to send to this office complaints of abuses that they suffer from. We will see that the matter is referred to the proper sources for correction. Among the abuses to be considered are:

1. Cutting of listed goods.
2. Selling to consumers by jobbers, c.
3. Short weights and short measures.
4. Any abuse which united effort might abate.

ADDRESS
RETAIL GROCERS' ADVOCATE
456 Montgomery St. Rooms 413-414.
San Francisco, Cal

Note—The 'S. F. Retail Grocers' have a Grievance Committee of which Chas Suss is Chairman to attend to local complaints.

GOOD SENSE TRIUMPHS.

Washington Grocers Abide by Organization That Guards Their Profits.

A few months ago the "Fair," a department store of Bellingham, Wash., selling groceries, withdrew from the Whatcom County Grocers' Association and began cutting prices. The Jobbing trade of Washington did not approve of the "Fair's" policy. They deemed it hurtful to their customers and, to that extent, to themselves. They therefore refused to supply the "Fair."

The "Fair" soon found it profitable to return to the association.

A short time since, the Advocate received the following letter:

My Dear Sir: You are hereby notified that the following firms doing business in this city have by the deliberate cutting of prices in staple articles, so demoralized business in this section that our association has been obliged to declare them unfair and we ask your co-operation in bringing them into line again.

The Fair Store.
Barry's Cash Grocery.
Henry George.

The circular letter goes into the hands of every member, jobber and commission merchant on the Pacific Coast, as well as to the local associations.

We trust you will see the advantage in taking a decided stand with us and notify us immediately the position you will occupy in the matter.

Thanking you in advance for your co-operation, we are, yours fraternally,
Whatcom Co. Grocers' Ass'n.

We are pleased to be able to report the receipt of the following note:

Bellingham, Wash., Jan. 24, 1905.

Dear Sir: It is with pleasure that we notify you that Henry George and Barry's Cash Grocery of this city have come into line and have been voted upon the "fair" list by this association. Please govern yourselves accordingly. Yours very truly,
Whatcom Co. Grocers' Ass'n.

Once you get your customers to saying "We want Bayle's" you can introduce to their notice the great variety of Bayle's Food Products and create a demand for them all. The name on the label is the guarantee after one has been tried.

DAN O'CALLAGHAN & CO.
REAL ESTATE
AND
INSURANCE
BROKERS
City Agents
Liverpool & London & Globe Ins. Co.
Telephone, Main 5238
412 Pine Street, San Francisco
(Nevada Bank Building)
(Mr. O'Callaghan was for many years a member of the firm of O'Callaghan Nelson & Co.)

PACIFIC STORE AND OFFICE FIXTURE CO. INC.
TEL. BLUE 2671
F. A. OEHM, Pres.
Store Fixtures
DESIGNERS AND MANUFACTURERS OF
STORE, OFFICE AND BAR FIXTURES
3253-3259 SIXTEENTH ST.
San Francisco

H·R·H
Table Salt
DODGE, SWEENEY & CO., Agents, S. F., Cal.

News of the Coast.

CALIFORNIA.

Oakdale—Gray Bros. will open a general merchandise store in their large brick building on East Railroad avenue on or about February 15th.

Blue Lake—Dennis Barry will soon move his grocery store from the Olmstead building, corner Fifth and J streets, Eureka, to Pythian Castle on Fourth street, he having secured a six years' lease of the large store room on the ground floor.

Sunset—McElvaney & Torpey, who have been engaged in the general merchandise business, have closed out their business. Mr. Torpey, who is in town, intends to locate in Goldfield Nevada.

Los Angeles—F. M. Nickell & Co. launched their new grocery at the corner of Griffin and Downey during the week. H. T. Elliott, of Pittsburg, formerly one of the leading grocers of the "Smokey City," is going to make Pasadena his permanent home.

Riverside—Sterling A. Dunphy, traveling manager of the Newberry chain of grocery stores, came here from Los Angeles nearly two weeks ago for rest and is lying in a very critical state at the home of his sister, Mrs. D. G. Clayton.

Los Angeles—F. F. Hobbs, a member of the firm of Spohn-Patrick Co., whose main office is in San Francisco, is in this city on business. He will remain for about a month. While here he makes his headquarters at 351 East Second street, the Los Angeles office of the Spohn-Patrick Co.

Santa Paula—I. P. Browne has moved his grocery from the Lagomarsino block into the store rooms formerly occupied by Burt Bros. & Bassham, C. N. Pucket and others, thus consolidating the two grocery stocks.

Redlands—The popular Enterprise Grocery, at the corner of Citrus Avenue and Orange Street, has been sold by Benjamin Schmidt and Wm. Hehr to Frank A. Morgan, proprietor of the Morgan Grocery in the Postoffice building.

Sawtelle—Mr. Kerr has purchased Mrs. Bunce's grocery business.

Santa Monica—The Walton-Coffman grocery stock on Jay and Ocean Front, has been sold to J. H. Hunt.

Uplands—J. W. Calder has placed a new fountain and tank in his green grocery for the purpose of keeping vegetables fresh and crisp.

Monrovia—J. F. Baker has moved his stock into his new building.

Crescent City—R. F. Williams has sold his grocery line to Wm. Wakefield.

WASHINGTON.

Walla Walla—Hodge & Bashoe have succeeded Hodge & McKee, grocer. Geo. F. Lewis, grocer, died last week.

Seattle—C. Schweigel has purchased J. P. Kenyon's grocery store.

Spokane—L. C. Brown & Co., grocers and meat dealers, will incorporate.

Gate—W. W. Smith & Co. have succeeded W. E. Armstrong, grocer.

Seattle—F. L. Heidrick grocer, has been succeeded by F. L. Heidrick, Inc.

Wilkeson—Busko & Edwards have opened a new store with a stock of groceries, shoes and clothing.

Spokane—The Powell-Sanders Co., Spokane wholesale grocers, have increased capital stock from $125,000 to $200,000.

Tacoma—President C. H. Hyde of the West Coast Grocery Company left on the steamer Jefferson Tuesday night for a trip to Alaska. Sam Switzer has sold out his interests in the Commercial grocery, Seventeenth Street and Pacific Avenue, to Wm. Ostrom. Pollen & Ostrom succeeding.

OREGON.

Albany—Munkers & Bilyen have succeeded De Vaney & Munkers grocers.

Baker City—Wynne & Wright have succeeded L. Wynne, grocer.

TRADE IN VINEGAR.

Quality Required to Insure Continued Satisfaction to the Customer.

It is well worth the retail grocer's while to cultivate a trade in pure vinegar.

The recollection of quality remains long after the price is forgotten. It will pay the dealer to induce a customer to take a pure vinegar at a fair price, for this reason if for no other.

Such vinegars always pay the dealer a fair profit. They also insure that the customer will come back again and insist upon getting the same grade of goods.

On no article is there more adulteration that on vinegar. This can be readily understood since the prices range from 8 cents to 40 cents per gallon.

We have pure food laws which, if enforced, would require that the dealer be very careful as to the standing of the firm from which he buys. A large portion of the so-called Eastern vinegar sold on the Pacific Coast market is manufactured in California. Much of it contains adulteration that is absolutely injurious to health. The dealer who carries these goods in stock not only works a wrong to his customers, but jeopardizes his own safety should the Board of Health undertake the enforcement of the pure food laws.

An Interesting Offer.

This gives an added interest to the special offer made by the Pacific Vinegar and Pickle Works on page two of the cover. This firm has the largest vinegar and pickle works in the West. They absolutely guarantee the purity of their vinegar, the guarantee being that their goods more than comply with the requirements of the pure food laws of any State.

Their facilities for turning out high class goods and the quality they produce are such that they are able to make the following offer:

If the dealer, after receiving their vinegar, does not find it better value at the price they quote than the vinegar of other producers at the prices quoted by those companies, the Pacific Vinegar and Pickle Works agrees to accept the other producers' prices or ANY price that the retail dealer may name for their vinegar.

Can Get Quantity Price.

It will be noted, too, that they offer the retail dealers an opportunity to buy as they may need the goods and still receive the quantity discount. The dealer who can use ten barrels of vinegar in a year can take this vinegar one barrel at a time and receive a rebate of two cents per gallon, provided he takes the ten barrels in the space of twelve months. The rebate of one cent per gallon is allowed to those dealers who will purchase five barrels during the year.

A special offer is made to the readers of the **Advocate** during the month of February. This offer is to prepay the freight on the first shipment that may be called for on contracts made before March 1st, whether that shipment be for one or ten bbls.

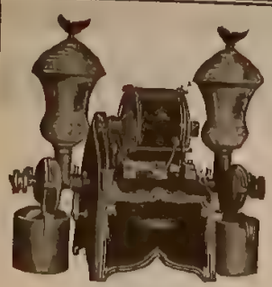
There is no reason why a careful dealer should not make use of his vinegar as an advertisement for his store.

It will be necessary for him to call the attention of his trade to the vinegar in the beginning and to the uses to which it can be put. In this way he can secure the first order. He will find that the quality of the goods will do the rest and that most of the customers for his high grade vinegar will help him sell more of it to their friends and neighbors to whom they will recommend it.

The **Advocate** would advise its subscribers to communicate with the Pacific Coast Vinegar & Pickle Works, cutting out the blank in their advertisement on page 2 of the cover and secure definite information as to prices, terms, etc.

Cosmos Morgan of the firm of Morgan & Newmark, who has been visiting Europe, has returned to Los Angeles.

"Satisfaction in Every Detail"



THE HOBART ELECTRIC COFFEE MILL

Self-Starting —:— Self-Oiling

SIMPLICITY ITSELF

Messrs. GOLDER BROS. say:

Mr. W. J. Andrews, Gen. Agent Hobart Electric Coffee Mill,
53 Crocker Building, San Francisco, Cal.

SIR: —

Having considerable experience with electric Coffee Mills, we take pleasure in saying that it is the only mill that can be placed on the counter, owing to the smoothness in running and compactness in construction. It gives us satisfaction in every detail.

Yours truly,

(Signed) GOLDER BROS.

The HOBART will Do as Much for YOU

Write for Circulars, Prices, Etc.

W. J. ANDREWS
GENERAL AGENT

53 Crocker Building San Francisco, Cal.

Ask our Salesmen about it, or write for Descriptive Circular and Price List.

THE KEYSTONE STEEL MAT

The ONLY Mat that is satisfactory for ALL purposes. Lays perfectly flat on the floor. Never rusts, warps or breaks. Is reversible. May be rolled up like an ordinary piece of matting. Will last a lifetime. The genuine



KEYSTONE Steel Mat

has been placed in several thousand public buildings on this Coast. It is used in the street cars of the leading railroads and on the war ships of the United States Navy. We have references galore. For further particulars address the Pacific Coast Agents,

THE IDEAL BAR MAT

SPOHN-PATRICK COMPANY 16-18-20-22 Front Street, SAN FRANCISCO

California's Choicest Food Products

GRIFFIN EXTRAS



SOUPS

Mock Turtle
Tomato, Cream of Celery, Vegetable, Tomato Okra, Mullagatawny, Chicken Gumbo, Consomme, Puree of Lentil, Clam Chowder, Beef, Cream of Asparagus, Puree of Pea, Oxtail Bouillon, Chicken, Julienne, Puree of Bean.

Each tin makes a quart of soup by adding 1½ pints of water.

Send us your order and mention your Jobber's name.

Spohn - Patrick Company
Sales Agents
16-22 Front St., San Francisco

Bond System
OF
Retailing Staples



For Particulars, write

BOND SCALE CO.
210 East Second St.
LOS ANGELES, CALIFORNIA

Speaking of Catsups



To get the Best Results

You must carry the Best

SNIDER'S
HOME MADE TOMATO
CATSUP

IT SEEMS TO BE
"JUST WHAT IS WANTED"
YOUR JOBBER HAS IT.

SPOHN-PATRICK COMPANY
AGENTS
16-22 Front Street, San Francisco

Attracting Trade

WASH-DAY WINDOW.

Simple and Attractive Means of Drawing Business.

Wash day is always an interesting event for the housewife not one of pleasure, but of necessity. Frequently she runs out of materials and forgets to supply them until the last moment, when there is a scurrying to the grocer for the various needful articles. As a consequence an appropriate "Monday Window" which should, by the way, always be displayed the Friday or Saturday before Monday, as one of the important features of a window display is suggested.

How to Make Up the Display.

The window this week as suggested by the Modern Grocer, is made up of the articles necessary for Monday's washing. In the center place a wash tub, in which put a clothes wringer and washboard. Across the top of the window stretch a clothesline and in the center hang a sign, printed on a piece of paper with the words "Washday" attached to the line by clothespins. On either side suspend by strings the regulation made-up lengths of clothes lines.

On each side of the wash tub, in the form of a V, pile up packages of soap and starch, and down in front of each pile put pyramids of blueing, appropriately labeled with price tags.

On the floor of the window forming a semi-circle, arrange packages of gold dust or other preparations used to aid the washing of clothes.

The space within the V may be used for placing clothes lines, cakes of soap, bottles of blueing, etc. This can be made a most effective window with little trouble and will instantly appeal to every housewife.

WRIGHT IS WRONG.

One of the San Jose Senators Violently Antagonistic to the Retail Merchant Class.

Senator Wright of Santa Clara Co. made a bitter attack on the retail merchants of California before the Judiciary Committee of that body on Wednesday of last week.

It was when the bill allowing the extension of the Statute of Limitations came up.

Mr. Wright insisted that two years was long enough for any open account to live. He declared that if the merchant could not collect it in two years, he could not collect it in four years. He insisted that the retail merchants of California were not good business men when they allowed their bills to run for two years.

Acting State Secretary Paulding was forced to protest against the language in which he referred to the retail merchants as not being business men.

Senator Wright denounced the retail merchants of California as being selfish and unfair in asking for betterment of the present collection laws.

Although the entire merchant class of California thinks an open account should live more than two years and the legislators of every other State in the Union except Florida have declared that open accounts should live for from three to six years, Senator Wright is abusive in speaking of the merchants because he does not agree with them—nor with the other men of business we have already spoken of.

Senator Wright evidently feels that it is a crime for the retail merchants to try to collect bills. He has introduced one measure (S. B. No. 250) that would make it practically impossible to attach a man's debts since no attachment papers can be issued unless the creditor can show fraud is concerned.

He has introduced another measure (S. B. No. 275) which positively prohibits an attachment for a debt of less than $25.

The retail merchants of Santa Clara county will unquestionably remember the attitude taken by Mr. Wright in the future.

Mr. Wright forgets that he is in Sacramento to represent his constituents and to seek to secure for them the protection they may feel they need.

The splendid support given the measure asked for by the merchants by Senator Shortridge is in strong contrast to the action taken by Senator Wright. Mr. Shortridge has served his constituents well and is deserving of every consideration from them.

RAINIER BEER

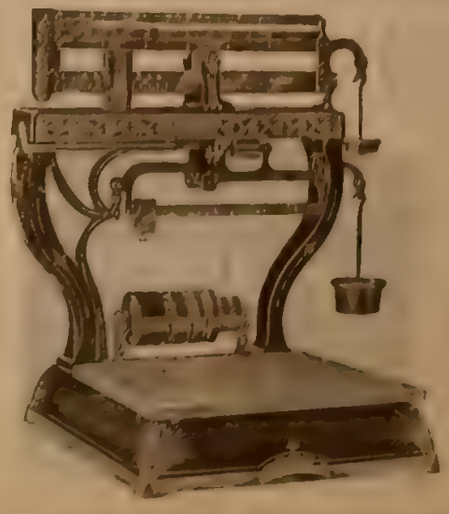
Popular! Why?

Because it is really good.

Only Choice Materials Used in its Manufacture.

JOHN RAPP & SON, AGENTS
Phone South 473.

$39.00 BUYS THE BEST
Computing Scale in America



Patents sustained by U. S. Courts and Patent Office.

Saves the Grocer 60c per Day

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DETROIT, MICH.

Original and Big Can. A Dainty and Popular Cream Commanding



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Its Superior Quality Is Recognized Wherever Sold.

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Lily..... Cream's

Worth are the many imitations, both in size of can and private brands (offered as just as good) that are being constantly placed upon the market by unscrupulous competitors.

For Sale by All Jobbers

ONE MILE *ABOVE SEA LEVEL IS TO BE FOUND*

SUNSHINE
BEAUTY
HEALTH
} ALL IN

30c THE CAN 1 Pound



Success
Success
Success

Roasted 5250 Feet Above Sea Level.
(AND IT SELLS)

NASH-SMITH TEA AND COFFEE **CO.**
DENVER — ST. LOUIS
PURVEYORS TO COFFEE CONNOISSEURS
FRANK B. PETERSON, SAN FRANCISCO

FROM THE FRONT.

California's Delegates to the National Convention Send Bulletins of Their Progress.

Winnemucca, Nev., Jan. 19th, 1905.

We are living swell. The commissary department is well supplied. It looks as if Connolly would weigh 300 pounds by the time we get back. We have a very pleasant party. Lots of snow.

Stulz, Warnke, Connolly & Wear.

Kearney, Neb., Jan. 21st, 1905.

Nevada is bad, but Wyoming is awful. We will be in Chicago tomorrow morning. **F. B. Connolly.**

CONNOLLY WRITES A POEM.

Chicago, Jan. 22d, 1905.

Retail Grocers' Advocate:

While the train sped through the snow
A suggestion came from Joe
That we drop a line to our friend, A. H. Powers.
Then Frank Connolly also spoke,
And Wear said, "That's no joke."
And this is how we wiled away the hours.

Ludwig Warnke said, "That's great,
We'll inform the **Advocate**
How we reached Chicago early Sunday morn.
And we had a time quite hot,
Thanks to Westerfeld and Lott,
And the Chicago grocers—kings they all were born."

There's Sullivan, Liddell and Kling,
Whose praises we all sing,
And several more whose names we do not know.
They took us all to dinner,
Bought fine wines and nothing thinner,
And now they're going to take us to a show.

Reached here 7:30 Sunday morning and went to the Great Northern Hotel, where a bath and breakfast were very welcome. A committee of Chicago grocers, including Messrs. Lott, Newland, Tebbets and Westerfeld, then took our party in charge and we were their guests for the rest of the day. We lunched on the ninth floor of the Pullman building and later went to Lincoln Park, where we took in the toboggan slide.

After dinner we spent an evening at the old Iroquois Theatre as the guests of the Chicago grocers.

Quite a number of grocers are in town who leave with us tomorrow on the "Grocers' Special."

We saw Mr. Hayes for a while this morning. He returned to his relatives later. **Frank B. Connolly.**

Chicago, Jan. 23rd, 1 a. m.

Our party, the "Jolly Four," practically owned the Pullman from the time we left Oakland until we arrived in Chicago. We found Mr. Lott had engaged headquarters for us at the Great Northern Hotel. After a pleasant day we were the guests of the Chicago grocers at a swell dinner at the Tiptopia.

Our day was spent most enjoyably in seeing the sights of which Chicago is the proudest. The toboggan slide interested us all, especially Mr. Stulz, who became an expert tobogganist.

There were fourteen at table at our dinner, which preceded an evening's entertainment at the Iroquois Theatre.

With best regards for yourself and the **Advocate**, which latter has many friends in Chicago. I am, as you know, sincerely yours. **L. Warnke.**

Chicago, Jan. 23rd, 1905, 10 a. m.

After thirty years, I again took a chance of sliding on the ice and was glad to find that I had not forgotten what it all meant. Our party expects to see that California is properly represented at the big convention in Cincinnati. Yours truly.

Jos. A. Stulz.

Cincinnati, Jan. 25th, 1905.

There were more than 100 grocers in a special train from Chicago to Cincinnati. We arrived at 9 o'clock Monday evening and were met by a brass band and escorted to our headquarters. The session of the National is very interesting and valuable. I will bring you full particulars later.

There was a very enjoyable smoker last night. Tonight we go to see "Ben Hur," as the guests of the Cincinnati grocers. There will be a banquet tomorrow night.

We crossed the Ohio river on the suspension bridge today. It was a remarkable and interesting trip. Tomorrow we visit the National Cash Register factory at Dayton.

There is considerable wire pulling.

Continued on page 26, col. 2.

JOHN D. BULLWINKEL GEO. M. AHRENS
GEO. H. PEIN

Ahrens, Pein & Bullwinkle
WHOLESALE
Liquor Merchants
620 Post St., bet. Taylor and Jones
Sole Proprietors

O. K. "Royal Stag"
Kentucky Bourbon



"Chief Tonic"
AND
"Old Pal"
Kentucky Bourbon

Agents for the Celebrated Olympia Pale Lager, Olympia, Wash.

NATIONAL CASH REGISTERS
Sold on Easy Monthly Payments.
PIERCE & CO.
14 Turk Street, San Francisco, Cal.



J. F. Cutter Whiskey

IS THE BEST SELLER FOR THE RETAILER ON THE MARKET

E. Martin & Co.
Sole Agents
54 FIRST STREET
San Francisco

LASH'S
KIDNEY & LIVER
BITTERS
CURES DYSPEPSIA.

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Each of these departments in this Price List is checked up and corrected every week by two or more reliable authorities on values. More than thirty wholesale houses co-operate with us to secure for our List the greatest accuracy possible.

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COLUMN 1.

Department 1.

COFFEE, CHICORY, ETC.

Green Coffee.

Mocha, Genuine Arabian	18	21
No. 2	17	18
No. 3	16	
Kona (Hawaiian)	18	18
Mexican	12	18
Java, common	15	18
Java, brown plantation	20	25
Caracol, prime washed	13	16
Caracol, ordinary	13	14
Guatemala	11	17
Costa Rica	12½	16
Salvador	10¾	12

Roast Coffee.

Salvador	12	20
Costa Rica	16	20
Java	24	31
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Prme W shd, C. A. Blends	19	24
Good C. A. Blends	18	20
Ordinary Blends	12	17

Private Brands.

Royal Java Roast	13	
Lion, 100-lb	15	17
Arbuckle's, 100-lb	15	17
Arab, 1-lb tin		.18
Hill's Bros. Arabian Roast		.27

Schilling's Best Coffee.

1 Star, per lb	17¾
2 Star, per lb	21¼
3 Star, per lb	24¾
4 Star, per lb	28¼

25 or 50-lb. cases can be assorted as required.

The Porto Rico Co.

Ponce de Leon, in bulk	.26
Cream of Moca, 1-lb. cartons	.25

Ground Coffee.

Hill's Bros. Arabian Roast	.27
Cafe des Gourmands	.26
Mexomoka	.15

Chicory.

California	6
Belgian	7
German, Genuine	8

Coffee Extracts.

Bulk, per lb	.07
Vienna, ¼'s, 10-lb bx	.25
Vienna, 1's, 10-lb. bx	.35
Ackermann's ½ gross bx	gross 4.0

COLUMN 2.

Department 2.

TEAS.

Japan.

(Panfired, Sundried or Basket-fired.)

Extra Fancy	56	74
Fancy	44	55
Extra Choicest	39	43
Choicest	34	38
Fine	24	33
Fair	22	24

Green China.

(Gunpowder, Imperial or Young Hyson.)

Extra Fancy	55	78
Fancy	32	46
Choicest	25	27
Extra Choice	22	24
Fine	25	21
Fair	20	25

English Breakfast.

Extra Fancy	67	80
Fancy	51	66
Choicest	35	50
Choice	24	30
Fine	20	22
Fair	15	20

Oolong.

Extra Fancy	58	$1 50
Fancy	50	65
Extra Choice	34	48
Choicest	22	35
Fine	27	32
Fair	22	30

Ceylon and India

Broken Orange Pekoe	36	65
Broken Pekoe	23	54
Orange Pekoe	31	53
Pekoe	27	46
Pekoe Souchong	24	29

Schilling's Best Teas.

(Packed only in 16, 12, 8 and 6-oz Cartons. Never in bulk)

Japan, per lb	.45
do, 1 crn., 90c; 2 crn.	$1 [illegible]
English Breakfast	.45
do, 1 crn., 90c; 2 crn.	$1 [illegible]
Ceylon	[illegible]
do 1 crn. 90c; 2 crn.	[illegible]
Oolong	45¾
do 1 crn. 1 00; 2 crn.	1 [illegible]

TREE BRANDS.

(Pride of Japan, etc.)

Packed in 1 lb. and ½ lb. cartons.

Japan	37½
F B Congou	37½
Oolong	50
Gunpowder	45
Ceylon	40

COLUMN 3.

Department 3.

SUGAR AND SYRUPS.

The Western Sugar Refining Company quotes net cash prices as follows: Barrels are 300 lbs; advance of 10c. half barrels 25c. boxes, 50c. 25 lb bags 10c.

Dry Granulated 100 lb bk	6 00
Fruit Granulated	6 00
Confectioners' A	6 00
Cube	6 25
Crushed	6 25
Fine Crushed	6 25
Candy Granulated	6 10
Magnolia A	5 60
Extra C	5 50
Golden C	5 40
Best D C	5 30
Bar Sugar, bbls	6 05
¼ cent off for prompt cash	
Do ½ bbls	6 00
Do 40 lb tins	7 50
Do 20 lb tins	7 70
Do 10 lb boxes	7 80
Domino 5-lb cartons 24 to case	9 00

SYRUPS.

Saratoga Drips (Long's)	gal	Cist
50 gal bbls		$ 48
30 gal bbls		50
15 gal bbls		52
5 gal kegs		2 75
2½ gal kegs		1 50
2 gal kegs		1 10
1½ gal kegs		90
1 gal tins		65

Pac. Coast Syrup Co.

Tea Garden Drips	Case
10, 1 gal tins	[illegible]
20, ½ gal tins	7 40
24 ¼ gal tins	[illegible]

Orange Blossom Drips.

6 1 gal. tins	per case. $2 80
12 ½ [illegible]	[illegible]
1 [illegible]	[illegible]
2 [illegible]	[illegible]
5 [illegible]	[illegible]

Molasses.

New Orleans

Gen fine Light, about 70 gals	[illegible]
bbls	[illegible]
Genuine Light, 30 gal ½ bbls	[illegible]
Genuine Light, 15 gal ¼ bbls	[illegible]
Genuine Light, 2 gal kegs	gal 50
	Doz
Pelican, 12, 1 gal tins	2 [illegible]
Pelican, 20, ½ gal tins	2 [illegible]
Pelican, 24, ¼ gal tins	1 [illegible]

COLUMN 4.

Maple Syrup.

Woodtown (Long's)	gallon
[illegible]	Cist
Gal cans, 10 to cs	$11 00
[illegible]	6 00
½ gal cans, 12 to cs	7 11
¼ gal cans, 24 to cs	8 10
10 gal jacket, each	10 [illegible]
5 gal jacket, each	5 11
3 gal jacket, each	4 [illegible]
Qts, plain, 12 in cs	4 00
Pts, plain, 24 in cs	4 00

Pac. Coast Syrup Co.

Tahoe [illegible]	Doz
¼ gal tins, 2 doz in cs	[illegible]
½ gal tins, 2 doz in cs	4 00
½ gal tins, 2 doz in cs	7 20
1 gal tins, 1 doz in cs	13 20

"OLD MANSE"

—Absolutely Pure—

CANADIAN SAP MAPLE SYRUP.



	Doz Price
1 gal cans ⅓ doz in cs	$14 00
½ gal cans 1 doz in cs	7 50
¼ gal cans, 2 doz in cs	4 25
½ gal cans, 4 doz in cs	2 50
Qt bottles, 1 doz in cs	4 50
Pt bottles, 2 doz in cs	2.75
Decanters, 1 doz in cs	5.50
4½ gal jackets per gal	1 00

On each 5 gal can we offer to forfeit $1 00 if found short in measurement or containing [illegible] bottles.

Maple Sugar.

Vermont, gen pure, abt 30 1-lb. bricks, per lb	17
Vermont, gen pure, abt 90 2 lb. bricks, per lb	15½
Log Cabin, in 1, ½ and ¼ lb bricks assorted in 25 lb pails per lb	15
[illegible]	[illegible]
[illegible]	14

COLUMN 5.

Department 4.

DRIED FRUITS, NUTS AND HONEY.

(Add 1c for 10 lb boxes and 2c for 5 lb boxes)

Apples.

Sundried, sacks	4
Evap fancy 50 lb bx	7
Evap choice 50 lb bx	6
Evap choice 50 lb bx	

Apricots.

Choice Bags	11
Fancy Sacks	12
Fancy 25 lb boxes	16

Blackberries.

In boxes, per lb	13

Cherries.

Pitted, in boxes, per lb	20
Unpitted, in boxes, per lb	11

Currants.

In bbls (tubs 6¾)	6½
In mats 50 lb	7
Recleaned in bbls	7
Recleaned 25 lb boxes	7½
Recleaned, 50 lb boxes	7½
Recleaned, 1-lb cartons	7¾
Recleaned 12 oz cartons	6½

Dates.

Fard, 14 lb pail, 20 lb	
[illegible]	7½
Persian 60 lb case	6

Figs (California)

Black	5½
Black 10 lb box, per lb	1 00
White bags	5
White 10 lb bx, per bx	60
White 10 lb bx, per bx	65 75

Figs (Imported)

Fancy 10 lb bx, per lb	18
Choice 10 lb bx, per lb	16

Nectarines.

White	9½
Red	8

Peaches.

Choice in sacks	9½
Ex choice in sacks	10
Fancy in sacks	12

Plums.

Unpitted	3
Pitted, bleached	9
Pitted, black	7

Pears.

Choice, ½'s, in sacks	10
Ex choice ½'s in sacks	11
Fancy, ½'s, in sacks	12

COLUMN 6.

Prunes.

	Sks.
30s-40s	7¼
40s-50s	4¾
50s-60s	3½
60s-70s	3
70s-80s	2¾
80s-90s	2¼
90s-100s	1¾

Raisins.

	Box	⅛'s	¼'s	50 lb
6 Cr. Layers	3.25	—	—	—
5 Cr. Layers	2.50	—	—	—
4 Cr. Layers	1.75	—	—	—
3 Cr. Layers	1.30	—	—	—
2 Cr. Layers	1 25	—	—	—
4 Cr. Loose	—	—	—	05¾
3 Cr. Loose	—	—	—	05¼
2 Cr. Loose	—	—	—	04¾

Fancy clusters, 1-lb cart, ₱ doz

Fancy clusters, 5-lb cart ₱ cart

Thompson Seedless, bichd, 60-lb boxes 8

Sultana Seedless, bichd, 48 l's, per lb. 6½

Seedless Muscatels, 50-lb cases . . . . . .

Seeded, 1-lb cart. 6¾

Seeded, 12-oz. cart. 5¾

Pine Apples.

	Per Doz.
2 lb., fancy sliced, E. & C., 2 doz. in case	2 50
2 lb. grated, 2 doz in case.	2 25
2 lb. shredded, 2 doz. in case Hawaiian	1 65

Johnson's—Columbia.

2 lb. sliced, 2 doz. in case.	2 30
2 lb. grated, 2 doz. in case.	2 30
1 lb. sliced, 4 doz. in case.	1 15
1 lb. grated, 4 doz. in case.	1 15
gal., coreless, 4½ lb. to tin, ½ doz. in case, per lb.	16
gal., grated, 7 lb. to tins, ⅛ doz. in case, per lb.	13
2 lb., sliced, Baltimore, 2 doz. case	2 25
2 lbs., grated, Baltimore, 2 doz case	2 25
1 lb., cocktail, Baltimore ovals, 4 doz. case	1 25
2 lb., sliced, Singapore, 4 doz case	1 75
3 lb., sliced, Singapore, 2 doz. case	2 40

Royal Hawaiian,
2-lb grated, 2 doz. case 1 80
2-lb sliced, flats, 2 doz. case 2 00
Tall, 2-lb sliced, 2 doz. case. . 2 00

CANNED VEGETABLES.

Asparagus "Griffin Extras" Mammoth	$
Large White	
Medium White	
White Tips	
Artichokes, 2½'s	3 00
Beans, Stringless "Extras"	1 10
Beans, Blue Lake	1 30
" " " gal	4 50
Beans, French, Kidney, 2-lb.	1.15
Beans, String, 2-lb	.75
Beans, String, gal	3.50
Beans, Lima, Soaked	1.00
Fancy Eastern	1.85
Corn, Smith's Hulled, 2 doz. in case, per doz.	1.20
Hominy, Great Western, 3 lb	1.20
Corn, 2-lb, Western	.95
Corn, 2-lb, Maine	1.35
Dunbar's Okra, 2½-lb	1.80
Petit Pois, Griffin extra	1.50
Peas, Griffin extra sifted	1.25
Peas, Standard sifted	1.10
Peas, Standard Marrowfat	.95
Pumpkin, 3-lb.	1.37½
Spinach, 2½	1.75
Succotash, fancy, tins	1.40

Tomatoes.

	doz.
3's, Griffin's Ex. Solid Pack	$1.00
3's, Griffin's Ex., with peppers	1.05
2½'s, Cutting's Solid Pack	.90
2½'s, Cutting's Solid Pack, with peppers	.95
2½'s, Cutting's Standard	2.25
Gallon, Standard	2.25
Gallon, Solid Pack	2.75
Gallon, Puree	2.35

COLUMN 7.

HONEY.

Water White, 2 5's, lb.	.07½
Light Amber, 2 5's, lb.	.06
Lt. Amber, 10 1 gal tins, gal	.75
Lt. Amber, 20 ½ gal tins, gal	1.00
Lt. Amber 2-lb tins, doz.	2.60
Lt. Amber, 16-oz. bots, doz.	1.35
Comb, 1-lb glass jars, doz.	1.75
Comb, 2-lb glass jars, doz.	2.90

NUTS.

Almonds, fancy, I. X. L.	15-16
Almonds, choice, soft shell, Drake	13-13½
Almonds, shelled, No. 1.	32-35
Almonds, shelled, No. 2.	27-30
Almonds, shelled, Jordan, Imp.	.58
Almonds, Jordan, Dom.	.37½ .40
Brazils, 210-lb sks, new	.14 .15
Chestnuts, Cal. Italian.	.09 .10
Cocoanuts, ₱ 100	4.50 5.50
Filberts, 175-lb sk.	.13 .14
Peanuts, Japanese, **hand picked**	.05½ .07
Peanuts, roasted	.08 .09
Pecan, polished	.12½ .14
Pine	
Walnuts, hard shell	9
Walnuts, sft shll, No. 2	10½ .11
Walnuts, sft shll, No. 1	.13 .13½

COLUMN 8.

Department 5.

JELLIES, JAMS, ETC.

Griffin Extra Preserves.

Raspberry, strawberry, blackberry currant, loganberry, per doz. . . . $1.80
Cherry, per doz. $1.80
Apricot, Damson, Fig, Gooseberry, Gage, Peach, Plum, Quince, per doz. $1.80
Orange Marmalade. $1.75

Long's Preserves.

Strawberries, Raspberries, Blackberries, Loganberries, Cherries, Pineapples, Pears, Figs, in 20-oz. glass jars, 2 doz. in cs., per doz. $3 50
Apricot, Plum, Quince, Orange, Peach, in 20-oz. glass jars, 2 doz. in cs., per doz. 3 20
Asstd, 2 doz. in cs., per doz. . . 3 30

JAMS.

Curtice Bros. Co., Rochester, N. Y.

In 16 oz. Glass Jars.

Strawberry, raspberry, raspberry and currant, red cherry, white cherry, apricot, black currant, red currant, quince (sliced), peach (sliced), pear (sliced), blackberry, gooseberry, grape, green gage, egg plum, damson, pineapple marmalade, tomato marmalade, orange marmalade, per dozen, $1.95.

All above packed in cases of 2 dozen each.

COLUMN 9.

Long's Peerless Jams.

Strawberry, Raspberry, Blackberry, etc., in 16-oz. glass jars, 2 doz. in cs., per doz. . 2 00

Long's Pure Currant Jelly.

Tumblers, 2 doz. in cs., doz. . 2 00
30-lb. kits, per kit 3 00
15-lb. kits, per kit. 1 75

Marmalades.

Orange (Dundee) 48-1's, doz. 2 75

COLUMN 10.

Apple Butter.

Heinz, 2's, 2 doz. in cs, doz. . $2 25
Heinz, 3-lb stone crocks, doz. 4 25
Heinz, 4½-lb stone crocks, dz 6 50
Heinz, 18-lb. stone crocks, lb. . 11

Peach Butter.

Heinz 4½-lb stone crocks, doz 9 00
Heinz, 18-lb. stone crocks, lb 11

Maraschino Cherries.

Long's, qts, 12 to cs, per cs. . 6 50
Long's, pts., 24 to cs., per cs. 7 50

FRUIT	JELLIES: 2 lb. Extra	2 lb. Stand	1 lb. Extra	Tumblers Ex. Lunch 11 Glass	JAMS: 2 lb. Extra	2 lb. Stand	1 lb. Extra	Tumblers Ex. Lunch 16 oz. G/s Preserves
Apple	1 55	1 35	1 00	90 1 75				
Apricot	1 55	1 35	1 00	90	1 60	1 35	90	90 1 80
Assorted	1 55	1 35	1 00	90 1 75	1 60	1 35	95	90 1 80
Assorted No. 2				1 75				90 1 80
Blackberry	1 55	1 35	1 00	90 1 75	1 85	1 60	95	95 1 80
Cherry								90 1 80
Crabapple	1 55	1 35	1 00	90 1 75				1 60
Currant	1 75	1 50	10	90 1 90	1 85	1 60	95	90 1 80
Damson				1 75				1 80
Fig					1 60			1 80
Gooseberry	1 55	1 35	1 00	90 1 75			95	90 1 80
Grape (Catawba)				1 75				
Green Gage								1 80
Lemon	1 55	1 35	1 00	90				
Loganberry				1 75				1 80
Orange Marmalade		1 35	1 00	90	1 60		90	90 1 75
Peach	1 55	1 35	1 00	90	1 60	1 35	90	90 1 80
Plum	1 55	1 35	1 00	90 1 75	1 60	1 35	90	90 1 80
Quince	1 55	1 35	1 00	90 1 75	1 60	1 35	90	90 1 80
Raspberry	1 55	1 35	1 00	90 1 75	1 85	1 60	95	95 1 80
Strawberry	1 55	1 35	1 00	90 1 75	1 85	1 60	95	95 1 80

Department 6.

CANNED FRUITS AND CANNED VEGETABLES.

KIND	Gallons Extras 8 lb. Grade	Gallons Extras 2½ lb. Grade	Gallons Extra Standard	Gallon Standard	Gallon Water	Gallon Pie	8 lb. Extras	2½ lb. Extras	2½ lb. Extra Standards	2½ lb. Standards	2½ Second	2½ Water	2½ Pie
Apples			4 00	3 50		2 65	2 25	1 05	1 40	1 30	1 15	1 05	1 05
Apricots			4 50		2 75	2 40	2 50		1 35	1 25	1 10	1 00	1 00
" peeled	5 75	5 00											
" sliced													
Assorted			4 25	4 00	3 75	3 40	2 25	1 70	1 45	1 35	1 20		
Blackberries								2 20	1 90	1 75			
Cherries (Royal Anne)								2 10	1 75	1 60			
Cherries (White)							2 80	1 90	1 75	1 60			
Cherries (Black)							2 00	1 85	1 70	1 10	95	90	90
Grapes (White Muscat)			5 25	4 60		3 65		1 80		1 25	1 10		
Nectarines			3 50	3 10	2 50	3 65	2 05						
Peaches (Yellow)	6 50	5 25	4 60	4 25		2 25							
Peaches (Lemon Cling)	7 75	7 00					2 75						
Peaches (Lemon Cling Sliced)	7 75	7 00		5 00							1 40		
Peaches (White Heath)			5 75	5 00			2 65						
Peaches (White Heath Sliced)			5 25	4 75									
Pears (Bartlett)	7 00	6 25	5 25	4 75	3 75	2 40 pld 2 15 unpl	2 75	2 00	1 70	1 00	1 35		1 00 1 05 pld
Plums (Green Gage)	5 00	4 25	3 50	3 25	2 55	2 30	2 10	1 45	1 20	1 10	95	90	90
Plums (Egg)	5 00	4 25	3 50	3 25	2 55	2 30	2 10	1 45	1 20	1 10	95	90	90
Plums (Gold Drop)	5 00	4 25	3 50	3 25	2 55	2 30	2 15	1 50	1 25	1 15	1 05	95	95
Plums (Damson)								2 00	2 35	2 10	1 95		
Raspberries					2 55	2 30		2 10	1 85	1 70	1 45		
Strawberries											1 05		

Department 7.

PROVISIONS.

Hams.

Eastern Standard, 17/19	.11½
Eastern Standard, 15/16	.12¾
Eastern Standard, 12/14	.13
Eastern Standard, 10/12	.13¼
Eastern Fancy	.12½ to .13
Local cure, all averages	.11¾ .11¼
Picnic Hams	.07½

Boiled Hams.

Skin on	.17½
Skin off	.10½

Breakfast Bacon.

Eastern Standard, 6/8	.14½
Eastern Standard, 8/10	.14
Eastern Standard, 10/12	.13½
Eastern Fancy	.16
Local cure	.14 .15

English Cured Bacon.

Eastern cure, 8-10	13
Eastern cure, 10/12	.12½

Dry Salt Bacon.

Clear medium Bacon	.10
Clear light medium	.10
Clear Lt. med. select	.10½
Light Belly	.12
Extra light Belly	.12¼
Bacon Backs	.08¾
Bacon Bellies	.11½

Dry Salt Meats.

Sides	.09
Bellies	.10
Backs	.09
Fat Backs	.09

Barreled Pork.

	Bbls.	½-bbls.
Spare Ribs	$	
Family Pork	14.50	7.50
Clear Pork	19 00	9.75
Pig Pork	22.50	11.50

Barreled Beef.

Mess Beef	11.00	5.75
Extra Mess Beef	11.00	5.75
Family Beef	11,00	5.75
Extra Family Beef	11.50	5.50
Beef Tongues	25.00	13.00

Pigs Feet.

Tierces, about 300 lb.	$18.00
Barrels, about 200 lbs.	13.50
½ barrels, about 80 lbs.	5.00
Kegs, about 25 lbs.	2.10
Kits, about 15 lbs.	1.25

Honey Comb Tripe.

Tierces, about 300 lbs.	$17.00
Barrels, about 200 lbs	13.00
½ barrel, about 80 lbs.	5.00
Kegs, about 25 lbs.	2.10
Kits, about 15 lbs.	1.25

Sausages.

	Per lb.
Braunschweiger	17
Italian Salami	23
D'Arles	22
Mortadella	24
Bologna	8½
Frankfurters	8½
Garlic Sausage	9
Liver Sausage	8½
Pork Sausage	8½
Head Cheese	8½
Tongue Sausage	8½
Ham Sausage	12½

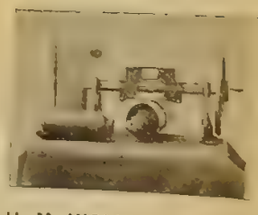
Pure Leaf Lard.

Tierces, about 350 lbs net	8½
½-bbls, about 100 lbs net	8¾
80-lb. Wood Tubs, 80-lbs. net	8¾
60-lb. Wood Tubs, 60 lbs. net	8¾
20-lb. Wood Pails, 20-lbs. net	9
50-lb. Cans, 1 to a case	8¾
20-lb. Cans, 4 to a case	8¾
10-lb Cans, 6 to a case	9
5-lb. Cans, 12 to a case	9¼
3-lb. Cans, 20 to a case	9¼

ANCHOR PACKING CO.
140 Eighth St., S. F., Cal.
PORK PACKERS AND PROVISION DEALERS.
Boilers of Kingan and Anchor Hams.
SAUSAGES, COOKED MEATS, TONGUE

Hams, Kingan, boneless boiled	18c
" Anchor, "	17c
Bacon (special)	16c
Lard, 55	9¾c
" 20	10c
" 10	10c
" 5	10¼c
" 3	10¾c

Please note that our hams are all hand tied.



H. M. WOLTER & BRO.
Dealers in
...Boneless Boiled Hams...
GROCERS
PRONOUNCE
THEM THE BEST.
103 12th St. Tel., Mint 1763
KINGAN 20
CUDAHY "REX" 19

Beardsley's

Department 8.

CANNED MEATS.

Acme Sliced Smoked Beef, No. 1, glass, 1 doz. in case	$3 00
Acme Sliced Smoked Beef, in Junior glass, 2 doz. in case.	1 50
Acme Sliced Smoked Beef, No. 1, tins, 2 doz. in case	2 60
Acme Sliced Smoked Beef, ¼ tins, 4 doz. in case	95
Acme Sliced Smoked Beef, ½ tins, 4 doz. in case	1 60
Cheshire Sliced Bacon, No. 1, glass, 1 doz. in case	3 00
Junior Sliced Bacon, 2 doz jars in case, per doz	1 50

Pork and Beans.

LIBBY, MC NEILL & LIBBY'S



Plain, 1's 4 doz. to case doz.	90
Plain, 2's 2 doz. to case doz	1 40
Plain, 3's 2 doz. to case doz.	1 95
With Tm to Sce. 1's, 4 dz. to cs. dz	90
" " " 2's, 2 " "	1 55
" " " 3's, 3 " "	2 05

Mince Meats.

Cudahy's, 36, 12oz. pkg.	2.50
Cudahy's, 20, 3-lb pail	6.50
Cudahy's 12, 5-lb pail	.50
Atlas, 6-oz to cs. per cs.	2.50
Libby's Son., 3 dz. pkgs.	2.75
Atmore's 3-lb gls, 6 in	3.25
Atmore's 5-lb. gls.	4.60
Atmore's 5-lb. wood	4.05
None Such, 6-dz. in cs.	5.50

COLUMN 11.

COLUMN 12.

Department 8

CANNED MEATS

ALL PRICES ARE PER DOZEN	No 1 Tins 4 Doz. in Case	No ½, 2 Doz. Tins in Case	No. 1 Tins 2 Doz. in Case	No. 2 Tins 1 or 2 D z in Case	No. 6 Tins 1 Doz. in Case	No. 14 Tins ½ Doz. in Case	No. 1 Tins 1 Doz. in Case
Corned Beef			1 35	2 40	8 25	18 25	
Roast Beef			1 35	2 40	8 25		
Roast Ribs of Beef, Boneless			1 40	2 50			
Roast Mutton				2 70			
Brisket Beef				2 50			
Boiled Beef			1 40	2 50			
Chipped Beef			1 35	2 40	8 25		
Sliced Beef, in tins		1 20	2 10		17 50		
Sliced Beef, in glass		1 40	2 50				
Brawn		1 45	2 75				2 75
Compressed Ham			1 40	2 45	8 25		
Lunch Tongue			1 50	2 75			
Lambs Tongue		1 90	3 25	6 40			
Sliced Ham		1 70	2 95				
Sliced Bacon			3 70	6 40			
Sliced Bacon in Glass							2 80
Deviled Ham	40						
Potted Ham	10	80					
Potted Ox Tongue	10	80					
Potted Chicken	90	1 60					
Potted Turkey	90	1 60					
Deviled Chicken	90	1 60					
Deviled Turkey	90	1 60					
Boneless Chicken		3 40	5 55				
Boneless Turkey		3 40	5 55				
Veal Loaf		1 10	2 10				
Ham Loaf		1 10	2 10				
Beef Loaf		1 10	2 10				
Chicken Loaf		1 60	2 75				
Chicken Pate and Ham		1 10					
Chili Con-Carne			1 40				
Beefsteak and Onions			1 60				
Hamburger Steak with Onions		1 95	2 00				
Frankfurter Bratwurst			2 00				
Sweetbreads			2 40				
Vienna Sausage		90	1 55				
Oxford Sausage			2 45				
Bologna Sausage			2 25				
Vienna Sausage and Kraut			1 20				
Corned Beef Hash		1 10	1 50				
Lunch Sausage				No1½	No 2	No2½	No. 3
Ox Tongue, whole				6 50	7 50	9 50	12 00
Minced Collops				2 15			
Tripe				1 75			
Pork Sausage		1 05		2 50			
Stewed Kidneys							1 85
Pork and Beans, Plain			90	1 40			1 90
Pork and Beans, with tom. s'c'e			95	1 45			

COLUMN 13.

New Herring.

Holland, ex. selctd mxd bbls.	$ 16 00
Holland, ex. selctd mxd ½-bbl	8 50
Holland, ex selctd mxd. keg	1 00
Holland, cheaper grade	80
Holland, cheap gr., mxd, bbls	14 00
Holland, chp. gr., mxd, ½-bbl	7 50
Holland, ex. selct Milchner, bbl	18 00
Holland, ex. selct Milchner, ½-bbl	9 50
Holland, ex. selct Milchner, keg	1 20
Holland, cheaper grade	90
Holland, cheaper grade, bbls.	16 00
Holland, cheaper grade, ½-bbl	8 50
Labrador Split, 100 fish	8 25
Labrador, round, 100 fish	4 75
Pacific, ½-bbl	2 25

SMOKED FISH.

Bloaters, Grim., 100 in box	$2 25
do do. 50 in box	1 35
Bloaters, Cromarty	2 25
Yarmouth, 100 in box	
Halibut, chunks	15
Herring, in boxes, Eastern	25
Herring, in boxes, Washington	20
Herring, boneless, Beardsley's tins, doz	$1 50
Herring, boneless, Beardsley's small, doz	1 00
Herring, Beardsley's Boneless, vacuum tumblers, 2 doz in case	1 95
Finnan Haddies	2 25
Moir's Selected Red Herrings, 100s	2 25
Moir's Selected Red Herrings, 50s	1 25
Salmon, per lb	10 20

POTTED FISH.

	Per doz
Potted Crab	$1 85
Kipper Paste	1 00
Anchovy and Bloater Paste, plain pots	2 30
Ditto, fancy pots	4 75
Yarmouth Bloater Paste	75
Ditto, fancy pots	4 75
Kippered Herrings	1 00
Kippered Herrings, Moirs	1 95

CANNED FISH.

	Doz
Anchovies, in oil, 2 doz ½ pts., in glass, doz	4 00
Anchovies 2 doz. ¼ pts., doz	3 00
Bloaters, Yarmouth C. & D. ..doz	4 50
Codfish Balls, 2-lb tins, per doz	2 25
Eels, Hamburg, in jelly, 1-lb tins	2 00
Eels, smoked, 1-lb, ℔ doz	2 50
Finnan Haddies, 2-lb oval	2 25
Finnan Haddies, 1-lb, round, ℔ doz	2 00
Sardelles, imported, 1-lb tins	3 00
Sardelles, imported, in glass	3 00
Sardelles, domestic, 1-lb glass	2 25
Sardelles, Ankers, ½ keg	3 00

Mackerel.

1-lb tins, 50 in a case.
2-lb tins, 2 doz in a case

Gold Label, 1-lb tins	1 50
P. & W., 2-lb soused	2 75
P. & W., 2-lb, mustard	2 75
P. & W., 2-lb, tomato	2 75
Underwood, 2-lb, soused	2 85
Underwood, 2-lb, tomato	2 85
Underwood, 2-lb mustard	2 85
Los Angeles, 2-lb, soused	2 50
Los Angeles, 2-lb, tomato	2 25
Los Angeles, 2-lb, mustard	2 25
Mt. Desert, 2-lb, soused	2 25
Mt Desert, 2-lb, tomato	2 25
Mt. Desert, 1-lb, soused	1 35
Blueback, 1-lb, fresh	1 10

COLUMN 14.

American Sardines.

Packed 8 1-3 doz in a case.
¼s 50 tins in case.

American ¼s in oil, per case	$3 50
American ¼s in oil, 5-case lots	3 35
American ¼s in oil, per doz	50
American ¼s in mustard, doz	60
American ½s in mustard, case	4 00
American ½s in mustard, doz	30
American ½s in mustard, case	3 00

Sprats.

Piloto	6 75 7 00
Menhle	6 75 7 00

SHELL FISH.

Abalones.

4 doz in cs. with shells, cs.. 6 00

Clams and Clam Juice.

	dos.
Doxsee Clams, 1-lb. tins	$1 65
Doxsee Clams, 2-lb. tins	2 85
Doxsee Clam Juice, 1-lb. tins	90
Doxsee Clam Juice, 2 lb. tins	1 60
B & M Lunch Clams, flat tins	1 37½
Underwood Clams, 1-lb tins	1 05
Underwood Clams, 2 lb. tins	1 60
P. & W. Clams, 1-lb. tins	1 00
P. & W. Clams, 2 lb. tins	1 80
Oxford Clams, 1-lb. tins	1 10
Oxford Clams, 2 lb tins	1 50
P. & W. Clam Chowder	2 10
Burnham's Clam Bouillon, qts	3 60
Burnham's Clam Bouillon, pts	1
Burnham's Clam Bouillon, ½ pints	2 40

Lobsters.

	Doz.
1-lb. tins, 4 doz. in case.	
Red Jackets, flats	2 80
Deep Sea Picnics	2 35
Triumph Talls	2 25

Oysters.

Oysters, Selects, 12 oz	$1 60
Oysters, Selects, 6 oz	1 25
Oysters, Standard, 10 oz	2 00
Oysters, Standard, 5 oz	1 10
Oysters, Standard, 8 oz	1 70
Oysters, Standard, 4 oz	90

Shrimps.

Shrimps, pickled, 1 lb tins	$1 10
Shrimps in Tomato Sauce, 1-lb. flats	
Dunbar's Picnics, 4 doz in cs	1 35
Dunbar's 1½ lb, 2 doz in cs	2 25
Pickled Shrimps, 1 lb, 4 doz in case	1 20

Department 10.

LAUNDRY MATERIALS.

Ammonia.

GREER'S WASHING AMMONIA

First grade absolutely pure 180 Beaume Strength

Pints (2 doz to case)	$1 65 per doz.
Quarts (1 doz to case)	2 75 " "
½ Gals (½ doz. to case)	4 75 " "

WASHING AMMONIA
Standard Grade

Pts., 2 doz to case, per doz	$ 75
Quarts, 2	1 25

GREER'S TOILET AMMONIA
Lavender and Violet

Pints (2 doz to case) $2 50 per doz.



Parson's Household Ammonia

	per doz.
Pints 1 doz in case	$1 50
Quarts, 1 doz "	2 75
Pints, 2 doz "	1 75
Dime size 3 doz in case, per case	2 75

Bluing.



Liquid Laundry Bluing.

Scott & Gilbert Co
Mfgrs., 202 Davis St

	dos
SUNSET	
¼ pints, 3 doz case	40
½ pints, 3 doz case	60
Pints, 2 doz in case	75
Quarts 2 doz "	1 45

Bluing, ball.

Mirado, ¼s, 100 lb case, lb	20
Mirado, ½s, 100 lb case, lb	20
Nuremberg, A, ½s, ℔ lb	20
Do A, D, ½s, ℔ lb	25
Do A, C, B, ½s, ℔ lb	21
Washerwoman, ½s, ℔ lb	12
Do ¼s, ℔ lb	14
German Ultramarine ½s ℔ lb	12
Do ½s, ℔ lb	14
Beachamp's French, 1's, ℔ lb	28
Do ½s, ℔ lb	27
Gold Medal, qt, ℔ doz	1 25
Do pt, ℔ doz	1 00
Do ½ pt, ℔ doz	75
Do ¼-pt, ℔ doz	45
Do China Label, qt, ℔ doz	1 25
Greer's, 1 dz qts. & doz	2 25
Do 1 doz pts, ℔ doz	1 44
Do 2 doz ½ pts, ℔ doz	90
Pacific, 1 doz qts, ℔ doz	1 10
Do 2 doz ½ pts, ℔ doz	65

COLUMN 15.

J. M. CLINE & CO.

29 Market St., S. F., Cal

Ammonia. First Quality, fancy package, white bottles and rubber stoppers.

Pts, doz	1 25
Qts, doz	2 00
½ Gals, doz	3 25
Gals, doz	5 50

Ammonia, Standard Quality.

½ Pts, doz	35
Pts, doz	45
Quarts, doz	80

Violet Ammonia.

4 oz, fancy package, doz. 1 15
16 oz, fancy package, doz. 2 10

J. M. Cline Co.

29 Market St, S. F., Cal.

Bluing, ½ Pts, doz	35
Bluing, Pts, doz	45
Bluing, Qts, doz	60

Borax.

20-Mule Team, powdered 1's, 48 of 2 doz	$2 25
20 Mule Team, powdered 12-oz. cs of 4 doz	3 60
20-Mule Team, powdered 1½'s, 48, of 3 doz (Less 5 per cent in 5 case lots; 10 per cent in 10 case lots)	3 84
Cartons, 1's, 2 doz. in box	09
Lumps, 25 lb in box	08
Powdered, 25 lb in box	08½

Chloride of Lime.

Brookman's, 1's, ℔ lb	7½ 7½
Do ½'s, ℔ lb	8½ 9
Seltzer's Purity Brand, ex qual doz	85

Lye.

Big Bonanza Lye	
Case of 48 1 lb tins	3 80
5 case lots	3 25
Star Scrubbing Lye	
48-1 lb tins, per case	1 75
5 case lots	1 70
Merry War, 4 doz in case	3 00
Merry Nickel, 4 doz in case	1 75
Single Lye, 4 doz. in case	3 60
Do 5-case lots	3 50
Do 5 case lots	3 40
Tomson's Red Seal, 1 dz to cs	1 00
Do 1 lb, 12 cs to case	1 60
American, 4 doz in case	3 25
Do in 5-case lots	3 00
Babbitt's Lye, 4 doz in case	3 25
Do in 5-case lots	3 00



BANNER LYE

Cs, 4 doz	$1 00
4 doz	2 00

Sal Soda.

California, cks	95 1 00
California, bbls	1 00 1 05

Department 9.

FISH AND CHEESE.

Russian Caviar.

	Per doz
1-lb cans, 2 doz in case	$13 00
½-lb cans, 2 doz in case	6 75
¼-lb cans, 5 doz in case	3 60
⅛-lb cans, 6 doz in case	2 00
White Label Brand	none

CHEESE.

Foreign and Domestic.

New York State Factory	15½
Cheddars, October make	
Twins, " "	16
Calif. State factory flats	13 11
Calif. State factory Young Americans	14 15
Limburger, Eastern, ℔ lb	16 17
Swiss, Imported, ℔ lb	25½
Roquefort, ℔ lb	50
Gouda, ℔ lb	27
Pineapples, Eastern, 6 in cs, ℔ case	$3 40
Pineapple, Eastern, 6 in cs, small	2 40
Holland or Edam, medium, plain, per dos	$ 8 00 9 00
Holland or Edam, medium, in bladders, per doz	9 50 11 00
Holland or Edam, large, plain, per doz	10 50 12 00
Holland or Edam, large, in bladders, per doz	10 50 12 00

Fancy.

Camembert Brie, Roquefort, and Gorgonzola, jars	3 00
Parmesan C & B, sml bot, doz	3 00
Parmesan C & B, lge bot, doz	5 00

Bayle's.

	Smal, ½-lb	1-lb	2½-lb	5-lb
Deviled Cheese	$1 00	$2 25	$4 00	$ 5 00 $9 00
After Dinner Cheese	$1.00	2 40	4 00	4 50 7 50
Roquefort Cheese	$1.00	2 40	4 00	4 50 7 50

SALT FISH.

Pacific Codfish.

Bndles, 50 lbs each, per lb	6½
Cs selected, 100 lbs ea, per lb	5
Boneless, 30-lb boxes, per lb	6
Boneless Strips, 40lb bxs, pr lb	7
Boneless Blocks, 40lb bxs, p lb	6½
Boneless Tablets, 24 bxs, pr lb	7½
Boneless Middles, 60 bxs, pr lb	7½
Boneless Middles, extra, 60-lb boxes, per lb	9

Eastern Codfish.

Gen Georges, 8 fish to cs	$ 9 50
Gen. Georges, 12 fish to cs	8 50
Geo. Cur. Cod, 16, 18 fish to case	8 00
Geo. Cur. Cod, 40 fish to cs	7 50
Gen. Geo. Middles, 60 fish.	13
Gen. Geo. Tablets, 36 fish.	11½
Gen. Geo. Blocks, 40 fish..	11½

Shredded Codfish.

Codfish, Beardsley's shredded, 2 doz. in case 1 00

Norwegian Mackerel.

Bloater, 200-lb. bbl., 120-180 fish	45 00
Bloater, 100-lb. ½ bbl., 60-65 fish	23 50
No. 1, 200-lb. bbl., 150-160 fish	34 00
No. 1, 100-lb. ½ bbl., 75-80 fish	18 00
No. 2, 200-lb. bbl., 220-240 fish	28 00
No. 2, 100-lb. ½ bbl., 110-120 fish	15 00
No. 3 200-lb bbl., 300-350 fish	24 50
No. 3, 100-lb. ½ bbl., 150- 175 fish	13 00

Irish Mackerel.

No. 1, 200-lb. bbl., 200-220 fish	none
No. 1, 80-lb. ½ bbl., 80-90 fish	none
No. 2 200-lb bbl., 325-350 fish	19 00
No. 2, 80-lb. ½ bbl., 130-140 fish	8 00
No. 3 200-lb bbl., 475-500 fish	18 00
No. 3 80-lb ½ bbl 190-200 fish	8 00
No. 1, 10-lb kits, 15-16 fish	1 25
No. 2, 10-lb. kits, 20-22 fish	1 20

American Bloaters.

Shore Bloaters, 200-lb. bbl., 115-120 fish	27 00
Shore Bloaters 80-lb ½ bbl, 45-50 fish	11 50
Extra No. 1, 200-lb. bbl., 120-130 fish	26 00
Extra No. 1, 80-lb. ½ bbl., 50-55 fish	11 00
No. 1, 200-lb. bbl., 140-150 fish	none
No. 1, 80-lb. ½ bbl., 55-60 fish	11 00
No 2 200-lb bbl 125-140 fish	25 00
No. 2, 80-lb. ½ bbl., 55-60 fish	11 00
No 2 200-lb bbl 140-160 fish	none
No 2 80-lb ½ bbl 60-65 fish	none
No. 2, 200-lb. bbl., 160-180 fish	none
No. 2, 80-lb. ½ bbl., 70-80 fish	none
No. 2, 200-lb. bbl., 180-200 fish	none
No 2 80-lb ½ bbl 90-95 fish	none

In Kits.

Extra Mess, 7 to 8 fish, each	12 00
No. 1, kits, 8-9 fish or 15-17 fish	1 80-1 85
No 2, kits 8-9 fish or 15-17 fish	1 20

Salmon.

King, bbls	$ 12 00
Oregon Silvers, bbls	9 00
Alaska Red, bbls	7 00
Alaska Red, ½-bbls, 100 lbs	5 25
Alaska Red, kits	1 00
Bellies, bbls	4 75
Bellies, ½-bbls 100 lbs	2 75
Tongues and Sounds, kits 10lb	1 25
Tongues and Sounds, ½-bbls	3 00

Mackerel in Oil.

Bezier's	3 00 4 00
Lemarchand	5 00 7 00

Booth's Crescent Mackerel.



Spiced Tomato and Mustard
1's, 4 doz. to case, per doz 1 30
2's, 2 doz to case 2 40

Salmon.

Alaska Red, 1lb tins, doz	1 50
Alaska Red, 2lb tins, doz	1 75
Alaska Pink, 1lb tins, doz	1
Alaska Pink, 2lb tins, doz	1 00
Alaska Flats 1lb tins doz	1 50
Oregon Red 1lb tins doz	1 60
Oregon Red, 2lb tins, doz	1 75
Oregon Pink, 1lb tins doz	1
Oregon Pink, 2lb tins doz	1 00
Oregon Flats 1lb tins doz	1 00
Columbia River, 1lb talls	1 40
Columbia River 1lb flats	1 75

French Sardines.

¼s, according to quality and size of tin, p case	9 50 12 50
½s, according to quality and size of tin, p. case	12 00 20 00

Department 11

STARCHES.

Corn Starch.

Log Cabin, 40 1s, per pkg	4
Liberty, 40 1s, per pkg	6½
Lou, 40 1s, per pkg	7½
Silver Gloss, 6 box lots, pkg	6½
Sunbeam, 40 1s	6½
Kingsford's, 40 1s, pkg	7½
Lily Corn, 40 1s, per pkg	6½
Lily Corn, 6 box lot	6½
Lily Corn, 20 1s per pkg	6½
Silver Gloss, 40 1s, per pkg	6½
Silver Gloss, 6 box lots, pkg	6½
Stone Touch, 40 1s, per pkg	6½

Laundry Starch.

Elastic Starch, 64/1's, per box	5 00
Gilt Edge, 64/1's, per box	5 00
Best Gloss, 48/1's, per lb	7½
Liberty Gloss, 48/1's, per lb	6½
Liberty Gloss, 16/1's, per lb	6½
Best 12/6 s, per lb	6½
Standard bulk 40 lb boxes	2½
Silver Gloss, 48/1's	6½
Silver Gloss, 3's, 16 in box	6½
Kingsford's B. C., 1's, 40-lb. bx	6½
Kingsford's B. C. 6's, 12 in crate	6½
Kingsford's Pure, 1's, 40 lb box	7½
Duryea's B. C., 1's, 40-lb. bxs	8
Duryea's B. C. 6's, 12 in crate	8½
Duryea's Superior, 1's, 40 lb bx	7½
Niagara Gloss, 1's, 40 lb box	6½
Niagara Gloss 6's 12 in crate	6½
Niagara Gloss, bulk, 50 lb box	6½
Lily Gloss 1's 40 lb box	6½
Lily Gloss 6's 12 in case	6½
Lily Gloss 3's 16 in case	6½
Stone Touch, 1s 40 lb boxes	7½
Stone Touch, 6s 12 to crate	6
Stone Touch, bulk, 50 lb box	4½

COLUMN 16.

Department 12

Soaps and Washing Powder

Western Star Soap

WHITE PETROLEUM BLEACHING.

100 bars per case..... $4.10

LASCO KOLD WATA NAPTHOL.

100 Bars per case..... $4.00

Free Delivery in San Francisco Oakland, Alameda and Berkeley

manufactured by

Los Angeles Soap Co.

San Francisc Office, 115 Davis St.

Telephone Grant 110.

Peet Bros.

Silk Soap	3.25
Ammonia Benzoline	3.90
Cocoa Borax	4.10
Crystal White	3.90
Lily White (Floating)	4.00

Standard Soap Co.

Top Notch, 100, 10-oz	$3.50
Sunburst, 100 12-oz	3.75
Yellowstone, 100 14-oz	3.75
Marigold, 100 16-oz	3.90
Thomas' Cool Water, 100 13-oz	4.00
Thomas' Cool Water, 20 13-oz	.85
Milo, 100 4-oz., 100 cartons	6.50
Magno "Floating Borax," 100 10-oz	4.00
Gold Medal Borax, 100 10-oz	5.50
Gold Medal Borax, 20 10-oz	1.15
Purity, "Floating," 5c size	3.90
Purity, "Floating," 10c size	6.25
Purity, "Floating," 10c size, 20	1.30
Electric Mineral, 100 16-oz	5.50
Electric Mineral, 20 16-oz	1.15
Peerless Kitchen, 100 10-oz	3.00
Peerless Kitchen, 20 10-oz	.65

Miscellaneous.

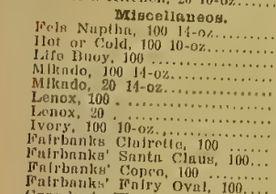
Fels Naptha, 100 14-oz	4.50
Hot or Cold, 100 10-oz	4.00
Life Buoy, 100	4.00
Mikado, 100 14-oz	4.00
Mikado, 20 14-oz	90
Lenox, 100	3.00
Lenox, 20	.75
Ivory, 100 10-oz	7.00
Fairbanks Clairette, 100	3.35
Fairbanks' Santa Claus, 100	2.85
Fairbanks' Copco, 100	3.90
Fairbanks' Fairy Oval, 100	3.90
Grandpa's Wonder, large, 60	3.50
Grandpa's Wonder, small, 100	3.60
Peets' Pine Tar, 50	1.90
Peets' Pine Tar, 100	3.75
Babbitt's, 100	4.10
Jergins Pumice, 50 small	1.75
Jergins Pumice, 50 large	3.00
Uncle Sam's Tar, 100 small	3.50
Uncle Sam's Tar, 50 large	3.10
Stryker's Kitchen Soap, 100s	3.50
Stryker's Kitchen Soap, 20s	.75
Pearl, 100, large	1.00

Castile Soap.

La Lune White Castile, lb	7¾
White, Virgin, per lb	7¾
White, Conti	15
Mottled, Imported, per lb. 6½	7
Clover Leaf White	13
La Boulon	7½

Scouring Soaps.

Bon Ami, 3 doz to cs, pr cs.. 2 50



Sapolio, scouring, ½ gross box, per box	4 50
Sapolio, hand, ½ gross box, per box	4 50

WASHING POWDERS.

Gold Dust, 24 3's, per case	4.50
Gold Dust, 100/10-oz	4.50
Lavarine, 36 1 lb, per case	3.00
Lavarine, 100 6c pkgs	3.50
Pearline, 36 1-lb pkgs	3.10
Pearline, 100 6-oz pkgs	3.75
Soaperine, 20 3-lb. pgs	3.60
Soaperine, 50 1 lb. pkgs	3.35
Soaperine, 100 ½-lb. pkgs	3.60
Babbitt's 1776, 6-oz	2.85
Kleeno, 72 1's	4.50
Kleeno, 24 3's	4.25
Kleeno, 100/12's	3.75
Grandma's Boiling, powdered, 24 3s	4.00
do, 60, 3's	2.40

El Paso Manfg. Co.

1653 Mission St.

Manufacturers

Flavoring Extracts

Fruit Juices

Syrup

Salad Dressing

Bluing

Ammonia

Meat and Salad Dressing, doz 90

COLUMN 17.

Department 13

OILS, PAINTS, ETC.

Coal Oil.

Water white, coal, bulk	12½
Pearl, cases, 25's	19
Astral, cases, 25's	19
Star, cases, 25's	19
Ex. Star, cases, 25's	22
Elaine, cases, 25's	25½

Gasoline and Benzine.

86° Gasoline, bulk, 25 cases	31
71° Gasoline, bulk 16 cases	22½
63° Benzine, bulk, 13 cases	19½

Turpentine.

Strictly Pure, cases, 2-5's	78
Do drums or iron bbls.	72

Linseed Oil.

Strictly pure, raw, bbls	gal 53
Do. boiled, in bbls	gal 55
Do. raw, cs, 2-5's	gal 58
Do. boiled, cs, 2-5's	gal 60

Castor Oil.

Baker's AA, cs, 2-5's	1.12
Pure, No. 2, cs, 2-5's	1.05
No. 1, cs, 2-5's	.70

Lard Oil.

Strictly pure, bbls., 75 cs	80
Sup. Win., str., bbls. 65 cs	70
No. 1, bbls, 55 cs	60

Neatsfoot Oil.

Cooper's bbls, 75 cs	80
Extra, bbls, 62½ cases	67½
No. 1, bbls, 57½ cases	62½

Lubricating Oils.

Star Cylinder Oil, bbls, 60 cs	.65
Columbia Cyl. Oil, bbls, 40 cs	.45
Gem Cyl. Oil, bbls, 80 cs	.90
Ruby Cyl. Oil, bbls, 50 cs	.60
Star Engine Oil, bbls, 50 cs	.55
Columbia Eng. Oil, bbls, 30 cs	.35
Paragon Eng. Oil, bbls, 45 cs	.55
Red Eng. Oil, bbls, 27 cs	.32
Star Mach. Oil, bbls, 30 cs	.35
Star Dynamo Oil, bbls, 50 cs	.55
Star Spindle Oil, bbls, 40 cs	.45
Star Sep'tor Oil, bbls, 50 cs	.55
Favorite Sep'tor Oil, bbls, 25 cs	.30

Miscellaneous Oils.

Union Salad Oil	.45	.50
Globe Salad Oil	.45	.50
Pure Sperm Oil	.75	.80
No. 1 Polar	.50	.55
China Nut oil, ord'ry	62½	
China Nut oil, No. 1	.80	

WHITE LEAD.

Pioneer, in kegs 7 7¾

DRY PAINTS.

Eng. Paris White, bbls.	1.35	1.60
Whiting, bbls	1.00	1.15
Kalsomine, bbls		1¼
Prince's Min'l B'wn, bbls		1.65
Yellow Ochre, bbls		1½
Eng. Ven. Red, bbls		1.50

Department 14

FARINACEOUS GOODS.

Flours.

GLOBE MILLS,

Cor. Chestnut and Montgomery

California Selected Wheat,

	Barrel
"Banquet" (fancy patent)	$5.05
"Silver Star" (patent)	4 60
XXX	4.30
Mariposa	4.30

Blended Wheat,

"A1" Family	5.15
"A1" Bakers'	5.05

Entire Eastern Wheat.

Globe, Bakers'

(5s bbls. 10 cents per bbl. higher.)

"A1" must be retailed for not less than $1.40 per ¼ sack.

"Banquet" must be retailed for not less than $1.35 per ¼ sack.

"Silver Star" must be retailed for not less than $1.25 per sack.

FLOURS.

Cal. Family	$5.05	$5.10
Cal. Bakers', extra	4 80	4.90

Buckwheat, 10-lb sacks, per 100 lbs $4.50

Self Rising Buckwheat, 10-lb sacks, per 100 lbs 6 00

Graham, 10-lb sacks, per 100 lbs 3 50

Rice, 10-lb sks, per 100 lbs 8.00

Rye, 10-lb sacks, per 100 lbs 3 75

Whole Wheat, 10-lb sacks, per 100 lbs 3 75

Sperry Milling Co.

Sperry Flour	5 05
Golden Gate Flour	5 05
Pritted Snow	5 05

Meals.

Yellow Corn, 10-lb sacks, 100 lb.	$2 50
White Corn, 10 lb sacks 100 lb.	2 50
Ex. Cream Yellow, 10-lb. sacks, per 100 lbs	3 75
Ex. Cream White, 10-lb sacks, per 100 lbs	3 75
Oat Meal, 10-lb. sacks, per 100 lbs	4 25
Steel-Cut Oat, 10-lb sacks, per 100 lbs	4.50

Pearled Cereals.

Pearl Barley	4.50
Pearl Wheat, 150-lb bbls	4 40

COLUMN 18.

Rolled Cereals.

Rolled Oats, 7s and 10s, pr 100 lbs	4.50
Ex. Crm Rld Ots. 180-lb, bbl	$7.50
Ex Crm Rld Ots, 180-lb, 90-lb sks	7.00
Prld Rold Wheat, 150-lb, bbls.	4 40

Sago and Tapioca.

Sago, original sacks, lb	02½ .03
Sago, 48/1's, per doz	.70
Instantaneous Tapioca, 50/1's, per case	5.00
Instantaneous Tapioca, 36 to case	2.70
Tapioca, Flake	.03
Tapioca, repacked, per lb	.04½
One Minute Tapioca, 36 to cs	2.75
Arrowroot, Taylor's Bermuda, 12-lb box, 1, ½ and ¼ lb pkgs, per lb	32½

Miscellaneous.

Groats Oat, 10-lb sacks, 100 lbs	$4.50
Groats Buckwheat, 10-lb sks, 100 lbs	10.00
Hominy, igs, 10-lb sks, 100 lb.	3.75
Hominy, sml, 10-lb sks, 100 lbs	4.00
Split Peas (yel.) 25 and 50-lb boxes, 100 lbs	5.50
Split Peas (grn.) 25 and 50-lb boxes, 100 lbs	5.50
German Lentils, per lb	.05½
Cracked Wheat, per 100 lbs	4.00
Farena, per 100 lbs	4.50
Pearl Grits, per 100 lbs	4.25
Capitol Mills Pearled Hominy, bbls	8.00
Capitol Mills Gran. Hominy, bbls	8.50
Capitol Mills New Process B. W. Flour, bbl	9.00
Capitol Mills Steel Cut Oat Meal, bbl	9.00

Breakfast Foods.

Capit'l Mills R'll'd Oats, 36/2's	4.50
less 20 per c. for cash	
Grape Nuts, 1 & 3 doz, pr doz	1.50
Breakfast Gem, case 3 doz	3.25
Wheatine, 36/2's, pr cs	3.30
Germea, 20 4-lb pkgs, pr cs	4.00
Germea, 24 2-lb pkgs, per case.	3 10
H-O Buckwheat, 2 doz 2-lb pkgs, per case	3.75
H.-O. Pancake Flour, case	3.90
H.-O. Oats, 24/2's, per case	3.15
Cream of Wheat, 36/2's	5.25
Crespo, 36/2's	2.75
Malta Vita, 36, 2s, cs	4.50
Our Mothers' Mush, 36 to cs	3.35
Twin Brothers Mush, 36 to cs	3.20
Carnation Wheat Flakes, 24/5's	5.40
A B C Breakfast Wheat, 72/2's	5.00
A B C Breakfast Wheat, 36/2's	2.60
Granola, 24/1's	2.25
Flaked Rice, 24/1's	3.00
Ralston Breakfast Food, 36/2's	4.25
Do. Barley Food, 36/2's	4.25
Do. Health Oats, 36/2's	4.00
Do. Hominy Grits, 36/2's	4.00
Do. Select Bran, 24/3's	2.50
Do. Pancake Flour, 36/2's	3.75
Do. Whole Wht Flr, 4/4's	5.50
Quaker Oats, 3s 2s	3.90
Scotch Oats 36 2s	3.75
Allen's Boston Brown Bread Flour, 24 pkgs, per case	3.60
Allen's Flour, 10 10-lb bags, per bbl	4.50
Acme Grano, 20/4's, per case	3.50
Acme Gluten Farina, 24/1's, pr case	1.85
Acme Gluten Flour, 10-lb sks	.80
Acme Wheat Flakes, 36/2's	2.60

Rice.

Choice Seed Japan	$0.03¾
Good Seed Japan	03¾
Fair Seed Japan	.03
Fancy Head Rice	5 1-5 .06
Long Grain Rice	.01 .05
China No. 1	.5 6
China No. 2	4 1½

Pastes (Domestic).

No. 1, 50-lb box	$1.75
No. 1, 25-lb. box	.87
No. 1, full wt., 15's	.60
No. 1, short wt's	.30
No. 1, ½ box	.17
No. 2	22

Queen's Taste Vermicelli, Macaroni and Spaghetti, 1 doz. 3-lb. cartons to case 2 20

Italian Paste, asstd., about 18 lbs, in case, per lb .07

Golden Gate Egg Noodles, 24 7's to case 1.50

Farina, 24 7's to case 1.50

Royal Macaroni, Vermicelli and Spaghetti, 24-1s 1.75

Pure Food Packing Company.

15 3 Mission St

Salter's "Purity" Brand

Bluing

Pts. doz..... .75

½pts " ..... .45

Ammonia.

Qts doz..... .75

Pts " ..... .45

COLUMN 19.

Department 15.

SPICES

PURE—Square Tins, Full Net Weight.

	⅛'s	¼'s	½'s	1 s	2½ lbs.	5 lbs.	Blk
Allspice	$0 70	$0 95	$1 60	$ 2 80	$ 6 70	$12 75	21
Cinnamon	1 15	1 80	3 30	6 25	15 25	30 00	43
Cloves	90	1 35	2 40	4 35	10 60	20 55	31
Ginger	75	1 05	1 75	3 10	7 50	14 30	23
Mace	1 75	3 00	5 65	10 90	26 95	53 30	73
Mustard	70	95	1 60	2 80	6 70	12 75	21
Nutmeg	1 25	2 05	3 80	7 15	17 60	34 60	49
Pepper	80	1 10	1 90	3 40	8 25	15 85	25
Cayenne	80	1 15	2 00	3 55	8 65	16 65	26
W. Pepper	95	1 45	2 65	4 65	11 75	22 90	34
Sage	70	95	1 60	2 80	6 70	12 75	21
Thyme	70	1 00	1 65	2 95	7 10	13 50	22
Savory	70	1 00	1 65	2 95	7 10	13 50	22
Marjoram	75	1 10	1 85	3 30	7 85	15 10	24
Poultry Seasoning	....	1 50	.....	.....	.....	.....	..

SECOND GRADE—Round Tins, Short Weight.

	¼'s	½'s	1's	2½ lbs.	5 lbs.	Blk.
Allspice	55	1 00	1 75	3 95	7 60	13
Cinnamon	65	1 20	2 10	4 90	9 50	16
Cloves	65	1 25	2 25	5 20	10 20	17
Ginger	55	1 00	1 75	3 95	7 60	13
Mace	1 20	2 30	4 40	10 50	21 00	34
Mustard	55	90	1 50	3 60	7 00	12
Nutmegs	85	1 70	3 10	7 40	14 60	24
Pepper	60	1 15	2 00	4 55	8 90	15
Cayenne	60	1 15	2 00	4 55	8 90	15
W. Pepper	75	1 45	2 65	6 15	12 05	20
Sage	55	1 00	1 75	3 95	7 60	13
Thyme	60	1 05	1 90	4 25	8 25	14
Savory	60	1 05	1 90	4 25	8 25	14
Marjoram	60	1 05	1 90	4 25	8 25	14

SCHILLING'S BEST SPICES.—Nature's Best.

Square tins. Never sold in bulk.

Small, medium, large sizes have sifting tops except

Mustard.

	Small size per doz.	Medium size per doz.	Large size per doz.	Ex. Large size per doz.	Hotel size per tin.
Pepper	.75	1.20	2.20	3.75	.78
Mustard	.75	1.25	2.25	3.90	.81
Must. Comp.	.75	1.25	2.25	3.90	.81
Ginger	.75	1.25	2.25	3.90	.81
Allspice	.75	1.10	2.00	3.50	.73
Cinnamon	.80	1.35	2.25	4.25	7.50	1.86
Cloves	.85	1.40	2.60	4.75	.87
Nutmegs	1.60	2.75	5.25	10.00	2.00
Mace	1.75	3.00	5.75	11.50	2.15
Cayenne	.90	1.50	2.75	5.00	.93
Wh. Pepper	.95	1.75	3.25	5.75	1.00
Sage	.75	1.25	2.25	3.90	.81
Thyme	.85	1.40	2.60	4.75	.87
Marjoram	.95	1.75	3.25	5.75	1.26
Savory	.85	1.40	2.60	4.75	.87
Cases contain	6 doz.	4 doz.	2 doz.	2 doz.	1 doz.
Gross weight	22 lbs.	23 lbs.	24 lbs.	40 lbs.	53 lbs.

MUSTARD.

Colman's, ¼'s, 12 lb to box, lb	.52
Colman's, ½'s, 12 lb to box, lb	.48
Colman's, 1's, 12 lb to box, lb	.48
Colman's, 5's, per lb	.40

Mustard, Prepared.

Small bottles, 24 to cs, pr doz	.55
Small straights, fancy, 24 to case per doz	.95
Webb's Glass Top	1.35
Large Dusseldorfer, 24 to cs	1.60
In 3-gal kegs, per keg	1.15
In 5-gal kegs, per keg	1.70
Louit Freres, French, doz	2.25
Eddy's Salad Mustard—	
6-oz., 24 to case	.92½
8-oz., 24 to case	1.35
12-oz., 24 to case	2.00
Hirshes Horseradish Mustard—	
10-oz., 24 to case	1.25

Department 16

BAKING POWDER AND FLAVORING EXTRACTS.

ROYAL

	1 cs. lot	5 cs. lot	15 cs. lot
¼ lb cans	$ 1 38	$ 1 36	$ 1 34
6 oz cans	1 92	1 89	1 87
½ lb cans	2 57	2 52	2 50
12 oz cans	3 82	3 75	3 72
1 lb cans	4 95	4 85	4 80
2½ lb cans	11 85	11 40	11 28
3 lb cans	13 60	13 34	13 20
5 lb cans	22 35	21 90	21 68

An extra discount of 1 per cent if packed in barrels.

Schilling's Best Baking Powder.

Never sold in bulk.

10-lb. tins, per doz	$39.00
5-lb. tins, per doz	20.00
4-lb. tins, per doz	16.00
3-lb. tins, per doz	12.50
2½-lb. tins, per doz	10.50
16-oz. tins, per gross	$53.00
12-oz. tins, per gross	41.00
8-oz. tins, per gross	28.00
6-oz. tins, per gross	22.50
4-oz. tins, per gross	16.50

TROPHY

4 oz. per doz	$0.95
6 oz. "	1.35
8 oz. "	1.70
12 oz. "	2.35
1 lb. "	3.00
2½ lb. "	7.50
3 lb. "	9.00
6 lb. "	14 50

MISCELLANEOUS.

Home, 10 oz	$0.90
Home, 25 oz	2.00
Home, 50 oz	4.00
Home, 80 oz	6.00
K C, 10 oz	.85
K C, 15 oz	1.25
K C, 25 oz	2.12
K C, 50 oz	4.00
K C, 80 oz	6.50

COLUMN 20.

Cream Tartar.

Standard, bulk, 20-lb box	27
Standard, 12 1-lb tins	.28
Pure, bulk, 30-lb box	.33
Pure, 5-lb tins, per lb	.33
Pure, ½-lb tins, per doz	5.00

SODA.

Churches, A. & H., or Dwight's Cow Brand, 60 lbs. to case.

1-lb	per lb. $0.05
½-lb	per lb. .05⅜

EXTRACTS FLAVORING.

GUITTARDS' "PURE"

	per doz	2 oz	4 oz	6 oz	8 oz
Vanilla	..	$2 50	$4 75	$7 00	$9 00
Lemon	....	1 75	3 25	4 50	6 00

Net weight. Patent Sprinkler Tops

Schilling's Best Extracts.

Triple Strength, Pure and Uncolored Sprinkling Tops.

Net weight. Never sold in bulk.

	Lemon and Vanila and Others.	Lemon and Vanila and Rose.
1 oz	1.30	1.80
2 oz	2.00	3.00
4 oz	3.75	5.75
6 oz	5.50	8.50
8 oz	7.25	11.00
16 oz	14.00	21.50
32 oz	27.00	42.00

Souder's Flavoring Extracts.

Price per gross.

	2 oz.	4 oz.	8 oz.
Reg. Lemon	9.00	18.00	54.00
Reg. Vanilla	14.40	28.80	72.00
XX Lemon	18.00	36.00	72.00
XX Vanilla	21.00	42.00	84.00
Asrtd Flavors	18.00	36.00	72.00
Rose Coloring	18.00	36.00	.....
Yellow Colrng	18.00	36.00	.....
Jamaica Gngr	18.00	.....	.....

Assorted flavors contain strawberry, pineapple, orange, almond, rose, etc.

"Venue" Extracts."

Lemon, 2 oz., per doz..... .80

Vanilla, 2 oz., per doz..... .80

Assorted Flavors, per doz..... .80

COLUMN 21.

Department 17

CANDIES.

Lozenges.
(5-lb. boxes.)

XXX Peppermint, pails	.14 15
Thin Peppermint	.16
T. T. Peppermint	18
Druggist Peppermint	25
Musk, fluted, pails	.20
Cinnamon, Lemon, Sassafras, Rose	.16
Midget Fruit	.20
Conversation and Hearts	.15
Lilliput Conv. Hearts	17
Midget Conv. Lozenges	.20
Crown T. T. Lozenges, 24 5ct. pkgs	.80
Aurora Lozenges, 24 5ct. pkgs	.80
Cough Troches, 5 lb bxs	.25
Eagle Wafers, Peppermints, Wintergreen	.25

Mixed Candy.
(30-lb. pails.)

Plain Mixed	9½
Pacific Mixed	10
Royal Mixed	13
Grocers' Mixed	10½
Yankee Mixed	2½
American Mixed	13
Fancy A, Mixed	14½
Fancy C, Mixed	14
French S, Mixed	16
French No. 1, Mixed	18
French Extra Mixed	20
Lady, Mixed	15

Steam Panwork.

Anis Seed	20
Aromatic Cachous	18
Assorted Berries	16
Assorted Dragee	14
Assorted Imperials	16
Assorted Small Seeds	22
Birds' Eggs	16
Boston Baked Beans	17
Burnt Peanuts	18
Burnt Almonds	25
Caraway Seed, smooth	22
Caraway Seed, pearled	22
Celery Seed	22
Cinnamon Beans, large red	15
Cinnamon Beans, Imperials	16
Coriander Seed, pearled	22
Jelly Beans, pails	12½ 14
Jelly Birds' Eggs	16
Jelly Cranberries	16
Jelly Limes	16
Jelly Raspberries	16
Jordon Almonds, fine	35
Jordon Almonds, imitation	18
Licorice Beans	16
Red Hots	28
Ringed Marbles	16
Sugar Coated Licorice Tablets	20
Sugar Almonds	25
Sugar Plums	10

Stick Candy.
(30-lb. pails.)

Assortment: Peppermint, Lemon, Rose, Clove, Anis, Cinnamon, Sassafras, Vanilla, Pineapple, Wintergreen 9½

Hoarhound	9½
Hoarhound, wrapped	11
Peanut Sticks	13
Peanut Sticks, wrapped	14
Cocoanut Sticks	13
Cocoanut Sticks, wrapped	14

Taffies.

Peanut Taffy	15
Peanut Flake	15
Peanut Squares	14
Cocoanut Taffy	15
Cocoanut Squares	15

Chunks: Vanilla, Rose, Chocolate, Lemon, Molasses 14
Broken Taffy of broken chunks 13

Drops and Lumps.
(30-lb. pails.)

Mixed Drops and Lumps	9½
Molasses Peppermint Lumps	11
Hoarhound Drops	11
Crystal Rocks	12½

Gum Goods.
(5-lb. boxes.)

A. B. Gum Drops, assorted	9
A. B. Gum Drops, Licorice	10
A. B. Gum Drops, Crystalized	11
A. B. Bonbons, plain, in bbls	7½
A. B. Bonbons, fancy, in bbls	7½
A. B. Bonbons, fancy, crystalized, 5-lb. boxes	14
A. B. Fruits	18
Royal Gum Drops	15
Genuine Gum Drops, hard	25
Jelly Squares, assorted	14
Bijou Sticks	18
Spiced Jelly Drops	20
New Turkish Figs	16
Fig Paste, plain	17
Fig Paste, tricolor	18

Cream Goods.
(5-lb. boxes.)

Fondans Creams	14
Hand Dipped	19
Hand Dipped, with nuts on	21
Fruit and nut ices	18
Cream Peppermint	20
Crushed Fruit Bonbons	20

Chocolates.
(5-lb. boxes.)

Chocolate, plain	14
Chocolate, Hand Made	20
Chocolate Dipped Bonbons	20
Chocolate Dipped Bonbons, with nuts	22
Chocolate, Climax, 30-lb pails	16
Chocolate Chips	28
Chocolate Nonpareil Drops	30
Chocolate Wafers	22
Chocolate Cream Tablets, 30 in box	1 10

COLUMN 22.

Marshmallows, Nougats, Etc.

Occidental Marshmallows, 5-lb tins	.25
Occidental Marshmallows, 3-lb tins	.30
Dipping Marshmallows, 5-lb. boxes	.25
Angel Food, 5-lb. boxes	.30
French Nouget, 30 5c slices in box	1.00
Walnut, Apricot, Spanish Nouget, 5-lb boxes, per lb	.25

Sundries.

Opera Caramels	19
Rock Candy, white & red	.15
Rock Candy, brown	16
Licorice Drops	.20
Licorice Sticks, 16 to lb	.28
Locorice Tablets, 5 lb bxs	.25
Licorice Tablets, 24 5c bxs	.80
Licorice Penny Sticks, 100 in box	.65
Buttercups, 5-lb tins	.25

CHEWING GUM.

	Single	Box
Yankee Spruce, 20 pcs		.60
Sen Sen, 20 pcs		.60
Red Rooster, 20 pcs		.60
Sweet Heart, 20 pcs		.60
Newton's Pepsin, 20 pcs		.60
Bloodberry, 20 pcs		.60
Pepsin Sticks, 20pcs		.60



MUTUAL BISCUIT CO.

CRACKERS.

	lb.	⅛ box
Almond Drops	16	
Animals	12½	$1 20
Arrowroot	14	1.50
Assorted	12	1.15
Assorted, extra	14	1.30
Assorted, fancy	20	1.75
Assorted Wafers	16	1.90
Assorted Jumbles	14	1.25
Boston	9	.60
Butters, Mutual	10	.70
Butter Scotch	14	1.50
Butter, Star	9	.60
California Lunch	9	.90
Champion	9	.85
Chips, Mutual	14	1.10
Chocolate Biscuits	16	1.80
Chocolate Fingers	15	1.50
Chocolate Wafers	18	2.15
Cocoanut Bonbon	14	1.25
Cocoanut Finger	15	1.50
Cocoanut Marshmallows	15	1.50
Cocoanut Taffy	16	1.80
Cocoanut Wafer	16	1.50
Coffee	12	1.25
Coffe Iced	15	1.35
Cornhill	10	1.10
Cracker Meal	6	1.10
Currant Cakes	12	1.10
Egg Jumble	14	1.25
Fruit Biscuits	14	2.40
Ginger Cakes	10	1.40
Ginger, Nut	11	1.40
Ginger Wafers	14	1.75
Graham	10	1.20
Graham Gem	9	.75
Graham Unsweetened	9	
Honey Fingers	14	1.25
Honey Pumbles	12	1.00
Honey Drops, spiced	15	1.60
Honeysuckle	16	
Jelly Fingers	16	1.60
Jenny Lind	12	1.10
Lady Fingers	15	1.30
Lady Fingers Iced	16	1.40
La Grande	11	1.10
Lemon Biscuit	14	1.25
Lemon Brittles	14	1.35
Lemon Snap	12	1.20
Lemon Wafers	14	1.75
Macaroon Almond	40	
Mutual Flakes	14	.90
Mutual Tea	15	1.60
Nic Nac, No. 1	16	1.10
Nic Nac	12½	1.25
Oysters	8	.70
Peoples Mixed	12½	1.25
Pilot Bread	4	.55
Pilot Bread Extra	5	.65
Pilot Saloon	7	.80
Ping Pong	16	1.50
Raisin Cake	12	1.10
Saloon Pilot	7	.80
Saloon Soda	7	
Salted Wafers	14	.90
Soda Extra	7	
Soda	6½	
Star Butters	9	.60
Vanilla Bars	14	1.40
Vanilla Biscuits	14	1.25
Vanilla Snaps	12	1.20
Vanilla Wafers	14	1.25
Wafer Chocolate	18	2.15
Wafers Ginger	14	1.75
Wafers Lemon	14	1.75
Water Wafers	12	.90
Walnut Creams	16	1.50

COLUMN 23.

Department 18.

FANCY GROCERIES.

Bouillion Capsules.

Anker's, 10 capsules in box, per doz boxes	2 75

Capers.

Capotes, 1 dz in cs	1.20 1 80
Nonpareil, small	2.00
Do med.	2.25
Do large	5 00
"White Label," 6-oz. doz	2.25
"White Label," 10-oz. doz	3.15

TOMATO KETCHUP.



Catsups

Snider's

Qts, per doz	$3 75
Pts "	2 40
½-pints, per doz	1 40



CAMPBELL'S

(½ Pts Condiments)

2 dozen to case

Tobasco Ketchup dozen $1 15

Tomato Ketchup, dozen $1 15

Salad Dressing, dozen 1 15

Chili Sauce, dozen $1 15

Assorted cases, dozen $1 15

Miscellaneous.

Our Mother's Cup ½ pt, doz	1 40
Our Mother's Cup, pts, doz	2 30
Blue Label, 25 ½ pts to cs	3 10
Blue Label, 25 pts to cs	5 00
Blue Label, 12 qts to cs	4 00
Mother's Own, pts	1 50
½ pts	90
London Rockaway, Pts, doz	2 25
Sailer's "Purity," doz	90

Chocolate and Cocoa

CHOCOLATES.

Baker's.

German Sweet, 6-lb boxes, ⅛s and ¼s	1
Eagle, 12/1s	43
Premium, 12/1s	38
Vanilla, 12/1	41
Powdered, ⅛s, ¼s, 1s, 12/lb. boxes	26

Subject to quantity discount.

Huyler's.

Vanilla, 12 lb boxes	36
Premium, 12 lb boxes	33

Lowney's.

Cream Cakes, per box	80
Ice Cream Drops, per doz	75

Ghirardelli's.
In paper

Eagle, 24 1-lb	21
Eagle, 12 1-lb	21½
Eagle, 12 ½ lb	22½
Eagle, 12 ¼ lb	24
Crescent, 6 5 to lb	17
Crescent, 12 5 to lb	16½
Cal. Sweet, 6 6 to lb	21½
Cal. Sweet, 12 6 to lb	21
Monarch, 12 1½ lb	26
Monarch, 12 1 lb	25
Monarch, 12 ½-lb	27
Star, 24 1-lb	19
Star, 12 1-lb	19½

Ground.
In tins

Ghirardelli's, 12 1-lb tins	26½
Ghirardelli's 24 1-lb tins	28
Ghirardelli's 60 ½ lb tins	24
Venard's, 24 1 lb tins	21
Venard's, 60 ½-lb tins	20
Miner's, 12 1-lb tins	22½
Miner's, 24 1-lb tins	22
Miner's, 60 ½ lb tins	22

5 per cent off on 120-lb. lots

COCOAS.

Baker's Bulk, 6/1	38
Van Houten's ⅛s and ¼s	35
Van Houten's 1s	30
Royal Dutch, 12/¼s	30
Royal Dutch, 12/½s	30
Royal Dutch, 12/1s	30
Epps	40
Fry	39
Webb's, 6/5s	32
Lowney's, 6/5s	32
Ghirardelli's Bulk, 6/1s	40
Ghirardelli's Bulk, 6/½s	40
Ghirardelli's Bulk, 6/¼s	38
Venard's Bulk, 6/1s	32
Venard's Bulk, 6/½s	40
Menier's, 1s	45

COLUMN 24.

Cereal Coffee.

Fig Prune, per doz	$2 25
Postum, 24 ⅛s, per doz	1 35
Postum, 12 ¼s, per doz	2 25
Postum, 36 1s, per doz	2 25
Grains, 1s, per doz	2 75

Chutney.

Chutney, asst. qts	$6 25
Chutney, asst. pts	3 75
Chutney, Major Grey, qts	6 50
Chutney, Major Grey, pts	4 25
Ban ki-pore, pts	3 00

Condensed Milk

BORDEN'S CONDENSED MILK CO.



Gail Borden Eagle cans	6.80
In case lots	6 45
Pony	2 25
Challenge	4 50
Floral	4 65
Dime	8 75
Rose	

With 10 cases Rose Cream 1 case free.

(Each of above Brands 4 doz in case)

Borden's Malted Milk, Trial Size, per doz 90



Borden's Pioneer Brand Evaporated Cream

Large Cans, 4 doz in cs	4.00
Peerless	4 70
Yacht	3.20
Family Size, 1 doz in case	
Quart, 2 doz in cs	

ALL ABOVE BRANDS GUARANTEED



CARNATION CREAM

20 oz. cans 4 doz	
Per case	4 00
5 cases	3 95
25 cases	3 90
50 cases	3 85



LILY

(large tin)

1 cs	$3 00
10 cs	



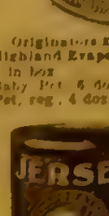
ALPINE EVAPORATED CREAM

1 to 5 cs	$3 60
5 to 10 cs	3 55
10 or 25 cs	3 50

Helvetia Milk Condens'g Co.



Originators Evaporated Cream
Highland Evaporated Cream 4 doz in box $4 10
Baby Pet, 6 doz 3 10
Pet, reg. 4 doz., per case 3 25



Jersey Evaporated Cream

219 Clay St.
Tel. Rush 855

Cases	
1 to 5	$3 50
5 to 10	3.35
10 to 25	3.20

Miscellaneous.

St Charles 4 doz in case	$4 00
St Charles, 2 case lots	4 25
Horlick's Malted Milk, doz	4 50

COLUMN 25.

Cranberry Sauce.

	doz.
Anderson's 2s, 2 doz box	2.25
Tea Garden, 2s, sls, 12 box	4.00
Tea Garden, 1s, sls, 24 box	2.25
Cape Cod, 2 lb, sls, 12 box	3.50
Cape Cod, 1 lb, sls, 24 box	2.00
Home Made, 1s, 2 doz box	2 15
do 2s, glass, 1 doz box	4.00

Cottolene.

3's, 5's or 10's, per cs of 60 lbs	7 00
5 case lots	6 90
10-case lots	6.85
25-case lots	6 75

With 2½ cases, ½ case free.
" 5 " " "
" 10 " 2 " "
Price $7.50, $7 40, $7 25.

Curry Powder.

Cross & Blackwells, 2 oz	1.35
do 4 oz	2.35
Do 8 oz	3.65
Do 16 oz	6 20
East India, Bombay, 16 oz	5 00
East India, Bombay, 8 oz	3.25

Extract of Beef.

Liebig's (Genuine)

	2 oz	4 oz	8 oz.	16 oz
doz	4 55	8 50	15 90	29 75

"Rex" Solid.

2 oz., doz	$3 96	8 oz., doz	$13 27
4 oz., doz	7 20	16 oz., doz	24 75

Marshall's

2 oz., per doz	$2 40

Gelatine.

Knox's, per doz	1 20
Knox's, per gross	14 00
Cox's, per gross	12 00
Knox's, per doz	1.10

Ginger (Preserved).

½ doz jars in cs, per cs 2.25

Lemon Sugar.

Gilt Edge, 24 ½s, per doz	1 32½
Gilt Edge, 24 1s, per doz	1 85

Lime Juice.

Tahita, 24/8 oz, per doz	$1 25
Tahita, short measure, 16 oz	1 50
Tahita, full measure, 16 oz	1 75
Tahita, full measure, 32 oz	3 00
Tahita, bulk, gal	1 00

Mushrooms.

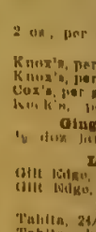
	doz
Le Court, 100 to cs	$2 50
La Forcest, 100 to cs	3.75
Hotel, 100 to cs	2 00
Fancy Stuffed, pts	4 00

OLIVES.

OLIVES IN BULK.

	25 gl.	10 gl.	5 gl.	3 gl.
Ex. No 1, Qu'n	1 10	11 50	6 00	3 75
Lge No 1, "	1 00	10 50	5 50	3 25
No 1 Qu'n	95	9 75	4 75	2 90
No 2 "	85	8 75	4 50	2 85
Manzanilla	70	7 25	3 75	2 40

Extra charge for kegs & barrels



Olives

NEVILLS PACKING CO.

White Label Queen Olives

28 oz., per doz	$5.50
18 oz., "	3.75
8-oz., "	1 25

Pim-Olas

18 oz, 2 doz, per cs, per doz	$6 10
10 " " "	3 75

Baby Pim-Olas

10 oz, 2 doz in case, per doz	$2 70
6 oz, 2 doz in case, per doz	1 60

Olive Oil

NICOLLS

	Case
⅛ pints, 4 doz	$9 00
Pints, 2 doz	8 55
Quarts, 1 doz	7 85
22-oz	9 00

MISCELLANEOUS

Golden Gate, in gal tins, per gal	1 80
" ½ " "	1 85
" ¼ " "	1 90
Pala Grove, pure Cal, qts	doz 7 75
Cooper's qts, ♥ doz	15.00
Cooper's pts, ♥ cs of 2 doz	10.00
Antonini, P B, qts, ♥ cs	7.60
Do 1¼ gal tins, ♥ tin	3.80
Duret, qts, pts, ♥ doz cs	8.00 7.00
Lucca, Cresse & Blackwell's qts	7.50
Lucca, Cresse & Blackwell's pts, 2 doz	8.25
Lucca, Cresse & Blackwell's ½ pts, 3 doz	7.25

Salad Oil.

Durand Oil

Quarts, 1 doz to case, per case	$1 90
Pints, 2 " " "	1.95
½ Pts, 3 " " "	1.95

Puritan Salad Oil

Quarts, 1 doz, 4 case, per case	2.20
P. Dubec & Fils, 1 dz qts, per case	1.50
Imitation Lucca, qts	1 50

Paprika.

Gordon Packing Co.

1-16 lb	doz	¼ lb	doz 6.00
⅛ lb	doz	1 lb	doz
½ lb	doz	Bulk, lb	

COLUMN 26.

Peanut Butter

Heron's, 2 doz to cs, per dz. . 2.40

Peels.

Citron, 25-lb box	$
Citron, 10-lb box	14½
Lemon, 25-lb box	11¾
Lemon, 10-lb box	12¼
Orange, 25-lb box	12¼
Orange, 10-lb box	12¼

PICKLES.

Gordon Packing Co.

California—Mixed or Plain.

No. 1, bbls, per gal	$0.21 to $0.27
No. 1, ½ bbls, per gal	.6 to .29
No. 1, 10-gal keg, p kg	2.25 to 2.45
No. 1, 5-gal keg, p keg	1.15 to 1.25
No. 1, 3-gal keg, p keg	.80 to .85
No. 2, bbls, per gal	.22
No. 2, ½ bbls, per gal	.24
No. 2, 10-gal keg, per keg	2 10
No. 2, 5-gal keg, per keg	1 05
No. 2, 3-gal keg, per keg	.80
No. 3, bbls, per gal	.14
No. 3, 10-gal keg, per keg	1 15
No. 3, 5-gal keg, per keg	.60
No. 3, 3-gal keg, per keg	.55

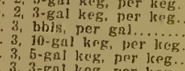
SWEET—"PACIFIC."

Bbls, ℔ gal	51
½ bbls, ℔ gal	53
10-gal keg, per keg	5.00
5-gal. keg, ℔ keg	2.75
3-gal. keg, ℔ keg	1.75
Square, 1doz ½-gal. ℔ doz	2.25
Square, 2 doz ¼-gal, ℔ doz	1.60
Square, 4 doz ⅛-gal., ℔ doz	1.25
Round, qts, ℔ doz	3.75
Round, pts, ℔ doz	2.50
Round, ½ pts, ℔ doz	1.75

Crosse & Blackwell's.

	Doz.
Mxd Pkls, pat tops, pts	4.15
Mxd Pkles, Pat tops, ½ pt	2.50
Mxd Pkls, corks, pts	3.95
Chow Chow, pat tops, pts	4.15
Chow Chow, pat top, ½ pt	2.50
Chow Chow, corks, pts	3.95
Onions, pat tops, pts	4.15
Onions, pat tops, ½ pts	2.50

Root Beer



Less 5 per cent. on gross lots

Hires', case of 1 gr	20 00
6 doz. lots	10 00
3 "	5 00
1 "	1 75

Hires' Carbonated Root Beer cs of 2-dz pt bottles, patent tops, per cs, $2.00 in 5 case lots 1 95
Hires' Carbonated Gingar Ale Per case 2 00
5-case lots, $1.95.



Hires' Rootbeer Carbonated and Ginger Ale empty bottles, if returned to Souhn-Patrick Company, will be received by them at 25c. per case of 2 doz. bottles (with case) Delivered at San Francisco.

Salad Dressing.

Durkee, small, 2 doz, ℔ doz...2.55
Do large, 1 doz, ℔ d.... 4.80
Do picnic size, 4 dz, ℔ dz..1.00
My Wife's, 1 dz, 16-oz, case....2.75
My Wife's, 2 doz, ½ pt, cs..3.10



LANDIS TONIC BITTERS

Factory and Salesroom
1664 Mission St.

Bottles $7.00 Doz
1 doz per case

Alpha Salad Cream.

Jumbo, 1 doz to case, per case	1 25
Do la rge, 2 doz " "	1 70
Do picnic, 2 " "	2.50

COLUMN 27.

Saratoga Chips.

(Less 5 per cent)

Boxes, 15 and 30-lb, per lb..$0.20
Cartons, 6-oz, 2 doz in cs, doz 1.30

SAUCES.

SNIDER'S SALAD DRESSING



Pints, 1 doz. in case, doz. $2.75
Hlf-Pts, 2 doz. in case, doz. 1.75



Snider's Oyster Cocktail S'ce pints, 2 doz to c'se .. .2 40
Same gallon jugs, 6 to case, per gal..... 1 80
Snider's Chili Sauce, pints, 1 doz. to c'se doz .. 2 40
Same, half pts 2 doz. to c'se doz . . 1 45

Bayle's Tabasco Pepper Sauce, in cases, 6, ½-doz. boxes, per doz. $3.00 boxes of 12 bottles, per doz..... 3.50
Holbrook's W'cestershire, ½'s.2.40
Do pts, " 4.00
Do qts, " 7.25
*Lea & Perrin's Worcestershire, sma" 2.75
*Lea Perrin's Worcestershire, medium 5.00
*Lea & Perrin's Worcestershire, large 8.25
*5 cases 5o ℔ doz less.
Ban-ki-por, ½ pts, 2 doz case, per doz 2.40
Ban-ki-por, pts, 1 doz case....3.80
Tobasco, McIlheny 4.10
Tobasco, New Iberia 3.50
Braunhardt's:
Tropical, ½-pts, 2 doz. per case 4.50
" pints, 2 doz, " " 8.10
Bengal Worcester, ½ pt..... .55
Bengal Worcester, pt 1.05
Pepper, sprinkle top, ½ pt.....2.00
Superior Pepper, small ..... .75
Superior Pepper, large 1.50

Pure Food Pk'g Co.

Worcester Sauce, London Club, ½ pts, do ..... .75

SALT.



LESLIE SALT.

Free Running—

Cartons, 20 5s	$ 2.50
Cartons, 24 3s	2.00
Cartons, 48 2s	2.75
Caddies, 50 2s	3.25

Velvet Grain—

Bales, 75 2s	$ 1.50
Bales, 50 3s	1.50
Bales, 40 4s	1.50
Bales, 30 5s	1.50
Bales, 15 10s	1.50
Bales, 8 20s	1.50
50-lb sacks, per ton	18.00

H. R. H. Liverpool.

Bales of 75, 2's, per bale	$1 25
Bales of 40, 4's, and 15 10's	2 0
Bags, 200s (50s $5), per ton	7.50

Rock Salt.

Half-Ground, 100-lb sacks, per ton	$ 3.70
Stock, 100-lb sacks, per ton	3 00
Liverpool Lump, per ton	13.50
Cal. Table and Dairy, pr bale	1.0
Cal. Table and Dairy, 50's, per ton	6 25

Package Salt.

Shaker Salt, per doz	$0.90
R. S. V. P., 3's, 24 to cs, p. cs.	2.25
R. S. V. P., 5's, 20 to cs, p. cs.	2.75

Celery Salt.

Mertens, 1 dor in box.. .... 1.05

Sauerkraut.

Barrels, per lb	.02¾
½ bbls	.03
¼ bbls	.03¼
3-gal kegs, per keg	.90
5-gal kegs, per keg	1 15
10-gal kegs, per keg	2.25
2-lb tins, 2 dor in cs, doz	1.35
2½-lb tins, 2 doz in cs, doz..	1.60

COLUMN 28.

SOUPS.



CAMPBELL'S (1-lb. Condensed). Packed 48 1-lb. cans to case. Straight cases of any variety, or following assortment:

8 Tomato, 6 Vegetable, 4 Ox Tail, 3 Mock Turtle, 3 Chicken Gumbo, 2 Tomato Okra, 1 Julienne, 2 Beef, 2 Consomme, 2 Pea, 2 Celery, 2 Vermicelli-Tomato, 2 Clam Chowder, 2 Mutton Broth, 2 Bouillon, 3 Chicken, 2 Mulligatany.
Price, per doz, any variety...$0.90
Special on 5 case lots..... .85

Miscellaneous.

Anderson's Asstd, per doz	.90
Anderson's straight, per doz	.90
Snider's Tomato—1 lb tins 2 doz. in case, per doz.	$2.60
Same—2 lb tins 2 doz. in case, per doz.	$1.35
Van Camp's asstd, per doz	.90
Van Camp's straight, per doz.	.90

SPANISH DELICACIES.

Specialties of the
Spanish-American Food Co.
149-155 Fremont St.
Medal Goods. Paris Exposition.
IXL BRAND.



	Doz.
Beef Tamales in key op. cans	.90
No. 1 Boneless Chicken Tamales in key-op. cans	1.60
No. 2 Not Boneless Chicken Tamales in key op. cans	1.00
Extra Special Boneless Tamales in key op. cans	1.60
Chili Con Carne, 1 lb	1.20
Enchiladas, in key-opener cans	1.20
FRIJOLES, 1 lb	.90
Minced Tripe, Spanish style, 1 lb	1.25
Concentrated Soup. pts., 19 varieties	.90
Concentrated Soup, qts., 19 varieties	1.85
Minced Deep Sea Clams, 1 pt.	1.00
Minced Deep Sea Clams, 1½ pt	1.65
Clam Juice, 1 pt	.95
Clam Juice, 1½ pt	1.50
Cal. Baked Beans, tomato sauce, 1 lb., 4 doz in case	.85
Cal. Baked Beans, tomato sauce, 2 lbs., 2 doz to case	1.35
Cal. Baked Beans, tomato sauce, 3 lbs . 2 doz to case	1.75
Chili Beans (Tamale Sauce) 1 lb, 4 d z to case	.85
2 lb, 2 " "	1.35
2 lb, 2 " "	1.75
Deviled Oysters, for Sandwiches 4 doz to case	1.40
Pate Chicken Liver for sandws. 4 doz. to case	1.40

Macaroni and Cheese, with Tomato sauce, 1 lb, 4 dz. cs.. .90

Truffles.

Rilhac, 100/¼'s, per doz	12.00
Rilhac, 100, 1-16's, per doz	3.00
La Forrest, 100/¼'s, per doz	17.00

Vinegar.

	Bbl.	½ bbl.	10 gal.	5 gal.	3 gal.
30 grain	08	10	1 15	65	50
40 grain	10	12	1 35	75	60
50 grain	12	14	1 70	90	80
60 grain	14	16	2 00	1 10	95
80 grain	16	18	2 65	1 50	1 25
90 grain	18	20	3 50	1 85	1 65
100 grain	20	22	3 85	2 00	1 85

Hammond's Vinegar.

Salad, qts, per doz 1.25

Yeast Cakes.

Great Western	1.00
Gillett's Magic	1.30
Yeast Foam	1.20

J. M. Cline Co.

29 Market St., S. F., Cal.
Worcestershire, ½ Pts, doz .90
Worcestershire, Pts, doz..1.65
Worcestershire, Bulk, gal..1.00
(Discount for Quantities.)

COLUMN 29.

Department 19.

GROCERY SUNDRIES.

Axle Grease.

H. & L., per case	$1.50
C. & S., 2-doz case, per case	2.00
" 5 cs lots	1.95
" 10 cs lots	1.85
Frazer's, 2 doz tins, per case	2.25
Frazer's, 4 doz wd, per case	3.60
Frazer's, 15-lb pails	.85
Mica, 3 doz tins, per case	2.50

Paper Bags.

Automatic, Self-opening, 500 in pkg. List.

¼-lb	$1.00	8-lb	4.80
½-lb	1.20	10-lb	5.20
1-lb	1.60	12-lb	6.30
1½-lb	1.70	14-lb	8.30
2-lb	2.00	16-lb	9.00
3-lb	2.50	20-lb	10.00
4-lb	2.90	25-lb	11.00
5-lb	3.40	30-lb	12.00
6-lb	4.00	35-lb	15.00
7-lb	4.40		

Discounts from above List:
***(Cheapest).....50 pct and 5, 10's
Eagle or Equal....50 pct and 2, 10's
White Fibre, or any white bag, ...50 pct and 1, 10's
Mikado (striped) .....40 pct
Sugar Bags, broad bottom, lb....06
Lion, 40 per cent and 1....1.10

Bluestone.

Barrels, per lb (5 bbls 5½c) .$0.05⅝

Bathbrick.

Bristol, 2 doz, per case (25 case lots 67½c)	$0.70
Powdered, 20 1's, per case	1.15
Powdered, 40 ½'s, per case	1.25

CANDLES.

Adamantine.

Schneider's 10 oz. 20's	$0.07
Schneider's 12 oz. 20's	.08½
Schneider's 14 oz. 20's	.09½
Parafine, 20 1 lb. cakes	1.90
do, 5 bx. lots	1.80
do 40 1 lb cakes	3.80
do 5 bx lots	3.65
do 100 1 lb cakes	9.50
do 5 bx lots	8.50
P. & G. Adamantine, 10 oz.	8¼
do 12 oz.	9¼
do 14 oz.	10½
Yacht Club Quartz Candles 20 sets 14 oz.	.10
40 sets 14 oz.	.09¾

Stearic.

Schneider's 14 oz 20's or 40'	.12
Schneider's 16 oz 20's or 40's.	.13½

Paraffine, Etc.

	Per lb.
4s, 6s, in cartons of 36-lb bxs	10¼
12s, in cartons of 36-lb bxs	10¾
½-lb, in cartons of 25-lb bxs	10¾
1-lb, in cartons of 25-lb bxs	10¼
Colored 1c higher.	
Beeswax, pure for churches	40
Do No 2	30
Do No. 3	25
Christmas, all sizes	8 8½
Do holders, ℔ gross	85
Wax Tapers, ℔ doz pkgs (℔ gross 8.00)	65 75
Night Lights, German, on pap & wd, (doz 40)	65
Do French, on tin, doz	.50, .75, 1.10

Cordage.

Basis price: Manila 14½c. Sisal 9¾c (5,000 lbs ¼c. and 10,000 lbs ½c less.)

Egg Food.

Pratt's, 26-oz, 2 doz in cs	$2.25
Wellington's, 1-lb, 2 doz box	2.00

Fly Paper.



Fly-Net, Per case	$2.60
Magnet, per case	$2.50
Tanglefoot, per case	2.90
Tanglefoot Holders, per case of 50	.75

Fruit Jars.

Mason's, pts, per gr	5.50
Mason's qts, per gr	6.25
Mason's, ½ gals	8.50

Fruit Jar Caps.

Porcelain, 6 doz to box, per bx 1.05

Fruit Jar Rubbers.

No. 1 white, per lb	50–60c
"Gold Seal," cartons, per gr	.75
"Badgers," cartons, per gr	.60

Hops.

No. 1, ¼ lb, 30-lb. box, lb	.28
No. 1, ½ lb, 30-lb box, lb	.28
No. 1, 1 lb, 30-lb box, lb	.28
Less than 30-lb boxes	.29

Horseradish.

½-pts, 2 doz in box, doz	1.10
Pts, 1 doz in box, per doz	1.50
Qts, 1 doz in box, per doz	2.75
Bulk, per gal	.75

Glue.

Le Page's, 1 oz, per doz	.75
Le Page's, 2 oz, per doz	1.15
Le Page's ½-gill tins, per doz.	1.20
Le Page's, 1-gill tin, per doz.	1.60
Standard, small, per doz	.50

COLUMN 30.

EUREKA INSECT EXTERMINATOR.



Manufactured by
Jos. Fusch, 525 Front Street, San Francisco.

10c size, doz	.75
25c size, doz	1.75
60c size, doz	4.50
1.00 size, doz	8.00

Harmless to persons or animals; does not irritate the skin or injure the eyes.

MATCHES.

Metropltan, full count, per tin	$1.15
Universal, shrt count, pr tin	.85–.90
Boys' block pap pkg, per doz	.10
Swedish Safety, per gross	.80
Swedish wind, 1 gross	85
Vulcan Parafine, 65s, ℔ gross (50 gross 50c)	.50 .55
Japanese Safety, per gross	.60
Squirrel Matches, 55s, per gross	.43
Ship Safety Matches, la ge, gross	.75
" " small, "	.65

Diamond Match Co.'s.

Anchor, 200	1.70
Do 500s	3.75
G. G., 60s	3.50
S. & C., 300s	3.30
Red Top Safety	3.25
S. & C., Eastern Parlor, 80s	4.25
Do 5-case lots	4.00
Butterfly Wax, 500s	8.00
Press, 160s, 5-gross cs	4.75
Do 5-case lots	4.50
Little Star, per cs	2.20
Do 5-case lots	2.00
Search Light, 500s, large 1 gr	4.75
Do 5-case lots	4.50

Paper, Wrapping.

Butter, White, ℔ ream	20
Do Waxed ℔ ream	25
Manilla, No. 2, roll, any sz, lb	3½
Manilla, No. 1, rolls or reams, ℔ lb	5
Straw, ℔ ream	70
Do rolls any size, ℔ lb	3¼
Drab, ℔ ream	60
Do rolls any size, ℔ lb	2¾
Metropolitan White Fibre Rolls, per pound	4

Paper, Toilet.

Columbia, in rolls, 7 oz, per cs of 100	2.75
Royal, 100 rolls of 500 shts	4.00
Pilot, 100 tablets of 500 shts	3.75
Golden Eagle, 100 tablets of 1,000 sheets	8.00

Polishes, Shoe.

Mason's.

Mason's Colt-Coron-Ide Per gross $4.70; per doz.	40c
Mason's Paste Stove Polish Per gross $4.70; ¼-gross	$1.20
Mason's Challenge, per doz	.40
Mason's Challenge, per gross	4.70
Challenge Shoe Dressing, small per doz	$ .75
" " large " "	1 50
Russett Comb'n. shoe Dressing small, per doz	75
" large, " "	1 50
Black Comb'n Shoe Dressing small per doz	85
Patent Leather Polish, per doz	50
Mason's, No. 4	45
" " per gross	5 20
" No. 3 per doz	35
" " per gross	3 40
" No 2 per doz	30
" " per gross	3 00
" No. 1 per doz	25
" " per gross	2 80

Scott & Gilbert Co.

Manufacturers.
214-216 Mission St., San Francisco



In 3 dozen cases per

Alaska Seal Oil	20 00
Top Notch	15 00
Russian	12 00
Boss	9 00

COLUMN 31.
Bixby's.



Jet Oil.....per doz. 85
Jet Oil, 3 doz. in box, with Marvel Brush Free 2 55
Royal Polish ..... per doz. 85
Royal Polish, 3 doz. in box, with 8 pkgs. 5c Carpet Tacks free. 2 55
Shoe Satin, Small Comb, per doz. 80
Shoe Satin, Large Comb, per doz. 1 25
No. 5, Shoe Satin Paste, per doz. 40
No. 10, Shoe Satin Paste, p doz 85
Satinola, Small Comb 80
Satinola, Large Comb 1 25
No. 5, Satinola Paste..... 40
No. 10, Satinola Paste..... 85
"BBB" Blacking Size M. 3 dz. in box ..... } 1 25
¼doz. paste free .....
"BBB" Blacking, Size B. 3 doz. in box ..... } 2 50
1 doz. paste FREE .....

Polish, Stove.

Rising Sun, large pkg, ₰ gross. 6.25
Do 5-gross lots, ₰ gross. .6.00
Do Small pkg, ₰ gross.....4 25
Sun Paste, large, ¼ gross, per gross 3.00
Sun Paste, small, ¼ gross, per gross 5.00
Enameline, No. 4 tins, ₰ gross. 5.00
Do No. 6 tins, ₰ gross.....3.25
Do Liquid, pt-tins, bx 3 doz. 2.25

Polish, Metal.

Electro Silicon, 1 gr in case, per doz ..... .80
Brilliantshine, ½ pts, per doz.. .90
Brilliantshine, pts, per doz.... 1.70
Brilliantshine, qts, per doz.... 3.10

U. S. Metal Polish.



POLISH

	Doz
Qts.	$3 00
Pts.	1 70
½ Pts.	90

PASTE

lb..	$3 00
½ lb	1 75
3 oz..	50

Barkeepers Friend powder gr $18 00

U. S. METALLIC POLISH

PASTE is put up by a Practical Chemist; also in Liquid Form. Free from Acid or Grit. 20 years in the Markets of the World. **J. T. WILSON,** Pacific Coast Agt., 1770 15th St., S. F. For sale by all dealers. Also the Barkeepers' Friend Cleaning Powder.

Rope.

Manila, 1¼-in. cordage ..... .15
Sisal, 1¼-in. cordage ..... .10¾

Seeds.

Anis 14½
Canary 7½
Caraway 8 10
Celery 15
Coriander 15
Cumin 13
Flax, ground 4
Flax, whole 3½
Hemp, sacks 4½
Millet 6½
Mustard 8½
Poppy (Or. sks 9¼)..... 10¾
Rape, Cal..... 4½
Bird gravel, 40 2s..... 2 00
Bird Seed Mixed 4s—1-lb. pkg 7½

Original sacks less

Sheep Dip.

Little's, 10½-gal tins, per gal $1 05
Little's, 5-gal drums, per gal.. 1.05
Smith's, 10½-gal tins, per gal 95
Smith's, 5-gal drums, per gal 95

Twine.

Cotton, 4 ply, 100-lb bls, per lb 19
Do 3 ply, 100-lb bls, per lb.... 19
Do 2-lb cones, per cone 44
Hemp, 8-oz balls, per 3-lb pkg 75
Do, 4-oz. balls, per 3-lb pkg. 75
Do 2-oz balls, ₰ 3-lb pkg.. ..
Sack, 4 ply, 12-lb pkgs, per lb 13

Wax.

Fruit, 25 1-lb pkgs. .. .30
Japan, per lb ..... .30
Beeswax..... .35

Wax Strings.

12 in. 10 pkg. 100 strgs each... 1 40
14 in. 10 pkg 100 strgs each... 1 60

COLUMN 32.
Department 20.

WOOD AND WILLOW WARE

AXE HANDLES.

Ex. 36-in. doz..... $2 25
No. 1, 36-in., doz..... 1.75
No. 2, 36-in., doz..... 1.25
No. 3, 36-in., doz..... 1.05
Ex. 38-in., doz..... 4 00
Ex, 40-in., doz..... 4 25

BASKETS.

	Per Doz.
Cal., Open, Spruce, No. 3..	.60
Cal., Open, Spruce, No. 4..	.60
Cal., Open, Spruce, No. 5..	.84
Cal., Satchel, Spruce, nest, 0-5	1.10
Cal., Satchel, Spruce, nest, 1-5	1.00
Cal., Satchel, Spruce, nest, 1-11	.71
German market, nest of 4	1.25
Clothes, Oval, Wil., No. 0.	6.50
Clothes, Oval, Wil., No. 1.	6.00
Clothes, Oval, Wil., No. 2.	7.50
Clothes, Oval, Wil., No. 3.	9.00
Clothes, Oval, Wil., nest 4...	3.17
Japanese Telescope, nest of 5, size 18x12x7.....	1.10
Same, size 20x13½x7.....	1.50
Same, size 24x15x10	2.10

BOWLS, WOODEN.

	Per Doz.
Maple, No. 1, 11-inch.....	.75
Do No. 2, 13-inch.....	1.50
Do No. 3, 15-inch.....	2.75
Do No. 4, 17-inch.....	4.25
Do No. 5, 19-inch.....	5.75
Do No. 6, 21-inch.....	7.50
	Per nest.
Maple Nests, 3, 13, 15, 17-inch	.71
Same, 4, 13, 15, 17, 19-inch	1.20
Same, 5, 13 to 21-inch...	1.81

BROOMS.

	Per Doz.
Patent Cap, No. 1.....	3.80
Patent Cap, No. 2.....	3.60
Patent Cap, No. 3.....	3.35
Extra Patent, No 1.....	3.85
Extra Patent, No. 2.....	2.60
Extra Patent, No. 3.....	2.40
Ladies' Pride, No. 1.....	2.85
Ladies' Pride, No. 2.....	2.60
Ladies' Pride, No. 3.....	2.40
Little Beauties	3.00
Ladies' Delight	2.80
Toy, 2 strings..... .90	1 35
Wisp, 2 strings..... .90	1 25

BRUSHES.

	Per Doz	Doz
Dust	2 00	12 00
Scrubbing	.55	3 00
Dandy	1 50	5 75

Shoe Brushes.

No. 1, black tampico 1.10
No. 2, bristles 1.65
No. 3, white bristles 1.75
No. 4, bristles 2.00
No. 5, white bristles 2.25
No. 6, horse hair 2.70
No. 7, bristles 3 90

Stove Brushes.

	Per Doz.
No. 1, tampico, handles, 9½-in	1 10
No. 2, bristles, handles ...	1 85
No. 3, tampico, handles.....	1.85
No. 4, bristles, handles.....	3 25

Ox Fibre Brushes.

	Per Doz.
Scrub, T. & B., 9x2½ in face	.80
Do Hub, 10x2¾ in face.	2.00
Do Magic, 7½x2 in face	1.10
Do Owl, 6¼x1¼ in face	.85
Do Cat, 10¼x2¼ in face	1 50
Do Rat, 8½x2¼ in face	1.25
Do Mouse 6¼x2¼ in fa	1.00
Do Alligator, 10½x2¾ in face	2.25
Do Goose 8¾x2¾ in fce	2.00
Do Duck 6½x2¾ in fce	1.50
Stove, Hustler, 8½x2½ in face	2.25
Sink, Bell, 3½x2½ in face	1.40
Sink, Gong, 4¼x3¾ in face	2.25
Horse, Pointer, 10x3¼ in face	3.00
Creamery, Jersey, 9x6 in face	3.25
Creamery, Holstein, 9½x5½ in face	3 50
Dust, Peacock, 10¼x4 in face	2.25
Hand Windsor, 4½x1¼ in face per gross	6.00
Whitewash Snowstorm, 9-in., per doz.....	2.00
Same, 8-in., per doz.....	1.75
Same, 7-in., per doz	1.50

CAN OPENERS.

Diamond, per doz $0 75
Crescent, per doz 1 75
Sun, per doz 2 25

CARPET SWEEPERS.

Bissell, per doz 22 00 to 27 00
King, per doz 24 00

CHEESE SAFES.

Round, No. 1, 16-in $2 20
Round, No. 2, 20-in 2 75
Round, No. 3, 24-in 3 50
Square, each 1 60

Clothes Line.

Hemp, 40-foot, per doz.... $0 90
Hemp, 60-foot, per doz.... 1 35
Cotton, 40-foot, per doz ..
Cotton, 60-foot, per doz .. 1 40
Cotton, 72-foot, per doz .. 1.75
Manila, 40-foot, per doz .. 1 25
Manila, 60-foot, per doz .. 1 75
Sash Cord, 36-foot, per doz 1 75
Sash Cord, 50-foot, per doz 2 00
Wire Cord, 36-foot, per doz 1 40
Wire Cord, 50-foot, per doz 1 60
Wire Cord, 100-foot, per doz 2 75

COLUMN 33.

Clothes Line Pulleys.

Galv Iron, per doz $0 65

CLOTHESPINS.

Common, per bx of 5 gross .65
U. S. Patent Spring, per gr .60

COFFEE MILLS.

Enterprise, Family No 1 doz $2 50
Enterprise Family No 2 doz 3 50
Enterprise, counter, ea.. 5 50 35 00

CORKS.

Wine, pt size, per M $4 75
Wine, qt size per M 5 25

Demijohns.

(Less 40-10-5 per cent discount.)

½-gal., doz $3 25 2 gal., doz..$10 50
¼-gal., doz.. 4 50 3 gal., doz.. 13 50
1-gal., doz.. 6 50 5 gal., doz . 19.00

Dust Pans.

No. 1 Japan, doz..... .67
Covered, doz 1 14
Janitor, doz 2 25

Dusters.

China, fancy colored, doz.. . .75
Standard Turkey, No. 10, doz.. 1.50
Standard Turkey, No. 12 doz 2 00
Standard Turkey, No. 14, doz.. 2.00
Standard Turkey, No. 16, doz 3 15
Standard Turkey, No. 18, doz 3 75

DOOR MATS, COCOA.

	Per Doz.
Light, No. 1, 14x24.....	4.00
Do No. 2, 16x27.....	5.50
Do No. 3, 18x30.....	7.25
Do No. 4, 20x33.....	9.00
Medium, No. 1, 14x25	5 25
Medium, No. 2, 16x27	6 75
Medium, No. 3, 18x30	8 50
Medium, No. 4, 20x33.....	10 25
Extra, No. 2, 16x27	9 50
Extra, No. 3, 18x30	12 50
Extra, No. 4, 20x33	15 00
Extra, No. 5, 22x36.....	18.00
Keystone Steel Mats.....	

Faucets.

Cork lined, No. 1, doz.....$0.60
Cork lined No. 2, doz 75
Cork lined, No. 3, doz..... 90
Cork lined, No. 4 doz 1 25
Cork lined, No. 5, doz..... 1.50
Molasses Gates $0 25
Self-Measuring Faucets, each 3 00
Syrup Pumps (Enterprise), ea 5 75
Syrup Pump with auger, ea 6 00

Ironing Boards.

4-ft., per doz..... 4 20
4½-ft., per doz..... 4 75
5 ft., per doz 5 25
5½-ft., per doz 5 75

LAMP CHIMNEYS.

XX Eureka Grade.
Eureka Crimp Top in Cartons.

	Per Doz
No. O or E, 6 doz. in case	.75
No. 1 or A, 6 doz. in case	.75
No. 2 or B, 6 doz. in case.	.95

Eureka Electric.
In Cartons.

No. 2, 6 doz. in case, per doz. 1.00

Lantern Globes. ..... per doz
Packed 5 doz in case ..... .70

Eureka Rochester.

	Per Doz
No. 1, 6 doz. in case....	.85
No. 2, 6 doz. in case.....	1.05
No. 3, 6 doz. in case	2.10

Macbeath Pearl Top.

No. 1 or A, 6 doz. in case. .85
No. 2 or B, 6 doz. in case. 1.05

La Bastie.
Heaviest and best in market.

	Per Doz
No A, plain bulk, 6 doz. in case	1.20
No. B, plain bulk, 6 doz in case	1.50
No. A, crimp bulk, 6 doz. in case	1.30
No B, crimp bulk, 6 doz. in case	1 60

Common Chimney.

	Per Doz.
No 0 or E, 6 doz in case	.40
No. 1 or A, 6 doz in case..	.45
No 2 or B, 6 doz in case	.65

Common Rochester.

No. 1, 6 doz in case	.80
No 2, 6 doz in case	.90
No 3, 3 doz in case ..	2 00

Lamp Burners.

O or E, per doz	$0 70
1 or A per doz	90
2 or B, per doz 4	75
Blaze 0/2 collar takes E wicks	
Solar Burners doz	1 50

LEMON SQUEEZERS.

Ball, per doz $0 60
Glass No 1 per doz 75
Glass No 2 (for creamery) doz .90

MOPS AND HANDLES.

	Per Doz
9-lb. Mops	1 20 and 1 50
12-lb Mops	1 60 and 1 80
Patent Mop Handles	1 00
Plain Mop Handles	90

PAILS.

	Per Doz.
Wood painted, 2 hoops	2 25
Wood varnished 2 hoops	2 25
White Cedar, 2 galv hoops	2 75
Flaring	3 50
Galvanized 10 quarts	1 75
Galvanized 12 quarts	2 25
Galvanized 14 quarts	2 85

SHELF PAPER.

	Per gross.
Narrow, assorted colors.	12
Wide, assorted colors....	.35

COLUMN 34.

TUBS.

White Cedar—No. 0, 13.00; No 1, 10.50, No 2, 9.00; No. 3, 8 00.

Painted or varnished—No. 0, 11 40, No 1, 9 80, No. 2, 8.40; No. 3, 7.20.

Fiber No 0, 18 00, No. 1, 14 50 No 2, 12 50, No 3, 11.00.

Galvanized No 1, 5 40, No 2, 6 20; No. 3, 7.00

WASHBOARDS.

	Per Doz.
California, regular size	1 80
California, small	.90
Stag	3.75
Bronze	3.50
Good Enough	2.25
Anchor, single	1.90
Nameless	2.25
Peerless, double	3.50
North Star	3.50
North Star, protector....	4.00
Crystal Glass	3.75
Misses	1.50
Toy	.90

WICKING.

	Grs
Lamp 0 or E, ⅞ in	$0 35
Lamp, 1 or A, ⅞ in	.45
Lamp, 2 or B, 1-in.....	.65
Lamp, 3 or D, 1½-in.....	1.00
No. 1 Rochester	2 25
No. 2 Rochester	3 00
No. 3, Mammoth	10 50
Junior Rochester	1 75
Stoves, 3-in	1 00
Stoves 3½ in	2 10
Stoves 4 in	2 75
Stoves 4½ in	3 00
Stoves 5 in	3 50

WRINGERS.

Wood Frame Novelty.

Two top screws, iron tub clamps.

	Per Doz.
No 350, 10x1¾ in	27 00
No 351, 11x1¾ in	30 00
No 352, 12x1¾ in	42 00

One top screw, wooden top clamps

No 360, 10x1¾ in	31 00
No. 361, 11x1¾ in.....	36.00
No 362, 12x1¾ in	42.00

Ball Bearing

No 380, 10x1¾ in	40 00

MISCELLANEOUS.

Barrels, paper, 100 lbs, ea .80
Barrels, pa 50 lbs ea .65
Barrel Covers, 17-in. (flour barrel size), per doz..... 1.80
Barrel Covers, 21-in (sugar barrel size), per doz 2 70
Basting, fiber, 12 in., pr dz 2 25
Basting, fiber, 14½ in., per doz 2 60
Brownies per doz ..... $ 1 15 1 75
Butter Ladles, plain, doz.... 45
Butter Ladles, clay doz 85
Butter Spades, doz 40
Dishes, oval 1, 2 and 3-lb, per 1000 ..... 2 50 3 00
Dishes wire end, ... 1.35, 1.80, 2.35, 2.85, 3.25
Egg Beaters, Dover 1 00
Lemon Squeezers, fiber, dz 1 25
Mousetraps, fiber ea 1 25
Clothes pins, 5 gal and 6 gal
Lanterns, O Tubular, dz 5 25
Lantern globes, tram only doz 1 00
Lantern Candle, with chimney, doz 1 75
Lantern globes in bbls 70@95
Mouse Traps 1 to 6 holes, doz., 6 holes..... .80
Traps, mouse (no "Rivay") doz 2
Traps rat "Blizzard" doz 1
Nest Eggs per doz 70
Oil Cans, 1 gal. comb. per doz 1 50 4 00
Oil Cans, 1 gal, galvanized Iron 1 90
Oil Cans, 5 gal, galvanized Iron 6 00
Potato Mashers per doz 45@75
Rolling Pins, per doz 1 20 and 1 45
Spoons wooden 30c, 37c 65
Step Ladders, each, per ft 17 40
Tack steel assorted 2 oz doz 25
Tacks Common 2 oz doz 11
Tacks Copper Nail 2 oz doz 65
Tobacco Cutter, assorted ea 20
Toothpicks, per case, 110 box 2 25
Twine Holders Japanned doz 2 00
Twine Holders Tinned doz 2 40
Spittoons fiber 12 inch 6 00
Spittoons fiber 10 inch 4.75
Spittoons fiber 9 inch 4 00
Whips 75
Window Screens 10 in doz 1 75
Window Screens 12 in doz 2 00
Window Screens 14 in doz 2 25

STATIONERY.

Blank Books.

Counter 40 leaf 3 75
Counter 60 leaf 75
Cash, Day & Ledger, per 100 pp 1.60 40
Roll Board 2.00 75

Writing Paper.

	Ream
Commercial Note, 6lb.....	1.00 75
Commercial Note, 6lb.....	1.00 80
Linen Laid ex	2.00 1.50
Cap, 12 lb, ex.....	1 60@1 80

COLUMN 35.

Envelopes.

	Per M
NN, 5 in.	1 00@1 50
NX, 6 in	1 10@1 60
NXN 10 in	2.80
NX, 4 in., Parental, cream or white	1.40@1.80
NX, 5 in., Parental, cream or white	1 60@2.00

Inks.

Scott & Gilbert Co.,
Manufacturers,
211 216 Mission Street, San Francisco

SUNSET BLUE BLACK



	Gross
Cones, 1 dozen case	$4 50
2 oz. round stands 3 dz..	4 50
	doz.
4 oz. round stands, 3 dz	75
½ pints, 2 doz case	1 25
Pints, 2 doz in case	2 00
Quarts, 1 doz in case	3 50
	gal.
5 gallon kegs	70
10 gallon kegs	60
Barrels	50
Assorted colors	doz
1 oz. stands any color	50
2 oz stands, any color	75

BLACKSTONE MFG. CO.
1960 Howard St., S. F., Cal.



	Gross
Cones, 1 doz to ca	$1 [illegible]
oz., Rnd Cylnd, 1 doz to ca	1 10
oz., Rnd Cylnd, 1 doz to ca	1 [illegible]
4 oz., Rnd Cylnd, 1 doz to ca	1 [illegible]
	Doz
8 oz., Rnd Cylnd, 2 doz to ca	1 [illegible]
16 oz. Rnd Cylnd, 1 doz to ca	2 00
Full qts, Rnd Cylndr, 1 doz to ca	3 [illegible]

Above prices are for Jet Black Blue Black Green, Blue, Violet and Carmine Inks

(Copying Ink 10 per cent addl charge)

Miscellaneous.

	Gross
Carbon paper, oxford silk cylinder, 1 pack	1 50
Hanford's, 4 oz., black white ink do	60
Indelible do pt doz	1 [illegible]
Red pencil pt doz	3 00@4 00
Indelible qts doz	5 [illegible]

Lead Pencils.

	Gross
Plain cedar	60
Blue & red lead	1 10
Cedar rubber tip	1 00
Red pencil, no lead, rubber tip	1 [illegible]
Copying	1 [illegible]
Lead Automatic doz	[illegible]
doz	[illegible]

Mucilage

Scott & Gilbert Company
Manufacturers
211 216 Mission Street
San Francisco Cal

SUNSET EXTRA HEAVY

	doz
2 oz round 3 doz to ca	[illegible]
4 oz round 3 doz to ca	1 [illegible]
½ pints 1 doz case	1 00
Pints, 1 doz to case	1 [illegible]
4 quarts, 1 doz to case	2 00
1 gallon, 1 doz to case	3 [illegible]
4 gallons, ½ doz ca	3 00

Blackstone Mfg. Co.
1960 Howard St. S. F., Cal.

	Gross
2 oz round 2 doz to ca	1 00
4 oz cylndr 2 doz to ca	1 [illegible]
	Doz
8 oz round 2 doz to ca	1 75
Pint round 1 doz to ca	2 00
1 qt 1 doz to ca	3 00
Blue, Black or Red 10 and 20 gal kegs per gallon	

Steel Pens.

	per gr. Gross
Railroad, 1 gross in box	$0 90
[illegible] No. 442	65
Falcon	40
Rex	40
Lady Writer	50
Extra Fine	45
Electric	45
Perfection	40
Ladies' Falcon	40
Record	40
Spencerian, No 1	85
Gillotts No 404	90
Gillotts No 202	1 00

COLUMN 36.

Department 21.

DRUGS.

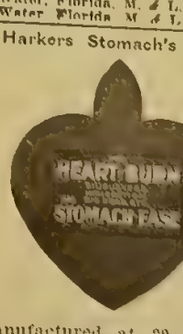
Acid, Carbolic, 2-oz doz	...	$1.60
Alcohol, 95 pct, cas, gal	...	2.85
Aloes, cape .....lb	...	.20
Alum, lump (powdered 6 @ 8).....lb	.03	.04
Ammonia, carbonate..lb	...	.18
Arrowroot, Bermuda, ¼-lb, 12 in box, per lb....	...	.32
Bark, Cassia .....lb	.15	.18
Bark, Cassia, powd...lb	...	.25
Bark, Elm, slippery, ¼s and ½s.....lb	...	.40
Bark, Sassafras .....lb	...	.25
Bay Leaves	...	.15
Bay Rum .....gal	...	2.75
Carbon, Bi-sulp, Eastern, 1-lb bot .....lb	...	.35
Carbon Bi-sulp, Wheeler's, 1-gal can.....	...	1.35
" 5-gal	...	4.25
Cobalt (powd) .....lb	...	.30
Copper, Sulphate (bbl. 5½c) .....lb	.07	.09
Copperas, by bbl. 1¼c.lb	.06	.06
Cuttle Bone .....lb	...	.40
Epsom Salts .....lb	.03½	.05
Glycerine, 2-oz .....doz	...	1.50
Gum Aloes .....lb	...	.20
Gum Arabic, sftd sts lb	...	.35
Gum Asfoetida .....lb	...	.50
Gum Camphor .....lb	.95	.98
Lampblack, papers ...lb	.12½	.15
Lime, Chloride, lb cartons .....doz	...	.90
Lime, Chloride, 40-lb cans .....lb	...	.04
Lozenges, Licorice, Y. & S. .....lb	...	.30
Lozenges, Peppermint, extra strong .....lb	...	.50
Lozenges, Potass, Chlorate .....lb	.35	.40
Lozenges, Potass, Chlorate .....doz	...	.75
Magnesia Carbonate, lb	...	.25
Manna Flake, small, lb	...	.60
Moss, Irish .....lb	...	.15
Oil, Sperm .....gal	...	1.00
Oil, Sewing Machine,dz	...	.75
Paregoric .....lb	...	.70
Paregoric, 2-oz bot, doz	...	1.50
Paris White .....lb	...	.08
Paris Green .....Ls	.19	.25
Phosphorus, 1-lb can..lb	...	.85
Phosphorus, 1¼-lb can.lb	...	.95
Phosphorus, ¼-lb can.lb	...	1.05
Quinine, 1-oz vials...oz	...	.40
Quinine, 5-oz cans....oz	...	.85
Root Licorice .....lb	...	.15
Rosin, small lots	...	.04
Root Rhubarb, El. L..lb	1.25	1.50
Saltpetre (original bbls. 7c) .....lb	.10	.12
Salts, Epsom .....lb	.06	.06
Salts, Glauber .....lb	...	.04
Salts, Soda by bbl, 1¼c	...	..
Sand, bird .....lb	...	.04
Sand, bird, in crtns, dz	...	.75
Sodium, bi-carbonate, keg, 2½c .....lb	...	.06
Spirits Nitre, 2-oz...doz	...	1.50
Spirits Camphor, 2-oz bot .....doz	...	1.50
Stone, Pumice .....lb	...	.10
Stone, Pumice, powd..lb	...	.10
Stone, Rotten .....lb	...	.12
Stone, Rotten, powd..lb	...	.10
Strychnine, cryst'd, R. & S., ¼-oz bot.....oz	...	1.10
Strychnine, cryst'd, R. & S., 1-oz bot.....oz	...	.00
Strychnine, powdered, ⅛-oz bot .....oz	...	1.05
Strychnine, powdered, 1-oz bot .....oz	...	.85
Sulphur, Calif. ground, bbl .....lb	...	.01¾
Sulphur, Flower's French, bag .....lb	...	.02½
Sulphur, California,sublimed .....lb	...	.02½
Syrup, Rhubarb, 2-oz bot .....doz	...	1.50
Syrup, Squills, 2-oz doz	...	1.50
Syrup, Squills, comp'd, 2-oz bot .....doz	...	1.50
Tar Pine, pt cans....doz	...	1.00
Tar Pine, quart.....doz	...	1.75
Tincture Arnica, 2-oz bot .....doz	...	1.50
Tincture Iodine, 1-oz ioz	...	1.50
Tincture Opium, U. S. P., 2-oz bot .....doz	...	2.50
Tincture Opium, Camphorated, 2-oz bot.doz	...	1.50
Wax, Japan .....lb	...	25
Woods, Fustic .....lb	...	.06
Woods, Logwood Chip.lb	...	.05
Whiting, lrg, b'x of 3 dz	...	1.25
Whiting, sml, bx 31 pkg	...	1.25
Whiting assorted, .box	...	1.25
Whiting, bulk .....lb	...	2½

COLUMN 37.

Patent Medicines.

Amycose, Nelson, doz. .....$	5.00
Aperient, Tarrant, 2-oz.....	2.00
4-oz., $4.00; 8-oz., $8.00.	
August Flower	5.50
Baim, Chamberlain's Pain..	4.00
Balsam, Wistar's, 2-oz.....	2.00
4-oz., $4.00; 8-oz., $8.00.	
Beans, Smith's Bile.....	2.00
Bitters, Hostetter	8.50
Bitters, Lash	3.00
Bromo Seltzer, 10c size....	.80
2-oz., $2.00; 4-oz., $4.00; ½-lb., ...	7.50
Cascarets, 10c size	1.00
25c, $2.40; 50c	4.80
Castoria	2.80
Charcoal, Bishop's Willow.	.75
Compound, Paine's Celery..	8.00
Compound, Pinkham's	8.25
Cold Cream, Bishop's	1.50
Cure, Hall's Catarrh	6.00
Cure, Piso Consumption....	2.00
Cure, Schiff's Asthma sm..	4.20
Cure, Schiff's Asthma, lge..	8.40
Cure, Shiloh, Consumption sm., $2.00; med., $4.00; lg.	8.00
Cure, Warner's Safe	8.00
Discovery, Kennedy's	12.75
Discovery, King's, large, $8.00; small	4.00
Discovery, Pierce's	8.00
Discovery, Willey's	3.75
Dyes, Diamond	.75
Emulsion, Scott's, large....	8.00
Emulsion, Scott's, small....	4.25
Expectorant, Jayne's, small	4.00
Expectorant, Jayne's, large.	8.00
Extract, Malt, Hoff's	3.00
Extract, Hoff's Malt and Iron	3 50
Extract, Pond's, small.....	4.00
Medium, $8.00; large	16.00
Food, Mellin's, large	6.50
Food, Mellin's, small	4.00
Hood's Sarsaparilla, per doz..	8 75
Injection, Bachelor's	9.00
Injection, Big G.	8.00
Jamaica Ginger, Burns.....	1.50
Liniment, H. H. II., small..	3.75
Liniment, H. H. H.. large	7.00
Listerine, small	2.00
Listerine, large	8.00
Magnesia, Citrate, Solution.	2.00
Magnesia, Citrate, Effrvnt..	2.00
Malted Milk, small.....	4.50
Malted Milk, large	9.00
Ointment, Carbolic	1.25
Ointment, Trask's, small....	2.00
Ointment, Trask's, large....	3.25
Paine's Celery Compound ..... per doz.	8.00
Pain Killer, Perry Davis,sm	2.25
Pain Killer, Perry Davis, lg	4.50
Paper, Bishop's Fly, grs....	2.00
Pectoral, Ayers, small.....	2.25
Medium, $4.50; large.....	8.75
Peruna	8.00
Pills, Ayers	2.00
Pills, Jaynes	1.50
Pills, Pierce's	1.50
Pills, Schencks'	1.60
Pills, Williams' Pink	4.00
Plasters, Allcocks	1.15
Plasters, Belladona	1.00
St. Julien Condition Powder	1 50
Powders, Bishop, headache.	1.50
Powders, Seidlitz, small....	1.25
Powders, Seidlitz, large....	2.50
Remedy Chamberlain Cough	2.00
Remedy, Chamberlain Cough large	4.00
Remedy, Moore's Poison Oak	2.00
Remedy, McLellan's Diphtheria	8.50
Resolvent, Cuticura	9.20
Rough on Rats, large.....	2.10
Rough on Rats, small.....	1.25
Salve, Pettit, Eye	2.00
Salve, Russia	2.00
Sarsaparilla, Ayres	8.75
Sarsaparilla, Joy's	8.00
Sarsaparilla, Hood's	8.75
Sarsaparilla, Indian.....	6 00
Specific, S. S. S., small	8.00
Specific, S. S. S., large	14.00
Swamp Root, large	8.00
Swamp Root, small	4 00
Syrup, Boschee's	5 50
Syrup, Fellows	12.50
Syrup of Figs	4 00
Tea, Garfield, 2-oz.....	2.00
4-oz., $4.00; 8-oz.	8.00
Troches, Brown's	1.90
Vermifuge, Jayne's	3.00
Vigor, Ayres Hair	8.00
Water, Eye, Thompson	2.00
Water, Florida, Mack, sm.	1.50
Water, Florida, Mack, lg...	4.00
Water, Florida, M. & L., sm	1.75
Water, Florida M. & L., lg	3.50

Harkers Stomach's Ease,



Manufactured at 29 Market St., for the Grocery Trade. Per case $6.50

COLUMN 38.

Department 22.

TOBACCO, CIGARS, SMOKERS' SUPPLIES, ETC.

AMERICAN TOBACCO CO.

Plug Tobacco.

Battle Ax, 16 oz, 3x12, 5 cuts, 12, 24 lb	40
Big Gun, 16 lb butts, 16 oz., 3x12, 6 cuts	45
Boot Jack, 6½ oz, 3x12, 8 cuts, 1, 4, 8 and 12 lb	34
Boot Jack, as above, 2-lb, fancy wooden boxes	34
Brandywine 4 to lb., 2¼x9, 3 cuts, 4 and 8 lb	48
Bullion, 16 oz. 3x12, 12 lb ...	48
" 6 to lb., 1x6, 20 lb	51
Burr Oak, 16 oz., 3 x 12 emb., 6 and 12 lb.	44
Climax, 16 oz, 2x12, 6 cuts, 6, 12 and 30 lb	46
Climax, 7 oz, 2x12, R & R 6 cuts, 7, 10½ and 21 lb.	49
Climax, 7 oz, 3x12, thin, 7 and 14 lb	49
Climax, 6 to lb, 2x8, Twin 4s, 4 lb boxes	51
Climax, 14 to lb, 1x8, Figs 4 lb boxes	55
Cross Bow, 14 oz, 3x12, 4 cuts 14 lb	39
Drummond Nat., 5½ oz. 3x12, 8 cuts, 6, 8, and 12 lb	65
Five Brothers, 4 oz, 3x6, 2 cuts, 4 and 8 lb....	67
Gold Rope 7 to lb. 3, 6, 12 lb.	58
Gold Rope 14 to lb. 4, 8 lb	60
Good Luck, 3 oz, 3x6, 10 lb.	46
Granger Twist, 12 and 15 lb pails	46
Horse Shoe, 16 oz, 3x12, 6 cuts, 8, 12 and 24 lb	45
J. T., 7 oz, R & R, 2x6, 2 cuts, 10½ and 21 lb	40
J. T., 7 oz, Smo. 2x6, 2 cuts, 10½ and 21 lb.	40
J. T., 14 oz, Smo. 3x12, 4 cuts, 10½ and 21 lb. .... R & R	40
Newsboy, 5 to lb, 2¼x4½, 8, 16 and 24-lbs	48
Nobby Spun Roll, 7 to lb, 1½x3½, 3, 6 and 12 lb.....	59
Old Honesty, 15 oz, 3x12, 6 cuts, 7½, 15 and 30 lb	45
Old Kentucky, 6 to lb, R. & R., 8, 16½ and 25 lb...	49
Old Peach and Honey, 6 to lb 8 lb butts	49
Out of Sight, 12 and 24-lb. butts, 12 oz., 3x12, 3 cuts.....	36
Piper Heidsieck, 5½ oz, 2⅝x8, 8 cuts, 4, 7, 14 lb	71
Red Cross, 16 oz, 3x12, 4 cuts 12 and 24 butts	
Red Ribbon Twist, 10 to lb, 6 inch, 8 lb pecks, 16 lb, ½ bus 6 for 10, 10¾ oz, 3x12, 3 cuts, 24 lb	41 36
Saw Log, 16 oz, 2x12, 6 cuts, 24 lb.....	47
Saw Log, 32 oz, 3x12, 12 cuts, 32 and 48 lb	47
Something Good, 6½ to lb, 2x4 9, 13 lb.....	46
Spear Head 16 oz, 2x12, 6 cuts, 6, 12 and 30 lb.	46
Spear Head, 7 oz, 2x12, 6 cuts, 7, 10½ and 21 lb	49
Standard Navy, 14 oz, 3x12, 4 cuts, 14 and 28 lb.	39
Star, 16 oz, 3x12, 6 cuts, 12, 24 and 52 lb	46
Weissinger's Special, 5 1-3 oz., 3 x 12 emb, 2, 6, 12 lb.	65
W. N. T. Nat. Leaf, 6 and 12 lbs., bxs., 5½ ozs., 3x12....	59

Smoking Tobacco.

(5-lb Cartons, 25 and 30-lb cases.)

Seal of N. C., 1⅝ oz, foil.....$	0.68
Seal of N. C., 3½ oz, foil.....	.62
Seal of N. C., 8 oz, foil.....	.59
Seal of N. C., 16 oz, foil.....	.59
Old Gold, 1⅝ oz, foil or pouch	.70
Old English curve cut, 1⅝ oz	.74
Old English curve cut, 3½ oz	.74
(In curved tins.)	
Pedro, 2½ oz, foil.....	.49
Pedro, 2½ oz, pouch.....	.51
Pedro, 2½ oz, assorted.....	.50
Pedro, 16 oz, tin canisters....	.52
Dixie Queen, 1⅝ oz, foil.....	.40
Dixie Queen, 16 oz, tin canisters, 6-lb cartons, 24-lb cas	43
Duke's Mixture, 1⅝-oz sack..	89
Arlington, 1⅝ oz, foil.....	.65
Cross Cut, 1⅝ oz, foil.....	.60
Duke's Cameo, 1⅝ oz.....	.42
Duke's Cameo, 2½ oz, foil....	.45
Melrose, 1⅝ oz, foil	.65
Fragrant Vanity Fair, 1⅝ oz, foil	.95
Red Indian Plug Cut, 1⅝ oz and 3½ oz, foil	.42
Red Indian Plug Cut, 16-oz pails	.44
Fashion 1⅝ oz	.41
Fashion, 16-oz pails	.44
Bull Durham, 1 oz.....	.66
Bull Durham, 1⅝ oz.....	.66
Bull Durham, 3½ oz.....	.60
Bull Durham, 8 oz.....	.58
Bull Durham, 16 oz	.58
Pick Leaf gran, 1 oz, 25-lb cs	.30
Corn Cake, gran, 1-lb bags, 25-lb cases, per lb.....	.23
Echo Plug Cut, 1⅝ oz.....	.48
Red Bell, 1⅝ oz.....	.42

COLUMN 39.

Red Bell, 16-oz pails.....	.43
Oriental Mixture, 3½-oz tin..	1.00
Imperial Mixture, 2½-oz tin.	1.20
Plum, 1⅝ oz, foil.....	.62
Three Kings Mixture, 3½-oz tins	1.35
Monte Cristo Mixture, 3½-oz tins	1.50
Yale Mixture, 1-oz tin.....	1.35
Yale Mixture, 1⅝-oz tin.....	1.60
Yale Mixture, 3½-oz tin.....	1.55
Honey Dip Twist, 10 to lb....	.45
Master Workman, 10-oz plug, smoking	.47
Old Virginia Plug, smoking, 5 oz, 10½ lb., 6x5.....	.42

Fine Cut Chewing.

Hiawatha, 1 oz.....	.58
Hiawatha, 10-lb bulk, bright or dark	.56
Hiawatha, b'ght or d'k, 1-lb tins, 5-lb. pails	.58
Sweet Cuba, b'ght or d'k, 1-lb tins, 5-lb. pails	.44

Cigarettes.

Fragrant Vanity Fair .....$	4 08
Duke's Cameo	4.08
Sweet Caporal	4.08
Virginia Brights	4 08
Old Dominion	3.98
Pets (foil packages).....	6.62
Richmond Straight Cuts.....	6.62
Turkish Trophies	7.75
Egyptian Deities, No. 1, 10s..	21.50
Egyptian Deities, No. 3, 10s	$18.36, 19.28
Mogul	11.22

Cheroots, Etc.

Old Virginia Cheroots, 3's....12.50	
Old Virginia Cheroots, 5's....14.00	
Between the Acts Little Cigars, 10's, tin and paper..	8.50
Bengal Little Cigars, 10's....	7.50
Royal Bengal, 10 in pkg.....	12.00
Van Bibber Little Cigars....17.50	
Sub Rosa Cigarros, 10s, per 1,000	4.10

Cigarette Papers.

Vanity Fair, 50 pkgs in box..	1 05
Wheat Straw, 50 pkgs in box.	1.25
Wheat Straw, 100 pkgs in box	2.50
Wild Oats, 40 pkgs in box....	.90
Red Seal, 50 pkgs in box.....	.25
Corn Husk, 50 pkgs in box...	1.15
Corn Husk, 100 pkgs in box..	2.30
Interlock, 50	1.15
" 100.....	2.25

THE HILSON CO.

Hoffmann House Little Cigars, 10 in package, 250 in carton .....$	7.50
Hoffmann House Magnums, 10 package, 100 in carton.....	12.00
Hoffmann House Petit Duc, 10 in package, 100 in cart'n.	15.00
Hoffmann House Cavaliers, 10 in package, 100 in cart'n.	18.50

J. B. PACE TOBACCO CO.

Scroll Tag, twist, 6 to lb....	.66
Scroll Tag, 10 oz.....	.66
Mastiff Plug Cut, 1⅝ oz.....	.67½
Mastiff Plug Cut, 3½ oz.....	.65½
Mastiff Plug Cut, 10 oz.....	.52

AMERICAN SNUFF CO.

French Rappee, 1⅝ oz, pr dz.	.96
French Rappee, 3½ oz, pr dz.	1.80
French Rappee, 16-oz jars, per lb	.65
Maccaboy, 1⅝ oz, per doz....	.96
Maccaboy, 3½ oz, per doz....	1.80
Maccaboy, 16-oz jars, per lb.	.60
Irish High Toast, 16-oz. jars, per lb	.57
Scotch Lilienthal's, in bladders	.60

CIGARS.

Porto Rico Cigar Co.

El Primero, Forziano Porto Rico	30.00
El Manifesto, Invincible Roosevelt Porto Rico	87.50

PIPES.

	Per Doz.
Cobs, Hot Shot, 3 doz.....	$0.25
Cobs, Gem, 3 doz.....	.25
Cobs, No. 3, 3 doz.....	.50
Brier, W. P. & Co., Assorted, 3 doz	2.00
Brier, Display Stands, 1 doz...	2.00
Brier, Showcase Assortment, 3 doz	6.00
Pipe Mounts, 1 doz.....	.75
Cherry Stems, 2½x6 in.....	2.00
Cherry Stems, 2d 2½x6 in.....	.85
Clay Pipes, T. D., 1½ gross per box	1.25
	Per Box.
Clay Pipes, Woodstock, 1½ gr., per box	1.25
Uncle Sam Cob Pipe, 3 doz box	1.00
Eclipse Patent Cob Pipe, 3 doz. box	2.25
Climax Cob Pipe, 3 doz. box...	2.25
Jewel Cob Pipe, 3 doz. box....	.90
Dewey Cob Pipe, 3 doz. box...	2.50
No. 19 Cob Pipes, 1 doz box....	2.00

COLUMN 40.



The WELCH GRAPE JUICE CO.
Westfield, N.Y.

Represented by Spohn-Patrick Company.

Case
Quarts, 1 doz. $4.50
Pints, 2 doz ... 4.75
½-Pints, 3 doz. 4.25
3-oz., 8 doz. 6.00
½-Gallons, 1 dz. 8.00
Gallons, 6 gal. 7.50

PRETZELS.



Hoeflin Pretzel & Baking Co.,
431 Sixth St.
Hand-made Pretzels a Specialty.
Size 1, 8's, per lb.....12c
Size 2, 8's, per lb.....12c
Size 3, 8's, per lb.....12c
Fingers, 10s, per lb.....12c
Hazlenut, 10's, per lb.....12c
Also furnished in cases, 20 to 30 lbs., at 11c per lb., and barrels at 10½c lb.

New Advertisement.

P. F. Rathjens PORK PACKER

1311-1315 Pacific Ave.

Sausages.

Garlick Frankfurter	10
Bologna	10
Blood and Liver	9
Tongue and Headcheese	—
Choice California Ham	12
Extra Light Bacon	15½
Medium Light Bacon	12½

Boiled Hams.

Kingan	20
Eastern	19
California	17

Mettwurst.

Extra Home Made..20, 22½, 25

Twenty Years Ago

the Helvetia Milk Condensing Co. of Highland, Ill., originated the process of preparing unsweetened condensed milk. Owing to its close resemblance to a rich, heavy cream, and in order to distinguish it from sweetened "condensed milk," they coined for this new product the trade name of . . . . . .

EVAPORATED CREAM.



OUR PET BRAND

(and any Brand bearing their Top Label)

has since become famous

In the meantime others have conceived the plan of taking but a small portion of water out of the milk, putting it up into larger cans and palming it off on the public as "Evaporated Cream," though it is far below the standard which deserves this name.

But consumers cannot always be fooled. They want "OUR PET" brand, which can be sold at a popular price, considering its high quality.

Be wise and follow the demand for a brand which shows this top label, the sign of perfect goods.



Helvetia Milk Condensing Co., - Highland, Ill.

San Francisco Office, 3 California St.

Cigars and Tobacco

There is scarcely anything, except the ordering of one to leave the store, that will drive a customer away from one's establishment so quickly as a show of indifference on the part of the man behind the counter.

I was waiting in a cigar store recently when a man came in and inquired of a clerk the price of his cigar moistening boxes.

"We have them for $1 and $1.50," replied the clerk.

"Let me look at one," said the man who had inquired the price, and the clerk, in an indifferent sort of way, said: "Which kind do you want to look at, the $1 or $1.50 kind?"

The prospective customer turned away with the remark that he would not look at any. Almost anyone would change his mind under similar circumstances.

The American people may be more or less cold-looded, says Tobacco, and may not care much for sentiment in business, but there are very few who forget the stores where they are treated cordially and where goods are shown as though it were a pleasure and not as though one was expected to purchase everything one looked at. There is no truer saying than that courtesy in business pays.

Study This Wisdom.

There are many young men behind cigar counters all over the land who waste more or less time and energy in longing for an opportunity to sell cigars on the road. To all such we commend the study of the following words of wisdom:

If you want to go on the road because you think it is an easy life—then don't.

If you think you would like it just because it is "a change"—then don't.

If you are going into it "just to see a little of the world"—then don't.

If you are going to try it for any reason except that you think it is a desirable career and one in which you can distinguish yourself—then don't.

Selling Goods.

For selling goods on the road is a very serious business. There is something more to it than writing down fat orders in a morocco-bound book and sending in a big expense account at the end of the week.

Ask the next traveling man you see if this is not true. There is lots of the hardest kind of work in it; lots of irregular eating and sleeping; lots of disappointment, and more discouragement in a week than you could extract from a clerk's position in an entire year.

And just because there are obstacles to be overcome it is a good career for the right man; the quitters soon get thinned out and try something else.

There is money in it—for the right man. And if you feel it in your bones that you could sell goods and have the grit to feel that way even after some human iceberg deliberately destroys your card before your eyes and walks away and leaves you when you strike him for an order may be you are the right man.

Emil Judell, who has been traveling in Nevada, has returned after an extended trip.

Harry Bercovich, cigar and tobacco dealer of San Jose, is putting in a new front in his store at the corner of First and Santa Clara streets. It will be a handsome place when finished.

Charles Mattheas of 1430 Market street is making a number of beneficial changes to the interior of his cigar and tobacco store. When completed it will admit of a better display of his goods.

Ehrman Bros, California street, report the state of trade excellent.

Mr. F. Cox, representing the above firm, is in the San Joaquin Valley and is forwarding orders rapidly.

Mr. I. Hess has just returned from a Sacramento Valley trip, coming in with a large number of sales on his book.

The Southern mines is being diligently looked after by B. Hess. Bower is very popular in this district, and it takes a hustling good salesman to keep up with him.

The tobacco and cigar merchants held a largely attended meeting Thursday evening in the Eagles' Hall at 731 Market Street. Ways and means were discussed to combat the attempt of the trust to monopolize the Coast territory. The meeting was enthusiastic, and the Independents are gradually assuming a position which will be very antagonistic to their enemy, the United Cigar Stores Co.

President Parry is working like a trojan and it will not be his fault if good results are not accomplished.

W. G. Rork of Louisville, Ky., is in this city and will remain about two months. Mr. Rork, who is vice-president and manager of sales of the H. N. Martin Co., will look after the latter's interest during his business sojourn. He will be located at the Coast office, 421 Market Street.

F. Jesse has opened a cigar store at Junction City, Oregon.

C. Atkinson has purchased E. J. McSherry's cigar store at Garfield.

What the association don't do, is a great traveler. It goes into the statement of every unscrupulous salesman, trade paper, obstructive grocer, etc. What the association does do, travels slowly, has to prove its identity and many members hesitate to give it credit.

LANDIS TONIC BITTERS



A Pure Tonic and Laxative

—o—

Made from

Herbs, Seeds Roots, Barks

—o—

NATURE'S OWN REMEDY

FOR

Stomach and Blood Disorders

One of the finest Tonics to be used in any Liquors. Has a desirable flavor.

Made only by the

Occidental Chemical Co.

Incorporated

1664 MISSION STREET

Tel. Folsom 4156 SAN FRANCISCO

Gilt Edge Whiskies

Wichman, Lutgen & Co.

—Incorporated—

Importers and Wholesale Dealers in

WINES AND LIQUORS

will remove to their new quarters

29-31 Battery Street

on or about April 15th, 1904.

Mothers! Mothers!! Mothers!!!

Mrs. Winslow's Soothing Syrup

has been used for over SIXTY YEARS by MILLIONS of MOTHERS for their CHILDREN while TEETHING, with PERFECT SUCCESS. It SOOTHES the CHILD, SOFTENS the GUMS, ALLAYS all PAIN; CURES WIND COLIC, and is the best remedy for DIARRHŒA. Sold by Druggists in every part of the world. Be sure and ask for "Mrs. Winslow's Soothing Syrup," and take no other kind. Twenty-five cts. a bottle

Learn How To Make



DELICIOUS DRINKS

Welch Grape Juice Soda Water at Home.
Welch Grape Lemonade. Welch Grape Punch.
Welch Grape Lithia. Welch Grape Nectar.
Fruit Punch. Marsh Mallow Float.
Welch Grape Juice Hot. Hot Spiced Grape Juice.
Welch Grape Juice in Milk.

FROZEN DAINTIES

Welch Grape Juice Water Ice, Welch Grape Sherbet
Autumn Sherbet, Welch Grape Ice Cream,
Welch Grape Sorbet, Welch Grape Frappe, etc.,

And many **Dainty Dishes** highly pleasing to the taste.

Write for the WELCH RECIPE BOOKLET

It contains a wealth of practical suggestions and should be in every home.

FREE

Send us an order for Welch's Grape Juice and we will send you a good supply of Recipe Booklets together with the Handsome Welch Window Display Outfit Order to-day.

SPOHN-PATRICK COMPANY

Pacific Coast Agents

16-22 Front Street, San Francisco, Cal.

Branch Houses: LOS ANGELES, PORTLAND, SEATTLE, DENVER, SALT LAKE CITY

Welch's GRAPE JUICE



EHRMAN BROS. & CO.,

S. F. Distributers.

UTOPIA GINGER ALE

Crystal Orange Cider

JU LIM-PE (the juice of limes with pepsin)

Specialties of the

Pure Water Company

P. O. Address, Golden Gate, Oakland, California.

Call for ASTI WINES

PRODUCED BY THE **ITALIAN SWISS COLONY**

Dry Wine Vineyards, ASTI, Fulton, Sebastopol, Cloverdale, Sonoma County, Cal.
Sweet Wine Vineyards, Madera, Madera County, Kingsburg, Fresno County, and Lemoore, Kings County, Cal.

Office and Salesrooms, Cor. Battery and Greenwich Sts.

Vaults, 1235-1267 Battery St. 101-169 Greenwich St. 1334-1338 Sansome St., S. F.

P. C. Rossi, President Telephone Private Exchange 448. A. Sbarboro, Secretary

A. VIGNIER CO.

429-431 Battery Street San Francisco

IMPORTERS

Sardines, Olive Oils, French Preserves, Washing Blue, French Castile Soap: Clover Leaf, Virgin, Dahlia, mottled, Wines and Liquors—**A. V. H. Cin**—imported goods only.

Sole Agents for the Genuine CLICQUOT Champagne

Only the **GENUINE**, Imported direct from France, bears Vignier's LABEL

Clerk's Corner

YANKEE ENERGY.

Prominent Wholesaler Tells How He Climbed the Ladder of Wealth.

A prominent partner in a wholesale paper house in this city, being interrogated the other day as to how he began his successful climb up the ladder of wealth, said: "I was brought up in Maine—in a country town—and studied hard in an excellent school, thus laying a good foundation for the battle of life. At an early age I determined to go to Boston and take a clerkship in one of the large stores. I began my mercantile life at a store with a salary of four dollars a week.

"I worked very hard to learn the business. I didn't think much about the pay or the long hours. I only thought of mastering the details that would make me a competent salesman. After a while I mastered the situation. My salary was raised. And I then determined to go to New York.

Unceasing Persistency.

"Going into a city where the business methods are in some respect different from those of San Francisco, I decided to change my line of work and try paper business. I offered my services as a traveling salesman. The firm I applied to at first replied that it did not need any more help. I asked if the partners did not wish to increase their business, the manager decided to hire me; and I went out on the road with a Yankee persistency that finally prevailed in the selling of large bills of goods. I simply determined that, if a firm needed goods and must buy them of somebody, I would convince them that it would be to their advantage to buy them of me.

"The result of my unceasing persistency is that I am now partner in one of the biggest firms in the world, in its line and bull-dog persistency, with honesty and Yankee energy, was what accomplished it."

STANDS AT THE HEAD.

Have you noticed that there is very little dead stock on the live grocer's shelves? The day has passed when the salesman can get his business on a personal jolly. The grocer has to be shown and buys goods of merit and those that give a profit. That Wedding Breakfast Coffee has merit and enjoys the confidence of the grocer is demonstrated by the yearly increased output of that well known brand of coffee. For sixteen years it has steadily and strongly grown in demand until to-day it stands at the head of its class of popular priced coffee. Its merit being in its rare fragrance and rich flavor surpassing many higher priced coffees. Quality is the first requisite, in fact the first and last, as it produces the much wanted result—selling properties. The grocers judge articles by their sales that's business.

FACTS.

Many large manufacturers have made millions on the profits you should have received. They made a profit over and above the cost of marketing. You lost on trying to supply the demand for them. We will tell you some of them in our next issue. Send us 60c.

THE GROCER'S FAILING.

His goods are of the latest, and their quality the straightest, and his trade is quite as booming as any merchant in the land;

Very few can touch his prices of coffee, teas or spices, and his sugar it is guiltless of a single grain of sand;

He is spry enough and clever, and he makes a strong endeavor to anticipate his customers with agility and dash,

But his nature is too trusting, and he's on the point of busting, for he always gets the credit and too seldom gets the cash.

MANUFACTURERS' DUTY.

The manufacturer is the only party who has a right to enforce the maintenance of a retail price by law. Every manufacturer who expects a retailer to have a permanent interest in his goods should see that a proper profit goes with the sale of them. Many a retailer has bought large quantities of goods owing to strong advertising by a manufacturer, expecting to make a good profit on them, only to find himself confronting cut prices by some unscrupulous dealer who has taken advantage of the advertising done by the manufacturer, and is forced to unload at or near cost. We believe that under such conditions any retailer is justified in discontinuing the sale of such goods unless the manufacturer stops such practice on the part of the cutter.

YOUR EVERY WANT IN

PAPER

Can be Supplied by

A. ZELLERBACH & SONS

416-426 Sansome St.

SAN FRANCISCO

CROWN BRAND

EPICURE CHEESE

A CHOICE ARTICLE.
A Rapid Seller at a Good Profit.
Not Equalled by Any on the Market.

SARDELLAS

ANCHIOVIS CAVIAR

TABLE SPECIALTIES.

A LARGE LINE

Of Guaranteed High Quality.

We solicit Attention of the Trade to our Offerings. Our Epicure Cheese will fully satisfy the most particular people.

EPICURE MANUFACTURING COMPY.
216 Davis Street
San Francisco
Factory, Los Angeles, Cal.
Branches
Portland, Or. Seattle, Wash.

TOBOGGAN

MAPLE SYRUP -- IT IS BEST

Pacific Coast Syrup Co.

SAN FRANCISCO

THREE REFINERIES: SAN FRANCISCO, PORTLAND and SEATTLE

IT WILL BE YOUR BEST CUSTOMERS,

or some slow dealer's best ones, that call for

HAND SAPOLIO

Always supply it and you will keep their good will.

HAND SAPOLIO is a special toilet soap—superior to any other in countless ways—delicate enough for the baby's skin, and capable of removing any stain.

Costs the dealer the same as regular SAPOLIO, but should be sold at 10 cents per cake.

Grocery Markets.

Commercial Outlook of the Western World as shown by Present Conditions.

Office of the ADVOCATE.
Thursday Afternoon.

ADVANCES

Golden Gate Egg Noodles, per dozen, to $1.90.

Washboards, Red Cross, per dozen, to $4.00; North Star, per dozen, to $4.25; Crystal, per dozen, to $4.10.

Tongues and Sounds, per kit, to $1.25.

Chili Bark, per pound, to 8c.

Bloaters, 100s, to $2.40; 50s, to $1.25.

Paragon Y. F. Peaches, 2 1-2, to $1.35.

Padlock Whole Codfish, 12 fish, to 9c; Padlock Whole Codfish, 20 fish, to 8c; Padlock Middles Codfish, to 14 1-4c; Padlock Bricks Codfish, to 11c; Padlock Tablets Codfish, to 11 1-4c.

Lamp wicks, E, per gross, 35c; lamp wicks, A, per gross, 45c; lamp wicks, B, per gross, 65c; lamp wicks, D, per gross, 90c.

DECLINES

Van Camp Boned Chicken, 1s, to $5.10; Van Camp Boned Chicken, 1-2, to $2.85; Van Camp's Boned Turkey, 1-2, to $2.85; Van Camp Boned Turkey, 1, to $5.10.

California Paste Co. Farina, per oz., to $1.50.

Lima beans, to $4.40.

Edleweiss Cocoanut, bbls., to 12 1-4c; Edelweiss Cocoanut, bbls., to 12 1-4c; Bakers' Br. Cocoanut, bbls., to 12c; Bakers' Cocoanut, pails, to 13 1-4c.

Pickled Eels, 1 pd., to $1.75.

Caviar, 1-8, to $2.10; 1-4, to $3.75; 1-2, to $7.00.

R. & W. Roast Chicken, to $2.90; R. & W. Roast Turkey, to $2.90.

Virgin Italian Oil, gallon, to $2.00; 1-2 gallon, to $2.05; 1-4 gallon, to $2.10.

SCARCE IN MARKET.

Paprika, 1 oz.

Conf. A Sugar.

Radiant Paraf. Candles, 65c.

Gebhardt's Chili Powder.

Oak Asparagus.

University Asparagus.

Sivan Asparagus.

AGAIN IN MARKET.

Empire Crabs, per dozen, $1.60.

SUGAR.

Jobbers are still selling at net cost price, although the active warfare anticipated on the arrival of the sugar of the Honolulu Plantation company has not materialized. Sugar is considerably lower here than in the eastern markets. It should be higher here, cost of raws being considered. The street is still guessing as to what the ultimate result will be.

COFFEE.

Lewin-Meyer Co. say:

"Two drops of 1-8 cent each on spot coffees in the New York market have put a damper on local business. Central American coffees, though in large supply, have been selling freely at full prices. The decline in New York has diminished the trading materially, as the large buyers are waiting to see what the ultimate outcome will be."

TEAS.

M. J. Brandenstein & Co. say:

"The market is very quiet locally and there have been no changes in price. The Japanese market is now closed. The 1904 crop fell short of that of 1903 by about 2,500,000 pounds. The prices at the end of the season were about 3 cents higher than the earlier prices.

"There is a large stock of Pingsuey teas in the Shanghai market. They are dangerous buys for American merchants, however, as they are nearly all below the government standard and would be likely to be excluded. Choice medium to high grade pin heads are exceptionally scarce. Prices for these are from 2 to 4 cents above the average. There are practically no Congous left in the Orient although stocks in America are probably ample for all needs."

RICE.

M. Phillips & Co. report:

"The market has at last taken a change and has advanced on Japans within the last week 3-16 to 1-4. Mills in the south have all advanced their prices to this extent and a further advance is looked for, as there was heavier buying for the month of January than in any previous month in the history of the rice industry. We have predicted since the first of December that there would be a substantial advance in the near future, as rice was selling below the cost of production, and we look for a further advance within the next thirty days on Japans.

"Prices on Fancy Honduras have gradually advanced and there has been an advance since the first of the season, that is, the first of October, 1904, an advance of over 1-2c, and we predict that on these grades the market will even go higher, as they are very scarce and fancy goods are hard to obtain.

"Medium Honduras and Screenings have advanced 1-8 and will go higher in sympathy with other grades.

"Imported Japan Rice—Small shipments have arrived here, but there is very little call for same as the Domestic Japan rice is as good, if not superior, and the trade has at last realized that it is nonsensical to pay from 1 cent to 1 1-4 cent a pounds higher for the imported article when the Domestic rice is equal in quality.

"China Rice—No. 2 has advanced to $4.35 and No. 1 has also advanced about 1-4c with a further advance looked for, owing to the high rate of exchange.

"Those who buy rice on today's market, of any description, will make good money on their investment."

DRIED FRUITS.

Dried peaches and dried apricots are decidedly scarce. In other respects the market is very quiet.

Raisins are only being bought from hand to mouth even when offered at a sacrifice. The unsettled condition of the growers arrangements' is largely liable for this condition, which is intensified by large offerings of goods that have been rain-damaged.

Prunes are in about the same condition as raisins.

CANNED GOODS.

All stocks of canned fruits are pretty well cleaned up. The pack of 1905 will find the market in a very favorable condition.

Solid pack tomatoes are good property. The association has withdrawn prices on solid pack 2 1-2 cents and its 2 1-2 solid pack tomatoes with peppers. Standard goods are plentiful.

Asparagus is still an interesting problem. The Hicknott fields are still under water and will probably produce nothing. The floods of this year consequent upon the heavy rains may decrease the possible 1905 pack. At any rate, asparagus is good property and there will not be enough to supply the demand.

Canned corn is in large supply and is weak.

Gallon peas are practically off the market. High grade peas are very good property.

CANNED SALMON.

The market is unchanged and dull.

The Alaska Packers' Association has decided to increase its capital stock from $5,000,000 to $7,500,000 and to create a bonded indebtedness of $2,000,000.

SPICES, ETC.

A correspondent of the Philadelphia "Grocery World" writes.

Pepper—Stocks of Singapore and Lampong pepper are certainly small. No crop news of value obtainable at this time. This also applies to tillichery and white pepper.

Cloves—Very much unsettled; fair demand: It is impossible to predict the outcome, but it is safe to say that the article has reached bottom, and higher prices will be asked.

Nutmegs—A firmer market in effect. The article is more active and, as recently predicted, higher prices should be realized. Foreign market is higher than here.

Caraway Seed—Market firmer and higher prices are in effect today. It is reasonable to expect still higher values.

Gum Camphor—Firm, with prices tending higher. It is likely that the market value will reach the high price in effect during the early months of 1904.

Saltpetre—Market firm, crude stock being scarce and held at high values.

BEANS AND PEAS.

No change worthy of mention, although an advance was expected long before now. There is plenty of stock on hand fully equal to the requirements. The demand is fair. It is somewhat difficult to quote the market, owing to the unsatisfactory condition of some of the grades. In the local market California Lime Beans is listed at $4.40, while the eastern market reports indicate that they are holding their own in an excellent manner.

CHEESE.

Wieland Bros. say:

"California flats and Young Americas are doing a trifle better just at present, but nevertheless we look for lower prices in the near future. Limburger is fully 1 cent higher in price, with no prospect of a decline before the end of May."

PROVISIONS.

The Cudahy Packing Company reports:

"Local market is firm and unchanged, but it is not likely to remain this way long, as a change is looked for which will better the conditions materially."

HAY.

Somers & Co. report:

"There is no activity whatever. Quite a bit is being double compressed for export trade. This fact prevents a still weaker market, as there is plenty of green feed and many who feared to dispose of their holdings are now

Old Kentucky Distillery

INCORPORATED



LOUISVILLE, KY.

PACIFIC COAST BRANCH
228 Front Street
SAN FRANCISCO, CAL.

"KENTUCKY DEW"

Go to the Housewife



Thou Grocer;
Consider Her Ways
and
Load up On
Golden Gate Leaf Lard.

WESTERN MEAT COMPANY
Packers and Exporters of
U. S. Government Inspected Products
San Francisco, U. S. A.

TOMATOES--Pack 1904 MAPLE SHADE BRAND.

The above we are now delivering in full standards, solid pack, and same with peppers, and guarantee them to be the best ever put up on the Coast. Write for prices.

PENNELL-SUYDAM CO.
WHOLESALE GROCERS
14-16 Spear Street, San Francisco.
Tel. Main 5396.

willing to let them go.

"Prices show no change from last week."

SAN MATEO ORGANIZING.

San Mateo will once more have an active Board of Trade. Thanks to the efforts of F. E. Baskette and a number of the leading citizens, the merchants and professional men have been brought together. Messrs. Paulding and Powers met with them and advised them as to methods. There will be another meeting on Wednesday evening, Feb. 8, when the permanent organization will be effected.

CONTAINS WHITE OF EGG
The Greatest Leavening Auxiliary



Not Made by the Trust

Now Used In Thousands of Families

30 CENTS THE POUND
Made in California. Ask Your Jobber.
THE NEELY COMPANY
3 California St., San Francisco

BLACKSTONE'S INKS

BEST TO BE BOUGHT

KEEPS IN ALL CLIMATES



Blackstone Manufacturing Co.
(Incorporated)
MANUFACTURERS OF
WRITING FLUIDS,
Mucilage, Shoe Polish, Shoe Paste, Shoe Dressing and Liquid Glue.
Office and Factory,
1960 Howard St. San Francisco
Telephone Capp 1111.

PROTECTING THE RETAILERS.

E. A. Stuart Tells Why Carnation Cream Has Succeeded.

"Next to the quality of the goods, I think that the efforts made by our company to protect the retail dealer in his profits has been the most prominent cause for the splendid success that has been achieved by Carnation Cream," said E. A. Stuart, president and general manager of the Pacific Coast Condensed Milk Co., this week.

Mr. Stuart has spent the last fortnight in California studying the conditions of trade here and expressed himself as being much pleased with the way Carnation Cream is moving.

"I find both the retail trade and the wholesale trade are very friendly towards Carnation Cream wherever it has been introduced," he said. "I have just returned from a trip through Southern California. Both the retail grocery trade and the wholesalers appreciate our efforts to make Carnation a profit-getter. Both branches of the trade are pushing our goods. Mr. Baxter, secretary of the Southen California Grocers' Association, assures me that the retail dealers realize that they are indebted to us for the efforts we have made in their behalf and the record of our sales shows that they know a good thing and appreciate the efforts of a friend.

"I was pleased to find that Mr. Baxter was working very hard among his members to have them exert their influence in behalf of manufacturers who protect the dealers in their profits.

"The past year has been a very prosperous one for us. We have fought for the retailers' margin in every market where we have introduced Carnation Cream. As a result, our goods have grown stronger with the trade in every part of the Pacific Coast.

"I am pleased to say that the retailers appreciate our efforts in their behalf. No pains have been spared at the factory to advance the quality of the goods. New machinery and long experience have enabled us to improve upon our first production materially and the retail dealer gets the advantage of the extra satisfaction of the consuming public.

"I am satisfied that our rebate arrangement has done much toward lessening the cutting on canned creams. If we had given the trade special deals or reduced price without requiring the purchaser of our cream to keep the retail price at 10c per tin, I think the price of canned cream would be very generally 3 for 25c. That they are not, is due, I think, almost entirely to the action taken by our firm in making our rebate conditional upon the maintenance of a proper retail selling price.

"We have always sought to do everything in our power to protect the retailers in their profits. We think this policy is the only proper one for the manufacturer to adopt. While we have succeeded to a large extent in bettering conditions, I hope to do even better in the future. The retail grocery trade can rest assured that they can count on our support for anything that can be done for their benefit if it lies within our power."

REDWOOD MERCHANTS ACT.

Write Legislators About Needed Laws and Plan Further Organization.

An important meeting of the local Board of Trade was held Wednesday evening of last week, says the "Democrat." Legislative measures of interest to the commercial world were discussed and the members decided to use their influence to have passed the anti-trading stamp measure and amendments to the codes extending book accounts to four years and making a wife's separate property liable for debts contracted for necessaries of life while living with her husband. The wishes of the board will be expressed to Senator Rambo and Assemblyman Jury, who, no doubt will support these measures.

The board decided to further continue its connection with the California Retail Grocers' and Merchants' Association and to have printed, monthly, in the Merchants' Reporter a list of delinquent debtors. The Palo Alto and San Mateo boards contemplate following suit and will co-operate with the local board in the exchange of information which will enable every merchant throughout this territory to be fully advised as to the standing of all doubtful customers. The Merchants' Report is issued by the State Association and goes to every member of the organization and its constituent bodies throughout the entire state.

The Redwood board has been allotted the territory from Menlo Park to Belmont and will soon be one of the strongest boards in the State, outside of the large municipalities.

JOBBERS PROTECT PRICES.

A Wholesale Grocer Advises Retailers to Demand and Enforce Consideration.

J. A. Van Hoose, president of the Southern Wholesale Grocers' Association delivered an address to the retail grocers of New Orleans recently in which he said that the retail grocers of Indianapolis and Minneapolis have gotten together and forced the wholesalers of those cities to fix a uniform standard of prices, both wholesale and retail, on staple commodities. The dealers agree among themselves not to patronize any jobber who does not live up to the agreement, and the wholesaler who is guilty of a violation is comparatively blacklisted. He advised the local retailers to stand together and compel the wholesalers here to adopt a similar system, and for them to enter into an agreement with the retailers' association to sell their goods according to a fixed scale of prices.

"Uniform prices enable the retailer to know exactly what goods are worth," continued the distinguished wholesaler, "but if every jobber is offering different prices the dealer does not know what the goods are really worth. There are a large number who are opposed to fixed prices, but if they would only realize what it means for them they would not oppose the system any longer."

PIM OLAS PLEASE.

When you offer a customer a stuffed olive you want to know that it is an article that will please. Pim Olas always fulfill this want. All a grocer has to do when he has them in stock is to put them in the show window and on the counter and watch them sell themselves.

PRICE PROTECTION MOVES.

Seattle Grocers Receive Results From Their Movement for Profits.

Numerous important manufacturers have written the Seattle, Wash., retail grocers expressing their desire to co-operate with grocers to prevent the cutting of retail selling prices.

Henry Abeles, Northwestern representative of the Cudahy company, was present at a recent meeting of the association, upon invitation. He discussed with the association the matter of establishing and maintaining a price on his firm's soap.

Three lines of action were suggested by Mr. Abeles and members present and practically agreed upon, in substance as follows:

(1) That the company withhold its rebates for periods of three and six months, respectively, in proportion to size of orders and rebates, and pay the same at end of these periods, only on the condition that the price has not been cut.

(2) That the purchaser be required to sign an agreement to deliver or sell back to the company, or such parties as it may name, such of its goods as are in stock, at the price paid at the time of purchase, provided, the price agreed upon is not maintained; and

(3) that where these measures are not effective and in view of the association procuring and furnishing satisfactory evidence, the company to prosecute the price cutters for damages to its business.

In consideration of this protection, the association is to give the products of said company the preference over other soaps not similarly protected.

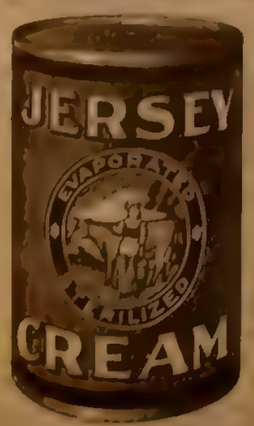
Upon motion this matter was left in the hands of Mr. Abeles to frame up and submit to his company for its approval and then to be returned for approval by this association.

Mr. Abeles suggested that the position of the association be put in writing and mailed to him which suggestion was accepted and Secretary Cory instructed to do so.

YOU may have a good method of keeping your accounts, but the

Perfection
Short Credit System
is better.
For Particulars Address
P. E. LENFESTEY,
220 California St., San Francisco

NOT EXCELLED
By Any Cream Made



Made in Valley Ford, Sonoma County, by
The Condensed Milk Co.
OF CALIFORNIA
319 CLAY ST., San Francisco, Cal.

Enterprise Brewing Co.'s

Beer is sold on its merits.

We invite comparison of our productions with ANY on market. You will then become our best advertiser, we are dead certain.

A **GOOD ARTICLE** is the very best advertising medium. Are we not right?

Telephone, Mission 152. San Francisco, Cal.

EXCHANGE COLUMN.

Subscribers can make use of this column gratis for the publication of their wants in any way.

WANTED.

A traveling salesman, 12 years on this Coast, "a specialty man," wants a year's contract or a three months' trial with a good house. Knows every grocer in California—outside of 'Frisco. State territory you want covered, salary you will pay; best of references. Address, "Traveler," care this journal.

For Sale—An old established, good-paying business, on fine corner, in residence section. Rent reasonable. License goes with place. Fine opportunity for two live men. Address Grocer, care Advocate office.

FOR SALE.—Business buggy in good condition, for sale cheap. J. J. Meinert, Fourth avenue and California st.

GROCERY FOR SALE.

$850—Grocery and bar; old establishment; long lease; 4 living rooms; rent $25; sickness cause. 748 Brannan street.

Jesse Moore A. A. Whiskey



Best on Earth *Pure, Old and Palatable*

JESSE MOORE HUNT CO.
Louisville, Ky. AND San Francisco, Cal.

E. GHIRARDELLI
Mercantile Co.
310 Clay Street, San Francisco
Packers and Jobbers

Pickles, Catsup, Preserves, Vinegar, etc.

We prepare for the Grocery Trade a line not surpassed in quality and purity.

OUR CATSUP is not equalled by any on the market. Try an order.

Good Medicine.



Doctor—Did those pink pills I left for little Willie seem to do him any good?

Mrs. B.—Yes, indeed, doctor. He's been a-sittin' up in bed all day a-playin' marbles with them.—San Francisco Examiner.

The Newriches.



Mrs. Newrich—You look pretty well, Henry, but somehow you never seem to quite have the appearance of a real man of fashion.

How to Open a New Book.

If books were rightly treated when they are newly bound there would be less likelihood of their backs being broken afterward by rough handling. The covers should be opened one at a time and laid as far back as the table upon which the book is resting; then gradually all the leaves, a few at the back and a few at the front of the book, should be laid upon the covers. The book will then be in condition for ordinary wear, and the covers will not break away if not abused. When called suddenly away from a book which you are reading do not lay it face down on a table or throw a handkerchief between its leaves, but have a book marker handy.

His Father's Pride.



"Your father is a hard worker, isn't he?"

"Yes; but he has his reward. Just think how glad he must be to see how superior I am to him!"—San Francisco Examiner.

SEND YOUR BILLS TO SECRETARY

Any retail grocer on the Pacific Coast who has a bill against a party who has moved from his community can have same attended to by sending to J. F. Paulding, 456 Montgomery street. By sending such bills you gain two points. You stand a chance of having it collected, also a chance of warning a fellow grocer against a slow-pay customer.

WHO TO THANK.

The improved privileges that are enjoyed in many communities on the Coast are due to the heroic efforts and unstinted self-sacrifice and the splendid devotion of a few grocers who could ill afford to spare the time necessary to follow up matter forced in their charge.

LaGrande Laundry
Telephone Bush 12
23 Powell Street
Corner Ellis

54 Taylor St. - Near Golden Gate Ave.
200 Montgomery Ave. - Cor. Kearny St.
302 Third St. - - - - Cor. Howard
1726 Market St. - - - Opp. Eleventh

GIVE THEM A TRIAL

PROFIT SHARING WITH THE GROCER
ITS THE RIGHT THING FOR YOU AND OURSELVES



3 Points Favors You

1—You make your Regular Profit.
2—You get your Dividends on the Stock issued you Free.
3—You receive a mutual profit on the

SUMMIT SNOW FLOUR

which you sell or is sold by your Brother Grocer. Hence you have a Joint Interest in all Sales of Summit Snow Flour.

✦ Dividends Payable Soon. ✦

C. A. HUTTON & CO.
Distributers for STANDARD FLOUR CO.
606 Merchants Exchange, San Francisco

California Business College
"A Thorough School"



LET US TRAIN YOUR BOY FOR BUSINESS

You are largely responsible for the future of your children. They are dependent upon you for a mental equipment that will enable them to "win out" when they enter upon life for themselves.

THIS IS A COMMERCIAL AGE

Unless you are born rich, you must learn modern business methods or remain poor all your life.

Write for catalogue, etc.

925 Golden Gate Avenue San Francisco, Cal.

Amusements

GRAND OPERA HOUSE.

J. H. Stoddart's presentation of the "Bonnie Brier Bush" is one of the most thoroughly artistic and touching productions that have ever been presented to a San Francisco audience. The company is a strong one, the different parts being cast with excellent care. Reuben Fax, the posty, rouses many a laugh and the children of the play are little artists. The story is a beautiful one and it is notable that none of the women folks begin to adjust their wraps until after the fall of the last curtain.

Klaw & Erlanger's beautiful "Mother Goose" begins Monday with 350 people on the stage.

CALIFORNIA.

Empty seats have been the rule at this house where "A Little Outcast" has been presented by a third rate road company.

MAJESTIC THEATER.

A decided hit has been made by Landers Stevens as the "Mountebank" this week. The story of the play is one of real heart interest and the Majestic's players do full justice to the many opportunities given them for clever work.

ALCAZAR.

Crowded houses have been the rule this week at the Alcazar, where John Craig is playing the "Gay Lord Quex." He is ably supported by Miss Lawrence as the manicurist and Pinero's satire of the failings of English high life, while rather highly spiced for the young girls of the family, is thoroughly appreciated by San Francisco theater goers. Next week the funny farce "Are You a Mason" will be given first production by a stock company.

COLUMBIA.

Willie Collier is duplicating his old success in the "Dictator." The show is thoroughly staged in every respect, the company being carefully chosen.

CENTRAL.

In spite of the fact that the scenes of the "Prisoner of War" are laid in the center of the Japanese-Russian conflict the amount of blood shed is extremely limited. The melodrama is full of thrills, however, and introduces a number of remarkable and interesting scenic effects, including a battle of modern battleships in which the action of a submarine torpedo boat is shown. The wireless telegraphy is also brought into action and our Japanese neighbors receive due credit for their cleverness in war preparations. The Japanese colony has been well represented every night and were warm in their applause of Hershel Mayall, who won their admiration as a young Japanese officer.

TIVOLI.

Grand opera still crowds the Tivoli and our Italian citizens and the English speaking music lovers have shown their appreciation to the progressiveness of the management in employing artists of the first class by crowding the theater every night.

FISCHER'S.

A strong bill is drawing large crowds to this pretty O'Farrell street theater. The arrangement by which two performances are given each evening is appreciated by San Francisco theater goers, also the fact that at 9 o'clock they can see a good program for 10 or 20 cents.

CHUTES.

A decided hit is being made by Marie Sparrow, whose general appearance is hardly in keeping with her diminutive name.

The rest of the show is a strong one. This, with the many concessions and the splendid zoo unites in keeping up the popularity of this great pleasure ground.

OFFER SOMETHING BETTER.

Pointers on Building Up and Holding a Desirable Coffee Trade.

Some valuable ideas are offered to the retail grocery trade about the coffee business in a circular recently issued by Hill's Bros. It contains so much matter of interest that we print it in full. It is as follows:

It should be the aim of every grocer to build up and hold a coffee trade.

In a great many instances the grocer has been his own worst enemy; he has allowed the trade to drift away from him. It has either come down town or gone to the premium stores.

The premium stores only make a success by giving an ordinary article, charging from a third to a half more than it is worth and throwing in a present of crockery, tinware or some other jimcrack.

In twenty years of selling coffee in San Francisco our experience has been that the grocer who buys the best article he can get is the one who gradually gets the trade of the neighborhood. We can cite numerous instances of grocers who have started with ten or fifteen pounds of coffee per week and to have gradually built up a trade that now uses from ninety to one hundred and twenty-five pounds. We know whereof we speak, for we have supplied coffee to them from the start.

The grocer who buys a sack of cheap green coffee for ten or eleven cents per pound, has it roasted at four bits a sack, adds a little chickory to it and turns it out to his customers, flattering himself that his customer does not know the difference between the article he is giving him and a No. 1 coffee, is only fooling himself. The customer may buy once or twice of this kind of coffee, but not liking it, he drifts away. How many customers have you had in your experience who have tried coffee from you once and have never come back?

Our specialty is high grade coffee.

We have a large and well equipped plant, buy coffee in all the markets of the world, have all the modern, up-to-date machinery for handling roasted coffees, have a large and well drilled corps of experienced men who know their business, and we say and we can prove that we turn out the best coffee offered for sale in this city.

It stands to reason that a concern who devote their time to one article, must certainly excel in that line and be in a better position to give you value for your money than a concern whose interests are diversified and whose energy is scattered in different lines. We would be pleased to have you give our coffees a trial, and are confident that you will find our statements substantiated.

Take one or two of our high grade coffees, handle them for a month, watch the results closely, and you will find your trade increasing.

There is nothing as satisfactory to a grocer as a good coffe trade. Satisfy a customer in coffee and the other trade naturally follows.

REASON FOR PRICE CUTTING.

The man who sells well advertised goods at cut prices seldom does so for the purpose of increasing sale of same, but usually to draw trade to his store in order to sell something on which he makes a good margin of profit. He could not afford to do otherwise.

THE HOTTEST THING
on Earth
Or Anywhere Else.

BAYLE'S
TABASCO
... SAUCE ...

Guaranteed Absolutely Genuine and Superior in Flavor and Strength to Any other Brand.

GEO. A. BAYLE
ST. LOUIS, MO.





VALLEY BREW LAGER
from
Richmond Bottling Works.
Zimmerman & Ruhland,
Phone Pine 1787.
32d and Clement Street,
San Francisco, Cal.

Champagne.

Veuve Clicquot, qts.	$32 25
Veuve Clicquot, pts.	34 25
Ruinart, Magnum, 6 to case	30 00
Ruinart, qts, 1 doz to case	32 00
Ruinart pts, 2 doz to case	34 50
Ruinart, ½ pts, 2 doz to case	15 00
Vintage 1893, qts, 1 doz to ca	46 50

Brandies.

	Per case
Martell's One Star, 1 doz qts.	$16 00
Martell's Two Star, 1 doz qts	19 00
Martell's Three Star, 1 doz qts	25 00
Martell's Three Star, 2 doz pts	22 00
Martell's One Star, 2 doz flks	18 00
Hennessy's One Star, 1 doz qts	17.50
Hennessy's Three Star, 1 doz qts	21 00
Calif. doz qts	12.00



Cider
Hammond & Co.
Bottlers
Office and Depot
277 Seventh Street
Phone, Jessie 3371

SWEET CIDER
½ Gal Bottles, 4 to doz
Rebate, 1½ per bottle

BOILED CIDER

Quarts	$2 a doz
Pints	1 75 "

Mineral Waters.

Aetna, splits, 100 to ca	$6 00
Aetna pts 100 to case	9 00
Aetna qts, 50 to case	7 00

GINGER ALE
Belfast Ginger Ale Co.,
D. Steimke & Co. Props.
All Carbonated Beverages

	PINTS	QTS
Soda Water	$	$
Cal. ger Ale		
Sarsaparilla		
and Iron		
Cider		
Cuban Punch	90	1 50

Case Prices, 2 Doz per Case

Porter.
(E. & J. Burke's Guinness')

Stone, pts, 2 doz to bbl	$16 00
Glass, qts, 4 doz to bbl	16 00
Glass, pts, 8 doz to bbl	16.50

Specialties of
Hilbert Mercantile Co.

H. B. Ky. Bourbon, per gal.	$2.75
H. B. Ky. Bourbon, Ex spcl.	2.25
Union League Ky Brbn, AA	2 50
Union League Ky. Brbn, 1 gal	2 25
El Monte Ky Brbn, 1 gal.	2.25
Maryland Monogram, 1 gal	2 75
Forum Bourbon, 1 gal	2 00
W. H. McBrayer's Cedar Brook 5 yrs	2.00

Hunter Baltimore Rye.

Per case, 1 doz 5's	13 00
In 5-case lots	12 50
In 10-case lots	12 00

Hilbert Mercantile Co.

H. B. Bourbon (spcl)	$10 00
H. B. Rye	10 00
H B qt flasks 4 doz to ca	12 00
H B ½ pt flasks 6 doz to ca	9 00
H B 1½ oz bots, per gr	12 00
Union League "AA"	8 00
El Monte Bourbon	8 00
Forum Bourbon	7 00
J Baumgardner Rye	12 00
Maryland Monogram	9 00

W. H. McBrayer's Cedar Brook.

Per case 1 doz 5's	$12 00
Per case 2 doz pts	12 00
Per case 4 doz ½ pts	14 00
Per case 30 doz 1¼ oz	18.50

Jesse Moore Whiskies.

Ex Pony Bourbon	$18 00	$17 50	$17 00
AA Bourbon	11 00	10 50	10 00
C Bourbon	8 50	8 25	8 00
AA Bourbon 5 doz, 4 oz	10 00	10 00	9 75
AA, Pt Flasks, 2 doz	9 00	8 75	8 50
AA, ½ Pt, Flasks 3 doz	6 75	6 50	6 25
Old Rye	11 00	10 50	10 00

Jesse Moore Hunt Co.
(In barrels or half barrels)

Extra Pony Bourbon, gal	$7 50
AA Bourbon gal	3 75
B. Bourbon 1 gal	3 25
C Bourbon 1 gal	2 75
No 1 Bourbon, 1 gal	2 25
AA Rye, gal	3 75
C Rye, 1 gal	2 75



STANDARD BOTTLING CO.
BEACH STREET
Between Stockton and Dupont
POLK AGENTS
LOS ANGELES BREWING COMPANY.
Beer furnished Grocers in Bottles or Kegs.

Golden Gate
BOTTLING WORKS.
Blume & Gardner,
Proprietors



Bottlers of the Celebrated
Standard.
Culmbacher.
Extra Pale.
XXX Porter.
Half and Half.
Lager and Steam Beer in Kegs.
160 Shotwell St.,
Phone: Capp 1761, S. F., Cal.

Chas. Jacobson & Co.
210-212 Davis Street
DISTRIBUTERS OF
Fancy Butter and Honey
Dairy Butter and Eggs

Phone Mission 238
J. MARSHALL & CO.'S
WORCESTERSHIRE SAUCE
BE SURE and GET the GENUINE
½ Pts., per doz. $1.20
Pts., per doz. 2.20
NO AGENTS
Office: Cor. 12th and Market Sts.

Produce Market

THURSDAY AFTERNOON

BUTTER.

California creamery, extras		29
" " firsts		27
" " seconds		26
" dairy, extras		
" " firsts		
" " seconds		
Store butter		14
Storage		
" Creamery extras		25
Pickled		22
Keg	18	19

EGGS.

California Ranch white	26	27
" " mixed colors		25
" Gathered,		26
Standard		
Seconds		
Eastern, selected		
" Standard		
" Seconds		
Storage, Cal., Selected		
" " Standard		
" " Seconds		
" Eastern Selected		
" " Standard		
" Seconds		

CHEESE

California full cream		13
" choice	11	11½
" common	Nominal	
Young Americas	12½	
Eastern full cream	14½	15
Oregon		

POULTRY.

Turkeys, young live	19	20
" old gobblers	18	19
Dressed Turkeys	24	25
Roosters, young, per doz	5 00	6 50
" old "		5 00
Hens	5 00	6 00
Fryers, per doz	5 00	6 00
Broilers, per doz, large	4 50	4 50
" " small	3 50	4 00
Ducks young	5 50	6 00
" old	4 00	5 00
Pigeons, young	1 50	2 00
" old	1 00	1 25
Geese' per pair, old 2.25 2.50; young	2 50	2 75

BEANS AND PEAS.

Small Whites	3 25	3 50
Large "	2 55	2 65
Pea Bean	3 25	3 50
Pink	2 50	3 75
Horse	2 50	3 00
Red	5 00	5 50
Kidney	5 00	5 50
Lima	4 50	4 50
Bayos	2 50	3 10
Butter (large)	3 50	3 75
Black Eyes	2 60	2 70
Dried Green Peas, per 100 lbs	2 25	2 50
" Niles " " " "	2 25	2 50

POTATOES AND ONIONS.

Early Rose, new	1 35	
Burbank, new	1 00	1 50
Salinas old	1 00	1 50
Oregons old		
Merced Sweets	1 00	1 25
Yellow onions	2 25	3 00
Red (new)		

FROM THE FRONT.

Continued from page 10.

The Ohio delegates, sixty-one strong, want Mr. Green for president. I find an almost unanimous sentiment in favor of Mr. Stulz among the delegates from the outside. It was remarkable to see the confidence that has been inspired in the eastern grocers by the quiet and business-like methods of our California leader.

It looks as if Niagara Falls would be the choice as the next convention city.

F. B. Connolly.

THE NATIONAL CONVENTION.

The convention at Cincinnati was interesting and enthusiastic throughout and 300 delegates protested their loyalty to the organization again and again as the opportunities were offered.

The officers chosen were as follows:

President, John A. Green, Cleveland, Ohio.

Vice President, Lawrence F. Padberg, St. Louis, Mo.

Treasurer, Henry W. Schwab, Milwaukee, Wis.

Secretary, Fred Mason, St. Paul, Minn.

Director (three years), C. J. Kramer, Little Rock, Ark.

Niagara Falls was chosen for the convention in January, 1906.

President Farlinger delivered an able address. Among his suggestions were the following:

That ways and means be devised to raise sufficient sum to place the association on an independent financial basis.

That the organization help the manufacturers who have helped them by assisting in securing the passage of the National Pure Food Bill now pending in the Senate.

That the efforts of the association for the next year be directed entirely towards strengthening the local and state associations already organized and that the funds available for organization be divided pro rata among their various associations by the officers of the national.

That a uniform rating card be adopted and an interchangeable rating system be arranged for the benefit of the affiliating organizations.

Frank B. Connolly was made a member of the Committee on Credentials.

The entire country will be pleased with the selection of Niagara Falls for the convention of 1906, both because of the advantage which will accrue to the organization from having the convention in New York State, and because it will show the appreciation of the National Association for the splendid liberality of the Natural Food Co.

There were 2700 covers laid for the banquet. Secretary Fred Mason presided as toastmaster. There were nine tables the length of the hall, which is 225 by 137 feet.

A POWDERED STOVE POLISH.

Sixty thousand samples of X-Ray Stove Polish are being distributed through San Francisco by R. A. Holcomb & Co. This is a powdered stove polish that does not burn off and will not dry up and rust in the box. It is so far superior to the old stove polish that it has absolutely taken the market by storm wherever it is introduced and samples put into the hands of the housewife invariably result in future business.

Since there is no waste, a 5c package of X-Ray polish really costs less than two 5-cent tins of other pastes or liquid polishes.

Twenty thousand samples have already been distributed in San Francisco. Although only two weeks have been spent in its introduction, nearly 100 of the leading grocers of the city have the X-Ray Stove Polish in stock and appreciation of its quality has been so immediate that Mr. Holcomb has been forced to limit his sales to jobbers to barely sufficient to fill their actual needs until the arrival of another car, which is now en route.

The X-Ray Stove Polish is put up in two sizes. The 5-cent tins cost $1.50 per quarter gross and the 10-cent tins cost $2.50 per quarter gross.

As an inducement for the first order, a half dozen packages is given free with every quarter gross box of each size of X-Ray Stove Polish. It can readily be seen that the prices at which these goods are sold to the retailer leaves him a handsome margin of profit.

As soon as San Francisco has been sampled, the work will be extended to Oakland and other cities of the State.

HAVE YOU NOTICED all these Signs around Town?
WUNDER BEER
It shows that most of the Grocers keep what people ask for—WUNDER BEER
If YOU don't, wake up phone to our bottling works and they will send their man to see you.
Phone South 1098

WIELAND BROS.
121-123 Clay Street San Francisco
Importers and Commission Merchants
SPECIALTIES—Imported and domestic Swiss Cheese, Limburger, Brick Cheese, Edam, Roquefort, etc.; Mackerel, Codfish, Holland Herrings, Olive Oil, Spanish and California Olives, all kinds of Sausages and other delicacies.
SOLE AGENTS for Sierra Cheese, German Breakfast Cheese, Brie, Camenbert, Schloss, Kronen and Neufchatel Cheese.

SOUTHERN PACIFIC
SUNSET ROUTE
Rock Island System
COMFORT LOVERS
Prefer to make their Eastern journey on the greatest of all Southwestern trains
GOLDEN STATE LIMITED
Daily service from San Francisco and Los Angeles to Chicago without change via El Paso and Kansas City.
SOUTHERN PACIFIC & Rock Island System.

FOR THE BEST RESULTS.
Ship your dressed Turkeys, live Turkeys, and Poultry to the
POULTRYMEN'S UNION.
We guarantee top market prices, immediate cash returns, full weight, and full count. Choice dressed Turkeys are selling today as high as 24c per pound. We guarantee to dispose of all the choice stock that you can send us at the extreme market price—so please ship us all you can.
Large Hens, Ducks, Geese, Broilers, dressed and live Turkeys are wanted badly. Send us as large a shipment as possible.
We still have 500 cases of **CHOICE EXTRACTED COMB HONEY** on hand. We would be pleased to have you call and see it, or mail us an order.
Choice Eggs are also higher and wanted. Can use 25 to 50 cases to good advantage. Please write us immediatelyand mention this paper when you write. **POULTRYMEN'S UNION.**
322-324 Front St., S. F.

WILLIAM E. HARM
Kartuffel-Buhr
183-185 Valencia St. Near 13th
Tel. Folsom 1911
Wholesale Dealer in POTATOES, ONIONS BEANS, EGGS Etc., Etc., Etc.

WITZEL & BAKER, Commission Merchants
Telephone Main 718
314, 316 BATTERY ST., SAN FRANCISCO, CAL.
Fancy Creamery Butter and Ranch Eggs Our Specialty



WILLIAM CLUFF COMPANY

WHOLESALE GROCERS

SOLE AGENTS

SAN FRANCISCO CAL.

IRVINE STANTON COMPANY

WHOLESALE GROCERS

Farm and Dairy Produce

Consignments from Interior Merchants Solicited

211-213 Clay St. San Francisco, Cal.

REMOVED

PATRICK & CO., RUBBER STAMPS

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One block south of old location.

Try **LAVARINE** For Washing

Highest Grade Package Goods for Family Trade

ROYAL AND QUEEN'S TASTE

(1 lb packages) (¼ lb cartons)

Macaroni, Vermicelli and Spaghetti

ROYAL ITALIAN A. B. C. PASTE, in 1 lb papers
GOLDEN GATE EGG NOODLES, in ¼ lb papers

For Sale by all Jobbers



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Why Write Upside Down?

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Everything about it Up-to-date

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THE LIFE OF GASOLINE

The vital element of gasoline is the gas. If this gas has been allowed to escape, the gasoline is "stale" or "flat" and your customer becomes dissatisfied.

THE REMEDY

Buy a high quality gasoline and store it underground and thus keep it at a uniform temperature, using the

Bowser Long Distance Gasoline Storage Outfit

It is absolutely evaporation proof and so retains the high quality of your gasoline.

It is absolutely safe and is permitted by the Insurance Companies.

It is convenient, gasoline being pumped and measured directly into your customer's can without the use of measure or funnel.

It is economical, as it prevents loss thro' evaporation and spilling.

Full information free. Ask for Catalog "88"

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GAMBRINUS BREWING CO'S

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Select Pilsener LAGER BEER.

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Douglas Street, bet. 17th and 18th

SAN FRANCISCO, CAL.

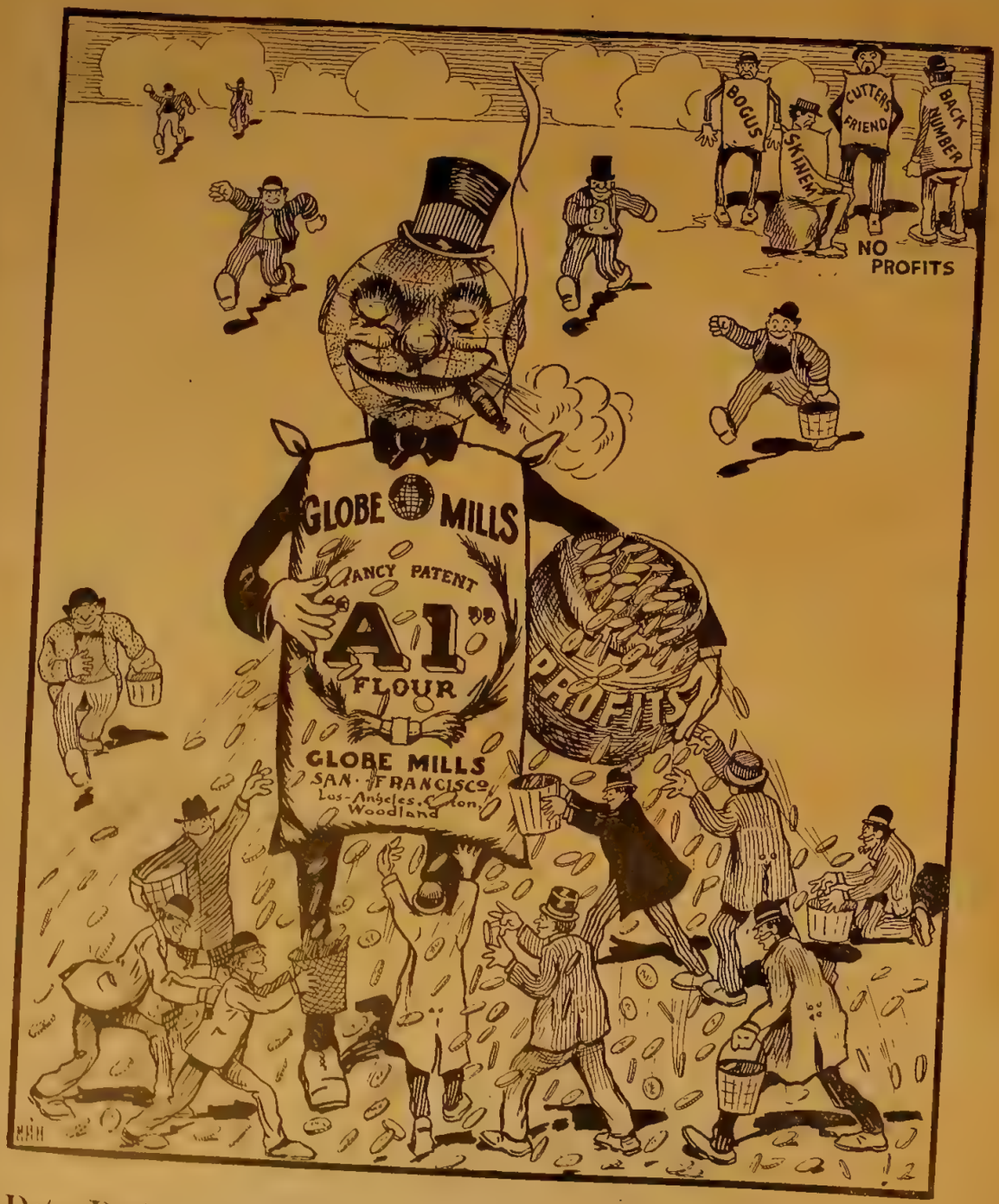
For Health and Strength



DAMIANA BITTERS

Grocers Get Profits!

"A1" --- BEST ON EARTH --- "A1"



"A1" --- BEST ON EARTH --- "A1"

Up-to-Date Dealers appreciate the Protection of the Retail Selling Price

"A1" --- BEST ON EARTH --- "A1"

Our "A1" Flour is made of Eastern (hard) **Wheat,** mixed with California's Best. This makes it the **Strongest and Best Family Flour** on the California Market.

GLOBE GRAIN AND MILLING CO.

MONTGOMERY AND CHESTNUT STS., SAN FRANCISCO, CAL.

Telephone Bush 759.

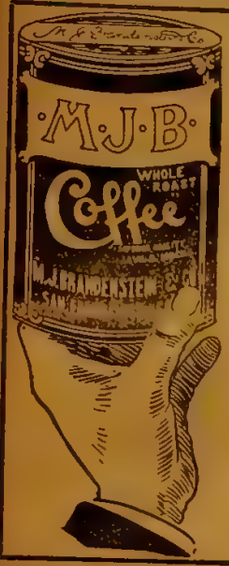
(Please mention the ADVOCATE to Advertisers. It helps us materially.)

THE RETAIL GROCERS ADVOCATE

A. H. POWERS, Editor
W. A. KRAG, Manager

SAN FRANCISCO, CAL., FEBRUARY 10, 1905

Vol. 10, No. 6



M·J·B·COFFEE
SELECTED WISDOM

FORGIVE YOUR ENEMIES
BUT
DON'T FORGET THE LESSON

Your Trade Will Always Remember You Kindly
If You Give Them
M. J. B. COFFEE

A Powdered Stove Polish



DOES NOT BURN OFF

No Drying Up or Rusting in the Box.

Special Deal. — On initial orders we pack ½ dozen packages free in every ¼ gross box of each size of **X-Ray Stove Polish**

5c. Size, per Box, ¼ gross — Costs $1.50 — Sells, with ½ doz free, for $2.10
10c. Size, per Box, ¼ gross — Costs $2.50 — Sells, with ½ doz free, for $3.70

Manufactured by X Ray Stove Polish Co., Passaic, N. J.

R. A. HOLCOMB & CO.,
Agents
20 Pine Street - - - - San Francisco, Cal.

IXL - Kapp and Street - W.G.M.

TAMALES

IN
KEY-OPENER CANS



LESLIE STERILIZED SALT

PURE AND WHOLESOME.

REMEMBER THE NAME WHICH STANDS FOR QUALITY.

It pays to get the best value for your money, for when you sell the goods they are sold and the order repeats without explanation or excuses on your part.

FREE RUNNING
For Table
Cartons, 48/2s, 24/3s, 20/5s to Case
Caddies, 50/2s to Case.

C. E. WHITNEY & CO., Agents 715-717 Hayward Bldg. San Francisco, Cal

LESLIE SALT
SAN MATEO CALIFORNIA

VELVET GRAIN
For Kitchen
In Bales containing 180 lbs. net of Salt — 70/2s, 50/3s, 40/4s, 30/5s, 15/10s, and 8/20s



McCRAY
REFRIGERATORS
AND COOLING ROOMS

THE ONLY REFRIGERATOR THAT AFFORDS A
COLD, DRY CIRCULATION
ABSOLUTELY NO SWEATING.

Sold on Easy Payments — Write for Catalogue, List of Users, Etc.

BECK-WAKEFIELD COMPANY, GENERAL AGENTS
122 Market Street, San Francisco, Cal.

GET QUANTITY PRICES

AND BUY AS YOU NEED THE GOODS.

WE WILL PREPAY THE FREIGHT

on First Shipment (only), whether it be ONE or TEN Barrels

This is to interest you in our

VINEGAR

SPECIAL OFFER

Until MARCH 1st, 1905, we will allow a REBATE of 1 Cent per Gallon on 5-bbl. Orders, and 2 Cents per Gallon on 10-bbl. orders. Vinegar can be taken as needed and paid for as received and we Prepay Freight on the First Shipment (only.)

THIS IS NOT A CONTRACT.

Date.....

PACIFIC VINEGAR AND PICKLE WORKS,
126 Davis Street, San Francisco, Cal.

Gentlemen: — We are prepared to purchase.....barrels of Vinegar *during the ensuing twelve months* and desire to make a contract whereby we are allowed to take the vinegar *as we need it* and receive a *rebate* in accordance with the terms of your *special offer*.

Please send us prices, etc., with regard to the following:

VARIETIES OF VINEGAR

(Indicate the Number of Barrels of each kind You Can Use.)

"CALIFORNIA HOME" BRAND						
Pure Apple Juice	Gen. Riesling Wine	White Pickling	Ex. Triple light or dark	Crystal	Com'l Cider	Com'l Wine

It is expressly understood that the Pacific Vinegar and Pickle Works are to PREPAY FREIGHT on the FIRST SHIPMENT (ONLY) — whether of 1 or 10 barrels.

Signed.....

Address .....

WE GUARANTEE

Price If on their arrival you do not find **OUR VINEGARS** to be **ABSOLUTELY the BEST VALUE** you have ever bought **FOR THE MONEY,** we will accept ANY PRICE **YOU** may name for the goods

Quality We guarantee **ABSOLUTE PURITY** and that **OUR VINEGARS** will **MORE THAN COMPLY** with the **Pure Food Laws** of **ANY** STATE.

We own and operate the **largest,** the **cleanest,** and the **most modernly equipped** Vinegar and Pickle Works in the West.

Pacific Vinegar & Pickle Works

SAN FRANCISCO, CALIFORNIA

Kindly mention *"Grocers Advocate"* when replying to this ad.

Retail Grocers' Advocate

CALIFORNIA RETAIL GROCERS' AND MERCHANTS' ASSOCIATION — OFFICIAL PAPER — RETAIL GROCERS' ASSOCIATION

Vol. 10 — SAN FRANCISCO, CAL., FEBRUARY 10, 1905 — No. 6

Published Every Friday by
ADVOCATE PUBLISHING CO.
Frank Connolly .....Vice-President
Aaron H. Powers, Secretary and Treas

Subscriptions:
One Year $2.00
Single Copies ..... .10

PUBLICATION OFFICE:
456 MONTGOMERY STREET.
Rooms 413-414. - Tele. John 2601

Entered at the Postoffice at San Francisco as Second Class Matter.

Points to Watch

CANNED TOMATOES—
Advices are that prices are probably at the bottom notch now.

CANNED CORN—
Heavy stocks and poor quality promise demoralized prices for some time to come.

DRIED FRUITS—
Apricots and peaches are scarce both here and in the east and prices have begun to go up.

ALMONDS—
Choice imported are in small supply and will be hard to get till new crops arrive.

CANNED SALMON—
The Canadian government has decided to stop fishing during 1906 and 1908. The Puget Sound canners expect to secure similar legislation.

FRENCH OLIVE OIL—
Advances of about 25 per cent are predicted for new crop by eastern advices owing to scarcity.

MAPLE SUGAR—
Unfavorable climatic conditions have resulted in a poor run of sap in the maple producing states.

GUM CAMPHOR—
Crude stocks in America are about exhausted and advances are predicted.

VINEGAR—
Quantity prices and prepaid freight with price and quality guaranteed is the offer on page 2 of the cover.

"A1" FLOUR—
Every sack of "Globe Mills" flour a grocer sells pays him a good profit and saves him from the necessity of selling a sack of flour without a profit..

CHEESE—
Martin's has made several advances during the past two weeks Jobbers have been selling at prices below what they will be able to purchase for.

ELEGANT DISPLAY.

Major Burrows Pacific Coast representative of E. M. Schwartz & Co., has a beautiful display of Flor de Lovera and little Loveras in Dan P. Carter's window 842 Market. These cigars are clear Havana.

IMITATE POPULAR GOODS.

C. R. Spivalo & Co have sued L. R. Polesta for $10000 [illegible] and [illegible] junction preventing infringement of trade marks. C. R. Spivalo & Co. use the word "royal" on its packages and on the end of the boxes the words "Quality Tells." The defendant's infringement is said to consist of the use of the words "Quality Tells" together with a [illegible] imitation of the Spivalo package.

Grocers Get Flour Profits.

Dealers in Bay Cities Selling Brands That They Handle to Advantage

MISLEADING STORIES EXPOSED

By J. F. Paulding, Secretary Pacific Coast Grocers' Association.

Reports received at the office show that the grocers of the bay cities are realizing more and more that if they are to secure a profit on their flour they must show their appreciation of the stand the Globe Grain & Milling Co. and the Standard Flour Co. have taken. We are also pleased to note that J. C. Westphal & Son of Oakland have listed the following brands:

"White Foam" and "Bay City" at $1.30 per sack.

The grocers of Alameda county should give every consideration to the Westphal people and give them the same support as they do to the other flours which are protected. Every sack of these flours they sell adds to their profits and brings nearer the day when they will get a profit on every sack of flour they handle.

Any grocer in Alameda county who handles flour at the present time without a profit, has only himself to blame, since the Globe Grain & Milling Co, Westphal & Son and Standard Flour Co., with their different brands of flour, enable them to satisfy the demands of every class of customers. By active help now, they make it an object for these mills to give them continued protection.

False and Misleading Stories.

There have been statements going round that there was personal feeling on my part in this matter. I desire to say that such is not the fact.

Speaking from a personal standpoint I wish to say that the managers of the Sperry, Port Costa, Stockton and American Milling Companies are as gentlemanly and pleasant as anyone would care to meet. I have no personal feeling in this matter. I would be very much pleased to have them give the grocers the profit to which I think they are entitled and thus enable me to advise the grocery trade to push the sale of their brands.

I would take as much pleasure in asking the grocers to push their goods as I now like in urging the grocers to push the brands that are being protected at the present time. By virtue of my office, I am compelled to request grocers to push the brands of flour on which the manufacturer has established the retail selling price and agrees to maintain it by cutting off cutters. My Board of Directors requires it and our by-laws require it and all the resolutions passed by the Pacific Coast Retail Grocers' Association and the affiliating organizations require it also.

I [illegible] herewith a copy of a card which was issued by the Sperry Milling Company of Los Angeles on January 6th. This is an exact duplicate of the original, which can be seen at this office at any time. It will be noted that they publish in this list the [illegible] as well as the retail [illegible] on their flour:

SPERRY FLOUR CO.,
Angelus Mills
Los Angeles, January 4, 1905.
After this date our net wholesale [illegible] will be as follows:

Continued on page 23, col..3

Funds Running Short

More Money Necessary for Expenses of the Association's Legislative Campaign.

(By Acting Secretary J. F. Paulding.)

LATEST FROM SACRAMENTO.

(*Special Telegram to the Advocate.*)

Sacramento, Feb. 9.—Keane's Anti-Trading Stamp bill has been favorably reported by the committees of both houses. The trading stamp companies made a hard fight before the Assembly Committee and it took two hours of discussion to secure a recommendation that the bill pass.

Beardslee's bill to make the wife's separate property responsible for necessaries of life has passed the Assembly with only one unfavorable vote and is now in the Senate Committee.

Our last measure to have a payment renew an account and have the time of outlawing begin from the last item has been introduced by Mr. Muenter of Stockton in the Senate. It will be introduced in the Assembly today. J. F. PAULDING.

The merchants of the state should remember that such a legislative campaign as is being conducted by the California Retail Grocers' & Merchants' Association is quite expensive. We therefore suggest that any merchant who wants to help should send any amount he desires to Secretary Frank H Connolly, 456 Montgomery street, San Francisco, for the purpose of helping bear this expense. The money is giving out faster than it comes in and since this campaign is in behalf of the merchants, all should help the same.

That this meets the opinions of some of the Advocate's readers will be under [illegible] by a perusal of the following letter from E. Michelbacher of Riverside, which is one of many that have been received up to the present:

I herewith enclose you check for $2.00 to help in getting the bills through this session and hope it may prove the mascot and we get what we are after.

Down here we are getting a good soaking and if the good stuff keeps coming down we'll all wear diamonds and get "webfooted" but then we don't care as it is only about once in 15 years we get the pleasure of [illegible] diamonds outlook. Prospects are [illegible] for crops and business and hope "U ones" will share same with us.

Yours truly
E. MICHELBACHER

The Keane Anti-Trading Stamp, Anti-Coupon Bill has been passed to third reading in the Senate and is coming up in both Senate and Assembly this week.

The trading stamp people have a Frisco lawyer lobbying against the bill but we are working hard and expect to see it pass both houses by a good majority. If you have not written your representatives, do so.

The Mutual Fire Insurance Bill has been introduced in the Senate by Hoyt

(Continued on Page 28.)

Convention Lessons.

Vice-President Connolly Writes an Interesting Review of Outlook for the National.

Frank H Connolly vice-president of the "San Francisco Retail Grocers" and secretary of the "State Grocers' Association," returned last week from Cincinnati, where he had attended the Convention of the "National Grocers' Association" as delegate from San Francisco.

Mr. Connolly has in preparation a full report of the convention. He has sent to the Advocate a letter in which he expresses his views as to the outlook for the National.

Mr. Connolly thinks the National Association can be made of great use to the grocers of the entire country. He expresses himself as being disappointed at the results of the Cincinnati Convention or rather at the lack of results. This, he says, was due largely to the fact that there was no definite plan offered by the managers of the National for the discussion and arrangement of plans of national value and importance. The individual delegates coming together without previous [illegible] were not in position to present such plans nor would there have been time for the development of them had the program outlined been carried out.

Mr. Connolly is one of the thinking men in the grocery business. He is not satisfied with merely finding fault, but offers ideas as to what might be done to better conditions. We consider his letter a very valuable contribution to the literature of organization work among retail grocers.

It is as follows:

San Francisco, February 6, 1905.

Editor Advocate—I considered my report of [illegible] as a delegate to the "National Grocers Association" at [illegible] valuable one.

The value did not come so much [illegible] the one [illegible] at this convention as it did from showing me what enormous possibilities we have [illegible] of the character [illegible] the conventions of the National Retail Grocers Association of the United States.

The prime necessity for making a national convention of retail grocers [illegible] one great policy in which [illegible] be equally interested.

I understand that in the conventions [illegible] the meetings are intended [illegible] some measure that would result in the establishment of such a [illegible] policy. I am convinced that in none of the national conventions has this result been achieved. I must also [illegible] my regret that we arrived no nearer to conclusion at the convention in Cincinnati. The great motive for the convention at Cincinnati was, [illegible] I could see, the election of [illegible] set of officers. The details of [illegible] are of more interest to the delegates than anything else, and no



The way to make
New Consumers:—

THE
Hustling Merchant

makes it a rule to

Get them to try **Snider's**

knowing that

Snider's Is Sure to Please.

Snider Advertising
serves to impress
on the memory
of the consumers
the worth of
Snider Quality.

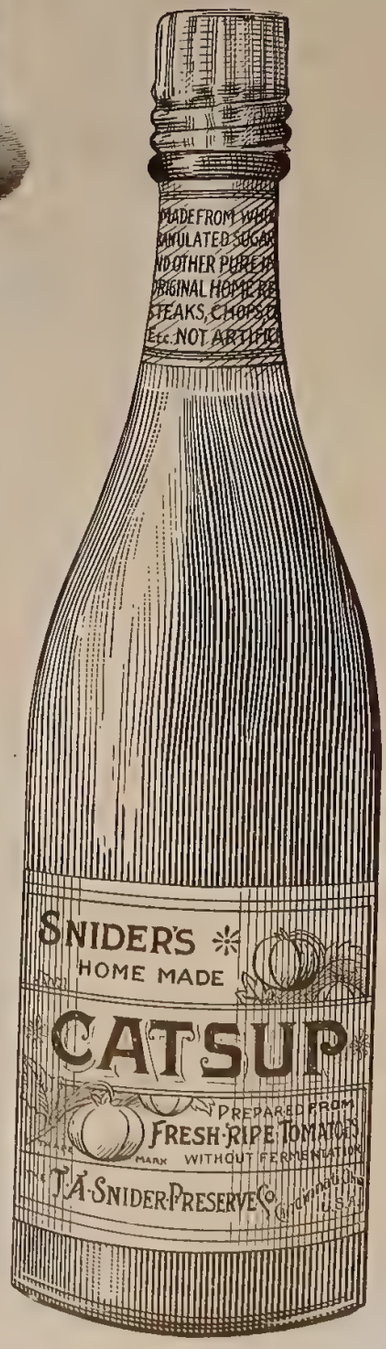
Write for prices to

SPOHN - PATRICK COMPANY

Agents

16-22 Front St., San Francisco

When mailing orders
mention the name of
your wholesaler.....



Grocers Seeking
Patronage
and
Profits

on Catsup should carry
The Leading Brand

SNIDER'S

Snider's Catsup is
Pure as Fresh Tomatoes.
Just enough spice
To make it taste nice.

The Snider Flavor

is not easily forgotten
by refined tastes.....



question as to a national policy was brought up and discussed.

Hope for the Future.

I think that this can be changed at another convention.

There were numerous articles of value and general interest read by thoughtful men. None of them touched matters of vital national importance, however. All were of local and incidental value only.

I do not want to be misunderstood as saying that what has been accomplished in the past was not of considerable value.

The work of the National Association in influencing national legislation is of interest and value. The work of the National Association in discouraging the giving of premiums is also of interest and value. These things, however, are of only incidental interest to the grocers of the Union and should be only incidental in the great work of the National.

I think the men intrusted with the management of the "National Grocers' Association" can study with much value the history of the "National Druggists' Association." That association through many years sought to "find itself," as the Grocers' Association has been seeking to find itself. During this period the per capita tax of the members of the "National Druggists' Association" was 25 cents per year per member, which was paid without any great amount of enthusiasm by a small proportion of the druggists of the country.

The "National Druggists' Association" found that a combination of the retail druggists of the United States would represent a sufficient strength as distributors of the proprietary articles to make the manufacturers of such willing to fix a fair retail selling price therefor and refusing to sell such goods to firms that might cut their price.

This movement was of value and interest to most of the manufacturers as well as to every retail druggist of the country.

Retailers Became Interested.

As soon as the management of the National Association began to develop this policy, which would help every druggist in the land they were enabled to increase their dues. As a result, the retail druggists of every part of the Union now pay, and pay gladly, $4 per year each to the "National Druggists' Association," and the organization is self-supporting. What is more, each member of the "National Druggists' Association" finds that his $4 per year is a good investment since it serves to restrain the cutters of the big cities and makes it easier for the druggists of the smaller communities to get a full price on those staples which cannot be cut in the larger cities.

The "National Druggists' Association," as part of its work, devotes considerable attention to national legislation and other matters of general interest to the drug trade. These are only part of the "by profits" of the organization.

As far as I can see, this is the only one great national policy open for a great national organization of retail grocers. The relations of jobbers and retailers must differ in different sections. Mutual Fire Insurance is a local issue varying in different states. Legislative necessities are of temporary and changing interest. The suppression of premium schemes is not of sufficient material value to warrant the maintenance of a great and expensive machine like the "National Grocers" Association.

I think the National Association is not now performing the work that would make it of the greatest possible value both to the retails grocers and the manufacturers of the country, who have contributed so liberally towards its support.

Suggestions for Betterment.

I wish it understood that I call attention to the weaknesses of our "National Grocers' Association" only because I feel that we can take advantage of our experiences of the past to make our organization of the fullest value.

I would suggest to the management of the "National Grocers' Association" the following methods of insuring value to those delegates who may attend the 9th annual convention at Niagara Falls in 1906:

The national secretary could outline fully those matters which he may deem of vital national importance. He could send a letter to each state president and each national officer asking their opinion as to the comparative values of the policies suggested.

There should be a distinct understanding that certain portions of each day of the convention should be devoted to the discussion of plans as to how to make effective the policy that the majority might deem most essential.

While there should be papers and general entertainment, those papers and the entertainment should be merely incidental to the great work of the convention, which should be the establishment of a practical working plan for the National Association and the designing of a system by which the great influence that can be exerted by our National Association should be used for the betterment of the affiliating members and the manufacturers of the United States.

National Secretary's Opportunity.

As a matter of fact, the national secretary could begin at once, through correspondence with the various state presidents, to seek information as to what the association managers in different parts of the Union consider essential for the National to take up. In these communications he should submit his ideas as to what he thinks the National might do and seek a concensus of opinion from as many states as possible in order to submit them for the judgment of the Executive Committee.

In this way, I feel certain that the "National Retail Grocers' Association of the United States" can be made of enormous value to the grocers of every part of our great country. I wish to add, too, that while I feel the "National Grocers' Association" can be made of enormous value I also consider that should the program of 1905 be repeated in 1906 and the time of the delegates be spent in junketing and politics, that it would not pay the grocers of the Pacific Coast to send delegates across the continent.

MEMBERS NOT DOING AS THEY AGREED.

Soon after the organization of the Pacific Coast Retail Grocers' Association, a petition was circulated in several cities on the Coast. The signers of this petition agreed to push the sale of goods on which the manufacturer established and maintained a retail price.

Hundreds of grocers signed this petition. And it would seem that where prominent grocers who have been in business for years, and have had to confront cut prices, would do as their signatures would imply, yet it is a galling fact that there are several prominent grocers in Oakland, San Francisco and Los Angeles who signed this agreement who today have not a can of Schilling's Baking Powder on their shelves. Every brand sold is one which the manufacturer has taken no steps whatever to protect. Even though this is a remarkable fact, it is true and is almost enough to weaken the most ardent association worker, let alone a firm like A. Schilling & Co., who have always had the best interest of their trade at heart. One dealer who had signed the petition even went so far as to say: "Oh, Schilling [illegible] that to create favor." Of course they do. They would have been foolish to have taken such a step unless they thought they would create favor among the grocers. We surely could not ask them to protect their price if it was going to create disfavor. These merchants perhaps could not discontinue the sale of the present brand all at once and satisfy their customers, but the least they could do would be to put in stock some of Schilling goods in order to show their appreciation of Schilling's generous effort to protect them, as well as to show they intend living up to what they agreed to. This is what makes the work of our association hard. It is very unjust for a retail grocer to petition a manufacturer to do a certain thing and then he does not live up to it. We hope we will have less cause to complain of this in the future.

A trade unorganized is a trade unprotected



SPOHN-PATRICK COMP'Y
Pacific Coast Agents
10-22 Front St., San Francisco, Cal.
Branch Houses:
Los Angeles Portland Seattle
Denver Salt Lake City

A MATTER OF HEALTH
ROYAL
BAKING
POWDER
Absolutely Pure
HAS NO SUBSTITUTE

All Grocers should carry a full stock of Royal Baking Powder. It always gives the Greatest Satisfaction to customers, and in the end yields the larger profit to the Grocer.



PROFIT BY OPPORTUNITIES.

Advantages That Average Dealers Might Have in Winning and Holding Trade.

Too often the average retail grocer forgets the fact that his customers are his neighbors and friends. Yet this fact makes up a very large portion of his stock in trade.

Because the neighborhood grocer is able to meet and know his customers, he is able to secure their confidence not only in his integrity but in the honesty of his goods.

Every dealer owes it to himself to see that he makes the best of the opportunities that arise from this fact.

It is according to the standing the grocer establishes with these neighbors of his, who are his possible customers, that he succeeds or fails.

If he has their good will and their confidence, he will have their trade and it will continue in spite of the blandishments and special offers of big stores many blocks removed.

If he trifles with this confidence by selling them goods of inferior quality because there is a little more profit to him, and if the goods he offers are not such that he can safely "money back" them, he is injuring his hold upon these customers.

This is too important a matter to allow of delay. Every dealer should look over his stock now. If he has anything which he cannot recommend without hesitation, he should put it in the background and advance the goods of whose quality he is sure and of the stability of whose prices he has the manufacturer's guarantee.

These two reasons combine to make "Schilling's Best" of enormous value to the grocery trade of the Pacific coast.

The retail dealer is able to "money back" the goods and in this way secures the confidence of his trade as to their quality.

He is protected by A. Schilling & Co. in the retail selling price and this guarantees that the customer will be satisfied with the price, since there will be no cutter advertising the same goods as a "special" for a little less money.

OAKLAND GROCERS MEET.

Flour Profits, the National Delegate and the Collection Bureau Cause an Interesting Meeting.

Secretary Reed of the Alameda County Grocers' Association reported at the meeting on Monday evening that J. A. Westphal & Sons had listed "Bay City" and "White Foam" flours at $1.30 (leaving a margin of 15c per sack for the retailer) and would not sell to cutters. He was instructed to inform the state secretary and have the brands added to the state protected list.

Mr. Reed also reported that there was a strong feeling among the Alameda county grocers in support of the movement to convince the other San Francisco mill that they should give the grocers the same protection being accorded them by the Globe Grain & Milling Co. and Standard Flour Co. In his rounds among the members, he found that nearly all of them were pushing the flour on which they got a fair profit and were selling as little as possible of the flours of the mills who were not trying to control cutters.

Duncan Gets Legislative Funds.

Harry Duncan was the only one of the committee appointed to secure legislative funds who was prepared to report. Mr. Nor, of Eiben & Nor, and himself had collected $89 from his district, which is anything but the best in the city.

He reported that the mercahnts of his part of the town were glad to contribute towards the movement which was given them so much for so little.

J. F. Paulding acting secretary of the State Grocers' Association, made an interesting report of progress. In the course of his remarks he said that the grocers of California, Oregon and Washington should hold to strict account for the cutting of their goods, manufacturers who sold direct to retailers since these firms had it in their power to control the price of their goods if they so desired, as did A. Schilling & Co.

He explained that it would be harder to control the goods of those manufacturers who distributed them through the jobber. He pointed out that one of the gravest problems before the grocers was as to how they could prevent the wholesaler from stepping in between the retailer and the manufacturer and preventing the manufacturer from protecting the retail grocer in his profits.

Mr. Paulding quoted the experience of the Sapollo people, showing that while the fight was a long one yet the manufacturer who so desired would be able to force the wholesale grocers into line.

Mr. Warnke made a very interesting repot of the national convention at Cincinnati, which was listened to with close attention. He gave a resume of the proceedings of the convention and also of the resolutions that were passed.

Mr. Warnke reported that in Atlanta, Ga. the grocers had had the same trouble with the mills that we are now having in the bay cities. The fight of the retailers was taken up by their local paper and it was largely through their efforts that success was achieved. As in San Francisco, the mills promptly took their advertisements away from the local trade paper but when the mills finally realized they had made a mistake, they were glad to replace their advertisements, since they had to admit that the action of the paper was really a help to them.

The mills had become so convinced that the movement was in their favor that today they are paying to the Association a rebate of 5c per barrel on the flour sold to members. A local soap company is contributing 5c per box on soap sold to members. The sums so raised made the Association financially independent and enabled the management to give the members splendid results.

Mr. Fox, of Hall, Schaertzer & Robertson, spoke briefly but pointedly in regard to the services their establishment would be glad to give the retail grocers of Alameda county. Secretary Reed favored the retention of this firm as collectors. On motion of Harry Duncan, a committee of three was appointed to examine into the details of the proposition made by Hall, Schaertzer & Robertson and report back at the next meeting.

PAYS FOR ITSELF.

A Good Refrigerator an Absolute Necessity in a California Grocery Store.

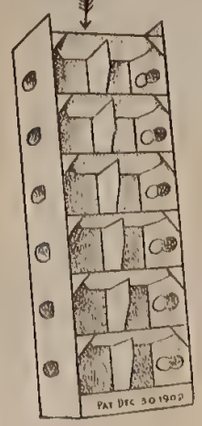
More than 150 of the leading grocers of San Francisco have put in a McCray Refrigerator. These refrigerators supply a cold, dry circulation which does away with any danger of sweating.

In the dry atmosphere of the Pacific coast such a refrigerator will save so much wastage in weight of cheese, butter, lard, hams and bacon that the refrigerator soon pays for itself.

The plate glass fronts on the refrigerators make them very attractive store ornaments and enable the dealer to display delicacies that would soon become stale and unsalable if left exposed to the air.

The general agents for the Pacific coast of the McCray Refrigerators are the Beck-Wakefield Co. 122 Market street. These refrigerators are sold on easy monthly payments. Dealers who have not supplied themselves should write for descriptive catalogues lists of dealers who have already purchased, etc. We would ask that those of our readers who write will mention the **Advocate** since by so doing they will help us greatly.

CARTON, SET UP



3 More Stores Get In Line

That's the record this past week!

Sooner or later we're going to count you in too.

We're offering samples free and a circular telling of the advantages of using Ferguson Egg Cartons.

By the way, that plan whereby a store in San Jose in two months' time increased its net profits on eggs ten dollars a month—that plan will fit your business too.

You've got to say yes if you want it.

BLACK & FERGUSON,
Patentees,
San Jose, California.

WEMPE BROS.,
Sales Agents Central California,
127 Mission St., San Francisco

Quality

Counts before QUANTITY with shrewd buyers



—Our Goods are Always Satisfactory—

Helvetia Milk Condensing Co.
Highland, Ill.
San Francisco Office, 3 Calif'a St.

THIS IS THE TIN

NO STALE PACKAGE COFFEE ON YOUR SHELF

FRESH WHEN BOUGHT

FRESH WHEN SOLD

FRESH AND SMOOTH WHEN YOU DRINK IT



Sealed In a Vacuum. Always fresh
The Very Finest Breakfast Cup
Buy a 1 or 2-pound can of your grocer

California Retail
GROCERS' AND MERCHANTS'
Association.

Officers and Directors.

PRESIDENT.
C. B. Pearson.....Stockton

VICE-PRESIDENTS.
1st, L. Warnke.....Alameda
2d, George B. Doyle.....San Francisco
3d, B. A. Schmidt.....San Francisco

SECRETARY.
Frank B. Connolly.....San Francisco
J. F. Paulding.....Assistant Secretary

TREASURER.
J. Salomon.....San Francisco

DIRECTORS.
J. P. McGuire.....San Francisco
F. J. Eiben.....Oakland
J. A. Stulz.....San Francisco
J. S. Wixson.....Oakland
H. E. Jones.....San Jose

Honorary Vice-Presidents.
J. Salomon .....San Francisco
L. Warnke .....Alameda
J. A. Fazenda .....Los Angeles
A. A. Jost .....Sacramento
J. Gianelli Jr. .....Stockton
Geo. Jessen ..... Watsonville
A. Jacobs ..... Whittier
A. B. Ross ..... San Jose
Henry Mourot .....Redwood City
A. Hall .....
....Los Nietos and Cerritos Valleys
A. E. Finnell ..... Sebastopol
M. A. Pace ..... San Bernardino
W. H. Smith .....Nevada City
L. Sinsheimer .... San Luis Obispo
A. Weil ..... Modesto

456 Montgomery St. Rooms 413-414
San Francisco, Cal.

PRICE LIST.

We give below the articles on which the manufacturers have established a retail price. These prices are for common points like San Francisco, Los Angeles, Portland, Seattle, and all terminal points. Where freight is paid it should be added to prices quoted if the nature of the goods will permit. Every association on the Coast has the privilege of listing these goods, as the manufacturers thereof have bound themselves to see that these prices prevail in California, Oregon and Washington.

Baking Powder.

Schilling's 1-lb.	45c
Schilling's ½-lb.	25c
Schilling's ¼-lb.	15c
Rumford 1-lb.	30c
Rumford ½-lb.	15c
Rumford, 3-lb.	75c
Rumford, 5-lb.	$1.25

Breakfast Foods.

Grape Nuts, 15c	2 for 25c
Shredded Wheat Biscuits, 15c.	2 for 25c
Triscuit, 15c.	2 for 25c
Ralston Breakfast Food	15

Catsups.

"Our" Mothers, ½ pts.	15c
"Our" Mothers, pts	25c
Bishops' ½ pts	15c
Bishops' pts.	25c
Bishops' Chili Sauce, ½ pts.	15c

Cereals.

3-H. Mush	10c

Cereal Coffee.

Fig Prune Cereal	25c
Postum Cereal, large	25c
Postum Cereal, small	15c

Cocoa and Chocolate.

Lowney's Cocoa, ½-lb.	25c
Lowney's Ground Chocolate, 1-lb.	30c

Coffee.

Wedding Breakfast, 1lb. tin	30c
Ponce De Leon, per lb.	40c
Golden Gate, 1-lb. tins	40c

Crackers.

Bishops' Princess Sodas, 1 lb.	10c
Bishops' Princess Sodas, 3 lbs.	25c

Creams.

Carnation, per can	10c
Carnation, 6 cans	55c
Carnation, 1 doz.	$1.10

Flour,
Globe Grain and Milling Co.

"Al" Flour, 50-lb. sacks.	$1.40
"Banquet" Flour, 50-lb. sacks.	1.35
Silver Star, 50-lb. sacks.	$1.25

Standard Flour Co.

Summit Snow, 50 lb. sack	$1.35
White Foam –50-lb. sack	1 30
Bay City—50-lb. sack	$1 30

Del Monte Milling Co.

Del Monte Meals, 10 lb. sacks.	80c
Del Monte Graham, 10 lb. sacks.	35c
Del Monte Whole Wheat Flour, 10 lb. sacks	40c
Semola, 4-lb.	25c
Semola, 2-lb.	15c
Nutty Grains, 4-lb.	25c
Nutty Grains, 2-lb.	15c
Cream Flaked Oats, 15c; 2 for.	25c
Peacock Buckwheat Flour, 3½-lb.	25c
Peacock Buckwheat Flour, 3-lb.	20c
Peacock Buckwheat Flour, 1½-lb.	15c
Cal. Flapjack Flour, 2-lb.	15c

Lye.

Red Seal Lye, per can	10c
Red Seal Lye, per doz.	$1.10

Peanut Butter.

Heron's Peanut Butter	25c

Salt.

Shaker Salt, per pkg.	10c
Leslie Round Caddies, 2-lb.	10c
Leslie Cartons, 2-lb.	10c
Leslie Cartons, 3-lb.	15c
Leslie Pockets, 5-lb.	10c
Leslie Pockets, 3-lb.	5c
Leslie Cartons, 5-lb.	20c

Soap.

Sapolio, 10c, 3 for.	25c
Miller's Naptha soap.	5c
Monkey	05c
Sunlight	05c
Lifebuoy	05c

We would urgently request grocers to notify us promptly of any instances where the above prices are not being maintained.

Pacific Coast Retail Grocers' Ass'n,
J. F. PAULDING, Secretary.
456 Montgomery St. Rooms 413-414
San Francisco, Cal.

COMPLAINT DEPARTMENT.

Grocers are invited to send to this office complaints of abuses that they suffer from. We will see that the matter is referred to the proper sources for correction. Among the abuses to be considered are:

1. Cutting of listed goods.
2. Selling to consumers by jobbers, etc.
3. Short weights and short measures.
4. Any abuse which united effort might abate.

ADDRESS
RETAIL GROCERS' ADVOCATE
456 Montgomery St. Rooms 413-414,
San Francisco, Cal.

Note—The "S. F. Retail Grocers" have a Grievance Committee of which Chas. Suss is Chairman to attend to local complaints.

A CHANCE TO SAVE.

Careful Grocers Can Secure Quantity Prices on Vinegar and Save Freight Money.

Their advertising money is to be spent with the retail grocers by the Pacific Vinegar & Pickle Works.

In order to interest the dealer in their vinegar, the quality, price and value of which is absolutely guaranteed in every respect, the Pacific Vinegar & Pickle Works is making the liberal offer by which they can secure quantity prices on their vinegar and yet buy as they may need it. Details of their plan are given on page 2 of the cover and should interest every careful retail grocer.

The guarantee of quality given by the Pacific Vinegar & Pickle Works is most sweeping. It is seldom that any vinegar works can assure their customers that their goods will stand the test of any pure food law in the Union.

Their guarantee of price is unique. They leave the question of the price to the honor of the retail grocer. Their guarantee is that if the dealer does not find the goods absolutely the best value for the money he has ever received (quality considered) that they will accept any price he may fix upon the goods as his idea of what the value really is.

In order to induce as many retail merchants as possible to take advantage of this offer, without delay, the Pacific Vinegar & Pickle Works agrees to prepay the freight on the first shipment the dealer may order during the month of **February.**

The **Advocate** takes pleasure in assuring its readers of the complete responsibility of the Pacific Vinegar & Pickle Works and assures them that the offer on page 2 is a bona fide special offer and made in good faith. Dealers who can use 5 barrels or more of vinegar can correspond with the Pacific Vinegar & Pickle Works to their great advantage. We would ask our readers to mention the **Advocate** when writing.

WANTED—By an active salesman, a hard worker, position in country general merchandise store. Familiar with all branches. California experience, good reference. Don't drink, don't pray. Attends to business and saws wood. Let me work for you a month and I will stay with you years. Pay me what you find I am worth. I want no more. Address Clerk, care **Advocate.**

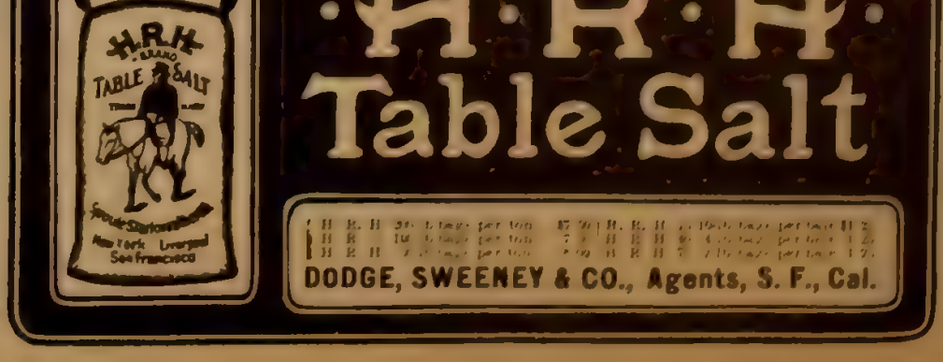
DAN O'CALLAGHAN
REAL ESTATE
AND
INSURANCE
BROKER
City Agents
Liverpool & London & Globe Ins. Co.

Telephone, Main 523N

22 Montgomery St., San Francisco

(Mr. O'Callaghan was for many years a member of the firm of O'Callaghan Nelson & Co.)

PACIFIC STORE AND OFFICE FIXTURE CO. INC.
TEL. BLUE 2671
F. A. OEHM, Pres
Store Fixtures
DESIGNERS AND MANUFACTURERS OF
STORE, OFFICE AND BAR FIXTURES
3253-3259 SIXTEENTH ST.
San Francisco



News of the Coast.

CALIFORNIA.

Santa Barbara — The co-operative store organized about five years ago and located at 18 West De la Guerra street, has about decided to go out of business.

Redlands — The Enterprise grocery has ben purchased by F. A. Morgan of B. Schmidt, who for the past three years has owned the establishment. The store will be run at its present location.

Pasadena—Improvements and alterations costing over $1000 have just been completed by the Pasadena Grocery Co. A lease has been taken for the second story of 141-143 East Colorado street, a broad stairway built from the center of the room and a stock of chinaware and crockery, also kitchen utensils, has been placed on the upper floor. Haywards & Miller have sold their business to Work and Schilling.

Covina—E. A. Rich has purchased the grocery stock of Bell & Aschenbrenner. He will be located at Citrus and Badillo streets.

Dolgeville—The grocery and general store of the Dolgeville Mercantile Company has changed proprietors, Lindsay & Degroote having sold the same to M. B. Blauvelt, who has taken possession.

Pacific Beach—McCrary & Parmenter have put in a complete stock of general merchandise.

Los Angeles—J. R. Newberry & Co. has erected a 4-story brick building on the southeast corner of East First and Vignes streets. It will be used as a storage depot for seven of their grocery stores.

Redding—Charles Jacobson has sold his grocery store business on Market street to A. Rummelsburg, lately of Sacramento.

Uplands—M. L. Showaler of Showaler & Sons, who purchased the McCulloch Grocery, is seriously ill with appendicitis.

Oakdale—S. M. Sampson will move his stock of groceries and provisions into the I. O. O. F. building about February 15th.

D. D. Smith representing the Rochdale Co-operative Company, is in Oakdale. There is considerable talk of establishing a store under that system here.

San Francisco—C. R. Spivalo & Co. have brought suit against L. R. Podesta for $10,000 damages for infringement of copyright. It is claimed by the plaintiff company that the defendant has made improper use of a macaroni trademark. An injunction is also sought.

Merced—G. W. Ford has purchased the interest of J. P. Berry and R. M. Boney.

ARIZONA.

Wilcox—Chamberlain and Hawkins are erecting a new grocery and feed store of their own.

Hollister—Owen Hubbard disposed of his grocery store on Saturday to Messrs. Ryan and Howell, of Snelling, Merced county.

Stockton—Messrs. J. N. Harrison & Sons will open a new grocery at the corner of Channel and California streets on or about the 15th of February. This firm will carry a full line of groceries and delicacies. Mr. Harrison, his wife and family have arrived here from the State of Missouri, where he conducted a grocery business for many years.

WASHINGTON.

W. C. Warren has succeeded Lee Moody, grocery at Bremerton.

A meeting of the creditors of E. R. Neighbor, general store at Fall City, was held last week.

Johnson & Lundquist are reported starting a grocery at Hoquiam.

C. Atkinson has succeeded E. J. McSherry, cigars at Garfield.

Feist & Bachrach, drygoods at Tacoma, have incorporated.

C. W. Bowers is starting a grocery at Tacoma.

P. B. Prior, grocery at Spanway, has received a discharge in bankruptcy.

J. W. Lawton has succeeded Lawton & Churchill, grocery at Spokane.

Spencer & Pyles are reported buying Dobler Bros.' grocery at Sumner.

The grocery stock of the estate of S. A. Seas, grocery at Tacoma, has been advertised for sale.

C. O. Ginrich has succeeded C. O. Ginrich & Co., grocery at Centralia. Mr. Ginrich is also owner of a grocery at Chehalis.

The Commercial Grocery Co. at Tacoma has admitted W. Ostron as partner.

A. E. Quessett has succeeded A. T. Shell & Co., grocers and meats, Spokane.

W. C. Warren has purchased Lee Moody's grocery store at Bremerton.

Knair Bros. have succeeded Gilbert Bros., Seattle grocers.

Johnson & Lindquist have opened a grocery store at Hoquiam.

OREGON.

Sutherland & Neal succeed Sutherland & Gear, London grocers.

The Alder Street Bakery & Grocery Co. has incorporated at Portland.

IDAHO.

The Pocatello Cash Grocery Co., Pocatello has dissolved, M. A. Hendricks taking the East Side store and Hyde Pond & Woodland the West Side.

Ask our Salesmen about it, or write for Descriptive Circular and Price List.

THE KEYSTONE STEEL MAT

The **ONLY** Mat that is satisfactory for **ALL** purposes. Lays perfectly flat on the floor. Never rusts, warps or breaks. Is reversible. May be rolled up like an ordinary piece of matting. Will last a lifetime. The genuine



THE IDEAL BAR MAT

KEYSTONE Steel Mat

has been placed in several thousand public buildings on this Coast. It is used in the street cars of the leading railroads and on the war ships of the United States Navy. We have references galore. For further particulars address the Pacific Coast Agents,

SPOHN-PATRICK COMPANY 16-18-20-22 Front Street, SAN FRANCISCO

LOS ANGELES GETS BUSY.

J. K. Newberry Points the Way for the Grocers of Southern California.

Although the night was stormy, 65 grocers attended the special meeting called by the Los Angeles Retail Grocers' Association last week to consider legislative matters and the progress being made by Mr. Paulding in his great work for the rehabilitation of the prices of leading staples.

Strong resolutions were passed condemning the Wright bills, No. 250 and 276. A petition protesting against these bills will be forwarded to Sacramento with the signatures of practically all the grocers of Los Angeles.

Mr. Newberry Talks Pointedly.

In discussing the work being done by Mr. Paulding, J. R. Newberry said:

"I read the other day that the president of the bankers' association said at the last meeting of that body that the trouble with the banking business in America was 'unintelligent competition.' If it is true of bankers it certainly is true of grocers.

"In Los Angeles, there were more failures in the grocery line proportionately than in any other city in the world and unintelligent competition was the reason.

"I have done as much to disrupt prices in Southern California as any other one man, but I have learned, and we have all learned, that there is room for us all to work intelligently.

"Mr. Fazenda got up the idea of securing fixed prices from the manufacturer. Slowly this idea was rounded out and made effective and I and other merchants were brought to see that it was feasible and to the mutual interest. Our association has been a success, and as I said above we are watched and patterned after by the other associations of the state.

All Should Help Lift.

"Now, gentlemen, there are four men who lean while one lifts.

"It is our duty to lift."

"We have been successful and we should give our assistance that others may succeed on the Pacific coast.

"Our Pacific Coast Association has appointed me a member of the advisory board and has instructed that each member apoint four others to assist him. I have appointed Mr. **Posten** of Pomona; Mr. **Stevens** of Carr & Stevens, Los Angeles; Mr. **Bradford** of Stockwell & Bradford, also of Los Angeles, and Mr. **Hinkle**, of Anaheim. They are doing all in their power both financially and by giving up their valuable time toward the forwarding of this work.

"And, gentlemen, we want your assistance also.

Worthy of Their Help.

"The Pacific Coast Association may not be of any great value to us today but it surely will be some day. It deserves our help. We should do all in our power to strengthen it for the time will surely come when we can say to our northern brothers, 'We are in trouble and we need your support.'

"Tonight the Pacific Coast Association needs financial support for carrying on its campaign for right legislation. This legislation will effect every merchant in the state and this call merits your giving."

In response to this appeal those present subscribed liberally and sufficient money was pledged to assure a fund of $500 to be placed in Mr. Paulding's hands for the furtherance of this work.

When a retail grocer is, for any reason compelled to sell any manufacturer's goods below what it costs him to deliver them to his customers, he has the choice of two things: First, selling some other manufacturer's goods correspondingly higher, which is an injustice to other manufacturers, or he can bear the loss himself in a general way, which is an injustice to himself.

AGAINST THE TRUST.

Local Tobacco Dealers Devise Ways and Means to Meet Their Enemy.

A largely attended meeting of the Independent tobacco dealers was held at Eagles' Hall, 731 Market street, last Thursday evening.

Charles Mattheas of 1430 Market created some excitement by rising and requesting that all emissaries of the trust be requested to leave the meeting.

As no one made a move, Mr. Mattheas accused Edward Gillen, a retailer, of not arising. When matters calmed through the intervention of wise counsel, the meeting proceeded to transact business.

It was decided that cards be printed with the words "Independent Store," the same to be displayed in a conspicuous place by Independent tobacco dealers.

The announcement made by President Parry that he had been instrumental in preventing the trust from securing several stores in the city was received with great satisfaction.

ENGAGEMENT ANNOUNCED.

Harry E. Long and Miss Georgia Bogue to be Married in the Spring.

One of San Francisco's popular young men, Harry E. Long, has announced his engagement to Miss Georgia Bogue of Stockton. Harry is the son of J. M. Long of the well-known firm of the Long Syrup Refining Company. The date for the wedding has not been given out as yet, but it is quite likely the marriage will take place in the near future. Harry, who is connected with his father's firm, has a host of friends owing to the fact that he is possessed of a genial and happy disposition.

DENY THE ALLEGATION.

Goldberg, Bowen & Company have filed an answer to the suit brought by Dr. Susan J. Fenton to recover $13,366. The plaintiff had her collarbone broken in a collision with the firm's delivery wagon. The defendant denies the accusation that the accident was due to their negligence or its employe's. It is alleged the accident was caused by the careless manner in which the doctor was driving her horse when the accident occurred.

California's Choicest Food Products

GRIFFIN EXTRAS



SOUPS

Mock Turtle
Tomato, Cream of Celery, Vegetable, Tomato Okra, Mullagatawny, Chicken Gumbo, Consomme, Puree of Lentil, Clam Chowder, Beef, Cream of Asparagus, Puree of Pea, Oxtail Bouillon, Chicken, Julienne, Puree of Bean.

Each tin makes a quart of soup by adding 1½ pints of water.

Send us your order and mention your Jobber's name.

Spohn - Patrick Company
Sales Agents
16-22 Front St., San Francisco

ESCONDIDO, THE PROGRESSIVE

Escondido is one of the most ambitious of the smaller towns of the south. If its papers are to be believed, it has certain vices of the big cities it could do without. There are two leading stores, those of Steiner & Co. and the Stevenson Bros. Co. Steiner & Co., in the "Times" of February 2, advertises:

"Special Savings Sale."

"We sell all the people, all the line, al the time."

"Remember—we give Premiums and our original features in this line are a resistless temptation to others, but they cannot equal our offerings and are but proving our claims to the best methods."

In an introduction to prices advertised on hams, lard and cottolene, they say:

"These offerings are for consumers only and not for other stores to buy here."

In the same issue, Stevenson Bros., under the catch line "The Store That Sells For Less," advertises 10-cent packages of Schilling's Best Soda at 5 cents. Unfortunately, they chose Cottolene for their "Saturday and Monday only" cuts, and advertise large pails at $1.05 and medium pails at 45c, while Steiner advertised the same goods at $1.00 and 40c.

The prices on the specials at both stores net a loss for the sales made. It is hard to see where these two big firms, which naturally control most of the trade, anyway, and both of which have expensive, modern equipment, are to secure their compensation.

Mr. C. A. Bell, secretary of the Portland Association, reports renewed interest in the association since receiving copies of our last report.

We have received information that the cracker companies are going to hold a meeting soon to arrange a consumers' price on their product.

Bond System
OF
Retailing Staples



For Particulars, write

BOND SCALE CO.
210 East Second St.
LOS ANGELES, CALIFORNIA

Attracting Trade

TAKE SOME INTEREST.

See That Your Windows Are Neat--The Trust Does.

There are dealers who claim to be opposed to advertising on account of the expense and who assert that they trust to the quality and prices of their goods to make trade for them.

It will be found as a rule, however, that these dealers who take no interest in others forms of advertising, are the very ones who neglect the comparatively inexpensive but highly effective, means of advertising through the medium of window displays.

The dealer who does not advertise in other ways seldom cares how his show windows look, whether filled with out of season goods or covered with dust and he generally employs clerks who are as thoroughly indifferent as he is himself.

A dealer need not advertise all of the time, remarks "Tobacco," but there is no excuse on earth, except laziness why he should not keep his show windows filled with seasonable goods and timely window bulletins to catch the attention of the passerby.

This article at the present time is very appropriate, and there are dealers whom it fits. An excellent lesson is placed now before dealers by the United Cigars Co. The Advocate has time and time again called attention to the fact that clerks and proprietors are both careless regarding their window displays. Such a window as put up by the Trust draws a vast amount of attention, and it now behooves local cigar and tobacco men to be up and doing and meet the Trust stores with equal prettier window displays. They should even go further and place before the general public a window show far better than that presented by their competitors, the Trust. By so doing they will soon ascertain that customers will gradually ignore the Trust and patronize the dealer who succeeds in getting up an artistic and original design with inducements that will draw patrons into their place of business. In consequence their profits will be larger and their sales greater.

A bright, cheerful store has a good effect on the entire store force. They work better, and the customer feels more amiable in that kind of a store than in the gloomy sort.

TO AID PORTO RICO.

Governor Winthrop, of Porto Rico, is at present in Washington, D. C., and is doing everything in his power to aid the island. One of his favorite schemes is the restoration of the coffee industry to its former state of prosperity. In furtherance of this plan, he has secured promise of the War and Navy Departments that in the awarding of the contracts for the furnishing of coffee to the enlisted forces of the army and navy, the preference in the selection will be given to the Porto Rican coffee provided the bids are the same. As these contracts amount to a considerable sum, Porto Rican coffee growers are jubilant over the prospects attached thereto. The Spice Mill.

It is not our desire or intention to antagonize manufacturers, wholesalers or non-association members, but rather to merit their assistance and co-operation. We consider the work to be undertaken of interest to all and should be accepted accordingly.

It will be noted by referring to the drawing in this publication that we have arranged for an executive committee in the various communities on the Coast. These committees have already been arranged in California and some of the localities in Washington and Oregon.

PERSONAL MENTION.

L. Baron Senoski, manager of the Baron Shoe Company, who has been on a visit to Byron Springs, has returned and is registered at the Grand Hotel. He will leave Sunday for Portland.

NOTES.

Experience is a good teacher, providing we profit by it.

Association means creating new conditions and having them attended to.

No association means demoralized prices, indiscriminate credits and long accounts.

RAINIER BEER

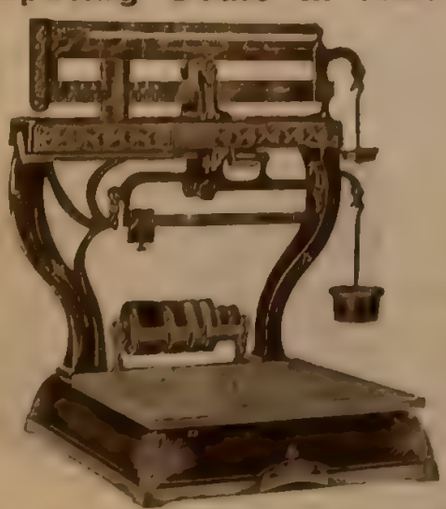
Popular! Why?

Because it is really good.

Only Choice Materials
Used in its Manufacture.

JOHN RAPP & SON, AGENTS
Phone South 473.

$39.00 BUYS THE BEST
Computing Scale in America



Patents sustained by U. S. Courts and Patent Office.

Saves the Grocer 60c per Day

Write for particulars.

Not Made or Sold by the Trust.

Sold by Wholesale Grocers and Hardware Dealers.

Standard Computing Scale Co., Ltd., Manufacturers
DETROIT, MICH.

Original and Big Can. A Dainty and Popular Cream Commanding



A Fair Price

Its Superior Quality Is Recognized Wherever Sold.

Further Proofs of

Lily..... Cream's

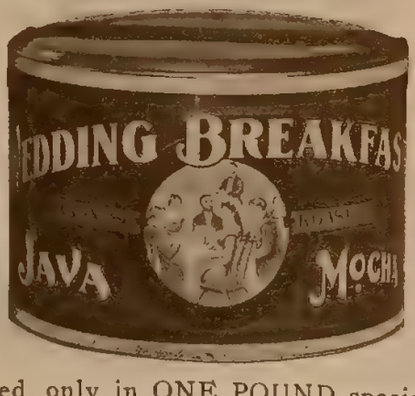
Worth are the many imitations, both in size of can and private brands (offered as just as good) that are being constantly placed upon the market by unscrupulous competitors.

For Sale by All Jobbers

Wedding Breakfast COFFEE (AND IT SELLS)

SELLS ON MERIT
THAT'S WHAT PLEASES YOU

Roasted 5250 Feet Above Sea Level



30c FOR EVERY CAN 1 Pound

Packed only in ONE POUND specially Designed Cans. NEVER sold in Bulk.

NASH-SMITH TEA AND COFFEE **CO.**
DENVER — ST. LOUIS
ESTABLISHED 1864.
FRANK B. PETERSON, SAN FRANCISCO

WITH WORDS AND DEEDS.

In his annual report to the Chicago Grocers' Association, its president, Sol Westerfeld, who was retiring after two terms of active service, said:

"The month of May will never be forgotten by those who were fortunate enough to attend the national convention at San Francisco."

When the California delegates reach Chicago Mr. Westerfeld and his associates showed that these were no mere idle words and now the California delegates are saying:

"The month of February will never be forgotten by those who were fortunate enough to be the guests of the Chicago grocers on their way to the Cincinnati convention."

COLORADO'S PROUD RECORD.

There were 88 delegates at the recent state convention of Colorado. In speaking of the results of the past 12 months, the "Tribune" says:

"It took a defunct institution and has made it one of the most successful associations in the United States.

"With a handful of loyal members to start with, it has organized an association in every town and hamlet in the state.

"It has developed an insurance department that is a monument of honor to its directors and a source of great personal pride to every stockholder.

"It has established a sugar card covering every store within the broad confines of Colorado, and this sugar card is netting 10 per cent. profit to every merchant on every dollars worth of sugar that he sells, and 10 per cent. profit on money paid the retail grocer for sugar will amount to $222,000.

"We say, without fear of successful contradiction, that this $222,000 profit on sugar has kept the sign hanging over many a store in Colorado that, had it not been for this profit, would today be dragged down and the former owner of it be marked upon the books of the jobbers and manufacturers of Colorado as a 'Bankrupt.'"

TRADING STAMP DUPLICITY.

Double Dealing Brought to Light Through Legal Action in Philadelphia.

Sperry & Hutchinson Co. have brought suit against 16 Philadelphia grocers to restrain them from buying green trading stamps through brokers or others.

The 16 retail grocers have employed an attoney to defend them. Through this attorney numerous retail merchants have been forced to testify as to what stamps cost. The fact was developed that the Trading Stamp Co. has no regard even for its own patrons. They would supply large dealers with stamps at $1.50 per thousand and then make other smaller dealers in the same neighbohood pay from $4.50 to $6.00 per thousand.

The 16 unfortunate grocers claim that they were forced to buy stamps in self-defense. Some of them had been refused trading stamps by Sperry & Hutchinson and found they were losing trade because immediate competitors were distributing stamps to their customers. It seems odd that retail merchants should have suffered so long from a concern like the Trading Stamp Co., which seems to devote itself to abuse of its own customers.

PETALUMA, BEWARE!

The Petaluma "Argus" says:

"Joseph L. Jerg, representing the Union Coffee Company of San Francisco, was here on Monday arranging for placing a couple of agents in the local field and if the business justifies will probably open a local branch for the well-known house in the near future."

This firm is made up of a number of coffee peddlers. The Petaluma grocers should see to it that their representatives are licensed as heavily as the law allows.

HAVE YOU NOTICED all these Signs around Town?

WUNDER BEER

It shows that most of the Grocers keep what people ask for—WUNDER BEER If YOU don't, wake up phone to our bottling works and they will send their man to see you.
Phone South 1098

JOHN D. BULLWINKEL GEO. M. AHRENS GEO. H. PEIN

Ahrens, Pein & Bullwinkle
WHOLESALE
Liquor Merchants
620 Post St., bet. Taylor and Jones
Sole Proprietors

O. K. "Royal Stag"
Kentucky Bourbon



"Chief Tonic" AND "Old Pal"
Kentucky Bourbon
Agents for the Celebrated Olympia Pale Lager, Olympia, Wash.

NATIONAL CASH REGISTERS
Sold on Easy Monthly Payments.
PIERCE & CO.
14 Turk Street, San Francisco, Cal.



J. F. Cutter Whiskey
IS THE BEST SELLER FOR THE RETAILER ON THE MARKET

E. Martin & Co.
Sole Agents
54 FIRST STREET
San Francisco

LASH'S KIDNEY & LIVER BITTERS
CURES DYSPEPSIA

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Each of these departments in this Price List is checked up and corrected every week by two or more reliable authorities on values. More than thirty wholesale houses co-operate with us to secure for our List the greatest accuracy possible.

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COLUMN 1.

Department 1.

COFFEE, CHICORY, ETC.

Green Coffee.

Mocha, Genuine Arabian	18	21
No. 2	17	18
No. 3	16	
Kona (Hawaiian)	19	18
Mexican	12	13
Java, common	15	18
Java, brown plantation	20	25
Caracol, prime washed	13	16
Caracol, ordinary	13	14
Guatemala	11	17
Costa Rica	12½	16
Salvador	10¾	12

Roast Coffee.

Salvador	12	20
Costa Rica	16	20
Java	24	31
Mocha Aden	27	31
Prme W shd, C. A. Blends	19	24
Good C. A. Blends	12	20
Ordinary Blends	12	12

Private Brands.

Royal Java Roast	13
Lion, 100-lb	15.37
Arbuckle's, 100-lb	15.37
Arab, 1-lb tin	.13
Hill's Bros. Arabian Roast	.27

Schilling's Best Coffee.

	Tins: 30-lb p ice 60-lb case ¼ off		
	1-lb cartons	1lb tins	2lb 3lb tins
5-star	36¼	39¼	38¼ 38
4-star	29¼	32¼	31¼ 31
3-star	25¾	28¾	27¾ 27½
3-star Laquered (3-lb. tins only)			27½
2-star	22¼	25¼	24¼ 24
1-s ar	18¾	21¾	20¾ 20½

Cartons only in 25, 50 or 100 lb cases ca . be assorted as requited.

The Porto Rico Co.

Ponce de Leon, in bulk	26
Cream of Moca, 1-lb. cartons	25

Ground Coffee.

Hill's Bros. Arabian Roast	.27
Cafe des Gourmands	.25
Mexomoka	.15

Chicory.

California	6
Belgian	7
German, Genuine	8

Coffee Extracts.

Bulk, per lb.	.07
Vienna, ¼'s, 10-lb bx.	.25
Vienna, 1's, 10-lb. bx.	.25
Ackermann's, ½-gross bxs., gross	4 00

COLUMN 2.

Department 2.

TEAS.

Japan.

(Panfired, Sundried or Basket-fired.)		
Extra Fancy	56	74
Fancy	44	55
Extra Choicest	39	43
Choicest	34	38
Fine	24	33
Fair	22	24

Green China.

(Gunpowder, Imperial or Young Hyson.)		
Extra Fancy	55	76
Fancy	38	44
Choicest	35	37
Extra Choice	32	34
Fine	25	31
Fair	20	25

English Breakfast.

Extra Fancy	67	80
Fancy	51	66
Choicest	35	50
Choice	24	30
Fine	20	22
Fair	15	20

Oolong.

Extra Fancy	53	$1.50
Fancy	50	57
Extra Choice	36	48
Choicest	33	35
Fine	27	32
Fair	22	26

Ceylon and India

Broken Orange Pekoe	28	65
Broken Pekoe	33	56
Orange Pekoe	31	53
Pekoe	27	46
Pekoe Souchong	24	39

Schilling's Best Teas.

(Packed only in 16, 12, 8 and 4-oz. Cartons. Never in bulk.)

Japan, per lb.	.45
do, 1 crn., 90c; 2 crn.	$1.80
English Breakfast	.45
do, 1 crn., 90c; 2 crn.	$1.80
Ceylon	.45
do. 1 crn., 90c; 2 crn.	$1.80
Oolong	.52½
do, 1crn., 1.05, 2 crn.	2.10

TREE BRANDS.

(Pride of Japan, etc.)

Packed in 1 lb. and ½ lb. cartons

Japan	.37½
E. B. Congou	.37½
Oolong	.40
Gunpowder	.45
Ceylon	.40

COLUMN 3.

Department 3.

SUGAR AND SYRUPS.

The Western Sugar Refining Company quotes net cash prices as follows. Barrels are an advance of 10c, half barrels, 25c, boxes, 50c, 50-lb. bags, 10c.

Dry Granulated, 100-lb. sk	6 00
Fruit Granulated	6 00
Confectioners' A	6 00
Cube	$6 25
Crushed	6 25
Fine Crushed	6 25
Candy Granulated	6 10
Magnolia A	5 60
Extra C	5 50
Golden C	5 40
Beet D. G.	5 80
Bar Sugar, bbls.	6 35

¼ cent off for prompt cash.

Do.	½-bbls	6 60
Do.	40-lb. tins	7 70
Do.	30-lb tins	7 70
Do.	30 lb. boxes	6 85
Domino, 5-lb. cartons, 24 to cs		9 00

SYRUPS.

Saratoga Drips (Long's)	gal.	Gal.
50-gal. bbls.	$	48
30 gal. bbbls.		50
17 gal. bbls.		53
5 gal. jackets		2 76
4¼ gal jackets		2 52
2 gal kits		1 19
1½ gal. kits		91
1 gal tins		65

Pac. Coast Syrup Co.

Tea Garden Drips—	Case
10, 1 gal. tins	6 60
20, ½ gal. tins	7.40
24, ¼ gal. tins	5.28

Orange Blossom Drips.

6 1 gal. tins	per case	$2 40
12 ½ gal.	" "	2 60
24 quart	" "	2 60
36 2-lb.	" "	2 85
50-gal. bbls		33
28-gal. ½-bbls.		35

Molasses.

New Orleans.

Genuine Light, about 50 gals.	Doz.
bbls.	.50
Genuine Light, 30 gal, ½ bbls.	.52
Genuine Light, 15 gal. ¼ bbl.	.55
Genuine Light, 5 gal. kegs, gal.	.67

Pelican, 12 1 gal tins	9.60
Pelican, 30, ½ gal. tins	8.90
Pelican, 24, ¼ gal. tins	6.10

COLUMN 4.

Maple Syrup.

Woodlawn (Long's)	case. Case.
Gal cans, 10 to cs	$11 00
Gal. cans, 6 to cs	6 60
½ gal cans, 12 to cs	7 14
¼ gal cans, 24 to cs	8 10
10 gal. jackets, each	10 15
5 gal. jackets, each	5 11
4½ gal. jackets, each	4 63
Qts., glass, 12 in cs	4 60
Pts., glass, 24 in cs	4 90

Pac. Coast Syrup Co.

Toboggan—	Doz.
½ gal. tins, 2 doz. to cs	2.25
¼ gal. tins, 2 doz. to cs	4.00
½ gal. tins, 20 to cs	7.20
1 gal. tins, 12 to cs	13.20

"OLD MANSE"

—Absolutely Pure—

CANADIAN SAP MAPLE SYRUP.



	Doz. Price.
1 gal. cans, ⅓ doz. in cs.	$14.00
½ gal. cans, 1 doz. in cs.	7.50
¼ gal. cans, 2 doz. in cs.	4.25
⅛ gal. cans, 4 doz. in cs.	2.50
Qt. bottles, 1 doz. in cs.	4.50
Pt. bottles, 2 doz. in cs.	2.75
Decanters, 1 doz. in cs.	5.50
4½ gal. Jackets, per gal.	1.00

On each package we offer to forfeit $1,000.00 if found short in measurement or containing any impurities

Maple Sugar.

Vermont, gen. pure, abt. 20 1-lb bricks, per lb	.17
Vermont, gen. pure, abt. 10 2-lb bricks, per lb	.15½
Log Cabin, in 1, ½ and ¼-lb bricks, assorted in 25-lb pails per lb	.15
Scudder's, in 1, ½ and ¼-lb. bricks, asstd, per lb	.14

COLUMN 5.

Department 4.

DRIED FRUITS, NUTS AND HONEY.

(Add ¼c for 50-lb boxes and ½c for 25-lb. boxes.)

Apples.

Sundried, sacks	4
Evap, fancy 50-lb bxs	7
Evap, ex. choice, 50-lb bx.	6½
Evap, choice 50-lb bx.	6

Apricots.

Choice Sacks	11
Fancy Sacks	12
Fancy, 25-lb boxes	12½

Blackberries.

In boxes, per lb	18

Cherries.

Pitted, in boxes, per lb	30
Unpitted, in boxes, per lb	11

Currants.

In bbls (tubs 85½)	6½
In mats, 50-lb	7
Recleaned, in bbls.	7
Recleaned 25-lb boxes	7½
Recleaned 50-lb boxes	7½
Recleaned 1-lb carts.	7¾
Recleaned 12 oz. carts.	6¾

Dates.

Fard, 14-lb, per lb (70-lb 7)	7½
Persian, 65-lb case	6

Figs (California).

Black, sacks	3½	5½
Black, 25-lb boxes, per bx.	1.20	1.40
White, bags	3½	5
White, 10-lb bx, per bx.	60	
White, 10 1-lb bcks, pr bx.	65	75

Figs (Imp. Smyrna.)

Fancy, 10-lb bx, per lb	18
Choice, 5-lb bx, per lb	16

Nectarines.

White	8½
Red	8

Peaches.

Choice, in sacks	10
Ex. choice, in sacks	11
Fancy, in sacks	12

Pears.

Choice, ¼'s, in sacks	10
Ex. choice, ½'s, in sacks	11
Fancy, ½'s, in sacks	12

Plums.

Unpitted	8
Pitted, bleached	9
Pitted, black	7

COLUMN 6.

Prunes.

	Sks.
30s-40s	7½
40s-50s	4¾
50s-60s	3½
60s-70s	3
70s-80s	2¾
80s-90s	2¼
90s-100s	1¾

Raisins.

	Box	½'s	¼'s	50 lb
6 Cr. Layers	3 25	—	—	—
5 Cr. Layers	2.50	—	—	—
4 Cr. Layers	1.75	—	—	—
3 Cr. Layers	1.30	—	—	—
2 Cr. Layers	1 25	—	—	—
4 Cr. Loose	—	—	—	05¾
3 Cr. Loose	—	—	—	05¼
2 Cr. Loose	—	—	—	04¾

Thompson Seedless, blchd, 60-lb boxes 8

Sultana Seedless, blchd, 48 1's, per lb..... 6½

Seedless Muscatels, 50-lb cases .....

Seeded, 1-lb cart..... 6¾

Seeded, 12-oz. cart..... 5¾

NUTS.

Almonds, fancy, I. X. L.	15-16
Almonds, choice, soft shell, Drake	12-13½
Almonds, shelled, No. 1.	32-35
Almonds, shelled, No. 2.	27-30
Almonds, shelled, Jordan, Imp	.38
Almonds, Jordan, D'm.	.37½ .40
Brazils, 210-lb sks, new	.14 .15
Chestnuts, Cal. Italian.	.09 .10
Cocoanuts, $4 100	4.50 5.50
Filberts, 175-lb sk	.13 .14
Peanuts, Japanese, hand picked	.05½ .07
Peanuts, roasted	.08 .09
Pecan, polished	.12½ .14
Pine	
Walnuts, hard shell	9
Walnuts, sft shll, No. 2	10¾ .11
Walnuts, sft shll, No. 1.	.13 .13½

COLUMN 7.

HONEY.

Water White, 2 5's, lb.	.07½
Light Amber, 2 5's, lb.	.06
Lt. Amber, 10 1 gal tins, gal	.75
Lt. Amber, 20 ½ gal tins, gal	1.00
Lt. Amber 2-lb tins, doz.	2.60
Lt. Amber, 16-oz. bots, doz.	1.35
Comb, 1-lb glass jars, doz.	1.75
Comb, 2-lb glass jars, doz.	2.90

Pine Apples.

	Per Doz.
2 lb., fancy sliced, E. & C., 2 doz. in case	2 50
2 lb. grated, 2 doz in case.	2 25
2 lb. shredded, 2 doz. in case Hawaiian	1 65

Johnson's—Columbia.

2 lb. sliced, 2 doz. in case.	2 30
2 lb. grated, 2 doz. in case.	2 30
1 lb. sliced, 4 doz. in case.	1 15
1 lb. grated, 4 doz. in case.	1 15
gal., coreless, 4½ lb. to tin, ½ doz. in case, per lb.	16
gal., grated, 7 lb. to tins, ½ doz. in case, per lb.	13
2 lb., sliced, Baltimore, 2 doz. case	2 25
2 lbs., grated, Baltimore, 2 doz case	2 25
1 lb., cocktail, Baltimore ovals, 4 doz. case	1 25
2 lb., sliced, Singapore, 4 doz case	1 75
3 lb., sliced, Singapore, 2 doz. case	2 40

Royal Hawaiian,
2-lb grated, 2 doz. case 1 80
2-lb sliced, flats, 2 doz. case 2 00
Tall, 2-lb sliced, 2 doz. case 2 00

COLUMN 8.

Dep rtm ent 5.

JELLIES, JAMS, ETC.

Griffin Extra Preserves.

Raspberry, strawberry, blackberry currant, loganberry, per doz. $1.80

Cherry, per doz. $1.80

Apricot, Damson, Fig, Gooseberry, Gage, Peach, Plum, Quince, per doz. $1.80

Orange Marmalade $1.75

Long's Preserves.

Strawberries, Raspberries, Blackberries, Loganberries, Cherries, Pineapples, Pears, Figs, in 20-oz. glass jars, 2 doz. in cs., per doz. $3 50

Apricot, Plum, Quince, Orange, Peach, in 20-oz. glass jars, 2 doz. in cs., per doz. 3 20

Asstd, 2 doz. in cs., per doz. 3 30

JAMS.

Curtice Bros. Co., Rochester, N. Y.

In 16 oz. Glass Jars.

Strawberry, raspberry, raspberry and currant, red cherry, white cherry, apricot, black currant, red currant, quince (sliced), peach (sliced), pear (sliced), blackberry, gooseberry, grape, green gage, egg plum, damson, pineapple marmalade, tomato marmalade, orange marmalade, per dozen, $1.95.

All above packed in cases of 2 dozen each.

COLUMN 9.

Long's Peerless Jams.

Strawberry, Raspberry, Blackberry, etc., in 16-oz. glass jars, 2 doz. in cs., per doz. 2 00

Long's Pure Currant Jelly.

Tumblers, 2 doz. in cs., doz. 2 00
30-lb. kits, per kit 3 00
15-lb. kits, per kit 1 75

Marmalades.

Orange (Dundee) 48-1's, doz. 2 75

COLUMN 10.

Apple Butter.

Heinz, 2's, 2 doz. in cs, doz. $2 25
Heinz, 3-lb stone crocks, doz. 4 25
Heinz, 4½-lb stone crocks, dz 6 50
Heinz, 18-lb. stone crocks, lb. 11

Peach Butter.

Heinz 4½-lb stone crocks, doz 9 00
Heinz, 18-lb. stone crocks, lb 14

Maraschino Cherries.

Long's, qts, 12 to cs, per cs. 6 50
Long's, pts., 24 to cs., per cs. 7 50

FRUIT	JELLIES 2 lb. Extra	2 lb. Stand	1 lb. Extra	Tumblers	Ex. Lunch 1 lb Glass	JAMS 2 lb. Extra	2 lb. Stand	1 lb. Extra	Tumblers	Ex. Lunch 16 oz. G/s Preserves
Apple	1 55	1 35	1 00	90 1 75	....	....	....	....	....	....
Apricot	1 55	1 35	1 00	90	1 60	1 35	90	90	1 80	
Assorted	1 55	1 35	1 00	90 1 75	1 60	1 35	95	90	1 80	
Assorted No. 2	....	....	....	.... 1 75	....	....	....	95	1 80	
Blackberry	1 55	1 35	1 00	90 1 75	1 85	1 60	95	90	1 80	
Cherry	....	....	....	....	....	....	....	....	....	
Crabapple	1 55	1 35	1 00	90 1 75	....	....	....	....	1 80	
Currant	1 75	1 60	1 10	90 1 90	1 85	1 60	95	90	1 80	
Damson	....	....	....	.... 1 75	....	....	....	....	1 80	
Fig	....	....	....	....	1 60	....	....	....	1 80	
Gooseberry	1 55	1 35	1 00	90 1 75	....	....	95	90	1 80	
Grape (Catawba)	....	....	....	1 75	....	....	....	....	1 80	
Green Gage	....	....	....	....	....	....	....	....	....	
Lemon	1 55	1 35	1 00	90	....	....	....	....	1 80	
Loganberry	....	....	....	.... 1 75	....	....	....	....	....	
Orange Marmalade	....	1 35	1 00	90 ..	1 60	....	....	....	1 80	
Peach	1 55	1 35	1 00	90	1 60	1 35	90	90	1 75	
Plum	1 55	1 35	1 00	90 1 75	1 60	1 35	90	90	1 80	
Quince	1 55	1 35	1 00	90 1 75	1 60	1 35	90	90	1 80	
Raspberry	1 55	1 35	1 00	90 1 75	1 85	1 60	95	95	1 80	
Strawberry	1 55	1 35	1 00	90 1 75	1 85	1 60	95	95	1 8	

CANNED VEGETABLES.

Asparagus "Griffin Extras" Mammoth	$
Large White	
Medium White	
White Tips	
Artichokes, 2's	3 00
Beans, Stringless "Extras"	1 40
Beans, Blue Lake	1 30
" " " gal	4 50
Beans, French, Kidney, 2-lb.	1.15
Beans, String, 2-lb	.75
Beans, String, gal	3.50
Beans, Lima, Soaked	1.00
Fancy Easter	1 85
Corn, Smith's Hulled, 2 doz. in case, per doz.	1.20
Hominy, Great Western, 3 lb	1.20
Corn, 2-lb, Western	.95
Corn, 2-lb, Maine	1.35
Dunbar's Okra, 2½-lb	1.80
Petit Pois, Griffin extra	1.50
Peas, Griffin extra sifted	1.25
Peas, Standard sifted	1.10
Peas, Standard Marrowfat	.95
Pumpkin, 3-lb.	1.37½
Spinach, 2½	1.75
Succotash, fancy, tins	1.40

Tomatoes.

	doz.
2's, Griffin's Ex. Solid Pack	$1.00
3's, Griffin's Ex., with peppers	1.05
2½'s, Cutting's Solid Pack	.90
2½'s, Cutting's Solid Pack, with peppers	.95
2½'s, Cutting's Standard	.72½
Gallon, Standard	2.25
Gallon, Solid Pack	2.75
Gallon, Puree	2.35

Department 6.

CANNED FRUITS AND CANNED VEGETABLES.

8 lb. Extras	2½ lb. Extras	2½ lb. Extra Standards	2½ lb. Standards	2½ Second	2½ Water	2½ Pie	KIND	Gallons Extra 3 lb. Grade	Gallons Extras 2½ lb. Grade	Gallons Extra Standard	Gallon Standard	Gallon Water	Gallon Pie
2 25	1 65	1 40	1 30	1 15	1 05	1 05	Apples	....	....	4 00	3 50	....	2 65
2 50	....	1 35	1 25	1 10	1 00	1 00	Apricots	5 75	5 00	4 50	....	2 75	2 40
....	....	....	....	....	....	....	" peeled	....	....	....	....	....	....
....	....	....	....	....	....	....	" sliced	....	....	....	....	....	....
2 25	1 70	1 45	1 35	1 20	..	....	Assorted	....	....	....	....	....	....
....	2 20	1 90	1 75	....	....	....	Blackberries	....	....	....	....	....	....
....	2 10	1 75	1 60	....	....	....	Cherries (Royal Anne)	....	....	4 25	4 00	3 75	3 40
2 80	1 90	1 75	1 60	....	....	....	Cherries (White)	....	....	....	....	....	....
2 00	1 35	1 20	1 10	95	90	90	Cherries (Black)	....	....	....	....	....	3 65
....	1 60	....	1 25	1 10	....	....	Grapes (White Muscat)	....	....	5 25	4 60	....	3 65
2 65	....	....	....	....	....	....	Nectarines	....	....	3 50	3 10	2 50	2 25
2 75	....	....	....	....	....	....	Peaches (Yellow)	6 50	5 25	4 60	4 25	....	....
2 75	....	....	....	1 40	....	....	Peaches (Lemon Cling)	7 75	7 00	....	5 00	....	....
....	....	....	....	....	....	....	Peaches (Lemon Cling Sliced)	7 75	7 00	....	....	....	....
2 65	....	....	1 55	....	....	....	Peaches (White Heath)	....	....	5 75	5 00	....	....
2 75	2 00	1 70	1 60	1 35	....	1 00	Peaches (White Heath Sliced)	....	....	5 25	4 75	....	....
2 10	1 45	1 20	1 10	95	90	1 05 pld	Pears (Bartlett)	7 00	6 25	....	....	....	....
2 10	1 45	1 20	1 10	95	90	90	Plums (Green Gage)	5 00	4 25	5 25	4 75	3 75	2 40 pld
2 10	1 45	1 20	1 10	95	90	90	Plums (Egg)	5 00	4 25	3 50	3 25	2 55	2 15 unpl
2 15	1 50	1 25	1 15	1 05	95	95	Plums (Gold Drop)	5 00	4 25	3 50	3 25	2 55	2 30
....	2 00	2 35	2 10	1 95	....	....	Plums (Damson)	3 50	3 25	2 55	2 30		
....	2 10	1 85	1 70	1 45	....	....	Raspberries	....	....	....	....	....	....
....	....	....	....	....	....	....	Strawberries	....	....	....	....	....	....
....	....	....	....	....	....	....	....	....	....	....	....	....	....

Department 7.

PROVISIONS.

Hams.

Eastern Standard, 17/19	.11½
Eastern Standard, 15/16	.11¾
Eastern Standard, 12/14	.12
Eastern Standard, 10/12	.12¼
Eastern Fancy	.12½ to .13
Local cure, all averages	.11¼ .11¼
Picnic Hams	.7½

Boiled Hams.

Skin on	.17½
Skin off	.19½

Breakfast Bacon.

Eastern Standard, 6/8	.14½
Eastern Standard, 8/10	.14
Eastern Standard, 10/12	.13½
Eastern Fancy	.16
Local cure	.14 .15

English Cured Bacon.

Eastern cure, 8-10	13
Eastern cure, 10/12	.12½

Dry Salt Bacon.

Clear medium Bacon	.10
Clear light medium	.10
Clear Lt. med. select	.10½
Light Belly	.12
Extra light Belly	.12½
Bacon Backs	.09¾
Bacon Bellies	.11½

Dry Salt Meats.

Sides	.09
Bellies	.10
Backs	.09
Fat Backs	.09

Barreled Pork.

	Bbls.	½-bbls.
Spare Ribs	$	
Family Pork	14.50	7.50
Clear Pork	19.00	9.75
Pig Pork	22.50	11.50

Barreled Beef.

Mess Beef	11.00	5.75
Extra Mess Beef	11.00	5.75
Family Beef	11.00	5.75
Extra Family Beef	11.50	5 50
Beef Tongues	25.00	13.00

Pigs Feet.

Tierces, about 300 lb.	$18.00
Barrels, about 200 lbs.	13.50
½ barrels, about 80 lbs.	5.00
Kegs, about 25 lbs.	2.10
Kits, about 15 lbs.	1.25

Honey Comb Tripe.

Tierces, about 300 lbs.	$17.00
Barrels, about 200 lbs	13.00
½ barrel, about 80 lbs.	5.00
Kegs, about 25 lbs.	2.10
Kits, about 15 lbs.	1.25

Sausages.

	Per lb.
Braunschweiger	17
Italian Salami	23
D'Arles	22
Mortadella	24
Bologna	8½
Frankfurters	8½
Garlic Sausage	9
Liver Sausage	8½
Pork Sausage	8½
Head Cheese	8½
Tongue Sausage	8½
Ham Sausage	12½

Pure Leaf Lard.

Tierces, about 350 lbs net.	8½
½-bbls, about 100 lbs net.	8¾
80-lb. Wood Tubs, 80-lbs. net.	8¾
60-lb. Wood Tubs, 60 lbs. net.	8¾
20-lb. Wood Pails, 20-lbs. net.	9
50-lb. Cans, 1 to a case.	8¾
20-lb. Cans, 4 to a case.	9
10-lb Cans, 6 to a case.	9½
5-lb. Cans, 12 to a case.	9¾
3-lb. Cans, 20 to a case.	9½

ANCHOR PACKING CO.

140 Eighth St., S. F., Cal.
PORK PACKERS AND PROVISION DEALERS.

Boilers of Kingan and Anchor Hams.

SAUSAGES, COOKED MEATS, TONGUE

Hams, Kingan, boneless boiled	18c
Anchor, "	17c
Bacon (special)	16c
Lard, 55	
" 20	9¾c
" 10	10c
" 5	10c
" 3	10¼c
	10⅜c

Please note that our hams are all hand tied.

H. M. WOLTER & BRO.
Dealers in
...Boneless Boiled Hams...
GROCERS
PRONOUNCE
THEM THE BEST.
103 12th St. Tel., Mint 1763
KINGAN .20
CUDAHY "REX" .19

Beardsley's

Department 8.

CANNED MEATS.

Acme Sliced Smoked Beef, No. 1, glass, 1 doz. in case.	$3 00
Acme Sliced Smoked Beef, in Junior glass, 2 doz. in case.	1 50
Acme Sliced Smoked Beef, No. 1, tins, 2 doz. in case.	2 60
Acme Sliced Smoked Beef, ¼ tins, 4 doz. in case.	95
Acme Sliced Smoked Beef, ½ tins, 4 doz. in case.	1 60
Cheshire Sliced Bacon, No. 1, glass, 1 doz. in case.	3 00
Junior Sliced Bacon, 2 doz jars in case, per doz.	1 50

Pork and Beans.

LIBBY, MC NEILL & LIBBY'S



Plain, 1's 4 doz. to case doz.	90
Plain, 2's 2 doz. to case doz	1 40
Plain, 3's 2 doz. to case doz.	1 95
With Tm to Sce. 1's, 4 dz. to cs. dz	90
" " " 2's, 2 " "	1 55
" " " 3's, 3 " "	2 05

Mince Meats.

Cudahy's, 36, 12oz. pkg.	2.50
Cudahy's, 20, 3-lb pail	6.50
Cudahy's, 12, 5-lb pail	.50
Atlas, 6-oz to cs, per cs.	2.50
Libby's Son., 3 dz. pkgs.	2.75
Atmore's, 3-lb gls, 6 in.	3.25
Atmore's 5-lb. gls.	4.60
Atmore's 5-lb. wood.	4.05
None Such, 6-dz. in cs.	5.50

P. F. Rathjens PORK PACKER

1311-1315 Pacific Street.

Sausages.

Garlick Frankfurter	10
Bologna	10
Blood and Liver	9
Tongue and Headcheese	—
Choice California Ham	12
Extra Light Bacon	15½
Medium Light Bacon	12½

Boiled Hams.

Kingan	20
Eastern	19
California	17

Mettwurst.

Extra Home Made..20, 22½, 25

COLUMN 11.

COLUMN 12.

Department 8

CANNED MEATS

ALL PRICES ARE PER DOZEN	No. ¼ Tins 4 Doz. in Case	No. ½ 2 Doz. Tins In Case	No. 1 Tins 2 Doz. in Case	No. 2 Tins, 1 or 2 D z in Case	No. 6 Tins 1 Doz. in Case	No. 14 Tins ½ Doz. in Case	No. 1 Tins 1 Doz. in Case
Corned Beef	.....	.....	1 35	2 40	8 25	18 25	.....
Roast Beef	.....	.....	1 35	2 40	8 25	.....	.....
Roast Ribs of Beef, Boneless	.....	.....	1 40	2 50	.....	.....	.....
Roast Mutton	.....	.....	.....	2 70	.....	.....	.....
Brisket Beef	.....	.....	1 40	2 50	.....	.....	.....
Boiled Beef	.....	.....	1 35	2 40	8 25	.....	.....
Chipped Beef	.....	1 20	2 10	.....	17 50	.....	.....
Sliced Beef, in tins	.....	1 40	2 50	.....	.....	.....	.....
Sliced Beef, in glass	.....	1 45	2 75	.....	.....	.....	2 75
Brawn	.....	.....	1 40	2 45	8 25	.....	.....
Compressed Ham	.....	.....	1 60	2 75	.....	.....	.....
Lunch Tongue	.....	1 90	3 25	6 50	.....	.....	.....
Lambs Tongue	.....	1 70	2 95	.....	.....	.....	.....
Sliced Ham	.....	.....	3 70	6 40	.....	.....	.....
Sliced Bacon	.....	.....	.....	.....	.....	.....	2 80
Sliced Bacon in Glass	.....	.....	.....	.....	.....	.....	.....
Deviled Ham	40	80	.....	.....	.....	.....	.....
Potted Ham	40	80	.....	.....	.....	.....	.....
Potted Ox Tongue	40	80	.....	.....	.....	.....	.....
Potted Chicken	90	1 60	.....	.....	.....	.....	.....
Potted Turkey	90	1 60	.....	.....	.....	.....	.....
Deviled Chicken	90	1 60	.....	.....	.....	.....	.....
Deviled Turkey	90	1 60	.....	.....	.....	.....	.....
Boneless Chicken	.....	3 40	5 55	.....	.....	.....	.....
Boneless Turkey	.....	3 40	5 55	.....	.....	.....	.....
Veal Loaf	.....	1 10	2 10	.....	.....	.....	.....
Ham Loaf	.....	1 10	2 10	.....	.....	.....	.....
Beef Loaf	.....	1 10	2 10	.....	.....	.....	.....
Chicken Loaf	.....	1 60	2 75	.....	.....	.....	.....
Chicken Pate and Ham	.....	1 10	.....	.....	.....	.....	.....
Chili Con-Carne	.....	.....	1 40	.....	.....	.....	.....
Beefsteak and Onions	.....	.....	1 60	.....	.....	.....	.....
Hamburger Steak with Onions	.....	1 95	2 00	.....	.....	.....	.....
Frankfurter Bratwurst	.....	.....	2 00	.....	.....	.....	.....
Sweetbreads	.....	.....	2 40	.....	.....	.....	.....
Vienna Sausage	.....	90	1 65	.....	.....	.....	.....
Oxford Sausage	.....	.....	2 45	.....	.....	.....	.....
Bologna Sausage	.....	.....	2 25	.....	.....	.....	.....
Vienna Sausage and Kraut	.....	.....	1 20	.....	.....	.....	.....
Corned Beef Hash	.....	1 10	1 50	.....	.....	.....	.....
Lunch Sausage	.....	90	.....	No. 1½	No. 2	No. 2½	No. 3
Ox Tongue, whole	.....	.....	.....	6 50	7 50	9 50	12 00
Minced Collops	.....	.....	.....	2 45	.....	.....	.....
Tripe	.....	.....	.....	1 75	.....	.....	.....
Pork Sausage	.....	1 05	.....	2 50	.....	.....	.....
Stewed Kidneys	.....	.....	.....	.....	.....	.....	.....
Pork and Beans, Plain	.....	.....	90	1 40	.....	.....	1 85
Pork and Beans, with tom. sc'e	.....	.....	95	1 45	.....	.....	1 90

Department 9.

FISH AND CHEESE.

Russian Caviar.

	Per doz
1-lb cans, 2 doz in case	$13 00
½-lb cans, 2 doz in case	6 75
¼-lb cans, 5 doz in case	3 65
⅛-lb cans, 6 doz in case	2 00
White Label Brand	none

CHEESE.

Foreign and Domestic.

New York State Factory	15½
Cheddars, October make	
Twins, " "	16
Calif. State factory flats	12½ 13
Calif. State factory Young Americans	13 13½
Limburger, Eastern, ℔ lb	16 17
Swiss, imported, ℔ lb	25½
Roquefort, ℔ lb	38
Gouda, ℔ lb	27
Pineapples, Eastern, 6 in cs, ℔ case	$3 25
Pineapple, Eastern, 8 in cs, small	2.25
Holland or Edam, medium, plain, per doz	$ 8.00 9.00
Holland or Edam, medium, in bladders, per doz	9.50 11 00
Holland or Edam, large, plain, per doz	10.50 12 00
Holland or Edam, large, in bladders, per doz	10.50 12.00

Fancy.

Camembert Brie, Roquefort, and Gorgonzola, jars	3 00
Parmesan C & B, sml bot, doz.	3.00
Parmesan C & B, lge bot, doz.	5.00

Bayle's.

	Small ½-lb.	1-lb.	2½-lb	5 lb
Deviled Cheese	$1.00	$2.25	$4.00	$ 500 $9.00
After Dinner Cheese	$1.00	2.40	4.00	4 50 7.50
Roquefort Cheese	$1.00	2.40	4.00	4.50 7.50

SALT FISH.

Pacific Codfish.

Bndles, 50 lbs each, per lb	5¼
Cs. selected, 100 lbs ea, pr lb.	6
Boneless, 30-lb boxes, per lb	7
Boneless Strips, 40lb bxs, pr lb	7½
Boneless Blocks, 40lb bxs, p lb	7
Boneless Tablets, 36 bxs, pr lb	8
Boneless Middles, 60 bxs, pr lb	10
Boneless Middles, extra, 60-lb boxes, per lb	10

Eastern Codfish.

Gen Georges, 8 fish to cs.	$ 9.50
Gen. Georges, 12 fish to cs	8.50
Geo. Cur. Cod, 16, 18 fish to case	8 25
Geo. Cur. Cod, 40 fish to cs	7 75
Gen. Geo. Middles, 60 fish.	13½
Gen. Geo. Tablets, 36 fish.	11½
Gen. Geo. Blocks, 40 fish..	11½

Shredded Codfish.

Codfish, Beardsley's shredded, 2 doz. in case 1.00

Norwegian Mackerel.

Bloater, 200-lb. bbl., 120-130 fish	45.00
Bloater, 100-lb. ½ bbl., 60-65 fish	23.50
No. 1, 200-lb. bbl., 150-160 fish	34.00
No. 1, 100-lb. ½ bbl., 75-80 fish	18.00
No. 2, 200-lb. bbl., 220-240 fish	28.00
No. 2, 100-lb. ½ bbl., 110-120 fish	15.00
No. 3, 200-lb. bbl., 300-350 fish	24.50
No. 3, 100-lb. ½ bbl., 150- 175 fish	13.00

Irish Mackerel.

No. 1, 200-lb. bbl., 200-220 fish	none
No. 1, 80-lb. ½ bbl., 80-90 fish	none
No. 2, 200-lb. bbl., 325-350 fish	19.00
No. 2, 80-lb. ½ bbl., 130-140 fish	8.50
No. 2, 200-lb. bbl., 475-500 fish	18.00
No. 2, 80-lb. ½ bbl., 180-190 fish	8.50
No. 1, 10-lb kits, 15-16 fish	1.25
No. 2, 10-lb. kits, 20-22 fish	1.20

American Bloaters.

Shore Bloaters, 200-lb. bbl., 115-120 fish	27.00
Shore Bloaters, 80-lb. ½ bbl., 45-50 fish	11.50
Extra No. 1, 200-lb. bbl., 120-130 fish	26.00
Extra No. 1, 80-lb. ½ bbl., 50-55 fish	11.00
No. 1, 200-lb. bbl., 140-150 fish	none
No. 1, 80-lb. ½ bbl., 60-65 fish	none
No. 2, 200-lb. bbl., 130-140 fish	28.50
No. 2, 80-lb. ½ bbl., 55-60 fish	11.00
No. 2, 200-lb. bbl., 140-160 fish	none
No. 2, 80-lb. ½ bbl., 60-65 fish	none
No. 2, 200-lb. bbl., 160-180 fish	none
No. 2, 80-lb. ½ bbl., 70-80 fish	none
No. 2, 200-lb. bbl., 180-200 fish	none
No. 2, 80-lb. ½ bbl., 80-90 fish	none

In Kits.

Extra Mess, 7 to 8 fish, each	$2.00
No. 1, kits, 8-9 fish or 15-17 fish	1 50-1.85
No. 2, kits, 8-9 or 20-22 fish	1.25

Salmon.

King, bbls	$ 12 00
Oregon Silversides, bbls	9 00
Alaska Red, bbls	9 50
Alaska Red, ½-bbls, 100 lbs	5 75
Alaska Red, kits	1.00
Bellies, bbls	8 50 10.00
Bellies, ½-bbls, 100 lbs.	4 75 6 00
Tongues and Sounds, kits, 10lb	1 25
Tongues and Sounds, ½-bbls.	9 00

COLUMN 13.

New Herring.

Holland, ex. selctd mxd bbls.	$ 16 00
Holland, ex. selctd mxd ½-bbl	8 50
Holland, ex. selctd mxd, keg.	1 00
Holland, cheaper grade	80
Holland, cheap. gr., mxd, bbls	14 00
Holland, chp. gr., mxd, ½-bbl	7.50
Holland, ex. select Milchner, bbl	18 00
Holland, ex. select Milchner, ½-bbl	9 50
Holland, ex. selct Milchner, keg	1 20
Holland, cheaper grade	90
Holland, cheaper grade, bbls.	16.00
Holland, cheaper grade, ½-bbl	8.50
Labrador Split, 100 fish	5 25
Labrador, round, 160 fish	4 75
Pacific, ½-bbl	2.25

SMOKED FISH.

Bloaters, Grim., 100 in box	$2.35
do. do. 50 in box	1.35
Bloaters, Cromarty	2.35
Yarmouth, 100 in box	
Halibut, chunks	14
Herring, in boxes, Eastern	22½
Herring, in boxes, Washington	17½
Herring, boneless, Beardsley's tins, doz	$1.50
Herring, boneless, Beardsley's small, doz	1.00
Herring, Beardsley's Boneless, vacuum tumblers, 2 doz. in case	1.95
Finnan Haddies	2.25
Moir's Selected Red Herrings, 100s	2.25
Moir's Selected Red Herrings, 50s	1.25
Salmon, per lb	10 20

POTTED FISH.

	Per doz
Potted Crab	$1.35
Kipper Paste	1.00
Anchovy and Bloater Paste, plain pots	2.30
Ditto, fancy pots	4.75
Yarmouth Bloater Paste	75
Ditto, fancy pots	4.75
Kippered Herrings	1 00
Kippered Herrings, Moirs	1.95

CANNED FISH.

	Doz.
Anchovies, in oil, 2 doz. ½ pts., in glass, doz	4.00
Anchovies 2 doz. ¼ pts., doz	3 00
Bloaters, Yarmouth C. & B. doz	4.50
Codfish Balls, 2-lb tins, per doz	2.25
Eels, Hamburg, in jelly, 1-lb tins	2.00
Eels, smoked, 1-lb, ℔ doz	2.50
Finnan Haddies, 2-lb oval	2.25
Finnan Haddies, 1-lb, round, ℔ doz	2.00
Sardelles, imported, 1-lb tins.	3.00
Sardelles, imported, in glass.	3 00
Sardelles, domestic, 1-lb glass	2.25
Sardelles, Ankers, ⅛ keg	3 00

Mackerel.

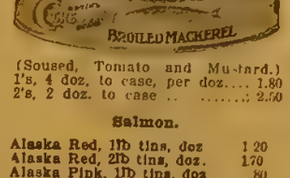
1-lb tins, 50 in a case.
2-lb tins, 2 doz. in a case.

Gold Label, 1-lb tins	1.50
P. & W., 2-lb soused	2.75
P. & W., 2-lb, mustard	2.75
P. & W., 2-lb, tomato	2.75
Underwood, 2-lb, soused	2.85
Underwood, 2-lb, tomato	2.85
Underwood, 2-lb, mustard	2.85
Los Angeles, 2-lb, soused	2.55
Los Angeles, 2-lb, tomato	2.55
Los Angeles, 2-lb, mustard	2.55
Mt. Desert, 2-lb, soused	2.25
Mt. Desert, 2-lb, tomato	2.25
Mt. Desert, 1-lb, soused	1.35
Blueback, 1-lb, fresh	1.10

Mackerel in Oil.

Bezler's	3.00 4.00
Lemarchand	5.00 7.00

Booth's Crescent Mackerel.



(Soused, Tomato and Mustard.)
1's, 4 doz. to case, per doz. ... 1.80
2's, 2 doz. to case ... 2.50

Salmon.

Alaska Red, 1lb tins, doz	1 20
Alaska Red, 2lb tins, doz.	170
Alaska Pink, 1lb tins, doz	80
Alaska Pink, 2lb tins, doz	1.60
Alaska Flats, 1lb tins, doz.	1 50
Oregon Red, 1lb tins, doz.	1 00
Oregon Red, 2lb tins, doz.	1.65
Oregon Pink, 1lb tins, doz	80
Oregon Pink, 2lb tins, doz	1.60
Oregon Flats, 1lb tins, doz.	1.00 1.80
Columbia River, 1lb talls.	1.60
Columbia River, 1lb flats.	1.75

French Sardines.

¼s, according to quality and size of tin, p. cas	9.50	12.50
½s, according to quality and size of tin, p. case.	19 00	20.00

COLUMN 14.

American Sardines.

Packed 8 1-3 doz in a case.
¾s 50 tins in case.

American ¼s in oil, per case	$3 50
American ¼s in oil, 5-case lots	3.35
American ¼s in oil, per doz	.50
American ¼s in mustard, doz.	.60
American ¾s in mustard, case	4 00
American ¾s in mustard, doz.	.90
American ¼s in mustard, case	3 00

Sprats.

Piloto	6.75 7.00
Menhie	6.75 7.00

SHELL FISH.

Abalones.

4 doz in cs, with shells, cs. 6.00

Clams and Clam Juice.

	doz.
Doxsee Clams, 1-lb. tins	$1.65
Doxsee Clams, 2-lb. tins	2.65
Doxsee Clam Juice, 1-lb. tins	.90
Doxsee Clam Juice, 2-lb. tins	1 60
B & M Lunch Clams, flat tins	1.37½
Underwood Clams, 1-lb. tins	1.05
Underwood Clams, 2-lb. tins.	1.60
P. & W. Clams, 1-lb. tins	1.00
P. & W. Clams, 2 lb. tins	1.50
Oxford Clams, 1-lb. tins	1.10
Oxford Clams, 2-lb. tins	1.50
P. & W. Clam Chowder	2.10
Burnham's Clam Bouillon, qts	90
Burnham's Clam Bouillon, pts	4 50
Burnham's Clam Bouillon, ½ pints	2.40

Lobsters.

	Doz.
1-lb. tins, 4 doz. in case.	
Red Jackets, flats	2.80
Deep Sea Picnics	2.35
Triumph Tails	2.60

Oysters.

Oysters, Selects, 12 oz.	$1.60
Oysters, Selects, 6 oz.	3.25
Oysters, Standard, 10 oz.	2.00
Oysters, Standard, 5 oz.	1.10
Oysters, Standard, 8 oz.	1.70
Oysters, Standard, 4 oz.	.90

Shrimps.

Shrimps, pickled, 1-lb. tins	$1.10
Shrimps in Tomato Sauce, 1-lb. flats	
Dunbar's Picnics, 4 doz in ca	1.25
Dunbar's 1½-lb., 2 doz in cs.	2.25
Pickled Shrimps, 1-lb., 4 doz in case	1 20

Department 10.

LAUNDRY MATERIALS.

Ammonia.

GREER'S WASHING AMMONIA

First grade absolutely pure. Beaume Strength. 180

Pints (2 doz. to cs-e)	$1 55 per doz.
Quarts (1 doz. to case)	2 65 " "
½ Gals (½ doz. to case)	4 25 " "

WASHING AMMONIA
Standard Grade.

Pts., 2 doz. to case, per doz	$ .75
Quarts, 2 " " " "	1 25

GREER'S TOILET AMMONIA
Lavender and Violet

Pints (2 doz to case) $2 50 per doz.



Parson's Household Ammonia

	per doz.
½ gals., 1 doz. in case	$4 50
Quarts, 1 doz "	2 65
Pints, 2 doz. "	1 75
Dime size 3 doz. in case, per case	2 95

Bluing.



Liquid Laundry Bluing.

Scott & Gilbert Co.
Mfgrs., 302 Davis St

SUNSET

	doz.
¼ pints, 3 doz. case	40
½ pints, 3 doz case	60
Pints, 2 doz in case	75
Quarts, 2 doz. cs.	1 45

Bluing, ball.

Mikado, ½'s, 100-lb case, lb	.20
Mikado, ¼'s, 100-lb case, lb	.22
Nuremberg, A, ½'s, ℔ lb	.33
Do A, D, ½'s, ℔ lb	25
Do A, C, R, ½'s, ℔ lb	.21
Washerwoman, ½'s, ℔ lb	.12
Do ¼'s, ℔ lb	.14
German Ultramarine ½ ℔ lb.	.12
Do ½'s, ℔ lb	14
Deschamp's French, 1's, ℔ lb	.26
Do ½'s, ℔ lb	28
Gold Medal, qt, ℔ doz	1.25
Do pt, ℔ doz	1 00
Do ½-pt, ℔ doz	75
Do ¼-pt, ℔ doz	50
Do China Label, qt, ℔ doz.	1.25
Greer's, 1 dz qts & doz.	2 25
2's, 2 doz to cs	2 50
Do 2 doz. pts, ℔ doz	1 44
Do 3 doz ½ pts, ℔ doz	90
Pacific, 1 doz. qts, ℔ doz	1.10
do. 2 doz, qts & doz	.80
Do 3 doz ½ pts, ℔ doz	45

COLUMN 15.

Pure Food Packing Company.

1563 Mission St.

Salter's "Purity" Brand

Bluing,



Pts. doz	.75
½pts "	.45

Ammonia,

Qts doz	.75
Pts. "	.45

Borax.

20-Mule Team, powdered 1's, cs. of 2 doz	$2 28
2-Mule Team, powdered 12-oz. cs. of 4 doz	3 60
20-Mule Team, powdered ¼'s, cs. of 8 doz (Less 5 per cent. in 5 case lots; 10 per c nt in 10 case lots).	3 84
Cartons, 1's, 2 doz. in box	.09
Lump, 25 lb. in box	.08
Powdered, 25 lb in box	.08½

Chloride of Lime.

Brookman's, 1's, ℔ lb	7½ 7½
Do ½'s, ℔ lb	8½ 9
Salter's Purity Brand, ex qual. doz	.85

Lye.

Big Bonanza Lye	
Case of 48-1 lb tins	3.30
5 case lots	3.25
Star Scrubbing Lye	
48-1 lb tins, per case	1 75
5 case lots	1.70
Merry War, 4 doz in case	3.00
Merry Nickel, 4 doz to case	1.75
Eagle Lye, 4 doz. in case	3 60
Do 3 case lots	3 55
Do 5-case lots	3 45
Tomson's Red Seal, 4 dz to cs	4.00
Do 5-lb, 12 5- to case	4.50
American, 4 doz in case	3.25
Do in 5-case lots	3.00
Babbitt's Lye, 4 doz in case	3.25
Do in 5-case lots	3.00



BANNER LYE

Cs., 4 doz	$4.00
Cs., 2 doz	2.00

Sal Soda.

California, sks	.95-1.00
California, bbls	1.00-1 05

Department 11

STARCHES.

Corn Starch.

Log Cabin, 10 lb, per pkg	.4
Liberty, 10 lb, per pkg	5½
Duryea's, 10 lb, per pkg	7½
Niagara, 5 box lots, pkg	5½
Niagara, 10 lb	5½
Kingsford's, 10 lb, pkg	7½
Lily Corn, 40 lb, per pkg	5½
Lily Corn, 5-box lots	5½
Lily Corn, 20 lb, per pkg	5⅞
Sioux City, 10 lb, per pkg	5⅞
Sioux City, 5-box lots, pkg	5⅞
None Such, 10lb, per pkg	6½

Laundry Starch.

Elastic Starch, 64/1's, per box	5 00
Celluloid, 64/1's, per box	5 00
Best Glos s, 48/1's, per lb	5½
Liberty Gloss, 48/1's, per lb	5½
Liberty Gloss, 16/3's, per lb	5½
Best, 12/6's, per lb	5½
Standard, bulk 40-lb. boxes	3½
Sioux Gloss, 48/1's	5⅝
Sioux Gloss, 3's, 16 in box	5½
King ford's S. G., 1's, 40-lb. bx	8½
Kingsford's S G, 6's, 12 in crate	8½
Kingsford's Pure, 1's, 40 lb. bxs	7½
Duryea's S G, 1's, 40-lb bxs.	8
Duryea's S G, 6's, 12 in crate	8½
Duryea's Superior, 1's, 40-lb. bx	7½
Niagara Gloss, 1's, 40-lb. bxs	5½
Niagara Gloss, 6's 12 in crate	6½
Niagara Gloss, bulk, 50-lb. bxs	4½
Lily Gloss 1's, 48-lb box	5½
Lily Gloss, 6's, 12 in case	6
Lily Gloss, 3's, 16 in case	5½
None Such, 1s 48 lb boxes	5½
None Such 6s 12 to crate	6
None Such bulk, 50 lb box	4½

COLUMN 16.

Department 12

Soaps and Washing Powder

Western Star Soap

WHITE PETROLEUM BLEACHING.

100 bars per case $4.10

LASCO KOLD WATA NAPTHOL.

100 Bars per case $4.00

Free Delivery in San Francisco Oakland, Alameda and Berkeley

ma ufactured by

Los Angeles Soap Co.

San Francisco Office, 115 Davis St.

Telephone Grant 110.

Peet Bros.

Silk Soap	3.25
Ammonia Benzoline	3.90
Cocoa Borax	4.10
Crystal White	3.90
Lily White (Floating)	4.00

Standard Soap Co.

Top Notch, 100, 10-oz	$3.50
Sunburst, 100 12-oz	3.75
Yellowstone, 100 14-oz	3.75
Marigold, 100 16-oz	3.90
Thomas' Cool Water, 100 13-oz	4.00
Thomas' Cool Water, 20 13-oz	.85
Milo, 100 4-oz., 100 cartons	6.50
Magno "Floating Borax," 100 10-oz.	4.00
Gold Medal Borax, 100 10-oz	5.50
Gold Medal Borax, 20 10-oz	1.15
Purity, "Floating," 5c size	3.90
Purity, "Floating," 10c size	6.25
Purity, "Floating," 10c size, 20	1.30
Electric Mineral, 100 16-oz	5.50
Electric Mineral, 20 16-oz	1.15
Peerless Kitchen, 100 10-oz	3.00
Peerless Kitchen, 20 10-oz	.65

Miscellaneos.

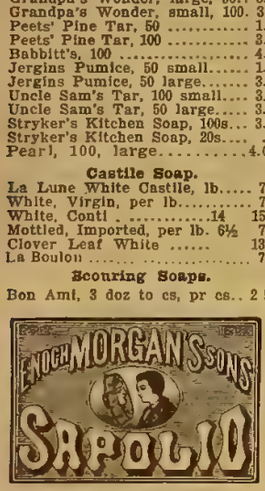
Fels Naptha, 100 14-oz	4.50
Hot or Cold, 100 10-oz	4.00
Life Buoy, 100	4.00
Mikado, 100 14-oz	4.00
Mikado, 20 14-oz	90
Lenox, 100	3.00
Lenox, 20	.75
Ivory, 100 10-oz	7.00
Fairbanks Clairette, 100	3.35
Fairbanks' Santa Claus, 100	2.85
Fairbanks' Copco, 100	3.90
Fairbanks' Fairy Oval, 100	3.90
Grandpa's Wonder, large, 50	3.50
Grandpa's Wonder, small, 100	3.60
Peets' Pine Tar, 50	1.90
Peets' Pine Tar, 100	3.75
Babbitt's, 100	4.10
Jergins Pumice, 50 small	1.75
Jergins Pumice, 50 large	3.00
Uncle Sam's Tar, 100 small	3.50
Uncle Sam's Tar, 50 large	3.40
Stryker's Kitchen Soap, 100s	3.50
Stryker's Kitchen Soap, 20s	.75
Pearl, 100, large	4.00

Castile Soap.

La Lune White Castile, lb	7¾
White, Virgin, per lb	7¾
White, Conti	14 15
Mottled, Imported, per lb.	6½ 7
Clover Leaf White	13
La Boulon	7½

Scouring Soaps.

Bon Ami, 3 doz to cs, pr cs.. 2 50



Sapolio, scouring, ½ gross box, per box	4 50
Sapolio, hand, ½ gross box, per box	4 50

WASHING POWDERS.

Gold Dust, 24 3's, per case	4.50
Gold Dust, 100/10-oz	4.50
Lavarine, 36 1-lb., per case	3.00
Lavarine, 100 5c pkgs	3.50
Pearline, 36 1-lb. pkgs	3.10
Pearline, 100 6-oz pkgs	3.75
Soaperine, 20 3-lb. pgs	3.60
Soaperine, 50 1-lb. pkgs	3.35
Soaperine, 100 ½-lb. pkgs	3.60
Babbitt's 1776, 6-oz	2.85
Kleeno, 72/1's	4.50
Kleeno, 24/3's	4.25
Kleeno, 100/1½'s	3.75
Grandma's Borax, powdered, 24 3s	4.00
do, 60, ⅜s	2.40

El Paso Manfg. Co.

1653 Mission St.



Manufacturers

Flavoring Extracts

Fruit Juices

Syrup

Salad Dressing

Bluing

Ammonia

—

Meat and Salad Dressing, doz. .90

COLUMN 17.

Department 13

OILS, PAINTS, ETC.

Coal Oil.

Water white, coal, bulk	12½
Pearl, cases, 25's	19
Astral, cases, 25's	19
Star, cases, 25's	22
Ex. Star, cases, 25's	25½

Gasoline and Benzine.

86° Gasoline, bulk, 25 cases	31
74° Gasoline, bulk 16 cases	22½
63° Benzine, bulk, 13 cases	19½

Turpentine.

Strictly Pure, cases, 2-5's	78
Do drums or iron bbls.	72

Linseed Oil.

Strictly pure, raw, bbls	gal 53
Do. boiled, in bbls	gal 55
Do. raw, cs, 2-5's	gal 58
Do. boiled, cs, 2-5's	gal 60

Castor Oil.

Baker's AA, cs, 2-5's	1.12
Pure, No. 2, cs, 2-5's	1.05
No. 1, cs, 2-5's	.70

Lard Oil.

Strictly pure, bbls., 75 cs	80
Sup. Win., str., bbls. 65 cs	70
No. 1, bbls. 55 cs	60

Neatsfoot Oil.

Cooper's bbls, 75 cs	80
Extra, bbls, 62½ cases	67½
No. 1, bbls, 57½ cases	62½

Lubricating Oils.

Star Cylinder Oil, bbls, 60 cs	.65
Columbia Cyl. Oil, bbls, 40 cs	.45
Gem Cyl. Oil, bbls, 80 cs	.90
Ruby Cyl. Oil, bbls, 50 cs	.60
Star Engine Oil, bbls, 50 cs	.55
Columbia Eng. Oil, bbls, 30 cs	.35
Paragon Eng. Oil, bbls, 45 cs	.55
Red Eng. Oil, bbls, 27 cs	.32
Star Mach. Oil, bbls, 30 cs	.35
Star Dynamo Oil, bbls, 50 cs	.55
Star Spindle Oil, bbls, 40 cs	.45
Star Sep'tor Oil, bbls, 50 cs	.55
Favorite Sep'tor Oil, bbls, 25 cs	.30

Miscellaneous Oils.

Union Salad Oil	.45	50
Globe Salad Oil	.45	50
Pure Sperm Oil	.75	80
No. 1 Polar	.50	55
China Nut oil, ord'ry	62½	
China Nut oil, No. 1	.80	

WHITE LEAD.

Pioneer, in kegs 7 7¾

DRY PAINTS.

Eng. Paris White, bbls.	1.35	1.60
Whiting, bbls	1.00	1.15
Kalsomine, bbls		1¼
Prince's Min'l B'wn, bbls		1.65
Yellow Ochre, bbls		1½
Eng. Ven. Red, bbls		1.50

Department 14

PARINACEOUS GOODS.

Flours.

GLOBE MILLS,

Cor. Chestnut and Montgomery

California Selected Wheat,

Barrel

** "Banquet" (fancy patent)	$5.05
*** "Silver Star" (patent)	4.60
XXX	4.30
Mariposa	4.30

Blended Wheat,

*"A1" Family	5.15
"A1" Bakers'	5.05

Entire Eastern Wheat.

Globe, Bakers'

(½ bbls. 10 cents per bbl. higher.)

*"A1" must be retailed for not less than $1.40 per ¼ sack.

**"Banquet" must be retailed for not less than $1.35 per ¼ sack.

***"Silver Star" must be retailed for not less than $1.25 per sack.

FLOURS.

Cal. Family	$5.05	$5.10
Cal. Bakers', extra	4.80	4.90

Buckwheat, 10-lb sacks, per 100 lbs $4.50

Self Rising Buckwheat, 10-lb sacks, per 100 lbs 6.00

Graham, 10-lb sacks, per 100 lbs 3 50

Rice, 10-lb sks, per 100 lbs 8.00

Rye, 10-lb sacks, per 100 lbs 3.75

Whole Wheat, 10-lb sacks, per 100 lbs 3 75

Meals.

Yellow Corn, 10-lb sacks, 100 lb.	$2.50
White Corn, 10-lb. sacks, 100 lb.	2.50
Ex. Cream Yellow, 10-lb. sacks, per 100 lbs.	3.75
Ex. Cream White, 10-lb sacks, per 100 lbs.	3.75
Oat Meal, 10-lb. sacks, pr 100 lbs	4.25
Steel-Cut Oat, 10-lb sacks, per 100 lbs	4.50

Pearled Cereals.

Pearl Barley	$6 00
Pearl Wheat, 150-lb bbls	4.40

Rice.

Choice Seed Japan	$0.03	¾
Good Seed Japan		.03½
Fair Seed Japan		.03
Fancy Head Rice	5 1-5	.06
Long Grain Rice	.04	.05
China No. 1	5	6
China No. 2	4	4½

COLUMN 18.

Rolled Cereals.

Rolled Oats, 7s and 10s, pr 100 lbs	4.60
Ex. Crm Rld Ots. 180-lb, bbl	$7.50
Ex Crm Rld Ots, 180-lb, 90-lb sks	7.00
Prld Rold Wheat, 150-lb, bbls.	4 40
Dr. Price's Food, pee case	4.00

5-case lots, $3.85

Sago and Tapioca.

Sago, original sacks, lb	02½ .03
Sago, 48/1's, per doz	.70
Instantaneous Tapioca, 50/1's, per case	5.00
Instantaneous Tapioca, 36 to case	2.70
Tapioca, Flake	.03
Tapioca, repacked, per lb	.04½
One Minute Tapioca, 36 to cs	2.75
Arrowroot, Taylor's Bermuda, 12-lb box, 1, ½ and ¼ lb pkgs, per lb	32½

Miscellaneous.

Groats Oat, 10-lb sacks, 100 lbs	$4.50
Groats Buckwheat, 10-lb sks, 100 lbs	10.00
Hominy, igs, 10-lb sks, 100 lb.	3.75
Hominy, sml, 10-lb sks, 100 lbs	4.00
Split Peas (yel.) 25 and 50-lb boxes, 100 lbs	5.50
Split Peas (grn.) 25 and 50-lb boxes, 100 lbs	5.50
German Lentils, per lb	.05½
Cracked Wheat, per 100 lbs	4.00
Farena, per 100 lbs	4.50
Pearl Grits, per 100 lbs	4.25
Capitol Mills Pearled Hominy, bbls.	8.00
Capitol Mills Gran. Hominy, bbls.	8.50
Capitol Mills New Process B. W. Flour, bbl	9.00
Capitol Mills Steel Cut Oat Meal, bbl.	9.00

Breakfast Foods.

Capit'l Mills R'll'd Oats, 36/2's 4.50 less 20 per c. for cash

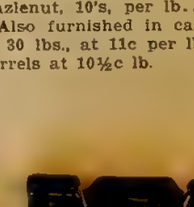
Grape Nuts, 1 & 3 doz, pr doz	1.50
Breakfast Gem, case 3 doz	3.25
Wheatine, 36/2's, pr cs	3.30
Germea, 20 4-lb pkgs, pr cs	4.00
Germea, 24 2-lb pkgs, per case.	3 10
H-O Buckwheat, 2 doz 3-lb pkgs, per case	3.75
H.-O. Pancake Flour, case	3.90
H.-O. Oats, 24/2's, per case	3.15
Cream of Wheat, 36/2's	5.25
Crespo, 36/2's	2.75
Malta Vita, 36, 2s, cs	4.50
Our Mothers' Mush, 36 to cs	3.35
Twin Brothers Mush, 36 to cs	3.20
Carnation Wheat Flakes, 24/5's	5.40
A B C Breakfast Wheat, 72/2's	5.00
A B C Breakfast Wheat, 36/2's	2.60
Granola, 24/1's	2.25
Flaked Rice, 24/1's	3.00
Ralston Breakfast Food, 36/2's	4.25
Do. Barley Food, 36/2's	4.25
Do. Health Oats, 36/2's	4.00
Do. Hominy Grits, 36/2's	4.00
Do. Select Bran, 24/3's	2.50
Do. Pancake Flour, 36/2's	3.75
Do. Whole Wht Flr, 4/4½'s	5.50
Quaker Oats, 36 2s	3.90
Scotch Oats 36 2s	3.75
Allen's Boston Brown Bread Flour, 24 pkgs, per case	3.00
Allen's Flour, 10 10-lb bags, per bbl	4.50
Acme Grano, 20/4's, per case	3.50
Acme Gluten Farina, 24/1's, pr case	1.85
Acme Gluten Flour, 10-lb sks	.80
Acme Wheat Flakes, 36/2's	2.60

Pastes (Domestic).

Macaroni, Vermicelli, etc.—	
No. 1 Extra, per box	.28
No. 1 Extra, 15 lbs.	.55
No. 1 Extra, 25 lbs.	.82
No. 1 Extra, 50 lbs.	1.65
No. 1 Extra, 100 lbs.	3.30
No. 1 Extra, ½ boxes	.16
Macaroni, Vermicelli & spaghetti, No. 2	.20
Royal Macaroni, Verm'i & Sp'ti, 24 1-lb pkgs., per case	1.70
King's Choice Mac'i, Verm. & Sp., 18 2-lb pkgs	
Queen's Taste Mac., Verm. & Sp. 12 3-lb cartons i case	2.15
It. Paste, ass'd, ab. 18 lbs. c., lb.	.6½
Roy al it. Paste, 24 1-lb pkg c., pkg	.8½
Golden Gate Egg Noodles, 24 1-lb. pkgs in case, per cs	1.90
Farina, 24 1½-lb pkgs	1.50

10 per cent. 2 per cent cash

PRETZELS.



Hoeflin Pretzel & Baking Co.,

431 Sixth St.

Hand-made Pretzels a Specialty.

Size 1, 8's, per lb	12c
Size 2, 8's, per lb	12c
Size 3, 8's, per lb	12c
Fingers, 10s, per lb	12c
Hazlenut, 10's, per lb	12c

Also furnished in cases, 20 to 30 lbs., at 11c per lb., and barrels at 10½c lb.

COLUMN 19.

COLUMN 20.

Department 15.

SPICES

PURE—Square Tins, Full Net Weight.

	⅛'s	¼'s	½'s	1 s	2½ lbs.	5 lbs.	Blk
Allspice	$0 70	$0 95	$1 60	$ 2 80	$ 6 70	$12 75	21
Cinnamon	1 15	1 80	3 30	6 25	15 25	30 00	43
Cloves	90	1 35	2 40	4 35	10 60	20 55	31
Ginger	75	1 05	1 75	3 10	7 50	14 30	23
Mace	1 75	3 00	5 65	10 90	26 95	53 30	73
Mustard	70	95	1 60	2 80	6 70	12 75	21
Nutmeg	1 25	2 05	3 80	7 15	17 60	34 60	49
Pepper	80	1 10	1 90	3 40	8 25	15 85	25
Cayenne	80	1 15	2 00	3 55	8 65	16 65	26
W. Pepper	95	1 45	2 65	4 65	11 75	22 90	34
Sage	70	95	1 60	2 80	6 70	12 75	21
Thyme	70	1 00	1 65	2 95	7 10	13 50	22
Savory	70	1 00	1 65	2 95	7 10	13 50	22
Marjoram	75	1 10	1 85	3 30	7 85	15 10	24
Poultry Seasoning	....	1 50	.....	.....	.....	.....	...

SECOND GRADE—Round Tins, Short Weight.

	¼'s	½'s	1's	2½ lbs.	5 lbs.	Blk.
Allspice	55	1 00	1 75	3 95	7 60	13
Cinnamon	65	1 20	2 10	4 90	9 50	16
Cloves	65	1 25	2 25	5 20	10 20	17
Ginger	55	1 00	1 75	3 95	7 60	13
Mace	1 20	2 30	4 40	10 50	21 00	34
Mustard	55	00	1 50	3 60	7 00	12
Nutmegs	85	1 70	3 10	7 40	14 60	24
Pepper	60	1 15	2 00	4 65	8 90	15
Cayenne	60	1 15	2 00	4 65	8 90	15
W. Pepper	75	1 45	2 65	6 15	12 05	20
Sage	55	1 00	1 75	3 95	7 60	13
Thyme	60	1 05	1 90	4 25	8 25	14
Savory	60	1 05	1 90	4 25	8 25	14
Marjoram	60	1 05	1 90	4 25	8 25	14

SCHILLING'S BEST SPICES.—Nature's Best.

Square tins. Never sold in bulk.

Small, medium, large sizes have sifting tops except Mustard.

	Small size per doz.	Medium size per doz.	Large size per doz	Ex. Large size per doz.	Hotel size per tin.
Pepper	.75	1.20	2.20	3.75	.78
Mustard	.75	1.25	2.25	3.90	.81
Must. Comp.	.75	1.25	2.25	3.90	.81
Ginger	.75	1.25	2.25	3.90	.81
Allspice	.75	1.10	2.00	3.50	.72
Cinnamon	.30	2.25	4.25	7.50	1.35
Cloves	.85	1.40	2.60	4.75	.87
Nutmegs	1.60	2.75	5.25	10.00	2.00
Mace	1.75	3.00	5.75	11.50	2.15
Cayenne	.90	1.50	2.75	5.00	.93
Wh. Pepper	.95	1.75	3.25	6.75	1.00
Sage	.75	1.25	2.25	3.90	.81
Thyme	.85	1.40	2.60	4.75	.87
Marjoram	.95	1.75	3.25	5.75	1.26
Savory	.85	1.40	2.60	4.75	.87
Cases contain	6 doz.	4 doz.	2 doz.	2 doz.	1 doz.
Gross weight	22 lbs.	23 lbs.	24 lbs.	40 lbs.	53 lbs.

MUSTARD.

Colman's, ¼'s, 12 lb to box, lb.	.52
Colman's, ½'s, 12 lb to box, lb.	.48
Colman's, 1's, 12 lb to box, lb.	.48
Colman's, 5's, per lb	.40

Mustard, Prepared.

Small bottles, 24 to cs, pr doz	.55
Small straights, fancy, 24 to case per doz	.95
Webb's Glass Top	1.35
Large Dusseldorfer, 24 to cs	1.60
In 3-gal kegs, per keg	1.15
In 5-gal kegs, per keg	1.70
Louit Freres, French, doz	2.25
Eddy's Salad Mustard—	
6-oz., 24 to case	.92½
8-oz., 24 to case	1.35
12-oz., 24 to case	2.00
Hirshes Horseradish Mustard—	
10-oz., 24 to case	1.25

Department 16

BAKING POWDER AND FLAVORING EXTRACTS.

ROYAL

	1 cs. lot	5 cs. lot	15 cs. lot
¼ lb cans	$ 1 38	$ 1 36	$ 1 34
6 oz cans	1 92	1 89	1 87
½ lb cans	2 57	2 52	2 50
12 oz cans	3 82	3 75	3 72
1 lb cans	4 95	4 85	4 80
2½ lb cans	11 85	11 40	11 28
3 lb cans	13 60	13 34	13 20
5 lb cans	22 35	21 90	21 68

An extra discount of 1 per cent if packed in barrels.

Schilling's Best Baking Powder.

Never sold in bulk.

10-lb. tins, per doz	$39.00
5-lb. tins, per doz	20.00
4-lb. tins, per doz	16.00
3-lb. tins, per doz	12.50
2½-lb. tins, per doz	10.50
16-oz. tins, per gross	$53.00
12-oz. tins, per gross	41.00
8-oz. tins, per gross	28.00
6-oz. tins, per gross	22.50
4-oz. tins, per gross	16.50

TROPHY

4 oz, per doz	$0.95
6 oz, "	1.35
8 oz, "	1.70
12 oz, "	2.35
1 lb., "	3.00
2½ lb., "	7.50
3 lb., "	9.00
6 lb., "	14.50

MISCELLANEOUS.

Home, 10 oz	$0.90
Home, 25 oz	2.00
Home, 50 oz	4.00
Home, 80 oz	6.00
K. C., 10 oz	.85
K. C., 15 oz	1.25
K. C., 25 oz	2.12½
K. C., 50 oz	4.00
K. C., 80 oz	6.50

Cream Tartar.

Standard, bulk, 30-lb box	27
Standard, 12 1-lb tins	.28
Pure, bulk, 30-lb box	.38
Pure, 5-lb tins, per lb	.38
Pure, ½-lb tins, per doz	5.00

SODA.

Churches, A. & H., or Dwight's Cow Brand, 60 lbs. to case.

1-lb	per lb. $0.05
½-lb	per lb. .05½

EXTRACTS FLAVORING.

GUITTARDS' "PURE"

per doz	2 oz	4 oz	6 oz	8 oz
Vanilla	$2 50	$4 75	$7 00	$9 00
Lemon	1 75	3 25	4 50	6 00

Net weight. Patent Sprinkler Tops

Schilling's Best Extracts.

Triple Strength, Pure and Uncolored Sprinkling Tops.

Net weight. Never sold in bulk.

	Lemon and Vanilla Others.	Vanilla and Rose.
1 oz	1.30	1.80
2 oz	2.00	3.00
4 oz	3.75	5.75
6 oz	5.50	8.50
8 oz	7.25	11.00
16 oz	14.00	21.50
32 oz	27.00	42.00

Souder's Flavoring Extracts.

Price per gross.

	2 oz.	4 oz.	8 oz.
Reg. Lemon	9.00	18.00	54.00
Reg. Vanilla	14.40	28.80	72.00
XX Lemon	18.00	36.00	72.00
XX Vanilla	21.00	42.00	84.00
Asrtd Flavors	18.00	36.00	72.00
Rose Coloring	18.00	36.00	.....
Yellow Colrng	18.00	36.00	.....
Jamaica Gngr	18.00	.....	.....

Assorted flavors contain strawberry, pineapple, orange, almond, rose, etc.



"Venus" Extracts.

Lemon, 2 oz., per doz ..... .80
Vanilla, 2 oz., per doz ..... .80
Assorted Flavors, per doz ..... .80

COLUMN 21.

Department 17

CANDIES.

Lozenges.
(5-lb. boxes.)

XXX Peppermint, pails	.14 15
Thin Peppermint	.16
T. T. Peppermint	18
Druggist Peppermint	25
Musk, fluted, pails	.20
Cinnamon, Lemon, Sassafras, Rose	.16
Midget Fruit	.20
Conversation and Hearts	.15
Lilliput Conv. Hearts	17
Midget Conv. Lozenges	.20
Crown T. T. Lozenges, 24 5ct. pkgs	.80
Aurora Lozenges, 24 5ct. pkgs	.80
Cough Troches, 5 lb bxs	.25
Eagle Wafers, Peppermints, Wintergreen	.25

Mixed Candy.
(30-lb. pails.)

Plain Mixed	9½
Pacific Mixed	10
Royal Mixed	13
Grocers' Mixed	10½
Yankee Mixed	2½
American Mixed	13
Fancy A, Mixed	14½
Fancy C, Mixed	14
French S, Mixed	16
French No. 1, Mixed	18
French Extra Mixed	20
Lady, Mixed	15

Steam Panwork.

Anis Seed	20
Aromatic Cachous	18
Assorted Berries	16
Assorted Dragee	14
Assorted Imperials	16
Assorted Small Seeds	22
Birds' Eggs	16
Boston Baked Beans	17
Burnt Peanuts	18
Burnt Almonds	25
Caraway Seed, smooth	22
Caraway Seed, pearled	22
Celery Seed	22
Cinnamon Beans, large red	15
Cinnamon Beans, Imperials	16
Coriander Seed, pearled	22
Jelly Beans, pails	12½ 14
Jelly Birds' Eggs	16
Jelly Cranberries	16
Jelly Limes	16
Jelly Raspberries	16
Jordon Almonds, fine	45
Jordon Almonds, imitation	18
Licorice Beans	16
Red Hots	28
Ringed Marbles	16
Sugar Coated Licorice Tablets	20
Sugar Almonds	25
Sugar Plums	16

Stick Candy.
(30-lb. pails.)

Assortment: Peppermint, Lemon, Rose, Clove, Anis, Cinnamon, Sassafras, Vanilla, Pineapple, Wintergreen	9½
Hoarhound	9½
Hoarhound, wrapped	11
Peanut Sticks	13
Peanut Sticks, wrapped	14
Cocoanut Sticks	13
Cocoanut Sticks, wrapped	14

Taffies.

Peanut Taffy	15
Peanut Flake	15
Peanut Squares	14
Cocoanut Taffy	15
Cocoanut Squares	15
Chunks: Vanila, Rose, Chocolate, Lemon, Molasses	14
Broken Taffy of broken chunk	13

Drops and Lumps.
(30-lb. pails.)

Mixed Drops and Lumps	9½
Molasses Peppermint Lumps	11
Hoarhound Drops	11
Crystal Rocks	12½

Gum Goods.
(5-lb. boxes.)

A. B. Gum Drops, assorted	9
A. B. Gum Drops, Licorice	10
A. B. Gum Drops, Crystalized	11
A. B. Bonbons, plain, in bbls	7
A. B. Bonbons, fancy, in bbls	7½
A. B. Bonbons, fancy, crystallized, 5-lb. boxes	14
A. B. Fruits	18
Royal Gum Drops	15
Genuine Gum Drops, hard	25
Jelly Squares, assorted	14
Bijou Sticks	18
Spiced Jelly Drops	20
New Turkish Figs	16
Fig Paste, plain	17
Fig Paste, tricolor	18

Cream Goods.
(5-lb. boxes.)

Fondans Creams	14
Hand Dipped	19
Hand Dipped, with nuts on	21
Fruit and nut ices	18
Cream Peppermint	20
Crushed Fruit Bonbons	30

Chocolates.
(5-lb. boxes.)

Chocolate, plain	.14
Chocolate, Hand Made	20
Chocolate Dipped Bonbons	20
Chocolate Dipped Bonbons, with nuts	22
Chocolate, Climax, 30-lb pails	.16
Chocolate Chips	.28
Chocolate Nonpareil Drops	20
Chocolate Wafers	22
Chocolate Cream Tablets, 30 in box	1 10

COLUMN 22.

Marshmallows, Nougats, Etc.

Occidental Marshmallows, 6-lb tins	.28
Occidental Marshmallows, 3-lb tins	.30
Dipping Marshmallows, 5-lb. boxes	.25
Angel Food, 5-lb. boxes	.20
French Nouget, 30 5c slices in box	1.00
Walnut, Apricot, Spanish Nouget, 5-lb boxes, per lb	.25

Sundries.

Opera Caramels	19
Rock Candy, white & red	.15
Rock Candy, brown	16
Licorice Drops	.20
Licorice Sticks, 16 to lb	.28
Locorice Tablets, 5 lb bxs	.25
Licorice Tablets, 24 5c bxs	.80
Licorice Penny Sticks, 100 in box	.65
Buttercups, 6-lb tins	.25

CHEWING GUM.

	Single	Box
Yankee Spruce, 20 pcs		.60
Sen Sen, 20 pcs		.60
Red Rooster, 20 pcs		.60
Sweet Heart, 20 pcs		.60
Newton's Pepsin, 20 pcs		.60
Bloodberry, 20 pcs		.60
Pepsin Sticks, 20pcs		.60
Sweet Wheat, per box		.50
Tutu Sugar Plum, box		.55

CRACKERS.



MADE BY THE
MUTUAL BISCUIT CO.

	lb.	⅛ box
Almond Drops	15	
Animals	12½	$1.20
Arrowroot	14	1.50
Assorted	12	1.15
Assorted, extra	14	1.30
Assorted, fancy	20	1.75
Assorted Wafers	16	1.90
Assorted Jumbles	14	1.25
Boston	9	.60
Butters, Mutual	10	.70
Butter Scotch	14	1.50
Butter, Star	9	.60
California Lunch	9	.90
Champion	9	.65
Chips, Mutual	14	1.10
Chocolate Biscuits	16	1.80
Chocolate Fingers	15	1.50
Chocolate Wafers	18	2.15
Cocoanut Bonbon	14	1.25
Cocoanut Finger	15	1.50
Cocoanut Marshmallows	15	1.50
Cocoanut Taffy	15	1.80
Cocoanut Wafer	16	1.50
Coffee	12	1.25
Coffe Iced	15	1.35
Cornhill	10	1.10
Cracker Meal	6	1.10
Currant Cakes	12	1.10
Egg Jumble	14	1.25
Fruit Biscuits	14	2.40
Ginger Cakes	10	1.40
Ginger, Nut	11	1.40
Ginger Wafers	14	1.75
Graham	10	1.20
Graham Gem	9	.75
Graham Unsweetened	9	
Honey Fingers	14	1.25
Honey Pumbles	12	1.00
Honey Drops, spiced	15	1.60
Honeysuckle	16	
Jelly Fingers	16	1.50
Jenny Lind	12	1.10
Lady Fingers	15	1.30
Lady Fingers Iced	16	1.40
La Grande	11	1.10
Lemon Biscuit	14	1.25
Lemon Brittles	14	1.35
Lemon Snap	12	1.20
Lemon Wafers	14	1.75
Macaroon Almond	40	
Mutual Flakes	14	.90
Mutual Tea	15	1.60
Nic Nac, No. 1	10	1.10
Nic Nac	12½	1.25
Oysters	8	.70
Peoples Mixed	12½	1.25
Pilot Bread	4	.65
Pilot Bread Extra	5	.65
Pilot Saloon	7	.80
Ping Pong	16	1.50
Raisin Cake	12	1.10
Saloon Pilot	7	.80
Saloon Soda	7	
Salted Wafers	14	.90
Soda Extra	7	
Soda	6½	
Star Butters	9	.60
Vanilla Bars	14	1.40
Vanilla Biscuits	14	1.25
Vanilla Snaps	12	1.20
Vanilla Wafers	14	1.75
Wafers, Chocolate	18	2.15
Wafers, Ginger	14	1.75
Wafers, Lemon	14	1.75
Water Wafers	12	.90
Walnut Creams	16	1.50



COLUMN 23.

Department 18.

FANCY GROCERIES.

Bouillion Capsules.

Anker's, 10 capsules in box, per doz boxes	2 75

Capers.

Capotes, 1 dz in cs	1.20	1 8
Nonpareil, small		2.00
Do med.		2.25
Do large		5 00
"White Label," 6-oz, doz		2.25
"White Label," 10-oz, doz		3 15

TOMATO KETCHUP.



Catsups

Snider's

Qts, per doz	$3 75
Pts, "	2 40
½-pints per doz	1 40



CAMPBELL'S
(½ Pts Condiments)
2 dozen to case

Tobasco Ketchup dozen	$1 15
Tomato Ketchup, dozen	$1 15
Salad Dressing, dozen	1 15
Chili Sauce, dozen	$1 15
Assorted cases, dozen	$1 15

Miscellaneous.

Our Mother's Otsp ½-pt, doz	1 40
Our Mother's Otsp, pts, doz	2 30
Blue Label, 25 ½ pts to cs	3 10
Blue Label, 25 pts to cs	5 00
Blue Label, 12 qts to cs	4 00
Mother's Own, pts	1.50
½ pts	.90
London's Rockaway, Pts., doz	2.25
Sailer's "Purity," doz	.90

Chocolate and Cocoa

CHOCOLATES.

Baker's.

German Sweet, 6-lb boxes, ⅛s and ¼s	4
Eagle, 12/1s	23
Premium, 12/1s	28
Vanilla, 12/1s	41
Powdered, ¼s, ½s, 1s, 12/lb. boxes	26

Subject to quantity discount.

Huyler's.

Vanilla, 12-lb. boxes	36
Premium, 12-lb. boxes	33

Lowney's.

Cream Cakes, per box	80
Ice Cream Drops, per doz	75

Ghirardelli's.
In paper

Eagle, 24 1-lb	21
Eagle, 12 1-lb	21½
Eagle, 12 ½-lb	22½
Eagle, 12 ¼-lb	24
Crescent, 6 5 to lb	17
Crescent, 12 5 to lb	16½
Cal, Sweet, 6 6 to lb	21½
Cal. Sweet, 12 6 to lb	21
Monarch, 12 1&½-lb	26
Monarch, 12 1-lb	25
Monarch, 12 ½-lb	27
Star, 24 1-lb	19
Star, 12 1-lb	19½

Ground.
In tins

Ghirardelli's, 12 1-lb tins	26½
Ghirardelli's 24 1-lb tins	26
Ghirardelli's 60 3-lb tins	24
Venard's, 24 1-lb tins	21
Venard's, 60 3-lb tins	20
Miner's, 12 1-lb tins	22½
Miner's, 24 1-lb tins	22
Miner's, 20 3-lb tins	22

5 per cent off on 120-lb. lots

COCOAS.

Baker's Bkfst, 6/1's&½'s	36
Van Houten's, ⅛'s and ¼'s	35
Van Houten's, 1's	80
Royal Dutch, 12/¼'s	80
Royal Dutch, 12/½'s	75
Royal Dutch, 12/1's	70
Epp's, 14/½'s	40
Fry's, 12/½'s	39
Webb's, 6/½'s	22
Lowney's, 6/½'s	37
Ghirardelli's Bkfst, 6/½'s	40½
Ghirardelli's Bkfst, 12/½'s	40
Ghirardelli's Impri 6&12/½s	55
Miner's Bkfst, 6/½'s	38
Miner's Bkfst, 6/1-5	40
Menier's, 1	47

COLUMN 24.

Condensed Milk

BORDEN'S CONDENSED MILK CO.



Gail Borden Eagle Brand	6.80
Less case lots	6.65
Pony	3.25
Challenge	1.70
Floral	4.65
Dime	3.75
Rose	

With 10 cases Rose Cream 1 case free.
(Each of above Brands 4 doz. in case)

Borden's Malted Milk, Trial Size, per doz. 90



Borden's Pioneer Brand Evaporated Cream
Large Cans,
4 doz. in cs. 5.00
Peerless 4.70
Yacht 3.25
Family Size,
4 doz. in case.
Quarts, 2 doz. in cs

ALL ABOVE BRANDS GUARANTEED



CARNATION CREAM

2 doz. cans 4 doz	
Per case	4 00
5 cases	3 95
25 cases	3 90
50 cases	3 85



LILY
(large tin)

1 cs	$3 90
10 cs	3 85



ALPINE EVAPORATED CREAM

1 to 5 cs	$3 60
5 to 10 cs	3 55
10 to 25 cs	3 50

Helvetia Milk Condens'g Co.



Originators Evaporated Cream
Highland Evaporated Cream 4 doz in box 3 10
Baby Pet, 4 doz 3 00
Pet, reg., 4 doz., per case 3 35



Jersey Evaporated Cream
319 Clay St.
Tel. Bush 855

Cases	
1 to 5	$4.50
5 to 10	3.65
10 to 25	3 60

Miscellaneous.

St. Charles, 4 doz., in case	$4 60
St. Charles, 5-case lots	4 50
Horlick's Malted Milk, doz	4 50

Cereal Coffee.

Fig Prune, per doz	$2 25
Postum, 24/½'s, per doz	1 35
Postum, 12/1's, per doz	2 25
Postum, 36/1's, per doz	2 25
Graino, 12/8s	2.75

Chutney.

Chutney, asst qts	$6 25
Chutney, asst. pts	3 75
Chutney, Major Grey, qts	6 50
Chutney, Major Grey, pts	4 25
Ban-ki-pore, pts	3 00

Prices Change



Owing to the Enormous Increase of the Demand
— for —

ALPINE
EVAPORATED CREAM

We have Been Forced to Advance Prices as follows:

	Per case
1 to 5 cases, 4 doz. to case	$3.75
5 to 10 " " "	3.60
10 to 25 " " "	3.50
50 to 100 " " "	3 45

Gallons

1 to 5 cases, 6 to case	3.50
5 to 10 " " "	3.40
10 to 25 " " "	3.30

ALPINE MILK
(Sweetened)
4 Dozen to case, 16 oz None

Our Guarantee
FOR
ALPINE
EVAPORATED CREAM
IS THIS:
EQUAL TO THE BEST
BETTER THAN THE REST.

ALPINE EVAPORATED CREAM CO.
Factory
HOLLISTER, CAL.

Office and Salesroom
123 California Street
San Francisco Cal

Phone: **Green 96.**

COLUMN 25.

Cranberry Sauce.

	doz.
Anderson's 2s, 2 doz box	2.25
Tea Garden, 2s, gls, 12 box	4.00
Tea Garden, 1s, gls, 24 box	2.25
Cape Cod, 2 lb, gls, 12 box	3.50
Cape Cod, 1 lb, gls, 24 box	2.00
Home Made, 1s, 2 doz box	2.15
do 2s, glass, 1 doz box	4.00

Cottolene.

2's 4's or 10's, per cs. of 60 lbs	7 00
5-case lots	6.90
10-case lots	6.85
25-case lots	6.75

With 2½ cases, ½ case free.
" 5 " 1 " "
" 10 " 2 " "
Price $7.50, $7.40, $7.35.

Curry Powder.

Cross & Blackwells, 2 oz	1.35
do 4 oz	2.35
Do 8-oz	3.65
Do 16-oz	6.20
East India, Bombay, 16 oz	5.00
East India, Bombay, 8 oz	3.25

Extract of Beef.

Liebig's (Genuine)

	2 oz.	4 oz.	8 oz.	16 oz.
doz.	4.55	8.50	15.90	29.75

"Rex" Solid.

2-oz., doz	$3.96	8-oz., doz	$13.27
4-oz., doz	7.20	16-oz., doz	24.75

Marshall's

2 oz., per doz $2.40

Gelatine.

Knox's, per doz	1 20
Knox's, per gross	14 00
Cox's, per gross	12 00
Keck's, per doz	1.10

Ginger (Preserved).

½ doz jars in cs, per cs .. 2.25

Lemon Sugar.

Gilt Edge, 24/½s, per doz	1.37½
Gilt Edge, 24/1s, per doz	1.85

Lime Juice.

Tahita, 24/8-oz, per doz	$1.25
Tahita, short measure, 16-oz	1.50
Tahita, full measure, 16-oz	1.75
Tahita, full measure, 32-oz	3.50
Tahita, bulk, gal	1.00

Mushrooms.

	doz.
Le Court, 100 to cs	$2.60
La Forrest, 100 to cs	2.75
Hotel, 100 to cs	2.00
Fancy Stuffed, pts	4.00

OLIVES.

OLIVES IN BULK.

	25 gl.	10 gl.	5 gl.	3 gl.
Ex. No 1, Qu'n	1 10	11 50	6 00	3 75
Lge No. 1, "	1 00	10 50	5 00	3 25
No. 1 Qu'n	95	9 75	4 75	2 90
No. 2 "	85	8 75	4 50	2 85
Manzanilla	70	7 25	3 75	2 40

Extra charge for kegs & barrels.



Olives

DAVILLE PACKING CO.

White Label Queen Olives—

28-oz., per doz.	$5.50
18-oz., "	3.75
6-oz., "	1 25

Pim-Olas

18 oz, 2 doz, per cs, per doz	$6 10
10 " " " "	3 55

Baby Pim-Olas

10-oz, 2 doz. in case, per doz	$2.50
6-oz, 2 doz. in case, per doz	1.50

Olive Oil

NICKLE

	Case
½ pints, 4 doz	$9 00
Pints, 2 doz	8 55
Quarts, 1 doz	7 85
2½-gs	9 00

MISCELLANEOUS

Golden Gate, in gal tins, per gal	1 80
" ½ " "	1 85
" 1 " "	1 90
Pals Grove, pure Cal., qts. .. dz.	7 75
Cooper's qts., ℔ doz	10.00
Cooper's pts, ℔ cs of 2 doz	10.00
Antonini, J.P.S., qts, Wcs	7.40
Do 1½-gal. tins, ℔ tin	2.90
Duret, qts, pts, ℔ doz cs	6.00 7.00
Lucca, Crosse & Blackwell's qts.	7.50
Lucca, Crosse & Blackwell's pts, 2 doz	8.25
Lucca, Crosse & Blackwell's ½ pts, 3 doz	7.25

Salad Oil.

Durand Oil.

Quarts, 1 doz. to case, per case	$1.90
Pints, 2 " " "	1.95
½-Pts., 3 " " "	1.00

Puritan Salad Oil

Quarts, 1 doz. to case, per case	2.20
F. Dubec & Fils, 1 dz qts, per case	1.50
Imitation Lucca, qts	1.90

Paprika.

Gordon Packing Co.

1-16 lb	doz	½ lb	doz 6 00
¼ lb	doz	1 lb	doz
½ lb	doz	Bulk, lb	

COLUMN 26.

Peanut Butter

Heron's, 2 doz to cs, per dz .. 2.40

Peels.

Citron, 25-lb box	$
Citron, 10-lb box	14½
Lemon, 25-lb box	11¾
Lemon, 10-lb box	12¼
Orange, 25-lb box	12¼
Orange, 10-lb box	12¾

PICKLES.

Gordon Packing Co.

California—Mixed or Plain.

No. 1, bbls, per gal	$0.21 to $0.27
No. 1, ½ bbls, per gal	.26 to .29
No. 1, 10-gal keg, p kg	2.25 to 2.35
No. 1, 5-gal keg, p keg	1.15 to 1.25
No. 1, 3-gal keg, p keg	.80 to .85
No. 2, bbls, per gal	.32
No. 2, ½ bbls, per gal	.24
No. 2, 10-gal keg, per keg	2 10
No. 2, 5-gal keg, per keg	1 05
No. 2, 3-gal keg, per keg	.80
No. 3, bbls, per gal	.14
No. 3, 10-gal keg, per keg	1 15
No. 3, 5-gal keg, per keg	.60
No. 3, 3-gal keg, per keg	.55

SWEET—"PACIFIC."

Bbls, ℔ gal	51
½ bbls, ℔ gal	53
10-gal keg, per keg	5.00
5-gal. keg, ℔ keg	2.75
3-gal. keg, ℔ keg	1.75
Square, 1doz ½-gal. ℔ doz	2.25
Square, 2 doz ¼-gal, ℔ doz	1 60
Square, 4 doz ⅛-gal., ℔ doz	1.25
Round, qts, ℔ doz	3.75
Round, pts, ℔ doz	2.50
Round, ½ pts, ℔ doz	1.75

Crosse & Blackwell's.

	Doz.
Mxd Pkls, pat tops, pts	4.15
Mxd Pkles, Pat tops, ½ pt	2.50
Mxd Pkls, corks, pts	3.95
Chow Chow, pat tops, pts	4.15
Chow Chow, pat top, ½ pt	2.50
Chow Chow, corks, pts	3.95
Onions, pat tops, pts	4.15
Onions, pat tops, ½ pts	2.50

Root Beer



Less 5 per cent t. on gross lots

Hires' case of 1 gr	20 00
6 doz. lots	10 00
3 "	5 00
1 "	1 75

Hires' Carbonated Root Beer
cs of 2-dz pt bottles, patent tops, per cs $2.00 in 5 case lots 1 95
Hires' Carbonated Ginger Ale
Per case 2 00
5-case lots, $1.95.



Hires' Rootbeer Carbonated and Ginger Ale empty bottles, if returned to Sconn-Patrick Company, will be received by them at 25c. per case of 2 doz. bottles (with case) Delivered at San Francisco.

Salad Dressing.

Durkee, small, 2 doz, ℔ doz	2.55
Do large, 1 doz, ℔ doz	4.30
Do picnic size, 4 dz, ℔ dz	1.00
My Wife's 1 dz 16-oz. case	2.75
My Wife's, 2 doz, ½ pt, cs	3.40

Alpha Salad Cream.

Jumbo, 1 doz. to case, per case	4.25
Do large, 2 doz. " "	4.70
Do picnic, 2 " " "	2.50

COLUMN 27.

Saratoga Chips.

(Less 5 per cent)

Boxes, 15 and 30-lb, per lb	$0.20
Cartons, 6-oz, 2 doz in cs, doz	1.30

SAUCES.

SNIDER'S SALAD DRESSING

Pints, 1 doz. in case, doz. $2.75
Hlf-Pts, 2 doz. in case, doz. 1.75





Snider's Oyster Cocktail S'ce
pints, 2 doz to c'se, doz .2 40
Same gallon jugs, 6 to case, per gal 1 80
Snider's Chili Sauce, pints, 1 doz. to c'se doz . 2 40
Same, half pts 2 doz to c'se doz . . 1 45

Bayle's Tabasco Pepper Sauce, in cases, 6, ½-doz. boxes, per doz. $3 00 boxes of 12 bottles, per doz 3.50

Holbrook's W'cestershire, ½'s	2.40
Do pts.	4.00
Do qts.	7.25
*Lea & Perrin's Worcestershire, sm'l	2.75
*Lea & Perrin's Worcestershire, medium	5.00
*Lea & Perrin's Worcestershire, large	8.25

*5 cases 5c ℔ doz less.

Ban-ki-por, ½ pts, 2 doz case, per doz	2.40
Ban-ki-por, pts, 1 doz case	3.80
Tobasco, McIlheny	4.10
Tobasco, New Iberia	3.50
Braunhardt's Tropical, ½-pts, 2 doz. per case	4.50
" pints, 2 doz. " "	8.10
Bengal Worcester, ½ pt	.55
Bengal Worcester, pt	1.05
Pepper, sprinkle top, ½ pt	2.00
Superior Pepper, small	.75
Superior Pepper, large	1.50

Pure Food Pk'g Co.

Worcester Sauce, London Club, ½ pts, do ..... .75

SALT.



LESLIE SALT.

Free Running—

Cartons, 20 5s	$ 2.50
Cartons, 24 3s	2.00
Cartons, 48 2s	2.75
Caddies, 50 2s	3.25

Velvet Grain—

Bales, 75 2s	$ 1.50
Bales, 50 3s	1.50
Bales, 40 4s	1.50
Bales, 30 5s	1.50
Bales, 15 10s	1.50
Bales, 8 20s	1.50
50-lb sacks, per ton	18.00

H. B. H. Liverpool.

Bales of 75, 2's, per bale	$1.25
Bales of 40, 4's, and 15 10's	2.0
Bags, 200s (50s $b), per ton	7.50

Rock Salt.

Half-Ground, 100-lb sacks, per ton	$ 3.50
Stock, 100-lb sacks, per ton	3.00
Liverpool Lump, per ton	13.50
Cal. Table and Dairy, pr bale	1.0
Cal. Table and Dairy, 50's, per ton	6.25

Package Salt.

Shaker Salt, per doz	$0.90
R. S. V. P., 3's, 24 to cs, p. cs.	2.25
R. S. V. P., 5's, 20 to cs, p. cs.	2.75

Celery Salt.

Mertens, 1 doz in box 1.05

Sauerkraut.

Barrels, per lb	.02¾
½ bbls	.03
¼ bbls	.03¼
3-gal kegs, per keg	.90
5-gal kegs, per keg	1.15
10-gal kegs, per keg	2.25
2-lb tins, 2 doz in cs, doz	1.35
2½-lb tins, 2 doz in cs, doz	1.60

COLUMN 28.

SOUPS.



CAMPBELL'S (1-lb. Condensed). Packed 48 1-lb. cans to case. Straight cases of any variety, or following assortment:

8 Tomato, 6 Vegetable, 4 Ox Tail, 3 Mock Turtle, 3 Chicken Gumbo, 2 Tomato Okra, 1 Julienne, 2 Beef, 2 Consomme, 2 Pea, 2 Celery, 2 Vermicelli-Tomato, 2 Clam Chowder, 2 Mutton Broth, 2 Bouillon, 3 Chicken, 2 Mulligatany.

Price, per doz, any variety ... $0.90
Special on 5 case lots ..... .85

Miscellaneous.

Anderson's Asstd, per doz	.90
Anderson's straight, per doz	.90
Snider's Toma o—8 lb tins 2 doz. in case, per doz.	$2.60
Same—2 lb tins 2 doz. in case, per doz.	$1.35
Van Camp's asstd, per doz	.90
Van Camp's straight, per doz.	.90

SPANISH DELICACIES.

Specialties of the
Spanish-American Food Co.
149-155 Fremont St.
Medal Goods. Paris Exposition.
IXL BRAND.



	Doz.
Beef Tamales in key op. cans	.95
No. 1 Boneless Chicken Tamales in key-op. cans	1.30
No. 2 Not Boneless Chicken Tamales in key op. cans	1.00
Extra Special Boneless Tamales in key op. cans	1.60
Chili Con Carne, 1 lb	1.20
Enchiladas, in key-opener cans	1.20
FRIJOLES, 1 lb	.90
Tripe, Spanish style, 1 lb	1.25
Concentrated Soup, pts., 20 varieties	.90
Concentrated Soup, qts., 20 varieties	1.85
Minced Deep Sea Clams, 1 pt.	1.00
Minced Deep Sea Clams, 2 pt	1.65
Clam Juice, 1 pt	.95
Clam Juice, 2 pt	1.50
Cal. Baked Beans, tomato sauce, 1 lb., 4 doz in case	.85
Cal. Baked Beans, tomato sauce, 2 lbs., 2 doz to case	1.35
Cal. Baked Beans, tomato sauce, 3 lbs . 2 doz to case	1.75
Chili Beans (Tamale Sauce) 1 lb, 4 d z to case	.85
2 lb, 2 " "	1.35
2 lb, 2 " "	1.75
Deviled Oysters, for Sandwiches 4 doz to case	1.40
Pate Chicken Liver for sandws. 4 doz. to case	1.40
Macaroni and Cheese, with Tomato sauce, 1 lb, 4 dz. cs	.80

Truffles.

Rilhac, 100/¼'s, per doz	12.00
Rilhac, 100/ 1-16's, per doz	3.00
La Forrest, 100/¼'s, per doz	17.00

Vinegar.

	½ Bbl.	10 bbl.	5 gal.	3 gal.
30 grain	08	10	1 15	65 50
40 grain	10	12	1 35	75 60
50 grain	12	14	1 70	90 80
60 grain	14	16	2 00	1 10 95
80 grain	16	18	2 65	1 50 1 25
90 grain	18	20	3 50	1 85 1 65
100 grain	20	22	3 85	2 00 1 85

Hammond's Vinegar.

Salad, qts, per doz 1.25

Yeast Cakes.

Great Western	1.00
Gillett's Magic	1.20
Yeast Foam	1.20

COLUMN 29.

Department 19.

GROCERY SUNDRIES.

Axle Grease.

H. & L., per case	$1.50
C. & S., 2-doz case, per case	2.00
" 5 cs lots	1.95
" 10 cs lots	1.85
Frazer's, 2 doz tins, per case	2.25
Frazer's, 4 doz wd, per case	3.60
Frazer's, 15-lb pails	.85
Mica, 3 doz tins, per case	2.50

Paper Bags.

Automatic, Self-opening, 500 in pkg. List.

¼-lb	$1.00	8-lb	4.80
½-lb	1.20	10-lb	5.20
1-lb	1.60	12-lb	6.40
1½-lb	1.70	14-lb	8.00
2-lb	2.00	16-lb	9.00
3-lb	2.50	20-lb	10.00
4-lb	2.90	25-lb	11.00
5-lb	3.40	30-lb	12.00
6-lb	4.00	35-lb	15.00
7-lb	4.40		

Discounts from above List:
***(Cheapest) ..... 60 pct and 5, 10's
Eagle or Equal ..... 50 pct and 2, 10's
White Fibre, or any white bag, ... 50 pct and 1, 10's
Mikado (striped) ..... 40 pct
Sugar Bags, broad bottom, lb 06
Lion, 40 per cent and 1 ..... 1.10

Bluestone.

Barrels, per lb (5 bbls 5½c) .$0.05⅝

Bathbrick.

Bristol, 2 doz, per case (25 case lots 67½c)	$0.70
Powdered, 20 1's, per case	1.15
Powdered, 40 ½'s, per case	1.25

CANDLES.

Adamantine.

Schneider's 10 oz, 20's	$0.07
Schneider's 12 oz, 20's	.08½
Schneider's 14 oz, 20's	.09½
Parafine, 20 1 lb. cakes	1.90
do, 5 bx. lots	1.80
do 40 1 lb cakes	3.80
do 5 bx lots	3.65
do 100 1 lb cakes	9.50
do 5 bx lots	8.50
P. & G. Adamantine, 10 oz.	8¼
do 12 oz.	9¾
do 14 oz.	10½
Yacht Club Quartz Candles 20 sets 14 oz	.10
40 sets 14 oz	.09¾

Stearic.

Schneider's 14 oz 20's or 40'	.12
Schneider's 16 oz 20's or 40's.	.13½

Parafine, Etc. Per lb.

4s, 6s, in cartons of 36-lb bxs | 10¼
12s, in cartons of 36-lb bxs | 10¾
½-lb, in cartons of 25-lb bxs | 10¼
1-lb, in cartons of 25-lb bxs | 10¼
Colored 1c higher.

Beeswax, pure for churches	40
Do No 2	30
Do No. 3	25
Christmas, all sizes	8 8½
Do holders, ℔ gross	85
Wax Tapers, ℔ doz pkgs (℔ gross 8.00)	.65 75
Night Lights, German, on pap & wd, (doz 40)	65
Do French, on tin, doz	.50, .75, 1.10

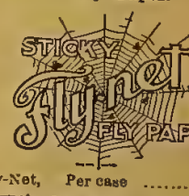
Cordage.

Basis price: Manila 14½c. Sisal 9¾c (5,000 lbs ¼c, and 10,000 lbs ½c less.)

Egg Food.

Pratt's, 26-oz, 2 doz in cs	$2.25
Wellington's, 1-lb, 2 doz box	2.00

Fly Paper.



Fly-Net, Per case	$2.60
Magnet, per case	$1.50
Tanglefoot, per case	2.90
Tanglefoot Holders, per case of 50	75

Fruit Jars.

Mason's, pts, per gr	5.50
Mason's qts, per gr	6.25
Mason's, ½ gals	8.50

Fruit Jar Caps.

Porcelain, 6 doz to box, per bx 1.05

Fruit Jar Rubbers.

No. 1 white, per lb	50-60c
"Gold Seal," cartons, per gr	.75
"Badgers," cartons, per gr	.60

Hops.

No. 1, ¼ lb, 30-lb. box, lb	.28
No. 1, ½ lb, 30-lb box, lb	.28
No. 1, 1 lb, 30-lb box, lb	.28
Less than 30-lb boxes	.29

Horseradish.

½-pts, 2 doz in box, doz	1.10
Pts, 1 doz in box, per doz	1.50
Qts, 1 doz in box, per doz	2.75
Bulk, per gal	.75

Glue.

Le Page's, 1 oz, per doz	.75
Le Page's, 2 oz, per doz	1.15
Le Page's ½-gill tins, per doz.	1.20
Le Page's, 1-gill tin, per doz.	1.60
Standard, small, per doz	.50

COLUMN 30.

EUREKA INSECT EXTERMINATOR.



Manufactured by
Jos. Fusch, 525 Front Street, San Francisco.

10c size, doz ..... .75
25c size, doz 1.75
60c size, doz 4.50
1.00 size, doz 8.00

Harmless to persons or animals; does not irritate the skin or injure the eyes.

MATCHES.

Metropitan, full count, per tin $1.15
Universal, shrt count, pr tin .85-.90
Boys' block pap pkg, per doz .10
Swedish Safety, per gross..... .80
Swedish wind, 1 gross..... 85
Vulcan Paraffine, 65s, ℔ gross (50 gross 50c) ..... .50 .55
Japanese Safety, per gross..... .50
Squirrel Matches, 55s, per gross .43
Ship Safety Matches, la ge, gross .75
" " small, " .65

Diamond Match Co.'s.

Anchor, 200 ..... 1.70
Do 500s..... 3.75
G. G., 60s..... 2.50
S. & C., 300s..... 3.30
Red Top Safety 3.25
S. & C., Eastern Parlor, 80s.... 4.25
Do 5-case lots 4.00
Butterfly Wax, 500s..... 8.00
Press, 100s, 5-gross cs..... 4.75
Do 5-case lots 4.50
Little Star, per cs..... 2.20
Do 5-case lots 2.00
Search Light, 500s, large 1 gr.. 4.75
Do 5-case lots 4.50

Paper, Wrapping.

Butter, White, ℔ ream..... 20
Do Waxed ℔ ream..... 25
Manilla, No. 2, roll, any sz. lb....3½
Manilla, No. 1, rolls or reams, ℔ lb..... 5
Straw, ℔ ream..... 70
Do rolls any size, ℔ lb.... 3¼
Drab, ℔ ream..... 60
Do rolls any size, ℔ lb.... 2⅝
Metropolitan White Fibre Rolls, per pound 4

Paper, Toilet.

Columbia, in rolls, 7 oz, per cs of 100 ..... 2.75
Royal, 100 rolls of 500 shts.....4.00
Pilot, 100 tablets of 500 shts..3.75
Golden Eagle, 100 tablets of 1,000 sheets 8.00

Polishes, Shoe.

Mason's.

Mason's Colt-Coron-ide
Per gross $4.70; per doz 40c

Mason's Paste Stove Po'ish
Per gross $4.70; ¼-gross $1 20

Mason's Challenge, per doz ... .40
Mason's Challenge, per gross... 4.70
Challenge Shoe Dressing, small per dez ..... $ .75
" large " 1 50
Russett Comb'n. shoe Dressing small, per doz ..... .75
" large, " " 1 50
Black Comb'n Shoe Dressing small per doz ..... .85
Patent Leather Polish, per doz ..... .60
Mason's, No. 4 ..... .45
" " per gross 5 20
" No. 3 per doz ..... .85
" " per gross. 3 40
" No 2 per doz ..... .80
" per gross..... 3 00
" No. 1 per doz ..... .25
" " per gross 2 80

Scott & Gilbert Co.
Manufacturers.
214-216 Mission St., San Francisco



In 3 dozen cases per

Alaska Seal Cit....	20 00
Top Notch	15 0
Russian	12 00
Boss.....	9 00

COLUMN 31.

Bixby's.



Jet Oil.....per doz. .85
Jet Oil, 3 doz. in box, with Marvel Brush Free 2 55
Royal Polish ..... per doz. .85
Royal Polish, 3 doz. in box, with 8 pkgs. 5c Carpet Tacks free. 2 55
Shoe Satin, Small Comb, per doz. .80
Shoe Satin, Large Comb, per doz. 1 25
No. 5, Shoe Satin Paste, per doz. .40
No. 10, Shoe Satin Paste, p doz .85
Satinola, Small Como ..... .80
Satinola, Large Comb 1 25
No. 5, Satinola Paste..... .40
No. 10, Satinola Paste..... .85
"BBB" Blacking Size M 3 dz. in box ..... } 1 25
½doz. paste free .....
"BBB" Blacking, Size B. 3 doz. in box ..... } 2 50
1 doz. paste FREE .....

Polish, Stove.

Rising Sun, large pkg, ℔ gross..6.25
Do 5-gross lots, ℔ gross..6.00
Do Small pkg, ℔ gross....4 25
Sun Paste, large, ¼ gross, per gross 8.00
Sun Paste, small, ¼ gross, per gross 5.00
Enameline, No. 4 tins, ℔ gross.5.00
Do No. 6 tins, ℔ gross.....3.25
Do Liquid, pt-tins, bx 3 doz.2.25

Polish, Metal.

Electro Silicon, 1 gr in case, per doz ..... .80
Brilliantshine, ½ pts, per doz.. .90
Brilliantshine, pts, per doz.... 1.70
Brilliantshine, qts, per doz.... 3.10

U. S. Metal Polish.



POLISH	Doz
Qts...	$3 00
Pts....	1 70
½ Pts.	90
PASTE	
lb...	$3 00
½ lb ..	1 75
3 oz...	50
Barkeepers Friend powder gr..	$18.00

U. S. METALLIC POLISH PASTE is put up by a Practical Chemist; also in Liquid Form. Free from Acid or Grit. 20 years in the Markets of the World. **J. T. WILSON,** Pacific Coast Agt., 1770 15th St., S. F. For sale by all dealers. Also the Barkeepers' Friend Cleaning Powder.

Rope.

Manila, 1¼-in. cordage ..... .15
Sisal, 1¼-in. cordage ..... .10¾

Seeds.

Anis	14½
Canary	7 7½
Caraway	8 10
Celery	15
Coriander	15
Cumin	13
Flax, ground	4
Flax, whole	3¾
Hemp, sacks	4½
Millet	6½
Mustard	5½
Poppy (Or. sks 9¾)	10¾
Rape, Cal.	4½
Bird gravel, 40 2s	**2.00**
Bird Seed Mixed 48—1-lb. pkg .	7½

Original sacks ½c less.

Sheep Dip.

Little's, 10½-gal tins, per gal $1.05
Little's, 5-gal drums, per gal.. 1.05
Smith's, 10½-gal tins, per gal. .95
Smith's, 5-gal drums, per gal .95

Twine.

Cotton, 4 ply, 100-lb bls, per lb 19
Do 3 ply, 100-lb bls, per lb.... 19
Do 2-lb cones, per cone..... 44
Hemp, 8-oz balls, per 3-lb pkg.. 70
Do, 4-oz. balls, per 3-lb pkg. 75
Do 2-oz balls, ℔ 3-lb pkg.. "
Sack, 4 ply, 12-lb pkgs, per lb. 33

Wax.

Fruit, 25 1-lb pkgs, ... 90
Japan, per lb..... 20
Beeswax 35

Wax Strings.

12 in. 10 pkg. 100 stgs, each..... 1.50
14 in. 10 pkg. 100 stgs each..... 1 60

COLUMN 32.

Department 20.

WOOD AND WILLOW WARE

AXE HANDLES.

Ex, 36-in., doz..... $2.25
No. 1, 36-in., doz..... 1.75
No. 2, 36-in., doz..... 1.25
No. 3, 36-in., doz..... 1.05
Ex, 38-in., doz..... 4.00
Ex, 40-in., doz..... 4.25

BASKETS.

	Per Doz.
Cal., Open, Spruce, No. 3..	.60
Cal., Open, Spruce, No. 4..	.60
Cal., Open, Spruce, No. 5..	.84
Cal., Satchel, Spruce, nest, 0-5	1.10
Cal., Satchel, Spruce, nest, 1-5	1.00
Cal., Satchel, Spruce, nest, 1-41	.71
German market, nest of 4	1.25
Clothes, Oval, Wil., No. 0.	6.50
Clothes, Oval, Wil., No. 1.	6.00
Clothes, Oval, Wil., No. 2.	7.50
Clothes, Oval, Wil., No. 3.	9.00
Clothes, Oval, Wil., nest 4...	3.17
Japanese Telescope, nest of 5, size 18x12x7.....	1.10
Same, size 20x13½x7.....	1.50
Same, size 24x15x10.....	2.10

BOWLS, WOODEN.

	Per Doz.
Maple, No. 1, 11-inch.....	.75
Do No. 2, 13-inch.....	1.50
Do No. 3, 15-inch.....	2.75
Do No. 4, 17-inch.....	4.25
Do No. 5, 19-inch.....	5.75
Do No. 6, 21-inch.....	7.50
	Per nest.
Maple Nests, 3, 13, 15, 17-inch	.71
Same, 4, 13, 15, 17, 19-inch	1.20
Same, 5, 13 to 21-inch...	1.81

BROOMS.

	Per Doz.
Patent Cap, No. 1.....	3.80
Patent Cap, No. 2.....	3.60
Patent Cap, No. 3.....	3.35
Extra Patent, No. 1.....	3.85
Extra Patent, No. 2.....	2.60
Extra Patent, No. 3.....	2.40
Ladies' Pride, No. 1.....	2.85
Ladies' Pride, No. 2.....	2.60
Ladies' Pride, No. 3.....	2.40
Little Beauties	3.00
Ladies' Delight	2.80
Toy, 2 strings.....	.90 1.35
Wisp, 2 strings	.90 1.25

BRUSHES.

	Per Doz.
Dust	2.00 12.00
Scrubbing	.55 3.00
Dandy	1.50 5.75

Shoe Brushes.

No. 1. black tampico	1.10
No. 2. bristles	1.65
No. 3, white bristles	1.75
No. 4, bristles	2.00
No. 5, white bristles	2.25
No. 6, horse hair	2.70
No. 7, bristles	3.90

Stove Brushes.

	Per Doz.
No. 1, tampico, handles...90c-$1.10	
No. 2, bristles, handles.....	1.85
No. 3, tampico, handles.....	1.85
No. 4 bristles, handles	3.25

Ox Fibre Brushes.

	Per Doz.
Scrub, T. & B., 9x2½ in face	.80
Do Hub, 10x2¾ in face.	2.00
Do Magic, 7½x2 in face	1.10
Do Owl, 6¼x1¼ in face	.85
Do Cat, 10¼x2¼ in face	1.50
Do Rat, 8½x2½ in face	1.25
Do Mouse, 8¼x2½ in fa	1.00
Do Alligator, 10½x2¾ in face	2.25
Do Goose, 8¾x2¾ in fce	2.00
Do Duck, 6½x2¾ in fce	1.50
Stove, Hustler, 8½x2½ in face	2.25
Sink, Bell, 3½x2½ in face	1.40
Sink, Gong, 4¾x3¾ in face	2.25
Horse, Pointer, 10x3¼ in face	3.00
Creamery, Jersey, 9x6 in face	3.25
Creamery, Holstein, 9½x 5½ in face	3.50
Dust, Peacock, 10½x4 in face	2.25
Hand, Windsor, 4½x1¼ in face, per gross.....	6.00
Whitewash, Snowstorm, 9-in., per doz.....	2.00
Same, 8-in., per doz.....	1.75
Same, 7-in., per doz.....	1.50

CAN OPENERS.

Diamond, per doz $0.75
Crown, per doz 1.25
Scissors, per doz 2.25

CARPET SWEEPERS.

Bissells, per doz 25.00 to 27.00
King, per doz 24.00

CHEESE SAFES.

Round No 1, 10-in $2.20
Round No 2 22-in 2 25
Round No. 3, 24-in..... 3.50
Square, each 4 00

Clothes Line.

Hemp, 40-foot, per doz	$0 80
Hemp, 60-foot, per doz	1.25
Cotton, 40-foot, per doz.....	80
Cotton, 60-foot, per doz.....	1 20
Cotton, 75-foot per doz.....	1 75
Manila, 40-foot, per doz....	1 25
Manila, 60-foot, per doz.....	2.50
Sash Cord, 50-foot, per doz ...	1 75
Sash Cord, 80-foot, per doz....	3 00
Wire Cord, 50-foot, per doz..	1 05
Wire Cord, 75-foot, per doz.	1 60
Wire Cord, 100-foot, per doz..	2 75

COLUMN 33.

Clothes Line Pulleys.

Galv. Iron, per doz.. .....$0.65

CLOTHESPINS.

Common, per bx of 6 gross .65
U. S. Patent Spring, per gr .50

COFFEE MILLS.

Enterprise, Family, No. 1, doz.$2.50
Enterprise, Family, No. 2, doz. 3.50
Enterprise, counter, ea... 5.50-35.00

CORKS.

Wine, pt size, per M.....$4.75
Wine, qt size, per M..... 5.25

Demijohns.

(Less 40-10-5 per cent discount.)
¼-gal., doz .$3.25 2-gal., doz..$10.50
½-gal., doz.. 4.50 3-gal., doz.. 13.50
1-gal., doz... 6.50 5-gal., doz.. 19.00

Dust Pans.

No. 1 Japan, doz..... .67
Covered, doz 1.14
Janitor, doz 2.25

Dusters.

China, fancy colored, doz.... .75
Standard Turkey, No. 10, doz.. 1.50
Standard Turkey, No. 12, doz.. 2.00
Standard Turkey, No. 14, doz.. 2.60
Standard Turkey, No. 16, doz.. 3.15
Standard Turkey, No. 18, doz.. 3.75

DOOR MATS, COCOA.

	Per Doz.
Light, No. 1, 14x24.....	4.00
Do No. 2, 16x27.....	5.50
Do No. 3, 18x30.....	7.25
Do No. 4, 20x33.....	9.00
Medium, No. 1, 14x25.....	5.25
Medium, No. 2, 16x27.....	6.75
Medium, No. 3, 18x30.....	8.50
Medium, No. 4, 20x33.....	10.25
Extra, No. 2, 16x27.....	9.50
Extra, No. 3, 18x30.....	12.50
Extra, No. 4, 20x33.....	15.00
Extra, No. 5, 22x36.....	18.00
Keystone Steel Mats.....	

Faucets.

Cork lined, No. 1, doz.....$0.60
Cork lined, No. 2, doz..... 75
Cork lined, No. 3, doz..... 90
Cork lined, No. 4, doz..... 1.25
Cork lined, No. 5, doz..... 1 50
Molasses Gates $0.25
Self-Measuring Faucets, each 3 00
Syrup Pumps (Enterprise), ea. 5.75
Syrup Pumps with auger, ea.. 6 00

Ironing Boards.

4-ft., per doz..... 4 20
4¼-ft., per doz..... 4 75
5-ft., per doz 5 25
5½-ft., per doz 5 75

LAMP CHIMNEYS.

XX Eureka Grade.
Eureka Crimp Top in Cartons.

	Per Doz.
No. O or E, 6 doz. in case	.75
No. 1 or A, 6 doz. in case	.75
No. 2 or B, 6 doz. in case.	.95

Eureka Electric. In Cartons.

No. 2, 6 doz. in case, per doz. 1.00

Lantern Globes. per doz
Packed 5 doz. in case..... .70

Eureka Rochester.

	Per Doz.
No. 1, 6 doz in case.....	85
No. 2, 6 doz. in case.....	1 05
No. 3, 6 doz. in case.....	2.10

Macbeath Pearl Top.

No. 1 or A. 6 doz. in case. .85
No. 2 or B. 6 doz. in case 1 05

La Bastie.
Heaviest and best in market.

	Per Doz.
No. A. plain bulk, 6 doz. in case	1.20
No. B, plain bulk, 6 doz in case	1.50
No. A, crimp bulk, 6 doz. in case	1.80
No. B, crimp bulk, 6 doz. in case	1.60

Common Chimney.

	Per Doz.
No. 0 or E, 6 doz. in case.	.40
No. 1 or A, 6 doz. in case..	.45
No. 2 or B, 6 doz. in case.	.65

Common Rochester.

No. 1, 6 doz. in case.....	.80
No. 2, 6 doz. in case.....	.90
No. 3, 3 doz. in case.....	2.00

Lamp Burners.

0 or E, per doz.....	$0.50
1 or A, per doz.....	60
2 or B, per doz..4.....	75
(Blaze fits 13 collar, takes E wick)	
Solar Burners, doz	1.50

LEMON SQUEEZERS.

Ball per doz $0 90
Glass, No. 1, per doz 50
Glass, No. 2 (for oranges) doz 85

MOPS AND HANDLES.

	Per Doz.
9-lb. Mops	1 20 and 1 50
12-lb Mops	1 80 and 2 00
Patent Mop Handles	1.00
Plain Mop Handles	.90

PAILS.

	Per Doz.
Wood, painted, 2 hoops...	2.25
Wood, varnished, 2 hoops	2.25
White Cedar, 3 galv hoops	2.75
Fiver	3.50
Galvanized, 10 quarts	1.75
Galvanized, 12 quarts	2.05
Galvanized, 14 quarts	2.35

SHELF PAPER.

	Per gross.
Narrow, assorted colors.	.12
Wide, assorted colors....	.35

COLUMN 34.

TUBS.

White Cedar—No. 0, 13.00; No. 1, 10.50; No. 2, 9.00; No. 3, 8.00.

Painted or varnished—No. 0, 11.40; No. 1, 9.50; No. 2, 8.40; No. 3, 7.20.

Fiber—No. 0, 18.00; No. 1, 14.50; No. 2, 12.50; No. 3, 11.00.

Galvanized—No. 1, 6.40; No. 2, 6.20; No. 3, 7.00.

WASHBOARDS.

	Per Doz.
California, regular size.....	1.80
California, small	.90
Stag	2.75
Bronze	3.50
Good Enough	2.25
Anchor, single	1.90
Nameless	2.25
Peerless, double	3.50
North Star	3.50
North Star, protector....	4.00
Crystal Glass	3.75
Misses	1.50
Toy	.90

WICKING.

	Gro.
Lamp, 0 or E, ⅝-in.....$0.35	
Lamp, 1 or A, ⅝-in.....	.45
Lamp, 2 or B, 1-in.....	.65
Lamp, 3 or D, 1½-in.....	1.00
No. 1 Rochester	2.25
No. 2 Rochester	3.00
No. 3, Mammoth	10.50
Junior Rochester	1.75
Stoves, 3-in	2.00
Stoves, 3¼-in.	2.40
Stoves, 4-in	2.75
Stoves, 4½-in	3.00
Stoves, 5-in	3.50

WRINGERS.

Wood Frame Novelty.
Two top screws; iron tub clamps.

	Per Doz.
No. 350, 10x1¾ in	27.00
No. 351, 11x1¾ in	36.00
No. 352, 12x1¾ in	42.00
One top screw; wooden top clamps.	
No. 360, 10x1¾ in.....	31.00
No. 361, 11x1¾ in.....	36.00
No. 362, 12x1¾ in.....	42.00
Ball Bearing.	
No. 380, 10x1¾ in.....	**40.00**

MISCELLANEOUS.

Barrels, paper, 100-lbs, ea.	.80
Barrels, pa., 50 lbs ea.....	.65
Barrel Covers, 11-in. (flour barrel size), per doz.....	1.80
Barrel Covers, 21-in (sugar barrel size), per doz.	2.70
Basins, fiber, 12-in., pr ds.	2.25
Basins, fiber, 1¾-in., per doz.	2.50
Brownies, per doz....85, 1 15	1.35
Butter Ladles, plain, doz....	45
Butter Ladles, clays, doz	85
Butter Spades, doz	40
Dishes, oval 1, 2 and 3-lb, per 1,000.....2 20, 2.30,	2.90
Dishes, wire end..... ....1.35, 1.80, 2.35, 2.85,	3.25
Egg Beaters, Dover.....	1.00
Lemon Squeezers, fiber, dz	1.25
Measures, fiber, 4 pcs ..... (Set pt., qt., ½ gal and funnel)	1.25
Lanterns, O Tubular, doz.	5.25
Lanterns, candle, frame, only doz.	1.00
Lantern Candle, with chimney, doz.	1.75
Lantern globes, in bbls. 70@95	
Mouse Traps, 1 to 6 holes, doz., 6 holes.....	.60
Traps, mouse, "Does-it-easy," doz.	25
Traps, rat, "Blizzard," doz....	1.25
Nest Eggs, per doz.....	20
Oil Cans, 1 gal., cush., per doz	1.60-4.50
Oil Cans, 1 gal., galvanized Iron	1.95
Oil Cans, 5 gal., galvanized Iron	6.00
Potato Mashers, per doz..45@75	
Rolling Pins, per doz 1.20 and	1 45
Spoons, wooden...30c, 37c	.65
Step Ladders, each per ft.	.17 .40
Tacks, steel, assrd, 2-oz, doz...	25
Tacks, Common, 2 oz., doz..	11
Tapers, gas, 30/17-in, stgs. doz	65
Tobacco Cutters, standard, ea	80
Toothpicks, per case, 110 box	2.25
Twine Holders, hanging, doz.	2.00
Twine Holders, counter, doz.	3 10
Spittoons, fiber, 12-inch..	6.00
Spittoons, fiber, 12-inch..	4.75
Spittoons, fiber, 9-inch...	4.00
Whips	90
Window Screens, 12-in., doz..	1 52
Window Screens, 18-in., doz..	2.00
Window Screens, 24-in , doz..	2 51

STATIONERY.

Blank Books.

Counter, 48-leaf	$ 50
Counter, 92-leaf	75
Cap, Day & Ledger, per 100 pp	10@ 40
Full bound	50@ 75

Writing Paper.

	Ream
Commercial Note, 5lb....	45@ 75
Commercial Note, 8lb...	50@ 90
Letter, 10 lb, ex.....	90@1.50
Cap, 12 lb, ex.....	1.00@1.80

COLUMN 35.

Envelopes.

	Per M
XX, 5-in.	1.00@1.50
XX, 6-in.	1.10@1.60
XXX, 10-in.	2.80
XX, 4-in., Baronial, cream or white	1.40@1.80
XX, 5-in., Baronial cream or white	1.60@2.00

Inks.

Scott & Gilbert Co.,
Manufacturers,
214-216 Mission Street, San Francisco

SUNSET BLUE BLACK



	gross
Cones, 3 dozen case	$4.50
2 oz. round studs 3 dz.	4 50
	doz.
4 oz. round studs, 3 dz.	75
½ pints, 2 doz case	1 25
Pints, 2 doz. in case	2 00
Quarts, 1 doz. in case	3 50
	gal.
5 gallon kegs	70
10 gallon kegs	60
Barrels	50
Assorted colors,	doz.
1 oz. stands, any color	50
2 oz. stands, any color	75

BLACKSTONE MFG. CO.
1960 Howard St., S. F., Cal.



	Gross
Cones, 3 doz to cs	$3.75
2-oz., Rnd Cylndr, 3 doz to cs.	3.90
3-oz., Rnd Cylndr, 3 doz to cs.	5.75
4-oz., Rnd Cylndr, 3 doz to cs.	6.50
	Doz.
8-oz., Rnd Cylndr, 2 doz to cs.	1.15
16-oz., Rnd Cylndr, 1 doz to cs.	2.00
Full qts., Rnd Cylndr, 1 doz to cs	3.75

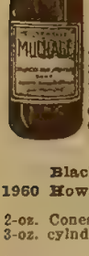
Above prices are for Jet Black, Blue Black, Green, Blue, Violet and Carmine Inks.
(Copying Inks 10 per cent additional.)

Miscellaneous.

Carter's or Sanford blk cylinder, gross	4.50
Sanford's, 4 oz., black cylinders, doz.	60
Sanford's ½ pt, doz	1.75@2.00
Sanford's pts, doz	3.00@4.50
Sanford's qts., doz	5.00@7.50

Lead Pencils.

	Gross.
Plain cedar	60
Black polished	1.10
Cedar, rubber tip	1.00
Red polished, metal rubber tip	1.50@3.50
Carpenters'	1.75@2.25
Eagle Automatic, doz.	85@2.00
doz.	40@1.80



Mucilage

Scott & Gilbert Company
Mnfrs., 214-216 Mission St
San Francisco, Cal.

SUNSET EXTRA HEAVY

	doz.
2 oz. cones, 3 doz. cs.	37½
3 oz. cones, 3 doz. cs.	75
½ pints, 1 doz. case	2 00
Pints, 1 doz. in case	3 50
Quarts, 1 doz. in case	7 00
Gallons, ½ doz. cs e	20 00

Blackstone Mfg. Co.
1960 Howard St. S. F., Cal.

	Gross.
2-oz. Cones, 3 doz. to cs.	$4.00
3-oz. cylndrs, 3 doz to cs.	5.75
	Doz.
8-oz. round, 2 doz to cs.	1.75
16-oz. round, 1 doz. to cs.	3.00
Full qts., 1 doz. to cs.	5.00

Bulk quotations (5, 10 and 30-gal.) on application.

Steel Pens.

	per gr. Gross.
Railroad, 1 gross in box	$0.40
Stub No. 413	40
Falcon	40
Bank	40
Easy Writer	50
Extra Fine	45
Elastic	45
Railroad Stub	40
Ladies' Falcon	40
School	40
Spencerian No. 1	85
Gillotts No. 404	50
Gillotts No. 303	1.00

COLUMN 36.

Department 21.

DRUGS.

Acid, Carbolic, 2-oz doz	...	$1.50
Alcohol, 95 pct, cas, gal	...	2.85
Aloes, cape	lb	.30
Alum, lump (powdered 6 @ 8)	lb	.03 .04
Ammonia, carbonate	lb	.18
Arrowroot, Bermuda, ¼-lb, 12 in box, per lb	...	32
Bark, Cassia	lb	.15 .18
Bark, Cassia, powd	lb	.25
Bark, Elm, slippery, ¼s and ⅛s	lb	.40
Bark, Sassafras	lb	.25
Bay Leaves	...	.15
Bay Rum	gal	2.75
Carbon, Bi-sulp, East., 1-lb bot	lb	.35
Carbon Bi-sulp, Wheeler's, 1-gal can	...	1.35
" " 5-gal	...	4.25
Cobalt (powd)	lb	.30
Copper, Sulphate (bbl. 5½c)	lb	.07 .09
Copperas, by bbl. 1¼c	lb	.03 .05
Cuttle Bone	lb	.40
Epsom Salts	lb	.03½ .05
Glycerine, 2-oz	doz	1.50
Gum Aloes	lb	.20
Gum Arabis, sftd sts	lb	.35
Gum Asfœtida	lb	.50
Gum Camphor	lb	.95 98
Lampblack, papers	lb	.12½ .15
Lime, Chloride, lb cartons	doz	.90
Lime, Chloride, 40-lb cans	lb	.04
Lozenges, Licorice, Y. & S.	lb	.30
Lozenges, Peppermint, extra strong	lb	.50
Lozenges, Potass, Chlorate	lb	.35 .40
Lozenges, Potass, Chlorate	doz	.75
Magnesia Carbonate, lb		.25
Manna Flake, small, lb		.60
Moss, Irish	lb	.15
Oil, Sperm	gal	1.00
Oil, Sewing Machine, dz		.75
Paregoric	lb	.70
Paregoric, 2-oz bot, doz		1.50
Paris White	lb	.08
Paris Green	lb	.25
Phosphorus, 1-lb can	lb	.85
Phosphorus, 1¼-lb can	lb	.95
Phosphorus, ¼-lb can	lb	1.05
Quinine, 1-oz vials	oz	40
Quinine, 5-oz cans	oz	35
Root Licorice	lb	.15
Rosin, small lots		.04
Root Rhubarb, E. I.	lb	1.25 1.50
Saltpetre (original bbls. 7c)	lb	.10 .12
Salts, Epsom	lb	.05 .06
Salts, Glauber	lb	.04
Salts, Soda by bbl, 1¼ c		
Sand, bird	lb	.04
Sand, bird, in crtns, dz		.75
Sodium, bi-carbonate, keg, 2½c	lb	.06
Spirits Nitre, 2-oz	doz	1.50
Spirits Camphor, 2-oz bot	doz	1.50
Stone, Pumice	lb	.10
Stone, Pumice, powd	lb	.10
Stone, Rotten	lb	.12
Stone, Rotten, powd	lb	.10
Strychnine, cryst'd, R. & S., ⅛-oz bot	oz	1.10
Strychnine, cryst'd, R. & S., 1-oz bot	oz	.90
Strychnine, powdered, ⅛-oz bot	oz	1.05
Strychnine, powdered, 1-oz bot	oz	.85
Sulphur, Calif. ground, bbl	lb	.01¾
Sulphur, Flower's French, bag	lb	.02½
Sulphur, California, sublimed	lb	.02½
Syrup, Rhubarb, 2-oz bot	doz	1.50
Syrup, Squills, 2-oz doz		1.50
Syrup, Squills, comp'd, 2-oz bot	doz	1.50
Tar Pine, pt cans	doz	1.00
Tar Pine, quart	doz	1.75
Tincture Arnica, 2-oz bot	doz	1.50
Tincture Iodine, 1-oz	doz	1.50
Tincture Opium, U. S. P., 2-oz bot	doz	2.50
Tincture Opium, Camphorated, 2-oz bot	doz	1.50
Wax, Japan	lb	25
Woods, Fustic	lb	.06
Woods, Logwood Chip	lb	.05
Whiting, lrg, b'x of 2 dz		1.25
Whiting, sml, bx 31 pkg		1.25
Whiting assorted, box		1.25
Whiting, bulk	lb	2½

COLUMN 37.

Patent Medicines.

Amycose, Nelson, doz.	$ 5.00
Aperient, Tarrant, 2-oz, 4-oz., $4.00; 8-oz., $8.00.	2.00
August Flower	5.50
Balm, Chamberlain's Pain	4.00
Balsam, Wistar's, 2-oz, 4-oz., $4.00; 8-oz., $8.00.	2.00
Beans, Smith's Bile	2.00
Bitters, Hostetter	8.50
Bitters, Lash	8.00
Bromo Seltzer, 10c size, 2-oz., $2.00; 4-oz., $4.00; ½-lb.	.80 7.50
Cascarets, 10c size	1.00
25c, $2.40; 50c	4.80
Castoria	2.80
Charcoal, Bishop's Willow	.75
Compound, Paine's Celery	8.00
Compound, Pinkham's	8.25
Cold Cream, Bishop's	1.50
Cure, Hall's Catarrh	6.00
Cure, Piso Consumption	2.00
Cure, Schiff's Asthma sm	4.20
Cure, Schiff's Asthma, lge	8.40
Cure, Shiloh, Consumption sm., $2.00; med., $4.00; lg.	8.00
Cure, Warner's Safe	8.00
Discovery, Kennedy's	12.75
Discovery, King's, large $8.00; small	4.00
Discovery, Pierce's	8.00
Discovery, Willey's	3.75
Dyes, Diamond	.75
Emulsion, Scott's, large	8.00
Emulsion, Scott's, small	4.25
Expectorant, Jayne's, small	4.00
Expectorant, Jayne's, large	8.00
Extract, Malt, Hoff's	3.00
Extract, Hoff's Malt and Iron	3 50
Extract, Pond's, small	4.00
Medium, $8.00; large	16.00
Food, Mellin's, large	6.50
Food, Mellin's, small	4.00
Hood's Sarsaparilla, per doz	8 75
Injection, Bachelor's	9.00
Injection, Big G.	8.00
Jamaica Ginger, Burns	1.50
Liniment, H. H., small	3.75
Liniment, H. H. large	7.00
Listerine, small	2.00
Listerine, large	8.00
Magnesia, Citrate, Solution	2.00
Magnesia Citrate, Effrvnt	2.00
Malted Milk, small	4.50
Malted Milk, large	9.00
Ointment, Carbolic	1.25
Ointment, Trask's, small	2.00
Ointment, Trask's, large	3.25
Paine's Celery Compound per doz.	8.00
Pain Killer, Perry Davis, sm	2.25
Pain Killer, Perry Davis, lg	4.50
Paper, Bishop's Fly, grs	2.00
Pectoral, Ayers, small	2.25
Medium, $4.50; large	8.75
Peruna	8.00
Pills, Ayers	2.00
Pills, Jaynes	1.50
Pills, Pierce's	1.50
Pills, Schencks'	1.60
Pills, Williams' Pink	4.00
Plasters, Allcocks	1.15
Plasters, Belladona	1.00
St. Julien Condition Powder	1 50
Powders, Bishop, headache	1.50
Powders, Seidlitz, small	1.25
Powders, Seidlitz, large	2.50
Remedy Chamberlain Cough	2.00
Remedy, Chamberlain Cough large	4.00
Remedy, Moore's Poison Oak	2.00
Remedy, McLellan's Diphtheria	8.50
Resolvent, Cuticura	9.20
Rough on Rats, large	2.10
Rough on Rats, small	1 25
Salve, Pettit, Eye	2.00
Salve, Russia	2.00
Sarsaparilla, Ayres	8.75
Sarsaparilla, Joy's	8.00
Sarsaparilla, Hood's	8.75
Sarsaparilla, Indian	6 00
Specific, S. S. S., small	8.00
Specific, S. S. S., large	14.00
Swamp Root, large	8.00
Swamp Root, small	4.00
Syrup, Boschee's	5 50
Syrup, Fellows	12.50
Syrup of Figs	4.00
Tea, Garfield, 2-oz, 4-oz., $4.00; 8-oz.	2.00 8 00
Troches, Brown's	1.90
Vermifuge, Jayne's	3.00
Vigor, Ayres Hair	8 00
Water, Eye, Thompson	2.00
Water, Florida, Mack, sm	1.50
Water, Florida, Mack, lg	4.00
Water, Florida, M. & L., sm	1.75
Water, Florida, M. & L., lg	5.50

COLUMN 38.

Department 22.

TOBACCO, CIGARS, SMOKERS' SUPPLIES, ETC.

AMERICAN TOBACCO CO.

Plug Tobacco.

Battle Ax, 16 oz, 3x12, 6 cuts, 12, 24 lb	40
Big Gun, 16 lb. butts, 16 oz., 3x12, 6 cuts	45
Boot Jack, 5⅓ oz; 3x12, 8 cuts, 1, 4, 8 and 12 lb	84
Boot Jack, as above, 2-lb, fancy wooden boxes	84
Brandywine 4 to lb., 2¼x9, 3 cuts, 4 and 8 lb	48
Bullion, 16 oz. 3x12, 12 lb	48
" 6 to lb., 1x6, 20 lb	51
Burr Oak, 16 oz., 3 x 12 emb., 6 and 12 lb.	44
Climax, 16 oz, 2x12, 6 cuts, 6, 12 and 30 lb	46
Climax, 7 oz, 2x12, 8 & R 6 cuts. 7, 10½ and 21 lb.	49
Climax, 7 oz, 3x12, thin, 7 and 14 lb	49
Climax, 6 to lb, 2x3, Twin 48 4 lb boxes	51
Climax, 14 to lb, 1x8, Figs 4 lb boxes	55
Cross Bow, 14 oz, 3x12, 4 cuts 14 lb	39
Drummond Nat., 5½ oz. 3x12, 3 cuts, 5, 8, and 12 lb	.65
Five Brothers, 4 oz, 3x6, 2 cuts, 4 and 8 lb	67
Gold Rope 7 to lb. 3, 6, 12 lb.	58
Gold Rope 14 to lb. 4, 8 lb	60
Good Luck, 8 oz, 3x6, 10 lb.	46
Granger Twist, 12 and 15 lb pails	46
Horse Shoe, 16 oz, 3x12, 6 cuts, 8, 12 and 24 lb	45
J. T., 7 oz, R & R, 2x6, 2 cuts, 10½ and 21 lb	40
J. T., 7 oz Smo, 2x6, 2 cuts, 10½ and 21 lb.	40
J. T., 14 oz, Smo, 3x12, 4 cuts, 10½ and 21 lb. R & R	40
Newsboy, 5 to lb, 2¼x4½, 8, 16 and 24 lbs	43
Nobby Spun Roll, 7 to lb, 1¼x8½, 3, 6 and 12 lb.	59
Old Honesty, 15 oz, 3x12, 6 cuts, 7½, 15 and 30 lb	45
Old Kentucky, 6 to lb, R. & R., 8, 16½ and 25 lb.	49
Old Peach and Honey, 6 to lb 8 lb butts	49
Out of Sight, 12 and 24-lb. butts, 12 oz., 3x12, 3 cuts.	36
Piper Heidsieck, 5½ oz, 2⅜x8, 8 cuts, 4, 7, 14 lb	71
Red Cross, 16 oz, 3x12, 4 cuts 12 and 24 butts	
Red Ribbon Twist, 10 to lb, 6 inch, 8 lb pecks, 16 lb. ½ bus	41
6 for 10, 10⅔ oz, 3x12, 8 cuts, 24 lb	36
Saw Log, 16 oz, 2x12, 6 cuts, 24 lb.	47
Saw Log, 32 oz, 3x12, 12 cuts, 32 and 48 lb	47
Something Good, 5½ to lb, 2x4 9, 13 lb.	46
Spear Head 16 oz, 2x12, 6 cuts, 6, 18 and 30 lb	46
Spear Head, 7 oz, 2x12, 6 cuts, 7, 10½ and 21 lb	49
Standard Navy, 14 oz, 3x12 4 cuts, 14 and 28 lb.	39
Star, 16 oz, 3x12, 6 cuts, 12, 24 and 52 lb	46
Weissinger's Special, 5 1-3 oz., 3 x 12 emb, 2, 6, 12 lb.	65
W. N. T. Nat, Leaf, 6 and 12 lbs., bxs., 5½ ozs., 3x12	59

Smoking Tobacco.

(5-lb Cartons, 25 and 30-lb cases.)	
Seal of N. C., 1⅔ oz, foil	$0.68
Seal of N. C., 3½ oz, foil	.62
Seal of N. C., 8 oz, foil	.59
Seal of N. C., 16 oz, foil	.59
Old Gold, 1⅔ oz, foil or pouch	.70
Old English curve cut, 1⅔ oz	.74
Old English curve cut, 3½ oz	.74
(In curved tins.)	
Pedro, 2½ oz, foil	.4
Pedro, 2½ oz, pouch	.51
Pedro, 2½ oz, assorted	.50
Pedro, 16 oz, tin canisters	.52
Dixie Queen, 1⅔ oz, foil	40
Dixie Queen, 16 oz, tin canisters, 6-lb cartons, 24-lb cas	.43
Duke's Mixture, 1⅔-oz sack	.39
Arlington, 1⅔ oz, foil	.65
Cross Cut, 1⅔ oz, foil	.60
Duke's Cameo, 1⅔ oz	.42
Duke's Cameo, 2½ oz, foil	.45
Melrose, 1⅔ oz, foil	.65
Fragrant Vanity Fair, 1⅔ oz, foil	.95
Red Indian Plug Cut, 1⅔ oz and 3½ oz, foil	.42
Red Indian Plug Cut, 16-oz pails	.44
Fashion, 1⅔ oz	.41
Fashion, 16-oz pails	.44
Bull Durham, 1 oz	.66
Bull Durham, 1⅔ oz	.66
Bull Durham, 3½ oz	.60
Bull Durham, 8 oz	.58
Bull Durham, 16 oz	.58
Pick Leaf, gran, 1 oz, 25-lb cs	.00
Corn Cake, gran, 1-lb bags, 25-lb cases, per lb	.28
Echo Plug Cut, 1⅔ oz	.42
Red Bell, 1⅔ oz	.42

COLUMN 39.

Red Bell, 16-oz pails	.43
Oriental Mixture, 3½-oz tin	1.00
Imperial Mixture, 2½-oz tin	1.30
Plum, 1⅔ oz, foil	.62
Three Kings Mixture, 3½-oz tins	1.35
Monte Cristo Mixture, 3½-oz tins	1.50
Yale Mixture, 1-oz tin	1.35
Yale Mixture, 1⅔-oz tin	1.50
Yale Mixture, 3½-oz tin	1.55
Honey Dip Twist, 10 to lb	.45
Master Workman, 10-oz plug, smoking	.47
Old Virginia Plug, smoking, 5 oz, 10½ lb., 6x5	.42

Fine Cut Chewing.

Hiawatha, 1 oz	.58
Hiawatha, 10-lb bulk, bright or dark	.56
Hiawatha, b'ght or d'k, 1-lb tins, 5-lb. pails	.58
Sweet Cuba, b'ght or d'k, 1-lb tins, 5-lb. pails	.41

Cigarettes.

Fragrant Vanity Fair	$4 08
Duke's Cameo	4.08
Sweet Caporal	4.08
Virginia Brights	4 08
Old Dominion	3.98
Pets (foil packages)	6.52
Richmond Straight Cuts	6.62
Turkish Trophies	7.75
Egyptian Deities, No. 1, 10s	21.50
Egyptian Deities, No. 3, 10s	$18.36, 19.23
Mogul	11.32

Cheroots, Etc.

Old Virginia Cheroots, 3's	13.50
Old Virginia Cheroots, 5's	14.00
Between the Acts Little Cigars, 10's, tin and paper	8.50
Bengal Little Cigars, 10's	7.50
Royal Bengal, 10 in pkg	12.00
Van Bibber Little Cigars	17.50
Sub Rosa Cigarros, 10s, per 1,000	4.10

Cigarette Papers.

Vanity Fair, 50 pkgs in box	1 05
Wheat Straw, 50 pkgs in box	1.25
Wheat Straw, 100 pkgs in box	2.50
Wild Oats, 40 pkgs in box	.90
Red Seal, 50 pkgs in box	.25
Corn Husk, 50 pkgs in box	1.15
Corn Husk, 100 pkgs in box	2.30
Interlock, 50	1.15
" 100	2.25

THE HILSON CO.

Hoffmann House Little Cigars, 10 in package, 250 in carton	$7.50
Hoffmann House Magnums, 10 package, 100 in carton	12 00
Hoffmann House Petit Duc 10 in package, 100 in cart'n	15 00
Hoffmann House Cavaliers, 10 in package, 100 in cart'n	18.50

J. B. PACE TOBACCO CO.

Scroll Tag, twist, 6 to lb	.66
Scroll Tag, 10 oz	.66
Mastiff Plug Cut, 1⅔ oz	.67½
Mastiff Plug Cut, 3½ oz	.65½
Mastiff Plug Cut, 10 oz	.52

AMERICAN SNUFF CO.

French Rappee, 1⅔ oz, pr dz	.96
French Rappee, 3½ oz, pr dz	1.80
French Rappee, 16-oz jars, per lb	.65
Maccaboy, 1⅔ oz, per doz	.96
Maccaboy, 3½ oz, per doz	1.80
Maccaboy, 16-oz jars, per lb	.60
Irish High Toast, 16-oz. jars, per lb	.57
Scotch Lillienthal's, in bladders	.60

CIGARS.

Porto Rico Cigar Co.

El Primero, Forziano Porto Rico	30.00
El Manifesto, Invincible Roosevelt Porto Rico	87.50

PIPES.

	Per Doz.
Cobs, Hot Shot, 3 doz	$0.25
Cobs, Gem, 3 doz	.25
Cobs, No. 3, 3 doz	.50
Brier, W. P. & Co., Assorted, 3 doz	2.00
Brier, Display Stands, 1 doz	2.00
Brier, Showcase Assortment, 3 doz	6.00
Pipe Mounts, 1 doz	.75
Cherry Stems, 2½x6 in	2.00
Cherry Stems, 2d 2½x6 in	.85
Clay Pipes, T. D., 1½ gross per box	1.25
	Per Box
Clay Pipes, Woodstock, 1½ gr., per box	1.85
Uncle Sam Cob Pipe, 3 doz box	1.00
Eclipse Patent Cob Pipe, 3 doz. box	2.25
Climax Cob Pipe, 3 doz. box	2.25
Jewel Cob Pipe, 3 doz. box	2.50
Dewey Cob Pipe, 3 doz. box	2.00
No. 19 Cob Pipes, 1 doz box	

NEW STOVE POLISH.

A Powder That Lacks Bad Qualities and Has Every Desirable Feature.

X-ray Stove Polish is the latest remarkable success in the grocery line. The sale of this article is phenomenal considering the short time it has been on this market.

The agents report that their distribution of samples among the consuming trade has already produced the most flattering returns, and housewives realizing the superior merits of this powerful stove polish, are buying it freely. This fact, as a matter of course, stimulates the retail grocer's interest.

S. P. Buckley, who is well and favorably known by the retail grocery trade, has a constant smile of satisfaction on his face, occasioned by his successful canvass of the retail trade on X-Ray Stove Polish. It is the exception when he does not sell a retail grocer these goods. He takes particular pains to show the superiority of his goods both in quality, in profit for the dealer and its quick selling merits.

Retailers make no mistake when they order a stock of X-Ray Stove Polish. It fills a long felt want, being entirely different from any other stove polish on the market. It cannot burn off like other polishes. There is no waste. It does not dry up.

We learn from eastern grocery papers that in the City of New York more of this polish is sold and used than any other brand. The local agents are confident of a like condition soon taking place in San Francisco.

Local stocks are limited and those who do not order at once may have to await the arrival of the second carload that is now en route.

NATIONAL RESOLUTIONS.

Among the resolutions passed at the recent national convention were the following:

Providing for a standing committee of three to urge the passage of the national law governing weights and measures.

Making state secretaries and treasurers delegates each year to the convention by reason of the office which they hold.

Recommending that manufacturers be encouraged to sell to jobbers direct and not to retailers.

Thanking the American Cereal and other companies for their efforts to eliminate gift schemes and calling upon all other cereal companies to do the same.

In opposition to all premium and gift schemes and commending the trade press for combatting this evil by publicity.

Disapproving the premium scheme of the American Tobacco Co. and requesting its discontinuance and asking the support of the wholesale grocers' association.

Recommending that street peddling be prohibited.

Recommending that net weight of goods in packages be plainly marked on the outside of each package.

Condemning the sale of goods by manufacturers to consumers by club, endless chain and premium methods.

Here is 25c MORE PROFIT

ON 

Carnation Cream

DO YOU WANT IT?

How To Get **The 25c** Extra Profit.

The Pacific Coast Condensed Milk Company agrees to rebate 25c a case on all purchases of . . . . . CARNATION CREAM.

Write to **SPOHN - PATRICK COMPANY,** 16 - 18 - 20 - 22 Front Street, San Francisco, for **Special Rebate Contract Blank** and full particulars — or your Jobber will supply you.

Anticipate your future needs in advance.

Carnation Cream is a GOOD BUY at any time, but especially so under the Deal. It will PAY you to look ahead as far as possible.

Carnation Cream is the Cream of Creams

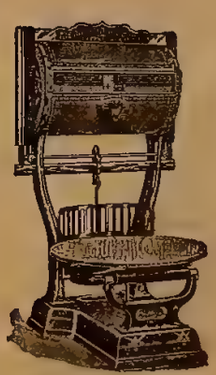
When there is doubt as to just how long this Deal will be in effect, you had better not withhold your order.

CARNATION "THE PINK OF PERFECTION" CREAM

SPOHN - PATRICK COMPANY AGENTS 16 - 18 - 20 - 22 FRONT STREET SAN FRANCISCO

Money Weight Scales

Some of the Advantages the Grocer Derives:



1—They give the correct value of the article being weighed.
2—They prevent loss from errors in calculation.
3—They save time required in making calculation
4—They are made better than ordinary scales.
5—With proper care they will last an ordinary life-time.
6—The pivots are of hardened tool steel, and with agate bearings inserted at the proper point, are practically indestructible.
7—They are sensitive to the very small fraction of an ounce.
8—They are an ornament to any store.
9—They are the only scale that is mechanically honest.
10—Customers, knowing them to be an honest scale, like to have their purchases weighed on them.
11—Sold on easy monthly payments.

With the **Money Weight Scales** you at once weigh goods **AT THEIR MONEY VALUE.**

Send for further information.

PIERCE & CO.

Pacific Coast Agents

14 Turk Street **SAN FRANCISCO, CAL.**

Cigars and Tobacco

Tillmann & Bendel report business as improving, especially in the sales of Sanchez & Haya Clear Havanas. This firm is also doing a large business in drop shipments of plug tobacco. An arrangement has been made whereby the Sansome-street establishment will handle Cremo and Recruit cigars along with their other brands. The sale of Cremos has commenced, but it will be fully thirty days before the Recruit cigars are in stock and ready for disposal to buyers.

The R. H. Patterson Tobacco Company of Richmond, Va., has placed in this market two new brands of tobacco (Independent) which are worthy of recognition by the trade. One known as Success, a 5-cent sliced plug done up in neat paper box packages 1 2-3 oz, and the other a high-grade natural leaf 3 to the pound. These new brands are controlled by the J. A. Drinkhouse Company. The fact that both are manufactured by the Virginia factory is sufficient to warrant their quality and to predict ready and quick sales with the dealers and also appreciation by the consumers.

Ed Allenberg, the energetic, popular salesman, is now with H. Bowles & Co., and working hard in the interest of this firm placing orders for the "Kadee" cigarettes. Eddie is disposing of this brand with wonderful rapidity, and this is no surprise, for whatever brand he starts out to sell always meets with large return orders for his employers.

J. Milne is now representing the F. N. Martin Tobacco of Louisville, Ky. He works in through the country and also carries their lines in this city. Since taking up his work with this company Mr. Milne has sent into a number of new orders to his credit, and is the right man in the right place. By securing his services the Louisville firm has made a ten-strike.

W. H. Patterson & Co., of North Yakima, will start a branch cigar store at Prosser.

Frater & Minkler have purchased Foeller & O'Neill's branch cigar store at Portland.

C. S. Scott has purchased W. A. Moore's cigar store, Portland.

G. Carrington, 20 Pine St., who represents the Old North State line of tobacco, manufactured by the Richardson Co., N. C., has returned from a visit to the factory.

A. M. Bryce has purchased R. Reed's cigar store, Seattle.

M. A. Gunst & Co. have put their Leland Stanford cigar on the local market again. This cigar is carried in six sizes, running from $80 to $185. There is also a small size to be sold at ten for a quarter.

Collin Bros. are starting a cigar store at Puyallup.

Inaugurated Special Campaign.

The American Tobacco Co. has inaugurated a special campaign on Cremo Export cigars which will include the entire United States. The policy with regard to jobbers has been somewhat changed, a larger discount being allowed them than under the old selling plan.

The Cremo Export cigar is packed in a Humidor, says "Tobacco," holding 6,000 cigars in boxes containing 100 cigars each. The Humidor is made in the best manner and handsomely finished and will, the company says, keep good cigars good.

Cremo Export cigars are made only in Londres shape. An order for 6,000 will bring in addition one of these Humidors, and the bill will read for 5 500 at $35 per 1,000.

W. D. Franklin has started a trip West and South to push the sale of these cigars, introducing them where they are not now known and looking after duplicate orders where they are already selling.

REPRESENTS THE MORMONS.

The "Butchers' and Grocers' Guide" is an eight-page exchange in its third number from Salt Lake City. The paper is strongly edited and should be well supported by the retail merchants of Utah, who need such a paper to keep them in touch with the progress of trade.

A Perfect Stimulant

The perfection of an alcholic stimulant is found in the thorough aging, the purity, the rich, rare flavor, and in all the superb quality of



Hunter Baltimore Rye

It Gratifies And Always Satisfies.

It is particularly recommended to women because of its age and excellence.

HILBERT MERCANTILE CO.
136–144 Second St., San Francisco
Phone Private 313.

LANDIS TONIC BITTERS

A Pure Tonic and Laxative

—o—

Made from Herbs, Seeds Roots, Barks

—o—

NATURE'S OWN REMEDY FOR Stomach and Blood Disorders



One of the finest Tonics to be used in any Liquors. Has a desirable flavor.

Made only by the

Occidental Chemical Co.
Incorporated
1664 MISSION STREET
Tel. Folsom 4156 SAN FRANCISCO

Gilt Edge Whiskies

Wichman, Lutgen & Co.

—Incorporated—

Importers and Wholesale Dealers in WINES AND LIQUORS

will remove to their new quarters

29-31 Battery Street

on or about April 15th, 1904.

Mothers! Mothers!! Mothers!!!

Mrs. Winslow's Soothing Syrup

has been used for over SIXTY YEARS by MILLIONS of MOTHERS for their CHILDREN while TEETHING, with PERFECT SUCCESS. It SOOTHES the CHILD, SOFTENS the GUMS, ALLAYS all PAIN; CURES WIND COLIC, and is the best remedy for DIARRHŒA. Sold by Druggists in every part of the world. Be sure and ask for "Mrs. Winslow's Soothing Syrup," and take no other kind. Twenty-five cts. a bottle

UTOPIA GINGER ALE

Crystal Orange Cider

JU LIM-PE (the juice of limes with pepsin)

Specialties of the

Pure Water Company

P. O. Address, Golden Gate, Oakland, California.

2,000,000
TWO MILLION
LABELS

The WELCH GRAPE JUICE CO. have just placed an order for **2,000,000 labels,** all for **immediate** delivery. This gives an idea of the wonderful **increase** in the demand for this product.

WELCH'S GRAPE JUICE is never sold under a dealer's private label, or without label. The **merit** of the article backed by **persistent** advertising has created the **enormous** demand. The name "**WELCH**" on a bottle of grape juice stands for **quality** and **the public knows it.**

Write for the WELCH RECIPE BOOKLET

It contains a wealth of practical suggestions and should be in every home.

FREE

Send us an order for Welch's Grape Juice and we will send you a good supply of Recipe Booklets together with the Handsome Welch Window Display Outfit. Order to-day.

SPOHN-PATRICK COMPANY
Pacific Coast Agents
16-22 Front Street, San Francisco, Cal.
Branch Houses: LOS ANGELES, PORTLAND, SEATTLE, DENVER, SALT LAKE CITY

Welch's GRAPE JUICE



EHRMAN BROS. & CO.,
S. F. Distributers.

Call for ASTI WINES

PRODUCED BY THE **ITALIAN SWISS COLONY**

Dry Wine Vineyards, ASTI, Fulton, Sebastopol, Cloverdale, Sonoma County, Cal.
Sweet Wine Vineyards, Madera, Madera County, Kingsburg, Fresno County, and Lemoore, Kings County, Cal.

Office and Salesrooms, Cor. Battery and Greenwich Sts.
Vaults, 1235-1267 Battery St. 101-169 Greenwich St. 1334-1336 Sansome St., S. F.
P. C. ROSSI, President Telephone Private Exchange 448. A. SBARBORO, Secretary

A. VIGNIER CO.

429-431 BATTERY STREET SAN FRANCISCO

IMPORTERS

Sardines, Olive Oils, French Preserves, Washing Blue, French Castile Soap: Clover Leaf, Virgin, Dahlia, mottled, Wines and Liquors—**A. V. H. Gin**—imported goods only.

Sole Agents for the Genuine CLICQUOT Champagne
Only the **GENUINE**, Imported direct from France, bears Vignier's LABEL

Clerk's Corner

HOW TO WIN.

Method and System Factors in Success —Study Them Well.

Salesmanship is the foundation of the success of every clerk, no matter what may be his line. He may be good at display, good at ad writing, and good at other features of store work, but it all tends to one point, ability to sell goods.

What makes a good salesman? This is a question so important that schools are being established to aid the successful salesman in answering it. The school of salesmanship is not only a good idea, it is practical and will undoubtedly aid many young men in securing better positions and salaries.

Big Factors in Business.

Method and system are big factors in any business success. The big corporation must have both. The retail store must have them if its success is to be permanent. The merchant who plans systematically is surer of success at the end of a given period than the man who does not.

This put into other language means that the proper study of details of a business and the shaping of them to one end is the surest road to success.

As the merchant studies his business so the clerk should study his work. As salesmanship is the big problem before him, he should study its various features in order to solve it well.

Must Have Knowledge.

To be a good salesman a man should have a good knowledge of his line. The new school of salesmanship will teach that as one of the fundamentals. A knowledge of himself, his weak points especially, and a determination to correct them is also valuable. A knowledge of the person to whom he is talking sale and how to gain that in the shortest possible time is one phase of the problem.

Selling goods represents a battle between minds. It is a constant matching of one's mental powers against those of another. Here again is a most important feature, the psychology of salesmanship, as some are pleased to term it.

All this goes into the melting pot to be transformed into the successful salesman. When the transformation has taken place the following is the result, says the "Retail Grocers' Advocate of New York:

A salesman who makes a study of his line before he begins to talk it in any way. He studies the strong points and acquaints himself with the objections he is likely to meet.

A salesman who asks himself honestly where he is weak and how he can strengthen himself for the contest. He is taught to ask himself these questions in connection with everything he does. In the meantime he is acquiring more solid confidence in himself.

A salesman able to make a rapid study of his customer as he or she comes to the counter. This includes a study of human nature in general. Knowing how to handle a customer is half the battle. The salesman who is able to discover during the conversation the hobbies of the customer and work on them has the battle almost won.

OUR DAN IS BUSY.

Dan O'Callaghan always was a hustler and in his new job as an insurance and real estate broker, he is making as marked a success as he did during the nearly 20 years when he was a member of the produce and commission house of O'Callaghan, Nelson & Co. Mr. O'Callaghan has a finely appointed office at 22 Montgomery street, near Post, where he is prepared to meet his friends and look after the renting of their houses and collecting their rents as well as writing their insurance. Mr. O'Callaghan is representative of the Liverpool & London & Globe Insurance Co. and also agent for the Standard Marine Insurance Co. of Liverpool.

Dan O'Callaghan is known to practically every retail grocer in San Francisco and to the entire "street." Wherever he is known he is liked and he has earned his popularity by always being glad and willing to lend a helping hand wherever it would do good. Mr. O'Callaghan is now reaping the reward of his kindly good fellowship in the past and is being deluged with business by his friends, for whom he was glad to do favors without any expectation of a return.

YOUR EVERY WANT IN

PAPER

Can be Supplied by

A. ZELLERBACH & SONS

416-426 Sansome St.

SAN FRANCISCO

CROWN BRAND

EPICURE CHEESE

A CHOICE ARTICLE.
A Rapid Seller at a Good Profit.
Not Equalled by Any on the Market.

SARDELLAS
ANCHIOVIS CAVIAR
TABLE SPECIALTIES.

A LARGE LINE
Of Guaranteed High Quality.

We solicit Attention of the Trade to our Offerings. Our Epicure Cheese will fully satisfy the most particular people.

EPICURE MANUFACTURING COMPY.
216 Davis Street
San Francisco
Factory, Los Angeles - - Cal.
Branches:
Portland, Or. Seattle, Wash.

TOBOGGAN
MAPLE SYRUP -- IT IS BEST
Pacific Coast Syrup Co.
SAN FRANCISCO
THREE REFINERIES: SAN FRANCISCO, PORTLAND and SEATTLE.

The Trade can Trust any promise made in the name of SAPOLIO; and, therefore, there need be no hesitation about stocking

HAND SAPOLIO

It is boldly advertised, and will both sell and satisfy.

HAND SAPOLIO is a special toilet soap—superior to any other in countless ways—delicate enough for the baby's skin, and capable of removing any stain.

Costs the dealer the same as regular SAPOLIO, but should be sold at 10 cents per cake.

Groeery Markets.

Commercial Outlook of the Western World as shown by Present Conditions.

Office of the ADVOCATE.
Thursday Afternoon.

ADVANCES.

Choice evap. apples 50s, to 6½c, 25s to 7c; fancy, 50s to 7c, 25s to 7½c.

Dried peaches and apricots.

Pacific codfish, 50-lb. bundles to 5½c; 100-lb. cases, to 6½c; 100-lb. cases extra large, to 7½c; Deep Sea strips, to 7c; Richelieu strips, narrow cut, to 7¾ c; Silver King strips, to 8 1-4c; Middles Golden State, to 7¼c; Bricks, Oak brand, 2s to 7 1-4c; bricks, Golden Star brand, 2s, to 7¾c; bricks, T. & B. brand, 1s to 8½c; tablets, T. & B., 1s, to 8¾c.

Sea King, 2-lb. wood crates of 12 bricks, to $2.60.

NEW IN MARKET.

Dragon sardines, per case, $11.25.

SCARCE IN MARKET.

Marechal Oil, qts.
Lily Gloss Starch, 1s.
Palto table cherries, gallons.
Aunt Jemima Pancake Flour.

DECLINES.

Libby's Chicken Loaf, ½s, to $1.55.

AGAIN IN MARKET.

Paprika, 1 oz., $1.25.
Paprika, 4 oz., $4.00.

SUGAR MARKET.

There is no change in the local condition. Jobbers are selling at cost—$5.75—and the three firms handling Honolulu sugar are not cutting. The steamship "Alameda' arrived on February 7 with 15,018 bags of sugar in her cargo. M. Ehrman, one of the large stockholders of the Honolulu Plantation Company, is quoted by a daily paper as saying: "The Western Sugar Refinery is losing about $300,000 a month by not advancing sugar prices to the New York scale. That is an inside calculation, because sugar in New York has advanced about 1c a pound and there has been no change in local prices. Usually prices on this coast are higher than in the east. The loss to the trust will amount to something like $3,000,000 a year on the Pacific coast consumption.'

New York Market—Willet & Gray, February 2, say:

"The market is dull, but no change was made in price, which are still quoted basis of 6c net cash for granulated. A quiet market may be expected for a week or two and prices are likely to follow the course of the market for raw sugar.

COFFEE MARKET.

There has been numerous changes in the New York market—all speculation—but none of enough importance to affect actual business except to create a feeling of insecurity as to the stability of the market.

New York Market—Willett & Gray, February 2, say:

"There has been no change in the actual position, excepting to improve it by reason of the further liquidations on the part of outside speculators. Brazil receipts, especially at Santos, kept pretty full until the last day or two, and if some planters or holders did sell at the lower currency prices caused by the higher exchange rates, the coffee has been freely bought by other interests. European advices continue to show that the interior trade there is very bare of stocks, having kept out of the market for so long a time. With steady markets the inference is they will realize the real facts of the position and buy freely, which indeed they must do ere long. The same remarks hold good as regards the interior trade of this country, and already there are good signs of the demand commencing and a great deal of coffee can quickly disappear from the seaports when the country begins to satisfy its wants."

C. E. Bickford says:

"The continued scarcity of low grades still enables a premium for them out of proportion to the nearest competitive coffees and has induced considerable re-selling between second hands, etc., whenever profits were visible."

TEA MARKET.

The market is quiet but firm. Local jobbers carry full stock and there is no indication of a change before the new crop is ready.

RICE MARKET.

M. Phillips & Co. report:

"The market continues in good swing sellers finding ready buyers at present prices. Low prices have greatly increased the consumption and retailers who heretofore would buy one or two sacks of rice, now buy from five to ten sacks. From reports by the mills in the South, stocks are being reduced rapidly and if business continues in the same ratio as in January, 1905, the old crop will be entirely cleaned up by the 1st of August. A great deal of rice is being exported to Cuba, Porto Rico, Germany and other points, which is relieving the market to a considerable extent.

"There has been considerable Sandwich Island rice received, the last steamer bringing over 1,500 sacks and this rice will cut quite a figure in this market from now on, as there is quite a surplus in the Hawaiian Islands and we look for large shipments by each steamer."

M. J. Brandenstein & Co. report:

"The following advices on Japan rice dated Kobe, December 16th, have been received:

"We advised the estimate made by the Agricultural Department as being 50,750,000 kokus. A later investigation showed that the actual output will not exceed 46,000,000 kokus. This caused considerable consternation, and the market immediately bounded up.

"The Diet, now sitting, propose to impose a duty of 50 cen per koku on imported rice, which is causing much dissatisfaction in the country and has led to some large purchases of new crop rice in Rangoon. This factor tends to strengthen the market for the domestic article. The export to Europe so far amounts to a solitary shipment of 1,000 tons of raw rice. As prices are still stiffening the prospects of selling to Europe are extremely remote."

CANNED FRUITS.

Supplies of canned peaches in first hands are practically exhausted. Stocks are badly broken. There is very little movement expected till inquiries for the Alaskan trade come in. The fixing of future prices will also increase inquiries for spot stock.

CANNED TOMATOES.

CHICAGO, Ill., Jan. 28, 1905.—The principal demand lately has been for 3-lb. tomatoes, which are attracting the attention of the trade, owing to their very low price. The market is generally regarded on bottom for these goods. Notwithstanding the low price on corn, there is not very much demand for it, as buyers supplied their wants earlier in the season, and their stocks are not low enough to warrant further purchases just yet, especially with the market as weak as it is on this item.

John R. Adams & Co.

CANNED CORN.

WEST PORTLAND, Me., Jan. 28, 1905.—The corn acreage in Maine, without doubt, will be the same as last season. Maine has reached her limit in the packing of corn. There is no new territory to be worked, and prices will doubtless remain firm from now on. Last season's packers were well sold up in ten days after price was made, and we anticipate the same result this season.

Fernald, Keene & True Co.

DRIED FRUIT.

A feature of increasing importance is the extreme scarcity of apricots. There is nothing left in the Ventura district, while at Vacaville and Suisun there is little if any stock obtainable. The eastern trade is carrying very light stocks, and a period of large consumption is approaching. There is a steady demand from Europe, which dealers find difficulty in filling owing to light supplies in first hands. Peaches also are in unusually small supply for the season, and are held very firmly. The demand is on the jobbing order and mainly for the lower grades.

The "Grocery World' of Philadelphia says:

"The price of peaches is very high. Holders prophesy that choice peaches will go to 10 cents on the coast, and there seems to be nothing in sight to stop them. The market opened at 5 cents, which is about an average price. The crop of peaches last year was about 50 per cent. short, and stocks all over the country are very low. It looks now as if the market would be entirely bare before the new season opened.

"The apricot market is extremely bare also, and the supply is very low. A standard grade of apricots sells now in a large way for 9 cents. The price earlier in the season was about 8 cents. Apricots sell more slowly than peaches, and the chance is that there will be enough to go around. It is expected, however, that the entire available supply will go into consumption."

RAISINS.

Lee Gray, of the Fresno Home Packing Co., is quoted by the "New York Journal of Commerce" as saying:

"In an experience of fifteen years on the coast I have never seen things in a healthier condition, both as regards the supply and prices. I am inclined to think that every pound of carry-over stock suitable for shipping will be out of the way before the new crops come in. There are not to exceed 10,000 tons of all kinds and of these not more than 6,000 tons are of standard grades. Contrast this with the coast stock at this time last year,

Old Kentucky Distillery

INCORPORATED



LOUISVILLE, KY.

PACIFIC COAST BRANCH
228 Front Street
SAN FRANCISCO, CAL.

"KENTUCKY DEW"

Go to the Housewife



Thou Grocer; Consider Her Ways and Load up On Golden Gate Leaf Lard.

WESTERN MEAT COMPANY
Packers and Exporters of
U. S. Government Inspected Products
San Francisco, U. S. A.

TOMATOES--Pack 1904 MAPLE SHADE BRAND.
The above we are now delivering in full standards, solid pack, and same with peppers, and guarantee them to be the best ever put up on the Coast. Write for prices.

PENNELL-SUYDAM CO.
WHOLESALE GROCERS
14-16 Spear Street, San Francisco.
Tel. Main 5896.

which was practically 28,000 tons, and it is not difficult to realize the strength of the situation. This becomes the more apparent when it is understood that at least 66 per cent. of the sound stock is in the hands of packers. Moreover, the 10,000 tons remaining, of which 4,000 tons are rain-damaged and will, I believe, eventually revert to the wineries includes seedless, sultanas and Thompson's, as well as muscatels.

SALESMAN WANTED
By prominent wholesale grocery house; experience essential. References required. Address this office.

CONTAINS WHITE OF EGG
The Greatest Leavening Auxiliary



Not Made by the Trust

Now Used in Thousands of Families

30 CENTS THE POUND
Made in California. Ask Your Jobber.
THE NEELY COMPANY
3 California St., San Francisco

BLACKSTONE'S INKS

BEST TO BE BOUGHT

KEEPS IN ALL CLIMATES



Blackstone Manufacturing Co.
(Incorporated)
MANUFACTURERS OF
WRITING FLUIDS,
Mucilage, Shoe Polish, Shoe Paste, Shoe Dressing and Liquid Glue.
Office and Factory,
1960 Howard St. San Francisco
Telephone Capp 1111.

Of the latter as near as can be ascertained there are not more than enough to make 325 cars of seeded raisins, and that quantity represents all that the trade of the United States can depend upon after its present stocks are exhausted to supply its requirements until the 1905 crop becomes available."

The New York "Journal of Commerce" of February 4 says:

"The tone of the spot market is easy, but there has been no quotable decline in prices, fancy being nominally held at 6 1-4c to 6 1-2c and choice at 5 1-2c to 5 3-4c as to brand and seller. Advices from the coast continue to reflect a firm feeling on the part of holders there, with some buying for prompt shipment by the Middle West, but so far as can be learned no orders are going out from this market."

PRUNES.

J. J. Shaver of Los Gatos writes:

'I find that there are only about 20 to 30 per cent. as many prunes on the coast as at the same time last year and of the past five years. We can begin to see a clean-up ahead of us in this line of goods. When we consider the light stock here and the light stock east, and adding to this the fact that it will be seven months before we can get any new prunes on the market, it begins to look as if prices should take an upward turn. Packers are only buying as orders come in. This cannot continue long. Then the packers who have stock will have their inning. Only about four or five have any stock on hand. There are few in the growers' hands, but they are held at above the present market. Prunes, at present prices, mean a loss to the producer, so we may expect to see some kicking before the new crop is harvested. We look for a good crop of all deciduous fruits, but not a big crop."

Hills Bros.' Circular, New York, says:

"FIGS—Layers have been moving freely during the week and the market shows an advance of fully ½ cent per lb. on all grades. Stocks in jobbers' hands are trifling. The position is, therefore, a strong one and a further advance is to be expected in the near future.

"DATES—The market on Persians remains unchanged. The demand continues steady and in all probability present prices will be the lowest of the season.

"ALMONDS—Tarrangonas have been in excellent demand during the week, and with spot supplies moderate, the market closes firm at 12½c. The French soft shell are higher at 11c. As supplies of this grade are exceedingly small, a higher level would not be unexpected.

FINNIN HADDIES.

Wieland Bros. report:

"Owing to stormy weather on the Atlantic coast very small quantities were caught recently, but we look for an improvement soon.'

PROVISIONS.

Armour Packing Co. report:

"The market is firm and unchanged."

CHEESE.

Wieland Bros. report:

"Martin's is higher in the east, and as soon as present small stocks in this market are cleaned up and jobbers have to look around for a fresh supply, they will find out that they sold their stock below what they can buy it at."

Grocers Get Flour Profits.

(Continued from Page 3.)

FAMILY FLOUR

Fancy Patents, Made from a Blend of Best Northern White and Eastern Hard Wheat.

Angelus .....per bbl., $5.20
Sperry .....per bbl., 5.20

Made of Best Northern White Wheat.

Snowflake (Fancy Patent) per bbl. $5.00
Golden Monarch (Extra) per bbl. 4.60
Pride of the West .....per bbl. 4.20

BAKER'S FLOUR

Made Entirely of Eastern Hard Wheat.

*Eastern Patent .....per bbl. $6.25

Strong Eastern Blends.

Angelus Bakers' (Patent).per bbl. $5.10
Sperry Bakers' (Patent)..per bbl. 5.10
Big Loaf .....per bbl. 4.90
Royal .....per bbl. 4.30
Eastern Rye .....per bbl. 5.50

Eighth bbls., 10 cents per bbl. higher.

Angelus and Sperry Flour must be retailed at not less than $1.55 per ¼ sack, and $0.80 per 1-8 sack. Snow Flake Flour must be retailed at not less than $1.50 per ¼ sack, and $0.75 per 1-8 sack.

It is hard to understand how the Spery Flour Company should be willing to publish a card of this kind in Southern California and yet, when the manager is approached by the grocers of San Francisco and Oakland on the same subject that he should say it was a "fad."

A Margin of 25 Cents.

The Sperry Milling Company, it will be noticed, are publishing a card which says "Sperry & Angelus flours must not be sold for less than $1.55." This makes $6.20 per bbl., or a profit of 25c per sack, to the retail grocer.

With the usual discount which is given the grocers there as well as here, they make a profit of $1.25 per bbl. to the grocers of Southern California. Yet, when the grocers of San Francisco and Oakland asked for a profit of less than half that much the managers of the company said it is a "fad" and would not last.

We ask every fair-minded grocer who is dealing with the Sperry Milling Co. if their arguments are consistent and if the retail grocers of the cities of San Francisco and Oakland should give any consideration whatever to the various statements that are being made by the salesmen of the mills who are not maintaining prices?

Some prominent grocers and some prominent association workers have made the statement that the action of Globe Mills was merely an advertising scheme on their part, notwithstanding the fact that the Globe Mills have always protected their prices in every place their goods are sold ever since they engaged in this business. They have several mills in California and they do not discriminate in the matter of maintaining price, but every one of their mills protects the retail price in every locality in which they sell goods.

No other mill in California can say this. I regret to learn that many of the grocers believe the misleading statements of the competitors of the Globe Mills to their own detriment.

The sooner the grocers realize this and wake up to the fact that it is to their interest to handle only those brands that are protected, the sooner they will receive a profit on their flour.

THE KING OF ITS KIND



ELECTRO Silver Polish SILICON

IS AN ARTICLE OF REAL MERIT and the only one of its class for which a constant demand is created among consumers by regular and systematic advertising.

On every box a Wowan in Red, Never take another Instead.

REDINGTON & CO.
SAN FRANCISCO
Sole Agents for the Pacific Coast.

YOU may have a good method of keeping your accounts, but the

Perfection Short Credit System

is better.

For Particulars Address
P. E. LENFESTEY,
220 California St., San Francisco

NOT EXCELLED
By Any Cream Made



Made in Valley Ford, Sonoma County, by
The Condensed Milk Co.
OF CALIFORNIA
319 CLAY ST., San Francisco, Cal.

Enterprise Brewing Co.'s

Beer is sold on its merits.

We invite comparison of our productions with ANY on market. You will then become our best advertiser, we are dead certain.

A **GOOD ARTICLE** is the very best advertising medium. Are we not right?

Telephone, Mission 152. San Francisco, Cal.

EXCHANGE COLUMN.

Subscribers can make use of this column gratis for the publication of their wants in any way.

WANTED.

A traveling salesman, 12 years on this Coast, "a specialty man," wants a year's contract or a three months' trial with a good house. Knows every grocer in California—outside of 'Frisco. State territory you want covered, salary you will pay; best of references. Address, "Traveler," care this journal.

For Sale—An old established, good-paying business, on fine corner, in residence section. Rent reasonable. License goes with place. Fine opportunity for two live men. Address Grocer, care Advocate office.

FOR SALE.—Business buggy in good condition, for sale cheap. J. J. Meinert, Fourth avenue and California st.

GROCERY FOR SALE.

$850—Grocery and bar; old establishment; long lease; 4 living rooms; rent $25; sickness cause. 748 Brannan street.

Jesse Moore A. A. Whiskey



Best on Earth *Pure, Old and Palatable*

JESSE MOORE HUNT CO.
Louisville, Ky. AND San Francisco, Cal.

E. GHIRARDELLI
Mercantile Co.
310 Clay Street, San Francisco
Packers and Jobbers
Pickles, Catsup, Preserves, Vinegar, etc.
We prepare for the Grocery Trade a line not surpassed in quality and purity.
OUR CATSUP is not equalled by any on the market. Try an order.

A Hard Knock.



"How nice and soft your hands are, Mr. Muffy!"

"Yes; I—ah—sleep with my gloves on, don't you know."

"Indeed! And your hat also, I suppose?"

An Unfortunate Bee-ing.



—Boston Globe.

The Professor.



His Wife—That melody was really fine.

Professor—I thought so too. I will tie a knot in my handkerchief so that I won't forget it.

How to Make Walnut Salad.

Shell and blanch one-half pound of nuts, cover with boiling water, add a bit of mace and bay leaf and the roots of a bunch of celery and boil until tender; drain and when cool cut them in slices. Prepare an equal amount of sliced celery and when ready to serve cut two tart apples, pared and cored, into eighths and then in thin slices. Mix the three and add sufficient mayonnaise to unite them.

What a Hand May Mean.

In all my experiences and thoughts I am conscious of a hand. Whatever touches me, whatever thrills me, is as a hand that touches me in the dark, and that touch is my reality. You might as well say that a sight which makes you glad or a blow which brings the stinging tears to your eyes is unreal as to say that those impressions are unreal which I have accumulated by means of touch. The delicate tremble of a butterfly's wings in my hand, the soft petals of violets curling in the cool folds of their leaves or lifting sweetly out of the meadow grass, the clear, firm outline of face and limb, the smooth arch of a horse's neck and the velvety touch of his nose—all these and a thousand resultant combinations, which take shape in my mind, constitute my world.—Helen Keller in Century.

LaGrande Laundry
Telephone Bush 12
23 Powell Street
Corner Ellis

54 Taylor St. - Near Golden Gate Ave.
200 Montgomery Ave. - Cor. Kearny St.
908 Third St. - - - - Cor. Howard
1728 Market St. - - - Opp. Eleventh

GIVE THEM A TRIAL

PROFIT SHARING WITH THE GROCER
ITS THE RIGHT THING FOR YOU AND OURSELVES



3 Points Favors You

1—You make your Regular Profit.
2—You get your Dividends on the Stock issued you Free.
3—You receive a mutual profit on the
SUMMIT SNOW FLOUR
which you sell or is sold by your Brother Grocer. Hence you have a Joint Interest in all Sales of Summit Snow Flour.

✦ Dividends Payable Soon. ✦

C. A. HUTTON & CO.
Distributers for STANDARD FLOUR CO.
606 Merchants Exchange, San Francisco

California Business College
"A Thorough School"



LET US TRAIN YOUR BOY FOR BUSINESS

You are largely responsible for the future of your children. They are dependent upon you for a mental equipment that will enable them to "win out" when they enter upon life for themselves.

THIS IS A COMMERCIAL AGE

Unless you are born rich, you must learn modern business methods or remain poor all your life.

Write for catalogue, etc.

925 Golden Gate Avenue San Francisco, Cal.

Amusements

GRAND OPERA HOUSE.

"Mother Goose" is the hit of the week at the Grand. This is the biggest show that has come to San Francisco for a long time. The cast is uniform and strong and it has a perfect army of beautiful and well-trained chorus girls. The scenery is really remarkable. This show is well worth what it costs and will unquestionably play to crowded houses during its season in San Francisco.

MAJESTIC THEATER.

"Mizpah" is being produced at the Majestic. The production is remarkable not only for its literary excellence but the care with which it is staged and costumed. It is a beautiful love story and is one of the kind of plays that tend to elevate the stage and please the people who are fortunate enough to see it.

TIVOLI.

Grand opera in Italian still attracts music lovers to the Tivoli. The company is of such excellence that this grand opera season is proving historical.

ALCAZAR.

There is fun and laughter from the time the curtain goes up at this theater, where they are producing "Are You A Mason?" There is almost no pause between the funny situations and the ladies as well as the men of the company shine in the roles given them. In compliance with very general requests "Old Heidelberg" will be repeated next week.

COLUMBIA THEATRE.

Wm. Collier is concluding his engagement in "The Dictator" at this theatre. Lawrence D'Orsay is coming in the "Earl of Pawtucket."

CALIFORNIA THEATER.

The series of cheap shows has been broken for a week at this theatre. Paul Gilmore is presenting the "Mummy and the Humming Bird."

CENTRAL THEATRE.

Submarine boat, the blowing up of a locomotive in a tunnel and a Marconi Wireless Telegraphic plant help to add interest to a "Fight for Millions" at the Central. The melodrama is full of interesting situations which are exploited to the fullest of their possibilities by the Central's excellent company. Good houses have rewarded the attraction and next week they will put on 'The Night Before Christmas."

CHUTES.

They have a diver at the Chutes who drops one hundred feet into a tank of shallow water every afternoon. The free theatre with its splendid attractions, the Zoo and many other attractions make this resort the great open-air pleasure ground of San Francisco.

FISCHER'S.

The continuous performance at this theatre results in crowded houses. The prices of 10 and 20c together with the excellent bills prove very attractive. The feature of having the last performance begin at 9 o'clock enables many to attend who would not even warrant any going if the curtain rose at 8 o'clock.

A VICTIM OF POLITICS.

National Convention's Choice of Officers Decided by Wire Pulling at the Expense of "Our Joe."

The "Inland, Grocer" of Cleveland and Chicago in its account of the National Convention gives the following paragraph:

"Joseph A. Stulz of San Francisco, vice-president of the national association, was greeted with great applause when he arose to respond to the address of welcome. He read an address which was a fine literary effort. He spoke especially of the strenuous campaign which had been opened on the Pacific coast to better conditions. These enjoyed his active support, and had attained a gratifying success. Mr. Stulz is one of the class of retail grocers who make friends at sight and he would have made friends of his auditors had he not said more than a dozen words. His evident desire to use his office and his influence to advance the interests of everyone in the trade placed him at once in touch with every delegate, and everyone desired to know him better after his conclusion."

We learn from various sources that the reception accorded Mr. Stulz by the delegates was more enthusiastic and warmer than that given any other grocer at the convention. Mr. Stulz was universally recognized as a man who would be able to dignify and uphold the position of president of the "National Grocers' Association" and until the evening of the second day of the convention he would have been the unanimous choice of the delegates.

The Ohio delegates, because the convention was held in Cincinnati, held the balance of power with 60 accredited delegates. On the second day they took advantage of their position as hosts to trade upon the desires of the different delegations.

Some Chicago grocers had a candidate for the position of secretary. This enabled the Ohio politicians to trade with the Minnesota delegation, who wanted to be sure of Fred Mason's re-election.

The Missouri delegation had a candidate for vice-president and they were willing to support Mr. Green for president in return for the Ohio votes for their vice-presidential possibility.

By these trades, Mr. Green was able to buy the votes of the Minnesota and Missouri delegates as president and Ohio gave their 61 votes for Mr. Mason for secretary and Mr. Padburg for vice-president.

The **Advocate** feels that had Mr. Stulz been made president, the National organization would have been benefitted very largely thereby, since he is a man fertile in expedients and a veteran in association work.

Mr. Ashley, who nominated Mr. Green for president, paid a glowing tribute to the worth and splendid popularity of Mr. Stulz. His only objection was that California was so far west that he thought Mr. Stulz could not give the office the attention it needed.

This same argument was brought against San Francisco as a convention city for 1904, yet the records will show that there were more delegates at the San Francisco convention than there were at the Cincinnati convention and the convention was not padded out with non-attending California delegates, either.

Our Ohio friends apparently forgot not only their obligations as hosts, but also the lesson that they were taught in 1904 as to California's way of doing things with ease that the easterners feel are impossible.



It has come to our knowledge that there is an attempt to introduce on the market a WASHING AMMONIA make from BONES AND ANIMAL REFUSE. We trust that the trade will take time to investigate the character of this STUFF which, if sold to the consumer, will only tend to discourage the use of Ammonia as a household article.

PACIFIC AMMONIA BOTTLING CO., Sole Manufacturers of Ammonia from mineral products on the Pacific Coast.

GEO. HERRMANN, Pres., 810 Sacramento St.
SAN FRANCISCO, CAL.

CAUTION—As there are numerous brands of impure and unwholesome ammonia offered to the trade imitating the style of our label, be careful to see that our signature trade mark is on each bottle.



The WELCH GRAPE JUICE CO.
Westfield, N.Y.

Represented by Spohn-Patrick Company.

Case
Quarts, 1 doz. $4.50
Pints, 2 doz. 4.75
½-Pints, 3 doz. 4.25
3-oz., 8 doz. 6.00
½ Gallons, 1 dz. 8.00
Gallons, 6 gal. 7.50



VALLEY BREW LAGER
from
Richmond Bottling Works.

Zimmerman & Ruhland,
'Phone Pine 1787.
32d and Clement Street,
San Francisco, Cal.

Champagne.

Veuve Clicquot, qts	$32.25
Veuve Clicquot, pts	34.25
Ruinart, Magnums, 6 to case	30.50
Ruinart, qts, 1 doz to case	32.40
Ruinart, pts, 2 doz to case	34.20
Ruinart, ½ pts, 2 doz to case	18.00
Vintage 1893, qts, 1 doz to cs	46.50

Brandies.

	Per case
Martell's One Star, 1 doz qts	$16.00
Martell's Two Star, 1 doz qts	19.00
Martell's Three Star, 1 doz qts	20.00
Martell's Three Star, 2 doz pts	23.00
Martell's One Star, 2 doz fl'ks	18.00
Hennessy's One Star, 1 doz qts	17.50
Hennessy's Three Star, 1 doz qts	21.00
Calif. doz qts	12.00



Cider
Hammond & Co.
Bottlers
Office and Depot
277 Seventh Street
Phone, Jessie 3371

SWEET CIDER
½ Gal. Bottles, $3.00 dz.
Rebate, 10c per bottle.

BOILED CIDER
Quarts ..... $2.50 doz.
Pints ..... 1.75 "

Mineral Waters.

Aetna, splits, 100 to cs	$6.50
Aetna, pts, 100 to case	9.00
Aetna, qts, 50 to case	7.50

GINGER ALE
Belfast Ginger Ale Co.,
D. Steimke & Co. Prop's.
All Carbonated Beverages.
COR. UNION AND OCTAVIA STS.

	PINTS.	QTS.
Soda Water	$ .80	$1.50
Ginger Ale	.80	1.50
Sarsaparilla and Iron	.80	1.50
Cider	.80	1.50
Cuban Punch	.80	1.50

Case Prices, 2 Doz. per Case.

Porter.
(E. & J. Burke's Guinness')

Stone, pts, 8 doz to bbl	$16.50
Glass, qts., 4 doz to bbl	14.00
Glass, pts., 8 doz to bbl	16.50

Specialties of
Hilbert Mercantile Co.

H. B. Ky. Bourbon, per gal	$2.75
H. B. Ky. Bourbon, Ex spcl	3.25
Union League Ky. Brbn, AA	2.50
Union League Ky. Brbn, 1 gal	2.25
El Monte Ky Brbn, 1 gal	2.25
Maryland, Monogram, 1 gal	2.75
Forum, Bourbon, 1 gal	2.00
W. H. McBrayer's Cedar Brook 5 yrs	3.00

Hunter Baltimore Rye.

Per case, 1 doz. 5's	13.00
In 5-case lots	12.50
In 10-case lots	12.00

Hilbert Mercantile Co.

H. B. Bourbon (spcl)	$10.00
H. B. Rye	10 00
H. B. pt. flasks, 4 doz to cs	12.00
H. B. ½ pt flasks, 6 doz to cs	9.50
H. B. 1½-oz bots, per gr	12.00
Union League "AA"	8.00
El Monte Bourbon	8.00
Forum Bourbon	7.00
J. Baumgardner Rye	12.00
Maryland Monogram	9.00

W. H. McBrayer's Cedar Brook.

Per case, 1 doz 5's	$12.00
Per case, 2 doz pts	13.00
Per case, 4 doz ½ pts	14.50
Per case, 20 doz 1½-oz	18.50

Jesse Moore Whiskies.

Ex Pony Bourbon	$18.00	$17.50	$17.00
AA Bourbon	11.00	10.50	10.00
C Bourbon	8.50	8.25	8.00
AA Bourbon, 5 doz, 4 oz	10.00	10.00	9.75
AA, Pt Flasks, 2 doz	9.00	8.75	8.50
AA, ½ Pt. Flasks 3 doz	6.75	6.50	6.25
Old Rye	11.00	10.50	10.00

Jesse Moore Hunt Co.
(In barrels or half barrels)

Extra Pony Bourbon, gal	$7.50
AA, Bourbon, gal	3.75
B, Bourbon, 1 gal	3 25
C, Bourbon, 1 gal	2.75
No. 1, Bourbon, 1 gal	2.25
AA Rye, gal	3.75
C Rye, 1 gal	2.75



STANDARD BOTTLING CO.
BEACH STREET
Between Stockton and Dupont
SOLE AGENTS
LOS ANGELES BREWING COMPANY.
Beer furnished Grocers in Bottles or Kegs.

Golden Gate
BOTTLING WORKS.
Blume & Gardner,
Proprietors.



Bottlers of the Celebrated
Standard.
Culmbacher.
Extra Pale.
XXX Porter.
Half and Half.
Lager and Steam Beer in Kegs.
160 Shotwell St.,
Phone: Capp 1761, S. F., Cal.



LANDIS TONIC BITTERS
Factory and Salesroom
1664 Mission St.
Bottles ..... $7.00 Doz
1 doz. per case

Chas. Jacobson & Co.
210-212 Davis Street
DISTRIBUTERS OF
Fancy Butter and Honey
Dairy Butter and Eggs

Phone Mission 238
J. MARSHALL & CO.'S
WORCESTERSHIRE SAUCE
BE SURE and GET the GENUINE
½ Pts., per doz. $1.20
Pts., per doz. 2.20
NO AGENTS
Office: Cor. 12th and Market Sts.

Produce Market

THURSDAY AFTERNOON

BUTTER.

California creamery, extras		27½
" " firsts	26	27
" " seconds	25	26
" dairy, extras		
" " firsts		25
" " seconds		
Store butter		14
Storage		
" Creamery extras		25
Pickled		22
Keg	18	19

EGGS.

California Ranch white	25	26
" " mixed colors		25
" Gathered,	24	25
Standard		
Seconds		
Eastern, selected		
Standard		
Seconds		
Storage, Cal., Selected		
" " Standard		
" " Seconds		
" Eastern Selected		
" " Standard		
" Seconds		

CHEESE

California full cream		12
" choice	11	11½
" common		Nominal
Young Americas	12½	
Eastern full cream	15	15½
Oregon		

POULTRY.

Turkeys, young live	19	20
" old gobblers	18	19
Dressed Turkeys	22	24
Roosters, young, per doz	5 00	6 50
" old "	4 50	5 00
Hens	5 00	6 00
Fryers, per doz	5 00	6 00
Broilers, per doz, large	4 00	4 50
" " small	3 50	4 00
Ducks young	5 50	6 00
" old	4 00	5 00
Pigeons, young	1 50	2 50
" old	1 00	1 25
Geese' per pair, old 2.25 2 50; young	2 50	3 75

BEANS AND PEAS.

Small Whites	3 25	3 40
Large "	2 55	2 65
Pea Bean	3 25	3 50
Pink	2 50	3 75
Horse	2 50	3 00
Red	5 00	5 50
Kidney	5 00	5 50
Lima	4 20	4 50
Bayos	2 50	3 10
Butter (large)	3 50	3 75
Black Eyes	2 60	2 70
Dried Green Peas, per 100 lbs	2 25	2 50
" Niles " " " "	2 25	2 50

POTATOES AND ONIONS.

Early Rose, new	1 35	
Burbank, new	1 00	1 50
Salinas old	1 00	1 50
Oregons old		
Merced Sweets	1 00	1 25
Yellow onions	2 25	3 00
Red (new)		

FUNDS RUNNING SHORT.

Continued from page 3.

ard A. Broughton of Pomona. This measure is having considerable opposition this session and it is questionable whether it will be favorably reported on by the Committee of Corporations or not.

Extending the Life of Accounts.

The bill for extending the life of accounts was defeated at the hands of the Judiciary Committee of the Senate and withdrawn from that body by its author, Mr. Muenter, of Stockton. The reason for the defeat of this bill was that it carried a provision that actions for damages would live to the same length as open book accounts as in the Statutes at present. This caused practically every big corporation in the state to be against the measure.

At the suggestion of several members of the Judiciary Committee, our Association has decided to ask for an amended by which a payment on account will renew a bill and the Statute of Limitations will run from the date of the last item instead of outlawing as bought as at the present time. A bill has been drawn along these lines and introduced in both the Senate and Assembly. We believe that we will secure the passage of this measure before adjournment.

While this is not all we had hoped to secure, it is a great improvement over what we have at present.

Wife's Separate Property.

We have secured the passage of a bill in the Assembly that will prevent a husband's defrauding his grocer by transferring his property to his wife. The bill provides that the wifes property shall be responsible for bills for for the necessaries of life with the exception of what she had when they married, and what may be left her by will or through the death of a relative.

Bills to be Watched.

The merchants of the state should keep close watch over several bills now pending in the legislature and use their influence with their Senators or Assemblymen to see they do not pass.

Senate Bills 250 and 276, introduced by Wright, of San Jose, if passed would take away the privilege of collecting bills by attachments almost entirely.

Assemblyman Coghlan's Bill No. 806, if passed would undo a great portion of the work that was accomplished at the legislation of last session, since it asks the repeal of the law which allows merchants to attach public employes who do not pay their bills. This law, it will be remembered, was secured at the last session of the legislature at a great deal of expense and trouble. If Coghlan's bill 806 should pass conditions would be the same as they were two years ago. We hope the merchants of the state will write their Senators and Assemblymen protesting against the passage of this measure.

Assembly Bill 369.

All the merchants in the state who handle patent medicines of any character should write their Assemblymen and Senators protesting against the passage of this bill. It prohibits merchants from selling a bottle of bitters or a box of quinine pills, or any other prepared article unless he be a registered druggist.

The retail merchants of California should keep a very close watch on the columns of the **Advocate** during the session of the legislature. Through the kindness of Mr. Powers, we will be enabled to give you a brief outline of the conditions of the legislative matters that is of interest to the merchants each week.

The bill making the husband and wife mutually responsible for the necessaries of life has passed the Assembly by a vote of 44 to 1. Mr. Dorsey of Bakersfield was the only member voting against it. We have assurances that this bill will pass the Senate by a good majority.

AN ALCAZAR SUCCESS.

"Old Heidelberg" is one of those rare plays of sweet and dainty sentiment and gentle humor that make universal appeal to playgoers regardless of race, sex or social distinction. It is a play that goes straight to the heart.

The songs of the students are delightful and there are adroit contrasts between the glad abandon of college life and the stern solemnity of court etiquette.

John Craig's "Prince Karl Heinrich" is a really great performance and Miss Lawrence is as sweet and appealing a "Kathie" as the American stage has seen.

THE MAJESTIC'S OFFERING.

The Majestic theater for next week offers Elmer Booth, the funny man, as the baby in "My Precious Baby," a condensation of about all the humor that is possible to get into one production. There is sure to be fun going every moment.

The success of the special matinee of Ibsen's "Ghosts" has induced the management to repeat its production at a performance on the afternoon of Wednesday, February 15th, with all the members of the former cast including: Adele Block, specially retained in the role of Mrs. Alving; George Stuart Christie as Oswald, Frank MacVicars in the role of Pastor Manders, which he originally created in London; John D. O'Hara as Engstrom, the most unique characterization of that part ever rendered, and Katherine Gilman as Regina

Tell Eastern Friends
of the low rates which will be made to
California
March 1 to May 15, 1905
$50 from NEW YORK
$33 from CHICAGO
$32 from ST. PAUL
$25 from KANSAS CITY
Similar rates from other points. Deposit cost of ticket with agent here, and ticket will be furnished passenger in the East. Tell your friends that now's the time to come cheaply if they buy their tickets via
Southern Pacific
ASK FOR PARTICULARS
City Office
613 Market St.

WIELAND BROS.
121-123 Clay Street San Francisco
Importers and Commission Merchants
SPECIALTIES—Imported and domestic Swiss Cheese, Limburger, Brick Cheese, Edam, Roquefort, etc.; Mackerel, Codfish, Holland Herrings, Olive Oil, Spanish and California Olives, all kinds of Sausages and other delicacies.
SOLE AGENTS for Sierra Cheese, German Breakfast Cheese, Brie, Camenbert, Schloss, Kronen and Neufchatel Cheese.

Ship Your Poultry, Eggs and Butter
to the Poultrymen's Union for the best results. All kinds of Poultry is in good demand to-day. Large **Broilers, Fryers,** and large, young **Roosters** are scarce and high. Choice dressed **Turkeys, Ducks** and **Geese** are wanted at fancy prices. The following is a copy of a letter that we received from one of our shippers:
POULTRYMEN'S UNION, Gilroy, California.
413 Front Street, San Francisco, Cal.:
Gentlemen:—It gives me pleasure to inform you that the returns, viz.: $7.00 per dozen for fryers, is very satisfactory. From a similar shipment to one of your neighbors, three weeks earlier, when the quotations were much higher, I only received $5.25 per dozen.
Yours truly, G. W. EARL.
If you ship us your **Poultry, Butter** and **Eggs,** we will try and treat you as well as we did Mr. Earl. Immediate cash returns made for all produce we receive. Eggs are in good demand and selling rapidly. We are prepared to supply you with the choicest **Comb** and **Extracted Honey** in the market, at low prices. Please call and see us, or write us concerning same. Mark and consign all shipments of Produce direct to the
POULTRYMEN'S UNION, 322 & 324 Front Street
SAN FRANCISCO, CALIFORNIA

WILLIAM E. HARM
Kartuffel-Buhr
183-185 Valencia St. Near 13th
Tel. Folsom 1911
Wholesale Dealer in POTATOES, ONIONS BEANS, EGGS Etc., Etc., Etc.

WITZEL & BAKER, Commission Merchants
Telephone Main 718
314, 316 BATTERY ST., SAN FRANCISCO, CAL.
Fancy Creamery Butter and Ranch Eggs Our Specialty



WILLIAM CLUFF COMPANY

WHOLESALE GROCERS

SOLE AGENTS

SAN FRANCISCO CAL.

IRVINE STANTON COMPANY

WHOLESALE GROCERS

Farm and Dairy Produce

Consignments from Interior Merchants Solicited

211-213 Clay St. San Francisco, Cal.

REMOVED

PATRICK & CO., RUBBER STAMPS

111-113 SANSOME STREET

One block south of old location.

Try **LAVARINE** **For Washing**

Highest Grade Package Goods for Family Trade

ROYAL AND QUEEN'S TASTE

(1 lb packages) (½ lb cartons)

Macaroni, Vermicelli and Spaghetti

ROYAL ITALIAN A. B. C. PASTE, in 1 lb papers
GOLDEN GATE EGG NOODLES, in ½ lb papers

For Sale by all Jobbers



Don't buy a Typewriter

Until you examine
The New

L. C. Smith & Bros. Typewriter

WRITING IN SIGHT.

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L. & M. ALEXANDER & CO. 110 Montgomery St., S. F.

Branches: Portland Los Angeles Seattle



FIRST FLOOR OUTFIT

OIL ECONOMY
versus
OIL WASTE

Your old method of storing and handling your oil is costing you money every day by the waste from dirty, sloppy measures and funnels, by evaporation, by over measure, by loss of time and labor—It's all dead loss.

THE BOWSER SELF MEASURING OIL TANK

prevents this waste and so really costs you nothing as it will in less than a year repay its cost through its saving. It keeps on saving too, year after year. THERE'S WHERE THE ECONOMY COMES IN.

FULL PARTICULARS FREE——ASK FOR OUR NEW CATALOG "83"

S. F. BOWSER & CO.

FORT WAYNE, IND.



GUSTAV LIEBOLD Treas. Sec'y

Gambrinus Bottling Co

Sole Agents and Bottlers of

GAMBRINUS BREWING CO'S

Portland, Oregon

Select Pilsener Lager Beer.

OFFICE AND BOTTLING WORKS

160 Thirteenth St., nr. Folsom, S.F.

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PROPRIETORS

The California Brewing Co.

Douglas Street, bet. 17th and 18th

SAN FRANCISCO, CAL.

For Health and Strength



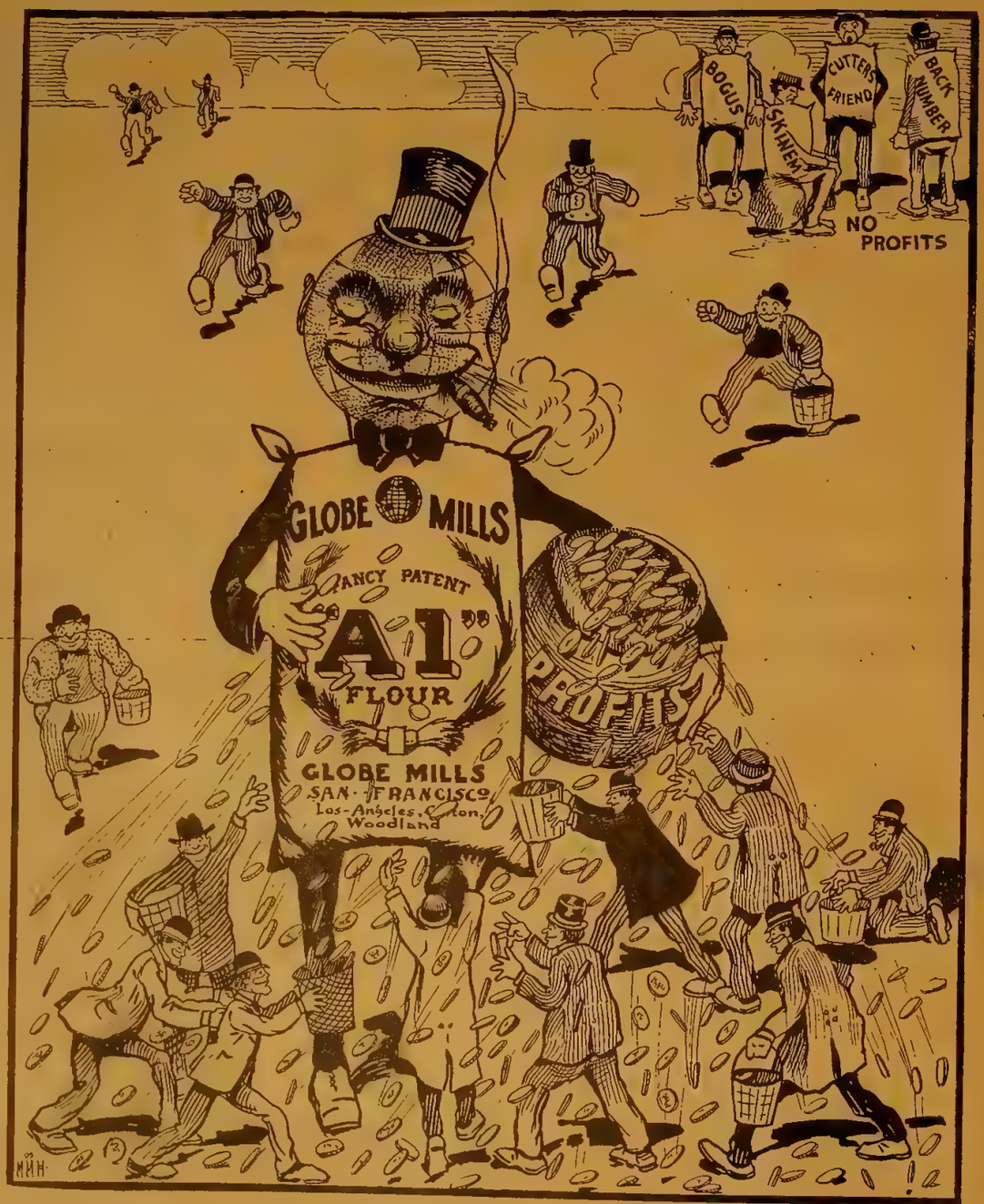
DAMIANA BITTERS

MONEY TALKS

FACTS BEAT FICTION -- PROFITS IN THE GROCER'S TILL BETTER THAN FAIRY TALES OF JEALOUS COMPETITORS.

Up-to-Date Dealers appreciate the Protection of the Retail Selling Price

"A1" --- BEST ON EARTH --- "A1"



"A1" --- BEST ON EARTH --- "A1"

"A1" --- BEST ON EARTH --- "A1"

Our "A 1" Flour is made of Eastern (hard) Wheat, mixed with California's Best. This makes it the Strongest and Best Family Flour on the California Market.

GLOBE GRAIN AND MILLING CO.

MONTGOMERY AND CHESTNUT STS., SAN FRANCISCO, CAL.

Telephone Bush 759.

(Please mention the ADVOCATE to Advertisers. It helps us materially.)

THE RETAIL GROCERS ADVOCATE

A. H. POWERS, Editor

SAN FRANCISCO, CAL., FEBRUARY 24, 1905

Vol. 10, No. 8



M·J·B COFFEE
SELECTED WISDOM

YOU MAY BE RICH
BUT
IT DON'T BUY THE OTHER
FELLOW ANYTHING

We Are Helping You Get Rich If We Help You
To Handle
M. J. B. COFFEE

IXL - Kapp and Street - W.G.M.
TAMALES
IN
KEY-OPENER CANS

RAINIER BEER

Popular! Why?

Because it is really good.

Only Choice Materials
Used in its Manufacture.

JOHN RAPP & SON, AGENTS
Phone South 473.



FREE RUNNING
For Table
Cartons, 48/2s, 24/3s, 20/5s
to Case
Caddies, 50/2s to Case.

LESLIE STERILIZED SALT

PURE AND WHOLESOME.

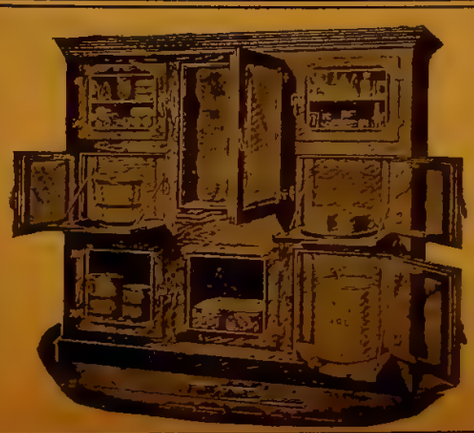
REMEMBER THE NAME WHICH STANDS FOR QUALITY.

It pays to get the best value for your money, for when you sell the goods they are sold and the order repeats without explanation or excuses on your part.

C. E. WHITNEY & CO., Agents 715-717 Hayward Bldg. San Francisco, Cal.



VELVET GRAIN
For Kitchen
In Bales containing 150 lbs. net of Salt: — 75/2s, 50/3s, 40/4s, 30/5s, 15/10s, and 8/20s.



McCRAY
REFRIGERATORS
AND COOLING ROOMS

THE ONLY REFRIGERATOR THAT AFFORDS A
COLD, DRY CIRCULATION
ABSOLUTELY NO SWEATING.

Sold on Easy Payments — Write for Catalogue, List of Users, Etc.

BECK-WAKEFIELD COMPANY, GENERAL AGENTS
122 Market Street, San Francisco, Cal.



Until MARCH 1st, 1905, we will allow a REBATE of 1 Cent per Gallon on 5-bbl.



Orders, and 2 Cents per Gallon on 10-bbl. orders. Vinegar can be taken as needed and paid for as received and we Prepay Freight on the First Shipment (only.)

ONLY 4 DAYS LEFT

In which to Profit by our Offer to Prepay the Freight on the First Shipment of our

VINEGAR

WE PROTECT THE PRICE - -
WE GUARANTEE THE QUALITY

—YOU Get Quantity Prices—

and buy as you need the goods.

THIS IS NOT A CONTRACT.

Date.....

PACIFIC VINEGAR AND PICKLE WORKS,
126 Davis Street, San Francisco, Cal.

Gentlemen : — We are prepared to purchase.....barrels of Vinegar *during the ensuing twelve months* and desire to make a contract whereby we are allowed to take the vinegar *as we need it* and receive a *rebate* in accordance with the terms of your *special offer*.

Please send us prices, etc., with regard to the following :

VARIETIES OF VINEGAR

(Indicate the Number of Barrels of each kind You Can Use.)

"CALIFORNIA HOME" BRAND						
Pure Apple Juice	Gen. Riesling Wine	White Pickling	Ex. Triple light or dark	Crystal	Com'l Cider	Com'l Wine

It is expressly understood that the Pacific Vinegar and Pickle Works are to PREPAY FREIGHT on the FIRST SHIPMENT (ONLY) — whether of 1 or 10 barrels.

Signed.....

Address .....

WE GUARANTEE

Price If on their arrival you do not find **OUR VINEGARS** to be **ABSOLUTELY the BEST VALUE** you have ever bought **FOR THE MONEY,** we will accept ANY PRICE **YOU** may name for the goods

Quality We guarantee **ABSOLUTE PURITY** and that **OUR VINEGARS** will **MORE THAN COMPLY** with the **Pure Food Laws** of **ANY** STATE.

We own and operate the **largest,** the **cleanest,** and the **most modernly equipped** Vinegar and Pickle Works in the West.

Pacific Vinegar & Pickle Works

SAN FRANCISCO, CALIFORNIA

Kindly mention *"Grocers Advocate"* when replying to this ad.

Retail Grocers' Advocate

CALIFORNIA RETAIL GROCERS' AND MERCHANTS' ASSOCIATION — OFFICIAL PAPER — RETAIL GROCERS' ASSOCIATION

Vol. 10 — SAN FRANCISCO, CAL., FEBRUARY 24, 1905 — No. 8

Published Every Friday by
ADVOCATE PUBLISHING CO.
Frank Connolly .....Vice-President
Aaron H. Powers, Secretary and Treas

Subscriptions:
One Year $2.00
Single Copies ..... .10
PUBLICATION OFFICE:
456 MONTGOMERY STREET.
Rooms 413-414. - Tele. John 2601

Entered at the Postoffice at San Francisco as Second Class Matter.

Points to Watch

TIME TO ACT—
If you want a payment to renew an open account, write TODAY to your Assemblyman and your Senator. See Legislative Article on Page 3.

VINEGAR—
Absolutely pure, high-class cider, wine and malt vinegars with quantity discounts and buy as you need, is worth looking into. See Page 2 of the cover.

SPICES—
The report of McCormick & Co. on Page 23, is worth reading if you are interested.

DRIED FRUITS—
Raisins and prunes are, comparatively, the cheapest fruits on the market. Prices will not be lower and may be higher.

CANNED SALMON—
Many canneries packing Alaska pink will not open this year.

CANNED CORN—
Maine packers were entirely sold out a few days after making prices for 1905 pack with no guarantees as to percentage of deliveries.

CANNED PINEAPPLE—
Slight advances are reported in the Singapore market.

CANNED TOMATOES—
Prices are at their lowest ebb. Advances are being predicted from all quarters.

EMPTY PACKAGES—
Do your delivery men bring back all of the boxes, baskets and jugs? Do you charge each man with the receptacles he takes out on each load and check them when he returns? That is system. It is simple but profitable.

MAPLE SYRUP—
Shortage of maple sugar and constantly increasing demand makes advances in PURE maple syrup necessary. Any purchases that can be made at last week's prices are good buys.

NEWS ABOUT GROCERS.

San Jose, Calif.—Three armed men tried to rob the grocery store of Richard Presho on the night of February 18. While covered by the revolvers of the holdup men, Presho darted for the door and escaped. The robbers have not been seen since.

Pasadena, Calif.—C. W. Woodbury has installed one of the automatic weighing scales of the Bond Scale Co. and a local paper gives a very interesting article concerning it.

Portland, Ore.—M. A. Bates, credit man for Allen & Lewis, committed suicide on February 15 by shooting himself.

Pasadena, Calif.—It is reported that H. Jevne is shortly to open a branch store in Pasadena.

FLOUR PROFITS.

San Francisco Grocers Pass Resolutions Favoring Mills Which Stand By Them.

(By J. F. Paulding.)

At the regular monthly meeting of the San Francisco Retail Grocers Association, held Wednesday, February 15, a resolution was passed indorsing those mills which stand by the retail grocers.

The grocers of Alameda County have three mills which are maintaining a retail price. They are the **Globe Mills,** the **Stndard Flour Co.** and the **Bay City Mills.**

The San Francisco grocers have two mills, **The Globe Mills** and the **Standard Flour Co.** to whom they can look

(Continued on Page 26.)

Up to the Governor.

Bill Against Trading Stamps and Premiums Passes the Assembly With One Dissenting Vote.

TWO IMPORTANT MEASURES ARE PENDING.

Prompt Action of Retail Grocers Needed to Secure Satisfaotory Results.

Owing to threats of interference with the Keane Trading Stamp and Anti-Premium bill in the Assembly, a committee, consisting of Frank B. Connolly, Joseph A. Stulz, Ludwig Warnke and J. F. Paulding, went to Sacramento on Monday morning.

Prior to their departure the aid of several influential San Francisco gro-

Continued on page 19.

APPEAL AGAINST EXISTING UNFAIR LEGISLATION.

NECESSITY FOR GIVING CALIFORNIA RETAIL MERCHANTS THE SAME MEASURE OF PROTECTION ACCORDED MERCHANTS IN THE EAST.

Muenter's Senate bill No. 713 and Houser's Assembly bill No. 920 provides that the Statute of Limitations begins to operate from the date of the last item of the account and that a payment on the account shall be considered as the last item thereon.

As the law stands to-day, a portion of an open account may be outlawed even though the customer may be dealing with the creditor at the time. This works a very great injustice, since it practically lessens the time in which an account lives far below two years, which, in itself, is a hardship to the retail merchants.

New York, Massachusetts, Pennsylvania and practically all the States whose large cities are recognized as the chief commercial centers of this country, have laws similar to this which we are asking. This fact testifies that the best financial brains of the country feel that such a measure is desirable and for the best interests of the general public.

This measure would work no hardship upon the honest debtor. The honest man who is temporarily out of work or for some other reason cannot pay at the time for the food he requires for himself and his family will be glad to have the merchants feel safer in extending credit to him. At the same time it will furnish the retail merchant a certain amount of protection against those dishonest debtors who are eagerly seeking to avail themselves of every technicality which may enable them to evade the payment of their just debts.

This measure would affect the dealer in necessaries of life more than any other class of trade. The furniture man, the wagon man, the piano dealer and the jeweler, who sell on credit, all have systems by which the title of the goods remains with them until the goods are paid for. These men are able also to refuse credit to any except those whose position is such that there is every probability of their being able to pay.

The dealer in the necessaries of life, on the contrary, is practically obliged to grant credit that may be asked, since the parties coming to him without funds must have food and the grocer is the one who has to supply it since there is no other source from which it can be obtained. These people ask credit because they are not in a position at the time to pay. Most of them have no property. The grocer must, therefore, trust to their honesty and to the fact that in the future, under favorable circumstances, they may get what is due them.

In other lines of business dealers can refuse credit. Grocers and butchers and other dealers frequently find that it is absolutely necessary to give credit. Men who receive their salaries at the end of the month or at the end of the week find it necessary to be trusted until that time. They cannot wait until then to buy the goods as they could if they were buying shoes or clothing. They must have them when they are needed and, therefore, a large portion of the trade of the grocers and butchers must be done on a credit basis.

The present law with regard to the Statute of Limitations works a great injustice on the merchant class of the State. The measure we ask would afford a certain relief without affecting any change in the present statute.

For twenty years the merchants have come to Sacramento at every session asking relief; this fact shows the great necessity for the same.

THE National Convention.

Frank B. Connolly's Account of the Great Grocery Gathering at Cincinnati.

We take pleasure in presenting herewith the splendid report of the National report of the National Grocers' Convention which was read by Mr. Frank B. Connolly at the last meeting of the "S. F. Retail Grocers," which organization he represented as a delegate:

THE NATIONAL CONVENTION.

Leaving San Francisco Wednesday, January 18, at six p. m., Mr. Stulz, vice-president of the National Grocers' Association, Mr Warnke, of Alameda County Grocers' Association, Mr. Wear, of the Toledo Scale Co., and myself reached Chicago Sunday morning at 7:30. After breakfast C. R. Lott, past president of the National Association, arrived upon the scene, also Treasurer Newland of Topeka, Kas. After a little stroll around the city we took lunch with Mr Lott at the Albion Cafe on the ninth floor of the Pullman Building, overlooking Lake Michigan, which was frozen over.

Returning to our hotel, waiting for us was Messrs. Sol Westerfeld, Sullivan, Liddell and Tebbetts of the Chicago Grocers' Association, and two grocers from Superior, Wis. They accompanied us to Lincoln Park to watch the tobogganing, skating and sleigh racing. Returning we were the guests of the Chicago grocers at a dinner and also a theater party at the old Iroquois Theatre, where five hundred people were burned to death last year.

We left Chicago at 10 o'clock Monday morning on the grocers' special, on board of which were the delegates from Minnesota, Wisconsin, Illinois, Colorado, California and Washington.

We arrived at Cincinnati at 9:30, where the Cincinnati grocers met us with a military band and lots of cheers. They formed a parade and we marched about two miles to our hotels, carrying our grips. Tuesday morning the convention was opened by an address of welcome by President Oehlers of the Cincinnati Grocers' Association, who introduced the Rev. C. W. Blodgett, who gave the invocation. Mr Oehlers next introduced Julius Fleischman, Cincinnati's popular mayor, who has shown himself to be a great friend of the retail grocers, donating $1,000 to the funds of the organization. He extended the freedom of the city and was followed by Col. W. H. Mellish, who, on behalf of the Chamber of Commerce of Cincinnati, humorously welcomed us to his city.

Next was the response of C. R. Lott, followed by Mr Joseph A. Stulz of San Francisco.

President A. W. Farlinger then delivered his annual address. He recommended that the National Grocers' Association devise ways and means of putting the National Association on a self-sustaining financial basis, that organizers be placed in each State, that a uniform rating system be adopted, that State legislation against trading stamps and coupon schemes be recommended; that mutual fire insurance be adopted in States allowing it; that a national law for weights and measures be adopted, that the convention indorse the Cooper-Quarles bill in regard to railroad tariff rates.

California was honored by the appointment of one of its delegates myself, on the committee of credentials. Mr. Pearson of Stockton was on the resolution committee by virtue of his office.

In conclusion President Farlinger complimented the association for having an able and efficient secretary like Mr. Fred Mason.

Secretary Mason's Report.

Secretary Mason then read his annual report. He told of his organization work throughout the year, paid a fitting tribute to the trade press for the help it gave and recommended that the per capita tax be raised if possible to put the association on an independent basis.

You will buy when you see,

You will recommend when you try

This Brand of

OLIVES *and* OLIVE OIL:

"WHITE LABEL"

You may place your entire confidence in goods bearing the "WHITE LABEL."

Every bottle is packed and guaranteed by the SEVILLE PACKING CO., Exclusivists in Olives and Olive Products.

We sell all the different sizes of Spanish Queen and Manzanillo Olives, also Pim-Olas and Baby Pim-Olas.....
(Put up in Glass Only.)

If you want to handle the most Delicious of all Relishes, order **Pim-Olas** and **Baby Pim-Olas** from your Jobber.



Pim-Olas are to be had at the principal Hotels, Clubs and Restaurants, and are served in Pullman Palace Dining Cars and all Trans-Pacific Steamers.

Write for Descriptive Booklets.

NICELLE OLIVE OIL

Is the Highest Grade Olive Oil Produced.
So says the United States Bureau of Chemistry at Washington, D. C.
Received Highest Award at Paris Exposition, 1900.

SPOHN-PATRICK COMPANY

Sole Pacific Coast Agents

BRANCH HOUSES
Los Angeles Portland Seattle Denver Salt Lake City

SAN FRANCISCO, CALIFORNIA

His financial report for nine months showed as follows:

Receipts.

April 16, to balance	$1619 32
Donation Natural Food Co.	1500 00
Donation Moneyweight Scale Co	500 00
Donation National Cash Register Co	100 00
Donation Royal Baking Powder Co	1000 00
Donation N. K. Fairbank Co.	1000 00
Hand book	70 91
Per capita tax, 9 months	1107 50
Total receipts	$6897 73

Disbursements.

Sundry vouchers	$5865 22
January 15, to balance on hand	$1032 51
Diamond Match Co.	500 00
Mayor Fleishman	1000 00
Total	$2532 51

Mr. Mason reported the decision of the American Cereal Co. and the Great Western Cereal Co. (by telegram) to discontinue giving premiums in their package goods and his work in getting them to do this.

Interesting Special Addresses.

Dr. H. W. Wiley, chief chemist of the U. S. Department of Agriculture, followed. He spoke eloquently in relation to the proposed national pure food law.

Mr. T. P. Sullivan of Chicago read an address on "Peddlers and Transient Merchants." "The Grocers' Influence," by Henry J. Scharberg of Kalamazoo, Mich.; "Scientific Salesmanship," by A. F. Sheldon, Chicago.

Tuesday evening we were entertained at a smoker and Dutch lunch, a thoroughly Bohemian affair. All kinds of German cheese, sausage, etc., Frankfurters and sauerkraut and beer were supplied in abundance. A stereopticon exhibition was given by the National Cash Register Co. The hall was a little too small for the crowd, but we enjoyed it nevertheless.

The Second Day's Session.

Wednesday a. m., January 24, we listened to an address by Edwin A. Krauthoff on "Debtor and Creditor"; "Parcel Post and Mail Order Business," by C. L. Griggs, St. Louis; "National Pure Food Law," Horace Auheney, Pure Food Commissioner of Ohio.

An able paper was then read by Fred Lorenz, former treasurer of the national association, of Minneapolis.

We next listened to an address by J. A. Van Hoose, president of the Southern Wholesale Grocers' Association, of Alabama. Mr. Van Hoose, who, by the way, is an ex-minister of the gospel, was the finest speaker at the convention and was listened to with great interest by all the delegates present. His speech dealt with wholesalers selling to consumers, leaving out the retailers, and the manufacturers selling direct to the retailers, leaving out the jobber. He also said that the wholesalers' and retailers' organizations should be financed by the manufacturer rebating five cents a case to associations on all well known brands of goods.

Wednesday evening a theater party of delegates were entertained at the Grand Opera House by Klaw and Erlanger's immense production of "Ben Hur." The orchestra seats were all reserved for the delegates.

Third Day of the Convention.

Thursday morning we listened to suggestions from trade press representatives and an address on premiums, trading stamps and gift schemes by H. W. Schwab, director of the National Association.

Then came the final report of the committee on credentials, of which I was a member, showing 182 accredited delegates, representing some forty-five associations throughout the United States.

At 11 o'clock Thursday the election took place, showing the officers elected, namely: John A. Green, Ohio, president; Lorenzo F. Padbury, Missouri, vice president; Fred Mason, Minnesota, secretary; H. W. Schwab, Wisconsin, treasurer; C. J. Kramer, Arkansas, director; the other two directors were "hold-overs."

Association Managers Want Stulz.

When we arrived in Chicago Sunday morning there was no name mentioned for the presidency for the National except Joseph A. Stulz of California, who was the choice of the officers of the National Association without exception. Going down on the special train Monday the leaders of the different delegations spoke to me and assured me (as I seemed to be taking a personal interest in Mr. Stulz's cause, for Mr. Stulz, being a modest man, did not care to make any campaign for himself) that he was the only logical candidate and they all were in favor of him.

When we got to Ohio, Mr. Green was put forward for vice president and seemed glad to take the second place with Mr. Stulz for president.

But the night before the election, Mr. Green came to me and told me that as Illinois had a candidate for vice president in Mr. T. P. Sullivan and Missouri had a candidate in Mr. Padburg, that the leaders of the Ohio delegation wanted him to run for president along with Padburg of Missouri for vice president.

I found out that Ohio, which had 61 votes, and Missouri, with 20 votes, had formed a combination to elect Green as president, Padburg as vice president. They then got one other large delegation into line by agreeing to run someone against Fred Mason for secretary.

Mr. Sullivan of Chicago told me, as also did Mr. Westerfeld and Mr. Lott, that Mr. Sullivan was offered the directorship if Illinois (23 votes) joined the combination, but Mr. Sullivan said he would stay by Mr. Stulz and "go down with the ship."

Mr. Sullivan nominated Mr. Stulz. Mr. Correa of Colorado and Mr. Fischer of Nebraska, along with Mr. Gray of New York, seconded Mr. Stulz's nomination. Mr. Ashley of Ohio nominated Mr. Green, and in doing so paid a tribute to Mr. Stulz, expressing his admiration for him, but claiming that time and expense of bringing the president from California to the Eastern State conventions would be too great.

The vote stood: Green, 132; Stulz, 46. Several delegations that wanted Mr. Stulz as president, voting for Mr. Green after they saw his election was assured.

After the election the convention adjourned for lunch.

In the afternoon the convention was called to order by the new president, Mr. Green, to receive the report of the ways and means committee and to act upon the resolutions.

Adopt Strong Resolutions.

The following resolutions were adopted separately:

Recommending the appointment of a committee to urge the establishment of a national system of uniform weights and measures.

To make presidents and secretaries of State associations accredited delegates to the national convention.

To discourage manufacturers from selling to retailers direct, to the detriment of legitimate jobbers.

To express positive opposition to all premium schemes as applied to grocery products.

Calling on the American Tobacco Company and all other tobacco manufacturers to quit their tag and coupon schemes.

Protesting against all part cash premium schemes as just adopted by the American Tobacco Company.

Calling on officers to urge legislation against peddlers.

Confirming views of President Farlinger on matter of making packages with net weight.

To thank President Roosevelt for his interest in commerce and trade.

Directing the national officers to continue to wage war against all premium schemes.

Directing the national secretary to take up with cracker manufacturers their wrong and unust practice of charging for cardboard in their packages.

Instructing the legislative committee to push legislation against premium and gift schemes.

In opposition to rebates by manufacturers of grocery products.

Commending the Cooper-Quarles bill.

Recommending a national regulation to compel all government employes to pay their debts.

The usual vote of thanks to the Cincinnati Association for courtesies.

Liked May-Time Convention.

A resolution to hold the convention in May hereafter was offered. This was left to the executive committee.

An excursion given by Proctor & Gamble, to visit their soap works at Ivorydale, took place this afternoon and was quite an enjoyable affair. Twelve carloads of grocers and friends took advantage of the trip.

The soap company had a military band for dancing on the third floor of one of their many buildings and their young lady employes served a buffet lunch to the delegates.

In the evening a monster banquet took place. It was the largest affair of its kind I ever attended. There were ten tables, stretching the entire length of Armory Hall, which is about the size of our Mechanics' Pavilion. At each table were seats for two hundred and fifty people. A military band of forty pieces discoursed music. Fred Mason was toastmaster, but the affair was so large and the din so great that the speakers could not be heard and, finally, the program was abandoned.

It was a grand affair and reflected great credit upon the entertainment committee.

See National Cash Register Company.

Friday morning we had arranged a party to visit the National Cash Register Company at Dayton. In that party were three of the Minnesota delegation, Mr. Westerfeld, Lott and Liddell of Chicago, Mr. Stulz, Warnke, Mr. Pearson and wife and myself.

We were met at Dayton by Mr. Carter and Mr. Wollensberger of the Dayton Grocers' Association, who escorted us to the National Cash Register Company, where we spent a very pleasant afternoon, inspecting their factory and grounds. We visited two of the grocery stores in Dayton and an immense market, which was the neatest and prettiest thing we had ever seen, covering an entire block.

We returned to Hamilton at 8 o'clock in the evening, where we caught the grocers' special to Chicago, arriving there at 7:30 Saturday morning. Saturday we spent in visiting the large department stores on State street, and the stores belonging to our Chicago friends, who have butcher shops connected with their grocery department.

Chicago Entertains 'Frisco.

Sunday morning our hosts, the Chicago grocers, met us at our hotel at 10 o'clock and took us to see the Chicago library, a magnificent building, and to the top of the Masonic Temple (twenty-four stories high), from which we were shown all the points of interest.

We then took the elevated road to Mr. Sullivan's home, where we were his guests at dinner.

In the afternoon we visited the old World's Fair grounds, which is now Jackson Park, and in the evening we visited the Grand Opera House and heard the story of "Georgie, the Fireman."

Monday, myself and Mr. Sullivan visited the stock yards.

Monday evening we left Chicago for San Francisco.

National of Great Benefit.

The national convention appealed to me as possessing an enormous possibility for good to the retail grocers of this country. This was shown in their ability to induce the cereal companies to give up premium schemes. The instructive papers were also of value. The gathering together of a large body of retail merchants where they can devise ways and means for the general betterment of the trade conditions by presenting a solid front is of unquestionable value.

There is no one who would dare do anything that would antagonize us wrongfully.

A legislative committee of three was appointed, with our Mr. Stulz as chairman, to work at Washington for the passage of bills recommended. This position Mr. Stulz felt obliged to decline.

I learned that the State association grocers of both Minnesota and Colorado are receiving a contribution of two cents a sack for all the sugar used in those States by their members. They divide this money equally between the State association and the locals. In this way they have their treasuries full to overflowing and are able to properly carry on work they may take up. Both these States sent their full quota to the convention. If we could make an arrangement of this kind to finance our California associations I think that they would grow much faster.

State Association Important.

More interest should be taken in our State association by our locals.

Whenever any progressive measure is presented we should immediately take hold of it and put our energy toward making it an ultimate success.

We should suggest things both to the State and national associations that we consider a benefit to the grocery trade at large.

I learned that the grocers of Georgia are receiving ten cents a box rebate on every case of soap sold in that State by a certain soap factory. This goes toward paying the running expenses of the associations.

I hope that my trip will prove of value to this organization, as I have several suggestions and recommendations to present at our next meeting.

I will also be pleased to present a paper on how Ivory soap is made, as shown us at Ivorydale, and how the National cash registers are made, and how Libby, McNeill's canned meats are prepared. I consider that this will probably be of interest to our members who handle these articles.

In conclusion, I will say that we were royally treated, both at Chicago, by the Chicago grocers, and at Cincinnati, by the Cincinnati association. The feeling existing at this convention toward exerting the grocers' influence was very marked. I look forward to a great deal of work being accomplished this year along these lines.

I want to thank this association for the confidence they placed in me by sending me to the national convention as their delegate and I hope to make it profitable for them by my work in the future.

WE MADE A MISTAKE.

The "Trade" of Spokane calls our attention to the fact that an error was made in our issue of February 3rd when we told of a meeting of the grocers at which Henry Abeles, representative of the Cudahy Packing Co., discussed the matter of maintaining uniform prices on the products of his firm. This meting was held at Spokane and not Seattle, as was stated in our article, for which we were indebted to the columns of the "Trade."

A MATTER OF HEALTH

ROYAL



BAKING POWDER

Absolutely Pure

HAS NO SUBSTITUTE

All Grocers should carry a full stock of Royal Baking Powder. It always gives the Greatest Satisfaction to customers, and in the end yields the larger profit to the Grocer.

CALIFORNIA'S CHOICEST FOOD PRODUCTS.



"Griffin Extras"

PURE AND WHOLESOME

PRESERVES AND MARMALADES

Prepared in 16 oz. Glass Jars, 2 doz. in Case.

16 Varieties Packed Straight or Assorted.

These Delicious Preserves and Marmalades Are Put Up to Meet the Requirements of High-Class Trade.

SPOHN - PATRICK COMPANY

SALES AGENTS

16 - 22 FRONT STREET, SAN FRANCISCO.





FIXTURES ARE IMPORTANT

Store fixtures are very much more important than most retailers seem to realize. Old, battered, rusty, dusty, musty looking fixtures never make a particularly pleasing impression on persons visiting the store for the first time. Things that look bright and shiny and clean invariably impress customers with the idea that everything in the establishment is kept the same way.

We present herewith the picture of a bar recently built by the Pacific Store and Fixture Co., 3253-3259 Sixteenth street, who are the largest firm of their kind on the Pacific Coast. They can supply merchants with anything they may need in the line of fixtures at the best possible figures.

A STORE NECESSITY.

Money Weight Scales Found in Every Up-to-Date Store Throughout the Country.

In this year of our Lord 1905, it is almost as hard to find a store not equipped with a Money Weight Scale as it is to find one without a telephone.

Grocers, today, realize the value of correct weight and saving themselves time. This is done for them by a Money Weight Scale that is what its name indicates.

Such a scale is that offered by Pierce & Co., of 14 Turk street. These scales vary in price and are offered on such easy terms that the savings from them will practically pay for one in a store that does any considerable amount of business.

We would refer our readers to the announcement on page 10b, which gives some of the advantages a grocer derives from having such a scale in his store.

HANDLING CALIFORNIA SARDINES.

P. E. Lenfestey will represent the California Fish Co. of Los Angeles and San Pedro in this market. This company packs California sardines and mackerel in pure olive oil. They have the steadiest run of fish on the Coast at San Pedro and are able to secure the very finest oil for their purposes. The offerings of this company should prove very attractive to our grocery trade.

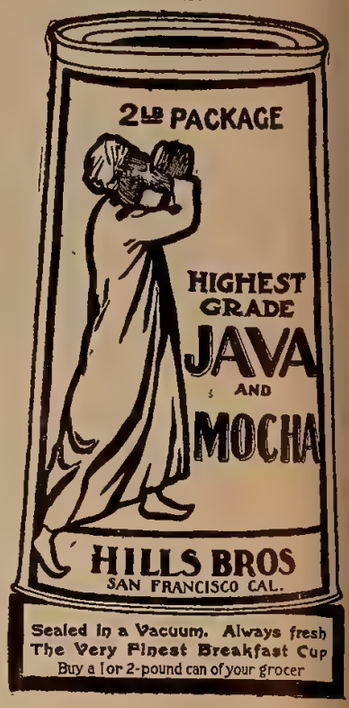
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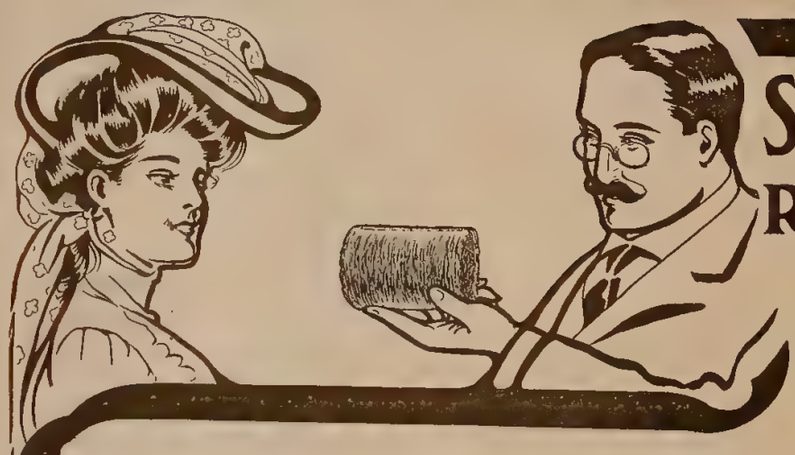
NO STALE
PACKAGE
COFFEE
ON YOUR
SHELF

FRESH
WHEN BOUGHT

FRESH
WHEN SOLD

FRESH
AND SMOOTH
WHEN YOU
DRINK IT





SHREDDED WHOLE WHEAT
RECOMMENDATION

You should be more than willing to recommend

Shredded Whole Wheat Biscuit
and Triscuit

to your customers. In the first place, they will like the Shredded Whole Wheat products and find that they represent the ideal food with the maximum amount of nutrition; and the second place, you will be doing yourself a good turn as well as your customers. It always pays to recommend a good thing—particularly when there is a satisfactory profit in it for you.

The Shredded Whole Wheat products pay you a good profit, and keep on paying it constantly, as they are not a fad, but a staple — people who once try them, keep on trying them.

There's no food on the market which is better advertised. This means that the demand is permanent as well as strong.

It will be good business for you to speak a good word for Shredded Whole Wheat to those unacquainted with its merits.

THE NATURAL FOOD COMPANY
Niagara Falls, N. Y.

BRINGS BUSINESS.

Quality in Condiments Attracts Customers for Dealers and Manufacturers.

Retail grocers know that one of the best advertisements for their stores is handling vinegar and condiments the quality of which will induce customers to come again.

It is for this reason that so many of the readers of the ADVOCATE have taken advantage of the information that has been carried each week on page 2 of our cover concerning the "California Home" brand of vinegar of the Pacific Vinegar and Pickle Works.

This firm turns out cider, wine and malt vinegars that are not only guaranteed to be absolutely pure but are guaranteed to be even above the standards required by the Pure Food laws of any State in the Union. In addition to this, they guarantee that the price will be satisfactory to the dealer, going to the length of agreeing to let him pay for the goods at his own price should he not find that, on their arrival, the goods are the best quality for the money he has ever received.

The management of the Pacific Vinegar and Pickle Works report to us that daily orders are reaching them in response to their offer printed in the ADVOCATE, by which they agree to prepay the freight on all shipments of vinegar ordered during the month of February. This is merely the result of making the trade a desirable proposition on desirable goods.

The feature of their offer by which they agree to allow the quantity price to the merchant who can handle from 5 to 10 barrels during the year and let him take and pay for the goods as he wants them is a very valuable concession to dealers who can handle quantities but are too wise to tie up money in such a way that it will require some time for them to get it back.

It is to be noted that all the risk in the deal proposed by the Pacific Vinegar and Pickle Works is taken by that firm.

PURE FOOD LAW DELAYED.

The legislative committee of the National Grocers' Association reports to Secretary Mason that the matter of food legislation will not be taken up by Congress this year. A committee, consisting of A. W. Farlinger, Atlanta; P. B. Otterbeck, Washington, D. C., and Finley Acker of Philadelphia, were received by the President on February 9. They had a long conversation with him and were assured of his interest in the pure food bill and his desire to see such a measure become a law. Mr. Wilson, Secretary of Agriculture; Dr. Wiley, chief of the Bureau of Chemistry, and a great many Senators were interviewed by the committee, who report that the impression they gathered was that favorable action would be taken on the pure food bill when it should come up.

DIVIDE THE WORK.

The delegates of the Minneapolis Grocers' Association to the National Convention at Cincinnati divided the work of making their reports in a very ingenuous manner. Secretary Williams was given the duty of reporting as to the deliberations of the convention which would be of value and interest to his association. G. H. Filbert reported concerning the entertainment tendered the delegates, and J. T. Williams reported the details of the trip of the delegates to and from the convention.

This proved highly interesting and enabled each delegate to cover his portion of the report more thoroughly than it would have been given otherwise.

"Exceeds All Expectations."



THE HOBART ELECTRIC COFFEE MILL

Self-Starting —:— Self-Oiling

SIMPLICITY ITSELF

H. HOLLMAN & CO., 2805-2807 Mission St., say:

Mr. W. J. Andrews, Gen. Agent Hobart Electric Coffee Mill,
53 Crocker Building, San Francisco, Cal.

SIR:—

Believing that "merit should be awarded," we take the liberty of writing you about our No. 2121 Electric Coffee Mill we bought of you a month ago.

All we can say is that it exceeds all expectations and has proven an absolute success and satisfaction to both ourselves and to our customers.

If any Grocer desires an Electric Mill he should, without fail, get a Hobart. Yours very truly,

(Signed) H. HOLLMAN & CO.

The HOBART will Do as Much for YOU

Write for Circulars, Prices, Etc.

W. J. ANDREWS

GENERAL AGENT

53 Crocker Building San Francisco, Cal.

How Would You Like to Pocket 25c EXTRA PROFIT On every case of Carnation Cream purchased by you?

Give your Jobber an Order for Carnation Cream and ask for **Special Rebate Contract Blank** which you must sign and send to **The Pacific Coast Condensed Milk Co.**, Room A, Pacific Block, Seattle, Wash.



This is Easy Money -- Clear Profit. Get your share of it.

SPOHN - PATRICK COMPANY

16-18-20-22 Front Street, San Francisco.

SOLE AGENTS: California, Nevada, Utah, Colorado, Arizona and New Mexico.





H·R·H Table Salt

H. R. H. 200-lb bags per ton	$7 50	H. R. H. 15 10-lb bags per bale	$1 25
H. R. H. 100-lb bags per ton	7 50	H. R. H. 40 4-lb bags per bale	1 25
H. R. H. 50-lb bags per ton	8 00	H. R. H. 75 2-lb bags per bale	1 25

DODGE, SWEENEY & CO., Agents, S. F., Cal.

News of the Coast.

Redlands.—The Sterling Grocery, conducted by Mr. Weisenborn, has moved into its new quarters at 331 Orange street.

Ocean Park.—C. Johnson & Co. have sold their grocery business.

Hollywood.—B. C. Edwards has disposed of his interest to F. A. Mayo of Minneapolis, Minn.

Santa Ana.—Russell & Walker have sold their grocery to L. J. Carden.

Redding.—The Jacobson Grocery Co. has filed articles of incorporation with a capital stock of $25,000. The directors are Alexander Rummelsburg of Redding, Mrs. F. Rummelsburg, Colusa, Charles Jacobson, Joseph Jacobson and Miss Emma Jacobson, of Redding.

Bakersfield.—The Wickersham Company has filed articles of incorporation with the county clerk. The company is capitalized for $25,000, divided into 500 shares of the par value of $50 each. The incorporators are C. W. Wickersham, Maude Wickersham, C. H. Staples, E. B. King and F. G. Munzer. Each of whom have subscribed for one share of stock.

The company is organized for the purpose of conducting a merchandise business and will take over the business formerly operated under the name of Wickersham, Wrenn & Staples.

OREGON.

Portland.—R. C. Fritz has resumed.

Medford.—L. B. Brown has succeeded Brown & Crystal.

Hood River.—Frohn & Heaton have purchased C. S. True's grocery.

Puyallup.—Several changes are noted in Puyallup business circles this week. R. J. Jessom, successor to Raymond Bros., has closed out the balance of his grocery stocy to the Puyallup Mercantile Company. J. B. Kraus, jeweler, has moved into the store room formerly occupied by Mr. Jessom, while Porter & Sons, grocers and bakery supplies, have purchased the Kraus store building ,and will add largely to the stocks carried. As soon as this firm vacates its present location it will be occupied by B. A. Riggs, with a racket store.

WASHINGTON.

Aconda.—Nelson & Pearson have had their large new warehouse fitted up for store purposes, and will soon move in their grocery stock.

Everett.—Frye & Bruhn are erecting a large building in which they will open a wholesale grocery and meat market. Manager Russell is reported having over 12 years' experience in the grocery trade, and expects to begin operations about April 1.

Centralia.—W. F. Allinson has made an assignment of his grocery stock to a banker.

Spokane.—Smith & Kenney have started a grocery.

Everson.—M. S. Fite is starting a grocery.

Winlock.—J. A. Henderson, Centralia, is opening a new store.

Tacoma.—J. B. Schnabel is advertising his grocery for sale. C. A. Brown has bought out Marvin McNish's grocery.

Spokane.—G. W. Smith has succeeded J. Biernot, grocery. G. J. Simpson, grocer, reports cashing an alleged bogus check for $14.50, presented by one Charles Davis, drawn on the Traders' National Bank and signed J. R. Wilson.

Seattle.—Gilbert Bros. have bought out M. D. Pearsoll at 625 Pike street.

NEW MEXICO.

Albuquerque.—Gross, Kelly & Co. are having a site laid out upon which they will erect a new building to be occupied as a grocery.

OREGON.

Prineville.—Charles Glover has succeeded the Peoples' Co-operative Mercantile Co., grocery.

WANT A GRAND PRIZE.

Condensed Milk Folks Say World's Fair Award Is Wrong.

Suit was brought this week in St. Louis against the Louisiana Purchase Exposition Company in the United States Circuit Court by the Borden Condensed Milk Company, asking that an award of a silver medal given to the company be changed to a grand prize, and that the exposition officials be forced to turn over all records and papers of the juries of awards to the National Commission for examination.

It is alleged in the petition for an injunction that the awards were fraudulent. It is further maintained that the National Commission had no right to delegate the supervision of all awards to the Superior jury.

Reference in the bill is made to the act of Congress governing the relationship of the Exposition Company and the National Commission, in which it is stated that the National Commission shall decide all disputes arising over awards.

The National Commission's action in delegating the final decision on awards to the Superior Jury is called illegal.

The specific case on which the injunction is asked took place in the Palace of Agriculture. The Borden Company avers that the awards on its brand of malted milk and that of an opposition company were made in different groups, and there was no competition whatever between the exhibits.

It is claimed that the commercial value of the awards is destroyed and the standing of the Borden Company's products is injured.

HELP BUILD TRADE

A Firm That Spends Money in a Way to Advantage Dealers

"You have more competitors every year and less competition," is what a dealer wrote to the Welch Grape Juice Co. recently. That seems to sum up the situation in as few words as possible.

It is really remarkable to follow the growth of this cohpany from 1896 when Dr. Welch put up a few bottles for sacramental use in his own church, to the more than 250,000 gallons sold in 1904, and the more than 300,000 gallons pressed last fall for 1905 business.

Within the past ten or twelfe years the business has made its great strides and during this time there have been innumerable competitors, who have entered the field, most of them to last only a short time.

The reasons for the success of the Welch company may be briefly put in two words—"merit" and "advertising."

The world's fair at St. Louis last year proved a great advertisement for Welch's grape juice. The two corners of the Pike were secured and with five other prominent locations on the grounds the people could not overlook this product, and 20,000 gallons were dispensed in three ounce glasses. The juice was served pure and in a manner fitted to advertise Welch's grape juice for the dealer at home.

There is surely no better way to advertise Welch's grape juice than to have it tasted and tested.

No grape juice was awarded the gold medal by the final jury. A number of grape juices, including Welch's, were given a silver medal, yet the display and prominence given Welch's juice on the grounds rightly gives to it advertising compared with which a medal is of little value.

An aggressive advertising campaign started in the January magazines; mediums with a total circulation of over 5,000,000 are being used to enlarge the demand for Welchs' grape juice, and when it is figured that only high class mediums are used and only a good class of people can use grape juice, it will be seen that the field is well covered.

There are many other ways in which Welch's grape juice is well advertised to the public. One of them is through a store at Atlantic City. The company has had a store for two years on the boardwalk in a good location, but this year a still better location has been secured.

The merit of Welch's grape juice and the advertising given it cannot help but bring the dealer a good grape juice trade if he takes advantage of the opportunities they afford. Attractive display matter is supplied to all dealers who will use it.

This company has ordered 2,000,000 labels for immediate delivery, indicating an excellent outlook for this year's trade.

TWO KINDS OF PROFIT.

Merchants Should Make Their Stores Earn Money and Something More Than Money.

There are two kinds of profit.

One is the dollars and cents kind. The other is reputation.

Many men who have not the last would give practically all their money earning capacity to secure it.

The wise dealer earns the two at the same time.

The retail grocer who does not figure on the reputation end of his business **all the time**, cannot continue successfully.

By selling cheaply, a man can attract a certain amount of trade to his store. This is especially true if he has a reputation of giving good goods. If he has no reputation he is able to draw people to his store by advertising cheap prices **until people find out that he does not give good goods.** This is where the merchant who does not seek to earn reputation as well as money fails.

The dealer who sells goods of which he is proud and through which his reputation is strengthened, not only makes the profit on the immediate sale but also on the sales that follow when the customer comes back for more. This is one of the instances where reputation becomes an actually money earner.

When the dealer can "money back" his goods he knows that his trade will be satisfied and that his reputation is safe. It is knowledge of this fact that has made A. Schilling & Company give the "money back" guarantee with their "Schilling's Best" goods. These goods are sold to the dealer at a fair price, which enables A. Schilling & Co. to guarantee their quality. The dealer is able to guarantee the quality to his customers and at the same time get a fair price and still feel secure that he is not being underbid by some competitor.

The further policy of A. Schilling & Co., of not selling to a dealer who sells below certain prices, insures a fair profit to the dealer who may handle these goods. Thus, he is assured of earning the two kinds of profit—money and reputation.

FOUND MUCH BAD FOOD.

The Massachusetts State Board of Health examined 953 samples of food and drugs in December, 1904, and found 350 of them to be adulterated. Of the vinegars, 6 out of 20 were bad; 4 out of 77 spices; 8 out of 9 maple syrups; 10 out of 14 candies; 3 out of 12 coffees; 3 out of 6 cocoas and chocolates; 2 out of 5 condensed milks; 20 out of 53 other articles of food and drink, and 23 out of 66 drugs.

Better and Quicker Work

THAN ANY **$50** CUTTER
COSTS ONLY HALF AS MUCH

The "Dunn"

CUTS **ANY WEIGHT** CHEESE
AT **ANY PRICE** PER POUND

A Child Can Operate It.

We can sell our Cutter for Less than any Other Manufacturer, because—

Our Capacity is Greater—We Make More Cutters—than ANY other Factory.

WILL SAVE ITS COST IN 90 DAYS.

For further particulars address

W. A. HAWLEY — PACIFIC COAST AGENT — 310 Cluett Building
SAN FRANCISCO, CAL.

$25



$5 Down
$5 p. Month
5 Year Guarantee

RUSSIANS WANT TRISCUIT.

Czar's Army May Be Fed On This Well Known Shredded Wheat.

A ray of hope has at last penetrated the black clouds which have for so long hung heavily over the Russian forces, and it is possible that it is to mark the turning point of the war now raging in the Far East. The ray of hope is found in the fact that the largest contractor for the Russian army has asked for quotations on Triscuit, one of the well known Shredded Wheat products of the Natural Food Company of this city, says the Niagara Falls "Journal."

This is the news that comes from London and it will doubtless result in a revival of the discussion as to what is the best food for an army in the field.

The news is of especial interest to the people of Niagara Falls, not only because it concerns one of the city's largest industries, but because of the manner in which the attention of the contractor was called to this product.

It appears that a representative of the firm visited the exhibition plant of the Natural Food Company in Tottenham Court road, London, where he saw the process of shredding wheat and making it into Biscuit and Triscuit. He was at once impressed with the fact that Triscuit would make an ideal food for the soldier because it presents all the muscle-making, tissue-building elements of the Whole Wheat in small bulk and in such form that they may be easily assimilated. He accordingly asked for quotations on Triscuit c. i. f. Vladivostock, via San Francisco. The Natural Food Company has already made large shipments of their products to Japan. Perhaps this it what the plucky little Jap has been eating. Certain it is that he lives largely on cereal foods and fish, and if the Russian begins eating Triscuit, there may yet be a "scrap" in the Far East worth reading about.

San Franciscans can see a similar exhibition plant at No. 1446 Market street, where The Natural Food Company have a miniature factory in operation.

Bond System
OF
Retailing Staples



For Particulars, write

BOND SCALE CO.
210 East Second St.
LOS ANGELES, CALIFORNIA

Attracting Trade

PRODUCE RESULTS.

Displays Should Contain a Certain Amount of Attractiveness.

The object of the show window display is to produce results—chiefly to sell goods on display and indirectly to advertise the store, says Chicago Dry Goods Reporter.

Every trimmer does not keep this important point in mind when at work. A larger part are most apt to treat the show window displays in a manner that would indicate its use for beauty's sake only; that is, their efforts are bent towards making the display a showing of gaudy effects.

Every display must contain a certain amount to attractiveness to offset the goods shown, but the fault of many trimmers lies in the direction of overloading the display with flashy effects and neglecting the most important feature of a successful trade pulling window display—clean cut execution and good arrangement of the goods on sale.

Clean Cut Execution.

The advancement made in the art of window dressing in the larger centers at least has resulted in bringing clean cut execution and good arrangement of merchandise more prominently to the front than elaborateness, which in former years seemed to be the object of nearly all window displays. The aggressive merchants gradually realized the power of a modern show window as a sales and advertising medium and naturally resulted in making the displays of a type that would create a true merchandise interest. The window trimmers, realizing that for the success of the selling end merchandise properly shown is the most important feature of the display, bent every effort towards this end. The result is, as is seen today in window displays of nearly every modern store, less elaborate surroundings and clean cut execution.

Do Not Mar Effect.

There is perhaps no other business in the world that calls so persistently for change and novelty as that of the retail merchant.

Some people question why the large department stores of the city change their displays so frequently. There is only one explanation to this—it pays. A sense of newness, something different in order to obtain the best results must constantly appeal to the shoppers who are looking for new goods.

Perhaps there is nothing that will mar the effect of a display sooner than an oversupply of goods to be shown. While at certain seasons of the year and for special bargain trims the window display calls for stocky effects, the general run of trims should be made up of a smaller quantity of goods well arranged. Too many decorators are most apt to think that an effective display is made up in quantity to give the observer an impression of large stocks rather than to show the true value of the goods on display.

Have Good Background.

It must be understood that the background and surroundings of a display must be elaborate to that extent that it will not overbalance the attractiveness in the arrangement and execution of the goods displayed.

The goods shown must be so displayed in an original and simple way so that the passerby will stop and study the real merits of the goods.

When you start a window display do not make your plans so elaborate that you cannot successfully carry them out to the limit. It is far more effective to have a few goods shown in a unique and simple way than to have the display a work of partial execution and an unsuccessful attempt of some elaborate idea.

EASY TO OPEN.

A great improvement in maple syrup cans is that of the "Old Manse" Maple Syrup, which is put up by Manniere-Yoe Syrup Co. Their package is a screw top which, while it prevents leakage, is easily opened. The projecting edge of the can is large enough to permit its being grasped and turned with the hand. It requires only that a case knife or other flat edged instrument be run around the ledge and this gives sufficient leverage to turn the cap quite easily. This is a great improvement over the old-fashioned screw top. In these caps, a washer is used inside the top to prevent leakage and the top is then screwed on so tight that it is hard to open the can with ordinary kitchen appliances, especially since there is nothing to get hold of. Another disadvantage has been that the syrup often gets through the washer and deposits sugar on the inside of the screw top, thus making it more difficult to remove.

"Old Manse" is a pure maple syrup of the finest flavor. Pennell-Suydam Co. are distributors for the Pacific coast.

A VALUABLE ECONOMIZER.

A visit to a store, factory or warehouse where a plant of Bowser Self-measuring Oil Outfits has been installed will well repay anyone, for a plant of this kind presents a combination of neatness, accuracy, safety and economy. Those who have seen its workings and by investigation learned of its advantages, are loud in their praises of these outfits. By means of them orders for oil can at all times be quickly and neatly filled, without traveling to back rooms, down cellars or to other buildings.

As time, labor and, consequently, money savers, the Bowser Self-measuring Oil Outfits stand alone. The advertisement of this firm appears elsewhere on these pages.



YOU CAN SELL THIS SAUCE

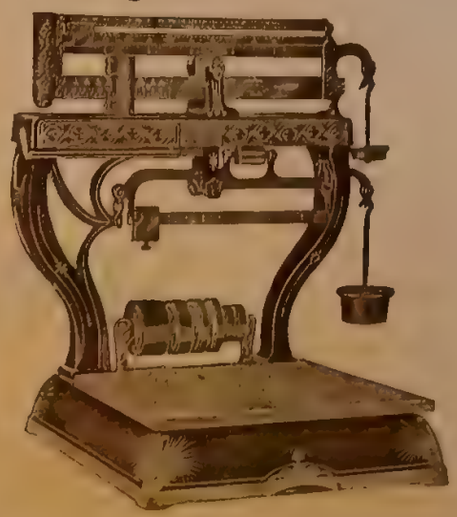
If you have it in stock.

Why not order a case from your Jobber?

✦✦ Write for Show Cards ✦✦

SPOHN-PATRICK COMPANY
AGENTS
16-22 Front Street, San Francisco
BRANCH HOUSES:
Los Angeles Portland
Seattle Denver
Salt Lake City

$39.00 BUYS THE BEST
Computing Scale in America



Patents sustained by U. S. Courts and Patent Office.

Saves the Grocer 60c per Day

Write for particulars.

Not Made or Sold by the Trust.

Sold by Wholesale Grocers and Hardware Dealers.

Standard Computing Scale Co., Ltd., Manufacturers
DETROIT, MICH.

SELLING PROFITABLE FLOURS.

Alameda County Passes Resolutions Making Jos. A. Stulz an Hononary Member.

Grocers' Advocate—The Alameda County Retail Grocers' and Merchants' Association held a very interesting meeting last Monday evening, February 20, 1905.

The principal topic discussed was the flour question. All the members expressed themselves as particularly pleased over the strength the movement for a uniform price on flour was gaining. Reports from all parts of the county show that the grocers are endeavoring to give preference to the Globe, Standard and Bay City Mills flour.

A reportthat has been persistently circulated by the emissaries of the flour mills is that the Sperry and Port Costa Flour Mills had not been asked in the right way to list their standard brands. This was emphatically denied by Messrs. J. B. Hopkins and L. Warnke, who told how a committee from both the Alameda County and San Francisco associations had met the representatives of the Sperry, Port Costa and Stockton milling companies on September 6, 1904, and had earnestly requested that the mills set a uniform price on their standard brands, such as would give a fair margin to the retail grocer. They told how the grocers had waited patiently from September 6, 1904, to January 4, 1905, for the answer of the mills and how disappointed the grocers were that their request was not only denied, but ridiculed and misrepresented.

The grocers are now more determined than ever to show the mills how large a factor they can be in the distribution of their products and are substituting, wherever possible, flour on which they are assured protection and a profit.

One of the representatives of the flour mills told the secretary that the mills sold the flour by their advertising and that the grocer cut no figure in its sale. The grocers of Alameda County are ably refuting this, much to the chagrin of the men that make these statements.

The statement that the Capitol Mills had not been asked to list their meals was also discussed by the grocers. It was considered that the Capitol Mills had had the same opportunity as the Del Monte Milling Co.

The Alameda County grocers are well satisfied to go on selling the products of those mills who are anxious to see them get protection and a profit. They are particularly gratified to see the Bay City Milling Co. fall in line by listing their flour.

In a communication from the Del Monte Milling Co. the following statement was made in regard to Cream Flake Oats, now on the list:

"The price of $3.60 per case delivered in Oakland, less 15 cents for the case if returned in good order, makes the goods cost the dealer $1.15 per doz. This, in the first place, is as low as goods of such quality can be sold for and allow anything like a reasonable profit to the manufacturer. In the next place the price of $1.15 per dozen requires the dealer to sell the packages at 15 cents each or two for 25 cents, and in doing so he makes a profit of $1.05 per case of three dozen, while if the oats cost him but one dollar per dozen the price at which some of your members seem to think they ought to get the oats, the retail price would be cut down to 10 cents per package and it would leave but 60 cents per case profit to the retailer.

"We are entirely in accord with the objects of your association, in obtaining for the retailer a good profit on his goods, and for this reason we are anxious to work along the same lines and to assist in every way we can and we shall be pleased at any time to be informed of what we can do to assist you."

Before the meeting adjourned, Mr. H. Duncan informed the association of the slanderous caricature that had been made of one of the best friends the retail grocer had ever had, Mr. Joseph A. Stulz. He said that the grocer should set an emphatic stamp of disapproval on all who vilified or supported the vilifiers, of one of their most earnest and devoted members. He presented the following resolution which was passed unanimously:

Whereas, Joseph A. Stulz has been identified with the work of the Retail Grocers' Association of this State; and

Whereas, He has been honored by the presidency of the California Retail Grocers' Association and vice presidency of the National Retail Grocers' Association; and

Whereas, He has been an earnest and faithful worker in behalf of the retail grocers, therefore, be it

Resolved, That he be elected an honorary member of the Alameda County Retail Grocers' and Merchants' Association.

Mr. Warnke made his report on the state of affairs at Sacramento and announced the passage of the anti-trading stamp bill, through both houses of the Legislature.

JAMES. G. REED,
Secretary Retail Grocers' and Merchants' Association.

AVERSE TO PREMIUMS.

A Texas exchange prints the following interesting and logical letter from J. A. Folger & Co. of this city:

"One thing that impresses us particularly with your publication is the fight being made against premium goods. It certainly seems to us that every package of goods should be sold on its own merits and not by the use of coupons, premiums, etc. For several years nearly all the advertisements which have appeared of our Golden Gate coffee have contained the slogan, 'Sold on merit; no prizes, no premiums, no coupons'; or, varying this, 'Nothing goes with Golden Gate coffee but satisfaction; no prizes, no coupons, no crockery.'"

Our exchange says: "We are pleased to feel that the Retail Grocers' Association of Texas has taken up the fight which heretofore we have carried on almost singlehanded."

SPOKANE GETS RESULTS.

At a recent meeting of the Spokane Retail Grocers' Association, a communication from the Pacific Coast Condensed Milk Company, manufacturers of "Carnation Cream," was read. The writer expressed his regret that there is any price cutting on their product in Spokane and indicated that the company would do all in its power to see that its contracts are lived up to and the price maintained. With regard to the contracts enforced by this company, the writer stated that they are in force as long as the merchants signing them are in business.

He cited a little trouble that the company recently had in Seattle. A large retail firm commenced cutting Carnation Cream and, not being able to persuade them to stop, the Carnation people placed the case in the hands of their attorney and brought suit against the cutter, taking judgment. The retail firm settled the same and promised to maintain prices hereafter.

The writer of the letter said they have had one or two other stubborn cases, but as soon as they learned the facts in connection with the above mentioned case they at once agreed to maintain prices. In conclusion he explained that the Carnation people are putting another contract on the market giving a further rebate, increasing the profit to the retailer and making it still more disadvantageous on his part to violate the terms of the contract.

Further replies to the petitions sent out to manufacturers some time ago were read. In this connection, the "New West Trade" says:

"The manufacturers are beginning to realize that in order to interest the retailer, he must be protected in a fair profit on their products and most manufacturers are showing a laudable inclination to co-operate with the retail dealers in this movement."

DECLARES AGAINST PREMIUMS.

The Malta Vita Pure Food Co. has advised Secretary Fred Mason of the National Retail Grocers' Association, that it has discontinued giving premiums with its products. All retailers will appreciate this action toward destroying a prominent trade evil.

DAN O'CALLAGHAN
REAL ESTATE
AND
INSURANCE
BROKER
City Agents
Liverpool & London & Globe Ins. Co.

Telephone, Main 5238

22 Montgomery St., San Francisco

(Mr. O'Callaghan was for many years a member of the firm of O'Callaghan, Nelson & Co.)

CONTAINS WHITE OF EGG
The Greatest Leavening Auxiliary



Not Made by the Trust

Now Used in Thousands of Families

30 CENTS THE POUND
Made in California. Ask Your Jobber.
THE NEELY COMPANY
3 California St., San Francisco

NOT EXCELLED
By Any Cream Made



Made in Vall y Ford, Sonoma County, by
The Condensed Milk Co.
OF CALIFORNIA
213-215 Market St., San Francisco

PACIFIC STORE AND OFFICE FIXTURE CO. INC.
TEL. BLUE 2571 F. A. OEHM, Pres.

Store Fixtures

DESIGNERS AND MANUFACTURERS OF
STORE, OFFICE AND BAR FIXTURES
3253-3259 SIXTEENTH ST.
San Francisco

Enterprise Brewing Co.'s
Beer is sold on its merits.

We invite comparison of our productions with ANY on market. You will then become our best advertiser, we are dead certain.

A GOOD ARTICLE is the very best advertising medium. Are we not right?

Telephone, Mission 152. San Francisco, Cal.

WELCH'S GRAPE JUICE

Guaranteed Absolutely Pure

It is not too early to decide as to Grape Juice for 1905. There are all sorts of grape juices at all sorts of prices. But remember that the people who can afford to drink grape juice are the best class—they are the particular class. The physician who prescribes grape juice is particular. You cannot afford to experiment if you want to increase your grape juice trade. From dealers not handling Welch's, the story our agents hear more often than any other, is, "as soon as I get rid of this other grape juice I will buy Welch's."

An aggressive advertising campaign started with the January magazines. The list includes Ladies' Home Journal, Delineator, McClure's, Saturday Evening Post, Scribner's, Century, Outlook, Review of Reviews, Good Housekeeping, What to Eat, etc., and the leading medical journals. It is merit backed by persistent advertising that sells Welch's Grape Juice for you and Welch's is the only grape juice advertised to any extent.

The Welch Grape Juice Co. have just placed an order for 2,000,000 labels for immediate delivery. This gives an idea of the wonderful increase in the demand for Welch's Grape Juice.

Welch's Grape Juice Received Highest Award at Louisiana Purchase Exposition

WELCH'S GRAPE JUICE

Guaranteed Absolutely Pure

There is a wonderful increase in the demand for Welch's Grape Juice. Even at this season it enjoys a good sale and the coming year will see it more popular than ever.

Twenty thousand gallons Welch's Grape Juice were sold at the World's Fair, St. Louis, in 3-ounce glasses. We had seven prominent stands; we served it pure and it was most effective advertising. We made hundreds of thousands of new customers for Welch's.

Two hundred and fifty thousand gallons of Welch's Grape Juice were sold in 1904. We have over 300,000 gallons of new juice for 1905.

No other grape juice retains the delicious flavor and food properties of the Concord Grape as does Welch's.

Welch's Grape Juice Complies With Any Pure Food Law

SOLD BY THE LEADING JOBBERS

The Welch Grape Juice Co.

WESTFIELD, N. Y.

We wish to convey to you some very interesting information regarding Welch's Grape Juice..... Send Postal for it to

SPOHN-PATRICK COMPANY

PACIFIC COAST AGENTS

16-18-20-22 Front Street, San Francisco, Cal.

BRANCH HOUSES:

LOS ANGELES PORTLAND SEATTLE SALT LAKE CITY DENVER

This elaborate border represents the lithographed Window Panels (a Concord Grape Arbor.) The design is artistically executed and the color scheme very natural. The dealer desiring to make an attractive window display should apply to SPOHN-PATRICK COMPANY.

WIDE AWAKE MERCHANTS.

Long Beach, in Southern California, has numerous progressive and wide awake retail grocers. The "Tribune," in a special issue of Feb. 6, devotes considerable space to describing the stores and methods of the various merchants of the town. Among the grocers who receive editorial attention are:

E. F. Fellows, of whom the paper says: "Mr. Fellows employs none but able assistants to wait on the trade, and all the modern methods are employed. He is progressive and enterprising, and is a capable business man."

Wright & Williams, who receive this credit: "Their storerooms, which are large, light and airy, are stocked with a full and complete line of staple and fancy groceries, teas and coffees. . . . The place is known all over the city for its neatness, and this counts not a little in the line of eatables."

W. F. Pascoe's store receives the following comment: "This up-to-date grocery store is under the personal supervision of Mr. Pascoe, and one glance at the heavily laden floors and shelves will show you the work of a master hand."

Of J. H. Baker, proprietor of the "C. O. D. Grocery," the paper says: "During his business career in this city he has won a high reputation for sound representations and high class goods, and is a well esteemed business man and citizen."

F. E. Walker & Co., who bought out the grocery of M. E. Swift about two weeks ago, receive the following notice: "They are thorough and competent business men. This is shown in the past record that these gentlemen have enjoyed, being in business in Worcester, Mass., many years."

Of A. H. Jones, Son & Co., the paper says: "This house has been established in our city for the past six years, and enjoys a very flattering trade, the business premises being fitted up with every convenience to facilitate the filling of orders promptly and satisfactorily."

Barnes & Brown, proprietors of the "Blue Front Grocery," are described as follows: "These gentlemen have been in business here some time. They have become so prominntly and favorably known for carrying the best goods at low prices, that their custom is drawn from all sections of the country, and they employ several men to assist them."

Atwater & Carl's store receives a very nice notice and of the grocers themselves the paper says: "They are progressive and enterprising and during the time they have been established here have made many valuable acquaintances both in a business and social way."

TO ADVERTISE CANNED SALMON.

According to the New York "Commercial," the canners of salmon propose to unite in a campaign of publicity. Henry Foitman, president of the Alaska Producers' Association, has advised that the packers pay into the association funds 1 cent for every case of salmon consumed in the United States. This would produce about $20,000 each year.

At present, the average consumption of salmon is only a little more than one pound per year for each person in the United States. It is thought that by properly advertising salmon, the consumption could be increased so that it would be looked upon as a standard staple instead of a rather rare delicacy.

Highest Grade Package Goods for Family Trade

ROYAL AND QUEEN'S TASTE

(1 lb packages) (½ lb cartons)

Macaroni, Vermicelli and Spaghetti

ROYAL ITALIAN A. B. C. PASTE, in 1 lb papers
GOLDEN GATE EGG NOODLES, in ½ lb papers

For Sale by all Jobbers

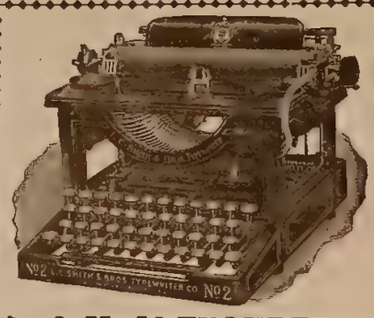
PETERS BROS., BALTZ & DITTMANN

PROPRIETORS

The California Brewing Co.

Douglas Street, bet. 17th and 18th

SAN FRANCISCO, CAL.



Don't buy a Typewriter

Until you examine
The New

L. C. Smith & Bros.
Typewriter

WRITING IN SIGHT.

ADDRESS FOR PARTICULARS

L. & M. ALEXANDER & CO. 110 Montgomery St., S. F.

Branches: Portland Los Angeles Seattle

Money Weight Scales

Some of the Advantages the Grocer Derives:



1—They give the correct value of the article being weighed.
2—They prevent loss from errors in calculation.
3—They save time required in making calculation.
4—They are made better than ordinary scales.
5—With proper care they will last an ordinary life-time.
6—The pivots are of hardened tool steel, and with agate bearings inserted at the proper point, are practically indestructible.
7—They are sensitive to the very small fraction of an ounce.
8—They are an ornament to any store.
9—They are the only scale that is mechanically honest.
10—Customers, knowing them to be an honest scale, like to have their purchases weighed on them.
11—Sold on easy monthly payments.

With the **Money Weight Scales** you at once weigh goods **AT THEIR MONEY VALUE.**

Send for further information.

PIERCE & CO.

Pacific Coast Agents

14 Turk Street SAN FRANCISCO, CAL.

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Each of these departments in this Price List is checked up and corrected every week by two or more reliable authorities on values. More than thirty wholesale houses co-operate with us to secure for our List the greatest accuracy possible.

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COLUMN 1.
Department 1.

COFFEE, CHICORY, ETC.

Green Coffee.

Mocha, Genuine Arabian	18	21
No. 2	17	18
No. 3	16	
Kona (Hawaiian)	16	18
Mexican	12	18
Java, common	15	18
Java, brown plantation	20	25
Caracol, prime washed	13	16
Caracol, ordinary	13	14
Guatemala	11	17
Costa Rica	12¼	16
Salvador	10¾	12

Roast Coffee.

Salvador	12	30
Costa Rica	16	20
Java	24	31
Mocha Aden	27	31
Prme W shd. C. A. Blends	19	24
Good C. A. Blends	18	20
Ordinary Blends	12	17

Private Brands.

Royal Java Roast	18
Lion, 100-lb	15.37
Arbuckle's, 100-lb	15.37
Arab, 1-lb tin	.18
Hill's Bros Arabian Roast	.27
"M.J.B.," 60 1's in case	.28
"M.J.B.," 30 2's in case	.27
"M.J.B.," 20 3's in case	.25

Schilling's Best Coffee.

	Tins: 30-lb price 60-lb case ¼ off		
	1-lb	1lb 2lb	3lb
	cartons	tins tins	tins
5-star	36¼	39¼ 38¼	38
4-star	29¾	32¼ 31¼	31
3-star	25¾	28¼ 27¼	27½
3-star Laquered (3-lb. tins only)			27½
2-star	22¼	25¼ 24¼	24
1-star	18¾	21¾ 20¾	20

Cartons only in 25, 50 or 100 lb cases can be assorted as required.

The Porto Rico Co.

Ponce de Leon, in bulk	26
Cream of Moca, 1-lb. cartons	25

Ground Coffee.

Hill's Bros. Arabian Roast	.27
Cafe des Gourmands	.26
Mexomoka	.15

Chicory.

California	6
Belgian	7
German, Genuine	8

Coffee Extracts.

Bulk, per lb.	07
Vienna, ¼'s, 10-lb bx	25
Vienna, 1's, 10-lb. bx	25
Ac'ermann's, ½-gross bxs., gross	4 00

COLUMN 2.
Department 2.

TEAS.

Japan.

(Panfired, Sundried or Basket-fired.)

Extra Fancy	56	74
Fancy	44	55
Extra Choicest	39	43
Choicest	34	38
Fine	24	33
Fair	22	24

Green China.

(Gunpowder, Imperial or Young Hyson.)

Extra Fancy	55	76
Fancy	38	46
Choicest	35	37
Extra Choice	32	34
Fine	25	31
Fair	20	25

English Breakfast.

Extra Fancy	67	80
Fancy	51	66
Choicest	35	50
Choicest	24	30
Choice	20	22
Fine	20	20
Fair	15	20

Oolong.

Extra Fancy	58	$1.50
Fancy	50	57
Extra Choice	36	48
Choicest	33	35
Choicest	27	32
Fine	22	26
Fair		

Ceylon and India

Broken Orange Pekoe	36	65
Broken Pekoe	33	56
Orange Pekoe	31	53
Pekoe	27	46
Pekoe Souchong	24	39

Schilling's Best Teas.

(Packed only in 16, 12, 8 and 6-oz. Cartons. Never in bulk.)

Japan, per lb	45
do, 1 crn., 90c; 2 crn.	$1.80
English Breakfast	45
do, 1 crn., 90c; 2 crn.	$1.80
Ceylon	45
do, 1 crn., 90c; 2 crn.	$1.80
Oolong	52½
do, 1crn., 1.05, 2 crn.	2.10

TREE TEA

(Pride of Japan, etc.)

Packed in 1 lb. and ½ lb. cartons

Japan	37½
E B Congou	37½
Oolong	50
Gunpowder	45
Ceylon	40

COLUMN 3.
Department 3.

SUGAR AND SYRUPS.

The Western Sugar Refining Company quotes net cash prices as follows. Barrels are an advance of 10c, half barrels, 25c, boxes, 50c. 50-lb. bags, 10c.

Dry Granulated, 100-lb. sk	5 90
Fruit Granulated	5 90
Confectioners' A	5 90
Cube	6 15
Crushed	6 10
Fine Crushed	6 10
Candy Granulated	6 00
Magnolia A	5 60
Extra C	5 40
Golden C	5 30
Beet D. G.	5 70
Bar Sugar, bbls	5 20

¼ cent off for prompt cash.

Do.	¼-bbls	6 60
Do.	40-lb. tins	7 70
Do.	30-lb tins	7 70
Do.	30 lb. boxes	8 85
Domino, 5-lb. cartons, 24 to cs		9 00

SYRUPS.

Saratoga Drips (Long's)	gal.	Gal.
		$ 50
50-gal. bbls.		52
30 gal. bbbls.		55
17 gal bbls		2 35
5 gal. jackets		2 61
4½ gal jackets		1 23
2 gal kits		94
1½ gal. kits		70
1 gal tins		

Pac. Coast Syrup Co.

Tea Garden Drips—	Case
12, 1 gal. tins	$4.40
20, ¼ gal. tins	7.20
24, ¼ gal. tins	5.34

Orange Blossom Drips.

6 1 gal. tins	per case	$2 10
12 ½ gal	"	2 60
24 quart	"	2 85
36 2-lb.	"	33
50 gal bbls		35
28-gal. ½-bbls.		

Molasses.

New Orleans

Genuine Light, about 70 gals	
bbls.	50
Genuine Light, 20 gal. ½ bbls.	52
Genuine Light, 15 gal ¼ bbl	55
Genuine Light, 5 gal. kegs	gal 57

	Doz
Pelican 12 1 gal tins	9 60
Pelican, 20, ½ gal tins	8 50
Pelican, 24, ¼ gal tins	6 10

COLUMN 4.

Maple Syrup.

Woodlawn (Long's)	case.	Case
Gal cans, 10 to cs		$11 00
Gal. cans, 6 to cs		6 60
½ gal cans, 12 to cs		7 14
¼ gal cans, 24 to cs		8 10
10 gal. jackets, each		10 15
5 gal. jackets, each		5 11
4½ gal. jackets, each		4 63
Qts., glass, 12 in cs		4 60
Pts., glass, 24 in cs		4 90

Pac. Coast Syrup Co.

Toboggan—	Doz.
⅛ gal. tins, 2 doz. to cs	2.25
¼ gal. tins, 2 doz to cs	4.00
½ gal. tins, 20 to cs	7.20
1 gal. tins, 12 to cs	13.20

"OLD MANSE"

—Absolutely Pure—

CANADIAN SAP MAPLE SYRUP.



	Doz. Price.
1 gal. cans, ½ doz. in cs	$1 00
½ gal cans, 1 doz. in cs	2.00
¼ gal. cans, 2 doz. in cs	1 20
⅛ gal cans, 4 doz in cs	2 00
Qt bottles, 1 doz in cs	1 40
Pt. bottles, 2 doz. in cs	3 00
Decanters, 1 doz. in cs	5.50
4½ gal. Jackets, per gal	1.15

Retail Discount 5 per cent. 10 cases 7½ per cent. or over, 10%.

On each package we offer to forfeit $1,000.00 if found short in measurement or containing any impurities

Maple Sugar.

Vermont, gen pure, abt. 30 1-lb bricks, per lb	17
Vermont, gen. pure, abt 20 2-lb bricks, per lb	15½
Log Cabin, in 1, ½ and ¼-lb bricks, assorted in 25-lb pails per lb	15
Spalder's, in 1, ½ and ¼ lb bricks, assrtd, per lb	14

COLUMN 5.
Department 4.

DRIED FRUITS, NUTS AND HONEY.

(Add ¼c for 50-lb boxes and ½c for 25-lb. boxes.)

Apples.

Sundried, sacks	4	5
Evap, fancy 50-lb bxs	7½	8
Evap, ex. choice, 50-lb bx.	7	
Evap, choice 50-lb bx	6½	6½

Apricots.

Choice Sacks	11
Fancy Sacks	12
Fancy, 25-lb boxes	12½

Blackberries.

In boxes, per lb	18

Cherries.

Pitted, in boxes, per lb	30
Unpitted, in boxes, per lb	11

Currants.

In bbls (tubs 6¾)	6¾
In mats, 50-lb	7
Recleaned, in bbls.	7
Recleaned 25 lb boxes	7½
Recleaned, 50-lb boxes	7½
Recleaned 1-lb cartons	7¾
Recleaned, 12-oz. cartons	6¾

Dates.

Ford, 14-lb, per lb (70-lb 7)	7½
Persian, 65-lb case	6

Figs (California).

Black, sacks	3½	5½
Black, 25-lb boxes, per bx.	1 20	1 40
White, bags	3½	5
White, 10-lb bx, per bx		60
White, 10 1-lb boxs, pr bx.	65	75

Figs (Imp. Smyrna.)

Fancy, 10 lb bx, per lb		18
Choice, 5-lb bx, per lb		16

Nectarines.

White	8½
Red	8

Peaches.

Choice, in sacks	10
Ex choice, in sacks	11
Fancy, in sacks	12

Pears.

Choice, ¼'s, in sacks	10
Ex choice, ½'s, in sacks	11
Fancy, ½'s, in sacks	12

Plums.

Unpitted	8
Pitted bleached	9
Pitted, black	7

COLUMN 6.

Prunes.

	Sks.
80s-40s	7¼
40s-50s	4¾
50s-60s	3½
60s-70s	3
70s-80s	2¾
80s-90s	2¼
90s-100s	1¾

Raisins.

	Box	¼'s	¼'s	50 lb
6 Cr. Layers	3.25	—	—	—
5 Cr. Layers	2.50	—	—	—
4 Cr. Layers	1.75	—	—	—
3 Cr. Layers	1.30	—	—	—
2 Cr. Layers	1.25	—	—	—
4 Cr. Loose	—	—	—	05¾
3 Cr. Loose	—	—	—	05½
2 Cr. Loose	—	—	—	04¾

Thompson Seedless, bichd, 60-lb boxes 8

Sultana Seedless, bichd, 48 1's, per lb. 6½

Seedless Muscatels, 50-lb cases . . . . . ,

Seeded, 1-lb cart. 6¾

Seeded, 12-oz. cart. 5¾

NUTS.

Almonds, fancy, I. X. L. 15-16

Almonds, choice, soft shell, Drake 13-18½

Almonds, shelled, No. 1. 32-35

Almonds, shelled, No. 2. 27-30

Almonds, shelled, Jordan, Imp .58

Almonds, Jordan, Dom. . . 37½ .40

Brazils, 210-lb sks, new .14 .15

Chestnuts, Cal. Italian. .09 .10

Cocoanuts, $3 100. . . . . . 4.50 5.50

Filberts, 175-lb sk. . . . . .13 .14

Peanuts, Japanese, hand picked . . . . . .05½ .07

Peanuts, roasted . . . . . .08 .09

Pecan, polished . . . . . .12½ .14

Pine . . . . . .

Walnuts, hard shell 10 10½

Walnuts, sft shll, No. 2 10 .13

Walnuts, sft shll, No. 1. .13 .14½

CANNED VEGETABLES.

Asparagus "Griffin Extras"
Mammoth . . . . . $
Large White . . . . . .
Medium White . . . . . .
White Tips . . . . . .

Artichokes, 2½'s 3 00

Beans, Stringless "Extras" 1 40

Beans, Blue Lake 1 30

" " " gal 4 50

Beans, French, Kidney, 2-lb. 1.15

Beans, String, 2-lb 75

Beans, String, gal 3.50

Beans, Lima, Soaked. 1.60

Fancy Eastern. 1.85

Corn, Smith's Hulled, 2 doz. in case, per doz. 1.20

Hominy, Great Western, 3 lb 1.20

Corn, 2-lb, Western 95

Corn, 2-lb, Maine 1.35

Dunbar's Okra, 2½-lb 1.80

Petit Pois, Griffin extra. 1.50

Peas, Griffin extra sifted. 1.25

Peas, Standard sifted. 1.10

Peas, Standard Marrowfat. . .95

Pumpkin, 3-lb. 1.37½

Spinach, 2½ 1.75

Succotash, fancy, tins. 1.40

Tomatoes.

doz.

3's, Griffin's Ex. Solid Pack. .$1.00

3's, Griffin's Ex., with peppers 1.05

2½'s, Cutting's Solid Pack. . . .90

2½'s, Cutting's Solid Pack, with peppers 95

2½'s, Cutting's Standard. 72½

Gallon, Standard 2.25

Gallon, Solid Pack 2.75

Gallon, Puree 2.35

P. F. Rathjens
PORK PACKER

1311-1315 Pacific Street.

Sausages.

Garlick Frankfurter 10

Bologna 10

Blood and Liver. 9

Tongue and Headcheese. .—

Choice California Ham. . 12

Extra Light Bacon. 15½

Medium Light Bacon. 12½

Boiled Hams.

Kingan 20

Eastern 19

California 17

Mettwurst.

Extra Home Made. . 20, 22½, 25

COLUMN 7.

HONEY.

Water White, 2 5's, lb.	.07½
Light Amber, 2 5's, lb.	.06
Lt. Amber, 10 1 gal tins, gal	.75
Lt. Amber, 20 ½ gal tins, gal	1.00
Lt. Amber 2-lb tins, doz. . . .	2.60
Lt. Amber, 16-oz. bots, doz. . .	1.35
Comb, 1-lb glass jars, doz. . .	1.75
Comb, 2-lb glass jars, doz. . .	2.90

Pine Apples.

Per Doz.

2 lb., fancy sliced, E. & C., 2 doz. in case 2 50

2 lb. grated, 2 doz in case. 2 25

2 lb. shredded, 2 doz. in case Hawaiian 1 65

Johnson's—Columbia.

2 lb. sliced, 2 doz. in case. 2 30

2 lb. grated, 2 doz. in case. 2 30

1 lb. sliced, 4 doz. in case. . 1 15

1 lb. grated, 4 doz. in case. . 1 15

gal., coreless, 4½ lb. to tin, ½ doz. in case, per lb. . . 16

gal., grated, 7 lb. to tins, ½ doz. in case, per lb. . 13

2 lb., sliced, Baltimore, 2 doz. case 2 25

2 lbs., grated, Baltimore, 2 doz case 2 25

1 lb., cocktail, Baltimore ovals, 4 doz. case. 1 25

2 lb., sliced, Singapore, 4 doz case 1 75

3 lb., sliced, Singapore, 2 doz. case 2 40

Royal Hawaiian,
2-lb grated, 2 doz. case 1 80
2-lb sliced, flats, 2 doz. case 2 00
Tall, 2-lb sliced, 2 doz. case. . 2 00

COLUMN 8.

Department 5.

JELLIES, JAMS, ETC.

Griffin Extra Preserves.

Raspberry, strawberry, blackberry currant, loganberry, per doz. . . . $1.80

Cherry, per doz. $1.80

Apricot, Damson, Fig, Gooseberry, Gage, Peach, Plum, Quince, per doz. $1.80

Orange Marmalade. $1.75

Long's Preserves.

Strawberries, Raspberries, Blackberries, Loganberries, Cherries, Pineapples, Pears, Figs, in 20-oz. glass jars, 2 doz. in cs., per doz. $3 50

Apricot, Plum, Quince, Orange, Peach, in 20-oz. glass jars, 2 doz. in cs., per doz. 3 20

Asstd, 2 doz. in cs., per doz. . . 3 30

JAMS.

Curtice Bros. Co., Rochester, N. Y.

In 16 oz. Glass Jars.

Strawberry, raspberry, raspberry and currant, red cherry, white cherry, apricot, black currant, red currant, quince (sliced), peach (sliced), pear (sliced), blackberry, gooseberry, grape, green gage, egg plum, damson, pineapple marmalade, tomato marmalade, orange marmalade, per dozen, $1.95.

All above packed in cases of 2 dozen each.

COLUMN 9.

Long's Peerless Jams.

Strawberry, Raspberry, Blackberry, etc., in 16-oz. glass jars, 2 doz. in cs., per doz. . 2 00

Long's Pure Currant Jelly.

Tumblers, 2 doz. in cs., doz. . 2 00

30-lb. kits, per kit 3 00

15-lb. kits, per kit. 1 75

Marmalades.

Orange (Dundee) 48-1's, doz. 2 75

COLUMN 10.

Apple Butter.

Heinz, 2's, 2 doz. in cs, doz. . $2 25

Heinz, 3-lb stone crocks, doz. 4 25

Heinz, 4½-lb stone crocks, dz 6 50

Heinz, 18-lb. stone crocks, lb. . 11

Peach Butter.

Heinz 4½-lb stone crocks, doz 9 00

Heinz, 18-lb. stone crocks, lb 14

Maraschino Cherries.

Long's, qts, 12 to cs, per cs. . 6 50

Long's, pts., 24 to cs., per cs. 7 50

FRUIT	JELLIES: 2 lb. Extra	2 lb. Stand	1 lb. Extra	Tumblers	Ex. Lunch 1 lb Glass	JAMS: 2 lb. Extra	2 lb. Stand	1 lb. Extra	Tumblers	Ex. Lunch 16 oz. G'ss Preserves
Apple	1 55	1 35	1 00	90	1 75					
Apricot	1 55	1 35	1 00	90		1 60	1 35	90	80	1 80
Assorted	1 55	1 35	1 00	90	1 75	1 60	1 35	95	90	1 80
Assorted No. 2					1 75				95	1 80
Blackberry	1 55	1 35	1 00	90	1 75	1 85	1 60	95	90	1 80
Cherry										1 80
Crabapple	1 55	1 35	1 00	90	1 75					
Currant	1 75	1 50	1 10	90	1 90	1 85	1 60	95	90	1 80
Damson					1 75					1 80
Fig						1 60				1 80
Gooseberry	1 55	1 35	1 00	90	1 75			95	90	1 80
Grape (Catawba)					1 75					
Green Gage										1 80
Lemon	1 55	1 35	1 00	90						
Loganberry					1 75					1 80
Orange Marmalade		1 35	1 00	90		1 60		90	90	1 75
Peach	1 55	1 35	1 00	90		1 60	1 35	90	90	1 80
Plum	1 55	1 35	1 00	90	1 75	1 60	1 35	90	90	1 80
Quince	1 55	1 35	1 00	90	1 75	1 60	1 35	90	90	1 80
Raspberry	1 55	1 35	1 00	90	1 75	1 85	1 60	95	95	1 80
Strawberry	1 55	1 35	1 00	90	1 75	1 85	1 60	95	95	1 80

Department 6.

CANNED FRUITS AND CANNED VEGETABLES.

8 lb. Extras	2½ lb. Extras	2½ lb. Extra Standards	2½ lb. Standards	2½ Second	2½ Water	2½ Pie	KIND	Gallons Extras 3 lb. Grade	Gallons Extras 2½ lb. Grade	Gallons Extra Standard	Gallon Standard	Gallon Water	Gallon Pie
2 25	1 65	1 40	1 30	1 15	1 05	1 05	Apples			4 00	3 50		2 65
2 50		1 35	1 25	1 10	1 00	1 00	Apricots	5 75	5 00	4 50		2 75	2 40
							" peeled						
							" sliced						
							Assorted						
2 25	1 70	1 45	1 35	1 20			Blackberries			4 25	4 00	3 75	3 40
	2 20	1 90	1 75				Cherries (Royal Anne)						
	2 10	1 75	1 60				Cherries (White)						3 65
2 80	1 90	1 75	1 60				Cherries (Black)			5 25	4 60		3 65
2 00	1 35	1 20	1 10	95	90	90	Grapes (White Muscat)			3 50	3 10	2 50	2 25
	1 60		1 25	1 10			Nectarines						
2 65							Peaches (Yellow)	6 50	5 25	4 60	4 25		
2 75							Peaches (Lemon Cling)	7 75	7 00		5 00		
2 75				1 40			Peaches (Lemon Cling Sliced)	7 75	7 00	5 75	5 00		
							Peaches (White Heath)			5 25	4 75		
2 65							Peaches (White Heath Sliced)						
2 75	2 00	1 70	1 55	1 35		1 00	Pears (Bartlett)	7 00	6 25	5 25	4 75	3 75	2 40 pld
			1 60			1 05 pld							2 15 unpl
2 10	1 45	1 20	1 10	95	90	90	Plums (Green Gage)	5 00	4 25	3 50	3 25	2 55	2 30
2 10	1 45	1 20	1 10	95	90	90	Plums (Egg)	5 00	4 25	3 50	3 25	2 55	2 30
2 10	1 45	1 20	1 10	95	90	90	Plums (Gold Drop)	5 00	4 25	3 50	3 25	2 55	2 30
2 15	1 50	1 25	1 15	1 05	95	95	Plums (Damson)						
	2 60	2 35	2 10	1 95			Raspberries						
	2 10	1 85	1 70	1 45			Strawberries						

Department 7.

PROVISIONS.

Hams.

Eastern Standard, 17/19	.12¼
Eastern Standard, 15/16	.12¼
Eastern Standard, 12/14	.12½
Eastern Standard, 10/12	.12¾
Eastern Fancy	.12¾ to .13
Local cure, all averages	.11¼ .11¼
Picnic Hams	.8

Boiled Hams.

Skin on	.17½
Skin off	.19½

Breakfast Bacon.

Eastern Standard, 6/8	.14½
Eastern Standard, 8/10	.14
Eastern Standard, 10/12	.13½
Eastern Fancy	.16
Local cure	.14 .15

English Cured Bacon.

Eastern cure, 8-10	13
Eastern cure, 10/12	.12½

Dry Salt Bacon.

Clear medium Bacon	.10½
Clear light medium	.11
Clear Lt. med. select	.11
Light Belly	.13½
Extra light Belly	.13
Bacon Backs	.10½
Bacon Bellies	.12½

Dry Salt Meats.

Sides	.09½
Bellies	.10½
Backs	.09½
Fat Backs	.09½

Barreled Pork.

	Bbls.	½-bbls.
Spare Ribs	$	
Family Pork	14.50	7.50
Clear Pork	19.00	9.75
Pig Pork	22.50	11.50

Barreled Beef.

Mess Beef	11.00	5.75
Extra Mess Beef	11.00	5.75
Family Beef	11.00	5.75
Extra Family Beef	11.50	6 00
Beef Tongues	25.00	13.00

Pigs Feet.

Tierces, about 300 lb.	$18.00
Barrels, about 200 lbs.	13.50
½ barrels, about 80 lbs.	5.00
Kegs, about 25 lbs.	2.10
Kits, about 15 lbs.	1.25

Honey Comb Tripe.

Tierces, about 300 lbs.	$17.00
Barrels, about 200 lbs	13.00
½ barrel, about 80 lbs.	5.00
Kegs, about 25 lbs.	2.10
Kits, about 15 lbs.	1.25

Sausages.

	Per lb.
Braunschweiger	17
Italian Salami	23
D'Aries	22
Mortadella	24
Bologna	8½
Frankfurters	8½
Garlic Sausage	9
Liver Sausage	8½
Pork Sausage	8½
Head Cheese	8½
Tongue Sausage	8½
Ham Sausage	12½

Pure Leaf Lard.

Tierces, about 350 lbs net.	9
½-bbls, about 100 lbs net.	9¼
80-lb. Wood Tubs, 80-lbs. net.	9¼
60-lb. Wood Tubs, 60 lbs. net.	9¼
20-lb. Wood Pails, 20-lbs. net.	9⅜
50-lb. Cans, 1 to a case.	9¼
20-lb. Cans, 4 to a case.	9¾
10-lb Cans, 6 to a case.	9¾
5-lb. Cans, 12 to a case.	9⅞
3-lb. Cans, 20 to a case.	10

ANCHOR PACKING CO.

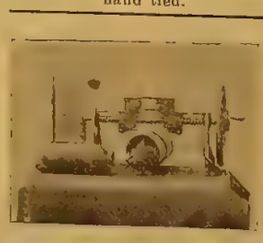
140 Eighth St., S. F., Cal.
PORK PACKERS AND PROVISION DEALERS.

Boilers of Kingan and Anchor Hams.

SAUSAGES, COOKED MEATS, TONGUE

Hams, Kingan, boneless boiled	18c
Anchor, "	17c
Bacon (special)	16c
Lard, 55	9¾c
" 20	10c
" 10	10c
" 5	10¼c
" 3	10½c

Please note that our hams are all hand tied.



H. M. WOLTER & BRO.
Dealers in
...Boneless Boiled Hams...
GROCERS
PRONOUNCE
THEM THE BEST.
103 12th St. Tel., Mint 1763
KINGAN 20
CUDAHY "REX". 19

Beardsley's

Department 8.

CANNED MEATS.

Acme Sliced Smoked Beef, No. 1, glass, 1 doz. in case.	$3 00
Acme Sliced Smoked Beef, in Junior glass, 2 doz. in case.	1 50
Acme Sliced Smoked Beef, No. 1, tins, 2 doz. in case.	2 60
Acme Sliced Smoked Beef, ¼ tins, 4 doz. in case.	95
Acme Sliced Smoked Beef, ½ tins, 4 doz. in case.	1 60
Cheshire Sliced Bacon, No. 1, glass, 1 doz. in case.	3 00
Junior Sliced Bacon, 2 doz jars in case, per doz.	1 60

Pork and Beans.

LIBBY, MC NEILL & LIBBY'S



Plain, 1's 4 doz. to case doz.	90
Plain, 2's 2 doz. to case doz	1 40
Plain, 3's 2 doz. to case doz.	1 95
With Tmto Sce, 1's, 4 dz to cs. dz	90
" " " 2's, 2 " "	1 65
" " " 3's, 3 " "	2 05

Mince Meats.

Cudahy's, 36, 12oz. pkg.	2.50
Cudahy's, 20, 3-lb pail.	6.50
Cudahy's, 12, 5-lb pail.	.50
Atlas, 6-oz to cs, per cs.	2.50
Libby's Son., 3 dz. pkgs.	2.75
Atmore's, 3-lb gls, 6 in.	3.25
Atmore's 5-lb. gls.	4.60
Atmore's 5-lb. wood.	4.05
None Such, 6-dz. in cs.	5.50

COLUMN 11.

COLUMN 12.

Department 8

CANNED MEATS

ALL PRICES ARE PER DOZEN	No. ¼ Tins 4 Doz. in Case	No. ½ 2 Doz. Tins in Case	No. 1 Tins 2 Doz. in Case	No. 2 Tins, 1 or 2 Doz. in Case	No. 6 Tins 1 Doz. in Case	No. 14 Tins ½ Doz. in Case	No. 1 Tins 1 Doz. in Case
Corned Beef	.....	.....	1 30	2 30	8 25	18 25	.....
Roast Beef	.....	.....	1 35	2 40	8 25	.....	.....
Roast Ribs of Beef, Boneless	.....	...	1 40	2 50	.....	.....	.....
Roast Mutton	.....	.....	.....	2 70	.....	.....	.....
Brisket Beef	.....	.....	1 40	2 50	.....	.....	.....
Boiled Beef	.....	.....	1 35	2 40	8 25	.....	.....
Chipped Beef	.....	1 20	2 10	.....	17 50	.....	.....
Sliced Beef, in tins	.....	1 40	2 50	.....	.....	.....	.....
Sliced Beef, in glass	.....	1 45	2 75	.....	.....	.....	2 75
Brawn	.....	.....	1 40	2 45	8 25	.....	.....
Compressed Ham	.....	.....	1 50	2 75	.....	.....	.....
Lunch Tongue	.....	1 90	3 25	6 50	.....	.....	.....
Lambs Tongue	.....	1 70	2 95	.....	.....	.....	.....
Sliced Ham	.....	.....	3 70	6 40	.....	.....	.....
Sliced Bacon	.....	.....	.....	.....	.....	.....	2 80
Sliced Bacon in Glass	.....	.....	.....	.....	.....	.....	.....
Deviled Ham	40	.....	80	.....	.....	.....	.....
Potted Ham	40	.....	80	.....	.....	.....	.....
Potted Ox Tongue	40	.....	80	.....	.....	.....	.....
Potted Chicken	90	1 60	.....	.....	.....	.....	.....
Potted Turkey	90	1 60	.....	.....	.....	.....	.....
Deviled Chicken	90	1 60	.....	.....	.....	.....	.....
Deviled Turkey	90	1 60	.....	.....	.....	.....	.....
Boneless Chicken	.....	3 40	5 55	.....	.....	.....	.....
Boneless Turkey	.....	3 40	5 55	.....	.....	.....	.....
Veal Loaf	.....	1 10	2 10	.....	.....	.....	.....
Ham Loaf	.....	1 10	2 10	.....	.....	.....	.....
Beef Loaf	.....	1 10	2 10	.....	.....	.....	.....
Chicken Loaf	.....	1 60	2 75	.....	.....	.....	.....
Chicken Pate and Ham	.....	1 10	.....	.....	.....	.....	.....
Chili Con-Carne	.....	.....	1 40	.....	.....	.....	.....
Beefsteak and Onions	.....	.....	1 60	.....	.....	.....	.....
Hamburger Steak with Onions	.....	1 95	2 00	.....	.....	.....	.....
Frankfurter Bratwurst	.....	.....	2 00	.....	.....	.....	.....
Sweetbreads	.....	.....	2 40	.....	.....	.....	.....
Vienna Sausage	.....	90	1 65	.....	.....	.....	.....
Oxford Sausage	.....	.....	2 45	.....	.....	.....	.....
Bologna Sausage	.....	.....	2 25	.....	.....	.....	.....
Vienna Sausage and Kraut	.....	.....	1 20	.....	.....	.....	.....
Corned Beef Hash	.....	1 10	1 80	.....	.....	.....	.....
Lunch Sausage	.....	90	.....	No 1½	No 2	No 2½	No. 3
Ox Tongue, whole	.....	.....	.....	6 50	7 50	9 50	12 00
Minced Collops	.....	.....	.....	2 45	.....	.....	.....
Tripe	.....	.....	.....	1 75	.....	.....	.....
Pork Sausage	.....	1 05	.....	2 50	.....	.....	.....
Stewed Kidneys	.....	.....	.....	.....	.....	.....	.....
Pork and Beans, Plain	.....	.....	90	1 40	.....	.....	1 85
Pork and Beans, with tom. sc'e	.....	.....	95	1 45	.....	.....	1 90

Department 9.

FISH AND CHEESE.

Russian Caviar.

	Per doz
1-lb cans, 2 doz in case	$13 00
½-lb cans, 2 doz in case	6 75
¼-lb cans, 5 doz in case	3 65
⅛-lb cans, 6 doz in case	2 00
White Label Brand	none

CHEESE.

Foreign and Domestic.

New York State Factory		15½
Cheddars, October make		
Twins, " "		16
Calif. State factory flats	12½	13½
Calif. State factory Young Americans	13	14
Limburger, Eastern, ₩ lb	16	17
Swiss, imported, ₩ lb		25½
Roquefort, ₩ lb		38
Gouda, ₩ lb		27
Pineapples, Eastern, 6 in cs, ₩ case		$3 35
Pineapple, Eastern, 6 in cs, small		2.35
Holland or Edam, medium, plain, per doz	$ 8.50	9.00
Holland or Edam, medium, in bladders, per doz	9.50	11 00
Holland or Edam, large, plain, per doz	10.50	12 00
Holland or Edam, large, in bladders, per doz	10.50	12.00

Fancy.

Camembert Brie, Roquefort, and Gorgonzola, jars	3 00
Parmesan C & B, sml bot, doz.	3.00
Parmesan C & B, lge bot, doz.	5.00

Bayle's.

	Small ½-lb.	1-lb.	2½-lb	5 lb
Deviled Cheese	...$1.00	$2 25	$4.00	$ 500 $9.00
After Dinner Cheese	$1.00	2.40	4.00	4 50 7.50
Roquefort Cheese	$1.00	2 40	4.00	4.50 7.50

SALT FISH.

Pacific Codfish.

Bndles, 50 lbs each, per lb	5¾
Cs. selected, 100 lbs ea, pr lb	6
Boneless, 30-lb boxes, per lb	7
Boneless Strips, 40lb bxs, pr lb	7½
Boneless Blocks, 40lb bxs, p lb	7
Boneless Tablets, 36 bxs, pr lb	8
Boneless Middles, 60 bxs, pr lb	10
Boneless Middles, extra, 60-lb boxes, per lb	10

Eastern Codfish.

Gen Georges, 8 fish to cs	$10.00
Gen. Georges, 12 fish to cs	9.00
Geo. Cur. Cod, 16, 18 fish to case	8 50
Gee. Cur. Cod, 40 fish to cs	8 00
Gen. Geo. Middles, 60 fish.	13½
Gen. Geo. Tablets, 36 fish.	11½
Gen. Geo. Blocks, 40 fish..	11½

Shredded Codfish.

Codfish, Beardsley's shredded, 2 doz. in case	1.00

Norwegian Mackerel.

Bloater, 200-lb. bbl., 120-130 fish	45.00
Bloater, 100-lb. ½ bbl., 60-65 fish	23.50
No. 1, 200-lb. bbl., 150-160 fish	35.00
No. 1, 100-lb. ½ bbl., 75-80 fish	18.50
No. 2, 200-lb. bbl., 220-240 fish	28.00
No. 2, 100-lb. ½ bbl., 110-120 fish	15.00
No. 3, 200-lb. bbl., 300-350 fish	24.50
No. 3, 100-lb. ½ bbl., 150- 175 fish	13.00

Irish Mackerel.

No. 1, 200-lb. bbl., 200-220 fish	none
No. 1, 80-lb. ½ bbl., 80-90 fish	none
No. 2, 200-lb. bbl., 325-350 fish	19.00
No. 2, 80-lb. ½ bbl., 130-140 fish	8.50
No. 2, 200-lb. bbl., 475-500 fish	18.00
No. 2, 80-lb. ½ bbl., 180-190 fish	8.50
No. 1, 10-lb kits, 15-16 fish	1.25
No. 2, 10-lb. kits, 20-22 fish	1.20

American Bloaters.

Shore Bloaters, 200-lb. bbl., 115-120 fish	27.00
Shore Bloaters, 80-lb. ½ bbl., 45-50 fish	11.50
Extra No. 1, 200-lb. bbl., 120-130 fish	26.00
Extra No. 1, 80-lb. ½ bbl., 50-55 fish	11.00
No. 1, 200-lb. bbl., 140-150 fish	none
No. 1, 80-lb. ½ bbl., 60-65 fish	none
No. 2, 200-lb. bbl., 130-140 fish	28.50
No. 2, 80-lb. ½ bbl., 55-60 fish	11.00
No. 2, 200-lb. bbl., 140-160 fish	none
No. 2, 80-lb. ½ bbl., 60-65 fish	none
No. 2, 200-lb. bbl., 160-180 fish	none
No. 2, 80-lb. ½ bbl., 70-80 fish	none
No. 2, 200-lb. bbl., 180-200 fish	none
No. 2, 80-lb. ½ bbl., 80-90 fish	none

In Kits.

Extra Mess, 7 to 8 fish, each	$2.00
No. 1, kits, 8 9 fish or 15-17fish	1.35
No. 2, kits, 8 9 or 20-22 fish	1.25

Salmon.

King, bbls	$ 12 00
Oregon Silversides, bbls	9 00
Alaska Red, bbls	9 50
Alaska Red, ½-bbls, 100 lbs	5 75
Alaska Red, kits	1.00
Bellies, bbls	8 50 10.00
Bellies, ½-bbls, 100 lbs.	4 75 6 00
Tongues and Sounds, kits, 10lb	1 25
Tongues and Sounds, ½-bbls..	9 00

COLUMN 13.

New Herring.

Holland, ex. selctd mxd bbls.	$16 00
Holland, ex. selctd mxd ½-bbl	8 50
Holland, ex. selctd mxd, keg.	1.00
Holland, cheaper grade	80
Holland, cheap. gr., mxd, bbls	14.00
Holland, chp. gr., mxd, ½-bb)	7.50
Holland, ex. selct Milchner, bbl	none
Holland, ex. selct Milchner, ½-bbl	none
Holland, ex. selct Milchner, keg	1.20
Holland, cheaper grade	.90
Holland, cheaper grade, bbls.	16.00
Holland, cheaper grade, ½-bbl	8.50
Labrador Split, 100 fish	5 25
Labrador, round, 100 fish	4 75
Pacific, ½-bbl	2.25

SMOKED FISH.

Bloaters, Grim., 100 in box	$3.50
do. do. 50 in box	1.50
Bloaters, Cromarty	2.50
Yarmouth, 100 in box	
Halibut, chunks	12½
Herring, in boxes, Eastern	25½
Herring, in boxes, Washington	17½
Herring, boneless, Beardsley's tins, doz	$1.50
Herring, boneless, Beardsley's small, doz	1.00
Herring, Beardsley's Boneless, vacuum tumblers, 2 doz. in case	1.95
Finnan Haddies	2.25
Moir's Selected Red Herrings, 100s	2.25
Moir's Selected Red Herrings, 50s	1.25
Salmon, per lb	10 20

POTTED FISH.

	Per doz
Potted Crab	$1.85
Kipper Paste	1.00
Anchovy and Bloater Paste, plain pots	2.30
Ditto, fancy pots	4.75
Yarmouth Bloater Paste	75
Ditto, fancy pots	4.75
Kippered Herrings	1 90
Kippered Herrings, Moirs	1.95

CANNED FISH.

	Doz.
Anchovies, in oil, 2 doz. ½ pts., in glass, doz	4.00
Anchovies 2 doz. ¼ pts., doz	3 00
Bloaters, Yarmouth C. & B., doz	4.50
Codfish Balls, 2-lb tins, per doz	2.25
Eels, Hamburg, in jelly, 1-lb tins	3.00
Eels, smoked, 1-lb, ₩ doz	2.50
Finnan Haddies, 2-lb oval	2.25
Finnan Haddies, 1-lb, round, ₩ doz	3.00
Sardelles, imported, 1-lb tins	3.00
Sardelles, imported, in glass	3.00
Sardelles, domestic, 1-lb glass	2.25
Sardelles, Ankera, ⅛ keg	3.00

Mackerel.

1-lb tins, 50 in a case.
2-lb tins, 2 doz. in a case.

Gold Label, 1-lb tins	1.50
P. & W., 2-lb soused	2.75
P. & W., 2-lb, mustard	2.75
P. & W., 2-lb, tomato	2.75
Underwood, 2-lb, soused	2.25
Underwood, 2-lb, tomato	2.25
Underwood, 2-lb mustard	2.25
Los Angeles, 2-lb, soused	2.25
Los Angeles, 2-lb, tomato	2.25
Los Angeles, 2-lb, mustard	2.25
Mt. Desert, 2-lb, soused	2.25
Mt. Desert, 2-lb, tomato	2.25
Mt. Desert, 1-lb, soused	1.35
Blueback, 1-lb, fresh	1.10

Mackerel in Oil.

Bezier's	3.00 4.00
Lemarchand	5.00 7.00

Booth's Crescent Mackerel.



(Soused, Tomato and Mustard.)

1's, 4 doz. to case, per doz	1.80
2's, 2 doz. to case	2.50

Salmon.

Alaska Red, 1lb tins, doz	1 20
Alaska Red, 2lb tins, doz.	170
Alaska Pink, 1lb tins, doz	80
Alaska Pink, 2lb tins, doz	1 60
Alaska Flats, 1lb tins, doz.	1 50
Oregon Red, 1lb tins, doz.	1 00
Oregon Red, 2lb tins, doz.	1.65
Oregon Pink, 1lb tins, doz	80
Oregon Pink, 2lb tins, doz	1.60
Oregon Flats, 1lb tins, doz.	1.00 1.60
Columbia River, 1lb talls.	1.60
Columbia River, 1lb flats.	1.75

French Sardines.

¼s, according to quality and size of tin, p. cas	9.50 13.50
½s, according to quality and size of tin, p. case	19.00 26.00

COLUMN 14.

American Sardines.

Packed 3 1-2 doz in a cas.
¾s 50 tins in case.

American ¼s in oil, per case	$3 50
American ¼s in oil, 5-case lots	3 35
American ½s in oil, per doz	.50
American ¼s in mustard, doz.	.80
American ½s in mustard, case	4 00
American ¾s in mustard, doz.	.90
American ¾s in mustard, case	3 00

Sprats.

Piloto	6.75 7.00
Menhie	6.75 7.00

SHELL FISH.

Abalones.

4 doz in cs, with shells, cs.. 6.00

Clams and Clam Juice.

	Doz.
Doxsee Clams, 1-lb, tins	$1.65
Doxsee Clams, 2-lb, tins	2.65
Doxsee Clam Juice, 1-lb, tins	.90
Doxsee Clam Juice, 2-lb, tins	1.60
B & M Lunch Clams, flat tins	1.37½
Underwood Clams, 1-lb. tins	1.05
Underwood Clams, 2-lb. tins	1.60
P. & W. Clams, 1-lb. tins	1.00
P. & W. Clams, 2 lb. tins	1.50
Oxford Clams, 1-lb. tins	1.10
Oxford Clams, 2-lb. tins	1.50
P. & W. Clam Chowder	2.10
Burnham's Clam Bouillon, qts	00
Burnham's Clam Bouillion, pts	4 50
Burnham's Clam Bouillon, ½ pints	2.40

Lobsters.

	Doz.
1-lb. tins, 4 doz. in case.	
Red Jackets, flats	3.80
Deep Sea Picnics	2.35
Triumph Talls	2.60

Oysters.

Oysters, Selects, 12 oz.	$1.60
Oysters, Selects, 8 oz.	3.25
Oysters, Standard, 10 oz.	2.00
Oysters, Standard, 5 oz.	1.10
Oysters, Standard, 8 oz.	1.70
Oysters, Standard, 4 oz.	.90

Shrimps.

Shrimps, pickled, 1-lb. tins	$1.10
Shrimps in Tomato Sauce, 1-lb. flats	
Dunbar's Picnics, 4 doz in cs	1.25
Dunbar's 1½-lb., 2 doz in cs.	2.25
Pickled Shrimps, 1-lb., 4 doz in case	1 20

Department 10.

LAUNDRY MATERIALS.

Ammonia.

GREER'S WASHING AMMONIA

First grade absolutely pure. 180 Beaume Strength.

Pints (2 doz. to case)	$1 65 per doz.
Quarts (1 doz. to case)	2 65 " "
½ Gals (½ doz. to case)	4 25 " "

WASHING AMMONIA
Standard Grade,

Pts., 2 doz. to case, per doz	$ .75
Quarts, 2 " " " "	1 25

GREER'S TOILET AMMONIA
Lavender and Violet.
Pints (2 doz to case).... $2 50 per doz.



Parson's Household Ammonia

	per doz.
½ gals., 1 doz. in case	$4 50
Quarts, 1 doz. "	2 65
Pints, 2 doz. "	1 75
Dime size 8 doz. in case, per case	2 95

Bluing.



Liquid Laundry Bluing.

Scott & Gilbert Co. Mfgrs., 302 Davis St

	dos.
SUNBEAM	
¼ pints, 3 doz case	40
½ pints, 2 doz case	60
Pints, 2 doz. in case	75
Quarts, 2 doz. cs. 1 45	

Bluing, ball.

Mikado, ½'s, 100-lb case, lb	20
Mikado, ¼'s, 100-lb case, lb	22
Nuremberg, A, ½'s, ₩ lb	23
Do A, D, ½'s, ₩ lb	25
Do A, C, R, ½'s, ₩ lb	21
Washerwoman, ½'s, ₩ lb	13
Do ¼'s, ₩ lb	14
German Ultramarine ½s, ₩ lb	12
Do ¼'s, ₩ lb	14
Deschamp's French, 1's, ₩ lb	25
Do ½'s, ₩ lb	20
Gold Medal, qt, ₩ doz	1.25
Do pt, ₩ doz	1.00
Do ½-pt, ₩ doz	75
Do ¼-pt, ₩ doz	65
Do China Label, qt, ₩ doz	1.25
Greer's, 1 dz qts. & doz	2.25
2's, 2 doz. to cs	2.50
Do 3 doz. pts, ₩ doz	1.44
Do 3 doz. ½ pts, ₩ doz.	80
Pacific, 1 doz. qts, ₩ doz	1.10
do, 2 doz., qts & doz	80
Do 3 doz. ½ pts, ₩ doz.	45

COLUMN 15.

Pure Food Packing Company.

1538 Mission St.

Salter's "Purity" Brand Bluing,



Pts. doz	75
½pts "	.45

Ammonia,

Qts. doz.	75
Pts. "	45

Borax.

20-Mule Team, powdered 1's, cs. of 2 doz	$2 25
20-Mule Team, powdered 12-oz. cs. of 4 doz	3 60
20-Mule Team, powdered ¼'s, cs. of 3 doz	3 84

(Less 5 per cent. in 5 case lots; 10 per cent. in 10 case lots).

Cartons, 1's, 2 doz. in box	.09
Lump, 25 lb. in box	.08
Powdered, 25 lb in box	.08½

Chloride of Lime.

Brockman's, 1's, ₩ lb	7½	7½
Do ½'s, ₩ lb	8½	9
Salter's Purity Brand, ex qual. doz		.85

Lye.

Big Bonanza Lye	
Case of 48-1 lb tins	3.80
5 case lots	3.25
Star Scrubbing Lye	
48-½ lb tins, per case	1.75
5 case lots	1.70
Merry War, 4 doz in case	3.00
Merry Nickel, 4 doz to case	1.75
Eagle Lye, 4 doz. in case	3.60
Do 5-case lots	3.50
Do 5-case lots	3.40
Tomson's Red Seal, 4 dz. to cs	1 00
Do 5-lb, 12 5s to case	4.50
American, 4 doz in case	3.25
Do in 5-case lots	3.00
Babbitt's Lye, 4 doz in case	3.25
Do in 5-case lots	3.00



BANNER LYE

Cs., 4 doz	$4.00
Cs., 2 doz	2.00

Sal Soda.

California, sks	.95-1.00
California, bbls	1.00-1.05

Department 11

STARCHES.

Corn Starch.

Log Cabin, 40 1s, per pkg	4
Liberty, 40 1s, per pkg	5½
Duryea's, 40 1s, per pkg	7½
Niagara, 5-box lots, pkg	5½
Niagara, 40 1s	5½
Kingsford's, 40 1s, pkg	7½
Lily Corn, 40 1s, per pkg	5½
Lily Corn, 5-box lots	5½
Lily Corn, 20 1s, per pkg	5½
Sioux City, 40 1s, per pkg	5½
Sioux City, 5-box lots, pkg	5½
None Such, 40 1s, per pkg	5½

Laundry Starch.

Elastic Starch, 64/1's, per box	5 00
Celluloid, 64/1's, per box	5 00
Best Gloss, 48/1's, per lb	5½
Liberty Gloss, 48/1's, per lb	5½
Liberty Gloss, 16/3's, per lb	5½
Best, 12/6's, per lb	5½
Standard, bulk 40-lb. boxes	3½
Sioux Gloss, 48/1's	5½
Sioux Gloss, 3's, 16 in box	5½
Kingsford's S. G., 1's, 40-lb. bx	8½
Kingsford's S. G. 6's, 12 in crate	8½
Kingsford's Pure, 1's, 40-lb. bxs	7½
Duryea's S. G., 1's, 40-lb. bxs	8
Duryea's S. G. 6's, 12 in crate	8½
Duryea's Superior, 1's, 40-lb. bx	7½
Niagara Gloss, 1's, 40-lb. bxs	5½
Niagara Gloss, 6's, 12 in crate	6½
Niagara Gloss, bulk, 50-lb. bxs	4½
Lily Gloss, 1's, 48-lb. box	5½
Lily Gloss, 6's, 12 in case	6½
Lily Gloss, 3's, 16 in case	5½
None Such, 1s, 48-lb. boxes	5½
None Such, 6s, 12 to crate	6
None Such, bulk, 50 lb box	4½

COLUMN 16.

Department 12

Soaps and Washing Powder

Western Star Soap

WHITE PETROLEUM BLEACHING.

100 bars per case $4.10

LASCO KOLD WATA NAPTHOL.

100 Bars per case $4.00

Free Delivery in San Francisco Oakland, Alameda and Berkeley

Manufactured by

Los Angeles Soap Co.

San Francisco Office, 115 Davis St.

Telephone Grant 110.

Peet Bros.

Silk Soap	3.00
Ammonia Benzoline	3.90
Cocoa Borax	4.10
Crystal White	3.90
Lily White (Floating)	4.00

Standard Soap Co.

Top Notch, 100, 10-oz	$3.50
Sunburst, 100 12-oz	3.75
Yellowstone, 100 14-oz	3.75
Marigold, 100 16-oz	3.90
Thomas' Cool Water, 100 13-oz	4.00
Thomas' Cool Water, 20 13-oz	.85
Milo, 100 4-oz., 100 cartons	6.50
Magno "Floating Borax," 100 10-oz.	4.00
Gold Medal Borax, 100 10-oz	5.50
Gold Medal Borax, 20 10-oz	1.15
Purity, "Floating," 5c size	3.90
Purity, "Floating," 10c size	6.25
Purity, "Floating," 10c size, 20	1.30
Electric Mineral, 100 16-oz	5.50
Electric Mineral, 20 16-oz	1.15
Peerless Kitchen, 100 10-oz	3.00
Peerless Kitchen, 20 10-oz	.65

Miscellaneous.

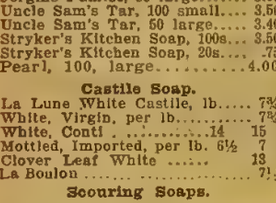
Fels Naptha, 100 14-oz	4.50
Hot or Cold, 100 10-oz	4.00
Life Buoy, 100	4.00
Mikado, 100 14-oz	4.00
Mikado, 20 14-oz	.90
Lenox, 100	3.00
Lenox, 20	.75
Ivory, 100 10-oz	7.00
Fairbanks Clairette, 100	3.35
Fairbanks' Santa Claus, 100	2.85
Fairbanks' Copco, 100	3.90
Fairbanks' Fairy Oval, 100	3.90
Grandpa's Wonder, large, 50	3.50
Grandpa's Wonder, small, 100	3.60
Peete' Pine Tar, 50	1.90
Peete' Pine Tar, 100	3.75
Babbitt's, 100	4.10
Jergins Pumice, 50 small	1.75
Jergins Pumice, 50 large	3.00
Uncle Sam's Tar, 100 small	3.50
Uncle Sam's Tar, 50 large	3.40
Stryker's Kitchen Soap, 100s	3.50
Stryker's Kitchen Soap, 20s	.75
Pearl, 100, large	4.00

Castile Soap.

La Lune White Castile, lb	7¾
White, Virgin, per lb	7¾
White, Conti	.14 15
Mottled, Imported, per lb.	6½ 7
Clover Leaf White	13
La Boulon	7½

Scouring Soaps.

Bon Ami, 3 doz to cs, pr cs.. 2 50



Sapolio, scouring, ½ gross box, per box	4 50
Sapolio, hand, ½ gross box, per box	4 50

WASHING POWDERS.

Gold Dust, 24 3's, per case	4.50
Gold Dust, 100/10-oz	4.50
Lavarine, 36 1-lb., per case	3.00
Lavarine, 100 5c pkgs	3.50
Pearline, 36 1-lb. pkgs	3.10
Pearline, 100 6-oz pkgs	3.75
Soaperine, 20 3-lb. pgs	3.60
Soaperine, 50 1-lb. pkgs	3.35
Soaperine, 100 ½-lb. pkgs	3.60
Babbitt's 1776, 6-oz	2.85
Kleeno, 72/1's	4.50
Kleeno, 24/3's	4.25
Kleeno, 100/1½'s	3.75
Grandma's Borax, powdered, 24 3s	4.00
do. 60, ¾s	2.40

El Paso Manfg. Co.

1653 Mission St.



Manufacturers

Flavoring Extracts

Fruit Juices

Syrup

Salad Dressing

Bluing

Ammonia

Mentholated Salad Dressing, doz 90

COLUMN 17.

Department 13

OILS, PAINTS, ETC.

Coal Oil.

Water white, coal, bulk	12½
Pearl, cases, 25's	19
Astral, cases, 25's	19
Star, cases, 25's	19
Ex. Star, cases, 25's	22
Elaine, cases, 25's	25½

Gasoline and Benzine.

86° Gasoline, bulk, 25 cases	31
74° Gasoline, bulk 16 cases	22½
63° Benzine, bulk, 13 cases	19½

Turpentine.

Strictly Pure, cases, 2-5's	78
Do drums or iron bbls.	72

Linseed Oil.

Strictly pure, raw, bbls	gal 53
Do. boiled, in bbls	gal 55
Do. raw, cs, 2-5's	gal 58
Do. boiled, cs, 2-5's	gal 60

Castor Oil.

Baker's AA, cs, 2-5's	1.16
Pure, No. 2, cs, 2-5's	1.05
No. 1, cs, 2-5's	.70

Lard Oil.

Strictly pure, bbls., 75 cs	80
Sup. Win., str., bbls. 65 cs	70
No. 1, bbls. 55 cs	60

Neatsfoot Oil.

Cooper's bbls, 75 cs	80
Extra, bbls, 62½ cases	67½
No. 1, bbls, 57½ cases	62½

Lubricating Oils.

Star Cylinder Oil, bbls, 60 cs	.65
Columbia Cyl. Oil, bbls, 40 cs	.45
Gem Cyl. Oil, bbls, 30 cs	.90
Ruby Cyl. Oil, bbls, 50 cs	.60
Star Engine Oil, bbls, 50 cs	.55
Columbia Eng. Oil, bbls, 30 cs	.35
Paragon Eng. Oil, bbls, 45 cs	.55
Red Eng. Oil, bbls, 27 cs	.32
Star Mach. Oil, bbls, 30 cs	.35
Star Dynamo Oil, bbls, 50 cs	.55
Star Spindle Oil, bbls, 40 cs	.45
Star Sep'tor Oil, bbls, 50 cs	.55
Favorite Sep'tor Oil, bbls, 25 cs	.30

Miscellaneous Oils.

Union Salad Oil	.45	50
Globe Salad Oil	.45	50
Pure Sperm Oil	.75	80
No. 1 Polar	.50	55
China Nut oil, ord'ry	62½	
China Nut oil, No. 1	.80	

WHITE LEAD.

Pioneer, in kegs	7 7¾

DRY PAINTS.

Eng. Paris White, bbls.	1.35	1.60
Whiting, bbls	1.00	1.15
Kalsomine, bbls		1¼
Prince's Min'l B'wn, bbls		1.65
Yellow Ochre, bbls		1½
Eng. Ven. Red, bbls		1.50

Department 14

FARINACEOUS GOODS.

Flours.

GLOBE MILLS,
Cor. Chestnut and Montgomery

California Selected Wheat,

	Barrel
** "Banquet" (fancy patent)	$5.05
*** "Silver Star" (patent)	4.60
XXX	4.30
Mariposa	4.30

Blended Wheat,

**"AI" Family	5.15
"AI" Bakers'	5.05

Entire Eastern Wheat.

Globe, Bakers' .....

(½ bbls. 10 cents per bbl. higher.)

**"AI" must be retailed for not less than $1.40 per ¼ sack.

***"Banquet" must be retailed for not less than $1.35 per ¼ sack.

****"Silver Star" must be retailed for not less than $1.25 per sack.

FLOURS.

Cal. Family	$5.05	$5.10
Cal. Bakers', extra	4.80	4.90

Buckwheat, 10-lb sacks, per 100 lbs $4.50

Self Rising Buckwheat, 10-lb sacks, per 100 lbs	6.00
Graham, 10-lb sacks, per 100 lbs	3.25
Rice, 10-lb sks, per 100 lbs	8.00
Rye, 10-lb sacks, per 100 lbs	3.75
Whole Wheat, 10-lb sacks, per 100 lbs	3.75

Meals.

Yellow Corn, 10-lb sacks, 100 lb.	$2.50
White Corn, 10-lb. sacks, 100 lb.	2.50
Ex. Cream Yellow, 10-lb. sacks, per 100 lbs.	3.75
Ex. Cream White, 10-lb sacks, per 100 lbs.	3.75
Oat Meal, 10-lb. sacks, pr 100 lbs	4.25
Steel-Cut Oat, 10-lb sacks, per 100 lbs	4.50

Pearled Cereals.

Pearl Barley	$6.00
Pearl Wheat, 150-lb bbls	4.40

Rice.

Choice Seed Japan	$0.03½
Good Seed Japan	.03¼
Fair Seed Japan	.03
Fancy Head Rice	.06
Long Grain Rice	.04 .05
China No. 1	.5 6
China No. 2	4 4½

COLUMN 18.

Rolled Cereals.

Rolled Oats, 7s and 10s, pr 100 lbs	4.50
Rx. Crm Rld Ots. 180-lb, bbl	$7.60
Ex Crm Rld Ots, 180-lb, 90-lb sks	7.00
Prid Reid Wheat, 150-lb, bbls.	4 40
Dr. Price's Food, pee case	4.00

5-case lots, $3.85

Sago and Tapioca.

Sago, original sacks, lb	02½ .03
Sago, 48/1's, per doz	.70
Instantaneous Tapioca, 50/1's, per case	5.00
Instantaneous Tapioca, 36 to case	2.70
Tapioca, Flake	.03
Tapioca, repacked, per lb	.04⅜
One Minute Tapioca, 36 to cs	2.75
Arrowroot, Taylor's Bermuda, 12-lb box, 1, ½ and ¼ lb pkgs, per lb	32½

Miscellaneous.

Groats Oat, 10-lb sacks, 100 lbs.	$4.50
Groats Buckwheat, 10-lb sks, 100 lbs	10.00
Hominy, lgs, 10-lb sks, 100 lb.	3.75
Hominy, sml, 10-lb sks, 100 lbs	4.00
Split Peas (yel.) 25 and 50-lb boxes, 100 lbs	5.50
Split Peas (grn.) 25 and 50-lb boxes, 100 lbs	5.50
German Lentils, per lb	.05½
Cracked Wheat, per 100 lbs	3.75
Farena, per 100 lbs	4.50
Pearl Grits, per 100 lbs	4.25
Capitol Mills Pearled Hominy, bbls.	8.00
Capitol Mills Gran. Hominy, bbls.	8.50
Capitol Mills New Process B. W. Flour, bbl	9.00
Capitol Mills Steel Cut Oat Meal, bbl	9.00

Breakfast Foods.

Capit'l Mills R'll'd Oats, 36/2's	4.50
less 20 per c. for cash	
Grape Nuts, 1 & 3 doz, pr doz	1.50
Breakfast Gem, case 3 doz	3.25
Wheatine, 36/2's, pr cs	3.30
Germea, 20 4-lb pkgs, pr cs	4.00
Germea, 24 2-lb pkgs, per case	3 10
H-O Buckwheat, 2 doz 2-lb pkgs, per case	3.75
H.-O. Pancake Flour, case	3.90
H.-O. Oats, 24/2's, per case	3.15
Cream of Wheat, 36/2's	5.25
Crespo, 36/2's	2.75
Malta Vita, 36, 2s, cs	4.50
Our Mothers' Mush, 36 to cs	3.35
Twin Brothers Mush, 36 to cs	3.20
Carnation Wheat Flakes, 24/6's	5.40
A B C Breakfast Wheat, 72/2's	5.00
A B C Breakfast Wheat, 36/2's	2.60
Granola, 24/1's	2.25
Flaked Rice, 24/1's	3.00
Ralston Breakfast Food, 36/2's	4.25
Do. Barley Food, 36/2's	4.25
Do. Health Oats, 36/2's	4.00
Do. Hominy Grits, 36/2's	4.00
Do. Select Bran, 24/3's	2.50
Do. Pancake Flour, 36/2's	3.75
Do. Whole Wht Flr, 4/4½s	5.50
Quaker Oats, 36 2s	3.90
Scotch Oats 36 2s	3.75
Allen's Boston Brown Bread Flour, 24 pkgs, per case	3.60
Allen's Flour, 10 10-lb bags, per bbl	4.50
Acme Grano, 20/4's, per case	3.50
Acme Gluten Farina, 24/1's, pr case	1.35
Acme Wheat Flakes, 36/2's	2.60

Pastes (Domestic).

Macaroni, Vermicelli, etc.—	
No. 1 Extra, per box	.28
No. 1 Extra, 15 lbs.	.55
No. 1 Extra, 25 lbs.	.82
No. 1 Extra, 50 lbs.	1.65
No. 1 Extra, 100 lbs.	3.30
No. 1 Extra, ¼ boxes	.16
Macaroni, Vermicelli & spaghetti, No. 2	.20
Royal Macaroni, Verm'l & Sp'ti, 24 1-lb pkgs., per case	1.70
King's Choice Mac'i, Verm. & Sp., 18 2-lb pkgs.	
Queen's Taste Mac., Verm. & Sp. 12 3-lb cartons 1 case	2.15
It. Paste, ass'd, ab. 18 lbs. c., lb.	.6½
Ro al It. Paste, 24 1-lb pkg c., pkg	.8½
Golden Gate Egg Noodles, 24 1-lb. pkgs in case, per cs	1.90
Farina, 24 1-lb pkgs	1.50

Discount 2 per cent for cash only.

PRETZELS.



Hoeflin Pretzel & Baking Co.,
431 Sixth St.

Hand-made Pretzels a Specialty.

Size 1, 8's, per lb	12c
Size 2, 8's, per lb	12c
Size 3, 8's, per lb	12c
Fingers, 10s, per lb	12c
Hazlenut, 10's, per lb	12c

Also furnished in cases, 20 to 30 lbs., at 11c per lb., and barrels at 10½c lb.

COLUMN 19.

COLUMN 20.

Department 15.

SPICES

PURE—Square Tins, Full Net Weight.

	⅛'s	¼'s	½'s	1 s	2½ lbs.	5 lbs.	Blk
Allspice	$0 70	$0 95	$1 60	$ 2 80	$ 6 70	$12 75	21
Cinnamon	1 15	1 80	3 30	6 25	15 25	30 00	43
Cloves	90	1 35	2 40	4 35	10 60	20 55	31
Ginger	75	1 05	1 75	3 10	7 50	14 30	23
Mace	1 75	3 00	5 65	10 90	26 95	53 30	73
Mustard	70	95	1 60	2 80	6 70	12 75	21
Nutmeg	1 25	2 05	3 80	7 15	17 60	34 60	49
Pepper	80	1 10	1 90	3 40	8 25	15 85	25
Cayenne	80	1 15	2 00	3 55	8 65	16 65	26
W. Pepper	95	1 45	2 65	4 65	11 75	22 90	34
Sage	70	95	1 60	2 80	6 70	12 75	21
Thyme	70	1 00	1 65	2 95	7 10	13 50	22
Savory	70	1 00	1 65	2 95	7 10	13 50	22
Marjoram	75	1 10	1 85	3 30	7 85	15 10	24
Poultry Seasoning	....	1 50	.....	.....	.....	.....	..

SECOND GRADE—Round Tins, Short Weight.

	¼'s	½'s	1's	2½ lbs.	5 lbs.	Blk.
Allspice	55	1 00	1 75	3 95	7 60	13
Cinnamon	65	1 20	2 10	4 90	9 50	16
Cloves	65	1 25	2 25	5 20	10 20	17
Ginger	55	1 00	1 75	3 95	7 60	13
Mace	1 20	2 30	4 40	10 50	21 00	34
Mustard	55	90	1 50	3 60	7 00	12
Nutmegs	85	1 70	3 10	7 40	14 60	24
Pepper	60	1 15	2 00	4 55	8 90	15
Cayenne	60	1 15	2 00	4 55	8 90	15
W. Pepper	75	1 45	2 65	6 15	12 05	20
Sage	55	1 00	1 75	3 95	7 60	13
Thyme	60	1 05	1 90	4 25	8 25	14
Savory	60	1 05	1 90	4 25	8 25	14
Marjoram	60	1 05	1 90	4 25	8 25	14

SCHILLING'S BEST SPICES.—Nature's Best.

Square tins. Never sold in bulk.
Small, medium, large sizes have sifting tops except Mustard.

	Small size per doz.	Medium size per doz.	Large size per doz.	Ex. Large size per doz.	Hotel size per tin.
Pepper	.75	1.20	2.20	3.75	.78
Mustard	.75	1.25	2.25	3.90	.81
Must. Comp.	.75	1.25	2.25	3.90	.81
Ginger	.75	1.25	2.25	3.90	.81
Allspice	.75	1.10	2.00	3.50	.73
Cinnamon	.90	2.25	4.25	7.50	1.85
Cloves	.85	1.40	2.60	4.75	.87
Nutmegs	1.60	2.75	5.25	10.00	2.00
Mace	1.75	3.00	5.75	11.50	2.15
Cayenne	.90	1.50	2.75	5.00	.93
Wh. Pepper	.95	1.75	3.25	5.75	1.00
Sage	.75	1.25	2.25	3.90	.81
Thyme	.85	1.40	2.60	4.75	.87
Marjoram	.95	1.75	3.25	5.75	1.26
Savory	.85	1.40	2.60	4.75	.87
Cases contain	6 doz.	4 doz.	2 doz.	2 doz.	1 doz.
Gross weight	22 lbs.	23 lbs.	24 lbs.	40 lbs.	53 lbs.

MUSTARD.

Colman's, ¼'s, 12 lb to box, lb.	.52
Colman's, ½'s, 12 lb to box, lb.	.48
Colman's, 1's, 12 lb to box, lb.	.48
Colman's, 5's, per lb.	.40

Mustard, Prepared.

Small bottles, 24 to cs, pr doz	.55
Small straights, fancy, 24 to case per doz	.95
Webb's Glass Top	1.35
Large Dusseldorfer, 24 to cs	1.60
In 3-gal kegs, per keg	1.15
In 5-gal kegs, per keg	1.70
Louit Freres, French, doz	2.25
Eddy's Salad Mustard—	
6-oz., 24 to case	.92½
8-oz., 24 to case	1.35
12-oz., 24 to case	2.00
Hirshes Horseradish Mustard—	
10-oz., 24 to case	1.25

Department 16

BAKING POWDER AND FLAVORING EXTRACTS.

ROYAL

	1 cs. lot	5 cs. lot	15 cs. lot
¼ lb cans	$ 1 38	$ 1 36	$ 1 34
6 oz cans	1 92	1 89	1 87
½ lb cans	2 57	2 52	2 50
12 oz cans	3 82	3 75	3 72
1 lb cans	4 95	4 85	4 80
2½ lb cans	11 65	11 40	11 28
3 lb cans	13 60	13 34	13 20
5 lb cans	22 35	21 90	21 68

An extra discount of 1 per cent if packed in barrels.

Schilling's Best Baking Powder.

Never sold in bulk.

10-lb. tins, per doz	$39.00
5-lb. tins, per doz	20.00
4-lb. tins, per doz	16.00
3-lb. tins, per doz	12.50
2½-lb. tins, per doz	10.50
16-oz. tins, per gross	$53.00
12-oz. tins, per gross	41.00
8-oz. tins, per gross	28.00
6-oz. tins, per gross	22.50
4-oz. tins, per gross	16.50

TROPHY

4 oz, per doz	$0.95
6 oz, "	1.35
8 oz, "	1.70
12 oz, "	2.35
1 lb., "	3.00
2½ lb. "	7.50
3 lb., "	9.00
6 lb., "	14.50

MISCELLANEOUS.

Home, 10 oz	$0.90
Home, 25 oz	2.00
Home, 50 oz	4.00
Home, 80 oz	6.00
K. C., 10 oz	.85
K. C., 16 oz	1.25
K. C., 25 oz	2.12½
K. C., 50 oz	4.00
K. C., 80 oz	6.50

Cream Tartar.

Standard, bulk, 30-lb box	27
Standard, 12 1-lb tins	.28
Pure, bulk, 30-lb box	.38
Pure, 5-lb tins, per lb	.38
Pure, ½-lb tins, per doz	5.00

SODA.

Churches, A. & H., or Dwight's Cow Brand, 60 lbs. to case.

1-lb	per lb. $0.05
½-lb	per lb. .05½

EXTRACTS FLAVORING.

GUITTARDS' "PURE"

per doz	2 oz	4 oz	6 oz	8 oz
Vanilla	$2 50	$4 75	$7 00	$9 00
Lemon	1 75	3 25	4 50	6 00

Net weight. Patent Sprinkler Tops

Schilling's Best Extracts.

Triple Strength, Pure and Uncolored Sprinkling Tops.

Net weight. Never sold in bulk.

	Lemon and Others.	Vanila and Rose.
1 oz	1.30	1.80
2 oz	2.00	3.00
4 oz	3.75	5.75
6 oz	5.50	8.50
8 oz	7.25	11.00
16 oz	14.00	21.50
32 oz	27.00	42.00

Souder's Flavoring Extracts.

Price per gross.

	2 oz.	4 oz.	8 oz.
Reg. Lemon	9.00	18.00	54.00
Reg. Vanilla	14.40	28.80	72.00
XX Lemon	18.00	36.00	72.00
XX Vanilla	21.00	42.00	84.00
Asrtd Flavors	18.00	36.00	72.00
Rose Coloring	18.00	36.00	.....
Yellow Colrng	18.00	36.00	.....
Jamaica Gngr	18.00	.....	.....

Assorted flavors contain strawberry, pineapple, orange, almond, rose, etc.



"Vanns" Extracts."

Lemon, 2 oz., per doz. 80
Vanilla, 2 oz., per doz. 80
Assorted Flavors, per doz. 80

COLUMN 21.

Department 17

CANDIES.

Lozenges.
(5-lb. boxes.)

XXX Peppermint, pails	.14 15
Thin Peppermint	.16
T. T. Peppermint	18
Druggist Peppermint	25
Musk, fluted, pails	.20
Cinnamon, Lemon, Sassafras, Rose	.16
Midget Fruit	.20
Conversation and Hearts	.15
Lilliput Conv. Hearts	17
Midget Conv. Lozenges	.20
Crown T. T. Lozenges, 24 5ct. pkgs	.80
Aurora Lozenges, 24 5ct. pkgs	.80
Cough Troches, 5 lb bxs	.25
Eagle Wafers, Peppermints, Wintergreen	.25

Mixed Candy.
(30-lb. pails.)

Plain Mixed	9½
Pacific Mixed	10
Royal Mixed	13
Grocers' Mixed	10½
Yankee Mixed	2½
American Mixed	13
Fancy A, Mixed	14½
Fancy C, Mixed	14
French S, Mixed	16
French No. 1, Mixed	18
French Extra Mixed	20
Lady, Mixed	15

Steam Panwork.

Anis Seed	20
Aromatic Cachous	18
Assorted Berries	16
Assorted Dragee	14
Assorted Imperials	16
Assorted Small Seeds	22
Birds' Eggs	16
Boston Baked Beans	17
Burnt Peanuts	18
Burnt Almonds	25
Caraway Seed, smooth	22
Caraway Seed, pearled	22
Celery Seed	22
Cinnamon Beans, large red	15
Cinnamon Beans, Imperials	16
Coriander Seed, pearled	22
Jelly Beans, pails	12½ 14
Jelly Birds' Eggs	16
Jelly Cranberries	16
Jelly Limes	16
Jelly Raspberries	16
Jordon Almonds, fine	45
Jordon Almonds, imitation	18
Licorice Beans	15
Red Hots	28
Ringed Marbles	16
Sugar Coated Licorice Tablets	20
Sugar Almonds	25
Sugar Plums	16

Stick Candy.
(30-lb. pails.)

Assortment: Peppermint, Lemon, Rose, Clove, Anis, Cinnamon, Sassafras, Vanilla, Pineapple, Wintergreen	9½
Hoarhound	9½
Hoarhound, wrapped	11
Peanut Sticks	13
Peanut Sticks, wrapped	14
Cocoanut Sticks	13
Cocoanut Sticks, wrapped	14

Taffies.

Peanut Taffy	15
Peanut Flake	15
Peanut Squares	14
Cocoanut Taffy	15
Cocoanut Squares	15
Chunks: Vanila, Rose, Chocolate, Lemon, Molasses	14
Broken Taffy of broken chunk	13

Drops and Lumps.
(30-lb. pails.)

Mixed Drops and Lumps	9½
Molasses Peppermint Lumps	11
Hoarhound Drops	11
Crystal Rocks	12½

Gum Goods.
(5-lb. boxes.)

A. B. Gum Drops, assorted	9
A. B. Gum Drops, Licorice	10
A. B. Gum Drops, Crystalized	11
A. B. Bonbons, plain, in bbls	7
A. B. Bonbons, fancy, in bbls	7½
A. B. Bonbons, fancy, crystallized, 5-lb. boxes	14
A. B. Fruits	18
Royal Gum Drops	15
Genuine Gum Drops, hard	25
Jelly Squares, assorted	14
Bijou Sticks	18
Spiced Jelly Drops	20
New Turkish Figs	16
Fig Paste, plain	17
Fig Paste, tricolor	18

Cream Goods.
5-lb. boxes.)

Fondans Creams	14
Hand Dipped	19
Hand Dipped, with nuts on	21
Fruit and nut ices	18
Cream Peppermint	20
Crushed Fruit Bonbons	30

Chocolates.
(5-lb. boxes.)

Chocolate, plain	.14
Chocolate, Hand Made	20
Chocolate Dipped Bonbons	20
Chocolate Dipped Bonbons, with nuts	22
Chocolate, Climax, 30-lb pails	.16
Chocolate Chips	28
Chocolate Nonpareil Drops	20
Chocolate Wafers	22
Chocolate Cream Tablets, 30 in box	1 10

COLUMN 22.

Marshmallows, Nougats, Etc.

Occidental Marshmallows, 5-lb tins	.28
Occidental Marshmallows, 3-lb tins	.30
Dipping Marshmallows, 5-lb. boxes	.25
Angel Food, 5-lb. boxes	.20
French Nouget, 30 5c slices in box	1.00
Walnut, Apricot, Spanish Nouget, 5-lb boxes, per lb	.25

Sundries.

Opera Caramels	19
Rock Candy, white & red	.15
Rock Candy, brown	16
Licorice Drops	.20
Licorice Sticks, 16 to lb	.28
Locorice Tablets, 5 lb bxs	.25
Licorice Tablets, 24 5c bxs	.80
Licorice Penny Sticks, 100 in box	.65
Buttercups, 5-lb tins	.25

CHEWING GUM.

	Single	Box
Yankee Spruce, 20 pcs		.60
Sen Sen, 20 pcs		.60
Red Rooster, 20 pcs		.60
Sweet Heart, 20 pcs		.60
Newton's Pepsin, 20 pcs		.60
Bloodberry, 20 pcs		.60
Pepsin Sticks, 20pcs		.60
Sweet Wheat, per box		.50
Tulu Sugar Plum, box		.55

CRACKERS.



MADE BY THE
MUTUAL BISCUIT CO.

	lb.	⅛ box
Almond Drops	15	
Animals	12½	$1.20
Arrowroot	14	1.50
Assorted	12	1.15
Assorted, extra	14	1.30
Assorted, fancy	20	1.75
Assorted Wafers	16	1.90
Assorted Jumbles	14	1.25
Boston	9	.60
Butters, Mutual	10	.70
Butter Scotch	14	1.60
Butter, Star	9	.60
California Lunch	9	.90
Champion	9	.65
Chips, Mutual	14	1.10
Chocolate Biscuits	16	1.80
Checolate Fingers	15	1.60
Chocolate Wafers	18	2.15
Cocoanut Bonbon	14	1.25
Cocoanut Finger	15	1.50
Cocoanut Marshmallows	15	1.50
Cocoanut Taffy	15	1.80
Cocoanut Wafer	16	1.50
Coffee	12	1.25
Coffe Iced	15	1.35
Cornhill	10	1.10
Cracker Meal	6	1.10
Currant Cakes	12	1.10
Egg Jumble	14	1.25
Fruit Biscuits	14	2.40
Ginger Cakes	10	1.40
Ginger, Nut	11	1.40
Ginger Wafers	14	1.75
Graham	10	1.20
Graham Gem	9	.75
Graham Unsweetened	9	
Honey Fingers	14	1.25
Honey Pumbles	12	1.00
Honey Drops, spiced	15	1.60
Honeysuckle	16	
Jelly Fingers	16	1.50
Jenny Lind	12	1.10
Lady Fingers	15	1.30
Lady Fingers Iced	16	1.40
La Grande	11	1.10
Lemon Biscuit	14	1.25
Lemon Brittles	14	1.35
Lemon Snap	12	1.20
Lemon Wafers	14	1.75
Macaroon Almond	40	
Mutual Flakes	14	.90
Mutual Tea	15	1.60
Nic Nac, No. 1	10	1.10
Nic Nac	12½	1.25
Oysters	8	.70
Peoples Mixed	12½	1.25
Pilot Bread	4	.55
Pilot Bread Extra	5	.65
Pilot Saloon	7	.80
Ping Pong	16	1.50
Raisin Cake	12	1.10
Saloon Pilot	7	.80
Saloon Soda	7	
Salted Wafers	14	.90
Soda Extra	7	
Soda	6½	
Star Butters	9	.60
Vanilla Bars	14	1.40
Vanilla Biscuits	14	1.25
Vanilla Snaps	12	1.20
Vanilla Wafers	14	1.75
Wafers, Chocolate	18	2.15
Wafers, Ginger	14	1.75
Wafers, Lemon	14	1.75
Water Wafers	12	.90
Walnut Creams	16	1.50



COLUMN 23.

Department 18.

FANCY GROCERIES.

Bouillion Capsules.

Anker's, 10 capsules in box, per doz boxes	2.75

Capers.

Capotes, 1 dz in cs	1.20 1.30
Nonpareil, small	2.00
Do med.	2.25
Do large	5 00
"White Label," 6-oz. doz	2 25
"White Label," 10-oz. doz	3 15

TOMATO KETCHUP.



Catsups

Snider's

Qts., per doz. .. $3 75
Pts., " 2 40
½-pints, per doz. 1 40



CAMPBELL'S

(½ Pts. Condiments)

2 dozen to case

Tobasco Ketchup dozen $1 15

Tomato Ketchup, dozen $1 15

Salad Dressing, dozen 1 15

Chili Sauce, dozen $1 15

Assorted cases, dozen..... $1 15

Miscellaneous.

Our Mother's Ctsp ½-pt, doz	1 40
Our Mother's Ctsp, pts, doz	2 30
Blue Label, 25 ½ pts to cs	3 10
Blue Label, 25 pts to cs	6 00
Blue Label, 12 qts to cs	4 00
Mother's Own, pts	1.50
½ pts	.90
London's Rockaway, Pts., doz	2.25
Sailer's "Purity," doz	.90

Chocolate and Cocoa

CHOCOLATES.
Baker's.

German Sweet, 6-lb boxes, ⅛s and ¼s	.2
Eagle, 12/1s	.23
Premium, 12/1s	.28
Vanilla, 12/1s	.11
Powdered, ⅛s, ¼s, 1s, 12/lb. boxes	.20

Subject to quantity discount.

Huyler's.

Vanilla, 12-lb. boxes	.36
Premium, 12-lb. boxes	.33

Lowney's.

Cream Cakes, per box	80
Ice Cream Drops, per doz	75

Ghirardelli's.
In paper

Eagle, 24 1-lb	.21
Eagle, 12 1-lb	.21½
Eagle, 12 ½-lb	.22½
Eagle, 12 ¼-lb	.24
Crescent, 6 5 to lb	.17
Crescent, 12 5 to lb	.16½
Cal. Sweet, 6 6 to lb	.21½
Cal. Sweet, 12 6 to lb	.21
Monarch, 12 1&½-lb	.26
Monarch, 12 1-lb	.25
Monarch, 12 ½-lb	.27
Star, 24 1-lb	.19
Star, 12 1-lb	.19½

Ground.
In tins

Ghirardelli's, 12 1-lb tins	.26½
Ghirardelli's 24 1-lb tins	.26
Ghirardelli's 60 3-lb tins	.24
Venard's, 24 1-lb tins	.21
Venard's, 60 3-lb tins	.20
Miner's, 12 1-lb tin	.22½
Miner's, 24 1-lb tins	.24
Miner's, 20 3-lb tins	.22

5 per cent off on 120-lb. lots

COCOAS.

Baker's Bkfst, 6/1 & ½s	.36
Van Houten's, ¼s and ½s	.65
Van Houten's, 1s	.60
Royal Dutch, 12/¼s	.50
Royal Dutch, 12/½s	.50
Royal Dutch, 12/1s	.50
Epp's, 1/6½s	.40
Fry's, 12/½s	.39
Webb's, 6/½s	.27
Lowney's, 6/½s	.37
Ghirardelli's Bkfst, 6/½s	.38
Ghirardelli's Bkfst, 12/½s	.37½
Ghirardelli's Impri 6&12/½s	.56
Miner's Bkfst, 6/½s	.37
Miner's Bkfst, 6/1-3	.35
Menier's, 1 ½s	.47

COLUMN 24.

Condensed Milk

BORDEN'S CONDENSED MILK CO.



Gail Borden Eagle Brand	6.80
In 5-case lots	6 65
Pony	2 25
Challenge	1.70
Floral	4.65
Dime	3.75
Rose	1.40

With 10 cases Rose Cream 1 case free.

(Each of above Brands 4 doz. in case)

Borden's Malted Milk, Trial Size, per doz 90



Borden's Pioneer Brand Evaporated Cream

Large Cans, 4 doz. in cs	4.00
Peerless	4.70
Yacht	3.25

Family Size, 4 doz. in case. Quarts, 2doz. in cs

ALL ABOVE BRANDS GUARANTEED



CARNATION CREAM

20 oz. cans 4 doz	
Per case	4 00
5 cases	3 95
25 cases	3 90
50 cases	3 85



LILY

(large tin)

1 cs	3 90
10 cs	3 85



ALPINE EVAPORATED CREAM

1 to 5 cs	3 75
5 to 10 cs	3 60
10 to 25 cs	3 50

Helvetia Milk Condens'g Co.



Original Helvetia Evaporated Cream

Highland Evaporated Cream 4 doz in box	$4 10
Baby Pet, 6 doz	3 60
Pet, reg., 4 doz., per case	3 35



Jersey Evaporated Cream

213-215 Market St.

Tel. Bush 855

Case

1 to 5	$3 70
5 to 10	3.65
10 to 25	3.60

Miscellaneous.

St. Charles, 4 doz. in case	$4 60
St. Charles, 5-case lots	4 50
Horlick's Malted Milk, doz	4 50

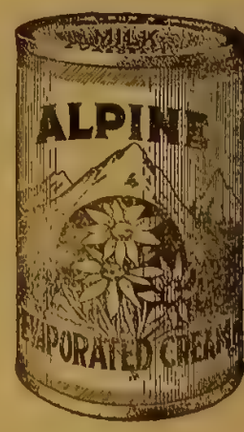
Cereal Coffee.

Fig Prune, per doz	2 25
Postum, 24/½s, per doz	1 25
Postum, 12/1s, per doz	2 25
Postum, 36/1, per doz	2 25
Grano 1	2 75

Chutney.

Chutney, asst. qts	$6 25
Chutney, asst. pts	3 75
Chutney, Major Grey, qts	6 50
Chutney, Major Grey, pts	4 25
Bankipore, pts	3 00

Prices Change



Owing to the Enormous Increase of the Demand

— for —

ALPINE

EVAPORATED CREAM

We have Been Forced to Advance Prices as follows:

	Per case
1 to 5 cases, 4 doz. to case	$3.75
5 to 10 " " "	3.60
10 to 25 " " "	3.50
50 to 100 " " "	3 15

Gallons

1 to 5 cases, 6 to case	3.50
5 to 10 " " "	3.40
10 to 25 " " "	3.30

ALPINE MILK

(Sweetened)

4 Dozen to case, 16 oz. None

Our Guarantee

FOR

ALPINE

EVAPORATED CREAM

IS THIS:

EQUAL TO THE BEST

BETTER THAN THE REST.

ALPINE EVAPORATED CREAM CO.

Factory
HOLLISTER, CAL.

Office and Salesroom
123 California Street
San Francisco, Cal.

Phone: **Green 96.**

COLUMN 25.

Cranberry Sauce.

	doz.
Anderson's 2s, 2 doz box	2.25
Tea Garden, 2s, gls, 12 box	4.00
Tea Garden, 1s, gls, 24 box	2.25
Cape Cod, 2 lb, gls, 12 box	3.50
Cape Cod, 1 lb, gls, 24 box	2.00
Home Made, 1s, 2 doz box	2.15
do 2s, glass, 1 doz box	4.00

Cottolene.

2's, 4's or 10's, per cs. of 60 lbs	7 00
5-case lots	6.90
10-case lots	6.85
25-case lots	6.75
With 2½ cases, ¼ case free.	
" 5 " 1 " "	
" 10 " 2 " "	
Price $7.50, $7.40, $7.35.	

Curry Powder.

Cross & Blackwells, 2 oz	1.35
do 4 oz	2.35
Do 8-oz	3.65
Do 16-oz	6.20
East India, Bombay, 16 oz	5.00
East India, Bombay, 8 oz	3.25

Extract of Beef.

Liebig's (Genuine)

2 oz.	4 oz.	8 oz.	16 oz.
doz. 4.55	8.50	15.90	29.75

"Rex" Solid.

2-oz., doz	$3.96
4-oz., doz	7.20
8-oz., doz	$13.27
16-oz., doz	24.75

Marshall's

2 oz., per doz $2.40

Gelatine.

Knox's, per doz	1 20
Knox's, per gross	14 00
Cox's, per gross	12 00
Keck's, per doz	1.10

Ginger (Preserved).

½ doz jars in cs, per cs 2.25

Lemon Sugar.

Glit Edge, 24/½s, per doz	1.37½
Glit Edge, 24/1s, per doz	1.85

Lime Juice.

Tahita, 24/8-oz, per doz	$1.25
Tahita, short measure, 16-oz	1.50
Tahita, full measure, 16-oz	1.75
Tahita, full measure, 32-oz	3.50
Tahita, bulk, gal	1.00

Mushrooms.

	doz.
Le Court, 100 to cs	$2.50
La Forrest, 100 to cs	2.75
Hotel, 100 to cs	2.00
Fancy Stuffed, pts	4.00

OLIVES.

OLIVES IN BULK.

	25 gl.	10 gl.	5 gl.	3 gl.
Ex. No. 1, Qu'n.	1 10	11 50	6 00	3 75
Lge No. 1, "	1 00	10 50	5 00	3 25
No. 1 Qu'n	95	9 75	4 75	2 90
No. 2 "	85	8 75	4 50	2 85
Manzanilla	70	7 25	3 75	2 40

Extra charge for kegs & barrels.



Olives

SEVILLE PACKING CO.

White Label Queen Olives—

28-oz., per doz	$5.50
18-oz., "	3.75
6-oz., "	1 25

Pim-Olas

18 oz, 2 doz, per cs, per doz	$6 10
10 " " " "	3 55

Baby Pim-Olas

10-oz, 2 doz. in case, per doz	$2.50
6-oz, 2 doz. in case, per doz	1.50

Olive Oil

NICELLE

	Case
½ pints, 4 doz	$9 00
Pints, 2 doz	8 55
Quarts, 1 doz	7 85
22-oz.	9 00

MISCELLANEOUS

Golden Gate, in gal tins, per gal	1 80
" ½ " "	1 85
" ¼ " "	1 90
Pals Grove, pure Cal., qts.	7.75
Cooper's qts., ⅌ doz	10.00
Cooper's pts, ⅌ cs of 2 doz	10.00
Antonini, J.P.S., qts, ⅌cs	7.40
Do 1½-gal. tins, ⅌ tin	2.90
Duret, qts, pts, ⅌ doz cs	6.00 7.00
Lucca, Crosse & Blackwell's qts	7.50
Lucca, Crosse & Blackwell's pts, 2 doz	8.25
Lucca, Crosse & Blackwell's ½ pts, 3 doz	7.25

Salad Oil.

Durand Oil.

Quarts, 1 doz. to case, per case	$1.90
Pints, 2 " " "	1.95
½-Pts., 3 " " "	1.00

Puritan Salad Oil

Quarts, 1 doz to case, per case	2.20
F. Dubec & Fils, 1 dz qts, per case	1.50
Imitation Lucca, qts	1.90

Paprika.

Gordon Packing Co.

1-16 lb	doz	½ lb	doz 6 00
⅛ lb	doz	1 lb	doz
¼ lb	doz	Bulk, lb	

COLUMN 26.

Peanut Butter

Heron's, 2 doz to cs, per dz 2.40

Peels.

Citron, 25-lb box	$
Citron, 10-lb box	14½
Lemon, 25-lb box	11¾
Lemon, 10-lb box	12¼
Orange, 25-lb box	12¾
Orange, 10-lb box	12¾

PICKLES.

Gordon Packing Co.

California—Mixed or Plain.

No. 1, bbls, per gal	$0.24 to $0.27
No. 1, ½ bbls, per gal	.26 to .29
No. 1, 10-gal keg, p kg	2.25 to 2.45
No. 1, 5-gal keg, p keg	1.15 to 1.25
No. 1, 3-gal keg, p keg	.80 to .85
No. 2, bbls, per gal	.22
No. 2, ½ bbls, per gal	.24
No. 2, 10-gal keg, per keg	2 10
No. 2, 5-gal keg, per keg	1 05
No. 2, 3-gal keg, per keg	.80
No. 3, bbls, per gal	.14
No. 3, 10-gal keg, per keg	1 15
No. 3, 5-gal keg, per keg	.60
No. 3, 3-gal keg, per keg	.55

SWEET—"PACIFIC."

Bbls, ⅌ gal	51
½ bbls, ⅌ gal	53
10-gal keg, per keg	5.00
5-gal. keg, ⅌ keg	2.75
3-gal. keg, ⅌ keg	1.75
Square, 1doz ½-gal, ⅌ doz	2.25
Square, 2 doz ¼-gal, ⅌ doz	1.60
Square, 4 doz ⅛-gal., ⅌ doz	1.25
Round, qts, ⅌ doz	3.75
Round, pts, ⅌ doz	2.50
Round, ½ pts, ⅌ doz	1.75

Crosse & Blackwell's.

	Doz.
Mxd Pkls, pat tops, pts	4.15
Mxd Pkles, Pat tops, ½ pt	2.50
Mxd Pkls, corks, pts	3.95
Chow Chow, pat tops, pts	4.15
Chow Chow, pat top, ½ pt	2.50
Chow Chow, corks, pts	3.95
Onions, pat tops, pts	4.15
Onions, pat tops, ½ pts	2.50

Root Beer



Less 5 per cent. on gross lots

Hires', case of 1 gr	20 00
6 doz. lots	10 00
3 "	5 00
1 "	1 75

Hires' Carbonated Root Beer cs of 2-dz pt bottles, patent tops, per cs. $3.00 in 5 case lots 1 95

Hires' Carbonated Gingar Ale Per case 2 00

5-case lots, $1.95.



Hires' Rootbeer Carbonated and Ginger Ale empty bottles, if returned to Snohn-Patrick Company, will be received by them at 25c. per case of 2 doz. bottles (with case) Delivered at San Francisco.

Salad Dressing.

Durkee, small, 2 doz, ⅌ doz	2.55
Do large, 1 doz, ⅌ d	4.30
Do picnic size, 4 dz, ⅌ dz	1.00
My Wife's 1 dz. 16-oz. case	2.75
My Wife's, 2 doz, ½ pt. cs	3.40

Alpha Salad Cream.

Jumbo, 1 doz. to case, per case	4.25
Do large, 2 doz. " "	4.70
Do picnic, 2 " " "	2.50

COLUMN 27.

Saratoga Chips.

(Less 5 per cent)

Boxes, 15 and 30-lb, per lb	$0.20
Cartons, 6-oz, 2 doz in cs, doz	1.30

SAUCES.

SNIDER'S SALAD DRESSING



Pints, 1 doz. in case, doz.	$2.75
Hlf-Pts, 2 doz. in case, doz.	1.75



Snider's Oyster Cocktail S'ce pints, 2 doz to c'se, doz	2 40
Same gallon jugs, 6 to case, per gal	1 80
Snider's Chili Sauce, pints, 1 doz. to c'se doz	2 40
Same, half pts 2 doz. to c'se doz	1 45

Bayle's Tabasco Pepper Sauce, in cases, 6, ½-doz. boxes, per doz	$3 00
boxes of 12 bottles, per doz	3.50
Holbrook's W'cestershire, ½'s	2.40
Do pts	4.00
Do qts	
*Lea & Perrin's Worcestershire, sma"	2.75
*Lea & Perrin's Worcestershire, medium	5.00
*Lea & Perrin's Worcestershire, large	8.25
*5 cases 5c ⅌ doz less.	
Ban-ki-por, ½ pts, 2 doz case, per doz	2.40
Ban-ki-por, pts, 1 doz case	3.80
Tobasco, McIlheny	4.10
Tobasco, New Iberia	3.50
Braunhardt's! Tropical, ½-pts, 2 doz. per case	4.50
" pints, 2 doz. " "	8.10
Bengal Worcester, ½ pt	.55
Bengal Worcester, pt	1.05
Pepper, sprinkle top, ½ pt	2.00
Superior Pepper, small	.75
Superior Pepper, large	1.50

Pure Food Pk'g Co.

Worcester Sauce, London Club, ½ pts, do	.75

SALT.



LESLIE SALT.

Free Running—

Cartons, 20 6s	$ 2.50
Cartons, 24 3s	2.00
Cartons, 48 2s	2.75
Caddies, 50 2s	3.25

Velvet Grain—

Bales, 50 3s	1.50
Bales, 30 5s	1.50
Bales, 15 10s	1.50
Bales, 8 20s	1.50
50-lb sacks, per ton	18.00

H. R. H. Liverpool.

Bales of 75, 2's, per bale	$1.25
Bales of 40, 4's, and 15 10's	2.0
Bags, 200s (50s $b), per ton	7.50

Rock Salt.

Half-Ground, 100-lb sacks, per ton	$ 3.50
Stock, 100-lb sacks, per ton	3.00
Liverpool Lump, per ton	13.50
Cal. Table and Dairy, pr bale	1.0
Cal. Table and Dairy, 50's, per ton	6.25

Package Salt.

Shaker Salt, per doz	$0.90
R. S. V. P., 3's, 24 to cs, p. cs.	2.25
R. S. V. P., 5's, 20 to cs, p. cs.	2.75

Celery Salt.

Mertens, 1 doz in box	1.05

Sauerkraut.

Barrels, per lb	.02¾
½ bbls	.03
¼ bbls	.03¼
3-gal kegs, per keg	.90
5-gal kegs, per keg	1.15
10-gal kegs, per keg	2.25
2-lb tins, 2 doz in cs, doz	1.35
2½-lb tins, 2 doz in cs, doz	1.60

COLUMN 28.

SOUPS.



CAMPBELL'S (1-lb. Condensed). Packed 48 1-lb. cans to case. Straight cases of any variety, or following assortment:

8 Tomato, 6 Vegetable, 4 Ox Tail, 3 Mock Turtle, 3 Chicken Gumbo, 2 Tomato Okra, 1 Julienne, 2 Beef, 2 Consomme, 2 Pea, 2 Celery, 2 Vermicelli-Tomato, 2 Clam Chowder, 2 Mutton Broth, 2 Bouillon, 3 Chicken, 2 Mulligatany.

Price, per doz, any variety ... $0.90

Miscellaneous.

Anderson's Asstd, per doz	.90
Anderson's straight, per doz	.90
Snider's Tomato—8 lb tins 2 doz. in case, per doz	$2.60
Same—2 lb tins 2 doz. in case, per doz	$1.35
Van Camp's asstd, per doz	.90
Van Camp's straight, per doz	.90

SPANISH DELICACIES.

Specialties of the Spanish-American Food Co. 149-155 Fremont St.

Medal Goods. Paris Exposition. IXL BRAND.



	Doz.
Beef Tamales in key op. cans	.95
No. 1 Boneless Chicken Tamales in key-op. cans	1.30
No. 2 Not Boneless Chicken Tamales in key op. cans	1.00
Extra Special Boneless Tamales in key op. cans	1.60
Chili Con Carne, 1 lb	1.20
Enchiladas, in key-opener cans	1.20
FRIJOLES, 1 lb	.90
Tripe, Spanish style, 1 lb	1.25
Concentrated Soup, pts., 20 varieties	.90
Concentrated Soup, qts., 20 varieties	1.85
Minced Deep Sea Clams, 1 pt.	1.00
Minced Deep Sea Clams, 2 pt	1.65
Clam Juice, 1 pt	.95
Clam Juice, 2 pt	1.50
Cal. Baked Beans, tomato sauce, 1 lb., 4 doz in case	.85
Cal. Baked Beans, tomato sauce, 2 lbs., 2 doz to case	1.35
Cal. Baked Beans, tomato sauce, 3 lbs., 2 doz to case	1.75
Chili Beans (Tamale Sauce) 1 lb, 4 dz to case	.85
2 lb, 2 " "	1.35
2 lb, 2 " "	1.75
Deviled Oysters, for Sandwiches 4 doz to case	1.40
Pate Chicken Liver for sandws. 4 doz. to case	1.40
Macaroni and Cheese, with Tomato sauce, 1 lb, 4 dz. cs	.90

Truffles.

Rilhac, 100/¼'s, per doz	12.00
Rilhac, 100/ 1-16's, per doz	3.00
La Forrest, 100/¼'s, per doz	17.00

Vinegar.

	½ Bbl.	10 bbl.	5 gal.	3 gal.
30 grain	08	10	1 15	65 50
40 grain	10	12	1 35	75 60
50 grain	12	14	1 70	90 80
60 grain	14	16	2 00	1 10 95
80 grain	16	18	2 65	1 50 1 25
90 grain	18	20	3 50	1 85 1 65
100 grain	20	22	3 85	2 00 1 85

Hammond's Vinegar.

Salad, qts, per doz	1.25

Yeast Cakes.

Great Western	1.00
Gillett's Magic	1.20
Yeast Foam	1.20

COLUMN 29.

Department 19.

GROCERY SUNDRIES.

Axle Grease.

H. & L., per case	$1.50
C. & S., 2-doz case, per case	2.00
" 5 cs lots	1.95
" 10 cs lots	1.85
Frazer's, 2 doz tins, per case	2.25
Frazer's, 4 doz wd, per case	3.60
Frazer's, 15-lb palls	.85
Mica, 3 doz tins, per case	2.50

Paper Bags.

Automatic, Self-opening, 500 in pkg. List.

¼-lb	$1.00	8-lb	4.80
½-lb	1.20	10-lb	5.20
1-lb	1.60	12-lb	6.80
1½-lb	1.70	14-lb	8.80
2-lb	2.00	16-lb	9.00
3-lb	2.50	20-lb	10.00
4-lb	2.90	25-lb	11.00
5-lb	3.40	30-lb	12.00
6-lb	4.00	35-lb	15.00
7-lb	4.40		

Discounts from above List:

***(Cheapest) ..... 50 pct and 5, 10's
Eagle or Equal .... 50 pct and 2, 10's
White Fibre, or any white bag, ... 50 pct and 1, 10's
Mikado (striped) ..... 40 pct
Sugar Bags, broad bottom, lb 06
Lion, 40 per cent and 1 ..... 1.10

Bluestone.

Barrels, per lb (5 bbls 5½c) .$0.05⅝

Bathbrick.

Bristol, 2 doz, per case (25 case lots 67½c)	$0.70
Powdered, 20 1's, per case	1.15
Powdered, 40 ½'s, per case	1.25

CANDLES.

Adamantine.

Schneider's 10 oz. 20's	$0.07
Schneider's 12 oz. 20's	.08½
Schneider's 14 oz. 20's	.09½
Parafine, 20 1 lb. cakes	1.90
do, 5 bx. lots	1.80
do 40 1 lb cakes	3.80
do 5 bx lots	3.65
do 100 1 lb cakes	9.50
do 5 bx lots	8.50
P. & G. Adamantine, 10 oz.	8¼
do 12 oz.	9¾
do 14 oz.	10½
Yacht Club Quartz Candles 20 sets 14 oz.	.10
40 sets 14 oz.	.09¾

Stearic.

Schneider's 14 oz 20's or 40'	.12
Schneider's 16 oz 20's or 40's	.13½

Parafine, Etc. Per lb.

4s, 6s, in cartons of 36-lb bxs	.10¼
12s, in cartons of 36-lb bxs	.10¼
½-lb, in cartons of 25-lb bxs	.10¼
1-lb, in cartons of 25-lb bxs	.10¼

Colored 1c higher.

Beeswax, pure for churches	.40
Do No 2	30
Do No. 3	25
Christmas, all sizes	.8 8½
Do holders, ⅌ gross	85
Wax Tapers, ⅌ doz pkgs (⅌ gross 8.00)	.65 75
Night Lights, German, on pap & wd, (doz 40)	65
Do French, on tin, doz	.50, .75, 1.10

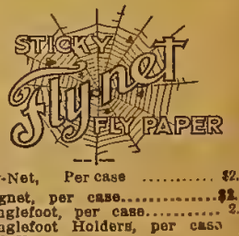
Cordage.

Basis price: Manila 14½c. Sisal 9¾c (5,000 lbs ¼c, and 10,000 lbs ½c less.)

Egg Food.

Pratt's, 26-oz, 2 doz in cs	$2.25
Wellington's, 1-lb, 2 doz box	2.00

Fly Paper.



Fly-Net, Per case	$2.60
Magnet, per case	$2.50
Tanglefoot, per case	2.90
Tanglefoot Holders, per case of 50	75

Fruit Jars.

Mason's, pts, per gr	5.50
Mason's qts, per gr	6.25
Mason's, ½ gals	8.50

Fruit Jar Caps.

Porcelain, 6 doz to box, per bx 1.05

Fruit Jar Rubbers.

No. 1 white, per lb	50-60c
"Gold Seal," cartons, per gr	.75
"Badgers," cartons, per gr	.60

Hops.

No. 1, ¼ lb, 30-lb. box, lb	.28
No. 1, ½ lb, 30-lb box, lb	.28
No. 1, 1 lb, 30-lb box, lb	.28
Less than 30-lb boxes	.29

Horseradish.

½-pts, 2 doz in box, doz	1.10
Pts, 1 doz in box, per doz	1.50
Qts, 1 doz in box, per doz	2.75
Bulk, per gal	.75

Glue.

Le Page's, 1 oz, per doz	.75
Le Page's, 2 oz, per doz	1.15
Le Page's ½-gill tins, per doz	1.20
Le Page's, 1-gill tin, per doz	1.60
Standard, small, per doz	.50

COLUMN 30.

EUREKA INSECT EXTERMINATOR.



Manufactured by
Jos. Pusch, 525 Front Street, San Francisco.

10c size, doz ..... .75
25c size, doz 1.75
60c size, doz 4.50
1.00 size, doz 8.0c

Harmless to persons or animals; does not irritate the skin or injure the eyes.

MATCHES.

Metropltan, full count, per tin..$1.15
Universal, shrt count, pr tin .85-.90
Boys' block pap pkg, per doz .10
Swedish Safety, per gross..... .80
Swedish wind, 1 gross..... 85
Vulcan Paraffine, 65s, ℔ gross (50 gross 50c) ..... .50 .55
Japanese Safety, per gross..... .60
Squirrel Matches, 55s, per gross .43
Ship Safety Matches, la ge, gross .75
" " small, " .65

Diamond Match Co.'s.

Anchor, 200 ..... 1.70
Do 500s..... 3.75
G. G., 60s..... 2.50
S. & C., 300s..... 3.30
Red Top Safety 3.25
S. & C., Eastern Parlor, 80s.... 4.25
Do 5-case lots 4.00
Butterfly Wax, 500s..... 8.00
Press, 100s, 5-gross cs..... 4.75
Do 5-case lots 4.50
Little Star, per cs..... 2.20
Do 5-case lots 2.00
Search Light, 500s, large 1 gr.. 4.75
Do 5-case lots 4.50

Paper, Wrapping.

Butter, White, ℔ ream..... 20
Do Waxed ℔ ream..... 25
Manilla, No. 2, roll, any sz. lb....3½
Manilla, No. 1, rolls or reams, ℔ lb..... 5
Straw, ℔ ream..... 70
Do rolls any size, ℔ lb.... 3½
Drab, ℔ ream..... 60
Do rolls any size, ℔ lb.... 2⅝
Metropolitan White Fibre Rolls, p r pound 45

Paper, Toilet.

Columbia, in rolls, 7 oz, per cs of 100 ..... 2.75
Royal, 100 rolls of 500 shts..... 4.00
Pilot, 100 tablets of 500 shts.. 3.75
Golden Eagle, 100 tablets of 1,000 sheets 8.00

Polishes, Shoe.

Mason's.

Mason's Colt-Coron-Ide
Per gross $4.70; per doz. 40c

Mason's Paste Stove Polish
Per gross $4.70; ¼-gross $1 20

Mason's Challenge, per doz .... .40
Mason's Challenge, per gross... 4.70
Challenge Shoe Dressing, small per doz..... $ .75
" large " " 1 50
Russett Comb'n. shoe Dressing small, per doz ..... .75
" large, " " 1 50
Black Comb'n Shoe Dressing small per doz ..... .85
Patent Leather Polish, per doz ..... .50
Mason's, No. 4 ..... .45
" " per gress 5 20
" No. 3 per doz ..... .35
" " per gross. ... 3 40
" No. 2 per doz ..... .80
" per gross..... 3 00
" No. 1 per doz ..... .25
" " per gross 2 80

COLUMN 31.

Bixby's.



Jet Oil ..... per doz. 85
Jet Oil, 3 doz. in box, with Marvel Brush Free 2 55
Royal Polish ..... per doz. 85
Royal Polish, 3 doz. in box, with 8 pkgs. 5c Carpet Tacks free.2 55
Shoe Satin, Small Comb, per doz. 80
Shoe Satin, Large Comb, per doz. 1 25
No. 5, Shoe Satin Paste, per doz. 40
No. 10, Shoe Satin Paste, p doz 85
Satinola, Small Como 80
Satinola, Large Comb 1 25
No. 5, Satinola Paste. 40
No. 10, Satinola Paste..... 85
"BBB" Blacking Size M. 3 ds. in box ..... } 1 25
½doz. paste free }
"BBB" Blacking, Size B. 3 doz. in box ..... } 2 50
1 doz. paste FREE ..... }

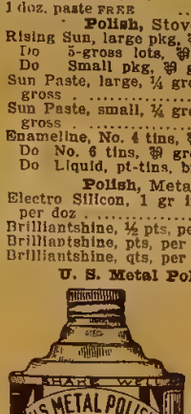
Polish, Stove.

Rising Sun, large pkg, ℔ gross..6.25
Do 5-gross lots, ℔ gross..6.00
Do Small pkg, ℔ gross....4 25
Sun Paste, large, ¼ gross, per gross 8.00
Sun Paste, small, ¼ gross, per gross 5.00
Enameline, No. 4 tins, ℔ gross.5.00
Do No. 6 tins, ℔ gross.....8.25
Do Liquid, pt-tins, bx 3 doz.2.25

Polish, Metal.

Electro Silicon, 1 gr in case, per doz ..... .80
Brilliantshine, ½ pts, per doz.. .90
Brilliantshine, pts, per doz.... 1.70
Brilliantshine, qts, per doz.... 3.10

U. S. Metal Polish.



POLISH
Doz
Qts $3 00
Pts... 1 50
½ Pts. 90

PASTE
lb.. $3 00
½ lb.. 1 75
3oz .. 50

Barkeepers Friend powder gr..$18.00

U. S. METALLIC POLISH PASTE is put up by a Practical Chemist; also in Liquid Form. Free from Acid or Grit. 20 years in the Markets of the World. **J. T. WILSON,** Pacific Coast Agt., 1770 15th St., S. F. For sale by all dealers. Also the Barkeepers' Friend Cleaning Powder.

Rope.

Manila, 1¼-in. cordage ..... .15
Sisal, 1¼-in. cordage ..... .10¾

Seeds.

Anis 14½
Canary 7 7½
Caraway 8 10
Celery 15
Coriander 15
Cumin 13
Flax, ground 4
Flax, whole 3¾
Hemp, sacks 4½
Millet 6½
Mustard 5½
Poppy (Or. sks 9¼)..... 10¾
Rape, Cal..... 11
Bird gravel, 40 2s..... 2.00
Bird Seed Mixed 48—1-lb. pkg.. 7½

Original sacks 1c less.

Sheep Dip.

Little's, 10½-gal tins, per gal$1.05
Little's, 5-gal drums, per gal.. 1.05
Smith's, 10½-gal tins, per gal. .95
Smith's, 5-gal drums, per gal .95

Twine.

Cotton, 4 ply, 100-lb bls per lb 10
Do 3 ply, 100-lb bls, per lb.... 14
Do 2-lb cones, per cone 11
Hemp, 8-oz balls, per 3-lb pkg.. 70
Do, 4-oz. balls, per 3-lb pkg. 75
Do 2-oz balls, per 3-lb pkg
Sack, 4 ply, 12-lb pkgs, per lb 13

Wax.

Fruit, 25 1-lb pkgs. 90
Japan, per lb 20
Beeswax ... 35

Wax Strings.

12 in. 10 pkg. 100 sigs each. 1 10
14 in. 10 pkg. 100 sigs each. 1 60

COLUMN 32.

Department 20.

WOOD AND WILLOW WARE

AXE HANDLES.

Ex, 36-in., doz.....$2.25
No. 1, 36-in., doz..... 1.75
No. 2, 36-in., doz..... 1.25
No. 3, 36-in., doz..... 1.05
Ex, 38-in., doz..... 4.00
Ex, 40-in., doz..... 4.25

BASKETS.

Per Doz.
Cal., Open, Spruce, No. 3.. .60
Cal., Open, Spruce, No. 4.. .60
Cal., Open, Spruce, No. 5.. .84
Cal., Satchel, Spruce, nest, 0-5 ..... 1.10
Cal., Satchel, Spruce, nest, 1-5 ..... 1.00
Cal., Satchel, Spruce, nest, 1-41 ..... .71
German market, nest of 4 1.25
Clothes, Oval, Wil., No. 0. 6.50
Clothes, Oval, Wil., No. 1. 6.00
Clothes, Oval, Wil., No. 2. 7.50
Clothes, Oval, Wil., No. 3. 9.00
Clothes, Oval, Wil., nest 4... 3.17
Japanese Telescope, nest of 5, size 18x12x7..... 1.10
Same, size 20x13½x7..... 1.50
Same, size 24x15x10..... 2.10

BOWLS, WOODEN.

Per Doz.
Maple, No 1, 11-inch..... .75
Do No. 2, 13-inch..... 1.50
Do No. 3, 15-inch..... 2.75
Do No. 4, 17-inch..... 4.25
Do No. 5, 19-inch..... 5.75
Do No. 6, 21-inch..... 7.50

Per nest.
Maple Nests, 3, 13, 15, 17-inch ..... .71
Same, 4, 13, 15, 17, 19-inch 1.20
Same, 5, 13 to 21-inch... 1.81

BROOMS.

Per Doz.
Patent Cap, No. 1..... 3.30
Patent Cap, No. 2..... 3.60
Patent Cap, No. 3..... 3.85
Extra Patent, No. 1..... 3.85
Extra Patent, No. 2..... 2.60
Extra Patent, No. 3..... 2.40
Ladies' Pride, No. 1..... 2.85
Ladies' Pride, No. 2..... 2.60
Ladies' Pride, No. 3..... 2.40
Little Beauties 3.00
Ladies' Delight 2.80
Toy, 2 strings..... .90 1.35
Wisp, 2 strings ..... .90 1.25

BRUSHES.

Per Doz.
Dust 2.00 12.00
Scrubbing ..... .55 3.00
Dandy 1.50 5.75

Shoe Brushes.

No. 1, black tampico 1.10
No. 2, bristles 1.65
No. 3, white bristles 1.75
No 4, bristles 2.00
No. 5, white bristles 2.25
No. 6, horse hair 2.70
No. 7, bristles 3.90

Stove Brushes.

Per Doz.
No. 1, tampico, handles...90c-$1.10
No 2, bristles, handles..... 1.85
No. 3, tampico, handles..... 1.85
No. 4 bristles handles..... 3.25

Ox Fibre Brushes.

Per Doz.
Scrub, T. & B., 9x2½ in face .80
Do Hub, 10x2¾ in face. 2.00
Do Magic, 7½x2 in face 1.10
Do Owl, 6½x1¼ in face .85
Do Cat, 10½x2½ in face 1.50
Do Rat, 8½x2½ in face 1.25
Do Mouse, 6¾x2½ in fa 1.00
Do Alligator, 10½x2¾ in face 2.25
Do Goose, 8¾x2¾ in fce 2.00
Do Duck, 6¼x2¾ in fce 1.50
Stove, Hustler, 8½x2½ in face 2.25
Sink, Bell, 3½x2½ in face 1.40
Sink, Gong, 4¾x3¾ in face 2.25
Horse, Pointer, 10x3¼ in face 3.00
Creamery, Jersey, 9x5 in face 3.25
Creamery, Holstein, 9½x5¼ in face 3.50
Dust, Peacock, 10½x4 in face 2.25
Hand, Windsor, 4½x1¼ in face, per gross..... 6.00
Whitewash, Snowstorm, 9-in., per doz..... 2.00
Same, 8-in., per doz..... 1.75
Same, 7-in., per doz..... 1.50

CAN OPENERS.

Diamond, per doz $0.75
Crown, per doz 1.25
Scissors, per doz 2.25

CARPET SWEEPERS.

Bissells, per doz.25 00 to 27.00
King, per doz 24.00

CHEESE SAFES.

Round, No 1, 10-in $2.20
Round, No 2, 22-in 2 25
Round, No 3, 24-in 3 50
Square, each 4.00

Clothes Line.

Hemp, 40-foot, per doz $0 80
Hemp, 60-foot, per doz 1 25
Cotton, 40 foot, per doz .. 80
Cotton, 60-foot, per doz.. 1 20
Cotton, 72-foot, per doz.. .... 1.75
Manila, 40-foot, per doz .. 1 25
Manila, 60-foot, per doz 2 50
Sash Cord, 70-foot, per doz 1 75
Sash Cord, 80-foot, per doz 2 00
Wire Cord, 50-foot, per doz . 1 05
Wire Cord, 75-foot, per doz.. 1 60
Wire Cord, 100-foot, per doz.. 2.75

COLUMN 33.

Clothes Line Pulleys.

Galv. Iron, per doz.....$0.65

CLOTHESPINS.

Common, per bx of 5 gross .65
U. S. Patent Spring, per gr .60

COFFEE MILLS.

Enterprise, Family, No. 1, doz.$3.50
Enterprise, Family, No. 2, doz. 3.50
Enterprise, counter, ea....5.50-35.00

CORKS.

Wine, pt size, per M.....$4.75
Wine, qt size, per M..... 5.25

Demijohns.

(Less 40-10-5 per cent discount.)
¼-gal., doz..$3.25 2-gal., doz..$10.50
½-gal., doz.. 4.50 3-gal., doz.. 13.50
1-gal., doz... 6.50 5-gal., doz.. 19.00

Dust Pans.

No. 1 Japan, doz..... .67
Covered, doz 1.14
Janitor, doz 2 25

Dusters.

China, fancy colored, doz.... .75
Standard Turkey, No. 10, doz.. 1.50
Standard Turkey, No. 12, doz.. 2.00
Standard Turkey, No. 14, doz.. 2.60
Standard Turkey, No. 16, doz.. 3.15
Standard Turkey, No. 18, doz.. 3.75

DOOR MATS, COCOA.

Per Doz.
Light, No. 1, 14x24..... 4.00
Do No. 2, 16x27..... 5.50
Do No. 3, 18x30..... 7.25
Do No. 4, 20x33..... 9.00
Medium, No. 1, 14x25..... 5.25
Medium, No. 2, 16x27..... 6.75
Medium, No. 3, 18x30..... 8.50
Medium, No. 4, 20x33..... 10 25
Extra, No. 2, 16x27..... 9.50
Extra, No. 3, 18x30..... 12.50
Extra, No. 4, 20x33..... 15.00
Extra, No. 5, 22x36..... 18.00
Keystone Steel Mats.....

Faucets.

Cork lined, No. 1, doz.....$0.60
Cork lined, No. 2, doz..... 75
Cork lined, No. 3, doz..... 90
Cork lined, No. 4, doz..... 1.25
Cork lined, No. 5, doz..... 1 50
Molasses Gates $0.25
Self-Measuring Faucets, each. 3.00
Syrup Pumps (Ent'rprise), ea. 5.75
Syrup Pumps with auger, ea.. 6 00

Ironing Boards.

4-ft.., per doz..... 1 20
4½-ft.. per doz..... 4.75
5-ft., per doz 5.25
5½-ft., per doz 5 75

LAMP CHIMNEYS.

XX Eureka Grade.
Eureka Crimp Top in Cartons.

Per Doz.
No. O or E, 6 doz. in case .75
No. 1 or A, 6 doz. in case .75
No. 2 or B, 6 doz. in case. .95

Eureka Electric. In Cartons.

No. 2, 6 doz. in case, per doz. 1.00

Lantern Globes. per doz.
Packed 5 doz. in case.. .. 70

Eureka Rochester.

Per Doz
No. 1, 6 doz. in case.... .85
No. 2, 6 doz. in case..... 1.05
No. 3, 6 doz. in case..... 2.10

Macbeath Pearl Top.

No. 1 or A, 6 doz. in case .85
No. 2 or B, 6 doz. in case. 1.05

La Bastie.
Heaviest and best in market.

Per Doz.
No. A, plain bulk, 6 doz. in case 1.20
No. B, plain bulk, 6 doz in case 1.50
No A crimp bulk, 6 doz. in case 1.80
No. B, crimp bulk, 6 doz. in case 1 60

Common Chimney.

Per Doz
No. 0 or E, 6 doz. in case. .40
No. 1 or A, 6 doz. in case.. .45
No. 2 or B, 6 doz. in case. .65

Common Rochester.

No. 1, 6 doz. in case..... .80
No. 2, 6 doz. in case..... 90
No. 3, 3 doz. in case..... 2.00

Lamp Burners.

0 or E, per doz.....$0.50
1 or A, per doz..... 60
2 or B, per doz..4..... 75
(Blaze fits 13 collar, takes E wick)
Solar Burners, doz 1 50

LEMON SQUEEZERS.

Ball, per doz $0 90
Glass, No 1 per doz 75
Glass, No. 2 (for oranges) doz 85

MOPS AND HANDLES.

Per Doz
9-lb. Mops ..... 1 20 and 1 50
12 lb Mops ..... 1 60 and 2 00
Patent Mop Handles 1 00
Plain Mop Handles 90

PAILS.

Per Doz.
Wood, painted, 2 hoops 2 25
Wood, varnished, 3 hoops 2 25
White Cedar, 3 galv hoops 2 75
Flaxe 3 50
Galvanized, 10 quarts 1.75
Galvanized, 12 quarts 2 0
Galvanized, 14 quarts 2 35

SHELF PAPER.

Per gross.
Narrow, assorted colors. .12
Wide, assorted colors.... .35

COLUMN 34.

TUBS.

White Cedar—No. 0, 13.00; No. 1, 10.50; No. 2, 9.00; No. 3, 8.00.

Painted or varnished—No. 0, 11.40; No. 1, 9.60; No. 2, 8.40; No. 3, 7.20.

Fiber—No. 0, 18.00; No. 1, 14.50; No. 2, 12.50; No. 3, 11.00.

Galvanized—No. 1, 5.40; No. 2, 6.20; No. 3, 7.00.

WASHBOARDS.

Per Doz.
California, regular size..... 1.80
California, small ..... .90
Stag 2.75
Bronze 3.50
Good Enough 2.25
Anchor, single 1.90
Nameless 2.25
Peerless, double 3.50
North Star 3.50
North Star, protector ... 4.00
Crystal Glass 3.75
Misses 1.50
Toy ..... .90

WICKING.

Grs.
Lamp, 0 or E, ⅞-in.. ....$0.35
Lamp, 1 or A, ⅞-in ..... .45
Lamp, 2 or B, 1-in..... .65
Lamp, 3 or D, 1¼-in..... 1.00
No. 1 Rochester 2.25
No. 2 Rochester 3.00
No 3, Mammoth 10.50
Junior Rochester 1.75
Stoves, 3-in 2.00
Stoves, 3¼-in. 2.40
Stoves, 4-in 2.75
Stoves, 4½-in 3.00
Stoves, 5-in 3.50

WRINGERS.

Wood Frame Novelty.
Two top screws; iron tub clamps.

Per Doz.
No. 360, 10x1¾ in 27.00
No. 361, 11x1¾ in 36.00
No. 362, 12x1¾ in 42.00

One top screw; wooden top clamps.

No. 360, 10x1¾ in.....31.00
No. 361, 11x1¾ in.....36.00
No. 362, 12x1¾ in.....42.00

Ball Bearing.

No. 330, 10x1¾ in.....40.00

MISCELLANEOUS.

Barrels, paper, 100-lbs, ea. .80
Barrels, pa., 50 lbs ea..... .65
Barrel Covers, 17-in. (flour barrel size), per doz..... 1.80
Barrel Covers, 21-in (sugar barrel size), per doz..... 2.70
Basins, fiber, 12-in., pr dz. 2.25
Basins, fiber, 1½-in., per doz..... 2.50
Brownies, per doz ...85, 1.15 1.35
Butter Ladles, plain, doz . 45
Butter Ladles, clays, doz 85
Butter Spades, doz 40
Dishes, oval 1, 2 and 3-lb, per 1,000.....2.20, 2.30, 2.90
Dishes, wire end..... .....1.35, 1.80, 2.35, 2.85, 3.25
Egg Beaters, Dover..... 1.00
Lemon Squeezers, fiber, dz 1.25
Measures, fiber, 4 pts 1.25
(Set pt., qt., ½ gal and funnel)
Lanterns, O Tubular, doz. 5.25
Lanterns, candle, frame, only doz. 1.00
Lantern Candle, with chimney, doz. 1.75
Lantern globes, in bbls. 70@95
Mouse Traps, 1 to 6 holes, doz., 6 holes.. ..... .60
Traps, mouse, "Do-it-easy," doz. 25
Traps rat, "Blizzard," doz.... 1 25
Nest Eggs, per doz 20
Oil Cans, 1 gal., cush., per doz 1.50-4 50
Oil Cans, 1 gal., galvanized Iron 1.95
Oil Cans, 5 gal., galvanized Iron 6.00
Potato Mashers, per doz.45@75
Rolling Pins, per doz 1.20 and 1.45
Spoons, wooden...30c, 37c .65
Step Ladders, each per ft ..... .17 .40
Tacks, steel, assrd, 2-oz, doz.... 25
Tacks, Common, 2 oz., doz.. 11
Tapers, gay, 20/17-in, sigs, doz 65
Tobacco Cutters, standard, ea 80
Toothpicks, per case, 110 box 2.25
Twine Holders, hanging, doz. 2 00
Twine Holders, counter, doz 3.10
Spittoons, fiber, 13-inch.. 6.00
Spittoons, fiber, 12-inch .. 4.75
Spittoons, fiber, 9-inch... 4.00
Whips 90
Window Screens, 12-in., doz.. 1.52
Window Screens, 18-in doz. 2 00
Window Screens, 24-in., doz.. 2.51

STATIONERY.

Blank Books.

Counter, 48-leaf $ .50
Counter, 92-leaf ..... .75
Cash Day & Ledger, per 100 pp ..... 100@ .40
Full bound 500@ .75

Writing Paper.

Ream.
Commercial Note, 3lb 150@ .75
Commercial Note, 6lb. 400@ .90
Letter, 10 lb, ex. ..... 200@1.50
Cap, 12 lb, ex ..... 1 00@1.80

Scott & Gilbert Co.
Manufacturers.
214-216 Mission St., San Francisco



In 3 dozen cases per

Alaska Seal Oil.... 20 00
Top Notch ... 15 0
Russian 12 00
Boss..... 9 00

COLUMN 35.

Envelopes.

	Per M
XX, 5-in.	1.00@1.50
XX 6-in.	1.10@1.60
XXX, 10-in.	2.80
XX, 4-in., Baronial, cream or white	1.40@1.80
XX, 5-in., Baronial cream or white	1.60@2.00

Inks.

Scott & Gilbert Co.,
Manufacturers,
214-216 Mission Street, San Francisco

SUNSET BLUE BLACK



	gross
Cones, 3 dozen case	$4.50
2 oz. round studs 3 dz.	4 50
	doz.
4 oz. round studs, 3 dz.	75
½ pints, 2 doz case	1 25
Pints, 2 doz. in case	2 00
Quarts, 1 doz. in case	3 50
	gal.
5 gallon kegs	70
10 gallon kegs	60
Barrels	50
Assorted colors,	doz.
1 oz, stands, any color	50
2 oz. stands, any color	75

BLACKSTONE MFG. CO.
1960 Howard St., S. F., Cal.



	Gross
Cones, 3 doz to cs.	$3.75
2-oz., Rnd Cylndr, 3 doz to cs.	3.90
3-oz., Rnd Cylndr, 3 doz to cs.	5.75
4-oz., Rnd Cylndr, 3 doz to cs.	6.50
	Doz.
8-oz., Rnd Cylndr, 2 doz to cs.	1.15
16-oz., Rnd Cylndr, 1 doz to cs.	2.00
Full qts., Rnd Cylndr, 1 doz to cs	3.75

Above prices are for Jet Black, Blue Black, Green, Blue, Violet and Carmine Inks.
(Copying Inks 10 per cent additional.)

Miscellaneous.

Carter's or Sanford blk cylinder, gross	4.50
Sanford's, 4 oz., black cylinders, doz.	60
Sanford's ½ pt, doz.	1.75@2 00
Sanford's pts, doz	3.00@4.50
Sanford's qts., doz.	5.00@7.50

Lead Pencils.

	Gross.
Plain cedar	60
Black polished	1.10
Cedar, rubber tip	1.00
Red polished, metal rubber tip	1.50@3.50
Carpenters'	1.75@2.25
Eagle Automatic, doz..	85@2.00
doz.	40@1.80



Mucilage

Scott & Gilbert Company
Makers, 214-216 Mission St
San Francisco, Cal.

SUNSET EXTRA HEAVY

	doz.
2 oz. cones, 3 doz. cs	37½
3 oz cones, 3 doz. cs.	75
½ pints, 1 doz case	2 00
Pints, 1 doz. in case	3 50
Quarts, 1 doz. in case	7 00
Gallons, ½ doz. ca e	20 00

Blackstone Mfg. Co.
1960 Howard St. S. F., Cal.

	Gross.
2-oz. Cones, 3 doz. to cs.	$4.00
3-oz. cylndrs, 3 doz to cs.	5.75
	Doz.
8-oz. round, 2 doz to cs.	1.75
16-oz. round, 1 doz. to cs.	3.00
Full qts., 1 doz. to cs.	5.00

Bulk quotations (5, 10 and 30-gal.) on application.

Steel Pens.

	per gr. Gross.
Railroad, 1 gross in box	$0.40
Stub No. 413	40
Falcon	40
Bank	40
Easy Writer	50
Extra Fine	45
Elastic	45
Railroad Stub	40
Ladies' Falcon	40
School	40
Spencerian No. 1	85
Gilletts No. 404	50
Gilletts No. 303	1.00

COLUMN 36.

Department 21.

DRUGS.

Acid, Carbolic, 2-oz doz	...	$1.50
Alcohol, 95 pct, cas, gal	...	2.85
Aloes, cape	lb	.20
Alum, lump (powdered 6 @ 8)	lb	.03 .04
Ammonia. carbonate	lb	... .18
Arrowroot, Bermuda, ¼-lb, 12 in box, per lb	...	32
Bark, Cassia	lb	.15 .18
Bark, Cassia, powd.	lb	... .25
Bark, Elm, slippery, ¼s and ½s	lb	... .40
Bark, Sassafras	lb	... .25
Bay Leaves	...	... .15
Bay Rum	gal	... 2.75
Carbon, Bi-sulp, East., 1-lb bot	lb	... .35
Carbon Bi-sulp, Wheeler's, 1-gal can	...	1.35
" " "	5-gal	... 4.25
Cobalt (powd)	lb	... .30
Copper, Sulphate (bbl. 5½c)	lb	.07 .09
Copperas, by bbl. 1¼c	lb	.06 .06
Cuttle Bone	lb	... .40
Epsom Salts	lb	.03½ .05
Glycerine, 2-oz	doz	... 1.50
Gum Aloes	lb	... .20
Gum Arabis, sftd sts	lb	... .35
Gum Asfœtida	lb	... .50
Gum Camphor	lb	.95 .98
Lampblack, papers	lb	.12½ .15
Lime, Chloride, lb cartons	doz	... .90
Lime, Chloride, 40-lb cans		... .04
Lozenges, Licorice, Y. & S.	lb	... .30
Lozenges, Peppermint, extra strong	lb	... .50
Lozenges, Potass, Chlorate	lb	.35 .40
Lozenges, Potass, Chlorate	doz	... .75
Magnesia Carbonate, lb		... .25
Manna Flake, small, lb		... .60
Moss, Irish	lb	... .15
Oil, Sperm	gal	... 1.00
Oil, Sewing Machine, dz		... .75
Paregoric	lb	... .70
Paregoric, 2-oz bot, doz		... 1.50
Paris White	lb	... .08
Paris Green	lb	.19 .25
Phosphorus, 1-lb can	lb	... .85
Phosphorus, 1½-lb can	lb	... .95
Phosphorus, ¼-lb can	lb	... 1.05
Quinine, 1-oz vials	oz	... 40
Quinine, 5-oz cans	oz	... 35
Root Licorice	lb	... .15
Rosin, small lots		... .04
Root Rhubarb, E. I.	lb	1.25 1.50
Saltpetre (original bbls. 7c)	lb	.10 .12
Salts, Epsom	lb	.05 .06
Salts, Glauber	lb	... .04
Salts, Soda by bbl, 1½ c		... "
Sand, bird	lb	... .04
Sand, bird, in crtns, dz		... .75
Sodium, bi-carbonate, keg, 2½c	lb	... .06
Spirits Nitre, 2-oz	doz	... 1.50
Spirits Camphor, 2-oz bot	doz	... 1.50
Stone, Pumice	lb	... .10
Stone, Pumice, powd.	lb	... .10
Stone, Rotten	lb	... .12
Stone, Rotten, powd.	lb	... .10
Strychnine, cryst'd, R. & S., ½-oz bot	oz	... 1.10
Strychnine, cryst'd, R. & S., 1-oz bot	oz	... .90
Strychnine, powdered, ½-oz bot.	oz	... 1.05
Strychnine, powdered, 1-oz bot.	oz	... .85
Sulphur, Calif. ground, bbl	lb	... .01¾
Sulphur, Flower's French, bag	lb	... .02½
Sulphur, California, sublimed	lb	... .02½
Syrup, Rhubarb, 2-oz bot	doz	... 1.50
Syrup, Squills, 2-oz doz		... 1.50
Syrup, Squills, comp'd, 2-oz bot	doz	... 1.50
Tar Pine, pt cans	doz	... 1.00
Tar Pine, quart	doz	... 1.75
Tincture Arnica, 2-oz bot	doz	... 1.50
Tincture Iodine, 1-oz	doz	... 1.50
Tincture Opium, U. S. P., 2-oz bot	doz	... 2.50
Tincture Opium, Camphorated, 2-oz bot.	doz	... 1.50
Wax, Japan	lb	... .25
Woods, Fustic	lb	... .06
Woods, Logwood Chip.	lb	... .06
Whiting, lrg, b'x of 2 dz		... 1.25
Whiting, sml, bx 31 pkg		... 1.25
Whiting assorted, box		... 1.25
Whiting, bulk	lb	... 2½

COLUMN 37.

Patent Medicines.

Amycose, Nelson, doz.	$ 5.00
Aperient, Tarrant, 2-oz., 4-oz., $4.00; 8-oz., $8.00.	2.00
August Flower	5.50
Balm, Chamberlain's Pain	4.00
Balsam, Wistar's, 2-oz., 4-oz., $4.00; 8-oz., $8.00.	2.00
Beans, Smith's Bile	2.00
Bitters, Hostetter	8.50
Bitters, Lash	8.00
Bromo Seltzer, 10c size	.80
2-oz., $2.00; 4-oz., $4.00; ½-lb.,	7.50
Cascarets, 10c size	1.00
25c, $2.40; 50c	4.80
Castoria	2.80
Charcoal, Bishop's Willow.	.75
Compound, Paine's Celery	8.00
Compound, Pinkham's	8.25
Cold Cream, Bishop's	1.50
Cure, Hall's Catarrh	6.00
Cure, Piso Consumption	2.00
Cure, Schiff's Asthma sm.	4.20
Cure, Schiff's Asthma, lge.	8.40
Cure, Shiloh, Consumption sm., $2.00; med., $4.00; lg.	8.00
Cure, Warner's Safe	8.00
Discovery, Kennedy's	12.75
Discovery, King's, large, $8.00; small	4.00
Discovery, Pierce's	8.00
Discovery, Willey's	3.75
Dyes, Diamond	.75
Emulsion, Scott's, large.	8.00
Emulsion, Scott's, small.	4.25
Expectorant, Jayne's, small	4.00
Expectorant, Jayne's, large.	8.00
Extract, Malt, Hoff's	3.00
Extract, Hoff's Malt and Iron	3.50
Extract, Pond's, small	4.00
Medium, $8.00; large	16.00
Food, Mellin's, large	6.50
Food, Mellin's, small	4.00
Hood's Sarsaparilla, per doz.	8 75
Injection, Bachelor's	9.00
Injection, Big G.	8.00
Jamaica Ginger, Burns	1.50
Liniment, H. H., small	3.75
Liniment, H. H. H., large	7.00
Listerine, small	2.00
Listerine, large	8.00
Magnesia, Citrate, Solution.	2.00
Magnesia, Citrate, Effrvnt.	2.00
Malted Milk, small	4.50
Malted Milk, large	9.00
Ointment, Carbolic	1.25
Ointment, Trask's, small	2.00
Ointment, Trask's, large	3.25
Paine's Celery Compound per doz.	8.00
Pain Killer, Perry Davis, sm	2.25
Pain Killer, Perry Davis, lg	4.50
Paper, Bishop's Fly, grs.	2.00
Pectoral, Ayers, small	2.25
Medium, $4.50; large	8.75
Peruna	8.00
Pills, Ayers	2.00
Pills, Jaynes	1.50
Pills, Pierce's	1.50
Pills, Schencks'	1.60
Pills, Williams' Pink	4.00
Plasters, Allcocks	1.15
Plasters, Belladona	1.00
St. Julien Condition Powder.	1 50
Powders, Bishop, headache.	1.50
Powders, Seidlitz, small.	1.25
Powders, Seidlitz, large.	2.50
Remedy Chamberlain Cough	2.00
Remedy, Chamberlain Cough large	4.00
Remedy, Moore's Poison Oak	2.00
Remedy, McLellan's Diphtheria	8.50
Resolvent, Cuticura	9.20
Rough on Rats, large	2.10
Rough on Rats, small	1.25
Salve, Pettit, Eye	2.00
Salve, Russia	2.00
Sarsaparilla, Ayres	8.75
Sarsaparilla, Joy's	8.00
Sarsaparilla, Hood's	8.75
Sarsaparilla, Indian	6.00
Specific, S. S. S., small	8.00
Specific, S. S. S., large	14.00
Swamp Root, large	8.00
Swamp Root, small	4.00
Syrup, Boschee's	5.50
Syrup, Fellows	12.50
Syrup of Figs	4.00
Tea, Garfield, 2-oz.	2.00
4-oz., $4.00; 8-oz.	8.00
Troches, Brown's	1.90
Vermifuge, Jayne's	3.00
Vigor, Ayres Hair	8.00
Water, Eye, Thompson	2.00
Water, Florida, Mack, sm.	1.50
Water, Florida, Mack, lg.	4.00
Water, Florida, M. & L., sm	1.75
Water, Florida, M. & L., lg	5.50

COLUMN 38.

Department 22.

TOBACCO, CIGARS, SMOKERS' SUPPLIES, ETC.

AMERICAN TOBACCO CO.

Plug Tobacco.

Battle Ax, 16 oz, 3x12, 6 cuts, 12, 24 lb	40
Big Gun, 16 lb butts, 16 oz., 3x12, 6 cuts	45
Boot Jack, 6½ oz, 3x12, 8 cuts, 1, 4, 8 and 12 lb	34
Boot Jack, as above, 2-lb, fancy wooden boxes	
Brandywine 4 to lb., 2¼x9, 3 cuts, 4 and 8 lb	48
Bullion, 16 oz, 3x12, 12 lb	48
" 6 to lb., 1x6, 20 lb	51
Burr Oak, 16 oz., 3 x 12 emb., 6 and 12 lb.	44
Climax, 16 oz, 2x12, 6 cuts, 6, 12 and 30 lb	46
Climax, 7 oz, 2x12, R & R 6 cuts. 7, 10½ and 21 lb.	49
Climax, 7 oz, 3x12, thin, 7 and 14 lb	49
Climax, 6 to lb, 2x3, Twin 4s 4 lb boxes	55
Climax, 14 to lb, 1x8, Figs 4 lb boxes	55
Cross Bow, 14 oz, 3x12, 4 cuts 14 lb	39
Drummond Nat., 5½ oz. 3x12, 8 cuts, 5, 8, and 12 lb	65
Five Brothers, 4 oz, 3x6, 2 cuts, 4 and 8 lb	67
Gold Rope 7 to lb. 3, 6, 12 lb.	58
Gold Rope 14 to lb. 4, 8 lb	60
Good Luck, 8 oz, 3x6, 10 lb.	46
Granger Twist, 12 and 15 lb pails	46
Horse Shoe, 16 oz, 3x12, 6 cuts, 3, 12 and 24 lb	45
J. T., 7 oz, R & R, 2x6, 2 cuts, 10½ and 21 lb	40
J. T., 7 oz, Smo. 2x6, 2 cuts, 10½ and 21 lb, R & R	10
J. T., 14 oz, Smo. 3x12, 4 cuts, 10½ and 21 lb.	10
Newsboy, 5 to lb, 2¼x4½, 8, 16 and 24-lbs	48
Nobby Spun Roll, 7 to lb, 1½x8½ 3, 6 and 12 lb	59
Old Honesty, 15 oz, 3x12, 6 cuts, 7½, 15 and 30 lb	45
Old Kentucky, 6 to lb, R. & R., 8, 16½ and 25 lb.	49
Old Peach and Honey, 6 to lb 8 lb. butts	49
Out of Sight, 12 and 24-lb. butts, 12 oz., 3x12, 3 cuts	36
Piper Heidsieck, 5½ oz, 2½x8, 3 cuts, 4, 7, 14 lb	71
Red Cross, 16 oz, 3x12, 4 cuts 12 and 24 butts	
Red Ribbon Twist, 10 to lb, 6 inch, 8 lb pecks, 16 lb. ½ bus	41
6 for 10, 10½ oz, 3x12, 3 cuts, 24 lb	36
Saw Log, 16 oz, 2x12, 6 cuts, 24 lb	47
Saw Log, 32 oz, 3x12, 12 cuts, 32 and 48 lb	47
Something Good, 5½ to lb, 2x4 9, 18 lb	46
Spear Head 16 oz, 2x12, 6 cuts, 6, 18 and 30 lb.	46
Spear Head, 7 oz. 2x12, 6 cuts, 7, 10½ and 21 lb	49
Standard Navy, 14 oz, 3x12, 4 cuts, 14 and 28 lb.	39
Star, 16 oz, 3x12, 6 cuts, 12, 24 and 52 lb	46
Weissinger's Special, 5 1-3 oz., 3 x 12 emb, 2, 6, 12 lb.	65
W. N. T. Nat. Leaf, 6 and 12 lbs., bxs., 5½ ozs., 3x12	59

Smoking Tobacco.

(5-lb Cartons, 25 and 30-lb cases.)

Seal of N. C., 1⅔ oz, foil	$0.68
Seal of N. C., 3½ oz, foil	.62
Seal of N. C., 8 oz, foil	.59
Seal of N. C., 16 oz, foil	.59
Old Gold, 1⅔ oz, foil or pouch	.70
Old English curve cut, 1⅔ oz	.74
Old English curve cut, 3½ oz (In curved tins.)	.74
Pedro, 2½ oz, foil	.49
Pedro, 2½ oz, pouch	.51
Pedro, 2½ oz, assorted	.50
Pedro, 16 oz, tin canisters	52
Dixie Queen, 1⅔ oz, foil	.40
Dixie Queen, 16 oz, tin canisters, 6-lb cartons, 24-lb cas	.43
Duke's Mixture, 1⅔-oz sack	.89
Arlington, 1⅔ oz, foil	.65
Cross Cut, 1⅔ oz. foil	.60
Duke's Cameo, 1⅔ oz	.42
Duke's Cameo, 2½ oz, foil	.45
Melrose, 1⅔ oz, foil	.65
Fragrant Vanity Fair, 1⅔ oz, foil	.95
Red Indian Plug Cut, 1⅔ oz and 3½ oz, foil	.42
Red Indian Plug Cut, 16-oz pails	.44
Fashion, 1⅔ oz	.41
Fashion, 16-oz pails	.44
Bull Durham, 1 oz	.66
Bull Durham, 1⅔ oz	.66
Bull Durham, 3½ oz	.60
Bull Durham, 8 oz	.58
Bull Durham, 16 oz	.58
Pick Leaf, gran, 1 oz, 25-lb cs	.60
Corn Cake, gran, 1-lb bags, 25-lb cases, per lb	.23
Echo Plug Cut, 1⅔ oz	.48
Red Bell, 1⅔ oz	.42

COLUMN 39.

Red Bell, 16-oz pails	.43
Oriental Mixture, 3⅓-oz tin	1.00
Imperial Mixture, 2⅓-oz tin	1.20
Plum, 1⅔ oz, foil	.62
Three Kings Mixture, 3⅓-oz tins	1.35
Monte Cristo Mixture, 3⅓-oz tins	1.50
Yale Mixture, 1-oz tin	1.35
Yale Mixture, 1⅔-oz tin	1.60
Yale Mixture, 3⅓-oz tin	1.55
Honey Dip Twist, 10 to lb	.45
Master Workman, 10-oz plug, smoking	.47
Old Virginia Plug, smoking, 5 oz, 10½ lb., 6x5	.42

Fine Cut Chewing.

Hiawatha, 1 oz	.58
Hiawatha, 10-lb bulk, bright or dark	.56
Hiawatha, b'ght or d'k, 1-lb tins, 5-lb. pails	.58
Sweet Cuba, b'ght or d'k, 1-lb tins, 5-lb. pails	.44

Cigarettes.

Fragrant Vanity Fair	$4 08
Duke's Cameo	4.08
Sweet Caporal	4.08
Virginia Brights	4 08
Old Dominion	3.98
Pets (foil packages)	6.52
Richmond Straight Cuts	6.62
Turkish Trophies	7.75
Egyptian Deities, No. 1, 10s	21.50
Egyptian Deities, No. 2, 10s	$18.36, 19.33
Mogul	11.22

Cheroots, Etc.

Old Virginia Cheroots, 5's	12.50
Old Virginia Cheroots, 5's	14.00
Between the Acts Little Cigars, 10's, tin and paper	8.50
Bengal Little Cigars, 10's	7.50
Royal Bengal, 10 in pkg	12.00
Van Bibber Little Cigars	17.50
Sub Rosa Cigarros, 10s, per 1,000	4.10

Cigarette Papers.

Vanity Fair, 50 pkgs in box	1 05
Wheat Straw, 50 pkgs in box	1.25
Wheat Straw, 100 pkgs in box	2.50
Wild Oats, 40 pkgs in box	.90
Red Seal, 50 pkgs in box	.25
Corn Husk, 50 pkgs in box	1.15
Corn Husk, 100 pkgs in box	2.30
Interlock, 50	1.15
" 100	2.25

THE HILSON CO.

Hoffmann House Little Cigars, 10 in package, 250 in carton	$7.50
Hoffmann House Magnums, 10 package, 100 in carton	12.00
Hoffmann House Petit Duc, 10 in package, 100 in cart'n	15.00
Hoffmann House Cavaliers, 10 in package, 100 in cart'n	18.50

J. B. PACE TOBACCO CO.

Scroll Tag, twist, 6 to lb	.66
Scroll Tag, 10 oz	.66
Mastiff Plug Cut, 1⅔ oz	.67½
Mastiff Plug Cut, 3½ oz	.65½
Mastiff Plug Cut, 10 oz	.52

AMERICAN SNUFF CO.

French Rappee, 1⅔ oz, pr dz	.96
French Rappee, 3½ oz, pr dz	1.80
French Rappee, 16-oz jars, per lb	.65
Maccaboy, 1⅔ oz, per doz	.96
Maccaboy, 3½ oz, per doz	1.80
Maccaboy, 16-oz jars, per lb	.60
Irish High Toast, 16-oz. jars, per lb	.57
Scotch Lilienthal's, in bladders	.60

CIGARS.

Porto Rico Cigar Co.

El Primero, Forziano Porto Rico	30.00
El Manifesto, Invincible Roosevelt Porto Rico	87.50

PIPES.

	Per Doz.
Cobs, Hot Shot, 3 doz	$0.25
Cobs, Gem, 3 doz	.25
Cobs, No. 3, 3 doz	.50
Brier, W. P. & Co., Assorted, 3 doz	2.00
Brier, Display Stands, 1 doz	2.00
Brier, Showcase Assortment, 3 doz	6.00
Pipe Mounts, 1 doz	.75
Cherry Stems, 2½x6 in	2.00
Cherry Stems, 2d 2½x6 in	.85
Clay Pipes, T. D., 1½ gross per box	1.25
	Per Box.
Clay Pipes, Woodstock, 1½ gr., per box	1.25
Uncle Sam Cob Pipe, 3 doz box	1.00
Eclipse Patent Cob Pipe, 3 doz. box	2.25
Climax Cob Pipe, 3 doz. box	2.25
Jewel Cob Pipe, 3 doz. box	.90
Dewey Cob Pipe, 3 doz. box	2.50
No. 19 Cob Pipes, 1 doz box	2.00

Original and Big Can. A Dainty and Popular Cream Commanding



A Fair Price

Its Superior Quality Is Recognized Wherever Sold.

Further Proofs of

Lily..... Cream's

Worth are the many imitations, both in size of can and private brands (offered as just as good) that are being constantly placed upon the market by unscrupulous competitors.

For Sale by All Jobbers

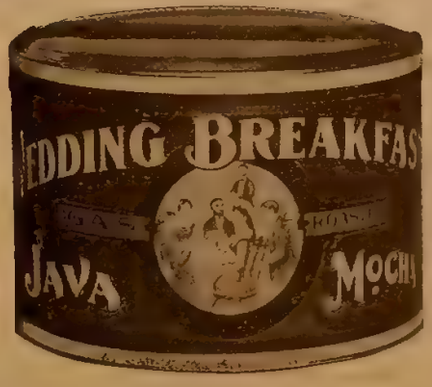
San Francisco Offices: **115 Davis Street.**

EVERY POUND OF

Wedding Breakfast COFFEE

PRODUCES A SATISFIED CUSTOMER

One Pound Specially Designed Tins



TRY A 16 Year Old Success

Roasted 5250 Feet Above Sea Level
(AND IT SELLS.)

NASH-SMITH TEA AND COFFEE **CO.**

Purveyors to Coffee Connoisseurs

DENVER — ST. LOUIS

FRANK B. PETERSON & CO., SAN FRANCISCO

UP TO THE GOVERNOR.

Continued from page 3.

cers was invoked and the threatened interference was prevented. As a result the measure passed the Assembly with only one dissenting vote, Assemblyman Coghlan of San Francisco speaking eloquently in its favor.

The man who voted against the measure was Cleaveland of Santa Cruz. It is worthy of note that the grocers of Santa Cruz allowed their association to lapse. It is safe to say that if their organization were active, Mr. Cleaveland would not have voted against this measure in the interests of the merchants of the State.

Two Important Measures.

Every reader of the **Advocate** should write his Senator urging him to favor the passage of the law to prevent the husband from transferring his property to his wife in order to defraud his creditors. This measure has passed the Assembly and is known as S. B. No. 56. It provides that the wife's property shall be responsible for bills for the necessaries of life, but exempts property she may have owned when she was married or that may come to her by will or succession. It will be readily understood that the only property that will be responsible under this law is that property which the husband and wife have earned together of which the husband may have secured and turned over to his wife in order to cheat his creditors.

A measure that will afford immense relief to all classes of merchants is the bill that will change the Statute of Limitations so that an open account begins to outlaw from the date of the last item and not from the date of the first item as at present. This measure would also make a payment on a bill renew the same. We present in this issue reasons why this measure should become a law.

The bill has not as yet been acted upon by the Judiciary Committee of either the Senate or Assembly. We would advise that our readers write the members of those committees urging them to give a favorable report on this measure, which, while it helps the retail merchants, will not conflict in any way with other interests.

The Senate Judiciary Committee is made up as follows:

Lukens (chairman), Selvage, Shortridge, Ward, Wolfe, Savage, Pendleton, Hahn, Muenter, Carter, Bauer, Simpson, Broughton, Irish, Anderson, Wright, Keane, Mattos, Curtin and Emmons.

The Assembly Judiciary Committee is made up of the following members:

Duryea (chairman), Houser, Beardslee, Walsh, McCartney, Dorsey, Waste, King, Treadwell, Burke, Gans, Busick, Cleveland, Espey, Creighton, Manwell, Thompson, McGowan, O'Brien, Weyand Pryor, Devlin and Drew.

Grocers should write to their representatives AT ONCE, as this session of the Legislature comes to an end on March 4, and unless something is done NOW, they will have to suffer at least two years more from the present unfair legislation.

SUGAR EQUALITY PLAN.

The Indiana Wholesale Grocers' Association has issued a new price list on sugars, placing quotations on the equality basis again. This plan has been used by Indiana wholesale grocers before, but for more than one year was abandoned.

ANOTHER ROCHDALE DISSOLVES.

More than two-thirds of the members of the Mountain View Rochdale Co. have filed a request of the directors to appoint a liquidator to close up their affairs. The reason assigned is inability to secure sufficient funds to conduct the business.

HAVE YOU NOTICED all these Signs around Town?

WUNDER BEER

It shows that most of the Grocers keep what people ask for—WUNDER BEER If YOU don't, wake up phone to our bottling works and they will send their man to see you.

Phone South 1098

JOHN D. BULLWINKEL GEO. M. AHRENS GEO. H. PEIN

Ahrens, Pein & Bullwinkle

WHOLESALE

Liquor Merchants

620 Post St., bet. Taylor and Jones

Sole Proprietors

O. K. "Royal Stag"



Kentucky Bourbon

"Chief Tonic" AND "Old Pal"

Kentucky Bourbon

Agents for the Celebrated Olympia Pale Lager, Olympia, Wash.

NATIONAL CASH REGISTERS

Sold on Easy Monthly Payments.

PIERCE & CO.

14 Turk Street, San Francisco, Cal.



J. F. Cutter Whiskey

IS THE BEST SELLER FOR THE RETAILER ON THE MARKET

E. Martin & Co.

Sole Agents

54 FIRST STREET

San Francisco

LASH'S KIDNEY & LIVER BITTERS

CURES DYSPEPSIA.

Cigars and Tobacco

CONFIDENCE IN GOODS.

There is Nothing More Essential to Success.

There is nothing more essential to success than confidence. A manufacturer without confidence in his own product cannot enthuse his salesmen in the lines he is sent out to sell.

The traveler without confidence in his goods is invariably a failure as a salesman, and the dealer who loses confidence in any of his brands invariably accumulates what is known in the trade as a "shelf-warmer."

There are dealers who can sell anything solely because they are gifted with a superabundance of confidence. Few are so constituted, however, and the only way they can get confidence in anything is by knowledge and experience.

The point for most dealers to note is that they should have a close and thorough knowledge of every branch of their business and of every line of goods they handle.

They should know the particular merits and smoking characteristics of every cigar, cigarette and brand of tobacco in their stock, the origin and process of manufacture of every line of pipes and fancy goods and all the other detail knowledge that will enable them to talk with thorough confidence to each customer.

W. T. Marshall has established himself in the cigar brokerage business at 402 Front street. His intention is to handle a domestic line of cigars which will surely meet with the approval of the general public, who are partial to a cigar which when placed upon the market will meet with a good demand. The cigars which are classed in his stock are well-known brands to jobbers in the East, who can speak for their reliability. Mr. Marshall has a thorough knowledge of the undertaking in which he is embarking, and as he is a young gentleman who has the capability of making friends and retaining them, there is no reason why he should not make a success in San Francisco. His father, E. D. Marshall, needs no introduction to the jobbers, as he is well known here, having been connected with the business for about 20 years, and is now representing the firm of Theabold & Oppenheimer, of Philadelphia.

Mr. Stark, of the L. Stark Co., of New York, will arrive in this city during the month of March.

W. H. Jones has advertised his cigar business at The Dalles for sale.

J. D. Whitaker is starting a cigar store at Independence, Ore.

Col. Alvaro Garcia, the senior member of the firm of Garcia, Vega & Carcaba, of New York, has returned from a month's trip to the Pacific coast.

Henry Arnke is fitting up a neat and artistic cigar store at Second and Jessie streets.

Jos. Ives is opening up a cigar store at Bellingham.

W. H. Spencer has succeeded C. B. Gardner & Co., cigars and confectionery, at Meyers Falls.

A. L. Fitzgerald has succeeded Fitzgerald & Yuilter, cigar factory, at Hoquiam.

The Marx-Newman Cigar Co., at Spokane, will start branches at Riverside and Bernard.

The Campbell Tobacco Co., of Greenville, Tenn., has sent out circulars to the local dealers in an endeavor to place their tobacco in this market.

"TOBACCO."

The anniversary number of this enterprising, newsy and up-to-date journal is one of typographical excellence, besides its columns consist of leading matter highly entertaining and beneficial to the trade. "Tobacco" is one of the most acceptable trade papers that reaches our desk.

A CHAMPION CHEESE CUTTER.

A cheese cutter that costs only $25 on easy terms and is guaranteed to do better and quicker work than any $50 machine on the market is offered on page 8 by W. A. Hawley, the Pacific coast agent. This is the "Dunn" machine, which cuts any weight cheese at any price per pound and is so simple that a child can operate it. Mr. Hawley explains the merits of his cheese cutter by stating that his factory has a greater capacity than any other similar factory and, by making more cutters than any other factory they are able to reduce the expense accordingly.

ANOTHER ROCHDALE CLOSES.

The Rochdale Store at Santa Barbara was very successful for a brief period. Its manager was a thorough grocer who won success for the company. He soon engaged in business for himself and the store then began to lose money and the company has now decided to go out of business.

YOU CAN RECOMMEND THEM.

In this issue of The Advocate special attention is called to the advertisement of the Seville Packing Co., on page 4. It makes an announcement that it can supply the grocers with Spanish Queen and Manzanilla olives in different sizes; also Pim-Olas and Baby Pim-Olas, the most delicious of all relishes The Seville Packing Co. has many imitators of their stuffed olives, but none of them give the satisfaction to the consumer nor sell as well by any means hence it behooves the grocer to stock up well with this article now, as this is the time of the year in which the demand is greater than usual.

Nicelle Olive Oil, another product of the Seville Packing Co., has been pronounced by the United States Bureau of Chemistry at Washington, D. C., to be the highest grade oil in the market.

While on exhibition at the Paris Exposition in 1900 it was given the award over all other oils. Nicelle Olive Oil is made and bottled in Nice, France, from selected, sound and mature olives.

Spohn-Patrick Company, Pacific Coast agents, will willingly give any information necessary by calling at their place of business, 18-22 Front street.

PUNISH SHORT WEIGHT GROCER.

Charles D. Leedy, a prominent grocer of Harrisburg, Pa., was arrested a short time ago and tried for giving short weight measure. Fifteen residents of Harrisburg testified against him. They all had a different story to tell. One found a half pound of cheese an ounce short in weight. Another found a shortage of four ounces in a pound of raisins. Another testified to a shortage of ¾ of a pound in a ham that was sold to him as weighing 7½ pounds. Another told of the shortage of 1¼ ounces in 2 pounds of sugar.

Mr. Leedy offered no evidence in his own behalf and was held at $500 bail.

LICENSE LAW FAILS.

The lower courts of Colorado have declared the Anti-Trading Stamp ordinance, recently passed in Denver, as unconstitutional. This ordinance practically legislated the Trading Stamp companies out of existence by a prohibitive license. The matter has not yet been decided by the highest courts.

A bill imposing a tax of $1,000 is now before the Legislature of Colorado. The "Trade" of Spokane says: "Thus far, laws framed along that line have stood the tests of the courts and the stamp promoters have been unable to overthrow them."

OPTIMO
BEST OF THE BEST
CLEAR HAVANA CIGARS
A. SANTAELLA & Co Tampa, Fla. Makers.

EHRMAN BROS. & CO.,
S. F. Distributers.

TRADE MARK

Time's Fruitage

Age matures, ripens, enriches and purifies, hence the superb quality of

Hunter Baltimore Rye

The Highest Standard of the American Gentleman's Whiskey

HILBERT MERCANTILE CO.
139-144 Second St., San Francisco
Phone Private 313

LANDIS TONIC BITTERS



A Pure Tonic and Laxative
—o—
Made from
Herbs, Seeds Roots, Barks
—o—
NATURE'S OWN REMEDY
FOR
Stomach and Blood Disorders

One of the finest Tonics to be used in any Liquors. Has a desirable flavor.

Made only by the
Occidental Chemical Co.
Incorporated
1664 MISSION STREET
Tel. Folsom 4156 SAN FRANCISCO

Gilt Edge Whiskies

Wichman, Lutgen & Co.
—Incorporated—
Importers and Wholesale Dealers in
WINES AND LIQUORS
will remove to their new quarters
29-31 Battery Street
on or about April 15th, 1904.

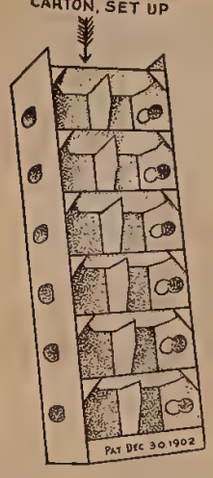
Mothers! Mothers!! Mothers!!!
Mrs. Winslow's Soothing Syrup
has been used for over SIXTY YEARS by MILLIONS of MOTHERS for their CHILDREN while TEETHING, with PERFECT SUCCESS. It SOOTHES the CHILD, SOFTENS the GUMS, ALLAYS all PAIN; CURES WIND COLIC, and is the best remedy for DIARRHŒA. Sold by Druggists in every part of the world. Be sure and ask for "Mrs. Winslow's Soothing Syrup," and take no other kind. Twenty-five cts. a bottle

UTOPIA GINGER ALE
Crystal Orange Cider
JU LIM-PE (the juice of limes with pepsin)
Specialties of the
Pure Water Company
P. O. Address, Golden Gate,
Oakland, California.

Call for ASTI WINES
PRODUCED BY THE ITALIAN SWISS COLONY
Dry Wine Vineyards, ASTI, Fulton, Sebastopol, Cloverdale, Sonoma County, Cal.
Sweet Wine Vineyards, Madera, Madera County, Kingsburg, Fresno County, and Lemoore, Kings County, Cal.
Office and Salesrooms, Cor. Battery and Greenwich Sts.
Vaults, 1235-1267 Battery St. 101-169 Greenwich St. 1334-1336 Sansome St., S. F.
P. C. Rossi, President Telephone Private Exchange 448. A. Sbarboro, Secretary

A. VIGNIER CO.
429-431 Battery Street San Francisco
IMPORTERS
Sardines, Olive Oils, French Preserves, Washing Blue, French Castile Soap: Clover Leaf, Virgin, Dahlia, mottled, Wines and Liquors—A. V. H. Cin—imported goods only.
Sole Agents for the Genuine CLICQUOT Champagne
Only the GENUINE, Imported direct from France, bears Vignier's LABEL

CARTON, SET UP



Manufacturers' Agents NOTICE

We desire to correspond with you in regard to handling our cartons.

Agents wanted all over United States except in Los Angeles and Denver.

In answering this advertisement, state what territory you can cover to advantage.

BLACK & FERGUSON,
San Jose, California.

Clerk's Corner

SHAPE YOUR OWN COURSE.

The Future of the Clerk Depends Upon His Mastering Details.

"Many boys who expect to make the grocery business their life-work," says R. L. Means in an article on energy as the builder of a clerk's future, "have the belief that to be successful it is necessary to gt a start with a big firm, and to have a pull. Of course, a pull is a factor in any business at the beginning, but it is totally unnecessary and useless to the beginner who is calculating on the ultimate accomplishment. The place to begin has nothing to do with the end, as the effort of the individual will shape its own course, and may lead from a small corner grocery to a responsible position in a big downtown concern.

Hard Work Necessary.

"In the grocery business a man must put forth his utmost effort at all times if he is to be a success. He must learn all of the 'tricks of the trade' and apply them as he goes. The man who can master the details with the greatest rapidity will be the one who receives the first advance, and to reach the top he will only find it necessary to keep the pace. To do this it requires only hard work and ordinary intelligence. Application is the main requirement. It is the man who works with a will that meets success—the man who works for the love of the work—that is the type that eventually places his hand upon the top round.

Corner Grocery Type.

"The corner grocery type is subject to the same conditions as the big exclusive store type. He may, and usually does, fall into the rut of habit, and remains throughout his life on the same corner. He, however, has the same chances that are open in the exclusive store. He has the chance for expansion, and expansion is the result of well directed energy. The man in this class meets the greatest breadth of work in that he is the 'whole thing.' He is buyer, seller, deliverer, bookkeeper, and usually sweeper out. This is an advantage only in that it reduces the monotony to some extent, but the general knowledge gained is not sufficient to give him superiority over the exclusive store clerk.

The Delivery Man.

"Amongst all grocery clerks the one who does only delivering is the one who has the easiest time. He is exposed to the weather, but he soon becomes used to that. He has lifting to do, but the back develops rapidly and there is no lifting in delivering that does not become easy after a few weeks' experience. The way in which clerks show their energy is by doing more than their share, more than is allotted to them, but the deliverer cannot do this, for he can only deliver what is put on his wagon. He can easily come out behind, but never ahead In that way he is handicapped—a chance is taken away from him.

"In whatever light the grocery clerk may be considered, he has a chance to rise. All that is required is energy."

TRAVELERS TO DANCE.

An entertainment and dance is to be given by the San Francisco Commercial Travelers' Association on Wednesday evening, March 1st, 1905, at Union Square Hall, 421 Post street. It will be an invitational affair and, as is usual with the entertainments of the S. F. C. T. A., will be high class in every particular.

YOUR EVERY WANT IN

PAPER

Can be
Supplied by

A. ZELLERBACH & SONS

416-426 Sansome St.

SAN FRANCISCO

CROWN BRAND
EPICURE CHEESE
A CHOICE ARTICLE.
A Rapid Seller at a Good Profit.
Not Equalled by Any on the Market.
SARDELLAS
ANCHIOVIS CAVIAR
TABLE SPECIALTIES.
A LARGE LINE
Of Guaranteed High Quality.
We solicit Attention of the Trade to our Offerings. Our Epicure Cheese will fully satisfy the most particular people. . . . .
EPICURE MANUFACTURING COMPY.
216 Davis Street
San Francisco
Factory, Los Angeles - - Cal.
Branches:
Portland, Or. Seattle, Wash.

YOU ARE ALWAYS SURE of a sale and a profit if you stock SAPOLIO. You can increase your trade and the comfort of your customers by stocking

HAND SAPOLIO

at once. It will sell and satisfy.

HAND SAPOLIO is a special toilet soap—superior to any other in countless ways—delicate enough for the baby's skin, and capable of removing any stain.
Costs the dealer the same as regular SAPOLIO, but should be sold at 10 cents per cake.

Groceery Markets.

Commercial Outlook of the Western World as shown by Present Conditions.

Office of the ADVOCATE.
Thursday Afternoon.

ADVANCES.

Ham, bacon and lard, ½c.
Limburger cheese, to 17c.
Lima beans, to $4.75.
Andalusia head rice.
Bloaters, No. 1, 150-160, to $35; No. 1, 75-80, to $18.50; grim, to $1.50; Cromarty, to $2.50.
Evaporated apples.
Walnuts.
Pacific codfish.
Maple Syrup—Old Manse, cans, gal. to $15; ¼ gal. to $8; ⅛ gal. $2.60; pint bottles, $3; 4½ gal. jackets gal. $1.15.

DECLINES.

Graham Flour, Cracked Wheat and Entire Wheat Flour have declined 25c per 100.
Napoleon Wheat Flour, per tin, to 75.
Cal. Ex. Light Bacon, to 15½.
Geisha Japan Rice, to $3.00.
Toyo Japan Rice, to $2.80.
Halibut, chunks, to 12½c.

SCARCE.

McLaren's bulk cheese.
G Star Oysters, 1s.
Dunbar Shrimps.

AGAIN IN MARKET.

Pala Grove Oil, pts., $8.75.
Confect. A Sugar.
Fruit Gran. Sugar.

SUGAR.

The trade is still at sea. The drop noted last week followed a slight decline in raws. There has been advances in raws since then that more than makes up for this decline.

COFFEE MARKET.

Lewin-Meyer Co. Report:
There has been considerable local activity since our last report. Holders have been making concessions and there has been considerable business in the Northwest and in Southern California.
European markets have declined 2 marks (equivalent to ½c per pound) for actual coffee. This brings it to a parity with the New York market. New York spots have not changed. The speculative market is up few points.

RICE MARKET.

M. Phillips & Co. report:
"The rice market remains quiet. Prices are held firm at recent advance and as soon as the spring trade opens we look for a big business. The low price of rice has increased the consumption.
"China rice and imported Japan rice remain the same as last quoted."

CANNED GOODS.

Canned Fruits—Are quiet, but gallon apples are firm, with stocks small. California apricots and peaches are also in very light supply.

Canned Pineapple—Paul Taylor Brown Co., N. Y., Feb. 13, report: "Per cable from Singapore the market has made a slight advance. Mail from London reports business decidedly improving, with considerable interest being shown by buyer. The present cold weather is more or less retarding business and it is a very good sign when the Singapore market advances in spite of this fact."

Canned Asparagus for 1905—The California Fruit Canners' Association has issued the following price list on asparagus f. o. b. common shipping points, seller's option, subject to change without notice, 2½-square cans, two dozen to case, per case: Mammoth white, peeled, $4.25; do white, $3.25; do green, peeled, $3.85; do green, $3; large white, peeled, $3.50; do white, $2.65; large green, $2.50; do peeled, $3.25; medium white, $2.25; do green, $2.15; small white, $2.15; do green, $2.05. 1-lb. square cans, two dozen to case, weight 38 lbs., 1-lb. square white tips, $2.30; do green tips, $2.20. 1-lb. tall (salmon cans), four dozen to case, weight 70 lbs., 1-lb. tall salmon-can asparagus, $1.35. No. 3 square can, two dozen to case, weight 94 lbs., 75c per dozen advance over prices of regular 2½-square. (This can is similar in size and weight to can used by New Jersey and Long Island packers). No. 3 round can, two dozen to case, weight 70 lbs., soup tips, $1.60. Gallons, one dozen to case, weight 100 lbs., gallon soup tips, $4.50.

Canned Tomatoes—Thos. J. Meehan & Co. write from Baltimore: "There is much talk about a reaction toward higher prices coming shortly. At present the anticipated movement is not in sight. The hope is based upon the steady buying which has continued up to date, uninterruptedly. Frankly, there must be a large increase in the demand to equal the offerings, and until this occurs the prices cannot improve."

Thos. G. Cranwell & Co., Baltimore, Md., report, Feb. 9—
"Those packers who have been offering tomatoes at 60 and 61 cents per dozen, peninsula, have apparently very nearly reached the end of their stock. This week we have found it more difficult to find any desirable trades under 62½ cents per dozen. We do not know whether they are entirely cleaned up, but at the moment we do not know of any good standards at this figure. This would indicate some little improvement in the market."

Canned Corn—The many very poor seconds being offered as "standard" still depresses the price of canned corn, although choice is good property.

New York—There has been a quick absorption of Maine corn at 95c f. o. b. Portland, Me., which is 2½c to 5c per dozen below the opening prices of last year and 5c to 7½c below the opening price in 1903. So rapidly were the goods taken that one of the largest packers sold out in two days. Most of the Maine packers have sold on contract all they desire of their estimated pack in 1905, giving no guarantee as to percentage of delivery. The trade has taken hold with avidity, which fact is in marked contrast to the sales of corn put up in other States. On the spot, no Maine offering; market nominal, $1.10@1.15; New York State spot No. 2, 80@85c; for future delivery, 75@80c. delivered.

DRIED FRUITS.

Holders of prunes expect them to move much better in the next few months owing to the comparatively high prices and scarcity of peaches and apricots and the growing firmness of evaporated apples. Prices on raisins and prunes are at the absolutely "low water" mark. Since stocks on the Coast are lower than they have been in years, while stocks carried by jobbers and commission men in the East are light, it would look as if prices would have to be better before the new crop comes in. New York advices report that the German market is taking up about 100 cars of prunes a month.

Chicago advices report: "Prunes, raisins, peaches and apricots are very much firmer, peaches being very scarce. Evaporated apples are in demand and prices are being advanced. Currants are firm. Peels are slow. Dates and figs are among the "also rans." Sultanas are receiving much attention from bakers. Blackberries are scarce and higher."

Currants—New York, Feb. 11, Hills Bros. Co. report:
"With the arrival of the vessels now en route, the market will be fully supplied, but it is not to be expected that any lower figures will be seen, as spot quotations are very low and about on a parity with the Greek market. Advices from that quarter show an unchanged situation, with prices firm, and a general expectation of higher figures as the season advances."

CANNED SALMON.

John Kallsen of Bellingham is quoted as saying:
"The expected big run on the Sound and in the Fraser this season will have the effect, in view of the present overstocked condition of the canned salmon market, of making it necessary for many of the Alaska canneries to remain closed this season." Another cannery man says only eleven Alaska canneries will be operated this season and that the market is now overstocked and prospects for packers there are poor. It is rumored that none of the P. P. & N. Co. or A. P. Association canneries in Alaska will run this year.—Seattle Trade Register.

The announcement of the failure to reopen many of the plants devoted to the packing of Alaska pink salmon, coupled with extraordinary demands from abroad, have caused a firmer feeling in the cheaper grades of fish, which, it is confidently stated, will eventually lead to higher prices.

Fighting Close Season—The small salmon canneries are fighting the proposed law to have a closed season in 1906 and 1908 to correspond with a similar enactment just made for Canadian waters. While it is held that the closed season is necessary to save the salmon industry and bring about a fair parity between supply and demand, the small concerns protest that it will mean bankruptcy for them. If the Washington authorities fail to adopt the closed season, it is hardly probable that the Canadian Government will continue the experiment.

NORWEGIAN MACKEREL.

Wieland Bros. report:
"Bloaters, 1s, are extremely scarce

Old Kentucky Distillery

INCORPORATED



LOUISVILLE, KY.

PACIFIC COAST BRANCH
228 Front Street
SAN FRANCISCO, CAL.

"KENTUCKY DEW"

Western Meat Company

SAN FRANCISCO, U. S. A.

Packers and Exporters of U. S. Government Inspected Products



"Eastern Star" and "Monarch"
Hams and Bacon
"Golden Gate" Leaf Lard
"Arrow" Lard Compound
"Golden Gate" Brand Canned Meats
Barreled Beef and Pork.

Correspondence Solicited.

TOMATOES--Pack 1904 MAPLE SHADE BRAND.

The above we are now delivering in full standards, solid pack, and same with peppers, and guarantee them to be the best ever put up on the Coast. Write for prices.

PENNELL-SUYDAM CO.
WHOL SALE GROCERS
14-16 Spear Street, San Francisco.
Tel. Main 5896.



OLD MANSE MAPLE SYRUP

PUREST AND BEST

We **Guarantee** to be the **BEST In The World.** Rich and delightful in flavor. **"Old Manse" Maple Syrup** costs no more than ordinary brands. Put up in **Easy to Open Cans.**

In handling this brand you are assured an article of **ABSOLUTE PURITY.**

For Special Discounts for a Limited Time Only Write to

PENNELL-SUYDAM CO.,

General Distributers

14 and 16 Spear St. San Francisco



The old way. The new way.

Situation Wanted.—Young man, 28 years old. A thorough grocer. Sober and industrious desires an inside place with some large grocery store. Address Clerk, this office.

CLERK WANTED—A young man without experience who desires to learn the grocery business can secure a good position by applying to **"Retail Grocer,"** this office.

SALESMAN WANTED

By prominent wholesale grocery house; experience essential. References required. Address this office.

BLACKSTONE'S INKS

BEST TO BE BOUGHT

KEEPS IN ALL CLIMATES



Blackstone Manufacturing Co.
(Incorporated)
MANUFACTURERS OF
WRITING FLUIDS,
Mucilage, Shoe Polish, Shoe Paste, Shoe Dressing and Liquid Glue.
Office and Factory,
1960 Howard St. San Francisco
Telephone Capp 1111.

and therefore prices are very high.

IRISH MACKEREL.

"There is no change, although New York importers and exporters in Ireland are asking $2 to $3 per bbl. more for their holdings. As stocks, especially in New York, are large, the holders may have a different view as to prices after the Lenten season.

CHEESE.

Martin's cheese is firm at present quotations.

PROVISIONS.

The Armour Packing Co. report:

"The market is steady after the advances of the 21st, when lard, ham and dry salt bacon advanced ½c."

This market has been at bottom prices for some little time, and after a conference it was decided to place this market on a parity with Chicago market. As a result an advance was decided upon all along the line.

CANNED OYSTERS.

Cold weather on the Atlantic Coast has made cove oysters firmer.

SPICES, ETC.

Baltimore, Feb. 8, McCormick & Co. report:

Pepper—The market is likely to be very active. Stocks small here and also in Europe. If reported shortages are correct, all grades of pepper will positively go higher.

Nutmegs—There is no doubt that the scarcity in the East will tend to advance prices here. The market is exceedingly low and higher prices should prevail.

Caraway Seed—Market continues very firm, owing to high prices cabled from abroad. It is not likely that the low prices which have been in effect during the past year will prevail in the future, as all interested parties predict a much higher market value.

Gum Camphor—Market exceedingly firm, but unchanged, during the past week. It is predicted, however, that higher prices will prevail.

MAPLE SYRUP.

Pennell-Suydam Co., Coast distributors of "Old Manse" Maple Syrup, report:

"Owing to the steady and continued advance of Maple Sugar during the last two years (amounting now to over 30 per cent), is has become imperative on the part of the manufacturer of Old Manse Canadian Maple Syrup to advance their list price one dollar per dozen for gallons and other sizes in proportion. It is a well known fact that the production of Maple Sugar is limited, while the consumption of Maple Syrup goes on increasing year after year very materially. This condition of things naturally calls for permanent higher prices on this product in the future than has prevailed in the past. We are talking now of the absolutely pure high grade Maple Syrup. The fluctuations in the value of Maple flavored Syrup would only be affected by the prices of cane, syrup and glucose."

SARDINE WAR.

The New York "Journal of Commerce," in speaking of the prospective competitive war between the independent packing interests and the so-called trust, says:

"From remarks recently made by representatives of the competing interests, it is inferred that the cutting of prices which has been in progress for some time past, particularly in the South and Southwest, is likely to be carried to an extreme point during the next few weeks."

HARRY NELSON IN TOWN.

H. N. Nelson, manager of the Seattle branch of the Spohn Patrick Co., has been in town the past week looking over the field and getting in touch with local conditions. Mr Nelson has also been securing an addition to his list of available stories for the instruction of his numerous friends and customers in the Northwest.

E. A. Thamer, manager of the Portland branch of the same house, is also in town.

These gentlemen will return to their houses shortly, as they know the grocers of the Northwest are so much interested in the various specialties of the Spohn-Patrick Co. that they would feel it a hardship to miss for any length of time their valuable calls from these two clever young business men.

Quality

Counts before **QUANTITY** with shrewd buyers



—Our Goods are Always Satisfactory—

Helvetia Milk Condensing Co.
Highland, Ill.
San Francisco Office, 3 Calif'a St.



Whittemore's Polishes.
The World's Standard

"Gilt Edge" dressing, blk.	$24 00
"Boston" Waterproof Polish (for men's and boys black shoes)	24 00
"Boston, Jr." 10c. size	10 00
"Dandy" Russet Combination	24 00
"Star" Russett combination	9 00
"Dandy" Russet Paste	9 0
"Red Box" Russet Paste	5 00
"Champion" Black Friction Polish	24 00
"Champion, Jr." Black Friction Polish	10 00
"Elite" Combination (for box calf, black vici kid, etc.)	24 00
"Baby Elite" Combination (for box calf, black vici kid, etc.)	10 00
"Elite Paste" for box calf (two sizes)	$9 00 5 00
"Superb" Patent Leather Paste	9 0
"Blue Fox" Patent Leather Paste	5 00
"French Gloss" (in cartons, for ladies' black shoes)	9 00
"Royal Gloss," 4 oz. (for ladies' black shoes)	8 00
"Bravola" Waterproof Paste Polish, large	9 00
"Bravola" Waterproof Paste Polish, small	4 50
"Quick White" perfectly cleans dirty white shoes (two sizes)	$24 00 10 00

EXCHANGE COLUMN.

Subscribers can make use of this column gratis for the publication of their wants in any way.

WANTED.

A traveling salesman, 12 years on this Coast, "a specialty man," wants a year's contract or a three months' trial with a good house. Knows every grocer in California—outside of 'Frisco. State territory you want covered, salary you will pay; best of references. Address, "Traveler." care this journal.

For Sale—An old established, good-paying business, on fine corner, in residence section. Rent reasonable. License goes with place. Fine opportunity for two live men. Address Grocer, care Advocate office.

FOR SALE.—Business buggy in good condition, for sale cheap. J. J. Meinert, Fourth avenue and California st.

GROCERY FOR SALE.

$850—Grocery and bar; old establishment; long lease; 4 living rooms; rent $25; sickness cause. 748 Brannan street.

Jesse Moore A. A. Whiskey

Best on Earth *Pure, Old and Palatable*



JESSE MOORE HUNT CO.

Louisville, Ky. AND San Francisco, Cal.

E. GHIRARDELLI Mercantile Co.

310 Clay Street, San Francisco

Packers and Jobbers

Pickles, Catsup, Preserves, Vinegar, etc.

We prepare for the Grocery Trade a line not surpassed in quality and purity.

OUR CATSUP is not equalled by any on the market. Try an order.



"If yer'll give me 10 cents, mister, I'll show yer where our cat's havin' a fit."—San Francisco Examiner.

A Pessimist.



Tommy—Can I go to the theater, ma?

Mother—No, not tonight, dear.

Tommy—Then can I go and have a tooth out?

Mother—Good gracious! Whatever for?

Tommy—Well, I never get any fun. I don't!

She Was Not the Guilty One.



"I made a resolution not to let Jack kiss me."

"Have you broken it yet?"

"No, but he has."—San Francisco Examiner.

Monocles In the English Army.

About a century ago a British army order was issued forbidding officers to wear eyeglasses or spectacles. But a shortsighted officer belonging to a crack cavalry regiment had no mind to resign his commission or stumble blindly, and he invented the single eyeglass. When called to account by the authorities he claimed that the monocle, being of the singular number, did not contravene the order against spectacles and glasses in the plural. Red tape accepted this literal rendering of the law, and, becoming popular in the British army, the monocle was adopted by civilian beaus.

A Phenomenon.



The Sparrow—My goodness, that's the first time I've seen a scarecrow that was married!

LaGrande Laundry

Telephone Bush 12

23 Powell Street

Corner Ellis

5a Taylor St.	Near Golden Gate Ave.
200 Montgomery Ave.	Cor. Kearny St.
202 Third St.	Cor. Howard
1720 Market St.	Opp. Eleventh

GIVE THEM A TRIAL

PROFIT SHARING WITH THE GROCER

ITS THE RIGHT THING FOR YOU AND OURSELVES



3 Points Favors You

1—You make your Regular Profit.

2—You get your Dividends on the Stock issued you Free.

3—You receive a mutual profit on the

SUMMIT SNOW FLOUR

which you sell or is sold by your Brother Grocer. Hence you have a Joint Interest in all Sales of Summit Snow Flour.

✦ Dividends Payable Soon. ✦

C. A. HUTTON & CO.

Distributers for STANDARD FLOUR CO.

606 Merchants Exchange, San Francisco

California Business College

"A Thorough School"



LET US TRAIN YOUR BOY FOR BUSINESS

You are largely responsible for the future of your children. They are dependent upon you for a mental equipment that will enable them to "win out" when they enter upon life for themselves.

THIS IS A COMMERCIAL AGE

Unless you are born rich, you must learn modern business methods or remain poor all your life.

Write for catalogue, etc.

925 Golden Gate Avenue San Francisco, Cal.

Amusements

ALCAZAR THEATRE.

The production of the "Merchant of Venice" at the Alcazar is well worth an evening to lovers of Shakespearean drama. John Craig's "Shylock" is a very human portrayal. He makes of the old Jew a faithful, kindly father whose failings are the instinctive results of defending himself against the social inequalities under which his race then suffered in Italy. The "Portia" of Lillian Lawrence is also a thoroughly artistic performance. The rest of the company are well cast. Another Clyde Fitch comedy is billed for next week. This is "Captain Jinks of the Horse Marines,' a clever play written for Ethel Barrymore.

MAJESTIC.

"Mizpah" is in its last nights. Those who have not seen this dramatic presentation of one of the most interesting of the Old Testament stories should make a point to visit the Majestic by Sunday night, when it will be given its last performance. On Monday evening ,the Mansfield version of "In Old Heidelberg" is to be staged. The production will be on a very elaborate order. This is possible because of the splendid accommodations of the Majestic stage. One of the features of the production will be the rendition of university glees and chorals by the double quartet of students.

GRAND OPERA HOUSE.

San Francisco is turning out en masse in appreciation of the splendors of "Mother Goose." The best advertising of this production is being done by those who have gone to see it and advise their friends to take in the show, too. It is full of laughs from one curtain to the other and at the last act the audience seems averse to going out even though the hour is well past 11. Cawthorne introduces some of his concertina specialties this week. There is only one week more.

CENTRAL.

"A Ride For Life" is the cause of much tumultous applause and many curtain calls. The scenic effects are marvels of realism. One scene in which the hero escapes through a blizzard on a monster locomotive is especially effective. The cast is thoroughly satisfactory. Next week "Why Women Sin" will be presented.

CALIFORNIA.

The daily papers unite in declaring the "Tommers" at the California to be the worst ever. They have two Topsys and a lot of colored variety actors, but with this exception the show is very, very bad.

FISCHERS.

This little theatre is drawing crowds by the excellence and variety of its vaudeville program. There are two performances each evening.

CHUTES.

It would seem as if there were no end to the novelties that are presented by this great pleasure grounds. It is worth the price of admission to see the great circle-swing with its myriad of incandescent lights whirling people around in the airship boats. Bigney, the diver, who drops almost 100 feet into a small tank of water, is probably the most daring of his class. The program in the free theatre is remarkably good.

OWEN KELLY FASTS.

Eccentric Philadelphia Wholesale Grocer Acts in a Peculiar Manner.

Last week the Los Angeles papers told of the arrest of Owen Kelly, the wealthy Philadelphia grocer, who has been missing so long. On his arrest, Kelly admitted his identity and that he had embezzled more than $20,000. No warrant exists charging him with embezzlement.

Philadelphia dispatches state that the police department will not send for Kelly, but one of his friends will come out for him instead. Kelly's family had offered a reward of $1,000 for his location and it is stated that any shortages he may be responsible for will be covered by his friends.

Dispatches from Los Angeles state that Kelly refuses to take food. The police department fear that he is demented and intends to commit suicide in this manner.

WANTED—By an active salesman, a hard worker, position in country general merchandise store. Familiar with all branches. California experience, good reference. Don't drink, don't pray. Attends to business and saws wood. Let me work for you a month and I wil stay with you years. Pay me what you find I am worth, I want no more. Address Clerk, care Advocate.

"ADVOCATE" HELPS ADVERTISER.

Los Angeles, Cal., Feb. 16, 1905.

A. H. Powers, San Francisco, Cal.,

Dear Sir: Enclosed you will find postal card, which is an indication of what an advertisement in the **Retail Grocers' Advocate** brings forth. It is one of many. As we have advertised exclusively in your paper up to date, it simply goes to show that we have had returns for the money paid you.

I shall send you, in a short time, a cut of the weigher we placed in Mr. Newberry's new store, and by the way, that store of Newberry's is worthy of a ten-page "write up," and the "Bond Weigher" we placed in it, consisting of 8 bins, one of which has a capacity of nearly 5,000 pounds of sugar, is simply an indication of the marvelous way in which Newberry has designed to handle his retail grocery business on the best and most economical lines imaginable.

The W. H. Postan Co. of Pomona has installed a "Bond Weigher."

Russell Bros. of San Bernardino have done the same thing.

C. W. Woodberry of Pasadena has likewise seen the light and is neglecting his other business while watching the operation of his new machine.

The Herlihy Co. of Pasadena are likewise putting up their sugar through a "Bond Weigher."

Adams & Hellinghausem have installed a "Bond Weigher.'

Goldberg, Bowen Co. of San Francisco have made the discovery that they cannot do without our machine.

The Farmers' Union of San Jose have never seen their way clear to deprive themselves of the use of the "Weigher" we demonstrated before the Grocers' Convention almost a year ago.

The list price of "Bond Weighers" has been set as follows:

The Portable Outfit, $150.

The Single Bin Outfit, $125.

The Two Bin Outfit, $175.

And on these prices we are for the present and for the purpose of introducing them on the coast, making a discount of 25 per cent. and selling the weighers on easy terms.

Truly yours,

BOND SCALE CO., per H. H. M.

ASSOCIATION NOTES.

St. Paul.—Secretary J. J. Ryan, in his annual report, states that $3,986.47 was collected for members by the Association and that the grocers collected as much more through blanks furnished them. The amounts collected are turned over to the grocers at meetings only. This has increased attendance 25 per cent. Through the cooperation of the St. Paul jobbers and city salesmen, the grocers have maintained a profit on oil, soap, sugar, flour, butter, coffee, etc. In addition to this the jobbers appropriated at least $1,600 for tickets, advertising, etc., in 1904. Mr. Ryan says 'The primary object of all grocers' associations is to get a reasonable profit on goods sold and reduce expenses and losses to a minimum."

Sacramento, Calif.—The daily papers carry an advertisement signed by 60 retail grocers in which they say: "We hereby agree not to give trading stamps' cash checks, cash register discounts, premiums or rebates of any kind after January 31st, 1905."

Helena, Mont.—The grocers of Montana held their annual State Convention January 17th and 18th.

Placerville, Calif.—The retail merchants of El Dorado county have formed an association with headquarters in this city to co-operate with the State Retail Grocers' and Merchants' Association. Nearly all the prominent retailers of the county have joined the association.

St. Louis, Mo.—The members of the St. Louis Grocers' Association are going to give themselves a "$1 dinner." They have invited all the retail grocers of the city and some of the wholesalers to be present. The committee expects to seat 500 grocers at the banquet.



The WELCH GRAPE JUICE CO.
Westfield, N.Y.

Represented by Spohn-Patrick Company.

Case
Quarts, 1 doz. $1.50
Pints, 2 doz . 4.75
½ Pt 18, 3 doz. 4 25
3-oz., 8 doz. 6 00
½ Gallons, 1 dz. 8 00
Gallons, 6 gal. 7.50



VALLEY BREW LAGER
from
Richmond Bottling Works.

Zimmerman & Ruhland,
'Phone Pine 1787.
32d and Clement Street,
San Francisco, Cal.

Champagne.

Veuve Clicquot, qts	$32.25
Veuve Clicquot, pts	34.25
Ruinart, Magnums, 6 to case	30.50
Ruinart, qts, 1 doz to case	32.40
Ruinart, pts, 2 doz to case	34.20
Ruinart, ½ pts, 2 doz to case	18.00
Vintage 1893, qts, 1 doz to cs	45.50

Brandies.

	Per case
Martell's One Star, 1 doz qts	$16.00
Martell's Two Star, 1 doz qts	19.00
Martell's Three Star, 1 doz qts	20.00
Martell's Three Star, 2 doz pts	23.00
Martell's One Star, 2 doz f'ks	18.00
Hennessy's One Star, 1 doz qts	17.50
Hennessy's Three Star, 1 doz qts	21.00
Calif. doz qts	12.00

Cider

Hammond & Co.
Bottlers
Office and Depot
277 Seventh Street
Phone, Jessie 3371



SWEET CIDER
½ Gal. Bottles, $3.00 dz.
Rebate, 10c per bottle.

BOILED CIDER
Quarts .....$2 50 doz.
Pints .... 1.75 "

Mineral Waters.

Aetna, splits, 100 to cs	$6.50
Aetna, pts, 100 to case	9.00
Aetna, qts, 50 to case	7.50

GINGER ALE

Belfast Ginger Ale Co.,
D. Steimke & Co. Prop.
All Carbonated Beverages.
COR. UNION AND OCTAVIA STS.

	PINTS.	QTS.
Soda Water	$ .80	$1.50
Ginger Ale	.80	1.50
Sarsaparilla	.80	1.50
and Iron	.80	1.50
Cider	.90	1.50
Cuban Punch	.80	1.50

Case Prices, 2 Doz. per Case.

Porter.
(E. & J. Burke's Guinness')

Stone, pts, 8 doz to bbl	$16.50
Glass, qts., 4 doz to bbl	14.00
Glass, pts., 8 doz to bbl	16.50

Specialties of
Hilbert Mercantile Co.

H. B. Ky. Bourbon, per gal	$2.75
H. B. Ky. Bourbon, Ex spcl	3.25
Union League Ky. Brbn, AA	2.50
Union League Ky. Brbn, 1 gal	2.25
El Monte Ky Brbn, 1 gal	2.25
Maryland, Monogram, 1 gal	2.75
Forum, Bourbon, 1 gal	2.00
W. H. McBrayer's Cedar Brook 5 yrs	3.00

Hunter Baltimore Rye.

Per case, 1 doz. 5's	13.00
In 5-case lots	12.50
In 10-case lots	12.00

Hilbert Mercantile Co.

H. B. Bourbon (spcl)	$10.00
H. B. Rye	10.00
H. B. pt. flasks, 4 doz to cs	12.00
H. B. ½ pt flasks, 6 doz to cs	9.50
H. B. 1½-oz bots, per gr	12.00
Union League "AA"	8.00
El Monte Bourbon	8 00
Forum Bourbon	7.00
J. Baumgardner Rye	12.00
Maryland Monogram	9.00

W. H. McBrayer's Cedar Brook.

Per case, 1 doz 5's	$12.00
Per case, 2 doz pts	13.00
Per case, 4 doz ½ pts	14.50
Per case, 20 doz 1½-oz	18.50

Jesse Moore Whiskies.

Ex Pony Bourbon	$18.00	$17.50	$17.00
AA Bourbon	11.00	10.50	10.00
C Bourbon	8.50	8.25	8.00
AA Bourbon, 5 doz, 4 oz	10.00	10.00	9.75
AA, Pt Flasks, 2 doz.	9.00	8.75	8.50
AA, ½ Pt. Flasks 3 doz.	6 75	6.50	6 25
Old Rye	11.00	10.50	10.00

Jesse Moore Hunt Co.
(In barrels or half barrels)

Extra Pony Bourbon, gal	$7.50
AA, Bourbon, gal	3 75
B, Bourbon, 1 gal	3.25
C, Bourbon, 1 gal	2.75
No. 1, Bourbon, 1 gal	2.25
AA Rye, gal	3.75
C Rye, 1 gal	2.75



STANDARD BOTTLING CO.
BEACH STREET
Between Stockton and Dupont
SOLE AGENTS
LOS ANGELES BREWING COMPANY.
Beer furnished Grocers in Botles or Kegs.

Golden Gate
BOTTLING WORKS.
Blume & Gardner,
Proprietors



Bottlers of the Celebrated
Standard.
Culmbacher.
Extra Pale.
XXX Porter.
Half and Half.
Lager and Steam Beer in Kegs.
160 Shotwell St.,
Phone: Capp 1761, S. F., Cal.



LANDIS TONIC BITTERS
Factory and Salesroom
1664 Mission St.
Bottles .....$7.00 Doz
1 doz. per case

Chas. Jacobson & Co.

210-212 Davis Street

DISTRIBUTERS OF

Fancy Butter and Honey

Dairy Butter and Eggs

Phone Mission 238

J. MARSHALL & CO.'S

WORCESTERSHIRE SAUCE

BE SURE and GET the GENUINE

½ Pts., per doz. $1.20
Pts., per doz. 2.20

NO AGENTS

Office: Cor. 12th and Market Sts.

Produce Market

THURSDAY AFTERNOON

BUTTER.

California creamery, extras		27½
" " firsts	26	27
" " seconds	25	26
" dairy, extras		
" " firsts		25
" " seconds		
Store butter		17
Storage		
" Creamery extras		25
Pickled		22
Keg		

EGGS.

California Ranch white	22
" " mixed colors	20
" Gathered,	20
Standard	
Seconds	
Eastern, selected	
Standard	
Seconds	
Storage, Cal., Selected	
" " Standard	
" " Seconds	
" Eastern Selected	
" " Standard	
" " Seconds	

CHEESE

California full cream	13	
" choice	12	
" common	Nominal	
Young Americas	12½	
Eastern full cream	15	15½
Oregon		

POULTRY.

Turkeys, young live	19	20
" old gobblers	18	19
Dressed Turkeys	22	24
Roosters, young, per doz	7 00	8 00
" old "	4 50	5 00
Hens	5 00	6 00
Fryers, per doz	6 00	7 00
Broilers, per doz, large	4 00	5 00
" " small	4 00	4 50
Ducks young	6 00	7 00
" old	4 00	5 00
Pigeons, young	2 00	2 50
" old	1 00	1 25
Geese' per pair, old 2.25 2.50; young	2 50	2 75

BEANS AND PEAS.

Small Whites	3 25	3 50
Large "	2 50	2 85
Pea Bean	2 25	3 50
Pink	2 50	3 75
Horse	nominal	
Red	5 50	6 00
Kidney	4 00	5 00
Lima	4 75	4 85
Bayos	2 50	3 10
Butter (large)	3 50	3 75
Black Eyes	2 60	2 75
Dried Green Peas, per 100 lbs	2 25	2 50
" Niles " " " "	2 25	2 50

POTATOES AND ONIONS.

Early Rose,	1 35	1 50
Burbank,	1 00	1 50
Salinas old	1 25	1 60
Oregons old	1 00	1 35
Merced Sweets	1 00	1 25
Yellow onions	2 25	3 00
Red (new)		

FLOUR PROFITS.

(Continued from Page 3.)

at the present time as their protectors and friends.

It is up to the grocers themselves whether they are to have a flour profit or not and also as to whether they are to have the friendly protection of ALL the mills.

If the grocers continue to handle the flour of those mills who take no interest in helping them secure a profit they will not have the protection of those mills, since the position they take is that the San Francisco grocers do not want them to help the trade get a profit.

The writer knows that the trade in San Francisco does NOT want to be continually confronting a $1.20 price on flour. It is up to the grocers to let the mills know it by handling those flours that give them a profit whenever they can.

The merchants of Haywards, Centerville and that vicinity are paying $4.80 for flour, paying freight from San Francisco and selling at $5 per barrel.

There is only one relief from this condition. They must handle the product of those three mills who agree to assist them in securing a profit.

The grocers of the entire State are interested in this opportunity of securing flour profits and when enough of them insist that those mills with whom they deal shall establish a retail price that will pay for the handling, they will receive that protection.

A prominent grocer recently remarked that he did not believe the retailer would be dictated to by the manufacturer. At the same time this grocer was one of a large number who were trying to have the Legislature dictate to him and tell him he could not give out trading stamps.

Every grocer is being dictated to, more or less, all the time.

If your neighbor cuts a price and you have to meet the cut, it is that dealer who is trying to get his competitor's trade, who dictates to you the price at which you MUST sell.

If your neighbor gives premiums and thus compels you to do likewise, he is dictating to you that much.

If your neighbor keeps open late and forces you to do likewise, against your wish, he is dictating your policy.

All these dictations are to your detriment.

If a manufacturer establishes a price which allows you a profit, it is surely a very pleasant and desirable dictation and should be encouraged accordingly.

The retailers have been clamoring for protection from cut prices for many years. As soon as any attempt is made in their behalf, a few will always set up a cry that it is an advertisement for certain individuals, etc.

We are thankful to say that they are not numerous. Their cries reach far, however. Even a little whisper from some grocer, that he is not in favor of a retail selling price, becomes almost a roar by the time it has been told a few times by several men who want to use it for their own selfish purposes.

The salesmen who are seeking arguments adverse to such a movement are glad to hear such remarks. They are carried from one to another and finally reach the unfriendly trade press where they are distorted and misrepresented still further.

The retailers of San Francisco who want profits have now an opportunity such as has never been offered them before. If they wish to control their own business and not continue to submit to having their selling prices fixed by rivals (some of whom pay 40 cents on the dollar) and secure conditions that will pay them to remain in business.

If, on the other hand, they use their influence against it they may break down the only practical opportunity that has as yet been offered them of securing a condition that will make the grocery business profitable.

THE RICE CROP OF JAPAN.

The Japan "Weekly Mail" announces that an extraordinary rice crop is expected in Japan this year.

The Tokio newspapers publish the following official statement, which gives the estimate of the 1904 crop, made after September 1, compared with the production of the four preceding years, and the average production of the past seven years, omitting the best and the worst:

	Bushels.
1900	212,268,211
1901	240,154,988
1902	189,056,480
1903	237,905,720
1904	259,837,696
Average	216,520,155

The three provinces of Nagasaki, Fukuoka and Kumamato report a slight falling off in production, but this is more than offset by the increase in the other provinces, the total production, as indicated by this forecast, being 20 per cent above the average and exceeding the crop of 1903 by 21,931,976 bushels.

APPEAL ON TRADING STAMPS.

The trading stamp law of Denver is before the Supreme Court of that State. A merchant named Frueauff was fined $100 in the Police Court for violating the city ordinance relative to gift schemes. The Superior Court overruled the decision. The Denver grocers have now taken the case to the Supreme Court to learn which court was right as to the constitutionality of their law.

Tell Eastern Friends

of the low rates which will be made to

California

March 1 to May 15, 1905

$50 from NEW YORK
$33 from CHICAGO
$32 from ST. PAUL
$25 from KANSAS CITY

Similar rates from other points. Deposit cost of ticket with agent here, and ticket will be furnished passenger in the East. Tell your friends that now's the time to come cheaply if they buy their tickets via

Southern Pacific

ASK FOR PARTICULARS

City Office
613 Market St.

WIELAND BROS.

121-123 Clay Street San Francisco

Importers and Commission Merchants

SPECIALTIES—Imported and domestic Swiss Cheese, Limburger, Brick Cheese, Edam, Roquefort, etc.; Mackerel, Codfish, Holland Herrings, Olive Oil, Spanish and California Olives, all kinds of Sausages and other delicacies.

SOLE AGENTS for Sierra Cheese, German Breakfast Cheese, Brie, Camenbert, Schloss, Kronen and Neufchatel Cheese.

REMOVED

to our large, new Stores, **215** and **217 CLAY STREET,** near Front Street, where we are now better situated to handle your shipments of CHICKENS, EGGS and BUTTER than we ever were, having four times the floor space in our new store to what we had in the old one. Ship us all the large Broilers, Fryers, and Young Roosters that you possibly can IMMEDIATELY, as prices are high. Store Butter of all kinds is bringing fancy prices. We still have quite a large stock of Comb and Extracted Honey on hand, and will be pleased to have you call and see us, or send us an order by mail. Mark and consign all shipments of Produce direct to the

Poultrymen's Union.

Consignments and Correspondence solicited. Mention this paper when you write.

WILLIAM E. HARM

Kartuffel-Buhr

183-185 Valencia St. Near 13th

Tel. Folsom 1911

Wholesale Dealer in POTATOES, ONIONS BEANS, EGGS Etc., Etc., Etc.

WITZEL & BAKER, Commission Merchants

Telephone Main 718

314, 316 BATTERY ST., SAN FRANCISCO, CAL.

Fancy Creamery Butter and Ranch Eggs Our Specialty

Babbitt's Standards.

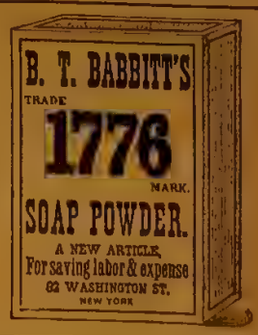
ALWAYS UNIFORM!
ALWAYS RELIABLE!
ALWAYS THE BEST!



B. T. Babbitt's Concentrated Lye,

The ready soap maker—a powerful disinfectant—an excellent fertilizer for dipping prunes, spraying trees, etc.

Manufactured by
B. T. Babbitt, (Inc.) New York City.



The C. B. JENNINGS CO., Agents, 121 California St., San Francisco, Cal.



WILLIAM CLUFF COMPANY

WHOLESALE GROCERS

SOLE AGENTS

SAN FRANCISCO CAL.

IRVINE STANTON COMPANY

WHOLESALE GROCERS

Farm and Dairy Produce

Consignments from Interior Merchants Solicited

211-213 Clay St. San Francisco, Cal.



DOUBLE FIRST FLOOR OUTFIT

YOU pay the cost once, only a small sum at that—then you have the outfit and the saving begins. This in a short time equals the cost; after that it's all profit. If on the other hand you continue in the old way, you lose day after day. Why not begin the saving now? We guarantee the

Bowser Self Measuring Oil Tank

is a profitable investment. Investigate—it will cost you nothing for full particulars. Ask for Catalog "BB"

BETTER WRITE NOW WHILE YOU HAVE IT IN MIND

S. F. Bowser & Co. Fort Wayne, Ind.

TOBOGGAN

MAPLE SYRUP -- IT IS BEST

Pacific Coast Syrup Co.

SAN FRANCISCO

THREE REFINERIES: SAN FRANCISCO, PORTLAND and SEATTLE.

REMOVED

PATRICK & CO., RUBBER STAMPS

111-113 SANSOME STREET

One block south of old location.



GUSTAV LIEBOLD — TRUCK BOOM

Gambrinus Bottling Co

Sole Agents and Bottlers of

GAMBRINUS BREWING CO'S

Portland, Oregon

Select Pilsener Lager Beer.

OFFICE AND BOTTLING WORKS

160 Thirteenth St., nr. Folsom, S. F.

For Health and Strength



DAMIANA BITTERS

A Business Man's FRIENDS are Those Who Help Him Make Money.

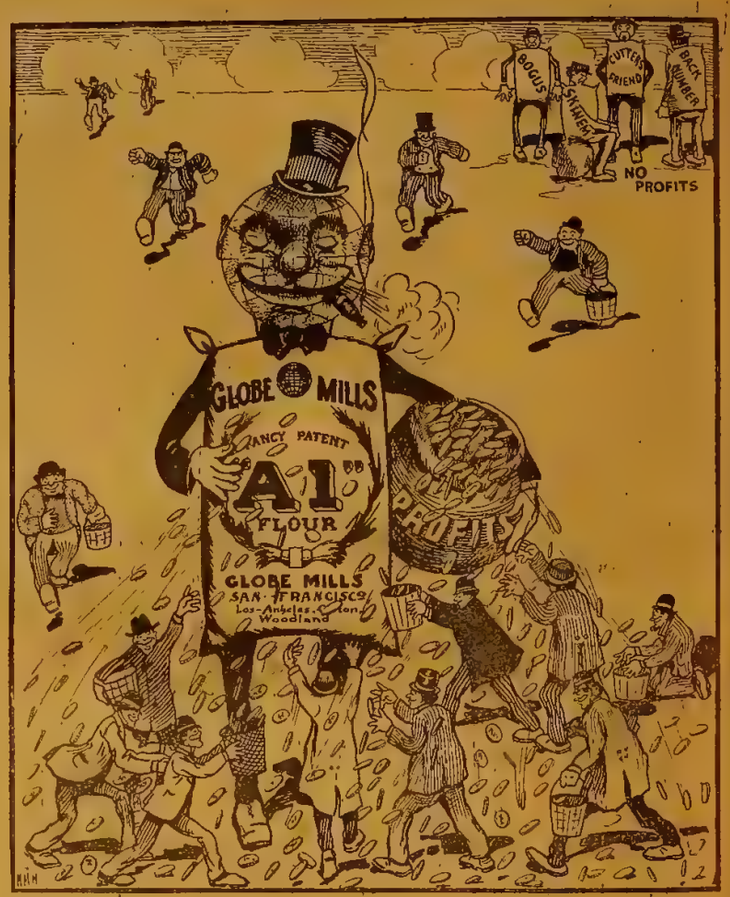
He Is Not YOUR "Friend" who is Willing That You Should Make a Loss While He Makes Good Profits Himself.

THE GROCER'S

REAL Friend

"A1" FLOUR

THE BEST ON EARTH



Every Sack Earns a Good Profit and Saves You from Having to Sell Some Other Flour at a Loss.

"A1" FLOUR is Stronger and of Higher Quality than the Standard California Flour, because it is made by **Mixing Eastern** (hard) **Wheat with California's Best.**

GLOBE GRAIN AND MILLING CO.

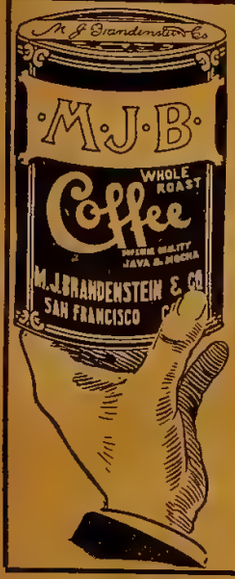
MONTGOMERY AND CHESTNUT STS., SAN FRANCISCO, CAL.

Telephone Bush 759.

(Please mention the ADVOCATE to Advertisers. It helps us materially.)

THE RETAIL GROCERS ADVOCATE

A. H. POWERS, Editor — SAN FRANCISCO, CAL., MARCH 10, 1905 — Vol. 10, No. 10



M·J·B·COFFEE
SELECTED WISDOM

YOU HAVE TWO EARS AND ONLY ONE TONGUE.

You Should Listen Twice When You Speak Once.

It Requires Very Little Talking To Sell
M. J. B. COFFEE

IXL - Kapp and Street - W.G.M.

TAMALES

IN

KEY-OPENER CANS

9,474,000 HOUSEWIVES

ARE READING ADS. LIKE THIS IN



Ladies' Home Journal
Youth's Companion.
Christian Endeavor World
Farm and Fireside
Rural New York Weekly
Woman's Home Companion
Success
Farm Journal
Harper's Bazaar
Asso Sunday Magazine
What to Eat
Christian Herald
Ladies' World
Congregationalist
Butterick Trio
McCall's
Good Housekeeping
Housekeeper
Modern Priscilla
Table Talk
Forward

IS GUARANTEED

to go TWICE as far as paste or liquid polishes. X-RAY gives a quick, brilliant lustre and

DOES NOT BURN OFF.

Sample sent if you address Dept. A
LAMONT, CORLISS & CO.,
Agents,
78 Hudson Street, New York.

To fill the demand thus created, every Grocer should carry **X-RAY Stove Polish** regularly in stock.

R. A. HOLCOMB & CO., Agents 20 PINE STREET San Francisco, Cal.



LESLIE STERILIZED SALT

PURE AND WHOLESOME.

REMEMBER THE NAME WHICH STANDS FOR QUALITY.

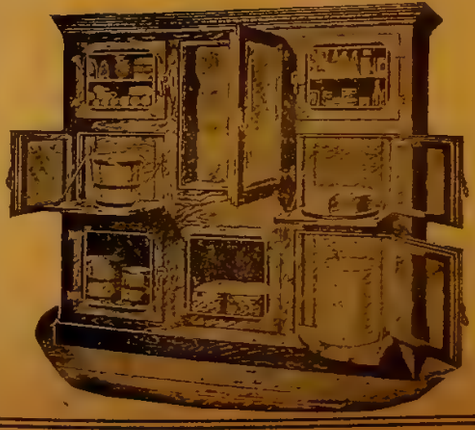
It pays to get the best value for your money, for when you sell the goods they are sold and the order repeats without explanation or excuses on your part.

LESLIE SALT — SAN MATEO CALIFORNIA

FREE RUNNING
For Table
Cartons, 48/2s, 24/3s, 20/5s to Case
Caddies, 50/2s to Case.

VELVET GRAIN
For Kitchen
In Bales containing 150 lbs net of Salt: — 75/2s, 50/3s, 40/4s, 30/5s, 15/10s, and 8/20s.

C. E. WHITNEY & CO., Agents 715-717 Hayward Bldg. San Francisco, Cal.



McCRAY

REFRIGERATORS

AND COOLING ROOMS

THE ONLY REFRIGERATOR THAT AFFORDS A

COLD, DRY CIRCULATION

ABSOLUTELY NO SWEATING.

Sold on Easy Payments — Write for Catalogue, List of Users, Etc.

BECK-WAKEFIELD COMPANY, GENERAL AGENTS
122 Market Street, San Francisco, Cal.

LET US

EARN YOUR RENT

FOR YOU WITH OUR SWEET PICKLES

NO Dealer should be satisfied with a small business in Pickles. If he does not sell a great many pickles, it means that the quality does not tempt. You can WIN BUSINESS and BUILD UP EXISTING TRADE with our

"CALIFORNIA HOME BRAND"

Sweet Pickles

(QUALITY GUARANTEED)

Why Ours Are Better

Our Pickles are grown from special seed, so cultivated that the product is **Supreme for Crispness, Tenderness** and **Delicate Flavor.** These qualities are intensified because our cucumbers are **processed** inside of **eight** (8) **hours** after they are picked.

We help Grocers Win Trade by Offering Pacific Coast Dealers Pickles That are **THE BEST IN THE WORLD,** and on which they do not have to pay big freight bills.

QUALITY WINS SUCCESS BOTH FOR RETAILER AND MANUFACTURER.

REAL SWEET PICKLES ARE ACTUALLY PRESERVED.

It is because they are PROPERLY PROCESSED with GRANULATED CANE SUGAR and the HIGHEST QUALITY of Spices that our product has such Tenderness and Delicate and Aromatic Flavor.

They are entirely different from those SO-CALLED Sweet Pickles that are Nothing but Common Pickles Packed in Sweetened Vinegar.

LET US QUOTE YOU

IN GLASS
"California Home Brand"

10-oz. New Style Olympic, Mixed or Gherkins,
2 dozen to case, per dozen $1.75

18-oz. Pints, Round or Octagon,
2 dozen to case, per dozen 2.75

Quarts, Round or Octagon,
2 dozen to case, per dozen 5.00

IN WOOD
"California Home Brand"

(Guage and Count Guaranteed)

	¼-Bbl. 16 Gals.		½-Bbl. 32 Gals.
Midgets	$11.50		$22.00
2,000	11.00	(4000)	21.00
1,500	9.50	(3000)	18.00
1,000	8.50	(2000)	16.00

MONEY BACK We authorize the dealer to refund FULL PURCHASE PRICE of any article bearing our "**California Home Brand**" if it fails to give ENTIRE SATISFACTION in EVERY RESPECT to your customer.

PRICE RIGHT Send us your order. If **on arrival** you do not find these goods **the best value you have EVER bought,** we agree to accept any price you may name for the goods.

You Can Build Up a Pickle Business at Our Risk.

We own and operate the **largest,** the **cleanest,** and the **most modernly equipped** Vinegar and Pickle Works in the West.

Pacific Vinegar & Pickle Works

SAN FRANCISCO, CALIFORNIA

Kindly mention *"Grocers Advocate"* when replying to this ad.

Retail Grocers' Advocate

CALIFORNIA RETAIL GROCERS' AND MERCHANTS' ASSOCIATION — OFFICIAL PAPER — RETAIL GROCERS' ASSOCIATION

Vol. 10 — SAN FRANCISCO, CAL., MARCH 10, 1905 — No. 10

Published Every Friday by
ADVOCATE PUBLISHING CO.
Frank Connolly .....Vice-President
Aaron H. Powers, Secretary and Treas

Subscriptions:
One Year $2.00
Single Copies ..... .10

PUBLICATION OFFICE:
456 MONTGOMERY STREET.
Rooms 413-414. - Tele. John 2601

Entered at the Postoffice at San Francisco as Second Class Matter.

Points to Watch

FISH.

Norway mackerel, ones and twos, are very firmly held.

MAPLE SYRUP.

The fact that many States are enforcing their pure food laws require that manufacturers use real maple sap in their syrup. This has so increased the demand that prices are firming decidedly.

CANNED ASPARAGUS.

Canners made only 40 per cent deliveries of large white asparagus last year. Twice as many orders have been booked this year, although the canners do not expect any larger pack.

CANNED TOMATOES.

The association has withdrawn prices on solid pack, on which they advanced their prices last week. Eastern reports are of increased demand for goods of high quality.

FLOUR.

It pays the grocer to handle a flour that gives him a profit and cannot be sold cheaper by some one else. He can sell the other brands, too, but the wise dealer makes a leader of the goods of whose prices he is sure.

NEW LIQUOR HOUSE.

P. Claudius & Co. is the sign over the store at 300-306 Front street, so long occupied by Coghill & Kohn, wholesale grocers. The new firm will do a general wholesale liquor business. Mr. Claudius has many friends among the grocers, to whom he sold the goods of the Crown Distilleries.

SHORT COUNT PICKLES.

A grocer of St. Joseph, Mo., writes the "Interstate Grocer" that in a barrel of sweet pickles billed at 1500, there was a shortage of 270 pickles. A loss to them on a half barrel of $1.25. The letter concludes:

Moral: You should always count your pickles before paying for them.

CHARLES BRANDENSTEIN WEDS.

The trade will hear with interest of the marriage of Charles Brandenstein, the youngest son of M. J. Brandenstein, who was married this week to Miss Mack, whose father is at the head of one of the largest drug houses of the Coast. Mr. Brandenstein is one of the few rich men's sons who have inherited the brains and ability that gives to wealth a four-fold value. He is one of the most popular young merchants on the street and will carry with him the best wishes and kindliest congratulations of all who have the pleasure of knowing him.

The young couple will make an extended European tour.

OVER 700 GET PROFITS

Opportunity to Make Money on Flour Has at Last Arrived.

By J. F. Paulding.

The grocers of San Francisco, Oakland, Alameda and Berkeley have at last been accorded the protection that has been in effect in other communities, for the past two years.

The first mill to come to the rescue of the grocers was the **Globe Grain and Milling Co.**, who, in October, issued a card guaranteeing at least 15c per sack profit on every sack of flour sold by their customers.

The next was the **Standard Flour Co.**, whose product is manufactured by the Phoenix Mills of Sacramento. They listed their flour in January and guaranteed a profit of at least 15c per sack.

In February, the **Bay City Mills** of Oakland listed two brands of flour, guaranteeing a profit of at least 15c per sack.

The First Opportunity Offered.

This is the first opportunity the grocers of the bay cities have had of making a profit on flour.

To say the grocers would not accept this chance of making money on one of their largest staples, would be questioning their intelligence.

Over 700 grocers are now pushing the sale of:

"A 1,"
"Banquet,"
"Silver Star,"
"Summit Snow,"
"Bay City" and
"White Foam."

The additional profits secured on flour since October can be attributed to the work of the California Retail Grocers and Merchants' Association. They have worked diligently in behalf of their members in the bay cities and the grocers are beginning to appreciate the work which has assured them

Continued on page 6, col. 2.

TRADING STAMPS DOOMED

Governor Pardee Signs Bill That Frees Merchants From Slavery.

Governor Pardee signed Keane's Anti-Trading Stamp bill on Tuesday, March 7th. This law now goes into effect in May 6th.

The retail grocers of the State must be prepared to keep the control of the situation in their own hands. They are fighting with wily and powerful antagonists—the trading stamp companies—who not only have enormous wealth, but a great deal of experience in the matter of fighting anti-trading stamp laws. They are formidable opponents and will leave no stone unturned to accomplish their end.

The merchants of the State must be prepared to take the initiative in this matter. As soon as the law becomes operative, they must be ready to put it into effect.

They should arrest all the large firms handling trading stamps as soon as the law will allow. They should keep on arresting these firms two or three times every day as long as they keep on giving trading stamps. They will then have no trouble with the small dealers.

The law must be obeyed until it is proven to be unconstitutional. It will not be enough to establish a test case. The merchants must keep on arresting those parties who violate the law and they will be able to save themselves from this curse which now costs them so dearly.

By prompt action in this way they can secure the abolishment of trading stamps by the smaller dealers and if they insist on the enforcement of the law vigorously they will also secure its abolishment by the large dealers.

Stamp Companies "Welchers."

Every dealer in the State should explain to his customers that the trading stamp companies in Massachusetts and other Eastern States where trad-

Continued on page 26.

GETTING PROFITS ON FLOUR

Methods Proposed by the State Grocers' Association for Preventing Unnecessary Cutting on Flour.

The course of action suggested for preventing unnecessary cutting on flour is as follows:

First—Demand of the mills that they shall, without exception, insist that *Every Grocer*, big and little alike, shall ask at least 15 cents a sack more than the list price for their standard brands of flour. This would be $1.35 on standard flours today, and *cut off the supplies* of any dealer that sells for less.

Second—That the retail grocers, whenever they can, recommend and sell to their trade those brands of flour on which they get a profit and that are protected by the mills, and that they *know* are *not* being sold for less money by a competitor.

Third—That they carry the brands of flour that their trade demands and meet competition. But only sell the flour on which they do not get a fair profit when they cannot sell the flour which pays a profit and which they *know* is not being sold for less than their price by any one else.

Fourth—That they tell drummers of the other mills what they are doing and urge them to have their houses protect the grocers, too.

We feel that there is everything to gain by this policy and nothing to lose.

The mills and their men do not hesitate to say that the grocers of San Francisco are different from the grocers of other cities. They say they can afford to "stand in" with the grocers across the bay, but that it is not necessary for them to treat the grocers of San Francisco with the same consideration.

We think that there are enough thinking, active business men in the grocery business to convince them that they have made a mistake.

Are you willing to help?

Or are you one of the "different kind" the mills talk to the Oakland grocers about that they do not have to treat friendly?

ORGANIZATION TRIUMPHS

Splendid Recognition of the Influence and Value of State Grocers' Association.

By J. F. Paulding.

No better proof of the value of organized effort was ever given than the results of our fight for the passage of the law to prevent the husband from defrauding his creditors for the necessaries of life by transferring his property to his wife.

Our measure was defeated in the Assembly, lacking three votes of having enough to pass. We had the bill amended in order to exempt from its provisions the property the wife might have had prior to her marriage and that property that might be willed to her or come to her through the death of a relative. In other words, we sought merely to protect the dealer in the necessaries of life from dishonesty on the part of the debtors who, by juggling with his property, would seek to evade paying for food his family had eaten and the clothes they had worn.

Before the measure came up for reconsideration, every Assemblyman who had voted against the bill had received from one to fifty letters and telegrams from his constituents telling him why they expected him to vote for the measure. It was then passed with only one dissenting vote.

Affiliating Members Help.

When this measure came up in the Senate it received 11 votes favorable and there were 11 votes against it. This would have denied its passage had not Senator Mueller, the father of the bill, moved for its reconsideration. Before the bill came up for final passage, each of the 11 Senators who had voted against the bill had heard from their constituents through the mail and by telegram and they realized that the merchants knew what they wanted and knew that what they asked for was only fair and proper. When the bill came up for final passage it was passed without a dissent.

Another measure in which the value of organized effort was shown was that the bill to exchange the law regarding the statute of limitations that an open account would be made to begin to outlaw from the date of the last item and a payment would renew the account.

This measure will be of enormous value to the retail merchants of the State.

It was introduced at the suggestion of various members of the Legislature who refused to support a measure to extend the statute of limitations on open accounts to four years.

Merchants Carry Weight.

The morning that this measure came up for vote in the Assembly, every member of the Lower House received a communication from the State Association explaining the law and its value to retail merchants as a class and explaining why the State Association urged its passage. Twenty minutes after the members had received these letters, the bill came up for passage and there was only one dissenting vote.

While this was going on in the Lower House the Senate Judiciary Committee had the same law under consideration and decided to report unfavorably upon it and advise that it should not pass. They then went up to the Senate Chamber where they received letters from the State Association also. They shortly afterwards received from the Assembly the same

(Continued on Page 19.)

"His dinners are the wonder of the nation!"

Among OTHER GOOD THINGS He Serves

Oyster Cocktails Made with

SNIDER'S

OYSTER COCKTAIL SAUCE



DIRECTIONS FOR AN OYSTER COCKTAIL

Put half dozen fresh Oysters (from shell preferred) in a wine glass and pour two ounces of "Snider's" Oyster Cocktail Sauce on top.
Serve very cold.



SNIDER'S OYSTER COCKTAIL SAUCE

FOR OYSTER AND CLAM COCKTAILS, MEATS, GAME, FISH, LOBSTERS, ETC.....



PURE WHOLESOME

PREPARED WITH THE GREATEST CARE. ONLY THE BEST INGREDIENTS ARE USED

Increases the pleasure of eating

SNIDER'S OYSTER COCKTAIL SAUCE

Is put up in pint bottles, 2 dozen to the case

All Jobbers Sell It.

—MANUFACTURED BY—

THE T. A. SNIDER PRESERVE CO., = = CINCINNATI, U. S. A.

Makers of Snider's Catsup, Snider's Chili Sauce, Snider's Salad Dressing, Snider's Tomato Soup.

.....SPOHN - PATRICK COMPANY.....

AGENTS

16 - 18 - 20 - 22 FRONT STREET, SAN FRANCISCO, CAL.

ANTI-TRADING STAMP LAW.

Full Text of the Measure That Attorneys Say Will Free California Merchants.

We give herewith the full text of the anti-trading stamp law which has been favorably acted on by both Senate and Assembly, thanks to the effective work of the State Grocers' Association and its affiliating members.

This law is based upon the principal that the giving of trading stamps or coupons to be redeemed in merchandise, unidentified at the time, is in reality a gambling device and as such is against public policy and public morals. The attorneys of the State Grocers' Association hold that the laws of California allow the Legislature to enact necessary laws to regulate such businesses as the giving of trading stamps, etc., and ever to absolutely prohibit them since they are based upon a "get something for nothing" offer that is against public policy and corruptive of public morals and therefore subject to be governed and regulated by the state under its police power.

The law will go into effect 60 days after it is signed by the Governor. It will then be up to the merchants of the State to carry it without delay to the Supreme Court for is judgmtent.

The bill is as follows:

Section 1. Whoever sells or exchange any property or offers or attempts so to do upon a representation, advertisement, notice or inducement that anything unidentified by or unselected by the purchaser at or before the time of the sale or exchange, or upon a representation, advertisement, notice or inducement that anything whose precise nature is not so known to the purchaser at the time of the sale or exchange as to be completely identified beyond the necessity of any further or other selection, or upon a representation, notice, advertisement or inducement that any property whose selection will depend upon chance or hazard in any manner whatsoever, is or is to be delivered, or received, or in any way connected with, or is a part of, the transaction as a prize, premium or premium gift; or whoever sells or exchanges any property, or offers or attempts so to do, upon a representation, advertisement, notice or inducement that a stamp, trading stamp, coupon or other device which entitles the purchaser to demand or receive either from the vendor or from any other person, company, association or corporation any other property unselected by, or identified by, the purchaser at or before the time of the said sale or exchange, or which entitles the purchaser to demand or receive, either from the vendor or from any other person, corporation, association or company, anything whose precise nature is not so known to the purchaser at the time of the said sale or exchange as to be completely identified beyond the necessity of any further or other selection or which entitles the purchaser to receive, or demand, either from the vendor or from any other person, corporation, association or company any property whose selection will depend upon chance or hazard in any manner whatsoever, is to be delivered, or received, is in any way connected with, or is a part of the transaction, as a prize, premium or premium-gift; or whoever sells or exchanges any trading stamp, coupon or other like devise upon a contract to enable the purchaser to sell or exchange property, or attempt so to do, upon any representation, advertisement, notice or inducement of any kind hereinbefore mentioned; or whoever delivers any goods, wares or merchandise upon the presentation of any such stamp, coupon or other like device so given or caused to be given, shall, for each offense be guilty of a misdemeanor and be punishable by a fine of not less than twenty dollars, or more than five hundred dollars, or imprisonment in a County Jail for not less than ten days, nor more than six months, or by both; provided, however, that the provisions of this Act shall not apply or extend in any manner to the redemption of any such stamp, trading stamp, coupon or other like device that may have been issued as a premium, prize or premium-gift prior to the time this Act takes effect; and provided further that the provisions of this Act shall not apply or extend to any sale or exchange of articles in bulk, heap or mass, or a part or portion thereof, which sale or exchange is not made, effected or induced by or upon any representation, advertisement, notice or inducement of any kind hereinbefore specified.

A COMPLETE SALES FORCE.

Spohn-Patrick Company Make Valuable Additions to Their System.

The Spohn-Patrick Company have recently been making a few changes. There has been very little alteration in the personnel of their immediate salesforce, although that has been strengthened in several instances.

The changes were made necessary by the retirement from the firm of Andrew R. Patrick, who has been one of the partners for the past five years.

The principal changes in the staff have occurred in the Los Angeles and Denver branches of the house.

Negotiations have just been completed by which J. Tod Cook has become the manager in Los Angeles, the firm being known there as the Spohn-Cook company. Mr. Cook has been identified with the grocery world of Southern California for sixteen years. He has been with the Stetson-Preston Co., wholesale grocers, for a long time, resigning a highly responsible position in order to assume charge of the Spohn-Patrick acounts in Southern California.

Frank Heifferich has been entrusted with the management of the Denver, Colo., branch. Mr. Heifferich has been in the employ of the Spohn-Patrick Company for years, having been W. H. Moore's assistant for some time. He is very popular in grocery circles and is well posted on the needs of the trade.

Harry N. Nelson is manager of the Seattle branch. He has developed a splendid business in Washington, North Idaho, Montana and British Columbia. Mr. Nelson, at one time, covered the entire Northwest territory. The business increased to such an extent, however, that he was forced to entrust the Oregon business to an assistant.

E. A. Thawer was chosen to watch the firm's interest in Oregon. He has his headquarters in Portland, and from this central office he has been able to awaken the interest of the entire grocery trade of Oregon in the lines he carries.

T. W. Whiteley is one of the firm's old retainers. He has the management of the Salt Lake branch and has cultivated a fine line of business in Utah, Wyoming and Idaho.

The San Francisco trade is handled very largely by Al Rennie. Mr. Rennie has worked himself up by cleverness and a devotion to his business until now he possesses the high regard and warm friendship of practically every grocer of consequence in the Bay Cities.

The jobbing trade in San Francisco is being handled by Mr. Spohn and J. F. Medeau. Mr. Medeau has worked with the wholesale grocers of all classes of trade for many years and has been able, through his railroad connections, to extend favors to most of them. He is well liked among the wholesalers who are glad of being able to now extend favors to him.

John H. Spohn, senior partner of the firm, remains at the helm. Associated with him as vice-president and co-manager is F. M. Hathaway, who has been well known for years in the coast oil world of San Francisco and Oakland. The same efficient office staff has been retained.

Spohn-Patrick Company have a splendid line of accounts. They have scored in the matter of introducing and distributing grocery specialties both on the Pacific Coast and through the Orient that could be won only by a complete and well supervised system as they have established.

WILLING TO TELL HIM OF A GOOD STORE.

"Party, Young man, where did you get that cigar?"

Little Johnny Jones: Wot's dat? A cigar? Or does yer really wanter know where to buy good cigars?

SEND FOR A TRIAL ASSORTMENT

A THOROUGH knowledge of the Olive Industry acquired through years of study and experience in the Olive business makes the Seville Packing Co., of Seville, Spain, and New York City, headquarters for High Grade Goods.

This concern grows, packs and ships their "WHITE LABEL" brand of

Queen and Manzanilla Olives, Pim-Olas, Baby Pim-Olas

all over the world.

We wish to place an assortment of "WHITE LABEL" Olives, etc., with every merchant on the Pacific Coast who has not a steady and growing trade in the Olive line.

Why do we wish to do this? Not merely to sell you the first order,— but, to start you right, in other words to prepare you to serve the interests of your customers as well as your own to better advantage.

There is Money in the "White Label"

The trial assortment of "White Label" products is to include QUEEN and MANZANILLA OLIVES, STUFFED OLIVES (large and small) and

"Nicelle" Olive Oil

the Purest and Finest now on sale in this country. We have the documentary evidence to prove what we say about "Nicelle" Olive Oil. The United States Bureau of Chemistry at Washington, D. C., will verify our statements.

May we ship you the trial order? Answer by mail, telephone, or give our salesman the order.

SPOHN-PATRICK COMPANY

Pacific Coast Agents
16-22 Front Street, San Francisco

Branch Houses:
Los Angeles Portland Seattle
Denver Salt Lake City

A MATTER OF HEALTH

ROYAL



BAKING POWDER

Absolutely Pure

HAS NO SUBSTITUTE

All Grocers should carry a full stock of Royal Baking Powder. It always gives the Greatest Satisfaction to customers and in the end yields the larger profit to the Grocer.

OAKLAND'S LIVELY MEETING.

Oakland, Cal., March 8, 1905.

Grocers' Advocate: The Alameda County Grocers were presided over by Vice-President H. Duncan, Monday evening, March 6, 1905. The members were pleased to find one of their usually silent members so well adapted as a presiding officer.

The price list of the Del Monte Milling Co.'s meals was discussed, and the secretary requested to ask that the meals be listed on a more profitable basis. The minimum margin of profit asked was 25 per cent.

The grocers expressed themselves as well pleased with the action of J. C. Westphal & Sons, listing their "Bay City" and "White Foam" brands of flour. In a conversation with W. Westphal he said: "We are well pleased with the plan of protecting the grocer and we would much rather give the grocer in profit money spent in advertising our products."

The showing made by the grocers of the Bay Cities with the Globe Milling Co.'s flour speaks well for the plan that gives protection and a profit to the grocer. That a new flour can be put on the market at an increase of 10c over the standard brands, is strong proof of the power that lies in the hands of the grocer if he elects to use it. If our grocers persist along these lines it is a question of only a very short time when our fight for better trade conditions is won.

We are doing our work with earnestness and vigor. We are encouraged by the reports of what has been done and what is being done in other places, but we are anxious about the results in San Francisco. Many of our grocers have asked the question and I would like to have some of our San Francisco grocers address the **Advocate** on what they are doing in the matter of handling protected goods. Yours truly,

James G. Reed,

Secretary Retail Grocers' and Merchants' Association.

RIGHT AND WRONG POLICIES.

While it may show lack of wisdom to bemoan the importation of Eastern or foreign goods that cannot be produced here as cheaply nor of as good quality, there is no excuse for showing favor to the imported article when the California product meets the quality and price.

The California Fish Company's cannery at San Pedro is packing as fine a fish as grows in the sea, in as fine an oil as grows on the tree. "Sunset" Mackerel, "C. P." and "La Croix" Sardines meet any competition, and every California grocer should sell them.

OVER 700 GET PROFITS.

(Continued from page 3.)

of additional profits which they have been entitled to for many years long since and have not been receiving.

Are They Your Friends?

The following brands of flour are being sold at from $1.20 to $1.25:

Port Costa.
Sperry.
Golden Gate.
Drifted Snow.
Crown.

The manufacturers of these brands are trying very hard to persuade the grocers that they are their friends, and have been for many years.

If they are the grocers' friends, why do they not give them the same protection accorded the trade by the other mills?

How have they proven their friendship for the retailer?

Is selling flour to cutters with a special discount and letting those cutters sell at the price the bulk of the trade has to pay a friendly act?

They have been doing this for 20 years and have not stopped it now. Yet they say they are the real friends of the grocers.

We leave the answer to your judgment, Mr. Grocer.

THIS IS
THE TIN

NO STALE
PACKAGE
COFFEE
ON YOUR
SHELF

FRESH
WHEN BOUGHT

FRESH
WHEN SOLD

FRESH
AND SMOOTH
WHEN YOU
DRINK IT



Sealed in a Vacuum. Always fresh
The Very Finest Breakfast Cup
Buy a 1 or 2-pound can of your grocer



SHREDDED WHOLE WHEAT
RECOMMENDATION

You should be more than willing to recommend

Shredded Whole Wheat Biscuit
and Triscuit

to your customers. In the first place, they will like the Shredded Whole Wheat products and find that they represent the ideal food with the maximum amount of nutrition; and the second place, you will be doing yourself a good turn as well as your customers. It always pays to recommend a good thing—particularly when there is a satisfactory profit in it for you.

The Shredded Whole Wheat products pay you a good profit, and keep on paying it constantly, as they are not a fad, but a staple — people who once try them, keep on trying them.

There's no food on the market which is better advertised. This means that the demand is permanent as well as strong.

It will be good business for you to speak a good word for Shredded Whole Wheat to those unacquainted with its merits.

THE NATURAL FOOD COMPANY
Niagara Falls, N. Y.

AGREES WITH CONNOLLY.

Vetern Organization Worker Urges California's Secretary to Further Activity.

Elisha Winters, editor of the K. C. "Journal of Commerce" and one of the vetern organization workers of the country, has written to State Secretary Frank B. Connolly commending the stand taken by Mr. Connolly that the National Association must have some great paramount issue of really national importance.

Mr. Connolly held that the one issue of equal value to the dealers in every part of the country was that which had brought about the wonderful growth and power of the National Druggists' Association, namely, having retail associations give active support to those manufacturers who should see fit to fix a fair retail selling price on their goods and refuse to allow those goods to be handled by firms who might cut the established prices.

In speaking of this matter Mr. Winters says:

"Dear Sir:—I have just read in the San Francisco Retail Grocers' Advocate your public criticism of the action of our recent national convention.

"I take the liberty of assuring you, Mr. Connolly, that in an experience extending over 20 years, you are the first grocer to my recollection, who has ever attended one of our conventions who has been able to see and point out the fatal lack, the missing link, as it were, of our organization and suggest a remedy.

"For the past five years similar objections were raised in a tentative way. The answer has always been 'Wait until the National Association is thoroughly organized.'

"We have been waiting for five years.

"We cannot afford to wait any longer.

"The one year that will elapse before our next convention is not too short a time to discuss this very important question you have raised. We want a definite proposition—a paramount issue—with a concentrated purpose to carry it out.

"As you clearly state in your article, the druggists have such a definite aim. You will remember that in my few remarks before the recent convention, I suggested that the confectionery and other organizations have definite aims. A national body without a definite aim, in my opinion, has no cause for existence.

"I shall have your article read and discussed at our next public meeting.

"I would like to unite our forces with yours and add other recognized leaders in organization work who would be interested in securing the results that I agree with you are necessary if the National is to live and grow in power and value.

"I think if your idea were crystalized into a definite proposition and mailed to the 184 accredited delegates who attended our recent National Convention, it would receive the support of an overwhelming majority of them at Niagara Falls in 1905.

"What do you think of the proposition?

"Trusting to have the pleasure of hearing from you at your earliest convenience, I remain. **Elisha Winters.**"

DISHONEST AND DANGEROUS.

While very few retail grocers read the "Grocer and Country Merchant," yet in its free distribution it reaches many wholesalers and manufacturers who cannot realize that it does not represent the sentiments of at least a portion of the retail grocery trade.

The editor of this paper is a British subject named Menzies. He does not hesitate to attack every American institution from which he cannot secure a profit.

He was a warm defender of the trading stamp for many months. Quite recently he flopped over to the side of the retail merchants because he has a number of tobacconists among his real subscribers and they were trying to wipe out the trading stamp evil.

For ten years he did not hesitate to publish any dishonest libel against the grocers of San Francisco. During the past few months his columns have been filled with slavish adulation of a few men among the directors of the San Francisco organization. His motive was very evident since they were men who were opposed to the State Grocers' Association, every movement of which he opposes—a fact that shows how few grocery readers he has.

In his last issue, he speaks of the high-minded, progressive merchants who are at the head of the State Grocers' Association.

"Those ignorant and presuming (or otherwise, criminal) leaders of the trade that we designate as the State Push."

In the issue prior to that he denounces as ridiculous the efforts to rehabilitate prices, to secure favorable legislation, etc. Speaking of the work of the State Association he by some accident tells the truth. He says:

"All of these * * * have been promoted on the Coast by the 'Retail Grocers' Advocate,' * * * whose chief ally in this work has always been Joseph A. Stulz. This partnership has been at work now for eight or nine years. * * * Recently they have been joined by a young man called Connolly."

Your Stock Keeps Moving,
Your Money Is Constantly Turning,
And You Are Always Earning When

YOU CARRY

Carnation Cream

Quality

You get 20 ounces of it in every can of CARNATION Cream



Economy in Use.

For Kitchen and Table Use CARNATION Cream goes further than fresh milk.

Will Keep in Every Climate.

THE RETAILER
Who Buys Carnation Cream Now
MAY ADD
EXTRA PROFIT **25c** EXTRA PROFIT
On Every Case
TO
The Credit Side of
HIS ACCOUNT

Ask your Jobber, or write direct to **Spohn - Patrick Company,** *Agents, for Special Rebate Contract Blank.*

PACIFIC COAST CONDENSED MILK CO.
Manufacturers : : : : : : : Seattle and Kent, Wash., Forest Grove, Oregon.

DAN O'CALLAGHAN
REAL ESTATE
AND
INSURANCE BROKER
City Agent
Liverpool & London & Globe Ins. Co.

Telephone, Main 5238

22 Montgomery St., San Francisco

(Mr. O'Callaghan was for many years a member of the firm of O'Callaghan, Nelson & Co.)

CONTAINS WHITE OF EGG
The Greatest Leavening Auxiliary



Not Made by the Trust

Now Used in Thousands of Families

30 CENTS THE POUND
Made in California. Ask Your Jobber.
THE NEELY COMPANY
3 California St., San Francisco

NOT EXCELLED
By Any Cream Made



Made in Vall y Ford, Sonoma County, by
The Condensed Milk Co.
OF CALIFORNIA
213-215 Market St, San Francisco

"CRACKER JACK"

"The more you eat
The more you want"

THE WORLD'S GREATEST 5c SELLER

100 Packages to Case = = = $3.65

CASE WEIGHS 40 lbs. GROSS

Dodge, Sweeney & Co., Agents, - San Francisco, Cal.

News of the Coast.

CALIFORNIA.

Elmwood—Earl Crouch and Guy Warner are opening a general merchandise store.

Florence—M. E. Swift has purchased a grocery here. He was formerly of Long Beach.

Long Beach—Lee Beatty, the grocer at 527 East Fourth street, is making arrangements to move into new and larger quarters his present location being too small to accommodate his growing business.

Petaluma—Harve Fuller's grocery has been attached at the instance of Haas Bros. of San Francisco, who are understood to be representing all the creditors. Subsequently Frank and Rodney Putnam, under the firm name of Putnam Bros., purchased the stock and reopened the store for business.

Riverside—Leslie L. Lewis, one of the employees of Rockhold Bros.' grocery store, recently stole a march on his friends. He went to Los Angeles "on business," and the next thing his friends heard was the announcement that he had taken unto himself a bride, in the person of Miss Ida C. Todd, of the Angel City.

Sebastapol—George McFarland and Joseph W. Miller will open a new grocery store here in a few days. In addition to the grocery business they will do a commission business.

Vallejo—James Murphy, the poular grocer and wine merchant who is located at the northeast corner of Marin and Capitol streets, has now one of the neatest little stores in Vallejo. Many improvements on both the exterior and interior of the store building having been made.

IDAHO.

Hailey—E. F. Tucker is starting a grocery store.

Twin Falls—C. Haler will start a grocery and bakery. J. A. Mitchell has opened a grocery store.

Wardner—The Wardner Mercantile Company has divided up interests, J. B. Cox buying out the entire grocery business of the firm and consolidating with C. W. Brown & Co., grocers, who will continue in the line of groceries, A. Rambo and J. B. McKenzie, other members of the mercantile firm, will put in a complete line of dry goods and furnishings and remain in the Mercantile building. The grocery store at Kellogg owned by the Mercantile Company will be continued by Cox & Bro. at the same stand.

MONTANA.

Butte—Stanich & Co. have discontinued their confectionery and grocery store. Gordon & Edelstad have bought L. Gordon & Co's. grocery.

Great Falls—Kneeland Bros. have succeeded McDonnell, Kneeland & Co., grocers.

Livingston—Blakeslee Bros. have succeeded Blakeslee & Houstan, grocery.

OREGON.

Albany—M. P. Bredemier is opening a tea and coffee store.

Forest Grove—Johnson & Johnson succeeded McNamer & Johnson, grocers and meat dealers.

Freewater—J. W. Lind, general merchant, has sold his grocery stock to A. Johnson and dry goods to S. D. Williams.

Grants Pass—J. R. Hyde has succeeded Hyde Bros., grocers.

Hood River—Frohm & Heaton have succeeded C. L. True, grocer.

Portland—B. F. Hanegan has bought A. L. Speake's grocery.

Roseburg—John McNamee & Bro., grocery, will retire March 15.

Salem—C. J. Atwood succeeds Atwood & Fisher, grocers.

Weston—Sim J. Culley is moving his grocery stock back into the Brandt building and with it will place the Blair bankrupt stock. An addition is being built to accommodate the increased stock.

WASHINGTON.

Burton—C. C. Dickenson's grocery stock has been transferred to a trustee.

Everett—The Meyers Grocery Company has incorporated for $4,000.

Mallon—Spokane advices report John McGonigle succeeding McGonigle & Willan, grocers at Mallon and Madelia.

North Yakima—W. R. Moffit is arranging to open a grocery store. Mr. Moffitt is practically a newcomer to the Coast, but an experienced man at the grocery trade.

Seattle—S. N. Thompson has bought Jas. Torkelson's grocery at 1600 Sixth avenue. The Adams Tea & Coffee Co., at 921 First avenue, has added a stock of groceries. Sylvester Bros., who sold out some time ago to the National Grocery Company, have bought out the Grimsley-Sherwood Company and expect to move back into the old quarters, now occupied by the National Grocery Company, when the latter moves to its fine new quarters at the corner of Western avenue and Madison street.

Tacoma—C. E. Frank is selling out his grocery. Williams & Olson, grocers, have dissolved, Olson succeeding.

Walla Walla—E. W. McGlaughlin has bought Marion Koger's interest in the Standard grocery.

Spokane—P. Heily, who some time ago sold his grocery store to Folsom & Co., has recently again taken possession of the Mallon avenue grocery. N. McDougall, grocer at E1326 Sprague avenue, has discontinued. M. Crowe, whose store in Stafford's addition was burned several months ago, is opening a grocery store at the corner of First and Lincoln. His son-in-law, F. Swingler, recently in business at Crescent, will be in the business with him.

Van Asselt—F. Gasch's grocery store reported burned.

BRITISH COLUMBIA.

Vancouver—McPhee & Hinckleton have succeeded S. A. Sayers, grocery.

MAKES SNIDER CATSUP.

Mr. Jefferson Livingston, manager and one of the largest stockholders of the T. A. Snider Preserve Co., has been spending the past week in San Francisco after a sojourn in Southern California.

Mr. Livingston has been helping make Snider's Catsup ever since the business was started 21 years ago. The success of the company is due very largely to his splendid capacity as a manager and his executive ability in controlling a large sales force. It is through the effective co-operation of the home office with its many representatives that Snider's Catsup has reached the splendid position it occupies. Today, not only in California, but in every state of the Union, it is the largest seller of its kind on the market.

This is Mr. Livingston's first visit to San Francisco since 1896. He has been much struck by the wonderful movement of the city and especially the changes in the mercantile and manufacturing districts.

CAN'T PUBLISH MILK AWARDS.

U. S. Court Grants Petition of Borden Company.

An injunction restraining the Louisiana Purchase Exposition Company from publishing the awards on condensed milk was granted Tuesday in the United States Circuit Court by District Judge Pollock on the petition of the Borden Condensed Milk Company.

The injunction was granted on the ground that there was no competition in the condensed milk exhibits owing to an irregularity in the classification and award juries.

The petition also asks that all the papers and records held by the Exposition Company relating to protests against awards by exhibitors be turned over to the National Commission for settlement.

It is expected that the decision of the case will largely affect other protests now in the hands of the National Commission, and which will be brought into court.

RAINIER BEER

Popular! Why?

Because it is really good.

Only Choice Materials
Used in its Manufacture.

JOHN RAPP & SON, AGENTS
Phone South 473.

Better and Quicker Work

THAN ANY $50 CUTTER
COSTS ONLY HALF AS MUCH

The "Dunn"

CUTS ANY WEIGHT CHEESE
AT ANY PRICE PER POUND
A Child Can Operate It.

We can sell our Cutter for Less than any Other Manufacturer, because—
Our Capacity is Greater—We Make More Cutters—than ANY other Factory.
WILL SAVE ITS COST IN 90 DAYS.

For further particulars address
W. A. HAWLEY — PACIFIC COAST AGENT — 310 Cluett Building
SAN FRANCISCO, CAL.

$25



$5 Down
$5 p. Month
5 Year Guarantee

Attracting Trade

Attractive Advertising Paper.

A New Jersey store mails every little while a store paper which they call the "Kitchen Furnisher." In this are advertised different kitchen utensils, all the advertisements being fully illustrated. Mixed with the advertisements are recipes for cooking various dishes and considerable general matter about the store offerings.

Free Goods One Day in Month.

A merchant is advertising what he calls a "Great Free Day" in the following words: "A certain day of this month has been selected and the date deposited with the Home Savings Bank in a sealed envelope. On the first day of next month the bank will announce the day and all persons holding sales checks for that day who bring them to us will get the cash returned."

Get Dishes Free With $50 Purchase.

A merchant sent out cards on one side of which was the store name and an arangement of figures. On the other side was an offer to give a set of dishes when total purchases amounting to $50 had been made. A payment of $1.95 was asked to cover freight charges, packing, etc. When the full amount was purchased the card was presented for the set of dishes. As stated on the card, for every sale of 10 cents or more a corresponding amount was punched from the figures on the other side of the card.

Sweeper Free.

An Illinois store, in advertising a 10-day bargain sale, announced that, with every dollar spent, in addition to the special prices, it would give a chance to secure a carpet sweeper free. The drawing for the carpet sweeper was announced to take place at 7 p. m. the last day of the sale.

A Novel Prize Contest.

The Famous department store at Clarence, Mo., hit on an original advertising scheme for a one-day sale this month. The store announced that it would present a barrel of flour to the man bringing in the greatest lot of women on one load. The women did not have to purchase anything at the store. All that was necessary was that they be 20 years old or over, and come in one load. Charles Head, of Macon county, won the prize. He put a hay-rack on his sled, hitched up four horses and then toured the country in search of women. He managed to squeeze forty-eight on the rack, but there wasn't room enough to have added a doll baby. Charles Barr brought in thirty-eight women, and Rade Long could only find room for sixteen. Great crowds were in the store all day watching the sleds come in and the management says the store did the biggest business in its history.—Merchants' Journal.

Window Signs in Colored Cotton.

The window sign idea may be worked out in novel form by going to a little extra trouble.

Instead of painting your phrase on a card, put it on the inside of the window glass in colored cotton of various shades.

Take some pieces of wire, bend them to the shape of the desired letter, and cover each with cotton. Then attach each letter to the glass by means of liquid glue.

As the letters will of necessity be rather large, short phrases will be found best for this purpose, such as "Choice Mackerel," or "Our Fish are O. K."

The cotton used should be of bright hue, red or pink, or a rich shade of green being preferable.

"Try one of these," the latter of course, in connection with a bulk display of something you wish to exploit

Bond System
OF
Retailing Staples



For Particulars, write

BOND SCALE CO.
210 East Second St.
LOS ANGELES, CALIFORNIA



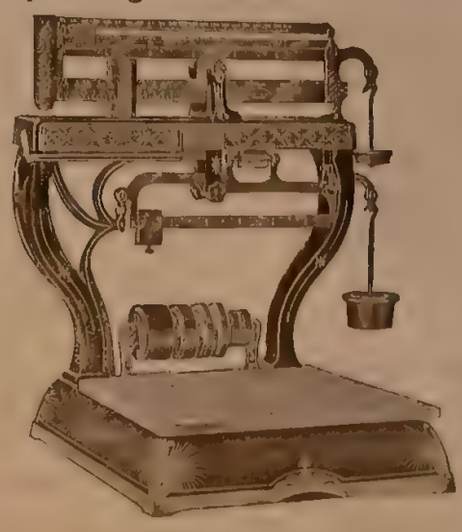
California's Choicest Food Products

"Griffin Extras"
PURE AND WHOLESOME
PRESERVES AND MARMALADES
Prepared in 16 oz. Glass Jars, 2 doz. in Case.
16 Varieties Packed Straight or Assorted.
These Delicious Preserves and Marmalades
Are Put Up to Meet the Requirements of High-Class Trade.



SPOHN - PATRICK COMPANY
SALES AGENTS
16-22 FRONT STREET, - SAN FRANCISCO

$39.00 BUYS THE BEST
Computing Scale in America



Patents sustained by U. S. Courts and Patent Office.

Saves the Grocer 60c per Day

Write for particulars.

Not Made or Sold by the Trust.

Sold by Wholesale Grocers and Hardware Dealers.

Standard Computing Scale Co., Ltd., Manufacturers
DETROIT, MICH.

Welch's Grape Juice

You could not choose a better time
to stock with Grape Juice
Order To-day!

Publicity! Publicity! Publicity is the main factor used in bringing **WELCH'S GRAPE JUICE** into prominence.

In addition: An aggressive campaign of introduction is now well under way. Get the Welch's Window Display Outfit.

It is not essential for you to talk Grape Juice in order to sell it; but it is necessary that you have it in stock. We even help you sell it inside your store.

BOOKLETS. — We give you a supply free. These booklets are carefully worded and give interesting information about Welch's Grape Juice. In short, after reading the Welch Booklet of Recipes, etc., one desires a trial of this "Delicious Food and Drink."

Send us a trial order for Welch's Grape Juice and learn our plan. Mention Wholesaler through whom you ship



SPOHN - PATRICK COMPANY, Pacific Coast Agents
16 - 18 - 20 - 22 FRONT STREET, - - SAN FRANCISCO, CAL.
Branch Houses: Los Angeles, Portland, Seattle, Denver, Salt Lake City

NAME OR QUALITY.

The Question as to What it is That Consumers of Coffee Wish to Pay For.

Retail merchants wish to present their customers with the coffee they wish to buy:

What is it?

Do customers want to buy coffee of a certain name or do they want to buy coffee that will satisfy their taste?

We would suggest that the grocer who would retain his coffee trade must give his customers the coffee that pleases them best when it is smoking in the cup before them without regard to what its name may be.

In regard to the matter of the name we question whether there is one grocer in a thousand who can tell by the coffee itself where it comes from.

Does your Java come from Java or Mocha from Mocha or Peaberry from Peaberry?

Who knows?

As a matter of fact, what is the difference where it comes from?

It is better for the dealer to buy coffee for value rather than for the name by which it may be known. The most exacting coffee roasters are now giving very careful attention to selecting coffees of whose uniform excellence they can rest assured. These coffees they market in cartons or air tight tins without naming the country or origin.

They advertise their excellence. They then depend upon the quality of the coffee being satisfactory to insure repeated demands for the same. In other words ,they lend their own names to the coffee they put up under their special brands, and thus assume the responsibility for the quality.

This is the policy of A. Schilling & Co. Their "Schilling's Best" coffee is guaranted to be of a quality equivalent to the responsibility of A. Schilling & Co. The dealer that offers his trade "Schilling's Best" coffee as a superior article knows that it possesses quality of high degree, just as he knows that A. Schilling & Co. possesses responsibility of the highest degree.

It is worthy of note that it is through the high grade package coffee that can be "money back" and are advertised in other ways that the retail grocers are getting back some considerable part of the coffee trade which has been drifting away gradually because of the efforts of the coffee peddlers.

Quality

Counts before **QUANTITY** with shrewd buyers



—Our Goods are Always Satisfactory—

Helvetia Milk Condensing Co.

Highland, Ill.

San Francisco Office, 3 Calif'a St.

PRIMROSE FOOD CO.

This company has been incorporated with a capital stock of $5000 of $1 each with the following original subscribers: Le Roy Hough, W. D. Dennett, E. R. Lilienthal, Albert Raymond and S. R. Elias.

"Exceeds All Expectations."



THE HOBART ELECTRIC COFFEE MILL

Self-Starting —:— Self-Oiling

SIMPLICITY ITSELF

H. HOLLMAN & CO., 2805-2807 Mission St., say:

Mr. W. J. Andrews, Gen. Agent Hobart Electric Coffee Mill,
53 Crocker Building, San Francisco, Cal.

SIR:—

Believing that "merit should be awarded," we take the liberty of writing you about our No. 2121 Electric Coffee Mill we bought of you a month ago.

All we can say is that it exceeds all expectations and has proven an absolute success and satisfaction to both ourselves and to our customers.

If any Grocer desires an Electric Mill he should, without fail, get a Hobart. Yours very truly,

(Signed) H HOLLMAN & CO.

The HOBART will Do as Much for YOU

Write for Circulars, Prices, Etc.

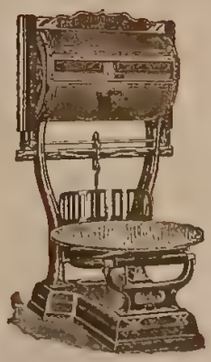
W. J. ANDREWS

GENERAL AGENT

53 Crocker Building **San Francisco, Cal.**

Money Weight Scales

Some of the Advantages the Grocer Derives:



1—They give the correct value of the article being weighed.
2—They prevent loss from errors in calculation.
3—They save time required in making calculation.
4—They are made better than ordinary scales.
5—With proper care they will last an ordinary life-time.
6—The pivots are of hardened tool steel, and with agate bearings inserted at the proper point, are practically indestructible.
7—They are sensitive to the very small fraction of an ounce.
8—They are an ornament to any store.
9—They are the only scale that is mechanically honest.
10—Customers, knowing them to be an honest scale, like to have their purchases weighed on them.
11—Sold on easy monthly payments.

With the **Money Weight Scales** you at once weigh goods **AT THEIR MONEY VALUE.**

Send for further information.

PIERCE & CO.

Pacific Coast Agents

14 Turk Street **SAN FRANCISCO, CAL.**

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Each of these departments in this Price List is checked up and corrected every week by two or more reliable authorities on values. More than thirty wholesale houses co-operate with us to secure for our List the greatest accuracy possible.

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COLUMN 1.
Department 1.

COFFEE, CHICORY, ETC.

Green Coffee.

Mocha, Genuine Arabian	18	21
No. 2	17	18
No. 3	16	
Kona (Hawaiian)	16	18
Mexican	12	13
Java, common	15	18
Java, brown plantation	20	25
Caracol, prime washed	13	16
Caracol, ordinary	13	14
Guatemala	11	17
Costa Rica	12½	16
Salvador	10¾	12

Roast Coffee.

Salvador	12	20
Costa Rica	16	20
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Good C. A. Blends	18	20
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Royal Java Roast	13
Lion, 100-lb	15.37
Arbuckle's, 100-lb	15.37
Arab, 1-lb tin	.13
Hill's Bros. Arabian Roast	.27
"M.J.B.," 60 1's in case	.28
"M.J.B." 30 2 s in case	.27
"M.J.B." 20 5's in case	.25

Schilling's Best Coffee.

Tins: 30-lb price	60-lb case ¼ off		
1-lb cartons	1lb tins	2lb tins	3lb tins
5-star	36¼	39¼	38¼ 38
4-star	29¼	32¼	31¼ 31
3-star	25¾	28¾	27¾ 27½
3-star Laquered (3-lb. tins only)			27½
2-star	22¼	25¼	24¼ 24
1-star	18¾	21¾	20¾ 20½

Cartons only in 25, 50 or 100 lb cases can be assorted as required.

The Porto Rico Co.

Ponce de Leon, in bulk	26
Cream of Moca, 1-lb. cartons	25

Ground Coffee.

Hill's Bros. Arabian Roast	.27
Cafe des Gourmands	.26
Mexomoka	.15

Chicory.

California	6
Belgian	7
German, Genuine	8

Coffee Extracts.

Bulk, per lb.	07
Vienna, ¼'s, 10-lb bx.	25
Vienna, 1's, 10-lb. bx.	25
Ackermann's, ½-gross bxs., gross	4 00

COLUMN 2.
Department 2.

TEAS.
Japan.

(Panfired, Sundried or Basket-fired.)		
Extra Fancy	56	74
Fancy	44	55
Extra Choicest	39	43
Choicest	34	38
Fine	24	33
Fair	22	24

Green China.

(Gunpowder, Imperial or Young Hyson.)		
Extra Fancy	55	76
Fancy	33	46
Choicest	25	37
Extra Choice	32	34
Fine	25	31
Fair	20	25

English Breakfast.

Extra Fancy	67	90
Fancy	51	66
Choicest	35	50
Choice	24	30
Fine	20	22
Fair	15	20

Oolong.

Extra Fancy	53	$1.50
Fancy	50	57
Extra Choice	36	48
Choicest	33	35
Fine	27	32
Fair	22	26

Ceylon and India

Broken Orange Pekoe	36	65
Broken Pekoe	23	56
Orange Pekoe	31	53
Pekoe	27	46
Pekoe Souchong	24	39

Schilling's Best Teas.

(Packed only in 16, 12, 8 and 4-oz. Cartons. Never in bulk.)

Japan, per lb	45
do, 1 crn., 90c; 2 crn.	$1.80
English Breakfast	45
do, 1 crn., 90c; 2 crn.	$1.80
Ceylon	45
do, 1 crn., 90c; 2 crn.	$1.80
Oolong	52½
do, 1crn., 1.05, 2 crn.	2.10

TREE TEA

(Pride of Japan, etc.)

Packed in 1 lb. and ½ lb. cartons

Japan	37½
E. B. Congou	37½
Oolong	50
Gunpowder	45
Ceylon	40

COLUMN 3.
Department 3.

SUGAR AND SYRUPS.

The Western Sugar Refining Company quotes net cash prices as follows. Barrels are an advance of 10c, half barrels, 25c, boxes, 50c, 50-lb. bags, 10c.

Dry Granulated, 100-lb. sk	5 80
Fruit Granulated	5 80
Confectioners' A	5 80
Cube	6 05
Crushed	6 05
Fine Crushed	6 10
Candy Granulated	6 00
Magnolia A	5 40
Extra C	5 30
Golden C	5 20
Beet D. G.	5 70
Bar Sugar, bbls.	5 20
¼ cent off for prompt cash.	
Do. ½-bbls	6 60
Do. 40-lb. tins	7 70
Do. 30-lb tins	7 70
Do. 30 lb. boxes	6 85
Domino, 5-lb. cartons, 24 to cs	9 00

SYRUPS.

Saratoga Drips (Long's)	gal.	Gal
50-gal. bbls.	$	50
30 gal. bbls.		52
17 gal bbls		55
5 gal. jackets	2	30
4½ gal jackets	2	60
2 gal kits	1	25
1½ gal. kits		90
1 gal tins		70

Pac. Coast Syrup Co.

Tea Garden Drips —	Case
12, 1 gal. tins	$8.40
20, ½ gal. tins	7.70
24, ¼ gal. tins	7.34

Orange Blossom Drips.

6 1 gal. tins	per case	$2 40
12 ½ gal.	" "	2 60
24 quart	" "	2 60
36 2-lb.	" "	2 85
50-gal. bbls		33
28-gal. ½-bbls		35

Molasses.

New Orleans

Genuine Light, about 70 gals bbls.	50
Genuine Light, 30 gal. ½ bbls.	52
Genuine Light, 15 gal ¼ bbl	55
Genuine Light, 5 gal. kegs, gal	57

	Doz.
Pelican, 12 1 gal tins	9 60
Pelican, 20, ½ gal. tins	8 50
Pelican, 24, ¼ gal. tins	6 10

COLUMN 4.

Maple Syrup.

Woodlawn (Long's)	case. Case.
Gal cans, 10 to cs	$11 00
Gal. cans, 6 to cs	6 60
½ gal cans, 12 to cs	7 14
¼ gal cans, 24 to cs	8 10
10 gal. jackets, each	10 15
5 gal. jackets, each	6 11
4½ gal jackets, each	4 63
Qts., glass, 12 in cs	4 60
Pts., glass, 24 in cs	4 90

Pac. Coast Syrup Co.

Toboggan- -	Doz.
⅛ gal. tins, 2 doz. to cs	2.25
¼ gal. tins, 2 doz. to cs	4.00
½ gal. tins, 20 to cs	7.20
1 gal. tins, 12 to cs	13.20

"OLD MANSE"
—Absolutely Pure—
CANADIAN SAP MAPLE SYRUP.



	Doz. Price.
1 gal. cans, ⅛ doz. in cs.	$1.00
½ gal. cans, 1 doz. in cs.	2 00
¼ gal. cans, 2 doz. in cs.	1 20
⅛ gal. cans, 4 doz. in cs.	2 00
Qt. bottles, 1 doz. in cs.	1 20
Pt. bottles, 2 doz. in cs.	3 00
Decanters, 1 doz. in cs.	5 50
4½ gal. Jackets, per gal.	1 15

Retail Discount 5 per cent. 10 cases 7½ %, 25 cases or over 10%

On each package we offer to forfeit $1,000.00 if found short in measurement or containing any impurities

Maple Sugar.

Vermont, gen. pure, abt. 30 1-lb bricks, per lb	17
Vermont, gen. pure, abt. 30 2-lb bricks, per lb	15½
Log Cabin, in 1, ½ and ¼-lb bricks, assorted in 25-lb pails per lb	15
Scudder's, in 1, ½ and ¼-lb bricks, asstd., per lb	14

COLUMN 5.
Department 4.

DRIED FRUITS, NUTS AND HONEY.

(Add ¼c for 50-lb boxes and ½c for 25-lb. boxes.)

Apples.

Sundried, sacks	8
Evap, fancy 50-lb bxs	8
Evap, ex choice, 50 lb bx.	7½
Evap, choice 50-lb bx.	7

Apricots.

Choice Sacks	11
Fancy Sacks	12
Fancy, 25 lb boxes	12½

Blackberries.

In boxes, per lb	13

Cherries.

Pitted, in boxes, per lb	30
Unpitted, in boxes, per lb	11

Currants.

In bbls (tubs 6¾)	6½
In mats, 50-lb	7
Recleaned, in bbls.	7
Recleaned 25-lb boxes	7½
Recleaned, 50-lb boxes	7½
Recleaned, 1-lb carts.	7½
Recleaned, 12-oz. carts.	6¾

Dates.

Fard, 14-lb, per lb (70-lb 7)	7½
Persian, 65-lb case	6

Figs (California).

Black, sacks	3½	5½
Black, 25-lb boxes, per bx.	1 20	1 40
White, bags	3½	5
White, 10-lb bx. per bx.		60
White, 10 1-lb bcks, pr bx.	65	75

Figs (Imp. Smyrna.)

Fancy, 10-lb bx, per lb	18
Choice, 5-lb bx, per lb	16

Nectarines.

White	8½
Red	8

Peaches.

Choice, in sacks	10
Ex. choice, in sacks	11
Fancy, in sacks	12

Pears.

Choice, ¼'s, in sacks	10
Ex. choice, ½'s, in sacks	11
Fancy, ½'s, in sacks	12

Plums.

Unpitted	3
Pitted, bleached	9
Pitted, black	7

COLUMN 6.

Prunes.

	Sks.
30s-40s	7½
40s-50s	4¾
50s-60s	3½
60s-70s	3
70s-80s	2¾
80s-90s	2¼
90s-100s	1¾

Raisins.

	Box	½'s	¼'s	50 lb
6 Cr. Layers	3.25	—	—	—
5 Cr. Layers	2.50	—	—	—
4 Cr. Layers	1.75	—	—	—
3 Cr. Layers	1.30	—	—	—
2 Cr. Layers	1 25	—	—	—
4 Cr. Loose	—	—	—	05¾
3 Cr. Loose	—	—	—	05½
2 Cr. Loose	—	—	—	04¾

Thompson Seedless, blchd, 60-lb boxes 8
Sultana Seedless, blchd, 48 1's, per lb. 6½
Seedless Muscatels, 50-lb cases . . . . . .
Seeded, 1-lb cart. 6¾
Seeded, 12-oz. cart. 5¾

NUTS.

Almonds, fancy, I. X. L.		15-16
Almonds, choice, soft shell, Drake		13-18½
Almonds, shelled, No. 1.		32-35
Almonds, shelled, No. 2.		27-30
Almonds, shelled, Jordan, Imp.		.58
Almonds, Jordan, Dom.	.37½	.40
Brazils, 210-lb sks, new	.14	.15
Chestnuts, Cal. Italian.	.09	.10
Cocoanuts, ₩ 100.	4.50	5.50
Filberts, 175-lb sk.	.13	.14
Peanuts, Japanese, hand picked	.05½	.07
Peanuts, roasted	.08	.09
Pecan, polished	.12½	.14
Pine		
Walnuts, hard shell	10	10½
Walnuts, sft shll, No. 2	10	.13
Walnuts, sft shll, No. 1.	.18	.14½

CANNED VEGETABLES.

Asparagus "Griffin Extras"	
Mammoth	$
Large White	
Medium White	
White Tips	
Artichokes, 2½'s	3 00
Beans, Stringless "Extras"	1 40
Beans, Blue Lake	1 30
" " " gal	4 50
Beans, French, Kidney, 2-lb.	1.15
Beans, String, 2-lb	.75
Beans, String, gal	3.50
Beans, Lima, Soaked	1.00
Pancy Eastern	1.85
Corn, Smith's Hulled, 2 doz. in case, per doz.	1.20
Hominy, Great Western, 3 lb	1.20
Corn, 2-lb, Western	.95
Corn, 2-lb, Maine	1.85
Dunbar's Okra, 2½-lb	1.80
Petit Pois, Griffin extra	1.50
Peas, Griffin extra sifted	1.25
Peas, Standard sifted	1.10
Peas, Standard Marrowfat	.95
Pumpkin, 3-lb.	1.87½
Spinach, 2½	1.75
Succotash, fancy, tins	1.40

Tomatoes.

	doz.
2's, Griffin's Ex. Solid Pack	$1.00
3's, Griffin's Ex., with peppers	1.05
2½'s, Cutting's Solid Pack	.90
2½'s, Cutting's Solid Pack, with peppers	.95
2½'s, Cutting's Standard	.72½
Gallon, Standard	2.25
Gallon, Solid Pack	2.75
Gallon, Puree	2.35

P. F. Rathjens PORK-PACKER

1311-1315 Pacific Street.

Sausages.

Garlick Frankfurter	10
Bologna	10
Blood and Liver	9
Tongue and Headcheese	—
Choice California Ham	12
Extra Light Bacon	15½
Medium Light Bacon	12½

Boiled Hams.

Kingan	20
Eastern	19
California	17

Mettwurst.

Extra Home Made..20, 22½, 25

LARD.

50 lb. tins	9
20 lb. tins	9½
10 lb. tins	10
5 lb. tins	10
3 lb. tins	10
1 lb. cups	11

COLUMN 7.

HONEY.

Water White, 2 5's, lb.	07½
Light Amber, 2 5's, lb.	.06
Lt. Amber, 10 1 gal tins, gal	.75
Lt. Amber, 20 ½ gal tins, gal	1.00
Lt. Amber 2-lb tins, doz.	2.60
Lt. Amber, 16-oz. bots, doz.	1.35
Comb, 1-lb glass jars, doz.	1.75
Comb, 2-lb glass jars, doz.	2.90

Pine Apples.

	Per Doz.
2 lb., fancy sliced, E. & C., 2 doz. in case	2 50
2 lb. grated, 2 doz in case.	2 25
2 lb. shredded, 2 doz. in case Hawaiian	1 65

Johnson's—Columbia.

2 lb. sliced, 2 doz. in case.	2 30
2 lb. grated, 2 doz. in case.	2 30
1 lb. sliced, 4 doz. in case.	1 15
1 lb. grated, 4 doz. in case.	1 15
gal., coreless, 4½ lb. to tin, ½ doz. in case, per lb.	16
gal., grated, 7 lb. to tins, ½ doz. in case, per lb.	13
2 lb., sliced, Baltimore, 2 doz. case	2 25
2 lbs., grated, Baltimore, 2 doz case	2 25
1 lb., cocktail, Baltimore ovals, 4 doz. case	1 25
2 lb., sliced, Singapore, 4 doz case	1 75
3 lb., sliced, Singapore, 2 doz. case	2 40

Royal Hawaiian,
2-lb grated, 2 doz. case 1 80
2-lb sliced, flats, 2 doz. case 2 00
Tall, 2-lb sliced, 2 doz. case. 2 00

COLUMN 8.

Department 5.

JELLIES, JAMS, ETC.

Griffin Extra Preserves.

Raspberry, strawberry, blackberry currant, loganberry, per doz. $1.80
Cherry, per doz. $1.80
Apricot, Damson, Fig, Gooseberry, Gage, Peach, Plum, Quince, per doz. $1.80
Orange Marmalade $1.75

Long's Preserves.

Strawberries, Raspberries, Blackberries, Loganberries, Cherries, Pineapples, Pears, Figs, in 20-oz. glass jars, 2 doz. in cs., per doz. $3 50
Apricot, Plum, Quince, Orange, Peach, in 20-oz. glass jars, 2 doz. in cs., per doz. 3 20
Asstd, 2 doz, in cs., per doz. 3 30

JAMS.

Curtice Bros. Co., Rochester, N. Y.

In 16 oz. Glass Jars.

Strawberry, raspberry, raspberry and currant, red cherry, white cherry, apricot, black currant, red currant, quince (sliced), peach (sliced), pear (sliced), blackberry, gooseberry, grape, green gage, egg plum, damson, pineapple marmalade, tomato marmalade, orange marmalade, per dozen, $1.95.

All above packed in cases of 2 dozen each.

COLUMN 9.

Long's Peerless Jams.

Strawberry, Raspberry, Blackberry, etc., in 16-oz. glass jars, 2 doz. in cs., per doz. 2 00

Long's Pure Currant Jelly.

Tumblers, 2 doz. in cs., doz. 2 00
30-lb. kits, per kit 3 00
15-lb. kits, per kit 1 75

Marmalades.

Orange (Dundee) 48-1's, doz. 2 75

COLUMN 10.

Apple Butter.

Heinz, 2's, 2 doz. in cs, doz. $2 25
Heinz, 3-lb stone crocks, doz. 4 25
Heinz, 4½-lb stone crocks, doz 6 50
Heinz, 18-lb. stone crocks, lb. 11

Peach Butter.

Heinz 4½-lb stone crocks, doz 9 00
Heinz, 18-lb. stone crocks, lb 14

Maraschino Cherries.

Long's, qts, 12 to cs, per cs. 6 50
Long's, pts., 24 to cs., per cs. 7 50

FRUIT	JELLIES: 2 lb. Extra	2 lb. Stand	1 lb. Extra	Tumblers	Ex. Lunch 1 lb Glass	JAMS: 2 lb. Extra	2 lb. Stand	1 lb. Extra	Tumblers	Ex. Lunch 16 oz. Gls Preserves
Apple	1 55	1 35	1 00	90	1 75	....	....	....	....	....
Apricot	1 55	1 35	1 00	90	....	1 60	1 35	90	90	1 80
Assorted	1 55	1 35	1 00	90	1 75	1 60	1 35	95	90	1 80
Assorted No. 2	....	....	....	....	1 75	....	....	....	95	1 80
Blackberry	1 55	1 35	1 00	90	1 75	1 85	1 60	95	90	1 80
Cherry	....	....	....	....	....	....	....	....	....	1 80
Crabapple	1 55	1 35	1 00	90	1 75	....	....	....	....	....
Currant	1 75	1 50	1 10	90	1 90	1 85	1 60	95	90	1 80
Damson	....	....	....	....	1 75	....	....	....	....	1 80
Fig	....	....	....	....	....	1 60	....	....	....	1 80
Gooseberry	1 55	1 35	1 00	90	1 75	....	....	95	90	1 80
Grape (Catawba)	....	....	....	....	1 75	....	....	....	....	....
Green Gage	....	....	....	....	....	....	....	....	....	1 80
Lemon	1 55	1 35	1 00	90	....	....	....	....	....	....
Loganberry	....	....	....	....	1 75	....	....	....	....	1 80
Orange Marmalade	....	1 35	1 00	90	....	1 60	....	90	90	1 75
Peach	1 55	1 35	1 00	90	....	1 60	1 35	90	90	1 80
Plum	1 55	1 35	1 00	90	1 75	1 60	1 35	90	90	1 80
Quince	1 55	1 35	1 00	90	1 75	1 60	1 35	90	90	1 80
Raspberry	1 55	1 35	1 00	90	1 75	1 85	1 60	95	95	1 80
Strawberry	1 55	1 35	1 00	90	1 75	1 85	1 60	95	95	1 80

Department 6.

CANNED FRUITS AND CANNED VEGETABLES.

8 lb. Extras	2½ lb. Extras	2½ lb. Extra Standards	2½ lb. Standards	2½ Second	2½ Water	2½ Pie	KIND	Gallons Extras 3 lb. Grade	Gallons Extras 2½ lb. Grade	Gallons Extra Standard	Gallon Standard	Gallon Water	Gallon Pie
2 25	1 65	1 40	1 30	1 15	1 05	1 05	Apples	....	....	4 00	3 50	....	2 65
2 50	....	1 35	1 25	1 10	1 00	1 00	Apricots	5 75	5 00	4 50	....	2 75	2 40
....	....	....	....	....	....	....	" peeled	....	....	....	....	....	....
....	....	....	....	....	....	....	" sliced	....	....	....	....	....	....
....	....	....	....	....	....	....	Assorted	....	....	....	....	....	....
2 25	1 70	1 45	1 35	1 20	....	....	Blackberries	....	....	4 25	4 00	3 75	3 40
....	2 20	1 90	1 75	....	....	....	Cherries (Royal Anne)	....	....	....	....	....	....
....	2 10	1 75	1 60	....	....	....	Cherries (White)	....	....	....	....	....	3 65
2 80	1 90	1 75	1 60	....	....	....	Cherries (Black)	....	....	5 25	4 60	....	3 65
2 00	1 35	1 20	1 10	95	90	90	Grapes (White Muscat)	....	....	3 50	3 10	2 50	2 25
..	1 60	..	1 25	1 10	....	....	Nectarines	....	....	....	....	....	....
2 65	....	....	....	....	....	....	Peaches (Yellow)	6 50	5 25	4 60	4 25	....	....
2 75	....	....	....	....	....	....	Peaches (Lemon Cling)	7 75	7 00	....	5 00	....	....
2 75	....	....	....	1 40	....	....	Peaches (Lemon Cling Sliced)	7 75	7 00	5 75	5 00	....	....
....	....	....	....	....	....	....	Peaches (White Heath)	....	....	5 25	4 75	....	....
2 65	....	....	1 55	....	....	....	Peaches (White Heath Sliced)	....	....	....	....	....	....
2 75	2 00	1 70	1 60	1 35	....	1 00 pld / 1 05 pld	Pears (Bartlett)	7 00	6 25	5 25	4 75	3 75	2 40 pld / 2 15 unpl
2 10	1 45	1 20	1 10	95	90	90	Plums (Green Gage)	5 00	4 25	3 50	3 25	2 55	2 30
2 10	1 45	1 20	1 10	95	90	90	Plums (Egg)	5 00	4 25	3 50	3 25	2 55	2 30
2 10	1 45	1 20	1 10	95	90	90	Plums (Gold Drop)	5 00	4 25	3 50	3 25	2 55	2 30
2 15	1 50	1 25	1 15	1 05	95	95	Plums (Damson)	....	....	....	....	....	....
....	2 00	2 35	2 10	1 95	....	....	Raspberries	....	....	....	....	....	....
....	2 10	1 85	1 70	1 45	....	....	Strawberries	....	....	....	....	....	....
....	....	....	....	....	....	....	....	....	....	....	....	....	....
..	....	....	....	....	....	....	....	....	....	....	....	....	....

Department 7.

PROVISIONS.

Hams.

Eastern Standard, 17/19	.12¼
Eastern Standard, 15/16	.12¼
Eastern Standard, 12/14	.12½
Eastern Standard, 10/12	.12¾
Eastern Fancy	.12¾ to .13
Local cure, all averages	.11¼ .11½
Picnic Hams	.8

Boiled Hams.

Skin on	.17½
Skin off	.19½

Breakfast Bacon.

Eastern Standard, 6/8	.14½
Eastern Standard, 8/10	.14
Eastern Standard, 10/12	.13½
Eastern Fancy	.16
Local cure	.14 .15

English Cured Bacon.

Eastern cure, 8-10	13
Eastern cure, 10/12	.12½

Dry Salt Bacon.

Clear medium Bacon	.10½
Clear light medium	.10½
Clear Lt. med. select	.11
Light Belly	.12½
Extra light Belly	.13
Bacon Backs	.10½
Bacon Bellies	.12½

Dry Salt Meats.

Sides	.09¼
Bellies	.10½
Backs	.09¼
Fat Backs	.09½

Barreled Pork.

	Bbls.	½-bbls.
Spare Ribs	$	
Family Pork	14.50	7.50
Clear Pork	19.00	9.75
Pig Pork	22.50	11.50

Barreled Beef.

Mess Beef	11.00	5.75
Extra Mess Beef	11.00	5.75
Family Beef	11.00	5.75
Extra Family Beef	11.50	6 00
Beef Tongues	25.00	13.00

Pigs Feet.

Tierces, about 300 lb.	$18.00
Barrels, about 200 lbs.	13.50
½ barrels, about 80 lbs.	5.00
Kegs, about 25 lbs.	2.10
Kits, about 15 lbs.	1.25

Honey Comb Tripe.

Tierces, about 300 lbs.	$17.00
Barrels, about 200 lbs	13.00
½ barrel, about 80 lbs.	5.00
Kegs, about 25 lbs.	2.10
Kits, about 15 lbs.	1.25

Sausages.

	Per lb.
Braunschweiger	17
Italian Salami	23
D'Aries	22
Mortadella	24
Bologna	8½
Frankfurters	8½
Garlic Sausage	9
Liver Sausage	8½
Pork Sausage	8½
Head Cheese	8½
Tongue Sausage	8½
Ham Sausage	12½

Pure Leaf Lard.

Tierces, about 350 lbs net.	9
½-bbls, about 100 lbs net.	9¼
80-lb. Wood Tubs, 80-lbs. net.	9¼
60-lb. Wood Tubs, 60 lbs. net.	9½
20-lb. Wood Pails, 20-lbs. net.	9⅝
50-lb. Cans, 1 to a case.	9¼
20-lb. Cans, 4 to a case.	9¾
10-lb Cans, 6 to a case.	10
5-lb. Cans, 12 to a case.	9¾
3-lb. Cans, 20 to a case.	10

ANCHOR PACKING CO.

140 Eighth St., S. F., Cal.
PORK PACKERS AND PROVISION DEALERS.

Boilers of Kingan and Anchor Hams.

SAUSAGES, COOKED MEATS, TONGUE

Hams, Kingan, boneless boiled	18c
Anchor, "	17c
Bacon (special)	16c
Lard, 55	9¾c
" 20	10c
" 10	10c
" 5	10¼c
" 3	10¾c

Please note that our hams are all hand tied.

H. M. WOLTER & BRO.

Dealers in
...Boneless Boiled Hams...
GROCERS
PRONOUNCE
THEM THE BEST.
103 12th St. Tel., Mint 1763
KINGAN .20
CUDAHY "REX" .19

Beardsley's

Department 8.

CANNED MEATS.

Acme Sliced Smoked Beef, No. 1, glass, 1 doz. in case.	$3 00
Acme Sliced Smoked Beef, in Junior glass, 2 doz. in case.	1 60
Acme Sliced Smoked Beef, No. 1, tins, 2 doz. in case.	2 60
Acme Sliced Smoked Beef, ¼ tins, 4 doz. in case.	95
Acme Sliced Smoked Beef, ½ tins, 4 doz. in case.	1 60
Cheshire Sliced Bacon, No. 1, glass, 1 doz. in case.	3 00
Junior Sliced Bacon, 2 doz jars in case, per doz.	1 50

Pork and Beans.

LIBBY, MC NEILL & LIBBY'S

Plain, 1's	doz. to case
	doz.
Plain, 2's	doz. to case
	doz
Plain, 3's	doz. to case
	doz.
With Tmto Sce, 1's, 4 dz. to cs.	dz
" " " 2's, 2	" "
" " " 3's, 3	" "

Mince Meats.

Cudahy's, 36, 12oz. pkg.	
Cudahy's, 20, 3-lb pail.	
Cudahy's, 12, 5-lb pail.	
Atlas, 6-oz to cs, per cs.	
Libby's Son's 3 dz. pkgs.	
Atmore's, 3-lb gls, 6 in.	
Atmore's 5-lb. gls.	
Atmore's 5-lb. wood.	
None Such, 6-dz. in cs.	

COLUMN 11.

COLUMN 12.

Department 8

CANNED MEATS

ALL PRICES ARE PER DOZEN	No. ¼ Tins 4 Doz. in Case	No. ½ 2 Doz. Tins in Case	No. 1 Tins 2 Doz. in Case	No. 2 Tins 1 or 2 Doz in Case	No. 6 Tins 1 Doz. in Case	No. 14 Tins ½ Doz. in Case	No. 1 Tins 1 Doz. in Case
Corned Beef	.....	.....	1 30	2 30	8 25	18 25	.....
Roast Beef	.....	.....	1 35	2 40	8 25	.....	.....
Roast Ribs of Beef, Boneless	.....	.....	1 40	2 50	.....	.....	.....
Roast Mutton	.....	.....	.....	2 70	.....	.....	.....
Brisket Beef	.....	.....	1 40	2 50	.....	.....	.....
Boiled Beef	.....	.....	1 35	2 40	8 25	.....	.....
Chipped Beef	.....	1 20	2 10	.....	17 50	.....	.....
Sliced Beef, in tins	.....	1 40	2 50	.....	.....	.....	2 75
Sliced Beef, in glass	.....	1 45	2 75	.....	.....	.....	.....
Brawn	.....	.....	1 40	2 45	8 25	.....	.....
Compressed Ham	.....	.....	1 50	2 75	.....	.....	.....
Lunch Tongue	.....	1 90	3 25	6 50	.....	.....	.....
Lambs Tongue	.....	1 70	2 95	.....	.....	.....	.....
Sliced Ham	.....	.....	3 70	6 40	.....	.....	.....
Sliced Bacon	.....	.....	.....	.....	.....	.....	2 80
Sliced Bacon in Glass	.....	.....	.....	.....	.....	.....	.....
Deviled Ham	40	.....	80	.....	.....	.....	.....
Potted Ham	40	.....	80	.....	.....	.....	.....
Potted Ox Tongue	40	.....	80	.....	.....	.....	.....
Potted Chicken	90	.....	1 60	.....	.....	.....	.....
Potted Turkey	90	.....	1 60	.....	.....	.....	.....
Deviled Chicken	90	.....	1 60	.....	.....	.....	.....
Deviled Turkey	90	.....	1 60	.....	.....	.....	.....
Boneless Chicken	.....	.....	3 40	5 55	.....	.....	.....
Boneless Turkey	.....	.....	3 40	5 55	.....	.....	.....
Veal Loaf	.....	.....	1 10	2 10	.....	.....	.....
Ham Loaf	.....	.....	1 10	2 10	.....	.....	.....
Beef Loaf	.....	.....	1 10	2 10	.....	.....	.....
Chicken Loaf	.....	.....	1 60	2 75	.....	.....	.....
Chicken Pate and Ham	.....	.....	1 10	.....	.....	.....	.....
Chili Con-Carne	.....	.....	.....	1 40	.....	.....	.....
Beefsteak and Onions	.....	.....	.....	1 60	.....	.....	.....
Hamburger Steak with Onions	.....	1 95	.....	2 00	.....	.....	.....
Frankfurter Bratwurst	.....	.....	.....	2 00	.....	.....	.....
Sweetbreads	.....	.....	.....	2 40	.....	.....	.....
Vienna Sausage	.....	.....	.....	1 55	.....	.....	.....
Oxford Sausage	.....	90	.....	2 45	.....	.....	.....
Bologna Sausage	.....	.....	.....	2 25	.....	.....	.....
Vienna Sausage and Kraut	.....	.....	.....	1 20	.....	.....	.....
Corned Beef Hash	.....	.....	1 10	1 55	.....	.....	.....
Lunch Sausage	.....	90	.....	.....	.....	.....	.....
Ox Tongue, whole	.....	.....	.....	No 1½ 6 50	No 2 7 50	No 2½ 9 50	No. 3 12 00
Minced Collops	.....	.....	.....	2 45	.....	.....	.....
Tripe	.....	.....	.....	1 75	.....	.....	.....
Pork Sausage	.....	1 05	.....	2 50	.....	.....	.....
Stewed Kidneys	.....	.....	.....	.....	.....	.....	.....
Pork and Beans, Plain	.....	.....	90	1 40	.....	.....	1 85
Pork and Beans, with tom. sc'e	.....	.....	95	1 45	.....	.....	1 90

Department 9.

FISH AND CHEESE.

Russian Caviar.

	Per doz
1-lb cans, 2 doz in case	$13 00
½-lb cans, 2 doz in case	6 75
¼-lb cans, 5 doz in case	3 65
⅛-lb cans, 6 doz in case	2 00
White Label Brand	none

CHEESE.

Foreign and Domestic.

New York State Factory	.16
Cheddars, October make.. Twins, " "	.16½
Calif. State factory flats	12 14½
Calif. State factory Young Americans	13 15
Limburger, Eastern, ℔ lb	16 17
Swiss, imported, ℔ lb	25½
Roquefort, ℔ lb	38
Gouda, ℔ lb	27
Pineapples, Eastern, 6 in cs, ℔ case	$8 35
Pineapple, Eastern, 6 in cs, small	2.35
Holland or Edam, medium, plain, per doz	$ 8.50 9.00
Holland or Edam, medium, in bladders, per doz	9.50 11 00
Holland or Edam, large, plain, per doz	10.50 12 00
Holland or Edam, large, in bladders, per doz	10.50 12.00

Fancy.

Camembert Brie, Roquefort, and Gorgonzola, jars	3 00
Parmesan C & B, sml bot, doz	3.00
Parmesan C & B, lge bot, doz	5.00

Bayle's.

	Small ½-lb	1-lb	2½-lb	5 lb
Deviled Cheese	$1.00	$2.25	$4.00	$ 500 $9.00
After Dinner Cheese	$1.00	2.40	4.00	4 50 7.50
Roquefort Cheese	$1.00	2.40	4.00	4.50 7.50

SALT FISH.

Pacific Codfish.

Bndles, 50 lbs each, per lb	¾
Cs. selected, 100 lbs ea, pr lb	6
Boneless, 30-lb boxes, per lb	7
Boneless Strips, 40lb bxs, pr lb	7½
Boneless Blocks, 40lb bxs, p lb	7½
Boneless Tablets, 36 bxs, pr lb	8
Boneless Middles, 60 bxs, pr lb	10½
Boneless Middles, extra, 60-lb boxes, per lb	10½

Eastern Codfish.

Gen. Georges, 3 fish to cs	$10.00
Gen. Georges, 12 fish to cs	9.00
Geo. Cur. Cod, 16, 18 fish to case	8 50
Geo. Cur. Cod, 40 fish to cs	8 00
Gen. Geo. Middles, 60 fish	13½
Gen. Geo. Tablets, 36 fish	11½
Gen. Geo. Blocks, 40 fish	11½

Shredded Codfish.

Codfish, Beardsley's shredded, 2 doz. in case	1.00

Norwegian Mackerel.

Bloater, 200-lb. bbl., 120-130 fish	46.00
Bloater, 100-lb. ½ bbl., 60-65 fish	24.00
No. 1, 200-lb. bbl., 150-160 fish	38.00
No. 1, 100-lb. ½ bbl., 75-80 fish	20.00
No. 2, 200-lb. bbl., 220-240 fish	29.00
No. 2, 100-lb. ½ bbl., 110-120 fish	15.50
No. 3, 200-lb. bbl., 300-350 fish	24.50
No. 3, 100-lb. ½ bbl., 150-175 fish	13.00

Irish Mackerel.

No. 1, 200-lb. bbl., 200-220 fish	none
No. 1, 80-lb. ½ bbl., 80-90 fish	none
No. 2, 200-lb. bbl., 325-350 fish	19.00
No. 2, 80-lb. ½ bbl., 130-140 fish	8.50
No. 2, 200-lb. bbl., 475-500 fish	18.00
No. 2, 80-lb. ½ bbl., 180-190 fish	8.50
No. 1, 10-lb kits, 15-16 fish	1.25
No. 2, 10-lb. kits, 20-22 fish	1.20

American Bloaters.

Shore Bloaters, 200-lb. bbl., 115-120 fish	27.00
Shore Bloaters, 80-lb. ½ bbl., 45-50 fish	11.50
Extra No. 1, 200-lb. bbl., 120-130 fish	26.00
Extra No. 1, 80-lb. ½ bbl., 50-55 fish	11.00
No. 1, 200-lb. bbl., 140-150 fish	none
No. 1, 80-lb. ½ bbl., 60-65 fish	none
No. 2, 200-lb. bbl., 130-140 fish	28.50
No. 2, 80-lb. ½ bbl., 55-60 fish	11.00
No. 2, 200-lb. bbl., 140-160 fish	none
No. 2, 80-lb. ½ bbl., 60-65 fish	none
No. 2, 200-lb. bbl., 160-180 fish	none
No. 2, 80-lb. ½ bbl., 70-80 fish	none
No. 2, 200-lb. bbl., 180-200 fish	none
No. 2, 80-lb. ½ bbl., 80-90 fish	none

In Kits.

Extra Mess, 7 to 8 fish, each	$2.00
No. 1, kits, 8-9 fish or 15-17 fish	1 50-1.85
No. 2, kits, 8-9 or 20-22 fish	1.25

Salmon.

King, bbls	$ 12 00
Oregon Silversides, bbls	9 00
Alaska Red, bbls	9 50
Alaska Red, ½-bbls, 100 lbs	5 75
Alaska Red, kits	1.00
Bellies, bbls	8 50 10.00
Bellies, ½-bbls, 100 lbs	4 75 6 00
Tongues and Sounds, kits, 10lb	1 25
Tongues and Sounds, ½-bbls	9 00

COLUMN 13.

New Herring.

Holland, ex. selctd mxd bbls.	$16 00
Holland, ex. selctd mxd ½-bbl	8 50
Holland, ex. selctd mxd, keg	1 00
Holland, cheaper grade	80
Holland, cheap. gr., mxd, bbls	14.00
Holland, chp. gr., mxd, ½-bbl	7.50
Holland, ex. selct Milchner, bbl	none
Holland, ex. selct Milchner, ½-bbl	none
Holland, ex. selct Milchner, keg	1 20
Holland, cheaper grade	.90
Holland, cheaper grade, bbls.	16.00
Holland, cheaper grade, ½-bbl	8.50
Labrador Split, 100 fish	5 25
Labrador, round, 160 fish	4.75
Pacific, ½-bbl	2.25

SMOKED FISH.

Bloaters, Grim., 100 in box	$3.50
do. 50 in box	1.80
Bloaters, Cromarty	2.50
Yarmouth, 100 in box	
Halibut, chunks	22½
Herring, in boxes, Eastern	23½
Herring, in boxes, Washington	17½
Herring, boneless, Beardsley's tins, doz	$1.50
Herring, boneless, Beardsley's small, doz	1.00
Herring, Beardsley's Boneless, vacuum tumblers, 2 doz. in case	1.95
Finnan Haddies	2.25
Moir's Selected Red Herrings, 100s	2.25
Moir's Selected Red Herrings, 50s	1.25
Salmon, per lb	.10 20

POTTED FISH.

	Per doz
Potted Crab	$1.85
Kipper Paste	1.00
Anchovy and Bloater Paste, plain pots	2.30
Ditto, fancy pots	4.75
Yarmouth Bloater Paste	.75
Ditto, fancy pots	4.75
Kippered Herrings	1 90
Kippered Herrings, Moirs	1.95

CANNED FISH.

	Doz.
Anchovies, in oil, 2 doz. ½ pts., in glass, doz	4.00
Anchovies 2 doz. ¼ pts., doz	3 00
Bloaters, Yarmouth C. & B. ..doz	4.50
Codfish Balls, 2-lb tins, per doz	2.25
Eels, Hamburg, in jelly, 1-lb tins	2.00
Eels, smoked, 1-lb, ℔ doz	2.50
Finnan Haddies, 2-lb oval	2.25
Finnan Haddies, 1-lb, round, ℔ doz	2.00
Sardelles, imported, 1-lb tins.	3.00
Sardelles, imported, in glass.	3.00
Sardelles, domestic, 1-lb glass	2.25
Sardelles, Ankers. ⅛ keg	3 00

Mackerel.

1-lb tins, 50 in a case. 2-lb tins, 2 doz. in a case.

Gold Label, 1-lb tins	1.50
P. & W., 2-lb soused	2.75
P. & W., 2-lb, mustard	2.75
P. & W., 2-lb, tomato	2.75
Underwood, 2-lb, soused	2.35
Underwood, 2-lb, tomato	2.35
Underwood, 2-lb mustard	2.35
Los Angeles, 2-lb, soused	2.55
Los Angeles, 2-lb, tomato	2.55
Los Angeles, 2-lb, mustard	2.55
Mt. Desert, 2-lb, soused	2.25
Mt. Desert, 2-lb, tomato	2.25
Mt. Desert, 1-lb, soused	1.35
Blueback, 1-lb, fresh	1.10

"Sunset" Mackerel.

Soused, 18 oz. tins, 4 doz in case, dozen	$1.75
Tomato, 18 oz. tins, 4 doz. in case, dozen	1.75
Mustard, 18 oz. tins, 4 doz. in case, dozen	1.75

1311-1315 Pacific Street.

Mackerel in Oil.

Bezler's	3.00 4.00
Lemarchand	5.00 7.00

Booth's Crescent Mackerel.



(Soused, Tomato and Mustard.)
1's, 4 doz. to case, per doz. 1.50
2's, 2 doz. to case 2.50

Salmon.

Alaska Red, 1lb tins, doz	1 20
Alaska Red, 2lb tins, doz	1 60
Alaska Pink, 1lb tins, doz	80
Alaska Pink, 2lb tins, doz	1 60
Alaska Flats, 1lb tins, dos.	1 40
Oregon Red, 1lb tins, dos.	1 00
Oregon Red, 2lb tins, doz.	1 75
Oregon Pink, 1lb tins, doz	80
Oregon Pink, 2lb tins, doz	1.60
Oregon Flats, 1lb tins, doz.	1.00
Columbia River, 1lb tails	1.50
Columbia River, 1lb flats	1.75

French Sardines.

¼s, according to quality and size of tin, p. cas	9.50 12 50
½s, according to quality and size of tin, p. case	19.00 20.00

COLUMN 14.

American Sardines.

Packed 8 1-3 doz in a case.

¾s 50 tins in case.	
American ¼s in oil, per case	$3 50
American ¼s in oil, 5-case lots	3.35
American ½s in oil, per doz	.50
American ¼s in mustard, doz.	.60
American ½s in mustard, case	4.00
American ¾s in mustard, doz.	.90
American ¾s in mustard, case	8 00

Sprats.

Piloto	6.75 7.00
Menhle	6.75 7.00

SHELL FISH.

Abalones.

4 doz in cs, with shells, cs. 6.00

Clams and Clam Juice.

	doz.
Doxsee Clams, 1-lb. tins	$1.65
Doxsee Clams, 2-lb, tins	2.65
Doxsee Clam Juice, 1-lb, tins	.90
Doxsee Clam Juice, 2-lb, tins	1.60
B & M Lunch Clams, flat tins	1.37½
Underwood Clams, 1-lb. tins	1.05
Underwood Clams, 2-lb. tins	1.60
P. & W. Clams, 1-lb. tins	1.00
P. & W. Clams, 2 lb. tins	1.50
Oxford Clams, 1-lb. tins	1.10
Oxford Clams, 2-lb. tins	1.50
P. & W. Clam Chowder	2.10
Burnham's Clam Bouillon, qts	00
Burnham's Clam Bouillon, pts	4 50
Burnham's Clam Bouillon, ½ pints	2.40

Lobsters.

	Doz.
1-lb. tins, 4 doz. in case.	
Red Jackets, flats	2.80
Deep Sea Picnics	2.35
Triumph Tails	2.60

Oysters.

Oysters, Selects, 12 oz.	$1.60
Oysters, Selects, 6 oz.	3.25
Oysters, Standard, 10 oz.	2.00
Oysters, Standard, 5 oz.	1.10
Oysters, Standard, 8 oz.	1.70
Oysters, Standard, 4 oz.	.90

Shrimps.

Shrimps, pickled, 1-lb. tins	$1.10
Shrimps in Tomato Sauce, 1-lb. flats	
Dunbar's Picnics, 4 doz in cs	1.25
Dunbar's 1½-lb., 2 doz in cs	2.25
Pickled Shrimps, 1-lb., 4 doz in case	1 20

Department 10.

LAUNDRY MATERIALS.

Ammonia.

GREER'S WASHING AMMONIA

First grade absolutely pure. 180 Beaume Strength.

Pints (2 doz. to case)	$1 35 per doz.
Quarts (1 doz. to case)	2 55 " "
½ Gals (½ doz. to case)	4 25 " "

WASHING AMMONIA
Standard Grade.

Pts., 2 doz. to case, per doz	$ .75
Quarts, 2 " " " "	1 25

GREER'S TOILET AMMONIA
Lavender and Violet.

Pints (2 doz. to case)	$2 50 per doz.



Parson's Household Ammonia

	per doz.
½ gals., 1 doz. in case	$4 50
Quarts, 1 doz. "	2 65
Pints, 2 doz. "	1 75
Dime size 3 doz. in case, per case	2 95

Bluing.



Liquid Laundry Bluing.

Scott & Gilbert Co. Mfgrs., 302 Davis St

	doz.
SUNSET	
¼ pints, 3 doz case	40
½ pints, 3 doz case	60
Pints, 2 doz. in case	75
Quarts, 2 doz. cs.	1 45

Bluing, ball.

Mikado, ½'s, 100-lb case, lb	.20
Mikado, ¼'s, 100-lb case, lb	.22
Nuremberg, A. ½'s, ℔ lb	.33
Do A, D, ½'s, ℔ lb	.25
Do A, C, R, ½'s, ℔ lb	.21
Washerwoman, ½'s, ℔ lb	.12
Do ¼'s, ℔ lb	.14
German Ultramarine ½s, ℔ lb	.12
Do ¼'s, ℔ lb	.14
Deschamp's French, 1's, ℔ lb	.28
Do ½'s, ℔ lb	.29
Gold Medal, qt, ℔ doz	1.25
Do pt, ℔ doz	1.00
Do ½-pt, ℔ doz	75
Do ¼-pt, ℔ doz	45
Do China Label, qt, ℔ doz	1.25
Greer's, 1 doz qts & doz	2 25
2's, 2 doz. to cs	2 50
Do 3 doz. pts, ℔ doz	1.44
Do 3 doz. ½ pts, ℔ doz	.90
Pacific, 1 doz. qts, ℔ doz	1.10
do. 2 doz., qts & doz	.80
Do 3 doz. ½ pts, ℔ doz	.45

COLUMN 15.

Pure Food Packing Company.
1533 Mission St.
Salter's "Purity" Brand



Bluing.

Pts. doz	.75
½pts "	.45

Ammonia.

Qts. doz	75
Pts. "	.45

Borax.

20-Mule Team, powdered 1's, cs. of 2 doz	$2 28
20-Mule Team, powdered 12-oz., cs. of 4 doz	3 60
20-Mule Team, powdered ¼'s, cs. of 8 doz	3 84

(Less 5 per cent. in 5 case lots; 10 per cent. in 10 case lots).

Cartons, 1's, 2 doz. in box	.09
Lump, 25 lb. in box	.08
Powdered, 25 lb in box	.08½

Chloride of Lime.

Brookman's, 1's, ℔ lb	7¼ 7½
Do ½'s, ℔ lb	8½ 9
Salter's Purity Brand, ex qual. doz	.85

Lye.

Big Bonanza Lye	
Case of 48-1 lb tins	3.80
5 case lots	3.25
Star Scrubbing Lye	
48-½ lb tins, per case	1.75
5 case lots	1.70
Merry War, 4 doz in case	3.00
Merry Nickel, 4 doz to case	1.75
Eagle Lye, 4 doz. in case	3.60
Do 3-case lots	3.60
Do 5-case lots	3 40
Tomson's Red Seal, 4 dz. to cs	4.00
Do 5-lb, 12 5s to case	4.60
American, 4 doz in case	3.25
Do in 5-case lots	3.00
Babbitt's Lye, 4 doz in case	3.25
Do in 5-case lots	3.00



BANNER LYE

Cs., 4 doz.	$4 00
Cs., 2 doz.	2 00

Sal Soda.

California, sks	.95-1 00
California, bbls	1.00-1.05

Department 11

STARCHES.

Corn Starch.

Log Cabin, 40 lb, per pkg	4
Liberty, 40 lb, per pkg	5½
Duryea's, 40 lb, per pkg	7¼
Niagara, 5-box lots, pkg	6½
Niagara, 40 lbs	6½
Kingsford's, 40 lb, pkg	7¾
Lily Corn, 40 lb, per pkg	6½
Lily Corn, 5-box lots	6½
Lily Corn, 20 lb, per pkg	6½
Sioux City, 40 lb, per pkg	6½
Sioux City, 5-box lots, pkg	6½
None Such, 40lb, per pkg	6½

Laundry Starch.

Elastic Starch, 64/1's, per box	5 00
Celluloid, 64/1's, per box	6 00
Best Glo's, 48/1's, per lb	5½
Liberty Gloss, 48/1's, per lb	5½
Liberty Gloss, 16/3's, per lb	5½
Best, 12/6's, per lb	6½
Standard, bulk 40-lb. boxes	3½
Sioux Glo s, 48/1's	6½
Sioux Gloss, 3's, 16 in box	5¼
Kingsford's S. G., 1's, 40-lb. bx	8½
Kingsford's S. G. 6's, 12 in crate	8½
Kingsford's Pure, 1's, 40-lb bxs	7½
Duryea's S. G. 1's, 40-lb. bxs	8
Duryea's S. G. 6's, 12 in crate	8½
Duryea's Superior, 1's, 40-lb. bx	7½
Niagara Gloss, 1's, 40-lb. bxs	5½
Niagara Gloss, 6's, 12 in crate	6¼
Niagara Gloss, bulk, 50-lb. bxs	4½
Lily Gloss, 1's, 48-lb box	5½
Lily Gloss, 6's, 12 in case	6¼
Lily Gloss, 3's, 16 in case	6¼
None Such, 1s, 48-lb. boxes	5½
None Such, 6s, 12 to crate	6
None Such, bulk, 50 lb box	4½

COLUMN 16.

Department 12

Soaps and Washing Powder

Western Star Soap

WHITE PETROLEUM BLEACHING.

100 bars per case.....$4.10

LASCO KOLD WATA NAPTHOL.

100 Bars per case.....$4.00

Free Delivery in San Francisco Oakland, Alameda and Berkeley manufactured by

Los Angeles Soap Co.

San Francisco Office, 115 Davis St. Telephone Grant 110.

Peet Bros.

Silk Soap	3.60
Ammonia Benzoline	3.90
Cocoa Borax	4.10
Crystal White	3.90
Lily White (Floating)	4.00

Standard Soap Co.

Top Notch, 100, 10-oz	$3.50
Sunburst, 100 12-oz	3.75
Yellowstone, 100 14-oz	3.75
Marigold, 100 16-oz	3.90
Thomas' Cool Water, 100 13-oz	4.00
Thomas' Cool Water, 20 13-oz	.85
Milo, 100 4-oz., 100 cartons	6.50
Magno "Floating Borax," 100 10-oz.	4.00
Gold Medal Borax, 100 10-oz	5.50
Gold Medal Borax, 20 10-oz	1.15
Purity, "Floating," 5c size	3.90
Purity, "Floating," 10c size	6.25
Purity, "Floating," 10c size, 20	1.30
Electric Mineral, 100 16-oz	6.50
Electric Mineral, 20 16-oz	1.15
Peerless Kitchen, 100 10-oz	3.00
Peerless Kitchen, 20 10-oz	.65

Miscellaneos.

Fels Naptha, 100 14-oz	4.50
Hot or Cold, 100 10-oz	4.00
Life Buoy, 100	4.00
Mikado, 100 14-oz	4.00
Mikado, 20 14-oz	.90
Lenox, 100	3.00
Lenox, 20	.75
Ivory, 100 10-oz	7.00
Fairbanks Clairette, 100	3.35
Fairbanks' Santa Claus, 100	2.85
Fairbanks' Copco, 100	3.90
Fairbanks' Fairy Oval, 100	3.90
Grandpa's Wonder, large, 50	3.50
Grandpa's Wonder, small, 100	3.60
Peets' Pine Tar, 50	1.90
Peets' Pine Tar, 100	3.75
Babbitt's, 100	4.10
Jergins Pumice, 50 small	1.75
Jergins Pumice, 50 large	3.00
Uncle Sam's Tar, 100 small	3.50
Uncle Sam's Tar, 50 large	3.40
Stryker's Kitchen Soap, 100s	3.50
Stryker's Kitchen Soap, 20s	.75
Pearl, 100, large	4.00

Castile Soap.

La Lune White Castile, lb	7¾
White, Virgin, per lb	7¾
White, Conti	14 15
Mottled, Imported, per lb.	6½ 7
Clover Leaf White	13
La Boulon	7½

Scouring Soaps.

Bon Ami, 3 doz to cs, pr cs.. 2 50



Sapolio, scouring, ½ gross box, per box . . . 4 50

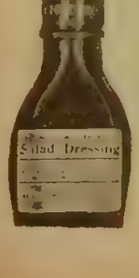
Sapolio, hand, ½ gross box, per box . . . 4 50

WASHING POWDERS.

Gold Dust, 24 3's, per case	4.50
Gold Dust, 100/10-oz	4.50
Lavarine, 36 1-lb., per case	3.00
Lavarine, 100 5c pkgs	3.50
Pearline, 36 1-lb. pkgs	3.10
Pearline, 100 6-oz pkgs	3.75
Soaperine, 20 3-lb. pgs	3.60
Soaperine, 50 1-lb. pkgs	3.35
Soaperine, 100 ½-lb. pkgs	3.60
Babbitt's 1776, 6-oz	2.85
Kleeno, 72/1's	4.50
Kleeno, 24/3's	4.25
Kleeno, 100/1½'s	3.75
Grandma's Borax, powdered, 24 3s	4.00
do. 60, 5½s	2.40

El Paso Manfg. Co.

1653 Mission St.



Manufacturers

Flavoring Extracts
Fruit Juices
Syrup
Salad Dressing
Bluing
Ammonia

—

Meat and Salad Dressing, doz. .90

COLUMN 17.

Department 13

OILS, PAINTS, ETC.

Coal Oil.

Water white, coal, bulk	12½
Pearl, cases, 25's	19
Astral, cases, 25's	19
Star, cases, 25's	19
Ex. Star, cases, 25's	22
Elaine, cases, 25's	25½

Gasoline and Benzine.

86° Gasoline, bulk, 25 cases	31
74° Gasoline, bulk 16 cases	22½
63° Benzine, bulk, 13 cases	19½

Turpentine.

Strictly Pure, cases, 2-5's	78
Do drums or iron bbls.	72

Linseed Oil.

Strictly pure, raw, bbls.....gal	58
Do. boiled, in bbls....gal	63
Do. raw, cs, 2-5's....gal	63
Do. boiled, cs, 2-5's..gal	65

Castor Oil.

Baker's AA, cs, 2-5's	1.16
Pure, No. 2, cs, 2-5's	1.05
No. 1, cs, 2-5's	.70

Lard Oil.

Strictly pure, bbls., 75 cs	80
Sup. Win., str., bbls. 65 cs	70
No. 1, bbls. 55 cs	60

Neatsfoot Oil.

Cooper's bbls, 75 cs	80
Extra, bbls, 62½ cases	67½
No. 1, bbls, 57½ cases	62½

Lubricating Oils.

Star Cylinder Oil, bbls, 60 cs	.65
Columbia Cyl. Oil, bbls, 40 cs	.45
Gem Cyl. Oil, bbls, 80 cs	.90
Ruby Cyl. Oil, bbls, 50 cs	.60
Star Engine Oil, bbls, 90 cs	.55
Columbia Eng. Oil, bbls, 30 cs	.35
Paragon Eng. Oil, bbls, 45 cs	.55
Red Eng. Oil, bbls, 27 cs	.32
Star Mach. Oil, bbls, 30 cs	.35
Star Dynamo Oil, bbls, 50 cs	.55
Star Spindle Oil, bbls, 40 cs	.45
Star Sep'tor Oil, bbls, 50 cs	.55
Favorite Sep'tor Oil, bbls, 25 cs	.30

Miscellaneous Oils.

Union Salad Oil	.45	50
Globe Salad Oil	.45	50
Pure Sperm Oil	.75	80
No. 1 Polar	.50	55
China Nut oil, ord'ry	62½	
China Nut oil, No. 1	.80	

WHITE LEAD.

Pioneer, in kegs 7 7¾

DRY PAINTS.

Eng. Paris White, bbls.	1.35	1.60
Whiting, bbls	1.00	1.15
Kalsomine, bbls		1¼
Prince's Min'l B'wn, bbls		1.65
Yellow Ochre, bbls		1½
Eng. Ven. Red, bbls		1.50

Department 14

FARINACEOUS GOODS.

Flours.

GLOBE MILLS,
Cor. Chestnut and Montgomery
California Selected Wheat,

	Barrel
** "Banquet" (fancy patent)	$5.05
*** "Silver Star" (patent)	4.60
XXX	4.30
Mariposa	4.30

Blended Wheat,

*"A1" Family	5.15
"A1" Bakers'	5.05

Entire Eastern Wheat.

Globe, Bakers' .....

(⅛ bbls. 10 cents per bbl. higher.)

*"A1" must be retailed for not less than $1.40 per ¼ sack.

**"Banquet" must be retailed for not less than $1.35 per ¼ sack.

***"Silver Star" must be retailed for not less than $1.25 per sack.

FLOURS.

Cal. Family	$5.05	$5.10
Cal. Bakers', extra	4.80	4.90
Buckwheat, 10-lb sacks, per 100 lbs		$4.50
Self Rising Buckwheat, 10-lb sacks, per 100 lbs		6 00
Graham, 10-lb sacks, per 100 lbs		3 25
Rice, 10-lb sks, per 100 lbs		8.00
Rye, 10-lb sacks, per 100 lbs		3.75
Whole Wheat, 10-lb sacks, per 100 lbs		3 50

Meals.

Yellow Corn, 10-lb sacks, 100 lb.	$2.50
White Corn, 10-lb. sacks, 100 lb.	2.50
Ex. Cream Yellow, 10-lb. sacks, per 100 lbs.	3.75
Ex. Cream White, 10-lb sacks, per 100 lbs.	3.75
Oat Meal, 10-lb. sacks, pr 100 lbs	4.25
Steel-Cut Oat, 10-lb sacks, per 100 lbs	4.50

Pearled Cereals.

Pearl Barley	$6 00
Pearl Wheat, 150-lb bbls	4.40

Rice.

Choice Seed Japan	$0 03¾
Good Seed Japan	.03¼
Fair Seed Japan	.03
Fancy Head Rice	5 1-5 .06
Long Grain Rice	.04 .05
China No. 1	.5 6
China No. 2	.4 4½

COLUMN 18.

Rolled Cereals.

Rolled Oats, 7s and 10s, pr 100 lbs	4.50
Ex. Crm Rld Ots. 180-lb, bbl	$7.50
Ex Crm Rld Ots, 180-lb, 90-lb sks	7.00
Prld Rold Wheat, 150-lb, bbls.	4 40
Dr. Price's Food, per case	4.00

5-case lots, $3.85

Sago and Tapioca.

Sago, original sacks, lb	02½ .03
Sago, 48/1's, per doz	.70
Instantaneous Tapioca, 50/1's, per case	5.00
Instantaneous Tapioca, 36 to case	2.70
Tapioca, Flake	.03
Tapioca, repacked, per lb	.04⅜
One Minute Tapioca, 36 to cs	2.75
Arrowroot, Taylor's Bermuda, 12-lb box, 1, ½ and ¼ lb pkgs, per lb	32½

Miscellaneous.

Groats Oat, 10-lb sacks, 100 lbs	$4.50
Groats Buckwheat, 10-lb sks, 100 lbs	10.00
Hominy, lgs, 10-lb sks, 100 lb.	3.75
Hominy, sml, 10-lb sks, 100 lbs	4.00
Split Peas (yel.) 25 and 50-lb boxes, 100 lbs	5.50
Split Peas (grn.) 25 and 50-lb boxes, 100 lbs	5.50
German Lentils, per lb	.05½
Cracked Wheat, per 100 lbs	3.75
Farena, per 100 lbs	4.50
Pearl Grits, per 100 lbs	4.25
Capitol Mills Pearled Hominy, bbls.	8.00
Capitol Mills Gran. Hominy, bbls.	8.50
Capitol Mills New Process B. W. Flour, bbl	9.00
Capitol Mills Steel Cut Oat Meal, bbl.	9.00

Breakfast Foods.

Capit'l Mills R'll'd Oats, 36/2's less 20 per c. for cash	4.50
Grape Nuts, 1 & 3 doz, pr doz	1.50
Breakfast Gem, case 3 doz	3.25
Wheatine, 36/2's, pr cs	3.30
Germea, 20 4-lb pkgs, pr cs	4.00
Germea, 24 2-lb pkgs, per case.	3 10
H-O Buckwheat, 2 doz 2-lb pkgs, per case	3.75
H.-O. Pancake Flour, case	3.90
H.-O. Oats, 24/2's, per case	3.15
Cream of Wheat, 36/2's	5.25
Crespo, 36/2's	2.75
Malta Vita, 36, 2s, cs	4.50
Our Mothers' Mush, 36 to cs	3.35
Twin Brothers Mush, 36 to cs	3.20
Carnation Wheat Flakes, 24/5's	5.40
A B C Breakfast Wheat, 72/2's	5.00
A B C Breakfast Wheat, 36/2's	2.60
Granola, 24/1's	2.25
Flaked Rice, 24/1's	3.00
Ralston Breakfast Food, 36/2's	4.25
Do. Barley Food, 36/2's	4.25
Do. Health Oats, 36/2's	4.00
Do. Hominy Grits, 36/2's	4.00
Do. Select Bran, 24/3's	2.50
Do. Pancake Flour, 36/2's	3.75
Do. Whole Wht Flr, 4/4½'s	5.50
Quaker Oats, 36 2s	3.90
Scotch Oats 36 2s	3.75
Allen's Boston Brown Bread Flour, 24 pkgs, per case	3.60
Allen's Flour, 10 10-lb bags, per bbl	4.50
Acme Grano, 20/4's, per case	3.50
Acme Gluten Farina, 24/1's, pr case	1.85
Acme Gluten Flour, 10-lb sks	.80
Acme Wheat Flakes, 36/2's	2.60



Dr. Price's Wheat Flake Celery Food,
Per case...$4.00

Pastes (Domestic).

Macaroni, Vermicelli, etc.—	
No. 1 Extra, per box	.28
No. 1 Extra, 15 lbs	.55
No. 1 Extra, 25 lbs	.82
No. 1 Extra, 50 lbs	1.65
No. 1 Extra, 100 lbs	3.30
No. 1 Extra, ½ boxes	.16
Macaroni, Vermicelli & spaghetti, No. 2	.20
Royal Macaroni, Verm'l & Sp'tti, 24 1-lb pkgs, per case	1.70
Queen's Taste Mac., Ve m. & Sp. 12 2-lb cartons i case	2.15
It. Paste, ass'd, nb. 18 lbs. c., lb.	6½
Royal It. Paste, 24 1-lb pkg c., pkg	8½
Golden Gate Egg Noodles, 24 1-lb. pkgs in case, per cs	1.90
Farina, 24 1-lb pkgs	1.50

Discount 2 per cent for cash only.

COLUMN 19.

COLUMN 20.

Department 15.

SPICES

PURE—Square Tins, Full Net Weight.

	⅛'s	¼'s	½'s	1 s	2½ lbs.	5 lbs.	Blk
Allspice	$0 70	$0 95	$1 60	$ 2 80	$ 6 70	$12 75	21
Cinnamon	1 15	1 80	3 30	6 25	15 25	30 00	43
Cloves	90	1 35	2 40	4 35	10 60	20 55	31
Ginger	75	1 05	1 75	3 10	7 50	14 30	28
Mace	1 75	3 00	5 65	10 90	26 95	53 30	73
Mustard	70	95	1 60	2 80	6 70	12 75	21
Nutmeg	1 25	2 05	3 80	7 15	17 60	34 60	49
Pepper	80	1 10	1 90	3 40	8 25	15 85	25
Cayenne	80	1 15	2 00	3 55	8 65	16 65	26
W. Pepper	95	1 45	2 65	4 65	11 75	22 90	34
Sage	70	95	1 60	2 80	6 70	12 75	21
Thyme	70	1 00	1 65	2 95	7 10	13 50	22
Savory	70	1 00	1 65	2 95	7 10	13 50	22
Marjoram	75	1 10	1 85	3 30	7 85	15 10	24
Poultry Seasoning	....	1 50	.....	.....	.....	.....	..

SECOND GRADE—Round Tins, Short Weight.

	¼'s	½'s	1's	2½ lbs.	5 lbs.	Blk.
Allspice	55	1 00	1 75	3 95	7 60	13
Cinnamon	65	1 20	2 10	4 90	9 50	16
Cloves	65	1 25	2 25	5 20	10 20	17
Ginger	55	1 00	1 75	3 95	7 60	13
Mace	1 20	2 30	4 40	10 50	21 00	34
Mustard	55	90	1 50	3 60	7 00	12
Nutmegs	85	1 70	3 10	7 40	14 60	24
Pepper	60	1 15	2 00	4 55	8 90	15
Cayenne	60	1 15	2 00	4 55	8 90	15
W. Pepper	75	1 45	2 65	6 15	12 05	20
Sage	55	1 00	1 75	3 95	7 60	13
Thyme	60	1 05	1 90	4 25	8 25	14
Savory	60	1 05	1 90	4 25	8 25	14
Marjoram	60	1 05	1 90	4 25	8 25	14

SCHILLING'S BEST SPICES.—Nature's Best.

Square tins. Never sold in bulk.
Small, medium, large sizes have sifting tops except Mustard.

	Small size per doz.	Medium size per doz.	Large size per doz.	Ex. Large size per doz.	Hotel size per tin.
Pepper	.75	1.20	2.20	3.75	.73
Mustard	.75	1.25	2.25	3.90	.81
Must. Comp.	.75	1.25	2.25	3.90	.81
Ginger	.75	1.25	2.25	3.90	.81
Allspice	.75	1.10	2.00	3.50	.73
Cinnamon	.80	2.25	4.25	7.50	1.45
Cloves	.85	1.40	2.60	4.75	.87
Nutmegs	1.60	2.75	5.25	10.00	2.00
Mace	1.75	3.00	5.75	11.50	2.15
Cayenne	.90	1.50	2.75	5.00	.93
Wh. Pepper	.95	1.75	3.25	5.75	1.00
Sage	.75	1.25	2.25	3.90	.81
Thyme	.85	1.40	2.60	4.75	.87
Marjoram	.95	1.75	3.25	5.75	1.26
Savory	.85	1.40	2.60	4.75	.87
Cases contain	6 doz.	4 doz.	2 doz.	2 doz.	1 doz.
Gross weight	22 lbs.	23 lbs.	24 lbs.	40 lbs.	53 lbs.

MUSTARD.

Colman's, ¼'s, 12 lb to box, lb.	.52
Colman's, ½'s, 12 lb to box, lb.	.48
Colman's, 1's, 12 lb to box, lb.	.48
Colman's, 5's, per lb	.40

Mustard, Prepared.

Small bottles, 24 to cs, pr doz	.55
Small straights, fancy, 24 to case per doz	.95
Webb's Glass Top	1.35
Large Dusseldorfer, 24 to cs	1.60
In 3-gal kegs, per keg	1.15
In 5-gal kegs, per keg	1.70
Louit Freres, French, doz	2.25
Eddy's Salad Mustard—	
6-oz., 24 to case	.92½
8-oz., 24 to case	1.35
12-oz., 24 to case	2.00
Hirshes Horseradish Mustard—	
10-oz., 24 to case	1.25

Department 16

BAKING POWDER AND FLAVORING EXTRACTS.

ROYAL

	1 cs. lot	5 cs. lot	15 cs. lot
½ lb cans	$ 1 38	$ 1 36	$ 1 34
6 oz cans	1 92	1 89	1 87
¼ lb cans	2 57	2 52	2 50
12 oz cans	3 82	3 75	3 72
1 lb cans	4 95	4 85	4 80
2½ lb cans	11 85	11 40	11 28
3 lb cans	13 60	13 34	13 20
5 lb cans	22 85	21 90	21 68

An extra discount of 1 per cent if packed in barrels.

Schilling's Best Baking Powder.

Never sold in bulk.

10-lb. tins, per doz	$39.00
5-lb. tins, per doz	20.00
4-lb. tins, per doz	16.00
3-lb. tins, per doz	12.50
2½-lb. tins, per doz	10.50
16-oz. tins, per gross	$53.00
12-oz. tins, per gross	41.00
8-oz. tins, per gross	28.00
6-oz. tins, per gross	22.50
4-oz. tins, per gross	16.50

TROPHY

4 oz, per doz	$0.95
6 oz, "	1.35
8 oz, "	1.70
12 oz, "	2.35
1 lb., "	3.00
2½ lb., "	7.50
3 lb., "	9.00
6 lb., "	14.50

MISCELLANEOUS.

Home, 10 oz	$0.90
Home, 25 oz	2.00
Home, 50 oz	4.00
Home, 80 oz	6.00
K. C., 10 oz	.85
K. C., 15 oz	1.25
K. C., 25 oz	2.12½
K. C., 50 oz	4.00
K. C., 80 oz	6.50

Cream Tartar.

Standard, bulk, 30-lb box	27
Standard, 12 1-lb tins	.28
Pure, bulk, 30-lb box	.33
Pure, 5-lb tins, per lb	.33
Pure, ½-lb tins, per doz	5.00

SODA.

Churches, A. & H., or Dwight's Cow Brand, 60 lbs. to case.

1-lb	per lb. $0.05
½-lb	per lb. .05½

EXTRACTS FLAVORING.
GUITTARDS' "PURE"

per doz	2 oz	4 oz	6 oz	8 oz
Vanilla	$2 50	$4 75	$7 00	$9 00
Lemon	1 75	3 25	4 50	6 00

Net weight. Patent Sprinkler Tops

Schilling's Best Extracts.

Triple Strength, Pure and Uncolored Sprinkling Tops.
Net weight. Never sold in bulk.

	Lemon and Others.	Vanilla and Rose.
1 oz	1.30	1.80
2 oz	2.00	3.00
4 oz	3.75	5.75
6 oz	5.50	8.50
8 oz	7.25	11.00
16 oz	14.00	21.50
32 oz	27.00	42.00

Souder's Flavoring Extracts.

Price per gross.

	2 oz.	4 oz.	8 oz.
Reg. Lemon	9.00	18.00	54.00
Reg. Vanilla	14.40	28.80	72.00
XX Lemon	18.00	36.00	72.00
XX Vanilla	21.00	42.00	84.00
Asrtd Flavors	18.00	36.00	72.00
Rose Coloring	18.00	36.00	.....
Yellow Colrng	18.00	36.00	.....
Jamaica Gngr	18.00	.....	.....

Assorted flavors contain strawberry, pineapple, orange, almond, rose, etc.



"Vanas" Extracts.

Lemon, 2 oz., per doz	.80
Vanilla, 2 oz., per doz	.80
Assorted Flavors, per doz	.80

COLUMN 21.

Department 17

CANDIES.

Lozenges.
(5-lb. boxes.)

XXX Peppermint, pails	.13	14
Thin Peppermint		.16
T. T. Peppermint		18
Druggist Peppermint		25
Musk, fluted, pails		.20
Cinnamon, Lemon, Sassafras, Rose		.16
Midget Fruit		.20
Conversation and Hearts.		.15
Lilliput Conv. Hearts		17
Midget Conv. Lozenges		18
Crown T. T. Lozenges, 24 5ct. pkgs		.80
Aurora Lozenges, 24 5ct. pkgs		.80
Cough Troches, 5 lb bxs		.25
Eagle Wafers, Peppermints, Wintergreen		.25

Mixed Candy.
(30-lb. pails.)

Plain Mixed	9½
Pacific Mixed	10
Royal Mixed	12½
Grocers' Mixed	10½
Yankee Mixed	13
American Mixed	13
Fancy A, Mixed	14½
Fancy C, Mixed	14
French S, Mixed	16
French No. 1, Mixed	18
French Extra Mixed	20
Lady, Mixed	15

Steam Panwork.

Anis Seed	22
Aromatic Cachous	18
Assorted Berries	16
Assorted Dragee	14
Assorted Imperials	16
Assorted Small Seeds	22
Birds' Eggs	16
Boston Baked Beans	17
Burnt Peanuts	18
Burnt Almonds	25
Caraway Seed, smooth	22
Caraway Seed, pearled	22
Celery Seed	22
Cinnamon Beans, large red	15
Cinnamon Beans, Imperials	16
Coriander Seed, pearled	22
Jelly Beans, pails	12½ 14
Jelly Birds' Eggs	16
Jelly Cranberries	16
Jelly Limes	16
Jelly Raspberries	16
Jordon Almonds, fine	45
Jordon Almonds, imitation	18
Licorice Beans	15
Red Hots	25
Ringed Marbles	16
Sugar Coated Licorice Tablets	20
Sugar Almonds	25
Sugar Plums	16

Stick Candy.
(30-lb. pails.)

Assortment: Peppermint, Lemon, Rose, Clove, Anis, Cinnamon, Sassafras, Vanilla, Pineapple, Wintergreen 9½
Hoarhound 9½
Hoarhound, wrapped 11
Peanut Sticks 13
Peanut Sticks, wrapped 18
Cocoanut Sticks 13
Cocoanut Sticks, wrapped 13

Taffies.

Peanut Taffy	15
Peanut Flake	15
Peanut Squares	14
Cocoanut Taffy	15
Cocoanut Squares	15
Chunks: Vanila, Rose, Chocolate, Lemon, Molasses	14
Broken Taffy of broken chunk	13

Drops and Lumps.
(30-lb. pails.)

Mixed Drops and Lumps	9½
Molasses Peppermint Lumps	11
Hoarhound Drops	11
Crystal Rocks	12½

Gum Goods.
(5-lb. boxes.)

A. B. Gum Drops, assorted	9
A. B. Gum Drops, Licorice	9
A. B. Gum Drops, Crystalized	11
A. B. Bonbons, plain, in bbls	7
A. B. Bonbons, fancy, in bbls	7½
A. B. Bonbons, fancy, crystalized, 5-lb. boxes	14
A. B. Fruits	18
Royal Gum Drops	15
Genuine Gum Drops, hard	25
Jelly Squares, assorted	14
Bijou Sticks	18
Spiced Jelly Drops	20
New Turkish Figs	16
Fig Paste, plain	17
Fig Paste, tricolor	18

Cream Goods.
5-lb. boxes.)

Fondans Creams	14
Hand Dipped	19
Hand Dipped, with nuts on	21
Fruit and nut Ices	18
Cream Peppermint	20
Crushed Fruit Bonbons	30

Chocolates.
(5-lb. boxes.)

Chocolate, plain	14
Chocolate, Hand Made	20
Chocolate Dipped Bonbons	20
Chocolate Dipped Bonbons, with nuts	22
Chocolate, Climax, 30-lb pails	16
Chocolate Chips	28
Chocolate Nonpareil Drops	20
Chocolate Wafers	22
Chocolate Cream Tablets, 30 in box	1 10

COLUMN 22.

Marshmallows, Nougats, Etc.

Occidental Marshmallows, 5-lb tins	.28
Occidental Marshmallows, 3-lb tins	.30
Dipping Marshmallows, 5-lb. boxes	.25
Angel Food, 5-lb. boxes	.20
French Nouget, 30 5c slices in box	1.00
Walnut, Apricot, Spanish Nouget, 5-lb boxes, per lb	.25

Sundries.

Opera Caramels	19
Rock Candy, white & red	15
Rock Candy, brown	16
Licorice Drops	.20
Licorice Sticks, 16 to lb	.28
Locorice Tablets, 5 lb bxs	.25
Licorice Tablets, 24 5c bxs	.80
Licorice Penny Sticks, 100 in box	.65
Buttercups, 5-lb tins	.25

CHEWING GUM.

	Single	Box
Yankee Spruce, 20 pcs	.55	
Sen Sen, 20 pcs	.55	
Red Rooster, 20 pcs	.55	
Sweet Heart, 20 pcs	.55	
Newton's Pepsin, 20 pcs	.55	
Bloodberry, 20 pcs	.60	
Pepsin Sticks, 20pcs	.60	
Sweet Wheat, per box		.50
Tulu Sugar Plum, box		.55

CRACKERS.



MADE BY THE
MUTUAL BISCUIT CO.

	lb.	¼ box
Almond Drops	15	
Animals	12½	$1.20
Arrowroot	14	1.50
Assorted	12	1.15
Assorted, extra	14	1.30
Assorted, fancy	20	1.75
Assorted Wafers	16	1.90
Assorted Jumbles	14	1.25
Boston	9	.60
Butters, Mutual	10	.70
Butter Scotch	14	1.50
Butter, Star	9	.60
California Lunch	9	.90
Champion	9	.65
Chips, Mutual	14	1.10
Chocolate Biscuits	16	1.80
Chocolate Fingers	15	1.50
Chocolate Wafers	18	2.15
Cocoanut Bonbon	14	1.25
Cocoanut Finger	15	1.50
Cocoanut Marshmallows	15	1.50
Cocoanut Taffy	15	1.80
Cocoanut Wafer	16	1.50
Coffee	12	1.25
Coffe Iced	15	1.35
Cornhill	10	1.10
Cracker Meal	6	1.10
Currant Cakes	12	1.10
Egg Jumble	14	1.25
Fruit Biscuits	14	2.40
Ginger Cakes	10	1.40
Ginger, Nut	11	1.40
Ginger Wafers	14	1.75
Graham	10	1.20
Graham Gem	9	.75
Graham Unsweetened	9	
Honey Fingers	14	1.25
Honey Pumbles	12	1.00
Honey Drops, spiced	15	1.60
Honeysuckle	16	
Jelly Fingers	16	1.50
Jenny Lind	12	1.10
Lady Fingers	15	1.30
Lady Fingers Iced	16	1.40
La Grande	11	1.10
Lemon Biscuit	14	1.25
Lemon Brittles	14	1.35
Lemon Snap	12	1.20
Lemon Wafers	14	1.75
Macaroon Almond	40	
Mutual Flakes	14	.90
Mutual Tea	15	1.60
Nic Nac, No. 1	10	1.10
Nic Nac	12½	1.25
Oysters	8	.70
Peoples Mixed	12½	1.25
Pilot Bread	4	.55
Pilot Bread Extra	5	.65
Pilot Saloon	7	.80
Ping Pong	16	1.50
Raisin Cake	12	1.10
Saloon Pilot	7	.80
Saloon Soda	7	
Salted Wafers	14	.90
Soda Extra	7	
Soda	6½	
Star Butters	9	.60
Vanilla Bars	14	1.40
Vanilla Biscuits	14	1.25
Vanilla Snaps	12	1.20
Vanilla Wafers	14	1.75
Wafers, Chocolate	18	2.15
Wafers, Ginger	14	1.75
Wafers, Lemon	14	1.75
Water Wafers	12	
Walnut Creams	16	1.50



COLUMN 23.

Department 18.

FANCY GROCERIES.

Bouillion Capsules.

Anker's, 10 capsules in box, per doz boxes	2.75

Capers.

Capotes, 1 dz in cs	1.20 1.30
Nonpareil, small	3.00
Do med.	2.25
Do large	5 00
"White Label," 6-oz. doz	2.25
"White Label," 10-oz. doz	3 15

TOMATO KETCHUP.



Catsups

Snider's

Qts., per doz	$3 75
Pts., "	2 40
½-pints, per doz.	1 40



CAMPBELL'S

(½ Pts. Condiments)

2 dozen to case

Tobasco Ketchup dozen	$1 15
Tomato Ketchup, dozen	$1 15
Salad Dressing, dozen	1 15
Chili Sauce, dozen	$1 15
Assorted cases, dozen	$1 15

Miscellaneous.

Our Mother's Ctsp ½-pt, doz	1 40
Our Mother's Ctsp, pts, doz	2 30
Blue Label, 25 ½ pts to cs	3 10
Blue Label, 25 pts to cs	5 00
Blue Label, 12 qts to cs	4 00
Mother's Own, pts	1.50
½ pts	.90
London's Rockaway, Pts., doz	2.25
Sailer's "Purity," doz	.90

Chocolate and Cocoa

CHOCOLATES.
Baker's.

German Sweet, 6-lb boxes, ⅛s and ¼s	.2
Eagle, 12/1s	.28
Premium, 12/1s	.28
Vanilla, 12/1s	.41
Powdered, ¼s, ½s, 1s, 12/1lb. boxes	.26

Subject to quantity discount.

Huyler's.

Vanilla, 12-lb. boxes	.36
Premium, 12-lb. boxes	.33

Lowney's.

Cream Cakes, per box	80
Ice Cream Drops, per doz	75

Ghirardelli's.
In paper

Eagle, 24 1-lb	.21
Eagle, 12 1-lb	.21½
Eagle, 12 ½-lb	.22½
Eagle, 12 ¼-lb	.24
Crescent, 6 5 to lb	.17
Crescent, 12 5 to lb	.16½
Cal, Sweet, 6 6 to lb	.21½
Cal. Sweet, 12 6 to lb	.21
Monarch, 12 1&½-lb	.26
Monarch, 12 1-lb	.25
Monarch, 12 ½-lb	.27
Star, 24 1-lb	.19
Star, 12 1-lb	.19½

Ground.
In tins

Ghirardelli's, 12 1-lb tins	.26½
Ghirardelli's 24 1-lb tins	.26
Ghirardelli's 60 3-lb tins	.24
Venard's, 24 1-lb tins	.21
Venard's, 60 3-lb tins	.20
Miner's, 12 1-lb tins	.22½
Miner's, 24 1-lb tins	.22
Miner's, 20 3-lb tins	.22

5 per cent off on 120-lb. lots

COCOAS.

Baker's Bkfst, 6/1' &½'s	.30
Van Houten's, ¼'s and ½'s	.35
Van Houten's, 1's	.80
Royal Dutch, 12/¼'s	.40
Royal Dutch, 12/½'s	.75
Royal Dutch, 12/1's	.70
Epp's, 14/½'s	.40
Fry's, 12/½'s	.23
Webb's, 6/½'s	.23
Lowney's, 6/½'s	.37
Ghirardelli's Bkfst, 6/½'s	.38
Ghirardelli's Bkfst, 12/½'s	.37½
Ghirardelli's Impri, 6&12/½s	.56
Miner's Bkfst, 6/½'s	.37
Miner's Bkfst, 6/1-5's	.38
Menier's, 1-½s	.47

COLUMN 24.

Condensed Milk

BORDEN'S CONDENSED MILK CO.



Gail Borden Eagle Brand	6.80
In 5-case lots	6.65
Pony	2.25
Challenge	4.70
Floral	4.05
Dime	8.75
Rose	1 40

With 10 cases Rose Cream 1 case free.

(Each of above Brands 4 doz. in case)

Borden's Malted Milk, Trial Size, per doz. .90



Borden's Pioneer Brand Evaporated Cream

Large Cans, 4 doz. in cs. 4.00
Peerless 4.70
Yacht 3.95
Family Size, 4 doz. in case.
Quarts, 2 doz. in cs

ALL ABOVE BRANDS GUARANTEED



CARNATION CREAM

20 oz. cans 4 doz	
Per case	4 00
5 cases	3 95
25 cases	3 90
50 cases	3 85



LILY

(large tin)

1 cs	$3 90
10 cs	3 85

Helvetia Milk Condens'g Co.



Originators Evaporated Cream
Highland Evaporated Cream 4 doz in box $4 10
Baby Pet, 6 doz 3 90
Pet, reg., 4 doz. per case 3 35



Jersey Evaporated Cream

213-215 Market St.

Tel. Bush 855

Cases	
1 to 5	$3 70
5 to 10	3 65
10 to 25	3 60

Miscellaneous.

St. Charles, 4 doz., in case	$4 60
St Charles, 5-case lots	4 50
Horlick's Malted Milk, doz	4 50

Cereal Coffee.

Fig Prune, per doz	$2 25
Postum, 24/½'s, per doz	1 25
Postum, 12/1's, per doz	2 25
Postum, 36/1's, per doz	2 25
Graino, 12, 2s	2 75

Chutney.

Chutney, asst, qts	$6 25
Chutney, asst, pts	2 75
Chutney, Major Grey, qts	6 50
Chutney, Major Grey, pts	4 25
Ban-ki-pore, pts	2 00

EQUAL TO THE BEST



BETTER THAN THE REST

ALPINE

EVAPORATED CREAM

We have Been Forced to Advance Prices as follows:

	Per case
1 to 5 cases, 4 doz to case	$3 75
5 to 10 " " "	3 60
10 to 25 " " "	3 50
50 to 100 " " "	3.45

Gallons

1 to 5 cases, 6 to case	3.60
5 to 10 " " "	3.40
10 to 25 " " "	3.30

ALPINE MILK

(Sweetened)

1 Dozen to case, 16 oz. $4 00

ALPINE EVAPORATED CREAM CO.

Factory
HOLLISTER, CAL.
Office and Salesroom
123 California Street
San Francisco, Cal.
Phone: Green 96.

Cranberry Sauce. doz.

Anderson's 2s, 2 doz box	2.25
Tea Garden, 2s, glss, 12 box	4.00
Tea Garden, 1s, glss, 24 box	2 25
Cape Cod, 2 lb, glss, 12 box	3.50
Cape Cod, 1 lb, glss, 24 box	2.00
Home Made, 1s, 2 doz box	2.15
do 2s, glass, 1 doz box	4.00

Cottolene.

2's, 5's or 10's, per cs of 60 lbs	7 00
5 case lots	6.90
10-case lots	6.80
25-case lots	6.75

With 2, cases, ½ case free
" 5 " 1 " "
" 10 " 2 " "

Price $7.50, $7 40, $7.30.

Curry Powder.

Crosse & Blackwells, 2 oz	1.35
do 4 oz	2.35
Do 8-oz	3 55
Do 16-oz	6.20
East India, Bombay, 16 oz	5.00
East India, Bombay, 8 oz	2.25

Extract of Beef.
Liebig's (Genuine)

	2 oz.	4 oz	8 oz.	16 oz
doz	4 55	8 50	15 90	29 75

"Rex" Solid.

2-oz, doz	$3 90
4 oz, doz	7 20
8-oz, doz	$12 27
16-oz, doz	24.75

Marshall's

2 oz., per doz	$2.40

Gelatine.

Knox's, per doz	1 20
Knox's, per gross	14 00
Cox's, per gross	12 00
Keck's, per doz	1.10

Ginger (Preserved).

½ doz jars in cs, per cs	2.25

Lemon Sugar.

Gilt Edge, 24/½s, per doz	1.37½
Gilt Edge, 24/1s, per doz	1.85

Lime Juice.

Tahita, 24/8-oz, per doz	$1.25
Tahita, short measure, 16-oz	1 00
Tahita, full measure, 16-oz	1.75
Tahita, full measure, 32-oz	3 50
Tahita, bulk, gal	1 00

Mushrooms. doz.

Le Court, 100 to cs	$2.50
La Forrest, 100 to cs	2.75
Hotel, 100 to cs	2.00
Fancy Stuffed, pts	4.00

COLUMN 25.

OLIVES.

OLIVES IN BULK.

	25 gl.	10 gl.	5 gl.	3 gl.
Ex. No 1, Q'u.	1 10	11 50	6 00	3 75
Lge No. 1, "	1 00	10 50	5 00	3 25
No. 1 Qu'a ...	95	9 75	4 75	2 90
No. 2 "	85	8 75	4 50	2 85
Manzanilla	70	7 25	3 75	2 40

Extra charge for kegs & barrels.



Olives

SEVILLE PACKING CO.

White Label Queen Olives—

28-oz., per doz...$5.50
18-oz., " ... 3.75
6-oz., " 1 25

Pim-Olas

18 oz, 2 doz, per cs, per doz $6 10
10 " " " " 3 55

Baby Pim-Olas

10-oz, 2 doz. in case, per doz.....$2.50
6-oz, 2 doz. in case, per doz.... 1.50

Olive Oil

NICELLE

	Case
½ pints, 4 doz	$9 00
Pints, 2 doz	8 55
Quarts, 1 doz	7 85
22-oz.	9 00

CRYSTAL BRAND OLIVE OIL.

Pure California Products.



7-oz.
Per doz...$2.40
3 doz..... 6.75

14-oz.
Per doz... 4.50

Quarts.
Per doz... 7.25

Put up by
G. O. Ryden.

GORDON PACKING CO.,
Distributors.

MISCELLANEOUS

Golden Gate, in gal tins, per gal	1 85
" ½ " "	1 85
" ¼ " "	1 90
Pala Grove, pure Cal., qts. .. dz.	7 75
Cooper's qts., ℔ doz.	10.00
Cooper's pts, ℔ cs of 2 doz.	10.00
Antonini, J.P.S., qts, ℔cs..	7.40
Do 1½-gal. tins, ℔ tin..	2.90
Duret, qts, pts, ℔ doz cs..6.00	7.00
Lucca, Crosse & Blackwell's qts.	7.50
Lucca, Crosse & Blackwell's pts, 2 doz.	8.25
Lucca, Crosse & Blackwell's ½ pts, 3 doz.	7.25

Salad Oil.

Durand Oil.

Quarts, 1 doz. to case, per case..	$1.90
Pints, 2 " " " ..	1.95
½-Pts, 3 " " " ..	1 00

Puritan Salad Oil

Quarts, 1 doz. to case, per case..	2.20
F. Dubec & Fils, 1 dz qts, per case	1.50
Imitation Lucca, qts	1.90

"Primrose" Salad Oil.

Tierces, about 50 gal, gal	$ .10
1 gal. tins, 10 to case, gal.	.70
5 gal. tins, 1 to case, gal..	.45
1½ gal tins, 20 to cs, gal.	.75
Quart bottles, 12 to cs, doz	1.85
Pint bottles, 24 to cs, doz	.85
½ pint bot, 36 to cs, doz	.65

Paprika.

Gordon Packing Co.

1-16 lb ...doz	¼ lb. ... doz 6 00
⅛ lb.....doz	1 lb..... doz
¼ lb ... doz	Bulk, lb.....

Peanut Butter

Heron's, 2 doz to cs, per dz. .2.40

Peels.

Citron, 25-lb box	$
Citron, 10-lb box	11¼
Lemon, 25-lb box	11¾
Lemon, 10-lb box	12¼
Orange, 25-lb box	12¾
Orange, 10-lb box	12¼

COLUMN 26.

PICKLES.

Gordon Packing Co.

California—Mixed or Plain.

No. 1, bbls, per gal.....$0.24 to	$0.27
No. 1, ½ bbls, per gal.. .26 to	.29
No. 1, 10-gal keg, p kg. 2.25 to	2.45
No. 1, 5-gal keg, p keg. 1.15 to	1.25
No. 1, 3-gal keg, p keg. .80 to	.85
No. 2, bbls, per gal.	.22
No. 2, ½ bbls, per gal.	.24
No. 2, 10-gal keg, per keg.	2 10
No. 2, 5-gal keg, per keg.	1 05
No. 2, 3-gal keg, per keg.	.80
No. 3, bbls, per gal.	.14
No. 3, 10-gal keg, per keg.	1 15
No. 3, 5-gal keg, per keg.	.60
No. 3, 3-gal keg, per keg.	.55

SWEET—"PACIFIC."

Bbls, ℔ gal	51
½ bbls, ℔ gal.	53
10-gal keg, per keg	5.00
5-gal. keg, ℔ keg	2.75
3-gal. keg, ℔ keg	1.75
Square, 1doz ½-gal, ℔ doz..	2.25
Square, 2 doz ¼-gal, ℔ doz..	1.60
Square, 4 doz ⅛-gal., ℔ doz	1.25
Round, qts, ℔ doz.	3.75
Round, pts, ℔ doz.	2.50
Round, ½ pts, ℔ doz.	1.75

Crosse & Blackwell's.

Doz.

Mxd Pkls, pat tops, pts..	4.15
Mxd Pkles, Pat tops, ½ pt..	2.50
Mxd Pkls, corks, pts.	3.95
Chow Chow, pat tops, pts..	4.15
Chow Chow, pat top, ½ pt..	2.50
Chow Chow, corks, pts.	3.95
Onions, pat tops, pts.	4.15
Onions, pat tops, ½ pts.	2.50

PRETZELS.



Hoeflin Pretzel & Baking Co.,
431 Sixth St.

Hand-made Pretzels a Specialty.

Size 1, 8's, per lb.	12c
Size 2, 8's, per lb.	12c
Size 3, 8's, per lb.	12c
Fingers, 10s, per lb.	12c
Hazlenut, 10's, per lb.	12c

Also furnished in cases, 20 to 30 lbs., at 11c per lb., and barrels at 10½c lb.

Root Beer



Less 5 per cent. on gross lots

Hires' case of 1 gr.	20 00
6 doz. lots	10 00
3 "	5 00
1 "	1 75

Hires' Carbonated Root Beer cs of 2-dz pt bottles, patent tops, per cs $2.00 in 5 case lots 1 95
Hires' Carbonated Gingar Ale Per case ... 2 00
5-case lots, $1.95.



Hires' Rootbeer Carbonated and Ginger Ale empty bottles, if returned to Souhn-Patrick Company, will be received by them at 25c. per case of 2 doz. bottles (with case) Delivered at San Francisco.

Salad Dressing.

Durkee, small, 2 doz, ℔ doz...	2.55
Do large, 1 doz, ℔ d...	4.80
Do picnic size, 4 dz, ℔ ds..	1.00
My Wife's, 1 dz. 16-oz, case...	2.75
My Wife's, 2 doz, ½ pt, cs.	3.40

Alpha Salad Cream.

Jumbo 1 doz. to case, per case...	4.25
Do large, 2 doz. " " ...	4.70
Do picnic, 2 " " " ...	2.50

COLUMN 27.

Saratoga Chips.

(Less 5 per cent)

Boxes, 15 and 30-lb, per lb..$0.20
Cartons, 6-oz, 2 doz in cs, doz 1.30

SAUCES.

SNIDER'S SALAD DRESSING



Pints, 1 doz. in case, doz. $2.75
Hlf-Pts, 2 doz. in case, doz. 1.75



Snider's Oyster Cocktail S'ce pints, 2 doz to c'se, doz .2 40

Same gallon jugs, 6 to case, per gal..... 1 80

Snider's Chili Sauce, pints, 1 doz. to c'se doz 2 40

Same, half pts 2 doz. to c'se doz . 1 45

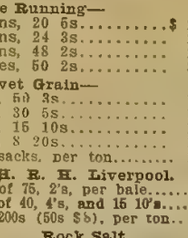
Bayle's Tabasco Pepper Sauce, in cases, 6, ½-doz, boxes, per doz. $3 00
boxes of 12 bottles, per doz..... 3.50

Holbrook's W'cestershire, ½'s.	2.40
Do pts.	4.00
Do qts.	
*Lea & Perrin's Worcestershire, sma"	2.75
*Lea & Perrin's Worcestershire, medium	5.00
*Lea & Perrin's Worcestershire, large	8.25
*5 cases 5c ℔ doz less.	
Ban-ki-por, ½ pts, 2 doz case, per doz	2.40
Ban-ki-por, pts, 1 doz case.	3.80
Tobasco, McIlheny	4.10
Tobasco, New Iberia	3.50
Braunbardt's Tropical, ½-pts, 2 doz. per case	4.50
" pints, 2 doz. " "	8.10
Bengal Worcester, ½ pt.	.55
Bengal Worcester, pt	1.05
Pepper, sprinkle top, ½ pt.	2.00
Superior Pepper, small	.75
Superior Pepper, large	1.50

Pure Food Pk'g Co.

Worcester Sauce, London Club, ½ pts, do .75

SALT.



LESLIE SALT.

Free Running—

Cartons, 20 6s.	$ 2.50
Cartons, 24 3s.	2.00
Cartons, 48 2s.	2.75
Caddies, 50 2s.	3.25

Velvet Grain—

Bales, 60 3s.	1.50
Bales, 30 5s.	1.50
Bales, 15 10s.	1.50
Bales, 8 20s.	1.50
50-lb sacks, per ton.	18.00

H. R. H. Liverpool.

Bales of 75, 2's, per bale.	$1.25
Bales of 40, 4's, and 15 10's.	2.0
Bags, 200s (50s $5), per ton..	7.50

Rock Salt.

Half-Ground, 100-lb sacks, per ton	$ 3.50
Stock, 100-lb sacks, per ton..	3.00
Liverpool Lump, per ton	13.50
Cal. Table and Dairy, pr bale.	1.0
Cal. Table and Dairy, 50's, per ton	6.25

Package Salt.

Shaker Salt, per doz.	$0.90
R. S. V. P., 3's, 24 to cs, p. cs.	2.25
R. S. V. P., 5's, 20 to cs, p. cs.	2.75

Celery Salt.

Mertens, 1 doz in box..... 1.05

Sauerkraut.

Barrels, per lb.	.02¾
½ bbls	.03
¼ bbls	.03¼
3-gal kegs, per keg.	.90
5-gal kegs, per keg.	1.15
10-gal kegs, per keg.	2.25
2-lb tins, 2 doz in cs, doz.	1.35
2½-lb tins, 2 doz in cs, doz..	1.60

COLUMN 28.

SOUPS.



CAMPBELL'S (1-lb. Condensed). Packed 48 1-lb. cans to case. Straight cases of any variety, or following assortment:

8 Tomato, 6 Vegetable, 4 Ox Tail, 3 Mock Turtle, 3 Chicken Gumbo, 2 Tomato Okra, 1 Julienne, 2 Beef, 2 Consomme, 2 Pea, 2 Celery, 2 Vermicelli-Tomato, 2 Clam Chowder, 2 Mutton Broth, 2 Bouillon, 3 Chicken, 2 Mulligatany.
Price, per doz, any variety...$0.90

Miscellaneous.

Anderson's Asstd, per doz.	.90
Anderson's straight, per doz..	.90
Snider's Tomato—3 lb tins 2 doz. in case, per doz.	$2.60
Same—2 lb tins 2 doz. in case, per doz.	$1.85
Van Camp's asstd, per doz.	.90
Van Camp's straight, per doz.	.90

SPANISH DELICACIES.

Specialties of the
Spanish-American Food Co.
149-155 Fremont St.
Medal Goods. Paris Exposition.
IXL BRAND.



	Doz.
Beef Tamales in key op. cans	.95
No. 1 Boneless Chicken Tamales in key-op. cans	1.30
No. 2 Not Boneless Chicken Tamales in key op. cans	1.00
Extra Special Boneless Tamales in key op. cans	1.60
Chili Con Carne, 1 lb.	1.20
Enchiladas, in key-opener cans	1.20
FRIJOLES, 1 lb	.90
Tripe, Spanish style, 1 lb	1.25
Concentrated Soup, pts., 20 varieties	.90
Concentrated Soup, qts., 20 varieties	1.85
Minced Deep Sea Clams, 1 pt.	1.00
Minced Deep Sea Clams, 2 pt	1.65
Clam Juice, 1 pt.	.95
Clam Juice, 2 pt.	1.50
Cal. Baked Beans, tomato sauce, 1 lb., 4 doz in case...	.85
Cal. Baked Beans, tomato sauce, 2 lbs., 2 doz to case	1.35
Cal. Baked Beans, tomato sauce, 3 lbs . 2 doz to case	1.75
Chili Beans (Tamale Sauce) 1 lb, 4 d z to case	.85
2 lb, 2 " "	1.35
2 lb, 2 " "	1.75
Deviled Oysters, for Sandwiches 4 doz to case	1.40
Pate Chicken Liver for sandws. 4 doz. to case	1.40
Macaroni and Cheese, with Tomato sauce, 1 lb, 4 dz. cs.	.90

Truffles.

Rilhac, 100/¼'s, per doz.	12.00
Rilhac, 100/ 1-16's, per doz.	3.00
La Forrest, 100/¼'s, per doz.	17.00

Vinegar.

	¼ Bbl.	10 bbl.	5 gal.	3 gal.
30 grain	08	10	1 15	65 50
40 grain	10	12	1 35	75 60
50 grain	12	14	1 70	90 80
60 grain	14	16	2 00	1 10 95
80 grain	16	18	2 65	1 50 1 25
90 grain	18	20	3 50	1 85 1 65
100 grain	20	22	3 85	2 00 1 85

Hammond's Vinegar.

Salad, qts, per doz. 1.25

Yeast Cakes.

Great Western	1.00
Gillett's Magic	1.20
Yeast Foam	1.20

COLUMN 29.

Department 19.

GROCERY SUNDRIES.

Axle Grease.

H. & L., per case.	$1.50
C. & S., 2-doz case, per case...	2.00
" 5 cs lots	1.95
" 10 cs lots	1.85
Frazer's, 2 doz tins, per case.	2.25
Frazer's, 4 doz wd, per case...	3.60
Frazer's, 15-lb pails.	.85
Mica, 3 doz tins, per case.	2.50

Paper Bags.

Automatic, Self-opening, 500 in pkg. List.

¼-lb	$1.00	8-lb	4.80
½-lb	1.20	10-lb	5.20
1-lb	1.60	12-lb	6.20
1½-lb	1.70	14-lb	8.30
2-lb	2.00	16-lb	9.00
3-lb	2.50	20-lb	10.00
4-lb	2.90	25-lb	11.00
5-lb	3.40	30-lb	13.00
6-lb	4.00	35-lb	15.00
7-lb	4.40		

Discounts from above List:
***(Cheapest).....50 pct and 5, 10's
Eagle or Equal....50 pct and 2, 10's
White Fibre, or any white bag.....50 pct and 1, 10's
Mikado (striped).....40 pct
Sugar Bags, broad bottom, lb....06
Lion, 40 per cent and 1....1.10

Bluestone.

Barrels, per lb (5 bbls 5½c). $0.05½

Bathbrick.

Bristol, 2 doz, per case (25 case lots 67½c)	$0.70
Powdered, 20 1's, per case	1.15
Powdered, 40 ½'s, per case	1.25

CANDLES.

Adamantine.

Schneider's 10 oz. 20's,	$0.07
Schneider's 12 oz. 20's.	.08½
Schneider's 14 oz. 20's.	.09½
Parafine, 20 1 lb. cakes.	1.90
do, 5 bx. lots.	1.80
do 40 1 lb cakes.	3.80
do 5 bx lots.	3.65
do 100 1 lb cakes.	9.50
do 5 bx lots.	8.50
P. & G. Adamantine, 10 oz.	8¾
do 12 oz.	9¾
do 14 oz.	10½
Yacht Club Quartz Candles 20 sets 14 oz.	.10
40 sets 14 oz.	.09¾

Stearic.

Schneider's 14 oz 20's or 40'	.12
Schneider's 16 oz 20's or 40's.	.13½

Parafine, Etc. **Per lb.**

4s, 6s, in cartons of 36-lb bxs.	10½
12s, in cartons of 36-lb bxs.	10¾
½-lb, in cartons of 25-lb bxs.	10¼
1-lb, in cartons of 25-lb bxs.	10¼

Colored 1c higher.

Beeswax, pure for churches..	40
Do No 2.	30
Do No. 3.	25
Christmas, all sizes.	8 8½
Do holders, ℔ gross.	85
Wax Tapers, ℔ doz pkgs (℔ gross 8.00)	65 75
Night Lights, German, on pap & wd, (doz 40)	65
Do French, on tin, doz..	.50, .75, 1.10

Cordage.

Basis price: Manila 14½c. Sisal 9¾c (5,000 lbs ¼c, and 10,000 lbs ½c less.)

Egg Food.

Pratt's, 26-oz, 2 doz in cs.	$2.25
Wellington's, 1-lb, 2 doz box..	2.00

Fly Paper.



Fly-Net, Per case	$2.60
Magnet, per case.	$2.50
Tanglefoot, per case.	2.00
Tanglefoot Holders, per case of 50	.75

Fruit Jars.

Mason's, pts, per gr.	5.50
Mason's qts, per gr.	6.25
Mason's, ½ gals	8.50

Fruit Jar Caps.

Porcelain, 6 doz to box, per bx 1.05

Fruit Jar Rubbers.

No. 1 white, per lb.	50-60c
"Gold Seal," cartons, per gr..	.75
"Badgers," cartons, per gr.	.60

Hops.

No. 1, ¼ lb, 30-lb. box, lb.	.28
No. 1, ½ lb, 30-lb box, lb.	.28
No. 1, 1 lb, 30-lb box, lb.	.28
Less than 30-lb boxes.	.29

Horseradish.

½-pts, 2 doz in box, doz.	1.10
Pts, 1 doz in box, per doz.	1.50
Qts, 1 doz in box, per doz.	2.75
Bulk, per gal	.75

Glue.

Le Page's, 1 oz, per doz.	.75
Le Page's, 2 oz, per doz.	1.15
Le Page's ½-gill tins, per doz.	1.20
Le Page's, 1-gill tin, per doz..	1.60
Standard, small, per doz.	.50

COLUMN 30.

EUREKA INSECT EXTERMINATOR.



Manufactured by
Jos. Pusch, 525 Front Street, San Francisco.

10c size, doz ..... .75
25c size, doz 1.75
60c size, doz 4.50
1.00 size, doz 8.00

Harmless to persons or animals; does not irritate the skin or injure the eyes.

MATCHES.

Metropltan, full count, per tin..$1.15
Universal, shrt count, pr tin .85-.90
Boys' block pap pkg, per doz .10
Swedish Safety, per gross..... .80
Swedish wind, 1 gross..... 85
Vulcan Paraffine, 65s, ℔ gross (50 gross 50c) ..... .50 .55
Japanese Safety, per gross..... .50
Squirrel Matches, 55s, per gross .43
Ship Safety Matches, la ge, gross .75
" " small, " .65

Diamond Match Co.'s.

Anchor, 200 ..... 1.70
..Do 500s..... 4.00
G. G., 60s..... 2.50
Red Top Safety 3.25
S. & C., Eastern Parlor, 80s.... 4.25
Press, 100s, 5-gross cs..... 4.75
Little Star, per cs..... 2.20
Search Light, 500s, large 1 gr.. 4.75
(Discount of 25c per case on 5 cs lots)

Paper, Wrapping.

Butter, White, ℔ ream..... 20
Do Waxed ℔ ream..... 25
Manilla, No. 2, roll, any sz, lb....3½
Manilla, No. 1, rolls or reams, ℔ lb..... 5
Straw, ℔ ream..... 70
Do rolls any size, ℔ lb.... 3¼
Drab, ℔ ream..... 68
Do rolls any size, ℔ lb.... 2⅝
Metropolitan White Fibre Rolls, per pound 4

Paper, Toilet.

Columbia, in rolls, 7 oz, per cs of 100 ..... 2.75
Royal, 100 rolls of 500 shts.....4.00
Pilot, 100 tablets of 500 shts, .3.75
Golden Eagle, 100 tablets of 1,000 sheets 8.00

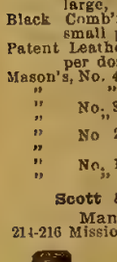
Polishes, Shoe.

Mason's.

Mason's Colt-Coron-Ide
Per gross $4.70; per doz. 40c
Mason's Paste Stove Po'ish
Per gross $4.70; ¼-gross $1 20
Mason's Challenge, per doz ... .40
Mason's Challenge, per gross... 4.70
Challenge Shoe Dressing, small per doz . $ .75
" large " " 1 50
Russett Comb'n. shoe Dressing, small, per doz ..... .75
" large, " " 1 50
Black Comb'n Shoe Dressing small per doz 85
Patent Leather Polish, per doz ..... .50
Mason's, No. 4 ..... .45
" " per gross 5 20
" No. 3 per doz 35
" " per gross. . 3 40
" No 2 per doz 30
" per gross..... 3 00
" No. 1 per doz . . 25
" " per gross . . 2 80

Scott & Gilbert Co.

Manufacturers.
214-216 Mission St., San Francisco



In 3 dozen cases per

Alaska Seal Oi..... 20 00
Top Notch 15 0
Russian 12 00
Boss..... 9 00

Bixby's.



Jet Oil.....per doz. 85
Jet Oil, 3 doz. in box, with Marvel Brush Free 2 55

COLUMN 31.

BIXBY'S—Continued

Royal Polish ..... per doz. 85
Royal Polish, 3 doz. in box, with 8 pkgs. 5c Carpet Tacks free.2 55
Shoe Satin, Small Comb, per doz. 80
Shoe Satin, Large Comb, per doz. 1 25
No. 5, Shoe Satin Paste, per doz. 40
No. 10, Shoe Satin Paste, p doz 85
Satinola, small Comb 80
Satinola, Large Comb 1 25
No. 5, Satinola Paste. 40
No. 10, Satinola Paste..... 85
"BBB" Blacking Size M. 3 dz. in box ..... } 1 25
½doz. paste free }
"BBB" Blacking, Size B. 3 doz. in box ..... } 2 50
1 doz. paste FREE }

Polish, Stove.

Rising Sun, large pkg, ℔ gross.6.25
Do 5-gross lots, ℔ gross..6.00
Do Small pkg, ℔ gross....4 25
Sun Paste, large, ¼ gross, per gross 3.00
Sun Paste, small, ⅛ gross, per gross 5.00
Enameline, No. 4 tins, ℔ gross..5.00
Do No. 6 tins, ℔ gross.....8.25
Do Liquid, pt-tins, bx 3 doz.2.25



Small, 3 doz. to cs., per cs..$1.50
Large, 3 doz. to cs., per cs. 2.50

Polish, Metal.

Electro Silicon, 1 gr in case, per doz ..... .80
Brilliantshine, ½ pts, per doz.. .90
Brilliantshine, pts, per doz.... 1.70
Brilliantshine, qts, per doz.... 3.10

U. S. Metal Polish.



	Per Doz.
POLISH	
Qts...	$3 00
Pts...	1 70
½ Pts.	90
PASTE	
lb..	$3 00
½ lb .	1 70
3 oz ..	50
Barkeepers Friend powder gr.	$18 00

U. S. METALLIC POLISH PASTE is put up by a Practical Chemist; also in Liquid Form. Free from Acid or Grit. 20 years in the Markets of the World. **J. T. WILSON,** Pacific Coast Agt., 1770 15th St., S. F. For sale by all dealers. Also the Barkeepers' Friend Cleaning Powder.

Rope.

Manila, 1¼-in. cordage ..... .15
Sisal, 1¼-in. cordage ..... .10¼

Seeds.

Anis'. 14½
Canary 7 7½
Caraway 8 10
Celery 15
Coriander 15
Cumin 13
Flax, ground 4
Flax, whole 3¾
Hemp, sacks 4½
Millet 6½
Mustard 5½
Poppy (Or. sks 9¼)..... 10¼
Rape, Cal..... 11
Bird gravel, 40 2s..... 2.00
Bird seed Mixed 18—1-lb. pkg 21

Original sacks ½c less.

Sheep Dip.

Little's, 10½-gal tins, per gal$1.05
Little's, 5-gal drums, per gal.. 1.05
Smith's, 10½-gal tins, per gal. .95
Smith's, 5-gal drums, per gal .97

Twine.

Cotton, 4 ply, 100-lb bls. per lb 19
Do 3 ply, 100-lb bls, per lb .. 19
Do 2-lb cones, per cone..... 44
Hemp, 8-oz balls, per 3-lb pkg.. 70
Do, 4-oz balls, per 3-lb pkg. 75
Do 2-oz balls ℔ 3 lb pkg ..
Sack, 4 ply, 12-lb pkgs, per lb 23

Wax.

Fruit, 25 1-lb pkgs. 90
Japan, per lb..... 20
Beeswax 35

Wax Strings.

12 in. 10 pkg 100 strips each. . 1.40
14 in. 10 pkg. 100 strips each. 1 60

COLUMN 32.

Department 20.

WOOD AND WILLOW WARE

AXE HANDLES.

Ex, 36-in , doz.....$2.25
No. 1, 36-in , doz..... 1.75
No. 2, 36-in., doz..... 1.25
No. 3, 36-in., doz..... 1.05
Ex, 38-in., doz..... 4.00
Ex, 40-in., doz..... 4 25

BASKETS.

	Per Doz.
Cal., Open, Spruce, No. 3..	.60
Cal., Open, Spruce, No. 4..	.60
Cal., Open, Spruce, No. 5..	.84
Cal., Satchel, Spruce, nest, 0-5	1.10
Cal., Satchel, Spruce, nest, 1-5	1.00
Cal., Satchel, Spruce, nest, 1-41	.71
German market, nest of 4	1.25
Clothes, Oval, Wil., No. 0.	6.50
Clothes, Oval, Wil., No. 1.	6.00
Clothes, Oval, Wil., No. 2.	7.50
Clothes, Oval, Wil., No. 3.	9.00
Clothes, Oval, Wil., nest 4...	3.17
Japanese Telescope, nest of 5, size 18x12x7.....	1.10
Same, size 20x13½x7.....	1.50
Same, size 24x15x10.....	2.10

BOWLS, WOODEN.

	Per Doz.
Maple, No. 1, 11-inch.....	.75
Do No. 2, 13-inch.....	1.50
Do No. 3, 15-inch.....	2.75
Do No. 4, 17-inch.....	4.25
Do No. 5, 19-inch.....	5.75
Do No. 6, 21-inch.....	7.50
	Per nest.
Maple Nests, 3, 13, 15, 17-inch	.71
Same, 4, 13, 15, 17, 19-inch	1.20
Same, 5, 13 to 21-inch...	1.81

BROOMS.

	Per Doz.
Patent Cap, No. 1.....	3.80
Patent Cap, No. 2.....	3.60
Patent Cap, No. 3.....	3.35
Extra Patent, No. 1.....	3.85
Extra Patent, No. 2.....	2.60
Extra Patent, No. 3.....	2.40
Ladies' Pride, No. 1.....	2.85
Ladies' Pride, No. 2.....	2.60
Ladies' Pride, No. 3.....	2.40
Little Beauties	3.00
Ladies' Delight	2.80
Toy, 2 strings.....	.90 1.35
Wisp, 2 strings	.90 1.25

BRUSHES.

	Per Doz.
Dust	2.00 12 00
Scrubbing	.55 3.00
Dandy	1.50 5 75

Shoe Brushes.

	Per Doz.
No. 1, black tampico	1.10
No. 2, bristles	1.65
No. 3, white bristles	1.75
No. 4, bristles	2.00
No. 6, white bristles	2.25
No. 6, horse hair	2.70
No. 7, bristles	3.90

Stove Brushes.

	Per Doz.
No. 1, tampico, handles...90c-$1.10	
No. 2, bristles, handles.....	1.85
No. 3, tampico, handles.....	1.85
No. 4 bristles, handles ...	3 25

Ox Fibre Brushes.

	Per Doz.
Scrub, T. & B., 9x2½ in face	.80
Do Hub, 10x2¾ in face.	2.00
Do Magic, 7¼x2 in face	1.10
Do Owl, 6½x1½ in face	.85
Do Cat, 10½x2½ in face	1.50
Do Rat, 8¼x2½ in face	1.25
Do Mouse, 6¼x2¼ in fa	1.00
Do Alligator, 10½x2¾ in face	2.25
Do Goose, 8¾x2¾ in fce	2.00
Do Duck, 6½x2¾ in fce	1.50
Stove, Hustler, 8½x2½ in face	2.25
Sink, Bell, 3¼x2½ in face	1.40
Sink, Gong, 4¾x3¾ in face	2.25
Horse, Pointer, 10x3¼ in face	3.00
Creamery, Jersey, 9x5 in face	3.25
Creamery, Holstein, 9½x5¼ in face	3 50
Dust, Peacock, 10½x4 in face	2.25
Hand, Windsor, 4½x1¼ in face per gross.....	6.00
Whitewash, Snowstorm, 9-in., per doz	2.00
Same, 8-in., per doz.....	1.75
Same, 7-in., per doz	1.50

CAN OPENERS.

Diamond, per doz	$0 75
Crown, per doz	1 25
Safety, per doz	2 25

CARPET SWEEPERS.

Bissells per doz 27.00 to 27.00
King, per doz 24.00

CHEESE SAFES.

Round, No 1, 10-in	$2 20
Round, No 2, 22-in	2 75
Round, No 3, 24-in	3 50
Square, each	4 00

Clothes Line.

Hemp, 40 feet, per doz .	$0 80
Hemp, 60 feet, per doz .	1 25
Cotton, 40-feet, per doz .	90
Cotton, 60 feet, per doz	1 30
Cotton, 72 feet, per doz .	1 75
Manila, 40 feet, per doz	1 25
Manila, 60-feet, per doz .	2 00
Sash Cord, 50 feet, per doz	1 75
Sash Cord, 60 feet, per doz	2 00
Wire Cord, 50 feet, per doz	1 65
Wire Cord, 7[illegible] feet, per doz	1 90
Wire Cord, 100-foot, per doz.	2.75

COLUMN 33.

Clothes Line Pulleys.

Galv. Iron, per doz $0.50

CLOTHESPINS.

Common, per bx of 6 gross .65
U. S. Patent Spring, per gr .60

COFFEE MILLS.

Enterprise, Family, No. 1, doz.$3.50
Enterprise, Family, No. 2, doz. 3.50
Enterprise, counter, ea....5.50-35.00

CORKS.

Wine, pt size, per M.....$4.75
Wine, qt size, per M..... 5.25

Demijohns.

(Less 40-10-5 per cent discount.)
¼-gal., doz..$3.25 2-gal., doz..$10.50
½-gal., doz.. 4.50 3-gal., doz.. 13.50
1-gal., doz... 6.50 5-gal., doz.. 19.00

Dust Pans.

No. 1 Japan, doz..... .67
Covered, doz 1.14
Janitor, doz 2.25

Dusters.

China, fancy colored, doz.... 75
Standard Turkey, No. 10, doz.. 1.10
Standard Turkey, No. 12, doz.. 1 80
Standard Turkey, No. 14, doz.. 2.50
Standard Turkey, No. 16, doz.. 3.00
Standard Turkey, No. 18, doz.. 3.50

DOOR MATS, COCOA.

	Per Doz.
Light, No. 1, 14x24.....	4.00
Do No. 2, 16x27.....	5.50
Do No. 3, 18x30.....	7.25
Do No. 4, 20x33.....	9.00
Medium, No. 1, 14x25.....	5.25
Medium, No. 2, 16x27.....	6.75
Medium, No. 3, 18x30	8.50
Medium, No. 4, 20x33.....	10.25
Extra, No. 2, 16x27.....	9.50
Extra, No. 3, 18x30.....	12.50
Extra, No. 4, 20x33.....	15.00
Extra, No. 5, 22x36.....	18.00
Keystone Steel Mats.....	

Faucets.

Cork lined, No. 1, doz.....$0.60
Cork lined, No. 2, doz 75
Cork lined, No. 3, doz 90
Cork lined, No. 4, doz..... 1.25
Cork lined, No. 5, doz..... 1 50
Molasses Gates $0 25
Self-Measuring Faucets, each. 3 00
Syrup Pumps (Ent'rprise), ea. 5.75
Syrup Pumps with auger, ea . 6 00

Ironing Boards.

4-ft., per doz..... 4.20
4½-ft., per doz..... 4.75
5-ft., per doz 5.25
5½-ft., per doz 5.75

LAMP CHIMNEYS.

XX Eureka Grade.
Eureka Crimp Top in Cartons.

	Per Doz.
No. O or E, 6 doz. in case	.75
No. 1 or A, 6 doz. in case	.75
No. 2 or B, 6 doz. in case.	.95

Eureka Electric.
In Cartons.

No. 2, 6 doz in case, per doz. 1.00

Lantern Globes. per doz
Packed 5 doz. in case.... .70

Eureka Rochester.

	Per Doz
No. 1, 6 doz. in case....	.85
No. 2, 6 doz. in case.....	1.05
No. 3, 6 doz. in case.....	2.10

Macbeath Pearl Top.

No. 1 or A, 6 doz in case. .85
No 2 or B, 6 doz in case. 1 05

La Bastie.
Heaviest and best in market.

	Per Doz.
No. A, plain bulk, 6 doz. in case	1.20
No B, plain bulk, 6 doz in case	1.50
No. A, crimp bulk, 6 doz. in case	1.30
No B, crimp bulk, 6 doz. in case	1.60

Common Chimney.

	Per Doz
No 0 or E, 6 doz. in case.	.40
No. 1 or A, 6 doz. in case..	.45
No. 2 or B, 6 doz. in case.	.65

Common Rochester.

No. 1, 6 doz in case. ...	.80
No. 2, 6 doz in case ...	.90
No. 3, 3 doz in case.....	2.00

Lamp Burners.

0 or E, per doz	$0 50
1 or A, per doz	60
2 or B, per doz..4.....	75
(Blaze fits 13 collar tubes E wicks)	
Solar Burner doz	1 50

LEMON SQUEEZERS.

Bull, per doz	$0 90
Glass, No 1, per doz	70
Glass, No 2 (for orange) doz	85

MOPS AND HANDLES.

	Per Doz
9-lb. Mops	1 20 and 1 50
12 lb Mops	1 60 and 2 00
Patent Mop Handles	1 60
Plain Mop Handles	90

PAILS.

	Per Doz
Wood, painted, 3 hoops...	2.25
Wood, varnished, 3 hoops	2.25
White Cedar, 3 galv hoops	2 75
Fiver	3.50
Galvanized, 10 quarts	1.75
Galvanized 12 quarts . .	2 0
Galvanized 14 quarts . .	2 25

SHELF PAPER.

	Per gross
Narrow, assorted colors.	.12
Wide, assorted colors....	.35

COLUMN 34.

TUBS.

White Cedar—No. 0, 13.00; No. 1, 10.50; No. 2, 9.00; No. 3, 8.00.

Painted or varnished—No. 0, 11.40; No. 1, 9.60; No. 2, 8.40; No. 3, 7.20.

Fiber—No. 0, 18.00; No. 1, 14.50; No. 2, 12.50; No. 3, 11.00.

Galvanized—No. 1, 5.50; No. 2, 6.20; No. 3, 7.20.

WASHBOARDS.

	Per Doz.
California, regular size.....	1.80
California, small , ...	.90
Sing	2.75
Bronze	3.50
Good Enough	3.25
Anchor, single	1.90
Nameless	3.25
Peerless, double	3.50
North Star	3.50
North Star, protector....	4.00
Crystal Glass	4.25
Misses	1.50
Toy	.90

WICKING.

	Grs
Lamp, 0 or E, ⅞-in. ..	....$0.30
Lamp, 1 or A, ⅞-in...	..... .40
Lamp, 2 or B, 1 in..	..... .60
Lamp, 3 or D, 1½-in .	..... .90
No. 1 Rochester .	..... 2.00
No. 2 Rochester .	 75
No. 3, Mammoth .	 25
Junior Rochester .	..... 1.50
Stoves, 3-in .	..... 1 80
Stoves, 3½-in. .	..... 2.25
Stoves, 4 in .	..... 2 50
Stoves, 4½-in .	..... 2 90
Stoves, 5-in .	..... 3.50

WRINGERS.

Wood Frame Novelty.

Two top screws; iron tub clamps.

	Per Doz.
No. 350, 10x1¾ in	31.00
No. 351, 11x1¾ in	36.00
No. 352, 12x1¾ in	42.00

One top screw; wooden top clamps.

No. 360, 10x1¾ in.	31.00
No. 361, 11x1¾ in.	36.00
No 362, 12x1¾ in.	42.00

Ball Bearing.

No. 380, 10x1¾ in. 40.00

MISCELLANEOUS.

Barrels, paper, 100-lbs, ea. .80
Barrels, pa , 50 lbs ea .65
Barrel Covers, 17-in. (flour barrel size) per doz . 1 80
Barrel Covers, 21-in (sugar barrel size), per doz 2.70
Basins, fiber, 12 in., per dz. 2.35
Basins, fiber, 14½-in., per doz. 2.50
Brownies, per doz, 85, 1.15 1 35
Butter Ladles, plain, doz 45
Butter Ladles, clays, doz . 85
Butter Spades, doz 40
Dishes, oval 1, 2 and 3-lb, per 1,000 . 2 20, 2 30, 2 90
Dishes, wire end..... ....1.35, 1.80, 2.35, 2.85, 3.25
Egg Beaters, Dover..... 1.00
Lemon Squeezers, fiber, dz 1.25
Measures, fiber, 1 pt 1.25
(Sell pt, qt, ½ gal and funnel)
Lanterns, O Tubular, doz. 5.25
Lantern , candle, frame, only doz. 1.00
Lantern Candle, with chimney, doz. 1.75
Lantern globes, in bbls. 70@95
Mouse Traps, 1 to 6 holes, doz, 6 holes..... .60
Traps, mouse, "Don't-it easy," doz. 25
Traps, rat, "Blizzard," doz 1 25
Nest Eggs per doz . . . 20
Oil Cans, 1 gal., cush., per doz 1 50 4 50
Oil Cans, 1 gal., galvanized iron 2.00
Oil Cans, 5 gal., galvanized iron 6.00
Potato Mashers, per doz. 45@75
Rolling Pins, per doz 1 20 and 1 45
Spoons, wooden, .30c, 37c .65
Step Ladders, each per ft . . . . . .17 .40
Tack Hammers, 8 oz, doz ... 25
Tacks, Common, 2 oz., doz.. 8½
Tapers per 2017 in size doz 65
Tobacco Cutter, standard, ea 80
Toothpicks, per case, 110 box 2.25
Tubs, Holders, hanging, doz 2 90
Tubs, Holders, counter doz 3 10
Spittoons, fiber, 12-inch.. 6.00
Spittoons, fiber, 12-inch.. 4.75
Spittoons, fiber, 9-inch... 4.00
Whip 90
Window Screens, 12 in., doz 1 32
Window Screens, 18 in., doz 2 00
Window Screens, 24 in., doz 2 51

STATIONERY.

Blank Books.

Counter, 42-leaf . .	50
Counter, 72 leaf . .	75
Cap, Day & Ledger, per 100 pp	100 40
Full Bound	50@ 75

Writing Paper.

	Ream
Commercial Note, 5lb .	45@ 75
Commercial Note, 6lb ..	50@ 90
Letter, 16 lb, ex	90@1 50
Cap, 12 lb, ex.....	1.00@1 80

COLUMN 35.

Envelopes.

	Per M
XX, 5-in.	1.00@1.50
XX, 6-in.	1.10@1.60
XXX, 10-in.	2.80
XX, 4-in., Baronial, cream or white	1.40@1.80
XX, 5-in., Baronial cream or white	1.60@2.00

Inks.

Scott & Gilbert Co.,
Manufacturers,
214-216 Mission Street, San Francisco

SUNSET BLUE BLACK



	gross
Cones, 3 dozen case	$4.50
2 oz. round studs 3 dz..	4 50
	doz.
4 oz. round studs, 3 dz.	75
½ pints, 2 doz case..	1 25
Pints, 2 doz. in case	2 00
Quarts, 1 doz. in case	3 50
	gal.
5 gallon kegs	70
10 gallon kegs	60
Barrels	50
Assorted colors.	doz.
1 oz, stands, any color	50
2 oz. stands, any color	75

BLACKSTONE MFG. CO.
1960 Howard St., S. F., Cal.



	Gross
Cones, 3 doz to cs	$3.75
2-oz., Rnd Cylndr, 3 doz to cs..	3.90
3-oz., Rnd Cylndr, 3 doz to cs..	5.75
4-oz., Rnd Cylndr, 3 doz to cs..	6.50
	Doz.
8-oz., Rnd Cylndr, 2 doz to cs..	1.15
16-oz., Rnd Cylndr, 1 doz to cs.	2.00
Full qts., Rnd Cylndr, 1 doz to cs	3.75

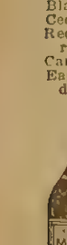
Above prices are for Jet Black, Blue Black, Green, Blue, Violet and Carmine Inks.
(Copying Inks 10 per cent additional.)

Miscellaneous.

Carter's or Sanford blk cylinder, gross	4.50
Sanford's, 4 oz., black cylinders, doz.	60
Sanford's ½ pt, doz	1.75@2.00
Sanford's pts, doz	3.00@4.50
Sanford's qts., doz.	5.00@7.50

Lead Pencils.

	Gross.
Plain cedar	60
Black polished	1.10
Cedar, rubber tip	1.00
Red polished, metal rubber tip	1.50@3.50
Carpenters'	1.75@2.25
Eagle Automatic, doz..	85@2.00
doz.	40@1.80



Mucilage

Scott & Gilbert Company
Mafrs., 214-216 Mission St
San Francisco, Cal.

SUNSET EXTRA HEAVY

	doz.
2 oz. cones, 3 doz. cs.	37½
4 oz cones, 3 doz. cs.	75
½ pints, 1 doz. case	2 00
Pints, 1 doz. in case	3 50
Quarts, 1 doz. in case	7 00
Gallons, ½ doz. ca e	20 00

Blackstone Mfg. Co.
1960 Howard St. S. F., Cal.

	Gross.
2-oz. Cones, 3 doz. to cs	$4.00
3-oz. cylndrs. 3 doz to cs	5.75
	Doz.
8-oz. round, 2 doz to cs	1.75
16-oz. round, 1 doz. to cs	3.00
Full qts., 1 doz. to cs	5.00

Bulk quotations (5, 10 and 30-gal.) on application.

Steel Pens. per gr.

	Gross.
Railroad, 1 gross in box	$0.40
Stub No. 413	40
Falcon	40
Bank	40
Easy Writer	50
Extra Fine	45
Elastic	45
Railroad Stub	40
Ladies' Falcon	40
School	40
Spencerian No. 1	85
Gillotts No. 404	50
Gillotts No. 303	1.00

COLUMN 36.

Department 21.

DRUGS.

Acid, Carbolic, 2-oz doz		$1.50
Alcohol, 95 pct, cas, gal		2.85
Aloes, cape	lb	.20
Alum, lump (powdered 6 @ 8)	lb	.03 .04
Ammonia, carbonate	lb	.18
Arrowroot, Bermuda, ¼-lb, 12 in box, per lb		.32
Bark, Cassia	lb	.16 .18
Bark, Cassia, powd	lb	.25
Bark, Elm, slippery, ⅛s and ¼s	lb	.40
Bark, Sassafras	lb	.25
Bay Leaves		.15
Bay Rum	gal	2.75
Carbon, Bi-sulp, East., 1-lb bot	lb	.35
Carbon Bi-sulp, Wheeler's, 1-gal can		1.35
" " 5-gal		4.25
Cobalt (powd)	lb	.30
Copper, Sulphate (bbl. 5½c)	lb	.07 .09
Copperas, by bbl. 1¼c	lb	.08 .05
Cuttle Bone	lb	.40
Epsom Salts	lb	.03½ .05
Glycerine, 2-oz	doz	1.50
Gum Aloes	lb	.20
Gum Arabis, sftd sts	lb	.35
Gum Asfœtida	lb	.50
Gum Camphor	lb	.95 98
Lampblack, papers	lb	.12½ .15
Lime, Chloride, lb cartons	doz	.90
Lime, Chloride, 40-lb cans	lb	.04
Lozenges, Licorice, Y. & S.	lb	.30
Lozenges, Peppermint, extra strong	lb	.50
Lozenges, Potass, Chlorate	lb	.25 .40
Lozenges, Potass, Chlorate	doz	.75
Magnesia Carbonate, lb		.25
Manna Flake, small, lb		.60
Moss, Irish	lb	.15
Oil, Sperm	gal	1.00
Oil, Sewing Machine, dz		.75
Paregoric	lb	.70
Paregoric, 2-oz bot, doz		1.50
Paris White	lb	.08
Paris Green	lb	.19 .25
Phosphorus, 1-lb can	lb	.85
Phosphorus, 1¼-lb can	lb	.95
Phosphorus, ¼-lb can	lb	1.05
Quinine, 1-oz vials	oz	40
Quinine, 5-oz cans	oz	35
Root Licorice	lb	.15
Rosin, small lots		.04
Root Rhubarb, E. I.	lb	1.25 1.50
Saltpetre (original bbls. 7c)	lb	.10 .12
Salts, Epsom	lb	.05 .06
Salts, Glauber	lb	.04
Salts, Soda by bbl, 1¼ c		
Sand, bird	lb	.04
Sand, bird, in crtns, dz		.75
Sodium, bi-carbonate, keg, 2½c	lb	.06
Spirits Nitre, 2-oz	doz	1.50
Spirits Camphor, 2-oz bot	doz	1.50
Stone, Pumice	lb	.10
Stone, Pumice, powd	lb	.10
Stone, Rotten	lb	.12
Stone, Rotten, powd	lb	.10
Strychnine, cryst'd, R. & S., ⅛-oz bot	oz	1.10
Strychnine, cryst'd, R. & S., 1-oz bot	oz	.90
Strychnine, powdered, ⅛-oz bot	oz	1.05
Strychnine, powdered, 1-oz bot	oz	.85
Sulphur, Calif. ground, bbl	lb	.01¾
Sulphur, Flower's French, bag	lb	.02½
Sulphur, California, sublimed	lb	.02½
Syrup, Rhubarb, 2-oz bot	doz	1.50
Syrup, Squills, 2-oz doz		1.50
Syrup, Squills, comp'd, 2-oz bot	doz	1.50
Tar Pine, pt cans	doz	1.00
Tar Pine, quart	doz	1.75
Tincture Arnica, 2-oz bot	doz	1.50
Tincture Iodine, 1-oz	doz	1.50
Tincture Opium, U. S. P., 2-oz bot	doz	2.50
Tincture Opium, Camphorated, 2-oz bot	doz	1.50
Wax, Japan	lb	25
Woods, Fustic	lb	.06
Woods, Logwood Chip	lb	.06
Whiting, lrg, b'x of 2 dz		1.25
Whiting, sml, bx 31 pkg		1.25
Whiting assorted, box		1.25
Whiting, bulk	lb	2½

COLUMN 37.

Patent Medicines.

Amycose, Nelson, doz	$ 5.00
Aperient, Tarrant, 2-oz 4-oz., $4.00; 8-oz., $8.00.	2.00
August Flower	5.50
Balm, Chamberlain's Pain	4.00
Balsam, Wistar's, 2-oz 4-oz., $4.00; 8-oz., $8.00.	2.00
Beans, Smith's Bile	2.00
Bitters, Hostetter	8.50
Bitters, Lash	8.00
Bromo Seltzer, 10c size 2-oz., $2.00; 4-oz., $4.00; ½-lb.,	.80 7.50
Cascarets, 10c size 25c, $2.40; 50c	1.00 4.80
Castoria	2.80
Charcoal, Bishop's Willow	.75
Compound, Paine's Celery	8.00
Compound, Pinkham's	8.25
Cold Cream, Bishop's	1.50
Cure, Hall's Catarrh	6.00
Cure, Piso Consumption	2.00
Cure, Schiff's Asthma sm	4.20
Cure, Schiff's Asthma, lge	8.40
Cure, Shiloh, Consumption sm., $2.00; med., $4.00; lg.	8.00
Cure, Warner's Safe	8.00
Discovery, Kennedy's	12.75
Discovery, King's, large $8.00; small	4.00
Discovery, Pierce's	8.00
Discovery, Willey's	3.75
Dyes, Diamond	.75
Emulsion, Scott's, large	8.00
Emulsion, Scott's, small	4.25
Expectorant, Jayne's, small	4.00
Expectorant, Jayne's, large	8.00
Extract, Malt, Hoff's	3.00
Extract, Hoff's Malt and Iron	3.50
Extract, Pond's, small Medium, $8.00; large	4.00 16.00
Food, Mellin's, large	6.50
Food, Mellin's, small	4.00
Hood's Sarsaparilla, per doz	8 75
Injection, Bachelor's	9.00
Injection, Big G.	8.00
Jamaica Ginger, Burns	1.50
Liniment, H. H. H., small	3.75
Liniment, H. H. H., large	7.00
Listerine, small	2.00
Listerine, large	8.00
Magnesia, Citrate, Solution	2.00
Magnesia, Citrate, Effrvnt	2.00
Malted Milk, small	4.50
Malted Milk, large	9.00
Ointment, Carbolic	1.25
Ointment, Trask's, small	2.00
Ointment, Trask's, large	3.25
Paine's Celery Compound per doz.	8.00
Pain Killer, Perry Davis, sm	2.25
Pain Killer, Perry Davis, lg	4.50
Paper, Bishop's Fly, grs	2.00
Pectoral, Ayers, small Medium, $4.50; large	2.25 8.75
Peruna	8.00
Pills, Ayers	2.00
Pills, Jaynes	1.50
Pills, Pierce's	1.50
Pills, Schencks'	1.60
Pills, Williams' Pink	4.00
Plasters, Allcocks	1.35
Plasters, Belladona	1.00
St. Julien Condition Powder	1 50
Powders, Bishop, headache	1.50
Powders, Seidlitz, small	1.25
Powders, Seidlitz, large	2.50
Remedy, Chamberlain Cough	2.00
Remedy, Chamberlain Cough large	4.00
Remedy, Moore's Poison Oak	2.00
Remedy, McLellan's Diphtheria	8.50
Resolvent, Cuticura	9.20
Rough on Rats, large	2.10
Rough, on Rats, small	1.25
Salve, Pettit, Eye	2.00
Salve, Russia	2.00
Sarsaparilla, Ayres	8.75
Sarsaparilla, Joy's	8.00
Sarsaparilla, Hood's	8.75
Sarsaparilla, Indian	6 00
Specific, S. S. S., small	8.00
Specific, S. S. S., large	14.00
Swamp Root, large	8.00
Swamp Root, small	4.00
Syrup, Boschee's	5.50
Syrup, Fellows	12.50
Syrup of Figs	4.00
Tea, Garfield, 2-oz 4-oz., $4.00; 8-oz.	2.00 8.00
Troches, Brown's	1.90
Vermifuge, Jayne's	3.00
Vigor, Ayres Hair	8.00
Water, Rye, Thompson	2.00
Water, Florida, Mack, sm.	1.50
Water, Florida, Mack, lg.	4.00
Water, Florida, M. & L., sm	1.75
Water Florida, M & L., lg.	5.50

HEINEMAN & STERN
916 Larkin Street

Garlic Sausage,	Lbs.	Prices quoted on application by telephone or letter
Ring	"	
Bologna	"	
Frankfurter	"	
Rolluda	"	
Smoked Beef	"	
Pickled Meat	"	
Headcheese	"	
Tongues	Doz.	
Dried Beef	Lbs.	
Smoked Mutton	"	

COLUMN 38.

Department 22.

TOBACCO, CIGARS, SMOKERS' SUPPLIES, ETC.

AMERICAN TOBACCO CO.

Plug Tobacco.

Battle Ax, 16 oz, 3x12, 6 cuts, 12, 24 lb	40
Big Gun, 16 lb butts, 16 oz., 3x12, 6 cuts	45
Boot Jack, 6½ oz, 3x12, 8 cuts, 1, 4, 8 and 12 lb	34
Boot Jack, as above, 2-lb, fancy wooden boxes	34
Brandywine 4 to lb., 2¼x9, 3 cuts, 4 and 8 lb	48
Bullion, 16 oz, 3x12, 12 lb " 6 to lb., 1x6, 20 lb	48 51
Burr Oak, 16 oz., 3 x 12 emb., 6 and 12 lb	44
Climax, 16 oz, 2x12, 6 cuts, 6, 12 and 30 lb	46
Climax, 7 oz, 2x12, R & R 6 cuts, 7, 10½ and 21 lb	49
Climax, 7 oz, 3x12, thin, 7 and 14 lb	49
Climax, 6 to lb, 2x3, Twin 4s, 4 lb boxes	51
Climax, 14 to lb, 1x3, Figs 4 lb boxes	55
Cross Bow, 14 oz, 3x12, 4 cuts 14 lb	39
Drummond Nat., 5½ oz. 3x12, 3 cuts, 5, 8, and 12 lb	65
Five Brothers, 4 oz, 3x6, 2 cuts, 4 and 8 lb	67
Gold Rope 7 to lb. 3, 6, 12 lb.	58
Gold Rope 14 to lb. 4, 8 lb	60
Good Luck, 8 oz, 3x6, 10 lb.	46
Granger Twist, 12 and 15 lb pails	46
Horse Shoe, 16 oz, 3x12, 6 cuts, 8, 12 and 24 lb	45
J. T., 7 oz, R & R, 2x6, 2 cuts, 10½ and 21 lb	40
J. T., 7 oz. Smo. 2x6, 2 cuts, 10½ and 21 lb.	40
J. T., 14 oz, Smo. 3x12, 4 cuts, 10½ and 21 lb. R & R	40
Newsboy, 5 to lb, 2¼x4½, 8, 16 and 24-lbs	43
Nobby Spun Roll, 7 to lb, 1¼x8½, 3, 6 and 12 lb	59
Old Honesty, 15 oz, 3x12, 6 cuts, 7½, 15 and 30 lb	45
Old Kentucky, 6 to lb, R. & R., 8, 16½ and 25 lb	49
Old Peach and Honey, 6 to lb 8 lb. butts	49
Out of Sight, 12 and 24-lb. butts, 12 oz., 3x12, 3 cuts	36
Piper Heidsieck, 5½ oz, 2⅝x8, 3 cuts, 4, 7, 14 lb	71
Red Cross, 16 oz, 3x12, 4 cuts 12 and 24 butts	
Red Ribbon Twist, 10 to lb, 6 inch, 8 lb pecks, 16 lb, ½ bus 6 for 10, 10½ oz, 3x12, 3 cuts, 24 lb	41 36
Saw Log, 16 oz, 2x12, 6 cuts, 24 lb	47
Saw Log, 32 oz, 3x12, 12 cuts, 32 and 48 lb	47
Something Good, 5½ to lb, 2x4 9, 13 lb	46
Spear Head 16 oz, 2x12, 6 cuts, 6, 18 and 30 lb	46
Spear Head, 7 oz, 2x12, 6 cuts, 7, 10½ and 21 lb	49
Standard Navy, 14 oz, 3x12, 4 cuts, 14 and 28 lb.	39
Star, 16 oz, 3x12, 6 cuts, 12, 24 and 52 lb	46
Weissinger's Special, 5 1-3 oz., 3 x 12 emb, 2, 6, 12 lb.	65
W. N. T. Nat. Leaf, 6 and 12 lbs., bxs., 5½ ozs., 3x12	59

Smoking Tobacco.

(5-lb Cartons, 25 and 30-lb cases.)

Seal of N. C., 1⅞ oz, foil	$0.68
Seal of N. C., 3½ oz, foil	.62
Seal of N. C., 8 oz, foil	.59
Seal of N. C., 16 oz, foil	.59
Old Gold, 1⅞ oz, foil or pouch	.70
Old English curve cut, 1⅞ oz	.74
Old English curve cut, 3½ oz (In curved tins.)	.74
Pedro, 2½ oz, foil	.49
Pedro, 2½ oz, pouch	.51
Pedro, 2½ oz, assorted	.50
Pedro, 16 oz, tin canisters	.52
Dixie Queen, 1⅞ oz, foil	.40
Dixie Queen, 16 oz, tin canisters, 6-lb cartons, 24-lb cas	.43
Duke's Mixture, 1⅞-oz sack	.39
Arlington, 1⅞ oz, foil	.65
Cross Cut, 1⅞ oz, foil	.60
Duke's Cameo, 1⅞ oz	.42
Duke's Cameo, 2½ oz, foil	.45
Melrose, 1⅞ oz, foil	.65
Fragrant Vanity Fair, 1⅞ oz, foil	.95
Red Indian Plug Cut, 1⅞ oz and 3½ oz, foil	.42
Red Indian Plug Cut, 16-oz pails	.44
Fashion, 1⅞ oz	.41
Fashion, 16-oz pails	.44
Bull Durham, 1 oz	.66
Bull Durham, 1⅞ oz	.66
Bull Durham, 3½ oz	.60
Bull Durham, 8 oz	.58
Bull Durham, 16 oz	.58
Pick Leaf, gran, 1 oz, 25-lb cs	.90
Corn Cake, gran, 1-lb bags, 25-lb cases, per lb	.28
Echo Plug Cut, 1⅞ oz	.48
Red Bell, 1⅞ oz	.42

COLUMN 39.

Red Bell, 16-oz pails	.43
Oriental Mixture, 3½-oz tin	1.00
Imperial Mixture, 2½-oz tin	1.20
Plum, 1⅞ oz, foil	.62
Three Kings Mixture, 3½-oz tins	1.35
Monte Cristo Mixture, 3½-oz tins	1.50
Yale Mixture, 1-oz tin	1.35
Yale Mixture, 1⅞-oz tin	1.60
Yale Mixture, 3½-oz tin	1.55
Honey Dip Twist, 10 to lb	.45
Master Workman, 10-oz plug, smoking	.47
Old Virginia Plug, smoking, 5 oz, 10½ lb., 6x5	.42

Fine Cut Chewing.

Hiawatha, 1 oz	.58
Hiawatha, 10-lb bulk, bright or dark	.56
Hiawatha, bright or dk, 1-lb tins, 5-lb. pails	.58
Sweet Cuba, bright or dk, 1-lb tins, 5-lb. pails	.44

Cigarettes.

Fragrant Vanity Fair	$4 03
Duke's Cameo	4.08
Sweet Caporal	4.08
Virginia Brights	4.08
Old Dominion	3.98
Pets (foil packages)	6.82
Richmond Straight Cuts	6.82
Turkish Trophies	7.75
Egyptian Deities, No. 1, 10s	21.50
Egyptian Deities, No. 3, 10s	$13.36, 19.33
Mogul	11.22

Cheroots, Etc.

Old Virginia Cheroots, 3's	13.50
Old Virginia Cheroots, 5's	14.00
Between the Acts Little Cigars, 10's, tin and paper	3.50
Bengal Little Cigars, 10's	7.50
Royal Bengal, 10 in pkg	13.00
Van Bibber Little Cigars	17.50
Sub Rosa Cigarros, 10s, per 1,000	4.10
Florodora	13.50

Cigarette Papers.

Vanity Fair, 50 pkgs in box	1 05
Wheat Straw, 50 pkgs in box	1.25
Wheat Straw, 100 pkgs in box	2.50
Wild Oats, 40 pkgs in box	.90
Red Seal, 50 pkgs in box	.25
Corn Husk, 50 pkgs in box	1.15
Corn Husk, 100 pkgs in box	2.30
Interlock, 50	1.15
" 100	2.25

THE HILSON CO.

Hoffmann House Little Cigars, 10 in package, 250 in carton	$7.50
Hoffmann House Magnums, 10 package, 100 in carton	12.00
Hoffmann House Petit Duc, 10 in package, 100 in cart'n.	15.00
Hoffmann House Cavaliers, 10 in package, 100 in cart'n.	18.50

J. B. PACE TOBACCO CO.

Scroll Tag, twist, 6 to lb	.56
Scroll Tag, 10 oz	.56
Mastiff Plug Cut, 1⅞ oz	.67½
Mastiff Plug Cut, 3½ oz	.65½
Mastiff Plug Cut, 10 oz	.52

AMERICAN SNUFF CO.

French Rappee, 1⅞ oz, pr dz	.96
French Rappee, 3½ oz, pr dz	1.80
French Rappee, 16-oz jars, per lb	.65
Maccaboy, 1⅞ oz, per doz	.96
Maccaboy, 3½ oz, per doz	1.80
Maccaboy, 16-oz jars, per lb	.60
Irish High Toast, 16-oz. jars, per lb	.57
Scotch Lillenthal's, in bladders	.60

CIGARS.

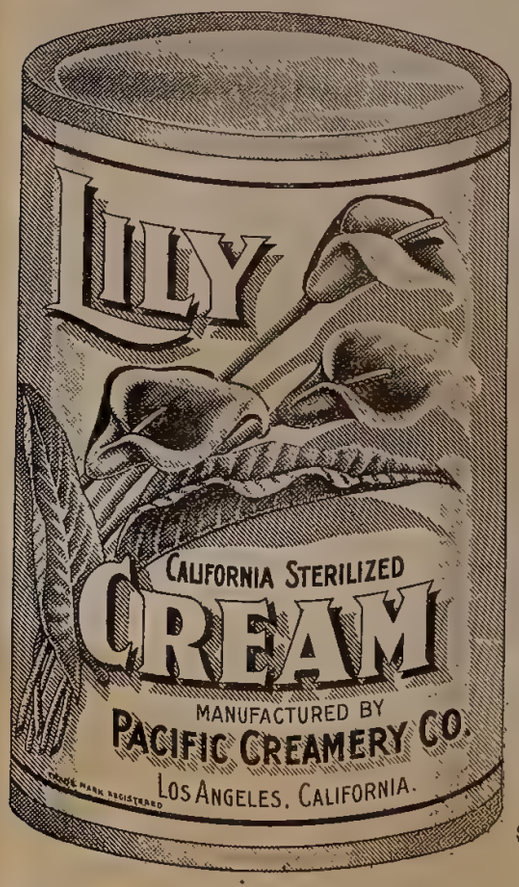
Porto Rico Cigar Co.

El Primero, Forziano Porto Rico	30.00
El Manifesto. Invincible Roosevelt Porto Rico	87.50

PIPES.

	Per Doz
Cobs, Hot Shot, 3 doz	$0.25
Cobs, Gem, 3 doz	.35
Cobs, No. 3, 3 doz	.50
Brier, W. P. & Co., Assorted, 3 doz	2.00
Brier, Display Stands, 1 doz	2.00
Brier, Showcase Assortment, 3 doz	6.00
Pipe Mounts, 1 doz	.75
Cherry Stems, 2½x6 in	2.00
Cherry Stems, 2d 2½x6 in	.85
Clay Pipes, T. D., 1½ gross per box	1.35
	Per Box
Clay Pipes, Woodstock, 1½ gr. per box	1.35
Uncle Sam Cob Pipe, 3 doz box	1.00
Eclipse Patent Cob Pipe, 3 doz. box	2.25
Climax Cob Pipe, 3 doz. box	2.50
Jewel Cob Pipe, 3 doz. box	.90
Dewey Cob Pipe, 3 doz. box	2.50
No. 19 Cob Pipes, 1 doz box	2.00

THE ORIGINAL BIG CAN



ALWAYS POPULAR

ITS MANY IMITATORS PROVE ITS GREAT WORTH

For Sale by All Jobbers

San Francisco Offices:
115 Davis Street.

Wedding Breakfast
COFFEE

IS PACKED IN SPECIALLY DESIGNED ONE-POUND TINS

RAREST PERFUME



RICHEST FLAVOR

Roasted 5250 Feet Above Sea Level
(AND IT SELLS.)

NASH-SMITH TEA AND COFFEE CO.
Purveyors to Coffee Connoisseurs
DENVER — ST. LOUIS
FRANK B. PETERSON & CO., SAN FRANCISCO

ORGANIZATION TRIUMPHS.

(Continued from Page 3.)

measure which had just been passed by that body.

It was exactly the same as that which the Senate Judiciary Committee had reported unfavorably upon. But the committee took up the Assembly bill that afternoon and reported favorably upon it, advising that it be made a law.

When this measure was voted on by the Senate, there were 14 votes in favor of it and 15 votes against it.

How the Vote Stood.

Those favoring the bill were: Anderson, Broughton, Hahn, Irish, Lenvitt, Leeke, Lukens, Lynch, McKee, Muenter, Pendleton, Rowell, Ward, Wolfe.

Those voting against the measure were:

Bauer, Belshaw, Carter, Coggins, Diggs, Haskins, Mattos, Nelson, Ralston, Rambo, Rush, Sanford, Savage, Selvage, Shortridge, Simpson.

Absent: Welch, Woodward, Mackey, Greenwell, Curtin, Keane.

The constituents of the men who did not vote for the measure were notified by telegram and telephone on Wednesday. They expressed their desires by wire.

The bill came up for final passage on Thursday. The **Advocate** hopes to hear of its final passage before we go to press.

The work done on the Keane Anti-Trading Stamp, Anti-Premium law is told in another column.

Administration Helps Grocers.

One of the strongest factors for success was the aid given the grocers by the present local administration. It will be hard to make the members of the Grocers' Association believe the stories of "graft" so widely published by sensational papers. They know that the only question they have been asked was: "What is the nature of the measure?" The help they got was on the merits of their bills.

The lesson of our Legislative experience is that if the merchants of the State want anything they must be able to ask for it as an organized body if they expect to receive recognition.

We have also stopped the passage of a half dozen measures that would have been hurtful to merchants. A full review of these will be given in another article.

Now, brother, write to the Governor about the two bills he hasn't signed. Let him know how many merchants want them.

NEW BOTTLING PLANT.

The Sunset Bottling Co., which for the past three or more years has operated their plant on Howard street, have now established a new and up-to-date bottling and cold-storage plant at 3109 Twentieth street. This same building was formerly occupied by Mr. Cuneo for bottling B. B. Beer, but the new proprietors, A. V. Sorich and M. Sosich, have made great and important changes in it. They have put in an ice plant and cold-storage capacity of two carloads of beer and largely increased the bottling capacity of the plant. The Sunset Bottling Co. will handle the popular Salem beer, made in Salem, Oregon. This beer is of a fine quality and has a good reputation over the Pacific Coast. The newly painted wagons of the Sunset Bottling Co., advertising the Salem beer made by the Salem Brewing Association, present a neat appearance on the street. Messrs. Sorich and Sosich, who are already well known to the trade, are now prepared to furnish them with a fine grade of bottled beer as they will bring it in car lots to their new cold-storage vaults and be able at all times to meet any and all possible demands.

STOLE WOLKING'S SUGAR.

H. Wolking of 565 Fourth street left four sacks of sugar in his wagon on Monday, March 6th, while he stepped into his store. When he returned, the horse and wagon were gone. It was found standing on Golden Gate Avenue and Laguna street a few hours later by [illegible] boys of the neighborhood. The sugar was then missing.

LASH'S
KIDNEY & LIVER
BITTERS
CURES DYSPEPSIA.

HAVE YOU NOTICED
all these Signs around Town?

WUNDER BEER

It shows that most of the Grocers keep what people ask for—WUNDER BEER
If YOU don't, wake up phone to our bottling works and they will send their man to see you.
Phone South 1098

JOHN D. BULLWINKEL GEO. M. AHRENS
GEO. H. PEIN

Ahrens, Pein & Bullwinkle
WHOLESALE
Liquor Merchants
620 Post St., bet. Taylor and Jones
Sole Proprietors

O. K. "Royal Stag"
Kentucky Bourbon



"Chief Tonic"
AND
"Old Pal"
Kentucky Bourbon

Agents for the Celebrated Olympia Pale Lager, Olympia, Wash.

NATIONAL CASH REGISTERS
Sold on Easy Monthly Payments.
PIERCE & CO.
14 Turk Street, San Francisco, Cal.



J. F. Cutter Whiskey
IS THE BEST SELLER FOR THE RETAILER ON THE MARKET

E. Martin & Co.
Sole Agents
54 FIRST STREET
San Francisco

Cigars and Tobacco

Major F. S. Burrows, Pacific Coast representative of E. M. Schwarz & Co. and the Jose Lovera Co., has been suffering several days with a severe attack of rheumatism in the arm.

The Pauly cigar store at Wallapia is reported dissolved, James Brewer continuing.

Wood Blain has started a cigar and confectionery store at Colfax, Washington.

Zundel & Pauley have succeeded A. J. Palmer, cigars and confectionery, at Butte, Montana.

The cigar factory of Boltz, Clymer & Co., at Coopersburg, Pa., where about thirty hands were employed, has been closed because of scarcity of help.

J. L. Jerichau, San Francisco distributor for the Rough Rider cigars, has placed them in nearly 300 stands and reports that orders are coming in "to beat the band."

Mr. J. M. Gamble of the American Tobacco Company has returned from the home offices of his company. He reports that business in the East is in a very satisfactory condition and that all indications point to a most prosperous year.

Tilmann & Bendel have received 500,000 Floradoras, which they are offering to the trade at a price that enables them to sell them at 3 for 5 cents and make a good profit. The Floradoras are of the same size formerly retailed at 3 for 10 cents. Tilmann & Bendel are doing a big trade in drop shipment plug tobacco.

Messrs. Spaulding & Merrick offer a special allowance of one cent per pound on all Red Bell plug cut smoking tobacco purchased direct from them during the month of March, 1905.

The Tampa correspondent of "Tobacco" writes to that journal: "A. Santaella & Co. are on rush orders for Optimos. It is 'rush' all the time in this fine factory. With close to 500 cigarmakers, and shipments of 15 to 25 cases of cigars daily, it is next to impossible to promptly meet the demands of their trade."

It is generally known that President Roosevelt, unlike his predecessors in the White House, does not smoke. Neither cigars nor cigarettes, nor yet a pipe, have heretofore possessed any potent charm for him. He unbent sufficiently, however, at the recent dinner tendered him by the Hungarian Republican Club, at New York's famous Bohemian resort, Little Hungary, to indulge in a few whiffs of a cigarette. He couldn't resist the temptation.

Sol Hamburger, of A. Santaella & Co., is in the city visiting the San Francisco agents of his firm, Messrs Ehrman Bros. & Co. The Santaella factory is being tested to the limits of its capacity in filling orders for their leader—the Optimo, of which Ehrman Bros. & Co. alone handle upward of three-quarters of a million every month. Mr. Hamburger reports that the cigar trade is in splendid condition throughout the country. Mr. and Mrs. Hamburger spent three weeks at the Hotel del Coronado before coming to San Francisco and will remain here about two weeks.

The record of the month of January, 1905, and seven months of the fiscal year shows a substantial increase in all varieties of manufactured goods, excepting cigarettes, says "Tobacco." They fell behind last year's output for both periods. The output of cigars for January, 1905, was 517,075,061, compared with 468,275,715 during the corresponding month of 1904. This shows an increase of 48,799,846 in one month, a gratifying showing. For the seven months of the fiscal year beginning July 1, 1904, the total production was 4,074,600,211, compared with 4,021,4430,-875 during the corresponding period of the previous fiscal year, an increase of 53,169,336.

Flavor

Rich as the juice of the ripest peach is the flavor of



Hunter Baltimore Rye

It is pure from the beginning, and through thorough aging becomes the finest whiskey made.

It is particularly recommended to women because of its age and excellence.

HILBERT MERCANTILE C'.
3[illegible] ecend ., San Francisco
Hore Private 31[illegible]



EHRMAN BROS. & CO.,
S. F. Distributers.

GROCERS ENTERTAINED.

California Grocery Keepers Handsomely Entertained by Carter and Wolfensparger.

A Dayton, Ohio, daily paper, in its issue of January 28, says:

Quite a party of prominent California grocers were entertained in Dayton Friday by A. J. Carter and H. B. Wolfensparger. They were en route home to California from the Cincinnati convention, and stopped over in Dayton upon invitation of the Daytonians for a visit to view the Gem City and visit the N. C. R. The Westerners were handsomely entertained by Messrs. Carter and Wolfensparger and they expressed themselves in enthusiastic terms over Dayton and its attractions. In the party were: F. B. Connolly of San Francisco, vice-president of the San Francisco Grocers' Association; Joseph A. Stulz of San Francisco, vice-president of the Pacific Coast Retail Grocers' Association; C. B. Pearson and wife of Stockton, Cal., president of the California State Association; Ludwig Warnke of Alameda, Cal., president of the Alameda County Association; J. T. Williams, George H. Filbert and John G. Sheehan of Minneapolis; S. Westfield and R. H. Liddell of Chicago. The entire party left Friday evening for their Western homes.

MERIT WINS SUCCESS.

Necessity of Pleasing Customers if Their Trade Is to Be Retained.

Many grocers have only a small portion of the business they might control, generally because their customers are not sure they can get what they want at the store and the grocer does not rouse their interest by giving them something a little bit nicer than they can get anywhere else.

Many retail grocers sell very few pickles.

It is their own fault usually.

They carry a stock in line of tough, undigestible and unappetizing pickles that are not particularly pleasing and do not tempt the customer to buy more. Their only excuse is that the pickles don't cost much. If these retail grocers were to supply their trade with a really first class pickle they would be surprised to find how many pickles their customers would eat and how many more pickles they would buy.

The only permanent success in the pickle business comes from quality. The Pacific Vinegar and Pickle Works realized this fact and all the goods they pack under the "California Home" brand is of so high a quality that they authorize the dealers to refund the full purchase price to the customer if any article bearing that brand fails to give entire satisfaction.

They are able to give this sweeping guarantee because they make their pickles from cucumbers specially grown for their factory. These cucumbers are the product of careful study and experimenting. Another important factor is that the cucumber is processed while it is fresh and is not allowed to become stale and leathery through long standing.

The Sweet Pickles they are advertising in this week's issue of the Advocate are really preserved cucumbers. They are carefully processed with granulated cane sugar and the highest grade of spices. They are what their name indicates, a "sweet pickle," and are very different from the ordinary so-called sweet pickles, which are nothing but common pickles carried in sweetened vinegar.

The dealer will be doubly safe in placing an order with the Pacific Vinegar and Pickle Works for their sweet pickles, since they not only allow the dealer to "money back" the quality but also agree that if, on their arrival, the dealer does not find them the best value he has ever bought, then the company agrees to accept any price the dealer himself may deem fit to place on them.

LANDIS



TONIC BITTERS

A Pure Tonic and Laxative

—o—

Made from Herbs, Seeds Roots, Barks (Guaranteed)

NATURE'S OWN REMEDY FOR Stomach and Blood Disorders

Made only by the

The Landis-Patton Mnfg. Co.
Incorporated
1664 MISSION STREET
Tel. Folsom 4166 SAN FRANCISCO

Gilt Edge Whiskies

Wichman, Lutgen & Co.

—Incorporated—

Importers and Wholesale Dealers in WINES AND LIQUORS

will remove to their new quarters

29-31 Battery Street

on or about April 15th, 1904.

Mothers! Mothers!! Mothers!!!

Mrs. Winslow's Soothing Syrup

has been used for over SIXTY YEARS by MILLIONS of MOTHERS for their CHILDREN while TEETHING, with PERFECT SUCCESS. It SOOTHES the CHILD, SOFTENS the GUMS, ALLAYS all PAIN; CURES WIND COLIC, and is the best remedy for DIARRHŒA. Sold by Druggists in every part of the world. Be sure and ask for "Mrs. Winslow's Soothing Syrup," and take no other kind. Twenty-five cts. a bottle

UTOPIA GINGER ALE

Crystal Orange Cider

JU LIM-PE (the juice of limes with pepsin)

Specialties of the

Pure Water Company

P. O. Address, Golden Gate, Oakland, California.

Call for ASTI WINES

PRODUCED —BY THE ITALIAN SWISS COLONY

Dry Wine Vineyards, ASTI, Fulton, Sebastopol, Cloverdale, Sonoma County, Cal.
Sweet Wine Vineyards, Madera, Madera County, Kingsburg, Fresno County, and Lemoore, Kings County, Cal.

Office and Salesrooms, Cor. Battery and Greenwich Sts.

Vaults, 1235-1267 Battery St. 101-169 Greenwich St. 1334-1336 Sansome St., S. F.

P. C. Rossi, President Telephone Private Exchange 448. A. Sbarboro, Secretary

A. VIGNIER CO.

429-431 Battery Street San Francisco

IMPORTERS

Sardines, Olive Oils, French Preserves, Washing Blue, French Castile Soap: Clover Leaf, Virgin, Dahlia, mottled, Wines and Liquors—A. V. H. Gin—imported goods only.

Sole Agents for the Genuine CLICQUOT Champagne

Only the GENUINE, Imported direct from France, bears Vignier's LABEL

Clerk's Corner

THE DODGER.

A writer in the American Merchant tells of an affliction in most stores where many clerks are employed. It is the man who dodges his duty—the clerk who will expend more brain and physical energy dodging duty than would be expended performing that duty.

I believe you'd all recognize him. He would not be a drawing card in a dime museum. There's too many of them scattered around. He's too common.

He is the fellow, who, when there's a big box of dry goods unloaded by the drayman, to be opened, marked and placed on the shelves, seems to scent them before they are in a hundred yards of the store.

If he is not busy at the time with a customer, he is as busy as a bee lining up a tier of shoes, which is not out of line, while some one else, less gifted in foresight, opens up the heavy box of goods.

How He Evades Duty.

The only time he is ever known to straighten up stock, without a special invitation from the boss, is when he is dodging, as in the present instance, a more decided piece of work.

He is an honored member of the "Anti-Sweats" and high calish of the society for the Prevention of Labor. He husbands his energy like a miser husbands his gold. If, for instance the store where he is working has five hands besides himself, he takes the sixth customer. He seems to have an iron-clad contract with himself that he doesn't belong to the game until all the other available hands are busy.

Under no circumstances does he figure on doing more than one-sixth of the work. That's the limit. He never goes over; but he does get as much below his pro rata as he can.

Regular at Dinner Time.

He has a certain hour to go to dinner, which is, of course, not criminal; but I have known of clerks who would allow their meals to go uneaten fifteen minutes over time. In case of a fire in the store, right at their meal time, they have been known to stay and help put it out.

It takes a callous and gally customer indeed to hold a dodger thirty minutes past his dinner hour. He gets tied up with a customer of this kind once in a while, I am happy to say—tied up with a customer who persists in finishing his purchases then and there, dinner or no dinner. A customer who heeds not the withering glances shot at him from the angry eyes of the dodger, and who takes no hint from the frequent and irritated snapping of the dodger's watch case, but who leisurely inspects the few pieces of goods which the dodger has snappishly spread before him, and then gazes expectantly at the goods still in the shelves and says, "Hand me down that lower piece in the left-hand stack on the second shelf." All this time the dodger's dinner hour is getting farther into the past.

I cannot recall now any particular instance where the dodger has committed felonious assault under circumstances of this kind; but the painter who could put the dodger's face on canvas—his disgusted features and all—when he's in on a deal of this kind would make his fortune on the painting.

I know a clerk of this kind. I know more than one, but this one will answer the purpose now. He knows every customer in the county who's hard to sell to. When a customer of this kind comes in, this clerk doesn't need to look up—he seems to detect trouble by intuition. There may not be anything going on in the store when a customer of this kind shows up, but this clerk will find something needing fixing. He'll not wait on that customer, you can bank on that. He'll get busy if he is compelled to knock a box of hats on the floor in order to pick them up again.

Don't Want Hard Customers.

He never waits upon a party who's hard to sell to when he's at himself, and his bump of caution is almost always in good working order.

If this late buyer happens to center on Tom—that's the clerk I'm telling you about—Tom will say, "Is there something you wish to look at to-night?" with much inflection and emphasis on the word "to-night."

This is intended by Tom to convey to the interloper that it's shutting-up time, and late at that; and that he should state his wants in a few words, buy or not buy, no monkey business, and get out quick.

SALEM BEER

SUITS THOSE WHO ARE PARTICULAR ABOUT THE BEER THEY USE.

IT HAS THE FLAVOR
IT HAS THE AGE
IT HAS REPUTATION
IT IS MADE RIGHT

Those who have used it know it. Those who do not know soon find it out after a trial.

SALEM BREWING ASSOC'N
BREWERS

BOTTLED EXCLUSIVELY BY THE
Sunset Bottling Co.
3109 20th Street
SOLE AGENTS

YOUR EVERY WANT IN
PAPER
Can be
Supplied by
A. ZELLERBACH & SONS
416-426 Sansome St.
SAN FRANCISCO

CROWN BRAND
EPICURE CHEESE
A CHOICE ARTICLE.
A Rapid Seller at a Good Profit.
Not Equalled by Any on the Market.
SARDELLAS
ANCHIOVIS CAVIAR
TABLE SPECIALTIES.
A LARGE LINE
Of Guaranteed High Quality.
We solicit Attention of the Trade to our Offerings. Our Epicure Cheese will fully satisfy the most particular people. . . . .
EPICURE MANUFACTURING COMPY.
216 Davis Street
San Francisco
Factory, Los Angeles - - Cal.
Branches:
Portland, Or. Seattle, Wash.

PROGRESSIVE DEALERS foresee that certain articles can be depended on as sellers. Fads in many lines may come and go, but SAPOLIO goes on steadily. That is why you should stock

HAND SAPOLIO

HAND SAPOLIO is a special toilet soap—superior to any other in countless ways—delicate enough for the baby's skin, and capable of removing any stain.
Costs the dealer the same as regular SAPOLIO, but should be sold at 10 cents per cake.

Groeery Markets.

Commercial Outlook of the Western World as shown by Present Conditions.

Office of the ADVOCATE.
Thursday Afternoon.

ADVANCES.

Lima beans to $5.50: Red beans to $6.00.

Imitation Swiss cheese to 18½ cents.

Golden Star peeled peaches, gals., to $3.25.

Raisins, 4 crown clusters, 20s, to $2.25; 10s, to $2.50; 5s, to $2.65; 5 crown, 20s, to $2.65; 5s, to $3.15; 6 crown, 20s, to $3.50.

Crawford dried peaches, sks., 9¾c.

Evaporated apples.

Norwegian mackerel, bloater, 200 lb. bbl., 120-130 fish, to $46; 100 lb. ½ bbl., 60-65 fish, $24; No. 1, 200 lb. bbl., 150-160 fish, $38.00; No. 1, 100 lb. ½ bbl., 75-80 fish, $20; No. 2, 200 lb. bbl., 220-240 fish, $29; No. 2, 100 lb. ½ bbl., 110-120 fish, $15.50.

Linseed oil, pure, raw, bbls., to 58 cents; 2-5s, to 63 cents; boiled, bbls., to 63 cents; 2-5s to 65 cents.

Cheese New York factory, to 16 cents; Twins, October make, to 16½ cents; California State factory flats, to 12 to 14½ cents.

DECLINES.

Cane sugar dropped 10c on Wednesday. No decline in beet.

Whole wheat, 10 lb. sacks, to $3.50.

AGAIN IN STOCK.

Radiant Paraffine candles, 6s, at 9½ cents.

Independent matches, per tin 80 cents; Napoleon, at 70 cents.

Lowney's powdered chocolate, 1s, at 26 cents.

Libby's chicken tamales, ½, at $1.25.

Libby's Vienna sausage, ½s, at 90 cents.

Gold Medal egg noodles, 25s, at $2.50.

CROP AND CLIMATE.

Many varieties of deciduous fruits are in full bloom and others are advancing rapidly. If the recent frosts caused any serious damage to early fruits in bloom the reports of correspondents do not show it, and it is probable the cold weather was more beneficial than otherwise. The outlook for good crops was never better at this time of the year. In Southern California orange trees are starting new growth and lemon trees are in bloom. Orchards and vineyards are being cultivated.

SUGAR MARKET.

There was a decline of 10 cents (to $5.80) in cane sugar on Wednesday afternoon, although beet remained the same.

The decline was unexpected as there has been an advance in raws since the last decline and sugar was already too low to be on even a parity with Eastern sugar. If it were not for the presence of the sugar of the Honolulu Plantation Co. being in the market sugar would be from ½c to 1c higher than at present.

U. S. Consul Hossfeld, at Trieste, Austria, says:

"Owing to the very dry summer, the sugar beet crop of Europe is about 20 per cent less than it was in 1903. The shortage is about 1,122,000 pounds. On September 1, 1903, the world's surplus of sugar was, in round numbers, 2,000,000 tons. At the beginning of the present season this surplus was reduced to 1,427,000 tons. Adding this to the estimated production of the year 1904-5, namely, 4,623,000 tons of beet sugar and 6,900,000 tons of cane sugar, we have for the current year a total of 12,950,000 tons available for consumption. As the world's consumption in the year ended August 30, 1094, was somewhat in excess of 13,000,000 tons, this explains the recent sharp rise in the price of the article. It is, however, not likely that the present prices will continue for more than eight or ten months. There will be, in consequence of the high price which sugar now commands, not only a decrease in the consumption of the article, but also a large increase in the acreage of beets and cane planted; and a propitious season may cause prices to be lower next autumn."

MOLASSES.

It is reported that the production of molasses in Louisiana and Porto Rico is much less than usual this season because the producers are reboiling the molasses in order to get all the sugar possible out of it. This process is made profitable because of the present high prices of sugar.

MAPLE SUGAR.

Lowville, N. Y., Feb. 25th.—R. J. Richardson & Son report: "We expect a good crop of maple this year since we have had exceptionaly cold weather. We do not think prices will be less than those of last year and if the season should be early they might be much higher."

Bellefontaine, O., Feb. 26th—The F. M. Johnson Co. report: "We expect a short season in Ohio and Pennsylvania since the flow of sap which usually opens early in February or the last of January, has not yet begun. Surplus stock is fast going into consumption and we think that the trade which have not already contracted for their year's supply will have to pay more than if they had ordered a month ago. One reason for the firmness of the maple market is the fact that so many states are enforcing the pure food laws in regard to syrups and sugars that the market for maple has been greatly broadened."

COFFEE MARKET.

Considerable green coffee has changed hands in the local market, buyers taking advantage of the shading of prices by holders.

C. Bickford says on March 4th:

"The position of Brazil coffee in New York market has undergone a radical change, being fully 1c per pound lower than this date last month for both actual coffee and the distant speculative positions. The cause is to be ascribed to the continuation of receipts at the ports of Brazil upon a larger scale than had been forecasted, leading to increased estimates for the present crop ending June 30th next—more especially with reference to the output of Santos, which estimate has been increased by 750,000 bags, or say for the total crop of Rio and Santos to 10¼ to 10½ millions, against previous estimates of 9½ millions. A demoralized market has resulted. Under such circumstances very little business has been passing here, and at this writing our quotations are wholly nominal, neither buyers nor sellers being willing to operate until a more stable market is eventually reached."

TEA MARKET.

There is almost no movement in teas at present.

RICE MARKET.

M. Phillips & Co. report:

"There is a very healthy tone to the market, retailers realizing that lower prices are not likely and therefore satisfying their needs. The market presents no new features."

DRIED FRUITS.

Evaporated apples have firmed considerably. Cluster raisins are being looked for. Prunes and raisins are quiet.

Chicago, Ill., Feb. 25—John R. Adams & Co. report:

"Prunes are still dull but peaches and apricots are active and are in very small supply. Raisins are quiet. Good stock is taken about as fast as offered but at prices that are lower than the Coast prices with freight added."

Lockport, N. Y., Feb. 27th—F. H. Taylor reports:

"The evaporated apple situation rests on the following things: (1) That the past season there was a bumper crop, which we get once in four years, with low prices ruling. (2) That the present stock is far below that of the full crop years, and will be wanted before the new crop comes in. (3) That high prices invariably follow the full crop, and conditions for higher prices were never more favorable."

New York, Feb. 25th—Hills Bros. report:

Currants—The market remains firm and unchanged. Two cargoes of 700 tons and 500 tons will arrive shortly and give our market ample working supplies.

Dates—Fards are moving freely owing to the exceptionally low prices. Prices are in a very low state at present and some advances in values are expected.

Figs—Stocks are gradually being depleted and market shows a further advance in some grades. It would seem as if stocks would be entirely cleared up before the advent of the cold storage season, as the quantity held in this market is far below that of last season.

Dayton, Or., Feb. 21—D. A. Snider reports:

"The demand for evaporated apples is improved. The pack of the Coast was smaller this year than for several years. There are no prunes here."

BEANS.

ow stocLks olcally have made Pacific Coast prices more sensitive to Eastern conditions. A decline in Michigan beans has unsettled the local market. Dealers here have not met the decline as they consider the drop merely temporary and do not want to let go at lower figures.

J. K. Armsby & Co. report:

"Limas are moving so freely at the advanced price that we may have to advance the price again. They are now selling at $5.00, Los Angeles, and $5.25 San Francisco. If the present movement continues it will be only a short time before the entire available supply will have left first hands.

CANNED GOODS.

Canned Fruits—It is doubtful if there are enough canned fruits in first hands to supply the needs of the Coast trade. Stocks are very low.

Canned Tomatoes—The Association has been forced to withdraw prices on 2½ and 3-lb. s lid pack, both with and without peppers. Inquiries are being

Old Kentucky Distillery

INCORPORATED



LOUISVILLE, KY.

PACIFIC COAST BRANCH
228 Front Street
SAN FRANCISCO, CAL.

"KENTUCKY DEW"

Western Meat Company

SAN FRANCISCO, U. S. A.

Packers and Exporters of U. S. Government Inspected Products



"Eastern Star" and "Monarch" Hams and Bacon

"Golden Gate" Leaf Lard
"Arrow" Lard Compound
"Golden Gate" Brand Canned Meats
Barreled Beef and Pork.

Correspondence Solicited.

TOMATOES--Pack 1904 MAPLE SHADE BRAND.

The above we are now delivering in full standards, solid pack, and same with peppers, and guarantee them to be the best ever put up on the Coast. Write for prices.

PENNELL-SUYDAM CO.
WHOL SALE GROCERS
14-16 Spear Street, San Francisco.
Tel. Main 5896.

received daily that cannot be satisfied. Low grade goods are in abundant supply.

Aberdeen, Md., Feb. 27th—Baker & Morgan report:

"Buying has not been heavy enough to cause any advance ,although tomatoes continue firm."

Baltimore, Feb. 27th—T. J. Meeham & Co. report:

"The improvement in regard to tomatoes has created confidence. There is little speculative buying. It is all for prompt shipment and actual wants."

Baltimore, Feb. 27th—T. G. Cranwell & Co. report:

"A special trade on No. 2 and No. 3 Standard tomatoes has been taken up by the trade this week, through such a wide range of territory that it indicates that in reality jobbers are carrying pretty light stocks of tomatoes. There is a very thorough scraping up of all No. 3 tomatoes under 62½c per dozen. There is a fair inquiry."

The "American Gricer' says:

"There are still five months' consumption to be provided for and stocks in distributors' hands are light. For two years' supply we had 19,000,000 cases. This means 9,500,000 cases for each year. This equals a monthly consumption of about 800,000 cases, and 4,000,000 cases as the quantity that will be required before the 1905 pack is available. We are unable to find more than 2,000.000 cases to meet this demand, which will be between three and four million cases. The gap thus indicated ought to mean better prices."

Canned Asparagus—Of the 145,000 cases of asparagus packed last year, about 7,000 cases, or 5 per cent, was large white. The canners made deliveries of about 40 per cent. Although the crops look fine, there is no likelihood of a heavier pack this year than last, although twice as many orders have been booked by the dealers in anticipation of their wants.

CANNED SALMON.

The three canneries of the Alaska Packers' Association on Puget Sound, located at Point Roberts, Anacortes and Sehmiahmoo, will be operated as usual this year, and it is said that none of the other sockeye canneries on the Sound will be shut down, although some of the packers were much disappointed that the Washington Legislature failed to pass a bill providing for a closed season for sockeyes. With proper attention to hatcheries it is thought that the sockeyes will escape extermination. It is officially stated that notwithstanding the failure to do so, largely increased hatchery operations will be made in British Columbia, as indicated by the report of Fisheries Commi-sioner Babcock.

The "Trade Register" of Seattle says:

"Opening prices on the Columbia river for 1905 pack are expected to be the same as last year and a good pack says no canneries will be operated in is seriously open to question."

The Dalles, Or., Feb. 20th—Seufart Bros. & Co. say:

"Salmon on this river are cleaned up. Light snowfalls indicate that we will have high water in May instead of the middle of June, and therefore there will be clear water in July and August, which will be bad for fishing. Prices will be the same as last year, at least until the middle of August, when the extent of the Sound pack in sockeyes will be known. If the Sound pack is as large as packers expect, prices will go to smash, as they did in the fall of 1901. If it proves to be small on account of overfishing, we can look for higher prices in Columbia river that will last for a few years at least. My advice to jobbers is to hold packers strictly to account for fish packed before August 10th for No. 1 Chinooks. Much of the fish shipped last year in September and October as No. 1 Chinook salmon was in reality a bad No. 2 in everything except prices. Jobbers should see that every contract reads that goods must be packed on or before August 10th, and guarantee all the equal of May ,June and July of any No. 1 pack made on the Columbia river. Prospects are that prices will open at 95c for ½ lb; $1.50 for talls and $1.60 for flats, with the usual shading by packers of 5c per dozen to large jobbers and a brokerage allowance on the side."

SALTED FISH.

Wieland Bros. say:

"Norway mackerel, bloaters, ones and twos, have taken quite a jump, and there is no prospect of a decline. Norway threes are still cheap on account of large stocks."

PROVISIONS.

The Cudahy Packing Co. report:

"The provision market is unchanged, with no noteable features."

WHITTEMORE'S POLISHES.



The World's Standard.

"Gilt Edge" dressing, blk.	$24 00
"Boston" Waterproof Polish (for men's and boys black shoes)	24 00
"Boston, Jr." 10oc. size	10 00
"Dandy" Russet Combination	24 00
"Star" Russet Combination	9 00
"Dandy" Russet Paste	9 00
"Red Box" Russet Paste	5 00
"Champion" Black Friction Polish	24 00
"Champion, Jr." Black Friction Polish.	10 00
"Elite" Combination (for box calf, black vici kid, etc.)	24 00
"Baby Elite" Combination (for box calf, black vici kid, etc.)	10 00
"Elite Paste" for box calf (two sizes)	$9 00 5 00
"Superb" Patent Leather Paste	9 0
"Blue Fox" Patent Leather Paste	5 00
"French Gloss" (in cartons, for ladies' black shoes)	9 00
"Royal Gloss," 4 oz. (for ladies' black shoes)	8 00
"Bossola" Waterproof Paste Polish, large	9 00
"Bossola" Waterproof Paste Polish, small	4 50
"Quick White" perfectly cleans dirty white shoes (two sizes)	$24 00 10 00

TANGLEFOOT



STICKY FLY PAPER

Is really the only device known that will catch and hold both the fly and the germ and coat them over with a varnish from which they cannot escape preventing their reaching your person or food.

TANGLEFOOT is Sanitary.

Ask for TANGLEFOOT.

Profit? Over 120% to You.

CLERK WANTED—A young man without experience who desires to learn the grocery business can secure a good position by applying to "Retail Grocer," this office.

SALESMAN WANTED

By prominent wholesale grocery house; experience essential. References required. Address this office.

BLACKSTONE'S INKS

BEST TO BE BOUGHT

KEEPS IN ALL CLIMATES



Blackstone Manufacturing Co.
(Incorporated)
MANUFACTURERS OF
WRITING FLUIDS,
Mucilage, Shoe Polish, Shoe Paste, Shoe Dressing and Liquid Glue.
Office and Factory.
1960 Howard St. San Francisco
Telephone Capp 1111.

DELICATE
PLEASING PROFITABLE

"Sunset" Mackerel

18-oz. Tins
IN OLIVE OIL WITH
Souse - Tomato - Mustard

Also "C. P." and "La Croix" Sardines
Packed at San Pedro by the
CALIFORNIA FISH COMPANY.

P. E. LENFESTEY,
220 California Street, San Francisco, Cal.

PACIFIC STORE AND OFFICE FIXTURE CO. INC.
TEL. BLUE 2571 F. A. OEHM, Pres.

Store Fixtures

DESIGNERS AND MANUFACTURERS OF
STORE, OFFICE AND BAR FIXTURES
3253-3259 SIXTEENTH ST.
San Francisco

Enterprise Brewing Co.'s

Beer is sold on its merits.

We invite comparison of our productions with ANY on market. You will then become our best advertiser, we are dead certain.

A GOOD ARTICLE is the very best advertising medium. Are we not right?

Telephon , Mission 152. San Francisco, Cal.

EXCHANGE COLUMN.

Subscribers can make use of this column gratis for the publication of their wants in any way.

WANTED.

A traveling salesman, 12 years on this Coast, "a specialty man," wants a year's contract or a three months' trial with a good house. Knows every grocer in California—outside of 'Frisco. State territory you want covered, salary you will pay; best of references. Address, "Traveler," care this journal.

For Sale—An old established, good-paying business, on fine corner, in residence section. Rent reasonable. License goes with place. Fine opportunity for two live men. Address Grocer, care Advocate office.

FOR SALE.—Business buggy in good condition, for sale cheap. J. J. Meinert, Fourth avenue and California st.

GROCERY FOR SALE.

$850—Grocery and bar; old establishment; long lease; 4 living rooms; rent $25; sickness cause. 748 Brannan street.

Jesse Moore A. A. Whiskey

Best on Earth



Pure, Old and Palatable

JESSE MOORE HUNT CO.
Louisville, Ky. AND San Francisco, Cal.

E. GHIRARDELLI
Mercantile Co.
310 Clay Street, San Francisco
Packers and Jobbers

Pickles,
Catsup,
Preserves,
Vinegar, etc.

We prepare for the Grocery Trade a line not surpassed in quality and purity.

OUR CATSUP is not equalled by any on the market. Try an order.

THE SALMON SITUATION.

Striking Review of Conditions That Affect Prices and Pack.

In a recent circular letter to the wholesale trade, the Kelley-Clarke Co. say, among other things:

Seattle, Wash., Jan. 20 1905.

Has it occurred to you that the salmon situation the last three years is a history of shrinkages and failures?

Did it ever strike you that, if continued, a profitable department of your business would be irretrievably lost? If not, then listen to us.

In 1902, 72 Alaska canneries packed 2,500,000 cases; in 1903, 63 Alaska canneries packed 2,000,000 cases; in 1904, 53 Alaska canneries packed 1,900,000 cases; in 1905, 37 Alaska canneries expect to pack 1,200,000 cases.

Just think of it! Only 37 Alaska plants will operate this season, as against 72 in 1902. Surely the downward drift must cause every thoughtful buyer to pause and inquire the reasons.

It is understood that the A. P. A. will close down this season eight of their plants, which, in 1904 season, packed 425,000 cases Reds and 60,000 cases Pinks. It is not expected that any of the P. P. & N. Co. plants will operate this year, although they did run five plants in 1904, packing 250,000 cases, mostly all Reds. Other independent plants are closed down many of whom have failed.

Why is it, may be asked, that many packers have failed and others are shutting down?

A Record of Continued Loss.

Losses, losses; nothing but losses. The larger the pack the greater the loss.

Cause: Excessive labor exactions; expensive marine operations and equipments; higher costs of tin plate, boxes, solder, etc.; expensive offices; high salaried officials and poor marketing are a few of the items that have thrown the packing of salmon from a safe and profitable investment into a hazardous, unprofitable undertaking.

Last year some of the larger factors sought to remedy this loss making condition by creating an artificial plane of values. This was a mistake; a most serious one, as it antagonized the great consuming public, who promptly retaliated by transferring their hitherto requirements of salmon to other canned food products. The packers fully awakened to the inevitable and only solution possible—i. e., reduction of costs, hence the almost general closing down of plants. Economy and reduction of packs is now considered essential to continuance.

Urge Creation of Demand.

Last year we vigorously opposed the creation of a false market. Our opposition was then in the interest and welfare of the busines. Today no less are we interested in the success of the salmon business and propose now to inaugurate a campaign of mutual interests between jobber and packer.

Now, Mr. Jobber, as you have 50,000 men in your employ who regularly call on from 600,000 to 800,000 retail grocers, who in turn serve 80,000,000 people less than two pounds of salmon per capita per annum we beg of you to exert a lively interest in canned salmon. Give your salesman instructions to push salmon. Show some confidence in the product; quit your bearing the market. Swallow a few of our opening facts and realize that canned salmon, at present prices, is practically cost, and that unless a ready market at fair prices is open to the sale of salmon, some day not far distant canned salmon as a popular price product will have disappeared.

Sockeye Conditions Problematical.

The Sockeye situation this season is a tall guessing game. From past indications of the "Four Year" theory there should be a good-sized pack; but as against the prospective large pack, which would ordinarily upset market conditions, a safety valve has been applied.

The Sockeye run in other years or "off" years," as termed, has about run out. A legislative bill is now being prepared making the years 1906 and 1908 close seasons on Sockeyes. A similar bill is also being prepared by

(Continued on page 26)

Established 1879

HEINEMAN & STERN

Manufacturers of and Wholesale and Retail Dealers in
THE CELEBRATED
Frankfurter and Bologna Sausages
Manufacturers and Dealers in All Kinds of
KOSHER PROVISIONS
Packers of Tongues, Smoked and Pickled Beef
Largest Place of its kind on the Pacific Coast.
916 Larkin Street, S. F.

PROFIT SHARING WITH THE GROCER

ITS THE RIGHT THING FOR YOU AND OURSELVES



3 Points Favors You

1—You make your Regular Profit.
2—You get your Dividends on the Stock issued you Free.
3—You receive a mutual profit on the
SUMMIT SNOW FLOUR
which you sell or is sold by your Brother Grocer. Hence you have a Joint Interest in all Sales of Summit Snow Flour.

Dividends will be declared March 31, '05

C. A. HUTTON & CO.
Distributers for STANDARD FLOUR CO.
606 Merchants Exchange, San Francisco

Highest Grade Package Goods for Family Trade

ROYAL AND QUEEN'S TASTE

(1 lb packages) (2½ lb cartons)

Macaroni, Vermicelli and Spaghetti

ROYAL ITALIAN A. B. C. PASTE, in 1 lb papers
GOLDEN GATE EGG NOODLES, in ½ lb papers

For Sale by all Jobbers

PETERS BROS., BALTZ & DITTMANN
PROPRIETORS

The California Brewing Co.

Douglas Street, bet. 17th and 18th

SAN FRANCISCO, CAL.



Don't buy a Typewriter
Until you examine
The New
L. C. Smith & Bros.
Typewriter

WRITING IN SIGHT.

ADDRESS FOR PARTICULARS

L. & M. ALEXANDER & CO. 110 Montgomery St., S. F.
Branches: Portland Los Angeles Seattle

Amusements

ALCAZAR THEATRE.

A very interesting story is told in the "Middleman" at this theatre. The play deals with financial problems, labor troubles and a pretty and fascinating love story. John Craig has the role of an old art potter whose daughter (Lillian Lawrence) is betrayed. All the other parts are well in the grasp of the Alcazar's artistic players. On Monday, March 13th, comes the first production in the West of "Alice of Old Vincennes." The play is said to be even more interesting than the novel upon which it is founded and which has scored so great a success.

GRAND OPERA HOUSE.

Very large audiences have been greeting Kolb and Dill at the Grand in "I. O. U." The play has been rewritten and is exceedingly funny. Kolb and Dill are as popular as ever and keep their audiences laughing while they are on the stage. The performance is for fun only and is worth going to see.

TIVOLI OPERA HOUSE.

"Boccaccio" is in its last nights at the Tivoli. The play is one of the prettiest of the light musical plays. It is beautifully staged and costumed by the Tivoli management. On Monday night "The Burgomaster" will be presented with a strong cast. An elaborate production both as to scenery and cast is promised. The Tivoli's chorus is prettier and more shapely than ever.

CENTRAL THEATRE.

There is fun without end at the Central Theatre this week, where the stock company of that house presents "A Texas Steer." This satire deals strongly with the political methods of America and has always proven a favorite with the great public. The cast is very good. Next week "Faust" is to be presented.

CHUTES.

The "Circle Swing" at the Chutes is one of the sensations of the day. Although the airship boats are crowded with passengers, yet there are many who, after one look at the new sensation, decide that they will leave it for others more venturesome than themselves to try. The program at the free theatre is a very interesting one.

FISCHER'S THEATRE.

There is an interesting program three times a day at Fischer's Theatre. The list of head liners this week is a strong one and includes the Edwards Duo and Tom Mack, a black-face monologuist who was formerly with West's Minstrels. The moving pictures present interesting novelties this week. There are two performances each evening at 7:30 and 9. The prices are 10 and 20 cents.

SHOULD KEEP PIM-OLAS.

At this time of the year it would be impossible to suggest a more seasonable and appropriate article for window display than Pim-Olas.

Pim-Olas sharpen the appetite.

There is no table relish to be compared with them.

Pim-Olas are used by the elite on all occasions for garnishing salads, hot and cold meats, fish, oysters, etc., and for cocktails.

Picnics will soon be occupying the attention of the public more than ever before. Nearly every one includes a bottle of Pim-Olas in their lunch.

The agents for Pim-Olas, the Spohn-Patrick Company, will furnish the dealer with attractive literature and advertising cuts for catalogues, price current or any printed matter he may issue.

THE TRUE CHARITY.

Prevention of Temptation the Greatest Protection and Kindness to the Weak.

If it is true that charity covers a multitude of sins, it is also true that temptation creates a horde of criminals.

Man is weak. Evolution has strengthened some, deteriorated others. For the latter there should be safeguards. No temptation should be placed before the weak characters. They often err through causes over which they have no control.

To the small boy, an orchard overflowing with ripe fruit is a great temptation. To the clerk, to the youthful customer, to members of the owner's family, the open cash drawer in the store is ever a strong temptation, and beckons them onward to take that which is not theirs.

As the farmer has guarded his orchards with fences and dogs, so the wise storekeeper has adopted devices like the cash register to protect his money.

This removes the great cause of crime. Theft, embezzlement, suicide and murder all follow temptation.

Pierce & Co., of 14 Turk street, are the Pacific Coast agents for the National Cash Register Company.

SAVES MONEY—PREVENTS LOSS OF GOODS.

A good oil tank is a money-maker in many ways—by stopping leaks, preventing excess measures, and rendering it impossible for oil to spoil goods in the same room.

It is because of these facts that the Bowser oil tank has had a great sale and is now to be found in the majority of the best groceries.

It is economical, convenient and safe.

IT'S THE
WATER



OLYMPIA BEER CO.
Agents and Exclusive California Bottlers of the Famous
OLYMPIA BEER
BREWED IN OLYMPIA, WASH.
1423 Sansome St., San Francisco, Cal.



The WELCH GRAPE JUICE CO.
Westfield, N.Y.

Represented by Spohn-Patrick Company.

Quarts, 1 doz $1 50
Pints, 2 doz 1 75
½ Pt. Is, 3 doz 4.25
3 oz., 8 doz 6 00
½ Gallons, 1 dz. 8 00
Gallons, 6 gal 7 50

GREER'S WASHING IN AMMONIA



It has come to our knowledge that there is an attempt to introduce on the market a WASHING AMMONIA make from BONES AND ANIMAL REFUSE. We trust that the trade will take time to investigate the character of this STUFF which, if sold to the consumer, will only tend to discourage the use of Ammonia as a household article.

PACIFIC AMMONIA BOTTLING CO., Sole Manufacturers of Ammonia from mineral products on the Pacific Coast.

GEO. HERRMANN, Pres., 810 Sacramento St.
SAN FRANCISCO. CAL.

CAUTION—As there are numerous brands of impure and [illegible] ammonia offered to the trade imitating the style of our label, be careful to see that our signature trade mark is on each bottle.



VALLEY BREW LAGER
from
Richmond Bottling Works.
Zimmerman & Ruhland,
'Phone Pine 1787.
32d and Clement Street,
San Francisco, Cal.

Champagne.

Veuve Clicquot, qts	$32.25
Veuve Clicquot, pts	34.25
Ruinart, Magnums, 6 to case	30.50
Ruinart, qts, 1 doz to case	32.40
Ruinart, pts, 2 doz to case	34 20
Ruinart, ½ pts, 2 doz to case	18.00
Vintage 1893, qts, 1 doz to cs	46.50

Brandies.

	Per case
Martell's One Star, 1 doz qts	$16.00
Martell's Two Star, 1 doz qts	19.00
Martell's Three Star, 1 doz qts	20.00
Martell's Three Star, 2 doz pts	23.00
Martell's One Star, 2 doz flks	18.00
Hennessy's One Star, 1 doz qts	17.50
Hennessy's Three Star, 1 doz qts	21.00
Calif. doz qts	12.00



Cider
Hammond & Co.
Bottlers
Office and Depot
277 Seventh Street
Phone, Jessie 3371

SWEET CIDER
½ Gal. Bottles, $1.00 dz.
Rebate, 10 per bottle.

BOILED CIDER
Quarts $2.50 doz.
Pints 1.75 "

Mineral Waters.

Aetna, splits, 100 to cs	$6 50
Aetna, pts, 100 to case	9.00
Aetna, qts, 50 to case	7.50

GINGER ALE
Belfast Ginger Ale Co.,
D. Steinke & Co. Prop.
All Carbonated Beverages
COR. UNION AND OCTAVIA STS

	PINTS	QTS
Soda Water	$ .80	$1 50
Ginger Ale	.80	1 50
Sarsaparilla and Iron	.80	1.50
Cider	.80	1 50
Cuban Punch	.80	1 50

Case Prices, 2 Doz. per Case.

Porter.
(E. & J. Burke's Guinness')

Stone, pts, 8 doz to bbl	$16 50
Glass, qts, 4 doz to bbl	14 00
Glass, pts, 8 doz to bbl	16 50

Specialties of
Hilbert Mercantile Co.

H. B. Ky. Bourbon, per gal	$2.75
H. B. Ky. Bourbon, Ex spcl	3.25
Union League Ky. Brbn, AA	2.50
Union League Ky. Brbn, 1 gal	2 25
El Monte Ky Brbn, 1 gal	2 25
Maryland, Monogram, 1 gal	2 75
Forum, Bourbon, 1 gal	2 00
W. H. McBrayer's Cedar Brook 5 yrs	3 00

Hunter Baltimore Rye.

Per case, 1 doz. 5's	13 00
In 5-case lots	12.50
In 10-case lots	12 00

Hilbert Mercantile Co.

H B. Bourbon (spcl)	$10 00
H. B. Rye	10 00
H. B. pt. flasks, 4 doz to cs	12.00
H B ½ pt flasks, 6 doz to cs	9 50
H B. 1½-oz bots, per gr.	12 00
Union League "AA"	8 00
El Monte Bourbon	8 00
Forum Bourbon	7.00
J Baumgardner Rye	12 00
Maryland Monogram	9 00

W. H. McBrayer's Cedar Brook.

Per case, 1 doz 5's	$12 00
Per case 2 doz pts	12 00
Per case, 4 doz ½ pts	14 50
Per case, 20 doz 1½-oz	18 50

Jesse Moore Whiskies.

Ex Pony Bourbon	$18 00	$17 50	$17 00
AA Bourbon	11 00	10.50	10 00
C Bourbon	8.50	8.25	8.00
AA Bourbon, 5 doz, 4 oz	10 00	10 00	9.75
AA, Pt Flasks, 2 doz	9 00	8.75	8.50
AA, ½ Pt. Flasks 3 doz	6 75	6 50	6 25
Old Rye	11 00	10 50	10.00

Jesse Moore Hunt Co.
(In barrels or half barrels)

Extra Pony Bourbon gal	$7 50
AA. Bourbon, gal	3.75
B. Bourbon, 1 gal	3 25
C. Bourbon, 1 gal	2.75
No 1, Bourbon, 1 gal	2 25
AA Rye, gal	3.75
C Rye, 1 gal	2 75



STANDARD BOTTLING CO.
BEACH STREET
Between Stockton and Dupont
SOLE AGENTS
LOS ANGELES BREWING COMPANY.
Beer furnished Grocers in Bottles or Kegs.

Golden Gate
BOTTLING WORKS.
Blume & Gardner,
Proprietors



Bottlers of the Celebrated
Standard.
Culmbacher.
Extra Pale.
XXX Porter.
Half and Half.
Lager and Steam Beer in Kegs.
160 Shotwell St.,
Phone: Capp 1701, S. F., Cal.



LANDIS
TONIC
BITTERS
Factory and Salesroom
1664 Mission St.
Bottles . . . $7 00 Doz
1 doz. per case

LaGrande Laundry

Telephone Bush 12

23 Powell Street

Corner Ellis

54 Taylor St. - Near Golden Gate Ave.
200 Montgomery Ave. - Cor. Kearny St.
208 Third St. - - - - Cor. Howard
1720 Market St. - - - Opp. Eleventh

GIVE THEM A TRIAL

Situation Wanted.—Young man, 28 years old. A thorough grocer. Sober and industrious desires an inside place with some large grocery store. Address Clerk. this office.

Chas. Jacobson & Co.

210 - 212 Davis Street

DISTRIBUTERS OF

Fancy Butter and Honey

Dairy Butter and Eggs

Produce Market

THURSDAY AFTERNOON

BUTTER.

California creamery, extras	29	30
" " firsts	27	28
" " seconds		26
" dairy, extras		
" " firsts		25
" " seconds		
Store butter	19	20
Storage		
" Creamery extras.		
Pickled		
Keg		

EGGS.

California Ranch white		18
" " mixed colors		17
" Gathered,		16
Standard		
Seconds		
Eastern, selected		
Standard		
Seconds		
Storage, Cal., Selected.		
" " Standard		
" " Seconds		
" Eastern Selected.		
" " Standard		
" " Seconds		

CHEESE

California full cream	13	
" choice	12	
" common	Nominal	
Young Americas	13½	
Eastern full cream	15½	16
Oregon		

POULTRY.

Turkeys, young live	18	20
" old gobblers	18	19
Dressed Turkeys	23	24
Roosters young, per doz	7 00	8 00
" old "	4 50	5 00
Hens	5 00	6 00
Fryers, per doz	6 00	7 00
Broilers, per doz, large	4 50	5 50
" " small	4 00	4 50
Ducks young	6 00	7 00
" old	4 00	5 00
Pigeons, young	2 00	2 50
" old	1 00	1 25
Geese' per pair, old 2.25 2 50; young	2 50	2 75

BEANS AND PEAS.

Small Whites	3 00	3 40
Large "	2 50	3 00
Pea Bean	2 25	3 60
Pink	2 50	3 75
Horse	nominal	
Red		
Kidney	4 00	5 00
Lima	5 00	5 50
Bayos	2 50	3 15
Butter (large)	3 50	3 75
Black Eyes	2 60	2 85
Dried Green Peas, per 100 lbs	2 25	2 50
" Niles " " " "	2 25	2 50

POTATOES AND ONIONS.

Early Rose,	1 35	1 75
Burbank,	1 00	1 40
Salinas old		
Oregons old	1 00	1 40
Merced Sweets	1 00	1 25
Yellow onions		3 50
Red (new)		

THE SALMON SITUATION.

Continued from page 24.

the British Columbia packers, a committee from whom are now in Ottawa. It is understood they will be successful in prevailing on the Canadian government to adopt the close season in the same years. Radical measures must be adopted if the Sockeye fish are to be preserved.

Whether remedial legislation is enacted or not, packers are determined to close down in the years indicated, and have made financial preparations to carry whatever portion of this year's pack may seem desirable until January 1, 1907. The packers are of the impression that Sockeye talls should rule between $1.25 and $1.35.

One Year's Pack for Two Years.

The mistakes of the past, combined with the exceedingly short packs, have so demanded of industry that extreme caution is demanded of all those packers who hope to survive. The determination, therefore, to spread the marketing of this year's pack over the years 1905 and 1906 is the only policy that will permit of the packers continuing in business.

Under the circumstances, future prices are decidedly problematical. We cannot venture a guess.

There is a "pointer" in the situation, however, that all jobbers should consider. The run of Sockeye salmon does not exceed thirty days in all. As flats and halves are a slow working package, canners can put out at least 40 per cent. more talls per day than either of these two styles, and naturally, when the run is on, all canners stop the packing of flats and halves and confine their attention exclusively to the tall tin. Hence it is obvious that in big years there is a correspondingly reduced pack of flats and halves, and the "pointer" to you is to get in your "subject to approval of price" orders early.

Bokkings have been very heavy thus far, and we are rather of the opinion that a large percentage of flats and halves have already been contracted.

KELLEY-CLARKE CO.

TRADING STAMPS DOOMED.

Continued from page 3.

ing stamps have been wiped out, have frequently fled the towns hurriedly without offering to redeem the trading stamps peddled out by foolish merchants who gave them to their customers. These merchants then had to satisfy these indignant people.

Prager's advertises that they will redeem trading stamps. It is to be noted that they make no definite proposition by which the public can hold them to account.

Will Block Coupon Schemes.

The law signed by Governor Pardee will prove of enormous aid to the retail merchant class since it serves to render illegal the great mass of coupon schemes which have been attached to legitimate commercial enterprises and render them extremely expensive.

The passage of this law is a great triumph for the State Grocers' Association.

The assistance of the Cigar Dealers' Association made the work of the grocers much easier in securing the law for the abolishment of trading stamps. It required the splendid machinery of the State Grocers' Association to secure its passage, though.

The San Francisco Grocers' Association started the movement against trading stamps several years ago. They took on their shoulders a task that the entire merchant class bore in other cities.

When T. H. Cocoran was president, the trading stamp matter was worked on very vigorously. The present president, J. Salomon, and W. Lenhoff, who was the vice-president, were put at the head of the committee that directed the association's activity.

The progress then made awoke the other classes of merchants to the possibility of securing relief from stamps. They united with the grocers.

A committee consisting of J. Salomon, Frank B. Connolly, Joseph A. Stulz and Geo. B. Doyle waited on the newspapers and took up the campaign against trading stamps.

Probability of Constitutionality.

A bill against trading stamps was being prepared by the attorney of the State Grocers' Association, and the attorney of the Merchants' Association of San Francisco was also at work on such a measure when they learned that the Cigar Dealers' Association had had a bill prepared by their lawyer, Mr. Charles A. Son.

The attorneys of these organizations were then brought together and spent a half day in remodeling the measure.

It is this bill which we print on another page which is now a law.

The three attorneys feel sure that its constitutionality can be established. They had the advantage of knowing the weak points of the laws that failed and are certain that they have avoided them.

Phone Mission 238

J. MARSHALL & CO.'S

WORCESTERSHIRE SAUCE

BE SURE and GET the GENUINE

½ Pts., per doz. $1.20
Pts., per doz. 2.20

NO AGENTS

Office: Cor. 12th and Market Sts.

Tell Eastern Friends

of the low rates which will be made to

California

March 1 to May 15, 1905

$50 from NEW YORK
$33 from CHICAGO
$32 from ST. PAUL
$25 from KANSAS CITY

Similar rates from other points. Deposit cost of ticket with agent here, and ticket will be furnished passenger in the East. Tell your friends that now's the time to come cheaply if they buy their tickets via

Southern Pacific

ASK FOR PARTICULARS

City Office
613 Market St.

WIELAND BROS.

121-123 Clay Street **San Francisco**

Importers and Commission Merchants

SPECIALTIES—Imported and domestic Swiss Cheese, Limburger, Brick Cheese, Edam, Roquefort, etc.; Mackerel, Codfish, Holland Herrings, Olive Oil, Spanish and California Olives, all kinds of Sausages and other delicacies.

SOLE AGENTS for Sierra Cheese, German Breakfast Cheese, Brie, Camenbert, Schloss, Kronen and Neufchatel Cheese.

REMOVED

to our large, new Stores, **215** and **217 CLAY STREET,** near Front Street, where we are now better situated to handle your shipments of CHICKENS, EGGS and BUTTER than we ever were, having four times the floor space in our new store to what we had in the old one. Ship us all the large Broilers, Fryers, and Young Roosters that you possibly can IMMEDIATELY, as prices are high. Store Butter of all kinds is bringing fancy prices. We still have quite a large stock of Comb and Extracted Honey on hand, and will be pleased to have you call and see us, or send us an order by mail. Mark and consign all shipments of Produce direct to the

Poultrymen's Union.

Consignments and Correspondence solicited. Mention this paper when you write.

WILLIAM E. HARM
Kartuffel-Buhr
183-185 Valencia St. Near 13th
Tel. Folsom 1911
Wholesale Dealer in POTATOES, ONIONS BEANS, EGGS Etc., Etc., Etc.

WITZEL & BAKER, Commission Merchants

Telephone Main 718 — 314, 316 BATTERY ST., SAN FRANCISCO, CAL.

Fancy Creamery Butter and Ranch Eggs Our Specialty

Babbitt's Standards.

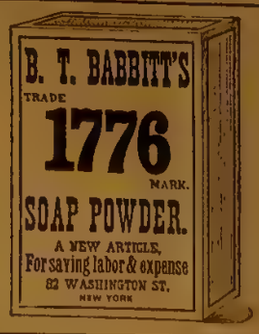
ALWAYS UNIFORM!
ALWAYS RELIABLE!
ALWAYS THE BEST!



B. T. Babbitt's Concentrated Lye,

The ready soap maker—a powerful disenfectant—an excellent fertilizer for dipping prunes, spraying trees, etc.

Manufactured by
B. T. Babbitt, (Inc.) New York City.



The C. B. JENNINGS CO., Agents, 121 California St., San Francisco, Cal.



WILLIAM CLUFF COMPANY

WHOLESALE GROCERS

SOLE AGENTS

SAN FRANCISCO CAL.

IRVINE STANTON COMPANY

WHOLESALE GROCERS

Farm and Dairy Produce

Consignments from Interior Merchants Solicited

211-213 Clay St. San Francisco, Cal.

TOBOGGAN

MAPLE SYRUP -- IT IS BEST

Pacific Coast Syrup Co.

SAN FRANCISCO

THREE REFINERIES: SAN FRANCISCO, PORTLAND and SEATTLE.



GUSTAV LIEBOLD — THEO. SOUTH

Gambrinus Bottling Co

Sole Agents and Bottlers of

GAMBRINUS BREWING CO'S

Portland, Oregon

Select Pilsener Lager Beer.

OFFICE AND BOTTLING WORKS

160 Thirteenth St., nr. Folsom, S. F.



There is a World of Meaning

in the simple statement that over

200,000

Bowser —Self-Measuring— Oil Tanks

have been sold and also that we don't ask you to take our word in regard to the merits of our outfits but

Refer You to Any User

The Bowser Tank does away with the use of sloppy measures and funnels. It prevents all waste and over measure, both of which mean a money loss to you. It really costs you nothing as its savings soon pays its cost. If you want to make A PROFIT on your oil it will pay you to investigate. A request for Catalog "88" will bring you full particulars free and without further obligation to you.

Write Today

S. F. BOWSER & CO. Fort Wayne, Ind.

REMOVED

PATRICK & CO., RUBBER STAMPS

111-113 SANSOME STREET

One block south of old location.

For Health and Strength



DAMIANA BITTERS

IT'S BETTER

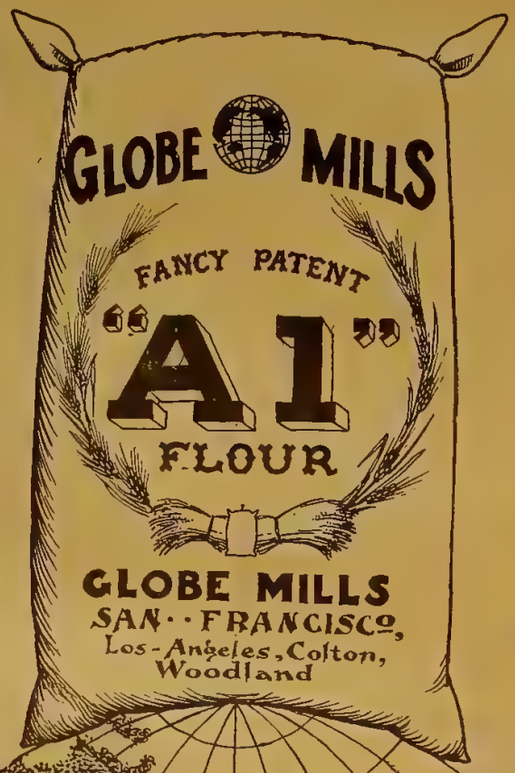
AND YOU **KNOW** THAT COMPETITORS CAN'T SELL FOR LESS THAN YOU DO. THAT'S WHY

NEARLY 700 RETAIL GROCERS

OF THE BAY CITIES ARE PUSHING

BEST ON EARTH

"A1" FLOUR



GLOBE MILLS

Made from Choicest Eastern (hard) and Selected California Wheat.

GLOBE GRAIN AND MILLING CO.

MONTGOMERY AND CHESTNUT STS., SAN FRANCISCO, CAL.

Telephone Bush 759.

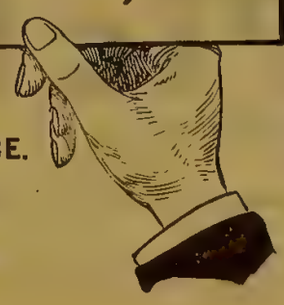
(Please mention the ADVOCATE to Advertisers. It helps us materially.)

THE RETAIL GROCERS ADVOCATE

A. H. POWERS, Editor | SAN FRANCISCO, CAL., MARCH 17, 1905 | Vol. 10, No. 11

M·J·B·COFFEE
SELECTED WISDOM

You can't stop reading this if you try – try now



DON'T LAUGH AT THE OTHER FELLOW'S IGNORANCE.
There is Always a Chance Of Your Being Mistaken.

You are Sure of Being Right When You Recommend
M. J. B. COFFEE

IXL - Kapp and Street - W.G.M.
TAMALES
IN
KEY-OPENER CANS

9,474,000 HOUSEWIVES
ARE READING ADS. LIKE THIS IN



Ladies' Home Journal
Youth's Companion
Christian Endeavor World
Farm and Fireside
Rural New York Weekly
Woman's Home Companion
Success
Farm Journal
Harper's Bazaar
Asso Sunday Magazine
What to Eat
Christian Herald
Ladies' World
Congregationalist
Butterick Trio
McCall's
Good Housekeeping
Housekeeper
Modern Priscilla
Table Talk
Forward

IS GUARANTEED
to go TWICE as far as paste or liquid polishes. X-RAY gives a quick, brilliant lustre and
DOES NOT BURN OFF.

Sample sent if you address Dept. A
LAMONT, CORLISS & CO.,
Agents,
78 Hudson Street, New York.

To fill the demand thus created, every Grocer should carry
X-RAY Stove Polish
regularly in stock.

R. A. HOLCOMB & CO., Agents 20 PINE STREET San Francisco, Cal.



FREE RUNNING
For Table
Cartons, 48/2s, 24/3s, 20/5s to Case
Caddies, 50/2s to Case.

LESLIE STERILIZED SALT

PURE AND WHOLESOME.

REMEMBER THE NAME WHICH STANDS FOR QUALITY.

It pays to get the best value for your money, for when you sell the goods they are sold and the order repeats without explanation or excuses on your part.

C. E. WHITNEY & CO., Agents 715-717 Hayward Bldg. San Francisco, Cal.



VELVET GRAIN
For Kitchen
In Bales containing 150 lbs. net of Salt: — 75/2s, 50/3s, 40/4s, 30/5s, 15/10s, and 8/20s.



THEY ALL COST MONEY

TIME COSTS MONEY — MISTAKES COST MONEY
NERVE FORCE COSTS MONEY
How Much, Therefore, Does Your Present Book-keeping Cost You?

GET THE

Perfection Short Credit System

AND SAFE TIME, MISTAKES AND WORRY.

ADDRESS: **P. E. LENFESTEY, Pacific Coast Agent,**
220 California Street, San Francisco, Cal.
E. J. FIGG & CO., Sacramento — **EDRIS, BOYLE & CO., Spokane**

QUALITY WINS SUCCESS BOTH FOR RETAILER AND MANUFACTURER.

BUILD BUSINESS

And Get a Fair Profit by Offering Your Trade

"CALIFORNIA HOME BRAND"

Sweet Pickles

(QUALITY GUARANTEED)

WE TAKE ALL THE RISK — YOU GET THE PROFIT

MONEY BACK We authorize the dealer to refund FULL PURCHASE PRICE of any article bearing our "**California Home Brand**" if it fails to give ENTIRE SATISFACTION in EVERY RESPECT to your customer.

PRICE RIGHT Send us your order. If **on arrival** you do not find these goods **the best value you have EVER bought,** we agree to accept any price you may name for the goods.

LET US QUOTE YOU

IN GLASS
"California Home Brand"

10-oz. New Style Olympic, Mixed or Gherkins, 2 dozen to case, per dozen $1.75

18-oz. Pints, Round or Octagon, 2 dozen to case, per dozen 2.75

Quarts, Round or Octagon, 2 dozen to case, per dozen 5.00

IN WOOD
"California Home Brand"

(Guage and Count Guaranteed)

	¼-Bbl. 16 Gals.	½-Bbl. 32 Gals.
Midgets	$11.50	$22.00
2,000	11.00	(4000) 21.00
1,500	9.50	(3000) 18.00
1,000	8.50	(2000) 16.00

Why Ours Are Better

Our Pickles are grown from special seed, so cultivated that the product is **Supreme for Crispness, Tenderness** and **Delicate Flavor.** These qualities are intensified because our cucumbers are **processed** inside of **eight** (8) **hours** after they are picked.

REAL SWEET PICKLES ARE ACTUALLY PRESERVED.

It is because they are PROPERLY PROCESSED with GRANULATED CANE SUGAR and the HIGHEST QUALITY of Spices that our product has such Tenderness and Delicate and Aromatic Flavor.

They are entirely different from those SO-CALLED Sweet Pickles that are Nothing but Common Pickles Packed in Sweetened Vinegar.

We own and operate the **largest,** the **cleanest,** and the **most modernly equipped** Vinegar and Pickle Works in the West.

Pacific Vinegar & Pickle Works

SAN FRANCISCO, CALIFORNIA

Kindly mention *"Grocers Advocate"* when replying to this ad.

Retail Grocers' Advocate

CALIFORNIA RETAIL GROCERS' AND MERCHANTS' ASSOCIATION — OFFICIAL PAPER — RETAIL GROCERS' ASSOCIATION

Vol. 10 — SAN FRANCISCO, CAL., MARCH 17, 1905 — No. 11

Published Every Friday by
ADVOCATE PUBLISHING CO.
Frank Connolly .....Vice-President
Aaron H. Powers, Secretary and Treas

Subscriptions:
One Year $2.00
Single Copies ..... .10
PUBLICATION OFFICE:
456 MONTGOMERY STREET.
Rooms 413-414. -- Tele. John 2601

Entered at the Postoffice at San Francisco as Second Class Matter.

Points to Watch

COFFEE MARKET—
It is thought that a re-action in prices of green coffees is now probable. Leading authorities unite in declaring that the bottom has been reached.

CANNED PINEAPPLE—
Stock of fancy sliced pineapple is said to be exhausted in first hands.

CANNED TOMATOES—
Solid pack goods are getting scarce. Low prices are putting the cheap goods in consumption. Fancy goods will be valuable property before the new pack comes in.

PRUNES—
Higher prices are being foretold for the larger sizes.

BRAZIL NUTS—
There has been a very large crop and new prices are expected to range lower.

MACKEREL—
No decline from the advance of this week is looked for until October.

FINNAN HADDIES—
Present prices are low.

PLEASES CONNOISSEURS.

One of the best coffees offered the Pacific Coast trade is the "Wedding Breakfast" brands of the Nash-Smith Tea and Coffee Company, the retail price of which is maintained at 35 cents per pound. This is a Java-Mocha mixture, gas roasted at an elevation of over 5,000 feet above the sea level. It has secured wonderful success in the Rocky Mountain States and the Middle West, and retailers of the Pacific Coast States are finding it very popular.

SEASON FOR SEVILLE GOODS.

Now is the time of the year when the wideawake grocer will see that his stock of "White Label" Queen olives and Pim-Olas are in order.

The season of picnics, excursions, camping parties, etc., is close at hand, and there is nothing more delicious or more appetizing than these goods with meals at such times.

It is the dealer who pays close attention to such small details as the proper stocking of goods of this class that sell the greatest amount of the Seville Packing Company's products, and thereby raises the character of his business while he materially increases its profits.

The dealer in handling these goods has the satisfaction of knowing that he has supplied his customers with the choicest and best goods procurable.

FLOUR AT COST.

Certain Mills Allowing Cutters to Demoralize Prices.

By J. F. Paulding.

The following advertisement was issued on March 9th by a retail grocer doing business in San Francisco and Oakland:

BEST FLOUR.....$1.20

Sperry, Colonial, Del Monte.

Are the mills that allow such a course acting as "friends" of the men who distribute their flour?

When the mills allow an advertisement such as this, they force every grocer in San Francisco and Alameda county to face the competition of a retailer who is selling leading brands of flour at absolute cost, providing they pay list price.

Not only does this force the grocers of these two localities to meet the competition, but it makes the consumer in every locality reached by the San Francisco dailies think their local grocers are robbing them if he asks a fair price.

Yet these mills, as well as the Port Costa and Crown, stand idly by and do nothing whatever to relieve the situation.

Del Monte Mills' Position.

It is not our intent to cause any undue criticism toward the Del Monte mills. They are anxious to list and protect their flour at any time the other mills do.

The real cause of the grocer having to face this kind of competition is the stand taken by the Stockton Milling Company, the Port Costa Milling Company and the Sperry Milling Company.

These three last mentioned mills, with the Del Monte, have had an association for several years, and the Del Monte has taken their flour off the list rather than break a rule of the association.

A Lesson for Grocers.

The grocers might take a lesson from the stand of the Del Monte Milling Company. If they are willing to sacrifice their own belief in order to bow to the will of a majority of their association, the association man has a striking example of loyalty that he would do well to emulate.

The Del Monte mills have shown a disposition to protect their customers in almost every respect. They stand ready at any time to protect their flour, providing the grocers will induce the other mills to do likewise.

In order to get the other mills to do so, you should push the sale of those flours, the price of which is protected.

They are as follows:

GLOBE MILLS.
"Banquet" brand.
"Silver Star" brand.
STANDARD FLOUR CO.
"Summit Snow" brand.
BAY CITY MILLS.
"Bay City" brand.
"White Fawn" brand.

You should also insist that the following mills protect their price, so that you will not have to be facing a $1.20 price:

SPERRY MILLING CO.
PORT COSTA MILLING CO.
STOCKTON MILLING CO.
AMERICAN MILLING CO.

These mills are using every endeavor to persuade the grocers of San

(Continued on page 11)

VICTORY.

Merchants in Many Parts of California Assist in Securing Needed Legislation.

By J. F. PAULDING.

Every merchant in the State of California should appreciate the work done by the **California Retail Grocers and Merchants Association** in securing favorable consideration from the legislature for measures on behalf of the merchants.

There is no special association to thank; there is no especial individual to thank. Every association and individual member responded nobly to the call and it was only through all bringing their influence to bear simultaneously on their Senators and Assemblymen, that we made them realize how much in earnest the merchants of the State were in demanding the laws asked for.

From the standpoint of the retail merchant the session of the legislature just concluded was the most important that has ever been held in California.

Important Measures Passed.

The Anti-Trading Stamp, Anti-Coupon bill is one of the most important measures that came before the legislature. The State Association was the largest factor in securing its passage as the vote on the bill will show. The Senators and Assemblymen from the entire State, with one exception, voting in its favor. Outside of San Francisco and Oakland, and one or two chambers of commerce, the State Association was the entire factor.

Wife's Separate Property—The passage of this bill has been asked by the merchants for many years. The statutes of this State allowed the juggling of property accumulated by husband and wife in order to evade the payment of just debts. The bill, as passed, holds the separate property of the wife responsible for bills for necessaries of life contracted by her or either of them while they are living together. Property accumulated by the wife, previous to her marriage, or acquired by her by will or through the death of a relative after marriage is exempt from the operations of the law.

Outlawing of Accounts—The bill providing that an account shall not begin to outlaw till the customer quits trading with the store, that is, the account shall date from the last item proven was passed, notwithstanding that it was introduced late in the session and met decided opposition. Heroic work was done on this bill by Mr. Houser in the Assembly and Mr. Muluter in the Senate. They both worked as if they were getting special pay for pushing this measure. The bill passed with a big majority, although it was defeated in the Senate when it first came up for consideration.

Bad Bills Defeated.

If the California State Grocers' Association had done nothing except defeat the objectionable bills that were introduced this season, it would have given ample reason for its creation.

We ask the merchants to judge for themselves what the effect of the following laws would have been

Wright's S. B. 250 would have prevented attachments being served in almost every case. The retailer would have had to prove fraud, deception etc. or that the debtor was going to

Continued on page 18.

State President Reports

Mr. Pearson Tells of National Grocers' Convention at Cincinnati.

State President C. B. Pearson has made a very interesting report to the State Directors of the convention of the National Grocers' Association at Cincinnati, which he attended as the State delegate. After telling of his trip, he said:

The convention was called to order Tuesday morning by Mr. L. J. Oehlers, president of the Cincinnati Grocers' Association, after prayer by the Rev. C. W. Blodgett. Mr. Oehlers made the address of welcome.

He next introduced Mr. Julius Fleischmann, Mayor of Cincinnati, who welcomed the delegates and tendered them the freedom of the city.

Mr. W. B. Melish, in a very witty and humorous speech, welcomed the guests on behalf of the Chamber of Commerce.

Past President Chas. R. Lott, and Vice-President Jas. A. Stulz responded for the visitors.

President A. W. Farlinger then followed with his annual address. This was replete with good thoughts and showed great pains and study in preparing it. He recommends that organizers be put in the different States, that local and State associations introduce city and State legislation antagonistic to all trading stamp schemes, that a uniform rating code be adopted, that the National Association devise ways and means to put it on a self supporting basis; that each State association adopt the mutual fire insurance plan (thereby saving the policy holders from 70 to 100 per cent on their premiums), that the national endorse the Cooper Quarles bill, as endorsed by President Roosevelt, giving the Interstate Commerce Commission authority to afford relief from unjust discrimination in freight rates.

He also urged the adoption of a national law for weights and measures.

Recognition for California.

The appointment of committees followed and Mr. Connoly of California was honored by being made a member of the credential committee. By virtue of my office I was a member of resolution committee.

Secretary Fred Mason's report followed, showing the good work that was being accomplished with the aid of the trade press, and told of organization during the past year. He also told of the hard work he had in getting the American Cereal Company to agree to discontinue the giving of premiums in their package goods. At this point a telegram was read from the Great Western Cereal Company announcing their discontinuance of this practice. This caused great enthusiasm. The financial report showed a balance on hand of $2532.51.

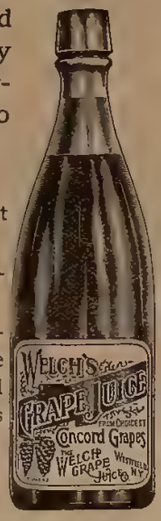
Dr. Wiley, Chief Chemist of the United States Agricultural Department, then followed in regard to the pure food bill. He was a very interesting speaker declaring that the grocers were the educators of the people, as they come in contact with the masses

WELCH'S GRAPE JUICE

"NATURE'S FINEST FOOD AND DRINK"

From Concord Grapes

The grapes are pressed almost immediately after picking and sterilized in aluminum (no boiling).



1. A Pleasant, Fragrant Bouquet.
2. The Rare and Delicious Flavor.
3. The natural resemblance of Welch's Grape Juice to fresh Concord Grapes in color, sweetness and nutrient properties.
4. Its absolute purity and clearness.
5. Freedom from chemical antiseptic or alcohol.
6. All the food value of the grape is retained in Welch's Grape Juice.
7. The Welch Process entirely eliminates the skins, seeds and fibrous pulp of the grape.
8. The care and cleanliness exercised in putting up Welch's Grape Juice.
9. The hermetically sealed bottle.
10. A pint of Welch's Grape Juice will go further than a quart of any other kind.

These Important Facts Commend

WELCH'S GRAPE JUICE

To the Public and Distinguish It From Imitations

Welch's Grape Juice is the great Temperance Beverage
A Universal Medicine — An Infallible Tissue Builder

This is a progressive age. Grape Juice is fast becoming the Nation's beverage. Physicians and others, competent to judge, maintain that it is only a question of time when Grape Juice will be consumed in larger quantity than any of the hundreds of intoxicants now so freely used. As a matter of fact, **the 1904 Pressing of Welch's Grape Juice Exceeded a Quarter Million Gallons.**

At the Louisiana Purchase Exposition, St. Louis, Welch's Grape Juice was served to all who cared to partake of its excellence. The Grand Prize was awarded to Welch's Grape Juice.

The advertising pages of the leading magazines and newspapers show that we are believers in intelligent, truthful and persuasive publicity.

THE WELCH GRAPE JUICE CO., WESTFIELD, N.Y.

In Active Operation Since 1869

We wish to convey to you some very interesting information regarding Welch's Grape Juice. — Send postal for it to

SPOHN-PATRICK COMPANY

PACIFIC COAST AGENTS

16-18-20-22 Front Street San Francisco, California

BRANCH HOUSES Los Angeles Portland Seattle Salt Lake City Denver

This elaborate border represents the lithographed Window Panels (a Concord Grape Arbor.) The design is artistically executed and the color scheme very natural. The dealer desiring to make an attractive window display should apply to SPOHN - PATRICK COMPANY.

more than any other class of merchants do.

Mr. T. P. Sullivan of Chicago gave an interesting address on "Peddlers and Transient Merchants,' showing up in plain facts the harm this class of competition does to the legitimate groceryman. He urged as a remedy a very high license.

A. F. Sheldon of Chicago gave an address on "Scientific Salesmanship," and Henry J. Schaberg followed in a few well chosen remarks on "The Grocer's Influence." Tuesday evening there was a smoker for the delegates, where sauerkraut and beer were in abundance.

Second Day.

Being a member of the committee on resolutions, composed of the president of each State association, we were obliged to meet in a committee room separate from the convention hall, and as there was plenty of work for us to do, I did not have the pleasure of listening to the following addresses: "The Relation of Debtors and Creditors," by Edwin A. Kranthoff; "Parcel Post and Mail Order Houses," by C. L. Grigg; "National Pure Food Law," by Hon. Horace Ankeney of the Pure Food Commission of Ohio.

A very able address on "Relation of Our State Association and Our Mutual Insurance Company," by E. R. Moore, secretary of Indiana Mutual Insurance Company, followed, and it was made plain that the merchants of that State are saving from one-third to one-half over what they used to pay old-line companies.

Mr. Fred Lorenz, ex-treasurer of the National, read a paper on "Financing the National Association." He advocated placing the tax at 50 cents a member. This was fought out at great length by the resolutions committee, and finally passed, but I voted against it. When it came up later in the convention it was debated for over two hours and finally voted down, the tax still remaining the same, 10 cents per member.

The most eloquent address during the convention was made by Mr. J. A. Van Hoose, president of the Southern Wholesale Grocers' Association, of Birmingham, Ala. Mr. Van Hoose is an ex-minister of the gospel. He dealt with the evil of wholesalers selling direct to the consumers, and the manufacturers selling direct to the retailers.

He advocated a rebate by the manufacturers of say 5 cents a case on staple brands of goods as a means of financing the National Association.

Wednesday evening the delegates were the guests of the Cincinnati grocers at a theatre party, the play being Klaw and Erlanger's grand production of "Ben Hur." The orchestra seats were reserved for the delegates. The production was keenly enjoyed by all.

Third Day.

The final report of the committee on credentials showed 182 accredited delegates. The following officers were elected: John A. Greene, Ohio, president; L. F. Padberg, Missouri, vice-president; H. W. Schwab, Wisconsin, treasurer; C. J. Kramer, Arkansas, director.

When we arrived in Cincinnati everything was for Joseph A. Stulz for president and Mr. Greene for vice-president, but a combination was formed by Ohio, with 61 votes, and Missouri, with 20 votes, to elect Mr. Greene president, and Mr. Padberg, vice-president.

Mr. Stulz was the unanimous choice of the officers of the National Association, but with the combination against him his defeat was certain.

The only thing that could be said against Mr. Stulz was that he was too far away, and that the time and expense of traveling was too great. Mr. Ashley, in nominating Mr. Greene, spoke in the highest terms of Mr. Stulz, but said that he was too far away.

After lunch the convention was called to order by President Greene.

Resolutions of Convention.

The following resolutions were adopted:

Recommending the appointment of a committee to urge upon Congress the passage of a bill creating a uniform standard of weights and measures.

To discourage manufacturers from selling direct to retailers to the detriment of legitimate jobbers.

Protesting against, and asking all cereal companies to discontinue the giving of all coupon premium schemes.

Commending the action of the trade press in combatting the evil of exchanging various articles of merchandise for tags, coupons, etc.

Asking the American Tobacco Company to cease the giving of tags and coupons for redemption, and that all State and local associations be asked to pass resolutions on this subject and forward to said company.

Protesting against the American Tobacco Company's new plan of putting a cash value on tags, as by so doing they become a competitor of the retail dealer who is a distributor of their products, by selling direct to the consumer.

Adopted the recommendation of President A. W. Farlinger that the net weight of goods contained in packages be plainly marked on the outside of the package by the manufacturers and packers, so that the purchaser may knew the exact quantity purchased.

Resolution of appreciation to President Roosevelt heartily commending his action taken on trade and commerce, and pledging the support of the National to assist him in further efforts to bring about a change of existing conditions. Urging the government and municipal officials to exert themselves to prevent the use of the public streets and avenues for merchandising in any form, and pledging its support to any movement designed to put an end to peddling and hawking.

Instructing the legislative committee to draft a bill and present same to Congress prohibiting the use of coupons tags, etc.

That the by-laws be amended to read: That the president and secretary of each State association affiliated with the National shal by virtue of their offices be members exofficio and delegates to the National Association.

Directing the secretary to use his efforts to induce the manufacturers of crackers and cookies to charge goods at net weight, instead of forcing the retailer to pay for cardboard, etc., used in packing, at the price of the articles sold.

Opposing the giving of rebates as practiced by many manufacturers.

Petitioning President Roosevelt to make an order that all government officials shall pay their debts for necessaries, whether contracted before or after entering the employ of the United States.

Instructing the National officers to use all honorable means to influence manufacturers to sell their goods through the proper channel, instead of through the club and endless chain system.

Commending the Cooper-Quarles bill relative to excessive rates charged by private lines.

A vote of thanks to the Cincinnati association for their courtesies, and assuring them of our appreciation.

Mayor Fleischmann's Gift.

Just before adjournment a policeman escorted Secretary Fred Mason to Mayor Fleischmann's office when he was presented with a check for $1000 for the National Association. When Mr. Mason returned and announced the good news the enthusiasm was unbounded. I had the honor of meeting Mayor Fleischmann, who is a young man and is exceedingly popular.

During the afternoon there was an excursion to Ivorydale, given by Proctor & Gamble, giving the delegates a chance to visit their immense plant and see how Ivory Soap is made. I was unable to attend, but my wife reported a very pleasant affair. There was plenty of music, a dance in the factory, after which a tempting lunch was served.

Thursday evening a banquet was given the visitors, plates being laid for 2500 people. Grocers from all over Ohio came to attend, and in conversation with the caterer the next day I was informed that 1755 guests were served.

The program was abandoned after Toastmaster Fred Mason made several ineffectual efforts to suppress the demonstration and make himself heard.

It was the largest banquet I ever attended and considering the large crowd, the service was excellent. The Cincinnati grocers spared neither time nor money to make this affair a success, and it was a grand sight and one never to be forgotten.

Through the efforts of Mr. Connolly a trip was arranged on Friday to Dayton, Ohio to visit the factory of the National Cash Register Company. The members of the Dayton Grocers' Association met us at the depot, and escorted us there. We were taken in

A MATTER OF HEALTH

ROYAL



BAKING POWDER

Absolutely Pure

HAS NO SUBSTITUTE

All Grocers should carry a full stock of Royal Baking Powder. It always gives the Greatest Satisfaction to customers, and in the end yields the larger profit to the Grocer.

SEND FOR A TRIAL ASSORTMENT

A THOROUGH knowledge of the Olive Industry acquired through years of study and experience in the Olive business makes the Seville Packing Co., of Seville, Spain, and New York City, headquarters for High Grade Goods.

This concern grows, packs and ships their "WHITE LABEL" brand of

Queen and Manzanilla Olives, Pim-Olas, Baby Pim-Olas

all over the world.

We wish to place an assortment of "WHITE LABEL" Olives, etc., with every merchant on the Pacific Coast who has not a steady and growing trade in the Olive line.

Why do we wish to do this? Not merely to sell you the first order,— but, to start you right, in other words to prepare you to serve the interests of your customers as well as your own to better advantage.

There is Money in the "White Label"

The trial assortment of "White Label" products is to include QUEEN and MANZANILLA OLIVES, STUFFED OLIVES (large and small) and

"Nicelle" Olive Oil

the Purest and Finest now on sale in this country. We have the documentary evidence to prove what we say about "Nicelle" Olive Oil. The United States Bureau of Chemistry at Washington, D. C., will verify our statements.

May we ship you the trial order? Answer by mail, telephone, or give our salesman the order.

SPOHN-PATRICK COMPANY

Pacific Coast Agents

16-22 Front Street, San Francisco

Branch Houses:

Los Angeles Portland Seattle

Denver Salt Lake City

THE KING
OF ITS KIND



ELECTRO
Silver Polish
SILICON

IS AN ARTICLE OF REAL MERIT and the only one of its class for which a constant demand is created among consumers by regular and systematic advertising.

On every box a Wowan in Red,
Never take another instead.

REDINGTON & CO.
SAN FRANCISCO
Sole Agents for the Pacific Coast.

charge by a guide and shown through the entire plant.

We enjoyed our visit here very much, seeing much that was new and interesting. We also visited a large market during the afternoon, and in the evening took our train to return.

The National Association is made up of bright, intelligent grocers from nearly every State in the Union, who are earnest and sincere in their efforts to improve conditions and correct evils that now exist. With the different State associations properly organized and represented in the National, the influence that can be brought to bear will be such that great good can be accomplished.

New York and several of the far Eastern States are going to take up organization at once, and get many more retailers into the ranks.

Urges Better Organization.

I would urge the different local associations throughout the State to do all in their power to get new members and have a large representation at Stockton in August.

We have accomplished much, but, properly organized, we can accomplish more. I wish to thank the board of directors for the confidence they placed in me by sending me to the National Association, and will try and show my appreciation by good, hard work in the future.

I hope and trust that my trip will prove a benefit to the State Association.

We were royally entertained by the Cincinnati grocers, and enjoyed our return trip, but were glad to return to sunny California.

C. B. Pearson, President.

WILL ADVERTISE PRUNES.

A communication was recently received by the Santa Clara County Dried Fruit Promotion Committee from Siegel-Cooper & Co., of New York, who said that they favored demonstrating prunes and offered any assistance in their power.

WEST WANTS PROTECTION.

The directors of the State Grocers' Association, at their meeting last week, passed the following resolution protesting against the Esch-Townsend bill in its present shape, and demanding that the great interests of the West have direct representation on the Inter-State Commerce Commision:

Whereas, The California Retail Grocers and Merchants' Association is vitally interested in the upbuilding of California in every way, in its manufactures and its distributing facilities; and,

Whereas, The present Interstate Commerce Commission consists solely of members from east of the Missouri river, none of whom has ever been a resident of California; none of whom is a merchant or manufacturer or a railroad man of experience, but all of whom are lawyers or political representatives; and,

Whereas, It is proposed to give this Interstate Commerce Commission power, upon complaint, to change any interstate freight rate in the United States, which practically places the control of the railroads without operating or financial responsibility therefor into the hands of a commission; and,

Whereas, California is so far from its markets in both directions in comparison with other sections that rates made o the mileage basis adopted heretofore in appeals acted on by the commission, would bar our products from many markets in competition with other sections where we are now enabled to compete because the California railroads realize that in order to live themselves they must make rates enabling us to live; therefore be it

Resolved, That we request representation of the Pacific Coast and of the Pacific Northwest, through the enlargement of the commission by two members, and that we suggest the rate-making power be left where it is, and that the commission should devote itself to the elimination of abuse of evils arising from any secret rebates, secret rates, private car lines or other forms of discrimination among shippers between any two points.

SELLS PURE MAPLE SYRUP.

Clarence M. La Shelle has just completed a tour of the Coast in the interests of Welch Bros.' Maple Company, of Burlington, Vt. This firm manufactures an absolutely pure maple syrup that is noted wherever it is introduced for its delicious flavor. Mr. LaShelle informs us that the price of maple syrup will unquestionably rule firm and high since many manufacturers of highly considered brands of maple syrup will now have to buy much larger quantities of maple sugar in order to be able to sell their goods in States that have pure food laws. Mr. LaShelle explains that the syrup of his company was merely the sap thickened by boiling and was not made by dissolving maple sugar as so many are. The particular excellence of its flavor is due to this fact.

TANGLEFOOT



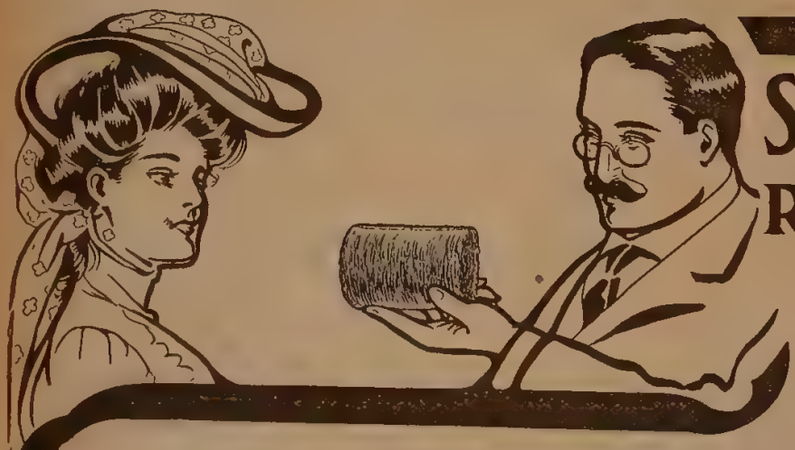
STICKY
FLY PAPER

Is really the only device known that will catch and hold both the fly and the germ and coat them over with a varnish from which they cannotescape preventing their reaching your person or food.

TANGLEFOOT is Sanitary.

Ask for TANGLEFOOT.

Profit? Over 120% to You.



SHREDDED WHOLE WHEAT
RECOMMENDATION

You should be more than willing to recommend

Shredded Whole Wheat Biscuit
and Triscuit

to your customers. In the first place, they will like the Shredded Whole Wheat products and find that they represent the ideal food with the maximum amount of nutrition; and the second place, you will be doing yourself a good turn as well as your customers. It always pays to recommend a good thing—particularly when there is a satisfactory profit in it for you.

The Shredded Whole Wheat products pay you a good profit, and keep on paying it constantly, as they are not a fad, but a staple — people who once try them, keep on trying them.

There's no food on the market which is better advertised. This means that the demand is permanent as well as strong.

It will be good business for you to speak a good word for Shredded Whole Wheat to those unacquainted with its merits.

THE NATURAL FOOD COMPANY
Niagara Falls, N. Y.

PREPARED TO FIGHT.

Trading Stamp People Will Try to Control Litigation.

We learn from Sacramento that an attempt will be made by the Sperry & Hutchinson interests to have some friends of theirs among the retail dealers arrested for giving trading stamps as soon as the law goes into effect. They will furnish the lawyer for the arrested merchant and will use every endeavor to have the law proved unconstitutional.

The San Francisco retail grocers are more interested than any other body in upholding the law, as far as it pertains to trading stamps.

The Cigar Dealers' Association want to use the law in order to break down the Tobacco Trust schemes of premium coupons.

It will be up to the San Francisco grocers to institute an active campaign in arresting those dealers who insist on giving trading stamps and keep on arresting them until the Supreme Court hands down a decision.

A correspondent in Los Angeles writes that the people are flocking to the Trading Stamp Company's rooms to get their stamps redeemed.

There is no question but that a great many people will find themselves unable to redeem their trading stamps when the law goes into effect.

Stamp Companies Skipped.

In Eastern States, where effective laws have been passed, many of the trading stamp companies made no attempt to redeem the stamps that had been issued, but closed up their warehouses and fled the towns, leaving the retail merchants who had given out the stamps to explain to their angry customers. Every grocer should explain to his customers that this is the treatment they will probably get from the trading stamps here.

It is to be noted that Prager's no longer advertises that they will redeem trading stamps at their store.

A ROACHDALE DISINCORPORATES.

The Sebastopol Roachdale Company, whose store was destroyed by fire recently, held a special meeting on March 4th. After considerable discussion it was decided to disincorporate.

Your Stock Keeps Moving,
Your Money Is Constantly Turning,
And You Are Always Earning When
YOU CARRY

Carnation Cream

Quality

You get 20 ounces of it in every can of CARNATION Cream



Economy in Use.

For Kitchen and Table Use CARNATION Cream goes further than fresh milk.

Will Keep in Every Climate.

THE RETAILER
Who Buys Carnation Cream Now
MAY ADD
EXTRA PROFIT **25c** EXTRA PROFIT
On Every Case
TO
The Credit Side of
HIS ACCOUNT

Ask your Jobber, or write direct to **Spohn - Patrick Company,** *Agents, for Special Rebate Contract Blank.*

PACIFIC COAST CONDENSED MILK CO.
Manufacturers : : : : : : : Seattle and Kent, Wash., Forest Grove, Oregon.

THANK MR. PAULDING.

San Francisco Grocers Rejoice at Legislative Triumphs of State Association.

Only 15 grocers were present at the meeting of the San Francisco Retail Grocers on Wednesday evening, which proved very interesting.

Mr. Suss, chairman of the Grievance Committee, reported having corrected several trade abuses complained of by members. Complaint of a bottling company that had sold a consumer resulted in their promising to discontinue. Otto Luhn, the soap manufacturer, agreed to stop selling soap from house to house.

Members were urged to send complaints to Mr. Suss, giving full particulars.

Much gratification was expressed at the results achieved at the last Legislature. Mr. Paulding told in an interesting way of the work that had been done.

Vice-President Connolly, who is also State Secretary, explained some of the obstacles that had been overcome. He insisted that the value of Mr. Paulding's services was far in excess of what he had been paid, and suggested that a vote of thanks be tendered him. This was done without a dissenting voice.

Mr. Bauers, secretary of the Dry Goods Dealers' Association, in a short address, expressed great admiration at the effective way in which the grocers all over the State had been enabled to unite in influencing the Legislature through their State Association.

GET PICKLE TRADE.

Give Something Better and See How It Draws Customers.

"We are in position to help retail grocers build up a good pickle business.

"It only requires quality to do this.

"If the dealer is willing to do his share, we will assume all the risk."

This is the platform of the Pacific Vinegar & Pickle Works. They let the dealer "money back" every package of their "California Home Brand" pickles and thus enable him to recommend them to his trade. They guarantee that the price will be right by agreeing to let the grocer fix the price himself and pay whatever he decides they are worth if, on the arrival of the goods, he does not find them the best value for the money he ever bought.

No Pacific Coast pickles ever before had the quality that is to be found in the "California Home Brand" goods. F. L. Matthews, manager of the Pacific Vinegar and Pickle Works, has been in the business for more than 20 years. He has learned the great lesson that permanent success in the condiment line depends upon quality. The pickles used by his company are specially grown from special seed with every care to insure tender pickles. Their sweet pickles are really preserves and every sale means a steady customer who will buy ten times as many "California Home Brand" goods as they would of the usual cheap and tough article.

DAN O'CALLAGHAN
REAL ESTATE
AND
INSURANCE BROKER
City Agent
Liverpool & London & Globe Ins. Co.
Telephone, Main 5238
22 Montgomery St., San Francisco
(Mr. O'Callaghan was for many years a member of the firm of O'Callaghan, Nelson & Co.)

CONTAINS WHITE OF EGG
The Greatest Leavening Auxiliary



Not Made by the Trust

Now Used in Thousands of Families

30 CENTS THE POUND
Made in California. Ask Your Jobber.
THE NEELY COMPANY
3 California St., San Francisco

NOT EXCELLED
By Any Cream Made



Made in Vall y Ford, Sonoma County, by
The Condensed Milk Co.
OF CALIFORNIA
213-215 Market St, San Francisco

"CRACKER JACK"
"The more you eat
The more you want"
THE WORLD'S GREATEST 5c SELLER
100 Packages to Case = = = $3.65
CASE WEIGHS 40 lbs. GROSS
Dodge, Sweeney & Co., Agents, - San Francisco, Cal.

THE KIND THAT MELTS IN YOUR MOUTH



COULD you imagine anything more delicious than a piece of smooth, creamy, delicate Swiss Milk Chocolate? We want to send you a Free Sample — Your Name and Address, Please!

Write to Department "C"

SPOHN-PATRICK COMPANY SOLE AGENTS 16-22 Front St.

SAN FRANCISCO

RAINIER BEER

Popular! Why?

Because it is really good.

Only Choice Materials Used in its Manufacture.

JOHN RAPP & SON, AGENTS

Phone South 473.

News of the Coast.

CALIFORNIA.

Escondido—Stevenson Bros. Co. are remodeling the grocery department in their store in order to make more room.

Haywards—Ramos & Foster, fruit and vegetables, are adding groceries.

Huntington—Stewart & Gibbs are erecting a new building at Main and Walnut smtreets. The corner store will be occupied by the Gibbs' grocery.

Los Angeles—J. J. Forbes has fitted up an up-to-date store and is going after the trade of the Sixth Ward. His store is a model, from his neat fixtures to his Bond weigher, by which he sells staples at a low price with a profit.

Los Angeles—Two 100-pound sacks of sugar were stolen from the sidewalks in front of Kemp & Edwards' grocery store one day last week. Five sacks were left in front of the store and when the clerks returned for them three-quarters of an hour later, but three remained.

Mountain View—Goldberg, Bowen & Co. have opened a grocery here.

Ocean Park—H. C. Burmister is opening an attractive grocery here.

Pomona—The Capitol grocery has adopted the cash system of doing business.

San Bernardino—J. M. Bracewell has made an important addition to his store. Starting about a year ago in a store of moderate size, he has steadily increased his stock and custom until it was found necessary to increase his store space. He is now occupying a large addition to his old store and is in position to handle his trade in an up-to-date way. The old store will be used for staple groceries, the filling of orders, etc., while the new store, next door, which is connected by an arch in the rear, will be used exclusively for a display and sample store, delicatessen, etc.

Santa Barbara—Ed Diehl has resumed his duties at the Diehl Grocery Company's store after having been away for several weeks on his honeymoon.

MONTANA.

Anaconda—The Barisch-Terkla Co. has succeeded George Barisch, grocery.

Butte—Ed Kartinen & Co. have succeeded Ed Kartinen, grocery.

Kalispell—Judson Sawyer has succeeded Sawyer & Son, grocery.

OREGON.

Eugene—J. T. Nicklin will start a dry goods and grocery store.

Portland—J. Henry, meats, will remove to 201 First street, and will add groceries. Gunther & Hickley will start a grocery. Sam Siegenthaler has started a grocery and notion store.

UTAH.

Ogden—The well known grocery man, Frank R. Watkins, has withdrawn from the firm of Watkins & Nicholas, and will open a new grocery Wednesday morning, March 1, at 201 Twenty-fifth street, across the street from the old stand.

WASHINGTON.

Colfax—J. Kimbrough has bought W. F. Hull & Co.'s grocery, where he was chief clerk for the past year.

Dayton—Work has commenced on the new Ankeny brick block, 40x80 feet. It will be occupied, when completed, by W H. Van Lew's grocery and bakery and H. W. Young's meat market.

LaConner—Nelson & Pearson have moved their grocery stock into their new building.

North Yakima—R. B. Brown, formerly of Richmond, Va., has bought out the New York Cash store and will continue both the grocery and drygoods departments. The stock has been enlarged.

Ridgefield—M. M. Frederick is reported starting a grocery store.

Spokane—N. McDougall has discontinued his grocery. P. Heily, who sold his grocery to Filsom & Co., has regained possession of it. M. Crowe and F. Swingler, formerly of Crescent, are starting a grocery at the corner of First and Lincoln streets.

CALIFORNIA MAPLE SYRUP.

Shasta, Cal.—Chas. L. Paige, of this place, has 125 maple trees on his ranch on the Peaks which he is tapping this year. Eastern experts have assured Mr. Paige that his maple sugar is of the finest grade. He has several hundred trees growing wild near his home.

CROWN BRAND
EPICURE CHEESE
A CHOICE ARTICLE.
A Rapid Seller at a Good Profit.
Not Equalled by Any on the Market.
SARDELLAS
ANCHIOVIS CAVIAR
TABLE SPECIALTIES.
A LARGE LINE
Of Guaranteed High Quality.
We solicit Attention of the Trade to our Offerings. Our Epicure Cheese will fully satisfy the most particular people. . . . .
EPICURE MANUFACTURING COMPY.
216 Davis Street
San Francisco
Factory, Los Angeles - - Cal.
Branches:
Portland, Or. Seattle, Wash.

Better and Quicker Work
THAN ANY $50 CUTTER COSTS ONLY HALF AS MUCH
The "Dunn"
CUTS ANY WEIGHT CHEESE AT ANY PRICE PER POUND
A Child Can Operate It.
We can sell our Cutter for Less than any Other Manufacturer, because —
Our Capacity is Greater — We Make More Cutters — than ANY other Factory.
WILL SAVE ITS COST IN 90 DAYS.
For further particulars address
W. A. HAWLEY — PACIFIC COAST AGENT — 310 Cluett Building
SAN FRANCISCO, CAL.

$25



$5 Down
$5 p. Month
5 Year Guarantee

Attracting Trade

Entertainers As Trade Attracters.

A one-price cash supply company of South Dakota uses original advertising schemes. One of them is just in, says the Commercial Bulletin.

A circular, evidently printed on a mimeograph, was sent to all of the people in that territory. At the top is a picture of a full moon and the date, January 27. The circular explains itself. It says:

Dear Friends—We have made arrangements with a company of "Royal Entertainers" of high standing to give a musical and literary entertainment at Michael's hall—Friday evening, Jan. 27th, for the benefit of all who are (and may be) our customers—old and young—married or single—male and female.

Absolutely no admission charged.

This company comes at our expense.

We issue the tickets this way:

We give every person or family a free ticket with every $5 worth of goods bought from us between the dates of Friday of this week—Jan. 13 and Friday evening, Jan. 27. (No saving stamps will be given between these dates.)

There is a two-fold benefit to you just at this time, in this way:

First—You save money because of the extra special values offered during this month's stock cleaning.

Second—An evening of high class entertainment, absolutely free! You certainly will be made to realize that—

"A little nonsense, now and then
Is relished by the wisest men."

We kindly refer you to large advertisement circulars of last week for the ridiculously low prices quoted on Ladies' Tailor Made Suits, Skirts, Jackets, Shirt Waists, etc., but better still for you to come and see the bargains offered at this Rummage Sale, and buy all you can possibly use for the next six months.

Just with our ordinary trade we would issue tickets enough for a good house to this entertainment, but we want the house packed on the night of Jan. 27, and if you get more tickets than you can use, give them to your friends.

You notice we mention full moon—Jan. 27, so those who live 15 or 20 miles away can just as well come as not and bring the children.

One of the entertainers of this company was hired because of his ability to please, entertain and keep the little folks wide awake all evening.

Thanking you again for your liberal patronage, and assuring you our earnest endeavors to always give you our best values and on the evening of Jan. 27th furnish you an evening of Real Enjoyment, we are, very truly yours,

—McLouth & Slasor.

P. S.—Seats reserved in order as each $5 is traded. The one who trades the first $5 beginning Friday, Jan. 13th, gets first choice—the second $5 the second choice, and so on. Who will be the first? McL. & S.

Utilize Your Awning for Advertising.

Comparatively few dealers ever think to put their awnings at work, as an advertisement for their business. In too many cases the awning is allowed to become weather-worn and dingy, while the advertising upon it is generally limited to the name and street number on the flap.

Now, as a matter of fact, an unfurled awning is the most conspicuous part of a store front, and if it is ragged and soiled is apt to give people an unfavorable impression of the store.

As a rule, the average dealer, especially in the smaller cities, would find it a good investment to have the awning renewed every season. The more trim and tidy the awning is kept, the more favorable would be the impression upon prospective customers.

Then the awning should bear an attractive permanent advertisement, sufficiently striking in character to attract the attention of persons on the opposite side of the street, or of those riding by. In addition to this permanent sign, the awning can be utilized from time to time for temporary advertisements, whenever the dealer has something special to which he desires to call attention.

The awning can be used to advantage for this purpose in exploiting a new brand which is being introduced, and during the summer to impress upon vacationists the advisability of buying a stock of smokes before they start upon their outings; while just previous to the holiday season the awning can be employed to urge the desirability of making selections for holiday gifts from the dealer's stock.

Temporary signs for such purposes can be painted upon muslin or cotton by an ordinary sign painter at a comparatively trifling expense.

Bond System
OF
Retailing Staples



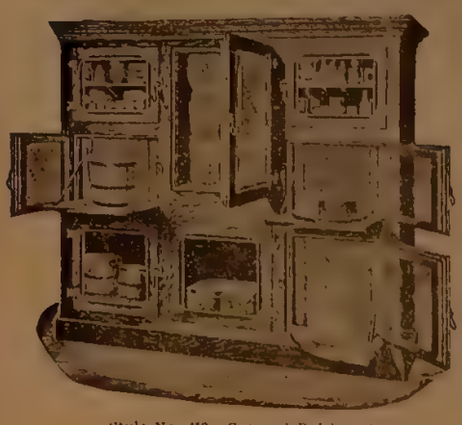
For Particulars, write

BOND SCALE CO.
210 East Second St.
LOS ANGELES, CALIFORNIA

If your Refrigerator does not keep butter perfectly, you are losing more in a single season on this account than a new

McCray Refrigerator

will cost.



Style No. 410. Grocers' Refrigerator.

The McCray Patent System of Refrigeration is the only system that positively insures perfect circulation of pure, cold air, absolutely dry and odorless.

Unequaled for Economy of Ice.

The McCray is Sold Entirely on its Merits.

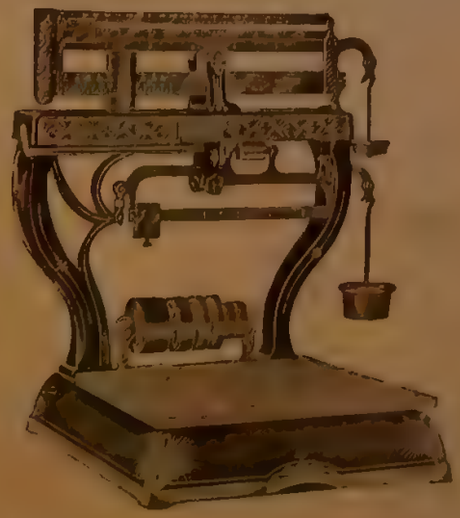
McCray Refrigerators are Guaranteed.

Your name and address written on the margin of this ad. and mailed to us will bring you our Catalogue No. 63, containing full description of Refrigerators of many styles for the Grocer.

SOLD ON EASY PAYMENTS.

BECK - WAKEFIELD COMPANY
GENERAL AGENTS
122 Market Street, San Francisco, Cal.

$39.00 BUYS THE BEST
Computing Scale in America



Patents sustained by U. S. Courts and Patent Office.

Saves the Grocer 60c per Day

Write for particulars.

Not Made or Sold by the Trust.

Sold by Wholesale Grocers and Hardware Dealers.

Standard Computing Scale Co., Ltd., Manufacturers
DETROIT, MICH.

California's Choicest Food Products



"Griffin Extras"
PURE AND WHOLESOME
PRESERVES AND MARMALADES
Prepared in 16 oz. Glass Jars. 2 doz. in Case.
16 Varieties Packed Straight or Assorted.
These Delicious Preserves and Marmalades
Are Put Up to Meet the Requirements of High-Class Trade.
SPOHN - PATRICK COMPANY
SALES AGENTS
16-22 FRONT STREET, - - SAN FRANCISCO



Consumers and Dealers

Cannot be fooled all the time. They will not always accept cheap, thin milks, represented to be of standard quality, in place of . . . . . .



Our Pet

BRAND

Evaporated Cream

Large cans, filled with but slightly condensed and poorly prepared milk, no longer deceive the intelligent consumer, who finds that he gets better value in a "Family" size can of OUR PET BRAND Evaporated Cream (or any brand bearing our top label) because

It Goes Farthest
Is Richer in Butterfat
Does Not Separate or Spoil
Looks More Appetizing
Tastes Better and
Keeps Better after Opening

Helvetia Milk Condensing Co., - Highland, Ill.

San Francisco Office, 3 California St.

THE ORIGINAL BIG CAN



ALWAYS POPULAR

ITS MANY IMITATORS PROVE ITS GREAT WORTH

For Sale by All Jobbers

San Francisco Offices:
115 Davis Street.

YOU CAN
INCREASE YOUR COFFEE TRADE WITH

Wedding Breakfast
COFFEE

Get Good Sellers and



Your Coffee Troubles Are Over

Roasted 5250 Feet Above Sea Level
(AND IT SELLS.)

NASH-SMITH TEA AND COFFEE CO.
Purveyors to Coffee Connoisseurs
DENVER — ST. LOUIS
FRANK B. PETERSON & CO., SAN FRANCISCO

FLOUR AT COST.

(Continued from Page 3.)

Francisco they are their friends and have been for many years.

The Dealers' Friends.

We ask you if allowing you to face such competition for all these years is friendship?

We ask you if refusing to abide by the request of the grocers for protection is friendship?

We ask if it shows friendship for them to try and make you believe them as against the reports of your association?

We ask you if it is friendship for them to spread lying reports in an endeavor to shake your confidence in your representative, who is making an effort to better your condition?

Do all these prove their friendship for you?

We leave you to be the judge.

It sometimes takes a new friend who really tries to help to show up the shortcomings of the old ones who pretended to be friends in order to keep you willing to work for them without a profit.

Some "friends" help to force you to sell at a loss.

Others will not allow cutters to prevent you from making money.

Do your own choosing.

HAS WON MANY MEDALS.

One of the most effective medal winners of the country is the "United States Metal Polish." This splendid article won all the medals at the World's Fair at Chicago in 1893 in competition with many polishes, and also the World's Fair at St. Louis, which recently closed.

The "United States Metal Polish" has been on the market for 23 years. Its history has been one of considerable satisfaction. It is the product of long experiments by a practical chemist. Its excellence is such that the demand has been increasing continually, so that they are now the largest manufacturers of their kind in the country.

The goods are guaranteed to be first class in every respect. This fact insures that the customer who purchases will be satisfied. There is a good margin to the retail dealer, which insures that the dealer will be satisfied.

J .T. Wilson of 1770 Fifteenth street, San Francisco, is the Pacific Coast agent.

GRAPE JUICE THAT SELLS.

Welch's grape juice is enjoying a very large sale in California this winter—much greater than ever before.

There are many grape juices on the market, but the original unfermented grape juice is that known as Welch's, and which is put up by Dr. Welch of Welch's Grape Juice Company at Westport, New York.

This article is free from any adulteration or antiseptic, and is sold to consumers just as it is pressed from the grapes. The trade cannot make any mistake in stocking Welch's for the reason that it is the leading article of its kind, and the makers are advertising it very liberally in all the leading magazines and periodicals.

HAAS BROS. EXPAND.

Haas Bros. are making extensive changes in their establishment at the corner of California & Davis streets. They have taken the store formerly occupied by J. A. Folger & Co., adjoining their original establishment on California street. This gives them a splendid store, which is being entirely rearranged. The corner store, 50x125 feet, will be devoted to offices and salesrooms and will be fitted up with every modern improvement. The second store, which was also occupied by J. A. Folger & Co., will be used as their shipping department. They will have three additional floors and an additional basement for the systematic storage of their goods in addition to the new floors and basement that they have.

LASH'S
KIDNEY & LIVER
BITTERS
CURES DYSPEPSIA.

HAVE YOU NOTICED
all these Signs around Town?



It shows that most of the Grocers keep what people ask for WUNDER BEER If YOU don't, wake up phone to our bottling works and they will send their man to see you.
Phone South 1098

JOHN D. BULLWINKEL GEO. M. AHRENS
GEO. H. PEIN

Ahrens, Pein & Bullwinkle
WHOLESALE
Liquor Merchants
630 Post St., bet. Taylor and Jones
Sole Proprietors

O. K. "Royal Stag"
Kentucky Bourbon



"Chief Tonic"
AND
"Old Pal"
Kentucky Bourbon
Agents for the Celebrated Olympia Pale Lager, Olympia, Wash.

NATIONAL
CASH REGISTERS
Sold on Easy Monthly Payments.
PIERCE & CO.
14 Turk Street, San Francisco, Cal.



J. F. Cutter Whiskey
IS THE BEST SELLER FOR THE RETAILER ON THE MARKET

E. Martin & Co.
Sole Agents
54 FIRST STREET
San Francisco

Cigars and Tobacco

CIGARS AND TOBACCO.

Ehrman Bros. & Co., distributors of the Optimo, report a satisfactory and steadily increasing trade. The Optimo is easily the leader among high grade goods in this market. No up-to-date cigar store is without them. They are putting a new size of the Optimo on the market.

The M. A. Gunst Cigar Company of Seattle, Wash., have bought the entire business of Goldberg Bros., Inc., Henry K. Goldberg becoming first vice president and manager of the new enterprise.

Henry W. Taft, a brother of the Secretary of War, has been especially engaged to investigate the selling operations of the American Tobacco Company in and about the city of New York.

Rinaldo Bros. & Co., cigar and tobacco dealers and jobbers, are putting considerable stress on Old North State tobacco, manufactured by R. P. Richardson Jr., at Reedsville, N. C.

The utter absurdity of attempting to gauge the strength or mildness of a cigar by the color of the wrapper is coming to be better understood by smokers generally than it ever was before. As a result the demand for pale colored cigars is steadily decreasing. One New York dealer says that his sales of light colored cigars are 40 per cent less than they were a few months ago.—Tobacco.

The Tampa correspondent of Tobacco writes to that journal: "Jose Lovera & Co. are fertile in resources. The latest improvement designed by Mr. Lovera is a dry box with a capacity for 10,000 cigars, the boxes placed on a grating midway in the box with electric bulbs on the bottom to furnish the heat, the temperature being uniform and can be raised to 110 degrees, which will dry the boxes in 10 minutes to be ready for shipping when weather is unusually damp."

Arrangements for the great tobacco exposition at New York next October are progressing most satisfactorily, according to the managers. The committee is in receipt of numerous letters from would-be exhibitors and have received promises from a number of prominent manufacturers that they will be represented by attractive exhibits. Indirect assurance has also been received that most of the more prominent independent cigar manufacturers in Havana have already decided that they will be liberally represented and that several thousand dollars will be raised for that purpose.

Herman Heyneman has issued the following circular to the trade under date of March 6:

"Effective on and after this date, for a limited time, we will send checks to your customers, the retail dealers, for 50 cents (50c) each, on sales to them from your stock made under the following conditions: Each sale must consist of 50 pounds or more of The American Tobacco Company's listed brands of smoking tobacco, or "Boot Jack" plug, or "Sledge" plug, or "Old Virginia" cheroots (100 "Old Virginia" Cheroots will count in a sale as two (2) pounds of tobacco). Each sale must include five pounds of "Union Leader" plug or 12 pounds "Sledge" plug. Each sale must include either "Union Leader" plug cut or "Sledge" plug, and no payment will be made on any sales unless one of these brands is included, in quantities as above stated. No allowance of more than fifty cents (50c) will be made on any sale of more than 50 pounds and less than 100 pounds of the brands of tobaccos above named. Sales of 100 pounds must include 10 pounds of "Union Leader" plug cut or 24 pounds of "Sledge" plug, to entitle the retailer to a check from us for $1.00; and larger sales in multiples of 50 pounds must include "Union Leader" plug cut or "Sledge" plug in the same proportion."

Mellow

The commingling of purity, age and flavor makes



Hunter Baltimore Rye

America's Best Whiskey

It is particularly recommended to women because of its age and excellence.

It is The First Sought and The First Bought

HILBERT MERCANTILE CO.
136-144 Second St., San Francisco
Phone Private 313.



EHRMAN BROS. & CO.,
S. F. Distributers.

HOW HE DID IT.

A Prominent San Francisco Grocer Makes a Discovery.

A prominent San Francisco grocer was speaking recently about the various means developed for economizing work and insuring accuracy in the grocery store.

Automatic weighers, computing scales, electric coffee mills and cheese-cutters, all are important, the main difficulty with many of them being the amount of capital required for a man to furnish his store with these fixtures; but the most important and least expensive improvement this grocer knows of is the Perfection Short Credit System, which looks after the credit end of his business without any work, and saves him all the night labor and worry of mistakes and bill-making he previously endured.

This man is only one of the many who have found this system invaluable to them, and it is a fact that no dealer can afford to be without it.

The agent is P. E. Lenfestey, 220 California street, San Francisco.

Matches that are made in heaven have nothing to do with the misfit alliances between poverty-striken foreigners and silly American heiresses.

FRANK P. FAVEL.

A Live Business Man Who is Enthusiastic About Lily Cream.

We present this week a picture of Frank P. Favel, the local representative of the Pacific Creamery Company who is now located at the headquarters of the company, 115 Davis street, in this city. Mr. Favel has been engaged in exploiting Lily Cream for the last eight years. His field has been Southern California until the first of



the year, when he was transferred to San Francisco in order that the company might secure the same hold in Northern California that they have in the South.

Lily Cream is the pioneer of the large tins of evaporated cream.

In quality it is a standard of excellence.

Although it is found in most of the leading grocery stores of Northern California, Mr. Favel reports that the business for February of this year showed a large increase over the sales of the similar period in 1904.

UTAH GROCERS PROTEST.

A committee of fifteen has been appointed by the newly organized Grocers' and Butchers' Association of Salt Lake City to take up the matter of necessary legislation. The grocers of the Mormon metropolis want to be able to garnish the wages of public officials. They also want manufacturers to mark the net weight of the contents of all package goods on the outside wrapper. Another bill that the grocers are interested in is one to make it a misdemeanor to sell storage eggs as fresh ranch hen fruit.

LANDIS



TONIC BITTERS

A Pure Tonic and Laxative

—o—

Made from Herbs, Seeds Roots, Barks (Guaranteed)

NATURE'S OWN REMEDY FOR Stomach and Blood Disorders

Made only by the

The Landis-Patton Mnfg. Co.
Incorporated
1664 MISSION STREET
Tel. Folsom 4156 SAN FRANCISCO

Gilt Edge Whiskies

Wichman, Lutgen & Co.

—Incorporated—

Importers and Wholesale Dealers in WINES AND LIQUORS

will remove to their new quarters

29-31 Battery Street

on or about April 15th, 1904.

Mothers! Mothers!! Mothers!!!

Mrs. Winslow's Soothing Syrup

has been used for over SIXTY YEARS by MILLIONS of MOTHERS for their CHILDREN while TEETHING, with PERFECT SUCCESS. It SOOTHES the CHILD, SOFTENS the GUMS, ALLAYS all PAIN; CURES WIND COLIC, and is the best remedy for DIARRHŒA. Sold by Druggists in every part of the world. Be sure and ask for "Mrs. Winslow's Soothing Syrup," and take no other kind. Twenty-five cts. a bottle

UTOPIA GINGER ALE
Crystal Orange Cider
JU LIM-PE (the juice of limes with pepsin)
Specialties of the
Pure Water Company
P. O. Address, Golden Gate,
Oakland, California.

Call for ASTI WINES

PRODUCED BY THE ITALIAN SWISS COLONY

Dry Wine Vineyards, ASTI, Fulton, Sebastopol, Cloverdale, Sonoma County, Cal.
Sweet Wine Vineyards, Madera, Madera County, Kingsburg, Fresno County, and Lemoore, Kings County, Cal.

Office and Salesrooms, Cor. Battery and Greenwich Sts.
Vaults, 1235-1267 Battery St. 101-169 Greenwich St. 1334-1336 Sansome St., S. F.
P. C. Rossi, President Telephone Private Exchange 448. A. Sbarboro, Secretary

A. VIGNIER CO.

429-431 Battery Street San Francisco

IMPORTERS

Sardines, Olive Oils, French Preserves, Washing Blue, French Castile Soap: Clover Leaf, Virgin, Dahlia, mottled, Wines and Liquors—A. V. H. Gin—imported goods only.

Sole Agents for the Genuine CLICQUOT Champagne
Only the GENUINE, Imported direct from France, bears Vignier's LABEL

YOUR EVERY WANT IN

PAPER

Can be
Supplied by

A. ZELLERBACH & SONS

416-426 Sansome St.

SAN FRANCISCO

SALEM BEER

SUITS THOSE WHO ARE PARTICULAR ABOUT THE BEER THEY USE.

IT HAS THE FLAVOR
IT HAS THE AGE
IT HAS REPUTATION
IT IS MADE RIGHT

Those who have used it know it. Those who do not know soon find it out after a trial.

SALEM BREWING ASSOC'N
BREWERS

BOTTLED EXCLUSIVELY BY THE
Sunset Bottling Co.
3109 20th Street
SOLE AGENTS

Clerk's Corner

Indifferent Clerks Lose Trade.

Perhaps the lack of alertness or indifference on the part of employers or of the executives who look after the details of them is to some extent responsible for the fact that many clerks and other employees who come in contact with customers daily injure the business of their employers, say Michigan Tradesman.

While the majority of clerks are obliging and study to please their customers and to serve their employers conscientiously, there is many a one among the minority who every day causes his firm to lose more than his salary amounts to. In other words, if, instead of drawing his salary of $15 a week or whatever it may be, he were to pay his employer that sum for the privilege of working for him, his employer even then would profit by discharging him.

A New York man recently had occasion to go into a large machinist supply house in the down-town district to make a purchase. It was fully forty minutes before closing time and half a dozen idle clerks were lounging on the counters talking. None of them offered to wait on the intending customer and when he finally advanced on the staring group and asked to be waited on, each looked at another with an expression that plainly said: "It's so near our quitting time that I don't want to work." And it was fully a minute before one shuffled lazily from the group and proceeded to make a sale. He threw down an article from the shelf without waiting to learn just the customer wanted. Then, in haste to get through with his task, he tried to tell the customer that he had no other kind. The customer scanned the shelves until he saw what he wanted and then the clerk lazily wrapped up the purchase and wrote out the check.

It goes without saying that the customer will walk several blocks out of his way rather than go there to trade again. Of course the man in charge of the floor would not countenance such shiftlessnees on the part of his clerks if he saw it. But that does not count with the customer.

MILK POWDER IN CANADA.

James H. Worman, U. S. Consul at Three Rivers, Quebec, writes: "A process has recently been patented in Canada for the manufacture of milk powder, which consists of mixing with milk a sufficient quantity of milk salts to render the albumen soluble, such as 1 per cent of nitrate of calcium and phosphate of potassium. The milk is then evaporated and noncrystalline sugar is added in proportion of about 1 to 2 per cent of the weight of the milk in order to prevent decomposition."

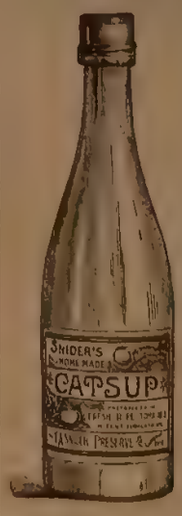
TIMELY AND PERTINENT.

"Mr. Grocer, a sort of Lenten monotony has come over our family luncheons, and I know you can suggest something toothsome to break it up. Please, now, what shall it be?" Has the affable Mrs. Paywell said this to you yet, over the phone or the counter? Very likely.

If you have sampled the "Sunset" brand of canned mackerel and can therefore speak confidently of the excellence of both the fish and the olive oil, you know just what to say to Mrs. Paywell and to add to the golden opinions she has already formed of you. These mackerel are both delicate and satisfying, and there is a choice of souse, mustards and tomato flavoring.

These goods deserve a prominent place in every Lenten display, and the wide-awake dealer will see to it that he has it, that his customers' palates may be tickled and his sales increased.

The Basis of a Good Tomato Catsup



is the right kind of Tomatoes.

We grow our own tomatoes, and make our Catsup when they are fresh picked

So much for the Tomatoes.

The Spices we use speak for themselves, in the quality of the Catsup.

The Delicate Flavor proves our Case.

T. A. SNIDER PRESERVE CO.
CINCINNATI, OHIO.

SPOHN-PATRICK COMPANY
AGENTS
16-22 Front Street, San Francisco

IT WILL BE YOUR BEST CUSTOMERS,

or some slow dealer's best ones, that call for

HAND SAPOLIO

Always supply it and you will keep their good will.

HAND SAPOLIO is a special toilet soap—superior to any other in countless ways—delicate enough for the baby's skin, and capable of removing any stain.

Costs the dealer the same as regular SAPOLIO, but should be sold at 10 cents per cake.

Groeery Markets.

Commercial Outlook of the Western World as shown by Present Conditions.

Office of the ADVOCATE.
Thursday Afternoon.

ADVANCES.

Hartley's Marmalade, to $2.40.
Merry War Lye, to $3.10.
Liverpool Salt, 50s, to $15.00; 100s, to $14.50; 224s, to $13.50.
Prunes, 40-50s, to 5¼ cents.
Coriander Seed, to 11 cents.
Caraway Seed, to 8 cents.
Red Beans to 6½ cents.
California Mild Cheese, to 14 cents; Young America, to 15 cents.
Empire Crab, ½s, to $1.65.
Griffin Extras solid pack 3-lb tomatoes, to $1.10; with pepper, 3-lbs at $1.15.
Griffin Extras preserves, raspberry, strawberry, blackberry, currant, loganberry and cherry, to $2.00 per dozen, less 10 per cent in 5 case lots.
1 gal. galvanized iron oil cans, to $2.00.
Norwegian Mackerel, Bloaters, 200-lb. bbl., 120-130 fish, to $48; Bloater, 100-lb. ½ bbl., 60-65 fish, $25; No. 2, 200-lb. bbl., 220-240 fish, to $30; No. 2, 100-lb. ½ bbl., 110-120, to $16.00.
English Cured Bacon, Eastern, 8-10, to 13½ cents; 10-12, to 13 cents.
Lever sausage, to 8½ cents.

DECLINES.

Hempseed, to 3¾ cents.
Maliwitz Paprika, 4-oz., to $3.50.
Cumin Seeds, to 8½ cents.
Anderson's Cranberry Sauce, to $2.10.
Libby's Chipped Beef, 1s, to $2.10.
Paragon Mackerel ,to $8.00.
3-crown and 2-crown layers, to $1.20 and $1.15.
Japanese telescrope baskets, nest of 5, size 24x15x10, to $2.00.
No. 1, Japan dust pans, per doz. to 63 cents; covered, per dozen, to $.105.
Standard Turkey Dusters, per doz., No. 10, to $1.40; No. 12, to $1.90; No. 14 to $2.50; No. 16, to $3.00; No. 18, to $3.50.
Wicking, per gross; Lamp 1 or A, ⅝ inch, to 40 cents; 2 or B, 1 inch, to 60 cents; 3 or D, 1½ inch, to 90 cents; No. 1 Rochester, to $2.00; No. 2, to $2.75; No. 3, Mammoth, to $9.25; Junior Rochester, to $1.50; Stove, 3 inch, to $1.80; 3½ inch, to $2.25; 4-inch, to $2.50. 4½ inch, to $2.90; 5 inch, to $3.50.
Lmeon Squeezers, ball, per dozen, to 80 cents.

AGAIN IN STOCK.

Maliwitz Paprika, 2 oz., at $2.25.
No. 301 Root Brushes, at 75 cents.
Bulock Cut Pineapple, chunks, per doz., at $2.40.
Mouse Brushes at $1.00.
Does it Easy Rat Trap, at $1.25.
Golden Star Oysters, 1s, at $1.75.
Cream Baking Powder, 4s, at $5.50.
Log Cabin Maple Sugar, 30-lb pails, at 15 cents.
H. O. Oats at $3.15.

SCARCE IN MARKET.

Golden Star Olives, 10-oz.
Buff Laundry Starch, 12-lb. boxes.
Pioneer Washboards.
Mirror Glass Starch, 6s.
Gillet Sardines, ⅓.
Bristol Bath Brick.

NEW IN MARKET.

X Ray Stove Polish No. 5, box of 3-oz. at $1.50.
X Ray Stove Polish, No. 1, at $2.50.
Grapewines Raw Onion, 1-lb. tins, per doz., at $6.75.
Sniders B. Beans, 1s at 90 cents; 2s at $1.35

CLIMATE CONDITIONS.

San Jose—Fruit growers insist that spring is fully a month ahead of time this year. The almond blossoms are nearly all fallen and the apricots and early peaches are all in bloom. The past rainfall insures a bountiful season.

Gridley—The season is now far enough advanced to indicate for this section the largest fruit crop in its history. Almonds, peaches and apricots promise full crops, and from the number of swelling buds on the pear and prune trees it seems likely that these varieties will yield heavily.

SUGAR MARKET.

There have been no changes this week and there is no indication as to how the market will go, but prices are lower than the cost of raws would authorize.

New York, March 9, Willett & Gray report: "The total stock of sugar for the world shows a visible supply of 3,019,816 tons, as against 3,834,641 tons last year. A decrease of about 815,000 tons.

COFFEE MARKET.

Lewin-Meyer Co. report:

"There has been considerable activity locally. Roasters have been buying freely at present prices since they feel that coffee at the figure now quoted is a safe investment. There was a decline of an eighth of a cent in New York to-day (Wednesday afternoon), but there is no room for a further decline in excess of a fraction of a cent and there is more probability of an advance."

New York, March 9th, Willett & Gray report: "With the general situation cleared up and prices brought back to about the lowest level of the crop, it is quite certain that conditions are favorable to better markets. The world's stocks begin to show a good decreaseand allowing that Rio and Santos receipts will be about as forecasted for the month, the arrivals of other coffees will surely show a sharp falling off. The visible supply must therefore continue to decrease for the balance of the crop. How much the decrease will be will depend on the proportions of the trade demand. It is well known that the necessities of the interior roasters and dealers are becoming acute, and there are good signs for improving demand in the New York market. Reports from different points in Europe also confirm a better inquiry for coffee. Whenever the trade becomes assured of the merit of existing values in the light of smaller production, together with constant increasing consumption, a notable change can be brought about very quickly. Coffee is well held by the strongest parties in the trade as well as by large capitalists, which of itself is a strong feature for the speculative markets. There exists also a large short interest to be taken care of ultimately."

TEA MARKET.

Conditions locally are at a standstill. The jobbing trade is fully supplied. We print this week a quotation from a Chicago paper which sounds rather fishy, since the Ceylon tea growers have not been telling of the uprooting of any large proportion of acreage planted for teas.

A Chicago paper reports L. H. Houston of San Francisco as saying: "Our market has been loaded to the limit because of the over-production of the Ceylon tea season before last. Because of this over-production, the tea acreage in Ceylon has been reduced about 75 per cent. I expect this decrease will result in an advance of at least 2 cents this fall, when conditions become normal again. The retail market will probably be affected to the extent of 5 cents. If Japan's war continues for any length of time there must be a steady advance in tea prices."

CANNED GOODS.

Stocks of canned fruits are very generally broken. The association is able to supply the needs of its regular customers. All eyes are now turned to the country and will depend upon the quality and quantity of the fruit crop which will come upon a practically bare market.

George B. Katzenstein, manager of the Earl Fruit Co., after a personal inspection of the San Joaquin Valley as far as Fresno and Visalia, the Santa Clara region, Watsonville, Suisun, Vacaville and Winters, Sutter, Yuba and Butte counties, and as far north as Anderson in Shasta County, says:

"In all the places I visited the conditions are most promising. The only place where I found anything like a doubtful feeling is about San Jose, where the prune growers are alarmed over the appearance of a new pest, called thrips. The situation is alarming.

"In every way that the matter may be considered the present rain will be helpful to the fruit interests. From my view the fruit will be improved and the quantity of commercial output profitable for shipping.

"The pear blight, which practically destroyed the Bartlett pear in the orchards of the San Joaquin Valley, from which thousands of carloads were formerly shipped, is threatening the Sacramento Valley. Unless the orchardists work together their pear trees will also be destroyed.

"Barring possible extreme cold weather and the equally baneful north winds at inopportune times, the prospect is favorable for a record-breaking year. We ought to be able to market our fruits from ten to twenty days earlier than usual. The small apricot crop, and the enforced rest has shown its effect on the orchards, as the trees are literally alive with blossoms."

Canned Pineapple—Canned sliced pineapple is reported to be extremely scarce in Baltimore. The stock of fancy pineapple in first hands seems to be exhausted.

CANNED VEGETABLES.

Asparagus—The first asparagus of the season is being packed this week. The California Fruit Canners' Association will begin in a week or ten days.

Canned Peas—The "New England Grocer" of Boston says that advances of 10 and 15 cents on spot peas, owing to their heavy consumption resulting from low prices. Fancy grades spot peas are very closely cleaned up.

Canned Corn—Supplies of cheap goods are still being pressed on the market and corn is quiet. Good corn

Old Kentucky Distillery

INCORPORATED



LOUISVILLE, KY.

PACIFIC COAST BRANCH
228 Front Street
SAN FRANCISCO, CAL.

"KENTUCKY DEW"

Western Meat Company

SAN FRANCISCO, U. S. A.

Packers and Exporters of U. S. Government Inspected Products



"Eastern Star" and "Monarch" Hams and Bacon

"Golden Gate" Leaf Lard
"Arrow" Lard Compound
"Golden Gate" Brand Canned Meats
Barreled Beef and Pork.

Correspondence Solicited.

TOMATOES--Pack 1904 MAPLE SHADE BRAND.

The above we are now delivering in full standards, solid pack, and same with peppers, and guarantee them to be the best ever put up on the Coast. Write for prices.

PENNELL-SUYDAM CO.
WHOLESALE GROCERS
14-16 Spear Street, San Francisco
Tel. Main 5396.

is held with confidence, but inferior grades may bring even lower prices. It is reported that Maine corn is already sold up to 80 per cent of the possible output and inquiries are still numerous.

Canned Tomatoes—The "Grocery World" of Philadelphia says that the supply of cheap tomatoes is about cleaned up and that a decided advance in prices is expected by July 1st.

DRIED FRUITS.

Prunes—There is an increasing demand for 40-50s at from 5 to 5¼ cents. Other sizes show no advance

San Jose, March 7th—A large number of crates are being made at Santa Cruz for the purpose of shipping Santa Clara prunes to Europe during the coming fruit season. This will lessen the quality of high class fruit to be cured.

Sacramento, March 11th — The "Union" reports: Ernest Luehring predicts better prune prices for the coming season. He declares that there is no probability of a repetition of the big crops of Bosnia and Servia, and since there is no big carry-over, California prune growers will have a chance."

Raisins—The market is stagnant with lower prices for 3-crown and 2-crown layers.

Figs—The "Grocers' Criterion" of Chicago says: "Advices from Smyrna confirm the fact that stocks there are practically exhausted. The only market abroad that can be looked to for further supplies is England and stock is said to be in small supply there. The few local holders show a strong advancing tendency. Competent authorities estimate that the available spot supply of figs is about 800,000 pounds. This is some 500,000 pounds less than the corresponding period of last year.

BRAZIL NUTS.

Spot stocks are stated to be exhausted. The new crop is expected soon but no price have been fixed as yet. Since the 1905 crop is expected to be considerable larger than last year a moderate range of values is looked for.

HONEY.

The best season in many years is expected by the bee men of Southern California as a result of the favorable rains

BLACKSTONE'S INKS

BEST TO BE BOUGHT

KEEPS IN ALL CLIMATES



Blackstone Manufacturing Co.
(Incorporated)
MANUFACTURERS OF
WRITING FLUIDS,
Mucilage, Shoe Polish, Shoe Paste, Shoe Dressing and Liquid Glue.
Office and Factory,
1960 Howard St. San Francisco
Telephone Capp 1111.

CANNED SALMON.

The Alaska Packers' Association will dispatch 28 vessels to the north as against 45 of last year. The reduction in the fleet is the result of operating only 13 of its 20 Alaskan canneries which were running last year. It will operate three on Puget Sound as against one in 1904. Only 22 of 46 belonging to other Alaska companies will operate. In all 31 Alaska canneries will be closed during 1905.

Astoria, Ore., March 10th—B. F. Stone of the J. K. Armsby Co., says: "I do not believe the Columbia river prices can be raised over last year because of the large expected pack of sockeyes on the Puget Sound. There will be ready sale at last year's prices for all the salmon that can be packed on the Columbia river, but they would not move readily at higher prices. Present conditions are effected through the fact that in addition to the expected large pack on the Sound there are several hundred thousand cases of Alaska fish still in first hands."

Seattle, Wash., March 9.—Instead of the total closure of fishing during 1906-1908, there will be a closed season of 36 hours each week during which the salmon will be able to run up the rivers. No fish can be caught in the waters of Washington between 6 p. m. Saturday and 6 a. m. Monday under heavy penalty. The large canners fear that the protection accorded will not be sufficient to save the salmon from extermination.

Seattle, Wash., March 10.—Canners in Southeast Alaska start up about June 1st. The canneries on the Sound will commence between July 10th and 15th. This is expected to be the fourth-cycle, or big year—that is the largest pack in the last four years is anticipated. Owing to the delay in the sale of the P. P. & N. Co's Alaska properties only a few of the plants will be operated this year. It is reported that there is nothing left of the canned and pickled stock from last year's Columbia river pack in first hands. No contracts are being considered for this season's pack except that each cannery promises to supply its regular customers, if they can, at a price to be arrived at later.

Vancouver, B. C.—The failure of the Washington legislature to pass a law protecting salmon in 1906-8 will result in revoking the Canadian agreement since it was passed conditionally upon a close season on Puget Sound. It is possible that an agreement will be arrived at with the Americans with regard to the weekly close season.

SALT AND SMOKED FISH.

Wieland Bros. report:

"Norway Mackerel. Bloaters, ones and twos, took another jump in price and there is no prospect of a decline until next season in October. Smoked Finnan Haddies turn out remarkably good this season and as prices are very low at present, they will sell well with the retail trade during Lenten season."

Sprats—Advices from France and Belgium state that the pack of sprats up to date have been very poor. Stocks unsold in hands of packers are now very low and the market at primary points show an advancement of 60c per case since the commencement of the season.

BAG MARKET.

The rains have put up the price of Calcutta bags from 6⅛c to 6½c. There will be about 42,000,000 needed for the Coast grain crop this year.

HAY MARKET.

Somers & Co. report:

"Shipments of hay for the week have amounted to 3080 tons. There is nothing to warrant this quantity of hay being shipped. The recent downfall was general throughout the State, and coming at the time when needed it has had the effect of giving the market an easy tone. Prices, however, remain as previously quoted, although they have a weak tendency."

AGED OLIVE TREES.

A dispatch in the San Jose "Herald" says that Brother Delzano of Santa Clara College is actively engaged in making olive oil from the trees on the college farm. These olive trees are over 100 years old and were planted by the early Franciscan fathers. Every other year they bear excellent crops.

WHITTEMORE'S POLISHES.



The World's Standard.

"Gilt Edge" dressing, blk.	$24 00
"Boston" Waterproof Polish (for men's and boys black shoes)	24 00
"Boston, Jr." 10c. size	10 00
"Dandy" Russet Combination	24 00
"Star" Russet Combination	9 00
"Dandy" Russet Paste	9 00
"Red Box" Russet Paste	5 00
"Champion" Black Friction Polish	24 00
"Champion, Jr." Black Friction Polish.	10 00
"Elite" Combination (for box calf, black vici kid, etc.)	24 00
"Baby Elite" Combination (for box calf, black vici kid, etc.).	10 00
"Elite Paste" (for box calf (two sizes)	$9 00 5 00
"Superb" Patent Leather Paste	9 00
"Blue Fox" Patent Leather Paste	5 00
"French Gloss" (in cartons, for ladies' black shoes)	9 00
"Royal Gloss," 4 oz. (for ladies' black shoes)	8 00
"Bossola" Waterproof Paste Polish, large	9 00
"Bossola" Waterproof Paste Polish, small	4 50
"Quick White" perfectly cleans dirty white shoes (two sizes)	$24 00 10 00

"Sunset" Mackerel

WINS TRADE BECAUSE

THE PACKAGE PLEASES THE EYE
THE CONTENTS PLEASE THE PALATE
THE PRICE PLEASES THE POCKET
THE PROFIT PLEASES THE DEALER

AND

IT IS CALIFORNIA FISH
IT IS CALIFORNIA OLIVE OIL
IT IS IN CALIFORNIA MADE TINS
— 18 OZ. CANS —
WITH SOUSE TOMATO MUSTARD

PUSH THE GOODS THAT PAY

CALIFORNIA FISH COMPANY.

P. E. LENFESTEY, - - Agent
220 California Street, San Francisco, Cal.

PACIFIC STORE AND OFFICE FIXTURE CO. INC.
TEL. BLUE 2571 F. A. OEHM, Pres.

Store Fixtures

DESIGNERS AND MANUFACTURERS OF
STORE, OFFICE AND BAR FIXTURES
3253-3259 SIXTEENTH ST.
San Francisco

Enterprise Brewing Co.'s

Beer is sold on its merits.

We invite comparison of our productions with ANY on market. You will then become our best advertiser, we are dead certain.

A **GOOD ARTICLE** is the very best advertising medium. Are we not right?

Telephone, Mission 152. San Francisco, Cal.

EXCHANGE COLUMN.

Subscribers can make use of this column gratis for the publication of their wants in any way.

WANTED.

A traveling salesman, 12 years on this Coast, "a specialty man," wants a year's contract or a three months' trial with a good house. Knows every grocer in California—outside of 'Frisco. State territory you want covered, salary you will pay; best of references. Address, "Traveler," care this journal.

For Sale—An old established, good-paying business, on fine corner, in residence section. Rent reasonable. License goes with place. Fine opportunity for two live men. Address Grocer, care Advocate office.

FOR SALE.—Business buggy in good condition, for sale cheap. J. J. Meinert, Fourth avenue and California st.

GROCERY FOR SALE.

$850—Grocery and bar; old establishment; long lease; 4 living rooms; rent $25; sickness cause. 748 Brannan street.

Jesse Moore A. A. Whiskey

Best on Earth



Pure, Old and Palatable

JESSE MOORE HUNT CO.
Louisville, Ky. AND San Francisco, Cal.

E. GHIRARDELLI
Mercantile Co.
305 Clay Street, San Francisco
Packers and Jobbers

Pickles,
Catsup,
Preserves,
Vinegar, etc.

We prepare for the Grocery Trade a line not surpassed in quality and purity.

OUR CATSUP is not equalled by any on the market. Try an order.

"BRICKS WITHOUT STRAW."

Spokane Grocers Realize the Necessity of Practical Efforts to Secure Results.

Although the representatives of the Washington State Grocers' Association were largely instrumental in the formation of the Pacific Coast Retail Grocers' Association, yet the Spokane Association was the only one to redeem its agreement to help meet the expense of putting the association into practical operation.

In commenting upon this, "The Trade" of Spokane says, under the above caption:

The "Trade" regrets to learn that the Spokane Association is the only one in this State that has raised funds for, or paid anything to the support of, the Pacific Coast Retail Grocers' Association. Apparently our brethren on the Sound are derelict in this matter, as in one or two other things that might be mentioned.

Now, the Spokane Association is not "kicking." So far as we know, not a complaint or murmur has issued from it. These are comments which reach us, not from local sources, but from San Francisco and other Coast points.

Organized on Rational Lines.

The Pacific Coast Retail Grocers' Association was organized on rational lines and for laudable purposes.

It is possible for it to do a great work for the retail grocers of the Coast. It can handle questions which the various local and State associations could not successfully cope with, but this **Pacific Coast Association cannot hand out these benefits unless it is supported**, and if State and local associations are so indifferent, so self-centered, as to withhold the small measure of financial support asked of them, why, they can neither expect nor do they deserve anything in return from it.

Spokane Does Its Duty.

The Spokane Association has been doing its duty.

Why have not the others?

Perhaps they fear that they would get no returns therefrom and that their money would be practically thrown away.

Well, it is practically thrown away so long as there is a large majority which will not keep faith with the others and do their duty.

Perhaps they fear that the secretary of the Pacific Coast Association, being located in San Francisco, and working largely on California problems, would neglect this State.

This is no excuse for them refusing to do their full duty by the Pacific Coast Association at least long enough to give it and its officers a fair trial and an opportunity to demonstrate what it could and would do for the grocers of all three States.

Roast for the Doubters.

This is not the way to advance association work.

Co-operation is the greatest force in modern business economics.

This is not co-operation.

Of what avail for the few to do their duty, when the many not only fail to do theirs but **do not even try.**

Neither the Pacific Coast Retail Grocers' Association nor the Washington State Grocers' Association can succeed if such conditions continue (and we might add that the success of these associations enhances the success of the various constituent local associations).

There must be that determination and honor on the part of each association to do its full duty, and confidence on the part of each that the others will do their duty.

With the right kind of support and the right kind of officers both are bound to succeed.

SO SAY WE ALL OF US.

That man who marries a woman for her money usually has to work over time for what little he gets.

MILWAUKEE BEATS PEDDLARS.

The Milwaukee Retail Grocers Association has been arguing with the city fathers against the peddler abuse. As a result, a license has been passed by which a peddler with a two-horse wagon will have to pay $50; those with a one-horse wagon, $20; those with a cart, $10, and others, $5.

Established 1879

HEINEMAN & STERN

Manufacturers of and Wholesale and Retail Dealers in
THE CELEBRATED
Frankfurter and Bologna Sausages
Manufacturers and Dealers in All Kinds of
KOSHER PROVISIONS
Packers of Tongues, Smoked and Pickled Beef
Largest Place of its kind on the Pacific Coast.
916 Larkin Street, S. F.

PROFIT SHARING WITH THE GROCER

ITS THE RIGHT THING FOR YOU AND OURSELVES



3 Points Favors You

1—You make your Regular Profit.
2—You get your Dividends on the Stock issued you Free.
3—You receive a mutual profit on the
SUMMIT SNOW FLOUR
which you sell or is sold by your Brother Grocer. Hence you have a Joint Interest in all Sales of Summit Snow Flour.

Dividends will be declared March 31, '05

C. A. HUTTON & CO.
Distributers for STANDARD FLOUR CO.
606 Merchants Exchange, San Francisco

Highest Grade Package Goods for Family Trade

ROYAL AND QUEEN'S TASTE

(1 lb packages) (½ lb cartons)

Macaroni, Vermicelli and Spaghetti

ROYAL ITALIAN A. B. C. PASTE, in 1 lb papers
GOLDEN GATE EGG NOODLES, in ½ lb papers

For Sale by all Jobbers

PETERS BROS., BALTZ & DITTMANN
PROPRIETORS

The California Brewing Co.

Douglas Street, bet. 17th and 18th

SAN FRANCISCO, CAL.



Don't buy a Typewriter

Until you examine
The New
L. C. Smith & Bros.
Typewriter

WRITING IN SIGHT.

ADDRESS FOR PARTICULARS
L. & M. ALEXANDER & CO. 110 Montgomery St., S. F.
Branches: Portland Los Angeles Seattle

Amusements

ALCAZAR.

"Alice of Old Vincenness" has made a hit at the Alcazar. This clever romance has never been seen in San Francisco before, although it has been a great success throughout the East and the Middle West for two seasons. It is the very commendable enterprise of Belasco, Mayer and Price that now enables San Francisco to see it. "Alice of Old Vincennes" blends the romantic and historic. Its scenes are laid in Indiana in 1778, during the struggle for Independence. There is swift and exciting action in this story of a fearless American girl and her soldier lover. Lillian Lawrence has the physical graces and magnetic quality for the title role. John Craig plays the fearless and impetuous lover with delightful effectiveness. James A. Herne's sweet and tender idyl of the Atlantic coast, "Sag Harbor," follows on March 20th.

TIVOLI.

The cast of "The Burgomaster" is a particularly strong one. The opera is very funny and there is a great deal of exceptionally pretty music. The play is splendidly staged and, altogether, the production is one of the best the Tivoli has given, which says much for it. There are several additions to the artists including Grace Palotta, who has made an instant success.

CENTRAL.

The scenic effects of Faust are really remarkable even for this house, where the unexpected is so usual as to be considered quite natural. Herchell Mayall as Mephisto is a very devil of a fellow and forms a splendid background for Juliet Crosby's Marguerite, which is a really artistic bit of work. Next week "Hearts Adrift" will be produced.

GRAND OPERA HOUSE.

Kolb and Dill are continuing their success in "I. O. U." at the Grand. Edith Mason and Thomas Persse have been added to the company and increased the effectiveness of the performance materially. The piece abounds with local hits and catchy music. At Sunday's matinee will be given the first production of "The Beauty Shop" by the same company.

FISCHER'S.

They have quite an array of headliners at Fischer's Theater this week. One of the most interesting is "Jinks," a monkey who is wonderfully intelligent and seems to understand everything his master says. Two performances are given every evening and make this theater a very convenient resort for those who are busy earlier in the evening and like to see an entire performance. The prices are 10 and 20 cents.

CHUTES.

The series of melodramas given by John T. Chick and Company are proving quite a popular feature of the program which includes numerous first-class specialties. The many attractions of the Chutes make it one of the most popular pleasure grounds of the city. There is something of interest for the amusement loving public of all ages from the time the gates open until they close.

REFRIGERATOR TIME.

Every grocer on the Pacific Coast needs a refrigerator. His saving on butter and cheese alone will pay for a good one in one season.

The best article of its kind now offered the public is the McCray Refrigerator which is the only refrigerator that afords a cold, dry circulation. It requires much less ice than the ordinary refrigerator and the saving in this particular more than makes up for any difference in cost between the McCray Refrigerator and a cheap ice box. They are sold on easy payments.

Beck, Wakefield Co., 122 Market st., are the general agents for the Pacific coast.

BIG CRACKER SHORTAGE.

Grocers in many parts of the United States are entering protests against the shortage in cracker packages. They claim that the packages contain too much cardboard and too few crackers. The grocers object to paying for cardboard at cake prices.

A St. Louis grocer recently stated to the "Interstate Grocer" that he weighed the contents of a box, the net weight of which was marked 17½ pounds, and found that there were 12½ pounds of crackers, a shortage of 5½ pounds. Since he paid 6½ cents per pound for the crackers, this means that in one box the shortage amounted to 35 cents or more than 30 per cent of what he paid for the crackers.

The Advocate would be interested in learning if Pacific Coast grocers suffer as badly.

PETALUMA ROCHDALE COMPANY

The annual statement of the manager of the Petaluma Rochdale Company, according to the "Courrier" of that city, showed a profit of $814.26. The paper adds that this sum will be applied to writing off the wear and tear on the store fixtures and the balance will be apportioned to stockholders." There is no intimation as to how much of a balance there will be for the stockholders.

THE HOTTEST THING
on Earth
Or Anywhere Else.

BAYLE'S
TOBASCO
... SAUCE ...

Guaranteed Absolutely Genuine and Superior in Flavor and Strength to Any other Brand.

GEO. A. BAYLE
ST. LOUIS, MO.



IT'S THE
WATER



OLYMPIA BEER CO.
Agents and Exclusive California Bottlers of the Famous
OLYMPIA BEER
BREWED IN OLYMPIA, WASH.
1423 Sansome St., San Francisco, Cal.



The WELCH GRAPE JUICE CO.
Westfield, N.Y.

Represented by Spohn-Patrick Company.

Quarts, 1 doz $1 50
Pints, 2 doz .. 4.75
½ Pints, 3 doz. 4 25
3 oz., 8 doz 6 00
½ Gallons, 1 dz. 8 00
1 Gallons, 6 gal. 7 50



VALLEY BREW LAGER
from
Richmond Bottling Works.
Zimmerman & Ruhland,
'Phone Pine 1787.
32d and Clement Street,
San Francisco, Cal.

Champagne.

Veuve Clicquot, qts.	$32.25
Veuve Clicquot, pts.	34.25
Ruinart, Magnums, 6 to case.	30.50
Ruinart, qts, 1 doz to case.	32.40
Ruinart, pts, 2 doz to case.	34.20
Ruinart, ½ pts, 2 doz to case.	18.00
Vintage 1893, qts, 1 doz to cs.	

Brandies.

	Per case
Martell's One Star, 1 doz qts.	$16.00
Martell's Two Star, 1 doz qts.	19.00
Martell's Three Star, 1 doz qts.	20.00
Martell's Three Star, 2 doz pts.	23.00
Martell's One Star, 2 doz f'ks	18.00
Hennessy's One Star, 1 doz qts.	17.50
Hennessy's Three Star, 1 doz qts.	21.00
Calif. doz qts.	12.00

Cider
Hammond & Co.
Bottlers
Office and Depot
277 Seventh Street
Phone, Jessie 3371

SWEET CIDER
½ Gal. Bottles, $3.00 dz.
Rebate, 10c per bottle.

BOILED CIDER
Quarts ..... $2 50 doz.
Pints ..... 1.75 "



Mineral Waters.

Aetna, splits, 100 to cs.	$6.50
Aetna, pts, 100 to case.	9.00
Aetna, qts, 50 to case.	7.50

GINGER ALE
Belfast Ginger Ale Co.,
D. Steimke & Co. Prop's.
All Carbonated Beverages.
COR. UNION AND OCTAVIA STS.

	PINTS	QTS.
Soda Water	$ 80	$1 50
Ginger Ale	.80	1.50
Sarsaparilla	.80	1.50
and Iron	.80	1.50
Cider	.80	1.50
Cuban Punch	.80	1.50

Case Prices, 2 Doz. per Case.

Porter.
(E. & J. Burke's Guinness')

Stone, pts, 8 doz to bbl.	$16 50
Glass, qts., 4 doz to bbl.	14 00
Glass, pts., 8 doz to bbl.	16.50

Specialties of
Hilbert Mercantile Co.

H. B. Ky. Bourbon, per gal.	$2.75
H. B. Ky. Bourbon, Ex spcl.	3.25
Union League Ky. Brbn, AA.	2.50
Union League Ky. Brbn, 1 gal	2.25
El Monte Ky Brbn, 1 gal.	2.25
Maryland, Monogram, 1 gal.	2.75
Forum, Bourbon, 1 gal.	2.00
W. H. McBrayer's Cedar Brook 5 yrs	3 00

Hunter Baltimore Rye.

Per case, 1 doz. 5's	13.00
In 5-case lots	12 50
In 10-case lots	12 00

Hilbert Mercantile Co.

H. B. Bourbon (spcl)	$10.00
H. B. Rye	10.00
H. B. pt. flasks, 4 doz to cs.	12.00
H. B. ½ pt flasks, 6 doz to cs	9 50
H. B. 1½-oz bots, per gr.	12.00
Union League "AA"	8.00
El Monte Bourbon	8.00
Forum Bourbon	7 00
J Baumgardner Rye	12 00
Maryland Monogram	9 00

W. H. McBrayer's Cedar Brook.

Per case, 1 doz 5's	$12 00
Per case, 2 doz pts	12 00
Per case, 4 doz ½ pts.	14 50
Per case, 20 doz 1½-oz.	18 50

Jesse Moore Whiskies.

Ex Pony Bourbon.	$18.00	$17.50	$17.00
AA Bourbon	11 00	10 50	10 00
C Bourbon	8.00	8.25	8.00
AA Bourbon, 5 doz, 4 oz.	10.00	10 00	9 75
AA, Pt Flasks, 2 doz.	9.00	8 75	8.50
AA, ½ Pt. Flasks 3 doz.	6 75	6 50	6 25
Old Rye	11 00	10 50	10.00

Jesse Moore Hunt Co.
(In barrels or half barrels)

Extra Pony Bourbon, gal.	$7.50
AA, Bourbon, gal	3.75
B, Bourbon, 1 gal	3 25
C, Bourbon, 1 gal	2.75
No. 1, Bourbon, 1 gal	2 25
AA Rye, gal	3.75
C Rye, 1 gal	2 75



STANDARD BOTTLING CO.
BEACH STREET
Between Stockton and Dupont
SOLE AGENTS
LOS ANGELES BREWING COMPANY.
Beer furnished Grocers in Bottles or Kegs.

Golden Gate
BOTTLING WORKS.
Blume & Gardner,
Proprietors



Bottlers of the Celebrated
Standard.
Culmbacher.
Extra Pale.
XXX Porter.
Half and Half.
Lager and Steam Beer in Kegs.
160 Shotwell St.,
Phone: Capp 1761. S. F., Cal.



LANDIS
TONIC
BITTERS
Factory and salesroom
1661 Mission St.
1 doz per case

LaGrande Laundry

Telephone Bush 12

23 Powell Street

Corner Ellis

54 Taylor St. - Near Golden Gate Ave.
220 Montgomery Ave. - Cor. Kearny St.
938 Third St. - - - - Cor. Howard
1788 Market St. - - - Opp. Eleventh

GIVE THEM A TRIAL

Situation Wanted.—Young man, 28 years old. A thorough grocer. Sober and industrious desires an inside place with some large grocery store. Address Clerk, this office.

Chas. Jacobson & Co.

210 - 212 Davis Street

DISTRIBUTERS OF

Fancy Butter and Honey

Dairy Butter and Eggs

Produce Market

THURSDAY AFTERNOON

BUTTER.

California creamery, extras	26	27
" " firsts	25	25½
" " seconds	24	25
" dairy, extras		
" " firsts	23	24
" " seconds		
Store butter	19	20
Storage		
" Creamery extras.		
Pickled		
Keg		

EGGS.

California Ranch white	21	22
" " mixed colors		20
" Gathered,		19
Standard		
Seconds		
Eastern, selected		
Standard		
Seconds		
Storage, Cal., Selected.		
" " Standard		
" " Seconds		
" Eastern Selected.		
" " Standard		
" Seconds		

CHEESE

California full cream	13	
" choice	12	
" common	Nominal	
Young Americas	13½	
Eastern full cream.	15½	16
Oregon		

POULTRY.

Turkeys, young live	18	20
" old gobblers	18	19
Dressed Turkeys	nominal	
Roosters, young, per doz	7 00	8 00
" old "	5 00	5 50
Hens	5 00	6 00
Fryers, per doz	6 00	7 00
Broilers, per doz, large	5 00	5 50
" " small	4 00	5 00
Ducks young	6 00	7 00
" old	4 00	5 00
Pigeons, young	2 00	2 50
" old	1 00	1 25
Geese' per pair, old 2.25 2 50; young	2 50	3 75

BEANS AND PEAS.

Small Whites	3 00	3 40
Large "	2 50	3 00
Pea Bean	3 25	3 50
Pink	2 50	3 75
Horse	nominal	
Red		
Kidney	4 00	5 00
Lima	5 00	5 50
Bayos	2 50	3 15
Butter (large)	3 50	3 75
Black Eyes	2 60	2 85
Dried Green Peas, per 100 lbs	2 25	2 50
" Niles " " " "	2 25	2 50

POTATOES AND ONIONS.

Early Rose,	1 35	1 75
Burbank,	1 00	1 40
Salinas old		
Oregons old	1 00	1 40
Sweet Potatoes	1 00	1 25
Yellow onions		3 50
" (new)		

VICTORY.

(Continued from page 3.)

leave the State before an attachment could be served.

Wright's S. B. 276 provided that no attachment could be served for bills less than $25.00. This would have put a premium on dead beats contracting accounts of less than $25.00 and the merchants would have been powerless to protect himself.

S. B. No. 852 provided that boards of supervisors, etc., could levy a special license on retail merchants.

Cleveland's Assembly Bills Nos. 369, 370, 372 were all pure food bills. 369 would have prevented the country dealer from selling a bottle of castor oil, or a package of patent medicine, without a prescription; 370 and 372 would have thrown the responsibility of adulteration of foods on the retailer who offered them for sale and not the manufacture who made them.

A. B. 806 would have repealed the law passed two years ago by the State Association's efforts allowing the attachment of the wages of public or municipal employees.

Every one of these measures were made known to the representatives of the State Association. Their influence was used against them. Letters, telegrams and personal efforts of the Secretary were all employed. The result was that most of them were killed in the committees.

A. B. 372 passed the Assembly and was killed in the Senate owing to the objectionable features being pointed out to several of the leading Senators.

A. B. 370 was on the third reading file, and the author of the bill was called upon by a representative of the association who pointed out the objectionable features of the bill and the bill was withdrawn.

The work conducted by the State Association was expensive and effective, and merchants of the State should be thankful to the public spirited men who, by devoting their time and money to the up-building of the California State Grocers' Association, have made these results possible.

MAJESTIC.

The Mansfield version of "Old Heidelberg" is once more drawing crowded houses at this theater. It is a play in which the interest is brought out to the fullest by Bishop's company of clever players. Next week "Juanita of San Juan" will be produced.

"Juanita of San Juan," a play redolent of the atmosphere of Mission days, set in modern framing, will be the offering at H. W. Bishop's Majestic Theater during the week commencing Monday, March 20th. It pictures the conditions as they existed some years ago between the Gringo and the native land holder. The plot involves a romance, in which the hero, an American of modern times, saves the senorita from renegade American land jumpers, and wins her hand. The cast includes J. H. Gilmour, Eleanor Gordon, Frank MacVicars and Robert Eliot. On Monday night Mission Camp 264, Woodmen of the World, will take a benefit, for which occasion there will be a capacity house.

CARNATION REBATE POPULAR.

The special rebate of 25 cents per case to the retail trade, which the Pacific Coast Condensed Cream Company are making on Carnation cream, is proving very popular—the sales under it greatly exceeding those under the previous like deal.

The sale for Carnation is increasing from month to month, and the first quarter of 1905 shows a large increase over that for the corresponding period of 1904.

WANT NET WORK.

The grocers of Milwaukee, Wis., want to compell the manufacturer of package goods to stamp the net weight of the contents on every package.

MR. LIVINGSTON HAS GRIP.

Mr. Jeff Livingston, general manager o fthe T. A. Snider Preserve Company, who has been visiting the local representatives of his company, the Spohn-Patrick Company, has been confined to his room at the Palace Hotel for several days with the grip.

We are pleased to be able to state that he is rapidly convalescing and expects to be about again in a few days.

IN PALATIAL QUARTERS.

J. A. Folger & Co. have moved into their beautiful new building at Howard and Spear streets. They have a five-story warehouse adjoining their main building, which is four stories high and occupies 45x137½ feet of space. Half of the lower floor of their building is devoted to the offices and salesrooms. Another space of the same size is devoted to the shipping department. They have three stories above and these, together with the basement, are devoted to their manufacturing and packing plant.

Phone Mission 238

J. MARSHALL & CO.'S

WORCESTERSHIRE SAUCE

BE SURE and GET the GENUINE

½ Pts., per doz. $1.20
Pts., per doz. 2.20

NO AGENTS

Office: Cor. 12th and Market Sts.

Tell Eastern Friends

of the low rates which will be made to

California

March 1 to May 15, 1905

$50 from NEW YORK
$33 from CHICAGO
$32 from ST. PAUL
$25 from KANSAS CITY

Similar rates from other points. Deposit cost of ticket with agent here, and ticket will be furnished passenger in the East. Tell your friends that now's the time to come cheaply if they buy their tickets via

Southern Pacific

ASK FOR PARTICULARS

City Office
613 Market St.

WIELAND BROS.

121-123 Clay Street **San Francisco**

Importers and Commission Merchants

SPECIALTIES—Imported and domestic Swiss Cheese, Limburger, Brick Cheese, Edam, Roquefort, etc.; Mackerel, Codfish, Holland Herrings, Olive Oil, Spanish and California Olives, all kinds of Sausages and other delicacies.

SOLE AGENTS for Sierra Cheese, German Breakfast Cheese, Brie, Camenbert, Schloss, Kronen and Neufchatel Cheese.

REMOVED

to our large, new Stores, **215** and **217 CLAY STREET,** near Front Street, where we are now better situated to handle your shipments of CHICKENS, EGGS and BUTTER than we ever were, having four times the floor space in our new store to what we had in the old one. Ship us all the large Broilers, Fryers, and Young Roosters that you possibly can IMMEDIATELY, as prices are high. Store Butter of all kinds is bringing fancy prices. We still have quite a large stock of Comb and Extracted Honey on hand, and will be pleased to have you call and see us, or send us an order by mail. Mark and consign all shipments of Produce direct to the

Poultrymen's Union.

Consignments and Correspondence solicited. Mention this paper when you write.

WILLIAM E. HARM

Kartuffel-Buhr

183-185 Valencia St. Near 13th — Tel. Folsom 1911

Wholesale Dealer in POTATOES, ONIONS BEANS, EGGS Etc., Etc., Etc.

WITZEL & BAKER, Commission Merchants

Telephone Main 718 — 314, 316 BATTERY ST., SAN FRANCISCO, CAL.

Fancy Creamery Butter and Ranch Eggs Our Specialty

Babbitt's Standards.

ALWAYS UNIFORM!
ALWAYS RELIABLE!
ALWAYS THE BEST!



B. T. Babbitt's Concentrated Lye,

The ready soap maker a powerful disenfectant—an excellent fertilizer for dipping prunes, spraying trees, etc.

Manufactured by
B. T. Babbitt, (Inc.) New York City.



The C. B. JENNINGS CO., Agents, 121 California St., San Francisco, Cal.



WILLIAM CLUFF COMPANY

WHOLESALE GROCERS

SOLE AGENTS

SAN FRANCISCO CAL.

WILL IT PAY?



Double First Floor Outfit

Every business transaction is weighed by one standard

WILL IT PAY?

If you handle *oil of any kind* it will pay you to purchase a

BOWSER
SELF MEASURING
OIL TANK

Let us ask you a few questions :—

Is it worth 10 cents a day to handle your oils without waste?

Is it worth 10 cents a day to sell your oils without loss of time or labor?

Is it worth 10 cents a day to have no leaky, dirty measures and funnels to handle?

Is it worth 10 cents a day to keep your oil room neat and clean?

We might propound a hundred questions equally as pertinent. If any of these are worth 10 cents a day, is not the combination of the many worth more than the cost of a "Bowser Self Measuring Oil Tank" which will give you all of these advantages?

LET US GIVE YOU FULL PARTICULARS——ASK FOR CATALOG "BB"

S. F. BOWSER & CO.
FORT WAYNE, INDIANA

IRVINE STANTON COMPANY

WHOLESALE GROCERS

Farm and Dairy Produce

Consignments from Interior Merchants Solicited

211-213 Clay St. San Francisco, Cal.

TOBOGGAN

MAPLE SYRUP -- IT IS BEST

Pacific Coast Syrup Co.
SAN FRANCISCO
THREE REFINERIES: SAN FRANCISCO, PORTLAND and SEATTLE.

REMOVED

PATRICK & CO., RUBBER STAMPS
111-113 SANSOME STREET
One block south of old location.



GUSTAV LIEBOLD PHONE SOUTH

GAMBRINUS BOTTLING CO.

Sole Agents and Bottlers of

Gambrinus Brewing Co.'s
PORTLAND, OREGON
SELECT PILSENER LAGER BEER

OFFICE AND BOTTLING WORKS
160 Thirteenth St., near Folsom, S. F.

For Health and Strength



DAMIANA BITTERS

GET WISE

Grocers are in business to make money. You can only make money if there is a margin on what you sell and your customers are satisfied with the goods.

The Globe Mills Do Not Permit Cutting

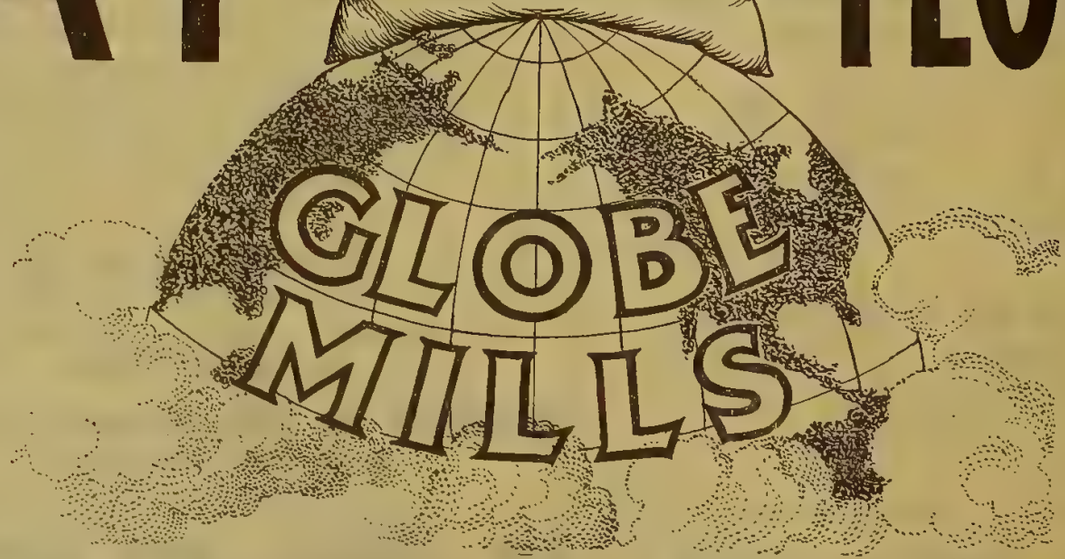
YOU ARE SURE OF A MARGIN AND SATISFIED CUSTOMERS

when you sell

BEST ON EARTH

"A 1" FLOUR





Made from Choicest Eastern (hard) and Selected California Wheat.

GLOBE GRAIN AND MILLING CO.

MONTGOMERY AND CHESTNUT STS., SAN FRANCISCO, CAL.

Telephone Bush 759.

(Please mention the ADVOCATE to Advertisers. It helps us materially.)

THE RETAIL GROCERS ADVOCATE

A. H. POWERS, Editor

SAN FRANCISCO, CAL., MARCH 24, 1905

Vol. 10, No. 12



M·J·B·COFFEE
SELECTED WISDOM

DON'T SNEER
The Other Man's Success May Be Due To Brains and Not To Luck.

Real Quality and Value Have Caused the Success of

M. J. B. COFFEE

IXL - Kapp and Street - W.G.M.

TAMALES

IN

KEY-OPENER CANS

9,474,000 HOUSEWIVES

ARE READING ADS. LIKE THIS IN



Ladies' Home Journal
Youth's Companion.
Christian Endeavor World
Farm and Fireside
Rural New York Weekly
Woman's Home Companion
Success
Farm Journal
Harper's Bazaar
Asso. Sunday Magazine
What to Eat
Christian Herald
Ladies' World
Congregationalist
Butterick Trio
McCall's
Good Housekeeping
Housekeeper
Modern Priscilla
Table Talk
Forward

IS GUARANTEED

to go TWICE as far as paste or liquid polishes. X-RAY gives a quick, brilliant lustre and

DOES NOT BURN OFF.

Sample sent if you address Dept. A
LAMONT, CORLISS & CO.,
Agents,
78 Hudson Street, New York.

To fill the demand thus created, every Grocer should carry

X-RAY Stove Polish

regularly in stock.

R. A. HOLCOMB & CO., Agents 20 PINE STREET, San Francisco, Cal.



FREE RUNNING
For Table
Cartons, 48/2s, 24/3s, 20/5s to Case
Caddies, 50/2s to Case.

LESLIE STERILIZED SALT

PURE AND WHOLESOME.

REMEMBER THE NAME WHICH STANDS FOR QUALITY.

It pays to get the best value for your money, for when you sell the goods they are sold and the order repeats without explanation or excuses on your part.

C. E. WHITNEY & CO., Agents 715-717 Hayward Bldg. San Francisco, Cal.



VELVET GRAIN
For Kitchen
In Bales containing 150 lbs. net of Salt:— 75/2s, 50/3s, 40/4s, 30/5s, 15/10s, and 8/20s.

"Two Hours' Work in Forty Minutes."



THE HOBART ELECTRIC COFFEE MILL

SELF-STARTING SELF-OILING SIMPLICITY ITSELF

READ WHAT USERS HAVE TO SAY:

Mr. W. J. Andrews, Agent Hobart Coffee Mill, Crocker Building, San Francisco, Cal.

RENO, September 21, 1904.

Dear Sir:—We have been using your Hobart Electric Mill the past month and find that it does its work perfectly. We often grind 150 lbs. of coffee at one time. It does as much work in 40 minutes as a man could do with the old style mill in two hours.

We should not be without it at any price. Yours truly, NELSON & PETERSON.

The HOBART will do as much for You.

Write for Circulars, Prices, Etc.

W. J. ANDREWS, General Agent

53 Crocker Building, San Francisco, Cal.

WE TAKE ALL THE RISK — YOU GET THE PROFIT

We "Money Back"

"CALIFORNIA HOME BRAND"

Sweet Pickles

(QUALITY GUARANTEED)

QUALITY WINS SUCCESS BOTH FOR RETAILER AND MANUFACTURER.

MONEY BACK We authorize the dealer to refund FULL PURCHASE PRICE of any article bearing our **"California Home Brand"** if it fails to give ENTIRE SATISFACTION in EVERY RESPECT to your customer.

PRICE RIGHT Send us your order. If **on arrival** you do not find these goods **the best value you have EVER bought,** we agree to accept any price you may name for the goods.

LET US QUOTE YOU

IN GLASS
"California Home Brand"

10-oz. New Style Olympic, Mixed or Gherkins,
2 dozen to case, per dozen $1.75

18-oz. Pints, Round or Octagon,
2 dozen to case, per dozen 2.75

Quarts, Round or Octagon,
2 dozen to case, per dozen 5.00

IN WOOD
"California Home Brand"

(Guage and Count Guaranteed)

	¼-Bbl. 16 Gals.		½-Bbl. 32 Gals.
Midgets	$11.50		$22.00
2,000	11.00	(4000)	21.00
1,500	9.50	(3000)	18.00
1,000	8.50	(2000)	16.00

Why Ours Are Better

Our Pickles are grown from special seed, so cultivated that the product is **Supreme for Crispness, Tenderness** and **Delicate Flavor.** These qualities are intensified because our cucumbers are **processed** inside of **eight** (8) **hours** after they are picked.

REAL SWEET PICKLES ARE ACTUALLY PRESERVED.

It is because they are PROPERLY PROCESSED with GRANULATED CANE SUGAR and the HIGHEST QUALITY of Spices that our product has such Tenderness and Delicate and Aromatic Flavor.

They are entirely different from those SO-CALLED Sweet Pickles that are Nothing but Common Pickles Packed in Sweetened Vinegar.

We own and operate the **largest,** the **cleanest,** and the **most modernly equipped** Vinegar and Pickle Works in the West.

Pacific Vinegar & Pickle Works

SAN FRANCISCO, CALIFORNIA

Kindly mention *"Grocers Advocate"* when replying to this ad.

Retail Grocers' Advocate

CALIFORNIA RETAIL GROCERS' AND MERCHANTS' ASSOCIATION — OFFICIAL PAPER — RETAIL GROCERS' ASSOCIATION

Vol. 10 — SAN FRANCISCO, CAL., MARCH 24, 1905 — No. 12

Published Every Friday by
ADVOCATE PUBLISHING CO.
Frank Connolly .....Vice-President
Aaron H. Powers, Secretary and Treas

Subscriptions:
One Year $2.00
Single Copies ..... .10

PUBLICATION OFFICE:
456 MONTGOMERY STREET.
Rooms 413-414. - Tele. John 2601

Entered at the Postoffice at San Francisco as Second Class Matter.

Points to Watch

SALMON—
It is anticipated that when the Japanese government begins buying pink salmon for its army supplies that prices will advance from 10c to 15c per case, as there are now only a 100,000 cases in first hands as against 500,000 cases at the same time last year.

RICE—
Stocks of fancy Carolina rice are almost exhausted and an advance is predicted later in the summer.

CHEESE—
Stocks of New York factory cheese are very small, and importers say an advance of ½ to 1 cent is probable in the near future.

BACON, HAM AND LARD—
Market in the East is very firm and prices have advanced there. Locally there is no change.

SAPOLIO HELPS GROCERS.

No better proof could be given of the value of help from manufacturer than the way in which the price of "Sapolio" is maintained. There are a few firms that cut it from time to time. Were it not for the fact that these firms at once get into trouble, every large store would have been selling it four for 25 cents long ago, and the straight grocer would have been up against it.

It is worthy of note that the Emporium, which formerly advertised Sapolio at four cakes for 25 cents, now asks 30 cents for four cakes, when it advertises at all.

Recently the Owl Drug Company has been offering Sapolio at 6 cents per cake. They have been notified by the local agent that this must cease, and all wholesale grocers and wholesale druggists have been warned that to sell the Owl Drug Store from now on would subject them to the penalties of their contract, which means a fine of $25 and the refusal of Enoch Morgans Sons' Company to sell them any more goods.

AT THE MAJESTIC.

Frolic and fun will reign at the Majestic theatre during the week commencing with next Monday night when "My Wife's Husbands" will be presented. This play scored the greatest success at its New York production during last season. Among those figuring conspicuously in the cast of next week are Adele Block, Oza Waldrop, George Woodward, Harry Mestayer, Landers Stevens, Mina Gleason and others. On next Wednesday afternoon the special matinee of "Rosmersholm" will positively take place. On Monday evening the Mystic Shriners have reserved the Majestic for a theatre party.

KILLS ONE MEASURE.

Governor Pardee Vetoes Bill No. 920 Making Payment Renew an Account.

Sacramento, March. 23.—Governor Pardee has pocketed Assembly Bill 920. This kills the measure.

Retail grocers of California may well feel proud over the consideration accorded them by the last Legislature.

Three important laws have been passed because they asked for them. These laws are all of enormous value to merchants of all classes. These laws are as follows:

1. Making it a misdemeanor, punishable by fine or imprisonment, to give away trading stamps or premium coupons that do not promise some definite article.

2. Making any property belonging to the wife responsible for the necessaries of life, except what she had before her marriage and what she may acquire through will or through the death of a relative.

3. Providing that an account does not begin to outlaw till the customer quits dealing with the retailer and making a payment on an account renew the entire account for two years more.

The first two of these were signed by the Governr and have become laws. The last one was not signed and the work on it will all have to be done over again two years hence.

The bills that were killed through the influence of the State Grocers' Association were of enough importance to warrant the grocers in the expense of their organization.

There were three bills intended to take away from the dealer the right to attach the wages of a public employe. They were all beaten.

There was one vicious Pure Food bill that had passed the Assembly, was favorably reported by the Senate Committee and was ready for final passage in the Senate when Mr. Paulding caught it. This bill could have enabled the Pure Food authorities to confiscate millions of dollars' worth of goods on the grocers' shelves. It required that all food products must have a label on which was printed in letters at least one-sixth of an inch long the names of the ingredients contained in the package.

When Mr. Paulding had shown the Senators what a dreadful wrong this measure would do the retail dealers of the State it was refused passage.

Another bill, and it is a very good one, requires that all packages of butter must bear the net weight stamped on the wrapper.

Assemblyman Dorsey of Bakersfield secured the passage of a measure that will enable a creditor to attach the property of a debtor in any county directly through a judgment secured in some other county.

All these measures will help every retail grocer in the State, and many other merchants besides.

PLAN PROVES POPULAR.

The plan of the Standard Flour Company whereby it gives dividend-paying shares to grocers and consumers of Summit Snow Flour is proving a great success. The company announces that a dividend will be declared for the quarter ending March 31st.

GETTING INTO LINE.

Sperry Mills Establishing Flour Card in Palo Alto.

(By J. F. Paulding.)

The agitation of the flour question seems to be bearing some valuable fruit for the grocers of the interior towns.

The Sperry Milling Company have recently started a flour card in Palo Alto. We understand it is being done in other towns also.

We are glad to learn that the Sperry Milling Company are giving the grocers this consideration. We only wish we were in a position to accord them the same praise for protecting the San Francisco and Alameda county grocers.

We would be glad to join hands with all the local mills and help rid this market of the oversupply of outside flour.

We would be just as zealous in fighting against the invasion of outside flour as we are in trying to get the grocers to handle the flour that is protected.

Neither the **Sperry, Port Costa, Crown or American Milling Company** has as yet given the grocers of San Francisco and other Bay cities any consolation. It is even stated by some that they are now instituting the card price in their flour in the outside towns, not so much to help the grocers as to make it harder for the "Globe Mills" to introduce their goods.

This fact would tend to show how wrong and unfair their policy in San Francisco is, not only to the grocers, but to themselves.

We have no feeling against the mills who allow their flour to be cut except in an impersonal way. They represent a vicious policy that is hurting the grocery trade. When they take the same stand as the Globe, Standard and Bay City mills have done we will accord them all due credit.

We cannot see why the grocers in Alameda county and San Francisco are not entitled to the same protection that is accorded the grocers of other communities.

Until they are we must stand together and recommend the retail grocers to handle the flour made by those mills who protect the retail price.

The grocers of San Francisco have now, for the first time in their history, a practical opportunity to secure a profit on flour.

If they let it pass they are likely to never have another one.

The grocers of San Francisco and Alameda county should insist that the

Sperry Milling Company,
Port Costa Milling Company,
Stockton Milling Company,
American Milling Company

should protect them from the cutters. If they refuse, the grocers should give them as little consideration as their business will permit.

The flours that cannot be cut are

GLOBE MILLING COMPANY—
"A1" (profit 70c barrel)
"Banquet" (profit 60c barrel)
"Silver Star" (profit 60c barrel)

STANDARD FLOUR COMPANY—
"Summit Snow" (profit 60c barrel).

BAY CITY MILLS—
"White Foam" (profit 60c barrel)
"Bay City" (profit 60c barrel).

Every retail grocer owes it to these mills and TO HIMSELF to sell the above-named flours whenever he can, in place of those flours that the mills allow to be sold at cost by the cutters.

They Want to Help.

Manufacturers Willing to Do Their Share Where Grocers Are Organized.

(By J. F. Paulding.)

Manufacturers are realizing the value to them of having the retail grocers help in maintaining proper prices.

Some months ago the American Cereal Company wrote that they had sought for ten years to find some means by which they could suppress cutting. They stated that they would be glad to take up any plan that they could be convinced was practical.

We wrote them and explained our plan of having the retail grocers back up the manufacturer who would use his power to prevent the cutting of his goods. They realized the practicability of our plan and had their attorneys draw two contract forms.

They propose to employ these contract forms in those communities where the grocers are so thoroughly organized that they can afford to take their stand against the cutters, practically saying to the cutters: "We want your business, but if you are not willing to maintain a price that will be satisfactory to the organized grocers of the city, we will not sell you our goods and will require that the jobbers do not sell to you."

Will Not Sell Cutters.

The plan is a simple one. They will help those grocers who are willing to help themselves. Where the grocers are strongly organized and will ask for it, and will agree to give them support as against goods that can be cut, the American Cereal Company propose to sell only to retail grocers who will sign an agreement to maintain a retail selling price that will be satisfactory to the grocers of that community. As a further precaution they will require wholesalers to enter an agreement not to sell to a retailer who does not sign the agreement to maintain the retail price, and the American Cereal Company will refuse to supply a jobber who fails to keep that agreement.

Favor Two Communities.

Recognizing the fact that grocers of Southern California and those of Spokane, Wash., are more effectively organized than elsewhere the American Cereal Company proposes to put its plan in operation in those communities first. As other communities establish the fact that they want to be protected in their profits they will be favored.

Oakland, Alameda and Berkeley are prepared to afford the manufacturer the necessary protection.

We consider it undesirable to attempt to uphold prices in those cities as long as San Francisco is not in line.

We regret to say that while the efforts of the State Association have met the approval of the grocers generally in San Francisco, that we have had our efforts to better trade conditions hampered and held back by the lack of interest and even antagonism of some of the San Francisco grocers.

Frisco Might Have Profits.

The grocers of San Francisco might have profits to sell at not if they were only united and held together with

California's Choicest Food Products

GRIFFIN EXTRAS

Pure and Wholesome



GUARAN EED TO CONTAIN ONLY PURE FRUIT AND SUGAR.

Preserves and Marmalades

THESE **PRESERVES** and **MARMALADES** retain the

NATURAL COLOR
NATURAL FLAVOR
NATURAL FRUIT JUICES

and are as luscious as the fresh fruits and berries from which they are made.

PUT UP

IN 16-OZ. PATENT CAP GLASS JARS

2 dozen in case.

We have Assorted Cases for Trial Orders.

KINDS

Apricot, Blackberry, Cherry, Currant, Damson, Green Gage, Fig, Gooseberry, Loganberry, Peach, Plum, Quince, Raspberry, Strawberry.
Apricot and Orange Marmalade.

Grocers Who Handle "Griffin Extras" Preserves and Marmalades are SATISFIED with QUALITY, PROFIT and SALES

Contract for Future Preserves NOW! We have a special proposition to make you. ASK OUR SALESMAN.

Place no contracts for any grade of Canned Goods until you have a talk with us. We have direct connections with the largest Packers of Canned Fruits and Vegetables in the World, and have the distribution of some of their choicest packs.

.....SPOHN - PATRICK COMPANY.....

AGENTS

16-18-20-22 FRONT STREET, SAN FRANCISCO, CAL.

the same care and enthusiasm as they are in other communities.

The grocers of Los Angeles are now getting a profit of 25 cents a sack on every sack of standard flour they sell.

I want to say right here, though, that if I had gone among them when we started our movement and had circulated the reports of the mills we were fighting as facts, instead of urging the grocers to back up the Sperry Mills, who were giving us the support we needed, that the fight would indeed have been lost.

If the San Francisco Retail Grocers had done what the Alameda County Grocers' Association is doing in the way of getting its members to boost flours that pay them a profit, the mills would have decided weeks ago that it would pay them to force cutters to quit selling flour for $1.20, and to make all grocers to sell for not less than $1.35, as they have told the grocers across the bay they would be willing to do to-day.

But half-hearted work in a movement of this kind is as bad as none. There is no "knock" quite so hard as lack of enthusiasm in the men who should be at the head of the boosters.

There can be no assurance of profits for San Francisco and the other Bay cities until the San Francisco grocers are enough in earnest in wanting profits to get out and work as hard as they know how to help the State Association and the Pacific Coast Association in its movement to back up the manufacturers who are willing to fight with the cutters if the rest of the grocers ask it.

There are manufacturers who are willing to do this to-day.

Some of them have already taken up the fight.

They know as we do that the great majority of San Francisco retail grocers want a profit.

When the San Francisco Retail Grocers are prepared to carry out the wishes of the members of their organization and present an organized front in favor of those who protect profits and against those who allow their goods to be cut then, and not till then, will we feel authorized in advising that manufacturers institute the contract system for preventing cutters from selling their goods without a profit.

The San Francisco organization is regarded as the only thing that has prevented the successful completion long ago of our movement towards securing profits for the grocers of this and other cities. Many grocers—men prominent in the grocery business—are sorely disappointed, and feel that their interests are being sacrificed.

San Francisco can have profits on flour and many other heavy staples by diligent work. I can and will be glad to help, but I cannot do it all.

PREPARING TO PICNIC.

Oakland Grocers Considering Sites for Their Annual Outing.

The picnic committee of the Alameda County Grocers' Association, consisting of L. Warnke, chairman; Harry Duncan, George Hoffman, Henry Cushing and George Tum Suden, reported progress at the meeting on Monday evening.

Fernbrook, Schuetzen and Sunset Parks are being considered. A proposition for a picnic at Martinez will also be looked into. This would include a steamboat ride about the bay, which would be a very pleasurable feature of the outing. The committee was given further time.

The association passed resolutions protesting against the Esch-Townsend bill in its present form, and asking that the Pacific Coast be represented on the Interstate Commerce Commission.

Acting Secretary J. F. Paulding was called upon for a report of the legislative work and was listened to with great interest as he told of what had been accomplished and the consideration that had been granted the merchants. Mr. Paulding's remarks were received with warm applause.

Mr. Paulding spoke appreciatively of the splendid assistance that had been given him by Secretary Reed and Mr. Warnke, of Alameda, and of how the influence of the grocers had been increased by the support of the Merchants' Exchange of Oakland, the Coal Dealers and other similar organizations.

THE 1905 HIRES DEAL.

The Charles E. Hires Company's special deal on root beer extract is now being announced by the jobbing trade and the agents, the Spohn-Patrick Company.

On all first orders for Hires' Root Beer the dealer will receive a quantity of very fine lead pencils that are entirely different from any heretofore used by the Hires company.

These pencils are very attractive, and the dealer will be able to easily sell them at five cents each.

THE MANUFACTURERS' SIDE.

How Associated Retailers Can Benefit the Man Who Makes the Goods.

The Crescent Manufacturing Company, of Spokane, Wash., in a letter to the president of the Retail Grocers' Association of that city, has offered some very excellent ideas, from the point of view of the manufacturer, upon the question of the maintenance of uniform prices on manufactured products. These sentiments are so good and so well expressed that they are quoted by "The Trade" as follows:

"You will be fortunate, indeed, if you are not called upon during your time of office to solve that most vexatious and persistent question: **What can be done with the persistent price cutter?**

"In this connection we beg to be allowed the liberty of suggesting what we regard as in a large measure our own plan of handling the problem.

"It consists simply of requiring the manufacturer or jobber to protect the selling price of any brand of goods for which they desire a market.

"With the **good will and assistance of the association** it is entirely practicable for the proprietor of a brand of goods to agree with the trade upon a reasonable selling price, one that will be just to the consumer and that will yet afford the grocer a margin of profit above the cost of handling, and to protect that price **if he has the interest of the trade sufficiently at heart to induce him to devote a little time and expense** to the end in view.

Manufacturer Takes the Burden.

"This idea is to shift from the association to the manufacturer the disagreeable responsibility of disciplining the price cutter.

"It has been pretty effectually demonstrated that an association boycott is ineffective in most cases. In addition there is always a certain amount of popular sympathy extended to a boycotted firm which amounts to good advertising for them if taken advantage of.

"On the other hand, a manufacturer or jobber owns his goods. He can sell them at any price or upon any terms he may deem wise. If his terms or conditions are not agreeable to the grocer, the grocer need not or will not buy.

"Part of the conditions or terms on which an article is sold may be the condition that a certain retail price be maintained. This agreement can be made legally binding upon the purchaser and the contract can be enforced, and its violation may be made the basis for damage claim that will stand in court.

Power of the Retailer.

"Thus it is within the power of the proprietor of a brand to protect its sale, and it is within the power of the association to regulate him to do so.

"If an article is being cut and no apparent effort is being made to protect the price, it would only be necessary for the association to agree to put that article under the counter and sell no more of it as long as the cut continues.

"The party behind the brand would not long hesitate between the patronage of one lonesome price cutter and that of the members of your association.

Damages From the Cutter.

"Such action on the part of the association would in turn furnish to the manufacturer a substantial and sure basis for a claim for damages against the price cutter.

"We have found however that it has not been necessary to involve any of the associations in any of the several instances where cuts have been made on Crescent Baking Powder in such case we have succeeded in promptly adjusting matters and in restoring the selling price. With the association back of us however we feel ready to do our part."

A MATTER OF HEALTH

ROYAL



BAKING POWDER

Absolutely Pure

HAS NO SUBSTITUTE

All Grocers should carry a full stock of Royal Baking Powder. It always gives the Greatest Satisfaction to customers, and in the end yields the larger profit to the Grocer.

SEND FOR A TRIAL ASSORTMENT

A THOROUGH knowledge of the Olive Industry acquired through years of study and experience in the Olive business makes the Seville Packing Co., of Seville, Spain, and New York City, headquarters for High Grade Goods.

This concern grows, packs and ships their "WHITE LABEL" brand of

Queen and Manzanilla Olives, Pim-Olas, Baby Pim-Olas

all over the world.

We wish to place an assortment of "WHITE LABEL" Olives, etc., with every merchant on the Pacific Coast who has not a steady and growing trade in the Olive line.

Why do we wish to do this? Not merely to sell you the first order,—but, to start you right, in other words to prepare you to serve the interests of your customers as well as your own to better advantage.

There is Money in the "White Label"

The trial assortment of "White Label" products is to include QUEEN and MANZANILLA OLIVES, STUFFED OLIVES (large and small) and

"Nicelle" Olive Oil

the Purest and Finest now on sale in this country. We have the documentary evidence to prove what we say about "Nicelle" Olive Oil. The United States Bureau of Chemistry at Washington, D. C., will verify our statements.

May we ship you the trial order? Answer by mail, telephone, or give our salesman the order.

SPOHN-PATRICK COMPANY

Pacific Coast Agents

16-22 Front Street, San Francisco

Branch Houses:

Los Angeles Portland Seattle

Denver Salt Lake City

Welch's Grape Juice

THE question of What to Eat and Drink is now reckoned from a scientific standpoint. The one important fact to be considered is — How to keep in Good Health. Physicians recommend **WELCH'S GRAPE JUICE** as a great "Health" help for the following reasons:

Welch's Grape Juice, made from Concord grapes, contains ALL THE FOOD VALUE OF THE GRAPE. The Welch process eliminates pulp and other refuse.

Taken regularly, it is most beneficial, acting as it does on the nerves and bowels. It supplies new tissue and energy, and is a complete food.

Your customers read the Welch Advertisements running in all the leading magazines and newspapers; also in trade papers and medical journals.

Write for the Welch Window Display Outfit.

Fully 80 per cent. of the Trade now handle Welch's.

SPOHN-PATRICK COMPANY
Pacific Coast Agents
16-22 Front Street, San Francisco, Cal.
Branch Houses: LOS ANGELES, PORTLAND, SEATTLE, DENVER, SALT LAKE CITY

PAYS TWO PROFITS.

Advantages That Accrue to the Dealer From Handling Satisfactory Coffees.

Coffee pays a good profit. This is what makes it a desirable line for the grocer to build up.

When the grocer sells a thoroughly good coffee he makes two profits: The margin of the sales and the customer's good will which will accrue to him from their satisfaction.

It is by selling coffees of recognized excellence with which he is able to give an absolute guarantee that the retail grocer is able to secure and keep valuable trade that the coffee pedlers and specialty houses have been taking away from him so long.

The retail grocer has himself to blame for the loss of most of his coffee trade. He only has himself to blame that he does not win back the trade that is rightfully his.

Only the largest purchasers of coffee are able to offer blends of whose uniformity they can be absolutely sure. They select the coffees they need for their blend from the large stocks they buy. It would not be be possible for them to keep their particular blends always the same if they did not buy in large quantities and then have trained coffee men to see that the quality used was uniform.

It is because of the care taken in the selection of the coffees they sell under the "Schillings Best" brand that A. Schilling & Co. have been able to keep it prominently before the trade for so long.

Trained assistants carefully select those grades needed for this blend. They purchase in such quantities, that A. Schilling & Co. are able to guarantee to the dealer that the package of "Schilling's Best" coffee that he may give to a customer ten years from now will be the same in every particular as the coffee that the customer buys to-day.

The fact that this coffee is sold under the "Schilling's Best" brand insures its high quality both to the satisfaction of the dealer and the customer. It is easy to sell "Schilling's Best" coffee because the dealer is able to "money back" the goods. For this reason, he can feel safe in urging the customer to take the package home for trial.

It is doubly desirable for the dealer to handle "Schilling's Best" goods because he knows that no competitor will offer them for sale for a less price than he may charge and there is a fair margin of profit on every sale.

GREETINGS FROM TEXAS.

San Antonio, March 17, 1905.

Retail Grocers' "Advocate"—Our Retail Merchants' Association is very much alive down here. We would be glad to have Mr. Powers, or some other representative of your good journal, present on the occasion of our smoker, to be held on March 28, 1905. Please consider your staff cordially invited. With kindest regards and best wishes for the **ADVOCATE**, which I like to read very much, I remain, yours truly,

F. W. McALLISTER.

TANGLEFOOT



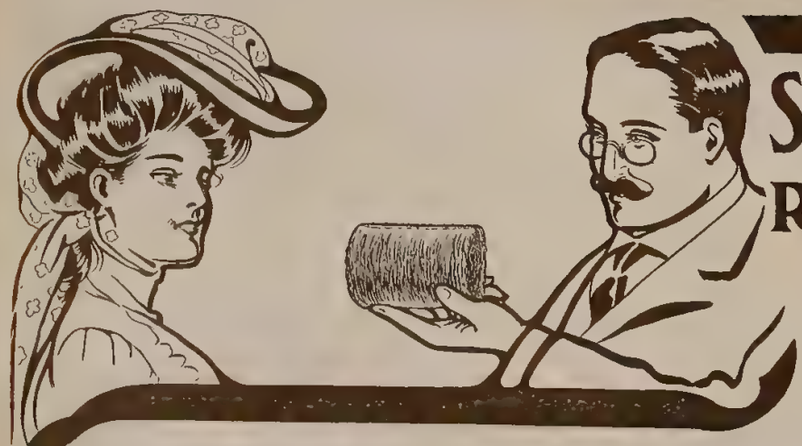
STICKY FLY PAPER

Is really the only device known that will catch and hold both the fly and the germ and coat them over with a varnish from which they cannot escape preventing their reaching your person or food.

TANGLEFOOT is Sanitary.

Ask for TANGLE-OOT.

Profit? Over **120%** to You.



SHREDDED WHOLE WHEAT RECOMMENDATION

You should be more than willing to recommend

Shredded Whole Wheat Biscuit *and* Triscuit

to your customers In the first place, they will like the Shredded Whole Wheat products and find that they represent the ideal food with the maximum amount of nutrition; and the second place, you will be doing yourself a good turn as well as your customers. It always pays to recommend a good thing—particularly when there is a satisfactory profit in it for you.

The Shredded Whole Wheat products pay you a good profit, and keep on paying it constantly, as they are not a fad, but a staple — people who once try them, keep on trying them.

There's no food on the market which is better advertised. This means that the demand is permanent as well as strong.

It will be good business for you to speak a good word for Shredded Whole Wheat to those unacquainted with its merits.

THE NATURAL FOOD COMPANY
Niagara Falls, N. Y.

CANNED GOODS IN AFRICA.

Richard Guenther, U. S. Consul-General at Frankfort, Germany, reports that canned fruits, vegetables, etc., to the value of $789,000, were imported at Johannesburg, Transvaal, in 1903. These goods weighed over 6,000,000 pounds, and less than 700,000 pounds were sent by the United States. The great bulk of the goods came from Great Britain, with France second. The following firms are the principal dealers in this line of goods: In Johannesburg—Atkins & Co., J. W. Becket & Co., Cohen & Sons, A. George & Co., Harmens Brothers, Harwin & Paterson, E. Nettmann & Co., Patton Brack, Raphaely, Leo & Ducles, and Skolm & Gimsberg. In Petroria—Lilienfield & Co., A. Johnston & Co., Jack John (Limited), and B. Gundelfinger & Co.

Lucky men always say it is due to pluck.

Little men in big places are a public nuisance.

A bird in the bush beats two in the hand—for singing.

A NEW CANNING COMPANY.

The Pratt-Low Preserving Company has been incorporated in San Jose, with a capital stock of $200,000. The directors are H. C. Morris, A. H. Higgins, H. M. Barry, W. G. Cooke, Oakland; George W. Pratt, San Francisco; David Low, San Jose; F. A. Wilder, San Francisco.

REJOICE IN ASSOCIATION.

A banquet was held at Brisbane, Australia, recently in honor of James Allan and T. C. Beirue, two members of the Drapers' Association of that city who were about to visit Europe. In the course of the dinner, one speaker remarked that "the occasion was unique in that it was the first time in this or other states that a body of men representing the retail drapery business had met in such harmony and union." There were many flattering expressions of appreciation of the secretary, Mr. S. Earle, to whose earnest efforts much of the success of the association was attributed.

PIERCE & CO. CHANGE.

Pierce & Co., who made such a wonderful success with the National Cash Register on the Pacific Coast, have given up that account and will from now on devote themselves to the Money Weight Scale, for which they were the agents also. Their offices are now in the new James Flood building, corner of Powell and Market.

The National Cash Register Company will handle the cash register account directly. They will remain at 14 Turk street.

Their action in this regard is in line with their established policy. The Pierce & Co. agency was practically the last of the independent agencies in the United States. Mr. N. F. Thoms, one of the big men of the company, will be in charge of the San Francisco branch.

Pierce & Co. have made a remarkable record in their handling of National Cash Registers. During the first seven months in which they handled the account they sold seven cash registers. In 1904 they sold over $360,000 worth of cash registers, and they had confidently expected to bring the record up to the $500,000 mark for 1905.

During the first fifteen days of March, Pierce & Co. broke all records in the sale of cash registers, selling $21,000 worth. The National Cash Register has a system by which they register the number of "points" a salesman must record to do what they consider a satisfactory business. The total quota for the sales force of Pierce & Co. for the month of March was 730 points. The salesmen registered 840 points in that time. In connection with this the office received the following telegram from A. L. Ditzler, manager of sales agencies:

Charles D. Pierce—Accept hearty congratulations on magnificent March business. We regret the severence of twenty years of most pleasant business relationship. Hope old friendly spirit and good feeling will never be severed. Best wishes from the management and all your other friends here. Also hope for continued prosperity and happiness.

R. L. DITZLER.

A banquet was tendered Mr. Pierce on Saturday evening by the office and sales force at a downtown restaurant. There were about fifty guests at the table, and all joined in praises of the man who had directed them for so long. The table was arranged in the shape of a horseshoe, and among the other decorations was a life-size floral representation of Juliana de Kol, Mr. Pierce's world-famous cow.

SELLING SOUTHERN BEER.

The Standard Bottling Company, with works and office on Beech street, near Stockton, are the sole agents for the Los Angeles Brewing Company in this city. B. Hessel, the proprietor, is thoroughly acquainted with every necessity of the beer-bottling business, and is prepared to give the wants of San Francisco the very best of service.

ANOTHER ROCHDALE STORE.

Chico, Cal.—The Chico Rochdale Co-operative Company has been incorporated in this city.

Your Stock Keeps Moving,
Your Money Is Constantly Turning,
And You Are Always Earning When
YOU CARRY

Carnation Cream

Quality

You get 20 ounces of it in every can of CARNATION Cream



Economy in Use.

For Kitchen and Table Use CARNATION Cream goes further than fresh milk.

Will Keep in Every Climate.

THE RETAILER
Who Buys Carnation Cream Now
MAY ADD
EXTRA PROFIT **25c** EXTRA PROFIT
On Every Case
TO
The Credit Side of
HIS ACCOUNT

Ask your Jobber, or write direct to **Spohn - Patrick Company,** *Agents, for Special Rebate Contract Blank.*

PACIFIC COAST CONDENSED MILK CO.
Manufacturers : : : : : : : Seattle and Kent, Wash., Forest Grove, Oregon.

DAN O'CALLAGHAN
REAL ESTATE
AND
INSURANCE BROKER
City Agent
Liverpool & London & Globe Ins. Co.
Telephone, Main 5238
22 Montgomery St., San Francisco
(Mr. O'Callaghan was for many years a member of the firm of O'Callaghan, Nelson & Co.)

CONTAINS WHITE OF EGG
The Greatest Leavening Auxiliary



Not Made by the Trust

Now Used in Thousands of Families

30 CENTS THE POUND
Made in California. Ask Your Jobber.
THE NEELY COMPANY
3 California St., San Francisco

NOT EXCELLED
By Any Cream Made



Made in Vall y Ford, Sonoma County, by
The Condensed Milk Co.
OF CALIFORNIA
213-215 Market St, San Francisco

"CRACKER JACK"
"The more you eat
The more you want"
THE WORLD'S GREATEST 5c SELLER
100 Packages to Case = = = $3.65
CASE WEIGHS 40 lbs. GROSS
Dodge, Sweeney & Co., Agents, - San Francisco, Cal.



WILLIAM CLUFF COMPANY

WHOLESALE GROCERS

SOLE AGENTS

SAN FRANCISCO CAL.

RAINIER BEER

Popular! Why?

Because it is really good.

Only Choice Materials Used in its Manufacture.

JOHN RAPP & SON, AGENTS

Phone South 473.

News of the Coast.

CALIFORNIA.

Berkeley—A blind fire, which started in the Eastman building on the morning of March 16, damaged the grocery store of Joseph McClain to the extent of about $500.

Florence—Mr. Swift, who was formerly in the grocery business in Long Beach, has purchased the Steve & Diller stock at this place and will open here at once.

Larkspur—Frank Jacobs has sold out his interest in the merchandise stores at Corte Madera and this place to the Tamalpais Grocery Company, of Mill Valley. Mr. Burtchaell, who has an interest in the Mill Valley corporation, was elected president and manager. The new company intends enlarging their business.

Monrovia—G. W. Black has moved his grocery to the Wardall block.

Redlands—C. L. Jewell has opened a new grocery here called the Elm City Grocery.

Santa Monica—Dales Bros., who conduct a flourishing grocery business on Third street, has purchased the Pier avenue grocery store of Asher & Falkenstein.

South San Francisco—J. R. Luttrell, of San Francisco, has purchased the Pioneer Grocery Store of George Kneese. Mr. Kneese was the pioneer grocer of this town. He opened business in the spring of 1892 and has carried on the same continuously until the present time.

Suisun—B. B. Wing has bought out the grocery of E. J. Briscoe in the Turner building, and has moved his stock of tea, coffee and spices there. It is his intention to conduct a cash grocery and to carry only a first-class stock of goods.

Terminal Island—The postoffice and grocery store of Charles Henderson at this place were completely destroyed by fire on March 9. The cause of the fire is not certain, but cross electric wires are suspected.

Ukiah—J. A. Gibson has put in a full line of groceries in connection with his hardware.

ARIZONA.

Williams—J. C. Phelan, Polson Bros. and Jacob Salzman are closing their stores at 7:15 p. m., with the exception of Saturdays and pay days, by mutual agreement.

IDAHO.

Grangeville—F. O. Miller has purchased W. D. Gillett's grocery store and bakery.

Hailey—E. F. Tucker will start a grocery and confectionery store.

Harrison—H. C. York is embarking in the grocery trade.

Twin Falls—J. A. Mitchell has started a grocery.

MONTANA.

Anaconda—The Barisch-Terkla Company has succeeded George Barisch, grocery.

Butte—Gordon & Edelstad have bought L. Gierson & Co.'s grocery. Ed Kartinen & Co. have succeeded Ed Kartinen, grocery.

Kalispel—Judson Sawyer has succeeded Sawyer & Son, grocery.

OREGON.

Ashland—Young & Dix have succeeded Rinehart & Son, grocers.

Eugene—J. T. Nicklin will start a drygoods and grocery store. A. H. Smith succeeds Smith & Nettleton, grocers.

Freewater—A. Johnson has bought the grocery stock of S. D. Williams and the drygoods stock of J. W. Lind's general store.

McMinville—P. M. Flynn, grocer, is dead.

Pendleton—C. D. Semple, grocer, has sold out to Morris & Dyer.

Portland—Gunther & Hickey have started a grocery. Sam Siegenthaler has started a grocery and notion store. J. Henry, meats, will remove to 201 First street, and will add groceries. The People's Market and Grocery Company has filed articles of incorporation. Schmidt & Larkin will succeed W. L. Schmidt. G. A. Roberts has started a grocery at 953 Union avenue.

Salem—H. S. Belle & Son will start a tea and coffee store at Salem.

St. John's—W. H. Moxon is opening a grocery store.

WASHINGTON.

Aberdeen—H. Hanks, of Tacoma, purchased the bankrupt grocery stock of the Aberdeen Co-operative store and closed out same at retail.

Clarkston—Waite & Arnold, grocers, have dissolved, the former continuing.

CROWN BRAND EPICURE CHEESE

A CHOICE ARTICLE.
A Rapid Seller at a Good Profit.
Not Equalled by Any on the Market.

SARDELLAS ANCHIOVIS CAVIAR TABLE SPECIALTIES.

A LARGE LINE
Of Guaranteed High Quality.

We solicit Attention of the Trade to our Offerings. Our Epicure Cheese will fully satisfy the most particular people. . . . . .

EPICURE MANUFACTURING COMPY.
216 Davis Street
San Francisco
Factory, Los Angeles - - Cal.
Branches:
Portland, Or. Seattle, Wash.

Better and Quicker Work

THAN ANY $50 CUTTER COSTS ONLY HALF AS MUCH

The "Dunn"

CUTS ANY WEIGHT CHEESE AT ANY PRICE PER POUND

A Child Can Operate It.

We can sell our Cutter for Less than any Other Manufacturer, because—

Our Capacity is Greater—We Make More Cutters—than ANY other Factory.

WILL SAVE ITS COST IN 90 DAYS.

For further particulars address

W. A. HAWLEY — PACIFIC COAST AGENT — 310 Cluett Building SAN FRANCISCO, CAL.

$25



$5 Down
$5 p. Month
5 Year Guarantee

Attracting Trade

Well-Directed Advertising Pays.

It has been said that advertising may pay in one town where it is throwing money away in another.

That is not true, says the Minneapolis Commercial Bulletin.

You can educate the people of any town to read and follow your advertising. That is, if you go at it in the right way. You can never do it by lazy advertising.

C. G. Kaskey, of Manson, Iowa, who is one of the most progressive merchants in that part of the country and known for miles around for his original methods, demonstrated that people can be interested in the merchant's ads.

He came to Manson a few years ago with a very small stock of goods and a small acquaintance. He began his campaign for business by liberal and original advertising methods.

At first the people did not take to his advertising at all, but Mr. Kaskey did not give up. He simply kept at it, and it was not long until he had them educated to know that a bargain advertised by him was a real bargain.

He made his store attractive by keeping it neatly trimmed and clean. That goes a long ways toward advertising a store.

When Mr. Kaskey gives a sale he plans to keep interest in it at high mark until it closes.

Sometime ago he put on a sale that packed the store to barely standing room every day for a week.

How did he do it?

Why, he advertised in such a way people had to keep coming to take advantage of the bargains. The bargains were pullers. The hour sale was one of the coaxers used. The quarter-hour sale another.

Fifteen-Minute Sales.

Every day was devoted to a different lot of bargains. For the first day he advertised he would sell five-cent packages of needles from 9:45 to 10 a. m. for one cent a package.

Then from 10:45 to 11 a. m. he sold a 200-yard spool of thread for one cent a spool.

From 2:30 to 2:45 p. m. six and seven-cent calicoes went for two cents a yard. Only ten yards were sold to a customer.

Seven cents bought fifteen-cent children's muslin drawers. They had to be bought from 3:45 to 4 p. m.

For five days he continued these sales, offering the public such bargains as these.

Leaving an hour or so between the special sales gave the customers opportunity to look over the stock in other parts of the store.

WORTHY OF EMULATION.

The special deal of 25-cent discount on every case of Carnation Cream continues with satisfactory results.

It is very gratifying to the dealer to know that the manufacturers of this article are doing everything in their power to maintain the retail selling price on it, and to give the trade a satisfactory margin of profit.

There is probably less cutting on Carnation Cream than ever before, and it appears that the special deal has served its purpose well in giving added interest to the dealers, who get all the increased profit.

If other manufacturers would follow in the footsteps of the Pacific Coast Condensed Milk Company, producers of this cream, it would be cause for great rejoicing on the part of the trade.

KEEP STOCK MOVING.

It behooves the merchant to select lines of goods that will move quickly, and turn his money over as often as possible. Outside of sardines, canned fish, as a rule, are not quick sellers, but the "Sunset" mackerel packed in olive oil, and therefore having the rich flavor that makes the sardine so delicious, seems to be an exception to the rule.

The choice quality of "Sunset" mackerel makes it a quick repeater, while the varieties of "Sunset"—sauce, tomato and mustard—give the palate a new tickle each time. They are good stock to carry.

When a policeman hears a girl scream after dark he doesn't know whether she is being kissed or only assassinated.

Bond System
OF
Retailing Staples



For Particulars, write

BOND SCALE CO.
210 East Second St.
LOS ANGELES, CALIFORNIA

Quality
Counts before QUANTITY with shrewd buyers



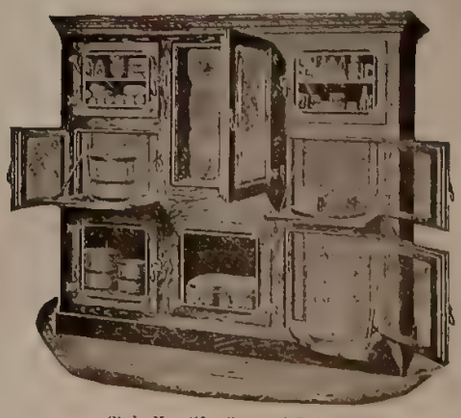
—Our Goods are Always Satisfactory—

Helvetia Milk Condensing Co.
Highland, Ill.
San Francisco Office, 3 Calif'a St.

If your Refrigerator does not keep butter perfectly, you are losing more in a single season on this account than a new

McCray Refrigerator

will cost.



Style No. 410. Grocers' Refrigerator

The McCray Patent System of Refrigeration
is the only system that positively insures perfect circulation of pure, cold air, absolutely dry and odorless.

Unequaled for Economy of Ice.

The McCray is Sold Entirely on its Merits.

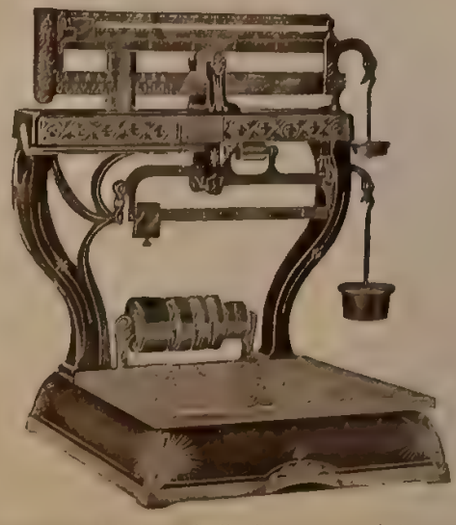
McCray Refrigerators are Guaranteed.

Your name and address written on the margin of this ad. and mailed to us will bring you our Catalogue No. 63, containing full description of Refrigerators of many styles for the Grocer.

SOLD ON EASY PAYMENTS.

BECK - WAKEFIELD COMPANY
GENERAL AGENTS
122 Market Street, San Francisco, Cal.

$39.00 BUYS THE BEST
Computing Scale in America



Patents sustained by U. S. Courts and Patent Office.

Saves the Grocer 60c per Day

Write for particulars.

Not Made or Sold by the Trust.

Sold by Wholesale Grocers and Hardware Dealers.

Standard Computing Scale Co., Ltd., Manufacturers
DETROIT, MICH.

Babbitt's Standards.

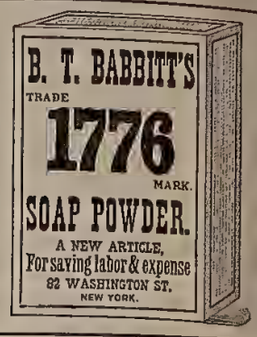
ALWAYS UNIFORM!
ALWAYS RELIABLE!
ALWAYS THE BEST!



B. T. Babbitt's Concentrated Lye,

The ready soap maker—a powerful disenfectant—an excellent fertilizer for dipping prunes, spraying trees, etc.

Manufactured by
B. T. Babbitt, (Inc.) New York City.



The C. B. JENNINGS CO., Agents, 121 California St., San Francisco, Cal.

LOOKS TO THE WEST.

The policy instituted by the Pacific Coast Grocers' Association of having manufacturers fix and maintain a fair retail selling price on their goods has aroused much interest all over the United States.

When prices are maintained through a mutual agreement there is always weakness. Some tricky dealer will seek to secure a temporary advantage by cutting, while the other dealers maintain prices, and unless some arrangements have been made to punish the cutter, the price agreement must invariably fall through.

Where prices are maintained by the demand of the manufacturer, the co-operation even of the cutters is insured, since there is speedy and effective punishment for those who do not maintain the price, and no dealer fears that he is being made a tool of by other men in the same line of business.

A letter to Mr. Paulding from James Lillis, manager of the Merchants' Mutual Association of Kansas City, Kan., shows that the merchants of that city are looking with interest at the progress made by Mr. Paulding. Mr. Lillis says:

"We have made some progress by way of protecting our members' profits on the staples they handle through contract with the manufacturers, who protect the retail prices.

"We have discovered that some of the manufacturers have contracts with the jobbers which establishes an equality price on selling to the retail trade, and also prohibits the jobbers from making any special prices to cutters. These same manufacturers so far have refused to protect the retail price by contract.

"We feel we have started in the right direction and expect that we will have results to show in three months' time.

"I enclose a copy of a circular issued by the association for the purpose of pushing only the products, the price of which is protected by the retail dealers. The results not only surprised the manufacturers, but the dealers as well. We have failed to learn of a single dealer who refused to put the goods in stock.

"This has done more to encourage the members than anything that has come up since the founding of the association. It has also increased the membership of the association, which has inspired them to greater effort."

CHICLE COMPANY WILL BUILD.

The American Chicle Company has purchased a 50x120 foot lot on Bluxom street, near Fourth, for $15,000, and will erect a four-story fireproof building at the cost of $45,000. The building will be used as the Pacific Coast branch factory and business offices of the company.

FLOUR MILLERS ORGANIZE.

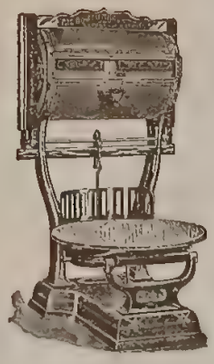
A temporary organization of the millers of the State has just been formed, and on April 3 a meeting will be held in the Board of Trade rooms, at which it is expected to establish the organization permanently. T. J. Parsons, of the Del Monte Mills, is temporary chairman, and E. J. Luke, of the Yolo Mills, is the temporary secretary. The organization will be along similar lines to those now existing in the East, and the object will be to do away with the evils now existing in the trade and to improve conditions generally.

GIBSON IN TOWN.

Mr. Gibson, not the Rev., but the hustling Huyler man, has been visiting the bag trade this week.

Money Weight Scales

Some of the Advantages the Grocer Derives:



1—They give the correct value of the article being weighed.
2—They prevent loss from errors in calculation.
3—They save time required in making calculation.
4—They are made better than ordinary scales.
5—With proper care they will last an ordinary life-time.
6—The pivots are of hardened tool steel, and with agate bearings inserted at the proper point, are practically indestructible.
7—They are sensitive to the very small fraction of an ounce.
8—They are an ornament to any store.
9—They are the only scale that is mechanically honest.
10—Customers, knowing them to be an honest scale, like to have their purchases weighed on them.
11—Sold on easy monthly payments.

With the **Money Weight Scales** you at once weigh goods **AT THEIR MONEY VALUE.**

Send for further information.

PIERCE & CO.

Pacific Coast Agents

14 Turk Street **SAN FRANCISCO, CAL.**

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Each of these departments in this Price List is checked up and corrected every week by two or more reliable authorities on values. More than thirty wholesale houses co-operate with us to secure for our List the greatest accuracy possible.

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COLUMN 1.
Department 1.

COFFEE, CHICORY, ETC.

Green Coffee.

Mocha, Genuine Arabian	18	21
No. 2	17	18
No. 3	16	
Kona (Hawaiian)	16	18
Mexican	12	18
Java, common	15	18
Java, brown plantation	20	25
Caracol, prime washed	13	16
Caracol, ordinary	13	14
Guatemala	11	17
Costa Rica	12½	16
Salvador	10¾	12

Roast Coffee.

Salvador	12	20
Costa Rica	16	20
Java	24	31
Mocha Aden	27	31
Prme W shd, C. A. Blends	19	24
Good C. A. Blends	18	20
Ordinary Blends	12	13

Private Brands.

Royal Java Roast	13
Lion, 100-lb	15.37
Arbuckle's, 100-lb	15.37
Arab, 1-lb tin	.18
Hill's Bros. Arabian Roast	.27
"M.J.B.," 60 1's in case	.28
"M.J.B.," 30 2 s in case	.27
"M.J.B.," 20 3's in case	.25

Schilling's Best Coffee.

	Tins: 30-lb price 60-lb case ¼ off			
	1-lb cartons	1lb tins	2lb tins	3lb tins
5-star	36¼	39¼	38¼	38
4-star	29¼	32¼	31¼	31
3-star	25¾	28¾	27¾	27½
3-star Laquered (3-lb. tins only)				27½
2-star	22¼	25¼	24¼	24
1-star	18¾	21¾	20¾	20½

Cartons only in 25, 50 or 100 lb cases can be assorted as required.

The Porto Rico Co.

Ponce de Leon, in bulk	26
Cream of Moca, 1-lb. cartons	25

Ground Coffee.

Hill's Bros. Arabian Roast	.27
Cafe des Geurmands	.26
Mexomoka	.15

Chicory.

California	6
Belgian	7
German, Genuine	8

Coffee Extracts.

Bulk, per lb.	.07
Vienna, ¼'s, 10-lb bx	.25
Vienna, 1's, 10-lb. bx	.25
Ackermann's, ½-gross bxs., gross	4 00

COLUMN 2.
Department 2.

TEAS.

Japan.

(Panfired, Sundried or Basket-fired.)

Extra Fancy	56	74
Fancy	44	55
Extra Choicest	39	43
Choicest	34	38
Fine	24	33
Fair	22	24

Green China.

(Gunpowder, Imperial or Young Hyson.)

Extra Fancy	55	76
Fancy	38	46
Choicest	35	37
Extra Choice	32	34
Fine	25	31
Fair	20	25

English Breakfast.

Extra Fancy	67	90
Fancy	51	66
Choicest	35	50
Choice	24	30
Fine	20	22
Fair	15	20

Oolong.

Extra Fancy	53	$1.50
Fancy	50	57
Extra Choice	36	48
Choicest	33	35
Fine	27	32
Fair	22	26

Ceylon and India

Broken Orange Pekoe	36	65
Broken Pekoe	33	56
Orange Pekoe	31	53
Pekoe	27	46
Pekoe Souchong	24	39

Schilling's Best Teas.

(Packed only in 16, 12, 8 and 6-oz. Cartons. Never in bulk.)

Japan, per lb. .45
do, 1 crn., 90c; 2 crn. $1.80
English Breakfast .45
do, 1 crn, 90c; 2 crn .$1.80
Ceylon .45
do, 1 crn., 90c; 2 crn. $1.80
Oolong .52½
do, 1crn., 1.05, 2 crn. 2.10

TREE TEA

(Pride of Japan, etc.)

Packed in 1 lb. and ½ lb. cartons

Japan	37½
E. B Congou	37½
Oolong	50
Gunpowder	45
Ceylon	40

COLUMN 3.
Department 3.

SUGAR AND SYRUPS.

The Western Sugar Refining Company quotes net cash prices as follows. Barrels are an advance of 10c, half barrels, 25c, boxes, 50c, 50-lb. bags, 10c.

Dry Granulated, 100-lb. sk	5 80
Fruit Granulnted	5 80
Confectioners' A	5 80
Cube	6 05
Crushed	6 00
Fine Crushed	6 10
Candy Granulated	5 90
Magnolia A	5 40
Extra C	5 30
Golden C	5 20
Beet D. G.	5 70
Bar Sugar, bbls.	5 20

¼ cent off for prompt cash.

Do.	½-bbls	6 60
Do.	40-lb. tins	7 70
Do.	20-lb tins	7 70
Do.	10 lb. boxes	6 85
Domino, 5-lb. cartons, 24 to cs		9 60

SYRUPS.

Saratoga Drips (Long's)	gal	Gal
50-gal bbls.		$ 50
30 gal. bbbls.		52
17 gal. bbls		55
5 gal. jackets		2 25
4½ gal jackets		2 01
2 gal kits		1 23
1½ gal. kits		90
1 gal tins		70

Pac. Coast Syrup Co.

Tea Garden Drips	Case
12, 1 gal. tins	$8.40
20, ½ gal. tins	7.70
24, ¼ gal. tins	7.34

Orange Blossom Drips.

6 1 gal. tins	per case	$2 40
12 ½ gal	" "	2 60
24 quart	" "	2 60
36 2-lb.	" "	2 85
50-gal bbls		33
25-gal. ½-bbls		35

Molasses.

New Orleans.

Genuine Light, about 70 gals bbls	50
Genuine Light, 30 gal ½ bbls	52
Genuine Light, 15 gal ¼ bbl	55
Genuine Light, 5 gal kegs, gal	57

	Doz
Pelican, 1" 1 gal tins	6 60
Pelican, 20, ½ gal tins	6 60
Pelican, 24, ¼ gal. tins	6 10

COLUMN 4.

Maple Syrup.

Woodlawn (Long's)	case	Case
Gal cans, 10 to cs	$11 00	
Gal. cans, 6 to cs	6 60	
½ gal cans, 12 to cs	7 10	
¼ gal cans, 24 to cs	8 10	
10 gal. jackets, each	10 15	
5 gal jackets, each	5 10	
4½ gal jackets, each	4 60	
Qts., glass, 12 in cs	4 60	
Pts., glass, 24 in cs	4 90	

Pac. Coast Syrup Co.

Toboggan -	Doz
¼ gal. tins, 2 doz. to cs	2.25
½ gal tins, 2 doz. to cs	4 00
½ gal. tins, 20 to cs	7.20
1 gal. tins, 12 to cs	13.20

"OLD MANSE"

—Absolutely Pure—

CANADIAN SAP MAPLE SYRUP.



	Doz. Price.
1 gal cans, ½ doz in cs	$4
½ gal. cans, 1 doz in cs.	
¼ gal. cans, 2 doz. in cs.	4.25
⅛ gal cans, 4 doz in cs.	2
Qt bottles, 1 doz. in cs.	1
Pt. bottles, 2 doz. in cs.	2
Decanters, 1 doz. in cs.	3
4½ gal Jackets, per gal.	1

Retail Discount 5 per cent, 10 cents 75 cents, 25 cents or over 10's.

On each package we offer to forfeit $1,000.00 if found short in measurement or containing any impurities

Maple Sugar.

Vermont, gen. pure, abt 30 1-lb bricks, per lb	.17
Vermont, gen pure, abt 20 2-lb bricks, per lb	.15½
Log Cabin, in 1, ½ and ¼-lb bricks, assorted in 25-lb pails per lb	.15
Scudder's, in 1, ½ and ¼ lb bricks assrtd, per lb	14

COLUMN 5.
Department 4.

DRIED FRUITS, NUTS AND HONEY.

(Add ¼c for 50-lb boxes and ½c for 25-lb. boxes.)

Apples.

Sundried, sacks	5
Evap, fancy 50-lb bxs	8
Evap, ex choice, 50-lb bx.	7½
Evap, choice 50-lb bx.	7

Apricots.

Choice Sacks	11
Fancy Sacks	12
Fancy, 25 lb boxes	12½

Blackberries.

In boxes, per lb	13

Cherries.

Pitted, in boxes, per lb	30
Unpitted, in boxes, per lb	11

Currants.

In bbls (tubs 6%)	6½
In mats, 50-lb	7
Recleaned in bbls.	7
Reclesned 25-lb boxes	7¼
Reclesnad, 50-lb boxes	7¼
Reclesned, 1-lb carts	7¾
Reclesned, 12 oz. carts	6¾

Dates.

Fard, 14-lb, per lb (70-lb bx)	7½
Persian, 65 lb case	6

Figs (California)

Black sacks	3½ 5
Black, 25 lb boxes, per bx.	1 20 1 40
White, bags	3½ 5
White, 10 lb bx. per bx.	60
White, 10 1 lb bxs, pr bx.	65 75

Figs (Imp. Smyrna.)

Fancy, 10-lb bx, per lb.	18
Choice, 5-lb bx, per lb.	16

Nectarines.

White	8½
Red	8

Peaches.

Choice, in sacks	10
Ex. choice, in sacks	11
Fancy, in sacks	12

Pears.

Choice, ¼'s, in sacks	10
Ex choice, ½'s, in sacks	11
Fancy, ½'s, in sacks	12

Plums.

Unpitted	8
Pitted, bleached	9
Pitted, black	7

COLUMN 6.

Prunes.

	Sks.
30s-40s	7½
40s-50s	5¼
50s-60s	3½
60s-70s	3
70s-80s	2¾
80s-90s	2¼
90s-100s	1¾

Raisins.

	Box	½'s	¼'s	50 lb
6 Cr. Layers	3 25	—	—	—
5 Cr. Layers	2.50	—	—	—
4 Cr. Layers	1.75	—	—	—
3 Cr. Layers	1.25	—	—	—
2 Cr. Layers	1.15	—	—	—
4 Cr. Loose	—	—	—	05¾
3 Cr. Loose	—	—	—	05¼
2 Cr. Loose	—	—	—	04¾

Thompson Seedless, bichd, 60-lb boxes 8

Sultana Seedless, bichd, 48 1's, per lb. 6½

Seedless Muscatels, 50-lb cases 6¾

Seeded, 1-lb cart. 6¾

Seeded, 12-oz. cart. 5¾

NUTS.

Almonds, fancy, I. X. L.		15-16
Almonds, choice, soft shell, Drake		13-13½
Almonds, shelled, No. 1.		32-35
Almonds, shelled, No. 2.		27-30
Almonds, shelled, Jordan, Imp.		.58
Almonds, Jordan, Dom.	.37½	.40
Brazils, 210-lb sks, new	.14	.15
Chestnuts, Cal. Italian.	.09	.10
Cocoanuts, $9 100.	4.50	5.50
Filberts, 175-lb sk.	.13	.14
Peanuts, Japanese, hand picked	.05½	.07
Peanuts, roasted	.08	.09
Pecan, polished	.12½	.14
Pine		
Walnuts, hard shell	10	10¼
Walnuts, sft shll, No. 2	10	.13
Walnuts, sft shll, No. 1.	.13	.14½

CANNED VEGETABLES.

Asparagus "Griffin Extras" Mammoth	$
Large White	
Medium White	
White Tips	
Artichokes, 2½'s	3 00
Beans, Stringless "Extras"	1 40
Beans, Blue Lake	1 30
" " " gal	4 50
Beans, French, Kidney, 2-lb.	1.15
Beans, String, 2-lb	.75
Beans, String, gal	3.50
Beans, Lima, Soaked	1.00
Fancy Eastern	1.85
Corn, Smith's Hulled, 2 doz. in case, per doz.	1.20
Hominy, Great Western, 3 lb	1.20
Corn, 2-lb, Western	.95
Corn, 2-lb, Maine	1.35
Dunbar's Okra, 2½-lb	1.80
Petit Pois, Griffin extra	1.50
Peas, Griffin extra sifted	1.25
Peas, Standard sifted	1.10
Peas, Standard Marrowfat	.95
Pumpkin, 3-lb.	1.37½
Spinach, 2½	1.75
Succotash, fancy, tins	1.40

Tomatoes.

	doz.
3's, Griffin's Ex. Solid Pack	$1.10
3's, Griffin's Ex., with peppers	1.15
2½'s, Cutting's Solid Pack	.90
2½'s, Cutting's Solid Pack, with peppers	.95
2½'s, Cutting's Standard	.72½
Gallon, Standard	2.25
Gallon, Solid Pack	2.75
Gallon, Puree	2.35

P. F. Rathjens PORK PACKER

1311-1315 Pacific Street.

Sausages.

Garlick Frankfurter	10
Bologna	10
Blood and Liver	9
Tongue and Headcheese	—
Choice California Ham	12
Extra Light Bacon	15½
Medium Light Bacon	12½

Boiled Hams.

Kingan	20
Eastern	19
California	17

Mettwurst.

Extra Home Made, 20, 22½, 25

LARD.

50 lb. tins	9
20 lb. tins	9½
10 lb. tins	10
5 lb. tins	10
3 lb. tins	10
1 lb. cups	11

COLUMN 7.

HONEY.

Water White, 2 5's, lb.	.07½
Light Amber, 2 5's, lb.	.06
Lt. Amber, 10 1 gal tins, gal	.75
Lt. Amber, 20 ½ gal tins, gal	1.00
Lt. Amber 2-lb tins, doz.	2.60
Lt. Amber, 16-oz. bots, doz.	1.35
Comb, 1-lb glass jars, doz.	1.75
Comb, 2-lb glass jars, doz.	2.90

Pine Apples.

	Per Doz.
2 lb., fancy sliced, E. & C., 2 doz. in case	2 50
2 lb. grated, 2 doz in case.	2 25
2 lb. shredded, 2 doz. in case Hawaiian	1 65

Johnson's—Columbia.

2 lb. sliced, 2 doz. in case.	2 30
2 lb. grated, 2 doz. in case.	2 30
1 lb. sliced, 4 doz. in case.	1 15
1 lb. grated, 4 doz. in case.	1 15
gal., coreless, 4½ lb. to tin, ½ doz. in case, per lb.	16
gal., grated, 7 lb. to tins, ½ doz. in case, per lb.	13
2 lb., sliced, Baltimore, 2 doz. case	2 25
2 lbs., grated, Baltimore, 2 doz case	2 25
1 lb., cocktail, Baltimore ovals, 4 doz. case	1 25
2 lb., sliced, Singapore, 4 doz case	1 75
3 lb., sliced, Singapore, 2 doz. case	2 40
Royal Hawaiian, 2-lb grated, 2 doz. case	1 80
2-lb sliced, flats, 2 doz. case	2 00
Tall, 2-lb sliced, 2 doz. case.	2 00

COLUMN 8.

Department 5.

JELLIES, JAMS, ETC.

Griffin Extra Preserves.

Raspberry, strawberry, blackberry currant, loganberry, per doz. $2.00

Cherry, per doz. $2.00

Less 10 per cent in 5-case lots.

Apricot, Damson, Fig, Gooseberry, Gage, Peach, Plum, Quince, per doz. $1.80

Orange Marmalade. $1.75

Long's Preserves.

Strawberries, Raspberries, Blackberries, Loganberries, Cherries, Pineapples, Pears, Figs, in 20-oz. glass jars, 2 doz. in cs., per doz. $3 50

Apricot, Plum, Quince, Orange, Peach, in 20-oz. glass jars, 2 doz. in cs., per doz. 3 20

Asstd, 2 doz. in cs., per doz. 3 30

JAMS.

Curtice Bros. Co., Rochester, N. Y.

In 16 oz. Glass Jars.

Strawberry, raspberry, raspberry and currant, red cherry, white cherry, apricot, black currant, red currant, quince (sliced), peach (sliced), pear (sliced), blackberry, gooseberry, grape, green gage, egg plum, damson, pineapple marmalade, tomato marmalade, orange marmalade, per dozen, $1.95.

All above packed in cases of 2 dozen each.

COLUMN 9.

Long's Peerless Jams.

Strawberry, Raspberry, Blackberry, etc., in 16-oz. glass jars, 2 doz. in cs., per doz. 2 00

Long's Pure Currant Jelly.

Tumblers, 2 doz. in cs., doz. 2 00

30-lb. kits, per kit 3 00

15-lb. kits, per kit 1 75

Marmalades.

Orange (Dundee) 48-1's, doz. 2 75

COLUMN 10.

Apple Butter.

Heinz, 2's, 2 doz. in cs, doz. $2 25

Heinz, 3-lb stone crocks, doz. 4 25

Heinz, 4½-lb stone crocks, dz 6 50

Heinz, 18-lb. stone crocks, lb. 11

Peach Butter.

Heinz 4½-lb stone crocks, doz 9 00

Heinz, 18-lb. stone crocks, lb 14

Maraschino Cherries.

Long's, qts, 12 to cs, per cs. 6 50

Long's, pts., 24 to cs., per cs. 7 50

FRUIT	JELLIES: 2 lb. Extra	2 lb. Stand	1 lb Extra	Tumblers	Ex. Lunch 1 lb Glass	JAMS: 2 lb. Extra	2 lb. Stand	1 lb. Extra.	Tumblers	Ex. Lunch 16 oz. G/s Preserves
Apple	1 55	1 35	1 00	90	1 75					
Apricot	1 55	1 35	1 00	90		1 60	1 35	90	90	1 80
Assorted	1 55	1 35	1 00	90	1 75	1 60	1 35	95	90	1 80
Assorted No. 2					1 75				95	1 80
Blackberry	1 55	1 35	1 00	90	1 75	1 85	1 60	95	90	1 80
Cherry										1 80
Crabapple	1 55	1 35	1 00	90	1 75					
Currant	1 75	1 50	1 10	90	1 90	1 85	1 60	95	90	1 80
Damson					1 75					1 80
Fig						1 60				1 80
Gooseberry	1 55	1 35	1 00	90	1 75			95	90	1 80
Grape (Catawba)					1 75					
Green Gage										1 80
Lemon	1 55	1 35	1 00	90						
Loganberry					1 75					1 80
Orange Marmalade		1 35	1 00	90		1 60		90	90	1 75
Peach	1 55	1 35	1 00	90		1 60	1 35	90	90	1 80
Plum	1 55	1 35	1 00	90	1 75	1 60	1 35	90	90	1 80
Quince	1 55	1 35	1 00	90	1 75	1 60	1 35	90	90	1 80
Raspberry	1 55	1 35	1 00	90	1 75	1 85	1 60	95	95	1 80
Strawberry	1 55	1 35	1 00	90	1 75	1 85	1 60	95	95	1 80

Department 6.

CANNED FRUITS AND CANNED VEGETABLES.

8 lb. Extras	2½ lb. Extras	2½ lb. Extra Standards	2½ lb. Standards	2½ Second	2½ Water	2½ Pie	KIND	Gallons Extras 3 lb. Grade	Gallons Extras 2½ lb. Grade	Gallons Extra Standard	Gallon Standard	Gallon Water	Gallon Pie
2 25	1 65	1 40	1 30	1 15	1 05	1 05	Apples			4 00	3 50		2 65
2 50		1 35	1 25	1 10	1 00	1 00	Apricots	5 75	5 00	4 50		2 75	2 40
							" peeled						
							" sliced						
							Assorted						
2 25	1 70	1 45	1 35	1 20			Blackberries			4 25	4 00	3 75	3 40
	2 20	1 90	1 75				Cherries (Royal Anne)						
	2 10	1 75	1 60				Cherries (White)						3 65
2 80	1 90	1 75	1 60				Cherries (Black)			5 25	4 60		3 65
2 00	1 35	1 20	1 10	95	90	90	Grapes (White Muscat)			3 50	3 10	2 50	2 25
	1 60		1 25	1 10			Nectarines						
2 65							Peaches (Yellow)	6 50	5 25	4 60	4 25		
2 75							Peaches (Lemon Cling)	7 75	7 00		5 00		
2 75				1 40			Peaches (Lemon Cling Sliced)	7 75	7 00	5 75	5 00		
							Peaches (White Heath)			5 25	4 75		
2 65			1 55				Peaches (White Heath Sliced)						2 40 pld
2 75	2 00	1 70	1 60	1 35		1 00 / 1 05 pld	Pears (Bartlett)	7 00	6 25	5 25	4 75	3 75	2 15 unpl
2 10	1 45	1 20	1 10	95	90	90	Plums (Green Gage)	5 00	4 25	3 50	3 25	2 55	2 30
2 10	1 45	1 20	1 10	95	90	90	Plums (Egg)	5 00	4 25	3 50	3 25	2 55	2 30
2 10	1 45	1 20	1 10	95	90	90	Plums (Gold Drop)	5 00	4 25	3 50	3 25	2 55	2 30
2 15	1 50	1 25	1 15	1 05	95	95	Plums (Damson)						
	2 60	2 35	2 10	1 95			Raspberries						
	2 10	1 85	1 70	1 45			Strawberries						

Department 7.

PROVISIONS.

Hams.

Eastern Standard, 17/19	.12¼
Eastern Standard, 15/16	.12¼
Eastern Standard, 12/14	.12¼
Eastern Standard, 10/12	.12¾
Eastern Fancy	.12¾ to .13
Local cure, all averages	.11¾
Picnic Hams	.8

Boiled Hams.

Skin on	.17½
Skin off	.19½

Breakfast Bacon.

Eastern Standard, 6/8	.14½
Eastern Standard, 8/10	.14
Eastern Standard, 10/12	.13½
Eastern Fancy	.16
Local cure	.14 .15

English Cured Bacon.

Eastern cure, 8-10	13½
Eastern cure, 10/12	.13

Dry Salt Bacon.

Clear medium Bacon	.10½
Clear light medium	.10½
Clear Lt. med. select	.11
Light Belly	.12½
Extra light Belly	.13
Bacon Backs	.10
Bacon Bellies	.12½

Dry Salt Meats.

Sides	.09½
Bellies	.10½
Backs	.09½
Fat Backs	.09½

Barreled Pork.

	Bbls.	½-bbls.
Spare Ribs	$	
Family Pork	14.50	7.50
Clear Pork	19.00	9.75
Pig Pork	22.50	11.50

Barreled Beef.

Mess Beef	11.50	6.00
Extra Mess Beef	11.50	6.00
Family Beef	11.50	6.00
Extra Family Beef	12.00	6 25
Beef Tongues	25.00	13.00

Pigs Feet.

Tierces, about 300 lb.	$18.00
Barrels, about 200 lbs.	13.50
½ barrels, about 80 lbs.	5.00
Kegs, about 25 lbs.	2.10
Kits, about 15 lbs.	1.25

Honey Comb Tripe.

Tierces, about 300 lbs.	$17.00
Barrels, about 200 lbs	13.00
½ barrel, about 80 lbs.	5.00
Kegs, about 25 lbs.	2.10
Kits, about 15 lbs.	1.25

Sausages.

	Per lb.
Braunschweiger	17
Italian Salami	33
D'Aries	22
Mortadella	24
Bologna	8½
Frankfurters	8½
Garlic Sausage	9
Liver Sausage	8½
Pork Sausage	8½
Head Cheese	8½
Tongue Sausage	8½

Pure Leaf Lard.

Tierces, about 350 lbs net.	9
½-bbls, about 100 lbs net.	9¼
80-lb. Wood Tubs, 80-lbs. net.	9⅛
60-lb. Wood Tubs, 60 lbs. net.	9⅜
20-lb. Wood Pails, 20-lbs. net.	9⅜
50-lb. Cans, 1 to a case.	9¼
20-lb. Cans, 4 to a case.	9⅜
10-lb Cans, 6 to a case.	9⅜
5-lb. Cans, 12 to a case.	9⅝
3-lb. Cans, 20 to a case.	10

ANCHOR PACKING CO.

140 Eighth St., S. F., Cal.

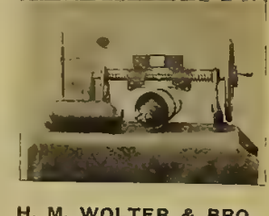
PORK PACKERS AND PROVISION DEALERS.

Boilers of Kingan and Anchor Hams.

SAUSAGES, COOKED MEATS, TONGUE

Hams, Kingan, boneless boiled	18c
Anchor, "	17c
Bacon (special)	16c
Lard, 55	9¾c
" 20	10c
" 10	10c
" 5	10¼c
" 3	10⅜c

Please note that our hams are all hand tied.



H. M. WOLTER & BRO.

Dealers in

...Boneless Boiled Hams...

GROCERS PRONOUNCE THEM THE BEST.

103 12th St. Tel., Mint 1763

KINGAN .20

CUDAHY "REX" .19

HEINEMAN & STERN

916 Larkin Street

Garlic Sausage,	Lbs.	
Ring	"	
Bologna	"	
Frankfurter	"	
Rollada	"	
Smoked Beef	"	
Pickled Meat	"	
Headcheese	"	
Tongues	Doz.	Prices Quoted on application by Letter or Telephone
Dried Beef	Lbs.	
Smoked Mutton,	"	

COLUMN 11. COLUMN 12.

Department 8

CANNED MEATS

ALL PRICES ARE PER DOZEN	No. ¼ Tins 4 Doz. in Case	No. ½ 2 Doz. Tins in Case	No. 1 Tins 2 Doz. in Case	No. 2 Tins, 1 or 2 Doz. in Case	No. 6 Tins 1 Doz. in Case	No. 14 Tins ½ Doz. in Case	No. 1 Tins 1 Doz. in Case
Corned Beef	.....	.....	1 30	2 30	8 25	18 25	.....
Roast Beef	.....	.....	1 35	2 40	8 25	.....	.....
Roast Ribs of Beef, Boneless	.....	.....	1 40	2 50	.....	.....	.....
Roast Mutton	.....	.....	.....	2 70	.....	.....	.....
Brisket Beef	.....	.....	1 40	2 50	.....	.....	.....
Boiled Beef	.....	.....	1 35	2 40	8 25	.....	.....
Chipped Beef	.....	1 20	2 10	.....	17 50	.....	.....
Sliced Beef, in tins	.....	1 40	2 50	.....	.....	.....	.....
Sliced Beef, in glass	.....	1 45	2 75	.....	.....	.....	2 75
Brawn	.....	.....	1 40	2 45	8 25	.....	.....
Compressed Ham	.....	.....	1 50	2 75	.....	.....	.....
Lunch Tongue	.....	1 90	3 25	6 50	.....	.....	.....
Lambs Tongue	.....	1 70	2 95	.....	.....	.....	.....
Sliced Ham	.....	.....	3 70	6 40	.....	.....	.....
Sliced Bacon	.....	.....	.....	.....	.....	.....	2 80
Sliced Bacon in Glass	.....	.....	.....	.....	.....	.....	.....
Deviled Ham	40	80	.....	.....	.....	.....	.....
Potted Ham	40	80	.....	.....	.....	.....	.....
Potted Ox Tongue	40	80	.....	.....	.....	.....	.....
Potted Chicken	90	1 60	.....	.....	.....	.....	.....
Potted Turkey	90	1 60	.....	.....	.....	.....	.....
Deviled Chicken	90	1 60	.....	.....	.....	.....	.....
Deviled Turkey	90	1 60	.....	.....	.....	.....	.....
Boneless Chicken	.....	3 40	5 55	.....	.....	.....	.....
Boneless Turkey	.....	3 40	5 55	.....	.....	.....	.....
Veal Loaf	.....	1 10	2 10	.....	.....	.....	.....
Ham Loaf	.....	1 10	2 10	.....	.....	.....	.....
Beef Loaf	.....	1 10	2 10	.....	.....	.....	.....
Chicken Loaf	.....	1 60	2 75	.....	.....	.....	.....
Chicken Pate and Ham	.....	1 10	.....	.....	.....	.....	.....
Chili Con-Carne	.....	.....	1 40	.....	.....	.....	.....
Beefsteak and Onions	.....	.....	1 60	.....	.....	.....	.....
Hamburger Steak with Onions	.....	1 95	2 00	.....	.....	.....	.....
Frankfurter Bratwurst	.....	.....	2 00	.....	.....	.....	.....
Sweetbreads	.....	.....	2 40	.....	.....	.....	.....
Vienna Sausage	.....	90	1 65	.....	.....	.....	.....
Oxford Sausage	.....	.....	2 45	.....	.....	.....	.....
Bologna Sausage	.....	.....	2 25	.....	.....	.....	.....
Vienna Sausage and Kraut	.....	.....	1 20	.....	.....	.....	.....
Corned Beef Hash	.....	1 10	1 50	.....	.....	.....	.....
Lunch Sausage	.....	00	.....	No 1½	No 2	No 2½	No. 3
Ox Tongue, whole	.....	.....	.....	6 50	7 50	9 50	12 00
Minced Collops	.....	.....	.....	2 45	.....	.....	.....
Tripe	.....	.....	.....	1 75	.....	.....	.....
Pork Sausage	.....	1 05	.....	2 50	.....	.....	.....
Stewed Kidneys	.....	.....	.....	.....	.....	.....	.....
Pork and Beans, Plain	.....	.....	90	1 40	.....	.....	1 85
Pork and Beans, with tom. sc'e	.....	.....	95	1 45	.....	.....	1 90

Department 9.

FISH AND CHEESE.

Russian Caviar.

	Per doz
1-lb cans, 2 doz in case	$13 00
½-lb cans, 2 doz in case	6 75
¼-lb cans, 5 doz in case	3 65
⅛-lb cans, 8 doz in case	2 00
White Label Brand	none

CHEESE.

Foreign and Domestic.

New York State Factory		16½
Cheddars, October make		
Twins, " "		17
Calif. State factory flats	12	14½
Calif. State factory Young Americans	13	15
Limburger, Eastern, ℔ lb	16	17
Swiss, Imported, ℔ lb		25½
Roquefort, ℔ lb		38
Gouda, ℔ lb		27
Pineapples, Eastern, 6 in cs, ℔ case		$8 35
Pineapple, Eastern, 6 in cs, small		2.35
Holland or Edam, medium, plain, per doz	$ 8.50	9.00
Holland or Edam, medium, in bladders, per doz	9.50	11 00
Holland or Edam, large, plain, per doz	10.50	12 00
Holland or Edam, large, in bladders, per doz	10.50	12.00

Fancy.

Camembert Brie, Roquefort, and Gorgonzola, jars	3 00
Parmesan C & B, sml bot, doz.	3.00
Parmesan C & B, lge bot, doz.	5.00

Bayle's.

Small ¼-lb. 1-lb. 2½-lb 5 lb

Deviled Cheese	$1.00	$2 25	$4.00	$ 500	$9.00
After Dinner Cheese	$1.00	2.40	4.00	4 50	7.50
Roquefort Cheese	$1.00	2 40	4.00	4.50	7.50

SALT FISH.

Pacific Codfish.

Bndles, 50 lbs each, per lb	¾
Cs, selected, 100 lbs cs, pr lb	
Boneless, 30-lb boxes, per lb	
Boneless Strips, 40lb bxs, pr lb	½
Boneless Blocks, 40lb bxs, p lb	½
Boneless Tablets, 36 bxs, pr lb	8
Boneless Middles, 60 bxs, pr lb	10½
Boneless Middles, extra, 60-lb boxes, per lb	10½

Eastern Codfish.

Gen Georges, 8 fish to cs	$10.00
Gen. Georges, 12 fish to cs	9.00
Geo. Cur. Cod, 16, 18 fish to case	8 50
Geo. Cur. Cod, 40 fish to cs	8 00
Gen. Geo. Middles, 60 fish.	13½
Gen. Geo. Tablets, 36 fish.	11½
Gen. Geo. Blocks, 40 fish..	11½

Shredded Codfish.

Codfish, Beardsley's shredded, 2 doz. in case 1.00

Norwegian Mackerel.

Bloater, 200-lb. bbl., 120-130 fish	48.00
Bloater, 100-lb. ½ bbl., 60-65 fish	25.00
No. 1, 200-lb. bbl., 150-160 fish	38.00
No. 1, 100-lb. ½ bbl., 75-80 fish	20.00
No. 2, 200-lb. bbl., 220-240 fish	30.00
No. 2, 100-lb. ½ bbl., 110-120 fish	16.00
No. 3, 200-lb. bbl., 300-350 fish	25.00
No. 3, 100-lb. ½ bbl., 150-175 fish	13.50

Irish Mackerel.

No. 1, 200-lb. bbl., 200-220 fish	none
No. 1, 80-lb. ½ bbl., 80-90 fish	none
No. 2, 200-lb. bbl., 325-350 fish	19.00
No. 2, 80-lb. ½ bbl., 130-140 fish	8.50
No. 2, 200-lb. bbl., 475-500 fish	18.00
No. 2, 80-lb. ½ bbl., 180-190 fish	8.50
No. 1, 10-lb kits, 15-16 fish	1.25
No. 2, 10-lb. kits, 20-22 fish	1.20

American Bloaters.

Shore Bloaters, 200-lb. bbl., 115-120 fish	27.00
Shore Bloaters, 80-lb. ½ bbl., 45-50 fish	11.50
Extra No. 1, 200-lb. bbl., 120-130 fish	26.00
Extra No. 1, 80-lb. ½ bbl., 50-55 fish	11.00
No. 1, 200-lb. bbl., 140-150 fish	none
No. 1, 80-lb. ½ bbl., 60-65 fish	none
No. 2, 200-lb. bbl., 130-140 fish	28.50
No. 2, 80-lb. ½ bbl., 55-60 fish	11.00
No. 2, 200-lb. bbl., 140-160 fish	none
No. 2, 80-lb. ½ bbl., 60-65 fish	none
No. 2, 200-lb. bbl., 160-180 fish	none
No. 2, 80-lb. ½ bbl., 70-80 fish	none
No. 2, 200-lb. bbl., 180-200 fish	none
No. 2, 80-lb. ½ bbl., 80-90 fish	none

In Kits.

Extra Mess, 7 to 8 fish, each	$2.00
No. 1, kits, 8 9 fish or 15-17 fish	1.50-1.85
No. 2, kits, 8-9 or 20-22 fish	1.25

Salmon.

King, bbls	12 00
Oregon Silversides, bbls	9 00
Alaska Red, bbls	9 50
Alaska Red, ½-bbls, 100 lbs	5 75
Alaska Red, kits	1.00
Bellies, bbls	8.50 10.00
Bellies, ½-bbls, 100 lbs.	4 75 6 00
Tongues and Sounds, kits, 10lb	1 25
Tongues and Sounds, ½-bbls	2 00

COLUMN 13.

New Herring.

Holland, ex. selctd mxd bbls.	$ 16 00
Holland, ex. selctd mxd ½-bbl	8 50
Holland, ex. selctd mxd, keg	1 00
Holland, cheaper grade	80
Holland, cheap. gr., mxd, bbls	11.00
Holland, chp. gr., mxd, ½-bbl	7.50
Holland, ex. selct Milchner, bbl	none
Holland, ex. selct Milchner, ½-bbl	none
Holland, ex. selct Milchner, keg	1.20
Holland, cheaper grade	.90
Holland, cheaper grade, bbls.	16.00
Holland, cheaper grade, ½-bbl	8.50
Labrador Split, 100 fish	6 25
Labrader, reund, 160 fish	4 75
Pacific, ½-bbl	2.25

SMOKED FISH.

Bloaters, Grim., 100 in box	$2.50
do. do. 50 in box	1.50
Bloaters, Gromarty	2.50
Yarmouth, 100 in box	
Halibut, chunks	12½
Herring, in boxes, Eastern	22½
Herring, in boxes, Washington	17½
Herring, boneless, Beardsley's tins, doz	$1.50
Herring, boneless, Beardsley's small, doz	1.00
Herring, Beardsley's Boneless, vacuum tumblers, 2 doz. in case	1.95
Finnan Haddies	2.25
Moir's Selected Red Herrings, 100s	2.25
Moir's Selected Red Herrings, 50s	1.25
Salmon, per lb	10 20

POTTED FISH.

	Per doz
Potted Crab	$1.35
Kipper Paste	1.00
Anchovy and Bloater Paste, plain pots	2.30
Ditto, fancy pots	4.75
Yarmouth Bloater Paste	75
Ditto, fancy pots	4.75
Kippered Herrings	1 90
Kippered Herrings, Moirs	1.95

CANNED FISH.

	Doz.
Anchovies, in oil, 2 doz. ½ pts., in glass, doz	4.00
Anchovies 2 doz. ½ pts., doz	3 00
Bloaters, Yarmouth C. & B. doz	4.50
Codfish Balls, 2-lb tins, per doz	2.25
Eels, Hamburg, in jelly, 1-lb tins	2.00
Eels, smoked, 1-lb, ℔ doz	3.50
Finnan Haddies, 2-lb oval	2.25
Finnan Haddies, 1-lb, round, ℔ doz	2.00
Sardelles, imported, 1-lb tins	3 00
Sardelles, imported, in glass	3.00
Sardelles, domestic, 1-lb glass	2.25
Sardelles, Ankera, ⅛ keg	3 00

Mackerel.

1-lb tins, 50 in a case, 2-lb tins, 2 doz. in a case.

Gold Label, 1-lb tins	1.50
P. & W., 2-lb soused	2.75
P. & W., 2-lb, mustard	2.75
P. & W., 2-lb, tomato	2.75
Underwood, 2-lb, soused	2.85
Underwood, 2-lb, tomato	2.85
Underwood, 2-,lb mustard	2.85
Los Angeles, 2-lb, soused	2.55
Los Angeles, 2-lb, tomato	2.55
Los Angeles, 2-lb, mustard	2.55
Mt. Desert, 2-lb, soused	2.25
Mt. Desert, 2-lb, tomato	2.25
Mt. Desert, 1-lb, soused	1.35
Blueback, 1-lb, fresh	1.10

"Sunset" Mackerel.

Soused, 18 oz. tins, 1 doz in case, doz'n $1.75
Tomato, 18 oz. tins, 4 doz. in case, dozen 1.75
Mustard, 18 oz. tins, 4 doz. in case, dozen 1.75

1311-1315 Pacific Street.

Mackerel in Oil.

Bezier's	3.00	4.00
Lemarchand	5 00	7.00

Booth's Crescent Mackerel.



(Soused, Tomato and Mustard)
1's, 4 doz. to case, per doz. .. 1 50
2's, 2 doz. to case 2 50

Salmon.

Alaska Red, 1lb tins, doz	1 20
Alaska Red, 2lb tins, doz.	1 60
Alaska Pink, 1lb tins, doz	90
Alaska Pink, 2lb tins, doz	1 60
Alaska Flats, 1lb tins, doz.	1 10
Oregon Red, 1lb tins, doz.	1 60
Oregon Red, 2lb tins, doz.	1 60
Oregon Pink, 1lb tins, doz	90
Oregon Pink, 2lb tins, doz	1 60
Oregon Flats, 1lb tins, doz.	1 00 1 60
Columbia River, 1lb talls	1 60
Columbia River, 1lb flats	1.75

French Sardines.

¼s, according to quality and size of tin, p. cas	9.50 12.50
½s, according to quality and size of tin, p. case	12 00 20 00

COLUMN 14.

American Sardines.

Packed 3 1-3 doz in a case.
¾s 50 tins in case.

American ¼s in oil, per case	$3 50
American ¼s in oil, 5-case lots	3 25
American ⅛s in oil, per doz	.50
American ¼s in mustard, doz.	.60
American ⅛s in mustard, case	4 00
American ⅛s in mustard, doz.	.90
American ¾s in mustard, case	3 00

Sprats.

Piloto	6.75	7.00
Menhle	6.75	7.00

SHELL FISH.

Abaloues.

4 doz in cs, with shells, cs.. 6.00

Clams and Clam Juice.

	doz.
Doxsee Clams, 1-lb. tins	$1.65
Doxsee Clams, 2-lb. tins	2 65
Doxsee Clam Juice, 1-lb. tins	.90
Doxsee Clam Juice, 2-lb. tins	1.60
B & M Lunch Clams, flat tins	1.37½
Underwood Clams, 1-lb. tins	1.05
Underwood Clams, 2-lb. tins	1.60
P. & W. Clams, 1-lb. tins	1.00
P. & W. Clams, 2 lb. tins	1.50
Oxford Clams, 1-lb. tins	1.10
Oxford Clams, 2-lb. tins	1.50
P. & W. Clam Chowder	2.10
Burnham's Clam Bouillon, qts	00
Burnham's Clam Bouillon, pts	4 50
Burnham's Clam Bouillon, ½ pints	2.40

Lobsters.

	Doz.
1-lb. tins, 4 dos. in case.	
Red Jackets, flats	2.80
Deep Sea Picnics	2.35
Triumph Talls	2.60

Oysters.

Oysters, Selects, 12 oz.	$1.60
Oysters, Selects, 6 oz.	1.25
Oysters, Standard, 10 oz.	2.00
Oysters, Standard, 5 oz.	1 10
Oysters, Standard, 8 oz.	1 70
Oysters, Standard, 4 oz.	.90

Shrimps.

Shrimps, pickled, 1-lb, tins	$1.10
Shrimps in Tomato Sauce, 1-lb. flats	
Dunbar's Picnics, 4 doz in cs	1.25
Dunbar's 1½-lb., 2 doz in cs.	2.25
Pickled Shrimps, 1-lb., 4 doz in case	1 20

Department 10.

LAUNDRY MATERIALS.

Ammonia.

GREEN'S WASHING AMMONIA

First grade absolutely pure. 180 Beaume Strength.

Pints (2 doz. to cs)	$1 75 per doz.
Quarts (1 doz. to case)	2 65 " "
½ Gals (½ doz. to case)	4 25 " "

WASHING AMMONIA
Standard Grade.

Pts., 2 doz. to case, per doz.	$ .75
Quarts, 2 " " "	1 25

GREEN'S TOILET AMMONIA
Lavender and Violet

Pints (2 doz to case) $2 50 per doz.



Parson's Household Ammonia

	per doz.
½ gals., 1 doz. in case	$4 50
Quarts, 1 doz. "	2 65
Pints, 2 doz "	1 75
Dime size 3 doz in case, per case	2 25

Bluing.



Liquid Laundry Bluing.

Scott & Co bet Co.
Mfgr., 392 Da to st

SUNSET

	doz.
¼ pints, 3 doz case	40
½ pints, 3 doz case	60
Pints, 2 doz in case	75
Quarts, 2 doz. cs.	1 45

Bluing, ball.

Mikado, ½s, 100 lb case, lb	20
Mikado ¼s, 100 lb case lb	22
Nuremberg, A, ½s, ℔ lb	23
Do A, D, ½s, ℔ lb	25
Do A, C, R, ½s, ℔ lb	21
Washerwoman, ½s, ℔ lb	12
Do ¼s, ℔ lb	14
German Ultramarine ½s ℔ lb.	12
Do ¼s, ℔ lb	14
Beauchamp's French, 1's, ℔ lb	28
Do ½s, ℔ lb	29
Gold Medal, qt, ℔ doz	1.25
Do pt, ℔ doz	1 00
Do ½-pt, ℔ doz	75
Do ¼-pt, ℔ doz	45
Do China Label, qt, ℔ doz	1.25
Greene's, 1 dz qts & doz	2 25
" 2 " " "	2 50
Do 2 doz. pts, ℔ doz	1 44
Do 3 doz. ½ pts, ℔ doz	90
Pacific, 1 doz. qts, ℔ doz	1 10
do, 2 doz., qts & doz	2 20
Do 3 doz ½ pts, ℔ doz	65

COLUMN 15.

Pure Food Packing Company.
15 3 Mission St.
Salter's "Purity" Brand
Bluing,



Pts. doz	.75
½pts "	.45

Ammonia,

Qts doz	.75
Pts. "	.45

Borax.

20-Mule Team, powdered 1's, cs. of 2 doz	$2 25
20-Mule Team, powdered 12-oz. cs. of 1 doz	3 60
20-Mule Team, powdered ½'s, cs. of 8 doz	3 84

(Less 5 per cent. in 5 case lots; 10 per cent. in 10 case lots).

Cartons, 1's, 2 doz. in box	.09
Lump, 25 lb in box	.08
Powdered, 25 lb in box	.08½

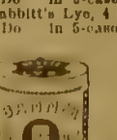
Chloride of Lime.

Brookman's, 1's, ℔ lb	7¼	7½
Do ½'s, ℔ lb	8½	9

Salter's Purity Brand, ex qual. doz. .85

Lye.

Big Bonanza Lye	
Case of 48 1 lb tins	3.00
5 case lots	2 25
Star Scrubbing Lye	
48½ lb tins, per case	1.75
5 case lots	1.70
Merry War, 4 doz in case	3.00
Merry Nickel, 4 doz to case	1.75
Eagle Lye, 4 doz. in case	3.50
Do 3 case lots	3.50
Do 5-case lots	3.40
Tomson's Red Seal, 1 dz to cs	1 00
Do 5-lb, 12 lbs to case	1.50
American, 4 doz in case	3.25
Do in 5-case lots	3.00
Babbitt's Lye, 4 doz in case	3.25
Do in 5-case lots	3.00



Cs, 4 doz	$1 00
Cs, 2 doz.	2 00

Sal Soda.

California, sks	.95-1 00
California, bbls	1 00 1 05

Department 11

STARCHES.

Corn Starch.

Log Cabin, 40 lb, per pkg	4
Elite 1's, 40 lb, per pkg	6½
Four " 40 lb, per pkg	7¾
Silver 1's, 4 box lots, pkg	6½
" " 40 lb	6¾
Lily Bird A, 40 lb, pkg	7¾
Lily Corn, 40 lb, per pkg	6¾
Lily Corn, 5 box lots	6½
Lily Corn, 40 lb, per pkg	6¾
Lily Corn, 40 lb, per pkg	6¾
Sunset 1's, 5-box lots, pkg	6½
Sunset Starch, 40 lb, per pkg	6½

Laundry Starch.

Elk 16 Starch, 64/1's, per box	5 00
Gold Dust, 64/1's, per box	5 00
Best Glo's, 48/1's, per lb	6¼
Liberty Gloss, 48/1's, per lb	6¼
Liberty Gloss, 16/3's, per lb	6½
Be t 12/6's, per lb	6½
Standard, bulk 40-lb boxes	3½
Sonz Glo s, 48/1's	6¾
Block Gloss, 3's 16 in box	6¾
King fords 8 O, 1's, 40-lb. bx	8½
Kingsford's 8 O, 6's, 12 in crate	8½
Kingsford's Pure, 1's 40-lb bxs	7½
Duryea's 8 O, 1's, 40-lb bxs	8
Duryea's 8 O 6's, 12 in crate	8½
Duryea's Superior, 1's, 40-lb. bx	7½
Niagara Gloss, 1's, 40-lb bxs	6½
Niagara Gloss, 6's, 12 in crate	6½
Niagara Gloss, bulk, 50-lb. bxs	6½
Lily Glo s 1's, 48 lb box	6½
Lily Glos 6's, 12 in case	6¾
Lily Gloss, 3's, 16 in case	6¾
None Such, 1s, 48 lb. boxes	6½
None Such 6s 12 to crate	6
None Such, bulk, 50 lb box	4½

COLUMN 16.

Department 12

Soaps and Washing Powder

Western Star Soap

WHITE PETROLEUM BLEACHING.

100 bars per case.....$4.10

LASCO KOLD WATA NAPTHOL.

100 Bars per case.....$4.00

Free Delivery in San Francisco Oakland, Alameda and Berkeley

manufactured by

Los Angeles Soap Co.

San Francisco Office, 115 Davis St.

Telephone Grant 110.

Peet Bros.

Silk Soap	3.00
Ammonia Benzoline	3.90
Cocoa Borax	4.10
Crystal White	3.90
Lily White (Floating)	4.00

Standard Soap Co.

Top Notch, 100, 10-oz.	$3.50
Sunburst, 100 12-oz	3.75
Yellowstone, 100 14-oz	3.75
Marigold, 100 16-oz	3.90
Thomas' Cool Water, 100 13-oz	4.00
Thomas' Cool Water, 20 13-oz	.85
Milo, 100 4-oz., 100 cartons	6.50
Magno "Floating Borax," 100 10-oz.	4.00
Gold Medal Borax, 100 10-oz	5.50
Gold Medal Borax, 20 10-oz	1.15
Purity, "Floating," 5c size	3.90
Purity, "Floating," 10c size	6.25
Purity, "Floating," 10c size, 20	1.30
Electric Mineral, 100 16-oz	5.50
Electric Mineral, 20 16-oz	1.15
Peerless Kitchen, 100 10-oz	3.00
Peerless Kitchen, 20 10-oz	.65

Miscellaneos.

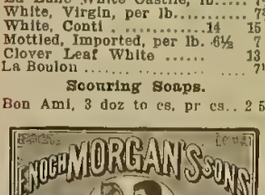
Fels Naptha, 100 14-oz	4.50
Hot or Cold, 100 10-oz	4.00
Life Buoy, 100	4.00
Mikado, 100 14-oz	4.00
Mikado, 20 14-oz	90
Lenox, 100	3.00
Lenox, 20	.75
Ivory, 100 10-oz	7.00
Fairbanks Clairette, 100	3.35
Fairbanks' Santa Claus, 100	2.85
Fairbanks' Copco, 100	3.90
Fairbanks' Fairy Oval, 100	3.90
Grandpa's Wonder, large, 50	3.60
Grandpa's Wonder, small, 100	3.60
Peets' Pine Tar, 50	1.90
Peets' Pine Tar, 100	3.75
Babbitt's, 100	4.10
Jergins Pumice, 50 small	1.75
Jergins Pumice, 50 large	3.90
Uncle Sam's Tar, 100 small	3.50
Uncle Sam's Tar, 50 large	3.40
Stryker's Kitchen Soap, 100s	3.50
Stryker's Kitchen Soap, 20s	.75
Pearl, 100, large	4.00

Castile Soap.

La Lune White Castile, lb		7¾
White, Virgin, per lb		7¾
White, Conti	14	15
Mottled, Imported, per lb.	6½	7
Clover Leaf White		13
La Boulon		7½

Scouring Soaps.

Bon Ami, 3 doz to cs, pr cs.. 2 50



Sapolio, scouring, ½ gross box, per box 4 50

Sapolio, hand, ½ gross box, per box 4 50

WASHING POWDERS.

Gold Dust, 24 3's, per case	4.50
Gold Dust, 100/10-oz	4.50
Lavarine, 36 1-lb., per case	3.00
Lavarine, 100 5c pkgs	3.50
Pearline, 36 1-lb. pkgs	3.10
Pearline, 100 6-oz pkgs	3.75
Soaperine, 20 3-lb. pgs	3.60
Soaperine, 50 1-lb. pkgs	3.35
Soaperine, 100 ½-lb. pkgs	3.60
Babbitt's 1776, 6-oz	2.85
Kleeno, 72/1's	4.50
Kleeno, 24/3's	4.25
Kleeno, 100/1½'s	3.75
Grandma's Borax, powdered, 24 3s	4.00
do, 60, 3½s	2 40

El Paso Manfg. Co.

1653 Mission St.



Manufacturers

Flavoring Extracts

Fruit Juices

Syrup

Salad Dressing

Bluing

Ammonia

—

Meat and Salad Dressing, doz. .90

COLUMN 17.

Department 13

OILS, PAINTS, ETC.

Coal Oil.

Water white, coal, bulk	12½
Pearl, cases, 25's	19
Astral, cases, 25's	19
Star, cases, 25's	19
Ex. Star, cases, 25's	22
Elaine, cases, 25's	25½

Gasoline and Benzine.

86° Gasoline, bulk, 25 cases	31
74° Gasoline, bulk 16 cases	22½
63° Benzine, bulk, 13 cases	19½

Turpentine.

Strictly Pure, cases, 2-5's	78
Do drums or iron bbls.	72

Linseed Oil.

Strictly pure, raw, bbls.	gal 68
Do. boiled, in bbls.	gal 68
Do. raw, cs, 2-5's	gal 63
Do. boiled, cs, 2-5's	gal 65

Castor Oil.

Baker's AA, cs, 2-5's	1.16
Pure, No. 2, cs, 2-5's	1.05
No. 1, cs, 2-5's	.70

Lard Oil.

Strictly pure, bbls., 75 cs.	80
Sup. Win., str., bbls. 65 cs.	70
No. 1, bbls. 55 cs	60

Neatsfoot Oil.

Cooper's bbls, 75 cs.	80
Extra, bbls, 62½ cases	67½
No. 1, bbls, 57½ cases	62½

Lubricating Oils.

Star Cylinder Oil, bbls, 60 cs.	.65
Columbia Cyl. Oil, bbls, 40 cs.	.45
Gem Cyl. Oil, bbls, 80 cs.	.90
Ruby Cyl. Oil, bbls, 50 cs.	.60
Star Engine Oil, bbls, 50 cs.	.55
Columbia Eng. Oil, bbls, 30 cs.	.35
Paragon Eng. Oil, bbls, 45 cs.	.55
Red Eng. Oil, bbls, 27 cs.	.32
Star Mach. Oil, bbls, 30 cs.	.35
Star Dynamo Oil, bbls, 50 cs.	.55
Star Spindle Oil, bbls, 40 cs.	.45
Star Sep'tor Oil, bbls, 50 cs.	.55
Favorite Sep'tor Oil, bbls, 25 cs.	.30

Miscellaneous Oils.

Union Salad Oil	.45	50
Globe Salad Oil	.45	50
Pure Sperm Oil	.75	80
No. 1 Polar	.50	55
China Nut oil, ord'ry	62½	
China Nut oil, No. 1	.80	

WHITE LEAD.

Pioneer, in kegs 7 7¾

DRY PAINTS.

Eng. Paris White, bbls.	1.35	1.60
Whiting, bbls	1.00	1.15
Kalsomine, bbls		1¼
Prince's Min'l B'wn, bbls		1.65
Yellow Ochre, bbls		1½
Eng. Ven. Red, bbls.		1.50

Department 14

FARINACEOUS GOODS.

Flours.

GLOBE MILLS,

Cor. Chestnut and Montgomery

California Selected Wheat,

	Barrel
** "Banquet" (fancy patent)	$5.05
*** "Silver Star" (patent)	4.60
XXX	4.30
Mariposa	4.30

Blended Wheat,

*"A1" Family	5.15
"A1" Bakers'	5.05

Entire Eastern Wheat.

Globe, Bakers'

(½ bbls. 10 cents per bbl. higher.)

*"A1" must be retailed for not less than $1.40 per ¼ sack.

**"Banquet" must be retailed for not less than $1.35 per ¼ sack.

***"Silver Star" must be retailed for not less than $1.25 per sack.

FLOURS.

Allen's Boston Brown Bread Flour, 24 pkgs, per case	3.60
Allen's Flour, 10 10-lb bags, per bag	4.50
Cal. Family	$5.05 $5.10
Cal. Bakers', extra	4.80 4.90
Buckwheat, 10-lb sacks, per 100 lbs	$4.50
Self Rising Buckwheat, 10-lb sacks, per 100 lbs	6 00
Graham, 10-lb sacks, per 100 lbs	3 25
Rice, 10-lb sks, per 100 lbs	8.00
Rye, 10-lb sacks, per 100 lbs	3.75
Whole Wheat, 10-lb sacks, per 100 lbs	3 50

Meals.

Yellow Corn, 10-lb sacks, 100 lb.	$2.50
White Corn, 10-lb. sacks, 100 lb.	2.50
Ex. Cream Yellow, 10-lb. sacks, per 100 lbs.	3.75
Ex. Cream White, 10-lb sacks, per 100 lbs.	3.75
Oat Meal, 10-lb. sacks, pr 100 lbs	4.25
Steel-Cut Oat, 10-lb sacks, per 100 lbs	4.50

Pearled Cereals.

Pearl Barley	$6 00
Pearl Wheat, 150-lb bbls	4.40

Rice.

Choice Seed Japan	$0.03¾
Good Seed Japan	03¼
Fair Seed Japan	.03
Fancy Head Rice	5 1-5 .06
Long Grain Rice	.04 .05
China No. 1	5 6
China No. 2	4 4½

COLUMN 18.

Rolled Cereals.

Rolled Oats, 7s and 10s, pr 100 lbs	4.50
Ex. Crm Rld Ots. 180-lb, bbl.	$7.50
Ex Crm Rld Ots, 180-lb, 90-lb sks	7.00
Frld Rold Wheat, 150-lb, bbls.	4 40
Dr. Price's Food, pee case 5-case lots, $3.85	4.00

Sago and Tapioca.

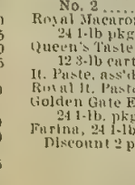
Sago, original sacks, 1b	02½ .03
Sago, 48/1's, per doz	.70
Instantaneous Tapioca, 50/1's, per case	5.00
Instantaneous Tapioca, 36 to case	2.70
Tapioca, Flake	.03
Tapioca, repacked, per lb	.04⅜
One Minute Tapioca, 36 to cs	2.75
Arrowroot, Taylor's Bermuda, 12-lb box, 1, ½ and ¼ lb pkgs, per lb	$2½

Miscellaneous.

Groats Oat, 10-lb sacks, 100 lbs.	$4.50
Groats Buckwheat, 10-lb sks, 100 lbs	10.00
Hominy, lgs, 10-lb sks, 100 lb.	3.75
Hominy, sml, 10-lb sks, 100 lbs	4.00
Split Peas (yel.) 25 and 50-lb boxes, 100 lbs	5.50
Split Peas (grn.) 25 and 50-lb boxes, 100 lbs	5.50
German Lentils, per lb	.05½
Cracked Wheat, per 100 lbs	3.75
Farena, per 100 lbs	4.50
Pearl Grits, per 100 lbs	4.25
Capitol Mills Pearled Hominy, bbls.	8.00
Capitol Mills Gran. Hominy, bbls.	8.50
Capitol Mills New Process B. W. Flour, bbl	9.00
Capitol Mills Steel Cut Oat Meal, bbl.	9.00

Breakfast Foods.

Capit'l Mills R'll'd Oats, 36/2's	3.00
Grape Nuts, 1 & 3 doz, pr doz	1.40
Breakfast Gem, case 3 doz	3.00
Wheatine, 36/2's, pr cs	3.75
Germea, 20 4-lb pkgs, pr cs	4.00
Germea, 24 2-lb pkgs, per case.	3 10
H-O Buckwheat, 2 doz 3-lb pkgs, per case	3.75
H.-O. Pancake Flour, case	3.90
H.-O. Oats, 24/2's, per case	3.15
Cream of Wheat, 36/2's	5.25
Crespo, 36/2's	2.75
Malta Vita, 36, 2s, cs	4.50
Our Mothers' Mush, 36 to cs.	3.35
Twin Brothers Mush, 36 to cs.	3.00
Carnation Wheat Flakes, 24/5's	5.40
A B C Breakfast Wheat, 72/2's	5.00
A B C Breakfast Wheat, 36/2's	2.60
Granola, 24/1's	2.25
Flaked Rice, 24/1's	3.00
Ralston Breakfast Food, 36/2's	4.50
Do. Barley Food, 36/2's	4.25
Do. Health Oats, 36/2's	4.00
Do. Hominy Grits, 36/2's	4.00
Do. Health Crisp, 36-2's	3 60
Do. Select Bran, 24/3's	2.50
Do. Pancake Flour, 36/2's	3.75
Do. Whole Wht Flr, 4½'s	5.50
Quaker Oats, 36 2s	3.80
Scotch Oats, 36 2s	3.65
Acme Grano, 20/4's, per case	3.75
Acme Gluten Farina, 24/1's, pr case	1.85
Acme Gluten Flour, 10-lb sks.	.80
Acme Wheat Flakes, 36/2's	3.00



Dr. Price's Wheat Flake Celery Food.

Per case...$4.00

Pastes (Domestic).

Macaroni, Vermicelli, etc.—	
No. 1 Extra, per box	.28
No. 1 extra, 15 lbs.	.55
No. 1 Extra, 25 lbs.	.82
No. 1 Extra, 50 lbs.	1.65
No. 1 Extra, 100 lbs.	3.30
No. 1 Extra, ½ boxes	.16
Macaroni, Vermicelli & Spaghetti, No. 2	.20
Royal Macaroni, Verm'l & Sp'tti, 24 1-lb pkgs., per case	1.70
Queen's Taste Mac., Verm. & Sp. 12 3-lb cartons i case	2.15
It. Paste, ass'd, ab. 18 lbs. c., lb.	6½
Royal It. Paste, 24 1-lb pkg c., pkg	8½
Golden Gate Egg Noodles, 24 1-lb. pkgs in case, per cs.	1.90
Farina, 24 1-lb pkgs	1.50

Discount 2 per cent for cash only.

COLUMN 19.

COLUMN 20.

Department 15.

SPICES

PURE—Square Tins, Full Net Weight.

	¼'s	½'s	1's	1 lb	2½ lbs.	5 lbs.	Blk
Allspice	$0 70	$0 95	$1 60	$ 2 80	$ 6 70	$12 75	21
Cinnamon	1 15	1 80	3 30	6 25	15 25	30 00	43
Cloves	90	1 35	2 40	4 35	10 60	20 55	31
Ginger	75	1 05	1 75	3 10	7 50	14 30	22
Mace	1 75	3 00	5 65	10 90	26 95	53 30	73
Mustard	70	95	1 60	2 80	6 70	12 75	21
Nutmeg	1 25	2 05	3 80	7 15	17 60	34 60	49
Pepper	80	1 10	1 90	3 40	8 25	15 85	25
Cayenne	80	1 15	2 00	3 55	8 65	16 65	26
W. Pepper	95	1 45	2 65	4 65	11 75	22 90	34
Sage	70	95	1 60	2 80	6 70	12 75	21
Thyme	70	1 00	1 65	2 95	7 10	13 50	22
Savory	70	1 00	1 65	2 95	7 10	13 50	22
Marjoram	75	1 10	1 85	3 30	7 85	15 10	24
Poultry Seasoning	....	1 50	.....	.....	.....	.....	..

SECOND GRADE—Round Tins, Short Weight.

	¼'s	½'s	1's	2½ lbs.	5 lbs.	Blk
Allspice	55	1 00	1 75	3 95	7 60	13
Cinnamon	65	1 20	2 10	4 90	9 50	16
Cloves	65	1 25	2 25	5 20	10 20	17
Ginger	55	1 00	1 75	3 95	7 60	13
Mace	1 20	2 30	4 40	10 50	21 00	34
Mustard	55	90	1 50	3 60	7 00	12
Nutmegs	85	1 70	3 10	7 40	14 60	24
Pepper	60	1 15	2 00	4 55	8 90	15
Cayenne	60	1 15	2 00	4 55	8 90	15
W. Pepper	75	1 45	2 65	6 15	12 05	20
Sage	55	1 00	1 75	3 95	7 60	13
Thyme	60	1 05	1 90	4 25	8 25	14
Savory	60	1 05	1 90	4 25	8 25	14
Marjoram	60	1 05	1 90	4 25	8 25	14

SCHILLING'S BEST SPICES.—Nature's Best.

Square tins. Never sold in bulk.
Small, medium, large sizes have sifting tops except Mustard.

	Small size per doz.	Medium size per doz.	Large size per doz.	Ex. Large size per doz.	Hotel size per tin.
Pepper	.75	1.20	2.20	3.75	.73
Mustard	.75	1.25	2.25	3.90	.81
Must. Comp.	.75	1.25	2.25	3.90	.81
Ginger	.75	1.25	2.25	3.90	.81
Allspice	.75	1.10	2.00	3.50	.73
Cinnamon	.80	2.25	4.25	7.50	1.35
Cloves	.85	1.40	2.60	4.75	.87
Nutmegs	1.60	2.75	5.25	10.00	2.00
Mace	1.75	3.00	5.75	11.50	2.15
Cayenne	.90	1.50	2.75	5.00	.93
Wh. Pepper	.95	1.75	3.25	5.75	1.00
Sage	.75	1.25	2.25	3.90	.81
Thyme	.85	1.40	2.60	4.75	.87
Marjoram	.95	1.75	3.25	5.75	1.26
Savory	.85	1.40	2.60	4.75	.87
Cases contain	6 doz.	4 doz.	2 doz.	2 doz.	1 doz.
Gross weight	22 lbs.	23 lbs.	24 lbs.	40 lbs.	53 lbs.

MUSTARD.

Colman's, ¼'s, 12 lb to box, lb.	.52
Colman's, ½'s, 12 lb to box, lb.	.48
Colman's, 1's, 12 lb to box, lb.	.48
Colman's, 5's, per lb	.40

Mustard, Prepared.

Small bottles, 24 to cs, pr doz	.55
Small straights, fancy, 24 to case per doz	.95
Webb's Glass Top	1.35
Large Dusseldorfer, 24 to cs	1.60
In 3-gal kegs, per keg	1.15
In 5-gal kegs, per keg	1.70
Louit Freres, French, doz	2.25
Eddy's Salad Mustard—	
6-oz., 24 to case	.92½
8-oz., 24 to case	1.35
12-oz., 24 to case	2.00
Hirshes Horseradish Mustard—	
10-oz., 24 to case	1.25

Department 16

BAKING POWDER AND FLAVORING EXTRACTS.

ROYAL

	1 cs. lot	5 cs. lot	15 cs. lot
¼ lb cans	$ 1 38	$ 1 36	$ 1 34
6 oz cans	1 92	1 89	1 87
½ lb cans	2 57	2 52	2 50
12 oz cans	3 82	3 75	3 72
1 lb cans	4 95	4 85	4 80
2½ lb cans	11 65	11 40	11 28
3 lb cans	13 60	13 34	13 20
5 lb cans	22 35	21 90	21 68

An extra discount of 1 per cent if packed in barrels.

Schilling's Best Baking Powder.

Never sold in bulk.

10-lb. tins, per doz	$39.00
5-lb. tins, per doz	20.00
4-lb. tins, per doz	16.00
3-lb. tins, per doz	12.50
2½-lb. tins, per doz	10.50
16-oz. tins, per gross	$53.00
12-oz. tins, per gross	41.00
8-oz. tins, per gross	28.00
6-oz. tins, per gross	22.50
4-oz. tins, per gross	16.50

TROPHY

4 oz,	per doz	$0.95
6 oz	"	1.35
8 oz	"	1.70
12 oz	"	2.35
1 lb.	"	3.00
2½ lb.	"	7.50
3 lb.	"	9.00
6 lb.	"	14.50

MISCELLANEOUS.

Home, 10 oz	$0.90
Home, 25 oz	2.00
Home, 50 oz	4.00
Home, 80 oz	6.00
K. C., 10 oz	.85
K. C., 15 oz	1.25
K. C., 25 oz	2.12½
K. C., 50 oz	4.00
K. C., 80 oz	6.50

Cream Tartar.

Standard, bulk, 30-lb box	27
Standard, 12 1-lb tins	28
Pure, bulk, 30-lb box	33
Pure, 5-lb tins, per lb	38
Pure, ½-lb tins, per doz	5.00

SODA.

Churches, A. & H., or Dwight's Cow Brand, 60 lbs. to case.

1-lb	per lb. $0.05
½-lb	per lb. .05½

EXTRACTS FLAVORING.

GUITTARDS' "PURE"

per doz	2 oz	4 oz	6 oz	8 oz
Vanilla	$2 50	$4 75	$7 00	$9 00
Lemon	1 75	3 25	4 50	6 00

Net weight. Patent Sprinkler Tops

Schilling's Best Extracts.

Triple Strength, Pure and Uncolored Sprinkling Tops.
Net weight. Never sold in bulk.

	Lemon and Others.	Vanilla and Rose.
1 oz	1.30	1.80
2 oz	2.00	3.00
4 oz	3.75	5.75
6 oz	5.50	8.50
8 oz	7.25	11.00
16 oz	14.00	21.50
32 oz	27.00	42.00

Souder's Flavoring Extracts.

Price per gross.

	2 oz.	4 oz.	8 oz.
Reg. Lemon	9.00	18.00	54.00
Reg. Vanilla	14.40	28.80	72.00
XX Lemon	18.00	36.00	72.00
XX Vanilla	21.00	42.00	84.00
Asrtd Flavors	18.00	36.00	72.00
Rose Coloring	18.00	36.00	.....
Yellow Colrng	18.00	36.00	.....
Jamaica Gngr	18.00	.....	.....

Assorted flavors contain strawberry, pineapple, orange, almond, rose, etc.



"Venus" Extracts.

Lemon, 2 oz., per doz. .80
Vanilla, 2 oz., per doz. .80
Assorted Flavors, per doz. .80

COLUMN 21.

Department 17

CANDIES.

Lozenges.
(5-lb. boxes.)

XXX Peppermint, pails	13 14
Thin Peppermint	.16
T. T. Peppermint	.18
Druggist Peppermint	35
Musk, fluted, pails	.20
Cinnamon, Lemon, Sassafras, Rose	.16
Midget Fruit	.20
Conversation and Hearts	.15
Lilliput Conv. Hearts	17
Midget Conv. Lozenges	18
Crown T. T. Lozenges, 24 5ct. pkgs	.80
Aurora Lozenges, 24 5ct. pkgs	.80
Cough Troches, 5 lb bxs	.25
Eagle Wafers, Peppermints, Wintergreen	.25

Mixed Candy.
(30-lb. pails.)

Plain Mixed	9½
Pacific Mixed	10
Royal Mixed	12½
Grocers' Mixed	10½
Yankee Mixed	13
American Mixed	13
Fancy A, Mixed	14½
Fancy C, Mixed	14
French S, Mixed	16
French No. 1, Mixed	18
French Extra Mixed	20
Lady, Mixed	15

Steam Panwork.

Anis Seed	22
Aromatic Cachous	18
Assorted Berries	16
Assorted Dragee	14
Assorted Imperials	16
Assorted Small Seeds	22
Birds' Eggs	16
Boston Baked Beans	17
Burnt Peanuts	18
Burnt Almonds	25
Caraway Seed, smooth	22
Caraway, Seed, pearled	22
Celery Seed	22
Cinnamon Beans, large red	15
Cinnamon Beans, Imperials	16
Coriander Seed, pearled	22
Jelly Beans, pails	12½ 14
Jelly Birds' Eggs	16
Jelly Cranberries	16
Jelly Limes	16
Jelly Raspberries	16
Jordon Almonds, fine	45
Jordon Almonds, imitation	18
Licorice Beans	15
Red Hots	25
Ringed Marbles	16
Sugar Coated Licorice Tablets	20
Sugar Almonds	25
Sugar Plums	16

Stick Candy.
(30-lb. pails.)

Assortment: Peppermint, Lemon, Rose, Clove, Anis, Cinnamon, Sassafras, Vanilla, Pineapple, Wintergreen 9½

Hoarhound	9½
Hoarhound, wrapped	11
Peanut Sticks	13
Peanut Sticks, wrapped	13
Cocoanut Sticks	13
Cocoanut Sticks, wrapped	13

Taffies.

Peanut Taffy	15
Peanut Flake	15
Peanut Squares	14
Cocoanut Taffy	15
Cocoanut Squares	15
Chunks: Vanila, Rose, Chocolate, Lemon, Molasses	14
Broken Taffy of broken chunk	13

Drops and Lumps.
(30-lb. pails.)

Mixed Drops and Lumps	9½
Molasses Peppermint Lumps	11
Hoarhound Drops	11
Crystal Rocks	12½

Gum Goods.
(5-lb. boxes.)

A. B. Gum Drops, assorted	9
A. B. Gum Drops, Licorice	9
A. B. Gum Drops, Crystalized	11
A. B. Bonbons, plain, in bbls	7
A. B. Bonbons, fancy, in bbls	7½
A. B. Bonbons, fancy, crystallized. 5-lb. boxes	14
A. B. Fruits	18
Royal Gum Drops	15
Genuine Gum Drops, hard	25
Jelly Squares, assorted	14
Bijou Sticks	18
Spiced Jelly Drops	20
New Turkish Figs	16
Fig Paste, plain	17
Fig Paste, tricolor	18

Cream Goods.
5-lb. boxes.)

Fondans Creams	14
Hand Dipped	19
Hand Dipped, with nuts on	21
Fruit and nut Ices	18
Cream Peppermint	20
Crushed Fruit Bonbons	30

Chocolates.
(5-lb. boxes.)

Chocolate, plain	14
Chocolate, Hand Made	20
Chocolate Dipped Bonbons	20
Chocolate Dipped Bonbons, with nuts	22
Chocolate, Climax, 30-lb pails	16
Chocolate Chips	28
Chocolate Nonpareil Drops	20
Chocolate Wafers	22
Chocolate Cream Tablets, 30 in box	1 10

COLUMN 22.

Marshmallows, Nougats, Etc.

Occidental Marshmallows, 5-lb tins	.28
Occidental Marshmallows, 3-lb tins	.30
Dipping Marshmallows, 5-lb. boxes	.25
Angel Food, 5-lb. boxes	.20
French Nouget, 30 5c slices in box	1.00
Walnut, Apricot, Spanish Nouget, 5-lb boxes, per lb	.25

Sundries.

Opera Caramels	19
Rock Candy, white & red	.15
Rock Candy, brown	16
Licorice Drops	.20
Licorice Sticks, 16 to lb	.28
Locorice Tablets, 5 lb bxs	.25
Licorice Tablets, 24 5c bxs	.80
Licorice Penny Sticks, 100 in box	.65
Buttercups, 5-lb tins	.25

CHEWING GUM.

	Single	Box
Yankee Spruce, 20 pcs		.55
Sen Sen, 20 pcs		.55
Red Rooster, 20 pcs		.55
Sweet Heart, 20 pcs		.55
Newton's Pepsin, 20 pcs		.55
Bloodberry, 20 pcs		.60
Pepsin Sticks, 20pcs		.60
Sweet Wheat, per box		.50
Tulu Sugar Plum, box		.55

CRACKERS.



MADE BY THE
MUTUAL BISCUIT CO.

	lb.	¼ box
Almond Drops	15	
Animals	12½	$1.20
Arrowroot	14	1.50
Assorted	12	1.15
Assorted, extra	14	1.30
Assorted, fancy	20	1.75
Assorted Wafers	16	1.90
Assorted Jumbles	14	1.25
Boston	9	.70
Butters, Mutual	10	.70
Butter Scotch	14	1.50
Butter, Star	9	.60
California Lunch	9	.90
Champion	9	.65
Chips, Mutual	14	1.10
Chocolate Biscuits	16	1.80
Chocolate Fingers	15	1.50
Chocolate Wafers	18	2.15
Cocoanut Bonbon	14	1.25
Cocoanut Finger	15	1.50
Cocoanut Marshmallows	15	1.50
Cocoanut Taffy	15	1.80
Cocoanut Wafer	16	1.50
Coffee	12	1.25
Coffe Iced	15	1.35
Cornhill	10	1.10
Cracker Meal	6	1.10
Currant Cakes	12	1.10
Egg Jumble	14	1.26
Fruit Biscuits	14	2.40
Ginger Cakes	10	1.40
Ginger, Nut	11	1.40
Ginger Wafers	14	1.75
Graham	10	1.20
Graham Gem	9	.75
Graham Unsweetened	9	
Honey Fingers	14	1.25
Honey Pumbles	12	1.00
Honey Drops, spiced	15	1.60
Honeysuckle	16	
Jelly Fingers	16	1.50
Jenny Lind	12	1.10
Lady Fingers	15	1.30
Lady Fingers Iced	16	1.40
La Grande	11	1.10
Lemon Biscuit	14	1.25
Lemon Brittles	14	1.35
Lemon Snap	12	1.20
Lemon Wafers	14	1.75
Macaroon Almond	40	
Mutual Flakes	14	.90
Mutual Tea	15	1.60
Nic Nac, No. 1	10	1.10
Nic Nac	12½	1.25
Oysters	8	.70
Peoples Mixed	12½	1.25
Pilot Bread	4	.55
Pilot Bread Extra	5	.65
Pilot Saloon	7	.80
Ping Pong	16	1 50
Raisin Cake	12	1.10
Saloon Pilot	7	.80
Saloon Soda	7	
Salted Wafers	14	.90
Soda Extra	7	
Soda	6½	
Star Butters	9	.60
Vanilla Bars	14	1.40
Vanilla Biscuits	14	1.25
Vanilla Snaps	12	1 20
Vanilla Wafers	14	1 75
Wafers, Chocolate	18	2.15
Wafers, Ginger	14	1.75
Wafers, Lemon	14	1.75
Water Wafers	12	.90
Walnut Creams	16	1 50



COLUMN 23.

Department 18.

FANCY GROCERIES.

Bouillion Capsules.

Anker's, 10 capsules in box, per doz boxes	2.75

Capers.

Capotes, 1 dz in cs	1.20 1 80
Nonpareil, small	2.00
Do med.	2.25
Do large	6 00
"White Label," 6-oz, doz	2.25
"White Label," 16-oz, doz	3.15

TOMATO KETCHUP.



Catsups

Snider's

Qts., per doz	$3 75
Pts., "	2 40
½-pints, per doz	1 40



CAMPBELL'S

(½ Pts. Condiments)

2 dozen to case

Tobasco Ketchup dozen	$1 15
Tomato Ketchup, dozen	1 15
Salad Dressing, dozen	1 15
Chili Sauce, dozen	1 15
Assorted cases, dozen	1 15

Miscellaneous.

Our Mother's Ctsp ½-pt, doz	1 40
Our Mother's Ctsp, pts, doz	2 30
Blue Label, 25 ½ pts to cs	3 10
Blue Label, 25 pts to cs	5 00
Blue Label, 12 qts to cs	4 00
Mother's Own, pts	1.50
½ pts	.90
London's Rockaway, Pts., doz	2.25
Sailer's "Purity," doz	.90
H. B. Catsup, pts	2.15
" " ½-pts	1.25

Chocolate and Cocoa

CHOCOLATES.

Baker's.

German Sweet, 6-lb boxes, ⅛s and ¼s	2
Eagle, 12/1s	23
Premium, 12/1s	28
Vanilla, 12/1s	41
Powdered, ⅛s, ½s, 1s, 12/lb. boxes	26

Subject to quantity discount.

Huyler's.

Vanilla, 12-lb. boxes	36
Premium, 12-lb. boxes	33

Lowney's.

Cream Cakes, per box	80
Ice Cream Drops, per doz	75

Ghirardelli's.
In paper

Eagle, 24 1-lb	21
Eagle, 12 1-lb	21½
Eagle, 12 ½-lb	22½
Eagle, 12 ¼-lb	24
Crescent, 6 5 to lb	17
Crescent, 12 5 to lb	16½
Cal, Sweet, 6 6 to lb	21½
Cal. Sweet, 12 6 to lb	21
Monarch, 12 1&½-lb	26
Monarch, 12 1-lb	25
Monarch, 12 ½-lb	27
Star, 24 1-lb	19
Star, 12 1-lb	19½

Ground.
In tins

Ghirardelli's, 12 1-lb tins	26½
Ghirardelli's 24 1-lb tins	26
Ghirardelli's 60 3-lb tins	24
Venard's, 24 1-lb tins	21
Venard's, 60 3-lb tins	20
Miner's, 12 1-lb tins	22½
Miner's, 24 1-lb tins	22
Miner's, 20 3-lb tins	22

5 per cent off on 120-lb. lots

COCOAS.

Baker's Bkfst, 6/1's-½'s	36
Van Houten's, ⅛'s and ½'s	35
Van Houten's, 1's	30
Royal Dutch, 12/¼'s	30
Royal Dutch, 12/½'s	77
Royal Dutch, 12/1's	70
Epp's, 14/½'s	40
Fry's, 12/½'s	29
Webb's, 6/½'s	22
Lowney's, 6/½'s	37
Ghirardelli's Bkfst, 6/½'s	38
Ghirardelli's Bkfst, 12/½'s	37
Ghirardelli's Impri 6&12/½s	56
Miner's Bkfst, 6/½'s	37
Miner's Bkfst, 6/1-5's	38
Menier's, 1 ½s	47

COLUMN 24.

Condensed Milk

BORDEN'S CONDENSED MILK CO.



Gail Borden Eagle brand	6.80
In 5-case lots	6.65
Pony	2.25
Challenge	4.70
Floral	4.65
Dime	8.75
Rose	1 40

With 10 cases Rose Cream 1 case free.

(Each of above Brands 4 doz. in case)

Borden's Malted Milk, Trial Size, per doz. 90



Borden's Pioneer Brand Evaporated Cream

Large Cans, 4 doz. in cs.	4.90
Peerless	4.70
Yacht	3.25

Family Size, 1 doz. in case. Quarts, 2doz. in cs

ALL ABOVE BRANDS GUARANTEED



CARNATION CREAM

20 oz. cans 4 doz	
Per case	4 00
5 cases	3 95
25 cases	3 90
50 cases	3 85



LILY

(large tin)

1 cs	$3 90
10 cs	3 85

Helvetia Milk Condens'g Co.



Originators Evaporated Cream

Highland Evaporated Cream 4 doz in box	$1 10
Baby Pet, 6 doz	3 00
Pet, reg., 4 doz., per case	3 25



Jersey Evaporated Cream

213-215 Market St.

Tel Bush 855

4 cases	
1 to 5	$4 50
5 to 10	3 65
10 to25	3 60

Miscellaneous.

St. Charles, 4 doz., in case	$4 60
St Charles, 5-case lots	4 50
Horlick's Malted Milk, doz	4 50

Cereal Coffee.

Fig Prune, per doz	$2 25
Postum, 24/2's, per doz	1 25
Postum, 12/1's, per doz	2 25
Postum, 36/1's, per doz	2 25
Grains, 12	2 75

Chutney.

Chutney, asst, qts	$4 25
Chutney, asst, pts	2 75
Chutney, Major Grey, qts	6 00
Chutney, Major Grey, pts	4 25
Ban-ki-pore, pts	2 00

EQUAL TO THE BEST



BETTER THAN THE REST

ALPINE

EVAPORATED CREAM

We have Been Forced to Advance Prices as follows:

	Per case
1 to 5 cases, 4 doz. to case	$3.75
5 to 10 " " "	3.60
10 to 25 " " "	3.50
50 to 100 " " "	3.45

Gallons

1 to 5 cases, 6 to case	3.50
5 to 10 " " "	3 40
10 to 25 " " "	3.30

ALPINE MILK

(Sweetened)

4 Dozen to case, 16 oz $4 00

ALPINE EVAPORATED CREAM CO.

Factory
HOLLISTER, CAL.

Office and Salesroom
123 California Street
San Francisco, Cal.

Phone: **Green 96.**

	doz.
Cranberry Sauce.	
Anderson's 2s, 2 doz box	2 25
Ten Garden, 2s, glo, 12 box	1 00
Ten Garden, 1s, glo, 24 box	2 25
Cape Cod, 2 lb, glo, 12 box	3 50
Cape Cod, 1 lb, glo, 24 box	2 00
Home Made, 1s, 2 doz box	2 1s
do 2s, glass, 1 doz box	4 00
Cottolene.	
2s, 5's or 10's, per cs of 60 lbs	7 00
5 cases to a	6 90
10 case lots	6.85
25 case lots	6.75
With 25 cases, ½ case free	
" 5 " 1 " "	
" 10 " 2 " "	
Price $7 50, $7 10, $7 35	
Curry Powder.	
Crosse & Blackwell, 2 oz	1.35
do 4 oz	2 35
Do 8 oz	3 95
Do 16 oz	6 20
East India, Bombay, 16 oz	5 00
East India, Bombay, 8 oz	3 25
Extract of Beef.	
Liebig's (Genuine)	
2 oz 4 oz 8 oz 16 oz	
doz 4 55 8 50 15 90 29 75	
"Rex" Solid.	
2 oz, doz $3 25 8 oz, doz	$13 25
4 oz, doz 7 20 16 oz, doz	24 75
Marshall's	
2 oz, per doz	$2 40
Gelatine.	
Knox's, per doz	1 20
Knox's, per gross	11 00
Cox's, per gross	12 00
Cox's, per doz	1 15
Ginger (Preserved).	
½ doz per tin in cs, per cs	2.25
Lemon Sugar.	
Gilt Edge, 24/1½, per doz	1.37½
Gilt Edge, 24/1s, per doz	1 85
Lime Juice.	
Tahita, 24/8-oz, per doz	$1 25
Tahita, short measure, 16 oz	1 50
Tahita, full measure, 16-oz	1 75
Tahita, full measure, 32 oz	3 50
Tahita, half gal	1 60
Mushrooms.	doz
La Court, 100 to cs	$2 50
La Forrest, 100 to cs	2 75
Hotel, 100 to cs	2.00
Fancy Stuffed, pts	4 00

COLUMN 25.

OLIVES.

OLIVES IN BULK.

	25 gl.	10 gl.	5 gl.	3 gl.
Ex. No 1, Q'n.	1 10	11 50	6 00	3 75
Lge No. 1, "	1 00	10 50	5 00	3 25
No. 1 Qu'n.....	95	9 75	4 75	2 90
No. 2 "	85	8 75	4 50	2 85
Manzanilla...	76	7 25	3 75	2 40

Extra charge for kegs & barrels.



Olives

SEV LLE PACKING CO.

White Label Queen Olives—

28-oz., per do'. .$5.50
18-oz., " ... 3.75
6-oz., " . 1 25

Pim-Olas

18 oz, 2 doz, per cs, per doz $6 10
10 " " " " 3 5,

Baby Pim-Olas

10-oz, 2 doz. in case, per doz.....$4.50
6-oz, 2 doz. in case, per doz.... 1.5

Olive Oil

NICELLE

	Case
½ pints, 4 doz	$9 00
Pints, 2 doz	8 55
Quarts, 1 doz	7 85
22-oz.	9 00

CRYSTAL BRAND OLIVE OIL.

Pure California Products.



7-oz.
Per doz...$2.40
3 doz..... 6.75

14-oz.
Per doz... 4.50

Quarts.
Per doz... 7.25

Put up by
G. O. Eyden.

GORDON PACKING CO.,
Distributors.

MISCELLANEOUS

Golden Gate, in gal tins, per gal	1 80
" ½ " "	1 85
" ¼ " "	1 90
Pala Grove, pure Cal., qts. . dz.	7 75
Cooper's qts., ℔ doz.	10.00
Cooper's pts, ℔ cs of 2 doz.	10.00
Antonini J.P.S., qts. ℔cs..	7.40
Do 1½-gal. tins, ℔ tin..	2.90
Duret, qts, pts, ℔ doz cs.	6.00 7.00
Lucca. Crosse & Blackwell's qts.	7.50
Lucca. Crosse & Blackwell's pts, 2 doz.	8.25
Lucca Crosse & Blackwell's ½ pts, 3 doz.	7.25

Salad Oil.

Durand Oil.

Quarts, 1 doz. to case, per case	$1.80
Pints, 2 " " "	1.95
½-Pts., 3 " " "	1.00

Puritan Salad Oil

Quarts, 1 doz to case, per case	2.20
F. Dubec & Fils, 1 dz qts, per case	1.50
Imitation Lucca, qts	1.90

"Primrose" Salad Oil.

Tierces, about 50 gal, gal.	$ .40
1 gal tins, 10 to case, gal.	.70
5 gal. tins, 1 to case, gal.	.45
½ gal tins, 20 to cs, gal.	.75
Quart bottles, 12 to cs, doz	1.85
Pint bottles, 24 to cs, doz	.85
½ pint bot., 36 to cs, doz	.65

Paprika.

Gordon Packing Co.

1-16 lb . doz	½ lb.	doz 6 60
⅛ lb ... doz	1 lb ..... doz	
¼ lb ....doz	Bulk, lb.....	

Peanut Butter

Heron's, 2 doz to cs, per dz. .2.40

Peels.

Citron, 25-lb box	.$
Citron, 10-lb box	14½
Lemon, 25-lb box	11¾
Lemon, 10-lb box	12¼
Orange, 25-lb box	12¾
Orange, 10-lb box	12¼

COLUMN 26.

PICKLES.

Gordon Packing Co.

California—Mixed or Plain.

No. 1, bbls, per gal	$0.24 to $0.27
No. 1, ½ bbls, per gal..	.26 to .29
No. 1, 10-gal keg, p kg.	2.25 to 2.45
No. 1, 5-gal keg, p keg.	1.15 to 1.25
No. 1, 3-gal keg, p keg.	.80 to .85
No. 2, bbls, per gal.	.22
No. 2, ½ bbls, per gal.	.24
No. 2, 10-gal keg, per keg.	2 10
No. 2, 5-gal keg, per keg.	1 05
No. 2, 3-gal keg, per keg.	.80
No. 3, bbls, per gal.	.14
No. 3, 10-gal keg, per keg.	1 15
No. 3, 5-gal keg, per keg.	.60
No. 3, 3-gal keg, per keg.	.55

SWEET—"PACIFIC."

Bbls, ℔ gal	51
½ bbls, ℔ gal.	53
10-gal keg, per keg	5.00
5-gal. keg, ℔ keg	2.75
3-gal. keg, ℔ keg	1.75
Square, 1doz ½-gal. ℔ doz..	2.25
Square, 2 doz ¼-gal, ℔ doz..	1.60
Square, 4 doz ⅛-gal., ℔ doz	1.25
Round, qts, ℔ doz.	3.75
Round, pts, ℔ doz.	2.50
Round, ½ pts, ℔ doz.	1.75

Crosse & Blackwell's.

	Doz.
Mxd Pkls, pat tops, pts..	4.15
Mxd Pkles, Pat tops, ½ pt.	2.50
Mxd Pkls, corks, pts.	3.95
Chow Chow, pat tops, pts.	4.15
Chow Chow, pat top, ½ pt.	2.50
Chow Chow, corks, pts.	3.95
Onions, pat tops, pts.	4.15
Onions, pat tops, ½ pts.	2.50

PRETZELS.



Hoeflin Pretzel & Baking Co.,
431 Sixth St.

Hand-made Pretzels a Specialty.

Size 1, 8's, per lb	12c
Size 2, 8's, per lb	12c
Size 3, 8's, per lb	12c
Fingers, 10s, per lb	12c
Hazlenut, 10's, per lb	12c

Also furnished in cases, 20 to 30 lbs., at 11c per lb., and barrels at 10½c lb.

Root Beer



Less 5 per cent. on gross lots

Hires' case of 1 gr	20 00
6 doz. lots	10 00
3 "	5 00
1 "	1 75

Hires' Carbonated Root Beer cs of 2-dz pt bottles, patent tops, per cs, $2.00 in 5 case lots 1 95
Hires' Carbonated Gingar Ale Per case 2 00
5-case lots, $1.95.



Hires' Rootbeer Carbonated and Ginger Ale empty bottles, if returned to Scohan-Patrick Company, will be received by them at 25c. per case of 2 doz. bottles (with case) Delivered at San Francisco.

Salad Dressing.

Durkee, small, 2 doz, ℔ doz.	2.55
Do large, 1 doz, ℔ d.	4.30
Do picnic size, 4 dz, ℔ dz.	1.00
My Wife's, 1 dz. 16-oz. case.	2.75
My Wife's, 2 doz. ½ pt. cs.	3.40

Alpha Salad Cream.

Jumbo, 1 doz. to case, per case	4.25
Do large, 2 doz. " "	1.70
Do picnic, 2 " " "	2.50

COLUMN 27.

Saratoga Chips.

(Less 5 per cent)

Boxes, 15 and 30-lb, per lb..$0.20
Cartons, 6-oz, 2 doz in cs, doz 1.30

SAUCES.

SNIDER'S SALAD DRESSING



Pints, 1 doz. in case, doz. $2.75
Hlf-Pts, 2 doz. in case, doz. 1.75



Snider's Oyster Cocktail S'ce pints, 2 doz to c'se, doz .2 40

Same gallon jugs, 6 to case, per gal..... 1 80

Snider's Chili Sauce, pints, 1 doz. to c'se doz 2 40

Same, half pts 2 doz to c'se doz 1 45

Bayle's Tabasco Pepper Sauce, in cases, 6, ½-doz. boxes, per doz. $3 00
boxes of 12 bottles. per doz..... 3.50
Holbrook's W'cestershire, ½'s. 2.40
Do pts. 4.00
Do qts. . .....
*Lea & Perrin's Worcestershire, sma" 2.75
*Lea . 'errin's Worcestershire, medium 5.00
*Lea & Perrin's Worcestershire, large 8.25
*5 cases 5c ℔ doz less.
Ban-ki-por, ½ pts, 2 doz case, per doz 2.40
Ban-ki-por, pts, 1 doz case....3.80
Tobasco, McIlheny 4.10
Tobasco, New Iberia 3.50
Braunhardt's!
Tropical, ½-pts, 2 doz. per case 4.50
" pints, 2 doz. " " 8.10
Bengal Worcester, ½ pt..... .55
Bengal Worcester, pt 1.05
Pepper, sprinkle top, ½ pt.....2.00
Superior Pepper, small ..... .75
Superior Pepper, large 1.50

Pure Food Pk'g Co.

Worcester Sauce, London Club, ½ pts, do ..... .75

SALT.



LESLIE SALT.

Free Running—

Cartons, 20 5s	$ 2.50
Cartons, 24 3s	2.00
Cartons, 48 2s	2.75
Caddies, 50 2s	3.25

Velvet Grain—

Bales, 50 3s	1.50
Bales, 30 5s	1.50
Bales, 15 10s	1.50
Bales, 8 20s	1.50
50-lb sacks, per ton	18.00

H. B. H. Liverpool.

Bales of 75, 2's, per bale	$1.25
Bales of 40, 4's, and 15 10's	2.0
Bags, 200s (50s $5), per ton	7.50

Rock Salt.

Half-Ground, 100-lb sacks, per ton	$ 3.50
Stock, 100-lb sacks, per ton	3.00
Liverpool Lump, per ton	13.50
Cal. Table and Dairy, pr bale.	1.0
Cal. Table and Dairy, 50's, per ton	6.25

Package Salt.

Shaker Salt, per doz	$0.90
R. S. V. P., 3's, 24 to cs, p. cs.	2.25
R. S. V. P., 5's, 20 to cs, p. cs.	2.75

Celery Salt.

Mertens, 1 doz in box..... 1.05

Sauerkraut.

Barrels, per lb	.02¾
½ bbls	.03
⅛ bbls	.03¼
3-gal kegs, per keg	.90
5-gal kegs, per keg..	1.15
10-gal kegs, per keg	2.25
2-lb tins, 2 doz in cs, doz	1.35
2½-lb tins, 2 doz in cs, doz	1.60

COLUMN 28.

SOUPS.



CAMPBELL'S (1-lb. Condensed). Packed 48 1-lb. cans to case. Straight cases of any variety, or following assortment:

8 Tomato, 6 Vegetable, 4 Ox Tail, 3 Mock Turtle, 3 Chicken Gumbo, 2 Tomato Okra, 1 Jullenne, 2 Beef, 2 Consomme, 2 Pea, 2 Celery, 2 Vermicelli-Tomato, 2 Clam Chowder, 2 Mutton Broth, 2 Bouillon, 3 Chicken, 2 Mulligatany.
Price, per doz, any variety...$0.90

Miscellaneous.

Anderson's Asstd, per doz.	.90
Anderson's straight, per doz.	.90
Snider's Tomato—3 lb tins 2 doz. in case, per doz.	$2.60
Same—2 lb tins 2 doz. in case, per doz.	$1.35
Van Camp's asstd, per doz.	.90
Van Camp's straight, per doz.	.90

SPANISH DELICACIES.

Specialties of the
Spanish-American Food Co.
149-155 Fremont St.
Medal Goods. Paris Exposition.
IXL BRAND.



	Doz.
Beef Tamales in key op. cans	.95
No. 1 Boneless Chicken Tamales in key-op. cans	1.30
No. 2 Not Boneless Chicken Tamales in key op. cans	1.00
Extra Special Boneless Tamales in key op. cans	1.60
Chili Con Carne, 1 lb.	1.20
Enchiladas, in key-opener cans	1.20
FRIJOLES, 1 lb	.90
Tripe, Spanish style, 1 lb	1.25
Concentrated Soup. pts., 20 varieties	.90
Concentrated Soup, qts., 20 varieties	1.85
Minced Deep Sea Clams, 1 pt.	1.00
Minced Deep Sea Clams, 2 pt	1.65
Clam Juice, 1 pt.	.95
Clam Juice, 2 pt.	1.50
Cal. Baked Beans, tomato sauce, 1 lb., 4 doz in case	.85
Cal. Baked Beans, tomato sauce, 2 lbs., 2 doz to case	1.35
Cal. Baked Beans, tomato sauce, 3 lbs . 2 doz to case	1.75
Chili Beans (Tamale Sauce) 1 lb, 4 d z to case	.85
2 lb, 2 " "	1.35
2 lb, 2 " "	1.75
Deviled Oysters, for Sandwiches 4 doz to case	1.40
Pate Chicken Liver for sandws. 4 doz. to case	1.40
Macaroni and Cheese, with Tomato sauce, 1 lb, 4 dz. cs.	.50

Truffles.

Rilhac, 100/¼'s, per doz.	12.00
Rilhac, 100/ 1-16's, per doz.	3.00
La Forrest, 100/¼'s, per doz.	17.00

Vinegar.

	½ Bbl.	10 gal.	5 gal.	3 gal.
30 grain	08	10	1 15	65 50
40 grain	10	12	1 35	75 60
50 grain	12	14	1 70	90 80
60 grain	14	16	2 00	1 10 95
80 grain	16	18	2 65	1 50 1 25
90 grain	18	20	3 50	1 85 1 65
100 grain	20	22	3 85	2 00 1 85

Hammond's Vinegar.

Salad, qts, per doz. 1.25

Yeast Cakes.

Great Western	1.00
Gillett's Magic	1.20
Yeast Foam	1.20

COLUMN 29.

Department 19.

GROCERY SUNDRIES.

Axle Grease.

H. & L., per case.....$1.50
C. & S., 2-doz case, per case... 2.00
" 5 cs lots.....1.95
" 10 cs lots.....1.85
Frazer's, 2 doz tins, per case..2.25
Frazer's, 4 doz wd, per case... 3.60
Frazer's, 15-lb pails.....85
Mica, 3 doz tins, per case..... 2.50

Paper Bags.

Automatic, Self-opening, 500 in pkg. List.

¼-lb .....$1.00 8-lb 4.80
½-lb .....1.20 10-lb 5.20
1-lb .....1.60 12-lb 6.30
1½-lb .....1.70 14-lb 8.30
2-lb .....2.00 16-lb 9.00
3-lb .....2.50 20-lb 10.00
4-lb .....2.90 25-lb 11.00
5-lb .....3.40 30-lb 13.00
6-lb .....4.00 35-lb 15.00
7-lb 4.40

Discounts from above List:
***(Cheapest).....50 pct and 5, 10's
Eagle or Equal....50 pct and 2, 10's
White Fibre, or any white bag, ...50 pct and 1, 10's
Mikado (striped) .....40 pct
Sugar Bags, broad bottom, lb....06
Lion, 40 per cent and 1....1.10

Bluestone.

Barrels, per lb (5 bbls 5½c).$0.05⅝

Bathbrick.

Bristol, 2 doz, per case (25 case lots 67½c) $0.70
Powdered, 20 1's, per case 1.15
Powdered, 40 ½'s, per case 1.25

CANDLES.

Adamantine.

Schneider's 10 oz, 20's.....$0.07
Schneider's 12 oz, 20's..... .08½
Schneider's 14 oz, 20's..... .09½
Parafine, 20 1 lb. cakes...1.90
do, 5 bx. lots.....1.80
do 40 1 lb cakes.....3.80
do 5 bx lots.....3.65
do 100 1 lb cakes.....9.50
do 5 bx lots.....8.50
P. & G. Adamantine, 10 oz. 8¼
do 12 oz. 9¼
do 14 oz. 10½
Yacht Club Quartz Candles
20 sets 14 oz..... .10
40 sets 14 oz. ..... .09¾

Stearic.

Schneider's 14 oz 20's or 40' .12
Schneider's 16 oz 20's or 40's. .13½

Paraffine, Etc. Per lb.

4s, 6s, in cartons of 36-lb bxs..10¼
12s, in cartons of 36-lb bxs.....10¾
½-lb, in cartons of 25-lb bxs...10¼
1-lb, in cartons of 25-lb bxs....10¼
Colored 1c higher.
Beeswax, pure for churches.. 40
Do No 2..... 30
Do No. 3..... 25
Christmas, all sizes.....8 8½
Do holders, ℔ gross..... 85
Wax Tapers, ℔ doz pkgs (℔ gross 8.00).....65 75
Night Lights, German, on pap & wd, (doz 40).....65
Do French, on tin, doz.. .....50, .75, 1.10

Cordage.

Basis price: Manila 14½c. Sisal 9¾c (5,000 lbs ¼c, and 10,000 lbs ½c less.)

Egg Food.

Pratt's, 26-oz, 2 doz in cs....$2.25
Wellington's, 1-lb, 2 doz box.. 2.00

Fly Paper.



Fly-Net, Per case $2.60
Magnet, per case.....$2.50
Tanglefoot, per case..... 2.90
Tanglefoot Holders, per case of 50 75

Fruit Jars.

Mason's, pts, per gr..... 5.50
Mason's qts, per gr..... 6.25
Mason's, ½ gals 8.50

Fruit Jar Caps.

Porcelain, 6 doz to box, per bx 1.05

Fruit Jar Rubbers.

No. 1 white, per lb..... 50-60c
"Gold Seal," cartons, per gr.. .75
"Badgers," cartons, per gr.... .60

Hops.

No. 1, ¼ lb, 30-lb. box, lb..... .28
No. 1, ½ lb, 30-lb box. lb..... .28
No. 1, 1 lb, 30-lb box, lb..... .28
Less than 30-lb boxes..... .29

Horseradish.

½-pts, 2 doz in box, doz..... 1.10
Pts, 1 doz in box, per doz.... 1.50
Qts, 1 doz in box, per doz..... 2.75
Bulk, per gal ..... .75

Glue.

Le Page's, 1 oz, per doz..... .75
Le Page's, 2 oz, per doz..... 1.15
Le Page's ½-gill tins, per doz. 1.20
Le Page's, 1-gill tin, per doz.. 1.60
Standard, small, per doz..... .50

COLUMN 30.

EUREKA INSECT EXTERMINATOR.



Manufactured by
Jos. Fusch, 535 Front Street, San Francisco.

10c size, doz ..... .75
25c size, doz 1.75
60c size, doz 4.50
1.00 size, doz 8.00

Harmless to persons or animals; does not irritate the skin or injure the eyes.

MATCHES.

Metroplitan, full count, per tin.$1.15
Universal, shrt count, pr tin .85-.90
Boys' block pap pkg, per doz .10
Swedish Safety, per gross..... .80
Swedish wind, 1 gross..... 85
Vulcan Parafine, 65s, ℔ gross (50 gross 50c) .....50 .55
Japanese Safety, per gross..... .50
Squirrel Matches, 55s, per gross .43
Ship Safety Matches, la ge, gross .75
" " small, " .65

Diamond Match Co.'s.

Anchor, 200 ..... 1.70
..Do 500s..... 4.00
G. G., 60s..... 2.75
Red Top Safety 3.25
S. & C., Eastern Parlor, 80s.... 4.25
Press, 100s, 5-gross cs..... 4.75
Little Star, per cs..... 2.25
Search Light, 500s, large 1 gr.. 4.75
(Discount of 25c per case on 5 cs lots)

Paper, Wrapping.

Butter, White, ℔ ream..... 20
Do Waxed ℔ ream..... 25
Manilla, No. 2, roll, any sz, lb...3½
Manilla, No. 1, rolls or reams, ℔ lb..... 5
Straw, ℔ ream..... 70
Do rolls any size, ℔ lb.... 3¼
Drab, ℔ ream..... 60
Do rolls any size, ℔ lb.... 2⅝
Metropolitan White Fibre Rolls, per pound 1

Paper, Toilet.

Columbia, in rolls, 7 oz, per cs of 100 .....2 75
Royal, 100 rolls of 500 shts.....4.00
Pilot, 100 tablets of 500 shts..3.75
Golden Eagle, 100 tablets of 1,000 sheets 8.00

Polishes, Shoe.

Mason's.

Mason's Colt-Coron-ide Per gross $4.70; per doz 40c
Mason's Paste Stove Po'ish Per gross $4 70; ½-pro-s $1 20
Mason's Challenge, per doz . . .40
Mason's Challenge, per gross. . 4.70
Challenge Shoe Dressing, small per doz . $ 75
large " " 1 50
Russett Comb'n. shoe Dressing small, per doz 75
large, " " 1 50
Black Comb'n Shoe Dressing small per doz 85
Patent Leather Polish, per doz 50
Mason's, No. 4 .. 45
" " per gross 5 20
" No. 3 per doz 35
" " per gross. 3 40
" No 2 per doz 30
" per gross..... 3 00
" No. 1 per doz 25
" " per gross . 2 80

Scott & Gilbert Co.

Manufacturers.
214-216 Mission St., San Francisco



In 3 dozen cases per

Alaska Seal Oil.... 20 00
Top Notch 15 0
Russian 12 00
Boss..... 9 00

Bixby's.



Jet Oil ..... per doz. 85
Jet Oil, 3 doz in box, with Marvel Brush Free 2 55

COLUMN 31.

BIXBY'S—Continued

Royal Polish ..... per doz. 85
Royal Polish, 3 doz. in box, with 3 pkgs. 5c Carpet Tacks free. 2 55
Shoe Satin, Small Comb, per doz. 80
Shoe Satin, Large Comb, per doz. 1 25
No. 5, Shoe Satin Paste, per doz. 40
No. 10, Shoe Satin Paste, p doz 85
Satinola, Small Comb 80
Satinola, Large Comb 1 25
No. 5, Satinola Paste. 40
No. 10, Satinola Paste..... 85
"BBB" Blacking Size M. 3 dz. in box ..... } 1 25
½doz. paste free }
"BBB" Blacking, Size B. 3 doz. in box .... } 2 50
1 doz. paste FREE .... }

Polish, Stove.

Rising Sun, large pkg, ℔ gross.6.25
Do 5-gross lots, ℔ gross..6.00
Do Small pkg, ℔ gross....4 25
Sun Paste, large, ¼ gross, per gross 8.00
Sun Paste, small, ¼ gross, per gross 5.00
Enameline, No. 4 tins, ℔ gross.5.00
Do No. 6 tins, ℔ gross.....8.25
Do Liquid, pt-tins, bx 3 doz.2.25



Small, 3 doz. to cs., per cs.$1.50
Large, 3 doz. to cs , per cs. 2.50
(½ doz. free with each case)

Polish, Metal.

Electro Silicon, 1 gr in case, per doz ..... .80
Brilliantshine, ½ pts, per doz.. .90
Brilliantshine, pts, per doz.... 1.70
Brilliantshine, qts, per doz.... 3.10

U. S. Metal Polish.



POLISH

	Doz.
Qts	$3 00
Pts.	1 70
½ Pts	90

PASTE

1lb	$3 00
½ lb	1 75
3 oz	50

Barkeepers friend powder gr $18 00

U. S. METALLIC POLISH PASTE is put up by a Practical Chemist; also in Liquid Form. Free from Acid or Grit. 20 years in the Markets of the World. **J. T. WILSON,** Pacific Coast Agt., 1770 15th St., S. F. For sale by all dealers. Also the Barkeepers' Friend Cleaning Powder.

Rope.

Manila, 1¼-in. cordage ..... .15
Sisal, 1¼-in. cordage ..... .10¾

Seeds.

Anis 14½
Canary 6½
Caraway 8 10
Celery 15
Coriander 15
Cumin 13
Flax, ground 4
Flax, whole 3½
Hemp, sacks 4½
Millet 6½
Mustard 5½
Poppy (Or. sks 9¾)..... 10¾
Rape, Cal..... 4½
Bird gravel, 40 2s..... 2 00
Bird Seed Mixed 48—1-lb pkg

Original sacks 1c less

Sheep Dip.

Little's, 10½-gal tins, per gal$1 05
Little's, 5-gal drums, per gal . 1 05
Smith's, 10½-gal tins, per gal .95
Smith's, 5-gal drums, per gal .95

Twine.

Cotton 4 ply, 100-lb bls, per lb 12
Do 3 ply, 100-lb bl., per lb . 19
Do 2-lb cones, per cone 44
Hemp, 8-oz balls per 3-lb pkg.. 70
Do, 4-oz. balls per 3-lb pkg 75
Do 2-oz balls ℔ 3-lb pkg .
Sack, 4 ply, 12-lb pkgs, per lb .23

Wax.

Fruit, 25 1-lb pkgs. .60
Japan, per lb .20
Beeswax .... .25

Wax Strings.

12 in. 10 pkg. 100 strips each. 1 40
14 in 10 pkg 100 strips each. 1 60

COLUMN 32.

Department 20.

WOOD AND WILLOW WARE

AXE HANDLES.

Ex. 36-in., doz.....$2.25
No. 1, 36-in., doz..... 1.75
No. 2, 36-in., doz..... 1.25
No. 3, 36-in., doz..... 1.05
Ex. 38-in., doz..... 4.00
Ex. 40-in., doz..... 4.25

BASKETS.

	Per Doz.
Cal., Open, Spruce, No. 3..	.60
Cal., Open, Spruce, No. 4..	.60
Cal., Open, Spruce, No. 5..	.84
Cal., Satchel, Spruce, nest, 0-5	1.10
Cal., Satchel, Spruce, nest, 1-5	1.00
Cal., Satchel, Spruce, nest, 1-41	.71
German market, nest of 4	1.25
Clothes, Oval, Wil., No. 0.	6.50
Clothes, Oval, Wil., No. 1.	6.00
Clothes, Oval, Wil., No. 2.	7.50
Clothes, Oval, Wil., No. 3.	9.00
Clothes, Oval, Wil., nest 4..	8.17
Japanese Telescope, nest of 5, size 18x12x7.....	1.10
Same, size 20x13½x7.....	1.50
Same, size 24x15x10.....	2.00

BOWLS, WOODEN.

	Per Doz.
Maple, No. 1, 11-inch.....	.76
Do No. 2, 13-inch.....	1.50
Do No. 3, 15-inch.....	2.75
Do No. 4, 17-inch.....	4.25
Do No. 5, 19-inch.....	6.75
Do No. 6, 21-inch.....	7.50
	Per nest.
Maple Nests, 3, 13, 15, 17-inch	.71
Same, 4, 13, 15, 17, 19-inch	1.20
Same, 5, 13 to 21 inch...	1.81

BROOMS.

	Per Doz.
Patent Cap, No. 1.....	3.80
Patent Cap, No. 2.....	3.60
Patent Cap, No. 3.....	3.35
Extra Patent, No. 1.....	3.85
Extra Patent, No. 2.....	2.60
Extra Patent, No. 3.....	2.40
Ladies' Pride, No. 1.....	2.85
Ladies' Pride, No. 2.....	2.60
Ladies' Pride, No. 3.....	2.40
Little Beauties	3.00
Ladies' Delight	2.80
Toy 2 strings	90 1.35
Whip 2 strings	90 1.25

BRUSHES.

	Per	Doz.
Dust	2.00	12.00
Scrubbing	.55	3.00
Dandy	1.50	6.75

Shoe Brushes.

No. 1, black tampico 1.10
No. 2, bristles 1.65
No. 3, white bristles 1.75
No 4 bristles 2.00
No 5, white bristles 2.25
No. 6, horse hair 2.70
No. 7 bristles 3.90

Stove Brushes.

	Per Doz.
No. 1, tampico, handles...90c-$1.10	
No. 2 bristles handles	1 85
No. 3 bristles, handles	1 95
No. 4 bristles handles	3 25

Ox Fibre Brushes.

	Per Doz.
Scrub T & B., 9x2½ in face	.80
Do Hub, 10x2¾ in face.	2 00
Do Mugle 7¼x2 in face	1.10
Do Owl, 6¼x1¼ in face	.85
Do Cat, 10½x2¼ in face	1 50
Do Rat, 8¼x2¼ in face	1 25
Do Mouse 6¼x2½ in fa	1.00
Do Alligator, 10½x2¾ in face	2.25
Do Goose, 8¾x2¾ in face	2 00
Do Duck, 6½x2¾ in face	1.50
Stove, Hustler, 8½x2½ in face	2.25
Sink, Bell, 3½x2¼ in face	1 40
Sink, Gong 4¾x2¾ in face	2 25
Horse, Pointer, 10x3¼ in face	3.00
Creamery Jersey 9x5 in face	8.25
Creamery Holstein, 9½x 6¼ in face	3 50
Dust, Hancock, 10½x4 in face	2.25
Hand, Windsor, 4¼x1¼ in face, per gross.....	6.00
Whitewash Snowstorm, 9-in per doz . . .	2.00
Same 8-in. per doz.	1.75
Same 7-in per doz .	1.50

CAN OPENERS.

Diamond per doz . $0 75
Crown per doz . . . 1 25
Ovl ware per doz 2 25

CARPET SWEEPERS.

Bissell's, per doz 25 00 to 27.00
King, per doz . 24.00

CHEESE SAFES.

Round No. 1 16 in $2 20
Round No. 2 22 in . 2 25
Round No. 3, 24 in . 2 50
Square each . 4 00

Clothes Line.

Hemp 40 feet per doz $0 80
Hemp 60 feet per doz . 1 25
Cotton 40 feet per doz . 90
Cotton 60 feet per doz 1 20
Cotton 72 feet per doz 1 75
Manila 40 feet per doz 1 25
Manila 60 feet per doz 2 50
Sash Cord 36 feet per doz 1 75
Sash Cord 50 feet per doz 2 00
Wire Cord 50 feet per doz 1 05
Wire Cord 72 feet per doz 1 60
Wire Cord, 100-foot per doz 2 75

COLUMN 33.

Clothes Line Pulleys.

Galv. Iron, per doz.....$0.50

CLOTHESPINS.

Common, per bx of 5 gross .65
U. S. Patent Spring, per gr .60

COFFEE MILLS.

Enterprise, Family, No. 1, doz.$2.50
Enterprise, Family, No. 2, doz. 3.50
Enterprise, counter, ea....5.50-35.00

CORKS.

Wine, pt size, per M.....$4.75
Wine, qt size, per M..... 5.25

Demijohns.

(Less 40-10-5 per cent discount.)
¼-gal., doz..$3.25 2-gal., doz..$10.50
½-gal., doz.. 4.50 3-gal., doz.. 13.50
1-gal., doz... 6.50 5-gal., doz.. 19.00

Dust Pans.

No. 1 Japan, doz..... .63
Covered, doz 1.05
Janitor, doz 2.25

Dusters.

China, fancy colored, doz.... .75
Standard Turkey, No. 10, doz.. 1.40
Standard Turkey, No. 12, doz.. .90
Standard Turkey, No. 14, doz.. 2.50
Standard Turkey, No. 16, doz.. 3.00
Standard Turkey, No. 18, doz.. 3.50

DOOR MATS, COCOA.

Per Doz.
Light, No. 1, 14x24..... 4.00
Do No. 2, 16x27..... 5.50
Do No. 3, 18x30..... 7.25
Do No. 4, 20x33..... 9.00
Medium, No. 1, 14x25..... 5.25
Medium, No. 2, 16x27..... 6.75
Medium, No. 3, 18x30..... 8.50
Medium, No. 4, 20x33.....10.25
Extra, No. 2, 16x27..... 9.50
Extra, No. 3, 18x30.....12.50
Extra, No. 4, 20x33.....15.00
Extra, No. 5, 22x36.....18.00
Keystone Steel Mats.....

Faucets.

Cork lined, No. 1, doz.....$0.60
Cork lined, No. 2, doz..... 75
Cork lined, No. 3, doz..... 90
Cork lined, No. 4, doz..... 1.25
Cork lined, No. 5, doz..... 1.50
Molasses Gates $0.25
Self-Measuring Faucets, each. 3.00
Syrup Pumps (Ent'rprise), ea. 5.75
Syrup Pumps with auger, ea.. 6.00

Ironing Boards.

4-ft., per doz..... 4.20
4½-ft., per doz..... 4.75
5-ft., per doz 5.25
5½-ft., per doz 5.75

LAMP CHIMNEYS.

XX Eureka Grade.
Eureka Crimp Top in Cartons.
Per Doz.
No. O or E, 6 doz. in case .75
No. 1 or A, 6 doz. in case .75
No 2 or B, 6 doz. in case. .95

Eureka Electric.
In Cartops.
No. 2, 6 doz. in case, per doz..1.00

Lantern Globes. per doz
Packed 5 doz in case.... .70

Eureka Rochester.
Per Doz.
No. 1, 6 doz. in case.... .85
No. 2, 6 doz. in case..... 1.05
No. 3, 6 doz. in case..... 2.10

Macbeath Pearl Top.
No 1 or A, 6 doz. in case. .85
No 2 or B, 6 doz. in case. 1.05

La Bastie.
Heaviest and best in market.
Per Doz.
No. A, plain bulk, 6 doz. in case 1.20
No. B, plain bulk, 6 doz in case 1.50
No. A, crimp bulk, 6 doz. in case 1.30
No. B, crimp bulk, 6 doz. in case 1.60

Common Chimney.
Per Doz.
No 0 or E, 6 doz. in case. .40
No. 1 or A, 6 doz. in case.. .45
No. 2 or B, 6 doz. in case. .55

Common Rochester.
No. 1, 6 doz. in case..... .80
No. 2, 6 doz. in case..... .90
No. 3, 3 doz. in case..... 2.00

Lamp Burners.
0 or E, per doz.....$0.50
1 or A, per doz..... 60
2 or B, per doz..4..... 75
(Binze fits 13 collar, takes E wick)
Solar Burners, doz 1.50

LEMON SQUEEZERS.

Ball, per doz $0.60
Glass, No. 1, per doz..... 50
Glass, No. 2 (for oranges) doz 85

MOPS AND HANDLES.

Per Doz.
9-lb Mops . ...1.20 and 1.50
12-lb Mops . ..... 1.60 and 2.00
Patent Mop Handles 1.00
Plain Mop Handles . ..... .90

PAILS.

Per Doz.
Wood, painted, 3 hoops... 2.25
Wood, varnished, 3 hoops 2.25
White Cedar, 3 galv hoops 2.75
Fiver 3.50
Galvanized, 10 quarts 1.75
Galvanized, 12 quarts 2.0
Galvanized, 14 quarts 2.35

SHELF PAPER.

Per gross.
Narrow, assorted colors. .12
Wide, assorted colors.... .35

COLUMN 34.

TUBS.

White Cedar—No. 0, 13.00; No. 1, 10.50; No. 2, 9.00; No. 3, 8.00.

Painted or varnished—No. 0, 11.40; No. 1, 9.60; No. 2, 8.40; No. 3, 7.20.

Fiber—No. 0, 18.00; No. 1, 14.50; No. 2, 12.50; No. 3, 11.00.

Galvanized—No. 1, 5.50; No. 2, 6.20; No. 3, 7.20.

WASHBOARDS.

Per Doz.
California, regular size..... 2.10
California, small . ..... .90
Stag 2.75
Bronze 3.50
Good Enough 2.25
Anchor, single 1.90
Nameless 2.25
Peerless, double 3.50
North Star 3.50
North Star, protector.... 4.00
Crystal Glass 4.00
Misses 1.50
Toy ..... .90

WICKING.

Grs.
Lamp, 0 or E, ¾-in.....$0.30
Lamp, 1 or A, ⅞-in..... .40
Lamp, 2 or B, 1-in..... .60
Lamp, 3 or D, 1½-in..... .90
No. 1 Rochester 2.00
No. 2 Rochester 2.75
No. 3, Mammoth 9.25
Junior Rochester 1.50
Stoves, 3-in 1.80
Stoves, 3½-in. 2.25
Stoves, 4-in 2.50
Stoves, 4½-in 2.90
Stoves, 5-in 3.50

WRINGERS.

Wood Frame Novelty.
Two top screws; iron tub clamps.
Per Doz.
No. 350, 10x1¾ in 30.00
No. 351, 11x1¾ in 36.00
No. 352, 12x1¾ in 42.00
One top screw; wooden top clamps.
No. 360, 10x1¾ in.....31.00
No. 361, 11x1¾ in.....36.00
No. 362, 12x1¾ in.....42.00
Ball Bearing.
No. 380, 10x1¾ in.....40.00

MISCELLANEOUS.

Barrels, paper, 100-lbs, ea. .80
Barrels, pa., 50 lbs ea..... .65
Barrel Covers, 17-in. (flour barrel size), per doz..... 1.80
Barrel Covers, 21-in (sugar barrel size), per doz. 2.70
Basins, fiber, 12-in., pr dz. 2.25
Basins, fiber, 1½-in., per doz. 2.50
Brownies, per doz...85, 1.15 1.35
Butter Ladles, plain, doz.... 45
Butter Ladles, clays, doz 85
Butter Spades, doz 40
Dishes, oval 1, 2 and 3-lb, per 1,000.....2.20, 2.30, 2.90
Dishes, wire end. .....
....1.35, 1.80, 2.35, 2.85, 3.25
Egg Beaters, Dover..... 1.00
Lemon Squeezers, fiber, dz 1.25
Measures, fiber, 4 pcs..... 1.25
(Set pt., qt., ½ gal and funnel)
Lanterns, O Tubular, doz. 5.25
Lanterns, candle, frame, only doz. 1.00
Lantern Candle, with chimney, doz. 1.75
Lantern globes, in bbls.70@95
Mouse Traps, 1 to 6 holes, doz., 6 holes..... .60
Traps, mouse, "Does-it-easy," doz. 25
Traps, rat, "Blizzard," doz.... 1.25
Nest Eggs, per doz..... 20
Oil Cans, 1 gal., cush., per doz 1.50-4.50
Oil Cans, 1 gal., galvanized Iron ..... .00
Oil Cans, 5 gal., galvanized iron 6.00
Potato Mashers, per doz.45@75
Rolling Pins, per doz.1.20 and 1.45
Spoons, wooden...30c, 37c .65
Step Ladders, each per ft ..... .17 .40
Tacks, steel, asstd, 2-oz, doz... 25
Tacks, Common, 2 oz., doz.. 8½
Tapers, gas, 30/17-in, stgs. doz 65
Tobacco Cutters, standard, ea 80
Toothpicks, per case, 110 box 2.25
Twine Holders, hanging, doz. 2.00
Twine Holders, counter, doz.. 3.10
Spittoons, fiber, 13-inch.. 6.00
Spittoons, fiber, 12-inch.. 4.75
Spittoons, fiber, 9-inch... 4.00
Whips . ..... .90
Window Screens, 12-in., doz.. 1.52
Window Screens, 18-in., doz.. 2.09
Window Screens, 24-in., doz.. 2.51

STATIONERY.

Blank Books.
Counter, 48-leaf . .....$ 50
Counter, 92-leaf 75
Cap, Day & Ledger, per 100 pp . ..... 10@ 40
Full bound . ..... 50@ 75

Writing Paper.
Ream
Commercial Note, 5lb.... 45@ 75
Commercial Note, 6lb... 50@ 90
Letter, 10 lb, ex . ..... 90@1 50
Cap, 12 lb, ex . .. . 1.08@1.80

COLUMN 35.

Envelopes.

Per M
XX, 5-in. . ..... 1.00@1.50
XX, 6-in. . ..... 1.10@1.60
XXX, 10-in. 2.80
XX, 4-in., Baronial, cream or white . ..... 1.40@1.80
XX, 5-in., Baronial cream or white..... 1.60@2.00

Inks.

Scott & Gilbert Co.,
Manufacturers,
214-216 Mission Street, San Francisco

SUNSET BLUE BLACK



gross
Cones, 3 dozen case .$ 4.50
2 oz. round studs 3 dz.. 4 50
doz.
4 oz. round studs, 3 dz. 75
½ pints, 2 doz case.. 1 25
Pints, 2 doz. in case .2 00
Quarts, 1 doz. in case 3 50
gal.
5 gallon kegs 70
10 gallon kegs 60
Barrels 50
Assorted colors. doz.
1 oz, stands, any color 50
2 oz. stands, any color 75

BLACKSTONE MFG. CO.
1960 Howard St., S. F., Cal.



Gross
Cones, 3 doz to cs.....$3.75
2-oz., Rnd Cylndr, 3 doz to cs.. 3.90
3-oz., Rnd Cylndr, 3 doz to cs.. 5.75
4-oz., Rnd Cylndr, 3 doz to cs.. 6.50
Doz.
8-oz., Rnd Cylndr, 2 doz to cs.. 1.15
16-oz., Rnd Cylndr, 1 doz to cs. 2.00
Full qts., Rnd Cylndr, 1 doz to cs 3.75
Above prices are for Jet Black, Blue Black, Green, Blue, Violet and Carmine Inks.
(Copying Inks 10 per cent additional.)

Miscellaneous.

Carter's or Sanford blk cylinder, gross 4.50
Sanford's, 4 oz., black cylinders, doz. 60
Sanford's ½ pt, doz..... 1.75@2.00
Sanford's pts, doz . ..... 3.00@4.50
Sanford's qts., doz. ..... 5.00@7.50

Lead Pencils.

Gross.
Plain cedar 60
Black polished 1.10
Cedar, rubber tip 1.00
Red polished, metal rubber tip . ..... 1.50@3.50
Carpenters' . .....1.75@2.25
Eagle Automatic, doz.. 85@2.00
doz. . ..... 40@1.80



Mucilage

Scott & Gilbert Company
Mafvs., 214-216 Mission St
San Francisco, Cal.

SUNSET EXTRA HEAVY

doz.
2 oz. cones, 3 doz. cs. 37½
3 oz. cones, 3 doz. cs. 75
½ pints, 1 doz. case 2 00
Pints, 1 doz. in case 3 50
Quarts, 1 doz. in case 7 00
Gallons, ¼ doz. ca e 20 00

Blackstone Mfg. Co.
1960 Howard St. S. F., Cal.
Gross.
2-oz. Cones, 3 doz. to cs.....$4.00
3-oz. cylndrs, 3 doz to cs..... 5.75
Doz.
8-oz. round, 2 doz to cs..... 1.75
16-oz. round, 1 doz. to cs..... 3.00
Full qts., 1 doz. to cs..... 5.00
Bulk quotations (5, 10 and 30-gal.) on application.

Steel Pens. per gr.
Gross.
Railroad, 1 gross in box.....$0.40
Stub No. 413 40
Falcon 40
Bank 40
Easy Writer 50
Extra Fine 45
Elastic 45
Railroad Stub 40
Ladies' Falcon 40
School 40
Spencerian No. 1 85
Gillotts No. 404 50
Gillotts No. 303 . ..... 1.00

COLUMN 38.

Department 22.

TOBACCO, CIGARS, SMOKERS' SUPPLIES, ETC.

AMERICAN TOBACCO CO.

Plug Tobacco.

Battle Ax, 16 oz, 3x12, 6 cuts, 12, 24 lb 40
Big Gun, 16 lb butts, 16 oz., 3x12, 6 cuts 45
Boot Jack, 5½ oz, 3x12, 8 cuts, 1, 4, 8 and 12 lb 84
Boot Jack, as above, 2-lb, fancy wooden boxes 81
Brandywine 4 to lb., 2¼x9, 3 cuts, 4 and 8 lb 48
Bullion, 16 oz, 3x12, 12 lb..... 48
" 6 to lb., 1x6, 20 lb 51
Burr Oak, 16 oz., 3 x 12 emb., 6 and 12 lb. 44
Climax, 16 oz, 2x12, 6 cuts, 6, 12 and 30 lb 46
Climax, 7 oz, 2x12, R & R 6 cuts, 7, 10½ and 21 lb. 49
Climax, 7 oz, 3x12, thin, 7 and 14 lb 49
Climax, 6 to lb, 2x3, Twin 4s, 4 lb boxes 51
Climax, 14 to lb, 1x8, Figs 4 lb boxes 55
Cross Bow, 14 oz, 3x12, 4 cuts 14 lb 39
Drummond Nat., 5½ oz. 3x12, 8 cuts, 6, 8, and 12 lb 65
Five Brothers, 4 oz, 3x6, 2 cuts, 4 and 8 lb 67
Gold Rope 7 to lb. 3, 6, 12 lb. 58
Gold Rope 14 to lb. 4, 8 lb 60
Good Luck, 8 oz, 3x6, 16 lb. 46
Granger Twist, 12 and 15 lb pails 46
Horse Shoe, 16 oz, 3x12, 6 cuts, 8, 12 and 24 lb 45
J. T., 7 oz, R & R, 2x6, 2 cuts, 10½ and 21 lb 40
J T., 7 oz. Smo. 2x6, 2 cuts, 10½ and 21 lb. 40
J. T., 14 oz, Smo. 3x12, 4 cuts, 10½ and 21 lb. ..... R & R... 40
Newsboy, 5 to lb, 2¼x4½, 8, 16 and 24-lbs . . . 13
Nobby Spun Roll, 7 to lb, 1½x3½, 3, 6 and 12 lb..... 59
Old Honesty, 15 oz, 3x12, 6 cuts, 7½, 15 and 30 lb 45
Old Kentucky, 6 to lb, R. & R., 8, 16½ and 25 lb... 49
Old Peach and Honey, 6 to lb 8 lb. butts 49
Out of Sight, 12 and 24-lb. butts, 12 oz., 3x12, 3 cuts..... 36
Piper Heidsieck, 5½ oz, 2⅝x5, 3 cuts, 4, 7, 14 lb 71
Red Cross, 16 oz. 3x12, 4 cuts 12 and 24 butts 41
Red Ribbon Twist, 10 to lb, 6 inch, 8 lb pecks, 16 lb, ½ bbls 6 for 10. 10⅜ oz, 3x12, 3 cuts, 24 lb 36
Saw Log, 16 oz, 2x12, 6 cuts, 24 lb..... 47
Saw Log, 32 oz, 3x12, 12 cuts, 32 and 48 lb 47
Something Good, 5½ to lb, 2x4 9, 13 lb..... 46
Spear Head 16 oz, 2x12, 6 cuts, 6, 18 and 30 lb. 46
Spear Head, 7 oz 2x12, 6 cuts, 7, 10½ and 21 lb 49
Standard Navy, 14 oz, 3x12, 4 cuts, 14 and 28 lb. 39
Star, 16 oz, 3x12, 6 cuts, 12, 24 and 52 lb 46
Weissinger's Special, 5 1-3 oz., 3 x 12 emb, 2, 6, 12 lb. 65
W. N. T. Nat. Leaf, 6 and 12 lbs., bxs., 5½ ozs., 3x12.... 59

Smoking Tobacco.

(5-lb Cartons, 25 and 30-lb cases.)
Seal of N. C., 1⅝ oz, foil....$0.68
Seal of N. C., 3½ oz, foil..... .62
Seal of N. C., 8 oz, foil..... .59
Seal of N. C., 16 oz, foil..... .59
Old Gold, 1⅝ oz, foil or pouch ..... .70
Old English curve cut, 1⅝ oz .74
Old English curve cut, 3½ oz .74
(In curved tins.)
Pedro, 2½ oz, foil..... .49
Pedro, 2½ oz, pouch..... .51
Pedro, 2½ oz, assorted..... .50
Pedro, 16 oz, tin canisters.... 52
Dixie Queen, 1⅝ oz, foil..... 40
Dixie Queen, 16 oz, tin canisters, 6-lb cartons, 24-lb cas .43
Duke's Mixture, 1⅝-oz sack.. 39
Arlington, 1⅝ oz, foil..... .65
Cross Cut, 1⅝ oz. foil..... .60
Duke's Cameo, 1⅝ oz..... .42
Duke's Cameo, 2½ oz, foil.... .45
Melrose, 1⅝ oz, foil..... .65
Fragrant Vanity Fair, 1⅝ oz, foil ..... .95
Red Indian Plug Cut, 1⅝ oz and 3½ oz, foil..... .42
Red Indian Plug Cut, 16-oz pails . ..... .44
Fashion, 1⅝ oz ..... .42
Fashion, 16-oz pails..... .44
Bull Durham, 1 oz..... .66
Bull Durham, 1⅝ oz..... .66
Bull Durham, 3½ oz..... .60
Bull Durham, 8 oz..... .58
Bull Durham, 16 oz..... .58
Pick Leaf, gran, 1 oz, 25-lb cs .60
Corn Cake, gran, 1-lb bags, 25-lb cases, per lb..... .23
Echo Plug Cut, 1⅝ oz..... .48
Red Bell, 1⅝ oz..... .42

COLUMN 39.

Red Bell, 16-oz pails..... .43
Oriental Mixture, 3½-oz tin.. 1.00
Imperial Mixture, 2½-oz tin. 1.20
Plum, 1⅝ oz, foil..... .62
Three Kings Mixture, 3½-oz tins 1.35
Monte Cristo Mixture, 3½-oz tins 1.50
Yale Mixture, 1-oz tin..... 1.35
Yale Mixture, 1⅝-oz tin..... 1.50
Yale Mixture, 3½-oz tin..... 1.55
Honey Dip Twist, 10 to lb.... .45
Master Workman, 10-oz plug, smoking ..... .47
Old Virginia Plug, smoking, 5 oz, 10½ lb., 6x5..... .42

Fine Cut Chewing.

Hiawatha, 1 oz..... .
Hiawatha, 10-lb bulk, bright or dark ..... .56
Hiawatha, b'ght or d'k, 1-lb tins, 5-lb. pails ..... .58
Sweet Cuba, b'ght or d'k, 1-lb tins, 5-lb. pails ..... .41

Cigarettes.

Fragrant Vanity Fair $4 08
Duke's Cameo 4.08
Sweet Caporal 4.08
Virginia Brights 4.08
Old Dominion 3.98
Pets (foil packages)..... 6.52
Richmond Straight Cuts..... 6.52
Turkish Trophies 7.75
Egyptian Deities, No. 1, 10s.. 21.50
Egyptian Deities, No. 2, 10s $18.36, 19.38
Mogul 11.22

Cheroots, Etc.

Old Virginia Cheroots, 3's....13.50
Old Virginia Cheroots, 5's....14.00
Between the Acts Little Cigars, 10's, tin and paper.. 3 50
Bengal Little Cigars, 10's.... 7.50
Royal Bengal, 10 in pkg..... 13.00
Van Bibber Little Cigars.... 17.50
Sub Rosa Cigarros, 10s, per 1,000 . ..... 4.10
Florodora 12.50

Cigarette Papers.

Vanity Fair, 50 pkgs in box.. 1 05
Wheat Straw, 50 pkgs in box. 1.25
Wheat Straw, 100 pkgs in box 2.50
Wild Oats, 40 pkgs in box.... .90
Red Seal, 50 pkgs in box..... 25
Corn Husk, 50 pkgs in box... 1.15
Corn Husk, 100 pkgs in box.. 2.30
Interlock, 50 .... 1.15
" 100..... 2.25

THE HILSON CO.

Hoffmann House Little Cigars, 10 in package, 250 in carton $7.50
Hoffmann House Magnums, 10 package, 100 in carton..... 12.00
Hoffmann House Petit Duc, 10 in package, 100 in cart'n. 15 00
Hoffmann House Cavaliers, 10 in package, 100 in cart'n. 18.50

J. B. PACE TOBACCO CO.

Scroll Tag, twist, 6 to lb.... .66
Scroll Tag, 10 oz..... .66
Mastiff Plug Cut, 1⅝ oz..... .67½
Mastiff Plug Cut, 3½ oz..... .65½
Mastiff Plug Cut, 10 oz..... .52

AMERICAN SNUFF CO.

French Rappee, 1⅝ oz, pr dz. .96
French Rappee, 3½ oz, pr dz. 1.80
French Rappee, 16-oz jars, per lb ..... .55
Maccaboy, 1⅝ oz, per doz.... .56
Maccaboy, 3½ oz, per doz.... 1.80
Maccaboy, 16-oz jars, per lb. .60
Irish High Toast, 16-oz. jars, per lb ..... .57
Scotch Lilienthal's, in bladders ..... .60

CIGARS.

Porto Rico Cigar Co.
El Primero, Forziano Porto Rico 30.00
El Manifesto, Invincible, Roosevelt Porto Rico 87.50

PIPES.

Per Doz.
Cobs, Hot Shot, 3 doz.....$0.25
Cobs, Gem, 3 doz..... .25
Cobs, No. 3, 3 doz..... .50
Brier, W. P. & Co., Assorted, 3 doz 2.00
Brier, Display Stands, 1 doz... 2.00
Brier, Showcase Assortment, 3 doz 6.00
Pipe Mounts, 1 doz..... .75
Cherry Stems, 2½x6 in..... 2.00
Cherry Stems, 2d 2½x6 in.... .85
Clay Pipes, T. D., 1½ gross per box 1.25
Per Box
Clay Pipes, Woodstock, 1½ gr., per box 1.25
Uncle Sam Cob Pipe, 3 doz box 1.00
Eclipse Patent Cob Pipe, 3 doz. box 2.25
Climax Cob Pipe, 3 doz. box... 2.25
Jewel Cob Pipe, 3 doz. box.... 2.50
Dewey Cob Pipe, 3 doz. box... 2.00
No. 19 Cob Pipes, 1 doz box....

THE ORIGINAL BIG CAN



ALWAYS POPULAR

ITS MANY IMITATORS PROVE ITS GREAT WORTH

For Sale by All Jobbers

San Francisco Offices:
115 Davis Street.

Mr. Grocer!

Have you been reading this "Ad."? — The COFFEE is Selling — You would find it a success — **GET ON!**

Try an Order



Success - - Success - Success -

16 Year Old Success.
Roasted 5250 Feet Above Sea Level
(AND IT SELLS.)

NASH-SMITH TEA AND COFFEE **CO.**

Purveyors to Coffee Connoisseurs

DENVER — ST. LOUIS

FRANK B. PETERSON & CO., SAN FRANCISCO

RAISIN MEN ORGANIZE.

Fresno Vineyardists Band Together to Save Themselves From Ruin.

Not only the raisin growers, but the business men of Fresno county, realized that the entire community was facing ruin if steps were not taken to protect the individual vineyardists from fierce and unintelligent competition.

Growers who had exerted themselves to maintain fair conditions in the past, and had been exasperated by having "Smart Aleck" neighbors refuse to join the association, were willing to let their places go to smash rather than let these "smarties" exult over them again. Many men took the stand that they would not join in the movement until the men who had stood out in the past had come in.

For three months committees have been at work. Yet, when the meeting of the growers was called on March 16 to either perfect the organization or abandon the plans, only 28,000 acres had been signed up a shortage of 7,000 acres over what all recognized as essential for success.

The growers present and the business men of Fresno at once took up an active campaign, securing the signatures of the men who had remained out. By 4:45 p. m. the owners of 36,000 acres had agreed to pool their issues. This has been increased since to over 39,000 acres. As only 35,000 acres were considered necessary, success is considered assurred.

The plan includes co-operative management in the packing and marketing of raisins. A corporation is to be formed, each vineyardist holding a share at $1 for each acre. This will eliminate the element of foolish competition that has resulted in forcing "weak" growers to sell their crops at less figures than the conditions of supply and demand would warrant.

Each grower agrees to put up $1 for every acre signed for, if that amount be found necessary. Only 10 cents of this dollar was called for at once, and the rest will be called in on similar installments. The money thus secured will be employed in effecting the organization, and will be considered a loan to the company, to be paid back to the growers later.

Each grower will sign an agreement to allow the association to retain one-half cent on every pound of raisins he turns in. The money so secured will be divided equally into two funds, one for packing and the other for selling the raisins, and the association will have full control of the product of the immense acreage named.

Under the circumstances, with the carry-over reduced to comparatively small proportions and the prospects for a good crop, the vineyardists of Fresno are anticipating a prosperous year, and the grocery trade may expect a very desirable stability in raisin prices.

PAYS TO ADVERTISE.

It pays to advertise an article that is better than others of its kind. That is why the manufacturers of "X-Ray Stove Polish" have been able to place it so strongly before the public in all the great magazines.

It costs a fortune to buy advertising such as is being used to popularize this article. But, when it is once used, the housewife comes back for it again and again and it is from these repeat orders that the manufacturer gets his profits.

It is the repeating quality of the X-Ray Stove Polish that makes it such a valuable addition to the grocers' stock. A carload that arrived some ten days ago has been practically taken up by the jobbers and R. A. Holcombe & Co., the Pacific Coast agents, inform us that they expect to have the greater part of another car [illegible] en route, sold [illegible].

LASH'S KIDNEY & LIVER BITTERS
CURES DYSPEPSIA

HAVE YOU NOTICED all these Signs around Town?



It shows that most of the Grocers keep what people ask for. WUNDER BEER. If YOU don't, wake up phone to our bottling works and they will send their man to see you.

Phone South 1098

Ahrens, Pein & Bullwinkel
WHOLESALE
Liquor Merchants
620 Post St., bet. Taylor & Jones
Sole Proprietors



Royal Stag Bourbon and Rye.
Old Pal Kentucky Bourbon.
Celebrated Chief Tonic.
Hiawatha Bitters.
Chief Bitters.
Diamond Star Rye and Bourbon.
Tiliawood Bourbon.

Importers
Slater V. O. Scotch Whiskey, Scotland.
Thrope & Co.
Mermaid Old Tom Gin, London.
P. Van der Kamp
Fine Old Wood Cock Gin, Holland.
Maurailla Freres Cognac, France.

NATIONAL CASH REGISTERS
Sold on Easy Monthly Payments.
PIERCE & CO.
14 Turk Street, San Francisco, Cal.



J. F. Cutter Whiskey

IS THE BEST SELLER FOR THE RETAILER ON THE MARKET

E. Martin & Co.
Sole Agents
71 FIRST STREET
San Francisco



EHRMAN BROS. & CO.,
S. F. Distributers.

LANDIS



TONIC BITTERS

A Pure Tonic and Laxative

—o—

Made from
Herbs, Seeds
Roots, Barks
(Guaranteed)
NATURE'S OWN REMEDY
FOR
Stomach and Blood Disorders

Made only by the
The Landis-Patton Mnfg. Co.
Incorporated
1664 MISSION STREET
Tel. Folsom 4156 SAN FRANCISCO

Gilt Edge Whiskies

Wichman, Lutgen & Co.
—Incorporated—
Importers and Wholesale Dealers in
WINES AND LIQUORS
will remove to their new quarters
29-31 Battery Street
on or about April 15th, 1904.

Mothers! Mothers!! Mothers!!!

Mrs. Winslow's Soothing Syrup

has been used for over SIXTY YEARS by MILLIONS of MOTHERS for their CHILDREN while TEETHING, with PERFECT SUCCESS. It SOOTHES the CHILD, SOFTENS the GUMS, ALLAYS all PAIN; CURES WIND COLIC, and is the best remedy for DIARRHŒA. Sold by Druggists in every part of the world. Be sure and ask for "Mrs. Winslow's Soothing Syrup," and take no other kind. Twenty-five cts. a bottle

UTOPIA GINGER ALE
Crystal Orange Cider
JU LIM-PE (the juice of limes with pepsin)
Specialties of the
Pure Water Company
P. O. Address, Golden Gate,
Oakland, California.

Cigars and Tobacco

Ehrman Bros. & Co. have just received a large invoice of Optimos, sufficient to meet the immediate and pressing demands of their trade.

F. J. Keller has succeeded Keller & Lewis, cigars and tobacco, at Sand Point, Idaho.

Portland—T. M. Simonton has succeeded Claude Schmeer, cigars and tobaccos, Portland, Ore.

J. M. Gamble, representative of the American Tobacco Company, is moving his offices to the Italian-American Bank building, rooms 206 and 209. He expects to be located there by the first of next week.

Sol Hamburger, of A. Santaella & Co., of Chicago and Tampa, left for home last Tuesday night via Portland and Seattle, whither he goes to look after the interests of his house. Mr. Hamburger expresses himself as delighted with the increase of trade that has been secured for the Optimo by his San Francisco representatives, Ehrman Bros. & Co.

The M. Blaskower Company has made the final transfer of its retail stands in San Francisco, San Jose and Sacramento to the United Cigar Store Company. Mr. Blaskower, together with Fred Tillman, Jr., and C. H. Schmidt, manager for Tillman & Bendel, will continue the wholesale and retail box business at the mai store on Montgomery street. The M. Blaskower Company will hereafter make a specialty of imported cigars and of Tampa clear Havana goods. The Mardi Gras will be the company's leader in Tampa made goods.

The tobacco labeling bill, which provides for the labeling of all tobacco sampled or sold by sample in the State ot Connecticut with a printed tag showing the name of the State in which it was grown, is before the Legislature at Hartford. The bill would prohibit the common practice of classing all New England tobacco as Connecticut tobacco.

According to an official report of the Imperial German Consulate in Manila the output of cigarettes by the Manila factories average daily 17,550,000 or 438,750,000 monthly, counting twenty-five working days to the month. The yearly output reaches therefore the enormous total of 5,265,000,000, or nearly double the quantity produced in the United States, though we have ten times the population of the Philippines.

Dealers in certain sections have been careless as to the provisions of the law in their use of dummy cigar boxes for display purposes. This matter has been brought to the personal attention of Commissioner of Internal Revenue John W. Yerkes, and as a consequence he has just issued an order that unless the practice has entirely stopped by the first of May next all dealers making use of dummy cigar boxes in such a way as to violate the provisions of the law shall be promptly and rigorously proceeded against.

The American Tobacco Company will send the retailer a check for 50 cents on a sale made up of fifty pounds or over, but less than 100 pounds, of its listed brands of smoking tobacco or Boot-Jack, Sledge or Old Virginia Cheroots (100 Old Virginia Cheroots counting as two (2) pounds of tobacco), or Genuine "Bull Durham" tobacco or Sweet Caporal granulated, provided such sale includes five pounds Union Leader or twelve pounds Sledge. Orders made up in the same proportion for over 100 pounds and less than 150 pounds will entitle the retailer to $1, and 150 to 200 pounds to $1.50, etc.

When it comes to calling people out of their beds the fire bell double discounts the church bell.

Horses may become extinct, but the donkey will remain with us until society has ceased to be.

Call for ASTI WINES
PRODUCED BY THE ITALIAN SWISS COLONY
Dry Wine Vineyards, ASTI, Fulton, Sebastopol, Cloverdale, Sonoma County, Cal.
Sweet Wine Vineyards, Madera, Madera County, Kingsburg, Fresno County, and Lemoore, Kings County, Cal.
Office and Salesrooms, Cor. Battery and Greenwich Sts.
Vaults, 1235-1267 Battery St. 101-169 Greenwich St. 1334-1336 Sansome St., S. F.
P. C. Rossi, President Telephone Private Exchange 448. A. Sbarboro, Secretary

A. VIGNIER CO.
429-431 Battery Street San Francisco
IMPORTERS
Sardines, Olive Oils, French Preserves, Washing Blue, French Castile Soap: Clover Leaf, Virgin, Dahlia, mottled,
Wines and Liquors—A. V. H. Gin—imported goods only.
Sole Agents for the Genuine CLICQUOT Champagne
Only the GENUINE, Imported direct from France, bears Vignier's LABEL

IRVINE STANTON COMPANY
WHOLESALE GROCERS
Farm and Dairy Produce
Consignments from Interior Merchants Solicited
211-213 Clay St. San Francisco, Cal.

TOBOGGAN
MAPLE SYRUP -- IT IS BEST
Pacific Coast Syrup Co.
SAN FRANCISCO
Three Refineries: San Francisco, Portland and Seattle.



GUSTAV LIEBOLD PHONE SOUTH
GAMBRINUS BOTTLING CO.
Sole Agents and Bottlers of
Gambrinus Brewing Co.'s
PORTLAND, OREGON
SELECT PILSENER LAGER BEER
Office and Bottling Works
160 Thirteenth St, near Folsom, S. F.

REMOVED
PATRICK & CO., RUBBER STAMPS
111-113 SANSOME STREET
One block south of old location.

For Health and Strength



DAMIANA BITTERS

YOUR EVERY WANT IN

PAPER

Can be
Supplied by

. ZELLERBACH & SONS

416-426 Sansome St.

SAN FRANCISCO

SALEM
BEER

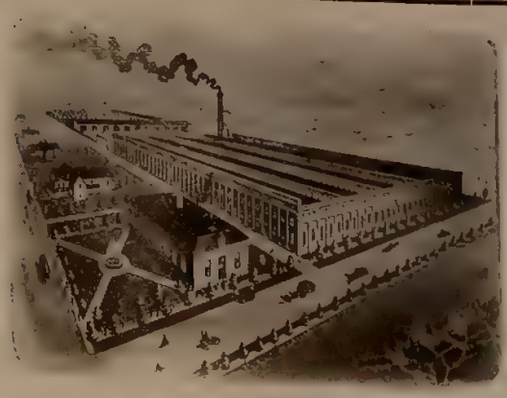
SUITS THOSE WHO ARE PARTICULAR ABOUT THE BEER THEY USE.

IT HAS THE FLAVOR
IT HAS THE AGE
IT HAS REPUTATION
IT IS MADE RIGHT

Those who have used it know it. Those who do not know soon find it out after a trial.

SALEM BREWING ASSOC'N
BREWERS

BOTTLED EXCLUSIVELY BY THE
Sunset Bottling Co.
3109 20th Street
SOLE AGENTS



PLANT OF S. F. BOWSER & CO. INC.

ALL

BOWSER SELF MEASURING OIL TANKS

are sold under our positive guarantee that they will prove durable and exactly as claimed for them.

YOU HAVE A RIGHT

to ask before you buy what that guarantee amounts to.

You will readily see by looking at the above cut or by referring to Dun or Bradstreet, that WE are in position to make good our guarantee. We are not experimenting, but are putting out the best goods possible to make and behind which we put our entire plant. You take no chances in ordering a

BOWSER OUTFIT

It is the only economical, convenient, clean and satisfactory method of storing and handling your oil.

It will save you oil, time, labor and money.

Write now for Catalog "BB"—it will cost you nothing.

S. F. BOWSER & CO. Fort Wayne, Ind.

The Basis of a Good
Tomato Catsup



is the right kind of Tomatoes.

We grow our own tomatoes, and make our Catsup when they are fresh picked

So much for the Tomatoes.

The Spices we use speak for themselves, in the quality of the Catsup.

The Delicate Flavor proves our Case.

T. A. SNIDER PRESERVE CO.
CINCINNATI, OHIO.

SPOHN-PATRICK COMPANY
AGENTS
16-22 Front Street, San Francisco

The Trade can Trust any promise made in the name of SAPOLIO; and, therefore, there need be no hesitation about stocking

HAND SAPOLIO

It is boldly advertised, and will both sell and satisfy.

HAND SAPOLIO is a special toilet soap—superior to any other in countless ways—delicate enough for the baby's skin, and capable of removing any stain.

Costs the dealer the same as regular SAPOLIO, but should be sold at 10 cents per cake.

Grocery Markets.

Commercial Outlook of the Western World as shown by Present Conditions.

Office of the ADVOCATE.
Thursday Afternoon.

ADVANCES.

California Mild Cheese flats, to 14 cents; Young America, to 15 cents.

Empire Crab, per doz., to $1.65.

Golden Star Yellow Free Peaches, 2½, to $2.00; Paragon Yellow Free, 2½, to $1.50.

Tiger Starch, 50-lb bxs., to 4⅛ cents; 5 case lots, to 3⅞ cents; 10 case lots, to 3¾ cents.

Higgin's Salt, 50s, ton to $26.00; 200s, to $25.00.

DECLINES.

Ghirardelli Imperial Cocoa, 1s, to 47 cents; ½s, to 48 cents.

Arbuckle's Coffee, 100s, to $14.37; 60s, to $14.47; Bengal, 100s, to $13.62½.

Sun Dried Apples, to 3¾ cents.

AGAIN IN STOCK.

Radium Parafine Candles, 10s, at 7 cents.

Chamean Sprats, at $7.00.

Lad. Dainty Clams, 2s, at $1.45.

Perry Petit Pois, extra fine, at $2.25; Richac, at $2.00; Richac Peas Moyens, at $1.50.

SCARCE IN MARKET.

Acme Corn on Cob, gallon.

Bengal Olives, 14 oz.

Holstein Brushes.

Marechal Petit Pois.

NEW IN MARKET.

Libby's Smoked Boneless Herring, 100s, ½-lb. tin, at $7.00.

CROP REVIEW.

From all parts of the State comes the information that the orchards are in splendid condition. Recent rains have helped all fruits enormously. Almonds are already far enough advanced to be beyond danger of frost. Unless killing frost comes during the next month 1905 will be a banner year for California.

SUGAR MARKET.

Raws declined an eighth and refined was dropped 10 cents. Raws resumed their former figure, but refined stays at the decline. The trade is at a loss as to what the next move will be. Under normal conditions sugar would be selling for from one-fourth to one-half more than it now brings.

TEA MARKET.

There is "nothing doing" locally. Rumors are abroad as to the possibility of a duty on tea.

New York—The "Merchants' Review" says: "Cheap Japan tea is now offered in this city below the prices of the article for a series of years. What a commentary on the wild predictions of people with bullish sympathies when the Russian-Japanese war broke out. It was declared then that the war would interfere with growing and curing tea, and that prices must advance. Then when it was found that tea was being produced as usual, the prophets said that a war tax on tea must come sooner or later. Certain they were that the price of Japan tea must advance because of the hostilities in the East. Well, we've had plenty of war news, and as the end seems drawing near the price of Japanese tea actually declines."

Reports from Washington, D. C., indicate that the Formosa tea crop of 1904 was nearly 3,000,000 pounds less than in 1903.

COFFEE MARKET.

Local coffee roasters have been buying quite freely, although not anticipating their wants materially. While there is a feeling that the market will not be lower, yet there is not confidence enough to warrant large purchases.

The "Spice Mill" says: "There is no analogy between the demoralization of the market to-day and that of a year ago, when the bottom fell out of the market. Statistics could be quoted to show why the prices to-day are low enough. Yet figures and predictions have been almost useless in the face of the present decline. Aside from speculative considerations the market in coffee is strong, and the consuming trade have taken advantage of the low levels to lay in supplies. Importers and jobbers of coffee are now convinced that the prices are at a basis of real value. For this reason they have been large buyers, although the declining market has served to frighten some off."

Washington, D. C., March 16.—There is a strong probability that at the next session of Congress a small duty will be placed on coffee. Congress is facing a treasury deficit. Besides this many of the new American acquisitions raise coffee and are clamoring for protection.

RICE MARKET.

M. Phillips & Co. report:

"The market on Japans remains about the same; no advance or no decline. It looks as if it will be a steady market all summer on medium grades, but the fancy grade of Japan rice will go higher, owing to a scarcity of this quality.

"Fancy Carolina—The market is up about one-quarter on this grade, and choice goods are hard to get. We look for quite an advance in this grade later in the summer, as stocks are almost exhausted in the South.

"There has been considerable Sandwich Island rice imported. About 1,500 sacks came on the last steamer. This grade will have a tendency to keep down the price of Japs, as it is a quality of rice that takes well with the trade.

"China No. 1 Rice is about one-eighth lower. No. 2, same price as last quoted."

SPICE MARKET.

Baltimore, Md., March 8.—Black pepper is scarce and firm.

Nutmegs are in great demand, with firm values and higher prices anticipated for both.

Caraway Seed—The prices are firm and there is likelihood of an advance.

Gum Camphor—This is a good article to buy at present prices.

CANNED GOODS.

Canned Fruits—The market is in a healthy condition, but is very quiet.

Canned Tomatoes—The market presents an encouraging feature. The cheap stock that has burdened the market ever since the packing season closed is being largely cleaned out. Better grades are all held firm. Eastern advices indicate that there will be a shortage of 1,000,000 to 1,500,000 cases before the new pack is ready for delivery if the present rate of consumption continues.

Canned Corn—Cheap corn is still placed in the market at all sorts of prices. Fancy stocks are in very limited supply.

CRANBERRIES.

Plentiful grades are reported in Wisconsin and other Northwestern points. This has resulted in decline on the Eastern market instead of advances, as were expected.

CANNED SALMON.

The Alaska Packers' Association is reported as selling 10,000 cases of red Alaska salmon last month to the Japanese Government at $1.10 per dozen.

New York—F. A. Aplin, vice-president of the J. K. Armsby Company, the selling agent of the Alaska Packers' Association, says: "The English salmon market is strong and tendency upward. Large operators are now buying freely. The strong position of red Alaska salmon is intensified by the scarcity of other grades. It is rare that the markets are so completely cleaned out at this season on Columbia River salmon as they are to-day and on sockeyes, few of which were packed last year. There are no very large holdings in first hands outside of the salmon held by the Alaska Packers' Association and in the hands of the defunct P. P. & M. Co., which latter is reported to be held at $1.05 on the Coast."

Tacoma, March 10.—The "News" says: "Great preparations are being made in all the canneries on the lower Sound and on the Frazer River. The Puget Sound in 1901 packed 1,415,165 cases. Canneries expect another record pack this year, since it is the fourth-cycle year. Frazer River canneries are preparing to take care of another million cases.

Vancouver, B. C.—The canners do not anticipate any relief of salmon fishing from the law passed by the Washington Legislature, providing for a closed season for salmon from 6 o'clock Saturday evening to 6 o'clock Monday morning. The thirty-six hours during which the fishermen of Washington will have to leave the fish alone will enable the salmon to reach the Canadian waters, and they will be taken in the Frazer River traps, and not on the Sound.

It is estimated that there are now in first hands less than 100,000 cases of pink as against 500,000 cases at the same period last year. Pink salmon are now quoted by the packers to jobbers at 70c to 75c regular. The Japanese Government is buying these goods for the navy. It is expected that Japan will be buying other army requirements shortly, and this will bring an advance of 80c to 85c.

Astoria, March 3.—Elmore & Co. say: "It is admitted that jobbers generally hold very light stocks and must soon come into the market to buy for their spring and summer requirements. Unsold stock of red Alaska salmon in packers' hands is much smaller than generally supposed. Outside of the there is very little medium or good quality salmon available. We look for an advance in prices on all good salmon unsold in first hands.

There is little doubt but that the pack of sockeyes this year will be considerably larger than for the last three years. We look for a pack of from 650,000 to 750,000 cases. Even if it should reach a million cases and the Columbia River and Alaska packs are the same as last year, the domest...

Old Kentucky Distillery

INCORPORATED



LOUISVILLE, KY.

PACIFIC COAST BRANCH
228 Front Street
SAN FRANCISCO, CAL.

"KENTUCKY DEW"

Western Meat Company
SAN FRANCISCO, U. S. A.
Packers and Exporters of U. S. Government Inspected Products



"Eastern Star" and "Monarch"
Hams and Bacon
"Golden Gate" Leaf Lard
"Arrow" Lard Compound
"Golden Gate" Brand Canned Meats
Barreled Beef and Pork.

Correspondence Solicited.

TOMATOES--Pack 1904 MAPLE SHADE BRAND.
Send in Your Trial order for some of our Solid Pack, also our Solid Pack with Peppers.
We guarantee our prices all right.

PENNELL-SUYDAM CO.
WHOLESALE GROCERS
14-16 Spear Street, San Francisco
Tel. Main 5896.

trade will reasonably take care of the entire output, saying nothing of the large quantities required for export. In regard to future prices, the trade must remember that there have been advances in the cost of material, etc., and that the salmon packers have to spend many thousands of dollars before a single fish is caught, and have to pay labor contracts for the full pack, even though there may be a bad run of fish. We think the Columbia River spring pack of chinooks will probably open on a basis of $1.45 to $1.50 for talls; sockeyes about $1.35 for talls, and Alaska red about $1.15 to $1.20.

Seattle, Wash., March 9.—Brady & Co. report: "There is great demand for salmon for immediate shipment, which is unusual, since the first three months of the year are dull as a rule. Red Alaska salmon is practically the whole thing, and the trade is paying in the neighborhood of $1 f. o. b. Coast. Pink salmon is in limited supply and is held at from 70c to 75c. Some speculators look for from 75c to 80c during April and May. We recommend the purchase of red Alaska in the neighborhood of $1. There is a possibility that the trade will have to pay $1.10 before the new delivery, as the largest factor is still holding at that figure. The trade will do well not to purchase more than they need to last them until Oct. 1.

DRIED FRUITS.

The situation remains the same, with peaches and apricots in good demand and hard to find.

Raisins—The vineyardists of the San Joaquin Valley, representing 39,200 acres of raisin grapes, met in Fresno and have formed a combine. It is estimated that the production of 35,000 acres would give practical control of the market. The raisin men of Fresno county expect to control the market so that it cannot be manipulated by speculators to the disadvantage of the growers. This will mean firmer prices for raisins and will make spot goods stronger, since new raisins will not come into the market until October.

New York—There has been considerable business recently in a speculative way which has cleaned up much cheap stock. One operator is credited with having taken 6,400 boxes of Coast seeded raisins, and all but 900 boxes have since gone into consumption. A prominent broker says that if it is true that there is not more than 7,000 tons available in California for seeding purposes, it means that the supply will not be large enough to meet the ordinary demands of consumption between the present time and when the new crop becomes available for market purposes. "Even though the requirements of consumption should not be so large as usual, I don't see how it can fall below the present available supply," he said. "If the situation in California is what I believe it to be, prices on raisins ought to be fully 2 per cent higher on raisins than they are now."

Apples—New York dealers report the stock in evaporated apples as being out of producers hands. The supply was considerably less than was expected earlier in the season. The season for their use is coming, and holders are firm in their demands because of the shortage of the supply.

PRUNES.

New York—A well-known west side broker is reported as saying that the prune situation would be very strong if it were not that there are too many weak holders, who will have enough prunes to keep the market down as they come out from time to time. If this element could be eliminated the fact that the stock on the Coast does not exceed 600 carloads and that the crop of 1905, if very large, will, as a matter of course, be short in supplies of 40-50s, and 50-60s make fancy stocks desirable property.

San Jose—The Prune Promotion Association, which now has members among packers, growers, canners, merchants, bankers, railroad men, etc., and represents 55 per cent of the output of prunes of this district, are sending out notices to the packers and shippers of cured fruits in the Santa Clara Valley asking them to join their association.

San Jose—At a meeting of the Chamber of Commerce it was reported that W. R. Hearst proposed to buy about 1,000,000 2-lb. boxes of Santa Clara prunes, which he desires to advertise extensively through his papers and distribute gratis to the public. Speakers called attention to the fact that it was doubtful if sufficient fruit of the desired size could be obtained at present, as the pack has already been largely distributed.

Seattle, Wash., March 7.—Dealers appear to have more confidence, particularly in the larger sizes standard grades. With the steady jobbing movement in consumption there is a noticeable a stronger feeling.

Dates—Cables just received from London report stocks of Hallowis and Sayers closed, and the only dates now obtainable there are Khadrawis, which have been somewhat neglected. Demand has been fair, the market firm.

Currants—Mr. Jackson, American Minister at Athens, Greece, reports: "During 1904 the amount of Greek currants exported had been 173,614,172 pounds, which was 20,000,000 pounds less than what was exported during 1903. Only one-half as much were sent to the United States in 1904 as in 1903."

LIMA BEANS.

New York—The advance seems already to have stopped buying interest. Although high prices have checked the demand from some quarters they have had the contrary effect on others, since the unquestionably strong position of the article and other confident attitude of the principal holders convince many buyers that lima beans are good property at the present price.

SALT FISH.

Wieland Bros. say:

"Norwegian mackerel of all grades are higher in price, particularly bloaters, ones and twos."

Codfish—The schooner Czarina arrived on March 19 with 150,000 codfish in its hold.

A LOBSTER TRUST.

It is authentically asserted by those who know that a powerful combine is preparing to control the lobster output of New England and the Maritime Provinces. Agents are at work in Boston.

PROVISIONS.

The Cudahy Packing Company report:

"The market on all packing house products is very firm and higher in the East, but the market remains unchanged here."

WHITTEMORE'S POLISHES.



The World's Standard.	
"Gilt Edge" dressing, blk.	$24 00
"Boston" Waterproof Polish (for men's and boys black shoes)	24 00
"Boston, Jr." 10c. size	10 00
"Dandy" Russet Combination	24 00
"Star" Russet Combination	9 00
"Dandy" Russet Paste	9 00
"Red Box" Russet Paste	5 00
"Champion" Black Friction Polish	24 00
"Champion, Jr." Black Friction Polish	10 00
"Elite" Combination (for box calf, black vici kid, etc.)	24 00
"Baby Elite" Combination (for box calf, black vici kid, etc.)	10 00
"Elite Paste" for box calf (two sizes)	$9 00 5 00
"Superb" Patent Leather Paste	9 00
"Blue Fox" Patent Leather Paste	5 00
"French Gloss" (in cartons, for ladies' black shoes)	9 00
"Royal Gloss," 4 oz. (for ladies' black shoes)	8 00
"Bossola" Waterproof Paste Polish, large	9 00
"Bossola" Waterproof Paste Polish, small	4 50
"Quick White" perfectly cleans dirty white shoes (two sizes)	$24 00 10 00

SELL

"Sunset" Mackerel

They Will Please Your Customers and Pay You a Good Profit.

Packed in Olive Oil in Three Varieties of Flavor:

Souse - Tomato - Mustard

18 Oz. Tins

CALIFORNIA FISH COMPANY.

P. E. LENFESTEY, - - Agent

220 California Street, San Francisco, Cal.

PACIFIC STORE AND OFFICE FIXTURE CO. INC.

TEL. BLUE 2571 F. A. OEHM, Pres.

Store Fixtures

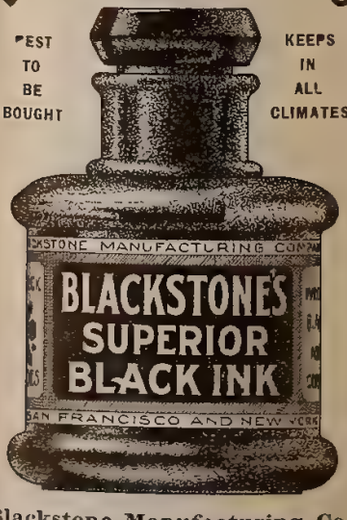
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3253-3259 SIXTEENTH ST. San Francisco

BLACKSTONE'S INKS

BEST TO BE BOUGHT

KEEPS IN ALL CLIMATES



Blackstone Manufacturing Co.
(Incorporated)
MANUFACTURERS OF
WRITING FLUIDS,
Mucilage, Shoe Polish, Shoe Paste, Shoe Dressing and Liquid Glue.
Office and Factory,
960 Howard St. San Francisco
Telephone Capp 1111.

Enterprise Brewing Co.'s

Beer is sold on its merits.

We invite comparison of our productions with ANY on market. You will then become our best advertiser, we are dead certain.

A GOOD ARTICLE is the very best advertising medium. Are we not right?

Telephone, Mission 152. San Francisco, Cal.

EXCHANGE COLUMN.

Subscribers can make use of this column gratis for the publication of their wants in any way.

WANTED.

A traveling salesman, 12 years on this Coast, "a specialty man," wants a year's contract or a three months' trial with a good house. Knows every grocer in California—outside of 'Frisco. State territory you want covered, salary you will pay; best of references. Address, "Traveler," care this journal.

For Sale—An old established, good-paying business, on fine corner, in residence section. Rent reasonable. License goes with place. Fine opportunity for two live men. Address Grocer, care Advocate office.

FOR SALE.—Business buggy in good condition, for sale cheap. J. J. Meinert, Fourth avenue and California st.

GROCERY FOR SALE.

$850—Grocery and bar; old establishment; long lease; 4 living rooms; rent $25; sickness cause. 748 Brannan street.

Jesse Moore A. A. Whiskey



Best on Earth *Pure, Old and Palatable*

JESSE MOORE HUNT CO.
Louisville, Ky. AND San Francisco, Cal.

E. GHIRARDELLI
Mercantile Co.
3 5 Clay Street, San Francisco
Packers and Jobbers

Pickles,
Catsup,
Preserves,
Vinegar, etc.

We prepare for the Grocery Trade a line not surpassed in quality and purity.

OUR CATSUP is not equalled by any on the market. Try an order.

BRINGING THEM BACK.

Problem That Confronts the Retail Dealer Who Desires to Make His Coffee Business Pay.

When the retail grocer finds that the quality of the coffee he sells brings his customers back for more he has then solved a very important problem in his business.

It is when the customer does not get the coffee that pleases her exactly that she buys from the coffee peddler, or goes to a specialty house devoted entirely to teas and coffees. It is not so much the matter of price as it is of satisfaction.

People forget the price if the goods please. If the goods do not please, the fact that they were cheap does not at all palliate their rankness.

Even the finest quality of goods will not always please every customer. If the grocer is to keep the confidence and kindly feeling of all his trade he must have them feel confident that they can bring back the goods that may not chance to please them and have their money refunded cheerfully. When the grocer can do this without losing the profit on the sale, he is doubly equipped to do business on a basis satisfactory both to his customer and himself.

The dealer is protected in these particulars when he gives his trade "Schilling's Best" goods. When he sells "Schilling's Best" Coffee he knows that the quality of the goods has the guarantee of the Schilling responsibility. He knows that A. Schilling & Co. look on the quality of their coffee to uphold the high standing of the Schilling name. He also knows, therefore, that the coffee in the package represents honest value for the money asked for it, and also represents the best judgment of the most careful of coffee buyers.

He knows also that he can "money back" the coffee to his customer without fear of loss to himself.

This fact tends to give the customer confidence in the quality of the coffee and predisposes her in its favor. It is also the strongest argument in favor of the value represented in the coffee, since the manufacturer, who knows absolutely what the quality is, would be the last man to "money back" the goods if he did not feel sure that they would be perfectly satisfactory even to the most critical customer.

With the customer satisfied, and with a fair profit assured to the dealer, the Advocate does not hesitate to state that A. Schilling & Co. are materially helping better trade conditions for the retail grocers with their "Schilling's Best" goods and their policy of protecting the retail grocer in his profit.

A HEALTHY GROWTH.

To the general trade it will be interesting, and at the same time a surprise, to follow the progress of P. F. Rathjen in the line of provision packer and manufacturer of various lines of meats.

In 1891 Mr. Rathjen first embarked in the provision business and in a very moderate way, getting up at 4 o'clock in the morning to make his own sausage, which was entirely hand made.

By his close, personal attention to business his trade increased, and the consumer soon learned that the product of his factory was of superior merit.

Mr. Rathjen was awake to the situation and kept pace with the increasing demand, by enlarging his plant and by equipping it with the best of machinery of modern design.

The result to-day is that in his perfectly equipped factory he employs twelve men and operates three delivery wagons to deliver daily to the trade. A growth such as this is pleasing to note, as it has been entirely the result of energy and business foresight which Mr. Rathjen possessed.

MR. LIVINGSTON DEPARTS.

Mr. Jeff Livingston, general manager of the T. A. Snider Preserve Company, after spending three weeks with his California agents, the Spohn-Patrick Company, left this week for Portland and Seattle on his return to the East.

Mr. Livingston is greatly pleased with the success that is attending the distribution of Snider goods on the coast.

Established 1879

HEINEMAN & STERN

Manufacturers of and Wholesale and Retail Dealers in
THE CELEBRATED
Frankfurter and Bologna Sausages
Manufacturers and Dealers in All Kinds of
KOSHER PROVISIONS
Packers of Tongues, Smoked and Pickled Beef
Largest Place of its kind on the Pacific Coast.
916 Larkin Street, S. F.

PROFIT SHARING WITH THE GROCER
ITS THE RIGHT THING FOR YOU AND OURSELVES



3 Points Favors You

1—You make your Regular Profit.
2—You get your Dividends on the Stock issued you Free.
3—You receive a mutual profit on the
SUMMIT SNOW FLOUR
which you sell or is sold by your Brother Grocer. Hence you have a Joint Interest in all Sales of Summit Snow Flour.

Dividends will be declared March 31, '05

C. A. HUTTON & CO.
Distributers for STANDARD FLOUR Co.
606 Merchants Exchange, San Francisco

Highest Grade Package Goods for Family Trade

ROYAL AND QUEEN'S TASTE
(1 lb packages) (2½ lb cartons)
Macaroni, Vermicelli and Spaghetti
ROYAL ITALIAN A. B. C. PASTE, in 1 lb papers
GOLDEN GATE EGG NOODLES, in ½ lb papers
For Sale by all Jobbers

PETERS BROS., BALTZ & DITTMANN
PROPRIETORS
The California Brewing Co
Douglas Street, bet. 17th and 18th
SAN FRANCISCO, CAL.



Don't buy a Typewriter
Until you examine
The New
L. C. Smith & Bros.
Typewriter
WRITING IN SIGHT.
ADDRESS FOR PARTICULARS
L. & M. ALEXANDER & CO. 110 Montgomery St., S. F.
Branches: Portland Los Angeles Seattle

Amusements

ALCAZAR.

They are playing "Sag Harbor," the last and best of James A. Hearne's plays, at the Alcazar this week. It is a beautiful bit of dramatic work, and is well presented by the Alcazar company. "Sag Harbor" reviews life in a sleepy Atlantic seaport town on the Long Island shore, and its atmosphere is simple and wholesome, and the audience becomes very much interested in the plain, every-day people whose loves and sorrow they are able to share. It is one of the notable shows of the week. "Old Heidleberg" will be revived for the week beginning March 27.

MAJESTIC THEATER.

"Juanita of San Juan" is being presented at the Majestic this week by the clever stock company. This play possesses particular interest for Westerners, as the atmosphere is almost local. The case is a good one, and the stage setting is of the very highest order.

GRAND OPERA HOUSE.

Kolb & Dill seem to make it a point to add clever people to their cast every week without dropping off any of the former players. "The Beauty Shop" is making a decided hit. It goes with a snap and vim that is very refreshing. Miss Lillian Sutherland has established herself as a decided favorite.

CENTRAL.

There is not a quiet moment in "Hearts Adrift." From one act to another the sensations pile up and the villian of the piece grows so particularly bad that when he is hurled to his death from the deck of a full sized airship, the audience yells with delight. Herschal Mayall, as a man-about-town with a warm heart, finds favor with his audience as usual and Miss Crosby makes the flower girl heroine a very lovely personage. Miss Blanc in a striking character role, gives an impersonation of a Bowery waiter girl that is very effective. "The Cattle King" will be produced next week.

CALIFORNIA.

At last they have a decent show at this house after weeks of the very worst performances that nervy managers have dared inflict good natured American audiences with. Miss Anglin, assisted by Frank Worthing, Ward McAllister and a capable company, present the "Marriage of Kitty" which is a cleved comedy in which the French naughtiness is toned down to please the taste of San Francisco audiences.

TIVOLI.

"The Burgomaster" is beginning its second week. Crowded houses attest the public interest in the opera which not only contains many song hits but is presented with an unusually large cast of clever principals backed up by a chorus of unusual size and attractiveness.

CHUTES.

There is plenty of sport for those who go to the Chutes. The circle swing is proving a very popular novelty. It is well worth a visit to the Chutes to merely see it in operation to say nothing of the experience of riding in the air-ships. The free theatre has one of the best programs offered by any house in the city. The bill includes a magician, the usual singers, dancers and pictures and a condensed domestic comedy by John T. Chick and his cleve company.

FISCHER'S.

Good vaudeville continues to pack this little theatre for its three daily performances. The last evening performance begins shortly after 9 o'clock.

The Almighty puts long tails on horses and man cuts them off.

Fits of abstraction are of frequent occurrence among pickpockets.

A bachelor often lives to marry the daughter of the woman who turned him down.

MANY STOCK UP.

Rarely has the retail grocery trade taken hold of a new article with such readiness as they have the X-Ray Stove Polish. P. J. Buckley is well known to the grocery trade and, of course, his recommendation has carried considerable weight. At the same time the very nature of the goods show their durability. The vast sums of money being spent in advertising by the management form another evidence of its excellence, since they could not afford to so advertise an article that was not a good repeater.

R. A. Holcombe & Co. report to us that three out of every five retail grocers called on have stocked X-Ray Stove Polish, and wherever it has been placed it has moved well.

DEMAND FOR SNIDER'S GOODS.

A carload of Snider's Oyster Cocktail Sauce arrived in San Francisco last Tuesday and was distributed to the trade by the Spohn-Patrick Company.

This article is in splendid demand. The call for it is steadily increasing.

Snider's Pork and Beans, which the T. A. Snider Preserve Company is now introducing in this market, is being very favorably received, and is destined to meet with a very big sale if present indications and the high quality of the goods are any criterion to go by.

WHERE BEST CREAM IS PRODUCED.

Wherever climate favors the raising of corn in connection with succulent food, and wherever cows have been bred by years of selection for richness in butterfat, there it is where the best quality of milk is obtained. It is for this reason that the milk, out of which "Our Pet" Brand Evaporated Cream is made, excels in richness, as is stated in the advertisement of the Helvetia Milk Condensing Company, to which we call your attention.

IT'S THE
WATER



OLYMPIA BEER CO.
Agents and Exclusive California Bottlers of the Famous
OLYMPIA BEER
BREWED IN OLYMPIA, WASH.
1423 Sansome St., San Francisco, Cal.



The WELCH GRAPE JUICE CO.
Westfield, N.Y.

Represented by Spohn-Patrick Company.

Case
Quarts, 1 doz $1 50
Pints, 2 doz .. 4.75
½ Pints, 3 doz 4 25
3 oz., 8 doz 6 00
½ Gallons, 1 dz 8 00
Gallons, 6 gal. 7 50

Greer's WASHING AMMONIA.



It has come to our knowledge that there is an attempt to introduce on the market a WASHING AMMONIA make from BONES AND ANIMAL REFUSE. We trust that the trade will take time to investigate the character of this STUFF which, if sold to the consumer, will only tend to discourage the use of Ammonia as a household article.

PACIFIC AMMONIA BOTTLING CO., Sole Manufacturers of Ammonia from mineral products on the Pacific Coast.

GEO. HERRMANN, Pres., 810 Sacramento St. SAN FRANCISCO, CAL.

CAUTION—As there are numerous brands of impure and adulterated ammonia offered to the trade imitating the Greer's Four Label, be careful to see that our signature trade mark is on each bottle.



VALLEY BREW LAGER
from
Richmond Bottling Works.
Zimmerman & Ruhland,
'Phone Pine 1787.
32d and Clement Street,
San Francisco, Cal.

Champagne.

Veuve Clicquot, qts	$32.25
Veuve Clicquot, pts	34.25
Ruinart, Magnums, 6 to case	30.50
Ruinart, qts, 1 doz to case	32.40
Ruinart, pts, 2 doz to case	34.20
Ruinart, ½ pts, 2 doz to case	18.00
Vintage 1893, qts, 1 doz to cs	46.50

Brandies.

	Per case
Martell's One Star, 1 doz qts	$16.00
Martell's Two Star, 1 doz qts	19.00
Martell's Three Star, 1 doz qts	20.00
Martell's Three Star, 2 doz pts	23.00
Martell's One Star, 2 doz f'ks	18.00
Hennessy's One Star, 1 doz qts	17.50
Hennessy's Three Star, 1 doz qts	21.00
Calif. doz qts	12.00



Cider
Hammond & Co.
Bottlers
Office and Depot
277 Seventh Street
Phone, Jessie 3371

SWEET CIDER
¼ Gal. Bottles, $3.00 dz.
Rebate, 10 c per bottle.

BOILED CIDER
Quarts .. $2 50 doz.
Pints .. 1.75 "

Mineral Waters.

Aetna, splits, 100 to cs	$6 50
Aetna, pts, 100 to case	9.00
Aetna, qts, 50 to case	7.50

GINGER ALE
Belfast Ginger Ale Co.,
D. Steimke & Co. Props.
All Carbonated Beverages.
FOR UNION AND OCTAVIA STS.

B

	PINTS.	QTS.
Soda Water	$ 80	$1 50
Ginger Ale	.80	1 50
Sarsaparilla and Iron	.80	1.50
Cider	.80	1.50
Cuban Punch	.80	1.50

Case Prices, 2 Doz. per Case

Porter.
(E. & J. Burke's Guinness')

Stone, pts. 8 doz to bbl	$16 50
Glass, qts., 4 doz to bbl	14 00
Glass, pts., 8 doz to bbl	16 50

Specialties of
Hilbert Mercantile Co.

H. B. Ky. Bourbon, per gal	$2.75
H. B. Ky. Bourbon, Ex spcl	3.25
Union League Ky. Brbn, AA	2.50
Union League Ky. Brbn, 1 gal	2.25
El Monte Ky Brbn, 1 gal	2.25
Maryland, Monogram, 1 gal	2.75
Forum, Bourbon, 1 gal	2 00
W. H. McBrayer's Cedar Brook 5 yrs	3 00

Hunter Baltimore Rye.

Per case, 1 doz. 5's	13 00
In 5-case lots	12 50
In 10-case lots	12 00

Hilbert Mercantile Co.

H. B. Bourbon (spcl)	$10.00
H. B. Rye	10 00
H. B. pt. flasks, 4 doz to cs	12 00
H. B. ½ pt flasks, 6 doz to cs	9 50
H. B. 1½-oz bots, per gr	12 00
Union League "AA"	8 00
El Monte Bourbon	8 00
Forum Bourbon	7 00
J. Baumgardner Rye	12.00
Maryland Monogram	9 00

W. H. McBrayer's Cedar Brook.

Per case, 1 doz 5's	$12 00
Per case, 2 doz pts	13 00
Per case, 4 doz ½ pts	14 50
Per case, 20 doz 1½-oz	18 50

Jesse Moore Whiskies.

Ex Pony Bourbon	$18.00	$17 50	$17 00
AA Bourbon	11.00	10.50	10.00
C Bourbon	8 50	8.25	8.00
AA Bourbon, 6 doz, 4 oz	10 00	10 00	9 75
AA, Pt Flasks, 2 doz	9 00	8 75	8.50
AA, ½ Pt. Flasks 3 doz	6 75	6 50	6 25
Old Rye	11 00	10 50	10 00

Jesse Moore Hunt Co.
(In barrels or half barrels)

Extra Pony Bourbon, gal	$7 50
AA, Bourbon, gal	3 75
B, Bourbon, 1 gal	3 25
C, Bourbon, 1 gal	2.75
No. 1, Bourbon, 1 gal	2.25
AA Rye, gal	3.75
C Rye, 1 gal	2 75



STANDARD BOTTLING CO.
BEACH STREET
Between Stockton and Dupont
SOLE AGENTS
LOS ANGELES BREWING COMPANY.
Beer furnished Grocers in Bottles or Kegs.

Golden Gate
BOTTLING WORKS.
Blume & Gardner,
Proprietors



Bottlers of the Celebrated
Standard.
Culmbacher.
Extra Pale.
XXX Porter.
Half and Half.
Lager and Steam Beer in Kegs.
160 Shotwell St.,
Phone: Capp 1761, S. F., Cal.



LANDIS TONIC BITTERS
Factory and salesroom
1631 Mission St.
Bottles .... $7 50 Doz
1 doz (per case

LaGrande Laundry

Telephone Bush 12

23 Powell Street

Corner Ellis

84 Taylor St. - Near Golden Gate Ave.
200 Montgomery Ave. - Cor. Kearny St.
208 Third St. - - - - Cor. Howard
1708 Market St. - - - Opp. Eleventh

GIVE THEM A TRIAL

Situation Wanted.—Young man, 28 years old. A thorough grocer. Sober and industrious desires an inside place with some large grocery store. Address Clerk, this office.

Chas. Jacobson & Co.

210-212 Davis Street

DISTRIBUTERS OF

Fancy Butter and Honey

Dairy Butter and Eggs

Produce Market

THURSDAY AFTERNOON

BUTTER.

California creamery, extras	26	27
" " firsts	24	25
" " seconds		24
" dairy, extras		
" " firsts		24
" " seconds		
Store butter	19	20
Storage		
" Creamery extras.		
Pickled		
Keg		

EGGS.

California Ranch white		20
" " mixed colors		19
" Gathered		18
Standard		
Seconds		
Eastern, selected		
Standard		
Seconds		
Storage, Cal., Selected.		
" " Standard		
" " Seconds		
" Eastern Selected.		
" " Standard		
" " Seconds		

CHEESE

California full cream	13	
" choice	12	
" common	Nominal	
Young Americas	13½	
Eastern full cream	16½	17
Oregon		

POULTRY.

Turkeys, young live	18	20
" old gobblers	18	19
Dressed Turkeys	nominal	
Roosters, young, per doz	7 00	8 00
" old "	4 50	5 00
Hens	5 00	6 00
Fryers, per doz	6 00	7 00
Broilers, per doz, large	4 50	5 50
" " small	3 50	4 00
Ducks young	6 00	7 00
" old	4 00	5 00
Pigeons, young	2 00	2 50
" old	1 00	1 25
Geese' per pair, old 2.25 2.50; young	2 50	2 75

BEANS AND PEAS.

Small Whites	3 00	3 40
Large "	2 50	3 00
Pea Bean	3 25	3 50
Pink	2 50	3 75
Horse	nominal	
Red		
Kidney	4 00	5 00
Lima	5 00	5 50
Bayos	2 50	3 15
Butter (large)	3 50	3 75
Black Eyes	2 60	2 85
Dried Green Peas, per 100 lbs	2 25	2 50
" Niles " " " "	2 25	2 50

POTATOES AND ONIONS.

Early Rose,	1 35	1 75
Burbank,	1 00	1 40
Salinas old		
Oregons old	1 00	1 10
Merced Sweets	1 00	1 25
Yellow onions		3 50
Red (new)		

JOBBERS WHO RETAIL.

Snohomish County Merchants Take Action Against Such Firms.

The Snohomish County Merchants' Association recently passed two resolutions. One resolution, which provides for the action to be taken by the retail dealers themselves, was as follows:

We, the undersigned, merchants of Snohomish county, have adopted these resolutions this third day of February, 1904, and herewith submit the same for your information, which we believe will be of vital importance that all should observe:

"We agree to withdraw our patronage from any wholesaler, whether it be jobber, meat packer, or commission house, who will sell directly or indirectly to any consumer, hotel, boarding house, restaurant, camp or shingle mill without a store. (A store to be interpreted as a place maintained for a vocation in the county of Snohomish.) This we do to place trade in its legitimate channel.

"We agree to notify the wholesale house violating these resolutions, and upon conviction the proper penalty shall be decided upon by vote of the board of directors of the Snohomish County Merchants' Association."

(Signed.)

The other resolution, copies of which were sent to all wholesalers and jobbers doing business in Snohomish county, was as follows:

To Wholesalers and Jobbers on the Pacific Coast Doing Business in Snohomish County—Gentlemen:

Whereas, Certain traveling salesmen are indirectly violating our resolution No. 1 (one), which was adopted Feb. 3, 1904, by selling at wholesale to consumers, hotels, boarding houses, restaurants, lumber, log, shingle and bolt camps, and billing said goods through some legitimate retailer at a very small profit to said retailer, and

Whereas, The trustees of this association have condemned this method of doing business;

Be It Resolved, That the above method of selling goods be considered unfair by this association.

By order of the TRUSTEES.

CHEESE.

Wieland Bros. say:

"Martin's New York State factory cheese has advanced another half-cent and there is no prospect of a decline before June. Another raise of one-half cent to one cent is likely to occur at any movement, as stocks in New York are exceedingly small."

ROLLED OATS.

On March 7 the main plant of the American Cereal Company, at Cedar Rapids, Ia., was completely burned. The loss amounted to $1,500,000. The Eastern cereal companies advanced their prices on rolled oats 15 cents per barrel immediately. This advance was based on the expectation that the American Cereal Company output would be temporarily reduced.

GLASS JARS.

The "Grocery World" says manufacturers' agents at present seem to agree that glass jars are to rule lower in the coming season than ever before. The only reason for this seems to be to an expected large output.

HAY.

Somers & Co. say:

"Recently there has been no outlet for the large amount of hay coming to market except local consumption, and in consequence buyers are well supplied. The abundant rains and general high temperatures which have prevailed throughout the country have done much towards advancing the new crop and have made grass plentiful, so that many of the stock and dairymen feed no hay at all. As a result alfalfa and stock hay is especially plentiful and sells only at very low prices. This is also true of anything that is off grade or damaged.

"We can quote no change in prices, although the recent slack demand has given the market an easier tone."

STAYING CUSTOMERS.

The customers that stay and that send their friends to your store are the kind that pay.

You can only secure that kind of customers by winning their confidence. To do this you must not only be able to give them quality, but you must make them sure that they get quality when they come to your store.

Manufacturers who seek to help the dealer get this kind of confidence are wise. Few of them go to the lengths adopted by the Pacific Vinegar and Pickle Works. This concern is not satisfied with helping the grocer give his customers confidence by authorizing him to "money back" their goods. They want to make the grocer himself sure, and to do this agree that if he does not find their "California Home Brand" goods the best quality he ever bought, they will accept from him any price he may see fit to pay.

Their advertisement of their sweet pickles on page 2 of the cover is worth reading.

Phone Mission 238

J. MARSHALL & CO.'S

WORCESTERSHIRE SAUCE

BE SURE and GET the GENUINE

½ Pts., per doz. $1.20
Pts., per doz..... 2.20

NO AGENTS

Office: Cor. 12th and Market Sts.

Tell Eastern Friends

of the low rates which will be made to

California

March 1 to May 15, 1905

$50 from NEW YORK
$33 from CHICAGO
$32 from ST. PAUL
$25 from KANSAS CITY

Similar rates from other points. Deposit cost of ticket with agent here, and ticket will be furnished passenger in the East. Tell your friends that now's the time to come cheaply if they buy their tickets via

Southern Pacific

ASK FOR PARTICULARS

City Office
613 Market St.

WIELAND BROS.

121-123 Clay Street **San Francisco**

Importers and Commission Merchants

SPECIALTIES—Imported and domestic Swiss Cheese, Limburger, Brick Cheese, Edam, Roquefort, etc.; Mackerel, Codfish, Holland Herrings, Olive Oil, Spanish and California Olives, all kinds of Sausages and other delicacies.

SOLE AGENTS for Sierra Cheese, German Breakfast Cheese, Brie, Camenbert, Schloss, Kronen and Neufchatel Cheese.

Poultry Higher and Wanted.

SHIP us as soon as you possibly can all the Large Broilers, Fryers, Young Roosters, Hens, Ducks, Geese, Pigeons, Dressed and Live Turkeys, as high prices are prevailing here now. Sold Large Broilers to-day from $5 to $6; Fryers from $6 to $7; Young Roosters from $7 to $9; Hens from $6 to $8; Squabs from $2.50 to $3 per dozen; Old Pigeons from $1.50 to $2 00 per dozen; Geese from $1.50 to $2.50 per pair; Choice, Fat, Live Turkeys from 20c to 21c per pound; dressed from 22c to 25c per pound.

Store Butter of all kinds is wanted at fancy prices.

Ship us what you can, and we will guarantee you extreme market prices and immediate cash returns. Can use all the butter of all kinds that you have to ship.

Try us with some shipments of Poultry, Butter, and Eggs.
All Empties returned promptly.
Mark and consign all shipments of produce direct to the

POULTRYMEN'S UNION,
215 and 217 Clay St., San Francisco, Cal.
Paid-up Capital Stock, $50,000.

WILLIAM E. HARM

Kartuffel-Buhr

183-185 Valencia St. Near 13th — Tel. Folsom 1911

Wholesale Dealer in POTATOES, ONIONS BEANS, EGGS Etc., Etc., Etc.

WITZEL & BAKER, Commission Merchants

Telephone Main 718 — 314, 316 BATTERY ST., SAN FRANCISCO, CAL.

Fancy Creamery Butter and Ranch Eggs Our Specialty

UNION PACIFIC
THE OVERLAND ROUTE

"THE BUSY MAN'S TRAIN"

Saves 16 Hours

VIA OMAHA

The only 68-Hour Train between San Francisco and Chicago.

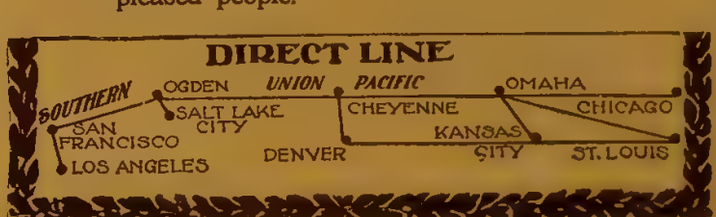
Straight
Swift
Sure



Shortest Line
Quickest Time
Smoothest Roadbed

The fastest long distance train in the World.

The Peerless Overland Limited running every day in the year with its matchless equipment is made famous the World over by the praise of pleased people.



EQUIPMENT:

Combination Smoking and Observation Car.
Ladies' Parlor.
Twelve Section Drawing-Room Sleeping Cars.
Dining Cars, serving all meals.
This train is heated by steam and lighted throughout by electricity.

SCHEDULE:

Leave San Francisco	9.00 A. M.	1st day
Arrive Chicago	9.00 A. M.	3rd day
Leave Chicago	12.30 P. M.	3rd day
Arrive New York	9.30 A. M.	4th day

Particulars on application to any Southern Pacific Agent, or address

S. F. BOOTH,
Gen'l Agt. Union Pacific R. R. Co.,
No. 1 Montgomery Street,
San Francisco.

THEY LIKE IT

A Customer is Pleased to have You Recommend "Something Better" to them WHEN IT **IS** BETTER.

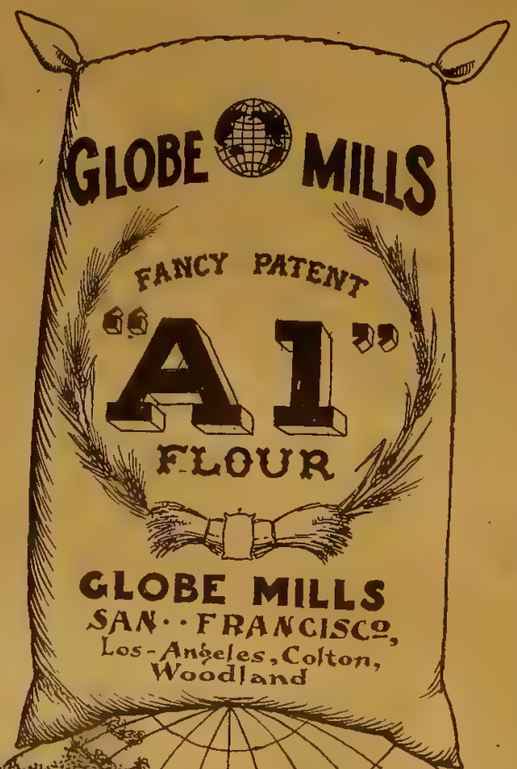
Your Customers Get Their Money's Worth

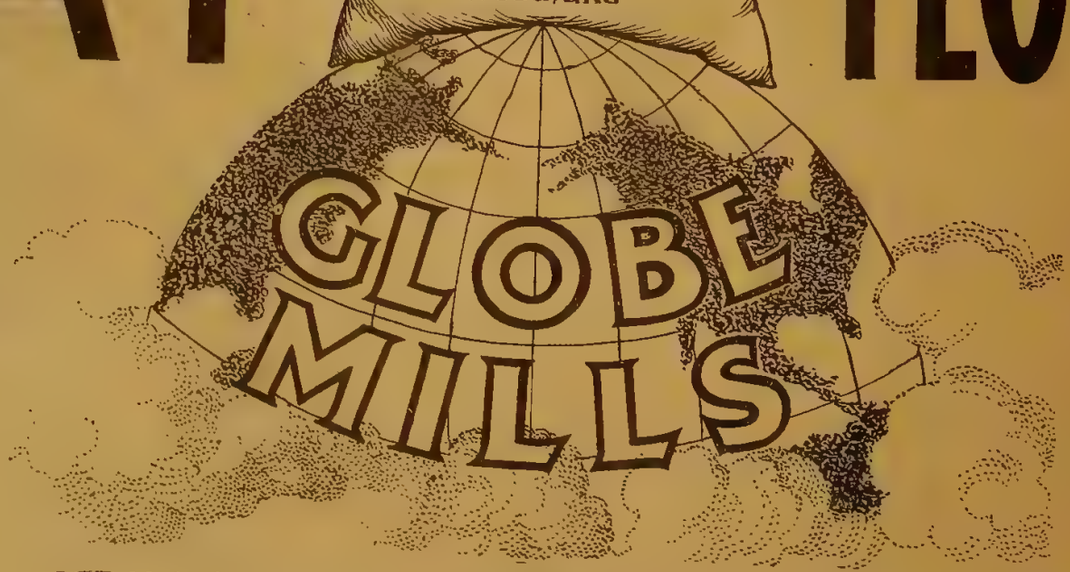
The Grocer Gets a Profit

We Refuse to Supply Cutters with

BEST ON EARTH

"A1" FLOUR





☞ Made from Choicest Eastern (hard) and Selected California Wheat. ☜

GLOBE GRAIN AND MILLING CO.

MONTGOMERY AND CHESTNUT STS., SAN FRANCISCO, CAL.

Telephone Bush 759.

(Please mention the ADVOCATE to Advertisers. It helps us materially.)

THE RETAIL GROCERS ADVOCATE

A. H. POWERS, Editor — SAN FRANCISCO, CAL., MARCH 31, 1905 — Vol. 10, No. 18

M·J·B·COFFEE
SELECTED WISDOM

You can't stop reading this if you try – try now



TO-MORROW MAY NEVER COME
To-day is the Time
To Satisfy Your Trade.

Your Trade is Satisfied and You Get a Profit from
M. J. B. COFFEE

IXL - Kapp and Street - W.G.M.
TAMALES
IN
KEY-OPENER CANS

9,474,000 HOUSEWIVES
ARE READING ADS. LIKE THIS IN



Ladies' Home Journal
Youth's Companion.
Christian Endeavor World
Farm and Fireside
Rural New York Weekly
Woman's Home Companion
Success
Farm Journal
Harper's Bazaar
Asso. Sunday Magazine
What to Eat
Christian Herald
Ladies' World
Congregationalist
Butterick Trio
McCall's
Good Housekeeping
Housekeeper
Modern Priscilla
Table Talk
Forward

IS GUARANTEED
to go TWICE as far as paste or liquid polishes. X-RAY gives a quick, brilliant lustre and
DOES NOT BURN OFF.

Sample sent if you address Dept. A
LAMONT, CORLISS & CO.,
Agents,
78 Hudson Street, New York.

To fill the demand thus created, every Grocer should carry
X-RAY Stove Polish
regularly in stock.

R. A. HOLCOMB & CO., Agents 20 PINE STREET San Francisco, Cal.



FREE RUNNING
For Table
Cartons, 48/2s, 24/3s, 20/5s to Case
Caddies, 50/2s to Case.

LESLIE STERILIZED SALT
PURE AND WHOLESOME.

REMEMBER THE NAME WHICH STANDS FOR QUALITY.

It pays to get the best value for your money, for when you sell the goods they are sold and the order repeats without explanation or excuses on your part.

C. E. WHITNEY & CO., Agents 715-717 Hayward Bldg. San Francisco, Cal.



VELVET GRAIN
For Kitchen
In Bales containing 160 lbs. net of Salt: — 75/2s, 50/3s, 40/4s, 30/5s, 15/10s, and 8/20s.

"CRACKER JACK"

The New Confection.

"The more you eat
The more you want"

Always Fresh and Crisp.

THE WORLD'S GREATEST 5c SELLER

100 Packages to Case - - - $3.65
CASE WEIGHS 40 lbs. GROSS

Dodge, Sweeney & Co., Agents, San Francisco, Cal.

YOUR EVERY WANT IN

PAPER

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SAN FRANCISCO

SALEM
BEER

SUITS THOSE WHO ARE PARTICULAR ABOUT THE BEER THEY USE.

IT HAS THE FLAVOR
IT HAS THE AGE
IT HAS REPUTATION
IT IS MADE RIGHT

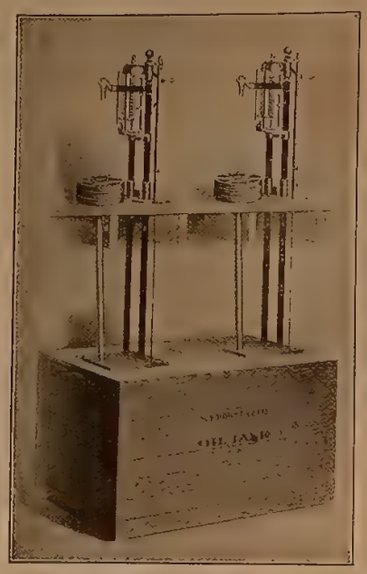
Those who have used it know it. Those who do not know soon find it out after a trial.

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BREWERS

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3109 20th Street
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DON'T DECIDE

NOT TO BUY NOW UNTIL YOU HAVE FULLY INVESTIGATED



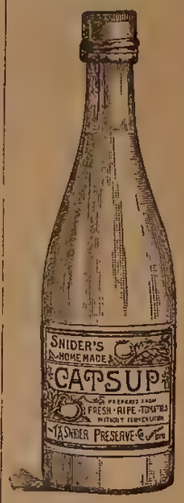
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Oil Outfit

is greatly improved and the best we have ever made. It has many advantages which you would find would materially assist you in making a profit on your oil handled. In fact, it will in a very short time save you more than it cost. It costs you nothing to investigate. Write today for full information. It's free. Ask for Catalog "B B"

S. F. BOWSER & COMPANY
FORT WAYNE, INDIANA

The Basis of a Good
Tomato Catsup



is the right kind of Tomatoes.

We grow our own tomatoes, and make our Catsup when they are fresh picked

So much for the Tomatoes.

The Spices we use speak for themselves, in the quality of the Catsup.

The Delicate Flavor proves our Case.

T. A. SNIDER PRESERVE CO.
CINCINNATI, OHIO.

SPOHN-PATRICK COMPANY
AGENTS
16-22 Front Street, San Francisco

IF A CUSTOMER

asks for

HAND SAPOLIO

and you can not supply it, will he not consider you behind the times?

HAND SAPOLIO is a special toilet soap—superior to any other in countless ways—delicate enough for the baby's skin, and capable of removing any stain.

Costs the dealer the same as regular SAPOLIO, but should be sold at 10 cents per cake.

Retail Grocers' Advocate

CALIFORNIA RETAIL GROCERS' AND MERCHANTS' ASSOCIATION — OFFICIAL PAPER — RETAIL GROCERS' ASSOCIATION

Vol. 10 — SAN FRANCISCO, CAL., MARCH 31, 1905 — No. 13

Published Every Friday by
ADVOCATE PUBLISHING CO.
Frank Connolly .....Vice-President
Aaron H. Powers, Secretary and Treas

Subscriptions:
One Year $2.00
Single Copies ..... .10

PUBLICATION OFFICE:
456 MONTGOMERY STREET.
Rooms 413-414. - Tele. John 2601

Entered at the Postoffice at San Francisco as Second Class Matter.

Points to Watch

CHEESE—
New York factory cheese is very scarce and prices are very strong.

NUTS—
Almonds are very scarce and will be higher. Pecans are also firming very generally.

CANNED TOMATOES—
All the available "solid pack" will be exhausted before new goods arrive. The watery slop goods are fast going into consumption.

TEA MARKET—
Prices will not decline before the arrival of the new pick. There is likelihood of better prices for high grade Japanese when the season begins.

PROVISIONS—
The Eastern market is firm at figures above parity with Coast prices. Ham, bacon and lard have not advanced yet locally to meet Eastern conditions, but the advance may come any day.

HONOR FRED EIBEN.

Twenty-five of the leading grocers of Oakland, Alameda and Berkeley united on Wednesday evening in tendering a banquet to Fred Eiben of Eiben & Nor, who is to leave in a few days on a four months' visit to the old folks in Germany. Among the special guests of the evening were Messrs. Stulz, Paulding and Powers of San Francisco.

Harry Duncan presided at the meeting as toastmaster and served gracefully and well. Many speeches were made and many bumpers were drunk to Mr. Eiben's health and in wishing him a pleasant journey and a safe return. At the close of the evening H. D. Cushing presented Mr. Eiben with a great silver stein of beautiful workmanship, a gift of the friends gathered at the table.

An interesting feature of the evening was that it was an entire surprise to Mr. Eiben, whose partner, Mr. Nor, saw to it that he had no engagements for Wednesday and took him down town to a "committee meeting."

BAD FOOD SCARCE.

The desirable effects of a good pure food law strictly enforced is shown by the last report of the Pennsylvania Food Department. Their last bulletin was issued on Feb. 14. Although it required thirty-seven pages to report a summary of the work done during the preceding month there were only a handful of adverse reports.

CAUSE OF VETO.

Governor Pardee Tells His Reason for Withholding His Signature of A. B. 920.

Retail grocers all over the State of California have been seriously disappointed because Governor Pardee failed to sign A. B. 920, which provided that an account should not begin to outlaw until the customer quit trading with the dealer. In other words, it provided that an open account should date from the last item instead of having each item begin to outlaw as soon as purchased.

In Massachusetts, Connecticut, Illinois, and practically every one of the older States in the country they have not only this provision, but the bill itself does not outlaw for from five to six years.

Acting State Secretary Paulding wrote Governor Pardee asking his reason for withholding his signature from the bill. The Governor replied as follows:

Sacramento, March 27, 1905.

Mr. J. F. Paulding, San Francisco:

Dear Sir—The bill provided that a running account should begin to outlaw only from the date of any book entry, either credit or debit. The matter received a good deal of attention in this office, and was discussed several times at length. The unanimous opinion, both legal and lay, with which I agree, was that the allowing of a debit charge to renew the life of the whole of a running account would be open to objection—the difficulty of proving, on the part of a purchaser, the falseness of a debit being almost, if not quite, impossible, as I, from personal experience can testify.

On the other hand, had the bill provided only that a partial payment, which should be easy of disproof, if false, should renew the life of the account and its date be the point from which the statute should begin to run, it would have been unobjectionable, and would, I think, have been signed.

Everybody realizes (I am sure I do) that the storekeeper hardly stands a fair chance under the present law with a long continued running account, with items of charge two years in arrears outlawing. But it seems to me that neither creditor nor debtor would be treated unjustly if the date of a payment on account were taken as the starting point from which the statute is to run. A debtor who makes no payment in one year, to say nothing of two, is, it sems to me, hardly a good customer with whom to have a running account.

In short, it appears to me that a credit, and not a debit, entry would be an unobjectionable starting point from which to date the running of the statute. Very truly yours.

GEO. C. PARDEE.

It is evident that Governor Pardee had an idea that if a customer should purchase something from a merchant five or six years after an old account had been closed, that the merchant could then make the new item a part of the old account and collect the entire bill. If his legal advisers had sought to be just to the retail merchants they would have informed him that such

Continued on page 23

ALL WANT PROFIT.

Dealers of Every Class Favor Proper Regulation of Business Methods.

(By J. F. Paulding.)

A retail grocer in a small town near San Francisco told a flour salesman he was going to try to get the grocers together in an association.

"That would be a good thing," said the salesman, "but don't let them rope you in to buying "Globe" flour. The State association has been paid by the Globe Mills to fight the rest of us, and you don't want to let them fool you."

I ask the fair-minded retail grocers of the Pacific Coast if that isn't the sourest piece of foolishness they ever heard of.

The State association asks the mills to prevent cutters from selling their leading brands at too low a price. This is something they have the right to do, and have the power to do. Several mills refused to comply with our request.

One mill—the Globe Grain and Milling Company—did everything we asked. They put a price on their flour that gave the dealer 15 cents and 17½ cents profit on every sack he sold. They advertised the flour extensively. They advertised the flour extensively. They put up fine goods.

We advised our members to sell the flour of the Globe Mills on which they got a profit, and which could not be cut in preference to the brands that the mills allowed the cutters to sell for what it cost the small dealer.

What else could we do?

Would we not be foolish to advise our members to sell those brands of flour that were being cut to pieces.

Would our organization be of any use to its members if we did not inform them how they could help themselves?

Then these mills, who refused to protect their trade because they did not want to get into trouble with the big stores that make a specialty of cutting, said, "The grocers do not want us to help them get a profit!"

And then the very firms they were afraid of gave them direct proof that they DID want a profit by advocating and boosting in every way the "A1" flour of the Globe Mills, that could not be cut!

They did not do this because they loved the Globe Mills. They did it because "A1" flour paid them a profit, and they knew they were safe in advertising it at $1.40, because nobody else could offer it for less and the flour was of such high quality that they knew it would satisfy their customers.

The "Emporium" had a big pile of "A1" flour in a conspicuous part of their store bearing a big sign "$1.40." They advertised it in the daily papers at odd spells, too, although they were selling the old standard brands at $1.20.

Sallinger Bros. in Oakland are also pushing and selling "A1" flour at $1.40 and get $1.25 for their "Sallingers' [illegible]."

These facts show the results that can be made when the merchants themselves maintain the selling price of the goods.

In those lines where the department stores and cutters are

Continued on page 28

HELP ALL GROCERS.

Frank B. Connolly, Vice-President of the Frisco Association, Tells What the National Can Do.

A short time ago, Elisha Winters of Kansas City, Kas., wrote Frank B. Connolly of San Francisco complimenting him upon the able way in which he had analyzed the prospects for the national association, and asking him to outline a plan that associations all over the country could consider, discuss and pass on before the National Convention at Niagara Falls.

In his reply Mr. Connolly sent the following suggestions for a general policy that would make the national association of value to grocers in every part of the country, from the small town, who buys everything from the wholesaler on long time, to the big cash buyer, who gets his goods direct from the manufacturer through a "buying exchange."

The Advocate thinks the trade press could take this matter up with very good advantage to their readers.

Must Interest Every Grocer.

In order that the National Association of Retail Grocers of the United States may be in fact what its name implies, it must have a policy that will concentrate upon it the interest of every grocer in the country.

Every retail grocer feels that those wholesale grocers who protect the retail trade in their profits and in their business should receive every consideration and protection from the retail grocer. Yet we cannot expect the retail grocers of Philadelphia, New York, Boston or San Francisco and other large cities to feel interest in an organization that declares, as one of its chief principles, the upholding of the wholesale grocer when the wholesale grocers of those cities not only refuse to co-operate with the retailers to protect them in their profits, but actually compete with them.

In Minnesota, Washington and a few other favored States, the wholesale grocers use their power to help the retail grocers maintain proper trade methods and prevent undesirable cutting. In these States the retail grocers owe it to themselves to do everything in their power to continue such trade conditions and strengthen the organization of the wholesalers. They can better afford to co-operate with the jobbers to prevent manufacturers from selling to the retail trade direct and, by paying more, insure a profit, than to buy for less money and sell at cost.

Where Wholesalers Wrong Retailers.

In other States numerous firms recognized as wholesalers, are allowed to retail. The better retailers who have to compete with large cutting establishments, are then forced to form Buying Exchanges in order to get prices that enable them to meet the cut rates of their competitors. The retail trade do not owe the wholesale trade any allegiance in communities where the jobbers permit the cut prices.

The National Retail Grocers Association does a wrong to itself and to the grocery trade when it takes a stand that not only is not helpful to the retail grocers of some communities, but would be absolutely hurtful to others if the organization had the influence to make its resolutions effective. The resolution concerning wholesale grocers and buying direct passed at the last convention, has just that effect.

The National Retail Grocers' Association should be so conducted as to win for it the active support and sympathy of the largest retail grocers in every community of the country, as well as the smaller men. These concerns are located principally in the cities where the jobber do not co-operate with the retail trade and seek to protect them against department competition. To protect themselves these firms cannot afford to buy many things from the wholesale grocers but are forced to secure other sources of supply through which they can buy to better advantage.

All Grocers Want Profits.

There is one policy that will interest all grocers equally both large and small. That is a policy that would tend

CONVINCE YOURSELF.
TRY A BOTTLE



Pim-Olas, Baby Pim-Olas
"White Label" Queen Olives
FORK GIVEN WITH EACH BOTTLE

Nicelle Olive Oil
SEVILLE PACKING COMPANY ~ NEW YORK



Pim-Olas
Baby Pim-Olas
"White Label"
Queen Olives



Eat Pim-Olas
(Patent Applied For)
Wholesome and Appetizing



The Newest and most Fashionable Relish in the market.
Pim-Olas are carefully selected Queen Olives, stuffed with sweet Spanish Pimientos and preserved in a specially prepared Sauce.
Trade Mark.
For Sale by All First-Class Grocers.
Seville Packing Co.
77-79 Hudson St., New York.

Cuts Used in Advertising
The Finest Line of
Olives and Olive Oil
In the World.
MAKE YOUR PRINTED MATTER ATTRACTIVE
Grocers who issue catalogues and printed matter can have the use of our expensive half-tones and electrotypes. For the privilege of listing Seville Packing Company Products, we will help you prepare and arrange "copy." Apply to our Advertising Department.
—— BOOKLETS AND PRICES SENT ON REQUEST. ——
SPOHN-PATRICK COMPANY
Pacific Coast Agents
16-18-20-22 Front St., San Francisco, Cal.

Pim-Olas
PATENTS APPLIED FOR.
Wholesome and Appetizing
The Newest and Best Selling Table Delicacy
Trade Mark
Seville Packing Co.
77 and 79 Hudson St.
New York.
They are a combination of Olives, Pimientos and a delicious sauce. A revelation to epicures. Cannot be appreciated unless tried. Taste them and you'll buy them.



For sale by all first class Grocers.

to bring system into the retail grocery business and would insure the trade against unintelligent cutting.

Every grocer is in business to make money. Every merchant would like to have certain lines on which he can feel safe in making a price that will net him a profit.

The advertising grocer will always be able to find something to cut. If there are certain standard goods that he knows his competitor cannot cut, he will be willing and glad to sell them at a fair price also.

Manufacturer Can Help.

There is only one way that law and order can be brought into the grocery business. This is through the assistance of the manufacturer who has the right to fix and maintain the price at which his goods shall be sold. The manufacturer has the right to refuse to sell to those who cut his price and to demand of the wholesale trade that tney refuse to sell firms that cut this price. The manufacturer alone has this right.

SHASTA ROUTE

is the way to the great

Lewis & Clark Exposition

Take a vacation trip to the thriving Northwest, visit Portland and see its uniquely interesting exposition. The Shasta Route is famous for its wonderful scenery—Sacramento Canyon, Mt. Shasta, Siskiyou Mountains

LOW RATES

will be made from all points. Exposition opens June 1, closes Oct. 15. Ask nearest agent of the

SOUTHERN PACIFIC

613 Market Street

The manufacturer would not ordinarily be warranted in making any such a demand unless the retail grocery trade were prepared to back him up. If the influence of the National Association should be devoted to creating that assurance, it would be of value to every retailer and every manufacturer in the country.

The great power and influence of the National Retail Druggists' Association came from its devoting its influence to securing the co-operation of the retail druggists in so backing up the manufacturers that they could anord to give the trade protection. This policy has made the National Druggists' Association of so much value to its members that the per capita tax has been raised from 25 cents to $4 per year and the members pay the $4 much more gladly and with much more enthusiasm than they did the 25 cents.

Retailers Must Give Aid.

When the Retail Druggists' Association asked the manufacturers of Peruna to fix a retail selling price on that article and maintain the same by refusing to supply cutters with their goods, the Peruna people requested that the National Druggists' Association should secure the signatures of 30,000 retail druggists to a request that this action be taken. When this was done, the Peruna people outlined a policy similar to that being followed by numerous other manufacturers of staple drug specialties. As a consequence, it is now the exception and not the rule when this specialty is cut.

The Pacific Coast Retail Grocers' Association has been developing this policy for the advantage of the grocers of the Pacific Coast. They find that, without exception, manufacturers would be glad to undertake some such policy if the retail grocery trade would point out to them some way by which it can be done safely.

The National Can Help.

There is only one way by which manufactures can be made to feel that they can safely establish a fixed retail selling price for their goods. That way is for the Retail Grocers' associations of the country, under the leadership and direction of the National Grocers' Association, to not only resolve but actually to give their earnest assistance and best ability to the sale of those goods whose retail selling prices are protected. This also includes the united action on the parts of the retail grocers in restricting in every way possible the sale of those goods the manufacturers of which allow them to be cut.

Should the National Retail Grocers' Association adopt this policy, it will not interfere with the existing policy of the retail grocers in those States where the jobbers protect the retail trade. As a matter of fact, that co-operation will make the work of the manufacturers easier and less expensive of maintenance. The assistance of the manufacturer will also make the jobbers' responsibility in the matter less.

At the same time, it will give the retail grocers, both large and small, in the less favored communities protection against cutters in spite of the carelessness and often worse than carelessness of the wholesalers who too often extend protection to the cutters who are usually large purchasers to the detriment of the rest of the trade.

A Valuable Chief Policy.

We believe the National Retail Grocers' Association should take as its chief policy the idea of the co-operating with the manufacturers so as to make the maintenance of a fair price on leading staples practicable. Whether the manufacturer sells through the jobber or direct to the retailer is something for the wholesale grocers to settle with the manufacturer and is entirely a local issue.

We believe that the next policy should be a declaration in favor of the protection of the wholesale trade in those districts **where the wholesale trade are prepared to protect the retailer.**

The matter of securing national legislation, the abatement of trade abuses, such as premium schemes, etc., the further extending of organization, are all valuable incidental features of importance to which attention should be given as the necessity arises.

Invites Suggestions From Others.

We hope that each organization in the country will give this proposition careful thought and discussion. If it is followed up intelligently, there is no reason why at the next convention of the National Retail Grocers' Association some definite plan should not be fixed upon, which would result in immense mancial advantage to every merchant of the United States handling retail groceries.

I have put my ideas into the shape of resolutions, which I enclose. I hope that every organization in the country will pass the same and forward copies to the National Secretary, Fred Mason, to print in the Trade Press Bulletin.

Asking for Profits.

Whereas, The exigencies of trade require that a dealer meet the prices of his direct competitors, and

Whereas, The prices made by cut-rate stores on leading staples have resulted in lowering the general average of profit on those staples far below the safety point, and

Whereas, Conditions are now such that a general rehabilitation of prices is essential, and

Whereas, An agreement among retail grocers themselves as to the maintenance of a retail price is impracticable in many communities since it can only be obtained by the agreement on the part of the wholesale grocers to refuse to sell goods to the cutter, and

Whereas, The legal right of fixing and maintaining the selling price on an article rests with the manufacturer and the manufacturer alone, be it

Resolved, That we urge the manufacturers of the country to establish such prices for their specialties in the various communities as will allow a satisfactory margin of profit to the retailer. Be it further

Resolved, That we think the manufacturers should require of wholesalers an agreement not to sell their goods to such retail grocers as may cut the price of the same. Be it further

Resolved, That we will give every assistance in our power to increase the popularity of such goods as are protected in their retail price by the manufacturer, and that we will do everything in our power to restrict the sale of those goods which the manufacturers allow to be cut.

Recommend Contract Plan.

Whereas, Certain manufacturers have found it possible to minimize cutting in their goods by selling only through jobbers who sign a contract to sell their goods only to retailers who sign agreements to maintain the retail selling price. Be it

Resolved, That we urge upon manufacturers the advisability of the contract plan. Be it further

Resolved, That we will assist in every way in our power to advance the sale of goods so protected.

Promises of Assistance.

Whereas, The value of the maintenance of prices and the extent to which manufacturers can afford to devote reserves to this policy depends upon the extent to which they are supported by the retail grocers trade. Be it

Resolved That we urge the managers of the National Grocers' Association to use its influence to induce manufacturers of articles of widespread use to adopt the contract selling plan in all communities where the retail grocers are prepared to give such manufacturers the support that will warrant their undertaking this system.

A MATTER OF HEALTH

ROYAL



BAKING POWDER

Absolutely Pure

HAS NO SUBSTITUTE

All Grocers should carry a full stock of Royal Baking Powder. It always gives the Greatest Satisfaction to customers, and in the end yields the larger profit to the Grocer.

A PURE CREAM.

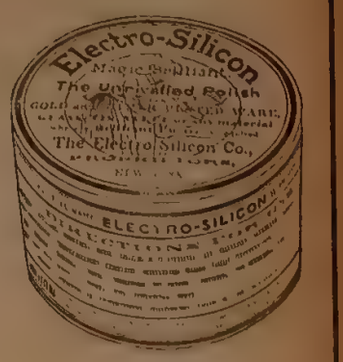
There are few goods as prominently displayed in grocers' stores these days as is Carnation Cream.

Carnation is put up in a very attractive package, each can containing 20 ounces, a full pint of high grade sterilized cream.

In these days when so much impure milk is being sold by the cubic, the grocer finds a fine article, like Carnation Cream, an especially advantageous one to handle.

Then, he has it in stock, he has an article that he can recommend as all right in every particular.

THE KING OF ITS KIND



ELECTRO Silver Polish SILICON

IS AN ARTICLE OF REAL MERIT and the only one of its class for which a constant demand is created among consumers by regular and systematic advertising.

On every box a Woman in Red, Never take another instead.

REDINGTON & CO.

SAN FRANCISCO

Sole Agents for the Pacific Coast.

TRADE WINNERS.

Grocers who sell REAL sweet pickles will find them trade winners. Many of the so called sweet pickles are nothing out of hairy pickles packed in sweetened vinegar. These pickles are neither tempting, satisfactory nor digestible. A real sweet pickle that is, cucumbers preserved with granulated cane sugar and spices. In all of these things.

The dealer can be sure he is getting the very best sweet pickles the market affords when he buys "California Home Brand" of the Pacific Vinegar and Pickle Works. He can be sure of the quality himself, because this firm is willing to guarantee satisfaction by saying that if the dealer does not find the goods the best value he has ever bought, they will accept, without question, any price he may fix on the goods. As an additional assurance they authorize the dealer to money back "California Home Brand" pickles. This means that the grocer can assure his customers that if the goods fail to give entire satisfaction in every respect they can return them and get their money back.

Such assurances as these can only be given with really high class goods. We refer our readers to the advertisement on page 2 of the cover.

CEYLON TEA SHIPMENTS.

The growth of the direct tea trade with Ceylon is shown in the official statements of the past four years, as recently given out. The figures are: In 1904, 9,273,344 pounds. 1903, 6,762,447 pounds; 1902 5,045,137 pounds; 1901 3,744,452 pounds. In other words, direct shipments have become threefold larger since 1901 and are still growing.



WILLIAM CLUFF COMPANY

WHOLESALE GROCERS

SOLE AGENTS

SAN FRANCISCO CAL.

RAINIER BEER

Popular! Why?

Because it is really good.

Only Choice Materials Used in its Manufacture.

JOHN RAPP & SON, AGENTS

Phone South 473.

"GOOD" AND "BAD."

The Only Kinds of Coffee Known to the Average Retail Grocer.

As far as consumers are concerned, there are as a rule only two kinds of coffee: these are "good coffee" and "bad coffee."

Few grocers have the ability to distinguish between them of their own knowledge

They have only one recourse. That is, to buy from a manufacturer whose name is recognized among consumers as a symbol of good quality, and whose standing is such that the dealer can feel sure that the goods bought from him will be up to the desired standard.

When the manufacturer backs up his goods with a "money back" guaranty to both the consumer and the dealer, the dealer is safe. And this is the only condition under which he can be safe.

The customer has to depend upon the word of the retail dealer. If the dealer "money backs" the article, the customer's assurance is made absolute.

Most dealers have to depend upon the honesty of the manufacturer. When the manufacturer gives a "money back" guarantee, the dealer also is made absolutely safe.

When the dealer sells a package of coffee bearing the name of a manufacturer of recognized responsibility and "money backs" that package, his customers feel doubly secure. If they like the coffee, the grocer gets the credit for selling the coffee. If they don't like it, it is the manufacturer, not the grocer, who is blamed, because the grocer gives them their money back and sells them something of a different quality.

A. Schilling & Co., years ago, recognized this means of protecting both retail grocer and their customers. They "money back" their "Schilling's Best" coffee and thus take all the responsibility for its quality and for its being satisfactory to the grocers' customers.

They do more.

They will not sell goods to any dealer who cuts the price. In this way they assure the dealer a fair profit on the sale, and at the same time satisfying his trade that the price he charges is a fair one.

When the retail grocer "money backs" his coffee, he is making a great advance towards securing the trade of those customers who want to be sure of good coffee and many of whom buy coffee from the single line coffee house because they do not feel sure that the package coffee they might get from the retail grocer would be "good"—that is, satisfactory.

The retail grocery trade should recognize the fact that the manufacturers who are helping them protect special brands of high-grade coffee are helping them win back an immense amount of business which they have lost, sometimes through carelessness, but oftener through trying to sell to their trade bulk coffee whose quality they themselves have no assurance will be uniform and the values of which are not always fair to the customer.

They can protect themselves in this regard by carrying "Schilling's Best" in stock.

SELL POISONED WINES.

Local Dealers Find Themselves in Trouble With the Health Office.

In spite of the cheapness of good pure California wines, numerous firms have been dumping upon the market great quantities of "slops" dosed with arsenic and acids and painted red with coal tar dyes. All of these additions are hurtful. At the same time the action is doubly inexcusable since it works a great damage to the wine growers of the State.

Some of the places where the doctored wines were sold at retail charge high prices for service, and could well afford to give their customers honest goods.

The manufacturers charged with having adulterated wines are:

Charles L. Adams, 212 Eddy street, who has a vineyard in Fresno county.
A. Zwick & Co., 2126 Mission street.
Lachman & Jacobi.
Kuhls, Schwarke & Co.
F. Cavagnaro.
Pioneer Wine Vaults, 542 Clay street.
A. J. de Hau & Son, 536 Valencia street.
Goldberg, Bowen & Co.
Golden Eagle Distillery Company, 417 Montgomery street.
J. D. Heise & Co.
H. H. Meyer & Co.
M. Rothenberg & Co.
Simon Wine Company, 404 Kearny street.
H. N. Cross, Livermore.

Sellers of adulterated wines mentioned in the statement include the following, in addition to the above listed manufacturers:

Heitmann, Polk and Pine streets.
Jules' Restaurant, 315 Pine street.
A. Korber.
Levy Company.
Old Poodle Dog, 445 Bush street.
August Ortion, 235 Montgomery avenue.
V. P. Popovich, 319 Third street.
G. Rivolta, 15 City Hall avenue.
Cosmos Rotisserie, 315 Powell street.
Sauder & Seiss, 224 Sixth street.
William Shulz, 260 Folsom street.
Strunsky Wine and Liquor Company, 124 Seventh street.

CHANGE THEIR NAME.

Suydam Bros. & Rodgers will shortly be made the name of the firm now doing business under the name of the Pennell-Suydam Company.

Better and Quicker Work

THAN ANY $50 CUTTER COSTS ONLY HALF AS MUCH

The "Dunn"

CUTS **ANY WEIGHT** CHEESE AT **ANY PRICE** PER POUND

A Child Can Operate It.

We can sell our Cutter for Less than any Other Manufacturer, because—

Our Capacity is Greater—We Make More Cutters—than ANY other Factory.

WILL SAVE ITS COST IN 90 DAYS.

For further particulars address

W. A. HAWLEY — PACIFIC COAST AGENT — 310 Cluett Building SAN FRANCISCO, CAL.

$25



$5 Down
$5 p. Month
5 Year Guarantee

WARNING TO MERCHANTS.

The Merchants' Association of this city has mailed 5,000 copies of the anti-trading stamp law to retail dealers in San Francisco. They accompanied the copy of the law with a circular in which they stated that under the law it would be a misdemeanor to give trading stamps or similar devices after sixty days from March 7, 1905. The circular concludes: "We believe this law is constitutional, and trust it will be strictly observed by the merchants of San Francisco."

The trading stamp companies propose to fight the law. They will seek to question its constitutionality. Cases will be brought at the same time in Sacramento, Los Angeles and San Francisco.

A conference has been held of representatives from the Merchants' Association, San Francisco Retail Grocers, the State Grocers' and Merchants' Association, Cigar Dealers' Association of San Francisco and the Dry Goods Dealers of San Francisco. An executive committee has been appointed of one man from each organization. This executive committee will engage necessary legal assistance and outline a plan along which the campaign against the stamps will be conducted.

Merchants in other cities will be able to have their local cases continued pending a decision by the Supreme Court in San Francisco, thus minimizing the costs of getting a final decision as to the law's constitutionality.

ANOTHER ROCHDALE STORE.

Sunnydale, Cal.—Articles of incorporation have been filed with the County Clerk of the Sunnydale Rochdale Company. The company will become a member of the Rochdale wholesale company of San Francisco, with principal place of business in Sunnydale.

CALIFORNIA WHEAT.

"All interests in California, including millers, wheat growers and shippers, are alive to the wheat situation in the Golden State. Not only has the wheat production of the State very materially decreased of late years, but an actual or relative deterioration of the quality of the grain has taken place," says the "American Miller."

"According to the Bureau of Statistics, the wheat crop of California from 1879 to 1896 averaged pretty close to 35,000,000 bushels per year. Since then it has fallen quite rapidly, amounting in 1902 to 22,000,000 bushels, in 1903 to 20,000,000 bushels and in 1904 to only 15,000,000 bushels. The State reports are even less for this last named series of years.

"The deterioration of the wheat in its gluten content was not felt to be a serious matter so long as a large percentage of the wheat was shipped abroad, where it was in demand on account of its color. But now that the Oriental trade of California mills is expanding, the necessity not only of larger crops, but of a better gluten quality is pressing upon all interests. Thus far wheats introduced in California have shown a tendency to a gradual lessening of the gluten until what might be considered the California normal was reached."

(Note—The Globe Milling Company has made up for the lack of gluten in California wheat by making their "A1" flour of a blend of Eastern wheat with California wheat. The result is a strong yet white flour that proves highly satisfactory to the housewife.)

EUROPEAN MACARONI.

J. H. Werman, U. S. Consul at Three Rivers, Quebec, reports that French and Italian parties contemplate manufacturing macaroni in Canada on a large scale. As the United States macaroni manufacturers consume 3,000 barrels of flour daily, this project is worthy of consideration.

THAT COFFEE DUTY.

Opinions of Diffrt Authorities as to Probability of Suoh a Tax.

The Advocate last week printed a dispatch from Washington announcing that the possibility of a duty on coffee was being discussed. The country is facing a deficit, and the Republican members are seeking to secure some effective means of raising the revenue to offset this deficit before the next general election.

France has a tax of almost 15 cents per pound; Germany has a tax of 5 cents, and England, Austria, Italy and other countries derive large sums from this source.

The United States had a duty of 3 cents per pound on coffee until 1871. The duty was then removed and Brazil immediately imposed an export tax on coffee, thus transposing about $8,000,000 per year, which had formely gone into the United States treasury, into the Brazil treasury, and the price of coffee remained the same to American consumers.

If the present plans are carried out coffee will be admitted free from Porto Rico and the Philippines. In this way the coffee industry will be assisted in this country. At the same time the duty will not prove a great hardship to the growers in other countries.

President Sullivan, of the New York Coffee Exchange, says:

"A duty of three or five cents per pound on coffee would not decrease the consumption of the bean in this country. The consumer would be assured of a better grade of coffee and the dealer would get better prices. Porto Rico would benefit at once, and it is quite within the range of possibility that the coffee industry in the Philippines would be encouraged substantially."

J. M. Jarvey, of Arbuckle Bros., insists that the suggestion of a duty is merely talk started by speculators to influence the market. He says:

"I believe it to be entirely without foundation. I think the story started right here in New York and was written for the purpose of influencing the market. I am in the closet touch with the coffee interests everywhere and must certainly have heard of it if Congress contemplated any such step."

THE RIGHT POLICY.

Sacramento Whole House Sets Good Example for Other Jobbers.

The following letter from the firm of Hall, Luhrs & Co. speaks for itself:

Sacramento, Cal., March 21, 1905.

Our specialties must be sold at a profit and on merit only.

To the Trade—It has been the policy of our firm during a business career of more than twenty-five years to insist that merchants handling our specialties sell them at a price that affords a legitimate profit, and to assure our customers that this policy will be strictly adhered to in the future.

We take this opportunity to remind them that we will refuse to sell our specialties or any brand of goods under our control to any retail merchant who cuts the selling price by giving cash checks, trading stamps, or offers similar inducements to promote the sale of any of our specialties, WHICH MUST BE SOLD AT A PROFIT AND ON MERIT ONLY.

Should you have any of our specialties in stock and these restrictions interfere with your method of doing business we will take them off your hands.

Thanking you for past favors, and hoping that you will appreciate the spirit that prompts us to give this notice which is done in the interest of our patrons, we beg to remain, yours truly,

HALL, LUHRS & CO.

Your Stock Keeps Moving,
Your Money Is Constantly Turning,
And You Are Always Earning When

YOU CARRY

Carnation Cream

Quality

You get 20 ounces of it in every can of

CARNATION Cream



Economy in Use.

For Kitchen and Table Use

CARNATION Cream

goes further than fresh milk.

Will Keep in Every Climate.

THE RETAILER
Who Buys Carnation Cream Now
MAY ADD
EXTRA PROFIT **25c** EXTRA PROFIT
On Every Case
TO
The Credit Side of
HIS ACCOUNT

Ask your Jobber, or write direct to **Spohn - Patrick Company,** *Agents, for Special Rebate Contract Blank.*

PACIFIC COAST CONDENSED MILK CO.

Manufacturers : : : : : : : Seattle and Kent, Wash., Forest Grove, Oregon.

MALTA VITA

A change in the selling price of **MALTA VITA** to the retail trade has been established and will be put into effect as fast as the present old stock is exhausted.

NEW PRICE

Will be, per case.....$4.00

No Coupons
No Certificates

The old price was $4.50, each case carrying a certificate worth 40c to the retailer.

CASTLE BROS.
Pacific Coast Agents

March 29, 1905.

DAN O'CALLAGHAN
REAL ESTATE
AND
INSURANCE BROKER

City Agent
Liverpool & London & Globe Ins. Co.

Telephone, Main 5238

22 Montgomery St., San Francisco

(Mr. O'Callaghan was for many years a member of the firm of O'Callaghan, Nelson & Co.)

CONTAINS WHITE OF EGG
The Greatest Leavening Auxiliary



Not Made by the Trust

Now Used in Thousands of Families

30 CENTS THE POUND

Made in California. Ask Your Jobber.

THE NEELY COMPANY
3 California St., San Francisco

Clerk's Corner

The Clerks Who Talks Too Much.

A merchant has the following pertinent remarks to make about the clerk who tells the secrets of his employer's business:

"The clerk who does not blab is a jewel. There are not many such. I am not advertising that as my own opinion entirely, although in my talks with clerks I have learned that a big majority were ready to tell a little bit more about the business than they should.

"Most merchants will tell you that the gossiping clerk is one of the things they have to guard against in keeping their store and business at peace with the community. The clerk likes to know the cost mark, and after he has learned it he frequently gets confidential with kindred spirits, and away she goes. No clerk of any sense or intelligence can be around the store long without learning things about the business which the proprietor does not care to have told on the outside. People of good judgment would hesitate long before referring to those things at all. But the blabbing clerk rushes in where angels fear to tread, and in his effort to appear exceedingly wise he tips off all he knows. This is usually information which the many people in the community are only too glad to get hold of. They proceed to distort it and peddle it from mouth to mouth until it does actual harm to the store. You may not realize it, but it is a fact that one gossiping clerk can offset a great deal of the good advertising the merchant tries to give his store.

"You and I and every one else interested in retailing frequently discuss and think over plans for giving the store a good reputation. We want the good name of the store to travel as far as possible. A good name is worth just as much to a store as it is to a man. To do this we give good values. We try to make good on every statement, whether in advertising or across the counter.

Clerk Undoes Good Work.

"When I say that some gossiping or knocking clerk can undo a lot of this good work, I know what I am talking about. I have seen clerks who were trusted by their employers do him a great deal of harm unintentionally by just such gossip. I have seen many other instances where proprietors' reposing confidence in clerk were repaid by actual knocking. This talk was peddled around the community, to the detriment of the merchant, with him utterly oblivious to what was going on. He probably could not realize that the clerk could be so hypocritical.

"There are clerks who can be trusted, but the point I want to make is that the merchant should study his clerk carefully, and when you find you have one who can not keep his mouth shut get rid of him."

A SUPERIOR POLISH.

The retail trade has taken hold of X-Ray Stove Polish with splendid enthusiasm. They recognize the fact that an article so widely advertised must have merit and the general nature of the goods make them very easy to sell.

The fact that X-Ray Polish is guaranteed to go twice as far as any paste or liquid polish and that it does not burn off makes its a very desirable article. It being in a powdered state, the polish does not stick to the can and the careful housewife recognizes that she is able to use every bit of it. There are two sizes: The small size, which sells for 5 cents per tin, costs $1.50 per case of 3 dozen, and since there are a half dozen tins free with each box, it brings in $2.10—a profit of 40 per cent.

The 10-cent size costs $2.50 for a quarter gross box and with the half dozen free, brings a return of $4.20, a profit of nearly 70 per cent.

R. A. Holcombe & Co., 20 Pine street, are the agents.

Welch's Grape Juice

THE question of What to Eat and Drink is now reckoned from a scientific standpoint. The one important fact to be considered is — How to keep in Good Health. Physicians recommend **WELCH'S GRAPE JUICE** as a great "Health" help for the following reasons:

Welch's Grape Juice, made from Concord grapes, contains ALL THE FOOD VALUE OF THE GRAPE. The Welch process eliminates pulp and other refuse.

Taken regularly, it is most beneficial, acting as it does on the nerves and bowels. It supplies new tissue and energy, and is a complete food.

Your customers read the Welch Advertisements running in all the leading magazines and newspapers; also in trade papers and medical journals.

Write for the Welch Window Display Outfit.

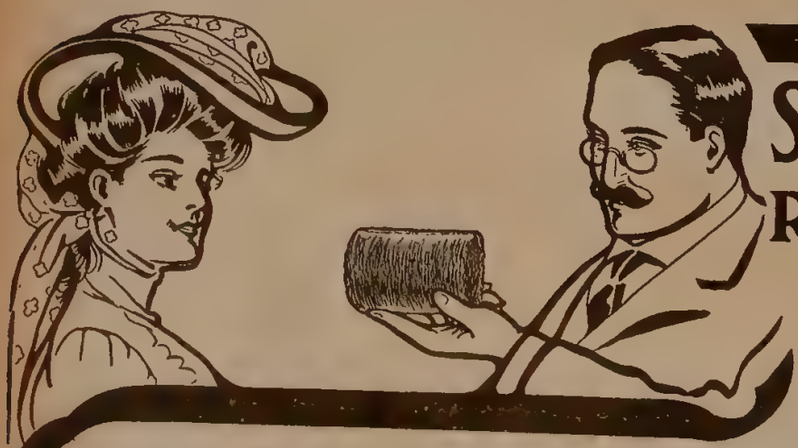
Fully 80 per cent. of the Trade now handle Welch's.

SPOHN-PATRICK COMPANY

Pacific Coast Agents

16-22 Front Street, San Francisco, Cal.

Branch Houses: LOS ANGELES, PORTLAND, SEATTLE, DENVER, SALT LAKE CITY



SHREDDED WHOLE WHEAT RECOMMENDATION

You should be more than willing to recommend

Shredded Whole Wheat Biscuit *and* Triscuit

to your customers In the first place, they will like the Shredded Whole Wheat products and find that they represent the ideal food with the maximum amount of nutrition; and the second place, you will be doing yourself a good turn as well as your customers. It always pays to recommend a good thing—particularly when there is a satisfactory profit in it for you.

The Shredded Whole Wheat products pay you a good profit, and keep on paying it constantly, as they are not a fad, but a staple — people who once try them, keep on trying them.

There's no food on the market which is better advertised. This means that the demand is permanent as well as strong.

It will be good business for you to speak a good word for Shredded Whole Wheat to those unacquainted with its merits.

THE NATURAL FOOD COMPANY

Niagara Falls, N. Y.

Attracting Trade

G. C. Maskey, progressive merchant of Iowa, has demonstrated how a merchant can attract trade and hold it, as the following will show:

A Drop Sale.

The last week of his clearance sale he put all short ends and broken lots of dress goods, belts, gloves, mitts, parasols, neckties, collars, shirt waists, shoes, etc., all on one table. Monday morning he offered any article in the lot for 98 cents. In the afternoon they went for 87 cents. Twice every day the prices went down. When Saturday evening came everything that was left went for one cent. It was what you call a clearance sale.

Everything went.

Window Trimming.

Mr. Kaskey is great on window trimming. He has done a great deal of it. He believes in its value to such an extent that he changes the trim two and three times each month. He does not stop at expense.

The price card is used to a great extent. Almost every section of the store has its card signs.

Sends Out Samples.

The first thing he does when he gets his new stock of dress goods is to get his samples ready. He sends these out to several hundred people for miles and miles around. One hundred different samples are sent to each woman, and with them he encloses the following letter:

"We take pleasure in showing you samples of our spring and summer line of fabrics. As in past seasons, we are the first to show the new ideas, and have an assortment that is seldom seen outside of the large cities. By buying early and having the goods shipped first we get the pick of the market instead of what is left after the season has advanced. It is to our interest just the same as it is to yours to buy early when the assortment is complete. Just at present we can fill orders for any of the enclosed samples, but they are selling more rapidly than we expected, and we advise you to make your selections and mail your order at once and the goods will be promptly sent you. Send cash with order."

These samples range in price from ten to seventy-five cents a yard. The mail orders he gets as a result range from 50 cents to $20.

Does he get many mail orders?

The number is surprising. He is always very careful to see that every mail order is filled correctly, and that it is sent out promptly.

A Discount Card.

When he was having a sale on shoes last November he sent out a great many postal cards to people all over that part of the country. The cards were printed and read as follows:

"This card is worth 75 cents to you if you bring it to our store some time between November 1st and November 10th, 1904. The object of this is to have you try our shoes. If you buy a pair of ladies' or men's shoes we will allow you 50 cents and 25 cents on children's shoes. This card is good only to party addressed or member of family."

The returns from this simple piece of advertising were surprising to Mr. Kaskey himself.

When he writes an ad he says something. His ads are interesting.

Printers have to be up to scratch to do Mr. Kaskey's printing. Poor type doesn't go with him. If his printer cannot give him the right kind of a border, he buys his own. What Mr. Kaskey wants he wants, and he wants it correct.

A Catalogue.

Every spring and fall he issues a very neat catalogue on dry goods to his trade. It is not a cheap affair. He uses the best paper and makes it so attractive that the women of Manson and vicinity consider it a treasure. On the front and back pages he has a few colored fashion plates.

Under each heading he gives them a little talk on quality and tells in a very interesting way what is to be worn, etc. He then names a few of the cheaper prices, but gives them to understand that he also carries high-priced goods. All through the catalogue he uses cuts to illustrate the many items.

WEDDING BREAKFAST COFFEE.

In a clever booklet the Nash-Smith Tea and Coffee Company write about their Wedding Breakfast Coffee as follows:

"For years Wedding Breakfast Coffee has been acknowledged by coffee connoisseurs to be the acme of perfection in flavor and strength, the most popular of medium priced coffee. It is highly aromatic, of a mild, delicious flavor, the result of nearly half a century experience in blending by a master mind in the art of blending coffee. It is an honest value, prepared by a firm that believes quality to be the greatest factor known to please the coffee drinker. Its flavor surpasses many higher priced coffees and will please you. If you are one who desires a cup of good coffee, one that will start you on your day's journey contented and happy, then drink Wedding Breakfast Coffee. You can be supplied by your grocer."

HE KNOWS MENZIES.

Editor Small, of the "Merchants' Review," who is looked upon with particular veneration by the editor of the "Grocer and County Merchant," in a recent issue says:

"When a trade paper cannot chain an association to its chariot wheels the temptation to knock the association becomes irresistible."

There is no question but that the "Merchants' Review" has probed to the bottom the cause of the malicious knocking of Mr. Menzies.

Bond System OF Retailing Staples



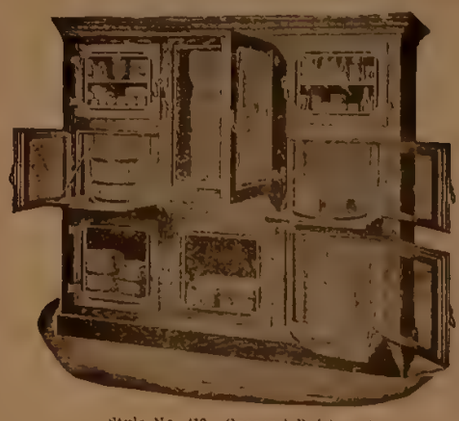
For Particulars, write

BOND SCALE CO.
210 East Second St.
LOS ANGELES, CALIFORNIA

If your Refrigerator does not keep butter perfectly, you are losing more in a single season on this account than a new

McCray Refrigerator

will cost.



Style No. 410. Grocers' Refrigerator.

The McCray Patent System of Refrigeration

is the only system that positively insures perfect circulation of pure, cold air, absolutely dry and odorless.

Unequaled for Economy of Ice.

The McCray is Sold Entirely on its Merits.

McCray Refrigerators are Guaranteed.

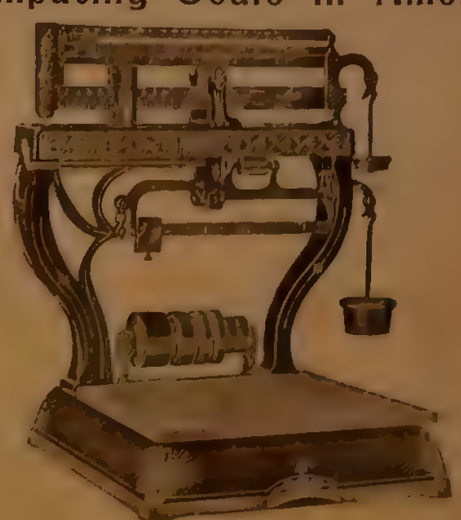
Your name and address written on the margin of this ad. and mailed to us will bring you our Catalogue No. 63, containing full description of Refrigerators of many styles for the Grocer.

SOLD ON EASY PAYMENTS.

BECK - WAKEFIELD COMPANY
GENERAL AGENTS
122 Market Street, San Francisco, Cal.

$39.00 BUYS THE BEST

Computing Scale in America



Patents sustained by U. S. Courts and Patent Office.

Saves the Grocer 60c per Day

Write for particulars.

Not Made or Sold by the Trust.

Sold by Wholesale Grocers and Hardware Dealers.

Standard Computing Scale Co., Ltd., Manufacturers
DETROIT, MICH.

COLUMN 6.

Prunes.

	Sks.
30s-40s	7½
40s-50s	5½
50s-60s	3½
60s-70s	3
70s-80s	2¾
80s-90s	2½
90s-100s	1¾

Raisins.

	Box	½'s	¼'s	50 lb
6 Cr. Layers	3.25	—	—	—
5 Cr. Layers	2.50	—	—	—
4 Cr. Layers	1.75	—	—	—
3 Cr. Layers	1.20	—	—	—
2 Cr. Layers	1.15	—	—	—
4 Cr. Loose	—	—	—	05¾
3 Cr. Loose	—	—	—	05½
2 Cr. Loose	—	—	—	04¾

Thompson Seedless, bichd, 60-1lb boxes 8

Sultana Seedless, bichd, 48 1's, per lb. 6½

Seedless Muscatels, 50-lb cases . . . . . .

Seeded, 1-lb cart. 6¾

Seeded, 12-oz. cart. 5¼

NUTS.

Almonds, fancy, I. X. L.		16
Almonds, choice, soft shell, Drake		15
Almonds, shelled, No. 1.		13-18½
Almonds, shelled, No. 2.		32-35
Almonds, shelled, Jordan, Imp		27-30
Almonds, Jordan, Dom.		.58
Brazils, 210-lb sks, new	.37½	.40
Chestnuts, Cal. Italian.	.14	.15
Cocoanuts, $ 160.	.09	.10
Filberts, 175-lb sk.	4.50	5.50
Peanuts, Japanese, hand picked	.13	.14
Peanuts, roasted	.05½	.07
Pecan, polished	.08	.09
Pine	.12½	.14
Walnuts, hard shell	10	10½
Walnuts, sft shll, No. 2	10	.18
Walnuts, sft shll, No. 1.	.13	.14½

COLUMN 7.

HONEY.

Water White, 2 5's, lb.	.07½
Light Amber, 2 5's, lb.	.06½
Lt. Amber, 10 1 gal tins, gal	.75
Lt. Amber, 20 ½ gal tins, gal	1.00
Lt. Amber 2-lb tins, doz.	2.60
Lt. Amber, 16-oz. bots, doz.	1.35
Comb, 1-lb glass jars, doz.	1.75
Comb, 2-lb glass jars, doz.	2.90

Pine Apples.

	Per Doz.
2 lb., fancy sliced, E. & C., 2 doz. in case	2 50
2 lb. shredded, 2 doz. in case Hawaiian	1 65
2 lb. grated, 2 doz in case.	2 25

Johnson's—Columbia.

2 lb. sliced, 2 doz. in case.	2 30
2 lb. grated, 2 doz. in case.	2 30
1 lb. sliced, 4 doz. in case.	1 15
1 lb. grated, 4 doz. in case.	1 15
gal., coreless, 4½ lb. to tin, ½ doz. in case, per lb.	16
gal., grated, 7 lb. to tins, ½ doz. in case, per lb.	18
2 lb., sliced, Baltimore, 2 doz. case	2 25
2 lbs., grated, Baltimore, 2 doz case	2 25
1 lb., cocktail, Baltimore ovals, 4 doz. case	1 25
2 lb., sliced, Singapore, 4 doz case	1 75
3 lb., sliced, Singapore, 2 doz. case	2 40

Royal Hawaiian,

2-lb grated, 2 doz. case	1 80
2-lb sliced, flats, 2 doz. case	2 00
Tall, 2-lb sliced, 2 doz. case.	2 00

COLUMN 8.

Department 5.

JELLIES, JAMS, ETC.

Griffin Extra Preserves.

Raspberry, strawberry, blackberry currant, loganberry, per doz. . . . $2.00

Cherry, per doz. . . . $2.00

Less 10 per cent in 5-case lots.

Apricot, Damson, Fig, Gooseberry, Gage, Peach, Plum, Quince, per doz. . . . $1.80

Orange Marmalade. 1.75

Long's Preserves.

Strawberries, Raspberries, Blackberries, Loganberries, Cherries, Pineapples, Pears, Figs, in 20-oz. glass jars, 2 doz. in cs., per doz. . . . $3 50

Apricot, Plum, Quince, Orange, Peach, in 20-oz. glass jars, 2 doz. in cs., per doz. . . . 3 20

Asstd, 2 doz. in cs., per doz. . . . 3 30

JAMS.

Curtice Bros. Co., Rochester, N. Y.

In 16 oz. Glass Jars.

Strawberry, raspberry, raspberry and currant, red cherry, white cherry, apricot, black currant, red currant, quince (sliced), peach (sliced), pear (sliced), blackberry, gooseberry, grape, green gage, egg plum, damson, pineapple marmalade, tomato marmalade, orange marmalade, per dozen, $1.95.

All above packed in cases of 2 dozen each.

COLUMN 9.

Long's Peerless Jams.

Strawberry, Raspberry, Blackberry, etc., in 16-oz. glass jars, 2 doz. in cs., per doz. . . . 2 00

Long's Pure Currant Jelly.

Tumblers, 2 doz. in cs., doz.	2 00
30-lb. kits, per kit	3 00
15-lb. kits, per kit	1 75

Marmalades.

Orange (Dundee) 48-1's, doz. 2 75

COLUMN 10.

Apple Butter.

Heinz, g's, 2 doz. in cs, doz.	$2 25
Heinz, 3-lb stone crocks, doz.	4 25
Heinz, 4½-lb stone crocks, doz.	4 50
Heinz, 18-lb. stone crocks, lb.	11

Peach Butter.

Heinz 4½-lb stone crocks, doz	9 00
Heinz, 18-lb. stone crocks, lb	14

Maraschino Cherries.

Long's, qts, 12 to cs, per cs.	6 50
Long's, pts., 24 to cs., per cs.	7 50

FRUIT	JELLIES 2 lb. Extra	2 lb. Extra	2 lb. Stand	1 lb. Extra	Tumblers	Ex. Lunch 11b Glass	JAMS 2 lb. Extra	2 lb. Stand	1 lb. Extra	Tumblers	Ex. Lunch 16 oz. G'ss Preserves
Apple	1 55	1 35	1 00		90	1 75					
Apricot	1 55	1 35	1 00		90		1 60	1 35	90	80	1 80
Assorted	1 55	1 35	1 00		90	1 75	1 60	1 35	95	90	1 80
Assorted No. 2						1 75				90	1 80
Blackberry	1 55	1 35	1 00		90	1 75	1 85	1 60	95	95	1 80
Cherry										90	1 80
Crabapple	1 55	1 35	1 00		90	1 75					1 80
Currant	1 75	1 50	1 10		90	1 90	1 85	1 60	95	90	1 80
Damson						1 75				90	1 80
Fig							1 60				1 80
Gooseberry	1 55	1 35	1 00		90	1 75			95	90	1 80
Grape (Catawba)						1 75					
Green Gage											1 80
Lemon	1 55	1 35	1 00		90						1 80
Loganberry						1 75					
Orange Marmalade		1 35	1 00		90		1 60		90	90	1 75
Peach	1 55	1 35	1 00		90		1 60	1 35	90	90	1 80
Plum	1 55	1 35	1 00		90	1 75	1 60	1 35	90	90	1 80
Quince	1 55	1 35	1 00		90	1 75	1 60	1 35	90	90	1 80
Raspberry	1 55	1 35	1 00		90	1 75	1 85	1 60	95	95	1 80
Strawberry	1 55	1 35	1 00		90	1 75	1 85	1 60	95	95	1 80

CANNED VEGETABLES.

Asparagus "Griffin Extras" Mammoth	$
Large White	
Medium White	
White Tips	
Artichokes, 2½'s	3 00
Beans, Stringless "Extras"	1 40
Beans, Blue Lake	1 30
" " " gal	4 50
Beans, French, Kidney, 2-lb.	1.15
Beans, String, 2-lb	.75
Beans, String, gal	3.50
Beans, Lima, Soaked	1.00
Fancy Eastern	1.85
Corn, Smith's Hulled, 3 doz. in case, per doz.	1.20
Hominy, Great Western, 3 lb	1.20
Corn, 2-lb, Western	.95
Corn, 2-lb, Maine	1.35
Dunbar's Okra, 2½-lb	1.80
Petit Pois, Griffin extra	1.50
Peas, Griffin extra sifted	1.25
Peas, Standard sifted	1.10
Peas, Standard Marrowfat	.95
Pumpkin, 3-lb.	1.87½
Spinach, 2½	1.75
Succotash, fancy, tins	1.40

Tomatoes.

	doz.
3's, Griffin's Ex. Solid Pack	$1.10
3's, Griffin's Ex., with peppers	1.15
2½'s, Cutting's Solid Pack	.90
2½'s, Cutting's Solid Pack, with peppers	.95
2½'s, Cutting's Standard	.72½
Gallon, Standard	2.25
Gallon, Solid Pack	2.75
Gallon, Puree	2.35

P. F. Rathjens
PORK-PACKER
1311-1315 Pacific Street.

Sausages.

Garlick Frankfurter	10
Bologna	10
Blood and Liver	9
Tongue and Headcheese	—
Choice California Ham	12
Extra Light Bacon	15½
Medium Light Bacon	12½

Boiled Hams.

Kingan	20
Eastern	19
California	17

Mettwurst.

Extra Home Made..20, 22½, 25

LARD.

50 lb. tins	9
20 lb. tins	9½
10 lb. tins	10
5 lb. tins	10
3 lb. tins	10
1 lb. cups	11

Department 6.

CANNED FRUITS AND CANNED VEGETABLES.

KIND	8 lb. Extras	2½ lb. Extras	2½ lb. Extra Standards	2½ lb. Standards	2½ Second	2½ Water	2½ Pie	Gallons Extras 3 lb. Grade	Gallons Extras 2½ lb. Grade	Gallons Extra Standard	Gallon Standard	Gallon Water	Gallon Pie
Apples	2 25	1 65	1 40	1 30	1 15	1 05	1 05			4 00	3 50		2 65
Apricots	2 50		1 35	1 25	1 10	1 00	1 00	5 75	5 00	4 50		2 75	2 40
" peeled													
" sliced													
Assorted													
Blackberries	2 25	1 70	1 45	1 35	1 20					4 25	4 00	3 75	3 40
Cherries (Royal Anne)		2 20	1 90	1 75									
Cherries (White)		2 10	1 75	1 60									3 65
Cherries (Black)	2 80	1 90	1 75	1 60						5 25	4 60		3 65
Grapes (White Muscat)	2 00	1 35	1 20	1 10	95	90	90			3 50	3 10	2 50	2 25
Nectarines		1 60		1 25	1 10								
Peaches (Yellow)	2 65							6 50	5 25	4 60	4 25		
Peaches (Lemon Cling)	2 75							7 75	7 00		5 00		
Peaches (Lemon Cling Sliced)	2 75				1 40			7 75	7 00	5 75	5 00		
Peaches (White Heath)										5 25	4 75		
Peaches (White Heath Sliced)	2 65			1 55									
Pears (Bartlett)	2 75	2 00	1 70	1 60	1 35		1 00 1 05 pld	7 00	6 25	5 25	4 75	3 75	2 40 pld 2 15 unpl
Plums (Green Gage)	2 10	1 45	1 20	1 10	95	90	90	5 00	4 25	3 50	3 25	2 55	2 80
Plums (Egg)	2 10	1 45	1 20	1 10	95	90	90	5 00	4 25	3 50	3 25	2 55	2 80
Plums (Gold Drop)	2 10	1 45	1 20	1 10	95	90	90	5 00	4 25	3 50	3 25	2 55	2 80
Plums (Damson)	2 15	1 50	1 25	1 15	1 05	95	95						
Raspberries		2 00	2 35	2 10	1 95								
Strawberries		2 10	1 85	1 70	1 45								

Department 7.

PROVISIONS.

Hams.

Eastern Standard, 17/19	.12¼
Eastern Standard, 15/16	.12¼
Eastern Standard, 12/14	.12¼
Eastern Standard, 10/12	.12¾
Eastern Fancy	.12¾ to .13
Local cure, all averages	.11¼ .11¾
Picnic Hams	.8

Boiled Hams.

Skin on	.17½
Skin off	.19½

Breakfast Bacon.

Eastern Standard, 8/10	.14½
Eastern Standard, 8/10	.14
Eastern Standard, 10/12	.13½
Eastern Fancy	.16
Local cure	.14 .15

English Cured Bacon.

Eastern cure, 8-10	13½
Eastern cure, 10/12	.13

Dry Salt Bacon.

Clear medium Bacon	.10½
Clear light medium	.10½
Clear Lt. med. select	.11
Light Belly	.12½
Extra light Belly	.13
Bacon Backs	.10½
Bacon Bellies	.12½

Dry Salt Meats.

Sides	.09½
Bellies	.10½
Backs	.09½
Fat Backs	.09½

Barreled Pork.

	Bbls.	½-bbls.
Spare Ribs	$	
Family Pork	14.50	7.50
Clear Pork	19.00	9.75
Pig Pork	22.50	11.50

Barreled Beef.

Mess Beef	11.50	6.00
Extra Mess Beef	11.50	6.00
Family Beef	11.50	6.00
Extra Family Beef	12.00	6 25
Beef Tongues	25.00	13.00

Pigs Feet.

Tierces, about 300 lb.	$18.00
Barrels, about 200 lbs.	13.50
½ barrels, about 80 lbs.	5.00
Kegs, about 25 lbs.	2.10
Kits, about 15 lbs.	1.25

Honey Comb Tripe.

Tierces, about 300 lbs.	$17.00
Barrels, about 200 lbs	13.00
½ barrel, about 80 lbs.	5.00
Kegs, about 25 lbs.	2.10
Kits, about 15 lbs.	1.25

Sausages.

	Per lb.
Braunschweiger	17
Italian Salami	23
D'Aries	22
Mortadella	24
Bologna	8½
Frankfurters	8½
Garlic Sausage	9
Liver Sausage	8½
Pork Sausage	8½
Head Cheese	8½
Tongue Sausage	8½

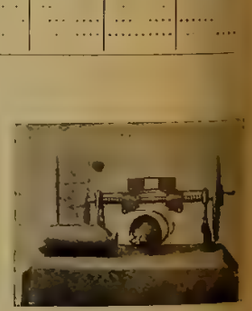
Pure Leaf Lard.

Tierces, about 350 lbs net	9
½-bbls, about 100 lbs net	9½
80-lb. Wood Tubs, 80-lbs. net	9¾
60-lb. Wood Tubs, 60 lbs. net	9¾
20-lb. Wood Pails, 20-lbs. net	9¾
50-lb. Cans, 1 to a case	9¾
20-lb. Cans, 4 to a case	9¾
10-lb Cans, 6 to a case	9¾
5-lb. Cans, 12 to a case	9¾
3-lb. Cans, 20 to a case	10

ANCHOR PACKING CO.
140 Eighth St., S. F., Cal.
PORK PACKERS AND PROVISION DEALERS.
Boilers of Kingan and Anchor Hams.
SAUSAGES, COOKED MEATS, TONGUE

Hams, Kingan, boneless boiled	18c
Anchor, "	17c
Bacon (special)	16c
Lard, 55	9¾c
" 20	10c
" 10	10c
" 5	10¼c
" 3	10¾c

Please note that our hams are all hand tied.



H. M. WOLTER & BRO.
Dealers in
...Boneless Boiled Hams...
GROCERS PRONOUNCE THEM THE BEST.
103 12th St. Tel., Mint 1763
KINGAN 20
CUDAHY "REX" 19

HEINEMAN & STERN
916 Larkin Street

Garlic Sausage,	Lbs.
Ring	"
Bologna	"
Frankfurter	"
Rollada	"
Smoked Beef	"
Pickled Meat	"
Headcheese	"
Tongues	Doz.
Dried Beef	Lbs.
Smoked Mutton	"

Prices Quoted on Application by Letter or Telephone

COLUMN 11.

COLUMN 12.

Department 8

CANNED MEATS

ALL PRICES ARE PER DOZEN	No. ¼ Tins 4 Doz. in Case	No ½ 2 Doz. Tins in Case	No. 1 Tins 2 Doz. in Case	No. 2 Tins, 1 or 2 Doz in Case	No. 6 Tins 1 Doz. in Case	No. 14 Tins ½ Doz. in Case	No. 1 Tins 1 Doz. in Case
Corned Beef			1 30	2 30	8 25	18 25	
Roast Beef			1 35	2 40	8 25		
Roast Ribs of Beef, Boneless			1 40	2 50			
Roast Mutton				2 70			
Brisket Beef			1 40	2 50			
Boiled Beef			1 35	2 40	8 25		
Chipped Beef		1 20	2 10		17 50		
Sliced Beef, in tins		1 40	2 50				
Sliced Beef, in glass		1 45	2 75				2 75
Brawn			1 40	2 45	8 25		
Compressed Ham			1 50	2 75			
Lunch Tongue		1 90	3 25	6 50			
Lambs Tongue		1 70	2 95				
Sliced Ham			3 70	6 40			
Sliced Bacon							2 80
Sliced Bacon in Glass							
Deviled Ham	40	80					
Potted Ham	40	80					
Potted Ox Tongue	40	80					
Potted Chicken	90	1 60					
Potted Turkey	90	1 60					
Deviled Chicken	90	1 60					
Deviled Turkey	90	1 60					
Boneless Chicken		3 40	5 55				
Boneless Turkey		3 40	5 55				
Veal Loaf		1 10	2 10				
Ham Loaf		1 10	2 10				
Beef Loaf		1 10	2 10				
Chicken Loaf		1 60	2 75				
Chicken Pate and Ham		1 10					
Chili Con-Carne			1 40				
Beefsteak and Onions			1 60				
Hamburger Steak with Onions		1 95	2 00				
Frankfurter Bratwurst			2 00				
Sweetbreads			2 40				
Vienna Sausage		90	1 65				
Oxford Sausage			2 45				
Bologna Sausage			2 25				
Vienna Sausage and Kraut			1 20				
Corned Beef Hash		1 10	1 50				
Lunch Sausage		90		No 1½	No 2	No 2½	No. 3
Ox Tongue, whole				6 50	7 50	9 50	12 00
Minced Collops				2 45			
Tripe				1 75			
Pork Sausage		1 05		2 50			
Stewed Kidneys							
Pork and Beans, Plain			90	1 40			1 85
Pork and Beans, with tom. sc'e			95	1 45			1 90

Department 9.

FISH AND CHEESE.

Russian Caviar.

	Per doz
1-lb cans, 2 doz in case	$13 00
½-lb cans, 2 doz in case	6 75
¼-lb cans, 5 doz in case	3 65
⅛-lb cans, 6 doz in case	2 00
White Label Brand	none

CHEESE.

Foreign and Domestic.

New York State Factory Cheddars, October make		16½
Twins, " "		17½
Calif. State factory flats	12	14½
Calif. State factory Young Americans	14	14½
Limburger, Eastern, ℔ lb	17	18
Swiss, imported, ℔ lb		25½
Roquefort, ℔ lb		38
Gouda, ℔ lb		27
Pineapples, Eastern, 6 in cs, ℔ case		$3 35
Pineapple, Eastern, 6 in cs, small		2.35
Holland or Edam, medium, plain, per doz	$ 8.50	9.00
Holland or Edam, medium, in bladders, per doz	9.50	11 00
Holland or Edam, large, plain, per doz	10.50	12 00
Holland or Edam, large, in bladders, per doz	10.50	12.00

Fancy.

Camembert Brie, Roquefort, and Gorgonzola, jars	3 00
Parmesan C & B, sml bot, doz.	3.00
Parmesan C & B, lge bot, doz.	5.00

Bayle's.

	Small	½-lb.	1-lb.	2½-lb	5-lb
Deviled Cheese	...$1.00	$2.25	$4.00	$ 500	$9.00
After Dinner Cheese	$1.00	2.40	4.00	4 50	7.50
Roquefort Cheese	$1.00	2.40	4.00	4.50	7.50

SALT FISH.

Pacific Codfish.

Bndles, 50 lbs each, per lb	5¾
Cs. selected, 100 lbs ea, pr lb	6
Boneless, 30-lb boxes, per lb	7½
Boneless Strips, 40lb bxs, pr lb	7¾
Boneless Blocks, 40lb bxs, p lb	7½
Boneless Tablets, 36 bxs, pr lb	8
Boneless Middles, 60 bxs, pr lb	10½
Boneless Middles, extra, 60-lb boxes, per lb	10½

Eastern Codfish.

Gen Georges, 3 fish to cs	$10.00
Gen. Georges, 12 fish to cs	9.00
Geo. Cur. Cod, 16, 18 fish to case	8 50
Geo. Cur. Cod, 40 fish to cs	8 00
Gen. Geo. Middles, 60 fish.	13½
Gen. Geo. Tablets, 36 fish.	11½
Gen. Geo. Blocks, 40 fish..	11½

Shredded Codfish.

Codfish, Beardsley's shredded, 2 doz. in case 1.00

Norwegian Mackerel.

Bloater, 200-lb. bbl., 120-130 fish	48.00
Bloater, 100-lb. ½ bbl., 60-65 fish	25.00
No. 1, 200-lb. bbl., 150-160 fish	38.00
No. 1, 100-lb. ½ bbl., 75-80 fish	20.00
No. 2, 200-lb. bbl., 220-240 fish	30.00
No. 2, 100-lb. ½ bbl., 110-120 fish	16.00
No. 3, 200-lb. bbl., 300-350 fish	25.00
No. 3, 100-lb. ½ bbl., 150- 175 fish	13.50

Irish Mackerel.

No. 1, 200-lb. bbl., 200-220 fish	none
No. 1, 80-lb. ½ bbl., 80-90 fish	none
No. 2, 200-lb. bbl., 325-350 fish	19.00
No. 2, 80-lb. ½ bbl., 130-140 fish	8.50
No. 2, 200-lb. bbl., 475-500 fish	18.00
No. 2, 80-lb. ½ bbl., 180-190 fish	8.50
No. 1, 10-lb kits, 15-16 fish	1.25
No. 2, 10-lb. kits, 20-22 fish	1.20

American Bloaters.

Shore Bloaters, 200-lb. bbl., 115-120 fish	27.00
Shore Bloaters, 80-lb. ½ bbl., 45-50 fish	11.50
Extra No. 1, 200-lb. bbl., 120-130 fish	20.00
Extra No. 1, 80-lb. ½ bbl., 50-55 fish	11.00
No. 1, 200-lb. bbl., 140-150 fish	none
No. 1, 80-lb. ½ bbl., 60-65 fish	none
No. 2, 200-lb. bbl., 130-140 fish	28.50
No. 2, 80-lb. ½ bbl., 55-60 fish	11.00
No. 2, 200-lb. bbl., 140-160 fish	none
No. 2, 80-lb. ½ bbl., 60-65 fish	none
No. 2, 200-lb. bbl., 160-180 fish	none
No. 2, 80-lb. ½ bbl., 70-80 fish	none
No. 2, 200-lb. bbl., 180-200 fish	none
No. 2, 80-lb. ½ bbl., 80-90 fish	none

In Kits.

Extra Mess, 7 to 8 fish, each	$2.00
No. 1, kits, 8 9 fish or 15-17 fish	1 50-1.35
No. 2, kits, 8-9 or 20-22 fish	1.25

Salmon.

King, bbls	$ 12 00
Oregon Silversides, bbls	9 00
Alaska Red, bbls	9 50
Alaska Red, ½-bbls, 100 lbs	5 75
Alaska Red, kits	3 00
Bellies, bbls	8 50 10 00
Bellies, ½-bbls, 100 lbs	4 75 6 00
Tongues and Sounds, kits, 10lb	1 25
Tongues and Sounds, ½-bbls	9 00

COLUMN 13.

New Herring.

Holland, ex. selctd mxd bbls.	$16 00
Holland, ex. selctd mxd ½-bbl	8 50
Holland, ex. selctd mxd, keg	1 00
Holland, cheaper grade	80
Holland, cheap. gr., mxd, bbls	14.00
Holland, chp. gr., mxd, ½-bbl	7.50
Holland, ex. select Milchner, bbl	none
Holland, ex. select Milchner, ½-bbl	none
Holland, ex. select Milchner, keg	1.20
Holland, cheaper grade	.90
Holland, cheaper grade, bbls.	16.00
Holland, cheaper grade, ½-bbl	8.50
Labrador Split, 100 fish	5 25
Labrador, round, 100 fish	4 75
Pacific, ½-bbl	2.25

SMOKED FISH.

Bloaters, Grim., 100 in box	$2.50
do. do. 50 in box	1.50
Bloaters, Cromarty	2.50
Yarmouth, 100 in box	
Halibut, chunks	12½
Herring, in boxes, Eastern	20½
Herring, in boxes, Washington	17½
Herring, boneless, Beardsley's tins, doz	$1.50
Herring, boneless, Beardsley's small, doz	1.00
Herring, Beardsley's Boneless, vacuum tumblers, 2 doz. in case	1.95
Finnan Haddies	2.25
Moir's Selected Red Herrings, 100s	2.25
Moir's Selected Red Herrings, 50s	1.25
Salmon, per lb	10 20

POTTED FISH.

	Per doz
Potted Crab	$1.35
Kipper Paste	1.00
Anchovy and Bloater Paste, plain pots	2.30
Ditto, fancy pots	4.75
Yarmouth Bloater Paste	75
Ditto, fancy pots	4.75
Kippered Herrings	1 90
Kippered Herrings, Moirs	1.95

CANNED FISH.

	Doz.
Anchovies, in oil, 2 doz. ½ pts., in glass, doz	4.00
Anchovies 2 doz. ¼ pts., doz	3 00
Bloaters, Yarmouth C. & B. ..doz	4.50
Codfish Balls, 2-lb tins, per doz	2.25
Eels, Hamburg, in jelly, 1-lb tins	2.00
Eels, smoked, 1-lb, ℔ doz	2.50
Finnan Haddies, 2-lb oval	2.25
Finnan Haddies, 1-lb, round, ℔ doz	2.00
Sardelles, imported, 1-lb tins.	3.00
Sardelles, imported, in glass.	3.00
Sardelles, domestic, 1-lb glass	2.25
Sardelles, Ankera, ½ keg	3 00

Mackerel.

1-lb tins, 50 in a case.
2-lb tins, 2 doz. in a case.

Gold Label, 1-lb tins	1.50
P. & W., 2-lb soused	2.75
P. & W., 2-lb, mustard	2.75
P. & W., 2-lb, tomato	2.75
Underwood, 2-lb, soused	2.85
Underwood, 2-lb, tomato	2.85
Underwood, 2-lb mustard	2.85
Los Angeles, 2-lb, soused	2.55
Los Angeles, 2-lb, tomato	2.55
Los Angeles, 2-lb, mustard	2.55
Mt. Desert, 2-lb, soused	2.25
Mt. Desert, 2-lb, tomato	2.25
Mt. Desert, 1-lb, soused	1.35
Blueback, 1-lb, fresh	1.10

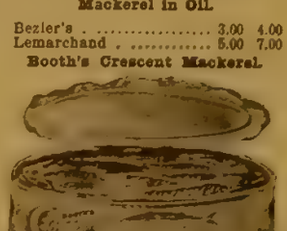
"Sunset" Mackerel.

Soused, 18 oz. tins, 4 doz. in case, dozen $1.75
Tomato, 18 oz tins, 4 doz. In case, dozen 1.75
Mustard, 18 oz. tins, 4 doz. in case, dozen 1.75
1311-1315 Pacific Street.

Mackerel in Oil.

Bezler's	3.00	4.00
Lemarchand	5.00	7.00

Booth's Crescent Mackerel.



(Soused, Tomato and Mustard.)
1's, 4 doz. to case, per doz. ... 1.20
2's, 2 doz. to case 2.50

Salmon.

Alaska Red, 1lb tins, doz	1 20	
Alaska Red, 2lb tins, doz.	1 60	
Alaska Pink, 1lb tins, doz	80	
Alaska Pink, 2lb tins, doz	1 40	
Alaska Flats, 1lb tins, doz.	1 40	
Oregon Red, 1lb tins, doz.	1 00	
Oregon Red, 2lb tins, doz.	1 75	
Oregon Pink, 1lb tins, doz	80	
Oregon Pink, 2lb tins, doz	1.60	
Oregon Flats, 1lb tins doz.	1.00	1 80
Columbia River, 1lb talls.	1.60	
Columbia River, 1lb flats.	1.75	

French Sardines.

¼s, according to quality and size of tin, p. cas. 9.50 12.50
½s, according to quality and size of tin, p. case. 19.00 20.00

COLUMN 14.

American Sardines.

Packed 3 1-3 doz in a case.
¼s 50 tins in case.

American ¼s in oil, per case	$3 50
American ¼s in oil, 5-case lots	3 35
American ⅛s in oil, per doz	.50
American ⅛s in mustard, doz.	.60
American ¼s in mustard, case	4 00
American ⅛s in mustard, doz.	.90
American ¼s in mustard, case	3 00

Sprats.

Pilots	6.75	7.00
Menhie	6.75	7.00

SHELL FISH.

Abalones.

4 doz in cs, with shells, cs. 6.00

Clams and Clam Juice.

	Doz.
Doxsee Clams, 1-lb. tins	$1.65
Doxsee Clams, 2-lb. tins	2.65
Doxsee Clam Juice, 1-lb. tins	.90
Doxsee Clam Juice, 2-lb. tins	1.60
B & M Lunch Clams, flat tins	1.37½
Underwood Clams, 1-lb. tins	1.05
Underwood Clams, 2-lb. tins.	1.80
P. & W. Clams, 1-lb. tins	1.00
P. & W. Clams, 2 lb. tins	1.50
Oxford Clams, 1-lb. tins	1.10
Oxford Clams, 2-lb. tins	1.50
P. & W. Clam Chowder	2.10
Burnham's Clam Bouillion, qts	00
Burnham's Clam Bouillion, pts	4 50
Burnham's Clam Bouillon, ½ pints	2.40

Lobsters.

	Doz.
1-lb. tins, 4 doz. in case.	
Red Jackets, flats	2.80
Deep Sea Picnics	2.35
Triumph Talls	2.60

Oysters.

Oysters, Selects, 12 oz.	$1.80
Oysters, Selects, 8 oz.	3.25
Oysters, Standard, 10 oz.	2.00
Oysters, Standard, 5 oz.	1.10
Oysters, Standard, 8 oz.	1.70
Oysters, Standard, 4 oz.	.90

Shrimps.

Shrimps, pickled, 1-lb. tins	$1.10
Shrimps in Tomato Sauce, 1-lb. flats	
Dunbar's Picnics, 4 doz in cs	1.25
Dunbar's 1½-lb., 2 doz in cs	2.25
Pickled Shrimps, 1-lb., 4 doz in case	1 20

Department 10.

LAUNDRY MATERIALS.

Ammonia.

GREER'S WASHING AMMONIA
First grade absolutely pure. 180 Beaume Strength.

Pints (2 doz. to case)	$1 65 per doz.
Quarts (1 doz. to case)	2 55 " "
½ Gals (½ doz. to case)	4 25 " "

WASHING AMMONIA
Standard Grade.

Pts.,	2 doz to case, per doz.,	$ .75
Quarts, 2	" " " "	1 25

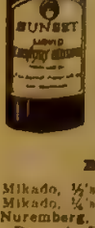
GREER'S TOILET AMMONIA
Lavender and Violet
Pints (2 doz to case) $2 50 per doz.



Parson's Household Ammonia

	per doz.
½ gals., 1 doz. in case	$4 50
Quarts, 1 doz. "	2 65
Pints, 2 doz. "	1 75
Dime size 3 doz. in case, per case	2 95

Bluing.



Liquid Laundry Bluing.

Scott & Gilbert Co. Mfgrs., 302 Davis St

SUNSET

	dos.
¼ pints, 3 doz case	40
½ pints, 3 doz case	60
Pints, 2 doz in case	75
Quarts, 2 doz. cs.	1 45

Bluing, ball.

Mikado, ½'s, 100-lb case, lb	20
Mikado, ¼'s, 100-lb case, lb	22
Nuremberg, A, ½'s, ℔ lb	23
Do A, D, ½'s, ℔ lb	25
Do A, C, E, ½'s, ℔ lb	21
Washerwoman, ½'s, ℔ lb	12
Do ¼'s, ℔ lb	14
German Ultramarine ½'s, ℔ lb.	12
Do ¼'s, ℔ lb	14
Deschamp's French, 1's, ℔ lb	28
Do ½'s, ℔ lb	29
Gold Medal, qt, ℔ doz	1.25
Do pt, ℔ doz	1.00
Do ½-pt, ℔ doz	75
Do ¼-pt, ℔ doz	45
Do China Label, qt, ℔ doz	1.25
Greer's, 1 dz qts. & doz	2.25
2's, 2 doz to cs	2.50
Do 1 doz. pts, ℔ doz	1.44
Do 2 doz ½ pts, ℔ doz	90
Pacific, 1 doz. qts, ℔ doz	1.10
do, 2 doz., qts & doz	1.20
Do 2 doz. ½ pts, ℔ doz	65

COLUMN 15.



PURE FOOD PACKING COMPANY.

1533 Mission Street.

Salter's "Purity" Brand

Bluing.

Pts. doz	.75
½pts "	.45

Ammonia.

Qts. doz.	75
Pts. "	45

Borax.

20-Mule Team, powdered 1's, cs. of 9 doz	$3 96
20-Mule Team, powdered 12-oz. cs. of 4 doz	3 60
20-Mule Team, powdered ¼'s, cs. of 8 doz	3 84

(Less 5 per cent. in 5 case lots; 10 per cent. in 10 case lots).

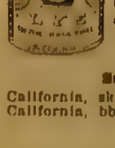
Cartons, 1's, 2 doz. in box	.09
Lump, 25 lb. in box	.08
Powdered, 25 lb in box	.06½

Chloride of Lime.

Brookman's, 1's, ℔ lb	7½	7½
Do ½'s, ℔ lb	8½	9
Salter's Purity Brand, ex qual. doz		.85

Lye.

Big Bonanza Lye	
Case of 48-1 lb tins	3.80
5 case lots	3.25
Star Scrubbing Lye	
48-½ lb tins, per case	1.75
5 case lots	1.70
Merry War, 4 doz in case	3.00
Merry Nickel, 4 doz to case	1.75
Eagle Lye, 4 doz. in case	3.00
Do 5-case lots	2.50
Do 5-case lots	2.40
Tomson's Red Seal, 4 dz. to cs	1 00
Do 5-lb, 12 5s to case	1.50
American, 4 doz in case	3.25
Do in 5-case lots	3.00
Babbitt's Lye, 4 doz in case	3.25
Do in 5-case lots	3.00



BANNER LYE

Cs., 4 doz.	$4.00
Cs., 2 doz.	2 00

Sal Soda.

California, sks	.95-1 00
California, bbls	1.00-1.05

Department 11

STARCHES.

Corn Starch.

Log Cabin, 40 1s, per pkg	4
Liberty, 40 1s, per pkg	6½
Duryea's, 40 1s, per pkg	7¾
Niagara, 5-box lots, pkg	6½
Ningara, 40 1s	6½
Klingsford's, 40 1s, pkg	7¾
Lily Corn, 40 1s, per pkg	6½
Lily Corn, 5-box lots	6½
Lily Corn, 20 1s, per pkg	6½
Sioux City, 40 1s, per pkg	6½
Sioux City, 5-box lots, pkg	6½
None Such, 40 1s, per pkg	6½

Laundry Starch.

Elastic Starch, 64/1's, per box	5 00
Celluloid, 64/1's, per box	5 00
Best Glo s, 48/1's, per lb	6½
Liberty Gloss, 48/1's, per lb	6½
Liberty Gloss, 16/3's, per lb	6½
Best, 12/6's, per lb	6½
Standard, bulk 40-lb, boxes	3½
Sioux Gloss, 48/1's	6½
Sioux Gloss, 3's, 16 in box	6½
Kingsford's S. O., 1's, 40-lb. bx.	8½
Kingsford's S. O. 6's, 12 in crate.	8½
Kingsford's Pure, 1's, 40-lb bxs	7½
Duryea's S. C., 1's, 40-lb bxs.	8
Duryea's S. C. 6's, 12 in crate.	8½
Duryea's Superior, 1's, 40-lb. bx	7½
Niagara Gloss, 1's, 40-lb bxs	6½
Niagara Gloss, 6's, 12 in crate	6½
Niagara Gloss, bulk, 50-lb. box	4½
Lily Gloss, 1's, 48-lb box	5½
Lily Gloss, 6's, 12 in case	6½
Lily Gloss, 3's, 16 in case	6½
None Such, 1s, 48-lb boxes	5½
None Such, 6s, 12 to crate	6
None Such, bulk, 50 lb box	4½

COLUMN 16.

Department 12

Soaps and Washing Powder

Western Star Soap

WHITE PETROLEUM BLEACHING.

100 bars per case $4.10

LASCO KOLD WATA NAPTHOL.

100 Bars per case $4.00

Free Delivery in San Francisco Oakland, Alameda and Berkeley

manufactured by

Los Angeles Soap Co.

San Francisco Office, 115 Davis St.

Telephone Grant 110.



THE BEAVER SOAP CO.,
Dayton, Ohio.

Grandpa's Wonder Soap.

100 cakes 4-oz $3.60
50 cakes 4-oz 3.50

Peet Bros.

Silk Soap	3.00
Ammonia Benzoline	3.90
Cocoa Borax	4.10
Crystal White	3.90
Lily White (Floating)	4.00

Standard Soap Co.

Top Notch, 100, 10-oz	$3.50
Sunburst, 100 12-oz	3.75
Yellowstone, 100 14-oz	3.75
Marigold, 100 16-oz	3.90
Thomas' Cool Water, 100 13-oz	4.00
Thomas' Cool Water, 20 13-oz	.85
Milo, 100 4-oz., 100 cartons	6.50
Magno "Floating Borax," 100 10-oz	4.00
Gold Medal Borax, 100 10-oz	5.50
Gold Medal Borax, 20 10-oz	1.15
Purity, "Floating," 5c size	3.90
Purity, "Floating," 10c size	6.25
Purity, "Floating," 10c size, 20	1.30
Electric Mineral, 100 16-oz	5.50
Electric Mineral, 20 16-oz	1.15
Peerless Kitchen, 100 10-oz	8.00
Peerless Kitchen, 20 10-oz	.65

Miscellaneos.

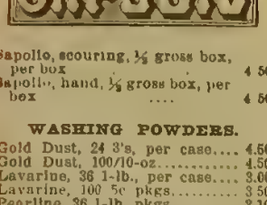
Fels Naptha, 100 14-oz	4.50
Hot or Cold, 100 10-oz	4.00
Life Buoy, 100	4.00
Mikado, 100 14-oz	4.00
Mikado, 20 14-oz	.90
Lenox, 100	3.00
Lenox, 20	.75
Ivory, 100 10-oz	7.00
Fairbanks Clairette, 100	3.35
Fairbanks' Santa Claus, 100	2.85
Fairbanks' Copco, 100	3.90
Fairbanks' Fairy Oval, 100	3.90
Grandpa's Wonder, large, 50	3.50
Grandpa's Wonder, small, 100	3.60
Peets' Pine Tar, 50	1.90
Peets' Pine Tar, 100	3.75
Babbitt's, 100	4.10
Jergins Pumice, 50 small	1.75
Jergins Pumice, 50 large	3.00
Uncle Sam's Tar, 100 small	3.50
Uncle Sam's Tar, 50 large	3.40
Stryker's Kitchen Soap, 100s	3.50
Stryker's Kitchen Soap, 20s	.75
Pearl, 100, large	4.00

Castile Soap.

La Lune White Castile, lb	7¾
White, Virgin, per lb	7¾
White, Conti	14 15
Mottled, Imported, per lb.	6½ 7
Clover Leaf, White	13
La Boulon	7½

Scouring Soaps.

Bon Ami, 3 doz to cs, pr cs.. 2 50



Sapolio, scouring, ½ gross box, per box	4 50
Sapolio, hand, ½ gross box, per box	4 50

WASHING POWDERS.

Gold Dust, 24 3's, per case	4.50
Gold Dust, 100/10-oz	4.50
Lavarine, 36 1-lb., per case	3.60
Lavarine, 100 5c pkgs	3.50
Pearline, 36 1-lb. pkgs	3.10
Pearline, 100 6-oz pkgs	3.75
Soaperine, 20 3-lb. pgs	3.60
Soaperine, 50 1-lb. pkgs	3.33
Soaperine, 100 ½-lb. pkgs	3.60
Babbitt's 1776, 6-oz	2.85
Kleeno, 72/1's	4.50
Kleeno, 24/3's	4.25
Kleeno, 100/1½'s	3.75
Grandma's Borax, powdered, 24 3s	1.00
do, 60, ¾s	2.40

COLUMN 17.

Department 13

OILS, PAINTS, ETC.

Coal Oil.

Water white, coal, bulk	12½
Pearl, cases, 25's	19
Astral, cases, 25's	19
Star, cases, 25's	19
Ex. Star, cases, 25's	22
Elaine, cases, 25's	26½

Gasoline and Benzine.

86° Gasoline, bulk, 25 cases	31
74° Gasoline, bulk 16 cases	22½
63° Benzine, bulk, 13 cases	19½

Turpentine.

Strictly Pure, cases, 2-5's	78
Do drums or iron bbls.	72

Linseed Oil.

Strictly pure, raw, bbls	gal 58
Do. boiled, in bbls	gal 63
Do. raw, cs, 2-5's	gal 63
Do. boiled, cs, 2-5's	gal 65

Castor Oil.

Baker's AA, cs, 2-5's	1.16
Pure, No. 2, cs, 2-5's	1.05
No. 1, cs, 2-5's	.70

Lard Oil.

Strictly pure, bbls., 75 cs	80
Sup. Win., str., bbls. 65 cs	70
No. 1, bbls. 55 cs	60

Neatsfoot Oil.

Cooper's bbls, 75 cs	80
Extra, bbls, 62½ cases	67½
No. 1, bbls, 57½ cases	62½

Lubricating Oils.

Star Cylinder Oil, bbls, 60 cs.	.65
Columbia Cyl. Oil, bbls, 40 cs.	.45
Gem Cyl. Oil, bbls, 80 cs	.90
Ruby Cyl. Oil, bbls, 50 cs	.60
Star Engine Oil, bbls, 50 cs	.55
Columbia Eng. Oil, bbls, 30 cs.	35
Paragon Eng. Oil, bbls, 45 cs.	.55
Red Eng. Oil, bbls, 27 cs	.32
Star Mach. Oil, bbls, 30 cs	.35
Star Dynamo Oil, bbls, 50 cs	.55
Star Spindle Oil, bbls, 40 cs	.45
Star Sep'tor Oil, bbls, 50 cs	.65
Favorite Sep'tor Oil, bbls, 25 cs	.30

Miscellaneous Oils.

Union Salad Oil	.45	50
Globe Salad Oil	.45	50
Pure Sperm Oil	.75	80
No. 1 Polar	.50	55
China Nut oil, ord'ry	62½	
China Nut oil, No. 1	.80	

WHITE LEAD.

Pioneer, in kegs 7 7¾

DRY PAINTS.

Eng. Paris White, bbls.	1.35	1.60
Whiting, bbls	1.00	1.15
Kalsomine, bbls		1¼
Prince's Min'l B'wn, bbls		1.65
Yellow Ochre, bbls		1½
Eng. Ven. Red, bbls		1.50

Department 14

FARINACEOUS GOODS.

Flours.

GLOBE MILLS,
Cor. Chestnut and Montgomery

California Selected Wheat,

	Barrel
** "Banquet" (fancy patent)	$5.05
*** "Silver Star" (patent)	4.60
XXX	4.30
Mariposa	4.30

Blended Wheat,

*"A1" Family	5.15
"A1" Bakers'	5.05

Entire Eastern Wheat.

Globe, Bakers' .....

(½ bbls. 10 cents per bbl. higher.)

*"A1" must be retailed for not less than $1.40 per ¼ sack.

**"Banquet" must be retailed for not less than $1.35 per ¼ sack.

***"Silver Star" must be retailed for not less than $1.25 per sack.

FLOURS.

Allen's Boston Brown Bread Flour, 24 pkgs, per case	3.60
Allen's Flour, 10 10-lb bags, per bale	4.50
Cal. Family	$5.05 $5.10
Cal. Bakers', extra	4.80 4.90
Buckwheat, 10-lb sacks, per 100 lbs	$4.50
Self Rising Buckwheat, 10-lb sacks, per 100 lbs	6 00
Graham, 10-lb sacks, per 100 lbs	3 25
Rice, 10-lb sks, per 100 lbs	8.00
Rye, 10-lb sacks, per 100 lbs	3 75
Whole Wheat, 10-lb sacks, per 100 lbs	3 50

Meals.

Yellow Corn, 10-lb sacks, 100 lb.	$2.50
White Corn, 10-lb. sacks, 100 lb.	2.50
Ex. Cream Yellow, 10-lb. sacks, per 100 lbs.	3.75
Ex. Cream White, 10-lb sacks, per 100 lbs.	3.75
Oat Meal, 10-lb. sacks, pr 100 lbs	4.25
Steel-Cut Oat, 10-lb sacks, per 100 lbs	4.50

Pearled Cereals.

Pearl Barley	$6 50
Pearl Wheat, 150-lb bbls	4.40

Rice.

Choice Seed Japan	$0.03¾
Good Seed Japan	.03¼
Fair Seed Japan	.03
Fancy Head Rice	5 1-5 .06
Long Grain Rice	.04 .05
China No. 1	5 6
China No. 2	4 4½

COLUMN 18.

Rolled Cereals.

Rolled Oats, 7s and 10s, pr 100 lbs	4.50
Ex. Crm Rld Ots. 180-lb, bbl	$7.50
Ex Crm Rld Ots, 180-lb, 90-lb sks	7.00
Prid Rold Wheat, 150-lb, bbls.	4 40
Dr. Price's Food, pee case	4.00

5-case lots, $3.85

Sago and Tapioca.

Sago, original sacks, lb	02½ .03
Sago, 48/1's, per doz	.70
Instantaneous Tapioca, 50/1's, per case	5.00
Instantaneous Tapioca, 36 to case	2.70
Tapioca, Flake	.03
Tapioca, repacked, per lb	.04¾
One Minute Tapioca, 36 to cs	2.75
Arrowroot, Taylor's Bermuda, 12-lb box, ½, ½ and ¼ lb pkgs, per lb	32½

Miscellaneous.

Groats Oat, 10-lb sacks, 100 lbs.	$4.50
Groats Buckwheat, 10-lb sks, 100 lbs	10.00
Hominy, lgs, 10-lb sks, 100 lb.	3.75
Hominy, sml, 10-lb sks, 100 lbs	4.00
Split Peas (yel.) 25 and 50-lb boxes, 100 lbs	5.50
Split Peas (grn.) 25 and 50-lb boxes, 100 lbs	5.50
German Lentils, per lb	.05½
Cracked Wheat, per 100 lbs	3.75
Farena, per 100 lbs	4.50
Pearl Grits, per 100 lbs	4.25
Capitol Mills Pearled Hominy, bbls.	8.00
Capitol Mills Gran. Hominy, bbls.	8.50
Capitol Mills New Process B. W. Flour, bbl	9.00
Capitol Mills Steel Cut Oat Meal, bbl.	9.00

Breakfast Foods.

Capit'l Mills R'll'd Oats, 36/2's	3.00
Grape Nuts, 1 & 3 doz, pr doz	1.40
Breakfast Gem, case 3 doz	3.00
Wheatine, 36/2's, pr cs	3.75
Germea, 20 4-lb pkgs, pr cs	4.00
Germea, 24 2-lb pkgs, per case	3 10
H-O Buckwheat, 2 doz 3-lb pkgs, per case	3.75
H.-O. Pancake Flour, case	3.90
H.-O. Oats, 24/2's, per case	3.15
Cream of Wheat, 36/2's	5.25
Crespo, 36/2's	2.75
Malta Vita, 36, 2s, cs	4.50
Our Mothers' Mush, 36 to cs.	3.35
Twin Brothers Mush, 36 to cs.	3.00
Carnation Wheat Flakes, 24/5's	5.40
A B C Breakfast Wheat, 72/2's	5.00
A B C Breakfast Wheat, 36/2's	2.60
Granola, 24/1's	2.25
Flaked Rice, 24/1's	3.00
Ralston Breakfast Food, 36/2's	4.50
Do. Barley Food, 36/2's	4.25
Do. Health Oats, 36/2's	4.00
Do. Hominy Grits, 36/2's	4.00
Do. Health Crisp, 36-2's	3 60
Do. Select Bran, 24/3's	2.50
Do. Pancake Flour, 36/2's	3.75
Do. Whole Wht Flr, 4/4¼'s	5.50
Quaker Oats, 36 2s	3.80
Scotch Oats 36 2s	3.60
Acme Grano, 20/4's, per case	3.75
Acme Gluten Farina, 24/1's, pr case	1.85
Acme Gluten Flour, 10-lb sks.	.80
Acme Wheat Flakes, 36/2's	3.00



Dr. Price's Wheat Flake Celery Food.

Per case...$4.00

Pastes (Domestic).

Macaroni, Vermicelli, etc.—	
No. 1 Extra, per box	.28
No. 1 Extra, 15 lbs.	.55
No. 1 Extra, 25 lbs.	.82
No. 1 Extra, 50 lbs.	1.65
No. 1 Extra, 100 lbs.	3.30
No. 1 Extra, ½ boxes	.16
Macaroni, Vermicelli & Spaghetti, No. 2	.20
Royal Macaroni, Verm'l & Sp'ti, 24 1-lb pkgs., per case	1.70
Queen's Taste Mac., Ve m. & Sp. 12 3-lb cartons i case	2.15
It. Paste, ass'd, ab 18 lbs. c., lb.	.6½
Ro al It. Paste, 24 1-lb pkg c., pkg	.8½
Golden Gate Egg Noodles, 24 1-lb. pkgs in case, per cs	1.90
Farina, 24 1-lb pkgs	1.50

Discount 2 per cent for cash only.

COLUMN 19.

COLUMN 20.

Department 15.

SPICES

PURE—Square Tins, Full Net Weight.

	⅛'s	¼'s	½'s	1's	2½ lbs.	5 lbs.	Blk
Allspice	$0 70	$0 95	$1 60	$ 2 80	$ 6 70	$12 75	21
Cinnamon	1 15	1 80	3 30	6 25	15 25	30 00	43
Cloves	90	1 35	2 40	4 35	10 60	20 55	31
Ginger	75	1 05	1 75	3 10	7 50	14 30	23
Mace	1 75	3 00	5 65	10 90	26 95	53 30	73
Mustard	70	95	1 60	2 80	6 70	12 75	21
Nutmeg	1 25	2 05	3 80	7 15	17 60	34 60	49
Pepper	80	1 10	1 90	3 40	8 25	15 85	25
Cayenne	80	1 15	2 00	3 55	8 65	16 65	26
W. Pepper	95	1 45	2 65	4 65	11 75	22 90	34
Sage	70	95	1 60	2 80	6 70	12 75	21
Thyme	70	1 00	1 65	2 95	7 10	13 50	22
Savory	70	1 00	1 65	2 95	7 10	13 50	22
Marjoram	75	1 10	1 85	3 30	7 85	15 10	24
Poultry Seasoning		1 50					

SECOND GRADE—Round Tins, Short Weight.

	¼'s	½'s	1's	2½ lbs.	5 lbs.	Blk.
Allspice	55	1 00	1 75	3 95	7 60	13
Cinnamon	65	1 20	2 10	4 90	9 50	16
Cloves	65	1 25	2 25	5 20	10 20	17
Ginger	55	1 00	1 75	3 95	7 60	13
Mace	1 20	2 30	4 40	10 50	21 00	34
Mustard	55	90	1 50	3 60	7 00	12
Nutmegs	85	1 70	3 10	7 40	14 60	24
Pepper	60	1 15	2 00	4 55	8 90	15
Cayenne	60	1 15	2 00	4 55	8 90	15
W. Pepper	75	1 45	2 65	6 15	12 05	20
Sage	55	1 00	1 75	3 95	7 60	13
Thyme	60	1 05	1 90	4 25	8 25	14
Savory	60	1 05	1 90	4 25	8 25	14
Marjoram	60	1 05	1 90	4 25	8 25	14

SCHILLING'S BEST SPICES.—Nature's Best.

Square tins. Never sold in bulk.
Small, medium, large sizes have sifting tops except Mustard.

	Small size per doz.	Medium size per doz.	Large size per doz.	Ex. Large size per doz.	Hotel size per tin.
Pepper	.75	1.20	2.20	3.75	.78
Mustard	.75	1.25	2.25	3.90	.81
Must. Comp.	.75	1.25	2.25	3.90	.81
Ginger	.75	1.25	2.25	3.90	.81
Allspice	.75	1.10	2.00	3.50	.73
Cinnamon	.90	2.25	4.25	7.50	1.35
Cloves	.85	1.40	2.60	4.75	.87
Nutmegs	1.60	2.75	5.25	10.00	2.00
Mace	1.75	3.00	5.75	11.50	2.15
Cayenne	.90	1.50	2.75	5.00	.93
Wh. Pepper	.95	1.75	3.25	5.75	1.00
Sage	.75	1.25	2.25	3.90	.81
Thyme	.85	1.40	2.60	4.75	.87
Marjoram	.95	1.75	3.25	5.75	1.25
Savory	.85	1.40	2.60	4.75	.87
Cases contain	6 doz.	4 doz.	2 doz.	2 doz.	1 doz.
Gross weight	22 lbs.	23 lbs.	24 lbs.	40 lbs.	53 lbs.

MUSTARD.

Colman's, ¼'s, 12 lb to box, lb.	.52
Colman's, ½'s, 12 lb to box, lb.	.48
Colman's, 1's, 12 lb to box, lb.	.48
Colman's, 5's, per lb	.40

Mustard, Prepared.

Small bottles, 24 to cs, pr doz	.55
Small straights, fancy, 24 to case per doz	.95
Webb's Glass Top	1.35
Large Dusseldorfer, 24 to cs	1.60
In 3-gal kegs, per keg	1.15
In 5-gal kegs, per keg	1.70
Louit Freres, French, doz	2.25
Eddy's Salad Mustard—	
6-oz., 24 to case	.92½
8-oz., 24 to case	1.35
12-oz., 24 to case	2.00
Hirshes Horseradish Mustard—	
10-oz., 24 to case	1.25

Department 16

BAKING POWDER AND FLAVORING EXTRACTS.

ROYAL	1 cs. lot	5 cs. lot	15 cs. lot
¼ lb cans	$ 1 35	$ 1 36	$ 1 34
6 oz cans	1 92	1 89	1 87
½ lb cans	2 57	2 52	2 50
12 oz cans	3 82	3 75	3 72
1 lb cans	4 95	4 85	4 80
2½ lb cans	11 85	11 40	11 28
3 lb cans	13 60	13 34	13 20
5 lb cans	22 35	21 90	21 68

An extra discount of 1 per cent if packed in barrels.

Schilling's Best Baking Powder.

Never sold in bulk.

10-lb. tins, per doz	$39.00
5-lb. tins, per doz	20.00
4-lb. tins, per doz	16.00
3-lb. tins, per doz	12.50
2½-lb. tins, per doz	10.50
16-oz. tins, per gross	$53.00
12-oz. tins, per gross	41.00
8-oz. tins, per gross	28.00
6-oz. tins, per gross	22.50
4-oz. tins, per gross	16.50

TROPHY

4 oz., per doz	$0.95
6 oz., "	1.35
8 oz., "	1.70
12 oz., "	2.35
1 lb., "	3.00
2½ lb., "	7.50
3 lb., "	9.00
6 lb., "	14.50

MISCELLANEOUS.

Home, 10 oz	$0.90
Home, 25 oz	2.00
Home, 50 oz	4.00
Home, 80 oz	6.00
K. C., 10 oz	.85
K. C., 15 oz	1.25
K. C., 25 oz	2.12½
K. C., 50 oz	4.00
K. C., 80 oz	6.50

Cream Tartar.

Standard, bulk, 30-lb box	27
Standard, 12 1-lb tins	.33
Pure, bulk, 30-lb box	.38
Pure, 5-lb tins, per lb	.38
Pure, ½-lb tins, per doz	5.00

SODA.

Churches, A. & H., or Dwight's Cow Brand, 60 lbs. to case.

1-lb	per lb. $0.05
½-lb	per lb. .05½

EXTRACTS FLAVORING.

GUITTARDS' "PURE"

per doz	2 oz	4 oz	8 oz
Vanilla	$2 56	$4 75	$7 00 $9 00
Lemon	1 75	3 25	4 50 6 00

Net weight. Patent Sprinkler Tops

Schilling's Best Extracts.

Triple Strength, Pure and Uncolored Sprinkling Tops.
Net weight. Never sold in bulk.

	Lemon and Others.	Vanilla and Rose.
1 oz	1.30	1.80
2 oz	2.00	3.00
4 oz	3.75	6.75
6 oz	5.50	8.50
8 oz	7.25	11.00
16 oz	14.00	21.50
32 oz	27.00	42.00

Souder's Flavoring Extracts.

Price per gross.

	2 oz.	4 oz.	8 oz.
Reg. Lemon	9.00	18.00	54.00
Reg. Vanilla	14.40	28.80	72.00
XX Lemon	18.00	36.00	72.00
XX Vanilla	21.00	42.00	84.00
Asrtd Flavors	18.00	36.00	72.00
Rose Coloring	18.00	36.00	.....
Yellow Colrng	18.00	36.00	.....
Jamaica Gngr	18.00	.....	.....

Assorted flavors contain strawberry, pineapple, orange, almond, rose, etc.



"Venus" Extracts.

Lemon, 2 oz., per doz	.80
Vanilla, 2 oz., per doz	.80
Assorted Flavors, per doz	.80

COLUMN 21.

Department 17

CANDIES.

Lozenges.
(5-lb. boxes.)

XXX Peppermint, pails	.13	14
Thin Peppermint		.16
T. T. Peppermint		18
Druggist Peppermint		25
Musk, fluted, pails		.20
Cinnamon, Lemon, Sassafras, Rose		.16
Midget Fruit		.20
Conversation and Hearts.		.15
Lilliput Conv. Hearts		17
Midget Conv. Lozenges		18
Crown T. T. Lozenges, 24 5ct. pkgs		.80
Aurora Lozenges, 24 5ct. pkgs		.80
Cough Troches, 5 lb bxs		.25
Eagle Wafers, Peppermints, Wintergreen		.25

Mixed Candy.
(30-lb. pails.)

Plain Mixed	9½
Pacific Mixed	10
Royal Mixed	12½
Grocers' Mixed	10½
Yankee Mixed	13
American Mixed	13
Fancy A, Mixed	14½
Fancy C, Mixed	14
French S, Mixed	16
French No. 1, Mixed	18
French Extra Mixed	20
Lady, Mixed	15

Steam Panwork.

Anis Seed	22
Aromatic Cachous	18
Assorted Berries	16
Assorted Dragee	14
Assorted Imperials	16
Assorted Small Seeds	22
Birds' Eggs	16
Boston Baked Beans	17
Burnt Peanuts	18
Burnt Almonds	25
Caraway Seed, smooth	22
Caraway Seed, pearled	22
Celery Seed	22
Cinnamon Beans, large red	15
Cinnamon Beans, Imperials	16
Coriander Seed, pearled	22
Jelly Beans, pails	12½ 14
Jelly Birds' Eggs	16
Jelly Cranberries	16
Jelly Limes	16
Jelly Raspberries	16
Jordon Almonds, fine	45
Jordon Almonds, imitation	18
Licorice Beans	15
Red Hots	25
Ringed Marbles	16
Sugar Coated Licorice Tablets	20
Sugar Almonds	25
Sugar Plums	16

Stick Candy.
(30-lb. pails.)

Assortment: Peppermint, Lemon, Rose, Clove, Anis, Cinnamon, Sassafras, Vanilla, Pineapple, Wintergreen 9½

Hoarhound	9½
Hoarhound, wrapped	11
Peanut Sticks	13
Peanut Sticks, wrapped	13
Cocoanut Sticks	13
Cocoanut Sticks, wrapped	13

Taffies.

Peanut Taffy	15
Peanut Flake	15
Peanut Squares	14
Cocoanut Taffy	15
Cocoanut Squares	15
Chunks: Vanila, Rose, Chocolate, Lemon, Molasses	14
Broken Taffy of broken chunk	13

Drops and Lumps.
(30-lb. pails.)

Mixed Drops and Lumps	9½
Molasses Peppermint Lumps	11
Hoarhound Drops	11
Crystal Rocks	12½

Gum Goods.
(5-lb. boxes.)

A. B. Gum Drops, assorted	9
A. B. Gum Drops, Licorice	9
A. B. Gum Drops, Crystalized	11
A. B. Bonbons, plain, in bbls	7
A. B. Bonbons, fancy, in bbls	7½
A. B. Bonbons, fancy, crystallized, 5-lb. boxes	14
A. B. Fruits	18
Royal Gum Drops	15
Genuine Gum Drops, hard	25
Jelly Squares, assorted	14
Bijou Sticks	18
Spiced Jelly Drops	20
New Turkish Figs	16
Fig Paste, plain	17
Fig Paste, tricolor	18

Cream Goods.
5-lb. boxes.)

Fondans Creams	14
Hand Dipped	19
Hand Dipped, with nuts on	21
Fruit and nut ices	18
Cream Peppermint	20
Crushed Fruit Bonbons	30

Chocolates.
(5-lb. boxes.)

Chocolate, plain	.14
Chocolate, Hand Made	20
Chocolate Dipped Bonbons	20
Chocolate Dipped Bonbons, with nuts	22
Chocolate, Climax, 30-lb pails	16
Chocolate Chips	23
Chocolate Nonpareil Drops	20
Chocolate Wafers	22
Chocolate Cream Tablets, 30 in box	1 10

COLUMN 22.

Marshmallows, Nougats, Etc.

Occidental Marshmallows, 5-lb tins	.28
Occidental Marshmallows, 3-lb tins	.30
Dipping Marshmallows, 3-lb. boxes	.25
Angel Food, 5-lb. boxes	.20
French Nouget, 30 5c slices in box	1.00
Walnut, Apricot, Spanish Nouget, 5-lb boxes, per lb	.25

Sundries.

Opera Caramels	19
Rock Candy, white & red	.15
Rock Candy, brown	16
Licorice Drops	.20
Licorice Sticks, 16 to lb	.28
Locorice Tablets, 5 lb bxs	.25
Licorice Tablets, 24 5c bxs	.80
Licorice Penny Sticks, 100 in box	.65
Buttercups, 5-lb tins	.2

CHEWING GUM.

	Single	Box
Yankee Spruce, 20 pcs		.55
Sen Sen, 20 pcs		.55
Red Rooster, 20 pcs		.55
Sweet Heart, 20 pcs		.55
Newton's Pepsin, 20 pcs		.55
Bloodberry, 20 pcs		.60
Pepsin Sticks, 20pcs		.60
Sweet Wheat, per box		.50
Tulu Sugar Plum, box		.55

CRACKERS.



MADE BY THE
MUTUAL BISCUIT CO.

	lb.	⅛ box
Almond Drops	15	
Animals	12½	$1.20
Arrowroot	14	1.50
Assorted	12	1.15
Assorted, extra	14	1.30
Assorted, fancy	20	1.75
Assorted Wafers	16	1.90
Assorted Jumbles	14	1.25
Boston	9	.60
Butters, Mutual	10	.70
Butter Scotch	14	1.50
Butter, Star	9	.60
California Lunch	9	.90
Champion	9	.65
Chips, Mutual	14	1.10
Chocolate Biscuits	16	1.80
Checolate Fingers	15	1.50
Chocolate Wafers	18	2.15
Cocoanut Bonbon	14	1.25
Cocoanut Finger	15	1.50
Cocoanut Marshmallows	15	1.50
Cocoanut Taffy	15	1.80
Cocoanut Wafer	16	1.50
Coffee	12	1.25
Coffe Iced	15	1.35
Cornhill	10	1.10
Cracker Meal	6	1.10
Currant Cakes	12	1.10
Egg Jumble	14	1.25
Fruit Biscuits	14	2.40
Ginger Cakes	10	1.40
Ginger, Nut	11	1.40
Ginger Wafers	14	1.75
Graham	10	1.20
Graham Gem	9	.75
Graham Unsweetened	9	
Honey Fingers	14	1.25
Honey Pumbles	12	1.00
Honey Drops, spiced	15	1.60
Honeysuckle	16	
Jelly Fingers	16	1.50
Jenny Lind	12	1.10
Lady Fingers	15	1.30
Lady Fingers Iced	16	1.40
La Grande	11	1.10
Lemon Biscuit	14	1.25
Lemon Brittles	14	1.35
Lemon Snap	12	1.20
Lemon Wafers	14	1.75
Macaroon Almond	40	
Mutual Flakes	14	.90
Mutual Tea	15	1.60
Nic Nac, No. 1	10	1.10
Nic Nac	12½	1.25
Oysters	8	.70
Peoples Mixed	12½	1.25
Pilot Bread	4	.55
Pilot Bread Extra	5	.65
Pilot Saloon	7	.80
Ping Pong	16	1.50
Raisin Cake	12	1.10
Saloon Pilot	7	80
Saloon Soda	7	
Salted Wafers	14	
Soda Extra	7	
Soda	6½	
Star Butters	9	60
Vanilla Bars	14	1.40
Vanilla Biscuits	14	1.25
Vanilla Snaps	12	1.20
Vanilla Wafers	14	1.75
Wafers, Chocolate	18	2.15
Wafers, Ginger	14	1.75
Wafers, Lemon	14	1.75
Water Wafers	12	
Walnut Creams	16	1.50



COLUMN 23.

Department 18.

FANCY GROCERIES.

Bouillion Capsules.

Anker's, 10 capsules in box, per doz boxes 2.75

Capers.

Capotes, 1 dz in cs	1.20	1.30
Nonpareil, small		2.00
Do med.		2.25
Do large		5.00
"White Label," 6-oz. doz		2.25
"White Label," 10-oz. doz		3.15

TOMATO KETCHUP.



Catsups

Snider's

Qts, per doz.. $3 75
Pts, " 2 40
½-pints, per doz. 1 40



CAMPBELL'S

(½ Pts. Condiments)

2 dozen to case

Tobasco Ketchup dozen $1 15

Tomato Ketchup, dozen $1 15

Salad Dressing, dozen 1 15

Chili Sauce, dozen $1 15

Assorted cases, dozen $1 15

Miscellaneous.

Our Mother's Ctsp ½-pt, doz	1 40
Our Mother's Ctsp, pts, doz	2 30
Blue Label, 25 ½ pts to cs	3 10
Blue Label, 25 pts to cs	5 00
Blue Label, 12 qts to cs	4 00
Mother's Own, pts	1.50
½ pts	.90
London's Rockaway, Pts., doz	2.25
Sailer's "Purity," doz	90
H. B. Catsup, pts	2.15
" ½ pts	1.25

Chocolate and Cocoa

CHOCOLATES.

Baker's.

German Sweet, 6-lb boxes, ⅛s and ¼s	24
Eagle, 12-lb	33
Premium, 12-lb	38
Vanilla, 12-lb	41
Powdered, ¼s, ½s, 1s, 12-lb boxes	26

Subject to quantity discount.

Huyler's.

Vanilla, 12-lb. boxes	.36
Premium, 12-lb. boxes	.33

Lowney's.

Cream Cakes, per box	80
Ice Cream Drops, per doz	75

Ghirardelli's.

In paper

Eagle, 24 1-lb	21
Eagle, 12 1-lb	21½
Eagle, 12 ½-lb	22½
Eagle, 12 ¼-lb	24
Crescent, 6 5 to lb	17
Crescent, 12 5 to lb	19½
Cal, Sweet, 6 6 to lb	21½
Cal. Sweet, 12 6 to lb	21
Monarch, 12 ½-lb	26
Monarch, 12 1-lb	24
Monarch, 12 ½-lb	27
Star, 24 1-lb	19
Star, 12 1-lb	19½

Ground.

In tins

Ghirardelli's, 12 1-lb tins	26½
Ghirardelli's 24 1-lb tin	26
Ghirardelli's 60 3-lb tins	24
Venard's, 24 1-lb tins	21
Venard's, 60 3-lb tins	20
Miner's, 12 1-lb tins	22½
Miner's, 24 1-lb tins	22
Miner's, 20 3-lb tins	22

5 per cent off on 120-lb lots

COCOAS.

Baker's Bkfst, ¼-lb	42
Van Houten's, ⅛s and ¼s	35
Van Houten's, 1s	69
Royal Dutch, ⅛s	29
Royal Dutch, ¼s	57
Royal Dutch, 1s	1 15
Epp's, 14/½s	40
Fry's, ¼s	39
Webb's, 6/½s	22
Lowney's, ¼s	40
Ghirardelli's Bkfst, 6/½s	25
Ghirardelli's Bkfst, ¼s	40
Ghirardelli's Bkfst, 1s	70
Miner's Bkfst, ¼s	37
Miner's Bkfst, 6/½s	35
Menier's, 1s	65

COLUMN 24.

Condensed Milk

BORDEN'S CONDENSED MILK CO.



Gail Borden Eagle brand, 4 doz case lots 6 85
Do case lots 6 85
Pony 2 25
Challenge 4.70
Floral 4 65
Dome 5 75
Rose 4 40
With 6 cases Rose Cream Ease free
(Each Cabove Brands 4 doz In case)

Borden's Malted Milk, Trial Size, per doz 90



Borden's Pioneer Brand Evaporated Cream

Large Cans, 4 doz in case 6 00
Peerless 4 70
Yacht 3.25
Family Size, 4 doz in case
Quarts, 2 doz. in cs

ALL ABOVE BRANDS GUARANTEED



CARNATION CREAM

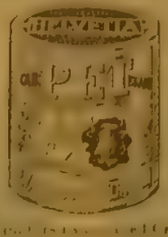
20 oz cans 4 doz
Per case 4 00
5 cases 3 90
25 cases 3 90
50 cases 3 85



LILY
[large tin]

1 cs. $3 90
10 cs 3 85

Helv tia Milk Condens'g Co.



Original Helvetia Evaporated Cream 4 doz In box 3 10
Baby, Pet, 6 doz 2 40
Pet or Dime, 4 doz per case 2 35



Jersey Evaporated Cream

213-215 Market st.

Tel Bush 875

Miscellaneous.

[illegible]	3 60
[illegible]	4 20
Borden's Malted Milk, doz	4 75

Cereal Coffee.

Pac Prize, 24 ½s, per doz	2 25
Postum, 24/½s, per doz	1 25
Postum, 24 ¼s, per doz	2 25
Postum, 12 1s, per doz	2 25
Postum, 100 ¼s, per doz	3 75

Chutney.

Chutney, 4 oz	16
Chutney, 8 oz	2 75
Chutney, 12 oz	4 00
Chutney, 16 oz Grey, pts	4 25
Bengal pure pts	2 00

COLUMN 25.

EQUAL TO THE BEST



BETTER THAN THE REST

ALPINE

EVAPORATED CREAM

	Per case
1 to 5 cases, 4 doz to case	4 50
6 to 10 " " "	4 40
10 to 24 " " "	4 30
25 to 100 " " "	4 20

Gallons

1 to 5 cases, 6 to case	6 50
5 to 10 " " "	6 40
10 to 25 " " "	6 30

ALPINE MILK

(Sweetened)

4 Dozen to case 16 oz $4 00

ALPINE EVAPORATED CREAM CO.

Factory
HOLLISTER, CAL.
Office and Salesroom
123 California Street
San Francisco, Cal
Phone Green 106.

Cranberry Sauce. doz

Anderson, 2 doz box	2 [illegible]
Dennison, 2, 2½, 1 box	1 00
Lee Gordon, 1s, 2 doz	2 [illegible]
Lee Gordon, 2s, 2 doz	3 [illegible]
Lee Gordon, 3s, 2 doz	3 [illegible]
Lee Gordon, 10s, 1 doz	2 [illegible]
Home Made, 1s, 2 doz box	2.15
Home Made, 2s, 1 doz box	1 00

Cottolene.

3-lb pail, per crate of 6 pails	4 [illegible]
5-lb pail	6 [illegible]
10-lb pail	6 [illegible]
20-lb pail	6 [illegible]

With 7 [illegible] free

" 1	
" 2	
" 10	

Price $7.00, $ [illegible], $ [illegible]

Curry Powder.

Cross & Blackwells, 2 oz	1.35
" 4 oz	[illegible]
Dia 4 oz	3 [illegible]
Do 10 oz	5 [illegible]
East India, Bombay, 10 oz	5 [illegible]
East India, Bombay, 4 oz	3 [illegible]

Extract of Beef.

Liebig's Genuine,

	2 oz	4 oz	8 oz	16 oz
doz	4 [illegible]	8 [illegible]	15.00	29.75

"Rex" Solid.

2 oz, doz	1 [illegible]	4 oz doz	$12.75
4 oz, doz	2 [illegible]	16 oz doz	24.75

Marshall's

2 oz, per doz $2 40

Gelatine.

Knox's, per doz	1 20
Knox's, per gross	11 00
Cox's, per doz	12 00
Cox's, per gross	1 1

Ginger (Preserved).

1 oz, per doz	1 [illegible]
2 oz, per doz	2 25

Lemon Sugar.

Gilt Edge 24 per doz	1 37½
Gilt Edge 24 1 per doz	1 25

Lime Juice.

Tahiti, 24 4 oz per doz	1 25
Tahiti, pint measure, 16 oz	1 70
Tahiti, full measure, 16-oz	1.75
Tahiti, full measure, 32 oz	2 70
Tahiti, bulk gal	1.00

Mushrooms.

Le Court, 10 to 14	17 50
La Forest, 100 to 120	2.75
Hotel, 100 to 120	2.00
Fancy Stuffed, pts	4 00

COLUMN 26.

OLIVES.

OLIVES IN BULK.

	25 gl.	10 gl.	5 gl.	3 gl.
Ex. No 1, Q'n.	1 40	11 50	6 00	3 75
Lge No. 1. "	1 00	10 50	5 00	3 25
No 1 Qu'n .	95	9 75	4 75	2 90
No 2 "	85	8 75	4 50	2 85
Manzanilla....	70	7 25	3 75	2 40

Extra charge for kegs & barrels.



Olives

SEVILLE PACKING CO.

White Label Queen Olives—

28-oz., per doz.. $5.50
18-oz., " ... 3.75
6-oz., " . 1 25

Pim-Olas

18 oz, 2 doz, per cs, per doz $6 10
10 " " " " 3 50

Baby Pim-Olas

10-oz, 2 doz. in case, per doz. $2.50
6-oz, 2 doz. in case, per doz . 1.50

Olive Oil

NICELLE

	Case
½ pints, 4 doz	$9 00
Pints, 2 doz	8 55
Quarts, 1 doz	7 85
2½-oz.	9 00



CRYSTAL BRAND OLIVE OIL.
Pure California Products.

7-oz.
Per doz...$2.40
3 doz..... 6.75

14-oz.
Per doz... 4.50

Quarts.
Per doz... 7.25

Put up by
G. O. Ryden.
GORDON PACKING CO., Distributors.

MISCELLANEOUS

Golden Gate, in gal tins, per gal	1 80
" ½ " "	1 85
" ¼ " "	1 90
Palm Grove, pure Cal., qts. .. dz.	7 75
Cooper's qts., ℔ cs of 2 doz...	10.00
Cooper's pts, ℔ cs of 2 doz...	10.00
Antonini, J.P.S., qts, ℔cs..	7.40
Do 1½-gal. tins, ℔ tin..	2.90
Duret, qts, pts, ℔ doz cs..8.00	7.00
Lucca, Crosse & Blackwell's qts.	7.50
Lucca, Crosse & Blackwell's pts, 2 doz	8.25
Lucca, Crosse & Blackwell's ½ pts, 3 doz	7.25

Salad Oil.

Durand Oil.

Quarts, 1 doz. to case, per case	$1 90
Pints, 2 " " "	1.95
½-Pts, 3 " " "	1.00

Puritan Salad Oil

Quarts, 1 doz 1 case, per case	2.20
F. Dubec & Fils, 1 dz qts, per case	1.50
Imitation Lucca, qts	1.90

"Primrose" Salad Oil.

Tierces, about 50 gal, gal	$ .10
1 gal. tins, 10 to case, gal.	.70
5 gal. tins, 1 to case, gal..	.45
1 gal. tins, 20 to cs., gal.	.75
Quart bottles, 12 to cs, doz	1.85
Pint bottles, 24 to cs, doz	.85
½ pint bot., 36 to cs, doz	.65

Paprika.

Gordon Packing Co.

1-16 lb ...doz		¼ lb. ... doz	6 00
⅛ lb doz		1 lb doz	
¼ lb doz		Bulk, lb.....	

Peanut Butter

Heron's, 2 doz to cs, per dz..2.40

Peels.

Citron, 25 lb box .. ..$	
Citron, 10-lb box	11½
Lemon, 25-lb box	.11¾
Lemon, 10-lb box	12¾
Orange, 25-lb box	.12¾
Orange, 10-lb box	12¾

COLUMN 27.

PICKLES.

Gordon Packing Co.

California—Mixed or Plain.

No. 1, bbls, per gal.....$0.24 to	$0.27
No. 1, ½ bbls, per gal.. .26 to	.29
No. 1, 10-gal keg, p kg. 2.25 to	2.45
No. 1, 5-gal keg, p keg. 1.15 to	1.25
No. 1, 3-gal keg, p keg. .80 to	.85
No. 2, bbls, per gal.....	.22
No. 2, ½ bbls, per gal.....	.24
No. 2, 10-gal keg, per keg.....	2 10
No. 2, 5-gal keg, per keg.....	1 05
No. 2, 3-gal keg, per keg.....	.80
No. 3, bbls, per gal.....	.14
No. 3, 10-gal keg, per keg.....	1 15
No. 3, 5-gal keg, per keg.....	.60
No. 3, 3-gal keg, per keg.....	.55

SWEET—"PACIFIC."

Bbls, ℔ gal	51
½ bbls, ℔ gal.	58
10-gal keg, per keg.....	5.00
5-gal. keg, ℔ keg	2.75
3-gal. keg, ℔ keg	1.75
Square, 1doz ½-gal, ℔ doz..	2.25
Square, 2 doz ¼-gal, ℔ doz..	1.60
Square, 4 doz ⅛-gal., ℔ doz	1.25
Round, qts, ℔ doz.....	3.75
Round, pts, ℔ doz.....	2.50
Round, ½ pts, ℔ doz.....	1.75

Crosse & Blackwell's.

	Doz.
Mxd Pkls, pat tops, pts..	4.15
Mxd Pkles, Pat tops, ½ pt..	2.50
Mxd Pkls, corks, pts.....	3.95
Chow Chow, pat tops, pts..	4.15
Chow Chow, pat top, ½ pt..	2.50
Chow Chow, corks, pts....	3.95
Onions, pat tops, pts.....	4.15
Onions, pat tops, ½ pts...	2.50

PRETZELS.



Hoeflin Pretzel & Baking Co.,
431 Sixth St.

Hand-made Pretzels a Specialty.

Size 1, 8s, per lb.....	12c
Size 2, 8s, per lb.....	12c
Size 3, 8s, per lb.....	12c
Fingers, 10s, per lb.....	12c
Hazlenut, 10s, per lb.....	12c

Also furnished in cases, 20 to 30 lbs., at 11c per lb., and barrels at 10½c lb

Root Beer



Less 5 per cent. on gross lots

Hires' case of 1 gr.....	20 00
6 doz. lots	10 00
3 "	5 00
1 "	1 75

Hires' Carbonated Root Beer cs of 2-dz pt bottles, patent tops, per cs $2.00 in 5 case lots 1 95
Hires' Carbonated Ginger Ale Per case 2 00
5-case lots, $1.95.



Hires' Rootbeer Carbonated and Ginger Ale empty bottles, if returned to Soohn-Patrick Company, will be received by them at 25c. per case of 2 doz. bottles (with case) Delivered at San Francisco.

COLUMN 28.

Saratoga Chips.

(Less 5 per cent)

Boxes, 15 and 30-lb, per lb..$0.20
Cartons, 6-oz, 2 doz in cs, doz 1.30

SAUCES.

SNIDER'S SALAD DRESSING



Pints, 1 doz. in case, doz. $2.75
Hlf-Pts, 2 doz. in case, doz. 1.75



Snider's Oyster Cocktail 8'ce pints, 2 doz to c'se, doz . 2 40

Same gallon jugs, 6 to case, per gal..... 1 80

Snider's Chili Sauce, pints, 1 doz. to c'se doz 2 40

Same, half pts 2 doz. to c'se doz 1 45

Bayle's Tabasco Pepper Sauce, in cases, 6, ½-doz. boxes, per doz. $3 00
boxes of 12 bottles, per doz..... 3.50

Holbrook's W'cestershire, ½'s.	2.40
Do pts.	4.00
Do qts.	
*Lea & Perrin's Worcestershire, sma"	2.75
*Lea . rrin's Worcestershire, medium	5.00
*Lea & Perrin's Worcestershire, large	8.25

*5 cases 5c ℔ doz less.

Ban-ki-por, ½ pts, 2 doz case, per doz	2.40
Ban-ki-por, pts, 1 doz case....	3.80
Tobasco, McIlheny	4.10
Tobasco, New Iberia	3.50
Braunhardt's	
Tropical, ½-pts, 2 doz. per case	4.50
" pints, 2 doz. " "	8.10
Bengal Worcester, ½ pt.....	.55
Bengal Worcester, pt	1.05
Pepper, sprinkle top, ½ pt.....	2.00
Superior Pepper, small	.75
Superior Pepper, large	1.50

Pure Food Pk'g Co.

Worcester Sauce, London Club, ½ pts, do ..... .75

Salad Dressing.

Durkee, small, 2 doz, ℔ doz...	2.55
Do large, 1 doz, ℔ d...	4.80
Do picnic size, 4 dz, ℔ dz..	1.00
My Wife's, 1 dz. 16-oz. case....	2.75
My Wife's, 2 doz, ½ pt, cs.	3.40

Alpha Salad Cream.

Jumbo, 1 doz. to case, per case...	4.25
Do large, 2 doz. " " " ...	4.70
Do picnic, 2 " " " ...	2.50

El Paso Manfg. Co.
1653 Mission St.



Manufacturers

Flavoring Extracts
Fruit Juices
Syrup
Salad Dressing
Bluing
Ammonia

—

Meat and Salad Dressing, doz. .90

COLUMN 29.

SOUPS.



CAMPBELL'S (1-lb. Condensed). Packed 48 1-lb. cans to case. Straight cases of any variety, or following assortment:

8 Tomato, 6 Vegetable, 4 Ox Tail, 3 Mock Turtle, 3 Chicken Gumbo, 2 Tomato Okra, 1 Julienne, 2 Beef, 2 Consomme, 2 Pea, 2 Celery, 2 Vermicelli-Tomato, 2 Clam Chowder, 2 Mutton Broth, 2 Bouillon, 3 Chicken, 2 Mulligatany.
Price, per doz, any variety...$0.90

Miscellaneous.

Anderson's Asstd, per doz....	.90
Anderson's straight, per doz..	.90
Snider's Tomato—3 lb tins 2 doz. in case, per doz.	$2.60
Same—2 lb tins 2 doz. in case, per doz.	$1.35
Van Camp's asstd, per doz....	.90
Van Camp's straight, per doz.	.90

SALT.



LESLIE SALT.

Free Running—

Cartons, 20 5s.....$	2.50
Cartons, 24 3s.....	2.00
Cartons, 48 2s.....	2.75
Caddies, 50 2s.....	3.25

Velvet Grain—

Bales, 50 3s.....	1.50
Bales, 30 5s.....	1.50
Bales, 15 10s.....	1.50
Bales, 8 20s.....	1.50
50-lb sacks, per ton.....	18.00

H. B. H. Liverpool.

Bales of 75, 2's, per bale.....$	1.25
Bales of 40, 4's, and 15 10's....	2.0
Bags, 200s (50s $5), per ton..	7.50

Rock Salt.

Half-Ground, 100-lb sacks, per ton .....$	3.50
Stock, 100-lb sacks, per ton...	3.00
Liverpool Lump, per ton.....	13.50
Cal. Table and Dairy, pr bale.	1.0
Cal. Table and Dairy, 50's, per ton	6.25

Package Salt.

Shaker Salt, per doz.....$	0.90
R. S. V. P., 3's, 24 to cs, p. cs.	2.25
R. S. V. P., 5's, 20 to cs, p. cs.	2.75

Celery Salt.

Mertens, 1 doz in box..... 1.05

Sauerkraut.

Barrels, per lb.....	.02¾
½ bbls	.03
¼ bbls	.03¼
3-gal kegs, per keg.....	.90
5-gal kegs, per keg.....	1.15
10-gal kegs, per keg.....	2.25
2-lb tins, 2 doz in cs, doz....	1.35
2½-lb tins, 2 doz in cs, doz..	1.60

COLUMN 30.

SPANISH DELICACIES.

Specialties of the **Spanish-American Food Co.**
149-155 Fremont St.
Medal Goods. Paris Exposition.
IXL BRAND.



	Doz.
Beef Tamales in key op. cans	.95
No. 1 Boneless Chicken Tamales in key-op. cans	1.30
No. 2 Not Boneless Chicken Tamales in key op. cans	1.00
Extra Special Boneless Tamales in key op. cans 1.60	
Chili Con Carne, 1 lb.....1.20	
Enchiladas, in key-opener cans 1.20	
FRIJOLES, 1 lb	.90
Tripe, Spanish style, 1 lb	1.25
Concentrated Soup. pts., 20 varieties	.90
Concentrated Soup, qts., 20 varieties 1.85	
Minced Deep Sea Clams, 1 pt.	1.00
Minced Deep Sea Clams, 2 pt	1.65
Clam Juice, 1 pt.....	.95
Clam Juice, 2 pt.....1.50	
Cal. Baked Beans, tomato sauce, 1 lb., 4 doz in case...	.85
Cal. Baked Beans, tomato sauce, 2 lbs., 2 doz to case ...	1.35
Cal. Baked Beans, tomato sauce, 3 lbs . 2 doz to case...	1.75

Chili Beans (Tamale Sauce)

1 lb, 4 d z to case.....	.85
2 lb, 2 " "	1.35
2 lb, 2 " "	1.75

Deviled Oysters, for Sandwiches 4 doz to case	1.40
Pate Chicken Liver for sandws. 4 doz. to case.....	1.40
Macaroni and Cheese, with Tomato sauce, 1 lb, 4 dz. ca..	.90

Truffles.

Rilhac, 100/¼'s, per doz.....	12.00
Rilhac, 100/ 1-16's, per doz....	3.00
La Forrest, 100/¼'s, per doz..	17.00

Vinegar.

	½ Bbl.	10 bbl.	5 gal.	3 gal.
30 grain....	08	10	1 15	65 50
40 grain....	10	12	1 35	75 60
50 grain....	12	14	1 70	90 80
60 grain....	14	16	2 00	1 10 95
80 grain....	16	18	2 65	1 50 1 25
90 grain....	18	20	3 50	1 85 1 65
100 grain....	20	22	3 85	2 00 1 85

Hammond's Vinegar.

Salad, qts, per doz.....1.25

Yeast Cakes.

Great Western	1.00
Gillett's Magic	1.20
Yeast Foam	1.20

COLUMN 31.

Department 19.

GROCERY SUNDRIES.

Axle Grease.

H. & L., per case.....$1.50
C. & S., 2-doz case, per case... 2.00
" 5 cs lots.... .....1.95
" 10 cs lots.....1.85
Frazer's, 2 doz tins, per case..2.25
Frazer's, 4 doz wd, per case... 3.60
Frazer's, 15-lb pails..... .85
Mica, 3 doz tins, per case..... 2.50

Paper Bags.

Automatic, Self-opening, 500 in pkg. List.
¼-lb .....$1.00 8-lb 4.80
½-lb ..... 1.20 10-lb 5.20
1-lb ..... 1.60 12-lb 6.30
1½-lb ..... 1.70 14-lb 8.30
2-lb ..... 2.00 16-lb 9.00
3-lb ..... 2.50 20-lb 10.00
4-lb ..... 2.90 25-lb 11.00
5-lb ..... 3.40 30-lb 13.00
6-lb ..... 4.00 35-lb 15.00
7-lb 4.40

Discounts from above List:
...(Cheapest).....50 pct and 5, 10's
Eagle or Equal....50 pct and 2, 10's
White Fibre, or any white bag, ...50 pct and 1, 10's
Mikado (striped) .....40 pct
Sugar Bags, broad bottom, lb....06
Lion, 40 per cent and 1.....1.10

Bluestone.

Barrels, per lb (5 bbls 5½c) .$0.05½

Bathbrick.

Bristol, 2 doz, per case (25 case lots 67½c) $0.70
Powdered, 20 1's, per case 1.15
Powdered, 40 ½'s, per case 1.25

CANDLES.

Adamantine.

Schneider's 10 oz, 20's.....$0.07
Schneider's 12 oz, 20's..... .08½
Schneider's 14 oz, 20's..... .09½
Parafine, 20 1 lb. cakes...1.90
do, 5 bx. lots.....1.80
do 40 1 lb cakes.....3.80
do 5 bx lots.....3.65
do 100 1 lb cakes.....9.50
do 5 bx lots.....8.50
P. & G. Adamantine, 10 oz. 8¼
do 12 oz. 9¼
do 14 oz. 10½
Yacht Club Quartz Candles
20 sets 14 oz..... .10
40 sets 14 oz. ..... .09¾

Stearic.

Schneider's 14 oz 20's or 40' .12
Schneider's 16 oz 20's or 40's. .13½

Parafine, Etc. Per lb.

4s, 6s, in cartons of 36-lb bxs..10¼
12s, in cartons of 36-lb bxs.....10¾
½-lb, in cartons of 25-lb bxs...10¼
1-lb, in cartons of 25-lb bxs....10¼
Colored 1c higher.
Beeswax, pure for churches.. 40
Do No 2..... 30
Do No. 3..... 25
Christmas, all sizes.....8 8½
Do holders, ℔ gross..... 85
Wax Tapers, ℔ doz pkgs (℔ gross 8.00).....65 75
Night Lights, German, on pap & wd, (doz 40)..... 65
Do French, on tins, doz.. ..... .50, .75, 1.10

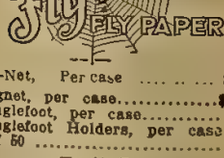
Cordage.

Basis price: Manila 14½c. Sisal 9¾c (5,000 lbs ¼c, and 10,000 lbs ½c less.)

Egg Food.

Pratt's, 26-oz, 2 doz in cs....$2.25
Wellington's, 1-lb, 2 doz box..-2.00

Fly Paper.



Fly-Net, Per case $2.60
Magnet, per case.....$3.50
Tanglefoot, per case..... 2.90
Tanglefoot Holders, per case of 50 ..... .75

Fruit Jars.

Mason's, pts, per gr..... 5.50
Mason's qts, per gr..... 6.25
Mason's, ½ gals 8.50

Fruit Jar Caps.

Porcelain, 6 doz to box, per bx 1.05

Fruit Jar Rubbers.

No. 1 white, per lb..... 50-60c
"Gold Seal," cartons, per gr.. .75
"Badgers," cartons, per gr.... .60

Hops.

No. 1, ¼ lb, 30-lb. box, lb..... .28
No. 1, ½ lb, 30-lb box, lb..... .28
No. 1, 1 lb, 30-lb box, lb..... .28
Less than 30-lb boxes..... .29

Horseradish.

½-pts, 2 doz in box, doz..... 1.10
Pts, 1 doz in box, per doz.... 1.50
Qts, 1 doz in box, per doz..... 2.75
Bulk, per gal ..... .75

Glue.

Le Page's, 1 oz, per doz..... .75
Le Page's, 2 oz, per doz..... 1.15
Le Page's ½-gill tins, per doz. 1.20
Le Page's, 1-gill tin, per doz.. 1.60
Standard, small, per doz..... .50

COLUMN 32.

EUREKA INSECT EXTERMINATOR.



Manufactured by
Jos. Fusch, 525 Front Street, San Francisco.

10c size, doz 75
25c size, doz 1.75
60c size, doz 4.50
1.00 size, doz 8.00

Harmless to persons or animals; does not irritate the skin or injure the eyes.

MATCHES.

Metropitan, full count, per tin.$1.15
Universal, shrt count, pr tin .85-.90
Boys' block pap pkg, per doz .10
Swedish Safety, per gross..... .80
Swedish wind, 1 gross..... 85
Vulcan Parafine, 65s, ℔ gross (50 gross 50c) .....50 .55
Japanese Safety, per gross..... .50
Squirrel Matches, 55s, per gross .43
Ship Safety Matches, la ge, gross .75
" " small, " .65

Diamond Match Co.'s.

Anchor, 200 ..... 1.70
..Do 500s..... 4.00
G. G., 60s..... 2.75
Red Top Safety 3.25
S. & C., Eastern Parlor, 80s.... 4.25
Press, 100s, 5-gross cs..... 4.75
Little Star, per cs..... 2.25
Search Light, 500s, large 1 gr.. 4.75
(Discount of 25c per case on 5 cs lots)

Paper, Wrapping.

Butter, White, ℔ ream..... 20
Do Waxed ℔ ream..... 25
Manilla, No. 2, roll, any sz. lb...8½
Manilla, No. 1, rolls or reams, ℔ lb..... 5
Straw, ℔ ream..... 70
Do rolls any size, ℔ lb.... 3¼
Drab, ℔ ream..... 60
Do rolls any size, ℔ lb.... 2⅝
Metropolitan White Fibre Rolls, per pound 4

Paper, Toilet.

Columbia, in rolls, 7 oz, per cs of 100 .....2.75
Royal, 100 rolls of 500 shts.....4.00
Pilot, 100 tablets of 500 shts..3.75
Golden Eagle, 100 tablets of 1,000 sheets 8.00

Polishes, Shoe.

Mason's.

Mason's Colt-Coron-Ide Per gross $4.70; per doz 40c
Mason's Paste Stove Polish Per gross $4 70; ¼-gross $1 20
Mason's Challenge, per doz ... .40
Mason's Challenge, per gross... 4.70
Challenge Shoe Dressing, small per doz .. $ 75
large " " 1 50
Russett Comb'n. shoe Dressing small, per doz 75
large, " " 1 50
Black Comb'n Shoe Dressing small per doz 85
Patent Leather Polish, per doz .. . 50
Mason's, No. 4 45
" " per gross 5 20
" No. 3 per doz 35
" " per gross. 3 40
" No 2 per doz 30
" per gross..... 3 00
" No. 1 per doz . 25
" " per gross . 2 80

Scott & Gilbert Co.

Manufacturers,
214-216 Mission St., San Francisco



In 3 dozen cases per

Alaska Seal Cil.... 20 00
Top Notch 15 0
Russian 12 00
Boss..... 9 00

Bixby's.



Jet Oil .....per doz. 85
Jet Oil, 3 doz. in box, with Marvel Brush Free 2 55

COLUMN 33.

BIXBY'S—Continued

Royal Polish ..... per doz. 85
Royal Polish, 3 doz, in box, with 8 pkgs. 5c Carpet Tacks free.2 55
Shoe Satin, Small Comb, per doz. 80
Shoe Satin, Large Comb, per doz. 1 25
No. 5, Shoe Satin Paste, per doz. 40
No. 10, Shoe Satin Paste, p doz 85
Satinola, Small Comb 80
Satinola, Large Comb 1 25
No. 5, Satinola Paste, ... 40
No. 10, Satinola Paste 85
"BBB" Blacking Size M. 3 dz. in box ..... } 1 25
½doz. paste free }
"BBB" Blacking, Size B, 3 doz. in box ..... } 2 50
1 doz. paste FREE ..... }

Polish, Stove.

Rising Sun, large pkg, ℔ gross.6.25
Do 5-gross lots, ℔ gross..6.00
Do Small pkg, ℔ gross....4 25
Sun Paste, large, ¼ gross, per gross 8.00
Sun Paste, small, ¼ gross, per gross 5.00
Enameline, No. 4 tins, ℔ gross.5.00
Do No. 6 tins, ℔ gross.....8.25
Do Liquid, pt-tins, bx 3 doz.2.25



Small, 3 doz. to cs., per cs..$1.50
Large, 3 doz. to cs., per cs. 2.50
(½ doz. free with each case)

Polish, Metal.

Electro Silicon, 1 gr in case, per doz ..... .80
Brilliantshine, ½ pts, per doz.. .90
Brilliantshine, pts, per doz.... 1.70
Brilliantshine, qts, per doz.... 3.10

U. S. Metal Polish.



	Doz
POLISH	
Qts	$3 00
Pts.	1 70
½ Pts	90
PASTE	
lb	$3 00
½ lb	1 75
3 oz	80

Barkeepers Friend powder gr $18 00

U. S. METALLIC POLISH

PASTE is put up by a Practical Chemist; also in Liquid Form. Free from Acid or Grit. 20 years in the Markets of the World. **J. T. WILSON,** Pacific Coast Agt., 1770 15th St., S. F. For sale by all dealers. Also the Barkeepers' Friend Cleaning Powder.

Rope.

Manila, 1¼-in. cordage ..... .15
Sisal, 1¼-in. cordage 10½

Seeds.

Anis 14
Canary 6¾
Caraway 8 10
Celery 15
Coriander 15
Cumin 18
Flax, ground 4
Flax, whole 3¾
Hemp, sacks 4½
Millet 6½
Mustard 5½
Poppy (Or. sks 9¼)..... 10¾
Rape, Cal..... 4½
Bird gravel, 40 2s..... 2 00
Bird Seed Mixed 48—1-lb pkg

Original sacks ½c less

Sheep Dip.

Little's, 10½-gal tins per gal$1 05
Little's, 5-gal drums, per gal.. 1.05
Smith's, 10½-gal tins per gal 95
Smith's, 5-gal drums, per gal 95

Twine.

Cotton, 4 ply, 100-lb bls, per lb 19
Do 3 ply, 100-lb bls, per lb . 19
Do 2-lb cones, per cone . . . 44
Hemp, 8-oz balls, per 3-lb pkg . 70
Do, 4-oz. balls, per 3-lb pkg. 75
Do 2-oz balls ℔ 3-lb pkg . . .
Sack, 4 ply, 12-lb pkgs, per lb 23

Wax.

Fruit, 25 1-lb pkgs. 90
Japan, per lb 20
Beeswax 35

Wax Strings.

12 in 10 pkg 100 strips each . . 1 50
14 in. 10 pkg 100 strips each . . 1 60

COLUMN 34.

COLUMN 35.

Department 20.

WOOD AND WILLOW WARE

AXE HANDLES.

Ex. 36-in., doz.....$2.25
No. 1, 36-in., doz..... 1.75
No. 2, 36-in., doz..... 1.25
No. 3, 36-in., doz..... 1.05
Ex. 38-in., doz 4 00
Ex. 40-in., doz 4.25

BASKETS.

	Per Doz.
Cal., Open, Spruce, No. 3..	.80
Cal., Open, Spruce, No. 4..	.80
Cal., Open, Spruce, No. 5..	.84
Cal., Satchel, Spruce, neat, 0-5	1.10
Cal., Satchel, Spruce, neat, 1-5	1.00
Cal., Satchel, Spruce, neat, 1-11	.71
German market nest of 4	1.25
Clothes, Oval, Wil., No 0	6.50
Clothes, Oval Wil., No 1.	6.00
Clothes, Oval, Wil., No. 2.	7.50
Clothes, Oval, Wil., No. 3.	9.00
Clothes, Oval, Wil., nest 4...	3.17
Japanese Telescope, nest of 5, size 18x12x7.....	1 10
Same, size 20x13x7	1 50
Same, size 24x15x10	2 00

BOWLS, WOODEN.

	Per Doz.
Maple, No. 1, 11-inch.....	.75
Do No. 2, 13-inch.....	1.50
Do No. 3, 15-inch.....	2.75
Do No. 4, 17-inch	4 25
Do No. 5, 19-inch.....	6 75
Do No. 6, 21-inch	7.50
	Per nest.
Maple Nests, 3, 13, 15, 17-inch	.71
Same, 4 13, 15, 17, 19-inch	1.20
Same, 5, 13 to 21-inch...	1.81

BROOMS.

	Per Doz.
Patent Cap, No. 1.....	3.80
Patent Cap No 2.....	3 00
Patent Cap, No. 3.....	3 35
Extra Patent, No. 1.....	3.85
Extra Patent, No. 2	3.00
Extra Patent, No. 3.....	2.40
Ladies' Pride, No. 1.....	3.85
Ladies' Pride, No 2	3.60
Ladies' Pride, No 3	2 40
Little Beauties	3 00
Ladies' Delight	2 80
Toy 2 strings.	90 1 35
Wisp, 2 strings	90 1 25

BRUSHES.

	Per Doz.
Dust	2.00 12 00
Scrubbing	55 3 00
Dandy	1 00 5 75

Shoe Brushes.

No 1, block tampico ..	1 10
No. 2, bristles	1.65
No 3, white bristles	1.70
No 4 bristles	2 00
No. 5, white bristles	2.25
No 6 horse hair	2 70
No 7 bristle	3 00

Stove Brushes.

	Per Doz.
No. 1, tampico, handles...90c	$1 10
No 2 bristles, handles	1 85
No 3, tampico, handles	1 85
No 4 bristle, handles	3 25

Ox Fibre Brushes.

	Per Doz.
Scrub T & B 9x1½ in face	80
Do Dbl. 10x2¾ in face	2 00
Do Miscle 7½x2 in face	1 10
Do Oval 8¼x1¼ in face	85
Do Cut 10¼x2¼ in face	1 60
Do Bal. 8¼x2¼ in face	1 25
Do Mouse 6¾x2¼ in fa	1 00
Do Alligator 10½x2¾ in face	2 25
Do Goose 8¾x2¾ in face	2 00
Do Duck 6¾x2¾ in face	1 50
Stove, Hustler 8½x2¼ in face	2.25
Sink Pail 9¾x2¼ in face	1 40
Sink Goose 13¼x2¾ in face	2 25
Horse Pointer 10x3¼ in face	[illegible]
Creamery Jersey 9x7 in face	3.25
Creamery Holstein, 9½x7¾ in face	3 50
Hand Peacock 10½x4 in face	[illegible]
Hand Windsor 4½x1¼ in face, cut stock	6 00
Whitewash Snowstorm, 9-in., per doz.....	2.00
Cuspidor 9 in, per doz	1 75
Same, 7-in., per doz.....	1.50

CAN OPENERS.

[illegible] per doz $0 75
[illegible] per doz 1 75
[illegible] per doz 2 25

CARPET SWEEPERS.

[illegible] per doz 2 50 to 27 00
[illegible] per doz 24 00

CHEESE RAPES.

[illegible] 1 10 in $2 20
[illegible] 2 20 in 2 75
[illegible] 2 24 in 3 50
[illegible] 4 00

Clothes Line.

[illegible] per doz $0 90
[illegible] per doz 1 25
[illegible] per doz 1 50
[illegible] per doz 1 75
[illegible] per doz 1 90
[illegible] per doz 2 25
[illegible] per doz 1 75
[illegible] per doz 2 50
[illegible] per doz 1 60
[illegible] 100 feet per doz 1 90
[illegible] 100 feet per doz 2 75

COLUMN 36.

Clothes Line Pulleys.

Galv Iron, per doz.....$0.50

CLOTHESPINS.

Common, per bx of 5 gross .65
U. S. Patent Spring, per gr .60

COFFEE MILLS.

Enterprise, Family, No. 1, doz $2.50
Enterprise, Family, No. 2, doz. 3.50
Enterprise, counter, ea....5.50-35.00

CORKS.

Wine, pt size, per M.....$4.75
Wine, qt size, per M..... 5.25

Demijohns.

(Less 40-10-5 per cent discount.)
¼-gal., doz .$3.25 2-gal., doz..$16.50
½-gal., doz . 4.50 3-gal., doz.. 13.50
1-gal., doz... 6.50 5-gal., doz.. 19.00

Dust Pans.

No. 1 Japan, doz..... .63
Covered, doz 1.05
Janitor, doz 2.25

Dusters.

China fancy colored, doz.... .75
Standard Turkey, No. 10, doz.. 1.40
Standard Turkey, No. 12, doz.. .90
Standard Turkey, No. 14, doz . 2.50
Standard Turkey, No. 16, doz.. 3.00
Standard Turkey, No. 18, doz.. 3.50

DOOR MATS, COCOA.

	Per Doz.
Light, No 1, 14x24.....	4.00
Do No. 2, 16x27.....	5.50
Do No. 3, 18x30.....	7.25
Do No. 4, 20x33.....	9.00
Medium, No. 1, 14x25	5.25
Medium, No. 2, 16x27.....	6.75
Medium, No. 3, 18x30.....	8.50
Medium, No. 4, 20x33..	10.25
Extra, No. 2, 16x27.....	9.50
Extra, No. 3, 18x30..	12.50
Extra, No. 4, 20x33.....	15.00
Extra, No. 5, 22x36.....	18.00
Keystone Steel Mats.....	

Faucets.

Cork lined, No. 1, doz.....$0.60
Cork lined, No. 2, doz..... 75
Cork lined, No. 3, doz..... 90
Cork lined, No. 4, doz..... 1.25
Cork lined, No. 5, doz..... 1.50
Molasses Gates $0.25
Self-Measuring Faucets, each. 3.00
Syrup Pumps (Ent'rprise), ea. 5.75
Syrup Pumps with auger, ea.. 6.00

Ironing Boards.

4-ft., per doz..... 4.20
4½-ft , per doz 4.75
5-ft per doz 5.25
5½-ft , per doz 5.75

LAMP CHIMNEYS.

XX Eureka Grade.
Eureka Crimp Top in Cartons.

	Per Doz.
No. O or E, 6 doz. in case	.75
No 1 or A, 6 doz. in case	.75
No 2 or B, 6 doz. in case.	.95

Eureka Electric.
In Cartons.

No 2 6 doz in case, per doz. 1.00

Lantern Globes, per doz.
Packed 5 doz in case. . .70

Eureka Rochester.

	Per Doz.
No 1, 6 doz. in case ..	.85
No 2, 6 doz. in case....	1.05
No 3, 6 doz in case.....	2.10

Macbeath Pearl Top.

No 1 or A, 6 doz. in case.	.85
No. 2 or B, 6 doz. in case.	1.05

La Bastie.
Heaviest and best in market.

	Per Doz.
No. A, plain bulk, 6 doz. in case	1.20
No B, plain bulk, 6 doz in case	1.50
No A, crimp bulk, 6 doz. in case	1.30
No B, crimp bulk, 6 doz. in case	1.60

Common Chimney.

	Per Doz.
No 0 or E, 6 doz. in case.	.10
No. 1 or A, 6 doz. in case..	.45
No. 2 or B, 6 doz. in case.	.65

Common Rochester.

No 1, 6 doz In case.....	.80
No. 2, 6 doz. in case.....	.90
No. 3, 3 doz in case	2.00

Lamp Burners.

0 or E, per doz.....$0.50	
1 or A, per doz.....	60
2 or B, per doz .4 ...	75
(Blaze fits 13 collar, takes E wick)	
Solar Burners, doz	1.50

LEMON SQUEEZERS.

Ball per doz $0.50
Glass, No 1 per doz 50
Glass, No 2 (for orange) doz 85

MOPS AND HANDLES.

	Per Doz.
9-lb Mop	1 20 and 1 50
12-lb Mops	1 60 and 2 00
Patent Mop Handles	1 00
Plain Mop Handles	.90

PAILS.

	Per Doz.
Wood, painted, 3 hoops....	2.25
Wood, varnished, 3 hoops	2.25
White Cedar, 3 galv hoops	2.75
Flyer	3.50
Galvanized 10 quarts	1.75
Galvanized 12 quarts	2.0
Galvanized, 14 quarts	2.35

SHELF PAPER.

	Per gross.
Narrow, assorted colors.	.12
Wide, assorted colors....	.35

COLUMN 37.

TUBS.

White Cedar—No. 0, 13.00; No. 1, 10.50; No. 2, 9.00; No. 3, 8.00.

Painted or varnished—No. 0, 11.40; No. 1, 9.60; No. 2, 8.40; No. 3, 7.20.

Fiber—No. 0, 18.00; No. 1, 14.50; No. 2, 12.50; No. 3, 11.00.

Galvanized—No. 1, 5.50; No. 2, 6.20; No. 3, 7.20.

WASHBOARDS.

	Per Doz.
California, regular size.....	2.10
California, small	.90
Star	2.75
Bronze	3.50
Good Enough	2.25
Anchor, single	1.90
Nameless	2.25
Peerless, double	3.50
North Star	3.50
North Star, protector....	4.00
Crystal Glass	4.00
Misses	1.50
Toy	.90

WICKING.

	Grs.
Lamp, 0 or E, ⅜-in.....$0.30	
Lamp, 1 or A, ⅝-in.....	.40
Lamp, 2 or B, 1 in.....	.60
Lamp, 3 or D, 1½-in.....	.90
No. 1 Rochester	2.00
No. 2 Rochester	2.75
No. 3, Mammoth	9.25
Junior Rochester	1.50
Stoves, 3-in	1.80
Stoves, 3½-in.	2.25
Stoves, 4-in	2.50
Stoves, 4½-in	2.90
Stoves, 5-in	3.50

WRINGERS.

Wood Frame Novelty.
Two top screws; iron tub clamps.

	Per Doz.
No. 350, 10x1¾ in	30.00
No. 351, 11x1¾ in 36.00	
No. 352, 12x1¾ in 42.00	
One top screw; wooden top clamps.	
No. 360, 10x1¾ in.....31.00	
No. 361, 11x1¾ in.....36.00	
No. 362, 12x1¾ in.....42.00	
Ball Bearing.	
No. 380, 10x1¾ in.....40.00	

MISCELLANEOUS.

Barrels, paper, 100-lbs, ea. .80
Barrels, pa., 50 lbs ea..... .65
Barrel Covers, 14-in. (flour barrel size), per doz..... 1.80
Barrel Covers, 21-in (sugar barrel size), per doz. 2.70
Basins, fiber, 12-in., pr dz. 2.25
Basins, fiber, 1½-in., per doz. 2.50
Brownies, per doz ..85, 1.15 1.35
Butter Ladles, plain, doz.... .45
Butter Ladles, chys, doz . .. .85
Butter Spades, doz . ..... .40
Dishes, oval 1, 2 and 3-lb, per 1,000.....2.20, 2.30, 2.90
Dishes, wire end .....
....1.35, 1.80, 2.35, 2.85, 3.25
Egg Beaters, Dover..... 1.00
Lemon Squeezers, fiber, dz 1.25
Measures, fiber, 4 pcs 1.25
(Set pt., qt., ½ gal and funnel)
Lanterns, O Tubular, doz. 5.25
Lanterns, candle, frame, only doz. 1.00
Lantern Candle, with chimney, doz. 1.75
Lantern globes, in bbls. 70@95
Mouse Traps, 1 to 6 holes, doz., 6 holes ..... .60
Traps, mouse "Does-it-easy," doz. 25
Traps, rat, "Blizzard," doz.... 1.25
Nest Eggs per doz 20
Oil Cans, 1 gal., cush., per doz 1 50 1. 0
Oil Cans, 1 gal., galvanized Iron ..... .90
Oil Cans, 5 gal., galvanized Iron 6.00
Potato Mashers, per doz. 45@75
Rolling Pins, per doz 1 20 and 1.15
Spoons, wooden...30c, 37c .65
Step Ladders, each per ft 17 40
Tacks, steel, assid, 2-oz, doz... 25
Tacks, Common, 2 oz., doz.. 8½
Tapers gal. 30 77-in. sigs doz 65
Tobacco Cutters, standard, ea 80
Toothpicks, per case, 110 box 2.25
Twine Holders 1 string, doz 2.00
Twine Holder counter doz . 3.10
Spittoons, fiber, 13-inch.. 6.00
Spittoons, fiber, 12-inch.. 4.75
Spittoons, fiber, 9-inch 4.00
Whips 90
Window Screens, 12-in., doz.. 1.52
Window Screens 18 in , doz 2.00
Window Screens 24 in doz 2.51

STATIONERY.

Blank Books.

Counter, 48-leaf . . . $	.50
Counter 96-leaf . .	.75
Cap, Day & Ledger, per 100 pp .	40
Full bound ..	50@ 75

Writing Paper.

	Ream
Commercial Note, 7lb ...	75
Commercial Note 6lb ...	90
Letter 10 lb ex ...	1 50
Cap, 12 lb, ex ...	1 08@1 80

COLUMN 38.

Envelopes.

	Per M
XX, 5-in.	1.00@1.50
XX, 6-in.	1.10@1.60
XXX, 10-in.	2.80
XX, 4-in., Baronial, cream or white	1.40@1.80
XX, 5-in., Baronial cream or white.....	1.60@2.00

Inks.

Scott & Gilbert Co.,
Manufacturers,
214-216 Mission Street, San Francisco

SUNSET BLUE BLACK



	gross
Cones, 3 dozen case .$4.50	
2 oz. round studs 3 dz..	4 50
	doz.
4 oz. round studs, 3 dz.	75
½ pints, 2 doz case..	1 25
Pints, 2 doz. in case	2 00
Quarts, 1 doz. in case	3 50
	gal.
5 gallon kegs	70
10 gallon kegs .. .	60
Barrels	50
Assorted colors.	doz.
1 oz, stands, any color	50
2 oz. stands, any color	75

BLACKSTONE MFG. CO.
1960 Howard St., S. F., Cal.



	Gross
Cones, 3 doz to cs.....$3.75	
2-oz., Rnd Cylndr, 3 doz to cs..	3.90
3-oz., Rnd Cylndr, 3 doz to cs..	5.75
4-oz., Rnd Cylndr, 3 doz to cs..	6.50
	Doz.
8-oz., Rnd Cylndr, 2 doz to cs..	1.15
16-oz., Rnd Cylndr, 1 doz to cs.	2.00
Full qts., Rnd Cylndr, 1 doz to cs	3.75

Above prices are for Jet Black, Blue Black, Green, Blue, Violet and Carmine Inks.
(Copying Inks 10 per cent additional.)

Miscellaneous.

Carter's or Sanford blk cylinder, gross	4.50
Sanford's, 4 oz., black cylinders, doz.	60
Sanford's ½ pt, doz.....	1.75@2.00
Sanford's pts, doz	3.00@4.50
Sanford's qts., doz.	5.00@7.50

Lead Pencils.

	Gross.
Plain cedar	60
Black polished	1.10
Cedar, rubber tip	1.00
Red polished, metal rubber tip	1.50@3.50
Carpenters'	1.75@2.25
Eagle Automatic, doz..	85@2.00
doz.	40@1.80



Mucilage

Scott & Gilbert Company
Mafrs., 214-216 Mission St
San Francisco, Cal.

SUMSET EXTRA HEAVY

	doz.
2 oz. cones, 3 doz. cs.	37½
3 oz. cones, 3 doz. cs.	75
½ pints, 1 doz. case	2 00
Pints, 1 doz. in case	3 50
Quarts, 1 doz. in case	7 00
Gallons, ½ doz. ca e	20 00

Blackstone Mfg. Co.
1960 Howard St. S. F., Cal.

	Gross.
2-oz. Cones, 3 doz. to cs.....$4.00	
3-oz. cylndrs, 3 doz to cs.....	5.75
	Doz.
8-oz. round, 2 doz to cs.....	1.75
16-oz. round, 1 doz. to cs.....	3.00
Full qts., 1 doz. to cs.....	5.00

Bulk quotations (5, 10 and 30-gal.) on application.

Steel Pens.	per gr. Gross.
Railroad, 1 gross in box.....$0.40	
Stub No. 413	40
Falcon	40
Bank	40
Easy Writer	50
Extra Fine	45
Elastic	45
Railroad Stub	40
Ladies' Falcon	40
School	40
Spencerian No. 1	85
Gillotts No. 404	50
Gilletts No. 303	1.00

COLUMN 39.

Department 22.

TOBACCO, CIGARS, SMOKERS' SUPPLIES, ETC.

AMERICAN TOBACCO CO.

Plug Tobacco.

Battle Ax, 16 oz, 3x12, b cuts, 12, 24 lb ...	40
Big Gun, 16 lb butts, 16 oz., 3x12, 6 cuts	45
Boot Jack, 5½ oz, 3x12, 8 cuts, 1, 4, 8 and 12 lb	84
Boot Jack, as above, 2-lb, fancy wooden boxes	84
Brandywine 4 to lb., 2¼x9, 8 cuts, 4 and 8 lb .	48
Bullion, 16 oz. 3x12, 12 lb	48
" 6 to lb., 1x6, 20 lb ..	51
Burr Oak, 16 oz., 3 x 12 emb., 6 and 12 lb.	44
Climax, 16 oz, 2x12, 6 cuts, 6, 12 and 30 lb	46
Climax, 7 oz, 2x12, R & R 6 cuts. 7, 10½ and 21 lb.	49
Climax, 7 oz, 3x12, thin, 7 and 14 lb	49
Climax, 6 to lb, 2x3, Twin 4s. 4 lb boxes	51
Climax, 14 to lb, 1x3, Figs 4 lb boxes	55
Cross Bow, 14 oz, 3x12, 4 cuts 14 lb	39
Drummond Nat., 5½ oz. 3x12, 3 cuts, 5, 8, and 12 lb ...	65
Five Brothers, 4 oz, 3x6, 2 cuts, 4 and 8 lb. ...	67
Gold Rope 7 to lb. 3, 6, 12 lb.	58
Gold Rope 14 to lb. 4, 8 lb	60
Good Luck, 3 oz, 3x6, 10 lb.	46
Granger Twist, 12 and 15 lb pails	46
Horse Shoe, 16 oz, 3x12, 6 cuts, 8, 12 and 24 lb	45
J. T., 7 oz. R & R, 2x6, 2 cuts, 10½ and 21 lb	40
J T., 7 oz. Smo. 2x6, 2 cuts, 10½ and 21 lb.	40
J. T., 14 oz, Smo. 3x12, 4 cuts, 10½ and 21 lb. .... R & R .	40
Newsboy, 5 to lb, 2¼x4½, 8, 16 and 24-lbs	43
Nobby Spun Roll, 7 to lb, 1½x3½, 3, 6 and 12 lb.....	59
Old Honesty, 15 oz, 3x12, 6 cuts, 7½, 15 and 30 lb	45
Old Kentucky, 6 to lb, R. & R., 8, 16½ and 25 lb..	49
Old Peach and Honey, 6 to lb 8 lb. butts	49
Out of Sight, 12 and 24-lb. butts, 12 oz., 3x12, 3 cuts.....	36
Piper Heidsieck, 5½ oz, 2⅝x8, 3 cuts, 4, 7, 14 lb	71
Red Cross, 16 oz, 3x12, 4 cuts 12 and 24 butts	
Red Ribbon Twist, 10 to lb, 6 inch, 8 lb pecks, 16 lb. ¼ bus 6 for 10, 10⅜ oz, 3x12, 3 cuts, 24 lb	41 36
Saw Log, 16 oz, 2x12, 6 cuts. 24 lb.....	47
Saw Log, 32 oz, 3x12, 12 cuts, 32 and 48 lb	47
Something Good, 5½ to lb, 2x4 9, 13 lb.....	46
Spear Head 16 oz, 2x12, 6 cuts, 6, 18 and 30 lb.	46
Spear Head, 7 oz. 2x12, 6 cuts, 7, 10½ and 21 lb	49
Standard Navy, 14 oz, 3x12, 4 cuts, 14 and 28 lb.	39
Star, 16 oz, 3x12, 6 cuts, 12, 24 and 52 lb	46
Weissinger's Special, 5 1-3 oz., 3 x 12 emb, 2, 6, 12 lb.	65
W. N. T. Nat. Leaf, 6 and 12 lbs., bxs., 5½ ozs., 3x12,...	59

Smoking Tobacco.

(5-lb Cartons, 25 and 30-lb cases.)

Seal of N. C., 1⅝ oz, foil.....$0.68	
Seal of N. C., 3½ oz, foil.....	.62
Seal of N. C., 8 oz, foil.....	.59
Seal of N. C., 16 oz, foil.....	.59
Old Gold, 1⅝ oz, foil or pouch	.70
Old English curve cut, 1⅝ oz	.74
Old English curve cut, 3½ oz (In curved tins.)	.74
Pedro, 1½ oz, foil.....	.49
Pedro, 2½ oz, pouch.....	.51
Pedro, 2½ oz, assorted.....	.50
Pedro, 16 oz, tin canisters....	.52
Dixie Queen, 1⅝ oz, foil....	.40
Dixie Queen, 16 oz, tin canisters, 6-lb cartons, 24-lb cas	.43
Duke's Mixture, 1⅝-oz sack..	.39
Arlington, 1⅝ oz, foil.....	.65
Cross Cut, 1⅝ oz. foil.....	.60
Duke's Cameo, 1⅝ oz.....	.42
Duke's Cameo, 2½ oz, foil....	.45
Melrose, 1⅝ oz, foil.....	.65
Fragrant Vanity Fair, 1⅝ oz, foil	.95
Red Indian Plug Cut, 1⅝ oz and 3½ oz, foil.....	.42
Red Indian Plug Cut, 16-oz pails.....	.44
Fashion, 1⅝ oz	.42
Fashion, 16-oz pails.....	.44
Bull Durham, 1 oz.....	.66
Bull Durham, 1⅝ oz.....	.66
Bull Durham, 3½ oz.....	.60
Bull Durham, 8 oz.....	.58
Bull Durham, 16 oz.....	.58
Pick Leaf, gran, 1 oz, 25-lb ca	.60
Corn Cake, gran, 1-lb bags, 25-lb cases, per lb.....	.23
Echo Plug Cut, 1⅝ oz.....	.48
Red Bell, 1⅝ oz.....	.42

COLUMN 40.

Red Bell, 16-oz pails.....	.43
Oriental Mixture, 3½-oz tin..	1.00
Imperial Mixture, 2½-oz tin.	1.20
Plum, 1⅝ oz, foil.....	.62
Three Kings Mixture, 3½-oz tins	1.35
Monte Cristo Mixture, 3½-oz tins	1.50
Yale Mixture, 1-oz tin.....	1.35
Yale Mixture, 1⅝-oz tin.....	1.50
Yale Mixture, 3½-oz tin.....	1.55
Honey Dip Twist, 10 to lb....	.45
Master Workman, 10-oz plug, smoking	.47
Old Virginia Plug, smoking, 5 oz, 10½ lb., 6x5.....	.42

Fine Cut Chewing.

Hiawatha, 1 oz.....	.58
Hiawatha, 10-lb bulk, bright or dark	.56
Hiawatha, b'ght or d'k, 1-lb tins, 5-lb. pails	.56
Sweet Cuba, b'ght or d'k, 1-lb tins, 5-lb. pails	.44

Cigarettes.

Fragrant Vanity Fair $4 08	
Duke's Cameo	4.08
Sweet Caporal	4.08
Virginia Brights	4 08
Old Dominion	3.98
Pets (foil packages).....	6.52
Richmond Straight Cuts.....	6.62
Turkish Trophies	7.75
Egyptian Deities, No. 1, 10s..21.50	
Egyptian Deities, No. 3, 10s $18.36, 19.38	
Mogul 11.22	

Cheroots, Etc.

Old Virginia Cheroots, 3's....12.50	
Old Virginia Cheroots, 5's....14.00	
Between the Acts Little Cigars, 10's, tin and paper..	8.50
Bengal Little Cigars, 10's....	7.50
Royal Bengal, 10 in pkg.....	12.00
Van Bibber Little Cigars....17.50	
Sub Rosa Cigarros, 10s, per 1,000	4.10
Florodora	12.50

Cigarette Papers.

Vanity Fair, 50 pkgs in box..	1 05
Wheat Straw, 50 pkgs in box.	1.25
Wheat Straw, 100 pkgs in box	2.50
Wild Oats, 40 pkgs in box....	.90
Red Seal, 50 pkgs in box....	.25
Corn Husk, 50 pkgs in box...	1.15
Corn Husk, 100 pkgs in box..	2.30
Interlock, 50	1.15
" 100.....	2.25

THE HILSON CO.

Hoffmann House Little Cigars, 10 in package, 250 in carton $7.50	
Hoffmann House Magnums, 10 package, 100 in carton.....	12.00
Hoffmann House Petit Duc, 10 in package, 100 in cart'n	15.00
Hoffmann House Cavaliers, 10 in package, 100 in cart'n	18.50

J. B. PACE TOBACCO CO.

Scroll Tag, twist, 6 to lb....	.66
Scroll Tag, 10 oz.....	.66
Mastiff Plug Cut, 1⅝ oz.....	.67½
Mastiff Plug Cut, 3½ oz.....	.65½
Mastiff Plug Cut, 10 oz.....	.62

AMERICAN SNUFF CO.

French Rappee, 1⅝ oz, pr dz.	.96
French Rappee, 3½ oz, pr dz.	1.80
French Rappee, 16-oz jars, per lb	.65
Maccaboy, 1⅝ oz, per doz....	.96
Maccaboy, 3½ oz, per doz....	1.80
Maccaboy, 16-oz jars, per lb.	.60
Irish High Toast, 16-oz. jars, per lb	.57
Scotch Lilienthal's, in bladders	.60

CIGARS.

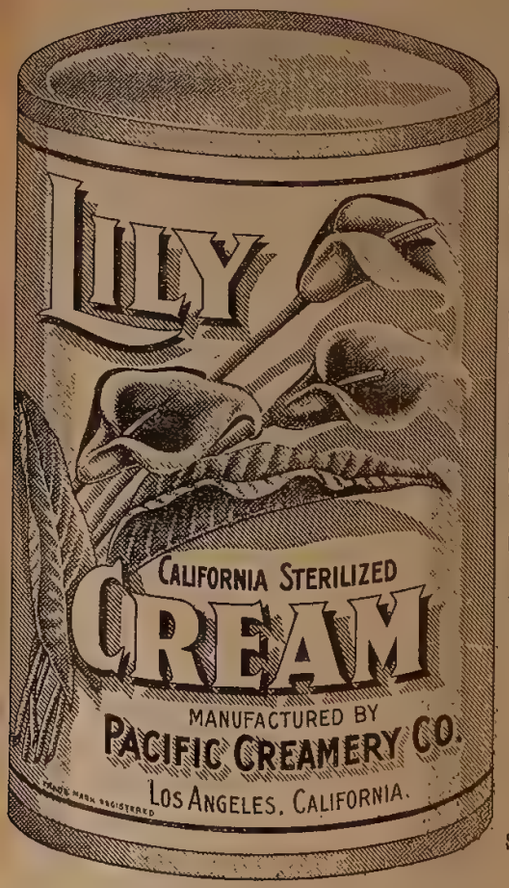
Porto Rico Cigar Co.

El Primero, Forziano Porto Rico	30.00
El Manifesto, Invincible Roosevelt Porto Rico	87.50

PIPES.

	Per Doz.
Cobs, Hot Shot, 3 doz.....	$0.25
Cobs, Gem, 3 doz.....	.25
Cobs, No. 3, 3 doz.....	.50
Brier, W. P. & Co., Assorted, 3 doz	2.00
Brier, Display Stands, 1 doz...	2.00
Brier, Showcase Assortment, 3 doz	6.00
Pipe Mounts, 1 doz.....	.75
Cherry Stems, 2¼x6 in.....	2.00
Cherry Stems, 2d 2¼x6 in....	.85
Clay Pipes, T. D., 1½ gross per box	1.25
	Per Box
Clay Pipes, Woodstock, 1½ gr., per box	1.25
Uncle Sam Cob Pipe, 3 doz box	1.00
Eclipse Patent Cob Pipe, 3 doz. box	2.25
Climax Cob Pipe, 3 doz. box...	2.25
Jewel Cob Pipe, 3 doz. box....	.90
Dewey Cob Pipe, 3 doz. box...	2.50
No. 19 Cob Pipes, 1 doz box....	2.00

THE ORIGINAL BIG CAN



ALWAYS POPULAR

ITS MANY IMITATORS PROVE ITS GREAT WORTH

For Sale by All Jobbers

San Francisco Offices: 115 Davis Street.

THOUSANDS OF GROCERS
THROUGHOUT THE UNITED STATES PROCLAIM

Wedding Breakfast
COFFEE

TO BE THEIR MOST SATISFACTORY SELLER.

The Customers Come Back for More.



That's What Pleases the Grocer.

Roasted 5250 Feet Above Sea Level
(AND IT SELLS.)

NASH-SMITH TEA AND COFFEE CO.

Purveyors to Coffee Connoisseurs

Established 1864

DENVER — ST. LOUIS

FRANK B. PETERSON & CO., SAN FRANCISCO

ASSOCIATION NEWS.

The American Cereal Company contributed $1000 to the funds of the National Grocers' Association on March 13th.

Ohio—The Ohio Retail Grocers' Mutual Insurance Company has been organized. W. H. Cook, secretary of the Ohio State Grocers' Association, is secretary and manager of the fire insurance company.

Omaha, Nebraska—The retail grocers do not approve of being made to sell premiums by the mush people. On March 9th, the Association passed a resolution in which they not only commended the American Cereal Company, but condemned the Great Western Cereal Co., and added: "Be it further resolved, that we request the members to effectually show their disapproval in this matter by selling and pushing only those goods which are manufactured by the friends of the retailers."

Olympia, Wash.—The governor has signed the anti-trading stamp bill. This bill is the same as that passed by the California legislature except that two amendments were made. One permitted the use of due bills redeemable in merchandise and the other exempted agriculture or church fairs conducted for scientific or charitable purposes.

Pittsburg, Pa.—The Pittsburg grocers are to give a food show at the Old City Hall. The floor space of which has been divided into 60 spaces 7x9 feet in size.

Portland, Me.—The trading stamp people have been able to defeat all trading stamp bills in the legislature this year. A law similar to that in operation in Massachusetts and passed this year in New Hampshire providing for an excise tax of 3 per cent was beaten. A second measure requiring the trading stamp companies to deposit $20,000 as a guarantee that they would redeem all stamps was defeated.

Westbrook, Mass.—The merchants are signing an agreement to give no further trading stamps or coupons to their patrons on and after March 15th.

Lynn, Mass.—The Grocery Clerks' Union have started a sick and death benefit fund. The sick member receives $1 the first week and $5 for 12 succeeding weeks thereafter and in case of death, $100 is given his family.

Cleveland, O.—The retail grocers are preparing for their fifth annual food show. The food shows of the grocers have always drawn great crowds and have earned much money for the Association.

Bowling Green, Mass.—The retail grocers have established a co-operative delivery system. They have four daily deliveries.

Boston, Mass.—The Retail Grocers' Association has placed its membership fee at $50. This fee holds until a membership of 500 is reached when the fee becomes $100 until there shall be 550 members which is placed as the limit of membership. Application for membership must be voted on by the board of directors. One blackball allows another vote to be taken at the same meeting. Two black balls refuses further consideration for one month and three black balls refuse further consideration for one year. Membership in the Boston Grocers' Association enables the member to profit by its connection with the Boston Wholesale Grocery Company.

Massachusetts—The "New England Grocer" says: "The stamp people are abandoning their premium stores. The big department store in Boston that once shouted trading stamps in half-page ads now gives them scant notice. The test cases have not been decided, but the craze has now lost its power, and the public is now seeing the folly of stamps. Even if the law is overturned by the courts—as possibly it will be—it will take a good while for the stamp people to regain public confidence."

LASH'S KIDNEY & LIVER BITTERS
CURES DYSPEPSIA

HAVE YOU NOTICED all these Signs around Town?



It shows that most of the Grocers keep what people ask for. WUNDER BEER. If YOU don't, wake up phone to our bottling works and they will send their man to see you.
Phone South 1098

Ahrens, Pein & Bullwinkel
WHOLESALE
Liquor Merchants
620 Post St., bet. Taylor & Jones
Sole Proprietors



Royal Stag Bourbon and Rye.
Old Pal Kentucky Bourbon.
Celebrated Chief Tonic.
Hiawatha Bitters.
Chief Bitters.
Diamond Star Rye and Bourbon.
Tiliawood Bourbon.
Importers
Slater V. O. Scotch Whiskey, Scotland.
Thrope & Co.
Mermaid Old Tom Gin, London.
P. Van der Kamp
Fine Old Wood Cock Gin, Holland.
Mauratlla Freres Cognac, France.

MONEY-WEIGHT SCALES
Pay for themselves in Less than a Year.
Sold on Easy Monthly Payments
PIERCE & CO.
Flood Bldg. (8th Floor) Market & Powell



J. F. Cutter Whiskey
IS THE BEST SELLER FOR THE RETAILER ON THE MARKET

E. Martin & Co.
Sole Agents
54 FIRST STREET
San Francisco

Groeery Markets.

Commercial Outlook of the Western World as shown by Present Conditions.

Office of the ADVOCATE.
Thursday Afternoon.

ADVANCES.

Padlock Rolled Oats, 10-10, to $4.25.

Eastern Whole Codfish, 20 fish, 100 lb., to $8.25; 30 fish, 100 lb., to $8.00.

Almonds, fancy IXL, to 15 and 16s.

Honey, light amber, to 6½c.

DECLINES.

Log Cabin Maple Syrup, ½ gal., to $8.00.

Monogram Toilet Soap, bxs. of 30, per gross, to $4.25; per box, to $1.10.

American Oil Sardines, ¼, to $3.60; ¼, key open, to $3.85.

Saltpetre, to 7 cents.

Paragon Catsup, bbls., 50 gal., to 27½ cents; ½ bbls., 25 gal., to 30 cents; 10 gal. kegs, to $2.75; 5 gal. kegs, to $1.40; 3 gal. kegs., to $1.05.

Independent Matches, wooden boxes, 5 gross, to 80 cents; Napoleon Matches, wooden boxes, 5 gross, to 70 cents.

AGAIN IN STOCK.

Graves Starches; Mirror Gloss, bbls., at 4⅝ cents; 6s, at 6½ cents; Buffalo Cornstarch, at 5¾ cents; Family Gloss, 3s, at 5¾ cents; Buffalo Laundry, 12s, at 4⅞ cents.

Marechal Oil, qts., at $4.75.

SCARCE IN MARKET.

Pride of the Gulf Shrimps, small.

Huckins Deviled Tongue, ¼s.

CROP CONDITIONS.

The U. S. Weather Bureau says:

"Deciduous fruits have not been seriously injured by frosts this season. In some sections many varieties are now beyond danger. The trees are heavily laden and the outlook is good for large yields in nearly all varieties."

Cordelia, Calif.—Continuous rains have damaged the apricots crop considerably both in Suisun and Green Valleys. Peaches are also affected. It is estimated that the damage will reach 25 per cent.

Visalia, Cal.—Practically no damage was done to the fruit trees in this vicinity by the recent heavy rains.

Orange, Cal.—Bee men report heavy loss by recent floods.

Portland, Or.—Heavy yield of cherries is looked for. Apples and later varieties of fruits are safe from any weather contingency.

Walla Walla, Wash.—The February frosts injured the peach trees considerably. Most of the other varieties of fruits will produce a full crop.

MOLASSES.

New crop of Porto Rico molasses will be arriving shortly. The price is about 2 cents per gallon less than last year, although the crop is lighter than in 1904. The lower price of New Orleans is the cause of this.

SUGAR MARKET.

Conditions are still unsettled.

COFFEE MARKET.

Lewin-Meyer Co. report:

"There is a decidedly firmer feeling in coffee now. Locally there has been quite a demand for stock at 9 and 9½c, since the trade has come to realize that there will not be half as much Salvador received in this market as last year. In the Eastern markets there is a strong undertone of confidence which also has its effect on local buyers."

New York, March 21, 1905.—Volney, Green & Sons say:

"There is nothing to indicate any special change in the immediate future. Buyers are showing more confidence in prices and there has been an improvement in the demand, especially for Brazils."

TEA MARKET.

The market is firm, particularly on high grades of Japans. As the entire trade is very well stocked, the market is likely to remain quiet until May, when the Japan market opens.

PROVISIONS.

The Cudahy Packing Company reports:

"The Eastern market is very firm and advancing, hence we are expecting an advance locally."

CHEESE.

Wieland Bros. report:

"Martin's New York State factory cheese is very scarce in the East, hence the high price."

SALT FISH.

Wieland Bros. say:

"Eastern codfish is still very high in price. There are no changes reported in mackerel."

AMERICAN SARDINES.

The Canadian Parliament is considering a bill to tax American fisher boats. Since about half the American sardines packed in the United States are caught in Canadian waters, it is estimated that the tax bill will increase the cost of fish at least 25 cents per case on all grades, since the fish will cost more if the fishermen pay the tax, and if they do not go into the Canadian waters the catch will be so much less. One large concern stated that if the bill passed they will advance prices from 15c to 25c per case throughout their whole line.

SHRIMP.

The packing season is opening at New Orleans. Packers report that 1904 stocks are completely cleaned out.

CANNED SALMON.

The Alaska Packers' Association has not as yet fixed its prices for future Red Alaska. The North Alaska Salmon Company is quoting $1 in largest lots, which means $1.10 to the retailer.

No price has as yet been put on pink. Packers announce that they are waiting for reports from their vessels as to how the fish are running.

Spot salmon is being quoted by local jobbers as follows: Pink, 75c to 85c; Alaska red, $1.10 to $1.20; sorkeyes ½s, $1.25; 1s, tall, $1.75; 1s, flats, $1.85.

There will be 137 canneries operated in the salmon packing trade on the Pacific Coast this year, according to figures compiled by the "Pacific Fisherman." Of these there are 42 in Alaska, 22 on PugetSound, 22 on the California, Oregon and Washington coast, 24 on the Fraser River and 27 in Northern British Columbia.

Seattle, Wash., March 25, 1905.—The "Trade Register" says: "The salmon market has opened up later than usual this year. Hopes of a big pack are general. Fraser River canneries think they will be lucky if 150,000 cases are shipped this year. There will be 37 canneries on the Fraser River this year as against 48 operating in 1901.

Red Bluff.—There are 83,000,000 salmon eggs being hatched at Sisson hatchery. The average female salmon contains about 500 eggs. The young fish will be ready to turn lose about May 1.

Seattle, Wash., March 22.—Both here and in the East the week opened up with canned salmon firm and an appreciable tendency towards higher prices. The jobbing demand, especially for Red Alaska, is expected to continue steady until the 1905 pack comes in, since the trade holds light stocks. It looks now as if supplies will be exhausted by the time the new pack comes into the market.

The Dalles, Ore., March 14.—F. A. Seufert reports:

"Owing to the small fall of rain during the last winter the streams in this district are lower than they have been since the season of 1889, which was the lowest on record. The salmon pack of that season was less than 200,000 cases on the river, and there were then no cold storage plants in existence to draw upon the catch for fresh salmon for Eastern shipment. If the same conditions should exist this year as in 1889, the canned product would not exceed 75,000 to 85,000 cases, since the canners could not afford to pay the prices given by the cold storage packers. What these conditions mean will be understood from the fact that while in 1889 there were packed only 160 tierces of 1,000 pounds each, in 1904 the pack was 6,122 tierces. While the canners pay only 5 cents per pound, packing salmon of all sizes, the cold storage plants, which take only No. 1 Chinook of over twenty-five pounds, pay 7c to 8c.

If the increase of the business of the salmon packers continues as in the past years, they will probably put up 10,000 tierces for 1905, and the salmon pack will fall below 100,000 cases.

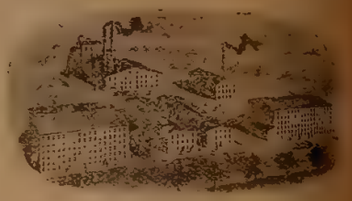
The Sound and Frazer River may make up this average, as it is their fourth year. The Sound deposits of 1901, which was the banner year for sockeye pack, will make their run this year. It remains to be seen if enough fish were allowed to go up to the spawning beds to make a supply for this year. Both the Sound and Frazer River were overfished during the three years preceding 1901, and the last three years have been disastrous to the packers. If we do not allow the salmon to spawn, it is only a matter of time when we will have no fish to can, and the canning will not be a paying investment when Alaska red salmon brings only $1.10 per dozen. The reason for this lies in the greater proportionate cost of packing when fish became scarce.

The destruction of the fish has been assisted by machinery. In former times, when the salmon ran heavily, the canners could do only so much, and the surplus fish were allowed to go on to the spawning grounds. During the past five years machinery has been so perfected that when once the fish is put into the cleaners it is handled entirely by machinery, and therefore the canners are able to use up the largest runs of salmon.

Ottowa, March 17, 1905.—The annual report of the Canadian Fisheries De-

Old Kentucky Distillery

INCORPORATED



LOUISVILLE, KY.

PACIFIC COAST BRANCH
228 Front Street
SAN FRANCISCO, CAL.

"KENTUCKY DEW"

Western Meat Company

SAN FRANCISCO, U. S. A.

Packers and Exporters of U. S. Government Inspected Products



"Eastern Star" and "Monarch" Hams and Bacon

"Golden Gate" Leaf Lard

"Arrow" Lard Compound

"Golden Gate" Brand Canned Meats

Barreled Beef and Pork.

Correspondence Solicited.

TOMATOES--Pack 1904 MAPLE SHADE BRAND.

Send in Your Trial order for some of our Solid Pack, also our Solid Pack with Peppers.
We guarantee our prices all right.

PENNELL-SUYDAM CO.
WHOL SALE GROCERS
14-16 Spear Street, San Francisco.
Tel. Main 5896.

partment shows seventy-five salmon canneries in British Columbia, which put out 23,000,000 cans of salmon, valued at $4,748,365. This shows a slight decrease in salmon industry.

CANNED GOODS.

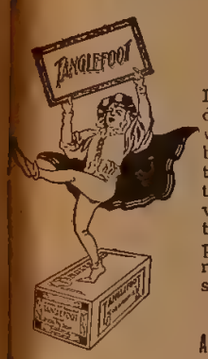
Canned Asparagus—The season was about two weeks earlier than usual, owing to the spell of warm weather and abundant rains. The California Fruit Canners' Association is running three plants. The largest is at Vorden, on the Sacramento River. The other two are at Sacramento and Milpitas.

Canned Peas—There has been some little movement in futures at the following prices: Standard, 77½c; standard sifted, 82½c; extra sifted, $1.10; petit pois, $1.40.

Canned Tomatoes—The poor, watery stock is almost cleaned up, large quantities having been shipped to Oregon, Washington and Idaho. Solid pack are scarce and will be exhausted by the time the 1905 crop is ready for delivery. Jobbers are quoting 2½s, 90c; 3s, $1.10; standards, 70c. Some of the standard packed outside the association are being sold at 65c to 67½c.

Canned Corn—Fancy Maine corn is being firmly held at $1.35 to $1.45. The supply is limited. There is plenty of Western corn to be had at 80c to 90c.

TANGLEFOOT



STICKY FLY PAPER

Is really the only device known that will catch and hold both the fly and the germ and coat them over with a varnish from which they cannot escape preventing their reaching your person or food.

TANGLEFOOT is Sanitary.

Ask for TANGLEFOOT.

Profit? Over 120% to You.

BLACKSTONE'S INKS

BEST TO BE BOUGHT

KEEPS IN ALL CLIMATES



Blackstone Manufacturing Co.
(Incorporated)
MANUFACTURERS OF
WRITING FLUIDS,
Mucilage, Shoe Polish, Shoe Paste, Shoe Dressing and Liquid Glue.
Office and Factory.
660 Howard St. San Francisco
Telephone Capp 1111.

New York State is bringing 95c to $1. Future orders are being taken at $1.30 for Maine and 85c for Western.

DRIED FRUITS.

Conditions are much the same as last week.

Raisins are not moving. All parties are waiting to see what effect the newly formed association will have.

Prunes—Larger sizes are scarce. They are being firmly held.

The demoralization of the prune business has been such that the State officially has taken the matter in hand. Elwood Cooper, State Commissioner of Horticulture, is communicating with all the prune growers, presenting two plans for marketing their crops. Each prune grower is asked to sign a card indicating the plan he approves and also agreeing to abide by the decision of the majority.

The first plan is for each grower to sign a contract agreeing to deliver his crop for five years to a central company on a basis of 1¾c, four-size basis. There will be a counter-agreement that one-half the net profits over this sum shall be distributed among the growers.

The second plan is to form a number of local associations which will unite in a central selling agency.

Both plans contemplate centralizing the sale of the crops so that the markets can be properly organized and the consumption of prunes increased. In his circular Mr. Cooper says: "It is absolutely sure that if nothing be done, California prune growers will never again market an average crop upon a 1½c basis."

NUT MARKET.

Almonds—The market is practically cleaned up at first hands on better class of nuts. Prices are firming considerably.

Pecans—Stocks are said to be very light. The market is very strong. This was caused by the unusually heavy frosts which injured the trees in Texas and Louisiana to such an extent that it is claimed they will be largely eliminated as factors in the coming season. Advices from De Witt, Ga., are that because of the short crop of 1904 pecans will be scarce before the 1905 crop is ready for delivery.

Filberts—Advices state that the new crop is a good one. There is considerable hold-over. The market was reported somewhat weak, with the price tendency downward.

OLIVES.

The supply of California olives and olive oil in first hands is at present very low. Growers are anticipating a much larger crop than usual this year, and the proportion of high-grade olives is expected to be quite high.

HAY MARKET.

Somers & Co. report:

"General market conditions are unchanged, and from present indications we expect to see a continuance of the dull state of affairs at least until the new crop is harvested. There is practically no change in prices here, although recently but very little fancy red oat hay has been marketed, and in consequence anything in this line would sell fairly well in comparison with other grades.

ROCHDALE BUYS PROPERTY.

Healdburg, Cal.—The Rochdale Company has purchased a piece of property 66x135 feet and intend to erect a large storage warehouse at once.

CAUSE OF VETO.

(Continued from Page 5.)

was not the case, since the open account would have been subject to the action of the statute of limitations when two years had passed before a new item had been purchased.

It is evident that the men surrounding Governor Pardee have little sympathy with the needs of the retail merchants of the State, since he says that it was their unanimous opinion that the law we ask for was not desirable. This is hard to understand when the fact is considered that in practically every other State of the Union such a law is on the statute books and works no injustice, and that practically every retail grocer in the State of California feels that he has been seriously injured by Governor Pardee's failure to sign the measure.

WHITTEMORE'S POLISHES.



The World's Standard.

"Gilt Edge" dressing, blk.	$24 00
"Boston" Waterproof Polish (for men's and boys black shoes)	24 00
"Boston, Jr." toe size	10 00
"Dandy" Russet Combination	24 00
"Star" Russet Combination	9 00
"Dandy" Russet Paste	9 00
"Red Box" Russet Paste	5 00
"Champion" Black Friction Polish	24 00
"Champion, Jr." Black Friction Polish	10 00
"Elite" Combination (for box calf, black vici kid, etc.)	24 00
"Baby Elite" Combination (for box calf, black vici kid, etc.)	24 00
"Elite Paste" for box calf (two sizes)	$9 00 5 00
"Superb" Patent Leather Paste	9 00
"Blue Fox" Patent Leather Paste	5 00
"French Gloss" (in cartons, for ladies' black shoes)	9 00
"Royal Gloss," 4 oz (for ladies' black shoes)	8 00
"Rossola" Waterproof Paste Polish, large	9 00
"Rossola" Waterproof Paste Polish, small	4 50
"Quick White" perfectly cleans dirty white shoes (two sizes)	$24 00 10 00

"Sunset" Mackerel

ARE ALWAYS SALABLE

THEY WILL NEVER BECOME DEAD STOCK

Packed in **OLIVE OIL** in Three Flavors

Souse - Tomato - Mustard

CALIFORNIA FISH COMPANY
SAN PEDRO

P. E. LENFESTEY, - - Agent
220 California Street, San Francisco, Cal.

PACIFIC STORE AND OFFICE FIXTURE CO. INC.
TEL. BLUE 2871 F. A. OEHM, Pres.

Store Fixtures

DESIGNERS AND MANUFACTURERS OF
STORE, OFFICE AND BAR FIXTURES

3253-3259 SIXTEENTH ST.
San Francisco

Enterprise Brewing Co.'s

Beer is sold on its merits.

We invite comparison of our productions with ANY on market. You will then become our best advertiser, we are dead certain.

A **GOOD ARTICLE** is the very best advertising medium. Are we not right?

Telephone, Mission 152. San Francisco, Cal.

Cigars and Tobacco

J. M. Gamble is now getting his new offices in the Italian-American Bank Building in shape for business.

The demand for the Optimo cigar continues to show such increases that the San Francisco distributors, Ehrman Bros. & Co., are as hard put to it to fill orders as ever. No other high-class cigar shows such sales in this market as the Optimo.

The total imports of Porto Rico tobacco last year were 3,000,000 pounds, an increase of 130 per cent in one year. In other words, 3,000,000 pounds of domestic leaf tobacco was supplanted by this Porto Rico leaf.

Wellman, Peck & Co. are making gratifying headway with their high-grade Havana leader, the Flor de Lovera. The cigar is appearing on an increasing number of stands and is pushing some of the older brands.

Big manufacturers in all parts of the country are already filling applications for space with the committee having the New York Tobacco Exposition in charge. According to the figures prepared by the committee there will be space for about 150 exhibits occupying about 100 square feet each, and the price will be $1 per square foot.

The treasurer's report of the American Tobacco Company, presented at the annual meeting of the stockholders, shows total net earnings for the year ending Dec. 31, 1904, of $22,304,696, compared with $22,228,182 in 1903, an increase of $76,514. Of this total $12,296,666 is applicable to surplus account, increasing the total surplus to $39,531,796.

Under date of March 11, the Tampa correspondent of Tobacco says: "A. Santaella & Co. shipped 41 cases of Optimo cigars March 1 and 2. For the week they will easily round up 85 cases. They will use about 7,000 pounds of stripped tobacco this week. With all the rush and 'go' of their great business there is order and neatness, both within the factory and outside on the grounds."

An Interesting Comparison.

A New York dealer adopted an ingenious method recently of attracting attention to a line of cut plug smoking tobaccos. In one side of his show window he displayed a box of ordinary plug tobacco, such as is still sold in many sections of the country, but for which there has been comparatively little demand in New York for many years.

In front of the box of tobacco rested a large pocket knife. The knife was open, and the blade was so stained and discolored as to show that it had undergone long use at cutting tobacco from the plug.

On this side of the window was a bulletin which read:

THE OLD-FASHIONED WAY.

Some pipe smokers can remember when they had to smoke "hard tobacco," and got their hands calloused cutting it from the plug, whenever they wanted a pipe full.

On the other side of the same window was an attractive display of cut plug tobacco, in 1 2-3 and 2 1-2 ounce foil and cloth packages, and in 8 and 16 ounce tins.

In front of this display was an opened package of tobacco, and beside it lay a good-sized briar pipe, ready filled for smoking.

This side of the window contained a bulletin which read:

THE MODERN WAY.

Smokers of the present day do not get callouses on their hands, because they buy their plug tobacco ready cut. It saves time and temper, and gives them a better smoke. We can specially recommend this brand of cut plug.

"VERBUM SAP."

This is not a new brand of maple syrup. It is simply a short slang expression which the knowing Roman youths, betting on their favorite chariot racers on the Corso, centuries ago, used on the "easy ones," who were after pointers and tips. Translated freely, here is what those ancient sports meant to convey: "Just one word is quite sufficient for a fellow so wise as you are."

But the business man depends on facts and reason—not on chance. And if he commends the "Sunset" brand of mackerel, a distinctive California product, after he himself has sampled a can, he will take no chances, and can speak of the goods with confidence and assurance. The oil used is the best California olive, and the three flavorings of souse, tomato and mustard are appetizing and delicate. Many large dealers are giving the "Sunset" brand a very prominent place in their Lenten displays. A word to the really wise is sufficient.



EHRMAN BROS. & CO.,
S. F. Distributers.

LANDIS



TONIC BITTERS

A Pure Tonic and Laxative

—o—

Made from

Herbs, Seeds
Roots, Barks

(Guaranteed)

NATURE'S OWN REMEDY

FOR

Stomach and Blood Disorders

Made only by the

The Landis-Patton Mnfg. Co.
Incorporated
1664 MISSION STREET
Tel. Folsom 4156 SAN FRANCISCO

Mothers! Mothers!! Mothers!!!

Mrs. Winslow's Soothing Syrup

has been used for over SIXTY YEARS by MILLIONS of MOTHERS for their CHILDREN while TEETHING, with PERFECT SUCCESS. It SOOTHES the CHILD, SOFTENS the GUMS, ALLAYS all PAIN; CURES WIND COLIC, and is the best remedy for DIARRHŒA. Sold by Druggists in every part of the world. Be sure and ask for "Mrs. Winslow's Soothing Syrup," and take no other kind. Twenty-five cts. a bottle

Call for ASTI WINES

PRODUCED BY THE ITALIAN SWISS COLONY

Dry Wine Vineyards, ASTI, Fulton, Sebastopol, Cloverdale, Sonoma County, Cal.
Sweet Wine Vineyards, Madera, Madera County, Kingsburg, Fresno County, and Lemoore, Kings County, Cal.

Office and Salesrooms, Cor. Battery and Greenwich Sts.

Vaults, 1235-1267 Battery St. 101-169 Greenwich St. 1334-1336 Sansome St., S. F.

P. C. Rossi, President Telephone Private Exchange 448. A. Sbarboro, Secretary

A. VIGNIER CO.

429-431 Battery Street San Francisco

IMPORTERS

Sardines, Olive Oils, French Preserves, Washing Blue, French Castile Soap: Clover Leaf, Virgin, Dahlia, mottled, Wines and Liquors—A. V. H. Gin—imported goods only.

Sole Agents for the Genuine CLICQUOT Champagne
Only the GENUINE, Imported direct from France, bears Vignier's LABEL

IRVINE STANTON COMPANY

WHOLESALE GROCERS

Farm and Dairy Produce

Consignments from Interior Merchants Solicited

211-213 Clay St. San Francisco, Cal.

TOBOGGAN

MAPLE SYRUP -- IT IS BEST

Pacific Coast Syrup Co.

SAN FRANCISCO

Three Refineries: San Francisco, Portland and Seattle.



GUSTAV LIEBOLD Phone South

GAMBRINUS BOTTLING CO.

Sole Agents and Bottlers of

Gambrinus Brewing Co.'s

PORTLAND, OREGON

SELECT PILSENER LAGER BEER

Office and Bottling Works

160 Thirteenth St., near Folsom, S. F.

REMOVED

PATRICK & CO., RUBBER STAMPS

111-113 SANSOME STREET

One block south of old location.

For Health and Strength



DAMIANA BITTERS

News of the Coast.

CALIFORNIA.

San Francisco—The bar and grocery store of Hartmann Brothers at 516 Second street was held up by three masked men at 9:30 o'clock last Sunday night. The robbers stole $45 from the cash register, and then firing four times in the the air to intimidate their victims, they ran down a dark alley and escaped the pursuing police, who were attracted to the scene by the shots.

Alhambra—H. C. Feutz has been appointed manager of the Britton grocery, vice Mr. Stanton, resigned.

Los Angeles—W. P. Adams, who ran a grocery at 1012 East Ninth street, is under arrest for alleged crooked dealing. William Bond claims he bought the grocery stock which Adams swore was without incumbrance. Later a wholesale firm put in claims for the sold stock, but in the meantime Adams had skipped to San Francisco, where he was caught.

Los Angeles—J. H. D. Cox is making a number of improvements in his store. One of the doors has been taken out and a large show window has been put in its place. The space between this window and the center door will be fitted up as a ladies' resting room. It will be furnished with easy chairs, tables and other conveniences.

Los Angeles—E. W. Grannis, former president of the Retail Grocers' Association, has opened a handsome new store at Washington and Bush streets. His speciality is teas, coffees, meats and fish. J. W. Clark, who was with John Bell at Seventh and Alvarado, has bought out Seely & Son, at 1522 West Tenth street, corner Gratton. W. H. Norwood & Son have disposed of their stock of groceries and hardware to F. W. Somerville. I. G. Stewart has purchased the business of M. E. Koppin. The firm of Zipper Bros. has dissolved partnership, H. U. Zipper succeeding to the business. Henry Cohen has sold his business to I. W. Carter, to take possession March 20. C. R. Valentine, 2201 Downey avenue, has sold his store. Mr. Valentine is one of the oldest and best known grocers in Los Angeles. He has made a success of the grocery business, and now will move to Canada, where with his brother, he will operate a large ranch. His successor is L. A. White, a railroad man, who has also resided in Southern California for several years. The New Cash grocery has established at 2721 South Main street.

Los Angeles—A. B. McNeely, 2526 South Main street, has just opened his newly constructed store, and it is a model for completeness and taste. In it he has embodied many new ideas which are worthy of study by other grocers. From the heavy oak doors at the Main street entrance to the little back office, Mr. McNeely has followed out the mission plan in every detail. At the front of the store in the corner against the front windows is a handsome "woman's booth," with telephones on a heavy table, and furnished with mission style chairs. On the other side in front is the display of fruits and vegetables. This rack is massively built also in the mission style, and, being low and almost flat, is so constructed that every article can be seen on entering the store.

Los Angels—The store building of the Anderson & Folsom Grocery Company, at 497 East Third street, was entered by burglars recently and about $40 worth of groceries taken. They took only canned goods.

Monrovia—Frank McCoy has added a large stock of groceries.

Petaluma—J. E. Mitchell, of Napa county, has rented a store in the Hess block, on Main street, and is soon to open a grocery store in the premises.

Redlands—J. A. Weisenborn, proprietor of the Sterling Grocery Company, has a neat plan for stimulating cash trade. A number of very handsome oil paintings have been secured and are on exhibition in the store. One is given to each purchaser who buys a certain amount of groceries for cash, within a certain time.

IDAHO.

Boise—The Sutton Grocery Company has bought out the Cole Grocery Company.

Grangeville—F. O. Miller is reported buying W. D. Gillett's grodery and bakery.

Harrison—Della York, fancy goods dealer, is adding groceries.

Kellogg—L. W. Gay is reported closing out her grocery.

Mace—Hite & Hamilton have started a grocery and men's furnishing goods store.

Twin Falls—Davidson & Sanders have bought Smith & Price's grocery.

OREGON.

Albany—The Yokohama Tea Company will start.

McMinnville—P. M. Flynn, grocer, is dead.

Medford—F. W. Gaines is opening a grocery store and hotel. W. Stringer is opening a grocery store.



Hunter Whiskey

Stands alone, singled out for superiority.

Only one can be best and it is this superb product of the still.

It is

Unique, Uniform, Inimitable

HILBERT MERCANTILE CO.
136-144 Second St., San Francisco
Phone Private 313.



California's Choicest Food Products

"Griffin Extras"

PURE AND WHOLESOME

PRESERVES AND MARMALADES

Prepared in 16 oz. Glass Jars, 2 doz. in Case.
16 Varieties Packed Straight or Assorted.

These Delicious Preserves and Marmalades Are Put Up to Meet the Requirements of High-Class Trade.

SPOHN-PATRICK COMPANY
SALES AGENTS
16-22 FRONT STREET, - - SAN FRANCISCO



GROCERY ADVERTISING

A comprehensive, practical Text-book for Grocers.

Chapters on how to prepare advertising copy and the how, when and where of advertising; Display and how to secure attractive effects, including ninety different typespecimens, borders, etc.; Proof-reading, showing and explaining all the marks used; Illustrations; Mediums; Store papers; Mail Orders; Window Dressing, etc.

Also the details of thirty unique business-booming schemes — a batch of over 100 ideas for show cards — special price arguments, cash arguments, etc.

The foregoing is but introductory to the main part of the book which is taken up by copy for over 200 newspaper ads., each one full of suggestions and bright ideas for interesting talks about all kinds of groceries, all arranged according to departments, and showing effective forms of display.

200 ADS. FOR $1.00

This book is worth $5.00 to any grocer — worth $25 to some. It was published at $2, at which price a great many have been sold. During the next month a copy will be sent postpaid to any address on receipt of a one dollar bill (no checks).

Address:

W. ARTHUR LYDIATT, Publisher,
Toronto, Canada.

Descriptive circular, telling what purchasers think of Grocery Advertising, sent free on request.

Babbitt's Standards.

ALWAYS UNIFORM!
ALWAYS RELIABLE!
ALWAYS THE BEST!



B. T. Babbitt's Concentrated Lye,

The ready soap maker—a powerful disenfectant—an excellent fertilizer for dipping prunes, spraying trees, etc.

Manufactured by
B. T. Babbitt, (Inc.) New York City.



The C. B. JENNINGS CO., Agents, 121 California St., San Francisco, Cal.

EXCHANGE COLUMN.

Subscribers can make use of this column gratis for the publication of their wants in any way.

WANTED.

A traveling salesman, 12 years on this Coast, "a specialty man," wants a year's contract or a three months' trial with a good house. Knows every grocer in California—outside of 'Frisco. State territory you want covered, salary you will pay; best of references Address, "Traveler," care this journal.

For Sale—An old established, good-paying business, on fine corner, in residence section. Rent reasonable. License goes with place. Fine opportunity for two live men. Address Grocer, care Advocate office.

FOR SALE.—Business buggy in good condition, for sale cheap. J. J. Meinert, Fourth avenue and California st.

GROCERY FOR SALE.

$850—Grocery and bar; old establishment; long lease; 4 living rooms; rent $25; sickness cause. 748 Brannan street.

Jesse Moore A. A. Whiskey

Best on Earth



Pure, Old and Palatable

JESSE MOORE HUNT CO.
Louisville, Ky. AND San Francisco, Cal.

E. GHIRARDELLI
Mercantile Co.
305 Clay Street, San Francisco
Packers and Jobbers
Pickles, Catsup, Preserves, Vinegar, etc.
We prepare for the Grocery Trade a line not surpassed in quality and purity.
OUR CATSUP is not equalled by any on the market. Try an order.

CUT THEM OUT.

The Only Way to Secure Discontinuance of Premium Business.

All over the United States the retail grocers are passing resolutins declaring themselves to be opposed to the policy of giving premiums with food stuffs.

This is not enough.

If the associations pass resolutions and do nothing more the manufacturers pay no attention. They would be foolish if they did.

The grocers can bring about the discontinuance of premium schemes if they want to. To do this they must unite in cutting out the goods that carry premium coupons.

Premium coupons are used for their advertising value. If manufacturers found that the scheme lost them business instead of bringing it they would soon drop the idea.

Must Stand By Friends.

The grocers must learn to stand by their friends and turn down their enemies if they want to have their demands considered.

It makes no difference whether it is a case of getting a profit on flour, inducing a jobber to quit settling consumers, or convincing a manufacturer that it will pay him to give up premium coupons.

The grocers, in order to win, must give special consideration to those who stand in with them and cut out the firms who refuse to give them assistance.

EXPENSIVE SHORTAGE.

St. Louis Retail Grocers Protest Against Being Robbed.

Too much cardboard in cracker boxes is receiving the protests of St. Louis Retail Grocers' Association. When a cracker factory puts in from one-half to 1½ pounds of cardboard worth 1 cent per pound into a box of fancy cakes and charges it up at 16 cents, the grocer is likely to lose money. Committees were appointed to wait on the cracker companies and ask that packages be marked with the net weight of crackers, according to the amount charged.

A correspondent of the "Interstate Grocer" reports a shortage of four gallons found in one barrel of coal oil. Another grocer reported a shortage of $7.50 in one barrel of fish, while another barrel was short $4.40 in count.

A st. Joseph grocer found a barrel of pickles 52 per cent. short. Another found a box of lemons three dozen short.

A St. Louis grocer reported a barrel of pickles five gallons short.

Nevin Bros., grocers at Marissa, Ill., reported that in ten months' time their shortage, breakage and allowance account amounted to $164.55. They insist that it pays to check up bills.

The lesson is evident.

Retail grocers should weigh, count and measure everything they buy.

MR. DAKEN PROTESTS.

Los Angeles, March 25, 1905.

Retail Grocers' Advocate, San Francisco:

Gentlemen—I paid my subscription to the Advocate to-day. I note that the receipt reads from March 1, 1905, to March 1, 1906. I always paid in advance. Look on your books and see if this is not correct.

Wishing you and your paper every success, I remain, your truly,

F. DAKEN.

(Note—Mr. Daken's statement is correct. He is one of the aggressive retail grocers in Southern California, who is ever to the front when anything practical is to be done and, as in everything else, he has paid for his paper in advance.)

SUMMER OUTINGS.

The North Shore Railroad Company has issued a very beautifully illustrated booklet under this head. People who want to plan a pleasant Sunday excursion or their vacation outing should send for a copy to 650 Market street.

HAS IMPROVED GREATLY.

The store of Julius Stiefvater Point Richmond shows many improv ments. It has been entirely re-a ranged to great advantage. Mr. Sti vater carries a large and well-chos stock and has a very busy store.

Established 1879

HEINEMAN & STERN

Manufacturers of and Wholesale and Retail Dealers in
THE CELEBRATED
Frankfurter and Bologna Sausage
Manufacturers and Dealers in All Kinds of
KOSHER PROVISIONS
Packers of Tongues, Smoked and Pickled Beef
Largest Place of its kind on the Pacific Coast.
916 Larkin Street, S. F

PROFIT SHARING WITH THE GROCER
ITS THE RIGHT THING FOR YOU AND OURSELVES



3 Points Favors You

1—You make your Regular Profit.
2—You get your Dividends on the Stock issued you Free.
3—You receive a mutual profit on the
SUMMIT SNOW FLOUR
which you sell or is sold by your Brother Grocer. Hence you have a Joint Interest in all Sales of Summit Snow Flour.

Dividends will be declared March 31, '05

C. A. HUTTON & CO.
Distributers for STANDARD FLOUR Co.
606 Merchants Exchange, San Francisco

Highest Grade Package Goods for Family Trade
ROYAL AND QUEEN'S TASTE
(1 lb packages) (2½ lb cartons)
Macaroni, Vermicelli and Spaghett
ROYAL ITALIAN A. B. C. PASTE, in 1 lb papers
GOLDEN GATE EGG NOODLES, in ½ lb papers
For Sale by all Jobbers

PETERS BROS., BALTZ & DITTMANN
PROPRIETORS
The California Brewing Co
Douglas Street, bet. 17th and 18th
SAN FRANCISCO, CAL.



Don't buy a Typewriter
Until you examine
The New
L. C. Smith & Bros.
Typewriter
WRITING IN SIGHT.
ADDRESS FOR PARTICULARS
L. & M. ALEXANDER & CO. 110 Montgomery St., S. F
Branches: Portland Los Angeles Seattle

Amusements

GRAND OPERA HOUSE.

Kolb & Dill are closing up a very successful four weeks' engagement. Saturday night will see the last performance of "The Beauty Shop," with its bunch of pretty girls and its list of catchy songs. The summer dramatic season begins on Sunday afternoon, when Virginia Calhoun presents her own dramatization of Helen Hunt Jackson's famous story, "Ramona."

ALCAZAR.

They are scoring another success at the Alcazar in "Old Heidelberg." The clever stock company is creating a great deal of enthusiasm with this piece. The story is a vivid one. It takes the audience into the midst of German student life. The carefree students contrast strikingly with the strict social arrangements of the court in which John Craig as the Prince does a splendid piece of acting.

Next week "Tom Moore" will be presented for the first time in San Francisco. This is a high-class comedy of Irish wit and manners founded on the poets own romance.

MAJESTIC THEATER.

There has been a merry week at the Majestic, where Bishop's players have been presenting "My Wife' Husbands." The play is one of Edmond Milton Royle's best. The cast is a strong one, and the piece is staged with all the elaboration that theatergoers have learned to expect from the Majestic. The Mystic Shriners crowded the Majestic on Monday evening, when they reserved it for a theater party.

TIVOLI.

There has been another week of good houses at the Tivoli, where the "Burgomaster" is still the attraction. Owing to its success it will be continued another week. Elavorate preparations are being made for the production of "Florodora." It will be the first time this opera has been presented by a stock company. The scenery and effects will be entirely new, and there will be several additions to the company for the piece.

CALIFORNIA.

Margaret Anglin is working wonders for this theater. Seats that have been vacant for months are being filled again. Her support is a strong one. Frank Worthing and Hall McAllister are both great favorites in San Francisco, and even if they were strangers they would help draw. A new comedy, "The Lady Paramount," is to be presented next week.

CENTRAL THEATER.

The "Wild West" is the scene of an exciting piece presented at the Central, where "The Gambler" holds the boards. The action takes place in Mexico, and Herschel Mayall as the hero introduces the audience to all grades of society. Joliet Crosby and Myrtle Vane have interesting parts. Some of the scenic effects are surprisingly novel. This is particularly so when the hero escapes from a lighthouse over a stormy sea. Numerous specialties are introduced, and there is enough fun to lighten the tragedy.

THE CHUTES.

Two tiger babies are securing a great deal of attention at the Zoo, where they were born recently. This great pleasure ground has surprises at every turn. Charles Bigney, who dives from a platform 100 feet high into a small box of water, shocks the crowds twice a day. The show in the free theater is particularly good. One of the most amusing features is a comedietta entitled "A Pleasant Evening," by John T. Chick and his clever stock company. A long bill is made up of good vaudeville features, and on Thursday nights the amateurs furnish fun for a noisy audience.

FISCHER'S.

A strong list of clever variety actors, together with interesting moving pictures and an illustrated song, make up a good program at this cozy theater. There are three performances every day, one in the afternoon and two in the evening. The first evening performance begins at 7:30 and the other shortly after 9 o'clock.

HENS ACTIVE IN ESCONDIDO.

Last Saturday was a very busy day with our merchants, notwithstanding the rain, says the Escondido "Times," and the hens broke the record with their contribution. Steiner & Co. alone received 32 cases of eggs, and in all about 60 cases of eggs were brought to town by the farmers, a total of 1,800 dozen for which 19 cents was paid, aggregating over $340 which was distributed, aside from the butter, poultry and other products brought in to this market.

PACIFIC COAST HERRING.

Washington, March 22, 1905.—Consul-General Holloway of Halifax reports that the Scotch fish experts, who inspected the herring fisheries of America, found that while Pacific Coast herring are smaller they had more oil than the Atlantic product. It is recommended that the Government send a staff of Scotch expert curers to the Pacific Coast to put up herring in the best Scotch method and give instructions to persons desiring to learn.

IT'S THE
WATER



OLYMPIA BEER CO.
Agents and Exclusive California Bottlers of the Famous
OLYMPIA BEER
BREWED IN OLYMPIA, WASH.
1423 Mansome St., San Francisco, Cal.

THE HOTTEST THING
on Earth
Or Anywhere Else.

BAYLE'S
TOBASCO
... SAUCE ...

Guaranteed Absolutely Genuine and Superior in Flavor and Strength to Any other Brand.

GEO. A. BAYLE
ST. LOUIS, MO.





The WELCH GRAPE JUICE CO.
Westfield, N.Y.

Represented by Spohn-Patrick Company.

Quarts, 1 doz $4.50
Pints, 2 doz 4.75
½ Pints, 3 doz. 4 25
3 oz., 8 doz 6 00
½-Gallons, 1 dz. 8 00
Gallons, 6 gal. 7.50



VALLEY BREW LAGER
from
Richmond Bottling Works.
Zimmerman & Ruhland,
'Phone Pine 1787.
32d and Clement Street,
San Francisco, Cal.

Champagne.

Veuve Clicquot, qts	$32.25
Veuve Clicquot, pts	34 25
Ruinart, Magnums, 6 to case	30 50
Ruinart, qts, 1 doz to case	32 40
Ruinart, pts, 2 doz to case	34 20
Ruinart, ½ pts, 2 doz to case	18 00
Vintage 1893, qts, 1 doz to cs	46.50

Brandies.

	Per case
Martell's One Star, 1 doz qts	$16 00
Martell's Two Star, 1 doz qts	19 00
Martell's Three Star 1 doz qts	29 00
Martell's Three Star 2 doz pts	22 00
Martell's One Star, 2 doz fl ks	18 00
Hennessy's One Star, 1 doz qts	17.50
Hennessy's Three Star, 1 doz qts	21 00
Calif. doz qts	12.00



Cider
Hammond & Co.
Bottlers
Office and Depot
277 Seventh Street
Phone, Jessie 3371

SWEET CIDER
½ Gal. Bottles, $1.00 dz. Rebate, 10 per bottle.

BOILED CIDER
Quarts $2.00 doz.
Pints 1.75 "

Mineral Waters.

Aetna, splits, 100 to cs	$6 50
Aetna, pts, 100 to case	9 00
Aetna, qts, 50 to case	7.50

GINGER ALE
Belfast Ginger Ale Co.,
D. Steimke & Co. Props.
All Carbonated Beverages.
FOR UNION AND OCTAVIA STS.

	PINTS	QTS.
Soda Water	$ 80	$1 50
Ginger Ale	80	1 50
Sarsaparilla and Iron	80	1 50
Cider	80	1 50
Cuban Punch	80	1 50

Case Prices, 2 Doz. per Case.

Porter.
(E & J Burke's Guinness')

Stone, pts, 4 doz to bbl	$16 50
Glass, qts, 4 doz to bbl	14 00
Glass, pts, 8 doz to bbl	16 50

Specialties of
Hilbert Mercantile Co.

H. B. Ky. Bourbon, per gal.	$2 75
H B Ky Bourbon Ex spcl	3 25
Union League Ky Brbn, AA	2 50
Union League Ky Brbn, 1 gal	2 25
El Monte Ky Brbn, 1 gal	2 25
Maryland Monogram 1 gal	2 75
Forum, Bourbon, 1 gal	2 00
W. H. McBrayer's Cedar Brook 5 yrs	3.00

Hunter Baltimore Rye.

Per case, 1 doz. 5's	13 00
In 5-case lots	12 50
In 10-case lots	12.00

Hilbert Mercantile Co.

H. B. Bourbon (spcl)	$10 00
H B. Rye	10 00
H. B pt flasks, 4 doz to cs	12 00
H B ½ pt flasks, 6 doz to cs	9 50
H B 1½-oz bots, per gr	12 00
Union League "AA"	8 00
El Monte Bourbon	8 00
Forum Bourbon	7 00
J Baumgardner Rye	12 00
Maryland Monogram	9 00

W. H. McBrayer's Cedar Brook.

Per case, 1 doz 5's	$12 00
Per case, 2 doz pts	13 00
Per case 4 doz ½ pts	14 00
Per case, 20 doz 1½-oz	18 50

Jesse Moore Whiskies.

Ex Pony Bourbon	$18 00	$17.50	$17 00
AA Bourbon	11 00	10 50	10 00
C Bourbon	8 50	8 25	8 00
AA Bourbon, 6 doz, 4 oz	10 00	10 00	9.75
AA, Pt Flasks, 2 doz	9 00		
AA, ½ Pt. Flasks 3 doz.	6 75	6 50	6 25
Old Rye	11 00	10 50	

Jesse Moore Hunt Co.
(In barrels or half barrels)

Extra Pony Bourbon, gal	$7 50
AA, Bourbon gal	3 75
B, Bourbon, 1 gal	3 25
C Bourbon 1 gal	2 75
No 1, Bourbon, 1 gal	2 25
AA Rye, gal	3 75
C Rye, 1 gal	3.75



STANDARD BOTTLING CO.
BEACH STREET
Between Stockton and Dupont
SOLE AGENTS
LOS ANGELES BREWING COMPANY.
Beer furnished Grocers in Bottles or Kegs

Golden Gate
BOTTLING WORKS.
Blume & Gardner,
Proprietors

Bottlers of the Celebrated
Standard.
Culmbacher.
Extra Pale.
XXX Porter.
Half and Half.
Lager and Steam Beer in Kegs.
160 Shotwell St.,
Phone: Capp 1761. S. F., Cal.



LANDIS
TONIC
BITTERS
Factory and Salesroom,
1604 Mission St.
Bottles $2.00 doz.
1 doz. per case

LaGrande Laundry

Telephone Bush 12

23 Powell Street

Corner Ellis

14 Taylor St. - Near Golden Gate Ave.
200 Montgomery Ave. - Cor. Kearny St.
208 Third St. - - - - Cor. Howard
1788 Market St. - - - Opp. Eleventh

GIVE THEM A TRIAL

Situation Wanted.—Young man, 28 years old. A thorough grocer. Sober and industrious desires an inside place with some large grocery store. Address Clerk, this office.

Chas. Jacobson & Co.

210 - 212 Davis Street

DISTRIBUTERS OF

Fancy Butter and Honey

Dairy Butter and Eggs

Produce Market

THURSDAY AFTERNOON

BUTTER.

California creamery, extras	25	26
" " firsts	23½	24
" " seconds		22½
" dairy, extras		
" " firsts		22½
" " seconds		
Store butter	19	20
Storage		
" Creamery extras		
Pickled		
Keg		

EGGS.

California Ranch white		19
" mixed colors		18
" Gathered		17
Standard		
Seconds		
Eastern, selected		
" Standard		
" Seconds		
Storage, Cal., Selected		
" " Standard		
" " Seconds		
" Eastern Selected		
" " Standard		
" Seconds		

CHEESE.

California full cream	13	
" choice	12	
" common	Nominal	
Young Americas	13½	
Eastern full cream	16½	17
Oregon		

POULTRY.

Turkeys, young live	18	20
" old gobblers	18	19
Dressed Turkeys	nominal	
Roosters, young, per doz	7 00	8 00
" old	5 00	5 50
Hens	5 50	6 50
Fryers, per doz	6 00	7 00
Broilers, per doz, large	4 50	5 50
" " small	4 00	4 50
Ducks young	6 00	7 00
" old	4 00	5 00
Pigeons, young	2 00	2 50
" old	1 00	1 25
Geese' per pair, old 2.25 2.50; young	2 50	2 75

BEANS AND PEAS.

Small Whites	3 00	3 40
Large "	2 50	3 00
Pea Bean	2 25	2 50
Pink	2 50	3 75
Horse	nominal	
Red		
Kidney	4 00	5 00
Lima	5 00	5 50
Bayos	2 50	3 15
Butter (large)	3 50	3 75
Black Eyes	2 60	2 85
Dried Green Peas, per 100 lbs	2 25	2 50
" Niles " " " "	2 35	2 60

POTATOES AND ONIONS.

Early Rose,	1 85	1 75
Burbank,	1 00	1 40
Salinas old		
Oregons old	1 00	1 40
Merced Sweets	1 00	1 25
Yellow onions		3 50
Red (new)		

ALL WANT PROFIT.

Continued from page 5.

glad to get a profit on flour when they are backed up by the manufacturers, and know, absolutely, that no competitor can sell for less than they do.

The price card of the Globe Mills has been in effect five months. Not a single case of cutting has been reported as yet.

We ask the Sperry Milling Company, the Port Costa Milling Company, the Stockton Milling Company and the American Milling Company, where is your argument that a price card on flour cannot be maintained? You surely have to accept that you are wrong, or that you do not care for the interests of your customers.

If the Globe Mills and the Bay City Mills can protect the price of their flour and have grocers sell it when the price is higher than others leading brands, how much easier it would be to protect them if all leading brands were on a level.

A SUGGESTION.

When the other mills of California say to the retail grocers of this State: **"We will protect you from cut prices on all our standard brands,"** then, and **not until then,** can they come to the retailers and say: **"Help us against the invasion of outside flour."**

The retailers would help, too. There is no question about that.

The brands made by California mills, that are not well known, could be left off the list in order to compete with any cut price that might be made on outside flour.

This is a subject that the State Millers' Association can well afford to study as soon as they are thoroughly organized.

The mills must create a protective policy before the association can afford to take up a fight against the invasion of outside flour, and brands that are similar to old established ones.

WASHINGTON.

Aberdeen—W. W. Maxey & Co., grocers, have occupied new quarters in the Commercial block.

Bellingham—J. A. Brant is reported to have purchased Barry Bros.' grocery store.

Everett—Wildes, Metzer & Requa, well-known grocers, have filed supplemental articles of incorporation, increasing capital stock to $25,000.

Fremont—William West is opening a meat market to be run in connection with the Bird Grocery Company's store.

Hoquiam—The Oriental Tea Store has been closed and the stock turned over to Legg & Haskins, of San Francisco. Mr. Snyder, proprietor, recently accepted a position as travelling salesman for a wholesale spice house.

Puyallup—Whidden & Mitten have succeeded D. M. Snyder, grocery.

Seattle—R. A. Wright reported appointed receiver for the grocery firm of E. C. Damon & Co.

Spokane—John A. Barry is opening a grocery store. M. McPherson has succeeded F. J. Vernon, grocery. J. W. Baker has bought E. H. Willson's grocery. J. A. Solomon has succeeded W. F. Miller, groceries, at 1920 Third avenue. Newman & Garrison, grocers at the corner of Montgomery and Astor streets, have been succeeded by J. Newman. Roger & Lewis, grocers at Second and Jefferson, the old J. B. Newman stand, have sold out to Ralph Irish, formerly in business at Scotia. F. H. Guse, until recently proprietor of the Washington Grocery Company store at Third and Sherman, is re-engaging in business. About April 1 he will open a grocery store at 1025 Sprague avenue. Dayton Tomlinson, a clerk in Bradley Bros.' grocery store in Union Park, was arrested recently on the charge of selling smoking tobacco to a 14-year-old boy. He was tried in Justice Stocker's court, found guilty and fined $10 and costs.

Tacoma—McPherson & Perry, grocery, have incorporated as the West Side Grocery Company.

Declare Dividend To-Day.

The leading grocers are now handling Summit Snow Flour and, it is pleasant to record, will receive a dividend on the stock held by them in the Standard Flour Company. The dividend will be declared to-day.

HELPED BUILD BUSINESS.

It is satisfactory quality that brings customers back to the store asking for more. It is the same influence that prompts customers to advise their neighbors to deal with their grocer. It is the high quality of the "Diamond C" bacon and ham that has made them a satisfactory and splendid seller wherever they have been introduced by the Cudahy Packing Company.

We would call attention to the letter of Kopf & Donovan, of Santa Rosa, printed on page 3 of this issue, in which they tell how greatly their trade has been benefited through their use of "Diamond C" goods.

Phone Mission 238

J. MARSHALL & CO.'S

WORCESTERSHIRE SAUCE

BE SURE and GET the GENUINE

½ Pts., per doz. $1.20
Pts., per doz. 2.20

NO AGENTS

Office: Cor. 12th and Market Sts.

Tell Eastern Friends

of the low rates which will be made to

California

March 1 to May 15, 1905

$50 from NEW YORK
$33 from CHICAGO
$32 from ST. PAUL
$25 from KANSAS CITY

Similar rates from other points. Deposit cost of ticket with agent here, and ticket will be furnished passenger in the East. Tell your friends that now's the time to come cheaply if they buy their tickets via

Southern Pacific

ASK FOR PARTICULARS

City Office
613 Market St.

WIELAND BROS.

121-123 Clay Street — San Francisco

Importers and Commission Merchants

SPECIALTIES—Imported and domestic Swiss Cheese, Limburger, Brick Cheese, Edam, Roquefort, etc.; Mackerel, Codfish, Holland Herrings, Olive Oil, Spanish and California Olives, all kinds of Sausages and other delicacies.

SOLE AGENTS for Sierra Cheese, German Breakfast Cheese, Brie, Camenbert, Schloss, Kronen and Neufchatel Cheese.

Poultry Higher and Wanted.

SHIP us as soon as you possibly can all the Large Broilers, Fryers, Young Roosters, Hens, Ducks, Geese, Pigeons, Dressed and Live Turkeys, as high prices are prevailing here now. Sold Large Broilers to-day from $5 to $6; Fryers from $6 to $7; Young Roosters from $7 to $9; Hens from $6 to $8; Squabs from $2.50 to $3 per dozen; Old Pigeons from $1.50 to $2 00 per dozen; Geese from $1.50 to $2.50 per pair; Choice, Fat, Live Turkeys from 20c to 21c per pound; dressed from 22c to 25c per pound.

Store Butter of all kinds is wanted at fancy prices.

Ship us what you can, and we will guarantee you extreme market prices and immediate cash returns. Can use all the butter of all kinds that you have to ship.

Try us with some shipments of Poultry, Butter, and Eggs.
All Empties returned promptly.
Mark and consign all shipments of produce direct to the

POULTRYMEN'S UNION,
215 and 217 Clay St., San Francisco, Cal.
Paid-up Capital Stock, $50,000.

WILLIAM E. HARM
Kartuffel-Buhr
183-185 Valencia St. Near 13th
Tel. Folsom 1911

Wholesale Dealer in
POTATOES, ONIONS
BEANS, EGGS
Etc., Etc., Etc.

WITZEL & BAKER, Commission Merchants

Telephone Main 718 — 314, 316 BATTERY ST., SAN FRANCISCO, CAL.

Fancy Creamery Butter and Ranch Eggs Our Specialty

UNION PACIFIC
THE OVERLAND ROUTE

"THE BUSY MAN'S TRAIN"

Saves 16 Hours

VIA OMAHA

The only 68-Hour Train between San Francisco and Chicago.

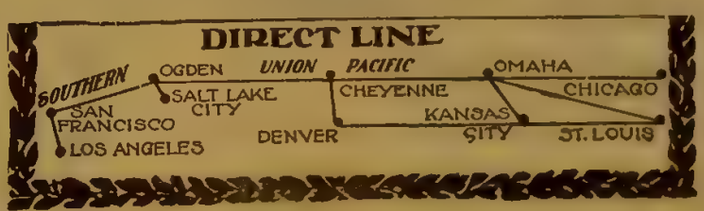
Straight
Swift
Sure



Shortest Line
Quickest Time
Smoothest Roadbed

The fastest long distance train in the World.

The Peerless Overland Limited running every day in the year with its matchless equipment is made famous the World over by the praise of pleased people.



EQUIPMENT:

Combination Smoking and Observation Car.
Ladies' Parlor.
Twelve Section Drawing-Room Sleeping Cars.
Dining Cars, serving all meals.
This train is heated by steam and lighted throughout by electricity.

SCHEDULE:

Leave San Francisco	9.00 A. M.	1st day
Arrive Chicago	9.00 A. M.	3rd day
Leave Chicago	12.30 P. M.	3rd day
Arrive New York	9.30 A. M.	4th day

Particulars on application to any Southern Pacific Agent, or address

S. F. BOOTH,
Gen'l Agt. Union Pacific R. R. Co.,
No. 1 Montgomery Street,
San Francisco.

MORE LOAVES PER SACK



Your Customer will be

SURPRISED

at the large number of loaves of light bread that can be made from

One Sack of "A1" FLOUR

THE BEST ON EARTH

Why "A1" Flour IS BETTER:

Our "**A 1**" FLOUR is manufactured from only the HIGHEST GRADE of the **BEST CALIFORNIA and EASTERN** Wheats. We have, by much investigation and research, produced a blend which includes enough Eastern wheat to cause "**A 1**" to be **More Glutinous** than other flours on the market and therefore **More Nutritious.**



IT ALWAYS GIVES SATISFACTION

THE PRICE CANNOT BE CUT

Made from Choicest Eastern (hard) and Selected California Wheat.

GLOBE GRAIN & MILLING CO.

MONTGOMERY AND CHESTNUT STS., SAN FRANCISCO, CAL.

Telephone Bush 759.

(Please mention the ADVOCATE to Advertisers. It helps us materially.)

THE RETAIL GROCERS ADVOCATE

A. H. POWERS, Editor

SAN FRANCISCO, CAL., APRIL 7, 1905

Vol. 10, No. 14



M·J·B·COFFEE
SELECTED WISDOM

SAY IT QUICK.

No Long Winded Talk is Needed To Sell

M. J. B. COFFEE

IXL - Kapp and Street - W.G.M.

TAMALES

IN

KEY-OPENER CANS



THE ORIGINAL

Powdered

STOVE POLISH

Mixes with water instantly. Advertised everywhere

OUR GUARANTEES:

To give SATISFACTION or your MONEY BACK
To give a QUICK, BRILLIANT LUSTRE
To give Dealers a GOOD PROFIT

PRICES 5c Size, 3 Doz. to case, per case, $1.50
10c " 3 " " " " " 2.50

SPECIAL DEAL SIX PACKAGES FREE in every case of 3 dozen

R. A. HOLCOMB & CO., Agents 20 PINE STREET San Francisco, Cal.

YOU ARE ALWAYS SURE of a sale and a profit if you stock SAPOLIO. You can increase your trade and the comfort of your customers by stocking

HAND SAPOLIO

at once. It will sell and satisfy.

HAND SAPOLIO is a special toilet soap—superior to any other in countless ways—delicate enough for the baby's skin, and capable of removing any stain.

Costs the dealer the same as regular SAPOLIO, but should be sold at 10 cents per cake.

WE ARE

INTERESTING CONSUMERS

IN OUR CELEBRATED

PONCE DE LEON

(THE BEST IN THE WORLD)

COFFEE -- A PURE PORTO RICO PRODUCT

San Francisco Dealers will note our

Striking Displays on the Main Streets

Artistic Signs in the Street Cars

Attractive Designs on Theater Curtains

Conspicuous Notices in Theater Programs

Cash Prizes for Ads. Prepared for the "Bulletin" by School Children.

In Addition to This: Experienced Lady Demonstrators are making a House-to-House Canvass, Distributing 20,000 FREE Sample Packages and Explaining the Merits of PONCE DE LEON COFFEE to Housewives.

We Thus Supply Five Prime Elements of Success:

FIRST — The Indisputable Merits of the Goods.

SECOND — Widespread Announcement of that Merit to Consumers.

THIRD — The All-Prevailing Influence of the Children in the Household.

FOURTH — A Fair Retail Price — 1-lb. tins, 40c; 2-lb. tins, 75c; 3-lb. tins, $1.10.

FIFTH — A Guaranteed Profit to the Dealer. We will not supply Cutters.

Gold Watches for Grocers

To add to the interest of the Retail Grocery Trade in advancing the Sales of **PONCE DE LEON** Coffee, we have decided to give

6 Gents' Solid 14-Karat Waltham Gold Watches, Value $60 Each, to our Friends.

To Get One Entails No Cost Nor Extra Labor.

Read the Terms: We will give Watches to Each of the Two (2) Retail Grocers of San Francisco, and to Each of the Four (4) Grocers in the Interior, whose Invoices show that they have purchased the **Most Pounds** of our **Sealed Cans** of

PONCE DE LEON COFFEE

Bet. April 15 and August 15, 1905

Watches Guaranteed to be Solid 14-Karat Gold

GET IN LINE—GET A PROFIT—GET A SPLENDID GOLD WATCH

The Porto Rico Company

587-589 HOWARD STREET San Francisco, Cal.

MORE LOAVES PER SACK



Your Customer will be

SURPRISED

at the large number of loaves of light bread that can be made from

One Sack of "A1" FLOUR

THE BEST ON EARTH

Why "A1" Flour IS BETTER:

Our "**A 1**" FLOUR is manufactured from only the HIGHEST GRADE of the **BEST CALIFORNIA and EASTERN** Wheats. We have, by much investigation and research, produced a blend which includes enough Eastern wheat to cause "**A 1**" to be **More Glutinous** than other flours on the market and therefore **More Nutritious.**



IT ALWAYS GIVES SATISFACTION

THE PRICE CANNOT BE CUT

☞ Made from Choicest Easteru (hard) and Selected California Wheat.

GLOBE GRAIN & MILLING CO.

MONTGOMERY AND CHESTNUT STS., SAN FRANCISCO, CAL.

Telephone Bush 759.

(Please mention the ADVOCATE to Advertisers. It helps us materially.)

PRESIDENT ROOSEVELT SAID THAT

Wedding Breakfast COFFEE

HAD A DELIGHTFUL FLAVOR

(SERVED AT THE COWBOY BREAKFAST, HUGO, COLO.)

BLEND ALWAYS THE SAME



INCREASES YOUR COFFEE SALES

Roasted 5250 Feet Above Sea Level
(AND IT SELLS.)

NASH-SMITH TEA AND COFFEE CO.

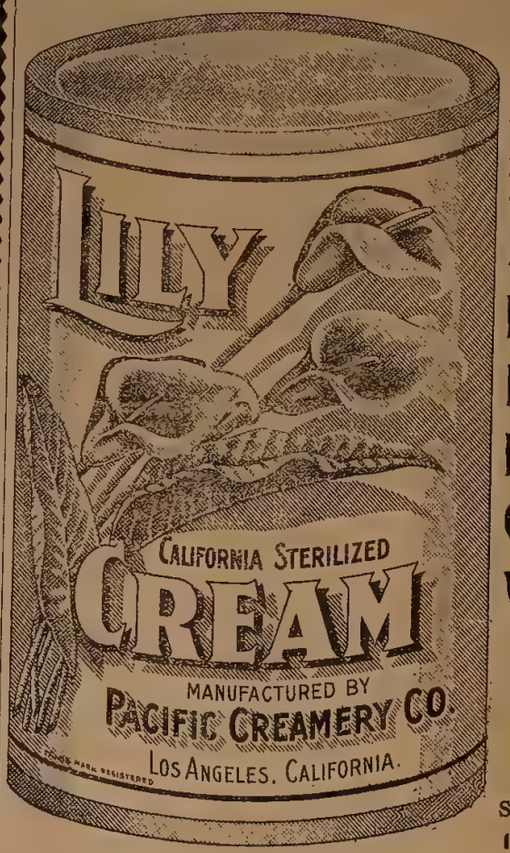
Purveyors to Coffee Connoisseurs

Established 1864

DENVER —— ST. LOUIS

FRANK B. PETERSON & CO., SAN FRANCISCO

THE ORIGINAL BIG CAN



ALWAYS POPULAR

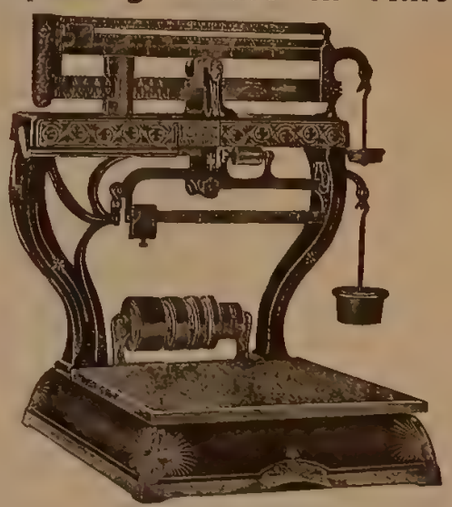
ITS MANY IMITATORS PROVE ITS GREAT WORTH

For Sale by All Jobbers

San Francisco Offices:
115 Davis Street.

$39.00 BUYS THE BEST

Computing Scale in America



Patents sustained by U. S. Courts and Patent Office.

Saves the Grocer 60c per Day

Write for particulars.

Not Made or Sold by the Trust.

Sold by Wholesale Grocers and Hardware Dealers.

Standard Computing Scale Co., Ltd., Manufacturers

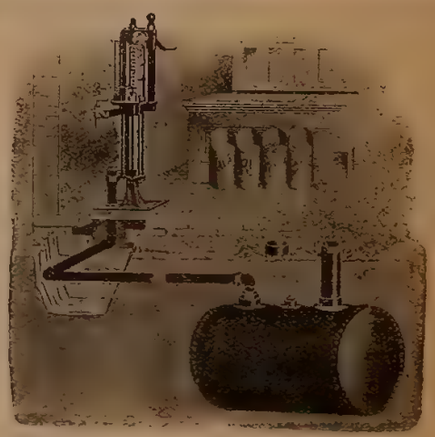
DETROIT, MICH.

TAKE NO RISKS WITH GASOLINE

BUT USE A

BOWSER LONG DISTANCE GASOLINE STORAGE OUTFIT

IT IS AN ABSOLUTE PROTECTION FROM FIRE AND RESULTING LOSS



PUMP IN STORE--TANK BURIED

ONLY ONE GALLON OF GASOLINE IN BUILDING AND THAT INSIDE PUMP

TANK OF HEAVY STEEL, RIVETED AND SOLDERED

IT IS PERMITTED BY THE INSURANCE COMPANIES

MEASURES GALLONS, HALF GALLONS OR QUARTS

PUMP ALL OF METAL

ASK FOR CATALOG "BB"—THERE'S NO TIME LIKE NOW

S. F. BOWSER & CO. - FORT WAYNE, INDIANA

Retail Grocers' Advocate

CALIFORNIA RETAIL GROCERS' AND MERCHANTS' ASSOCIATION — OFFICIAL PAPER — RETAIL GROCERS' ASSOCIATION

Vol. 10 — SAN FRANCISCO, CAL., APRIL 7, 1905 — No. 14

Published Every Friday by
ADVOCATE PUBLISHING CO.
Frank Connolly .....Vice-President
Aaron H. Powers, Secretary and Treas

Subscriptions:
One Year $2.00
Single Copies ..... .10
PUBLICATION OFFICE:
456 MONTGOMERY STREET.
Rooms 413-414. - Tele. John 2601

Entered at the Postoffice at San Francisco as Second Class Matter.

Points to Watch

BACON, HAM AND LARD.
Market advanced in the past week with every indication of further increase in prices.

SUGAR.
Present prices on the Pacific Coast are below a parity with Eastern sugar.

RICE.
Fancy grades of Japan rice is almost exhausted in the South, and importers predict a sharp advance on such stock in the immediate future.

SEASONABLE ITEMS.
Paint, linseed oil, clothes line, poultry supplies, loaded shells, etc., are things that should move rapidly in the next few weeks.

ROYAL BAKING POWDER.
A free deal of 10 per cent with all purchases is now on, to be withdrawn without notice. A similar free deal in 1904 was kept open four weeks.

MAPLE SUGAR.
Pure food laws are increasing the demand for the real article. This will probably make all pure maple syrup and sugar worth more money, as the flow so far has not been satisfactory this year.

BLACKSTRAP MOLASSES.
Is reported scarce in the Eastern market with a probability of higher prices.

DATES
Are advancing in the East with both primary markets and London, higher.

THE GROCERS' PAPER.

The **Advocate** is the paper of the retail grocers of the Pacific Coast. We owe allegiance to the retail grocers and to the retail grocers only. The grocers know this and they look to the paper for "straight" information and give it their support.

The **Advocate** has refused the advertisements of firms whose policies were opposed by the retail grocers. It has received a hundredfold more advertising of firms who recognize the fact that the paper is a good advertising medium just because it takes that stand.

The **Advocate** is the only paper on the Pacific Coast devoted wholly to retail grocery matters.

The **Advocate** is the only grocery trade paper with a general circulation all over the Coast.

The **Advocate** is the only trade paper printed in San Francisco that dares to let advertisers inspect its subscription books and mailing lists.

Wisconsin—The State Grocers' Association is working to have the exemption tax of the State amended in order to protect the retail grocers.

FIGHTING GROCERS' INTERESTS.

Foolish Flour Mills Interfere With the Prosperity of Their Customers and Their Own.

Five mills unite in practically saying to the grocery trade:

"We know certain firms are selling our flour for what it costs you—$1.20 a sack now—but we don't intend to make them stop. You are so foolish that you will keep on selling our flour, even if you DON'T get a profit and, if we tried to make them stop, we might have trouble with the cutters."

These mills are:
Stockton (crown).
Port Costa.
Sperry.
American,
Del MMonte.

They gave as an excuse for this action that the retail grocers did not wish them to maintain a selling price that gave a margin of 15 cents a sack. They insisted that if the grocers wanted them to do so, they would establish and maintain a price.

Then their drummers went to the grocers and tried to persuade them that they could not maintain a price in San Francisco, although the mills were doing so in all the other large cities of California, Oregon and Washington.

What Grocers Are Doing.

More than 700 grocers are now selling the flour of the Globe Mills whenever they get a chance.

They do not do this because they love the Globe Mills. They did not know the Globe Mills six months ago.

They do it because they are business men and because they know that they need not be afraid of having a customer come in and tell them they have been overcharged and that some other grocer is selling the same flour for less money.

Mills Hurt Themselves.

The **Advocate** is sorry the mills have taken the stand they have. We feel sure that before long they will realize that they did wrong to refuse to protect their customers.

No mill can expect a grocer to want to keep on selling a flour on which he doesn't make a profit. They will sell the flours that bring them $1.25 and a margin of 5 cents when they must, but they are going to sell the flour for which they get $1.40 with a margin of 17½c whenever they can.

The **Advocate** is sorry to learn that some of the mills have a hard feeling against this paper. We think that, in the end, they will admit that the fight we are making for the retail grocers is right and honest and when it is all over and they, too, are protecting the price of their standard brands they will realize that we have done them a great favor.

The **Advocate** hopes to see the day come when the California Mills will unite in protecting the profits of the retailer.

We also hope to see the retailers upholding the California mills in an understanding that only the flours of California mills are to be sold in California, and that retailers who sell outside flours shall be refused the rebate of 25 cents per barrel by the mills.

This is one of the possibilities and it should come.

To bring it about as quickly as possible the **Advocate** once more urges the retail grocers to show that they want profits and that they cannot be driven to work for nothing by a combination of a few mills with the cutters. They can do this by selling the product of the **Globe Mills**, which protects its flours and will not sell its standard brands to cutters.

PRAISE FROM SPOKANE.

After reviewing the work accomplished at the last Legislature by the State Grocers' Association, "The Trade" of Spokane, Wash., says:

"Good enough, California! And yet there are doubtless many retail merchants doing business in California who will enjoy the benefits and profits of wise commercial legislation without inquiring through what agencies the state secured those laws or without being willing to do their share towards keeping the organization effective."

Legislative Report.

SHOWING THE WORK ACCOMPLISHED BY THE CALIFORNIA RETAIL GROCERS' AND MERCHANTS' ASSOCIATION AT THE LEGISLATURE OF 1905.

We desire, first of all, to extend our hearty thanks to those merchants who, by subscribing to our legislative fund, made it possible to secure the following splendid results:

LAWS PASSED.

Senate Bill 344—Our Association was the leading factor in passing the anti-trading stamp and anti-premium bill. This bill prevents the merchant from being compelled to give coupons and trading stamps against his will.

Assembly Bill 152—Our Association had this bill passed, which prevents a husband from defrauding his creditors by transferring his property to his wife. It makes the separate property of the wife liable for the family bills for the necessaries of life, exempting the property she had before her marriage and what she may get through will or by the death of a relative. In other words, all the property both husband and wife may acquire after marriage may be attached for the necessaries of life.

Assembly Bill 920—This bill provided that an account should not begin to outlaw till the customer quits trading with the dealer. In other words, the account would date from the last transaction. This would allow a payment on an account to renew the account. By diligent work this bill passed both Houses. It was not signed by the Governor and did not become a law.

BILLS DEFEATED.

Senate Bill 250—This bill would forbid the serving of attachments except where fraud could be proven. It was a bad bill. We caused hundreds of protests against this bill and it was defeated.

Senate Bill 276—This bill would forbid attachments for less than $25. We took the same steps as on S. B. 250 and it was killed in the judiciary committee.

Assembly Bill 806—This was to repeal the law we had passed two years ago allowing the attachment of public employees. We worked diligently against this bill and it did not get out of the committee.

Assembly Bill 369—Would have prevented a country merchant from selling any proprietary medicine without a prescription. The bill was killed.

Assembly Bills 370, 371, 372—Were obnoxious pure food measures that would have held the merchant liable for adulteration, etc., and not the manufacturer. By diligent work the bills were defeated.

Senate Bill 842—Gave the Supervisors of incorporated counties and cities the right to impose a license on merchants. This bill was defeated.

Assembly Bill 604—Proposed to force the manufacturer or jobber to sell goods to anyone who might apply for same. There are times when jobbers and manufacturers do not like to sell trade disturbers. The bill was killed.

Assembly Bill 646—Was of the same stripe as bill No. 604, except it went still farther and would prevent one



IF Carnation Cream

DID NOT GIVE SATISFACTION
IT WOULD NOT SELL
ISN'T THAT SO?

BUT

IT SELLS BETTER
THAN ANY OTHER BRAND.
WHAT THEN?

CARNATION CREAM

Has All of the Requisites for Business Bringing:

PURITY

UNIFORM QUALITY

RICHNESS

WHOLESOMENESS

DELICIOUS FLAVOR.





Cream of Creams

QUANTITY
20 Ounces in Every Tin

PRICE
Retails at 10c the can

APPEARANCE
Every tin is strikingly labeled.

IT IS EXTENSIVELY ADVERTISED.



THE REBATE DEAL IS STILL EFFECTIVE

BUY Carnation Cream NOW

and get a Rebate of 25c on Every Case purchased.

Write for Special Rebate Contract Blank.

SPOHN-PATRICK COMPANY,

16-18-20-22 Front Street AGENTS San Francisco, Cal.

DAIRY LAWS.

The following bills have been approved by Governor Pardee and are now law:

Assembly Bill 50—Whoever sells or makes butter hereafter or has butter in consignment in packages of less than six pounds and more than one-half a pound must see to it that each package is marked with its true weight or suffer fine or imprisonment or both.

Assembly Bill 51—To prevent dairy products being offered for sale that are unclean, and defining a sanitary dairy and creamery; also forbidding use of chemicals to color or aid in manufacture, except the package is plainly marked, showing the character of the chemicals and foreign matter used. Duties of State Dairy Bureau in the premises defined and of District Attorney also, and $24,000 appropriated for two years to carry out provisions of bill which provides for dairy inspector and reports to the State Veterinarian.

Assembly Bill 233—To prevent sale of renovated butter except its character is stated on the package and under license.

PICNIC FOR PICNICKERS.

The picnic season is at hand. The grocer will now have a demand for dainty, tempting articles for light lunches, and what better can he offer than the Pim-Olas and "White Label" Olives of the Seville Packing Company?

They make an attractive display in the show window and on the display counter, and with little trouble to the dealer bring him much profitable business.

The grocer who carries them in stock will find that many people will be attracted to his store that would pass it by if he carried only plain groceries.

The Spohn-Patrick Company have been shipping many cases of olives to dealers anxious to be prepared for the picnic trade.

The Seville Packing Company's olives are put in various sized bottles, retailing at from 10 cents up. The fruit is of good size, firm and meaty, and the flavor is excellent.

The Spohn-Patrick Company make up trial assortments consisting of "White Label" Queen and Manzanilla Olives, Pim-Olas and Baby Pim-Olas, and Nicelle Olive Oil for their customers.

Any one interested in olives and olive oil should write them for prices and illustrated literature.

from telling a third party of those who were acting against their interests. This bill was killed.

There were several other obnoxious pure food measures, etc., but they did not have much support, so we do not mention them.

HOW IT WAS DONE.

It was only by much hard work that these results were secured. We found the individual dealers and the affiliating associations ready to work diligently along the lines we suggested to them. It was this prompt assistance that influenced the Legislature to grant us what we asked.

The work accomplished should convince the most skeptical of the necessity of our organization.

The only substantial way to appreciate what we have done, is by a subscription toward our work. We have not only spent a great deal of money in this legislative campaign, but we will have to spend several hundred dollars more to defend the anti-trading stamp law before the State Supreme Court.

We would respectfully request all those who have not yet subscribed to our legislative fund, to do so at once. Our work is for *your* benefit and you should help bear the expense.

Many merchants have spent valuable time and subscribed from $1 to $5 in conducting this campaign. Surely those merchants who have not helped should be willing to send a small amount to help defray our expenses. Because some of our associations have failed to do their share in raising legislative funds, we have been forced to draw on the funds necessary to pay the running expenses of our organization and keep it in existence.

Send remittances to *F. B. Connolly, 456 Montgomery street, San Francisco, California.*

Yours very respectfully,

CALIFORNIA RETAIL GROCERS' AND MERCHANTS' ASSOCIATION.

WARNING TO THE MERCHANTS OF CALIFORNIA.

Having had charge of the legislative campaign for the California Retail Grocers' and Merchants' Association during 1905, and having been in close touch with the proceedings of the entire session of the Legislature, I issue the following warning to the merchants:

If the merchants of California become disorganized and are not in a position to keep close watch on legislative sessions, they will lose nearly every favorable law now on our statutes.

A study of the laws passed will show you what favorable laws we have at present. Every one of them was secured through the influence of the merchants.

A study of the laws defeated will show you the class of legislators we have to watch.

We have one of the best attachment laws in the United States. Repeated attempts have been made to repeal this law, and the 1905 session was more persistent than usual in trying to do so. The preventing of the repeal of this one law is worth many times the amount the merchants are paying to the State association.

Study the result of the repealing of this one law. Take away the privilege of a merchant attaching wages. How many thousands of dollars would be lost yearly that can now be collected by attachment. How many thousands more would be lost by parties who now pay for fear of being attached?

This is a big question and cannot be treated lightly.

Just as sure as you become disinterested, just that sure will you lose what you have. You will also lose the benefits of favorable laws we might pass.

Yours truly,

J. F. PAULDING.

VALUABLE CALIFORNIA INDUSTRY.

It is worthy of special mention that the fish packed by the California Fish Co. are of such excellence as to give successful competition to the finest imported brands.

Both the sardines and "Sunset" brand of mackerel, packed by this company in its factory at San Pedro, are put up in pure olive oil, and are of strictly high grade.

This fact, leading to the successful upbuilding of the State, makes it especially worthy of support by the trade as well as the consuming public of the coast.

A MATTER OF HEALTH

ROYAL



BAKING POWDER

Absolutely Pure

HAS NO SUBSTITUTE

All Grocers should carry a full stock of Royal Baking Powder. It always gives the Greatest Satisfaction to customers, and in the end yields the larger profit to the Grocer.

At the Principal Hotels, Clubs and Restaurants, In Pullman Palace Dining Cars and all Trans-Pacific Steamers — In fact

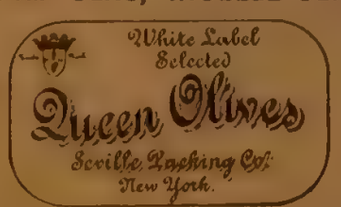
ON EVERY TABLE

You will find

The "WHITE LABEL"

QUEEN and MANZANILLA OLIVES, PIM-OLAS, BABY PIM-OLAS, NICELLE OLIVE OIL

For those who



Want Quality

Finest Fruit Uniform in Size Excellent Flavor

Merchants who carry a Fancy Grocery Stock make a Specialty of

"White Label" Brand QUEEN OLIVES

Carry a complete stock at all times and you will do well. Write for Literature and Prices. Advertising Cuts sent Free to Dealers issuing Catalogues.

SPOHN-PATRICK COMPANY

PACIFIC COAST AGENTS

16-18-20-22 Front Street, San Francisco, Cal.

BRANCH HOUSES: Los Angeles, Portland, Seattle, Denver, Salt Lake City.

WHAT'S NEW?

The newest thing is generally a new brand of coffee—something that's going to break all previous records and revolutionize the coffee business.

Then follows the inevitable when the quality falls down after a time and you find you would have been better off had you stayed with

SCHILLING'S BEST

FAREWELL TO STAMPS.

Massachusetts Papers Tell of the Demoralization of the Pest.

North Adams "Transcript"—"The trading stamp seems to be pretty effectively killed off in Massachusetts."

Lynn "Item"—"Trading stamps are very low now, but it don't happen to be the time to buy."

New Bedford "Standard"—"Trading stamp concerns all over the commonwealth are closing their doors."

Pittsfield "Eagle"—"The trading stamp is dying to slow music. Every day the newspapers tell of the merchants closing them out."

Boston "New England Grocer"—"There are not many legislatures that have not one or more bills regulating trading stamps before them. The trading stamp is being fought by merchants from Maine to California and from Michigan to the Gulf.

Toronto, Canada—The Grocers' Association is preparing for a Pure Food Show. The Association sent delegates to Ottawa to make an appeal to the Prime Minister to help them get a law making the giving of trading stamps a misdemeanor.

EFFECTIVE ADVERTISING.

Popularizing Welch's Grape Juice.

The Welch Grape Juice Company are doing some exceptionally effective advertising in the magazines and newspapers—advertising that is well calculated to build trade for their grape juice.

The ads are artistically drawn and the copy is good business sense. Anyone who reads the magazines must obtain a knowledge of Welch's Grape Juice and it would be surprising if many people had not tried this article after having read the Welch advertisements.

The advertising of the Welch Grape Juice Company is in the hands of Calkins & Holden, New York, masters of the advertising art.

Welch"s Grape Juice is a food of inestimable value, and above all a pleasant drink.

As the warm weather is coming on the consumers' thoughts turn naturally to grape juice, not only for the novelty of the thing, but because so many delicious punches and dainty desserts may be prepared with it.

The Spohn-Patrick Company's' traveling representatives are promoting the sale of Welch's Grape Juice, and in all probability it will be a question of only a short time when a general demand for the article will have been created.

PROFITS ON JARS.

Kerr Glass Company Promises to Protect Retail Grocers of Spokane.

Spokane, Wash.—At the last meeting of the Retail Grocers' Association Mr. Ball of the Kerr Glass Manufacturing Co. spoke with regard to the "Economy" Fruit Jar and prices. He stated that his company was desirous of maintaining prices that would guarantee a fair and legitimate margin of profits to the retailer. He asked the Association to list the jar on its card price list and promised that the company would refuse to sell to any dealer who would not sign an agreement to maintain prices and would prosecute anyone who would violate such contract.

A committee appointed to see the wholesalers with regard to discontinuing sale of goods in broken packages reported that they had not been able to get together with the wholesalers as yet, and asked for more time, which was granted.

AN ATTRACTIVE DEAL.

Mr. J. M. Gamble, manager of The American Tobacco Co.'s plug department, announces that his people are ready to place on the market "Cremo Export" cigars, Reina Victoria shape. These goods come in tenths, two bundles, and are packed in an attractive Humidor, containing 3000. These Humidors will enable a dealer to have his cigars always in prime condition. They are strong and durable, being made of wood, lined on both sides with metal, with air holes that can be regulated, moistener, lock, etc., and are quite expensive.

Dealers can purchase "Cremo" Reina Victorias at $35 per thousand, less the usual cash discount, and the jobber will bill 3000 as 2500, which is equivalent to 200 free with each thousand. In addition, the Humidor is given free. In less than 2500 lots the price is higher, and the dealer receives no humidor.

All live jobbers have shipments of these goods en route, and dealers would do well to place their orders with jobber at once, for delivery on arrival.

The demand for these humidors has been unprecedented.

SIGHT SEEING SUGGESTIONS.

A neat booklet with this title has been issued by the Palace Hotel of this city. It will prove a great convenience for sight-seers in San Francisco. There is no advertising in the book, in which it differs materially from other similar publications. The Palace Hotel has been making many improvements of late, among them being telephones and steam heating in every room.

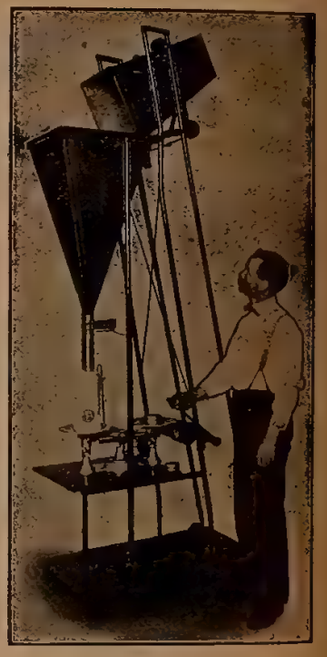
A BEAUTIFUL STORE.

Lackman Bros. have fitted up a very beautiful store at 1029 Larkin street. This store is owned jointly by H. G. Lackmann of Leavenworth and Broadway, and E. A. Lackmann of 810 California street. Ernest Lackmann has immediate charge of the new store, which is fitted up with all the modern conveniences that go toward increasing good service in a grocery store. The stock is carefully selected and the firm is making a very strong bid for the neighborhood patronage.

A CO-OPERATIVE STORE.

The Cambria Supply Co. has been incorporated in the town of Cambria, San Luis Obispo county, to do a general wholesale and retail merchandise business.

Bond System OF Retailing Staples



For Particulars, write

BOND SCALE CO.
210 East Second St.
LOS ANGELES, CALIFORNIA

Better and Quicker Work

THAN ANY $50 CUTTER
COSTS ONLY HALF AS MUCH

The "Dunn"

CUTS **ANY WEIGHT** CHEESE
AT **ANY PRICE** PER POUND
A Child Can Operate It.

We can sell our Cutter for Less than any Other Manufacturer, because—
Our Capacity is Greater—We Make More Cutters—than ANY other Factory.
WILL SAVE ITS COST IN 90 DAYS.

For further particulars address

W. A. HAWLEY — PACIFIC COAST AGENT — 310 Cluett Building
SAN FRANCISCO, CAL.

$25



$5 Down
$5 p. Month
5 Year Guarantee

ROAST GOVERNOR PARDEE.

Oakland Grocers Protest Against Veto of Assembly Bill No. 920.

There was a lively meeting of the Alameda County Grocers' Association on Monday evening.

The copy of the letter written by the Governor, explaining why he had not signed Assembly Bill No. 920, was read from the Grocers' Advocate by Secretary Reed. It started a very interesting discussion on the part of the members.

J. S. Wixson insisted that the letter of the Governor was a slap at every grocer in the State. The Governor intimated that he had paid a grocery bill twice. Mr. Wixson was convinced that while Mr. Pardee may have thought he had paid a bill twice, he had never done so. He felt that the position taken by the Governor that it was unsafe to sign the measure because he feared that the grocers were so dishonest that they would seek to rob their customers by means of it was an insult that should and would be resented by every grocer from Siskiyou to San Diego.

L. Warnke of Alameda called attention to the fact that the Governor had stated that the bill on which a payment was not made in a year or two was not of much account. This, he stated, was not always the case, as the Governor would know if he ran a grocery store. The Governor also indicated that if a person should buy goods from a merchant with whom they had once traded the merchant could then bring suit for goods that have been supplied many years before. Mr. Warnke stated that the courts had decided that a purchase renewed an account only when the purchase was made within the time set by the statute of limitations.

George Hoffman joined the anvil chorus. He pointed out the lack of logic in the Governor's letter and showed where his own statements proved that he was wrong.

The matter of the necessity of paying a license for soliciting orders in Emeryville was brought up.

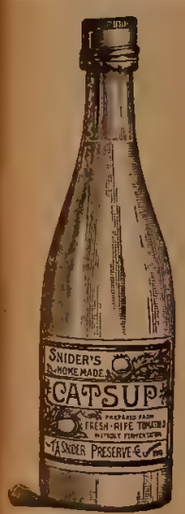
Mr. Hoffman assured the members that the United States Supreme Court had decided that it was not necessary to have a license in order to solicit orders when the solicitor neither delivered the goods nor collected money.

Mr. Warnke, for the picnic committee, reported that they had gone to Martinez and were very much pleased with the grounds. The grass was high and there was plenty of trees and shade. He asked for time in order to secure a definite proposition from the owners of the picnic grounds. The picnic committee was given full power to make a contract for the picnic grounds at Martinez, providing that the terms were satisfactory to the committee.

The question of the flour fight now on, caused considerable interested comment. The fact was developed that every grocer present at the meeting was selling the "A-1" flour of the Globe Mills wherever he could and that their sales of the other flours were being materially lessened every day.

The Basis of a Good

Tomato Catsup



is the right kind of Tomatoes.

We **grow** *our own tomatoes, and* **make** *our Catsup when they are* **fresh picked**

So much for the Tomatoes.

The Spices *we use speak for themselves, in the quality of the Catsup.*

The Delicate Flavor proves our Case.

T. A. SNIDER PRESERVE CO.
CINCINNATI, OHIO.

SPOHN-PATRICK COMPANY
AGENTS
16-22 Front Street, San Francisco

THE CREAM THAT SELLS.

A recent careful canvas of the retail stores of New Orleans by the representatives of the Carnation Cream Company, shows results, which to them should be very gratifying. Out of over 1400 legitimate retail grocers in this city, there are only twelve that do not handle Carnation Cream, and of these twelve, ten agree that the demand for it will compel them to place it in stock shortly. For any new piece of goods this showing is very remarkable for so short a time. There is no question but that the demand for this popular article is increasing rapidly in this city, and it is the unanimous opinion of both retailers and jobbers, that this brand has come to stay, and has surely made a decided hit with the consumers all over this territory, and the future consumption will be very large.

The Carnation people are giving some very elaborate demonstrations in this city and vicinity, and are distributing some very attractive advertising matter. One of the latest mediums to be employed by them is a celluloid button that can be worn on a garment. On this is the fac simile of a can of Carnation Cream in colors. These seem to be an unusually good means of advertising, as they are eagerly sought by all children, and shortly no child in this city will be unfamiliar with this brand of goods. Twenty-five thousand of these buttons have been shipped here for distribution in this territory.

In addition to the buttons, there has just arrived 200,000 receipt books, which are given by the lady demonstrators to every customer who tests the cream in the various forms in which it so palatably served. That no housekeeper shall be unfamiliar with the variety of uses to which Carnation Cream may be applied, arrangements have been made for the distribution from house to house of 75,000 of these little books. Aside from the dainty receipts these books contain, they are a very attractive advertising medium.

The books are in colors, and are made to represent a full-sized can of Carnation Cream. Inside are the recipes artistically arranged, and printed in colors. It is safe to state that by the time this company has finished demonstrating and advertising their brands here, that no man, woman or child, but will fully understand that Carnation Cream is al that its manufacturers claim for it, and is far more economical and far more convenient and healthy than either condensed or fresh milk.—New Orleans Trade Journal.

WHY THEY MAKE BEST CATSUP.

Cause of Popularity of the Snider Brand.

The T. A. Snider Preserve Company of Cincinnati, Ohio, manufacturers of Snider's Home Made Catsup, have always been able to secure the larger part of the catsup business because their catsup is recognized by the public as the best and purest produced.

This firm owns and operates eight factories, situated in the most productive tomato belt in the United States.

To begin with the Snider Preserve Company grow all their own tomatoes, pick them when fresh and ripe and make their catsup while the tomatoes are in their very best condition.

Other ingredients necessary in catsup making, such as vinegar and sugar, must be high grade. Large quantities of pure water are obtained from artesian wells.

The factories are modern in every respect and kept scrupulously clean. The Snider Preserve Company extend invitations to the public to visit their various factories so that they may see how the catsup is made.

In California, Snider's Catsup is moving very rapidly, and from all reports business has increased throughout the United States.

A CONVENIENT PACKAGE.

The new package of the Leslie Salt Refining Co., in which they are putting out their Velvet Salt has a very novel and serviceable spout. There is a little end of cardboard projecting from the label. When this end is pulled out it brings into place a small spout through which the salt runs. The package can be effectively closed by pushing back the little paper end. The great advantage of this arrangement comes from the fact that the housewife does not have to tip the package entirely up in order to get the contents out.

WAR AT OXNARD.

Competition in Oxnard has been developing very rapidly. Some feeling has been brought into conditions with the result that the big store of the city, Lehman & Waterman, have issued a grocery price list which knocks out the profits on nearly all the leading staples.

DAN O'CALLAGHAN

REAL ESTATE

AND

INSURANCE BROKER

City Agent
Liverpool & London & Globe Ins. Co.

Telephone, Main 5238

22 Montgomery St., San Francisco

(Mr. O'Callaghan was for many years a member of the firm of O'Callaghan, Nelson & Co.)

CONTAINS WHITE OF EGG
The Greatest Leavening Auxiliary



Not Made by the Trust

Now Used by Thousands of Families

30 CENTS THE POUND
Made in California. Ask Your Jobber.
THE NEELY COMPANY
3 California St., San Francisco

"CRACKER JACK"

The New Confection.

"The more you eat
The more you want"

Always Fresh and Crisp.

THE WORLD'S GREATEST 5c SELLER

100 Packages to Case - - - $3.65

CASE WEIGHS 40 lbs. GROSS

Dodge, Sweeney & Co., Agents, - San Francisco, Cal.

Clerk's Corner

Pointers for Clerks.

1. Keep your eyes on the front door. Customers should be waited on promptly and pleasantly.

2. Do not stand outside the front door when at leisure. It is an excellent notice to competitors and customers that trade is dull.

3. If you know of an improvement of any kind, suggest it at once to the manager; it will be impartially considered.

4. Employees are requested to wear their coats when in the store. It is not pleasant for a lady to have a gentleman waiting on her in his shirt sleeves or with his hat on.

5. Don't smoke or chew on duty.

6. Don't talk politics or religion while on duty.

7. Keep mum about your business. Always have a good word to say for it and never say it is dull. Keep your eyes and ears open about your competitors.

8. Attend well to the counter, and address customers immediately on approaching; don't walk up to the counter and leave your tongue behind.

9. Be as polite to the customer who spends a quarter as to the one who spends five dollars.

10. Be patient, kind and attentive to children; they grow up to be men and women, and may become purchasers.

11. Give the best possible value in all things, and be particular as to cleanliness.

12. Have all parcels neatly wrapped and use good paper.

13. Give just weight to everybody—no more, no less.

14. Never practice deceit, trickery, or tell lies, even white ones.

15. Keep yourself smart and neat, and don't wear dirty approns when attending to the counter.

16. When seeing travelers don't waste your time or theirs; remember they have to be about their masters' business, and your own counter may suffer if neglected.

17. Don't look at customers ten minutes before you wait on them.

18. Don't wait until Saturday to wash your windows; wash them now if they need it.

19. Don't have your mind on theatres and socials during business hours.

20. Don't sell fourteen ounces or eighteen ounces for one pound.

21. Don't talk about your competitor.

22. Rise early and be at business when the shop is opened.

23. Attend well to business during business hours.

24. Keep everything in shop neat, tidy and orderly.

25. Don't be afraid of a little trouble to please a customer.

26. Don't parade your troubles before the world. Bury them.

27. Be steady, industrious and careful. Remember the good motto, "Waste not, want not."

28. Have a place for everything and keep everything in its place.

29. Read and study the good works in connection with the trade. Commit all useful things to memory, and never fail to put them in practice.

30. Don't visit with your customer. Let him feel that you have other matters to attend to, and that you are a busy man. If you have finished with a customer, get away from him. If "visit" you must, go back and let him know that's what you came for. He'll entertain you, but forget business when visiting. Telling stories at such time is in order, but not while selling goods. Some men love to hear stories so well that they forget to order half they wanted to at the outset.

31. Don't' be too wise. Let your customer be the wise one. You sell the goods. That's the object of the salesman.

Welch's Grape Juice

THE question of What to Eat and Drink is now reckoned from a scientific standpoint. The one important fact to be considered is — How to keep in Good Health. Physicians recommend **WELCH'S GRAPE JUICE** as a great "Health" help for the following reasons:

Welch's Grape Juice, made from Concord grapes, contains ALL THE FOOD VALUE OF THE GRAPE. The Welch process eliminates pulp and other refuse.

Taken regularly, it is most beneficial, acting as it does on the nerves and bowels. It supplies new tissue and energy, and is a complete food.

Your customers read the Welch Advertisements running in all the leading magazines and newspapers; also in trade papers and medical journals.

Write for the Welch Window Display Outfit.

Fully 80 per cent. of the Trade now handle Welch's.

SPOHN-PATRICK COMPANY

Pacific Coast Agents

16-22 Front Street, San Francisco, Cal.

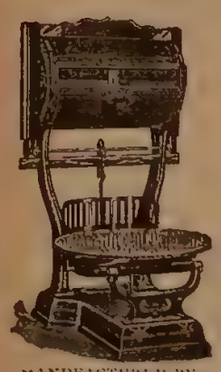
Branch Houses: LOS ANGELES, PORTLAND, SEATTLE, DENVER, SALT LAKE CITY

FIRST HIGHEST AWARD

The Complete Exhibit of the

Dayton Money-Weight Scales

At St. Louis World's Fair, 1904, received the HIGHEST AWARD and GOLD MEDAL.



MANUFACTURED BY
Computing Scale Co.
DAYTON, OHIO

1—They give the correct value of the article being weighed.
2—They prevent loss from errors in calculation.
3—They save time required in making calculation
4—They are made better than ordinary scales.
5—With proper care they will last an ordinary life-time.
6—The pivots are of hardened tool steel, and with agate bearings inserted at the proper point, are practically indestructible.
7—They are sensitive to the very small fraction of an ounce.
8—They are an ornament to any store.
9—They are the only scale that is mechanically honest.
10—Customers, knowing them to be an honest scale, like to have their purchases weighed on them.
11—Sold on easy monthly payments.

With the **Money Weight Scales** you at once weigh goods **AT THEIR MONEY VALUE.**

Send for further information to

PIERCE & CO., PACIFIC COAST AGENTS

846 James Flood Building, Cor. Market and Powell Sts., San Francisco, Cal.

LASH'S
KIDNEY & LIVER
BITTERS
CURES DYSPEPSIA.

HAVE YOU NOTICED
all these Signs around Town?



It shows that most of the Grocers keep what people ask for—WUNDER BEER
If YOU don't, wake up phone to our bottling works and they will send their man to see you.
Phone South 1098

Ahrens, Pein & Bullwinkel
WHOLESALE
Liquor Merchants
620 Post St., bet. Taylor & Jones
Sole Proprietors



Royal Stag Bourbon and Rye.
Old Pal Kentucky Bourbon.
Celebrated Chief Tonic.
Hiawatha Bitters.
Chief Bitters.
Diamond Star Rye and Bourbon.
Tiliawood Bourbon.
Importers
Slater V. O. Scotch Whiskey, Scotland.
Thrope & Co.
Mermaid Old Tom Gin, London.
P. Van der Kamp
Fine Old Wood Cock Gin, Holland.
Maurailla Freres Cognac, France.

MONEY-WEIGHT SCALES
Pay for themselves in
Less than a Year.
Sold on Easy Monthly Payments
PIERCE & CO.
Flood Bldg. (8th Floor) Market & Powell



J. F. Cutter Whiskey
IS THE BEST SELLER FOR THE RETAILER ON THE MARKET
E. Martin & Co.
Sole Agents
54 FIRST STREET
San Francisco

SALMON SITUATION

An Interesting Report by the Fish Commissioner of British Columbia.

Kelley-Clarke Company are sending broadcast extracts from a report for 1904 of J. P. Babcock, the Fisheries Commissioner of British Columbia. This is accompanied by a circular bearing date of March 13, in which they say:

"Seattle, Wash., March 13, 1905.

"There was a time not long ago when the West could boast of its herds of Buffalo, of its tribes of Indians, of its millions of salmon. Now the buffalo has vanished, the Indian is passing fast and the salmon, too, has succumed to the ravages of modern methods and greed.

"As our tale has to do with the sockeye salmon, let us consider its commercial aspects, present and future.

"As the Frazier River is the greatest natural hatching ground in the world, and it is from this river the Puget Sound waters have been supplied, it is pertinent, therefore, to consider the source of supply and what means have been and are being taken to replenish the fish.

"There has lately come to our attention a splendid article on this very point, from the report of the Fisheries Commissioner for British Columbia, John P. Babcock, for the year 1904, exerpts from which we have taken the liberty to embody herein.

"We believe we will witness this year possibly the last fair sized pack of Sockeyes that will be had for a number of years and the trade would do well to closely consider the facts quoted hereunder and their relation to the offerings this season, for, contrary to jobber's expectations, sockeyes may not rule as cheap as they have been anticipating. To those jobbers who realize the situation and place their orders within reasonable time and for liberal quantities, will come a last chance of a goodly profit out of an almost exhausted business.

"It seems, in fact, as criminal for a great public to permit the extermination of such a splendid commercial product as the sockeye salmon, when, with but little care and some consideration, the fisheries could be perpetuated ad infinitum.

"Read Mr. Babcock's report. It will interest every thoughtful business man and every true sportsman will regret at this closing chapter in the history of a royal fish.

"KELLEY-CLARKE CO.

Extracts from the Report of the Fisheries Commissioner, British Columbia, Year 1904.

John Pease Babcock Commissioner.

As the future prosperity of the salmon fishery in the Fraser River depends primarily on the number of breeding fish which reach and successfully deposit their spawn in its headwaters each year, it is there we must look to find the best measures for their perpetuation and test the effectiveness of those now in force.

The weather conditions this year were unusually favorable for observation, yet in only one section of the entire watershed were fish found in any considerable number. In all other sections the spawning beds were almost barren of salmon.

For the last two years the scarcity of sockeye salmon on the spawning grounds was alarming, but this year it was even more so.

It is common knowledge to all those who are in any wise interested in the salmon fisheries of the Fraser River that the catch of sockeyes on both sides of the international line, was this year the smallest in many years, though it may not be generally recognized that it was the smallest in the last twenty years, and probably the smallest in the history of the fishery. [illegible]

and the demand for fish at present existing in the Fraser district, a far greater number of salmon in proportion to the total number running, are captured each year now, than was the case even eight years ago. Hence, when we find that the catch shows a marked decline, and that the spawning beds are deserted, we must conclude that these conditions are due to a decrease in the number of fish running, and not to any lack of effort to take them.

In my reports of last year, in reviewing the conditions that existed on the fishing and spawning grounds, I said:

"It is well known that the run of salmon in the Fraser River during the past season was the poorest in many years. The scarcity was largely confined to the sockeyes (O. nerka) variety, though all varieties showed a marked decline. As the sockeye is the great commercial salmon of the Fraser, its failure to run as abundantly as usual entailed a great loss upon the fishermen and the canners. But what is of far greater importance to the government, the fishermen and the canners, than the remarkable decrease

(Continued on Page 18.)

GROCERY ADVERTISING

A comprehensive, practical Text-book for Grocers.

Chapters on how to prepare advertising copy and the how, when and where of advertising; Display and how to secure attractive effects, including ninety different typespecimens, borders, etc.; Proof-reading, showing and explaining all the marks used; Illustrations; Mediums; Store papers; Mail Orders; Window Dressing, etc.

Also the details of thirty unique business-booming schemes — a batch of over 100 ideas for show cards — special price arguments, cash arguments, etc.

The foregoing is but introductory to the main part of the book which is taken up by copy for over 200 newspaper ads., each one full of suggestions and bright ideas for interesting talks about all kinds of groceries, all arranged according to departments, and showing effective forms of display.

200 ADS. FOR $1.00

This book is worth $5.00 to any grocer — worth $25 to some. It was published at $2, at which price a great many have been sold. During the next month a copy will be sent postpaid to any address on receipt of a one dollar bill (no checks).

Address:

W. ARTHUR LYDIATT, Publisher,
Toronto, Canada.

Descriptive circular, telling what purchasers think of Grocery Advertising, sent free on request.

RAINIER BEER

Popular! Why?

Because it is really good.

Only Choice Materials
Used in its Manufacture.

JOHN RAPP & SON, AGENTS
Phone South 473.

Groeery Markets.

Commercial Outlook of the Western World as shown by Present Conditions.

Office of the ADVOCATE.
Thursday Afternoon.

ADVANCED.

Rex Corn Beef—1s to $1.25, 2s to $2.40.

Norway Mackerel—½ bbls to $14.75, kits to $2.

Pickled Pigsfeet—kits to $1.20.

Palo Alto Sliced Lemon Cling Peaches, to $2.05; University to $2.05.

Mason's Fruit Jars—pts. to $7.10, qts. to $7.80, ½ gals. to $11.15, porcelain caps to $2.40.

Currants in 1-lb. cartons to 8¼c.

DECLINES.

Lima beans to $5.40, Pink to $3.80.

Crescent Jap Rice to $3.35, Geisha to $2.90, No. 100 Louisiana to $3.75, No. 200 to $2.75.

Bengal Gloss Starch, 50-lb. bulk to 3¾c.

Mica Axle Grease to $2.25.

AGAIN IN MARKET.

Royal Yacht Club Salad Dressing, small, at $2.37; large, $4.25.

Campbell's Salad Dressing, ½ pts., at $1.15; Tabasco Sauce, $1.15; assorted condiments, $1.15.

Bengal Gloss Starch, 1s, lb. at 5c; Corn Starch, 1s, at 3¾c.

SCARCE.

Palo Alto White Figs, bulk.
Kaiser Water, quarts and pints.
Rub-No-More Wash Powder.
Knox Gelatine.

COAST CROP CONDITIONS.

Newcastle—There has been no frost damage. Crops will be at least 25 per cent. less than was first estimated, owing to the recent long continued rains, which destroyed the pollen and blighted the blossoms. The loss will extend to early and midsummer peaches and to cherries, plums and prunes. Certain kinds of pears, grapes, oranges and olives seem to be unaffected.

Winters—The prospects are good for an unusually large crop of everything but prunes.

Anderson—Some of the orchards in this belt are infected by pear blight. The infected trees are being destroyed.

Cashmere, Wash.—Half of the peach orchards of this State will not produce fruit this year.

Vallejo—The fruit crop will be the heaviest in years. The cherry season is two weeks earlier than usual.

Hanford—Apricots and almonds are so far advanced as to be free from damage by frosts. There is a good crop. Peach trees are loaded. There is less appearance of blight among pear trees than for several seasons.

Portland, Or.—The cold weather set in after a spell of warm weather and this, aided by strong winds, has done much damage in Washington and Idaho. The peach crop was considerably damaged by the cold spell.

Orosi—There will be an immense crop of apricots unless late frosts cause damage.

SUGAR MARKET.

There has been no change during the week, although dealers are expecting an advance.

MAPLE SUGAR.

Louisville, N. Y., March 25th.—F. J. Richardson & Co. report:

"As the season advances there is considerable anxiety as to what the crop will be. Dealers are ready to pay better prices to contract sugar than they were last week. Unless the weather changes very soon the season must be short and the crop of fine goods will be limited."

New Hampshire—The Legislature has passed a law prohibiting the sale of adulterated maple sugar, syrup or candy. It provides a fine of from $10 to $50 for the sale of maple syrup, sugar or candy which contains anything besides the sap of the maple tree.

MOLASSES.

New York, March 28th.—W. W. Taussig & Co. state:

"We are having an unprecedented demand for blackstrap molasses. This grade of goods is very scarce and indications point upward an advance in prices."

COFFEE MARKET.

A. Adelsdorfer, manager of the New York house of M. J. Brandenstein & Co., is in the city visiting his home house. In speaking of the coffee situation Mr. Adelsdorfer says:

"The situation in the coffee market so far as heavy holders and growers is concerned is very bright.

"While the heavy holdings at present seeking a market are exerting a powerful influence against an advance, yet the world's consumption of coffee has increased for the past years at the rate of 500,000 bags a year. In other words, the consumption is positively 5,000,000 bags greater than in 1895.

"The present rate of consumption is now ahead of any reasonable expectation of production, with the result that the present enormous visible supply will be exhausted in a few years, and positive deficiency succeed.

"While there will be no rapid advance, a steady improvement in prices is to be expected for the next five years.

"The Rio crop for 1905-6 promises to be much larger than the last crop. This, however, will be more than made up by a decrease in Santos. The crop in Columbia and Venezuela will also be a very short one. Central America will produce a full crop, but the estimate total world's production for 1905-06 is placed at about 2,000,000 bags below consumption."

The Lewin-Meyer Co. say:

"The coffee market is very active and firm, with numerous important transactions. There is an especially big demand for Salvadors, which are scarce, and 9¼ to 9¾ cents in a large way for Standard.

"People now realize that the market is on a solid basis and that prices are more likely to advance than otherwise."

New York, March 28th.—Volney, Green & Son report:

"The option market has shown a steady gain and conditions seem favorable to the gradual improvement of prices to a higher level. The receipts of coffee in San Paulo are decreasing. We believe it safe to carry fair stocks at moving prices. Javas are steady. Mochas are very firm with light offerings."

RICE.

M. Phillips & Co. report:

"The market on lower grades of Japans has strengthened about 1-16. On better grades of Japans the market is 1-8 higher, that is, on fancy grades and we look for a considerable advance on these grades within the next 30 days for the reason that the supply in the South is almost exhausted; everything milled at the present time is turned out poor quality.

"Honduras rice remains firm with an upward tendency. China No. 2 rice has declined and is selling at $4.10. China No. 1 has also declined and is selling at from 5¼ to 5¾, according to grade.

"Imported Japan rice is almost extinct, as the domestic rice has superseded same."

CANNED SALMON.

By the unanimous vote of its Board of Directors the Alaska Packers' Association has renewed its contracts with the J. K. Armsby Company, making them its exclusive agent in the United States.

B. F. Stone of the J. K. Armsby Co. says:

"The Alaska Packers' Association has not as yet made any prices on any grade of salmon. I am not prepared to say when prices will be made. No prices on future sockeye have been made by the Puget Sound canners, and no sales have been made in England by those of British Columbia. Demand in England for red Alaska has been good and at advanced prices. The local market is unchanged for the product of the Alaska Packers' Association at $1.10 for red Alaska and 70c per dozen for pink."

Seattle—The "Trade Register" says: "Salmon packers think sockeye prices should open at $1.25 for talls, $1.35 for flats and 90c on halves."

Liverpool, March 12th.—G. Gallin & Sons report:

"The tone of the market for red Alaska is distinctly firm. Holders have sold considerable quantities at their opening prices and have advanced their price 3 pence per case."

CANNED FRUITS.

The market is firm, with nothing new to report.

Canned goods brokers agree that future sales for this year are much lighter than the previous years. Those who bought futures for the past two seasons have made no money by so doing. With the exception of Maine corn and California asparagus, almost no futures have been purchased. Some sockeye salmon has been contracted for future deliveries subject to approval prices, but very little.

CANNED PINE APPLE.

Paul Taylor Brown Co. of New York state, under date of March 27th, that while one or two houses representing certain large interests, quote advances, that the quotations now coming forward are for the Summer pack and are on a lower basis than the quotations made a month ago for the same shipments.

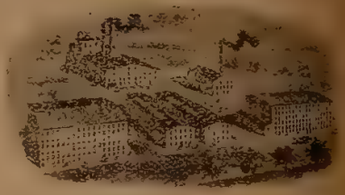
CANNED TOMATOES.

Baltimore, March 25th.—T. J. Meehan & Co. report:

"The tomato market shows more activity than any other article. Holders are firm in their prices. They look forward to the Spring business to help them out. There was some buying for future deliveries in the past week, but he orders were few and far between."

Old Kentucky Distillery

INCORPORATED



LOUISVILLE, KY.

PACIFIC COAST BRANCH
228 Front Street
SAN FRANCISCO, CAL.

"KENTUCKY DEW"

Western Meat Company

SAN FRANCISCO, U. S. A.

Packers and Exporters of U. S. Government Inspected Products



"Eastern Star" and "Monarch"
Hams and Bacon
"Golden Gate" Leaf Lard
"Arrow" Lard Compound
"Golden Gate" Brand Canned Meats
Barreled Beef and Pork.

Correspondence Solicited.

TOMATOES--Pack 1904 MAPLE SHADE BRAND.

Send in Your Trial order for some of our Solid Pack, also our Solid Pack with Peppers.
We guarantee our prices all right.

PENNELL-SUYDAM CO.
WHOLESALE GROCERS
14-18 Spear Street, San Francisco.
Tel. Main 5396.

CANNED CORN.

West Poland, Me., March 25th.—B. N. Fernald reports:

"There is no spot corn left in Maine. The larger and more reliable packers of this State are sold to their limit in future corn. The crop will be a little below average, as the frosts of the past three years have done so much damage to crops that farmers have not been willing to take the chances."

Baltimore March 20th.—T. G. Cranwell & Co. say:

"Do not put much confidence about the unlimited supply of corn in packers' hands. Cheap grades are going into consumption at a rapid rate and it might be well to take advantage of the present opportunity to pick up some cheap lots. The quantity of really good corn is decidedly light. We quote strictly first-class Maine style sugar corn at 65c. In future Maine corn we quote 60c less 1½ per cent.

Canned Asparagus—M. J. Fontana, general agent of the California Fruit Canners' Association, estimates that the pack of asparagus in this State for 1905 will be one-third greater than last year.

PRUNE MARKET.

Philadelphia—The "Grocery World" says:

"While there is as yet no advance in the prices of spot prunes, transactions during the last week were considerably larger than for some time back. The department stores and chain groceries are accustomed to use prunes as leaders during the Lenten season, and their buying has contributed largest to the week's movements."

New York, March 25—John R. Adams & Co., say:

"The offerings of 1903 crop prunes and raisins which have kept our market down for some time past are about closed out. Improvement of the situation is noticeable. Sales are still being made at very low figures because of the approach of the time when these goods on the spot must go into cold storage."

RAISIN MARKET.

Fresno, March 20.—A. P. Jordan, in charge of the organization headquarters of the new Raisin Association, states that he is agreeably surprised at the success being met with in regard to securing signatures to the new contracts.

The management thought they would have to go for practically all the signatures but find that the growers are coming in in large numbers.

New York, March 24.—Arguinbau & Ramee report:

"Stocks of foreign fruit and nuts are exhausted in primary markets and, owing to the unusually light supplies in London, prices there are higher than ours. We anticipate that the small stocks now held here of dates, figs, nuts, etc., will be used up before the end of the season. Dates are still advancing but they are yet the cheapest in the fruit line and the trade continues buying."

COTTON SEED OIL.

New York, March 23.—Aspegreu & Co. report:

"The market is easy. While the prices will vary slightly one way or the other, it is our opinion that oil will remain steady for the next six weeks. There will be little change in price."

PROVISIONS.

The Cudahy Packing Co. say:

"In sympathy with the recent advance in the East, the local market has taken a firmer tone, and has advanced ¼ cent on hams, ½ cent on fancy 4 to 6 lb. breakfast bacon, and ¼ cent on pure lard.

"We shall not be surprised if prices go still higher."

CHEESE.

Wieland Bros. say:

"In 1903 there was a great overproduction of cheese, especially in the East, with the result that prices last year in cheese making time were so low that many manufacturers used their milk for butter making.

"This resulted in a very small supply and when the 1903 cheese had become cleaned up prices went soaring, and are getting higher.

"We expect no lower prices until the 1905 cheese is in."

SPICE MARKET.

Baltimore, March 22.—McCormick & Co. report:

"Pepper—Stocks of better grades scarce. Short supplies, especially in Singapores, will be felt by grinders.

"Gum camphor—Very firm in price; higher values predicted."

HAY.

Somers & Co. say:

"Prices are still weaker, especially for the medium and poorer grades of hay. Fancy wheat and oat and timothy hay seem to be in fair demand, with but very little being brought in.

"Reports from the country districts are to the effect that prospects for a big crop were never better. It also seems to be the general opinion that wherever possible, grain will be cut.

NEW DEALS.

Fairbanks Clairette and Santa Claus Soaps, with 5 cases Clairette, 100 12 oz., at $4.10, 1 case Gold Dust free with 5 cases Santa Claus, 100 12 oz., at $3.60, 1 case Gold Dust free.

Royal Baking Powder, a gratis of 10 per cent with all purchases. Deal may be withdrawn at any time.

PROTECT BREAD PRICES.

St. Louis—The Grocers' Association of this city protested against a certain leading bakery allowing dealers to cut the price of their bread. The big bakeries have decided to refuse to supply the dealers that cut the price.

WHITTEMORE'S POLISHES.



The World's Standard.

"Gilt Edge" dressing, blk.	$24 00
"Boston" Waterproof Polish (for men's and boys black shoes)	24 00
"Boston, Jr." ice size	10 00
"Dandy" Russet Combination	24 00
"Star" Russet Combination	9 00
"Dandy" Russet Paste	9 0
"Red Box" Russet Paste	5 00
"Champion" Black Friction Polish	24 00
"Champion, Jr." Black Friction Polish	10 00
"Elite" Combination (for box calf, black vici kid, etc.)	24 00
"Baby Elite" Combination (for box calf, black vici kid, etc.)	10 00
"Elite Paste" for box calf (two sizes)	$9 00
"Superb" Patent Leather Paste	5 00
"Blue Box" Patent Leather Paste	9 0
"French Gloss" (in cartons, for ladies' black	5 00
"Royal Gloss," 4 oz (for ladies' black shoes)	8 00
"Rossola" Waterproof Paste Polish, large	9 00
"Rossola" Waterproof Paste Polish, small	4 50
"Quick White" perfectly cleans dirty white shoes (two sizes)	$24 00 10 00

TANGLEFOOT



STICKY FLY PAPER

Is really the only device known that will catch and hold both the fly and the germ and coat them over with a varnish from which they cannot escape preventing their reaching your person or food.

TANGLEFOOT is Sanitary.

Ask for TANGLEFOOT.

Profit? Over 120% to You.

BLACKSTONE'S INKS

PEST TO BE BOUGHT — KEEPS IN ALL CLIMATES



Blackstone Manufacturing Co.
(Incorporated)
MANUFACTURERS OF
WRITING FLUIDS,
Mucilage, Shoe Polish, Shoe Paste Shoe Dressing and Liquid Glue.
Office and Factory,
1969 Howard St. San Francisco
Telephone Capp 1111.

"Sunset" Mackerel

SELLS

18-oz. TINS.

IN OLIVE OIL WITH
Souse - Tomato - Mustard

CALIFORNIA FISH COMPANY

P. E. LENFESTEY, - - Agent
220 California Street, San Francisco, Cal.

PACIFIC STORE AND OFFICE FIXTURE CO. INC.
TEL. BLUE 2571 — F. A. OEHM, Pres.

Store Fixtures

DESIGNERS AND MANUFACTURERS OF
STORE, OFFICE AND BAR FIXTURES
3253-3259 SIXTEENTH ST.
San Francisco

Enterprise Brewing Co.'s

Beer is sold on its merits.

We invite comparison of our productions with ANY on market. You will then become our best advertiser, we are dead certain.

A **GOOD ARTICLE** is the very best advertising medium. Are we not right?

Telephone, Mission 152. San Francisco, Cal.

Cigars and Tobacco

C. B. Poar & Co. are now handling imported cigars of which they are direct impotrers.

H. L. Polack, sales agent for the El Modelo Cigar, is now located at room 8, 402 Front Street.

The imports of wrapper leaf from Cuba at the port of New York fell off last year 50 per cent. from 18,684 pounds in 1903 to 9,966 pounds in 1904.

E. J. Gillen of the A. Coolot Company recently returned from a very successful business trip to Goldfield, Nev., where he placed nearly a quarter million of the popular brands of his house.

The Berry-Suhling Tobacco Company of Bedford City, Va., has secured as distributors of their Staff of Life and Duke of Athol brands of chewing tobacco, the aggressive young San Francisco house of Erhman Bros. & Co. They expect a stock of these goods at any day.

L. S. Greenbaum, with Herman Heyneman, has returned from a trip to Los Angeles. Business is very brisk in that center on all the products of the American Tobacco Company.



EHRMAN BROS. & CO.,
S. F. Distributers.

LANDIS



TONIC BITTERS

A Pure Tonic and Laxative

—o—

Made from

Herbs, Seeds Roots, Barks

(Guaranteed)

NATURE'S OWN REMEDY

FOR

Stomach and Blood Disorders

Made only by the

The Landis-Patton Mnfg. Co.
Incorporated
1664 MISSION STREET
Tel. Folsom 4156 SAN FRANCISCO

Mothers! Mothers!! Mothers!!!

Mrs. Winslow's Soothing Syrup

has been used for over SIXTY YEARS by MILLIONS of MOTHERS for their CHILDREN while TEETHING, with PERFECT SUCCESS. It SOOTHES the CHILD, SOFTENS the GUMS ALLAYS all PAIN; CURES WIND COLIC, and

The Tampa correspondent of "Tobacco" writes to that journal: A Santaella & Co. report that they have 500 cigar makers at the tables, and are making 75,000 Optimo cigars daily. The 12 tables in their packing room are piled high with cigars, while the sound of the hammer in the shipping department rivals the notes on the new cottages going up on the adjacent blocks. The 12 packing tables are supplemented by one for marking and another for banding the cigars—14 tables in all.

Tillmann & Bendel nave issued 15,000 postals to the trade of the Coast on the new terms for Bull Durham: Prices for 1 ounce and 1 2-3 ounces, 6 1/4 cent per lb. 60 days or less 2 per cent, or 60 cents net cash, in either case 1 ounce bag free with every pound, this gratis being worth 5 cents. In case orders include 5 lbs. of Union Leader with 45 lb. Bull Durham, a rebate check of 50 cents will be sent by the manufacturers, and so on in multiples of 50.

J. L. Jerichan, San Francisco distributors of the Rough Riders Cigars, has now got this excellent nickel cigar on sale at nearly 300 stands and is adding new ones daily. The Rough Riders is becoming one of the leading sellers in this market. It holds trade.

In a circular to the trade Herman Heyneman says: "On or about July 1st, 1905, we will again offer you contract for your purchases of Duke's Mixture, covering period from July 1, 1905, to December 15, 1905, inclusive. The American Tobacco Company will then offer to pay you 3 cents per pound on the quantity of Duke's Mixture that they have billed to you from January 1st, 1905, to June 30th, 1905, inclusive, in consideration of your signing Duke's Mixture contract for an amount equal to said quantity, plus ten per cent.

Herman Heyneman is now offering the trade a new mild sliced plug smoking tobacco, the Van Bibber, on which he makes the trade an allowance of 3 cents per pound from the face of invoice covering purchases of Old English Curve Cut, all sizes, provided the dealer purchases at the same time, and on the same order, an equal number of pounds of Van Bibber Sliced Plug. Van Bibber Sliced Plug is packed only in 1 2-3 ounce tin boxes, 2 1/2 pound cartons, 25-lb. cases, and cost 65 cents per pound, subject to no discount except the usual 2 per cent for cash.

The "United States Tobacco Journal" says of the recently incorporated United Cigar Stores Agency Company: "The object of the agency is to expand the business of the United Cigar Stores Company into towns too small for the establishment of regular United stores. The agency company will act as a go-between between the United Company and some one cigar store keeper in each of the towns in question. The latter will agree to buy a portion of his goods from the United Company and push them, in so far practically becoming an agent. Presumably he will secure the goods at lower rates than his competitors in his town can do. He will also have the privilege of the United coupon, the assistance of expert window dressers who will arrange his display on the United model, and the advantage of instruction and hints from men experienced in United management. In fact, provided he lives up to the agreement, the great company will "take care of him as though he was one of themselves."

POPULAR PROFIT- SHARING PLAN.

The profit-sharing plan, under which the Summit Snow Flour is being sold, is rapidly bringing it to the front as one of the best sellers. The profit selling plan [illegible] popular with grocers and consumers alike.

Call for ASTI WINES

PRODUCED BY THE ITALIAN SWISS COLONY

Dry Wine Vineyards, ASTI, Fulton, Sebastopol, Cloverdale, Sonoma County, Cal.
Sweet Wine Vineyards, Madera, Madera County, Kingsburg, Fresno County, and Lemoore, Kings County, Cal.

Office and Salesrooms, Cor. Battery and Greenwich Sts.
Vaults, 1235-1267 Battery St. 101-169 Greenwich St. 1334-1336 Sansome St., S. F.
P. C. Rossi, President Telephone Private Exchange 448. A. Sbarboro, Secretary

A. VIGNIER CO.

429-431 Battery Street San Francisco

IMPORTERS

Sardines, Olive Oils, French Preserves, Washing Blue, French Castile Soap: Clover Leaf, Virgin, Dahlia, mottled, Wines and Liquors—A. V. H. Gin—imported goods only.

Sole Agents for the Genuine CLICQUOT Champagne
Only the GENUINE, Imported direct from France, bears Vignier's LABEL

IRVINE STANTON COMPANY

WHOLESALE GROCERS

Farm and Dairy Produce

Consignments from Interior Merchants Solicited

211-213 Clay St. San Francisco, Cal.

TOBOGGAN

MAPLE SYRUP -- IT IS BEST

Pacific Coast Syrup Co.

SAN FRANCISCO

Three Refineries: San Francisco, Portland and Seattle.



GUSTAV LIEBOLD Phone South

GAMBRINUS BOTTLING CO.

Sole Agents and Bottlers of

Gambrinus Brewing Co.'s

PORTLAND, OREGON

SELECT PILSENER LAGER BEER

Office and Bottling Works

160 Thirteenth St, near Folsom, S. F.

REMOVED

PATRICK & CO., RUBBER STAMPS

111-113 SANSOME STREET

One block south of old location.

For Health and Strength



DAMIANA BITTERS

News of the Coast.

CALIFORNIA.

San Francisco—Application has been made by T. B. Coghill, the senior member of the firm of Coghill & Kohn, wholesale grocers at 300 Front street, for a receiver. He alleges that there has been considerable mismanagement in the business of the firm during the recent months and that this is due to the neglect of his partner.

Los Angeles—H. Jevne, the grocer, will leave April 11 for an extended visit in Europe. T. D. Ogg, of Ventura, has purchased N. J. Trodo's interest in the Highland Park Grocery, and the firm name is now O. E. Jackson & Co. Mr. Jackson remains with the house. L. A. White is the purchaser of the C. L. Valentine grocery. Mr. Valentine began with a fruit stand and built up a fine fruit and grocery business. He will remain with Mr. White.

Los Angeles—The Crutchfield Grocery at the old Verdugo Milling Company stand, has again changed hands, Mr. Stephenson, the recent manager retiring. It is announced that Mrs. Thomas Brindly has disposed of her store to George Barnes. The assets of F. J. Keptner have been transfered to W. C. Mushet. Also the assets of L. G. Rankin, groceries and delicacies, have been transferred to the same party.

Los Angeles—Frank J. Kepner, grocer, has assigned for the benefit of his creditors. Assets, $3,000; liabilities about $2500. Wales P. Adams, recently arrested in San Francisco on the charge of obtaining money under false pretenses, has been discharged on the ground that the evidence was deemed insufficient to convict. The complaint against Adams, who formerly conducted a small grocery store at 1012 East Ninth street, was sworn to by William Bond, who alleged he was defrauded in a deal by which he purchased Adam's stock.

Ocean Park—M. J. Firsich, the grocer, has opened a business at the corner of Second and Bicknel streets and will carry a full line of staple and fancy groceries. It will be managed by Raymond Boyd.

Oxnard—This city is on the verge of a grocery war. The several groceries of Oxnard have been united under a scale of prices, but a few days ago one dealer broke the pledge and undersold his competitors.

Petaluma—The tea store of M. M. Haines has been attached.

Sacramento, March 29—When J. J. Ryan opened his grocery store at Fourteenth and R streets for business yesterday morning he found that thirty rolls of creamery butter had been spread and smashed over the floor and walls, a roll had been forced into the cash register and other rolls of butter had been thrown against the window and show cases. Several sacks of wheat had been emptied and ground into the butter. Six kegs of beer were allowed to run over the floor and ten gallons of cider and six gallons of wine were added to the mixture.

San Diego—Robert W. Hamilton, of Hamilton Bros., grocers, is dead.

San Pedro—W. O. Drishause, formerly of Redlands, has opened the Silver Star Cach Grocery on the corner of Tenth and Center streets. Henderson Bros. are arranging to reopen the grocery business which they lost by the recent fire.

Tracy—Dr. J. S. West has bought out the grocery stock of C. A. Douglass.

Whittier—Edward S. Kemp has purchased the Economy Cash Store from Albert B. Wells, who has conducted the store for some time.

ARIZONA.

Williams—J. C. Phelan has sold his store building, grocery stock and meat market to Babbitt Bros. of Flagstaff. Also his warehouse on the railroad.

Jerome—Alex. H. Lyons has purchased the interest of A. J. Knoblock in the well-known local firm of Lyon & Knoblock. Mr. Knoblock goes to San Francisco to engage in the hotel business.

IDAHO.

Boise—The Sutton Grocery Company has bought out the Cole Grocery Company.

Blackfoot—Smith & Maxwell, grocers, have made an assignment.

Harrison—Della York, fancy goods dealer, is adding groceries.

Lewiston—J. Ervin, grocer, has been succeeded by Summers & Hayden.

Mace—Hite & Hamilton are opening a grocery and men's furnishings store.

Twin Falls—Davidson & Sanders have succeeded Smith & Price, grocers.

OREGON.

Albany—Devay & Munkers, grocers, have been succeeded by Ellis & Humphreys.

Medford—W. Stringer will start a grocery store. F. W. Gaines is opening a grocery store and hotel.

Oregon City—H. C. Righthill has succeeded Matheny & Co., grocers.

WASHINGTON.

Clarkson—Joseph Pierl is reported starting a grocery store. Waite & Arnold, grocers, have dissolved partnership. H. L. Waite succeeding to the business.

Maple Falls—Paul Hartman will discontinue his hotel and meat business.

Seattle—Stetson Bros. have sold out their grocery to E. E. Follett, O. A. Haley and C. W. Ray, of Bellingham. E. C. Damon has resigned as president of the State Retail Grocers' Association. He will probably be succeeded by Lieutenant Governor Chas. Coon of Port Townsend.

Spokane—J. Newman has succeeded Newman & Garrison in the grocery business. J. N. Skaggs has discontinued his grocery business.

California's Choicest Food Products



The Goods that net the Best Returns are those that increase your sales.

"GRIFFIN EXTRAS" will do this for you, and, besides, yield a good profit on individual sales.

SEND US A TRIAL ORDER FOR

"Griffin Extras" Preserves

Made of Pure Fruit and Sugar. Prepared from Home Recipes. In 16-oz. Patent Cap Glass Jars. Packed 2 dozen in Case. Put up by the California Fruit Canners' Association.

We are now taking Contract Orders for Preserves, etc. Write immediately for prices and terms.

SPOHN-PATRICK COMPANY

SALES AGENTS

16-18-20-22 Front Street San Francisco, Cal.



WILLIAM CLUFF COMPANY

WHOLESALE GROCERS

SOLE AGENTS

SAN FRANCISCO CAL.

Babbitt's Standards.

ALWAYS UNIFORM!
ALWAYS RELIABLE!
ALWAYS THE BEST!



B. T. Babbitt's Concentrated Lye,

The ready soap maker—a powerful disinfectant an excellent fertilizer for dipping prunes, spraying trees, etc.

Manufactured by

B. T. Babbitt, (Inc.) New York City.



The C. B. JENNINGS CO., Agents, 121 California St., San Francisco, Cal.

EXCHANGE COLUMN.

Subscribers can make use of this column gratis for the publication of their wants in any way.

WANTED.

A traveling salesman, 12 years on this Coast, "a specialty man," wants a year's contract or a three months' trial with a good house. Knows every grocer in California—outside of 'Frisco. State territory you want covered, salary you will pay; best of references. Address, "Traveler," care this journal.

For Sale—An old established, good-paying business, on fine corner, in residence section. Rent reasonable. License goes with place. Fine opportunity for two live men. Address Grocer, care Advocate office.

Gilt Edge Whiskies

THE VERY BEST

WICHMAN, LUTGEN & CO.

Sole Proprietors.

Agents for Moerlein's Cincinnatti BEER

29-31 Battery St., - San Francisco

YOUR EVERY WANT IN

PAPER

Can be

Supplied by

A. ZELLERBACH & SONS

416-426 Sansome St.

SAN FRANCISCO

SALEM BEER

SUITS THOSE WHO ARE PARTICULAR ABOUT THE BEER THEY USE.

IT HAS THE FLAVOR
IT HAS THE AGE
IT HAS REPUTATION
IT IS MADE RIGHT

Those who have used it know it. Those who do not know soon find it out after a trial.

SALEM BREWING ASSOC'N

BREWERS

BOTTLED EXCLUSIVELY BY THE

Sunset Bottling Co.

3109 20th Street

SOLE AGENTS

E. GHIRARDELLI

Mercantile Co.

305 Clay Street, San Francisco

Packers and Jobbers

Pickles, Catsup, Preserves, Vinegar, etc.

We prepare for the Grocery Trade a line not surpassed in quality and purity.

OUR CATSUP is not equalled by any on the market. Try an order.

GOLD WATCHES FREE.

Live Firm Wants the Trade to Sell Porto Rico Coffees.

By billboards, theatre curtains, theatre programs and street cars the public is being informed that Ponce de Leon coffee is a pure Porto Rico coffee; that it is "The Best in the World" and that all grocers sell it.

The "Evening Bulletin" is running a series of advertisements that are being written and illustrated by school children in response to an offer by the Porto Rico Coffee Co. to give each week $5 for the best ad submitted. In this way many families are being interested.

In addition to this, experienced lady demonstrators are making a house to house canvass, distributing samples of Ponce de Leon coffee and explaining to the housewife how she will be surer to get full value for her money if she goes to her grocer and asks for "Ponce de Leon" coffee than if she buys bulk goods from a peddler or at one of the stores that throws in dinner sets.

In order to concentrate the interest of the retail grocers in their goods, the Porto Rico Co. have decided to give to each of six grocers who purchase the most packages of coffee from them from April 15th to August 15th a solid gold 14-karat Waltham watch, value $60.

Two of these watches will go to San Francisco grocers.

Four of them will go to grocers in the interior.

Full particulars are given in the advertisement on page 2 of the cover.

THEY ARE FINEST.

The Griffin Extras Brand Shows Marked Increase in Sales.

The California Fruit Canner's Association, packers of the Griffin Extras brand of fruits and vegetables, through their sales agent, the Spohn-Patrick Company, have been aggressively and systematically working this territory in the interest of the above named brand.

Griffin Extras have proven of a very high grade, and the sales have been rapidly increasing. In fact, to our knowledge there has never been a brand of canned goods introduced on this market that the trade have been so uniformly willing to push as has been the case with Griffin Extras.

The packers are constantly adding to this brand new specialties, the latest product being Griffin Extras Pineapple.

This pineapple is grown in the Hawaiian Islands, and is exceptionally tender, juicy and delicious.

This article is put up strictly for table use, and is unexceled by any pineapple grown. What is particularly noticeable in Griffin Extras pineapple is the absence of that heavy fibre usually found in the Singapore and Bahama products, which renders these last named products rather tough.

The Spohn-Patrick Company are certain that the grocer will find his finest trade delighted when they taste Griffin Extras pineapple.

The Spohn-Patrick Company are now taking contract orders for canned goods. They have connections with the largest packers of canned fruits and vegetables in the world, and give goods at prices consistent with quality.

The grocer will be able to save money on canned goods, both as to quality and prices, if he consults the Spohn-Patrick Company before placing his order.

ROYAL PROTECTS PROFITS.

The Royal Baking Powder Co. has put on a special deal by which those grocers purchasing now are able to receive baking powder gratis, to the extent of 10 per cent. of the purchases they may make during the life of the deal. The grocers who are given this free allowance are required to sign the following agreement:

I especially agree to sell Royal Baking Powder at not less than 45 cents for 1 lbs., other sizes in same proportion—also not to divide this special shipment with anyone—but to sell same only at retail; also to make a special display of this order, upon receipt of same.

Any grocer who may have violated his agreement to maintain prices in the past will not be allowed to take advantage of present special deal.

Established 1879

HEINEMAN & STERN

Manufacturers of and Wholesale and Retail Dealers in

THE CELEBRATED

Frankfurter and Bologna Sausages

Manufacturers and Dealers in All Kinds of

KOSHER PROVISIONS

Packers of Tongues, Smoked and Pickled Beef

Largest Place of its kind on the Pacific Coast.

916 Larkin Street, S. F.

PROFIT SHARING WITH THE GROCER

ITS THE RIGHT THING FOR YOU AND OURSELVES



3 Points Favors You

1—You make your Regular Profit.

2—You get your Dividends on the Stock issued you Free.

3—You receive a mutual profit on the

SUMMIT SNOW FLOUR

which you sell or is sold by your Brother Grocer. Hence you have a Joint Interest in all Sales of Summit Snow Flour.

Dividend No. 1 of 5 per cent. was declared March 31, 1905.

Become a Stockholder in time for the next Dividend

C. A. HUTTON & CO.

Distributers for STANDARD FLOUR CO.

606 Merchants Exchange, San Francisco

Highest Grade Package Goods for Family Trade

ROYAL AND QUEEN'S TASTE

(1 lb packages) (½ lb cartons)

Macaroni, Vermicelli and Spaghetti

ROYAL ITALIAN A. B. C. PASTE, in 1 lb papers

GOLDEN GATE EGG NOODLES, in ½ lb papers

For Sale by all Jobbers

PETERS BROS., BALTZ & DITTMANN

PROPRIETORS

The California Brewing Co.

Douglas Street, bet. 17th and 18th

SAN FRANCISCO, CAL.



WE ARE NOW SELLING

The New

L. C. Smith & Bros. Typewriter

WRITING IN SIGHT.

ADDRESS FOR PARTICULARS

L. & M. ALEXANDER & CO. 110 Montgomery St., S. F.

Branches: Portland Los Angeles Seattle

Amusements

MAJESTIC.

J. H. Gilmore is giving another splendid bit of character acting as the detective, Sherlock Holmes, in the "Sign of the Four." This is one of Conan Doyle's most famous stories and is of thrilling interest. The entire company is well cast and the play is one well worth an evening.

ALCAZAR.

Crowded houses still reward the Alcazar for its revival of "Old Heidelberg." The students and their songs add materially to the interest of the play, which is a very pretty story in itself.

Next week "Tom Moore" is to be produced.

CENTRAL.

Much sympathy is aroused by the interesting situations in "The Confessions of a Wife." The play is a melodrama of thrilling interest that requires some remarkable scenic effects, which are provided with the care and attention usually accorded by this house.

Next week "Paul Revere" will be put on.

TIVOLI.

"The Burgomaster" is in its last nights at the Tivoli. On Sunday night "Floradora" is to be given with an augmented chorus and special cast. This is the first time "Florodora" has been produced in San Francisco at popular prices. Special preparations are being made to make the production notable.

FISCHER'S.

New moving pictures and a strong bill of novelties help provide an interesting evening at this theater. The program is full of variety, ranging from illustrated songs to comedy acrobats and Japanese jumpers. There is a performance every afternoon and two each evening.

THE CHUTES.

The circle swing has not lost its novelty at the Chutes. It is attracting a great deal of interest from people who like to be shocked. The program in the free theater is especially good. There are a number of headliners from the Orpheum and John T. Chick and his clever company supply plenty of fun.

THE NATURE SHOW.

The first exhibition of the Pacific Coast Forest, Fish and Game Association at the Mechanics' Pavilion is exciting much interest. The pavilion has been practically reconstructed. It represents a forest within doors and there is something odd to be seen at every turn. There are band concerts every afternoon and evening. The Indian village supplies numerous novelties and there are many other features. The fact that William Greer Harrison is president and James D. Phelan is vice president of this association is the best guarantee of the fact that the show is extremely interesting.

TROUBLE FOR OLSONS.

Harris Bros. & Co., to whom the Olson Company were indebted to the extent of $8640, have brought suit against the Olson Co., Fred L. Hilmer, George M. Fish and the City and County Bank. They claim that the bank unlawfully seized upon the leases of the stores occupied by the company (worth $12,000). They also claim that the sale of the Olson stock, worth $90,000, to George L. Fish for $50,000 was a put-up job, for agreeing to which Nelse Olson received $2000 and J. M. Olson $1000.

Harris Bros. & Co. further claim that the Olsons still retain the store and that the agreement with Mr. Fish was practically a matter of borrowing $50,000 from him with which to pay their $90,000 worth of indebtedness with the understanding that when they paid Mr. Fish back his $50,000 they would have the right to secure complete control. The plaintiff asks that the assets of the firm be held in trust for the creditors and that Hilmer be removed and some other person be appointed to succeed him and that the Court annul the sale to Fish.

Quality

Counts before QUANTITY with shrewd buyers



—Our Goods are Always Satisfactory—

Helvetia Milk Condensing Co.
Highland, Ill.
San Francisco Office, 3 Calif'a St.

Chas. Jacobson & Co.
210-212 Davis Street
DISTRIBUTERS OF
Fancy Butter and Honey
Dairy Butter and Eggs

IT'S THE
WATER



OLYMPIA BEER CO.
Agents and Exclusive California Bottlers of the Famous
OLYMPIA BEER
BREWED IN OLYMPIA, WASH.
1423 Sansome St., San Francisco, Cal.

GREER'S WASHING AMMONIA.



It has come to our knowledge that there is an attempt to introduce on the market a WASHING AMMONIA made from BONES AND ANIMAL REFUSE. We trust that the trade will take time to investigate the character of this STUFF which, if sold to the consumer, will only tend to discourage the use of Ammonia as a household article.

PACIFIC AMMONIA BOTTLING CO., Sole Manufacturers of Ammonia from mineral products on the Pacific Coast.

GEO. HERRMANN, Pres., 810 Sacramento St.
SAN FRANCISCO CAL.

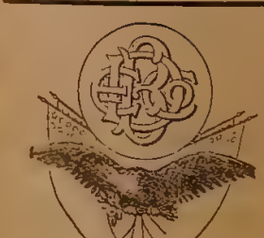
CAUTION—As there are numerous brands of impure and adulterated ammonia offered to the trade imitating the style of our label, be careful to see that our signature trade mark is on each bottle.



The WELCH GRAPE JUICE CO.
Westfield, N.Y.

Represented by Spohn-Patrick Company.

Quarts, 1 doz	$4 50
Pints, 2 doz	4 75
½ Pt ts, 3 doz	4 25
3 oz., 8 doz	6 00
½ Gallons, 1 dz	8 00
Gallons, 6 gal	7 50



VALLEY BREW LAGER
from
Richmond Bottling Works.
Zimmerman & Ruhland,
'Phone Pine 1787.
32d and Clement Street,
San Francisco, Cal.

Champagne.

Veuve Clicquot, qts	$32.25
Veuve Clicquot, pts	34.25
Ruinart, Magnums, 6 to case	30.50
Ruinart, qts, 1 doz to case	32.40
Ruinart, pts, 2 doz to case	34.20
Ruinart, ½ pts, 2 doz to case	18.00
Vintage 1893, qts, 1 doz to cs	46 50

Brandies.

	Per case
Martell's One Star, 1 doz qts	$16.00
Martell's Two Star, 1 doz qts	19 00
Martell's Three Star, 1 doz qts	20.00
Martell's Three Star, 2 doz pts	23.00
Martell's One Star, 2 doz 6'ks	18.00
Hennessy's One Star, 1 doz qts	17.50
Hennessy's Three Star, 1 doz qts	21.00
Calif doz qts	12.00

Cider
Hammond & Co.
Bottlers
Office and Depot
277 Seventh Street
Phone, Jessie 3371

SWEET CIDER
½ Gal Bottles,
BOILED CIDER
Quarts
Pints

Mineral Waters.

Aetna, splits, 100 to cs	$6 50
Aetna, pts, 100 to case	9 00
Aetna, qts, 50 to case	7.50

GINGER ALE
Belfast Ginger Ale Co.,
D. Steinke & Co. Prop'r.
All Carbonated Beverages
FOR UNION AND ONTARIO STS.

	PINTS	QTS.
Soda Water	$ 50	$1 50
Ginger Ale	50	1 50
Sarsaparilla	50	1 50
and Iron	50	1 50
Cider	50	1 50
Cuban Punch	50	1 50

B
Case Prices, 2 Doz. per Case

Porter.
(E. & J. Burke's Guinness')

Stone, pts, 5 doz to bbl	$6 50
Glass, qts, 4 doz to bbl	14 00
Glass, pts, 5 doz to bbl	16 00

Specialties of
Hilbert Mercantile Co.

H B, Ky, Bourbon, per gal	$ 2
H B Ky Bourbon, Ex spcl	3 2
Union League Ky Brbn, AA	2 50
Union League Ky Brbn, 1 gal	2 25
El Monte Ky Brbn 1 gal	2 25
Maryland Monogram 1 gal	2 75
Forum, Bourbon, 1 gal	2.00
W. H. McBrayer's Cedar Brook 5 yrs	3 00

Hunter Baltimore Rye.

Per case, 1 doz. 5's	12 00
In 5-case lots	12 50
In 10-case lots	12 00

Hilbert Mercantile Co.

H B Bourbon (spcl)	$10 00
H B Rye	10 00
H B pt flasks, 4 doz to cs	12 00
H B ½ pt flasks, 6 doz to cs	9 50
H B 1½-oz bots, per gr	12 00
Union League "AA"	8 00
El Monte Bourbon	8 00
Forum Bourbon	7 00
J Baumgardner Rye	12 00
Maryland Monogram	9 00

W. H. McBrayer's Cedar Brook.

Per case, 1 doz 5's	$12 00
Per case, 2 doz pts	13 00
Per case, 4 doz ½ pts	14 50
Per case, 20 doz 1½-oz	18 50

Jesse Moore Whiskies.

Ex Pony Bourbon	$18 00	$17 50	$17 00
AA Bourbon	11 00	10 50	10 00
C Bourbon	8 50	8 25	8 00
AA Bourbon, 5 doz 4 oz	10 00	10 00	
AA, Pt Flasks 2 doz	9 00	8 75	8 50
AA, ½ Pt. flasks 2 doz	6 75	6 50	6 25
Old Rye	11 00	10 50	10.00

Jesse Moore Hunt Co.
(In barrels or half barrels)

Extra Pony Bourbon, gal	$7 50
AA, Bourbon, gal	3 75
B, Bourbon, 1 gal	3.25
C Bourbon 1 gal	2 75
No 1, Bourbon, 1 gal	2 25
AA Rye, gal	3 75
C Rye, 1 gal	2 75

Golden Gate
BOTTLING WORKS.
Blume & Gardner,
Proprietors

Bottlers of the Celebrated
Standard.
Culmbacher.
Extra Pale.
XXX Porter.
Half and Half.
Lager and Steam Beer in Kegs.
160 Shotwell St.,
Phone: Capp 1761. S. F., Cal.



STANDARD BOTTLING CO.
BEACH STREET
Between Pier No. 1 and Dupont
SOLE AGENTS
LOS ANGELES BREWING COMPANY.
Beer Furnished Grocers in Bottles or Kegs



LANDIS TONIC BITTERS
Factory and Salesroom,
1661 Mission St.
Bottles, $7.00 Doz
1 doz per case

LESLIE SALT
STERILIZED
FREE RUNNING
Cartons, 48/2s, 24/3s, 20/5s to Case
Caddies, 50/2s to Case.
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SOUTHERN PACIFIC
613 Market Street



The Maximum

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The perfect type of the purest whiskey. Its taste is a treat.

First Called and First Recalled

HILBERT MERCANTILE CO.
136-144 Second St. San Francisco
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SALMON SITUATION.

Continued from page 11.

in the catch, is the fact that the number of sockeyes which reached the spawning ground of the Fraser River this year was so small as to seriously threaten the destruction of the great industry. For I can positively state from personal observation that the run of sockeye to the Fraser watershed above the great canyon (which includes the Quesnal, Shuswap and Seton-Anderson Lakes section) was a failure, and that virtually no spawn to produce a future run was deposited there this year, though combined, these lake regions constitute what is believed to be 75 per cent of the natural spawning grounds of the sockeye salmon of the entire Fraser River watershed. This statement, which may reasonably alarm those interested, is made after a most careful inspection of the spawning grounds during the past three seasons."

The decrease in the catch and the absence of fish upon the spawning grounds of the Fraser River this year and last is entirely attributable to excessive fishing, past and present. I can find no other reason for this condition. To continue fishing for salmon under the laws at present existing will surely cause their extermination in the Fraser River and its tributaries. I do not believe that any intelligent person on either side of the international line, who is interested in the salmon industry does not recognize this statement to be true, and does not in consequence recognize the immediate necessity of restricting the fishing in both our own sockeye have no protection whatever in and American waters. At present the American waters; and the protection afforded them in our own waters, though deemed adequate at the time of its enactment, is seriously inadequate now.

I conclude that the sockeye which run to that river in the off years are perilously near extermination, in fact so near that I believe more stringent regulations than above outlined must be enforced. I am so strongly impressed with this fact that I have no hesitancy in recommending that fishing on the Fraser River, and its salt water approaches on both sides of the line, be prohibited from July 10 to September 15 for the years 1906, 1907, 1908,

It may be said that this is altogether too radical. It may also be said that such legislation can never be enacted, since the fishermen and canners would oppose it, for the reason that it would for three years drive them from the river. I, nevertheless, submit that for three years the sockeye spawn deposited in the Fraser watershed has not been sufficient to produce runs of sockeye equal to those of the last three years, and that, notwithstanding the excessive fishing during that period, the catch has not been sufficient to yield a profit to either fishermen or the canners, and that many of them have lost money.

If the business of the fishermen and canners under the existing laws as to seasons and methods (which they admit have tended to the extermination of the fish), has not been profitable for three years, upon what ground can they reasonably expect to make a profit in the years 1906, 1907 and 1908 under more restrictive regulations?

For argument sake let it be assumed that the runs in 1906, 1907 and 1908 will equal in numbers those of the years 1902, 1903 and 1904, and that the fishing season be made shorter in order to permit a reasonable proportion of the fish to reach the spawning grounds, who will assert that the fishermen and canners will do well as they did in the latter years?

I cannot believe that the run of salmon in the Fraser district in the years 1906, 1907 and 1908 will equal that of the last three years. It certainly will not if the theory is correct that the run depends upon the result of the propagation in the Fraser in the fourth preceding year.

If sockeye fishing in the Fraser district, on both sides of the line, be prohibited in the years above specified, the fish which do come in from the sea will reach the spawning ground; when by natural propagation, aided by the hatcheries now in existence (which combined have a capacity of 90,000,000 eggs), the river will be thoroughly seeded, even though the running should be materially less than that of the past season.

If for a period of four years, the sockeye be given free access to the spawning grounds of the river, the fishery will be restored to a condition of profitable proportions.

It is equally certain that if the river be not thus seeded the run of fish will continue to decrease.

I submit, then, that the closing of the Fraser River district to sockeye fishing in 1906, 1907 and 1908 is necessary, because (1) the run of sockeye salmon to the Fraser depends primarily upon the number of fish propogated in that river's watershed; (2) that the run of a given year depends upon the number of fish propagated there in the fourth preceding year; (3) that there was not sufficient fish propagated there in the years 1902, 1903 and 1904 to produce profitable runs in 1906, 1907 and 1908; (4) only by the means suggested can the extermination of the sockeye be prevented; (5) if it is not done, not only is there grave danger of the fish being exterminated, but it is almost certain that the canning industry will be destroyed; and (6) it will postpone indefinitely their restoration to the river in profitable numbers.

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$50 from NEW YORK
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Similar rates from other points. Deposit cost of ticket with agent here, and ticket will be furnished passenger in the East. Tell your friends that now's the time to come cheaply if they buy their tickets via

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POULTRY of all kinds is selling here at high prices. Store Butter is also in good demand. Ship us immediately all the Broilers, Fryers, Young Roosters, Old Roosters, Hens, Ducks, Geese, Pigeons, and Turkeys that you can, as high prices are prevailing here now. Satisfaction guaranteed. Cash returns made daily.

We have just received 250 cases of choice Nevada Water White Comb Honey. We are offering it at the low price of 10c, 11c, and 12c per frame. Please favor us with an order.

We have 1,000 barrels of Fancy Flour on hand that we can sell at $4.00 per barrel. Send us a trial order. Please mark and consign all shipments direct to the

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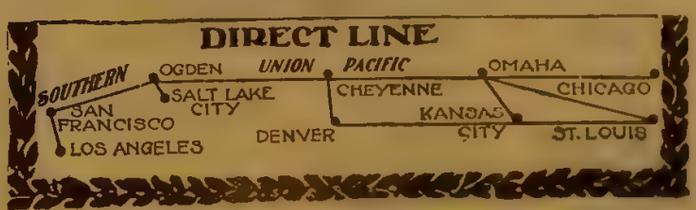
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Dining Cars, serving all meals.
This train is heated by steam and lighted throughout by electricity.

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Old Gilt Edge Whiskey

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Bottled Expressly for Family Trade.

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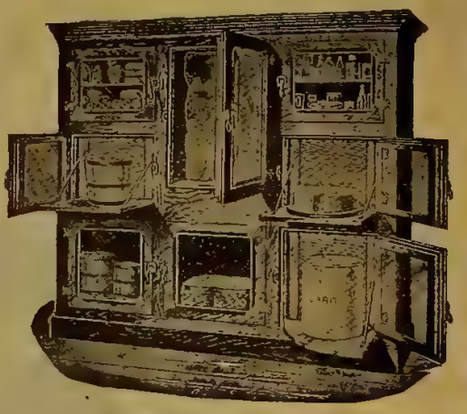
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If your Refrigerator does not keep butter perfectly, you are losing more in a single season on this account than a new

McCray Refrigerator

will cost.



Style No. 410. Grocers' Refrigerator.

The McCray Patent System of Refrigeration is the only system that positively insures perfect circulation of pure, cold air, absolutely dry and odorless.

Unequaled for Economy of Ice.

The McCray is Sold Entirely on its Merits.

McCray Refrigerators are Guaranteed.

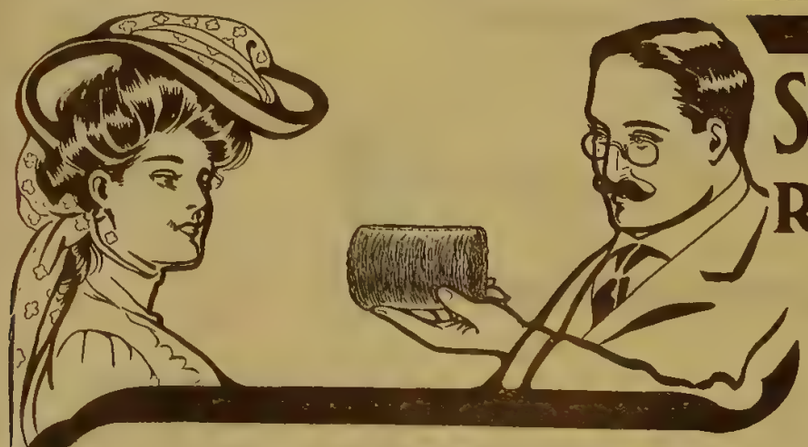
Your name and address written on the margin of this ad. and mailed to us will bring you our Catalogue No. 63, containing full description of Refrigerators of many styles for the Grocer.

SOLD ON EASY PAYMENTS.

BECK - WAKEFIELD COMPANY

GENERAL AGENTS

122 Market Street, San Francisco, Cal.



SHREDDED WHOLE WHEAT RECOMMENDATION

You should be more than willing to recommend

Shredded Whole Wheat Biscuit *and* Triscuit

to your customers. In the first place, they will like the Shredded Whole Wheat products and find that they represent the ideal food with the maximum amount of nutrition; and the second place, you will be doing yourself a good turn as well as your customers. It always pays to recommend a good thing—particularly when there is a satisfactory profit in it for you.

The Shredded Whole Wheat products pay you a good profit, and keep on paying it constantly, as they are not a fad, but a staple — people who once try them, keep on trying them.

There's no food on the market which is better advertised. This means that the demand is permanent as well as strong.

It will be good business for you to speak a good word for Shredded Whole Wheat to those unacquainted with its merits.

THE NATURAL FOOD COMPANY

Niagara Falls, N. Y.

THE RETAIL GROCERS ADVOCATE

A. H. POWERS, Editor | SAN FRANCISCO, CAL., APRIL 14, 1905 | Vol. 10, No. 15

M·J·B· COFFEE
SELECTED WISDOM

You can't stop reading this if you try – try now



KNOW WHAT YOU ARE

The Man who Tries to Sell a Tallow Candle for an Electric Light May Get Disappointed.

You are Sure of Giving Real Value when you Sell

M. J. B. COFFEE

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KEY-OPENER CANS



THE ORIGINAL

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STOVE POLISH

Mixes with water instantly. Advertised everywhere

OUR GUARANTEES:

To give SATISFACTION or your MONEY BACK
To give a QUICK, BRILLIANT LUSTRE
To give Dealers a GOOD PROFIT

PRICES 5c Size, 3 Doz. to case, per case, $1.50
10c " 3 " " " " " 2.50

SPECIAL DEAL SIX PACKAGES FREE in every case of 3 dozen

R. A. HOLCOMBE & CO., Agents 20 PINE STREET San Francisco, Cal.

You have had calls for

HAND SAPOLIO

If you filled them, all's well; if you didn't, your rival got the order, and may get the customer's entire trade.

HAND SAPOLIO is a special toilet soap—superior to any other in countless ways—delicate enough for the baby's skin, and capable of removing any stain.
Costs the dealer the same as regular SAPOLIO, but should be sold at 10 cents per cake.

Willie Mullaney received $5.00 for Writing this Advertisement



Mary had a little lamb
That followed her so softly
And when sweet Mary ate her jam
The lamb drank Ponce de Leon Coffee.

by Willie Mullaney, age 8
Grant Primary School

Let Your Customers Get a Prize

We pay $5.00 for each accepted Ad. written by one of the School Children of California. We use Three Each Week. This is one of those we have printed. Why not have one of your Little Friends profit by our offer?

THIS IS ONE WAY WE ADVERTISE

PONCE DE LEON COFFEE

The Best in the World.

The Best in the World.

TO HELP SAN FRANCISCO DEALERS WE HAVE

Striking Displays on the Main Streets

Artistic Signs in the Street Cars

Attractive Designs on Theater Curtains

Conspicuous Notices in Theater Programs

Cash Prizes for Ads. Prepared for the "Bulletin" by School Children.

In Addition to This: Experienced Lady Demonstrators are making a House-to-House Canvass, Distributing 20,000 FREE Sample Packages and Explaining the Merits of PONCE DE LEON COFFEE to Housewives.

Quality These are the Elements Needed for Grocers to Secure Trade Now Going to Coffee Peddlers. **Confidence**

Our Goods Possess the **QUALITY** — "PONCE DE LEON" Coffee is the Best in the World
Our Advertising Helps Give the CONFIDENCE.

Gold Watches for Grocers

To add to the interest of the Retail Grocery Trade in advancing the Sales of **PONCE DE LEON** Coffee, we have decided to give

6 Gents' Solid 14-Karat Waltham Gold Watches, Value $60 Each, to our Friends.

To Get One Entails No Cost Nor Extra Labor.

Read the Terms: We will give Watches to Each of the Two (2) Retail Grocers of San Francisco, and to Each of the Four (4) Grocers in the Interior, whose Invoices show that they have purchased the **Most Pounds** of our **Sealed Cans** of

PONCE DE LEON COFFEE

Bet. April 15 and August 15, 1905

Watches Guaranteed to be Solid 14-Karat Gold

GET IN LINE—GET A PROFIT—GET A SPLENDID GOLD WATCH

The Porto Rico Company

587-589 HOWARD STREET

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MORE LOAVES PER SACK



Your Customer will be

SURPRISED

at the large number of loaves of light bread that can be made from

One Sack of "A1" FLOUR

THE BEST ON EARTH

Why "A1" Flour IS BETTER:

Our "**A 1**" FLOUR is manufactured from only the HIGHEST GRADE of the **BEST CALIFORNIA and EASTERN** Wheats. We have, by much investigation and research, produced a blend which includes enough Eastern wheat to cause "**A 1**" to be **More Glutinous** than other flours on the market and therefore **More Nutritious.**



IT ALWAYS GIVES SATISFACTION

THE PRICE CANNOT BE CUT

☞ Made from Choicest Eastern (hard) and Selected California Wheat. ☜

GLOBE GRAIN & MILLING CO.

MONTGOMERY AND CHESTNUT STS., SAN FRANCISCO, CAL.

Telephone Bush 759.

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Must be Aged and Cured to Get the NATURAL FLAVOR Found in

Wedding Breakfast COFFEE

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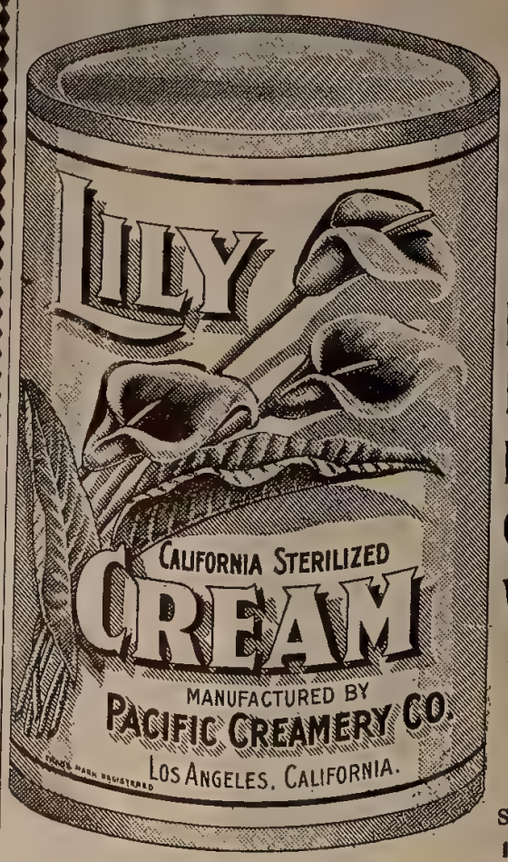


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Roasted 5250 Feet Above Sea Level
(AND IT SELLS.)

NASH-SMITH TEA AND COFFEE **CO.**
DENVER — ST. LOUIS
FRANK B. PETERSON & CO., SAN FRANCISCO

THE ORIGINAL BIG CAN



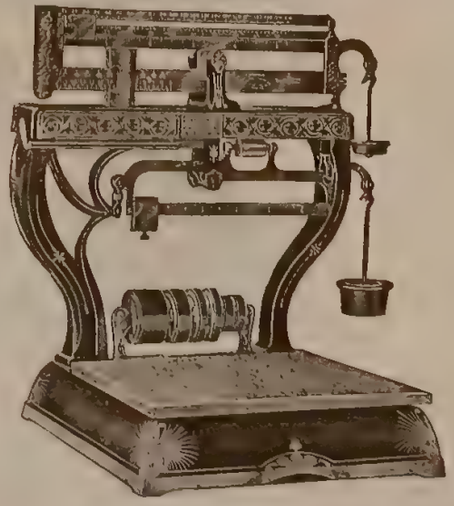
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$39.00 BUYS THE BEST
Computing Scale in America



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Saves the Grocer 60c per Day

Write for particulars.

Not Made or Sold by the Trust.

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Standard Computing Scale Co., Ltd., Manufacturers
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OUT DOOR CABINET
FOR
OIL OR GASOLINE

CABINET EXTENDS UP OVER TANK SO AS TO ENTIRELY ENCLOSE THE PUMP. IT IS FITTED WITH METAL ROOF AND DOUBLE SWING DOORS PROVIDED WITH "STAPLE AND STRAP" FOR PADLOCK.

BOY AND THIEF PROOF

SAFETY ACCURACY AND ECONOMY

ARE COMBINED IN THE

BOWSER OUT-DOOR. CABINET

FOR

OIL OR GASOLINE

IT IS FITTED WITH OUR LATEST IMPROVED COMPUTING

SELF MEASURING PUMP

BUILT ENTIRELY OF METAL AND MEASURES AN ACCURATE GALLON, HALF GALLON OR QUART AT A STROKE....

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Retail Grocers' Advocate

CALIFORNIA RETAIL GROCERS' AND MERCHANTS' ASSOCIATION — OFFICIAL PAPER — RETAIL GROCERS' ASSOCIATION

Vol. 10 — SAN FRANCISCO, CAL., APRIL 14, 1905 — No. 15

Published Every Friday by
ADVOCATE PUBLISHING CO.
Frank Connolly .....Vice-President
Aaron H. Powers, Secretary and Treas

Subscriptions:
One Year $2.00
Single Copies ..... .10

PUBLICATION OFFICE:
456 MONTGOMERY STREET.
Rooms 413-414. Tele. John 2661

Entered at the Postoffice at San Francisco as Second Class Matter.

Points to Watch

GUM CAMPHOR—
The market is in small supply and higher prices are predicted.

PRUNES—
While stocks are less than last year, the market is weak locally.

DATES—
Are very scarce in primary markets and the East and must advance before new crops arrive.

MAPLE SYRUP—
The crop of sap in Ohio is very disappointing. The Vermont crop, up to date, has been unsatisfactory.

SULPHUR—
The market is firm. Eastern markets have a higher tendency. Locally, there is no probability of a reduction.

MOLASSES—
Crops in the West Indies are reported as small compared with those of previous years and the market is firm.

CANNED OYSTERS—
The season at New Orleans was very short and the pack is correspondingly small. Advances are therefore predicted.

RAISINS—
There is a decided weakness owing to a general belief that the Raisin Growers Association will not materialize. Should it be formed, prices will improve.

PICNIC SEASON—
Now is the time to begin the display of goods for dainty lunches. The picnic season has begun and the store that makes the most tempting displays, gets the business.

CANNED SALMON—
The sale of the enormous stocks of the P. P. & H. Co to strong holders and the rumor that the new buyers will work with the Alaska Packers' Association serves to make salmon very good property.

AMERICAN FRUITS IN FRANCE.

United States Commercial Agent Walter T. Griffin, Limoges, France, in his annual report for 1904, says:

"Within fifteen years the importation of canned, dried and preserved fruits into this part of France has doubled. California pears, plums, apricots and peaches are found in every grocery store, and dried fruits of every variety, of better quality than the domestic product, are sold throughout France generally. However, there is still an opening for a large increase in this business. If the French market is properly approached, sales could be doubled."

WANT FLOUR PROFITS

Local Retail Grocers Tell What They Think of Flour Conditions.

There is only one reason why the mills who supply the retail grocers of San Francisco should allow a few firms to sell their flour for what the rest of the trade pay for it. This reason is, that enough of the San Francisco grocers do not say:

"If you let my competitor sell this particular brand of flour for a price less than what will give me a fair profit, I won't handle it."

This is what the grocers have done in other communities.

These grocers were then given the protection they asked—and which was theirs by right—and the mills were glad that they gave it to them.

More and more of the grocers of San Francisco are doing this every week.

The trade would be helpless if it were not for the **Globe Mills.**

This concern has put into the hands of the retail grocers the means to secure protection from the other mills if they will only stand together and demand it. When enough grocers are handling the flour of the **Globe Mills** and saying to the other mills:

"We are pushing Globe Mills flour because we get a profit on it and the cutters cannot sell it for less than we do."

Then the other mills will say: "We will do that, too. All we want to know is that you want it."

The mills that refuse to protect their trade from the cutters are:

Stockton Milling Co.
Sperry Milling Co.
Port Costa Milling Co.
American Milling Co.
Del Monte Milling Co.

We present herewith the ideas of a few of the retail grocers as to the duty of the mills to protect the grocers in their profit:

Stulz Bros., 533 Montgomery Ave.—"It is a part of our policy to push those goods on which we get a profit in our two stores. This is one of the reasons why we are selling large quantities of the flour of the Globe Mills. The flour gives satisfaction as far as quality is concerned and we know our customers cannot buy it anywhere else for less money than we ask for it. We keep the other flours in stock but find our customers are satisfied with the flour we offer them. As a matter of principle, I think the grocers should make a special effort to advance the interests of those firms that protect them."

Schmidt & Reidt, 12th and Folsom—"It has always seemed a great folly to me for a grocer to allow himself to be influenced into selling something without a profit because a great many of his neighbors are selling that particular kind of goods. I do not like to sell an article for more than my neighbor. For that reason I put the flour of the Globe Milling Co. in stock as soon as they agreed to protect prices and not allow it to be used by the cut rate stores as a lever to pry away my customers. I find my customers willing to take the flour I recommend and that gives a profit."

J. W. Offerman, 1400 Folsom St—"If the grocers will only stand together and throw as much of their business as they can to the mills that protect the prices, they would soon have all the mills doing the same thing. While my flour business is not large, the Globe Mills has been getting a very large part of it since they guaranteed to protect the prices, and I find no difficulty in selling the goods."

F. Speckmann, 1451 Church street—"The proposition to induce the mills to maintain a fair price on their flour is a good one. I hope it can be carried out successfully."

Chas. Mayborg, 1534 Church street—"I want a profit on my goods. I think the manufacturers who sell to retail dealers should protect the trade in helping them get that profit."

H. D. Junck, 3698 17th street—"I am in the grocery business to make money. I think the mills owe it to their trade to protect them from the competition of firms that would sell their flour at cost."

Connolly Bros., 316 4th street—"It is the grocers' fault if they do not secure a profit on flour. If all the grocers would insist upon it, I am sure the local mills would be willing to give the grocers of San Francisco the same protection they are giving the grocers in other communities. I am selling large quantities of the flour of the Globe Mills and find that my trade are willing to take it and pay me the extra profit without a question. The correction of the present bad system lies with the grocers themselves."

F. H. Burmeister, 1901 Howard street—"The retail grocers should protect themselves if they want to get a profit on flour. It is foolish for them to sell goods that they have to handle at a loss because the manufacturer allows them to be cut."

H. M. Deppe, 1450 16th street—"A profit of a nickel on a $1.25 sale will not enable a man to pay his rent. The manufacturers owe it to the retail grocers to protect them from having to meet such competition."

Nordholz & Steimke, 16th and Mission—"It is not right for the manufacturer to allow cutters to force the rest of their trade to sell without a profit. The retail grocers are at fault. I don't think they can stand together well enough to do anything."

J. D. Heise & Co., 16th and Valencia—"I do not see why the grocers cannot stand together in this matter. We are selling the flour of the Globe Mills because it gives us a profit. We have met no difficulty in doing so."

J. H. E. Eiben, 17th and Dolores—"I will not sell a flour on which I do not get a fair profit. I get 15c a sack profit on every sack of flour that goes out of my store and I have been able to introduce profitable goods to my trade and they are satisfied to take what I offer them. It is not hard to switch your trade to another flour if you have their confidence, and the new goods are all right as far as quality is concerned."

WHITTIER DOING WELL.

Whittier, April 4, 1905.

Editor Advocate—We have a small association here, but it is a good one, and is helping all the grocers of our community. We have been glad to help in the work of getting better laws and hope that the next Legislature will give us a Mutual Fire Insurance law that will enable the retail merchants of the State to get their fire insurance at a fair figure. Yours very truly.

A. Jacobs.

PICNIC PREPARATIONS.

Local Grocers Preparing for Their Thirty-fourth Annual Outing.

The "S. F. Retail Grocers' Association" is to have its thirty-fourth annual picnic at Schuetzen Park on Wednesday, May 10th. Tickets will be 50 cents, children 25 cents.

Boats will leave the Tiburon ferry at 9, 10 and 11 a. m., and 12:36, 1:30 and 2:30 p. m.

The first gate prize will be a buggy valued at $75.

The Board of Directors are meeting every Monday evening as a picnic committee and report numerous prizes donated and many tickets sold. The various sub-committees will be named later by the various chairmen, who are as follows

Wheel of Fortune, J. M. Sullivan; Floor, Vice-President Frank Connolly; Members' and Clerks' Drawing, Wm. Ring. Prizes, President Salomon, Music, President Salomon and Frank Connolly, Finance, J. T. Hurley, Reception, E. Lackmann, Bowling, H. Methmann, Ladies Guessing Contest, Geo. B. Doyle; Shooting, Henry Wreden, Tickets and Badges, Henry Rawe.

Vice-President Frank Connolly, who is to act as floor manager, will also have charge of the candy distribution for the children.

GROCERY JOTTINGS.

H. M. Deppe starts soon for a vacation trip through Lake and Mendocino counties.

McCoy & Nesbitt's 16th street store is very effectively arranged. They have a large delicatessen counter in the middle of the store in which are arranged numerous appetizing luncheon dainties. The entire west side of the store is devoted to package liquor goods which make a fine display, and the east side is devoted to retail grocery counters. The shelves are well stocked and are carefully kept.

Sheehan Bros., at 547 Valencia, have a very pretty store. The smell of the coffee from their roaster serves as a very desirable advertisement.

Earnst Illig of 701 Valencia street is one of the grocers who is anxious to see that the anti-trading stamp law is made to stick. He says the news is almost too good to be true.

Wm. Jacobs of 3447 17th has been enlarging his store and rearranging it. It is a decided improvement.

J. H. E. Eiben has been making numerous changes for the better in his store at 17th and Dolores. Mr. Eiben has taken a long lease of a large piece of property on which his store is situated, and by combining two stores into one has given himself the room made necessary by his increase of business. He also has splendid warehouse facilities.

H. D. Junck of 3798 17th st is one of the few men who have had the privilege of learning their trade from a millionaire. He first worked in the store of John F. Ohatmann. Mr. Junck has been in his present location for about ten years. He carries a very

(Continued on Page 9.)

Sell SNIDER'S Surpassing







SAUCES

STAY BY THE STAPLES

This rule invariably benefits the Merchants who abide by it.

SNIDER'S CATSUP

Snider's Oyster Cocktail Sauce

AND **Snider's Chili Sauce**

are strong and steady sellers.

First—The Snider Brand is the Standard, leads in sales and gives entire satisfaction.

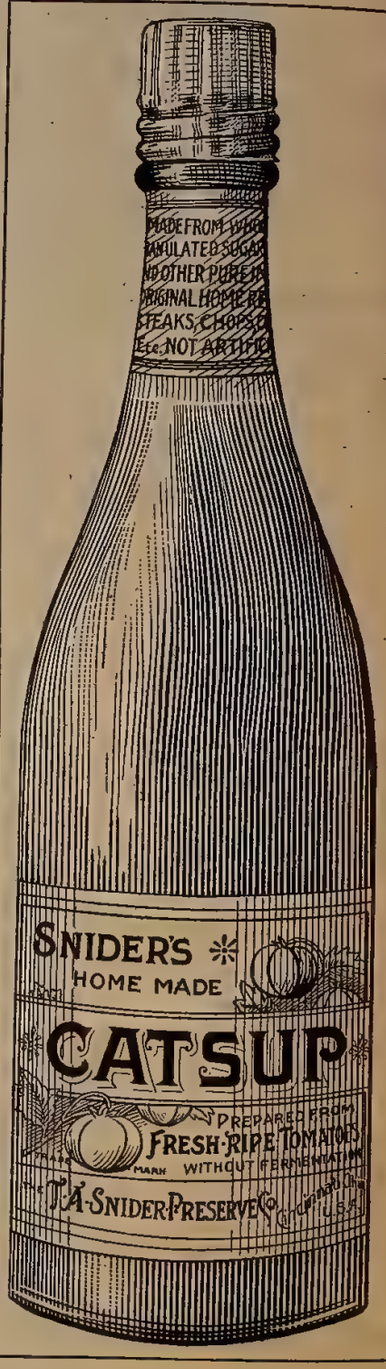
Secondly—You can make money twelve months in the year by selling Snider's Condiments.

Every year the T. A. Snider Preserve Co. inaugurates a carefully planned Advertising Campaign.

Advertising is a sales force second to Quality.

With these two strong pullers you have a team with which you ought to be thoroughly in accord.

Stock with Snider's Condiments once, and you will always buy them.



Put up by the **T. A. Snider Preserve Co.,** Cincinnati, Ohio

Makers of Snider's Catsup, Chili Sauce, Oyster Cocktail Sauce, Salad Dressing, Tomato Soup, Baked Beans, Etc.

SPOHN-PATRICK COMPANY

AGENTS

16-18-20-22 Front St., - - San Francisco, Cal.

ASSOCIATION NEWS.

Wichita, Kansas—The Grocers' Association has passed resolutions denouncing the method of giving premium coupons. They also resolved that the members of the Wichita Grocers' Association should refuse to handle the products of the Great Western Cereal Company until such a time as they agree to join with other cereal manufacturers for the total elimination of premium coupons in connection with cereal products.

St. Louis, Mo.—The Butchers' Association of St. Louis have secured the passage of a bill in the Assembly providing for closing up grocery stores and butcher shops by a vote of 82 to 15.

Seattle, Wash.—The directors of the State Grocers' Association have decided to levy a special tax of 50 cents per member upon the various local associations for the purpose of liquidating outstanding obligations, etc. They decided to oppose the selling to hotels, restaurants, logging camps, mining camps, etc., by wholesalers. They took a decided stand in favor of manufacturers protecting the retail price of their proprietary brands. Tacoma was chosen as the place for the next State convention and September 12 to 14 as the date.

Texas—The legislature killed an amendment to the pure food law that would enable retail dealers to secure immunity from punishment by the presentation of a guarantee of purity.

Philadelphia, Pa.—One of the main reasons for the success of the Retail Grocers' Association is the large attendance at meetings. It is seldom a meeting has less than 250 members present. Trading stamps were kept out of the stores of the members in Philadelphia because the members were able to get together and decide how they would act.

Providence, R. I.—The Emperor Trading Stamp Company is in the receiver's hands.

Keane, N. H.—The Sperry & Hutchinson Trading Stamp Company is to close the later part of next week on account of decrease in business.

Wilmington, Del.—A tax of $500 per year has been placed on the trading stamp companies.

Indianapolis, Ind.—The Retail Grocers' Association has a membership of 263 out of 900 grocers. The association is establishing a rating bureau. About 15,000 names of credit users have already been secured. A food show will be held from October 26th to November 9th this year. A contract has been made with the J. W. Dean Company which provides that the association shall receive 10 per cent of the gross receipts of the show.

Toledo, O.—District meetings are being held of the grocers and butchers of Toledo. State Secretary Cook attends these meetings and explains fully the workings of the Grocers' Mutual Fire Insurance Company. The district associations are proving a great value to the grocers.

Columbus, O.—The Grocers' Association has a very effective collection bureau. The Arbuckle Company refuses to allow their coffee to be sold by cut-rate tea and coffee stores. The funds of the association have been largely increased by contributions that have been made by the Egg Baking Powder Company and the Rub-No-More Soap Company. The contributions of these companies are made proportionate to the amount of their goods purchased by association grocers. The association has an employment bureau to help members secure good clerks. They are also conducting a campaign against peddlers who pay no license.

Youngstown, O.—The Grocers' Association has worked for a 10 per cent garnishment law; against coupon schemes and stamps; to secure pure food laws; for protection against dishonest customers; unjust treatment from wholesalers and the establishment of a mutual fire insurance company. We find that the interest of our members has been increased by various social affairs which enabled them to bring their wives and thus let them realize some of the desirable features of the grocers' association.

Buffalo, N. Y.—Preparations are being made for the 1905 pure food show. At the last meeting of the association, the chairman of the Food Show Committee asked those members who wished to act as day and night watchmen to hand in their names. Compensation will be $1.50 per day. The members were also asked to hand in names of boys to watch the doors for which 50 cents per night is paid. The association is trying to get a garnishment bill through the legislature.

Southbend, Ind.—The Grocers' Association, recognizing the fact that the American Tobacco Company was hurting their trade by its premium coupon schemes, passed the following resolutions:

Whereas, This Association has repeatedly gone on record as being opposed to premium and gift schemes, coupled with the retailing of proprietary package goods, tobaccos, etc., and

Whereas, The American Tobacco Company, and its offspring, the Florolora Tag Company, are doing more to educate the buying public in the mail ordering system of purchasing goods, since their recent innovation of "the cash," or "part cash," feature in connection with their premium department than all other agencies combined; and

Whereas, Both consumer and dealer are compelled to pay for these premiums in a continual upward incline of cost being charged for their products, and

Whereas, This system of distributing and selling articles composing general merchandise is a "trade abuse," being detrimental to retail merchants in all lines of trade, therefore be it

Resolved, That the South Bend Retail Grocers' Association, in regular executive session assembled, disapprove of, and condemn the methods of the American Tobacco Company, and request them to discontinue the same. And be it further

Resolved, That the secretary notify the American Tobacco Company of this resolution; and also request the leading trade journals to publish same. And also request other retail grocers' associations, as individual associations, to take similar action, notifying the American Tobacco Company of such proceedings.

Louisville, Ky.—The Retail Grocers' Association is to give a pure food show from April 24th to May 6th; admission 25 cents. Tickets can be purchased from retail grocers for 10 cents for the afternoon and 15 cents for the night.

Rhode Island—The Empire Trading Stamp Company of Providence has gone into bankruptcy.

The Money Weight Scale Company sent another check for $500 to the National Grocers' Association on February 28th.

Tacoma.—The Retail Grocers' Association is issuing warning against house to house agents who have been selling a silver-plating preparation dangerous to health and life.

Moline, Ill.—At the convention of the Illinois State Grocers' Association, C. H. Kingsbury of Rock Island was elected president and Sol Westerfeld of Chicago first vice president. Strong resolutions were passed in opposition to all coupon premium schemes.

Connorsville, Ind.—Twenty-four of the retail grocers have agreed to cease using trading stamps.

Columbus, O.—The Retail Grocery Clerks' Union are prosecuting a local grocer for opening his store for business on Sunday. The case has been appealed to the Superior Court.

Youngstown, O.—The retail grocers have adopted the mutual fire insurance plan.

Duluth, Minn.—A rate book in which every consumer in the city will be listed, will be issued by the association. There are 141 grocers in Duluth and every one is a member of the association. The membership fee is $25.

Helena, Mont.—The dues of the Retail Merchants' Association are $2 per month. The association collects many past due accounts for its members.

Denver, Colo.—The Denver Grocers' Association proposed to give back to those members who attended meetings the rebate of 2 cents per sack allowed on sugar by the Beet Sugar Refineries. The Sugar Refineries have refused to allow them to follow this plan.

New Jersey—A bill has been introduced in the Assembly providing that trading stamps shall have stamped on their face a cash surrender value.

A MATTER OF HEALTH

ROYAL



BAKING POWDER

Absolutely Pure

HAS NO SUBSTITUTE

All Grocers should carry a full stock of Royal Baking Powder. It always gives the Greatest Satisfaction to customers, and in the end yields the larger profit to the Grocer.

At the Principal Hotels, Clubs and Restaurants, In Pullman Palace Dining Cars and all Trans-Pacific Steamers — In fact

ON EVERY TABLE

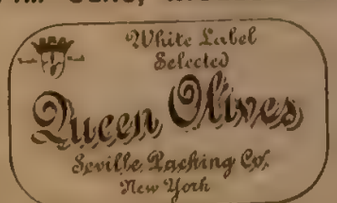
You will find

The "WHITE LABEL"

QUEEN and MANZANILLA OLIVES, PIM-OLAS,

BABY PIM-OLAS, NICELLE OLIVE OIL

For those who



Want Quality

Finest Fruit Uniform in Size Excellent Flavor

Merchants who carry a Fancy Grocery Stock make a Specialty of

"White Label" Brand QUEEN OLIVES

Carry a complete stock at all times and you will do well. Write for Literature and Prices. Advertising Cuts sent Free to Dealers issuing Catalogues.

SPOHN-PATRICK COMPANY

PACIFIC COAST AGENTS

16-18-20-22 Front Street, San Francisco, Cal.

BRANCH HOUSES: Los Angeles, Portland, Seattle, Denver, Salt Lake City.

AFTER COFFEE PEDDLERS.

Local Grocers Seek to Find Means To Correct Trade Abuse.

The growing evil of the peddlers who solicit family trade for tea and coffee was brought to the notice of the San Francisco Retail Grocers' Association recently. The matter was referred to a committee of which Vice President Frank B. Connolly was made chairman. The other members were Messrs. Doyle, McGuire, Hurley and Sullivan. President Salomon is ex-officio a member of the committee.

With his customary thoroughness, Mr. Connolly at once interviewed the leading coffee and tea wholesalers as to their wishes on the matter. As a result a conference was called which was attended by representatives from A. Schilling & Co., M. J. Brandenstein & Co., J. A. Folger & Co. and Sussman & Wormser.

Supervisor Alpers was interviewed and expressed the view that, under the present license law it would hardly be possible to reach the peddlers.

The matter was discussed in its various phases. It was the consensus of opinion that the grocers should go to the different jobbers with an agreement not to send out peddlers or to supply them with goods. It was thought that in this way a list could be secured of those firms desirous of doing a strictly legitimate jobbing business and that, by having the grocers confine their trade to such firms they could materially lessen the evil.

At the meeting of the Association's directors on Monday evening, Vice President Connolly reported the conditions and the results of the conference. The board decided to follow up the matter as a whole.

THE TUG OF WAR.

Grocer Against the Peddler or Wagon Man.

This is the caption of a clever circular by means of which Hills Bros. have called attention to the phases of this evil. Among other things they say:

"With the consumer this is simply a business proposition.

"To begin with, the grocer has the coffee trade. The wagon man out of a job starts a coffee route to make a living. He solicits the coffee trade of the grocer's customer, and if he is an acquaintance or comes well recommended he gets a trial order.

"Does the peddler or the grocer hold the trade?

"The sentiment of the lady of the house is more than likely to be with the peddler if he puts up a plausible hard luck story. If his coffee is as good as the grocer's, he holds the trade.

"The wagon man gets his business from the grocer, who tries to make a 16-cent coffee do the work of a first-clas Java and Mocha. For a good Java and Mocha to retail for 35 cents to 45 cents the grocer should pay from 24 cents to 29 cents.

"It does not need any great amount of work to abolish this peddler nuisance. The Retail Grocers' Association, all the trade journals, the State Legislature and the jobbers cannot do, by laws and agreements, what would be accomplished in a reasonable time if each grocer would get in and apply his own remedy.

"Put out better coffee than the peddler's. Buy good coffee. Pay a price for it and let the public know it.

"The peddler could not live on legitimate profits, and would soon go out of business if forced to meet a good, lively, well-directed competition from the grocer to whom the coffee business really belongs. It is the unreasonable profit some grocers have attempted to make on coffee that has made the existence of the peddler possible."

CHANGE IN LOS ANGELES.

Secretary W. R. Baxter Resigns to Accept Desirable Place With Mercantile House.

At the last meeting of the L. A. Retail Grocers' Association the organization accepted with many expressions of regret the resignation of Secretary W. R. Baxter, to go into effect early in May. Mr. Baxter has won many friends in Southern California by the able manner in which he conducted the association affairs, and he will carry the best wishes of his grocer associates with him in his new position as representative of a large mercantile concern.

Much pressure is being brought to bear upon J. F. Paulding to have him resume the work in Los Angeles. Mr. Paulding, however, considers it his duty to continue his work in the interest of the Pacific Coast Association at San Francisco.

CREATES DEMAND.

No one grows tired of the flavor of Bayle's Horseradish Mustard, because of the ingenious combination of the ingredients. It seems to create a demand for itself wherever it is introduced. Many tables are never without it.



The Rebate Deal



IS STILL EFFECTIVE



BUY

Carnation Cream

NOW

And get a Rebate of 25c on Every Case Purchased.

Write for Special Rebate Contract Blank.



Spohn-Patrick Company
AGENTS
16-18-20-22 Front St., San Francisco



Bond System
OF
Retailing Staples



For Particulars, write

BOND SCALE CO.
Main Office, 1640 Fernando St.,
LOS ANGELES.
San Francisco Office:
220 California Street

Better and Quicker Work

THAN ANY $50 CUTTER
COSTS ONLY HALF AS MUCH

The "Dunn"

CUTS ANY WEIGHT CHEESE
AT ANY PRICE PER POUND
A Child Can Operate It.

We can sell our Cutter for Less than any Other Manufacturer, because—
Our Capacity is Greater—We Make More Cutters—than ANY other Factory.
WILL SAVE ITS COST IN 90 DAYS.

For further particulars address

W. A. HAWLEY — PACIFIC COAST AGENT —
310 Cluett Building
SAN FRANCISCO, CAL.

$25



$5 Down
$5 p. Month
5 Year Guarantee

Indiana.—The State Grocers' Association is complaining because while the Legislature refused to pass a law allowing the garnishment of 10 per cent of a householder's wages, they passed another bill by which a lawyer is allowed to garnishee his clients for fees that might not be paid.

DAN O'CALLAGHAN
REAL ESTATE
AND
INSURANCE BROKER
City Agent
Liverpool & London & Globe Ins. Co.
Telephone, Main 5238
22 Montgomery St., San Francisco
(Mr. O'Callaghan was for many years a member of the firm of O'Callaghan, Nelson & Co.)

CONTAINS WHITE OF EGG
The Greatest Leavening Auxiliary



Not Made by the Trust

Now Used in Thousands of Families

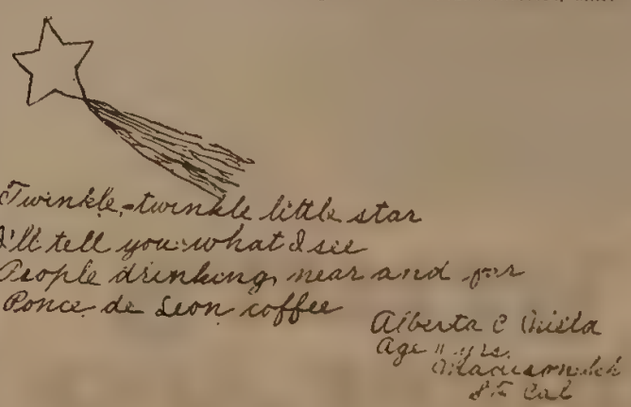
30 CENTS THE POUND
Made in California. Ask Your Jobber.
THE NEELY COMPANY
3 California St., San Francisco

CAN INTEREST CHILDREN.

How Retail Grocers Can Help Their Little Friends Earn Money.

The Porto Rico Rice Co. has put it in the power of the retail grocers all over the country who handle Ponce de Leon coffee to interest their friends among the children. This company is running a series of advertisements in the "Bulletin." They change them three times a week and each new advertisement carries an ad written by some school child. For each ad they print, they pay the child who designed it $5.

We present herewith an ad that appeared in a recent issue. The only condition is that the child must get a blank from the grocer, which must be filled out by the little one's teacher. This contest is open for children in every part of the State. A grocer who should have helped some youngster win a $5 prize will find that all the neighbors of that particular child will have heard all about his store and the Ponce de Leon coffee.



One of the Advertisements written by School Children.

Ponce de Leon coffee is a "straight" Porto Rico coffee of high grade. This coffee was all sold in Europe before Porto Rico became a part of the United States. The planters are now forced to market it in this country, since they face large tariff discriminations in the countries where it was formerly sold.

In order to add to the interest of retail grocers in their goods, the Porto Rico Co. has decided to give six solid gold gents' Waltham watches, valued at $60 each, to the six dealers who handle the most sealed cans of their Ponce de Leon coffee between April 18th and August 15th. Two watches will be given to the two San Francisco grocers who purchase the most Ponce de Leon coffee in that time and four watches will go to grocers outside of San Francisco.

While this advertising is very expensive, the Porto Rico Co. feels that it will pay them, since the quality of their goods is such that they feel certain every trial will result in a repeat order. They are certain, too, of the grocer's continued interest, since they will not allow Ponce de Leon coffee to be cut and it gives the dealer a handsome profit.

GROCERY JOTTINGS.

(Continued from Page 5.)

heavy stock in his store and in his large and dry warehouses.

E. & H. Muegge are doing a very nice business in their store at First and Harrison. They purchased this business from W. F. C. Schmidt about a year ago and by push and energy have been able to better their trade considerably.

Wetzler & Fuernstahl are making a very decided success of their Twentieth Century Market at 1560 Market street. They carry a nice line of goods which they display in a manner bound to attract the attention of people passing along Market street. They advertise aggressively, but manage to secure a profit on all their goods.

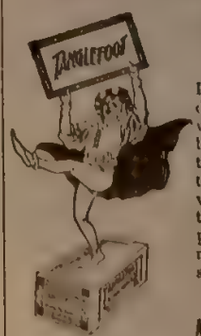
GAINING IN FAVOR.

It is because Lily Cream is "the original big can," and because its standard of excellence has been so uniformly maintained and even improved on that its sales have steadily increased from the day it was first introduced on the market.

It is an article the grocer can always safely recommend.

The Perfection Short Credit System
Makes Credit Business a Pleasure.
Address
P. E. LENFESTEY,
220 California St., San Francisco

TANGLEFOOT



STICKY FLY PAPER

Is really the only device known that will catch and hold both the fly and the germ and coat them over with a varnish from which they cannot escape preventing their reaching your person or food.
TANGLEFOOT is Sanitary.
Ask for TANGLEFOOT.

Profit? Over 120% to You.

BLACKSTONE'S INKS



Blackstone Manufacturing Co.
(Incorporated)
MANUFACTURERS OF
WRITING FLUIDS,
Mucilage, Shoe Polish, Shoe Paste, Shoe Dressing and Liquid Glue.
Office and Factory,
1960 Howard St. San Francisco
Telephone Capp 1111.

PACIFIC STORE AND OFFICE FIXTURE CO. INC.
TEL. BLUE 2571 F. A. OEHM, Pres.

Store Fixtures

DESIGNERS AND MANUFACTURERS OF
STORE, OFFICE AND BAR FIXTURES
3253-3259 SIXTEENTH ST.
San Francisco

"CRACKER JACK"

The New Confection.

"The more you eat
The more you want"

Always Fresh and Crisp.

THE WORLD'S GREATEST 5c SELLER

100 Packages to Case - - - $3.65
CASE WEIGHS 40 lbs. GROSS

Dodge, Sweeney & Co., Agents, - San Francisco, Cal.

WELCH'S GRAPE JUICE

IT is easy to imagine yourself sitting in a vineyard, eating fresh, ripe, delicious grapes when you are drinking WELCH'S GRAPE JUICE. And the best part of the treat is that the pulp, skins and seeds are eliminated. All the fragrance, color, tart sweetness and wholesomeness of the grape remain in their natural state. The Welch Process is the only one that gives this perfect result without the use of adulterants and preservatives.

Welch's Is Guaranteed Pure.

WELCH'S GRAPE JUICE

IS DESERVEDLY CALLED

"Nature's Finest Food and Drink"

It is being recommended more and more by physicians as the perfect food-drink. Its consumption, as a delicious beverage, is increasing rapidly, as its claims to popularity become generally known through the magazines and those who have tried it and know how good it is.

Now is the Time to Order!

Place an order with your jobber now. We furnish signs, window displays and other attractive advertising matter. We are doing more and better general advertising this year than ever before. With your co-operation, we can and WILL bring you a splendid Grape Juice trade.

Welch's Grape Juice

received Highest Award at the World's Fair, St. Louis. Of far more value was the advertising we received from the dispensing of 20,000 gallons in 3-ounce glasses. Every glass of WELCH'S GRAPE JUICE makes a convert.

SOLD BY ALL JOBBERS.

THE WELCH GRAPE JUICE CO.
WESTFIELD, N. Y.

SPOHN-PATRICK COMPANY
Agents
16-18-20-22 Front Street, San Francisco, Cal.

This elaborate border represents the lithographed Window Panels (a Concord Grape Arbor.) The design is artistically executed and the color scheme very natural. The dealer desiring to make an attractive window display should apply to SPOHN-PATRICK COMPANY.

How "Shredded Wheat" Is Made.

The Largest, Cleanest and Most Beautiful Building in the World Devoted to Food Production — A Miniature Plant in San Francisco.

Over at 1446 Market street, of this city, there is a novel exhibit of a unique industry—a miniature reproduction of a portion of the great plant of the Natural Food Company at Niagara Falls—showing the process of "shredding" wheat. Although shredded wheat is acknowledged to be the world's standard cereal food very few people have any intelligent idea of the way it is made or the dietetic principle that underlies it. Not all the people who eat it with religious regularity, indeed, know why the cooked wheat is drawn into shreds.

Nearly a hundred thousand of the pilgrims to Niagara Falls last year visited "the home of shredded wheat." But this is only "a drop" compared to the vast army of consumers of the product, for the plant turns out a million and a quarter biscuits a day, and the exhibit at 1446 Market street is "only a drop" compared to the great industry at Niagara Falls. It shows the process of cooking, shredding and baking the wheat, however, on a small scale, using exactly the same shredding machines as are used in the big conservatory at the Falls. The culinary possibilities of the Biscuit and Triscuit are also shown, some of the most delicious dishes being served.

A Model Structure.

An industry that is visited every year by nearly 100,000 persons is worth knowing something about.

The plant is located in the heart of the residence district of Niagara Falls, far away from the smoke and dust of factory and railroads, fronting the rapids of Niagara River, and within sound of the roar and rush of the great cataract. This noble structure, with the sunlight streaming in through thirty thousand lights of glass, flooding every nook and corner with cleansing rays, is dedicated to the scientific truth that a grain of wheat contains all the elements of a complete and perfect food for man. Certain factory ideals have been attained in this building which make it unique among the industrial plants of the world—taking it, in fact, out of the factory class and clearly entitling it to the name which has been given it "The Natural Food Conservatory." In sanitary appliances for securing cleanliness of product and health and comfort of employees it is not surpassed by any structure in the world.

Mere figures give a very inadequate idea of the noble proportions of this building. They do not tell the story of the architectural symmetry, its costly equipment or its perfect adaptation to the work of making the cleanest and most healthful food product on earth. Those who like figures, however, will be interested in knowing that the Natural Food Conservatory is 163 feet in length by 66 feet in depth, contains 3000 tons of steel and 200 tons of marble. Its beauty is greatly enhanced by the 844 windows with their 30,000 lights of glass, making it indeed a veritable "crystal palace."

The building is entered through a large foyer, on either side of which are writing and reading rooms for guests, furnished with beautiful rugs and sumptuous weathered-oak, leather-upholstered furniture. From the middle of the ceiling hangs a pendant, a great crystal ball, inside of which are thirty-six electric lights.

At the base of the vast columns supporting the ceiling are upholstered settees. Here dainty "demonstration lunches" are served to visitors, and here may be found guides ready to pilot visitors through the building. The gallery around the foyer, as well as the entire floor above, are taken up with the administration, publicity and accounting offices of the Company.

Regard for Employes.

The roof of the Administration section, reached by electric elevators, commands a view of Niagara River, the Rapids, Goat Island, Three Sister Islands and other scenic beauties of this picturesque region.

Other unique features of this model building are: A thoroughly equipped dining-room overlooking the beautiful Niagara, in which the employes eat lunch at the noon hour as the guests of the Company, and in which the famous chef of the Company, Eugene Girard, and his assistants, give practical demonstrations in "Shredded Wheat Cookery," showing the many tempting and palatable dishes that may be made out of this product; a convention hall or auditorium with a seating capacity of one thousand, with stage, electric lights and all modern conveniences in keeping with the other handsome appointments of the building; elaborate lavatories finished in marble and mosaics at a cost of a hundred thousand dollars, provided not only with hot and cold water, but with needle and shower baths. These are for the use of all employes of the Company and soap and towels are also furnished without charge.



RECEPTION HALL FOR VISITORS.

The woodwork of the entire building is white enamel and is kept immaculately clean. The windows are double-glazed and fixed in the frames, so they cannot be opened, making the building absolutely dust-proof. The pure air, filtered through sieves, is forced through the structure by means of great suction fans and ventilator shafts.

It would require a good-sized booklet to describe the many departments of "welfare work" carried on by this Company to guard the health of the employes and to secure their comfort, contentment and intellectual and moral improvement.

The Company not only provides a locker for each employe, costly lavatories and hygienic noon-day lunches for them, but maintains a circulating library and gives them access to hundreds of periodicals which come to the Publicity Department.

It provides addresses by men and women of note, English and German classes, essay contests, cooking school, sewing school, boys' vegetable gardens with cash prizes for the best work, and children's playgrounds. It furnishes the girls in the manufacturing section with caps, aprons and sleeves free, and they are also provided with chairs which have foot and back rests. They are also allowed fifteen minutes every morning and afternoon for rest and recreation.

Harnessing Niagara Falls.

The "harnessing" of Niagara Cataract to the wheels of industry was the greatest engineering achievement of the age. It was made possible by the development of electrical power transmission. The electrical power generated in the great power houses by means of turbine wheels can be transmitted by cable a hundred miles to run factories, street railroads and to light cities. It is this great engineering triumph which makes the Natural Food Conservatory a bee hive of industry by day and a palace of electric beauty by night.

Thus the most wonderful achievement of modern electrical science is yoked to the greatest achievement of dietetic

(Continued on Page 21)



THE NATURAL FOOD CONSERVATORY, NIAGARA FALLS, N. Y.

BULK AND WEIGHT

Alone do not determine the value of "Evaporated Cream."

QUALITY

Counts for More.

Therefore a large can of but slightly evaporated and poorly prepared milk is not worth as much as a can of



Family Size

Our Pet BRAND Evaporated Cream

(or any brand which bears our cap label.)

The market is flooded with large cans of thin and watery milks which do not deserve the name of "Evaporated Cream," but intelligent dealers and consumers do not care to pay for tin-ware and water in place of milk substance. Hence they insist on getting the old reliable "Our Pet Brand" which bears this top label.



Helvetia Milk Condensing Co., - Highland, Ill.

San Francisco Office, 3 California St.

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Each of these departments in this Price List is checked up and corrected every week by two or more reliable authorities on values. More than thirty wholesale houses co-operate with us to secure for our List the greatest accuracy possible.

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Coffee Extracts	1
Coffee Mills	36
Condensed Milk	24
Corks	36
Cordage	31
Corn Starch	15
Cottolene	25
Crackers	22
Cranberry Sauce	25
Cream (evaporated)	24
Cream of Tartar	19
Curry Powder	25
Demijohns	36
Dishes Wooden	37
Door Mats	36
Dried Fruits	5
Drugs	36
Dry Paints	17
Dust Pans	36
Dusters	36
Eels	13
Egg Beaters	37
Egg Food	31
Envelopes	38
Evaporated Cream	24
Extracts, Beef	25
Extracts, Flavoring	20
Farinaceous Goods	17
Fine Cut Tobacco	40
Fish	11
Fish (canned)	13
Fish, Shell (canned)	14
Fish, C. & E. Potted	13
Flavoring Extracts	20
Flour	17
Fly Paper	31
Fruits (canned)	7
Fruits (dried)	5
Fruit Jars	31
Fruit Wax & Strings	33
Fruit Butter	10
Fruit Jars	31
Faucets	36
Fruit Jar Cans	31
Fruit Jar Rubbers	31
Gasoline	17
Gelatine	25
Ginger, Preserved	25
Glue	31
Gum, Chewing	22
Ham	7
Herring (salt)	13
Herrings (smoked)	13
Honey	7
Hops	31
Horseradish	31
Ink	38
Insect Powder	32
Insulators	
Ironing Boards	36
Jams	8
Jars	31
Jellies	9
Lanterns	37
Lamp Chimneys	36
Lamp Wicks	37
Lantern Globes	37
Lard	8
Laundry Materials	14
Laundry Starch	15
Lard Oil	17
Lead Pencils	38
Lemon Squeezers	36
Lemon Juice	25
Lime Juice	25
Linseed Oil	17
Liquid Bluing	14
Lobsters, Canned	14
Lozenges	21
Lubricating Oil	17
Lye	15
Macaroni, Imported	18
Macaroni, Domestic	18
Mackerel (salt)	12
Mackerel, tins	13
Maple Sugar	4
Maple Syrup	4
Marmalade	9
Matches	32
Meals	17
Measures	34
Meats (canned)	10-11
Meats (smoked)	7
Meats (dry salt)	7
Milk (condensed)	24
Mixed Candy	21
Molasses	3
Mops and Handles	36
Mouse Traps	37
Mucilage	38
Mushes	18
Mushrooms	25
Mustard	19
Neatsfoot Oil	17
Nest Eggs	37
Nuts	6
Oil Cans	37
Oils	17
Olives	26
Olive Oil	26
Olive Oil (imitation)	26
Oysters	14
Pails	36
Paints, Dry	17
Paper Bags	31
Paper, Shelf	36
Paper, Toilet	32
Paper, Wrapping	32
Paper, Writing	37
Paprika	26
Paraffine Candles	31
Pastes	18
Patent Medicines	36
Peach Butter	10
Peanut Butter	26
Pearled Cereals	17
Peels	26
Pens (steel)	38
Pepper	19
Penner Sauce	28
Pickles	27
Pigs Feet	8
Pim Olas	26
Pineapples (canned)	7
Pipes	40
Playing Cards	
Plug Tobacco	38
Plum Pudding	
Polish, Metal	33
Polish, Stove	33
Polish, Stove	33
Pop Corn	26
Pork and Beans	10
Pork, Barreled	7
Potato Mashers	37
Potted Fish	13
Preserves	9
Pretzels	27
Provisions	7
Prunes	6
Raisins	6
Rice	18
Rolled Cereals	18
Rolling Pins	37
Rootbeer	27
Rope	33
Sago	18
Salad Oil	26
Salad Dressing	27
Saleratus	20
Salmon (salt)	12
Salmon (canned)	12
Sal-soda	15
Salt	28
Saratoga Chips	26
Sardines	14
Sauces	26
Sauerkraut	23
Sausages	8
Seeds	33
Sheep Dip	33
Shelf Paper	36
Shell Fish	14
Shoe Blacking	32
Shoe Dressing	32
Shrimps	14
Smoking Tobaccos	38
Soda and Saleratus	20
Soap	16
Soap, Scouring	16
Soups	29
Spanish Delicacies	29
Spices	19
Spittoons	37
Spoons, Wood	37
Sprats	14
Starch	15
Stepladders	37
Stick Candy	21
Stove Polish	32
Sugar	3
Sugar, Maple	4
Syrup	4
Tacks	37
Tamales, etc.	29
Tapers, Gas	37
Tapioca	19
Teas	2
Tobacco	30
Tobacco Cutters	37
Tobacco Sauce	27
Toilet Paper	32
Tooth Picks	37
Traps	37
Tripe	8
Truffles	29
Tubs	37
Turpentine	17
Twine	33
Twine Holders	37
Vegetables (canned	6
Vinegar	20
Washboards	37
Washing Powder	16
Wax	33
Whips	37
White Lead	17
Wicking	37
Willow Ware, etc.	35
Window Screens	37
Wringers	37
Yeast Foods	29
Yeast Cakes	29

COLUMN 1.
Department 1.

COFFEE, CHICORY, ETC.

Green Coffee.

Mocha, Genuine Arabian	18	21
No. 2	17	18
No. 3	16	
Kona (Hawaiian)	16	18
Mexican	12	13
Java, common	15	12
Java, brown plantation	20	25
Caracol, prime washed	13	16
Caracol, ordinary	13	14
Guatemala	11	17
Costa Rica	12½	16
Salvador	10½	12

Roast Coffee.

Salvador	13	20
Costa Rica	16	20
Java	24	31
Mocha Aden	27	31
Prme W shd. C. A. Blends	19	24
Good C. A. Blends	18	20
Ordinary Blends	12	12

Private Brands.

Royal Java Roast	13
Lion, 100-lb	15.37
Arbuckle's, 100-lb	15.37
Arab, 1-lb tin	.13
Hill's Bros Arabian Roast	.27
"M.J.B.," 60 1's in case	.28
"M.J.B.," 30 2 s in case	.27
"M.J.B.," 20 3 s in case	.25

Schilling's Best Coffee.

Tins: 30-lb price
60-lb case ¼ off

	1-lb cartons	1lb tins	2lb tins	3lb tins
5-star	36¼	39¼	38¼	38
4-star	29¼	32¼	31¼	31
3-star	25¾	28¾	27¾	27½
3-star Laquered 3-lb tins only				27½
2-star	22¼	25¼	24½	24
1-star	18¾	21¾	20¾	20½

Cartons only in 25, 50 or 100 lb cases can be assorted as required

The Porto Rico Co.

Ponce de Leon, in bulk	26
Cream of Moca, 1-lb cartons	25

Ground Coffee.

Hill's Bros. Arabian Roast	.27
Cafe des Gourmands	.26
Mexomoka	.15

Chicory.

California	6
Belgian	7
German, Genuine	8

Coffee Extracts.

Bulk, per lb	.07
Vienna, ¼'s, 10-lb bx	.25
Vienna, 1's, 10-lb. bx	.25
Ackermann's, ¼-gross bxs., gross	4 00

COLUMN 2.
Department 2.

TEAS.

Japan.

(Panfired, Sundried or Basket-fired.)

Extra Fancy	56	74
Fancy	44	55
Extra Choicest	39	43
Choicest	34	38
Fine	34	33
Fair	23	24

Green China.

(Gunpowder, Imperial or Young Hyson)

Extra Fancy	55	76
Fancy	33	46
Choicest	35	37
Extra Choice	32	24
Fine	25	31
Fair	20	25

English Breakfast.

Extra Fancy	67	80
Fancy	51	66
Choicest	35	50
Choice	24	30
Fine	20	22
Fair	15	20

Oolong.

Extra Fancy	51	$1.50
Fancy	50	57
Extra Choice	36	45
Choicest	33	35
Fine	27	32
Fair	22	28

Ceylon and India

Broken Orange Pekoe	36	65
Broken Pekoe	33	54
Orange Pekoe	31	52
Pekoe	27	46
Pekoe Souchong	24	39

Schilling's Best Teas.

(Packed only in 16, 12, 8 and 4-oz. Cartons. Never in bulk.)

Japan, per lb.....45
do. 1 crn., 90c; 2 crn..$1.80
English Breakfast.....45
do. 1 crn., 90c; 2 crn..$1.80
Ceylon.....45
do. 1 crn. 90c; 2 crn..$1.80
Oolong.....$2¼
do. 1crn., 1.05, 2 crn.....2.10

TREE TEA

(Pride of Japan, etc.)

Packed in 1 lb. and ½ lb. cartons

Japan	37½
E. B. Congou	37½
Oolong	50
Gunpowder	45
Ceylon	40

COLUMN 3.
Department 3.

SUGAR AND SYRUPS.

The Western Sugar Refining Company quotes net cash prices as follows. Barrels are an advance of 10c, half barrels, 25c, boxes, 50c, 50-lb. bags, 10c.

Dry Granulated, 100-lb. sk	5 80
Fruit Granulated	5 80
Confectioners' A	5 80
Cube	6 05
Crushed	6 00
Fine Crushed	6 10
Candy Granulated	5 90
Magnolia A	5 40
Extra C	5 30
Golden C	5 20
Beet D. C.	5 70
Bar Sugar, bbls	5 20

¼ cent off for prompt cash.

Do.	½-bbls	6 60
Do.	40-lb. tins	7 70
Do.	20-lb tins	7 70
Do.	20 lb. boxes	6 85
Domino, 5-lb. cartons, 24 to cs		9 00

SYRUPS.

Saratoga Drips (Long's)	gal.	Gal
50-gal. bbls.		$ 50
30 gal. bbls.		52
17 gal. bbls.		55
5 gal. jackets		2 35
4½ gal jackets		2 80
2 gal kits		1 23
1½ gal. kits		24
1 gal tins		70

Pac. Coast Syrup Co.

Tea Garden Drips—	Case
12, 1 gal. tins	$8 40
20, ½ gal tins	7.70
24, ¼ gal. tins	7.24

Orange Blossom Drips.

6 1 gal	tins per case	$2 40
12 ½ gal.	" " "	2 90
24 quart	" " "	2 95
36 2-lb	" " "	2 85
50 gal bbls		22
28-gal ½-bbls.		25

Molasses.

New Orleans.

Genuine Light, about 50 gals. bbls	50
Genuine Light, 30 gal ½ bbls	52
Genuine Light, 15 gal ¼ bbl	55
Genuine Light, 5 gal kegs, gal	67

	Doz.
Pelican 12 1 gal tins	$ 4 60
Pelican, 20, ½ gal. tins	4 80
Pelican, 24, ¼ gal tins	6 10

COLUMN 4.

Maple Syrup.

Woodlawn (Long's)	case. Case.
Gal cans, 10 to cs	$11 00
Gal. cans, 6 to cs	6 60
½ gal cans, 12 to cs	7 14
¼ gal cans 24 to cs	8 10
10 gal. jackets, each	10 15
5 gal jackets, each	5 11
4½ gal jackets, each	4 63
Qts., glass, 12 in cs	4 60
Pts., glass, 24 in cs	4 90

Pac. Coast Syrup Co.

Toboggan—	Doz.
⅛ gal. tins, 2 doz. to cs	2.25
¼ gal. tins, 2 doz. to cs	4.00
½ gal tins, 20 to cs	7.20
1 gal. tins, 12 to cs	13.20

"OLD MANSE"

—Absolutely Pure—

CANADIAN CAP MAPLE SYRUP.



	Doz. Price.
1 gal. cans, ⅛ doz. in cs.	$15.00
½ gal. cans, 1 doz. in cs.	8.00
¼ gal. cans, 2 doz. in cs.	4.25
⅛ gal. cans, 4 doz. in cs.	2.60
Qt. bottles, 1 doz. in cs.	4.50
Pt. bottles, 2 doz. in cs.	3.00
Decanters, 1 doz. in cs.	5.50
4½ gal. Jackets, per gal.	3.00

Retail Discount 5 cases 5%, 10 cases 7½%, 25 cases or over, 10%

On each package we offer to forfeit $1,000.00 if found short in measurement or containing any impurities

Maple Sugar.

Vermont, gen. pure, abt. 20 1-lb bricks, per lb	.17
Vermont, gen. pure, abt. 10 2-lb bricks per lb	.15½
Log Cabin, in 1, ⅛ and ¼-lb bricks, assorted in 25-lb pails per lb	.15
Scudder's, in 1, ¼ and ½-lb. bricks, assrtd., per lb	.14

COLUMN 5.
Department 4.

DRIED FRUITS NUTS AND HONEY.

(Add ½c for 10-lb boxes and ½c for 25-lb. boxes.)

Apples.

Sundried, sacks	5
Evap, fancy 50-lb bxs	8
Evap, ex choice, 50 lb bx.	7½
Evap, choice 50-lb bx.	7

Apricots.

Choice Sacks	12
Fancy Sacks	14
Fancy, 25-lb boxes	13½

Blackberries.

In boxes, per lb	13

Cherries.

Pitted, in boxes, per lb	20
Unpitted, in boxes per lb	11

Currants.

In bbls (tubs 6¾)	6½
In mats, 50-lb	7
Reclaned, in bbls	7
Reclaned 25 lb boxes	7½
Reclaned, 50-lb boxes	7½
Reclaned 1-lb cartn	7¾
Reclaned, 12-oz. cartn	6½

Dates.

Fard, 14-lb, per lb (70-lb ?)	7½
Persian, 65-lb case	6

Figs (California).

Black, sacks	3¼ 5½
Black, 25-lb boxes, per bx.	1 20 1 60
White, bags	2½ 5
White, 10 lb bx, per bx	60
White, 10 1-lb boks, pr bx.	65 75

Figs (Imp. Smyrna.)

Fancy, 10-lb bx, per lb	15
Choice, 5-lb bx, per lb	16

Nectarines.

White	8½
Red	8

Peaches.

Choice, in sacks	10
Ex choice, in sacks	11
Fancy, in sacks	12

Pears.

Choice, ¼'s, in sacks	9
Ex choice, ⅛'s, in sacks	11
Fancy, ⅛'s, in sacks	12

Plums.

Unpitted	3
Pitted, bleached	6
Pitted, black	7

COLUMN 6.

Prunes.

	Sks.
30s-40s	7½
40s-50s	5½
50s-60s	3½
60s-70s	3
70s-80s	2¾
80s-90s	2½
90s-100s	1¾

Raisins.

	Box	½'s	¼'s	50 lb
6 Cr. Layers	3 25	—	—	—
5 Cr. Layers	2.50	—	—	—
4 Cr. Layers	1.75	—	—	—
3 Cr. Layers	1.20	—	—	—
2 Cr. Layers	1.15	—	—	—
4 Cr. Loose	—	—	—	05¾
3 Cr. Loose	—	—	—	05½
2 Cr. Loose	—	—	—	04¾

Thompson Seedless, bldd, 60-lb boxes 8

Sultana Seedless, bldd, 48 1's, per lb. 6½

Seedless Muscatels, 50-lb cases . . . . . /

Seeded, 1-lb cart. 6¾

Seeded, 12-oz. cart. 5¾

NUTS.

Almonds, fancy, I. X. L. 16

Almonds, choice, soft shell, Drake 15

Almonds, shelled, No. 1. . . . . 12-13½

Almonds, shelled, No. 2. 32-35

Almonds, shelled, No. 2. 27-30

Almonds, shelled, Jordan, Imp. 58

Almonds, Jordan, Dom. . . . . .37½ .40

Brazils, 210-lb sks, new . . . . . .14 .15

Chestnuts, Cal. Italian. . . . . .09 .10

Cocoanuts, 3⁄4 100. . . . . 4.50 5.50

Filberts, 175-lb sk. . . . . .13 .14

Peanuts, Japanese, hand picked . . . . . .05½ .07

Peanuts, roasted . . . . . .08 .09

Pecan, polished . . . . . .12½ .14

Pine . . . . . .

Walnuts, hard shell 10 10½

Walnuts, sft shll, No. 2 10 .13

Walnuts, sft shll, No. 1. .13 .14½

CANNED VEGETABLES.

Asparagus "Griffin Extras"
Mammoth . . . . . $
Large White . . . . . .
Medium White . . . . . .
White Tips . . . . . .

Artichokes, 2½'s 3 00

Beans, Stringless "Extras" 1 40

Beans, Blue Lake 1 30

" " " gal 4 50

Beans, French, Kidney, 2-lb. 1.15

Beans, String, 2-lb 75

Beans, String, gal 2.50

Beans, Lima, Soaked. 1 00

Pancy Eastern. 1.85

Corn, Smith's Hulled, 2 doz. in case, per doz. 1.20

Hominy, Great Western, 3 lb 1.20

Corn, 2-lb, Western 95

Corn, 2-lb, Maine 1.35

Dunbar's Okra, 2½-lb 1.80

Petit Pois, Griffin extra. 1.50

Peas, Griffin extra sifted. 1.25

Peas, Standard sifted. 1.10

Peas, Standard Marrowfat. . .95

Pumpkin, 3-lb. 1.87½

Spinach, 2½ 1.75

Succotash, fancy, tins. 1.40

Tomatoes.

	doz.
3's, Griffin's Ex. Solid Pack.	$1.10
3's, Griffin's Ex., with peppers	1.15
2½'s, Cutting's Solid Pack. . .	.90
2½'s, Cutting's Solid Pack, with peppers	.95
2½'s, Cutting's Standard.	.72½
Gallon, Standard	2.25
Gallon, Solid Pack	2.75
Gallon, Puree	2.35

P. F. Rathjens
PORK PACKER
1311-1315 Pacific Street.

Sausages.
Garlick Frankfurter 10
Bologna 10
Blood and Liver. 9
Tongue and Headcheese. . . —
Choice California Ham. . . . 12
Extra Light Bacon. . . . . 15 ½
Medium Light Bacon. . . . . 12 ½

Boiled Hams.
Kingan 20
Eastern 19
California 17

Mettwurst.
Extra Home Made. . 20, 22½, 25

LARD.
50 lb. tins. 9
20 lb. tins. 9½
10 lb. tins. 10
5 lb. tins. 10
3 lb. tins. 10
1 lb. cups. 11

COLUMN 7.

HONEY.

Water White, 2 5's, lb.	.07½
Light Amber, 2 5's, lb.	.06½
Lt. Amber, 10 1 gal tins, gal	.75
Lt. Amber, 20 ½ gal tins, gal	1.00
Lt. Amber 2-lb tins, doz.	2.60
Lt. Amber, 16-oz. bots, doz.	1.35
Comb, 1-lb glass jars, doz.	1.75
Comb, 2-lb glass jars, doz.	2.90

Pine Apples.

	Per Doz.
2 lb., fancy sliced, E. & C., 2 doz. in case	2 50
2 lb. grated, 2 doz in case.	2 25
2 lb. shredded, 2 doz. in case Hawaiian	1 65

Johnson's—Columbia.

2 lb. sliced, 2 doz. in case.	2 30
2 lb. grated, 2 doz. in case.	2 00
1 lb. sliced, 4 doz. in case.	1 15
1 lb. grated, 4 doz. in case.	1 15
gal., coreless, 4½ lb. to tin, ½ doz. in case, per lb.	16
gal., grated, 7 lb. to tins, ½ doz. in case, per lb.	13
2 lb., sliced, Baltimore, 2 doz. case	2 25
2 lbs., grated, Baltimore, 2 doz case	2 25
1 lb., cocktail, Baltimore ovals, 4 doz. case	1 25
2 lb., sliced, Singapore, 4 doz case	1 75
3 lb., sliced, Singapore, 2 doz. case	2 40

Royal Hawaiian,
2-lb grated, 2 doz. case 1 80
2-lb sliced, flats, 2 doz. case 2 00
Tall, 2-lb sliced, 2 doz. case. . 2 00

COLUMN 8.

Department 5.

JELLIES, JAMS, ETC.

Griffin Extra Preserves.

Raspberry, strawberry, blackberry currant, loganberry, per doz. . . . $2.00

Cherry, per doz. $2.00

Less 10 per cent in 5-case lots.

Apricot, Damson, Fig, Gooseberry, Gage, Peach, Plum, Quince, per doz. $1.80

Orange Marmalade. $1.75

Long's Preserves.

Strawberries, Raspberries, Blackberries, Loganberries, Cherries, Pineapples, Pears, Figs, in 20-oz. glass jars, 2 doz. in cs., per doz. $3 50

Apricot, Plum, Quince, Orange, Peach, in 20-oz. glass jars, 2 doz. in cs., per doz. 3 20

Asstd, 2 doz. in cs., per doz. . . 3 30

JAMS.

Curtice Bros. Co., Rochester, N. Y.

In 16 oz. Glass Jars.

Strawberry, raspberry, raspberry and currant, red cherry, white cherry, apricot, black currant, red currant, quince (sliced), peach (sliced), pear (sliced), blackberry, gooseberry, grape, green gage, egg plum, damson, pineapple marmalade, tomato marmalade, orange marmalade, per dozen, $1.95.

All above packed in cases of 2 dozen each.

COLUMN 9.

Long's Peerless Jams.

Strawberry, Raspberry, Blackberry, etc., in 16-oz. glass jars, 2 doz. in cs., per doz. . 2 00

Long's Pure Currant Jelly.

Tumblers, 2 doz. in cs., doz. . 2 00

30-lb. kits, per kit 3 00

15-lb. kits, per kit. 1 75

Marmalades.

Orange (Dundee) 48-1's, doz. 2 75

COLUMN 10.

Apple Butter.

Heinz, 2's, 2 doz. in cs, doz. . $2 25

Heinz, 3-lb stone crocks, doz. 4 25

Heinz, 4½-lb stone crocks, dz 6 25

Heinz, 18-lb. stone crocks, lb. . 11

Peach Butter.

Heinz 4½-lb stone crocks, doz 9 00

Heinz, 18-lb. stone crocks, lb 14

Maraschino Cherries.

Long's, qts, 12 to cs, per cs. . 6 50

Long's, pts., 24 to cs., per cs. 7 50

FRUIT	JELLIES: 2 lb. Extra	2 lb. Stand	1 lb. Extra	Tumblers	Ex. Lunch 1 lb Glass	JAMS: 2 lb. Extra	2 lb. Stand	1 lb. Extra	Tumblers	Ex. Lunch 16 oz. G'ls Preserves
Apple	1 55	1 35	1 00	90	1 75					
Apricot	1 55	1 35	1 00	90		1 60	1 35	90	90	1 80
Assorted	1 55	1 35	1 00	90	1 75	1 60	1 35	95	90	1 80
Assorted No. 2					1 75				95	1 80
Blackberry	1 55	1 35	1 00	90	1 75	1 85	1 60	95	90	1 80
Cherry										1 80
Crabapple	1 55	1 35	1 00	90	1 75					1 80
Currant	1 75	1 50	1 10	90	1 80	1 85	1 60	95	90	1 80
Damson					1 75					1 80
Fig						1 60				1 80
Gooseberry	1 55	1 35	1 00	90	1 75			95	90	1 80
Grape (Catawba)					1 75					1 80
Green Gage										
Lemon	1 55	1 35	1 00	90						1 80
Loganberry					1 75					
Orange Marmalade		1 35	1 00	90		1 60		90	90	1 80
Peach	1 55	1 35	1 00	90		1 60	1 35	90	90	1 75
Plum	1 55	1 35	1 00	90	1 75	1 60	1 35	90	90	1 80
Quince	1 55	1 35	1 00	90	1 75	1 60	1 35	90	90	1 80
Raspberry	1 55	1 35	1 00	90	1 75	1 85	1 60	95	95	1 80
Strawberry	1 55	1 35	1 00	90	1 75	1 85	1 60	95	95	1 80

Department 6.

CANNED FRUITS AND CANNED VEGETABLES.

2 lb. Extras	2½ lb. Extras	2½ lb. Extra Standards	2½ lb. Standards	2½ Second	2½ Water	2½ Pie	KIND	Gallons Extras 3 lb. Grade	Gallons Extras 2½ lb. Grade	Gallons Extra Standard	Gallon Standard	Gallon Water	Gallon Pie
2 25	1 05	1 40	1 30	1 15	1 05	1 05	Apples			4 00	3 50		2 65
2 50		1 35	1 25	1 10	1 00	1 00	Apricots	5 75	5 00	4 50		2 75	2 40
							" peeled						
							" sliced						
							Assorted						
2 25	1 70	1 45	1 35	1 20			Blackberries			4 25	4 00	3 75	3 40
	2 20	1 90	1 75				Cherries (Royal Anne)						
	2 10	1 75	1 60				Cherries (White)						3 65
2 80	1 90	1 75	1 60				Cherries (Black)			5 25	4 60		3 65
2 00	1 35	1 20	1 10	95	90	90	Grapes (White Muscat)			3 50	3 10	2 50	2 25
	1 60		1 25	1 10			Nectarines						
2 05							Peaches (Yellow)	6 50	5 25	4 60	4 25		
2 75							Peaches (Lemon Cling)	7 75	7 00		5 00		
2 75				1 40			Peaches (Lemon Cling Sliced)	7 75	7 00	5 75	5 00		
							Peaches (White Heath)			5 25	4 75		
2 05			1 55				Peaches (White Heath Sliced)						
2 75	2 00	1 70	1 60	1 35		1 00	Pears (Bartlett)	7 00	6 25	5 25	4 75	3 75	2 40 pld
2 10	1 45	1 20	1 10	95	90	1 05 pld	Plums (Green Gage)	5 00	4 25	3 50	3 25	2 55	2 15 unpl
2 10	1 45	1 20	1 10	95	90	90	Plums (Egg)	5 00	4 25	3 50	3 25	2 55	2 30
2 10	1 45	1 20	1 10	95	90	90	Plums (Gold Drop)	5 00	4 25	3 50	3 25	2 55	2 30
2 15	1 50	1 25	1 15	1 05	95	95	Plums (Damson)						
	2 60	2 35	2 10	1 95			Raspberries						
	2 10	1 85	1 70	1 45			Strawberries						

Department 7.

PROVISIONS.

Hams.

Eastern Standard, 17/19	.12½
Eastern Standard, 15/16	.12½
Eastern Standard, 12/14	.12¾
Eastern Standard, 10/12	.12¾
Eastern Fancy	.12¾ to .13
Local cure, all averages	.11¾ .12⅜
Picnic Hams	.8

Boiled Hams.

Skin on	.17½
Skin off	.19½

Breakfast Bacon.

Eastern Standard, 8/10	.14½
Eastern Standard, 8/10.	.14
Eastern Standard, 10/12	.13½
Eastern Fancy	.16
Local cure	.14 .15

English Cured Bacon.

Eastern cure, 8-10	13½
Eastern cure, 10/12	.13

Dry Salt Bacon.

Clear medium Bacon	.10½
Clear light medium	.10½
Clear Lt. med. select	.11
Light Belly	.12½
Extra light Belly	.13
Bacon Backs	.10½
Bacon Bellies	.12½

Dry Salt Meats.

Sides	.09½
Bellies	.10½
Backs	.09½
Fat Backs	.08½

Barreled Pork.

	Bbls.	½-bbls.
Spare Ribs	$	
Family Pork	14.50	7.50
Clear Pork	19 00	9.75
Pig Pork	22.50	11.50

Barreled Beef.

Mess Beef	11.50	6.00
Extra Mess Beef	11.50	6.00
Family Beef	11.50	6.00
Extra Family Beef	12.00	6 25
Beef Tongues	25.00	13.00

Pigs Feet.

Tierces, about 300 lb.	$18.00
Barrels, about 200 lbs.	13.50
½ barrels, about 80 lbs.	5.00
Kegs, about 25 lbs.	2.10
Kits, about 15 lbs.	1.25

Honey Comb Tripe.

Tierces, about 300 lbs.	$17.00
Barrels, about 200 lbs	13.00
½ barrel, about 80 lbs.	5.00
Kegs, about 25 lbs.	2.10
Kits, about 15 lbs.	1.25

Sausages.

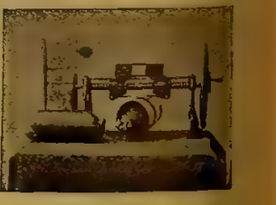
	Per lb.
Braunschweiger	17
Italian Salami	23
D'Aries	22
Mortadella	24
Bologna	8½
Frankfurters	8½
Garlic Sausage	9
Liver Sausage	8½
Pork Sausage	8½
Head Cheese	8½
Tongue Sausage	8½

Pure Leaf Lard.

Tierces, about 350 lbs net.	9¼
½-bbls. about 100 lbs net.	9¼
80-lb. Wood Tubs, 80-lbs. net.	9¾
60-lb. Wood Tubs, 60 lbs. net.	9¾
20-lb. Wood Pails, 20-lbs. net.	9¾
50-lb. Cans, 1 to a case.	9¼
20-lb. Cans, 4 to a case.	9¾
10-lb Cans, 6 to a case.	10
5-lb. Cans, 12 to a case.	10¼
3-lb. Cans, 20 to a case.	10¼

ANCHOR PACKING CO.
140 Eighth St., S. F., Cal.
PORK PACKERS AND PROVISION DEALERS.
Boilers of Kingan and Anchor Hams.
SAUSAGES, COOKED MEATS, TONGUE

Hams, Kingan, boneless boiled . . . 18c
Anchor, " 17c
Bacon (special) 16c
Lard, 55 . . . . . 9¾c
" 20 . . . . . 10c
" 10 . . . . . 10c
" 5 . . . . . 10¼c
" 3 . . . . . 10⅝c
Please note that our hams are all hand tied.



H. M. WOLTER & BRO.
Dealers in
...Boneless Boiled Hams...
GROCERS
PRONOUNCE
THEM THE BEST.
103 12th St. Tel., Mint 1763
KINGAN 20
CUDAHY "REX" 19

HEINEMAN & STERN
916 Larkin Street

	Lbs.
Garlic Sausage,	
Ring	"
Bologna	"
Frankfurter	"
Rollada	"
Smoked Beef	"
Pickled Meat	"
Headcheese	"
Tongues	Doz.
Dried Beef	Lbs.
Smoked Mutton,	"

Prices quoted on application by telephone or letter

COLUMN 11. COLUMN 12.

Department 8

CANNED MEATS

ALL PRICES ARE PER DOZEN	No. ¼ Tins 4 Doz. in Case	No. ½ & 2 Doz. Tins in Case	No. 1 Tins 2 Doz. in Case	No. 2 Tins, 1 or 2 Doz in Case	No. 6 Tins 1 Doz. in Case	No. 1 Tins ½ Doz. in Case	No. 1 Tins 1 Doz. in Case
Corned Beef			1 30	2 30	8 25	18 25	
Roast Beef			1 35	2 40	8 25		
Roast Ribs of Beef, Boneless			1 40	2 50			
Roast Mutton				2 70			
Brisket Beef			1 40	2 50			
Boiled Beef			1 35	2 40	8 25		
Chipped Beef		1 20	2 10		17 50		
Sliced Beef, in tins		1 40	2 50				
Sliced Beef, in glass		1 45	2 75				2 75
Brawn			1 40	2 45	8 25		
Compressed Ham			1 50	2 75			
Lunch Tongue		1 90	3 25	6 50			
Lambs Tongue		1 70	2 95				
Sliced Ham			3 70	6 40			
Sliced Bacon							2 80
Sliced Bacon in Glass							
Deviled Ham	40	80					
Potted Ham	40	80					
Potted Ox Tongue	40	80					
Potted Chicken	90	1 60					
Potted Turkey	90	1 60					
Deviled Chicken	90	1 60					
Deviled Turkey	90	1 60					
Boneless Chicken		3 40	5 55				
Boneless Turkey		3 40	5 55				
Veal Loaf		1 10	2 10				
Ham Loaf		1 10	2 10				
Beef Loaf		1 10	2 10				
Chicken Loaf		1 60	2 75				
Chicken Pate and Ham		1 10					
Chili Con-Carne			1 40				
Beefsteak and Onions			1 60				
Hamburger Steak with Onions		1 95	2 00				
Frankfurter Bratwurst			2 00				
Sweetbreads			2 40				
Vienna Sausage		90	1 55				
Oxford Sausage			2 45				
Bologna Sausage			2 25				
Vienna Sausage and Kraut			1 20				
Corned Beef Hash		1 10	1 50				
Lunch Sausage		90		No 1½	No 2	No 2½	No. 3
Ox Tongue, whole				6 50	7 50	9 50	12 00
Minced Collops				2 45			
Tripe				1 75			
Pork Sausage		1 05		2 50			
Stewed Kidneys							
Pork and Beans, Plain			80	1 40			1 85
Pork and Beans, with tom. sc'e			95	1 45			1 90

COLUMN 13.

New Herring.

Holland, ex. selctd mxd bbls.	$16 00
Holland, ex. selctd mxd ½-bbl	8 50
Holland, ex. selctd mxd, keg	1.00
Holland, cheaper grade	90
Holland, cheap. gr., mxd, bbls	14 00
Holland, chp. gr., mxd, ½-bbl	7.50
Holland, ex. selct Milchner, bbl	none
Holland, ex. selct Milchner, ½-bbl	none
Holland, ex. selct Milchner, keg	1.20
Holland, cheaper grade	.90
Holland, cheaper grade, bbls.	16.00
Holland, cheaper grade, ½-bbl	8.50
Labrador Split, 100 fish	5 25
Labrador, round, 100 fish	1 75
Pacific, ½-bbl	2.25

SMOKED FISH.

Bloaters, Grim., 100 in box	$9.50
do. do. 50 in box	1.80
Bloaters, Cromarty	2.50
Yarmouth, 100 in box	
Halibut, chunks	22½
Herring, in boxes, Eastern	22½
Herring, in boxes, Washington	17½
Herring, boneless, Beardsley's tins, doz	$1.50
Herring, boneless, Beardsley's small, doz	1.00
Herring, Beardsley's Boneless, vacuum tumblers, 2 doz. in case	1.95
Finnan Haddies	2.25
Moir's Selected Red Herrings, 100s	2.25
Moir's Selected Red Herrings, 50s	1.25
Salmon, per lb	10

POTTED FISH.

	Per doz
Potted Crab	$1.35
Kipper Paste	1.00
Anchovy and Bloater Paste, plain pots	2.30
Ditto, fancy pots	4.75
Yarmouth Bloater Paste	75
Ditto, fancy pots	4.75
Kippered Herrings	1 90
Kippered Herrings, Moirs	1.95

CANNED FISH.

	Doz.
Anchovies, in oil, 2 doz. ½ pts., in glass, doz	4.00
Anchovies 2 doz. ¼ pts., doz	3 00
Bloaters, Yarmouth C. & B. doz	4.50
Codfish Balls, 2-lb tins, per doz	2.25
Eels, Hamburg, in jelly, 1-lb tins	3.00
Eels, smoked, 1-lb, ℔ doz	2.50
Finnan Haddies, 2-lb oval	2.25
Finnan Haddies, 1-lb, round, ℔ doz	2 00
Sardelles, imported, 1-lb tins,	3.00
Sardelles, imported, in glass,	3 00
Sardelles, domestic, 1-lb glass	2.25
Sardelles, Ankers, ½ keg	3 00

Mackerel.

1-lb tins, 50 in a case.
2-lb tins, 2 doz. in a case.

Gold Label, 1-lb tins	1.50
P. & W., 2-lb soused	3.75
P. & W., 2-lb, mustard	3.75
P. & W., 2-lb, tomato	3.75
Underwood, 2-lb, soused	2.25
Underwood, 2-lb, tomato	2.25
Underwood, 2-,lb mustard	2.25
Los Angeles, 2-lb, soused	2.55
Los Angeles, 2-lb, tomato	2.55
Los Angeles, 2-lb, mustard	2.55
Mt. Desert, 2-lb, soused	2.25
Mt. Desert, 2-lb, tomato	2.25
Mt. Desert, 2-lb, soused	1.35
Blueback, 1-lb, fresh	1.10

"Sunset" Mackerel.

Soused, 18 oz. tins, 4 doz. in case, dozen	$1.75
Tomato, 18 oz. tins, 4 doz. In case, dozen	1.75
Mustard, 18 oz. tins, 4 doz. In case, dozen	1.75

1311-1315 Pacific Street

Mackerel in Oil.

Bezler's	3 00 4.00
Lemarchand	5 00 7.00

Booth's Crescent Mackerel.



(Soused, Tomato and Mustard.)
1's, 4 doz. to case, per doz.... 1.20
2's, 2 doz. to case 2.20

Salmon.

Alaska Red, 1lb tins, doz	1.00
Alaska Red, 2lb tins, doz	1 70
Alaska Pink, 1lb tins, doz	90
Alaska Pink, 2lb tins, doz	1 60
Alaska Flats, 1lb tins, doz	1.00
Oregon Red, 1lb tins, doz	1 00
Oregon Red, 2lb tins, doz	1 85
Oregon Pink, 1lb tins doz	90
Oregon Pink, 2lb tins, doz	1 60
Oregon Flats 1lb tins doz	1.00 1 60
Columbia River, 1lb tails	1 70
Columbia River, 1lb flats	1.75

French Sardines.

⅛s, according to quality and size of tin, p case	9.50 12 50
⅛s, according to quality and size of tin, p. case	12.50 20.00

COLUMN 14.

American Sardines.

Packed 8 1-3 doz in a case.
¼s 50 tins in case.

American ¼s in oil, per case	$3 50
American ¼s in oil, 5-case lots	3 35
American ¼s in oil, per doz	.50
American ¼s in mustard, doz	.60
American ¼s in mustard, case	4 00
American ½s in mustard, doz	.90
American ½s in mustard, case	3 00

Sprats.

Pilolo	6.75 7.00
Menhle	6.75 7.00

SHELL FISH.

Abalones.

4 doz in cs, with shells, cs 6.00

Clams and Clam Juice.

	doz.
Doxsee Clams, 1-lb. tins	$1.65
Doxsee Clams, 2-lb. tins	2 65
Doxsee Clam Juice, 1-lb. tins	.90
Doxsee Clam Juice, 2-lb. tins	1.60
B & M Lunch Clams, flat tins	1.37½
Underwood Clams, 1-lb. tins	1.05
Underwood Clams, 2-lb. tins	1.60
P. & W. Clams, 1-lb. tins	1.00
P. & W. Clams, 2 lb. tins	1.50
Oxford Clams, 1-lb. tins	1.10
Oxford Clams, 2-lb. tins	1.60
P. & W. Clam Chowder	2 10
Burnham's Clam Bouillon, qts	90
Burnham's Clam Bouillon, pts	4 50
Burnham's Clam Bouillon, ½ pints	2.40

Lobsters.

	Doz.
1-lb. tins, 4 doz. in case.	
Red Jackets, flats	2.85
Deep Sea Picnics	2.40
Triumph Tails	2.60

Oysters.

Oysters, Selects, 12 oz.	$1 60
Oysters, Selects, 6 oz.	3 25
Oysters, Standard, 10 oz.	2.00
Oysters, Standard, 5 oz.	1 10
Oysters, Standard, 8 oz.	1.70
Oysters, Standard, 4 oz.	.90

Shrimps.

Shrimps, pickled, 1-lb. tins	$1.10
Shrimps in Tomato Sauce, 1-lb. flats	
Dunbar's Picnics, 4 doz. in cs	1.35
Dunbar's 1½-lb., 2 doz. in cs.	2.25
Pickled Shrimps, 1-lb., 4 doz in case	1 20

Department 10.

LAUNDRY MATERIALS.

Ammonia.

GREEN'S WASHING AMMONIA

First grade absolutely pure. 180 Beaume Strength

Pints (2 doz. to case)	$1 65 per doz.
Quarts (1 doz to case)	2 65 " "
½ Gals (½ doz. to case)	4 25 " "

WASHING AMMONIA
Standard Grade.

Pts., 2 doz to case, per doz.	$ .75
Quarts, 2 " " " "	1 25

GREEN'S TOILET AMMONIA
Lavender and Violet.
Pints (2 doz to case) $2 50 per doz.



Parson's Household Ammonia

	per doz.
½ gals., 1 doz. in case	$4 50
Quarts, 1 doz. "	2 65
Pints, 2 doz "	1 75
Dime size 3 doz in case, per case	2 95

Bluing.



Liquid Laundry Bluing.

Scott & Gilbert Co.
Mfgrs., 302 Davis St

	doz
SUNSET	
¼ plate, 3 doz case	40
½ pints, 3 doz case	60
Pints, 2 doz in case	75
Quarts 2 doz. cs.	1 45

Bluing, ball.

Sunset ½s, 100 lb case, lb	.20
Mikado ½s, 100 lb case, lb	.22
Nuremberg, A. ½s, ℔ lb	.23
Do A. D, ½s, ℔ lb	.25
Do A. C. K. ½s, ℔ lb	.21
Washerwoman, ½s, ℔ lb	.12
Do ¼s, ℔ lb	.14
German Ultramarine ½s, ℔ lb.	12
Do ¼s, ℔ lb	14
Deschamp's French, 1's, ℔ lb.	.28
Do ½s, ℔ lb	.29
Gold Medal, qt, ℔ doz	1 25
Do pt, ℔ doz	1 00
Do ½-pt, ℔ doz	.75
Do ¼-pt, ℔ doz	.65
Do China Label, qt, ℔ doz.	1.25
Greer's, 1 dz qts ½ doz	2.25
2's, 2 doz. to cs	2.00
Do 3 doz pts, ℔ doz	1 44
Do 3 doz ½ pts ℔ doz	.90
Pacific, 1 doz. qts, ℔ doz	1.10
Do 2 doz. qts ½ doz	.70
Do 3 doz. ½ pts, ℔ doz	.45

COLUMN 15.



PURE FOOD PACKING COMPANY.

1533 Mission Street.

Salter's "Purity" Brand

Bluing.

Pts. doz.	.75
½ pts "	.45

Ammonia.

Qts. doz.	75
Pts. "	45

Borax.

20-Mule Team, powdered 1's, cs. of 2 doz	$3 25
20-Mule Team, powdered 12-oz. cs. of 4 doz	3 60
20-Mule Team, powdered ½'s, cs. of 8 doz (Less 5 per cent. in 5 case lots; 10 per cent. in 10 case lots).	3 84
Cartons, 1's, 2 doz. in box	.09
Lump, 25 lb. in box	.08
Powdered, 25 lb in box	.08½

Chloride of Lime.

Brookman's, 1's, ℔ lb	7¼ 2½
Do ½'s, ℔ lb	8½ 9
Salter's Purity Brand, ex qual. doz	.85

Lye.

Big Bonanza Lye

Case of 48 1 lb tins	3.30
5 case lots	3.25

Star Scrubbing Lye

48-½ lb tins, per case	1.75
5 case lots	1.70

Merry War, 4 doz in case	3.00
Merry Nickel, 4 doz to case	1.75
Eagle Lye, 4 doz. in case	3.00
Do 3-case lots	2.50
Do 5-case lots	2.40
Tomson's Red Seal, 4 dz. to cs	1 00
Do 5-lb, 12 lbs to case	1 80
American, 4 doz in case	3.25
Do in 3-case lots	3.00
Babbitt's Lye, 4 doz in case	3.25
Do in 5-case lots	3.00



BANNER LYE

Cs., 4 doz	$1 00
cs., 2 doz.	2 00

Salt Fish.

California, nks	.95-1 00
California, bbls	1.00 1 05

Department 9.

FISH AND CHEESE.

Russian Caviar.

	Per doz
1-lb cans, 3 doz in case	$13 00
½-lb cans, 2 doz in case	6 75
¼-lb cans, 5 doz in case	3 65
⅛-lb cans, 6 doz in case	2 10
White Label Brand	none

CHEESE.

Foreign and Domestic.

New York State Factory	17½
Cheddars, October make	
Twins, " "	.18
Calif. State factory flats	12 14½
Calif. State factory Young Americans	13½ 15½
Limburger, Eastern, ℔ lb	18 19
Swiss, imported, ℔ lb	25½
Roquefort, ℔ lb	38
Gouda, ℔ lb	27
Pineapples, Eastern, 6 in cs, ℔ case	$3 35
Pineapple, Eastern, 6 in cs, small	2.35
Holland or Edam, medium, plain, per doz	$ 8.50 9.00
Holland or Edam, medium, in bladders, per doz	9.50 11 00
Holland or Edam, large, plain, per doz	10.50 12 00
Holland or Edam, large, in bladders, per doz	10.50 12.00

Fancy.

Camembert Brie, Roquefort, and Gorgonzola, jars	3 00
Parmesan C & B, sml bot, doz	3.00
Parmesan C & B, lge bot, doz	5.00

Bayle's.

Small ¼-lb. 1-lb. 2½-lb 5 lb

Deviled Cheese	$1.00	$2 25	$4.00	$ 500	$9.00
After Dinner Cheese	$1.00	2.40	4.00	4 50	7.50
Roquefort Cheese	$1.00	2.40	4.00	4.50	7.50

SALT FISH.

Pacific Codfish.

Bndles, 50 lbs each, per lb	5¼
Cs, selected, 100 lbs ea, pr lb	6
Boneless, 20-lb boxes, per lb	7½
Boneless Strips, 40lb bxs, pr lb	7¾
Boneless Blocks, 40lb bxs, p lb	7½
Boneless Tablets, 24 bxs, pr lb	9
Boneless Middles, 60 bxs, pr lb	10½
Boneless Middles, extra, 60-lb boxes, per lb	10½

Eastern Codfish.

Gen Georges, 3 fish to cs	$10.00
Gen. Georges, 12 fish to cs	9.00
Geo. Cur. Cod, 16, 18 fish to case	8 50
Geo. Cur. Cod, 40 fish to cs	8 00
Gen. Geo. Middles, 60 fish.	13½
Gen. Geo. Tablets, 36 fish.	11½
Gen. Geo. Blocks, 40 fish..	11½

Shredded Codfish.

Codfish, Beardsley's shredded, 2 doz. in case 1.00

Norwegian Mackerel.

Bloater, 200-lb. bbl., 120-130 fish,	48.00
Bloater, 100-lb. ½ bbl., 60-65 fish	25 00
No. 1, 200-lb. bbl., 150-160 fish	38.00
No. 1, 100-lb. ½ bbl., 75-80 fish	20.00
No. 2, 200-lb. bbl., 220-240 fish	30.00
No. 2, 100-lb. ½ bbl., 110-120 fish	16.00
No. 3, 200-lb. bbl., 300-350 fish	25.00
No. 3, 100-lb. ½ bbl., 150- 175 fish	13.50

Irish Mackerel.

No. 1, 200-lb. bbl., 200-220 fish	none
No. 1, 80-lb. ½ bbl., 80-90 fish	none
No. 2, 200-lb. bbl., 325-350 fish	19.00
No. 2, 80-lb. ½ bbl., 130-140 fish	8.50
No. 2, 200-lb. bbl., 475-500 fish	18.00
No. 2, 80-lb. ½ bbl., 180-190 fish	8.50
No. 1, 10-lb kits, 15-16 fish	1 25
No. 2, 10-lb. kits, 20-22 fish	1.20

American Bloaters.

Shore Bloaters, 200-lb. bbl., 115-120 fish	27.00
Shore Bloaters, 80-lb. ½ bbl., 45-50 fish	11.50
Extra No. 1, 200-lb. bbl., 120-130 fish	26.00
Extra No. 1, 80-lb. ½ bbl., 50-55 fish	11.00
No. 1, 200-lb. bbl., 140-150 fish	none
No. 1, 80-lb. ½ bbl., 60-65 fish	none
No. 2, 200-lb. bbl., 130-140 fish	28.50
No. 2, 80-lb. ½ bbl., 55-60 fish	11.00
No. 2, 200-lb. bbl., 140-160 fish	none
No. 2, 80-lb. ½ bbl., 60-65 fish	none
No. 2, 200-lb. bbl., 160-180 fish	none
No. 2, 80-lb. ½ bbl., 70-80 fish	none
No. 2, 200-lb. bbl., 180-200 fish	none
No. 2, 80-lb. ½ bbl., 80-90 fish	none

In Kits.

Extra Mess, 7 to 8 fish, each	$2.00
No. 1, kits, 8-9 fish or 15-17 fish	60-1 25
No. 2, kits, 8-9 or 20-22 fish	1.25

Salmon.

King, bbls	$ 12 00
Oregon Silversides, bbls	9 00
Alaska Red, bbls	9 50
Alaska Red, ½-bbls, 100 lbs	$ 5 75
Alaska Red, kits	1.00
Bellies, bbls	8 50 10 00
Bellies, ½-bbls, 100 lbs	4 75 6 00
Tongues and Sounds, kits, 10lb	1 25
Tongues and Sounds, ½-bbls	9 00

Department 11

STARCHES.

Corn Starch.

Log Cabin, 40 lb, per pkg	.4
Liberty, 40 lb, per pkg	5½
Lily Corn, 40 lb, per pkg	7½
Sheridan, 5 box lots, pkg	5½
Silver, 40 lb	5½
Kingsford's, 40 lb, pkg	7½
Lily Corn, 40 lb, per pkg	5½
Lily Corn, 5 box lots	5½
Lily Corn, 20 lb per pkg	5½
Silver City, 40 lb, per pkg	5½
Silver City, 5-box lots, pkg	5½
Nonpareil, 40 lb, per pkg	6½

Laundry Starch.

Elk Gloss, 6A/1's, per box	5 (a)
Celluloid, 6A/1's, per box	5 (a)
Best Gloss, 4A/1's, per lb	6½
Liberty Gloss, 4A/1's, per lb	6½
Liberty Gloss, 16/3's, per lb	5½
Best 12/6's, per lb	6½
Standard, bulk 40 lb, boxes	3½
Bronx Gloss, 4A/1's	6½
Bronx Gloss, 2's, 16 in box	6½
Kingsford's B. G., 1's, 40 lb bx	8½
Kingsford's B. G. 6's, 12 in crate	8½
Kingsford's Pure, 1's, 40-lb box	7½
Duryea's B. G., 1's, 40 lb box	8
Duryea's B. G. 6's, 12 in crate	8½
Duryea's Superior, 1's, 40 lb bx	7½
Niagara Gloss, 1's, 40 lb box	6½
Niagara Gloss, 6's 12 in crate	6½
Niagara Gloss, bulk, 50-lb. box	4½
Lily Gloss, 1's, 40 lb box	5½
Lily Gloss, 6's, 12 in case	5½
Lily Gloss, 2's, 16 in case	5½
White Rock, 1's to 6's boxes	5½
White Rock, 6's 12 to crate	6
None Rock, bulk, 50 lb box	4½

COLUMN 16.

Department 12

Soaps and Washing Powder

Western Star Soap

WHITE PETROLEUM BLEACHING.

100 bars per case $4.10

LASCO KOLD WATA NAPTHOL.

100 Bars per case $4.00

Free Delivery in San Francisco Oakland, Alameda and Berkeley

manufactured by

Los Angeles Soap Co.

San Francisco Office, 115 Davis St. Telephone Grant 110.



THE BEAVER SOAP CO., Dayton, Ohio.

Grandpa's Wonder Soap.

100 cakes 4-oz $3.60

50 cakes 4-oz 3.50

Peet Bros.

Silk Soap	3.60
Ammonia Benzoline	3.90
Cocoa Borax	4.10
Crystal White	3.90
Lily White (Floating)	4.00

Standard Soap Co.

Top Notch, 100, 10-oz.	$3.50
Sunburst, 100 12-oz	3.75
Yellowstone, 100 14-oz	3.75
Marigold, 100 16-oz	3.90
Thomas' Cool Water, 100 13-oz	4.00
Thomas' Cool Water, 20 13-oz	.85
Milo, 100 4-oz., 100 cartons	6.50
Magno "Floating Borax," 100 10-oz.	4.00
Gold Medal Borax, 100 10-oz	5.50
Gold Medal Borax, 20 10-oz	1.15
Purity, "Floating," 5c size	3.90
Purity, "Floating," 10c size	6.25
Purity, "Floating," 10c size, 20	1.30
Electric Mineral, 100 16-oz	5.50
Electric Mineral, 20 16-oz	1.15
Peerless Kitchen, 100 10-oz	3.00
Peerless Kitchen, 20 10-oz	.65

Miscellaneous.

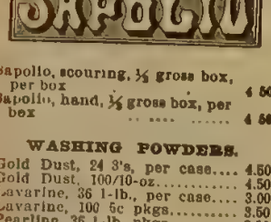
Fels Naptha, 100 14-oz	4.50
Hot or Cold, 100 10-oz	4.00
Life Buoy, 100	4.00
Mikado, 100 14-oz	4.00
Mikado, 20 14-oz	.90
Lenox, 100	3.00
Lenox, 20	.75
Ivory, 100 10-oz	7.00
Fairbanks Clairette, 100	3.35
Fairbanks' Santa Claus, 100	2.85
Fairbanks' Copco, 100	3.90
Fairbanks' Fairy Oval, 100	3.90
Grandpa's Wonder, large, 50	3.50
Grandpa's Wonder, small, 100	3.60
Peets' Pine Tar, 50	1.90
Peets' Pine Tar, 100	3.75
Babbitt's, 100	4.10
Jergins Pumice, 50 small	1.75
Jergins Pumice, 50 large	3.00
Uncle Sam's Tar, 100 small	3.50
Uncle Sam's Tar, 50 large	3.40
Stryker's Kitchen Soap, 100s	3.50
Stryker's Kitchen Soap, 20s	.75
Pearl, 100, large	4.00

Castile Soap.

La Lune White Castile, lb	7¾
White, Virgin, per lb	7¾
White, Conti	14 15
Mottled, Imported, per lb.	6½ 7
Clover Leaf White	13
La Boulou	7½

Scouring Soaps.

Bon Ami, 3 doz to cs, pr cs.. 2 50



Sapollo, scouring, ½ gross box, per box	4 50
Sapollo, hand, ½ gross box, per box	4 50

WASHING POWDERS.

Gold Dust, 24 3's, per case	4.50
Gold Dust, 100/10-oz	4.50
Lavarine, 36 1-lb., per case	3.00
Lavarine, 100 5c pkgs	3.50
Pearline, 36 1-lb. pkgs	3.10
Pearline, 100 6-oz pkgs	3.75
Soaperine, 20 3-lb. pgs	3.60
Soaperine, 50 1-lb. pkgs	3.35
Soaperine, 100 ½-lb. pkgs	3.60
Babbitt's 1776, 6-oz	2.85
Kleeno, 72/1's	4.50
Kleeno, 24/3's	4.25
Kleeno, 100/1½'s	3.75
Grandma's Borax, powdered, 24 3s	4.00
do. 60, ¾s	2.40

COLUMN 17.

Department 13

OILS, PAINTS, ETC.

Coal Oil.

Water white, coal, bulk	12½
Pearl, cases, 25's	19
Astral, cases, 25's	19
Star, cases, 25's	19
Ex. Star, cases, 25's	22
Elaine, cases, 25's	25½

Gasoline and Benzine.

86° Gasoline, bulk, 25 cases	31
74° Gasoline, bulk 16 cases	22½
63° Benzine, bulk, 13 cases	19½

Turpentine.

Strictly Pure, cases, 2-5's	78
Do drums or iron bbls.	72

Linseed Oil.

Strictly pure, raw, bbls	gal 58
Do. boiled, in bbls	gal 63
Do. raw, cs, 2-5's	gal 63
Do. boiled, cs, 2-5's	gal 65

Castor Oil.

Baker's AA, cs, 2-5's	1.16
Pure, No. 2, cs, 2-5's	1.05
No. 1, cs, 2-5's	.70

Lard Oil.

Strictly pure, bbls., 75 cs	80
Sup. Win., str., bbls. 65 cs	70
No. 1, bbls. 55 cs	60

Neatsfoot Oil.

Cooper's bbls, 75 cs	80
Extra, bbls, 62½ cases	67½
No. 1, bbls, 57½ cases	62½

Lubricating Oils.

Star Cylinder Oil, bbls, 60 cs	.65
Columbia Cyl. Oil, bbls, 40 cs	.45
Gem Cyl. Oil, bbls, 30 cs	.90
Ruby Cyl. Oil, bbls, 50 cs	.60
Star Engine Oil, bbls, 50 cs	.55
Columbia Eng. Oil, bbls, 30 cs	.35
Paragon Eng. Oil, bbls, 45 cs	.55
Red Eng. Oil, bbls, 27 cs	.32
Star Mach. Oil, bbls, 30 cs	.35
Star Dynamo Oil, bbls, 50 cs	.55
Star Spindle Oil, bbls, 40 cs	.45
Star Sep'tor Oil, bbls, 50 cs	.55
Favorite Sep'tor Oil, bbls, 25 cs	.30

Miscellaneous Oils.

Union Salad Oil	.45	50
Globe Salad Oil	.45	50
Pure Sperm Oil	.75	80
No. 1 Polar	.50	55
China Nut oil, ord'ry	62½	
China Nut oil, No. 1	.80	

WHITE LEAD.

Pioneer, in kegs 7 7¾

DRY PAINTS.

Eng. Paris White, bbls.	1.35	1.60
Whiting, bbls	1.00	1.15
Kalsomine, bbls		1¼
Prince's Min'l B'wn, bbls		1.65
Yellow Ochre, bbls		1½
Eng. Ven. Red, bbls		1.50

Department 14

PAINACEOUS GOODS.

Flours.

GLOBE MILLS,

Cor. Chestnut and Montgomery

California Selected Wheat,

Barrel

** "Banquet" (fancy patent)	$5.05
*** "Silver Star" (patent)	4.60
XXX	4.30
Mariposa	4.30

Blended Wheat,

*"Al" Family	5.15
"Al" Bakers'	5.05

Entire Eastern Wheat.

Globe, Bakers' .....

(⅛ bbls. 10 cents per bbl. higher.)

*"Al" must be retailed for not less than $1.40 per ¼ sack.

**"Banquet" must be retailed for not less than $1.35 per ¼ sack.

***"Silver Star" must be retailed for not less than $1.25 per sack.

FLOURS.

Allen's Boston Brown Bread Flour, 24 pkgs, per case		3.60
Allen's Flour, 10 10-lb bags, per bale		4.50
Cal. Family	$5.05	$5.10
Cal. Bakers', extra	4.80	4.90
Buckwheat, 10-lb sks, per 100 lbs		$4.50
Self Rising Buckwheat, 10-lb sks, per 100 lbs		6 00
Graham, 10-lb sks, per 100 lbs		3 25
Rice, 10-lb sks, per 100 lbs		8.00
Rye, 10-lb sks, per 100 lbs		3.75
Whole Wheat, 10-lb sks, per 100 lbs		3 50

Meals.

Yellow Corn, 10-lb sks, 100 lb	$2.50
White Corn, 10-lb. sks, 100 lb.	2.50
Ex. Cream Yellow, 10-lb. sks, per 100 lbs.	3.75
Ex. Cream White, 10-lb sks, per 100 lbs.	3.75
Oat Meal, 10-lb. sks, pr 100 lbs	4.25
Steel-Cut Oat, 10-lb sks, per 100 lbs	4.50

Pearled Cereals.

Pearl Barley	$6 00
Pearl Wheat, 150-lb bbls	4.40

Rice.

Choice Seed Japan	$0.03¾	
Good Seed Japan	.03¼	
Fair Seed Japan	.03	
Fancy Head Rice	5 1-5	.06
Long Grain Rice	.04	.05
China No. 1	.5	6
China No. 2	.4	4½

COLUMN 18.

Rolled Cereals.

Rolled Oats, 7s and 10s, pr 100 lbs	4.50
Ex. Crm Rld Ots. 180-lb, bbl	$7.50
Ex Crm Rld Ots, 180-lb, 90-lb sks	7.00
Prid Reid Wheat, 150-lb, bbls.	4 40
Dr. Price's Food, pee case	4.00

5-case lots, $3.85

Sago and Tapioca.

Sago, original sacks, lb	02½ .03
Sago, 48/1's, per doz	.70
Instantaneous Tapioca, 60/1's, per case	5.00
Instantaneous Tapioca, 36 to case	2.70
Tapioca, Flake	.03
Tapioca, repacked, per lb	.04⅜
One Minute Tapioca, 36 to cs	2.75
Arrowroot, Taylor's Bermudas, 12-lb box, 1, ½ and ¼ lb pkgs, per lb	32½

Miscellaneous.

Groats Oat, 10-lb sacks, 100 lbs	$4.50
Groats Buckwheat, 10-lb sks, 100 lbs	10.00
Hominy, lgs, 10-lb sks, 100 lb.	3.75
Hominy, sml, 10-lb sks, 100 lbs	4.00
Split Peas (yel.) 25 and 50-lb boxes, 100 lbs	5.50
Split Peas (grn.) 25 and 50-lb boxes, 100 lbs	5.50
German Lentils, per lb	.05½
Cracked Wheat, per 100 lbs	3.75
Farena, per 100 lbs	4.50
Pearl Grits, per 100 lbs	4.25
Capitol Mills Pearled Hominy, bbls.	8.00
Capitol Mills Gran. Hominy, bbls.	8.50
Capitol Mills New Process B. W. Flour, bbl	9.00
Capitol Mills Steel Cut Oat Meal, bbl.	8.50

Breakfast Foods.

Capit'l Mills R'll'd Oats, 36/2's	3.60
Grape Nuts, 1 & 3 doz, pr doz	1.40
Breakfast Gem, case 3 doz	3.00
Wheatine, 36/2's, pr cs	3.75
Germea, 20 4-lb pkgs, pr cs	4.00
Germea, 24 2-lb pkgs, per case	3 10
H-O Buckwheat, 2 doz 3-lb pkgs, per case	3.75
H.-O. Pancake Flour, case	3.90
H.-O. Oats, 24/2's, per case	3.15
Cream of Wheat, 36/2's	5.25
Crespo, 36/2's	2.75
Malta Vita, 36, 2s, cs	4.50
Our Mothers' Mush, 36 to cs	3.35
Twin Brothers Mush, 36 to cs	3.00
Carnation Wheat Flakes, 24/5's	5.40
A B C Breakfast Wheat, 72/2's	5.00
A B C Breakfast Wheat, 36/2's	2.60
Granola, 24/1's	2.25
Flaked Rice, 24/1's	3.00
Ralston Breakfast Food, 36/2's	4.50
Do. Barley Food, 36/2's	4.25
Do. Health Oats, 36/2's	4.00
Do. Hominy Grits, 36/2's	4.00
Do. Health Crisp, 36-2's	3 60
Do. Select Bran, 24/3's	2.50
Do. Pancake Flour, 36/2's	3.75
Do. Whole Wht Flr, 4/4½'s	5.50
Quaker Oats, 36 2s	3.80
Scotch Oats 36 2s	3.65
Acme Grano, 20/4's, per case	3.75
Acme Gluten Farina, 24/1's, pr case	1.85
Acme Gluten Flour, 10-lb sks	.80
Acme Wheat Flakes, 36/2's	3.00



Dr. Price's Wheat Flake Celery Food.

Per case...$4.00

Pastes (Domestic).

Macaroni, Vermicelli, etc.—	
No. 1 Extra, per box	.28
No. 1 Extra, 15 lbs.	.55
No. 1 Extra, 25 lbs.	.82
No. 1 Extra, 50 lbs.	1.65
No. 1 Extra, 100 lbs.	3.30
No. 1 Extra, ½ boxes	.16
Macaroni, Vermicelli & Spaghetti, No. 2	.20
Royal Macaroni, Verm'l & Sp'ti, 24 1-lb pkgs., per case	1.70
Queen's Taste Mac., Ve m. & Sp. 12 3-lb cartons 1 case	2.15
It. Paste, ass'd, ab. 18 lbs. c., lb.	.6½
Ro al It. Paste, 24 1-lb pkg c., pkg	.8½
Golden Gate Egg Noodles, 24 1-lb. pkgs in case, per cs	1.90
Farina, 24 1-lb pkgs	1.50

Discount 2 per cent for cash only.

COLUMN 19.

Department 15.

SPICES

PURE—Square Tins, Full Net Weight.

	⅛'s	¼'s	½'s	1's	2½ lbs.	5 lbs.	Blk
Allspice	$0 70	$0 95	$1 60	$ 2 80	$ 6 70	$12 75	21
Cinnamon	1 15	1 80	3 30	6 25	15 25	30 00	43
Cloves	90	1 35	2 40	4 35	10 60	20 55	31
Ginger	75	1 05	1 75	3 10	7 50	14 30	23
Mace	1 75	3 00	5 65	10 90	26 95	53 30	73
Mustard	70	95	1 60	2 80	6 70	12 75	21
Nutmeg	1 25	2 05	3 80	7 15	17 60	34 60	49
Pepper	80	1 10	1 90	3 40	8 25	15 85	25
Cayenne	80	1 15	2 00	3 65	8 65	16 65	26
W. Pepper	95	1 45	2 65	4 65	11 75	22 90	34
Sage	70	95	1 60	2 80	6 70	12 75	21
Thyme	70	1 00	1 65	2 95	7 10	13 50	22
Savory	70	1 00	1 65	2 95	7 10	13 50	22
Marjoram	75	1 10	1 85	3 30	7 85	15 10	24
Poultry Seasoning	....	1 50	.....	.....	.....	.....	..

SECOND GRADE—Round Tins, Short Weight.

	⅛'s	½'s	1's	2½ lbs.	5 lbs.	Blk.
Allspice	55	1 00	1 75	3 95	7 60	13
Cinnamon	65	1 20	2 10	4 90	9 50	16
Cloves	65	1 25	2 25	5 20	10 20	17
Ginger	55	1 00	1 75	3 95	7 60	13
Mace	1 20	2 30	4 40	10 50	21 00	34
Mustard	55	90	1 50	3 60	7 00	12
Nutmegs	85	1 70	3 10	7 40	14 60	24
Pepper	60	1 15	2 00	4 55	8 90	15
Cayenne	60	1 15	2 00	4 55	8 90	15
W. Pepper	75	1 45	2 65	6 15	12 05	20
Sage	55	1 00	1 75	3 95	7 60	13
Thyme	60	1 05	1 90	4 25	8 25	14
Savory	60	1 05	1 90	4 25	8 25	14
Marjoram	60	1 05	1 90	4 25	8 25	14

SCHILLING'S BEST SPICES.—Nature's Best.

Square tins. Never sold in bulk.
Small, medium, large sizes have sifting tops except Mustard.

	Small size per doz.	Medium size per doz.	Large size per doz.	Ex. Large size per doz.	Hotel size per tin.
Pepper	.75	1.20	2.20	3.75	.70
Mustard	.75	1.25	2.25	3.90	.70
Must. Comp.	.75	1.25	2.25	3.90	.81
Ginger	.75	1.25	2.25	3.90	.81
Allspice	.75	1.10	2.00	3.50	.81
Cinnamon	.50	2.25	4.25	7.50	.73
Cloves	.85	1.40	2.60	4.75	1.35
Nutmegs	1.60	2.75	5.25	10.00	.87
Mace	1.75	3.00	5.75	11.50	2.00
Cayenne	.90	1.50	2.75	5.00	2.15
Wh. Pepper	.95	1.75	3.25	5.75	.93
Sage	.75	1.25	2.25	3.90	1.00
Thyme	.85	1.40	2.60	4.75	.81
Marjoram	.95	1.75	3.25	5.75	.87
Savory	.85	1.40	2.60	4.75	1.26
Cases contain	6 doz.	4 doz.	2 doz.	2 doz.	.87
Gross weight	22 lbs.	23 lbs.	24 lbs.	40 lbs.	1 doz. 53 lbs.

MUSTARD.

Colman's, ¼'s, 12 lb to box, lb.	.52
Colman's, ½'s, 12 lb to box, lb.	.48
Colman's, 1's, 12 lb to box, lb.	.48
Colman's, 5's, per lb.	.40

Mustard, Prepared.

Small bottles, 24 to cs, pr doz	.55
Small straights, fancy, 24 to case per doz	.95
Webb's Glass Top	1.35
Large Dusseldorfer, 24 to cs	1.60
In 8-gal kegs, per keg	1.15
In 5-gal kegs, per keg	1.70
Louit Freres, French, doz	2.25
Eddy's Salad Mustard—	
6-oz., 24 to case	.92½
8-oz., 24 to case	1.35
12-oz., 24 to case	2.00
Hirshes Horseradish Mustard—	
10-oz., 24 to case	1.25

Department 16

BAKING POWDER AND FLAVORING EXTRACTS.

ROYAL

	1 oz. lot	5 oz. lot	15 oz. lot
¼ lb cans	$ 1 38	$ 1 36	$ 1 34
8 oz cans	1 92	1 89	1 87
½ lb cans	2 57	2 52	2 50
12 oz cans	3 82	3 75	3 72
1 lb cans	4 95	4 85	4 80
2½ lb cans	11 45	11 40	11 28
3 lb cans	13 60	13 34	13 20
5 lb cans	22 35	21 90	21 68

An extra discount of 1 per cent if packed in barrels.

Schilling's Best Baking Powder.

Never sold in bulk.

10-lb. tins, per doz	$39.00
5-lb. tins, per doz	20.00
4-lb. tins, per doz	16.00
3-lb. tins, per doz	12.50
2½-lb. tins, per doz	10.50
16-oz. tins, per gross	$53.00
12-oz. tins, per gross	41.00
8-oz. tins, per gross	28.00
6-oz. tins, per gross	22.50
4-oz. tins, per gross	16.50

TROPHY

4 oz, per doz	$0.95
6 oz, "	1.35
8 oz, "	1.70
12 oz, "	2.35
1 lb., "	3.00
2½ lb., "	7.50
3 lb., "	9.00
6 lb., "	14.50

MISCELLANEOUS.

Home, 10 oz	$0.90
Home, 25 oz	2.00
Home, 50 oz	4.00
Home, 80 oz	6.00
K. C., 10 oz	.85
K. C., 15 oz	1.25
K. C., 25 oz	2.12½
K. C., 50 oz	4.00
K. C., 80 oz	6.50

COLUMN 20.

Cream Tartar.

Standard, bulk, 30-lb box	27
Standard, 12 1-lb tins	.33
Pure, bulk, 30-lb box	.33
Pure, 5-lb tins, per lb	.33
Pure, ½-lb tins, per doz	5.00

SODA.

Churches, A. & H., or Dwight's Cow Brand, 60 lbs. to case.

1-lb	per lb. $0.05
½-lb	per lb. .05½

EXTRACTS FLAVORING.

GUITTARDS' "PURE"

per doz	2 oz	4 oz	6 oz	8 oz
Vanilla	$2 50	$4 75	$7 00	$9 00
Lemon	1 75	3 25	4 50	6 00

Net weight. Patent Sprinkler Tops

Schilling's Best Extracts.

Triple Strength, Pure and Uncolored Sprinkling Tops.
Net weight. Never sold in bulk.

	Lemon and Others.	Vanila and Rose.
1 oz.	1.30	1.80
2 oz.	2.00	3.00
4 oz.	3.75	5.75
6 oz.	5.50	8.50
8 oz.	7.25	11.00
16 oz.	14.00	21.50
32 oz.	27.00	42.00

Souder's Flavoring Extracts.

Price per gross.

	2 oz.	4 oz.	8 oz.
Reg. Lemon	9.00	18.00	54.00
Reg. Vanilla	14.40	28.80	72.00
XX Lemon	18.00	36.00	72.00
XX Vanilla	21.00	42.00	84.00
Asrtd Flavors	18.00	36.00	72.00
Rose Coloring	18.00	36.00	.....
Yellow Colrng	18.00	36.00	.....
Jamaica Gngr	18.00	.....	.....

Assorted flavors contain strawberry, pineapple, orange, almond, rose, etc.



"Penna" Extracts.

Lemon, 2 oz., per doz.....80
Vanilla, 2 oz., per doz.....80
Assorted Flavors, per doz.....80

COLUMN 21.

Department 17

CANDIES.

Lozenges.
(5-lb. boxes.)

XXX Peppermint, pails	.13 14
Thin Peppermint	.16
T. T. Peppermint	18
Druggist Peppermint	25
Musk, fluted, pails	.20
Cinnamon, Lemon, Sassafras, Rose	.16
Midget Fruit	.20
Conversation and Hearts	.15
Liliput Conv. Hearts	17
Midget Conv. Lozenges	18
Crown T. T. Lozenges, 24 5ct. pkgs	.80
Aurora Lozenges, 24 5ct. pkgs	.80
Cough Troches, 5 lb bxs	.25
Eagle Wafers, Peppermints, Wintergreen	.25

Mixed Candy.
(30-lb. pails.)

Plain Mixed	9½
Pacific Mixed	10
Royal Mixed	12½
Grocers' Mixed	10½
Yankee Mixed	13
American Mixed	13
Fancy A, Mixed	14½
Fancy C, Mixed	14
French S, Mixed	16
French No. 1, Mixed	18
French Extra Mixed	20
Lady, Mixed	15

Steam Panwork.

Anis Seed	.22
Aromatic Cachous	.18
Assorted Berries	.16
Assorted Drages	.14
Assorted Imperials	.16
Assorted Small Seeds	.22
Birds' Eggs	.16
Boston Baked Beans	.17
Burnt Peanuts	.18
Burnt Almonds	.25
Caraway Seed, smooth	.22
Caraway Seed, pearled	.22
Celery Seed	.22
Cinnamon Beans, large red	.15
Cinnamon Beans, Imperials	.16
Coriander Seed, pearled	.32
Jelly Beans, pails	.12½ 14
Jelly Birds' Eggs	.16
Jelly Cranberries	.16
Jelly Limes	.16
Jelly Raspberries	.16
Jordon Almonds, fine	.45
Jordon Almonds, imitation	.18
Licorice Beans	.15
Red Hots	.25
Ringed Marbles	.16
Sugar Coated Licorice Tablets	.20
Sugar Almonds	.25
Sugar Plums	.16

Stick Candy.
(30-lb. pails.)
Assortment: Peppermint, Lemon, Rose, Clove, Anis, Cinnamon, Sassafras, Vanilla, Pineapple, Wintergreen 9½

Hoarhound	9½
Hoarhound, wrapped	11
Peanut Sticks	13
Peanut Sticks, wrapped	13
Cocoanut Sticks	13
Cocoanut Sticks, wrapped	13

Taffies.

Peanut Taffy	15
Peanut Flake	15
Peanut Squares	14
Cocoanut Taffy	15
Cocoanut Squares	15
Chunks: Vanila, Rose, Chocolate, Lemon, Molasses	14
Broken Taffy of broken chunk	13

Drops and Lumps.
(30-lb. pails.)

Mixed Drops and Lumps	9½
Molasses Peppermint Lumps	11
Hoarhound Drops	11
Crystal Rocks	12½

Gum Goods.
(5-lb. boxes.)

A. B. Gum Drops, assorted	9
A. B. Gum Drops, Licorice	9
A. B. Gum Drops, Crystalized	11
A. B. Boubons, plain, in bbls	7
A. B. Bonbons, fancy, in bbls	7½
A. B. Bonbons, fancy, crystallized, 5-lb. boxes	14
A. B. Fruits	18
Royal Gum Drops	16
Genuine Gum Drops, hard	25
Jelly Squares, assorted	14
Bijou Sticks	18
Spiced Jelly Drops	20
New Turkish Figs	16
Fig Paste, plain	17
Fig Paste, tricolor	18

Cream Goods.
5-lb. boxes.)

Fondans Creams	14
Hand Dipped	19
Hand Dipped, with nuts on	21
Fruit and nut Ices	18
Cream Peppermint	20
Crushed Fruit Bonbons	30

Chocolates.
(5-lb. boxes.)

Chocolate, plain	16
Chocolate, Hand Made	20
Chocolate Dipped Bonbons	20
Chocolate Dipped Bonbons, with nuts	22
Chocolate, Climax, 30-lb pails	16
Chocolate Chips	28
Chocolate Nonpareil Drops	20
Chocolate Wafers	22
Chocolate Cream Tablets, 30 in box	1 10

COLUMN 22.

Marshmallows, Nougats, Etc.

Occidental Marshmallows, 5-lb tins	.28
Occidental Marshmallows, 3-lb tins	.30
Dipping Marshmallows, 5-lb. boxes	.25
Angel Food, 5-lb. boxes	.20
French Nouget, 30 5c slices in box	1.00
Walnut, Apricot, Spanish Nouget, 5-lb boxes, per lb	.25

Sundries.

Opera Caramels	19
Rock Candy, white & red	.15
Rock Candy, brown	16
Licorice Drops	.20
Licorice Sticks, 16 to lb	.28
Locorice Tablets, 5 lb bxs	.25
Licorice Tablets, 24 5c bxs	.80
Licorice Penny Sticks, 100 in box	.65
Buttercups, 5-lb tins	.2

CHEWING GUM.

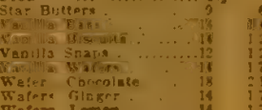
	Single	Box
Yankee Spruce, 20 pcs		.55
Sen Sen, 20 pcs		.55
Red Rooster, 20 pcs		.55
Sweet Heart, 20 pcs		.55
Newton's Pepsin, 20 pcs		.55
Bloodberry, 20 pcs		.60
Pepsin Sticks, 20pcs		.60
Sweet Wheat, per box		.50
Tulu Sugar Plum, box		.55

CRACKERS.



MADE BY THE
MUTUAL BISCUIT CO.

	lb.	¼ box
Almond Drops	15	
Animals	12½	$1.20
Arrowroot	14	1.50
Assorted	12	1.15
Assorted, extra	14	1.30
Assorted, fancy	20	1.75
Assorted Wafers	16	1.90
Assorted Jumbles	14	1.25
Boston	9	.60
Butters, Mutual	10	.70
Butter Scotch	14	1.50
Butter, Star	9	.60
California Lunch	9	.90
Champion	9	.65
Chips, Mutual	14	1.10
Chocolate Biscuits	16	1.80
Chocolate Fingers	15	1.50
Chocolate Wafers	18	2.15
Cocoanut Bonbon	14	1.25
Cocoanut Finger	15	1.50
Cocoanut Marshmallows	16	1.50
Cocoanut Taffy	15	1.80
Cocoanut Wafer	16	1.50
Coffee	12	1.25
Coffe Iced	15	.70
Cornhill	10	1.10
Cracker Meal	6	1.10
Currant Cakes	12	1.10
Egg Jumble	14	1.25
Fruit Biscuits	14	2.40
Ginger Cakes	10	1.40
Ginger, Nut	11	1.40
Ginger Wafers	14	1.75
Graham	10	1.20
Graham Gem	9	.75
Graham Unsweetened	9	
Honey Fingers	14	1.25
Honey Pumbles	12	1.00
Honey Drops, spiced	15	1.60
Honeysuckle	16	
Jelly Fingers	16	1.50
Jenny Lind	12	1.10
Lady Fingers	15	.70
Lady Fingers Iced	16	1.40
La Grande	11	1.10
Lemon Biscuit	14	.70
Lemon Brittles	14	1.35
Lemon Snap	12	1.20
Lemon Wafers	14	1.75
Macaroon Almond	40	
Mutual Flakes	14	.70
Mutual Tea	15	1.30
Nic Nac, No. 1	10	1.10
Nic Nac	12½	1.25
Oysters	8	.70
Peoples Mixed	12½	1 25
Pilot Bread	4	.70
Pilot Bread Extra	5	.65
Pilot Saloon	7	.80
Ping Pong	16	1.70
Raisin Cake	12	1 10
Saloon Pilot	7	80
Saloon Soda	7	
Salted Wafers	14	90
Soda Extra	7	
Soda	6½	
Star Butters	9	60
Vanilla Bars	16	1.40
Vanilla Biscuits	14	1 25
Vanilla Snaps	12	1 20
Vanilla Wafers	14	1 75
Wafer Chocolate	18	2 15
Wafers Ginger	14	1 75
Wafers, Lemon	14	1 75
Water Wafers	12	90
Walnut Creams	16	1 50



COLUMN 23.

Department 18.

FANCY GROCERIES.

Bouillion Capsules.

Anker's, 10 capsules in box, per doz boxes	2.75

Capers.

Capotes, 1 dz in ca	1.20 1 30
Nonpareil, small	2.00
Do med.	2.25
Do large	5 00
"White Label," 6-oz. doz	2.25
"White Label," 10-oz. doz	3 15

TOMATO KETCHUP.



Catsups

Snider's

Qts., per doz	$3 75
Pts. "	2 40
½-pints, per doz	1 40



CAMPBELL'S

(½ Pts. Condiments)

2 dozen to case

Tobasco Ketchup dozen $1 15

Tomato Ketchup, dozen $1 15

Salad Dressing, dozen 1 15

Chili Sauce, dozen $1 15

Assorted cases, dozen $1 15

Miscellaneous.

Our Mother's Ctsp ½-pt, doz	1 40
Our Mother's Ctsp, pts, doz	2 30
Blue Label, 25 ½ pts to ca	3 10
Blue Label, 25 pts to ca	5 00
Blue Label, 12 qts to ca	4 00
Mother's Own, pts	1.60
½ pts	.90
London's Rockaway, Pts., doz	2.25
Salter's "Purity," doz	90
H. B. Catsup, pts	2 15
" " ½ pts	1 25

Chocolate and Cocoa

CHOCOLATES.
Baker's.

German Sweet, 6-lb boxes, ⅛s and ¼s	.2
Eagle, 12/1s	.23
Premium, 12/1s	.25
Vanilla, 12/1s	.41
Powdered, ¼s, ½s, 1s, 12/1b.	.26

Subject to quantity discount.

Huyler's.

Vanilla, 12-lb. boxes	.36
Premium, 12-lb. boxes	.33

Lowney's.

Cream Cakes, per box	80
Ice Cream Drops, per doz	75

Ghirardelli's.
In paper

Eagle, 24 1-lb	.21
Eagle, 12 1-lb	21½
Eagle, 12 ½-lb	22½
Eagle, 12 ¼-lb	24
Crescent, 6 5 to lb	.17
Crescent, 12 5 to lb	16½
Cal. Sweet, 6 6 to lb	21½
Cal. Sweet, 12 6 to lb	21
Monarch, 12 1c.½-lb	.5
Monarch, 12 1-lb	25
Monarch, 12 ½-lb	27
Star, 24 1-lb	19
Star, 12 1-lb	19½

Ground.
In tins

Ghirardelli's, 12 1-lb tins	26½
Ghirardelli's 24 1-lb tins	26
Ghirardelli's 60 3-lb tins	24
Venard's, 24 1-lb tins	21
Venard's, 60 3-lb tins	20
Miner's, 12 1-lb tins	22½
Miner's, 24 1-lb tins	22
Miner's 20 3-lb tins	22

5 per cent off on 120-lb. lots

COCOAS.

Baker's Bkfst, 6 1-2s/1s	38
Van Houten's, ⅛s and ¼s	32
Van Houten's 1s	80
Royal Dutch, 12 ¼s	30
Royal Dutch, 12 ½s	60
Royal Dutch, 12/1s	30
Epps, 14 ½s	40
Epps, 12 1s	39
Webbs, 6 ½s	22
Lowney's, ¼s	30
Ghirardelli's Bkfst, 6/½s	35
Ghirardelli's Bkfst, 12 ½s	35½
Ghirardelli's Imperial, 6&12 ½s	54
Miner's Bkfst, 6 ½s	37
Miner's Bkfst, 6/1-1s	38
Miner's 1 ½s	67

COLUMN 24.

Condensed Milk

BORDEN'S CONDENSED MILK CO.



Gail Borden Eagle Brand	6 80
In 5 case lots	6.65
Pony	2 25
Challenge	4.50
Floral	4.05
Dime	3.75
Rose	1 40
With 10 cases Rose Cream 1 case free.	

(Each of above Brands 4 doz in case)

Borden's Malted Milk, Trial Size, per doz. .90



Borden's Pioneer Brand Evaporated Cream

Large Cans, 4 doz in ca	.00
Peerless	4 70
Yacht	3.25
Family Size, 1 doz in case	
Quarts, 2doz in ca	

ALL ABOVE BRANDS GUARANTEED



CARNATION CREAM

20 oz. cans 4 doz	
Per case	4 00
5 cases	3 95
25 cases	3 90
50 cases	3 85



LILY
(large tin)

1 ca	3 90
10 ca	3 85

Helvetia Milk Condens'g Co.



Originators Evaporated Cream	
Highland Evaporated Cream 4 doz in box	$4 10
Baby Pet, 6 doz	3 60
Pet, reg., 4 doz., per case	3 35



Jersey Evaporated Cream

213-215 Market St.

Tel. Rush 855

Cases	
1 to 5	$4 70
5 to 10	4 65
10 and 5	4 60

Miscellaneous.

St. Charles 4 doz in case	$4 60
St. Charles 3-case lots	4 50
Horlick's Malted Milk, doz	4 50

Cereal Coffee.

Pig Prune per doz	12 25
Postum, 24/½s per doz	1 35
Postum 12/1s per doz	2 25
Postum, 36/1s per doz	3 25
Grano 12 2s	2 75

Chutney.

Chutney, asst qts	$6 25
Chutney, asst pts	3 75
Chutney Major Grey, qts	6 50
Chutney Major Grey, pts	4 25
Ban Yi pure pts	3 00

Cranberry Sauce. doz

Anderson's 2s, doz box	2.00
Tea Gardens, 2s, gls, 12 boz	4.00
Tea Gardens, 1s, gls, 24 boz	2.25
Cape Cod 2 lb, gls, 12 box	2.50
Cape Cod 1 lb, gls, 24 box	2.00
Home Made 2s 2 doz box	2.75
Home Made 1s, glass, 1 doz box	4.00

COLUMN 25.



EQUAL TO THE BEST

BETTER THAN THE REST

ALPINE

EVAPORATED CREAM

	Per case
1 to 5 cases, 4 doz. to case	$3.60
5 to 10 " " " "	3 50
10 to 25 " " " "	3 50

Gallons

1 to 4 cases, 6 to case	3 35
5 to 10 " " "	3 30
10 to 25 " " "	3 25

Midgets, 8 doz. to case
1 to 4 cases, $4.00; 5 to 10 cases, $3.85; 10 to 25 cases, $3.80

ALPINE MILK

(Sweetened)

4 Dozen to case, 16 oz $4 00

ALPINE EVAPORATED CREAM CO.

Factory
HOLLISTER, CAL.

Office and Salesroom
123 California Street
San Francisco, Cal.

Phone, Green 90.

Cottolene.

2s, 5s or 10s, per ca of 60 lbs	7 00
5 cases or 3	6 90
10 cases lots	6 85
25 case lots	6.75

With 25 cases, ½ case free
" 5 " 1 "
" 10 " 2 "
Price $7.50, $7.40, $7.30

Curry Powder.

Crosse & Blackwells, 2 oz	1 35
do 4 oz	2 35
Do 8 oz	3 65
Do 16 oz	6 25
East India, Bombay, 16 oz	6 00
East India, Bombay, 8 oz	3 25

Extract of Beef.

Liebig's Genuine,	2 oz	4 oz	8 oz	16 oz
doz	4.75	8.50	15.00	29.75

"Red" Seild.

2 oz., doz	$2.95	8 oz., doz	$13.27
4-oz., doz	7.20	16-oz., doz	24.75

Marshall's

2 oz., per doz	$2 40

Gelatine.

Knox's, per doz	1 20
Knox's per gross	14 00
Cox's per gross	12 00
Keen's per doz	1 10

Ginger (Preserved).

½ doz jars in ca per ca	2 25

Lemon Sugar.

Gilt Edge, 24/1½s, per doz	1 37½
Gilt Edge, 24/1s per doz	1 35

Lime Juice.

Tablta, 24/8 oz per doz	$1 25
Tablta short measure 16-oz	1 00
Tablta full measure, 16-oz	1 75
Tablta, full measure, 32 oz	3 00
Tablta, bulk gal	1 00

Mushrooms. doz

La Court, 100 to ca	$2 50
La Perrect, 100 to ca	2 75
Hotel, 100 to ca	2.00
Fancy Stuffed, pts	4 00

COLUMN 26.

OLIVES.

OLIVES IN BULK.

	25 gl.	10 gl.	5 gl.	3 gl.
Ex. No 1, Q'n.	1 10	11 50	6 00	3 75
Lge No. 1, "	1 00	10 50	5 00	2 25
No. 1 Qu'n ...	95	9 75	4 75	2 90
No. 2 " ...	85	8 75	4 50	2 85
Manzanilla....	70	7 25	3 75	2 40

Extra charge for kegs & barrels.



Olives

SEVILLE PACKING CO.

White Label Queen Olives—

28-oz., per doz..$5.50
18-oz., " ... 3.75
6-oz., " .. 1 25

Pim-Olas

18 oz, 2 doz, per cs, per doz $6 10
10 " " " " 3 50

Baby Pim-Olas

10-oz , 2 doz. in case, per doz. ...$2.50
6-oz , 2 doz. in case, per doz.... 1.50

Olive Oil

NICELLE

	Case
½ pints, 4 doz	$9 00
Pints, 2 doz	8 55
Quarts, 1 doz	7 85
22-oz.	9 00



CRYSTAL BRAND OLIVE OIL.
Pure California Products.

7-oz.
Per doz...$2.40
3 doz..... 6.75

14-oz.
Per doz... 4.50

Quarts.
Per doz... 7.25

Put up by
G. O. Eyden.

GORDON PACKING CO., Distributors.

MISCELLANEOUS

Golden Gate, in gal tins, per gal	1 80
" ½ " "	1 85
" ¼ " "	1 90
Palm Grove, pure Cal., qts. .. dz.	7 75
Cooper's qts., ℔ doz.	10.00
Cooper's pts, ℔ cs of 2 doz.	10.00
Antonini, J.P.S., qts, ℔cs..	7.40
Do 1¼-gal. tins, ℔ tin..	2.90
Duret, qts, pts, ℔ doz cs..6.00	7.00
Lucca, Crosse & Blackwell's qts.	7.50
Lucca, Crosse & Blackwell's pts, 2 doz.	8.25
Lucca, Crosse & Blackwell's ½ pts, 3 doz.	7.25

Salad Oil.

Durand Oil.

Quarts, 1 doz. to case, per case..	$1.90
Pints, 2 " " " ..	1.95
½-Pts., 3 " " " ..	1.00

Puritan Salad Oil

Quarts, 1 doz. to case, per case .	2.20
F. Dubec & Fils, 1 dz qts, per case	1.50
Imitation Lucca, qts	1.90

"Primrose" Salad Oil.

Tierces, about 50 gal, gal.$	.40
1 gal tins, 10 to case, gal.	.70
5 gal. tins, 1 to case, gal..	.45
½ gal. tins, 20 to cs., gal.	.75
Quart bottles, 12 to cs, doz	1.85
Pint bottles, 24 to cs, doz	.85
½ pint bot., 36 to cs, doz.	.65

Paprika.

Gordon Packing Co.

1-16 lb ...doz	½ lb. ... doz 6 00
⅛ lb .....doz	1 lb..... doz
¼ lb .. doz	Bulk, lb.....

Peanut Butter

Heron's, 2 doz to cs, per dz..2.40

Peels.

Citron, 25-lb box	$
Citron, 10-lb box	14½
Lemon, 25-lb box	11¾
Lemon, 10-lb box	12¼
Orange, 25-lb box	12¾
Orange, 10-lb box	12¾

COLUMN 27.

PICKLES.

Gordon Packing Co.

California—Mixed or Plain.

No. 1, bbls, per gal	$0.24 to $0.27
No. 1, ½ bbls, per gal.	.26 to .29
No. 1, 10-gal keg, p kg.	2.25 to 2.45
No. 1, 5-gal keg, p keg.	1.15 to 1.25
No. 1, 3-gal keg, p keg.	.80 to .85
No. 2, bbls, per gal.	.22
No. 2, ½ bbls, per gal.	.24
No. 2, 10-gal keg, per keg.	2 10
No. 2, 5-gal keg, per keg.	1 05
No. 2, 3-gal keg, per keg.	.80
No. 3, bbls, per gal.	.14
No. 3, 10-gal keg, per keg.	1 15
No. 3, 5-gal keg, per keg.	.60
No. 3, 3-gal keg, per keg.	.55

SWEET—"PACIFIC."

Bbls, ℔ gal	51
½ bbls, ℔ gal.	28
10-gal keg, per keg	5.00
5-gal. keg, ℔ keg	2.75
3-gal. keg, ℔ keg	1.75
Square, 1doz ½-gal, ℔ doz..	2.25
Square, 2 doz ¼-gal, ℔ doz..	1.60
Square, 4 doz ⅛-gal., ℔ doz	1.25
Round, qts, ℔ doz.	3.75
Round, pts, ℔ doz.	2.50
Round, ½ pts, ℔ doz.	1.75

Crosse & Blackwell's.

	Doz.
Mxd Pkls, pat tops, pts..	4.15
Mxd Pkles, Pat tops, ½ pt.	2.50
Mxd Pkls, corks, pts.	3.95
Chow Chow, pat tops, pts..	4.15
Chow Chow, pat top, ½ pt.	2.50
Chow Chow, corks, pts.	3.95
Onions, pat tops, pts.	4.15
Onions, pat tops, ½ pts.	2.50

PRETZELS.



Hoefin Pretzel & Baking Co.,
431 Sixth St.

Hand-made Pretzels a Specialty.

Size 1, 8s, per lb.	12c
Size 2, 8s, per lb.	12c
Size 3, 8s, per lb.	12c
Fingers, 10s, per lb.	12c
Hazlenut, 10s, per lb.	12c

Also furnished in cases, 20 to 30 lbs., at 11c per lb., and barrels at 10½c lb.

Root Beer



Less 5 per cent. on gross lots

Hires' case of 1 gr.	20 00
6 doz. lots	10 00
3 "	5 00
1 "	1 75

Hires' Carbonated Root Beer es of 2-dz pt bottles, patent tops, per cs $2.00 in 5 case lots 1 95
Hires' Carbonated Ginger Ale Per case 2 00
5-cases lots, $1.95.



Hires' Rootbeer Carbonated and Ginger Ale empty bottles, if returned to Souhn-Patrick Company, will be received by them at 25c. per case of 2 doz. bottles (with case) Delivered at San Francisco.

COLUMN 28.

Saratoga Chips.
(Less 5 per cent)
Boxes, 15 and 30-lb, per lb..$0.20
Cartons, 6-oz, 2 doz in cs, doz 1.30

SAUCES.

SNIDER'S SALAD DRESSING



Pints, 1 doz. in case, doz. $2.75
Hlf-Pts, 2 doz. in case, doz. 1.75



Snider's Oyster Cocktail S'ce pints, 2 doz to c'se, doz .. .2 40

Same gallon jugs, 6 to case, per gal..... 1 80

Snider's Chili Sauce, pints, 1 doz. to c'se doz .. 2 40

Same, half pts 2 doz. to c'se doz .. 1 45

Bayle's Tabasco Pepper Sauce, in cases, 6, ½-doz. boxes, per doz. $3 00
boxes of 12 bottles, per doz..... 3.50

Holbrook's W'cestershire, ½'s	2.40
Do pts.	4.00
Do qts.	
*Lea & Perrin's Worcestershire, sma"	2.75
*Lea & Perrin's Worcestershire, medium	5.00
*Lea & Perrin's Worcestershire, large	8.25

*5 cases 5c ℔ doz less.

Ban-ki-por, ½ pts, 2 doz case, per doz	2.40
Ban-ki-por, pts, 1 doz case.	3.80
Tobasco, McIlheny	4.10
Tobasco, New Iberia	3.50
Braunhardt's!	
Tropical, ½-pts, 2 doz. per case	4.50
" pints, 2 doz. " "	8.10
Bengal Worcester, ½ pt.	.55
Bengal Worcester, pt	1.05
Pepper, sprinkle top, ½ pt.	2.00
Superior Pepper, small	.75
Superior Pepper, large	1.50

Pure Food Pk'g Co.

Worcester Sauce, London Club, ½ pts, do	.75

Salad Dressing.

Durkee, small, 2 doz, ℔ doz.	2.55
Do large, 1 doz, ℔ doz.	4.30
Do picnic size, 4 dz, ℔ dz.	1.00
My Wife's, 1 dz. 16-oz. case.	2.75
My Wife's, 2 doz, ½ pt, cs.	3.40

Alpha Salad Cream.

Jumbo, 1 doz. to case, per case.	4.25
Do large, 2 doz. " "	4.70
Do picnic, 2 " " "	2.50

El Paso Manfg. Co.
1653 Mission St.

Manufacturers

Flavoring Extracts
Fruit Juices
Syrup
Salad Dressing
Bluing
Ammonia

—

Meat and Salad Dressing, doz. .90

COLUMN 29.

SOUPS.



CAMPBELL'S (1-lb. Condensed). Packed 48 1-lb. cans to case. Straight cases of any variety, or following assortment:

8 Tomato, 6 Vegetable, 4 Ox Tail, 3 Mock Turtle, 3 Chicken Gumbo, 2 Tomato Okra, 1 Julienne, 2 Beef, 2 Consomme, 2 Pea, 2 Celery, 2 Vermicelli-Tomato, 2 Clam Chowder, 2 Mutton Broth, 2 Bouillon, 3 Chicken, 2 Mulligatany.
Price, per doz, any variety...$0.90

Miscellaneous.

Anderson's Asstd, per doz.	.90
Anderson's straight, per doz..	.90
Snider's Tomato—3 lb tins 2 doz. in case, per doz.	$2.60
Same—2 lb tins 2 doz. in case, per doz.	$1.85
Van Camp's asstd, per doz...	.90
Van Camp's straight, per doz.	.90

SALT.



LESLIE SALT.

Free Running—	
Cartons, 20 5s.	$ 2.50
Cartons, 24 3s.	2.00
Cartons, 48 2s.	2.75
Caddies, 50 2s.	3.25
Velvet Grain—	
Bales, 50 3s	1.50
Bales, 30 5s.	1.50
Bales, 15 10s.	1.50
Bales, 8 20s.	1.50
50-lb sacks, per ton.	18.00
H. E. H. Liverpool.	
Bales of 75, 2's, per bale.	$1.25
Bales of 40, 4's, and 15 10's.	2.0
Bags, 200s (60s $8), per ton..	7.50
Rock Salt.	
Half-Ground, 100-lb sacks, per ton	$ 3.50
Stock, 100-lb sacks, per ton...	3.00
Liverpool Lump, per ton.	13.50
Cal. Table and Dairy, pr bale.	1.0
Cal. Table and Dairy, 50's, per ton	6.25
Package Salt.	
Shaker Salt, per doz.	$0.90
R. S. V. P., 3's, 24 to cs, p. cs.	2.25
R. S. V. P., 5's, 20 to cs, p. cs.	2.75
Celery Salt.	
Mertens, 1 doz in box.	1.05
Sauerkraut.	
Barrels, per lb.	.02¾
½ bbls	.03
⅛ bbls	.03¼
3-gal kegs, per keg.	.90
5-gal kegs, per keg.	1.15
10-gal kegs, per keg.	2.25
2-lb tins, 2 doz in cs, doz.	1.35
2½-lb tins, 2 doz in cs, doz.	1.60

COLUMN 30.

SPANISH DELICACIES.

Specialties of the **Spanish-American Food Co.**
149-155 Fremont St.
Medal Goods. Paris Exposition.
IXL BRAND.



	Doz.
Beef Tamales in key op. cans	.95
No. 1 Boneless Chicken Tamales in key-op. cans	1.80
No. 2 Not Boneless Chicken Tamales in key op. cans	1.00
Extra Special Boneless Tamales in key op. cans...	1.60
Chili Con Carne, 1 lb.	1.20
Enchiladas, in key-opener cans	1.20
FRIJOLES, 1 lb	.90
Tripe, Spanish style, 1 lb	1.25
Concentrated Soup. pts., 20 varieties	.90
Concentrated Soup, qts., 20 varieties	1.85
Minced Deep Sea Clams, 1 pt.	1.00
Minced Deep Sea Clams, 2 pt	1.65
Clam Juice, 1 pt.	.95
Clam Juice, 2 pt.	1.60
Cal. Baked Beans, tomato sauce, 1 lb., 4 doz in case...	.85
Cal. Baked Beans, tomato sauce, 2 lbs., 3 doz to case ...	1.35
Cal. Baked Beans, tomato sauce, 3 lbs . 2 doz to case...	1.75
Chili Beans (Tamale Sauce) 1 lb, 4 d z to case.	.85
2 lb, 2 " "	1.35
2 lb, 2 " "	1.75
Deviled Oysters, for Sandwiches 4 doz to case	1.40
Pate Chicken Liver for sandws. 4 doz. to case	1.40
Macaroni and Cheese, with Tomato sauce, 1 lb, 4 dz. cs..	.90

Truffles.

Rilhac, 100/¼'s, per doz.	12.00
Rilhac, 100/ 1-16's, per doz.	3.00
La Forrest, 100/¼'s, per doz.	17.00

Vinegar.

	½ Bbl.	10 bbl.	5 gal.	3 gal.
30 grain	08	10	1 15	65 50
40 grain	10	12	1 35	75 60
50 grain	12	14	1 70	90 80
60 grain	14	16	2 00	1 10 95
80 grain	16	18	2 65	1 50 1 25
90 grain	18	20	3 50	1 85 1 65
100 grain	20	22	3 85	2 00 1 85

Hammond's Vinegar.

Salad, qts, per doz.	1.25

Yeast Cakes.

Great Western	1.00
Gillett's Magic	1.20
Yeast Foam	1.20

COLUMN 31.

Department 19.

GROCERY SUNDRIES.

Axle Grease.

H. & L., per case.....$1.50
C. & S., 2-doz case, per case... 3.00
" 5 cs lots.....1.95
" 10 cs lots.....1.85
Frazer's, 2 doz tins, per case..2.25
Frazer's, 4 doz wd, per case... 3.60
Frazer's, 15-lb pails..... .85
Mica, 3 doz tins, per case..... 2.25

Paper Bags.

Automatic, Self-opening, 500 in pkg. List.

¼-lb . .....$1.00 5-lb 4.80
½-lb . . .. 1.20 10-lb 5.20
1-lb . ..... 1.60 12-lb 6.20
1½-lb . . .. .. 1.70 14-lb 8.20
2-lb . ..... 2.00 16-lb 9.00
3-lb . .. . 2.50 20-lb 10.00
4-lb . ..... 2.90 25-lb 11.00
5-lb . . .. 3.40 30-lb 12.00
6-lb . ..... 4.00 35-lb 15.00
7-lb . ..... 4.40 .....

Discounts from above List:
(Cheapest).....50 pct and 5, 10's
Eagle or Equal....50 pct and 2, 10's
White Fibre, or any white bag, ...50 pct and 1, 10's
Mikado (striped) .....40 pct
Sugar Bags, broad bottom, lb....06
Lion, 40 per cent and 1....1.10

Bluestone.

Barrels, per lb (5 bbls 5½c) .$0.05⅝

Bathbrick.

Bristol, 2 doz, per case (25 case lots 67½c) $0.70
Powdered, 20 1's, per case 1.15
Powdered, 40 ½'s, per case 1.25

CANDLES.

Adamantine.

Schneider's 10 oz. 20's.....$0.07
Schneider's 12 oz. 20's..... .08½
Schneider's 14 oz. 20's..... .09¼
Parafine, 20 1 lb. cakes...1.90
do, 5 bx. lots.....1.80
do 40 1 lb cakes.....3.80
do 5 bx lots.....3.66
do 100 1 lb cakes.....9.50
do 5 bx lots.....8.50
P. & G. Adamantine, 10 oz. 8¼
do 12 oz. 9¼
do 14 oz. 10½
Yacht Club Quartz Candles
20 sets 14 oz..... .10
40 sets 14 oz. ..... .09¾

Stearic.

Schneider's 14 oz 20's or 40' .12
Schneider's 16 oz 20's or 40's. .13½

Paraffine, Etc. Per lb.

4s, 6s, in cartons of 36-lb bxs..10¼
12s, in cartons of 36-lb bxs.....10¼
½-lb, in cartons of 25-lb bxs...10¼
1-lb, in cartons of 25-lb bxs....10¼
Colored 1c higher.
Beeswax, pure for churches.. 40
Do No 2..... 30
Do No. 3..... 25
Christmas, all sizes.....$ 8½
Do holders, ⅜ gross..... 65
Wax Tapers, ⅜ doz pkgs (⅜ gross 8.00)..... .65 75
Night Lights, German, on pap & wd, (doz 40)..... 65
Do French, on tin, doz.. ..... .50, .75, 1.10

Cordage.

Basis price: Manila 14½c. Sisal 9¾c (5,000 lbs ¼c, and 10,000 lbs ½c less.)

Egg Food.

Pratt's, 26-oz, 2 doz in cs....$2.25
Wellington's, 1-lb, 2 doz box.. 2.00

Fly Paper.



Fly-Net, Per case $2.60
Magnet, per case.....$2.50
Tanglefoot, per case..... 2.90
Tanglefoot Holders, per case of 50 ..... .75

Fruit Jars.

Mason's, pts, per gr..... 7.10
Mason's qts, per gr..... 7.80
Mason's, ½ gals 11.15

Fruit Jar Caps.

Porcelain, 6 doz to box, per bx 2.40

Fruit Jar Rubbers.

No. 1 white, per lb..... 50-60c
"Gold Seal," cartons, per gr.. .75
"Badgers," cartons, per gr.... .60

Hops.

No. 1, ¼ lb, 30-lb box, lb..... .28
No. 1, ½ lb, 30-lb box, lb..... .28
No. 1, 1 lb, 30-lb box, lb..... .28
Less than 30-lb boxes..... .29

Horseradish.

½-pts, 2 doz in box, doz..... 1.10
Pts, 1 doz in box, per doz.... 1.50
Qts, 1 doz in box, per doz..... 2.75
Bulk, per gal . ..... .75

Glue.

Le Page's, 1 oz, per doz..... .75
Le Page's, 2 oz, per doz..... 1.15
Le Page's ½-gill tins, per doz. 1.20
Le Page's, 1-gill tin, per doz.. 1.60
Standard, small, per doz..... .50

COLUMN 32.

EUREKA INSECT EXTERMINATOR.



Manufactured by
Jos. Pusch, 525 Front Street, San Francisco.

10c size, doz ..... .75
25c size, doz 1.75
60c size, doz 4.50
1.00 size, doz 8.00

Harmless to persons or animals; does not irritate the skin or injure the eyes.

MATCHES.

Metropltan, full count, per tin.$1.15
Universal, shrt count, pr tin .85-.90
Boys' block pap pkg, per doz .10
Swedish Safety, per gross..... .80
Swedish wind, 1 gross..... 85
Vulcan Parafine, 65s, ⅜ gross (50 gross 50c) .....50 .55
Japanese Safety, per gross..... .50
Squirrel Matches, 55s, per gross .48
Ship Safety Matches, la ge, gross .75
" " small, " .65

Diamond Match Co.'s.

Anchor, 200 . ..... 1.70
..Do 500s..... ..... 4.00
G. G., 60s..... 2.75
Red Top Safety 2.25
S. & C., Eastern Parlor, 80s.... 4.25
Press, 100s, 6-gross cs..... 4.75
Little Star, per cs..... 2.25
Search Light, 500s, large 1 gr.. 4.75
(Discount of 25c per case on 5 cs lots)

Paper, Wrapping.

Butter, White, ⅜ ream..... 20
Do Waxed ⅜ ream..... 25
Manilla, No. 2, roll, any sz. lb... 3½
Manilla, No. 1, rolls or reams, ⅜ lb..... 5
Straw, ⅜ ream..... 70
Do rolls any size, ⅜ lb.... 3¼
Drab, ⅜ ream..... 60
Do rolls any size, ⅜ lb.... 2½
Metropolitan White Fibre Rolls, per pound . 4

Paper, Toilet.

Columbia, in rolls, 7 oz, per cs of 100 . .....2.75
Royal, 100 rolls of 500 shts.....4.00
Pilot, 100 tablets of 500 shts..3.75
Golden Eagle, 100 tablets of 1,000 sheets 8.00

Polishes, Shoe.

Mason's.

Mason's Colt-Coron-Ide Per gross $1.70; per doz. 40c
Mason's Paste Stove Polish Per gross $4 70; ¼-gross $1 20
Mason's Challenge, per doz .... .40
Mason's Challenge, per gross 4.70
Challenge Shoe Dressing, small, per doz ... .. $ .75
" " large " " 1.50
Russett Comb'n. shoe Dressing small, per doz 75
" " large, " " 1.50
Black Comb'n Shoe Dressing small per doz .85
Patent Leather Polish, per doz .... .. .50
Mason's, No. 4 " .45
" " per gross 5.20
" No. 3 per doz ..... .35
" " per gross. 3.40
" No 2 per doz .30
" " per gross..... 3.00
" No. 1 per doz ..... .25
" " per gross . 2.50

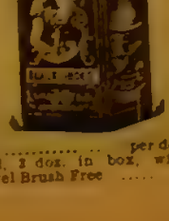
Scott & Gilbert Co.

Manufacturers.
214-216 Mission St., San Francisco



In 3 dozen cases per
Alaska Seal Oil.... 20 00
Top Notch 15 00
Russian 12 00
[illegible] 9 00

Bixby's.



Jet Oil ..... per doz. .85
Jet Oil, 3 doz. in box, with Marvel Brush Free 2.55

COLUMN 33.

BIXBY'S—Continued

Royal Polish per doz. .85
Royal Polish, 3 doz. in box, with 8 pkgs. 5c Carpet Tacks free 2.55
Shoe Satin, Small Comb, per doz .80
Shoe Satin Large Comb, per doz 1.25
No. 5, Shoe Satin Paste, per doz .40
No. 10, Shoe Satin Paste, p doz .85
Satinola, Small Comb .80
Satinola, Large Comb . 1.25
No. 5, Satinola Paste. 40
No. 10, Satinola Paste. 85
"BBB" Blacking Size M 3 dz. in box ..... } 1.25
½doz. paste free }
"BBB" Blacking, Size B, 3 doz. in box .... } 2.50
1 doz. paste free }

Polish, Stove.

Rising Sun, large pkg, ⅜ gross.6.25
Do 5-gross lots, ⅜ gross 6.00
Do Small pkg, ⅜ gross....4.25
Sun Paste, large, ¼ gross, per gross 8.00
Sun Paste, small, ¼ gross, per gross 5.00
Enameline, No. 4 tins, ⅜ gross.5.00
Do No 6 tins, ⅜ gross ... 8.25
Do Liquid, pt-tins, bx 3 doz.2.25



Small, 3 doz to cs, per cs $1.80
Large, 3 doz to cs, per cs. 2.50
(½ doz free with each case)

Polish, Metal.

Electro Silicon, 1 gr in case, per doz . ..... .80
Brilliantshine, ½ pts, per doz.. .90
Brilliantshine, pts, per doz 1.70
Brilliantshine, qts, per doz 3.10

U. S. Metal Polish.



POLISH

	Doz
Qts	$3.00
Pts	1.70
½ Pts	.90

PASTE

lb	$3.00
½ lb	1.75
4oz	.80

Barkeepers Friend powder gr $18.00

U. S. METALLIC POLISH PASTE is put up by a Practical Chemist; also in Liquid Form. Free from Acid or Grit. 20 years in the Markets of the World. **J. T. WILSON,** Pacific Coast Agt., 1770 15th St., S. F. For sale by all dealers Also the Barkeepers' Friend Cleaning Powder.

Rope.

Manila, 1¼-in. cordage ..... .16
Sisal, 1¼-in. cordage 10¼

Seeds.

Anis 10
Canary 6½
Caraway 8 10
Celery 15
Coriander 15
Cumin 11
Flax, ground 4
Flax, whole 3½
Hemp, sacks 4
Millet 4
Mustard 8
Poppy (Or aks 9¼) 10½
Rape, Cal 4
Bird gravel, 40 2s..... 2.00
Bird seed Mixed 4-lb. pkg.

Original sacks 1c less.

Sheep Dip.

Little's, 10½ gal tins (per gall) 65
Little's, 5 gal drums (per gal) 1 00
Smith's, 10 gal tins (per gal) 75
Smith's, 5 gal drums (per gal) 80

Twine.

Cotton, 4 ply, 100-lb bls, per lb 19
Do 3 ply 100-lb bl, per lb 19
Do 2 ply, per lb 44
Hemp, 8-oz balls, per 3-lb pkg.. 70
Do 4-oz balls, per 3-lb pkg 75
Do 2-oz balls, per 3-lb pkg
Sack 4 ply 12-lb pkgs per lb 23

Wax.

Fruit 25 1-lb pkgs. 30
Jap[illegible], per lb 25
Beeswax 35

Wax Strings.

12 in 10 per [illegible] .60
14 in 10 per [illegible] each 1.00

COLUMN 34.

COLUMN 35.

Department 20.

WOOD AND WILLOW WARE

AXE HANDLES.

Ex. 36-in., doz $2.25
No 1, 36-in., doz..... 1.75
No 2, 36-in., doz 1.25
No. 3, 36-in., doz..... 1.05
Ex. 38-in., doz 4.00
Ex. 40-in., doz 4.25

BASKETS.

	Per Doz.
Cal., Open, Spruce, No. 3..	.60
Cal., Open, Spruce, No. 4..	.60
Cal., Open, Spruce, No. 5..	.84
Cal., Satchel, Spruce, neat, 0-5	1.10
Cal., Satchel, Spruce, neat, 1-5	1.00
Cal., Satchel, Spruce, neat, 1-41	.71
German market, nest of 4	1.35
Clothes, Oval, Wil., No. 0.	6.50
Clothes, Oval, Wil., No. 1.	6.00
Clothes, Oval, Wil., No. 2.	7.50
Clothes, Oval, Wil., No. 3.	9.00
Clothes, Oval, Wil., nest 4..	3.17
Japanese Telescope, nest of 5 size 18x17x7.....	1.10
Same, size 20x17½x7	1.50
Same, size 24x15x10	2.00

BOWLS, WOODEN.

	Per Doz.
Maple, No 1, 11-inch.....	.75
Do No 2, 13-inch. ...	1.50
Do No 3, 15-inch.....	2.75
Do No. 4, 17-inch.....	4.25
Do No 5, 19-inch.....	6.75
Do No. 6, 21-inch.....	7.50
	Per nest.
Maple Nests, 3, 13, 15, 17-inch	.71
Same, 4, 13, 15, 17, 19-inch	1.20
Same, 5, 13 to 21-inch ..	1.81

BROOMS.

	Per Doz.
Patent Cap, No 1.....	3.80
Patent Cap, No 2.....	3.60
Patent Cap, No 3	3.30
Extra Patent, No. 1.....	2.85
Extra Patent, No 2.....	2.60
Extra Patent, No 3.....	2.40
Ladies' Pride, No. 1.....	2.85
Ladies' Pride, No. 2.....	2.60
Ladies' Pride, No. 3	2.40
Little Beauties	3.00
Ladies' Delight	2.80
Tox 2 strings	.90 1.75
Wisp 2 strings	.80 1.25

BRUSHES.

	Per Doz.
[illegible]	[illegible]
Scrubbing	.60 3.00
[illegible]	[illegible]

Shoe Brushes.

No 1, black tampico .. 1.10
No. 2, bristles 1.65
No 3, white bristles .. 1.75
No 4 bristles 2.00
No 5, white bristles 2.25
No 6 horse hair . 2.70
[illegible] [illegible]

Stove Brushes.

	Per Doz.
No 1 tampico handles	.90 $1.10
No 2 bristle handles	1.85
No 3 tampico handles	1.85
No 4 bristle handles	3.25

Ox Fibre Brushes.

	Per Doz.
Scrub T & B, 9x2¼ in face	.80
No Hub, 10x2¾ in face	2.00
No Magic 7½x2 in face	1.20
No Owl, 6¼x1½ in face	.85
No Cat 10¼x2¼ in face	1.50
No Rat 8½x2¼ in face	1.25
No Mouse 6¼x2¼ in face	1.00
No Alligator 10¼x2¾ in face	2.25
No Goose 9¾x2¾ in face	2.00
No Duck 6¼x2¾ in face	1.50
Stove Hustler 9¼x2¼ in face	2.25
Sink Bell 7½x2¼ in face	1.40
Sink Gone 8¼x3¾ in face	2.25
Horse Pointer 10x3¼ in face	3.00
Creamery Jersey 9x6 in face	3.25
Creamery Holstein, 9¼x [illegible]	[illegible]
[illegible]	[illegible]
Dust Peacock 10¼x4 in face	2.25
Hand Windsor 4¼x1¼ in face per gross	6.00
Whitewash Snowstorm, 9-in per doz	2.00
[illegible] 8-in per doz	1.75
[illegible] 7-in per doz	1.50

CAN OPENERS.

[illegible] per doz $0.75
Crown, per doz 1.75
[illegible] per doz 2.25

CARPET SWEEPERS.

[illegible] per doz 25.00 to 27.00
King, per doz 24.00

CREENE SAFES.

[illegible] $2.20
[illegible] 2.75
[illegible] 3.50
[illegible] 4.00

Clothes Line.

[illegible] $0.90
[illegible] 1.25
[illegible] .80
[illegible] 1.20
[illegible] 1.75
[illegible] 1.75
[illegible] 2.50
[illegible] 1.75
[illegible] 2.00
Wire Cord 75 feet per doz.. 1.00
Wire Cord 100 feet per doz . 2.75

COLUMN 36.

Clothes Line Pulleys.

Galv. Iron, per doz.....$0.60

CLOTHESPINS.

Common, per bx of 5 gross .65
U. S. Patent Spring, per gr .60

COFFEE MILLS.

Enterprise, Family, No. 1, doz.$2.50
Enterprise, Family, No. 2, doz. 3.50
Enterprise, counter, ea....5.50-35.00

CORKS.

Wine, pt size, per M.....$4.75
Wine, qt size, per M..... 5.25

Demijohns.

(Less 40-10-5 per cent discount.)
¼-gal., doz..$3.25 2-gal., doz..$10.50
½-gal., doz.. 4.50 3-gal., doz.. 13.50
1-gal., doz... 6.50 5-gal., doz.. 19.00

Dust Pans.

No. 1 Japan, doz..... .63
Covered, doz 1.05
Janitor, doz 2.25

Dusters.

China, fancy colored, doz.... .75
Standard Turkey, No. 10, doz.. 1.40
Standard Turkey, No. 12, doz.. .90
Standard Turkey, No. 14, doz.. 2.50
Standard Turkey, No. 16, doz.. 3.00
Standard Turkey, No. 18, doz.. 3.50

DOOR MATS, COCOA.

	Per Doz.
Light, No. 1, 14x24	4.00
Do No. 2, 16x27	5.50
Do No. 3, 18x30	7.25
Do No. 4, 20x33	9.00
Medium, No. 1, 14x25	5.25
Medium, No. 2, 16x27	6.75
Medium, No. 3, 18x30	8.50
Medium, No. 4, 20x33	10.25
Extra, No. 2, 16x27	9.50
Extra, No. 3, 18x30	12.50
Extra, No. 4, 20x33	15.00
Extra, No. 5, 22x36	18.00
Keystone Steel Mats	

Faucets.

Cork lined, No. 1, doz.....$0.60
Cork lined, No. 2, doz..... 75
Cork lined, No. 3, doz..... 90
Cork lined, No. 4, doz..... 1.25
Cork lined, No. 5, doz..... 1.50
Molasses Gates $0.25
Self-Measuring Faucets, each. 3.00
Syrup Pumps (Ent'rprise), ea. 5.75
Syrup Pumps with auger, ea.. 6.00

Ironing Boards.

4-ft., per doz..... 4.20
4½-ft., per doz..... 4.75
5-ft., per doz 5.25
5½-ft., per doz 5.75

LAMP CHIMNEYS.

XX Eureka Grade.
Eureka Crimp Top in Cartons.

	Per Doz.
No. O or E, 6 doz. in case	.75
No. 1 or A, 6 doz. in case	.75
No. 2 or B, 6 doz. in case.	.95

Eureka Electric.
In Cartons.

No. 2, 6 doz. in case, per doz. 1.00

Lantern Globes. per doz.
Packed 5 doz. in case.... .70

Eureka Rochester.

	Per Doz.
No. 1, 6 doz. in case	.85
No. 2, 6 doz. in case	1.05
No. 3, 6 doz. in case	2.10

Macbeath Pearl Top.

No. 1 or A, 6 doz. in case.	.85
No. 2 or B, 6 doz. in case.	1.05

La Bastie.
Heaviest and best in market.

	Per Doz.
No. A, plain bulk, 6 doz. in case	1.20
No B, plain bulk, 6 doz in case	1.50
No. A, crimp bulk, 6 doz. in case	1.30
No. B, crimp bulk, 6 doz. in case	1.60

Common Chimney.

	Per Doz.
No 0 or E, 6 doz. in case.	.40
No. 1 or A, 6 doz. in case..	.45
No. 2 or B, 6 doz. in case.	.55

Common Rochester.

No. 1, 6 doz. in case.....	.80
No. 2, 6 doz. in case.....	.90
No. 3, 3 doz. in case.....	2.00

Lamp Burners.

0 or E, per doz	$0.50
1 or A, per doz	60
2 or B, per doz..4	75
(Blaze fits 13 collar, takes E wick)	
Solar Burners, doz	1.50

LEMON SQUEEZERS.

Ball, per doz	$0.80
Glass, No. 1, per doz	50
Glass, No. 2 (for oranges) doz	85

MOPS AND HANDLES.

	Per Doz.
9-lb. Mops	1.20 and 1.50
12-lb Mops	1.60 and 2.00
Patent Mop Handles	1.00
Plain Mop Handles	.90

PAILS.

	Per Doz.
Wood, painted, 2 hoops	2.25
Wood, varnished, 2 hoops	2.25
White Cedar, 3 galv hoops	2.75
Fiver	3.50
Galvanized, 10 quarts	1.75
Galvanized, 12 quarts	2.0
Galvanized, 14 quarts	2.35

SHELF PAPER.

	Per gross.
Narrow, assorted colors.	.12
Wide, assorted colors....	.35

COLUMN 37.

TUBS.

White Cedar—No. 0, 13.00; No. 1, 10.50; No. 2, 9.00; No. 3, 8.00.

Painted or varnished—No. 0, 11.40; No. 1, 9.60; No. 2, 8.40; No. 3, 7.20.

Fiber—No. 0, 18.00; No. 1, 14.50; No. 2, 12.50; No. 3, 11.00.

Galvanized—No. 1, 5.60; No. 2, 6.20; No. 3, 7.20.

WASHBOARDS.

	Per Doz.
California, regular size	2.10
California, small	.90
Stag	2.75
Bronze	3.50
Good Enough	2.25
Anchor, single	1.90
Nameless	2.25
Peerless, double	3.50
North Star	3.50
North Star, protector	4.00
Crystal Glass	4.00
Misses	1.50
Toy	.90

WICKING.

	Grs.
Lamp, 0 or E, ⅝-in	$0.30
Lamp, 1 or A, ⅞-in	.40
Lamp, 2 or B, 1-in	.60
Lamp, 3 or D, 1½-in	.90
No. 1 Rochester	2.00
No. 2 Rochester	2.75
No. 3, Mammoth	9.25
Junior Rochester	1.50
Stoves, 3-in	1.80
Stoves, 3½-in.	2.25
Stoves, 4-in	2.50
Stoves, 4½-in	2.90
Stoves, 5-in	3.50

WRINGERS.

Wood Frame Novelty.
Two top screws; iron tub clamps.

	Per Doz.
No. 350, 10x1¾ in	30.00
No. 351, 11x1¾ in	36.00
No. 352, 12x1¾ in	42.00

One top screw; wooden top clamps.

No. 360, 10x1¾ in	31.00
No. 361, 11x1¾ in	36.00
No. 362, 12x1¾ in	42.00

Ball Bearing.

No. 380, 10x1¾ in	40.00

MISCELLANEOUS.

Barrels, paper, 100-lbs, ea. .80
Barrels, pa., 50 lbs ea.... .65
Barrel Covers, 17-in. (flour barrel size), per doz..... 1.80
Barrel Covers, 21-in (sugar barrel size), per doz..... 2.70
Basins, fiber, 12-in., pr dz. 2.25
Basins, fiber, 1½-in., per doz..... 2.50
Brownies, per doz....85, 1.15 1.35
Butter Ladles, plain, doz.... 45
Butter Ladles, clays, doz 85
Butter Spades, doz 40
Dishes, oval 1, 2 and 3-lb, per 1,000.....2.20, 2.30, 2.90
Dishes, wire end..... .....1.35, 1.80, 2.35, 2.85, 3.25
Egg Beaters, Dover..... 1.00
Lemon Squeezers, fiber, dz 1.25
Measures, fiber, 4 pcs 1.25
(Set pt., qt., ½ gal and funnel)
Lanterns, O Tubular, doz. 5.25
Lanterns, candle, frame, only doz. 1.00
Lantern Candle, with chimney, doz. 1.75
Lantern globes, in bbls. 70@95
Mouse Traps, 1 to 6 holes, doz., 6 holes..... .80
Traps, mouse, "Does-it-easy," doz. 25
Traps, rat, "Blizzard," doz.... 1.25
Nest Eggs, per doz..... 20
Oil Cans, 1 gal., cush., per doz 1.50-4.50
Oil Cans, 1 gal., galvanized Iron 2.00
Oil Cans, 5 gal., galvanized Iron 6.00
Potato Mashers, per doz. 45@75
Rolling Pins, per doz. 1.20 and 1.45
Spoons, wooden...30c, 37c .65
Step Ladders, each per ft ..... .17 .40
Tacks, steel, asstd, 2-oz, doz... 25
Tacks, Common, 2 oz., doz.. 8½
Tapers, gas, 30/17-in, stgs. doz 65
Tobacco Cutters, standard, ea 80
Toothpicks, per case, 110 box 2.25
Twine Holders, hanging, doz. 2.00
Twine Holders, counter, doz.. 3.10
Spittoons, fiber, 13-inch.. 6.00
Spittoons, fiber, 12-inch.. 4.75
Spittoons, fiber, 9-inch... 4.00
Whips ..... .90
Window Screens, 12-in., doz.. 1.52
Window Screens, 18-in., doz.. 2.09
Window Screens, 24-in., doz.. 2.51

STATIONERY.

Blank Books.

Counter, 48-leaf .....$	.50
Counter, 92-leaf	.75
Cap, Day & Ledger, per 100 pp	10@ .40
Full bound	50@ .75

Writing Paper.

	Ream.
Commercial Note, 5lb....	45@ .75
Commercial Note, 6lb...	50@ .90
Letter, 10 lb, ex.....	90@1.50
Cap, 12 lb, ex.....	1.08@1.80

COLUMN 38.

Envelopes.

	Per M
XX, 5-in.	1.00@1.50
XX, 6-in.	1.10@1.60
XXX, 10-in.	2.80
XX, 4-in., Baronial, cream or white	1.40@1.80
XX, 5-in., Baronial cream or white.....	1.60@2.00

Inks.

Scott & Gilbert Co.,
Manufacturers,
214-216 Mission Street, San Francisco

SUNSET BLUE BLACK



	gross
Cones, 3 dozen case	$4.50
2 oz. round studs 3 dz..	4 50
	doz.
4 oz. round studs, 3 dz.	75
½ pints, 2 doz case..	1 25
Pints, 2 doz. in case	2 00
Quarts, 1 doz. in case	3 50
	gal.
5 gallon kegs	70
10 gallon kegs	60
Barrels	50
Assorted colors.	doz.
1 oz, stands, any color	50
2 oz. stands, any color	75

BLACKSTONE MFG. CO.
1960 Howard St., S. P., Cal.



	Gross
Cones, 3 doz to cs	$3.75
2-oz., Rnd Cylndr, 3 doz to cs..	3.90
3-oz., Rnd Cylndr, 3 doz to cs..	5.75
4-oz., Rnd Cylndr, 3 doz to cs..	6.50
	Doz.
8-oz., Rnd Cylndr, 2 doz to cs.	1.15
16-oz., Rnd Cylndr, 1 doz to cs.	2.00
Full qts., Rnd Cylndr, 1 doz to cs	3.75

Above prices are for Jet Black, Blue Black, Green, Blue, Violet and Carmine Inks.
(Copying Inks 10 per cent additional.)

Miscellaneous.

Carter's or Sanford blk cylinder, gross	4.50
Sanford's, 4 oz., black cylinders, doz.	60
Sanford's ½ pt, doz	1.75@2.00
Sanford's pts, doz	3.00@4.50
Sanford's qts., doz.	5.00@7.50

Lead Pencils.

	Gross.
Plain cedar	60
Black polished	1.10
Cedar, rubber tip	1.00
Red polished, metal rubber tip	1.50@3.50
Carpenters'	1.75@2.25
Eagle Automatic, doz.. doz.	85@2.00 40@1.80



Mucilage

Scott & Gilbert Company
Mafrs., 214-216 Mission St
San Francisco, Cal.

SUNSET EXTRA HEAVY

	doz.
2 oz. cones, 3 doz. cs.	37½
3 oz. cones, 3 doz. cs.	75
¼ pints, 1 doz. case	2 00
Pints, 1 doz. in case	3 50
Quarts, 1 doz. in case	7 00
Gallons, ½ doz. ca e	20 00

Blackstone Mfg. Co.
1960 Howard St. S. P., Cal.

	Gross.
2-oz. Cones, 3 doz. to cs	$4.00
3-oz. cylndrs, 3 doz to cs	5.75
	Doz.
8-oz. round, 2 doz to cs	1.75
16-oz. round, 1 doz. to cs	3.00
Full qts., 1 doz. to cs	5.00

Bulk quotations (5, 10 and 30-gal.) on application.

Steel Pens.

	per gr. Gross.
Railroad, 1 gross in box	$0.40
Stub No. 413	40
Falcon	40
Bank	40
Easy Writer	50
Extra Fine	45
Elastic	45
Railroad Stub	40
Ladies' Falcon	40
School	40
Spencerian No. 1	85
Gillotts No. 404	50
Gilletts No. 303	1.00

COLUMN 39.

Department 22.

TOBACCO, CIGARS, SMOKERS' SUPPLIES, ETC.

AMERICAN TOBACCO CO.

Plug Tobacco.

Battle Ax, 16 oz, 3x12, 6 cuts, 12, 24 lb	40
Big Gun, 16 lb butts, 16 oz., 3x12, 6 cuts	45
Boot Jack, 6½ oz, 3x12, 8 cuts, 1, 4, 8 and 12 lb	84
Boot Jack, as above, 2-lb, fancy wooden boxes	84
Brandywine 4 to lb., 2¼x9, 3 cuts, 4 and 8 lb	48
Bullion, 16 oz, 3x12, 12 lb 6 to lb., 1x6, 20 lb	48 51
Burr Oak, 16 oz., 3 x 12 emb., 6 and 12 lb.	44
Climax, 16 oz, 2x12, 6 cuts, 6, 12 and 30 lb	46
Climax, 7 oz, 2x12, R & R 6 cuts. 7, 10½ and 21 lb.	49
Climax, 7 oz, 3x12, thin, 7 and 14 lb	49
Climax, 6 to lb, 2x3, Twin 4s. 4 lb boxes	51
Climax, 14 to lb, 1x3, Figs 4 lb boxes	55
Cross Bow, 14 oz, 3x12, 4 cuts 14 lb	39
Drummond Nat., 5½ oz. 3x12, 3 cuts, 5, 8, and 12 lb	65
Five Brothers, 4 oz, 3x6, 2 cuts, 4 and 8 lb	67
Gold Rope 7 to lb. 3, 6, 12 lb.	58
Gold Rope 14 to lb. 4, 8 lb	60
Good Luck, 8 oz, 3x6, 10 lb.	46
Granger Twist, 12 and 15 lb pails	46
Horse Shoe, 16 oz, 3x12, 6 cuts, 8, 12 and 24 lb	45
J. T., 7 oz, R & R, 2x6, 2 cuts, 10½ and 21 lb	40
J T., 7 oz. Smo. 2x6, 2 cuts, 10½ and 21 lb.	40
J. T., 14 oz, Smo. 3x12, 4 cuts, 10½ and 21 lb. R & R	40
Newsboy, 5 to lb, 2¼x4½, 8, 16 and 24-lbs	43
Nobby Spun Roll, 7 to lb, 1⅝x3½, 3, 6 and 12 lb	59
Old Honesty, 15 oz, 3x12, 6 cuts, 7½, 15 and 30 lb	45
Old Kentucky, 6 to lb, R. & R., 8, 16½ and 25 lb..	49
Old Peach and Honey, 6 to lb. 8 lb. butts	49
Out of Sight, 12 and 24-lb. butts, 12 oz., 3x12, 3 cuts.	36
Piper Heidsieck, 5⅓ oz, 2⅜x8, 3 cuts, 4, 7, 14 lb	71
Red Cross, 16 oz, 3x12, 4 cuts 12 and 24 butts	
Red Ribbon Twist, 10 to lb, 6 inch, 8 lb packs, 16 lb ½ bbls	41
6 for 10, 10¾ oz, 3x12, 3 cuts, 24 lb	36
Saw Log, 16 oz, 2x12, 6 cuts. 24 lb	47
Saw Log, 32 oz, 3x12, 12 cuts, 32 and 48 lb	47
Something Good, 5½ to lb, 2x4 9, 18 lb	46
Spear Head 16 oz, 2x12, 6 cuts, 6, 18 and 30 lb.	46
Spear Head, 7 oz. 2x12, 6 cuts, 7, 10½ and 21 lb	49
Standard Navy, 14 oz, 3x12, 4 cuts, 14 and 28 lb.	39
Star, 16 oz, 3x12, 6 cuts, 12, 24 and 52 lb	46
Weissinger's Special, 5 1-3 oz., 3 x 12 emb, 2, 6, 12 lb.	65
W. N. T. Nat. Leaf, 6 and 12 lbs., bxs., 5½ ozs., 3x12....	59

Smoking Tobacco.

(5-lb Cartons, 25 and 30-lb cases.)

Seal of N. C., 1⅝ oz, foil	$0.68
Seal of N. C., 3½ oz, foil	.62
Seal of N. C., 8 oz, foil	.59
Seal of N. C., 16 oz, foil	.59
Old Gold, 1⅝ oz, foil or pouch	.70
Old English curve cut, 1⅝ oz	.74
Old English curve cut, 3½ oz (In curved tins.)	.74
Pedro, 2½ oz, foil	.49
Pedro, 2½ oz, pouch	.51
Pedro, 2½ oz, assorted	.50
Pedro, 16 oz, tin canisters	.52
Dixie Queen, 1⅝ oz, foil	.40
Dixie Queen, 16 oz, tin canisters, 6-lb cartons, 24-lb cas	.43
Duke's Mixture, 1⅝-oz sack..	39
Arlington, 1⅝ oz, foil	.65
Cross Cut, 1⅝ oz, foil	.60
Duke's Cameo, 1⅝ oz	.42
Duke's Cameo, 2½ oz, foil	.45
Melrose, 1⅝ oz, foil	.65
Fragrant Vanity Fair, 1⅝ oz, foil	.95
Red Indian Plug Cut, 1⅝ oz and 3½ oz, foil	.42
Red Indian Plug Cut, 16-oz pails	.44
Fashion, 1⅝ oz	.41
Fashion, 16-oz pails	.44
Bull Durham, 1 oz	.66
Bull Durham, 1⅝ oz	.66
Bull Durham, 3½ oz	.60
Bull Durham, 8 oz	.58
Bull Durham, 16 oz	.58
Pick Leaf, gran, 1 oz, 25-lb cs	.00
Corn Cake, gran, 1-lb bags, 25-lb cases, per lb	.23
Echo Plug Cut, 1⅝ oz	.48
Red Bell, 1⅝ oz	.42

COLUMN 40.

Red Bell, 16-oz pails	.43
Oriental Mixture, 3½-oz tin..	1.00
Imperial Mixture, 2½-oz tin.	1.00
Plum, 1⅝ oz, foil	1.20
Three Kings Mixture, 3½-oz tins	.62
Monte Cristo Mixture, 3½-oz tins	1.35
Yale Mixture, 1-oz tin	1.50
Yale Mixture, 1⅝-oz tin	1 35
Yale Mixture, 3½-oz tin	1.60
Honey Dip Twist, 10 to lb	1.55
Master Workman, 10-oz plug, smoking	.45
Old Virginia Plug, smoking, 5 oz, 10½ lb., 6x5	.47 .42

Fine Cut Chewing.

Hiawatha, 1 oz	.58
Hiawatha, 10-lb bulk, bright or dark	.56
Hiawatha, b'ght or d'k, 1-lb tins, 5-lb. pails	.58
Sweet Cuba, b'ght or d'k, 1-lb tins, 5-lb. pails	.44

Cigarettes.

Fragrant Vanity Fair	$4 08
Duke's Cameo	4.08
Sweet Caporal	4.08
Virginia Brights	4 08
Old Dominion	8.98
Pets (foil packages)	6.52
Richmond Straight Cuts	6.62
Turkish Trophies	7.75
Egyptian Deities, No. 1, 10s	21.50
Egyptian Deities, No. 3, 10s	$18.36, 19.33
Mogul	11.32

Cheroots, Etc.

Old Virginia Cheroots, 3's	12.50
Old Virginia Cheroots, 5's	14.00
Between the Acts Little Cigars, 10's, tin and paper	8.50
Bengal Little Cigars, 10's	7.50
Royal Bengal, 10 in pkg	12.00
Van Bibber Little Cigars	17.50
Sub Rosa Cigarros, 10s, per 1,000	4.10
Florodora	12.50

Cigarette Papers.

Vanity Fair, 50 pkgs in box..	1.05
Wheat Straw, 50 pkgs in box.	1.25
Wheat Straw, 100 pkgs in box	2.50
Wild Oats, 40 pkgs in box	.90
Red Seal, 50 pkgs in box	.25
Corn Husk, 50 pkgs in box..	1.15
Corn Husk, 100 pkgs in box..	2.30
Interlock, 50	1.15
" 100	2.25

THE HILSON CO.

Hoffmann House Little Cigars, 10 in package, 250 in carton	$7.50
Hoffmann House Magnums, 10 package, 100 in carton	12.00
Hoffmann House Petit Duc, 10 in package, 100 in cart'n	15.00
Hoffmann House Cavaliers, 10 in package, 100 in cart'n	18.50

J. B. PACE TOBACCO CO.

Scroll Tag, twist, 6 to lb	.66
Scroll Tag, 10 oz	.66
Mastiff Plug Cut, 1⅝ oz	.67½
Mastiff Plug Cut, 3½ oz	.65½
Mastiff Plug Cut, 10 oz	.52

AMERICAN SNUFF CO.

French Rappee, 1⅝ oz, pr dz.	.96
French Rappee, 3½ oz, pr dz.	1.80
French Rappee, 16-oz jars, per lb	.65
Maccaboy, 1⅝ oz, per doz	.96
Maccaboy, 3½ oz, per doz	1.80
Maccaboy, 16-oz jars, per lb.	.60
Irish High Toast, 16-oz. jars, per lb	.57
Scotch Lilienthal's, in bladders	.60

CIGARS.

Porto Rico Cigar Co.

El Primero, Forziano Porto Rico	30.00
El Manifesto, Invincible Roosevelt Porto Rico	87.50

PIPES.

	Per Doz.
Cobs, Hot Shot, 3 doz	$0.25
Cobs, Gem, 3 doz	.25
Cobs, No. 3, 3 doz	.50
Brier, W. P. & Co., Assorted, 3 doz	2.00
Brier, Display Stands, 1 doz	2.00
Brier, Showcase Assortment, 3 doz	6.00
Pipe Mounts, 1 doz	.75
Cherry Stems, 2½x6 in	2.00
Cherry Stems, 2d 2½x6 in	.85
Clay Pipes, T. D., 1½ gross per box	1.25
	Per Box.
Clay Pipes, Woodstock, 1½ gr., per box	1.25
Uncle Sam Cob Pipe, 3 doz box	1.00
Eclipse Patent Cob Pipe, 3 doz. box	2.25
Climax Cob Pipe, 3 doz. box	2.25
Jewel Cob Pipe, 3 doz. box	.90
Dewey Cob Pipe, 3 doz. box	2.50
No. 19 Cob Pipes, 1 doz box	2.00



Machinery for Cleaning Wheat.



Drying Wheat Preparatory to Shredding.

(Continued from Page 11.)

science. Nature's greatest wonder is supplying the world with Nature's greatest food product.

The Whole Wheat Shredded.

Into this temple of cleanliness and beauty there pours every day a constant stream of golden wheat, which emerges in the form of Shredded Wheat Biscuit and Triscuit—over a million and a quarter of these per day. The grain is carried to the top of the building to the cleaning room, where it passes through ingenious devices that remove from it every particle of dust, sand, chaff, rock, cockle and other foreign substances, dropping it clean and pure into tanks of sterilized water.

There are twenty-two of these machines for cleaning the wheat, and each has a particular work to do.

One of them, called a "stoner," removes all the little stones that get mixed up with the wheat. It is a most ingenuous mechanism that utilizes the principle of gravity in separating the stones from the wheat.

Another takes out the "wild oat," another removes the wild mustard seed, another takes out the cockle, others collect the dust, straw, chaff and other foreign substances.

After washing, the wheat is cooked for thirty minutes by live steam in cylindrical wire sieves. The swelled and softened kernels are then spread on clean cloths and exposed to cool air for fourteen hours, being turned from time to time with paddles until ready to feed into the hoppers of the great shredding machines, each 88 feet long and consisting of 36 pairs of corrugated rollers.

The wheat kernels are caught between these rollers and drawn out into fine porous shreds which drop upon an endless chain, laying layer upon layer until the thickness of a Biscuit is formed, when the long band of white filaments is brought to a cutting device which separates them into oblong cakes, and drops them into a pan holding 48 Biscuits.

The pan of Biscuits is then placed in the arms of a large drum, shaped like a Ferris wheel, which revolves in an immense oven until the Biscuits are baked. They are then passed through a second oven which thoroughly dries the interior of the Biscuit, completing the baking process.

The Biscuits are then conveyed in large pan-racks to packing tables, where they are placed in cartons. These in turn are placed on an endless belt which carries them to a machine, a marvel of ingenuity, almost human in its operation. This machine turns back the flaps of the carton, glues them, pasts a strip of paper over the joint and delivers it sealed ready for packing in wooden cases.

A Whole Wheat Cracker.

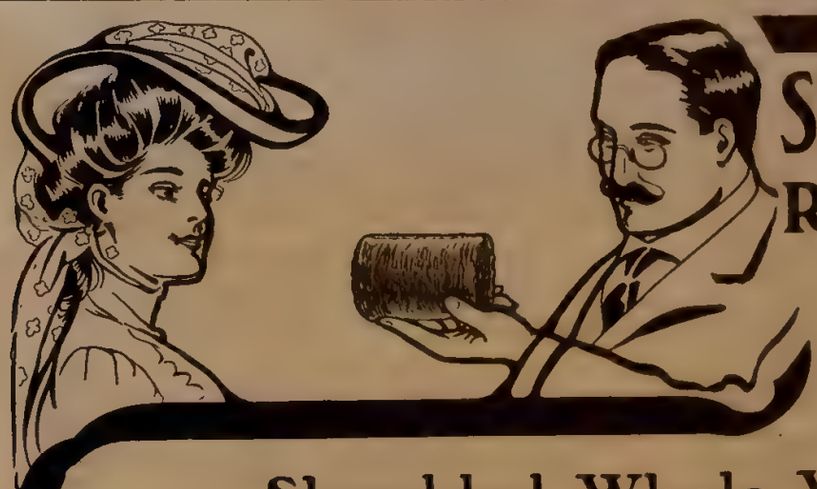
"Triscuit" is Shredded Whole Wheat compressed into a cracker or wafer and cooked by electricity in a specially devised machine so interesting and wonderful in its operation that it has attracted the attention of electricians from all over the world. It consists of a series of moving "waffle-irons" which



A Group of Shredders in Operation.



Electric Ovens for Baking Triscuit.



SHREDDED WHEAT
RECOMMENDATION

You should be more than willing to recommend

Shredded Whole Wheat Biscuit
and Triscuit

to your customers. In the first place, they will like the Shredded Whole Wheat products and find that they represent the ideal food with the maximum amount of nutrition; and the second place, you will be doing yourself a good turn as well as your customers. It always pays to recommend a good thing—particularly when there is a satisfactory profit in it for you.

The Shredded Whole Wheat products pay you a good profit, and keep on paying it constantly, as they are not a fad, but a staple—people who once try them, keep on trying them.

There's no food on the market which is better advertised. This means that the demand is permanent as well as strong.

It will be good business for you to speak a good word for Shredded Whole Wheat to those unacquainted with its merits.

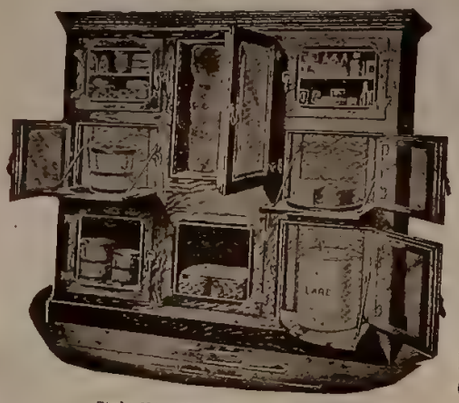
THE NATURAL FOOD COMPANY
Niagara Falls, N. Y.

GC

If your Refrigerator does not keep butter perfectly, you are losing more in a single season on this account than a new

McCray Refrigerator

will cost.



Style No. 410. Grocers' Refrigerator.

The McCray Patent System of Refrigeration is the only system that positively insures perfect circulation of pure, cold air, absolutely dry and odorless.

Unequaled for Economy of Ice.

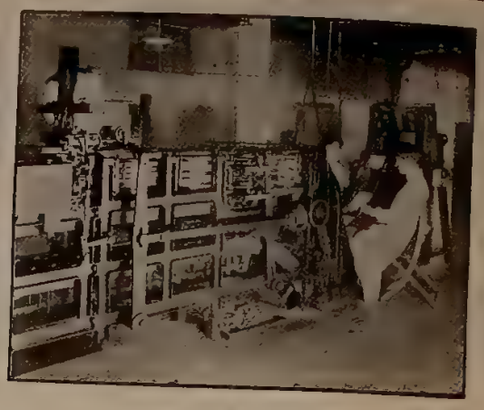
The McCray is Sold Entirely on its Merits.

McCray Refrigerators are Guaranteed.

Your name and address written on the margin of this ad. and mailed to us will bring you our Catalogue No. 63, containing full description of Refrigerators of many styles for the Grocer.

SOLD ON EASY PAYMENTS.

BECK - WAKEFIELD COMPANY
GENERAL AGENTS
122 Market Street, San Francisco, Cal.



Sealing Machinery.



Cailler's Croquettes retail at 5, 10, 25 and 50c

MORE Cailler's GENUINE SWISS MILK CHOCOLATE Is consumed in the United States to-day, than the combined export product of any three European Chocolate manufacturers now on sale in this country. Even more surprising is the fact that we are unable to fill orders for many of the most popular packages. To meet the constantly growing demand for **Cailler's Chocolates**, F. L. CAILLER LTD. are rushing to completion their mammoth new factory, costing over two million (2,000,000) francs.

CAILLER'S SWISS MILK CHOCOLATE

is made of the finest cocoa beans, cream and sugar. It has an inimitable flavor, is smooth, rich and specially recommended by the highest medical authorities as the best for children, invalids and athletes, etc.

Write for Sample and Price List to

SPOHN-PATRICK COMPANY SOLE AGENTS 16-22 Front St., S. F.

serve to compress and indent the cracker while the electric current supplied to each "waffle-iron" cooks it.

Wonderful as all this process is, it isn't half so wonderful as shredded whole wheat itself.

That the process is an impressive revelation to most people is shown by the crowds that daily visit the Company's exhibition plants — miniature shredding plants—which are sent from city to city in this country, and in Europe. After inspecting one of these exhibition plants in Tottenham Court-Road the London editors described the process of shredding the wheat and declared that it remained for the Yankees to discover how to make "bread without flour."

Whole Wheat a Perfect Food.

It is cooked whole wheat, drawn out into fine, porous filmy "shreds," formed into a biscuit and baked in great ovens.

Why is the cooked wheat drawn into "shreds" before baking?

Of course there's a reason for it.

Science long ago established the fact that wheat is the one perfect, complete food given to man, that it contains all the elements necessary for the perfect nourishment of the human body—for the making of brain, brawn, bone and tissue. In the making of modern white flour nearly all these elements are discarded, thus robbing man of his true "staff of life"—the whole wheat.

But it is one thing to supply all these elements in the proportions needed by the human body and quite another thing to present them in such a form that they may be easily and quickly appropriated by the most delicate stomach. In the Shredded Whole Wheat products they are prepared in such a way that the stomach may easily take up all the strength giving properties stored in the whole wheat kernel. The countless shreds of filaments are not only very porous, quickly absorbing the saliva and gastric juices, but they expose a vast surface to the action of the digestive fluids making them easily assimilated.

THE BEST GROCERS MEDIUM.

San Francisco, Cal., March 5, 1905.

My Dear Mr. Powers—I consider the Advocate the best grocers' medium on the Coast. I attribute the success of one of our best manufacturers' agents mainly to its efforts.

Yours truly,

NEAL HARRIS.

A SCIENTIFIC FOOD.

The kernel of wheat contains within itself the necessary elements for the building up and sustenance of bone, brain and brawn. In the milling of the wheat many essentials are sacrificed to securing a white flour.

The National Food Company uses every portion of the grain of wheat in making its "Shredded Wheat Biscuit" and "Triscuit." The scientifically prepared foods are made of the whole wheat and nothing else. They possess peculiar food values, and at the same time can be served in many delicious and appetizing ways.

WANT THEIR CRACKERS.

St. Louis—The Retail Grocers' Association has decided to fight the cracker packers who persist in putting chunks of pasteboard into their cakes and crackers. The grocers have been paying cracker prices for pasteboard for the last twenty years. They are now thoroughly wakened up to the way they have been robbed in the past and now it is to be no pasteboard or no crackers. The grocers even insist that they will start a cracker factory of their own if they cannot get justice from the established companies.

ROCHDALERS FEEL PROUD.

San Diego—At a meeting of the Rochdale Company of this city, the president explained that the store was on a paying basis, and that the need of the hour was that the members should loyally give the trade to the store. Strong resolutions of appreciation to Manager Frederick Rapson were unanimously adopted.



Luncheon Service for Visitors in the Foyer.



General View of Lavatories.



Tabbard Inn Library.

LASH'S
KIDNEY & LIVER
BITTERS
CURES DYSPEPSIA.

HAVE YOU NOTICED
all these Signs around Town?



It shows that most of the Grocers keep what people ask for—WUNDER BEER
If YOU don't, wake up phone to our bottling works and they will send their man to see you.
Phone South 1095

Ahrens, Pein & Bullwinkel
WHOLESALE
Liquor Merchants
620 Post St., bet. Taylor & Jones
Sole Proprietors



Royal Stag Bourbon and Rye.
Old Pal Kentucky Bourbon.
Celebrated Chief Tonic.
Hiawatha Bitters.
Chief Bitters.
Diamond Star Rye and Bourbon.
Tiliawood Bourbon.
Importers
Slater V. O. Scotch Whiskey, Scotland.
Thrope & Co.
Mermaid Old Tom Gin, London.
P. Van der Kamp
Fine Old Wood Cock Gin, Holland.
Maurailla Freres Cognac, France.

MONEY-WEIGHT SCALES
Pay for themselves in
Less than a Year.
Sold on Easy Monthly Payments
PIERCE & CO.
Flood Bldg. (8th Floor) Market & Powell



J. F. Cutter Whiskey
IS THE BEST SELLER FOR THE RETAILER ON THE MARKET
E. Martin & Co.
Sole Agents
54 FIRST STREET
San Francisco

DENOUNCES MENZIES.

Eastern Criticism of the Local Enemy of Grocers' Associations.

The "New England Grocer," a valuable trade journal, realizes that the "Grocer and Country Merchant" has only a handful of grocery subscribers, but still devotes the following space to denouncing one of the illogical and violent tirades against association work, of which Mr. Menzies is so fond:

"The 'San Francisco Grocer,' the advocate of trading stamps and the opponent of grocers' organizations—believes the fight against the premium business has 'neither common sense nor consistency.'

"That's what the grocers think of most of the California dyspeptic's editorial utterances.

"With calm assurance he declares that the grocers' associations 'do not know what they want.'

"Does he?

"We trow not.

"He declares that the offering of premiums consisting of goods 'not handled by grocers' is one that in no way concerns the grocers.

"Ignorance, crass ignorance this. There isn't one article in the premium list of these big concerns but is handled and sold by scores of country merchants—grocers—in New England.

"He believes that the premium system is overdone, 'and the more it is overdone the sooner it will come to an end.'

"His remedy?

"Why, to quietly welcome those extravagant developments.' The more overdone the sooner they will cease.

"The more crime the sooner it will cease. Don't enact laws to suppress crime, but 'quietly welcome' murder and crime.

"That's logic for you!

"The publisher of such an insignificant sheet—so out of tune with modern trade conditions—only makes himself ridiculous when he declares progressive trade movements as 'without merit or value.'

"Know thyself."

ROBBED IN WEIGHT.

The fight of the "Interstate Grocer" of St. Louis against short weight and measure is producing much good in the Middle West and many of the grocers are now weighing, measuring and counting their goods.

John M. Moultie of Collinsville, Ill., wrote the "Interstate Grocer" that he had found two chests of tea to be each five pounds short. The shortage amounted to $2.85 on an investment of $25.

L. F. Padburg, president of the St. Louis Retail Grocers' Association and vice-presdent of the National Grocers' Association, found that a 6-lb. can of cakes which cost him 16c per lb. was 10 oz. short. This meant a loss to him of 1½c per lb. to which we has refused to submit.

G. Wolf of 1715 Franklin avenue, St. Louis, found 11 oz. of cardboard in a can of crackers. The manager of the cracker company told Mr. Wilson to deduct it from his next bill.

Warner, Whitsel & Co. of Covina, Cal., write to the same paper: "In the line of provisions, pickles, crackers, vinegar and molasses we find it necessary to be constantly on our guard."

Association, 18 months ago, had a membership of less than 100 and Associations in only 11 towns. They have now an aggregate membership of nearly 4000 and 53 Associations. They secured the abolishment of the merchants' tax, which has been in vogue for 22 years. In this way they saved all the merchants of the State from $1 to $50 apiece.

Chicago, Ill.—The president of the Chicago Grocers' Association appeals to the members to stand together and do away with cereals containing premium coupons. Among other things he says "I do not understand why the merchants do not take off their coats and fight this premium evil to a standstill. There is not a man who has the confidence of his customers but who can sell them a package of Quaker Oats or some other product as well as Mothers Oats, when they look for it. If the retail dealer does this, then we can easily win out."

Michigan—Since the last State Convention 6 new Associations have been formed.

Birmingham, Eng.—The grocers are denouncing the soap manufacturers who give premiums with their goods.

AN ARTICLE THAT PLEASES.

Now that the picnic season is in full swing the wide-awake grocer will not fail to have a supply of light, appetizing articles suitable for lunches.

Some of the best and most popular of these are the "White Label" Queen Olives and the Pim-Olas of the Seville Packing Company. They make a splendid addition to every lunch basket, making it more attractive and pleasing.

Besides they give the grocer a good profit, and give a charm to his store when properly displayed.

GROCERY ADVERTISING
A comprehensive, practical Text-book for Grocers.

Chapters on how to prepare advertising copy and the how, when and where of advertising; Display and how to secure attractive effects, including ninety different typespecimens, borders, etc.; Proof-reading, showing and explaining all the marks used; Illustrations; Mediums; Store papers; Mail Orders; Window Dressing, etc.

Also the details of thirty unique business-booming schemes — a batch of over 100 ideas for show cards — special price arguments, cash arguments, etc.

The foregoing is but introductory to the main part of the book which is taken up by copy for over 200 newspaper ads., each one full of suggestions and bright ideas for interesting talks about all kinds of groceries, all arranged according to departments, and showing effective forms of display.

200 ADS. FOR $1.00

This book is worth $5 00 to any grocer — worth $25 to some. It was published at $2, at which price a great many have been sold. During the next month a copy will be sent postpaid to any address on receipt of a one dollar bill (no checks).

Address:

W. ARTHUR LYDIATT, Publisher,
Toronto, Canada.

Descriptive circular, telling what purchasers think of Grocery Advertising, sent free on request.

RAINIER BEER

Popular! Why?

Because it is really good.

Only Choice Materials
Used in its Manufacture.

JOHN RAPP & SON, AGENTS
Phone South 473.

Groeery Markets.

Commercial Outlook of the Western World as shown by Present Conditions.

Office of the ADVOCATE.
Thursday Afternoon.

ADVANCES.

Jersey Lily Lard, ¼c per lb.
Gillett's Saffran, per lb. to $17.50.
Coriander seed, to 12½ cents.
Ground flaxseed, to 3 cents.
Whole flaxseed, to 3¼ cents.
Dried apricots are higher.

DECLINES.

Whole green peas, to 3 cents.
Small white beans, to $3.65.
Pink beans, to $3.70.
Atlas oats, to $3.30; 5 case lots to $3.20.

AGAIN IN MARKET.

Holbrook's sauce, qts., at $7.25.
Pio Moro oil, gals., at $1.90; ½ gals., $1.95.

NEW IN MARKET.

Twenty Mule Borax Soap, per case, at $4.00; 5 case lots, at $3.95; 10 case lots at $3.90; Twenty Mule Team Soap Chips, 12 3 lb. cartons, per case, at $2.50. Twenty Mule Team Boraxa, 25 ¾ lb. tins, per case, at $4.50.

SCARCE.

Palo Alto White Figs, ½s.
Fard Dates.

CALIFORNIA CROP BULLETINS.

The U. S. Weather Bureau reports:

"The frosts of the preceding week caused very slight damage to deciduous fruits and grapes and none to citrus fruits. The yield of wheat, oats and barley will be the largest for several years, especially in the south. There will be some shortage in deciduous fruits, because of the continued rains in February and March, but the yield of most varieties will be fully average. Blight is causing some injury to peaches in Fresno. A small gray beetle has attacked the vineyards of San Bernardino."

SUGAR.

The market is strong.

MOLASSES.

New York, April 4.—N. W. Taussig & Co. report:

"The tendency of the molasses market is toward high prices since the West India crops are relatively small as against previous years. Advances have already taken place throughout the entire island of several cents per gallon on all grades."

MAPLE SUGAR.

Bellefontaine, O., March 27.—F. N. Johnson & Co. report:

"The maple season in Central Ohio is over. There was hardly half the crop of last season and last season's crop was not over 75 per cent of a full crop. The weather in the northern counties has been very unseasonable, also. The crop over Ohio will not be over 50 per cent as large as last spring."

St. Johnsbury, Vt., March 30.—Cary Maple Sugar Company report:

"Up to the present time, we have had no really good sap weather this season. In 1902, the season opened March 9th, and we averaged about 2¼ pounds to a tree. In 1903, the season opened March 10th and closed April 10th. The crop was 1½ pounds to a tree. In 1904, the season opened March 24th and closed April 23d. We had a crop of 2¾ pounds to a tree, the largest since 1893. The production to the present time has been insignificant, being about 1-3 of a pound to a tree."

COFFEE MARKET.

New York, April 3.—Volney, Green & Son report:

"The market is ruling firm and there has been a good jobbing demand. Mild varieties are very steady. Bogotas, Marabaibos, Guatemalas and washed Caracas are in fair demand. Caracas has become scarce, as the bulk of the crop has been marketed in Europe. Mochas are firm and unchanged."

New York, April 1.—Henry Nordlinger & Co. report:

"The soundness of the position of coffee is becoming more apparent as the crop season nears a close. The receipts of Rio were about 260,000 bags less during the past nine months than during the corresponding nine months last year. We regard the deficiency in the receipts of other kinds of coffee as about 860,000 bags during the same period. This makes about 1,120,000 bags less than last year for that time. We estimate a reduction in the available supply of about 1,400,000 bags in the rest of the crop season."

TEA MARKET.

Tea stays in a rut. Only the opening of the Japan markets will pull it out—or some important event in the war. Stocks of Japans in this country seem to be ample for the requirements, but prices hold firm on higher grades.

RICE.

M. Phillips & Co. say:

"The rice situation remains the same as in our last reports."

SPICE MARKET.

New York, March 31.—McCormick & Co. report:

Pepper—Spot supplies of all grades are smaller than ever. We would not be surprised to see high values in the near future.

Caraway Seed—The market continues firm, with indications of higher values.

Gum Camphor—Is very firm in price, with indications of an advance at any time. Buyers will do well to anticipate their wants.

SULPHUR.

Sulphur in the Eastern market has a higher tendency. Most of the local sulphur is produced in Nevada or shipped here from Japan and sublimed in this State. The market is firm, as conditions in Japan may warrant price changes at any time.

DRIED FRUITS.

Locally conditions are more healthy than they have been for some seasons. There are not more than twelve cars of peaches and ten cars of apricots on the Coast. These will all go into consumption before new goods come in. Pears are also well cleaned up.

Prunes—There are about 350 cars in this market now. This is much less than the carry over of last year. The market is weak, however. Dried fruit men insist that the consumption of prunes has fallen off. They lay this to two causes; first, that such an enormous quantity of cheap and miserable stock is forced on the market; second, because retail grocers ask such large prices for good prunes.

California will probably have an enormous crop of prunes this year.

Vancouver, Wash.—It is now generally believed that Clark county will have a three-fourths crop this year. While there has been some damage from frosts, reports from the heaviest prune bearing districts indicate a large crop.

Albany, Or.—A full yield of prunes is now assured for the Willamette Valley. The trees were in bloom a month earlier than usual and the fruit should be large and of fine quality. Local prune dealers anticipate good prices since last year's crop is all cleaned up.

Raisins—There is only about 7000 tons of raisins on hand this year, as against from 20,000 to 25,000 tons at this time last year. The jobbers all over the country are carrying only light stocks. Yet the situation is not strong and it is very hard to mass goods except at a sacrifice. The chief reason is that there is a general feeling that the Fresno growers have not yet lost enough money to teach them sense. To this is added the probability of a very large crop.

The growers meet Saturday, when the fact will be developed as to whether an association will be formed or not. Only 11,000 acres had been signed up to Monday and at least 35,000 acres are needed to give the association control of half the crop.

DATES.

New York, April 1.—Hills Bros. Co. report:

"From letters received from London today we gather that the present stock is estimated at 40,000 pounds less than at the same time last year. The quantity available for export has been greatly reduced. Local spot stocks remain unchanged, but sooner or later must be influenced by the strong position abroad."

PEANUTS.

Petersburg, Va., March 31.—E. H. Hartley & Bro. report:

"From the best and most reliable information we should say that not over 3 per cent of Spanish peanuts remain in farmers' hands. Such a condition has not been known in ten years. We think that the trade will realize this fact in the next thirty or sixty days, which, of course, would cause a decided advance."

OLIVE MARKET.

New York, April 3.—Marc M. Michael, president of the Seville Packing Company, says:

Queen Olives—Not much inquiry for Queens. Market is firm, with advancing tendencies. Small fruit is scarce and in good demand.

Manzanillas Olives—In good demand, prices firm. Bottling trade is unusually active, materially reducing stock of bulk fruit.

Nicelle Olive Oil—This brand is growing in popular favor.

CANNED PINEAPPLE.

Baltimore, March 31.—H. H. Taylor & Co. report:

"New prices are out on pineapple at somewhat higher figures than last year. This is due particularly to the sharp advance of sugar, which enters largely in the course of high-grade pineapple packing."

CANNED SALMON.

It is expected that Chinook salmon prices will be announced to the trade

Old Kentucky Distillery

INCORPORATED



LOUISVILLE, KY.

PACIFIC COAST BRANCH
228 Front Street
SAN FRANCISCO, CAL.

"KENTUCKY DEW"

Western Meat Company

SAN FRANCISCO, U. S. A.

Packers and Exporters of U. S. Government Inspected Products



"Eastern Star" and "Monarch"
Hams and Bacon
"Golden Gate" Leaf Lard
"Arrow" Lard Compound
"Golden Gate" Brand Canned Meats
Barreled Beef and Pork.

Correspondence Solicited.

TOMATOES--Pack 1904 MAPLE SHADE BRAND.

Send in Your Trial order for some of our Solid Pack, also our Solid Pack with Peppers.
We guarantee our prices all right.

PENNELL-SUYDAM CO.
WHOLESALE GROCERS
14-16 Spear Street, San Francisco.
Tel. Main 5396.

shortly. Packing begins on the Columbia River this Saturday.

Seattle.—The "Trade Register" says: "New York jobbers figure on sockeye opening at $1.20 for tails and $1.30 for flats, but Coast interests figure on not lower than $1.25 for tails and the holding over of part of this year's pack to keep up prices and care for the short year lack of profits. Future sockeye, subject to approval of price, have sold freely in Eastern markets."

Seattle, April 4.—The entire holding of red salmon belonging to the defunct Pacific Packing and Navigation Company, amounting to about 100,000 cases, was sold yesterday to the Northwestern Fisheries Company. Kelly-Clark Company have been appointed the selling agents. The policy followed by the purchasers of this stock will decide market conditions very largely. If the purchasers decide to clear out the stocks at a slight figure there will be a general demoralization of salmon throughout the world's markets. If they hold out for the figure asked by the Alaska Packers' Association, between $1.07 and $1.10, f. o. b. Coast, the market, which is already very firm, will be greatly strengthened.

Seattle, April 5.—The holdings of the Alaska pink salmon of the P. P. & N. Co. have been sold. The name of the purchaser is not known. This clears up the entire holdings of this company. The buyers, having obtained this stock at a figure considerably lower than that quoted in the open market, will be able to sell at a discount from the existing conditions and still make a profit. The question as to whether they will do this or will dispose of their goods more slowly at prices that the market would warrant, is of vital importance to the trade. No actual figures have been named on the purchases as yet. John Rosener, representative of the Northwestern Fisheries Company, which yesterday purchased the red salmon of the P. P. & N. Co., stated: "We are going into the fish business and need the fish. That is all there is to it."

Seattle, April 11.—D. Drysdale, vice-president of the Alaska Packers' Association, and J. D. Trenholm, manager of the John Rosener Canning Company, announce that the open salmon war in the Alaskan territory has been declared off. The P. P. & N. Co. and the A. P. Association have been in a continual contest for years back. It is rumored that Rosener and the Alaska Packers' Association are now working toward a consolidation of the big concerns.

New York.—Joseph Durney of the Griffith-Durney Co., in an interview with a commercial paper says: "We have found stocks of salmon in the hands of jobbers to be very much less than they were at this time last year. Taking the stocks of salmon in the consuming markets and adding them to those remaining unsold in first hands, a condition is found which possesses unusual elements of strength from a statistical point of view. That being the case, there is not the slightest doubt that we shall have a very strong market, if not higher prices, during the balance of this season. The strength of the situation in spot stock is enhanced by the fact that we cannot look for an exceptionally low price on the 1905 pack of salmon. The first thought of the packers is to make a price that will be considered attractive by handlers of red Alaska salmon, but their efforts in this direction are limited by the question of cost. Allowing for no unforeseen accidents and without the assurance that all of the salmon outfitted for will be packed, it will cost 90 cents a dozen to pack red Alaska salmon this season. All of our packers, consequently, are convinced that in view of the existing light stocks in first and second hands, they will be able to get readily $1.10 f. o. b. Coast for red Alaska tails."

Seattle.—Puget Sound and Columbia River operators recently shipped 30,000 fresh salmon in refrigeration to Copenhagen for distribution throughout Europe. Those interested in the experiment say that the results are so satisfactory that they will engage in the shipments of fresh salmon to Europe on a large scale. This will increase the shortage of high-class salmon for canning.

CANNED GOODS.

Baltimore advices report that the sale of cans has been phenomenally small. The inference is that the pack in Maryland will be light this season. The fact that cheap corn and tomatoes were sold at less than cost of production would appear to have had the effect of discouraging some of the smaller canneries. It is stated that this has been one reason why the market has been kept down to its present low basis.

Locally the cheap tomatoes have been almost entirely cleaned up. One house has a few left.

Canned Corn.—The California Fruit Canners' Association did some experimenting last season in canning corn in California. They turned out a satisfactory article as far as quality is concerned. Their experience has prompted them to prepare for a pack of about 10,000 cases this year at Milpitas.

Canned Asparagus.—A little bug has attacked the beds. This has not only affected the quantity, but also seems to have stunted the size. As a consequence the percentage of high-class asparagus will be very small.

CANNED CORN.

Baltimore, March 31.—H. H. Taylor & Co. report:

"Most packers have cleaned up their surplus of low-grade corn and the market is in a healthier state for future sales. There is very little really fine corn to be had from first hands of spot stock. The great quantity of cheap grade corn packed last year has been a source of loss to the packers, which might have been avoided."

CANNED TOMATOES.

Baltimore, Md., April 1.—T. J. Meehan & Co. report:

"Buying of tomatoes for future deliveries has been very slow."

CANNED OYSTERS AND SHRIMPS.

New Orleans, April 1.—G. M. Ahrons & Co. report:

"The weather has been so very mild this spring that some of the packers have already stopped packing oysters. The season was so short and there have been so many large orders placed many months past, that there will be few oysters in packers' hands after the packing is over. It is doubtful if all the packers will be able to supply their contracts in full without buying. We would advise buyers to anticipate their future wants while oysters can be had from first hands.

"A very small catch of shrimps is reported. Unless it improves packers will fall 75 per cent short on deliveries."

CHEESE.

Wieland Bros. say:

"Limburger is very scarce and therefore high in price, and New York State factory cheese is firm at present high prices."

FISH.

Wieland Bros. say:

"Eastern codfish is still high in price, owing to great scarcity of fish."

SALT ADVANCES.

All grades of salt were advanced last week 15 to 20 per cent, as a result of action by the New Liverpool Salt Company. This concern's plant at Salton, Cal., was damaged recently, and it will be unable to manufacture much salt for some time, and it felt justified in fixing the price of its commodity in accordance with the supply on hand. This latest advance is the second in two months. All grades of sack goods are raised $2 per ton and other lines are affected in proportion from 15 to 20 per cent.

HAY MARKET.

Somers & Co. say:

"Strictly choice hay, either tame oat or wheat and oat, is in demand. The new crop of both hay and grain will be a large one, although from present indications little fancy hay will be put up.

CALIFORNIA MILLERS ORGANIZE.

Representatives from the leading mills throughout the State met at the Board of Trade rooms, this city, March 3d, adopted by-laws and elected the following officers:

President, Horace Davis, Sperry Flour Co.

First vice-president, W. S. Keller, Los Angeles, Globe Grain and Milling Co.

Second vice-president, T. J. Parsons, Del Monte Milling Co.

Secretary and treasurer, E. J. Luke, Yolo Mills.

Executive committee—F. Kohler, Sacramento, Phoenix Milling Co., W. M. Smith, Capitol Mills; C. S. Laumeister, American Milling Co.; S. B. McNear, Port Costa Milling Co.; L. Schwabacher, Stockton Milling Co.

The object of the association is to bring the millers of the State into closer relationship, correct abuses in the trade and to further the interests of the millers.

ASSOCIATION TRIUMPHS.

Not long since the **Advocate** told of another attempt on the part of "The Fair" department store of Bellingham, Wash., to disrupt the price understanding of the retail grocers of Whatcom county. We are pleased to be able to print the following letter:

Bellingham, Wash., April 6, 1905.

Editor Advocate—You are hereby notified, that by action of the stockholders of this association, at a regular meeting held Wednesday evening, April 5th, every dealer in groceries in the city of Bellingham and Whatcom county is now declared **fair**, and you are requested to govern yourself accordingly. Yours respectfully,

Whatcom County Grocers' Association, Inc., by C. W. Jones, Secy.

WHITTEMORE'S POLISHES.



The World's Standard.

"Gilt Edge" dressing, blk.	$24 00
"Boston" Waterproof Polish (for men's and boys black shoes)	24 00
"Boston, Jr." 10c. size	10 00
"Dandy" Russet Combination	24 00
"Star" Russet Combination	9 00
"Dandy" Russet Paste	9 00
"Red Box" Russet Paste	5 00
"Champion" Black Friction Polish	24 00
"Champion, Jr." Black Friction Polish	10 00
"Elite" Combination (for box calf, black vici kid, etc.)	24 00
"Baby Elite" Combination (for box calf, black vici kid, etc.)	10 00
"Elite Paste" for box calf (two sizes)	$9 00 5 00
"Superb" Patent Leather Paste	9 0
"Blue Fox" Patent Leather Paste	5 00
"French Gloss" (in cartons, for ladies' black shoes)	9 00
"Royal Gloss," 4 oz. (for ladies' black shoes)	8 00
"Bossola" Waterproof Paste Polish, large	9 00
"Bossola" Waterproof Paste Polish, small	4 50
"Quick White" perfectly cleans dirty white shoes (two sizes)	$24 00 10 00

BENEFIT YOURSELF
BY SELLING
"Sunset" Mackerel
ATTRACTIVE IN APPEARANCE
RICH AND DELICATE IN FLAVOR
QUICK MOVING AND PROFITABLE
THREE FLAVORS:
SOUSE — TOMATO -- MUSTARD
PACKED AT SAN PEDRO
CALIFORNIA FISH COMPANY
P. E. LENFESTEY, - - Agent
220 California Street, San Francisco, Cal.

Enterprise Brewing Co.'s
Beer is sold on its merits.
We invite comparison of our productions with ANY on market. You will then become our best advertiser, we are dead certain.
A **GOOD ARTICLE** is the very best advertising medium. Are we not right?
Telephone, Mission 162. San Francisco, Cal.

Cigars and Tobacco

Jake Joseph, of Leopold, Powell & Co., recently visited Tampa.

The price of Boot Jack plub tobacco has been advanced 5 cents per pound.

The Gold Medal factory of M. Stachelberg & Co., at Tampa, now employs 350 cigarmakers.

The Esburg-Gunst Co. has acquired an interest in the Key West factory of M. Stachelberg & Co.

Henry Sutliff, wholesale and retail cigar dealer, of this city and Oakland, recently died very suddenly.

J. H. Neubauer & Co., distributers for M. Stachelberg & Co.'s cigars, are now located in their new headquarters at the corner of Davis and Pacific streets.

One week's shipment of Bustillo Bros. & Diaz to Michalitchke Bros., of this city, contained 60 cases of cigars.

Ehrman Bros. & Co. have received a stock of the Staff of Life and Duke of Athol chewing tobaccos of the Berry-Suhling Tobacco Company, and are working the trade for these brands.

We regret to learn that J. L. Jerichau, San Francisco distributor of the Rough Riders cigars, has been confined to his room for several days with rheumatism. We trust he will soon be about again.

Tillmann & Bendel are very busy these days filling orders for tobaccos and cigars. They have received some very heavy shipments of Bull Durham, for which they are getting big orders.

Portugal has signed with a tobacco company and a number of foreign bankers a contract extending the tobacco monopoly till 1926 and raising a loan of $70,000,000 in 4 per cent bonds, with the same guarantees as the 4½ per cent bonds of 1891 and 1896, which will be liquidated.

The flag law, recently passed by the New York Legislature, has been signed by Governor Higgins. It is said that the American Tobacco Company will make a test case at once to settle the constitutionality of the new law.

Herman Heyneman announces the withdrawal at the close of business on May 6th of the offer of March 6th, whereby the American Tobacco Company gives a special rebate of 50 cents with every 50 pounds and less than 100 pounds of the company's listed tobaccos, provided said order includes an order for five pounds of Union Leader.

A. Santaela & Co., manufacturers of the Optimo, have again increased their force of cigarmakers, now employing 531 and making 80,000 Optimos daily. Nearly half this enormous output is handled by Ehrman Bros. & Co., of this city, whose trade keeps right on increasing even faster than the supply. No sooner have they received one shipment than they find them all sold and orders in for more.

The Tampa correspondent of Tobacco says: The opinion prevails that Sol Hamburger, of A. Santaella & Co., is living in a hazy Optimo smoke atmosphere on the Pacific Coast, as indicated by heavy weekly shipments of Optimo cigars to Ehrman Bros., of San Francisco, and to distributers at other Pacific Coast points. There is a new movement on the Santaella factory grounds, a regular gardener having been employed, and a large number of orange trees and palms have already been set. Flowering plants will be added, all of which is happily in accord with ideas advanced some months ago in the columns of Tobacco, that the cigar factory grounds might be made gardens of loveliness, a delight to the eye and restful to the tired man of business.

That the cigar, tobacco and snuff industry is in a satisfactory condition is shown by the table of total production in the United States, says Tobacco. With the exception of snuff and little cigars, all varieties showed an increase for the month of February, and while the showing is not quite so good for the eight months of the fiscal year ending February 28th, still reductions are principally in articles subject to fluctuations in output, and at most are not serious. The total output of cigars was 4,569,176,271 during the eight months ending February 28th, compared with 4,487,941,785 during the corresponding eight months of last year, an increase of 81,234,486; and as has previously been pointed out, this increase is principally in the better grade of cigars.



EHRMAN BROS. & CO.,
S. F. Distributers.

THE COLOR QUESTION.

In all the discussion of the color craze question, no one has yet sought to locate the blame for the lack of knowledge on the part of the smoking public, or, rather, to locate the blame for the false education the public has received—for it is true that the public now demands "colors" because it has been led to believe that that is the proper thing for a connoisseur to do. The retail tobacconist is responsible for the growth of the idea that color is an indication of the strength of the cigar. Go into a cigar store, and unless you are a regular customer whose choice is known, you will nine times out of ten be asked, "Light or dark?" Naturally, by this question the buyer is continually led to believe that there is a world of difference between the "light" and the "dark," and he, of course, thinks the difference is in the strength. If the retailers would end the foolish habit, and instead of thus continually being false educators of the public, have neatly printed signs about the store, reading, "The color of a cigar is no indication of its strength," they might be able in time to lead the consumers out of the false path into which they have led them.—Minneapolis Cigar and Tobacco Journal.

MAKES BEST COFFEE.

It has been found after years of research that a smooth, rich, aromatic, full-bodied cup of coffee is best produced from the coffee bean that has been thoroughly aged before being thoroughly roasted. It gives coffee its natural—mind you, natural—flavor, that makes coffee drinking one of the world's pleasures.

Artificial processes of ageing does not produce the required result. Nature alone has the power to do the trick correctly.

Coffee that is grown at elevations of from 3000 to 6000 feet above sea level is cured only by ageing them in the same location as where grown—and then when aged they are fit for the roaster and only then. Damp coffee stews in the roaster and the best of the coffee is lost.

Wedding Breakfast Coffee is aged at an elevation of 3250 feet above sea level and produces the most natural flavor known in coffee.

HIRES' 1905 OFFER.

Inducements to Repay the Dealer for Special Interest.

Retail grocers will be interested in the Hires offer for 1905.

The Chas. E. Hires Co. has built up an enormous trade in every part of the civilized world by their extensive advertising. The campaign of 1905 will be no exception to the rule. There will be an immense quantity of beautiful advertising matter with which to call the attention of customers to the fact that the dealer carries rootbeer in stock. All the magazines and daily papers will tell of the excellence of Hires' Rootbeer, while the billboards will picture this staple summer drink.

Grocers ordering stock before June 15th can take advantage of the following offer:

With an order for one gross Hires' Rootbeer, the dealer receives, free, 4 doz. lead pencils. With an order for ½ gross, 2 doz., and with an order of ¼ gross he receives 1 doz. free. The lead pencils are rubber tipped and of fine quality. They are painted yellow and are the equal of any 5 cent pencil handled by the trade.

In addition to this offer the Hires Company prints the business card of the grocer on their novelty booklet and mails direct a list of names sent by the dealer. At the same time, they send the grocer a copy of their "Ruth and Naomi" picture, 21x16 inches, reproduced in fourteen colors. If no list is sent, the booklets are forwarded direct to the grocer for distribution over his counter.

The great popularity of Hires' Rootbeer has induced them to make another special offer of six beautiful Hires steins with each dozen of rootbeer. These steins are glazed white inside and delicate yellow outside, and are decorated in striking colors. They are highly ornamental and are very dainty. Steins of the same kind would dost the dealer 45 cents. They are shipped along with the rootbeer to the wholesale house and the wholesaler sends them to the retail grocer when filling his order.

Grocers who have soda fountains annexed to their stores can use the Concentrated Solution of Hires' Improved Rootbeer to very good advantage. This concentrated solution, which costs 75 cents per bottle, gives a profit of 1000 per cent when used at the soda fountain.

Spohn-Patrick Company, the local agents, are already booking orders for Hires' Rootbeer and are meeting with even greater success than in previous seasons.

PLEASES RETAIL DEALERS.

X-Ray Stove Polish is not only splendidly advertised, but it pleases the housewife who, in the past, has not been able to get a good powdered stove polish. In addition to this, it pays the dealer a handsome profit, since a box of 3 doz. 5-cent packages costs him only $1.50. With the 6 free packages, he is able to make 60 cents on that investment. A case containing 3 doz. 10-cent packages costs only $2.50. With the 6 free packages, the dealer is able to secure $4.20, or a profit of $1.70.

X-Ray Stove Polish has proven a repeater wherever it has been placed. It is an article that appeals quickly to the housewife, since there is no element of waste in it.



Why it Leads

Competition is the life of trade, but success is only won by merit. That is why

Hunter Whiskey

is far in the lead with popular preference. Its quality, age, purity, flavor is the most perfect combination ever made.

HILBERT MERCANTILE CO.,
138-144 Second St., San Francisco, Cal.
Telephone Private 213.

Call for ASTI WINES

PRODUCED BY THE **ITALIAN SWISS COLONY**

Dry Wine Vineyards, ASTI, Fulton, Sebastopol, Cloverdale, Sonoma County, Cal.
Sweet Wine Vineyards, Madera, Madera County, Kingsburg, Fresno County, and Lemoore, Kings County, Cal.

Office and Salesrooms, Cor. Battery and Greenwich Sts.
Vaults, 1236-1267 Battery St. 101-169 Greenwich St. 1334-1336 Sansome St., S. F.
P. C. Rossi, President Telephone Private Exchange 448. A. Sbarboro, Secretary

A. VIGNIER CO.

429-431 Battery Street San Francisco

IMPORTERS

Sardines, Olive Oils, French Preserves, Washing Blue, French Castile Soap: Clover Leaf, Virgin, Dahlia, mottled, Wines and Liquors—**A. V. H. Gin**—imported goods only.

Sole Agents for the Genuine CLICQUOT Champagne
Only the **GENUINE**, Imported direct from France, bears Vignier's LABEL

News of the Coast.

CALIFORNIA.

Ben Lomond—Phineas Hall has sold his grocery store to Lewis Austin & Co. Hall is about to establish a butcher shop here.

Lincoln—The Lincoln Rochdale Co., Ernest Woodard, manager, has been attached in the sum of $2500 by D. B. Groff, who is one of the directors. The principal cause of the clash is owing, it is said, to the failure of the directors to agree among themselves.

Long Beach—W. F. Pasco has made a number of improvements in his store, making it more roomy and attractive.

Long Beach—J. X. Ferguson will build a store building and put in a stock of groceries and light hardware.

Los Alamitos—D. J. Parker has disposed of his grocery to Scott & Co., of Artesia.

Los Angeles—D. S. Moncton has sold his interest in the grocery firm of Moncton & Ambrose to the latter. The firm will be known as Ambrose & Co. S. P. Gregory & Co. have purchased the Crutchfield grocery. Mr. Greenfield, a son-in-law, is the Co.

Los Angeles—J. R. Newberry & Co. are doubling the floor space of their main salesroom on South Spring street by doubling its depth. This is made possible by the fact that the wholesale and order departments have been moved to the new warerooms on East First street. Fire recently damaged the grocery of W. M. Pitman to the extent of over $1000.

Mountain View—Pearson & Co. have opened their new grocery store. William C. Palm of Burlington, Wis., has purchased the grocery business of George Spicer.

National City—A. G. Williams is moving his grocery stock from the east side of the avenue into his own store building next to the Masonic Hall.

Ocean Park—E. Y. Cammer is moving his grocery.

Oakland—Vidal Shoblo, grocer, of 6602 San Pablo avenue, was recently arrested on a charge of embezzlement. The charges are said to have grown out of some of Shoblo's dealings in Colorado, where he lived for several years.

Oakland—W. H. Campbell Co. (Inc.), has opened a wholesale and retail grocery at Twelfth and Harrison streets. The W. H. Campbell Co. comprises several of the best-known and most able financiers of Alameda county. W. H. Campbell, president; H. S. Anderson, vice-president; J. H. King, secretary; R. S. Kitchener, treasurer, and C. G. Boehm.

Oakland—The grocery store of F. H. Snyder was burned Sunday night.

Porterville—T. A. Howeth has disposed of his stock of groceries to S. M. Williams, gents' furnisher.

Riverside—J. H. D. Cox has become a publisher. The first issue of the Cox Cash Grocery News is out, and it tells about the new cash plan adopted by Mr. Cox on April 1st.

Santa Ana—A. E. Ott, formerly of Orange, has purchased the grocery of Marple & Son and has moved here with his family.

Stockton—R. B. Parker, after 55 years of active business life spent in handling groceries in this city, has disposed of his stock, good will and fixtures of his business to R. J. Wheeler, who has had much experience in this line.

Vacaville—F. M. Gray is closing out his grocery.

Ventura—Ed Newby has purchased a half interest in the Masonic Block grocery. Fazio & Newby is the title of the new firm.

Winchester—The new firm of W. L. Remsburgh & Co. has opened a grocery in Winchester. The firm is composed of H. E. Remsburgh, postmaster, and his son, Warren Remsburgh.

ARIZONA.

Douglas—The Crystal Grocery has doubled its floor space by taking in an adjoining store. The Wamel Grocery Store has been enlarged by the elimination of the remnant stock of dry goods.

IDAHO.

Blackfoot—Smith & Maxfield, grocers, reported assigned.

Boise City—The Sutton Grocery Co. has bought out the Cole Grocery Co.

Harrison—H. C. York has started a grocery store.

Lewiston—Summers & Hayden have succeeded J. Erwin in the grocery business.

MONTANA.

Havre—Richardson & Richardson, grocers, are reported burned out; partly insured.

Great Falls—J. E. Folsom has bought F. A. Ferron's grocery.

OREGON.

Albany—Umphrey & Ellis are reported buying DeVaney & Munkers' grocery.

Baker City—The Baker City Grocery Co. has incorporated.

Lewiston—O. S. Bass, grocer, has moved his store into the building formerly occupied by Reed & Brashears.

Medford—F. W. Gaines will start a grocery and hotel.

Portland—S. Hewitt will sell his grocery. N. M. McDaniel has purchased O. J. Grace's grocery store.

THREE — GROCER ... ...

Salem—J. H. Baker & Son have purchased Marritt & Lawrence's grocery store.

Woodburn—Kauffman & Mishler have purchased O. O. Nendel's grocery store.

WASHINGTON.

Clarkston—Waite & Arnold, grocers, have dissolved partnership, H. Li Waite succeeding to the business.

Everson—C. L. Durr has purchased the grocery business of Morris S. Fite.

Colfax—C. N. Hinchliff has sold his stock of groceries and general merchandise to his brother, E. H. Hinchliff, and J. F. Corner, who continue the business.

Farmington—C. M. Pears, grocer and confectioner, has sold out to Roy Winters, who has also bought the grocery stock of the co-operative store.

Mabion—M. E. Wright has started a grocery.

Seattle—F. A. McDonald has been appointed receiver for the fancy grocery stock of Pidduck-Ross Company, upon application of the Merchants' Protective Association, holding a claim of $2061.85, assigned by Schwabacher Bros. & Co. The firm admits insolvency and has offered to compromise with creditors for 33 1-3 cents on the dollar. Liabilities are said to reach somewhat in excess of $16,000, with assets of several thousand dollars less. R. T. Shannon has filed in bankruptcy. H. S. Waples, grocer, has discontinued business.

Spokane—Hopkins & Grover, groceries and meats, have dissolved, William Hopkins succeeding to the business. F. L. Carter, formerly general merchant at Clarkston, has become a member of the grocery firm of Simpson & Carter. B. L. Gordon & Co., wholesale grocers were awarded the contract by the State Board of Control, of furnishing 12,000 pounds of beet sugar at $6.75 per hundred for the Medical Lake Asylum. D. Van Holt, of the former Ritzville mercantile firm of Clodius & Van Holt, has purchased the grocery business of Lawton & Churchill. John Solomon, who purchased the grocery store of W. E. Miller, traded therefor his farm near Elk, valued at $3000.

Tacoma—Price & Co. have started a grocery. Babcock & Tulley have bought C. E. Frank's grocery. George J. Ames, grocer, has discontinued business. The Commercial Grocery, Polen & Switzer, has been closed by the Sheriff. Tully & Babcock have purchased the grocery business of C. E. Francks on Tacoma avenue, near Eleventh street. The new proprietors are enterprising young business men the former for many years with the Tacoma Mill Company and the latter with F. Mezerall, the Old Town grocer.

BRITISH COLUMBIA.

Vancouver—W. J. Montgomery has purchased L. W. Bailey's grocery.

WHEN PEOPLE TALK.

Value of Goods That Serve to Call Attention to the Store.

There is one line of goods sold by grocers in which practically every customer that enters his store is interested. This article is coffee.

What is of more importance, it is an article in which the man of the house is interested and to which he pays particular attention.

Nearly everybody drinks coffee for breakfast. It is the mainstay of the first meal of the day and therefore receives, probably, more notice than any other article of food that is served. For this reason there is no more important item in the grocery store.

When the coffee is good, the fact is noted and commented upon. It is possible that no mention may be made of the grocer from whom it was obtained, but nevertheless the housewife feels pleased because her household is satisfied.

When the coffee is not good, the reverse is very decidedly true. The husband finds fault with the meal. The wife explains that it is the grocer's fault. She very probably buys her next supply of coffee from a peddler or from a downtown store and informs her neighbors why she has taken that step.

This kind of advertising does the grocer much harm.

The fact that grocers so often supply their trade with coffee of whose quality they cannot be sure accounts for the great number of people who buy coffee from others than retail dealers. This trade the retail grocer might have if he would suply his customers with coffee that left no room for fault-finding.

Many grocers, for the sake of a little extra profit, seek to supply their trade with bulk coffee. They have no means of insuring the uniformity of the quality of these goods. When their customers become dissatisfied, they usually say nothing to the grocer, although they may talk a good deal to their neighbors. But they buy their coffee somewhere else.

It is poor policy for the grocer to try experiments of this kind.

With the "Schilling's Best" coffee, supplied by A. Schilling & Co., the dealer is able to give to his customers an assurance of quality that is enough in itself to win their confidence, because they know that if the coffee is not wholly satisfactory it can be returned and they will be given their money back. The dealer himself can be assured that the coffee will always be the same, since the quality carries no less a guarantee than the responsibility of A. Schilling & Co. The fact that "Schilling's Best" goods cannot be cut, is also another assurance that the customer will be satisfied, since it means that they will not find some other dealer offering the same quality of coffee for less money, and they will therefore feel that their grocer is supplying them for as cheap a price as those goods can be sold.

VALUABLE FOOD AND PLEASANT DRINK.

Welch's Grape Juice has the two-fold merit to commend it. It is valuable as food and pleasant as a drink.

As the warm weather comes on the consumers' thoughts turn naturally to grape juice, not only for the novelty of the thing, but because so many delicious punches and dainty desserts may be prepared with it.

The Spohn-Patrick Company's traveling representatives are effectively promoting the sale of Welch's Grape Juice, and in all probability it will be a question of only a short time when a general demand for the article will have been created.

ALPINE CREAM CHANGES.

Andrew R. Patrick Assumes the Management of This California Product.

The trade will be interested in learning that Andrew R. Patrick, who was so long connected with the wholesale and commission house of Spohn-Patrick, has become largely interested in the Alpine Condensed Milk Co., whose plant is at Hollister, Cal. Mr. Patrick has assumed the management of the company and will direct the business, with headquarters at 123 California street. The manufacturing department will be under the direction of J. B. Meyenberg and his son, who have had many years' experience in the production of condensed creams.

An aggressive campaign for business will be instituted by Mr. Patrick, who will have ample means at his disposal to exploit the splendid quality of Alpine Cream. A large force of trained salesmen are being put into the field and their watchword will be "Quality." There has been a reconstruction in the price of Alpine Cream. The large 20-oz. tins will be sold for $3.60 in single case lots, 5 case lots will be sold at $3.55, and 10 case lots at $3.50.

A midget tin containing 8 ounces has also been placed on the market in cases of 8 doz. This will sell for $3.80 in single case lots, or 48½ cents per doz. In 10 case lots, it costs the retail grocer $3.80, or 47½ cents per dozen. This leaves a good margin of profit.

Gallon tins in cases of 6 will cost $3.35 in one case lots; $3.30 in 5 case lots and $3.25 in 10 case lots.

Fred F. Hobbs & Co. have been appointed sales agents for San Francisco and will deal with the San Francisco retailers and jobbers.

TRAVELING BY TEAM.

Joseph Fusch, manufacturer of the Eureka Insect Exterminator, left this week on a trip over the State.

Mr. Fusch will visit all points with his advertising wagon, looking after the trade and advertising his exterminator as he goes.

LANDIS



TONIC BITTERS

A Pure Tonic and Laxative

Made from Herbs, Seeds Roots, Barks (Guaranteed)

NATURE'S OWN REMEDY FOR Stomach and Blood Disorders

Made only by the

The Landis-Patton Mnfg. Co.
Incorporated
1664 MISSION STREET
Tel. Folsom 4150 SAN FRANCISCO

Mothers! Mothers!! Mothers!!!

Mrs. Winslow's Soothing Syrup

has been used for over SIXTY YEARS by MILLIONS of MOTHERS for their CHILDREN while TEETHING, with PERFECT SUCCESS. It SOOTHES the CHILD, SOFTENS the GUMS, ALLAYS all PAIN; CURES WIND COLIC and is the best remedy for DIARRHŒA. Sold by Druggists in every part of the world. Be sure and ask for "Mrs. Winslow's Soothing Syrup," and take no other kind. Twenty-five cts. a bottle

Chas. Jacobson & Co.
210 - 212 Davis Street
DISTRIBUTERS OF
Fancy Butter and Honey
Dairy Butter and Eggs

Produce Market
THURSDAY AFTERNOON

BUTTER.

Arrivals are heavy, but owing to large demand for export, prices remain steady.

California creamery, extras	19	20
" " firsts	18	19
" " seconds		18
" dairy, extras		
" " firsts		18
" " seconds		
Store butter	15	16
Storage		
" Creamery extras		
Pickled		
Keg		

EGGS.

The egg market is firm as the result of demand for storage.

California Ranch white		21
" " mixed colors		20
" Gathered,	18	19
Standard		
Seconds		
Eastern, selected		
" Standard		
" Seconds		
Storage, Cal., Selected		
" " Standard		
" " Seconds		
" Eastern Selected		
" " Standard		
" " Seconds		

CHEESE.

California full cream	13	
" choice	12	
" common	Nominal	
Young Americas	13½	
Eastern fall dream	16½	17
Oregon		

POULTRY.

Large young stock is in brisk demand. Little stock is coming in.

Turkeys, young live	18	20
" old gobblers	18	20
Dressed Turkeys	nominal	
Roosters, young, per doz	7 00	8 00
" old "	5 00	5 50
Hens	6 00	7 00
Fryers, per doz	6 00	7 00
Broilers, per doz, large	5 00	6 00
" small	4 00	4 50
Ducks young	6 00	7 00
" old	5 00	6 00
Pigeons, young	1 50	1 75
" old	1 00	1 50
Geese' per pair, old 2.25 2.50; young	2 50	2 75

BEANS AND PEAS.

Small Whites	$ 00	$ 40
Large "	2 50	3 00
Pea Beans	2 25	2 50
Pink	2 50	2 75
Horse	nominal	
Red		
Kidney	4 00	5 00
Lima	5 00	5 50
Bayos	2 40	2 15
Butter (large)	3 50	3 75
Black Eyes	2 60	2 85
Dried Green Peas, per 100 lbs	2 25	2 50
" Niles " " " "	2 25	2 50

POTATOES AND ONIONS.

Small stocks of potatoes and onions, and as a consequence prices are firm and advancing. Prices on onions are booming.

Early Rose,	1 35	1 75
Burbank,	1 25	1 70
Salinas old		
Oregons old	1 00	1 40
Merced Sweets	1 00	1 25
Yellow onions	4 75	4 90
Red (new)		

EXCHANGE COLUMN.

Subscribers can make use of this column gratis for the publication of their wants in any way.

WANTED.

A traveling salesman, 12 years on this Coast, "a specialty man," wants a year's contract or a three months' trial with a good house. Knows every grocer in California—outside of 'Frisco. State territory you want covered, salary you will pay; best of references. Address, "Traveler," care this journal.

For Sale—An old established, good-paying business, on fine corner, in residence section. Rent reasonable. License goes with place. Fine opportunity for two live men. Address Grocer, care Advocate office.

CALIFORNIA FRUIT CANNERS' ASSOCIATION.

In the report of President Fries, read at the annual meeting held on April 11th, he stated that the annual statement showed a substantial increase in surplus and reserve. The usual monthly dividends, amounting to $208,195.20, had been paid during the year. Up to and including February, 1905, sixty-one consecutive monthly dividends had been paid, amounting to $1,051,542. The inventory showed a normal carry-over of canned goods.

The following is the list of officers elected:

President, William Fries; vice-president and treasurer, S. L. Goldstein; second vice-president, Henry F. Allen; third vice-president, Francis Cutting; secretary, Charles B. Carr.

Directors—Henry F. Allen, R. I. Bentley, F. Tillmann, Jr., William L. Gerstle, William Fries, Francis Cutting, M. J. Fontana, Percy T. Morgan, C. H. Bentley, S. L. Goldstein and W. C. B. de Fremery.

Executive Committee—William Fries, S. L. Goldstein, M. J. Fontana, R. I. Bentley and C. H. Bentley.

Finance Committee—Percy T. Morgan, William Fries and Henry F. Allen.

General manager, R. I. Bentley; general superintendent, M. J. Fontana; assistant general superintendent, T. B. Dawson; manager sales department, C. H. Bentley.

GROCERS AGAINST PREMIUMS.

The grocers of most of the large cities of the East are carrying on a very effective campaign against premium goods. A letter has been sent by the American Cereal Company to all the associations of the United States, notifying the trade that unless the retail grocers showed their appreciation of the action taken by the company in discarding premiums, that they would be forced to resume them again, since they could not afford to be put at a disadvantage to their competitors.

The matter was discussed at a meeting of the St. Louis grocers and the grocers present all expressed themselves bitterly opposed to premium schemes. As a test of the matter, all those grocers who were handling either "Scotch" or "Quaker" Oats were asked to stand. Every member stood. The vote was nanimous. Those grocers who were handling the "Mothers'" or "Friends'" Oats of the Western Cereal Company were asked to stand. Only ten did so. Several of these explained that the goods they were sell-

TEN—GROCER

ing were from stocks which had been on hand for some time.

This matter was taken up by the New York Retail Grocers' Association. It was found that 80 per cent of the members had dropped oats with premiums.

It is only by giving aid to their friends in this way that retail grocers can make it pay the manufacturers to consider their demands.

AFTER CONDENSED CREAMS.

Health Officer Ragan has started a crusade against condensed creams that have been found below the standard of butter fat and other solids. A number of creams have been condemned. It is to be noted that neither Pet, Carnation, Lily or Alpine creams are in this list. The creams that the Board of Health declares to be below the standard are as follows:

"Every Day," sterilized cream, Alpine Cream Co.
"Bonanza," Sussman, Wormser & Co.
"99," Dodge, Sweeney & Co.
"Red Ribbon," Elmira Milk Condensing Co.
"Valle" cream.
"Monroe," Wisconsin Milk Condensing Co.
"Princess," Getz Bros.
"Yacht," Borden Milk Co.
"Century Condensed Milk," Sussman, Wormser & Co.
"Home Farm," Frank B. Peterson & Co.
"Rose" brand.
"Eureka," C. Whalley.
"Pansy," Vallejo Condensed Milk Co.
"California Poppy," Wheaton, Pond & Harrold.
"Hires' Condensed Milk," Hires' Rootbeer Co.
"Leader," Michigan Condensed Milk Co.
"Pearl," Wheaton, Pond & Harrold.
"Dixie," Anglo-Swiss Condensed Milk Co.
"Coon," American Condensed Milk Co.
"Oak Leaf," J. F. Cunningham.
"Blue Bell," William Cluff & Co.
"Valle Milk."
"Sego," Utah Condensed Milk Co.

DENVER GROCERS WIN.

The retail grocers of Colorado are rejoicing over the fact that they have secured the passage of their anti-trading stamp bill through both houses of the Legislature, in spite of very fierce opposition on the part of the trading stamp companies. The grocers express every confidence that the bill will be signed by Governor McDonald.

ADVERTISING THROUGH DEALERS.

The Standard Flour Company is distributing among the housewives of San Francisco several thousand cards each one of which is good for a trial sack of "Summit Snow" flour. They sell these trial sacks to the retail grocer for 12½ cents. The grocer gives the sack to his customer, who presents the order from the Standard Flour Company. The company redeems the order for 15 cents, thus giving the retailer a 2½ cent profit on each sample sent out.

The trial sacks of "Summit Snow" flour are exact miniatures of the regular 50-lb. sack. They contain about four pounds of flour.

LaGrande Laundry
Telephone Bush 13
23 Powell Street
Corner Ellis

84 Taylor St. - Near Golden Gate Ave.
200 Montgomery Ave. - Cor. Kearny St.
200 Third St. - - - - Cor. Howard
1700 Market St. - - - Opp. Eleventh

GIVE THEM A TRIAL

YOUR EVERY WANT IN
PAPER
Can be
Supplied by
A. ZELLERBACH & SONS
416-426 Sansome St.
SAN FRANCISCO

Established 1879
HEINEMAN & STERN
Manufacturers of and Wholesale and Retail Dealers in
THE CELEBRATED
Frankfurter and Bologna Sausages
Manufacturers and Dealers in All Kinds of
KOSHER PROVISIONS
Packers of Tongues, Smoked and Pickled Beef
Largest Place of its kind on the Pacific Coast.
916 Larkin Street, S. F.

WE GUARANTEE THE SALE.

To advertise **Summit Snow Flour**, we are distributing **FREE** Coupons good for a **Trial Sack** of **SUMMIT SNOW FLOUR.**



These **Trial Sacks** cost the dealer 12½c ea.
We guarantee the sale of all Trial Sacks through our coupons which we redeem for 15 cents, thus giving the grocer a profit of 20%.

It Pays to Sell "Summit Snow"

1—You make your Regular Profit.
2—You get your Dividends on the Stock issued you Free.
3—You receive a mutual profit on the **SUMMIT SNOW FLOUR** which you sell or is sold by your brother Grocer

Dividend No. 1 of 5 per cent. was declared March 31, 1905.
Become a Stockholder in time for the next Dividend

STANDARD FLOUR CO.
606 Merchants Exchange, San Francisco

Gilt Edge Whiskies

THE VERY BEST

WICHMAN, LUTGEN & CO.

Sole Proprietors.

Agents for Moerlein's Cincinnati BEER

29-31 Battery St., San Francisco

SALEM BEER

SUITS THOSE WHO ARE PARTICULAR ABOUT THE BEER THEY USE.

IT HAS THE FLAVOR
IT HAS THE AGE
IT HAS REPUTATION
IT IS MADE RIGHT

Those who have used it know it. Those who do not know soon find it out after a trial.

SALEM BREWING ASSOC'N
BREWERS

BOTTLED EXCLUSIVELY BY THE
Sunset Bottling Co.
3109 20th Street
SOLE AGENTS

E. GHIRARDELLI
Mercantile Co.
305 Clay Street, San Francisco
Packers and Jobbers

Pickles, Catsup, Preserves, Vinegar, etc.

We prepare for the Grocery Trade a line not surpassed in quality and purity.

OUR CATSUP is not equalled by any on the market. Try an order.

Amusements

GRAND OPERA HOUSE.

All the world and its poor relations are putting on their glad rags to go to hear the grand opera at $10 per seat. To be sure, you can get the first two rows of the top gallery for $3 and pay $2 for the balance, but naturally all the retail grocers of San Francisco are to be seen in the $10 seats. Heinrich Conreid has brought a company of unexampled excellence to San Francisco. Their last performance is to be given on Saturday evening.

On Sunday afternoon the dramatic season opens with a production of "Ramona," a play based on Helen Hunt Jackson's celebrated novel.

THE ALCAZAR.

They have a very pretty performance at the Alcazar in "Tom Moore," a clever comedy in which the great Irish poet is the central figure. The play carries a very pretty love story and introduces Beau Brummel, Sheridan and many other notables of the time whose personality has won them lasting places in the history of polite England. Interspersed in the play are renditions of Moore's beautiful melodies. John Craig plays the part of the poet hero with a feeling that makes it interesting. Lillian Lawrence makes the heroine a very real and lovable girl and the audience is pleased at the happy ending of the show. Next week the company will produce "The Man From Mexico," Willie Collier's interesting farce comedy.

MAJESTIC.

There is plenty of military atmosphere at the Majestic this week, where the Pitou romance of the Civil War, "Across the Potomac," is being presented. The action begins in the little town of Northampton, Mass., and then is carried to sent of the war in the South, the last act showing General Lee's surrender. Landers Stevens plays the leading role of Captain Ralph Baker. The company also includes Harry Mestayer, Mina Gleson, Irene Outrim, Oza Waldrop and a score of other well known favorites. During the coming month there will be numerous interesting attractions. Among them is Barney Bernard, who will appear in a new play, "The Financier." Frank Bacon will also be starred in Ezra Kendall's success, "The Vinegar Buyer."

THE CENTRAL.

There is a splendid lesson in patriotism taught in the play at the Central this week, where "Paul Revere" is being presented. This play deals with the feeling that actuated the colonists of America when they first decided to take their stand for freedom. The stage setting and the costuming has been carefully planned and is faithful to the time. The play itself is full of real interest and the company is well cast. Next week there will be a whirlwind of fun when "The Corner Grocery" will be given.

THE TIVOLI.

With an augmented company the Tivoli is presenting "Florodora." The performance goes with a snap and vim that adds materially to its interest. The principals are well cast and the pretty sextet is very effectively rendered. The chorus does particularly good work.

CHUTES.

There are two baby tigers at the Chutes now, which are dividing honors between the startling ride on the circle swing and Bigney's high dive. In the theatre they have a very interesting show.

FISCHER'S.

Ten clever acts compose the show at Fischer's. The acts are all of different character and are very good of their kind. There are two performances every evening and one each afternoon.

BUTLER STILL GROWING.

JamesButler opened 11 new stores in 11 days; total operated, 148. Last week these stores sold 9000 cases 3,240,000 eggs in three days. It required 26 big freight cars to bring them to town, and 90 of Butler's biggest wagon loads to distribute them to his stores. The price was 25 cents for 18 "strictly fresh eggs."

PURE AND WHOLESOME.

Carnation Cream has repeatedly been analyzed and always found pure and wholesome.

The process by which it is prepared does not alter the original ingredients, wherefore all the constituent elements remain as when the milk came from cows.

This is not the case with the evaporated creams, which are preserved with alcohol or some form of sugar.

DON'T HESITATE.

When you think a thing may be good don't hesitate to investigate it. If you see it is good, don't hesitate to get it. All really good things pay for themselves. This is true of the Perfection Short Credit System, which would not be dispensed with by thousands of dealers. The agent is P. E. Lenfestry, 220 California street, San Francisco.

IT'S THE WATER



OLYMPIA BEER CO.
Agents and Exclusive California Bottlers of the Famous
OLYMPIA BEER
BREWED IN OLYMPIA, WASH.
1493 Hanaomie St., San Francisco, Cal.



The WELCH GRAPE JUICE CO.
Westfield, N.Y.

Represented by Spohn-Patrick Company.

Quarts, 1 doz	$4 50
Pints, 2 doz	4 75
½ Pints, 3 doz	4 25
3 oz., 8 doz	6 00
½ Gallons, 1 doz	8 00
Gallons, 6 gal.	7 50



VALLEY BREW LAGER
from
Richmond Bottling Works.
Zimmerman & Ruhland,
'Phone Pine 1787.
32d and Clement Street,
San Francisco, Cal.

Champagne.

Veuve Clicquot, qts	$32.25
Veuve Clicquot, pts	34 25
Ruinart, Magnums, 6 to case	30.50
Ruinart, qts, 1 doz to case	32.40
Ruinart, pts, 2 doz to case	34 20
Ruinart, ½ pts, 2 doz to case	18 00
Vintage 1893, qts, 1 doz to ca	46.50

Brandies.

	Per case
Martell's One Star, 1 doz qts	$16.00
Martell's Two Star, 1 doz qts	19 00
Martell's Three Star, 1 doz qts	20 00
Martell's Three Star, 2 doz pts	23.00
Martell's One Star, 2 doz 8 ks	18 00
Hennessy's One Star, 1 doz qts	17.50
Hennessy's Three Star, 1 doz qts	21.00
Calif. doz qts	12.00

Cider
Hammond & Co.
Bottlers
Office and Depot
277 Seventh Street
Phone, Jessie 3371

SWEET CIDER
½ Gal. Bottles,
BOILED CIDER
Quarts
Pints

Mineral Waters.

Aetna, splits, 100 to ca	$6 50
Aetna, pts, 100 to case	9 00
Aetna, qts, 50 to case	7.50

GINGER ALE
Belfast Ginger Ale Co.,
D. Steimke & Co. Props.
All Carbonated Beverages
COR. UNION AND OCTAVIA STS.

	PINTS.	QTS.
Soda Water	$ 90	$1 50
Ginger Ale	90	1.50
Sarsaparilla and Iron	90	1.50
Cider	90	1.50
Cuban Punch	90	1.50

Case Prices, 2 Doz. per Case

Porter.
(E. & J. Burke's Guinness')

Stone, pts, 8 doz to bbl	$16 50
Glass, qts, 4 doz to bbl	14 00
Glass, pts, 8 doz to bbl	16.50

Specialties of
Kilbert Mercantile Co.

H. B. Ky. Bourbon, per gal	$2 75
H. B. Ky Bourbon, Ex spcl	3 25
Union League Ky Brbn, AA	2 50
Union League Ky. Brbn, 1 gal	2 25
El Monte Ky Brbn, 1 gal	2.25
Maryland, Monogram, 1 gal	2.75
Forum, Bourbon, 1 gal	2.00
W. H. McBrayer's Cedar Brook 5 yrs	3 00

Hunter Baltimore Rye.

Per case, 1 doz. 5's	13 00
In 5-case lots	12 50
In 10-case lots	12 00

Kilbert Mercantile Co.

H. B. Bourbon (spcl)	$10 00
H. B. Rye	10 00
H. B. pt. flasks, 4 doz to cs	12 00
H. B. ½ pt flasks, 6 doz to cs	9 50
H. B. 1½-oz bots, per gr	12 00
Union League "AA"	8 00
El Monte Bourbon	8 00
Forum Bourbon	7 00
J. Baumgardner Rye	12 00
Maryland Monogram	9 00

W. H. McBrayer's Cedar Brook.

Per case, 1 doz 5's	$12 00
Per case, 2 doz pts	12 00
Per case, 4 doz ½ pts	14 50
Per case, 20 doz 1½-oz	13 50

Jesse Moore Whiskies.

Ex Pony Bourbon	$13 00	$17 50	$17 00
AA Bourbon	11 00	10 50	10 00
C Bourbon	8 50	8 25	8 00
AA Bourbon, 5 doz, 4 oz	10 00	10 00	9 75
AA, Pt Flasks, 2 doz	9 00	8 75	8.50
AA, ½ Pt. Flasks 3 doz	6 75	6 50	6 25
Old Rye	11 00	10 50	10 00

Jesse Moore Hunt Co.
(In barrels or half barrels)

Extra Pony Bourbon, gal	$7 50
AA. Bourbon, gal	3 75
B. Bourbon, 1 gal	2 25
C. Bourbon, 1 gal	2 75
No 1, Bourbon, 1 gal	2 25
AA Rye, gal	3 75
C Rye, 1 gal	2 75

Golden Gate BOTTLING WORKS.
Blume & Gardner, Proprietors



STANDARD BOTTLING CO.
BEACH STREET
Between Stockton and Dupont
SOLE AGENTS
LOS ANGELES BREWING COMPANY.
Beer furnished Grocers in Bottles or Kegs.

Bottlers of the Celebrated
Standard.
Culmbacher.
Extra Pale.
XXX Porter.
Half and Half.
Lager and Steam Beer in Kegs.
160 Shotwell St.,
Phone: Capp 1761. S. F., Cal.



LANDIS TONIC BITTERS
Factory and Salesroom,
1661 Mission St.
Bottles, $
1 doz. pe

Attracting Trade

How Montana House Builds Trade.

Lutely Bros. of Butte, Mont., who are known over most of Montana as having one of the leading retail grocery houses of the State, do an all-cash business, says the Commercia Bulletin of Minneapolis.

This firm makes persistent and intelligent advertising the foundation of its success from a selling standpoint. It always makes good with the customer.

Goods Well Displayed.

Goods advertised on certain days are displayed on counters and tables and sometimes stacked on the floor. All are plainly ticketed with price figures, and when a special sale is made the price figures are put in red.

The front of this splendid store has three big windows. The window displays are changed every week and sometimes semi-weekly. Whenever the firm plans on advertising certain goods during the week, displays of these goods are made in the windows, plainly marked with card signs and price cards.

A permanent feature of the Lutey store policy is a demonstration of tea and coffee every Saturday. Along with this is the steady pushing of the tea and coffee department in the advertising, the store and window displays and in talking with customers. The clerks in the store and the delivery men on the wagons are always talking tea and coffee.

The Advertising.

There are three daily papers in Butte, and Lutey Bros. patronize all of them, using about the same space in each, 10-inch single column. In this space seasonable goods are discussed from day to day and special sales quoted. It is noticed that such staples as sugar, flour, etc., are rarely spoken of in the Lutey ads. Tea and coffees are given frequent mention and good space. Fish, farinaceous goods, canned vegetables, fruits, syrups, cheese, jams, etc., are more to the Lutey idea of attractive advertising. The meat department is given some mention in almost every advertisement.

The Green Goods.

Naturally one of the most important features of the Lutey store is the department of fruits and vegetables.

A fruit or vegetable window in Lutey Bros.' store always attracts many people.

Down the center of the store are the candy, bakery and delicatessen departments. These do a big business. Lutey Bros. are not one whit behind any of the grocers in any of the large Eastern cities. They are developming their department of ready-cooked foods very rapidly.

Issue a Catalogue.

One interesting feature of the Lutey Bros.' advertising is the catalog which they send out-of-town trade. This is well printed, well illustrated, and, taken all around, a very neat book. It does not quote prices on the whole line. Evidently its purpose is to furnish the people who live in towns where they can not get such goods a buying guide on higher grade groceries. It is printed on good paper, gives prices on those lines and contains many good receipes.

Good Recipes.

The following "eight good rules in cooking evaporated fruit" are clipped from this catalog:

1. Separate the fruit thoroughly by washing several times in luke-warm water.

2. Pour the water off; put the rinsed fruit into an enameled saucepan; cover well with cold water and let stand for at least twelve hours, keeping the saucepan covered all the time.

3. After the fruit has been thoroughly soaked and regained its natural size, pour off this water saturated with fruit juice into another saucepan, add sugar according to taste (apricots and nectarines will require a considerable quantity of sugar, peaches less, and pears none at all), and boil from 15 to 20 minutes until you get a rich fruit syrup. Pour this boiling hot syrup over the soaked fruit. Put saucepan on back of the stove and let fruit simmer very thoroughly for 15 to 30 minutes, according to the quantity of the fruit.

4. Now take your fruit from the stove, keeping the lid on the saucepan, and let it cool off gradually.

5. If cooked properly, the fruit when served must be clear, the syrup should be rich and clear and each piece of fruit should look as if fresh fruit had been stewed.

6. The flavor of all the varieties of fruit is improved by adding some lemon or orange peel, but especially so with pears.

7. Fruit cooked in this way can be used for all sorts of purposes, just the same as fresh fruit—for pies, cakes, puddings, or simply as stewed fruit.

Never put the fruit on the stove without thoroughly soaking it before hand. Never boil it on a quick fire. Fruit must be soaked and must have time to gain the water it lost in the evaporating process and must soak in cold water.

Their Policy.

Lutey Bros.' policy, which has been so successfully worked out in their business, is told in the following:

"Absolute integrity, satisfaction, accommodation—with purpose of winning and holding the confidence of every individual who enters its doors. Under no possible circumstances will this house sanction any word or deed of any employee designed to mislead a purchaser. Whenever mistakes happen—as happen they must—the house will consider it a privilege to correct them with promptitude and courtesy."

GOOD MEN EMBARRASSED.

General regret is felt by the retail grocery trade throughout the State at the financial embarrassment of two of the most prominent retail grocers' association workers of the Coast. The failure of E. C. Damon, president of the State Grocers' Association, and G. A. Pidduck, president of the Pacific Coast Retail Grocers' Association, both of Seattle, has occurred within the past few weeks. "The Trade" hopes that these estimable business men will be enabled to extricate themselves from the financial difficulties in which they at present find themselves involved, and continue to accord the appreciated services which they have rendered to these great business organizations.—The Trade.

IN A CLASS BY ITSELF.

The leading seller in the line of Chili sauce is Snider's. This article is made from choice ripe tomatoes, according to a recipe long held by the Snider people, and which their competitors have vainly sought to discover.

The consequence is that Snider's Chili sauce stands in a class by itself—unsurpassed.

The agents, the Spohn-Patrick Company, reports heavy sales throughout their territory. In fact, the sale is heavy everywhere it is sold at all.

A GOOD COMBINATION.

When profit and quality both are found in one article it should not take the grocer long to decide about buying. "Sunset" Mackerel are as fine as can be and the profit very tempting. See advertisement and price list. Put them in stock once and you will always carry them.

LESLIE SALT
STERILIZED
FREE RUNNING
Cartons, 48/2s, 24/3s, 20/5s to Case
Caddies, 50/2s to Case.
Sold by all Jobbers

SHASTA ROUTE
is the way
to the great
Lewis & Clark Exposition
Take a vacation trip to the thriving Northwest, visit Portland and see its uniquely interesting exposition. The Shasta Route is famous for its wonderful scenery—Sacramento Canyon, Mt. Shasta, Siskiyou Mountains
LOW RATES
will be made from all points. Exposition opens June 1, closes Oct. 15. Ask nearest agent of the
SOUTHERN PACIFIC
613 Market Street

Tell Eastern Friends
of the low rates which will be made to
California
March 1 to May 15, 1905
$50 from NEW YORK
$33 from CHICAGO
$32 from ST. PAUL
$25 from KANSAS CITY
Similar rates from other points. Deposit cost of ticket with agent here, and ticket will be furnished passenger in the East. Tell your friends that now's the time to come cheaply if they buy their tickets via
Southern Pacific
ASK FOR PARTICULARS
City Office
613 Market St.

WIELAND BROS.
121-123 Clay Street San Francisco
Importers and Commission Merchants
SPECIALTIES—Imported and domestic Swiss Cheese, Limburger, Brick Cheese, Edam, Roquefort, etc.; Mackerel, Codfish, Holland Herrings, Olive Oil, Spanish and California Olives, all kinds of Sausages and other delicacies.
SOLE AGENTS for Sierra Cheese, German Breakfast Cheese, Brie, Camenbert, Schloss, Kronen and Neufchatel Cheese.

Poultry and Store Butter WANTED
POULTRY of all kinds is selling here at high prices. Store Butter is also in good demand. Ship us immediately all the Broilers, Fryers, Young Roosters, Old Roosters, Hens, Ducks, Geese, Pigeons, and Turkeys that you can, as high prices are prevailing here now. Satisfaction guaranteed. Cash returns made daily.
We have just received 250 cases of choice Nevada Water White Comb Honey. We are offering it at the low price of 10c, 11c, and 12c per frame. Please favor us with an order.
We have 1,000 barrels of Fancy Flour on hand that we can sell at $4.00 per barrel. Send us a trial order. Please mark and consign all shipments direct to the
POULTRYMEN'S UNION,
215 and 217 Clay St., San Francisco, Cal.

WILLIAM E. HARM
Kartuffel-Buhr
183-185 Valencia St. Near 13th
Tel. Folsom 1911
Wholesale Dealer in POTATOES, ONIONS BEANS, EGGS Etc., Etc., Etc.

WITZEL & BAKER, Commission Merchants
Telephone Main 718
314, 316 BATTERY ST., SAN FRANCISCO, CAL.
Fancy Creamery Butter and Ranch Eggs Our Specialty

Babbitt's Standards.

ALWAYS UNIFORM!
ALWAYS RELIABLE!
ALWAYS THE BEST!



B. T. Babbitt's Concentrated Lye,

The ready soap maker—a powerful disenfectant—an excellent fertilizer for dipping prunes, spraying trees, etc.

Manufactured by
B. T. Babbitt, (Inc.) New York City.



The C. B. JENNINGS CO., Agents, 121 California St., San Francisco, Cal.



WILLIAM CLUFF COMPANY

WHOLESALE GROCERS

SOLE AGENTS

SAN FRANCISCO CAL.

IRVINE STANTON COMPANY

WHOLESALE GROCERS

Farm and Dairy Produce

Consignments from Interior Merchants Solicited

211-213 Clay St. San Francisco, Cal.

TOBOGGAN

MAPLE SYRUP -- IT IS BEST

Pacific Coast Syrup Co.

SAN FRANCISCO

THREE REFINERIES: SAN FRANCISCO, PORTLAND and SEATTLE.

Highest Grade Package Goods for Family Trade

ROYAL AND QUEEN'S TASTE

(1 lb packages) (5½ lb cartons)

Macaroni, Vermicelli and Spaghetti

ROYAL ITALIAN A. B. C. PASTE, in 1 lb papers
GOLDEN GATE EGG NOODLES, in ½ lb papers

For Sale by all Jobbers



GUSTAV LIEBOLD PHONE SOUTH

GAMBRINUS BOTTLING CO.

Sole Agents and Bottlers of

Gambrinus Brewing Co.'s

PORTLAND, OREGON

SELECT PILSENER LAGER BEER

OFFICE AND BOTTLING WORKS
160 Thirteenth St., near Folsom, S. F.

PETERS BROS., BALTZ & DITTMANN

PROPRIETORS

The California Brewing Co.

Douglas Street, bet. 17th and 18th

SAN FRANCISCO, CAL.

REMOVED

PATRICK & CO., RUBBER STAMPS

111-113 SANSOME STREET

One block south of old location.



WE ARE NOW SELLING

The New

L. C. Smith & Bros. Typewriter

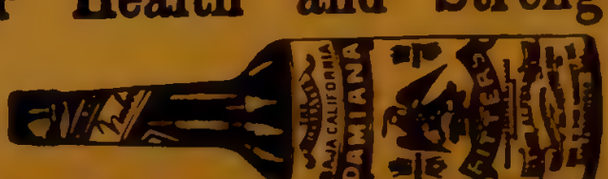
WRITING IN SIGHT.

ADDRESS FOR PARTICULARS

L. & M. ALEXANDER & CO. 110 Montgomery St., S. F.

Branches Portland Los Angeles Seattle

For Health and Strength



DAMIANA BITTERS

H-I-R-E-S

Offer for 1905

We offer THIS YEAR, To dealers who **Buy Hires Rootbeer**

LEAD PENCILS, absolutely free, landed at your door. Not cheap pencils either, but the regular **five-cent** straight sellers. Good lead, yellow enamel wood, nickel-top and rubber.



Offer No. 1 -- 1 Gross Hires Rootbeer Extract, 4 dozen Lead Pencils Free.

Offer No. 2 -- ½-Gross Hires Rootbeer Extract, 2 dozen Lead Pencils Free.



Offer No. 3 -- ¼-Gross Hires Rootbeer Extract, 1 doz. Lead Pencils Free.

How to Order. Buy the Rootbeer of your Jobber in the regular way (but buy big as the offer is open but once) and send bill showing purchase to the Chas. E. Hires Co., 210-212-214 North Broad Street, Philadelphia, Pa. The Lead Pencils will be sent immediately by return mail.

THE HIRES ADVERTISING APPROPRIATION IS THE LARGEST IN YEARS.

SIGNS! Bushels of them; Paraffine, Cloth, Enamel, Tin, Glass and Transparencies, the whole assortment making a window display outfit seldom equaled. The Hires Display Outfit is so attractive that every prominent store will want to feature Hires' Rootbeer in the show window.



In addition **Hires Rootbeer** will be advertised in the Leading Magazines, Daily Newspapers and on the Bill Boards, etc., throughout the country.

When making out your order for Hires Rootbeer Extract do not forget to include

The Hires Carbonated Beverages

ROOTBEER and GINGER ALE

In Pint Bottles — ready to drink.

During the warm weather, you will have numerous calls for the Hires Carbonated Beverages. They are Delicious, Sparkling, Appetizing, Healthful.

Packed 2 dozen Patent Cap bottles to the case.



HIRES OFFER TO
The New Hires Stein
FREE WITH
Hires Concentrated Rootbeer or Ginger Ale

Packed 1 doz. 1-lb. bottles to the case,
$8.50 per doz. or
.75 per bottle.

A purchase of 1 doz. Concentrated Solution or over entitles the retailer to ½ doz. Hires Rootbeer Steins. Purchase of ½ doz. entitles the buyer to ¼ doz. steins.



THE FOUNTAIN MAN

Finest German Stoneware.
We specially import them.

Glazed white inside, delicate yellow outside, design in striking colors. Highly ornamental, dainty and refined. A stock Stein same grade would cost you 45 cents.

Mention Wholesaler's name through whom you ship.

Further Information will be supplied by the

.....SPOHN - PATRICK COMPANY.....

SOLE AGENTS

16-18-20-22 Front Street, San Francisco, Cal.

SPECIAL NOTICE. -- Orders for Hires Rootbeer or Concentrated Solution with the free deal must be placed at once even if goods are not to be delivered for some time to come, otherwise free deal will not apply.

THE RETAIL GROCERS ADVOCATE

A. H. POWERS, Editor | SAN FRANCISCO, CAL., APRIL 21, 1905 | Vol. 10, No. 16

M·J·B· COFFEE
SELECTED WISDOM



WORDS MAKE TALK
IDEAS MAKE PEOPLE LISTEN

Your Customers KNOW there is Good Cause for Your Praise of

M. J. B. COFFEE

IXL - Kapp and Street - W.G.M.

TAMALES

IN

KEY-OPENER CANS



THE ORIGINAL

Powdered

STOVE POLISH

Mixes with water instantly. Advertised everywhere

OUR GUARANTEES:

To give SATISFACTION or your MONEY BACK
To give a QUICK, BRILLIANT LUSTRE
To give Dealers a GOOD PROFIT

PRICES 5c Size, 3 Doz. to case, per case, $1.50
10c " 3 " " " " " 2.50

SPECIAL DEAL SIX PACKAGES FREE in every case of 3 dozen

R. A. HOLCOMBE & CO., Agents 20 PINE STREET San Francisco, Cal.

PROGRESSIVE DEALERS foresee that certain articles can be depended on as sellers. Fads in many lines may come and go, but SAPOLIO goes on steadily. That is why you should stock

HAND SAPOLIO

HAND SAPOLIO is a special toilet soap—superior to any other in countless ways—delicate enough for the baby's skin, and capable of removing any stain.

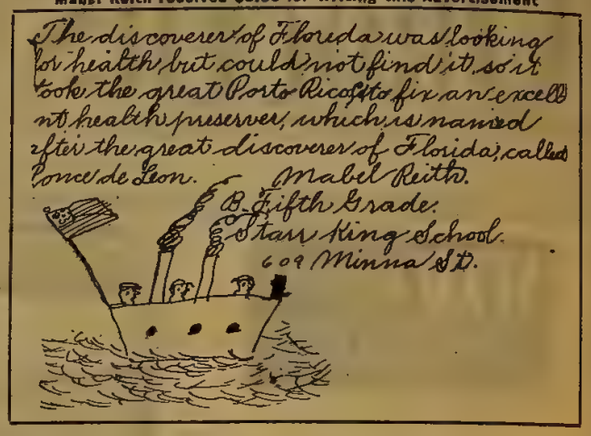
Costs the dealer the same as regular SAPOLIO, but should be sold at 10 cents per cake.

INTEREST THE CHILDREN

Grocers who handle **Ponce de Leon** Coffee can help the child of some customer win a prize of $5.00. Call their attention to this ad. Let them send us one. We print three each week in the **Evening Bulletin** of San Francisco and pay $5 for each accepted ad.

ADVERTISE YOURSELF AND HELP US ADVERTISE

Mabel Reith received $5.00 for Writing this Advertisement



PONCE DE LEON COFFEE

The Best in the World. The Best in the World.

TO HELP SAN FRANCISCO DEALERS WE HAVE

Striking Displays on the Main Streets

Artistic Signs in the Street Cars

Attractive Designs on Theater Curtains

Conspicuous Notices in Theater Programs

Cash Prizes for Ads. Prepared for the "Bulletin" by School Children.

In Addition to This: Experienced Lady Demonstrators are making a House-to-House Canvass, Distributing 20,000 FREE Sample Packages and Explaining the Merits of PONCE DE LEON COFFEE to Housewives.

Gold Watches for Grocers

To add to the interest of the Retail Grocery Trade in advancing the Sales of **PONCE DE LEON** Coffee, we have decided to give

6 Gents' Solid 14-Karat Waltham Gold Watches, Value $60 Each, to our Friends.

To Get One Entails No Cost Nor Extra Labor.

Read the Terms: We will give Watches to Each of the Two (2) Retail Grocers of San Francisco, and to Each of the Four (4) Grocers in the Interior, whose Invoices show that they have purchased the **Most Pounds** of our **Sealed Cans** of

PONCE DE LEON COFFEE

Bet. April 15 and August 15, 1905

Watches Guaranteed to be Solid 14-Karat Gold

GET IN LINE—GET A PROFIT—GET A SPLENDID GOLD WATCH

Quality These are the Elements Needed for Grocers to Secure Trade Now Going to Coffee Peddlers. **Confidence**

Our Goods Possess the **QUALITY** — "PONCE DE LEON" Coffee is the Best in the World
Our Advertising Helps Give the CONFIDENCE.

The Porto Rico Company

587-589 HOWARD STREET San Francisco, Cal.

IT COSTS MORE BUT "A1" FLOUR Is Worth the Difference



This is what more than **700** of the BEST GROCERS around San Francisco Bay are saying to their customers,

AND THEY GET A GOOD PROFIT ON EVERY SACK

IT ALWAYS GIVES SATISFACTION

Why "A1" Flour IS BETTER:

Our "**A 1**" FLOUR is manufactured from only the HIGHEST GRADE of the **BEST CALIFORNIA and EASTERN** Wheats. We have, by much investigation and research, produced a blend which includes enough Eastern wheat to cause "**A 1**" to be **More Glutinous** than other flours on the market and therefore **More Nutritious.**



It Makes More Loaves per Sack

THE PRICE CANNOT BE CUT

GLOBE GRAIN & MILLING CO.

MONTGOMERY AND CHESTNUT STS., SAN FRANCISCO, CAL.

Telephone Bush 759.

(Please mention the ADVOCATE to Advertisers. It helps us materially.)

CUSTOMERS PRAISE C

Read what THE McCORMICK-SAELTZER CO., of Redding, Cal., write us:

REDDING, CAL., April 14, 1905.

CUDAHY PACKING CO.,
San Francisco, Cal.

DEAR SIRS:—We are receiving many words of praise from our customers regarding the quality of Diamond "C" Hams and Bacon, as being the finest flavored and most evenly cured meat that has ever been offered on this market. The way our trade is increasing on these goods demonstrates to us that it must be a fact.

We look for our trade to be ALL Diamond "C" before long.

Yours very truly,

THE McCORMICK-SAELTZER CO., Inc.
Per F. F. KRAUSE, Mgr. Grocery Dept.

"THE TASTE TELLS"

Are You

ALIVE TO THE FACT THAT THERE IS A GOOD SALE AND PROFIT IN

Wedding Breakfast COFFEE

Packed in ONE POUND SEALED TINS



A REPEAT SELLER

Aged and Cured 5250 Feet Above Sea Level

NASH-SMITH TEA AND COFFEE CO.

Purveyors to Coffee Connoisseurs

DENVER — ST. LOUIS

FRANK B. PETERSON & CO., SAN FRANCISCO

THE ORIGINAL BIG CAN



ALWAYS POPULAR

ITS MANY IMITATORS PROVE ITS GREAT WORTH

For Sale by All Jobbers

San Francisco Offices:
115 Davis Street.

Retail Grocers' Advocate

CALIFORNIA RETAIL GROCERS' AND MERCHANTS' ASSOCIATION — OFFICIAL PAPER — RETAIL GROCERS' ASSOCIATION

Vol. 10 — SAN FRANCISCO, CAL., APRIL 21, 1905 — No. 16

THE RETAIL GROCERS ADVOCATE

Published Every Friday by
ADVOCATE PUBLISHING CO.

Subscriptions:
One Year $2.00
Single Copies ..... .10

PUBLICATION OFFICE:
456 MONTGOMERY STREET.
Rooms 413-414. - Tele. John 2601

Entered at the Postoffice at San Francisco as Second Class Matter.

Points to Watch

ALMONDS—
Good stock is scarce and prices are advancing.

GUM CAMPHOR—
Higher prices are foretold owing to scarcity in crude stocks.

CANARY SEED—
The new crop will arrive on a bare market and will bring higher prices.

HAMS, BACON AND LARD.
The market is very firm and packers predict further advances in the near future.

MOLASSES—
The market is steady. There is no possibility of a decline and it is safe to buy at present prices.

DRIED FRUITS—
The supply of apples, peaches and apricots is so small that they are going to continue high for the next 60 days at least.

SARDINES—
One Eastern concern controls 90 per cent of the spot stocks in American sardines. It is stated that they will advance prices shortly.

CANNED SALMON—
The fact that stocks are low in jobbers hands and the combination of prices made by the Northwestern Fisheries Company and the Alaska Packers Association indicates that present prices are low and that spot salmon at present figures is a good buy.

IT MOVES RAPIDLY.

The trade has taken hold of X-Ray Stove Polish with a phenomenal alacrity. The several large shipments that have already been received were practically sold on arrival. Although another carload arrived only a short time ago, the only stocks now available are those in jobbers' hands. R. A. Holcombe & Co., Pacific Coast agents, are now in receipt of some very attractive 8-sheet posters. These will be at once put up in central locations about San Francisco and the cities across the bay. A house to house canvass and distribution of samples throughout Oakland, Alameda and Berkeley is now being undertaken.

The grocers who have already stocked X-Ray Stove Polish speak in highest terms of it and many of them have given repeat orders.

FAILURE THROUGH FOLLY

Conditions That Force Loss and Misfortune on Retail Grocers.

During the past twenty-five years there has been twenty-six grocery failures on Market street. These firms have been cash grocers and their failure has resulted through selling goods at too close a margin and spending more money in advertising than the margin of profit warranted.

The last failure was that of H. Coleman of 134 Sixth street, who came into direct competition with the Market street stores and followed their methods. Besides selling at too low a figure, Mr. Coleman was further handicapped by giving trading stamps.

The Flour Folly.

One of the foolish practices that have been forced on the retail grocer has been that of selling flour at a price that gives no profit and often means a loss.

This folly has been forced on the trade by the mills themselves who have not attempted to force the few Market street cutters to maintain a fair price on their standard brands of flour.

If to-morrow the mills should say to the Emporium and Pragers that they must maintain a price of $1.35 on the standard brands of flour and that any store selling for less than $1.35 would not be able to get any more flour, those firms would be glad of the chance to maintain those prices. They would advertise cheaper flour, of course, but the careful housewife does not risk the entire baking of bread or cake for the sake of saving a few cents on a sack of flour.

If the Market street cutters were selling the standard brands of flour at $1.35, the rest of the grocers throughout the city would have no difficulty in getting the same price. The different mills insist that they would fix and maintain such a price on flour if the retail grocers wanted it.

Mr. Grocer, it is up to you.

Every grocer in San Francisco should tell the salesmen of the mills that he wants a profit on flour and that he wants the mills to maintain the price so that he can be sure that no one will be selling flour for less than $1.35 per sack when it costs $1.20.

Every retail grocer should have some of the flour of the Globe Mills in stock for two reasons.

The first reason is, that he gets a profit on every sack of Globe Mills flour that he sells and the quality is such that it will satisfy his trade.

The second reason is, that by putting the flour of the Globe Mills in stock, he is presenting to the other mills the best evidence possible not only that he wants them to maintain a price on flour, but also that the grocery trade of San Francisco have sufficient ability as salesmen to introduce to their trade any article of superior quality that gives them a profit.

Cutters Want Profits.

The cutters are anxious for a profit on flour and are willing to maintain the price of a flour when they know that no one else can cut that price. This is shown by the way the Emporium and Smith's Cash Store of this city and Sallinger Bros. of Oakland are advertising and selling the "A-1" flour of the Globe Mills at $1.40 per sack.

"It is not an easy thing," said a lead-

(Continued on page 25)

AN IMPORTANT MEETING

San Francisco Grocers Consider Many Trade Matters.

MAKE PICNIC PREPARATIONS.

Strong Pleas Made for Better Protection on Prices.

Much enthusiasm for the picnic which is to be held on Wednesday, May 10th, was expressed by the retail grocers at their meeting on Wednesday evening.

The list of firms who had not yet bought tickets or contributed prizes was read and different members agreed to see them.

Vice-President Connolly, who has charge of the dancing platform and the candy distribution for the children, reported that Dodge, Sweeney & Co. had agreed to give the Association five hundred packages of Crackerjack to be distributed among the little ones in place of the bags of candy usually given them.

Director Doyle reported that J. A. Folger & Co. had donated a gold watch and several other handsome prizes for the ladies' guessing contest.

About Trading Stamps.

Under the head of new business, Mr. Doyle advised that cards be sent to members to be hung up in their stores warning the public that giving trading stamps was against the law.

Mr. McGuire thought this was a desirable move and would help turn public sentiment the right way.

Vice-President Connolly, who, as State Secretary, represents the State Association on the trading stamp committee, advised that if, after May 7, a member's competitor gave stamps, he should notify the secretary and the offender would be arrested. He called attention to the fact that two firms that have refused to give up trading stamps before had now "gone where the woodbine twineth."

Butter Wrappers.

A general discussion elicited the fact that the law requiring butter wrappers to bear the mark of the weight of the butter they contained did not go into effect on May 1st, but about May 10th.

Mr. Doyle advised that grocers should urge the butter houses to put up only 1-pound and 2-pound packages. This would save confusion.

Flour Profits.

H. Rowe advised that since the millers now had an organization, it would be a good plan to have the grievance committee confer with them to see what could be done to stop the cutting on flour.

C. Suss thought that the Grocers' Association should use its strength to maintain prices but that it needed more members.

President Salomon said that the fact that his neighbors cut did not force him to sacrifice the profits on his goods.

J. M. Sullivan said the grocers were themselves to blame for the cutting and not the manufacturer. He hoped to see the day when none of the leading proprietary staples would be sold to a dealer unless he first signed an agreement not to cut prices.

Vice-President Connolly said he was glad to see such a unanimity among the grocers as to the necessity of maintaining prices. He felt that this should be the paramount issue in their association. He hoped they would foi-

(Continued on Page 8.)

A Journalistic Acrobat.

Editor Menzies Turns Somersaults on the Trading Stamp Question.

It requires a page of space for Mr. Menzies to unburden himself fully of certain misinformation concerning the campaign against trading stamps.

With a grain of truth here and there as a framework he tells an elaborate story of "How the trading stamp fight was won" without a mention of the California State Grocers' Association, without whose machinery nothing could have been accomplished.

Incidentally Mr. Menzies registers a protest accompanied by his usual vocabulary of abuse, because this paper mentioned the fact that he was at one time a supporter of trading stamps.

As usual, his statements are as false as are his statements in regard to the alleged shortcomings of the State Grocers' Association. In order that the retail grocers may judge for themselves, we have gone over a file of his paper and reproduce a few of his arguments about trading stamps.

It will be noted that they present the side of the trading stamps, as the trading stamp companies would have been willing to pay for had the medium been worth purchasing, and that the undesirable features of trading stamps were carefully made to seem unimportant.

It will also be observed that the position of Mr. Menzies as the champion of trading stamps was taken by him merely because the State Grocers' Association and the San Francisco Retail Grocers' Association were in opposition to them.

In his issue of Sept. 25, 1903, Mr. Menzies puts himself on record as the friend of stamps by saying:

"The intelligent grocer * * * should recognize that trading stamps are but one form of competition which, if abolished, will certainly be succeeded by some other that will be Tantamount to it."

This was one of the arguments advanced by the lawyers of the trading stamp companies before the Legislative committees recently and proved false by the representatives of the State Grocers' Association.

To show how eager he was NOT to help in the movement to secure the abolishment of trading stamps he said:

"The intelligent grocer should realize that people who endeavor to interest him in such a movement as that for the general abolition of trading stamps are either ignorant * * * or have some personal object to serve."

Two months later, in order to show how friendly he was to the men who were engineering the fight against trading stamps, he speaks of them in his issue of Nov. 27, 1903, as:

"A clique of blackmailing grafters in the grocery trade of this city, whose business is comparatively insignificant."

(How do you appreciate this Messrs. Corcoran, J. Salomon, Frank B. Connolly, Herman Hohn, Henry Wreden



Eat one
and you'll eat a dozen.

The Most Expensive Delicacy

The Most Captivating, Fascinating, Bewitching Thing in the World—

WHY ? Because you eat so many !

Pim-Olas

(Patent Applied For)

The Newest Table Delicacy

Wholesome and Appetizing



THIS new preparation is nothing more nor less than delicious Queen Olives, with the pits taken out by machinery, stuffed with sweet Spanish Pimientos and preserved in a specially prepared sauce.

No conception can be obtained of the exquisite flavor and delightful taste of

Pim-Olas

by a description of them. They are a revelation to the most fastidious and experienced epicure. *They must be eaten to be appreciated.*

Unlike all other relishes, pickles, sauces and similar preparations, they are not only delicious, dainty and appetizing, but they are also extremely wholesome and nutritious.

WE ARE THE ORIGINATORS AND SOLE MANUFACTURERS OF

Pim-Olas

Patents are now pending on the process of their preparation, and we will prosecute to the full extent of the law all infringers and imitators.

"White Label" Brand

Queen Olives

Recognized by Connoisseurs the Finest in the World.

Unquestionably the Highest Grade on the Market.

Your Stock is Not Complete Without White Label Queen Olives and Pim-Olas on Your Shelves.

The Largest Plant in the World used exclusively for the Packing and Bottling of Olives.

Seville Packing Co.

SPOHN - PATRICK COMPANY

PACIFIC COAST AGENTS

16-18-20-22 Front Street, San Francisco, Cal.

BRANCH HOUSES: Los Angeles, Portland, Seattle, Denver, Salt Lake City.

Warm Weather Makes the Appetite Lazy



SNIDER'S Chili Sauce

MAKES YOU EAT.

It is especially fine on all kinds of Hot and Cold Meats.

PUT UP BY THE
T. A. SNIDER PRESERVE CO. CINCINNATI OHIO.

Makers of Snider's Catsup, Oyster Cocktail Sauce, Salad Dressing, Tomato Soup, Baked Beans, Etc.

SPOHN-PATRICK COMPANY
AGENTS
16-22 Front Street, San Francisco

and George B. Doyle, who were doing such hard work at that time?)

Then he follows with a series of arguments favoring trading stamps and justifying their use. Among other things he says:

"We have frequently explained that even if the movement to generally discontinue the stamps were a success no benefit whatever could result to the grocers."

He says further:

*** * * "Stamps * * * appear to us to be about as good a contrivance as there could be to enable an incapable class of grocers to continue in business."**

In his issue of April 29, 1904, he said:

"How silly is all this agitation against trading stamps, except from the point of view of providing the associations something to holler about!"

In regard to the complaint that the grocer who gives stamps is really helping the trading stamp companies fleece their customers, Mr. Menzies said:

"It is alleged * * * that the customer does not get value for what the grocer gives; but this is no business of the latter."

Then he adds in regard to the movement to have trading stamps abandoned:

"The whole business appear to us to be indescribably silly."

That he is quite confident that there is good reason to give trading stamps he makes clear by making a statement that grocers "generally" were willing to give stamps, a statement that every retail grocer knows to be false and which Mr. Menzies would know was false if he were running a grocery, and not a tobacco paper. He says:

"The fact that dealers generally are willing to give stamps shows that the average rate of profit is higher than conditions justify."

In his issue of June 3, 1904, Mr. Menzies devotes over a quarter of a page to an article in which he presents all the specious arguments used by the trading stamp companies in their endeavor to prove that their scheme had value as a legitimate proposition. He states in the beginning:

"The advantage that trading stamps present to the average dealer is that they enable him to give premiums to his customers without the expense of carrying them in stock or providing his own coupon system."

To prove that other premium schemes are not as good as stamps he insists that the latter enable the consumer **"To procure a more valuable premium than purchases from any single dealer could be made to yield in the same length of time."**

To make it appear that trading stamps are really an advantage to the customer, he insists that they offer:

"The means of accumulating little savings and eventually procuring something that would not otherwise be had at all."

This careful booster of the lying arguments of the trading stamp companies uses the same arguments as would a shyster lawyer hired by a bunco-steerer to try to make it appear that the "sucker" who bought the gold brick was to blame for being buncoed, and that the bunco-steerer should not be sent to jail because his victim could have had the thing assayed before buying it if he wanted to.

In the same issue he shows how unfriendly he is to the trading stamp graft by the following gratis advertisement:

"Cigar dealers in the Northwest are being recommended to use trading stamps as a defense against the United Cigar Dealers' Company and its premium system."

PORTO RICO'S TROUBLES.

How Annexation to the United States Has Interferred With the Prosperity of the Coffee Planters.

Frederico Degetau, representative commissioner from Porto Rico at Washington, in an interview with Frank G. Carpenter recently complained that the coffee industry of Porto Rico had been seriously handicapped by annexation to the United States. This is a serious matter for Porto Rico, since coffee has always been their chief industry, and they had no difficulty in marketing their entire crops in the eastern countries where the splendid quality of Porto Rico goods had long been recognized. In this regard Mr. Degetau said:

"Before the war, our principal markets were Spain and Cuba. In those countries, our coffee was considered the best as it is in France and other parts of Europe to-day. Spain took the bulk of the crop at high prices and Cuba bought largely.

"After the war, Spain put such a tariff on Porto Rican coffee that we lost that market, and the Cuban tariff kept us out of that country.

"At the same time, a corresponding increase did not come from the United States.

"The most of your coffee comes from Brazil, and the Brazilian coffee does not compare in quality with that of Porto Rico. It is a cheap coffee, while ours is comparatively dear.

Ranks With Best Javas.

"I feel sure that the Americans will gradually learn the excellence of our Porto Rican product and that it will have the position that the best of the Java coffee has now.

"I think it will eventually bring the highest prices of any coffee in the American markets. When that time comes our coffee area will be increased and we will be one of the richest states of the American Union.

"We annually raise about 40,000,000 pounds of coffee. We have 166,000 acres under cultivation and there are large areas which might be planted. The coffee lands are back from the sea on the slopes of the mountains. They are to be found in nearly all parts of the island, although some districts produce finer coffee than others.

"As for me, I drink only Porto Rican coffee, except where the social demands are such that I have to do otherwise.

"Our coffee has a flavor which is beyond compare."

Pacific Coast Distributors.

The Porto Rico Company has been introducing Porto Rican coffees to the trade of the Pacific Coast for some time back. Their offices are at 589-591 Howard street, where they have an entire five-story building. They are now carrying on a very aggressive campaign to assist in the general use of their Ponce de Leon brand, which is the very choicest of Porto Rican coffee.

We would call attention to their advertisement on page 2 of the cover, where they propose to give six solid gold Waltham watches, valued at $60 each, to the grocers who handle the most of their Ponce de Leon coffee between April 15th and August 15th.

THE KING OF ITS KIND



ELECTRO Silver Polish SILICON

IS AN ARTICLE OF REAL MERIT and the only one of its class for which a constant demand is created among consumers by regular and systematic advertising.

On every box a Wowan in Red,
Never take another instead.

REDINGTON & CO.
SAN FRANCISCO
Sole Agents for the Pacific Coast.

ADVANTAGES OF PACKAGE COFFEE.

The coffee roasters are doing much for the grocers of California and sister States by putting up their coffees in tin packages, enabling the grocer to build up, and what's more, to keep his coffee trade, instead of having it taken from him by peddlers and scheme stores.

The roasters are putting up exceptional values in one and two-pound packages (tin)—the only practical way to put up roasted coffee. It enables the customer to have her particular brand of roasted coffee fresh every-time a pound in wanted, for as a rule the roaster will not change the blend from one year's end to the other.

From a grocer's standpoint it saves the loss of beans on the floor—the down weight while weighing—the cost of a paper bag—all of which occurs in dealing in bulk coffee. Every time there is a can of coffee sold the grocer knows just how much he has made. He is the judge as to his profits. One of the most popular and at the same time best seller and profit giver is Wedding Breakfast Coffee. It's a thoroughly aged coffee roasted in the clouds and produces a truly natural coffee flavor rarely obtained.

A MATTER OF HEALTH

ROYAL



BAKING POWDER

Absolutely Pure
HAS NO SUBSTITUTE

All Grocers should carry a full stock of Royal Baking Powder. It always gives the Greatest Satisfaction to customers, and in the end yields the larger profit to the Grocer.

OAKLAND GETS RESULTS.

The value of having the members report promptly when wholesalers sell to consumers was shown at the meeting of the Alameda County Grocers' Association on Monday evening. J. E. Frazier of Fruitvale complained that one of the wholesale cracker companies was selling to one of his customers. The secretary at once wrote to this firm. The cracker company replied, thanking the secretary for informing them of the fact that the party was not in business and explaining that the party had sent them an order for the goods telling them he had handled them in the south. Their impression was that the party was a merchant. The letter concluded:

"We are always glad to protect the retail grocers in every way we can. Thanking you for calling our attention to the matter, we are

"Yours truly,

"Bishop & Co."

Secretary Reed reported that a representative of the Hammond Milling Company had recently requested that Queen Anne flour be listed at $1.40 per sack, the price to the dealer being $4.60 per barrel. The secretary stated that the Hammond Milling Company informed him that they had been very successful in Bakersfield, where they had listed their flour at $1.45 and that the firm was instrumental in establishing a card on flour in that city.

The members expressed great pleasure at this indication of the fact that the mills realized that it was to their interest to take advantage of the assistance of the retail trade in establishing a price on flour that left a fair margin to the dealer.

The matter was left open until a decision was reached by the State Grocers' Association.

The picnic committee asked for further time in regard to the time and place for the picnic. They stated that they expected to have arrangements completed within a few days.

MR. BOND IN SAN FRANCISCO.

Mr. C. L. Bond, inventor of the Bond Automatic Weigher, has just returned to Los Angeles after a week's visit with P. E. Lenfestey, who maintains the Bond Scale Company's office in this city.

Mr. Bond has been very busy setting up a couple of special machines, one for the Western Sugar Refinery, and one for M. J. Brandenstein Company, the latter being used for putting up rice in small sacks.

Business locally as well as in the Southern part of the State is highly satisfactory, as dealers are realizing the saving to be effected through using the Bond Automatic Weigher.

Such names as Newberry, Jevne, Ralphs and Cohn of Los Angeles, and Goldberg, Bowen & Co., Levy Bros., Faber and the Sunset Grocery Company locally are a credit to any manufacturer's ledger, and these, as well as many other well known firms, are already in the Bond Scale Company's books.

JUST ONE WAY.

There is only one way by which a man stops using the Perfection Short Credit System and that is by retiring from business. If a dealer once begins this system of keeping accounts, he will never give it up as long as he remains in business.

If you want to learn why, write to the Pacific Coast agent, P. E. Lenfestey, 220 California Street, San Francisco.

A NEW BOILER.

The American Milling Co. has applied for a permit for a 900-horse power boiler at Battery and Union streets for flour milling purposes. The company will also erect an oil tank of 14,000 gallons capacity.

AN IMPORTANT MEETING.

(Continued from Page 5.)

low up the plan of having the manufacturer demand that the retail dealer maintain prices, since the manufacturer is the only one who has the legal right to do this.

"I think we should help the men who help us," he said. "We all want a profit. But if I sell a sack of Sperry's flour to a woman and charge her $1.30, and she sees that the Emporium advertises it at $1.20, she loses confidence in me and my goods, and thinks I am a robber. I have put in the goods of the Globe Mills because they save me from that and my customers do not object to paying me my price for the Globe flour because no one else sells it for any less."

John McGuire advised that the grocer should substitute some article that paid better for goods that could not be sold with a profit.

George B. Doyle called attention to the fact that the "one case free with five" resulted in many men over-stocking and having to cut. He thought the grocers should protest against it.

President Salomon, from the chair, expressed the opinion that the mills would be unwise to require retail grocers to charge an advance of 15 cents per sack on their leading standard brands. He thought that, by so doing, they would invite the competition of Oregon and Washington flours.

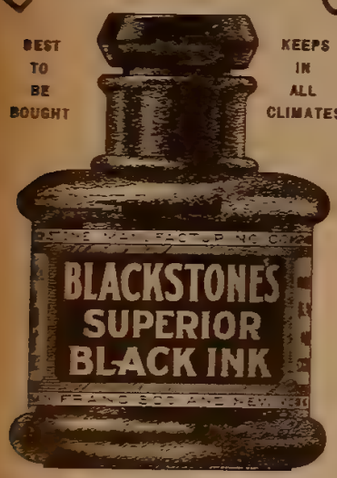
The secretary reported quite a number of new members.

Mr. Suss reported several grievances adjusted.

BLACKSTONE'S INKS

BEST TO BE BOUGHT

KEEPS IN ALL CLIMATES



Blackstone Manufacturing Co.
(Incorporated)
MANUFACTURERS OF
WRITING FLUIDS,
Mucilage, Shoe Polish, Shoe Paste, Shoe Dressing and Liquid Glue.
Office and Factory,
1960 Howard St. San Francisco
Telephone Capp 1111.

The Rebate Deal
IS STILL EFFECTIVE



BUY
Carnation Cream
NOW

And get a Rebate of 25c on Every Case Purchased.

Write for Special Rebate Contract Blank.

Spohn-Patrick Company
AGENTS
16-18-20-22 Front St., San Francisco

Better and Quicker Work
THAN ANY 850 CUTTER
COSTS ONLY HALF AS MUCH

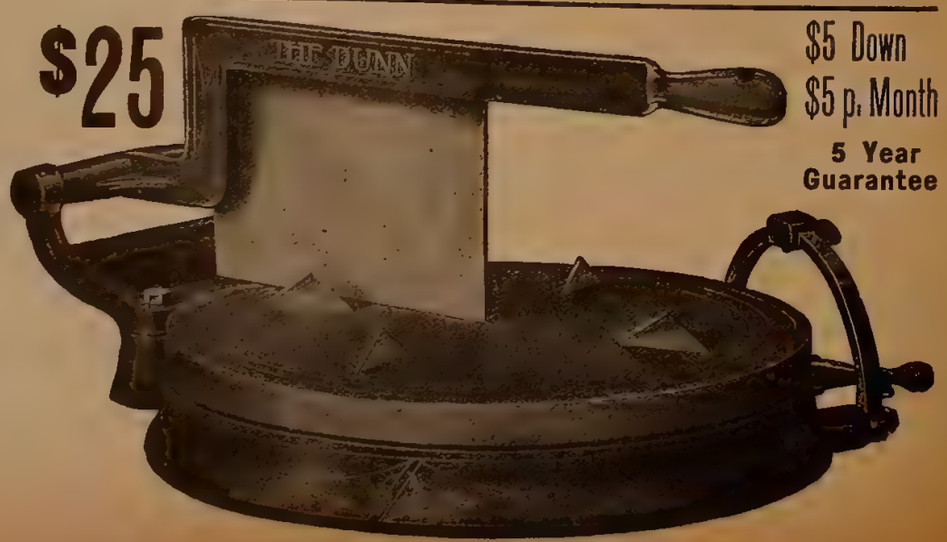
The "Dunn"

CUTS ANY WEIGHT CHEESE
AT ANY PRICE PER POUND
A Child Can Operate It.

We can sell our Cutter for Less than any Other Manufacturer, because—
Our Capacity is Greater—We Make More Cutters—than ANY other Factory.
WILL SAVE ITS COST IN 90 DAYS.

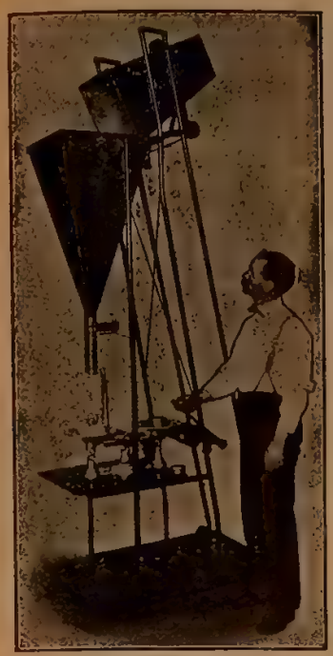
For further particulars address
W. A. HAWLEY — PACIFIC COAST AGENT — 310 Cluett Building
SAN FRANCISCO, CAL.

$25



$5 Down
$5 p. Month
5 Year Guarantee

Bond System
OF
Retailing Staples



For Particulars, write

BOND SCALE CO.
Main Office, 1640 Fernando St.,
LOS ANGELES.
San Francisco Office:
220 California Street

CONTAINS WHITE OF EGG
The Greatest Leavening Auxiliary



Not Made by the Trust

Now Used in Thousands of Families

30 CENTS THE POUND
Made in California. Ask Your Jobber.
THE NEELY COMPANY
3 California St., San Francisco

THE PREMIUM CONFERENCE.

An important conference was held on April 12 between the officers of the National Association and the representatives of some of the cereal companies of the country. The position of the grocers was presented by National President Green, who stated the undesirability of premiums as follows:

1. If premiums are given with cereals and soap and tobacco, they will be demanded for flour and sugar. It is developing unhealthy expectations on the part of the consumer.

2. Half the grocers sell crockery. Manufacturers compete with them.

3. Competition among manufacturers leads them to extremes. One soap company is now offering sugar, tea and coffee as premiums.

4. Anything which injures our honorable and good business, injures the entire business. Premiums hurt manufacturers and will hurt them more. We want our people to prosper—retailers, jobbers and manufacturers.

The representatives of the cereal companies were called upon to express their sentiments in regard to the matter.

Manufacturers Speak.

Major Butler, manager Natural Food Co., manufacturers of Shredded Wheat Biscuit, said that his company had never given premiums and did not believe in them, and thought if all manufacturers would discontinue, all would be glad in a short time.

Mr. Cassidy, representing Egg-O-See Company, stated that his company would never put in coupons or premiums, as they believed goods should be sold on their merit, that it was useless to try to get something for nothing.

Mr. Milen, of the Cream of Oats company, said that they stood ready to discontinue the giving of premiums when others would.

Mr. Gilfillan spoke for the Genesse Pure Food Co., stating that his company never did and never intended to give premiums.

Mr. Gregson, representing the Great Western Cereal Company, stated that his company was ready to discuss with either the retailers, wholesalers or manufacturers, and would meet them on a common level.

Mr. Coldren of the American Cereal company, said his company, he felt, had taken the initiative and felt they could go no further alone, but were ready to work with all other manufacturers of cereal companies to abolish all premiums.

Mr. Roleau, manager Malta Vita P. F. Co., said his company has discontinued all premiums of every nature and would sell their goods on their merit only.

Letters agreeing to abandon premiums entirely were received from the following firms:

Hygienic Food Co., manufacturers Maple Flake; Boone Cereal Co., Pillsbury-Washburn Co., Atchison Oat Meal and Cereal Co., and Stobie Cereal Mills.

After a lengthy discussion, the cereal companies asked for time in order that the matter might be taken up thoroughly with all concerned. The manufacturers present signed an agreement to give definite answer by June 1 at the latest in regard to what could be done in the matter of the discontinuance of giving premiums, coupons, tag schemes and free deals of every kind and nature.

SOLD WITH A GUARANTEE.

There are few articles handled by the retail grocer that are so universally liked, and which fill the bill so perfectly as does Carnation Cream.

It must be very gratifying to the manufacturer to hear the many encomiums that are passed on this article daily.

It must likewise be very pleasing to the grocer, as he is the last man to handle the cream before it goes into consumption. It may truthfully be said there is never a complaint.

Besides the goods are guaranteed by the manufacturer to the grocer, who in turn is asked to guarantee them to the customer.

SELLING DELICACIES.

Julius Bunzl, who was so long connected with the I. X. L. Packing Co., is now associated with the Colonial Packing Co., whose offices and warehouse is at 1123-1125 Howard street. This firm is sole agent for Coburn's California Olive Oil and sells large quantities of pickles, mustard, sauerkraut, olives, salad oils and table condiments.

AN IMPORTANT OMISSION.

In printing the list of the chairmen of the picnic committees last week, the name of John P. McGuire, chairman of the Games committee, was omitted. Mr. McGuire served in this same position last year and gave the association the best conducted games they had ever had.

GROCER COMMITS SUICIDE.

Nicholas Blanken, a pioneer grocer at Broadway and Kearny streets, shot himself on April 12. He was 75 years old and had been ill for several months.



Cailler's Croquettes retail at 5, 10, 25 and 50c

MORE
Cailler's
GENUINE
SWISS MILK
CHOCOLATE

Is consumed in the United States to-day, than the combined export product of any three European Chocolate manufacturers now on sale in this country. Even more surprising is the fact that we are unable to fill orders for many of the most popular packages. To meet the constantly growing demand for **Cailler's Chocolates**, F. L. CAILLER LTD. are rushing to completion their mammoth new factory, costing over two million (2,000,000) francs.

CAILLER'S SWISS MILK CHOCOLATE
is made of the finest cocoa beans, cream and sugar. It has an inimitable flavor, is smooth, rich and specially recommended by the highest medical authorities as the best for children, invalids and athletes, etc.

Write for Sample and Price List to
SPOHN-PATRICK COMPANY SOLE AGENTS 16-22 Front St., S. F.

PACIFIC STORE AND OFFICE FIXTURE CO. INC.
TEL. BLUE 2571 F. A. OEHM, Pres.

Store Fixtures

DESIGNERS AND MANUFACTURERS OF
STORE, OFFICE AND BAR FIXTURES
3253-3259 SIXTEENTH ST.
San Francisco

"CRACKER JACK"

The New Confection.

"The more you eat
The more you want"

Always Fresh and Crisp.

THE WORLD'S GREATEST 5c SELLER

100 Packages to Case = = - $3.65
CASE WEIGHS 40 lbs. GROSS

Dodge, Sweeney & Co., Agents, - San Francisco, Cal.

Welch's Grape Juice

Any Grocer Can Have A Lasting Grape Juice Trade.

We say lasting because people who use Grape Juice buy it continually.

Steps must be taken to secure this permanent trade.



First—Order WELCH'S GRAPE JUICE from your Jobber.

Then get the Welch Window Panels and other Advertising Signs and make Window and Counter displays. While this is being done arrange to place a Welch Recipe Booklet with every one who enters your store.

In this way you will win new customers for **Welch's Grape Juice** and earn a profit that amply repays you for your trouble. Bear in mind that WELCH'S GRAPE JUICE is nearly always used as a beverage, hence it is purchased often.

The more your customers know about **Welch's Grape Juice,** the better it will be for you. The WELCH booklet tells "How to make Delicious Drinks and Dainty Desserts."

WELCH GRAPE JUICE CO., *Westfield, N. Y.*

SPOHN-PATRICK COMPANY PACIFIC COAST AGENTS — 16 - 18 - 20 - 22 Front Street, SAN FRANCISCO, CALIFORNIA

PLEASE THE PALATE.

Important Factor Essential in Holding Desirable Coffee Trade.

Few people like the flavor of only one particular kind of coffee. Some would find the coffee too weak. Others would find the coffee too strong.

Long experience has taught the large handlers of coffee that the palates of the great mass of consumers has been cultivated to like a blended coffee in which different kinds of beans are used in certain proportions to secure a certain desired aroma and body. To make such a blend requires much scientific knowledge secured by long study. It is something more than a science, though. It is an art.

When the dealer can offer the customer a blend that pleases that customer he has secured his trade. The customer will come back again and again for that particular kind of coffee.

If the blend is made by the retail grocer himself, he has absolutely no means of securing uniformity of quality, and thus has no assurance that he can continue to please his trade, since it is only by such uniformity that the customer can be retained.

No two shipments of coffee are alike. Because of this fact, the uniformity of a blend can only be secured through constant tasting and testing by an expert whose ability to secure results has been acquired by many years of careful training.

It is therefore essential for the retail dealer who wants to keep his coffee trade to be able to offer his trade the blend of some reputable house whose reputation guarantees the quality of the goods they sell and whose business is of such proportion that they can afford to undertake the expense to secure the special services of experts which alone insures that the blend will be absolutely the same year after year.

This is one great advantage secured by those dealers who handle "Schilling's Best" Coffee. The reputation of A. Schilling & Co. is at stake in every pound of the coffee they sell. If the quality of the blend should vary, the grocers would have complaints and A. Schilling & Co. would lose trade which it has cost them much money and time to secure.

Another great advantage in handling Schilling's Best is that the retail dealer is allowed to "money back" the goods. When the customer is assured that they can return the goods and have their money refunded without a question should they prove unsatisfactory, the kindliest interest of that customer has been secured not only for the goods themselves, but for the dealer. Another advantage of handling "Schilling's Best" Coffees is the fact that their high quality is generally recognized by the consumer. For this reason the consumer who is accustomed to buying "Schilling's Best" coffees and teas from the dealer, does not feel that it is necessary to buy from a peddler in order to secure the quality they want. Besides, if they are accustomed to receiving a really fine quality, they will be less likely to be pleased with the coffee supplied them by peddlers who very seldom give as good a quality for the money as the dealer can who offers to his trade "Schilling's Best."

Milwaukee—The members of the Retail Grocers' Association have decided to quit giving candy and other small gifts to children.

FIRST HIGHEST AWARD

The Complete Exhibit of the

Dayton Money-Weight Scales

At St. Louis World's Fair, 1904, received the HIGHEST AWARD and GOLD MEDAL.



MANUFACTURED BY
Computing Scale Co.
DAYTON, OHIO

1—They give the correct value of the article being weighed.
2—They prevent loss from errors in calculation.
3—They save time required in making calculation.
4—They are made better than ordinary scales.
5—With proper care they will last an ordinary life-time.
6—The pivots are of hardened tool steel, and with agate bearings inserted at the proper point, are practically indestructible.
7—They are sensitive to the very small fraction of an ounce.
8—They are an ornament to any store.
9—They are the only scale that is mechanically honest.
10—Customers, knowing them to be an honest scale, like to have their purchases weighed on them.
11—Sold on easy monthly payments.

With the **Money Weight Scales** you at once weigh goods **AT THEIR MONEY VALUE.**

Send for further information to

PIERCE & CO., PACIFIC COAST AGENTS

846 James Flood Building, Cor. Market and Powell Sts., San Francisco, Cal.

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Each of these departments in this Price List is checked up and corrected every week by two or more reliable authorities on values. More than thirty wholesale houses co-operate with us to secure for our List the greatest accuracy possible.

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Breakfast Foods	18
Brushes	35
Butter Ladles	37
Butters, Fruit	10
Candies	21
Candles	31
Canned Fish	13
Canned Fruits	6
Canned Meats	11
Canned Soups	29
Canned Vegetables	6
Can Openers	35
Capers	23
Carpet Sweepers	35
Castile Soap	16
Castor Oil	17
Cereals	18
Catsups	23
Caviar, Russian	11
Celery Salt	28
Cereal Coffee	24
Cheese, for, & dom	11
Chewing Gum	22
Cherries, Maraschino	10
Cheroots	40
Cheese Safes	35
Cigarette Papers	40
Chicory	1
Chimneys	36
Chloride of lime	15
Chocolate	23
Chutney	24
Cigars	40
Cigarettes	40
Citron	26
Clams & Clam Juice	14
Clothes Line Pulleys	36
Clam Chowder	14
Clothes Lines	32
Clothes Pins	36
Coal Oil	17
Cocoa	23
Cocoanut	24
Codfish	11
Coffees	1
Coffee Extracts	1
Coffee Mills	36
Condensed Milk	24
Corks	36
Cordage	31
Corn Starch	15
Cottolene	25
Crackers	22
Cranberry Sauce	25
Cream (evaporated)	24
Cream of Tartar	19
Curry Powder	25
Demijohns	36
Dishes Wooden	37
Door Mats	36
Dried Fruits	5
Drugs	36
Dry Paints	17
Dust Pans	36
Dusters	36
Eels	13
Egg Beaters	37
Egg Food	31
Envelopes	38
Evaporated Cream	24
Extracts, Beef	25
Extracts, Flavoring	20
Farinaceous Goods	17
Fine Cut Tobacco	40
Fish	11
Fish (canned)	13
Fish, Shell (canned)	14
Fish, C. & B. Potted	13
Flavoring Extracts	20
Flour	17
Fly Paper	31
Fruits (canned)	7
Fruits (dried)	5
Fruit Jars	31
Fruit Wax & Strings	33
Fruit Butter	10
Fruit Jars	31
Faucets	36
Fruit Jar Caps	31
Fruit Jar Rubbers	31
Gasoline	17
Gelatine	25
Ginger, Preserved	25
Glue	31
Gum, Chewing	22
Ham	7
Herring (salt)	13
Herrings (smoked)	13
Honey	7
Hoes	31
Horseradish	31
Ink	38
Insect Powder	32
Insulators	
Ironing Boards	36
Jams	8
Jars	31
Jellies	9
Lanterns	37
Lamp Chimneys	36
Lamp Wicks	37
Lantern Globes	37
Lard	8
Laundry Materials	14
Laundry Starch	15
Lard Oil	17
Lead Pencils	38
Lemon Squeezers	36
Lemon Juice	25
Lime Juice	25
Linseed Oil	17
Liquid Bluing	14
Lobsters, Canned	14
Lozenges	21
Lubricating Oil	17
Lye	15
Macaroni, Imported	18
Macaroni, Domestic	18
Mackerel (salt)	12
Mackerel, tins	13
Maple Sugar	4
Maple Syrup	4
Marmalade	9
Matches	32
Meals	17
Measures	34
Meats (canned)	10-11
Meats (smoked)	7
Meats (dry salt)	7
Milk (condensed)	24
Mixed Candy	21
Molasses	3
Mops and Handles	36
Mouse Traps	37
Mucilage	38
Mushes	18
Mushrooms	25
Mustard	19
Neatsfoot Oil	17
Nest Eggs	37
Nuts	6
Oil Cans	37
Oils	17
Olives	26
Olive Oil	26
Olive Oil (imitation)	26
Oysters	14
Pails	36
Paints, Dry	17
Paper Bags	31
Paper, Shelf	36
Paper, Toilet	33
Paper Wrapping	32
Paper, Writing	37
Paprika	26
Paraffine Candles	31
Pastes	18
Patent Medicines	36
Peach Butter	10
Peanut Butter	26
Pearled Cereals	17
Peels	26
Pens (steel)	38
Pepper	19
Pepper Sauce	28
Pickles	27
Pigs Feet	8
Pim Olas	26
Pineapples (canned)	7
Pipes	40
Playing Cards	
Plug Tobacco	39
Plum Pudding	
Polish, Metal	33
Polish, Stove	32
Polish, Stove	33
Pop Corn	26
Pork and Beans	10
Pork, Barreled	7
Potato Mashers	37
Potted Fish	13
Preserves	8
Pretzels	37
Provisions	7
Prunes	6
Raisins	6
Rice	18
Rolled Cereals	18
Rolling Pins	37
Rootbeer	27
Rope	33
Sago	18
Salad Oil	26
Salad Dressing	27
Saleratus	20
Salmon (salt)	12
Salmon (canned)	13
Sal-soda	15
Salt	28
Saratoga Chips	28
Sardines	14
Sauces	28
Sauerkraut	28
Sausages	8
Seeds	33
Sheep Dip	33
Shelf Paper	36
Shell Fish	14
Shoe Blacking	32
Shoe Dressing	32
Shrimps	14
Smoking Tobaccos	39
Soda and Saleratus	20
Soap	16
Soap, Scouring	16
Soups	29
Spanish Delicacies	29
Spices	19
Spittoons	37
Spoons, Wood	37
Sprats	14
Starch	15
Stepladders	37
Stick Candy	21
Stove Polish	32
Sugar	3
Sugar, Maple	4
Syrup	3
Tacks	37
Tamales, etc.	29
Tapers, Gas	37
Tapioca	18
Teas	2
Tobacco	39
Tobacco Cutters	37
Tobasco Sauce	27
Toilet Paper	32
Tooth Picks	27
Traps	37
Tripe	8
Truffles	29
Tubs	37
Turpentine	17
Twine	33
Twine Holders	37
Vegetables (canned	6
Vinegar	29
Washboards	37
Washing Powder	16
Wax	33
Whips	37
White Lead	17
Wicking	37
Willow Ware, etc	35
Window Screens	37
Wringers	37
Writing Paper	32
Wooden Ware, etc	35
Yeast Cakes	29

COLUMN 1.
Department 1.

COFFEE, CHICORY, ETC.

Green Coffee.

Mocha, Genuine Arabian	18	21
No. 2	17	18
No. 3	16	
Kona (Hawaiian)	19	18
Mexican	13	18
Java, common	15	18
Java, brown plantation	20	25
Caracol, prime washed	13	16
Caracol, ordinary	13	14
Guatemala	11	17
Costa Rica	12½	16
Salvador	10¾	12

Roast Coffee.

Salvador	12	30
Costa Rica	16	20
Java	24	31
Mocha Aden	27	31
Prme W shd. C. A. Blends	19	24
Good C. A. Blends	18	20
Ordinary Blends	12	19

Private Brands.

Royal Java Roast	13
Lion, 100-lb	15.37
Arbuckle's, 100-lb	15.37
Arab, 1-lb tin	.18
Hill's Bros Arabian Roast	.27
"M.J.B.," 60 1's in case	.28
"M.J.B." 30 2 s in case	.27
"M.J.B." 20 3 s in case	.25

Schilling's Best Coffee.

	Tins: 30-lb price 60-lb case ¼ off			
	1-lb tins	1lb tins	2lb tins	3lb tins
5-star	38¼	39¼	38¼	38
4-star	29¾	32¼	31¼	31
3-star	25¾	28¼	27¾	27½
3-star Lacquered (3-lb. tins only)				27½
2-star	22¼	25¼	24¼	24
1 star	18¾	21¾	20¾	20½

Cartons only in 25, 50 or 100 lb cases can be assorted as required.

The Porto Rico Co.

Ponce de Leon s aled cans only 1-lb 0, 2-lb 29, 3-lb 28½	
Cream of Moca, 1-lb, cartons	25
La Gloria de Porto Rico in bulk	26

Ground Coffee.

Hill's Bros. Arabian Roast	.27
Cafe des Gourmands	.26
Mexomoka	.15

Chicory.

California	6
Belgian	7
German, Genuine	6

Coffee Extracts.

Bulk, per lb	.07
Vienna, ¼'s, 10-lb bx	.25
Vienna, ⅛s. 10-lb. bx	.25
Ackermann's, ½-gross bxs., gross	4 00

COLUMN 2.
Department 2.

TEAS.

Japan.

(Panfired, Sundried or Basket-fired)

Extra Fancy	56	74
Fancy	44	55
Extra Choicest	39	43
Choicest	34	38
Fine	24	33
Fair	22	24

Green China.

(Gunpowder, Imperial or Young Hyson.)

Extra Fancy	55	76
Fancy	38	46
Choicest	35	37
Extra Choice	32	34
Fine	25	31
Fair	20	25

English Breakfast.

Extra Fancy	67	80
Fancy	51	66
Choicest	35	50
Choice	24	30
Fine	20	22
Fair	15	20

Oolong.

Extra Fancy	53	$1.50
Fancy	50	57
Extra Choice	36	48
Choicest	33	35
Fine	27	32
Fair	22	26

Ceylon and India

Broken Orange Pekoe	36	65
Broken Pekoe	33	56
Orange Pekoe	31	53
Pekoe	27	46
Pekoe Souchong	24	39

Schilling's Best Teas.

(Packed only in 16, 12, 8 and 6-oz. Cartons. Never in bulk.)

Japan, per lb	45
do, 1 crn., 90c; 2 crn	$1.80
English Breakfast	45
do, 1 crn., 90c; 2 crn	$1.80
Ceylon	45
do, 1 crn., 90c; 2 crn	$1.80
Oolong	52½
do, 1crn., 1.05, 2 crn	2.10

TREE TEA

(Pride of Japan, etc.)

Packed in 1 lb. and ½ lb. cartons

Japan	37½
E. B Congou	37½
Oolong	50
Gunpowder	45
Ceylon	40

COLUMN 3.
Department 3.

SUGAR AND SYRUPS.

The Western Sugar Refining Company quotes net cash prices as follows. Barrels are an advance of 10c, half barrels, 25c, boxes, 50c, 50-lb. bags, 10c.

Dry Granulated, 100-lb. sk	5 80
Fruit Granulated	5 80
Confectioners' A	5 80
Cube	6 05
Crushed	6 00
Fine Crushed	6 10
Candy Granulated	5 90
Magnolia A	5 40
Extra C	5 30
Golden C	5 20
Beet D. G	5 70
Bar Sugar, bbls	5 20

¼ cent off for prompt cash.

Do.	¼-bbls	6 60
Do.	40-lb. tins	7 70
Do.	30-lb tins	7 70
Do.	30 lb. boxes	6 85
Domino, 5-lb. cartons, 24 to cs		9 00

SYRUPS.

Saratoga Drips (Long's)	gal.	Gal
50-gal. bbls.		$ 50
30 gal. bbbls.		52
17 gal. bbls		55
5 gal. jackets		2 36
4½ gal jackets		2 61
2 gal kits		1 23
1½ gal. kits		91
1 gal tins		70

Pac. Coast Syrup Co.

Tea Garden Drips—	Case
12. 1 gal. tins	$8.40
20. ½ gal. tins	7.70
24. ¼ gal. tins	5.84

Orange Blossom Drips.

6 1 gal.	tins, per case	$2 40
12 ½ gal.	" "	2 60
24 quart	" "	2 60
36 2-lb.	" "	2 85
50-gal. bbls		33
28-gal. ½-bbls.		35

Molasses.

New Orleans.

Genuine Light, about 50 gals. bbls.	50
Genuine Light, 30 gal. ½ bbls.	52
Genuine Light, 15 gal. ¼ bbl.	55
Genuine Light, 5 gal. kegs, gal.	57

	Doz
Pelican, 12 1 gal tins	9 60
Pelican, 20, ½ gal. tins	8.90
Pelican, 24, ¼ gal. tins	6.10

COLUMN 4.

Maple Syrup.

Woodlawn (Long's)	case. Case.
Gal cans, 10 to cs	$11 00
Gal. cans, 6 to cs	6 60
½ gal cans, 12 to cs	7 14
¼ gal cans, 24 to cs	8 10
10 gal. jackets, each	10 15
5 gal. jackets, each	5 11
4½ gal. jackets, each	4 63
Qts., glass, 12 in cs	4 60
Pts., glass, 24 in cs	4 90

Pac. Coast Syrup Co.

Toboggan—	Doz.
⅛ gal. tins, 2 doz. to cs	2.25
¼ gal. tins, 2 doz. to cs	4.00
½ gal. tins, 20 to cs	7.20
1 gal. tins, 12 to cs	13.20

"OLD MANSE"
—Absolutely Pure—
CANADIAN SAP MAPLE SYRUP.



	Doz. Price.
1 gal. cans, ⅛ doz. in cs.	$15.00
½ gal. cans, 1 doz. in cs.	8.00
¼ gal. cans, 2 doz. in cs.	4.25
⅛ gal. cans, 4 doz. in cs.	2.60
Qt. bottles, 1 doz. in cs.	4.50
Pt. bottles, 2 doz. in cs.	3.00
Decanters, 1 doz. in cs.	5.50
4½ gal. Jackets, per gal.	1.15

Retail Discount—5 ases 5%; 10 cases 7½%; 25 cases or over, 10%.

On each package we offer to forfeit $1,000.00 if found short in measurement or containing any impurities

Maple Sugar.

Vermont, gen. pure, abt. 30 1-lb bricks, per lb	.17
Vermont, gen. pure, abt. 30 2-lb bricks, per lb	.15½
Log Cabin, in 1, ½ and ¼-lb bricks, assorted in 25-lb pails per lb	.15
Scudder's, in 1, ½ and ¼-lb bricks, asstd., per lb	.14

COLUMN 5.
Department 4.

DRIED FRUITS, NUTS AND HONEY.

(Add ¼c for 50-lb boxes and ½c for 25-lb. boxes.)

Apples.

Sundried, sacks	5
Evap, fancy 50-lb bxs	8
Evap, ex. choice, 50-lb bx.	7½
Evap, choice 50-lb bx	7

Apricots.

Choice Sacks	
Fancy Sacks	13
Fancy, 25-lb boxes	13½

Blackberries.

In boxes, per lb	13

Cherries.

Pitted, in boxes, per lb	30
Unpitted, in boxes, per lb	11

Currants.

In bbls (tubs 6¾)	6½
In mats, 50-lb	7
Recleaned, in bbls	7
Recleaned 25-lb boxes	7½
Recleaned, 50-lb boxes	7½
Recleaned 1-lb cartn	7¾
Recleaned 12-oz. cartn	6¾

Dates.

Fard, 14-lb, per lb (70-lb 7)	7½
Persian, 65-lb case	6

Figs (California).

Black, sacks	3½ 5½
Black, 25-lb boxes, per bx.	1.20 1.40
White, bags	3½ 5
White, 10-lb bx, per bx	60
White, 10 1-lb bcks, pr bx.	65 75

Figs (Imp. Smyrna.)

Fancy, 10-lb bx, per lb	18
Choice, 5-lb bx, per lb	16

Nectarines.

White	8½
Red	8

Peaches.

Choice, in sacks	10
Ex. choice, in sacks	11
Fancy, in sacks	12

Pears.

Choice, ¼'s, in sacks	9
Ex. choice, ½'s, in sacks	11
Fancy, ½'s, in sacks	12

Plums.

Unpitted	3
Pitted, bleached	9
Pitted, black	7

COLUMN 6.

Prunes.

	Sks.
80s-40s	7½
40s-50s	8½
50s-60s	9½
60s-70s	8
70s-80s	8¾
80s-90s	9¼
90s-100s	13½

Raisins.

	Box	½'s	¼'s	50 lb
6 Cr. Layers	$ 2 25	—	—	—
5 Cr. Layers	2 80	—	—	—
4 Cr. Layers	1 75	—	—	—
3 Cr. Layers	1 30	—	—	—
2 Cr. Layers	1 15	—	—	—
4 Cr. Loose	—	—	—	6¾
3 Cr. Loose	—	—	—	6¾
2 Cr. Loose	—	—	—	04¾
Thompson Seedless, blchd. 60-lb boxes				8
Sultana Seedless, blchd. 45 lb's. per lb.				6½
Seedless Muscatels, 50-lb cases				
Seeded, 1-lb cart.				6¾
Seeded, 12-oz. cart.				5¾

NUTS.

Almonds, fancy, I. X. L.	17
Almonds, choice, soft shell, Drake	16
Almonds, shelled, No. 1	14
Almonds, shelled, No. 2	32-35
Almonds, shelled Jordan, Imp	37-40
Almonds, Jordan, Dom.	38
Brazils, 210-lb sks, new	37½
Chestnuts, Cal. Italian	.14
Cocoanuts, @ 100	.09
Filberts, 175-lb sk.	4.50 5.50
Peanuts, Japanese, hand picked	.13 .14
Peanuts, roasted	.03½ .07
Pecan, polished	.08 .08
Pine	.12½ .14
Walnuts, hard shell	10 10½
Walnuts, sft shll, No. 2	10 .13
Walnuts, sft shll, No. 1	.13 .14½

COLUMN 7.

HONEY.

Water White, 2 5's, lb.	.05½
Light Amber, 2 5's, lb.	.06½
Lt. Amber, 10 1 gal tins, gal	.75
Lt. Amber, 20 ½ gal tins, gal	1.00
Lt. Amber 2-lb tins, doz.	2.60
Lt. Amber, 16-oz. bots, doz	1.35
Comb, 1-lb glass jars, doz	1.75
Comb, 2-lb glass jars, doz	2.90

Pine Apples.

	Per Doz.
2 lb., fancy sliced, E. & C., 2 doz. in case	2 50
2 lb. grated, 2 doz in case.	2 25
2 lb. shredded, 2 doz. in case Hawaiian	1 65

Johnson's—Columbia.

2 lb. sliced, 2 doz. in case.	2 30
2 lb. grated, 2 doz. in case.	2 30
1 lb. sliced, 4 doz. in case.	1 15
1 lb. grated, 4 doz. in case.	1 15
gal., coreless, 4½ lb. to tin, ½ doz. in case, per lb.	16
gal., grated, 7 lb. to tins, ½ doz. in case, per lb.	18
2 lb., sliced, Baltimore, 2 doz. case	2 25
2 lbs., grated, Baltimore, 2 doz case	2 25
1 lb. cocktail, Baltimore ovals, 4 doz. case	1 25
2 lb., sliced, Singapore, 4 doz case	1 75
3 lb., sliced, Singapore, 2 doz. case	2 40

Royal Hawaiian,
2-lb grated, 3 doz. case 1 80
2-lb sliced, flats, 2 doz. case 2 00
Tall, 2-lb sliced, 2 doz. case 2 00

COLUMN 8.

Department 5.

JELLIES, JAMS, ETC.

Griffin Extra Preserves.

Raspberry, strawberry, blackberry currant, loganberry, per doz. $2.00
Cherry, per doz. $2.00

Less 10 per cent in 5-case lots.

Apricot, Damson, Fig, Gooseberry, Gage, Peach, Plum, Quince, per doz. $1.80
Orange Marmalade $1.75

Long's Preserves.

Strawberries, Raspberries, Blackberries, Loganberries, Cherries, Pineapples, Pears, Figs, in 20-oz. glass jars, 2 doz. in ca., per doz. $3 50
Apricot, Plum, Quince, Orange, Peach, in 20-oz. glass jars, 2 doz. in cs., per doz. 3 20
Asstd, 2 doz. in cs., per doz. 3 30

JAMS.

Curtice Bros. Co., Rochester, N. Y.

In 16 oz. Glass Jars.

Strawberry, raspberry, raspberry and currant, red cherry, white cherry, apricot, black currant, red currant, quince (sliced), peach (sliced), pear (sliced), blackberry, gooseberry, grape, green gage, egg plum, damson, pineapple marmalade, tomato marmalade, orange marmalade, per dozen, $1.95.

All above packed in cases of 2 dozen each.

COLUMN 9.

Long's Peerless Jams.

Strawberry, Raspberry, Blackberry, etc., in 16-oz. glass jars, 2 doz. in cs., per doz. 2 00

Long's Pure Currant Jelly.

Tumblers, 2 doz. in cs., doz. 2 00
30-lb. kits, per kit 3 00
15-lb. kits, per kit 1 75

Marmalades.

Orange (Dundee) 48-1's, doz. 2 75

COLUMN 10.

Apple Butter.

Heinz, 3's, 2 doz. in cs, doz. $2 25
Heinz, 3-lb stone crocks, doz. 4 25
Heinz, 4½-lb stone crocks, dz 6 50
Heinz, 18-lb. stone crocks, lb. 11

Peach Butter.

Heinz 4½-lb stone crocks, doz 9 00
Heinz, 18-lb. stone crocks, lb 14

Maraschino Cherries.

Long's, qts, 12 to cs, per cs. 6 50
Long's, pts., 24 to cs., per cs. 7 50

FRUIT	JELLIES 2 lb. Extra	2 lb. Stand	1 lb. Extra	Tumblers	Ex. Lunch 1 lb Glass	JAMS 2 lb. Extra	2 lb. Stand	1 lb. Extra	Tumblers	Ex. Lunch 8 oz. Glass Preserves
Apple	1 55	1 35	1 00	90	1 75	....	....	....	....	....
Apricot	1 55	1 35	1 00	90	....	1 60	1 35	90	90	1 80
Assorted	1 55	1 35	1 00	90	1 75	1 60	1 35	95	90	1 80
Assorted No. 2	....	....	....	....	1 75	....	....	....	95	1 80
Blackberry	1 55	1 35	1 00	90	1 75	1 85	1 60	95	90	1 80
Cherry	....	....	....	....	....	....	....	....	....	1 80
Crabapple	1 55	1 35	1 00	90	1 75	....	....	....	....	....
Currant	1 75	1 50	1 10	90	1 90	1 85	1 60	95	90	1 80
Damson	....	....	....	....	1 75	....	....	....	....	1 80
Fig	....	....	....	....	....	1 60	....	....	....	1 80
Gooseberry	1 55	1 35	1 00	90	1 75	....	....	95	90	1 80
Grape (Catawba)	....	....	....	....	1 75	....	....	....	....	....
Green Gage	....	....	....	....	....	....	....	....	....	1 80
Lemon	1 55	1 35	1 00	90	....	....	....	....	....	....
Loganberry	....	....	....	....	1 75	....	....	....	....	1 80
Orange Marmalade	....	1 35	1 00	90	....	1 60	....	90	90	1 75
Peach	1 55	1 35	1 00	90	....	1 60	1 35	90	90	1 80
Plum	1 55	1 35	1 00	90	1 75	1 60	1 35	90	90	1 80
Quince	1 55	1 35	1 00	90	1 75	1 60	1 35	90	90	1 80
Raspberry	1 55	1 35	1 00	90	1 75	1 85	1 60	95	95	1 80
Strawberry	1 55	1 35	1 00	90	1 75	1 85	1 60	95	95	1 8

Department 6.

CANNED FRUITS AND CANNED VEGETABLES.

2 lb. Extras	2½ lb. Extras	2½ lb. Extra Standards	2½ lb Standards	2½ Second	2½ Water	2½ Pie	KIND	Gallons Extras 3 lb. Grade	Gallons Extras 2½ lb. Grade	Gallons Extra Standard	Gallon Standard	Gallon Water	Gallon Pie
2 25	1 65	1 40	1 30	1 15	1 05	1 05	Apples	....	....	4 00	3 50	.....	2 65
2 50	....	1 35	1 25	1 10	1 00	1 00	Apricots	5 75	5 00	4 50	.....	2 75	2 40
....	....	....	....	....	....	.....	" peeled	....	....	.....	....	....	....
....	....	....	....	....	....	....	" sliced	....	....	....	....	....	....
....	....	....	....	....	....	....	Assorted	.....	....	....	....	....	.....
2 25	1 70	1 45	1 35	1 20	..	.....	Blackberries	....	....	4 25	4 00	3 75	3 40
....	2 20	1 90	1 75	....	....	.....	Cherries (Royal Anne)	.....	.....	.	....	....	.....
....	2 10	1 75	1 60	....	....	.....	Cherries (White)	.....	....	....	....	....	3 65
2 80	1 90	1 75	1 60	....	....	....	Cherries (Black)	....	....	5 25	4 60	....	3 65
2 00	1 35	1 20	1 10	95	90	90	Grapes (White Muscat)	....	....	3 50	3 10	2 50	2 25
....	1 60	....	1 25	1 10	....	....	Nectarines	....	....	....	....	....	....
2 65	....	....	....	....	....	....	Peaches (Yellow)	6 50	5 25	4 60	4 25	....	....
2 75	....	....	....	....	....	....	Peaches (Lemon Cling)	7 75	7 00	....	5 00	....	....
2 75	....	....	....	1 40	....	....	Peaches (Lemon Cling Sliced)	7 75	7 00	5 75	5 00	....	....
....	....	....	....	....	....	....	Peaches (White Heath)	....	....	5 25	4 75	....	....
2 65	....	....	....	1 55	....	....	Peaches (White Hearth Sliced)	....	....	....	....	....	....
2 75	2 00	1 70	1 60	1 35	....	1 00 1 05 pld	Pears (Bartlett)	7 00	6 25	5 25	4 75	3 75	2 40 pld 2 15 unpl
2 10	1 45	1 20	1 10	95	90	90	Plums (Green Gage)	5 00	4 25	3 50	3 25	2 55	2 30
2 10	1 45	1 20	1 10	95	90	90	Plums (Egg)	5 00	4 25	3 50	3 25	2 55	2 30
2 10	1 45	1 20	1 10	95	90	90	Plums (Gold Drop)	5 00	4 25	3 50	3 25	2 55	2 30
2 15	1 50	1 25	1 15	1 05	95	95	Plums (Damson)	....	....	....	....	....	....
....	2 60	2 35	2 10	1 95	....	.....	Raspberries	....	....	.....	....	....	.....
....	2 10	1 85	1 70	1 45	....	.....	Strawberries	....	....	.....	....	....	.....
....	....	....	....	....	....	.....	.....	.....	....	....	....	....	.....
....	....	....	....	....	....	.....	.....	.....	.....	.....	....	....	.....

CANNED VEGETABLES.

Asparagus "Griffin Extras" Mammoth	$
Asparagus "Griffin Extras" Large White	
Asparagus "Griffin Extras" Medium White	
Asparagus "Griffin Extras" White Tips	
Artichokes, 2½'s	3 00
Beans, Stringless "Extras"	1 40
Beans, Blue Lake	1 30
" " " gal	4 50
Beans, French, Kidney, 2-lb.	1.15
Beans, String, 2-lb	.75
Beans, String, gal	3.50
Beans, Lima Soaked	1 00
Pansy Eastern	1.85
Corn, Smith's Hulled, 2 doz. in case, per doz.	1.20
Hominy, Great Western, 3 lb	1.20
Corn, 2-lb, Western	.95
Corn, 2-lb, Maine	1.35
Dunbar's Okra, 2½-lb	1.80
Petit Pois, Griffin extra	1.50
Peas, Griffin extra sifted	1.25
Peas, Standard sifted	1.10
Peas, Standard Marrowfat	.95
Pumpkin, 3-lb.	1.37½
Spinach, 2½	1.75
Succotash, fancy, tins	1.40

Tomatoes.

	doz.
3's, Griffin's Ex. Solid Pack	$1.10
3's Griffin's Ex., with peppers	1.15
2½'s, Cutting's Solid Pack	.90
2½'s, Cutting's Solid Pack, with peppers	.95
2½'s Cutting's Standard	.72½
Gallon, Standard	2.25
Gallon, Solid Pack	2.75
Gallon, Puree	2.35

Department 7.

PROVISIONS.

Hams.

Eastern Standard, 17/19	.13
Eastern Standard, 15/16	.13
Eastern Standard, 12/14	.13½
Eastern Standard, 10/12	.12¾
Eastern Fancy	.13¾
Local cure, all averages	.11¼ .12¾
Picnic Hams	.8¼

Boiled Hams.

Skin on	.17½
Skin off	.19½

Breakfast Bacon.

Eastern Standard, 6/8	.15
Eastern Standard, 8/10	.14¾
Eastern Standard, 10/12	.13¾
Eastern Fancy	.16
Local cure	.14 .15

English Cured Bacon.

Eastern cure, 8-10	.14
Eastern cure, 10/12	.13½

Dry Salt Bacon.

Clear medium Bacon	.11
Clear light medium	.11
Clear Lt. med. select	.11½
Light Belly	.13
Extra light Belly	.13½
Bacon Backs	.10¾
Bacon Bellies	.12½

Dry Salt Meats.

Sides	.10¼
Bellies	.11
Backs	.10
Fat Backs	.10

Barreled Pork.

	Bbls.	½-bbls.
Spare Ribs	$	
Family Pork	14.50	7.50
Clear Pork	19.00	9.75
Pig Pork	22.50	11.50

Barreled Beef.

Mess Beef	11.50	6.00
Extra Mess Beef	11.50	6.00
Family Beef	11.50	6.00
Extra Family Beef	12.00	6 25
Beef Tongues	25.00	13.00

Pigs Feet.

Tierces, about 300 lb.	$18.00
Barrels, about 200 lbs.	13.50
½ barrels, about 80 lbs.	5.00
Kegs, about 25 lbs.	2.10
Kits, about 15 lbs.	1.25

Honey Comb Tripe.

Tierces, about 300 lbs.	$17.00
Barrels, about 200 lbs	13.00
½ barrel, about 80 lbs.	5.00
Kegs, about 25 lbs.	2.10
Kits, about 15 lbs.	1.25

Sausages.

	Per lb.
Braunschweiger	17
Italian Salami	23
D'Arles	22
Mortadella	24
Bologna	8½
Frankfurters	8½
Garlic Sausage	9
Liver Sausage	8½
Pork Sausage	8½
Head Cheese	8½
Tongue Sausage	8½

Pure Leaf Lard.

Tierces, about 350 lbs net	9¾
½-bbls, about 100 lbs net	10
80-lb. Wood Tubs, 80-lbs. net	9⅞
60-lb. Wood Tubs, 60 lbs. net	9⅞
20-lb. Wood Pails, 20-lbs. net	10⅜
50-lb. Cans, 1 to a case	10
20-lb. Cans, 4 to a case	10¼
10-lb Cans, 6 to a case	10⅜
5-lb. Cans, 12 to a case	10⅜
3-lb. Cans, 20 to a case	10¾

Compound Lard.

Tierces, about 350 lbs. net	6
½-bbls., about 100 lbs. net	6¼
80-lb. Wood Tubs, 80 lbs. net	6⅛
60-lb. Wood Tubs, 60 lbs. net	6⅛
20-lb. Wood Tubs, 20 lbs. net	6⅝
50-lb. cans, 1 to a case	6¼
50-lb. cans, 2 to a case	6¼
20-lb. cans, 4 to a case	6⅜
10-lb. cans, 6 to a case	6¾
5-lb. cans, 12 to a case	6⅞
3-lb. cans, 20 to a case	7

Boilers of Kingan and Anchor Hams.

SAUSAGES, COOKED MEATS, TONGUE

Hams, Kingan, boneless boiled	18c
Anchor, "	17c
Bacon (special)	16c
Lard, 55	9¾c
" 20	10c
" 10	10c
" 5	10¼c
" 3	10⅜c

Please note that our hams are all hand tied.

P. F. Rathjens PORK PACKER

1311-1315 Pacific Street.

Sausages.

Garlick Frankfurter	10
Bologna	10
Blood and Liver	9
Tongue and Headcheese	—
Choice California Ham	12
Extra Light Bacon	15½
Medium Light Bacon	12½

Boiled Hams.

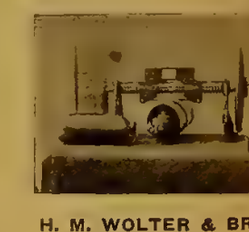
Kingan	20
Eastern	19
California	17

Mettwurst.

Extra Home Made..20, 22½, 25

LARD.

50 lb tins	9
20 lb tins	9½
10 lb. tins	10
5 lb tins	10
3 lb tins	10
1 lb. cups	11



H. M. WOLTER & BRO.
Dealers in
...Boneless Boiled Hams...
GROCERS
PRONOUNCE
THEM THE BEST.
103 12th St. Tel., Mint 1763
KINGAN .20
CUDAHY "REX" .19

ANCHOR PACKING CO.
140 Eighth St., S. F., Cal.
PORK PACKERS AND PROVISION DEALERS.

HEINEMAN & STERN
916 Larkin Street

	Lbs.	
Garlic Sausage,		
Ring	"	
Bologna	"	
Frankfurter	"	
Rollada	"	
Smoked Beef	"	
Pickled Meat	"	
Headcheese	"	
Tongues	Doz.	
Dried Beef	Lbs.	
Smoked Mutton,	"	

Prices quoted on application by telephone or letter

COLUMN 11. COLUMN 12.

Department 8

CANNED MEATS

ALL PRICES ARE PER DOZEN	No ½ Tins 4 Doz. in Case	No ½, 2 Doz. Tins in Case	No. 1 Tins 2 Doz. in Case	No. 2 Tins, 1 or 2 D z in Case	No. 1 Tins 1 Doz. in Case	No. 6 Tins ½ Doz. in Case	No. 14 Tins ½ Doz. in Case	No. 1 Tins 1 Doz. in Case
Corned Beef	.....	.....	1 30	2 30	3 25	18 25	.....	.....
Roast Beef	.....	.....	1 35	2 40	3 25	.....	.....	.....
Roast Ribs of Beef, Boneless	.....	.....	1 40	2 50	.....	.....	.....	.....
Roast Mutton	.....	.....	.....	2 70	.....	.....	.....	.....
Brisket Beef	.....	.....	1 40	2 50	.....	.....	.....	.....
Boiled Beef	.....	.....	1 35	2 40	3 25	.....	.....	.....
Chipped Beef	.....	1 20	2 10	.....	17 50	.....	.....	.....
Sliced Beef, in tins	.....	1 40	2 50	.....	.....	.....	.....	.....
Sliced Beef, in glass	.....	1 45	2 75	.....	.....	.....	.....	2 75
Brawn	.....	.....	1 40	2 45	3 25	.....	.....	.....
Compressed Ham	.....	.....	1 50	2 75	.....	.....	.....	.....
Lunch Tongue	.....	1 90	3 25	6 50	.....	.....	.....	.....
Lambs Tongue	.....	1 70	2 95	.....	.....	.....	.....	.....
Sliced Ham	.....	.....	3 70	6 40	.....	.....	.....	.....
Sliced Bacon	.....	.....	.....	.....	.....	.....	.....	2 80
Sliced Bacon in Glass	.....	.....	.....	.....	.....	.....	.....	.....
Deviled Ham	40	80	.....	.....	.....	.....	.....	.....
Potted Ham	40	80	.....	.....	.....	.....	.....	.....
Potted Ox Tongue	40	80	.....	.....	.....	.....	.....	.....
Potted Chicken	90	1 60	.....	.....	.....	.....	.....	.....
Potted Turkey	90	1 60	.....	.....	.....	.....	.....	.....
Deviled Chicken	90	1 60	.....	.....	.....	.....	.....	.....
Deviled Turkey	90	1 60	.....	.....	.....	.....	.....	.....
Boneless Chicken	.....	3 40	5 55	.....	.....	.....	.....	.....
Boneless Turkey	.....	3 40	5 55	.....	.....	.....	.....	.....
Veal Loaf	.....	1 10	2 10	.....	.....	.....	.....	.....
Ham Loaf	.....	1 10	2 10	.....	.....	.....	.....	.....
Beef Loaf	.....	1 10	2 10	.....	.....	.....	.....	.....
Chicken Loaf	.....	1 60	2 75	.....	.....	.....	.....	.....
Chicken Pate and Ham	.....	1 10	.....	.....	.....	.....	.....	.....
Chili Con-Carne	.....	.....	1 40	.....	.....	.....	.....	.....
Beefsteak and Onions	.....	.....	1 60	.....	.....	.....	.....	.....
Hamburger Steak with Onions	.....	1 95	2 00	.....	.....	.....	.....	.....
Frankfurter Bratwurst	.....	.....	2 00	.....	.....	.....	.....	.....
Sweetbreads	.....	.....	2 40	.....	.....	.....	.....	.....
Vienna Sausage	.....	90	1 55	.....	.....	.....	.....	.....
Oxford Sausage	.....	.....	2 45	.....	.....	.....	.....	.....
Bologna Sausage	.....	.....	2 25	.....	.....	.....	.....	.....
Vienna Sausage and Kraut	.....	.....	1 20	.....	.....	.....	.....	.....
Corned Beef Hash	.....	1 10	1 50	.....	.....	.....	.....	.....
Lunch Sausage	.....	90	.....	No 1½	No 2	No 2½	.....	No. 3
Ox Tongue, whole	.....	.....	.....	6 50	7 50	9 50	.....	12 00
Minced Collops	.....	.....	.....	2 45	.....	.....	.....	.....
Tripe	.....	.....	.....	1 75	.....	.....	.....	.....
Pork Sausage	.....	1 05	.....	2 50	.....	.....	.....	.....
Stewed Kidneys	.....	.....	.....	.....	.....	.....	.....	.....
Pork and Beans, Plain	.....	.....	90	1 40	.....	.....	.....	1 85
Pork and Beans, with tom. s'c'e	.....	.....	95	1 45	.....	.....	.....	1 90

Department 9.

FISH AND CHEESE.

Russian Caviar.

	Per doz
1-lb cans, 2 doz in case	$13 00
½-lb cans, 2 doz in case	6 75
¼-lb cans, 5 doz in case	3 65
⅛-lb cans, 6 doz in case	2 00
White Label Brand	none

CHEESE.

Foreign and Domestic.

New York State Factory	17½
Cheddars, October make	
Twins, " "	18
Calif. State factory flats	12 14½
Calif. State factory Young Americans	13½ 15¼
Limburger, Eastern, ℔ lb	18 19
Swiss, imported, ℔ lb	25½
Roquefort, ℔ lb	38
Gouda, ℔ lb	27
Pineapple, Eastern, 6 in cs, ℔ case	$3 35
Pineapple, Eastern, 6 in cs, small	2.35
Holland or Edam, medium, plain, per doz	$ 8.50 9.00
Holland or Edam, medium, in bladders, per doz	9.50 11 00
Holland or Edam, large, plain, per doz	10.50 12 00
Holland or Edam, large, in bladders, per doz	10.50 12.00

Fancy.

Camembert Brie, Roquefort, and Gorgonzola, jars	3 00
Parmesan C & B, sml bot, doz	3.00
Parmesan C & B, lge bot, doz	5.00

Bayle's.

	Small ½-lb	1-lb	2½-lb	5 lb
Deviled Cheese	$1.00	$2 25	$4.00	$ 500 $9.00
After Dinner Cheese	$1 90	2 40	4.00	4 50 7.50
Roquefort Cheese	$1.00	2 40	4.00	4.50 7.50

SALT FISH.

Pacific Codfish.

Bndles, 50 lbs each, per lb	5¼
Cs, selected, 100 lbs ea, pr lb	6
Boneless, 30-lb boxes, per lb	7½
Boneless Strips, 40lb bxs, pr lb	7¾
Boneless Blocks, 40lb bxs, p lb	7½
Boneless Tablets, 36 bxs, pr lb	8
Boneless Middles, 60 bxs, pr lb	10½
Boneless Middles, extra, 60-lb boxes, per lb	10½

Eastern Codfish.

Gen Georges, 8 fish to cs	$10.00
Gen. Georges, 12 fish to cs	9.00
Geo. Cur. Cod, 16, 18 fish to case	8 50
Geo. Cur. Cod, 40 fish to cs	8 00
Gen. Geo. Middles, 60 fish.	13½
Gen. Geo. Tablets, 36 fish.	11½
Gen. Geo. Blocks, 40 fish..	11½

Shredded Codfish.

Codfish, Beardsley's shredded, 2 doz. in case 1.00

Norwegian Mackerel.

Bloater, 200-lb. bbl., 120-130 fish	48.00
Bloater, 100-lb. ½ bbl., 60-65 fish	25.00
No. 1, 200-lb. bbl., 150-160 fish	38.00
No. 1, 100-lb. ½ bbl., 75-80 fish	20.00
No. 2, 200-lb. bbl., 220-240 fish	30.00
No. 2, 100-lb. ½ bbl., 110-120 fish	16.00
No. 3, 200-lb. bbl., 300-350 fish	26.00
No. 3, 100-lb. ½ bbl., 150- 175 fish	14.00

Irish Mackerel.

No. 1, 200-lb. bbl., 200-220 fish	none
No. 1, 80-lb. ½ bbl., 80-90 fish	none
No. 2, 200-lb. bbl., 325-350 fish	19.00
No. 2, 80-lb. ½ bbl., 130-140 fish	8.50
No. 2, 200-lb. bbl., 475-500 fish	18.00
No. 2, 80-lb. ½ bbl., 180-190 fish	8.50
No. 1, 10-lb kits, 15-16 fish	1.25
No. 2, 10-lb. kits, 20-22 fish	1.20

American Bloaters.

Shore Bloaters, 200-lb. bbl., 115-120 fish	27.00
Shore Bloaters, 80-lb. ½ bbl., 45-50 fish	11.50
Extra No. 1, 200-lb. bbl., 120-130 fish	26.00
Extra No. 1, 80-lb. ½ bbl., 50-55 fish	11.00
No. 1, 200-lb. bbl., 140-150 fish	none
No. 1, 80-lb. ½ bbl., 60-65 fish	none
No. 2, 200-lb. bbl., 130-140 fish	28.50
No. 2, 80-lb. ½ bbl., 55-60 fish	11.00
No. 2, 200-lb. bbl., 140-160 fish	none
No. 2, 80-lb. ½ bbl., 60-65 fish	none
No. 2, 200-lb. bbl., 160-180 fish	none
No. 2, 80-lb. ½ bbl., 70-80 fish	none
No. 2, 200-lb. bbl., 180-200 fish	none
No. 2, 80-lb. ½ bbl., 80-90 fish	none

In Kits.

Extra Mess, 7 to 8 fish, each	$2.00
No. 1, kits, 8 9 fish or 15-17 fish	1 50-1.85
No. 2, kits, 8-9 or 20-22 fish	1.25

Salmon.

King, bbls	$ 12 00
Oregon Silversides, bbls	9 00
Alaska Red, bbls	9 50
Alaska Red, ½-bbls, 100 lbs	5 75
Alaska Red, kits	1.00
Bellies, bbls	8 50 10.00
Bellies, ½-bbls, 100 lbs.	4 75 6 00
Bellies, ½-bbls, 100 lbs.	1 25
Tongues and Sounds, kits, 10lb	9 00
Tongues and Sounds, ½-bbls..	

COLUMN 13.

New Herring.

Holland, ex. selctd mxd bbls.	$16 00
Holland, ex. selctd mxd ½-bbl	8 50
Holland, ex. selctd mxd, keg.	1.00
Holland, cheaper grade	80
Holland, cheap. gr., mxd, bbls	14 00
Holland, chp. gr., mxd, ½-bbl	7.50
Holland, ex. selct Milchner, bbl	none
Holland, ex. selct Milchner, ½-bbl	none
Holland, ex. selct Milchner, keg	1.20
Holland, cheaper grade	.90
Holland, cheaper grade, bbls.	16.00
Holland, cheaper grade, ½-bbl	8.50
Labrador Split, 100 fish	6 25
Labrader, round, 160 fish	4 75
Pacific, ½-bbl	2.25

SMOKED FISH.

Bloaters, Grim., 100 in box	$2.50
do. do. 50 in box	1.50
Bloaters, Cromarty	2.50
Yarmouth, 100 in box	
Halibut, chunks	12½
Herring, in boxes, Eastern	22½
Herring, in boxes, Washington	17½
Herring, boneless, Beardsley's tins, doz	$1.50
Herring, boneless, Beardsley's small, doz	1.00
Herring, Beardsley's Boneless, vacuum tumblers, 2 doz. in case	1.95
Finnan Haddies	2.25
Moir's Selected Red Herrings, 100s	3.25
Moir's Selected Red Herrings, 50s	1.25
Salmon, per lb	10 20

POTTED FISH.

	Per doz
Potted Crab	$1.85
Kipper Paste	1.00
Anchovy and Bloater Paste, plain pots	2.30
Ditto, fancy pots	4.75
Yarmouth Bloater Paste	75
Ditto, fancy pots	4.75
Kippered Herrings	1 90
Kippered Herrings, Meirs	1.95

CANNED FISH.

	Doz.
Anchovies, in oil, 2 doz. ½ pts., in glass, doz	4.00
Anchovies 2 doz. ¼ pts., doz.	3 00
Bloaters, Yarmouth C. & B. ..doz	4.50
Codfish Balls, 2-lb tins, per doz	2.25
Eels, Hamburg, in jelly, 1-lb tins	2.00
Eels, smoked, 1-lb, ℔ doz	2.50
Finnan Haddies, 2-lb oval	2.25
Finnan Haddies, 1-lb, round, ℔ doz	2.00
Sardelles, imported, 1-lb tins.	3.00
Sardelles, imported, in glass.	3.00
Sardelles, domestic, 1-lb glass	2.25
Sardelles, Ankers, ½ keg	3 00

Mackerel.

1-lb tins, 50 in a case.
2-lb tins, 2 doz. in a case.

Gold Label, 1-lb tins	1.50
P. & W., 2-lb soused	2.75
P. & W., 2-lb, mustard	2.75
P. & W., 2-lb, tomato	2.75
Underwood, 2-lb, soused	2.85
Underwood, 2-lb, tomato	2.85
Underwood, 2-lb mustard	2.85
Los Angeles, 2-lb, soused	2.55
Los Angeles, 2-lb, tomato	2.55
Los Angeles, 2-lb, mustard	2.55
Mt. Desert, 2-lb, soused	2.25
Mt. Desert, 2-lb, tomato	2.25
Mt. Desert, 1-lb, soused	1.35
Blueback, 1-lb, fresh	1.10

"Sunset" Mackerel.

Soused, 18 oz. tins, 4 doz. in case, dozen	$1.75
Tomato, 18 oz. tins, 4 doz. in case, dozen	1.75
Mustard, 18 oz. tins, 4 doz. in case, dozen	1.75

1311-1315 Pacific Street.

Mackerel in Oil.

Bezler's	3.00 4.00
Lemarchand	5.00 7.00

Booth's Crescent Mackerel.



(Soused, Tomato and Mustard.)
1's, 4 doz. to case, per doz.... 1.80
2's, 2 doz. to case 2.50

Salmon.

Alaska Red, 1lb tins, doz	1 20
Alaska Red, 2lb tins, doz.	1 60
Alaska Pink, 1lb tins, doz	80
Alaska Pink, 2lb tins, doz	1.40
Alaska Flats, 1lb tins, doz.	1 40
Oregon Red, 1lb tins, doz.	1 00
Oregon Red, 2lb tins, doz.	1.65
Oregon Pink, 1lb tins, doz	80
Oregon Pink, 2lb tins, doz	1.60
Oregon Flats, 1lb tins, doz.	1.00 1.60
Columbia River, 1lb talls.	1.60
Columbia River, 1lb flats.	1.75

French Sardines.

¼s, according to quality and size of tin, p. cas	9.50 11.00
½s, according to quality and size of tin, p. case.	19.00 20.00

COLUMN 14.

American Sardines.

Packed 8 1-3 doz in a case.
¾s 50 tins in case.

American ⅛s in oil, per case	$3 50
American ¼s in oil, 5-case lots	3 35
American ½s in oil, per doz	.50
American ¼s in mustard, doz.	.80
American ½s in mustard, case	4 00
American ¾s in mustard, doz.	.90
American ⅞s in mustard, case	3 00

Sprats.

Piloto	6.75 7.00
Menhie	6.75 7.00

SHELL FISH.

Abalones.

4 doz in cs, with shells, cs.. 6.00

Clams and Clam Juice.

	doz.
Doxsee Clams, 1-lb. tins	$1.65
Doxsee Clams, 2-lb. tins	2.65
Doxsee Clam Juice, 1-lb. tins	.90
Doxsee Clam Juice, 2-lb. tins	1.60
B & M Lunch Clams, flat tins	1.37½
Underwood Clams, 1-lb. tins.	1.05
Underwood Clams, 2-lb. tins.	1.60
P. & W. Clams, 1-lb. tins	1.00
P. & W. Clams, 2 lb. tins	1.50
Oxford Clams, 1-lb. tins	1.10
Oxford Clams, 2-lb. tins	1.50
P. & W. Clam Chowder	2.10
Burnham's Clam Bouillon, qts	00
Burnham's Clam Bouillon, pts	4 50
Burnham's Clam Bouillon, ½ pints	2.40

Lobsters.

	Doz.
1-lb. tins, 4 doz. in case.	
Red Jackets, flats	2.85
Deep Sea Picnics	2.40
Triumph Talls	2.60

Oysters.

Oysters, Selects, 12 oz	$1.60
Oysters, Selects, 6 oz	3.25
Oysters, Standard, 10 oz	2.00
Oysters, Standard, 5 oz	1.10
Oysters, Standard, 3 oz	1.70
Oysters, Standard, 4 oz	.90

Shrimps.

Shrimps, pickled, 1-lb. tins	$1.10
Shrimps in Tomato Sauce, 1-lb. flats	
Dunbar's Picnics, 4 doz in cs	1.25
Dunbar's 1½-lb., 2 doz in cs	2.25
Pickled Shrimps, 1-lb., 4 doz in case	1 20

Department 10.

LAUNDRY MATERIALS.

Ammonia.

GREER'S WASHING AMMONIA

First grade absolutely pure. 180 Beaume Strength.

Pints (2 doz. to case)	$1 55 per doz.
Quarts (1 doz. to case)	2 55 " "
½ Gals (½ doz. to case)	4 25 " "

WASHING AMMONIA
Standard Grade,

Pts., 2 doz. to case, per doz	$ .75
Quarts, 2 " " "	1 25

GREER'S TOILET AMMONIA
Lavender and Violet.
Pints (2 doz. to case) ... $2 50 per doz.



Parson's Household Ammonia

	per doz.
½ gals., 1 doz. in case	$4 50
Quarts, 1 doz. "	2 65
Pints, 2 doz. "	1 75
Dime size 3 doz. in case, per case	2 95

Bluing.



Liquid Laundry Bluing.

Scott & Gilbert Co. Mfgrs., 302 Davis St.

	doz.
SUNSET	
¼ pints, 3 doz. case	40
½ pints, 3 doz case	60
Pints, 2 doz. in case	75
Quarts, 2 doz. cs.	1 45

Bluing, ball.

Mikado, ⅛'s, 100-lb case, lb	20
Mikado, ¼'s, 100-lb case, lb	22
Nuremberg, A, ½'s, ℔ lb	33
Do A, D, ½'s, ℔ lb	25
Do A, C, R, ½'s, ℔ lb	21
Washerwoman, ½'s, ℔ lb	12
Do ¼'s, ℔ lb	14
German Ultramarine ½s, ℔ lb.	12
Do ¼'s, ℔ lb	14
Deschamp's French, 1's, ℔ lb	28
Do ½'s, ℔ lb	29
Gold Medal, qt, ℔ doz	1.25
Do pt, ℔ doz	1.00
Do ½-pt, ℔ doz	75
Do ¼-pt, ℔ doz	45
Do China Label, qt, ℔ doz	1.25
Greer's, 1 dz qts. & doz	2.25
2's, 2 doz. to cs	2.50
Do 2 doz. pts, ℔ doz	1.44
Do 3 doz. ½ pts, ℔ doz	90
Pacific, 1 doz. qts, ℔ doz	1.10
do, 2 doz., qts & doz	80
Do 3 doz. ½ pts, ℔ doz	65

COLUMN 15.



PURE FOOD PACKING COMPANY.

1533 Mission Street.

Salter's "Purity" Brand

Bluing,

Pts. doz	.75
½pts "	.45
Ammonia,	
Qts. doz	75
Pts. "	50

Borax.

20-Mule Team, powdered 1's, cs. of 2 doz	$2 25
20-Mule Team, powdered 12-oz. cs. of 4 doz	3 60
20-Mule Team, powdered ¼'s, cs. of 8 doz	3 84

(Less 5 per cent. in 5 case lots; 10 per cent. in 10 case lots).

Cartons, 1's, 2 doz. in box	.09
Lump, 25 lb. in box	.08
Powdered, 25 lb in box	.06½

Chloride of Lime.

Brookman's, 1's, ℔ lb	7¼ 7½
Do ½'s, ℔ lb	8½ 9

Salte.'s Purity Brand, ex qual. doz. .85

Lye.

Big Bonanza Lye	
Case of 48-1 lb tins	3.30
5 case lots	3.25
Star Scrubbing Lye	
48-½ lb tins, per case	1.75
5 case lots	1.70
Merry War, 4 doz in case	3.00
Merry Nickel, 4 doz to case	1.75
Eagle Lye, 4 doz. in case	3.00
Do 3-case lots	3.50
Do 5-case lots	3.40
Tomson's Red Seal, 4 dz. to cs	4.00
Do 5-lb, 12 5s to case	4.50
American, 4 doz in case	3. 25
Do in 5-case lots	3.00
Babbitt's Lye, 4 doz in case	3.25
Do in 5-case lots	3.00



BANNER LYE

Cs., 4 doz	$4.00
Cs., 2 doz	2.00

Sal Soda.

California, sks	.95-1.00
California, bbls	1.00-1.05

Department 11

STARCHES.

Corn Starch.

Log Cabin, 40 1s, per pkg	4
Liberty, 40 1s, per pkg	5½
Duryea's, 40 1s, per pkg	7¾
Niagara, 5-box lots, pkg	5½
Niagara, 40 1s	6⅝
Kingsford's, 40 1s, pkg	7¾
Lily Corn, 40 1s, per pkg	5½
Lily Corn, 5-box lots	5½
Lily Corn, 20 1s, per pkg	6¾
Sioux City, 40 1s, per pkg	5⅞
Sioux City, 5-box lots, pkg	5½
None Such, 40 1s, per pkg	5½

Laundry Starch.

Elastic Starch, 64/1's, per box	5 00
Celluloid, 64/1's, per box	5 00
Best Gloss, 48/1's, per lb	6½
Liberty Gloss, 48/1's, per lb	6½
Liberty Gloss, 16/3's, per lb	5½
Best, 12/6's, per lb	6½
Standard, bulk 40-lb. boxes	3½
Sioux Gloss, 48/1's	6⅝
Sioux Gloss, 3's, 16 in box	6¼
Kingsford's S. G., 1's, 40-lb. bx	8½
Kingsford's S. G. 6's, 12 in crate	8½
Kingsford's Pure, 1's, 40-lb. bxs	7½
Duryea's S. G., 1's, 40-lb. bxs	8
Duryea's S. G. 6's, 12 in crate	8½
Duryea's Superior, 1's, 40-lb. bx	7½
Niagara Gloss, 1's, 40-lb. bxs	5½
Niagara Gloss, 6's, 12 in crate	6¼
Niagara Gloss, bulk, 50-lb. bxs	4½
Lily Gloss, 1's, 48-lb. box	5½
Lily Gloss, 6's, 12 in case	6¼
Lily Gloss, 3's, 16 in case	5¼
None Such, 1s, 48-lb. boxes	5½
None Such, 6s, 12 to crate	6
None Such, bulk, 50 lb box	4½

COLUMN 16.

Department 12

Soaps and Washing Powder

Western Star Soap

WHITE PETROLEUM BREACHING.

100 bars per case $4.10

LASCO KOLD WATA NAPTHOL.

100 Bars per case $4.00

Free Delivery in San Francisco Oakland, Alameda and Berkeley

manufactured by

Los Angeles Soap Co.

San Francisco Office. 115 Davis St.

Telephone Grant 110.



THE BEAVER SOAP CO.,
Dayton, Ohio.

Grandpa's Wonder Soap.

100 cakes 4-oz $3.50
50 cakes 4-oz 3 50

Powdered Soap.

Grandma's Borax, 24 2-lb per case $4 00
Grandma's Borax, 60 12-oz. per case 5.40

Peet Bros.

Silk Soap 3.00
Ammonia Benroline 3.90
Cocoa Borax 4.10
Crystal White 3.90
Lily White (Floating) 4.00

Standard Soap Co.

Top Notch, 100 12-oz..... $3.50
Sunburst, 100 12-oz 3.75
Yellowstone, 100 14-oz 3.75
Marigold, 100 16-oz 3.90
Thomas' Cool Water, 100 12-oz 4.00
Thomas' Cool Water, 20 12-oz .55
Milo, 100 4-oz., 100 cartons.... 6.50
Magno "Floating Borax," 100 10-oz. 4.00
Gold Medal Borax, 100 10-oz.... 5.50
Gold Medal Borax, 20 10-oz.... 1.15
Purity, "Floating," 5c size.... 3.90
Purity, "Floating," 10c size.. 6.25
Purity, "Floating," 10c size, 20 1.30
Electric Mineral, 100 16-oz.... 5.50
Electric Mineral, 20 16-oz..... 1.15
Peerless Kitchen, 100 10-oz.... 3.00
Peerless Kitchen, 20 10-oz..... .65

Miscellaneous.

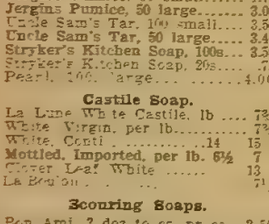
Fels Naptha, 100 14-oz..... 4.50
Hot or Cold, 100 10-oz..... 4.00
Life Buoy, 100 ..... 4.00
Mikado, 100 14-oz..... 4.00
Mikado, 20 14-oz..... 90
Lenox, 100 ..... 3.00
Lenox, 20 ..... .75
Ivory, 100 10-oz..... 7.00
Fairbanks Clairette, 100 ..... 3.30
Fairbanks' Santa Claus, 100.... 2.85
Fairbanks' Copco, 100 ..... 3.90
Fairbanks' Fairy Oval, 100.... 3.90
Grandpa's Wonder, large, 50.. 3.50
Grandpa's Wonder, small, 100. 3.60
Peets' Pine Tar, 50 ..... 1.90
Peets' Pine Tar, 100 ..... 3.75
Babbitt's 100 ..... 4.10
Jergins Pumice, 50 small..... 1.75
Jergins Pumice, 50 large..... 3.00
Uncle Sam's Tar, 100 small.... 3.50
Uncle Sam's Tar, 50 large..... 3.40
Stryker's Kitchen Soap, 100s... 3.50
Stryker's Kitchen Soap, 20s..... .75
Pearl, 100, large..... 4.00

Castile Soap.

La Lune White Castile, lb 7¾
White Virgin, per lb..... 7¾
White, Conti 14 15
Mottled, Imported, per lb. 6½ 7
Clover Leaf White 13
La Bonbon 7¼

Scouring Soaps.

Bon Ami, 3 doz to cs, pr cs.. 2 50



Sapollo, scouring, ½ gross box, per box 4 50
Sapolio, hard ½ gross box, per box 4 50

WASHING POWDERS.

Gold Dust, 24 5c, per case.... 4.50
Gold Dust 100/10-oz 4.50
Lautertex, 36 1-lb., per case.. 3.60
Lautertex, 100 ¼ pkgs 3.50
Pearline, 36 1-lb pkg 2.10
Pearline, 100 6-oz pkgs..... 3.75
Soapine, 36 1-lb pkgs 3.60
Soapine, 50 1-lb pkgs 3.25
Soapine, 100 ½-lb. pkgs ... 2.60
Babbitt 1776 6-oz 2.85
Riverside 12 2's 4.50
Riverside 24/10's 4.25
Riverside 100/10's 3.75
Grandpa's Borax powdered 24 2's 4 00
do. 60, 2's 2 10

COLUMN 17.

Department 13

OILS, PAINTS, ETC.

Coal Oil.

Water white, coal, bulk..... 12½
Pearl, cases, 25's 18½
Astral, cases, 25's 18½
Star, cases, 25's 18½
Ex. Star, cases, 25's 21
Elaine, cases, 25's 26½

Gasoline and Benzine.

86° Gasoline, bulk, 25 cases.... 31
74° Gasoline, bulk 16 cases..... 22½
63° Benzine, bulk, 13 cases..... 19½

Turpentine.

Strictly Pure, cases, 2-5's..... 81
Do drums or iron bbls. 75

Linseed Oil.

Strictly pure, raw, bbls.....gal 56
Do. boiled, in bbls...gal 58
Do. raw, cs, 2-5's....gal 61
Do. boiled, cs, 2-5's..gal 63

Castor Oil.

Baker's AA, cs, 2-5's 1.16
Pure, No. 3, cs, 2-5's..... 1.05
No. 1, cs, 2-5's ..... .70

Lard Oil.

Strictly pure, bbls., 75 cs..... 80
Sup. Win., str., bbls. 65 cs.... 70
No. 1, bbls. 55 cs 60

Neatsfoot Oil.

Cooper's bbls. 75 cs..... 80
Extra, bbls. 62½ cases..... 67½
No. 1, bbls, 57½ cases..... 62½

Lubricating Oils.

Star Cylinder Oil, bbls, 60 cs..65
Columbia Cyl. Oil, bbls, 40 cs..45
Gem Cyl. Oil, bbls, 30 cs.....90
Ruby Cyl Oil, bbls, 30 cs.....60
Star Engine Oil, bbls, 30 cs...55
Columbia Eng. Oil, bbls, 30 cs.35
Paragon Eng. Oil, bbls, 45 cs..55
Red Eng. Oil, bbls, 27 cs.....32
Star Mach. Oil, bbls, 30 cs.....35
Star Dynamo Oil, bbls, 50 cs...55
Star Spindle Oil, bbls, 40 cs....45
Star Sep'tor Oil, bbls, 50 cs....55
Favorite Sep'tor Oil, bbls, 25 cs.30

Miscellaneous Oils.

Union Salad Oil 45 50
Globe Salad Oil 45 50
Pure Sperm Oil 75 80
No. 1 Polar 50 55
China Nut oil, ord'ry.....62½
China Nut oil, No. 1.....80

WHITE LEAD.

Pioneer, in kegs 7 7¾

DRY PAINTS.

Eng. Paris White, bbls. 1.35 1.60
Whiting, bbls 1.00 1.15
Kalsomine, bbls 1¼
Prince's Min'l B'wn,bbls 1.65
Yellow Ochre, bbls 1½
Eng. Ven. Red, bbls.... 1.50

Department 14

FARINACEOUS GOODS.

Flours.

GLOBE MILLS,
Cor. Chestnut and Montgomery

California Selected Wheat,

	Barrel
** "Banquet" (fancy patent)	$5.05
*** "Silver Star" (patent)	4.60
XXX	4.30
Mariposa	4.30

Blended Wheat,

*"A1" Family	5.15
"A1" Bakers'	5.05

Entire Eastern Wheat.

Globe, Bakers' .....

(⅛ bbls. 10 cents per bbl. higher.)

*"A1" must be retailed for not less than $1.40 per ¼ sack.

**"Banquet" must be retailed for not less than $1.35 per ¼ sack.

***"Silver Star" must be retailed for not less than $1.25 per sack.

FLOURS.

Allen's Boston Brown Bread Flour, 24 pkgs, per case..... 3.60
Allen's Flour, 10 10-lb bags, per bag 4.50
Cal Family $5.05 $5.10
Cal. Bakers', extra..... 4.80 4.90
Buckwheat, 10-lb sacks, per 100 lbs $4.50
Self Rising Buckwheat, 10-lb sacks, per 100 lbs..... 6.00
Graham, 10-lb sacks, per 100 lbs 3 25
Rice, 10-lb sks, per 100 lbs..... 8.00
Rye, 10-lb sacks, per 100 lbs.... 3.75
Whole Wheat, 10-lb sacks, per 100 lbs 3 50

Meals.

Yellow Corn, 10-lb sacks, 100 lb..$2.50
White Corn, 10-lb. sacks, 100 lb. 2.50
Ex. Cream Yellow, 10-lb. sacks, per 100 lbs..... 3.75
Ex. Cream White, 10-lb sacks, per 100 lbs..... 3.75
Oat Meal, 10-lb. sacks, pr 100 lbs 4.25
Steel-Cut Oat, 10-lb sacks, per 100 lbs 4.50

Pearled Cereals.

Pearl Barley, ...$6 00
Pearl Wheat, 150-lb bbls..... 4.40

Rice.

Choice Seed Japan..... $0.03¾
Good Seed Japan 03¼
Fair Seed Japan ..... .03
Fancy Head Rice ..... 5 1-5 .06
Long Grain Rice ..... .04 .05
China No. 1 ..... 5 6
China No. 2 ..... 4 4¾

COLUMN 18.

Rolled Cereals.

Rolled Oats, 7s and 10s, pr 100 lbs 4 80
Ex. Crm Rld Ots. 180-lb, bbl..$7.50
Ex Crm Rld Ots, 180-lb, 90-lb sks 7.00
Prid Reid Wheat, 150-lb, bbls. 4 40
Dr. Price's Food, per case .. 4.00
5-case lots, $3.85

Sago and Tapioca.

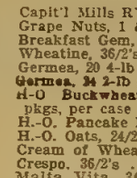
Sago, original sacks, lb....02½ .03
Sago, 48 1's, per doz..... .70
Instantaneous Tapioca, 50/1's, per case 5.00
Instantaneous Tapioca, 36 to case 2.70
Tapioca, Flake ..... .03
Tapioca, repacked, per lb... .04⅛
One Minute Tapioca, 36 to cs 2.75
Arrowroot, Taylor's Bermuda, 12-lb box, 1, ½ and ¼ lb pkgs, per lb..... 22½

Miscellaneous.

Groats Oat, 10-lb sacks, 100 lbs.$4.50
Groats Buckwheat, 10-lb sks, 100 lbs 10.00
Hominy, lgs, 10-lb sks, 100 lb. 3.75
Hominy, sml, 10-lb sks, 100 lbs 4.00
Split Peas (yel.) 25 and 50-lb boxes, 100 lbs..... 5.50
Split Peas (grn.) 25 and 50-lb boxes, 100 lbs..... 5.50
German Lentils, per lb..... .05½
Cracked Wheat, per 100 lbs ...3.75
Farena, per 100 lbs..... 4.00
Pearl Grits, per 100 lbs..... 4.25
Capitol Mills Pearled Hominy, bbls. 8.00
Capitol Mills Gran. Hominy, bbls. 8.50
Capitol Mills New Process B. W. Flour, bbl..... 9.00
Capitol Mills Steel Cut Oat Meal, bbl. 8.50

Breakfast Foods.

Capit'l Mills R'll'd Oats, 36/2's 3.60
Grape Nuts, 1 & 3 doz, pr doz 1.40
Breakfast Gem, case 3 doz.... 3.00
Wheatine, 36/2's, pr cs..... 3.75
Germea, 20 4-lb pkgs, pr cs.... 4.00
Germea, 24 2-lb pkgs, per case. 3 10
H-O Buckwheat, 2 doz 3-lb pkgs, per case 3.75
H.-O. Pancake Flour, case.... 3.90
H.-O. Oats, 24/2's, per case.... 3.15
Cream of Wheat, 36/2's..... 5.25
Crespo, 36/2's 2.75
Malta Vita, 36, 2s, cs..... 4.50
Our Mothers' Mush, 36 to cs.. 3.35
Twin Brothers Mush, 36 to cs.. 3.00
Carnation Wheat Flakes, 24/5's 5.40
A B C Breakfast Wheat, 72/2's 5.00
A B C Breakfast Wheat, 36/2's 2.60
Granola, 24/1's 2.25
Flaked Rice, 24/1's 3.00
Ralston Breakfast Food, 36/2's 4.50
Do. Barley Food, 36/2's.... 4.25
Do. Health Oats, 36/2's.... 4.00
Do. Hominy Grits, 36/2's.. 4.00
Do. Health Crisp, 36-2's.... 3 60
Do. Select Bran, 24/3's.... 2.50
Do. Pancake Flour, 36/2's 3.75
Do. Whole Wht Flr, 4/14's 5.50
Quaker Oats, 36 2s 3.80
Scotch Oats 36 2s..... 3.65
Acme Grano, 20/4's, per case.. 3.75
Acme Gluten Farina, 24/1's, pr case 1.85
Acme Gluten Flour, 10-lb sks.. .80
Acme Wheat Flakes, 36/2's.... 3.00



Dr. Price's Wheat Flake Celery Food.

Per case...$4.00

Pastes (Domestic).

Macaroni, Vermicelli, etc.—
No. 1 Extra, per box..... .27
No. 1 Extra, 15 lbs. ..... .52
No. 1 Extra, 25 lbs. ..... .82
No. 1 Extra, 50 lbs. 1.65
No. 1 Extra, 100 lbs. 3.30
No. 1 Extra, ½ boxes ..... .15
Macaroni, Vermicelli & Spaghetti, No. 2 ..... .20
Royal Macaroni, Verm'l & Sp'ti, 24 1-lb pkgs., per case. 1.70
Queen's Taste Mac., Ve m. & Sp. 12 3-lb cartons 1 case..... 2.15
It. Paste, ass'd, ab. 18 lbs. c., lb. .6½
Royal It. Paste, 24 1-lb pkg c., pkg .8½
Golden Gate Egg Noodles, 24 1-lb pkgs in case, per cs... 1.90
Farina, 24 1-lb pkgs. 1.50
Discount 2 per cent for cash only.

COLUMN 19.

Department 15.

SPICES

PURE—Square Tins, Full Net Weight.

	¼'s	½'s	1's	2½ lbs.	5 lbs	Bulk
Allspice	$0 70	$0 95	$1 60	$ 2 50	$ 6 70	$12 75	21
Cinnamon	1 15	1 80	3 30	6 25	15 25	30 00	33
Cloves	90	1 35	2 40	4 35	10 60	20 65	31
Ginger	75	1 05	1 75	3 10	7 50	14 30	23
Mace	1 75	3 00	5 65	10 90	26 95	53 30	73
Mustard	70	95	1 60	2 80	6 70	12 75	21
Nutmeg	1 25	2 05	3 80	7 15	17 60	34 60	49
Pepper	80	1 10	1 90	3 40	8 25	15 85	25
Cayenne	80	1 15	2 00	3 55	8 65	16 65	26
W. Pepper	95	1 45	2 65	4 65	11 75	22 90	34
Sage	70	95	1 60	2 80	6 70	12 75	21
Thyme	70	1 00	1 65	2 95	7 10	13 50	22
Savory	70	1 00	1 65	2 95	7 10	13 50	22
Marjoram	75	1 10	1 85	3 30	7 85	15 10	24
Poultry Seasoning	....	1 50	....	....	....	....	..

SECOND GRADE—Round Tins, Short Weight.

	¼'s	½'s	1's	2½ lbs	5 lbs	Bulk.
Allspice	55	1 00	1 75	3 95	7 60	18
Cinnamon	65	1 20	2 10	4 90	9 50	16
Cloves	65	1 25	2 25	5 20	10 20	17
Ginger	55	1 01	1 75	3 95	7 60	13
Mace	1 20	2 30	4 40	10 50	21 00	34
Mustard	55	90	1 50	3 60	7 00	12
Nutmegs	85	1 70	3 10	7 40	14 60	24
Pepper	60	1 15	2 00	4 65	8 90	15
Cayenne	60	1 15	2 00	4 65	8 90	15
W. Pepper	75	1 45	2 65	6 15	12 05	20
Sage	55	1 00	1 75	3 95	7 60	13
Thyme	60	1 05	1 90	4 25	8 25	14
Savory	60	1 05	1 90	4 25	8 25	14
Marjoram	60	1 05	1 90	4 25	8 25	14

SCHILLING'S BEST SPICES.—Nature's Best.

Square tins. Never sold in bulk.
Small, medium, large sizes have sifting tops except Mustard.

	Small size per doz.	Medium size per doz.	Large size pe. doz	Ex. Large size per doz	Hotel size per tin
Pepper	.75	1.20	2.20	3.75	.78
Mustard	.75	1.25	2.25	3.90	.81
Must. Comp.	.75	1.25	2.25	3.90	.81
Ginger	.75	1.25	2.25	3.90	.81
Allspice	.75	1.10	2.00	3.50	.73
Cinnamon	.90	2.25	4.25	7.50	1.85
Cloves	.85	1.40	2.60	4.75	.87
Nutmegs	1.00	2.75	5.25	10.00	2.00
Mace	1.75	3.00	6.75	11.50	2.15
Cayenne	.90	1.50	2.75	5.00	.93
Wh. Pepper	.95	1.75	3.25	5.75	1.00
Sage	.75	1.25	2.25	3.90	.81
Thyme	.85	1.40	2.60	4.75	.87
Marjoram	.95	1.75	3.25	5.75	1.26
Savory	.85	1.40	2.60	4.75	.87
Cases contain	6 doz.	4 doz.	2 doz.	2 doz.	1 doz
Gross weight	22 lbs.	23 lbs.	24 lbs.	40 lbs.	53 lbs

MUSTARD.

Colman's, ¼'s, 12 lb to box, lb. .52
Colman's, ½'s, 12 lb to box, lb. .48
Colman's, 1's, 12 lb to box, lb.. .48
Colman's, 5's, per lb..... .40

Mustard, Prepared.

Small bottles, 24 to cs, pr doz .55
Small straights, fancy, 24 to case per doz ..... .95
Webb's Glass Top 1.35
Large Dusseldorfer, 24 to cs 1.60
In 3-gal kegs, per keg..... 1.15
In 5-gal kegs, per keg..... 1.70
Louit Freres, French, doz..... 2.25
Eddy's Salad Mustard—
6-oz., 24 to case..... .92½
8-oz., 24 to case..... 1.35
12-oz., 24 to case..... 2.00
Hirsbes Horseradish Mustard—
10-oz., 24 to case..... 1.25

Department 16

BAKING POWDER AND FLAVORING EXTRACTS.

ROYAL

	1 cs. lot	5 cs. lot	15 cs. lot
¼ lb cans	$ 1 38	$ 1 36	$ 1 34
6 oz cans	1 92	1 89	1 87
½ lb cans	2 57	2 52	2 50
12 oz cans	3 82	3 75	3 72
1 lb cans	4 95	4 85	4 80
2½ lb cans	11 45	11 40	11 28
3 lb cans	13 60	13 34	13 20
5 lb cans	22 35	21 90	21 68

An extra discount of 1 per cent if packed in barrels.

Schilling's Best Baking Powder.

Never sold in bulk.

10-lb. tins, per doz	$39.00
5-lb. tins, per doz	20.00
4-lb. tins, per doz	16.00
3-lb. tins, per doz	12.50
2½-lb. tins, per doz	10.50
16-oz. tins, per gross	$58.00
12-oz. tins, per gross	41.00
8-oz. tins, per gross	28.00
6-oz. tins, per gross	22.50
4-oz. tins, per gross	16.50

TROPHY

4 oz, per doz	$0.95
6 oz, "	1.35
8 oz, "	1.70
12 oz, "	2.35
1 lb., "	3.00
2½ lb., "	7.50
3 lb., "	9.00
6 lb., "	14.50

MISCELLANEOUS.

Home, 10 oz	$0.90
Home, 25 oz	2.00
Home, 50 oz	4.00
Home, 80 oz	6.00
K. C., 10 oz	.85
K. C., 15 oz	1.25
K. C., 25 oz	2.12½
K. C., 50 oz	4.00
K. C., 80 oz	6.50

COLUMN 20.

Cream Tartar.

Standard, bulk, 30-lb box..... 27
Standard, 12 1-lb tins..... 28
Pure, bulk, 30-lb box..... 38
Pure, 5-lb tins, per lb..... .38
Pure, 1-lb tins, per doz 5 00

SODA

Churches, A. & H., or Dwight's Cow Brand, 60 lbs. to case.
1-lb ..... per lb. $0.05
½-lb ..... per lb. .05½

EXTRACTS FLAVORING.

GUITARD'S "PURE"

	per doz	2 oz	4 oz	6 oz	8 oz
Vanilla		$2 50	$4 75	$7 00	$9 00
Lemon		1 75	3 25	4 50	6 00

Net weight. Patent Sprinkler Tops

Schilling's Best Extracts.

Triple Strength, Pure and Uncolored Sprinkling Tops.
Net weight. Never sold in bulk.

	Lemon and Others.	Vanila and Rose.
1 oz	1.30	1.80
2 oz	2.00	3.00
4 oz	3.75	5.75
6 oz	5.50	8.50
8 oz	7.25	11.00
16 oz	14.00	21.50
32 oz	27.00	42.00

Souder's Flavoring Extracts.

Price per gross.

	2 oz.	4 oz	8 oz.
Reg. Lemon	9.00	18.00	54.00
Reg. Vanilla	14.40	28.80	72.00
XX Lemon	18.00	36.00	72.00
XX Vanilla	21.00	42.00	84.00
Asrtd Flavors	18.00	36.00	72.00
Rose Coloring	18.00	36.00	....
Yellow Colrng	18.00	36.00	....
Jamaica Gngr.	18.00	....	....

Assorted flavors contain strawberry, pineapple, orange, almond, rose, etc.



"Venus" Extracts."

Lemon, 2 oz., per doz..... 80
Vanilla, 2 oz., per doz..... 80
Assorted Flavors, per doz..... 80

COLUMN 21.

Department 17

CANDIES.

Lozenges.
(5-lb. boxes.)

XXX Peppermint, pails	.13 14
Thin Peppermint	.16
T. T. Peppermint	18
Druggist Peppermint	25
Musk, fluted, pails	.20
Cinnamon, Lemon, Sassafras, Rose	.16
Midget Fruit	.20
Conversation and Hearts	.15
Lilliput Conv. Hearts	17
Midget Conv. Lozenges	18
Crown T. T. Lozenges, 24 5ct. pkgs	.80
Aurora Lozenges, 24 5ct. pkgs	.80
Cough Troches, 5 lb bxs	.25
Eagle Wafers, Peppermints, Wintergreen	.25

Mixed Candy.
(30-lb. pails.)

Plain Mixed	9½
Pacific Mixed	10
Royal Mixed	12½
Grocers' Mixed	10½
Yankee Mixed	13
American Mixed	13
Fancy A. Mixed	14½
Fancy C. Mixed	14
French S. Mixed	16
French No. 1, Mixed	18
French Extra Mixed	20
Lady, Mixed	15

Steam Panwork.

Anis Seed	22
Aromatic Cachous	18
Assorted Berries	16
Assorted Dragee	14
Assorted Imperials	16
Assorted Small Seeds	22
Birds' Eggs	16
Boston Baked Beans	17
Burnt Peanuts	18
Burnt Almonds	25
Caraway Seed, smooth	22
Caraway Seed, pearled	22
Celery Seed	22
Cinnamon Beans, large red	15
Cinnamon Beans, Imperials	16
Coriander Seed, pearled	22
Jelly Beans, pails	12½ 14
Jelly Birds' Eggs	16
Jelly Cranberries	16
Jelly Limes	16
Jelly Raspberries	16
Jordon Almonds, fine	45
Jordon Almonds, imitation	18
Licorice Beans	15
Red Hots	25
Ringed Marbles	16
Sugar Coated Licorice Tablets	20
Sugar Almonds	25
Sugar Plums	16

Stick Candy.
(30-lb. pails.)

Assortment: Peppermint, Lemon, Rose, Clove, Anis, Cinnamon, Sassafras, Vanilla, Pineapple, Wintergreen	9½
Hoarhound	9½
Hoarhound, wrapped	11
Peanut Sticks	13
Peanut Sticks, wrapped	13
Cocoanut Sticks	13
Cocoanut Sticks, wrapped	13

Taffies.

Peanut Taffy	15
Peanut Flake	15
Peanut Squares	14
Cocoanut Taffy	15
Cocoanut Squares	15
Chunks: Vanilla, Rose, Chocolate, Lemon, Molasses	14
Broken Taffy of broken chunk	13

Drops and Lumps.
(30-lb. pails.)

Mixed Drops and Lumps	9½
Molasses Peppermint Lumps	11
Hoarhound Drops	11
Crystal Rocks	12½

Gum Goods.
(5-lb. boxes.)

A. B. Gum Drops, assorted	9
A. B. Gum Drops, Licorice	9
A. B. Gum Drops, Crystalized	11
A. B. Bonbons, plain, in bbls	7
A. B. Bonbons, fancy, in bbls	7½
A. B. Bonbons, fancy, crystallized, 5-lb. boxes	14
A. B. Fruits	18
Royal Gum Drops	16
Genuine Gum Drops, hard	25
Jelly Squares, assorted	14
Bijou Sticks	18
Spiced Jelly Drops	20
New Turkish Figs	16
Fig Paste, plain	17
Fig Paste, tricolor	18

Cream Goods.
5-lb. boxes.)

Fondans Creams	14
Hand Dipped	19
Hand Dipped, with nuts on	21
Fruit and nut ices	18
Cream Peppermint	20
Crushed Fruit Bonbons	30

Chocolates.
(5-lb. boxes.)

Chocolate, plain	14
Chocolate, Hand Made	20
Chocolate Dipped Bonbons	20
Chocolate Dipped Bonbons, with nuts	22
Chocolate, Climax, 30-lb pails	16
Chocolate Chips	28
Chocolate Nonpareil Drops	20
Chocolate Wafers	22
Chocolate Cream Tablets, 30 in box	1 10

COLUMN 22.

Marshmallows, Nougats, Etc.

Occidental Marshmallows, 5-lb tins	.28
Occidental Marshmallows, 3-lb tins	.30
Dipping Marshmallows, 5-lb. boxes	.25
Angel Food, 5-lb. boxes	.20
French Nougat, 30 5c slices in box	1.00
Walnut, Apricot, Spanish Nougat, 5-lb boxes, per lb	.25

Sundries.

Opera Caramels	19
Rock Candy, white & red	15
Rock Candy, brown	16
Licorice Drops	20
Licorice Sticks, 16 to lb	28
Locorice Tablets, 5 lb bxs	25
Licorice Tablets, 24 5c bxs	80
Licorice Penny Sticks, 100 in box	65
Buttercups, 5-lb tins	2

CHEWING GUM.

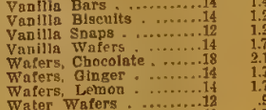
	Single	Box
Yankee Spruce, 20 pcs		.55
Sen Sen, 20 pcs		.55
Red Rooster, 20 pcs		.55
Sweet Heart, 20 pcs		.55
Newton's Pepsin, 20 pcs		.55
Bloodberry, 20 pcs		.60
Pepsin Sticks, 20pcs		.60
Sweet Wheat, per box		.50
Tutu Sugar Plum, box		.55

CRACKERS.



MADE BY THE
MUTUAL BISCUIT CO.

	lb.	¼ box
Almond Drops	15	
Animals	12½	$1.20
Arrowroot	14	1.50
Assorted	12	1.15
Assorted, extra	14	1.30
Assorted, fancy	20	1.75
Assorted Wafers	16	1.90
Assorted Jumbles	14	1.25
Boston	9	.60
Butters, Mutual	10	.70
Butter Scotch	14	1.50
Butter, Star	9	.60
California Lunch	9	.90
Champion	9	.65
Chips, Mutual	14	1.10
Chocolate Biscuits	16	1.80
Chocolate Fingers	15	1.50
Chocolate Wafers	18	2.15
Cocoanut Bonbon	14	1.25
Cocoanut Finger	15	1.50
Cocoanut Marshmallows	15	1.50
Cocoanut Taffy	15	1.80
Cocoanut Wafer	16	1.50
Coffee	12	1 25
Coffe Iced	15	1.35
Cornhill	10	1.10
Cracker Meal	6	1.10
Currant Cakes	12	1.10
Egg Jumble	14	1.25
Fruit Biscuits	14	2.40
Ginger Cakes	10	1.40
Ginger, Nut	11	1.40
Ginger Wafers	14	1.75
Graham	10	1.20
Graham Gem	9	.75
Graham Unsweetened	9	
Honey Fingers	14	1.25
Honey Pumbles	12	1.00
Honey Drops, spiced	15	1.60
Honeysuckle	16	
Jelly Fingers	16	1.50
Jenny Lind	12	1.10
Lady Fingers	15	1.30
Lady Fingers Iced	16	1.40
La Grande	11	1.10
Lemon Biscuit	14	1.25
Lemon Brittles	14	1.35
Lemon Snap	12	1.20
Lemon Wafers	14	1.75
Macaroon Almond	40	
Mutual Flakes	14	.90
Mutual Tea	15	1.60
Nic Nac, No. 1	10	1.10
Nic Nac	12½	1.25
Oysters	8	.70
Peoples Mixed	12½	1.25
Pilot Bread	4	.55
Pilot Bread Extra	5	.65
Pilot Saloon	7	.80
Ping Pong	16	1.50
Raisin Cake	12	1.10
Saloon Pilot	7	.80
Saloon Soda	7	
Salted Wafers	14	.90
Soda Extra	7	
Soda	6½	
Star Butters	9	.60
Vanilla Bars	14	1.40
Vanilla Biscuits	14	1.25
Vanilla Snaps	12	1.20
Vanilla Wafers	14	1.75
Wafers, Chocolate	18	2.15
Wafers, Ginger	14	1.75
Wafers, Lemon	14	1.75
Water Wafers	12	.90
Walnut Creams	16	1.50



COLUMN 23.
Department 18.

FANCY GROCERIES.

Snider's Baked Beans.

No. 1, 90c doz., 1 doz. in case	
No. 2, $1.40 doz., 3 doz. in case	
No. 3, $1.85 doz., 2 doz. in case	

Bouillion Capsules.

Anker's, 10 capsules in box, per doz boxes	2.75

Capers.

Capotes, 1 dz in cs	1.20	1.30
Nonpareil, small		2.00
Do med.		2.25
Do large		5.00
"White Label," 8-oz. doz		2.25
"White Label," 16-oz. doz		3.15

TOMATO KETCHUP.



Catsups

Snider's

Qts, per doz	$3 75
Pts, "	2 40
½-pints, per doz.	1 40



CAMPBELL'S
(½ Pts. Condiments)

2 dozen to case

Tobasco Ketchup dozen $1 15

Tomato Ketchup, dozen $1 15

Salad Dressing, dozen 1 15

Chili Sauce, dozen $1 15

Assorted cases, dozen $1 15

Miscellaneous.

Our Mother's Ctsp ½-pt, doz	1 40
Our Mother's Ctsp, pts, doz	2 30
Blue Label, 25 ½ pts to cs	3 10
Blue Label, 25 pts to cs	5 00
Blue Label, 12 qts to cs	4 00
Mother's Own, pts	1.50
½ pts	.90
London's Ruckaway, Pts., doz	2.25
Salter's "Purity," doz	.90
H. B. Catsup, pts	2.15
" " ½-pts	1.25

Chocolate and Cocoa

CHOCOLATES.
Baker's.

German Sweet, 6-lb boxes, ⅛s and ¼s	2
Eagle, 12/1s	23
Premium, 12/1s	28
Vanilla, 12/1s	41
Powdered, ¼s, ½s, 1s, 12/lb. boxes	6

Subject to quantity discount.

Huyler's.

Vanilla, 12-lb. boxes	36
Premium, 12-lb. boxes	33

Lowney's.

Cream Cakes, per box	50
Ice Cream Drops, per doz	75

Ghirardelli's.
In paper

Eagle, 24 1-lb	21
Eagle, 12 1-lb	21½
Eagle, 12 ½-lb	22½
Eagle, 12 ¼-lb	24
Crescent, 6 5 to lb	17
Crescent, 12 5 to lb	16½
Cal, Sweet, 6 6 to lb	21½
Cal. Sweet, 12 6 to lb	21
Monarch, 12 1&½-lb	26
Monarch, 12 1-lb	25
Monarch, 12 ½-lb	27
Star, 24 1-lb	19
Star, 12 1-lb	19½

Ground.
In tins

Ghirardelli's, 12 1-lb tins	26½
Ghirardelli's 24 1-lb tins	26
Ghirardelli's 60 3-lb tins	24
Venard's, 24 1-lb tins	21
Venard's, 60 3-lb tins	20
Miner's, 12 1-lb tins	22½
Miner's, 24 1-lb tins	22
Miner's, 20 3-lb tins	22

5 per cent off on 120-lb. lots

COCOAS.

Baker's Bkfst, 6/1's&½'s	36
Van Houten's, ¼'s and ½'s	35
Van Houten's, 1's	30
Royal Dutch, 12/¼'s	80
Royal Dutch, 12/½'s	75
Royal Dutch, 12/1's	70
Epp's, 14/½'s	40
Fry's, 12/½'s	39
Webb's, 6/½'s	23
Lowney's, 6/½'s	37
Ghirardelli's Bkfst, 6/½'s	39
Ghirardelli's Bkfst, 12/½'s	37½
Ghirardelli's Impri, 6&12/½s	56
Miner's Bkfst, 6/½'s	37
Miner's Bkfst, 6/1-5's	38
Memer's, 1 ½s	47

COLUMN 24.

Condensed Milk

BORDEN'S CONDENSED MILK CO.



Gail Borden Eagle brand	6.80
In 5-case lots	6.65
Pony	2 25
Challenge	4.70
Floral	4.65
Dime	3.75
Rose	4.40

With 10 cases Rose Cream 1 case free.

(Each of above Brands 4 doz. in case)

Borden's Malted Milk, Trial Size, per doz. .90



Borden's Pioneer Brand Evaporated Cream

Large Cans, 4 doz. in cs.	00
Peerless	4.70
Yacht	3.25

Family Size, 4 doz. in case. Quarts, 2 doz. in cs

ALL ABOVE BRANDS GUARANTEED



CARNATION CREAM

20 oz. cans 4 doz	
Per case	4 00
6 cases	3 95
25 cases	3 90
50 cases	3 85



LILY
[large tin]

1 cs.	3 90
10 cs.	3 85

Helvetia Milk Condens'g Co.



Originators Evaporated Cream

Highland Evaporated Cream 4 doz in box	$4.10
Baby Pet, 6 doz	3 00
Pet, reg., 4 doz., per case	3 35



Jersey Evaporated Cream

213-215 Market St.

Tel. Bush 855

Cases	
1 to 5	$3.70
5 to 10	3.55
10 to 25	3.60

Miscellaneous.

St. Charles, 4 doz., in case	$4 60
St. Charles, 5-case lots	4 50
Horlick's Malted Milk, doz	4 50

Cereal Coffee.

Fig Prune, per doz	$2 25
Postum, 24/½'s, per doz	1 35
Postum, 12/1's, per doz	2 25
Postum, 36/1's, per doz	2 25
Graino, 12, 2s	2.75

Chutney.

Chutney, asst, qts	$6 25
Chutney, asst, pts	3 75
Chutney, Major Grey, qts	6 50
Chutney, Major Grey, pts	4 25
Ban-ki-pore, pts	3 00

Cranberry Sauce. doz.

Anderson's 2s, 2 doz box	2.00
Tea Garden, 2s, gls, 12 box	4.00
Tea Garden, 1s, gls, 24 box	2 25
Cape Cod, 2 lb, gls, 12 box	3.50
Cape Cod, 1 lb, gls, 24 box	2.00
Home Made, 1s, 2 doz box	2 15
do 2s, glass, 1 doz box	4.00

COLUMN 25.

EQUAL TO THE BEST



BETTER THAN THE REST

ALPINE

EVAPORATED CREAM

	Per case
1 to 5 cases, 4 doz. to case	$3.60
5 to 10 " " "	3.55
10 to 25 " " "	3.50

Gallons

1 to 5 cases, 6 to cs	3.35
5 to 10 " " "	3.30
10 to 25 " " "	3.25

Midgets, 8 doz. to case

1 to 5 cases, $3.90; 5 to 10 cases, $3.85
10 to 25 cases, $3.80

ALPINE MILK

(Sweetened)

4 Dozen to case, 16 oz. $4.00

ALPINE EVAPORATED CREAM CO.

Factory
HOLLISTER, CAL.

Office and Salesroom
123 California Street
San Francisco, Cal.

Phone: **Green 96.**

Cottolene.

2's, 4's or 10's, per cs. of 60 lbs	7 00
5-case lots	6.90
10-case lots	6.85
25-case lots	6.75

With 2½ cases, ½ case free.
" 5 " 1 " "
" 10 " 2 " "
Price $7.50, $7.40, $7.30.

Curry Powder.

Cross & Blackwells, 2 oz	1.35
do 4 oz.	2.35
Do 8-oz.	3.65
Do 16-oz.	6.20
East India, Bombay, 16 oz	5.00
East India, Bombay, 8 oz	3.25

Extract of Beef.
Liebig's (Genuine)

2 oz.	4 oz.	8 oz	16 oz
doz. 4.55	8.50	15.90	29.75

"Rex" Solid.

2-oz., doz	$3.96
4-oz., doz	7.20
8-oz., doz	$13.27
16-oz., doz	24.75

Marshall's

2 oz., per doz	$2.40

Gelatine.

Knox's, per doz	1 20
Knox's, per gross	14 00
Cox's, per gross	12 00
Keck's, per doz	1.10

Ginger (Preserved).

½ doz jars in cs, per cs. 2.25

Lemon Sugar.

Gilt Edge, 24/1's, per doz	1.37½
Gilt Edge, 24/1s, per doz	1.85

Lime Juice.

Tahita, 24/8-oz, per doz	$1.25
Tahita, short measure, 16-oz	1.50
Tahita, full measure, 16-oz	1.75
Tahita, full measure, 32-oz	3.50
Tahita, bulk, gal	1.00

Mushrooms. doz.

Le Court, 100 to cs	$2.50
La Forrest, 100 to cs	2 75
Hotel, 100 to cs	2.00
Fancy Stuffed, pts	4.00

COLUMN 26.

OLIVES.

OLIVES IN BULK.

	25 gal.	10 gal.	5 gal.	3 gal.
Ex. No. 1, Qts	16	11 00	6 00	4 75
Ex. No. 1, "	14 00	10 00	5 50	4 25
No. 1 Qts	95	8 75	4 75	2 90
No. 2 "	85	8 75	4 50	2 85
Manzanilla	70	7 25	3 75	2 40

Extra charge for kegs & barrels



Olives

SEVILLE PACKING CO.

White Label Queen Olives—

28-oz., per doz.	$5.50
18-oz. "	3.75
8-oz. "	1 25

Pim-Olas

18 oz., 2 doz. per cs. per doz	$6 10
" " " " "	3 35

Baby Pim-Olas

10-oz., 2 doz. in case, per doz.	$2.25
6-oz., 2 doz. in case, per doz	1 50

Olive Oil

NICKELS

	Case
½ pints, 4 doz	$2 00
Pints, 2 doz	3 35
Quarts, 1 doz	7 85
2½-oz.	9 00



CRYSTAL BRAND OLIVE OIL.

Pure California Products.

7-oz.
Per doz...$2.40
3 doz..... 6.75

14-oz.
Per doz... 4.50

Quarts.
Per doz... 7.25

Put up by
G. O. Byden.

GORDON PACKING CO., Distributors.

MISCELLANEOUS

Golden Gate, in gal. tins, per gal	1 8
" ½ " "	1 85
" ¼ " "	1 90
Pala Grove, pure Cal., qts. . dz	7 75
Cooper's qts., ⅌ doz.	10.00
Cooper's pts. ⅌ cs of 2 doz.	10.00
Antonini, J.P.S., qts. ⅌cs..	7.40
Do 1⅝-gal. tins ⅌ tin..	2.90
Duret, qts, pts, ⅌ doz cs.	6.00 7.00
Lucca, Crosse & Blackwell's qts.	7.50
Lucca, Crosse & Blackwell's pts. 2 doz.	8.25
Lucca, Crosse & Blackwell's ½ pts, 3 doz.	7.25

Salad Oil.

Durasi Oil.

Quarts 1 doz 10 case, per case	$1.90
Pints, 2 " " "	1.95
½-Pints 3 " " "	1.00

Purissa Salad Oil

Quarts 1 doz 1 case, per case	2.20
F. Dubec & Fils, 1 dz qts, per case	1.50
Imitation Lucca, qts	1.90

"Primrose" Salad Oil.

Tierces about 50 gal, gal.	$ .40
1 gal. tins, 10 to case, gal.	.70
5 gal. tins, 1 to case, gal.	.45
½ gal. tins, 20 to cs, gal	.75
Quart bottles, 12 to cs, doz	1.85
Pint bottles, 24 to cs, doz	.85
½ pint bot. 24 to cs, doz	.65

Paprika.

Gordon Packing Co.

1-16 lb	doz	½ lb.	doz 6.00
¼ lb	doz	1 lb	doz
½ lb	doz	Bulk, lb.	

Peanut Butter

Heroine, 2 doz to cs, per dz .2.40

Peels.

Citron, 25-lb box	
Citron, 10-lb box	14½
Lemon, 25-lb box	11¾
Lemon, 10-lb box	12¼
Orange, 25-lb box	12¾
Orange, 10-lb box	12¾

COLUMN 27.

PICKLES.

Gordon Packing Co.

California—Mixed or Plain

No. 1, bbls per gal.	$0 20 to $0.27
No. 1, ½ bbls, per gal.	.26 to .29
No. 1, 10-gal keg, p kg.	2 25 to 2.45
No. 1, 5-gal keg, p kg.	1 15 to 1.25
No. 1, 3-gal keg p kg	.80 to .85
No. 2, bbls, per gal.	.22
No. 2, ½ bbls, per gal.	.24
No. 2, 10-gal keg, per keg	2 10
No. 2, 5-gal keg, per keg	1 05
No. 2, 3-gal keg, per keg	.80
No. 3, bbls per gal.	.14
No. 3, 10-gal keg, per keg	1 15
No. 3, 5-gal keg, per keg	.60
No. 3, 3-gal keg, per keg	.55

SWEET—"PACIFIC."

Bbls, ⅌ gal.	.51
½ bbls, ⅌ gal.	.53
Gal. keg, per keg	5.00
5-gal. keg, ⅌ keg	3.25
3-gal. keg, ⅌ keg	1.75
Square, 1doz ½-gal. ⅌ doz.	2.25
Square, 2 doz ¼-gal. ⅌ doz.	1.60
Square, 4 doz ⅛-gal., ⅌ doz	1.25
Round, qts. ⅌ doz.	3.75
Round, pts. ⅌ doz.	2.50
Round, ½ pts. ⅌ doz.	1.75

Crosse & Blackwell's.

	Doz.
Mxd Pkls, pat tops, pts.	4.15
Mixd Pkles, Pat tops, ½ pt.	2.50
Mxd Pkls, corks, pts.	3.95
Chow Chow, pat tops, pts.	4.15
Chow Chow, pat top, ½ pt.	2.50
Chow Chow, corks, pts.	3.95
Onions, pat tops, pts.	4.15
Onions, pat tops, ½ pts.	2.50

PRETZELS.



Hoefiin Pretzel & Baking Co.,
431 Sixth St.

Hand-made Pretzels a Specialty.

Size 1, 8s, per lb.	12c
Size 2, 8s, per lb.	12c
Size 3, 8s, per lb.	12c
Fingers, 10s, per lb.	12c
Hazlenut, 10s, per lb.	12c

Also furnished in cases, 20 to 30 lbs., at 11c per lb., and barrels at 10½c lb.

Root Beer



Less 5 per cent. on gross lots

Hires' case of 1 gr.	20 00
6 doz. lots	10 00
3 "	5 00
1 "	1 75

Hires' Carbonated Root Beer cs of 2-dz pt bottles, patent tops, per cs $2.00 in 5 case lots 1 95
Hires' Carbonated Gingar Ale
Per case 2 00
5-cases lots, $1.95.



Hires' Rootbeer Carbonated and Ginger Ale empty bottles, if returned to Joseph Patrick Company, will be received by them at 25c. per case of 2 doz. bottles (with case) Delivered at San Francisco.

COLUMN 28.

Saratoga Chips.

(Less 5 per cent)

Boxes, 15 and 30-lb, per lb.	$0 20
Cartons, 6-oz, 2 doz in cs, doz	1.30

SAUCES

SNIDER'S SALAD DRESSING



Pints, 1 doz. in case, doz. $2 75
Hlf-Pts, 2 doz. in case, doz. 1.75



Snider's Oyster Cocktail S'ce pints, 2 doz to c'se, doz . 2 40

Same gallon jugs, 6 to case, per gal. 1 30

Snider's Chili Sauce, pints, 1 doz. to c'se doz . 2 40

Same, half pts 2 doz. to c'se doz . 1 45

Bapie's Tabasco Pepper Sauce, in cases, 6, ½-doz. boxes, per doz. $3 00
boxes of 12 bottles, per doz. . 3.50

Holbrook's W'cestershire, ½'s	2.40
Do pts.	4.00
Do qts.	
*Lea & Perrin's Worcestershire, sma"	2.75
*Les . ' 's Worcestershire, medium	5.00
*Lea & Perrin's Worcestershire, large	8.25

*5 cases 5c ⅌ doz less.

Ban-ki-por, ½ pts, 2 doz case, per doz	2.40
Ban-ki-por, pts, 1 doz case	3.80
Tobasco, McIlheny	4.10
Tobasco, New Iberia	3.50
Braunhardt's Tropical, ½-pts, 2 doz. per case	4.50
" pints, 2 doz. " "	8.10
Bengal Worcester, ½ pt.	.55
Bengal Worcester, pt	1.05
Pepper, sprinkle top, ½ pt.	2.00
Superior Pepper, small	.75
Superior Pepper, large	1.50

Pure Food Pk'g Co.

Worcester Sauce, London Club, ½ pts, do	.75

Salad Dressing.

Durkee, small, 2 doz, ⅌ doz	2.55
Do large, 1 doz, ⅌ d.	4.30
Do picnic size, 4 dz, ⅌ ds.	1.00
My Wife's, 1 dz, 16-oz. case	2.75
My Wife's, 2 doz, ½ pt, cs	3.40

Alpha Salad Cream.

Jumbo, 1 doz. to case, per case.	4.25
Do large, 2 doz. " "	4.70
Do picnic, 2 " " "	2.50

El Paso Manfg. Co.
1653 Mission St.



Manufacturers

Flavoring Extracts
Fruit Juices
Syrup
Salad Dressing
Bluing
Ammonia

Mustard Salad Dressing, doz. .90

COLUMN 29.

SOUPS.



CAMPBELL'S (1-lb. Condensed). Packed 48 1-lb. cans to case. Straight cases of any variety, or following assortment:

8 Tomato, 6 Vegetable, 4 Ox Tail, 3 Mock Turtle, 3 Chicken Gumbo, 2 Tomato Okra, 1 Julienne, 2 Beef, 2 Consomme, 2 Pea, 2 Celery, 2 Vermicelli-Tomato, 2 Clam Chowder, 2 Mutton Broth, 2 Bouillion, 3 Chicken, 2 Mulligatany.
Price, per doz, any variety...$0.90

Miscellaneous.

Anderson's Asstd, per doz.	.90
Anderson's straight, per doz.	.90

Snider's Tomato—3 lb tins
2 doz. in case, per doz. $2.60

Same—2 lb tins
2 doz. in case, per doz. $1.35

Van Camp's asstd, per doz.	.90
Van Camp's straight, per doz.	.90

SALT.



LESLIE SALT.

Free Running—

Cartons, 20 5s	$ 2.50
Cartons, 24 3s	2.00
Cartons, 48 2s	2.75
Caddies, 50 2s	3 25

Velvet Grain—

Bales, 50 3s	1 50
Bales, 30 5s	1.50
Bales, 15 10s	1.50
Bales, 8 20s	1.50
50-lb sacks, per ton	18.00

H. B. H. Liverpool.

Bales of 75, 2's, per bale	$1.25
Bales of 40, 4's, and 15 10's	2.0
Bags, 200s (50s $b), per ton	7.50

Rock Salt.

Half-Ground, 100-lb sacks, per ton	$ 3.50
Stock, 100-lb sacks, per ton	3.00
Liverpool Lump, per ton	13.50
Cal. Table and Dairy, pr bale.	1.0
Cal. Table and Dairy, 50's, per ton	6.25

Package Salt.

Shaker Salt, per doz.	$0.90
R. S. V. P., 3's, 24 to cs, p. cs.	2.25
R. S. V. P., 5's, 20 to cs, p. cs.	2.75

Celery Salt.

Mertens, 1 doz in box	1.05

Sauerkraut.

Barrels, per lb.	.02¾
½ bbls	.03
¼ bbls	.03¼
3-gal kegs, per keg	.90
5-gal kegs, per keg	1.15
10-gal kegs, per keg	2.25
2-lb tins, 2 doz in cs, doz	1.35
2½-lb tins, 2 doz in cs, doz	1.60

COLUMN 30.

SPANISH DELICACIES.

Specialties of the **Spanish-American Food Co.**
149-155 Fremont St.
Medal Goods. Paris Exposition.
IXL BRAND.



	Doz.
Beef Tamales in key op. cans	.95
No. 1 Boneless Chicken Tamales in key-op. cans	1.30
No. 2 Not Boneless Chicken Tamales in key op. cans	1.00
Extra Special Boneless Tamales in key op. cans	1.60
Chili Con Carne, 1 lb.	1.20
Enchiladas, in key-opener cans	1.20
FRIJOLES, 1 lb	.90
Tripe, Spanish style, 1 lb	1.25
Concentrated Soup, pts., 20 varieties	.90
Concentrated Soup, qts., 20 varieties	1.85
Minced Deep Sea Clams, 1 pt.	1.00
Minced Deep Sea Clams, 2 pt	1.65
Clam Juice, 1 pt.	.95
Clam Juice, 2 pt.	1.50
Cal. Baked Beans, tomato sauce, 1 lb., 4 doz in case	.85
Cal. Baked Beans, tomato sauce, 2 lbs., 2 doz to case	1.35
Cal. Baked Beans, tomato sauce, 3 lbs . 2 doz to case	1.75

Chili Beans (Tamale Sauce)

1 lb, 4 dz to case	.85
2 lb, 2 " "	1.35
2 lb, 2 " "	1.75

Deviled Oysters, for Sandwiches 4 doz to case	1.40
Pate Chicken Liver for sandws. 4 doz. to case	1.40
Macaroni and Cheese, with Tomato sauce, 1 lb, 4 dz. cs.	.90

Truffles.

Rilhac, 100/¼'s, per doz.	12.00
Rilhac, 100/ 1-16's, per doz.	3.00
La Forrest, 100/¼'s, per doz.	17.00

Vinegar.

	½ Bbl.	10 bbl.	5 gal.	3 gal.
30 grain	08	10	1 15	65 50
40 grain	10	12	1 35	75 60
50 grain	12	14	1 70	90 80
60 grain	14	16	2 00	1 10 95
80 grain	16	18	2 65	1 50 1 25
90 grain	18	20	3 50	1 85 1 65
100 grain	20	22	3 85	2 00 1 85

Hammond's Vinegar.

Salad, qts, per doz.	1.25

Yeast Cakes.

Great Western	1.00
Gillett's Magic	1.20
Yeast Foam	1.20

COLUMN 31.

Department 19.

GROCERY SUNDRIES.

Axle Grease.

H. & L., per case.....$1.50
C. & S., 2-doz case, per case... 2.00
" 5 cs lots.... .....1.95
" 10 cs lots..... .....1.85
Frazer's, 2 doz tins, per case..2.25
Frazer's, 4 doz wd, per case... 3.60
Frazer's, 15-lb pails..... .85
Mica, 3 doz tins, per case..... 2.25

Paper Bags.

Automatic, Self-opening, 500 in pkg. List.

¼-lb . .....$1.00 8-lb 4.80
½-lb . . .. 1.20 10-lb 5.20
1-lb . ..... 1.60 12-lb 6.30
1½-lb . .. . 1.70 14-lb 8.30
2-lb . ..... 2.00 16-lb 9.00
3-lb . .. . 2.50 20-lb 10.00
4-lb . ..... 2.90 25-lb 11.00
5-lb . . .. 3.40 30-lb 12.00
6-lb . ..... 4.00 35-lb 15.00
7-lb . ..... 4.40 .....

Discounts from above List:
(Cheapest).....50 pct and 5, 10's
Eagle or Equal....50 pct and 2, 10's
White Fibre, or any white bag, ...50 pct and 1, 10's
Mikado (striped) .....40 pct
Sugar Bags, broad bottom, lb....06
Lion, 40 per cent and 1....1.10

Bluestone.

Barrels, per lb (5 bbls 5½c) .$0.05¾

Bathbrick.

Bristol, 2 doz, per case (25 case lots 67½c) $0.70
Powdered, 20 1's, per case 1.15
Powdered, 40 ½'s, per case 1.25

CANDLES.

Adamantine.

Schneider's 10 oz, 20's.....$0.07
Schneider's 12 oz. 20's..... .08½
Schneider's 14 oz. 20's..... .09½
Parafine, 20 1 lb. cakes...1.90
do, 5 bx. lots.....1.80
do 40 1 lb cakes.....3.80
do 5 bx lots.....3.65
do 100 1 lb cakes.....9.50
do 5 bx lots.....8.50
P. & G. Adamantine, 10 oz. 8¼
do 12 oz. 9¼
do 14 oz. 10½
Yacht Club Quartz Candles
20 sets 14 oz..... .10
40 sets 14 oz..... .09¾

Stearic.

Schneider's 14 oz 20's or 40' .12
Schneider's 16 oz 20's or 40's. .13½

Paraffine, Etc. Per lb.

4s, 6s, in cartons of 36-lb bxs..10¼
12s, in cartons of 36-lb bxs.....10¾
½-lb, in cartons of 25-lb bxs...10¼
1-lb, in cartons of 25-lb bxs....10¼
Colored 1c higher.
Beeswax, pure for churches.. 40
Do No 2..... 30
Do No. 3..... 25
Christmas, all sizes..... 8 8½
Do holders, ₩ gross..... 85
Wax Tapers, ₩ doz pkgs (₩ gross 8.00)..... .65 75
Night Lights, German, on pap & wd, (doz 40)..... 65
Do French, on tin, doz.. ..... .50, .75, 1.10

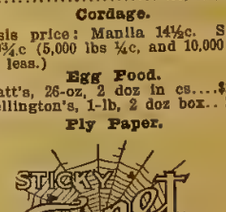
Cordage.

Basis price: Manila 14½c. Sisal 9¾c (5,000 lbs ¼c, and 10,000 lbs ½c less.)

Egg Food.

Pratt's, 26-oz, 2 doz in cs....$2.25
Wellington's, 1-lb, 2 doz box.. 2.00

Fly Paper.



Fly-Net, Per case $2.60
Magnet, per case.....$1.50
Tanglefoot, per case..... 2.90
Tanglefoot Holders, per case of 50 75

Fruit Jars.

Mason's, pts, per gr..... 7.10
Mason's qts, per gr..... 7.80
Mason's, ½ gals 11.15

Fruit Jar Caps.

Porcelain, 6 doz to box, per bx 2.40

Fruit Jar Rubbers.

No. 1 white, per lb..... 50-60c
"Gold Seal," cartons, per gr.. .75
"Badgers," cartons, per gr.... .60

Hops.

No. 1, ¼ lb, 30-lb. box, lb..... .28
No. 1, ½ lb, 30-lb box, lb..... .28
No. 1, 1 lb, 30-lb box, lb..... .28
Less than 30-lb boxes..... .29

Horseradish.

½-pts, 2 doz in box, doz..... 1.10
Pts, 1 doz in box, per doz.... 1.50
Qts, 1 doz in box, per doz..... 2.75
Bulk, per gal . ..... .75

Glue.

Le Page's, 1 oz, per doz..... .75
Le Page's, 2 oz, per doz..... 1.15
Le Page's ½-gill tins, per doz. 1.20
Le Page's 1-gill tin, per doz.. 1.60
Standard, small, per doz..... .50

COLUMN 32.

EUREKA INSECT EXTERMINATOR.



Manufactured by
Jos. Pusch, 525 Front Street, San Francisco.

10c size, doz ..... .75
25c size, doz 1.75
60c size, doz 4.50
1.00 size, doz 8.00

Harmless to persons or animals; does not irritate the skin or injure the eyes.

MATCHES.

Metroplitan, full count, per tin.$1.15
Universal, shrt count, pr tin .85-.90
Boys' block pap pkg. per doz .10
Swedish Safety, per gross..... .80
Swedish wind, 1 gross..... 55
Vulcan Paraffine, 65s, ₩ gross (50 gross 50c) .....50 .55
Japanese Safety, per gross..... .50
Squirrel Matches, 55s, per gross .43
Ship Safety Matches, la ge, gross .75
" " small, " .65

Diamond Match Co.'s.

Anchor, 200 . ..... 1.70
..Do 500s..... ..... 4.00
G. G., 60s..... 2.75
Red Top Safety 3.25
S. & C., Eastern Parlor, 80s.... 4.25
Press, 100s, 5-gross cs..... 4.75
Little Star, per cs..... 2.25
Search Light, 500s, large 1 gr.. 4.75
(Discount of 25c per case on 5 cs lots)

Paper, Wrapping.

Butter, White, ₩ ream..... 20
Do Waxed ₩ ream..... 25
Manilla, No. 2, roll, any sz. lb....3½
Manilla, No. 1, rolls or reams, ₩ lb..... 5
Straw, ₩ ream. 70
Do rolls any size, ₩ lb.... 3¼
Drab, ₩ ream..... 60
Do rolls any size, ₩ lb.... 2⅝
Metropolitan White Fibre Rolls, per pound . . 4

Paper, Toilet.

Columbia, in rolls, 7 oz, per cs of 100 . .....2.75
Royal, 100 rolls of 500 shts....4.00
Pilot, 100 tablets of 500 shts..3.75
Golden Eagle, 100 tablets of 1,000 sheets 8.00

Polishes, Shoe.

Mason's.

Mason's Colt-Coron-Ide Per gross $4.70; per doz 40c
Mason's Paste Stove Polish Per gross $4.70; ¼-gross $1.20
Mason's Challenge, per doz ... .40
Mason's Challenge, per gross... 4.70
Challenge Shoe Dressing, small per doz $ .75
" large " " 1.50
Russett Comb'n. shoe Dressing small, per doz .. .75
" large, " " 1.50
Black Comb'n Shoe Dressing small per doz .. .85
Patent Leather Polish, per doz . .50
Mason's, No. 4 .. .45
" " per gross 5.20
" No. 3 per doz ..... .35
" " per gross. 3.40
" No 2 per doz . .30
" per gross..... 3.00
" No. 1 per doz . .25
" " per gross 2.80

Scott & Gilbert Co.

Manufacturers.
211-216 Mission St., San Francisco



In 3 dozen cases per

Alaska Seal Oil.... 20 00
Top Notch 15 0
Russian 12 00
Boss..... . . 9 00

Bixby's.



Jet Oil .....per doz. 85
Jet Oil, 3 doz. in box, with Marvel Brush Free 2 55

COLUMN 33.

BIXBY'S—Continued

Royal Polish per doz. 85
Royal Polish, 3 doz. in box, with 8 pkgs. 5c Carpet Tacks free. 2 55
Shoe Satin, Small Comb per doz. 80
Shoe Satin, Large Comb, per doz 1 25
No. 5, Shoe Satin Paste, per doz. 40
No. 10, Shoe Satin Paste, p doz 85
Satinola, small Comb 80
Satinola, Large Comb 1 25
No. 5, Satinola Paste, ... 40
No. 10, Satinola Paste..... 85
"BBB" Blacking Size M. 3 dz. in box ..... } 1 25
½doz. paste free }
"BBB" Blacking, Size B. 3 doz. in box .... } 2 50
1 doz. paste FREE ... }

Polish, Stove.

Rising Sun, large pkg, ₩ gross.6.25
Do 5-gross lots, ₩ gross..6.00
Do Small pkg. ₩ gross....4 25
Sun Paste, large, ¼ gross, per gross 8.00
Sun Paste, small, ¼ gross, per gross 5.00
Enameline, No. 4 tins, ₩ gross.5.00
Do No. 6 tins, ₩ gross.....8.25
Do Liquid, pt-tins, bx 3 doz.2.25



Small, 3 doz. to cs., per cs. $1.50
Large, 3 doz. to cs., per cs. 2.50
(½ doz. free with each case)

Polish, Metal.

Electro Silicon, 1 gr in case, per doz . ..... .80
Brilliantshine, ½ pts, per doz.. .90
Brilliantshine, pts, per doz.... 1.70
Brilliantshine, qts, per doz.... 3.10

U. S. Metal Polish.



POLISH

	Doz
Qts..	$3 00
Pts...	1 70
½ Pts.	90

PASTE

lb...	$3 00
½ lb .	1 75
3 oz...	50

Barkeepers Friend powder gr. $18.00

U. S. METALLIC POLISH PASTE is put up by a Practical Chemist; also in Liquid Form. Free from Acid or Grit. 20 years in the Markets of the World. **J. T. WILSON**, Pacific Coast Agt., 1770 15th St., S. F. For sale by all dealers. Also the Barkeepers' Friend Cleaning Powder.

Rope.

Manila, 1¼-in. cordage ..... .15
Sisal, 1¼-in. cordage ..... .10¾

Seeds.

Anis 14½
Canary 9¾
Caraway 8 10
Celery 15
Coriander 15
Cumin 13
Flax, ground 4
Flax, whole 3¾
Hemp, sacks 4½
Hemp, sacks 6½
Millet 5½
Mustard 10¾
Poppy (Or. sks 9¾)..... 4½
Rape, Cal..... 2.00
Bird gravel, 40 2s.....
Bird Seed Mixed 48—1-lb. pkg

Original sacks ½c less.

Sheep Dip.

Little's, 10½-gal tins, per gal$1.05
Little's, 5-gal drums, per gal.. 1.05
Smith's, 10½-gal tins, per gal. .95
Smith's, 5-gal drums, per gal .95

Twine.

Cotton, 4 ply, 100-lb bls, per lb 19
Do 3 ply, 100-lb bls, per lb.... 19
Do 2-lb cones, per cone..... 44
Hemp, 8-oz balls, per 3-lb pkg.. 70
Do, 4-oz. balls, per 3-lb pkg. 75
Do 2-oz balls. ₩ 3-lb pkg ..
Sack, 4 ply, 12-lb pkgs, per lb. 33

Wax.

Fruit, 25 1-lb pkgs. 90
Japan, per lb..... 20
Beeswax..... 35

Wax Strings.

12 in. 10 pkg. 100 stgs each 1 50
14 in. 10 pkg. 100 stgs each . . 1 60

COLUMN 34.

COLUMN 35.

Department 20.

WOOD AND WILLOW WARE

AXE HANDLES.

Ex, 36-in., doz.....$2.25
No. 1, 36-in., doz..... 1.75
No. 2, 36-in., doz..... 1.25
No. 3, 36-in., doz..... 1.05
Ex, 38-in., doz..... 4.00
Ex, 40-in., doz..... 4.25

BASKETS.

	Per Doz.
Cal., Open, Spruce, No. 3..	.60
Cal., Open, Spruce, No. 4..	.60
Cal., Open, Spruce, No. 5..	.84
Cal., Satchel, Spruce, nest, 0-5	1.10
Cal., Satchel, Spruce, nest, 1-5	1.00
Cal., Satchel, Spruce, nest, 1-41	.71
German market, nest of 4	1.25
Clothes, Oval, Wil., No. 0.	6.50
Clothes, Oval, Wil., No. 1.	6.00
Clothes, Oval, Wil., No. 2.	7.50
Clothes, Oval, Wil., No. 3.	9.00
Clothes, Oval, Wil., nest 4..	3.17
Japanese Telescope, nest of 5, size 18x12x7.....	1.10
Same, size 20x13¼x7.....	1.50
Same, size 24x15x10.....	2.00

BOWLS, WOODEN.

	Per Doz.
Maple, No. 1, 11-inch.....	.75
Do No. 2, 13-inch.....	1.50
Do No. 3, 15-inch.....	2.75
Do No. 4, 17-inch.....	4.25
Do No. 5, 19-inch.....	5.75
Do No. 6, 21-inch.....	7.50
	Per nest.
Maple Nests, 3, 13, 15, 17-inch	.71
Same, 4, 13, 15, 17, 19-inch	1.20
Same, 5, 13 to 21-inch...	1.81

BROOMS.

	Per Doz.
Patent Cap, No. 1.....	3.80
Patent Cap, No. 2.....	3.50
Patent Cap, No. 3.....	3.35
Extra Patent, No. 1.....	3.85
Extra Patent, No. 2.....	2.60
Extra Patent, No. 3.....	2.40
Ladies' Pride, No. 1.....	2.85
Ladies' Pride, No. 2.....	2.60
Ladies' Pride, No. 3.....	2.40
Little Beauties	3.00
Ladies' Delight	2.80
Toy, 2 strings.....	.90 1.35
Wisp, 2 strings	.90 1.25

BRUSHES.

	Per Doz.
Dust	2.00 12.00
Scrubbing	.55 3.00
Dandy	1.50 5.75
Shoe Brushes.	
No. 1, black tampico	1.10
No. 2, bristles	1.65
No. 3, white bristles	1.75
No. 4, bristles	2.00
No. 5, white bristles	2.25
No. 6, horse hair	2.70
No. 7, bristles	3.90

Stove Brushes.

	Per Doz.
No. 1, tampico, handles...90c-$1.10	
No. 2, bristles handles	1.85
No. 3, tampico, handles.....	1.85
No. 4 bristles, handles.	3 25

Ox Fibre Brushes.

	Per Doz.
Scrub, T & R., 9x2½ in face	.80
Do Hub, 10x2¾ in face.	2.00
Do Magic 7¼x2 in face	1.10
Do Owl, 6¼x1¼ in face	.85
Do Cat, 10½x2¼ in face	1.50
Do Rat, 8¼x2½ in face	1.25
Do Mouse, 6¼x2¼ in fa	1.00
Do Alligator, 10½x2¾ in face	2.25
Do Goose, 8¾x2¾ in fce	2.00
Do Duck, 6½x2¾ in fce	1.50
Stove, Hustler, 8½x2½ in face	2.25
Sink, Roll, 3¼x2½ in face	1.40
Sink Gong 4¾x3¾ in face	2.25
Horse, Pointer, 10x3¼ in face	3.00
Creamery Jersey, 9x5 in face	3.25
Creamery Holstein, 9½x 5¼ in face	3.50
Dust, Peacock, 10½x4 in face	2.25
Hand Windsor, 4½x1¼ in face per gross.....	6.00
Whitewash Snowstorm, 9-in., per doz	2.00
Same 8-in per doz.....	1.75
Same, 7-in., per doz.....	1.50

CAN OPENERS.

Diamond per doz $0 75
Crown per doz 1 25
Solsors per doz 2 25

CARPET SWEEPERS.

Bissells, per doz 25 00 to 27.00
King, per doz 24.00

CHEESE SAFES.

Round No 1 10-in. $2.20
Round No 2 22-in 2 25
Round No 3 24-in 3 50
Square each .. . 4 00

Clothes Line.

Hemp 40-foot per doz $0 80
Hemp 60-foot per doz 1 25
Cotton 40-foot per doz. ... .80
Cotton 60-foot, per doz..... 1 20
Cotton 75 foot per doz 1 75
Manila 40-foot per doz .. . 1 25
Manila 60-foot per doz . . . 2 50
Sash Cord 50-foot per doz . 1 75
Sash Cord 80-foot per doz . 3 00
Wire Cord, 50-foot per doz . 1 05
Wire Cord, 75-foot, per doz.. 1 60
Wire Cord, 100-foot, per doz.. 2.75

COLUMN 36.

Clothes Line Pulleys.

Galv. iron, per doz $0.50

CLOTHESPINS.

Common, flat, per gross .65
"S. Patent Spring per gr .60

COFFEE MILLS.

Enterprise Family No 1 doz $2.50
Enterprise Family No 2 doz 3.50
Enterprise, counter, ea. 5.50@5.00

CORKS.

Wine, pt size, per M $4.25
Wine, qt size per M.... 5.25

Demijohns.

Less 40 per cent discount.

Jacket for 5 gal 2-gal doz $10.50
Jacket for 4 gal 3-gal doz 13.50
Jacket for 5 gal 5-gal doz 15.00

Dust Pans.

No 1 Japan doz.... .65
Covered, doz 1.05
Jointer doz 2.25

Dusters.

China fancy colored doz .75
Standard Turkey, No 10, doz 1.50
Standard Turkey No 12 doz 2.10
Standard Turkey No 14 doz 2.75
Standard Turkey No 16 doz 3.25
Standard Turkey No 18 doz 3.75

DOOR MATS, COCOA.

Per Doz.

Light No 1, 14x24.... 4.00
Do No 2, 16x27.... 5.50
Do No 3, 18x30.... 7.25
Do No 4, 20x33.... 9.00
Medium No 1, 14x25 .... 5.25
Medium No 2, 16x27 .... 6.75
Medium No 3, 18x30 .... 8.50
Medium No 4, 20x33 .... 10.25
Extra No 2, 16x27 .... 9.50
Extra No 3, 18x30.... 12.50
Extra No 4, 20x33.... 15.00
Extra No 5, 22x36.... 18.00
Newstone Steel Mats....

Faucets.

Cork lined No 1 doz .. $0.60
Cork lined No 2 doz .. .75
Cork lined No 3 doz .. .90
Cork lined No 4 doz.... 1.25
Cork lined No 5 doz .. 1.50
Molasses Gates $0.25
Self-Measuring Faucets each, 3.00
Straw Pumps (Enterprise) ea. 5.75
Syrup Pumps with lever, ea.. 6.00

Ironing Boards.

4-ft per doz 4.20
4½-ft per doz 4.75
5-ft per doz 5.25
6-ft per doz 5.75

LAMP CHIMNEYS.

XX Eureka Grade.
Eureka Crimp Top in Cartons.

Per Doz.

No O or E, 6 doz. in case .75
No 1 or A, 6 doz. in case .75
No 2 or B, 6 doz. in case. .95

Eureka Electric.
In Cartons.

No 2, 6 doz. in case, per doz. 1.00

Lantern Globes. per doz
Packed 6 doz. in case .... .70

Eureka Rochester.

Per Doz.

No 1, 6 doz. in case .... .85
No 2, 6 doz. in case..... 1.05
No 2, 6 doz. in case..... 2.10

Macbeath Pearl Top.

No 1 or A, 6 doz. in case. .85
No 2 or B, 6 doz. in case. 1.05

La Bastie.
Heaviest and best in market.

Per Doz.

No A plain bulk, 6 doz. in case 1.20
No B, plain bulk, 6 doz in case 1.50
No A, crimp bulk, 6 doz. in case 1.30
No B, crimp bulk, 6 doz. in case 1.60

Common Chimney.

Per Doz.

No 0 or E, 6 doz. in case. .40
No 1 or A, 6 doz. in case.. .45
No 2 or B, 6 doz. in case. .65

Common Rochester.

No 1, 6 doz. in case..... .80
No 2, 6 doz. in case..... .90
No 3, 2 doz. in case..... 2.00

Lamp Burners.

No E, per doz $0.50
No A, per doz .... .60
No B, per doz. .... .75
(Size 0 to 12 collar takes E wick)
Solar Burner, doz 1.50

LEMON SQUEEZERS.

Ball, per doz $0.80
Glass, No 1 per doz .... .50
Glass, No 2 (for oranges) doz .... .85

MOPS AND HANDLES.

Per Doz.

Cotton Mops .... 1.20 and 1.50
Cotton Mops .... 1.60 and 2.00
Patent Mop Handles 1.00
Plain Mop Handles .... .90

PAILS.

Per Doz.

Wood, painted, 2 hoops.... 2.25
Wood, varnished, 3 hoops 2.25
Extra Cedar, 2 galv hoops 2.75
Flaring 3.50
Galvanized 10 quart 1.75
Galvanized 12 quarts 2.05
Galvanized 14 quarts 2.35

SHELF PAPER.

Per gross.

Narrow, assorted colors. .12
Wide, assorted colors.... .35

COLUMN 37.

TUBS.

White Cedar—No. 0, 13.00; No 1, 10.50; No 2, 9.00; No. 3, 8.00

Painted or varnished—No. 0, 11.40; No 1, 9.60; No. 2, 8.40; No 3, 7.20.

Fiber—No. 0, 18.00; No. 1, 14.50; No 2, 12.50; No. 3, 11.00.

Galvanized—No. 1, 5.50; No 2, 5.00; No 3, 7.20

WASHBOARDS.

Per Doz.

California, regular size 2.10
California, small .... .90
Star 2.75
Bronze 3.50
Good Enough 2.25
Anchor, single 1.90
Nameless 2.25
Peerless, double 3.50
North Star 3.50
North Star, protector.... 4.00
Crystal Glass 4.00
Misses 1.50
Toy .... .90

WICKING.

Grs

Lamp, 0 or E, ⅝-in.. .... $0.30
Lamp, 1 or A, ⅞-in.. .... .40
Lamp, 2 or B, 1-in.. .... .60
Lamp, 3 or D, 1¼-in.. .... .90
No 1 Rochester 2.00
No 2 Rochester 2.75
No. 3, Mammoth 9.25
Junior Rochester 1.50
Stoves, 3-in 1.80
Stoves, 3½-in. 2.25
Stoves 4-in 2.50
Stoves, 4½-in 2.90
Stoves, 5-in 3.50

WRINGERS.
Wood Frame Novelty.

Two top screws; iron tub clamps.

Per Doz.

No. 350 10x1¾ in 30.00
No. 351, 11x1¾ in 36.00
No. 352, 12x1¾ in 42.00

One top screw; wooden top clamps.

No. 360, 10x1¾ in.... ...31.00
No 361, 11x1¾ in.... 36.00
No 362, 12x1¾ in.... 42.00

Ball Bearing.

No. 380, 10x1¾ in.... 40.00

MISCELLANEOUS.

Barrels, paper, 100-lbs. ea. .80
Barrels, pa., 50 lbs ea.... .65
Barrel Covers, 17-in. (flour barrel size), per doz. 1.80
Barrel Covers, 21-in (sugar barrel size), per doz. 2.70
Basins, fiber, 12-in., pr dz. 2.25
Basins, fiber, 1½-in., per doz. 2.50
Brownies, per doz....85, 1.15 1.35
Butter Ladles, plain, doz.... .45
Butter Ladles, clays, doz .... .85
Butter Spades, doz .... .40
Dishes, oval 1, 2 and 3-lb, per 1,000.... ...2.20, 2.30, 2.90
Dishes, wire end.... ....1.35, 1.80, 2.35, 2.85, 3.25
Egg Beaters, Dover.... 1.00
Lemon Squeezers, fiber, dz 1.25
Measures, fiber, 4 pcs.... 1.25
(Set pt., qt., ½ gal and funnel)
Lanterns, O Tubular, doz. 5.25
Lanterns, candle, frame, only doz. 1.00
Lantern Candle, with chimney, doz. 1.75
Lantern globes, in bbls. 70@95
Mouse Traps, 1 to 6 holes, doz., 6 holes.... .60
Traps, mouse, "Does-it-easy," doz. .... .25
Traps rat, "Blizzard," doz.... 1.25
Nest Eggs, per doz .... .20
Oil Cans, 1 gal., cush., per doz 1.50 4.50
Oil Cans, 1 gal., galvanized Iron 2.00
Oil Cans, 5 gal., galvanized iron 6.00
Potato Mashers, per doz 45@75
Rolling Pins, per doz. 1.20 and 1.45
Spoons, wooden...30c, 37c .65
Step Ladders, each per ft .... .17 .40
Tacks, steel, asstd, 2-oz, doz... .25
Tacks, Common, 2 oz., doz.. 8½
Tapers, gas, 20/17-in, sigs. doz .65
Tobacco Cutters, standard, ea .80
Toothpicks, per case, 110 box 2.25
Twine Holders, hanging, doz. 2.00
Twine Holders, counter, doz.. 3.10
Spittoons, fiber, 13-inch.. 6.00
Spittoons, fiber, 12-inch.. 4.75
Spittoons, fiber, 9-inch... 4.00
Whips .... .90
Window Screens, 12-in., doz . 1.52
Window Screens, 18-in., doz.. 2.00
Window Screens, 24-in., doz. 2.51

STATIONERY.

Blank Books.

Counter, 48-leaf .. ....$ .50
Counter, 92-leaf .. .... .75
Cap, Day & Ledger, per 100 pp .... 10@ .40
Full Bound .... 50@ .75

Writing Paper.

Ream

Commercial Note, 5lb.... 45@ .75
Commercial Note, 6lb... 50@ .90
Letter 10 lb ex .... 90@1.50
Cap, 12 lb, ex.... .... 1.00@1.80

COLUMN 38.

Envelopes.

Per M

XX, 5-in. .... 1.00@1.50
XX, 6-in. .... 1.10@1.60
XXX, 10-in. 2.80
XX 4-in., Baronial, cream or white .... 1.40@1.80
XX, 5-in., Baronial cream or white .... 1.60@2.00

Inks.

Scott & Gilbert Co.,
Manufacturers,
214-216 Mission Street, San Francisco

SUNSET BLUE BLACK



Gross

Cones, 4 dozen case $4.50
2 oz. round studs 3 dz. 4.40

doz.

4 oz. round studs 3 dz .75
½ pints, 2 doz case 1.25
Pints 2 doz in case 2.40
Quarts, 1 doz in case 8.50

gal.

5 gallon kegs .70
10 gallon kegs .60
Barrels .55
Assorted colors, doz
1 oz. stands 3 dz color .50
2 oz. stands any color .75

BLACKSTONE MFG. CO.
1960 Howard St., S. F., Cal.



Gross

Cones, 3 doz to cs..... .....$3.75
2-oz., Rnd Cylndr, 3 doz to cs.. 3.90
3-oz., Rnd Cylndr, 3 doz to cs.. 5.75
4-oz., Rnd Cylndr, 3 doz to cs.. 6.50

Doz

8-oz., Rnd Cylndr, 2 doz to cs.. 1.15
16-oz., Rnd Cylndr, 1 doz to cs. 2.00
Full qts., Rnd Cylndr, 1 doz to cs 3.75

Above prices are for Jet Black, Blue Black, Green, Blue, Violet and Carmine Inks.
(Copying Inks 10 per cent additional.)

Miscellaneous.

Carter's or Sanford blk cylinder, gross 4.50
Sanford's, 4 oz., black cylinders, doz.. .... .60
Sanford's ½ pt, doz..... 1.75@2.00
Sanford's pts, doz .... 3.00@4.50
Sanford's qts., doz. .... 5.00@7.50

Lead Pencils.

Gross.

Plain cedar .... .60
Black polished 1.10
Cedar, rubber tip 1.00
Red polished, metal rubber tip .... 1.50@3.50
Carpenters' .... 1.75@2.25
Eagle Automatic, doz.. 85@2.00
doz. .... 40@1.80



Mucilage

Scott & Gilbert Company
Mfrs., 214-216 Mission St
San Francisco, Cal

SUNSET EXTRA HEAVY

doz

2 oz. cones, 3 doz. cs 37½
3 oz cones, 3 doz. cs .75
½ pints, 1 doz. case 2.00
Pints, 1 doz. in case 4.50
Quarts, 1 doz in cas 7.00
Gallons, ½ doz. ea e 20.00

Blackstone Mfg. Co.
1960 Howard St. S. F., Cal.

Gross

2-oz. Cones, 3 doz. to cs.....$4.00
3-oz. cylndrs, 3 doz to cs..... 5.75

Doz

8-oz. round, 2 doz to cs..... 1.75
16-oz. round, 1 doz. to cs..... 3.00
Full qts., 1 doz. to cs 5.00
Bulk quotations (5, 10 and 30-gal.) on application.

Steel Pens. per gr Gross.

Railroad, 1 gross in box.....$0.40
Stub No. 413 .... .40
Falcon .... .40
Bank .... .40
Easy Writer .... .50
Extra Fine .... .45
Elastic .... .45
Railroad Stub .... .40
Ladies' Falcon .... .40
School .... .40
Spencerian No. 1 .... .85
Gillotts No. 404 .... .50
Gillotts No. 303 .... 1.00

COLUMN 39.

Department 22.

TOBACCO, CIGARS, SMOKERS' SUPPLIES, ETC.

AMERICAN TOBACCO CO.

Plug Tobacco.

Battle Ax, 16 oz, 3x12, 5 cuts 12 24 lb .... .39
Big Gun, 16 lb butts, 16 oz., 3x12, 6 cuts .... .44
Brandywine 1 to 16, 2¼x9, 5 cuts, 4 and 8 lb .... .46
Bullion, 16 oz 3x14, 12 lb .... .47
" 6 to 16, 1x6, 20 lb .... .50
Burr Oak, 16 oz., 3 x 12 emb, 6 and 12 lb .... .48
Climax, 16 oz, 2x12, 6 cuts, 6, 12 and 30 lb .... .45
Climax, 7 oz, 2x12, R & R 6 cuts, 7, 10½ and 21 lb. .... .48
Climax, 7 oz, 2x12, 10 lb, 7 and 14 lb .... .48
Climax, 6 to 16, 2x3, Twin 4s 16 lb boxes .... .50
Climax, 14 to lb, 1x3 Figs 4 lb boxes .... .51
Cross Bow 14 oz, 3x12, 4 cuts 14 lb .... .38
Drummond Nat., 8½ oz 3x12, 3 cuts, 5 8, and 12 lb .... .68
Five Brothers, 4 oz 3x6, 2 cuts, 4 and 8 lb .... .60
Gold Rope 7 to lb 3, 6 12 lb .... .56
Gold Rope 14 to lb, 4, 8 lb .... .58
Good Luck 3, 6, 10 lb .... .45
Granger Twist, 12 and 15 lb pails .... .45
Horse Shoe, 16 oz 3 x 2, 6 cuts, 8 12 and 4 lb .... .44
J T, 7 oz R & S 2x6, 2 cuts, 10½ and 21 lb .... .39
J T, 7 oz. Smo. 2x6, 2 cuts, 10½ and 21 lb. .... .
J. T., 14 oz, Smo. 3x12 4 cuts, 10½ and 21 lb. .... R & R .... .39
Newsboy, 5 to lb, 3¼x4½, 10 15 and 25 lb .... .40
Nobby Spun Roll, 7 to lb, 1¼x3½ 3, 6 and 12 lb .... .57
Old Honesty, 15 oz, 3x 2, 6 cuts, 7½, 15 and 30 lb .... .41
Old Kentucky 6 to lb R. & R., 8, 16½ and 25 lb... .18
Old Peach and Honey, 6 to lb 8 lb butts .... .48
Out of Sight, 12 butts, 12 oz., 3x12, 3 cuts..... .85
Piper Heidsieck, 2½ oz, 2¾x8 3 cuts 4, 7 14 lb .... .69
Red Cross, 16 oz 3x12, 4 cuts 12 and 24 lb .... .
Red Ribbon Twist, 10 to lb, 6 inch, 8 lb packs, 16 lb 1½ lbs .... .40
Saw Log, 16 oz, 2x12, 6 cuts, 24 lb..... .... .46
Saw Log, 32 oz, 3x12 12 cuts, 32 and 48 lb .... .46
Something Good, 5½ to lb, 2x4 9, 18 lb..... .... .45
Spear Head, 16 oz, 2x12 6 cuts 6, 12 and 30 lb .... .45
Spear Head, 7 oz 2x12, 6 cuts, 7, 10½ and 21 lb .... .48
Standard Navy, 14 oz 3x12 4 cuts, 14 and 28 lb. .... .38
Star, 16 oz, 3x12, 6 cuts, 12 24 and 52 lb .... .45
Weissinger's Special, 5 1-3 oz., 3-x -12 emb, 2, 6, 12 lb..... .... .48
W. N. T. Nat. Leaf, 6 and 12 lbs., bxs., 5½ ozs., 3x12.... .57

Smoking Tobacco.

(5-lb Cartons, 25 and 30-lb cases.)

Seal of N. C., 1⅔ oz. foil.....$0.68
Seal of N. C., 3½ oz, foil.... .62
Seal of N. C., 8 oz. foil .... .59
Seal of N. C., 16 oz. foil.... .59
Old Gold, 1⅔ oz. foil or pouch .... .70
Old English curve cut, 1¾ oz .74
Old English curve cut, 3½ oz .74
(In curved tins.)
Pedro, 2½ oz, foil.... .49
Pedro, 2½ oz, pouch.... .51
Pedro, 2½ oz, assorted.... .50
Pedro, 16 oz, tin canisters.... .52
Dixie Queen, 1⅔ oz, foil.... .40
Dixie Queen, 16 oz, tin canisters, 6-lb cartons, 24-lb cas 43
Duke's Mixture, 1½-oz sack.. .59
Arlington, 1⅔ oz, foil.... .65
Cross Cut, 1⅔ oz, foil.... .60
Duke's Cameo, 1⅔ oz.... .42
Duke's Cameo, 2½ oz, foil.... .45
Melrose, 1⅔ oz, foil.... .65
Fragrant Vanity Fair, 1⅔ oz, foil .... .95
Red Indian Plug Cut, 1⅔ oz and 3½ oz, foil .... .42
Red Indian Plug Cut, 16-oz pails .... .44
Fashion, 1⅔ oz .... .42
Fashion, 16-oz pails.... .41
Bull Durham, 1 oz.... .60
Bull Durham 1¾ oz.... .66
Bull Durham, 3½ oz.... .60
Bull Durham, 8 oz.... .58
Bull Durham, 16 oz.... .58
Pick Leaf, gran, 1 oz, 25-lb cs .60
Corn Cake, gran, 1-lb bags, 25-lb cases, per lb.... .23
Echo Plug Cut, 1⅔ oz 48
Red Bell, 1⅔ oz.... .42

COLUMN 40.

Red Bell, 16-oz pails.... .... .43
Oriental Mixture, 3⅓-oz tin.. 1.00
Imperial Mixture, 2½-oz tin. 1.20
Plum, 1⅔ oz, foil.... .62
Three Kings Mixture, 3⅓-oz tins 1.35
Monte Cristo Mixture, 3⅓-oz tins 1.50
Yale Mixture, 1-oz tin 1.35
Yale Mixture, 1⅔-oz tin 1.60
Yale Mixture, 3⅓-oz tin.... 1.85
Honey Dip Twist, 10 to lb .... .45
Master Workman, 10-oz plug, smoking .... .47
Old Virginia Plug, smoking, 5 oz, 10½ lb, 6x5 .... .42

Fine Cut Chewing.

Hiawatha, 1 oz.... .38
Hiawatha 10 lb bulk, bright or dark .... .50
Hiawatha b'ght or d'k, 1-lb tins, 5-lb pails .... .38
Sweet Cuba, b'ght or d'k, 1-lb tins, 5-lb. pails .... .41

Cigarettes.

Fragrant Vanity Fair $1.08
Duke's Cameo 1.08
Sweet Caporal 1.08
Virginia Brights 1.08
Old Dominion 3.98
Pets (foil packages) 6.52
Richmond Straight Cuts 6.62
Turkish Trophies 7.75
Egyptian Deities, No. 1, 10s 21.50
Egyptian Deities, No 3, 10s $18.36, 19.38
Mogul 11.22

Cheroots, Etc.

Old Virginia Cheroots, 3's....12.50
Old Virginia Cheroots, 5's.... 14.00
Between the Acts Little Cigars 10's tin and paper.. 8.50
Bengal Little Cigars 10's 7.70
Royal Bengal, 10 in pkg 12.00
Van Bibber Little Cigars....17.50
Sub Rosa Cigarros 10s per 1,000 .... 4.10
Florodora 12.50

Cigarette Papers.

Vanity Fair 50 pkgs in box.. 1.05
Wheat Straw, 50 pkgs in box 1.25
Wheat Straw, 100 pkgs in box 2.50
Wild Oats, 40 pkgs in box.... .90
Red Seal 50 pkgs in box .... .25
Corn Husk, 50 pkgs in box... 1.15
Corn Husk, 100 pkgs in box.. 2.30
Interlock, 50 .... 1.15
" 100 .... 2.25

THE HILSON CO.

Hoffmann House Little Cigars 10 in package, 250 in carton $7.50
Hoffmann House Magnums, 10 package 100 in carton 12.00
Hoffmann House Petit Duc, 10 in package 100 in cart'n 15.00
Hoffmann House Cavaliers 10 in package, 100 in cart'n.18.50

J. B. PACE TOBACCO CO.

Scroll Tag, twist 6 to lb .. .66
Scroll Tag, 10 oz .... .66
Mastiff Plug Cut, 1¾ oz..... .67½
Mastiff Plug Cut, 3½ oz..... .65½
Mastiff Plug Cut, 10 oz..... .52

AMERICAN SNUFF CO.

French Rappee, 1¾ oz, pr dz. .96
French Rappee, 3½ oz, pr dz. 1.80
French Rappee, 16-oz jars, per lb .... .65
Maccaboy, 1⅔ oz, per doz.... .96
Maccaboy, 3½ oz per doz 1.80
Maccaboy 16-oz jars, per lb. .60
Irish High Toast, 16-oz. jars, per lb .... .57
Scotch Lillienthal's, in bladders .... .60

CIGARS.

Porto Rico Cigar Co.

El Primero, Forziano Porto Rico 30.00
El Manifesto, Invincible Roosevelt Porto Rico 87.50

PIPES.

Per Doz

Cobs, Hot Shot, 3 doz.....$0.25
Cobs, Gem, 3 doz..... .25
Cobs, No. 3, 3 doz..... .50
Brier, W. P. & Co., Assorted, 3 doz 2.00
Brier, Display Stands, 1 doz... 2.00
Brier, Showcase Assortment, 3 doz 6.00
Pipe Mounts, 1 doz..... .75
Cherry Stems, 2¼x6 in..... 2.00
Cherry Stems 2d 2¼x6 in..... .85
Clay Pipes, T. D., 1½ gross per box 1.25

Per Box.

Clay Pipes, Woodstock, 1½ gr., per box 1.25
Uncle Sam Cob Pipe, 3 doz box 1.00
Eclipse Patent Cob Pipe, 3 doz. box 2.25
Climax Cob Pipe, 3 doz. box .. 2.25
Jewel Cob Pipe, 3 doz. box.... .90
Dewey Cob Pipe, 3 doz. box... 2.50
No. 19 Cob Pipes, 1 doz box.... 2.00

LASH'S
KIDNEY & LIVER
BITTERS
CURES DYSPEPSIA.

HAVE YOU NOTICED
all these Signs around Town?

WUNDER BEER

It shows that most of the Grocers keep what people ask for—WUNDER BEER
If YOU don't, wake up phone to our bottling works and they will send their man to see you.
Phone South 1098

Ahrens, Pein & Bullwinkel
WHOLESALE
Liquor Merchants
620 Post St., bet. Taylor & Jones
Sole Proprietors



Royal Stag Bourbon and Rye.
Old Pal Kentucky Bourbon.
Celebrated Chief Tonic.
Hiawatha Bitters.
Chief Bitters.
Diamond Star Rye and Bourbon.
Tiliawood Bourbon.
Importers
Slater V. O. Scotch Whiskey, Scotland.
Thrope & Co.
Mermaid Old Tom Gin, London.
P. Van der Kamp
Fine Old Wood Cock Gin, Holland.
Maurailla Freres Cognac, France.

MONEY-WEIGHT SCALES
Pay for themselves in Less than a Year.
Sold on Easy Monthly Payments
PIERCE & CO.
Flood Bldg. (8th Floor) Market & Powell



J. F. Cutter Whiskey
IS THE BEST SELLER FOR THE RETAILER ON THE MARKET
E. Martin & Co.
Sole Agents
34 FIRST STREET
San Francisco

ASSOCIATION NEWS.

Georgia—The Supreme Court has held that the ordinance which charges merchants a license fee of $100 for giving trading stamps is illegal on the ground that giving trading stamps by merchants cannot be said to be a distinct and separate business. The court ruled that a license could be imposed upon trading stamp companies.

Springfield, Mass.—The grocers are urging the passage of a law which gives the local authorities of each city and town the right to regulate peddlers and require that peddlers of all kinds shall be licensed.

New Hampshire—A strenuous effort is being made to secure the passage of an anti-trading stamp bill similar to that which has proven effective in Massachusetts. An attempt is being made to hold up the bill in the Senate.

New Orleans—The Retail Grocers' Association has demanded that the municipal authorities enforce the law enacted by the last Legislature compelling trading stamp companies in Louisiana to pay an annual license of $5000 where gross sales aggregate $150,000.

Salt Lake City, Utah—The Retail Grocers' Association has decided to refuse to handle the goods turned out by manufacturers who offer premiums for so many wrappers, parts of packages, etc. This action will go into effect May 1st.

Washington, D. C.—A bill has been introduced in Congress at the instance of the Retail Grocers' Association that will make the Government employes pay their grocery bills or stand suspended. The proposed law provides that if any civil service employe of the United States, in any department, of either sex, shall, after three demands in writing, refuse to pay an indebtedness for house rent, fuel, groceries, house necessaries, physicians' services, or services of a dentist, or undertaker (consistent with such employe's social position in life) such refusal shall be cause for the immediate suspension from the service, provided, that the debt has been contracted after the employe's admission to the service. If satisfactory settlement is not made with the creditor within three months of suspension the employe shall be stricken from the rolls as "incompetent and unworthy."

Burlington, Iowa—Local grocers have decided to attempt to secure the discontinuance of premium and coupon schemes by different cereal companies.

Little Rock, Ark.—A number of leading merchants, who are members of the State Grocers' Association, have formed a mutual fire insurance company. The company will confine itself to Arkansas and Indian Territory.

Brooklyn, N. Y.—The Food Show Committee have turned in $1500 as part of the proceeds of the Food Show. They promise to turn in a full report and more money at the next meeting. The committee expressed confidence that they would have cleared more money had it not rained six days during the time of the show.

Ohio.—L. J. Oehler, president of the Cincinnati Grocers' Association, says: "We have already written $200,000 of fire insurance policies in Ohio for the Ohio Retail Grocers' Fire Insurance Company. I secured policies for more than $25,000 in one day. We will get our State charter as soon as we secure $500,000 of business required by the law.

Atlanta, Ga.—The Retail Grocers' Association of this city has petitioned the City Council to appoint an inspector of weights and measures. They have taken a firm stand against the giving of premiums with any goods, for the reason that the customers have to pay for these premiums. A bitter fight will be waged on manufacturers who give premiums. The association also decided to try to secure the passage of a law imposing a tax of $500 upon Trading Stamp companies.

Dallas, Tex.—The retail grocers are trying to secure an amendment to the pure food law, by which a retail dealer who can present a guarantee of purity will have protection. This law is similar to the measure secured two years ago by the California State Grocers' Association.

Illinois—A bill has been introduced in the legislature requiring foot peddlers to pay a $75 license, those with one horse wagons to pay $100 and two-horse wagons to pay $150, good for a year.

Illinois—The State Grocers' Association has had a bill introduced to allow the garnishment of public officials.

Columbus, O.—Every retail grocer of the city has been mailed circular announcing that the Retail Grocers' Association is prepared to collect their bad bills for its members. It calls attention to the Retail Grocers' Fire Insurance Co., by which the grocers can save from 20 to 40 per cent. of the cost of their fire insurance. The Arbuckle Co. refuse to sell cut-rate tea and coffee stores in Columbus

GROCERY ADVERTISING
A comprehensive, practical Text-book for Grocers.

Chapters on how to prepare advertising copy and the how, when and where of advertising; Display and how to secure attractive effects, including ninety different typespecimens, borders, etc.; Proof-reading, showing and explaining all the marks used; Illustrations; Mediums; Store papers; Mail Orders; Window Dressing, etc.

Also the details of thirty unique business-booming schemes — a batch of over 100 ideas for show cards — special price arguments, cash arguments, etc.

The foregoing is but introductory to the main part of the book which is taken up by copy for over 200 newspaper ads., each one full of suggestions and bright ideas for interesting talks about all kinds of groceries, all arranged according to departments, and showing effective forms of display.

200 ADS. FOR $1.00

This book is worth $5.00 to any grocer — worth $25 to some. It was published at $2, at which price a great many have been sold. During the next month a copy will be sent postpaid to any address on receipt of a one dollar bill (no checks).

Address:
W. ARTHUR LYDIATT, Publisher,
Toronto, Canada.

Descriptive circular, telling what purchasers think of Grocery Advertising, sent free on request.

RAINIER BEER

Popular! Why?
Because it is really good.

Only Choice Materials
Used in its Manufacture.

JOHN RAPP & SON, AGENTS
Phone South 473.

Groeery Markets.

Commercial Outlook of the Western World as shown by Present Conditions.

Office of the ADVOCATE.
Thursday Afternoon.

ADVANCES.

Golden Star Table Apricots, to $1.80.
I. X. L. Soft Shell Almonds, to 16c.
McLaren's Cheese, bulk to 16½c.
Bluestone, bbls., to 5¾c.
Hams and bacon and pure leaf lard have advanced ½c all along the line.
Turpentine, cases, 2-5s, to 81c; drums and barrels to 75c.
Norweigen Mackerel, No. 3, 200 lb. barrel, to $26; 100 lbs., ½ bbl., to $14.
Dusters, Standard Turkey, No. 10, doz. to $1.60; No. 12, doz., to $2.10; No. 14, doz., to $2.75; No. 16, doz., to $3.25; No. 18, doz., to $3.75.

DECLINES.

Red Seal Lye, 1s, to $3.75.
Lacourt Mushrooms, to $2.20.
Golden Star and Pearl Coal Oil and Pratt's Astral Oil, ½c per gal.
Boys Matches, to 20c.
Pioneer Cream, to $3.60.
Crescent Jap Rice, to $3.20.
Linseed Oil, strictly pure, raw, bbls, gal. to 56c; boiled in bbls, gal, to 63c; raw, cs, 2-5's, gal, to 63c, boiled, cs, 2-5's, gal, to 65c.
California Paste Co's Macaroni and Vermicelli, No. 1, extra, per box, to 27 cents; No. 1, extra, 15 lbs, to 52 c; No. 1, extra, ½ box, to 15c.
All lines of the American Tobacco Company's plug tobaccos 1 cent per lb.

AGAIN IN STOCK.

Keigean Sprats, at $5.50.
Knox Gelatine, at $14.00.
Libby's Boneless Herrings, at $7.25.
Booth's Saur Kraut, at $1.20.
Golden Star Olives, 10 oz, at $2.75.
Standard Soap Company's Mineral Soap, 100s, box at $5.50.

SCARCE IN MARKET.

Bengal Cornstarch.
Underwood's Soused Mackerel, 1s.
Yacht Cream.

JAR RUBBERS.

Excelsior White, cartons, 1 gross, at 42½c; 1 doz envelopes, at 55c; Red, 1 gross, at 42½c; 1 doz. envelopes at 55c.

COAST CROP CONDITIONS.

The weekly report of the U. S. Weather Bureau Says:

"The last rain was generally beneficial. Hay making is in progress in several places and yield is good. There was some loss by the heavy winter rains and the severe frosts at the close of March but most varieties of deciduous fruits will yield large crops. Apricots and pears are reported light in many places and peaches somewhat injured by the blight in the San Joaquin Valley."

Hanford—Silas M. Hughes says: "There will be only a one-fourth of the average crop in Kings conuty this year. D. D. Hoag, manager of the Inderriegen Packing Company says "There will be a larger crop of peaches in Tulare and Kings counties than ever before. Many new orchards come into bearing this year which will offset the damage sustained by some of the older trees."

Los Angeles—The Walnut Growers' Association of Southern California awarded a contract to a San Francisco dealer for 100,000 jute bags. This means that this year's walnut crop in Southern California is estimated at 600 cars.

Redding—Pears are the only fruit in Shasta county that have been damaged by the weather. There will be a fair crop of prunes. Plums and apricots will be the best crops in years. Peaches promise to be better than average. There will be an immense crop of almonds.

Sacramento—A. R. Sprague, president of the California Fruit Exchange says: "The prospects for a large fruit crop have been declining for the past two weeks, especially along the Sacramento River. There will be only about a third as large a crop of pears as there was last year. The prospects for plums is fairly good. There will be an excellent crop of apricots at Vacaville.

Healdsburg—J. B. Morgan of the California Fruit Canners' Association states that there will be a shortness in peaches.

Suisun—The prospects for the fruit crop in this section this year may be stated as follows: Apricots fairly good; pears, good; peaches, light; almonds, fairly good; prunes and plums, good.

Portland, Or.—It was reported at the last meeting of the State Board of Horticulture that the acreage devoted to apple orchards in Southern Oregon had been greatly increased and that the crop would be the largest in the history of the State. Large crops of prunes are anticipated. Peaches were the only fruit materially injured by the cold weather.

SUGAR.

The market is firm.

MOLASSES.

Boston—The "New England Grocer" says: "The new Ponce molasses has opened at least 4 cents under last year's prices. It is a question how long the price can be kept down to this low basis in view of advancing costs of sugar and the fact that cane molasses is now the cheapest sweetening in the market. Advances are anticipated by May 1st, and possibly a further advancement of values June 1st."

COFFEE MARKET.

The Lewin-Meyer Co. report:

"The coffee market is very active with big demand. Coffee at from 7 to 9 cents is very scarce, and when the present stock is exhausted the trade will have to depend on higher grade coffees for all their trade.

"On this Coast the coffee market is little influenced by the situation in the East, but is governed by the local supply and demand, and although the receipts this year are larger than last year at the same date, the supply relative to demand is smaller."

New York, April 7—Henry Nordlinger & Co. report:

"The continued advance in the rate of Brazilian exchange has resulted in the practical decrease of the current prices of coffee of about 4½ per cent, and an advance in consuming countries of about 3 per cent. The great majority of the small planters are far away from shipping points and their expense of bringing coffee to market are naturally larger in proportion to the distance from railroads. For this reason the small planters cannot afford to market their coffee at the present ruling price of Brazil. Without considering the reduction in the existing world's stocks now taking place, and the necessity of Europe to get back her holding, together with the general improvement in the trade demand all over the world, and the remote possibility of an import duty in this country, we believe coffee is at any rate safe from a serious decline in price merely because of the state of affairs brought about by the advance in the rate of exchange."

TEA MARKET.

A. Schilling & Co. say:

"The tea market is quiet, and owing to the fact that everybody is pretty well stocked up it is not possible to create any great activity at the present time.

"The Japan tea market will open about May 1st, but as that will be only the first pickings it will furnish little upon which to base an opinion for the future. It will be at least two weeks later before anything definite will be known about the 1905 crop."

M. J. Brandenstein & Co. say:

"The appearance of the Russian Baltic fleet in the Orient has had a tendency to strengthen holders of teas in the American market, as a victory over the Japanese would result in little tea coming hither, especially from Japan."

SPICE MARKET.

New York, April 11—John Clarke reports:

"There appears to be a growing shortage in all the different kinds of black pepper. If this condition becomes more apparent, it will result in very much higher prices during the last half of 1905."

Baltimore, April 6—McCormick & Co. report.

Pepper—Spot supplies of black and white pepper are smaller than ever before. All grades show shortage. It is likely that higher prices will prevail.

Caraway Seed—The market is very firm with higher tendency. The new crops which are due in August will be held at higher values.

Gum Camphor—Crude stocks are scarce and being held at higher values. It is very firm in price.

CANNED TOMATOES.

Stocks of cheap tomatoes are almost cleaned up. The situation for solid pack is very firm. There is almost nothing doing in futures.

Baltimore, April 8—T. J. Meehan & Co. report:

"The buying of future tomatoes has commenced in earnest. There are all sorts of prices quoted on all sorts of brands or grades ranging from 45c to 52½c for 2-lbs. and from 57½c to 65c for 3-lbs."

Bel Air, Md., April 7—Finney & Robinson report:

"The tomato market is quiet, jobbers and sellers both holding off. Some packers are being frightened out of the business and will stay out. Others are preparing to pack more than usual in anticipation of the freer market. Farmers are now securing contracts and the acreage will depend upon what the packers decide to do."

Newport, Tenn.—Stokely Bros. Co. report:

"Packers are trying to clear up the remnants of last season's tomato crop and consequently the market is kept down at a low figure. It is supposed

Old Kentucky Distillery

INCORPORATED



LOUISVILLE, KY.

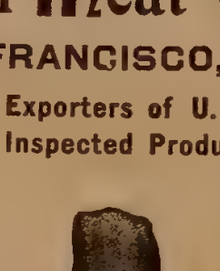
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Packers and Exporters of U. S. Government Inspected Products



"Eastern Star" and "Monarch" Hams and Bacon
"Golden Gate" Leaf Lard
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Barreled Beef and Pork.

Correspondence Solicited.

TOMATOES--Pack 1904 MAPLE SHADE BRAND.

Send in Your Trial order for some of our Solid Pack, also our Solid Pack with Peppers.
We guarantee our prices all right.

PENNELL-SUYDAM CO.
WHOLESALE GROCERS
14-16 Spear Street, San Francisco.
Tel. Main 5896.

the tomato crop will be very much reduced in this section this season. There is absolutely no encouragement to raise tomatoes or pack them at prevailing prices."

CANNED CORN.

Baltimore, Md., April 8—T. J. Meehan & Co. report:

"The present low price is putting a great deal of spot corn in direct line of consumption. Corn packers have the blues badly and the acreage the coming season is likely to be greatly reduced."

CANNED ASPARAGUS.

New pack goods are coming into the market.

The pack is estimated at 240,000 cases, or 40,000 less than the figure when Hickmott was running. A new kind of parasite has been attacking the asparagus beds that not only lessens the quantity but is also decreasing the quality so that the percentage of first-class asparagus will be less than in former years.

CANNED PEAS.

The California Fruit Canners' Association are offering the retail trade the following prices for future 1905 pack:

2-lb; Petit Pois, $1.50; extra sifted, $1.25; Standard sifted, $1; Standards 90c; Marrowfat, 82½c.

Gallons; Standard sifted, $4; Standards, $3.75.

These prices are about the same as last year for high grade peas, but there is quite a reduction in the cheaper grade goods and the gallons. The grading this year will be much more even than in past seasons and the high-class Petit Pois and Extra Sifted goods will be very uniform and small.

CANNED PINEAPPLE.

There has been quite a run on the "Griffin Extras" Hawaiian pack of pineapple offered by the California Fruit Canners' Association. These are 2-lb. goods that are offered to the trade at $1.65 for grated and $1.85 for sliced.

DRIED FRUITS.

Apples are very decidedly firmer in the local market. There is a good demand and supplies are light. Higher prices are anticipated.

Raisins are a drug on the market. There seems to be nothing doing with any class of goods. Only about 16,000 acres were reported as signed for the new Association last Saturday in Fresno and, the matter of getting together a sufficient acreage to warrant the formation of an association this year has been left open until the 1st of October. Nothing definite can be known about prices until there is certain information as to the formation of this Association.

Apricots—The crop is expected to be much larger than usual. Spot Standards are off about 1c, although it is estimated that there are not more than 5 cars left in the State. New apricots are held on the basis of 7c for July delivery, while apricots for August deliveries can be bought for 6½c.

Dried Peaches—The spot stock of peaches is very low. Late estimates place it at about twenty 10-ton cars. There will be a good supply in 1905.

Dried Pears—While the crop of Bartlett pears in the Sacramento valley will be large, the crops elsewhere are reported short. Since the Sacramento Valley pears are chiefly used for canning and shipping East green, the dried article will hardly be abundant.

Prunes—The local market for spot prunes is exceedingly quiet.

Reports from Santa Clara county are that the last week has shown material changes in crop conditions and not more than half a crop is anticipated.

NUT MARKET.

Good walnuts are scarce and high. There is a very large supply of inferior goods.

Almonds—The demand is strong and supply very limited. Prices advanced this week and will probably go still higher.

There will probably be a full crop of almonds, say 300 cars, the only point of importance where they are short being Davisville, the crop there being placed at 175 to 200 tons, against a normal one of 250 to 300. In Capay Valley the crop is a failure. The report is that there will be full crops of European almonds.

BEANS.

J. K. Armsby & Co. report:

"The market in Lima beans is quiet. About 180,000 sacks were shipped East during December, January and February and 30,000 sacks in March. This supplied Eastern jobbing trade with their needs temporarily. As there are only 70,000 bags in sight and 30,000 of these will be needed for seed there is left only about 40,000 bags to last until new beans come in, which ordinarily is about October 1st. This is hardly a month's supply. Last year, after May 1st, 120,000 bags were shipped East. As Eastern jobbing stocks are already showing signs of depletion, it is evident that the Lima bean situation will remain firm for some time to come. Beans are being quoted at $3.25 and $3.50 for October and November deliveries. Spots are quoted at $4.80 and $4.85.

Small white beans are very slow. Extra Choice are being sold at $2.65, although the statistical position would make them worth much more. There is a large quantity of damaged stocks, both pink and small white, which are being sold at almost any price. The local market is further affected by the fact that Eastern beans are being sold in the territory west of the Missouri and in Texas which ordinarily get their supplies from California.

CANNED SALMON.

Contrary to expectations, prices were not fixed by the Columbia River canners last week. It is expected that prices will be fixed this Staurday and announced early next week.

Seattle—The "Trade Register" says: "The clearing of the market by the agreement of the Northwestern Fisheries Company and the Alaska Packing Association, together with the sale of about 15,000 pinks last week, has given the market a healthier tone than it has had for a long time. It will be impossible to tell what the Sound will do before August 1st. Opening prices on sockeyes are therefore not expected for some time yet. The price of sockeyes will therefore control the prices of red Alaska. Some brokers think the price will not be as low as $1.25 and it certainly should not be.

"It is reported that a few brokers are offering reds at 95c in small lots."

New York—Salmon is very steady. There are no offerings of red Alaska under $1 Coast.

Blaine, Wash., April 5—The Alaska Packers' Association is making extensive improvements both here and at Point Roberts. All the canneries have crews at work and the force at the Allen canning plant is to be doubled.

Seattle—Preparations are being made for as large a pack as in 1901, the year of the last big run on Puget Sound, which was 1,380,590 cases. Labor contracts have been made to the full extent of the plants. As far as can be determined, every cannery on the Sound will be operated. It is estimated that the number of canneries that will be operated during the present year, with the exception of the Coast canneries, will be in excess of 139.

Seattle, April 4—Brady & Co. say: "Jobbers' stocks are very light throughout the country, as it is admitted that they have made no purchases of red Alaska to speak of in the past two years. Pink salmon are in comparatively small supply. The market to-day is about 70c. We look for a 75c price inside of 60 days."

Seattle, April 7—The "Post-Intelligencer" insists that the usual announcement of firm salmon prices have a better foundation this year than ordinarily. It continues: "There are indications of prosperity for Puget Sound packers this season that cannot be denied. Alaska reds will be canned less extensively, and stocks, so far as the canners are concerned, are pretty well cleaned up. The Alaska Packers' and the Rosene holdings are the bulk, and they will hold for better prices. Many of the Northern canneries will close, as both the big concerns expect to operate heavily on Puget Sound. Next year the large Sound canneries may be expected to lie idle while main operations are confined to Alaska. The Russian-Japanese war has made a good demand for pinks, consequently there will be less of the cheaper grades dumped on red fish markets. The success of the new traps in British Columbia will be a factor in the Sound pack. If they come up to expectations, there must be a corresponding reduction in the American catch. But that will not affect the situation as a whole.

"It can be said that the salmon trade is in a better and more promising condition than it has been in for some years. There is every reason to expect a good pack and fair prices, which will give a good margin of profit on every case put up."

CANNED SARDINES.

Philadelphia—The "Grocery World" states that the Sea Coast Packing

Continued on page 24.

DAN
O'CALLAGHAN
REAL ESTATE
AND
INSURANCE BROKER
City Agent
Liverpool & London & Globe Ins. Co.

Telephone, Main 5238

22 Montgomery St., San Francisco

(Mr. O'Callaghan was for many years a member of the firm of O'Callaghan, Nelson & Co.)

WHITTEMORE'S POLISHES.



The World's Standard.

"Gilt Edge" dressing, blk.	$24 00
"Boston" Waterproof Polish (for men's and boys black shoes)	24 00
"Boston, Jr." 10c. size	10 00
"Dandy" Russet Combination	24 00
"Star" Russet Combination	9 00
"Dandy" Russet Paste	9 00
"Red Box" Russet Paste	5 00
"Champion" Black Friction Polish	24 00
"Champion, Jr." Black Friction Polish.	10 00
"Elite" Combination (for box calf, black vici kid. etc.)	24 00
"Baby Elite" Combination (for box calf, black vici kid, etc.)	10 00
"Elite Paste" for box calf (two sizes)	$9 00 5 00
"Superb" Patent Leather Paste	9 0
"Blue Box" Patent Leather Paste	5 00
"French Gloss" (in cartons, for ladies' black shoes)	9 00
"Royal Gloss," 4 oz. (for ladies' black shoes)	8 00
"Bossola" Waterproof Paste Polish, large	9 00
"Bossola" Waterproof Paste Polish, small	4 50
"Quick White" perfectly cleans dirty white shoes (two sizes)	$24 00 10 00

THERE'S A DIFFERENCE
BETWEEN
"Sunset" Mackerel
AND OTHER KINDS.

"SUNSET" Mackerel is broiled in Olive Oil and prepared in Three Flavors:

SOUSE -- TOMATO -- MUSTARD

18-oz. Tins.

CALIFORNIA FISH COMPANY
P. E. LENFESTEY, - - Agent
220 California Street, San Francisco, Cal.

Enterprise Brewing Co.'s
Beer is sold on its merits.

We invite comparison of our productions with ANY on market. You will then become our best advertiser, we are dead certain.

A GOOD ARTICLE is the very best advertising medium. Are we not right?

Telephone, Mission 152. San Francisco, Cal.

Cigars and Tobacco

Recent advices from Turkey are to the effect that Turkish tobacco crop this year will be considerably smaller than usual.

F. E. Surbeck has started a cigar factory at Weiser, Idaho.

The entire list of plug chewing tobaccos of the American Tobacco Company has been reduced one and two cents per pound, as per our price list this week.

Ehrman Bros. & Co. find trade in excellent shape. The demand for their Havana leader, the Optimo of A. Santaella & Co., continues to show a steady increase in sales as in the past.

Bolts, Clymer & Co. are introducing a new straight nickel cigar, the El Caudillo, with which they are meeting with gratifying success. The El Caudillo is a strictly quality cigar and is put out without any premiums or deal of any kind. It has a long filler Havanna tobacco and a Sumatra wrapper, and has a flavor unexcelled among nickel cigars.

A dispatch from Tokio, Japan, states that the profits from the tobacco monopoly for the first year amounted to 27,000,000 yen, about $13,500,000 in American money.

The John Bollman Company have issued a circular to the jobbing trade in which they say: "For a limited time we will make drop shipments for your account to bona fide retail dealers, your regular customers, provided the drop shipment consists of not less than 2500 cigarettes and that each drop shipment must not contain less than 500 Egyptian Deities Cigarettes of any style, and not less than 250 Murad Cigarettes. You may assort either Cairo, Khedive, Casino, Richmond Straight Cut No. 1, Egyptian Deities, Turkish Trophies, Mogul, Murad or Carlton Club Cigarettes in making up the requisite quantity, namely: 2500 cigarettes to constitute drop shipment. On such drop shipments we will send the retail dealer direct our check for $1.00 for each drop shipment of 2500 cigarettes, that we make for your account, to him. We will also prepay freight to any point (where the drop shipment applies) on railroad or river having a station agent, and to which point there is a published freight rate and through bill of lading issued. This offer is made for the benefit of bona fide retail trade, and no checks will be sent to retail dealers who turn over their purchase to wholesalers."

MILLER'S SOAP AGENCY.

The Pacific Coast agency for the Pennsylvania Soap Company has been placed with Hoffman & Greenlee. This firm is now carrying on a very extensive advertising campaign with the view of familiarizing consumers with the merits of their Miller's soap made with Naptha, Miller's Powderine made with Ammonia and Miller's specialties.



EHRMAN BROS. & CO.,
S. F. Distributers.

WORKING THE GROCERS.

Cigar Schemers Would Make Many Victims.

Two young men claiming to represent the International Tobacco Company of San Francisco have been calling upon the Los Angeles grocery trade during the week. The proposition they offer has aroused suspicion. Inquiry discloses the fact that neither Dun's or Bradstreet's can locate such a company in San Francisco. A thorough canvas of the Los Angeles tobacco and grocery jobbers was made by The Bulletin and the International Tobacco Company has never been heard of in this city. The offers made by these people give an excellent loop-hole for fakery, says the Commercial Bulletin.

The first merchant to report their proposition was E. P. Buren, 3532 Downey avenue, Los Angeles. They submitted to Mr. Buren a domestic cigar which apparently had some merit and offered it at $33 a thousand net, the cigars to be delivered from stock here and collected for on delivery and approval. Then as an inducement to buy, a handsome solid oak double decker cigar case was to be shipped free from the factory in the East. Full specifications of the case were given and if same came up to specifications it would easily be worth from twenty-five to thirty dollars, making the net cost for the cigars ridiculously low. The very liberality of the offer aroused Mr. Buren's suspicions, and it occurred to him that as the show case would be shipped by freight it could not possibly reach Los Angeles for a month or six weeks, and the something for nothing man could get out of town long before it was due to arrive. He therefore asked for references. The representative of the International Tobacco Company seemed surprised. He could not understand why it was necessary to ask for references from such a great company. "Of course all the jobbers know us," he said. Then when pinned down to some particular jobber he admitted that they probably would not know him personally, but of course his company was well known.

Many Fake Schemes.

Many tobacco fakers have robbed the Southern California merchant. Few of these fake schemes come under the calcium light, as the merchant who has been victimized by a slippery-tongued faker usually prefers to pay and say nothing.

Not only retailers but jobbers also have been victimized. A few months ago a "salesman" claiming to represent Klein & Co., New York, sold a block of cigars to Stetson Preston Company, with which went a patent cigar lighter and cutter. The sample cigar lighter was a unique and perfect mechanical contrivance, and the sample cigars were of good quality. The cigar lighters which were shipped were mechanical failures, and Stetson Preston Company, to protect their trade, considered it their duty to take both the cigars and the lighters off the hands of the retailers. Inquiry in New York disclosed the fact that the Klein Cigar Company had ceased operations after victimizing jobbers all over the country.

SAFE TO RECOMMEND.

The Spohn-Patrick Company are meeting with very gratifying success in placing Snider's Baked Beans, put up in 1, 2 and 3-pound cans, and which are newly listed in the Advocate's price lists.

The beans, like all of the T. S. Snider Preserve Company's goods are of high quality, and the grocer is perfectly safe to recommend them to his more particular trade.

PRAISES THE ADVOCATE.

We are pleased to print the following extracts from a letter from W. A. Donallan of Salt Lake City:

"Editor Advocate—Enclosed you will find draft for $4 which settles my account and pays my subscription for a year in advance.

"I appreciate the splendid efforts the Advocate has made to better the condition of retail grocers. Every grocer on the Coast should subscribe for and read your paper. They would make money by doing so, since there would then be less difficulty in organizing associations and, as a result, better laws could be enacted and better feeling prevail, better prices be secured and many trade abuses, such as the trading stamps and jobbers selling at retail be eliminated."

HELPS BUILD TRADE.

The grocer catering to particular trade must always have on hand a supply of seasonable delicacies—articles that tempt the eye and through the eye, the appetite.

Such are the Pim-Olas, Baby Pim-Olas and "White Label" Queen Olives of the Seville Packing Company.

They are always in season, and never more so than during the picnic season, when tasty articles are in demand for light lunches and the basket spread. Besides they give a pleasing look to the store windows and display counters where they are shown.

At this season, the up-to-date grocer will not fail to have them in his store and in sight.

Call for ASTI WINES

PRODUCED BY THE **ITALIAN SWISS COLONY**

Dry Wine Vineyards, ASTI, Fulton, Sebastopol, Cloverdale, Sonoma County, Cal.
Sweet Wine Vineyards, Madera, Madera County, Kingsburg, Fresno County, and Lemoore, Kings County, Cal.

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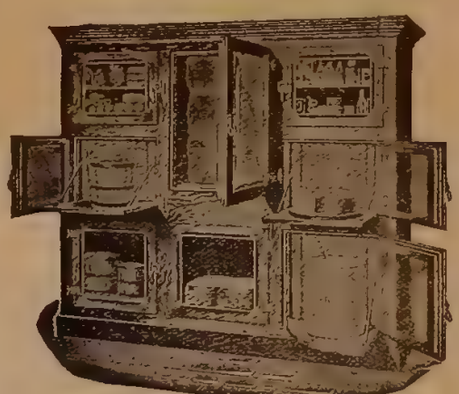
Sardines, Olive Oils, French Preserves, Washing Blue, French Castile Soap: Clover Leaf, Virgin, Dahlia, mottled, Wines and Liquors—**A. V. H. Cin**—imported goods only.

Sole Agents for the Genuine CLICQUOT Champagne
Only the **GENUINE**, Imported direct from France, bears Vignier's LABEL

If your Refrigerator does not keep butter perfectly, you are losing more in a single season on this account than a new

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will cost.



Style No. 410. Grocers' Refrigerator.

The McCray Patent System of Refrigeration is the only system that positively insures perfect circulation of pure, cold air, absolutely dry and odorless.

Unequaled for Economy of Ice.

The McCray is Sold Entirely on its Merits.

McCray Refrigerators are Guaranteed.

Your name and address written on the margin of this ad. and mailed to us will bring you our Catalogue No. 63, containing full description of Refrigerators of many styles for the Grocer.

SOLD ON EASY PAYMENTS.

BECK - WAKEFIELD COMPANY
GENERAL AGENTS
122 Market Street, San Francisco, Cal.

News of the Coast.

CALIFORNIA.

Hemet—H. E. Remsburg & Son have opened a grocery store in the Hagins building.

Long Beach—F. Hardy and Charles McConkey have opened a grocery and meat market at 119 Olive avenue. The meat market has been opened a month and the grocery stock has been installed during the past fortnight.

Los Angeles—W. M. Nicholson, late of Pico and Olive streets, has removed his store to the northwest corner of Ottawa and Figueroa. C. Bates recently opened a grocery at 1231 South Figueroa street. E. Riley of 748 East Ninth street, has sold his business at 755 South Hill street to B. F. Norris. Samuel Bloom announces bill of sale to M. Levine. I. Stolin has sold his store to L. J. Rice, 1241 West Second street. F. J. Kepner has sold his stock of family groceries to E. C. Neberhager, consideration $1550.

Los Angeles—Alan F. Smith, formerlyof Santa Ana, has opened a grocery here. J. W. Hoff has purchased the grocery and hardware store of Maloy & Strout.

Madera—Emil Charles Stahl, active manager of the Stahl grocery and bakery, died April 9th in Fresno, whither he had gone three months ago for medical treatment.

Palo Alto—W. A. Lane has closed his Red Front grocery and will leave Palo Alto at once on account of the ill health of both Mr. Lane and his wife. Where they will re-establish themselves in the grocery business is not certain, though possibly at San Jose.

Pasadena—M. Powell, of Alhambra, has opened a grocery store in the Thayer block. Hugh Larue has exchanged his ranch at Buena Park for a grocery store in this place.

Riverside.—I. A. Witherspoon will open a grocery in the Reynolds block. Mr. Witherspoon will put in the necessary ovens, etc., so that he can make a specialty of bakestuffs, delicacies, etc.

San Diego—E. C. Bangs, grocer and fruit merchant, is compelled to move as all the tenants in the property in which his store is located have been notified to vacate their stores.

San Pedro—W. J. Owens, recently from Illinois, has opened a nice grocery store on the corner of Twelfth and Centre streets.

Santa Cruz—J. W. Stull, who came to California a year ago from Pennsylvania, has opened a grocery and restaurant in the new Leibrandt building at Riverside avenue and First street.

Sonora—Louis Kahnt, the grocer, is located in the Kruse building, which was recently purchased by him.

Whittier—Montgomery Bros., grocers, having purchased the stock of Tabor and Ballard, have moved their goods from their former location to the room on South Greenleaf avenue, formerly occupied by the latter firm.

IDAHO.

Boise City—The Sutton Grocery Company has bought out the Cole Grocery Company.

Harrison—H. C. York has started a grocery store.

Idaho Falls—Eugene Wright has bought L. A. Bernheisel's grocery.

Lewiston—Summers & Hayden have succeeded J. Erwin in the grocery business.

OREGON.

Albany—Umphrey & Ellis are reported buying DeVaney & Munkers' grocery.

Ashland—H. A. Palmer, of H. A. Palmer & Co., grocers, is dead.

Baker City—J. M. Ames has purchased R. McAuley's tea and coffee business. The M. & S. Forwarding Company has been succeeded by the Baker City Grocery Company, articles for the incorporation of which have been filed. The capital stock is $25,000; incorporators, J. W. Stuchell, W. F. Butcher and L. D. Brown.

Medford—F. W. Gaines will start a grocery and hotel.

Portland—J. Leel has succeeded C. Repp, grocer. Berg & Goodman have bought M. J. McNerney's grocery. E. Hopkins has bought S. A. Davis' grocery. N. M. McDaniel has bought O. J. Grace's grocery. S. Hewitt will sell his grocery.

Salem—J. H. Baker & Son have bought Harris & Lawrence's grocery.

Woodburn—Kauffman & Mishler have succeeded O. A. Neudel, grocer.

WASHINGTON.

Centralia—F. C. Miller and W. C. Hinks, popular business men, have purchased the grocery stock of Percy Peel at auction, and are thoroughly overhauling the establishment.

Chewelah—W. B. Stuart has bought the J. H. King stock of groceries and shoes and will add the same to his present stock of merchandise in that town. Mr. Stuart also conducts the creamery here.

Everett—The Co-operative market is reported intending to add a grocery department to its meat market.

Farmington—Roy Winters has purchased Charles Pears' grocery and F. M. Searless' general store.

Lawrence—A. W. Peterson is starting a grocery.

Mabion—M. E. Wright has started a grocery.

Monroe—Samuel Gautier has bought the Berry building and started a grocery store therein.

Puyallup—John B. Gibbs has purchased a one-half interest in the grocery department of J. P. Stewart & Sons. Twenty years ago a firm under the same name—Stewart & Gibbs—did business in Puyallup. The firm was then composed of J. P. Stewart and W. C. Gibbs, father and brother of the present proprietors. The space in the store of J. P. Stewart & Son now occupied by the groceries will be used by that firm for boots, shoes and men's furnishing goods.

Sprague—The Sprague General Supply Company has removed its stock of general merchandise and agricultural implements to its new store building.

LANDIS



TONIC BITTERS

A Pure Tonic and Laxative

—o—

Made from

Herbs, Seeds Roots, Barks

(Guaranteed)

NATURE'S OWN REMEDY

FOR

Stomach and Blood Disorders

Made only by the

The Landis-Patton Mnfg. Co.

Incorporated

1664 MISSION STREET

Tel. Folsom 4156 SAN FRANCISCO

Mothers! Mothers!! Mothers!!!

Mrs. Winslow's Soothing Syrup

has been used for over SIXTY YEARS by MILLIONS of MOTHERS for their CHILDREN while TEETHING, with PERFECT SUCCESS. It SOOTHES the CHILD, SOFTENS the GUMS ALLAYS all PAIN; CURES WIND COLIC, and is the best remedy for DIARRHŒA. Sold by Druggists in every part of the world. Be sure and ask for "Mrs. Winslow's Soothing Syrup" and take no other kind. Twenty-five cts. a bottle

$39.00 BUYS THE BEST

Computing Scale in America



Patents sustained by U. S. Courts and Patent Office.

Saves the Grocer 60c per Day

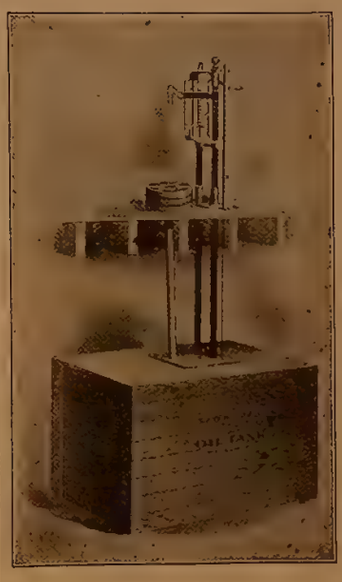
Write for particulars.

Not Made or Sold by the Trust.

Sold by Wholesale Grocers and Hardware Dealers.

Standard Computing Scale Co., Ltd., Manufacturers

DETROIT, MICH.



CELLAR OUTFIT

IT PUMPS AND MEASURES AN ACCURATE GALLON, HALF-GALLON OR QUART AS DESIRED DIRECTLY INTO THE CUSTOMER'S CAN WITHOUT THE USE OF MEASURES OR FUNNELS

Save Time and Valuable Space

This can be done by installing a

BOWSER SELF MEASURING THREE MEASURE OIL TANK

with tank in cellar and pump on store floor, and so do away with running down cellar or to a back room each time oil is drawn. It saves in other ways as well. Let us tell you more. Write for Catalog "BB" today.

IT'S FREE

S. F. BOWSER & CO. Fort Wayne, Ind.

Chas. Jacobson & Co.

210-212 Davis Street

DISTRIBUTERS OF

Fancy Butter and Honey

Dairy Butter and Eggs

Produce Market

THURSDAY AFTERNOON

BUTTER.

Arrivals continue heavy and prices are unchanged.

California creamery, extras	19	20
" " firsts	18	19
" " seconds		18
" dairy, extras		
" " firsts		18
" " seconds		
Store butter	15	16
Storage		
" Creamery extras		
Pickled		
Keg		

EGGS.

Heavy demand for Easter keeps prices well sustained.

California Ranch white		21
" " mixed colors		20
" Gathered,	18	19
Standard		
Seconds		
Eastern, selected		
Standard		
Seconds		
Storage, Cal., Selected		
" " Standard		
" " Seconds		
" Eastern Selected		
" " Standard		
" " Seconds		

CHEESE.

The cheese situation remains as for some time past.

California full cream	13	
" choice	12	
" common	Nominal	
Young Americas	13½	
Eastern full cream	16½	17
Oregon		

POULTRY.

There is a very heavy demand for large young chickens, and large hens, and fine geese, due to the Easter and Jewish passover holidays.

Turkeys, young live	15	20
" old gobblers	18	20
Dressed Turkeys	nominal	
Roosters, young, per doz	7 00	8 00
" old "	5 00	5 50
Hens	6 0o	7 00
Fryers, per doz	6 00	7 00
Broilers, per doz, large	5 00	6 00
" " small	4 00	4 50
Ducks young	7 00	8 00
" old	5 00	6 00
Pigeons, young	1 50	1 75
" old	1 00	1 50
Geese' per pair, old 2.25 2.50; young	2 50	3 00

BEANS AND PEAS.

There has been a reaction in the bean market. The demand for Lima beans, which recently reached $5.00 to $5.50, stopped when those prices were reached, and prices declined. Prices quoted below are for fine stock; rain damaged can be bought at much lower figures.

Small Whites	3 00	3 40
Large "	2 50	2 85
Pea Bean	3 25	3 50
Pink	2 50	3 75
Horse	nominal	
Red	6 00	7 00
Kidney	4 90	5 10
Lima	4 50	5 50
Bayos	2 40	2 15
Butter (large)	3 50	3 74
Black Eyes	2 75	2 85
Dried Green Peas, per 100 lbs	2 25	2 50
" Miles " " " "	2 25	2 50

POTATOES AND ONIONS.

Both potatoes and onions are easier, and prices show a tendency to become lower.

Early Rose,	1 35	1 75
Burbank,	1 25	1 70
Salinas old		
Oregons old	1 00	1 40
Merced Sweets	1 00	1 25
Yellow onions	4 75	4 90
Red (new)		

EXCHANGE COLUMN.

Subscribers can make use of this column gratis for the publication of their wants in any way.

GENERAL GROCERY— For immediate sale (owner returning to England). Returns average $1100 monthly. Large corner store with living rooms above. Stable and every convenience near by. Rent inclusive $25. Stock at invoice, about $2,000; no good will; no book debts. Rare snap. Apply box 295, San Mateo, Cal.

WANTED.

A traveling salesman, 12 years on this Coast, "a specialty man," wants a year's contract or a three months' trial with a good house. Knows every grocer in California—outside of 'Frisco. State territory you want covered, salary you will pay; best of references Address, "Traveler," care this journal.

For Sale—An old established, good-paying business, on fine corner, in residence section. Rent reasonable. License goes with place. Fine opportunity for two live men. Address Grocer, care Advocate office.

Grocery Markets.

Continued from page 21.

Company, which owns about 90 per cent of the available supply of American sardines, has definitely announced that prices on oil sardines will be advanced on April 10th. The notice did not state what the advance would be or whether mustards would be included. It seems probable, however, that the price will be increased from 15c to 25c per case and that the advance will effect only oils, for the present at least. The present stocks are hardly sufficient for requirements since the season is expected to open several months late because of the great damage done to the weirs during the heavy storms last winter.

CODFISH.

Gloucester, Mass., April 5—Receipts of codfish for the first three months of 1905 were much less than for the same period of 1904. High grades are in better supply than for some weeks past and few grades can be bought for a shade off. Stocks of all kinds of codfish in this market are so light that there will be no material change to lower prices until the stocks in first hands become larger. The Newfoundland government has refused to sell bait to American fishermen. This accounts for much of the shortage.

GLUCOSE.

Philadelphia, Pa., April 8—The glucose people have a good thing on the basis of the price of corn with their present prices. They are now trying to tie up the trade to January 1, 1906. There is a general view that prices cannot get higher and should go lower. As a result many firms are buying only to satisfy their immediate needs.

PROVISIONS.

The Cudahy Packing Company say:

"Notwithstanding the advance in the price of ham, bacon and lard, the market is strong at quoted figures, with every prospect of another advance."

OLIVE OIL.

Wieland Bros. say:

"The crop in Italy was a short one and prices are decidedly higher there. We have received one hundred and fifty cases of Ferrari's olive oil in 5, 1, ½ and ¼ gal. tins by steamer Sesostirs. The quality is very excellent, and though we purchased this lot at the old prices, yet we will not raise our selling price till it is sold."

HAY.

Somers & Co. say:

"There is an overabundance of cheap hay and prices are ruling low. The poorest grades can be used for nothing but stock feed, and on account of the plentiful supply of grass, there is but little demand among the stock and cattle men. Strictly fancy hay, either wheat and oat or tame oat, is in fair demand, and at present comparatively good figures can be obtained.

"The new crop promises to be a large one. There will be but little choice hay put up, as in most of the districts contributary to the San Francisco market the growth is very rank, promising an abundance of coarse hay.

STARTS IN THE YARDS.

How High Quality is Assured for the Diamond "C" Products of the Cudahy Packing Company.

There is no element of chance in the production of high grade food products. It is all a matter of good judgment and care. The selection of Diamond "C" products starts in the yards where the hogs are purchased by the representatives of the Cudahy Packing Company.

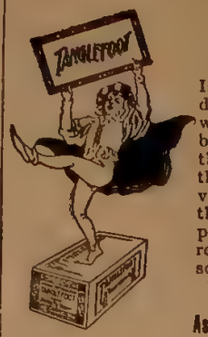
From corn-fed barrow hogs, the choicest and smoothest animals are selected for Diamond "C" hams and bacon. After the animals are dressed, special attention is given to see that the meats are chilled the proper number of hours before they are put into pickle. Each piece is thoroughly inspected before it goes into the pickle and the utmost care is used in handling them.

Special and expensive formulas are employed in the curing of Diamond "C" meats. On the exact date that the meat is "just cured," the hams and bacon are drawn from the pickle. They are then prepared for the smoke house. This care guarantees every piece to be mildly cured and of delicious flavor. It accounts for the difference from the salt flavor and coarseness of other brands.

One great feature of the Diamond "C" meats is the beautiful color. This is obtained by the use of shell-bark hickory wood which is used exclusively in preparing Diamond "C" meats.

We would call attention of our readers to the letter on page 4 of this week's paper which tells how satisfactory this grade of goods has been in pleasing particular customers.

TANGLEFOOT



STICKY FLY PAPER

Is really the only device known that will catch and hold both the fly and the germ and coat them over with a varnish from which they cannot escape preventing their reaching your person or food.

TANGLEFOOT is Sanitary.

Ask for TANGLEFOOT.

Profit? Over 120% to You.

LaGrande Laundry

Telephone Bush 12

23 Powell Street

Corner Ellis

La Taylor St. - Near Golden Gate Ave.
200 Montgomery Ave. - Cor. Kearny St.
202 Third St. - - - - Cor. Howard
1726 Market St. - - - Opp. Eleventh

GIVE THEM A TRIAL

YOUR EVERY WANT IN

PAPER

Can be Supplied by

A. ZELLERBACH & SONS

416-426 Sansome St.

SAN FRANCISCO

Established 1879

HEINEMAN & STERN

Manufacturers of and Wholesale and Retail Dealers in

THE CELEBRATED

Frankfurter and Bologna Sausages

Manufacturers and Dealers in All Kinds of

KOSHER PROVISIONS

Packers of Tongues, Smoked and Pickled Beef

Largest Place of its kind on the Pacific Coast.

916 Larkin Street, S. F.

WE GUARANTEE THE SALE.

To advertise **Summit Snow Flour**, we are distributing **FREE** Coupons good for a **Trial Sack** of **SUMMIT SNOW FLOUR.**



These **Trial Sacks** cost the dealer 12½c ea.

We guarantee the sale of all Trial Sacks through our coupons which we redeem for 15 cents, thus giving the grocer a profit of 20%.

It Pays to Sell "Summit Snow"

1—You make your Regular Profit.
2—You get your Dividends on the Stock issued you Free.
3—You receive a mutual profit on the SUMMIT SNOW FLOUR which you sell or is sold by your brother Grocer

Dividend No. 1 of 5 per cent. was declared March 31, 1905.

Become a Stockholder in time for the next Dividend

STANDARD FLOUR CO.

606 Merchants Exchange, San Francisco

Gilt Edge Whiskies
THE VERY BEST
WICHMAN, LUTGEN & CO.
Sole Proprietors.
Agents for Moerlein's Cincinnati BEER
29-31 Battery St., - San Francisco

SALEM BEER
SUITS THOSE WHO ARE PARTICULAR ABOUT THE BEER THEY USE.

IT HAS THE FLAVOR
IT HAS THE AGE
IT HAS REPUTATION
IT IS MADE RIGHT

Those who have used it know it. Those who do not know soon find it out after a trial.

SALEM BREWING ASSOC'N
BREWERS

BOTTLED EXCLUSIVELY BY THE
Sunset Bottling Co.
3109 20th Street
SOLE AGENTS

E. GHIRARDELLI Mercantile Co.
305 Clay Street, San Francisco
Packers and Jobbers
Pickles, Catsup, Preserves, Vinegar, etc.
We prepare for the Grocery Trade a line not surpassed in quality and purity.
OUR CATSUP is not equalled by any on the market. Try an order.

Amusements

MAJESTIC.

J. H. Gilmour's presentation of Richelieu is one of the most artistic performances that San Francisco has even been favored with. Gilmour is an artist to his finger tips and he makes the great cardinal a very real and living personality and, in his own great feeling, so holds his audience that they even forget to applaud. Adele Block made a very beautiful and loveable niece. Woodward made a decided hit with his performance of Joseph, the confidental advisor of Richelieu, and the young man who assayed the role of Francois was also particularly good. The performance is well worth an evening's time. Frank Bacon appears in Ezra Kendall's success, "The Vinegar Buyer" next week.

GRAND OPERA HOUSE.

The dramatization of "Ramona" has been drawing large houses at the Grand Opera House this week. The story is one that appeals particularly to the sympathies of the people of the West and Virginia Calhoun gives a very pleasing performance. The staging of the piece is excellent and beautiful in scenic effects and in costuming. Great care has been taken and no expense spared to secure truthful and artistic results. The supporting company is a strong one and the performance well worth an evening. The summer season opens next Sunday afternoon when Florence Stone and the Ferris Company will present "Graustark" at summer prices, 15, 25 and 50 cents.

ALCAZAR.

There has been plenty of fun this week at the Alcazar where the "Man from Mexico" has been produced. From the start of the play until the curtain goes down on the last act, there is something to laugh at. John Craig makes a very strong part of the role of the unfortunate man who had spent a month in jail and then tried to hide the fact by pretending he had been in Mexico. The bill for Easter is "When Knighthood Was in Flower."

COLUMBIA.

A No. 3 company headed by Grace Van Studdiford is singing "Redfeather" at the Columbia. While Miss Van Studdiford is a splendid singer, her support is very weak since, with one or two exceptions, the actors are poor substitutes for those who appeared in the original cast. The show would not be so bad if the management did not charge $1.50 for a seat. At first-class prices, the public is entitled to first-class companies.

TIVOLI.

The Tivoli Company is making a decided hit with its presentation of "Florodora." The double sextet is encored half a dozen times every night. The piece is beautifully staged and beautifully costumed.

CENTRAL.

Specialties and rough horse-play abound in the performance of "The Corner Grocery" at the Central this week. This is a side splitting farce comedy with just enough of a plot to hold together a lot of funny situations in which the corner grocer and the bad boy get into trouble with each other and get out again. Next week there is to be a revival of "Robert Emmett," the great Irish play.

FISCHER'S.

There is a complete change of program at this theatre this week together with new films for the biograph. The program is an interesting one. Besides a matinee in the afternoon, there are two performances every evening.

CHUTES.

The Chutes always has something new to offer. The great crowds of people enjoying the novelty of the various concessions, is perhaps the most interesting part of a visit to this great pleasure ground. The program at the big free theatre comprise various novelties and should satisfy the most exacting.

FAILURE THROUGH FOLLY.

(Continued from Page 5.)

ing grocer this week, "to sell flour for $1.40 per sack to customers who are paying only $1.25 per sack for goods that have been entirely satisfactory in the past. I do sell considerable of 'A-1' flour at that price, but it is only to my very best customers who know good goods and are willing to pay for the best there is on the market."

The Advocate holds that it is an outrage on the retail grocers of the cities about San Francisco Bay for the mills to force them to face the competition of a few firms who buy their goods on such terms that they are able to sell them for the price that these same goods cost the great bulk of the trade.

Few grocers are selling the standard brands of flour for less than $1.25 now. Even these grocers find themselves injured when their customers know that there are certain competitors who sell flour at $1.20.

The Perfection Short Credit System
Makes Credit Business a Pleasure.
Address
P. E. LENFESTEY,
220 California St., San Francisco

IT'S THE
WATER



OLYMPIA BEER CO.
Agents and Exclusive California Bottlers of the Famous
OLYMPIA BEER
BREWED IN OLYMPIA, WASH.
1423 Sansome St., San Francisco, Cal.



The WELCH GRAPE JUICE CO.
Westfield, N.Y.
Represented by Spohn-Patrick Company.

Case
Quarts, 1 doz. $4.50
Pints, 2 doz . 4.75
½-Pints, 3 doz. 4.25
3-oz., 8 doz. 6.00
½-Gallons, 1 dz. 8.00
Gallons, 6 gal. 7.50



VALLEY BREW LAGER
from
Richmond Bottling Works.
Zimmerman & Ruhland,
'Phone Pine 1787.
32d and Clement Street,
San Francisco, Cal.

Champagne.

Veuve Clicquot, qts	$32.25
Veuve Clicquot, pts	34.25
Ruinart, Magnums, 6 to case.	30.50
Ruinart, qts, 1 doz to case.	32.40
Ruinart, pts, 2 doz to case.	34.20
Ruinart, ½ pts, 2 doz to case.	18.00
Vintage 1893, qts, 1 doz to cs.	46.50

Brandies.

	Per case
Martell's One Star, 1 doz qts.	$16.00
Martell's Two Star, 1 doz qts.	19.00
Martell's Three Star, 1 doz qts.	20.00
Martell's Three Star, 2 doz pts.	23.00
Martell's One Star, 2 doz ½ks	18.00
Hennessy's One Star, 1 doz qts	17.50
Hennessy's Three Star, 1 doz qts	21.00
Calif. dex qts	13.00



Cider
Hammond & Co.
Bottlers
Office and Depot
277 Seventh Street
Phone, Jessie 3371

SWEET CIDER
½ Gal. Bottles,
BOILED CIDER
Quarts .....
Pints .....

Mineral Waters.

Aetna, splits, 100 to cs	$6.50
Aetna, pts, 100 to case	9.00
Aetna, qts, 50 to case	7.50

GINGER ALE
Belfast Ginger Ale Co.,
D. Steimke & Co. Props.
All Carbonated Beverages.
COR. UNION AND OCTAVIA STS.

	PINTS.	QTS.
Soda Water	$ .60	$1.50
Ginger Ale	.80	1.50
Sarsaparilla and Iron	.80	1.50
Cider	.80	1.50
Cuban Punch	.80	1.50

B
Case Prices, 2 Doz. per Case.

Porter.
(E. & J. Burke's Guinness')

Stone, pts, 8 doz to bbl	$16.50
Glass, qts., 4 doz to bbl	14.00
Glass, pts., 8 doz to bbl	16.50

Specialties of
Hilbert Mercantile Co.

H. B. Ky. Bourbon, per gal	$2.75
H. B. Ky. Bourbon, Ex spcl	3.25
Union League Ky. Brbn, AA	2.50
Union League Ky. Brbn, 1 gal	2.25
El Monte Ky Brbn, 1 gal	2.25
Maryland, Monogram, 1 gal	2.75
Forum, Bourbon, 1 gal	2.00
W. H. McBrayer's Cedar Brook 5 yrs	3.00

Hunter Baltimore Rye.

Per case, 1 doz. 5's	13.00
In 5-case lots	12.50
In 10-case lots	12.00

Hilbert Mercantile Co.

H. B. Bourbon (spcl)	$10.00
H. B. Rye	10.00
H. B. pt. flasks, 4 doz to cs	12.00
H. B. ½ pt flasks, 6 doz to cs	9.50
H. B. 1½-oz bots, per gr	12.00
Union League "AA"	8.00
El Monte Bourbon	8.00
Forum Bourbon	7.00
J. Baumgardner Rye	12.00
Maryland Monogram	9.00

W. H. McBrayer's Cedar Brook.

Per case, 1 doz 5's	$12.00
Per case, 2 doz pts	13.00
Per case, 4 doz ½ pts	14.50
Per case, 20 doz 1½-oz	18.50

Jesse Moore Whiskies.

Ex Pony Bourbon	$18.00	$17.50	$17.00
AA Bourbon	11.00	10.50	10.00
C Bourbon	8.50	8.25	[illegible]
AA Bourbon, 5 doz. 4 oz	10.00	10.00	9.75
AA, Pt Flasks, 2 doz.	9.00	8.75	8.50
AA, ½ Pt. Flasks 3 doz.	6.75	6.50	6.25
Old Rye	11.00	10.50	10.00

Jesse Moore Hunt Co.
(In barrels or half barrels)

Extra Pony Bourbon, gal	$7.50
AA, Bourbon, gal	3.75
B, Bourbon, 1 gal	3.25
C, Bourbon, 1 gal	2.75
No. 1, Bourbon, 1 gal	2.25
AA Rye, gal	3.75
C Rye, 1 gal	2.75



STANDARD BOTTLING CO.
BEACH STREET
Between Stockton and Dupont
SOLE AGENTS
LOS ANGELES BREWING COMPANY.
[illegible] furnished Grocers in Bottles or Kegs.

Golden Gate
BOTTLING WORKS.
Blume & Gardner,
Proprietors.

Bottlers of the Celebrated
Standard.
Culmbacher.
Extra Pale.
XXX Porter.
Half and Half.
Lager and Steam Beer in Kegs.
160 Shotwell St.,
Phone: Capp 1761. S. F., Cal.



LANDIS
TONIC
BITTERS
Factory and Salesroom,
1664 Mission St.
Bottles, $7.00 Doz.
1 doz. per case.

Tell Eastern Friends

of the low rates which will be made to

California

March 1 to May 15, 1905

$50 from NEW YORK
$33 from CHICAGO
$32 from ST. PAUL
$25 from KANSAS CITY

Similar rates from other points. Deposit cost of ticket with agent here and ticket will be furnished passenger in the East. Tell your friends that now's the time to come cheaply if they buy their tickets via

Southern Pacific

ASK FOR PARTICULARS

City Office
613 Market St.

Phone Mission 238

J. MARSHALL & CO.'S

WORCESTERSHIRE SAUCE

BE SURE and GET the GENUINE

½ Pts., per doz. $1.20
Pts., per doz.. .. .. 2.20

NO AGENTS

Office: Cor. 12th and Market Sts.

SHASTA ROUTE

is the way to the great

Lewis & Clark Exposition

Take a vacation trip to the thriving Northwest, visit Portland and see its uniquely interesting exposition. The Shasta Route is famous for its wonderful scenery—Sacramento Canyon, Mt. Shasta, Siskiyou Mountains

LOW RATES

will be made from all points. Exposition opens June 1, closes Oct. 15. Ask nearest agent of the

SOUTHERN PACIFIC
613 Market Street

Attracting Trade

Novelty Commands Attention.

A novel window display will make those who have plenty of time to view it temporarily forget all else, and, not rarely either, will so strongly excite in them the desire for possession, that before they realize it, they are in front of the counter, money in hand to buy what has appealed to the eye.

Old Ideas in New Dress.

Have you ever figured to yourself how many of the most effective displays you know of were really of original conception? You may not have been able to recognize the original in the slight change introduced in the adaptation——just as in a picture a slight touch of the artist's brush will give the entire features a (to you) completely new aspect. Thousands of times one of these artistic touches has changed commonplace or dismal failure into a howling success, both in picture and window display, and it all was so simple that it was, ever after, a source of wonder, even amazement, to the author that the idea had not occurred to him years before. The very best window dressers get their ideas largely outside their own particular lines of business.

An Idea That's Always Serviceable.

The suggestion we now offer is as potent to-day as ever. The idea is a window display showing the time in various cities of the world when it is noon in the particular city or place where the display is made. Any number of cities may be selected, but we suggest that the number be not less than five or more than eight, including the home city. Tokio, the Japanese capital, and St. Petersburg, should be two of the group, Berlin, Rome, Paris and London forming the remainder, if it is to be made up principally of foreign cities; but some one or more of the four last named may be dropped for American cities if desired.

Easily Put Into Execution.

It is not necessary to use bona fide clocks; in fact, a dummy dial, one for each city, answers the purpose much better. A single clock showing correct local time may be used, but it should be aside from the combination and readily distinguished as separate from it.

Arrangement of the Clock.

The various dials should be arranged in a frame the full width of the window, and starting a few inches back from the glass. The frame should run upward and backward at about the same pitch as the top of a school or standing office desk, but should not be carried so far back that any of the display will be lost to the vision of the passer-by. If the window is too shallow to place it thus it may be placed perpendicularly, and in this case it should be some distance from the window floor in order to bring it into the best possible position for easy, quick recognition from the outside. All the dials should be of the same size, except the one representing home time, and it may be larger or smaller than the others, and should occupy the central position, the others being ranged around it in the form of an eclipse, circle, or any other form most convenient. Each clock should show what city it represents and should be set to show the time to be indicated. The clock representing home time should be set at noon and a plainly lettered sign or card on it should state that when it is noon in this city the time in the other cities is that indicated on the dials bearing their name.

Approximate Difference of Time.

As compared with New York time, Tokio is about fourteen hours faster; St. Petersburg about seven hours; Rome about five hours and forty-five minutes; Berlin about the same as Rome; Paris, about five hours and five minutes, and London is about four hours and fifty-six minutes faster. The difference between local time and New York time must be added to these. In order to show the difference between them and the former.

How to Reckon Difference of Time.

A ready method in determining the difference in time is to take a school geography containing a map of the world, or a map itself, on which the degrees of longitude are marked east and west from Greenwich; then find your city and for each fifteen degrees it is situated east or west of the Greenwich meridian the time is exactly one hour faster or slower than Greenwich or London time.

Cambridge, Mass.—One trading stamp company has died a natural death and others are likely to follow. The grocers had much to do with securing the law that has brought about this.

LESLIE STERILIZED SALT

Free Running (in Pkgs.) for table
Velvet Grain (in Bags) for kitchen
Sold by all Jobbers

WIELAND BROS.

121-123 Clay Street San Francisco

Importers and Commission Merchants

SPECIALTIES—Imported and domestic Swiss Cheese, Limburger, Brick Cheese, Edam, Roquefort, etc.; Mackerel, Codfish, Holland Herrings, Olive Oil, Spanish and California Olives, all kinds of Sausages and other delicacies.

SOLE AGENTS for Sierra Cheese, German Breakfast Cheese, Brie, Camenbert, Schloss, Kronen and Neufchatel Cheese.

Poultry and Store Butter

WANTED

POULTRY of all kinds is selling here at high prices. Store Butter is also in good demand. Ship us immediately all the Broilers, Fryers, Young Roosters, Old Roosters, Hens, Ducks, Geese, Pigeons, and Turkeys that you can, as high prices are prevailing here now. Satisfaction guaranteed. Cash returns made daily.

We have just received 250 cases of choice **Nevada Water White Comb Honey.** We are offering it at the low price of 10c, 11c, and 12c per frame. Please favor us with an order.

We have 1,000 barrels of **Fancy Flour** on hand that we can sell at $4.00 per barrel. Send us a trial order. Please mark and consign all shipments direct to the

POULTRYMEN'S UNION,
215 and 217 Clay St., San Francisco, Cal.

WILLIAM E. HARM
Kartuffel-Buhr
183-185 Valencia St. Near 13th
Tel. Folsom 1911

Wholesale Dealer in
POTATOES, ONIONS
BEANS, EGGS
Etc., Etc., Etc.

WITZEL & BAKER, Commission Merchants

Telephone Main 718 314, 316 BATTERY ST., SAN FRANCISCO, CAL.

Fancy Creamery Butter and Ranch Eggs Our Specialty



It has come to our knowledge that there is an attempt to introduce on the market a WASHING AMMONIA made from BONES AND ANIMAL REFUSE. We trust that the trade will take time to investigate the character of this STUFF which, if sold to the consumer, will only tend to discourage the use of Ammonia as a household article.

PACIFIC AMMONIA BOTTLING CO., Sole Manufacturers of Ammonia from mineral products on the Pacific Coast.

GEO. HERRMANN, Pres., 310 Sacramento St.
SAN FRANCISCO, CAL.

CAUTION—As there are numerous brands of impure and unammoniaoffered to the trade imitating the style of our label, be careful to see that our signature trade mark is on each bottle.

Babbitt's Standards.

ALWAYS UNIFORM!
ALWAYS RELIABLE!
ALWAYS THE BEST!



B. T. Babbitt's Concentrated Lye,

The ready soap maker—a powerful disenfectant—an excellent fertilizer for dipping prunes, spraying trees, etc.

Manufactured by
B. T. Babbitt, (Inc.) New York City.



The C. B. JENNINGS CO., Agents, 121 California St., San Francisco, Cal.



WILLIAM CLUFF COMPANY

WHOLESALE GROCERS

SOLE AGENTS

SAN FRANCISCO CAL.

IRVINE STANTON COMPANY

WHOLESALE GROCERS

Farm and Dairy Produce

Consignments from Interior Merchants Solicited

211-213 Clay St. San Francisco, Cal.

TOBOGGAN

MAPLE SYRUP -- IT IS BEST

Pacific Coast Syrup Co.

SAN FRANCISCO

THREE REFINERIES: SAN FRANCISCO, PORTLAND and SEATTLE.

Highest Grade Package Goods for Family Trade

ROYAL AND QUEEN'S TASTE

(1 lb packages) (2½ lb cartons)

Macaroni, Vermicelli and Spaghetti

ROYAL ITALIAN A. B. C. PASTE, in 1 lb papers
GOLDEN GATE EGG NOODLES, in ½ lb papers

For Sale by all Jobbers



GUSTAV LIEBOLD PHONE SOUTH

GAMBRINUS BOTTLING CO.

Sole Agents and Bottlers of

Gambrinus Brewing Co.'s

PORTLAND, OREGON

SELECT PILSENER LAGER BEER

OFFICE AND BOTTLING WORKS

160 Thirteenth St., near Folsom, S. F.

PETERS BROS., BALTZ & DITTMANN

PROPRIETORS

The California Brewing Co.

Douglas Street, bet. 17th and 18th

SAN FRANCISCO, CAL.

REMOVED

PATRICK & CO., RUBBER STAMPS

111-113 SANSOME STREET

One block south of old location.



WE ARE NOW SELLING

The New

L. C. Smith & Bros. Typewriter

WRITING IN SIGHT.

ADDRESS FOR PARTICULARS

L. & M. ALEXANDER & CO. 110 Montgomery St., S. F.

Branches: Portland Los Angeles Seattle

For Health and Strength



DAMIANA BITTERS

Leslie Quality

All Salt is cheap, but much Salt is contaminated and therefore not fit to be taken into the human system.

LESLIE
STERILIZED SALT

is Pure and Wholesome.



VALUABLE Information concerning the Perfection Short Credit System

Will be sent you if you will drop a line of inquiry to the agent. You can make use of the system to your own advantage, and it is easy to learn all about it.

Address

P. E. LENFESTEY

Pacific Coast Agent

220 California Street, San Francisco.



SHREDDED WHOLE WHEAT RECOMMENDATION

You should be more than willing to recommend

Shredded Whole Wheat Biscuit *and* Triscuit

to your customers. In the first place, they will like the Shredded Whole Wheat products and find that they represent the ideal food with the maximum amount of nutrition; and the second place, you will be doing yourself a good turn as well as your customers. It always pays to recommend a good thing—particularly when there is a satisfactory profit in it for you.

The Shredded Whole Wheat products pay you a good profit, and keep on paying it constantly, as they are not a fad, but a staple — people who once try them, keep on trying them.

There's no food on the market which is better advertised. This means that the demand is permanent as well as strong.

It will be good business for you to speak a good word for Shredded Whole Wheat to those unacquainted with its merits.

THE NATURAL FOOD COMPANY
Niagara Falls, N. Y.

GE

THE RETAIL GROCERS ADVOCATE

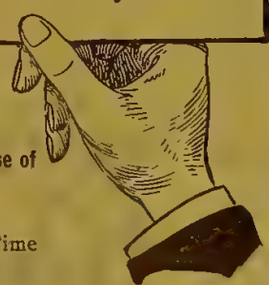
A. H. POWERS, Editor

SAN FRANCISCO, CAL., APRIL 28, 1905

Vol. 10, No. 17

M·J·B·COFFEE
SELECTED WISDOM

You can't stop reading this if you try – try now



GUARD THE MINUTES

Lost Capital May Be Restored by Diligent Use of Experience; Time Lost is Lost Forever.

Dealers Do Not Have to Use Much Time in Securing Friends For

M. J. B. COFFEE

IXL - Kapp and Street - W.G.M.

TAMALES

IN

KEY-OPENER CANS



THE ORIGINAL

Powdered

STOVE POLISH

Mixes with water instantly. Advertised everywhere

OUR GUARANTEES:

To give SATISFACTION or your MONEY BACK
To give a QUICK, BRILLIANT LUSTRE
To give Dealers a GOOD PROFIT

PRICES 5c Size, 3 Doz. to case, per case, $1.50
10c " 3 " " " " " 2.50

SPECIAL DEAL SIX PACKAGES FREE in every case of 3 dozen

R. A. HOLCOMBE & CO., Agents 20 PINE STREET San Francisco, Cal.

IT WILL BE YOUR BEST CUSTOMERS,

or some slow dealer's best ones, that call for

HAND SAPOLIO

Always supply it and you will keep their good will.

HAND SAPOLIO is a special toilet soap—superior to any other in countless ways—delicate enough for the baby's skin, and capable of removing any stain.
Costs the dealer the same as regular SAPOLIO, but should be sold at 10 cents per cake.

NO PREMIUMS

Go with Ponce de Leon Coffee.

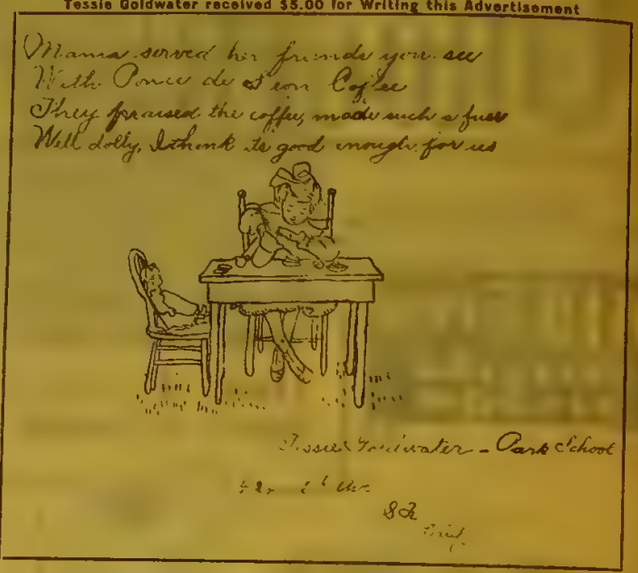
We are helping Retail Grocers advertise their stores and our **PONCE de LEON** by our plan to

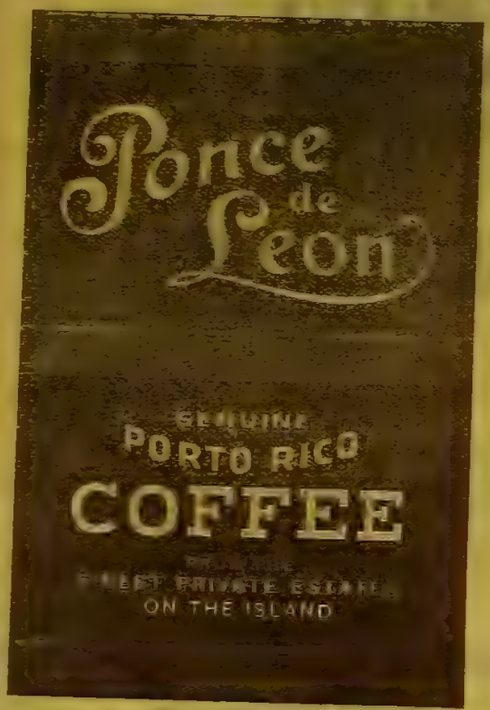
PAY SCHOOL CHILDREN FOR WRITING ADS.

Every Grocer has a chance to win the favor of some customer by helping a child of the house get $5.00. We print these ads. each week in the "*Evening Bulletin*" of San Francisco.

WE HELP YOU SELL

Tessie Goldwater received $5.00 for Writing this Advertisement





To Help San Francisco Dealers we Have:

Striking Displays on the Main Streets

Artistic Signs in the Street Cars

Attractive Designs on Theatre Curtains

Conspicuous Notices in Theater Programs

Best in the World

Ponce de Leon COFFEE

Quality Unsurpassed

Flavor Delicious

AT ALL LEADING GROCERS

Porto Rico Co

Cash Prizes for Ads. Prepared for the "Bulletin" by School Children.

In Addition to This: Experienced Lady Demonstrators are making a House-to-House Canvass, Distributing 20,000 FREE Sample Packages and Explaining the Merits of PONCE DE LEON COFFEE to Housewives.

Gold Watches for Grocers

To add to the interest of the Retail Grocery Trade in advancing the Sales of **PONCE DE LEON** Coffee, we have decided to give

6 Gents' Solid 14-Karat Waltham Gold Watches, Value $60 Each, to our Friends.

To Get One Entails No Cost Nor Extra Labor.

Read the Terms: We will give Watches to Each of the Two (2) Retail Grocers of San Francisco, and to Each of the Four (4) Grocers in the Interior, whose Invoices show that they have purchased the **Most Pounds** of our **Sealed Cans** of **PONCE de LEON COFFEE** between April 15th and August 15th, 1905. **WATCHES GUARANTEED TO BE SOLID, 14-KARAT GOLD.**

GET IN LINE—GET A PROFIT—GET A SPLENDID GOLD WATCH

Quality These are the Elements Needed for Grocers to Secure Trade Now Going to Coffee Peddlers. **Confidence**

Our Goods Possess the **QUALITY**—"PONCE DE LEON" Coffee is the Best in the World
Our Advertising Helps Give the CONFIDENCE.

THE PORTO RICO COMPANY

587-589 HOWARD STREET San Francisco, Cal.

Why "A1" Flour

IS BETTER:

Our "**A 1**" FLOUR is manufactured from only the HIGHEST GRADE of the **BEST CALIFORNIA and EASTERN** Wheats. We have, by much investigation and research, produced a blend which includes enough Eastern wheat to cause "**A 1**" to be **More Glutinous** than other flours on the market and therefore **More Nutritious.**



It Makes More Loaves per Sack

THE PRICE CANNOT BE CUT

GLOBE GRAIN & MILLING CO.

MONTGOMERY AND CHESTNUT STS., SAN FRANCISCO, CAL.

Telephone Bush 759.

(Please mention the ADVOCATE to Advertisers. It helps us materially.)

On the

PROTECTED LIST WILL BE FOUND—
DAINTY, DELICIOUS, DELECTABLE

Wedding Breakfast

COFFEE

TRY A 16 Year Old Success



Colorado Cured

Aged and Cured 5250 Feet Above Sea Level
(AND IT SELLS)

NASH-SMITH TEA AND COFFEE **CO.**

Purveyors to Coffee Connoisseurs

DENVER — ST. LOUIS

FRANK B. PETERSON & CO., SAN FRANCISCO

THE ORIGINAL BIG CAN



ALWAYS POPULAR

ITS MANY IMITATORS PROVE ITS GREAT WORTH

For Sale by All Jobbers

San Francisco Offices:
115 Davis Street.

Retail Grocers' Advocate

CALIFORNIA RETAIL GROCERS' AND MERCHANTS' ASSOCIATION — OFFICIAL PAPER — RETAIL GROCERS' ASSOCIATION

Vol. 10 — SAN FRANCISCO, CAL., APRIL 28, 1905 — No. 17

THE RETAIL GROCERS' ADVOCATE

Published Every Friday by
ADVOCATE PUBLISHING CO.

Subscriptions:
One Year $2.00
Single Copies ..... .10

PUBLICATION OFFICE:
[illegible] ordinance GOMERY STREET.
Wholesale grocers [illegible] - Tele. John 2601
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[illegible] them to stop. [illegible]ice at San Fran-
[illegible]co as Secarnish[illegible]ass Matter.

Points to Watch

WEDNESDAY, MAY 10—
This is Grocers' Day and will be celebrated at Schuetzen Park. There will be games and prizes gaore w Several special boats will A- "big time" is promised

Manufacturers [illegible]dy.
[illegible]ect to consu[illegible]
[illegible]ciation[illegible]sks have advanced to 3 per [illegible]cent, and if the Russian fleet should gain any advantage over the Japanese they would go a booming.

DOSE—
There have been two declines amounting to 30 cents per 100 pounds (about 2½c per gallon). Compound syrups have declined in the East.

RICE—
U. S. Consul Anderson at Hangchau, China, writes that the price of rice will probably double there in the next three months. See Grocery Markets.

OLIVE OIL—
U. S. Consul Birch writes from Malaga of a half crop and higher prices in Southern Spain and Southern Italy.

PRUNES—
California will have only a half crop of prunes. Oregon will have a large yield.

CHERRIES—
The crop will be very short, particularly Royal Annes.

PEARS—
Dried pears will be short.

WALNUTS—
The current crop of Chili walnuts is small and of poor quality.

PECANS—
There has been an advance of 3 to 4 cents in pecan meat, attributed to scarcity.

BEANS—
The market is firming. California farmers have been feeding their beans to the hogs.

A SEASONABLE ARTICLE.

At this time of the year it would be impossible to suggest a more seasonable and appropriate article for window display than Pim-Olas.

Pim-Olas sharpen the appetite.

There is no table relish to be compared with them.

Pim-Olas are used by the elite on all occasions for garnishing salads, hot and cold meats, fish, oysters, etc., and for cocktails.

Picnics will soon be occupying the attention of the public more than ever before. Nearly every one includes a bottle of Pim-Olas in their lunch.

GROCERS GET WISE.

Learning Their Power to Sell Profitable Goods.

By J. F. Paulding.

The retail grocery trade is gradually learning how much power it possesses in keeping any particular article off the market. A few retail grocers in San Francisco are even now independent enough to take chances of offering their trade something new. This number is growing. The greater number let the manufacturer force them to handle goods that they do not want to handle. This is why the flour mills say they do not have to protect the San Francisco grocers because "They are Different."

In numerous communities the grocers have learned that it is not necessary for them to submit to the dictations of firms who refuse to consider their interests.

The grocers of San Francisco are learning this about their flour trade. The knowledge has apparently been coming to them by freight. But it is arriving and more grocers are learning it every day.

Grocers in all the other leading cities of the State realized their power long since and have profited by it. This same recognition will be accorded to the retail grocers of San Francisco as soon as they realize the giant strength that lies at their control.

It is worthy of note that many grocers who a few weeks ago thought it would be impossible for them to introduce a new flour to their trade, especially when that flour costs more than the flour the customer was already getting, are finding that instead of its being a hard matter it is comparatively easy with customers who **really want the best.** With other customers it is hard and in some cases it would be very unwise to attempt it.

The grocers of San Francisco are working under a series of disadvantages. They would be practically helpless in their attempt to secure a profit on flour if it were not for the Globe Mills who came forward in their hour of need and manfully agreed to refuse to submit to letting the cutter fix the price at which their flour should be sold, even if, by so doing, the sale of their flour should be limited.

The A-1" flour of the Globe Mills is to be sold for $1.40 per sack all over San Francisco and across the bay. While this flour is of higher grade than the other standard brands sold in San Francisco it is rather difficult to sell even a higher grade flour for $1.40, when a flour that was perfectly satisfactory in the past can be secured for $1.20 to $1.30 per sack.

This marks one more loss forced on the retail grocers of San Francisco by the local millers who disregard their welfare. If the grocers could secure a price of $1.35 per sack on all older standard brands (with a profit of 15 cents a sack) their first class trade would more readily purchase a higher grade of flour that cost only 5 cents per sack more (giving the retail grocer 17½ cents profit.)

The grocers of San Francisco declared that one reason for their organization was to assist the members to secure better profits. There is nothing on which they have a better chance of success than with flour, especially with a great mill like the Globe prepared to

(Continued on page 26)

WORDS OF PRAISE.

National President Green Commends State Secretary Connolly.

Pacific Coast grocers will read with interest the following letter from National President Green to Frank B. Connolly, vice-president of the San Francisco Association and secretary of the California State Grocers' Association.

It will be noted that Mr. Green approves Mr. Connolly's suggestions, which are along the lines the state organization and the Pacific Coast Associations are working. It is also to be noted that there is a possibility of Mr. Green's coming to the Coast in September. Mr. Green says, among other things:

Frank B. Connolly, San Francisco, Cal.

Dear Sir: Your favor of the 14th was received with much pleasure. Ever since the convention I have been looking for a letter from you.

I knew that the association would demand considerable of my time and was prepared to answer all calls made. But, I must say, that it has taken more time than I had anticipated.

The first call was to the Michigan State Convention, and then to the Detroit Convention. I have been three times to Chicago; once on a collecting tour for donations to the National (which was very disagreeable to me) and the other times in connection with the premium schemes, results of which you no doubt have seen in the Trade Press Bulletin.

Your paper that I read in the Grocers' Advocate and Trade Press Bulletin **shows much thought** and you deserve a great deal of credit for your masterful handling of so large a subject. **I agree with you in your ideas,** and I think that, if the matter is carefully prepared and arranged in a condensed form, it would be well received at the next National Convention.

"I will be very glad to give you an opportunity to do this at the first day's session.

"You or some other grocer must do it, for I do not propose to let lawyers or other men of different schemes take up our time, not for one minute. The grocers at the last convention had nothing to say, not even were the papers prepared by the different State presidents read.

"Our Association must be placed on a self-sustaining basis. It has been helped along by different companies long enough. They expect now that the grocers should be willing and big enough to manage their own affairs. There is not one that gives that does not expect a hundred fold in return—the Sapolio and Shredded Wheat companies, perhaps, excepted.

"We cannot afford to place our association in anybody's hands.

"You spoke of your State Convention of California and also the Oregon and Washington Conventions. If it is possible and you think any good can come of it, I will be pleased to come to the Coast and attend these three conventions.

"I have given up this year to the National Association, and any good that is in me I give freely for the welfare of the class to which I belong.

"Let me hear from you again.

"Give my regards to the grocers of California and tell them I wish them success in their every undertaking, and especially in the interests of their associations. Yours truly,

John A. Green.

Pacific Coast Association.

Progress Made in Unifying the Power of Grocers.

CALIFORNIA, OREGON, WASHINGTON.

Proper Organization Will Enable Each Association to Help all Others.

Little did those delegates, who attended the National Convention last May, realize the important steps they were taking when they formed the Pacific Coast Retail Grocers' Association.

While the growth of this new organization has apparently been slow, it is really remarkable when one gives it the consideration that its importance justifies.

One of the principal things accomplished so far is, that the idea of having the manufacturer establish a minimum retail selling price on his goods, is thoroughly practical.

Many manufacturers who have been communicated with say they are anxious that they be accorded the assistance of the retailer in upholding proper selling prices.

Notwithstanding the fact that the Association is not one year old, and that active work has only been going on for eight months, the plan has been already adopted as far East as Kansas City, Mo. Word comes from Denver, Wichita, Kansas City and other places that they are adopting the manufacturers' fixed price plan with good effect. And now the officers of the National Grocers' Association recognize the idea as desirable.

Los Angeles Leads.

Los Angeles was one of the first cities in the United States to insist that the manufacturer should establish and maintain a retail selling price that would give a **legitimate profit.**

Up to the present time eighty-three manufacturers of local and national reputation have established **and are maintaining** a retail selling **price on** their specialties. Progress in Los Angeles has not stopped and every few days a notice is received by the secretary from some other manufacturer who has decided that it is good policy for him to give the retailer protection.

The retailers of Los Angeles are able to get this protection because they are willing to insist on their rights of protection. Many manufacturers who at first were loath to go into the proposition, are now the most ardent workers in its behalf.

Another strongly favorable feature of the situation is that many of the leading manufacturers are backing up their proposition. The following are a few of the leading manufacturers who are supporting the retailer in Southern California.

A. Schilling & Co., Royal Baking Powder Company, Rumford Chemical Company, N. K. Fairbanks & Co., Swift & Co., Pillsbury Flour Company, Natural Food Company, American Cereal Company, Jas. S. Kirk & Co., Postum Cereal Company, Los Angeles Soap Company, New England Soap Company, Babbit Soap Company, Leveing Bros., Sapolio, Fig Prune Cereal Company, Price Cereal Food Company, four leading mills, Lily Cream, Carnation Cream, St. Charles Cream, Snider's Catsup, Log Cabin Syrup, Welch's Syrup, Peet Bros., Bishop & Co., Mil-

(Continued on Page 8.)

California's Choicest Food Products

GRIFFIN EXTRAS

Pure and Wholesome

Preserves and Marmalades



Guaranteed to Contain Only Pure Fruit and Sugar.

These ***Preserves and Marmalades*** contain the

NATURAL COLOR
NATURAL FLAVOR
NATURAL FRUIT JUICES

and are as luscious as the fresh fruits and berries from which they are made.

PUT UP IN

16-Oz. PATENT CAP Glass Jars

2 Dozen in Case.

We have Assorted Cases for Trial Orders.

KINDS:

Apricot, Blackberry, Cherry, Currant, Damson, Green Gage, Fig, Gooseberry, Loganberry, Peach, Plum, Quince, Raspberry, Strawberry.

Apricot and Orange Marmalade.

Grocers Who Handle

"GRIFFIN EXTRAS"
Preserves and Marmalades
Are SATISFIED with Quality, Profit and Sales

Contract for Future Preserves Now! We have a special proposition to make you. **Ask our Salesman.**

Place no contracts for any grade of Canned Goods until you have a talk with us. We have direct connections with the largest Packers of Canned Fruits and Vegetables in the World, and have the distribution of some of their choicest packs

SPOHN-PATRICK COMPANY
Agents
16-18-20-22 FRONT STREET, SAN FRANCISCO, CAL.

[redacted]

ery city on the Pacific Coast to read this list of accomplishments and if there is anything that they have not done, to ask themselves whose fault it is.

Read this list carefully:

Not a department store in St. Louis is to-day in the retail grocery business. We did it.

Not a wholesale grocer in St. Louis will sell to a department store. We did it.

All peddlers now pay a heavy license for doing business.. We passed the peddler ordinance.

Wholesale grocers do not sell to consumers as they once freely did.. We induced them to stop.

A ten per cent garnishment law now enables you to collect your bills from the dead beats. We passed that law in 1903.

Several times the price of crackers has been put down to a fair basis after an arbitrary advance. We secured the reduction.

The produce men of St. Louis are under pledge not to sell to consumers. The pledge was given to this association.

Manufacturers no longer sell goods direct to consumers in this city. This association put a stop to that practice.

Coffee wholesalers have recently promised in writing not to sell goods to consumers. The promise was made to this association.

Trading stamps are no longer in general use in St. Louis grocery stores. This association is still fighting that evil.

WONDERFUL PROGRESS.

It was only 17 years ago that James Butler left a position in a hotel to go into the grocery business. He is now a multi-millionaire. He has in operation 143 stores in and around New York. He is a wonderful man and a great organizer. He has a remarkable memory.

PREMIUMS ARE EXPENSIVE.

Their Cost Usually Divided Between the Retail Dealer and the Consumer.

[redacted] facturers frequently say to the [redacted]

miums are usually short weight. In this way the consumer is cheated out of a certain quantity of his goods in order to pay for the premium.

The "Price Current" of Wichita, Kan., in speaking of this matter, calls attention to the following discovery in regard to soap:

"For example, to-day we weighed four bars of soap. Two of them were sold in connection with a premium graft, two were not. The two that were sold on merit weighed within a very small fraction of a pound. One of the premium bars weighed nine ounces and the other weighed nine and a fraction ounces."

One of the large cereal companies operating in Southern California gradually advanced the price of its goods as it began to give premiums. For a time, no advance was made in the retail price. **The dealer was then paying for the premiums.**

Then so heavy an advance was made that the retailer had to raise the price to the consumer. Even at the advanced price to the consumer, the dealer made less profit than he did before the premium scheme was taken up. In this instance, the cost of the premium was **divided between the consumer and the retail dealer.**

All over the United States the grocers are passing resolutions deploring the use of premium schemes.

The grocers of the Pacific Coast should not only pass such resolutions, but they should unite in **refusing to handle those goods accompanied by premiums wherever possible.**

FOOD FOR THE JAPS.

Experts Pay Splendid Tribute to Whole Wheat Foods.

The recent announcement from London that the largest contractor for the Russian army had asked for quotations on Triscuit delivered at Vladivostock has revived discusion of the dietetic habits of the Japs. Upon what does the plucky little Jap feed that he can outgeneral and vanquish the big and lusty soldiers of the Czar? The people are not greatly interested in the rations that are adopted for the Russian army. What they want to know is, What sort of food and what kind of life have developed the valor and physical hardihood of the little men of the island empire?

Triscuit is the shredded whole wheat cracker made by the same concern at Niagara Falls which makes shredded whole wheat biscuit. Being compressed into a wafer, it contains all the nutriment in the whole wheat berry, in small bulk, and is ready cooked. That it should be regarded as a good ration for an army is significant of the growing belief in whole wheat food as having the most strength-giving properties in proportion to bulk. The Jap is a paradoxical combination of gentility and martial valor. In his home life he is gentle, amiable and kind. He loves flowers and the artistic refining influences of life. As a warrior he fights with a fierceness and bravery that astonishes the world. In strategy he displays consummate skill.

The popular notion is that the Jap subsists largely upon rice and dried fish. We know that he gets little beef or pork. We are rather surprised therefore to learn from Dr. Eastlake of Japan, head of the School of Foreign Languages in Tokio, that cooked whole wheat forms such an important part of his daily dietary. In an interview in Philadelphia the other day Dr. Eastlake said:

"The army biscuit consists of a cake one-fourth rice and three-fourths wheat, flavored with both sugar and salt. It is placed in water and allowed to swell up before eating. I have seen Japanese eat four of these cakes, but two were all I could manage."

We know what the valiant Jap has done at Port Arthur. Twice he has driven the ponderous Cossacks from their apparently impregnable stronghold. We know what he is doing in the arts and industries of fair Japan. And now we know that whole wheat—not rice—is the principal part of his dietary. Is any further proof needed that the whole wheat is, after all, the most perfect all-day food given to man?

A NEW YORK MISTAKE.

The usually accurate "American Grocer," in its fruit and produce report of February 21st, speaks of the recent prolonged cold spell as "Spreading its icy breath not only from California to Florida, but reaching even to the City of Mexico, treating them to a hitherto unknown snow storm."

California has escaped the cold weather that our Eastern friends are having. Snow and ice are almost unknown to us and this winter has been a particularly mild and pleasant one. Come out to Frisco, brother, if you want to escape the snow and frost.

A SALT YIELDING BIG PROFITS.

Since the introduction of Leslie Salt the grocery trade finds itself in a much better position so far as its salt trade is concerned.

Leslie is a pure, sterilized salt, and is equal to the most exacting demands, while it yields the grocer an exceptional profit, selling at 10 cents per carton, and costing the dealer only 75 cents a dozen.

A MATTER OF HEALTH

ROYAL



BAKING POWDER

Absolutely Pure

HAS NO SUBSTITUTE

All Grocers should carry a full stock of Royal Baking Powder. It always gives the Greatest Satisfaction to customers, and in the end yields the larger profit to the Grocer.

Pim=Olas

Are still considered "the proper thing" for banquets, afternoons at home, lawn parties, picnics, etc.

No relish is comparable with

PIM-OLAS.



A Timely Suggestion:

Let us ship you an assorted order of Olives and Olive Oil, the same to include

"WHITE LABEL"
Queen and Manzanilla Olives,
Pim-Olas,
Baby Pim-Olas and
Nicelle Olive Oil.

Nothing could be more appropriate, at this season of the year, than a Window Display of the above mentioned goods.

Call and get a supply of booklets to hand over the counter.

SPOHN-PATRICK COMPANY

Agents

16-22 Front St., San Francisco

SEVILLE PACKING COMPANY

Packers and Proprietors

NEW YORK CITY

PACIFIC COAST ASSOCIATION.

(Continued from Page 5.)

ler's Soap, Scudder Syrup Company, M. J. Brandenstein & Co., J. A. Folger & Co. and many others.

What Southern California was able to get is open to every section of the Pacific Coast, providing they are willing to support the Pacific Coast Retail Grocers' Association and help secure it.

Paulding Resigns.

J. F. Paulding, who has been secretary of the Pacific Coast Retails Grocers' Association since September 1st, will now retire from that responsible position. Although the grocers of Southern California were clamoring for his return and had agreed to advance his salary 50 per cent over what it had been, and although family matters and property interests made it desirable for him to return to Los Angeles, he would not have gone now had he not been able to arrange to leave the affairs of the Pacific Coast Association in good hands so that he would be sure of having the work proceed to the best advantage.

While Mr. Paulding remained in San Francisco he looked after the interests of both the Pacific Coast Association and the legislative matters for the State Association. The State Association did not pay Mr. Paulding direct for his work, but all money earned was turned into the treasury of the Pacific Coast Association.

Mr. Paulding was loath to give up the work he had undertaken. He has felt it his duty for some time to go back to Los Angeles. Yet he has remained in San Francisco longer than conditions would justify, hoping that matters would change so that he could remain and handle the work.

Good Work to Continue.

It will perhaps be unpleasant to the knockers to find out that the work of the Pacific Coast Association is going to continue, and, if anything, more aggressively than before.

A Valuable Man.

If the choice of the California directors is the choice of the directors of Washington and Oregon, Mr. H. W. Thurlow will be the successor to Mr. Paulding.

Mr. Thurlow has been connected with the Pacific Coast Condensed Milk Company for six years and is well and favorably known by the retail grocers throughout the entire West. He is especially well known in the State of Washington, where he has always done everything in his power to aid in the development of the various grocers' associations.

Mr. Thurlow's wide experience and his familiarity with the needs of the manufacturer will make him a valuable man for the position.

The Pacific Coast Association was organized with the purpose, chiefly, of enabling each State Association to call on every other State Association for help when outside influence was necessary and would be of value.

The work so far has devolved on California and Washington. They have accomplished much when the material available is considered.

The beginning that has been made is a good foundation. Now, all that is needed is means to secure proper and effective publicity and a uniform method of proceedure by all Associations and the whole problem will be solved.

HELP SELL THE GOODS.

Clever Plan for Introducing and Popularizing Banner Lye.

The plan now being operated by the J. K. Armsby Company to introduce Banner Lye and help the retailer who puts it in stock to sell it, is one of the most effective that has been employed in this market for years.

They send out a series of striking illustrated postal cards, brilliantly colored, to 25 consumers whose names are given them by the grocer who has taken advantage of their special deal now in vogue. A different card is mailed to the customer each day till the series is exhausted. Each card tells in an interesting way, illustrated by a striking picture, of some new use for Banner Lye. On the fifth day, the lady receives a personal order on the grocer for a can of Banner Lye together with a letter and a booklet telling of more of its uses.

Since the order does not arrive until the lady has received four postals telling her how useful and necessary and convenient Banner Lye is, the grocer is sure of having it presented. In this way, the J. K. Armsby Company sell for him 25 cans of the lye on which he gets a profit of over 30 per cent.

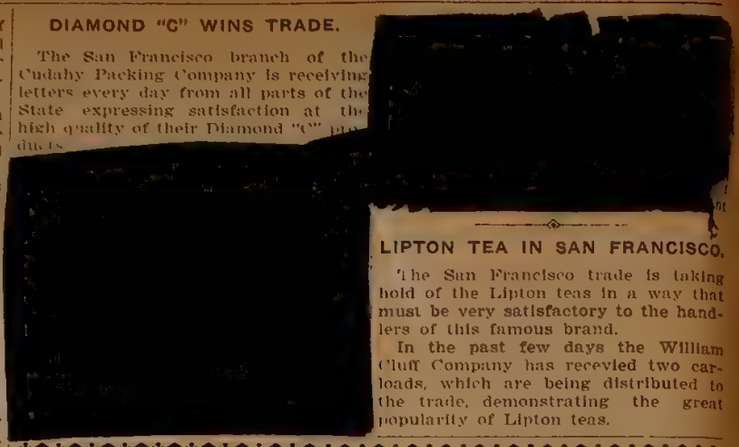
But they have done more. They have helped create a demand where none existed before. They have educated great numbers of housewives to the necessity of an article of which most housewives were previously ignorant.

In this way they have really done the grocery trade a great favor. Many grocers who have co-operated in the introduction of Banner Lye state that they now sell more Banner Lye in a month than they formerly sold of all sorts of lyes in a year.

We would call the attention of our readers to the advertisement of Banner Lye on page 9 of this issue. The deals mentioned therein are subject to withdrawal without notice. We would ask those of our readers who take advantage of this offer to mention the Advocate.

DIAMOND "C" WINS TRADE.

The San Francisco branch of the Cudahy Packing Company is receiving letters every day from all parts of the State expressing satisfaction at the high quality of their Diamond "C" products.



LIPTON TEA IN SAN FRANCISCO.

The San Francisco trade is taking hold of the Lipton teas in a way that must be very satisfactory to the handlers of this famous brand.

In the past few days the William Cluff Company has received two carloads, which are being distributed to the trade, demonstrating the great popularity of Lipton teas.

The Rebate Deal

IS STILL EFFECTIVE



BUY

Carnation Cream

NOW

And get a Rebate of 25c on Every Case Purchased.

Write for Special Rebate Contract Blank.

Spohn-Patrick Company
AGENTS
16-18-20-22 Front St., San Francisco

Better and Quicker Work

THAN ANY $50 CUTTER COSTS ONLY HALF AS MUCH

The "Dunn"

CUTS **ANY WEIGHT** CHEESE AT **ANY PRICE** PER POUND

A Child Can Operate It.

We can sell our Cutter for Less than any Other Manufacturer, because — Our Capacity is Greater — We Make More Cutters—than ANY other Factory.

WILL SAVE ITS COST IN 90 DAYS.

For further particulars address

BAKER-HAWLEY CO.

— PACIFIC COAST AGENTS —

578 Mission Street, San Francisco, Cal.

$25



$5 Down
$5 p. Month
5 Year Guarantee

OUR TRADE PERSUADERS

DEAL No. 1.

Five (5) case lots (4 dozen each) at special price per case $4.25 with one additional case (4 dozen) free. Freight prepaid to country points.

Terms: Cash less 2 per cent.

Cost of the 6 cases, $21.25
Net cost per case, 3.54
Profit 35 per cent.

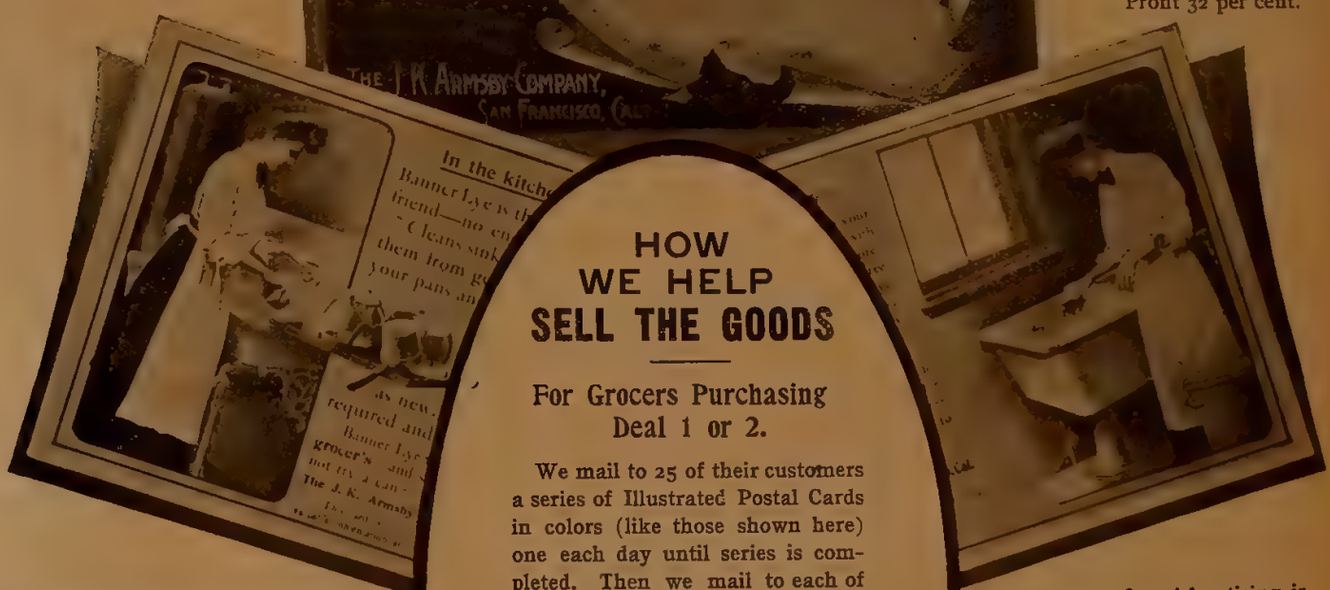
DEAL No. 2.

Three (3) case lots (4 dozen each) at special deal price per case $4.25 with one half case (2 dozen) additional free. Freight prepaid to country points.

Terms: Cash less 2 per cent.

Cost of the 3½ cases, $12.75
Net cost, per case, 3.64
Profit 32 per cent.





HOW WE HELP SELL THE GOODS

For Grocers Purchasing Deal 1 or 2.

We mail to 25 of their customers a series of Illustrated Postal Cards in colors (like those shown here) one each day until series is completed. Then we mail to each of these 25 customers an order on the grocer for a can of **BANNER LYE.** We redeem these orders at 10 cents each, the retail price, together with postage; or any wholesale grocer will accept them for the full value of 10 cents each.

Deals Subject to Withdrawal Without Notice.

Send us Your Order in Time Naming Your Jobber.

YOU MAKE MONEY BY HANDLING

BANNER LYE.

The J. K. ARMSBY CO.
San Francisco.

You will Sell more Lye By Handling **BANNER LYE.**

Our Advertising is Educational. **It Creates Trade.**



The New Style Lye SELLS

The New Style Lye PAYS

Welch's Grape Juice

Any Grocer Can Have A Lasting Grape Juice Trade.

We say lasting because people who use Grape Juice buy it continually.

Steps must be taken to secure this permanent trade.



First—Order WELCH'S GRAPE JUICE from your Jobber.

Then get the Welch Window Panels and other Advertising Signs and make Window and Counter displays. While this is being done arrange to place a Welch Recipe Booklet with every one who enters your store.

In this way you will win new customers for **Welch's Grape Juice** and earn a profit that amply repays you for your trouble. Bear in mind that WELCH'S GRAPE JUICE is nearly always used as a beverage, hence it is purchased often.

The more your customers know about **Welch's Grape Juice,** the better it will be for you. The WELCH booklet tells "How to make Delicious Drinks and Dainty Desserts."

WELCH GRAPE JUICE CO., *Westfield, N. Y.*

SPOHN-PATRICK COMPANY
PACIFIC COAST AGENTS

16 - 18 - 20 - 22 Front Street
SAN FRANCISCO, CALIFORNIA

PROTECT DENVER GROCERS.

A Leading Coffee House Supplies an Example That Others Might Well Follow.

The following letter should be read with a great deal of interest by the retail grocers of San Francisco. It shows what one of the leading tea and coffee houses of Colorado thinks of the scheme by which certain papers secure the co-operation of manufacturers and others in advertising at the expense of the profits of the retail grocer.

It is refreshing to find a large house that realizes its responsibility to the retail grocery trade sufficiently to turn down an order for 5000 cans of coffee without any suggestion from the retail grocers.

The letter we speak of is as follows:

"Denver, March 28, 1905.

"Frank Esshom, Esq., Editor 'Commercial Tribune.'

"Dear Sir—A few days ago a representative of the 'News' called at our office regarding a coffee to be given away by them for small ads. He wished to make arrangements to use for this purpose Wedding Breakfast coffee. We, however, did our best to discourage the giving away of such a staple article and thought when he left we had convinced him of the fact that it was not what they wanted.

To our surprise, however, we saw in the next morning's paper an advertisement of a certain brand that they were going to give away.

"We could have contracted with them then and there for 50 full cases, or 5000 cans of Wedding Breakfast, but though he made it 500 cases, it would have been the same to us, as you are well aware our motto has been protection to the retail trade throughout.

"We are not desirous of having a hand in knocking any other firm's goods, but such a breach of business decency seems to demand some action and we also wish the grocers of this city to know that we first had the opportunity of selling our coffee in this way.

"We inclose you the advertisement, so you may see for yourself what brand it is, and then make it known if you see fit to do so, or let the matter take care of itself. But we do wish to be placed on record of trying at least to discourage this one giveaway if it was in our power. Yours very truly,

NASH-SMITH TEA & COFFEE CO.,
George A. Nash, Secretary.

BEET SUGAR PRODUCTION.

Washington—The Agricultural Department has issued a bulletin on the international sugar situation prepared by Frank R. Rutter, assistant chief of the Division of Foreign Markets, in which the situation in the different sugar-producing countries is discussed in detail and the question of whether the industry will be seriously impaired by the recent withdrawal of bounties is considered. Referring to the outlook for the immediate future the bulletin says: "The new sugar year opens with prospects for a reduced beet sugar output in Europe that will probably wipe out the accumulated stocks and perhaps necessitate a considerable decline in consumption. General drought throughout the beet-growing sections, together with a reduction of 7 per cent in the plantings, caused a falling off in the beet crop estimated at 20 per cent as compared with 1903. The International Association for Sugar Statistics estimates the beet sugar production of Europe for 1904-5 at only 4,450,000 long tons—less than that for any other year since 1895-96. Such an estimate, based on returns from manufacturers, doubtless somewhat exaggerates the decline. Licht's estimate is considerably higher—4,870,000 long tons for 1904-5, as compared with 5,770,000 long tons for 1904, a decrease of 900,000 long tons, or over 15 per cent. An increase in the cane sugar production estimated at 400,000 long tons will partly offset this decline, and if fully realized will raise the share of cane sugar in the commercial sugar production of the world from 42 per cent in 1903-4 to about 48 per cent in 1904-5. If the actual decline in the European output is as large as that anticipated, the consequent high prices may check the increasing per capita consumption of sugar. Still such an effort can scarcely prove permanent, for high prices resulting from a bad crop are not only temporary but constitute an incentive to larger crops and hence lower prices in the future. Perhaps the chief objection to the abolition of bounties was the difficulty anticipated in marketing the accumulated stocks and the production above domestic requirements. For the year 1904-5, at least, this difficulty will be removed, and in future, with no special incentive to production for shipment abroad, it will doubtless prove more feasible than in the past to accommodate the output to the actual demand."

MORE SHORTAGE LOSSES.

Missouri Grocers Find Packages Short In Count.

The campaign of the Interstate Grocer against short measure goes on merrily. Every week this paper reports new examples of how necessary it is for retail grocers to weigh, count and measure everything they buy.

J. E. Aul of Webb City, Mo., counted the fish in a half barrel of 10-cent mackerel and found that there were only 110 fish, where the barrel was billed to contain 160. That meant a loss to Mr. Aul of $5 on that barrel. He then opened a half barrel of 15-cent mackerel billed to contain 100 fish, and found that it contained but 92. This meant a loss of $1.20. This percentage is the difference between profit and loss.

Dean & Auterreith of Nevada, Mo., found a package, billed to contain 140 fish, was short 15 fish, since it contained only 125. At 10 cents each, this meant a loss of $1.50 to the firm.

BLACKSTONE'S INKS

BEST TO BE BOUGHT — KEEPS IN ALL CLIMATES



Blackstone Manufacturing Co.
(Incorporated)
MANUFACTURERS OF
WRITING FLUIDS,
Mucilage, Shoe Polish, Shoe Paste, Shoe Dressing and Liquid Glue.
Office and Factory,
1960 Howard St. San Francisco
Telephone Capp 1111.

"CRACKER JACK"

The New Confection.

"The more you eat
The more you want"

Always Fresh and Crisp.

THE WORLD'S GREATEST 5c SELLER

100 Packages to Case = = = $3.65

CASE WEIGHS 40 lbs. GROSS

Dodge, Sweeney & Co., Agents, - San Francisco, Cal.

Bond System
OF
Retailing Staples



For Particulars, write

BOND SCALE CO.
Main Office, 1640 Fernando St.,
LOS ANGELES.
San Francisco Office:
220 California Street

A HANDSOME STORE.

In an illustrated article concerning the wholesale and retail grocery store of John B. Watson, the El Paso "Herald" says:

"No more appropriate term could be used in a description of the John B. Watson Grocery than the word "ideal." In point of fixtures, appointments and choice quality of goods, the house ranks as the peer among the successful business houses of the city. The history of the house dates back to 1893, and as an attestation of the popularity of the management and the appreciation of the public for high-grade groceries, it suffices to say that the patronage has ever increased since the date of opening.

"The present building, located at 208 Texas street, is one of the handsomest in the city and was built especially for Mr. Watson. The store room was designed for convenience and beautiful effect, and in these respects the aim has been achieved. Two spacious aisles extend the length of the building and on either side are sections devoted to particular lines. The counters and shelving are polished oak, and the show cases, which are made of a special glass, are worthy of note. The pillars in the center of the store, decorated with French plate mirrors, and the embossed metal ceiling artistically frescoed, harmonize pleasingly with the other beautiful appointments.

"Besides a complete line of groceries, here can be found every delicacy the market affords. California fruits are shipped direct, and this house has special arrangements with commission merchants to supply the various fruits and vegetables as soon as they are ready for market, thus affording customers the first opportunity of procuring the season's bounties.

"The most modern merchandising methods have been adopted and every facility for expediting business is utilized by this enterprising establishment."

STOMACATHEMIA.

Is a disease which attacks the nerves of men and which has become prevalent to an alarming degree.

Symptoms:—Loss of apppetite for food, increased appetite for drink, inclination to swear at opportune and inopportune times, mind in constant state of belligerency.

Allopaths, Homeopaths, Osteopaths and hundreds of other "paths" have failed to diagnose the ailment correctly. It remained for **STEINER & CO.** to discover the cause and the cure.

The disease is brought on by eating impure food, ancient groceries and drinking poor coffee, for which you pay the same prices as you would for BETTER goods of us, or else you pay higher prices than you would pay for the BEST groceries here. Your only remedy is to come in and let us prescribe for you with a guarantee to cure, or refund your money.

We do especially recommend as the best tonic for coffee users, the renowned ————————, Java and Mocha which is steel cut by a patented process (not ground) and the tannin-bearing chaff is removed, thereby making it the most wholesome beverage, and not a tasteless substitute.

Sold only by **STEINER & CO.**, the purveyors of Pure Products to Please Purchasers and Particular People.

EFFECTIVE ADVERTISING.

From time to time we have mentioned the advertisement of Steiner & Co. of Escondido. This firm takes a third of a page in both of the local papers and the advertisements are changed in form and matter every week. Many of the Steiner ads are strikingly original. In most of the ads prices are employed that attract attention and convince. Other ads are devoted to fetchy, original matter.

This firm recently had the following reading notice placed in the middle of a big white space and set off by effective cut:

Warm Weather Makes the Appetite Lazy



SNIDER'S CHILI SAUCE
MAKES YOU EAT.
It is especially fine on all kinds of Hot and Cold Meats.

PUT UP BY THE
T. A. SNIDER PRESERVE CO. CINCINNATI OHIO.
Makers of Snider's Catsup, Oyster Cocktail Sauce, Salad Dressing, Tomato Soup, Baked Beans, Etc.

SPOHN-PATRICK COMPANY
AGENTS
16-22 Front Street, San Francisco



SHREDDED WHOLE WHEAT RECOMMENDATION

You should be more than willing to recommend

Shredded Whole Wheat Biscuit
and Triscuit

to your customers. In the first place, they will like the Shredded Whole Wheat products and find that they represent the ideal food with the maximum amount of nutrition; and the second place, you will be doing yourself a good turn as well as your customers. It always pays to recommend a good thing—particularly when there is a satisfactory profit in it for you.

The Shredded Whole Wheat products pay you a good profit, and keep on paying it constantly, as they are not a fad, but a staple—people who once try them, keep on trying them.

There's no food on the market which is better advertised. This means that the demand is permanent as well as strong.

It will be good business for you to speak a good word for Shredded Whole Wheat to those unacquainted with its merits.

THE NATURAL FOOD COMPANY
Niagara Falls, N. Y.

BULK AND WEIGHT

Alone do not determine the value of "Evaporated Cream."

QUALITY

Counts for More.

Therefore a large can of but slightly evaporated and poorly prepared milk is not worth as much as a can of



Family Size

Our Pet BRAND Evaporated Cream

(or any brand which bears our cap label.)

The market is flooded with large cans of thin and watery milks which do not deserve the name of "Evaporated Cream," but intelligent dealers and consumers do not care to pay for tin-ware and water in place of milk substance. Hence they insist on getting the old reliable "Our Pet Brand" which bears this top label.



Helvetia Milk Condensing Co., - Highland, Ill.

San Francisco Office, 3 California St.

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Each of these departments in this Price List is checked up and corrected every week by two or more reliable authorities on values. More than thirty wholesale houses co-operate with us to secure for our List the greatest accuracy possible.

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COLUMN 1.

Department 1.

COFFEE, CHICORY, ETC.

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Kona (Hawaiian)	18	18
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Java, brown plantation	20	25
Caracol, prime washed	18	16
Caracol, ordinary	13	14
Guatemala	11	17
Costa Rica	12½	16
Salvador	10¾	12

Roast Coffee.

Salvador	12	20
Costa Rica	16	20
Java	24	31
Mocha Aden	27	31
Prime W shd. C. A. Blends	19	24
Good C. A. Blends	18	20
Ordinary Blends	12	12

Private Brands.

Royal Java Roast	13
Jon, 100-lb	15.37
Arbuckle's, 100-lb	15.37
Arab, 1-lb tin	.18
Hill's Bros Arabian Roast	.27
"M.J.B." 60 1's in case	.28
"M.J.B." 30 2 s in case	.27
"M.J.B." 20 3 s in case	.25

Schilling's Best Coffee.

Tins: 30-lb price 60-lb case ¼ off

	1-lb	1lb	2lb	3lb
	cartons	tins	tins	tins
Regular	36¾	39¼	38¼	38
Regular	29¾	32¼	31½	31
Regular	25¾	28¾	27¾	27½
Regular Lacquered (3-lb. tins only)				27½
Regular	22¾	25¼	24¼	24
Regular	18¾	21¾	20¾	20½

Cartons only in 25, 50 or 100 lb
Cases can be assorted as required.

The Porto Rico Co.

Piece de Leon, sealed cans only, 1-lb 30, 2-lb 29, 3-lb	28½
Cream of Moca, 1-lb. cartons	25
Gloria de Porto Rico in bulk	26

Ground Coffee.

Hill's Bros. Arabian Roast	.27
Java des Gourmands	.26
Komoka	.15

Chicory.

California	6
Asian	7
Arman, Genuine	8

Coffee Extracts.

Pack, per lb	.07
Hanna, ¼'s, 10-lb bx	.25
Hanna, 1's, 10-lb. bx	.25
Hermann's, ½-gross bxs., gross	4 00

COLUMN 2.

Department 2.

TEAS.

Japan.

(Panfired, Sundried or Basket-fired.)

Extra Fancy	56	74
Fancy	44	55
Extra Choicest	39	43
Choicest	34	38
Fine	24	33
Fair	22	24

Green China.

(Gunpowder, Imperial or Young Hyson.)

Extra Fancy	55	76
Fancy	38	46
Choicest	35	37
Extra Choice	32	34
Fine	26	31
Fair	20	25

English Breakfast.

Extra Fancy	67	80
Fancy	51	66
Choicest	35	50
Choice	24	30
Fine	20	22
Fair	15	20

Oolong.

Extra Fancy	53	$1.50
Fancy	50	57
Extra Choice	36	48
Choicest	33	35
Fine	27	32
Fair	22	26

Ceylon and India

Broken Orange Pekoe	36	65
Broken Pekoe	33	56
Orange Pekoe	31	53
Pekoe	27	46
Pekoe Souchong	24	39

Schilling's Best Teas.

(Packed only in 16, 12, 8 and 6-oz. Cartons. Never in bulk.)

Japan, per lb	45
do, 1 crn., 90c; 2 crn.	$1.80
English Breakfast	45
do, 1 crn., 90c; 2 crn.	$1.80
Ceylon	45
do, 1 crn., 90c; 2 crn.	$1.80
Oolong	52½
do, 1crn., 1.05, 2 crn.	2.10

TREE TEA

(Pride of Japan, etc.)

Packed in 1 lb. and ½ lb. cartons

Japan	37½
E. B Congou	37½
Oolong	50
Gunpowder	45
Ceylon	40

COLUMN 3.

Department 3.

SUGAR AND SYRUPS.

The Western Sugar Refining Company quotes net cash prices as follows. Barrels are an advance of 10c. half barrels, 25c, boxes, 50c, 50-lb. bags, 10c.

Dry Granulated, 100-lb. sk	5	80
Fruit Granulated	5	80
Confectioners' A	5	80
Cube	6	05
Crushed	6	00
Fine Crushed	6	10
Candy Granulated	5	90
Magnolia A	5	40
Extra C	5	30
Golden C	5	20
Beet D. G.	5	70
Bar Sugar, bbls.	5	20

¼ cent off for prompt cash.

Do.	¼-bbls	6 60
Do.	40-lb. tins	7 70
Do.	30-lb tins	7 70
Do.	30 lb. boxes	6 85
Domino, 5-lb. cartons, 24 to cs	9 00	

SYRUPS.

Saratoga Drips (Long's)	gal.	Gal.
50-gal. bbls.	$	50
30 gal. bbls.		52
17 gal. bbls.		55
5 gal. jackets	2	36
4½ gal jackets	2	51
2 gal kits	1	23
1¼ gal. kits		91
1 gal tins		70

Pac. Coast Syrup Co.

Tea Garden Drips—	Case
12, 1 gal. tins	$8.40
20, ½ gal. tins	7.70
24, ¼ gal. tins	5.34

Orange Blossom Drips.

6 1 gal. tins	per case	$2 40
12 ½ gal.	"	2 60
24 quart	"	2 60
36 2-lb.	"	2 85
50-gal. bbls		33
28-gal. ½-bbls.		35

Molasses.

New Orleans.

Genuine Light, about 50 gals. bbls.		50
Genuine Light, 30 gal. ½ bbls.		52
Genuine Light, 15 gal. ¼ bbl		55
Genuine Light, 5 gal. kegs, gal		67

	Doz
Pelican, 12 1 gal tins	9.60
Pelican, 20, ½ gal. tins	8.00
Pelican, 24, ¼ gal. tins	6.10

COLUMN 4.

Maple Syrup.

Woodlawn (Long's)	case.	Case.
Gal cans, 10 to cs	$11	00
Gal. cans, 6 to cs	6	60
½ gal cans, 12 to cs	7	14
¼ gal cans, 24 to cs	8	10
10 gal. jackets, each	10	15
5 gal. jackets, each	5	11
4½ gal. jackets, each	4	63
Qts., glass, 12 in cs	4	60
Pts., glass, 24 in cs	4	90

Pac. Coast Syrup Co.

Toboggan—	Doz.
⅛ gal. tins, 2 doz. to cs	2.25
¼ gal. tins, 2 doz. to cs	4.00
½ gal. tins, 20 to cs	7.20
1 gal. tins, 12 to cs	13.20

"OLD MANSE"

—Absolutely Pure—

CANADIAN SAP MAPLE SYRUP.



	Doz.	Price.
1 gal. cans, ½ doz. in cs.	$15	00
½ gal. cans, 1 doz. in cs.	8	00
¼ gal. cans, 2 doz. in cs.	4	25
⅛ gal. cans, 4 doz. in cs.	2	60
Qt. bottles, 1 doz. in cs.	4	50
Pt. bottles, 2 doz. in cs.	3	00
Decanters, 1 doz. in cs.	5	50
4½ gal. Jackets, per gal.	1	15

Retail Discount—5 cases 5%; 10 cases 7½%; 25 cases or over, 10%.

On each package we offer to forfeit $1,000.00 if found short in measurement or containing any impurities

Maple Sugar.

Vermont, gen. pure, abt. 30 1-lb bricks, per lb	17
Vermont, gen. pure, abt. 30 3-lb bricks, per lb	15½
Log Cabin, in 1, ⅓ and ¼-lb bricks, assorted in 25-lb pails per lb	15
Scudder's, in 1, ½ and ¼-lb. bricks, asstd., per lb	14

COLUMN 5.

Department 4.

DRIED FRUITS, NUTS AND HONEY.

(Add ⅛c for 50-lb boxes and ½c for 25-lb. boxes.)

Apples.

Sundried, sacks	5
Evap, fancy 50-lb bxs	8
Evap, ex. choice, 50-lb bx.	7½
Evap, choice 50-lb bx.	7

Apricots.

Choice Sacks	12
Fancy Sacks	13
Fancy, 25-lb boxes	13½

Blackberries.

In boxes, per lb	13

Cherries.

Pitted, in boxes, per lb	20
Unpitted, in boxes, per lb	11

Currants.

In bbls (tubs 63¾)	6½
In mats, 50-lb	7
Recleaned, in bbls.	7
Recleaned 25-lb boxes	7½
Recleaned, 50-lb boxes	7½
Recleaned, 1-lb cartn	7¾
Recleaned, 12-oz. cartn	6¾

Dates.

Fard, 14-lb, per lb (70-lb 7)	7½
Persian, 65-lb case	6

Figs (California).

Black, sacks	3½	5½
Black, 25-lb boxes, per bx.	1.20	1.40
White, bags	3½	5
White, 10-lb bx, per bx.		60
White, 10 1-lb bcks, pr bx.	65	75

Figs (Imp. Smyrna.)

Fancy, 10-lb bx, per lb	18
Choice, 5-lb bx, per lb	16

Nectarines.

White	8½
Red	8

Peaches.

Choice, in sacks	10	
Ex. choice, in sacks	11	
Fancy, in sacks	12	

Pears.

Choice, ¼'s, in sacks	8
Ex. choice, ½'s, in sacks	11
Fancy, ½'s, in sacks	12

Plums.

Unpitted	3
Pitted, bleached	9
Pitted, black	7

COLUMN 6.

Prunes.

	Sks.
90s-40s	7½
40s-50s	9½
50s-60s	8½
60s-70s	$
70s-80s	5½
80s-90s	5¼
90s-100s	4¾

Raisins.

	Box	½'s	¼'s	50 lb
5 Cr. Layers	$ 2.25	—	—	—
5 Cr. Layers	2.50	—	—	—
4 Cr. Layers	1.75	—	—	—
3 Cr. Layers	1.90	—	—	—
2 Cr. Layers	1.15	—	—	—
4 Cr. Loose	—	—	—	6½
3 Cr. Loose	—	—	—	6¾
2 Cr. Loose	—	—	—	6¼
Thompson Seedless, blchd. 6-lb boxes				8
Sultana Seedless, blchd. 46 lbs. per lb.				6½
Seedless Muscatels, 50-lb cases				
Seeded, 1-lb cart				6¾
Seeded 12-oz cart				5¾

NUTS.

Almonds, fancy, I. X. L.		17
Almonds, choice, soft shell Drake		16
Almonds, shelled, No. 1		14
Almonds, shelled, No. 1	$2.35	
Almonds, shelled, No. 2	2.20	
Almonds, shelled, Jordar	Imp.	.38
Almonds, Jordan Prime	.37½	.40
Brazils, 250-lb sks. new	.13	.14
Chestnuts, Cal. Italian	.09	.10
Cocoanuts, $ 100	4.50	5.50
Filberts, 175-lb sk.	.13	.14
Peanuts, Japanese, hand picked	.05½	.07
Peanuts, roasted	.08	.09
Peanuts, polished	.12½	14
Pine		
Walnuts, hard shell	10	10½
Walnuts, sft shll, No. 2	10	.13
Walnuts, sft shll, No. 1	.13	.14½

COLUMN 7.

HONEY.

Water White, 2 5's, lb	.07½
Light Amber, 2 5's, lb	.06½
Lt. Amber, 10 1 gal tins, gal	.75
Lt. Amber, 20 ½ gal tins, gal	1.00
Lt. Amber 2-lb tins, doz	2.60
Lt. Amber, 16-oz. bots, doz	1.85
Comb, 1-lb glass jars, doz	1.75
Comb, 2-lb glass jars, doz	2.90

Pine Apples.

	Per Doz.
2 lb., fancy sliced, E. & C., 2 doz. in case	2 50
2 lb. grated, 2 doz in case	2 25
2 lb. shredded, 2 doz. in case Hawaiian	1 65

Johnson's—Columbia.

2 lb. sliced, 2 doz. in case	2 30
2 lb. grated, 2 doz. in case	2 30
1 lb. sliced, 4 doz. in case	1 15
1 lb. grated, 4 doz. in case	1 15
gal., coreless, 4½ lb. to tin, ½ doz. in case, per lb	16
gal., grated, 7 lb. to tins, ½ doz. in case, per lb	13
2 lb., sliced, Baltimore, 2 doz. case	2 25
2 lbs., grated, Baltimore, 2 doz case	2 25
1 lb., cocktail, Baltimore ovals, 4 doz. case	1 25
2 lb., sliced, Singapore, 4 doz case	1 75
3 lb., sliced, Singapore, 2 doz. case	2 40

Royal Hawaiian,
2-lb grated, 2 doz. case 1 80
2-lb sliced, flats, 2 doz. case 2 00
Tall, 2-lb sliced, 2 doz case.. 2 00

COLUMN 8.

Department 5.

JELLIES, JAMS, ETC.

Griffin Extra Preserves.

Raspberry, strawberry, blackberry currant, loganberry, per doz. .$2 00
Cherry, per doz. .$2.00

Less 10 per cent in 5-case lots.

Apricot, Damson, Fig, Gooseberry, Gage, Peach, Plum, Quince, per doz. .$1.80
Orange Marmalade .$1.75

Long's Preserves.

Strawberries, Raspberries, Blackberries, Loganberries, Cherries, Pineapples, Pears, Figs, in 20-oz. glass jars, 2 doz. in cs., per doz. .$3 50
Apricot, Plum, Quince, Orange, Peach, in 20-oz. glass jars, 2 doz. in cs., per doz. .$3 20
Asstd, 2 doz. in cs., per doz. 3 30

JAMS.

Curtice Bros. Co., Rochester, N. Y.

In 16 oz. Glass Jars.

Strawberry, raspberry, raspberry and currant, red cherry, white cherry, apricot, black currant, red currant, quince (sliced), peach (sliced), pear (sliced), blackberry, gooseberry, grape, green gage, egg plum, damson, pineapple marmalade, tomato marmalade, orange marmalade, per dozen, $1.95.

All above packed in cases of 2 dozen each.

COLUMN 9.

Long's Peerless Jams.

Strawberry, Raspberry, Blackberry, etc., in 16-oz. glass jars, 2 doz. in cs., per doz. 2 00

Long's Pure Currant Jelly.

Tumblers, 2 doz. in cs., doz. 2 00
30-lb. kits, per kit 3 00
15-lb. kits, per kit 1 75

Marmalades.

Orange (Dundee) 48-1's, doz. 2 75

COLUMN 10.

Apple Butter.

Heinz, 2's, 2 doz. in cs, doz. .$2 25
Heinz, 3-lb stone crocks, doz. 4 25
Heinz, 4½-lb stone crocks, dz 6 50
Heinz, 18-lb. stone crocks, lb. 11

Peach Butter.

Heinz 4½-lb stone crocks, doz 9 00
Heinz, 18-lb. stone crocks, lb 14

Maraschino Cherries.

Long's, qts, 12 to cs, per cs. 6 50
Long's, pts., 24 to cs., per cs. 3 50

FRUIT	JELLIES: 2 lb. Extra	2 lb. Stand	1 lb. Extra	Tumblers	Ex. Lunch 1 lb Glass	JAMS: 2 lb. Extra	2 lb. Stand	1 lb. Extra	Tumblers	Ex. Lunch 16 oz. G/s Preserves
Apple	1 55	1 35	1 00	90	1 75	....	....	....	....	....
Apricot	1 55	1 35	1 00	90	....	1 60	1 35	90	90	1 80
Assorted	1 55	1 35	1 00	90	1 75	1 60	1 35	95	90	1 80
Assorted No 2	....	....	....	....	1 75	....	....	....	95	1 80
Blackberry	1 55	1 35	1 00	90	1 75	1 85	1 60	95	90	1 80
Cherry	....	....	....	....	....	....	....	....	....	1 80
Crabapple	1 55	1 35	1 00	90	1 75	....	....	....	....	1 80
Currant	1 75	1 50	1 10	90	1 90	1 85	1 60	95	90	1 80
Damson	....	....	....	....	1 75	....	....	....	....	1 80
Fig	....	....	....	....	....	1 60	....	....	....	1 80
Gooseberry	1 55	1 35	1 00	90	1 75	....	....	95	90	1 80
Grape (Catawba)	....	....	....	....	1 75	....	....	....	....	....
Green Gage	....	....	....	....	....	....	....	....	....	1 80
Lemon	1 55	1 35	1 00	90	....	....	....	....	....	....
Loganberry	....	....	....	....	1 75	....	....	....	....	1 80
Orange Marmalade	....	1 35	1 00	90	....	1 60	....	90	90	1 75
Peach	1 55	1 35	1 00	90	....	1 60	1 35	90	90	1 80
Plum	1 55	1 35	1 00	90	1 75	1 60	1 35	90	90	1 80
Quince	1 55	1 35	1 00	90	1 75	1 60	1 35	90	90	1 80
Raspberry	1 55	1 35	1 00	90	1 75	1 85	1 60	95	95	1 80
Strawberry	1 55	1 35	1 00	90	1 75	1 85	1 60	95	95	1 80

CANNED VEGETABLES.

Asparagus "Griffin Extras"	
Mammoth	$
Large White	
Medium White	
White Tips	
Artichokes, 2's	3 00
Beans, String'ess "Extras"	1 40
Beans, Blue Lake	1 30
" " " gal	4 50
Beans String, 2-lb	75
Beans, String, gal	3.50
Beans, Lima, Soaked	1 00
Beans, French, Kidney, 2-lb.	1.15
Beans, French Red Kidney, 2-lb "Joan of Arc" Brand p.dz. 1 lb can free with 10.	1.15
Fancy Eastern	1 85
Corn, Smith's Hulled, 2 doz. in case, per doz	1.20
Hominy, Great Western, 3 lb	1.20
Corn, 2-lb, Western	.95
Corn, 3-lb, Maine	1.35
Gerber's Okra, 2½-lb	1.80
Petit Pois Griffin extra	1.50
Peas, Griffin extra sifted	1 25
Peas, Standard sifted	1.10
Peas, Standard Marrowfat	.95
Pumpkin, 3-lb.	1.37½
Spinach, 2½	1.75
Succotash, fancy, tins	1.40

Tomatoes.

	doz.
2's, Griffin's Ex. Solid Pack	$1.10
2's Griffin's Ex., with peppers	1.15
2's, Cutting's Solid Pack	.90
2's Cutting's Solid Pack, with peppers	.95
2's Cutting's Standard	.72½
Gallon, Standard	2.25
Gallon, Solid Pack	2.75
Gallon, Puree	2.35

P. F. Rathjens PORK PACKER

1311-1315 Pacific Street.

Sausages.

Garlic Frankfurter 10
Bologna 10
Boiled Liver 9
Tongue and Headcheese .....—
Genuine California Ham 12
Extra Light Bacon 15½
Medium Light Bacon 12½

Boiled Hams.

Kingan 20
Rathjens 19
California 17

Mettwurst.

Extra Home Made .20, 22½, 25

LARD.

Tierces 9
50-lb tins 9½
20-lb pails 10
10-lb pails 10
5-lb pails 10
3-lb pails 11

Department 6.

CANNED FRUITS AND CANNED VEGETABLES.

8 lb. Extras	2½ lb. Extra	2½ lb. Extra Standards	2½ lb. Standards	2½ Second	2½ Water	2½ Pie	KIND	Gallons Extras 3 lb Grade	Gallons Extra 2½ lb. Grade	Gallons Extra Standard	Gallon Standard	Gallon Water	Gallon Pie
2 25	1 65	1 40	1 30	1 15	1 05	1 05	Apples	....	....	4 00	3 50	....	2 65
2 50	....	1 35	1 25	1 10	1 00	1 00	Apricots	5 75	5 00	4 50	....	2 75	2 40
....	....	....	....	....	....	....	" peeled	....	....	....	....	....	....
....	....	....	....	....	....	....	" sliced	....	....	....	....	....	....
....	....	....	....	....	....	....	Assorted	....	....	....	....	....	....
2 25	1 70	1 45	1 35	1 20	..	....	Blackberries	....	....	4 25	4 00	3 75	3 40
....	2 20	1 90	1 75	....	....	....	Cherries (Royal Anne)	....	....	....	....	....	....
....	2 10	1 75	1 60	....	....	....	Cherries (White)	....	....	....	....	....	3 65
2 80	1 90	1 75	1 60	....	....	....	Cherries (Black)	....	....	5 25	4 60	....	3 65
2 00	1 35	1 20	1 10	95	90	90	Grapes (White Muscat)	....	....	3 50	3 10	2 50	2 25
....	1 60	..	1 25	1 10	..	....	Nectarines	....	....	....	....	....	....
2 65	....	....	....	....	....	....	Peaches (Yellow)	6 50	5 25	4 60	4 25	....	....
2 75	....	....	....	....	....	....	Peaches (Lemon Cling)	7 75	7 00	....	5 00	....	....
2 75	....	....	....	1 40	....	....	Peaches (Lemon Cling Sliced)	7 75	7 00	5 75	5 00	....	....
....	....	....	....	....	....	....	Peaches (White Heath)	....	....	5 25	4 75	....	....
2 65	....	....	1 55	....	....	....	Peaches (White Heath Sliced)	....	....	....	....	....	....
2 75	2 00	1 70	1 60	1 35	....	1 00 } 1 05 pld	Pears (Bartlett)	7 00	6 25	5 25	4 75	3 75	2 40 pld 2 15 unpl
2 10	1 45	1 20	1 10	95	90	90	Plums (Green Gage)	5 00	4 25	3 50	3 25	2 55	2 30
2 10	1 45	1 20	1 10	95	90	90	Plums (Egg)	5 00	4 25	3 50	3 25	2 55	2 30
2 10	1 45	1 20	1 10	95	90	90	Plums (Gold Drop)	5 00	4 25	3 50	3 25	2 55	2 30
2 15	1 50	1 25	1 15	1 05	95	95	Plums (Damson)	....	....	....	....	....	....
....	2 00	2 35	2 10	1 95	....	....	Raspberries	....	....	....	....	....	....
....	2 10	1 85	1 70	1 45	....	....	Strawberries	....	....	....	....	....	....
....	....	....	....	....	....	....	....	....	....	....	....	....	....
....	....	....	....	....	....	....	....	....	....	....	....	....	....

Department 7.

PROVISIONS.

Hams.

Eastern Standard, 17/19	.18½
Eastern Standard, 15/16	.13½
Eastern Standard, 12/14	.13¾
Eastern Standard, 10/12	.13¼
Eastern Fancy	.14½
Local cure, all averages	.11¼ .12½
Picnic Hams	.9¾

Boiled Hams.

Skin on	.18
Skin off	.20

Breakfast Bacon.

Eastern Standard, 6/8	.15½
Eastern Standard, 8/10	.15
Eastern Standard, 10/12	.14¼
Eastern Fancy	.16½
Local cure	.14 .15½

English Cured Bacon.

Eastern cure, 8-10	.14½
Eastern cure, 10/12	.14

Dry Salt Bacon.

Clear medium Bacon	.11
Clear light medium	.11
Clear Lt. med. select	.11½
Light Belly	.13
Extra light Belly	.13¼
Bacon Backs	.10¾
Bacon Bellies	.12½

Dry Salt Meats.

Sides	.10¾
Bellies	.11½
Backs	.10½
Fat Backs	.10½

Barreled Pork.

	Bbls.	½-bbls.
Spare Ribs	$	
Family Pork	14.50	7.50
Clear Pork	19.00	9.75
Pig Pork	22.50	11.50

Barreled Beef.

Mess Beef	11.50	6.00
Extra Mess Beef	11.50	6.00
Family Beef	11.50	6.00
Extra Family Beef	12.00	6 25
Beef Tongues	25.00	13.00

Pigs Feet.

Tierces, about 300 lb.	$18.00
Barrels, about 200 lbs.	13.50
½ barrels, about 80 lbs.	5.00
Kegs, about 25 lbs.	2.10
Kits, about 15 lbs.	1.25

Honey Comb Tripe.

Tierces, about 300 lbs.	$17.00
Barrels, about 200 lbs	13.00
½ barrel, about 80 lbs.	5.00
Kegs, about 25 lbs.	2.10
Kits, about 15 lbs.	1.25

Sausages.

	Per lb.
Braunschweiger	17
Italian Salami	23
D'Arles	22
Mortadella	24
Bologna	8½
Frankfurters	8½
Garlic Sausage	9
Liver Sausage	8½
Pork Sausage	8½
Head Cheese	8½
Tongue Sausage	8½

Pure Leaf Lard.

Tierces, about 350 lbs net	9¾
½-bbls. about 100 lbs net	10
80-lb. Wood Tubs, 80-lbs. net	9⅞
60-lb. Wood Tubs, 60 lbs. net	9⅞
20-lb. Wood Pails, 20-lbs. net	10⅜
50-lb. Cans, 1 to a case	10
20-lb. Cans, 4 to a case	10⅛
10-lb Cans, 6 to a case	10¼
5-lb. Cans, 12 to a case	10⅜
3-lb. Cans, 20 to a case	10¾

Compound Lard.

Tierces, about 350 lbs, net	6
½-bbls., about 100 lbs. net	6¼
80-lb. Wood Tubs, 80 lbs. net	6⅛
60-lb. Wood Tubs, 60 lbs. net	6⅛
20-lb. Wood Tubs, 20 lbs. net	6⅜
50-lb. cans, 1 to a case	6¼
50-lb. cans, 2 to a case	6¼
20-lb. cans, 4 to a case	6⅜
10-lb. cans, 6 to a case	6¾
5-lb. cans, 12 to a case	6⅞
3-lb. cans, 20 to a case	7

ANCHOR PACKING CO.
140 Eighth St., S. F., Cal.
PORK PACKERS AND PROVISION DEALERS.
Boilers of Kingan and Anchor Hams.
SAUSAGES, COOKED MEATS, TONGUE

Hams, Kingan, boneless boiled	18c
" Anchor, "	17c
Bacon (special)	16c
Lard, 55	9¾c
" 20	10c
" 10	10c
" 5	10¼c
" 3	10¾c

Please note that our hams are all hand tied.



H. M. WOLTER & BRO.
Dealers in
...Boneless Boiled Hams...
GROCERS
PRONOUNCE
THEM THE BEST.
103 12th St. Tel., Mint 1763
KINGAN 20
CUDAHY "REX".....19

HEINEMAN & STERN
916 Larkin Street

	Lbs.
Garlic Sausage,	
Ring	"
Bologna	"
Frankfurter	"
Rolljuda	"
Smoked Beef	"
Pickled Meat	"
Headcheese	"
Tongues	Doz.
Dried Beef	Lbs.
Smoked Mutton,	"

Prices quoted on application by telephone or letter

COLUMN 11.

COLUMN 12.

Department 8

CANNED MEATS

ALL PRICES ARE PER DOZEN	No ½ Tins 4 Doz. in Case	No ½ 2 Doz. Tins in Case	No. 1 Tins 2 Doz. in Case	No. 2 Tins, 1 or 2 D z in Case	No. 6 Tins 1 Doz. in Case	No. 14 Tins ½ Doz. in Case	No. 1 Tins 1 Doz. in Case
Corned Beef			1 30	2 30	8 25	18 25	
Roast Beef			1 35	2 40	8 25		
Roast Ribs of Beef, Boneless			1 40	2 50			
Roast Mutton				2 70			
Brisket Beef			1 40	2 50			
Boiled Beef			1 35	2 40	8 25		
Chipped Beef		1 20	2 10		17 50		
Sliced Beef, in tins		1 40	2 50				
Sliced Beef, in glass		1 45	2 75				2 75
Brawn			1 40	2 45	8 25		
Compressed Ham			1 50	2 75			
Lunch Tongue		1 90	3 25	6 50			
Lambs Tongue		1 70	2 95				
Sliced Ham			3 70	6 40			2 80
Sliced Bacon							
Sliced Bacon in Glass							
Deviled Ham	40		80				
Potted Ham	40		80				
Potted Ox Tongue	40		80				
Potted Chicken	90		80				
Potted Turkey	90	1 60					
Deviled Chicken	90	1 60					
Deviled Turkey	90	1 60					
Boneless Chicken		1 60					
Boneless Turkey		3 40	6 55				
Veal Loaf		3 40	6 55				
Ham Loaf		1 10	2 10				
Beef Loaf		1 10	2 10				
Chicken Loaf		1 10	2 10				
Chicken Pate and Ham		1 60	2 75				
Chili Con-Carne		1 10					
Beefsteak and Onions			1 40				
Hamburger Steak with Onions			1 60				
Frankfurter Bratwurst		1 95	2 00				
Sweetbreads			2 00				
Vienna Sausage			2 40				
Oxford Sausage		90	1 55				
Bologna Sausage			2 45				
Vienna Sausage and Kraut			2 25				
Corned Beef Hash			1 20				
Lunch Sausage		1 10	1 50				
Ox Tongue, whole		90		No½	No 2	No2½	No. 3
Minced Collops				6 50	7 50	9 50	12 00
Tripe				2 45			
Pork Sausage				1 75			
Stewed Kidneys		1 05		2 50			
Pork and Beans, Plain			90	1 40			1 85
Pork and Beans, with tom. sc'e			95	1 45			1 90

Department 9.

FISH AND CHEESE.

Russian Caviar.

	Per doz
1-lb cans, 2 doz in case	$13 00
½-lb cans, 2 doz in case	6 75
¼-lb cans, 3 doz in case	3 65
⅛-lb cans, 6 doz in case	2 00
White Label Brand	none

CHEESE.

Foreign and Domestic.

New York State Factory	18
Cheddars, October make	
Twins, "	19
Calif. State factory flats	12 14½
Calif. State factory Young Americans	13½ 15½
Limburger, Eastern, ℔ lb	18 19
Swiss, imported, ℔ lb	25½
Roquefort, ℔ lb	38
Gouda, ℔ lb	27
Pineapples, Eastern, 6 in cs, ℔ case	$8 35
Pineapple, Eastern, 6 in cs, small	2.35
Holland or Edam, medium, plain, per doz	$ 8.50 9.00
Holland or Edam, medium, in bladders, per doz	9.50 11 00
Holland or Edam, large, plain, per doz	10.50 12 00
Holland or Edam, large, in bladders, per doz	10.50 12.00

Fancy.

Camembert Brie, Roquefort, and Gorgonzola, jars	3 00
Parmesan C & B, sml bot, doz	3.00
Parmesan C & B, lge bot, doz	5.00

Bayle's.

	Small ½-lb.	1-lb.	2½-lb	5 lb
Deviled Cheese	...$1.00	$2 25	$4 00	$ 500 $9.00
After Dinner Cheese	$1 00	2.40	4.00	4 50 7.50
Roquefort Cheese	$1.00	2.40	4.00	4.50 7.50

SALT FISH.

Pacific Codfish.

Bndles, 50 lbs each, per lb	5¾
Cs, selected, 100 lbs ea, pr lb	6
Boneless, 30-lb boxes, per lb	7½
Boneless Strips, 40lb bxs, pr lb	7¾
Boneless Blocks, 40lb bxs, p lb	7½
Boneless Tablets, 36 bxs, pr lb	8
Boneless Middles, 60 bxs, pr lb	10½
Boneless Middles, extra, 60-lb boxes, per lb	10½

Eastern Codfish.

Gen Georges, 5 fish to cs	$10.00
Gen. Georges, 12 fish to cs	9.00
Geo. Cur. Cod, 16, 18 fish to case	8 50
Geo. Cur. Cod, 40 fish to cs	8 00
Gen. Geo. Middles, 60 fish.	13½
Gen. Geo. Tablets, 36 fish.	11½
Gen. Geo. Blocks, 40 fish..	11½

Shredded Codfish.

Codfish, Beardsley's shredded, 2 doz. in case 1.00

Norwegian Mackerel.

Bloater, 200-lb. bbl., 120-130 fish	48.00
Bloater, 100-lb. ½ bbl., 60-65 fish	25.00
No. 1, 200-lb. bbl., 150-160 fish	38.00
No. 1, 100-lb. ½ bbl., 75-80 fish	20.00
No. 2, 200-lb. bbl., 220-240 fish	30.00
No. 2, 100-lb. ½ bbl., 110-120 fish	16.00
No. 3, 200-lb. bbl., 300-350 fish	26.00
No. 3, 100-lb. ½ bbl., 150- 175 fish	14.00

Irish Mackerel.

No. 1, 200-lb. bbl., 200-220 fish	none
No. 1, 80-lb. ½ bbl., 80-90 fish	none
No. 2, 200-lb. bbl., 325-350 fish	19.00
No. 2, 80-lb. ½ bbl., 130-140 fish	8.50
No. 2, 200-lb. bbl., 475-500 fish	18.00
No. 2, 80-lb. ½ bbl., 180-190 fish	8.50
No. 1, 10-lb kits, 15-16 fish	1.35
No. 2, 10-lb. kits, 20-22 fish	1.20

American Bloaters.

Shore Bloaters, 200-lb. bbl., 115-120 fish	27.00
Shore Bloaters, 80-lb. ½ bbl., 45-50 fish	11.50
Extra No. 1, 200-lb. bbl., 120-130 fish	26.00
Extra No. 1, 80-lb. ½ bbl., 50-55 fish	11.00
No. 1, 200-lb. bbl., 140-150 fish	none
No. 1, 80-lb. ½ bbl., 60-65 fish	none
No. 2, 200-lb. bbl., 130-140 fish	28.50
No. 2, 80-lb. ½ bbl., 55-60 fish	11.00
No. 2, 200-lb. bbl., 140-160 fish	none
No. 2, 80-lb. ½ bbl., 60-65 fish	none
No. 2, 200-lb. bbl., 160-180 fish	none
No. 2, 80-lb. ½ bbl., 70-80 fish	none
No. 2, 200-lb. bbl., 180-200 fish	none
No. 2, 80-lb. ½ bbl., 80-90 fish	none

In Kits.

Extra Mess, 7 to 8 fish, each	$2.00
No. 1, kits, 8-9 fish or 15-17 fish	1.50-1.35
No. 2, kits, 8 9 or 20-22 fish	1.25

Salmon.

King, bbls	$ 12 00
Oregon Silversides, bbls	9 00
Alaska Red, bbls	10 50
Alaska Red, ½-bbls, 100 lbs	6 25
Alaska Red, kits	1.00
Bellies, bbls	8 50 10.00
Bellies, ½-bbls, 100 lbs.	4 75 6 00
Tongues and Sounds, kits, 10lb	1 25
Tongues and Sounds, ½-bbls.	9 00

COLUMN 13.

New Herring.

Holland, ex. selctd mxd bbls.	$16 00
Holland, ex. selctd mxd ½-bbl	8 50
Holland, ex. selctd mxd, keg.	1 00
Holland, cheaper grade	80
Holland, cheap. gr., mxd, bbls	14 00
Holland, chp. gr., mxd, ½-bbl	7.50
Holland, ex. selct Milchner, bbl	none
Holland, ex. selct Milchner, ½-bbl	none
Holland, ex. selct Milchner, keg	1.20
Holland, cheaper grade	.90
Holland, cheaper grade, bbls.	16.00
Holland, cheaper grade, ½-bbl	8.50
Labrador Split, 100 fish	5 25
Labrador, round, 160 fish	4 75
Pacific, ½-bbl	2.25

SMOKED FISH.

Bloaters, Grim., 100 in box	$3.50
do. do. 50 in box	1.50
Bloaters, Cromarty	2.50
Yarmouth, 100 in box	
Halibut, chunks	12½
Herring, in boxes, Eastern	22½
Herring, in boxes, Washington	17½
Herring, boneless, Beardsley's tins, doz	$1.50
Herring, boneless, Beardsley's small, doz	1.00
Herring, Beardsley's Boneless, vacuum tumblers, 2 doz. in case	1.95
Finnan Haddies	2.25
Moir's Selected Red Herrings, 100s	2.25
Moir's Selected Red Herrings, 50s	1.25
Salmon, per lb	10 20

POTTED FISH.

	Per doz
Potted Crab	$1.85
Kipper Paste	1.00
Anchovy and Bloater Paste, plain pots	2.30
Ditto, fancy pots	4.75
Yarmouth Bloater Paste	75
Ditto, fancy pots	4.75
Kippered Herrings	1 90
Kippered Herrings, Moirs	1.95

CANNED FISH.

	Doz.
Anchovies, in oil, 2 doz. ½ pts., in glass, doz	4.00
Anchovies 2 doz. ¼ pts., doz	3 00
Bloaters, Yarmouth C. & B. doz	4.50
Codfish Balls, 2-lb tins, per doz	2.25
Eels, Hamburg, in jelly, 1-lb tins	2.00
Eels, smoked, 1-lb, ℔ doz	2.50
Finnan Haddies, 2-lb oval	2.25
Finnan Haddies, 1-lb, round, ℔ doz	2.00
Sardelles, imported, 1-lb tins	3.00
Sardelles, imported, in glass	3.00
Sardelles, domestic, 1-lb glass	2.25
Sardelles, Ankers, ⅛ keg	3 00

Mackerel.

1-lb tins, 50 in a case.
2-lb tins, 2 doz. in a case.

Gold Label, 1-lb tins	1.50
P. & W., 2-lb soused	2.75
P. & W., 2-lb, mustard	2.75
P. & W., 2-lb, tomato	2.75
Underwood, 2-lb, soused	2.85
Underwood, 2-lb, tomato	2.85
Underwood, 2-lb mustard	2.85
Los Angeles, 2-lb, soused	2.55
Los Angeles, 2-lb, tomato	2.55
Los Angeles, 2-lb, mustard	2.55
Mt. Desert, 2-lb, soused	2.25
Mt. Desert, 2-lb, tomato	2.25
Mt. Desert, 1-lb, soused	1.35
Blueback, 1-lb, fresh	1.10

"Sunset" Mackerel.

Soused, 18 oz. tins, 4 doz. in case, dozen	$1.75
Tomato, 18 oz. tins, 4 doz. in case, dozen	1.75
Mustard, 18 oz. tins, 4 doz. in case, dozen	1.75

1311-1315 Pacific Street.

Mackerel in Oil.

Bezier's	3.00 4.00
Lemarchand	5.00 7.00

Booth's Crescent Mackerel.



(Soused, Tomato and Mustard.)

1's, 4 doz. to case, per doz	1.80
2's, 2 doz. to case	2.50

Salmon.

Alaska Red, 1lb tins, doz	1 20
Alaska Red, 2lb tins, doz.	1 60
Alaska Pink, 1lb tins, doz	80
Alaska Pink, 2lb tins, doz	1.60
Alaska Flats, 1lb tins, doz.	1 40
Oregon Red, 1lb tins, doz.	1 00
Oregon Red, 2lb tins, doz.	1.65
Oregon Pink, 1lb tins, doz	80
Oregon Pink, 2lb tins, doz	1.60
Oregon Flats, 1lb tins, doz.	1.00 1.60
Columbia River, 1lb talls.	1.60
Columbia River, 1lb flats.	1.75

French Sardines.

⅛s, according to quality and size of tin, p. cas	9.50 12.50
¼s, according to quality and size of tin, p. case	19.00 20.00

COLUMN 14.

American Sardines.

Packed 3 1-3 doz in a case.
¾s 50 tins in case.

American ⅛s in oil, per case	$3 50
American ⅛s in oil, 5-case lots	3 35
American ⅛s in oil, per doz	.50
American ⅛s in mustard, doz.	.60
American ⅛s in mustard, case	4 00
American ¾s in mustard, doz.	.90
American ¾s in mustard, case	3 00

Sprats.

Piloto	6.75 7.00
Menhle	6.75 7.00

SHELL FISH

Abalones.

4 doz in cs, with shells, cs.. 6.00

Clams and Clam Juice.

	doz.
Doxsee Clams, 1-lb. tins	$1.65
Doxsee Clams, 2-lb. tins	2.65
Doxsee Clam Juice, 1-lb. tins	.90
Doxsee Clam Juice, 2-lb. tins	1.60
B & M Lunch Clams, flat tins	1.37½
Underwood Clams, 1-lb. tins	1.05
Underwood Clams, 2-lb. tins	1.60
P. & W. Clams, 1-lb. tins	1.00
P. & W. Clams, 2 lb. tins	1.50
Oxford Clams, 1-lb. tins	1.10
Oxford Clams, 2-lb. tins	1.50
P. & W. Clam Chowder	2.10
Burnham's Clam Bouillon, qts	00
Burnham's Clam Bouillon, pts	4 50
Burnham's Clam Bouillon, ½ pints	2.40

Lobsters.

	Doz.
1-lb. tins, 4 doz. in case.	
Red Jackets, flats	2.85
Deep Sea Picnics	2.40
Triumph Talls	2.60

Oysters.

Oysters, Selects, 12 oz	$1.60
Oysters, Selects, 6 oz	3.25
Oysters, Standard, 10 oz	2.00
Oysters, Standard, 5 oz	1.10
Oysters, Standard, 8 oz	1.70
Oysters, Standard, 4 oz	.90

Shrimps.

Shrimps, pickled, 1-lb. tins	$1.10
Shrimps in Tomato Sauce, 1-lb. flats	1.25
Dunbar's Picnics, 4 doz in cs	1.25
Dunbar's 1½-lb., 2 doz in cs	2.25
Pickled Shrimps, 1-lb., 4 doz in case	1 20

Department 10.

LAUNDRY MATERIALS.

Ammonia.

GREER'S WASHING AMMONIA

First grade absolutely pure. 180 Beaume Strength.

Pints (2 doz. to case)	$1 55 per doz.
Quarts (1 doz. to case)	2 55 " "
½ Gals (½ doz. to case)	4 25 " "

WASHING AMMONIA
Standard Grade.

Pts., 2 doz. to case, per doz	$ .75
Quarts, 2 " " "	1 25

GREER'S TOILET AMMONIA
Lavender and Violet.

Pints (2 doz to case)	$2 50 per doz.



Parson's Household Ammonia

	per doz.
½ gals., 1 doz. in case	$4 50
Quarts, 1 doz. "	2 65
Pints, 2 doz. "	1 75
Dime size 3 doz. in case, per case	2 95

Bluing.



Liquid Laundry Bluing.

Scott & Gilbert Co. Mfgrs., 302 Davis St

	doz.
SUNSET	
¼ pints, 3 doz case	40
½ pints, 3 doz case	60
Pints, 2 doz. in case	75
Quarts, 2 doz. cs.	1 45

Bluing, ball.

Mikado, ⅛'s, 100-lb case, lb	20
Mikado, ¼'s, 100-lb case, lb	22
Nuremberg, A, ⅛'s, ℔ lb	33
Do A, D, ⅛'s, ℔ lb	26
Do A, C, R, ⅛'s, ℔ lb	21
Washerwoman, ⅛'s, ℔ lb	12
Do ¼'s, ℔ lb	14
German Ultramarine ⅛s, ℔ lb	12
Do ¼'s, ℔ lb	14
Deschamp's French, 1's, ℔ lb	28
Do ½'s, ℔ lb	29
Gold Medal, qt, ℔ doz	1.25
Do pt, ℔ doz	1.00
Do ½-pt, ℔ doz	75
Do ¼-pt, ℔ doz	45
Do China Label, qt, ℔ doz	1.25
Greer's, 1 dz qts. & doz	2.25
2's, 2 doz. to cs	2.50
Do 2 doz. pts, ℔ doz	1.44
Do 3 doz. ½ pts, ℔ doz	90
Pacific, 1 doz. qts, ℔ doz	1.10
do, 2 doz., qts & doz	.80
Do 3 doz. ½ pts, ℔ doz	45

COLUMN 15.



PURE FOOD PACKING COMPANY.

1533 Mission Street.

Salter's "Purity" Brand

Bluing,

Pts. doz	.75
½pts "	.45

Ammonia,

Qts. doz	75
Pts. "	45

Borax.

20-Mule Team, powdered 1's, cs. of 2 doz	$2 25
20-Mule Team, powdered 12-oz. cs. of 4 doz	3 60
20-Mule Team, powdered ¼'s, cs. of 8 doz	3 84

(Less 5 per cent. in 5 case lots; 10 per cent. in 10 case lots).

Cartons, 1's, 2 doz. in box	.09
Lump, 25 lb. in box	.08
Powdered, 25 lb in box	.08½

Chloride of Lime.

Brookman's, 1's, ℔ lb	7¼ 7½
Do ½'s, ℔ lb	8½ 9
Salte 's Purity Brand, ex qual. doz	.85

Lye.

Big Bonanza Lye

Case of 48-1 lb tins	3.30
5 case lots	3.25

Star Scrubbing Lye

48-½ lb tins, per case	1.75
5 case lots	1.70
Merry War, 4 doz in case	3.00
Merry Nickel, 4 doz to case	1.75
Eagle Lye, 4 doz. in case	3.60
Do 3-case lots	3.50
Do 5-case lots	3.40
Tomson's Red Seal, 4 dz. to cs	1.00
Do 5-lb, 12 5s to case	4.50
American, 4 doz in case	3.25
Do in 5-case lots	3.00
Babbitt's Lye, 4 doz in case	3.25
Do in 5-case lots	3.00



BANNER LYE

Cs., 4 doz	$4.00
Cs., 2 doz	2.00

SPECIAL FREE DEAL

LIMITED

Freight Paid to Country Points

5 Case lots, per case	$4.35
One additional case free	
Net cost	3.64
3 Case lots, per case	4.25
One additional case free	
Net Cost	3.64

Sal Soda.

California, sks	.95-1.00
California, bbls	1.00-1.05

Department 11

STARCHES.

Corn Starch.

Log Cabin, 40 1s, per pkg	4
Liberty, 40 1s, per pkg	5½
Duryea's, 40 1s, per pkg	7½
Niagara, 5-box lots, pkg	5½
Niagara, 40 1s	5½
Kingsford's, 40 1s, pkg	7¾
Lily Corn, 40 1s, per pkg	5½
Lily Corn, 5-box lots	5½
Lily Corn, 20 1s, per pkg	5½
Sioux City, 40 1s, per pkg	5½
Sioux City, 5-box lots, pkg	5½
None Such, 40 1s, per pkg	5½

Laundry Staroh.

Elastic Starch, 64/1's, per box	5 00
Celluloid, 64/1's, per box	5 00
Best Gloss, 48/1's, per lb	5½
Liberty Gloss, 48/1's, per lb	5¼
Liberty Gloss, 16/3's, per lb	5½
Best, 12/6's, per lb	5½
Standard, bulk 40-lb. boxes	5½
Sioux Gloss, 48/1's	5½
Sioux Gloss, 3's, 16 in box	5½
Kingsford's S. G., 1's, 40-lb. bx	8½
Kingsford's S. G. 6's, 12 in crate	8½
Kingsford's Pure, 1's, 40-lb. bxs	7½
Duryea's S. G., 1's, 40-lb. bxs	8
Duryea's S. G. 6's, 12 in crate	8½
Duryea's Superior, 1's, 40-lb. bx	7½
Niagara Gloss, 1's, 40-lb. bx	5½
Niagara Gloss, 6's, 12 in crate	6½
Niagara Gloss, bulk, 50-lb. bxs	4½
Lily Gloss, 1's, 48-lb. box	5½
Lily Gloss, 6's, 12 in case	6¼
Lily Gloss, 3's, 16 in case	5¾
None Such, 1s, 48-lb. boxes	5½
None Such, 6s, 12 to crate	6
None Such, bulk, 50 lb box	4½

COLUMN 16.

Department 12

Soaps and Washing Powder

Western Star Soap

WHITE PETROLEUM BLEACHING.

100 bars per case $4.10

LASCO KOLD WATA NAPTHOL.

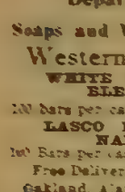
100 Bars per case $4.00

Free Delivery in San Francisco Oakland, Alameda and Berkeley

manufactured by

Los Angeles Soap Co.

San Francisco Office, 115 Davis St. Telephone Grant 110.



THE BEAVER SOAP CO., Dayton, Ohio.

Grandpa's Wonder Soap.

100 cakes 4-oz $3.60
50 cakes 4-oz 3.50

Powdered Soap.

Grandma's Borax, 24 3-lb. per case $4.00
Grandma's Borax, 50 12-oz per case 2 40

Peet Bros.

Silk Soap	3.00
Ammonia Benzoline	3.90
Cocoa Borax	4.10
Crystal White	3.90
Lily White (Floating)	4.00

Standard Soap Co.

Top Notch, 100, 10-oz	$3.50
Sunburst, 100 12-oz	3.75
Yellowstone, 100 14-oz	3.75
Marigold, 100 16-oz	3.90
Thomas' Cool Water, 100 13-oz	4.00
Thomas' Cool Water, 20 13-oz	.85
Milo, 100 4-oz., 100 cartons	6.50
Magno "Floating Borax," 100 10-oz	4.00
Gold Medal Borax, 100 10-oz	5.50
Gold Medal Borax, 20 10-oz	1.15
Purity, "Floating," 5c size	3.90
Purity, "Floating," 10c size	6.25
Purity, "Floating," 10c size, 20	1.30
Electric Mineral, 100 16-oz	5.50
Electric Mineral, 20 16-oz	1.15
Peerless Kitchen, 100 10-oz	3.00
Peerless Kitchen, 20 10-oz	.65

Miscellaneos.

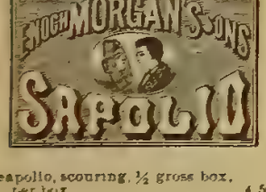
Fels Naptha, 100 14-oz	4.50
Hot or Cold, 100 10-oz	4.00
Life Buoy, 100	4.00
Mikado, 100 14-oz	4.00
Mikado, 20 14-oz	90
Lenox, 100	3.00
Lenox, 20	.75
Ivory, 100 10-oz	7.00
Fairbanks Clairette, 100	3.35
Fairbanks' Santa Claus, 100	2.85
Fairbanks' Copco, 100	3.90
Fairbanks' Fairy Oval, 100	3.90
Grandpa's Wonder, large, 50	3.50
Grandpa's Wonder, small, 100	3 60
Peets' Pine Tar, 50	1.90
Peets' Pine Tar, 100	3.75
Babbitt's, 100	4.10
Jergins Pumice, 50 small	1.75
Jergins Pumice, 50 large	3.00
Uncle Sam's Tar, 100 small	3.50
Uncle Sam's Tar, 50 large	3.40
Stryker's Kitchen Soap, 100s	3.50
Stryker's Kitchen Soap, 20s	.75
Pearl, 100, large	4.00

Castile Soap.

La Lune White Castile, lb	7¾
White, Virgin, per lb	7¾
White, Conti	14 15
Mottled, Imported, per lb.	6½ 7
Clover Leaf White	13
La Boulon	7½

Scouring Soaps.

Bon Ami, 3 doz to cs, pr cs ... 2 50



Sapollo, scouring, ½ gross box, per box 4 50
Sapollo, hand, ½ gross box, per box 4 50

WASHING POWDERS.

Gold Dust, 24 7's, per case	4.50
Gold Dust, 100/10-oz	4 50
Lavarine, 36 1-lb, per case	2.00
Lavarine, 100, 5c pkgs	2 50
Pearline, 36 1-lb. pkg	3.10
Pearline, 100 5-oz pkgs	2 75
Soapeine, 20 3-lb pgs	2 60
Soapeine, 50 1-lb pkgs	2.25
Soapeine, 100 ½-lb. pkgs	2.60
Babbitt's 1776 6-oz	2 85
Kleeno 72/5's	4.50
Kleeno, 24/7	4.25
Kleeno, 100/1½'s	2 75
Grandma's Borax, powdered 24 3s	4 00
do, 50, 2½s	2 40

COLUMN 17.

Department 13

OILS, PAINTS, ETC.

Coal Oil.

Water white, coal, bulk	12½
Pearl, cases, 25's	18
Astral, cases, 25's	18
Star, cases, 25's	18
Ex. Star, cases, 25's	21
Elaine, cases, 25's	26

Gasoline and Benzine.

86° Gasoline, bulk, 25 cases	31
74° Gasoline, bulk 16 cases	22½
63° Benzine, bulk, 13 cases	19½

Turpentine.

Strictly Pure, cases, 2-5's	81
Do drums or iron bbls.	75

Linseed Oil.

Strictly pure, raw, bbls	gal 56
Do. boiled, in bbls	gal 58
Do. raw, cs, 2-5's	gal 61
Do. boiled, cs, 2-5's	gal 63

Castor Oil.

Baker's AA, cs, 2-5's	1.16
Pure, No. 2, cs, 2-5's	1.05
No. 1, cs, 2-5's	.70

Lard Oil.

Strictly pure, bbls., 75 cs	80
Sup. Win., str., bbls. 65 cs	70
No. 1, bbls. 55 cs	60

Neatsfoot Oil.

Cooper's bbls, 75 cs	80
Extra, bbls. 62½ cases	67½
No. 1, bbls, 57½ cases	62½

Lubricating Oils.

Star Cylinder Oil, bbls, 60 cs	.65
Columbia Cyl. Oil, bbls, 40 cs	.45
Gem Cyl. Oil, bbls, 80 cs	.90
Ruby Cyl. Oil, bbls, 50 cs	.60
Star Engine Oil, bbls, 50 cs	.55
Columbia Eng. Oil, bbls, 30 cs	.35
Paragon Eng. Oil, bbls, 45 cs	.55
Red Eng. Oil, bbls, 27 cs	.32
Star Mach. Oil, bbls, 30 cs	.35
Star Dynamo Oil, bbls, 50 cs	.55
Star Spindle Oil, bbls, 40 cs	.45
Star Sep'tor Oil, bbls, 50 cs	.55
Favorite Sep'tor Oil, bbls, 25 cs	.30

Miscellaneous Oils.

Union Salad Oil	.45 50
Globe Salad Oil	.45 50
Pure Sperm Oil	.75 80
No. 1 Polar	.50 55
China Nut oil, ord'ry	62½
China Nut oil, No. 1	.80

WHITE LEAD.

Pioneer, in kegs 7 7¾

DRY PAINTS.

Eng. Paris White, bbls.	1.35	1.60
Whiting, bbls	1.00	1.15
Kalsomine, bbls		1¼
Prince's Min'l B'wn, bbls		1.65
Yellow Ochre, bbls		1½
Eng. Ven. Red, bbls		1.50

Department 14

FARINACEOUS GOODS.

Flours.

GLOBE MILLS,

Cor. Chestnut and Montgomery

California Selected Wheat,

Barrel

* "Banquet" (fancy patent) ..$5.05
** "Silver Star" (patent) 4.60
XXX 4.30
Mariposa 4.30

Blended Wheat,

*"Al" Family 5.15
"Al" Bakers' 5.05

Entire Eastern Wheat.

Globe, Bakers' .....

(½ bbls. 10 cents per bbl. higher.)

*"Al" must be retailed for not less than $1.40 per ¼ sack.
**"Banquet" must be retailed for not less than $1.35 per ¼ sack.
***"Silver Star" must be retailed for not less than $1.25 per sack.

FLOURS.

Allen's Boston Brown Bread Flour, 24 pkgs, per case	3.60
Allen's Flour, 10 10-lb bags, per bag	4.50
Cal. Family	$5.05 $5.10
Cal. Bakers', extra	4.80 4.90
Buckwheat, 10-lb sks, per 100 lbs	$4.50
Self Rising Buckwheat, 10-lb sks, per 100 lbs	6.00
Graham, 10-lb sks, per 100 lbs	3 25
Rice, 10-lb sks, per 100 lbs	8.00
Rye, 10-lb sks, per 100 lbs	3.75
Whole Wheat, 10-lb sks, per 100 lbs	3 50

Meals.

Yellow Corn, 10-lb sks, 100 lb	$2.50
White Corn, 10-lb. sks, 100 lb.	2.50
Ex. Cream Yellow, 10-lb. sks, per 100 lbs.	3.75
Ex. Cream White, 10-lb sks, per 100 lbs.	3.75
Oat Meal, 10-lb. sks, pr 100 lbs	4.25
Steel-Cut Oat, 10-lb sks, per 100 lbs	4.50

Pearled Cereals.

Pearl Barley	$6 00
Pearl Wheat, 150-lb bbls	4.40

Rice.

Choice Seed Japan	$0.0	3¾
Good Seed Japan		03¼
Fair Seed Japan		.03
Fancy Head Rice	5 1-5	.06
Long Grain Rice	.01	.05
China No. 1	.5	6
China No. 2	.4	4½

COLUMN 18.

Rolled Cereals.

Rolled Oats, 7s and 10s, pr 100 lbs	4 50
Ex. Crm Rld Ots. 180-lb, bbl	$7.50
Ex Crm Rld Ots, 180-lb, 90-lb sks	7.00
Prld Reld Wheat, 150-lb, bbls.	4 40
Dr. Price's Food, pee case	4.00

5-case lots, $3.85

Sago and Tapioca.

Sago, original sacks, lb	02½ .03
Sago, 48/1's, per doz	.70
Instantaneous Tapioca, 50/1's, per case	5.00
Instantaneous Tapioca, 36 to case	2.70
Tapioca, Flake	.03
Tapioca, repacked, per lb	.04⅝
One Minute Tapioca, 36 to cs	2.75
Arrowroot, Taylor's Bermuda, 12-lb box, 1, ½ and ¼ lb pkgs, per lb	32½

Miscellaneous.

Greats Oat, 10-lb sacks, 100 lbs	$4.50
Greats Buckwheat, 10-lb sks, 100 lbs	10.00
Hominy, lgs, 10-lb sks, 100 lb.	3.75
Hominy, sml, 10-lb sks, 100 lbs	4.00
Split Peas (yel.) 25 and 50-lb boxes, 100 lbs	5.50
Split Peas (grn.) 25 and 50-lb boxes, 100 lbs	5.50
German Lentils, per lb	.05½
Cracked Wheat, per 100 lbs	3.75
Farena, per 100 lbs	4.50
Pearl Grits, per 100 lbs	4.25
Capitol Mills Pearled Hominy, bbls.	8.00
Capitol Mills Gran. Hominy, bbls.	8.50
Capitol Mills New Process B. W. Flour, bbl	9.00
Capitol Mills Steel Cut Oat Meal, bbl.	8.50

Breakfast Foods.

Capit'l Mills R'll'd Oats, 36/2's	3.60
Grape Nuts, 1 & 3 doz, pr doz	1.40
Breakfast Gem, case 3 doz	3.00
Wheatine, 36/2's, pr cs	3.75
Germea, 20 4-lb pkgs, pr cs	4.00
Germea, 24 2-lb pkgs, per case	3 10
H-O Buckwheat, 2 doz 3-lb pkgs, per case	3.75
H.-O. Pancake Flour, case	3.90
H.-O. Oats, 24/2's, per case	3.15
Cream of Wheat, 36/2's	5.25
Crespo, 36/2's	2.75
Malta Vita, 36, 2s, cs	4.50
Our Mothers' Mush, 36 to cs	3.35
Twin Brothers Mush, 36 to cs	3.00
Carnation Wheat Flakes, 24/5's	5.40
A B C Breakfast Wheat, 72/2's	5.00
A B C Breakfast Wheat, 36/2's	2.60
Granola, 24/1's	2.25
Flaked Rice, 24/1's	3.00
Ralston Breakfast Food, 36/2's	4.50
Do. Barley Food, 36/2's	4.25
Do. Health Oats, 36/2's	4.00
Do. Hominy Grits, 36/2's	4.00
Do. Health Crisp, 36-2's	3 60
Do. Select Bran, 24/3's	2.50
Do. Pancake Flour, 36/2's	3.75
Do. Whole Wht Flr, 4/4½s	5.50
Quaker Oats, 36 2s	3.80
Scotch Oats 36 2s	3.65
Acme Grano, 20/4's, per case	3.75
Acme Gluten Farina, 24/1's, pr case	1.85
Acme Gluten Flour, 10-lb sks	.80
Acme Wheat Flakes, 36/2's	3.00



Dr. Price's Wheat Flake Celery Food.

Per case ... $4.00

Pastes (Domestic).

Macaroni, Vermicelli, etc.—	
No. 1 Extra, per box	.27
No. 1 Extra, 15 lbs.	.52
No. 1 Extra, 25 lbs.	.82
No. 1 Extra, 50 lbs.	1.65
No. 1 Extra, 100 lbs.	3.30
No. 1 Extra, ½ boxes	.15
Macaroni, Vermicelli & Spaghetti, No. 2	.20
Royal Macaroni, Verm'l & Sp'tti, 24 1-lb pkgs., per case	1.70
Queen's Taste Mac., Verm. & Sp. 12 2-lb cartons 1 case	2.15
It. Paste, ass'd, ab. 18 lbs. c., lb.	.6½
Royal It. Paste, 24 1-lb pkg c., pkg.	.8½
Golden Gate Egg Noodles, 24 1-lb. pkgs in case, per cs	1.90
Farina, 24 1-lb pkgs	1.50

Discount 2 per cent for cash only.

COLUMN 19.

Department 15.

SPICES

PURE—Square Tins, Full Net Weight.

	⅛'s	¼'s	½'s	1's	2½ lbs.	5 lbs.	Blk
Allspice	$0 70	$0 95	$1 60	$ 2 80	$ 6 70	$12 75	21
Cinnamon	1 15	1 80	3 30	6 25	15 25	30 00	43
Cloves	90	1 35	2 40	4 35	10 60	20 55	31
Ginger	75	1 05	1 75	3 10	7 50	14 30	23
Mace	1 75	3 00	5 65	10 90	26 95	53 30	73
Mustard	70	95	1 60	2 80	6 70	12 75	
Nutmeg	1 25	2 05	3 80	7 15	17 60	34 60	53
Pepper	80	1 10	1 90	3 40	8 25	16 85	25
Cayenne	80	1 15	2 00	3 55	8 65	16 65	26
W. Pepper	95	1 45	2 65	4 65	11 75	22 90	34
Sage	70	95	1 60	2 80	6 70	12 75	21
Thyme	70	1 00	1 65	2 95	7 10	13 50	22
Savory	70	1 00	1 65	2 95	7 10	13 50	22
Marjoram	75	1 10	1 85	3 30	7 85	15 10	24
Poultry Seasoning	....	1 50	.....	.....	.....	.....	..

SECOND GRADE—Round Tins, Short Weight.

	¼'s	½'s	1's	2½ lbs.	5 lbs.	Blk.
Allspice	55	1 00	1 75	3 95	7 60	13
Cinnamon	65	1 20	2 10	4 90	9 50	16
Cloves	65	1 25	2 25	5 20	10 20	17
Ginger	55	1 00	1 75	3 95	7 60	13
Mace	1 20	2 30	4 40	10 50	21 00	34
Mustard	55	90	1 60	3 60	7 00	12
Nutmegs	85	1 70	3 10	7 40	14 60	24
Pepper	60	1 15	2 00	4 65	8 90	15
Cayenne	60	1 15	2 00	4 55	8 90	15
W. Pepper	75	1 45	2 65	6 15	12 05	20
Sage	55	1 00	1 75	3 95	7 60	13
Thyme	60	1 05	1 90	4 25	8 25	14
Savory	60	1 05	1 90	4 25	8 25	14
Marjoram	60	1 05	1 90	4 25	8 25	14

SCHILLING'S BEST SPICES.—Nature's Best.

Square tins. Never sold in bulk.
Small, medium, large sizes have sifting tops except Mustard.

	Small size per doz.	Medium size per doz.	Large size per doz.	Ex. Large size per doz.	Hotel size per tin.
Pepper	.75	1.20	2.20	3.75	.78
Mustard	.76	1.25	2.25	3.90	.81
Must. Comp.	.75	1.25	2.25	3.90	.81
Ginger	.76	1.25	2.25	3.90	.81
Allspice	.75	1.10	2.00	3.50	.73
Cinnamon	.80	2.25	4.25	7.50	1.85
Cloves	.85	1.40	2.60	4.75	.87
Nutmegs	1.60	2.75	5.25	10.00	2.00
Mace	1.75	3.00	5.75	11.50	2.15
Cayenne	.90	1.50	2.75	5.00	.93
Wh. Pepper	.95	1.75	3.25	5.75	1.00
Sage	.75	1.25	2.25	3.90	.81
Thyme	.85	1.40	2.60	4.75	.87
Marjoram	.95	1.75	3.25	5.75	1.26
Savory	.85	1.40	2.60	4.75	.87
Cases contain	6 doz.	4 doz.	2 doz.	2 doz.	1 doz
Gross weight	22 lbs.	23 lbs.	24 lbs.	40 lbs.	53 lbs.

MUSTARD.

Colman's, ¼'s, 12 lb to box, lb.	.52
Colman's, ½'s, 12 lb to box, lb.	.48
Colman's, 1's, 12 lb to box, lb.	.48
Colman's, 5's, per lb.	.40

Mustard, Prepared.

Small bottles, 24 to cs, pr doz	.55
Small straights, fancy, 24 to case per doz	.95
Webb's Glass Top	1.35
Large Dusseldorfer, 24 to cs	1.60
In 3-gal kegs, per keg	1.15
In 5-gal kegs, per keg	1.70
Louit Freres, French, doz	2.25
Eddy's Salad Mustard—	
6-oz., 24 to case	.92½
8-oz., 24 to case	1.35
12-oz., 24 to case	2.00
Hirshes Horseradish Mustard—	
10-oz., 24 to case	1.25

Department 16

BAKING POWDER AND FLAVORING EXTRACTS.

ROYAL

	1 cs. lot	5 cs. lot	15 cs. lot
¼ lb cans	$ 1 38	$ 1 36	$ 1 34
6 oz cans	1 92	1 89	1 87
½ lb cans	2 57	2 52	2 50
12 oz cans	3 82	3 75	3 72
1 lb cans	4 95	4 85	4 80
2½ lb cans	11 45	11 40	11 28
3 lb cans	13 60	13 34	13 20
5 lb cans	22 35	21 90	21 68

An extra discount of 1 per cent if packed in barrels.

Schilling's Best Baking Powder.

Never sold in bulk.

10-lb. tins, per doz	$39.00
5-lb. tins, per doz	20.00
4-lb. tins, per doz	16.00
3-lb. tins, per doz	12.50
2½-lb. tins, per doz	10.50
16-oz. tins, per gross	$53.00
12-oz. tins, per gross	41.00
8-oz. tins, per gross	28.00
6-oz. tins, per gross	22.50
4-oz. tins, per gross	16.50

TROPHY

4 oz, per doz	$0.95
6 oz, "	1.35
8 oz, "	1.70
12 oz, "	2.35
1 lb., "	3.00
2½ lb., "	7.50
3 lb., "	9.00
6 lb., "	14.50

MISCELLANEOUS.

Home, 10 oz	$0.90
Home, 25 oz	2.00
Home, 50 oz	4.00
Home, 80 oz	6.00
K. C., 10 oz	.85
K. C., 15 oz	1.25
K. C., 25 oz	2.12½
K. C., 50 oz	4.00
K. C., 80 oz	6.50

COLUMN 20.

Cream Tartar.

Standard, bulk, 30-lb box	27
Standard, 12 1-lb tins	.28
Pure, bulk, 30-lb box	.38
Pure, 5-lb tins, per lb	.38
Pure, ½-lb tins, per doz	5.00

SODA.

Churches, A. & H., or Dwight's Cow Brand, 60 lbs. to case.

1-lb	per lb. $0.05
½-lb	per lb. .05⅝

EXTRACTS FLAVORING.

GUITTARDS' "PURE"

	per doz	2 oz	4 oz	6 oz	8 oz
Vanilla		$2 50	$4 75	$7 00	$9 00
Lemon		1 75	3 25	4 50	6 00

Net weight. Patent Sprinkler Tops

Schilling's Best Extracts.

Triple Strength, Pure and Uncolored Sprinkling Tops.
Net weight. Never sold in bulk.

	Lemon and Others.	Vanila and Rose.
1 oz	1.30	1.80
2 oz	2.00	3.00
4 oz	3.75	5.75
6 oz	5.50	8.50
8 oz	7.25	11.00
16 oz	14.00	21.50
32 oz	27.00	42.00

Souder's Flavoring Extracts.

Price per gross.

	2 oz.	4 oz.	8 oz.
Reg. Lemon	9.00	18.00	54.00
Reg. Vanilla	14.40	28.80	72.00
XX Lemon	18.00	36.00	72.00
XX Vanilla	21.00	42.00	84.00
Asrtd Flavors	18.00	36.00	72.00
Rose Coloring	18.00	36.00	.....
Yellow Colrng	18.00	36.00	.....
Jamaica Gngr	18.00	.....	.....

Assorted flavors contain strawberry, pineapple, orange, almond, rose, etc.



"Venus" Extracts.

Lemon, 2 oz., per doz	.80
Vanilla, 2 oz., per doz	.80
Assorted Flavors, per doz	.80

COLUMN 21.

Department 17

CANDIES.

Lozenges.
(5-lb. boxes.)

XXX Peppermint, pails	.13 14
Thin Peppermint	.16
T. T. Peppermint	18
Druggist Peppermint	25
Musk, fluted, pails	.20
Cinnamon, Lemon, Sassafras, Rose	.16
Midget Fruit	.20
Conversation and Hearts	.15
Lilliput Conv. Hearts	17
Midget Conv. Lozenges	18
Crown T. T. Lozenges, 24 5ct. pkgs	.80
Aurora Lozenges, 24 5ct. pkgs	.80
Cough Troches, 5 lb bxs	.25
Eagle Wafers, Peppermints, Wintergreen	.25

Mixed Candy.
(30-lb. pails.)

Plain Mixed	9½
Pacific Mixed	10
Royal Mixed	12½
Grocers' Mixed	10½
Yankee Mixed	13
American Mixed	13
Fancy A, Mixed	14½
Fancy C, Mixed	14
French S, Mixed	16
French No. 1, Mixed	18
French Extra Mixed	20
Lady, Mixed	15

Steam Panwork.

Anis Seed	22
Aromatic Cachous	18
Assorted Berries	16
Assorted Dragee	14
Assorted Imperials	16
Assorted Small Seeds	22
Birds' Eggs	16
Boston Baked Beans	17
Burnt Peanuts	18
Burnt Almonds	25
Caraway Seed, smooth	22
Caraway Seed, pearled	22
Celery Seed	22
Cinnamon Beans, large red	15
Cinnamon Beans, Imperials	16
Coriander Seed, pearled	22
Jelly Beans, pails	12½ 14
Jelly Birds' Eggs	16
Jelly Cranberries	16
Jelly Limes	16
Jelly Raspberries	16
Jordon Almonds, fine	45
Jordon Almonds, imitation	18
Licorice Beans	15
Red Hots	25
Ringed Marbles	16
Sugar Coated Licorice Tablets	20
Sugar Almonds	25
Sugar Plums	16

Stick Candy.
(30-lb. pails.)

Assortment: Peppermint, Lemon, Rose, Clove, Anis, Cinnamon, Sassafras, Vanilla, Pineapple, Wintergreen	9½
Hoarhound	9½
Hoarhound, wrapped	11
Peanut Sticks	13
Peanut Sticks, wrapped	13
Cocoanut Sticks	13
Cocoanut Sticks, wrapped	13

Taffies.

Peanut Taffy	15
Peanut Flake	15
Peanut Squares	14
Cocoanut Taffy	15
Cocoanut Squares	15
Chunks: Vanila, Rose, Chocolate, Lemon, Molasses	14
Broken Taffy of broken chunk	13

Drops and Lumps.
(30-lb. pails.)

Mixed Drops and Lumps	9½
Molasses Peppermint Lumps	11
Hoarhound Drops	11
Crystal Rocks	12½

Gum Goods.
(5-lb. boxes.)

A. B. Gum Drops, assorted	9
A. B. Gum Drops, Licorice	9
A. B. Gum Drops, Crystalized	11
A. B. Bonbons, plain, in bbls	7
A. B. Bonbons, fancy, in bbls	7½
A. B. Bonbons, fancy, crystallized, 5-lb. boxes	14
A. B. Fruits	18
Royal Gum Drops	15
Genuine Gum Drops, hard	25
Jelly Squares, assorted	14
Bijou Sticks	18
Spiced Jelly Drops	20
New Turkish Figs	16
Fig Paste, plain	17
Fig Paste, tricolor	18

Cream Goods.
(5-lb. boxes.)

Fondans Creams	14
Hand Dipped	19
Hand Dipped, with nuts on	21
Fruit and nut Ices	18
Cream Peppermint	20
Crushed Fruit Bonbons	30

Chocolates.
(5-lb. boxes.)

Chocolate, plain	14
Chocolate, Hand Made	20
Chocolate Dipped Bonbons	20
Chocolate Dipped Bonbons, with nuts	22
Chocolate, Climax, 30-lb pails	16
Chocolate Chips	23
Chocolate Nonpareil Drops	20
Chocolate Wafers	22
Chocolate Cream Tablets, 30 in box	1 10

COLUMN 22.

Marshmallows, Nougats, Etc.

Occidental Marshmallows, 5-lb tins	.28
Occidental Marshmallows, 3-lb tins	.30
Dipping Marshmallows, 5-lb. boxes	.25
Angel Food, 5-lb. boxes	.20
French Nouget, 30 5c slices in box	1.00
Walnut, Apricot, Spanish Nouget, 5-lb boxes, per lb	.25

Sundries.

Opera Caramels	19
Rock Candy, white & red	15
Rock Candy, brown	16
Licorice Drops	.20
Licorice Sticks, 16 to lb	.28
Locorice Tablets, 5 lb bxs	.25
Licorice Tablets, 24 5c bxs	.80
Licorice Penny Sticks, 100 in box	.65
Buttercups, 5-lb tins	.2

CHEWING GUM.

	Single	Box
Yankee Spruce, 20 pcs		.55
Sen Sen, 20 pcs		.55
Red Rooster, 20 pcs		.55
Sweet Heart, 20 pcs		.55
Newton's Pepsin, 20 pcs		.55
Bloodberry, 20 pcs		.60
Pepsin Sticks, 20pcs		.60
Sweet Wheat, per box		.50
Tulu Sugar Plum, box		.55

CRACKERS.



MADE BY THE
MUTUAL BISCUIT CO.

	lb.	¼ box
Almond Drops	16	
Animals	12½	$1.20
Arrowroot	14	1.50
Assorted	12	1.15
Assorted, extra	14	1.30
Assorted, fancy	20	1.75
Assorted Wafers	16	1.90
Assorted Jumbles	14	1.25
Boston	9	.60
Butters, Mutual	10	.70
Butter Scotch	14	1.50
Butter, Star	9	.90
California Lunch	9	.65
Champion	9	1.10
Chips, Mutual	14	1.30
Chocolate Biscuits	16	1.50
Chocolate Fingers	15	2.15
Chocolate Wafers	18	1.25
Cocoanut Bonbon	14	1.50
Cocoanut Finger	15	1.50
Cocoanut Marshmallows	15	1.80
Cocoanut Taffy	16	1.50
Cocoanut Wafer	16	1.25
Coffee	12	1.35
Coffe Iced	15	1.10
Cornhill	10	1.10
Cracker Meal	6	1.10
Currant Cakes	12	1.25
Egg Jumble	14	2.40
Fruit Biscuits	14	1.40
Ginger Cakes	10	1.40
Ginger, Nut	11	1.75
Ginger Wafers	14	1.20
Graham	10	.75
Graham Gem	9	
Graham Unsweetened	9	1.25
Honey Fingers	14	1.00
Honey Pumbles	12	1.60
Honey Drops, spiced	15	
Honeysuckle	16	1.50
Jelly Fingers	16	1.10
Jenny Lind	12	1.30
Lady Fingers	15	1.40
Lady Fingers Iced	16	1.10
La Grande	11	1.25
Lemon Biscuit	14	1.35
Lemon Brittles	14	1.20
Lemon Snap	12	1.75
Lemon Wafers	14	
Macaroon Almond	40	.90
Mutual Flakes	14	1.60
Mutual Tea	15	1.10
Nic Nac, No. 1	10	1.25
Nic Nac	12½	.70
Oysters	8	1.25
Peoples Mixed	12½	.55
Pilot Bread	4	.65
Pilot Bread Extra	5	.80
Pilot Saloon	7	1.50
Ping Pong	16	1.10
Raisin Cake	12	.80
Saloon Pilot	7	
Saloon Soda	7	.90
Salted Wafers	14	
Soda Extra	7	
Soda	6½	.60
Star Butters	9	1.40
Vanilla Bars	14	1.25
Vanilla Biscuits	14	1.20
Vanilla Snaps	12	1.75
Vanilla Wafers	14	2.15
Wafers, Chocolate	18	1.75
Wafers, Ginger	14	1.75
Wafers, Lemon	14	.80
Water Wafers	12	1.50
Walnut Creams	16	



COLUMN 23.
Department 18.

FANCY GROCERIES.

Snider's Baked Beans.

No. 1, 90c doz.; 4 doz. in case	
No. 2, $1.40 doz.; 3 doz. in case	
No. 3, $1.85 doz.; 2 doz. in case	

Bouillion Capsules.

Anker's, 10 capsules in box, per doz boxes	2.75

Capers.

Capotes, 1 dz in cs	1.20 1.30
Nonpareil, small	2.00
Do med.	2.25
Do large	5.00
"White Label," 6-oz, doz	2.25
"White Label," 10-oz, doz	3.15

TOMATO KETCHUP.

Catsups

Snider's

Qts., per doz	$3 75
Pts., "	2 40
½-pints, per doz.	1 40





CAMPBELL'S

(½ Pts. Condiments)

2 dozen to case

Tobasco Ketchup dozen $1 15

Tomato Ketchup, dozen $1 15

Salad Dressing, dozen $1 15

Chili Sauce, dozen $1 15

Assorted cases, dozen $1 15

Miscellaneous.

Our Mother's Ctsp ½-pt, doz	1 40
Our Mother's Ctsp, pts, doz	2 30
Blue Label, 25 ½ pts to cs	3 10
Blue Label, 25 pts to cs	5 00
Blue Label, 12 qts to cs	4 00
Mother's Own, pts	1.50
½ pts	.90
London's Rockaway, Pts., doz	2.25
Sailer's "Purity," doz	.90
H. B. Catsup, pts	2.15
" " ½-pts	1.25

Chocolate and Cocoa

CHOCOLATES.

Baker's.

German Sweet, 6-lb boxes, ⅛s and ¼s	22
Eagle, 12/1s	23
Premium, 12/1s	28
Vanilla, 12/1s	41
Powdered, ¼s, ½s, 1s, 12/lb. boxes	26

Subject to quantity discount.

Huyler's.

Vanilla, 12-lb. boxes	36
Premium, 12-lb. boxes	33

Lowney's.

Cream Cakes, per box	80
Ice Cream Drops, per doz	75

Ghirardelli's.
In paper

Eagle, 24 1-lb	21
Eagle, 12 1-lb	21½
Eagle, 12 ½-lb	22½
Eagle, 12 ¼-lb	24
Crescent, 6 5 to lb	17
Crescent, 12 5 to lb	16½
Cal. Sweet, 6 6 to lb	21½
Cal. Sweet, 12 6 to lb	21
Monarch, 12 1&½-lb	26
Monarch, 12 1-lb	25
Monarch, 12 ½-lb	27
Star, 24 1-lb	19
Star, 12 1-lb	19½

Ground.
In tins

Ghirardelli's, 12 1-lb tins	26½
Ghirardelli's 24 1-lb tins	26
Ghirardelli's 60 3-lb tins	24
Venard's, 24 1-lb tins	21
Venard's, 60 3-lb tins	20
Miner's, 12 1-lb tins	22½
Miner's, 24 1-lb tins	22
Miner's, 20 3-lb tins	22

5 per cent off on 120-lb. lots

COCOAS.

Baker's Bkfst, 6/1's&½'s	36
Van Houten's, ¼'s and ½'s	85
Van Houten's, 1's	80
Royal Dutch, 12/¼'s	80
Royal Dutch, 12/½'s	75
Royal Dutch, 12/1's	70
Epp's, 14/½'s	40
Fry's, 12/½'s	39
Webb's, 6/½'s	23
Lowney's, 6/½'s	37
Ghirardelli's Bkfst, 6/½'s	38
Ghirardelli's Bkfst, 12/½'s	37½
Ghirardelli's Impri, 6&12/½s	56
Miner's Bkfst, 6/½'s	37
Miner's Bkfst, 6/1-5's	38
Menier's, 1 ½s	47

COLUMN 24.
Condensed Milk

BORDEN'S CONDENSED MILK CO.



Gail Borden Eagle Brand In 5-case lots	6.80 6.65
Pony	2.25
Challenge	4.70
Floral	4.85
Dime	3.75
Rose	4.40

With 10 cases Rose Cream 1 case free.

(Each of above Brands 4 doz. in case)

Borden's Malted Milk, Trial Size, per doz. 90



Borden's Pioneer Brand Evaporated Cream

Large Cans, 4 doz. in cs	4.00
Peerless	4.70
Yacht	3.25
Family Size, 4 doz. in case. Quarts, 2 doz. in cs	

ALL ABOVE BRANDS GUARANTEED



CARNATION CREAM

20 oz. cans 4 doz	
Per case	4 00
5 cases	3 95
25 cases	3 90
50 cases	3 85



LILY
[large tin]

1 cs	$3 90
10 cs	3 85

Helvetia Milk Condens'g Co.



Originators Evaporated Cream
Highland Evaporated Cream 4 doz in box $4.10
Baby Pet, 6 doz 3 00
Pet, reg., 4 doz., per case 3 35



Jersey Evaporated Cream

213-215 Market St.

Tel. Bush 855

Cases

1 to 5	$3.70
5 to 10	3.65
10 to 25	3.60

Miscellaneous.

St. Charles, 4 doz., in case	$4 60
St. Charles, 5-case lots	4 50
Horlick's Malted Milk, doz	4 50

Cereal Coffee.

Fig Prune, per doz	$2 25
Postum, 24/½'s, per doz	1 35
Postum, 12/1's, per doz	2 25
Postum, 36/1's, per doz	2 25
Grains, 12, 2s	2.75

Chutney.

Chutney, asst, qts	$6 25
Chutney, asst, pts	3 75
Chutney, Major Grey, qts	6 50
Chutney, Major Grey, pts	4 25
Ban-ki-pore, pts	3 00

Cranberry Sauce. doz.

Anderson's 2s, 2 doz box	2.00
Tea Garden, 2s, gls, 12 box	4.00
Tea Garden, 1s, gls, 24 box	2.25
Cape Cod, 2 lb, gls, 12 box	3.50
Cape Cod, 1 lb. gls, 24 box	2.00
Home Made, 1s, 2 doz box	2.15
do 2s, glass, 1 doz box	4.00

COLUMN 25.

EQUAL TO THE BEST



BETTER THAN THE REST

ALPINE

EVAPORATED CREAM

	Per case
1 to 5 cases, 4 doz. to case	$3.60
5 to 10 " " "	3.55
10 to 25 " " "	3.50

Gallons

1 to 5 cases, 6 to case	3.35
5 to 10 " " "	3.30
10 to 25 " " "	3.25

Midgets, 8 doz. to case
1 to 5 cases, $3.90 | 5 to 10 cases, $3.85
10 to 25 cases, $3.80

ALPINE MILK
(Sweetened)
4 Dozen to case, 16 oz. $4.00

ALPINE EVAPORATED CREAM CO.

Factory
HOLLISTER, CAL.

Office and Salesroom
123 California Street
San Francisco, Cal.

Phone: **Green 96.**

Cottolene.

2's, 4's or 10's, per cs. of 60 lbs	7 00
5-case lots	6.90
10-case lots	6.85
25-case lots	6.75

With 25 cases, ½ case free.
" 5 " 1 " "
" 10 " 2 " "
Price $7.50, $7.40, $7.35.

Curry Powder.

Cross & Blackwells, 2 oz	1.35
do 4 oz.	2.35
Do 8-oz.	3.65
Do 16-oz.	6.20
East India, Bombay, 16 oz	5.00
East India, Bombay, 8 oz	3.25

Extract of Beef.
Liebig's (Genuine)

	2 oz.	4 oz.	8 oz.	16 oz
doz.	4.55	8.50	15.90	29.75

"Bex" Solid.

2-oz., doz	$3.96
4-oz., doz	7.20
8-oz., doz	$13.27
16-oz., doz	24.75

Marshall's

2 oz., per doz	$2.40

Gelatine.

Knox's, per doz	1 20
Knox's, per gross	14 00
Cox's, per gross	12 00
Keck's, per doz	1.10

Ginger (Preserved).

½ doz jars in cs, per cs	2.25

Lemon Sugar.

Gilt Edge, 24/1½s, per doz	1.37½
Gilt Edge, 24/1s, per doz	1.85

Lime Juice.

Tabita, 24/8-oz, per doz	$1.25
Tabita, short measure, 16-oz	1.50
Tabita, full measure, 16-oz	1.75
Tabita, full measure, 32-oz	3.50
Tabita, bulk, gal	1.00

Mushrooms. doz.

Le Court, 100 to cs	$2.50
La Forrest, 100 to cs	2.75
Hotel, 100 to cs	2.00
Fancy Stuffed, pts	4.00

COLUMN 26.

OLIVES.

OLIVES IN BULK.

	25 gl.	10 gl.	5 gl.	3 gl.
Ex. No 1. Qu'n.	1 40	11 50	6 00	$ 75
Lge No. 1. "	1 00	10 50	5 00	3 25
No. 1 Qu'n	95	9 75	4 75	2 90
No. 2 "	85	8 75	4 50	2 85
Manzanilla	70	7 25	3 75	2 40

Extra charge for kegs & barrels.



Olives

SEVILLE PACKING CO.

White Label Queen Olives—

28-oz., per doz.	$5.50
18-oz., "	3.75
6-oz., "	1 25

Pim-Olas

18 oz. 2 doz. per cs. per doz	$6 10
10 " " " "	3 55

Baby Pim-Olas

18-oz., 2 doz. in case, per doz.	$2.50
6-oz., 2 doz. in case, per doz.	1.50

Olive Oil

NICOLLS

	Case
½ pints, 4 doz	$3 00
Pints, 2 doz	8 55
Quarts, 1 doz	7 85
2-qts	9 00



CRYSTAL BRAND OLIVE OIL.
Pure California Products.

7-oz.
Per doz...$2.40
3 doz..... 6.75

14-oz.
Per doz... 4.50

Quarts.
Per doz... 7.25

Put up by
G. O. Byden.

GORDON PACKING CO., Distributors.

MISCELLANEOUS

Golden Gate, in gal tins, per gal	1 80
" ½ " "	1 85
" ¼ " "	1 90
Pala Grove, pure Cal., qts. .. dz.	7 75
Cooper's qts.. ℔ doz.	10.00
Cooper's pts. ℔ cs of 2 doz...	10.00
Antonini, J.P.S., qts. ℔cs..	7.40
Do 1¼-gal. tins, ℔ tin..	2.90
Duret, qts, pts, ℔ doz cs..6.00	7.00
Lucca, Crosse & Blackwell's qts.	7.50
Lucca, Crosse & Blackwell's pts, 2 doz.	8.25
Lucca, Crosse & Blackwell's ½ pts, 3 doz.	7.25

Salad Oil.

Durand Oil.

Quarts, 1 doz. to case, per case..	$1.90
Pints, 2 " " " ..	1.95
½-Pts., 3 " " " ..	2 00

Puritan Salad Oil

Quarts, 1 doz. to case, per case..	2.20
F. Dubec & Fils, 1 dz qts, per case	1.50
Imitation Lucca, qts	1.90

"Primrose" Salad Oil.

Tierces, about 50 gal, gal.	$ .40
1 gal tins, 10 to case, gal.	.70
5 gal. tins, 1 to case, gal..	.45
½ gal. tins, 20 to cs., gal.	.75
Quart bottles, 12 to cs, doz	1.85
Pint bottles, 24 to cs, doz	.85
½ pint bot., 36 to cs, doz.	.65

Paprika.

Gordon Packing Co.

1-16 lb .. doz	½ lb. ... doz 6 00
⅛ lb .... doz	1 lb..... doz
¼ lb .... doz	Bulk, lb.....

Peanut Butter

Heron's, 2 doz to cs, per dz. .2.40

Peels.

Citron, 25-lb box	
Citron, 10-lb box	14½
Lemon, 25-lb box	11¾
Lemon, 10-lb box	12¼
Orange, 25-lb box	12¼
Orange, 10-lb box	12¾

COLUMN 27.

PICKLES.

Gordon Packing Co.

California—Mixed or Plain.

No. 1. bbls. per gal.	$0.24 to $0.27
No. 1. ½ bbls, per gal..	.26 to .29
No. 1. 10-gal keg, p kg.	2 25 to 2 45
No. 1. 5-gal keg, p keg.	1.15 to 1.35
No. 1. 3-gal keg, p keg.	.80 to .85
No. 2. bbls, per gal.	.22
No. 2. ½ bbls, per gal.	.24
No. 2. 10-gal keg, per keg.	2 10
No. 2. 5-gal keg, per keg.	1 05
No. 2. 3-gal keg, per keg.	.80
No. 3. bbls, per gal.	.14
No. 3. 10-gal keg, per keg.	1 15
No. 3. 5-gal keg, per keg.	.60
No. 3. 3-gal keg, per keg.	.55

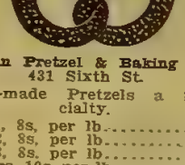
SWEET—"PACIFIC."

Bbls, ℔ gal	51
½ bbls, ℔ gal.	53
10-gal keg, per keg.	5.00
5-gal. keg, ℔ keg	2.75
3-gal. keg, ℔ keg	1.75
Square, 1doz ¼-gal. ℔ doz..	2.25
Square, 2 doz ¼-gal, ℔ doz..	1 60
Square, 4 doz ¼-gal., ℔ doz	1.25
Round, qts, ℔ doz.	3.75
Round, pts, ℔ doz.	2 50
Round, ½ pts, ℔ doz.	1.75

Crosse & Blackwell's.

	Doz.
Mxd Pkls, pat tops, pts..	4.15
Mxd Pkles, Pat tops, ½ pt..	2.50
Mxd Pkls, corks, pts.	3.95
Chow Chow, pat tops, pts..	4.15
Chow Chow, pat top, ½ pt..	2.50
Chow Chow, corks, pts.	3.95
Onions, pat tops, pts.	4.15
Onions, pat tops, ½ pts.	2.50

PRETZELS.



Hoefiin Pretzel & Baking Co.,
431 Sixth St.

Hand-made Pretzels a Specialty.

Size 1, 8s, per lb.	12c
Size 2, 8s, per lb.	12c
Size 3, 8s, per lb.	12c
Fingers, 10s, per lb.	12c
Hazlenut, 10s, per lb.	12c

Also furnished in cases, 20 to 30 lbs., at 11c per lb., and barrels at 10½c lb.

Root Beer

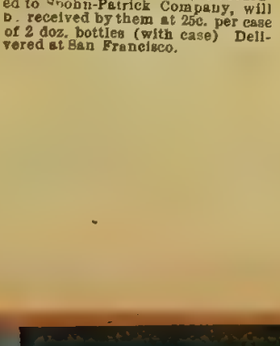


Less 5 per cent. on gross lots

Hires' case of 1 gr.	20 00
6 doz. lots	10 00
3 "	5 00
1 "	1 75

Hires' Carbonated Root Beer cs of 2-dz pt bottles, patent tops, per cs $2.00 in 5 case lots 1 95

Hires' Carbonated Gingar Ale Per case 2 00
5-case lots, $1.95.



Hires' Rootbeer Carbonated and Ginger Ale empty bottles, if returned to Snobn-Patrick Company, will be received by them at 25c. per case of 2 doz. bottles (with case) Delivered at San Francisco.

COLUMN 28.

Saratoga Chips.

(Less 5 per cent)

Boxes, 15 and 30-lb, per lb.	$0.20
Cartons, 6-oz, 2 doz in cs, doz	1.30

SAUCES.

SNIDER'S SALAD DRESSING



Pints, 1 doz. in case, doz. $2.75
Hlf-Pts, 2 doz. in case, doz. 1.75



Snider's Oyster Cocktail S'ce pints, 2 doz to c'se, doz .. .2 40

Same gallon jugs, 6 to case, per gal..... 1 80

Snider's Chili Sauce, pints, 1 doz. to c'se doz 2 40

Same, half pts 2 doz. to c'se doz 1 45

Bayle's Tabasco Pepper Sauce, in cases, 6, ½-doz. boxes, per doz. $3 00
boxes of 12 bottles, per doz..... 3.50

Holbrook's W'cestershire, ½'s.	2.40
Do pts.	4.00
Do qts.	
*Lea & Perrin's Worcestershire, sm'l	2.75
*Lea & Perrin's Worcestershire, medium	5.00
*Lea & Perrin's Worcestershire, large	8.25

*5 cases 5c ℔ doz less.

Ban-ki-por, ½ pts, 2 doz case, per doz	2.40
Ban-ki-por, pts, 1 doz case..	3.80
Tobasco, McIlheny	4.10
Tobasco, New Iberia	3.50
Braunhardt's' Tropical, ½-pts, 2 doz. per case	4.50
" pints, 2 doz. " "	8.10
Bengal Worcester, ½ pt.	.55
Bengal Worcester, pt	1.05
Pepper, sprinkle top, ½ pt.	2.00
Superior Pepper, small	.75
Superior Pepper, large	1.50

Pure Food Pk'g Co.

Worcester Sauce, London Club, ½ pts, do	.75

Salad Dressing.

Durkee, small, 2 doz, ℔ doz.	2.55
Do large, 1 doz, ℔ d.	4.30
Do picnic size, 4 dz, ℔ dz.	1.00
My Wife's. 1 dz. 16-oz. case.	2.75
My Wife's, 2 doz, ½ pt, cs.	3.40

Alpha Salad Cream.

Jumbo, 1 doz. to case, per case.	4.25
Do large, 2 doz. " "	4.70
Do picnic, 2 " " "	2.50

El Paso Manfg. Co.
1653 Mission St.

Manufacturers

Flavoring Extracts
Fruit Juices
Syrup
Salad Dressing
Bluing
Ammonia

Meat and Salad Dressing, dz. .90



COLUMN 29.

SOUPS.



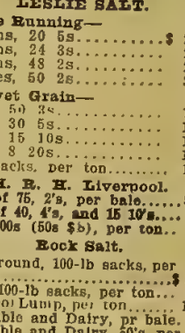
CAMPBELL'S (1-lb. Condensed). Packed 48 1-lb. cans to case. Straight cases of any variety, or following assortment:

8 Tomato, 6 Vegetable, 4 Ox Tail, 3 Mock Turtle, 3 Chicken Gumbo, 3 Tomato Okra, 1 Julienne, 3 Beef, 2 Consomme, 2 Pea, 2 Celery, 2 Vermicelli-Tomato, 2 Clam Chowder, 2 Mutton Broth, 3 Bouillon, 3 Chicken, 2 Mulligatany.
Price, per doz, any variety... $0.90

Miscellaneous.

Anderson's Asstd, per doz.	.90
Anderson's straight, per doz..	.90
Snider's Tomato—3 lb tins 2 doz. in case, per doz.	$2.60
Same—2 lb tins 2 doz. in case, per doz.	$1.35
Van Camp's asstd, per doz.	.90
Van Camp's straight, per doz.	.90

SALT.



LESLIE SALT.

Free Running—	
Cartons, 20 5s.	$ 2.50
Cartons, 24 3s.	2.00
Cartons, 48 2s.	2.75
Caddies, 50 2s.	3.25
Velvet Grain—	
Bales, 50 3s.	1.50
Bales, 30 5s.	1.50
Bales, 15 10s.	1.50
Bales, 8 20s.	1.50
50-lb sacks, per ton.	18.00
H. R. H. Liverpool.	
Bales of 75, 2's, per bale.	$1.25
Bales of 40, 4's, and 15 10's.	2.0
Bags, 200s (50s $b), per ton..	7.50

Rock Salt.

Half-Ground, 100-lb sacks, per ton	$ 3.50
Stock, 100-lb sacks, per ton...	3.00
Liverpool Lump, per ton.	13.50
Cal. Table and Dairy, pr bale.	1.0
Cal. Table and Dairy, 50's, per ton	6.25

Package Salt.

Shaker Salt, per doz.	$0.90
R. S. V. P., 3's, 24 to cs, p. cs.	2.25
R. S. V. P., 5's, 20 to cs, p. cs.	2.75

Celery Salt.

Mertens, 1 doz in box.	1.05

Sauerkraut.

Barrels, per lb.	.02¾
½ bbls	.03
¼ bbls	.03¼
3-gal kegs, per keg.	.90
5-gal kegs, per keg.	1.15
10-gal kegs, per keg.	2.25
2-lb tins, 2 doz in cs, doz.	1.35
2½-lb tins, 2 doz in cs, doz..	1.60

COLUMN 30.

SPANISH DELICACIES.

Specialties of the **Spanish-American Food Co.**
149-155 Fremont St.
Medal Goods. Paris Exposition.
IXL BRAND.



	Doz.
Beef Tamales in key op. cans	.85
No. 1 Boneless Chicken Tamales in key-op. cans	1.30
No. 2 Not Boneless Chicken Tamales in key op. cans	1.00
Extra Special Boneless Tamales in key op. cans	1.60
Chili Con Carne, 1 lb.	1.20
Enchiladas, in key-opener cans	1.20
FRIJOLES, 1 lb	.90
Tripe, Spanish style, 1 lb	1.25
Concentrated Soup. pts., 20 varieties	.90
Concentrated Soup, qts., 20 varieties	1.85
Minced Deep Sea Clams, 1 pt.	1.00
Minced Deep Sea Clams, 2 pt	1.65
Clam Juice, 1 pt.	.95
Clam Juice, 2 pt.	1.50
Cal. Baked Beans, tomato sauce, 1 lb., 4 doz in case...	.85
Cal. Baked Beans, tomato sauce, 2 lbs., 2 doz to case ...	1.35
Cal. Baked Beans, tomato sauce, 3 lbs . 2 doz to case...	1.75

Chili Beans (Tamale Sauce)	
1 lb, 4 d z to case	.85
2 lb, 2 " "	1.35
2 lb, 2 " "	1.75
Deviled Oysters, for Sandwiches 4 doz to case	1.40
Pate Chicken Liver for sandws. 4 doz. to case	1.40
Macaroni and Cheese, with Tomato sauce, 1 lb, 4 ds. cs..	.90

Truffles.

Rilhac, 100/¼'s, per doz.	12.00
Rilhac, 100/ 1-16's, per doz.	3.00
La Forrest, 100/¼'s, per doz..	17.00

Vinegar.

	½ Bbl.	10 bbl.	5 gal.	3 gal.
30 grain....	08	10	1 15	65 50
40 grain....	10	12	1 35	75 60
50 grain....	12	14	1 70	90 80
60 grain....	14	16	2 00	1 10 95
80 grain ...	16	18	2 65	1 50 1 25
90 grain ...	18	20	3 50	1 85 1 65
100 grain....	20	22	3 85	2 00 1 85

Hammond's Vinegar.

Salad, qts, per doz.	1.25

Yeast Cakes.

Great Western	1.00
Gillett's Magic	1.20
Yeast Foam	1.20

COLUMN 31.

Department 19.

GROCERY SUNDRIES.

Axle Grease.

H. & L., per case.....$1.50
C. & S., 2-doz case, per case... 2.00
" 5 cs lots.....1.95
" 10 cs lots.....1.85
Frazer's, 2 doz tins, per case..2.25
Frazer's, 4 doz wd, per case... 3.60
Frazer's, 15-lb pails..... .85
Mica, 3 doz tins, per case..... 2.25

Paper Bags.

Automatic, Self-opening, 500 in pkg. List.

¼-lb . .....$1.00 8-lb 4.80
½-lb . . .. 1.30 10-lb 5.20
1-lb . ..... 1.60 12-lb 6.30
1½-lb . . ... 1.70 14-lb 8.30
2-lb . ..... 2.00 16-lb 9.00
3-lb . . .. 2.50 20-lb 10.00
4-lb . ..... 2.90 25-lb 11.00
5-lb . . .. 3.40 30-lb 13.00
6-lb . ..... 4.00 35-lb 15.00
7-lb . ..... 4.40 .....

Discounts from above List:
***(Cheapest).....50 pct and 5, 10's
Eagle or Equal....50 pct and 2, 10's
White Fibre, or any white bag, ...50 pct and 1, 10's
Mikado (striped) .....40 pct
Sugar Bags, broad bottom, lb....06
Lion, 40 per cent and 1.....1.10

Blnestone.

Barrels, per lb (5 bbls 5½c) .$0.05¾

Bathbrick.

Bristol, 2 doz, per case (25 case lots 67½c) $0.70
Powdered, 20 1's, per case 1.15
Powdered, 40 ½'s, per case 1.25

CANDLES.

Adamantine.

Schneider's 10 oz. 20's.....$0.07
Schneider's 12 oz. 20's..... .08½
Schneider's 14 oz. 20's..... .09½
Parafine, 20 1 lb. cakes...1.90
do, 5 bx. lots.....1.80
do 40 1 lb cakes.....3.80
do 5 bx lots.....3.65
do 100 1 lb cakes.....9.50
do 5 bx lots.....8.50
P. & G. Adamantine, 10 oz. 8¾
do 12 oz. 9¼
do 14 oz. 10½
Yacht Club Quartz Candles
20 sets 14 oz..... .10
40 sets 14 oz. .. .09¾

Stearic.

Schneider's 14 oz 20's or 40' .12
Schneider's 16 oz 20's or 40's. .13½

Paraffine, Etc. Per lb.

4s, 6s, in cartons of 36-lb bxs..10¼
12s, in cartons of 36-lb bxs.....10¾
½-lb, in cartons of 25-lb bxs...10¼
1-lb, in cartons of 25-lb bxs....10¼
Colored 1c higher.
Beeswax, pure for churches.. 40
Do No 2..... 30
Do No. 3..... 25
Christmas, all sizes.....8 8½
Do holders, ₩ gross..... 85
Wax Tapers, ₩ doz pkgs (₩ gross 8.00).....65 75
Night Lights, German, on pap & wd, (doz 40)..... 65
Do French, on tin, doz.. ..... .50, .75, 1.10

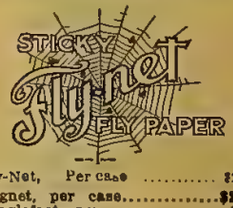
Cordage.

Basis price: Manila 14½c. Sisal 9¾c (5,000 lbs ¼c, and 10,000 lbs ½c less.)

Egg Food.

Pratt's, 26-oz, 2 doz in cs....$2.25
Wellington's, 1-lb, 2 doz box.. 2.00

Fly Paper.



Fly-Net, Per case $2.60
Magnet, per case.....$1.50
Tanglefoot, per case..... 2.30
Tanglefoot Holders, per case of 50 ..... .75

Fruit Jars.

Mason's, pts, per gr..... 7.10
Mason's qts, per gr..... 7.80
Mason's, ½ gals 11.15

Fruit Jar Caps.

Porcelain, 6 doz to box, per bx 2.40

Fruit Jar Rubbers.

No. 1 white, per lb..... 50-60c
"Gold Seal," cartons, per gr.. .75
"Badgers," cartons, per gr.... .60

Hops.

No. 1, ¼ lb, 30-lb. box, lb..... .28
No. 1, ½ lb, 30-lb box, lb..... .28
No. 1, 1 lb, 30-lb box, lb..... .28
Less than 30-lb boxes..... .29

Horseradish.

½-pts, 2 doz in box, per doz..... 1.10
Pts, 1 doz in box, per doz.... 1.50
Qts, 1 doz in box, per doz..... 2.75
Bulk, per gal . ..... .75

Glue.

Le Page's, 1 oz, per doz..... .75
Le Page's, 2 oz, per doz..... 1.15
Le Page's ½-gill tins, per doz. 1.20
Le Page's, 1-gill tin, per doz.. 1.60
Standard, small, per doz..... .50

COLUMN 32.

EUREKA INSECT EXTERMINATOR.



Manufactured by
Jos. Pusch, 525 Front Street, San Francisco.

10c size, doz ..... .75
25c size, doz 1.75
60c size, doz 4.50
1.00 size, doz 8.00

Harmless to persons or animals; does not irritate the skin or injure the eyes.

MATCHES.

Metroplitan, full count, per tin.$1.15
Universal, shrt count, pr tin .85-.90
Boys' block pap pkg, per doz .10
Swedish Safety, per gross..... .80
Swedish wind, 1 gross..... 85
Vulcan Parafine, 65s, ₩ gross (50 gross 50c) .....50 .55
Japanese Safety, per gross..... .50
Squirrel Matches, 55s, per gross .43
Ship Safety Matches, la ge, gross .75
" " small, " .65

Diamond Match Co.'s.

Anchor, 200 . ..... 1.70
..Do 500s..... 4.00
G. G., 60s..... 2.75
Red Top Safety 3.25
S. & G., Eastern Parlor, 80s.... 4.25
Press, 100s, 5-gross cs..... 4.75
Little Star, per cs..... 2.25
Search Light, 500s, large 1 gr.. 4.75
(Discount of 25c per case on 5 cs lots)

Paper, Wrapping.

Sutter, White, ₩ ream..... 20
Do Waxed ₩ ream..... 25
Manilla, No. 2, roll, any sz, lb....3½
Manilla, No. 1, rolls or reams, ₩ lb..... 5
Straw, ₩ ream..... 70
Do rolls any size, ₩ lb.... 3¼
Drab, ₩ ream..... 60
Do rolls any size, ₩ lb.... 2¾
Metropolitan White Fibre Rolls, per pound 4

Paper, Toilet.

Columbia, in rolls, 7 oz, per cs of 100 .....2.75
Royal, 100 rolls of 500 shts.....4.00
Pilot, 100 tablets of 500 shts..3.75
Golden Eagle, 100 tablets of 1,000 sheets 8.00

Polishes, Shoe.

Mason's.

Mason's Colt-Coron-Ide Per gross $4.70; per doz. 40c
Mason's Paste Stove Polish Per gross $4.70; ¼-gross $1.20
Mason's Challenge, per doz .... .40
Mason's Challenge, per gross... 4.70
Challenge Shoe Dressing, small per doz . $ .75
large " " 1.50
Russett Comb'n. shoe Dressing small, per doz ..... .75
large, " " 1.50
Black Comb'n Shoe Dressing small per doz ..... .85
Patent Leather Polish, per doz ..... .50
Mason's, No. 4 ..... .45
" " per gross 5.20
" No. 3 per doz ..... .35
" " per gross. 3.40
" No 2 per doz ..... .30
" per gross..... 3.00
" No. 1 per doz ..... .25
" " per gross 2.80

Scott & Gilbert Co.

Manufacturers.
211-216 Mission St., San Francisco



In 3 dozen cases per

Alaska Seal Oil.... 20 00
Top Nostic 15 00
Russian 12 00
Boss..... 9 00

Bixby's.



Jet Oil ..... per doz. 85
Jet Oil, 3 doz. in box, with Marvel Brush Free 2 55

COLUMN 33.

BIXBY'S—Continued

Royal Polish ..... per doz. 85
Royal Polish, 3 doz. in box, with 8 pkgs. 5c Carpet Tacks free.2 55
Shoe Satin, Small Comb, per doz. 80
Shoe Satin, Large Comb, per doz. 1 25
No. 5, Shoe Satin Paste, per doz. 40
No. 10, Shoe Satin Paste, p doz 85
Satinola, Small Comb..... 80
Satinola, Large Comb 1 25
No. 5, Satinola Paste, ... 40
No. 10, Satinola Paste..... 85
"BBB" Blacking Size M. 8 dz. in box ..... } 1 25
½doz. paste free
"BBB" Blacking, Size B. 3 doz. in box .... } 2 50
1 doz. paste FREE .... ..

Polish, Stove.

Rising Sun, large pkg, ₩ gross.6.25
Do 5-gross lots, ₩ gross..6.00
Do Small pkg, ₩ gross....4 25
Sun Paste, large, ¼ gross, per gross 8.00
Sun Paste, small, ¼ gross, per gross 5.00
Enameline, No. 4 tins, ₩ gross.5.00
Do No. 6 tins, ₩ gross.....8.25
Do Liquid, pt-tins, bx 3 doz.2.25



Small, 3 doz. to cs., per cs. $1.50
Large, 3 doz. to cs., per cs. 2.50
(½ doz. free with each case)

Polish, Metal.

Electro Silicon, 1 gr in case, per doz . ..... .80
Brilliantshine, ½ pts, per doz.. .90
Brilliantshine, pts, per doz.... 1.70
Brilliantshine, qts, per doz.... 3.10

U. S. Metal Polish.



POLISH

	Doz
Qts.	$3 00
Pts.	1 70
½ Pts.	90

PASTE

lb.	$3 00
½ lb ..	1 75
3 oz...	50

Barkeepers Friend powder gr. $18.00

U. S. METALLIC POLISH

PASTE is put up by a Practical Chemist; also in Liquid Form. Free from Acid or Grit. 20 years in the Markets of the World. **J. T. WILSON,** Pacific Coast Agt., 1770 15th St., S. F. For sale by all dealers. Also the Barkeepers' Friend Cleaning Powder.

Rope.

Manila, 1¼-in. cordage ..... .15
Sisal, 1¼-in. cordage ..... .10¾

Seeds.

Anis 14½
Canary 6¼
Caraway 8 10
Celery 15
Coriander 15
Cumin 13
Flax, ground 4
Flax, whole 3¾
Hemp, sacks 4½
Millet 9½
Mustard 5½
Poppy (Or. sks 9¼)..... 10¼
Rape, Cal..... 4½
Bird gravel, 40 2s..... 2.00
Bird Seed Mixed 48—1-lb. pkg .

Original sacks ½c less.

Sheep Dip.

Little's, 10½-gal tins, per gal$1.05
Little's, 5-gal drums, per gal.. 1.05
Smith's, 10½-gal tins, per gal. .95
Smith's, 5-gal drums, per gal .95

Twine.

Cotton, 4 ply, 100-lb bls, per lb 19
Do 3 ply, 100-lb bls, per lb.... 19
Do 2-lb cones, per cone..... 44
Hemp, 8-oz balls, per 3-lb pkg.. 70
Do, 4-oz. balls, per 3-lb pkg. 75
Do 2-oz balls, ₩ 3-lb pkg.. ...
Sack, 4 ply, 12-lb pkgs, per lb. 33

Wax.

Fruit, 25 1-lb pkgs, ... 90
Japan, per lb..... 20
Beeswax 35

Wax Strings.

12 in. 10 pkg. 100 stgs each..... 1 50
14 in. 10 pkg. 100 stgs each..... 1 60

COLUMN 34.

COLUMN 35.

Department 20.

WOOD AND WILLOW WARE

AXE HANDLES.

Ex, 36-in., doz.....$2.25
No. 1, 36-in., doz..... 1.75
No. 2, 36-in., doz..... 1.25
No. 3, 36-in., doz..... 1.05
Ex, 38-in., doz..... 4.00
Ex, 40-in., doz..... 4.25

BASKETS.

	Per Doz.
Cal., Open, Spruce, No. 3..	.60
Cal., Open, Spruce, No. 4..	.60
Cal., Open, Spruce, No. 5..	.84
Cal., Satchel, Spruce, nest, 0-5	1.10
Cal., Satchel, Spruce, nest, 1-5	1.00
Cal., Satchel, Spruce, nest, 1-4I	.71
German market, nest of 4	1.25
Clothes, Oval, Wil., No. 0.	6.50
Clothes, Oval, Wil., No. 1.	6.00
Clothes, Oval, Wil., No. 2.	7.50
Clothes, Oval, Wil., No. 3.	9.00
Clothes, Oval, Wil., nest 4...	8.17
Japanese Telescope, nest of 5, size 18x12x7.....	1.10
Same, size 20x13¾x7.....	1.50
Same, size 24x15x10.....	2.00

BOWLS, WOODEN.

	Per Doz.
Maple, No. 1, 11-inch.....	.75
Do No. 2, 13-inch.....	1.50
Do No. 3, 15-inch.....	2.75
Do No. 4, 17-inch.....	4.25
Do No. 5, 19-inch.....	6.75
Do No. 6, 21-inch.....	7.50
	Per nest.
Maple Nests, 3, 13, 15, 17-inch	.71
Same, 4, 13, 15, 17, 19-inch	1.20
Same, 5, 13 to 21-inch...	1.81

BROOMS.

	Per Doz.
Patent Cap, No. 1.....	3.30
Patent Cap, No. 2.....	3.60
Patent Cap, No. 3.....	3.35
Extra Patent, No. 1.....	3.35
Extra Patent, No. 2.....	2.60
Extra Patent, No. 3.....	2.40
Ladies' Pride, No. 1.....	2.85
Ladies' Pride, No. 2.....	2.60
Ladies' Pride, No. 3.....	2.40
Little Beauties	3.00
Ladies' Delight	2.80
Toy, 2 strings..... .90	1.35
Wisp, 2 strings ..... .90	1.25

BRUSHES.

	Per Doz.
Dust	2.00 12.00
Scrubbing	.55 3.00
Dandy	1.50 5.75
Shoe Brushes.	
No. 1, black tampico	1.10
No. 2, bristles	1.65
No. 3, white bristles	1.75
No. 4, bristles	2.00
No. 5, white bristles	2.25
No. 6, horse hair	2.70
No. 7, bristles	3.90
Stove Brushes.	
	Per Doz.
No. 1, tampico, handles...90c-$1.10	
No. 2, bristles, handles.....	1.85
No. 3, tampico, handles.....	1.85
No. 4, bristles, handles.....	3.25
Ox Fibre Brushes.	
	Per Doz.
Scrub, T. & B., 9x2½ in face	.80
Do Hub, 10x2¾ in face.	2.00
Do Magic, 7½x2 in face	1.10
Do Owl, 6½x1½ in face	.85
Do Cat, 10½x2½ in face	1.50
Do Rat, 8½x2½ in face	1.25
Do Mouse, 6¼x2½ in fa	1.00
Do Alligator, 10½x2¾ in face	2.25
Do Goose, 8¾x2¾ in fce	2.00
Do Duck, 6½x2¾ in fce	1.50
Stove, Hustler, 8½x2½ in face	2.25
Sink, Bell, 3½x2½ in face	1.40
Sink, Gong, 4¾x3¾ in face	2.25
Horse, Pointer, 10x3¼ in face	3.00
Creamery, Jersey, 9x5 in face	3.35
Creamery, Holstein, 9¼x 5¼ in face	3.50
Dust, Peacock, 10½x4 in face	3.25
Hand, Windsor, 4½x1¼ in face, per gross.....	6.00
Whitewash, Snowstorm, 9-in., per doz.....	2.00
Same, 8-in., per doz.....	1.75
Same, 7-in., per doz.....	1.50

CAN OPENERS.

Diamond per doz $0.75
Crown, per doz 1.25
Scissors, per doz 2.25

CARPET SWEEPERS.

Bissells, per doz.25.00 to 27.00
King, per doz 24.00

CHEESE SAFES.

Round No. 1 10-in.....$2.20
Round No. 2 22-in..... 2.25
Round No. 3, 24-in..... 3.50
Square, each 4.00

Clothes Line.

Hemp 40-foot, per doz.....$0.80
Hemp, 60-foot, per doz 1.25
Cotton, 40-foot, per doz..... .80
Cotton, 60-foot, per doz..... 1.20
Cotton, 75-foot, per doz 1.75
Manila, 40-foot, per doz..... 1.25
Manila 60-foot, per doz..... 2.50
Sash Cord, 50-foot, per doz.... 1.75
Sash Cord 80-foot, per doz.... 3.00
Wire Cord, 50-foot, per doz.. 1.05
Wire Cord, 75-foot, per doz.. 1.60
Wire Cord, 100-foot, per doz.. 2.75

COLUMN 36.

Clothes Line Pulleys.

Galv. Iron, per doz $0 50

CLOTHESPINS.

Common per bx of 5 gross .65
U. S. Patent Spring, per gr .60

COFFEE MILLS.

Enterprise, Family, No. 1, doz. $2 50
Enterprise, Family, No 2, doz. 3 50
Enterprise, counter, ea.. 5.50-$5.00

CORKS.

Wine, pt size, per M..... $4.75
Wine, qt size, per M..... 5.25

Damijohns.

(Less 40-10-5 per cent discount.)

¼-gal., doz..$3.25 2-gal., doz..$10.50
½-gal., doz.. 4.50 3-gal., doz.. 13.50
1-gal., doz.. 6.50 5-gal., doz.. 19.00

Dust Pans.

No. 1 Japan, doz. ..... .6[illegible]
Covered, doz ..... 1.[illegible]
Janitor, doz 2.25

Dusters.

China fancy colored, doz..... .75
Standard Turkey, No. 10, doz.. 1.80
Standard Turkey, No. 12, doz.. 2.10
Standard Turkey, No. 14, doz.. 2.75
Standard Turkey, No. 16, doz.. 3.25
Standard Turkey, No. 18, doz.. 3.75

DOOR MATS, COCOA.

	Per Doz.
Light, No. 1, 14x24	4.00
Do No. 2, 16x27	5.50
Do No. 3, 18x30	7.25
Do No. 4, 20x33	9.00
Medium, No. 1, 14x25	5.25
Medium, No. 2, 16x27	6.75
Medium, No. 3, 18x30	8 50
Medium, No. 4, 20x33	10.25
Extra, No. 2, 16x27	9.50
Extra, No. 3, 18x30	12.50
Extra, No. 4, 20x33	15.00
Extra, No. 5, 22x36	18.00

Keystone Steel Mats.....

Faucets.

Cork lined, No. 1, doz..... $0.60
Cork lined, No. 2, doz..... .75
Cork lined, No. 3, doz..... .90
Cork lined, No. 4, doz..... 1.25
Cork lined, No. 5, doz..... 1.50
Molasses Gates $0.25
Self-Measuring Faucets, each, 3.00
Syrup Pumps (Enterprise), ea. 5.75
Syrup Pumps with auger, ea.. 6.00

Ironing Boards.

4-ft., per doz..... 4 20
4½-ft., per doz..... 4.75
5-ft., per doz..... 5.25
5½-ft., per doz 5.75

LAMP CHIMNEYS.

XX Eureka Grade.

Eureka Crimp Top in Cartons.

	Per Doz.
No. O or E, 6 doz. in case	.75
No. 1 or A, 6 doz. in case	.75
No. 2 or B, 6 doz. in case.	.95

Eureka Electric.
In Cartons.

No. 2, 6 doz. in case, per doz. 1.00

Lantern Globes. per doz
Packed 5 doz. in case.... .70

Eureka Rochester.

	Per Doz.
No. 1, 6 doz. in case....	.85
No. 2, 6 doz. in case.....	1.05
No. 3, 6 doz. in case.....	2.10

Macbeath Pearl Top.

No. 1 or A, 6 doz. in case.	.85
No. 2 or B, 6 doz. in case.	1.05

La Bastie.
Heaviest and best in market.

	Per Doz.
No. A, plain bulk, 6 doz. in case	1.20
No. B, plain bulk, 6 doz in case	1.50
No. A, crimp bulk, 6 doz. in case	1.30
No. B, crimp bulk, 6 doz. in case	1.60

Common Chimney.

	Per Doz.
No. 0 or E, 6 doz. in case.	.40
No. 1 or A, 6 doz. in case..	.45
No. 2 or B, 6 doz. in case.	.65

Common Rochester.

No. 1, 6 doz. in case.....	.80
No. 2, 6 doz. in case.....	.90
No. 3, 3 doz. in case.....	2.00

Lamp Burners.

0 or E, per doz	$0.50
1 or A, per doz	60
2 or B, per doz	.75

(Blaze fits 13 collar, takes E wick)

Solar Burners, doz 1.50

LEMON SQUEEZERS.

Ball, per doz	$0.40
Glass, No. 1, per doz	50
Glass, No. 2 (for oranges) doz	85

MOPS AND HANDLES.

	Per Doz.
8-lb. Mops	1.20 and 1.50
12-lb Mops	1.60 and 2.00
Patent Mop Handles	1.00
Plain Mop Handles	.90

PAILS.

	Per Doz.
Wood, painted, 2 hoops...	2.25
Wood, varnished, 3 hoops	2.25
White Cedar, 3 galv hoops	2.75
Fiber	3.50
Galvanized, 10 quarts	1.75
Galvanized, 12 quarts	2.05
Galvanized 14 quarts	2.35

SHELF PAPER.

	Per gross.
Narrow, assorted colors.	.12
Wide, assorted colors....	.35

COLUMN 37.

TUBS.

White Cedar—No. 0, 13.00; No. 1, 10.50, No. 2, 9.00; No. 3, 8.00.

Painted or varnished—No. 0, 11.40; No. 1, 9.60; No. 2, 8.40; No. 3, 7.20.

Fiber—No. 0, 18.00; No. 1, 14.50; No. 2, 12.50; No. 3, 11.00.

Galvanized—No. 1, 5.50; No. 2, 6.20; No. 3, 7.20

WASHBOARDS.

	Per Doz.
California, regular size.....	2.10
California, small	.90
Stag	2.75
Bronze	3.50
Good Enough	2.25
Anchor, single	1.90
Nameless	2.25
Peerless, double	3.50
North Star	3.50
North Star, protector.....	4.00
Crystal Glass	4 00
Misses	1.50
Toy	.90

WICKING.

	Grs.
Lamp, 0 or E, ⅜-in.....	$0.30
Lamp, 1 or A, ⅝-in.....	.40
Lamp, 2 or B, 1-in.....	.60
Lamp, 3 or D, 1¼-in.....	.90
No. 1 Rochester	2.00
No. 2 Rochester	2.75
No. 3, Mammoth	9.25
Junior Rochester	1.50
Stoves, 3-in	1.80
Stoves, 3½-in.	2.25
Stoves, 4-in	2 50
Stoves, 4½-in	2.90
Stoves, 5-in	3.50

WRINGERS.

Wood Frame Novelty.

Two top screws; iron tub clamps.

	Per Doz.
No. 350, 10x1¾ in	30.00
No. 351, 11x1¾ in	36.00
No. 352, 12x1¾ in	42.00

One top screw; wooden top clamps.

No. 360, 10x1¾ in.....	31.00
No. 361, 11x1¾ in.....	36.00
No. 362, 12x1¾ in.....	42.00

Ball Bearing.

No. 380, 10x1¾ in..... 40.00

MISCELLANEOUS.

Barrels, paper, 100-lbs, ea.	.80
Barrels, pa., 50 lbs ea.....	.65
Barrel Covers, 17-in. (flour barrel size), per doz.....	1.80
Barrel Covers, 21-in (sugar barrel size), per doz.	2.70
Basins, fiber, 12-in., pr dz.	2.25
Basins, fiber, 1½-in., per doz.	2.50
Brownies, per doz....85, 1.15	1.35
Butter Ladles, plain, doz....	45
Butter Ladles, clays, doz	85
Butter Spades, doz	40
Dishes, oval 1, 2 and 3-lb, per 1,000.....2.20, 2.30,	2.90
Dishes, wire end..... ....1.35, 1.80, 2.35, 2.85,	3.25
Egg Beaters, Dover.....	1.00
Lemon Squeezers, fiber, dz	1.25
Measures, fiber, 4 pcs.....	1.25
(Set pt., qt., ½ gal and funnel)	
Lanterns, O Tubular, doz.	5.25
Lanterns, candle, frame, only doz.	1.00
Lantern Candle, with chimney, doz.	1.75
Lantern globes, in bbls.	70@95
Mouse Traps, 1 to 6 holes, doz., 6 holes.....	.60
Traps, mouse, "Does-it-easy," doz.	25
Traps, rat, "Blizzard," doz....	1.25
Nest Eggs, per doz.....	20
Oil Cans, 1 gal., cush., per doz	1.50-4.50
Oil Cans, 1 gal., galvanized iron	2.00
Oil Cans, 5 gal., galvanized iron	6.00
Potato Mashers, per doz.	45@75
Rolling Pins, per doz.	1.20 and 1.45
Spoons, wooden...30c, 37c	.65
Step Ladders, each per ft.	.17 .40
Tacks, steel, asstd. 2-oz, doz...	25
Tacks, Common, 2 oz., doz..	8½
Tapers, gas, 30/17-in. stgs. doz	65
Tobacco Cutters, standard, ea	80
Toothpicks, per case, 110 box	2.25
Twine Holders, hanging, doz.	2.00
Twine Holders, counter, doz..	3.10
Spittoons, fiber, 13-inch..	6.00
Spittoons, fiber, 12-inch..	4.75
Spittoons, fiber, 9-inch...	4.00
Whips	.90
Window Screens, 12-in., doz..	1.52
Window Screens, 18-in., doz..	2.09
Window Screens, 24-in., doz..	2.51

STATIONERY.

Blank Books.

Counter, 48-leaf .....$	50
Counter, 92-leaf	75
Cap, Day & Ledger, per 100 pp	10@ 40
Full bound	50@ 75

Writing Paper.

	Ream.
Commercial Note, 5lb....	45@ 75
Commercial Note, 6lb...	50@ 90
Letter 10 lb, ex.....	90@1.50
Cap, 12 lb, ex.....	1.03@1.80

COLUMN 38.

Envelopes.

	Per M
XX, 5-in.	1.00@1.50
XX, 6-in.	1.10@1.60
XXX, 10-in.	2.80
XX, 4-in., Baronial, cream or white	1.40@1.80
XX, 5-in., Baronial cream or white.....	1.60@2.00

Inks

Scott & Gilbert Co.,
Manufacturers,
214-216 Mission Street, San Francisco

SUNSET BLUE BLACK



	gross
Cones, 3 dozen case	$4.50
2 oz. round studs 3 dz..	4 50
	doz.
4 oz. round studs, 3 dz.	75
½ pints, 2 doz case..	1 25
Pints, 2 doz. in case	2 00
Quarts, 1 doz. in case	3 50
	gal.
5 gallon kegs	7[illegible]
10 gallon kegs .	60
Barrels ..	50
Assorted colors,	doz
1 oz. stands, any color	50
2 oz. stands, any color	75

BLACKSTONE MFG. CO.
1960 Howard St., S. F., Cal.



	Gross
Cones, 3 doz to cs.....	$3.75
2-oz., Rnd Cylndr, 3 doz to cs..	3.90
3-oz., Rnd Cylndr, 3 doz to cs..	5.75
4-oz., Rnd Cylndr, 3 doz to cs..	6.50
	Doz.
8-oz., Rnd Cylndr, 2 doz to cs..	1.15
16-oz., Rnd Cylndr, 1 doz to cs.	2.00
Full qts., Rnd Cylndr, 1 doz to cs	3.75

Above prices are for Jet Black, Blue Black, Green, Blue, Violet and Carmine Inks.

(Copying Inks 10 per cent additional.)

Miscellaneous.

Carter's or Sanford blk cylinder, gross	4.50
Sanford's, 4 oz., black cylinders, doz.	60
Sanford's ½ pt, doz.....	1.75@2.00
Sanford's pts, doz	3.00@4.50
Sanford's qts., doz.	5.00@7.50

Lead Pencils.

	Gross.
Plain cedar	60
Black polished	1.10
Cedar, rubber tip	1.00
Red polished, metal rubber tip	1.50@3.50
Carpenters'	1.75@2.25
Eagle Automatic, doz..	85@2.00
doz.	40@1.80



Mucilage

Scott & Gilbert Company

Mafrs., 214-216 Mission St
San Francisco, Cal.

SUNSET EXTRA HEAVY

	doz.
2 oz. cones, 3 doz. cs.	37½
3 oz. cones, 3 doz. cs.	75
½ pints, 1 doz. case	2 00
Pints, 1 doz. in case	3 50
Quarts, 1 doz. in case	7 00
Gallons, ½ doz. ca e	20 00

Blackstone Mfg. Co.
1960 Howard St. S. F., Cal.

	Gross.
2-oz. Cones, 3 doz. to cs.....	$4.00
3-oz. cylndrs. 3 doz to cs.....	5.75
	Doz.
8-oz. round, 2 doz to cs.....	1.75
16-oz. round, 1 doz. to cs.....	3.00
Full qts., 1 doz, to cs.....	5.00

Bulk quotations (5, 10 and 20-gal.) on application.

Steel Pens. per gr. Gross.

Railroad, 1 gross in box.....	$0.40
Stub No. 413	40
Falcon	40
Bank	40
Easy Writer	50
Extra Fine	45
Elastic	45
Railroad Stub	40
Ladies' Falcon	40
School	40
Spencerian No. 1	85
Gillotts No. 404	50
Gillotts No. 303	1.00

COLUMN 39.

Department 22.

TOBACCO, CIGARS, SMOKERS' SUPPLIES, ETC.

AMERICAN TOBACCO CO.

Plug Tobacco.

Battle Ax, 16 oz, 3x12, 6 cuts, 12, 24 lb	39
Big Gun, 16 lb butts, 16 oz., 3x12, 6 cuts	44
Brandywine 4 to lb., 2¼x9, 3 cuts, 4 and 8 lb	46
Bullion, 16 oz, 3x12, 12 lb....	47
" 6 to lb., 1x6, 20 lb ...	50
Burr Oak, 16 oz., 3 x 12 emb., 6 and 12 lb.	48
Climax, 16 oz, 2x12, 6 cuts, 6, 12 and 30 lb	45
Climax, 7 oz, 2x12, R & R 6 cuts. 7, 10½ and 21 lb.	48
Climax, 7 oz, 3x12, thin, 7 and 14 lb	48
Climax, 6 to lb, 2x8, Twin 4s. 4 lb boxes	50
Climax, 14 to lb, 1x8, Figs 4 lb boxes	54
Cross Bow, 14 oz, 3x12, 4 cuts 14 lb	38
Drummond Nat., 5½ oz. 3x12, 3 cuts, 5, 8, and 12 lb	63
Five Brothers, 4 oz, 3x6, 2 cuts, 4 and 8 lb ...	65
Gold Rope 7 to lb. 8, 6, 12 lb. ..	56
Gold Rope 14 to lb. 4, 8 lb	58
Good Luck, 3x6, 10 lb.	45
Granger Twist, 12 and 15 lb pails	45
Horse Shoe, 16 oz, 3x12, 6 cuts, 8, 12 and 24 lb	44
J. T., 7 oz, R & R, 2x6, 2 cuts, 10½ and 21 lb	39
J. T., 7 oz. Smo. 2x6, 2 cuts, 10½ and 21 lb.	39
J. T., 14 oz, Smo. 3x12, 4 cuts, 10½ and 21 lb. ..... R & R...	39
Newsboy, 5 to lb, 2¼x4½, 10, 15 and 25 lb.	40
Nobby Spun Roll, 7 to lb, 1¼x8½ 3, 6 and 12 lb.....	57
Old Honesty, 15 oz, 3x12, 6 cuts, 7½, 15 and 30 lb	44
Old Kentucky, 6 to lb, R. & R., 8, 16½ and 25 lb...	48
Old Peach and Honey, 6 to lb 8 lb. butts	48
Out of Sight, 12 butts, 12 oz., 3x12, 3 cuts.....	35
Piper Heidsieck 5½ oz, 2⅝x8, 3 cuts, 4, 7, 14 lb	69
Red Cross, 16 oz, 3x12, 4 cuts 12 and 24 butts	
Red Ribbon Twist, 10 to lb, 6 inch, 8 lb pecks, 16 lb ½ bus	40
Saw Log, 16 oz, 2x12, 6 cuts 24 lb.....	46
Saw Log, 92 oz, 3x12, 12 cuts, 32 and 48 lb	46
Something Good, 5½ to lb, 2x4 9, 13 lb.	45
Spear Head 16 oz, 2x12, 6 cuts, 6, 18 and 30 lb.	
Spear Head, 7 oz 2x12, 6 cuts, 7, 10½ and 21 lb	48
Standard Navy, 14 oz, 3x12, 4 cuts, 14 and 28 lb.	38
Star, 16 oz, 3x12, 6 cuts, 12, 24 and 52 lb	45
Weissinger's Special, 5 1-3 oz., 3 x 12 emb, 2, 6, 12 lb.	48
W. N. T. Nat. Leaf, 6 and 12 lbs., bxs., 5½ ozs., 3x12....	57

Smoking Tobacco.

(5-lb Cartons, 25 and 30-lb cases.)

Seal of N. C., 1⅝ oz, foil.....$0.68	
Seal of N. C., 3½ oz, foil.....	.62
Seal of N. C., 8 oz, foil.....	.59
Seal of N. C., 16 oz, foil.....	.59
Old Gold, 1⅝ oz, foil or pouch	.70
Old English curve cut, 1⅝ oz	.74
Old English curve cut, 3½ oz (In curved tins.)	.74
Pedro, 2½ oz, foil.....	.49
Pedro, 2½ oz, pouch.....	.51
Pedro, 2½ oz, assorted.....	.50
Pedro, 16 oz, tin canisters....	.52
Dixie Queen, 1⅝ oz, foil.....	.40
Dixie Queen, 16 oz, tin canisters, 6-lb cartons, 24-lb cas	.42
Duke's Mixture, 1⅝-oz sack..	.39
Arlington, 1⅝ oz, foil.....	.65
Cross Cut, 1⅝ oz, foil.....	.60
Duke's Cameo, 1⅝ oz.....	.42
Duke's Cameo, 2½ oz, foil....	.45
Melrose, 1⅝ oz, foil.....	.65
Fragrant Vanity Fair, 1⅝ oz, foil	.95
Red Indian Plug Cut, 1⅝ oz and 3½ oz, foil.....	.42
Red Indian Plug Cut, 16-oz pails	.44
Fashion, 1⅝ oz	.41
Fashion, 16-oz pails.....	.44
Bull Durham, 1 oz.....	.66
Bull Durham, 1⅝ oz.....	.66
Bull Durham, 3½ oz.....	.60
Bull Durham, 8 oz.....	.58
Bull Durham, 16 oz.....	.58
Pick Leaf, gran, 1 oz, 25-lb cs	.00
Corn Cake, gran, 1-lb bags, 25-lb cases, per lb.....	.23
Echo Plug Cut, 1⅝ oz.....	.48
Red Bell, 1⅝ oz.....	.42

COLUMN 40.

Red Bell, 16-oz pails.....	.43
Oriental Mixture, 3½-oz tin..	1.00
Imperial Mixture, 3½-oz tin.	1.20
Plum, 1⅝ oz, foil.....	.62
Three Kings Mixture, 3½-oz tins	1.35
Monte Cristo Mixture, 3½-oz tins	1.50
Yale Mixture, 1-oz tin.....	1.35
Yale Mixture, 1⅝-oz tin.....	1.60
Yale Mixture, 3½-oz tin.....	1.55
Honey Dip Twist, 10 to lb..	.46
Master Workman, 10-oz plug, smoking	.47
Old Virginia Plug, smoking, 5 oz, 10½ lb., 6x6.....	.42

Fine Cut Chewing.

Hiawatha, 1 oz.....	.58
Hiawatha, 10-lb bulk, bright or dark	.56
Hiawatha, b'ght or d'k, 1-lb tins, 5-lb. pails	.50
Sweet Cuba, b'ght or d'k, 1-lb tins, 5-lb. pails	.41

Cigarettes.

Fragrant Vanity Fair $4 08	
Duke's Cameo	4.08
Sweet Caporal	4.08
Virginia Brights	4 08
Old Dominion	3.98
Pets (foil packages).....	6.82
Richmond Straight Cuts.....	6.82
Turkish Trophies	7.75
Egyptian Deities, No. 1, 10s..	21.50
Egyptian Deities, No. 3, 10s	$18.36, 19.33
Mogul	11.12

Cheroots, Etc.

Old Virginia Cheroots, 5's....$12.50	
Old Virginia Cheroots, 5's....	14.00
Between the Acts Little Cigars, 10's, tin and paper..	8.50
Bengal Little Cigars, 10's....	7.50
Royal Bengal, 10 in pkg.....	13.00
Van Bibber Little Cigars....	17.50
Sub Rosa Cigarros, 10s, per 1,000	4.10
Florodora	12.50

Cigarette Papers.

Vanity Fair, 50 pkgs in box..	1.05
Wheat Straw, 50 pkgs in box.	1.25
Wheat Straw, 100 pkgs in box	2.50
Wild Oats, 40 pkgs in box....	.90
Red Seal, 50 pkgs in box.....	.25
Corn Husk, 50 pkgs in box..	1.15
Corn Husk, 100 pkgs in box..	2.20
Interlock, 50	1.15
" 100.....	2.25

THE HILSON CO.

Hoffmann House Little Cigars, 10 in package, 250 in carton	$7.50
Hoffmann House Magnums, 10 package, 100 in carton.....	12.00
Hoffmann House Petit Duc, 10 in package, 100 in cart'n.	15.00
Hoffmann House Cavaliers, 10 in package, 100 in cart'n.	18.50

J. B. PACE TOBACCO CO.

Scroll Tag, twist, 6 to lb....	.66
Scroll Tag, 10 oz.....	.66
Mastiff Plug Cut, 1⅝ oz.....	.57½
Mastiff Plug Cut, 3½ oz.....	.65½
Mastiff Plug Cut, 10 oz.....	.52

AMERICAN SNUFF CO.

French Rappee, 1⅝ oz, pr dz.	.96
French Rappee, 3½ oz, pr dz.	1.80
French Rappee, 16-oz jars, per lb	.65
Maccaboy, 1⅝ oz, per doz....	.96
Maccaboy, 3½ oz, per doz....	1.80
Maccaboy, 16-oz jars, per lb.	.60
Irish High Toast, 16-oz. jars, per lb	.57
Scotch Lillienthal's, in bladders	.60

CIGARS.

Porto Rico Cigar Co.

El Primero, Forziano Porto Rico	30.00
El Manifesto, Invincible Roosevelt Porto Rico	87.50

PIPES.

	Per Doz.
Cobs, Hot Shot, 3 doz.....	$0.25
Cobs, Gem, 3 doz.....	.25
Cobs, No. 3, 3 doz.....	.50
Brier, W. P. & Co., Assorted, 3 doz	2.00
Brier, Display Stands, 1 doz...	2.00
Brier, Showcase Assortment, 3 doz	6.00
Pipe Mounts, 1 doz.....	.75
Cherry Stems, 2½x6 in.....	2.00
Cherry Stems, 2d 2½x6 in....	.38
Clay Pipes, T. D., 1½ gross per box	1.85
	Per Box.
Clay Pipes, Woodstock, 1½ gr per box	1.25
Uncle Sam Cob Pipe, 3 doz box	1.00
Eclipse Patent Cob Pipe, 3 doz. box	2.25
Climax Cob Pipe, 3 doz. box...	2.25
Jewel Cob Pipe, 3 doz. box....	.90
Dewey Cob Pipe, 3 doz. box...	2.50
No. 19 Cob Pipes, 1 doz box....	2.00

LASH'S
KIDNEY & LIVER
BITTERS
CURES DYSPEPSIA.

HAVE YOU NOTICED
all these Signs around Town?



It shows that most of the Grocers keep what people ask for—WUNDER BEER
If YOU don't, wake up phone to our bottling works and they will send their man to see you.
Phone South 1098

Ahrens, Pein & Bullwinkel
WHOLESALE
Liquor Merchants
620 Post St., bet. Taylor & Jones
Sole Proprietors



Royal Stag Bourbon and Rye.
Old Pal Kentucky Bourbon.
Celebrated Chief Tonic.
Hiawatha Bitters.
Chief Bitters.
Diamond Star Rye and Bourbon.
Tiliawood Bourbon.
Importers
Slater V. O. Scotch Whiskey, Scotland.
Thrope & Co.
Mermaid Old Tom Gin, London.
P. Van der Kamp
Fine Old Wood Cock Gin, Holland.
Maurailla Freres Cognac, France.

MONEY-WEIGHT SCALES
Pay for themselves in
Less than a Year.
Sold on Easy Monthly Payments
PIERCE & CO.
Flood Bldg. (8th Floor) Market & Powell



J. F. Cutter Whiskey
IS THE BEST SELLER FOR THE RETAILER ON THE MARKET
E. Martin & Co.
Sole Agents
54 FIRST STREET
San Francisco

PRUNE PRICES.

Two Views as to the Causes for Stagnation of This Article.

Two views of the cause of the stagnation in the prune market were exploited in two different articles in a recent issue of the San Jose "Herald." One view blames the folly and greed of the farmer, stating that he ruins his own market by trying to sell poor goods that ought to be turned into brandy and by dishonestly mixing them with goods of a higher standard. The other claims that the grocers are thieves and destroy their trade by demanding extortionate profits.

It is to be noted that it was the "Farmers' Club" that placed the blame with the grocers. At the session of this club, held Saturday, April 15th, C. D. Harvey, who had just returned from an Eastern trip, declared that the grower had "better dump the small fruit and the bad fruit here than to send it East to destroy our market there."

Dishonesty Among Grocers.

Four causes of trouble were given:

Selling of futures, not knowing what the crop will be in either quantity or quality.

Disreputable methods taken to fill futures.

Refusal of packers to fill orders in consequence of which the grower suffers.

Putting out of small sizes which are mixed with larger ones and bring down the whole price, paying the grower less for the whole than he would get if he kept out his small prunes altogether.

The grower is responsible for selling the crop before it is grown; also for the delivery of his prunes to packers who he knows will mix small fruit with them; and giving his fruit to the packers to break prices.

Roasts the Groceryman.

G. W. Leak, a San Francisco dentist, who owns a prune orchard, roasted the retail grocers in an article in which he tells what he **don't** know, as follows:

"The truth is, this mild-faced groceryman, who never fails in business unless he dabbles in some outside ventures, is the arch enemy to the prune industry of California.

"He sells nothing without a profit.

"Flour, sugar and all such things are sold by him by the barrel or sack 5 per cent less than he sells them. If he pays cash he gets another 5 per cent off. Added to the sale profit he makes 10 per cent on sugar and flower. If he retails by small packages he makes 15 per cent or 20 per cent—a big profit.

"How about prunes?

"He buys them as low as he can and sells them for all the traffic will bear. If the customers inquire price they are told 2, 3, 4, 5 pounds for 25 cents and their groceryman does the rest.

Calls Them Robbers.

"Is it any wonder then that prunes bring 18 cents per pound in New York at retail, while our growers and packers get just 1 cent more per pound in New York than in San Francisco, which is exactly the freight from San Francisco to New York—robber groceryman makes the difference—which is immense?

"Prunes of the 50-60 size laid down in New York last summer brought 4 cents in 25-pound boxes. The commission men charged, including drayage, 10 per cent. Add this 10 per cent to 4 cents per pound and you have what the prunes cost the arch enemy—about 4½ cents—and he retailed them for 18 cents, or 400 per cent advance.

"You have only to ask your grocery store man what he charges and look at quotations to verify the above. Each grocery store charges all his conscience will bear, and he has no right to class dried prunes as perishable goods except as they are destroyed by rats and clerks who frequently fill their pockets with the delicious fruits.

Advises Starting Retail Stores.

"Until you can compete with our arch enemy by placing a retail store in each town with orders to sell at a small advance on cost like sugar, flour, etc., you can count me out. I would rather furnish the fakirs prunes at 3½ cents and let them sell them 'at cost,' 5 cents per pound, than join in a season of prayer or promise to deceive myself and other prune growers."

WHAT PAYS?

Does it pay to sell articles that move fast but do not yield sufficient profit to much more than cover the expense of handling? Does it pay to carry an article that pays a big profit when you sell it, but which generally lies on the shelf.

Does it pay to sell an article that does not please your customer when he gets it?

"Sunset" mackerel sells fast, pays a big profit and always pleases; therefore it pays you to handle it.

TRADING STAMP NEWS.

Louisina Grocers Win.

Judge Sommerville of Division D of the Civil District Court of New Orleans, on March 30th, rendered a decision in favor of the State and city condemning the Merchants' Trading Co., the only trading stamp outfit of New Orleans, to pay $5000 to the State and a similar amount to the city, under the Jacobs act, which was passed at the last session of the Legislature.

CONTAINS WHITE OF EGG
The Greatest Leavening Auxiliary



Not Made by the Trust
Now Used in Thousands of Families
30 CENTS THE POUND
Made in California. Ask Your Jobber.
THE NEELY COMPANY
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PACIFIC STORE AND OFFICE FIXTURE CO. INC.
TEL. BLUE 2571 F. A. OEHM, Pres.
Store Fixtures
DESIGNERS AND MANUFACTURERS OF
STORE, OFFICE AND BAR FIXTURES
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RAINIER
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Popular! Why?
Because it is really good.
Only Choice Materials
Used in its Manufacture.
JOHN RAPP & SON, AGENTS
Phone South 473.

Grocery Markets.

Commercial Outlook of the Western World as shown by Present Conditions.

Office of the ADVOCATE.
Thursday Afternoon.

ADVANCES.

Pearl Tapioca to 2¾ cents; sago to 2¾ cents.

Jersey Lily Lard, ½ cent.

Hams, boiled hams, bacon and dry salt meats, except bacon, have advanced ½c per lb.

Salmon, Alaska red, bbls., to $10.50; ½ bbl., to $6.25.

DECLINES.

Malta Vita, per case, to $4.00.

Pioneer Cocoanut, bbl., to 11½ cents; pails, to 12½ cents.

T. & B. washboards, to $2.00.

University Red Salmon, 1s, tall, to $1.12½.

Coal oil, in cases, Pearl, Star, Extra Star and Elaine, ½ cent per gallon.

Brazil Nuts, 210 lb. sacks, to 13 and 14 cents.

NEW IN MARKET.

Tanglefoot Paper, for export, at $3.30.

Little Beauty Washboards, at $2.25; Coral Queen, at $2.75.

Miller Naptha Soap, 100 12 oz., per case, at $4.35; ½ doz. toilet soap free with each case.

Miller's Powerine with Ammonia, 100 16 oz. packages, at $6.75.

AGAIN IN STOCK.

Teyssonneau anchovies in oil, small, at $3.75.

Bengal Olives, 14 oz., per doz., at $2.30.

Wagner's Sauerkraut, per doz., at $1.20.

Dunbar's Shrimps, large, at $2.05; small, at $1.05.

Palo Alto White Figs, ½ lb. bricks, at $1.85.

Bezier Bls. Sardines, ¼s, at $20.50; Aug. Gillet Bls., ½s, at $28.00.

SCARCE IN MARKET.

Empire Lye.

Atmore's Condensed Mincemeat.

People's Cornstarch.

Eureka Soap Co.'s Toilet Soap; No. 914 Amber; 915 Ruby; Acalypha; Carnes Violet; Opera Rose; Bay Rum; Apple Blossom.

COAST CROP CONDITIONS.

Geyserville—Cherries are almost a total failure. Vineyards promise a splendid yield. Prunes promise well, though there are not nearly so many on the trees as there were some weeks since.

Haywards—Cherry crop reported very poor. Royal Anne's unusually shy.

Colusa—The fruit crop in this section, with the exception of prunes, is in fine shape.

Yuba City—The almond crop promises to be barely the average. Prunes and peaches have a fair crop.

San Lorenzo—Apricot crop in this section is unusually heavy.

Portland, Or.—Frosts have done considerable harm to the fruit. Apples and French prunes have received but little injury. A good crop of apples is promised.

Watsonville—Prospects were never better for an enormous apple crop. The light frosts have done no damage.

Santa Rosa—Owing to unfortunate climatic conditions many young prunes have fallen from the trees. Present indications are will have about one-half crop.

Vacaville—Apricots, peaches and plums promise a heavy crop. Prunes very light and pears almost a total failure.

Davisville—Crop prospects are good. There will be a big crop of almonds.

Phoenix, A. T.—An enormous yield of all deciduous fruits is promised, as there has been no injury by frosts to date. Grapes will not be so abundant. There will be a good crop of dates.

Los Gatos—A thorough examination of the prune orchards in this vicinity makes it evident that there will not be over a half crop this year.

Yuba City—The Sutter Preserve Co. report that they will make an unusually large pack of apricots and peaches this year and also of tomatoes, corn and beans. Cannery peaches are expected to go up as high as $40 a ton on account of the small carry over of last year's crop. C. A. Rand, manager of the local dried fruit plant, says that the Eastern markets are anything but encouraging to packers of dried fruits and that wholesale houses are cutting down on their previous orders.

Salem, Or.—The Willamette Valley will have a bumper prune crop.

SUGAR.

Market continues firm.

GLUCOSE MARKET.

A brisk fight is now on between the Glucose Trust, the real name of which is the Chicago Glucose Sugar Refining Company, and the New York Glucose Company. This has resulted already in two reductions in price locally amounting to 30 cents on 100 pounds, or about 2½ cents per gallon. Owing to the strength of the sugar market and the uncertainty as to how prices will go, there has been no change in the price of syrup in the local market, although in the Eastern market there has been a decline of from 1 to 2 cents per gallon in compound syrup.

MAPLE SYRUP.

The Vermont authorities will not allow any maple sugar or maple syrup to be shipped out as the real stuff this year. The shipments from Vermont will therefore be much smaller this season than usual. Reports from Western New York state that the maple sugar crop will be almost a total failure this year.

The Government Bureau makes the following point-blank statement: "It is conservatively estimated that seven-eighths of what is sold as maple syrup and sugar is a spurious article. Most of the fabrications are entirely harmless, but they are not the real thing."

TEA MARKET.

A. Schilling & Co. Say:

"The appearance of the Russian Baltic fleet in the Orient has already had the effect of advancing war risks to three per cent, and should the Russians gain any advantage over the Japanese the tea situation would be demoralized.

"As the United States takes over 50,000,000 pounds of tea from Japan and Formosa and only about 15,000,000 pounds from China, it will readily be seen that the presence of the Russian fleet in the Orient has become an important factor to tea importers as well as to the insurance companies. A great victory over the Japanese will practically destroy the trade with Japan and make all Japan teas extremely valuable holding."

The Grocery World says:

"The only event of the week in the world's tea situation is England's reduction in her duty of 4 cents per pound. The duty has been 16 cents and is now 12 cents. The effect of this should be to strengthen the market for India teas, by reason of the increased demand which it will give them.'

RICE MARKET.

Hangchau, China, January 24, 1905.—U. S. Consul George E. Anderson writes:

"Experts in rice matters in this part of China declare that the price of this great Chinese staple will fully double in the course of the next three months. Their predictions are based upon the unusually low price of the grain and conditions affecting its export. At present, in most of the cities of this consular district, rice is selling at from $3 to $3.40 Mexican ($1.40 to $1.55 gold) per picul (133 1-3 pounds). Ordinarily the grain sells at from $5 to $5.50 Mexican per picul, or about 2 cents gold per pound. At such a price the rice farmers will make money on about the same scale as would American farmers in the Mississippi Valley States producing wheat on the basis of 80 cents a bushel in Chicago. The present rate therefore is very low, and in spite of a fair harvest of the crop the rice farmers are realizing very little money. The first result of their failure to get a fair price for their product is that they are compelled to sell more of their crop to raise necessary money and to save less for their own use. Most of them will have to buy back some of this grain at a ruinous advance before they can secure the new crop. The present situation, therefore, is especially hard upon the rice farmers, although for the time being it is taken as a blessing for the cooly classes in the larger cities.

"The export of rice from China is practically prohibited by law, but many ways of evading the laws are found, and ordinarily a considerable quantity goes abroad. The Russo-Japanese war, however, has prevented some trade in this line this year, and has materially affected the situation. One notable result of the prevailing price of the grain is that almost every one of the officials in this portion of the empire who collect the Emperor's rice tribute has lost money by reason of his office. The collection of the tribute is farmed out, and most of the officials have had to pay more money for the privilege than they have realized from the sale of rice secured under it."

COFFEE MARKET.

Port au Prince, Haiti, Jan. 4, 1905.—S. Minister W. F. Powell writes:

"The coffee crop of Haiti will be only about 50 per cent of last year's crop.

"From some sections where a large crop was expected and has, until this year, never failed, reports have been received that the crop has been gathered and that there is little more to come in. The reason given for the

Old Kentucky Distillery

INCORPORATED



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PACIFIC COAST BRANCH
228 Front Street
SAN FRANCISCO, CAL.

"KENTUCKY DEW"

Western Meat Company

SAN FRANCISCO, U. S. A.

Packers and Exporters of U. S. Government Inspected Products



"Eastern Star" and "Monarch"
Hams and Bacon
"Golden Gate" Leaf Lard
"Arrow" Lard Compound
"Golden Gate" Brand Canned Meats
Barreled Beef and Pork.

Correspondence Solicited.

TOMATOES--Pack 1904 MAPLE SHADE BRAND.

Send in Your Trial order for some of our Solid Pack, also our Solid Pack with Peppers.
We guarantee our prices all right.

PENNELL-SUYDAM CO.
WHOLESALE GROCERS
14-16 Spear Street, San Francisco.
Tel. Main 5396.

failure of the crop is the excessive rains in the early part of the season, which prevented it from maturing."

CANNED TOMATOES.

The local market is well cleaned up of low grade goods. Standards are quoted at 95c.

Baltimore, Md., April 13.—T. J. Meehan & Co. report:

"The next 90 days will probably show some lively movement in spot tomatoes. The stocks carried in the public warehouses here are being rapidly shipped out. Buying of future tomatoes has commenced in earnest."

Easton, Maryland—Some farmers in this locality are refusing to plant tomatoes for $6.50 per ton delivered at the factory. The farmers claim they cannot grow tomatoes at a profit at this price. Many have contracted at this price.

CANNED CORN.

Local jobbers are amply supplied to meet their requirements till the new pack comes in. Western is being quoted at 85 to 90c and Maine at $1.35.

DRIED FRUITS.

The market is dull. There are plenty of raisins and prunes for all requirements. Apricots and peaches will be a good crop. Pears, prunes and cherries will be short in California, though Oregon will have a big prune crop. Extensive damage to the fruit crop of the Middle West, told by the dispatches of last week, make prune growers hopeful of better returns this year.

RAISIN MARKET.

Fresno—At the raisin-growers' directors' meeting, held last Monday, A. P. Jordan reported that 23,000 acres had been signed up, leaving 12,000 to be secured by Saturday. An encouraging feature of the meeting was the presence of representatives of El Cajon Packing Company of San Diego and the probability that arrangements will be made whereby several thousand acres under control of that company will be brought in. There is some question as to whether the El Cajon Company can turn over its acreage or whether contracts will have to be obtained from the individual growers, but the belief was expressed that satisfactory arrangements can be made.

Vice-President Tarpey reported that the committee had made no progress toward an agreement with the co-operatives, owing to the absence from the city of A. L. McCray. C. M. Blowers reported on his trip to Woodland, he having been instructed to go there and ascertain the prospect for securing co-operation from the Sacramento Valley growers. He presented a letter from Secretary C. T. Bidwell of the Woodland Sultana Raisin Growers' Association, expressing a desire to work with the company here and giving the assurance that the growers need not fear any cutting of prices by the northern growers. Mr. Blowers said that he found a general desire to co-operate but this year's crop is tied up by a contract with one of the Fresno packing houses. However, numbers of individual growers expressed a willingness to join the new company.

All the banks and business houses of Fresno are using their influence to secure the acreage deemed sufficient to make the association of enough weight to carry influence in shaping the market.

PRUNES.

Local dealers claim that the prune crop of California, in all the principal districts, will range from one-quarter to one-half of the usual California output. J. K. Armsby Co. report that they have received advices to this effect from the Santa Clara Valley, San Joaquin Valley and Sonoma Valley. Mr. Blum of Vacaville reports that the falling of the fruit has resulted in a loss of at least one-half of the expected crops of Yolo and Solano counties.

NUT MARKET.

Santa Ana.—The entire output of the Santa Ana Valley Walnut Growers' Association for the coming year has been sold to Rosenburg Bros. of San Francisco, and the Gregory Fruit Company. Each concern will take alternate cars as they are packed at the warehouse here. The price is the same as that fixed by the Southern California growers at their annual session.

Brazil Nuts—New Brazil walnuts are now in the market. They are quoted at 13 and 14 cents in a jobbing way. This is a decline of 1 cent in spot goods. There are reports of a large crop. In spite of this there has been an advance of 1 cent in primary markets over the prices quoted on the first shipments which were received at New York during March.

Walnuts—It is reported that the current crop of Chili walnuts will be small and of poor quality. Some reports add that it will be late. This means that buyers will have to look elsewhere for their early fall supplies.

Pecans—Eastern exchanges advise an advance, well sustained, of 3 to 4 cents per pound in pecan nuts, attributed to scarcity. There are reports of damage by heavy frosts in substantially all the producing sections. Higher prices are anticipated before the new crop arrives.

BEANS.

The Schultz-Hansen Co. say:

"All indications point to a shortage in white beans in California, owing to the fact that large quantities have been used for hog feed. It is estimated that Miller & Lux alone have used about 40 carloads for that purpose. On the other hand, there are many more pink beans than are required.

"The following from the Grocers' Criterion of Chicago confirms all reports we have received respecting the bean situation in the East:

"'One hundred and twenty-five Michigan dealers, reporting from that number of stations, give figures which seem to be reliable and place the entire supply in the State at 342 cars, which includes net stocks on hand, and undelivered purchases. The total stocks unsold in farmers' hands are estimated at 228,500 bushels. According to the report of the Secretary of State of Michigan last year's crop was upwards of 3,000,000 bushels, which would indicate that less than ten per cent of last year's crop still remains in the hands of farmers and other holders. About 150,000 bushels are required for seed purchases; it would appear that only about 75,000 bushels are available for distribution, or about 110 cars. Last year the reported sales from March 15 to September 1 were 1,307 cars. Assuming that there are sufficient beans in farmers' hands unreported to cover seeding requirements the total quantity to come forward is reduced to approximately 680 cars. On the basis of consumption during the corresponding period last year this would show an apparent shortage of 680 cars.'"

CANNED SALMON.

The market is healthy with a good demand. Jobbers are quoting Pinks, 75 to 85c; Red Alaska, $1.15 to $1.25, and Sockeyes, $1.75 to $1.85.

As we announced last week, the Columbia river packers announced prices on the 1905 pack of Chinooks on Saturday. In regard to the new prices the J. K. Armsby Co. says:

"San Francisco, April 22, 1905.

"A meeting of packers was held yesterday in Astoria. Following prices were mutually agreed upon, f. o. b. Columbia river:

Fancy Chinooks—Talls, $1.45; flats, $1.55; halves, 4 or 8 doz., 90c; ovals, $2.20; 2 lb. nominals, $2.35.

Standard or Pale Chinook—Talls, $1.00; flats, $1.15; halves, 4 or 8 doz., 80c.

Steel Heads—Talls, $1.20; flats, $1.30; halves, 8 doz., 85c.

"Add for key attachment, 5c per dozen.

"Above prices are guaranteed against decline until date of shipment.

"These prices show a reduction on Standard or Pale Chinook as compared with 1904 of 15c on talls, and 10c on flats. This grade is Spring Chinook Salmon, selected during packing; therefore it is lighter and not as regular in color as fancy grade."

Seattle, April 20—So far, the few salmon caught have been distributed in the local fresh fish markets. The canneries will be operated only intermittently until the middle of May. The general tone of red Alaska is steady. It is expected that the announcement now officially made that the selling basis on the recent purchase of 130,000 cases from the Northwestern Packers' Association has been fixed at $1.00 on round lots and $1.05 for small lots, f. o. b. Coast, will inspire more confidence. The Coast market is quoted at from 95c to $1.10 f. o. b., red Alaska talls. The bulk of the stock is held at the outside figures. In future red Alaska, talls, packers offer at from 95c to $1.00. There has been no hint at opening basis that will be made by the Alaska Packing Association on the 1905 pack, but guesses on the street make it $1.10 on talls.

Astoria, Or., April 22—Samuel Elmore is quoted as saying: "The 1904 pack is completely wiped out and we start off this season with a clear market to work on. I am informed that even the jobbers are well cleaned up. There are no holdings left. I consider the situation most favorable and look for a good year."

DAN O'CALLAGHAN
REAL ESTATE
AND
INSURANCE BROKER
City Agent
Liverpool & London & Globe Ins. Co.
Telephone, Main 5238
22 Montgomery St., San Francisco
(Mr. O'Callaghan was for many years a member of the firm of O'Callaghan, Nelson & Co.)

WHITTEMORE'S POLISHES.



The World's Standard.

"Gilt Edge" dressing, blk.	$24 00
"Boston" Waterproof Polish (for men's and boys black shoes)	24 00
"Boston, Jr." 10c. size	10 00
"Dandy" Russet Combination	24 00
"Star" Russet Combination	9 00
"Dandy" Russet Paste	9 0
"Red Box" Russet Paste	5 00
"Champion" Black Friction Polish	24 00
"Champion, Jr." Black Friction Polish.	10 00
"Elite" Combination (for box calf, black vici kid. etc.)	24 00
"Baby Elite" Combination (for box calf, black vici kid, etc.)	10 00
"Elite Paste" for box calf (two sizes)	$9 00 5 00
"Superb" Patent Leather Paste	9 0
"Blue Fox" Patent Leather Paste	5 00
"French Gloss" (in cartons, for ladies' black shoes)	9 00
"Royal Gloss," 4 oz. (for ladies' black shoes)	8 00
"Bossola" Waterproof Paste Polish, large	9 00
"Bossola" Waterproof Paste Polish, small	4 50
"Quick White" perfectly cleans dirty white	

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ABC
"Sunset"
THAT CLINGS TO
AND A PROF
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Broiled in Califo
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SOUSE -- TOMAT
18-oz.
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Beer is sold on its
We invite comparison of our productions with ANY on m
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A GOOD ARTICLE is the very best advertising mediu
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Cigars and Tobacco

Antonia Santaella of A. Santaella & Co. has gone on a business trip to Havana.

Ehrman Bros. & Co. find the demand for their Havana leader, the Optimo, of A. Santaella & Co., going ahead by leaps and bounds. This firm has some surprises in pickel for the trade.

Samuel Newmark of 213 Montgomery street has purchased the cigar stand at 321 California street, which has been conducted for several months by A. Fibush. He will carry the same high grade goods as in his popular Montgomery street store.

Boltz, Clymer & Co. report a rapidly increasing demand for the new sizes of their El Palencia high grade Havana cigars—the Invinsible Chico and the Rex. Their representative in the Northwest—Oregon, Idaho, Washington and Montana—is doing the best ever done by the house in that territory and is reporting some crack orders.

Major Fred S. Burrows, Pacific Coast agent for the Jose Lovera Company and E. M. Schwarz & Co., is especially pleased with the progress made in the distribution of the Lovera's by Wellman, Peck & Co., and of the Rough Rider brand by J. L. Jerichau.

An attempt is being made in the Chancery Court of New Jersey to have the merger agreement under which the American Tobacco Company, the Consolidated Tobacco Company and the Continental Tobacco Company were consolidated, set aside, and the status of the three companies restored to what it was before September 1, 1904, when the merger took place.

According to a government report from the Philippine Islands: "In commercial importance tobacco is the third agricultural product, the value of the manufactured article being a little more than half of the total value of all the tobacco exported, which amounted to nearly two million dollars in 1902. Measured by value of product, tobacco outranks all other products of the Philippine Islands and the output of the 113 establishments for 1902 was valued at $8,740,516, which is about 25 per cent of the total value of manufactures for that year. The products of liquor and tobacco constitute 37.4 per cent of the value of the insular manufactures as compared with 4.8 per cent for the United States. The capital invested in manufactures in the Philippines Islands exceeds fifty million pesos."

According to a report to the Department of Commerce and Labor from Consul Le Roy, at Durango, Mexico, that country imports considerable tobacco from Cuba, Egypt, Turkey, France and the United States, the main imports from this country being of Virginia leaf tobacco. His report is as follows:

Mexico imports considerable tobacco in the leaf, as well as in the manufactured form, principally Cuban cigars and cigarettes, American cigarettes and pipe and chewing tobaccos, and some French and German cigars and Turkish and Egyptian cigarettes. For the fiscal year ending June 30, 1904, the importation of Virginia leaf tobacco amounted to 2,468,773 pounds, valued at $147,131 in gold; the importation of all other tobacco in leaf was valued at $32,896 in gold. Of this "other leaf tobacco" the United States also contributed 4,675 pounds. The Netherlands and Cuba contributed 17,332 and 15,890 pounds, respectively, and Sumatra and Germany were next in order, with small quantities from India, Belgium, Turkey, Persia, and even China, part of the tobacco from various sources coming through Great Britain. Higher duties were placed on Virginia leaf last year, and this operates somewhat to change the course of the trade. In general, however, the importation of leaf tobacco into Mexico is increasing, partly through the increased consumption of foreign tobaccos, but principally through the demand for foreign leaf to blend with the native leaf in the manufacture of cigars.

IDAHO.

Juliaetta—Fire recently broke out in the grocery store of J. E. Douglas. The entire building and stock of goods were destroyed. Loss on stock $600, and on building $550.

MONTANA.

Great Falls—F. A. Ferron, grocers, sold out to J. E. Folson.

Havre—Richardson & Richardson, grocers, reported burned out; partially insured.

OREGON.

Ashland—H. A. Palmer, of H. A. Palmer & Co., grocers, died last week.

Middleton—Poole & Ashpole, general merchants, have dissolved, Ashpole continuing.

WASHINGTON.

Puyallup—John B. Gibbs has purchased a one-half interest in the grocery department of J. P. Stewart & Sons. A new firm will be established in new quarters under the name of Stewart & Gibbs. The space in the store of J. P. Stewart & Sons now occupied by the groceries will be used by the firm for boots, shoes and men's furnishing goods.

Starbuck—Jackson & Plane reported succeeding Frank Barr.

Tekoa—Doty & Baker, grocers, have sold out to Fred C. Poole and K. W Tyler, who continue the business.

AN IMPORTANT IMPROVEMENT.

The Bond Scale Co. of Los Angeles manufacturers an automatic weigher that should be in every grocery store except, perhaps, the very small ones.

Dealers have spent a great deal of money in trying to insure accuracy and speed in weighing staples, but here comes a weigher that weighs more accurately than you will do it by hand and does it about eight times as fast. It does not spill either.

Grocers and manufacturers all over the Coast are rapidly availing themselves of the opportunity to economize through this machine, and every wide awake merchant owes it to himself to investigate the merits of the Bond Automatic Weigher.

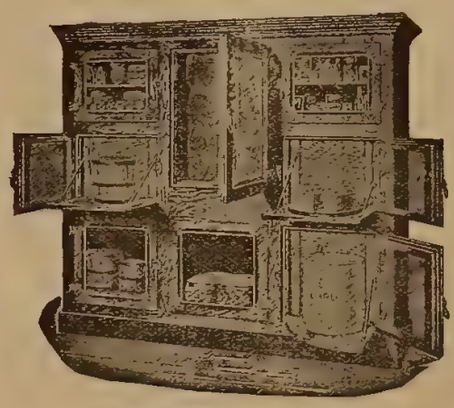


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S. F. Distributers.

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PRODUCED BY THE ITALIAN SWISS COLONY
Dry Wine Vineyards, ASTI, Fulton, Sebastopol, Cloverdale, Sonoma County, Cal.
Sweet Wine Vineyards, Madera, Madera County, Kingsburg, Fresno County, and Lemoore, Kings County, Cal.
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Vaults, 1235-1267 Battery St. 101-169 Greenwich St. 1334-1336 Sansome St., S. F.
P. C. Rossi, President Telephone Private Exchange 448. A. Sbarboro, Secretary

A. VIGNIER CO.
429-431 Battery Street San Francisco
IMPORTERS
Sardines, Olive Oils, French Preserves, Washing Blue, French Castile Soap: Clover Leaf, Virgin, Dahlia, mottled, Wines and Liquors—A. V. H. Gin—imported goods only.
Sole Agents for the Genuine CLICQUOT Champagne
Only the GENUINE, Imported direct from France, bears Vignier's LABEL

If your Refrigerator does not keep butter perfectly, you are losing more in a single season on this account than a new
McCray Refrigerator
will cost.



Style No. 410. Grocers' Refrigerator.

The McCray Patent System of Refrigeration is the only system that positively insures perfect circulation of pure, cold air, absolutely dry and odorless.
Unequaled for Economy of Ice.
The McCray is Sold Entirely on its Merits.
McCray Refrigerators are Guaranteed.
Your name and address written on the margin of this ad. and mailed to us will bring you our Catalogue No. 63, containing full description of Refrigerators of many styles for the Grocer.
SOLD ON EASY PAYMENTS.
BECK - WAKEFIELD COMPANY
GENERAL AGENTS
122 Market Street, San Francisco, Cal.

News of the Coast.

CALIFORNIA.

San Francisco—As a result of his attempt to end his life recently, Joseph R. Watson, a grocer at 399 Capp street, was arraigned before Police Judge Morgan last Monday on a charge of disturbing the peace. Policeman Naylor, who made the arrest, testified that Watson tried to drink carbolic acid in the presence of his wife and children, and that in the attempt to wrest the bottle of poison from her husband Mrs. Watson was so badly burned about the face and hands that she will probably be disfigured for life.

Long Beach—Messrs. Lambrigger and Gunby have recently bought from F. H. Woomer the Descanso grocery store at 116 Descanso street.

Long Beach—W. F. Pascoe, the grocer, recently addressed the town council, protesting against allowing peddlers of fruits and vegetables to ply their callings in the territory bounded by Pacific avenue on the west, the alley east of American avenue on the east, and Fifth street on the north. Mr. Pascoe talked at some length on the subject, calling the attention of the board to the fact that peddlers stopped their wagons just so long as they wanted to. This, Mr. Pascoe claimed, was most detrimental to his business and to all others who carry perishable produce.

Los Angeles—A. Delamastro and J. Musset were recently arrested by Policemen King, Ingram and Close for selling liquor without a license. They were released at the police station upon furnishing bail. Delamastro and Musset have a grocery store at New High and Temple streets, but appear to have profited by the larger demand for and the small supply of "wet" goods that exist on Sundays. In the rear of their store they were selling wine, whiskey and beer by the bottle or drinks, and the officers bought liquor along with a number of other persons.

LANDIS



TONIC BITTERS

A Pure Tonic and Laxative

—o—

Made from

Herbs, Seeds Roots, Barks

(Guaranteed)

NATURE'S OWN REMEDY

FOR

Stomach and Blood Disorders

Made only by the

The Landis-Patton Mnfg. Co.

Incorporated

1664 MISSION STREET

Tel. Fulsom 4166 SAN FRANCISCO

Mothers! Mothers!! Mothers!!!

Mrs. Winslow's Soothing Syrup

has been used for over SIXTY YEARS by MILLIONS of MOTHERS for their CHILDREN while TEETHING, with PERFECT SUCCESS. It SOOTHES the CHILD, SOFTENS the GUMS, ALLAYS all PAIN; CURES WIND COLIC, and is the best remedy for DIARRHŒA. Sold by Druggists in every part of the world. Be sure and ask for "Mrs. Winslow's Soothing Syrup" and take no other kind. Twenty-five cts. a bottle

Los Angeles—E. Behme is reported to have sold out to Marie Duff. James Hodges, of Walnut Hill avenue, has sold his grocery store to W. A. Hensley. F. E. Hathaway, 806 Maple avenue, has sold to A. F. Southwick. Mrs. A. H. Murray has sold her grocery business to Chase & Nash. E. Bloom is reported to have purchased the grocery business of Chas. F. Wise. J. A. Pendleton, 2232 East Eighth street, has sold to B. A. Baxter. R. G. Whitlock has sold to Chas. Schaefer. John R. Tucker, 2933 West Pico street, has sold to J. M. Brown.

Los Angeles—Thirteen unlucky grocers who sold coal oil and gasoline without putting new labels on the cans after refilling them have been fined $5 each in the police court. Most of the dealers explained to the court that they thought the old labels which were on the cans were sufficient. The ordinance, however, requires that a new label be placed on the can every time it is filled.

Oakland—John Poppe, aged 27 years, who had been employed in the wholesale house of Tillman & Bendel, San Francisco, was recently killed while hunting at Leona Heights. It is supposed his death was accidental, the position of the body and the gun with which he was hunting indicating that a load was discharged into his body while he was climbing over a fence with his gun.

Oakland—The following Portugese, residents of Alameda county, have organized a mercantile company, which will open a wholesale house in this city with local stores in Oakland, San Leandro, Haywards, Centerville, Pleasanton and Mission San Jose. The capital stock is $100,000. M. H. Garcia, J. A. Cunha, J. H. Garcia and A. S. Vager of San Leandro, J. L. Azevedo, R. Enournacao, F. H. Garcia and M. Henas of Oakland, M. Viera of Alameda, F. F. Antonio of Pleasanton, and J. B. Avilla of Merced.

Ocean Park—H. C. Burmeister, the Los Angeles grocer, is opening an elegant grocery and market at this place.

Pasadena—W. R. McNab has sold his grocery to D. K. Cheever.

Perris—H. E. Remsburg and son have opened a grocery store in the Hagins building.

Riverside—J. A. Edwards has taken charge of his grocery store, recently purchased from Cree and Bruce.

San Diego—The Lion Clothing Company are erecting a handsome three-story building at E and Fifth streets, the ground floor of which will be occupied by the grocery of M. F. Heller.

San Diego—A. G. Williams has moved his stock of groceries into his own building on the west side of National avenue.

San Mateo—A. M. Hall is succeeded in the grocery business by Frank C. Stevenson.

San Pedro—Mr. Gentry, who recently purchased the grocery of J. W. Jernigan, found his indebtedness so heavy that he transferred his affairs to the Board of Trade.

San Pedro—J. B. Tillotson has been succeeded in his grocery business by Gardner & Co.

Santa Paula—Burt & Burrows have sold their grocery business to Gerber & Bassham.

Sebastopol—The new grocery firm of McFarlane & Miller has been dissolved, the latter having disposed of his interest to the former.

Ukiah—W. W. Porterfield has purchased the grocery store at 103 North State street from F. L. Fallas.

Whittier—Montgomery Bros. have transferred their stock of groceries from their former location on East Philadelphia street to their new location in the Tabor & Ballard stand.

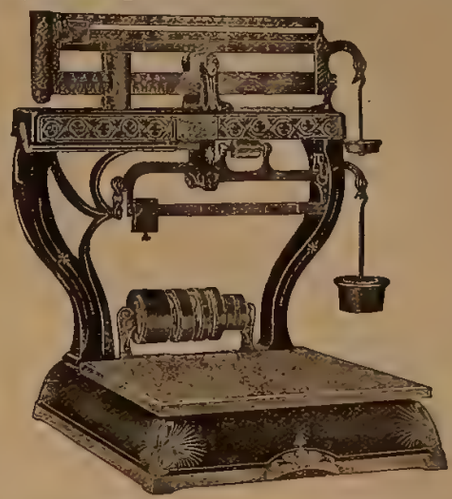
ARIZONA.

Lowell—W. A. Lucas, recently of Douglass, has taken charge of the Lowell grocery store as manager, and has moved his family here.

Phoenix—McKee's grocery has just given away as prizes a piano, a Studebaker wagon and a range.

$39.00 BUYS THE BEST

Computing Scale in America



Patents sustained by U. S. Courts and Patent Office.

Saves the Grocer 60c per Day

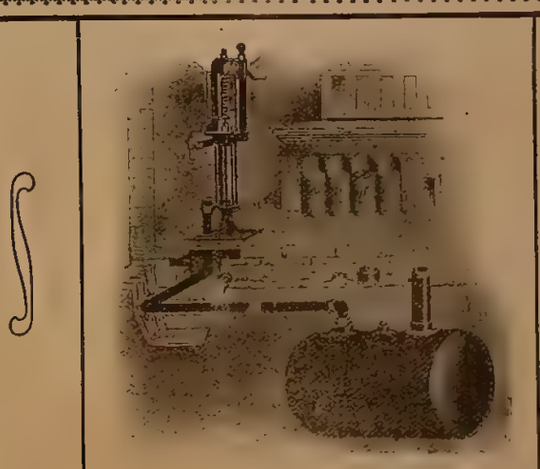
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Not Made or Sold by the Trust.

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Standard Computing Scale Co., Ltd., Manufacturers

DETROIT, MICH.



THE LIFE OF GASOLINE

The vital element of gasoline is the gas. If this gas has been allowed to escape, the gasoline is "stale" or "flat" and your customer becomes dissatisfied.

THE REMEDY

Buy a high quality gasoline and store it underground and thus keep it at a uniform temperature, using the

Bowser Long Distance Gasoline Storage Outfit

It is absolutely evaporation proof and so retains the high quality of your gasoline.

It is absolutely safe and is permitted by the Insurance Companies.

It is convenient, gasoline being pumped and measured directly into your customer's can without the use of measure or funnel.

It is economical, as it prevents loss thro' evaporation and spilling.

Full information free. Ask for Catalog "88"

S. F. BOWSER & CO. Fort Wayne, Ind.

Chas. Jacobson & Co.
210-212 Davis Street
DISTRIBUTERS OF
Fancy Butter and Honey
Dairy Butter and Eggs

Produce Market

THURSDAY AFTERNOON

BUTTER.

Notwithstanding large arrivals, exceptionally heavy demand has caused an advance on the better grades.

California creamery, extras	20	21
" " firsts	19	20
" " seconds		18
" dairy, extras		
" " firsts		18
" " seconds		
Store butter	15	16
Storage		
Creamery extras		
Pickled		
Keg		

EGGS.

The egg market is well sustained.

California Ranch white		21
" " mixed colors		20
" Gathered	18	19
Standard		
Seconds		
Eastern, selected		
Standard		
Seconds		
Storage, Cal., Selected		
" " Standard		
" " Seconds		
" Eastern Selected		
" " Standard		
" Seconds		

CHEESE.

The cheese situation remains as for some time past.

California full cream	13	
" choice	12	
" common	Nominal	
Young Americas	13½	
Eastern full cream	16½	17
Oregon		

POULTRY.

There is a good demand for all kinds of poultry, large young stock being especially strong in the market.

Turkeys, young live	18	20
" old gobblers	16	20
Dressed Turkeys	nominal	
Roosters, young, per doz	7 00	8 00
" old "	5 00	5 50
Hens	6 00	7 00
Fryers, per doz	6 00	7 00
Broilers, per doz, large	5 00	6 00
" " small	4 00	4 50
Ducks young	7 00	8 00
" old	5 00	6 00
Pigeons, young	1 50	1 75
" old	1 00	1 25
Geese, per pair, old 2.25 2.50; young	2 50	3 00

BEANS AND PEAS.

White beans on the Coast are estimated to be less than probable consumption will demand; with pink the contrary is the case.

Small Whites	3 00	3 40
Large "	2 50	2 85
Pea Bean	2 25	3 50
Pink	2 50	3 75
Horse	nominal	
Red	6 00	7 00
Kidney	4 00	5 10
Lima	4 50	5 00
Bayos	2 50	3 15
Butter (large)	3 50	3 75
Black Eyes	2 75	2 85
Dried Green Peas, per 100 lbs	2 25	2 50
" Niles " " " "	2 25	2 50

POTATOES AND ONIONS.

Owing to reduction in freight rates, several shipments of potatoes have come in from Minnesota, making the local market easier.

Early Rose	1 35	1 75
Burbank, River	90	1 20
Salinas old		
Oregons old	1 00	1 40
Merced Sweets	1 90	1 25
Yellow onions	4 75	4 90
Red (new)		

VALUE OF RECOMMENDATIONS.

How Old Friends Help Establish Confidence in New.

When a customer of long standing brings a friend into your store and tells you this friend is "all right," the dealer seldom finds that he has to investigate any further as to whether this party would be a desirable customer. The high standing of old friends is a good indication of the desirability of the new.

When a manufacturer who has established a reputation for fair dealing and honest goods brings out a new article, it requires no more than his word to convince the firms with whom he has been doing business for years that the new article can also be depended upon as being among the best of its kind.

Consumers are also influenced by this same consideration.

When a brand of merchandise has been on the market for a quarter of a century or so it becomes like an old friend. The housewife has the confidence of long acquaintance. There is never a question in her mind as to whether she will like it or not.

It is this recommendation of high quality that is the best assurance of the permanency of the popularity of the "Schilling's Best" goods. People have known "Schilling's Best" for so long as the emblem of high standing, that they do not question the quality of the goods that bear the label. They have also become accustomed so long to finding that dealers hold the same ideas of value for "Schilling's Best" goods that they do not question the fairness of the price that may be asked.

All the advantages that are carried by the rest of the "Schilling's Best" goods are carried by "Schilling's Best" Coffee. Because it has the "Schilling's Best" mark, the housewife knows that it possesses the "Schilling's Best" advantages of quality and reliability.

The words "Schilling's Best" are to the grocer the symbol of profit for himself and satisfaction for the customer. This satisfaction on the part of the customer carries the additional advantage of good will towards the dealer, which is a very valuable asset.

The grocery trade would be in a better condition if the manufacturers would all protect their goods as does Schilling & Co. by guaranteeing that the goods will be satisfactory to the customer as to quality by the "money back" offer and also guaranteeing that the customer will be satisfied with the price of the goods by refusing to sell to parties who will not agree to maintain a fair retail selling price.

GROCERS GET WISE.

(Continued from Page 5.)

co-operate with them in maintaining prices.

I feel certain that all the mills would have been brought to realize the necessity of recognizing the desires of the retail grocers of San Francisco long time since, had the managers of the local association accorded the movement the same measure of support it has received from the merchants of associations in the other cities of California.

This matter is of very great importance.

It shows the necessity of the management of grocer associations throwing its entire strength behind a movement if we hope to secure its success. Any appearance even of discord among the retail grocers is hailed with delight by the manufacturers who do not desire to accede to their requests.

It shows, too, the necessity of havisg an executive officer who shall devote his entire time to advancing those cases in which the retail grocers are interested since investigation will show that wherever the grocers have won success it has been through the untiring energy and unfailing courage of the secretary, who through his courage and devotion was able to imbue the members with his own confidence as to the ultimate success of the movement in hand.

The directors of the State Grocers' Association have not called upon the grocers of the interior to back the retail grocers of the cities about the bay in their attempt to secure fair retail prices on flour, because, while the San Francisco grocers, as an organization, have expressed their desire for the success of the movement, yet **the managers of the Association at no time have used any effort to force the issue.**

When the association managers have decided to force the issue with the mills and **demand** that they **must** give grocers of San Francisco the protection from cutters to which they are entitled, they can expect and **will secure** the prompt and enthusiastic support of **great numbers of the leading grocers in hundreds of communities throughout the State.**

The retail grocers not only in the cities around San Francisco bay, but throughout the whole State of California owe it to the Globe Mills to show their appreciation of the loyalty with which these mills have stood behind the retail grocers to better trade conditions. The only way the grocers can show this appreciation is by handling and advancing the sale of the product of the Globe Mills, on every sack on which they are sure of a good profit.

UNWISE CREDITS.

The Seattle Trade Register in speaking of the recent failure of two well known retailers of the Northwest, says that it "has demonstrated that credits have been ill advisedly given and extended and that there are too many grocers striving for business in Seattle."

This expression of the Northwest shows the truth of the lesson taught by J. R. Newberry at the last convention of the State Association at San Jose when he pointed out that a retail dealer must confine his business to the limit marked by his capital and that an attempt to secure too ambitious growth would result in inability to meet obligations when they came due.

TANGLEFOOT



STICKY FLY PAPER

Is really the only device known that will catch and hold both the fly and the germ and coat them over with a varnish from which they cannot escape preventing their reaching your person or food.

TANGLEFOOT is Sanitary.

Ask for TANGLE-FOOT.

Profit? Over 120% to You.

LaGrande Laundry
Telephone Bush 12
23 Powell Street
Corner Ellis

84 Taylor St. - Near Golden Gate Ave.
200 Montgomery Ave. Cor. Kearny St.
208 Third St. - - - - Cor. Howard
1788 Market St. - - - Opp. Eleventh

GIVE THEM A TRIAL

YOUR EVERY WANT IN
PAPER
Can be Supplied by
A. ZELLERBACH & SONS
416-426 Sansome St.
SAN FRANCISCO

Established 1879
HEINEMAN & STERN
Manufacturers of and Wholesale and Retail Dealers in
THE CELEBRATED
Frankfurter and Bologna Sausages
Manufacturers and Dealers in All Kinds of
KOSHER PROVISIONS
Packers of Tongues, Smoked and Pickled Beef
Largest Place of its kind on the Pacific Coast.
916 Larkin Street, S. F.

WE GUARANTEE THE SALE.

To advertise **Summit Snow Flour**, we are distributing **FREE** Coupons good for a **Trial Sack** of **SUMMIT SNOW FLOUR.**



These **Trial Sacks** cost the dealer 12½c ea.

We guarantee the sale of all Trial Sacks through our coupons which we redeem for **15** cents, thus giving the grocer a profit of 20%.

It Pays to Sell "Summit Snow"

1—You make your Regular Profit.
2—You get your Dividends on the Stock issued you Free.
3—You receive a mutual profit on the SUMMIT SNOW FLOUR which you sell or is sold by your brother Grocer

Dividend No. 1 of 5 per cent. was declared March 31, 1905.

Become a Stockholder in time for the next Dividend

STANDARD FLOUR CO.
606 Merchants Exchange, San Francisco

Gilt Edge Whiskies
THE VERY BEST
WICHMAN, LUTGEN & CO.
Sole Proprietors.
Agents for Moerlein's Cincinnati BEER
29-31 Battery St., - San Francisco

SALEM BEER
SUITS THOSE WHO ARE PARTICULAR ABOUT THE BEER THEY USE.

IT HAS THE FLAVOR
IT HAS THE AGE
IT HAS REPUTATION
IT IS MADE RIGHT

Those who have used it know it. Those who do not know soon find it out after a trial.

SALEM BREWING ASSOC'N
BREWERS

BOTTLED EXCLUSIVELY BY THE
Sunset Bottling Co.
3109 20th Street
SOLE AGENTS

E. GHIRARDELLI Mercantile Co.
315 Clay Street, San Francisco
Packers and Jobbers
Pickles, Catsup, Preserves, Vinegar, etc.
We prepare for the Grocery Trade a line not surpassed in quality and purity.
OUR CATSUP is not equalled by any on the market. Try an order.

CLEVER ADVERTISING.

Will Help Retail Grocers Regain Coffee Trade Taken By Peddlers.

At the present time several manufacturers are doing very extensive advertising of package coffees, the quality of which is such that it will prove satisfactory to the most particular consumers. These manufacturers are doing a great favor to the retail trade since they are helping to establish the fact to housewives generally that they can be sure of satisfactory coffee at the ordinary grocery store.

One of the most aggressive of these advertisers is the Porto Rico Company. This company has no premium coupons or gift schemes, but has instituted one of the cleverest advertising ideas that has been presented for some time to interest consumers in their coffee and help convince them of its high quality.

Each package of their Ponce de Leon coffee contains a circular slip carrying the information that the Porto Rican Company is prepared to pay $5 for each illustrated advertisement of Ponce de Leon coffee made by one of the school children of California between the ages of 6 and 12 years. On the circular are blanks to be filled by the child's teacher certifying as to the age, etc., of the child sending in an ad.

It can readily be seen that if some little one decides to try for one of the $5 prizes, the entire family will be interested in the success of the making of the ad. When the ad is completed, the child has to get the teacher's verification of her age and the fact that he or she attends school. This, of course, attracts the attention of the entire class and, very likely, of the entire school to the fact that one of their number has submitted an advertisement of "Ponce de Leon" coffee.

When the advertisement is printed it is naturally a source of great pride to all the little artist's friends and relatives and a subject for interesting comment by all the other children of that particular school. The interest aroused by this advertising is intensified by the big fence displays and liberal appropriation of space on curtains and theatre programs together with the house-to-house distribution of samples by experienced solicitors. All these aids to publicity tend to increase the demand for Ponce de Leon, the quality of which is such that the manufacturer feels assured of sufficient repeat orders to warrant their undertaking the initial expense of introduction.

The fact that Ponce de Leon pays the retail grocer a larger profit than any of the other package coffees now on the market, is a thing that the retail grocer should consider. Another fact that should make the grocer feel an interest in the success of the Porto Rico Company's campaign is the fact that this company maintains the retail selling price of its coffee and will not sell to cutters.

After their campaign of advertising had been well started, the managers wishing to increase the interest of the retail grocers in their goods, decided to distribute six solid gold gent's watches of the value of $60 each among those retail grocers who take the most interest in advancing the sale of their goods. Two of these watches will be given to retail grocers in San Francisco and the other four to retail grocers of the interior.

MANY VALUABLE PRIZES.

Grocers' Picnic Promises Sport for All Who Attend.

There are to be many valuable prizes and some interesting games at the picnic of the San Francisco Retail Grocers on Wednesday, May 10.

Director John McGuire has charge of the games and promises that they shall be handled with expedition.

Vice-President Connolly will have charge of the dancing platform and will be assisted by a number of handsome young grocers, including "Bill" Offermann and Charles Suss. There will be a distribution of "Crackerjack" to the little ones.

Director Doyle has arranged with J. A. Folger & Co. to supply a handsome gold watch for the first prize at the ladies' gussing contest.

President Salomon is assisting the various committees.

There will be numerous special boats.

A WARM WEATHER DRINK.

Welch's Grape Juice has the two-fold merit to commend it—it is valuable as food and pleasant as a drink.

With the coming warm weather the consumers' thoughts turn naturally to grape juice, not only for the novelty of the thing, but because so many delicious punches and dainty desserts may be prepared with it.

The Spohn-Patrick Company's traveling representatives are effectively promoting the sale of Welch's Grape Juice, which is now the leader in its line.

The Perfection Short Credit System
Makes Credit Business a Pleasure.
Address
P. E. LENFESTEY,
220 California St., San Francisco

IT'S THE
WATER



OLYMPIA BEER CO.
Agents and Exclusive California Bottlers of the Famous
OLYMPIA BEER
BREWED IN OLYMPIA, WASH.
1423 Sansome St., San Francisco, Cal.



The WELCH GRAPE JUICE CO.
Westfield, N.Y.
Represented by Spohn-Patrick Company.
ase
Quarts, 1 doz. $4.50
Pints, 2 doz ...4.75
½-Pi ts, 3 doz. 4.25
3-oz., 8 doz. 6.00
½-Gallons, 1 dz. 8.00
..allons, 6 gal. 7.50



VALLEY BREW LAGER
from
Richmond Bottling Works.
Zimmerman & Ruhland,
'Phone Pine 1787.
32d and Clement Street,
San Francisco, Cal.

Champagne.

Veuve Clicquot, qts.	$32.25
Veuve Clicquot, pts.	34.25
Ruinart, Magnums, 6 to case.	30.50
Ruinart, qts, 1 doz to case.	32.40
Ruinart, pts, 2 doz to case.	34.20
Ruinart, ½ pts, 2 doz to case.	18.00
Vintage 1893, qts, 1 doz to ca..	46.50

Brandies.

	Per case
Martell's One Star, 1 doz qts.	$16.00
Martell's Two Star, 1 doz qts.	19.00
Martell's Three Star, 1 doz qts.	20.00
Martell's Three Star, 2 doz pts.	23.00
Martell's One Star, 2 doz fl'ks	18.00
Hennessy's One Star, 1 doz qts	17.50
Hennessy's Three Star, 1 doz qts	21.00
Calif. doz qts.	12.00

Cider
Hammond & Co.
Bottlers
Office and Depot
277 Seventh Street
Phone, Jessie 3371



SWEET CIDER
½ Gal. Bottles,
BOILED CIDER
Quarts .....
Pints .. ..

Mineral Waters.

Aetna, splits, 100 to cs.	$6.50
Aetna, pts, 100 to case.	9.00
Aetna, qts, 50 to case.	7.50

GINGER ALE
Belfast Ginger Ale Co.,
D. Steimke & Co. Props.
All Carbonated Beverages.
COR. UNION AND OCTAVIA STS.

	PINTS.	QTS.
Soda Water..	$ .80	$ 1.50
Ginger Ale..	.80	1.50
Sarsaparilla. and Iron..	.80	1.50
Cider ..	.80	1.50
Cuban Punch	.80	1.50

Case Prices, 2 Doz. per Case.

Porter.
(E. & J. Burke's Guinness')

Stone, pts, 8 doz to bbl.	$16.50
Stone, qts., 4 doz to bbl.	14.00
Glass, qts., 4 doz to bbl.	16.50
Glass, pts., 8 doz to bbl.	16.50

Specialties of
Hilbert Mercantile Co.

H. B. Ky. Bourbon, per gal.	$2.75
H. B. Ky. Bourbon, Ex spcl.	3.25
Union League Ky. Brbn, AA.	2.50
Union League Ky. Brbn, 1 gal	2.25
El Monte Ky Brbn, 1 gal.	2.25
Maryland, Monogram, 1 gal.	2.75
Forum, Bourbon, 1 gal.	2.00
W. H. McBrayer's Cedar Brook 5 yrs	3.00

Hunter Baltimore Rye.

Per case, 1 doz. 5's	13.00
In 5-case lots	12.50
In 10-case lots	12.00

Hilbert Mercantile Co.

H. B. Bourbon (spcl)	$10.00
H. B. Rye	10.00
H. B. pt. flasks, 4 doz to cs.	12.00
H. B. ½ pt flasks, 6 doz to cs	9.50
H. B. 1½-oz bots, per gr.	12.00
Union League "AA"	8.00
El Monte Bourbon	8.00
Forum Bourbon	7.00
J. Baumgardner Rye	12.00
Maryland Monogram	9.00

W. H. McBrayer's Cedar Brook.

Per case, 1 doz 5's	$12.00
Per case, 2 doz pts.	13.00
Per case, 4 doz ½ pts.	14.50
Per case, 20 doz 1½-oz.	18.50

Jesse Moore Whiskies.

Ex Pony Bourbon.	$13.00	$17.50	$17.00
AA Bourbon	11.00	10.50	10.00
C Bourbon	8.50	8.25	8.00
AA Bourbon, 5 doz, 4 oz.	10.00	10.00	9.75
AA, Pt Flasks, 2 doz.	9.00	8.75	8.50
AA, ½ Pt. Flasks 3 doz.	6.75	6.50	6.25
Old Rye	11.00	10.50	10.00

Jesse Moore Hunt Co.
(In barrels or half barrels)

Extra Pony Bourbon, gal.	$7.50
AA, Bourbon, gal	3.75
B, Bourbon, 1 gal.	3.25
C, Bourbon, 1 gal	2.75
No. 1, Bourbon, 1 gal.	2.25
AA Rye, gal	3.75
C Rye, 1 gal	2.75



STANDARD BOTTLING CO.
BEACH STREET
Between Stockton and Dupont
SOLE AGENTS
LOS ANGELES BREWING COMPANY.
Beer furnished Grocers in Botles or Kegs.

Golden Gate BOTTLING WORKS.
Blume & Gardner, Proprietors.

Bottlers of the Celebrated
Standard.
Culmbacher.
Extra Pale.
XXX Porter.
Half and Half.
Lager and Steam Beer in Kegs.
160 Shotwell St.,
Phone: Capp 1761. S. F., Cal.



LANDIS TONIC BITTERS
Factory and Salesroom,
1664 Mission St.
Bottles, ..$7.00 Doz.
1 doz. per case.

Tell Eastern Friends

of the low rates which will be made to

California

March 1 to May 15, 1905

$50 from NEW YORK
$33 from CHICAGO
$32 from ST. PAUL
$25 from KANSAS CITY

Similar rates from other points. Deposit cost of ticket with agent here and ticket will be furnished passenger in the East. Tell your friends that now's the time to come cheaply if they buy their tickets via

Southern Pacific

ASK FOR PARTICULARS

City Office
613 Market St.

Phone Mission 238

J. MARSHALL & CO.'S

WORCESTERSHIRE SAUCE

BE SURE and GET the GENUINE

½ Pts., per doz. $1.20
Pts., per doz. 2.20

NO AGENTS

Office: Cor. 12th and Market Sts.

SHASTA ROUTE

is the way to the great

Lewis & Clark Exposition

Take a vacation trip to the thriving Northwest, visit Portland and see its uniquely interesting exposition. The Shasta Route is famous for its wonderful scenery—Sacramento Canyon, Mt. Shasta, Siskiyou Mountains

LOW RATES

will be made from all points. Exposition opens June 1, closes Oct. 15. Ask nearest agent of the

SOUTHERN PACIFIC

613 Market Street

Attracting Trade

Good Advertising for Nothing.

From Maine we glean information of an advertising scheme which is new and has a number of commendable features, says the New England Grocer. It is one of those projects with many sides, and opens several avenues through which trade may be attracted to the store of a merchant who carries it out. French Brothers are dealers in general merchandise at Fort Fairfield, Me., and are far enough removed from the large centres of the country to escape the influences of the big department stores and not to feel too strongly of their methods. The result has been that they have branched out for themselves, developed their own plans, their own schemes, and stand as models for many other retailers who are frequently at a loss to stir up their trade.

Interests the Children.

They have gone right to the root of their patronage, one might say, for they have succeeded in interesting the children, and there is perhaps no surer way to win the family affections than to get the children on the side of the merchant. They have opened an advertisement writing contest for the high school pupils, and are offering weekly prizes of $2 to the student who composes the most effective advertisement for their store. No student is allowed to compete for two or three weeks who wins a prize, and thus the interest is recurring, for each of the competitors knows that he will have more than one chance and that there is no danger of his being forced to compete again and again with some bright particular genius, who romps home in first place every week.

On Monday afternoons the advertisements of all the pupils is handed into the committee chosen by the proprietors of the store, the winner is announced, and the advertisement published in the Fort Fairfield Review during the current issue.

Everybody Reads Ads.

"Novel," hardly describes this method of advertising. It is unnecessary to say that a more effective way to get their ads read by citizens in their territory could not be devised. The firm has not only strongly ingratiated itself in public favor by its clever thought, has made friends with all the mothers and fathers who live near by, but it has also placed the young people on its side.

How to Give Point to Scheme.

In working up such a scheme as the French Brothers have conducted, a dealer should take advantage of every opportunity offered. He should not only endeavor to give it prominence through his advertisements in the papers, but should use his influence with the editor to make mention of it in his news and editorial columns. It is not very difficult to point out the educational value of the contest, or the practical effect it may have on the future work of some of those high school pupils, and these and other virtues should be carefully stated and strongly presented. It will be of great help to get a representative committee to decide the contest; not only to select a member of the firm who may have a practical eye as to the worth of the advertisements, but some of the prominent men of the town, a clergyman or two, or perhaps the principal of the high school, who may be induced to say something about it to his pupils and thus give it another little push along.

Business Building on Quality.

The store that is built upon cut prices never has a substantial hold upon its trade. Its customers are attracted by cheap prices and will buy there only goods which are sold cheaper than elsewhere. As soon as a cut price appears at some other store they are all off after the latest bargain.

The dealer who sells a 25 cent package of short smokes for 20 cents, or a 15 cent package for 12 cents, in the hope that he is going to make up the difference by selling the people who buy these goods something else upon which he makes a long profit, is in nineteen cases out of twenty chasing a will-o'-the-wisp.

On the other hand, the dealer who builds his business on quality and is able to convince his patrons that the goods he sells are always reliable will attract a class of customers who will stick to him through thick and thin.

Quality makes satisfied customers and builds up healthy trade; cut prices create a little feverish activity, but in too many cases awaken a lingering suspicion that the store that harps upon them too constantly is not strong on quality.

Of course, there are certain localities where cut price methods may be excusable or even necessary, but in the great majority of cases the dealer who builds on a foundation of quality will have the cut price man distanced in the long run.—Tobacco.

THE VALUE OF DISTINCTIVENESS.

There is a distinctiveness about the flavor of "Sunset" Mackerel that when once tasted is not easily forgotten. It is different from any other canned fish and very delicious.

This is a California industry that deserves the co-operation of every dealer because it is one of the finest products of the State, and "all California."

Once introduced to the trade it wins on its own merits. Try a can once yourself and you will understand why.

ANOTHER NEW GRAFT.

Schemers Plan a Trading Club Scheme in Los Angeles.

Schemers in Los Angeles are trying to establish a trading club scheme which was unsuccessfully tried in San Francisco several years ago. The solicitors are organizing a club of 25,000 members, each of whom pays $1 a year for membership. Each member is given a membership card which entitles him to a 5 per cent discount from certain firms lists of which are sent to them from time to time. The solicitors demand a $50 fee from merchants who desire to have their names put on this list.

The Merchants' and Manufacturers' Association of Los Angeles has taken up the matter and so much publicity has been given to it that the scheme will probably fall through.

TROUBLE AMONG WHOLESALERS.

George A. Kohn and T. B. Coghill, who made up the wholesale grocery firm of Coghill & Kohn, which recently discontinued business, are in the law courts. Coghill now claims that Kohn misappropriated partnership funds and had the bookkeeper make false entries. Kohn enters a full denial of these charges.

LESLIE STERILIZED SALT

Free Running (in Pkgs.) for table
Velvet Grain (in Bags) for kitchen
Sold by all Jobbers

WIELAND BROS.

121-123 Clay Street — San Francisco

Importers and Commission Merchants

SPECIALTIES—Imported and domestic Swiss Cheese, Limburger, Brick Cheese, Edam, Roquefort, etc.; Mackerel, Codfish, Holland Herrings, Olive Oil, Spanish and California Olives, all kinds of Sausages and other delicacies.

SOLE AGENTS for Sierra Cheese, German Breakfast Cheese, Brie, Camenbert, Schloss, Kronen and Neufchatel Cheese.

Poultry and Store Butter

WANTED

POULTRY of all kinds is selling here at high prices. **Store Butter** is also in good demand. Ship us immediately all the Broilers, Fryers, Young Roosters, Old Roosters, Hens, Ducks, Geese, Pigeons, and Turkeys that you can, as high prices are prevailing here now. Satisfaction guaranteed. Cash returns made daily.

We have just received 250 cases of choice **Nevada Water White Comb Honey.** We are offering it at the low price of 10c, 11c, and 12c per frame. Please favor us with an order.

We have 1,000 barrels of **Fancy Flour** on hand that we can sell at $4.00 per barrel. Send us a trial order. Please mark and consign all shipments direct to the

POULTRYMEN'S UNION,
215 and 217 Clay St., San Francisco, Cal.

WILLIAM E. HARM

Kartuffel-Buhr
183-185 Valencia St. Near 13th
Tel. Folsom 1911

Wholesale Dealer in
POTATOES, ONIONS
BEANS, EGGS
Etc., Etc., Etc.

WITZEL & BAKER, Commission Merchants

Telephone Main 718 — 314, 316 BATTERY ST., SAN FRANCISCO, CAL.

Fancy Creamery Butter and Ranch Eggs Our Specialty

Babbitt's Standards.

ALWAYS UNIFORM!
ALWAYS RELIABLE!
ALWAYS THE BEST!



B. T. Babbitt's Concentrated Lye,

The ready soap maker—a powerful disenfectant—an excellent fertilizer for dipping prunes, spraying trees, etc.

Manufactured by
B. T. Babbitt, (Inc.) New York City.



The C. B. JENNINGS CO., Agents, 121 California St., San Francisco, Cal.



WILLIAM CLUFF COMPANY

WHOLESALE GROCERS

SOLE AGENTS

SAN FRANCISCO CAL.

IRVINE STANTON COMPANY

WHOLESALE GROCERS

Farm and Dairy Produce

Consignments from Interior Merchants Solicited

211-213 Clay St. San Francisco, Cal.

TOBOGGAN

MAPLE SYRUP -- IT IS BEST

Pacific Coast Syrup Co.

SAN FRANCISCO

THREE REFINERIES: SAN FRANCISCO, PORTLAND and SEATTLE.

Highest Grade Package Goods for Family Trade

ROYAL AND QUEEN'S TASTE

(1 lb packages) (2½ lb cartons)

Macaroni, Vermicelli and Spaghetti

ROYAL ITALIAN A. B. C. PASTE, in 1 lb papers
GOLDEN GATE EGG NOODLES, in ½ lb papers

For Sale by all Jobbers



GUSTAV LIEBOLD PHONE SOUTH

GAMBRINUS BOTTLING CO.

Sole Agents and Bottlers of

Gambrinus Brewing Co.'s

PORTLAND, OREGON

SELECT PILSENER LAGER BEER

OFFICE AND BOTTLING WORKS

160 Thirteenth St., near Folsom, S. F.

PETERS BROS., BALTZ & DITTMANN

PROPRIETORS

The California Brewing Co.

Douglas Street, bet. 17th and 18th

SAN FRANCISCO, CAL.

REMOVED

PATRICK & CO., RUBBER STAMPS

111-113 SANSOME STREET

One block south of old location.



WE ARE NOW SELLING

The New

L. C. Smith & Bros. Typewriter

WRITING IN SIGHT.

ADDRESS FOR PARTICULARS

L. & M. ALEXANDER & CO. 110 Montgomery St., S. F.

Branches: Portland Los Angeles Seattle

For Health and Strength



DAMIANA BITTERS

YOU MUST HAVE IT!

THERE IS NO SUBSTITUTE FOR

HIRES ROOTBEER

and there is no deal like the

HIRES OFFER *for* 1905



LEAD PENCILS, absolutely FREE, landed at your door.

The kind you would expect to pay five cents each for. A practical gift, but you may sell them if you like. We have purchased a quantity and will withdraw **HIRES Offer** for 1905 when they are gone.

So order big and at once.

Offer No. 1. 1 Gross Hires Rootbeer Extract
Four Dozen Lead Pencils FREE

Offer No. 2. ½ Gross Hires Rootbeer Extract
Two Dozen Lead Pencils FREE

Offer No. 3. ¼ Gross Hires Rootbeer Extract
One Dozen Lead Pencils FREE



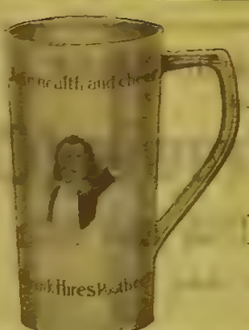
HOW TO ORDER

Buy the Rootbeer of your jobber as usual. Send bill to The Charles E. Hires Co., Philadelphia, showing purchase. They will return it immediately with pencils.

Include the **HIRES Carbonated Beverages Rootbeer and Ginger Ale** in your order for Hires Rootbeer Extract and thus save extra cartage and freight.

Packed 2 doz. Patent Cap bottles to the case.





Hires' Offer to the Fountain Man

This year we give the **New Hires Stein** (like illustration) **Free with Orders for Hires Concentrated Solution of Rootbeer and Ginger Ale for Fountain Use.** Put up in pound bottles. Price, $8.50 per doz. or 75c per pound bottle.

6 Steins free with each dozen bottles. **3 Steins free with each one-half dozen bottles.**

A stupendous Advertising Campaign is doing the hustling for you. Our Advertisements are making people feel like drinking Hires Rootbeer.

The Hires Window Display Outfit is an elaborate affair. It consists of Dummy Cartons and Signs of every kind: Paraffine, Cloth, Enamel, Tin, Glass and Transparencies. Be sure and get this display matter. It will be a source of constant profit to you.

Further Information will be supplied by the

SPOHN-PATRICK COMPANY

SOLE AGENTS

16-18-20-22 Front Street, **San Francisco, Cal.**

Special Notice. Orders for Hires Rootbeer Extract or Concentrated Solution with the free deal must be placed at once even if goods are not to be delivered for some time to come, otherwise free deal will not apply.

THE RETAIL GROCERS ADVOCATE

A. H. POWERS, Editor | SAN FRANCISCO, CAL., MAY 5, 1905 | Vol. 10, No. 18

M·J·B· COFFEE
SELECTED WISDOM



THE QUITTER LOSES

"Keeping Everlastingly At It" Brings the Hoped for Results

You have your Coffee trade secure when you get them to using

M. J. B. COFFEE

IXL - Kapp and Street - W.G.M.

TAMALES

IN

KEY-OPENER CANS



THE ORIGINAL

Powdered

STOVE POLISH

Mixes with water instantly. Advertised everywhere

OUR GUARANTEES:

To give SATISFACTION or your MONEY BACK
To give a QUICK, BRILLIANT LUSTRE
To give Dealers a GOOD PROFIT

PRICES 5c Size, 3 Doz. to case, per case, $1.50
10c " 3 " " " " " " 2.50

SPECIAL DEAL SIX PACKAGES FREE in every case of 3 dozen

R. A. HOLCOMBE & CO., Agents 20 PINE STREET San Francisco, Cal.

The Trade can Trust any promise made in the name of SAPOLIO; and, therefore, there need be no hesitation about stocking

HAND SAPOLIO

It is boldly advertised, and will both sell and satisfy.

HAND SAPOLIO is a special toilet soap—superior to any other in countless ways—delicate enough for the baby's skin, and capable of removing any stain.

Costs the dealer the same as regular SAPOLIO, but should be sold at 10 cents per cake.

Smiles for Everybody

We are helping Retail Grocers advertise their stores and our **PONCE de LEON** by our plan to

PAY SCHOOL CHILDREN FOR WRITING ADS.

Every Grocer has a chance to win the favor of some customer by helping a child of the house get $5.00. We print these ads. each week in the "*Evening Bulletin*" of San Francisco.

WE HELP YOU SELL

Isabel Henderson received $5.00 for Writing this Advertisement



For gentleman ladies and children like me
I recommend highly Ponce de Leon coffee.
For all those who drink it you soon will know
By their sweet smiling faces and bright
color they show
Isabel Henderson age, 11 yrs, Hamilton Grammar.

Best in the World

Ponce de Leon COFFEE

Quality Unsurpassed
Flavor Delicious
At All Leading Grocers
Porto Rico Co



To Help San Francisco Dealers we Have:

- Striking Displays on the Main Streets
- Artistic Signs in the Street Cars
- Attractive Designs on Theatre Curtains
- Conspicuous Notices in Theater Programs

Quality These are the Elements Needed for Grocers to Secure Trade Now Going to Coffee Peddlers. **Confidence**

Our Goods Possess the **QUALITY** — "PONCE DE LEON" Coffee is the Best in the World
Our Advertising Helps Give the CONFIDENCE.

Gold Watches for Grocers

To add to the interest of the Retail Grocery Trade in advancing the Sales of **PONCE DE LEON** Coffee, we have decided to give

6 Gents' Solid 14-Karat Waltham Gold Watches, Value $60 Each, to our Friends.

To Get One Entails No Cost Nor Extra Labor.

Read the Terms: We will give Watches to Each of the Two (2) Retail Grocers of San Francisco, and to Each of the Four (4) Grocers in the Interior, whose Invoices show that they have purchased the **Most Pounds** of our **Sealed Cans** of **PONCE de LEON COFFEE** between April 15th and August 15th, 1905. **WATCHES GUARANTEED TO BE SOLID, 14-KARAT GOLD.**

GET IN LINE—GET A PROFIT—GET A SPLENDID GOLD WATCH

THE PORTO RICO COMPANY

587-589 HOWARD STREET San Francisco, Cal.

IT COSTS MORE BUT "A1" FLOUR Is Worth the Difference



This is what more than **700** of the BEST GROCERS around San Francisco Bay are saying to their customers,

AND THEY GET A GOOD PROFIT ON EVERY SACK

IT ALWAYS GIVES SATISFACTION

Why "A1" Flour IS BETTER:

Our "**A 1**" FLOUR is manufactured from only the HIGHEST GRADE of the **BEST CALIFORNIA and EASTERN** Wheats. We have, by much investigation and research, produced a blend which includes enough Eastern wheat to cause "**A 1**" to be **More Glutinous** than other flours on the market and therefore **More Nutritious.**



It Makes More Loaves per Sack

THE PRICE CANNOT BE CUT

GLOBE GRAIN & MILLING CO.

MONTGOMERY AND CHESTNUT STS., SAN FRANCISCO, CAL.

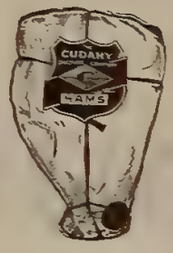
Telephone Bush 759.

(Please mention the ADVOCATE to Advertisers. It helps us materially.)

"THE TASTE TELLS"

CUSTOMERS ARE ALWAYS PLEASED

THE TASTE TELLS



NOTHING IS QUITE SO GOOD

TRADE THE TASTE TELLS MARK



FINEST IN FLAVOR AND APPEARANCE

THE TASTE TELLS

WILL BUILD UP YOUR PROVISION BUSINESS

"THE TASTE TELLS"

ONE CUSTOMER
TELLS ANOTHER THE VALUE OF

Wedding Breakfast COFFEE

It Increases Business



Makes Business a Pleasure

Aged and Cured 5250 Feet Above Sea Level
(AND IT SELLS)

NASH-SMITH TEA AND COFFEE **CO.**

Purveyors to Coffee Connoisseurs

DENVER — ST. LOUIS

FRANK B. PETERSON & CO., SAN FRANCISCO

Established 1879

HEINEMAN & STERN

Manufacturers of and Wholesale and Retail Dealers in
THE CELEBRATED
Frankfurter and Bologna Sausages
Manufacturers and Dealers in All Kinds of
KOSHER PROVISIONS
Packers of Tongues, Smoked and Pickled Beef

Largest Place of its kind on the Pacific Coast.

916 Larkin Street, S. F.

WE GUARANTEE THE SALE.

To advertise **Summit Snow Flour**, we are distributing **FREE** Coupons good for a **Trial Sack** of **SUMMIT SNOW FLOUR.**



These **Trial Sacks** cost the dealer 12½c ea. We guarantee the sale of all Trial Sacks through our coupons which we redeem for **15** cents, thus giving the grocer a profit of 20%.

It Pays to Sell "Summit Snow"

1—You make your Regular Profit.
2—You get your Dividends on the Stock issued you Free.
3—You receive a mutual profit on the SUMMIT SNOW FLOUR which you sell or is sold by your brother Grocer

Dividend No. 1 of 5 per cent. was declared March 31, 1905.

Become a Stockholder in time for the next Dividend

STANDARD FLOUR CO.
606 Merchants Exchange, San Francisco

Retail Grocers' Advocate

CALIFORNIA RETAIL GROCERS' AND MERCHANTS' ASSOCIATION — OFFICIAL PAPER — RETAIL GROCERS' ASSOCIATION

Vol. 10 — SAN FRANCISCO, CAL., MAY 5, 1905 — No. 18

THE RETAIL GROCERS' ADVOCATE

Published Every Friday by
ADVOCATE PUBLISHING CO.

Subscriptions:
One Year $2.00
Single Copies ..... .10

PUBLICATION OFFICE:
456 MONTGOMERY STREET.
Rooms 413-414. - Tele. John 2691

Entered at the Postoffice at San Francisco as Second Class Matter.

Points to Watch

CANNED ASPARAGUS—
The pack has fallen short of expectations so far.

MAPLE SYRUP—
Reports confirm shortage of crop of sap in Ohio and Vermont.

LIMA BEANS—
The situation is very strong and higher prices are looked for within 30 days as the supply is limited.

COTTON SEED OIL—
A shortage in the foreign crops has resulted in an unexpectedly strong demand. Prices are up and will probably go higher.

GALVANIZED WARE—
Higher prices in galvanized iron have stiffened the price on all finished products. These goods have an advancing tendency these days.

TEAS—
There is no possibility of cheaper prices. If the Russians win the impending naval battle, tea shipments will be seriously iterfered with.

BEANS—
The situation is very strong. There is a heavy shortage in Michigan; much rain damaged stock in California, and Europe is taking our beans instead of shipping them to this country.

GALLON FRUITS—
A temporary reduction in price of from 10 to 25 cents per dozen has been made in gallon apples, apricots, grapes, pears and plums, as the association wishes to reduce its stocks. The old prices will be resumed in a very short time.

GALLON FRUITS—
Prices have been temporarily declined from 10 to 25 cents per dozen on all gallon fruits except peaches. Some of them are already being advanced.

PICNIC LUNCHES—
This is the time when the grocers should display luncheon dainties in their windows. There is hardly a day for the next three months that will not have its picnic. The grocer who makes a tempting display will get business that he might otherwise miss.

HOLLYWOOD RETURNS.

C. B. Hollywood of the California Fruit Canners' Association is in town after a "swing around the circle" in the interest of his firm. He reports the markets of the West and South in splendid condition. Jobbers are closely sold up all over the country and they are all growing more interested each year in "Griffin Extras" goods.

Plans for Future.

New Pacific Coast Secretary Praises Mr. Paulding.

By H. W. Thurlow.

To the Grocers of the Pacific Coast:—

A little over one year ago, the plans of organizing a Pacific Coast Grocers' Association were explained to me by Mr. Higgins, secretary of the Seattle Retail Grocers' Association. I at once realized the immense force and power of such an organization if it could be carried through successfully and the immense possibilities for the correction of trade abuses if this power were properly and judiciously applied.

At that time, the thought of ever having any direct connection with Association work was a very remote probability, though, as many of the members of the Pacific Coast Grocers' Association are aware, the progress and work of the individual associations had always been more than ordinarily interesting to me.

In accepting the office of secretary of the Pacific Coast Grocers' Association, I take up the work which Mr. Paulding has so ably brought to its present efficiency with the determination to push it along as energetically as possible and with the assistance and loyalty of the members to endeavor to build up a vehicle of such strength and stability that it will command not only the respect and interested attention of the manufacturers and jobbers of the country, but also their co-operation. I also expect to secure the friendly aid of those retailers who from timidity or other reasons hesitate to become association members.

I believe, from my experience during the past six years in connection with the manufacturing business, that I have become thoroughly familiar with the needs of manufacturers and jobbers as well as with their various peculiarities and their individual feelings for and against associations. I feel that this knowledge will be of inestimable value to our association.

Having personally visited the larger majority of the retail merchants of the coast a number of times and, in most instances, discussed association work, I feel that I am not entirely unacquainted with your aims and ideas, both individually and collectively. With this knowledge and our past acquaintance I hope we may work harmoniously together and accomplish much for the general good of all.

My past experience has already demonstrated that, as individuals, the grocers can hope for absolutely no recognition or consideration of trade abuses from either manufacturer or jobber. But united in one body in each locality and these local organizations formed into one compact unit working smoothly and in harmony, an invincible front can be presented before which any corporation, no matter how powerfull, will quail.

In reviewing what has already been accomplished, I am agreeably surprised and not a little astonished to learn how much real good has been done and also to note the interest that seems to have been created among some of the leading manufacturers and their agents who depend upon the retail grocers of the coast for the support of their various products.

There is a great necessity at this time that this interest should be in-

(Continued on Page 8.)

Mr. Paulding Retires.

Los Angeles Grocers Eager to Secure His Services.

Every grocer on the Pacific Coast will learn with regret that Mr. Paulding has retired from his position as secretary of the Pacific Coast Retail Grocers' Association.

Mr. Paulding would have stayed at his post, although private interests demanded his presence in Los Angeles, if he had not been able to secure a proper successor, which he has in H. W. Thurlow.

How ably Mr. Paulding has fulfilled the expectations of the grocers will be learned from the speeches at a farewell banquet to be tendered him at the Spreckels Cafe on Thursday evening, May 4th, by some of the leading grocers of this city, Oakland, Alameda and Berkeley.

A full account of this banquet will be printed in our paper of next week.

GET YOUR PROFITS.

Men are in business to make money. There are some men who spend their lives in helping those whom they come in contact with. They are not in the mercantile business, though, they are ministers of the gospel.

A man starts a store to make money.

The firm that helps him make money is his friend.

A firm that gets him to buy goods and then forces him to face competition that means that he must sell those goods without a fair profit or else not meet his competitors' prices, is an enemy.

The grocer who sells **anything** without a fair profit **unless he has to** or unless he will get enough advertising out of it to pay him does a foolish thing.

No merchant can afford to demand more for his goods than what his **immediate competitor** charges. If his competitor sells a certain brand of flour that costs $1.20 for $1.25, the retail grocer can not afford to charge more **for that particular brand.** But if he knows his business, he don't sell **that particular brand** often. He sells in its stead flour that costs him $1.22½ a sack, for which he gets $1.40 a sack, and which can not be sold by any one else for less and is advertised, even by the big cutters at $1.40 a sack.

This fact explains why ALL the large grocers of Oakland, Alameda and Berkeley and MORE THAN FOUR HUNDRED (400) of the best retail grocers of San Francisco are recommending "A1" and other brands of flour of the Globe Mills to their customers. They say: "It costs a little more, but you will find it is more than worth the difference." And the customer always agrees because it is the truth.

WORTHY OF SUPPORT.

Monrovia, Calif., April 27th, 1905.
Mr. J. F. Paulding, San Francisco, Cal.

Dear Sir:—Enclosed find check for $3, amount of my dues in the State Association to November, 1905. I think the Association has done some very good work and is entirely worthy of support. Yours very truly,

FRANK J. CORNES

Ready for Trading Stamps.

Merchants Preparing to Concentrate Their Influence Against the Schemers.

A final meeting of the various committees appointed to represent the interests of the merchants in enforcing the anti-trading stamp law was held in the offices of the Merchants' Association on Tuesday evening. The State Grocers' Association was represented by Frank B. Connolly and the local grocers were represented by J. Salomon.

There will be several arrests made on Monday of parties giving trading stamps. These cases will be carried at once to a higher court and decisions secured as soon as possible. It is known that the trading stamp companies will seek to rush a cooked-up case through the courts in Los Angeles if possible. The State Grocers' Association will use its best endeavors to see that the interests of the merchants are protected in this respect.

Already considerable evidence has been secured to show how great a graft the trading stamp proposition really is.

At the meting on Tuesday evening there were different prizes shown, mostly of glassware which were passed on by Mr. Dohrmann of Nathan-Dohrmann Company as to their value. The retail price was said to range from $2.50 to $3 for each prize, which was secured by the merchants by paying books containing $5 worth of stamps.

It was decided to retain John Garber as legal adviser to act with Attorneys Son and Wright to defend the trading stamp law before the Supreme Court. The law must stand as good law until it is proven otherwise. It may take a year or so before a decision can be reached.

Until that time at least anybody giving trading stamps will be arrested.

WEDNESDAY, MAY 10th.

Grocers' Day to be Celebrated With Usual Events.

The directors of the San Francisco Retail Grocers have completed their arrangements for the picnic which is to be held on next Wednesday, May 10th.

There have been a great many tickets sold and the list of prizes is quite up to the usual standard.

There will be a buggy for a first gate prize. There will be a gold watch for the best lady guesser and a distribution of "cracker-jack" for the little ones. Vice-President Frank B. Connolly, assisted by J. Wm. Offermann and C. Suss, will have charge of this part of the program. The games will have numerous prizes.

Boats will leave the Tiburon Ferry, foot of Market street, at 9, 10 and 11 a. m., and 12:35, 1 50 and 2:30 p. m. Returning trains will leave the park at 3:43, 5:03, 6:15 and 7 o'clock.

FRESNO ROCHDALE ELECTION.

Fresno, April 27.—The Rochdale Company held its annual meeting yesterday. About 100 members and their families were present. The reports submitted showed the business to be on a most satisfactory basis. A social dinner was served at noon.

... ANOTHER TRIUMPH ...

ONCE MORE

the PURITY of CARNATION CREAM

Is Officially Recognized.



PURITY WINS

Evaporated Creams and Condensed Milks were subjected to a test by the

San Francisco Board of Health.

23 of them were found wanting.

Not so with

CARNATION,

The Cream of Creams

It Stood the Test . . . Why?

CARNATION CREAM

Is Milk not Stripped of Cream, Sterilized, Not Adulterated, and Scientifically Canned -- Avove the Standard required by the Board of Health.

What More Could Be Desired?

FREE DEAL STILL ON!

Pacific Coast Condensed Milk Company

MANUFACTURERS

SEATTLE and KENT, WASHINGTON — FOREST GROVE, OREGON

SPOHN - PATRICK COMPANY

16-18-20-22 Front Street, San Francisco, Cal.

Agents for California, Nevada, Utah, Arizona and New Mexico.

ASSOCIATION NEWS.

Davenport, Iowa—The Retail Grocers' Association has petitioned the City Council to raise peddlers' license to $100 per year.

St. Louis, Mo.—The "dollar dinner" of the Grocers' Association was a splendid success. There were over 600 at the table. This includes retail grocers, wholesale grocers, manufacturers and salesmen. One of the salesmen present moved that every salesman at the banquet promise to secure the name of one of his customers as a member of the Association by May 1. The drummers all rose and promised to do so. This was received with cheers.

The Natural Food Co. practically arranged the banquet for the committee that had it in charge. The beer, cigars, the pickles, the bread, the ham and the ice were contributed by firms with whom the grocers did business. The menu was as follows:

Tomato Soup (Heinz)
Triscuit Croutons
Pim Olas (Seville Packing Co.)
Tomato Catsup (Heinz)
Pickles (Heinz)
Shredded Wheat Oyster Patties
Sliced Cold Ham (Armour's Star)
Supreme of Chicken a la Shredded Wheat
Potatoes Creamed Peas (Squirrel)
Cabbage and Celery Salad
Triscuit Cheese Balls
Shredded Wheat Ice Cream
Assorted Cookies (Heydt's)
Toasted Triscuit
Potted Cheese (Royal Luncheon)
Coffee (Yale)

Tacoma, Wash.—E. C. Damon has resigned as president of the Washington Grocers' Association. Vice-President C. E. Coone of Port Townsend, who is now Lieutenant Governor of the State, will be elected to fill the position for the unexpired term.

Tacoma—The Retail Grocers' Association presented a handsome silver punch bowl last week to Captain Scott, master of the four-masted ship "Pegasus," whose vessel was the first deep-water ship to go through the 11th and 14th street bridges along the city water way, the opening of which was brought about by the Grocers' Association.

Bellingham—The Grocers' Association spent its last meeting in the consideration of the laws passed at the last legislature at the instance of the Grocers' Association. Much interest was expressed.

Sacramento, Calif.—The Retail Grocers' Association held a special meeting on Friday, April 14th, at the parlors of the Congregational Church, when A. F. Sheldon delivered a lecture in regard to salesmanship and business systems. The members of the Chamber of Commerce were the guests of the grocers that evening.

Albany, N. Y.—The State Grocers' Association has secured an amendment to the garnishment law by which any head of a family may be attached for any source of income in excess of $12 per week. Prior to this, $20 a week was exempted from garnishment, which made it practically impossible to attach a working man.

St. Paul—Secretary Ryan reported collections on bad bills for members amounting to $425 for the previous month. A committee of two reported that flowers had been sent regularly to cheer a sick member who had been confined to the hospital. This association has the following standing committees: Taxation and Insurance, Excursions and Conventions, Advertising, Freight and Express Rates. Hours of Opening and Closing, Miscellaneous and Legislation.

Seattle—The Retail Grocers' Association and the produce commission houses are considering the matter of furnishing wholesale prices to daily papers. They contend that wholesale prices are for the retailers and retail prices for consumers and that it is as unjust to quote wholesale prices to the consumer as it would be to give manufacturers' prices to the consumer.

Cleveland, O.—The association has secured the help of the city to prevent the use of faulty scales and measures. State Secretary W. H. Cook reported that the State Association would soon have enough policies promised to begin issuing premiums. He stated that he had been refused applications from only two grocers visited by him and both of these had since made applications for policies. It is estimated that through the Mutual Insurance Co. the members will be saved from 20 to 35 per cent of the cost of their fire insurance.

Buffalo, N. Y.—The recent failure of a department store was directly ascribed to trading stamps. The Retail Grocers' Association have been working against trading stamps for a long while. The department stores have now decided to discontinue the use of stamps entirely on July 1st.

Philadelphia, Pa.—The Retail Grocers' Association has passed its nineteenth birthday. It has been continuously self supporting. It has fought retailers' fights and while the battles were not always won the association has taught its members not only how to make money but how to save it. It has made business methods more honorable. It has taught its members to buy for cash and sell for cash. To treat merchandise as money and recognize that competition is not necessarily opposition. Its chief criminal offense in the eyes of its enemies is the fact that it established co-operative buying, built a warehouse to house its goods in and allowed its member with the smallest distributive capacity to buy to the same advantage as his largest competitor. This crime (?) the association glories in and rejoices that the member has been enabled to cast off the yoke of slavery to a system that compelled him to buy at long prices on long credits.

Little Rock, Ark.—The Retail Grocers' Association has a committee to consider advertising propositions. They turn down propositions that do not seem to them to be based on good business policy, such as church programs, etc.

Cleveland, O.—The Grocers' Association proposed to discuss the following subjects at its next meeting:

"Does the abolishment of premiums bring extra money to the manufacturers?"

"Shall we sell cereals with which premiums are given?"

"Does it pay to solicit orders four miles from your place of business?"

Denison, Tex.—The members of the Retail Grocers' Association are discussing the advisability of discontinuing the system of soliciting, entailing upon each grocer from $800 to $1000 per year. The butchers stopped this system more than a year ago and the result has been satisfactory. Some of the grocers are opposed to discontinuing it and no action will be taken unless the vote of the general body is taken.

SECRETARY MASON RESIGNS.

The grocers of the country will learn with regret that Fred Mason, secretary of the National Grocers' Association has felt it necessary to retire from the work in order to accept a position of trust with the Diamond Match Co. In a letter to the directors, he explained that he was influenced to accept the position with the Diamond Match Co. because it would be permanent, while that with the National Association was more or less temporary. The directors of the National accepted Mr. Mason's resignation and passed strong resolutions of regret at their loss and the kindest wishes for his future advancement.

SUSTAINS LICENSE LAW.

Washington—The State Supreme Court has handed down an important decision upholding the hawkers' license law passed by the Seattle City Council, and afterward declared unconstitutional by Judge Bell. The law was attacked on the grounds of being class legislation and of the licenses demanded being excessive and prohibitive, but in the end all attacks were unsuccessful and the ordinance stands.

PRUNES IN BRAZIL.

Frankfort, Germany, Feb. 7, 1905.—The official trade journal of Austria states that there is a large demand for prunes in Brazil, which is supplied by imports from France. The French prunes come in tins containing 5 and 10 kilograms (11 and 22 pounds) and in wooden boxes containing 50 kilograms (110 pounds). Some are packed in glass bottles of one-half and 1 kilogram (1.1 and 2.2 pounds). Last October the price paid for French prunes, c. i. f., Rio de Janeiro, per box was about 45 francs ($8.68).—**Richard Guenther, Consul-General.**

A MATTER OF HEALTH

ROYAL



BAKING POWDER

Absolutely Pure

HAS NO SUBSTITUTE

All Grocers should carry a full stock of Royal Baking Powder. It always gives the Greatest Satisfaction to customers, and in the end yields the larger profit to the Grocer.

Do Not Neglect the Means which are Essential to Secure Success



AS a rule people who relish Olives and other table dainties sooner have none at all than be obliged to accept inferior goods. *Therefore* if your sales are not what they should be, you will know where the difficulty lies.

You Need High Grade . . .

OLIVES AND OLIVE OIL

"WHITE LABEL" Queen Olives, Manzanilla Olives, Pim Olas and Baby Pim Olas, Nicelle Olive Oil



ARE WHAT YOU WANT

PACKED BY

The Seville Packing Co.

Exclusivists in Olives and Olive Products

New York City. Seville, Spain.

Spohn-Patrick Company

Pacific Coast Agents

16-18-20-22 Front Street San Francisco, Cal.

BRANCH HOUSES

Los Angeles Portland Seattle
Denver Salt Lake City

PLANS FOR FUTURE.

(Continued from Page 5.)

tensified and other manufacturers' interest awakened.

You should keep always prominent in your mind, that the stronger you can make your association by increased membership, the greater the ease for you collectively to secure your just rights and legitimate profits without the necessity of a demand or contest of any sort.

The greatest need right now, is to secure or create a medium to circulate among the Coast Association members that will keep them thoroughly informed of the work that is being done and that at the same time can by its arguments and reports, be used to keep enthusiasm active among the members and interest others to join the Pacific Coast Association. To create a new publication at this time is prohibitive, even if it were necessary, owing to lack of funds and the immense amount of work and expense necessary to get such a medium into successful and regular operation and circulation. Such a step has been made unnecessary through an arrangement we have made with the **Retail Grocers' Advocate,** which permits the use of its columns for association news and arguments and in fighting our battles. It will also subscribe $75.00 per month for association work during the next three months and will continue to do so if the grocers of the Pacific coast will show themselves sufficiently interested to assist in building up this medium of circulation.

The **Advocate** already has a very large circulation in California, Nevada and Arizona. With an equally strong circulation in Oregon and Washington, we would have an instrument that would enable us to win out any contest that might be forced on us by a firm that was unwilling to be fair to retail grocers.

Earnestly requesting the assistance of all those interested in the grocery trade, I remain.

Yours very truly,

H. W. THURLOW.

ENFORCING FOOD LAWS.

The grocers of Los Angeles are having a lively time with the Board of Health. On April 21st, fourteen grocers were arrested charged with selling coal oil and gasoline without labeling cans. They were fined $5 a piece. In some instances the grocers were arrested for selling gasoline without a label to a man who rode up in an automobile and rushed in asking for gasoline to fill up his tank and the grocers neglected to label the tin in which they gave him the material.

Activity is being displayed in the matter of foods not properly labeled. If the grocers of Southern California will take advantage of the laws secured last year through the State Grocers Association and get guarantees of the purity of the goods they handle, they will be saved much trouble and much expense, since the responsibility for the purity of the goods will then be placed upon the man from whom they bought them.

ATTRACTIVE BILL BOARDS.

All over San Francisco and the cities across the bay, the bill boards are telling of the excellence of X-Ray Stove Polish. Eight-sheet posters of very attractive design have been put up in prominent places all over these cities.

X-Ray Stove Polish has made a decided hit in this market. The many desirable qualities and the good profit that it pays the retail dealer have won it many friends. As a consequence the brokers are entirely sold out and the only stocks now in this market are those held by the wholesale grocers.

Another carload of X-Ray Stove Polish is expected to arrive about June 1st. This will practically be sold on arrival.

30,000 CANS A DAY.

The Snider Preserve Company Increases Its Facilities for Packing Beans.

Few Hamilton people are perhaps aware that thousands and thousands of cans of baked beans are being regularly sent out from this city into the markets of the world, says the Republican News, of Hamilton, Ohio.

The Jersey Packing Company a few days ago installed a machine in its plant here which is capable of turning out baked beans to the number of 30,000 cans in ten hours. The cans come from the wonderful machine in a swift and steady stream, and it affords a sight as interesting as it is wonderful. The machine is called the Glass can filler, after its inventor. Into it the beans and tomato sauce are fed: exactly the proper amount is allowed to drop into the cans as they pass automatically along a track through the machine. The stream of filled cans then pass beside a worker, who places upon each one its cap or lid, after which another machine solders them up, two or three dozen at a time.

The concern is a part of the Snider Preserve Company, and now that it has entered into an agreement with the American Can Company, a well known Hamilton concern, to buy its cans of this local company, its presence in the city is of no little advantage in a business way.

Last year a little over 3,000,000 cans were used. This coming season about 5,000,000 cans will be required. Another thing showing what an advantage the plant is locally is the fact that the farmers of the vicinity are being contracted with to furnish the company three hundred acres of tomatoes this coming season, to be consumed right here at the Hamilton plant in making the tomato sauce which is used in the canning of baked beans.

HAVE MANY FRIENDS.

The Baker-Hawley Company are the latest candidates for favor in the manufacturers' agency business, with offices at No. 578 Mission street. Their field is the Pacific Coast and Hawaiian Islands.

Mr. Hawley, it will be remembered, has for the past several months been the direct coast representative for the Anderson Tool Company of Anderson, Indiana, for their "Dunn" and "Anderson" Computing Cheese Cutters, which have become so popular among the grocer trade throughout the coast, due, as Mr. Hawley put its: "To having the **RIGHT** cutter at the **RIGHT** price, with the **RIGHT** kind of **ADVERTISING** and the **RIGHT** salesmen behind it." Mr. Baker has for several years been coast representative for one of the largest glass manufacturers of the East, and is one of the best known and most popular salesmen on the coast.

Both of these gentlemen are well and favorably known among the jobbing trade. They have the right kind of push to secure business and already represent some of the best manufacturers of the East. The **Advocate** predicts a bright future for them, and joins their many friends in extending best wishes for their future success.

A FARM WANTED.

The University of California wants a farm. The last legislature provided that there should be at least 320 acres of first class tillable land at least half of which should be capable of irrigation. The proposal should contain a description of the land offered and information as to its exact location and character, also information regarding water rights and climatic conditions and distance from nearest railroad. Communications on the subject should be sent to V. H. Henderson, Berkeley. The commission will begin to visit land on May 18th.

AN ATTRACTIVE OFFER.

What the Chas. E. Hires Company are Doing for Dealers Who Sell Hires Root Beer.

Have you seen any of the advertising matter which the Charles E. Hires Company is furnishing the grocery trade in connection with its 1905 offer?

It is in great variety and includes large banners, opalescent window signs, hangers, handsome lithographic display cards—in fact there is such a variety and richness of display that every grocer can find something that will help to make his place more attractive at the same time he advertises the fact that he has a stock of their popular summer beverage—Hires Root Beer, now known to every household in the land.

The Hires offer for 1905 is an exceedingly attractive one, and as it has only about five weeks more to run grocers should at once place their orders with the agents for the Hires people, the Spohn-Patrick Company.

Grocers ordering stock before June 15th can take advantage of the following offer:

With an order for one gross Hires' Rootbeer, the dealer receives, free, 4 doz. lead pencils. With an order for ½ gross, 2 doz., and with an order of ½ gross he receives 1 doz. free. The lead pencils are rubber tipped and of fine quality. They are painted yellow and are the equal of any 5-cent pencil handled by the trade.

In addition to this offer the Hires Company prints the business card of the grocer on their novelty booklet and mails direct a list of names sent by the dealer. At the same time, they send the grocer a copy of their "Ruth and Naomi" picture, 21x16 inches, reproduced in fourteen colors. If no list is sent, the booklets are forwarded direct to the grocer for distribution over his counter.

The great popularity of Hires' Rootbeer has induced them to make another special offer of six beautiful Hires steins with each dozen of rootbeer. These steins are glazed white inside and delicate yellow outside, and are decorated in striking colors. They are highly ornamental and are very dainty. Steins of the same kind would cost the dealer 45 cents. They are shipped along with the rootbeer to the wholesale house and the wholesaler sends them to the retail grocer when filling his order.

Grocers who have soda fountains annexed to their stores can use the Concentrated Solution of Hires' Improved Rootbeer to very good advantage. This concentrated solution, which costs 75 cents per bottle, gives a profit of 1000 per cent when used at the soda fountain.

EPOCH AMONG GROCERS.

Importance of Conference Among Leading Elements of the Trade.

The conference of the cereal manufacturers with the officers of the National Grocers' Association and representatives of the grocery trade press marks an important epoch in the history of the grocery trade of the United States. It also tends to establish one point of value of the National Grocers' Association.

When two conflicting interests are able to come together and mutually agree upon some course satisfactory to both, much friction and loss will be eliminated from business and results will be obtained that could not be secured otherwise.

There is one feature absolutely essential towards making such a conference of permanent value.

This is the intelligent co-operation of the trade press.

Spot goods are in such large supply that it will be some time before the successful formation of the new Raisin Growers' Association will affect the market. While the new association will not attempt to fix prices, there can be no question but that the concentration of the sale of the product of over 35,000 acres of raisin vines in strong hands, backed by the banks, will tend to strengthen next year's market and will give the **1904 carry-over a much** stronger tone before the new crop comes in.

There are many **careless and unthinking** grocers who fail to discriminate between "fair" and "unfair" goods. They can only be brought to the realization of the importance of backing up decisions that may be reached by their representatives, from the insistent teachings of the trade papers.

There are many disloyal grocers who will also be influenced by the trade papers. These men would not be willing to back up the efforts of their representatives of the grocery trade through patriotic motives. Many of them can be made to see that their interest lies in supporting the association, however. This is another value that the trade press can be to the association.

National President Green has been doing some very valuable and active work. With the support of the trade press and of the honest manufacturer he will be able, without question, to keep in line those manufacturers who merely seek **advertising by hyprocritical** pretense of loyalty to the retail trade.

We hope before long to record a favorable decision on the part of the cereal manufacturers with regard to discontinuing their premiums.

THE KING OF ITS KIND



ELECTRO Silver Polish SILICON

IS AN ARTICLE OF REAL MERIT and the only one of its class for which a constant demand is created among consumers by regular and systematic advertising.

On every box a Wowan in Red,
Never take another instead.

REDINGTON & CO.
SAN FRANCISCO
Sole Agents for the Pacific Coast.

Schilling's Best

Guarantees Satisfaction

(Money Back)

Guarantees Profit

(Not Sold to Cutters)

Guarantees Quality

(Packed by A. Schilling & Co.)

It Pays to Sell

Schilling's Best

"I WON'T ORDER NOW."

How Hesitation Often Means a Loss of Possible Trade.

While the wise merchant is often slow about putting on his shelves goods that are likely to stay there, the most successful dealer is the man who recognizes goods that are good and takes advantage of the assistance of the manufacturer to increase his trade. One of the costliest sentences of the vocabulary of the business is

"I won't order now."

This is usually followed up by advise on the part of the dealer to the manufacturer to create a demand and get his goods going. The dealer is not sure that the goods will move and does not want to take any chances. When a customer comes in and says: "I have been receiving a number of postal cards telling me about Banner Lye and I think it will be useful to me. Please give me a package."

Then the dealer says: "I havn't got it in stock. Is there anything else I can give you?"

The customer frequently says: "No, I was curious about this Banner Lye and wanted to try some of it."

Then she goes out and down the street and, by chance, sees a tin displayed in another grocer's window. She stops to order the tin of lye. While it is being tied up, she looks around and her eye is pleased with the appearance of some dainty preserves and other articles that have been displayed to advantage.

When the grocer says: "Is there anything more I can give you?" it is more than likely that the lady will decide that she wants some of the other things she has seen. Then with good service and the right quality and the right price, the grocer will have secured for himself a new customer that would not have come to him had he not been able to realize that the man who first stocks goods that are backed by proper sales methods on the part of the manufacturer is going to reap the best harvest.

There is another picture of grocers who allow themselves to be persuaded into stocking up goods that lack quality or which are not advertised properly by the manufacturer. This puts the entire burden of selling upon the retail dealer, and is often a very hard job.

This is not true of Banner Lye. It is being advertised generously through the J. K. Armsby Company and at the same time pays more than 30 per cent profit to the dealers who take advantage of the special deals now being offered.

REDUCE THE PRICE.

The Standard Flour Company has decided to reduce the price of their "Summit Snow" flour, although the profit secured to the retail grocer remains 15 cents per sack. This is explained in the following letter:

San Francisco, May 1st, 1905.

J. F. Paulding, Secretary Pacific Coast Retail Grocers' Association, City:

Dear Sir:—Please take notice that on and after May 1, 1905, and until further notice, the retail price for "Summit Snow" flour will be $1.30 per 50-pound sack, for San Francisco and vicinity.

We have adjusted our wholesale price to the grocer so that he will be able to make at least 15 cents per 50-pound sack. Yours very truly,

STANDARD FLOUR CO.
Per C. L. Dingley, Pres.

NEW ROCHDALE DIRECTORS.

Healdsburg, April 24.—The annual meeting of the Healdsburg Rochdale Company was held last Saturday at Redmen's Hall. It was thought best to make no trade dividend but to extend the business by dealing in some other lines of goods. A new board of directors was elected.

We Help You Sell Banner Lye

WE desire to sell you **BANNER LYE** and assist you in selling it. We will buy 25 cans of it back and pay you **FULL PROFIT.** These 25 cans we will give to 25 of your customers. By so doing, these customers will be able to learn of the wonderful possibilities of **BANNER LYE** as a cleanser—hence, become regular patrons for it.

BANNER LYE—The New Style Lye **SELLS.** It does not possess the "Shelf Habit." Many grocers tell us they sell more **BANNER LYE** in a month than they formerly did of all other lyes in a year. **WHY?**

BECAUSE BANNER LYE is New Style Lye and can be used everywhere—old style lye cannot.

BECAUSE for ten cents **BANNER LYE** is more economical than any other cleansing article on the market. It cleans everything and can be used everywhere.

BECAUSE our advertising is educational and creates a consumption for **BANNER LYE** with everyone. We believe in giving direct advertising assistance to the trade and creating a direct demand on our customers.

Our Special Introductory Offer

Send us an order for **BANNER LYE,** naming your jobber, also a list of names and addresses of 25 of your customers. We will mail to each of these a series of **BANNER LYE** illustrated Postal Cards in colors, one each day until the series is completed. Then we will send to each of these customers **AN ORDER ON YOU** for a can of **BANNER LYE.** These orders we redeem at ten cents each (the retail price), together with postage.

DEAL No. 1	DEAL No. 2
Five (5) case lots (4 dozen each) at special price per case, $4.25 with one additional case (4 dozen) free. Freight prepaid to country points. Terms: Cash less 2 per cent.	Three (3) case lots (4 dozen each) at special deal price per case $4.25 with one-half case (2 dozen) additional free. Freight prepaid to country points. Terms: Cash less 2 per cent.
Cost of the 6 cases - $21.25	Cost of the 3½ cases - $12.75
Net cost per case - - 3.54	Net cost per case - - - 3.64
Profit 35 per cent.	Profit 32 per cent.

Send us your orders while this proposition lasts. **BANNER LYE** wins trade and makes you money.

THE J. K. ARMSBY COMPANY

SAN FRANCISCO

QUALITY SECURES RECOGNITION.

For more than 100 years the European markets recognized Porto Rico coffee as the best that could be bought. The name "Porto Rico" was a guarantee of quality not only in Spain, to which country Porto Rico belonged, but in France and Germany as well. This coffee was practically unknown in the United States, since its quality authorized a high price and the ready European market saved the Porto Rican planters from the necessity of competing with the cheaper Brazilian and Central American grown berries.

When Porto Rico became American territory, the coffee planters of the island found themselves practically barred from their old markets by discriminating tariffs. They therefore had to create a new market in the United States.

This work is being done on the Pacific Coast by the Porto Rico Company, whose warehouses and offices are at 587-589 Howard street. This company deals only in Porto Rico coffee. A careful selection of the highest grade coffee is being put on the market under the "Ponce de Leon" brand. This is being advertised in numerous ways in order that the public generally may be brought to try it, the manufacturers feeling assured that one trial will result in the securing of a permanent customer. Besides attractive signs on the bill boards and theatre curtains, in the street cars and in theatre programs, this company advertises three times a week in the "Bulletin," printing in each issue a new illustrated advertisement written for them by one of the school children of California. For each advertisement they accept, they pay the little artist $5.

As a consequence there are children in nearly every school in San Francisco who have received a reward for supplying advertising ideas to the Porto Rico Company, and there have been as many grocers who have had doubly pleased customers.

After they had established their advertising system the Porto Rico Company decided to make a present of six gold watches to six California grocers who gave the most assistance in the initial introduction of their goods. The giving of these watches was not a part of their original advertising plan but was decided upon after it was instituted in order that the grocers might feel that any effort they might put forward in behalf of "Ponce de Leon" coffee was appreciated. To the two San Francisco grocers who purchase the most pounds of "Ponce de Leon" coffee in the company's sealed cans from April 15th to August 15th, will be given a watch, and there will be four grocers in the interior who will be similiarly rewarded. Each watch is guaranteed to be solid 14-karat gold and of the value of $60.

FIRMS THAT HELPED.

Men to Whom California Grocers Are Under Obligations For Results Already Achieved.

(By J. F. Paulding.)

Much has been accomplished already for the grocers of the Pacific Coast through concerted effort.

What has already been accomplished is only a small measure of what we would have been able to do had we been given the unqualified support of the San Francisco retail grocers.

I know from personal interviews that the members of this organization desire to co-operate with the various movements we have instituted and feel certain that the enthusiastic support that is absolutely essential to success will be forthcoming eventually.

Through the work of the managers of the Pacific Coast Association, numerous manufacturers to-day maintain the retail selling price of their goods. This is being done not only in California, but in Washington and some of the results of our work are being felt in Oregon, although the grocers there are still waiting to be organized more effectively.

It was through the assistance of the Pacific Coast Grocers' Association that the California State Grocers' Association was able to have a man at Sacramento during the past session of the Legislature. This resulted in the successful passage of laws there.

The State of Washington has secured the passage of an anti-trading stamp law exactly similar to that passed in California. If, through the efforts of the grocers of California, the constitutionality of this law is established, the grocers of Washington will have to thank the Pacific Coast Association for their anti-trading stamp law.

Those manufacturers who are supporting the Pacific Coast Association are:

A. Schilling & Co.
Pacific Creamery Co.
Pacific Coast Condensed Milk Co.
Del Monte Milling Co.
Sapolio.
Globe Grain and Milling Co.
Bishop & Co.

These manufacturers have not only helped the Coast Association in a financial way, but they have always stood ready to co-operate with the retailers in maintaining prices.

When a manufacturer is willing, not only to protect his customers from cut prices, but to furnish funds to help secure needed legislation, their support should be appreciated by every retailer who is benefited thereby.

This appreciation should be shown by substantial orders.

SAFE TO RECOMMEND.

Snider's Chili Sause is an article the grocer need have no fear in recommending to his customers.

Because of its excellence, the sale of this article has greatly increased during the past year, as is the case with all of Snider's goods.

It will therefore be seen by every up to-date grocer that Snider's Chili Sauce should always be in stock, for when there it is as good as sold.

LIKE CONNELLY'S PLAN.

Many Merchants Approve of Proposal To Have Manufacturers Protect Profits.

F. R. Connelly, vice president of the local grocers' association and secretary of the State Grocers' Association, has received many communications expressing approval of his suggestion for employing the great power in the hands of organized retail grocers of the country to insure a profit through co-operation with manufacturers to make it profitable for them to maintain a fixed selling price on their various specialties.

In commenting upon this plan in the National Trade Press Bulletin, National Secretary Mason says:

"Mr. Connelly has evidently given much thought to devising a plan whereby the retail grocers and the wholesale trade may establish relations mutually beneficial to each. In other words, he would seek to harmonize the two elements, retail and wholesale, so that the retailer shall retail and the wholesaler shall wholesale."

In an editorial review of Mr. Connelly's letter, the Inland Grocer of Cleveland, O., says:

"Mr. Connelly recognizes the wide variance in conditions existing in cities where the wholesalers act in harmony with retail interests and those where such co-operation is unknown.

"If his plan is adopted, it would undoubtedly have the effect of improving conditions in cities where the retailers are compelled to meet the competition of semi-jobbers, chain stores and grocery department stores. He makes a telling point in his suggestion that, while jobbers and retailers cannot safely agree upon selling prices, the manufacturer of any article will be upheld by the courts in insisting upon a given price.

"The proposal has so many good points that we commend it to our readers' earnest consideration."

Frank M. Newland of Topeka, Kans., former treasurer of the National Association, writes Mr. Connelly as follows:

"Your report fully agrees with my position as to the good the National has done for the retail grocers. I also agree with you as to what can be accomplished by the National if it should take up the line of action you suggest."

Fred Mason, secretary of the National Association, in a personal letter to Mr. Connelly says:

"It seems to me your suggestions are, for the most part, practicable. I trust that giving them publicity may be the means of producing discussion, which can add to the usefulness of organization work. No system of organization is so perfect that it cannot be improved. It is only by comparison of views and the realizations of actual experience that progress is to be made."

W. J. Galligan, Loveland, Colo., at present a director of the National Association, writes as follows:

"I am fully in accord with your plan. We have worked it in this city with success for about two years. We work hand in hand with our wholesalers and have succeeded in putting out of business those few jobbers who refused to co-operate with us and insisted on offering their goods to consumers. Your suggestion goes further, since it would enable the retailer to conform to prices fixed by the manufacturer. This is an important step and one that will have my earnest and energetic support.

"I feel satisfied that the National officers will consider favorably this plan of yours for the advancement of the grocery trade and, personally, I beg to thank you for the interest you have shown in behalf of organization."

HURTING THE TRADE.

Every wholesale grocer and manufacturer who realizes how necessary proper profits are if the trade conditions of a town are not to be demoralized, will respect the appeal conveyed in the following letter:

Everett, Wash., April 22, 1905.

To Jobbers, Wholesalers, Commission Merchants and Manufacturers operating on the Pacific Coast.

Gentlemen:—The City Grocery, R. D. McNeely, proprietor, 3410 Everett avenue, Everett, Washington, is operating a price cutting grocery store to the great detriment of the grocery business. Believing that you are interested in the welfare of the majority, we ask that you use your best efforts to convince this man that he should cease cutting.

Respectfully,
The Everett Grocers' Ass'n.
T. C. SIMMONS, Sec'y.

BLACKSTONE'S INKS

BEST TO BE BOUGHT — KEEPS IN ALL CLIMATES



Blackstone Manufacturing Co.
(Incorporated)
MANUFACTURERS OF
WRITING FLUIDS,
Mucilage, Shoe Polish, Shoe Paste, Shoe Dressing and Liquid Glue.
Office and Factory,
1960 Howard St. San Francisco
Telephone Capp 1111.

CRACKER-JACK
THE MORE YOU EAT
THE MORE YOU WANT
THE WORLD'S GREATEST 5¢ SELLER

100 Packages to Case $3.65
Case weighs 40 pounds gross.
Dodge, Sweeney & Co., AGENTS SAN FRANCISCO

Bond System
OF
Retailing Staples



For Particulars, write

BOND SCALE CO.
Main Office, 1640 Fernando St.,
LOS ANGELES.
San Francisco Office:
220 California Street

WRONG AS USUAL.

Numerous Eastern trade papers are printing an article taken from the "Grocer and Country Merchant," in which Mr. Menzies says:

"Fixed retail prices, with the supply of cutters shut off on one hand, co-operative buying on the other. Such are the alternative policies of the associations."

This is absolutely untrue.

The associations of the Pacific Coast want and have secured co-operation of the members of the various buying exchanges. They feel that grocers' associations should be run in the best interests of the entire grocery trade and they want the active support not only of the small dealers, but of the very largest dealers, who are able to secure jobbing discounts from manufacturers.

Every grocer in the country is in business to make money. Even the cutting grocers are glad to sell an article at a fixed price when they know that no competitor is selling it for less. It is the purpose of the Pacific Coast grocers' associations to co-operate with the manufacturers to have the manufacturers fix and maintain a fair selling price on their leading staples, refusing to sell to those dealers who may cut the price. This policy is to the advantage of every man in the trade.

Where wholesalers are united and are able to assist the retail grocers in maintaining prices, there can be no question but that the retail grocery trade will profit more by working with them than by co-operating among themselves to buy for less money than the jobber can sell them.

No matter what the trade methods of a community are, the association based upon the plans of the Pacific Coast Retail Grocers' Association will benefit the entire body of retail grocers.

SHORT MEASURE GOODS.

More Dishonesty Exposed by a St. Louis Contemporary.

In its last issue, the "Interstate Grocer" of St. Louis exposes more dishonesty on the part of wholesale grocers and manufacturers.

They tell of three different instances in which a certain wholesale grocery house billed packages of mackerel stated to contain 70 fish, but which actually contained only 52. This shortage meant $1.80 loss to the retailer in each instance.

Another retail grocer who bought five boxes of clothespins which were supposed to contain 60 dozen each, and found there was a shortage of 33 1-3 dozen—a little more than 10 per cent of the quantity for which he had paid.

The "Price Current" of Wichita, Kan., tells of three 24-lb. tins of crackers sold to the grocery department of the Boston Department Store of that city, in which one was 3¾ lbs. short, the next 3 lbs. and the other 2 lbs. short, making a total shortage of 8¾ pounds.

T. Charand of 1704 South Ninth street, St. Louis, found 16 lbs. of crackers in a can which was billed to him at 20 lbs. net.

Pacific Coast retail grocers should examine carefully all goods they buy. It is a good rule to weigh, measure and count everything that comes into your store.

The **Advocate** would like to hear from some of its many readers as to whether they have suffered in this way.

DR. PRICE'S FOOD.

In our price current will be noted the list of Dr. Price's Cereal Food. This is an article of recognized excellence that is being pushed and advertised very extensively. Dr. Price's Food can be obtained from any of the San Francisco jobbers. This article is guaranteed against weavels. It is the largest package of its kind on the market and pays a good margin to the retailer.

Warm Weather Makes the Appetite Lazy



SNIDER'S CHILI SAUCE
MAKES YOU EAT.

It is especially fine on all kinds of Hot and Cold Meats.

PUT UP BY THE
T. A. SNIDER PRESERVE CO. CINCINNATI OHIO.
Makers of Snider's Catsup, Oyster Cocktail Sauce, Salad Dressing, Tomato Soup, Baked Beans, Etc.

SPOHN-PATRICK COMPANY
AGENTS
16-22 Front Street, San Francisco



SHREDDED WHEAT RECOMMENDATION

You should be more than willing to recommend

Shredded Whole Wheat Biscuit
and Triscuit

to your customers. In the first place, they will like the Shredded Whole Wheat products and find that they represent the ideal food with the maximum amount of nutrition; and the second place, you will be doing yourself a good turn as well as your customers. It always pays to recommend a good thing—particularly when there is a satisfactory profit in it for you.

The Shredded Whole Wheat products pay you a good profit, and keep on paying it constantly, as they are not a fad, but a staple — people who once try them, keep on trying them.

There's no food on the market which is better advertised. This means that the demand is permanent as well as strong.

It will be good business for you to speak a good word for Shredded Whole Wheat to those unacquainted with its merits.

THE NATURAL FOOD COMPANY
Niagara Falls, N. Y.

GE

THE PROPOSED COFFEE DUTY.

According to the Washington correspondent of the "Grocery World," the suggestion of a duty on coffee was advanced by Republican Senators and representatives in order to sound the public. It is claimed that two, if not three, members of the Cabinet are personally in favor of placing the duty on coffee.

It is thought that the Democrats will lend their support to the movement since Louisiana and Texas have lands which agricultural experts declare are specially adapted to the production of coffee. It is claimed that one reason that coffee is not produced in the South now is because the South cannot compete with Brazilian cheap labor without a duty.

The beet sugar interests are also said to favor a duty because it would tend to induce our tropical possessions to devote much of their land to the raising of coffee which would otherwise be devoted to sugar.

Senator Teller of Colorado favors the movement. He calls attention to the fact that in Colorado they produced 65,000 tons of beet sugar in 1904. Some of the farmers cleared upward of $70 per acre. There are numerous States where beet sugar can be produced to advantage. Coffee cannot be raised in the States, but the soil and climate of the Philippines and Porto Rico make them the ideal places for the development of this great staple.

He argues that if the people of the Philippine Islands can be persuaded to turn their attention to coffee raising, the islands would produce great quantities of coffee and would not interfere with any of the industries of the United States.

The New York "Herald's" Washington Bureau says:

"The sugestion as to tea and coffee is to impose 5 cents a pound on coffee and 10 cents a pound on tea. The imports of coffee in 1904 were 995,043,284 pounds, and a 5-cent tax would raise about $49,752,154. Tea importations were 112,898,801 pounds, and a 10-cent tax would raise about $11,289,801.

"Thus an imposition of the tax on coffee and tea would give Congress $61,040,955 more to spend and increase the expenses of the American table just so much."

The "Herald" has sought the opinion of New York coffee men as to the proposed tax on coffee. It says:

"Members of the trade agree that the duty would not increase the price of coffee in the home, but that it would be paid by the retailer, who now makes a heavy profit. They also said it would serve to exclude cheap and inferior grades of the product."

Secretary Seligsberg of the New York Coffee Exchange is quoted as favoring the proposition to tax coffee.

PORTO RICAN COFFEE.

The Porto Rican Legislature has passed a law to establish an agency in this country to introduce and exploit Porto Rican coffee. The representative will have permanent headquarters in New York, and in addition to exploiting the coffee of the island he will also attempt to further the interests of the island in every possible way.

WHERE THE LOSSES MAY OCCUR.

An Explanation of How Some of Them May be Stopped.

There are three expensive items to the grocer. One is the time consumed in putting up his sugar, rice, beans, split pease, etc. Another is the over or down weight almost always given, and the third is the spill that goes on the floor.

These three items aggregate an expense varying from a few dollars to hundreds per month in every store, but can now be entirely overcome by the use of the Bond Automatic Weigher, which weighs with absolute accuracy and cleanliness in about one-eighth the time used in weighing by hand.

BELLINGHAM ACTIVE.

Reports of the Dissolution of Whatcom County's Association Not True.

Reports have been spread in different papers that the Whatcom Grocers' Association had dissolved. In order to learn the facts the **Advocate** wrote to Charles W. Jones, who has been its secretary for a long time. His reply is ample proof of the falsity of this statement.

Bellingham, Wash.,
April 24th, 1905.

Publishers Grocers' Advocate, San Francisco.

Gentlemen:—In reply to your inquiry in regard to our association, I would say that the articles stating our association had disbanded are wrong. These reports unquestionably gained circulation from a misstatement of conditions made in one of the local papers.

"The real facts of the matter are that the association managers decided temporarily to throw down the card price barriers in order to discipline some of the small dealers who would not join the association. All the larger men in town then joined in making the "open season" a carnival of low prices.

"The abandonment of the price card was only temporary. As a matter of fact, the demand for the renewal of the card price is so insistent that it will probably be put on again sooner than was expected.

"I have put in my resignation as secretary of the Association. As yet my successor has not been appointed and I am keeping the office open until this is done. I am retiring in order to accept a more lucrative position.

"You may use the contents of this letter as you see fit. Yours truly.

"CHAS. W. JONES."

PREPARE FOR PICNIC SEASON.

The coming of the picnic season should serve to remind the grocer that he wants in stock a line of delicate goods adapted to that trade.

Among the best sellers for picnic trade, as all grocers, who have tried, know, are the Pim-Olas and the "White Label" Olives of the Seville Packing Company. These goods are always seasonable, but are especially acceptable to people desiring to put up a light appetizing lunch.

They sell well, please the customer, and yield a good profit.

Quality

Counts before **QUANTITY** with shrewd buyers



—Our Goods are Always Satisfactory—

Helvetia Milk Condensing Co.
Highland, Ill.
San Francisco Office, 3 Calif'a St.

FIRST HIGHEST AWARD

The Complete Exhibit of the

Dayton Money-Weight Scales

At St. Louis World's Fair, 1904, received the HIGHEST AWARD and GOLD MEDAL.



MANUFACTURED BY
Computing Scale Co.
DAYTON, OHIO

1—They give the correct value of the article being weighed.
2—They prevent loss from errors in calculation.
3—They save time required in making calculation
4—They are made better than ordinary scales.
5—With proper care they will last an ordinary life-time.
6—The pivots are of hardened tool steel, and with agate bearings inserted at the proper point, are practically indestructible.
7—They are sensitive to the very small fraction of an ounce.
8—They are an ornament to any store.
9—They are the only scale that is mechanically honest.
10—Customers, knowing them to be an honest scale, like to have their purchases weighed on them.
11—Sold on easy monthly payments.

With the **Money Weight Scales** you at once weigh goods **AT THEIR MONEY VALUE.**

Send for further information to

PIERCE & CO., PACIFIC COAST AGENTS

846 James Flood Building, Cor. Market and Powell Sts., San Francisco, Cal.

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Each of these departments in this Price List is checked up and corrected every week by two or more reliable authorities on values. More than thirty wholesale houses co-operate with us to secure for our List the greatest accuracy possible.

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Eels	13
Egg Beaters	37
Egg Food	31
Envelopes	38
Evaporated Cream	24
Extracts, Beef	25
Extracts, Flavoring	20
Farinaceous Goods	17
Fine Cut Tobacco	40
Fish	11
Fish (canned)	13
Fish, Shell (canned)	14
Fish, C. & B. Potted	13
Flavoring Extracts	20
Flour	17
Fly Paper	31
Fruits (canned)	7
Fruits (dried)	5
Fruit Jars	31
Fruit Wax & Strings	33
Fruit Butter	10
Fruit Jars	31
Faucets	36
Fruit Jar Caps	31
Fruit Jar Rubbers	31
Gasoline	17
Gelatine	25
Ginger, Preserved	25
Glue	31
Gum, Chewing	22
Ham	7
Herring (salt)	13
Herrings (smoked)	13
Honey	7
Hops	31
Horseradish	31
Ink	38
Insect Powder	32
Insulators	
Ironing Boards	36
Jams	8
Jars	31
Jellies	9
Lanterns	37
Lamp Chimneys	36
Lamp Wicks	37
Lantern Globes	37
Lard	8
Laundry Materials	14
Laundry Starch	15
Lard Oil	17
Lead Pencils	38
Lemon Squeezers	36
Lemon Juice	25
Lime Juice	25
Linseed Oil	17
Liquid Bluing	14
Lobsters, Canned	14
Lozenges	21
Lubricating Oil	17
Lye	15
Macaroni, Imported	18
Macaroni, Domestic	18
Mackerel (salt)	12
Mackerel, tins	13
Maple Sugar	4
Maple Syrup	4
Marmalade	9
Matches	32
Meals	17
Measures	34
Meats (canned)	10-11
Meats (smoked)	7
Meats (dry salt)	7
Milk (condensed)	24
Mixed Candy	21
Molasses	3
Mops and Handles	36
Mouse Traps	37
Mucilage	38
Mushes	18
Mushrooms	25
Mustard	19
Neatsfoot Oil	17
Nest Eggs	37
Nuts	6
Oil Cans	37
Oils	17
Olives	26
Olive Oil	26
Olive Oil (imitation)	26
Oysters	14
Pails	36
Paints, Dry	17
Paper Bags	31
Paper, Shelf	36
Paper, Toilet	32
Paper, Wrapping	32
Paper, Writing	37
Paprika	26
Paraffine Candles	31
Pastes	19
Patent Medicines	36
Peach Butter	10
Peanut Butter	26
Pearled Cereals	17
Peels	26
Pens (steel)	38
Pepper	19
Pepper Sauce	28
Pickles	27
Figs Peet	8
Pim Olas	26
Pineapples (canned)	7
Pipes	40
Playing Cards	
Plug Tobacco	39
Plum Pudding	
Polish, Metal	33
Polish, Stove	32
Polish, Stove	33
Pop Corn	26
Pork and Beans	10
Pork, Barreled	7
Potato Mashers	37
Potted Fish	13
Preserves	8
Pretzels	27
Provisions	7
Prunes	6
Raisins	6
Rice	18
Rolled Cereals	18
Rolling Pins	37
Rootbeer	27
Rope	33
Sago	18
Salad Oil	26
Salad Dressing	27
Saleratus	20
Salmon (salt)	12
Salmon (canned)	13
Sal-soda	15
Salt	28
Saratoga Chips	14
Sardines	13
Sauces	28
Sauerkraut	28
Sausages	9
Seeds	33
Sheep Dip	33
Shelf Paper	36
Shell Fish	14
Shoe Blacking	32
Shoe Dressing	32
Shrimps	14
Smoking Tobaccos	39
Soda and Saleratus	20
Soap	14
Soap, Scouring	16
Soups	29
Spanish Delicacies	29
Spices	19
Spittoons	37
Spoons, Wood	37
Sprats	14
Starch	15
Stepladders	37
Stick Candy	21
Stove Polish	32
Sugar	3
Sugar, Maple	4
Syrup	3
Tacks	37
Tamales, etc.	29
Tapers, Gas	37
Tapioca	18
Teas	2
Tobacco	39
Tobacco Cutters	37
Tobasco Sauce	27
Toilet Paper	32
Tooth Picks	27
Traps	37
Tripe	8
Truffles	29
Tubs	37
Turpentine	17
Twine	33
Twine Holders	37
Vegetables (canned)	6
Vinegar	29
Washboards	37
Washing Powder	16
Wax	33
Whips	37
White Lead	17
Wicking	37
Willow Ware, etc	35
Window Screens	37
Wringers	37
Writing Paper	38
Wooden Ware, etc	35
Yeast Cakes	29

COLUMN 1.
Department 1.

COFFEE, CHICORY, ETC.

Green Coffee.

Mocha, Genuine Arabian	18	21
No. 2	17	18
No. 3	16	
Kona (Hawaiian)	19	18
Mexican	13	18
Java, common	15	13
Java, brown plantation	20	25
Caracol, prime washed	13	16
Caracol, ordinary	13	14
Guatemala	11	17
Costa Rica	12½	16
Salvador	10¾	12

Roast Coffee.

Salvador	13	20
Costa Rica	16	20
Java	24	31
Mocha Aden	27	31
Prme W shd. C. A. Blends	19	24
Good C. A. Blends	18	20
Ordinary Blends	12	19

Private Brands.

Royal Java Roast	13
Lion, 100-lb	15.37
Arbuckle's, 100-lb	15.37
Arab, 1-lb tin	.18
Hill's Bros. Arabian Roast	.27
"M.J.B.," 60 1's in case	.28
"M.J.B.," 30 2 s in case	.27
"M.J.B.," 20 3 s in case	.25

Schilling's Best Coffee.

Tins: 30-lb price
60-lb case ¼ off

	1-lb cartons	1lb tins	2lb tins	3lb tins
5-star	36¼	30¼	38¼	38
4-star	29½	32¼	31½	31
3-star	25¾	28¾	27¾	27½
3-star Laquered (3-lb. tins only)				27½
2-star	22¼	25½	24½	24
1-star	18¾	21¾	20¾	20½

Cartons only in 25, 50 or 100 lb cases can be assorted as required.

The Porto Rico Co.

Ponce de Leon, sealed cans only, 1-lb 30, 2-lb 29, 3-lb 28½
Cream of Moca, 1-lb. cartons 25
La Gloria de Porto Rico in bulk .26

Ground Coffee.

Hill's Bros. Arabian Roast	.27
Cafe des Gourmands	.26
Mexomoka	.15

Chicory.

California	6
Belgian	7
German, Genuine	8

Coffee Extracts.

Bulk, per lb	.07
Vienna, ¼'s, 10-lb bx	.25
Vienna, 1's, 10-lb. bx	.25
Ackermann's, ½-gross bxs., gross	4 00

COLUMN 2.
Department 2.

TEAS.

Japan.

(Panfired, Sundried or Basket-fired.)

Extra Fancy	56	74
Fancy	44	55
Extra Choicest	39	43
Choicest	34	38
Fine	24	33
Fair	22	24

Green China.

(Gunpowder, Imperial or Young Hyson.)

Extra Fancy	55	76
Fancy	38	46
Choicest	35	37
Extra Choice	32	34
Fine	25	31
Fair	20	25

English Breakfast.

Extra Fancy	67	90
Fancy	51	66
Choicest	[illegible]	50
Choice	24	30
Fine	20	22
Fair	15	20

Oolong.

Extra Fancy	53	$1.50
Fancy	50	57
Extra Choice	36	48
Choicest	33	35
Fine	27	32
Fair	23	26

Ceylon and India

Broken Orange Pekoe	36	65
Broken Pekoe	33	56
Orange Pekoe	31	53
Pekoe	27	46
Pekoe Souchong	24	39

Schilling's Best Teas.

(Packed only in 10, 12, 8 and 6-oz. Cartons. Never in bulk.)

Japan, per lb	.45
do, 1 crn., 90c; 2 crn.	$1.80
English Breakfast	.45
do, 1 crn., 90c; 2 crn.	$1.80
Ceylon	.45
do, 1 crn., 90c; 2 crn.	$1.80
Oolong	52½
do, 1crn., 1.05, 2 crn.	2.10

TREE TEA

(Pride of Japan, etc.)
Packed in 1 lb. and ½ lb. cartons

Japan	37½
E. B. Congou	37½
Oolong	50
Gunpowder	45
Ceylon	40

COLUMN 3.
Department 3.

SUGAR AND SYRUPS.

The Western Sugar Refining Company quotes net cash prices as follows. Barrels are an advance of 10c, half barrels, 25c, boxes, 50c, 50-lb. bags, 10c.

Dry Granulated, 100-lb. sk	5 80
Fruit Granulated	5 80
Confectioners' A	5 80
Cube	6 05
Crushed	6 00
Fine Crushed	6 10
Candy Granulated	5 90
Magnolia A	5 40
Extra C	5 30
Golden C	5 20
Beet D. G.	5 70
Bar Sugar, bbls	5 20

¼ cent off for prompt cash.

Do	¼-bbls	6 00
Do.	40-lb. tins	7 70
Do.	30-lb tins	7 70
Do.	30 lb. boxes	6 85
Domino, 5-lb. cartons, 24 to cs		9 00

SYRUPS.

Saratoga Drips (Long's)	gal.	Gal
50-gal. bbls.		$ 50
30 gal. bbbls.		52
17 gal. bbls.		55
5 gal. jackets		2 36
4½ gal jackets		2 61
2 gal kits		1 23
1½ gal. kits		94
1 gal tins		70

Pac. Coast Syrup Co.

Tea Garden Drips—	Case
12, 1 gal. tins	$8.40
20, ½ gal. tins	7.70
24, ¼ gal. tins	5.84

Orange Blossom Drips.

6 1 gal.	tins ....per case.	$2 40
12 ½ gal.	" " "	2 60
24 quart	" " "	2 85
36 2-lb.	" " "	83
50-gal. bbls		35
28-gal. ½-bbls		

Molasses.

New Orleans

Genuine Light, about 50 gals. bbls.	50
Genuine Light, 30 gal. ½ bbls.	52
Genuine Light, 15 gal. ¼ bbl	55
Genuine Light, 5 gal. kegs, gal	57

	Doz
Pelican, 12 1 gal tins	9 60
Pelican, 20, ½ gal. tins	8.90
Pelican, 24, ¼ gal tins	6.10

COLUMN 4.

Maple Syrup.

Woodlawn (Long's)	case.	Case.
Gal cans, 10 to cs		$11 00
Gal. cans, 6 to cs		6 60
½ gal cans, 12 to cs		7 14
¼ gal cans, 24 to cs		8 10
10 gal. jackets, each		10 15
5 gal. jackets, each		5 11
4½ gal jackets, each		4 63
Qts., glass, 12 in cs		4 60
Pts., glass, 24 in cs		4 90

Pac. Coast Syrup Co.

Toboggan —	Doz.
⅛ gal. tins, 2 doz. to cs	2.25
¼ gal. tins, 2 doz. to cs	4.00
½ gal. tins, 20 to cs	7.20
1 gal. tins, 12 to cs	13.20

"OLD MANSE"
—Absolutely Pure—
CANADIAN SAP MAPLE SYRUP.



	Doz.	Price.
1 gal. cans, ⅛ doz. in cs.		$15.00
½ gal. cans, 1 doz. in cs.		8.00
¼ gal. cans, 2 doz. in cs.		4.25
⅛ gal. cans, 4 doz. in cs.		2.60
Qt. bottles, 1 doz. in cs.		1.50
Pt. bottles, 2 doz. in cs.		3.00
Decanters, 1 doz. in cs.		5.50
4½ gal. Jackets, per gal.		1.15

Retail Discount—5 cases 5%; 10 cases 7½ %; 25 cases or over, 10%.

On each package we offer to forfeit $1,000.00 if found short in measurement or containing any impurities

Maple Sugar.

Vermont, gen. pure, abt. 30 1-lb bricks, per lb	.17
Vermont, gen. pure, abt. 30 2-lb bricks, per lb	.15½
Log Cabin, in 1, ⅛ and ¼-lb bricks, assorted in 25-lb pails per lb	.15
Scudder's, in 1, ½ and 1-lb. bricks, asstd, per lb	.14

COLUMN 5.
Department 4.

DRIED FRUITS, NUTS AND HONEY.

(Add ¼c for 50-lb boxes and ½c for 25-lb. boxes.)

Apples.

Sundried, sacks	8
Evap, fancy 50-lb bxs	8
Evap, ex. choice, 50-lb bx.	7½
Evap, choice 50-lb bx.	7

Apricots.

Choice Sacks	12
Fancy Sacks	13
Fancy, 25-lb boxes	13½

Blackberries.

In boxes, per lb	18

Cherries.

Pitted, in boxes, per lb	30
Unpitted, in boxes, per lb	11

Currants.

In bbls (tubs 6¾)	6½
In mats, 50-lb	7
Recleaned, in bbls.	7
Recleaned, 25-lb boxes	7½
Recleaned, 50-lb boxes	7½
Recleaned, 1-lb carts.	7¾
Recleaned, 12-oz. carts.	6¾

Dates.

Fard, 14-lb, per lb (70-lb 7)	7½
Persian, 65-lb case	6

Figs (California).

Black, sacks	3½	5½
Black, 25-lb boxes, per bx.	1.20	1.40
White, bags	3½	5
White, 10-lb bx, per bx.	.60	
White, 10 1-lb bcks, pr bx.	65	75

Figs (Imp. Smyrna.)

Fancy, 10-lb bx, per lb	18
Choice, 5-lb bx, per lb	16

Nectarines.

White	8½
Red	8

Peaches.

Choice, in sacks	11
Ex. choice, in sacks	11½
Fancy, in sacks	12

Pears.

Choice, ¼'s, in sacks	10
Ex. choice, ½'s, in sacks	11
Fancy, ½'s, in sacks	12

Plums.

Unpitted	8
Pitted, bleached	9
Pitted, black	7

COLUMN 6.

Prunes.

	Sks.
30s-40s	7½
40s-50s	6¾
50s-60s	5½
60s-70s	5
70s-80s	4¾
80s-90s	4¼
90s-100s	1¾

Raisins.

	Box	½'s	¼'s	50 lb
6 Cr. Layers	$2.25	—	—	—
5 Cr. Layers	2.50	—	—	—
4 Cr. Layers	1.75	—	—	—
3 Cr. Layers	1.30	—	—	—
2 Cr. Layers	1.15	—	—	—
4 Cr. Loose	—	—	—	05¾
3 Cr. Loose	—	—	—	05¼
2 Cr. Loose	—	—	—	04¾

Thompson Seedless, bichd, 60-lb bxes 8

Sultana Seedless, bichd, 48 1's, per lb..... 6½

Seedless Muscatels, 50-lb cases ..... .

Seeded, 1-lb cart..... 6¾

Seeded, 12-oz. cart..... 5¾

NUTS.

Almonds, fancy, I. X. L. 17

Almonds, choice, soft shell, Drake 14

Almonds, shelled, No. 1. 32-35

Almonds, shelled, No. 2. 27-30

Almonds, shelled Jordan. Imp .58

Almonds, Jordan, Dom. . 37½ .40

Brazils, 210-lb sks, new .13 .14

Chestnuts, Cal. Italian. .09 .10

Cocoanuts, @ 100...... 4.50 5.50

Filberts, 175-lb sk..... .13 .14

Peanuts, Japanese, **hand picked** ..... .05½ .07

Peanuts, roasted ..... .08 .09

Pecans, polished ..... .12½ .14

Pine .....

Walnuts, hard shell 10½

Walnuts, sft shll, No. 2 .13½

Walnuts, sft shll, No. 1. .14½

COLUMN 7.

HONEY.

Water White, 2 5's, lb..... .07½

Light Amber, 2 5's, lb ..... .06½

Lt. Amber, 10 1 gal tins, gal .75

Lt. Amber, 20 ½ gal tins, gal 1.00

Lt. Amber 2-lb tins, doz..... 2.60

Lt. Amber, 16-oz. bots, doz... 1.35

Comb, 1-lb glass jars, doz... 1.75

Comb, 2-lb glass jars, doz... 2.90

Pine Apples.

	Per Doz.
2 lb., fancy sliced, E. & C., 2 doz. in case	2 50
2 lb. grated, 2 doz in case.	2 25
2 lb. shredded, 2 doz. in case Hawaiian	1 65

Johnson's—Columbia.

2 lb. sliced, 2 doz. in case.	2 30
2 lb. grated, 2 doz. in case.	2 30
1 lb. sliced, 4 doz. in case.	1 15
1 lb. grated, 4 doz. in case.	1 15
2 gal., coreless, 4¼ lb. to tin, ½ doz. in case, per lb...	16
gal., grated, 7 lb. to tins, ½ doz. in case, per lb..	18
2 lb., sliced, Baltimore, 2 doz. case	2 35
2 lbs., grated, Baltimore, 2 doz case	2 25
1 lb., cocktail, Baltimore ovals, 4 doz. case	1 25
2 lb., sliced, Singapore, 4 doz case	1 75
3 lb., sliced, Singapore, 2 doz. case	2 40

Royal Hawaiian,

2-lb grated, 2 doz. case	1 80
2-lb sliced, flats, 2 doz. case	2 00
Tall, 2-lb sliced, 2 doz case	2 00

COLUMN 8.

Department 5.

JELLIES, JAMS, ETC.

Griffin Extra Preserves.

Raspberry, strawberry, blackberry currant, loganberry, per doz. ..$2.00

Cherry, per doz. $2.00

Less 10 per cent in 5-case lots.

Apricot, Damson, Fig, Gooseberry, Gage, Peach, Plum, Quince, per doz. $1.80

Orange Marmalade $1.75

Long's Preserves.

Strawberries, Raspberries, Blackberries, Loganberries, Cherries, Pineapples, Pears, Figs, in 20-oz. glass jars, 2 doz. in cs., per doz.....$3 50

Apricot, Plum, Quince, Orange, Peach, in 20-oz. glass jars, 2 doz. in cs., per doz..... 3 20

Asstd, 2 doz. in cs., per doz... 3 30

JAMS.

Curtice Bros. Co., Rochester, N. Y.

In 16 oz. Glass Jars.

Strawberry, raspberry, raspberry and currant, red cherry, white cherry, apricot, black currant, red currant, quince (sliced), peach (sliced), pear (sliced), blackberry, gooseberry, grape, green gage, egg plum, damson, pineapple marmalade, tomato marmalade, orange marmalade, per dozen, $1.95.

All above packed in cases of 2 dozen each

COLUMN 9.

Long's Peerless Jams.

Strawberry, Raspberry, Blackberry, etc., in 16-oz. glass jars, 2 doz. in cs., per doz.. 3 00

Long's Pure Currant Jelly.

Tumblers, 2 doz. in cs., doz.. 2 00

30-lb. kits, per kit 3 00

15-lb. kits, per kit..... 1 75

Marmalades.

Orange (Dundee) 48-1's, doz. 2 75

COLUMN 10.

Apple Butter.

Heinz, 2's, 2 doz. in cs, doz..$2 25

Heinz, 3-lb stone crocks, doz. 4 25

Heinz, 4½-lb stone crocks, dz 5 50

Heinz, 18-lb. stone crocks, lb.. 11

Peach Butter.

Heinz 4½-lb stone crocks, doz 9 00

Heinz, 18-lb. stone crocks, lb 14

Maraschino Cherries.

Long's, qts, 12 to cs, per cs.. 6 50

Long's, pts., 24 to cs., per cs. 7 50

FRUIT	JELLIES 2 lb. Extra	JELLIES 2 lb. Stand	JELLIES 1 lb. Extra	JELLIES Tumblers	JELLIES Ex. Lunch 1 lb Glass	JAMS 2 lb Extra	JAMS 2 lb. Stand	JAMS 1 lb. Extra	JAMS Tumblers	JAMS Ex. Lunch 16 oz. G/S Preserves
Apple	1 55	1 35	1 00	90	1 75					
Apricot	1 55	1 35	1 00	90		1 60	1 35	90	90	1 80
Assorted	1 55	1 35	1 00	90	1 75	1 60	1 35	95	90	1 80
Assorted No 2					1 75				95	1 80
Blackberry	1 55	1 35	1 00	90	1 75	1 85	1 60	95	90	1 80
Cherry										1 80
Crabapple	1 55	1 35	1 00	90	1 75					
Currant	1 75	1 50	1 10	90	1 90	1 85	1 60	95	90	1 80
Damson					1 75					1 80
Fig						1 60				1 80
Gooseberry	1 55	1 35	1 00	90	1 75			95	90	1 80
Grape (Catawba)					1 75					
Green Gage										1 80
Lemon	1 55	1 35	1 00	90						
Loganberry					1 75					1 80
Orange Marmalade			1 35	1 00		1 60		90	90	1 75
Peach	1 55	1 35	1 00	90		1 60	1 35	90	90	1 80
Plum	1 55	1 35	1 00	90	1 75	1 60	1 35	90	90	1 80
Quince	1 55	1 35	1 00	90	1 75	1 60	1 35	90	90	1 80
Raspberry	1 55	1 35	1 00	90	1 75	1 85	1 60	95	95	1 80
Strawberry	1 55	1 35	1 00	90	1 75	1 85	1 60	95	95	1 8

Department 6.

CANNED FRUITS AND CANNED VEGETABLES.

CANNED VEGETABLES.

Asparagus "Griffin Extras"

	$
Mammoth	
Large White	
Medium White	
White Tips	

KIND	#1 lb Extras	2½ lb. Extras	2½ lb. Extra standards	2½ lb. Standards	2½ Second	2½ Water	2½ Pie
Artichokes, 2½'s	3 00						
Beans, Stringless "Extras"	1 40						
Beans, Blue Lake	1 30						
" " " gal	4 50						
Beans, String, 2-lb	.75						
Beans, String, gal	3.50						
Beans, Lima, Soaked	1 00						
Beans, French, Kidney, 2-lb.	1.15						
Beans, French Red Kidney, 2-lb. Joan of Arc" Brand p.dz.	1 15						
1 case free with 10.							
Fancy Eastern	1.85						
Corn, Smith's Hulled, 2 doz. in case, per doz.	1.20						
Hominy, Great Western, 3 lb	1.20						
Corn, 2-lb, Western	.95						
Corn, 2-lb, Maine	1.35						
Dunbar's Okra, 2½-lb	1.80						
Petit Pois, Griffin extra	1.50						
Peas Griffin extra sifted	1.25						
Peas, Standard sifted	1.10						
Peas, Standard Marrowfat	.95						
Pumpkin, 3-lb.	1.37½						
Spinach, 2½	1.75						
Succotash, fancy, tins	1.40						

Tomatoes.

	doz.
3's, Griffin's Ex. Solid Pack.	$1.10
3's Griffin's Ex., with peppers	1.15
2½'s, Cutting's Solid Pack	.90
2½'s, Cutting's Solid Pack, with peppers	.95
2½'s Cutting's Standard	.72½
Gallon, Standard	2.25
Gallon, Solid Pack	2.75
Gallon Puree	2.35

KIND	2 25	2 65	2 75	2 10	2 10	2 10	2 15
Apples							
Apricots							
" peeled							
" sliced							
Assorted							
Blackberries							
Cherries, Royal Anne)							
Cherries (White)							
Cherries (black)	2 25						
Grapes (White Muscat)	3 50						
Nectarines							
Peaches (Yellow)	4 60						
Peaches (Lemon Cling)	5 00						
Peaches (Lemon Cling Sliced)	5 00						
Peaches (White Heath)	4 75						
Peaches (White Heath Sliced)							
Pears (Bartlett)	4 75						
Plums (Green Gage)	3 50						
Plums (Egg)	3 50						
Plums (Gold Drop)	3 50						
Plums (Damson)							
Raspberries							
Strawberries							

KIND	Gallons Extras 3 lb. Grade	Gallons Extras 2½ lb. Grade	Gallons Extra Standard	Gallon Standard	Gallon Water	Gallon Pie
Apples			4 00	3 50		2 65
Apricots	5 75	5 00	4 50		2 75	2 40
" peeled						
" sliced						
Assorted						
Blackberries			4 25	4 00	3 75	3 40
Cherries, Royal Anne)						
Cherries (White)						3 65
Cherries (black)			5 25	4 60		3 65
Grapes (White Muscat)			3 50	3 10	2 50	2 25
Nectarines						
Peaches (Yellow)	6 50	5 25	4 60	4 25		
Peaches (Lemon Cling)	7 75	7 00		5 00		
Peaches (Lemon Cling Sliced)	7 75	7 00	5 75	5 00		
Peaches (White Heath)			5 25	4 75		
Peaches (White Heath Sliced)						
Pears (Bartlett)	7 00	6 25	5 25	4 75	3 75	2 40 pld 2 15 unpl
Plums (Green Gage)	5 00	4 25	3 50	3 25	2 55	2 30
Plums (Egg)	5 00	4 25	3 50	3 25	2 55	2 30
Plums (Gold Drop)	5 00	4 25	3 50	3 25	2 55	2 30
Plums (Damson)						
Raspberries						
Strawberries						

Department 7.

PROVISIONS.

Hams.

Eastern Standard, 17/19	.13
Eastern Standard, 15/16	.13
Eastern Standard, 12/14	.13½
Eastern Standard, 10/12	
Eastern Fancy	.13¾
Local cure, all averages	.11¼ .12¾
Picnic Hams	.8¾

Boiled Hams.

Skin on	.17½
Skin off	.19½

Breakfast Bacon.

Eastern Standard, 6/8	.15
Eastern Standard, 8/10	.14½
Eastern Standard, 10/12	.13¾
Eastern Fancy	.17
Local cure	.13 .15

English Cured Bacon.

Eastern cure, 8-10	.14
Eastern cure, 10/12	.13½

Dry Salt Bacon.

Clear medium Bacon	.11
Clear light medium	.11
Clear Lt. med. select	.11½
Light Belly	.13
Extra light Belly	.13½
Bacon Backs	.10¾
Bacon Bellies	.12½

Dry Salt Meats.

Sides	.10¼
Bellies	.11
Backs	.10
Fat Backs	.10

Barreled Pork.

	Bbls.	½-bbls.
Spare Ribs	$	
Family Pork	14.50	7.50
Clear Pork	17.50	9.00
Pig Pork	22.50	11.50

Barreled Beef.

Mess Beef	11.50	6.00
Extra Mess Beef	11.50	6.00
Family Beef	11.50	6.00
Extra Family Beef	12.00	6 25
Beef Tongues	25.00	13.00

Pigs Feet.

Tierces, about 300 lb.	$18.00
Barrels, about 200 lbs.	13.50
½ barrels, about 80 lbs.	5.00
Kegs, about 25 lbs.	2.10
Kits, about 15 lbs.	1.25

Honey Comb Tripe.

Tierces, about 300 lbs.	$17.00
Barrels, about 200 lbs	13.00
½ barrel, about 80 lbs.	5.00
Kegs, about 25 lbs.	2.10
Kits, about 15 lbs.	1.25

Sausages.

	Per lb
Braunschweiger	17
Italian Salami	23
D'Arles	22
Mortadella	24
Bologna	8½
Frankfurters	8½
Garlic Sausage	9
Liver Sausage	8½
Pork Sausage	8½
Head Cheese	8½
Tongue Sausage	8½

Pure Leaf Lard.

Tierces, about 350 lbs net	9¾
½-bbls, about 100 lbs net	10
80-lb. Wood Tubs, 80-lbs. net	9⅞
60-lb. Wood Tubs, 60 lbs. net	9⅞
20-lb. Wood Pails, 20-lbs. net	10⅛
50-lb. Cans, 1 to a case	10
20-lb. Cans, 4 to a case	10¼
10-lb Cans, 6 to a case	10⅜
5-lb. Cans, 12 to a case	10⅝
3-lb. Cans, 20 to a case	10¾

Compound Lard.

Tierces, about 350 lbs. net	6
½-bbls., about 100 lbs. net	6¼
80-lb. Wood Tubs, 80 lbs. net	6⅛
60-lb. Wood Tubs, 60 lbs. net	6⅛
20-lb. Wood Tubs, 20 lbs. net	6⅝
50-lb. cans, 1 to a case	6¼
50-lb. cans, 2 to a case	6¼
20-lb. cans, 4 to a case	6⅜
10-lb. cans, 6 to a case	6⅜
5-lb. cans, 12 to a case	6⅞
3-lb. cans, 20 to a case	7

P. F. Rathjens
PORK-PACKER
1311-1315 Pacific Street.

Sausages.

Garlick Frankfurter 10
Bologna 10
Blood and Liver.....9
Tongue and Headcheese...—
Choice California Ham....12
Extra Light Bacon.....15½
Medium Light Bacon.....12½

Boiled Hams.

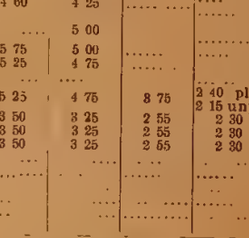
Kingan 20
Eastern 19
California 17

Mettwurst.

Extra Home Made, 20, 22½, 25

LARD.

50 lb tins 9
20 lb. tins..... 9½
10 lb tins 10
5 lb tins.....10
3 lb tins 10
1 lb. cups.....11



H. M. WOLTER & BRO.
Dealers in
...Boneless Boiled Hams...
GROCERS
PRONOUNCE
THEM THE BEST.
103 12th St. Tel., Mint 1763
KINGAN 20
CUDAHY "REX".....19

ANCHOR PACKING CO.
140 Eighth St., S. F., Cal.
PORK PACKERS AND PROVISION DEALERS.
Boilers of Kingan and Anchor Hams.
SAUSAGES, COOKED MEATS, TONGUE

Hams, Kingan, boneless boiled ...18c
Anchor, " 17c
Bacon (special) ... 16c
Lard, 55 .....9¾c
" 20.....10c
" 10 .....10c
" 5.....10¼c
" 3.....10⅜c

Please note that our hams are all hand tied.

HEINEMAN & STERN
916 Larkin Street

Garlic Sausage,	Lbs.	
Ring	"	
Bologna	"	
Frankfurter	"	
Rollada	"	
Smoked Beef	"	
Pickled Meat	"	
Headcheese	"	
Tongues	Doz.	
Dried Beef	Lbs.	
Smoked Mutton,	"	

Prices quoted on application by telephone or letter

COLUMN 11. COLUMN 12.

Department 8

CANNED MEATS

ALL PRICES ARE PER DOZEN	No ½ Tins 4 Doz. in Case	No ½, 2 Doz. Tins in Case	No. 1 Tins 2 Doz. in Case	No. 2 Tins, 1 or 2 D.z. in Case	No. 1 Tins 1 Doz. in Case	No. 6 Tins ½ Doz. in Case	No. 14 Tins 1 Doz. in Case	No. 1 Tins 1 Doz. in Case
Corned Beef	.....	.....	1 30	2 30	8 25	18 25	.....	.....
Roast Beef	.....	.....	1 35	2 40	8 25	.....	.....	.....
Roast Ribs of Beef, Boneless	.....	.....	1 40	2 50	.....	.....	.....	.....
Roast Mutton	.....	.....	.....	2 70	.....	.....	.....	.....
Brisket Beef	.....	.....	1 40	2 50	.....	.....	.....	.....
Boiled Beef	.....	.....	1 35	2 40	8 25	.....	.....	.....
Chipped Beef	.....	1 20	2 10	.....	17 50	.....	.....	.....
Sliced Beef, in tins	.....	1 40	2 75	.....	.....	.....	.....	.....
Sliced Beef, in glass	.....	1 45	2 75	.....	.....	.....	.....	2 75
Brawn	.....	.....	1 40	2 45	8 25	.....	.....	.....
Compressed Ham	.....	.....	1 50	2 75	.....	.....	.....	.....
Lunch Tongue	.....	1 90	3 25	6 50	.....	.....	.....	.....
Lambs Tongue	.....	1 70	2 95	.....	.....	.....	.....	.....
Sliced Ham	.....	.....	3 70	6 40	.....	.....	.....	.....
Sliced Bacon	.....	.....	.....	.....	.....	.....	.....	2 80
Sliced Bacon in Glass	.....	.....	.....	.....	.....	.....	.....	.....
Deviled Ham	40	80	.....	.....	.....	.....	.....	.....
Potted Ham	40	80	.....	.....	.....	.....	.....	.....
Potted Ox Tongue	40	80	.....	.....	.....	.....	.....	.....
Potted Chicken	90	1 60	.....	.....	.....	.....	.....	.....
Potted Turkey	90	1 60	.....	.....	.....	.....	.....	.....
Deviled Chicken	90	1 60	.....	.....	.....	.....	.....	.....
Deviled Turkey	90	1 60	.....	.....	.....	.....	.....	.....
Boneless Chicken	.....	3 40	5 55	.....	.....	.....	.....	.....
Boneless Turkey	.....	3 40	5 55	.....	.....	.....	.....	.....
Veal Loaf	.....	1 10	2 10	.....	.....	.....	.....	.....
Ham Loaf	.....	1 10	2 10	.....	.....	.....	.....	.....
Beef Loaf	.....	1 10	2 10	.....	.....	.....	.....	.....
Chicken Loaf	.....	1 60	2 75	.....	.....	.....	.....	.....
Chicken Pate and Ham	.....	1 10	.....	.....	.....	.....	.....	.....
Chili Con-Carne	.....	.....	1 40	.....	.....	.....	.....	.....
Beefsteak and Onions	.....	.....	1 60	.....	.....	.....	.....	.....
Hamburger Steak with Onions	.....	1 95	2 00	.....	.....	.....	.....	.....
Frankfurter Bratwurst	.....	.....	2 00	.....	.....	.....	.....	.....
Sweetbreads	.....	.....	2 40	.....	.....	.....	.....	.....
Vienna Sausage	.....	90	1 55	.....	.....	.....	.....	.....
Oxford Sausage	.....	.....	2 45	.....	.....	.....	.....	.....
Bologna Sausage	.....	.....	2 25	.....	.....	.....	.....	.....
Vienna Sausage and Kraut	.....	.....	1 20	.....	.....	.....	.....	.....
Corned Beef Hash	.....	1 10	1 50	.....	.....	.....	.....	.....
Lunch Sausage	.....	90	.....	No 1½	No 2	No 2½	No. 3	.....
Ox Tongue, whole	.....	.....	.....	6 50	7 50	9 50	12 00	.....
Minced Collops	.....	.....	.....	2 45	.....	.....	.....	.....
Tripe	.....	.....	.....	1 75	.....	.....	.....	.....
Pork Sausage	.....	1 05	.....	2 50	.....	.....	.....	.....
Stewed Kidneys	.....	.....	.....	.....	.....	.....	.....	.....
Pork and Beans, Plain	.....	.....	90	1 40	.....	.....	.....	1 85
Pork and Beans, with tom. s'c	.....	.....	95	1 45	.....	.....	.....	1 90

Department 9.

FISH AND CHEESE.

Russian Caviar.

	Per doz
1-lb cans, 2 doz in case	$13 00
½-lb cans, 2 doz in case	6 75
¼-lb cans, 5 doz in case	3 65
⅛-lb cans, 6 doz in case	2 00
White Label Brand	8.50

CHEESE.

Foreign and Domestic.

New York State Factory	.18
Cheddars, October make	..
Twins, " "	.19
Calif. State factory flats	.12 13
Calif. State factory Young Americans	13½ 15½
Limburger, Eastern, ℔ lb	18 19
Swiss, imported, ℔ lb	25½
Roquefort, ℔ lb	38
Gouda, ℔ lb	27
Pineapples, Eastern, 6 in cs, ℔ case	$3 35
Pineapple, Eastern, 6 in cs, small	2.35
Holland or Edam, medium, plain, per doz	$ 8.50 9.00
Holland or Edam, medium, in bladders, per doz	9.50 10 00
Holland or Edam, large, plain, per doz	9.50 10.00
Holland or Edam, large, in bladders, per doz	10.50 11.50

Fancy.

Camembert Brie, Roquefort, and Gorgonzola, jars	3 00
Parmesan C & B, sml bot, doz	3.00
Parmesan C & B, lge bot, doz	5.00

Bayle's.

	Small ½-lb.	1-lb.	2½-lb	5 lb
Deviled Cheese	$1.00	$2 25	$4.00	$ 500 $9.00
After Dinner Cheese	$1.00	2.40	4.00	4 50 7.50
Roquefort Cheese	$1.00	2 40	4.00	4.50 7.50

SALT FISH.

Pacific Codfish.

Bndles, 50 lbs each, per lb	5¾
Cs, selected, 100 lbs ea, pr lb	6
Boneless, 30-lb boxes, per lb	7½
Boneless Strips, 40lb bxs, pr lb	7¾
Boneless Blocks, 40lb bxs, p lb	7½
Boneless Tablets, 36 bxs, pr lb	8
Boneless Middles, 60 bxs, pr lb	10½
Boneless Middles, extra, 60-lb boxes, per lb	10½

Eastern Codfish.

Gen Georges, 8 fish to cs	$10.00
Gen. Georges, 12 fish to cs	9.00
Geo. Cur. Cod, 16, 18 fish to case	6 50
Geo. Cur. Cod, 40 fish to cs	8 00
Gen. Geo. Middles, 60 fish.	13½
Gen. Geo. Tablets, 36 fish.	11½
Gen. Geo. Blocks, 40 fish..	11½

Shredded Codfish.

Codfish, Beardsley's shredded, 2 doz. in case 1.00

Norwegian Mackerel.

Bloater, 200-lb. bbl., 120-130 fish	48.00
Bloater, 100-lb. ½ bbl., 60-65 fish	25 00
No. 1, 200-lb. bbl., 150-160 fish	38.00
No. 1, 100-lb. ½ bbl., 75-80 fish	20.00
No. 2, 200-lb. bbl., 220-240 fish	30.00
No. 2, 100-lb. ½ bbl., 110-120 fish	16 00
No. 3, 200-lb. bbl., 300-350 fish	26.00
No. 3, 100-lb. ½ bbl., 150- 175 fish	14.00

Irish Mackerel.

No. 1, 200-lb. bbl., 200-220 fish	none
No. 1, 80-lb. ½ bbl., 80-90 fish	none
No. 2, 200-lb. bbl., 325-350 fish	19.00
No. 2, 80-lb. ½ bbl., 130-140 fish	8.50
No. 2, 200-lb. bbl., 475-500 fish	18.00
No. 2, 80-lb. ½ bbl., 180-190 fish	8.50
No. 1, 10-lb kits, 15-16 fish	1.25
No. 2, 10-lb. kits, 20-22 fish	1.20

American Bloaters.

Shore Bloaters, 200-lb. bbl., 115-120 fish	27.00
Shore Bloaters, 80-lb. ½ bbl., 45-50 fish	11 50
Extra No. 1, 200-lb. bbl., 120-130 fish	26.00
Extra No. 1, 80-lb. ½ bbl., 50-55 fish	11.00
No. 1, 200-lb. bbl., 140-150 fish	none
No. 1, 80-lb. ½ bbl., 60-65 fish	none
No. 2, 200-lb. bbl., 130-140 fish	28.50
No. 2, 80-lb. ½ bbl., 55-60 fish	11.00
No. 2, 200-lb. bbl., 140-160 fish	none
No. 2, 80-lb. ½ bbl., 60-65 fish	none
No. 2, 200-lb. bbl., 160-180 fish	none
No. 2, 80-lb. ½ bbl., 70-80 fish	none
No. 2, 200-lb. bbl., 180-200 fish	none
No. 2, 80-lb. ½ bbl., 80-90 fish	none

In Kits.

Extra Mess, 7 to 8 fish, each	$2.00
No. 1, kits, 8 9 fish or 15-17 fish	1 50-1.35
No. 2, kits, 8-9 or 20-22 fish	1.25

Salmon.

King, bbls	$ 13 00
Oregon Silversides, bbls	9 00
Alaska Red, bbls	10 00
Alaska Red, ½-bbls, 100 lbs	6 25
Alaska Red, kits	1.00
Bellies, bbls	9 50 10.00
Bellies, ½-bbls, 100 lbs.	5 00 5 50
Tongues and Sounds, kits, 10lb	1 25
Tongues and Sounds, ½-bbls	9 00

COLUMN 13.

New Herring.

Holland, ex. selctd mxd bbls.	$ 16 00
Holland, ex. selctd mxd ½-bbl	8 50
Holland, ex. selctd mxd, keg	1 00
Holland, cheaper grade	80
Holland, cheap. gr., mxd, bbls	14 00
Holland, chp. gr., mxd, ½-bbl	7.50
Holland, ex. select Milchner, bbl	none
Holland, ex. select Milchner, ½-bbl	none
Holland, ex. select Milchner, keg	1.20
Holland, cheaper grade	90
Holland, cheaper grade, bbls.	16.00
Holland, cheaper grade, ½-bbl	8.50
Labrador Split, 100 fish	5 25
Labrador, round, 160 fish	4 75
Pacific, ½-bbl	2.25

SMOKED FISH.

Bloaters, Grim., 100 in box	$2.65
do. do. 50 in box	1.50
Bloaters, Cromarty	2.65
Yarmouth, 100 in box	
Halibut, chunks	12½
Herring, in boxes, Eastern	22½
Herring, in boxes, Washington	17½
Herring, boneless, Beardsley's tins, doz	$1.50
Herring, boneless, Beardsley's small, doz	1.00
Herring, Beardsley's Boneless, vacuum tumblers, 2 doz. in case	1.25
Finnan Haddies	2.25
Moir's Selected Red Herrings, 100s	2.25
Moir's Selected Red Herrings, 50s	1.25
Salmon, per lb	20

POTTED FISH.

	Per doz
Potted Crab	$1.85
Kipper Paste	1.00
Anchovy and Bloater Paste, plain pots	2.30
Ditto, fancy pots	4.75
Yarmouth Bloater Paste	75
Ditto, fancy pots	4.75
Kippered Herrings	1 00
Kippered Herrings, Moirs	1.95

CANNED FISH.

	Doz.
Anchovies, in oil, 2 doz. ½ pts., in glass, doz	4.00
Anchovies 2 doz. ½ pts., doz	3 00
Bloaters, Yarmouth C. & B., doz	4.50
Codfish Balls, 2-lb tins, per doz	2.25
Eels, Hamburg, in jelly, 1-lb tins	2.00
Eels, smoked, 1-lb, ℔ doz	2.50
Finnan Haddies, 2-lb oval	2.25
Finnan Haddies, 1-lb, round, ℔ doz	2.00
Sardelles, imported, 1-lb tins	3.00
Sardelles, imported, in glass	3.00
Sardelles, domestic, 1-lb glass	2.25
Sardelles, Ankera, ½ keg	3 00

Mackerel.

1-lb tins, 50 in a case.
2-lb tins, 2 doz. in a case.

Gold Label, 1-lb tins	1.50
P. & W., 2-lb soused	2.75
P. & W., 2-lb, mustard	2.75
P. & W., 2-lb, tomato	2.75
Underwood, 2-lb, soused	2.85
Underwood, 2-lb, tomato	2.85
Underwood, 2-,lb mustard	2.85
Los Angeles, 2-lb, soused	2.55
Los Angeles, 2-lb, tomato	2.55
Los Angeles, 2-lb, mustard	2.55
Mt. Desert, 2-lb, soused	2.25
Mt. Desert, 2-lb, tomato	2.25
Mt. Desert, 2-lb, soused	1.85
Blueback, 1-lb, fresh	1.10

"Sunset" Mackerel.

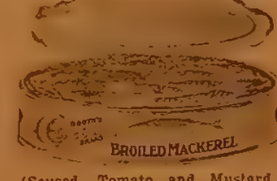
Soused, 18 oz. tins, 4 doz. in case, case	$6 50
Tomato, 18 oz. tins, 4 doz. in case, case	6 50
Mustard, 18 oz. tins, 4 doz. in case, case	6.50

1311-1315 Pacific Street.

Mackerel in Oil.

Bezler's	3.00 4.00
Lemarchand	5.00 7.00

Booth's Crescent Mackerel.



(Soused, Tomato and Mustard.)

1's, 4 doz. to case, per doz	1.80
2's, 2 doz. to case	2.50

Salmon.

Alaska Red, 1lb tins, doz	1 20
Alaska Red, 2lb tins, doz.	1 60
Alaska Pink, 1lb tins, doz	80
Alaska Pink, 2lb tins, doz	1 60
Alaska Flats, 1lb tins, doz.	1 40
Oregon Red, 1lb tins, doz.	1 00
Oregon Red, 2lb tins, doz.	1.65
Oregon Pink, 1lb tins, doz	80
Oregon Pink, 2lb tins, doz	1.60
Oregon Flats, 1lb tins, doz.	1.00 1.60
Columbia River, 1lb tails	1.60
Columbia River, 1lb flats	1.75

French Sardines.

¼s, according to quality and size of tin, p. cas	9.50 12.50
½s, according to quality and size of tin, p. case	19.00 30.00

COLUMN 14.

American Sardines.

Packed 8 1-3 doz in a case.
⅞s 50 tins in case.

American ¼s in oil, per case	$3 50
American ½s in oil, 5-case lots	3 35
American ¼s in oil, per doz	.50
American ¼s in mustard, doz.	.60
American ½s in mustard, case	4 00
American ⅞s in mustard, doz.	.90
American ⅞s in mustard, case	3 00

Sprats.

Piloto	6.75 7.00
Menhie	6.75 7.00

SHELL FISH.

Abalones.

4 doz in cs, with shells, cs.. 6.00

Clams and Clam Juice.

	doz.
Doxsee Clams, 1-lb. tins	$1.65
Doxsee Clams, 2-lb, tins	2.65
Doxsee Clam Juice, 1-lb, tins	.90
Doxsee Clam Juice, 2-lb, tins	1.60
B & M Lunch Clams, flat tins	1.37½
Underwood Clams, 1-lb. tins	1.05
Underwood Clams, 2-lb. tins	1.60
P. & W. Clams, 1-lb, tins	1.00
P. & W. Clams, 2 lb, tins	1.50
Oxford Clams, 1-lb. tins	1.10
Oxford Clams, 2-lb. tins	1.50
P. & W. Clam Chowder	2.10
Burnham's Clam Bouillon, qts	00
Burnham's Clam Bouillon, pts	4 50
Burnham's Clam Bouillon, ½ pints	2.40

Lobsters.

	Doz.
1-lb. tins, 4 doz. in case.	
Red Jackets, flats	2.85
Deep Sea Picnics	2.40
Triumph Talls	2.60

Oysters.

Oysters, Selects, 12 oz	$1.60
Oysters, Selects, 6 oz	3.25
Oysters, Standard, 10 oz	2.00
Oysters, Standard, 5 oz	1.10
Oysters, Standard, 8 oz	1.70
Oysters, Standard, 4 oz	.90

Shrimps.

Shrimps, pickled, 1-lb. tins	$1.10
Shrimps in Tomato Sauce. 1-lb. flats	
Dunbar's Picnics, 4 doz in cs	1.25
Dunbar's 1½-lb., 2 doz in cs	3.25
Pickled Shrimps, 1-lb., 4 doz in case	3 20

Department 10.

LAUNDRY MATERIALS.

Ammonia.

GREER'S WASHING AMMONIA

First grade absolutely pure. 180 Beaume Strength.

Pints (2 doz. to case)	$1 55 per doz.
Quarts (1 doz. to case)	2 55 " "
½ Gals (½ doz. to case)	4 25 " "

WASHING AMMONIA
Standard Grade.

Pts., 2 doz. to case, per doz	$ .75
Quarts, 2 " " " "	1 25

GREER'S TOILET AMMONIA
Lavender and Violet.
Pints (2 doz. to case) .. $2 50 per doz.



Parson's Household Ammonia

	per doz.
½ gals., 1 doz. in case	$4 50
Quarts, 1 doz. "	2 65
Pints, 2 doz. "	1 75
Dime size 3 doz. in case, per case	2 95

Bluing.



Liquid Laundry Bluing.

Scott & Gilbert Co. Mfgrs., 302 Davis St

	doz.
SUNSET	
¼ pints, 3 doz case	40
½ pints, 3 doz case	60
Pints, 2 doz. in case	75
Quarts, 2 doz. cs.	1 45

Bluing, ball.

Mikado, ½'s, 100-lb case, lb	.20
Mikado, ¼'s, 100-lb case, lb	.22
Nuremberg, A, ½'s, ℔ lb	.33
Do A, D, ½'s, ℔ lb	.25
Do A, C, R, ½'s, ℔ lb	.21
Washerwoman, ½'s, ℔ lb	.12
Do ¼'s, ℔ lb	.14
German Ultramarine ½s, ℔ lb	.12
Do ½'s, ℔ lb	.14
Deschamp's French, 1's, ℔ lb	.28
Do ½'s, ℔ lb	.29
Gold Medal, qt, ℔ doz	1.25
Do pt, ℔ doz	1.00
Do ½-pt, ℔ doz	75
Do ¼-pt, ℔ doz	45
Do China Label, qt, ℔ doz	1.25
Greer's, 1 dz qts. & doz	2.25
2's, 2 doz. to cs	2.50
Do 2 doz. pts, ℔ doz	1.44
Do 3 doz. ½ pts, ℔ doz	.90
Pacific, 1 doz. qts, ℔ doz	1.10
do, 2 doz., qts & doz	.80
Do 3 doz. ½ pts, ℔ doz	.45

COLUMN 15.



PURE FOOD PACKING COMPANY.

1533 Mission Street.

Salter's "Purity" Brand Bluing,

Pts. doz	.75
½pts "	.45
Ammonia, Qts. doz	
Pts. "	45

Borax.

20-Mule Team, powdered 1's, cs. of 2 doz	$2 25
20-Mule Team, powdered 12-oz. cs. of 4 doz	3 60
20-Mule Team, powdered ¼'s, cs. of 8 doz	3 84

(Less 5 per cent. in 5 case lots; 10 per cent. in 10 case lots).

Cartons, 1's, 2 doz. in box	.09
Lump, 25 lb. in box	.08
Powdered, 25 lb in box	.06½

Chloride of Lime.

Brookman's, 1's, ℔ lb	7½ 7½
Do ½'s, ℔ lb	8½ 9
Salte.'s Purity Brand, ex qual. doz	.85

Lye.

Big Bonanza Lye	
Case of 48-1 lb tins	3.80
5 case lots	3.25
Star Scrubbing Lye	
48-½ lb tins, per case	1.75
5 case lots	1.70
Merry War, 4 doz in case	3.00
Merry Nickel, 4 doz to case	1.75
Eagle Lye, 4 doz. in case	3.60
Do 3-case lots	3.50
Do 5-case lots	3.40
Tomson's Red Seal, 4 dz. to cs	4.00
Do 5-lb, 12 5s to case	4.50
American, 4 doz in case	3.25
Do in 5-case lots	3.00
Babbitt's Lye, 4 doz in case	3.25
Do in 5-case lots	3.00



BANNER LYE

Cs., 4 doz	$4.00
Cs., 2 doz	2.00

SPECIAL FREE DEAL

LIMITED

Freight Paid to Country Points

5 Case lots, per case	$4.25
One additional case free	
Net cost	3.54
3 Case lots, per case	4.35
One additional case free	
Net Cost	3.64

Sal Soda.

California, sks	.95-1.00
California, bbls	1.00-1.05

Department 11

STARCHES.

Corn Starch.

Log Cabin, 40 1s, per pkg	4
Liberty, 40 1s, per pkg	5½
Duryea's, 40 1s, per pkg	7¾
Niagara, 5-box lots, pkg	5½
Niagara, 40 1s	5½
Kingsford's, 40 1s, pkg	7¾
Lily Corn, 40 1s, per pkg	5½
Lily Corn, 5-box lots	5½
Lily Corn, 20 1s, per pkg	5¾
Sioux City, 40 1s, per pkg	5¾
Sioux City, 5-box lots, pkg	5½
None Such, 40 1s, per pkg	5½

Laundry Starch.

Elastic Starch, 64/1's, per box	5 00
Celluloid, 64/1's, per box	5 00
Best Gloss, 48/1's, per lb	5½
Liberty Gloss, 48/1's, per lb	5½
Liberty Gloss, 16/3's, per lb	5½
Best, 12/6's, per lb	5½
Standard, bulk 40-lb. boxes	3½
Sioux Gloss, 48/1's	5½
Sioux Gloss, 3's, 16 in box	5¼
Kingsford's S. G., 1's, 40-lb. bx.	8½
Kingsford's S. G. 6's, 12 in crate	8½
Kingsford's Pure, 1's, 40-lb. bxs	7½
Duryea's S. G., 1's, 40-lb. bxs	8
Duryea's S. G. 6's, 12 in crate	8½
Duryea's Superior, 1's, 40-lb. bx	7½
Niagara Gloss, 1's, 40-lb. bxs	5½
Niagara Gloss, 6's, 12 in crate	6¼
Niagara Gloss, bulk, 50-lb. bxs	4½
Lily Gloss, 1's, 48-lb. box	5½
Lily Gloss, 6's, 12 in case	6¼
Lily Gloss, 3's, 16 in case	6¼
None Such, 1s, 48-lb. boxes	5½
None Such, 6s, 12 to crate	6
None Such, bulk, 50 lb box	4½

COLUMN 16.

Department 12

Soaps and Washing Powder

Western Star Soap

WHITE PETROLEUM BLEACHING.

100 bars per case $4.10

LASCO KOLD WATA NAPTHOL.

100 Bars per case $4.00

Free Delivery in San Francisco Oakland, Alameda and Berkeley

manufactured by

Los Angeles Soap Co.

San Francisco Office, 115 Davis St.

Telephone Grant 110.



THE BEAVER SOAP CO.,
Dayton, Ohio.

Grandpa's Wonder Soap.

100 cakes 4-oz $3.60
50 cakes 4-oz 3 50

Powdered Soap.

Grandma's Borax, 24 3-lb per case $4.00
Grandma's Borax, 60 12-oz. per case 2.40

Peet Bros.

Silk Soap	3.00
Ammonia Benzoline	3.90
Cocoa Borax	4.10
Crystal White	3.90
Lily White (Floating)	4.00

Standard Soap Co.

Top Notch, 100, 10-oz	$3.50
Sunburst, 100 12-oz	3.75
Yellowstone, 100 14-oz	3.75
Marigold, 100 16-oz	3.90
Thomas' Cool Water, 100 13-oz	4.00
Thomas' Cool Water, 20 13-oz	.85
Milo, 100 4-oz., 100 cartons	6.50
Magno "Floating Borax," 100 10-oz.	4.00
Gold Medal Borax, 100 10-oz	6.50
Gold Medal Borax, 20 10-oz	1.15
Purity, "Floating," 5c size	3.90
Purity, "Floating," 10c size	6.25
Purity, "Floating," 10c size, 20	1.30
Electric Mineral, 100 16-oz	5.50
Electric Mineral, 20 16-oz	1.15
Peerless Kitchen, 100 10-oz	3.00
Peerless Kitchen, 20 10-oz	.65

Miscellaneos.

Fels Naptha, 100 14-oz	4.50
Hot or Cold, 100 10-oz	4.00
Life Buoy, 100	4.00
Mikado, 100 14-oz	4.00
Mikado 20 14-oz	.90
Lenox, 100	3.00
Lenox, 20	.75
Ivory, 100 10-oz	7.00
Fairbanks Clairette, 100	3.35
Fairbanks' Santa Claus, 100	2.85
Fairbanks' Copco, 100	3.90
Fairbanks' Fairy Oval, 100	3.90
Grandpa's Wonder, large, 50	2.50
Grandpa's Wonder, small, 100	3.60
Peets' Pine Tar, 50	1.90
Peets' Pine Tar, 100	3.75
Babbitt's, 100	4.10
Jergins Pumice, 50 small	1.75
Jergins Pumice, 50 large	3.00
Uncle Sam's Tar, 100 small	3.50
Uncle Sam's Tar, 50 large	3.40
Stryker's Kitchen Soap, 100s	3.50
Stryker's Kitchen Soap, 20s	.75
Pearl, 100, large	4.00

Castile Soap.

La Lune White Castile, lb	7¾
White, Virgin, per lb	7¾
White, Conti	15
Mottled, Imported, per lb. 6½	7
Clover Leaf White	13
La Boulon	7½

Scouring Soaps.

Bon Ami, 3 doz to cs, pr cs.. 2 50



Sapollo, scouring, ½ gross box, per box 4 50
Sapollo, hand, ½ gross box, per box 4 50

WASHING POWDERS.

Gold Dust, 24 7s, per case	4.50
Gold Dust, 100/10-oz	4.50
Lavarine, 36 1-lb., per case	3.00
Lavarine, 100 5c pkgs	3 50
Pearline, 36 1-lb. pkgs	3 10
Pearline, 100 6-oz pkgs	3.75
Snaperine, 20 3-lb. pgs	3.60
Snaperine, 30 1-lb pkgs	3.35
Snaperine, 100 ½-lb. pkgs	3.60
Babbitt's 1776, 6-oz	2.85
Kleeno, 72/1's	4.50
Kleeno, 24/2's	4.25
Kleeno, 100/1½'s	3.75
Grandma's Borax, powdered, 24 3s	4.00
do, 60, 2¾s	2 40

COLUMN 17.

Department 13

OILS, PAINTS, ETC.

Coal Oil.

Water white, coal, bulk	12½
Pearl, cases, 35's	18
Astral, cases, 25's	18
Star, cases, 25's	18
Ex. Star, cases, 25's	21
Elaine, cases, 25's	26

Gasoline and Benzine.

86° Gasoline, bulk, 25 cases	31
74° Gasoline, bulk 16 cases	22½
63° Benzine, bulk, 13 cases	19½

Turpentine.

Strictly Pure, cases, 2-5's	81
Do drums or iron bbls.	75

Linseed Oil.

Strictly pure, raw, bbls	gal 56
Do. boiled, in bbls	gal 58
Do. raw, cs, 2-5's	gal 61
Do. boiled, cs, 2-5's	gal 63

Castor Oil.

Baker's AA, cs, 2-5's	1.16
Pure, No. 2, cs, 2-5's	1.05
No. 1, cs, 2-5's	.70

Lard Oil.

Strictly pure, bbls., 75 cs	80
Sup. Win., str., bbls. 65 cs	70
No. 1, bbls. 55 cs	60

Neatsfoot Oil.

Cooper's bbls, 75 cs	80
Extra, bbls, 62½ cases	67½
No. 1, bbls, 57½ cases	62½

Lubricating Oils.

Star Cylinder Oil, bbls, 60 cs	.65
Columbia Cyl. Oil, bbls, 40 cs	.45
Gem Cyl. Oil, bbls, 80 cs	.90
Ruby Cyl. Oil, bbls, 50 cs	.60
Star Engine Oil, bbls, 60 cs	.55
Columbia Eng. Oil, bbls, 30 cs	.35
Paragon Eng. Oil, bbls, 45 cs	.55
Red Eng. Oil, bbls, 27 cs	.32
Star Mach. Oil, bbls, 30 cs	.35
Star Dynamo Oil, bbls, 50 cs	.55
Star Spindle Oil, bbls, 40 cs	.45
Star Sep'tor Oil, bbls, 50 cs	.55
Favorite Sep'tor Oil, bbls, 25 cs	.30

Miscellaneous Oils.

Union Salad Oil	.45	50
Globe Salad Oil	.45	50
Pure Sperm Oil	.75	80
No. 1 Polar	.50	55
China Nut oil, ord'ry	62½	
China Nut oil, No. 1	.80	

WHITE LEAD.

Pioneer, in kegs 7 7¾

DRY PAINTS.

Eng. Paris White, bbls.	1.35	1.60
Whiting, bbls	1.00	1.15
Kalsomine, bbls		1¼
Prince's Min'l B'wn, bbls		1.65
Yellow Ochre, bbls		1½
Eng. Ven. Red, bbls		1.50

Department 14

FARINACEOUS GOODS.

Flours.
GLOBE MILLS,
Cor. Chestnut and Montgomery

California Selected Wheat,

	Barrel
** "Banquet" (fancy patent)	$5.05
*** "Silver Star" (patent)	4.60
XXX	4.30
Mariposa	4.30

Blended Wheat,

*"A1" Family	5.15
"A1" Bakers'	5.05

Entire Eastern Wheat.

Globe, Bakers' .....

(⅛ bbls. 10 cents per bbl. higher.)

*"A1" must be retailed for not less than $1.40 per ¼ sack.
**"Banquet" must be retailed for not less than $1.35 per ¼ sack.
***"Silver Star" must be retailed for not less than $1.25 per sack.

FLOURS.

Allen's Boston Brown Bread Flour, 24 pkgs, per case		3.60
Allen's Flour, 10 10-lb bags, per bag		4.50
Cal. Family	$5.05	$5.10
Cal. Bakers', extra	4.80	4.90
Buckwheat, 10-lb sacks, per 100 lbs		$4.50
Self Rising Buckwheat, 10-lb sacks, per 100 lbs		6.00
Graham, 10-lb sacks, per 100 lbs		3 25
Rice, 10-lb sks, per 100 lbs		8.00
Rye, 10-lb sacks, per 100 lbs		3 75
Whole Wheat, 10-lb sacks, per 100 lbs		3 50

Meals.

Yellow Corn, 10-lb sacks, 100 lb.	$2.50
White Corn, 10-lb. sacks, 100 lb.	2.50
Ex. Cream Yellow, 10-lb. sacks, per 100 lbs.	3.75
Ex. Cream White, 10-lb sacks, per 100 lbs.	3.75
Oat Meal, 10-lb. sacks, pr 100 lbs	4.25
Steel-Cut Oat, 10-lb sacks, per 100 lbs	4.50

Pearled Cereals.

Pearl Barley	$6 00
Pearl Wheat, 150-lb bbls	4.40

Rice.

Choice Seed Japan	$0.03¾
Good Seed Japan	03¼
Fair Seed Japan	03
Fancy Head Rice	5 1-5 .06
Long Grain Rice	.04 .05
China No. 1	5 6
China No. 2	4 4½

COLUMN 18.

Rolled Cereals.

Rolled Oats, 7s and 10s, pr 100 lbs	4 50
Ex. Crm Rld Ots. 180-lb, bbl	$7.60
Ex Crm Rld Ots, 180-lb, 90-lb sks	7.00
Prld Rold Wheat, 150-lb, bbls.	4 40
Dr. Price's Food, per case 5-case lots, $3.85	4.00

Sago and Tapioca.

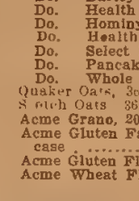
Sago, original sacks, lb	02½ .03
Sago, 48/1's, per doz	.70
Instantaneous Tapioca, 50/1's, per case	5.00
Instantaneous Tapioca, 36 to case	2.70
Tapioca, Flake	.03
Tapioca, repacked, per lb	.04⅜
One Minute Tapioca, 36 to cs	2.75
Arrowroot, Taylor's Bermuda, 12-lb box, 1, ½ and ¼ lb pkgs, per lb	82½

Miscellaneous.

Greats Oat, 10-lb sacks, 100 lbs.	$4.50
Greats Buckwheat, 10-lb sks, 100 lbs	10.00
Hominy, lgs, 10-lb sks, 100 lb.	3.75
Hominy, sml, 10-lb sks, 100 lbs	4.00
Split Peas (yel.) 25 and 50-lb boxes, 100 lbs	5.50
Split Peas (grn.) 25 and 50-lb boxes, 100 lbs	5.50
German Lentils, per lb	.05½
Cracked Wheat, per 100 lbs	3.75
Farena, per 100 lbs	4.00
Pearl Grits, per 100 lbs	4.25
Capitol Mills Pearled Hominy, bbls.	8.00
Capitol Mills Gran. Hominy, bbls.	8.50
Capitol Mills New Process B. W. Flour, bbl	9.00
Capitol Mills Steel Cut Oat Meal, bbl.	8.50

Breakfast Foods.

Capit'l Mills R'll'd Oats, 36/2's	3.60
Grape Nuts, 1 & 3 doz, pr doz	1.40
Breakfast Gem, case 3 doz	3.00
Wheatine, 36/2's, pr cs	3.75
Germea, 20 4-lb pkgs, pr cs	4.00
Germea, 24 2-lb pkgs, per case	3 10
H-O Buckwheat, 2 doz 3-lb pkgs, per case	3.75
H.-O. Pancake Flour, case	3.90
H.-O. Oats, 24/2's, per case	3.15
Cream of Wheat, 36/2's	5.25
Crespo, 36/2's	2.75
Malta Vita, 36, 2s, cs	4.50
Our Mothers' Mush, 36 to cs	3.35
Twin Brothers Mush, 36 to cs	3.00
Carnation Wheat Flakes, 24/5's	5.40
A B C Breakfast Wheat, 72/2's	5.00
A B C Breakfast Wheat, 36/2's	2.60
Granola, 24/1's	2.25
Flaked Rice, 24/1's	3.00
Ralston Breakfast Food, 36/2's	4.50
Do. Barley Food, 36/2's	4.25
Do. Health Oats, 36/2's	4.00
Do. Hominy Grits, 36/2's	4.00
Do. Health Crisp, 36-1's	3 60
Do. Select Bran, 24/3's	2.50
Do. Pancake Flour, 36/2's	3.75
Do. Whole Wht Flr, 4/4½'s	5.50
Quaker Oats, 36-2s	3.80
Scotch Oats 36 2s	3.65
Acme Grano, 20/4's, per case	3.75
Acme Gluten Farina, 24/1's, pr case	1.85
Acme Gluten Flour, 10-lb sks	.80
Acme Wheat Flakes, 36/2's	3.00



Dr. Price's Wheat Flake Celery Food.

Per case...$4.00

Pastes (Domestic).

Macaroni, Vermicelli, etc	
No. 1 Extra, per box	27
No. 1 Extra, 15 lbs	52
No. 1 Extra, 25 lbs	82
No. 1 Extra, 50 lbs	1.65
No. 1 Extra, 100 lbs	3.30
No. 1 Extra, ½ boxes	.15
Macaroni, Vermicelli & paghetti, No. 2	.20
Royal Macaroni, Verm'l & sp'ti, 24 1-lb pkgs., per case	1.70
Queen's Taste Mac., Verm & Sp. 12 3-lb cartons 1 case	2.15
It. Paste, assd, ab. 18 lbs e. lb.	.6½
Ro al It. Paste, 24 1 lb pkg e., pkg	.8½
Golden Gate Egg Noodles, 24 1-lb. pkgs in case, per cs.	1.90
Farina, 24 1-lb pkgs	1.50

Discount 2 per cent for cash only.

COLUMN 19.

COLUMN 20.

Department 15.

SPICES

PURE—Square Tins, Full Net Weight.

	⅛'s	¼'s	½'s	1's	2½ lbs.	5 lbs.	Blk
Allspice	$0 70	$0 95	$1 60	$ 2 80	$ 6 70	$12 75	21
Cinnamon	1 15	1 80	3 30	6 25	15 25	30 00	43
Cloves	90	1 35	2 40	4 35	10 60	20 55	31
Ginger	75	1 05	1 75	3 10	7 50	14 30	23
Mace	1 75	3 00	5 65	10 90	26 95	53 30	73
Mustard	70	95	1 60	2 80	6 70	12 75	21
Nutmeg	1 25	2 05	3 80	7 15	17 60	34 60	49
Pepper	80	1 10	1 90	3 40	8 25	15 85	25
Cayenne	80	1 15	2 00	3 55	8 65	16 65	26
W. Pepper	95	1 45	2 65	4 65	11 75	22 90	34
Sage	70	95	1 60	2 80	6 70	12 75	21
Thyme	70	1 00	1 65	2 95	7 10	13 50	22
Savory	70	1 00	1 65	2 95	7 10	13 50	22
Marjoram	75	1 10	1 85	3 30	7 85	15 10	24
Poultry Seasoning	....	1 50	.....	.....	.....	.....	..

SECOND GRADE—Round Tins, Short Weight.

	¼'s	½'s	1's	2½ lbs.	5 lbs.	Blk
Allspice	55	1 00	1 75	3 95	7 60	13
Cinnamon	65	1 20	2 10	4 90	9 50	16
Cloves	65	1 25	2 25	5 20	10 20	17
Ginger	55	1 00	1 75	3 95	7 60	13
Mace	1 20	2 30	4 40	10 50	21 00	34
Mustard	55	90	1 50	3 60	7 00	12
Nutmegs	85	1 70	3 10	7 40	14 60	24
Pepper	60	1 15	2 00	4 55	8 90	15
Cayenne	60	1 15	2 00	4 55	8 90	15
W. Pepper	75	1 45	2 65	6 15	12 05	20
Sage	55	1 00	1 75	3 95	7 60	13
Thyme	60	1 05	1 90	4 25	8 25	14
Savory	60	1 05	1 90	4 25	8 25	14
Marjoram	60	1 05	1 90	4 25	8 25	14

SCHILLING'S BEST SPICES.—Nature's Best.

Square tins. Never sold in bulk.
Small, medium, large sizes have sifting tops except Mustard.

	Small size per doz.	Medium size per doz.	Large size per doz.	Ex. Large size per doz.	Hotel size per tin.
Pepper	.75	1.20	2.20	3.75	.78
Mustard	.75	1.25	2.25	3.90	.81
Must. Comp.	.75	1.25	2.25	3.90	.81
Ginger	.75	1.25	2.25	3.90	.81
Allspice	.75	1.10	2.00	3.50	.73
Cinnamon	30	2.25	4.25	7.50	1.85
Cloves	.85	1.40	2.60	4.75	.87
Nutmegs	1.60	2.75	5.25	10.00	2.00
Mace	1.75	3.00	5.75	11.50	2.15
Cayenne	.90	1.50	2.75	5.00	.93
Wh. Pepper	.95	1.75	3.25	5.75	1.00
Sage	.75	1.25	2.25	3.90	.81
Thyme	.85	1.40	2.60	4.75	.87
Marjoram	.95	1.75	3.25	5.75	1.26
Savory	.85	1.40	2.60	4.75	.87
Cases contain	6 doz.	4 doz.	2 doz.	2 doz.	1 doz.
Gross weight	22 lbs.	23 lbs.	24 lbs.	40 lbs.	53 lbs.

MUSTARD.

Colman's, ¼'s, 12 lb to box, lb.	.52
Colman's, ½'s, 12 lb to box, lb.	.48
Colman's, 1's, 12 lb to box, lb.	.48
Colman's, 5's, per lb	.40

Mustard, Prepared.

Small bottles, 24 to cs, pr doz	.55
Small straights, fancy, 24 to case per doz	.95
Webb's Glass Top	1.35
Large Dusseldorfer, 24 to cs	1.60
In 3-gal kegs, per keg	1.15
In 5-gal kegs, per keg	1.70
Louit Freres, French, doz	2.25
Eddy's Salad Mustard— 6-oz., 24 to case	.92½
8-oz., 24 to case	1.35
12-oz., 24 to case	2.00
Hirshes Horseradish Mustard— 10-oz., 24 to case	1.25

Department 16

BAKING POWDER AND FLAVORING EXTRACTS.

ROYAL

	1 oz. lot	4 oz. lot	15 oz. lot
¼ lb cans	$ 1 25	$ 1 36	$ 1 34
6 oz cans	1 92	1 89	1 87
½ lb cans	2 57	2 52	2 50
12 oz cans	3 82	3 75	3 72
1 lb cans	4 95	4 85	4 80
2½ lb cans	11 05	11 40	11 28
3 lb cans	13 60	13 34	13 20
5 lb cans	22 35	21 90	21 68

An extra discount of 1 per cent if packed in barrels.

Schilling's Best Baking Powder.

Never sold in bulk.

10-lb. tins, per doz	$39.00
5-lb. tins, per doz	20.00
4-lb. tins, per doz	16.00
3-lb. tins, per doz	12.50
2½-lb. tins, per doz	10.50
16-oz. tins, per gross	$53.00
12-oz. tins, per gross	41.00
8-oz. tins, per gross	28.00
6-oz. tins, per gross	22.50
4-oz. tins, per gross	16.50

TROPHY

4 oz, per doz	$0.95
6 oz, "	1.35
8 oz, "	1.70
12 oz, "	2.35
1 lb., "	3.00
2½ lb., "	7.50
3 lb., "	9.00
6 lb., "	14.50

MISCELLANEOUS.

Home, 10 oz	$0.90
Home, 25 oz	2.00
Home, 50 oz	4.00
Home, 80 oz	6.00
K. C., 10 oz	.85
K. C., 16 oz	1.25
K. C., 25 oz	2.12½
K. C., 50 oz	4.00
K. C., 80 oz	6.50

Cream Tartar.

Standard, bulk, 30-lb box	27
Standard, 12 1-lb tins	.28
Pure, bulk, 30-lb box	.33
Pure, 5-lb tins, per lb	.33
Pure, ½-lb tins, per doz	5.00

SODA.

Churches, A. & H., or Dwight's Cow Brand, 60 lbs. to case.

1-lb	per lb. $0.05
½-lb	per lb. .05⅝

EXTRACTS FLAVORING.
GUITTARD'S "PURE"

per doz	2 oz	4 oz	6 oz	8 oz
Vanilla	$2 50	$4 75	$7 00	$9 00
Lemon	1 75	3 25	4 50	6 00

Net weight. Patent Sprinkler Tops

Schilling's Best Extracts.

Triple Strength, Pure and Uncolored Sprinkling Tops.
Net weight. Never sold in bulk.

	Lemon and Others.	Vanilla and Rose.
1 oz	1.30	1.80
2 oz	2.00	3.00
4 oz	3.75	5.75
6 oz	5.50	8.50
8 oz	7.25	11.00
16 oz	14.00	21.50
32 oz	27.00	42.00

Souder's Flavoring Extracts.
Price per gross.

	2 oz.	4 oz.	8 oz.
Reg. Lemon	9.00	18.00	54.00
Reg. Vanilla	14.40	28.80	72.00
XX Lemon	18.00	36.00	72.00
XX Vanilla	21.00	42.00	84.00
Asrtd Flavors	18.00	36.00	72.00
Rose Coloring	18.00	36.00	.....
Yellow Colrng	18.00	36.00	.....
Jamaica Gngr	18.00	.....	.....

Assorted flavors contain strawberry, pineapple, orange, almond, rose, etc.



"Venus" Extracts.

Lemon, 2 oz., per doz	.80
Vanilla, 2 oz., per doz	.80
Assorted Flavors, per doz	.80

COLUMN 21.

Department 17

CANDIES.

Lozenges.
(5-lb. boxes.)

XXX Peppermint, pails	13 14
Thin Peppermint	.16
T. T. Peppermint	18
Druggist Peppermint	25
Musk, fluted, pails	.20
Cinnamon, Lemon, Sassafras, Rose	.16
Midget Fruit	.20
Conversation and Hearts	.15
Lilliput Conv. Hearts	17
Midget Conv. Lozenges	18
Crown T. T. Lozenges, 24 5ct. pkgs	.80
Aurora Lozenges, 24 5ct. pkgs	.80
Cough Troches, 5 lb bxs	.25
Eagle Wafers, Peppermints, Wintergreen	.25

Mixed Candy.
(30-lb. pails.)

Plain Mixed	9½
Pacific Mixed	10
Royal Mixed	12½
Grocers' Mixed	10½
Yankee Mixed	13
American Mixed	13
Fancy A, Mixed	14½
Fancy C, Mixed	14
French S, Mixed	16
French No. 1, Mixed	18
French Extra Mixed	20
Lady, Mixed	15

Steam Panwork.

Anis Seed	22
Aromatic Cachous	18
Assorted Berries	16
Assorted Dragee	14
Assorted Imperials	16
Assorted Small Seeds	22
Birds' Eggs	16
Boston Baked Beans	17
Burnt Peanuts	18
Burnt Almonds	25
Caraway Seed, smooth	22
Caraway Seed, pearled	22
Celery Seed	22
Cinnamon Beans, large red	15
Cinnamon Beans, Imperials	16
Coriander Seed, pearled	22
Jelly Beans, pails	12½ 14
Jelly Birds' Eggs	16
Jelly Cranberries	16
Jelly Limes	16
Jelly Raspberries	16
Jordon Almonds, fine	45
Jordon Almonds, imitation	18
Licorice Beans	15
Red Hots	25
Ringed Marbles	16
Sugar Coated Licorice Tablets	20
Sugar Almonds	25
Sugar Plums	16

Stick Candy.
(30-lb. pails.)

Assortment: Peppermint, Lemon, Rose, Clove, Anis, Cinnamon, Sassafras, Vanilla, Pineapple, Wintergreen	9½
Hoarhound	9½
Hoarhound, wrapped	11
Peanut Sticks	13
Peanut Sticks, wrapped	13
Cocoanut Sticks	13
Cocoanut Sticks, wrapped	13

Taffies.

Peanut Taffy	15
Peanut Flake	15
Peanut Squares	14
Cocoanut Taffy	15
Cocoanut Squares	15
Chunks: Vanila, Rose, Chocolate, Lemon, Molasses	14
Broken Taffy of broken chunk	13

Drops and Lumps.
(30-lb. pails.)

Mixed Drops and Lumps	9½
Molasses Peppermint Lumps	11
Hoarhound Drops	11
Crystal Rocks	12½

Gum Goods.
(5-lb. boxes.)

A. B. Gum Drops, assorted	9
A. B. Gum Drops, Licorice	9
A. B. Gum Drops, Crystallized	11
A. B. Bonbons, plain, in bbls.	7
A. B. Bonbons, fancy, in bbls.	7½
A. B. Bonbons, fancy, crystallized, 5-lb. boxes	14
A. B. Fruits	18
Royal Gum Drops	16
Genuine Gum Drops, hard	25
Jelly Squares, assorted	14
Bijou Sticks	18
Spiced Jelly Drops	20
New Turkish Figs	16
Fig Paste, plain	17
Fig Paste, tricolor	18

Cream Goods.
(5-lb. boxes.)

Fondans Creams	14
Hand Dipped	19
Hand Dipped, with nuts on	21
Fruit and nut Ices	18
Cream Peppermint	20
Crushed Fruit Bonbons	30

Chocolates.
(5-lb. boxes.)

Chocolate, plain	14
Chocolate, Hand Made	20
Chocolate Dipped Bonbons	20
Chocolate Dipped Bonbons, with nuts	22
Chocolate, Climax, 30-lb pails	16
Chocolate Chips	28
Chocolate Nonpareil Drops	20
Chocolate Wafers	22
Chocolate Cream Tablets, 30 in box	1 10

COLUMN 22.

Marshmallows, Nougats, Etc.

Occidental Marshmallows, 5-lb tins	.28
Occidental Marshmallows, 3-lb tins	.30
Dipping Marshmallows, 5-lb. boxes	.25
Angel Food, 5-lb. boxes	.20
French Nouget, 30 5c slices in box	1.00
Walnut, Apricot, Spanish Nouget, 5-lb boxes, per lb.	.25

Sundries.

Opera Caramels	19
Rock Candy, white & red	15
Rock Candy, brown	16
Licorice Drops	.20
Licorice Sticks, 16 to lb	.28
Locorice Tablets, 5 lb bxs	.25
Licorice Tablets, 24 5c bxs	.80
Licorice Penny Sticks, 100 in box	.65
Buttercups, 5-lb tins	.2

CHEWING GUM.

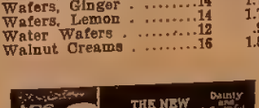
	Single	Box
Yankee Spruce, 20 pcs		.55
Sen Sen, 20 pcs		.55
Red Rooster, 20 pcs		.55
Sweet Heart, 20 pcs		.55
Newton's Pepsin, 20 pcs		.55
Bloodberry, 20 pcs		.60
Pepsin Sticks, 20pcs		.60
Sweet Wheat, per box		.50
Tulu Sugar Plum, box		.55

CRACKERS.



MADE BY THE
MUTUAL BISCUIT CO.

	lb.	¼ box
Almond Drops	15	
Animals	12½	$1.20
Arrowroot	14	1.50
Assorted	12	1.15
Assorted, extra	14	1.30
Assorted, fancy	20	1.75
Assorted Wafers	16	1.90
Assorted Jumbles	14	1.25
Boston	9	.60
Butters, Mutual	10	.70
Butter Scotch	14	1.50
Butter, Star	9	.60
California Lunch	9	.90
Champion	9	.65
Chips, Mutual	14	1.10
Chocolate Biscuits	16	1.80
Chocolate Fingers	15	1.50
Chocolate Wafers	18	2.15
Cocoanut Bonbon	14	1.25
Cocoanut Finger	15	1.50
Cocoanut Marshmallows	15	1.50
Cocoanut Taffy	15	1.80
Cocoanut Wafer	16	1.50
Coffee	12	1 25
Coffe Iced	15	1 35
Cornhill	10	1.10
Cracker Meal	9	1.10
Currant Cakes	1	1.10
Egg Jumble	14	1.25
Fruit Biscuits	14	2.40
Ginger Cakes	1	1.40
Ginger, Nut	1	1.40
Ginger Wafers	14	1.75
Graham	10	1.20
Graham Gem	9	.75
Graham Unsweetened	9	
Honey Fingers	14	1.25
Honey Pumbles	12	1.00
Honey Drops, spiced	15	1.60
Honeysuckle	16	
Jelly Fingers	16	1.50
Jenny Lind	12	1.10
Lady Fingers	15	1.30
Lady Fingers Iced	16	1.40
La Grande	11	1.10
Lemon Biscuit	14	1.25
Lemon Brittles	14	1.35
Lemon Snap	12	1.20
Lemon Wafers	14	1.75
Macaroon Almond	40	
Mutual Flakes	14	.90
Mutual Tea	15	1.60
Nic Nac, No. 1	10	1.10
Nic Nac	12½	1.25
Oysters	8	.70
Peoples Mixed	12½	1.25
Pilot Bread	4	.55
Pilot Bread Extra	5	.65
Pilot Saloon	7	.80
Ping Pong	16	1.50
Raisin Cake	12	1.10
Saloon Pilot	7	.80
Saloon Soda	7	
Salted Wafers	14	.90
Soda Extra	7	
Soda	6½	
Star Butters	9	.60
Vanilla Bars	14	1.40
Vanilla Biscuits	14	1.25
Vanilla Snaps	12	1.20
Vanilla Wafers	14	1.75
Wafers, Chocolate	18	2.15
Wafers, Ginger	14	1.75
Wafers, Lemon	14	1.75
Water Wafers	12	.90
Walnut Creams	16	1.50



COLUMN 23.
Department 18.

FANCY GROCERIES.

Snider's Baked Beans.

No. 1, 90c doz.; 4 doz in case	
No. 2, $1.40 doz.; 3 doz. in case	
No. 3, $1.85 doz.; 2 doz. in case	

Bouillion Capsules.

Anker's, 10 capsules in box, per doz boxes	2.75

Capers.

Capotes, 1 dz in cs	1.20	1.80
Nonpareil, small		2.00
Do med.		2.25
Do large		5.00
"White Label," 6-oz, doz		2.25
"White Label," 10-oz. doz		3.15

TOMATO KETCHUP.



Catsups

Snider's

Qts., per doz.	$3 75
Pts, "	2 40
½-pints, per doz.	1 40



CAMPBELL'S

(½ Pts. Condiments)

2 dozen to case

Tobasco Ketchup dozen	$1 15
Tomato Ketchup, dozen	$1 15
Salad Dressing, dozen	1 15
Chili Sauce, dozen	$1 15
Assorted cases, dozen	$1 15

Miscellaneous.

Our Mother's Ctsp ½-pt, doz	1 40
Our Mother's Ctsp, pts, doz	2 30
Blue Label, 25 ½ pts to cs	3 10
Blue Label, 25 pts to cs	5 00
Blue Label, 12 qts to cs	4 00
Mother's Own, pts	1.50
½ pts	.90
London's Rockaway, Pts., doz.	2.25
Salter's "Purity," doz	.90
H. B. Catsup, pts.	2.15
" " ½-pts.	1.25

Chocolate and Cocoa

CHOCOLATES.
Baker's.

German Sweet, 6-lb boxes, ⅛s and ¼s	2
Eagle, 12/1s	28
Premium, 12/1s	28
Vanilla, 12/1s	41
Powdered, ⅛s, ½s, 1s, 12/lb. boxes	26

Subject to quantity discount.

Huyler's.

Vanilla, 12-lb. boxes	36
Premium, 12-lb. boxes	33

Lowney's.

Cream Cakes, per box	80
Ice Cream Drops, per doz	75

Ghirardelli's.
In paper

Eagle, 24 1-lb	21
Eagle, 12 1-lb	21½
Eagle, 12 ½-lb	22½
Eagle, 12 ¼-lb	24
Crescent, 6 5 to lb	17
Crescent, 12 5 to lb	16½
Cal, Sweet, 6 6 to lb	21½
Cal. Sweet, 12 6 to lb	21
Monarch, 12 1&½-lb	26
Monarch, 12 1-lb	25
Monarch, 12 ½-lb	27
Star, 24 1-lb	19
Star, 12 1-lb	19½

Ground.
In tins

Ghirardelli's, 12 1-lb tins	26½
Ghirardelli's 24 1-lb tins	26
Ghirardelli's 60 3-lb tins	24
Venard's, 24 1-lb tins	21
Venard's, 60 3-lb tins	20
Miner's, 12 1-lb tins	22½
Miner's, 24 1-lb tins	22
Miner's, 20 3-lb tins	22

5 per cent off on 120-lb. lots

COCOAS.

Baker's Bkfst, 6/1's&½'s	36
Van Houten's, ¼'s and ½'s	85
Van Houten's, 1's	80
Royal Dutch, 12/¼'s	80
Royal Dutch, 12/½'s	75
Royal Dutch, 12/1's	70
Epp's, 14/½'s	40
Fry's, 12/½'s	39
Webb's, 6/½'s	23
Lowney's, 6/½'s	37
Ghirardelli's Bkfst, 6/½'s	38
Ghirardelli's Bkfst, 12/½'s	37½
Ghirardelli's Impri, 6&12/½'s	56
Miner's Bkfst, 6/½'s	37
Miner's Bkfst, 6/1-5's	38
Menier's, 1 ½s	47

COLUMN 24.
Condensed Milk

BORDEN'S CONDENSED MILK CO.



Gail Borden Eagle Brand	6.80
In 5-case lots	6.65
Pony	2.25
Challenge	4.70
Floral	4.65
Dime	3.75
Rose	4.40

With 10 cases Rose Cream 1 case free.

(Each of above Brands 4 doz. in case)

Borden's Malted Milk, Trial Size, per doz. .90



Borden's Pioneer Brand Evaporated Cream

Large Cans, 4 doz. in cs.	4.00
Peerless	4.70
Yacht	3.25

Family Size, 4 doz. in case. Quarts, 2 doz. in cs

ALL ABOVE BRANDS GUARANTEED

CARNATION CREAM



20 oz. cans 4 doz	
Per case	4 00
5 cases	3 95
25 cases	3 90
50 cases	3 85



LILY

(large tin)

1 cs.	$3 90
10 cs	3 85

Helvetia Milk Condens'g Co.



Originators Evaporated Cream
Highland Evaporated Cream 4 doz in box $4 10
Baby Pet, 6 doz 3 00
Pet, reg., 4 doz., per case 3 35



Jersey Evaporated Cream

213-215 Market St.

Tel. Rush 855

Cases	
1 to 5	$4.70
5 to 10	3.65
10 to25	3.60

Miscellaneous.

St. Charles, 4 doz., in case	$4 60
St. Charles, 5-case lots	4 50
Horlick's Malted Milk, doz	4 50

Cereal Coffee.

Fig Prune, per doz	$2 25
Postum, 24/½'s, per doz	1 35
Postum, 12/1's, per doz	2 25
Postum, 36/1's, per doz	2 25
Grains, 12, 2s	2.75

Chutney.

Chutney, asst, qts	$6 25
Chutney, asst, pts	3 75
Chutney, Major Grey, qts	6 50
Chutney, Major Grey, pts	4 25
Ban-ki-pore, pts	3 00

Cranberry Sauce. doz.

Anderson's 2s, 2 doz box	2 00
Tea Garden, 2s, gls, 12 box	4.00
Tea Garden, 1s, gls, 24 box	2.25
Cape Cod, 2 lb. gls, 12 box	3.50
Cape Cod, 1 lb. gls, 24 box	2 00
Home Made, 1s, 2 doz box	2.15
do 2s, glass, 1 doz box	4.00

EQUAL TO THE BEST



BETTER THAN THE REST

ALPINE

EVAPORATED CREAM

	Per case
1 to 5 cases, 4 doz. to case	$3.60
5 to 10 " " " "	3.55
10 to 25 " " " "	3.50

Gallons

1 to 5 cases, 6 to cs	3.35
5 to 10 " " "	3.30
10 to 25 " " "	3.25

Midgets, 8 doz. to case

1 to 5 cases, $3.50 | 5 to 10 cases, $3.65
10 to 25 cases, $3 80

ALPINE MILK

(Sweetened)

4 Dozen to case, 16 oz. $4.00

ALPINE EVAPORATED CREAM CO.

Factory
HOLLISTER, CAL.

Office and Salesroom
123 California Street
San Francisco, Cal.

Phone: Green 96.

Cottolene.

2's, 4's or 10's, per cs. of 60 lbs	7 00
5-case lots	6.90
10-case lots	6.85
25-case lots	6.75

With 2½ cases, ½ case free.
" 5 " 1 " "
" 10 " 2 " "
Price $7.50, $7.40, $7.35.

Curry Powder.

Cross & Blackwells, 2 oz.	1.35
do 4 oz	2.35
Do 8-oz	3.65
Do 16-oz	6 20
East India, Bombay, 16 oz	5.00
East India, Bombay, 8 oz	3.25

Extract of Beef.

Liebig's (Genuine)	2 oz.	4 oz.	8 oz.	16 oz.
doz.	4 55	8.50	15.90	29.75

"Rex" Solid.

2-oz., doz	$3.96
4-oz., doz	7.20
8-oz., doz	$13.37
16-oz., doz	24 75

Marshall's

2 oz., per doz	$2 40

Gelatine.

Knox's, per doz	1 20
Knox's, per gross	14 00
Cox's, per gross	12 00
Keck's, per doz	1.10

Ginger (Preserved).

½ doz jars in cs. per cs.	2.25

Lemon Sugar.

Gilt Edge, 24/½s, per doz	1.37½
Gilt Edge, 24/1s, per doz	1.85

Lime Juice.

Tahita, 24/8-oz, per doz	$1.25
Tahita, short measure, 16-oz	1.50
Tahita, full measure, 16-oz	1.75
Tahita, full measure, 32-oz	3.50
Tahita, bulk, gal	1.00

Mushrooms.

	doz.
Le Court, 100 to cs	$2.50
La Forrest, 100 to cs,	2 75
Hotel, 100 to cs	2.00
Fancy Stuffed, pts	4.00

COLUMN 26.

OLIVES.

OLIVES IN BULK.

	25 cal.	10 gal.	5 gal.	3 gal.
Ex. No 1 Qu'n.	1.10	11.00	6.00	3.75
Lge No 1 "	1.00	10.00	5.00	3.25
No 1 Qu'n	.95	9.25	4.75	2.90
No 1 "	.85	8.75	4.50	2.85
Manzanilla	.70	7.25	3.75	2.40

Extra charge for kegs & barrels.



Olives

SEVILLE PACKING CO.

White Label Queen Olives—

28-oz., per doz.	$5.50
18-oz., "	3.75
6-oz., "	1 25

Pim-Olas

18 oz 2 doz, per cs, per doz	$6 10
10 " " " "	3 55

Baby Pim-Olas

8-oz, 2 doz. in case, per doz.	$2.50
6-oz, 2 doz. in case, per doz	1.50

Olive Oil

NICOISE

	Case
½ pints, 4 doz	$9 00
Pints, 2 doz	8 55
Quarts, 1 doz	7 85
½-gal.	9 00



CRYSTAL BRAND OLIVE OIL.
Pure California Products.

7-oz.
Per doz....$2.40
3 doz..... 6.75

14-oz.
Per doz.... 4.50

Quarts.
Per doz.... 7.25

Put up by
G. O. Ryden.

MISCELLANEOUS

Golden Gate, in gal tins, per gal	1 8
" ½ " "	1 85
" ¼ " "	1 90
Palo Grove, pure Cal., qts., dz	7 75
Cooper's qts., ⅌ doz.	10.00
Cooper's pts, ⅌ cs of 2 doz.	10.00
Antonini, J.P.S., qts, ⅌cs..	7.40
Do 1½-gal. tins, ⅌ tin..	2.90
Duret, qts, pts, ⅌ doz cs.	6.00 7.00
Lucca, Crosse & Blackwell's qts.	7.50
Lucca, Crosse & Blackwell's pts, 2 doz.	8.25
Lucca, Crosse & Blackwell's ½ pts, 3 doz.	7.25

Salad Oil.

Durant Oil

Quarts, 1 doz to case, per cs-e	$1.90
Pints, 2 " " "	1.95
½-Pts., 3 " " "	2.00

Puritan Salad Oil

½ gals 1 doz to case, per case	2.20
½ Dabec & Fils, 1 dz qts, per case	1 50
Imitation Lucca, qts	1.90

"Primrose" Salad Oil.

Quarts, 1 doz at 50 gal, gal,	$ .40
½ gal tins 10 to case, gal.	.70
1 gal tins 1 to case, gal..	.45
½ gal tins, 20 to cs, gal.	.75
Quart bottles, 12 to cs, doz	1 85
Pint bottles, 24 to cs, doz	.85
½ pint bottles, 48 to cs, doz	.65

Paprika.

Gordon Packing Co.

1-16 lb ...doz	½ lb. ... doz 6 00
¼ " doz	1 lb ... doz
¼ lb ....doz	Bulk, lb.....

Peanut Butter

Hepworth, 2 doz to cs, per dz..2.40

Peels.

Citron, 25-lb box	.[illegible]
Citron, 10-lb box	14½
Lemon, 25-lb box	.11¾
Lemon, 10-lb box	12¾
Orange, 25-lb box	.12¾
Orange 10 lb box	12¾

COLUMN 27.

PICKLES.

Gordon Packing Co.

California—Mixed or Plain.

No. 1, bbls, per gal	$0.24 to $0.27
No. 1, ½ bbls, per gal	.26 to .29
No. 1, 10-gal keg, p kg	2.25 to 2.45
No. 1, 5-gal keg, p keg	1.15 to 1 25
No. 1, 3-gal keg, p keg	.80 to .85
No. 2, bbls, per gal	.22
No. 2, ½ bbls, per gal	.24
No. 2, 10-gal keg, per keg	2 10
No. 2, 5-gal keg, per keg	1 05
No. 2, 3-gal keg, per keg	.80
No. 3, bbls, per gal	.14
No. 3, 10-gal keg, per keg	1 15
No. 3, 5-gal keg, per keg	.60
No. 3, 3-gal keg, per keg	.55

SWEET—"PACIFIC."

Bbls, ⅌ gal	51
½ bbls, ⅌ gal.	53
10-gal keg, per keg	5.00
5-gal. keg, ⅌ keg	2.75
3-gal. keg, ⅌ keg	1.75
Square, 1doz ½-gal. ⅌ doz..	2 25
Square, 2 doz ¼-gal, ⅌ doz..	1.60
Square, 4 doz ⅛-gal., ⅌ doz	1.25
Round, qts, ⅌ doz	3.75
Round, pts, ⅌ doz	2.50
Round, ½ pts, ⅌ doz	1.75

Crosse & Blackwell's.

	Doz.
Mxd Pkls, pat tops, pts	4.15
Mxd Pkles, Pat tops, ½ pt	2.50
Mxd Pkls, corks, pts	3.95
Chow Chow, pat tops, pts	4.15
Chow Chow, pat top, ½ pt	2.50
Chow Chow, corks, pts	3.95
Onions, pat tops, pts	4.15
Onions, pat tops, ½ pts	2.50

PRETZELS.



Hoefin Pretzel & Baking Co.,
431 Sixth St.

Hand-made Pretzels a Specialty.

Size 1, 8s, per lb	12c
Size 2, 8s, per lb	12c
Size 3, 8s, per lb	12c
Fingers, 10s, per lb	12c
Hazlenut, 10s, per lb	12c

Also furnished in cases, 20 to 30 lbs., at 11c per lb., and barrels at 10½c lb.

Root Beer



Less 5 per cent. on gross lots

Hires', case of 1 gr	20 00
6 doz. lots	10 00
3 "	5 00
1 "	1 75

Hires' Carbonated Root Beer cs of 2-dz pt bottles, patent tops, per cs $2.00 in 5 case lots 1 95

Hires' Carbonated Gingar Ale Per case 2 00
5-case lots, $1.95.



Hires' Rootbeer Carbonated and Ginger Ale empty bottles, if returned to Joohn-Patrick Company, will be received by them at 25c. per case of 2 doz. bottles (with case) Delivered at San Francisco.

COLUMN 28.

Saratoga Chips.
(Less 5 per cent)

Boxes, 15 and 30-lb, per lb	$0.20
Cartons, 6-oz. 2 doz in cs, doz	1.30



SNIDER'S SALAD DRESSING

Pints, 1 doz. in case, doz.	$2.75
Hlf-Pts, 2 doz. in case, doz.	1.75



Snider's Oyster Cocktail S'ce pints, 2 doz to c'se, doz	.2 40
Same gallon jugs, 6 to case, per gal	1 80
Snider's Chili Sauce, pints, 1 doz. to c'se doz	2 40
Same, half pts 2 doz. to c'se doz	1 45

Bayle's Tabasco Pepper Sauce, in cases, 6, ½-doz. boxes, per doz.	$3 00
boxes of 12 bottles, per doz	3.50
Holbrook's W'cestershire, ½'s	2.40
Do pts.	4.00
Do qts.	
*Lea & Perrin's Worcestershire, sm'll	2.75
*Lea & Perrin's Worcestershire, medium	5.00
*Lea & Perrin's Worcestershire, large	8.25
*5 cases 5c ⅌ doz less.	
Ban-ki-por, ½ pts, 2 doz case, per doz	2.40
Ban-ki-por, pts, 1 doz case	3.80
Tobasco, McIlheny	4.10
Tobasco, New Iberia	3.50
Braunhardt's:	
Tropical, ½-pts, 2 doz. per case	4.50
" pints, 2 doz. " "	8.10
Bengal Worcester, ½ pt	.55
Bengal Worcester, pt	1.05
Pepper, sprinkle top, ½ pt	2.00
Superior Pepper, small	.75
Superior Pepper, large	1.50

Pure Food Pk'g Co.

Worcester Sauce, London Club, ½ pts, do	.75

Salad Dressing.

Durkee, small, 2 doz, ⅌ doz	2.50
Do large, 1 doz, ⅌ doz	4.80
Do picnic size, 4 dz, ⅌ dz	1.00
My Wife's, 1 dz. 16-oz, case	2.75
My Wife's, 2 doz, ½ pt, cs	3.40

Alpha Salad Cream.

Jumbo, 1 doz. to case, per case	4.25
Do large, 2 doz. " "	4.70
Do picnic, 2 " " "	2.50

El Paso Manfg. Co.
1653 Mission St.

Manufacturers

Flavoring Extracts
Fruit Juices
Syrup
Salad Dressing
Bluing
Ammonia

—

Meat and Salad Dressing, doz. 90



COLUMN 29.

SOUPS.



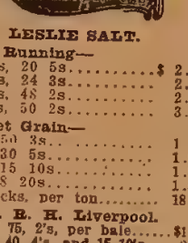
CAMPBELL'S (1-lb. Condensed). Packed 48 1-lb. cans to case. Straight cases of any variety, or following assortment:

8 Tomato, 6 Vegetable, 4 Ox Tail, 3 Mock Turtle, 3 Chicken Gumbo, 2 Tomato Okra, 1 Julienne, 2 Beef, 2 Consomme, 2 Pea, 2 Celery, 2 Vermicelli-Tomato, 2 Clam Chowder, 2 Mutton Broth, 2 Bouillon, 3 Chicken, 2 Mulligatany.
Price, per doz, any variety .$0 90

Miscellaneous.

Anderson's Asstd, per doz	.90
Anderson's straight, per doz	.90
Snider's Tomato—3 lb tins 2 doz. in case, per d	$2.40
Same—2 lb tins 2 doz. in case, per doz.	1.35
Van Camp's asstd, per doz	.90
Van Camp's straight, per doz	.90

SALT.



LESLIE SALT.

Free Running—

Cartons, 20 5s	$ 2.50
Cartons, 24 3s	2.00
Cartons, 48 2s	2.75
Caddies, 50 2s	3.25

Velvet Grain—

Bales, 50 3s	1 50
Bales, 30 5s	1.50
Bales, 15 10s	1.50
Bales, 8 20s	1.50
50-lb sacks, per ton	18.00

N. B. H. Liverpool.

Bales of 75, 2's, per bale	$1.25
Bales of 40, 4's, and 15 10's	2.0
Bags, 200s (50s $5), per ton	7.50

Rock Salt.

Half-Ground, 100-lb sacks, per ton	$ 3.50
Stock, 100-lb sacks, per ton	3.00
Liverpool Lump, per ton	13.50
Cal, Table and Dairy, pr bale	1.0
Cal. Table and Dairy, 50's, per ton	6.25

Package Salt.

Shaker Salt, per doz	$0.90
R. S. V. P., 3's, 24 to cs, p. cs.	2.25
R. S. V. P., 5's, 20 to cs, p. cs.	2.75

Celery Salt.

Mertens, 1 doz in box	1.05

Sauerkraut.

Barrels, per lb	.02¾
½ bbls	.03
¼ bbls	.03¼
3-gal kegs, per keg	.90
5-gal kegs, per keg	1.15
10-gal kegs, per keg	2.25
2-lb tins, 2 doz in cs, doz	1.35
2½-lb tins, 2 doz in cs, doz	1.60

COLUMN 30.

SPANISH DELICACIES.

Specialties of the **Spanish-American Food Co.**
149-155 Fremont St.
Medal Goods. Paris Exposition.
IXL BRAND.



	Doz.
Beef Tamales in key op. cans	.95
No. 1 Boneless Chicken Tamales in key-op. cans	1.30
No. 2 Not Boneless Chicken Tamales in key op. cans	1.00
Extra Special Boneless Tamales in key op. cans	1.60
Chili Con Carne, 1 lb	1.20
Enchiladas, in key-opener cans	1.20
FRIJOLES, 1 lb	.90
Tripe, Spanish style, 1 lb	1.25
Concentrated Soup, pts., 20 varieties	.90
Concentrated Soup, qts., 20 varieties	1.85
Minced Deep Sea Clams, 1 pt.	1.00
Minced Deep Sea Clams, 2 pt	1.65
Clam Juice, 1 pt	.95
Clam Juice, 2 pt	1.50
Cal. Baked Beans, tomato sauce, 1 lb., 4 doz in case	.85
Cal. Baked Beans, tomato sauce, 2 lbs., 2 doz to case	1.35
Cal. Baked Beans, tomato sauce, 3 lbs, 2 doz to case	1.75

Chili Beans (Famale Sauce)

1 lb, 4 dz to case	.85
2 lb, 2 " "	1.35
2 lb, 2 " "	1.75

Deviled Oysters, for Sandwiches 4 doz to case	1.40
Pate Chicken Liver for sandws. 4 doz. to case	1.40
Macaroni and Cheese, with Tomato sauce, 1 lb, 4 dz. ca	.90

Truffles.

Rilhac, 100/¼'s, per doz	12.00
Rilhac, 100/ 1-16's, per doz	3.00
La Forrest, 100/¼'s, per doz	17.00

Vinegar.

	½ Bbl.	10 bbl.	5 gal.	3 gal.
30 grain	08	10	1 15	65 50
40 grain	10	12	1 35	75 60
50 grain	12	14	1 70	90 80
60 grain	14	16	2 00	1 10 95
80 grain	16	18	2 65	1 50 1 25
90 grain	18	20	3 50	1 85 1 65
100 grain	20	22	3 85	2 00 1 85

Hammond's Vinegar.

Salad, qts, per doz	1.25

Yeast Cakes.

Great Western	1.00
Gillett's Magic	1.20
Yeast Foam	1.20

COLUMN 31.

Department 19.

GROCERY SUNDRIES.

Axle Grease.

H. & L., per case.....$1.50
C. & S., 2-doz case, per case... 3.00
" 5 cs lots..... 1.95
" 10 cs lots..... 1.85
Frazer's, 2 doz tins, per case..2.25
Frazer's, 4 doz wd, per case... 3.60
Frazer's, 15-lb palls..... .85
Mica, 3 doz tins, per case..... 2.25

Paper Bags.

Automatic, Self-opening, 500 in pkg. List.

¼-lb . .....$1.00 8-lb 4.80
½-lb . . .. 1.20 10-lb 5.20
1-lb . ..... 1.60 12-lb 6.30
1½-lb . . .. 1.70 14-lb 8.30
2-lb . ..... 2.00 16-lb 9.00
3-lb . .. . 2.50 20-lb 10.00
4-lb . ..... 2.90 25-lb 11.00
5-lb . . .. 3.40 30-lb 12.00
6-lb . ..... 4.00 35-lb 15.00
7-lb . ..... 4.40 .....

Discounts from above List:
...(Cheapest).....50 pct and 5, 10's
Eagle or Equal....50 pct and 2, 10's
White Fibre, or any white bag, ...50 pct and 1, 10's
Mikado (striped) .....40 pct
Sugar Bags, broad bottom, lb....06
Lion, 40 per cent and 1....1.10

Bluestone.

Barrels, per lb (5 bbls 5½c) .$0.05¾

Bathbrick.

Bristol, 2 doz, per case (25 case lots 67½c) $0.70
Powdered, 20 1's, per case 1.15
Powdered, 40 ½'s, per case 1.25

CANDLES.

Adamantine.

Schneider's 10 oz. 20's.....$0.07
Schneider's 12 oz. 20's..... .08½
Schneider's 14 oz. 20's..... .09½
Parafine, 20 1 lb. cakes...1.90
do, 5 bx. lots.....1.80
do 40 1 lb cakes.....3.80
do 5 bx lots.....3.65
do 100 1 lb cakes.....9.50
do 5 bx lots.....8.50
P. & G. Adamantine, 10 oz. 8¼
do 12 oz. 9¼
do 14 oz. 10½
Yacht Club Quartz Candles
20 sets 14 oz..... .10
40 sets 14 oz. ..... .09¾

Stearic.

Schneider's 14 oz 20's or 40' .12
Schneider's 16 oz 20's or 40's. .13½

Paraffine, Etc. Per lb.

4s, 6s, in cartons of 36-lb bxs..10¼
12s, in cartons of 36-lb bxs.....10¼
½-lb, in cartons of 25-lb bxs...10¼
1-lb, in cartons of 25-lb bxs....10¼
Colored 1c higher.
Beeswax, pure for churches.. 40
Do No 2..... 30
Do No. 3..... 25
Christmas, all sizes..... 8 8½
Do holders, ⅜ gross..... 85
Wax Tapers, ⅜ doz pkgs (⅜ gross 3.00).....65 75
Night Lights, German, on pap & wd, (doz 40)..... 65
Do French, on tin, doz.. .....50, .75, 1.10

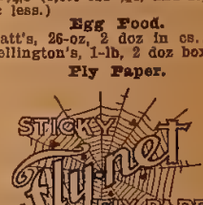
Cordage.

Basis price: Manila 14½c. Sisal 9¾c (5,000 lbs ¼c, and 10,000 lbs ½c less.)

Egg Food.

Pratt's, 26-oz, 2 doz in cs....$2.25
Wellington's, 1-lb, 2 doz box.. 2.00

Fly Paper.



Fly-Net, Per case $2.60
Magnet, per case.....$2.50
Tanglefoot, per case..... 2.90
Tanglefoot Holders, per case of 50 75

Fruit Jars.

Mason's, pts, per gr..... 7.10
Mason's qts, per gr..... 7.80
Mason's, ½ gals 11.15

Fruit Jar Caps.

Porcelain, 6 doz to box, per bx 2.40

Fruit Jar Rubbers.

No. 1 white, per lb..... 50-60c
"Gold Seal," cartons, per gr.. .75
"Badgers," cartons, per gr.... .60

Mops.

No. 1, ¼ lb, 30-lb. box, lb..... .28
No. 1, ½ lb, 30-lb box, lb..... .28
No. 1, 1 lb, 30-lb box, lb..... .28
Less than 30-lb boxes..... .29

Horseradish.

½-pts, 2 doz in box, doz..... 1.10
Pts, 1 doz in box, per doz.... 1.50
Qts, 1 doz in box, per doz..... 2.75
Bulk, per gal ..... .75

Glue.

Le Page's, 1 oz, per doz..... .75
Le Page's, 2 oz, per doz..... 1.15
Le Page's ½-gill tins, per doz. 1.20
Le Page's, 1-gill tin, per doz.. 1.60
Standard, small, per doz..... .50

COLUMN 32.

EUREKA INSECT EXTERMINATOR.



Manufactured by
Jos. Pusch, 525 Front Street, San Francisco.

10c size, doz ..... .75
25c size, doz 1.75
60c size, doz 4.50
1.00 size, doz 8.00

Harmless to persons or animals; does not irritate the skin or injure the eyes.

MATCHES.

Metropltan, full count, per tin.$1.15
Universal, shrt count, pr tin .85-.90
Boys' block pap pkg, per doz .10
Swedish Safety, per gross..... .80
Swedish wind, 1 gross..... 85
Vulcan Parafine, 65s, ⅜ gross (50 gross 50c) .....50 .55
Japanese Safety, per gross..... .50
Squirrel Matches, 55s, per gross .43
Ship Safety Matches, la ge, gross .75
" " small, " .65

Diamond Match Co.'s.

Anchor, 200 . ..... 1.70
..Do 500s..... ..... 4.00
G. G., 60s..... 2.75
Red Top Safety 3.25
S. & C., Eastern Parlor, 80s.... 4.25
Press, 100s, 5-gross cs..... 4.75
Little Star, per cs..... 2.25
Search Light, 500s, large 1 gr.. 4.75
(Discount of 25c per case on 5 cs lots)

Paper, Wrapping.

Butter, White, ⅜ ream..... 20
Do Waxed ⅜ ream..... 25
Manilla, No. 2, roll, any sz, lb....8½
Manilla, No. 1, rolls or reams, ⅜ lb..... 5
Straw, ⅜ ream..... 70
Do rolls any size, ⅜ lb.... 3½
Drab, ⅜ ream..... 60
Do rolls any size, ⅜ lb.... 2⅜
Metropolitan White Fibre Rolls, per pound . 4

Paper, Toilet.

Columbia, in rolls, 7 oz, per cs of 100 .....2.75
Royal, 100 rolls of 500 shts.....4.00
Pilot, 100 tablets of 500 shts..3.75
Golden Eagle, 100 tablets of 1,000 sheets 8.00

Polishes, Shoe.

Mason's.

Mason's Colt-Coron-Ide Per gross $4.70; per doz. 40c
Mason's Paste Stove Po ish Per gross $4.70. ¼-gross $1 20
Mason's Challenge, per doz ... .40
Mason's Challenge, per gross... 4.70
Challenge Shoe Dressing, small per doz $ 75
large " " 1 50
Russett Comb'n. shoe Dressing small, per doz . 75
large, " .. 1 50
Black Comb'n Shoe Dressing small per doz 85
Patent Leather Polish, per doz 50
Mason's, No. 4 .. 45
" " per gross 5 20
" No. 3 per doz 85
" " per gross. 8 40
" No 2 per doz 30
" per gross..... 3 00
" No. 1 per doz . 25
" " per gross . 2 80

Scott & Gilbert Co.

Manufacturers.
214-216 Mission St., San Francisco



In 3 dozen cases per
Alaska Seal Oil.... 20 00
Top Notch 15 0
Russian 12 00
Boss..... 9 00

Bixby's.



Jet Oil..... per doz. 85
Jet Oil, 3 doz. in box, with Marvel Brush Free 2 55

COLUMN 33.

BIXBY'S—Continued

Royal Polish ..... per doz. 85
Royal Polish, 3 doz. in box, with 3 pkgs. 5c Carpet Tacks free.2 55
Shoe Satin, Small Comb, per doz. 80
Shoe Satin, Large Comb per doz 1 25
No. 5, Shoe Satin Paste, per doz. 40
No. 10, Shoe Satin Paste, p doz 85
Satinola, small comb 80
Satinola, large Comb 1 25
No. 5, Satinola Paste, ... 40
No. 10, Satinola Paste 85
"BBB" Blacking Size M 3 dz in box ..... } 1 25
½doz. paste free .}
"BBB" Blacking, Size B, 3 doz. in box .... } 2 50
1 doz paste FREE .}

Polish, Stove.

Rising Sun, large pkg, ⅜ gross.6.25
Do 5-gross lots, ⅜ gross..6.00
Do Small pkg, ⅜ gross....4 25
Sun Paste, large, ¼ gross, per gross 8.00
Sun Paste, small, ¼ gross, per gross 5.00
Enameline, No. 4 tins, ⅜ gross.5.00
Do No. 6 tins, ⅜ gross....3.25
Do Liquid, pt-tins, bx 3 doz.2.25



Small, 3 doz. to cs., per cs..$1.50
Large, 3 doz. to cs., per cs. 2.50
(½ doz. free with each case)

Polish, Metal.

Electro Silicon, 1 gr in case, per doz ..... .80
Brilliantshine, ½ pts, per doz.. .90
Brilliantshine, pts, per doz.... 1.70
Brilliantshine, qts, per doz.... 3.10

U. S. Metal Polish.



POLISH

	Doz
Qts...	$3 00
Pts...	1 70
½ Pts.	90

PASTE

lb...	$3 00
½ lb...	1 75
3 oz...	50

Barkeepers Friend powder gr..$18.00

U. S. METALLIC POLISH PASTE is put up by a Practical Chemist; also in Liquid Form. Free from Acid or Grit. 20 years in the Markets of the World. **J. T. WILSON,** Pacific Coast Agt., 1770 15th St., S. F. For sale by all dealers. Also the Barkeepers' Friend Cleaning Powder.

Rope.

Manila, 1¼-in. cordage ..... .15
Sisal, 1¼-in. cordage ..... .10¾

Seeds.

Anis 14½
Canary 6¼
Caraway 10
Celery 15
Coriander 15
Cumin 13
Flax, ground 4
Flax, whole 3¾
Hemp, sacks 4½
Millet 6½
Mustard 5½
Poppy (Or. sks 9¼)..... 10¾
Rape, Cal..... 4½
Bird gravel, 40 2s..... 2 00
Bird Seed Mixed 48—1-lb. pkg
Original sacks ½c less.

Sheep Dip.

Little's, 10½-gal tins, per gal$1.05
Little's, 5-gal drums, per gal.. 1.05
Smith's, 10½-gal tins, per gal. .95
Smith's, 5-gal drums, per gal .95

Twine.

Cotton, 4 ply, 100-lb bls, per lb 19
Do 3 ply, 100-lb bls, per lb.... 19
Do 2-lb cones, per cone..... 44
Hemp, 8-oz balls, per 3-lb pkg.. 70
Do, 4-oz. balls, per 3-lb pkg. 75
Do 2-oz balls, ⅜ 3-lb pkg ..
Sack, 4 ply, 12-lb pkgs, per lb. 33

Wax.

Fruit 25 1-lb pkgs. ... 90
Japan, per lb..... 20
Beeswax 35

Wax Strings.

12 in. 10 pkg. 100 stgs each . . 1 50
14 in. 10 pkg 100 stgs each 1 60

COLUMN 34.

COLUMN 35.

Department 20.

WOOD AND WILLOW WARE

AXE HANDLES.

Ex. 36-in., doz.....$2.25
No. 1, 36-in., doz..... 1.75
No. 2, 36-in., doz..... 1.25
No. 3, 36-in., doz..... 1.05
Ex. 38-in., doz..... 4.00
Ex. 40-in., doz..... 4.25

BASKETS.

	Per Doz.
Cal., Open, Spruce, No. 3..	.60
Cal., Open, Spruce, No. 4..	.60
Cal., Open, Spruce, No. 5..	.84
Cal., Satchel, Spruce, nest, 0-5	1.10
Cal., Satchel, Spruce, nest, 1-5	1.00
Cal., Satchel, Spruce, nest, 1-41	.71
German market, nest of 4	1.25
Clothes, Oval, Wil., No. 0.	5.50
Clothes, Oval, Wil., No. 1.	6.00
Clothes, Oval, Wil., No. 2.	7.50
Clothes, Oval, Wil., No. 3.	9.00
Clothes, Oval, Wil., nest 4...	3.17
Japanese Telescope, nest of 5, size 18x12x7.....	1.00
Same, size 20x13½x7.....	1.25
Same, size 24x15x10.....	1 75

BOWLS, WOODEN.

	Per Doz.
Maple, No. 1, 11-inch.....	.75
Do No. 2, 13-inch.....	1.50
Do No. 3, 15-inch.....	2.75
Do No. 4, 17-inch.....	4.25
Do No. 5, 19-inch.....	5.75
Do No. 6, 21-inch.....	7.50
	Per nest.
Maple Nests, 3, 13, 15, 17-inch	.71
Same, 4, 13, 15, 17, 19-inch	1.20
Same, 5, 13 to 21-inch...	1.81

BROOMS.

	Per Doz.
Patent Cap, No. 1.....	3.80
Patent Cap, No. 2.....	3.60
Patent Cap, No. 3.....	3.35
Extra Patent, No. 1.....	3.85
Extra Patent, No. 2.....	2.60
Extra Patent, No. 3.....	2.40
Ladies' Pride, No. 1.....	2.85
Ladies' Pride, No. 2.....	2.60
Ladies' Pride, No. 3.....	2.40
Little Beauties	3.00
Ladies' Delight	2.80
Toy, 2 strings.....	.90 1.35
Wisp 2 strings	.90 1.25

BRUSHES.

	Per Doz.
Dust	2.00 12.00
Scrubbing	.55 3.00
Dandy	1 50 6 75

Shoe Brushes.

No. 1, black tampico 1.10
No. 2, bristles 1.65
No. 3, white bristles 1.75
No. 4, bristles 2.00
No. 5, white bristles 2.25
No. 6, horse hair 2.70
No. 7, bristles 3.90

Stove Brushes.

	Per Doz.
No. 1, tampico, handles...90c-$1.10	
No. 2, bristles, handles.....	1.35
No 3, tampico, handles	1 85
No 4, bristles, handles .. .	3 25

Ox Fibre Brushes.

	Per Doz.
Scrub, T. & B., 9x2½ in face	.80
Do Hub, 10x2¾ in face.	2.00
Do Magic, 7½x2 in face	1.10
Do Owl, 6½x1½ in face	.85
Do Cat, 10½x2½ in face	1.50
Do Rat, 8½x2½ in face	1.25
Do Mouse, 6¼x2½ in fa	1.00
Do Alligator, 10½x2¾ in face	2.25
Do Goose, 8¾x2¾ in fce	2.00
Do Duck, 6½x2¾ in fce	1.50
Stove, Hustler, 8½x2½ in face	2.25
Sink, Bell, 3½x2½ in face	1.40
Sink, Gong, 4¾x3¾ in face	2.25
Horse, Pointer, 10x3¼ in face	3.00
Creamery, Jersey, 9x5 in face	3.25
Creamery, Holstein, 9½x5½ in face	3.50
Dust, Peacock, 10½x4 in face	2.25
Hand, Windsor, 4¼x1¼ in face, per gross.....	6.00
Whitewash, Snowstorm, 9-in., per doz.....	2.00
Same, 8-in., per doz.....	1.75
Same, 7-in., per doz.....	1.50

CAN OPENERS.

Diamond per doz $0.75
Crown per doz 1 25
Scissors, per doz 2 25

CARPET SWEEPERS.

Bissells, per doz 25.00 to 27.00
King, per doz..... 24.00

CHEESE SAFES.

Round No 1 10-in $2.20
Round, No 2 22-in.. ..... 2 25
Round No 3, 24-in 3 50
Square, each 4.00

Clothes Line.

Hemp 40-foot per doz $0 80
Hemp, 60-foot per doz 1.25
Cotton 40-foot per doz .... .80
Cotton, 60-foot, per doz... 1 20
Cotton 75-foot, per doz 1.75
Manila, 40 foot per doz . . 1 25
Manila, 60-foot per doz ... 2 50
Sash Cord, 50-foot, per doz ... 1.75
Sash Cord, 80-foot, per doz... 3 00
Wire Cord, 50-foot per doz . 1 05
Wire Cord, 75-foot, per doz.. 1.60
Wire Cord, 100-foot, per doz.. 2.75

COLUMN 36.

Clothes Line Pulleys.

Galv Iron per doz $0 50

CLOTHESPINS.

Common per pr or 5 gross .65
U. S. Patent Spring per gr .60

COFFEE MILLS.

Enterprise Family No 1. doz $2.50
Enterprise, Family, No. 2 doz 3 50
Enterprise, counter, ea.. 5.50-35.00

CORKS.

Wine, pt size, per M $4.75
Wine, qt size, per M..... 5.25

Demijohns.

Discount 30 per cent

½-gal.. doz. $3.25 2-gal.. doz..$10.50
1-gal.. doz... 4.50 3-gal.. doz.. 13.50
1-gal.. doz... 6.50 5-gal.. doz 19.00

Dust Pans.

No. 1 Japan, doz..... .63
Covered, doz 1.05
Janitor, doz 2.25

Dusters.

China fancy colored, doz.. .75
Standard Turkey, No. 10, doz.. 1.60
Standard Turkey, No. 12, doz.. 2.10
Standard Turkey, No. 14 doz.. 2 75
Standard Turkey, No. 16 doz.. 3.25
Standard Turkey, No. 18, doz.. 3 75

DOOR MATS, COCOA.

Per Doz.

Light, No. 1, 14x24..... 4.00
Do No. 2, 16x27..... 5.50
Do No. 3, 18x30..... 7.25
Do No. 4, 20x33..... 9.00
Medium No. 1, 14x25 ..... 5 25
Medium, No. 2, 16x27..... 6 75
Medium, No. 3, 18x30..... 8 50
Medium, No. 4, 20x33..... 10 25
Extra, No. 2, 16x27..... 9.50
Extra, No. 3, 18x30..... 12 50
Extra, No 4, 20x33 ..... 15 00
Extra, No. 5, 22x36 ..... 18 00
Keystone Steel Mats.....

Faucets.

Cork lined, No. 1, doz $0.60
Cork lined, No. 2, doz..... .75
Cork lined, No. 3, doz..... .90
Cork lined, No. 4, doz .. 1.25
Cork lined, No. 5, doz... 1 50
Molasses Gates $0.25
Self-Measuring Faucets, each 3 00
Syrup Pumps (Ent'rprise), ea 5.75
Syrup Pumps with auger ea . 6 00

Ironing Boards.

4-ft. per doz 4 20
4½-ft. per doz 4 75
5-ft. per doz 5 25
5½-ft per doz 5 75

LAMP CHIMNEYS.

XX Eureka Grade.

Eureka Crimp Top in Cartons.

Per Doz.

No. O or E, 6 doz. in case .75
No 1 or A 6 doz. in case .75
No 2 or B. 6 doz in case. .95

Eureka Electric.

In Cartons.

No 2, 6 doz in case, per doz. 1.00

Lantern Globes. per doz

Packed 5 doz in case..... .70

Eureka Rochester.

Per Doz.

No 1, 6 doz in case..... .85
No 2, 6 doz in case..... 1.05
No 3, 6 doz. in case..... 2.10

Macbeath Pearl Top.

No 1 or A 6 doz. in case. .85
No. 2 or B. 6 doz. in case. 1.05

La Bastie.

Heaviest and best in market.

Per Doz.

No A plain bulk, 6 doz. in case 1.20
No B plain bulk, 6 doz in case 1.50
No A crimp bulk, 6 doz. in case 1.30
No. B, crimp bulk, 6 doz. in case 1.60

Common Chimney.

Per Doz.

No 0 or E, 6 doz. in case. .40
No 1 or A, 6 doz. in case . .45
No 2 or B, 6 doz. in case. .65

Common Rochester.

No. 1, 6 doz in case..... .80
No 2, 6 doz. in case..... .90
No. 3, 2 doz. in case..... 2.00

Lamp Burners.

0 or E, per doz.....$0.50
1 or A per doz 60
2 or B, per doz..4..... 75
(Plaze fits 13 collar, takes E wick)
Solar Burners, doz 1 50

LEMON SQUEEZERS.

Ball per doz $0.50
Glass, No. 1, per doz..... 50
Glass No. 2 (for oranges) doz 85

MOPS AND HANDLES.

Per Doz.

¾-lb. Mops .....1.20 and 1 50
12 lb Mops ..... 1 60 and 2 00
Patent Mop Handles 1.00
Plain Mop Handles ..... .90

PAILS.

Per Doz.

Wood, painted, 3 hoops... 2.25
Wood, varnished, 3 hoops 2.25
White Cedar, 2 galv hoops 2.75
Flver 3.50
Galvanized 10 quarts 1.75
Galvanized, 12 quarts 2.05
Galvanized 14 quarts 2.35

SHELF PAPER.

Per gross.

Narrow, assorted colors. .12
Wide, assorted colors.... .35

COLUMN 37.

TUBS.

White Cedar—No. 0, 13.00; No. 1, 10.50; No. 2, 9.00, No. 3, 8.00.

Painted or varnished—No. 0, 11.40; No. 1, 9.60; No. 2, 8.40; No. 3, 7.20.

Fiber—No. 0, 18.00; No. 1, 14.50; No. 2, 12.50; No. 3, 11.00.

Galvanized—No. 1, 5.50; No. 2, 6.20 No 3 7.20

WASHBOARDS.

Per Doz.

California, regular size..... 2 10
California, small . ..... .90
Stag 2.75
Bronze 3.50
Good Enough 2.35
Anchor, single 1.90
Nameless 2.25
Peerless, double 3.50
North Star 3.50
North Star, protector.... 4.00
Crystal Glass 4.00
Misses 1.50
Toy ..... .90

WICKING.

Grs.

Lamp, 0 or E, ⅝-in.....$0.30
Lamp, 1 or A, ⅞-in..... .40
Lamp, 2 or B, 1-in..... .60
Lamp, 3 or D, 1¼-in..... .90
No. 1 Rochester 2.00
No. 2 Rochester 2.75
No. 3, Mammoth 9.25
Junior Rochester 1.50
Stoves, 3-in 1.80
Stoves, 3½-in. 2.25
Stoves, 4-in 2.50
Stoves, 4½-in 2.90
Stoves, 5-in 3.50

WRINGERS.

Wood Frame Novelty.

Two top screws; iron tub clamps.

Per Doz.

No. 350, 10x1¾ in 30.00
No. 351, 11x1¾ in 36.00
No. 352, 12x1¾ in 42.00

One top screw; wooden top clamps.

No. 360, 10x1¾ in.....31.00
No. 361, 11x1¾ in.....36.00
No. 362, 12x1¾ in.....42.00

Rail Bearing.

No. 380, 10x1¾ in.....40.00

MISCELLANEOUS.

Barrels, paper, 100-lbs, ea. .80
Barrels, pa., 50 lbs ea..... .65
Barrel Covers, 17-in. (flour barrel size), per doz..... 1.80
Barrel Covers, 21-in (sugar barrel size), per doz. 2.70
Basins, fiber, 12-in., pr dz. 2.25
Basins, fiber, 1½-in., per doz. 2.50
Brownies, per doz....85, 1.15 1.35
Butter Ladles, plain, doz.... 45
Butter Ladles, clays, doz 85
Butter Spades, doz 40
Dishes, oval 1, 2 and 3-lb, per 1,000.....2.20, 2.30, 2.90
Dishes, wire end.....
.....1.35, 1.80, 2.35, 2.85, 3.25
Egg Beaters, Dover..... 1.00
Lemon Squeezers, fiber, dz 1.25
Measures, fiber, 4 pcs..... 1.25
(Set pt., qt., ½ gal and funnel)
Lanterns, O Tubular, doz. 5.25
Lanterns, candle, frame, only doz. 1.00
Lantern Candle, with chimney, doz. 1.75
Lantern globes, in bbls. 70@95
Mouse Traps, 1 to 6 holes, doz., 6 holes..... .60
Traps, mouse, "Does-it-easy," doz. 25
Traps, rat, "Blizzard," doz.... 1.25
Nest Eggs, per doz 20
Oil Cans, 1 gal., cush., per doz 1.50 4.70
Oil Cans, 1 gal., galvanized Iron 2.00
Oil Cans, 5 gal., galvanized iron 6.00
Potato Mashers, per doz. 45@75
Rolling Pins, per doz 1.20 and 1.45
Spoons, wooden...30c, 37c .65
Step Ladders, each per ft ..... .40
Tacks, steel, asstd, 2-oz, doz... 25
Tacks, Common, 2 oz., doz.. 8½
Tapers, gas, 30/1?-in, stgs. doz 65
Tobacco Cutters, standard, ea 80
Toothpicks, per case, 110 box 2.25
Twine Holders, hanging, doz. 2 00
Twine Holders, counter, doz.. 3.10
Spittoons, fiber, 13-inch.. 6.00
Spittoons, fiber, 12-inch.. 4.75
Spittoons, fiber, 9-inch... 4.00
Whips 90
Window Screens, 12-in., doz.. 1 60
Window Screens, 18-in., doz.. 2.20
Window Screens, 24-in., doz.. 2 64

STATIONERY.

Blank Books.

Counter, 48-leaf .. ....$ 50
Counter, 92-leaf , ... 75
Cap, Day & Ledger, per 100 pp ..... 10@ 40
Full bound .. .. 50@ 75

Writing Paper.

Ream

Commercial Note, 5lb . . 45@ 75
Commercial Note, 8lb .. 50@ 90
Letter 10 lb, ex . ... .. 90@1 50
Cap, 12 lb, ex..... 1.08@1.80

COLUMN 38.

Envelopes.

Per M

XX. 5-in. ..... 1.00@1.50
XX. 6-in. ..... 1.10@1.60
XXX, 10-in. 2.80
XX, 4-in., Baronial, cream or white ..... 1.40@1.80
XX. 5-in., Baronial cream or white..... 1.60@2.00

Inks.

Scott & Gilbert Co.,
Manufacturers,
214-216 Mission Street, San Francisco

SUNSET BLUE BLACK



gross

Cones, 3 dozen case .$4.50
2 oz. round studs 3 dz.. 4 50

doz.

4 oz. round studs, 3 dz. 75
½ pints, 2 doz case.. 1 25
Pints, 2 doz. in case .2 00
Quarts, 1 doz. in case 3 50

gal.

5 gallon kegs 70
10 gallon kegs . 60
Barrels .. 50

Assorted colors, doz
1 oz. stands, any color 50
2 oz stands, any color 75

BLACKSTONE MFG. CO.
1960 Howard St., S. F., Cal.



Gross

Cones, 3 doz to cs.....$3.75
2-oz., Rnd Cylndr, 3 doz to cs.. 3.90
3-oz., Rnd Cylndr, 3 doz to cs.. 5.75
4-oz., Rnd Cylndr, 3 doz to cs.. 6.50

Doz.

8-oz., Rnd Cylndr, 2 doz to cs.. 1.15
16-oz., Rnd Cylndr, 1 doz to cs. 2.00
Full qts., Rnd Cylndr, 1 doz to cs 3.75

Above prices are for Jet Black, Blue Black, Green, Blue, Violet and Carmine Inks.
(Copying Inks 10 per cent additional.)

Miscellaneous.

Carter's or Sanford blk cylinder, gross , ... 4.50
Sanford's, 4 oz., black cylinders, doz. 60
Sanford's ½ pt, doz..... 1.75@2.00
Sanford's pts, doz . ..... 3.00@4.50
Sanford's qts., doz. ..... 5.00@7.50

Lead Pencils.

Gross.

Plain cedar 60
Black polished 1.10
Cedar, rubber tip 1.00
Red polished, metal rubber tip . ..... 1.50@3.50
Carpenters' . .....1.75@2.25
Eagle Automatic, doz.. 85@2.00
doz. ..... 40@1.80



Mucilage

Scott & Gilbert Company
Mafvs., 214-216 Mission St
San Francisco, Cal.

SUNSET EXTRA HEAVY

doz.

2 oz. cones, 3 doz. cs. 37½
3 oz. cones, 3 doz. cs. 75
½ pints, 1 doz. case 2 00
Pints, 1 doz. in case 3 50
Quarts, 1 doz. in case 7 00
Gallons ½ doz. ca e 20 00

Blackstone Mfg. Co.
1960 Howard St. S. F., Cal.

Gross.

2-oz. Cones, 3 doz. to cs.....$4.00
3-oz. cylndrs, 3 doz to cs..... 5.75

Doz.

8-oz. round, 2 doz to cs..... 1.75
16-oz. round, 1 doz. to cs.... 3.00
Full qts., 1 doz. to cs..... 5.00

Bulk quotations (5, 10 and 30-gal.) on application.

Steel Pens.

per gr.

Gross.

Railroad, 1 gross in box.....$0.40
Stub No. 413 40
Falcon 40
Bank 40
Easy Writer 50
Extra Fine 45
Elastic 45
Railroad Stub 40
Ladies' Falcon 40
School 40
Spencerian No. 1 85
Gillotts No. 404 50
Gillotts No. 303 . ..... 1.00

COLUMN 39.

Department 22.

TOBACCO, CIGARS, SMOKERS' SUPPLIES, ETC.

AMERICAN TOBACCO CO.

Plug Tobacco.

Battle Ax, 16 oz, 3x12, 6 cuts, 12, 24 lb 39
Big Gun, 16 lb butts, 16 oz., 3x12, 6 cuts 44
Brandywine 4 to lb., 2¼x9, 3 cuts, 4 and 8 lb 46
Bullion, 16 oz 3x12, 12 lb.... 47
" 6 to lb., 1x6, 20 lb .. 50
Burr Oak, 16 oz., 3 x 12 emb., 6 and 12 lb. 48
Climax, 16 oz, 2x12, 6 cuts, 6, 12 and 30 lb 45
Climax, 7 oz, 2x12, R & R 6 cuts, 7, 10½ and 21 lb 48
Climax, 7 oz, 3x12, thin, 7 and 14 lb 48
Climax, 6 to lb, 2x3, Twin 4s 4 lb boxes 50
Climax, 14 to lb, 1x3, Figs 4 lb boxes 54
Cross Bow, 14 oz, 3x12, 4 cuts 14 lb 38
Drummond Nat., 5½ oz 3x12, 8 cuts, 5, 8, and 12 lb 63
Five Brothers, 4 oz, 3x6, 2 cuts, 4 and 8 lb 65
Gold Rope 7 to lb. 3, 6, 12 lb. .. 56
Gold Rope 14 to lb. 4, 8 lb 58
Good Luck, 3x6, 10 lb. 45
Granger Twist, 12 and 15 lb pails 45
Horse Shoe, 16 oz, 3x12, 6 cuts, 8, 12 and 24 lb 41
J T., 7 oz, R & R, 2x6, 2 cuts, 10½ and 21 lb 39
J T, 7 oz. Smo. 2x6, 2 cuts, 10½ and 21 lb. 39
J. T., 14 oz, Smo. 3x12, 4 cuts, 10½ and 21 lb. ..... R & R... 39
Newsboy, 5 to lb, 2¼x4½, 10, 15 and 25 lb. 40
Nobby Spun Roll, 7 to lb, 1¼x3½ 3, 6 and 12 lb..... 57
Old Honesty, 15 oz, 3x12, 6 cuts, 7½, 15 and 30 lb 44
Old Kentucky, 6 to lb, R. & R., 8, 16½ and 25 lb... 48
Old Peach and Honey, 6 to lb 8 lb butts 48
Out of Sight, 12 butts, 12 oz., 3x12, 8 cuts..... 35
Piper Heidsieck, 5½ oz, 2⅝x8, 3 cuts, 4, 7, 14 lb 69
Red Cross, 16 oz, 3x12, 4 cuts 12 and 24 butts ....
Red Ribbon Twist, 10 to lb, 6 inch, 8 lb pecks, 16 lb ½ bus 40
Saw Log, 16 oz. 2x12, 6 cuts 24 lb..... 46
Saw Log, 32 oz, 3x12, 12 cuts, 32 and 48 lb 46
Something Good, 5½ to lb, 2x4 9, 18 lb..... 45
Spear Head 16 oz, 2x12, 6 cuts, 6, 18 and 30 lb. 45
Spear Head, 7 oz 2x12, 6 cuts, 7, 10½ and 21 lb 48
Standard Navy, 14 oz, 3x12, 4 cuts, 14 and 28 lb. 38
Star, 16 oz, 3x12, 6 cuts, 12 24 and 52 lb 45
Weissinger's Special, 5 1-3 oz., 3 x 12 emb, 2, 6, 12 lb. 48
W. N. T. Nat. Leaf, 6 and 12 lbs., bxs., 5½ ozs., 3x12.... 57

Smoking Tobacco.

(5-lb Cartons, 25 and 30-lb cases.)

Seal of N. C., 1⅝ oz, foil.....$0.68
Seal of N. C., 3½ oz, foil..... .62
Seal of N. C., 8 oz, foil..... .59
Seal of N. C., 16 oz, foil..... .59
Old Gold, 1⅝ oz, foil or pouch ..... .70
Old English curve cut, 1⅝ oz .74
Old English curve cut, 3½ oz .74
(In curved tins.)
Pedro, 2½ oz, foil..... .49
Pedro, 2½ oz, pouch..... .51
Pedro, 2½ oz, assorted..... .50
Pedro, 16 oz, tin canisters.... 52
Dixie Queen, 1⅝ oz, foil..... .40
Dixie Queen, 16 oz, tin canisters, 6-lb cartons, 24-lb cas .43
Duke's Mixture, 1⅝-oz sack.. .39
Arlington, 1⅝ oz, foil..... .65
Cross Cut, 1⅝ oz, foil..... .60
Duke's Cameo, 1⅝ oz..... .42
Duke's Cameo, 2½ oz, foil.... .45
Melrose, 1⅝ oz, foil..... .65
Fragrant Vanity Fair, 1⅝ oz, foil ..... .95
Red Indian Plug Cut, 1⅝ oz and 3½ oz, foil..... .42
Red Indian Plug Cut, 16-oz pails ..... .44
Fashion, 1⅝ oz ..... .42
Fashion, 16-oz pails..... .44
Bull Durham, 1 oz..... .66
Bull Durham, 1⅝ oz..... .66
Bull Durham, 3½ oz..... .60
Bull Durham, 8 oz..... .58
Bull Durham, 16 oz..... .58
Pick Leaf, gran, 1 oz, 25-lb cs .60
Corn Cake, gran, 1-lb bags, 25-lb cases, per lb..... .23
Echo Plug Cut, 1⅝ oz..... .48
Red Bell, 1⅝ oz..... .42

COLUMN 40.

Red Bell, 16-oz pails..... .43
Oriental Mixture, 3½-oz tin.. 1.00
Imperial Mixture, 2½-oz tin. 1.30
Plum, 1¾ oz, foil..... .62
Three Kings Mixture, 3½-oz tins 1.35
Monte Cristo Mixture, 3½-oz tins 1.50
Yale Mixture, 1-oz tin..... 1 35
Yale Mixture, 1⅝-oz tin..... 1 60
Yale Mixture, 3½-oz tin..... 1.85
Honey Dip Twist, 10 to lb.... .45
Master Workman, 10-oz plug, smoking ..... .47
Old Virginia Plug, smoking, 5 oz. 10½ lb., 6x5..... .42

Fine Cut Chewing.

Hiawatha, 1 oz..... .58
Hiawatha, 10-lb bulk, bright or dark ..... .56
Hiawatha, b'ght or d'k, 1-lb tins, 5-lb. pails ..... .58
Sweet Cuba, b'ght or d'k, 1-lb tins, 5-lb. pails ..... .44

Cigarettes.

Fragrant Vanity Fair $4.08
Duke's Cameo 4.08
Sweet Caporal 4.08
Virginia Brights 4.08
Old Dominion 3.98
Pets (foil packages)..... 6.62
Richmond Straight Cuts..... 6.62
Turkish Trophies 7.75
Egyptian Deities, No. 1, 10s..21.50
Egyptian Deities, No. 2, 10s $15.50. 19.25
Mogul 11.22

Cheroots, Etc.

Old Virginia Cheroots, 3's....12.50
Old Virginia Cheroots, 5's.... 14.00
Between the Acts Little Cigars, 10's, tin and paper.. 8 50
Bengal Little Cigars, 10's.... 7.50
Royal Bengal, 10 in pkg..... 12.00
Van Bibber Little Cigars.... 17.50
Sub Rosa Cigarros, 10s, per 1,000 ..... 4.10
Florodora 12.50

Cigarette Papers.

Vanity Fair, 50 pkgs in box.. 1 05
Wheat Straw, 50 pkgs in box. 1.25
Wheat Straw, 100 pkgs in box 2.50
Wild Oats, 40 pkgs in box.... .90
Red Seal, 50 pkgs in box..... 25
Corn Husk, 50 pkgs in box... 1.15
Corn Husk, 100 pkgs in box.. 2.30
Interlock, 50 ..... 1 15
" 100..... 2.25

THE HILSON CO.

Hoffmann House Little Cigars, 10 in package, 250 in carton $7.50
Hoffmann House Magnums, 10 package, 100 in carton..... 12.00
Hoffmann House Petit Duc, 10 in package, 100 in cart'n. 15.00
Hoffmann House Cavaliers, 10 in package, 100 in cart'n. 18.50

J. B. PACE TOBACCO CO.

Scroll Tag, twist, 6 to lb.... .66
Scroll Tag, 10 oz..... .66
Mastiff Plug Cut, 1⅝ oz..... .67½
Mastiff Plug Cut, 3½ oz..... .65½
Mastiff Plug Cut, 10 oz..... .52

AMERICAN SNUFF CO.

French Rappee, 1⅝ oz, pr dz. .96
French Rappee, 3½ oz, pr dz. 1.80
French Rappee, 16-oz jars, per lb ..... .85
Maccaboy, 1⅝ oz, per doz.... .96
Maccaboy, 3½ oz, per doz.... 1.80
Maccaboy, 16-oz jars, per lb. .80
Irish High Toast, 16-oz. jars, per lb ..... .57
Scotch Lillenthal's, in bladders ..... .80

CIGARS.

Porto Rico Cigar Co.

El Primero, Forziano Porto Rico 30.00
El Manifesto, Invincible Roosevelt Porto Rico 87.50

PIPES.

Per Doz.

Cobs, Hot Shot, 3 doz.....$0.25
Cobs, Gem, 3 doz..... .25
Cobs, No. 3, 3 doz..... .50
Brier, W. P. & Co., Assorted, 3 doz 2.00
Brier, Display Stands, 1 doz... 2.00
Brier, Showcase Assortment, 3 doz 6.00
Pipe Mounts, 1 doz..... .75
Cherry Stems, 2½x6 in..... 2.00
Cherry Stems, 2d 2½x6 in.... .85
Clay Pipes, T. D., 1½ gross per box 1.25

Per Box.

Clay Pipes, Woodstock, 1½ gr., per box 1.25
Uncle Sam Cob Pipe, 3 doz box 1.00
Eclipse Patent Cob Pipe, 3 doz. box 2.25
Climax Cob Pipe, 3 doz. box... 2.25
Jewel Cob Pipe, 3 doz. box.... .90
Dewey Cob Pipe, 3 doz. box.. 2.50
No. 19 Cob Pipes, 1 doz box.... 2.00

LASH'S
KIDNEY & LIVER
BITTERS
CURES DYSPEPSIA.

HAVE YOU NOTICED
all these Signs around Town?



It shows that most of the Grocers keep what people ask for—WUNDER BEER
If YOU don't, wake up phone to our bottling works and they will send their man to see you.
Phone South 1098

Ahrens, Pein & Bullwinkel
WHOLESALE
Liquor Merchants
620 Post St., bet. Taylor & Jones
Sole Proprietors



Royal Stag Bourbon and Rye.
Old Pal Kentucky Bourbon.
Celebrated Chief Tonic.
Hiawatha Bitters.
Chief Bitters.
Diamond Star Rye and Bourbon.
Tiliawood Bourbon.
Importers
Slater V. O. Scotch Whiskey, Scotland.
Thrope & Co.
Mermaid Old Tom Gin, London.
P. Van der Kamp
Fine Old Wood Cock Gin, Holland.
Maurailla Freres Cognac, France.

MONEY-WEIGHT SCALES
Pay for themselves in
Less than a Year.
Sold on Easy Monthly Payments
PIERCE & CO.
Flood Bldg. (8th Floor) Market & Powell



J. F. Cutter Whiskey
IS THE BEST SELLER FOR THE RETAILER ON THE MARKET
E. Martin & Co.
Sole Agents
54 FIRST STREET
San Francisco

MARKING BUTTER.

Requirements of the Law Passed at the Last Legislative Session.

The law passed by the last legislature requiring the marking of packages of butter containing less than 6 pounds and more than one-half pound was signed by Governor Pardee on March 24th. Since the bill was to go into effect 60 days after its passage it becomes effective May 19.

Section 1 of the bill states that no person shall sell by themselves, or their employees any butter in packages containing less than 6 pounds or more than one-half pound, unless the exact weight of butter contained in the package shall be printed or marked upon the wrapper or other container of the butter in letters or figures not less than one-fourth inch high.

Any one violating this law is liable to a fine of not less than $20 or more than $100 or imprisonment in the county jail of from 10 to 50 days, or by both fine and imprisonment.

The law does not require that a package containing one-half pound be marked. If it contains one ounce more than one-half pound the package must be marked, no matter whether it is put up by a commission house or by the retail grocer.

The wholesale butter dealers of San Francisco to the number of 30, met on March 31st to discuss the law. They all expressed pleasure at its having been passed. They felt that one result of the law would be to secure a uniformity in weight of retail packages of butter.

A resolution was therefore passed that the firms represented should encourage the general use as the standard size packages, of squares containing either one or two pounds weight of butter. The one-pound square of butter will be 1½x3 inches and the length sufficient to contain one pound. The standard two-pound square will be 3x3 inches and of length sufficient to contain two pounds.

The wholesale butter dealers agreed that they would immediately notify the authorities of any discrepancy in the butter packages coming within the law. They further agreed that upon receipt of packages in which the law had been violated, they would immediately notify the shippers to rectify the error in future.

Copies of this resolution were forwarded to the Humboldt County Creamery Exchange, the Creamery Operators' Exchange and to the Creamery men and dairy men throughout the Coast who market their butter in San Francisco.

The retail grocers of San Francisco should do all in their power to encourage the butter men to keep their packages to the standard weight. The grocer who buys a short weight square of butter containing, say 1 lb. 8 oz. instead of 2 pounds, would have to mark a half square as containing 12 ounces, or be liable to fine or imprisonment. A general standard would save any confusion in this matter.

FOUGHT WITH TINS.

Masked robbers held up Manuel Henas, an Oakland grocer, in his store at 961 East Fourteenth street, last Saturday night, about 10:30 o'clock. Henas and two friends, instead of raising their hands when ordered to, ducked for cover and the robber began shooting at them. As soon as the robber's pistol was empty, the grocer and his friends started a fusilade of canned beans, canned tomatoes, sardines, oysters and were so much better shots than the robber that they chased him away. The robber escaped. The front of the store was wrecked by the flying groceries.

THEIR FIRST MOVE.

Trading Stamp People Open Up a Campaign Against the Law.

The grocers of the State of Washington secured the passage of an anti-trading stamp law similar in every respect to that passed in California through the influence of the State Grocers' Association. The first step has now been taken toward beating this law.

The National Trading Stamp company of Seattle has instituted suit against Governor Meade and Attorney General Atkinson to prevent them enforcing the trading stamp law, which becomes effective June 7. Plaintiffs allege that the act is unconstitutional because it is destructive of their lawful business; because it is a restriction of trade between the people of the State and of interstate commerce; because it is special and class legislation, and all the other familiar stock legal phrases which should vitiate it, in the opinion of the stamp promoters.

As the California law goes into effect on May 6, the Supreme Court of this State will probably have passed upon its validity before the matter comes up in Washington. The Washington grocers will, therefore, be able to profit by the legal experience of their California brothers.

The lawyers of the California State Grocers' Association feel that the law will be held to be constitutional because it does not prohibit the giving of all coupons, but only of those coupons that are to be redeemed by some unidentified article.

CONTAINS WHITE OF EGG
The Greatest Leavening Auxiliary



Not Made by the Trust
Now Used in Thousands of Families
30 CENTS THE POUND
Made in California. Ask Your Jobber.
THE NEELY COMPANY
3 California St., San Francisco

PACIFIC STORE AND OFFICE FIXTURE CO. INC.
TEL. BLUE 2571 F. A. OEHM, Pres.
Store Fixtures
DESIGNERS AND MANUFACTURERS OF
STORE, OFFICE AND BAR FIXTURES
3253-3259 SIXTEENTH ST.
San Francisco

RAINIER
BEER
Popular! Why?
Because it is really good.
Only Choice Materials
Used in its Manufacture.
JOHN RAPP & SON, AGENTS
Phone South 473.

Grocery Markets.

Commercial Outlook of the Western World as shown by Present Conditions.

Office of the ADVOCATE.
Thursday Afternoon.

ADVANCES.

Royal Apricots, sacks, to 10¾; boxes, to 11¼ cents.

McLaren's Twin Cheese, to 17 cents.

Persian Dates, to 6 cents.

Imitation Swiss Cheese, to 19 cents; Limburger, to 17½ cents; Oregon Cream, to 19 cents.

T. & B. Hams, to 14¾ cents; bacon, to 19 cents; Hawkeye Hams, to 14 cents; bacon, to 14½ cents.

Alaska Red Salmon, bbls. to $10; salmon bellies, to $9.50 to $10; ½ bbls., $5 to $5.50.

Grimalka Bloaters, 100 in box, to $2.65; Cromarty, to $2.65.

Window Screens, 12-in., doz. to $1.60; 18 in., doz. to $2.20; 24 in., doz., $2.64.

Choice Dried Peaches.

Walnuts.

Choice Pears.

DECLINES.

University Tomatoes, to 72½ cents; Palo Alto, to 72½ cents; Haywards, to 70 cents.

California Bacon, to 15 cents.

No. 1 S. W. Paste, to 27 cents; No. 1, ½ bx., to 15 cents.

Pacific Codfish, ¼ cent per pound.

Choice Pears, sacks, to 9½ cents; boxes, to 10 cents; Fancy, sacks, to 10¼ cents; boxes, to 10¾ cents.

California State Factory Cheese, to 13 cents; Holland or Edam, medium, in bladders, per doz., to $9.50 to $10.50; large, plain, per doz., to $9.50 to $10; large, in bladders, per doz., to $10.50 to $11.50.

Discount on demijohns, formerly 40-10-5, now 50 per cent. straight.

Japanese Telescope, nest of 5, 18x12x7, to $1.00; 20x13½x7, to $1.25; 24x15x10, to $1.75.

Hams, bacon and lard, ½ cent.

AGAIN IN MARKET.

Bath Bricks at 75 cents.

SCARCE IN MARKET.

Golden Star Olives, 20 oz.

Nutmeg Cheese.

Golden Star Tomatoes, gals.

NEW DEAL.

Lily Cream, 1 cs. free with 10; ½ cs. with 5½.

COAST CROP CONDITIONS.

The United States Weather Bureau says: A heavy crop of grapes may be expected, although some damage is being done in the South by the army worm. Caterpillars are damaging prunes and other fruits in parts of the Northern districts. Excessive moisture and continued cold weather has caused a heavy dropping of deciduous fruits in many districts.

Venture—Report from Bardsdale says: "The apricot crop will be very light although the fruit will be unusually large."

Lodi—Cherries and peaches will be about half a crop. Plums and prunes should make a full crop.

San Leandro—The cherry crop is very short.

Elsinore—Apricots are unusually large. The crop will be two weeks earlier than usual.

Chico—In many peach orchards thinning will have to be resorted to. The apricot crop will be far below the average.

Santa Rosa—Agricultural Commissioner O. E. Bremner after a trip through Sonoma county, reports that the prune crop will be lighter than last year although the fruit will be larger. There will be a large crop of peaches. Pears are looking poorly and do not promise well.

Sacramento—Experts report that the pear crop has been somewhat injured by "scab" and is somewhat lighter than last year. Cherries also light. All classes of plums and peaches will have bigger crops this year than last.

Gridley—Pears will be less than one-third crop. There will be a fair yield of cling peaches. Late Crawfords will be about one-half crop. Plums and prunes will be from one-third to one-half crop. There will be a good crop of almonds. Apricots will be good throughout this section.

Geyserville—Cherries are said to be a total failure. Peaches show up better than they did at first.

Santa Rosa—The apple crop will be good. Peaches and cherries and pears are very poor and the crop will be very light.

Pendleton, Ore.—Cherries, prunes, pears and plums all in first class condition.

McMinnville, Ore.—Apples and other fruits, except prunes and cherries, will yield abundantly.

SUGAR MARKET.

Sugar continues firm. Buying continues from hand to mouth because while prices should be higher, a decline may come at any moment because of differences between the large sugar producers.

MAPLE SUGAR.

Bellefontaine, Ohio, April. 22—The F. N. Johnson Company says:

"The season is nearly over in Ohio. Ohio makes more sap maple sugar than any other two States. Our crop is probably not over one-half as much as was produced last year. From other maple sections in the United States we learn that the crop is below average except in some sections of Vermont."

Burlington, Vt., April 13—Maple sugar gathering has practically concluded throughout the State to-day. There will be only one-third to one-half the usual supply.

MOLASSES AND SYRUPS.

Jacksonville, Fla., April 17—The Florida-Georgia Syrup Company report:

"We beg to advise market weak on open kettle goods except in cans, the same being very strong. We look for a larger crop than last year in Southern Georgia and Florida notwithstanding 1904 was the largest ever known."

COFFEE MARKET.

The Lewin-Meyer Co. say:

"The market is very quiet. Little business has been transacted in the past ten days, and roasters are buying from hand to mouth, as they are looking for lower prices.

"Coffee in San Francisco is below parity with New York prices, that market having little influence on conditions here.

"Receipts of coffee at San Francisco to date are 50,000 bags greater than at the same period of 1904. It is estimated that the receipts at this port this year will reach at least 275,000 bags.

"Most coffee held locally is owned by importers and jobbers, little being in the hands of roasters.

"Salvador in a large way is now selling at 9½ cents, while Costa Rica, a much superior value, is selling at 9½ to 9¾ cents."

TEA MARKET.

A. Schilling & Co. say:

"Reports from the East are to the effect that prices have advanced there on Formosa-Oolong teas, but there has been no change locally. It now seems certain that the presence of the Baltic fleet in the Orient will be a very disturbing element in the tea trade."

New York, April 25—John E. Brown & Co. report:

"A large business has been transacted during the past week. Local jobbers seem to be ready buyers when fair rates are offered. The following three reasons seem to make the trade willing to accumulate stock:

"First, prices are low, with no probability of a loss being sustained in buying.

"Second, a fair run of business is reported from all sections.

"Third, there is no telling what the outcome of the expected naval battle will be: it is easy to understand, in the event of a Russian victory, or even a partial one, that tea shipments will be seriously interfered with."

RICE MARKET.

Charleston, S. C., April 22—Samuel G. Stoney says:

"Holders of rice seem willing to carry the small remnant now on hand in this market until the season is further advanced. They feel confident that they can obtain prices somewhat higher than those ruling this week. The recent cold spell through the southern part of the Atlantic States has backened the young rice to some extent. It is not certain that the injury has been material."

M. Phillips & Co. say:

"The market on Japs have at last taken a substantial advance. Mills in the South are holding their goods at ¼-cent above prices quoted ten days ago and few mills will sell at the advance, because of the continual rains in the South preventing planting and from reports there will only be one-half crop next season. We look for another advance in the next thirty days. Jobbers have large stocks and it will be some time before the trade will feel the advance, for the reason that jobbers in San Francisco do not take advantage of an advance, but are satisfied to sell on a profit over what the goods cost, not what they would have to pay to duplicate.

"China Rice—No. 2 is stronger, the market advanced to $4.15 against $4 last quotations. No. 1 is also higher.

"Honolulu Rice—The market is overstocked on this grade and sales are few for the reason that Jap rice is so much cheaper.

"Fancy Carolina Rice—The very fancy grade is almost exhausted, other grades are plentiful."

SPICES.

New York, April 25—John Clarke says:

"The market is active and prices are higher abroad for pepper, ginger and cloves, with very much better demand here for all grades. The stocks are ex-

Old Kentucky Distillery

INCORPORATED



LOUISVILLE, KY.

PACIFIC COAST BRANCH
228 Front Street
SAN FRANCISCO, CAL.

"KENTUCKY DEW"

Western Meat Company

SAN FRANCISCO, U. S. A.

Packers and Exporters of U. S. Government Inspected Products



"Eastern Star" and "Monarch"
Hams and Bacon
"Golden Gate" Leaf Lard
"Arrow" Lard Compound
"Golden Gate" Brand Canned Meats
Barreled Beef and Pork.

Correspondence Solicited.

TOMATOES--Pack 1904 MAPLE SHADE FARM BRAND

Solid Pack and Solid Pack with Peppers are trade winners.
Quality finest. Prices right.

SUYDAM BROS. & ROGERS
WHOLESALE GROCERS
14-16 Spear Street, San Francisco.
Tel. Main 5396.

tremely small, in pepper especially. Prices are much more likely to advance than to decline."

CANNED FRUITS.

In order to "straighten out" their stocks, the California Fruit Canners' Association, last week announced a reduction of from 10 to 25 cents per dozen on their gallon apples, apricots, plums, grapes and pears. The trade have taken up these offerings so readily that prices will be put back to the old basis in a very short time and some advances have already been made. No reduction was made in the price of gallon peaches, peeled or unpeeled, as the stocks are very depleted.

All districts report a short crop of cherries. Royal Annes will be particularly scarce.

CANNED ASPARAGUS.

The California Fruit Canners' Association says:

"We have been much disappointed in the pack up to date. We have not been able to get 50 per cent of the asparagus we had hoped for. The shortage is due to the rust parasite which has affected both the quality and quantity of the crops."

CANNED TOMATOES.

The local market is well cleaned up. There are a few cheap goods left. They are Napa Valley stock and are fire damaged. They bring from 60 to 65 cents. Standards, 2½'s bring 75 cents, and solid pack, $1.00, and solid pack with peppers, $1.05.

Baltimore, April 22—T. J. Meehan & Co. say:

"Spot tomatoes are attracting more attention because it is thought the damage done all early vegetables and fruits by frosts must be serious and results must be to advance the use of the canned article. There is almost no trading of futures up to date."

CANNED CORN.

The market is loaded up with cheap goods. Western is quoted at 90 cents, although there is some cheap weight stuff of poor quality offered at 75 cents. Maine is quoted at $1.35 to $1.40.

Reports from Maryland as to the acreage of corn and tomatoes are very much along one line and that is that the acreage will be much smaller in these commodities than last year. How much these predictions are worth time will tell. They evidently have had no appreciable effect on the market.

T. J. Meehan & Co. say:

"Very few spots are being sold and next to nothing is being done in futures."

PRUNES.

Reports of shortages in the 1905 crop have tended to strengthen the spot market considerably. All the large distributing centers are overloaded with rain damaged, over processed goods that are a heavy drag. Good goods are not in very large supply and prices are firming.

San Jose, April 29—The Mercury says:

"At a meeting of the Dried Fruit Association yesterday a resolution was adopted that since from the best information gathered from the various sections of the coast as well as a canvass among commercial packers lead to the conclusion that the crop of 1905 will be less than 50 per cent of the crop of 1904, that the growers should not accept a price less than a 3 cent net basis prior to July 1, 1905."

New York, April 26—There has been a decided revival of interest in prunes. There has been a good deal of picking up of the more desirable lots, mainly 40s, though other sizes when the quality is right and the price satisfactory are being taken more freely than for a long time past.

Chicago, April 22—John R. Adams & Co. report:

"Prunes are about the only dried fruit in good supply. So many poor quality goods are being offered, however, that the market is much demoralized."

HONEY.

Los Angeles—The outlook for the coming yield of Southern California has never been so propitious. The heavy rainfall insures an abundance of feed for the bees to work on.

NUT MARKET.

Good walnuts are getting scarcer and are advancing in price.

Fullerton—The Fullerton Walnut Growers' Association expects as heavy a crop as last year when they shipped 55 cars which sold for $113,400.

Yuba City—There will be about three-fourth of a crop of almonds this year in this section. Davisville reports a half crop. Buyers are reported as offering 11½ cents for the Hatch variety.

BEANS.

Limas are reported by the J. K. Armsby Company to be considerably stronger. A decided consumptive demand has begun in Eastern jobbing circles. The distributing center alone took 3,000 sacks. At this rate the existing supply will soon be exhausted. We look for 5 cent prices, f. o. b., south, within 30 days.

The Schultz-Hansen Company says in a trade circular:

"Bean planting for 1905 does not commence until the latter end of May. It is reported that large tracts of land heretofore planted to beans will be seeded to potatoes, because of the high price of potatoes the past season and comparatively low price of beans and poor quality (rain damaged).

"Whether the prospective acreage is going to be small or large, the bean crop of 1905 will come on a market that will be comparatively barren. All points in United States and Europe are looking to California for supplies, and at the ratio of March and April (1905) shipments, the present stocks will be exhausted before the crop of 1905 is ready for market (October 15, 1905).

"It is estimated that there are now in California about 400,000 sacks of beans, as follows:

	Sacks.
Pinks	155,000
Limas	65,000
Washingtons or large whites	70,000
Small whites	50,000
Bayos	35,000
Black eyes	15,000
Various	10,000
Total	400,000

"Of this amount, there is not over 60 per cent available for shipment; balance for home consumption, seed and feed.

"Considering again the California shipments for March and April, 300 cars, and five months to run before the new crop of 1905 and only 250,000 available for shipment, figuring the March and April demand (three hundred cars) as an estimated demand for the next five months, there can be but only one result, higher prices sure and a very light carry-over stock for 1905.

"A heavy shortage is reported from Michigan. Reports from New York are of like effect. There are absolutely no foreign beans in New York City and Boston and there have been large shipments of beans to European ports.

"The situation statistically and otherwise presents a condition that should make the market from a half dollar to a dollar a hundred higher than present values."

CHEESE.

Wieland Bros. say:

"Limburger cheese, good October stock, the best make, is scarce and high in price. New Limburger, which is generally cheap but very poor, will be in the market in about a month."

COTTON SEED OIL.

New York, April 20th.—The situation is extremely strong and should sooner or later bring about higher prices. This will probably come sooner than was at first expected since it has been developed that there is a shortage of the competing seed crops of South America, India and Africa. In addition to this, Linseed oil, which is used to a great extent instead of cotton seed oil in soap making, advanced from 6 to 8 per cent during the week. The English cotton seed oil market followed suit. A buying wave was occasioned and in consequence during the past week 50,000 barrels of oil have been taken for export. This was mostly off grades for soap making. Europe has so far bought 630,000 barrels of oil already used and 200,000 to be shipped later.

CANNED SALMON.

The J. K. Armsby Co. reports that Eastern jobbers are confirming very promptly their early orders on Columbia River salmon at the prices fixed on April 21st. Already two canneries have contracted all that they feel safe in offering and others are in almost as favorable a position.

Portland, Ore., April 29—The Oregon Daily Journal says:

"A careful canvass of the various salmon packers shows that most of them have already sold more salmon than they expect to pack during the present season. It reports that indications point to a pack of about 5 per cent larger than the previous year. The entire market is cleared up of the Columbia River canned fish and packers report that they cannot pack to fill demand for supply."

The Kelley-Clarke Co. say in a recent circular to the trade:

(Continued on page 26)

DAN O'CALLAGHAN
REAL ESTATE
AND
INSURANCE BROKER

City Agent
Liverpool & London & Globe Ins. Co.

Telephone, Main 5238

22 Montgomery St., San Francisco

(Mr. O'Callaghan was for many years a member of the firm of O'Callaghan, Nelson & Co.)

WHITTEMORE'S POLISHES.



The World's Standard.

"Gilt Edge" dressing, blk.	$24 00
"Boston" Waterproof Polish (for men's and boys black shoes)	24 00
"Boston, Jr." 10c. size	10 00
"Dandy" Russet Combination	24 00
"Star" Russet Combination	9 00
"Dandy" Russet Paste	9 00
"Red Box" Russet Paste	5 00
"Champion" Black Friction Polish	24 00
"Champion, Jr." Black Friction Polish	10 00
"Elite" Combination (for box calf, black vici kid, etc.)	24 00
"Baby Elite" Combination (for box calf, black vici kid, etc.)	10 00
"Elite Paste" for box calf (two sizes)	$9 00 5 00
"Superb" Patent Leather Paste	9 0
"Blue Fox" Patent Leather Paste	5 00
"French Gloss" (in cartons, for ladies' black shoes)	9 00
"Royal Gloss," 4 oz. (for ladies' black shoes)	8 00
"Bossola" Waterproof Paste Polish, large	9 00
"Bossola" Waterproof Paste Polish, small	4 50
"Quick White" perfectly cleans dirty white shoes (two sizes)	$24 00 10 00

MACKEREL
Is a Good Seller Provided it is

"Sunset" Mackerel

BOILED IN OLIVE OIL

AND PACKED IN THREE FLAVORS

SOUSE -- TOMATO -- MUSTARD

CALIFORNIA FISH COMPANY
CANNERY AT SAN PEDRO.

P. E. LENFESTEY, - - Agent
220 California Street, San Francisco, Cal.

Enterprise Brewing Co.'s
Beer is sold on its merits.

We invite comparison of our productions with ANY on market. You will then become our best advertiser, we are dead certain.

A **GOOD ARTICLE** is the very best advertising medium. Are we not right?

Telephone, Mission 152. San Francisco, Cal.

Cigars and Tobacco

H. Rinaldo & Co. have removed their wholesale and retail cigar store from Taylor street to 624 Montgomery street, where they have fitted up elegant and well arranged sales and store rooms.

J. L. Jerichau, San Francisco distributors of the Rough Riders cigars, has so far recovered from his recent attack of rheumatism as to be able to be about again, and when seen the other day behind his counter was as chipper as ever.

Boltz, Clymer & Co. report that trade was never better with them than at present. The past month was their record breaker for April. El Caudillo, their new nickel cigar, is meeting with exceptional success. It is sold straight at 5 cents whether one or a hundred at a time, and being exceptional value dealers are making some big sales.

Herman Heyneman announces that the use of Star Pittsburg stogies and Whip-Poor-Will cigars as a cover for Duke's Mixture has been discontinued from April 15. These goods will hereafter be marketed by the American Stogie Company of New York. Dromio, Honest, Steel Trap and Two Orphans cigars, hitherto used as a cover for Duke's Mixture, are also to be marketed hereafter by the same company.

Ehrman Bros. & Co. are introducing to the trade a new nickel cigar, the Henry Miller, in the placing of which they are meeting with phenominal success. In the first three days of their campaign in behalf of this cigar they placed it on 72 stands, the major portion of which are in the wholesale district. Ehrman Bros. & Co. are going to make a big campaign in behalf of this cigar, and are arranging some very effective advertising to brings its merits to the attention of smokers. The daily papers and many other forms of advertising will be used, and nothing left undone that will tend to bring to public attention the superior qualities of this splendid 5-cent seller.

Governor La Follette, of Wisconsin, signed the anti-cigarette bill, prohibiting after July 1 the sale or manufacture of cigarettes or cigarette tobacco or paper or the giving away of cigarette papers.

New York, April 20.—The National Cigar Leaf Tobacco Association, of which A. Bijur is president, will convene at Lancaster, Pa., on May 1, to protest against a reduction in the tariff on tobacco imported to this country from the Philippine Islands. The association, made up of importers, packers and dealers representative of $70,000,000 of invested capital, will make a strong protest.

The law, passed by the last Indiana legislature prohibiting the manufacture and sale of cigarettes, went into effect April 15. The American Tobacco Company has promised to take immediate steps toward bringing a test case in the courts, and to that end have retained one of the leading law firms of Indianapolis, with instruction to proceed with all possible despatch to ascertain whether or not the law is constitutional.

The Independent Tobacco Manufacturers' Association has lost a doughty champion and able leader in Mr. John Landstreet, who has definitely confirmed the rumors that were current of his resignation from the presidency of the organization. With its president, the association loses one of its most powerful supporters, the R. A. Patterson Tobacco Company, of Richmond, Va., which has withdrawn from membership.—United States Tobacco Journal.

During February, 1905, the Philippines sent to the United States $202 worth of cigars and cigarettes, a considerable falling off in her exports to America, as compared to February, 1904, when they were valued at $1,058. During the month of February, 1905, the United States did not export any tobacco to the islands, according to the tables. Hawaiia shipped to the United States in February, 1905, $20 worth of cigars, and in February, 1904, $540 worth of all kinds of tobacco. During February, 1905, the United States exported to Hawaii the quantity of $47,326 worth of cigars, cigarettes and plug tobacco, a decrease from the exports in February, 1904, when they were valued at $57,510. Alaska sent $70 worth of tobacco to the United States in February, 1905, and $150 worth of cigars during February, 1904. During February, 1905, the United States exported to Alaska 760 pounds of leaf tobacco, valued at $223, and $25,883 worth of cigars, cigarettes and plug tobacco. During February, 1904, America shipped to Alaska $10,301 worth of cigars, cigarettes and plug tobacco.

MOCHA COFFEE IMPORTATIONS.

San Diego—From official reports it is learned that Ballou & Cosgrove of this city imported nearly as much Mocha coffee through the port of San Francisco as all the other importers combined. While they are not the largest importers of "Mocha" on this Coast, the fact that Ballou & Cosgrove are the largest importers of "Mocha" speaks well for the enterprise of the San Diego firm.



EHRMAN BROS. & CO.,
S. F. Distributers.



Hunter Whiskey

Rich in Flavor
Mellowed by Age

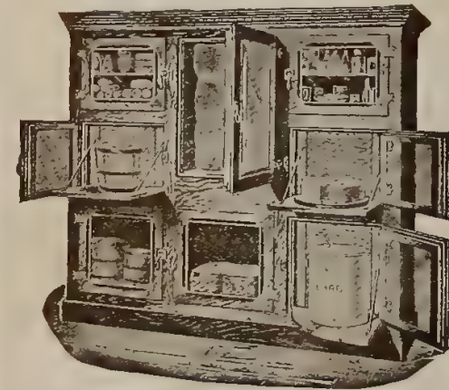
HILBERT MERCANTILE CO.,
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Telephone Private 313

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5c CIGAR
SUPERIOR QUALITY
EHRMAN BROS. & CO., Distributors

Call for ASTI WINES
PRODUCED BY THE ITALIAN SWISS COLONY
Dry Wine Vineyards, ASTI, Fulton, Sebastopol, Cloverdale, Sonoma County, Cal.
Sweet Wine Vineyards, Madera, Madera County, Kingsburg, Fresno County, and Lemoore, Kings County, Cal.
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Vaults, 1235-1267 Battery St. 101-169 Greenwich St. 1334-1336 Sansome St., S. F.
P. C. Rossi, President Telephone Private Exchange 448. A. Sbarboro, Secretary

A. VIGNIER CO.
429-431 Battery Street San Francisco
IMPORTERS
Sardines, Olive Oils, French Preserves, Washing Blue, French Castile Soap: Clover Leaf, Virgin, Dahlia, mottled, Wines and Liquors—A. V. H. Gin—imported goods only.
Sole Agents for the Genuine CLICQUOT Champagne
Only the GENUINE, Imported direct from France, bears Vignier's LABEL

If your Refrigerator does not keep butter perfectly, you are losing more in a single season on this account than a new
McCray Refrigerator
will cost.



Style No. 410. Grocers' Refrigerator.

The McCray Patent System of Refrigeration is the only system that positively insures perfect circulation of pure, cold air, absolutely dry and odorless.

Unequaled for Economy of Ice.

The McCray is Sold Entirely on its Merits.

McCray Refrigerators are Guaranteed.

Your name and address written on the margin of this ad. and mailed to us will bring you our Catalogue No. 63, containing full description of Refrigerators of many styles for the Grocer.

SOLD ON EASY PAYMENTS.

BECK - WAKEFIELD COMPANY
GENERAL AGENTS
122 Market Street, San Francisco, Cal.

News of the Coast.

CALIFORNIA.

Cleone—Rich & Lydick have purchased the grocery business of E. J. Lawler.

Exeter—A. J. Stanley has sold his interest in the Cash Grocery to John Hamilton, who, with Chas. Hamilton, will conduct the business under the firm name of Hamilton Bros.

Los Angeles—Wilbur Grant of Nashua, N. H., has purchased the grocery store of J. J. Beatty.

Los Angeles—In the first half of April one wholesaler and more than half a dozen retail grocers have been arrested and convicted of violating the State and city pure food and oil laws. Of course, not one of those arrested was a malicious violator of the law. But the result was the same; he was taken before the police judge with the crowd of "drunks and vags," and to each was administered the "$25 or 25 days." In every case the merchants plead guilty. There was nothing else to plead. One hinted at ignorance of the law but this did him no good, for ignorance is no excuse at all in the eyes of the law and a very poor excuse in the eyes of men.—Commercial Bulletin.

Los Angeles—The grocers of the Park Side suburb have been in trouble during the week because of the mysterious man in the automobile, who has dashed up to the several stores in the vicinity and asked for a gallon of gasoline. The grocers, who are well supplied with labels and who say they are ready and willing to use them, in order to accommodate the fellow who was in such a hurry, passed out the gasoline without a tag. Grocers on Workman and Sichel streets were entrapped into supplying oil, and were forced the following day to pay a fine of $5 for being accommodating. There is no little indignation among the business men and others at what, they declare, is snap judgment. They say the fellow has been hired to set a trap for them, and declare they would not have violated the ordinance under other conditions.

Los Angeles—The grocery store of Olson & Son, 1625 South Main street, was entered by burglars recently. Five dollars was taken from the cash register.

National City—Burglars recently entered three stores in this place in one night, making a total haul of $11.50. Among the places entered was the grocery of A. G. Williams.

Ocean Park—H. C. Burmister, formerly of Prescott, Ariz., has opened a fine grocery here.

Pasadena—D. H. Winans and V. V. Seymour, who for a number of years have been connected with the Model Grocery have, with N. M. Seymour, opened up a new store at 82 North Fair Oaks avenue. Their fixtures are unique, being mission style throughout, and the stock of goods arranged in a very attractive manner.

Piedmont—Poor marksmanship of a robber who fired point blank at his head at a distance of five feet is all that saved the life of H. F. Sack, a Piedmont grocer, on the evening of April 21st. The fellow took two shots at him but both missed their mark. The assailant than made his escape.

Pomona—A. W. Brown of the Capital grocery has adopted the strictly cash principle of doing business in his store.

Redlands—J. A. Weisenborn, proprietor of the Sterling Grocery, reports a very large increase in his trade due to the advertising he has done within the past three months. About the first of February this firm moved from their old stand on East State street to a larger store on Orange street. The stock was increased and a more liberal form of advertising begun.

San Bernardino—C. B. Robuck has succeeded L. A. Overholtzer as manager of the Rochedale Co-operative Association.

San Gabriel—Samuel Dolly has purchased a lot and will erect a store on it at a cost of $3000, which he will occupy as a grocery.

San Jose—Smith's meat and grocery store at First and San Antonia streets, was entered on the morning of April 23d by expert crackers who rifled the cash registers. The robbers used dynamite in an unsuccessful attempt to force the safe.

San Pedro—J. C. Melody is fitting a new exclusive tea and coffee house. He will solicit business in San Pedro, East San Pedro, Terminal Island and Wilmington.

Santa Monica—E. O. More has purchased the candy store adjoining Ward's meat market and is thoroughly renovating the same. Mr. More will carry a complete line of groceries, vegetables, fruits, candies, nuts, etc., and also have fresh fish for the trade.

South Pasadena—Powell, the Alhambra grocer, has opened a branch here with N. Ledgerwood as manager.

Whittier—L. Cline, who for the past year has been employed as head clerk in the F. K. Weeks' grocery, has taken a position in the general store at Artesia and will move with his family to that point this week.

Whittier—Mmes. L. C. Montgomery, Kittie Swain and Misses Frankie Whallon and Rito Woodruff, of Downey, were hostesses at the opening of Montgomery Bros.' grocery store in the new location on South Greenleaf avenue. Flowers and vines were artistically arranged in the windows, and the front of the room was a bower of beauty, a huge boquet of beautiful carnations from the Weinshank ranch adding to the scene. Mrs. Swain and Miss Whallon and Miss Woodruff presided at the booth, serving excellent coffee to the many guests, and during the day and evening many took occasion to pay their respects to the newly housed establishment.

IDAHO.

Boise City—Patterson & Blanton have succeded Hurst & Patterson, grocery.

Moscow—Lilley & Moore, grocery, have assigned; assets $2000, liabilities $2000.

Weiser—G. W. Buck, grocer, has assigned; assets $4000, liabilities $4000.

LANDIS



TONIC BITTERS

A Pure Tonic and Laxative

—o—

Made from

Herbs, Seeds Roots, Barks

(Guaranteed)

NATURE'S OWN REMEDY

FOR

Stomach and Blood Disorders

Made only by the

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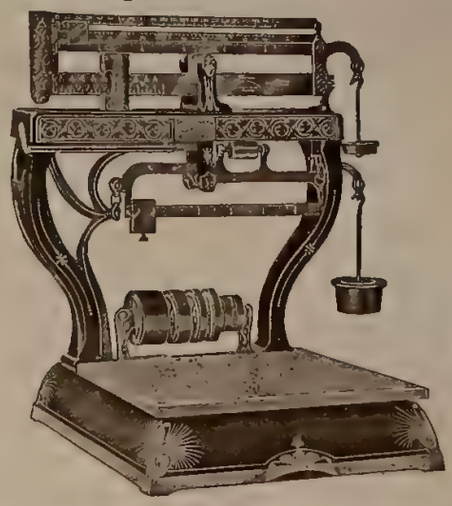
Mothers! Mothers!! Mothers!!!

Mrs. Winslow's Soothing Syrup

has been used for over SIXTY YEARS by MILLIONS of MOTHERS for their CHILDREN while TEETHING, with PERFECT SUCCESS. It SOOTHES the CHILD, SOFTENS the GUMS, ALLAYS all PAIN; CURES WIND COLIC, and is the best remedy for DIARRHŒA. Sold by Druggists in every part of the world. Be sure and ask for "Mrs. Winslow's Soothing Syrup," and take no other kind. Twenty-five cts. a bottle

$39.00 BUYS THE BEST

Computing Scale in America



Patents sustained by U. S. Courts and Patent Office.

Saves the Grocer 60c per Day

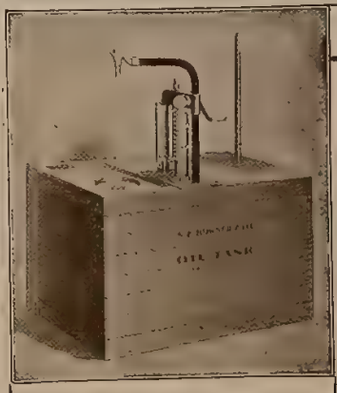
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Standard Computing Scale Co., Ltd., Manufacturers

DETROIT, MICH.



FIRST FLOOR OUTFIT

OIL ECONOMY VERSUS OIL WASTE

Your old method of storing and handling your oil is costing you money every day by the waste from dirty, sloppy measures and funnels, by evaporation, by over measure, by loss of time and labor—It's all dead loss.

THE BOWSER SELF MEASURING OIL TANK

prevents this waste and so really costs you nothing as it will in less than a year repay its cost through its saving. It keeps on saving too, year after year. THERE'S WHERE THE ECONOMY COMES IN.

FULL PARTICULARS FREE——ASK FOR OUR NEW CATALOG "88"

S. F. BOWSER & CO.

FORT WAYNE, IND.

Chas. Jacobson & Co.
210-212 Davis Street
DISTRIBUTERS OF
Fancy Butter and Honey
Dairy Butter and Eggs

Produce Market
THURSDAY AFTERNOON

BUTTER.

Arrivals continue heavy and prices are unchanged, but likely to go lower.

California creamery, extras	19	20
" " firsts	18	19
" " seconds		18
" dairy, extras		
" " firsts		18
" " seconds		
Store butter	15	16
Storage		
" Creamery extras		
Pickled		
Keg		

EGGS.

The market is heavily stocked and lower prices are probable.

California Ranch white		21
" " mixed colors		20
" Gathered	18	19
Standard		
Seconds		
Eastern, selected		
Standard		
Seconds		
Storage, Cal., Selected		
" Standard		
" Seconds		
" Eastern Selected		
" " Standard		
" Seconds		

CHEESE.

The cheese situation remains as for some time past.

California full cream	13	
" choice	12	
" common	Nominal	
Young Americas	13½	
Eastern full cream	16½	17
Oregon		

POULTRY.

Fryers and fine young stock are in good demand. Otherwise the market is quiet.

Turkeys, young live	18	20
" old gobblers	18	20
Dressed Turkeys	nominal	
Roosters, young, per doz	8 00	9 00
" old "	5 00	5 50
Hens	5 00	6 00
Fryers, per doz	6 00	7 00
Broilers, per doz, large	5 00	
" " small	4 00	
Ducks young	7 00	8 00
" old	5 00	6 00
Pigeons, young	1 50	
" old	1 00	
Geese' per pair, old 2.25 2.50; young	2 50	3 00

BEANS AND PEAS.

The bean situation is explained in the grocery market.

Small Whites	3 00	3 20
Large "	2 40	2 75
Pea Bean	3 25	3 50
Pink	3 00	3 50
Horse	nominal	
Red	6 00	7 00
Kidney	4 00	5 10
Lima	4 65	4 80
Bayos	3 00	3 25
Buiter (large)	2 50	2 75
Black Eyes	2 80	2 95
Dried Green Peas, per 100 lbs	2 25	2 50
" Niles " " " "	2 25	2 50

POTATOES AND ONIONS.

Market active, heavy demand for potatoes for seed.

Early Rose,	1 25	1 75
Salinas old		
Oregons	1 60	1 70
Merced Sweets	1 00	1 25
Yellow onions	1 75	4 90
Red (new)		

Continued from page 23.

"In conforming to new conditions, the packer will not act alone. The jobber must be prepared to pay such prices as will permit the packer to realize a fair profit. When the business assumes this basis, and not till then, can we avoid the violent fluctuations which have disturbed the market the last few years. Stability of market; fair profit to packer, jobber and retailer: full value to consumer—these are the pledges to success."

DOMESTIC SARDINES.

The Chicago "Criterion" says: "It is stated that the present prices on three-quarter mustard domestic sardines for both keyless and key opening cans will be withdrawn shortly by the principal holders and a higher figure named. Ordinary quarter-oils have advanced during the week and it is said that all other varieties will do the same before very long. It is said that all the quarter-mustards left at Eastport have been sold and all the half-oils have been sold to a prominent factor in the market. Three-quarter spiced goods are scarce and one-quarter spiced have all been sold. Considerable sales of quarter-oils were sold before the advance, buyers availing themselves of the last opportunity to obtain as liberal stocks as possible before the increase in price. It is believed that should present demand continue all sardines in market will be cleaned up before the new pack is ready for distribution."

MACKEREL.

New York, April 21—Thomas Woodward & Sons report:

"Stocks of all kinds of mackerel are very light. The demand will start up again about the middle of June. Advances are almost a certainty then, especially on Irish mackerel, which is the size principally called for."

Philadelphia, April 21—The few Irish mackerel here are firmly held. It now looks as if this fish will sell for more money before the new catch appears. There are fewer salt mackerel of all kinds than there has been for years.

CODFISH.

Wieland Bros. say:

"Eastern codfish is still high in price, although prices may change at any moment."

New York, April 21—Thos. Woodward & Co. report:

"Stocks of codfish are very light and very few fish are being caught. There is hardly any room for a decline from the present high price before July 1st and then prices will depend upon the supply."

AMERICAN GROCER APPROVES.

The suggestion of Frank B. Connolly, secretary of the State Association and vice-president of the local grocers, of a plan to increase the value of the National Grocers' Association, meets the approval of the "American Grocer," which says:

"A tentative proposition looking to the protection of the profits of the retail grocer has been outlined by Secretary Frank B. Connolly, of the California Retail Grocers' and Merchants' Association, and laid before the Associations affiliating with the National Association of Retail Grocers for consideration and action. Mr. Connolly claims that there is only one way that law and order can be brought into the grocery business. This is through the assistance of the manufacturer who has the right to fix and maintain the price at which his goods shall be sold. The manufacturer has the right to refuse to sell to those who cut his price and to demand of the wholesale trade that they refuse to sell firms that cut this price. The manufacturer alone has this right.

"This is the position advocated by the American Grocer for years. We think the entire trade must realize that the interests of the manufacturer in proprietary goods does not cease until the identity of goods protected by patent or trade mark is destroyed."

TO KILL PREMIUMS.

Vive-President Padberg Advises Grocers as to Their Duty.

An interesting letter has been issued to the retail merchants of the United States by L. E. Padberg, vice-president of the National Grocers' Association. In this letter, he urges the grocers to give preference in their sales to manufacturers who do not give premiums. He also points out the deep interest that every merchant in the country has in helping bring about the discontinuance of the premium schemes.

We urge every reader of the **Advocate** to study the following paragraphs carefully and then do his best to advance the sale of goods on which no premiums are given:

"Now my conclusion is," writes Mr. Padberg, "that we should not stand still in the interim. There will be no settlement of the premium controversy unless the retailers of the country show to the cereal companies that have asked for time, that they mean exactly what they say when they demand the withdrawal of all premium schemes.

"I argue that every retail merchant in the country in other lines is more vitally interested in this matter than are the grocers. A premium of cheap teaspoons take away from the jeweler a sale. A premium of a Morris chair with two or three packages of oatmeal, kills the sale of a Morris chair for a furniture dealer. A premium of a hot water bottle or a bottle of perfume prevents a druggist from selling those goods to the consumer. A premium of a set of dishes prevents the china dealer from selling a set of dishes. The grocer sells the oatmeal containing the coupons which gets these premiums and, for acting as sales agent and advertising man for the cereal company's mail order scheme, he is paid the miserably poor profit on two or three packages of oatmeal.

"We have figured that the general retail dealer should join us in this matter, hence we have invited committees from the jewelers, the hardware men, the furniture men, the druggists and other local business associations to attend our next meeting so that we can show them where they are sufferers. We will then ask them to go back to their associations and bring up the matter and pass ringing resolutions **pledging their members to refrain from buying goods that carry premiums.** We will ask them to have their members talk against premium scheme goods on every occasion."

New Raisin Association.

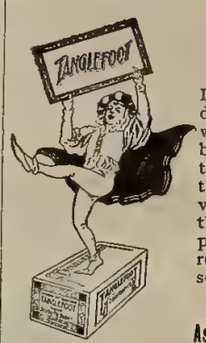
Fresno, Saturday, April 29—This was an important day for the raisin growers of California. At a few minutes before 12 o'clock that night, there were lacking 220 acres of enough to make up the 35,000 acres that it was decided necessary for the association to have before it began operations. Before midnight was reached, the total had summed up 35,075 acres. As over 600 acres has been promised from Southern California, the permanency of the association is now assured. The business men of Fresno were very active in securing the signatures of the owners of several thousands of acres. This new company will control the marketing of an enormous amount of raisins. As they will pack their goods to advantage, they will be able to meet all prices if necessary and the fact that the banks are behind the combination will mean that growers who may be weak financially, will not be forced to sell in order to secure funds. The new company will be an element of strength in marketing the crop of 1905.

San Diego, April 28—About 200 persons were present at the meeting of the raisins growers held to-day at El Cajon. As a result of the meeting, nearly 700 acres of raisins will be signed with the association when it goes into effect.

SELLING PRUNES CHEAP.

During the past week, R. H. Macy & Co. have been selling Santa Clara prunes, sizes 80s to 90s, at 4 cents a pound, or 25 pounds for 98 cents, says the "American Grocer." Now, the wholesale price for reliable marks is 3 and 3¼ cents., packed in 25-pound boxes. Other department stores are getting for prunes not quite so good, 5 and 6 cents a pound. At these prices the cheapest seller would make a profit of at least 25 to 33⅓ per cent., and at the same time gain a tremendous leverage on the general public by making prunes serve as an advertising medium.

FREE DEAL
ON
LILY CREAM
Till Further Notice
1 Case FREE with 10
½ Case FREE with 5½
— Order From Your Jobber —
Pacific Creamery Co.
San Francisco Office, 115 Davis St.

TANGLEFOOT


STICKY FLY PAPER
Is really the only device known that will catch and hold both the fly and the germ and coat them over with a varnish from which they cannot escape preventing their reaching your person or food.
TANGLEFOOT is Sanitary.
Ask for TANGLEFOOT.
Profit? Over 120% to You.

LaGrande Laundry
Telephone Bush 12
23 Powell Street
Corner Ellis
64 Taylor St. - Near Golden Gate Ave.
200 Montgomery Ave. - Cor. Kearny St.
908 Third St. - - - - Cor. Howard
1788 Market St. - - - Opp. Eleventh
GIVE THEM A TRIAL

YOUR EVERY WANT IN
PAPER
Can be Supplied by
A. ZELLERBACH & SONS
416-426 Sansome St.
SAN FRANCISCO

Gilt Edge Whiskies
THE VERY BEST
WICHMAN, LUTGEN & CO.
Sole Proprietors.
Agents for Moerlein's Cincinnati BEER
29-31 Battery St., - San Francisco

SALEM BEER
SUITS THOSE WHO ARE PARTICULAR ABOUT THE BEER THEY USE.

IT HAS THE FLAVOR
IT HAS THE AGE
IT HAS REPUTATION
IT IS MADE RIGHT

Those who have used it know it. Those who do not know soon find it out after a trial.

SALEM BREWING ASSOC'N
BREWERS

BOTTLED EXCLUSIVELY BY THE
Sunset Bottling Co.
3109 20th Street
SOLE AGENTS

E. GHIRARDELLI
Mercantile Co.
305 Clay Street, San Francisco
Packers and Jobbers
Pickles, Catsup, Preserves, Vinegar, etc.
We prepare for the Grocery Trade a line not surpassed in quality and purity.
OUR CATSUP is not equalled by any on the market. Try an order.

Amusements

MAJESTIC.

Adele Block and J. H. Gilmore have very strong parts in "Thelma," a dramatization of Marie Cordelli's novel with its scenes located in Norway. The story is full of human interest and the striking conflicts of emotions exemplified by the play is well portrayed by Bishop's players. The scenic effects are quite pretentious, especially in the third act where one of the wild Norwegian mountain passes is shown. Miss Block as Thelma does a beautiful artistic piece of work. George Stuart Christie, Elsie Esmond, George Woodward and other favorites all have very good parts. Next week Barney Bernard is to appear in his new play, "The Financier."

ALCAZAR.

Lillian Lawrence is doing splendid work as Mary Tudor in "When Knighthood Was in Flower." The remarkable success of the play resulted in its being given a second week which has been almost as well attended as the first. Next week will see the first stock production of "The Stubborness of Geraldine." This is another of the Fitch comedies. It is a very interesting satire on modern social conditions.

COLUMBIA.

Julia Marlowe seems to have won the united praise of the critics of San Francisco in her Shakespearean revival. This is not true of Sothern, who is criticized rather severely by all of them. The fact that $3 is charged for orchestra seats makes the lack of a finished production more remarkable.

GRAND OPERA HOUSE.

The Ferris Stock Company opened its second week with Nat Goodwin's success, "A Gold Mine." Florence Stone has repeated her initial success and the company does even better work than in the opening week. Beginning with the Sunday matinee, Miss Stone will appear in the Fanny Davenport version of "Joan of Arc." The piece will be elaborately staged and quite spectacular in its effects. The productions are remarkable good considering that the highest price for seats is 50 cents.

TIVOLI.

"Florodora" is in its last week. Those who have not seen this pretty opera should make it a point to attend Monday night when "The Mikado" is to be revived.

CENTRAL.

"Shamus O'Brien" is being played this week to crowded houses. Herschel Mayall is cast to splendid advantage in the title role and Miss Crosby makes a dainty Irish lass. Numerous specialties are introduced which add materially to the interest of the play. A thrilling melodrama by a local newspaper man is to receive its first production next week. It is entitled "The Criminal of the Century," and is written by Frank M. Winch.

FISCHER'S.

They have a remarkable clever magician at this theatre in the person of Howard Thurston. He does all sorts of marvelous things with the most apparent ease. Mr. Thurston's performance alone is more than worth the cost of admission. The program includes club juggiers, Tyrolean singers, a monologist, an operatic vocalist, a comedy team and new pictures on the biograph. There are two performances each evening and a daily matinee.

CHUTES.

"Cleopatra Up-to-Date" is again interesting visitors to the Chutes with its crowds of children and its numerous songs and specialties. The Zoo, the Circle Swing and the numerous other concessions insure a good time for those who visit these great pleasure grounds.

PRAISE SACRAMENTO WHOLESALERS.

A circular issued by Hall, Luhrs & Co., a large wholesale grocery house of Sacramento, was printed in the Advocate recently. In this circular they stated that they would refuse to sell any proprietary goods under their control to any retail merchant who should cut the selling price by giving cash checks, trading stamps or similar inducements to promote their sale. Favorable comment has been elicited for this circular from the trade press all over the country. One of our exchanges says:

"This is the right position for manufacturers and wholesalers to take, and it will brace up the customers of the Sacramento firm to cut out premiums and all lottery propositions in connection with merchandising."

ROCHDALE IN OROVILLE.

Oroville, Calif.—The "Mercury" says: The Chico Rochdale Company has purchased the Bruce and Young building in that city and notified the present tenants to move out. They will put in a stock of groceries only, at first, but later intend to branch out into other lines.

The Perfection Short Credit System
Makes Credit Business a Pleasure.
Address
P. E. LENFESTEY,
220 California St., San Francisco

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WATER



OLYMPIA BEER CO.
Agents and Exclusive California Bottlers of the Famous
OLYMPIA BEER
BREWED IN OLYMPIA, WASH.
1423 Sansome St., San Francisco, Cal.



The WELCH GRAPE JUICE CO.
Westfield, N.Y.
Represented by Spohn-Patrick Company.
Case
Quarts, 1 doz. $4.50
Pints, 2 doz ... 4.75
½-Pints, 3 doz. 4.25
8-oz., 8 doz. ... 6.00
½-Gallons, 1 dz. 8.00
Gallons, 6 gal. 7.50



VALLEY BREW LAGER
from
Richmond Bottling Works.
Zimmerman & Ruhland,
Phone Pine 1787.
32d and Clement Street,
San Francisco, Cal.

Champagne.

Veuve Clicquot, qts.	$32.25
Veuve Clicquot, pts.	34.25
Ruinart, Magnums, 6 to case.	30.50
Ruinart, qts, 1 doz to case.	32.40
Ruinart, pts, 2 doz to case.	34.20
Ruinart, ½ pts, 2 doz to case.	18.00
Vintage 1893, qts, 1 doz to cs.	46.50

Brandies.

	Per case
Martell's One Star, 1 doz qts.	$16.00
Martell's Two Star, 1 doz qts.	19.00
Martell's Three Star, 1 doz qts.	20.00
Martell's Three Star, 2 doz pts.	23.00
Martell's One Star, 2 doz flks	18.00
Hennessy's One Star, 1 doz qts	17.50
Hennessy's Three Star, 1 doz qts	21.00
Calif. doz qts.	13.00



Cider
Hammond & Co.
Bottlers
Office and Depot
277 Seventh Street
Phone, Jessie 3371
SWEET CIDER
½ Gal. Bottles,
BOILED CIDER
Quarts .....
Pints .....

Mineral Waters.

Aetna, splits, 100 to cs.	$6.50
Aetna, pts, 100 to case.	9.00
Aetna, qts, 50 to case.	7.50

GINGER ALE
Belfast Ginger Ale Co.,
D. Steimke & Co. Prop's.
All Carbonated Beverages.
COR. UNION AND OCTAVIA STS.

	PINTS.	QTS.
Soda Water	$ .80	$1 50
Ginger Ale.	.80	1.50
Sarsaparilla.	.80	1.50
and Iron..	.80	1.50
Cider	.80	1.50
Cuban Punch	.80	1.50

B
Case Prices, 2 Doz. per Case.

Porter.
(E. & J. Burke's Guinness')

Stone, pts, 8 doz to bbl.	$16.50
Glass, qts., 4 doz to bbl.	14.00
Glass, pts., 8 doz to bbl.	16.50

Specialties of
Hilbert Mercantile Co.

H. B. Ky. Bourbon, per gal.	$2.75
H. B. Ky. Bourbon, Ex spcl.	3.25
Union League Ky. Brbn, AA.	2.50
Union League Ky. Brbn, 1 gal	2.25
El Monte Ky Brbn, 1 gal.	2.25
Maryland, Monogram, 1 gal.	2.75
Forum, Bourbon, 1 gal.	2.00
W. H. McBrayer's Cedar Brook 5 yrs	3.00

Hunter Baltimore Rye.

Per case, 1 doz. 5's	13.00
In 5-case lots	12.50
In 10-case lots	12.00

Hilbert Mercantile Co.

H. B. Bourbon (spcl)	$10.00
H. B. Rye	10.00
H. B. pt. flasks, 4 doz to cs.	12.00
H. B. ½ pt flasks, 6 doz to cs	9.50
H. B. 1½-oz bots, per gr.	12.00
Union League "AA"	8.00
El Monte Bourbon	8.00
Forum Bourbon	7.00
J. Baumgardner Rye	12.00
Maryland Monogram	9.00

W. H. McBrayer's Cedar Brook.

Per case, 1 doz 5's	$12.00
Per case, 2 doz pts.	13.00
Per case, 4 doz ½ pts.	14.50
Per case, 20 doz 1½-oz.	18.50

Jesse Moore Whiskies.

Ex Pony Bourbon.	$18.00	$17.50	$17.00
AA Bourbon	11.00	10.50	10.00
C Bourbon	8.50	8.25	8.00
AA Bourbon, 5 doz, 4 oz.	10.00	10.00	9.75
AA, Pt Flasks, 2 doz.	9.00	8.75	8.50
AA, ½ Pt. Flasks 3 doz.	6.75	6.50	6.25
Old Rye	11.00	10.50	10.00

Jesse Moore Hunt Co.
(In barrels or half barrels)

Extra Pony Bourbon, gal.	$7.50
AA, Bourbon, gal	3.75
B, Bourbon, 1 gal.	3.25
C, Bourbon, 1 gal	2.75
No. 1, Bourbon, 1 gal.	2.25
AA Rye, gal	3.75
C Rye, 1 gal	2.75



STANDARD BOTTLING CO.
BEACH STREET
Between Stockton and Dupont
SOLE AGENTS
LOS ANGELES BREWING COMPANY.
Beer furnished Grocers in Botles or Kegs.

Golden Gate
BOTTLING WORKS.
Blume & Gardner,
Proprietors.

Bottlers of the Celebrated
Standard.
Culmbacher.
Extra Pale.
XXX Porter.
Half and Half.
Lager and Steam Beer in Kegs.
160 Shotwell St.,
Phone: Capp 1761, S. F., Cal.



LANDIS
TONIC
BITTERS
Factory and Salesroom,
1664 Mission St.
Bottles, $7.00 Doz.
1 doz. per case.

Tell Eastern Friends

of the low rates which will be made to

California

March 1 to May 15, 1905

$50 from NEW YORK
$33 from CHICAGO
$32 from ST. PAUL
$25 from KANSAS CITY

Simi ar rates from o.her points. Deposit cost of ticket with agent here, and ticket will be furnished passenger in the East. Te l your friends that now's the time to come cheaply if they buy their tickets via

Southern Pacific

ASK FOR PARTICULARS

City Office
613 Market St.

Phone Mission 238

J. MARSHALL & CO.'S

WORCESTERSHIRE SAUCE

BE SURE and GET the GENUINE

½ Pts., per doz. $1.20
Pts., per doz..... 2.20

NO AGENTS

Office: Cor. 12th and Market Sts.

SHASTA ROUTE

is the way to the great

Lewis & Clark Exposition

Take a vacation trip to the thriving Northwest, visit Portland and see its uniquely interesting exposition. The Shasta Route is famous for its wonderful scenery—Sacramento Canyon, Mt. Shasta, Siskiyou Mountains

LOW RATES

will be made from all points. Exposition opens June 1, closes Oct. 15. Ask nearest agent of the

SOUTHERN PACIFIC

613 Market Street

Attracting Trade

The Market Day.

How to make a market day successful is an interesting topic to many Western merchants.

The first move is to get the merchants of the town in all lines working harmoniously in a merchants' association.

Then appoint a secretary and a market day committee.

Decide on the date of the first monthly market day.

Take the local editors in on the deal and advertise with them. Maybe one of the editors will act as secretary and general manager.

Every merchant should advertise special bargains on his own account and the association should thoroughly advertise the event.

The program and announcement by an Eastern association at their last market day can be used as a guide. It follows:

Free Auction Sale!

All stock and produce brought to Ortonville on Saturday, Dec. 10th, 1904, can be placed for sale at auction. Services of auctioneer entirely free.

As there will be a large number of people here on the above date there will be great opportunities for buying or selling all kinds of stock and produce. Bring in any stock or produce you have for sale and take advantage of the prizes and big market day.

All registrations for prizes or market are free and must be made at McLane & Chapman's machine shed, opposite First National Bank, not later than 1 p. m., immediately after which the prizes will be awarded and free auction sale begin.

Wanted!

10,000 Pounds of Poultry—A. L. Moore will buy all poultry brought to Ortonville on Dec. 10th, 1904, and pay the highest cash market price. Will also pay one-half cent per pound above cash market price in due bills, goods at trade in any store in Ortonville. Bring in your poultry of all kinds, few or many.

A good farm horse or team, about 1200 pounds each. Buyer here, Dec. 10th, 1904, and if satisfactory, sale guaranteed.

$77—Given Away in Cash Prizes—$77.

To farmers living outside the city limits:

For the largest number of people in one load from a distance of 5 miles or over, first prize, $5; second prize, $1.

For the largest number of ladies in one load from a distance of 5 miles or over, first prize, $3; second prize, $1.

For the owner of the farm horse bringing the highest price at the free auction sale, first prize, $5; second prize, $2.50.

For the milch cow bringing the highest price at the free auction sale, first prize, $5; second prize, $2.50.

For the best spring calf, first prize, $3; second prize, $1.50.

For the greatest number pounds of butter, first prize, $2; second prize, $1.

For the greatest number dozen of fresh eggs, first prize, $1.50; second prize, $1.

For the greatest number pounds of poultry, first prize, $2; second prize, $1.

For the largest number chickens, first $1.50; second, $1; ducks, first, $1.50; second, $1.

For the largest number of turkey, first, $1.50; second, $1; geese, $1.

For best sack of corn or potatoes, first prize, $1; second prize, 50 cents.

For best bushel of onions, rutabagas or carrots, first prize, $1; second prize, 50 cents.

For best basket of cabbage, first prize, $1; second prize, 50 cents.

Also 17 cash prizes of $1 each given for first prizes for matching coupons which will be in all the stores of Ortonville on Saturday, Dec. 10th, 1904.

34 Prizes in Merchandise. 54 Prizes in Cash.

All the merchants of Ortonville will make a special effort to display the very best assortment of all holiday and staple goods at rock bottom prices.

Reap the benefit of our special low prices on Saturday, Dec. 10th, 1904. A further inducement is offered in a novel matching of numbers, for cash and merchandise prizes.

The plan as follows:

A number coupon will be issued and distributed to as many farmers as we are able to reach from the best mailing list possible to obtain. Should any fail to receive them, they can obtain coupons by calling on the committeeman, John Nielson, at the drug store, before 12 o'clock, Saturday, December 10th, 1904.

A duplicate number will be issued of each coupon and all merchants will retain a portion of these coupons, and at 1:30 the duplicate numbers will be conspicuousl y displayed in different parts of all stores, the persons matching their numbers first after 1:30 in any store will receive a cash prize of $1; the next two matching their numbers in any store will receive valuable merchandise prizes.

Bring your coupons with you and join the merry hunt.

It will be enjoyable as well as profitable.

SHOULD BE IN STOCK.

A pure grape juice, such as is Welch's is an article pleasant to drink, especially during the warm days of summer, and as there are many people who desire the pure juice of the grape every dealer will find it to his advantage to keep it in stock.

HELPS WIN TRADE.

While "any old thing" is good enough for some customers, there are others who will travel miles to get good butter, good coffee, good eggs and good hams and bacon. The value of all these different lines depends upon their flavor. The store that sells the best wins friends who are glad to spread the news of the palatability of their purchases among their friends.

This fact is what makes the Diamond "C" hams and bacon of the Cudahy Packing Company so valuable an article for grocers to handle. They are the choicest products of the largest packing house in the world. The hogs from which they are made are carefully selected from the thousands brought daily to Chicago. Special care is taken not only in the curing but in the smoking of the meat. The result is that they not only are of wonderful tenderness but have an especially delicious flavor and also have a very attractive appearance.

All these things tend to make them good sellers and grocers who make a specialty of Diamond "C" hams and bacons are very generous in their praise and they do not hesitate to admit that these goods have assisted them in building up their provision business very decidedly.

LESLIE STERILIZED SALT

Free Running (in Pkgs.) for table
Velvet Grain (in Bags) for kitchen
Sold by all Jobbers

WIELAND BROS.

121-123 Clay Street **San Francisco**

Importers and Commission Merchants

SPECIALTIES—Imported and domestic Swiss Cheese, Limburger, Brick Cheese, Edam, Roquefort, etc.; Mackerel, Codfish, Holland Herrings, Olive Oil, Spanish and California Olives, all kinds of Sausages and other delicacies.

SOLE AGENTS for Sierra Cheese, German Breakfast Cheese, Brie, Camenbert, Schloss, Kronen and Neufchatel Cheese.

Poultry and Store Butter

WANTED

POULTRY of all kinds is selling here at high prices. **Store Butter** is also in good demand. Ship us immediately all the Broilers, Fryers, Young Roosters, Old Roosters, Hens, Ducks, Geese, Pigeons, and Turkeys that you can, as high prices are prevailing here now. Satisfaction guaranteed. Cash returns made daily.

We have just received 250 cases of choice **Nevada Water White Comb Honey.** We are offering it at the low price of 10c, 11c, and 12c per frame. Please favor us with an order.

We have 1,000 barrels of **Fancy Flour** on hand that we can sell at $4.00 per barrel. Send us a trial order. Please mark and consign all shipments direct to the

POULTRYMEN'S UNION,
215 and 217 Clay St., San Francisco, Cal.

WILLIAM E. HARM

Kartuffel-Buhr

183-185 Valencia St. Near 13th — Tel. Folsom 1911

Wholesale Dealer in POTATOES, ONIONS BEANS, EGGS Etc., Etc., Etc.

WITZEL & BAKER, Commission Merchants

Telephone Main 718 — 314, 316 BATTERY ST., SAN FRANCISCO, CAL.

Fancy Creamery Butter and Ranch Eggs Our Specialty

Babbitt's Standards.

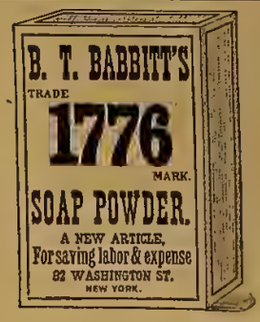
ALWAYS UNIFORM!
ALWAYS RELIABLE!
ALWAYS THE BEST!



B. T. Babbitt's Concentrated Lye,

The ready soap maker—a powerful disenfectant—an excellent fertilizer for dipping prunes, spraying trees, etc.

Manufactured by
B. T. Babbitt, (Inc.) New York City.



The C. B. JENNINGS CO., Agents, 121 California St., San Francisco, Cal.



WILLIAM CLUFF COMPANY

WHOLESALE GROCERS

SOLE AGENTS

SAN FRANCISCO CAL.

IRVINE STANTON COMPANY

WHOLESALE GROCERS

Farm and Dairy Produce

Consignments from Interior Merchants Solicited

211-213 Clay St. San Francisco, Cal.

TOBOGGAN

MAPLE SYRUP -- IT IS BEST

Pacific Coast Syrup Co.

SAN FRANCISCO

THREE REFINERIES: SAN FRANCISCO, PORTLAND and SEATTLE.



GUSTAV LIEBOLD PHONE SOUTH

GAMBRINUS BOTTLING CO.

Sole Agents and Bottlers of

Gambrinus Brewing Co.'s

PORTLAND, OREGON

SELECT PILSENER LAGER BEER

OFFICE AND BOTTLING WORKS

160 Thirteenth St., near Folsom, S. F.

PETERS BROS., BALTZ & DITTMANN

PROPRIETORS

The California Brewing Co.

Douglas Street, bet. 17th and 18th

SAN FRANCISCO, CAL.

REMOVED

PATRICK & CO., RUBBER STAMPS

111-113 SANSOME STREET

One block south of old location.



WE ARE NOW SELLING

The New

L. C. Smith & Bros. Typewriter

WRITING IN SIGHT.

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L. & M. ALEXANDER & CO. 110 Montgomery St., S. F.

Branches: Portland Los Angeles Seattle

Highest Grade Package Goods for Family Trade

ROYAL AND QUEEN'S TASTE

(1 lb packages) (4 lb cartons)

Macaroni, Vermicelli and Spaghetti

ROYAL ITALIAN A. B. C. PASTE, in 1 lb papers
GOLDEN GATE EGG NOODLES, in ½ lb papers

For Sale by all Jobbers

WELCH'S GRAPE JUICE

IT is easy to imagine yourself sitting in a vineyard, eating fresh, ripe, delicious grapes when you are drinking WELCH'S GRAPE JUICE. And the best part of the treat is that the pulp, skins and seeds are eliminated. All the fragrance, color, tart sweetness and wholesomeness of the grape remain in their natural state. The Welch Process is the only one that gives this perfect result without the use of adulterants and preservatives.

Welch's Is Guaranteed Pure.

WELCH'S GRAPE JUICE

IS DESERVEDLY CALLED

"Nature's Finest Food and Drink"

It is being recommended more and more by physicians as the perfect food-drink. Its consumption, as a delicious beverage, is increasing rapidly, as its claims to popularity become generally known through the magazines and those who have tried it and know how good it is.

Now is the Time to Order!

Place an order with your jobber now. We furnish signs, window displays and other attractive advertising matter. We are doing more and better general advertising this year than ever before. With your co-operation, we can and WILL bring you a splendid Grape Juice trade.

Welch's Grape Juice

received Highest Award at the World's Fair, St. Louis. Of far more value was the advertising we received from the dispensing of 20,000 gallons in 3-ounce glasses. Every glass of WELCH'S GRAPE JUICE makes a convert.

SOLD BY ALL JOBBERS.

THE WELCH GRAPE JUICE CO.
WESTFIELD, N. Y.

SPOHN-PATRICK COMPANY
Agents
16-18-20-22 Front Street, San Francisco, Cal.

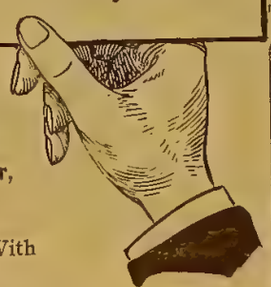
This elaborate border represents the lithographed Window Panels (a Concord Grape Arbor.) The design is artistically executed and the color scheme very natural. The dealer desiring to make an attractive window display should apply to SPOHN-PATRICK COMPANY.

THE RETAIL GROCERS ADVOCATE

A. H. POWERS, Editor | SAN FRANCISCO, CAL., MAY 12, 1905 | Vol. 10, No. 19

M·J·B·COFFEE
SELECTED WISDOM

You can't stop reading this if you try – try now



WORK BRINGS HAPPINESS

The Only Really Unhappy, Rich or Poor, Are the Idle.

Your Customers Keep the Dealer Busy With Repeat Orders When He Sells

M. J. B. COFFEE

IXL - Kapp and Street - W.G.M.

TAMALES

IN

KEY-OPENER CANS



THE ORIGINAL

Powdered

STOVE POLISH

Mixes with water instantly. Advertised everywhere

OUR GUARANTEES:

To give SATISFACTION or your MONEY BACK
To give a QUICK, BRILLIANT LUSTRE
To give Dealers a GOOD PROFIT

PRICES 5c Size, 3 Doz. to case, per case, $1.50
10c " 3 " " " " " " 2.50

SPECIAL DEAL SIX PACKAGES FREE in every case of 3 dozen

R. A. HOLCOMBE & CO., Agents 20 PINE STREET San Francisco, Cal.

THE SAN FRANCISCO

BOARD OF HEALTH

ENDORSES

ALL BORDEN BRANDS

See "Official Bulletin" for March, 1905

Borden's Condensed Milk Co., N. Y.

Established 1857.

The Originators of Condensed Milk

Quality Confidence

These are the Elements Needed for Grocers to Secure Trade Now Going to Coffee Peddlers.

Our Goods Possess the **QUALITY** — "PONCE DE LEON" Coffee is the Best in the World
Our Advertising Helps Give the CONFIDENCE.

You Can Win and Hold the Best Trade with

Best in the World

Ponce de Leon

Quality Unsurpassed
Flavor Delicious

COFFEE

At All Leading Grocers
Porto Rico Co



To Help San Francisco Dealers we Have:

Striking Displays on the Main Streets

Artistic Signs in the Street Cars

Attractive Designs on Theatre Curtains

Conspicuous Notices in Theater Programs

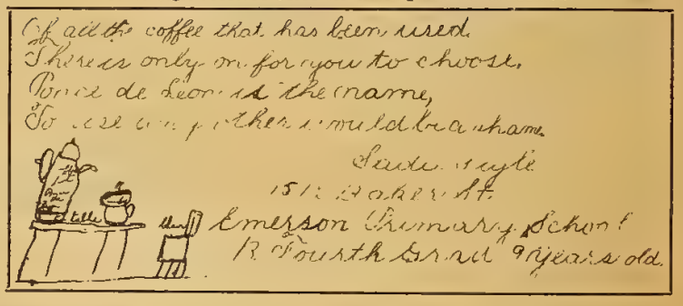
Help One of Your Customers Earn $5.00

We are helping Retail Grocers advertise their stores and our **PONCE de LEON** by our plan to

PAY SCHOOL CHILDREN FOR WRITING ADS.

Every Grocer has a chance to win the favor *of* some customer by helping a child of the house get $5.00. We print these ads. each week in the "*Evening Bulletin*" *of* San Francisco.

Sadie Sigle received $5.00 for Writing this Advertisement


Of all the coffee that has been used.
There's only one for you to choose.
Ponce de Leon is the name,
To [illegible] other's mild but true.
Sadie Sigle
151 Baker St.
Emerson Primary School
R. Fourth Grade 9 years old.

Gold Watches for Grocers

To add to the interest of the Retail Grocery Trade in advancing the Sales of **PONCE DE LEON** Coffee, we have decided to give

6 Gents' Solid 14-Karat Waltham Gold Watches, Value $60 Each, to our Friends.

To Get One Entails No Cost Nor Extra Labor.

Read the Terms: We will give Watches to Each of the Two (2) Retail Grocers of San Francisco, and to Each of the Four (4) Grocers in the Interior, whose Invoices show that they have purchased the **Most Pounds** of our **Sealed Cans** of **PONCE de LEON COFFEE** between April 15th and August 15th, 1905. **WATCHES GUARANTEED TO BE SOLID, 14-KARAT GOLD.**

GET IN LINE—GET A PROFIT—GET A SPLENDID GOLD WATCH

THE PORTO RICO COMPANY

587-589 HOWARD STREET San Francisco, Cal.

IT COSTS MORE BUT "A1" FLOUR Is Worth the Difference



This is what more than **700** of the BEST GROCERS around San Francisco Bay are saying to their customers,

AND THEY GET A GOOD PROFIT ON EVERY SACK

IT ALWAYS GIVES SATISFACTION

Why "A1" Flour IS BETTER:

Our "**A 1**" FLOUR is manufactured from only the HIGHEST GRADE of the **BEST CALIFORNIA and EASTERN** Wheats. We have, by much investigation and research, produced a blend which includes enough Eastern wheat to cause "**A 1**" to be **More Glutinous** than other flours on the market and therefore **More Nutritious.**



It Makes More Loaves per Sack

THE PRICE CANNOT BE CUT

GLOBE GRAIN & MILLING CO.

MONTGOMERY AND CHESTNUT STS., SAN FRANCISCO, CAL.

Telephone Bush 759.

(Please mention the ADVOCATE to Advertisers. It helps us materially.)

SUPERIOR

TO ANY HAM EVER USED IN OUR BUSINESS

THE TASTE TELLS

SACRAMENTO'S LEADING RETAIL GROCERS SAY:



NOTHING IS QUITE SO GOOD

SACRAMENTO, CAL., May 8, 1905.

Cudahy Packing Co.,
San Francisco, Cal.

GENTLEMEN:—We have sold a good many carloads of your "Rex" hams with pleasure and profit to ourselves, and the entire satisfaction of our trade. We have felt that they were the very best ham on the market. But after thorough test and careful comparison of quality, cure, trim and flavor, we have become convinced that your Diamond "C" is even a better ham than "Rex" and fully equal to, if not superior to any ham ever used in our business.

Yours very truly,
THE AMERICAN CASH STORE
By F. B. FANCHER, Sec'y-Treas.



FINEST IN FLAVOR AND APPEARANCE

THE TASTE TELLS

"THE TASTE TELLS"

THE TASTE TELLS

ONE CUSTOMER
TELLS ANOTHER THE VALUE OF

Wedding Breakfast
COFFEE

It Increases Business



Makes Business a Pleasure

Aged and Cured 5250 Feet Above Sea Level
(AND IT SELLS)

NASH-SMITH TEA AND COFFEE **CO.**

Purveyors to Coffee Connoisseurs

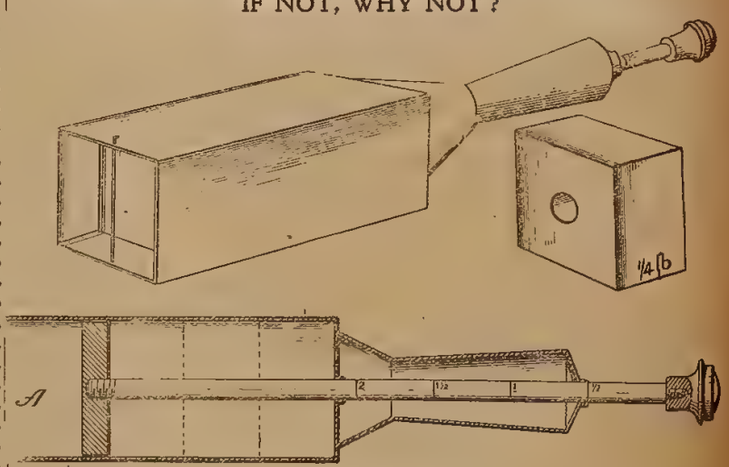
DENVER — ST. LOUIS

FRANK B. PETERSON & CO., SAN FRANCISCO

ARE YOU MAKING MONEY
ON YOUR

Butter and Lard?

IF NOT, WHY NOT?



LONGSTRETH'S
LARD AND BUTTER CUTTER

Solves this Important Problem. Secures Accuracy and Saves Waste.
Guarantees a Sure Profit. Write for Particulars to

W. C. LONGSTRETH

927 E. Second St. Los Angeles, Cal.

Retail Grocers' Advocate

CALIFORNIA RETAIL GROCERS' AND MERCHANTS' ASSOCIATION — OFFICIAL PAPER — RETAIL GROCERS' ASSOCIATION

Vol. 10 — SAN FRANCISCO, CAL., MAY 12, 1905 — No. 19

THE RETAIL GROCERS' ADVOCATE

Published Every Friday by
ADVOCATE PUBLISHING CO.

Subscriptions:
One Year $2.00
Single Copies ..... .10

PUBLICATION OFFICE:
456 MONTGOMERY STREET.
Rooms 413-414. - Tele. John 2601

Entered at the Postoffice at San Francisco as Second Class Matter.

Points to Watch

ROYAL BAKING POWDER—
Deal on "Royal" will positively end on May 20th. There is no probability of its renewal for another year at least. Grocers will do well to take advantage of the exceptionally low prices prevailing at present. All orders must be in jobbers' hands before the 20th.

CANNED SALMON—
Kelley-Clarke Co., in a strong circular insist that salmon will be higher soon. See the Review of the Grocery Markets.

MAPLE SYRUP—
There is a crop shortage with higher prices and indications of further advances.

RICE—
The market has advanced ¾ cent in the past ten days, and as the mills in the South are closed down, importers look for still further advances and at once.

PRUNES—
Prices have advanced and there is a very firm tendency owing to the certainty of a short crop.

TEA—
Prices have advanced since this season's opening in Japan, where there is an estimated shortage of 20 per cent in the crop due to the cold wet weather.

HOLLAND HERRINGS—
Stocks in Vlandingen entirely cleaned up, and recent sales to United States made at figures much higher than previously. As light stocks in importers' hands become diminished, higher prices are predicted here.

STRONG RECOMMENDATIONS.

When the leading merchants in any line of business unite in unqualified praise of some particular article they carry, there can be no question as to its value.

It is worthy of note that the firms who speak in praise of the Diamond "C" hams and bacons of the Cudahy Packing Company are invariably the largest grocery stores in their respective communities. The recommendations of the Diamond "C" hams and bacons are in no wise perfunctory. They speak explicitly and with enthusiasm. In every instance they have declared that through selling Diamond "C" hams and bacons they had increased their trade because of the delicious flavor and splendid quality of the goods which had pleased their customers and had resulted in bringing people to their stores who did not trade with them formerly.

BIGGEST AND BEST.

Picnic for 1905 Surpasses All Previous Efforts of San Francisco Grocers.

Owing to unavoidable circumstances, the Advocate is not giving as full an account of the picnic of the San Francisco Grocers' Association as usual this year. We print, however, those lists in which the association members will be most interested. The picnic was held at Schuetzen Park on Wednesday, May 10th.

The crowd was larger than usual.

The day was perfect.

Universal praise was accorded Vice-President Connolly and his untiring assistants, J. Wm. Offermann and Chas. Suss, for their splendid management of the floor.

The wheel of fortune proved a source of interest to everybody on the grounds as long as the prizes lasted. If there had been 500 more prizes, they would have gone easily. The prizes were such as to cause much favorable comment.

The games were conducted to the satisfaction of everybody with John McGuire as director.

The bowling alley was well patronized.

The ladies' guessing contest was a center of interest. The names of the winners were not announced.

The names of the winners in the members' target shooting could not be secured for publication.

J. Schwormstede won the scale in the members' drawing contest. His number, 79, was the one drawn first from the wheel. The members who participated will find their numbers opposite the number of the prize they drew in the following list:

Members' Drawing.

1st, prize 79; 2d, 67; 3, 100; 4, 104; 5, 137; 6, 150; 7, 7; 8, 95; 9, 3; 10, 131; 11, 110; 12, 11; 13, 26; 14, 88; 15, 120; 16, 83; 17, 126; 18, 70; 19, 15; 20, 52; 21, 6; 22, 38; 23, 53; 24, 142; 25, 63; 26, 138; 27, 90; 28, 97; 29, 68; 30, 84; 31, 22; 32, 75; 33, 41; 34, 4; 35, 112; 36, 51; 37, 109; 38, 27; 39, 5; 40, 33; 41, 153; 42, 29; 43, 113; 44, 159; 45, 128, 46, 149; 47, 13; 48, 47; 49, 105; 50, 57; 51, 17; 52, 86; 53, 111; 54, 36; 55, 92; 56, 132; 57, 77; 58, 60; 59, 117; 60, 73; 61, 21; 62, 56; 63, 62; 64, 114; 65, 14; 66, 99; 67, 24; 68, 82; 69, 145; 70, 23; 71, 32; 72, 54; 73, 45; 74, 8; 75, 50; 76, 10; 77, 122; 78, 108; 79, 158; 80, 18; 81, 140, 82, 130; 83, 19; 84, 16; 85, 34; 86, 160; 87, 2; 88, 127; 89, 1; 90, 121; 91, 116; 92, 129; 93, 141; 94, 37; 95, 25; 96, 12; 97, 42; 98, 148; 99, 124; 100, 72; 101, 157; 102, 49; 103, 58; 104, 103; 105, 161; 106, 64; 107, 69; 108, 31; 109 48; 110, 61; 111, 107; 112, 119; 113, 151; 114, 123; 115, 139; 116, 18; 117, 76; 118, 87; 119, 144; 120, 96; 121, 98; 122, 89; 123, 44; 124, 146; 125, 35; 126, 46; 127, 125; 128, 74; 129, 115; 130, 55; 131, 133, 132, 81; 133, 136; 134, 143; 135, 40; 136, 118; 137, 135; 138, 59; 139, 9; 140, 134; 141, 30; 142, 43; 143, 156; 144, 152; 145, 154; 146, 102; 147, 155; 148, 94; 149, 78; 150, 65; 151, 85; 152, 91; 153, 20; 154, 106; 155, 71; 156, 147; 157, 101; 158, 66; 159, 93; 160, 28; 161, 39.

The Clerks' Drawing.

The clerks holding the following numbers drew the prizes affixed opposite their respective numbers. Clerk holding number 195 was awarded the first prize, etc.:

1st, 195; 2d, 124; 3, 193; 4, 135; 5, 192; 6, 131; 7, 102; 8, 41; 9, 133; 10, 95; 11, 27, 12, 189; 13, 191; 14, 66; 15, 159.

The Gate Prizes.

Ticket No. 765 won the first gate prize.

The numbers that won prizes have been arranged by hundreds in order

(Continued on Page 29.)

FLOUR MILLS ROASTED.

Oakland Grocers Grill the Concerns That Encourage Cutters.

The flour mills that have refused to protect the retail grocers of the Bay cities in their profits could have listened with much profit to the discussion that came up at last Monday night's meeting of the Alameda County Grocers' Association. The discussion was precipitated by a letter from the Hammond Milling Company, expressing a desire to list Queen Anne flour (which would cost the retail dealer $1.15) at $1.40 per sack and asking the Association to advertise the fact to its members.

H. D. Cushing of Oakland said that to pass intelligently on the matter he thought the members should understand the situation thoroughly and explained as follows:

"Representative grocers from Oakland, Alameda, Berkeley, West Berkeley and San Francisco held a conference with representatives from the difference mills of San Francisco about six months ago to ask them to fix and maintain a selling price that would leave a margin of 15 cents a sack. Every mill was represented. We then assured the mills that, if they would grant our request and control the cutters, we on our part would agree, among other things, not to handle Oregon and Washington flours.

"Only one mill granted our request. This was the Globe Milling Company, whose flour all of you gentlemen are now selling.

"The other mills not only would not grant our request but have done everything they could to interfere with an honest understanding of conditions among the retailers that would, unquestionably, force them to do justice to the trade.

"Under the circumstances, I do not see that there can be any objection to granting the request contained in this letter. I do not know anything about the quality of Queen Anne flour, but I do know that the Hammond Milling Company has agred to maintain its prices while the other mills persist in leaving us at the mercy of the cutters, and I think we should show our appreciation."

Mr. Powers of the Advocate advised grocers of Alameda county that it would be unwise at the present time to make any entangling alliance with the Oregon or Washington mills. Mr. Powers called attention to the fact that the California flour mills were now in a compact organization and that it was very probable that the desired protection would be granted to retail dealers shortly. He explained that the matter had been discussed by the managers of the State Grocers' Association and that there was a general feeling among those gentlemen that it would be wiser to take no definite step with regard to Queen Ann flour.

'Frisco Fails in Duty.

Mr. Cushing stated that there was no question of Oakland being glad to assist in the work of maintaining prices. He called attention to the fact that the San Francisco grocers had done nothing to uphold flour prices or the making the mills feel that the grocers honestly desired a profit on flour. He thought it would be a poor policy for them to help maintain any price when the grocers of the other cities of

(Continued on page 28)

PRAISE FOR PAULDING.

Many Merchants Gather To Wish Him Good Luck.

A DINNER IN THE SKY.

Interesting Trade Talks By Well Posted Business Men.

HOPE FOR THE FUTURE.

Caustic Comment On the Condition of Association Affairs in San Francisco.

Never has there been such a representative body of retail grocers gathered together in San Francisco as that which met last Thursday evening at the Spreckels cafe, on the fifteenth floor of the Call building to join in tendering a farewell banquet to J. F. Paulding, who returned this week to his labors in Los Angeles.

Mr. Paulding was also the recipient of a beautiful silver coffee set handsomely and appropriately engraved.

There were thirty-three gentlemen seated at the table when the toastmaster, Mr. Frank B. Connolly, requested them to be seated. The table was set in L shape in the northwest corner of the banquet hall. It was daintily garnished with flowers.

As the black coffee was served, Mr. Connolly rapped for attention and spoke briefly. Among other things he said:

MR. CONNOLLY'S ADDRESS OF WELCOME.

It gives me great pleasure to be able to see seated at this table so many of the most influential and representative grocers of Oakland, Alameda, Berkeley and San Francisco. Even Los Angeles is represented to do honor to the gentleman who came to our city eight or nine months ago and who has done so much to better trade conditions since then.

We are sorry indeed to have him leave us. But our loss is Los Angeles' gain.

I am satisfied that every gentleman seated at this table thinks as I do when I say that Mr. Paulding has done his work well and that the grocers of San Francisco and other cities around the bay will be very sorry to see him depart. I am glad to say that the work of Mr. Paulding will be taken up where he leaves off by Mr. Thurlow, a man of splendid attainments and we hope and feel certain that he will carry the work to success.

I have known Mr. Paulding for two years now. I have found him an honest and efficient worker. Although I have been the secretary of the State Association I am a grocer and my business demands a greater part of my attention. I do not hesitate to say that to Mr. Paulding is due practically all of the credit for the accomplishments of our State Association since the convention. He can does in the matter of securing the passage of various laws at the Legislature, in collections and the issuance of our reports.

I want to say that I am satisfied that the purchasing power of the gentlemen seated around this table alone, is sufficient to warrant their securing the respectful consideration from any manufacturer for any proposition they might make. If to the influence of these individuals is added the influence of their personal friends among the grocers of the bay cities, I am satisfied that they could secure anything they might ask for. This will be especially true in regard to inducing manufacturers to maintain a proper selling price for their specialties. Since we are all in business to make money I am satisfied that the matter of maintaining prices will be the ultimate paramount issue of the grocers' associations of the United States.

You will note that in one course of our dinner we were served with Petaluma spring chicken "a la Connolly," of course to indicate, I suppose, that if it was a genuine Petaluma spring chicken it must be like me. I want to say that, though I was born in Petaluma, and therefore I may be a Petaluma chicken,

SNIDER'S CELEBRATED SAUCES

ARE A CREDIT TO

THE HOUSE THAT MAKES THEM

THE MERCHANT WHO SELLS THEM

THE HOUSEWIFE WHO SERVES THEM

WHY?

They Are Satisfactory in Every Particular

The House That Snider Built

Rests on a foundation that insures

PERMANENT SUCCESS

THE SNIDER BRAND WAS STARTED A QUARTER OF A CENTURY AGO IN MRS. SNIDER'S KITCHEN.

TODAY THE T. A. SNIDER PRESERVE CO., CINCINNATI, OHIO, OWN AND OPERATE 11 FACTORIES.

SNIDER SNIDER SNIDER SNIDER SNIDER SNIDER SNIDER



QUALITY

Snider's Condiments Have the Largest Sale in the World

Quick and Sure Sellers are Profitable to Handle. Order from your Jobber.

SPOHN - PATRICK COMPANY

AGENTS

16-18-20-22 Front Street, San Francisco, Cal.



I can hardly be called a spring chicken in truth, because that happy event occurred 29 years ago to-night. I take pleasure in this banquet because I feel that I am celebrating my birthday in a way that I can well feel proud of in the years to come.

We have around our board several gentlemen whom we expect to talk to us of matters of great moment to the grocery trade. The first of them is Joseph A. Stulz, who is one of the fathers of association work in this city. He has a reputation not only in San Francisco, but all over the United States. I accompanied Mr. Stulz to Cincinnati and found on arriving there that he was easily the most popular grocer in the convention. I now take pleasure in calling upon our well tried friend.

Mr. Stulz was greeted with warm applause as he rose to speak. Among other things, he said:

Stulz Speaks for Profits.

Gentlemen and Mr. Toastmaster—This reception is very gratifying. It is also very gratifying to me to see so many grocers of high standing seated at the same dinner table.

I can remember the time when I first began to think of association work. The grocers hardly recognized each other as they passed. It was not an unusual thing for a grocer to load up his wagon with empty boxes and drive through another grocer's neighborhood to make him feel that business was being done there.

I agree with Mr. Connolly that the matter of securing profits must be the paramount issue of grocers' associations. Expenses are higher. Clerks' wages are higher. Many of our most profitable lines of business are being taken from us. The coffee peddlers are making encroachments on our trade. The butter and egg peddler is also taking some of it.

The manufacturer has the right to fix prices at which his goods must be sold. If the grocer demands it of him and if the organization is of sufficient power to enable them to enforce their demands, the manufacturer will be glad to fix prices so that there will be a profit for the retail dealer.

Individually, the retail grocers can accomplish nothing. If they put their shoulders to the wheel together they will get there.

Los Angeles is successful. Sacramento is successful. We have their representatives here to tell you how they did it. You will find from them that it was only by standing together that they secured their results. They did not have any one among the managers of their association to interfere with the progress of the work that was being attempted for their organization.

When the State Association began about five years ago it was a little pup. Now it is a big watch dog. I have never felt so confident of its success as I do to-night. The men seated at this table are the source of its strength. We need all the assistance they can give us.

We need combined effort to secure different methods of handling our leading staples. I think you will all agree with me that we do not get profits enough to pay us for the amount we have invested and the time we employ. Specially do we fail in getting enough profits on our leading staples.

To change this we must have the co-operation of the manufacturers who are willing to help us.

Mr. Paulding has done splendid work for the grocers of the State. His duties have been faithfully performed. I am almost sorry to have met him, for just about the time we have learned to love him he is leaving us.

Mr. Connolly here introduced Harry R. Blair who, he explained, had been the secretary of the Sacramento association for sixteen years and had frequently brought success out of failure for the grocers of that city.

Mr. Blair stated that as a traveler for one of the wholesale grocery houses of Sacramento he had been surprised at the foolishness of the grocers in handling sugar. All were selling it without a fair margin and each one was trying to find out what his neighbor was selling it at and would then sell for the same price or perhaps a little lower.

He had begun his work by asking each grocer he called on one Monday morning if they would be willing to sell sugar at a certain figure on the Thursday following providing all the other grocers of the town agreed to do so, too. Without a single exception, each stated that he would agree but that the others would not do so. They all kept their agreement and the present grocers' association was organized on account of the mutual interest that was then established.

Mr. Blair then continued:

How Sacramento Won Wisdom.

When our association was first formed, the grocers were selling flour on a margin of 4 per cent. We had 52 members out of about 80 grocers. These 52 men represented nearly all of the better class of grocers in our city.

We went to the mills and told them that we wanted a profit and if we got what we wanted we would be willing to confine our sales to their flours. We added, however, that if we could not get profit on their goods, we would introduce outside flours on which we could make money.

We were able to make such a showing of strength that the mills were glad to accede to our request.

There is no reason why San Francisco should not be able to secure the same results. To be sure this is a much larger city than Sacramento, but it can be handled if it is properly organized, just as an army must be properly officered. A captain can control a company. A battalion can be handled by a colonel. You must have a major general to command an army.

In Sacramento we have a fairly large company. It is well officered and has an effective executive committee. We get what we want and we get it without unfriendly feeling, because the manufacturers know our strength and respect it.

Get Profits on Baking Powder.

This was well illustrated a few years ago when the representative of a certain baking powder of national reputation went to a half dozen of our stores and found that they did not seem to carry his goods in stock.

When he urged the grocers to buy, they told him they had all they needed. When he insisted that it was evident they did not have any in stock, they stated that he was mistaken, that they had the goods but that they kept them out of sight under the counter and that they would only sell his baking powder when they absolutely had to because the manufacturers allowed the price to be cut to such an extent that there was no profit in handling them.

When he found that this same condition of affairs extended all over town, he immediately communicated with his house in San Francisco and the head of the firm came to our city and was very glad to enter into an agreement to force the cutters to maintain the price on his goods.

Why did he do this?

Because he had to.

The manufacturer is the man who should protect you in your profits.

I think we honor ourselves by coming to a table to honor a man like Mr. Paulding. How thoroughly he has done your work you can understand from the following fact. One day, during the recent session of the Legislature, I went to one of our bright lights in Sacramento (I refer to Mr. Faucher, who was once Governor of North Dakota) and asked him if he would not be willing to spend some time at the Capitol in order to help out Mr. Paulding. Mr. Fancher said "Help him out! He don't need any help. I want to tell you right now that Mr. Paulding is as good as twenty men."

Mr. Blair's remarks were frequently interrupted with applause. As he concluded, Mr. Connolly informed the gentlemen present that the San Francisco Grocers' Association had among its directors a young man who was energetic, honest and capable; a man who had had splendid training in the grocery business and had then won success as the manager of his own store. Mr. Connolly then introduced Mr. George B. Doyle, assuring his hearers that Mr. Doyle never spoke unless he had something to say and that he then spoke fearlessly.

Mr. Doyle among other things said:

The Fault of the Dealer.

While I am a novice as a speaker, I am old in getting profits. I think that the man who puts his money into a business is entitled to a return for his investment. I want to say now that if a man asks for it right and goes about it in a business-like manner, he is going to get the profit.

Every other interests that has anything to do with the distribution of goods gets paid for their work. The manufacturer gets his profit. The broker gets his percentage. The jobber, the billboard man, the newspapers and all the rest get their share.

The retail grocer distributes the goods. But where does he get off at?

Usually the more the goods are advertised and the greater the amount sold, the less returns do the grocers get for the money they have invested.

It is their own fault in almost every instance.

The dealer has not the manhood to demand his rights. He allows the manufacturer to load him up and then sell some dealer a larger quantity at a less price and allows that dealer to set the selling price at a figure that leaves no profit for any body else.

There should be a fixed retail price set by the manufacturer on his specialties. This is particularly true of flour.

The conditions that rule at the present time are preposterous. Our clerks get dirty handling the sacks. It has to be taken out in wagons. We have to carry it on our books and very frequently

Do Not Neglect the Means which are Essential to Secure Success



AS a rule people who relish Olives and other table dainties sooner have none at all than be obliged to accept inferior goods. *Therefore* if your sales are not what they should be, you will know where the difficulty lies.

You Need High Grade . . .

OLIVES AND OLIVE OIL

"WHITE LABEL" Queen Olives, Manzanilla Olives, Pim Olas and Baby Pim Olas, Nicelle Olive Oil ARE WHAT YOU WANT



PACKED BY

The Seville Packing Co.

Exclusivists in Olives and Olive Products

New York City. Seville, Spain.

Spohn-Patrick Company

Pacific Coast Agents

16-18-20-22 Front Street San Francisco, Cal.

BRANCH HOUSES

Los Angeles Portland Seattle
Denver Salt Lake City

A MATTER OF HEALTH

ROYAL



BAKING POWDER

Absolutely Pure

HAS NO SUBSTITUTE

All Grocers should carry a full stock of Royal Baking Powder. It always gives the Greatest Satisfaction to customers. and in the end yields the larger profit to the Grocer.

we have to turn the account over to our Association to collect. We do this on a number of cents per sack.

There is no sense in our doing this sort of thing. We should only push those brands of flour on which we make a good profit and on which there are guaranteed profits to you.

The grocers of San Francisco would do well to agitate earnestly in demanding this protection as they have united in other cities and would refuse to sell any brand of flour where all they got was the privilege of handling it, we could have it in two days.

I have been working with Mr Paulding now for nearly a year. I am sorry the Pacific Coast Association could not retain his services. I am sure however that he has planted seeds in fertile ground and hope that in a year from now we will have at least fifty articles in this market, the price of which is protected by the manufacturer.

When the applause accompanying Mr. Doyle's remarks had died away, Mr. Connolly introduced A. H. Powers, of the **Grocers' Advocate**, stating that he had been closely connected with the management of the association movement for the last ten years and had given freely of his time, his money and thought to better the conditions of the grocery trade. He spoke of Mr. Powers as an indefatigable worker and asked him to speak on the relations of the grocers' associations to the trade press.

Among other things, Mr. Powers said:

Value and Necessity of Publicity.

The trade press is absolutely essential to give to the grocers the measure of publicity without which they can neither reward their friends adequately or punish their enemies sufficiently. The **Advocate**, now and always, has been ready to give to the retail grocers of the Pacific Coast the assistance that is essential if they are to secure success in their Association work.

The first essential for effective effort on the part of the retail grocer is a strong organization. The members of the Association must be able to get together and consider the condition under which they work. The individuals may then give proper consideration to the various trade abuses and decide what should be done to effect a cure. It then becomes necessary to call these things to the individual grocer in order that the Association may be sure that each will know what is expected of him.

It is not enough to do this once or twice. It must be done again and again in order that the individuals may not forget their responsibilities or the possibilities that lay before them.

The manufacturer who goes out of his way to help the retail dealer get profits, is not a philanthropist. He does not take this step because he loves the dear grocer. He does it because he thinks it will benefit the sale of his goods.

This result follows if the proper publicity is given to his effort to better the conditions under which his goods are sold by the trade. It follows, therefore, that if the retail grocers are able to guarantee the manufacturers satisfactory publicity should he agree to co-operate with the trade, that the manufacturer will be the more willing to do as he may be requested.

It also follows that the manufacturer who refuses to treat the trade properly is going to reform if he thinks that his unfair action will be heralded broadcast and that, instead of profiting by his methods, that he will lose money and trade thereby.

I need only refer to the way in which the **Advocate** has been placed at the disposal of the retail grocers in the past to assure that the grocers will have the same aid in securing publicity in the future. It remains with them as to how general its circulation shall be and to what extent the effectiveness of its assistance shall be increased.

Toastmaster Connolly then introduced Henry D. Cushing of Oakland. He spoke of him as a forceful and conservative man whose ideas were respected not only by the grocers of his own community but wherever he was known. Mr. Cushing said:

Boasts Frisco Grocers.

We all agree with Mr Powers as to the trade paper must act in order to help the grocer, its and the necessity for the use of some means of bringing about concerted action. We recognize too the importance essential for success of a complete and harmonious organization and we feel that the grocers of San Francisco are not able to give us the assistance in bettering trade conditions that we would be poor policy for us to seek to raise the average of profits above that prevails in the Bay cities.

There is no question but that the grocers are themselves to blame for existing conditions. I agree with Mr. Doyle that conditions will not be changed until the dealers themselves demand that the change be made.

Had the San Francisco grocers made a move as they should have we would have secured the price on the well established standard brands of flour long ago. As it is, I am satisfied that out of the 200 leading grocers of Alameda county, at least 175 are pushing the sale of the flour of the Globe Mills, which was the only one of the local mills that would agree to maintain a fair retail selling price on their flour. We are able to do this because we all know that, while we are getting a profit for ourselves, we are giving our customer a good article.

We hope the San Francisco grocers will get together before long and work with us so that we can have a chance of securing a profit on all our brands of flour.

Mr. Cushing's remarks were warmly applauded.

When he was seated Mr. Connolly explained that they had expected to call upon Mr. Sill, president of the Alameda County Association, to follow Mr. Cushing, but he regreted to say that Mr. Sill had been kept away by serious illness in his family. Mr. Connolly also explained that Mr. Salomon, president of the local organization, was attending a meeting of a committee.

He then stated that although it was early in the evening, they might expect the sun to rise shortly and that, like all the rising suns in California, it would be a bright and shining light. He then explained that Charles A. Son was a guest at their banquet. Mr. Son had drafted the anti-trading stamp law which was passed by the last session of the Legislature and would speak to them with regard to its possible results.

Mr. Son, in his initial remarks, said that he did not know whether to be honored or ashamed to be at the table. He rather thought that he should be ashamed to be associated with men who seemed to be so lacking in sense as to continue doing business without a profit. In referring to the anti-trading stamp law he said:

State Association Scored Results.

The committee made up of representatives from the various associations of merchants of San Francisco, which included representatives from your State Association and your local Association, has made every arrangement to enforce the anti-trading stamp law as long as it remains on the Statute books and until the Supreme Court says it is not good law. Your committee has spared neither labor nor expense to follow the work up. It has laid its plans to give the law a full defense and see that the trading stamp companies are not allowed to secure a decision on a faked-up case. Besides Mr. Allan Wright and myself, the committee has retained the services of Mr. John Garber, who is a leader of the bar of California, and is recognized as one of the best constitutional lawyers in the United States.

You all have seen the start of trading stamps. I think we can soon show you the finish of the system.

I want to say now that the State Grocers' Association is entitled to more credit than any of the other influences brought to bear for securing the passage of the anti-trading stamp law. There were many men whom I interviewed in regard to the matter and it was a very general instance to have them show me letters they had received from their constituents asking them to vote for our measures and they did not hesitate to tell me that they would obey the re-

Mr. Son spoke eloquently of Mr. Paulding's efforts at Sacramento. He told the grocers that they would have to thank Mr. Paulding for the passage of two of their laws since both of them at different stages seemed deader than a door nail and that it was only by the clever and energetic work of Mr. Paulding that they were revived and finally brought to a successful issue through the influence behind him. He concluded with the statement that Mr. Paulding was the best lobyist he had ever met.

The banqueters listened with much interest to Mr. Son's remarks and were warm in their applause as he sat down.

Mr. Connolly then introduced Ludwig Warnke of Alameda as one who had served the State as secretary for two years and had worked enthusiastically for the grocers of California, practically without remuneration for himself since, even when he devoted his entire time to the affairs of the association, he only asked for sufficient pay to meet the cost of extra clerk hire and other special expenses made necessary by his neglect of his own business.

Mr. Warnke laughingly said that when he took the office of State secretary, it was explained to him that the work would be very little since there would be a meeting only once a month of the State Board. The work of the first year did not amount to very much, so he accepted a second term and in that year the legislative work was taken up which required him to give his entire time to the work and forced him to leave his business entirely in the hands of a manager.

Mr. Warnke told of the legislative work that had been taken up at that session and of the passage of two laws of very great importance. One was the law to allow the garnishment of the wages of public officials and the other a law allowing the formation of Mutual Fire Insurance Companies.

His account of the difficulties encountered and overcome through organization were very graphically told and were full of interest. In conclusion he said:

Importance of Good Secretaries.

In my official capacity, I came in contact with all the secretaries of the associations of the State.

I learned that those associations that were successful and accomplished results for their members, had secretaries possessed of brains and courage.

The successful secretary must do the planning for his organization.

The members must pay the bills and back up the plans of the secretary with their influence. But as merchants, we must devote our thoughts to our stores, and the reason we have a secretary is because it pays to hire someone to plan things for us and show us how we can profit by effective employment of our influence.

We have been very fortunate in Oakland. In the person of our former secretary, Mr. Hopkins, we had a man who did not wait for us to plan things out and urge action upon him. Mr. Hopkins took the initiative and laid careful plans before us for our consideration. We have been equally fortunate in our present secretary, Mr. Reed, who is a thinking man.

His main thought has always been how to best be useful.

The Pacific Coast Association has been equally fortunate in its secretary, since Mr. Paulding had that happy faculty of not knowing when he is licked.

You have heard how he secured the passage of bills after they had actually been beaten. Mr. Paulding has told me that he had been on the verge of going home, but went back and won out what he was fighting for. It is this faculty of being able to secure renewed courage that makes the successful secretary.

The grocers round the Bay are under heavy obligations to Mr. Paulding for the work he has started. If it were to be neglected, it would be a serious loss to us.

From what I know of Mr. Thurlow, I am satisfied that Mr. Paulding's work will be taken up where he left it and that it will not be long before we will see some of our initial efforts brought to a successful end.

In the cities of Alameda county, we have learned, too, the value of publicity. Mr. Powers and the **Advocate** have been of immense value to us in keeping our members informed of the work our Association was doing for them.

There were several times when our Association work would have broken down. With publicity and a good secretary, every Association has an opportunity for success.

The secretary who does not plan for his Association is of no value.

A clerk can be hired to collect dues at any time.

Mr. Warnke was applauded to the echo. When he had resumed his seat, Mr. Connolly introduced Mr. J. R. Newberry of Los Angeles. He referred to the fact that Mr. Newberry had fourteen stores in Southern California that were doing business to the extent of a million and a half dollars annually. He also referred to Mr. Newberry as the backbone of the Southern California Association, and that through his assistance this association had been able to accomplish much that would have been impossible without his aid. Among other things, Mr. Newberry said:

Results from Paulding's Work.

I am very glad to be with you this evening. In fact, I am much more pleased than you can imagine to learn how you regard Mr. Paulding and his work, since it was more largely through my influence than anything else that Mr Paulding came to San Francisco. It gives me great pleasure to know that you concur in my judgment as to his ability to fill the trying position to which he was called.

I do not think any of you can appreciate how hard it must have been for him to leave his work here unfinished. The time will come when you will appreciate more fully the value of the efforts he has put forth in your behalf. All the retail grocers of the Pacific coast will find business conditions better because of Mr. Paulding's work in San Francisco.

The wise business man is the one who unites with those of similar interests to fight those who are opposed to his prosperity.

The foolish man fights with his neighbor who should be his warmest friend.

When a man quits fighting, it is time for him to retire from business.

I see around me to-night, a band of men who have the power of controlling trade conditions in their hands.

California's Choicest Food Products



GRIFFIN EXTRAS

Pure and Wholesome.

PRESERVES AND MARMALADES



The Goods that net the Best Returns are those that increase your sales.

"GRIFFIN EXTRAS" will do this for you, and, besides, yield a good profit on individual sales.

SEND US A TRIAL ORDER FOR

"Griffin Extras" Preserves

Made of Pure Fruit and Sugar. Prepared from Home Recipes.
In 16-oz. Patent Cap Glass Jars. Packed 2 dozen in Case.
Put up by the California Fruit Canners' Association.

We are now taking Contract Orders for Preserves, etc.
Write immediately for prices and terms.

SPOHN-PATRICK COMPANY

SALES AGENTS

16-18-20-22 Front Street San Francisco, Cal.

OUR TRADE PERSUADERS

DEAL No. 1.

Five (5) case lots (4 dozen each) at special price per case $4.25 with one additional case (4 dozen) free. Freight prepaid to country points.

Terms: Cash less 2 per cent.

Cost of the 6 cases, $21.25
Net cost per case, 3.54
Profit 35 per cent.

DEAL No. 2.

Three (3) case lots (4 dozen each) at special deal price per case $4.25 with one half case (2 dozen) additional free. Freight prepaid to country points.

Terms: Cash less 2 per cent.

Cost of the 3½ cases, $12.75
Net cost, per case, 3.64
Profit 32 per cent.



HOW WE HELP SELL THE GOODS

For Grocers Purchasing Deal 1 or 2.

We mail to 25 of their customers a series of Illustrated Postal Cards in colors (like those shown here) one each day until series is completed. Then we mail to each of these 25 customers an order on the grocer for a can of **BANNER LYE.** We redeem these orders at 10 cents each, the retail price, together with postage; or any wholesale grocer will accept them for the full value of 10 cents each.

Deals Subject to Withdrawal Without Notice.
Send us Your Order in Time
Naming Your Jobber.

YOU MAKE MONEY
BY HANDLING
BANNER LYE.

The J. K. ARMSBY CO.
San Francisco

You will Sell more Lye
By Handling
BANNER LYE.

Our Advertising is Educational.
It Creates Trade.

The New Style Lye **SELLS**

The New Style Lye **PAYS**

Two Similar Contests.

You have in the cities about the Bay the same fight we had in Los Angeles. You have lined out the same foe that we picked out for our first fight.

I refer to the flour mills to whom you went to ask that they refuse to throw their strength with the cutters just as we asked our flour mills to co-operate with us rather than with those who forced us to sell flour at a margin of 5 cents per sack.

At first our mills turned us down as your mills in San Francisco turned you down.

The flour mills can be a power for good.

They are like the bronchos of our cattle ranches. You must handle them right if you are to get any use out of them. And you have to break them over again every morning.

We of the south are under obligations to Mr. Powers and your **Grocers' Advocate for being able to successfully** face the mills and the other manufacturing interests who, because of lack of co-operation, had forced us to do business at a loss prior to that time. Through Mr. Powers, the grocers of the interior cities of Southern California, were brought together in associations and it was very largely through the help of the merchants of the outlaying districts that we got what we wanted.

In our contest for a profit on flour in Southern California we were met with opposition by the mills whose brands were long established in our market, just as you have been met by the opposition of the same class of mills of your territory.

Sperry Helps Southern Grocers.

The Sperry Flour Company was not well established in our territory at that time. They agreed to maintain prices and not to sell the cutters and I then placed an order for 2000 barrels of flour with the Sperry Mills at one time.

I was one of the many who acted in the same way. We did not put in Sperry flour to help to Sperry mills. We did it to convince the other mills that we were not their slaves and that they could not have the power to make us handle their flour without a profit. The other mills said Mr. Paulding was in the pay of the Sperry mills and tried to work other lies to dissatisfy our members. I am glad to say that we were not to be fooled by any such foolishness, and we gained our point.

I am satisfied that the men seated at this table could bring about the same results as we did in Los Angeles if they would act with the same vigor. With no more power than that controlled by the men seated here at this table, you could revolutionize grocery conditions in San Francisco and vicinity. If each man here would guarantee the active co-operation of three or four of his friends, and you could be absolutely certain that they all would unite with you in demanding the same thing in the same way, there is nothing within the bounds of reason that would be refused and the profits of the grocery business could be increased from 4½ to 10 per cent over what they are to-day, just as we have done in Southern California.

Points a Way Out.

If Mr. Bibo, here, and Mr. Doyle and Mr. Cushing and Mr. Hauch and others, backed up by twenty-five or thirty men of equally strong purchasing power, should inform any manufacturer in the country that they could not afford to continue handling his goods unless he changed certain conditions under which they were being marketed and that unless the conditions were changed as they desired they would sell no more of them, but would sell some other similar article instead, the change would be made. This is not theory.

I am now giving you the result of experience.

Of course, in Los Angeles, we have one thing you haven't got in San Francisco—that is, a loyal local Association behind us.

Don't think our grocers have absolute unanimity of action. We have several big firms trying to prevent the success of our movement. Their are quite a number more who are not willing to bear their share of the burden of securing results.

A 30-Cent Profit on Flour.

In spite of these drags, the influence of the active workers for good in and around Los Angeles has been enough to increase our profits on flour to $1.20 a barrel or 30 cents a quarter sack. When "Crown" and "Sperry" came into our market they were glad to maintain that price. They would be glad to maintain the margin of 15 cents a sack that you men about San Francisco bay ask, too, if you went about it in the right way.

Your request is an exceedingly modest one. A profit of 15 cents on a $1.20 margin means only about a 11½ per cent profit. I am willing to assert that there is not a man here who is doing business at an expense of less than 12 per cent.

Get What They Deserve.

I want to tell you now that you are getting **just what you are entitled to.**

If you ask for a thing as if you didn't expect to get it, you won't get it.

As in every other line of business, you will get only what you are prepared to pay for.

If you will biuld up a combination of strong buyers so that you can throw a sufficiently large purchasing power either to or from a flour mill, you will have gotten together the price to pay them for a respectful consideration of anything you may ask.

I think the flour situation is the easiest of all to handle. It is the best to start out with.

Our first fight was of a far different character. It was one of the prettiest I ever heard of or can remember.

History of a Pretty Fight.

The jobbers of Los Angeles jumped on us with both feet. They knocked us down and licked us to a finish. Then they rolled us under the table and turned away satisfied that they had finished the job up brown.

But as soon as we got our second wind, we sent out communications to the Association grocers throughout the interior. We transfered the field of operations to where we had the jobbers at a disadvantage. We got the Associations of the smaller towns in to action and we soon had the jobbers asking for peace.

It was largely through Mr. Paulding that we were able to secure these results. The wholesalers were very bitter against him then. There was nothing too severe to say about him.

Want Paulding to Come Back.

But now these very men are anxious to have Mr. Paulding back.

Why?

Because during the last year, the grocery trade of Southern California has had a season of unexampled prosperity. Even the jobbers (much against their will) have prospered. Their collections have been better and there have been fewer failures.

These results have been secured through the co-operation of the manufacturers, 84 of whom have named retail prices on various specialties and have agreed to use all their influence to prevent these prices being cut, going to the extent of not only refusing to sell cutters, but also refusing to supply jobbing firms that may sell to cutters after being warned.

I think that this little band of merchants, if they will only get together **compactly** will be surprised at the wonderful results they can achieve.

Expect 25 Per Cent Gross Profits.

In Southern California, we expect to make our gross profits 25 per cent. We will better the conditions of trade and the consumer, too, will be advantaged since they will get better goods and better service.

Our progress dated with the coming of Mr. Powers, some three years ago. Without the aid of the medium sized stores in the interior towns, we would not have been able to control either jobbers or manufacturers. The great power lies with the medium sized stores when they are well organized and intelligently directed.

Mr. Newberry told in an interesting way how the Royal Baking Powder Co. was induced to maintain the price of Royal Baking Powder in the south. The grocers, he explained, took hold of "Schilling's Best" goods, his house buying $5,000 worth as their first order. They then transferred about 90 per cent of their business to the Schilling goods. He continued:

Story of Royal Victory.

The "money back" guarantee of A. Schilling & Co. enabled us to feel confident in recommending their goods to our customers. Their agreement not to allow their goods to be cut gave us personally the confidence that it would pay us to get our trade into the habit of using his baking powder. I think it will be safe to say that, as a result of the Royal Baking Powder Company's initial refusal to grant our request to protect prices of their goods, they lost fully 90 per cent of the business of many men who had been formerly large handlers of their product.

It was because of this fact, that the

Continued on page 23.

BLACKSTONE'S INKS

BEST TO BE BOUGHT

KEEPS IN ALL CLIMATES



Blackstone Manufacturing Co.
(Incorporated)
MANUFACTURERS OF
WRITING FLUIDS,
Mucilage, Shoe Polish, Shoe Paste, Shoe Dressing and Liquid Glue.
Office and Factory,
1960 Howard St. San Francisco
Telephone Capp 1111.

ANOTHER TRIUMPH
Once more
THE PURITY OF
Carnation Cream
IS OFFICIALLY RECOGNIZED



PURITY WINS
Evaporated Creams and Condensed Milks were subjected to a test by the
San Francisco Board of Health
23 of them were found wanting
NOT SO WITH CARNATION THE CREAM OF CREAMS
IT STOOD THE TEST. WHY?

CARNATION CREAM
Is Milk not Stripped of Cream, Sterilized, Not Adulterated, and Scientifically Canned—Above the Standard required by the Board of Health.
What More Could Be Desired?

FREE DEAL STILL ON
Pacific Coast Condensed Milk Company
MANUFACTURERS
Seattle and Kent, Washington Forest Grove, Oregon
SPOHN - PATRICK COMPANY
AGENTS
16-18-20-22 Front Street San Francisco, Cal.

CRACKER-JACK
THE MORE YOU EAT
THE MORE YOU WANT
THE WORLD'S GREATEST 5¢ SELLER
100 Packages to Case $3.65
Case weighs 40 pounds gross.
Dodge, Sweeney & Co., AGENTS SAN FRANCISCO

ALL SWING HAMMERS.

Retail Grocers a Unit in Knocking Trading Stamps.

No better example of the value of the trade press to retail grocers has been given than the way in which grocers all over the country are uniting to knock trading stamps. In the grocery trade, the use of stamps is confined almost exclusively to young grocers who are just starting in business and who do not fully realize how foolish it is to give up 5 per cent of their gross sales. On the subject of trading stamps, National Secretary Fred Mason writes:

"Public sentiment and publicity is the great corrective of evils which afflict states and communities. Public sentiment has been forcefully aroused as to trading stamps.

"This being the year when the legislatures of many of the States are in session, anti-trading stamp laws are either pending or have been passed which must in a large measure either suppress the evil or greatly decrease the injury which it perpetrates, as the following list of States shows: Maine, Connecticut, New Hampshire, Rhode Island, Alabama, Washington, Minnesota, New Jersey, Massachusetts, California, Nebraska, New York, Delaware, Colorado and Pennsylvania."

In Minnesota the District Court has enjoined the president, secretary and a director of the Retail Grocers' Association of Minneapolis from attempting to persuade retail dealers to break their contracts with the trading stamp companies. The court held that the trading stamp concerns were a recognized legitimate business and that the defendants had no right to bring pressure to bear upon individuals to break contracts with these companies.

PURE FOOD AGITATION.

Southern California Manufacturers Protest Against Enforcement of the Law.

The canners and packers of Los Angeles have protested before the Board of Health of that city against the strict enforcement of the law forbidding the sale of jellies and preserves made by flavoring and coloring apple jelly and apricot jam. They insist that they must have the privilege of selling the imitation goods if they are going to compete in the Arizona market with the packers of San Francisco.

"The Arizona merchants are continually sending orders for a strawberry jam, at apricot prices," said one local packer; "they purchase little of our best goods. If we must label every glass in which apple is added as a filler it will mean that they will buy the northern product which contains more apple but is not so labeled."

The board finally adopted a rule that all adulterated fruits, jams and vegetables sold **for local consumption** must be labeled, showing just what ingredients are used, this rule to go into effect June 1. The rule will not be enforced for the present on goods shipped outside of the State. Health Officer Powers was instructed to communicate with the health officers of San Francisco and San Jose to the end that a similar rule governing fruits and jams packed for foreign consumption shall be adopted in the three cities at the same time.

THE CAUSE OF SOME FAILURES.

So many dealers allow their customers to run their business for them that it is no wonder that they cannot compete with the man who runs his business himself. Of course it is easy to get just what every customer wants, whether it is wholesome or not, profitable or is sold at cost. But where does the profit come in?

The dealer who knows his business will look out for the article that has quality and profit as well. They are always to be found if you wish to take the trouble to open samples and examine the contents instead of depending upon the brand.

In this connection it may be mentioned that "Sunset" Mackerel, a California canned fish, prepared in olive oil and flavors, is as choice an article of its kind as can be packed.

The profit is large, and if you will recommend them to your trade, your patrons will think better of you than if you keep on selling them some Eastern or foreign article of higher price and lower quality.

SPEND FOR ECONOMY.

Many of the most level-headed grocers in the State are spending good hard money for Bond Automatic Weighers. They are not investing in luxuries, nor carrying out whims. They are after economy.

The Bond Automatic Weigher is such a perfect machine and its saving is so easily understood that you would be surprised at what you would learn by sending for one of the company's catalogues. See ad. on page 11.



THE BOND
Automatic Weigher

IS NOT AN EXPERIMENT

It is a recognized factor in

Grocery Economy
IT SAVES
Time, Merchandise, Waste

Write for Illustrated Catalogue

BOND SCALE CO.
Office and Factory, 1640 San Fernando St.,
LOS ANGELES
San Francisco Office, 220 California St.
SAN FRANCISCO



SHREDDED WHOLE WHEAT
RECOMMENDATION

You should be more than willing to recommend

Shredded Whole Wheat Biscuit
and **Triscuit**

to your customers. In the first place, they will like the Shredded Whole Wheat products and find that they represent the ideal food with the maximum amount of nutrition; and the second place, you will be doing yourself a good turn as well as your customers. It always pays to recommend a good thing—particularly when there is a satisfactory profit in it for you.

The Shredded Whole Wheat products pay you a good profit, and keep on paying it constantly, as they are not a fad, but a staple — people who once try them, keep on trying them.

There's no food on the market which is better advertised. This means that the demand is permanent as well as strong.

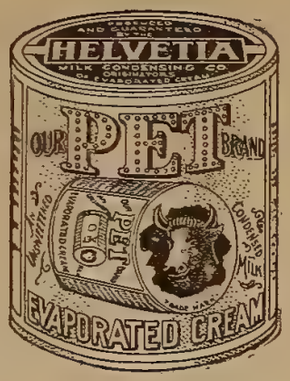
It will be good business for you to speak a good word for Shredded Whole Wheat to those unacquainted with its merits.

THE NATURAL FOOD COMPANY
Niagara Falls, N. Y.

We do not Boast

OF THE SIZE OF OUR CANS, BUT WE TAKE PRIDE IN THE QUALITY OF THEIR CONTENTS

OUR "FAMILY" SIZE CAN OF



Our Pet BRAND Evaporated Cream

(or any of our brands bearing our top label)

Contains as much concentrated nutriment as any of the much larger cans filled with thin milk, which is so watery that it soon separates and presents an unsightly appearance. We have added to our original skill

Twenty Years of Successful Experience

AND THUS DEVELOPED

THE HIGH ART

of preparing Evaporated Cream which has never been approached by others.

If you desire to please your trade, handle only those brands which bear our top label as shown herewith.

Helvetia Milk Condensing Co.,

Originators and Largest Producers of Evaporated Cream

San Francisco Office, 3 California St.

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Each of these departments in this Price List is checked up and corrected every week by two or more reliable authorities on values. More than thirty wholesale houses co-operate with us to secure for our List the greatest accuracy possible.

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COLUMN 1.
Department 1.

COFFEE, CHICORY, ETC.

Green Coffee.

Mocha, Genuine Arabian	18	21
No 2	17	18
No. 3	16	
Kona (Hawaiian)	10	18
Mexican	12	13
Java, common	15	18
Java, brown plantation	20	
Caracol, prime washed	13	16
Caracol, ordinary	13	14
Guatemala	11	17
Costa Rica	12½	16
Salvador	10¾	12

Roast Coffee.

Salvador	13	20
Costa Rica	16	20
Java	24	11
Mocha Aden	27	31
Prme W shd. C. A. Blends	19	24
Good C. A. Blends	18	20
Ordinary Blends	12	13

Private Brands.

Royal Java Roast	13
Lion, 100-lb	14.97
Arbuckle's, 100-lb	14.97
Arab, 1-lb tin	13
Hill's Bros. Arabian Roast	27
"M.J.B.," 60 1's in case	28
"M.J.B.," 30 2 s in case	27
"M.J.B.," 20 3 s in case	25

Schilling's Best Coffee.

	Tins: 30-lb price	60-lb case ¼ off
	1-lb	1lb 2lb 3lb
	cartons	tins tins tins
5-star	36¼	39¼ 38¼ 38
4-star	29¾	32¼ 31¼ 31
3-star	25¾	28¼ 27¼ 27½
3-star Laquered (3-lb. tins only)		27½
2-star	22¼	25¼ 24½ 24
1-star	18¾	21¾ 20¾ 20½

Cartons only in 25, 50 or 100 lb cases can be assorted as required.

The Porto Rico Co.

Ponce de Leon, sealed cans only, 1-lb 30, 2-lb 29, 3-lb	28½
Cream of Moca, 1-lb. cartons	25
La Gloria de Porto Rico in bulk	26

Ground Coffee.

Hill's Bros. Arabian Roast	27
Cafe des Gourmands	26
Mexomoka	15

Chicory.

California	6
Belgian	7
German, Genuine	8

Coffee Extracts.

Bulk, per lb.	07
Vienna, ¼'s, 10-lb bx.	25
Vienna, 1's, 10-lb. bx.	25
Ackermann's, ½-gross bxs., gross	4 00

COLUMN 2.
Department 2.

TEAS.

Japan.

(Panfired, Sundried or Basket-fired.)

Extra Fancy	56	74
Fancy	44	55
Extra Choicest	39	43
Choicest	34	38
Fine	24	33
Fair	23	24

Green China.

(Gunpowder, Imperial or Young Hyson.)

Extra Fancy	55	76
Fancy	38	46
Choicest	35	37
Extra Choice	32	34
Fine	25	31
Fair	20	25

English Breakfast.

Extra Fancy	67	80
Fancy	51	66
Choicest	35	50
Choice	31	30
Fine	20	22
Fair	15	20

Oolong.

Extra Fancy	53	$1.50
Fancy	50	57
Extra Choice	36	48
Choicest	33	35
Fine	27	32
Fair	22	26

Ceylon and India

Broken Orange Pekoe	16	65
Broken Pekoe	33	
Orange Pekoe	31	63
Pekoe	27	46
Pekoe Souchong	24	39

Schilling's Best Teas.

(Packed only in 16, 12, 8 and 6-oz. Cartons. Never in bulk.)

Japan, per lb.	45
do, 1 crn., 90c; 2 crn.	$1.80
English Breakfast	45
do, 1 crn., 90c; 2 crn.	$1.80
Ceylon	45
do, 1 crn., 90c; 2 crn.	$1.80
Oolong	52½
do, 1crn., 1.05, 2 crn.	2.10

TREE TEA

(Pride of Japan, etc.)

Packed in 1 lb. and ¼ lb. cartons

Japan	37½
E. B. Congou	37½
Oolong	50
Gunpowder	45
Ceylon	60

COLUMN 3.
Department 3.

SUGAR AND SYRUPS.

The Western Sugar Refining Company quotes net cash prices as follows. Barrels are an advance of 10c, half barrels, 25c, boxes, 50c, 50-lb. bags, 10c.

Dry Granulated, 100-lb. sk.	5	70
Fruit Granulated	5	70
Confectioners' A	5	70
Cube	5	95
Crushed	5	90
Fine Crushed	6	10
Candy Granulated	5	80
Magnolia A	5	30
Extra C	5	20
Golden C	5	10
Beet D. G.	5	60
Bar Sugar, bbls.	5	10

¼ cent off for prompt cash.

Do	½-bbls	6 50
Do.	40-lb. tins	7 60
Do.	30-lb tins	7 60
Do.	30 lb. boxes	6 75
Domino, 5-lb. cartons, 24 to cs		8 90

SYRUPS.

Saratoga Drips (Long's)	gal.	Gal.
50-gal. bbls.		$ 50
30 gal. bbbls.		52
17 gal. bbls.		55
5 gal. jackets		2 36
4¼ gal jackets		2 61
2 gal kits		1 23
1¼ gal. kits		94
1 gal tins		70

Pac. Coast Syrup Co.

Tea Garden Drips—	Case
12, 1 gal. tins	8.40
20, ¼ gal. tins	7.70
24, ¼ gal. tins	5.34

Orange Blossom Drips.

6 1 gal.	tins, per case	$2 40
12 ½ gal.	" "	2 60
24 quart	" "	2 85
36 2-lb.	" "	33
50-gal. bbls		35
28-gal. ½-bbls.		

Molasses.

New Orleans

Genuine Light, about 50 gals. bbls.	50
Genuine Light, 30 gal. ½ bbls.	52
Genuine Light, 15 gal. ¼ bbl.	55
Genuine Light, 5 gal. kegs, gal.	57

	Doz
Pelican, 12 1 gal tins	9 60
Pelican, 20, ½ gal. tins	8.90
Pelican, 24, ¼ gal tins	6 10

COLUMN 4.

Maple Syrup.

Woodlawn (Long's)	case. Case.
Gal cans, 10 to cs	$11 00
Gal. cans, 6 to cs	6 60
½ gal cans, 12 to cs	7 14
¼ gal cans, 24 to cs	8 10
10 gal. jackets, each	10 15
5 gal. jackets, each	5 11
4½ gal jackets, each	4 63
Qts., glass, 12 in cs	4 60
Pts., glass, 24 in cs	4 90

Pac. Coast Syrup Co.

Toboggan—	Doz.
⅛ gal. tins, 2 doz. to cs	2.25
¼ gal. tins, 2 doz. to cs	4.05
½ gal. tins, 20 to cs	7.20
1 gal. tins, 12 to cs	13.20

"OLD MANSE"

—Absolutely Pure—

CANADIAN SAP MAPLE SYRUP.



	Doz. Price.
1 gal. cans, ⅛ doz. in cs.	$15 00
½ gal. cans, 1 doz. in cs.	8.00
¼ gal. cans, 2 doz. in cs.	4.25
⅛ gal. cans, 4 doz. in cs.	2 60
Qt. bottles, 1 doz. in cs.	1.50
Pt. bottles, 2 doz. in cs.	3 00
Decanters, 1 doz. in cs.	5.50
4½ gal. Jackets, per gal.	1.15

Retail Discount—5 cases 5%, 10 cases 7½%; 25 cases or over, 10%.

On each package we offer to forfeit $1,000.00 if found short in measurement or containing any impurities

Maple Sugar.

Vermont, gen. pure, abt. 30 1-lb bricks, per lb	17
Vermont, gen. pure, abt. 10 2-lb bricks, per lb	15½
Log Cabin, in 1, ½ and ¼-lb bricks, assorted in 25-lb pails per lb	15
Scudder's, in 1, ½ and ¼-lb. bricks, asstd., per lb	14

COLUMN 5.
Department 4.

DRIED FRUITS, NUTS AND HONEY.

(Add ¼c for 50-lb boxes and ½c for 25-lb. boxes.)

Apples.

Sundried, sacks	5
Evap, fancy 50-lb bxs.	8
Evap, ex choice, 50-lb bx.	7½
Evap, choice 50-lb bx.	7

Apricots.

Choice Sacks	12
Fancy Sacks	13
Fancy, 25-lb boxes	13½

Blackberries.

In boxes, per lb.	13

Cherries.

Pitted, in boxes, per lb.	30
Unpitted, in boxes, per lb	11

Currants.

In bbls (tubs 6¾)	6½
In mats, 50-lb	7
Recleaned, in bbls	7
Recleaned 25-lb boxes	7½
Recleaned, 50-lb boxes	7¼
Recleaned, 1-lb carts.	7¾
Recleaned, 12-oz. carts.	8¼

Dates.

Fard, 14-lb, per lb (70-lb 7)	7½
Persian, 65-lb case	6

Figs (California).

Black, sacks	3½	5¼
Black, 25-lb boxes, per bx.	1.20	1.40
White, bags	3½	5
White, 10-lb bx, per bx.		60
White, 10 1-lb bcks, pr bx.	65	75

Figs (Imp. Smyrna.)

Fancy, 10-lb bx, per lb.	18
Choice, 5-lb bx, per lb.	16

Nectarines.

White	8½
Red	8

Peaches.

Choice, in sacks	11
Ex. choice, in sacks	11½
Fancy, in sacks	12

Pears.

Choice, ¼'s, in sacks	10
Ex. choice, ½'s, in sacks	11
Fancy, ½'s, in sacks	

Plums.

Unpitted	3
Pitted, bleached	9
Pitted, black	7

COLUMN 6.

Prunes.

	Sks.
30s-40s	7½
40s-50s	5¼
50s-60s	3½
60s-70s	3
70s-80s	2¾
80s-90s	2½
90s-100s	1¾

Raisins.

	Box	½'s	¼'s	50 lb
5 Cr. Layers	3.25	—	—	—
5 Cr. Layers	2.50	—	—	—
4 Cr. Layers	1.75	—	—	—
3 Cr. Layers	1.50	—	—	—
2 Cr. Layers	1.15	—	—	—
4 Cr. Loose	—	—	—	05¾
3 Cr. Loose	—	—	—	05¼
2 Cr. Loose	—	—	—	04¾

Thompson Seedless, bkhd. 60-lb boxes 8
Sultana Seedless, bkhd. 48 1's, per lb. 6½
Seedless Muscatels, 50-lb cases . . . . . .
Seeded, 1-lb cart. 6¾
Seeded, 12-oz. cart. 5¾

NUTS.

Almonds, fancy, I. X. L. 17
Almonds, choice, soft shell, Drake 14
Almonds, shelled, No. 1. 32-35
Almonds, shelled, No. 2. 27-30
Almonds, shelled, Jordan 38
Almonds, Jordan, Drake 30
Brazils, 200-lb sks. new 13 14
Chestnuts, Cal. Italian . . . . . .09 .10
Cocoanuts, @ 100 . . . . . 4.50 5.50
Filberts, 175-lb sk. . . . . 13 .14
Peanuts, Japanese, hand picked . . . . . .06½ .07
Peanuts, roasted . . . . . .08 .09
Pecan, polished . . . . . .12½ .14
Pine . . . . . .
Walnuts, hard shell 10¾
Walnuts, sft shll, No. 2 . . . . . .13½
Walnuts, sft shll, No. 1. . . . . .14½

CANNED VEGETABLES.

Asparagus "Griffin Extras"
Mammoth . . . . $
Large White . . . .
Medium White .
White Tips . . . .

Artichokes, 2½'s 3 00
Beans, String'ess "Extras" . . . 1 40
Beans, Blue Lake 1 30
" " " gal. 4 50
Beans, String, 2-lb 75
Beans, String gal 3.50
Beans, Lima Soaked 1 60
Beans, French, Kidney, 2-lb 1.15
Beans, French Red Kidney 2-lb "Icon of Arc" Brand, p'dz. 1 15
1 " free with 10
Pansy Easter 1 85
Corn, Smith's Hulled, 2 doz. in case per doz. 1 20
Hominy, Great Western, 3 lb 1.20
Corn, 2-lb, Western 95
Corn, 2-lb, Maine 1.35
Dunbar's Okra, 2½-lb 1.80
Petit Pois Griffin extra. 1.50
Peas Griffin extra sifted. 1 25
Peas, Standard sifted 1 10
Peas, Standard Marrowfat . . .95
Pumpkin, 3-lb. 1 37½
Spinach 2½ 1.75
Succotash, fancy, tins. 1.40

Tomatoes.

	doz.
2's, Griffin's Ex. Solid Pack	$1.10
2's Griffin's Ex. with peppers	1.15
2½'s, Cutting's Solid Pack	.90
2½'s Cutting's Solid Pack, with peppers	.95
2½'s Cutting's Standard	.72½
Gallon, Standard	2 25
Gallon, Solid Pack	2 75
Gallon, Puree	2.35

P. F. Rathjens
PORK PACKER
1311-1315 Pacific Street.

Sausages.

Garlick Frankfurter 10
Bologna 10
Blood and Liver. 9
Tongue and Headcheese. . . —
Choice California Ham 12
Extra Light Bacon. 15½
Medium Light Bacon. 12½

Boiled Hams.

Kingan 20
Eastern 19
California 17

Mettwurst.

Extra Home Made 20, 22½, 25

LARD.

50 lb tubs 9
20 lb pails 9½
10 lb pails 10
5 lb pails 10
3 lb pails 10
1 lb cups 11

COLUMN 7.

HONEY.

Water White, 2 5's, lb. 07½
Light Amber, 2 5's, lb. 06½
Lt. Amber, 10 1 gal tins, gal . . .75
Lt. Amber, 20 ½ gal tins, gal 1.00
Lt. Amber 2-lb tins, doz. 2.60
Lt. Amber 16-oz. bots, doz. . . 1.35
Comb, 1-lb glass jars, doz. . . 1.75
Comb, 2-lb glass jars, doz. . . 2.90

Pine Apples.

	Per Doz.
2 lb., fancy sliced, E. & C., 2 doz. in case	2 50
2 lb. grated, 2 doz in case.	2 25
2 lb. shredded, 2 doz. in case Hawaiian	1 65

Johnson's—Columbia.

2 lb. sliced, 2 doz. in case.	2 30
2 lb. grated, 2 doz. in case.	2 30
1 lb. sliced, 4 doz. in case.	1 15
1 lb. grated, 4 doz. in case.	1 15
gal., coreless, 4¼ lb. to tin, ½ doz. in case, per lb.	16
gal., grated, 7 lb. to tins, ½ doz. in case, per lb.	13
2 lb., sliced, Baltimore, 2 doz. case	2 25
2 lbs., grated, Baltimore, 2 doz case	2 25
1 lb., cocktail, Baltimore ovals, 4 doz. case	1 25
2 lb., sliced, Singapore, 4 doz case	1 75
3 lb., sliced, Singapore, 2 doz. case	2 40

Royal Hawaiian,
2-lb grated, 2 doz. case 1 80
2-lb sliced, flats, 2 doz. case 2 00
Tall, 2-lb sliced, 2 doz case. . 2 00

COLUMN 8.

Department 5.

JELLIES, JAMS, ETC.

Griffin Extra Preserves.

Raspberry, strawberry, blackberry currant, loganberry, per doz. . . $2.00
Cherry, per doz. $2.00
Less 10 per cent in 5-case lots.
Apricot, Damson, Fig, Gooseberry, Gage, Peach, Plum, Quince, per doz. $1.80
Orange Marmalade. $1.75

Long's Preserves.

Strawberries, Raspberries, Blackberries, Loganberries, Cherries, Pineapples, Pears, Figs, in 20-oz. glass jars, 2 doz. in cs., per doz. $3 50
Apricot, Plum, Quince, Orange, Peach, in 20-oz. glass jars, 2 doz. in cs., per doz. 3 20
Asstd. 2 doz. in cs., per doz. . . 3 30

JAMS.

Curtice Bros. Co., Rochester, N. Y.

In 16 oz. Glass Jars.

Strawberry, raspberry, raspberry and currant, red cherry, white cherry, apricot, black currant, red currant, quince (sliced), peach (sliced), pear (sliced), blackberry, gooseberry, grape, green gage, egg plum, damson, pineapple marmalade, tomato marmalade, orange marmalade, per dozen, $1.95.

All above packed in cases of 2 dozen each.

COLUMN 9.

Long's Peerless Jams.

Strawberry, Raspberry, Blackberry, etc., in 16-oz. glass jars, 2 doz. in cs., per doz. . . 2 00

Long's Pure Currant Jelly.

Tumblers, 2 doz. in cs., doz. . . 2 00
30-lb. kits, per kit 3 00
15-lb. kits, per kit. 1 75

Marmalades.

Orange (Dundee) 48-1's, doz. 2 75

COLUMN 10.

Apple Butter.

Heinz, 2's, 2 doz. in cs, doz. . $2 25
Heinz, 3-lb stone crocks, doz. 4 25
Heinz, 4½-lb stone crocks, dz 6 50
Heinz, 18-lb. stone crocks, lb. . 11

Peach Butter.

Heinz 4½-lb stone crocks, doz 8 00
Heinz, 18-lb. stone crocks, lb 14

Maraschino Cherries.

Long's, qts, 12 to cs, per cs. . 6 50
Long's, pts., 24 to cs., per cs. 7 50

FRUIT	JELLIES: 2 lb. Extra	2 lb. Stand	1 lb. Extra	Tumblers	Ex. Lunch 1 lb Glass	JAMS: 2 lb. Extra	2 lb. Stand	1 lb. Extra	Tumblers	Ex. Lunch 16 oz G/S Preserves
Apple	1 65	1 35	1 00	90	1 75	....	....	....	....	....
Apricot	1 65	1 35	1 00	90	....	1 60	1 35	90	90	1 80
Assorted	1 55	1 35	1 00	90	1 75	1 60	1 35	95	90	1 80
Assorted No. 2	....	....	....	....	1 75	....	....	....	95	1 80
Blackberry	1 65	1 35	1 00	90	1 75	1 85	1 60	95	90	1 80
Cherry	....	....	....	....	....	....	....	....	....	1 80
Crabapple	1 55	1 35	1 00	90	1 75	....	....	....	....	....
Currant	1 75	1 50	1 10	90	1 90	1 85	1 60	95	90	1 80
Damson	....	....	....	....	1 75	....	....	....	....	1 80
Fig	....	....	....	....	....	1 60	....	....	....	1 80
Gooseberry	1 65	1 35	1 00	90	1 75	....	....	95	90	1 80
Grape (Catawba)	....	....	....	....	1 75	....	....	....	....	....
Green Gage	....	....	....	....	....	....	....	....	....	1 80
Lemon	1 65	1 35	1 00	90	....	....	....	....	....	....
Loganberry	....	....	....	....	1 75	....	....	....	....	1 80
Orange Marmalade	....	1 35	1 00	90	....	1 60	....	90	90	1 75
Peach	1 55	1 35	1 00	90	....	1 60	1 35	90	90	1 80
Plum	1 55	1 35	1 00	90	1 75	1 60	1 35	90	90	1 80
Quince	1 55	1 35	1 00	90	1 75	1 60	1 35	90	90	1 80
Raspberry	1 55	1 35	1 00	90	1 75	1 85	1 60	95	95	1 80
Strawberry	1 55	1 35	1 00	90	1 75	1 85	1 60	95	95	1 80

Department 6.

CANNED FRUITS AND CANNED VEGETABLES.

2 lb. Extras	2½ lb. Extras	2½ lb. Extra Standards	2½ lb Standards	2½ Second	2½ Water	2½ Pie	KIND	Gallons Extras 3 lb. Grade	Gallons Extras 2½ lb. Grade	Gallons Extra Standard	Gallon Standard	Gallon Water	Gallon Pie
2 25	1 65	1 40	1 30	1 15	1 05	1 05	Apples	....	....	4 00	3 50	.....	2 65
2 50	.	1 35	1 25	1 10	1 00	1 00	Apricots	5 75	5 00	4 50	.....	2 75	2 40
....	.....	.....	.....	.....	.....	.....	" peeled	....	...	.....	....	....	....
....	....	....	....	....	....	....	" sliced	.....	....	....	.....	.....	....
....	....	....	....	....	....	....	Assorted	.....	....	....	....	....	....
2 25	1 70	1 45	1 35	1 20	..	.....	Blackberries	.....	....	4 25	4 00	3 75	3 40
....	2 20	1 90	1 75	....	....	.....	Cherries (Royal Anne)	.....	.....	....	....	....	....
....	2 10	1 75	1 60	....	....	.....	Cherries (White)	.....	....	....	....	.....	3 65
2 80	1 90	1 75	1 60	.....	....	....	Cherries (Black)	.....	....	5 25	4 60	....	3 65
2 00	1 35	1 20	1 10	95	90	90	Grapes (White Muscat)	...	...	3 50	3 10	2 50	2 25
.	1 60	..	1 25	1 10	....	....	Nectarines	..	....	....	....	....	....
2 65	-	....	....	....	....	....	Peaches (Yellow)	6 50	5 25	4 60	4 25	....	....
2 75		....					Peaches (Lemon Cling)	7 75	7 00	.....	5 00		....
2 75		.		1 40		.....	Peaches (Lemon Cling Sliced)	7 75	7 00	5 75	5 00	.....	....
						....	Peaches (White Heath)	..	....	5 25	4 75	.....	....
2 65			1 55	..	....	.....	Peaches (White Heath Sliced)	...	....	....	....	....	....
2 75	2 00	1 70	1 60	1 35	..	1 00 plds / 1 05 plds	Pears (Bartlett)	7 00	6 25	5 25	4 75	3 75	2 40 plds / 2 15 unpl
2 10	1 45	1 20	1 10	95	90	90	Plums (Green Gage)	5 00	4 25	3 50	3 25	2 55	2 30
2 10	1 45	1 20	1 10	95	90	90	Plums (Egg)	5 00	4 25	3 50	3 25	2 55	2 30
2 10	1 45	1 20	1 10	95	90	90	Plums (Gold Drop)	5 00	4 25	3 50	3 25	2 55	2 30
2 15	1 50	1 25	1 15	1 05	95	95	Plums (Damson)	...	..	..	....	....	....
..	2 60	2 35	2 10	1 95	....	....	Raspberries	....	....	.....	....	.....	.....
.	2 10	1 85	1 70	1 45	.	.....	Strawberries	.....	.....	.....	.....	.....	.....
.	....	...	..	....	..	.....	.....	.....	.....	.....	.....	.....	.....
..	.....	..	.	...	..	.....	.....	.....	.....	.....	.....	.....	.....

Department 7.

PROVISIONS.

Hams.

Eastern Standard, 17/19	.13½
Eastern Standard, 15/16	.13½
Eastern Standard, 12/14	.13¾
Eastern Standard, 10/12	
Eastern Fancy	.13¾
Local cure, all averages	.12¾ .13¼
Picnic Hams	.8¾

Boiled Hams.

Skin on	.17½
Skin off	.19½

Breakfast Bacon.

Eastern Standard, 8/10	.15
Eastern Standard, 8/10	.14½
Eastern Standard, 10/12	.13¾
Eastern Fancy	.17
Local cure	.13 .15

English Cured Bacon.

Eastern cure, 8-10	14
Eastern cure, 10/12	.13½

Dry Salt Bacon.

Clear medium Bacon	.11
Clear light medium	.11
Clear Lt. med. select	.11½
Light Belly	.13
Extra light Belly	.13½
Bacon Backs	.10¾
Bacon Bellies	.12½

Dry Salt Meats.

Sides	.10¼
Bellies	.11
Backs	.10
Fat Backs	.10

Barreled Pork.

	Bbls.	½-bbls.
Spare Ribs	$	
Family Pork	14.50	7.50
Clear Pork	19.00	9 75
Pig Pork	22.50	11.50

Barreled Beef.

Mess Beef	11.50	6.00
Extra Mess Beef . . .	11.50	6.00
Family Beef	11.50	6.00
Extra Family Beef . .	12.00	6 25
Beef Tongues	25.00	13.00

Pigs Feet.

Tierces, about 300 lb.	$18.00
Barrels, about 200 lbs.	13.50
½ barrels, about 80 lbs.	5.00
Kegs, about 25 lbs.	2.10
Kits, about 15 lbs.	1.25

Honey Comb Tripe.

Tierces, about 300 lbs.	$17.00
Barrels, about 200 lbs	13.00
½ barrel, about 80 lbs.	5.00
Kegs, about 25 lbs.	2.10
Kits, about 15 lbs.	1.25

Sausages.

	Per lb.
Braunschweiger	17
Italian Salami	23
D'Arles	22
Mortadella	24
Bologna	8½
Frankfurters	8½
Garlic Sausage	9
Liver Sausage	8½
Pork Sausage	8½
Head Cheese	8½
Tongue Sausage	8½

Pure Leaf Lard.

Tierces, about 350 lbs net.	9¾
½-bbls, about 100 lbs net.	10
80-lb. Wood Tubs, 80-lbs. net.	9⅞
60-lb. Wood Tubs, 60 lbs. net.	9⅞
20-lb. Wood Pails, 20-lbs. net.	10¾
50-lb. Cans, 1 to a case.	10
20-lb. Cans, 4 to a case.	10¼
10-lb Cans, 6 to a case.	10⅜
5-lb. Cans, 12 to a case.	10⅜
3-lb. Cans, 20 to a case.	10¾

Compound Lard.

Tierces, about 350 lbs. net.	5¾
½-bbls., about 100 lbs. net.	6
80-lb. Wood Tubs, 80 lbs. net	5⅝
60-lb. Wood Tubs, 60 lbs. net	5⅞
20-lb. Wood Tubs, 20 lbs. net	6⅜
50-lb. cans, 1 to a case.	6
50-lb. cans, 2 to a case.	6
20-lb. cans, 4 to a case.	6⅛
10-lb. cans, 8 to a case.	6⅛
5-lb. cans, 12 to a case.	6⅜
3-lb. cans, 20 to a case.	6¾

ANCHOR PACKING CO.
140 Eighth St., S. F., Cal.
PORK PACKERS AND PROVISION DEALERS.
Boilers of Kingan and Anchor Hams
SAUSAGES, COOKED MEATS, TONGUE

Hams, Kingan, boneless boiled	18c
Anchor, "	17c
Bacon (special)	16c
Lard, 55	9¾c
" 20	10c
" 10	10c
" 5	10¼c
" 3	10⅜c

Please note that our hams are all hand tied.



H. M. WOLTER & BRO.
Dealers in
...Boneless Boiled Hams...
GROCERS
PRONOUNCE
THEM THE BEST.
103 12th St. Tel., Mint 1763
KINGAN 20
CUDAHY "REX" 19

HEINEMAN & STERN
916 Larkin Street

Garlic Sausage,	Lbs.	
Ring	"	
Bologna	"	
Frankfurter	"	
Rollada	"	
Smoked Beef	"	
Pickled Meat	"	
Headcheese	"	
Tongues	Doz.	
Dried Beef	Lbs.	
Smoked Mutton,	"	

Prices quoted on application by telephone or letter

COLUMN 11. COLUMN 12.

Department 8

CANNED MEATS

ALL PRICES ARE PER DOZEN	No. ¼ Tins 4 Doz. in Case	No ½ 2 Doz. Tins in Case	No 1 Tins 2 Doz. in Case	No. 2 Tins 1 or 2 Doz. in Case	No. 1 Tins 1 Doz. in Case	No. 6 Tins	No. 14 Tins ½ Doz. in Case	No. 1 Tins 1 Doz. in Case
Corned Beef			1 30	2 20	3 25	18 25		
Roast Beef			1 30	2 80	3 25			
Roast Ribs of Beef, Boneless			1 40	2 50				
Roast Mutton				2 70				
Brisket Beef			1 40	2 50				
Boiled Beef			1 35	2 40	3 25			
Chipped Beef		1 20	2 10		15 50			
Sliced Beef, in tins		1 40	2 50					
Sliced Beef, in glass		1 45	2 75					2 75
Brawn			1 40	2 45	3 25			
Compressed Ham			1 50	2 75				
Lunch Tongue		1 90	3 25	6 50				
Lambs Tongue		1 70	2 95					
Sliced Ham			3 70	6 40				2 80
Sliced Bacon								
Sliced Bacon in Glass								
Deviled Ham	40	80						
Potted Ham	40	80						
Potted Ox Tongue	40	80						
Potted Chicken	90	1 60						
Potted Turkey	90	1 60						
Deviled Chicken	90	1 60						
Deviled Turkey	90	1 60						
Boneless Chicken		3 40	5 55					
Boneless Turkey		3 40	5 55					
Veal Loaf		1 10	2 10					
Ham Loaf		1 10	2 10					
Beef Loaf		1 10	2 10					
Chicken Loaf		1 60	2 75					
Chicken Pate and Ham		1 10						
Chili Con-Carne			1 40					
Beefsteak and Onions			1 60					
Hamburger Steak with Onions		1 95	2 00					
Frankfurter Bratwurst			2 00					
Sweetbreads			2 40					
Vienna Sausage		90	1 55					
Oxford Sausage			2 45					
Bologna Sausage			2 25					
Vienna Sausage and Kraut			1 20					
Corned Beef Hash		1 10	1 50					
Lunch Sausage		90		No 1½	No 2	No 2½	No. 3	
Ox Tongue, whole				6 50	7 50	9 50	12 00	
Minced Collops				2 45				
Tripe				1 75				
Pork Sausage		1 05		2 50				
Stewed Kidneys				90	1 40			1 85
Pork and Beans, Plain				95	1 45			1 90
Pork and Beans, with tom. sc'e								

Department 9.

FISH AND CHEESE.

Russian Caviar.

	Per doz
1-lb cans, 2 doz in case	$13 00
½-lb cans, 2 doz in case	6 75
¼-lb cans, 5 doz in case	3 65
⅛-lb cans, 8 doz in case	2 00
White Label Brand	8.50

CHEESE.

Foreign and Domestic.

New York State Factory		.18
Cheddars, October make		
Twins, " "		.19
Calif. State factory flats	.10	11
Calif. State factory Young Americans	13	14
Limburger, Eastern, ℔ lb	18	19
Swiss, imported, ℔ lb		25
Roquefort, ℔ lb		38
Gouda, ℔ lb		27
Pineapples, Eastern, 6 in cs, ℔ case		$3 35
Pineapple, Eastern, 6 in cs, small		2.35
Holland or Edam, medium, plain, per doz	$ 8.50	9.00
Holland or Edam, medium, in bladders, per doz	9.50	10 00
Holland or Edam, large, plain, per doz	9.50	10.00
Holland or Edam, large, in bladders, per doz	10.50	11.50

Fancy.

Camembert Brie, Roquefort, and Gorgonzola, jars	3 00
Parmesan C & B, sml bot, doz.	3.00
Parmesan C & B, lge bot, doz.	5.00

Bayle's.

Small ½-lb. 1-lb. 2½-lb 5 lb

Deviled Cheese	$1.00	$2 25	$4.00	$ 500	$9.00
After Dinner Cheese	$1.00	2.40	4.00	4 50	7.50
Roquefort Cheese	$1.00	2.40	4.00	4.50	7.50

SALT FISH.

Pacific Codfish.

Bndles, 50 lbs each, per lb	5¼
Cs, selected, 100 lbs ea, pr lb	6
Boneless, 30-lb boxes, per lb	7
Boneless Strips, 40lb bxs, pr lb	7½
Boneless Blocks, 40lb bxs, p lb	7½
Boneless Tablets, 36 bxs, pr lb	8
Boneless Middles, 60 bxs, pr lb	10½
Boneless Middles, extra, 60-lb boxes, per lb	10½

Eastern Codfish.

Gen Georges, 3 fish to cs	$10.00
Gen. Georges, 12 fish to cs	9.00
Geo. Cur. Cod, 16, 18 fish to case	8 50
Geo. Cur. Cod, 40 fish to cs	8 00
Gen. Geo. Middles, 60 fish.	13½
Gen. Geo. Tablets, 36 fish.	11½
Gen. Geo. Blocks, 40 fish.	11½

Shredded Codfish.

Codfish, Beardsley's shredded, 2 doz. in case 1.00

Norwegian Mackerel.

Bloater, 200-lb. bbl., 120-130 fish	48.00
Bloater, 100-lb. ½ bbl., 60-65 fish	25.00
No. 1, 200-lb. bbl., 150-160 fish	38.00
No. 1, 100-lb. ½ bbl., 75-80 fish	20.00
No. 2, 200-lb. bbl., 220-240 fish	30.00
No. 2, 100-lb. ½ bbl., 110-120 fish	16.00
No. 3, 200-lb. bbl., 300-350 fish	26.00
No. 3, 100-lb. ½ bbl., 150-175 fish	11.00

Irish Mackerel.

No. 1, 200-lb. bbl., 200-220 fish	none
No. 1, 80-lb. ½ bbl., 80-90 fish	none
No. 2, 200-lb. bbl., 325-350 fish	19.00
No. 2, 80-lb. ½ bbl., 130-140 fish	8.50
No. 2, 200-lb. bbl., 475-500 fish	18.00
No. 2, 80-lb. ½ bbl., 180-190 fish	8.50
No. 1, 10-lb kits, 15-16 fish	1.25
No. 2, 10-lb. kits, 20-22 fish	1.20

American Bloaters.

Shore Bloaters, 200-lb. bbl., 115-120 fish	27.00
Shore Bloaters, 80-lb. ½ bbl., 45-50 fish	11.50
Extra No. 1, 200-lb. bbl., 120-130 fish	26.00
Extra No. 1, 80-lb. ½ bbl., 50-55 fish	11.00
No. 1, 200-lb. bbl., 140-150 fish	none
No. 1, 80-lb. ½ bbl., 60-65 fish	none
No. 2, 200-lb. bbl., 130-140 fish	28.50
No. 2, 80-lb. ½ bbl., 55-60 fish	11.00
No. 2, 200-lb. bbl., 140-160 fish	none
No. 2, 80-lb. ½ bbl., 60-65 fish	none
No. 2, 200-lb. bbl., 160-180 fish	none
No. 2, 80-lb. ½ bbl., 70-80 fish	none
No. 2, 200-lb. bbl., 180-200 fish	none
No. 2, 80-lb. ½ bbl., 80-90 fish	none

In Kits.

Extra Mess, 7 to 8 fish, each	$2.00
No. 1, kits, 8 9 fish or 15-17 fish	1.60-1.85
No. 2, kits, 8 9 or 20-22 fish	1.25

Salmon.

King, bbls	$ 12.00
Oregon Silversides, bbls	9 00
Alaska Red, bbls.	16 00
Alaska Red, ½-bbls, 100 lbs	6 25
Alaska Red, kits	1.00
Bellies, bbls	9 50 10.00
Bellies, ½-bbls, 100 lbs.	5 00 5 50
Bellies, ½-bbls, 100 lbs, kits, 10lb	1 25
Tongues and Sounds, kits, 10lb	9 00
Tongues and Sounds, ½-bbls.	

COLUMN 13.

New Herring.

Holland, ex. selctd mxd bbls.	$17 00
Holland, ex. selctd mxd ½-bbl	9.10
Holland, ex. selctd mxd, keg.	1 10
Holland, cheaper grade	80
Holland, cheap. gr., mxd, bbls	15 00
Holland, chp. gr., mxd, ½-bbl	8.00
Holland, ex. selct Milchner, bbl	none
Holland, ex. selct Milchner, ½-bbl	none
Holland, ex. selct Milchner, keg	1 20
Holland, cheaper grade	90
Holland, cheaper grade, bbls.	16.00
Holland, cheaper grade, ½-bbl	8.50
Labrador Split, 100 fish	5 25
Labrador, round, 160 fish	4 75
Pacific, ½-bbl	2.25

SMOKED FISH.

Bloaters, Grim., 100 in box	$2.65
do. do. 50 in box	1.50
Bloaters, Cromarty	2.65
Yarmouth, 100 in box	
Halibut, chunks	15
Herring, in boxes, Eastern	22½
Herring, in boxes, Washington	15
Herring, boneless, Beardsley's tins, doz	$1.50
Herring, boneless, Beardsley's small, doz	1.00
Herring, Beardsley's Boneless, vacuum tumblers, 2 doz. in case	1.95
Finnan Haddies	2.35
Moir's Selected Red Herrings, 100s	2.25
Moir's Selected Red Herrings, 50s	1.25
Salmon, per lb	10 20

POTTED FISH.

	Per doz
Potted Crab	$1.35
Kipper Paste	1.00
Anchovy and Bloater Paste, plain pots	2.30
Ditto, fancy pots	4.75
Yarmouth Bloater Paste	75
Ditto, fancy pots	4.75
Kippered Herrings	1 90
Kippered Herrings, Moirs	1.95

CANNED FISH.

	Doz.
Anchovies, in oil, 2 doz. ½ pts., in glass, doz	4.00
Anchovies 2 doz. ¼ pts., doz	3 00
Bloaters, Yarmouth C. & B. doz	4.50
Codfish Balls, 2-lb tins, per doz	2.25
Eels, Hamburg, in jelly, 1-lb tins	3.00
Eels, smoked, 1-lb, ℔ doz	2.50
Finnan Haddies, 2-lb oval	2.25
Finnan Haddies, 1-lb, round, ℔ doz	2.00
Sardelles, imported, 1-lb tins	3.00
Sardelles, imported, in glass	3.00
Sardelles, domestic, 1-lb glass	2.25
Sardelles, Ankers, ½ keg	3 00

Mackerel.

1-lb tins, 50 in a case.
2-lb tins, 2 doz. in a case.

Gold Label, 1-lb tins	1.50
P. & W., 2-lb soused	2.75
P. & W., 2-lb, mustard	2.75
P. & W., 2-lb, tomato	2.75
Underwood, 2-lb, soused	2.35
Underwood, 2-lb, tomato	2.35
Underwood, 2-lb mustard	2.35
Los Angeles, 2-lb, soused	2.55
Los Angeles, 2-lb, tomato	2.55
Los Angeles, 2-lb, mustard	2.55
Mt. Desert, 2-lb, soused	[illegible]
Mt. Desert, 2-lb, tomato	2.25
Mt. Desert, 1-lb, soused	1.35
Blueback, 1-lb, fresh	1.10

"Sunset" Mackerel.

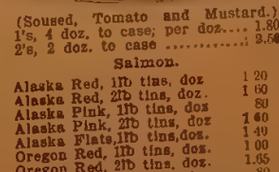
Soused, 18 oz. tins, 4 doz. in case, case	$6.50
Tomato, 18 oz. tins, 4 doz. in case, case	6.50
Mustard, 18 oz. tins, 4 doz. in case, case	6.50

1311-1315 Pacific Street.

Mackerel in Oil.

Bezler's	3.00 4.00
Lemarchand	5.00 7.00

Booth's Crescent Mackerel.



(Soused, Tomato and Mustard.)
1's, 4 doz. to case; per doz. 1.80
2's, 2 doz. to case 3.50

Salmon.

Alaska Red, 1lb tins, doz	1 20
Alaska Red, 2lb tins, doz.	1 60
Alaska Pink, 1lb tins, doz	80
Alaska Pink, 2lb tins, doz	1 40
Alaska Flats, 1lb tins, doz.	1 40
Oregon Red, 1lb tins, doz.	1 00
Oregon Red, 2lb tins, doz.	1.65
Oregon Pink, 1lb tins, doz	80
Oregon Pink, 2lb tins, doz	1.60
Oregon Flats, 1lb tins, doz.	1.00 1.60
Columbia River, 1lb talls.	1.60
Columbia River, 1lb flats.	1.75

French Sardines.

¼s, according to quality and size of tin, p. cas	9.50	12.50
½s, according to quality and size of tin, p. case.	12.00	20.00

COLUMN 14.

American Sardines.

Packed 3 1-3 doz in a case.
¾s 50 tins in case.

American ¼s in oil, per case	$3 50
American ¼s in oil, 5-case lots	3.35
American ¼s in oil, per doz	.50
American ¼s in mustard, doz.	.60
American ¼s in mustard, case	4 00
American ¾s in mustard, doz.	.90
American ¾s in mustard, case	3 00

Sprats.

Piloto	6.75 7.00
Menbie	6.75 7.00

SHELL FISH.

Abalones.

4 doz in cs, with shells, cs.. 6.00

Clams and Clam Juice.

	doz.
Doxsee Clams, 1-lb. tins	$1.65
Doxsee Clams, 2-lb. tins	2.65
Doxsee Clam Juice, 1-lb. tins	.90
Doxsee Clam Juice, 2-lb. tins	1.60
B & M Lunch Clams, flat tins	1.37½
Underwood Clams, 1-lb. tins	1.05
Underwood Clams, 2-lb. tins	1.60
P. & W. Clams, 1-lb, tins	1.00
P. & W. Clams, 2 lb. tins	1.50
Oxford Clams, 1-lb. tins	1.10
Oxford Clams, 2-lb. tins	1.50
P. & W. Clam Chowder	2.10
Burnham's Clam Bouillon, qts	3 00
Burnham's Clam Bouillon, pts	4 50
Burnham's Clam Bouillon, ½ pints	2.40

Lobsters.

	Doz.
1-lb. tins, 4 doz. in case.	
Red Jackets, flats	2.85
Deep Sea Picnics	2.40
Triumph Talls	2.80

Oysters.

Oysters, Selects, 12 oz	$1.60
Oysters, Selects, 6 oz	3 25
Oysters, Standard, 10 oz	2.00
Oysters, Standard, 5 oz	1.10
Oysters, Standard, 8 oz	1.70
Oysters, Standard, 4 oz	.90

Shrimps.

Shrimps, pickled, 1-lb. tins	$1.10
Shrimps in Tomato Sauce, 1-lb. flats	
Dunbar's Picnics, 4 doz in cs	1.25
Dunbar's 1½-lb., 2 doz in cs	2.25
Pickled Shrimps, 1-lb., 4 doz in case	1 20

Department 10.

LAUNDRY MATERIALS.

Ammonia.

GREER'S WASHING AMMONIA

First grade absolutely pure. 180 Beaume Strength.

Pints (2 doz. to case)	$1 35 per doz.
Quarts (1 doz. to case)	2 55 " "
½ Gals (½ doz. to case)	4 25 " "

WASHING AMMONIA
Standard Grade.

Pts., 2 doz. to case, per doz.	$ .75
Quarts, 2 " " " "	1 25

GREER'S TOILET AMMONIA
Lavender and Violet
Pints (2 doz to case) $2 50 per doz.



Parson's Household Ammonia

	per doz.
½ gals., 1 doz. in case	$1 50
Quarts, 1 doz "	2 65
Pints, 2 doz "	1 75
Dime size 3 doz. in case, per case	2 95

Bluing.



Liquid Laundry Bluing.

Scott & Gilbert Co.
Mfrs., 302 Davis st

	doz.
SUNSET	
¼ pints, 3 doz case	40
½ pints, 3 doz case	60
Pints, 2 doz. in case	75
Quarts, 2 doz. cs.	1 45

Bluing, ball.

Mikado, ½s, 100-lb case, lb	20
Mikado, ¼s, 100-lb case, lb	22
Nuremberg, A, ½s, ℔ lb	33
Do A, D, ½s, ℔ lb	25
Do A, C, R, ½s, ℔ lb	21
Washerwoman, ½s, ℔ lb	12
Do ¼s, ℔ lb	14
German Ult smarin e ½s, ℔ lb	12
Do ¼s, ℔ lb	14
Deschamp's French, 1's, ℔ lb	25
Do ½s, ℔ lb	29
Gold Medal, qt, ℔ doz	1.25
Do pt, ℔ doz	1.00
Do ½-pt, ℔ doz	75
Do ¼-pt, ℔ doz	45
Do China Label, qt, ℔ doz	1.25
Greer's, 1 dz qts. & doz	2.25
2's, 2 doz. to cs	2 50
Do 3 doz. pts, ℔ doz	1.44
Do 3 doz. ½ pts, ℔ doz	80
Pacific, 1 doz. qts, ℔ doz	1.10
do. 2 doz. qts & doz	80
Do 3 doz ½ pts, ℔ doz	45

COLUMN 15.



PURE FOOD PACKING COMPANY.

1533 Mission Street.

"Purity" Brand

Bluing,

Pts. doz	.75
½pts "	.45

Ammonia,

Qts. doz	75
Pts. "	45

Lye.

20-Mule Team, powdered 1's, cs. of 2 doz	$2 25
20-Mule Team, powdered 12-oz. cs. of 4 doz	3 60
20-Mule Team, powdered ¼'s, cs. of 8 doz	3 84

(Less 5 per cent. in 5 case lots; 10 per cent. in 10 case lots).

Cartons, 1's, 2 doz. in box	.09
Lump, 25 lb. in box	.08
Powdered, 25 lb in box	.08½

Chloride of Lime.

Brookman's, 1's, ℔ lb	7¼ 7½
Do ½'s, ℔ lb	8½ 9
Salte 's Purity Brand, ex qual. doz	.85

Lye.

Big Bonanza Lye	
Case of 48-1 lb tins	3.30
5 case lots	3.25
Star Scrubbing Lye	
48-1 lb tins, per case	1.75
5 case lots	1.70
Merry War, 4 doz in case	3.00
Merry Nickel, 4 doz in case	1.75
Eagle Lye, 4 doz. in case	3.60
Do 3-case lots	3.56
Do 5-case lots	3.40
Tomson's Red Seal, 4 dz. to cs	4.00
Do 5-lb, 12 5s to case	4.50
American, 4 doz in case	3.25
Do in 5-case lots	3.00
Babbitt's Lye, 4 doz in case	3.25
Do in 5-case lots	3.00



BANNER LYE

Cs., 4 doz.	$1 00
Cs., 2 doz.	2.00

SPECIAL FREE DEAL

LIMITED

Fr ight Paid to Country Points

5 Case lots, per case	$4.25
One additional case free	
Net cost	3.54
3 Case lots, per case	4 25
One additional case free	
Net Cost	3.64

Sal Soda.

California, sks	.95-1.00
California, bbls	1.00-1.05

Department 11

STARCHES.

Corn Starch.

Log Cabin, 40 1s, per pkg	4
Liberty, 40 1s, per pkg	5½
Duryea's, 40 1s, per pkg	7¾
Niagara, 5-box lots, pkg	5¾
Niagara, 40 1s	6¾
Kingsford's, 40 1s, pkg	7¾
Lily Corn, 40 1s, per pkg	5¾
Lily Corn, 5-box lots	5½
Lily Corn, 20 1s, per pkg	5¾
Sioux City, 10 1s, per pkg	5¾
Sioux City, 5-box lots, pkg	5½
None Such, 40 1s, per pkg	5½

Laundry Starch.

Elastic Starch, 64/1's, per box	5 00
Celluloid, 64/1's, per box	5.00
Best Gloss, 48/1's, per lb	5½
Liberty Gloss, 48/1's, per lb	5½
Liberty Gloss, 16/3's, per lb	5½
Best, 12/6's, per lb	5½
Standard, bulk 40-lb. boxes	5½
Sioux Gloss, 48/1's	5½
Sioux Gloss, 3's, 16 in box	5¾
King-ford's S. G., 1's, 40-lb bx	8½
Kingsford's S. G. 6's, 12 in crate	8¼
Kingsford's Pure, 1's, 40-lb bxs	7½
Duryea's S. G., 1's, 40-lb. bxs	8
Duryea's S. G. 6's, 12 in crate	8¼
Duryea's Superior, 1's, 40-lb. bx	7½
Niagara Gloss, 1's, 40-lb. bxs	5½
Niagara Gloss, 6's, 12 in crate	6¼
Niagara Gloss, bulk, 50-lb. bxs	4½
Lily Gloss, 1's 48-lb. box	5½
Lily Gloss, 6's, 12 in case	6¼
Lily Gloss, 3's, 16 in case	5¼
None Such, 1's 48 lb boxes	5
None Such, 6's 12 to crate	6
None Such, bulk, 50 lb box	4½

COLUMN 16.

Department 12

Soaps and Washing Powder

Western Star Soap

WHITE PETROLEUM BLEACHING.

100 bars per case $4.10

LASCO KOLD WATA NAPTHOL.

100 Bars per case $4 00

Free Delivery in San Francisco Oakland, Alameda and Berkeley

manufactured by

Los Angeles Soap Co.

San Francisco Office, 115 Davis St. Telephone Grant 110.



THE BEAVER SOAP CO., Dayton, Ohio.

Grandpa's Wonder Soap.

100 cakes 4-oz $3.60
50 cakes 4-oz 3.50

Powdered Soap.

Grandma's Borax, 24 3-lb per case $4.00
Grandma's Borax, 60 12-oz. per case 2.40

Feet Bros.

Silk Soap	3.00
Ammonia Benzoline	3.90
Cocoa Borax	4.10
Crystal White	3.90
Lily White (Floating)	4.00

Standard Soap Co.

Top Notch, 100, 10-oz.	$3.50
Sunburst, 100 12-oz	3.75
Yellowstone, 100 14-oz	3.75
Marigold, 100 16-oz	3.90
Thomas' Cool Water, 100 13-oz	4.00
Thomas' Cool Water, 20 13-oz	.85
Milo, 100 4-oz., 100 cartons	6.50
Magno "Floating Borax," 100 16-oz.	4.00
Gold Medal Borax, 100 10-oz	5.50
Gold Medal Borax, 20 10-oz	1.15
Purity, "Floating," 5c size	3.90
Purity, "Floating," 10c size	6.25
Purity, "Floating," 10c size, 20	1.30
Electric Mineral, 100 16-oz	5.50
Electric Mineral, 20 16-oz	1.15
Peerless Kitchen, 100 10-oz	3.00
Peerless Kitchen, 20 10-oz	.65

Miscellaneous.

Fels Naptha, 100 14-oz	4.50
Hot or Cold, 100 10-oz	4.00
Life Buoy, 100	4.00
Mikado, 100 14-oz	4.00
Mikado, 20 14-oz	90
Lenox, 100	3.00
Lenox, 20	.75
Ivory, 100 10-oz	7.00
Fairbanks Clairette, 100	3.35
Fairbanks' Santa Claus, 100	2.85
Fairbanks' Copco, 100	3.90
Fairbanks' Fairy Oval, 100	3.90
Grandpa's Wonder, large, 50	3.50
Grandpa's Wonder, small, 100	3.60
Peets' Pine Tar, 50	1.90
Peets' Pine Tar, 100	3.75
Babbitt's 100	4.10
Jergins Pumice, 50 small	1.75
Jergins Pumice 50 large	3.00
Uncle Sam's Tar, 100 small	3.50
Uncle Sam's Tar, 50 large	3.40
Stryker's Kitchen Soap, 100s	3.50
Stryker's Kitchen Soap, 20s	.75
Pears, 100, large	4.00

Castile Soap.

La Lune White Castile, lb	7¾
White Virgin, per lb	7¾
White Cobi	15
Mottled, Imported, per lb. 6½	7
Clover Leaf White	13
La Boolo	7½

Scouring Soaps.

Bon Ami, 3 doz to cs, pr cs.. 2 50



Sapolio, scouring, ½ gross box, per box 4 50
Sapolio, hand, ½ gross box, per box 4 50

WASHING POWDERS.

Gold Dust, 24 7's, per case	4 50
Gold Dust, 100/10-oz	4.50
Lavarine, 36 1-lb., per case	3.00
Lavarine, 100 5c pkgs	3.50
Pearline, 36 1-lb pkg	3.10
Pearline, 100 6-oz pkgs	3.75
Soapine, 20 3-lb pgs	3.60
Soapine 50 1-lb pkgs	3.35
Soapine, 100 ½-lb. pkgs	3.60
Babbitt's 1776 6-oz	2.85
Kleeno, 72 7's	4.50
Kleeno 24/3's	4.25
Kleeno 100/1½'s	3.75
Grandpa's Borax, powdered, 24 3s	4 00
do. 60, ¾s	2.40

COLUMN 17.

Department 13

OILS, PAINTS, ETC.

Coal Oil.

Water white, coal, bulk	12½
Pearl, cases, 25's	18
Astral, cases, 25's	18
Star, cases, 25's	18
Ex. Star, cases, 25's	21
Elsine, cases, 25's	26

Gasoline and Benzine.

86° Gasoline, bulk, 25 cases	31
74° Gasoline, bulk 16 cases	22½
63° Benzine, bulk, 13 cases	19½

Turpentine.

Strictly Pure, cases, 2-5's	81
Do drums or iron bbls.	75

Linseed Oil.

Strictly pure, raw, bbls	gal 56
Do. boiled, in bbls	gal 58
Do. raw, cs, 2-5's	gal 61
Do. boiled, cs, 2-5's	gal 63

Castor Oil.

Baker's AA, cs, 2-5's	1.16
Pure, No. 2, cs, 2-5's	1.05
No. 1, cs, 2-5's	.70

Lard Oil.

Strictly pure, bbls., 75 cs	80
Sup. Win., str., bbls. 65 cs	70
No. 1, bbls. 55 cs	60

Neatsfoot Oil.

Cooper's bbls. 75 cs	80
Extra, bbls, 62½ cases	67½
No. 1, bbls, 57½ cases	62½

Lubricating Oils.

Star Cylinder Oil, bbls, 60 cs	.65
Columbia Cyl. Oil, bbls, 40 cs	.45
Gem Cyl. Oil, bbls, 80 cs	.90
Ruby Cyl. Oil, bbls, 50 cs	.60
Star Engine Oil, bbls, 50 cs	.55
Columbia Eng. Oil, bbls, 30 cs	.35
Paragon Eng. Oil, bbls, 45 cs	.55
Red Eng. Oil, bbls, 27 cs	.32
Star Mach. Oil, bbls, 30 cs	.35
Star Dynamo Oil, bbls, 50 cs	.55
Star Spindle Oil, bbls, 40 cs	.45
Star Sep'tor Oil, bbls, 50 cs	.55
Favorite Sep'tor Oil, bbls, 25 cs	.30

Miscellaneous Oils.

Union Salad Oil	.45	50
Globe Salad Oil	.45	50
Pure Sperm Oil	.75	80
No. 1 Polar	.50	55
China Nut oil, ord'ry	62½	
China Nut oil, No. 1	80	

WHITE LEAD.

Pioneer, in kegs 7 7¾

DRY PAINTS.

Eng. Paris White, bbls.	1.35	1.60
Whiting, bbls	1.00	1.15
Kalsomine, bbls		1¼
Prince's Min'l B'wn, bbls		1.65
Yellow Ochre, bbls		1½
Eng. Ven. Red, bbls		1.50

Department 14

FARINACEOUS GOODS.

Flours.

GLOBE MILLS,
Cor. Chestnut and Montgomery

California Selected Wheat,

	Barrel
** "Banquet" (fancy patent)	$5.05
*** "Silver Star" (patent)	4.60
XXX	4.30
Mariposa	4.30

Blended Wheat,

*"A1" Family	5.15
"A1" Bakers'	5.05

Entire Eastern Wheat.

Globe, Bakers' .....
(½ bbls. 10 cents per bbl. higher.)

*"A1" must be retailed for not less than $1.40 per ¼ sack.
**"Banquet" must be retailed for not less than $1.33 per ¼ sack.
***"Silver Star" must be retailed for not less than $1.25 per sack.

FLOURS.

Allen's Boston Brown Bread Flour, 24 pkgs, per case	3.60
Allen's Flour, 10 10-lb bags, per bale	4.50
Cal. Family	$5.05 $5.10
Cal. Bakers', extra	4.80 4.90
Buckwheat, 10-lb sacks, per 100 lbs	$4 50
Self Rising Buckwheat, 10-lb sacks, per 100 lbs	6 00
Graham, 10-lb sacks, per 100 lbs	3 25
Rice, 10-lb sks, per 100 lbs	8.00
Rye, 10-lb sacks, per 100 lbs	3 75
Whole Wheat, 10-lb sacks, per 100 lbs	3 50

Meals.

Yellow Corn, 10-lb sacks, 100 lb.	$2.50
White Corn, 10-lb. sacks, 100 lb.	2.50
Ex. Cream Yellow, 10-lb. sacks, per 100 lbs.	3.75
Ex. Cream White, 10-lb sacks, per 100 lbs.	3.75
Oat Meal, 10-lb. sacks, pr 100 lbs	4.25
Steel-Cut Oat, 10-lb sacks, per 100 lbs	4.50

Pearled Cereals.

Pearl Barley	$6 00
Pearl Wheat, 150-lb bbls	4.40

Rice.

Choice Seed Japan	$0.03¾
Good Seed Japan	.03¼
Fair Seed Japan	03
Fancy Head Rice	5 1-5 .06
Long Grain Rice	04 .05
China No. 1	5 6
China No. 2	4 4½

COLUMN 18.

Rolled Cereals.

Rolled Oats, 7s and 10s, pr 100 lbs	4 50
Ex. Crm Rld Ots. 180-lb, bbl.	$7.50
Ex Crm Rld Ots, 180-lb, 90-lb sks	7.00
Frld Reld Wheat, 160-lb, bbls.	4 40
Dr. Price's Food, pee case	4.00

5-case lots, $3.85

Sago and Tapioca.

Sago, original sacks, lb	.02½ .03
Sago, 48/1's, per doz	.70
Instantaneous Tapioca, 50/1's, per case	5.00
Instantaneous Tapioca, 36 to case	2.70
Tapioca, Flake	.03
Tapioca, repacked, per lb	.04½
One Minute Tapioca, 36 to cs	2.75
Arrowroot, Taylor's Bermuda, 12-lb box, 1, ½ and ¼ lb pkgs, per lb	32½

Miscellaneous.

Greats Oat, 10-lb sacks, 100 lbs.	$4.50
Greats Buckwheat, 10-lb sks, 100 lbs	10.00
Hominy, lgs, 10-lb sks, 100 lb.	3.75
Hominy, sml, 10-lb sks, 100 lbs	4.00
Split Peas (yel.) 25 and 50-lb boxes, 100 lbs	5.50
Split Peas (grn.) 25 and 50-lb boxes, 100 lbs	5.50
German Lentils, per lb	.05½
Cracked Wheat, per 100 lbs	4.75
Farena, per 100 lbs	4.40
Pearl Grits, per 100 lbs	4.25
Capitol Mills Pearled Hominy, bbls	8.00
Capitol Mills Gran. Hominy, bbls	8.50
Capitol Mills New Process B. W. Flour, bbl	9.00
Capitol Mills Steel Cut Oat Meal, bbl	8.50

Breakfast Foods.

Capit'l Mills R'll'd Oats, 36/2's	3.60
Grape Nuts, 1 & 3 doz, pr doz	1.40
Breakfast Gem, case 3 doz	3.00
Wheatine, 36/2's, pr cs	3.75
Germea, 20 4-lb pkgs, pr cs	4.00
Germea, 24 2-lb pkgs, per case	3 10
H-O Buckwheat, 1 doz 3-lb pkgs, per case	3.75
H.-O. Pancake Flour, case	3.90
H.-O. Oats, 24/2's, per case	3.15
Cream of Wheat, 36/2's	5.25
Crespo. 36/2's	2.75
Malta Vita, 36/2s, cs	4.50
Our Mothers' Mush, 36 to cs	3.35
Twin Brothers Mush, 36 to cs	3.00
Carnation Wheat Flakes, 24/3's	5.40
A B C Breakfast Wheat, 72/2's	5.00
A B C Breakfast Wheat, 36/2's	2.60
Granola, 24/1's	2.25
Flaked Rice, 24/1's	3.00
Ralston Breakfast Food, 36/2's	4.50
Do. Barley Food, 36/2's	4.25
Do. Health Oats, 36/2's	4.00
Do. Hominy Grits, 36/2's	4.00
Do. Health Crisp, 36-2's	3 60
Do. Select Bran, 24/3's	2.50
Do. Pancake Flour, 36/2's	3.75
Do. Whole Wht Flr, 4/4½'s	5.50
Quaker Oats, 36 2s	3.80
Scotch Oats 36 2s	3.65
Acme Grano, 20/4's, per case	3.75
Acme Gluten Farina, 24/1's, pr case	1.35
Acme Gluten Flour, 10-lb sks	.80
Acme Wheat Flakes, 36/2's	3.00



Dr. Price's Wheat Flake Celery Food.

Per case...$4.00

Pastes (Domestic).

Macaroni, Vermicelli, etc.—	
No 1 Extra, per box	.27
No 1 Extra, 15 lbs	.52
No 1 Extra, 25 lbs	.82
No. 1 Extra, 50 lbs	1.05
No. 1 Extra, 100 lbs	3.30
No. 1 Extra, ½ boxes	.15
Macaroni, Vermicelli & spaghetti, No. 2	.20
Royal Macaroni, Verm'l & Sp'ti, 24 1-lb pkgs., per case	1.70
Queen's Taste Mac., Verm. & Sp. 12 3-lb cartons i case	2.15
It. Paste, ass'd, ab. 18 lbs. c., lb.	6½
Ro al It. Paste, 24 1-lb pkg c., pkg	8½
Golden Gate Egg Noodles, 24 1-lb. pkgs in case, per cs	1.90
Farina, 24 1-lb pkgs.	1.50

Discount 2 per cent for cash only.

COLUMN 19.

COLUMN 20.

Department 15.

SPICES

PURE—Square Tins, Full Net Weight.

	¼'s	½'s	1's	2½ lbs.	5 lbs.	Blk
Allspice	$0 70	$0 95	$1 60	$ 2 80	$ 6 70	$12 75	21
Cinnamon	1 15	1 80	3 30	6 25	15 25	30 00	43
Cloves	90	1 35	2 40	4 35	10 60	20 55	31
Ginger	75	1 05	1 75	3 10	7 50	14 30	23
Mace	1 75	3 00	5 65	10 90	26 95	53 30	78
Mustard	70	95	1 60	2 80	6 70	12 75	19
Nutmeg	1 25	2 05	3 80	7 15	17 60	34 60	49
Pepper	80	1 10	1 90	3 40	8 25	15 85	25
Cayenne	80	1 15	2 00	3 55	8 65	16 65	26
W. Pepper	95	1 45	2 65	4 65	11 75	22 90	34
Sage	70	95	1 60	2 80	6 70	12 75	21
Thyme	70	1 00	1 65	2 95	7 10	13 50	22
Savory	70	1 00	1 65	2 95	7 10	13 50	22
Marjoram	75	1 10	1 85	3 30	7 85	15 10	24
Poultry Seasoning		1 50					

SECOND GRADE—Round Tins, Short Weight.

	¼'s	½'s	1's	2½ lbs.	5 lbs.	Blk.
Allspice	55	1 00	1 75	3 95	7 60	13
Cinnamon	65	1 20	2 10	4 90	9 50	16
Cloves	65	1 25	2 25	5 20	10 20	17
Ginger	55	1 00	1 75	3 95	7 60	13
Mace	1 20	2 30	4 40	10 50	21 00	34
Mustard	55	90	1 50	3 60	7 00	12
Nutmegs	[illegible]	1 70	3 10	7 40	14 60	24
Pepper	60	1 15	2 00	4 55	8 90	15
Cayenne	60	1 15	2 00	4 55	8 90	15
W. Pepper	75	1 45	2 65	6 15	12 05	20
Sage	55	1 00	1 75	3 95	7 60	13
Thyme	80	1 05	1 90	4 25	8 25	14
Savory	60	1 05	1 90	4 25	8 25	[illegible]
Marjoram	60	1 05	1 90	4 25	8 25	14

SCHILLING'S BEST SPICES.—Nature's Best.

Square tins. Never sold in bulk.
Small, medium, large sizes have sifting tops except Mustard.

	Small size per doz.	Medium size per doz.	Large size pe. doz.	Ex. Large size per doz.	Hotel size per tin.
Pepper	.75	1.20	2.20	3.75	.78
Mustard	.75	1.25	2.25	3.90	.81
Must. Comp.	.75	1.25	2.25	3.90	.81
Ginger	.75	1.25	2.25	3.90	.81
Allspice	.75	1.10	2.00	3.50	.73
Cinnamon	.80	2.25	4.25	7.50	1.35
Cloves	.80	1.40	2.60	4.75	.87
Nutmegs	1.60	2.75	5.25	10.00	2.00
Mace	1.75	3.00	5.75	11.50	2.15
Cayenne	.90	1.50	2.75	5.00	.93
Wh. Pepper	.95	1.75	3.25	5.75	1.00
Sage	.75	1.25	2.25	3.90	.81
Thyme	.85	1.40	2.60	4.75	.87
Marjoram	.95	1.75	3.25	5.75	1.26
Savory	.85	1.40	2.60	4.75	.87
Cases contain	6 doz.	4 doz.	2 doz.	2 doz.	1 doz
Gross weight	22 lbs.	23 lbs.	24 lbs.	40 lbs.	53 lbs.

MUSTARD.

Colman's, ¼'s, 12 lb to box, lb.	.52
Colman's, ½'s, 12 lb to box, lb.	.48
Colman's, 1's, 12 lb to box, lb.	.48
Colman's, 5's, per lb	.40

Mustard, Prepared.

Small bottles, 24 to cs, pr doz	.55
Small straights, fancy, 24 to case per doz	.95
Webb's Glass Top	1.35
Large Dusseldorfer, 24 to cs	1.60
In 3-gal kegs, per keg	1.15
In 5-gal kegs, per keg	1.70
Louit Freres, French, doz	2.25
Eddy's Salad Mustard—	
6-oz., 24 to case	.92½
8-oz., 24 to case	1.35
12-oz., 24 to case	2.00
Hirshes Horseradish Mustard—	
10-oz., 24 to case	1.25

Department 16

BAKING POWDER AND FLAVORING EXTRACTS.

ROYAL

	1 cs. lot	5 cs. lot	15 cs. lot
¼ lb cans	$ 1 88	$ 1 86	$ 1 34
6 oz cans	1 92	1 89	1 87
½ lb cans	2 57	2 52	2 50
12 oz cans	3 82	3 75	3 72
1 lb cans	4 95	4 85	4 80
2½ lb cans	11 95	11 40	11 28
3 lb cans	13 60	13 34	13 20
5 lb cans	22 35	21 90	21 68

An extra discount of 1 per cent if packed in barrels.

Schilling's Best Baking Powder.

Never sold in bulk.

10-lb. tins, per doz	$39.00
5-lb. tins, per doz	20.00
4-lb. tins, per doz	16.00
3-lb. tins, per doz	12.50
2½-lb. tins, per doz	10.50
16-oz. tins, per gross	$63.00
12-oz. tins, per gross	41.00
8-oz. tins, per gross	28.00
6-oz. tins, per gross	22.50
4-oz. tins, per gross	16.50

TROPHY

4 oz, per doz	$0.95
6 oz, "	1.35
8 oz, "	1.70
12 oz, "	2.35
1 lb., "	3.00
2½ lb., "	7.50
3 lb., "	9.00
6 lb., "	14.50

MISCELLANEOUS.

Home, 10 oz	$0.90
Home, 25 oz	2.00
Home, 50 oz	4.00
Home, 80 oz	6.00
K. C., 10 oz	.85
K. C., 16 oz	1.25
K. C., 25 oz	2.12½
K. C., 50 oz	4.00
K. C., 80 oz	6.50

Cream Tartar.

Standard, bulk, 30-lb box	.27
Standard, 12 1-lb tins	.28
Pure, bulk, 30-lb box	.38
Pure, 5-lb tins, per lb	.38
Pure, ½-lb tins, per doz	5.00

SODA.

Churches, A. & H., or Dwight's Cow Brand, 60 lbs. to case.

1-lb	per lb. $0 05
½-lb	per lb. .05¾

EXTRACTS FLAVORING.
GUITTARDS' "PURE"

per doz	2 oz	4 oz	6 oz	8 oz
Vanilla	$2 50	$4 75	$7 00	$9 00
Lemon	1 75	3 25	4 50	6 00

Net weight. Patent Sprinkler Tops

Schilling's Best Extracts.

Triple Strength, Pure and Uncolored Sprinkling Tops.
Net weight. Never sold in bulk.

	Lemon and Others.	Vanilla and Rose.
1 oz	1.30	1.80
2 oz	2.00	3.00
4 oz	3.75	5.75
6 oz	5.50	8.50
8 oz	7.25	11.00
16 oz	14.00	21.50
32 oz	27.00	42.00

Souder's Flavoring Extracts.

Price per gross.

	2 oz.	4 oz.	8 oz.
Reg. Lemon	9.00	18.00	54.00
Reg. Vanilla	14.40	28.80	72.00
XX Lemon	18.00	36.00	72.00
XX Vanilla	21.00	42.00	84.00
Asrtd Flavors	18.00	36.00	72.00
Rose Coloring	18.00	36.00	.....
Yellow Colrng	18.00	36.00	.....
Jamaica Gngr	18.00	.....	.....

Assorted flavors contain strawberry, pineapple, orange, almond, rose, etc.



"Vesans" Extracts."

Lemon, 2 oz. per doz	.80
Vanilla, 2 oz. per doz	.80
Assorted Flavors, per doz	.80

COLUMN 21.

Department 17

CANDIES.

Lozenges.
(5-lb. boxes.)

XXX Peppermint, pails	13 14
Thin Peppermint	.16
T. T. Peppermint	18
Druggist Peppermint	25
Musk, fluted, pails	.20
Cinnamon, Lemon, Sassafras, Rose	.16
Midget Fruit	.20
Conversation and Hearts	.15
Lilliput Conv. Hearts	17
Midget Conv. Lozenges	18
Crown T. T. Lozenges, 24 5ct. pkgs	.80
Aurora Lozenges, 24 5ct. pkgs	.80
Cough Troches, 5 lb bxs	.25
Eagle Wafers, Peppermints, Wintergreen	.25

Mixed Candy.
(30-lb. pails.)

Plain Mixed	9½
Pacific Mixed	10
Royal Mixed	12½
Grocers' Mixed	10½
Yankee Mixed	13
American Mixed	13
Fancy A, Mixed	14½
Fancy C, Mixed	14
French 8, Mixed	16
French No. 1, Mixed	18
French Extra Mixed	20
Lady, Mixed	15

Steam Panwork.

Anis Seed	22
Aromatic Cachous	18
Assorted Berries	16
Assorted Dragee	14
Assorted Imperials	16
Assorted Small Seeds	22
Birds' Eggs	16
Boston Baked Beans	17
Burnt Peanuts	18
Burnt Almonds	25
Caraway Seed, smooth	22
Caraway Seed, pearled	22
Celery Seed	22
Cinnamon Beans, large red	15
Cinnamon Beans, Imperials	16
Coriander Seed, pearled	32
Jelly Beans, pails	12½ 14
Jelly Birds' Eggs	16
Jelly Cranberries	16
Jelly Limes	16
Jelly Raspberries	16
Jordon Almonds, fine	45
Jordon Almonds, imitation	18
Licorice Beans	16
Red Hots	25
Ringed Marbles	16
Sugar Coated Licorice Tablets	20
Sugar Almonds	25
Sugar Plums	10

Stick Candy.
(30-lb. pails.)

Assortment: Peppermint, Lemon, Rose, Clove, Anis, Cinnamon, Sassafras, Vanilla, Pineapple, Wintergreen 9½

Hoarhound	9½
Hoarhound, wrapped	11
Peanut Sticks	13
Peanut Sticks, wrapped	13
Cocoanut Sticks	13
Cocoanut Sticks, wrapped	13

Taffies.

Peanut Taffy	15
Peanut Flake	15
Peanut Squares	14
Cocoanut Taffy	15
Cocoanut Squares	15
Chunks: Vanilla, Rose, Chocolate, Lemon, Molasses	14
Broken Taffy of broken chunk	13

Drops and Lumps.
(30-lb. pails.)

Mixed Drops and Lumps	9½
Molasses Peppermint Lumps	11
Hoarhound Drops	11
Crystal Rocks	12½

Gum Goods.
(5-lb. boxes.)

A. B. Gum Drops, assorted	9
A. B. Gum Drops, Licorice	9
A. B. Gum Drops, Crystalized	11
A. B. Bonbons, plain, in bbls	7
A. B. Bonbons, fancy, in bbls	7½
A. B. Bonbons, fancy, crystallized, 5-lb. boxes	14
A. B. Fruits	18
Royal Gum Drops	16
Genuine Gum Drops, hard	25
Jelly Squares, assorted	14
Bijou Sticks	18
Spiced Jelly Drops	20
New Turkish Figs	16
Fig Paste, plain	17
Fig Paste, tricolor	18

Cream Goods.
5-lb. boxes.)

Fondans Creams	14
Hand Dipped	19
Hand Dipped, with nuts on	21
Fruit and nut Ices	18
Cream Peppermint	20
Crushed Fruit Bonbons	30

Chocolates.
(5-lb. boxes.)

Chocolate, plain	14
Chocolate, Hand Made	20
Chocolate Dipped Bonbons	20
Chocolate Dipped Bonbons, with nuts	22
Chocolate, Climax, 30-lb pails	16
Chocolate Chips	28
Chocolate Nonpareil Drops	20
Chocolate Wafers	22
Chocolate Cream Tablets, 30 in box	1 10

COLUMN 22.

Marshmallows, Nougats, Etc.

Occidental Marshmallows, 5-lb tins	.28
Occidental Marshmallows, 3-lb tins	.30
Dipping Marshmallows, 5-lb. boxes	.25
Angel Food, 5-lb. boxes	.20
French Nouget, 30 5c slices in box	1.00
Walnut, Apricot, Spanish Nouget, 5-lb boxes, per lb	.25

Sundries.

Opera Caramels	19
Rock Candy, white & red	.15
Rock Candy, brown	16
Licorice Drops	.20
Licorice Sticks, 16 to lb	.28
Locorice Tablets, 5 lb bxs	.25
Licorice Tablets, 24 5c bxs	.80
Licorice Penny Sticks, 100 in box	.65
Buttercups, 5-lb tins	.2

CHEWING GUM.

	Single	Box
Yankee Spruce, 20 pcs		.55
Sen Sen, 20 pcs		.55
Red Rooster, 20 pcs		.55
Sweet Heart, 20 pcs		.55
Newton's Pepsin, 20 pcs		.55
Bloodberry, 20 pcs		.60
Pepsin Sticks, 20pcs		.60
Sweet Wheat, per box		.50
Tuiu Sugar Plum, box		.55

CRACKERS.



MADE BY THE
MUTUAL BISCUIT CO.

	lb.	¼ box
Almond Drops	15	
Animals	12½	$1.20
Arrowroot	14	1.50
Assorted	12	1.15
Assorted, extra	14	1.30
Assorted, fancy	20	1.75
Assorted Wafers	16	1.90
Assorted Jumbles	14	1.25
Boston	9	.80
Butters, Mutual	10	.70
Butter Scotch	14	1.50
Butter, Star	9	.60
California Lunch	9	.90
Champion	9	.65
Chips, Mutual	14	1.10
Chocolate Biscuits	16	1.80
Chocolate Fingers	15	1.50
Chocolate Wafers	18	2.15
Cocoanut Bonbon	14	1.25
Cocoanut Finger	15	1.50
Cocoanut Marshmallows	15	1.50
Cocoanut Taffy	15	1.80
Cocoanut Wafer	16	1.50
Coffee	12	1.25
Coffe Iced	15	1 35
Cornhill	10	1.10
Cracker Meal	6	1.10
Currant Cakes	1	1.10
Egg Jumble	14	1 25
Fruit Biscuits	14	2.40
Ginger Cakes	11	1.40
Ginger, Nut	11	1.40
Ginger Wafers	14	1.75
Graham	10	1.20
Graham Gem	9	.75
Graham Unsweetened	9	
Honey Fingers	14	1.25
Honey Pumbles	12	1.00
Honey Drops, spiced	15	1.60
Honeysuckle	16	
Jelly Fingers	16	1.50
Jenny Lind	12	1.10
Lady Fingers	15	1.30
Lady Fingers Iced	16	1.40
La Grande	11	1.10
Lemon Biscuit	14	1.25
Lemon Brittles	14	1.35
Lemon Snap	12	1.20
Lemon Wafers	14	1.75
Macaroon Almond	40	
Mutual Flakes	14	.90
Mutual Tea	15	1.60
Nic Nac, No. 1	10	1.10
Nic Nac	12½	1.25
Oysters	8	.70
Peoples Mixed	12½	1.25
Pilot Bread	4	.55
Pilot Bread Extra	5	.65
Pilot Saloon	7	.80
Ping Pong	16	1.50
Raisin Cake	12	1.10
Saloon Pilot	7	.80
Saloon Soda	7	
Salted Wafers	14	.90
Soda Extra	7	
Soda	6½	
Star Butters	9	.60
Vanilla Bars	14	1.40
Vanilla Biscuits	14	1.25
Vanilla Snaps	12	1.20
Vanilla Wafers	14	1 75
Wafers, Chocolate	18	2.15
Wafers, Ginger	14	1.75
Wafers, Lemon	14	1.75
Water Wafers	12	.90
Walnut Creams	16	1.50



COLUMN 23.
Department 18.

FANCY GROCERIES.

Snider's Baked Beans.

No. 1, 90c doz.; 4 doz. in case	
No. 2, $1.40 doz; 3 doz. in case	
No. 3, $1.85 doz.; 2 doz. in case	

Bouillion Capsules.

Anker's, 10 capsules in box, per doz boxes	2.75

Capers.

Capotes, 1 dz in cs	1.20	1.30
Nonpareil, small		2.00
Do med.		2.25
Do large		5.00
"White Label," 6-oz, doz		2.25
"White Label," 10-oz, doz		3.15

TOMATO KETCHUP.

Catsups

Snider's

Qts., per doz	$3 75
Pts, "	2 40
½-pints, per doz.	1 40





CAMPBELL'S

(½ Pts. Condiments)

2 dozen to case

Tobasco Ketchup dozen $1 15

Tomato Ketchup, dozen..... $1 15

Salad Dressing, dozen 1 15

Chili Sauce, dozen..... $1 15

Assorted cases. dozen..... $1 15

Miscellaneous.

Our Mother's Ctsp ½-pt, doz	1 40
Our Mother's Ctsp, pts, doz	2 30
Blue Label, 25 ½ pts to cs	3 10
Blue Label, 25 pts to cs	5 00
Blue Label, 12 qts to cs	4 00
Mother's Own, pts	1.50
½ pts	.90
London's Rockaway, Pts., doz	2.25
Sailer's "Purity," doz	.90
H. B. Catsup, pts	2.15
" " ½-pts	1.25

Chocolate and Cocoa

CHOCOLATES.
Baker's.

German Sweet, 6-lb boxes, ⅛s and ¼s	2
Eagle, 12/1s	23
Premium, 12/1s	28
Vanilla, 12/1s	41
Powdered, ⅛s, ¼s, 1s, 12/lb. boxes	26

Subject to quantity discount.

Huyler's.

Vanilla, 12-lb. boxes	36
Premium, 12-lb. boxes	33

Lowney's.

Cream Cakes, per box	80
Ice Cream Drops, per doz	75

Ghirardelli's.
In paper

Eagle, 24 1-lb	21
Eagle, 12 1-lb	21½
Eagle, 12 ½-lb	22½
Eagle, 12 ¼-lb	24
Crescent, 6 5 to lb	17
Crescent, 12 5 to lb	16½
Cal, Sweet, 6 6 to lb	21½
Cal. Sweet, 12 6 to lb	21
Monarch, 12 1&½-lb	26
Monarch, 12 1-lb	25
Monarch, 12 ½-lb	27
Star, 24 1-lb	19
Star, 12 1-lb	19½

Ground.
In tins

Ghirardelli's, 12 1-lb tins	26½
Ghirardelli's 24 1-lb tins	26
Ghirardelli's 60 3-lb tins	24
Venard's, 24 1-lb tins	21
Venard's, 60 3-lb tins	20
Miner's, 12 1-lb tins	22½
Miner's, 24 1-lb tins	22
Miner's, 20 3-lb tins	22

5 per cent off on 120-lb. lots

COCOAS.

Baker's Bkfst, 6/1's&½'s	36
Van Houten's, ⅛'s and ½'s	85
Van Houten's, 1's	80
Royal Dutch, 12/¼'s	80
Royal Dutch, 12/½'s	75
Royal Dutch, 12/1's	70
Epp's, 14/½'s	40
Fry's, 12/½'s	39
Webb's, 6/½'s	23
Lowney's, 6/½'s	37
Ghirardelli's Bkfst, 6/½'s	38
Ghirardelli's Bkfst, 12/½'s	37½
Ghirardelli's Impri, 6&12/½s	56
Miner's Bkfst, 6/½'s	37
Miner's Bkfst, 6/1-5's	38
Menier's, 1 ½s	47

COLUMN 24.

Condensed Milk

BORDEN'S CONDENSED MILK CO.



Gail Borden Eagle Brand	6.80
In 5-case lots	6.65
Pony	2.25
Challenge	4.70
Floral	4.65
Dime	8.75
Rose	1.40

With 10 cases Rose Cream 1 case free.

(Each of above Brands 4 doz. in case)

Borden's Malted Milk, Trial Size, per doz. 90



Borden's Pioneer Brand Evaporated Cream

Large Cans, 4 doz. in cs	4.00
Peerless	4.70
Yacht	3.25
Family Size, 4 doz. in case.	
Quarts, 2doz. in cs	

ALL ABOVE BRANDS GUARANTEED



CARNATION CREAM

20 oz. cans 4 doz	
Per case	4 00
5 cases	3 95
25 cases	3 90
50 cases	3 85



LILY
(large tin)

1 cs.	$3 90
10 cs.	3 85

Helvetia Milk Condens'g Co.



Originators Evaporated Cream

Highland Evaporoted Cream 4 doz in box	$4.10
Baby Pet, 6 doz	3 00
Pet, reg., 4 doz., per case	3 35



Jersey Evaporated Cream

213-215
Market St.

Tel. Bush 855

Cases	
1 to 5	$3.70
5 to 10	3.65
10 to25	3 60

Miscellaneous.

St. Charles, 4 doz., in case	$4 60
St. Charles, 5-case lots	4 50
Horlick's Malted Milk, doz	4 50

Cereal Coffee.

Fig Prune, per doz	$2 25
Postum, 24/½'s, per doz	1 35
Postum, 12/1's, per doz	2 25
Postum, 36/1's, per doz	2 25
Grains, 12, 2s	2.75

Chutney.

Chutney, asst, qts	$6 25
Chutney, asst, pts	3 75
Chutney, Major Grey, qts	6 50
Chutney, Major Grey, pts	4 25
Ban-ki-pore, pts	3 00

Cranberry Sauce. doz.

Anderson's 2s, 2 doz box	2.00
Tea Garden, 2s, gls, 12 box	4.00
Tea Garden, 1s, gls, 24 box	2 25
Cape Cod, 2 lb, gls, 12 box	3.50
Cape Cod, 1 lb, gls, 24 box	2.00
Home Made, 1s, 2 doz box	2.15
do 2s, glass, 1 doz box	4.00

COLUMN 25.

EQUAL TO THE BEST



BETTER THAN THE REST

ALPINE

EVAPORATED CREAM

	Per case
1 to 5 cases, 4 doz to case	$3.40
5 to 10 " " "	3.55
10 to 25 " " "	3.50

Gallons

1 to 5 cases, 6 to case	3.35
5 to 10 " " "	3.30
10 to 25 " " "	3.25

Midgets, 8 doz. to case

1 to 5 cases, $3.50 | 5 to 10 cases, $3.85
10 to 25 cases, $3.80

ALPINE MILK

(Sweetened)

4 Dozen to case, 16 oz. $4.00

ALPINE EVAPORATED CREAM CO.

Factory
HOLLISTER, CAL.

Office and Salesroom
123 California Street
San Francisco, Cal

Phone: **Green 96.**

Cottolene.

2's, 4's or 10's, per cs. of 60 lbs	7.00
5-case lots	6.90
10-case lots	6.80
25-case lots	6.75

With 21 cases, ½ case free.
" 5 " 1 " "
" 10 " 2 " "

Price $7.50, $7.40, $7.35.

Curry Powder.

Cross & Blackwells, 2 oz	1.35
do 4 oz	2.35
Do 8-oz	3.65
Do 16-oz	6.20
East India, Bombay, 16 oz	5.00
East India, Bombay, 8 oz	3.25

Extract of Beef.
Liebig's (Genuine)

	2 oz.	4 oz.	8 oz.	16 oz.
doz.	4 55	8 50	15 90	29.75

"Bex" Solid.

2-oz., doz	$3.95
4-oz., doz	7.20
8-oz., doz	$13.27
16-oz., doz	24.75

Marshall's

2 oz., per doz	$2.40

Gelatine.

Knox's, per doz	1 20
Knox's, per gross	14 00
Cox's, per gross	12 00
Keck's, per doz	1.10

Ginger (Preserved).

½ doz jars in cs., per cs. 2.25

Lemon Sugar.

Gilt Edge, 24/½s, per doz	1 37½
Gilt Edge, 24/1s, per doz	1 85

Lime Juice.

Tahita, 24/8-oz, per doz	$1.25
Tahita, short measure, 16-oz	1.50
Tahita, full measure, 16-oz	1.75
Tahita, full measure, 32-oz	3.50
Tahita, bulk, gal	1.00

Mushrooms. doz.

Le Court, 100 to cs	$2.50
La Forrest, 100 to cs	2 75
Hotel, 100 to cs	2.00
Fancy Stuffed, pts	4.00

COLUMN 26.

OLIVES.

OLIVES IN BULK.

	25 gl.	10 gl.	5 gl.	3 gl.
Ex. No 1, Qu'n	1 40	11 50	6 00	3 75
Lge No 1, "	1 00	10 50	5 00	3 25
No 1 Qu'n	85	9 75	4 75	2 90
No 2 "	85	8 75	4 50	2 85
Manzanilla..	70	7 25	3 75	2 40

Extra charge for kegs & barrels.



Olives

SEVILLE PACKING CO.

White Label Queen Olives—

28-oz., per doz. ..$5.50
18-oz., " ... 3.75
6-oz., " .. 1 25

Pim-Olas

18 oz. 2 doz., per cs, per doz $6 10
10 " " " " 3 55

Baby Pim-Olas

10-oz., 2 doz. in case, per doz. . $2.50
6-oz., 2 doz. in case, per doz . 1.50

Olive Oil

NICKLE

	Case
½ pints, 4 doz	$3 00
Pints, 2 doz	5 55
Quarts, 1 doz	7 85
½-gal.	9 00



CRYSTAL BRAND OLIVE OIL.
Pure California Products.

7-oz.
Per doz...$2.40
3 doz..... 6.75

14-oz.
Per doz... 4.50

Quarts.
Per doz... 7.25

Put up by
G. O. Ryden.

MISCELLANEOUS

Golden Gate, in gal tins, per gal	1 8
" ½ " "	1 85
" ¼ " "	1 90
Pals Grove, pure Cal., qts.. dz.	7 75
Cooper's qts., ℔ doz.	10.00
Cooper's pts, ℔ cs of 2 doz.	10.00
Antonini, J.P.S., qts, ℔cs..	7.40
Do 1½-gal. tins, ℔ tin..	2.90
Duret, qts, pts, ℔ doz cs..6.00	7.00
Lucca, Crosse & Blackwell's qts.	7.50
Lucca, Crosse & Blackwell's pts, 2 doz.	8.25
Lucca, Crosse & Blackwell's ½ pts, 3 doz.	7.25

Salad Oil.
Durand Oil.

Quarts, 1 doz. to case, per case	$1.90
Pints, 2 " " "	1 45
½-Pts., 3 " " "	2.00

Puritan Salad Oil

Quarts, 1 doz to case, per case	2.20
Pints, Duber & Fils, 1 dz qts, per case	1.50
Imitation Lucca, qts	1.90

"Primrose" Salad Oil.

Barrels, about 50 gal. gal.	$ .40
1 gal tins, 10 to case, gal.	.70
5 gal. tins, 1 to case, gal..	.45
2½ gal. tins, 10 to cs, gal.	.75
Quart bottles, 12 to cs, doz	1.85
Pint bottles, 24 to cs, doz	.85
½ pint bottles, 24 to cs, doz	.65

Paprika.
Gordon Packing Co.

1-16 lb	doz	½ lb	doz 0.60
¼ lb	doz	1 lb	doz
¼ lb	doz	Bulk, lb.....	

Peanut Butter

Heron's, 2 doz to cs, per dz.. 2.40

Peels.

Citron, 25-lb box	$
Citron, 10-lb box	14½
Lemon, 25-lb box	11¾
Lemon, 10-lb box	12¼
Orange, 25-lb box	12¼
Orange, 10-lb box	12¾

COLUMN 27.

PICKLES.

Gordon Packing Co.

California—Mixed or Plain.

No. 1, bbls, per gal	$0.24 to $0.27
No. 1, ½ bbls, per gal.	.26 to .29
No. 1, 10-gal keg, p kg.	2.25 to 2.45
No. 1, 5-gal keg, p keg.	1.15 to 1.25
No. 1, 3-gal keg, p keg.	.80 to .85
No. 2, bbls, per gal.	.22
No. 2, ½ bbls, per gal.	.24
No. 2, 10-gal keg, per keg.	2 10
No. 2, 5-gal keg, per keg.	1 05
No. 2, 3-gal keg, per keg.	.80
No. 3, bbls, per gal.	.14
No. 3, 10-gal keg, per keg.	1 15
No. 3, 5-gal keg, per keg.	.60
No. 3, 3-gal keg, per keg.	.55

SWEET—"PACIFIC."

Bbls, ℔ gal	51
½ bbls, ℔ gal.	53
10-gal keg, per keg	5.00
5-gal. keg, ℔ keg	2.75
3-gal. keg, ℔ keg	1.75
Square, 1doz ½-gal. ℔ doz..	2.25
Square, 2 doz ¼-gal, ℔ doz..	1.60
Square, 4 doz ⅛-gal., ℔ doz	1.25
Round, qts, ℔ doz.	3.75
Round, pts, ℔ doz.	2 50
Round, ½ pts, ℔ doz.	1.75

Crosse & Blackwell's.

	Doz.
Mxd Pkls, pat tops, pts..	4.15
Mxd Pkles, Pat tops, ½ pt.	2.50
Mxd Pkls, corks, pts	3.90
Chow Chow, pat tops, pts..	4.15
Chow Chow, pat top, ½ pt.	2.50
Chow Chow, corks, pts....	3.95
Onions, pat tops, pts.....	4.15
Onions, pat tops, ½ pts...	2.50

PRETZELS.



Hoeflin Pretzel & Baking Co.,
431 Sixth St.

Hand-made Pretzels a Specialty.

Size 1, 8s, per lb	12c
Size 2, 8s, per lb	12c
Size 3, 8s, per lb	12c
Fingers, 10s, per lb	12c
Hazlenut, 10s, per lb	12c

Also furnished in cases, 20 to 30 lbs., at 11c per lb., and barrels at 10½c lb.

Root Beer



Less 5 per cent. on gross lots

Hires', case of 1 gr.	20 00
6 doz. lots	10 00
3 "	5 00
1 "	1 75

Hires' Carbonated Root Beer cs of 2-dz pt bottles, patent tops, per cs $2.00 in 5 case lots 1 95

Hires' Carbonated Gingar Ale
Per case ... 2 00
5-case lots, $1.95.



Hires' Rootbeer Carbonated and Ginger Ale empty bottles, if returned to Snohn-Patrick Company, will be received by them at 25c. per case of 2 doz. bottles (with case) Delivered at San Francisco.

COLUMN 28.

Saratoga Chips.
(Less 5 per cent)

Boxes, 15 and 30-lb, per lb	.$0.20
Cartons, 6-oz. 2 doz in cs, doz	1.30

SAUCES.

SNIDER'S SALAD DRESSING



Pints, 1 doz. in case, doz. $2.75
Hlf-Pts, 2 doz. in case, doz. 1.75



Snider's Oyster Cocktail S'ce pints, 2 doz to c'se, doz .. .2 40

Same gallon jugs, 6 to case, per gal..... 1 80

Snider's Chili Sauce, pints, 1 doz. to c'se d.z 2 40

Same, half pts 2 doz to c'se doz 1 45

Bayle's Tabasco Pepper Sauce, in cases, 6, ½-doz. boxes, per doz $3 00
boxes of 12 bottles, per doz. ... 3.50

Holbrook's W'cestershire, ½'s	2.40
Do pts,	4.00
Do qts,	
*Lea & Perrin's Worcestershire, sma"	2.75
*Lea & Perrin's Worcestershire, medium	5.00
*Lea & Perrin's Worcestershire, large	8.25

*5 cases 5c ℔ doz less.

Ban-ki-por, ½ pts, 2 doz case, per doz	2.40
Ban-ki-por, pts, 1 doz case	3.80
Tobasco, McIlheny	4.10
Tobasco, New Iberia	3.50
Braunhardt's:	
Tropical, ½-pts, 2 doz. per case	4.50
" pints, 2 doz. " "	8.10
Bengal Worcester, ½ pt.	.55
Bengal Worcester, pt	1.05
Pepper, sprinkle top, ½ pt.	2.00
Superior Pepper, small	.75
Superior Pepper, large	1.50

Pure Food Pk'g Co.

Worcester Sauce, London Club, ½ pts, do	.75

Salad Dressing.

Durkee, small, 2 doz, ℔ doz	2.50
Do large, 1 doz, ℔ d	4.30
Do picnic size, 4 dz, ℔ dz.	1.00
My Wife's, 1 dz. 16-oz. case	2.75
My Wife's, 2 doz. ½ pt. cs.	3.40

Alpha Salad Cream.

Jumbo, 1 doz to case, per case	4.25
Do large, 2 doz. " " "	4.50
Do picnic, 2 " " "	2.50

El Paso Manfg. Co.
1653 Mission St.

Manufacturers

Flavoring Extracts
Fruit Juices
Syrup
Salad Dressing
Bluing
Ammonia

—

Mont and Salad Dressing, doz 90



COLUMN 29.

SOUPS.



CAMPBELL'S (1-lb. Condensed). Packed 48 1-lb. cans to case. Straight cases of any variety, or following assortment:

8 Tomato, 6 Vegetable, 4 Ox Tail, 3 Mock Turtle, 3 Chicken Gumbo, 2 Tomato Okra, 1 Julienne, 2 Beef, 2 Consomme, 2 Pea, 2 Celery, 2 Vermicelli-Tomato, 2 Clam Chowder, 2 Mutton Broth, 2 Bouillon, 3 Chicken, 2 Mulligatany.
Price, per doz, any variety .$0.90

Miscellaneous.

Anderson's Assid, per doz.	.90
Anderson's straight, per doz..	.90
Snider's Tomato—3 lb tins 2 doz. in case, per doz	$2.60
Same—2 lb tins 2 doz. in case, per doz.	1.85
Van Camp's asstd. per doz.	.90
Van Camp's straight, per doz.	.90

SALT.



LESLIE SALT.

Free Running—	
Cartons, 20 5s	$ 2.50
Cartons, 24 3s	2.00
Cartons, 48 2s	2.75
Caddies, 50 2s	3.25
Velvet Grain—	
Bales 50 3s	1 50
Bales 30 5s	1.50
Bales, 15 10s	1.50
Bales, 8 20s	1.50
50-lb sacks, per ton	18.00

H. B. H. Liverpool.

Bales of 75, 2's, per bale	$1.25
Bales of 40, 4's, and 15 10's	2.0
Bags, 200s (50s $5), per ton	7.50

Rock Salt.

Half-Ground, 100-lb sacks, per ton	$ 3.50
Stock, 100-lb sacks, per ton	3.00
Liverpool Lump, per ton	13.50
Cal. Table and Dairy, pr bale.	1.0
Cal. Table and Dairy, 50's, per ton	6.25

Package Salt.

Shaker Salt, per doz	$0.90
R. S. V. P., 3's, 24 to cs, p. cs.	2.25
R. S. V. P., 5's, 20 to cs, p. cs.	2.75

Celery Salt.

Mertens, 1 doz in box..... 1.05

Sauerkraut.

Barrels, per lb	.02¾
½ bbls	.03
¼ bbls	.03¼
3-gal kegs, per keg	.90
5-gal kegs, per keg	1.15
10-gal kegs, per keg	2.25
2-lb tins, 2 doz in cs, doz	1.35
2½-lb tins, 2 doz in cs, doz	1.60

COLUMN 30.

SPANISH DELICACIES.

Specialties of the **Spanish-American Food Co.**
149-155 Fremont St.
Medal Goods. Paris Exposition.
IXL BRAND.



	Doz.
Beef Tamales in key op. cans	.95
No. 1 Boneless Chicken Tamales in key-op. cans	1.30
No. 2 Not Boneless Chicken Tamales in key op. cans	1.00
Extra Special Boneless Tamales in key op. cans	1.60
Chili Con Carne, 1 lb.	1.20
Enchiladas, in key-opener cans	1.20
FRIJOLES, 1 lb	.90
Tripe, Spanish style, 1 lb	1.25
Concentrated Soup. pts., 20 varieties	.90
Concentrated Soup, qts., 20 varieties	1.85
Minced Deep Sea Clams, 1 pt.	1.00
Minced Deep Sea Clams, 2 pt	1.65
Clam Juice, 1 pt.	.95
Clam Juice, 2 pt.	1.50
Cal. Baked Beans, tomato sauce, 1 lb., 4 doz in case	.85
Cal. Baked Beans, tomato sauce, 2 lbs., 3 doz to case	1.35
Cal. Baked Beans, tomato sauce, 3 lbs . 2 doz to case	1.75
Chili Beans (Tamale Sauce) 1 lb, 4 d z to case	.85
2 lb, 2 " "	1.35
2 lb, 2 " "	1.75
Deviled Oysters, for Sandwiches 4 doz to case	1.40
Pate Chicken Liver for sandws. 4 doz. to case	1.40
Macaroni and Cheese, with Tomato sauce, 1 lb, 4 dz. cs.	.90

Truffles.

Rilhac, 100/¼'s, per doz	12.00
Rilhac, 100/ 1-16's, per doz	3.00
La Forrest, 100/¼'s, per doz	17.00

Vinegar.

	½ Bbl.	10 bbl.	5 gal.	3 gal.
30 grain	08	10	1 15	65 60
40 grain	10	12	1 35	75 60
50 grain	12	14	1 70	90 80
60 grain	14	16	2 00	1 10 95
80 grain	16	18	2 65	1 50 1 25
90 grain	18	20	3 50	1 85 1 65
100 grain	20	22	3 85	2 00 1 85

Hammond's Vinegar.

Salad, qts, per doz. 1.25

Yeast Cakes.

Great Western	1.00
Gillett's Magic	1.20
Yeast Foam	1.20

COLUMN 31.

Department 19.

GROCERY SUNDRIES.

Axle Grease.

H. & L., per case.....$1.50
C. & S., 2-doz case, per case... 2.00
" 5 cs lots.....1.95
" 10 cs lots.....1.85
Frazer's, 2 doz tins, per case..2.25
Frazer's, 4 doz wd, per case... 3.60
Frazer's, 15-lb palls.....85
Mica, 3 doz tins, per case..... 2.25

Paper Bags.

Automatic, Self-opening, 500 in pkg.

List.			
¼-lb	$1.00	8-lb	4.80
½-lb	1.20	10-lb	5.20
1-lb	1.60	12-lb	6.30
1½-lb	1.70	14-lb	8.30
2-lb	2.00	16-lb	9.00
3-lb	2.50	20-lb	10.00
4-lb	2.90	25-lb	11.00
5-lb	3.40	30-lb	13.00
6-lb	4.00	35-lb	15.00
7-lb	4.40		

Discounts from above List:
(Cheapest).....50 pct and 5, 10's
Eagle or Equal....50 pct and 2, 10's
White Fibre, or any white bag, ...50 pct and 1, 10's
Mikado (striped) .....40 pct
Sugar Bags, broad bottom, lb....06
Lion, 40 per cent and 1.....1.10

Bluestone.

Barrels, per lb (5 bbls 5½c) .$0.05¾

Bathbrick.

Bristol, 2 doz, per case (25 case lots 67½c) $0.70
Powdered, 20 1's, per case 1.15
Powdered, 40 ½'s, per case 1.25

CANDLES.

Adamantine.

Schneider's 10 oz. 20's.....$0.07
Schneider's 12 oz. 20's..... .08½
Schneider's 14 oz. 20's..... .09½
Parafine, 20 1 lb. cakes...1.90
do, 5 bx. lots.....1.80
do 40 1 lb cakes.....3.80
do 5 bx lots.....3.65
do 100 1 lb cakes.....9.50
do 5 bx lots.....8.50
P. & G. Adamantine, 10 oz. 8¼
do 12 oz. 9¼
do 14 oz. 10½
Yacht Club Quartz Candles
20 sets 14 oz..... .10
40 sets 14 oz..... .09¾

Stearic.

Schneider's 14 oz 20's or 40' .12
Schneider's 16 oz 20's or 40's. .13½

Paraffine, Etc. Per lb.

4s, 6s, in cartons of 36-lb bxs..10¾
12s, in cartons of 36-lb bxs.....10¾
½-lb, in cartons of 25-lb bxs...10¾
1-lb, in cartons of 25-lb bxs....10¾
Colored 1c higher.
Beeswax, pure for churches.. 40
Do No 2..... 30
Do No. 3..... 25
Christmas, all sizes..... 8 8½
Do holders, ⅌ gross. 85
Wax Tapers, ⅌ doz pkgs (⅌ gross 8.00).....65 75
Night Lights, German, on pap & wd, (doz 40)..... 65
Do French, on tin, doz.. .....50, .75, 1.10

Cordage.

Basis price: Manila 14½c. Sisal 9¾c (5,000 lbs ¼c, and 10,000 lbs ½c less.)

Egg Food.

Pratt's, 26-oz, 2 doz in cs....$2.25
Wellington's, 1-lb, 2 doz box.. 2.00

Fly Paper.



Fly-Net, Per case $2.60
Magnet, per case.....$1.50
Tanglefoot, per case..... 2.90
Tanglefoot Holders, per case of 50 75

Fruit Jars.

Mason's, pts, per gr..... 7.10
Mason's qts, per gr..... 7.80
Mason's, ½ gals 11.15

Fruit Jar Caps.

Porcelain, 6 doz to box, per bx 2.40

Fruit Jar Rubbers.

No. 1 white, per lb..... 50-60c
"Gold Seal," cartons, per gr.. .75
"Badgers," cartons, per gr.... .60

Hops.

No. 1, ¼ lb, 30-lb. box, lb..... .28
No. 1, ½ lb, 30-lb box, lb..... .28
No. 1, 1 lb, 30-lb box, lb..... .28
Less than 30-lb boxes..... .29

Horseradish.

½-pts, 2 doz in box, doz..... 1.10
Pts, 1 doz in box, per doz.... 1.50
Qts, 1 doz in box, per doz..... 2.75
Bulk, per gal ..... .75

Glue.

Le Page's, 1 oz, per doz..... .75
Le Page's, 2 oz, per doz..... 1.15
Le Page's ½-gill tins, per doz. 1.20
Le Page's, 1-gill tin, per doz.. 1.60
Standard, small, per doz..... .50

COLUMN 32.

EUREKA INSECT EXTERMINATOR.



Manufactured by
Jos. Fusch, 525 Front Street, San Francisco.

10c size, doz ..... .75
25c size, doz 1.75
60c size, doz 4.50
1.00 size, doz 9.00

Harmless to persons or animals; does not irritate the skin or injure the eyes.

MATCHES.

Metroplitan, full count, per tin.$1.15
Universal, shrt count, pr tin .85-.90
Boys' block pap pkg, per doz .10
Swedish Safety, per gross..... .80
Swedish wind, 1 gross..... 85
Vulcan Parafine, 65s, ⅌ gross (50 gross 50c) ....50 .55
Japanese Safety, per gross..... .50
Squirrel Matches, 55s, per gross .43
Ship Safety Matches, la ge, gross .75
" " small, " .65

Diamond Match Co.'s.

Anchor, 200 ..... 1.70
..Do 500s..... 4.00
G. G. 60s..... 2.75
Red Top Safety 3.25
S. & C., Eastern Parlor, 80s.... 4.25
Press, 100s, 5-gross cs..... 4.75
Little Star, per cs..... 2.25
Search Light, 500s, large 1 gr.. 4.75
(Discount of 25c per case on 5 cs lots)

Paper, Wrapping.

Butter, White, ⅌ ream..... 20
Do Waxed ⅌ ream..... 25
Manilla, No. 2, roll, any sz lb .3½
Manilla, No. 1, rolls or reams, ⅌ lb..... 5
Straw, ⅌ ream..... 70
Do rolls any size, ⅌ lb.... 3¼
Drab, ⅌ ream..... 60
Do rolls any size, ⅌ lb .. 2⅝
Metropolitan White Fibre Rolls, per pound . 1

Paper, Toilet.

Columbia, in rolls, 7 oz, per cs of 100 ..... 2 75
Royal, 100 rolls of 500 shts 4.00
Pilot, 108 tablets of 500 shts..3.75
Golden Eagle, 100 tablets of 1,000 sheets 8.00

Polishes, Shoe.

Mason's.

Mason's Colt-Coron-Ide Per gross $4.20; per doz 40c
Mason's Paste Stove Polish Per gross $1.70, ½ gross $1 20
Mason's Challenge, per doz . .40
Mason's Challenge, per gross. 4.70
Challenge Shoe pressing, small per doz $ 75
" " large " 1 50
Russett Comb'n. shoe Dressing small, per doz 75
" " large, " 1 50
Black Comb'n Shoe Dressing small per doz 85
Patent Leather Polish, per doz . 50
Mason's, No. 4 . 45
" " per gross 5 20
" No. 3 per doz 35
" " per gross. 3 40
" No 2 per doz 30
" per gross..... 3 00
" No. 1 per doz .. 25
" " per gross 2 80

Scott & Gilbert Co.

Manufacturers.
214-216 Mission St., San Francisco



In 3 dozen cases per

Alaska Seal Oil	20 00
Top Notch	15 00
Russian	12 00
Boss	9 00

Bixby's.



Jet Oil ..... per doz. 85
Jet Oil, 3 doz. in box, with Marvel Brush Free 2 55

COLUMN 33.

BIXBY'S - Continued

Royal Polish ..... per doz. 85
Royal Polish, 3 doz. in box, with 8 pkgs. 5c Carpet Tacks free. 2 55
Shoe Satin, Small Comb, per doz. 80
Shoe Satin, Large Comb, per doz 1 25
No. 5, Shoe Satin Paste, per doz. 40
No. 10, Shoe Satin Paste, p doz 85
Satinola, mall Comb 80
Satinola, l arge Comb 1 25
No 5, Sat nola Paste. 40
No. 10, Satinola Paste 85
"BBB" Blacking Size M 3 dz in box ..... } 1 25
½doz. paste free }
"BBB" Blacking, Size B, 3 doz. in box ..... } 2 50
1 doz. paste FREE ..... }

Polish, Stove.

Rising Sun, large pkg, ⅌ gross.6.25
Do 5-gross lots, ⅌ gross..6.00
Do Small pkg, ⅌ gross....4 25
Sun Paste, large, ¼ gross, per gross 8.00
Sun Paste, small, ¼ gross, per gross 5.00
Enameline, No. 4 tins, ⅌ gross.5.00
Do No. 6 tins, ⅌ gross.....8.25
Do Liquid, pt-tins, bx 3 doz.2.25



Small, 3 doz. to cs., per cs..$1.50
Large, 3 doz. to cs., per cs. 2.50
(¼ doz. free with each case)

Polish, Metal.

Electro Silicon, 1 gr in case, per doz ..... .80
Brilliantshine, ½ pts, per doz.. .90
Brilliantshine, pts, per doz.... 1.70
Brilliantshine, qts, per doz.... 3.10

U. S. Metal Polish.



POLISH	Doz.
Qts	$3 00
Pts.	1 70
½ Pts.	90
PASTE	
1lb	$3 00
½ lb	1 75
4oz	50
Barkeepers Friend powder gr	$18 00

U. S. METALLIC POLISH

PASTE is put up by a Practical Chemist; also in Liquid Form. Free from Acid or Grit. 20 years in the Markets of the World. **J. T. WILSON,** Pacific Coast Agt., 1770 15th St., S. F. For sale by all dealers. Also the Barkeepers' Friend Cleaning Powder.

Rope.

Manila, 1¼-in. cordage ..... .15
Sisal, 1¼-in. cordage 10¼

Seeds.

Anis 14½
Canary 6¾
Caraway 8 10
Celery 15
Coriander 15
Cumin 13
Flax, ground 4
Flax, whole 3¾
Hemp, sacks 4½
Millet 6½
Mustard 5½
Poppy (Or. sks 9¼)..... 10¼
Rape Cal 4½
Bird gravel 40 2s 2 00
Bird Seed Mixed 48—1-lb. pkg
Original sacks ½c less.

Sheep Dip.

Little's, 10½-gal tins, per gal$1 05
Little's, 5-gal drums, per gal.. 1.05
Smith's, 10½-gal tins, per gal. .95
Smith's, 5-gal drums, per gal .95

Twine.

Cotton, 4 ply, 100-lb bls, per lb 19
Do 3 ply, 100-lb bls, per lb ... 19
Do 2-lb cones, per cone 41
Hemp, 8-oz balls, per 3-lb pkg.. 70
Do, 4-oz. balls, per 3-lb pkg. 75
Do 2-oz balls ⅌ 3-lb pkg ..
Sack, 4 ply, 12-lb pkgs, per lb. 33

Wax.

Fruit 25 1-lb pkgs, ... 90
Japan, per lb 20
Beeswax 35

Wax Strings.

12 in. 10 pkg, 150 strs each ... 1 50
14 in. 10 pkg 100 strs each . 1 60

COLUMN 34.

COLUMN 35.

Department 20.

WOOD AND WILLOW WARE

AXE HANDLES.

Ex, 36-in., doz.....$2.25
No. 1, 36-in., doz..... 1.75
No. 2, 36-in., doz..... 1.25
No. 3, 36-in., doz..... 1.05
Ex. 38-in., doz..... 4.00
Ex. 40-in., doz..... 4.25

BASKETS.

	Per Doz.
Cal., Open, Spruce, No. 3..	.60
Cal., Open, Spruce, No. 4..	.60
Cal., Open, Spruce, No. 5..	.84
Cal., Satchel, Spruce, nest, 0-5	1.10
Cal., Satchel, Spruce, nest, 1-5	1.00
Cal., Satchel, Spruce, nest, 1-41	.71
German market, nest of 4	1.25
Clothes, Oval, Wil., No. 0.	6.50
Clothes, Oval, Wil., No. 1.	6.00
Clothes, Oval, Wil., No. 2.	7.50
Clothes, Oval, Wil., No. 3.	9.00
Clothes, Oval, Wil., nest 4...	3.17
Japanese Telescope, nest of 5, size 18x12x7.....	1.00
Same, size 20x13½x7.....	1 25
Same, size 24x15x10.	1 75

BOWLS, WOODEN.

	Per Doz.
Maple, No. 1, 11-inch.....	.75
Do No. 2, 13-inch.....	1.50
Do No. 3, 15-inch.....	2.75
Do No. 4, 17-inch.....	4.25
Do No. 5, 19-inch.....	5.75
Do No. 6, 21-inch.....	7.50
	Per nest.
Maple Nests, 3, 13, 15, 17-inch	.71
Same, 4, 13, 15, 17, 19-inch	1.20
Same, 5, 13 to 21-inch...	1.81

BROOMS.

	Per Doz.
Patent Cap, No. 1.....	3.80
Patent Cap, No. 2.....	3.60
Patent Cap, No. 3.....	3.35
Extra Patent, No. 1.....	3.85
Extra Patent, No. 2.....	2.60
Extra Patent, No. 3.....	2.40
Ladies' Pride, No. 1.....	2.85
Ladies' Pride, No. 2.....	2.60
Ladies' Pride, No. 3.....	2.40
Little Beauties	3.00
Ladies' Delight	2.80
Toy, 2 strings. ..... .90	1 35
Wisp, 2 strings ..... .90	1 25

BRUSHES.

	Per Doz.
Dust	2.00 12 00
Scrubbing	.55 3 00
Dandy	1.50 6.75

Shoe Brushes.

No. 1, black tampico	1.10
No. 2, bristles	1.65
No 3, white bristles	1.75
No 4 bristles	2 00
No 5, white bristles	2 25
No. 6, horse hair	2.70
No. 7, bristles	3.90

Stove Brushes.

	Per Doz
No 1, tampico, handles	90c-$1 10
No. 2 bristles, handles	1 85
No 3 tampico, handles	1 85
No 4 bristles, handles	3 25

Ox Fibre Brushes.

	Per Doz.
Scrub T & B..9x2½ in face	.80
Do Hub, 10x2¾ in face.	2 00
Do Magic, 7½x2 in face	1.10
Do Owl, 6¾x1¼ in face	.85
Do Cat, 10¼x2¼ in face	1.50
Do Rat, 8¼x2¼ in face	1 25
Do Mouse, 8¼x2½ in fa	1.00
Do Alligator, 10½x2¾ in face	2.25
Do Goose, 8¾x2¾ in fce	2 00
Do Duck, 6¼x2¾ in fce	1.50
Stove, Hustler 8½x2¼ in face	2.25
Sink, Bell, 3¼x2¼ in face	1.40
Sink Gong 4¾x3¾ in face	2 25
Horse, Pointer, 10x3¼ in face	3.00
Creamery, Jersey, 9x5 in face	3.25
Creamery, Holstein, 8¼x 5¼ in face	3.50
Duet, Peacock, 10½x4 in face	2.25
Hand, Windsor, 4½x1¼ in face per gross....	6.00
Whitewash Snowstorm, 9-in., per doz.....	2.00
Same 8-in per doz.....	1.75
Same, 7-in per doz	1.50

CAN OPENERS.

Diamond, per doz $0 75
Crown, per doz 1 25
Sel ers, per doz .. 2 25

CARPET SWEEPERS.

Bissells, per doz 25 00 to 27.00
King, per doz .. 24.00

CHEESE SAFES.

Round, No. 1 10-in $2 20
Round, No. 2, 22-in.. .. .. 2 25
Round, No. 3 24-in 3 50
Square, each 4 00

Clothes Line.

Hemp, 40-foot, per doz $0 90
Hemp, 60-foot, per doz 1 25
Cotton, 40-foot, per doz .. 80
Cotton, 60-foot, per doz .. 1 20
Cotton, 75-foot, per doz. .. 1 75
Manila, 40 foot, per doz 1 25
Manila, 60 foot, per doz 2 50
Sash Cord, 70-foot, per doz 1 75
Sash Cord, 80-foot, per doz 3 00
Wire Cord, 50 foot, per doz 1 05
Wire Cord, 75-foot, per doz 1 60
Wire Cord, 100-foot, per doz 2 75

COLUMN 36.

Clothes Line Pulleys.

Galv Iron, per doz $0 50

CLOTHESPINS.

Common, 1 set ox of 5 gross .65
U. S. Patent Spring, per gr .60

COFFEE MILLS.

Enterprise, Family No. 1, doz. $2 50
Enterprise Family, No. 2 doz 3.50
Enterprise, counter, ea.. 5.50-$5.00

CORKS.

Wine, pt size, per M..... $4.75
Wine, qt size, per M..... 5.25

Demijohns.

Discount 50 per cent

¼-gal., doz $3.25 2-gal., doz. $10.50
½-gal., doz.. 4 50 3-gal., doz.. 13.50
1-gal doz.. 6.50 5-gal., doz.. 19.00

Dust Pans.

No. 1 Japan, doz..... .63
Covered, doz 1.05
Janitor, doz 2.25

Dusters.

China, fancy colored, doz..... .75
Standard Turkey, No. 10, doz.. 1.60
Standard Turkey, No. 12, doz.. 2.10
Standard Turkey, No. 14, doz 2.75
Standard Turkey, No. 16, doz.. 3.25
Standard Turkey, No. 18, doz.. 3.75

DOOR MATS, COCOA.

	Per Doz.
Light, No. 1, 14x24	4.00
Do No. 2, 16x27	5.50
Do No. 3, 18x30	7.25
Do No. 4, 20x33	9.00
Medium, No 1, 14x25	5.25
Medium No 2, 16x27	6.75
Medium, No. 3, 18x30	8 50
Medium, No 4, 20x33	10 25
Extra, No 2, 16x27	9.50
Extra, No. 3, 18x30	12.50
Extra No 4, 20x33	15 00
Extra No 5, 22x36	18.00
Keystone Steel Mats	

Faucets.

Cork lined, No. 1, doz..... $0.60
Cork lined No 2, doz..... 75
Cork lined, No. 3, doz..... 90
Cork lined, No. 4, doz..... 1.25
Cork lined, No. 5, doz..... 1.50
Molasses Gates $0.25
Self-Measuring Faucets, each. 3.00
Syrup Pumps (Ent'rprise), ea. 5.75
Syrup Pumps with auger, ea 6 00

Ironing Boards.

4-ft. per doz..... 4.20
4½-ft. per doz 4.75
5-ft., per doz 5.25
5½-ft., per doz 5.75

LAMP CHIMNEYS.

XX Eureka Grade.
Eureka Crimp Top in Cartons.

	Per Doz.
No. O or E, 6 doz. in case	.75
No. 1 or A, 6 doz. in case	.75
No 2 or B, 6 doz. in case.	.95

Eureka Electric.
In Cartons.

No. 2 6 doz in case, per doz. 1.00

Lantern Globes. per doz

Packed 6 doz. in case..... 70

Eureka Rochester.

	Per Doz.
No. 1 6 doz. in case	.85
No. 2, 6 doz. in case	1.05
No. 3, 6 doz in case	2.10

Macbeath Pearl Top.

No. 1 or A, 6 doz. in case.	.85
No. 2 or B, 6 doz. in case.	1.05

La Bastie.
Heaviest and best in market.

	Per Doz.
No. A, plain bulk, 6 doz. in case	1.20
No. B, plain bulk, 6 doz in case	1.50
No. A, crimp bulk, 6 doz. in case	1.30
No. B, crimp bulk, 6 doz. in case	1.60

Common Chimney.

	Per Doz.
No. 0 or E, 6 doz. in case.	.40
No. 1 or A, 6 doz. in case..	.45
No. 2 or B, 6 doz. in case.	.65

Common Rochester.

No. 1, 6 doz in case	.80
No. 2, 6 doz. in case	.90
No. 3, 3 doz in case	2.00

Lamp Burners.

No. E, per doz..	$0 50
No. A per doz ..	60
No. B per doz 4 ..	75
Size 8 to 12 collar, takes E wick)	
Solar Burner doz	1.50

LEMON SQUEEZERS.

Tin, per doz $0.40
Glass, No. 1, per doz..... 50
Glass, No. 2 (for oranges) doz 85

MOPS AND HANDLES.

	Per Doz.
No. 1 Mops	1 20 and 1 50
No. 2 Mops	1 60 and 2.00
Paper Mop Handles	1.00
Plain Mop Handles	.90

PAILS.

	Per Doz.
Wood, painted, 3 hoops	2 25
Wood, varnished, 3 hoops	2.25
White Cedar, 3 galv hoops	2.75
Fiber	3.50
Galvanized 10 quart	1.75
Galvanized 12 quarts	2.05
Galvanized 14 quarts	2.25

SHELF PAPER.

	Per gross.
Narrow, assorted colors.	.12
Wide, assorted colors....	.35

COLUMN 37.

TUBS.

White Cedar—No. 0, 13.00; No. 1, 10.50; No. 2, 9.00; No. 3, 8.00.

Painted or varnished—No. 0, 11.40; No. 1, 9.60; No. 2, 8.40; No. 3, 7.20.

Fiber—No. 0, 18.00; No. 1, 14.50; No. 2, 12.50; No. 3, 11.00.

Galvanized—No. 1, 5.50; No. 2, 6 20 No 3, 7 20

WASHBOARDS.

	Per Doz.
California, regular size.....	2.10
California, small	.90
Stag	2.75
Bronze	3.50
Good Enough	2.25
Anchor, single	1.90
Nameless	2.25
Peerless, double	3.50
North Star	3.50
North Star, protector....	4.00
Crystal Glass	4.00
Misses	1.50
Toy	.90

WICKING.

	Grs.
Lamp, 0 or E, ⅝-in.....	$0.30
Lamp, 1 or A, ⅞-in.....	.40
Lamp, 2 or B, 1-in.....	.60
Lamp, 3 or D, 1½-in.....	.90
No. 1 Rochester	2 00
No. 2 Rochester	2 75
No. 3, Mammoth	9.25
Junior Rochester	1.50
Stoves, 3-in	1.80
Stoves, 3¼-in.	2.25
Stoves, 4-in	2.50
Stoves, 4½-in	2.90
Stoves, 5-in	3.50

WRINGERS.
Wood Frame Novelty.

Two top screws; iron tub clamps.

	Per Doz.
No. 350, 10x1¾ in	30.00
No. 351, 11x1¾ in	36.00
No. 352, 12x1¾ in	42.00
One top screw; wooden top clamps.	
No. 360, 10x1¾ in.....	31.00
No. 361, 11x1¾ in.....	36.00
No. 362, 12x1¾ in.....	42.00
Ball Bearing.	
No. 380, 10x1¾ in.....	40.00

MISCELLANEOUS.

Barrels, paper, 100-lbs, ea. .80
Barrels, pa., 50 lbs ea..... .65
Barrel Covers, 17-in. (flour barrel size), per doz..... 1 80
Barrel Covers, 21-in (sugar barrel size), per doz..... 2.70
Basins, fiber, 12-in., pr dz. 2.25
Basins, fiber, 1½-in., per doz. 2.50
Brownies, per doz....85. 1.15 1.35
Butter Ladles, plain, doz.... 45
Butter Ladles, clays, doz 85
Butter Spades, doz 40
Dishes, oval 1, 2 and 3-lb, per 1,000.....2.20, 2.30, 2.90
Dishes, wire end.....1.35, 1.80, 2.35, 2.85, 3.25
Egg Beaters, Dover..... 1.00
Lemon Squeezers, fiber, dz 1.25
Measures, fiber, 4 pcs..... 1.25
(Set pt., qt., ½ gal and funnel)
Lanterns, O Tubular, doz. 5.25
Lanterns, candle, frame, only doz. 1.00
Lantern Candle, with chimney, doz. 1.75
Lantern globes, in bbls. 70@95
Mouse Traps, 1 to 6 holes, doz., 6 holes..... .60
Traps, mouse, "Does-it-easy," doz 25
Traps, rat, "Blizzard," doz.... 1.25
Nest Eggs, per doz 20
Oil Cans, 1 gal., cush., per doz 1.50 4.50
Oil Cans, 1 gal., galvanized Iron 3.00
Oil Cans, 5 gal., galvanized iron 6.00
Potato Mashers, per doz. 45@75
Rolling Pins, per doz. 1.20 and 1.45
Spoons, wooden....30c, 37c .65
Step Ladders, each per ft ..... .17 .40
Tacks, steel, asstd, 2-oz, doz... 25
Tacks, Common, 2 oz., doz.. 8½
Tapers, gas, 30/17-in. stgs. doz 65
Tobacco Cutters, standard, ea 80
Toothpicks, per case, 110 box 2.25
Twine Holders, hanging, doz. 2.00
Twine Holders, counter, doz.. 3.10
Spittoons, fiber, 13-inch.. 6.00
Spittoons, fiber, 12-inch.. 4.75
Spittoons, fiber, 9-inch... 4.00
Whips 90
Window Screens, 12-in., doz.. 1.60
Window Screens, 18-in, doz 2.20
Window Screens, 24-in., doz.. 2.64

STATIONERY.

Blank Books.

Counter, 48-leaf .....$	50
Counter, 32-leaf	75
Cap, Day & Ledger, per 100 pp	10@ 40
Full bound	50@ 75

Writing Paper.

	Ream
Commercial Note, 5lb...	45@ 75
Commercial Note, 6lb...	50@ 90
Letter, 10 lb, ex.....	90@1 50
Cap, 12 lb, ex.....	1.00@1.80

COLUMN 38.

Envelopes.

	Per M
XX, 5-in.	1.00@1.50
XX, 6-in.	1.10@1.60
XXX, 10-in.	2.80
XX, 4-in., Baronial, cream or white	1.40@1.80
XX, 5-in., Baronial cream or white.....	1.60@2.00

Inks.

Scott & Gilbert Co.,
Manufacturers,
214-216 Mission Street, San Francisco

SUNSET BLUE BLACK



	gross
Cones, 3 dozen case	$4.50
2 oz. round studs 3 dz..	4 50
	doz.
4 oz. round studs, 3 dz	75
½ pints, 2 doz case..	1 25
Pints, 2 doz. in case	2 00
Quarts, 1 doz. in case	3 50
	gal.
5 gallon kegs ..	70
10 gallon kegs .	60
Barrels ..	50
Assorted colors.	doz
1 oz, stands, any color	50
2 oz. stands, any color	75

BLACKSTONE MFG. CO.
1960 Howard St., S. F., Cal.



	Gross
Cones, 3 doz to cs	$3.75
2-oz., Rnd Cylndr, 3 doz to cs..	3.90
3-oz., Rnd Cylndr, 3 doz to cs..	5.75
4-oz., Rnd Cylndr, 3 doz to cs..	6.50
	Doz.
8-oz., Rnd Cylndr, 2 doz to cs..	1.15
16-oz., Rnd Cylndr, 1 doz to cs.	2.00
Full qts., Rnd Cylndr, 1 doz to cs	3.75

Above prices are for Jet Black, Blue Black, Green, Blue, Violet and Carmine Inks.
(Copying Inks 10 per cent additional.)

Miscellaneous.

Carter's or Sanford blk cylinder, gross	4.50
Sanford's, 4 oz., black cylinders, doz.	60
Sanford's ½ pt, doz.....	1.75@2.00
Sanford's pts, doz	3.00@4.50
Sanford's qts., doz.	5.00@7.50

Lead Pencils.

	Gross.
Plain cedar	[illegible]
Black polished	1.10
Cedar, rubber tip	1.00
Red polished, metal rubber tip	1.50@3.50
Carpenters'	1.75@2.25
Eagle Automatic, doz..	85@2.00
doz.	40@1.80



Mucilage

Scott & Gilbert Company

Mafrs., 214-216 Mission St

San Francisco, Cal.

SUNSET EXTRA HEAVY

	doz.
2 oz. cones, 3 doz. cs.	37½
3 oz cones, 3 doz. cs.	75
½ pints, 1 doz. case	2 00
Pints, 1 doz. in case	3 50
Quarts, 1 doz. in case	7 00
Gallons, ½ doz. ca e	20 00

Blackstone Mfg. Co.
1960 Howard St. S. F., Cal.

	Gross.
2-oz. Cones, 3 doz. to cs.....	$4.00
3-oz. cylndrs. 3 doz to cs.....	5.75
	Doz.
8-oz. round, 2 doz to cs.....	1.75
16-oz. round, 1 doz. to cs.....	3.00
Full qts., 1 doz, to cs.....	5.00

Bulk quotations (5, 10 and 30-gal.) on application.

Steel Pens. per gr. Gross.

Railroad, 1 gross in box.....	$0.40
Stub No. 413	40
Falcon	40
Bank	40
Easy Writer	50
Extra Fine	45
Elastic	45
Railroad Stub	40
Ladies' Falcon	40
School	40
Spencerian No. 1	85
Gillotts No. 404	50
Gillotts No. 303	1.00

COLUMN 39.

Department 22.

TOBACCO, CIGARS, SMOKERS' SUPPLIES, ETC.

AMERICAN TOBACCO CO.

Plug Tobacco.

Battle Ax, 16 oz, 8x12, 6 cuts, 12, 24 lb	39
Big Gun, 16 lb butts, 16 oz., 3x12, 6 cuts	44
Brandywine 4 to lb., 2¼x9, 3 cuts, 4 and 8 lb	46
Bullion, 16 oz, 8x12, 12 lb....	47
" 6 to lb., 1x6, 20 lb	50
Burr Oak, 16 oz., 3 x 12 emb., 6 and 12 lb.	48
Climax, 16 oz, 2x12, 6 cuts, 6, 12 and 30 lb	45
Climax, 7 oz, 2x12, R & R 6 cuts, 7, 10½ and 21 lb.	48
Climax, 7 oz, 3x12, thin, 7 and 14 lb	48
Climax, 6 to lb, 2x3, Twin 4s, 4 lb boxes	50
Climax, 14 to lb, 1x3, Figs 4 lb boxes	54
Cross Bow, 14 oz, 3x12, 4 cuts 14 lb	38
Drummond Nat., 5½ oz 3x12, 3 cuts, 5, 8, and 12 lb	61
Five Brothers, 4 oz, 3x6, 2 cuts, 4 and 8 lb ...	65
Gold Rope 7 to lb. 3, 6, 12 lb. ..	56
Gold Rope 14 to lb. 4, 8 lb	58
Good Luck, 3x6, 10 lb.	45
Granger Twist, 12 and 15 lb pails	43
Horse Shoe, 16 oz, 3x12, 6 cuts, 3, 12 and 24 lb	43
J. T., 7 oz, R & R, 2x6, 2 cuts, 10½ and 21 lb	39
J T., 7 oz. Smo. 2x6, 2 cuts, 10½ and 21 lb.	39
J. T., 14 oz, Smo. 3x12, 4 cuts, 10½ and 21 lb. .... R & R ..	39
Newsboy, 5 to lb, 2¼x4½, 10, 15 and 25 lb	40
Nobby Spun Roll, 7 to lb, 1½x8½, 3, 6 and 12 lb.....	57
Old Honesty, 15 oz, 3x12, 6 cuts, 7½, 15 and 30 lb	44
Old Kentucky, 6 to lb, R. & R., 8, 16½ and 25 lb...	48
Old Peach and Honey, 6 to lb 8 lb butts	48
Out of Sight, 12 butts, 12 oz., 3x12, 3 cuts.....	35
Piper Heidsieck, 5½ oz, 2⅝x8, 3 cuts, 4, 7, 14 lb	66
Red Cross, 16 oz, 3x12, 4 cuts 12 and 24 butts	
Red Ribbon Twist, 10 to lb, 6 inch, 8 lb pecks, 16 lb, ½ bus	40
Saw Log, 16 oz, 2x12, 6 cuts, 24 lb.....	46
Saw Log, 32 oz, 3x12, 12 cuts, 32 and 48 lb	46
Something Good, 5½ to lb, 2x4 9, 18 lb.....	45
Spear Head 16 oz, 2x12, 6 cuts, 6, 18 and 30 lb.	45
Spear Head, 7 oz 2x12, 6 cuts, 7, 10½ and 21 lb	48
Standard Navy, 14 oz, 3x12, 4 cuts, 14 and 28 lb.	38
Star, 16 oz, 3x12, 6 cuts, 12, 24 and 52 lb	44
Weissinger's Special, 5 1-3 oz., 3 x 12 emb, 2, 6, 12 lb.	48
W. N. T. Nat. Leaf, 6 and 12 lbs., bxs., 5½ ozs., 3x12....	57

Smoking Tobacco.

(5-lb Cartons, 25 and 30-lb cases.)

Seal of N. C., 1⅔ oz, foil.....$0.68	
Seal of N. C., 3½ oz, foil.....	.62
Seal of N. C., 8 oz, foil.....	.59
Seal of N. C., 16 oz, foil.....	.59
Old Gold, 1⅔ oz, foil or pouch	.70
Old English curve cut, 1⅔ oz	.74
Old English curve cut, 3½ oz	.74
(In curved tins.)	
Pedro, 2½ oz, foil.....	.40
Pedro, 2½ oz, pouch.....	.51
Pedro, 2½ oz, assorted.....	.50
Pedro, 16 oz, tin canisters....	.52
Dixie Queen, 1⅔ oz, foil.....	.40
Dixie Queen, 16 oz, tin canisters, 6-lb cartons, 24-lb cas	.43
Duke's Mixture, 1⅔-oz sack..	.39
Arlington, 1⅔ oz, foil.....	.65
Cross Cut, 1⅔ oz, foil.....	.60
Duke's Cameo, 1⅔ oz.....	.42
Duke's Cameo, 2½ oz, foil....	.45
Melrose, 1⅔ oz, foil.....	.65
Fragrant Vanity Fair, 1⅔ oz, foil	.95
Red Indian Plug Cut, 1⅔ oz and 3½ oz, foil.....	.42
Red Indian Plug Cut, 16-oz pails	.44
Fashion, 1⅔ oz	.41
Fashion, 16-oz pails.....	.44
Bull Durham, 1 oz.....	.66
Bull Durham, 1⅔ oz.....	.66
Bull Durham, 3½ oz.....	.60
Bull Durham, 8 oz.....	.58
Bull Durham, 16 oz.....	.58
Pick Leaf, gran, 1 oz, 25-lb cs	.60
Corn Cake, gran, 1-lb bags, 25-lb cases, per lb.....	.28
Echo Plug Cut, 1⅔ oz.....	.45
Red Bell, 1⅔ oz.....	.42

COLUMN 40.

Red Bell, 16-oz pails.....	.43
Oriental Mixture, 3½-oz tin..	1.00
Imperial Mixture, 2½-oz tin.	1.20
Plum, 1⅔ oz, foil.....	.62
Three Kings Mixture, 3½-oz tins	1.35
Monte Cristo Mixture, 3½-oz tins	1.50
Yale Mixture, 1-oz tin.....	1.35
Yale Mixture, 1⅔-oz tin.....	1.60
Yale Mixture, 3½-oz tin.....	1.55
Honey Dip Twist, 10 to lb....	.46
Master Workman, 10-oz plug, smoking	.47
Old Virginia Plug, smoking, 5 oz, 10½ lb., 6x6.....	.42

Pine Cut Chewing.

Hiawatha, 1 oz.....	.58
Hiawatha, 10-lb bulk, bright or dark	.56
Hiawatha, b'ght or d'k, 1-lb tins, 5-lb. pails	.58
Sweet Cuba, b'ght or d'k, 1-lb tins, 5-lb. pails	.44

Cigarettes.

Fragrant Vanity Fair $4 08	
Duke's Cameo	4.08
Sweet Caporal	4.08
Virginia Brights	4 08
Old Dominion	3.98
Pets (foil packages).....	6.52
Richmond Straight Cuts.....	6.52
Turkish Trophies	7.75
Egyptian Deities, No. 1, 10s..	21.50
Egyptian Deities, No. 3, 10s	$18.36, 19.88
Mogul	11.22

Cheroots, Etc.

Old Virginia Cheroots, 5's....	12.50
Old Virginia Cheroots, 5's....	14.00
Between the Acts Little Cigars, 10's, tin and paper..	8.50
Bengal Little Cigars, 10's....	7.50
Royal Bengal, 10 in pkg.....	12.00
Van Bibber Little Cigars....	17.50
Sub Rosa Cigarros, 10s, per 1,000	4.10
Florodora	12.50

Cigarette Papers.

Vanity Fair, 50 pkgs in box..	1.05
Wheat Straw, 50 pkgs in box.	1.25
Wheat Straw, 100 pkgs in box	2.50
Wild Oats, 40 pkgs in box....	.90
Red Seal, 50 pkgs in box	.25
Corn Husk, 50 pkgs in box...	1.15
Corn Husk, 100 pkgs in box..	2.30
Interlock, 50	1.15
" 100.....	2.25

THE HILSON CO.

Hoffmann House Little Cigars, 10 in package, 250 in carton $7 50
Hoffmann House Magnums, 10 package, 100 in carton..... 12 00
Hoffmann House Petit Duc. 10 in package, 100 in cart'n. 15.00
Hoffmann House Cavaliers. 10 in package, 100 in cart'n. 18.50

J. B. PAGE TOBACCO CO.

Scroll Tag, twist, 6 to lb....	.66
Scroll Tag, 10 oz.....	.66
Mastiff Plug Cut, 1⅔ oz.....	.67½
Mastiff Plug Cut, 3½ oz.....	.65½
Mastiff Plug Cut, 10 oz.....	.52

AMERICAN SNUFF CO.

French Rappee, 1⅔ oz, pr dz.	.90
French Rappee, 3½ oz, pr dz.	1.80
French Rappee, 16-oz jars, per lb	.65
Maccaboy, 1⅔ oz, per doz....	.90
Maccaboy, 3½ oz, per doz....	1.80
Maccaboy, 16-oz jars, per lb.	.60
Irish High Toast, 16-oz. jars, per lb	.57
Scotch Lillienthal's, in bladders	.60

CIGARS.

Porto Rico Cigar Co.

El Primero, Forziano Porto Rico	30.00
El Manifesto, Invincible Roosevelt Porto Rico	87.50

PIPES.

	Per Doz.
Cobs, Hot Shot, 3 doz.....	$0.25
Cobs, Gem, 3 doz.....	.25
Cobs, No. 3, 3 doz.....	.50
Brier, W. P. & Co., Assorted, 3 doz	2.00
Brier, Display Stands, 1 doz...	2.00
Brier, Showcase Assortment, 3 doz	6.00
Pipe Mounts, 1 doz.....	.75
Cherry Stems, 2½x6 in.....	2.00
Cherry Stems, 2d 2½x6 in.....	.85
Clay Pipes, T. D., 1½ gross per box	1.25
	Per Box.
Clay Pipes, Woodstock, 1½ gr., per box	1.25
Uncle Sam Cob Pipe, 3 doz box	1.00
Eclipse Patent Cob Pipe, 3 doz. box	2.25
Climax Cob Pipe, 3 doz. box...	2.25
Jewel Cob Pipe, 3 doz. box....	.90
Dewey Cob Pipe, 3 doz. box...	2.50
No. 19 Cob Pipes, 1 doz box....	2.00

LASH'S
KIDNEY & LIVER
BITTERS
CURES DYSPEPSIA.

HAVE YOU NOTICED
all these Signs around Town?



It shows that most of the Grocers keep what people ask for—WUNDER BEER
If YOU don't, wake up phone to our bottling works and they will send their man to see you.
Phone South 1098

Ahrens, Pein & Bullwinkel
WHOLESALE
Liquor Merchants
620 Post St., bet. Taylor & Jones
Sole Proprietors



Royal Stag Bourbon and Rye.
Old Pal Kentucky Bourbon.
Celebrated Chief Tonic.
Hiawatha Bitters.
Chief Bitters.
Diamond Star Rye and Bourbon.
Tiliawood Bourbon.
Importers
Slater V. O. Scotch Whiskey, Scotland.
Thrope & Co.
Mermaid Old Tom Gin, London.
P. Van der Kamp
Fine Old Wood Cock Gin, Holland.
Maurailla Freres Cognac, France.

MONEY-WEIGHT SCALES
Pay for themselves in
Less than a Year.
Sold on Easy Monthly Payments
PIERCE & CO.
Flood Bldg. (8th Floor) Market & Powell



J. F. Cutter Whiskey
IS THE BEST SELLER FOR THE RETAILER ON THE MARKET
E. Martin & Co.
Sole Agents
54 FIRST STREET
San Francisco

TEA GROWERS COMPLAIN.

London, England, Feb. 8, 1905.—U. S. Consul General H. Clay Evans writes:

"A deputation from the India Tea Association called upon the Chancellor of the Exchequer a few days ago to lay before him the condition of the tea industry of India, with an appeal for the reduction of the tax (tariff) on the imports of tea into the United Kingdom.

"It was shown that India has under cultivation 525,000 acres of tea and produces over 200,000,000 pounds of tea per annum. They claimed that the present tax of 16 cents per pound puts a burden upon the tea grower in India and Ceylon (British colonies) of $66 per acre per annum.

"The capital invested in India in the tea industry amounts to from $97,330,000 to $121,662,000. In 1866, China furnished the United Kingdom with 114,000,000 pounds of tea, or about 96 per cent of the consumption, while in 1904 only 4 to 5 per cent came from China. India now furnishes 60 per cent and over (about 155,000,000 pounds), while Ceylon furnishes more than 31 per cent (about 80,000,000 pounds), or the two combined 92 per cent of the tea consumed.

"The per capita consumption had increased from 3½ pounds in 1866 to over 6 pounds per head of population in 1904. In the Netherlands the consumption of tea per head per annum is 1.48 pounds; in the United States, 1.09 pounds; in Russia, 0.93 pound; in Germany, 0.12 pound, and in France, 0.06 pound."

BEST PRESERVATIVE FOR EGGS.

The Department of Agriculture recommends water-glass as the most effective method for keeping eggs, next to cold storage. Water-glass is commonly sold in two forms; a sirupy liquid about the consistency of molasses, and a powder. The more popular liquid form is sometimes sold wholesale as low as 1¾ cents per pound in carboy lots. The retail price varies, though 10 cents per pound seems a common price. Dissolve one part of the sirup thick water-glass in ten parts, by measure, of water. Much of the water-glass offered for sale is very alkaline, which is a decided fault. Pure water should be used in making the solution, and it is best to first boil the water, then cooling it. Place the eggs in a clean vessel and cover with the solution. If wooden kegs or barrels are used they should be thoroughly scalded. The eggs should be stored in a cool place; this is important. It is best not to wash the eggs before packing, as this removes the natural mucilaginous coating on the outside of the shell. One gallon of water-glass is said to be sufficient for fifty dozen eggs if they are properly packed.

BUSINESS LAWS.

Ignorance of the law excuses no one.

It is a fraud to conceal a fraud.

The law compels no one to do impossibilities.

Signatures made with a lead pencil are good in law.

A receipt of money is not legally conclusive.

The acts of one partner bind all the others.

A contract made with a minor is not void, but may be repudiated by the minor on coming of age.

Principals are responsible for the acts of their agents.

Agents are responsible to their principals for errors.

Each individual in a partnership is responsible for the amount of the debt of the firm.

Notes bear interest only when so stated.

It is not legally necessary to say on a note "for value received."

A note obtained by fraud from a person in a state of intoxication cannot be collected by the original holder.

If a note is lost or stolen it does not release the maker; he must pay it.

An endorser of a note is exempt from liability if notice of its dishonor is not mailed or served within twenty-four hours of its non-payment.

PACKERS OF PURE FOOD GOODS.

The Pure Food Packing Company find the demand for their various high-grade products steadily on the increase. The chloride of lime, ammonia and bluing put up under the "Pure Food" brand are articles that every grocer should carry, as they always give satisfaction to the customer and repeat readily.

The Pure Food Packing Company are packers of high-grade pickles (mixed, plain, German and Mexican hot) and chow-chow.

Grocers will find it to their interest to call on the Pure Food Company when they are stocking with goods packed by them.

ROCHDALE PAYS DIVIDEND.

At the annual meeting of the Santa Rosa Rochdale Co., held on February 20th, the Directors paid a 6 per cent. dividend on the paid-in capital besides the usual rebate to members. The present membership is reported as 124. The election of directors resulted in the selection of J. W. Warboys, S. T. Coulter, N. A. Griffith, C. F. Bruggemann, J Strong and W. E. Woolsey. F. W. Hesse was elected auditor.

CONTAINS WHITE OF EGG
The Greatest Leavening Auxiliary



Not Made by the Trust

Now Used In Thousands of Families

30 CENTS THE POUND
Made in California. Ask Your Jobber.
THE NEELY COMPANY
3 California St., San Francisco

PACIFIC STORE AND OFFICE FIXTURE CO. INC.
TEL. BLUE 2571
F. A. OEHM, Pres.

Store Fixtures

DESIGNERS AND MANUFACTURERS OF
STORE, OFFICE AND BAR FIXTURES
3253-3259 SIXTEENTH ST.
San Francisco

RAINIER
BEER

Popular! Why?
Because it is really good.

Only Choice Materials
Used in its Manufacture.

JOHN RAPP & SON, AGENTS
Phone South 473.

Cigars and Tobacco

A. G. Herr has been appointed San Francisco representative of H. N. Martin & Co., manufacturers of Martin's Navy Plug and Rose Wine.

The M. Blaskower Co. are making a deal in Nathan Hale cigars, whereby they give free 100 with each thousand ordered. The new size Nathan Hale, the Nathan Hale Special, is proving a hit. It is larger than the old sizes and meets the wants of those who demand a big smoke for their money.

In April Ehrman Bros. & Co. placed nearly a million Optimos in their territory, and still the demand keeps right on increasing. It is now getting to be an accepted fact that if a man wants a high grade cigar the Optimo is the one that he will accept without a question if he does not demand it. It certainly is the big seller of this market.

Tillmann & Bendel report an exceptional demand for Recruit, Cremo and Cremo Exports. The new stock of Sanchez & Haya, clear Havana, is of exceptional quality and the wrapper of exceptionally fine colors. They are receiving large orders for plug tobaccos under the drop shipments. They are also meeting with fine success in placing Red Top Stogies, owing to the fine qualities of the goods.

The Henry Miller, the new 5-cent cigar, which Ehrman Bros. & Co. are introducing to the trade, has caught on beyond the most sanguine expectations of the firm. In ten days they have placed upwards of 40,000 of these cigars and still the orders keep coming in. The firm are arranging an advertising program, which will make it easy for dealers. Liberal spaces have been taken in all the leading papers for the purpose of exploiting the merits of the Henry Miller, and as the cigar has quality its future sale is assured.

The R. A. Patterson Tobacco Co. recently shipped two solid carloads of its products to Nome, Alaska. One car was loaded with Lucky Strike and the other with the Westover brand made by the concern. Each car contained about 24,000 pounds, making a total of nearly one-third as much as the new navy contract for which bids were opened recently. The value of the shipment is about $30,000.

The total output of cigars for March was 586,746,910, compared with 527,7 275,270 during March last year, an increase of 59,672,000. For the nine month period of the fiscal year, ending March 30, 1905, the total output was 5,120,759,240, against 5,015,217,050 during the corresponding period a year ago, an increase of 105,541,190. It is interesting to note that more than one-half of this increase was in March.

The agreement entered into by the proprietors of retail cigar stores in St. Louis, to close their doors on Sundays hereafter, only lasted one week. The first Sunday that the closing of saloons and barber shops was enforced, the cigar stores also closed, but on the second Sunday one or two of the cigar stores were open for business and now all have signified their intention to go back to their old custom.

The Tampa correspondent of Tobacco writes to that Journal: A. Santaella & Co. are just now beginning upon what promises to be one of the finest factory settings in the Tampa collection of fine cigar factories. A German landscape gardener is laying out the grounds, giving his entire attention to the surroundings of this handsome factory. It is safe to predict that future visitors to Tampa and home people also will visit the great Santaella cigar factory as a model of its kind, one of the attractions of Tampa.

The Cigar Makers' International nion is endeavoring to establish a branch in the city of Havana. A start has already been made, and a little handful of some twenty cigar makers out of the many thousands in the city, have applied for a charter. This is the outcome of an official visit of International President George W. Perkins to the Cuban capital during the past winter. In his official report of this visit recently made public, President Perkins expresses little hope for any immediate success. He characterizes present conditions in Cuba as frightfully deplorable, from the union standpoint. Race prejudice, he says, is responsible for this.

Apropos of the slot machine tangle in San Francisco, a situation which recently arose in Denver, Colo., is an example of the puzzle that these instruments present to the local authorities of various cities. Not long ago Chief-of-Police Delaney issued an order abolishing slot machines in cigar stores, saloons and other public places on the grounds that they were gambling devices. A few days later, however, apparently having changed his mind, he issued a new order permitting their reinstallment. The cause of the original order, it seems, had been a "squeal" on the part of several saloonkeepers and others whose machines had played them false, with considerable loss resulting. Indeed, the views on the part of the owners on the morality of the machines seems largely to depend on what the latter produce. For instance, in a small Western town there is a cigar dealer who, after running a machine in his place for years, has now arrived at the firm conclusion that the instruments are inventions of the evil one. One Saturday night, it seems, a customer rolled in, and in true breezy Western fashion, began putting $5 on flushes. A successful draw to a flush on the machine netted eight five-cent cigars for a nickel, so that for $5 the number won would be 800. Fortune favored the plunger until he found that he had 40,000 cigars to his credit. In a last heavy bet, however, he was unlucky, and the number was reduced to 20,000. But the cigar dealer was far from satisfied, and when the customer desired to cash in at once, put him off until Monday. In the meantime he hastened off to his lawyer with his tale of woe. The latter declared that the debt being a gambling one need not be paid. The upshot of it was that when the customer came round on Monday with a handcart to collect his cigars, the dealer offered him $18 to take or leave, as he pleased. The offer was refused with scorn, and now the dealer has lost a customer, but acquired new moral views.—U. S. Tobacco Journal.



EHRMAN BROS. & CO.,
S. F. Distributers.

GROCERS SELL ORANGES.

New York, March 13—There are approximately 11,000 retail grocery stores in Greater New York. They all buy oranges. Where they once bought Floridas exclusively, they are now buying Californias. These grocers handle on an average at least one box a day each and several handle two or three boxes daily. This channel of distribution alone is providing an outlet for an enormous quantity of California oranges.

TRADING STAMP LOSES.

The Sperry & Hutchinson Trading Stamp Company have lost a case that will effect them very seriously. They brought suit against a broker demanding that he be enjoined from buying trading stamps from the public and giving them to his customers. The decision is a complete victory for the dealers. It holds that the court cannot enjoin the broker from buying the stamps and giving them to his customers.

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Can afford to be without a good Refrigerator and if he has a refrigerator he should satisfy himself that it is not losing him money by loss of goods or waste of ice.
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Your request for our catalogue places you under no obligation to purchase of us.
McCray Refrigerators are Guaranteed
BECK - WAKEFIELD COMPANY
GENERAL AGENTS
122 Market Street, San Francisco, Cal.

Continued from page 10.

Royal Baking Powder Company were glad to accede to our request and protect us, and to-day we are selling Royal Baking Powder and getting a good profit on it. We may not sell so much of it as we did before, but we get a profit on what we do sell.

There is no reason why the Royal Baking Powder Company or the flour mills or any other manufacturer should not do for the grocers of San Francisco and the Bay cities what they are doing in Los Angeles. The retail grocers must know what they want. They must be prepared also to so act that their requests will be respected and that the firms they approach will KNOW that it is going to pay them well to co-operate with your association and that it will be very expensive for them to refuse to grant you the protection you may ask and that they really owe you.

Mr. Newberry was frequently interrupted by the applause of his hearers.

At the conclusion of his address, Mr. Connolly introduced Mr. Paulding, speaking eloquently of his accomplishments in Los Angeles after the association had been organized through the assistance of Mr. Powers. He explained how Mr. Paulding had been practically pressed into the service and had developed results entirely unexpected by himself or the association managers when he was first induced to take hold of the secretaryship of the Los Angeles Association.

"When the Pacific Coast Association was formed," said Mr. Connolly, "The directors studied the field anxiously for a proper man for secretary. No better could be found than Mr. Paulding and he was induced to undertake the work of that organization.

"Mr. Paulding felt that the cities about the bay formed the keystone of the arch over which the grocers must proceed to reach the goal of proper profits. He for that reason expended special efforts to bring the grocers of San Francisco and the other bay cities into a position to secure for themselves better returns.

"I regret to say that Mr. Paulding has not been assisted in his work by the organization in San Francisco. I regret to say that in various important instances, he has ever been hindered by men who have had no other than a personal reason for their action.

"Now that he is going back to Los Angeles, I hope that the men responsible for this will realize how they have injured themselves by their action.

"I take pleasure in introducing Mr. Paulding, whom I consider every inch a man."

Mr. Paulding spoke briefly of his previous experiences as a retail grocer. He then spoke of his purposes in deciding to return to Los Angeles as follows:

Expects Order From Chaos.

I want to state definitely once and for all that I am not going back to Los Angeles because I have failed in my work. I have not failed. I want to say that, Providence willing, I would have stayed here and brought order out of chaos.

I am leaving San Francisco now because I thought it was my duty to do so and not because I wish to. I have left my work here in spite of the fact that I feel complete success is almost at hand.

I doubt if anyone can question the desirability of our measure when they stop to consider that already the grocers in many places in the United States have considered and approved of our plans and are putting them in operation. In Seattle, Spokane and other cities of Washington, in Denver and Kansas City the grocers are taking up the methods that we have initiated.

While our method is conservative, yet it is thoroughly practical and while effecting no change in trade methods will yet cure certain abuses. We will be able to force the manufacturer to grant us protection by requiring him to do what is right, which is simply to help us secure a profit for handling his goods, with the understanding that we will handle something else if he does not do so.

Every man seated at this table is a legitimate dealer. Every one of you should have a legitimate profit.

It is through your own carelessness more than any thing else that the manufacturer has been able to force you to compete with the man who pays only 45 cents on the dollar.

The record of the Market street cutters, 26 of whom have failed in 25 years, shows how the retail grocer has been abused.

In Santa Rosa I found that one firm forced all the rest of the trade to sell goods without a satisfactory profit. I was informed that this man had failed three times.

In Sebastopol, I found that a firm which was demoralizing profits had been allowed to settle recently for 56 cents on the dollar.

San Francisco Failed to Act.

I have had more to contend with in my San Francisco experience than I am going to tell you about.

When we went to the Alameda County Grocers' Association and told them we would help them if they wanted to secure profits, the Association rose as a man and said: "We will be glad to do anything you may suggest. Why should we not? You are pointing out to us the way to business success."

Had the organization in San Francisco done the same thing, the grocery trade would to-day not only be getting a good profit on flour, but would be rivaling the Southern grocers for whom 84 manufacturers have agreed to refuse to sell their goods to cutters. I will say, here, that the cutters are forced to recognize the power of the manufacturer.

I can understand the position of the salesman of one of the mills who, in talking to one of the grocers of Oakland, said: "Our mill would be glad to fix a retail selling price if we were sure we could have the retail grocers behind us. When the secretary and president of the San Francisco Association get out and fight the project, do you think we are going to put on a price card in San Francisco? Not much."

I want to assure you that such a condition has not given me cold feet. If I did not know that the position taken by the president and secretary of the San Francisco organization did NOT represent the desire of the leading grocers of the city and of the organization, I would long ago have stepped down and out?

To the San Francisco grocers who are present I want to say that the question as to whether you will get profits or not rests with yourselves.

Nobody is going to hold your nose and force profits down your throats.

You must be willing to fight for profits first. We will then help you.

South Wants to Help.

As an illustration of what the actual situation is, I would say that in Southern California a few weeks ago, the grocers said to me: "Why have we not been asked to help the San Francisco grocers in their efforts to get a profit on flour? It seems to us that we ought to be a very great power to help them."

My reply was: "Gentlemen, I think it would not be desirable to ask you to help in this matter until the San Francisco grocers had taken the first step towards helping themselves. When the San Francisco retail grocers have declared to the mills that unless they protect them in their profits they will refuse to sell any more of their goods, then they can have help and only then.

When they turn to the State Association and say: "We want your help to assist us in securing our independence," then not only in Southern California, but in dozens of other communities, the retail grocers will be called on to use their influence with the mills to guarantee the San Francisco grocers what they ask.

I want to tell you right now, that it will be no careless response that will come either. The grocers throughout the entire State recognize that they must have the assistance of San Francisco to win their battles and you will be surprised how many of them will be willing to lend assistance when it is called for.

The Southern Flour Fight.

I am glad Mr. Newberry spoke of our fight against the flour mills in Southern California. Our fight was practically the same as the grocers of the Bay cities have had on their hands today. The only difference is that we were earnest in our request. We were so much in earnest that one mill was forced to close down temporarily for lack of orders.

Mr. Newberry said it was only twenty-four hours after the mills realized our strength that they agreed to guarantee the protection we asked. I will say it was not twenty-four minutes after they talked the matter over with us in our office and found what influence we were able to bring into play that they were willing to grant what we asked.

Praise for Mr. Thurlow.

I think Mr. Thurlow will be able to carry this work on to a successful end. I think, too, he will probably be able to give the grocers even better service than myself because his experience has been with the manufacturer and jobber and therefore he is acquainted with the influences that will be most powerful with them.

It has been my privilege to act as assistant of Mr. Connolly, the secretary of the California State Association, and our toastmaster. He has said that I did my work well. I will add that I did my best. I want to say, however, that it was not my name or my influence that secured results at Sacramento. It was the name of the State Grocers' Association and it was the influence of the grocers of California that was recognized.

I used your influence and I said to the members of the legislature: "The merchants of California want this." It was this influence that secured the results.

What was true of the matter of getting legislation, is true of every other measure the Association takes up. The secretary who is of value, must be able to employ the influence of the members of his Association to good advantage. If the secretary cannot use that influence, you had better get rid of him as soon as possible.

In all my connection with the Association work, I have always acted under the orders of my board of directors. To be sure, I made suggestions to those directors that I thought were advisable. But I never acted until the matters had been carefully studied by them and the plans worked out and approved.

About 'Frisco's Future.

If the San Francisco grocers achieve any success, that success must come out of the head of the secretary and that secretary must be wise enough to originate plans that will meet the approval of his directors who will authorize him to carry them out.

While it is essential that the secretary shall be a man of ability, it is of still more importance that he shall be backed up liberally by the influence of the members of the Association.

An organization cannot afford to have a secretary in whom they have not full confidence. Each member must, in his individual capacity, be prepared to give full measure of support to the secretary when called on. Unless the members of the Association are prepared to back up the secretary by individual action, the plans of the secretary and of the directors will come to nothing.

I regret to say that a few of the larger men in the grocery business in San Francisco have failed to give our movement their support. Our experience in Southern California has shown that our organization has even greater value to the larger dealer than to the little man. It is the semi-jobbers who sell to the big dealer's customers. When the grocers get a law through the legislature that helps the little man to collect his bills, the big man is able to collect more. Where the little man may be able to save $10 by being able to secure a proper profit on certain articles, the big man will save $100. It is therefore of vital importance to the larger dealer that he give to this movement his careful attention and assistance.

I want to express my appreciation of the many kind things that have been said about me this evening. It is a source of great satisfaction to me to see the leading merchants of Oakland, Berkeley, Alameda and San Francisco seated at the same table discussing how they can work together to the best advantage.

The San Francisco Grocers' Association has many large dealers on its list of members. You do not see them at the meetings.

If this were changed, the conditions of the organization would be much improved.

In Southern California, we have all the grocers, both big and little, in line with us to help us carry our work to a successful issue, with the exception of two or three cut rate stores. In all the cities of the Coast except in San Francisco, the big men are connected with the management of the Association. I hope that the larger men of San Francisco can be induced to take hold of Association work. When this comes to pass, then most of the results that you now look forward to as barely possible will have been achieved.

Gentlemen, before sitting down I want to introduce to you my successor, Mr. H. W. Thurlow. I think he will serve you to very good advantage. I hope that he can secure for you results that I might not have been able to secure, although I assure you that anything that I might have failed to accomplish would not have been through lack of effort on my part.

It was some time before Mr. Thurlow was able to begin to speak. He explained that he had always been much interested in organization work, and, as a salesman, had helped the grocers to get together in the Northwest. He also expressed surprise at hearing of the backwardness in organization results among the retail grocers of San Francisco.

Washington Well Organized.

The grocers of Washington have profited very largely by what they have learned of results achieved in other cities, particularly in California. My experiences with the organization of that State would tend to make me think that the pupil had far surpassed the teacher.

Take Tacoma. In that city, there were 97 grocers with 96 members in the Association.

Nearly 92 per cent of the grocers of Seattle belong to the Association. The meetings were always large.

In Whatcom county, out of 101 retail grocers, there were 101 members.

In Spokane, the organization was almost perfect.

Compared with these organizations, San Francisco appears to have made almost no progress.

It seems to me that the Pacific Grocers' Association should be a very valuable organization to the various affiliating Associations, and especially to San Francisco. All that is needed to make it a power is an effective system.

Manufacturers Study Condition Closely.

Few retailers realize how closely manufacturers study trade conditions. They not only have all the large cities of the country plotted out in streets, but they know the peculiarities of the different grocers and the power of the various Associations better, often, than the retailers do themselves.

You will find that the manufacturer figures that Los Angeles has a strong Association and he must be prepared to protect the dealer in his profits. He will know that the San Francisco Association lacks cohesiveness and the ability to act effectively and that, therefore, he need not bother about the dealers there.

A certain jobber in Portland once said to me: "Individually, the retailer is a sucker made to order. Collectively he possesses a power that he little realizes, fortunately for us."

Mr. Newberry told you that the men sitting at this table had enough purchasing power to demand and secure the respectful consideration of any manufacturer doing business in this market. I agree with him thoroughly and it will be my work to attempt to systematize that power.

You will all have noticed that the manufacturer never reduces his prices. He may do it temporarily to gain some particular end. But he always resumes the price necessary to secure the profits he intends to make. If he feels that he has to figure on you as a part of his system, he will help you get your profits, too. It will be a part of my work to try and make him feel that it will pay him to do this."

Mr. Thurlow here paused and, turning to Mr. Paulding, said that in closing he wished to present to him a token of the regard and appreciation in which the retail grocers of San Francisco and the other bay cities had learned to hold him. Wishing Mr. Paulding God speed and good luck, he presented a beautiful silver coffee set, the gift of the gentlemen present.

Mr. Paulding replied feelingly, saying among other things that, while he would always value the gift for its beauty and associations, he did not appreciate their silver gift so much as he did the golden words of sympathy, regard and fellowship.

Mr. Connolly at this juncture called on Nathan Bibo for a few remarks. Though he had not been listed to speak, Mr. Bibo held the close attention of his auditors for some time, saying among other things:

It does me good to hear the expressions of appreciation and gratitude for your retiring secretary. I agree with Mr. Paulding that these words are better than any present they might give him.

I want to say that I think the work Mr. Paulding has taken up is a splendid one. It will have my staunchest support at all times.

At this time, when competition is so rife and expenses are increasing every day, it is absolutely essential that the retail grocers should get together. The producers are forming associations. Our employes are organizing. The jobbers are in a combine. Unless we act in unison, we are a slave not only to them but to the public who plays us one against the other to our own undoing.

I do not think any man present seeks to evade honest competition. We know we must meet it and we meet it gladly. But the cut-throat dealer who intends to sell for 10 cents on the dollar is not in honest competition and we can not meet that competition and pay our bills. Any organization that will force the manufacturer to control this competition will be a godsend and I want to be counted in.

When your plans require the personal activity of the individual members, let me know and I will do my share. I think that such an organization as this will be a source of betterment to the entire community.

Mr. Bibo spoke briefly of the duty of the merchant to better the conditions of his community and spoke in flattering terms of Mr. Paulding. Mr. Connolly then urged those present to talk to their neighbors of what had been discussed at the meeting. The banqueters crowded around Mr. Paulding to admire his beautiful present and wish him "Good Bye" and "Good Luck."

TAX FOR GROCERS.

The city council of Colton has passed an ordinance requiring grocery stores to pay a license tax of $4 per quarter. The ordinance has passed its first reading. It will be put to the merchants of the town to find out whether they are willing to pay this unfair extra tax or not.

Grocery Markets.

Commercial Outlook of the Western World as shown by Present Conditions.

Office of the ADVOCATE.
Thursday Afternoon.

ADVANCES.

Arbuckle Coffee, 100s, to $14.87; 60s, to $14.97; Bengal Coffee, 100s, to $13.87.

Holland Herring, selected mixed, barrels, to $17; ½ barrels, to $9; kegs, to $1.10; cheaper grade, mixed, bbls., to $15; ½ bbls. to $8; cheaper grade, bbls., to $17.00; ½ bbls., to $9.00.

Hams, to ½ cent.

Clear Pork, bbls., to $19; ½ bbls., to $9.75.

DECLINES.

Brazil Nuts, to 11½ cents.

Compound Lard, ¼ cent.

California State factory cheese, flats, to 10 and 11 cents; young Americans, to 13 and 14 cents; Swiss Imported, to 25 cents.

Herring, Washington, in boxes, to 15 cents.

Pacific Codfish, bundles, 50 pounds each, per lb., to 5¼ cents; selected, 100 pounds each, per lb., to 7 cents; Boneless strips, 40 lb. boxes, per lb. to 7½ cents.

Sugar 10 cents per 100 on all grades of refined.

SCARCE.

La Virgin Olive Oil, gal. tins.
Golden Star Toilet Soap, 100-8 oz.
Bengal Olives, 8 oz.
Buffalo Cornstarch.
Franco-American Grouse Pate.
Golden Star Lye.
Atlas Oats.
Yacht Club Salad Dressing, large and small.
Chamean Sprots.

NEW.

Libby's Pickled L. Tongue, pt. glass., per dozen to $3.90; Lamb Tongue, pt. glass, per doz., to $3.90; Gebhardt's Chili Powder, 32 oz. tins, per doz., to $12.50.

COAST CROP CONDITION.

The United States Weather Bureau reports:

"A phenomenal growth of weeds in parts of Southern California is said to have checked the development of early sown grain in those districts. Prospects are less promising for the grain crop that at the close of the preceding week. Hops, peas and sugar beats are in fair conditions. The fruit outlook is not as good as earlier in the season. Many reports indicate that there will be a short crop of pears and prunes."

Geyserville—A. M. Wisecarver reports a very light cherry crop.

Santa Monica—The acreage devoted to beans is much larger this year than at any time in the past.

Haywards—Crop of cherries is unusually light on account of the long continued rain season. The crop of apricots will be a record breaker.

Yuba City—The condition of peaches in this vicinity are much better than a few weeks ago.

SUGAR MARKET.

A reduction of 10 cents per 100 was announced on Wednesday morning.

SYRUPS.

No reduction has been made in the prices of compound syrups by local syrup refineries although there was a reduction equal to 2½ cents per gallon on glucose. The wisdom of their conservatism has been shown by the fact that Philadelphia advices states that the glucose people are trying to get together to settle their differences and that the New York Glucose Company has advanced its prices to meet the price of the independents.

MOLASSES.

New York, May 2nd—N. W. Taussig & Co. report:

"An advance was made on May 1st of 2 cents per gallon in fancy and choice Ponce crops of molasses owing to the scarcity of supplies obtainable in the island of Porto Rico this season. The crop of this season is reported to be about 50 per cent short."

MAPLE SYRUP.

East Providence, R. I., April 28—The Huntington Maple Syrup Company reports:

"The indications are that the crop of maple syrup and sugar in Vermont is about half the usual quantity. Prices are very much higher than last year with every prospect of their being still higher later in the season."

COFFEE MARKET.

The Lewin-Meyer Co. say:

"The coffee market is stronger in the East. Arbuckle and Lion have advanced ½ cent. The demand locally is good for green coffee."

New York, May 2nd—Volney, Green & Son report:

"The market has ruled strong since our last report. Prices in Brazil are higher than they are in New York and prices evidently should go higher in this market if this condition continues. It is hard to pick up any cheap lots."

New York, May 1st—Henry Nordinger & Co. report:

"There has been a decided improvement in the actual position of the coffee market in the past month. There has been a slight falling off of receipts from Rio Santos and another advance of about 10 per cent in the Brazilian rate of exchange. To this was added a most important reduction of the world's visible supply. The reduction of the world's visible supply last month was 475,000 bags. This is the heaviest reduction that we have seen in one month for many years. A probable reduction of the same extent will probably be witnessed a month hence."

TEA MARKET.

M. J. Brandenstein & Co. say:

"The season in Japan opened at practically the same figures as in 1904, but advanced almost immediately and are now materially higher. The crop is reported 20 per cent short on account of the cold wet weather.

"New York reports are to the effect that Ping Sueys have advanced there on account of light stocks and extensive buying.

"Locally the market is showing an improved tone."

A. Schilling & Co. report:

"The Japan market opened with prices substantially as last year. The quantity offered was light; hence present conditions are hardly any criterion to go by when supplies begin to come in more liberally. Only fancy teas have yet made their appearance.

"The San Francisco market is more active than for some time."

New York, May 2.—John B. Brown & Co. report:

"The first cable from Japan was received yesterday to the effect that the market had opened at prices exactly as one year ago. The tendency was however for lower prices which should follow as the rates at present are extreme. Quite an amount of teas of all kinds have changed hands at prices slightly higher than the basis which has ruled for the last three or four weeks."

Boston, May 1st—Nash & Hopkins say:

"The placing of the island of Formosa under martial law, following the closing of the port of Kelung, has had still further effect upon the market for Formosa teas. The demand is decidedly better and prices from first hands have advanced at least 1 cent per pound during the week. Prices have been very low all winter, and even at this last advance are exceedingly moderate. One effect of the closing of the tea ports will be beneficial, as it will allow the clearing up of the old crop before the new crop comes forward."

RICE MARKET.

M. Phillips & Co. say:

"The market on Japans are up another ⅛ cent. This makes an advance of ¾ in the past ten days. We look for a further advance as mills in the South are all closed down and will not open up again until next season. Our advice is to "get aboard" now and do it quick. Other grades of rice are stronger in sympathy with Japs."

New York, May 2nd—Dan Tallmadge Sons Co. report:

"The fact that buyers could supply their needs without much difficulty has for some time past made them somewhat careless. They are now finding that previous purchases are not so easily duplicated as the quality and price. They are therefore watching the market more closely."

Portland, April 25th.—The Portland Rice Milling Company report:

"The market here lacks snap largely from the fact that buyers have been promised and have waited so long a time for an advance that they are now becoming skeptical and are now taking only as required."

Charlestown, S. C., April 29—Saml. G. Stoney reports:

"While sales for the past week have been brisk, prices have not shown the strength that the condition and stocks warrant. Holders seem inclined to meet the values fixed by buyers and a steady business is being done."

SPICE MARKET.

New York, May 2nd—John Clark Company report:

"The market is strong and active with good demand from outsiders and good demand for all grades. Cloves show signs of advance on account of the insistent demand from oil pressers."

CANNED GOODS.

There is little doing in canned fruits. The small remnants of the 1904 pack are gradually being worked off and the entire trade will be in good condition to take the new pack when it arrives.

Baltimore, April 28—The "Trade" says that tomatoes, corn and peas will have a very much reduced acreage this year. It states that the acreage may possible be even less than half the average acreage of the past year since producers have no faith in this year for profits.

New York, May 1—Walter B. Timms of Austin, Nichols & Co. says:

"Unprecedented overproduction of corn, peas and tomatoes is the cause why the purchase of futures on these staples has fallen away. The dealer who can get good spot peas at from 65 to 70c does not care to buy futures that will cost him from 90c to $1.00. The future sale of asparagus this year will be the heaviest ever made. The Columbia River salmon futures are being bought freely. No difficulty will be experienced in selling A 1 canned fruit for future delivery when the time comes."

CANNED TOMATOES.

Baltimore, April 29.—T. J. Meehan & Co. report:

"Unfounded rumors originating in New York of a break in the price of spot tomatoes in this market last week caused many inquiries from jobbers who were eager to buy them at a reduction from the going price. The result has been to give the market a firmer tone."

Baltimore—H. H. Taylor & Co. report:

"The market on the staple canned goods continues to be in buyer's favor. Prices on tomatoes, corn and peas are lower now than they are likely to be **until the packing season.** The longer the present condition continues the smaller the pack will be. Peaches have been slightly advanced in the small remaining stocks, owing to the certainty that there will be no cheap fruit for packing purposes this year."

CANNED ASPARAGUS.

The amount of asparagus available is much less than was expected. The pack will be very decidedly shorter than was looked for.

CANNED PINEAPPLE.

Baltimore, April 28.—The "Trade" reports: "It is now known that pineapples will be late and probably higher in price than in past years."

DRIED FRUITS.

The absolute certainty that there will be only about a half crop of prunes has resulted in the decidedly firming of this article. Prices have been slightly advanced all along the line and as the season progresses, it is

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INCORPORATED



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San Francisco, Cal., U. S. A.

AGENTS FOR PRIMROSE FOOD COMPANY

TOMATOES--Pack 1904 MAPLE SHADE FARM BRAND

Solid Pack and Solid Pack with Peppers are trade winners. Quality finest. Prices right.

SUYDAM BROS. & ROGERS
WHOLESALE GROCERS
14-16 Spear Street, San Francisco.
Tel. Main 5886.

highly probable that further advances will be made.

There has been no change in raisin conditions since the formation of the association. There is sufficient stock on hand to satisfy the demands until the new pack comes in and it will not be until conditions have shaped themselves more certainly that the trade will feel any confidence in paying higher prices than those ruling at the present time.

BEAN MARKET.

Charlotte, Mich., April 26.—O. E. Packard reports:

"The bean market has advanced from 10 to 12c within the past eight days. It looks as though we might get another advance since dealers throughout the state have a pretty good stock which cost them more money than they can market them for at the present time."

Detroit, Mich.—Lichtenberg & Son report:

"Prices on beans have strengthened somewhat. While the stock on hand is not large it seems as if there were beans enough to supply the demand."

Morrice, Mich.—T. M. Towner & Co. report:

"Prices for beans have advanced slightly. The few bean handlers can not afford to and farmers will not sell at present prices. If the demand is what it usually is for the next three months, prices must advance."

CANNED SALMON.

Bellingham, May 4.—The "Reveille" says:

"Practically all the larger salmon canneries and many of the smaller ones have been put in readiness to handle big packs during the coming fishing season. Optimism is evident on Puget Sound. In Alaska the same hopeful feeling does not seem to prevail. Low water and other adverse conditions will, it is feared, lower production on the Columbia River. No one is able to make a reliable estimate as yet of the amount of salmon that will be canned in the Northwest. The Vancouver correspondent of the "Pacific Coast Fisherman" says the Indians are predicting a light run because of the very light snowfall on the mountains of the Coast range."

HERRING.

Wieland Bros. say:

"Stocks of all kinds of Holland Herrings are entirely cleaned up in Vlandingen, and as the last sales to the United States were made at quite an advanced price over previous sales, prices have advanced fully $1 per barrel and 5 cents per keg. Further advances may be looked for as soon as present light stocks have somewhat diminished."

SARDINES.

Eastern advices are to the effect that the recent advance of 25c per case on quarter oils and later on three-quarter mustards is causing a great deal of interest. This advance is supposed to be due to a small supply. Conditions are said to be such that a further advance in price would not come as a surprise.

OLIVE MARKET.

New York, April 28.—Marc M. Michael, president Seville Packing Co., reports:

"Large size olives are in plentiful supply in this market. Small sizes are extremely scarce and prices are advancing. The drouth in Andalusia has been very severe and the harvest and vegetable crops have been affected to such an extent that the Spanish government at Madrid found it necessary to make an appropriation of 250,000 pesetas for the relief of the province. Latest advices in regard to the growing crop was that the outlook could not be more disastrous. All classes and sizes of olives are affected.'

Against Premiums—Wholesale grocers all over the country have been sending word to the National secretary at St. Paul that they are opposed to premiums.

EARNING A PROFIT.

Responsibility of the Manufacturer in Protecting His Customers Among Retail Dealers.

Investigation and years of experimenting has proven that the solution of the problem as to the maintainance of the price of any article and the securing of profits for the retail dealer lies with the manufacturer.

In many communities the retail grocers are now begging the manufacturers to be kind enough to give them the assurance that he will not cooperate with the trade brigand to force the great mass of the trade to sell the manufacturer's goods without a profit. It is worthy of note that more manufacturers are agreeing to protect their goods every day.

The grocers of the Pacific coast should be interested in the fact that this concession, which they are so earnestly asking of the manufacturers of the country, was voluntarily placed in their hands nearly a quarter of a century ago by A. Schilling & Co. In the beginning this firm was laughed at by some as cranks and, in some instances, met with opposition from the retail grocers who were profiting by their business acumen and the farsightedness of the managers of this firm.

A. Schilling & Co. have fought the grocers' battles now for nearly 25 years. This firm realized that no grocer was likely to continue selling an article which did not leave him more than enough margin to pay the expenses of his business. If he was willing to continue doing this, it would mean that it would only be a short time before he would fail and the manufacturer would then be out the money that might be owing him in the case he sold to the dealer.

The plan that has been taken up by the Pacific Coast Association and which was put in so successful operation in Southern California, has been operated by A. Schilling & Co. during all those years. This plan is to have the grocer sign an agreement by which he promises not to cut the price of the goods and that price is fixed at a figure which insures a satisfactory profit.

Experience has shown that should the dealer repudiate his agreement with A. Schilling & Co. and cut the price on their goods, that he is not able to buy from Schilling again. The grocer who repudiates the contract is liable for a suit for damages, although A. Schilling & Co. have not as yet found it necessary to sue any dealer because the grocer who may have cut their goods, invariably discontinues when he finds that the firm is honest and firm in its intention to protect the rest of their customers.

It seems odd that grocers should not be anxious to secure a profit on everything they sell. There are some grocers who will apparently cut on anything they can and the more demand there is for an article, the more anxious they seem to cut on it.

It is this class of grocers that has to be compelled to do business on lines that are not only safe for himself but will not hurt his neighbors.

It is to control this class of grocers that A. Schilling & Co. have prepared their agreement. By this means they firmly insure the trade safety of the conservative grocer and require the would-be-cutter to maintain prices no matter how much he may desire to overturn trade conditions.

A NEW STORE.

U. B. Boucke, brother of the well known grocer at California and Lyon streets, has opened a store of his own at the corner of Union and Laguna streets, formerly occupied by Owen McCooey.

Established 1879

HEINEMAN & STERN

Manufacturers of and Wholesale and Retail Dealers in

THE CELEBRATED

Frankfurter and Bologna Sausages

Manufacturers and Dealers in All Kinds of

KOSHER PROVISIONS

Packers of Tongues, Smoked and Pickled Beef

Largest Place of its kind on the Pacific Coast.

916 Larkin Street, S. F.

DAN O'CALLAGHAN

REAL ESTATE

AND

INSURANCE BROKER

City Agent

Liverpool & London & Globe Ins. Co.

Telephone, Main 5238

22 Montgomery St., San Francisco

(Mr. O'Callaghan was for many years a member of the firm of O'Callaghan, Nelson & Co.)

WHITTEMORE'S POLISHES.



The World's Standard.

"Gilt Edge" dressing, blk.	$24 00
"Boston" Waterproof Polish (for men's and boys black shoes)	24 00
"Boston, Jr." 10c. size	10 00
"Dandy" Russet Combination	24 00
"Star" Russet Combination	9 00
"Dandy" Russet Paste	9 0
"Red Box" Russet Paste	5 00
"Champion" Black Friction Polish	24 00
"Champion, Jr." Black Friction Polish	10 00
"Elite" Combination (for box calf, black vici kid, etc.)	24 00
"Baby Elite" Combination (for box calf, black vici kid, etc.)	10 00
"Elite Paste" for box calf (two sizes)	$1 00 5 00
"Superb" Patent Leather Paste	9 0
"Blue Fox" Patent Leather Paste	5 00
"French Gloss" (in cartons, for ladies' black shoes)	9 00
"Royal Gloss," 4 oz. (for ladies' black shoes)	8 00
"Bossola" Waterproof Paste Polish, large	9 00
"Bossola" Waterproof Paste Polish, small	4 50
"Quick White" perfectly cleans dirty white shoes (two sizes)	$24 00 10 00

"Sunset" Mackerel

Is an "ALL CALIFORNIA" Product and ITS QUALITY is

A CREDIT TO THE STATE.

18 Oz. Tins --- Three Flavors

SOUSE -- TOMATO -- MUSTARD

Sell it for its Quality

Sell it for its Profit

CALIFORNIA FISH COMPANY

CANNERY AT SAN PEDRO.

P. E. LENFESTEY, - - Agent

220 California Street, San Francisco, Cal.

Enterprise Brewing Co.'s

Beer is sold on its merits.

We invite comparison of our productions with ANY on market. You will then become our best advertiser, we are dead certain.

A **GOOD ARTICLE** is the very best advertising medium. Are we not right?

Telephone, Mission 152. San Francisco, Cal.

WILL ARREST GROCERS.

Board of Health of San Francisco Takes Action Against Illegal Creams.

The Board of Health of San Francisco during the month of March examined 50 samples of condensed creams and milk. They found eighteen below the city standard in butter fat.

The following are the brands below the city standard in total solids and butter fats:

Bonanza Evaporated Cream, Sussman, Wormser & Co.
"99" Brand, Dodge, Sweeney & Co.
Red Ribbon Evaporated Cream, Elmira Milk Condensing Co.
Valle Cream, Valle Condensed Milk and Cream Co., Visalia, Cal.
Monroe Brand, Wisconsin Milk Condensing Co.
Primrose Brand.
Blue Ribbon Brand, Elmira Condensed Milk Co.
Princess Brand, Getz Bros.
Sego Brand, Tillmann & Bendel.
Century Brand Condensed Milk, Sussman, Wormser & Co.
Home Farm Brand.
Eureka Brand, C. Whalley.
California Poppy Condensed Milk, Wheaton, Pond & Herold.
Pearl Brand, Wheaton, Pond & Herold.
Coon Brand, American Condensed Milk Co.
Oak Leaf Brand, J. F. Cunningham.
Blue Bell Brand, Cluff & Co.
Valle Milk, Valle Condensed Milk and Cream Co.

In speaking of the action to be taken by the health authorities, Dr. Ragan said:

"Our office wants to avoid any unwise haste that may do injustice to dealers who have put the illegal goods on their shelves illegally, and at the same time we intend to protect the public. We sent word to the Police Department last Thursday (May 4) requesting that they print the list of the canned milks and creams that were under the ban in the Police Bulletin. Every officer will be instructed to warn dealers who have the illegal brands on their shelves. If at the end of 10 days, the goods have not been removed or re-labeled legally showing the true nature of their contents, the dealer will be arrested and fined."

It is to be noted that among the brands of condensed milks and creams that were found to contain sufficient solids and butter fats to warrant their meeting the approval of the Board of Health, were the following:

Eagle Brand, Silver Cow, Highland Brand, St. Charles Evaporated Cream, Rose Brand, Yacht Brand, Lily, Carnation, Alpine, Tiger, Pioneer Brand, Poney Cream, Pet Brand, Dixie Brand, Hire's Condensed Milk, Every Day.

Retail grocers will note with interest that three brands of Pacific Coast evaporated creams, namely, Lily, Carnation and Alpine, are included among the best class of goods.

It is also worthy of note that an extremely large part of the list of satisfactory goods is made up of the old established "Gail Borden" brands and "Helvetia" brands, the manufacturers of which have been in the market for years and have secured a reputation for stability and desirability that could only have been maintained by high quality.

SHORT COUNT PICKLES.

A reader of the "Interstate Grocer" of St. Louis, in writing about firms who sell short weight goods, speaks of them as robbers, and adds:

"I say robbers because it is the only term by which I can express it. I have greater respect for a man who steals a horse or robs a bank than the man who steals your confidence and money too. Of the two, the latter should go to the penitentiary first."

This grocer explains that he counted a barrel stated to contain 2,400 pickles. To his great astonishment, he found by actual count only 2069 pickles in the barrel.

He wrote to the firm supplying him with the goods. The shortage was made good at once and their excuse was that the packers had robbed them.

This same sort of robbery is going on in California at the present time. The grocer should weigh, count and measure everything he buys.

TOBOGGAN
MAPLE SYRUP -- IT IS BEST
Pacific Coast Syrup Co.
SAN FRANCISCO
THREE REFINERIES: SAN FRANCISCO, PORTLAND and SEATTLE.



Cailler's Croquettes retail at 5, 10, 25 and 50c

MORE Cailler's GENUINE SWISS MILK CHOCOLATE Is consumed in the United States to-day, than the combined export product of any three European Chocolate manufacturers now on sale in this country. Even more surprising is the fact that we are unable to fill orders for many of the most popular packages. To meet the constantly growing demand for **Cailler's Chocolates,** F. L. CAILLER LTD. are rushing to completion their mammoth new factory, costing over two million (2,000,000) francs.

CAILLER'S SWISS MILK CHOCOLATE
is made of the finest cocoa beans, cream and sugar. It has an inimitable flavor, is smooth, rich and specially recommended by the highest medical authorities as the best for children, invalids and athletes, etc.
Write for Sample and Price List to
SPOHN-PATRICK COMPANY SOLE AGENTS 16-22 Front St., S. F.



WE ARE NOW SELLING
The New
L. C. Smith & Bros. Typewriter
WRITING IN SIGHT.
ADDRESS FOR PARTICULARS
L. & M. ALEXANDER & CO. 110 Montgomery St., S. F.
Branches: Portland Los Angeles Seattle

IF A CUSTOMER
asks for
HAND SAPOLIO
and you can not supply it, will he not consider you behind the times?

HAND SAPOLIO is a special toilet soap—superior to any other in countless ways—delicate enough for the baby's skin, and capable of removing any stain.
Costs the dealer the same as regular SAPOLIO, but should be sold at 10 cents per cake.

News of the Coast.

CALIFORNIA.

Fresno—John M. Mugar, a grocer of this city, has filed a petition in bankruptcy, giving his liabilities as $1,450.01 and assets $1,081.92, of which sum exemption is claimed for $250.

Los Angeles—The grocery store of M. Bellue, Thirtieth street and Central avenue, was raided by a squad of policemen recently, and enough liquor was confiscated to stock a small wholesale business. This is the third time Bellue has been arrested in the last few months on a charge of selling liquor without a license. On each of the former charges he was heavily fined, but the stock he had on hand when raided last was far larger than before. He was taken to the police station, where he gave $150 bail.

Los Angeles—A deliberate attempt was made recently to destroy the grocery owned by G. Bane, 1428 San Pedro street, by fire. The new Newberry grocery building is going up on Avenue 50 and Marmion way. It fronts 75 feet on Avenue 50; runs back 60 feet; is to be two stories, with 17 rooms above for living and student rooms; will be finished in mission style, and cost about $5,000. E. Bloom, late of Sioux City, Iowa, has purchased the grocery of O. T. Wise.

Riverside—The new Witherspoon grocery store is in good running order and trade is starting up in a way to promise well for the future of the establishment. At the opening, April 29, the store was thronged all day by friends and patrons. Monday the solicitors began their work. The store is attractively fitted up in one of the remodeled storerooms of the Reynolds block. It is light, airy and spotlessly clean and fresh, and is filled with a finely selected stock of groceries.

Saratoga—Johnson Keer has purchased an interest in the grocery of Mr. Tomlinson.

Ukiah—Cleveland & Beattie, the enterprising grocers, have put on their new delivery wagon. Their patrons are now assured of receiving their orders in a very short space of time. They are talking of ordering a suit of livery for the driver.

Vallejo—The 50x130-foot lot at the northwest corner of Georgia and Sonoma streets was sold recently to Hancock & Thurber, the progressive young grocers, who occupy the east half. The price agreed on, it is understood, exceeds the handsome sum of $15,000.

ARIZONA.

Clifton—April 22d was flower day at J. & A. Smith's grocery store on the east side, and the contest was an interesting one in which the children took an active interest. Wild flowers were brought in by the wholesale, and at the close of the day the store was a mass of flowers.

IDAHO.

Boise—Patterson & Blanton have succeeded Hurst & Patterson, grocers. Boyd & Leitzke have succeeded E. N. Crawford & Co., grocers.

Egen—Anderson & Hjork have succeeded A. Anderson, grocer.

Moscow—Lilley & Moore, grocers, have assigned to the Spokane Jobbers' Association for the benefit of creditors. Receiver Newman states that assets and liabilities will each approximate about $1,800.

Nampa—Hodges & Sumner have succeeded McCabe & Hodges, grocers.

Lewiston—G. W. Wotering is adding shelving and will put in a large stock of groceries and will hereafter occupy all of the building, part of which was formerly used as a stationery store.

Weiser—G. W. Buck, grocer, reported assigned; liabilities and assets approximately $4,000.

MONTANA.

Great Falls—The Boston Heights grocery has changed hands, Charles Lea, late of Strain Bros., having bought the stock of Mrs. Feryan.

OREGON.

Dallas—C. L. Crider has succeeded D. C. Crider, flour and feed.

Medford—E. R. Warner has succeeded Warner & Davis, grocers.

Portland—McCarthy & Frazer have opened a tea and coffee store at Portland.

Roseburg—A. D. Chink has sold a half interest in his grocery to H. W. Chapin.

Salem—J. W. Harriett has bought Steiner & Co's grocery. Fuller & Douglas, grocers, will add a bakery and candy factory.

Salem—Fuller & Douglas, grocers, will add a bakery and candy factory. J. W. Harriet has purchased Steiner & Co.'s grocery store.

WASHINGTON.

Centralia—A. Kahler is reported discontinuing his grocery.

Hatton—Fisher & Tipton have purchased the Lyons grocery stock and added the same to their stocks.

Lawrence—A. W. Peterson is opening a grocery store.

Spokane—Bashaw & Barry have succeeded H. E. Bashaw, groceries, cigars and confectionery, at 01802 Division street. L. S. Streyffeler, formerly in business with S. B. Crandall, has purchased the Metropole Grocery, corner of Howard and Second. Law & Downey succeed Charles W. Wagner, grocer at 1020 Second avenue. Mr. Downey has been manager of the store department of the O'Brien Lumber Company at Kalispell, Mont., and is an experienced merchant. Mr. Law has been with Jeannot Bros., this city.

Tekoa—Poole & Tyler have bought Doty & Baker's grocery.

Van Asselt—W. E. Hawkins will open a grocery store.

Wenatchee—T. J. Groves, proprietor of the City grocery, is opening a branch store at Quincy and is taking in a partner in the Quincy store.

Yakima—J. E. Phillips & Co., grocery at North Yakima, have bought Mrs. E. Cemichale's general store at this place.

LANDIS



TONIC BITTERS

A Pure Tonic and Laxative

—o—

Made from

Herbs, Seeds Roots, Barks

(Guaranteed)

NATURE'S OWN REMEDY

FOR

Stomach and Blood Disorders

Made only by the

The Landis-Patton Mnfg. Co.

Incorporated

1664 MISSION STREET

Tel. Fulsom 4156 SAN FRANCISCO

Mothers! Mothers!! Mothers!!!

Mrs. Winslow's Soothing Syrup

has been used for over SIXTY YEARS by MILLIONS of MOTHERS for their CHILDREN while TEETHING, with PERFECT SUCCESS. It SOOTHES the CHILD, SOFTENS the GUMS, ALLAYS all PAIN; CURES WIND COLIC, and is the best remedy for DIARRHŒA. Sold by Druggists in every part of the world. Be sure and ask for "Mrs. Winslow's Soothing Syrup" and take no other kind. Twenty-five cents a bottle

$39.00 BUYS THE BEST

Computing Scale in America



Patents sustained by U. S. Courts and Patent Office.

Saves the Grocer 60c per Day

Write for particulars.

Not Made or Sold by the Trust.

Sold by Wholesale Grocers and Hardware Dealers.

Standard Computing Scale Co., Ltd., Manufacturers

DETROIT, MICH.

The Knowing Ones Want

Welch's Grape Juice

Made From Concord Grapes — Pure, Unfermented

The Welch Label guarantees the purity of Welch's Grape Juice, and the Welch Grape Juice Co. will forfeit a goodly sum to anybody who can prove that any chemical or antiseptic is added to the pure juice of the Concord grapes to prevent fermentation.

Welch's Grape Juice is "Natures Finest Food and Drink"

The Welch Booklets explain everything about Welch's Grape Juice. If you could give one to every customer you would earn much profit from the sales of Welch's Grape Juice that would surely follow.

Call and get a supply. They're free to dealers handling Welch's Grape Juice.

Order Welch's Grape Juice from your Jobber.

SPOHN-PATRICK COMPANY

Pacific Coast Agents

16-22 Front Street, San Francisco, Cal.

Branch Houses: LOS ANGELES, PORTLAND, SEATTLE, DENVER, SALT LAKE CITY

FLOUR MILLS ROASTED.

(Continued from Page 5.)

the Bay would be free to ship the same goods into Oakland at less than Oakland figures.

I am not boasting Queen Ann flour particularly," Mr. Cushing explained. "I am selling Globe flour in my store. But I think it is a good thing for us to have them desire to maintain prices. I think we should write them a letter saying that we were pleased to see that they wanted to list their goods and we would be glad to have them do so."

Mr. H Hauch of Alameda said: "I think much as Mr. Cushing does. I can not see any harm in listing Queen Ann flour. We have been waiting on the San Francisco mills for the past six months with regard to the question of maintaining prices and with one exception they have not seen fit to accede to our request. From my point of view, ours is a fighting organization. We are united in order that we may be able to accomplish results that we could not secure alone. I have no sympathy with this talk about not antagonizing those mills that have not been willing to lift a finger to help us."

Mills Will Wake Up.

"Practically all the flour that leaves my store now is either "A-1" or "Queen Ann." I am selling almost no Sperry flour. With Mr. Russell, Mr. Cushing, Mr. Sill and a few others doing the same thing, I think the Sperry people will realize before long that it would be better for them to have let let us get a profit on their goods than to have us throw them out."

Mr. Hauch explained also that he found that it was a desirable thing to be able to let his customer have a choice of flour. That when he could offer them only one kind of high grade flour it looked too much as if he was trying to force something on them whether they wanted it or not. When he could offer two grades they seemed better satisfied. He did not think there would be any entangling alliance if the grocers handled Queen Ann flour.

L. Warnke thought that the letter of the Hammond Milling Company should be acknowledged. He thought it would be wise to take advantage of the offer of the Hammond Milling Company to guarantee that no firm should be allowed to cut the price on "Queen Ann" flour.

On motion of Mr. Morris of Alameda, seconded by Mr. Mitchell of Oakland, the secretary was directed to write to the Hammond Milling Company thanking them for agreeing to list their flour and expressing appreciation for their policy.

Drummers Spread False Reports.

A general discussion of the flour situation ensued.

The fact was developed that the drummers for the mills were going to the different dealers carrying false tales as to the feelings of the grocers about the flour situation. One Alameda grocer said that when he had told the drummer of a certain San Francisco mill he did not need any of his flour because he was selling "A-1," this drummer then told him that with the exception of a crazy Dutchman and himself none of the other grocers of Alameda were selling any of the Globe flour to speak of.

Mr. Thomas of Oakland said that only a few days before, the drummer of the Sperry Milling Company had come to his store and told him that he had taken 34 orders in Berkeley that day and had received a big order from S. J. Sill, the president of the Association.

Mr. G. F. Ruble, manager for the S. J. Sill Company, and who is also interested in the firm laughingly answered that they had only one sack of Sperry flour in the house and that he [illegible] for Sperry's flour in four months. The last Sperry flour S. J. Sill Co. had bought was one barrel for which they sent a wagon down to the warehouse about a week ago to get four sacks in order to fill deliveries where people insisted on having that kind of flour.

Mr. Hauch of Alameda said that he had noticed of late that the Sperry wagon that drove through Alameda was practically empty.

Other grocers joined in the discussion and they all expressed gratification at the fact that they had so little difficulty in convincing their trade that the "A-1" flour on which they got a profit of 17½ cents per sack would be more satisfactory than the other brands of flour which they would have to sell in the face of the competition of San Francisco stores which sold for $1.20 per sack.

Complaint Promptly Adjusted.

The secretary reported that a complaint on his part to Bishop & Co. of their having sold goods to a certain consumer had brought forward a letter from Bishop & Co. assuring the Association that they would not sell this individual any more and thanking the Association for calling the matter to their attention. The letter explained that the goods were sent only because the firm had been mislead into thinking that the party was in business.

As a result of the report of the picnic committee, it was decided to give a banquet instead.

Mr. Cushing for the picnic committee reported that the larger down town stores had stated that they would prefer to give $25 rather than close up on a week day. Since the purpose of the picnic was to raise necessary funds and he felt that there were many others who would be willing to contribute from $1 to $25 towards the Association work if they knew the funds would be employed to large advantage, he thought it would be wise to have a banquet at which the purposes and prospects of the Association should be discussed. The need of funds should be explained and a list started.

Mr. Kirkland, Mr. Warnke, Mr. Mitchell and Mr. Hauch all agreed that it would be better to hold a banquet since there would be a possibility of exchanging ideas and creating enthusiasm that could be secured in no other way. The organization voted unanimously in favor of the banquet when the matter was submitted for their judgment.

Secretary Reed called attention to the fact that Decoration Day was close at hand. On motion of Mr. Mitchell it was decided to recommend the grocers to close their stores all day Tuesday, May 30th.

After Free Yeast Cakes.

Vice-President Harry Duncan who occupied the chair in the absence of Mr. Sill, called attention to the fact that the grocers all over Alameda county were giving away yeast cakes. He thought the Association could take action on this matter to everybody's advantage.

Mr. G. F. Rubel stated that while no yeast cakes were given away at the Sill store, yet the solicitors invariably carried a pocket full when they went out and that the cost of this drain was very considerable.

Mr. Kirkland said he hoped something would be done in the matter and he would do his part.

Mr. Mitchell said that he would be willing to give up yeast cakes in a minute. That his bill for yeast cakes amounted to from $30 to $40 per month and he doubted if they sold 5 cents worth of it.

Mr. George Hoffman insisted that no one was to blame for the existing condition of affairs but the grocers. He told of an attempt to secure an agreement of the retail grocers not to give away yeast cakes. It was conducted by one of the compressed yeast companies and had failed because some of the down-town stores gave them away and soon every one was doing it.

L. Warnke said that the first mistake in this attempt to establish an agreement to sell yeast cakes was in leaving the matter to an interested party. This man signed all but a few big down town stores, the proprietors of which he did not wish to antagonize. In this way the man had made himself solid with the great mass of his customers and at the same time had done nothing for them as he had left the matter open with the big men. Mr. Warnke thought the secretary should take up the matter and should approach the big men first.

On motion of Mr. Mitchell, the secretary was directed to prepare ways and means to secure the co-operation of the grocers in an agreement to do away with free yeast. A further suggestion of Mr. Mitchell that the agreement should carry a forfeit of $25 was warmly approved by Mr. Hauch of Alameda.

Want Fine Inserted.

Mr. Manning thought the grocers were strong enough to say to the yeast companies that if they did not protect the grocers in the price on their yeast cakes, they would be thrown out. He said that the fact that there were several kinds of yeast cakes on the market gave the retail grocers the ability to help the particular brand that they could depend upon as giving them protection.

Mr. Hauch of Alameda said that the grocers should get past the idea that any one or two men could be stronger than the Association. He did not agree with the idea that if Anderson or Olson insisted in giving away free yeast cakes that it would render fruitless the action of the Association. It was foolishness to think that the trade would flock to these stores because they gave away yeast cakes.

Mr. Hoffman thought that the influence of one or two giving away yeast cakes would affect the immediate neighbors of those stores. When these men began giving away yeast cakes they would affect their neighborhood and soon the entire trade would be back at its old vicious practices.

TRADING STAMP ARRESTS.

Numerous arrests were made on Monday morning at the instance of the committee that has in charge the work of seeing that the anti-trading stamp law is enforced. Several representatives of the Tobacco Trust were arrested for giving coupons. Arrests were made at Pragers, the Great American Tea Co. and numerous other places. The Trading Stamp companies and the Tobacco Trust will take the matter up to the Supreme Court with as little delay as possible and attempt to secure a decision as to the constitutionality of the law. It is notable that the daily papers have not had a word to say about the arrest nor the plans of the associations having it in charge. It is evident that the Tobacco Trust and Prager's have brought influences to bear so that the general public will not be frightened off from using trading stamps until the very last moment.

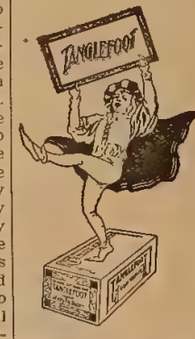
AFTER SACRAMENTO FLEAS.

Sacramento, Cal., May 3.—Joseph Fusch, the manufacturer of Eureka Insect Exterminator, has been advertising in Sacramento this week. He will work from here southeast. His dogs attract a great deal of attention with their metal and leather covers. One of these covers says "Eureka. No Fleas on Me."

Chas. Jacobson & Co.
210 - 212 Davis Street
DISTRIBUTERS OF
Fancy Butter and Honey
Dairy Butter and Eggs

FREE DEAL
ON
LILY CREAM
Till Further Notice
1 Case FREE with 10
½ Case FREE with 5½
— Order From Your Jobber —
Pacific Creamery Co.
San Francisco Office, 115 Davis St.

TANGLEFOOT



STICKY FLY PAPER
Is really the only device known that will catch and hold both the fly and the germ and coat them over with a varnish from which they cannot escape preventing their reaching your person or food.
TANGLEFOOT is Sanitary.
Ask for TANGLEFOOT.
Profit? Over 120% to You.

WE GUARANTEE THE SALE.
To advertise **Summit Snow Flour**, we are distributing **FREE** Coupons good for a **Trial Sack** of **SUMMIT SNOW FLOUR.**



These **Trial Sacks** cost the dealer 12½c ea.
We guarantee the sale of all Trial Sacks through our coupons which we redeem for **15** cents, thus giving the grocer a profit of 20%.

It Pays to Sell "Summit Snow"
1—You make your Regular Profit.
2—You get your Dividends on the Stock issued you Free.
3—You receive a mutual profit on the SUMMIT SNOW FLOUR which you sell or is sold by your brother Grocer

Dividend No. 1 of 5 per cent. was declared March 31, 1905.
Become a Stockholder in time for the next Dividend
STANDARD FLOUR CO.
606 Merchants Exchange, San Francisco

Gilt Edge Whiskies
THE VERY BEST
WICHMAN, LUTGEN & CO.
Sole Proprietors.
Agents for Moerlein's Cincinnati BEER
29-31 Battery St., - - San Francisco

SALEM BEER
SUITS THOSE WHO ARE PARTICULAR ABOUT THE BEER THEY USE.

IT HAS THE FLAVOR
IT HAS THE AGE
IT HAS REPUTATION
IT IS MADE RIGHT

Those who have used it know it. Those who do not know soon find it out after a trial.

SALEM BREWING ASSOC'N
BREWERS

BOTTLED EXCLUSIVELY BY THE
Sunset Bottling Co.
3109 20th Street
SOLE AGENTS

E. GHIRARDELLI
Mercantile Co.
305 Clay Street, San Francisco
Packers and Jobbers
Pickles, Catsup, Preserves, Vinegar, etc.
We prepare for the Grocery Trade a line not surpassed in quality and purity.
OUR CATSUP is not equalled by any on the market. Try an order.

BIGGEST AND BEST.

(Continued from page 5.)

that those interested may learn quickly whether they won a prize or not. They will have to go to the rooms of the association, fifth floor of the Parrott Building, room 205, to learn what their prize was.

3, 5, 10, 12, 24, 29, 37, 45, 51, 55, 61, 64, 66, 74, 76, 70, 83, 84, 88, 89, 98, 99.
203, 210, 214, 218, 219, 220, 226, 229, 230, 225, 236, 246, 247, 257, 260, 262, 265, 271, 272, 274, 278, 279, 285, 289, 291, 297, 298, 299.
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2201, 2202, 2204, 2206, 2208, 2217, 2233, 2235, 2236, 2239, 2243.
2307, 2309, 2310, 2311, 2315.
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4702, 4703, 4733, 4735, 4784.
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5222, 5231, 5232, 5246, 5278, 5286, 5287, 5289, 5291.
5303, 5305, 5338, 5346, 5346, 5356, 5358, 5360, 5368, 5369, 5373, 5374, 5378.
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The writer regrets that lack of space and lack of time prevents our telling of all the old-time friends who met and clasped hands at the picnic. It was especially worthy of note, however, that Wm. Cluff was the only wholesale grocer present on the grounds, although the other houses had numerous representatives present.

The Perfection Short Credit System
Makes Credit Business a Pleasure.
Address
P. E. LENFESTEY,
220 California St., San Francisco

IT'S THE
WATER



OLYMPIA BEER CO.
Agents and Exclusive California Bottlers of the Famous
OLYMPIA BEER
BREWED IN OLYMPIA, WASH.
1423 Sansome St., San Francisco, Cal.

NOTICE TO STOCKHOLDERS.

Office of The Calkins Newspaper Syndicate, Halleck Block, No. 320 Sansome street, San Francisco, California, the 6th day of May, 1905.

In accordance with a resolution adopted at a regular meeting of the Board of Directors of The Calkins Newspaper Syndicate, a corporation duly organized and existing under and by virtue of the laws of the State of California, and having its principal place of business in the City and County of San Francisco, in said State, held this day, a special meeting of the stockholders of said Company is hereby called, to be held at the office of said Company, in the Halleck Block, Room 58, at No. 320 Sansome street, in the City and County of San Francisco, State of California, the principal place of business of said corporation and the place where its Board of Directors usually meet, on Thursday, the 13th day of July, 1905, at the hour of 2 o'clock p. m.

The object of said meeting is to take into consideration and decide upon the proposition of increasing the capital stock of said Company from $60,000, divided into 60,000 shares of the par value of $1.00 each, the present capital stock of the Company, to $200,000, to be divided into 200,000 shares of the par value of $1.00 each.

Dated, San Francisco, Cal., May 6th, 1905.

W. P. CALKINS, President.
G. H. STOKES, Secretary.



VALLEY BREW LAGER
from
Richmond Bottling Works.
Zimmerman & Ruhland,
'Phone Pine 1787.
32d and Clement Street,
San Francisco, Cal.

Champagne.

Veuve Clicquot, qts	$32.25
Veuve Clicquot, pts	34.25
Ruinart, Magnums, 6 to case	30.50
Ruinart, qts, 1 doz to case	32.40
Ruinart, pts, 2 doz to case	34.20
Ruinart, ½ pts, 2 doz to case	18.00
Vintage 1893, qts, 1 doz to cs	46.50

Brandies.

	Per case
Martell's One Star, 1 doz qts	$16.00
Martell's Two Star, 1 doz qts	19.00
Martell's Three Star, 1 doz qts	20.00
Martell's Three Star, 2 doz pts	23.00
Martell's One Star, 2 doz fl'ks	18.00
Hennessy's One Star, 1 doz qts	17.50
Hennessy's Three Star, 1 doz qts	21.00
Calif. dez qts	12.00



Cider
Hammond & Co.
Bottlers
Office and Depot
277 Seventh Street
Phone, Jessie 3371
—
SWEET CIDER
¼ Gal. Bottles,
BOILED CIDER
Quarts .....
Pints .....

Mineral Waters.

Aetna, splits, 100 to cs	$6.50
Aetna, pts, 100 to case	9.00
Aetna, qts, 50 to case	7.50

GINGER ALE
Belfast Ginger Ale Co.,
D. Steimke & Co. Props.
All Carbonated Beverages.
COR. UNION AND OCTAVIA STS.

	PINTS.	QTS.
Soda Water	$ .80	$1.50
Ginger Ale	.80	1.50
Sarsaparilla	.80	1.50
and Iron	.80	1.50
Cider	.80	1.50
Cuban Punch	.80	1.50

Case Prices, 2 Doz. per Case.

Porter.

(E. & J. Burke's Guinness')	
Stone, pts, 8 doz to bbl	$16.50
Glass, qts., 4 doz to bbl	14.00
Glass, pts., 8 doz to bbl	16.50

Specialties of
Hilbert Mercantile Co.

H. B. Ky. Bourbon, per gal	$2.75
H. B. Ky. Bourbon, Ex spcl	3.25
Union League Ky. Brbn, AA	2.50
Union League Ky. Brbn, 1 gal	2.25
El Monte Ky Brbn, 1 gal	2.25
Maryland, Monogram, 1 gal	2.75
Forum, Bourbon, 1 gal	2.00
W. H. McBrayer's Cedar Brook 5 yrs	3.00

Hunter Baltimore Rye.

Per case, 1 doz. 5's	13.00
In 5-case lots	12.50
In 10-case lots	12.00

Hilbert Mercantile Co.

H. B. Bourbon (spcl)	$10.00
H. B. Rye	10.00
H. B. pt. flasks, 4 doz to cs	12.00
H. B. ½ pt flasks, 6 doz to cs	9.50
H. B. 1½-oz bots, per gr	12.00
Union League "AA"	8.00
El Monte Bourbon	8.00
Forum Bourbon	7.00
J. Baumgardner Rye	12.00
Maryland Monogram	9.00

W. H. McBrayer's Cedar Brook.

Per case, 1 doz 5's	$12.00
Per case, 2 doz pts	13.00
Per case, 4 doz ½ pts	14.50
Per case, 20 doz 1½-oz	18.50

Jesse Moore Whiskies.

Ex Pony Bourbon	$18.00	$17.50	$17.00
AA Bourbon	11.00	10.50	10.00
C Bourbon	8.50	8.25	8.00
AA. Bourbon, 6 doz, 4 oz	10.00	10.00	9.75
AA, Pt Flasks, 2 doz	9.00	8.75	8.50
AA, ½ Pt. Flasks 3 doz	6.75	6.50	6.25
Old Rye	11.00	10.50	10.00

Jesse Moore Hunt Co.
(In barrels or half barrels)

Extra Pony Bourbon, gal	$7.50
AA, Bourbon, gal	3.75
B, Bourbon, 1 gal	3.25
C, Bourbon, 1 gal	2.75
No. 1, Bourbon, 1 gal	2.25
AA Rye, gal	3.75
C Rye, 1 gal	2.75



STANDARD BOTTLING CO.
BEACH STREET
Between Stockton and Dupont
SOLE AGENTS
LOS ANGELES BREWING COMPANY.
Beer furnished Grocers in Botles or Kegs.

Golden Gate
BOTTLING WORKS.
Blume & Gardner,
Proprietors.

Bottlers of the Celebrated
Standard.
Culmbacher.
Extra Pale.
XXX Porter.
Half and Half.
Lager and Steam Beer in Kegs.
160 Shotwell St.,
Phone: Capp 1761. S. F., Cal.



LANDIS
TONIC
BITTERS
Factory and
Salesroom,
1664 Mission St.
Bottles, . .$7.00 Doz.
1 doz. per case.

Attracting Trade

Advertises Fresh Eggs.

A young man back in Michigan has made a big success of selling fresh eggs through mail orders. He advertises to ship selected fresh eggs anywhere within one thousand miles of his place of business inside of 48 hours from the time the egg is laid. The business he has built up is already of considerable size and constantly increasing.

When you take into consideration the fact that the customer has to pay the express charges, which amount to considerable, and that they should be able to go to the corner grocery and get eggs equally as fresh, without waiting at as low or a lower price, with no express charges to pay, it seems rather strange, to the grocer at least, that this gentleman has been able to secure the trade he has.

Why is it?

Confidence the Key.

Not at all strange, I should say. In the first place, his customers have confidence in this far away dealer. His claim for his eggs is that they are fresh—not only that, but he names a definite time when they are laid. Fresh eggs means, in itself, nothing at all. The grocer calls all his eggs fresh. But are they?

This enterprising egg man guarantees every one of his eggs to be strictly fresh. Offers a reward for any that are not, consequently he is compelled to ship eggs that will satisfy his customers.

He sells nothing but one grade of fresh eggs. You can contract to take a certain number a month the year round and always get them at the same price, 30 cents. Or you can get them as you require them at the prevailing price.

Lets Public Know.

But the most important feature of this venture is the fact that he advertises his eggs. Otherwise the public would not know he had them. That's why he has succeeded.

This experience ought to convince any grocer that it pays to advertise—even eggs. Do you think that your customers would send thousands of miles away for fresh eggs, paying considerably more than you charge, if they really thought they could get eggs equally as good of you, and at a lower price? The fact is they haven't any confidence in your statement that your eggs are fresh. They have been fooled too many times by untruthful grocers.

A few suggestions to the grocer who sees the possibilities of building a first-class egg trade in his own vicinity.

See Supplies Are Right.

To secure the eggs is the first important part of the transaction. They must be nearby, selected, strictly fresh eggs and none other.

Take a day and call on every farmer and poultry man in your vicinity. Make an offer to take the entire supply of eggs for one year and offer a cent or so more than the highest market quotation in case the eggs are delivered at your store within 36 hours from the time they are laid. Offer to pay spot cash on delivery and refuse to take any eggs that are not full sized, clean and well shaped.

Examine every egg carefully when received. Wipe them off with a damp (not wet) cloth. Decide on a name for them—say Gold Medal Brand eggs or any other name that may suit your fancy. Procure a rubber stamp, curved so that it will print well on each. Have the stamp contain your name and address as well as the brand name that you select. Also have a little dating stamp to stamp the date on each egg. Every egg that leaves your store should contain both stamps.

Next you will need pasteboard boxes to put the eggs up in. The regular one-half and one dozen folding egg boxes will do for this purpose, though it would be preferable to have something a little more fancy. At any rate, the box should be printed with the brand and your address.

Have Guarantee Printed.

Then you will want a little printed guarantee to go with each box. This should be on white paper about three by five inches. State the fact that each of your eggs is selected and strictly fresh. Offer 10 cents for each egg returned within three days from the date sold, that does not come up to requirements. If you select your eggs with care you will have little trouble in this respect.

Now that you have your eggs ready for sale, the next thing is to let the public know about them.

First try your local papers. Take a good-sized space and tell people about the freshness of your eggs. Keep telling them the same thing, only put it in different language each time.

Then get up a little booklet from eight to twelve pages. Put in a few halftones of the different farms from which you obtain your eggs. Then tell the difference between your fresh eggs and the ordinary fresh eggs—the cold storage kind. Mail or distribute these booklets to every family in your vicinity.

Don't forget to continually bring out the fact that your eggs are the only kind for sick persons, consumptives and others who are required to live on an egg diet.

Write a personal letter to every doctor in your town asking him to recommend your eggs to his patients. Try to arrange to supply the local hospitals with eggs. If you can do this, make it a point to bring this fact out in your advertisements. Tell people about it.

Effective Displays.

Window displays will also help you to increase your sales. Get a few well bred hens and place them in your window. They will surely attract attention. A neat sign, worded like this: "Gold Medal Brand Eggs Laid While You Wait," or "These Are the Hens That Lay the Gold Medal Brand Eggs," will add much to the display.

Then secure a photograph of every farmer who supplies you with eggs, as well as a photo of his poultry houses. These will make a display that will be noticeable.

SPOKANE GROCERS GET RESULTS.

Manufacturers Pay Heed to Their Requests.

Spokane, April 29—At the regular meeting of the local retail grocers' association, held April 24, Messrs. Reid and Bishop, of the committee appointed to confer with the flour mills, reported nothing much accomplished with respect to lessening the differences between the mills but stated there was hope of the discrepancies between prices in the city and in the adjacent country being adjusted.

A communication from the Pacific Coast Condensed Milk Company, relative to the cutting of Carnation cream, stated that they have instructed the jobbers here, and their traveling representative who will soon be in Spokane, to put a stop to the cutting of the established selling price of their cream.

Proctor & Gamble, through their local selling agents, have taken a decided stand against the cutting of the price on their products, Ivory and Lenox soap. In a letter to the association they announce that they will maintain the following retail selling prices on their products:

Lenox, 100 oz., 5 cents per cake; 6 cakes for 25 cents; 25 cakes for $1.00, and 1 case, $3.65. Ivory, 100 oz., 5 cents per cake straight; 100 8 oz., 10 cents per cake, 3 for 25 cents; 100 6 oz., $4.65 per case.

The letter states that the cutting of prices on staple lines has reached such a state that in many instances the sale of the article in question has become utterly demoralized and has resulted in a very serious loss to retailer, wholesaler and manufacturer, and as a great deal of cutting has been done on Ivory and Lenox soap, particularly on Lenox, the manufacturers have decided that a determined stand must be taken and have instructed their local selling agents to see that the retail selling prices are maintained at all cost. Any retailer who persists in cutting the price of Ivory and Lenox will have his source of supply cut off, and any retailer who sells to any grocer who has been cut off, will in turn be himself cut off.

After an informal discussion of sugar questions, a motion prevailed that it be the sense of this meeting that brown and other sugars ought to be on the card list and that the matter be referred to the board of managers.

Mr. Bishop reported the failure in council committee of the ordinance providing that outside displays of vegetables, fruits and meats must be properly protected from dust, filth and contamination. This ordinance was prepared by the Board of Health and endorsed by the association as being in the interest of the public health.

NOTICE TO STOCKHOLDERS.

Office of "The Pandex of the Press," Halleck Block, No. 320 Sansome street, San Francisco, California, the 4th day of May, 1905.

In accordance with a resolution adopted at a regular meeting of the Board of Directors of "The Pandex of the Press," a corporation duly organized and existing under and by virtue of the laws of the State of California, and having its principal place of business in the City and County of San Francisco, in said State, held this day, a special meeting of the stockholders of said Company is hereby called, to be held at the office of said Company, in the Halleck Block, Room 58, at No. 320 Sansome street, in the City and County of San Francisco, State of California, the principal place of business of said corporation and the place where its Board of Directors usually meet, on Wednesday, the 12th day of July, 1905, at the hour of 2 o'clock p. m.

The object of said meeting is to take into consideration and decide upon the proposition of increasing the capital stock of said Company from $50,000, divided into 50,000 shares of the par value of $1.00 each, the present capital stock of the Company, to $100,000, to be divided into 100,000 shares of the par value of $1.00 each.

Dated, San Francisco, Cal., May 4th, 1905.

W. P. CALKINS, President.
A. I. STREET, Secretary.

Phone Mission 288

J. MARSHALL & CO.'S

WORCESTERSHIRE SAUCE

BE SURE and GET the GENUINE

½ Pts., per doz. $1.20
Pts., per doz. 2.20

NO AGENTS

Office: Cor. 12th and Market Sts.

LESLIE SALT

LESLIE STERILIZED SALT

Free Running (in Pkgs.) for table
Velvet Grain (in Bags) for kitchen
Sold by all Jobbers

WIELAND BROS.

121-123 Clay Street San Francisco

Importers and Commission Merchants

SPECIALTIES—Imported and domestic Swiss Cheese, Limburger, Brick Cheese, Edam, Roquefort, etc.; Mackerel, Codfish, Holland Herrings, Olive Oil, Spanish and California Olives, all kinds of Sausages and other delicacies.

SOLE AGENTS for Sierra Cheese, German Breakfast Cheese, Brie, Camenbert, Schloss, Kronen and Neufchatel Cheese.

Poultry and Store Butter WANTED

POULTRY of all kinds is selling here at high prices. Store Butter is also in good demand. Ship us immediately all the Broilers, Fryers, Young Roosters, Old Roosters, Hens, Ducks, Geese, Pigeons, and Turkeys that you can, as high prices are prevailing here now. Satisfaction guaranteed. Cash returns made daily.

We have just received 250 cases of choice Nevada Water White Comb Honey. We are offering it at the low price of 10c, 11c, and 12c per frame. Please favor us with an order.

We have 1,000 barrels of Fancy Flour on hand that we can sell at $4.00 per barrel. Send us a trial order. Please mark and consign all shipments direct to the

POULTRYMEN'S UNION,
215 and 217 Clay St., San Francisco, Cal.

WILLIAM E. HARM
Kartuffel-Buhr
183-185 Valencia St. Near 13th
Tel. Folsom 1911
Wholesale Dealer in POTATOES, ONIONS BEANS, EGGS Etc., Etc., Etc.

WITZEL & BAKER, Commission Merchants

Telephone Main 718 314, 316 BATTERY ST., SAN FRANCISCO, CAL.

Fancy Creamery Butter and Ranch Eggs Our Specialty

Babbitt's Standards.

ALWAYS UNIFORM!
ALWAYS RELIABLE!
ALWAYS THE BEST!



B. T. Babbitt's Concentrated Lye,

The ready soap maker—a powerful disenfectant—an excellent fertilizer for dipping prunes, spraying trees, etc.

Manufactured by
B. T. Babbitt, (Inc.) New York City.



The C. B. JENNINGS CO., Agents, 121 California St., San Francisco, Cal.



WILLIAM CLUFF COMPANY

WHOLESALE GROCERS

SOLE AGENTS

SAN FRANCISCO CAL.

IRVINE STANTON COMPANY

WHOLESALE GROCERS

Farm and Dairy Produce

Consignments from Interior Merchants Solicited

211-213 Clay St. San Francisco, Cal.

REMOVED

PATRICK & CO., RUBBER STAMPS

111-113 SANSOME STREET

One block south of old location.



GUSTAV LIEBOLD PHONE SOUTH

GAMBRINUS BOTTLING CO.

Sole Agents and Bottlers of

Gambrinus Brewing Co.'s

PORTLAND, OREGON

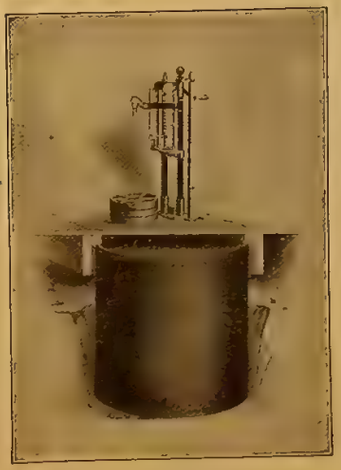
SELECT PILSENER LAGER BEER

OFFICE AND BOTTLING WORKS

160 Thirteenth St., near Folsom, S. F.

No Oil-Soaked Floor

Don't the floor about your oil tank make you "sick" when you see it? Did you ever figure out the profit you lost through this wasted oil? Don't you know that



OUR UNDER-THE-FLOOR OUTFIT

Is Especially Adapted for Use Where There is No Cellar. It Saves Valuable Floor Space

The Bowser

SELF-MEASURING

Oil Outfit

will save this oil, keep your floors neat and clean, reduce the danger of fire and pay for itself in a very short time? It will. We guarantee it. Write for full information. Ask for catalog " BB "

S. F. Bowser & Company

Fort Wayne : : Indiana

Highest Grade Package Goods for Family Trade

ROYAL AND QUEEN'S TASTE

(1 lb packages) (2½ lb cartons)

Macaroni, Vermicelli and Spaghetti

ROYAL ITALIAN A. B. C. PASTE, in 1 lb papers
GOLDEN GATE EGG NOODLES, in ½ lb papers

For Sale by all Jobbers

PETERS BROS., BALTZ & DITTMANN

PROPRIETORS

The California Brewing Co.

Douglas Street, bet. 17th and 18th

SAN FRANCISCO, CAL.

YOU MUST HAVE IT!

THERE IS NO SUBSTITUTE FOR

HIRES ROOTBEER

and there is no deal like the

HIRES OFFER for 1905



LEAD PENCILS, absolutely FREE, landed at your door.

The kind you would expect to pay five cents each for. A practical gift, but you may sell them if you like. We have purchased a quantity and will withdraw **HIRES Offer** for 1905 when they are gone.

So order big and at once.

Offer No. 1. 1 Gross Hires Rootbeer Extract
Four Dozen Lead Pencils FREE

Offer No. 2. ½ Gross Hires Rootbeer Extract
Two Dozen Lead Pencils FREE

Offer No. 3. ¼ Gross Hires Rootbeer Extract
One Dozen Lead Pencils FREE



HOW TO ORDER

Buy the Rootbeer of your jobber as usual. Send bill to The Charles E. Hires Co., Philadelphia, showing purchase. They will return it immediately with pencils.

Include the **HIRES Carbonated Beverages Rootbeer and Ginger Ale** in your order for Hires Rootbeer Extract and thus save extra cartage and freight.

Packed 2 doz. Patent Cap bottles to the case.



Hires' Offer to the Fountain Man

This year we give the **New Hires Stein** (like illustration) **Free with Orders for Hires Concentrated Solution of Rootbeer and Ginger Ale for Fountain Use.** Put up in pound bottles.

PRICE LIST { **Hires Rootbeer,** Concentrated Solution, $8.50 per doz., or 75c per pound bottle.
Hires Ginger Ale, Concentrated Solution.....$12.00 per doz.

6 Steins free with each dozen bottles. **3 Steins free with each one-half dozen bottles.**



A stupendous Advertising Campaign is doing the hustling for you. Our Advertisements are making people feel like drinking Hires Rootbeer.

The Hires Window Display Outfit is an elaborate affair. It consists of Dummy Cartons and Signs of every kind: Paraffine, Cloth, Enamel, Tin, Glass and Transparencies. Be sure and get this display matter. It will be a source of constant profit to you.

Further Information will be supplied by the

SPOHN-PATRICK COMPANY
SOLE AGENTS

16-18-20-22 Front Street, **San Francisco, Cal.**

Special Notice. Orders for Hires Rootbeer Extract or Concentrated Solution with the free deal must be placed at once even if goods are not to be delivered for some time to come, otherwise free deal will not apply.

THE RETAIL GROCERS ADVOCATE

A. H. POWERS, Editor | SAN FRANCISCO, CAL., MAY 19, 1905 | Vol. 10, No. 20



M·J·B· COFFEE
SELECTED WISDOM

BE YOURSELF

Friends Cling to the Man and Not the "Frills" He Wears.

You Can Be Honest when You Recommend

M. J. B. COFFEE

IXL - Kapp and Street - W.G.M.

TAMALES

IN

KEY-OPENER CANS



THE ORIGINAL

Powdered

STOVE POLISH

Mixes with water instantly. Advertised everywhere

OUR GUARANTEES:

To give SATISFACTION or your MONEY BACK
To give a QUICK, BRILLIANT LUSTRE
To give Dealers a GOOD PROFIT

PRICES 5c Size, 3 Doz. to case, per case, $1.50
10c " 3 " " " " " " 2.50

SPECIAL DEAL SIX PACKAGES FREE in every case of 3 dozen

R. A. HOLCOMBE & CO., Agents 20 PINE STREET San Francisco, Cal.

YOU ARE ALWAYS SURE of a sale and a profit if you stock SAPOLIO. You can increase your trade and the comfort of your customers by stocking

HAND SAPOLIO

at once. It will sell and satisfy.

HAND SAPOLIO is a special toilet soap—superior to any other in countless ways—delicate enough for the baby's skin, and capable of removing any stain. Costs the dealer the same as regular SAPOLIO, but should be sold at 10 cents per cake.

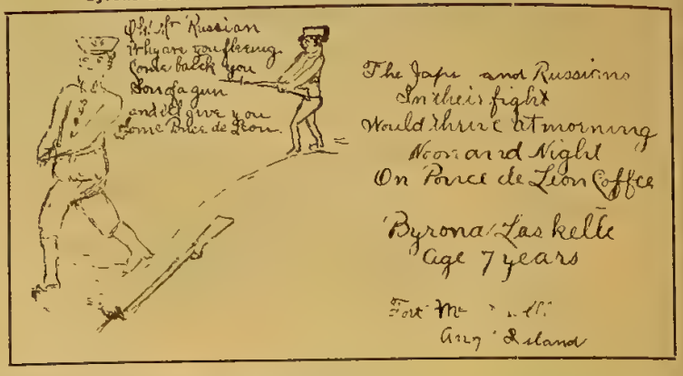
Help One of Your Customers Earn $5.00

We are helping Retail Grocers advertise their stores and our **PONCE de LEON** by our plan to

PAY SCHOOL CHILDREN FOR WRITING ADS.

Every Grocer has a chance to win the favor of some customer by helping a child of the house get $5.00. We print these ads. each week in the "*Evening Bulletin*" of San Francisco.

Byrona Laskelle received $5.00 for Writing this Advertisement



Quality

These are the Elements Needed for Grocers to Secure Trade Now Going to Coffee Peddlers.

Confidence

Our Goods Possess the **QUALITY** — "PONCE DE LEON" Coffee is the Best in the World
Our Advertising Helps Give the CONFIDENCE.

You Can Win and Hold the Best Trade with

Best in the World

Ponce de Leon COFFEE

Quality Unsurpassed
Flavor Delicious
At All Leading Grocers
Porto Rico Co



To Help San Francisco Dealers we Have:

- Striking Displays on the Main Streets
- Artistic Signs in the Street Cars
- Attractive Designs on Theatre Curtains
- Conspicuous Notices in Theater Programs

Gold Watches for Grocers

To add to the interest of the Retail Grocery Trade in advancing the Sales of **PONCE DE LEON** Coffee, we have decided to give

6 Gents' Solid 14-Karat Waltham Gold Watches, Value $60 Each, to our Friends.

To Get One Entails No Cost Nor Extra Labor.

Read the Terms: We will give Watches to Each of the Two (2) Retail Grocers of San Francisco, and to Each of the Four (4) Grocers in the Interior, whose Invoices show that they have purchased the **Most Pounds** of our **Sealed Cans** of **PONCE de LEON COFFEE** between April 15th and August 15th, 1905. **WATCHES GUARANTEED TO BE SOLID, 14-KARAT GOLD.**

GET IN LINE—GET A PROFIT—GET A SPLENDID GOLD WATCH

THE PORTO RICO COMPANY

587-589 HOWARD STREET **San Francisco, Cal.**

SATISFACTION



Comes from selling an article as **CHEAPLY** as your **SHARPEST COMPETITOR**—especially if it

PAYS A GOOD PROFIT AND PLEASES YOUR CUSTOMERS

The Globe Flour Can Not be Sold by Cutters

Our "A1" Flour is the "Best on Earth"

That is why more than **700** of the **BEST GROCERS** around San Francisco Bay are RECOMMENDING our Flour to their customers,

AND THEY GET A GOOD PROFIT ON EVERY SACK

IT ALWAYS GIVES SATISFACTION

Why "A1" Flour

IS BETTER:

Our "**A 1**" FLOUR is manufactured from only the HIGHEST GRADE of the **BEST CALIFORNIA and EASTERN** Wheats. We have, by much investigation and research, produced a blend which includes enough Eastern wheat to cause "**A 1**" to be **More Glutinous** than other flours on the market and therefore **More Nutritious.**



It Makes More Loaves per Sack

THE PRICE CANNOT BE CUT

GLOBE GRAIN & MILLING CO.

MONTGOMERY AND CHESTNUT STS., SAN FRANCISCO, CAL.

Telephone Bush 759.

(Please mention the ADVOCATE to Advertisers. It helps us materially.)

IS YOUR HAM TRADE GROWING?

THE TASTE TELLS

If you give Customers coarse and salty Hams, they will go elsewhere next time.

If you want to be sure that they will COME BACK and also send their friends, give them



NOTHING IS QUITE SO GOOD

TRADE THE TASTE TELLS MARK

HAMS and BACON



FINEST IN FLAVOR AND APPEARANCE

THE TASTE TELLS

"THE TASTE TELLS"

NATURAL FLAVOR

IS A RARE VALUE IN COFFEE, AND FOUND MOST IN — DAINTY, DELICIOUS

Wedding Breakfast COFFEE

Roasted By Direct Contact with Flame



Cups Always the Same

Aged and Cured 5250 Feet Above Sea Level

(AND IT SELLS)

NASH-SMITH TEA AND COFFEE **CO.**

Purveyors to Coffee Connoisseurs

DENVER — ST. LOUIS

FRANK B. PETERSON & CO., SAN FRANCISCO

No Grocer

Can afford to be without a good Refrigerator and if he has a refrigerator he should satisfy himself that it is not losing him money by loss of goods or waste of ice.

The McCray Refrigerator Ranks

first in every way. It is sold entirely on its merits and is known everywhere for superiority.

McCray Refrigerators are perfect refrigerators and will in a short time repay their cost through saving of butter and other provisions and ice.

We can here give you but a faint idea of the McCray Refrigerator. Let us send you our catalogue showing our extensive line from which you can make a selection.

Your request for our catalogue places you under no obligation to purchase of us.

McCray Refrigerators are Guaranteed

BECK - WAKEFIELD COMPANY

GENERAL AGENTS

122 Market Street, San Francisco, Cal.

Retail Grocers' Advocate

CALIFORNIA RETAIL GROCERS' AND MERCHANTS' ASSOCIATION — OFFICIAL PAPER — RETAIL GROCERS' ASSOCIATION

Vol. 10 — SAN FRANCISCO, CAL., MAY 19, 1905 — No. 20

THE RETAIL GROCERS ADVOCATE

Published Every Friday by
ADVOCATE PUBLISHING CO.

Subscriptions:
One Year $2.00
Single Copies ..... .10

PUBLICATION OFFICE:
456 MONTGOMERY STREET.
Rooms 413-414. - Tele. John 2691

Entered at the Postoffice at San Francisco as Second Class Matter.

Points to Watch

CHEESE—
When new Eastern cheese arrives about a month hence prices will be materially less than at present.

MACKEREL—
Mackerel is being held at high prices for speculative purposes. When new pack comes in the market may be overstocked with old, as free buying is stopped.

DRIED FRUITS—
All kinds are firmer, even prunes, and promise to be better property before the new crop is received.

LIMA BEANS—
There is not nearly enough to supply the country's needs till new crop arrives. Prices have advanced this week and will probably go higher.

ROOT BEER—
This is the time when people begin dropping into the store and asking for Hires Rootbeer. Every grocer should see that his stock is well kept up.

CANNING SEASON—
Every housewife in the country will soon begin preparing for her jams and preserves for the year. The wise grocer will see that his stock of jars, jelly glasses, rings, etc., is in good condition.

GRAPE JUICE—
Grocers who have not a good trade in grape juice are neglecting a very fine opportunity for profit. Dealers handling Welch's Grape Juice are given very attractive advertising matter which will help them build up business which they have not had before.

RICE—
As the **Advocate** has repeatedly intimated a strong market and materially higher prices are almost certain. A leading San Francisco house has practically secured control of the rice situation of the country. Rice which was sold at $2.55 three weeks ago, now costs $3.05 and will cost $3.55 before July 1st.

TO LARGER QUARTERS.

The Alpine Evaporated Cream Company have been forced to secure larger quarters and have transferred their offices to the Buckley Building, 95 Market street, corner Spear, where it will occupy rooms 212-213. Since Mr. Patrick has taken charge of the management of the company there has been a large increase of activity.

ARE AFTER RESULTS.

Pacific Coast Grocers Must Have Publicity to Secure the Same.

MUST CONTROL THE MEDIUM.

The Paper Must be Fearless and Free From Outside Influences.

By H. W. Thurlow.

The success of the movement to better trade conditions among retail grocers depends upon our being able to keep them informed promptly and fully as to what is being done and how they can help.

There are two ways that this can be done:

First—We could use circular letters. The expense of this makes it impractical.

Second—We can use the trade press. This is only practical when we can have a medium that we KNOW will be willing to take up the cudgels actively in our defense whenever that is necessary without regard to what influences may be antagonized thereby. We must be able to use the paper as we would a circular, freely and effectively at all times. The paper must have a general circulation or its value will be nil. To create such a paper would be an enormous undertaking, although it is what the grocers of Illinois did.

We have been saved this trouble since a paper has been put at our disposal that fulfills all our needs.

We KNOW that, without regard to how it may affect its advertising patronage, this paper will oppose vigorously any concern that may antagonize our movement.

This paper has among its subscribers about 80 per cent of the better grocers of San Francisco; about 90 per cent of those of Oakland, Alameda and Berkeley; about 80 per cent of those of Sacramento, Stockton, San Jose; about 60 per cent of those of Los Angeles, a heavier percentage of the better grocers of Pasadena, San Bernardino, Riverside, Redlands, Whittier, Santa Ana Long Beach, and other Southern California cities. It also has a considerable circulation in all the larger cities of Oregon and Washington.

We know of no other medium that could do our work for us so well.

A Los Angeles paper finds fault with this office for expressing our appreciation of this medium and our intention of using it.

We do not wish to make invidious comparisons, but we know of certain troubles of the grocers of Southern California in which the side of the retail grocers was not strongly set forth in that paper while that of their opponents was quite vigorously represented.

The Los Angeles paper also says that because the **Advocate** has "boosted" the State Association "in season and out of season" that color was loaned to the "charge" that "certain of the officers of the State Association were stockholders of the paper."

Grocers are Stockholders.

That is exactly the case and it is exactly why the Association managers feel safe in using the **Advocate.**

The directors of the State Associa-

(Continued on page 19.)

Help Yourself, Mr. Grocer!

Manufacturer Follows Policy of Pacific Coast Association and Looks to Retailers for Action.

"Diplomacy and the ethics of fairness are all right, but more is needed. "Words, words, words—these be very pretty.

"But **Action, Action, Action** is the exemplification of the old saying that "handsome is what handsome does."

"Protest is good but action is better."

These are the stirring words of the veteran editor of the "New England Grocer."

Moved by the evident sincerity of the gentlemen who attended the recent banquet given in honor of Mr. J. F. Paulding, Mr. Harry Blair, for sixteen years the secretary of the Sacramento Grocery Association and now the sales manager for the Kelly-Clark Co. has decided to co-operate with the retailers along the lines asked for by the Pacific Coast Association.

Mr. Blair announces that he will require from every grocer putting "Riverside" Gloss and Corn Starch in stock an agreement not to sell the same for less than 8 cents per pound in quantities of less than 10 pounds. The retailer must further agree not to sell to dealers who have not signed a similar agreement and forfeit $5.00 should they violate their agreement.

The Kelley-Clarke Company on its side agrees to restrain jobbers from furnishing Riverside Starch to dealers who may cut the price.

As a further safeguard, the individual jobbers will be required to sign an agreement not to sell Riverside Starch to any retailer who does not sign the agreement to maintain the price and also not to sell Riverside Starch to any firm who may be reported to them as cutting prices by the Kelley-Clarke Company. The jobber will be required to forfeit $25 for any violation of this contract.

A Blessing or a Curse.

If this contract were not strictly enforced it would be a source of great annoyance both to the retailers and the wholesalers. It would also result in loss to all concerned since, until May 31st, there will be a free deal in force which will enable retailers buying in 5-case lots to secure one case free which will bring the price to about 4 cents per pound.

Mr. Blair insists that he will require a rigid compliance with the contract both by the retailer and jobber.

It is claimed for this starch, both gloss and corn, that it is "equal, if not superior, to any other brand on the market, no matter what the price" and that "it will answer all requirements so that the grocer need carry no other brand."

Upon Mr. Blair's presentation that the retailer would not be allowed to cut the price and that the jobber would not be allowed to sell the cutter, a carload was placed with one jobbing house in Sacramento. Mr. Blair insists that the jobbing trade of the Pacific coast will be required to follow the same methods and that should any jobber either refuse to sign the contract to maintain the prices the firm will get no goods. And if, having signed the contract, the jobber should violate the same, that the fine will be collected and, if necessary,

Continued on page 24.

WHAT GROCERS THINK.

Expressions of Dealers About the Desirability of Flour Profits.

CONDEMN INACTIVITY OF MILLS.

All Unite in Feeling That They Should Be Protected From Cutters.

The flour mills of San Francisco have said that they would be willing to force cutters to maintain the price of their standard brands if the grocers wanted it.

Then they insisted that the grocers did not want this protection and their salesmen have gone from store to store combating the idea.

The salesmen claim among other things that the mills can not prevent cutters from selling their flour at cut prices. This, on the face of it, is absurd. They can prevent it, if they want to.

The truth is, that they fear that a demand from them that the cutters maintain prices might cause trouble for them with two or three big cutters and lose them a little business. They would rather let the 2,000 retail grocers around San Francisco boycott their flour at less than a fair price, rather than risk the loss of an order or two from a Market street cutter.

Is That Fair Treatment?

The **Advocate** thinks it is not.

The grocers of Alameda county think it is not.

In an interview with a number of San Francisco grocers, they all, with one exception, were disgusted.

The question the **Advocate** representative asked was:

Would you like to have the Market street cutters forced to sell flour at $1.35? This, of course, means that you would have to sell it for $1.35, too.

The grocer whom we mentioned as an exception said:

"Mr. Blood tells me that the mills would be glad to do it but they can't."

"What are you selling flour for?"

"We get $1.30."

"Are you satisfied with 10 cents profit?"

"We get more than that."

"Well, do you think that a profit of 12½ cents is enough on a $1.30 sale—less than 10 per cent?"

"O, it's pretty good."

"Do you think it fair to you for the Sperry mills whose flour you sell, to force you to face the competition of stores that they allow to sell their goods for $1.20?"

"But the Sperry mills don't do that."

"Do you mean that they don't allow their goods to be cut?"

"That's what I do. I started to sell for $1.25 and they made me put the price at $1.30."

"But that is all we ask of them and you just now said Mr. Blood told you it couldn't be done."

"Well, it isn't being done with Sperry's flour."

"Do you mean to say that you don't know that Sperry's flour is being sold for $1.20 per sack?"

"I don't know that it is being sold for $1.20."

Other Grocers Know More.

It was a very different story that we got from the other grocers to whom we talked. Here are the sentiments of a few of them:

(Continued on Page 9.)

A LUXURY
FOR THE PICNIC LUNCHEON
Pim-Olas
BETTER THAN PICKLES

Pim-Olas
AND
Baby Pim-Olas
are the
ORIGINAL, GENUINE
AND BEST
STUFFED OLIVES.

Pim-Olas and Baby Pim-Olas are, respectively, Queen and Manzanilla Olives pitted and stuffed with Sweet Spanish Pimientos and preserved in a deliciously flavored Sauce.



A Dainty Morsel

FOR ALL OCCASIONS,
No Relish
Is More Inviting
than
Pim-Olas

Excellent in Flavor
Appetizing
Cooling
Nutritious

Pim-Olas — *The Always Welcome Table Dainties* — **Baby Pim-Olas**

Pim-Olas are Profitable to Handle



Now is the time for doing your biggest business in **Olives** and **Olive Products.** We are prepared to supply your every want in this line. Write for quotations on

"White Label" Queen Olives	"White Label" Manzanilla Olives	Nicelle Olive Oil	Nonpareil French Capers



Assortments to suit Patrons will be made at any time.
Orders promptly shipped. Purchase price refunded if goods are not satisfactory.

SPOHN-PATRICK COMPANY

PACIFIC COAST AGENTS

16-18-20-22 Front Street, San Francisco, Cal.

BRANCH HOUSES: Los Angeles, Portland, Seattle, Salt Lake City, Denver

ECONOMY—ECONOMY.

The Most Important Study in the Retail Grocery Business.

Economy does not mean poor help at low wages. It does not mean a cheap store in a poor neighborhood. It does not mean to give up advertising.

It means system by which much work can be done with little labor.

It means shorter methods.

It means accuracy in weights.

It means Bond Automatic Weighers.

Hand weighing takes time and necessitates over weight and spill.

The Bond Automatic Weigher does the same work in one-eighth the time and is absolutely accurate and clean. Business economy demands it. See advertisement on page 11.







The T. A. SNIDER PRESERVE CO.

Cincinnati, Ohio

Purveyors to Epicures

manufacture the products herewith pictured, which we cannot recommend too highly.

We can convince you of their surpassing excellence if given the opportunity. Get in touch with us. You will be the gainer.

Ask our Salesman or write direct to

SPOHN - PATRICK COMPANY

AGENTS

16-18-20-22 Front Street, San Francisco.







J. R. NEWBERRY'S ADDRESS.

Speech Made By the Millionaire Retail Grocer at Paulding's Banquet.

At the request of numerous friends of association work, we reproduce this week the speech made by J. R. Newberry at the farewell banquet recently tendered to J. F. Paulding.

Frank B. Connolly, vice president of the local association and secretary of the State Grocers' Association, presided as toastmaster. In introducing Mr. Newberry, Mr. Connolly referred to the fact that that gentleman had fourteen stores in Southern California that were doing business to the extent of a million and a half dollars annually. He also referred to Mr. Newberry as the backbone of the Southern California Association, and that through his assistance this association had been able to accomplish much that would have been impossible without his aid. Among other things, Mr. Newberry said:

Results from Paulding's Work.

I am very glad to be with you this evening. In fact, I am much more pleased than you can imagine to learn how you regard Mr. Paulding and his work, since it was more largely through my influence than anything else that Mr. Paulding came to San Francisco. It gives me great pleasure to know that you concur in my judgment as to his ability to fill the trying position to which he was called.

I do not think any of you can appreciate how hard it must have been for him to leave his work here unfinished. The time will come when you will appreciate more fully the value of the efforts he has put forth in your behalf. All the retail grocers of the Pacific coast will find business conditions better because of Mr. Paulding's work in San Francisco.

The wise business man is the one who unites with those of similar interests to fight those who are opposed to his prosperity.

The foolish man fights with his neighbor who should be his warmest friend.

When a man quits fighting, it is time for him to retire from business.

I see around me to-night, a band of men who have the power of controlling trade conditions in their hands.

Two Similar Contests.

You have in the cities about the Bay the same fight we had in Los Angeles. You have picked out the same foe that we picked out for our first fight.

I refer to the flour mills to whom you went to ask that they refuse to throw their strength with the cutters just as we asked our flour mills to co-operate with us rather than with those who forced us to sell flour at a margin of cents per sack.

At first, our mills turned us down as your mills in San Francisco turned you down.

The flour mills can be a power for good.

They are like the bronchos of our cattle ranches. You must handle them right if you are to get any use out of them. And you have to break them over again every morning.

We of the south are under obligations to Mr. Powers and your **Grocers' Advocate** for being able to successfully face the mills and the other manufacturing interests who, because of lack of co-operation, had forced us to do business at a loss prior to that time. Through Mr. Powers, the grocers of the interior cities of Southern California, were brought together in associations and it was very largely through the help of the merchants of the outlaying districts that we got what we wanted.

In our contest for a profit on flour in Southern California, we were met with opposition by the mills whose brands were long established in our market, just as you have been met by the opposition of the same class of mills of your territory.

Sperry Helps Southern Grocers.

The Sperry Flour Company was not well established in our territory at that time. They agreed to maintain prices and not to sell the cutters and I then placed an order for 2000 barrels of flour with the Sperry Mills at one time.

I was one of the many who acted in the same way. We did not put in Sperry flour to help to Sperry mills. We did it to convince the other mills that we were not their slaves and that they did not have the power to make us handle their flour without a profit. The other mills said Mr. Paulding was in the pay of the Sperry mills and tried to work other lies to dissatisfy our members. I am glad to say that we were not to be fooled by any such foolishness, and we gained our point.

I am satisfied that the men seated at this table could bring about the same results as we did in Los Angeles if they woud act with the same vigor. With no more of power than that controlled by the men seated here at this table, you could revolutionize grocery conditions in San Francisco and vicinity. If each man here would guarantee the active co-operation of three or four of his friends, and you could be absolutely certain that they all would unite with you in demanding the same thing in the same way, there is nothing within the bounds of reason that would be refused and the profits of the grocery business could be increased from 7½ to 10 per cent over what they are to-day, just as we have done in Southern California.

Points a Way Out.

If Mr. Tilbo, here, and Mr. Doyle and Mr. Cushing and Mr. Hauch and others, backed up by twenty-five or thirty men of equally strong purchasing power, should inform any manufacturer in the country that they could not afford to continue handling his goods unless he changed certain conditions under which they were being marketed and that unless the conditions were changed as they desired they would sell no more of them, but would sell some other similar article instead, the change would be made.

This is not theory.

I am now giving you the result of experience.

Of course, in Los Angeles, we have one thing you haven't got in San Francisco—that is, a loyal local Association behind us.

Don't think our grocers have absolute immunity of action. We have several big firms trying to prevent the success of our movement. Their are quite a

A MATTER OF HEALTH

ROYAL



BAKING POWDER

Absolutely Pure

HAS NO SUBSTITUTE

All Grocers should carry a full stock of Royal Baking Powder. It always gives the Greatest Satisfaction to customers, and in the end yields the larger profit to the Grocer.



Silver Coffee Service Presented to J. F. Paulding.

number more who are not willing to bear their share of the burden of securing results.

A 50-Cent Profit on Flour.

In spite of these drags, the influence of the active workers for good in and around Los Angeles has been enough to increase our profits on flour to $1.20 a barrel or 30 cents a quarter sack. When "Crown" and "Sperry" came into our market they were glad to maintain that price. They would be glad to maintain the margin of 15 cents a sack that you men about San Francisco bay ask, too, if you went about it in the right way.

Your request is an exceedingly modest one. A profit of 15 cents on a $1.20 margin means only about a 11½ per cent profit. I am willing to assert that their is not a man here who is doing business at an expense of less than 12 per cent.

Get What They Deserve.

I want to tell you now that you are getting **just what you are entitled to.**

If you ask for a thing as if you didn't expect to get it, you won't get it.

As in every other line of business, you will get only what you are prepared to pay for.

If you will biuld up a combination of strong buyers so that you can throw a sufficently large purchasing power either to or from a flour mill, you will have gotten together the price to pay them for a respectful consideration of anything you may ask.

I think the flour situation is the easiest of all to handle. It is the best to start out with.

Our first fight was of a far different character. It was one of the prettiest I ever heard of or can remember.

History of a Pretty Fight.

The jobbers of Los Angeles jumped on us with both feet. They knocked us down and licked us to a finish. Then they rolled us under the table and turned away satisfied that they had finished the job up brown.

But as soon as we got our second wind, we sent out communications to the Association grocers throughout the interior. We transfered the field of operations to where we had the jobbers at a disadvantage. We got the Associations of the smaller towns in to action and we soon had the jobbers asking for terms.

It was largely through Mr. Paulding that we were able to secure these results. The wholesalers were very bitter against him then. There was nothing too severe to say about him.

Want Paulding to Come Back.

But now these very men are anxious to have Mr. Paulding back.

Why?

Because during the last year, the grocery trade of Southern California has had a season of unexampled prosperity. Even the jobbers (much against their will) have prospered. Their collections have been better and there have been fewer failures.

These results have been secured through the co-operation of the manufacturers, 84 of whom have named retail prices on various specialties and have agreed to use all their influence to prevent these prices being cut, going to the extent of not only refusing to sell cutters, but also refusing to supply jobbing firms that may sell to cutters after being warned.

I think that this little band of merchants, if they will only get together **compactly** will be surprised at the wonderful results they can achieve.

Expect 25 Per Cent Gross Profits.

In Southern California, we expect to make our gross profits 25 per cent. We will better the conditions of trade and the consumer, too, will be advantaged since they will get better goods and better service.

Our progress dated with the coming of Mr. Powers, some three years ago. Without the aid of the medium sized stores in the interior towns, we would not have been able to control either jobbers or manufacturers. The great power lies with the medium sized stores when they are well organized and intelligently directed.

Mr. Newberry told in an interesting way how the Royal Baking Powder Co. was induced to maintain the price of Royal Baking Powder in the south. The grocers, he explained, took hold of "Schilling's Best" goods, his house buying $5,000 worth as their first order. They then transferred about 90 per cent of their business to the Schilling goods. He continued:

Story of Royal Victory.

The "money back" guarantee of A. Schilling & Co. enabled us to feel confident in recommending their goods to our customers. Their agreement not to allow their goods to be cut gave us personally the confidence that it would pay us to get our trade into the habit of using his baking powder. I think it will be safe to say that, as a result of the Royal Baking Powder Company's initial refusal to grant our request to protect prices of their goods, they lost fully 90 per cent of the business of many men who had been formerly large handlers of their product.

It was because of this fact, that the Royal Baking Powder Company were glad to accede to our request and protect us, and to-day we are selling Royal Baking Powder and getting a good profit on it. We may not sell so much of it as we did before, but we get a profit on what we do sell.

There is no reason why the Royal Baking Powder Company or the flour mills or any other manufacturer should not do for the grocers of San Francisco and the Bay cities what they are doing in Los Angeles. The retail grocers must know what they want. They must be prepared also to so act that their requests will be respected and that the firms they approach will KNOW that it is going to pay them well to co-operate with your association and that it will be very expensive for them to refuse to grant you the protection you may ask and that they really owe you.

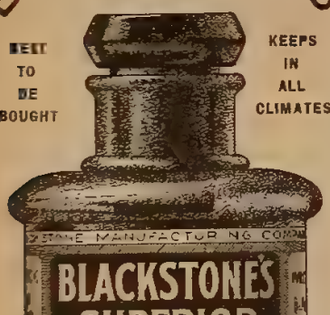
PROMISES DON'T GO.

Denver, Colo.—At a recent meeting of the Denver Association the brokers representing Sunlight Soap reported that the manufacturers refused to advertise these goods until one-half the grocers in Denver had bought the soap. The suggestion to "list no more goods on promises" was approved by all members present.

BLACKSTONE'S INKS

BEST TO BE BOUGHT

KEEPS IN ALL CLIMATES



Blackstone Manufacturing Co.
(Incorporated)
MANUFACTURERS OF
WRITING FLUIDS,
Mucilage, Shoe Polish, Shoe Paste, Shoe Dressing and Liquid Glue.
Office and Factory,
1960 Howard St. San Francisco
Telephone Capp 1111.



THE BOND
Automatic Weigher
IS NOT AN EXPERIMENT
It is a recognized factor in
Grocery Economy
IT SAVES
Time, Merchandise, Waste
Write for Illustrated Catalogue
BOND SCALE CO.
Office and Factory, 1640 San Fernando St.,
LOS ANGELES
San Francisco Office, 220 California St.
SAN FRANCISCO

AN
IS'ER

Last week, at Steinway Hall, a well-known business expert, Mr. Sheldon, of Chicago, told a story about a young man from the Middle West who went to Chicago to buy a horse. The salesman at the stockyards first trotted out a horse whose sires had held world's records and therefore recommended it as a valuable animal. The young man was not satisfied. He was then shown a horse that was expected to be a Prize Winner. He then said, "Don't waste any more time on has-beens or comers, they won't do. What I want is an

IS'ER

Trot one out if you have it!"

And that is just how the merchant feels about Evaporated Cream. He wants **a seller -- an Is'er,** therefore he orders

CARNATION
THE CREAM OF CREAMS
Above the standard required by the
San Francisco Board of Health.

PACIFIC COAST CONDENSED MILK COMPANY
MANUFACTURERS
Seattle and Kent, Wash. Forest Grove, Oregon.

SPOHN-PATRICK COMPANY
16-22 Front St., San Francisco
Agents for California, Nevada, Utah, Arizona and New Mexico.

CRACKER-JACK
THE MORE YOU EAT
THE MORE YOU WANT
THE WORLD'S GREATEST
5¢ SELLER

100 Packages to Case $3.65
Case weighs 40 pounds gross.
Dodge, Sweeney & Co., AGENTS SAN FRANCISCO

533-535 Montgomery Ave.
Telephone Main 5493.

1931 Fillmore Street
Telephone West 698

STULZ BROS.
IMPORTERS
WHOLESALE & RETAIL
Grocers

San Francisco, May 16, 1905.

The J. K. Armsby Company, San Francisco, Cal.

Gentlemen:—We wish to compliment you on the effectiveness of your **Banner Lye** advertising, especially that part of your campaign which brings the demand direct to the grocer. We have been handling **Banner Lye** for some time and have always found that it gave entire satisfaction. Through your series of postal cards and free orders on us many of our best customers have been greatly interested in **Banner Lye** with the result that they have made the initial purchase which we have found means subsequent repeat orders.

We are satisfied that through your advertising assistance, **Banner Lye** has largely increased the demand for lye over what it has been in our stores in the past.

Yours very truly, *Joseph A. Stulz.*

"Increases Business"

Our Special Introductory Offer

Send us an order for **BANNER LYE**, naming your jobber, also a list of names and addresses of 25 of your customers. We will mail to each of these a series of **BANNER LYE** illustrated Postal Cards in colors, one each day until the series is completed. Then we will send to each of these customers **AN ORDER ON YOU** for a can of **BANNER LYE.** These orders we redeem at ten cents each (the retail price), together with postage.

DEAL No. 1	DEAL No. 2
Five (5) case lots (4 dozen each) at special price per case, $4.25 with one additional case (4 dozen) free. Freight prepaid to country points. Terms: Cash less 2 per cent.	Three (3) case lots (4 dozen each) at special deal price per case $4.25 with one-half case (2 dozen) additional free. Freight prepaid to country points. Terms: Cash less 2 per cent.
Cost of the 6 cases - $21.25	Cost of the 3½ cases - $12.75
Net cost per case - - 3.54	Net cost per case - - - 3.64
Profit 35 per cent.	Profit 32 per cent.

Send us your orders while this proposition lasts. **BANNER LYE** wins trade and makes you money.

THE J. K. ARMSBY COMPANY
SAN FRANCISCO

WHAT GROCERS THINK.

(Continued from Page 5.)

Golder Bros., 1422 Howard St.—I think the mills owe it to the grocers to prevent the cutters from selling flour for a less margin than 15 cents above the cost price. When the down town firms can advertise certain brands of flour at $1.20, it puts all the rest of the trade who ask more at a serious disadvantage. It makes people think they are overcharged on flour and they are discontented. The results are very far reaching. We must secure a margin of at least 12 per cent on our gross sales in order to meet expenses. If we sell one article at cost it follows that we must sell something else at a margin of 24 per cent in order to secure our 12 per cent. average. It is this practice of selling flour with too small a margin and trying to make up for it by trying to get too large a profit on teas, coffees, etc. that has resulted in this branch of the grocery business being taken from us by the peddlers. We think the mills should act promptly.

J. Schwormstede, 350 12th St.—When the mills allow the cutters on Market street to sell flour at $1.20 per sack they are treating very unfairly the rest of their trade. We have to pay that price for flour and can not afford to meet the prices of the cutters. I am afraid the grocers will not work together, though.

John F. Block, Powell & Lombard—I have quit selling the old brands. I sell Globe flour and get my profit. I find that the "A-1" flour gives great satisfaction and that people are willing to pay $1.40 per sack. While I do not sell so much flour as the big stores, I get profits on all that I do sell.

Holzkamp & Hildebrandt, Jones and Greenwich—We sell the standard flours for $1.30 and think that the mills are treating us unfairly to allow other firms to sell it for $1.20, which is what it costs us. We are gradually shifting our best trade to the "A-1" flour of the Globe mills and find that those who try it once always come back for more and are glad to pay the extra price.

Geo. Ludeke, 900 Filbert—I am selling Globe flour entirely. I want a profit on my flour and when I found that I could not sell the other standard brands at a profit without having my customers think that I was robbing them, I put in the flour of the Globe mills and found they were as well satisfied as before.

Wm. Warnke, 710 Broadway—I can not understand why the mills would prefer to protect the cutters rather than the great mass of retail grocers who sell the bulk of their flour. I think it very wrong to sell flour for a less margin than 15 cents per sack, but, of course, we have to do it to meet competition. We are selling more Globe flour every day and get our full profit on it.

Schleef & Creyer, Powell and Jackson—I think the grocers are a lot of chumps. They fall all over themselves to sell the goods of men who let their competitors sell the same goods for what it costs them. We line up with the rest because we are getting only $1.25 for our flour. We have to sell for this price because the mills let others sell it for $1.20 and we have to meet competition. I think the mills should use their rights to prevent the cutters from selling at less than a fair price which would at least cover the cost of handling the goods which is not in any case less than 12 per cent.

Mangels Bros., 1044 Pacific St.—We are selling flour at $1.30 not because we want to nor because we feel that 10 cents is a proper profit, but because others are selling for $1.20. We want a profit on our flour and think the mills, from whom we buy, owe it to us to prevent the cutters from selling their goods for less than a fair price as the "Globe" is doing.

Frais & Co., 1201 Pacific St.—We think that a great wrong is done the grocers when cutting firms are allowed by the mills to sell their flour at $1.20 per sack. We think the mills should stop this cutting.

C. H. Offerman, 1601 Leavenworth—We want a profit on flour because we need it in order to pay our expenses. We are selling the flour of the Globe mills because we know that none of our competitors can offer those brands to our customers for less than we do.

P. E. Slavin, 1641 Hyde St.—I am nearly sick of expecting grocers to do anything. They talk a whole lot but that seems to be all they do. I would like to see the mills make the cutters maintain a price of $1.35 on flour, but have no special hope that it will be done.

H. & R. Muegge, 1st and Harrison—Every man in this store works hard and works long hours. We do not do this for fun, but because we want to make money. We think that when the mills let a few firms sell flour for $1.20 per sack, they are doing us an injury. We sell Globe flour wherever we can.

CULTIVATE TRADE.

Much Possible Business Lost Through Carelessness or Ignorance.

Farmers are often satisfied to reap what they call a "volunteer crop"—taking what chance may bring them rather than seeking much greater returns by carefully cultivating the soil.

There are many retail grocers who treat their stores the same way. They are satisfied with the "volunteer" results rather than seeking to secure better returns by properly cultivating the field of trade at their disposal.

Every grocer should study his customers as the farmer studies his fields. He should know what of his customers do not buy high grade coffee. He should see to it that these customers learn how good his high grade coffee is and switch them to those brands that pay him a profit.

He should know what of his customers do not buy their teas at his store. By giving them samples of teas that he knows will satisfy them and cultivating their trade, he can largely increase his business in this line which pays a good profit.

By careful study of his customers, he will find that many of them never buy certain articles that they would consume were they acquainted with the merits of the articles. When the grocer has brought these articles to their attention he will find that he has created new business and has permanently increased his income.

There is a large field open for the retail grocers who seek to build up a trade on Banner Lye. They will find a large part of their customers have never used lye in their houses. This is largely because the packages in which lye was put up in the past have not made it a practical household article.

The new style lye, with its new style convenient package, makes the housewife wish to use it when she realizes the great advantage it is to have this wonderful help to cleanliness close at hand.

Every customer that the grocer wins for Banner Lye is just that much additional money added to his income, since most of it is new business, newly created, and the margin of profit for the retailer is more than 30 per cent.

The J. K. Armsby Company, who are the Pacific coast agents for Banner Lye, are prepared to assist the retail trade in this particular case by supplying them with interesting and attractive booklets and other advertising matter that will help interest the housewife in Banner Lye. We would call attention to their two special deals quoted on page 9 of this issue, which should be of interest to dealers generally.

MAKE CUSTOMERS.

Success Depends as Much on What You Buy as on How You Sell.

The grocer who knows a good article when he sees it, and buys for both quality and quantity values, giving his customer the benefit of his study, is almost certain of success.

If you want to get the best possible value in canned fish buy the California Fish Co's goods—California Sardines and Mackerel.

"Sunset" brand mackerel is delicious and yields a proper profit. If you do not carry it get it now.

Quality

Counts before QUANTITY with shrewd buyers



—Our Goods are Always Satisfactory—

Helvetia Milk Condensing Co.
Highland, Ill.
San Francisco Office, 3 Calif'a St.

VERY INSTRUCTIVE READING.

An "Old Time Grocer" Expresses Pleasure With an Advocate Article.

It is with pleasure that we print the following letter concerning the speeches reported in our paper of last week:

San Francisco, May 15, 1905.

Dear Mr. Powers:—That is very instructive reading—the story of the farewell banquet to Mr. Paulding.

Have often heard the sentiment expressed that for real inspiration the genius of letters goes out and studies nature, gets down to earth as it were. At your dinner the men who practice were heard instead of those who only theorize.

To buy right and get profits was the golden thread which ran through the speeches. The only thing lacking, in my opinion, was the advocacy of improved service.

Could not help but think while reading the excellent and thoughtful addresses that the very thing you have so often presented as being the policy of Messrs. A. Schilling & Co., viz.: Compelling the retailer to make a profit, was the essence of the whole subject.

After all these years there are some manufacturers beginning to realize the wisdom of the Schilling policy.

The grocers themselves have been the last to grasp the full meaning of the matter.

It is said all things come to those who wait and it may be that now the grocers are awakening to the fact that price agreements are their salvation and will not alone support Schilling, but compel other manufacturers to adopt the same sane and enlightened policy. Yours very truly,

AN OLD TIME GROCER.

EASTERN TICKETS
AT
Half Rate

The Southern Pacific will sell Round-Trip Tickets to Eastern points at a one-way rate on the following dates:

May 10, 11, 27, 28, 29.
June 12, 13, 14, 15, 16, 17, 25, 26, 27, 28, 29, 30.
July 4, 5, 6, 24, 25, 26.

Rates to Principal Points:

Chicago	$72.50	New York	$108.50
St. Louis	67.50	Boston	109 50
Memphis	67.50	Philadelphia	107.50
St. Paul	70.00	Baltimore	107.50
Missouri River Points	60.00	Washington	107.50

Choice of Four Routes

Go via Ogden, Portland (at slight extra cost), El Paso or New Orleans. Liberal stop-overs. Return limit 90 days. Tickets good on Overland Limited, Golden State Limited, or any Southern Pacific train. Special low rates for Eastern conventions. Ask about it to-day.

Southern Pacific

San Francisco Office, 613 Market Street.
Oakland Office, 12 San Pablo Avenue.

FIRST HIGHEST AWARD

The Complete Exhibit of the

Dayton Money-Weight Scales

At St. Louis World's Fair, 1904, received the HIGHEST AWARD and GOLD MEDAL.



MANUFACTURED BY
Computing Scale Co.
DAYTON, OHIO

1—They give the correct value of the article being weighed.
2—They prevent loss from errors in calculation.
3—They save time required in making calculation
4—They are made better than ordinary scales.
5—With proper care they will last an ordinary life-time.
6—The pivots are of hardened tool steel, and with agate bearings inserted at the proper point, are practically indestructible.
7—They are sensitive to the very small fraction of an ounce.
8—They are an ornament to any store.
9—They are the only scale that is mechanically honest.
10—Customers, knowing them to be an honest scale, like to have their purchases weighed on them.
11—Sold on easy monthly payments.

With the **Money Weight Scales** you at once weigh goods **AT THEIR MONEY VALUE.**

Send for further information to

PIERCE & CO., PACIFIC COAST AGENTS

846 James Flood Building, Cor. Market and Powell Sts., San Francisco, Cal.

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Each of these departments in this Price List is checked up and corrected every week by two or more reliable authorities on values. More than thirty wholesale houses co-operate with us to secure for our List the greatest accuracy possible.

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COLUMN 1.

Department 1.

COFFEE, CHICORY, ETC.

Green Coffee.

Mocha, Genuine Arabian	18	21
No. 2	17	18
No. 3	16	
Kona (Hawaiian)	16	18
Mexican	12	13
Java, common	15	18
Java, brown plantation	20	25
Caracol, prime washed	13	16
Caracol, ordinary	13	14
Guatemala	11	17
Costa Rica	12½	16
Salvador	10½	12

Roast Coffee.

Salvador	12	20
Costa Rica	16	20
Java	24	31
Mocha Aden	27	31
Prime W shd. C. A. Blends	19	24
Good C. A. Blends	18	20
Ordinary Blends	12	13

Private Brands.

Royal Java Roast	
Lion, 100-lb	14.97
Arbuckle's, 100-lb	14.97
Arab, 1-lb tin	.18
Hill's Bros. Arabian Roast	.27
"M.J.B." 60 1's in case	.28
"M.J.B." 30 2's in case	.27
"M.J.B." 20 3's in case	.25

Schilling's Best Coffee.

Tins: 30-lb price 60-lb case ¼ off

	1-lb cartons	1lb tins	2lb tins	3lb tins
5-star	33¼	30¼	38¼	38
4-star	29½	32½	31¼	31
3-star	25¾	28¾	27¾	27½
3-star Laquered (3-lb. tins only)				27½
2-star	22¼	25¼	24¼	24
1-star	18¾	21¾	20¾	20½

Cartons only in 25, 50 or 100 lb cases can be assorted as required.

The Porto Rico Co.

Ponce de Leon, sealed cans only. 1-lb 30, 2-lb 29, 3-lb 28½

Cream of Moca, 1-lb. cartons. 25

La Gloria de Porto Rico in bulk. 26

Ground Coffee.

Hill's Bros. Arabian Roast	.27
Cafe des Gourmands	.26
Mexomoka	.15

Chicory.

California	6
Belgian	7
German, Genuine	8

Coffee Extracts.

Bulk, per lb.	.07
Vienna, ¼'s, 10-lb bx.	.25
Vienna, 1's, 10-lb. bx.	.25
Ackermann's, ½-gross bxs., gross	4 00

COLUMN 2.

Department 2.

TEAS.

Japan.

(Panfired, Sundried or Basket-fired.)

Extra Fancy	56	74
Fancy	44	55
Extra Choicest	39	43
Choicest	34	38
Fine	29	33
Fair	22	24

Green China.

(Gunpowder, Imperial or Young Hyson.)

Extra Fancy	55	76
Fancy	38	46
Choicest	35	37
Extra Choice	32	34
Fine	25	31
Fair	20	25

English Breakfast.

Extra Fancy	67	80
Fancy	51	66
Choicest	35	50
Choice	24	
Fine	20	22
Fair	15	20

Oolong.

Extra Fancy	53	$1.50
Fancy	50	57
Extra Choice	36	48
Choicest	33	35
Fine	27	
Fair	22	26

Ceylon and India

Broken Orange Pekoe	36	65
Broken Pekoe	33	56
Orange Pekoe	31	53
Pekoe	27	46
Pekoe Souchong	24	39

Schilling's Best Teas.

(Packed only in 16, 12, 8 and 6-oz. Cartons. Never in bulk)

Japan, per lb	.45
do, 1 crn., 90c; 2 crn.	$1.80
English Breakfast	.45
do, 1 crn., 90c; 2 crn.	$1.80
Ceylon	.45
do, 1 crn., 90c; 2 crn.	$1.80
Oolong	.52½
do, 1crn., 1.05, 2 crn.	2.10

TREE TEA

(Pride of Japan, etc.)

Packed in 1 lb. and ½ lb. cartons

Japan	.37½
E. B Congou	.50
Oolong	.45
Gunpowder	.40
Ceylon	

COLUMN 3.

Department 3.

SUGAR AND SYRUPS.

The Western Sugar Refining Company quotes net cash prices as follows. Barrels are an advance of 10c half barrels, 25c, boxes, 50c, 50-lb. bags, 10c.

Dry Granulated, 100-lb. sk.	5 70
Fruit Granulated	5 70
Confectioners' A	5 70
Cube	5 95
Crushed	5 90
Fine Crushed	6 10
Candy Granulated	5 80
Magnolia A	5 30
Extra C	5 20
Golden C	5 10
Best D. C.	5 00
Bar Sugar, bbls.	5 10

½ cent off for prompt cash.

Do	¼-bbls	6 50
Do.	40-lb tins	7 60
Do.	30-lb tins	7 60
Do.	30 lb. box's	6 75
Domino, 5-lb cartons, 24 to cs		8 90

SYRUPS.

Saratoga Drips (Long's)	gal.	Gal.
50-gal. bbls.		$ 50
30 gal bbls.		52
17 gal bbls		55
5 gal jackets		2 36
3 gal jackets		2 61
1½ gal jackets		1 23
2 gal kits		94
1½ gal. kits		70
1 gal tins		

Pac. Coast Syrup Co.

Tea Garden Drips—	Case
12, 1 gal. tins	$8.40
20, ½ gal. tins	7.70
24, ¼ gal. tins	5.24

Orange Blossom Drips.

6 1 gal. tins	per case	$2 10
12 ½ gal.	"	2 60
24 quart	"	2 85
36 2-lb.	"	
50 gal bbls		
28-gal ½-bbls		

Molasses.

New Orleans

	Doz.
Genuine Light, about 70 gals. bbls.	.50
Genuine Light, 30 gal ½ bbls.	.52
Genuine Light, 15 gal ¼ bbl	.55
Genuine Light, 5 gal. kegs, gal	57
Pelican 1's 1 gal tins	9.60
Pelican, 2's, ½ gal tins	5.50
Pelican, 3's, ¼ gal tins	2.90

COLUMN 4.

Maple Syrup.

Woodlawn (Long's)	case.	Case.
Gal cans, 10 to cs.		$11 00
Gal. cans, 6 to cs.		6 60
½ gal cans, 12 to cs.		7 14
¼ gal cans, 24 to cs.		8 10
10 gal. jackets, each		10 15
5 gal. jackets, each		5 11
4½ gal jackets, each		4 83
Qts., glass, 12 in cs.		4 60
Pts., glass, 24 in cs.		4 90

Pac. Coast Syrup Co.

Toboggan—	Doz.
⅛ gal. tins, 2 doz. to cs.	2.25
¼ gal. tins, 2 doz. to cs.	4.00
½ gal. tins, 20 to cs.	7.20
1 gal. tins, 12 to cs.	13.20

"OLD MANSE"

—Absolutely Pure—

CANADIAN SAP MAPLE SYRUP.



	Doz	Price.
1 gal. cans, ½ doz. in cs.		$15 00
½ gal. cans, 1 doz. in cs.		8 00
¼ gal. cans, 2 doz. in cs.		4 20
⅛ gal. cans, 4 doz. in cs.		2 60
Qt. bottles, 1 doz. in cs.		1 50
Pt. bottles, 2 doz. in cs.		3 00
Decanters, 1 doz. in cs.		5 50
4½ gal. Jackets, per gal.		1 15

Retail Discount 5 cases 5%, 10 cases 7½%; 25 cases or over, 10%

On each package we offer to forfeit $1,000.00 if found short in measurement or containing any impurities

Maple Sugar.

Vermont, gen. pure, abt. 30 1-lb bricks, per lb	.17
Vermont, gen. pure, abt. 80 1-lb bricks, per lb	.15½
Log Cabin, in 1, ½ and ¼-lb bricks, assorted in 25-lb pails per lb	.15
Scudder's, in 1, ½ and ¼-lb. bricks, assid, per lb	.14

COLUMN 5.

Department 4.

DRIED FRUITS NUTS AND HONEY.

(Add ¼c for 50-lb boxes and ½c for 25-lb. boxes.)

Apples.

Sundried, sacks	5
Evap, fancy 50-lb bxs.	8
Evap, ex. choice, 50-lb bx.	7½
Evap, choice 50-lb bx.	7

Apricots.

Choice Sacks	12
Fancy Sacks	
Fancy, 25-lb boxes	

Blackberries.

In boxes, per lb.	13

Cherries.

Pitted, in boxes, per lb.	30
Unpitted, in boxes, per lb	11

Currants.

In bbls (tubs 6¾)	6¾
In mats, 50-lb	7
Recleaned, in bbls.	7
Recleaned, 25-lb boxes	7½
Reclened, 50-lb boxes	7½
Reclened 1-lb carts	8
Reclened, 12-oz. carts	6¾

Dates.

Fard, 14-lb, per lb (70-lb 7)	8
Persian, 65-lb case	5½

Figs (California).

Black, sacks	3½	5¼
Black, 25-lb boxes, per bx.	1.20	1.40
White, bags	3½	5
White, 10-lb bx, per bx.	.60	
White, 10 1-lb bcks, pr bx.	.65	.75

Figs (Imp. Smyrna.)

Fancy, 10-lb bx, per lb.	
Choice, 5-lb bx, per lb.	16

Nectarines.

White	8½
Red	8

Peaches.

Choice, in sacks	9½
Ex. choice, in sacks	10½
Fancy, in sacks	

Pears.

Choice, ¼'s, in sacks	8
Ex. choice, ½'s, in sacks	9
Fancy, ½'s, in sacks	11

Plums.

Unpitted	3
Pitted, bleached	9
Pitted, black	7

COLUMN 6.

Prunes.

	Sks.
30s-40s	7
40s-50s	5
50s-60s	4
60s-70s	3 ½
70s-80s	2
80s-90s	2½
90s-100s	2

Raisins.

	Box	½'s	¼'s	50 lb
6 Cr. Layers	3.25	—	—	—
5 Cr. Layers	2.50	—	—	—
4 Cr. Layers	1.75	—	—	—
3 Cr. Layers	1.20	—	—	—
2 Cr. Layers	1.15	—	—	—
4 Cr. Loose	—	—	—	@5¾
3 Cr. Loose	—	—	—	05¼
2 Cr. Loose	—	—	—	04¾

Thompson Seedless, bldd, 50-lb boxes 8
Sultana Seedless, bldd, 48 1's, per lb..... 8
Seedless Muscatels, 50-lb cases 4
Seeded, 1-lb cart..... 7
Seeded, 12-oz. cart..... 5¾

NUTS.

Almonds, fancy, I. X. L.	17
Almonds, choice, soft shell, Drake	16
Almonds, shelled, No. 1	14
Almonds, shelled, No. 2	32-35
Almonds, shelled, Jordan, Imp.	27-30
Almonds, Jordan, Dom.	37½ .58
Brazils, 210-lb sks, new	.40
Chestnuts, Cal. Italian	.11 .12
Cocoanuts, ₱ 100	.09 .10
Filberts, 175-lb sk	4.50 5.50
Peanuts, Japanese, hand picked	.11 .12
Peanuts, roasted	.05½ .07
Pecans, polished	.08 .09
Pine	.12½ .14
Walnuts, hard shell	10½
Walnuts, sft shll, No. 2	13½
Walnuts, sft shll, No. 1	14½

CANNED VEGETABLES.

Asparagus "Griffin Extras"
Mammoth ..... $
Large White .....
Medium White .....
White Tips .....

Artichokes, 2½'s	3 00
Beans, Stringless "Extras"	1 40
Beans, Blue Lake	1 30
" " gal	4 50
Beans, String, 2-lb	.75
Beans, String, gal	3.50
Beans, Lima, Soaked	1.00
Beans, French, Kidney, 2-lb	1.15
Beans, French Red Kidney, 2-lb. Jean of Arc" Brand p.dz. 1 case free with 10.	1.15
Fancy Eastern	1.85
Corn, Smith's Hulled, 2 doz. in case, per doz	1.20
Hominy, Great Western, 3 lb	1.20
Corn, 2-lb, Western	.95
Corn, 2-lb, Maine	1.35
Dunbar's Okra, 2½-lb	1.80
Petit Pois, Griffin extra	1.50
Peas, Griffin extra sifted	1.25
Peas, Standard sifted	1.10
Peas, Standard Marrowfat	.95
Pumpkin, 3-lb	1.37½
Spinach, 2½	1.75
Succotash, fancy, tins	1.40

Tomatoes.

	doz.
3's, Griffin's Ex. Solid Pack	$1.10
3's Griffin's Ex. with peppers	1.15
2½'s, Cutting's Solid Pack	.90
2½'s, Cutting's Solid Pack, with peppers	.95
2½'s, Cutting's Standard	.72½
Gallon, Standard	2.25
Gallon, Solid Pack	2.75
Gallon, Puree	2.35

P. F. Rathjens
PORK PACKER
1311-1315 Pacific Street.

Sausages.

Garlick Frankfurter	10
Bologna	10
Blood and Liver	9
Tongue and Headcheese	—
Choice California Ham	12
Extra Light Bacon	15½
Medium Light Bacon	12½

Boiled Hams.

Kingan	20
Eastern	19
California	17

Mettwurst.

Extra Home Made..20, 22½, 25

LARD.

50 lb tins	9
20 lb. tins	9½
10 lb. tins	10
5 lb. tins	10
3 lb tins	10
1 lb. cups	11

COLUMN 7.

HONEY.

Water White, 2 5's, lb	.07¼
Light Amber, 2 5's, lb	.06½
Lt. Amber, 10 1 gal tins, gal	.75
Lt. Amber, 20 ½ gal tins, gal	1.00
Lt. Amber 2-lb tins, doz	2.60
Lt. Amber, 16-oz. bots, doz	1.85
Comb, 1-lb glass jars, doz	1.75
Comb, 2-lb glass jars, doz	2.90

Pine Apples.

	Per Doz.
2 lb., fancy sliced, E. & C., 2 doz. in case	2 50
2 lb. grated, 2 doz in case	2 25
2 lb. shredded, 2 doz. in case Hawaiian	1 65

Johnson's—Columbia.

2 lb. sliced, 2 doz. in case	2 30
2 lb. grated, 2 doz. in case	2 30
1 lb. sliced, 4 doz. in case	1 15
1 lb. grated, 4 doz. in case	1 15
gal., coreless, 4½ lb. to tin, ½ doz. in case, per lb	16
gal., grated, 7 lb. to tins, ½ doz. in case, per lb	13
2 lb., sliced, Baltimore, 2 doz. case	2 25
2 lbs., grated, Baltimore, 2 doz case	2 25
1 lb., cocktail, Baltimore ovals, 4 doz. case	1 25
2 lb., sliced, Singapore, 4 doz case	1 75
3 lb., sliced, Singapore, 2 doz. case	2 40

Royal Hawaiian,
2-lb grated, 2 doz. case 1 80
2-lb sliced, flats, 2 doz. case 2 00
Tall, 2-lb sliced, 2 doz case..2 00

COLUMN 8.

Department 5.

JELLIES, JAMS, ETC.

Griffin Extra Preserves.

Raspberry, strawberry, blackberry currant, loganberry, per doz. ..$2.00
Cherry, per doz. $2.00
Less 10 per cent in 5-case lots.
Apricot, Damson, Fig, Gooseberry, Gage, Peach, Plum, Quince, per doz. $1.80
Orange Marmalade $1.75

Long's Preserves.

Strawberries, Raspberries, Blackberries, Loganberries, Cherries, Pineapples, Pears, Figs, in 20-oz. glass jars, 2 doz. in cs., per doz. $3 50
Apricot, Plum, Quince, Orange, Peach, in 20-oz. glass jars, 2 doz. in cs., per doz. 3 20
Asstd. 2 doz. in cs., per doz. ... 3 30

JAMS.

Curtice Bros. Co., Rochester, N. Y.

In 16 oz. Glass Jars.

Strawberry, raspberry, raspberry and currant, red cherry, white cherry, apricot, black currant, red currant, quince (sliced), peach (sliced), pear (sliced), blackberry, gooseberry, grape, green gage, egg plum, damson, pineapple marmalade, tomato marmalade, orange marmalade, per dozen, $1.95.

All above packed in cases of 2 dozen each.

COLUMN 9.

Long's Peerless Jams.

Strawberry, Raspberry, Blackberry, etc., in 16-oz. glass jars, 2 doz. in cs., per doz.. 2 00

Long's Pure Currant Jelly.

Tumblers, 2 doz. in cs., doz.. 2 00
30-lb. kits, per kit 3 00
15-lb. kits, per kit..... 1 75

Marmalades.

Orange (Dundee) 48-1's, doz. 2 75

COLUMN 10.

Apple Butter.

Heinz, 2's, 2 doz. in cs, doz.	$2 25
Heinz, 3-lb stone crocks, doz.	4 25
Heinz, 4½-lb stone crocks, dz	6 50
Heinz, 18-lb. stone crocks, lb	11

Peach Butter.

Heinz 4½-lb stone crocks, doz	9 00
Heinz, 18-lb. stone crocks, lb	14

Maraschino Cherries.

Long's, qts, 12 to cs, per cs.. 6 50
Long's, pts., 24 to cs., per cs. 7 50

FRUIT	JELLIES 2 lb. Extra	2 lb. Stand	1 lb. Extra	Tumblers	Ex. Lunch 10 oz. G/s	JAMS 2 lb. Extra	2 lb. Stand	1 lb. Extra	Tumblers	Ex. Lunch 16 oz. G/s Preserves
Apple	1 55	1 35	1 00	90	1 75	....	....	....	....	....
Apricot	1 55	1 35	1 00	90	....	1 60	1 35	90	90	1 80
Assorted	1 55	1 35	1 00	90	1 75	1 60	1 35	95	90	1 80
Assorted No. 2	....	....	....	....	1 75	....	....	....	95	1 80
Blackberry	1 55	1 35	1 00	90	1 75	1 85	1 60	95	90	1 80
Cherry	....	....	....	....	....	....	....	....	....	1 80
Crabapple	1 55	1 35	1 00	90	1 75	....	....	....	....	....
Currant	1 75	1 50	1 10	90	1 90	1 85	1 60	95	90	1 80
Damson	....	....	....	....	1 75	....	....	....	....	1 80
Fig	....	....	....	....	....	1 60	....	....	....	1 80
Gooseberry	1 55	1 35	1 00	90	1 75	....	....	95	90	1 80
Grape (Catawba)	....	....	....	....	1 75	....	....	....	....	....
Green Gage	....	....	....	....	....	....	....	....	....	1 80
Lemon	1 55	1 35	1 00	90	....	....	....	....	....	....
Loganberry	....	....	....	....	1 75	....	....	....	....	1 80
Orange Marmalade	....	1 35	1 00	90	....	1 60	....	90	90	1 75
Peach	1 55	1 35	1 00	90	....	1 60	1 35	90	90	1 80
Plum	1 55	1 35	1 00	90	1 75	1 60	1 35	90	90	1 80
Quince	1 55	1 35	1 00	90	1 75	1 60	1 35	90	90	1 80
Raspberry	1 55	1 35	1 00	90	1 75	1 85	1 60	95	95	1 80
Strawberry	1 55	1 35	1 00	90	1 75	1 85	1 60	95	95	1 80

Department 6.

CANNED FRUITS AND CANNED VEGETABLES.

2 lb. Extras	2½ lb. Extras	2½ lb. Extra Standards	2½ lb. Standards	2½ Second	2½ Water	2½ Pie	KIND	Gallons Extras 3 lb. Grade	Gallons Extras 2½ lb. Grade	Gallons Extra Standard	Gallon Standard	Gallon Water	Gallon Pie
2 25	1 65	1 40	1 30	1 15	1 05	1 05	Apples	....	....	4 00	3 50	....	2 65
2 50	....	1 35	1 25	1 10	1 00	1 00	Apricots	5 75	5 00	4 50	....	2 75	2 40
....	....	....	....	....	....	....	" peeled	....	....	....	....	....	....
....	....	....	....	....	....	....	" sliced	....	....	....	....	....	....
....	....	....	....	....	....	....	Assorted	....	....	....	....	....	....
2 25	1 70	1 45	1 35	1 20	....	....	Blackberries	....	....	4 25	4 00	3 75	3 40
....	2 20	1 90	1 75	....	....	....	Cherries (Royal Anne)	....	....	....	....	....	3 65
....	2 10	1 75	1 60	....	....	....	Cherries (White)	....	....	5 25	4 60	....	3 65
2 80	1 90	1 75	1 60	....	....	....	Cherries (black)	....	....	3 50	3 10	2 50	2 25
2 00	1 35	1 20	1 10	95	90	90	Grapes (White Muscat)	....	....	....	....	....	....
....	1 60	....	1 25	1 10	....	....	Nectarines	....	....	....	....	....	....
2 65	....	....	....	....	....	....	Peaches (Yellow)	6 50	5 25	4 60	4 25	....	....
2 75	....	....	....	....	....	....	Peaches (Lemon Cling)	7 75	7 00	....	5 00	....	....
2 75	....	....	....	1 40	....	....	Peaches (Lemon Cling Sliced)	7 75	7 00	5 75	5 00	....	....
....	....	....	....	....	....	....	Peaches (White Heath)	....	....	5 25	4 75	....	....
2 65	....	....	1 55	....	....	....	Peaches (White Heath Sliced)	....	....	....	....	....	2 40 pld
2 75	2 00	1 70	1 60	1 35	....	1 00 1 05 pld	Pears (Bartlett)	7 00	6 25	5 25	4 75	3 75	2 15 unpl
2 10	1 45	1 20	1 10	95	90	90	Plums (Green Gage)	5 00	4 25	3 50	3 25	2 55	2 30
2 10	1 45	1 20	1 10	95	90	90	Plums (Egg)	5 00	4 25	3 50	3 25	2 55	2 30
2 10	1 45	1 20	1 10	95	90	90	Plums (Gold Drop)	5 00	4 25	3 50	3 25	2 55	2 30
2 15	1 50	1 25	1 15	1 05	95	95	Plums (Damson)	....	....	....	....	....	....
....	2 60	2 35	2 10	1 95	....	....	Raspberries	....	....	....	....	....	....
....	2 10	1 85	1 70	1 45	....	....	Strawberries	....	....	....	....	....	....
....	....	....	....	....	....	....	....	....	....	....	....	....	....
....	....	....	....	....	....	....	....	....	....	....	....	....	....

Department 7.

PROVISIONS.

Hams.

Eastern Standard, 17/19	.18½
Eastern Standard, 15/16	.18½
Eastern Standard, 12/14	.18¾
Eastern Standard, 10/12	
Eastern Fancy	10-12 .14¼
Local cure, all averages	.12¾ .13¼
Picnic Hams	.13¾

Boiled Hams.

Skin on	.17¾
Skin off	.19½

Breakfast Bacon.

Eastern Standard, 8/12	.15½
Eastern Standard, 8/10	.15
Eastern Standard, 10/12	.14¼
Eastern Fancy	.18½
Local cure	13½ .15½

English Cured Bacon.

Eastern cure, 8-10	.14
Eastern cure, 10/12	.13½

Dry Salt Bacon.

Clear medium Bacon	.11
Clear light medium	.11
Clear Lt. med. select	.11½
Light Belly	.13
Extra light Belly	.13½
Bacon Backs	.10¾
Bacon Bellies	.12½

Dry Salt Meats.

Sides	.10¼
Bellies	.11
Backs	.10
Fat Backs	.10

Barreled Pork.

	Bbls.	½-bbls.
Spare Ribs	$	
Family Pork	14.50	7.50
Clear Pork	19.00	9 75
Pig Pork	22.50	11.50

Barreled Beef.

Mess Beef	11.50	6.00
Extra Mess Beef	11.50	6.00
Family Beef	11.50	6.00
Extra Family Beef	12.00	6 25
Beef Tongues	25.00	13.00

Pigs Feet.

Tierces, about 300 lb	$18.00
Barrels, about 200 lbs	13.50
½ barrels, about 80 lbs	5.00
Kegs, about 25 lbs	2.10
Kits, about 15 lbs	1.25

Honey Comb Tripe.

Tierces, about 300 lbs	$17.00
Barrels, about 200 lbs	13.00
½ barrel, about 80 lbs	5.00
Kegs, about 25 lbs	2.10
Kits, about 15 lbs	1.25

Sausages.

	Per lb.
Braunschweiger	17
Italian Salami	23
D'Arles	22
Mortadella	24
Bologna	8½
Frankfurters	8½
Garlic Sausage	9
Liver Sausage	8½
Pork Sausage	8½
Head Cheese	8½
Tongue Sausage	8½

Pure Leaf Lard.

Tierces, about 350 lbs net	9¾
½-bbls, about 100 lbs net	10
80-lb. Wood Tubs, 80-lbs. net	9⅞
60-lb. Wood Tubs, 60 lbs. net	9⅞
20-lb. Wood Pails, 20-lbs. net	10⅜
50-lb. Cans, 1 to a case	10
20-lb. Cans, 4 to a case	10¼
10-lb Cans, 6 to a case	10½
5-lb. Cans, 12 to a case	10⅝
3-lb. Cans, 20 to a case	10¾

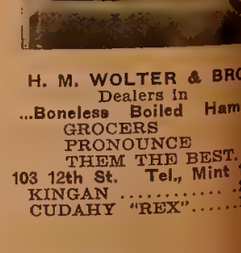
Compound Lard.

Tierces, about 350 lbs. net	5¾
½-bbls., about 100 lbs. net	6
80-lb. Wood Tubs, 80 lbs. net	5⅞
60-lb. Wood Tubs, 60 lbs. net	5⅞
20-lb. Wood Tubs, 20 lbs. net	6⅛
50-lb. cans, 1 to a case	6
50-lb. cans, 2 to a case	6
20-lb. cans, 4 to a case	6¼
10-lb. cans, 6 to a case	6½
5-lb. cans, 12 to a case	6⅝
3-lb. cans, 20 to a case	6¾

ANCHOR PACKING CO.
140 Eighth St., S. F., Cal.
PORK PACKERS AND PROVISION DEALERS.
Boilers of Kingan and Anchor Hams.
SAUSAGES, COOKED MEATS, TONGUE

Hams, Kingan, boneless boiled	18c
" Anchor, "	17c
Bacon (special)	16c
Lard, 55	9¾c
" 20	10c
" 10	10c
" 5	10¼c
" 3	10¾c

Please note that our hams are all hand tied.



H. M. WOLTER & BRO.
Dealers in
...Boneless Boiled Hams...
GROCERS
PRONOUNCE
THEM THE BEST.
103 12th St. Tel., Mint 1763
KINGAN 20
CUDAHY "REX" 19

HEINEMAN & STERN
916 Larkin Street
Prices quoted on application by telephone or letter

	Lbs.
Garlic Sausage,	
Ring	"
Bologna	"
Frankfurter	"
Rollada	"
Smoked Beef	"
Pickled Meat	"
Headcheese	"
Tongues	Doz.
Dried Beef	Lbs.
Smoked Mutton,	"

COLUMN 11. COLUMN 12.

Department 8

CANNED MEATS

ALL PRICES ARE PER DOZEN	No. ¼ Tins 4 Doz. in Case	No ½ 2 Doz. Tins in Case	No 1 Tins 2 Doz. in Case	No. 2 Tins, 1 or 2 Doz in Case	No. 6 Tins 1 Doz. in Case	No. 14 Tins ½ Doz. in Case	No. 1 Tins 1 Doz. in Case
Corned Beef	.....	.....	1 30	2 30	8 25	18 25	.....
Roast Beef	.....	.....	1 30	2 30	8 25	.....	.....
Roast Ribs of Beef, Boneless	.....	.....	1 40	2 50	.....	.....	.....
Roast Mutton	.....	.....	.....	2 70	.....	.....	.....
Brisket Beef	.....	.....	1 40	2 50	.....	.....	.....
Boiled Beef	.....	.....	1 35	2 40	8 25	.....	.....
Chipped Beef	.....	1 20	2 10	.....	15 50	.....	.....
Sliced Beef, in tins	.....	1 40	2 50	.....	.....	.....	.....
Sliced Beef, in glass	.....	1 45	2 75	.....	.....	.....	2 75
Brawn	.....	.....	1 40	2 45	8 25	.....	.....
Compressed Ham	.....	.....	1 50	2 75	.....	.....	.....
Lunch Tongue	.....	1 90	3 25	6 50	.....	.....	.....
Lambs Tongue	.....	1 70	2 95	.....	.....	.....	.....
Sliced Ham	.....	.....	3 70	6 40	.....	.....	.....
Sliced Bacon	.....	.....	.....	.....	.....	.....	2 80
Sliced Bacon in Glass	.....	.....	.....	.....	.....	.....	.....
Deviled Ham	40	80	.....	.....	.....	.....	.....
Potted Ham	40	80	.....	.....	.....	.....	.....
Potted Ox Tongue	40	80	.....	.....	.....	.....	.....
Potted Chicken	90	1 60	.....	.....	.....	.....	.....
Potted Turkey	90	1 60	.....	.....	.....	.....	.....
Deviled Chicken	90	1 60	.....	.....	.....	.....	.....
Deviled Turkey	90	1 60	.....	.....	.....	.....	.....
Boneless Chicken	.....	3 40	5 55	.....	.....	.....	.....
Boneless Turkey	.....	3 40	5 55	.....	.....	.....	.....
Veal Loaf	.....	1 10	2 10	.....	.....	.....	.....
Ham Loaf	.....	1 10	2 10	.....	.....	.....	.....
Beef Loaf	.....	1 10	2 10	.....	.....	.....	.....
Chicken Loaf	.....	1 60	2 75	.....	.....	.....	.....
Chicken Pate and Ham	.....	1 10	.....	.....	.....	.....	.....
Chili Con-Carne	.....	.....	1 40	.....	.....	.....	.....
Beefsteak and Onions	.....	.....	1 60	.....	.....	.....	.....
Hamburger Steak with Onions	.....	1 95	2 00	.....	.....	.....	.....
Frankfurter Bratwurst	.....	.....	2 00	.....	.....	.....	.....
Sweetbreads	.....	.....	2 40	.....	.....	.....	.....
Vienna Sausage	.....	90	1 55	.....	.....	.....	.....
Oxford Sausage	.....	.....	2 45	.....	.....	.....	.....
Bologna Sausage	.....	.....	2 25	.....	.....	.....	.....
Vienna Sausage and Kraut	.....	.....	1 20	.....	.....	.....	.....
Corned Beef Hash	.....	1 10	1 50	.....	.....	.....	.....
Lunch Sausage	.....	90	.....	No1¼ 6 50	No 2 7 50	No2½ 9 50	No. 3 12 00
Ox Tongue, whole	.....	.....	.....	2 45	.....	.....	.....
Minced Collops	.....	.....	.....	1 75	.....	.....	.....
Tripe	.....	.....	.....	2 50	..	.....	.....
Pork Sausage	.....	1 05	.....	.....	.....	.....	.....
Stewed Kidneys	.....	.....	.....	.....	.....	.....	.....
Pork and Beans, Plain	.....	.....	.....	90	1 40	.....	1 85
Pork and Beans, with tom. sc'e	.....	.....	.....	95	1 45	.....	1 90

Department 9.

FISH AND CHEESE.

Russian Caviar.

	Per doz
1-lb cans, 2 doz in case	$13 00
½-lb cans, 2 doz in case	6 75
¼-lb cans, 5 doz in case	3 65
⅛-lb cans, 6 doz in case	2 00
White Label Brand	8.50

CHEESE.

Foreign and Domestic.

New York State Factory Cheddars, October make		18
Twins, " "		19
Calif. State factory flats	10	11
Calif. State factory Young Americans	13	14
Limburger, Eastern, ℔ lb	18	19
Swiss, imported, ℔ lb		25
Roquefort, ℔ lb		38
Gouda, ℔ lb		27
Pineapples, Eastern, 6 in cs, ℔ case		$3 35
Pineapple, Eastern, 6 in cs, small		2.35
Holland or Edam, medium, plain, per doz	$ 8.50	9.00
Holland or Edam, medium, in bladders, per doz	9.50	10 00
Holland or Edam, large, plain, per doz	9.50	10.00
Holland or Edam, large, in bladders, per doz	10.50	11.50

Fancy.

Camembert Brie, Roquefort, and Gorgonzola, jars	3 00
Parmesan C & B, sml bot, doz.	3.00
Parmesan C & B, lge bot, doz.	5.00

Bayle's.

	Small ½-lb.	1-lb.	2½-lb	5-lb
Deviled Cheese	$1.00	$2 25	$4.00	$ 500 $9.00
After Dinner Cheese	$1.00	2.40	4.00	4 50 7.50
Roquefort Cheese	$1.00	2.40	4.00	4.50 7.50

SALT FISH.

Pacific Codfish.

Budies, 50 lbs each, per lb	5¼
Cs, selected, 100 lbs ea, pr lb	6
Boneless, 30-lb boxes, per lb	7
Boneless Strips, 40lb bxs, pr lb	7½
Boneless Blocks, 40lb bxs, p lb	7½
Boneless Tablets, 36 bxs, pr lb	8
Boneless Middles, 60 bxs, pr lb	10½
Boneless Middles, extra, 60-lb boxes, per lb	10½

Eastern Codfish.

Gen Georges, 8 fish to cs	$10.00
Gen. Georges, 12 fish to cs	9.00
Geo. Cur. Cod, 16, 18 fish to case	8 50
Gen. Cur. Cod, 40 fish to cs	8 00
Gen. Geo. Middles, 60 fish.	13½
Gen. Geo. Tablets, 36 fish.	11½
Gen. Geo. Blocks, 40 fish..	11½

Shredded Codfish.

Codfish, Beardsley's shredded, 2 doz. in case 1.00

Norwegian Mackerel.

Bloater, 200-lb. bbl., 120-130 fish	48.00
Bloater, 100-lb. ½ bbl., 60-65 fish	25.00
No. 1, 200-lb. bbl., 150-160 fish	38.00
No. 1, 100-lb. ½ bbl., 75-80 fish	20.00
No. 2, 200-lb. bbl., 220-240 fish	30.00
No. 2, 100-lb. ½ bbl., 110-120 fish	16.00
No. 3, 200-lb. bbl., 300-350 fish	26.00
No. 3, 100-lb. ½ bbl., 150- 175 fish	14.00

Irish Mackerel.

No. 1, 200-lb. bbl., 200-220 fish	none
No. 1, 80-lb. ½ bbl., 80-90 fish	none
No. 2, 200-lb. bbl., 325-350 fish	21.50
No. 2, 80-lb. ½ bbl., 130-140 fish	9.00
No. 2, 200-lb. bbl., 475-500 fish	29.50
No. 2, 80-lb. ½ bbl., 180-190 fish	9.00
No. 1, 10-lb kits, 15-16 fish	1.35
No. 2, 10-lb. kits, 20-22 fish	1.25

American Bloaters.

Shore Bloaters, 200-lb. bbl., 115-120 fish	27.00
Shore Bloaters, 80-lb. ½ bbl., 45-50 fish	11.50
Extra No. 1, 200-lb. bbl., 120-130 fish	26.00
Extra No. 1, 80-lb. ½ bbl., 50-55 fish	11.00
No. 1, 200-lb. bbl., 140-150 fish	none
No. 1, 80-lb. ½ bbl., 60-65 fish	none
No. 2, 200-lb. bbl., 130-140 fish	28.50
No. 2, 80-lb. ½ bbl., 55-60 fish	11.00
No. 2, 200-lb. bbl., 140-160 fish	none
No. 2, 80-lb. ½ bbl., 60-65 fish	none
No. 2, 200-lb. bbl., 160-180 fish	none
No. 2, 80-lb. ½ bbl., 70-80 fish	none
No. 2, 200-lb. bbl., 180-200 fish	none
No. 2, 80-lb. ½ bbl., 80-90 fish	none

In Kits.

Extra Mess, 7 to 8 fish, each	$2.00
No. 1, kits, 8-9 fish or 15-17 fish	1 50-1.35
No. 2, kits, 8-9 or 20-23 fish	1.25

Salmon.

King, bbls	$ 12 00
Oregon Silversides, bbls	9 00
Alaska Red, bbls	10 00
Alaska Red, ½-bbls, 100 lbs	6 25
Alaska Red, kits	1.00
Bellies, bbls	9 50 10 00
Bellies, ½-bbls, 100 lbs.	5 00 5 50
Tongues and Sounds, kits, 10lb	1 25
Tongues and Sounds, ½-bbls	9 00

COLUMN 13.

New Herring.

Holland, ex. selctd mxd bbls.	$17 00
Holland, ex. selctd mxd ½-bbl	9.10
Holland, ex. selctd mxd, keg.	1 10
Holland, cheaper grade	80
Holland, cheap. gr., mxd, bbls	15.00
Holland, chp. gr., mxd, ½-bbl	8.00
Holland, ex. selct Milchner, bbl	none
Holland, ex. selct Milchner, ½-bbl	none
Holland, ex. selct Milchner, keg	1.20
Holland, cheaper grade	90
Holland, cheaper grade, bbls.	16.00
Holland, cheaper grade, ½-bbl	8.50
Labrador Split, 100 fish	5 25
Labrador, round, 100 fish	4.75
Pacific, ½-bbl	2.25

SMOKED FISH.

Bloaters, Grim., 100 in box	$2.65
do. do. 50 in box	1.50
Bloaters, Cromarty	2.65
Yarmouth, 100 in box	
Halibut, chunks	15
Herring, in boxes, Eastern	22½
Herring, in boxes, Washington	15
Herring, boneless, Beardsley's tins, doz	$1.50
Herring, boneless, Beardsley's small, doz	1.00
Herring, Beardsley's Boneless, vacuum tumblers, 2 doz. in case	1.95
Finnan Haddies	2.25
Moir's Selected Red Herrings, 100s	3.25
Moir's Selected Red Herrings, 50s	1.25
Salmon, per lb	10 20

POTTED FISH.

	Per doz
Potted Crab	$1.85
Kipper Paste	1.00
Anchovy and Bloater Paste, plain pots	2.30
Ditto, fancy pots	4.75
Yarmouth Bloater Paste	75
Ditto, fancy pots	4.75
Kippered Herrings	1 90
Kippered Herrings, Moirs	1.95

CANNED FISH.

	Doz.
Anchovies, in oil, 2 doz. ½ pts., in glass, doz	4.00
Anchovies 2 doz. ¼ pts., doz	3 00
Bloaters, Yarmouth C. & B. ..doz	4.50
Codfish Balls, 2-lb tins, per doz	2.25
Eels, Hamburg, in jelly, 1-lb tins	2.00
Eels, smoked, 1-lb, ℔ doz	2.50
Finnan Haddies, 2-lb oval	2.25
Finnan Haddies, 1-lb, round, ℔ doz	2.00
Sardelles, imported, 1-lb tins	3.00
Sardelles, imported, in glass	3.00
Sardelles, domestic, 1-lb glass	2.25
Sardelles, Ankera, ½ keg	3 00

Mackerel.

1-lb tins, 50 in a case.
2-lb tins, 2 doz. in a case.

Gold Label, 1-lb tins	1.50
P. & W., 2-lb soused	2.75
P. & W., 2-lb, mustard	2.75
P. & W., 2-lb, tomato	2.75
Underwood, 2-lb, soused	2.35
Underwood, 2-lb, tomato	2.35
Underwood, 2-lb mustard	2.35
Los Angeles, 2-lb, soused	2.55
Los Angeles, 2-lb, tomato	2.55
Los Angeles, 2-lb, mustard	2.55
Mt. Desert, 2-lb, soused	2.25
Mt. Desert, 2-lb, tomato	2.25
Mt. Desert, 1-lb, soused	1.35
Blueback, 1-lb, fresh	1.10

"Sunset" Mackerel.

Soused, 18 oz. tins, 4 doz. in case, case	$6.50
Tomato, 18 oz. tins, 4 doz. in case, case	6.50
Mustard, 18 oz. tins, 4 doz. in case, case	6 50

1311-1315 Pacific Street.

Mackerel in Oil.

Bezier's	3.00	4.00
Lemarchand	5.00	7.00

Booth's Crescent Mackerel.



(Soused, Tomato and Mustard.)
1's, 4 doz. to case, per doz 1.80
2's, 2 doz. to case 2.50

Salmon.

Alaska Red, 1lb tins, doz	1 20
Alaska Red, 2lb tins, doz.	1 50
Alaska Pink, 1lb tins, doz	80
Alaska Pink, 2lb tins, doz	1.60
Alaska Flats, 1lb tins, doz.	1 10
Oregon Red, 1lb tins, doz.	1 60
Oregon Red, 2lb tins, doz.	1.65
Oregon Pink, 1lb tins, doz	80
Oregon Pink, 2lb tins, doz	1.60
Oregon Flats, 1lb tins, doz.	1.00 1.60
Columbia River, 1lb talls.	1.60
Columbia River, 1lb flats.	1.75

French Sardines.

¼s, according to quality and size of tin, p. cas	9.50 12 50
½s, according to quality and size of tin, p. case	19.00 20.00

COLUMN 14.

American Sardines.

Packed 8 1-3 doz in a case.
¾s 50 tins in case.

American ¼s in oil, per case	$3 50
American ¼s in oil, 5-case lots	3 35
American ½s in oil, per doz	.50
American ¼s in mustard, doz	.60
American ½s in mustard, case	4 00
American ¾s in mustard, doz	.90
American ¾s in mustard, case	3 00

Sprats.

Piloto	6.75	7.00
Menhie	6.75	7.00

SHELL FISH.

Abalones.

4 doz in cs, with shells, cs.. 6.00

Clams and Clam Juice.

	doz.
Doxsee Clams, 1-lb. tins	$1.65
Doxsee Clams, 2-lb. tins	2.65
Doxsee Clam Juice, 1-lb, tins	.90
Doxsee Clam Juice, 2-lb. tins	1.60
B & M Lunch Clams, flat tins	1.37½
Underwood Clams, 1-lb. tins	1.05
Underwood Clams, 2-lb. tins	1.60
P. & W. Clams, 1-lb. tins	1.00
P. & W. Clams, 2 lb. tins	1.50
Oxford Clams, 1-lb. tins	1.10
Oxford Clams, 2-lb. tins	1.50
P. & W. Clam Chowder	2.10
Burnham's Clam Bouillon, qts	00
Burnham's Clam Bouillon, pts	4 50
Burnham's Clam Bouillon, ½ pints	2.40

Lobsters.

	Doz.
1-lb. tins, 4 doz. in case.	
Red Jackets, flats	2.35
Deep Sea Picnics	2.40
Triumph Talls	2.60

Oysters.

Oysters, Selects, 12 oz	$1.60
Oysters, Selects, 8 oz	3.25
Oysters, Standard, 10 oz	2.00
Oysters, Standard, 5 oz	1.10
Oysters, Standard, 8 oz	1.70
Oysters, Standard, 4 oz	.90

Shrimps.

Shrimps, pickled, 1-lb. tins	$1.10
Shrimps in Tomato Sauce, 1-lb. flats	
Dunbar's Picnics, 4 doz in cs	1.25
Dunbar's 1½-lb., 2 doz in cs	2.25
Pickled Shrimps, 1-lb., 4 doz in case	1 20

Department 10.

LAUNDRY MATERIALS.

Ammonia.

GREER'S WASHING AMMONIA

First grade absolutely pure. 18o Beaume Strength.

Pints (2 doz. to case)	$1 55 per doz.
Quarts (1 doz. to case)	2 55 " "
½ Gals (½ doz. to case)	4 25 " "

WASHING AMMONIA
Standard Grade,

Pts., 2 doz. to case, per doz	$ .75
Quarts, 2 " " " "	1 25

GREER'S TOILET AMMONIA
Lavender and Violet.

Pints (2 doz. to case)	$2 50 per doz.



Parson's Household Ammonia

	per doz.
½ gals., 1 doz. in case	$4 50
Quarts, 1 doz. "	2 65
Pints, 2 doz. "	1 75
Dime size 3 doz. in case, per case	2 25

Bluing.



Liquid Laundry Bluing.

Scott & Gilbert Co.
Mfgrs., 302 Davis St.

SUNSET	doz.
¼ pints, 3 doz. case	40
½ pints, 3 doz case	60
Pints, 2 doz. in case	75
Quarts, 2 doz. cs.	1 45

Bluing, ball.

Mikado, ⅛'s, 100-lb case, lb	.20
Mikado, ¼'s, 100-lb case, lb	.22
Nuremberg, A, ½'s, ℔ lb	.33
Do A, D, ½'s, ℔ lb	.25
Do A, C, R, ½'s, ℔ lb	.21
Washerwoman, ½'s, ℔ lb	.12
Do ¼'s, ℔ lb	.14
German Ultramarine ½s, ℔ lb	.12
Do ¼'s, ℔ lb	.14
Deschamp's French, 1's, ℔ lb	.28
Do ½'s, ℔ lb	.29
Gold Medal, qt, ℔ doz	1.35
Do pt, ℔ doz	1.00
Do ½-pt, ℔ doz	.75
Do ¼-pt, ℔ doz	.45
Do China Label, qt, ℔ doz	1.25
Greer's, 1 dz qts. & doz	2.25
2's, 2 doz. to cs	2.50
Do 3 doz. pts, ℔ doz	1.44
Do 3 doz. ½ pts, ℔ doz	.90
Pacific, 1 doz. qts, ℔ doz	1.10
do. 2 doz., qts & doz	.80
Do 3 doz. ½ pts, ℔ doz	.45

COLUMN 15.



PURE FOOD PACKING COMPANY.
1633 Mission Street.
Salter's "Purity" Brand
Bluing,

Pts. doz	.75
½pts "	.45

Ammonia,

Qts. doz.	75
Pts. "	45

Soda.

20-Mule Team, powdered 1's, cs. of 2 doz	$2 25
20-Mule Team, powdered 12-oz. cs. of 4 doz	3 60
20-Mule Team, powdered ¼'s, cs. of 8 doz	3 84

(Less 5 per cent. in 5 case lots; 10 per cent. in 10 case lots).

Cartons, 1's, 2 doz. in box	.09
Lump, 25 lb. in box	.08
Powdered, 25 lb in box	.08½

Chloride of Lime.

Brookman's, 1's, ℔ lb	7¼	7½
Do ½'s, ℔ lb	8½	9
Salte.'s Purity Brand, ex qual. doz		.85

Lye.

Big Bonanza Lye	
Case of 48-1 lb tins	3.30
5 case lots	3.25
Star Scrubbing Lye	
48-½ lb tins, per case	1.75
5 case lots	1.70
Merry War, 4 doz in case	3.00
Merry Nickel, 4 doz to case	1.75
Eagle Lye, 4 doz. in case	3.60
Do 3-case lots	3.50
Do 5-case lots	3.40
Tomson's Red Seal, 4 dz. to cs	4.00
Do 5-lb, 12 5s to case	3.50
American, 4 doz in case	3.25
Do in 5-case lots	3.00
Babbitt's Lye, 4 doz in case	3.25
Do in 5-case lots	3.00



BANNER LYE

Cs., 4 doz	$4.00
Cs., 2 doz	2.00

SPECIAL FREE DEAL

LIMITED

Freight Paid to Country Points

5 Case lots, per case	$4 25
One additional case free	
Net cost	3.64
3 Case lots, per case	4.25
One additional case free	
Net Cost	3.64

Sal Soda.

California, sks	.95-1.00
California, bbls	1.00-1.05

Department 11

STARCH.

Corn Starch.

Log Cabin, 40 1s, per pkg	4
Liberty, 40 1s, per pkg	5½
Duryea's, 40 1s, per pkg	7¾
Niagara, 5-box lots, pkg	5½
Niagara, 40 1s	5⅝
Kingsford's, 40 1s, pkg	7¾
Lily Corn, 40 1s, per pkg	5⅝
Lily Corn, 5-box lots	5½
Lily Corn, 20 1s, per pkg	5⅝
Sioux City, 40 1s, per pkg	5⅞
Sioux City, 5-box lots, pkg	5½
None Such, 40ls, per pkg	5½

Laundry Starch.

Elastic Starch, 64/1's, per box	5 00
Celluloid, 64/1's, per box	5 00
Best Gloss, 48/1's, per lb	5¼
Liberty Gloss, 48/1's, per lb	5½
Liberty Gloss, 16/3's, per lb	5½
Best, 12/6's, per lb	5½
Standard, bulk 40-lb, boxes	3½
Sioux Gloss, 48/1's	5½
Sioux Gloss, 3's, 16 in box	5¼
Kingsford's S. G., 1's, 40-lb. bx	4½
Kingsford's S. G. 6's, 12 in crate	8½
Kingsford's Pure, 1's, 40-lb. bxs	7½
Duryea's S. G., 1's, 40-lb. bxs	8
Duryea's S. G. 6's, 12 in crate	8½
Duryea's Superior, 1's, 40-lb. bx	7½
Niagara Gloss, 1's, 40-lb. bxs	5½
Niagara Gloss, 6's, 12 in crate	6¼
Niagara Gloss, bulk, 50-lb. bxs	4½
Lily Gloss, 1's, 48-lb. box	5½
Lily Gloss, 6's, 12 in case	6¼
Lily Gloss, 3's, 16 in case	5¼
None Such, 1s, 48-lb. boxes	5½
None Such, 6s, 12 to crate	6
None Such, bulk, 50 lb box	4½

COLUMN 16.

Department 12

Soaps and Washing Powder

Western Star Soap

WHITE PETROLEUM BLEACHING.

100 bars per case $4.10

LASCO KOLD WATA NAPTHOL.

100 Bars per case $4 00

Free Delivery in San Francisco Oakland, Alameda and Berkeley

manufactured by

Los Angeles Soap Co.

San Francisco Office, 115 Davis St.

Telephone Grant 110.



THE BEAVER SOAP CO., Dayton, Ohio.

Grandpa's Wonder Soap.

100 cakes 4-oz $3.50
50 cakes 4-oz 3.50

Powdered Soap.

Grandma's Borax, 24 3-lb. per case $4.00
Grandma's Borax, 60 12-oz. per case 2.40

Peet Bros.

Silk Soap 3.00
Ammonia Benzoline 3.90
Cocoa Borax 4.10
Crystal White 3.90
Lily White (Floating)..... 4.00

Standard Soap Co.

Top Notch, 100, 10-oz.....$3.50
Sunburst, 100 12-oz 3.75
Yellowstone, 100 14-oz 3.75
Marigold, 100 16-oz 3.90
Thomas' Cool Water, 100 13-oz 4.00
Thomas' Cool Water, 20 13-oz .85
Milo, 100 4-oz.. 100 cartons.... 6.50
Magno "Floating Borax," 100 10-oz. 4.00
Gold Medal Borax, 100 10-oz... 5.50
Gold Medal Borax, 20 10-oz.... 1.15
Purity, "Floating," 5c size.... 3.90
Purity, "Floating," 10c size.. 6.25
Purity, "Floating," 10c size, 20 1.30
Electric Mineral, 100 16-oz.... 5.50
Electric Mineral, 20 16-oz..... 1.15
Peerless Kitchen, 100 10-oz.... 3.00
Peerless Kitchen, 20 10-oz..... .65

Miscellaneous.

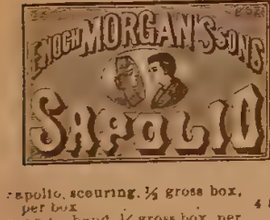
Fels Naptha, 100 14-oz..... 4.50
Hot or Cold, 100 10-oz..... 4.00
Life Buoy, 100 ..... 4.00
Mikado, 100 14-oz..... 4.00
Mikado, 20 14-oz..... 90
Lenox, 100 ..... 3.00
Lenox, 20 ..... .75
Ivory, 100 10-oz..... 7.00
Fairbanks Clairette, 100 ..... 3.30
Fairbanks' Santa Claus, 100... 2.85
Fairbanks' Copco, 100 ..... 3.90
Fairbanks' Fairy Oval, 100.... 3.90
Grandpa's Wonder, large, 50.. 3.50
Grandpa's Wonder, small, 100. 3.60
Peets' Pine Tar, 50 ..... 1.90
Peets' Pine Tar, 100 ..... 3.75
Babbitt's, 100 ..... 4.10
Jergins Pumice, 50 small..... 1.75
Jergins Pumice, 50 large..... 3.00
Uncle Sam's Tar, 100 small.... 3.50
Uncle Sam's Tar, 50 large..... 3.40
Stryker's Kitchen Soap, 100s... 3.50
Stryker's Kitchen Soap, 20s.... .75
Pearl, 100, large..... 4.00

Castile Soap.

La Lune White Castile, lb..... 7¾
White, Virgin, per lb..... 7¾
White, Conti 14 15
Mottled, Imported, per lb. 6½ 7
Clover Leaf White 13
La Boulon 7¼

Scouring Soaps.

Bon Ami, 3 doz to cs, pr cs.. 2 50



Sapolio, scouring, ½ gross box, per box 4 50
Sapolio, hand, ½ gross box, per box 4 50

WASHING POWDERS.

Gold Dust, 24 5's, per case ... 4.50
Gold Dust, 100/10-oz 4.50
Lavarine, 36 1-lb, per case.... 3.00
Lavarine, 100 5c pkgs 3.50
Pearline, 36 1-lb. pkgs..... 3.10
Pearline, 100 5-oz pkgs..... 3.75
Soaperine, 20 3-lb. pgs..... 3.60
Soaperine, 50 1-lb pkgs..... 3.35
Soaperine 100 ½-lb. pkgs 3.60
Babbitt's 1776, 6-oz..... 2.85
Klenzo, 72/5's 4.50
Klenzo, 24/20's 4.25
Klenzo, 100/10's 3.75
Grandma's Borax, powdered, 24 3's..... 4.00
do, 60, 3's 2.40

COLUMN 17.

Department 13

OILS, PAINTS, ETC.

Coal Oil.

Water white, coal, bulk..... 12½
Pearl, cases, 25's 18
Astral, cases, 25's 18
Star, cases, 25's 18
Ex. Star, cases, 25's 21
Elaine, cases, 25's 26

Gasoline and Benzine.

86° Gasoline, bulk, 25 cases.... 31
74° Gasoline, bulk 16 cases..... 22½
63° Benzine, bulk, 13 cases..... 19½

Turpentine.

Strictly Pure, cases, 2-5's..... 81
Do drums or iron bbls. 75

Linseed Oil.

Strictly pure, raw, bbls.....gal 66
Do. boiled, in bbls...gal 68
Do. raw, cs, 2-5's....gal 61
Do. boiled, cs, 2-5's..gal 63

Castor Oil.

Baker's AA, cs, 2-5's 1.16
Pure, No. 2, cs, 2-5's..... 1.05
No. 1, cs, 2-5's ..... .70

Lard Oil.

Strictly pure, bbls., 75 cs..... 80
Sup. Win., str., bbls. 65 cs.... 70
No. 1, bbls. 55 cs 60

Neatsfoot Oil.

Cooper's bbls, 75 cs..... 80
Extra, bbls, 62½ cases..... 67½
No. 1, bbls, 57½ cases..... 62½

Lubricating Oils.

Star Cylinder Oil, bbls, 60 cs..65
Columbia Cyl. Oil, bbls, 40 cs..45
Gem Cyl. Oil, bbls, 30 cs.....90
Ruby Cyl. Oil, bbls, 50 cs.....60
Star Engine Oil, bbls, 50 cs....55
Columbia Eng. Oil, bbls, 30 cs.35
Paragon Eng. Oil, bbls, 45 cs...55
Red Eng. Oil, bbls, 27 cs.....32
Star Mach. Oil, bbls, 30 cs.....35
Star Dynamo Oil, bbls, 50 cs...55
Star Spindle Oil, bbls, 40 cs....45
Star Sep'tor Oil, bbls, 50 cs....55
Favorite Sep'tor Oil, bbls, 25 cs.30

Miscellaneous Oils.

Union Salad Oil 45 50
Globe Salad Oil 45 50
Pure Sperm Oil 75 80
No. 1 Polar 50 55
China Nut oil, ord'ry.....62½
China Nut oil, No. 1.....80

WHITE LEAD.

Pioneer, in kegs 7 7¾

DRY PAINTS.

Eng. Paris White, bbls. 1.35 1.60
Whiting, bbls 1.00 1.15
Kalsomine, bbls 1¼
Prince's Mineral B'wn,bbls 1.65
Yellow Ochre, bbls 1½
Eng. Ven. Red, bbls.... 1.50

Department 14

FARINACEOUS GOODS.

Flours.

GLOBE MILLS,

Cor. Chestnut and Montgomery

California Selected Wheat,

Barrel

** "Banquet" (fancy patent)...$5.05
*** "Silver Star" (patent).... 4.65

Blended Wheat,

*"Al" Family 5.15

Entire Eastern Wheat.

Globe, Bakers' .....

(½ bbls. 10 cents per bbl. higher.)

*"Al" must be retailed for not less than $1.40 per ¼ sack.
**"Banquet" must be retailed for not less than $1.30 per ¼ sack.
***"Silver Star" must be retailed for not less than $1.25 per sack.

FLOURS.

Allen's Boston Brown Bread Flour, 24 pkgs, per case..... 3.60
Allen's Flour, 10 10-lb bags, per bale 4.50
Cal Family $5.05 $5.10
Cal. Bakers', extra..... 4.80 4.90
Buckwheat, 10-lb sacks, per 100 lbs $4.50
Self Rising Buckwheat, 10-lb sacks, per 100 lbs..... 6 00
Graham, 10-lb sacks, per 100 lbs 3 25
Rice, 10-lb sks, per 100 lbs..... 8.00
Rye, 10-lb sacks, per 100 lbs.... 3.75
Whole Wheat, 10-lb sacks, per 100 lbs 3 50

Meals.

Yellow Corn, 10-lb sacks, 100 lb. $2.50
White Corn, 10-lb. sacks, 100 lb. 2.50
Ex. Cream Yellow, 10-lb. sacks, per 100 lbs. 3.75
Ex. Cream White, 10-lb sacks, per 100 lbs. 3.75
Oat Meal, 10-lb. sacks, pr 100 lbs 4.25
Steel-Cut Oat, 10-lb sacks, per 100 lbs 4.50

Pearled Cereals.

Pearl Barley, ... $6 00
Pearl Wheat, 180-lb bbls..... 4.40

Rice.

Choice Seed Japan.. ..... $0.0 3¾
Good Seed Japan. 03¼
Fair Seed Japan.. ..... .03
Fancy Head Rice ..... 5 1 5 .06
Long Grain Rice ..... .01 .05
China No. 1 ..... .5 6
China No. 2 ..... 4 4½

COLUMN 18.

Rolled Cereals.

Rolled Oats, 7s and 10s, pr 100 lbs 4 50
Ex. Crm Rld Ots. 180-lb, bbl..$7.50
Ex Crm Rld Ots, 180-lb, 90-lb sks 7.00
Prld Rold Wheat, 160-lb, bbls. 4 40
Dr. Price's Food, pee case 4.00
5-case lots, $3.85

Sago and Tapioca.

Sago, original sacks, 1b....02½ .03
Sago, 48/1's, per doz..... .70
Instantaneous Tapioca, 50/1's, per case 5.00
Instantaneous Tapioca, 36 to case 2.70
Tapioca, Flake ..... .03
Tapioca, repacked, per lb... .04⅜
One Minute Tapioca, 36 to cs 2.75
Arrowroot, Taylor's Bermuda, 12-lb box, 1, ½ and ¼ lb pkgs, per lb..... 32½

Miscellaneous.

Groats Oat, 10-lb scks, 100 lbs.$4.50
Groats Buckwheat, 10-lb sks, 100 lbs 10.00
Hominy, lgs, 10-lb sks, 100 lb. 3.75
Hominy, sml, 10-lb sks, 100 lbs 4.00
Split Peas (yel.) 25 and 50-lb boxes, 100 lbs..... 5.50
Split Peas (grn.) 25 and 50-lb boxes, 100 lbs..... 5.50
German Lentils, per lb..... .05½
Cracked Wheat, per 100 lbs.. 3.50
Farena, per 100 lbs..... 4.40
Pearl Grits, per 100 lbs..... 4.25
Capitol Mills Pearled Hominy, bbls. 8.00
Capitol Mills Gran. Hominy, bbls. 8.50
Capitol Mills New Process B. W. Flour, bbl..... 9.00
Capitol Mills Steel Cut Oat Meal, bbl. 8.50

Breakfast Foods.

Capit'l Mills R'll'd Oats, 36/2's 3.60
Grape Nuts, 1 & 3 doz, pr doz 1.40
Breakfast Gem, case 3 doz..... 3.00
Wheatine, 36/2's, pr cs..... 3.75
Germea, 20 4-lb pkgs, pr cs.... 4.00
Germea, 24 2-lb pkgs, per case. 2 10
H-O Buckwheat, 2 doz 3-lb pkgs, per case 3.75
H.-O. Pancake Flour, case.... 3.90
H.-O. Oats, 24/2's, per case.... 3.15
Cream of Wheat, 36/2's..... 5.25
Crespo, 36/2's 2.75
Malta Vita, 36, 2s, cs..... 4.50
Our Mothers' Mush, 36 to cs.. 3.35
Twin Brothers Mush, 36 to cs.. 3.00
Carnation Wheat Flakes, 24/5's 5.40
A B C Breakfast Wheat, 72/2's 5 00
A B C Breakfast Wheat, 36/2's 2.60
Granola, 24/1's 2.25
Flaked Rice, 24/1's 3.00
Ralston Breakfast Food, 36/2's 4.50
Do. Barley Food, 36/2's.... 4.25
Do. Health Oats, 36/2's.... 4.00
Do. Hominy Grits, 36/2's.. 4.00
Do. Health Crisp, 36-2's.... 3 60
Do. Select Bran, 24/3's.... 2.50
Do. Pancake Flour, 36/2's 3.75
Do. Whole Wht Flr,4/4's 5.50
Quaker Oats, 3o 2s 3 80
Scotch Oats 36 2s 3.65
Acme Grano, 20/4's, per case.. 3.75
Acme Gluten Farina, 24/1's, pr case 1.85
Acme Gluten Flour, 10-lb sks.. .80
Acme Wheat Flakes, 36/2's.... 3.00



Dr. Price's Wheat Flake Celery Food.

Per case...$4.00

Pastes (Domestic).

Macaroni, Vermicelli, etc. -
No. 1 Extra, per box ..... .27
No. 1 Extra, 15 lbs. ..... .52
No. 1 Extra, 25 lbs. ..... .82
No. 1 Extra, 50 lbs. 1.65
No. 1 Extra, 100 lbs. 3.30
No. 1 Extra, ½ boxes ..... .15
Macaroni, Vermicelli & Spaghetti, No. 2 20
Royal Macaroni, Verm'l & Sp'tti, 24 1-lb pkgs., per case.. 1.70
Queen's Taste Mac., Verm & Sp. 12 3-lb cartons i case . 2.15
It. Paste, assd, ab 18 lbs. e., lb. .0½
Ro al It. Paste, 24 1-lb pkg c., pkg 8½
Golden Gate Egg Noodles, 24 1-lb pkgs in case, per cs. 1.90
Farina, 24 1-lb pkgs 1.50
Discount 2 per cent for cash only.

COLUMN 19.

COLUMN 20.

Department 15.

SPICES

PURE—Square Tins, Full Net Weight.

	⅛'s	¼'s	½'s	1 s	2½ lbs.	5 lbs.	Blk
Allspice	$0 70	$0 95	$1 60	$ 2 80	$ 6 70	$12 75	21
Cinnamon	1 15	1 80	3 30	6 25	15 25	30 00	43
Cloves	90	1 35	2 40	4 35	10 60	20 55	31
Ginger	75	1 05	1 75	3 10	7 50	14 30	23
Mace	1 75	3 00	5 65	10 90	26 95	53 30	73
Mustard	70	95	1 60	2 80	6 70	12 75	21
Nutmeg	1 25	2 05	3 80	7 15	17 60	34 60	49
Pepper	80	1 10	1 90	3 40	8 25	15 35	25
Cayenne	80	1 15	2 00	3 65	8 65	16 65	26
W. Pepper	95	1 45	2 65	4 65	11 75	22 90	34
Sage	70	95	1 60	2 80	6 70	12 75	21
Thyme	70	1 00	1 65	2 95	7 10	13 50	22
Savory	70	1 00	1 65	2 95	7 10	13 50	22
Marjoram	75	1 10	1 85	3 30	7 85	15 10	24
Poultry Seasoning		1 50					

SECOND GRADE—Round Tins, Short Weight.

	¼'s	½'s	1's	2½ lbs.	5 lbs.	Blk
Allspice	55	1 00	1 75	3 95	7 60	13
Cinnamon	65	1 20	2 10	4 90	9 50	16
Cloves	65	1 25	2 25	5 20	10 20	17
Ginger	55	1 00	1 75	3 95	7 60	13
Mace	1 20	2 30	4 40	10 50	21 00	34
Mustard	55	90	1 50	3 60	7 00	12
Nutmegs	85	1 70	3 10	7 40	14 60	24
Pepper	60	1 15	2 00	4 55	8 90	15
Cayenne	60	1 15	2 00	4 55	8 90	15
W. Pepper	60	1 15	2 00	4 55	8 90	15
Sage	75	1 45	2 65	6 15	12 05	20
Thyme	55	1 00	1 75	3 95	7 60	13
Savory	60	1 05	1 90	4 25	8 25	14
Marjoram	60	1 05	1 90	4 25	8 25	14

SCHILLING'S BEST SPICES.—Nature's Best.

Square tins. Never sold in bulk.
Small, medium, large sizes have sifting tops ex-cept

Mustard.

	Small size per doz.	Medium size per doz.	Large size per doz	Ex. Large size per doz.	Hotel size per tin.
Pepper	.75	1.20	2.20	3.75	.78
Mustard	.75	1.25	2.25	3.90	.81
Must. Comp.	.75	1.25	2.25	3.90	.81
Ginger	.75	1.25	2.25	3.90	.81
Allspice	.75	1.10	2.00	3.50	.73
Cinnamon	.90	2.25	4.25	7.50	1.85
Cloves	.85	1.40	2.60	4.75	.87
Nutmegs	1.60	2.75	5.25	10.00	2.00
Mace	1.75	3.00	5.75	11.50	2.15
Cayenne	.90	1.50	2.75	5.00	.93
Wh. Pepper	.95	1.75	3.25	5.75	1.00
Sage	.75	1.25	2.25	3.90	.81
Thyme	.85	1.40	2.60	4.75	.87
Marjoram	.95	1.75	3.25	5.75	1.26
Savory	.85	1.40	2.60	4.75	.87
Cases contain	6 doz.	4 doz.	2 doz.	2 doz.	1 doz.
Gross weight	22 lbs.	23 lbs.	24 lbs.	40 lbs.	53 lbs.

MUSTARD.

Colman's, ¼'s, 12 lb to box, lb. .52
Colman's, ½'s, 12 lb to box, lb. .48
Colman's, 1's, 12 lb to box, lb.. .48
Colman's, 5's, per lb..... .40

Mustard, Prepared.

Small bottles, 24 to cs, pr doz .55
Small straights, fancy, 24 to case per doz ..... .95
Webb's Glass Top 1.35
Large Dusseldorfer, 24 to cs 1.60
In 3-gal kegs, per keg..... 1.15
In 5-gal kegs, per keg..... 1.70
Louit Freres, French, doz..... 2.25
Eddy's Salad Mustard—
6-oz., 24 to case..... .92½
8-oz., 24 to case..... 1.35
12-oz., 24 to case..... 2.00
Hirshes Horseradish Mustard—
10-oz., 24 to case..... 1.25

Department 16

BAKING POWDER AND FLAVORING EXTRACTS.

ROYAL

	1 cs. lot	5 cs. lot	15 cs. lot
¼ lb cans	$ 1 38	$ 1 36	$ 1 34
6 oz cans	1 92	1 89	1 87
½ lb cans	2 57	2 52	2 50
12 oz cans	3 82	3 75	3 72
1 lb cans	4 95	4 85	4 80
2½ lb cans	11 55	11 40	11 28
3 lb cans	13 60	13 34	13 20
5 lb cans	22 35	21 90	21 68

An extra discount of 1 per cent if packed in barrels.

Schilling's Best Baking Powder.

Never sold in bulk.

10-lb. tins, per doz.....$39.00
5-lb. tins, per doz..... 20.00
4-lb. tins, per doz..... 16.00
3-lb. tins, per doz..... 12.50
2½-lb. tins, per doz ... 10.50
16-oz. tins, per gross....$53.00
12-oz. tins, per gross.... 41.00
8-oz. tins, per gross.... 28.00
6-oz. tins, per gross.... 22.50
4-oz. tins, per gross.... 16.50

TROPHY

4 oz,	per doz	$0.95
6 oz,	"	1.35
8 oz,	"	1.70
12 oz,	"	2.35
1 lb.,	"	3.00
2½ lb.,	"	7.50
3 lb.,	"	9.00
6 lb.,	"	14.50

MISCELLANEOUS.

Home, 10 oz	$0.90
Home, 25 oz	2.00
Home, 50 oz	4.00
Home, 80 oz	6.00
K. C., 10 oz	.85
K. C., 15 oz	1.25
K. C., 25 oz	2.12½
K. C., 50 oz	4.00
K. C., 80 oz	6.50

Cream Tartar.

Standard, bulk, 30-lb box..... 27
Standard, 12 1-lb tins..... .28
Pure, bulk, 30-lb box..... .38
Pure, 5-lb tins, per lb..... .38
Pure, ½-lb tins, per doz..... 5.00

SODA.

Churches, A. & H., or Dwight's Cow Brand, 60 lbs. to case.
1-lb ..... per lb. $0.05
½-lb ..... per lb. .05½

EXTRACTS FLAVORING.

GUITTARDS' "PURE"

per doz	2 oz	4 oz	6 oz	8 oz
Vanilla	$2 58	$4 75	$7 00	$9 00
Lemon	1 75	3 25	4 50	6 00

Net weight. Patent Sprinkler Tops

Schilling's Best Extracts.

Triple Strength, Pure and Uncolored Sprinkling Tops.
Net weight. Never sold in bulk.

	Lemon and Others.	Vanila and Rose.
1 oz	1.30	1.80
2 oz	2.00	3.00
4 oz	3.75	5.75
6 oz	5.50	8.50
8 oz	7.25	11.00
16 oz	14.00	21.50
32 oz	27.00	42.00

Souder's Flavoring Extracts.

Price per gross.

	2 oz.	4 oz.	8 oz.
Reg. Lemon	9.00	18.00	54.00
Reg. Vanilla	14.40	28.80	72.00
XX Lemon	18.00	36.00	72.00
XX Vanilla	21.00	42.00	84.00
Asrtd Flavors	18.00	36.00	72.00
Rose Coloring	18.00	36.00	....
Yellow Colrng	18.00	36.00	....
Jamaica Gngr.	18.00	....	....

Assorted flavors contain strawberry, pineapple, orange, almond, rose, etc.



"Vanna" Extracts."

Lemon, 2 oz., per doz..... 80
Vanilla, 2 oz., per doz..... 80
Assorted Flavors, per doz..... 80

COLUMN 21.

Department 17

CANDIES.

Lozenges.
(5-lb. boxes.)

XXX Peppermint, pails	.13 14
Thin Peppermint	.16
T. T. Peppermint	18
Druggist Peppermint	25
Musk, fluted, pails	.20
Cinnamon, Lemon, Sassafras, Rose	.16
Midget Fruit	.20
Conversation and Hearts	.15
Lilliput Conv. Hearts	17
Midget Conv. Lozenges	18
Crown T. T. Lozenges, 24 5ct. pkgs	.80
Aurora Lozenges, 24 5ct. pkgs	.80
Cough Troches, 5 lb bxs	.25
Eagle Wafers, Peppermints, Wintergreen	.25

Mixed Candy.
(30-lb. pails.)

Plain Mixed	9½
Pacific Mixed	10
Royal Mixed	12½
Grocers' Mixed	10½
Yankee Mixed	13
American Mixed	13
Fancy A, Mixed	14½
Fancy C, Mixed	14
French S, Mixed	16
French No. 1, Mixed	18
French Extra Mixed	20
Lady, Mixed	15

Steam Panwork.

Anis Seed	22
Aromatic Cachous	18
Assorted Berries	16
Assorted Dragee	14
Assorted Imperials	16
Assorted Small Seeds	22
Birds' Eggs	16
Boston Baked Beans	17
Burnt Peanuts	18
Burnt Almonds	25
Caraway Seed, smooth	22
Caraway Seed, pearled	22
Celery Seed	22
Cinnamon Beans, large red	15
Cinnamon Beans, Imperials	16
Coriander Seed, pearled	32
Jelly Beans, pails	12½ 14
Jelly Birds' Eggs	16
Jelly Cranberries	16
Jelly Limes	16
Jelly Raspberries	16
Jordon Almonds, fine	45
Jordon Almonds, imitation	18
Licorice Beans	16
Red Hots	25
Ringed Marbles	16
Sugar Coated Licorice Tablets	20
Sugar Almonds	25
Sugar Plums	16

Stick Candy.
(30-lb. pails.)

Assortment: Peppermint, Lemon, Rose, Clove, Anis, Cinnamon, Sassafras, Vanilla, Pineapple, Wintergreen	9½
Hoarhound	9½
Hoarhound, wrapped	11
Peanut Sticks	13
Peanut Sticks, wrapped	13
Cocoanut Sticks	13
Cocoanut Sticks, wrapped	13

Taffies.

Peanut Taffy	15
Peanut Flake	15
Peanut Squares	14
Cocoanut Taffy	15
Cocoanut Squares	15
Chunks: Vanila, Rose, Chocolate, Lemon, Molasses	14
Broken Taffy of broken chunk	13

Drops and Lumps.
(30-lb. pails.)

Mixed Drops and Lumps	9½
Molasses Peppermint Lumps	11
Hoarhound Drops	11
Crystal Rocks	12½

Gum Goods.
(5-lb. boxes.)

A. B. Gum Drops, assorted	9
A. B. Gum Drops, Licorice	9
A. B. Gum Drops, Crystalized	11
A. B. Bonbons, plain, in bbls	7
A. B. Bonbons, fancy, in bbls	7½
A. B. Bonbons, fancy, crystalized 5-lb. boxes	14
A. B. Fruits	18
Royal Gum Drops	15
Genuine Gum Drops, hard	25
Jelly Squares, assorted	14
Bijou Sticks	18
Spiced Jelly Drops	20
New Turkish Figs	16
Fig Paste, plain	17
Fig Paste, tricolor	18

Cream Goods.
5-lb. boxes.)

Fondans Creams	14
Hand Dipped	19
Hand Dipped, with nuts on	21
Fruit and nut ices	18
Cream Peppermint	20
Crushed Fruit Bonbons	30

Chocolates.
(5-lb. boxes.)

Chocolate, plain	14
Chocolate, Hand Made	20
Chocolate Dipped Bonbons	20
Chocolate Dipped Bonbons, with nuts	22
Chocolate, Climax, 30-lb pails	16
Chocolate Chips	23
Chocolate Nonpareil Drops	20
Chocolate Wafers	22
Chocolate Cream Tablets, 30 in box	1 10

COLUMN 22.

Marshmallows, Nougats, Etc.

Occidental Marshmallows, 5-lb tins	.28
Occidental Marshmallows, 3-lb tins	.30
Dipping Marshmallows, 5-lb. boxes	.25
Angel Food, 5-lb. boxes	.20
French Nouget, 30 5c slices in box	1.00
Walnut, Apricot, Spanish Nouget, 5-lb boxes, per lb	.25

Sundries.

Opera Caramels	19
Rock Candy, white & red	.15
Rock Candy, brown	16
Licorice Drops	.20
Licorice Sticks, 16 to lb	.28
Locorice Tablets, 5 lb bxs	.25
Licorice Tablets, 24 5c bxs	.80
Licorice Penny Sticks, 100 in box	.65
Buttercups, 5-lb tins	.2

CHEWING GUM.

	Single	Box
Yankee Spruce, 20 pcs		.55
Sen Sen, 20 pcs		.55
Red Rooster, 20 pcs		.55
Sweet Heart, 20 pcs		.55
Newton's Pepsin, 20 pcs		.55
Bloodberry, 20 pcs		.60
Pepsin Sticks, 20pcs		.60
Sweet Wheat, per box		.50
Tulu Sugar Plum, box		.55

CRACKERS.



MADE BY THE
MUTUAL BISCUIT CO.

	lb.	⅛ box
Almond Drops	15	
Animals	12½	$1.20
Arrowroot	14	1.50
Assorted	12	1.15
Assorted, extra	14	1.30
Assorted, fancy	20	1.75
Assorted Wafers	16	1.90
Assorted Jumbles	14	1.25
Boston	9	.80
Butters, Mutual	10	.70
Butter Scotch	14	1.50
Butter, Star	9	.60
California Lunch	9	.90
Champion	9	.65
Chips, Mutual	14	1.10
Chocolate Biscuits	16	1.80
Chocolate Fingers	15	1.50
Chocolate Wafers	18	2.15
Cocoanut Bonbon	14	1.25
Cocoanut Finger	15	1.50
Cocoanut Marshmallows	15	1.50
Cocoanut Taffy	15	1.80
Cocoanut Wafer	16	1.50
Coffee	12	1 25
Coffe Iced	15	.35
Cornhill	10	1.10
Cracker Meal	6	1.10
Currant Cakes	1-	1.10
Egg Jumble	14	1.25
Fruit Biscuits	14	2.40
Ginger Cakes	1	1.40
Ginger, Nut	1	1.40
Ginger Wafers	14	1.75
Graham	10	1.20
Graham Gem	9	.75
Graham Unsweetened	9	
Honey Fingers	14	1.25
Honey Pumbles	12	1.00
Honey Drops, spiced	15	1.60
Honeysuckle	16	
Jelly Fingers	16	1.50
Jenny Lind	12	1.10
Lady Fingers	15	1.30
Lady Fingers Iced	16	1.40
La Grande	11	1.10
Lemon Biscuit	14	1.25
Lemon Brittles	14	1.35
Lemon Snap	12	1.20
Lemon Wafers	14	1.75
Macaroon Almond	40	
Mutual Flakes	14	.90
Mutual Tea	15	1.60
Nic Nac, No. 1	10	1.10
Nic Nac	12½	1.25
Oysters	8	.70
Peoples Mixed	12½	1.25
Pilot Bread	4	.55
Pilot Bread Extra	6	.65
Pilot Saloon	7	.80
Ping Pong	16	1.50
Raisin Cake	12	1.10
Saloon Pilot	7	.80
Saloon Soda	7	
Salted Wafers	14	.90
Soda Extra	7	
Soda	6½	
Star Butters	9	.60
Vanilla Bars	14	1.40
Vanilla Biscuits	14	1.25
Vanilla Snaps	12	1.20
Vanilla Wafers	14	1.75
Wafers, Chocolate	18	2.15
Wafers, Ginger	14	1.75
Wafers, Lemon	14	1.75
Water Wafers	12	
Walnut Creams	16	1.50

COLUMN 23.
Department 18.
FANCY GROCERIES.

Snider's Baked Beans.

No. 1, 90c doz; 4 doz in case
No. 2, $1.40 doz.; 3 doz. in case
No. 3, $1.85 doz.; 2 doz. in case

Bouillion Capsules.

Anker's, 10 capsules in box, per doz boxes 2.75

Capers.

Capotes, 1 dz in cs	....1.20	1.30
Nonpareil, small		2.00
Do med.		2.25
Do large		5 00
"White Label," 6-oz. doz		2.25
"White Label," 10-oz. doz		3.15

TOMATO KETCHUP.

Catsups

Snider's

Qts., per doz	$3 75
Pts, "	2 40
½-pints, per doz.	1 40





CAMPBELL'S

(½ Pts. Condiments)

2 dozen to case

Tobasco Ketchup dozen	$1 15
Tomato Ketchup, dozen	$1 15
Salad Dressing, dozen	1 15
Chili Sauce, dozen	$1 15
Assorted cases, dozen	$1 15

Miscellaneous.

Our Mother's Ctsp ½-pt, doz	1 40
Our Mother's Ctsp, pts, doz	2 30
Blue Label, 25 ½ pts to cs	3 10
Blue Label, 25 pts to cs	5 00
Blue Label, 12 qts to cs	4 00
Mother's Own, pts	1.50
½ pts	.90
London's Rockaway, Pts., doz	2.25
Sailer's "purity," doz	.90
H. B. Catsup, pts	2.15
" " ½-pts	1 25

Chocolate and Cocoa

CHOCOLATES.
Baker's.

German Sweet, 6-lb boxes, ⅛s and ¼s	2
Eagle, 12/1s	23
Premium, 12/1s	28
Vanilla, 12/1s	41
Powdered, ⅛s, ½s, 1s, 12/1lb. boxes	26

Subject to quantity discount.

Huyler's.

Vanilla, 12-lb. boxes	36
Premium, 12-lb. boxes	33

Lowney's.

Cream Cakes, per box	80
Ice Cream Drops, per doz	75

Ghirardelli's.
In paper

Eagle, 24 1-lb	21
Eagle, 12 1-lb	21½
Eagle, 12 ½-lb	22½
Eagle, 12 ¼-lb	24
Crescent, 6 5 to lb	17
Crescent, 12 5 to lb	16½
Cal. Sweet, 6 6 to lb	21½
Cal. Sweet, 12 6 to lb	21
Monarch, 12 1&½-lb	26
Monarch, 12 1-lb	25
Monarch, 12 ½-lb	27
Star, 24 1-lb	19
Star, 12 1-lb	19½

Ground.
In tins

Ghirardelli's, 12 1-lb tins	26½
Ghirardelli's 24 1-lb tins	26
Ghirardelli's 60 3-lb tins	24
Venard's, 24 1-lb tins	21
Venard's, 60 3-lb tins	20
Miner's, 12 1-lb tins	22½
Miner's, 24 1-lb tins	22
Miner's, 20 3-lb tins	22

6 per cent off on 120-lb. lots

COCOA

Baker's Bkfst, 6/1	26
Van Houten's, ⅛'s and ½'s	83
Van Houten's, 1's	80
Royal Dutch, 12/¼'s	80
Royal Dutch, 12/½'s	75
Royal Dutch, 12/1's	70
Epp's, 14/½'s	40
Fry's, 12/½'s	39
Webb's, 6/½'s	22
Lowney's, 6/½'s	37
Ghirardelli's Bkfst, 6/½'s	38
Ghirardelli's Bkfst, 12/½'s	37½
Ghirardelli's Impri 8&12/½s	56
Miner's Bkfst, 6/½'s	37
Miner's Bkfst, 6/1-5's	35
Menier's, 1 ½s	47

COLUMN 24.
Condensed Milk

BORDEN'S CONDENSED MILK CO.



Gail Borden Eagle Brand, in 5-case lots	6.80 6.65
Pony	2.25
Challenge	4.70
Floral	4.65
Dime	3.75
Rose	4.40

With 10 cases Rose Cream 1 case free.

(Each of above Brands 4 doz. in case)

Borden's Malted Milk, Trial Size, per doz. 90



Borden's Pioneer Brand Evaporated Cream

Large Cans, 4 doz. in cs .00

Peerless	4.70
Yacht	3.25

Family Size, 4 doz. in case. Quarts, 2 doz. in cs

ALL ABOVE BRANDS GUARANTEED



CARNATION CREAM

20 oz. cans 4 doz Per case	4 00
5 cases	3 95
25 cases	3 90
50 cases	3 85



LILY

[large tin]

1 cs	$3 90
10 cs	3 85

Helvetia Milk Condens'g Co.



Originators Evaporated Cream

Highland Evaporated Cream 4 doz in box	$4.10
Baby Pet, 6 doz	3 00
Pet, reg., 4 doz., per case	3 35

Miscellaneous.

St. Charles, 4 doz., in case	$4 60
St. Charles, 5-case lots	4 50
Horlick's Malted Milk, doz	4 50
Jersey, 4 doz per case	3.70

Cereal Coffee.

Fig Prune, per doz	$2 25
Postum, 24/½'s, per doz	1 35
Postum, 12/1's, per doz	2 25
Postum, 36/1's, per doz	2 25
Grain-o, 12, 2s	2.75

Chutney.

Chutney, asst, qts	$6 25
Chutney, asst, pts	3 75
Chutney, Major Grey, qts	6 50
Chutney, Major Grey, pts	4 25
Ban-ki-pore, pts	3 00

Cranberry Sauce. doz.

Anderson's 2s, 2 doz box	2 00
Tea Garden, 2s, gls, 12 box	4.00
Tea Garden, 1s, gls, 24 box	2.25
Cape Cod, 2 lb, gls, 12 box	3.50
Cape Cod, 1 lb, gls, 24 box	2 00
Home Made, 1s, 2 doz box	2 15
do 2s, glass, 1 doz box	4.00

COLUMN 25.

ALPINE

EVAPORATED CREAM

	Per case
1 to 5 cases, 4 doz. to case	$3.60
5 to 10 " " " "	3.55
10 to 25 " " " "	3.50

Gallons

1 to 5 cases, 6 to case	3 35
5 to 10 " " "	3.30
10 to 25 " " "	3.25

Midgets, 8 doz. to case

1 to 5 cases, $3 90 | 5 to 10 cases, $3.85
10 to 25 cases, $3.80

Alpine Evaporated Cream Co.

Factory
HOLLISTER, CAL.

Office and Salesroom
123 California Street
San Francisco, Cal

Phone: Green 96.

Cottolene.

2's, 4's or 10's, per cs. of 60 lbs	7.00
5-case lots	6.90
10-case lots	6.85
25-case lots	6.75

With 2½ cases, ½ case free.
" 5 " 1 " "
" 10 " 2 " "
Price $7.50, $7.40, $7.35.

Curry Powder.

Cross & Blackwells, 2 oz	1.35
do 4 oz.	2.35
Do 8-oz.	3.65
Do 16-oz.	6.20
East India, Bombay, 16 oz	5.00
East India, Bombay, 8 oz	3.25

Extract of Beef.
Liebig's (Genuine)

2 oz.	4 oz	8 oz.	16 oz
doz. 4 55	8.50	15.90	29 75

"Red" Solid.

2-oz., doz	$3.96
4-oz., doz	7.20
8-oz., doz	$13.27
16-oz., doz	24.75

Marshall's

2 oz., per doz	$2.40

Gelatine.

Knox's, per doz	1 20
Knox's, per gross	14 00
Cox's, per gross	12 00
Keek's, per doz	1.15

Ginger (Preserved).

½ doz jars in cs, per cs. 2.25

Lemon Sugar.

Gilt Edge, 24/½s, per doz	1.37½
Gilt Edge, 24/1s, per doz	1 85

Lime Juice.

Tahita, 24/8-oz, per doz	$1.25
Tahita, short measure, 16-oz	1.50
Tahita, full measure, 16-oz	1.75
Tahita, full measure, 32-oz	3.50
Tahita, bulk, gal	1.00

Mushrooms. doz

Le Court, 100 to cs	$2 50
La Forrest, 100 to cs	2 75
Hotel, 100 to cs	2.00
Fancy Stuffed, pts	4.00

COLUMN 26.

OLIVES.

OLIVES IN BULK.

	25 gl.	10 gl.	5 gl.	3 gl.
Ex. No 1, Qu'n.	1 10	11 50	6 00	3 75
Lge No 1, "	1 00	10 50	5 00	3 25
No 1 Qu'n "	95	9 75	4 75	2 90
No 2 "	85	8 75	4 50	2 85
Manzanilla	70	7 25	3 75	2 40

Extra charge for kegs & barrels.



Olives

SEVILLE PACKING CO.

White Label Queen Olives—

28-oz., per doz.	$5.50
18-oz., "	3.75
6-oz., "	1 25

Pim-Olas

18 oz. 2 doz. per cs, per doz	$6 10
10 " " " "	3 55

Baby Pim-Olas

10-oz, 2 doz. in case, per doz.	$2.50
6-oz, 2 doz. in case, per doz	1.50

Olive Oil

NICHLS

	Case
½ pints, 4 doz.	$9 00
Pints, 2 doz	8 55
Quarts, 1 doz.	7 85
½-oz.	9 00



CRYSTAL BRAND OLIVE OIL.

Pure California Products.

7-oz.
Per doz...$2.40
3 doz..... 6.75

14-oz.
Per doz... 4.50

Quarts.
Per doz... 7.25

Put up by
G. O. Ryden.

MISCELLANEOUS

Golden Gate, in gal tins, per gal	1 85
" ½ " "	1 90
Pala Grove, pure Cal., qts. .. dz.	7 75
Cooper's qts, ⅋ doz.	10.00
Cooper's pts, ⅋ cs of 2 doz.	10.00
Antonini, I.P.S., qts, ⅋cs..	7.40
Do 1½-gal tins, ⅋ tin..	2.90
Durst, qts, pts, ⅋ doz cs..6.00	7.00
Lucca, Crosse & Blackwell's qts.	7.50
Lucca, Crosse & Blackwell's pts, 2 doz.	8.25
Lucca, Crosse & Blackwell's ½ pts, 3 doz.	7.25

Salad Oil.

Durand Oil.

Quarts, 1 doz to case, per case	$1.90
Pints, 2 " " "	1.95
½-pts, 3 " " "	2 00

Puritan Salad Oil.

Quarts, 1 doz to case, per case	2.20
Pints, 2 doz cs, per case	1.50
Imitation Lucca, qts	1.90

"Primrose" Salad Oil.

Barrels, about 50 gal, gal.	$ .40
1 gal. tins, 10 to case, gal.	.70
5 gal. tins, 1 to case, gal..	.45
½ gal. tins, 20 to cs., gal.	.75
Quart bottles, 12 to cs, doz	1.85
Pint bottles, 24 to cs, doz	.85
½ pint bot. 36 to cs, doz.	.65

Paprika.

Gordon Packing Co.

1-16 lb ...doz	½ lb. ... doz	6 00	
¼ lb ... doz	1 lb ... doz		
¼ lb ... doz	Bulk, lb.....		

Peanut Butter

Heron's, 2 doz to cs, per dz. 2.40

Peels.

Citron, 25-lb box	$
Citron, 10-lb box	14½
Lemon, 25-lb box	11¾
Lemon, 10-lb box	12¼
Orange, 25-lb box	12¼
Orange, 10-lb box	12¾

COLUMN 27.

PICKLES.

Gordon Packing Co.

California—Mixed or Plain.

No. 1, bbls, per gal.	$0.24 to $0.27
No. 1, ½ bbls, per gal..	.26 to .29
No. 1, 10-gal keg, p kg.	2.25 to 2.45
No. 1, 5-gal keg, p keg.	1.15 to 1.25
No. 1, 3-gal keg, p keg.	.80 to .85
No. 2, bbls, per gal.	.22
No. 2, ½ bbls, per gal.	.24
No. 2, 10-gal keg, per keg.	2 10
No. 2, 5-gal keg, per keg.	1 05
No. 2, 3-gal keg, per keg.	.80
No. 3, bbls, per gal.	.14
No. 3, 10-gal keg, per keg.	1 15
No. 3, 5-gal keg, per keg.	.60
No. 3, 3-gal keg, per keg.	.55

SWEET—"PACIFIC."

Bbls, ⅋ gal	51
½ bbls, ⅋ gal.	53
10-gal keg, per keg.	5.00
5-gal. keg, ⅋ keg	2.75
3-gal. keg, ⅋ keg	1.75
Square, 1doz ½-gal, ⅋ doz.	2.25
Square, 2 doz ¼-gal, ⅋ doz.	1.60
Square, 4 doz ⅛-gal., ⅋ doz	1.25
Round, qts, ⅋ doz.	3.75
Round, pts, ⅋ doz.	2 50
Round, ½ pts, ⅋ doz.	1.75

Crosse & Blackwell's.

Doz.

Mxd Pkls, pat tops, pts.	4.15
Mxd Pkles, Pat tops, ½ pt.	2.50
Mxd Pkls, corks, pts.	3.95
Chow Chow, pat tops, pts.	4.15
Chow Chow, pat top, ½ pt.	2.50
Chow Chow, corks, pts.	3.95
Onions, pat tops, pts.	4.15
Onions, pat tops, ½ pts.	2.50

PRETZELS.



Hoefiin Pretzel & Baking Co.,
431 Sixth St.

Hand-made Pretzels a Specialty.

Size 1, 8s, per lb.	12c
Size 2, 8s, per lb.	12c
Size 3, 8s, per lb.	12c
Fingers, 10s, per lb.	12c
Hazlenut, 10s, per lb.	12c

Also furnished in cases, 20 to 30 lbs., at 11c per lb., and barrels at 10½c lb.

Root Beer



Less 5 per cent. on gross lots

Hires', case of 1 gr.	20 00
6 doz. lots	10 00
3 "	5 00
1 "	1 75

Hires' Carbonated Root Beer cs of 2-dz pt bottles, patent tops, per cs $2.00 in 5 case lots 1 95
Hires' Carbonated Ginger Ale Per case 2 00
5-case lots, $1.95.



Hires' Rootbeer Carbonated and Ginger Ale empty bottles, if returned to Shohn-Patrick Company, will be received by them at 25c. per case of 2 doz. bottles (with case) Delivered at San Francisco.

COLUMN 28.

Saratoga Chips.

(Less 5 per cent)

Boxes, 15 and 30-lb, per lb.	$0.20
Cartons, 6-oz, 2 doz in cs, doz	1.30

SAUCES.

SNIDER'S SALAD DRESSING



Pints, 1 doz. in case, doz.	$2.75
Hlf-Pts, 2 doz. in case, doz.	1.75



Snider's Oyster Cocktail S'ce pints, 2 doz to c'se, doz	2 40
Same gallon jugs, 6 to case, per gal.	1 80
Snider's Chili Sauce, pints, 1 doz. to c'se doz	2 40
Same, half pts 2 doz. to c'se doz	1 45

Bayle's Tabasco Pepper Sauce, in cases, 6, ½-doz. boxes, per doz.	$3 00
boxes of 12 bottles, per doz.	3.50
Holbrook's W'cestershire, ½'s.	2.40
Do pts.	4.00
Do qts.	
*Lea & Perrin's Worcestershire, sm'l	2.75
*Lea & Perrin's Worcestershire, medium	5.00
*Lea & Perrin's Worcestershire, large	8.25
*5 cases 5c ⅋ doz less.	
Ban-ki-por, ½ pts, 2 doz case, per doz	2.40
Ban-ki-por, pts, 1 doz case.	3.80
Tobasco, McIlheny	4.10
Tobasco, New Iberia	3.50
Braunhardt's Tropical, ½-pts, 2 doz. per case	4.50
" pints, 2 doz. " "	8.10
Bengal Worcester, ½ pt.	.55
Bengal Worcester, pt	1.05
Pepper, sprinkle top, ½ pt.	2.00
Superior Pepper, small	.75
Superior Pepper, large	1.50

Pure Food Pk'g Co.

Worcester Sauce, London Club, ½ pts, do	.75

Salad Dressing.

Durkee, small, 2 doz, ⅋ doz.	2.55
Do large, 1 doz, ⅋ doz.	4.80
Do picnic size, 4 dz, ⅋ dz.	1.00
My Wife's, 1 dz, 16-oz. case.	2.75
My Wife's, 2 doz, ½ pt, cs.	3.40

Alpha Salad Cream.

Jumbo, 1 doz. to case, per case	4.25
Do large, 2 doz. " " "	4.70
Do picnic, 2 " " "	2.50

El Paso Manfg. Co.
1653 Mission St.



Manufacturers
Flavoring Extracts
Fruit Juices
Syrup
Salad Dressing
Bluing
Ammonia
—
Meat and Salad Dressing, doz. .90

COLUMN 29.

SOUPS.



CAMPBELL'S (1-lb. Condensed). Packed 48 1-lb. cans to case. Straight cases of any variety, or following assortment:

8 Tomato, 6 Vegetable, 4 Ox Tail, 3 Mock Turtle, 3 Chicken Gumbo, 2 Tomato Okra, 1 Julienne, 2 Beef, 2 Consomme, 2 Pea, 2 Celery, 2 Vermicelli-Tomato, 2 Clam Chowder, 2 Mutton Broth, 2 Boullion, 3 Chicken, 2 Mulligatany.
Price, per doz, any variety .$0 90

Miscellaneous.

Anderson's Asstd, per doz	.90
Anderson's straight, per doz.	.90
Snider's Tomato—3 lb tins 2 doz. in case, per doz	$2.60
Same—2 lb tins 2 doz. in case, per doz.	1.85
Van Camp's asstd, per doz.	.90
Van Camp's straight, per doz.	.90

SALT.



LESLIE SALT.

Free Running—	
Cartons, 20 5s	$ 2.50
Cartons, 24 3s	2.00
Cartons, 48 2s	2.75
Caddies, 50 2s	3.25
Velvet Grain—	
Bales, 50 3s	1.50
Bales, 30 5s	1.50
Bales, 15 10s	1.50
Bales, 8 20s	1.50
50-lb sacks, per ton	18.00
H. B. H. Liverpool.	
Bales of 75, 2's, per bale	$1.25
Bales of 40, 4's, and 15 10's	2.0
Bags, 200s (50s $5), per ton	7.50

Rock Salt.

Half-Ground, 100-lb sacks, per ton	$ 3.50
Stock, 100-lb sacks, per ton	3.00
Liverpool Lump, per ton	13.50
Cal. Table and Dairy, pr bale.	1.0
Cal. Table and Dairy, 50's, per ton	6.25

Package Salt.

Shaker Salt, per doz.	$0.90
R. S. V. P., 3's, 24 to cs, p. cs.	2.25
R. S. V. P., 5's, 20 to cs, p. cs.	2.75

Celery Salt.

Mertens, 1 doz in box	1.05

Sauerkraut.

Barrels, per lb.	.02¾
½ bbls	.03
¼ bbls	.03¼
3-gal kegs, per keg	.90
5-gal kegs, per keg	1.15
10-gal kegs, per keg	2.25
2-lb tins, 2 doz in cs, doz	1.35
2½-lb tins, 2 doz in cs, doz.	1.60

COLUMN 30.

SPANISH DELICACIES.

Specialties of the
Spanish-American Food Co.
149-155 Fremont St.
Medal Goods. Paris Exposition.
IXL BRAND.



	Doz.
Beef Tamales in key op. cans	.95
No. 1 Boneless Chicken Tamales in key-op. cans	1.30
No. 2 Not Boneless Chicken Tamales in key op. cans	1.00
Extra Special Boneless Tamales in key op. cans	1.60
Chili Con Carne, 1 lb.	1.20
Enchiladas, in key-opener cans	1.20
FRIJOLES, 1 lb	.90
Tripe, Spanish style, 1 lb	1.25
Concentrated Soup, pts., 20 varieties	.90
Concentrated Soup, qts., 20 varieties	1.85
Minced Deep Sea Clams, 1 pt.	1.00
Minced Deep Sea Clams, 2 pt	1.65
Clam Juice, 1 pt.	.95
Clam Juice, 2 pt.	1.50
Cal. Baked Beans, tomato sauce, 1 lb., 4 doz in case	.85
Cal. Baked Beans, tomato sauce, 2 lbs., 2 doz to case	1.35
Cal. Baked Beans, tomato sauce, 3 lbs, 2 doz to case	1.75
Chili Beans (Tamale Sauce) 1 lb, 4 dz to case	.85
2 lb, 2 " "	1.35
2 lb, 2 " "	1.75
Deviled Oysters, for Sandwiches 4 doz to case	1.40
Pate Chicken Liver for sandws. 4 doz. to case	1.40
Macaroni and Cheese, with Tomato sauce, 1 lb, 4 dz. ca.	.90

Truffles.

Rilhac, 100/¼'s, per doz.	12.00
Rilhac, 100/ 1-16's, per doz.	3.00
La Forrest, 100/¼'s, per doz.	17.00

Vinegar.

	½ Bbl.	10 bbl.	5 gal.	3 gal.
30 grain	08	10	1 15	65 50
40 grain	10	12	1 35	75 60
50 grain	12	14	1 70	90 80
60 grain	14	16	2 00	1 10 95
80 grain	16	18	2 65	1 50 1 25
90 grain	18	20	3 50	1 85 1 65
100 grain	20	22	3 85	2 00 1 85

Hammond's Vinegar.

Salad, qts, per doz.	1.25

Yeast Cakes.

Great Western	1.00
Gillett's Magic	1.20
Yeast Foam	1.20

COLUMN 31.

Department 19.
GROCERY SUNDRIES.

Axle Grease.

H. & L., per case.....$1.50
C. & S., 2-doz case, per case... 2.00
" 5 cs lots.....1.95
" 10 cs lots.....1.85
Frazer's, 2 doz tins, per case..2.25
Frazer's, 4 doz wd, per case... 3.60
Frazer's, 15-lb pails..... .85
Mica, 3 doz tins, per case..... 2.25

Paper Bags.

Automatic, Self-opening, 500 in pkg.

List.	
¼-lb $1.00	8-lb 4.80
½-lb 1.30	10-lb 5.20
1-lb 1.60	12-lb 6.30
1½-lb 1.70	14-lb 8.30
2-lb 2.00	16-lb 9.00
3-lb 2.50	20-lb 10.00
4-lb 2.90	25-lb 11.00
5-lb 2.40	30-lb 13.00
6-lb 4.00	35-lb 15.00
7-lb 4.40	

Discounts from above List:
(Cheapest).....50 pct and 5, 10's
Eagle or Equal....50 pct and 2, 10's
White Fibre, or any white bag. .....50 pct and 1, 10's
Mikado (striped) .....40 pct
Sugar Bags, broad bottom, lb....06
Lion, 40 per cent and 1....1.10

Bluestone.

Barrels, per lb (5 bbls 5½c) .$0.05¾

Bathbrick.

Bristol, 2 doz, per case (25 case lots 67½c) $0.70
Powdered, 20 1's, per case 1.15
Powdered, 40 ½'s, per case 1.25

CANDLES.
Adamantine.

Schneider's 10 oz. 20's.....$0.07
Schneider's 12 oz. 20's..... .08½
Schneider's 14 oz. 20's..... .09½
Parafine, 20 1 lb. cakes...1.90
do, 5 bx. lots.....1.80
do 40 1 lb cakes.....3.80
do 5 bx lots.....3.65
do 100 1 lb cakes.....9.50
do 5 bx lots.....8.50
P. & G. Adamantine, 10 oz. 8¼
do 12 oz. 9¾
do 14 oz. 10½
Yacht Club Quartz Candles
20 sets 14 oz..... .10
40 sets 14 oz..... .09¾

Stearic.

Schneider's 14 oz 20's or 40' .12
Schneider's 16 oz 20's or 40's. .13½

Parafine, Etc. Per lb.

4s, 6s, in cartons of 36-lb bxs..10¾
12s, in cartons of 36-lb bxs.....10¾
½-lb, in cartons of 25-lb bxs...10¾
1-lb, in cartons of 25-lb bxs....10¾
Colored 1c higher.
Beeswax, pure for churches.. 40
Do No 2..... 30
Do No. 3..... 25
Christmas, all sizes.....@ 8½
Do holders, @ gross..... 85
Wax Tapers, @ doz pkgs (@ gross 8.00).....65 75
Night Lights, German, on pap & wd, (doz 40)..... 85
Do French, on tin, doz.. .....50, .75, 1.10

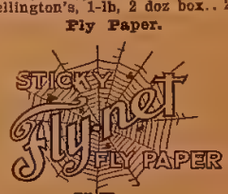
Cordage.

Basis price: Manila 14½c. Sisal 9¾c (5,000 lbs ¼c, and 10,000 lbs ½c less.)

Egg Food.

Pratt's, 26-oz, 2 doz in cs....$2.25
Wellington's, 1-lb, 2 doz box.. 2.00

Fly Paper.



Fly-Net, Per case $2.60
Magnet, per case.....$2.50
Tanglefoot, per case..... 2.90
Tanglefoot Holders, per case of 50 ..... .75

Fruit Jars.

Mason's, pts, per gr..... $7.10
Mason's qts, per gr..... 7.80
Mason's, ½ gals 11.15

Fruit Jar Caps.

Porcelain, 6 doz to box, per bx 2.40

Fruit Jar Rubbers.

No. 1 white, per lb..... 50-60c
"Gold Seal," cartons, per gr.. .75
"Badgers," cartons, per gr.... .60

Hops.

No. 1, ¼ lb, 30-lb. box, lb..... .28
No. 1, ½ lb, 30-lb box, lb..... .28
No. 1, 1 lb, 30-lb box, lb..... .28
Less than 30-lb boxes..... .29

Horseradish.

½-pts, 2 doz in box, doz..... 1.10
Pts, 1 doz in box, per doz.... 1.50
Qts, 1 doz in box, per doz..... 2.75
Bulk, per gal ..... .75

Glue.

Le Page's, 1 oz, per doz..... .75
Le Page's, 2 oz, per doz..... 1.15
Le Page's ½-gill tins, per doz. 1.20
Le Page's, 1-gill tin, per doz.. 1.60
Standard, small, per doz..... .50

COLUMN 32.

EUREKA
INSECT EXTERMINATOR.



Manufactured by
Jos. Fusch, 525 Front Street, San Francisco.

10c size, doz 75
25c size, doz 1.75
60c size, doz 4.50
1.00 size, doz 8.00

Harmless to persons or animals; does not irritate the skin or injure the eyes.

MATCHES.

Metropitan, full count, per tin.$1.15
Universal, shrt count, pr tin .85-.90
Boys' block pap pkg, per doz .10
Swedish Safety, per gross..... .80
Swedish wind, 1 gross..... 85
Vulcan Parafine, 65s, @ gross (50 gross 50c) .....50 .55
Japanese Safety, per gross..... .50
Squirrel Matches, 55s, per gross .48
Ship Safety Matches, la ge, gross .75
" " small, " .65

Diamond Match Co.'s.

Anchor, 200 ..... 1.70
..Do 500s..... 4.00
G. G., 60s..... 2.75
Red Top Safety 3.25
S. & C., Eastern Parlor, 80s.... 4.25
Press, 100s, 5-gross cs..... 4.75
Little Star, per cs..... 2.25
Search Light, 500s, large 1 gr.. 4.75
(Discount of 25c per case on 5 cs lots)

Paper, Wrapping.

Butter, White, @ ream..... 20
Do Waxed @ ream..... 25
Manilla, No. 2, roll, any sz, lb....3½
Manilla, No. 1, rolls or reams, @ lb..... 5
Straw, @ ream..... 70
Do rolls any size, @ lb.... 3¼
Drab, @ ream..... 60
Do rolls any size, @ lb.... 2⅜
Metropolitan White Fibre Rolls, per pound 4

Paper, Toilet.

Columbia, in rolls, 7 oz, per cs of 100 .....2.75
Royal, 100 rolls of 500 shts....4.00
Pilot, 100 tablets of 500 shts..3.75
Golden Eagle, 100 tablets of 1,000 sheets 8.00

Polishes, Shoe.

Mason's.

Mason's Colt-Coron-Ide Per gross $1.70; per doz. 40c
Mason's Paste Stove Polish Per gross $4 70, ¼-gross $1 20
Mason's Challenge, per doz .... .40
Mason's Challenge, per gross .. 4.70
Challenge Shoe Dressing, small per doz ..... $ 75
large " " 1 50
Russett Comb'n. shoe Dressing small, per doz .. 75
large, " " 1 50
Black Comb'n Shoe Dressing small per doz 85
Patent Leather Polish, per doz 50
Mason's, No. 4 45
" " per gross 5 20
" No. 3 per doz 35
" " per gross. 3 40
" No 2 per doz 30
" per gross..... 3 00
" No. 1 per doz .. 25
" " per gross . 2 80

Scott & Gilbert Co.

Manufacturers.
214-216 Mission St., San Francisco



In 5 dozen cases per

Alaska Seal Oil	20 00
Top Notch	15 00
Russian	12 00
Boss	9 00

Bixby's.



Jet Oil ..... per doz. 85
Jet Oil, 3 doz. in box, with Marvel Brush Free 2 55

COLUMN 33.

BIXBY'S—Continued

Royal Polish ..... per doz. 85
Royal Polish, 3 doz. in box, with 3 pkgs. 5c Carpet Tacks free.2 55
Shoe Satin, Small Comb per doz. 80
Shoe Satin, Large Comb, per doz. 1 25
No. 5, Shoe Satin Paste, per doz. 40
No. 10, Shoe Satin Paste, p doz 85
Satinola, Small Comb 80
Satinola, Large Comb 1 25
No. 5, Satinola Paste. 40
No. 10, Satinola Paste 85
"BBB" Blacking Size M 3 dz. in box ..... } 1 25
½doz. paste free
"BBB" Blacking, Size B. 3 doz. in box ..... } 2 50
1 doz. paste FREE .....

Polish, Stove.

Rising Sun, large pkg, @ gross.6.25
Do 5-gross lots, @ gross. 6.00
Do Small pkg, @ gross....4 25
Sun Paste, large, ¼ gross, per gross 8.00
Sun Paste, small, ¼ gross, per gross 5.00
Enamaline, No. 4 tins, @ gross.5.00
Do No. 6 tins, @ gross.....8.25
Do Liquid, pt-tins, bx 3 doz.2.25



Small, 3 doz. to cs., per cs. $1.50
Large, 3 doz. to cs., per cs. 2.50
(½ doz. free with each case)

Polish, Metal.

Electro Silicon, 1 gr in case, per doz.. 80
Brilliantshine, ½ pts, per doz.. .90
Brilliantshine, pts, per doz.... 1.70
Brilliantshine, qts, per doz.... 3.10

U. S. Metal Polish.



POLISH	Doz
Qts...	$3 00
Pts...	1 70
½ Pts.	90
PASTE	
lb...	$3 00
½ lb ..	1 75
3 oz ..	50
Barkeepers Friend powder gr	$18 00

U. S. METALLIC POLISH PASTE is put up by a Practical Chemist; also in Liquid Form. Free from Acid or Grit. 20 years in the Markets of the World. **J. T. WILSON,** Pacific Coast Agt., 1770 15th St., S. F. For sale by all dealers. Also the Barkeepers' Friend Cleaning Powder.

Rope.

Manila, 1¼-in. cordage ..... .11
Sisal, 1¼-in. cordage ..... .10¾

Seeds.

Anis 14½
Canary 6¼
Caraway 8 10
Celery 15
Coriander 13
Cumin 4
Flax, ground 3¼
Flax, whole 4½
Hemp, sacks 6½
Millet 5½
Mustard 10¼
Poppy (Or sks 9¼) 11
Rape, Cal. 2 00
Bird gravel, 40 2s .....
Bird Seed Mixed 48—1-lb. pkg

Original sacks 1c less.

Sheep Dip.

Little's, 10½-gal tins, per gal$1.05
Little's, 5-gal drums, per gal.. 1.05
Smith's, 10½-gal tins, per gal .95
Smith's, 5-gal drums, per gal .95

Twine.

Cotton, 4 ply, 100-lb bls, per lb 19
Do 3 ply, 100-lb bls, per lb.... 19
Do 2-lb cones, per cone 44
Hemp, 8-oz balls, per 3-lb pkg.. 70
Do, 4-oz. balls, per 3-lb pkg. 75
Do 2-oz balls, @ 3-lb pkg.. ...
Sack, 4 ply, 12-lb pkgs, per lb. 23

Wax.

Fruit, 25 1-lb pkgs. 90
Japan, per lb 20
Bees 35

Wax Strings.

12 in. 10 pkg. 100 stgs each ... 1 50
14 in. 10 pkg 100 stgs each 1 60

COLUMN 34.

COLUMN 35.

Department 20.
WOOD AND WILLOW WARE

AXE HANDLES.

Ex. 36-in., doz.....$2.25
No. 1, 36-in., doz..... 1.75
No. 2, 36-in., doz..... 1.25
No. 3, 36-in., doz..... 1.05
Ex. 38-in., doz..... 4.00
Ex. 40-in., doz..... 4.25

BASKETS.

	Per Doz.
Cal., Open, Spruce, No. 3..	.60
Cal., Open, Spruce, No. 4..	.60
Cal., Open, Spruce, No. 5..	.84
Cal., Satchel, Spruce, nest, 0-5	1.10
Cal., Satchel, Spruce, nest, 1-5	1.00
Cal., Satchel, Spruce, nest, 1-41	.71
German market, nest of 4	1.25
Clothes, Oval, Wil., No. 0.	6.50
Clothes, Oval, Wil., No. 1.	6.00
Clothes, Oval, Wil., No. 2.	7.50
Clothes, Oval, Wil., No. 3.	9.00
Clothes, Oval, Wil., nest 4...	3.17
Japanese Telescope, nest of 5, size 18x12x7.....	1.60
Same, size 20x13½x7.....	1.25
Same, size 24x15x10.....	1.75

BOWLS, WOODEN.

	Per Doz.
Maple, No. 1, 11-inch.....	.75
Do No. 2, 13-inch.....	1.50
Do No. 3, 15-inch.....	2.75
Do No. 4, 17-inch.....	4.25
Do No. 5, 19-inch.....	5.75
Do No. 6, 21-inch.....	7.50
	Per nest.
Maple Nests, 3, 13, 15, 17-inch	.71
Same, 4, 13, 15, 17, 19-inch	1.20
Same, 5, 13 to 21-inch...	1.81

BROOMS.

	Per Doz.
Patent Cap, No. 1.....	3.80
Patent Cap, No. 2.....	3.60
Patent Cap, No. 3.....	3.35
Extra Patent, No. 1.....	3.85
Extra Patent, No. 2.....	2.60
Extra Patent, No. 3.....	2.40
Ladies' Pride, No. 1.....	2.85
Ladies' Pride, No. 2.....	2.60
Ladies' Pride, No. 3.....	2.40
Little Beauties	3 00
Ladies' Delight	2.80
Toy, 2 strings	.90 1 35
Wisp, 2 strings	.90 1.25

BRUSHES.

	Per Doz
Dust	2 00 12 00
Scrubbing	55 3 00
Dandy	1 50 5 75

Shoe Brushes.

No. 1, black tampico	1.10
No 2 bristles	1 65
No 3, white bristles	1.75
No 4, bristles	2 00
No. 5, white bristles	2.25
No 6, horse hair	2 70
No. 7, bristles	3.90

Stove Brushes.

	Per Doz.
No 1 tampico, handles, 90c-$1	10
No. 2 bristles, handles.....	1.85
No 3, tampico, handles	1 55
No. 4 bristles, handles.....	3.25

Ox Fibre Brushes.

	Per Doz.
Scrub T & B..9x2¼ in face	.80
Do Hub, 10x2¾ in face..	2.00
Do Magic, 7½x2 in face	1 10
Do Owl, 6¼x1¼ in face	.85
Do Cat, 10¾x2¼ in face	1 50
Do Rat, 8¼x2¼ in face	1 25
Do Mouse, 6¼x2¼ in fa	1.00
Do Alligator, 10½x2¾ in face	2.25
Do Goose, 8¾x2¾ in fce	2.00
Do Duck, 6½x2¾ in fce	1.50
Stove, Hustler, 8½x2½ in face	2.25
Sink, Bell, 3½x2½ in face	1 40
Sink, Gong, 4¾x3¾ in face	2 25
Horse, Pointer, 10x3¼ in face	3.00
Creamery, Jersey, 9x5 in face	3.25
Creamery, Holstein, 9½x5½ in face	3 50
Dust, Peacock, 10½x4 in face	3.25
Hand, Windsor, 4½x1¼ in face, per gross.....	6.00
Whitewash, Snowstorm, 9-in., per doz	2.00
Same, 8-in., per doz.....	1.75
Same, 7-in., per doz	1.50

CAN OPENERS.

Diamond, per doz $0.75
Crown, per doz 1 25
Safeguard, per doz. 2.25

CARPET SWEEPERS.

Bissells, per doz 25.00 to 27.00
King, per doz 24.00

CHEESE SAFES.

Round No 1 10-in $2.20
Round No 2 22-in 2 25
Round, No 3, 24-in 3 50
Square, each 4.00

Clothes Line.

Hemp 40-foot per doz $0 80
Hemp, 60-foot per doz 1 25
Cotton 40 foot per doz 80
Cotton 60-foot per doz..... 1 20
Cotton 75-foot per doz 1.75
Manila 40 foot per doz 1 25
Manila 60-foot per doz 2 50
Sash Cord 70 foot, per doz . 1 75
Sash Cord 80-foot per doz . 3 00
Wire Cord 50-foot per doz 1 05
Wire Cord 75-foot per doz 1 60
Wire Cord, 100-foot per doz . 2.75

COLUMN 36.

Clothes Line Pulleys.

Galv Iron, per doz $0.50

CLOTHESPINS.

Common, per bx of 5 gross .65
U. S. Patent Spring, per gr .60

COFFEE MILLS.

Enterprise, Family, No. 1, doz.$2.50
Enterprise, Family, No. 2 doz. 3.50
Enterprise, counter, ea....5.50-$5.00

TUBS.

Wine pt size, per M.....$4.75
Wine, qt size, per M..... 5.25

Demijohns.

Discount 30 per cent

½-gal., doz..$3.25 2-gal., doz..$10.50
½-gal doz.. 4.50 3-gal., doz.. 13.50
1-gal., doz.. 6.50 5-gal., doz.. 19.00

Dust Pans.

No. 1 Japan, doz..... .63
Covered, doz 1.05
Janitor doz 2.25

Dusters.

China, fancy colored, doz.... .75
Standard Turkey, No. 10, doz.. 1.60
Standard Turkey, No. 12, doz.. 2.10
Standard Turkey, No. 14 doz.. 2.75
Standard Turkey, No. 16, doz.. 3.25
Standard Turkey, No. 18 doz.. 3.75

DOOR MATS, COCOA.

	Per Doz.
Light, No. 1, 14x24.....	4.00
Do No. 2, 16x27.....	5.50
Do No. 3, 18x30.....	7.25
Do No. 4, 20x33.....	9.00
Medium, No. 1, 14x25	5.25
Medium, No. 2, 16x27	6.75
Medium, No. 3, 18x30	8.50
Medium, No. 4, 20x33.....10.25	
Extra, No. 2, 16x27.....	9.50
Extra, No. 3, 18x30.....12.50	
Extra, No 4, 20x33.....15 00	
Extra, No. 5, 22x36.....18.00	
Keystone Steel Mats.....	

Faucets.

Cork lined, No. 1, doz.....$0.60
Cork lined, No. 2, doz..... 75
Cork lined, No. 3, doz..... 90
Cork lined, No. 4 doz..... 1.25
Cork lined, No. 5, doz..... 1.50
Molasses Gates $0.25
Self-Measuring Faucets, each. 3.00
Syrup Pumps (Ent'rprise), ea. 5.75
Syrup Pumps with auger, ea . 6 00

Ironing Boards.

4-ft per doz..... 4.20
4½-ft., per doz 4.75
5-ft. per doz 5 25
5½-ft., per doz 5.75

LAMP CHIMNEYS.

XX Eureka Grade.
Eureka Crimp Top in Cartons.

	Per Doz.
No. O or E, 6 doz. in case	.75
No. 1 or A, 6 doz. in case	.75
No. 2 or B, 6 doz. in case.	.95

Eureka Electric.
In Cartons.

No. 2 6 doz in case, per doz..1.00

Lantern Globes. per doz
Packed 5 doz in case..... .70

Eureka Bochester.

	Per Doz.
No. 1, 6 doz. in case.....	.85
No. 2, 6 doz. in case.....	1.05
No. 3, 6 doz. in case.....	2.10

Macbeath Pearl Top.

No. 1 or A 6 doz. in case. .85
No. 2 or B. 6 doz. in case. 1 05

La Bastie.
Heaviest and best in market.

	Per Doz.
No A plain bulk, 6 doz. in case	1.20
No. B. plain bulk, 6 doz in case	1.50
No A crimp bulk, 6 doz. in case	1.80
No B. crimp bulk, 6 doz. in case	1.60

Common Chimney.

	Per Doz.
No. 0 or E, 6 doz. in case.	.40
No. 1 or A, 6 doz. in case..	.45
No 2 or B 6 doz. in case.	.65

Common Bochester.

No. 1, 6 doz in case..... .80
No. 2, 6 doz in case..... .90
No. 3, 2 doz. in case..... 2.00

Lamp Burners.

0 or E, per doz $0.50
1 or A, per doz 60
2 or B, per doz..4..... 75
Crimp fits 12 collar takes E wick)
Solar Burners, doz 1 50

LEMON SQUEEZERS.

Bell, per doz $0.50
Glass, No 1, per doz 50
Glass, No 2 (for oranges) doz 85

MOPS AND HANDLES.

	Per Doz.
Cotton Mops .....1.20 and 1.50	
Jute Mops ..... 1 60 and 2 00	
Cotton Mop Handles 1 00	
Plain Mop Handles ..... .90	

PAILS.

	Per Doz.
Wood, painted, 3 hoops...	2.25
Wood, varnished, 3 hoops	2.25
White Cedar, 3 galv hoops	2.75
Flaring	3.50
Galvanized 10 quarts	1.75
Galvanized, 12 quarts	2.05
Galvanized 14 quarts	2.35

SHELF PAPER.

	Per gross.
Narrow, assorted colors.	.12
Wide, assorted colors....	.35

COLUMN 37.

TUBS.

White Cedar—No. 0, 13.00; No. 1, 10.50; No. 2, 9.00; No. 3, 8.00.

Painted or varnished—No. 0, 11.40; No. 1, 9.60; No. 2, 8.40; No. 3, 7.20.

Fiber—No. 0, 18.00; No. 1, 14.50; No. 2, 12.50; No. 3, 11.00.

Galvanized—No. 1, 5.50; No. 2, 6.20, No. 3, 7.20.

WASHBOARDS.

	Per Doz.
California, regular size.....	2.10
California, small	.90
Stag	2.75
Bronze	3.50
Good Enough	2.25
Anchor, single	1.80
Nameless	2.25
Peerless, double	3.50
North Star	3.50
North Star, protector....	4.00
Crystal Glass	4.00
Misses	1.50
Toy	.90

WICKING.

	Grs.
Lamp, 0 or E, ⅜-in.....$0.30	
Lamp, 1 or A, ⅝-in.....	.40
Lamp, 2 or B, 1-in.....	.60
Lamp, 3 or D, 1¼-in.....	.90
No. 1 Rochester	2.00
No. 2 Rochester	2.75
No. 3, Mammoth	9.25
Junior Rochester	1.50
Stoves, 3-in	1.80
Stoves, 3½-in.	2.25
Stoves, 4 in	2.50
Stoves, 4¼-in	2.00
Stoves, 5-in	3.50

WRINGERS.
Wood Frame Novelty.
Two top screws; iron tub clamps.

	Per Doz.
No. 350, 10x1¾ in	30.00
No. 351, 11x1¾ in 36.00	
No. 352, 12x1¾ in 42.00	

One top screw; wooden top clamps.

No. 360, 10x1¾ in.....31.00	
No. 361, 11x1¾ in.....36.00	
No. 362, 12x1¾ in.....42.00	

Ball Bearing.

No. 380, 10x1¾ in.....40.00	

MISCELLANEOUS.

Barrels, paper, 100-lbs, ea. .80
Barrels, pa., 50 lbs ea..... .65
Barrel Covers, 17-in. (flour barrel size), per doz..... 1.80
Barrel Covers, 21-in (sugar barrel size), per doz..... 2.70
Basins, fiber, 12-in., pr dz. 2.25
Basins, fiber, 1½-in., per doz..... 2.50
Brownies, per doz....85, 1.15 1.35
Butter Ladles, plain, doz.... 45
Butter Ladles, clays, doz 85
Butter Spades, doz 40
Dishes, oval 1, 2 and 3-lb, per 1,000.....2.20, 2.30, 2.90
Dishes, wire end..... ....1.35, 1.80, 2.35, 2.85, 3.25
Egg Beaters, Dover..... 1.00
Lemon Squeezers, fiber, dz 1.25
Measures, fiber, 4 pcs 1.25
(Set pt., qt., ½ gal and funnel)
Lanterns, O Tubular, doz. 5.25
Lanterns, candle, frame, only doz. 1.00
Lantern Candle, with chimney, doz. 1.75
Lantern globes, in bbls. 70@95
Mouse Traps, 1 to 6 holes, doz, 6 holes ..... .60
Traps, mouse, "Does-it-easy," doz. 25
Traps, rat, "Blizzard," doz.... 1.25
Nest Eggs, per doz..... 20
Oil Cans, 1 gal., cush., per doz 1.50 4.00
Oil Cans, 1 gal., galvanized Iron 2.00
Oil Cans, 5 gal., galvanized iron 6 00
Potato Mashers, per doz. 45@75
Rolling Pins, per doz. 1.20 and 1.45
Spoons, wooden...30c, 37c .65
Step Ladders, each per ft. .....17 .40
Tacks, steel, assrtd, 2-oz, doz... 25
Tacks, Common, 2 oz., doz.. 8½
Tapers, gas, 20/17-in, sigs doz 65
Tobacco Cutters, standard, ea 80
Toothpicks, per case, 110 box 2.25
Twine Holders, hanging, doz 2 00
Twine Holders, counter, doz . 3 10
Spittoons, fiber, 13-inch.. 6.00
Spittoons, fiber, 12-inch.. 4.75
Spittoons, fiber, 9-inch... 4.00
Whips 90
Window Screens, 12-in , doz.. 1 60
Window Screens, 18-in., doz.. 2.20
Window Screens, 24-in., doz.. 2.64

STATIONERY.

Blank Books.

Counter, 48-leaf .....$ .50
Counter, 92-leaf 75
Cap, Day & Ledger, per 100 pp ..... 10@ 40
Full bound ..... 50@ 75

Writing Paper.

	Ream
Commercial Note, 5lb...	45@ 75
Commercial Note, 6lb ..	50@ 90
Letter, 10 lb, ex.....	90@1 50
Cap, 12 lb, ex.....	1.08@1.80

COLUMN 38.

Envelopes.

	Per M
XX, 5-in.	1.00@1.60
XX, 6-in.	1.10@1.60
XXX, 10-in.	2.80
XX, 4-in., Baronial, cream or white	1.40@1.80
XX, 5-in., Baronial cream or white.....	1.60@2.00

INK.

Scott & Gilbert Co., Manufacturers,
214-216 Mission Street, San Francisco

SUNSET BLUE BLACK



	gross
Cones, 3 dozen case	$4.50
2 oz. round studs 3 dz..	4 50
	doz.
4 oz. round studs, 3 ds.	75
½ pints, 2 doz case..	1 25
Pints, 2 doz. in case	2 00
Quarts, 1 doz. in case	3 50
	gal.
5 gallon kegs	70
10 gallon kegs .	60
Barrels	50
Assorted colors.	doz
1 oz, stands, any color	50
2 oz. stands, any color	75

BLACKSTONE MFG. CO.
1960 Howard St., S. F., Cal.



	Gross
Cones, 3 doz to cs.....	$3.75
2-oz., Rnd Cylndr, 3 doz to cs..	2.90
3-oz., Rnd Cylndr, 3 doz to cs..	5.75
4-oz., Rnd Cylndr, 3 doz to cs..	6.50
	Doz.
8-oz., Rnd Cylndr, 2 doz to cs..	1.15
16-oz., Rnd Cylndr, 1 doz to cs.	2.00
Full qts., Rnd Cylndr, 1 doz to cs	3.75

Above prices are for Jet Black, Blue Black, Green, Blue, Violet and Carmine Inks.
(Copying Inks 10 per cent additional.)

Miscellaneous.

Carter's or Sanford blk cylinder, gross	4.50
Sanford's, 4 oz., black cylinders, doz.	60
Sanford's ½ pt, doz.....	1.75@2.00
Sanford's pts, doz	3.00@4.50
Sanford's qts., doz.	5.00@7.50

Lead Pencils.

	Gross,
Plain cedar	.60
Black polished	1.10
Cedar, rubber tip	1.00
Red polished, metal rubber tip	1 50@3.50
Carpenters'	1.75@2.25
Eagle Automatic, doz..	85@2.00
doz.	40@1.80



Mucilage

Scott & Gilbert Company

Mnfrs., 214-216 Mission St San Francisco, Cal.

SUNSET EXTRA HEAVY

	doz.
2 oz. cones, 3 doz. cs.	37½
3 oz cones, 3 doz. cs.	75
½ pints, 1 doz. case	2 00
Pints, 1 doz. in case	3 50
Quarts, 1 doz. in case	7 00
Gallons, ½ doz. ea e	20 00

Blackstone Mfg. Co.
1960 Howard St. S. F., Cal.

	Gross.
2-oz. Cones, 3 doz. to cs.....	$4.00
3-oz. cylndrs. 3 doz to cs.....	5.75
	Doz
8-oz. round, 2 doz to cs.....	1.75
16-oz. round, 1 doz. to cs.....	3.00
Full qts., 1 doz. to cs.....	5.00

Bulk quotations (5, 10 and 30-gal.) on application.

Steel Pens. per gr Gross.

Railroad, 1 gross in box.....$0.40	
Stub No. 413 , ...	40
Falcon	40
Bank	40
Easy Writer	50
Extra Fine	45
Elastic	45
Railroad Stub	40
Ladies' Falcon	40
School	40
Spencerian No 1	85
Gillotts No. 404	50
Gillotts No. 303	1.00

COLUMN 39.

Department 22.

TOBACCO, CIGARS, SMOKERS' SUPPLIES, ETC.

AMERICAN TOBACCO CO.

Plug Tobacco.

Battle Ax, 16 oz, 3x12, 5 cuts, 12, 24 lb	39
Big Gun, 16 lb butts, 16 oz., 3x12, 6 cuts	44
Brandywine 4 to lb., 2¼x9, 8 cuts, 4 and 8 lb	46
Bullion, 16 oz. 3x12, 12 lb.....	47
" 6 to lb., 1x6, 20 lb ..	50
Burr Oak, 16 oz., 3 x 12 emb., 6 and 12 lb.	48
Climax, 16 oz, 2x12, 6 cuts, 6, 12 and 30 lb	45
Climax, 7 oz, 2x12, R & R 6 cuts, 7, 10½ and 21 lb.	48
Climax, 7 oz, 3x12, thin, 7 and 14 lb	48
Climax, 6 to lb, 2x3, Twin 4 lb boxes	50
Climax, 14 to lb, 1x3, Figs 4 lb boxes	54
Cross Bow, 14 oz, 3x12, 4 cuts 14 lb	38
Drummond Nat., 5½ oz 3x12, 8 cuts, 5, 8, and 12 lb	61
Five Brothers, 4 oz, 3x6, 2 cuts, 4 and 8 lb ...	65
Gold Rope 7 to lb. 3, 6, 12 lb. ..	56
Gold Rope 14 to lb. 4, 8 lb	58
Good Luck, 3x6, 16 lb.	45
Granger Twist, 12 and 15 lb pails	43
Horse Shoe, 16 oz, 3x12, 6 cuts, 8, 12 and 24 lb	43
J. T., 7 oz, R & R, 2x6, 2 cuts, 10½ and 21 lb	39
J T., 7 oz. Smo. 2x6, 2 cuts, 10½ and 21 lb.	39
J T., 14 oz, Smo. 3x12, 4 cuts, 10½ and 21 lb. .... R & R ..	39
Newsboy, 5 to lb, 2¼x4½, 10 15 and 25 lb.....	40
Nobby Spun Roll, 7 to lb, 1½x8½, 3, 6 and 12 lb.....	57
Old Honesty, 15 oz, 3x12, 6 cuts, 7½, 15 and 30 lb ...	44
Old Kentucky, 6 to lb, R. & R., 8, 16½ and 25 lb...	48
Old Peach and Honey, 6 to lb 8 lb butts	48
Out of Sight, 12 butts, 12 oz., 3x12, 3 cuts.....	35
Piper Heidsieck 5½ oz, 2¾x8, 3 cuts, 4, 7, 14 lb	60
Red Cross, 16 oz, 3x12, 4 cuts 12 and 24 butts	
Red Ribbon Twist, 10 to lb, 6 inch, 8 lb pecks, 16 lb, ½ bus	40
Saw Log, 16 oz, 2x12, 6 cuts, 24 lb.....	46
Saw Log, 32 oz, 3x12, 12 cuts, 32 and 48 lb	46
Something Good, 5½ to lb, 2x4 9, 18 lb.....	45
Spear Head 16 oz, 2x12, 6 cuts, 6, 18 and 30 lb.	45
Spear Head, 7 oz 2x12, 6 cuts, 7, 10½ and 21 lb	48
Standard Navy, 14 oz, 3x12, 4 cuts, 14 and 28 lb.	38
Star, 16 oz, 3x12, 6 cuts, 12, 24 and 52 lb	44
Weissinger's Special, 5 1-3 oz., 3 x 12 emb, 2, 6, 12 lb.	48
W. N. T. Nat. Leaf, 6 and 12 lbs., bxs., 5½ ozs., 3x12....	57

Smoking Tobacco.

(5-lb Cartons, 25 and 30-lb cases.)

Seal of N. C., 1⅝ oz, foil.....$0.68	
Seal of N. C., 3½ oz, foil.....	.62
Seal of N. C., 8 oz, foil.....	.59
Seal of N. C., 16 oz, foil.....	.59
Old Gold, 1⅝ oz, foil or pouch	.70
Old English curve cut, 1⅝ oz	.74
Old English curve cut, 3½ oz	.74
(In curved tins.)	
Pedro, 1⅝ oz, foil.....	.4
Pedro, 1⅝ oz, pouch.....	.51
Pedro, 1⅝ oz, assorted.....	.50
Pedro, 16 oz, tin canisters....	52
Dixie Queen, 1⅝ oz, foil.....	.40
Dixie Queen, 16 oz, tin canisters, 6-lb cartons, 24-lb cas	.43
Duke's Mixture, 1⅝-oz sack..	39
Arlington, 1⅝ oz, foil.....	.65
Cross Cut, 1⅝ oz, foil.....	.60
Duke's Cameo, 1⅝ oz.....	.42
Duke's Cameo, 2½ oz, foil....	.45
Melrose, 1⅝ oz, foil.....	.65
Fragrant Vanity Fair, 1⅝ oz, foil	.95
Red Indian Plug Cut, 1⅝ oz and 3½ oz, foil.....	.42
Red Indian Plug Cut, 16-oz pails	.44
Fashion, 1⅝ oz	.41
Fashion, 16-oz pails.....	.44
Bull Durham, 1 oz.....	.66
Bull Durham, 1⅝ oz.....	.66
Bull Durham, 3½ oz.....	.60
Bull Durham, 8 oz.....	.58
Bull Durham, 16 oz.....	.58
Pick Leaf, gran, 1 oz, 25-lb cs	.80
Corn Cake, gran, 1-lb bags, 25-lb cases, per lb.....	.28
Echo Plug Cut, 1⅝ oz.....	.48
Red Bell, 1⅝ oz.....	.42

COLUMN 40.

Red Bell, 16-oz pails.....	.43
Oriental Mixture, 3½-oz tin..	1.00
Imperial Mixture, 2½-oz tin.	1.20
Plum, 1⅝ oz, foil.....	.62
Three Kings Mixture, 3½-oz tins	1.35
Monte Cristo Mixture, 3½-oz tins	1.50
Yale Mixture, 1-oz tin.....	1.35
Yale Mixture, 1⅝-oz tin.....	1 60
Yale Mixture, 3½-oz tin.....	1.55
Honey Dip Twist, 10 to lb....	.45
Master Workman, 10-oz plug, smoking	.47
Old Virginia Plug, smoking, 5 oz, 10½ lb., 6x5.....	.42

Pine Cut Chewing.

Hiawatha, 1 oz.....	.58
Hiawatha, 10-lb bulk, bright or dark	.56
Hiawatha, b'ght or d'k, 1-lb tins, 5-lb. pails	.58
Sweet Cuba, b'ght or d'k, 1-lb tins, 5-lb. pails	.44

Cigarettes.

Fragrant Vanity Fair $4 08	
Duke's Cameo	4.08
Sweet Caporal	4.08
Virginia Brights	4 08
Old Dominion	3.98
Pets (foil packages).....	6.52
Richmond Straight Cuts.....	6.62
Turkish Trophies	7.75
Egyptian Deities, No. 1, 10s.. 21.50	
Egyptian Deities, No. 3, 10s $18.36, 19.38	
Mogul	11.22

Cheroots, Etc.

Old Virginia Cheroots, 5's....12.50	
Old Virginia Cheroots, 5's....14.00	
Between the Acts Little Cigars, 10's, tin and paper.. 8.50	
Bengal Little Cigars, 10's.... 7 50	
Royal Bengal, 10 in pkg.....12.00	
Van Bibber Little Cigars....17.50	
Sub Rosa Cigarros, 10c. per 1,000	4.10
Florodora	12.50

Cigarette Papers.

Vanity Fair, 50 pkgs in box..	1 05
Wheat Straw, 50 pkgs in box.	1.25
Wheat Straw, 100 pkgs in box	2.50
Wild Oats, 40 pkgs in box....	.90
Red Seal, 50 pkgs in box.....	.25
Corn Husk, 50 pkgs in box...	1.15
Corn Husk, 100 pkgs in box..	2.30
Interlock, 50	1 15
" 100.....	2.25

THE HILSON CO.

Hoffmann House Little Cigars, 10 in package, 250 in carton	$7.50
Hoffmann House Magnums, 10 package, 100 in carton.....12.00	
Hoffmann House Petit Duc, 10 in package, 100 in cart'n.15.00	
Hoffmann House Cavaliers, 10 in package, 100 in cart'n.18 50	

J. B. PACE TOBACCO CO.

Scroll Tag, twist, 6 to lb....	.66
Scroll Tag, 10 oz.....	.66
Mastiff Plug Cut, 1⅝ oz.....	.67½
Mastiff Plug Cut, 3½ oz.....	.65½
Mastiff Plug Cut, 10 oz.....	.52

AMERICAN SNUFF CO.

French Rappee, 1⅝ oz, pr dz.	.96
French Rappee, 3½ oz, pr dz.	1.80
French Rappee, 16-oz jars, per lb	.65
Maccaboy, 1⅝ oz, per doz....	.96
Maccaboy, 3½ oz, per doz....	1.80
Maccaboy 16-oz jars, per lb.	.60
Irish High Toast, 16-oz. jars, per lb	.57
Scotch Lillienthal's, in bladders	.60

CIGARS.

Porto Rico Cigar Co.

El Primero, Forziano Porto Rico	30.00
El Manifesto, Invincible Roosevelt Porto Rico 87.50	

PIPES.

	Per Doz.
Cobs, Hot Shot, 3 doz.....$0.25	
Cobs, Gem, 3 doz.....	.25
Cobs, No. 3, 3 doz.....	.50
Brier, W. P. & Co., Assorted, 3 doz	2.00
Brier, Display Stands, 1 doz...	2.00
Brier, Showcase Assortment, 3 doz	6.00
Pipe Mounts, 1 doz.....	.75
Cherry Stems, 2½x6 in.....	2.00
Cherry Stems, 2d 2½x6 in.....	.85
Clay Pipes, T. D., 1½ gross per box	1.25
	Per Box
Clay Pipes, Woodstock, 1½ gr., per box	1.25
Uncle Sam Cob Pipe, 3 doz box	1.00
Eclipse Patent Cob Pipe, 3 doz. box	2.25
Climax Cob Pipe, 3 doz. box...	2.25
Jewel Cob Pipe, 3 doz. box....	.90
Dewey Cob Pipe, 3 doz. box...	2.50
No. 19 Cob Pipes, 1 doz box....	2.00

LASH'S
KIDNEY & LIVER
BITTERS
CURES DYSPEPSIA

HAVE YOU NOTICED
all these Signs around Town?

WUNDER BEER

It shows that most of the Grocers keep what people ask for—WUNDER BEER If YOU don't, wake up phone to our bottling works and they will send their man to see you.
Phone South 1098

Ahrens, Pein & Bullwinkel
WHOLESALE
Liquor Merchants
620 Post St., bet. Taylor & Jones
Sole Proprietors



Royal Stag Bourbon and Rye.
Old Pal Kentucky Bourbon.
Celebrated Chief Tonic.
Hiawatha Bitters.
Chief Bitters.
Diamond Star Rye and Bourbon.
Tiliawood Bourbon.
Importers
Slater V. O. Scotch Whiskey, Scotland.
Thrope & Co.
Mermaid Old Tom Gin, London.
P. Van der Kamp
Fine Old Wood Cock Gin, Holland.
Maurailla Freres Cognac, France.

MONEY-WEIGH SCALES
Pay for themselves in
Less than a Year.
Sold on Easy Monthly Payments
PIERCE & CO.
Flood Bldg. (8th Floor) Market & Powell



J. F. Cutter Whiskey
IS THE BEST SELLER FOR THE RETAILER ON THE MARKET
E. Martin & Co.
Sole Agents
54 FIRST STREET
San Francisco

ARE AFTER RESULTS.

(Continued from Page 5.)

tion helped build the paper. They are guilty of the dreadful "charge" made against them. They put their money into the **Advocate**, but not for personal gain. It was to help the work of bringing the grocers together. They are **DIRECTORS** of the **ADVOCATE** and control its policy. It is their paper and it is put in our hands to use because the paper's policy is subject to their control.

The Los Angeles paper should be modest and blush with shame when it remembers that it was only through the help of the **Advocate** that the south secured an effective organization. The paper at that time, when the Association was weak and needed help hardly dared mention it. Later, when the Association was in a fight that seemed unsuccessful, the paper was luke warm. The **Advocate** then gave its aid without stint. Now, that the Association is strong and can help the paper, the management is generous in proffers of assistance.

The **Advocate** will carry our message.

We hope the Los Angeles paper will do what it can to help.

We regret to see the Los Angeles paper spiteful in this regard. As the publisher of a newspaper, its management should applaud us for recognizing and rewarding as far as lies in our power, the merits of a paper that dares do what we think no other trade paper on the coast could afford to do; that is, give us full, absolute and unquestioning support for every measure and contest our directors take up. In other words, in the **Advocate** our Association has a publication that is all our own except that, while we use it without stint and share in its earnings, we were not required to endure the expense and risk of its up-building and we are not now forced to face the possibility of meeting any of its obligations.

Associations Need Boosting.

The atitude of the Los Angeles paper is neither broad nor generous. It protests against the "continual boosting" that our Association has received from the **Advocate.** If the Los Angeles paper had been equally generous and enthusiastic in its "boosting" of Association work, we would perhaps not now have found the **Advocate** able to carry our message to so many of the grocers of Southern California.

To the Trade Press.

We hope you will see your way clear to help the movement of associated grocerdom.

We want our message to be carried promptly and concisely to the Association leaders all over the coast.

We KNOW the **Advocate** will do that work for us.

To carry the message farther will add to the usefulness of the various local papers. We look for the assistance of

The **Trade Register** of Seattle, Wash.

The **New West Trade** of Tacoma, Wash.

The **North Coast Trade** of Spokane, Wash.

The **Tradesman** of Portland, Oregon.

The **Commercial Bulletin** of Los Angeles.

The success of Association work can be made easier by these papers. Their value to their grocer readers will be in proportion to the help they will feel warranted in giving the movement.

The fact that the **Grocers' Advocate** in San Francisco has devoted its columns to our use will not in any way lessen the value of each of the above named papers to its clientele of readers who subscribe for them because each has certain points of value that can be found no where else.

To the Retail Grocers.

This office is maintained for YOUR benefit.

If you have troubles that could be cured by the co-operation of your fellow grocers, let us know.

We are prepared to fight YOUR fights with the two effective weapons:

Association and Publicity.

Our Association will be conducted along conservative lines, but we propose to DO things.

If you want help, call on us.

That is what the office was established for. Yours for success,

H. W. THURLOW,
Secretary Pacific Coast Retail Grocers' Association.

ALLOW FOR PASTEBOARD.

St. Louis—The fight of the Grocers' Association against having to pay cracker prices for pasteboard is gaining headway. Four factories are making concessions. One factory has taken out about three-fourths of the pasteboard formerly used. Another factory is allowing the grocers for from four to twelve ounces for the pasteboard used in its boxes.

ALPINE
EVAPORATED CREAM
UNQUESTIONABLY THE BEST
WHY?
Because made by the Improved Process and under the personal supervision of J. B. MEYENBERG, the INVENTOR and ORIGINAL MANUFACTURER of Evaporated Cream.
ALPINE EVAPORATED CREAM CO.,
123 California St., San Francisco, Cal.
FOR SALE BY ALL JOBBERS

PACIFIC STORE AND OFFICE FIXTURE CO. INC.
TEL. BLUE 2571 F. A. OEHM, Pres.
Store Fixtures
DESIGNERS AND MANUFACTURERS OF
STORE, OFFICE AND BAR FIXTURES
3253-3259 SIXTEENTH ST.
San Francisco

RAINIER
BEER
Popular! Why?
Because it is really good.
Only Choice Materials
Used in its Manufacture.
JOHN RAPP & SON, AGENTS
Phone South 473.

Cigars and Tobacco

J. A. Drinkhouse & Co. have closed their deal on Manuel Lopez cigars, after having done a very large business on it.

The seventh annual meeting of the National Cigar Leaf Tobacco Association convened at the Hamilton Club House, at Lancaster, Pa., on Monday, May 1.

Rinaldo Bros. & Co. have removed from their First street store (San Jose) to a fine large place next door to the Unique Theatre on Santa Clara avenue.

S. B. Korn has taken the coast agency for E. A. Kline & Co. for their various lines of clear Havana goods. Also that of I. Lewis & Co. for their nickel and little cigars. He has taken an office above his retail store at 120 California street.

Ehrman Bros. & Co. are meeting with exceptional success with their new nickel cigar, the Henry Miller. The cigar has only been on the market here about three weeks, and the campaign of advertising has only begun, yet repeat orders are freely coming in.



EHRMAN BROS. & CO.,
S. F. Distributers.



Hunter
Baltimore
Rye

Is in all the elements of superior quality

The Perfect Whiskey

HILBERT MERCANTILE CO.,
126-144 Second St., San Francisco, Cal.
Telephone Private 513.

J. L. Jerichau, San Francisco distributor of the Rough Riders cigars, has nearly recovered from his recent illness and is again at his post at his Larkin street store. He reports a steady increase in the demand for the Rough Riders.

M. Blaskower Company report jobbing and box trade, to which they are now devoting themselves exclusively, as active at their store. They state that from the numerous orders that are coming in for Lords of England, Manuel Garcia, Adelina Patti, Bock Regio, and Villar & Villar, there must be a very heavy demand for imported cigars.

Honolulu—Jared G. Smith, United State Agricultural Commissioner, has sent a circular letter to plantations in Hawaii offering to assist them in planting from one to five acres of tobacco on each plantation. Laupahoehoe, Paauhau and the Hawaiian Agricultural Company have accepted the offer, and the experiment will be tried at once.

H. E. Mootz of Fresno, president of the San Joaquin Cigar Company, which has factories at Reading, Pa., Key West, Fla., and Fresno, Cal., is visiting F. A. Heim, the Los Angeles agent for the San Joaquin Cigar Company's goods. Mr. Mootz says his company will begin a very active campaign for business in Southern California and Arizona at once.

A scheme has been unearthed at Cleveland, O., which, the government inspectors believe, involves the biggest fraud on the government that has ever been perpetrated in the local tobacco trade. The plan of the alleged swindle was for each dealer to buy one box of stogies properly labeled, and upon which the revenue was paid. After that all stogies were sold from this one box, which was filled again when it was empty. To supply this ever-full box, the stogies were shipped in bulk from New York in large boxes so marked as to indicate that they contained boots and shoes. The inspectors have not learned who the New York manufacturers are, but they are endeavoring to find out. It is believed that millions of these stogies have been sold in Cleveland during the past year or so.

TOBACCO FAKERS.

Los Angeles grocers are being approached by two smooth cigar salesmen, who, according to the "Commercial Bulletin," are irresponsible fakers. They claim to represent the "International Tobacco Company." They offer a domestic cigar for $33, to be paid for when the cigars are delivered—which will be from stocks they carry. They agree to give the purchaser of a thousand cigars a handsome solid oak double-decker cigar case, worth $25 or $30, free. This, they explain, will have to be shipped from the factory, to arrive about 50 days after they have received the retailer's money.

Investigation failed to bring to light any one who knew anything about this company which proposed to give so much for nothing.

WAY BEHIND.

Dealers Who Fall Down Because They Do Not Keep Up With the Times.

Some dealers are struggling along in the hardest kind of a fight against failure simply because they do not realize how necessary modern improvements are to success. In these times every cent and every minute counts.

Many minutes and many cents are saved by every dealer who uses the Perfection Short Credit System, the sensible and accurate method of keeping accounts. Address, P. E. Lenfestey, 220 California street, San Francisco.

HOW HIRES WILL HELP.

There is a time in each year when it is wise to lay in a stock of Hires Root Beer.

The time is now, while the Hires 1905 offer holds good. The benefit you will derive from this offer will adequately compensate you for anticipating your needs in advance.

The Hires offer for 1905 is an exceedingly attractive one, and as it has only about four weeks to run grocers should at once place their orders with the agents for the Hires people, the Spohn-Patrick Company.

Grocers ordering stock before June 15th can take advantage of the following offer:

With an order for one gross Hires' Root Beer, the dealer receives, free, 4 doz. lead pencils. With an order for ½ gross, 2 doz., and with an order of ¼ gross he receives 1 doz. free. The lead pencils are rubber tipped and of fine quality. They are enameled yellow and are the equal of any 5 cent pencil handled by the trade.

SATISFY DEMANDS.

We have in mind the experience of a friend living in a suburban town adjoining a large city. On his first advent there he found it impossible to buy salmon; even the finest grocery store in the place had no salmon. The party in question went to the storekeeper and asked him why he did not keep it, as his family would use two or three cans each week anyhow; and recognizing a good customer he bought one case of salmon, and within a month had built up a steady demand for it, and it has always been one of his stocks in regular demand from that day to this.

The same is true of nine-tenths of the list of things that canners put up.—The Trade, Baltimore.

Don't be afraid to handle the new things that seem to you to be likely to sell.

LANDIS



TONIC BITTERS

A Pure Tonic and Laxative
—o—
Made from
Herbs, Seeds
Roots, Barks
(Guaranteed)
NATURE'S OWN REMEDY
FOR
Stomach and Blood Disorders
Made only by the

The Landis-Patton Mnfg. Co.
Incorporated
1664 MISSION STREET
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Mothers! Mothers!! Mothers!!!

Mrs. Winslow's Soothing Syrup

has been used for over SIXTY YEARS by MILLIONS of MOTHERS for their CHILDREN while TEETHING, with PERFECT SUCCESS. It SOOTHES the CHILD, SOFTENS the GUMS, ALLAYS all PAIN; CURES WIND COLIC, and is the best remedy for DIARRHŒA. Sold by Druggists in every part of the world. Be sure and ask for "Mrs. Winslow's Soothing Syrup." Take no other kind. Twenty-five cts. a bottle

HENRY MILLER
5c CIGAR
SUPERIOR QUALITY
EHRMAN BROS. & CO., Distributors

Call for ASTI WINES

PRODUCED BY THE ITALIAN SWISS COLONY

Dry Wine Vineyards, ASTI, Fulton, Sebastopol, Cloverdale, Sonoma County, Cal.
Sweet Wine Vineyards, Madera, Madera County, Kingsburg, Fresno County, and Lemoore, Kings County, Cal.

Office and Salesrooms, Cor. Battery and Greenwich Sts.
Vaults, 1235-1267 Battery St. 101-169 Greenwich St. 1334-1336 Sansome St., S. F.
P. C. Rossi, President Telephone Private Exchange 448. A. Sbarboro, Secretary

A. VIGNIER CO.

429-431 Battery Street San Francisco

IMPORTERS

Sardines, Olive Oils, French Preserves, Washing Blue, French Castile Soap: Clover Leaf, Virgin, Dahlia, mottled, Wines and Liquors—A. V. H. Gin—imported goods only.

Sole Agents for the Genuine CLICQUOT Champagne
Only the GENUINE, Imported direct from France, bears Vignier's LABEL

TOBOGGAN
MAPLE SYRUP -- IT IS BEST
Pacific Coast Syrup Co.
SAN FRANCISCO
Three Refineries: San Francisco, Portland and Seattle.

News of the Coast.

CALIFORNIA.

San Francisco—Fred L. Hilmer, Geo. L. Fish, Henry Olson, J. M. Olson and Nelson Olson, stockholders in the grocery firm known as Olson Bros., which recently assigned in favor of their creditors, have filed answer to the complaint of Harris Bros. & Co., charging the above named firm members with having conspired to convert certain assets of the firms to their own use through various manipulations. The defendants deny the charge absolutely and ask that the settlement of the affairs of the assigned firm be allowed to progress without interference.

Elsinore—Joseph DePlae has purchased the grocery and bakery business of Thos. Clayton. Mr. Clayton has received his commission as postmaster in Elsinore.

Long Beach—F. W. Lucas has just opened a fine grocery and fruit stand at 347 East First street.

Los Angeles—The grocery store at the corner of Pico and Dewey avenue, formerly owned by Shepherd Bros., has been purchased by Weiligman & Klein.

Los Angeles—The grocery and delicatessen of A. J. Colombo at 413 North Main street has gone into insolvency. Charles A. Dake has sold his business at 434 West Seventh street to G. W. Craig. Mr. Craig was originally in the grocery business in Chicago. Mr. Dake will retire from business for a while at least.

North Pasadena—H. H. Hayward has bought the grocery business of Work & Shilling, formerly Hayward & Miller, and will again identify himself with North Pasadena business interests. Mr. Haywards, with Mr. Miller, sold a few months ago to Messrs. Work & Shilling and contemplated going north to ...ch interests in Oregon, but the outlook here and the many warm friends caused him to reconsider.

Palms—Halverson Bros. have purchased the leading business block of this town. The building is known as the Curlie block. Halverson Bros. have also purchased the grocery stock of J. F. Bryant.

Pasadena—Buying and selling at electric speed recently prevailed at 261 North Fair Oaks avenue. The Pioneer Grocery is located at that number. When the place opened for business recently it was owned by P. W. Pyle. A little later in the morning J. M. Chrisman became the owner by purchase from Mr. Pyle, and ten minutes later still D. M. Green bought the store from Mr. Chrisman. Mr. Green was formerly engaged in business here and made an enviable reputation in business circles. Both he and Mr. Chrisman had been negotiating with Mr. Pyle for several days for the purchase of the store. Both made up their minds to buy it, but Mr. Chrisman was first on the ground this morning and closed the deal. No sooner had he done so than Mr. Green appeared and within ten minutes had negotiated the purchase of the place from Mr. Chrisman.

Pasadena—A. F. Reynolds, owner of the Summit Grocery, corner of Summit and East Orange Grove avenues, has purchased the grocery stock of Haas Bros. at the corner of Yale and Fair Oaks.

Petaluma—John Garth, the pioneer grocer of upper Main street, has sold his grocery business to Israel Gordon of Santa Barbara.

Santa Barbara—Herman Steinert, who has conducted a store on State street on the Orena property, will build a store room on the corner of Hollister avenue and Mission street and conduct a grocery and fruit stand.

IDAHO.

Boise—Boyd & Leitzke have succeeded E. N. Crawford & Co., grocers.

Egan—Anderson & Hjork have succeeded A. Anderson, grocer.

Lewiston—G. W. Wotering is putting in a large stock of groceries. W. A. Davis, a member of the firm of Baird & Co., grocers, has purchased an interest in the Lewiston Broom factory, still retaining his interest in the grocery business.

Nampa—Hodges & Sumner have succeeded McCabe & Hodges, grocers.

OREGON.

Oregon City—J. P. Roehl has purchased C. A. McMillan's grocery store.

Pendleton—Oliver & Co. are reported closing out their grocery.

Wallowa—Fire at this place recently destroyed Chas. Brown's grocery and notion store. Loss about $2,500.

Weston—Charles Du Puis has disposed of his interest in the grocery and bakery business of Du Puis & Co.

WASHINGTON.

Cle Elum—F. E. Kenny, who recently embarked in the grocery business, will shortly add a stock of dry goods.

Orting—Frank Arndt has re-opened his meat market and will add a stock of groceries.

Quincy—T. J. Groves, proprietor of the City Grocery at Wenatchee, is opening a branch store here, where he is taking in a partner.

Seattle—Elliott & Son have succeeded L. Bernard, groceries and meats. A final schedule of assets and liabilities of the grocery firm of Pidduck-Russ Co. has been filed in the Federal Court, showing that the claims against the firm aggregate $20,366.18, while assets are only $7,381.24, the greater portion of which consist of outstanding accounts. Fire, which started in the fourth floor of the Sartori block, caused damage to the amount of about $20,000 last week. Among the firms suffering losses were Sylvester Bros., wholesale grocers, and the Continental Distributing Co., wholesale liquors.

Spokane—Van Norris Murphy, grocer at 2120 Broadway, has sold out to Chas. E. Parks. O. P. Anderson, grocer at 0626 Monroe street, frustrated a neat bunco game. He received a telephone order from a man to send a bill of goods to 818 Broadway. At the last moment, as if an afterthought, the man asked that the driver be given change for $20. Mr. Anderson filled the order and gave the change to the boy but, being a little "chary," told the boy not to part with the money until he received the gold piece. The boy was met by the man who got in the wagon and rode with him, having the wagon stopped a few doors from the number, and remarking that he could carry the groceries in. As he left the side of the wagon with his groceries, he casually asked for the change, saying that the gold piece was in the house and that he would bring it out after taking the groceries in. The boy, however, insisted on seeing the gold piece first, and the man passed into the yard, but did not return.

Snohomish—The Snohomish Grocery Company has embarked in the wood and coal business, having purchased the stock of the Lee J. Taylor Company.

CONTAINS WHITE OF EGG
The Greatest Leavening Auxiliary

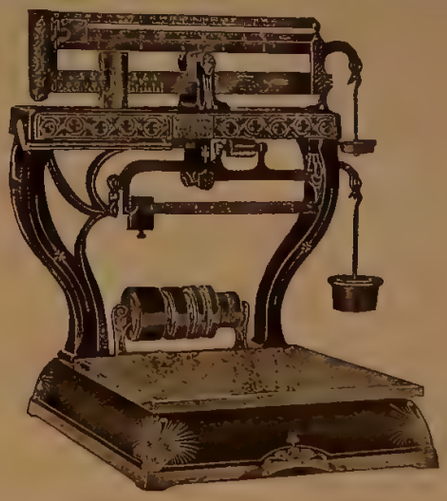


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Now Used in Thousands of Families

30 CENTS THE POUND
Made in California. Ask Your Jobber.
THE NEELY COMPANY
3 California St., San Francisco

$39.00 BUYS THE BEST
Computing Scale in America



Patents sustained by U. S. Courts and Patent Office.
Saves the Grocer 60c per Day
Write for particulars.
Not Made or Sold by the Trust.
Sold by Wholesale Grocers and Hardware Dealers.
Standard Computing Scale Co., Ltd., Manufacturers
DETROIT, MICH.

The Knowing Ones Want
Welch's Grape Juice
Made From Concord Grapes — Pure, Unfermented

The Welch Label guarantees the purity of Welch's Grape Juice, and the Welch Grape Juice Co. will forfeit a goodly sum to anybody who can prove that any chemical or antiseptic is added to the pure juice of the Concord grapes to prevent fermentation.

Welch's Grape Juice is
"Natures Finest Food and Drink"

The Welch Booklets explain everything about Welch's Grape Juice. If you could give one to every customer you would earn much profit from the sales of Welch's Grape Juice that would surely follow.

Call and get a supply. They're free to dealers handling Welch's Grape Juice.

Order Welch's Grape Juice from your Jobber.

SPOHN-PATRICK COMPANY
Pacific Coast Agents
16-22 Front Street, San Francisco, Cal.
Branch Houses: LOS ANGELES, PORTLAND, SEATTLE, DENVER, SALT LAKE CITY

Chas. Jacobson & Co.

210-212 Davis Street

DISTRIBUTERS OF

Fancy Butter and Honey

Dairy Butter and Eggs

Produce Market

THURSDAY AFTERNOON

BUTTER.

There has been a sharp rise in the price of butter due to the fact that speculators are buying up the product of some of the creameries.

California creamery, extras	20	21
" " firsts	19	20
" " seconds		19
" dairy, extras		
" " firsts		18
" " seconds		
Store butter	15	16
Storage		
" Creamery extras		
Pickled		
Keg		

EGGS.

The market is strong with little change in quotations.

California Ranch white	21	22
" " mixed colors		20
" Gathered	18	19
Standard		
Seconds		
Eastern, selected		
Standard		
Seconds		
Storage, Cal., Selected		
" " Standard		
" " Seconds		
" Eastern Selected		
" " Standard		
" " Seconds		

CHEESE.

Prices are lower and the market weak.

California full cream	11	
" choice	10	
" common	Nominal	
Young Americas	12	
Eastern full cream	16½	17
Oregon		

POULTRY.

Young stock are in demand. Hens are nearly a drug on the market.

Turkeys, young live	18	20
" old gobblers	18	20
Dressed Turkeys	nominal	
Roosters young, per doz	8 00	9 00
" old "	5 00	5 50
Hens	5 00	6 00
Fryers, per doz	6 00	7 00
Broilers, per doz, large	4 00	5 00
" " small	2 50	3 00
Ducks young	7 00	8 00
" old	5 00	6 00
Pigeons, young	1 25	1 50
" old	1 00	1 25
Geese' per pair, old 2.25 2.50; young	2 50	3 00

BEANS AND PEAS.

The bean market is quiet. Limas are scarce and prices are steadily advancing. Rain damaged stock of all kinds may be secured at big reductions from quotations, which are as follows:

Small Whites	3 00	3 65
Large "	2 40	2 75
Pea Bean	3 25	3 50
Pink	3 50	3 75
Horse	nominal	
Red	6 00	7 00
Kidney	4 00	5 10
Lima	5 50	5 75
Bayos	3 25	3 40
Butter (large)	3 50	3 75
Black Eyes	2 90	3 10
Dried Green Peas, per 100 lbs	2 25	2 50
" Niles " " " "	2 25	2 50

POTATOES AND ONIONS.

The onion market is very strong, and old are very high and advancing. Potatoes are weaker.

Early Rose,	1 25	1 75
Salinas old	Nom.	
Oregons	1 30	1 55
Merced Sweets	Nom.	
Yellow onions	6 50	6 00
Red (new)	1 25	1 40

HELP YOURSELF, MR. GROCER.

(Continued from page 5.)

the jobber's contract will be taken from him and he will not be allowed to handle the goods.

It is now up to the grocers of the Pacific coast to show this manufacturer that it pays to protect the trade.

If they can make it pay the Kelley-Clarke Company to rigidly enforce the retail selling price of Riverside Starch they can make it pay them to maintain the retail selling price on other articles they control.

If they can make it pay the Kelley-Clarke Company to maintain the retail selling price of Riverside Starch, they can make other manufacturers feel that it will pay them to maintain the retail selling price of their specialties.

In order that the retail grocer may understand thoroughly what the proposition of the Kelley-Clarke Company is we print herewith a copy of a circular letter issued to the trade:

San Francisco, May 10, 1905.

THE DAWN OF A NEW ERA.

Manufacturer Helping Retailer Make a Profit. The Best all Around Starch Deal Ever Offered.

ONE BOX FREE WITH FIVE.

Single Case Price Has Not Been Raised

RIVERSIDE BRAND.

48-1's Gloss 5½c
40-1's Corn 5½c
16-3's Gloss 5¼c

1 case of corn, 40-1's FREE with each 5 cases straight or assorted.

It is the best starch that can be made at any price.

Money back if it fails to please.

We guarantee you a fair profit.

Sign enclosed agreement and send orders to Kelley-Clarke Co., 130 California St., San Francisco, Cal., and we will have them filled through jobbers who will help us **enforce a minimum retail selling price.**

This FREE DEAL will positively close May 31st, 1905, but with your help, the minimum selling price will remain in force as long as the Kelley-Clarke Co. controls the Riverside Brand Starch.

No orders will be filled unless enclosed contract governing retail sale of Riverside Starch is signed by purchaser. Yours very truly,

KELLEY-CLARKE CO.

Contract Governing Retail Sale of Riverside Gloss and Corn Starch.

We hereby promise and agree to maintain a minimum selling price of eight cents per pound on Riverside Corn and Gloss Starch in quantities of less than ten pounds.

We further agree that when requested by the Kelley-Clarke Co., we will refuse to sell any dealer who has not signed an agreement similar to this.

We also agree, if accused of violating this contract by the Kelley-Clarke Co., to make an affidavit under oath or affirmation denying such accusation: refusal on our part to make such affidavit shall be conclusive evidence against us that the charge is true, and we will forfeit to the Kelley-Clarke Co. the sum of $5.00.

The Kelley-Clarke Co. agree to pay the $5.00 collected as above to the parties making or furnishing proof of such charges.

The Kelley-Clarke Co. further agree to restrain any jobber from furnishing Riverside Starch to any dealer who has sold said starch at less than the established price until the fine of $5.00 is paid, either by the merchant or by the salesman who made the sale.

This agreement takes effect at once.

WANT PROFITS.

The "New England Grocer" in a recent issue tells of a meeting attended by the largest and most aggressive cut rate druggists in New York City, who have at last decided to unite with the rest of the druggists of that city to wipe out cut rates on patent medicines. This is the fruition of years of persistent efforts to this end. The movement is backed by the leading manufacturers of patent medicines.

SCHMITZ PROMISES PROTECTION

The attention of the directors of the local grocers organization was called by J. William Offerman to the fact that the Chief of Police had ordered his officers to forbid grocers from serving drinks over the counter of their stores to ladies, either alone or under male escort. The penalty of disobeying this would be the revocation of the grocer's license.

A committee consisting of President Salomon, Mr. Offerman and Supervisor Alpers called upon Mayor Schmitz this week. He gave careful attention to the condition of affairs as outlined by the committee and then promised to lend the grocers his assistance, assuring the committee that he saw no harm in selling liquor to ladies under these conditions.

The Mayor has instructed the Chief of Police not to bother grocers who may serve drinks to women customers until after the matter has been taken up by the Police Commissioners. He assured the committee that he would personally present the side of the grocers to the Commissioners and would use his influence to see that they were protected in their rights.

PROVES A REPEATER.

X-Ray Stove Polish is proving one of the strongest repeaters that has been introduced into this market for some time. This is a powdered stove polish that possesses many advantages over the old paste stove polishes, both in the matter of economy in application and also effectiveness. It also pays the retail dealer a good profit.

Fred Holcombe & Co., the Pacific coast agents, are now billing Sacramento and Marysville. Samples are being distributed from house to house in Sacramento and the trade is being actively worked.

The goods have been received with greater popularity even than Mr. Holcombe anticipated. As a consequence, the agents are entirely sold out and the only stocks remaining are those in jobbers' hands. New arrivals are expected early in June. These will be largely sold on arrival.

NEW SALT REFINERY.

The Carmen Island Salt Company is erecting a plant at North Beach for the refining of salt. This company has its marshes across the bay in Alameda county. With its new plant, it will be able to produce salt equal to the best in the market.

FREE DEAL

ON

LILY CREAM

Till Further Notice

1 Case FREE with 10

½ Case FREE with 5½

— Order From Your Jobber —

Pacific Creamery Co.

San Francisco Office, 115 Davis St.

TANGLEFOOT



STICKY FLY PAPER

Is really the only device known that will catch and hold both the fly and the germ and coat them over with a varnish from which they cannot escape preventing their reaching your person or food.

TANGLEFOOT is Sanitary.

Ask for TANGLEFOOT.

Profit? Over 120% to You.

Established 1879

HEINEMAN & STERN

Manufacturers of and Wholesale and Retail Dealers in

THE CELEBRATED

Frankfurter and Bologna Sausages

Manufacturers and Dealers in All Kinds of

KOSHER PROVISIONS

Packers of Tongues, Smoked and Pickled Beef

Largest Place of its kind on the Pacific Coast.

916 Larkin Street, S. F.

WE GUARANTEE THE SALE.

To advertise **Summit Snow Flour,** we are distributing **FREE** Coupons good for a **Trial Sack** of **SUMMIT SNOW FLOUR.**



These **Trial Sacks** cost the dealer 12½c ea. We guarantee the sale of all Trial Sacks through our coupons which we redeem for **15** cents, thus giving the grocer a profit of 20%.

It Pays to Sell "Summit Snow"

1—You make your Regular Profit.
2—You get your Dividends on the Stock issued you Free.
3—You receive a mutual profit on the

SUMMIT SNOW FLOUR

which you sell or is sold by your brother Grocer

Dividend No. 1 of 5 per cent. was declared March 31, 1905.

Become a Stockholder in time for the next Dividend

STANDARD FLOUR CO.

606 Merchants Exchange, San Francisco

Gilt Edge Whiskies
THE VERY BEST
WICHMAN, LUTGEN & CO.
Sole Proprietors.
Agents for Moerlein's Cincinnati BEER
29-31 Battery St., • San Francisco

SALEM BEER
SUITS THOSE WHO ARE PARTICULAR ABOUT THE BEER THEY USE.

IT HAS THE FLAVOR
IT HAS THE AGE
IT HAS REPUTATION
IT IS MADE RIGHT

Those who have used it know it. Those who do not know soon find it out after a trial.

SALEM BREWING ASSOC'N
BREWERS

BOTTLED EXCLUSIVELY BY THE
Sunset Bottling Co.
3109 20th Street
SOLE AGENTS

E. GHIRARDELLI
Mercantile Co.
305 Clay Street, San Francisco
Packers and Jobbers
Pickles, Catsup, Preserves, Vinegar, etc.
We prepare for the Grocery Trade a line not surpassed in quality and purity.
OUR CATSUP is not equalled by any on the market. Try an order.

CAMPAIGNING WITH LIES.

Certain competitors of the Porto Rico Company, while admitting that Porto Rico raises the finest coffee in the world, are telling the grocers that no Porto Rico coffee has been sent to the United States, and that the Porto Rico Company has not any genuine Porto Rico coffee in stock. To verify their statements they produce statistics which they pretend have been have been taken from United States Government reports. These statistics pretend to show that no coffee was shipped to the United States from Porto Rico in 1904.

This matter was called to the attention of the Advocate.

We at once looked the matter up and in the Report on Commerce and Navigation of the United States for 1904, we find on page 1055 of vol 1, that the island of Porto Rico has sent to the United States 2,415,559 pounds of green coffee during the year covered by that report.

When the matter was called to the attention of the Porto Rico Company, they produced various invoices, the first dating back to the 28th of June, 1904, when 209 sacks of coffee, weighing 42,751 pounds were shipped by A. A. David to the Porto Rico Company of San Francisco direct from Porto Rico.

The special grade of Porto Rico coffee being presented to the trade by the Porto Rico Company under the "Ponce de Leon" brand is scoring a decided hit with the trade. The methods used in advertising this coffee have excited a great deal of interest and the grocers find that customers who once use it call for it a second time. This coffee pays a larger profit to the dealer than any other package coffee on the market.

WRECK STAMP STORE.

Lafayette, Ind., April 30—Warned by merchants that a trading stamp company was moving its stock from Lafayette on account of alleged financial trouble, an excited crowd of more than one hundred men, women and children, holders of the stamps, crowded into the store and took possession of the first things they could lay their hands on. Vases, lamps and articles of furniture were broken, and within half an hour the establishment had been stripped of household furnishings and other articles that had been kept for the redemption of trading stamps.

SCRAPPING ABOUT SOAP.

There has been much ill feeling engendered in the wholesale trade because Proctor & Gamble have failed to enforce the agreement to maintain fixed selling prices on "Ivory" and "Lenox" soap, which they required the jobbers to sign. The jobbers claim that this agreement has been violated and that Proctor & Gamble have winked at the violations with the result that the contracts were a source of annoyance and loss to those jobbers who maintained the same.

The firm of Haas Bros. this week announced that they would no longer abide by the agreement and that they proposed to openly list "Ivory" and "Lenox" for what their competitors had been selling it secretly; namely, a mere brokerage above the cost price. This has produced quite a live scrap and considerable ill feeling.

One of the firm of Haas Bros. in speaking of conditions yesterday, said:

"We are not in business for fun nor for our health. We want to make money, but we do not want to be the victims of dishonest competition. Our firm is prepared to meet all honest competition and we would welcome any agreement in which the manufacturers honestly exert themselves to maintain the contract as Enoch Morgan's Sons Co. maintain their Sapolio contract. When the manufacturers do not strictly maintain a contract that they require the jobbers to sign, they are failing in their obligations to the firms whom they have induced to sign the contract and I feel that their failure in this regard releases us of any obligation."

PICNIC PRIZE WINNERS.

Among the picnic prize winners were the following:

Members' Shooting.

1, Wm. C. Fisher; 2, Fred Krueger; 3, J. F. Schomer; 4, E. Ploeger; 5, H. Schlichtmann; 6, H. Horstmann; 7, J. W. King; 8, C. Robohm; 9, E. Olsen; 10, H. Wolking; 11, H. Wreden; 12, S. F. Capella; 13, H. Muegge; 14, H. D. Burmeister; 15, J. T. Hurley; 16, H. Schumaker; 17, F. G. Glander; 18, J. McGuire; 19, J. C. Owens; 20, J. P. McGuire.

Salesmen's Shoot.

1, J. Bawl; F. Ware; 3, H. H. Becker; 4, H. Bloom; 5, J. W. Cameron; 6, M. S. Kramer; 7, E. A. Martin; 8, H. Hons; 9, C. G. Bailey; 10, J. H. Meherin.

The Perfection Short Credit System
Makes Credit Business a Pleasure.
Address
P. E. LENFESTEY,
220 California St., San Francisco

IT'S THE
WATER



OLYMPIA BEER CO.
Agents and Exclusive California Bottlers of the Famous
OLYMPIA BEER
BREWED IN OLYMPIA, WASH.
1423 Sansome St., San Francisco, Cal.

NOTICE TO STOCKHOLDERS.

Office of The Calkins Newspaper Syndicate, Halleck Block, No. 320 Sansome street, San Francisco, California, the 6th day of May, 1905.

In accordance with a resolution adopted at a regular meeting of the Board of Directors of The Calkins Newspaper Syndicate, a corporation duly organized and existing under and by virtue of the laws of the State of California, and having its principal place of business in the City and County of San Francisco, in said State, held this day, a special meeting of the stockholders of said Company is hereby called, to be held at the office of said Company, in the Halleck Block Room 58, at No. 320 Sansome street, in the City and County of San Francisco, State of California, the principal place of business of said corporation and the place where its Board of Directors usually meet, on Thursday, the 13th day of July, 1905, at the hour of 2 o'clock p. m.

The object of said meeting is to take into consideration and decide upon the proposition of increasing the capital stock of said Company from $60,000, divided into 60,000 shares of the par value of $1.00 each, the present capital stock of the Company, to $200,000, to be divided into 200,000 shares of the par value of $1.00 each.

Dated, San Francisco, Cal., May 6th, 1905.

W. P. CALKINS, President.
G. H. STOKES, Secretary.



VALLEY BREW LAGER
from
Richmond Bottling Works.
Zimmerman & Ruhland,
'Phone Pine 1787.
32d and Clement Street,
San Francisco, Cal.

Champagne.

Veuve Clicquot, qts	$32.25
Veuve Clicquot, pts	34.25
Ruinart, Magnums, 6 to case.	30.50
Ruinart, qts, 1 doz to case	32.40
Ruinart, pts, 2 doz to case	34.20
Ruinart, ½ pts, 2 doz to case.	18.00
Vintage 1893, qts, 1 doz to cs.	46.50

Brandies.

	Per case
Martell's One Star, 1 doz qts.	$15.00
Martell's Two Star, 1 doz qts.	18.00
Martell's Three Star, 1 doz qts.	20.00
Martell's Three Star, 2 doz pts.	23.00
Martell's One Star, 2 doz d'ks	18.00
Hennessy's One Star, 1 doz qts	17.50
Hennessy's Three Star, 1 doz qts	21.00
Calif. doz qts	12.00

Cider
Hammond & Co.
Bottlers
Office and Depot
277 Seventh Street
Phone, Jessie 3371



SWEET CIDER
½ Gal. Bottles,
BOILED CIDER
Quarts .....
Pints .. ..

Mineral Waters.

Aetna, splits, 100 to cs	$6.50
Aetna, pts, 100 to case	9.00
Aetna, qts, 50 to case	7.50

GINGER ALE
Belfast Ginger Ale Co.,
D. Steimke & Co. Props.
All Carbonated Beverages.
COR. UNION AND OCTAVIA STS.

	PINTS.	QTS.
Soda Water	$ .80	$1.50
Ginger Ale	.80	1.50
Sarsaparilla and Iron	.80	1.50
Cider	.80	1.50
Cuban Punch	.80	1.50

Case Prices, 2 Doz. per Case.

Porter.
(E. & J. Burke's Guinness')

Stone, pts, 8 doz to bbl	$16.50
Glass, qts., 4 doz to bbl	14.00
Glass, pts., 8 doz to bbl	16.50

Specialties of Hilbert Mercantile Co.

H. B. Ky. Bourbon, per gal	$2.75
H. B. Ky. Bourbon, Ex spcl	3.25
Union League Ky. Brbn, AA	2.50
Union League Ky. Brbn, 1 gal	2.25
El Monte Ky Brbn, 1 gal	2.25
Maryland, Monogram, 1 gal	2.75
Forum, Bourbon, 1 gal	3.00
W. H. McBrayer's Cedar Brook 5 yrs	3.00

Hunter Baltimore Rye.

Per case, 1 doz. 5's	13.00
In 5-case lots	12.50
In 10-case lots	12.00

Hilbert Mercantile Co.

H. B. Bourbon (spcl)	$10.00
H. B. Rye	10.00
H. B. pt. flasks, 4 doz to cs.	12.00
H. B. ½ pt flasks, 6 doz to cs	9.50
H. B. 1½-oz bots, per gr.	12.00
Union League "AA"	8.00
El Monte Bourbon	8.00
Forum Bourbon	7.00
J. Baumgardner Rye	12.00
Maryland Monogram	9.00

W. H. McBrayer's Cedar Brook.

Per case, 1 doz 5's	$12.00
Per case, 2 doz pts	13.00
Per case, 4 doz ½ pts	14.50
Per case, 20 doz 1½-oz	18.50

Jesse Moore Whiskies.

Ex Pony Bourbon	$18.00	$17.50	$17.00
AA Bourbon	11.00	10.50	10.00
C Bourbon	[illegible]	8.25	[illegible]
AA Bourbon, 6 doz, 4 oz	10.00	10.00	9.75
AA, Pt Flasks, 2 doz	9.00	[illegible]	8.50
AA, ½ Pt. Flasks 3 doz	6.75	6 50	6.25
Old Rye	11.00	10.50	10.00

Jesse Moore Hunt Co.
(In barrels or half barrels)

Extra Pony Bourbon, gal	$7.50
AA, Bourbon, gal	3.75
B, Bourbon, 1 gal	3.25
C, Bourbon, 1 gal	2.75
No. 1, Bourbon, 1 gal	2.25
AA Rye, gal	3.75
C Rye, 1 gal	2.75



STANDARD BOTTLING CO.
BEACH STREET
Between Stockton and Dupont
SOLE AGENTS
LOS ANGELES BREWING COMPANY.
Beer furnished Grocers in Bottles or Kegs.

Golden Gate BOTTLING WORKS.
Blume & Gardner, Proprietors.

Bottlers of the Celebrated
Standard.
Culmbacher.
Extra Pale.
XXX Porter.
Half and Half.
Lager and Steam Beer in Kegs.
160 Shotwell St.,
Phone: Capp 1761. S. F., Cal.



LANDIS
TONIC
BITTERS
Factory and Salesroom,
1664 Mission St.
Bottles, ..$7.00 Doz.
1 doz. per case.

Attracting Trade

Satisfaction or Money Back.

When the retail grocer can convince his trade that the goods he gives them are sure to be satisfactory, he has advertised successfully.

The great problem for the grocery trade is the best way to secure this result. As a matter of fact, there is only one absolutely sure way. That is the "money back" policy.

Show Quality is Right.

When the retail grocer can "money back" his goods, his customers know that their quality must be all right because they know that if they do not like the goods they can return them and have the price refunded. The reputation of being willing to refund the money and refund it cheerfully is very valuable to the retail dealer.

Insures Good Prices.

Consumers are willing to pay a fair price for articles of whose quality they are absolutely certain. The dealer is able to secure a fair margin of profit on such articles. It is, therefore, more to his advantage to sell articles of established quality and high grade than cheap articles that not only will not give satisfaction, but do not usually allow so good a margin of profit, since they have to be sold in competition with cutters.

Value of Window Displays.

The show window is to the merchant the best and cheapest of all advertising mediums. It should be treated just as any other advertising space, understandingly, and not a mere decoration.

Many merchants seem to consider their windows merely as places to store miscellaneous stock, and even from that point of view they are careless in arranging them. There is nothing that will turn one against a store quicker than a sloppy looking window.

Make It an Ad.

Every time you make a window display it should be with the idea of advertising appropriate and seasonable goods. Put considerable work in your windows, for you will find that all the attention you give them will eventually result to your benefit.

It is best not to lose sight of the fact that men and women, especially the latter, have their bump of curiosity well developed. They will nearly always stop and look in a window that has an attractive display, and are likely to see something they need.

Endless Variety is Possible.

The variety of your goods gives an almost endless amount of material with which to make window pictures of different kinds. With a little trouble you can form the many curves and angles of a picture display by means of the numerous sizes and shapes of package goods. A handy man needs only a few accessories outside of stock to make an excellent showing. The displays should have a distinctive originality to attract attention.

Foreign Merchants Compete.

In England and on the continent the storekeepers vie with each other in producing attractive displays. Many of our merchants do not seem to understand the arrangement of goods. Especially is this so of fruits, vegetables, etc. In Europe nice, clean, white baskets, which do not cost much, are used, and the fruits are tastefully arranged in red, white, blue and yellow tissue paper. Plenty of the paper is used, and the effect is so tempting that it adds much to the value of the goods. Often a half-dozen figs are displayed tastefully in one basket. A dozen beautiful, luscious peaches in another. Grapes in even clusters add color to the displays. Invariably this makes quicker and more sales.

People want novel things now and then, and, while the bulk of your profits will of course be made on staples, there's many an odd dollar to be turned in novelties.

THE KING OF ITS KIND



ELECTRO Silver Polish SILICON

IS AN ARTICLE OF REAL MERIT and the only one of its class for which a constant demand is created among consumers by regular and systematic advertising.

On every box a Wowan in Red, Never take another instead.

REDINGTON & CO.
SAN FRANCISCO
Sole Agents for the Pacific Coast.

AGREES WITH CONNOLLY.

The "New West Trade" speaking editorially says:

"About the only way in which grocers can secure the successful maintenance of uniform prices on various articles, of which the prices are most commonly cut, is by united action on the part of the retailers and appealing direct to the manufacturers of such goods. To this category we might make a possible exception of sugar and flour, which it has usually been found can only be controlled by the association through their local wholesalers and millmen.

The manufacturer can, and has the legal right to control the sale of his product and is in a position to guarantee the retailer a fair and legitimate profit thereon if he so desires. And he will desire to do this not only because he realizes that the retailer's prosperity is indirectly his prosperity, but also because he usually desires to maintain the high standard and reputation of his products, which must suffer if prices are allowed to be promiscuously cut.

"And regardless of these considerations with a large majority of the grocers of a community earnestly asking for this protection, the manufacture is not likely to refuse it.

Washington Millers to Organize.

The millers of Washington have decided to form a State organization. A meeting will be held in Tacoma on July 2, when the permanent organization will be effected and the board of trustees elected. The name of the new organization will be the Washington Millers' Association. It will be on the same plan as that of the millers of Oregon and other States. Its purpose is for the general betterment of trade conditions by a mutual adjustment of the customs and usages of the milling business.

NOTICE TO STOCKHOLDERS.

Office of "The Pandex of the Press," Halleck Block, No. 320 Sansome street, San Francisco, California, the 4th day of May, 1905.

In accordance with a resolution adopted at a regular meeting of the Board of Directors of "The Pandex of the Press," a corporation duly organized and existing under and by virtue of the laws of the State of California, and having its principal place of business in the City and County of San Francisco, in said State, held this day, a special meeting of the stockholders of said Company is hereby called, to be held at the office of said Company, in the Halleck Block, Room 58, at No. 320 Sansome street, in the City and County of San Francisco, State of California, the principal place of business of said corporation and the place where its Board of Directors usually meet, on Wednesday, the 12th day of July, 1905, at the hour of 2 o'clock p. m.

The object of said meeting is to take into consideration and decide upon the proposition of increasing the capital stock of said Company from $50,000, divided into 50,000 shares of the par value of $1.00 each, the present capital stock of the Company, to $100,000, to be divided into 100,000 shares of the par value of $1.00 each.

Dated, San Francisco, Cal., May 4th, 1905.

W. P. CALKINS, President.
A. I. STREET, Secretary.

Phone Mission 288

J. MARSHALL & CO.'S
WORCESTERSHIRE SAUCE

BE SURE and GET the GENUINE

½ Pts., per doz. $1.20
Pts., per doz. 2.20

NO AGENTS

Office: Cor. 12th and Market Sts.

YOUR EVERY WANT IN PAPER
Can be Supplied by
A. ZELLERBACH & SONS
416-426 Sansome St.
SAN FRANCISCO

LaGrande Laundry
Telephone Bush 12
23 Powell Street
Corner Ellis

54 Taylor St. - Near Golden Gate Ave.
200 Montgomery Ave. Cor. Kearny St.
208 Third St. - - - - Cor. Howard
1788 Market St. - - - Opp. Eleventh

GIVE THEM A TRIAL

LESLIE STERILIZED SALT
Free Running (in Pkgs.) for table
Velvet Grain (in Bags) for kitchen
Sold by all Jobbers

WIELAND BROS.
121-123 Clay Street San Francisco
Importers and Commission Merchants

SPECIALTIES—Imported and domestic Swiss Cheese, Limburger, Brick Cheese, Edam, Roquefort, etc.; Mackerel, Codfish, Holland Herrings, Olive Oil, Spanish and California Olives, all kinds of Sausages and other delicacies.

SOLE AGENTS for Sierra Cheese, German Breakfast Cheese, Brie, Camenbert, Schloss, Kronen and Neufchatel Cheese.



GERRIS WASHING AMMONIA.

It has come to our knowledge that there is an attempt to introduce on the market a WASHING AMMONIA make from BONES AND ANIMAL REFUSE. We trust that the trade will take time to investigate the character of this STUFF which, if sold to the consumer, will only tend to discourage the use of Ammonia as a household article

PACIFIC AMMONIA BOTTLING CO., Sole Manufacturers of Ammonia from mineral products on the Pacific Coast.

GEO. HERRMANN, Pres., 310 Sacramento St.
SAN FRANCISCO CAL.

CAUTION—As there are numerous brands of impure and ammoniaoffered to the trade imitating the style of our label, be careful to see that our signature trade mark is on each bottle.

TRADE MARK

WILLIAM E. HARM
Kartuffel-Buhr
183-185 Valencia St. Near 13th
Tel. Folsom 1911
Wholesale Dealer in POTATOES, ONIONS BEANS, EGGS Etc., Etc., Etc.

WITZEL & BAKER, Commission Merchants
Telephone Main 718 314, 316 BATTERY ST., SAN FRANCISCO, CAL.
Fancy Creamery Butter and Ranch Eggs Our Specialty

Babbitt's Standards.

ALWAYS UNIFORM!
ALWAYS RELIABLE!
ALWAYS THE BEST!



B. T. Babbitt's Concentrated Lye,

The ready soap maker—a powerful disenfectant—an excellent fertilizer for dipping prunes, spraying trees, etc.

Manufactured by
B. T. Babbitt, (Inc.) New York City.



The C. B. JENNINGS CO., Agents, 121 California St., San Francisco, Cal.



WILLIAM CLUFF COMPANY

WHOLESALE GROCERS

SOLE AGENTS

SAN FRANCISCO CAL.

IRVINE STANTON COMPANY

WHOLESALE GROCERS

Farm and Dairy Produce

Consignments from Interior Merchants Solicited

211-213 Clay St. San Francisco, Cal.

REMOVED

PATRICK & CO., RUBBER STAMPS

111-113 SANSOME STREET

One block south of old location.



GUSTAV LIEBOLD PHONE SOUTH

GAMBRINUS BOTTLING CO.

Sole Agents and Bottlers of

Gambrinus Brewing Co.'s

PORTLAND, OREGON

SELECT PILSENER LAGER BEER

OFFICE AND BOTTLING WORKS

160 Thirteenth St., near Folsom, S. F.



DOUBLE FIRST FLOOR OUTFIT

YOU pay the cost once, only a small sum at that—then you have the outfit and the saving begins. This in a short time equals the cost; after that it's all profit. If on the other hand you continue in the old way, you lose day after day. Why not begin the saving now? We guarantee the

Bowser Self Measuring Oil Tank

is a profitable investment. Investigate—it will cost you nothing for full particulars. Ask for Catalog "BB"

BETTER WRITE NOW WHILE YOU HAVE IT IN MIND

S. F. Bowser & Co. Fort Wayne, Ind.

Highest Grade Package Goods for Family Trade

ROYAL AND QUEEN'S TASTE

(1 lb packages) (¼ lb cartons)

Macaroni, Vermicelli and Spaghetti

ROYAL ITALIAN A. B. C. PASTE, in 1 lb papers
GOLDEN GATE EGG NOODLES, in ½ lb papers

For Sale by all Jobbers

PETERS BROS., BALTZ & DITTMANN

PROPRIETORS

The California Brewing Co.

Douglas Street, bet. 17th and 18th

SAN FRANCISCO, CAL.



THE PERFECTION SHORT CREDIT SYSTEM IS SAVING

TIME - WORRY - WORK

FOR THOUSANDS OF DEALERS. IT IS THE GREATEST HELP IN THE WORLD TO THE CREDIT RETAILER.

Learn about it by addressing

P. E. LENFESTEY

Pacific Coast Agent

220 California Street, San Francisco.



You Give Your Trade

THE BEST

when you sell

Old Gilt Edge Whiskey

RYE or BOURBON

AGED IN WOOD

Bottled Expressly for Family Trade.

PURITY UNQUESTIONED

SOLD EVERYWHERE

Wichman, Lutgen & Co.

SOLE PROPRIETORS

Agents for Moerlein's Celebrated Cincinnati Beer

29-31 Battery Street San Francisco, Cal.



SHREDDED WHOLE WHEAT RECOMMENDATION

The Best Cereal Food to Eat, and
The Best Cereal Food to Sell, is

Shredded Whole Wheat

It is made in two forms, Shredded Wheat **BISCUIT** and **TRISCUIT.**

TRISCUIT is a CRACKER, not a "breakfast food." It is used as toast in place of ordinary bread toast, and for all purposes for which the common white cracker of commerce is used.

Shredded Wheat **BISCUIT** is the standard wheat food of the world, delicious for breakfast, or for every meal for every day in the year. It contains all the nutriment in the whole wheat in digestible form. A good seller all the year round.

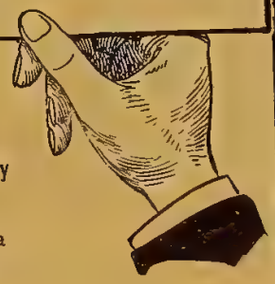
THE NATURAL FOOD COMPANY
Niagara Falls, N. Y.

THE RETAIL GROCERS ADVOCATE

A. H. POWERS, Editor | SAN FRANCISCO, CAL., MAY 26, 1905 | Vol. 10, No. 21

M·J·B· COFFEE
SELECTED WISDOM

You can't stop reading this if you try – try now



GIVE REAL VALUES

No Permanent Success Was Ever Won By Trading in Gold Bricks.

The Grocer Has the REAL VALUE of a Clear Conscience in Recommending

M. J. B. COFFEE

IXL - Kapp and Street - W.G.M.

TAMALES

IN

KEY-OPENER CANS



THE ORIGINAL

Powdered

STOVE POLISH

Mixes with water instantly. Advertised everywhere

OUR GUARANTEES:

To give SATISFACTION or your MONEY BACK
To give a QUICK, BRILLIANT LUSTRE
To give Dealers a GOOD PROFIT

PRICES 5c Size, 3 Doz. to case, per case, $1.50
10c " 3 " " " " " 2.50

SPECIAL DEAL SIX PACKAGES FREE in every case of 3 dozen

R. A. HOLCOMBE & CO., Agents 20 PINE STREET San Francisco, Cal.

You have had calls for

HAND SAPOLIO

If you filled them, all's well; if you didn't, your rival got the order, and may get the customer's entire trade.

HAND SAPOLIO is a special toilet soap—superior to any other in countless ways—delicate enough for the baby's skin, and capable of removing any stain.
Costs the dealer the same as regular SAPOLIO, but should be sold at 10 cents per cake.

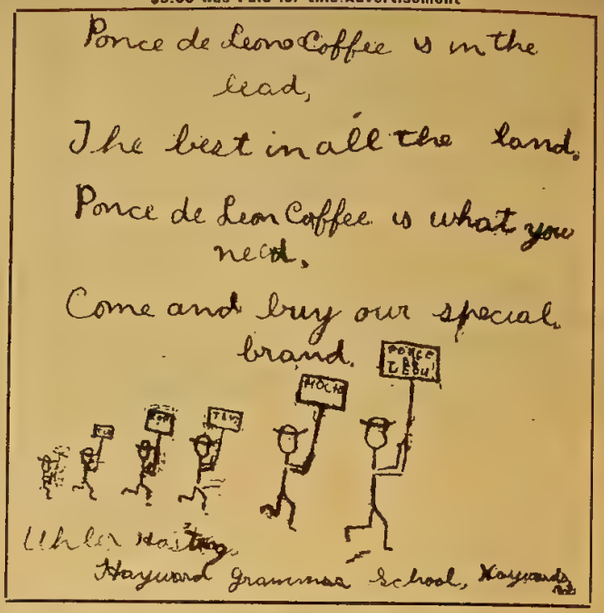
Help One of Your Customers Earn $5.00

We are helping Retail Grocers advertise their stores and our **PONCE de LEON** by our plan to

PAY SCHOOL CHILDREN FOR WRITING ADS.

Every Grocer has a chance to win the favor of some customer by helping a child of the house get $5.00. We print these ads. each week in the "*Evening Bulletin*" of San Francisco.

$5.00 was Paid for this Advertisement



Quality These are the Elements Needed for Grocers to Secure Trade Now Going to Coffee Peddlers. **Confidence**

Our Goods Possess the **QUALITY** — "PONCE DE LEON" Coffee is the Best in the World
Our Advertising Helps Give the CONFIDENCE.

You Can Win and Hold the Best Trade with

Best in the World

Ponce de Leon COFFEE

Quality Unsurpassed
Flavor Delicious
At All Leading Grocers
Porto Rico Co



To Help San Francisco Dealers we Have:

Striking Displays on the Main Streets
Artistic Signs in the Street Cars
Attractive Designs on Theatre Curtains
Conspicuous Notices in Theater Programs

Gold Watches for Grocers

To add to the interest of the Retail Grocery Trade in advancing the Sales of **PONCE DE LEON** Coffee, we have decided to give

6 Gents' Solid 14-Karat Waltham Gold Watches, Value $60 Each, to our Friends.

To Get One Entails No Cost Nor Extra Labor.

Read the Terms: We will give Watches to Each of the Two (2) Retail Grocers of San Francisco, and to Each of the Four (4) Grocers in the Interior, whose Invoices show that they have purchased the **Most Pounds** of our **Sealed Cans** of **PONCE de LEON COFFEE** between April 15th and August 15th, 1905. **WATCHES GUARANTEED TO BE SOLID, 14-KARAT GOLD.**

GET IN LINE—GET A PROFIT—GET A SPLENDID GOLD WATCH

THE PORTO RICO COMPANY

587-589 HOWARD STREET **San Francisco, Cal.**

SATISFACTION



Comes from selling an article as **CHEAPLY** as your **SHARPEST COMPETITOR**—especially if it

PAYS A GOOD PROFIT AND PLEASES YOUR CUSTOMERS

The Price of Globe Flour Can Not be Cut

Our "A1" Flour is the "Best on Earth"

That is why more than **700** of the **BEST GROCERS** around San Francisco Bay are RECOMMENDING our Flour to their customers,

AND THEY GET A GOOD PROFIT ON EVERY SACK

IT ALWAYS GIVES SATISFACTION

Why "A1" Flour

IS BETTER:

Our "**A1**" FLOUR is manufactured from only the HIGHEST GRADE of the **BEST CALIFORNIA and EASTERN** Wheats. We have, by much investigation and research, produced a blend which includes enough Eastern wheat to cause "**A1**" to be **More Glutinous** than other flours on the market and therefore **More Nutritious.**



It Makes More Loaves per Sack

THE PRICE CANNOT BE CUT

GLOBE GRAIN & MILLING CO.

MONTGOMERY AND CHESTNUT STS., SAN FRANCISCO, CAL.

Telephone Bush 759.

(Please mention the ADVOCATE to Advertisers. It helps us materially.)

"Duplicate our Order"

The Leading Grocers of Oroville, Cal., say:



NOTHING IS QUITE SO GOOD

Oroville, Cal., May 12, 1905.

Messrs. Cudahy Packing Co.,
San Francisco, Cal.

Gentlemen: –

We desire to duplicate our last order for "Diamond C" Hams, and will probably use a great many more in the future, as the brand is **eminently satisfactory** and the public is recognizing that this is one of the best, if not **the very best, grade of goods on the market.** Please ship the goods as soon as possible and pack them as you have done heretofore, as we find that this conduces to their better keeping. The last shipment **went much quicker than we expected,** and if business continues according to indications, we have no doubt that another order will be sent you within a week or ten days.

Yours truly,

PERKINS & WISE COMPANY.



FINEST IN FLAVOR AND APPEARANCE

"THE TASTE TELLS"

FRANK B. PETERSON & CO.

SAN FRANCISCO

HAVE THE EXCLUSIVE SALE OF

Wedding Breakfast COFFEE

Ask Them About The Sale



Repeat Orders Means Success

Aged and Cured 5250 Feet Above Sea Level

(AND IT SELLS)

NASH-SMITH TEA AND COFFEE **CO.**

Purveyors to Coffee Connoisseurs

DENVER —— ST. LOUIS

No Grocer

Can afford to be without a good Refrigerator and if he has a refrigerator he should satisfy himself that it is not losing him money by loss of goods or waste of ice.

The McCray Refrigerator Ranks

first in every way. It is sold entirely on its merits and is known everywhere for superiority.

McCray Refrigerators are perfect refrigerators and will in a short time repay their cost through saving of butter and other provisions and ice.

We can here give you but a faint idea of the McCray Refrigerator. Let us send you our catalogue showing our extensive line from which you can make a selection.

Your request for our catalogue places you under no obligation to purchase of us.

McCray Refrigerators are Guaranteed

BECK - WAKEFIELD COMPANY

GENERAL AGENTS

122 Market Street, San Francisco, Cal.

Retail Grocers' Advocate

CALIFORNIA RETAIL GROCERS' AND MERCHANTS' ASSOCIATION — OFFICIAL PAPER — RETAIL GROCERS' ASSOCIATION

Vol. 10 — SAN FRANCISCO, CAL., MAY 26, 1905 — No. 21

THE RETAIL GROCERS ADVOCATE

Published Every Friday by
ADVOCATE PUBLISHING CO.

Subscriptions:
One Year $2.00
Single Copies ..... .10

PUBLICATION OFFICE:
456 MONTGOMERY STREET.
Rooms 413-414. - Tele. John 2691

Entered at the Postoffice at San Francisco as Second Class Matter.

Points to Watch

RICE—

As stated in the **Advocate** last week the rice market has been cornered by a local firm, and prices are advancing, and likely to advance still further.

SUGAR—

Sugar has been selling from jobbers for a few days at about 10 cents per hundred under quoted prices, and material reductions are predicted at this time (Wednesday afternoon).

RESTRICTION REMOVED.

'Frisco Grocers Can Furnish Women Customers With Drinks.

At a recent meeting of the Police Commissioners of San Francisco the board rescinded the action taken some time since by which retail grocers were forbidden from serving female customers with liquor over their grocery counters.

This is one more instance in which the San Francisco grocers are put under obligations to the present administration.

The objectionable order was passed nearly a year ago through the influence of Commissioner Hutton, who was retired some time since by Mayor Schmitz. It was not enforced generally. When a policeman had a grudge against a grocer, he could watch his store and, by reporting the sale of liquor to women customers over the counter, could cause considerable trouble. When the matter was brought to the attention of the Police Commissioners they were informed by Commissioner Grady, who is an attorney, that there was no law against supplying women customers in the manner Commissioner Hutton had insisted. Investigation proved that Mr. Grady's statements were correct and the Commissioners thereupon voted to withdraw the order.

A SWEEPING ENDORSEMEENT.

W. C. Longstreth, inventor of the Longstreth Lard and Butter Cutter, is a grocer of Los Angeles. His invention is the result of his experience as a retail grocer and was used in his store for some time before it was patented. Mr. Longstreth is very proud of the following letter which explains itself:

To Whom It May Concern:

At the regular monthly meeting of the Los Angeles Retail Grocers' Association, held May 4, 1905, it was moved and carried that this Association endorse the Longstreth Lard and Butter Cutter. Mr. Longstreth's machine has been investigated by the members and the Board of Directors of this Association, and pronounced as indispensable to grocers handling bulk lard or butter.

Mr. Longstreth or any of his salesmen are authorized to use this endorsement whenever they see fit to do so.

Yours very truly,

LOS ANGELES RETAIL GROCERS' ASSOCIATION.
Per W. R. Baxter, Secretary.

The local agent for the Longstreth Lard and Butter Cutter are Bovles & Knowles, who have offices at 21 Powell street.

PROMPT ACTION.

Price Cutting Stopped in Oakland by Del Monte Mills Within Twenty-Four Hours.

The prompt action of the Del Monte mills in stopping price cutting on their "Primrose" wheat and Flapjack flour by a department store in Oakland is worthy of praise and appreciation from all grocers and shows the value of associated effort.

Complaint was made to them by the Pacific Coast Grocers' Association on the 12th that prices on these brands had been cut from 15 cents to 9 cents by a large Oakland store and they were requested to endeavor to prevent a continuance of this evil.

On the 13th we received by the same mail a letter from the Alameda County Grocers' Association and one from the Del Monte mills, both advising that "the store in question had been persuaded to discontinue cutting the goods, had destroyed the advertising of the cut prices and promised to hereafter maintain the price established by the Del Monte mills."

It is evident that the Del Monte mills mean business and are making no idle boast when they assert that they will protect the retail trade.

The co-operation of manufacturers like these with backbone and energy, who do things in a whole-hearted and decisive manner, is what helps largely to make the Pacific Coast Association effective. Incidentally it is bound to establish a feeling of confidence among the retail grocers in the honor and integrity of such firms.

The Sperry, Port Costa and Crown mills are putting themselves and their salesmen to considerable inconvenience to circulate the foolish idea that "the grocers do not want a profit," and that the Association's request that they establish and protect uniform retail prices "is but a fad that will soon wear itself out and cannot be successfully accomplished anyway." The apparent ease of the correction of cut prices by the Del Monte people is enough to vividly illustrate that the childish arguments of the other mills is based on a flimsy foundation.

The retailers DO want a profit. We are being daily supplied with news showing that each day more of the purchasing power of both San Francisco and Oakland is forcing the issue. By supporting the mills who are maintaining prices, those earnest men are bringing to bear a **steadily increasing pressure**, to convince these firms who now profess to look upon their requests with complacent indifference and amused contempt, that the Association members of this community are a mighty influence in the distribtuion of merchandise whose just demands and rights cannot be safely ignored.

Necessity of Organization.

Under the head of "Good and Welfare" Mr. Hauch of Alameda made a logical and convincing talk as to the necessity of organization. He called attention to the tendency toward additional expenses occasioned by the demand for better delivery service, immaculate stores, beautiful windows, etc., and also the tendency of manufacturers to put up their prices. These tendencies the Association could not control. He called attention also to the tendency toward the general reduction of grocery profits which had

(Continued on page 8.)

GROCERS APPROVE.

Leading Dealers Like the Plan to Protect Their Profits.

By H. W. Thurlow, Secretary of the Pacific Coast Grocers Association.

We told last week of how the Kelley-Clarke Company proposed to protect the price of their Riverside starch by refusing to sell to any dealer that refused to sign a contract to maintain a retail selling price, fixed by them, that would leave a fair margin of profit for the dealer.

To further insure the success of their plan, they require of wholesale grocers that they shall not sell to any retailer who will not sign the contract and also that they will not sell to any retailer when the Kelley-Clarke Company ask them not to do so because of his having cut the price.

Harry Blair, sales manager for the Kelley-Clarke Company, reports that the retail grocers who have been approached on the deal favor it almost to a man. They show this by giving orders and signing the agreement.

Several orders have been received from merchants throughout the interior.

The Pacific Coast Grocers' Association hopes that all dealers who want to bring about a rehabilitation of prices will show their colors by supporting this deal.

The Kelley-Clarke Company do not now and never have advertised in the **Advocate** to the extent of a 5-cent piece.

The Association is securing for them this advertising in this column **freely and gladly**, without cost, because they are following the only course which the managers of the Pacific Coast Grocers' Association think will result in better profits for grocers.

Mr. Grocer, It's up to you.

Are you willing to help yourself by helping popularize a starch that cannot be used by a competitor to buy your trade away from you.

If you do, write to the Kelley-Clarke Company. Tell them you are willing to sign a contract to maintain the price of their starch at not less than 8 cents a pound in less than 10 pound lots.

The Kelley-Clarke Company absolutely guarantee the satisfactory quality of both their gloss and corn starch. The grocer can "money back" Riverside starch to his customers.

It costs 5½ cents in 1-lb. packages, for both corn and gloss. The gloss is also put up in 3-lb. packages and costs 5¼ cents. Until May 31st, there is a free deal of one case free with five that brings the cost down about a cent per pound.

Remember, grocers, if the Kelley-Clarke Company finds that it pays to protect the price of Riverside starch, other manufacturers will protect the price of their goods. So **Give Them a Lift.** Show them that it pays to protect you by putting in their goods and pushing their sale.

Yours very truly,
H. W. THURLOW.

WILL MAKE LAGER.

The Jackson Brewery has begun work on a lager brewery that will be the largest this side of Chicago. The cost of building and outfitting the brewery, it is said, reach a million dollars. The contract for the outside brick work alone is $85,000. The new brewery is situated at 11th and Folsom streets and extends from Juniper avenue to 11th streets. It will be fitted up with all the very latest mechanical devices to insure a lager of the very best quality

FLOUR CAUSES INTEREST.

Retail Grocers Tell Why They Expect Protection.

We want a legitimate profit on all flour. We believe the Crown, Sperry, Port Costa or any other mill can give it to us just as easily as the Globe mills has done.

This seems to be the concensus of opinion of every grocer in this city and Alameda county.

From every quarter large and small grocers express themselves vehemently on this subject.

"If one mill can insure us a profit, why not all?" they ask.

Each individual seems to feel that as business men the mills opposing their desires must have begun to feel the loss of their business.

The grocers are greatly encouraged by the appreciation shown by the Globe mills. Each of them observes his sales on "A1," "Silver Star" and "Banquet" steadily increasing and a corresponding decrease in sales and demand for the brands of the other mills. Their trade is well satisfied and less argument is found necessary each day to obtain the price.

Experience has fully demonstrated that the flour from one mill can be sold at a profit. They logically conclude to sell as much as they can of this flour and just as little as possible of the brands of the other mills.

Some of these men have been successful in educating fully 75 per cent of their trade to buy Globe mills flour and find they come back for more and will pay the price. Others are so gratified with their experience and the satisfaction expressed by their customers that it is becoming a matter of indifference to them whether or not the other mills follow the example of the Globe.

This flour problem has been very beneficial to many grocers and has enabled many to test their individual power and also their influence with their own trade. It has clearly demonstrated to many of them how utterly helpless and hopeless is the position of any manufacturer who deludes himself into the belief that he can defy the retailer.

Grocers Learn Their Power.

This flour agitation has convinced many grocers as nothing else could that without their support no manufacture of food products can have great hopes of success for his goods.

It has opened their eyes to facts here-to-fore obscured by mists of doubt and their own timidity. The facts are these:

First—The honest retail grocer is an influential power with his trade.

Second—His trade has confidence in him and will believe his statements and buy the goods he recommends.

Third—He can with little effort persuade them to try any product he will guarantee and encourage them to use.

Nothing but compulsion could have ever before convinced the grocers that it was their own fault that they did not make a profit on a staple like flour.

Now they are wise and many are asking: "If a profit can be maintained on one flour by one mill, why not a profit on coal oil and other articles that the manufacturer can control?"

The opposition of the mills is showing the retail trade their power.

(Continued on Page 9.)

KEEP YOUR EYES ON

CALIFORNIA'S CHOICEST FOOD PRODUCTS

GRIFFIN EXTRAS

Pure and Wholesome



GRIFFIN CATSUP

(Not Colored)

Used by St. Francis Hotel,
Clubs, Cafes, and Other Discriminating Trade.

Put up in Pint and One-half Pint Glass Bottles.

Made from the finest quality of full ripe tomatoes, pure spices and the best malt vinegar, by the most modern processes known to the catsup making art, producing a condiment that is a delight to the palate of the most fastidious.

Griffin Catsup sells at 25c pints; 15c half pints,

GRIFFIN OYSTER COCKTAIL SAUCE

(Not Colored)

Like GRIFFIN TOMATO CATSUP, this sauce is selected and handled with extreme care and cleanliness, combined with the best skill known to the culinary art, from the purest and best ingredients purchasable. It is packed in full pint bottles only, and is a sauce most excellent, having that peculiarly delightful flavor which gives character to a true cocktail sauce. No cost or pains are spared in order that GRIFFIN OYSTER COCKTAIL SAUCE shall rank **first** as a sauce of merit and a delight to the epicure.

Griffin Oyster Cocktail Sauce sells at 25c pints.

Our Guarantee Follows Our Goods

Announcement of the FREE DEAL on "Griffin Extras" CATSUP and OYSTER COCKTAIL SAUCE.

With **5-Case** Orders for "Griffin Extras" **Catsup** we will give FREE ..... { 1 Case "Griffin Extras" **Catsup,** or 1 Case "Griffin Extras" **Oyster Cocktail Sauce**

With **5-Case** Orders for "Griffin Extras" **Oyster Cocktail Sauce** we will give FREE { 1 Case "Griffin Extras" **Oyster Cocktail Sauce** or 1 Case "Griffin Extras" **Catsup.**

Send us Your Orders for Immediate or Future Delivery.

CALIFORNIA FRUIT CANNERS ASSOCIATION

Largest Packers of Canned Fruits and Vegetables in the World.

ROCHDALE COMPANY DISSOLVES.

Oakland, May 13—Eighty members of the Rochdale Company of this city have filed a petition asking the directors to dissolve the company. It is claimed that the affairs of the concern are running behind.

"S"

Stands For

SNIDER'S

which means

Most

Satisfaction.

Snider's Condiments are Sure Sellers — A Short Cut to Success.



Sold by all Jobbers.

PUT UP BY

THE T. A. SNIDER PRESERVE CO.

CINCINNATI, OHIO.

Makers of Snider's Oyster Cocktail Sauce, Chili Sauce, Salad Dressing, Tomato Soup, and Baked Beans.

SPOHN-PATRICK COMPANY

AGENTS

16-22 Front Street, San Francisco

An Interesting Salmon Report.

The following interesting circular has been issued by the Kelley-Clarke Co.:

Pack of Pinks and Chums.

	1901.	1902.	1903.	1904.
Alaska	584,210	721,686	396,486	319,801
British Columbia	54,789	None	25,735	36,096
Puget Sound	122,045	96,229	197,652	56,355
Columbia River	None	16,539	10,255	15,320
Outside Rivers	43,505	42,314	17,366	33,056
	804,549	876,768	647,494	460,628

Grand total for four years' packing.....2,789,439 cases
Less 1904 shipments to Japan..... 389,439 cases

2,400,000 cases
Less total stock on hand this date..... 130,000 cases

Balance of four years' consumption..... 567,500 cases
Average yearly consumption.....2,270,000 cases

What have we with which to supply this enormous appetite? Only 130,000 cases; that's all. New pack will not be available until October; even the new pack is but a puny effort, estimated to fall 150,000 short of the annual consumption. Will you buy pinks now at 70c per dozen, or will you wait and pay 75c to 85c per dozen? Chums are not to be had at any price.

Red Situation—Packers of Columbia River Chinooks have made their spring offering at $1.45 per dozen, tall basis. As against this price, sockeyes should open at $1.35; but possibly, owing to a more favorable situation, sockeyes may open as low as $1.25. This latter figure is, however, based on a large pack; a shortage in the present estimate would materially enhance the value of sockeyes. It is pertinent to state that sockeyes have already been largely overbooked, more especially in flats and halves. Yesterday we declined an order of 7,500 flats and 5,000 halves, and our capacity is not so small either, as we control an output of 150,000 cases.

Red Alaska—The red Alaska pack is not expected to exceed 1,200,000 cases, as against 1,800,000 in 1902. Canneries in operation this year, 41; in 1902, 72. The halcyon days of red Alaska are gone, never to return. Not much longer will the cheaper Chinese labor render it possible to pack salmon at a fair cost. They are dying off, and those that are not dying are being driven from the country by the swarm of special agents of the government—who must enforce the senseless Chinese Exclusion act. You will appreciate how vital the Chinese are to the salmon business on learning that there is only one cannery in all Alaska that does not employ Chinese, namely, the Metlakahtla Industrial Co. Alaska shores are so sparsely settled that white help is not available, even though packers could afford to pay the price, which they cannot.

To those of us that live on shores of the Pacific, the decline of the Alaska salmon business is more readily understood. The circumstances just related is one of many that have contributed to the present condition.

We do not believe that the present cost of packing red Alaska will permit any less price than $1.10, which will undoubtedly prevail should sockeyes open as low as $1.25.

Spot Red Alaska—We will sell a limited number of cars at $1. The limit is low, and when it is reached, the price goes to $1.05 to $1.07½, without notice. Do not imagine that if we had packed these goods we could afford to sell at the present price. We could not. The lot was purchased from the receivers of the P. P. & N. Co., whose elimination from the salmon business was effected by this sale.

WANT A COFFEE TAX.

Expert Say Porto Rico Coffee the Best in the World.

John H. Mulhearn, who is credited by the "Grocery World" of Philadelphia with being a representative of a big New York coffee house, is reported as saying that all the big coffee dealers were in favor of the proposed duty on coffee. Mr. Mulhearn argues that the wholesalers, and not the consumers, would have to pay the freight. He points out that the United States and Belgium are the only two countries in which there is not a tariff on coffee. He insists that such a tariff would result in reviving the coffee industry in the United States possessions.

Porto Rico, he declared, produced a kind of coffee that cannot be equalled by the world.

Porto Rico is poor. Mr. Mulhearn wants to have American capital go into Porto Rico.

The Hawaiian Islands are adapted to coffee growing.

But when it came to the Philippine Islands Mr. Mulhearn grew enthusiastic. He has spent some years there, he says, and the prospects of raising coffee are simply limitless.

Still, the coffee grown there now is poor, just as that in the Hawaiian Islands. With good seeds and proper culture, under American hands, Mr. Mulhearn contends the Hawaiian Islands and the Philippine Islands, as well as Porto Rico, could grow all the good coffee that the people of the United States can consume.

He scouted the idea that American experts on good coffee will have to resort to the famous blend of the product of the Java Islands and of Mocha of Arabia. He said all these good coffees can be grown in American possessions.

A MATTER OF HEALTH

ROYAL



BAKING POWDER

Absolutely Pure

HAS NO SUBSTITUTE

All Grocers should carry a full stock of Royal Baking Powder. It always gives the Greatest Satisfaction to customers, and in the end yields the larger profit to the Grocer.

Do Not Neglect the Means which are Essential to Secure Success



AS a rule people who relish Olives and other table dainties sooner have none at all than be obliged to accept inferior goods. *Therefore* if your sales are not what they should be, you will know where the difficulty lies.

You Need High Grade . . .

OLIVES AND OLIVE OIL

"WHITE LABEL" Queen Olives, Manzanilla Olives, Pim Olas and Baby Pim Olas, Nicelle Olive Oil

ARE WHAT YOU WANT



PACKED BY

The Seville Packing Co.

Exclusivists in Olives and Olive Products

New York City. Seville, Spain.

Spohn-Patrick Company

Pacific Coast Agents

16-18-20-22 Front Street San Francisco, Cal.

BRANCH HOUSES

Los Angeles Portland Seattle
Denver Salt Lake City

PROMPT ACTION.

(Continued from Page 5.)

been forcing itself on the trade through the influence of the cut rate and the department stores during the past four or five years.

This tendency he showed could only be checked by united action on the part of the great mass of retailers who wished to pay 100 cents on the dollar. In conclusion he said:

"There is only one cure. We must combine. We must make ourselves stronger than the people to whom the manufacturers have been catering. We must, as business men, secure such strength that we will not have to go to the flour men and beg favors, but will be able to go to them as men and demand they give us what is ours by right.

Mr. Hauch promised that he would be a more faithful attendant at Association meetings in the future.

Mr. Mitchell of Gardner & Mitchell pleaded guilty of having been delinquent in the past. He said he was going to come to the meetings of the Association in the future. He stated he had been profiting already by the work of the Association since he was now selling two sacks of "A-1" flour at a big profit to one of Sperry's, whereas before the Association took the flour question in hand he had been selling flour without any profit at all.

Amusements

ALCAZAR.

There is almost a laugh a minute in "A Fool and His Money," in which a young man of wealth learns how few friends he has by making them think he has lost all his money. The play is splendidly mounted, the club house scene, showing the golf links, in the second act, is one of the best the Alcazar has ever attempted. A boarding house scene in the third act is very funny. "Tennessee's Pardner," a Brete Harte romance, will be produced next week beginning Monday night.

THE MAJESTIC.

Geo. Woodward's presentation of "Old Jed Prouty" is one of the cleverest things the Majestic has shown. This is Richard Golden's comedy and it is full of clean, laugh provoking humour with a rather sad story holding it together. "Mizpah" is to be reproduced next week. Mrs. Fiske will be the attraction very shortly.

THE GRAND.

"Way Out West" is a drama of much interest. It takes the audience close to nature and to men with the gilding of conventionality removed. The story is full of interest and the piece well acted. Mr. Ferris and Miss Stone are to produce "The Holy City" next week.

THE TIVOLI.

They have been recording another success with "The Tenderfoot" at the Tivoli this week. There are a number of new faces in the cast, which is a strong one. The show is very funny and the scenic accessories and the chorus are attractive.

CENTRAL.

"The Convict's Daughter" is a comedy drama full of excitement and sensations in which tears and laughter blend. It has been drawing good houses. "Why He Divorced Her" follows next week.

FISCHER'S.

Howard Thurston, the clever magician, is in his last week. This turn alone is worth the price of admission. The bill includes a long list of headliners. There are two performances each evening, one beginning at 9:15.

THE CHUTES.

They are giving a splendid vaudeville show at the Chutes in the big free theatre. Beginning Saturday afternoon, there will be another revival of "Cleopatra-Up-to-Date" for a week.



THE BOND AUTOMATIC WEIGHER

Saves 7/8 the Time Used in Weighing

Gives Exact Weight and No Spill
Weighs Sugar, Rice, Beans, Etc.

Write for Catalogue.

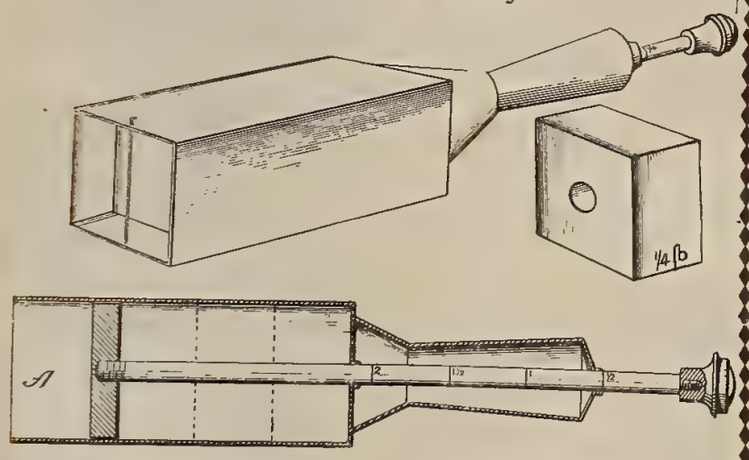
BOND SCALE CO.
OFFICE AND FACTORY
1640 San Fernando Street,
LOS ANGELES

SAN FRANCISCO OFFICE
220 California Street
SAN FRANCISCO

GROCERS!

THE LONGSTRETH LARD AND BUTTER CUTTER

Will Please Your Trade, Save You Time
And Make You Money.



Manufactured by W. C. LONGSTRETH,
947 East Fourth St., Los Angeles.

BAYLES & KNOWLES
AGENTS
21 Powell Street, San Francisco.

AN IS'ER

Last week, at Steinway Hall, a well-known business expert, Mr. Sheldon, of Chicago, told a story about a young man from the Middle West who went to Chicago to buy a horse. The salesman at the stockyards first trotted out a horse whose sires had held world's records and therefore recommended it as a valuable animal. The young man was not satisfied. He was then shown a horse that was expected to be a Prize Winner. He then said, "Don't waste any more time on has-beens or comers, they won't do. What I want is an

IS'ER

Trot one out if you have it!"

And that is just how the merchant feels about Evaporated Cream. He wants **a seller -- an Is'er,** therefore he orders

CARNATION
THE CREAM OF CREAMS
Above the standard required by the
San Francisco Board of Health.

PACIFIC COAST CONDENSED MILK COMPANY
MANUFACTURERS
Seattle and Kent, Wash. Forest Grove, Oregon.

SPOHN-PATRICK COMPANY
16-22 Front St., San Francisco
Agents for California, Nevada, Utah, Arizona and New Mexico.

CRACKER-JACK
THE MORE YOU EAT
THE MORE YOU WANT
THE WORLD'S GREATEST
5¢ SELLER

100 Packages to Case $3.65
Case weighs 40 pounds gross.
Dodge, Sweeney & Co., AGENTS SAN FRANCISCO

FLOUR CAUSES INTEREST.

(Continued from page 5.)

We print some more interviews with some of the representative and substantial grocers of this city. Their expressions on the flour situation are both interesting and encouraging:

McCoy & Son, 159 Ninth—Unless the grocer gets 15 cents profit on a sack of flour, he is handling it at a loss. I would like to see the mills fix a fair selling price on their flour and refuse to sell firms that cut that price. At the same time the mills should give the same protection to every dealer and not tie the hands of one by refusing to let him sell at a low price and then let a competitor sell for what they please and thus take away the customers of the legitimate dealer.

Henry Heide, 342 Fourth—It is not fair to the grocers of the cities around San Francisco bay for the mills to allow any firm to sell their flour for less than $1.35. It is not unreasonable for the grocers to expect such protection from the mills and as business men the mills should see the necessity of protecting the retail grocery trade in its profits.

Ed Broderick, 29 Ninth—I would like to see the mills require retail dealers to keep up a fair price on their flour. I also think they owe it to the trade to do this.

H. Horstmann, 429 Ninth—It is wrong that the grocers of San Francisco have to sell flour for less than $1.35. I think the mills should correct this.

Lunsmann Bros., Fourth and Harrison—I must meet the price on flour made by my competitors. For this reason I put in the flour of the Globe mills and am getting my fair profit. I think all the other mills should protect their price.

J. W. Offerman, Tenth and Folsom—When the mills let any dealer sell flour for less than $1.35 they are hurting all the rest of the grocers of San Francisco. I think the mills should help the men who distribute their flour get a fair profit for their investment and labor.

Doell Bros., 501 Eighth—It is not fair to the retail grocery trade for the mills to allow their flour to be sold for less than $1.35 per sack. I think the mills should protect us in this regard.

M. M. Toomey, 258 Eighth—I sell my flour for $1.30. I sell at this price because the mills let other dealers sell for even less and if I charged more I would lose all my flour trade. I think the mills should protect the grocers.

Luders & Buter, Eighth and Harrison—I think the mills should protect the great mass of their customers against the cutters. It is not fair to us for them to allow a few firms to sell flour at such a price that we either have to distribute the flour of the mills for nothing or else have our competitors take our customers away.

John Sheanon, 248 Fourth—It costs 12 per cent and sometimes more to run a store. All of us suffer through having to sell flour for less than a proper price and the mills are entirely to blame since the retail dealers can not afford to charge much more than the down-town stores. If he should charge a fair profit his customers will think they are being robbed. The mills should refuse to allow any firm to sell their standard brands for less than $1.35.

T. J. Norton, 337 Fourth—I, together with many others, have been losing a large part of my flour trade because the mills allow a few firms to sell flour at $1.20 per sack. We not only lose flour trade but other business besides, since if we do not meet the cut price on flour, our customers think we are not treating them fairly on other things. I think the mills owe it to the grocers to refuse to allow the price of their goods to be cut.

H. F. Sahlender, 287 Natoma—The mills owe protection to the retail grocers. It would be a good thing for the mills if the retail grocers could be assured of a profit of 15 cents on their flour since the dealer would not then consider a proposition to put other flours in stock and urge them to buy in order to get a profit for himself.

Christensen & Kenney, 336 Fifth—I certainly think the mills should not allow their flour to be sold for less than $1.35. At present we are getting $1.30, but the fact that other stores are selling flour for $1.20 and $1.25 hurts us considerably.

J. R. Van Arsdale, 438 Sixth—It is a shame for the mills to treat the grocers around San Francisco bay as they do. I think the grocers owe it to themselves to sell these flours on which they get a profit and that if all would unite in doing this, the mills would soon realize that it paid them better to protect the great mass of the trade rather than to try to curry favor with a few large dealers who would have to sell their flour any how if all the smaller dealers were handling it. I have transfered practically all my trade to the Globe mills and my orders for the older brands of flour are now 5 barrels where they used to be 25. Only a short time ago, I was able to put out an order of 100 barrels of Globe mills flour for Alaska, where I would have sent the other brands six months ago.

Leslie Quality

All Salt is cheap, but much Salt is contaminated and therefore not fit to be taken into the human system.

LESLIE

STERILIZED SALT

is Pure and Wholesome.



SHREDDED WHEAT RECOMMENDATION

The Best Cereal Food to Eat, and The Best Cereal Food to Sell, is

Shredded Whole Wheat

It is made in two forms, Shredded Wheat BISCUIT and TRISCUIT.

TRISCUIT is a CRACKER, not a "breakfast food." It is used as toast in place of ordinary bread toast, and for all purposes for which the common white cracker of commerce is used.

Shredded Wheat **BISCUIT** is the standard wheat food of the world, delicious for breakfast, or for every meal for every day in the year. It contains all the nutriment in the whole wheat in digestible form. A good seller all the year round.

THE NATURAL FOOD COMPANY
Niagara Falls, N. Y.

We do not Boast

OF THE SIZE OF OUR CANS, BUT WE TAKE PRIDE IN THE QUALITY OF THEIR CONTENTS

OUR "FAMILY" SIZE CAN OF



Our Pet BRAND Evaporated Cream

(or any of our brands bearing our top label)

Contains as much concentrated nutriment as any of the much larger cans filled with thin milk, which is so watery that it soon separates and presents an unsightly appearance. We have added to our original skill

Twenty Years of Successful Experience

AND THUS DEVELOPED

THE HIGH ART

of preparing Evaporated Cream which has never been approached by others.

If you desire to please your trade, handle only those brands which bear our top label as shown herewith.

Helvetia Milk Condensing Co.,

Originators and Largest Producers of Evaporated Cream

San Francisco Office, 3 California St.

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Each of these departments in this Price List is checked up and corrected every week by two or more reliable authorities on values. More than thirty wholesale houses co-operate with us to secure for our List the greatest accuracy possible.

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COLUMN 1.
Department 1.

COFFEE, CHICORY, ETC.

Green Coffee.

Mocha, Genuine Arabian	18	21
No. 2	17	18
No. 3	16	
Kona (Hawaiian)	10	15
Mexican	12	18
Java, common	15	18
Java, brown plantation	20	25
Caracol, prime washed	13	16
Caracol, ordinary	13	14
Guatemala	11	17
Costa Rica	12½	16
Salvador	10¾	12

Roast Coffee.

Salvador	13	20
Costa Rica	16	20
Java	24	31
Mocha Aden	27	31
Prme W shd, C. A. Blends	19	24
Good C. A. Blends	13	20
Ordinary Blends	12	13

Private Brands.

Royal Java Roast	13
Lion, 100-lb	14.87
Arbuckle's, 100-lb	14.87
Arab, 1-lb tin	.18
Hill's Bros. Arabian Roast	.27
"M.J.B.," 60 1's in case	.28
"M.J.B.," 30 2 s in case	.27
"M.J.B.," 20 3 s in case	.25

Schilling's Best Coffee.

Tins: 30-lb price	60-lb case ¼ off
1-lb tins	1lb 2lb 3lb
cartons	tins tins tins
5-star	38¼ 39¼ 38¼ 38
4-star	29¼ 32¼ 31¼ 31
3-star	25¾ 28¾ 27¾ 27½
3-star Laquered (3-lb. tins only)	27½
2-star	22¼ 25¼ 24¼ 24
1-star	18¾ 21¾ 20¾ 20¼

Cartons only in 25, 50 or 100 lb cases can be assorted as required.

The Porto Rico Co.

Ponce de Leon, sealed cans only, 1-lb 30, 2-lb 29, 3-lb 28½

Cream of Moca, 1-lb. cartons 25

La Gloria de Porto Rico in bulk ... 26

Ground Coffee.

Hill's Bros. Arabian Roast	.27
Cafe des Gourmands	.26
Mexomoka	.15

Chicory.

California	6
Belgian	7
German, Genuine	8

Coffee Extracts.

Bulk, per lb	.07
Vienna, ¼'s, 10-lb bx	.25
Vienna, 1's, 10-lb. bx	.25
Ackermann's, ½-gross bxs., gross	4 00

COLUMN 2.
Department 2.

TEAS.

Japan.

(Panfired, Sundried or Basket-fired.)		
Extra Fancy	56	74
Fancy	44	55
Extra Choicest	39	43
Choicest	34	38
Fine	24	33
Fair	22	24

Green China.

(Gunpowder, Imperial or Young Hyson.)		
Extra Fancy	55	76
Fancy	38	46
Choicest	35	37
Extra Choice	32	34
Fine	25	31
Fair	20	25

English Breakfast.

Extra Fancy	67	90
Fancy	51	66
Choicest	35	50
Choicest	24	30
Choice	20	22
Fine	15	20
Fair		

Oolong.

Extra Fancy	53	$1.50
Fancy	50	57
Extra Choice	36	48
Choicest	33	35
Fine	27	32
Fair	22	26

Ceylon and India

Broken Orange Pekoe	36	65
Broken Pekoe	33	56
Orange Pekoe	31	53
Pekoe	27	46
Pekoe Souchong	24	39

Schilling's Best Teas.

(Packed only in 16, 12, 8 and 6-oz. Cartons. Never in bulk.)

Japan, per lb	.45
do, 1 crn., 90c; 2 crn	$1.80
English Breakfast	.45
do, 1 crn., 90c; 2 crn	$1.80
Ceylon	.45
do, 1 crn., 90c; 2 crn	$1.80
Oolong	.52½
do, 1crn., 1.05, 2 crn	2.10

TREE TEA

(Pride of Japan, etc.)

Packed in 1 lb. and ½ lb. cartons

Japan	37½
E. B. Congou	37½
Oolong	50
Gunpowder	45
Ceylon	40

COLUMN 3.
Department 3.

SUGAR AND SYRUPS.

The Western Sugar Refining Company quotes net cash prices as follows. Barrels are an advance of 10c, half barrels, 25c, boxes, 50c, 50-lb. bags, 10c.

Dry Granulated, 100-lb. sk	5 70
Fruit Granulated	5 70
Confectioners' A	5 70
Cube	5 95
Crushed	5 90
Fine Crushed	6 10
Candy Granulated	5 80
Magnolia A	5 30
Extra C	5 20
Golden C	5 10
Beet D. G.	5 60
Bar Sugar, bbls	5 10
¼ cent off for prompt cash.	
Do. ½-bbls	6 50
Do. 40-lb. tins	7 60
Do. 30-lb tins	7 60
Do. 80 lb. boxes	6 75
Domino, 5-lb. cartons, 24 to cs	8 90

SYRUPS.

Saratoga Drips (Long's)	gal.	Gal.
50-gal. bbls.		$ 50
30 gal. bbbls.		52
17 gal. bbls.		55
5 gal. jackets		2 36
4½ gal jackets		2 61
2 gal kits		1 23
1½ gal. kits		91
1 gal tins		70

Pac. Coast Syrup Co.

Tea Garden Drips—	Case
12, 1 gal. tins	$8.40
20, ½ gal. tins	7.70
24, ¼ gal. tins	5.34

Orange Blossom Drips.

6 1 gal.	tins per case	$2 40
12 ½ gal.	" "	2 60
24 quart	" "	2 60
36 2-lb.	" "	2 85
50-gal. bbls		33
28-gal. ½-bbls.		35

Molasses.

New Orleans.

Genuine Light, about 50 gals. bbls.	50
Genuine Light, 30 gal. ½ bbls	52
Genuine Light, 15 gal. ¼ bbl	55
Genuine Light, 5 gal. kegs, gal.	67

	Doz.
Pelican, 12 1 gal tins	9 60
Pelican, 20, ½ gal. tins	8.90
Pelican, 24, ¼ gal. tins	6.10

COLUMN 4.

Maple Syrup.

Woodlawn (Long's)	case.	Case.
Gal cans, 10 to cs		$11 00
Gal. cans, 6 to cs		6 60
½ gal cans, 12 to cs		7 14
¼ gal cans, 24 to cs		8 10
10 gal. jackets, each		10 15
5 gal. jackets, each		5 11
4½ gal. jackets, each		4 63
Qts., glass, 12 in cs		4 60
Pts., glass, 24 in cs		4 90

Pac. Coast Syrup Co.

Toboggan—	Doz.
⅛ gal. tins, 2 doz. to cs	2.25
¼ gal. tins, 2 doz. to cs	4.05
½ gal. tins, 20 to cs	7.20
1 gal. tins, 12 to cs	13.20

"OLD MANSE" —Absolutely Pure— CANADIAN SAP MAPLE SYRUP.



	Doz.	Price.
1 gal. cans, ⅛ doz. in cs.	$15.00	
½ gal. cans, 1 doz. in cs.	8.00	
¼ gal. cans, 2 doz. in cs.	4.25	
⅛ gal. cans, 4 doz. in cs.	2 60	
Qt. bottles, 1 doz. in cs.	1 50	
Pt. bottles, 2 doz. in cs.	3 00	
Decanters, 1 doz. in cs.	5.50	
4½ gal. Jackets, per gal.	1 15	

Retail Discount -5 cases 5%; 10 cases 7½%; 25 cases or over, 10%.

On each package we offer to forfeit $1,000.00 if found short in measurement or containing any impurities

Maple Sugar.

Vermont, gen. pure, abt. 30 1-lb bricks, per lb	.17
Vermont, gen. pure, abt. 30 2-lb bricks, per lb	.15½
Log Cabin, in 1, ½ and ¼-lb bricks, assorted in 25-lb pails per lb	.15
Scudder's, in 1, ½ and ¼-lb. bricks, asstd., per lb	.14

COLUMN 5.
Department 4.

DRIED FRUITS, NUTS AND HONEY.

(Add ¼c for 50-lb boxes and ½c for 25-lb. boxes.)

Apples.

Sundried, sacks	5
Evap, fancy 50-lb bxs	6
Evap, ex. choice, 50-lb bx.	7½
Evap, choice 50-lb bx	7

Apricots.

Choice Sacks	12
Fancy Sacks	
Fancy, 25-lb boxes	

Blackberries.

In boxes, per lb	13

Cherries.

Pitted, in boxes, per lb	30
Unpitted, in boxes, per lb	11

Currants.

In bbls (tubs 6¾)	6¼
In mats, 50-lb	7
Recleaned, in bbls.	7
Recleaned 25-lb boxes	7¼
Recleaned, 50-lb boxes	7½
Recleaned, 1-lb carts	8
Recleaned, 12-cs. carts	6¾

Dates.

Fard, 14-lb, per lb (70-lb 7)	8
Persian, 65-lb case	5½

Figs (California).

Black, sacks	3½	5½
Black, 25-lb boxes, per bx.	1.20	1.40
White, bags	3½	5
White, 10-lb bx, per bx		60
White, 10 1-lb bcks, pr bx.	65	75

Figs (Imp. Smyrna.)

Fancy, 10-lb bx, per lb	18
Choice, 5-lb bx, per lb	16

Nectarines.

White	8½
Red	8

Peaches.

Choice, in sacks	9¾
Ex. choice, in sacks	9¾
Fancy, in sacks	10½

Prunes.

Choice, ¼'s, in sacks	8
Ex. choice, ½'s, in sacks	9
Fancy, ½'s, in sacks	11

Plums.

Unpitted	8
Pitted, bleached	9
Pitted, black	7

COLUMN 6.

Prunes.

	Sks.
30s-40s	7
40s-50s	5
50s-60s	4¼
60s-70s	3¾
70s-80s	3¼
80s-90s	2¾
90s-100s	2

Raisins.

	Box	½'s	¼'s	50 lb
6 Cr. Layers	3.25	—	—	—
5 Cr. Layers	2.75	—	—	—
4 Cr. Layers	2.25	—	—	—
3 Cr. Layers	1.75	—	—	—
2 Cr. Layers	1.15	—	—	—
4 Cr. Loose	—	—	—	05¾
3 Cr. Loose	—	—	—	05¼
2 Cr. Loose	—	—	—	04¾
Thompson Seedless, bichd, 50-lb boxes				10½
Sultana Seedless, bichd, 48 1's, per lb.				8
Seedless Muscatels, 50-lb cases				4
Seeded, 1-lb cart.				6¾
Seeded, 12-oz. cart.				5¾

NUTS.

Almonds, fancy, I. X. L.	17
Almonds, choice, soft shell, Drake	16
	14
Almonds, shelled, No. 1.	32-35
Almonds, shelled, No. 2.	27-30
Almonds, shelled, Jordan, Imp	.58
Almonds, Jordan, Dom.	37½ .40
Brazils, 210-lb sks, new	.11 .12
Chestnuts, Cal. Italian.	.09 .10
Cocoanuts, $3 180.	4.50 5.50
Filberts, 175-lb sk.	.11 .12
Peanuts, Japanese, hand picked	.05½ .07
Peanuts, roasted	.08 .09
Pecan, polished	.12½ .14
Pine	
Walnuts, hard shell	10½
Walnuts, sft shll, No. 2	.13½
Walnuts, sft shll, No. 1.	.14½

COLUMN 7.

HONEY.

Water White, 2 5's, lb.	.07½
Light Amber, 2 5's, lb.	.06½
Lt. Amber, 10 1 gal tins, gal	.75
Lt. Amber, 20 ½ gal tins, gal	1.00
Lt. Amber 2-lb tins, doz.	2.60
Lt. Amber, 16-oz. bots, doz.	1.35
Comb, 1-lb glass jars, doz.	1.75
Comb, 2-lb glass jars, doz.	2.90

Pine Apples.

	Per Doz.
2 lb., fancy sliced, E. & C., 2 doz. in case	2 50
2 lb. grated, 2 doz in case.	2 25
2 lb. shredded, 2 doz. in case Hawaiian	1 65

Johnson's—Columbia.

2 lb. sliced, 2 doz. in case.	2 30
2 lb. grated, 2 doz. in case.	2 30
1 lb. sliced, 4 doz. in case.	1 15
1 lb. grated, 4 doz. in case.	1 15
gal., coreless, 4½ lb. to tin, ½ doz. in case, per lb.	16
gal., grated, 7 lb. to tins, ½ doz. in case, per lb.	13
2 lb., sliced, Baltimore, 2 doz. case	2 25
2 lbs., grated, Baltimore, 2 doz. case	2 25
1 lb., cocktail, Baltimore ovals, 4 doz. case	1 25
2 lb., sliced, Singapore, 4 doz case	1 75
3 lb., sliced, Singapore, 2 doz. case	2 40

Royal Hawaiian,
2-lb grated, 2 doz. case 1 80
2-lb sliced, flats, 2 doz. case 2 00
Tall, 2-lb s'iced, 2 doz. case 2 00

COLUMN 8.

Department 5.

JELLIES, JAMS, ETC.

Griffin Extra Preserves.

Raspberry, strawberry, blackberry currant, loganberry, per doz. $2.00
Cherry, per doz. $2.00

Less 10 per cent in 5-case lots.

Apricot, Damson, Fig, Gooseberry, Gage, Peach, Plum, Quince, per doz. $1.80
Orange Marmalade $1.75

Long's Preserves.

Strawberries, Raspberries, Blackberries, Loganberries, Cherries, Pineapples, Pears, Figs, in 20-oz. glass jars, 2 doz. in cs., per doz. $3 50
Apricot, Plum, Quince, Orange, Peach, in 20-oz. glass jars, 2 doz. in cs., per doz. 3 20
Asstd, 2 doz. in cs., per doz. 3 30

JAMS.

Curtice Bros. Co., Rochester, N. Y.

In 16 oz. Glass Jars.

Strawberry, raspberry, raspberry and currant, red cherry, white cherry, apricot, black currant, red currant, quince (sliced), peach (sliced), pear (sliced), blackberry, gooseberry, grape, green gage, egg plum, damson, pineapple marmalade, tomato marmalade, orange marmalade, per dozen, $1.95.

All above packed in cases of 2 dozen each.

COLUMN 9.

Long's Peerless Jams.

Strawberry, Raspberry, Blackberry, etc., in 16-oz. glass jars, 2 doz. in cs., per doz. 2 00

Long's Pure Currant Jelly.

Tumblers, 2 doz. in cs., doz. 2 00
30-lb. kits, per kit 3 00
15-lb. kits, per kit 1 75

Marmalades.

Orange (Dundee) 48-1's, doz. 2 75

COLUMN 10.

Apple Butter.

Heinz, 2's, 2 doz. in cs, doz. $2 25
Heinz, 3-lb stone crocks, doz. 4 25
Heinz, 4½-lb stone crocks, dz 6 50
Heinz, 18-lb. stone crocks, lb. 11

Peach Butter.

Heinz 4½-lb stone crocks, doz 9 00
Heinz, 18-lb. stone crocks, lb 14

Marasohino Cherries.

Long's, qts, 12 to cs, per cs. 6 50
Long's, pts., 24 to cs., per cs. 7 50

FRUIT	JELLIES: 2 lb. Extra	2 lb. Stand	1 lb. Extra	Tumblers	Ex. Lunch 1 lb Glass	JAMS: 2 lb. Extra	2 lb. Stand	1 lb. Extra	Tumblers	Ex. Lunch 16 oz. G/s Preserves
Apple	1 55	1 35	1 00	90	1 75					
Apricot	1 55	1 35	1 00	90		1 60	1 35	90	90	1 80
Assorted	1 55	1 35	1 00	90	1 75	1 60	1 35	95	90	1 80
Assorted No 2					1 75				95	1 80
Blackberry	1 55	1 35	1 00	90	1 75	1 85	1 60	95	90	1 80
Cherry										1 80
Crabapple	1 55	1 35	1 00	90	1 75					
Currant	1 75	1 50	1 10	90	1 90	1 85	1 60	95	90	1 80
Damson					1 75					1 80
Fig						1 60				1 80
Gooseberry	1 55	1 35	1 00	90	1 75			95	90	1 80
Grape (Catawba)					1 75					
Green Gage										1 80
Lemon	1 55	1 35	1 00	90						
Loganberry					1 75					1 80
Orange Marmalade		1 35	1 00	90		1 60		90	90	1 75
Peach	1 55	1 35	1 00	90		1 60	1 35	90	90	1 80
Plum	1 55	1 35	1 00	90	1 75	1 60	1 35	90	90	1 80
Quince	1 55	1 35	1 00	90	1 75	1 60	1 35	90	90	1 80
Raspberry	1 55	1 35	1 00	90	1 75	1 85	1 60	95	95	1 80
Strawberry	1 55	1 35	1 00	90	1 75	1 85	1 60	95	95	1 8

CANNED VEGETABLES.

Asparagus "Griffin Extras" Mammoth	$
Large White	
Medium White	
White Tips	
Artichokes, 2½'s	3 00
Beans, Stringless "Extras"	1 40
Beans, Blue Lake	1 30
" " " gal	4 50
Beans, String, 2-lb	.75
Beans, String, gal	3.50
Beans, Lima, Soaked	1 00
Beans, French, Kidney, 2-lb	1.15
Beans, French Red Kidney, 2-lb. "Joan of Arc" Brand, p.dz. 1 case free with 10.	1.15
Pancy Eastern	1.85
Corn, Smith's Hulled, 2 doz. in case, per doz.	1.20
Hominy, Great Western, 3 lb	1.20
Corn, 2-lb, Western	.95
Corn, 2-lb, Maine	1.35
Dunbar's Okra, 2½-lb	1.80
Petit Pois, Griffin extra	1.50
Peas, Griffin extra sifted	1.25
Peas, Standard sifted	1.10
Peas, Standard Marrowfat	.95
Pumpkin, 3-lb.	1.37½
Spinach, 2½	1.75
Succotash, fancy, tins	1.40

Tomatoes.

	doz.
2's, Griffin's Ex. Solid Pack	$1.10
3's, Griffin's Ex., with peppers	1.15
2½'s, Cutting's Solid Pack	.90
2½'s, Cutting's Solid Pack, with peppers	.95
2½'s, Cutting's Standard	.72½
Gallon, Standard	2.25
Gallon, Solid Pack	2.75
Gallon, Puree	2.35

P. F. Rathjens
PORK PACKER
1311-1315 Pacific Street.

Sausages.

Garlick Frankfurter 10
Bologna 10
Blood and Liver..... 9
Tongue and Headcheese...—
Choice California Ham....12
Extra Light Bacon.....15½
Medium Light Bacon.....12½

Boiled Hams.

Kingan 20
Eastern 19
California 17

Mettwurst.

Extra Home Made..20, 22½, 25

LARD.

50 lb. tins..... 9
20 lb. tins..... 9½
10 lb. tins.....10
5 lb. tins 10
3 lb. tins.....10
1 lb. cups 11

Department 6.

CANNED FRUITS AND CANNED VEGETABLES.

⅛lb Extras	2½ lb. Extras	2½ lb. Extra Standards	2½ lb Standards	2½ Second	2½ Water	2½ Pie	KIND	Gallons Extras 3 lb. Grade	Gallons Extras 2½ lb. Grade	Gallons Extra Standard	Gallon Standard	Gallon Water	Gallon Pie
2 25	1 65	1 40	1 30	1 15	1 05	1 05	Apples			4 00	3 50		2 65
2 50		1 35	1 25	1 10	1 00	1 00	Apricots	5 75	5 00	4 50		2 75	2 40
							" peeled						
							" sliced						
							Assorted						
2 25	1 70	1 45	1 35	1 20			Blackberries			4 25	4 00	3 75	3 40
	2 20	1 90	1 75				Cherries (Royal Anne)						
	2 10	1 75	1 60				Cherries (White)						3 65
2 80	1 90	1 75	1 60				Cherries (Black)			5 25	4 60		3 65
2 00	1 35	1 20	1 10	95	90	90	Grapes (White Muscat)			3 50	3 10	2 50	2 25
	1 60		1 25	1 10			Nectarines						
2 65							Peaches (Yellow)	6 50	5 25	4 60	4 25		
2 75							Peaches (Lemon Cling)	7 75	7 00		5 00		
2 75				1 40			Peaches (Lemon Cling Sliced)	7 75	7 00	5 75	5 00		
							Peaches (White Heath)			5 25	4 75		
2 65			1 55				Peaches (White Heath Sliced)						
2 75	2 00	1 70	1 60	1 35		1 00 1 05 pld	Pears (Bartlett)	7 00	6 25	5 25	4 75	3 75	2 40 pld 2 15 unpl
2 10	1 45	1 20	1 10	95	90	90	Plums (Green Gage)	5 00	4 25	3 50	3 25	2 55	2 30
2 10	1 45	1 20	1 10	95	90	90	Plums (Egg)	5 00	4 25	3 50	3 25	2 55	2 30
2 10	1 45	1 20	1 10	95	90	90	Plums (Gold Drop)	5 00	4 25	3 50	3 25	2 55	2 30
2 15	1 50	1 25	1 15	1 05	95	95	Plums (Damson)						
	2 60	2 35	2 10	1 95			Raspberries						
	2 10	1 85	1 70	1 45			Strawberries						

Department 7.

PROVISIONS.

Hams.

Eastern Standard, 17/19	.18½
Eastern Standard, 15/16	.18½
Eastern Standard, 12/14	.18¾
Eastern Standard, 10/12	
Eastern Fancy	10-12 .14½
Local cure, all averages	.12¾ .13½
Picnic Hams	.08¾

Boiled Hams.

Skin on	.18½
Skin off	.20½

Breakfast Bacon.

Eastern Standard, 8/10	.15½
Eastern Standard, 8/10.	.15
Eastern Standard, 10/12	.14½
Eastern Fancy	.18½
Local cure	13½ .15½

English Cured Bacon.

Eastern cure, 8-10	.14
Eastern cure, 10/12	.13½

Dry Salt Bacon.

Clear medium Bacon	.11
Clear light medium	.11
Clear Lt. med. select	.11½
Light Belly	.13
Extra light Belly	.13½
Bacon Backs	.10¾
Bacon Bellies	.12½

Dry Salt Meats.

Sides	.10¼
Bellies	.11
Backs	.10
Fat Backs	.10

Barreled Pork.

	Bbls.	½-bbls.
Spare Ribs	$	
Family Pork	14.50	7.50
Clear Pork	19.00	9.75
Pig Pork	22.50	11.50

Barreled Beef.

Mess Beef	11.50	6.00
Extra Mess Beef	11.50	6.00
Family Beef	11.50	6.00
Extra Family Beef	12.00	6 25
Beef Tongues	25.00	13.00

Pigs Feet.

Tierces, about 300 lb.	$18.00
Barrels, about 200 lbs.	13.50
½ barrels, about 80 lbs.	5.00
Kegs, about 25 lbs.	2.10
Kits, about 15 lbs.	1.25

Honey Comb Tripe.

Tierces, about 300 lbs.	$17.00
Barrels, about 200 lbs	13.00
½ barrel, about 80 lbs.	5.00
Kegs, about 25 lbs.	2.10
Kits, about 15 lbs.	1.25

Sausages.

	Per lb.
Braunschweiger	17
Italian Salami	23
D'Aries	22
Mortadella	24
Bologna	8½
Frankfurters	8½
Garlic Sausage	9
Liver Sausage	8½
Pork Sausage	8½
Head Cheese	8½
Tongue Sausage	8½

Pure Leaf Lard.

Tierces, about 350 lbs net.	9¾
½-bbls, about 100 lbs net.	10
80-lb. Wood Tubs, 80-lbs. net.	9⅞
60-lb. Wood Tubs, 60 lbs. net.	9⅞
20-lb. Wood Pails, 20-lbs. net.	10⅛
50-lb. Cans, 1 to a case.	10
20-lb. Cans, 4 to a case.	10¼
10-lb Cans, 6 to a case.	10⅜
5-lb. Cans, 12 to a case.	10⅝
3-lb. Cans, 20 to a case.	10¾

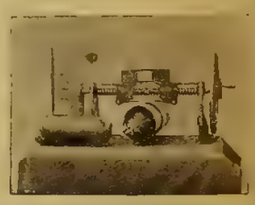
Compound Lard.

Tierces, about 350 lbs. net.	5¾
½-bbls., about 100 lbs. net.	6
80-lb. Wood Tubs, 80 lbs. net	5⅞
60-lb. Wood Tubs, 60 lbs. net	5⅞
20-lb. Wood Tubs, 20 lbs. net	6⅜
50-lb. cans, 1 to a case.	6
50-lb. cans, 2 to a case.	6
20-lb. cans, 4 to a case.	6⅛
10-lb. cans, 6 to a case.	6⅛
5-lb. cans, 12 to a case.	6⅜
3-lb. cans, 20 to a case.	6¾

ANCHOR PACKING CO.
140 Eighth St., S. F., Cal.
PORK PACKERS AND PROVISION DEALERS.
Boilers of Kingan and Anchor Hams.
SAUSAGES, COOKED MEATS, TONGUE

Hams, Kingan, boneless boiled	18c
Anchor, "	17c
Bacon (special)	16c
Lard, 55	9¾c
" 20	10c
" 10	10c
" 5	10¼c
" 3	10⅝c

Please note that our hams are all hand tied.



H. M. WOLTER & BRO.
Dealers in
...Boneless Boiled Hams...
GROCERS
PRONOUNCE
THEM THE BEST.
103 12th St. Tel., Mint 1763
KINGAN 20
CUDAHY "REX".....19

HEINEMAN & STERN
916 Larkin Street

	Lbs.
Garlic Sausage,	
Ring	"
Bologna	"
Frankfurter	"
Rollada	"
Smoked Beef	"
Pickled Meat	"
Headcheese	"
Tongues	Doz.
Dried Beef	Lbs.
Smoked Mutton,	"

Prices quoted on application by telephone or letter

COLUMN 11. COLUMN 12.

Department 8

CANNED MEATS

ALL PRICES ARE PER DOZEN	No ¼ Tins 4 Doz. in Case	No ½, 1 & 2 Doz. Tins in Case	No. 1 Tins 2 Doz. in Case	No. 2 Tins 1 or 2 D z. in Case	No. 6 Tins 1 Doz. in Case	No. 14 Tins ½ Doz. in Case	No. 1 Tins 1 Doz. in Case
Corned Beef			1 30	2 80	8 25	18 25	
Roast Beef			1 30	2 80	8 25		
Roast Ribs of Beef, Boneless			1 40	2 50			
Roast Mutton				2 70			
Brisket Beef			1 40	2 50			
Boiled Beef			1 35	2 40	8 25		
Chipped Beef		1 20	2 10		15 50		
Sliced Beef, in tins		1 40	2 50				
Sliced Beef, in glass		1 45	2 75				2 75
Brawn			1 40	2 45	8 25		
Compressed Ham			1 50	2 75			
Lunch Tongue		1 90	3 25	6 50			
Lambs Tongue		1 70	2 95				
Sliced Ham			3 70	6 40			
Sliced Bacon							2 80
Sliced Bacon in Glass							
Deviled Ham	40	80					
Potted Ham	40	80					
Potted Ox Tongue	40	80					
Potted Chicken	90	1 60					
Potted Turkey	90	1 60					
Deviled Chicken	90	1 60					
Deviled Turkey	90	1 60					
Boneless Chicken		3 40	5 55				
Boneless Turkey		3 40	5 55				
Veal Loaf		1 10	2 10				
Ham Loaf		1 10	2 10				
Beef Loaf		1 10	2 10				
Chicken Loaf		1 60	2 75				
Chicken Pate and Ham		1 10					
Chili Con-Carne			1 40				
Beefsteak and Onions			1 60				
Hamburger Steak with Onions		1 95	2 00				
Frankfurter Bratwurst			2 00				
Sweetbreads			2 40				
Vienna Sausage		90	1 55				
Oxford Sausage			2 45				
Bologna Sausage			2 25				
Vienna Sausage and Kraut			1 20				
Corned Beef Hash		1 10	1 50				
Lunch Sausage		90		No 1½	No 2	No 2½	No. 3
Ox Tongue, whole				6 50	7 50	9 50	12 00
Minced Collops				2 45			
Tripe				1 75			
Pork Sausage		1 05		2 50			
Stewed Kidneys							
Pork and Beans, Plain			90	1 40			1 85
Pork and Beans, with tom. sc'e			95	1 45			1 90

Department 9.

FISH AND CHEESE.

Russian Caviar.

	Per doz
1-lb cans, 2 doz in case	$13 00
½-lb cans, 2 doz in case	6 75
¼-lb cans, 5 doz in case	3 65
⅛-lb cans, 5 doz in case	2 10
White Label Brand	3.50

CHEESE.

Foreign and Domestic.

New York State Factory	18½
Cheddars, October make	
" Twins, " "	19
Calif. State factory flats	10 11
Calif. State factory Young Americans	12½ 13½
Limburger, Eastern, ⅋ lb	18 19
Swiss, imported, ⅋ lb	25
Roquefort, ⅋ lb	38
Gouda, ⅋ lb	27
Pineapples, Eastern, 6 in cs, ⅋ case	$3 35
Pineapple, Eastern, 6 in cs, small	2.35
Holland or Edam, medium, plain, per doz	$ 8.50 9.00
Holland or Edam, medium, in bladders, per doz	9.50 10 00
Holland or Edam, large, plain, per doz	9.50 10.00
Holland or Edam, large, in bladders, per doz	10.50 11.50

Fancy.

Camembert Brie, Roquefort, and Gorgonzola, jars	3 00
Parmesan C & B, sml bot, doz	3.00
Parmesan C & B, lge bot, doz	5.00

Bayle's.

	Small ½-lb.	1-lb.	2½-lb	5-lb
Deviled Cheese		$1.00	$2 25	$4.00 $ 500	$9.00
After Dinner Cheese	$1.00	2.40	4.00	4 50	7.50
Roquefort Cheese	$1.00	2 40	4.00	4.50	7.50

SALT FISH.

Pacific Codfish.

Bndles, 50 lbs each, per lb	5¼
Cs, selected, 100 lbs ea, pr lb	6
Boneless, 30-lb boxes, per lb	7
Boneless Strips, 40lb bxs, pr lb	7½
Boneless Blocks, 40lb bxs, p lb	7½
Boneless Tablets, 36 bxs, pr lb	8
Boneless Middles, 60 bxs, pr lb	10½
Boneless Middles, extra, 60-lb boxes, per lb	10½

Eastern Codfish.

Gen Georges, 8 fish to cs	$10.00
Gen. Georges, 12 fish to cs	9.00
Geo. Cur. Cod, 16, 18 fish to case	8 50
Geo. Cur. Cod, 40 fish to cs	8 00
Gen. Geo. Middles, 60 fish	13½
Gen. Geo. Tablets, 36 fish	11½
Gen. Geo. Blocks, 40 fish	11½

Shredded Codfish.

Codfish, Beardsley's shredded, 2 doz. in case 1.00

Norwegian Mackerel.

Bloater, 200-lb. bbl., 120-130 fish	48.00
Bloater, 100-lb. ½ bbl., 60-65 fish	25.00
No. 1, 200-lb. bbl., 160-160 fish	38.00
No. 1, 100-lb. ½ bbl., 75-80 fish	20.00
No. 2, 200-lb. bbl., 220-240 fish	30.00
No. 2, 100-lb. ½ bbl., 110-120 fish	16.00
No. 3, 200-lb. bbl., 300-350 fish	26.00
No. 3, 100-lb. ½ bbl., 150-175 fish	14.00

Irish Mackerel.

No. 1, 200-lb. bbl., 200-220 fish	none
No. 1, 80-lb. ½ bbl., 80-90 fish	none
No. 2, 200-lb. bbl., 325-350 fish	21.50
No. 2, 80-lb. ½ bbl., 130-140 fish	9.00
No. 2, 200-lb. bbl., 475-500 fish	20.50
No. 2, 80-lb. ½ bbl., 180-190 fish	9.00
No. 1, 10-lb kits, 15-16 fish	1.35
No. 2, 10-lb. kits, 20-22 fish	1.25

American Bloaters.

Shore Bloaters, 200-lb. bbl., 115-120 fish	27.00
Shore Bloaters, 80-lb. ½ bbl., 45-50 fish	11.50
Extra No. 1, 200-lb. bbl., 120-130 fish	26.00
Extra No. 1, 80-lb. ½ bbl., 50-55 fish	11.00
No. 1, 200-lb. bbl., 140-150 fish	none
No. 1, 80-lb. ½ bbl., 60-65 fish	none
No. 2, 200-lb. bbl., 130-140 fish	28.50
No. 2, 80-lb. ½ bbl., 55-60 fish	11.00
No. 2, 200-lb. bbl., 140-160 fish	none
No. 2, 80-lb. ½ bbl., 60-65 fish	none
No. 2, 200-lb. bbl., 160-180 fish	none
No. 2, 80-lb. ½ bbl., 70-80 fish	none
No. 2, 200-lb. bbl., 180-200 fish	none
No. 2, 80-lb. ½ bbl., 80-90 fish	none

In Kits.

Extra Mess, 7 to 5 fish, each	$2.00
No. 1, kits, 8-9 fish or 15-17 fish	1 50-1.85
No. 2, kits, 8-9 or 20-23 fish	1.25

Salmon.

King, bbls	$ 12 00
Oregon Silversides, bbls	9 00
Alaska Red, bbls	10 50
Alaska Red, ½-bbls, 100 lbs	5.50
Alaska Red, kits	1.00
Bellies, bbls	7 50 8.00
Bellies, ½-bbls, 100 lbs	4 25 4 50
Tongues and Sounds, kits, 10lb	1 25
Tongues and Sounds, ½-bbls	9 00

COLUMN 13.

New Herring.

Holland, ex. selctd mxd bbls.	$17 00
Holland, ex. selctd mxd ½-bbl	9.00
Holland, ex. selctd mxd, keg	1.10
Holland, cheaper grade	80
Holland, cheap. gr., mxd, bbls	15.00
Holland, chp. gr., mxd, ½-bbl	8.00
Holland, ex. selct Milchner, bbl	none
Holland, ex. selct Milchner, ½-bbl	none
Holland, ex. selct Milchner, keg	1 20
Holland, cheaper grade	.90
Holland, cheaper grade, bbls	17.00
Holland, cheaper grade, ½-bbl	9.00
Labrador Split, 100 fish	5 25
Labrader, round, 160 fish	4 75
Pacific, ½-bbl	2.25

SMOKED FISH.

Bloaters, Grim., 100 in box	$2.65
do. do. 50 in box	1.50
Bloaters, Cromarty	2.65
Yarmouth, 100 in box	
Halibut, chunks	15
Herring, in boxes, Eastern	22½
Herring, in boxes, Washington	15
Herring, boneless, Beardsley's tins, doz	$1.50
Herring, boneless, Beardsley's small, doz	1.00
Herring, Beardsley's Boneless, vacuum tumblers, 2 doz. in case	1.95
Finnan Haddies	2.25
Moir's Selected Red Herrings, 100s	3.10
Moir's Selected Red Herrings, 50s	1.25
Salmon, per lb	.16 20

POTTED FISH.

	Per doz
Potted Crab	$1.35
Kipper Paste	1.00
Anchovy and Bloater Paste, plain pots	2.30
Ditto, fancy pots	4.75
Yarmouth Bloater Paste	75
Ditto, fancy pots	4.75
Kippered Herrings	1 90
Kippered Herrings, Meirs	1.90

CANNED FISH.

	Doz.
Anchovies, in oil, 2 doz. ½ pts., in glass, doz	4.00
Anchovies 2 doz. ¼ pts., doz	3 00
Bloaters, Yarmouth C. & B., doz	4.50
Codfish Balls, 2-lb tins, per doz	2.25
Eels, Hamburg, in jelly, 1-lb tins	1 90
Eels, smoked, 1-lb, ⅋ doz	2.40
Finnan Haddies, 2-lb oval	2.25
Finnan Haddies, 1-lb, round, ⅋ doz	2.00
Sardelles, imported, 1-lb tins	3.00
Sardelles, imported, in glass	3.00
Sardelles, domestic, 1-lb glass	2.25
Sardelles, Ankers, ½ keg	3 00

Mackerel.

1-lb tins, 50 in a case. 2-lb tins, 2 doz. in a case.

Gold Label, 1-lb tins	1.50
P. & W., 2-lb soused	2.75
P. & W., 2-lb, mustard	2.75
P. & W., 2-lb, tomato	2.75
Underwood, 2-lb, soused	2.35
Underwood, 2-lb, tomato	2.35
Underwood, 2-lb mustard	2.35
Los Angeles, 2-lb, soused	2.55
Los Angeles, 2-lb, tomato	2.55
Los Angeles, 2-lb, mustard	2.55
Mt. Desert, 2-lb, soused	2.25
Mt. Desert, 2-lb, tomato	2.25
Mt. Desert, 1-lb, soused	1.35
Blueback, 1-lb, fresh	1.10

"Sunset" Mackerel.

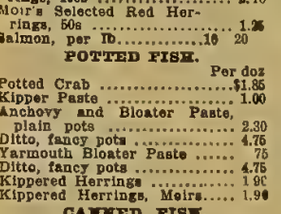
Soused, 18 oz. tins, 4 doz. in case, case	$5.50
Tomato, 18 oz. tins, 4 doz. in case, case	5.50
Mustard, 18 oz. tins, 4 doz. in case, case	6.50

1311-1315 Pacific Street.

Mackerel in Oil.

Bezier's	3.00 4.00
Lemarchand	5.00 7.00

Booth's Crescent Mackerel.



(Soused, Tomato and Mustard.)

1's, 4 doz. to case, per doz	1.80
2's, 2 doz. to case	2.50

Salmon.

Alaska Red, 1lb tins, doz	1 10
Alaska Red, 2lb tins, doz	1 50
Alaska Pink, 1lb tins, doz	80
Alaska Pink, 2lb tins, doz	1.40
Alaska Flats, 1lb tins, doz	1 40
Oregon Red, 1lb tins, doz	1 80
Oregon Red, 2lb tins, doz	1.65
Oregon Pink, 1lb tins, doz	80
Oregon Pink, 2lb tins, doz	1.50
Oregon Flats, 1lb tins, doz	1.00 1.60
Columbia River, 1lb talls	1 50
Columbia River, 1lb flats	1.75

French Sardines.

¼s, according to quality and size of tin, p. cas	9.50 12 50
⅛s, according to quality and size of tin, p. case	19.00 20.00

COLUMN 14.

American Sardines.

Packed 3 1-3 doz in a case.

¾s 50 tins in case.

American ¼s in oil, per case	$3 50
American ⅛s in oil, 5-case lots	3 35
American ⅛s in oil, per doz	.50
American ⅛s in mustard, doz.	.50
American ¼s in mustard, case	4 00
American ¾s in mustard, doz.	.90
American ¾s in mustard, case	3 00

Sprats.

Piloto	6.75 7.00
Menhie	6.75 7.00

SHELL FISH.

Abalones.

4 doz in cs, with shells, cs | 6.00

Clams and Clam Juice.

	doz.
Doxsee Clams, 1-lb, tins	$1.65
Doxsee Clams, 2-lb, tins	2.65
Doxsee Clam Juice, 1-lb. tins	.90
Doxsee Clam Juice, 2-lb. tins	1.60
B & M Lunch Clams, flat tins	1.37½
Underwood Clams, 1-lb. tins	1.05
Underwood Clams, 2-lb. tins	1.60
P. & W. Clams, 1-lb. tins	1.00
P. & W. Clams, 2 lb. tins	1.50
Oxford Clams, 1-lb. tins	1.10
Oxford Clams, 2-lb. tins	1.50
P. & W. Clam Chowder	2.10
Burnham's Clam Bouillon, qts	3 00
Burnham's Clam Bouillon, pts	1 50
Burnham's Clam Bouillon, ½ pints	2.40

Lobsters.

	Doz.
1-lb. tins, 4 doz. in case.	
Red Jackets, flats	2.35
Deep Sea Picnics	2.40
Triumph Tails	2.60

Oysters.

Oysters, Selects, 12 oz	$1.60
Oysters, Selects, 6 oz	3.25
Oysters, Standard, 10 oz	2.00
Oysters, Standard, 5 oz	1.10
Oysters, Standard, 8 oz	1.70
Oysters, Standard, 4 oz	.90

Shrimps.

Shrimps, pickled, 1-lb, tins	$1.10
Shrimps in Tomato Sauce, 1-lb. flats	
Dunbar's Picnics, 4 doz in cs	1.25
Dunbar's 1½-lb., 2 doz in cs	2.25
Pickled Shrimps, 1-lb., 4 doz in case	1 20

Department 10.

LAUNDRY MATERIALS.

Ammonia.

GREER'S WASHING AMMONIA

First grade absolutely pure. 180 Beaume Strength.

Pints (2 doz. to case) $1 55 per doz.
Quarts (1 doz. to case) 2 55 " "
½ Gals (½ doz. to case) 4 25 " "

WASHING AMMONIA
Standard Grade,

Pts., 2 doz. to case, per doz | $ .75
Quarts, 2 " " " " " | 1 25

GREER'S TOILET AMMONIA
Lavender and Violet.

Pints (2 doz. to case) | $2 50 per doz.



Parson's Household Ammonia

	per doz.
½ gals., 1 doz. in case	$4 50
Quarts, 1 doz. "	2 65
Pints, 2 doz. "	1 75
Dime size 3 doz. in case, per case	2 95

Bluing.



Liquid Laundry Bluing.

Scott & Gilbert Co. Mfgrs., 302 Davis St.

	doz.
SUNSET	
¼ pints, 3 doz. case	40
½ pints, 3 doz case	60
Pints, 2 doz. in case	75
Quarts, 2 doz. cs.	1 45

Bluing, ball.

Mikado, ½'s, 100-lb case, lb	20
Mikado, ¼'s, 100-lb case, lb	22
Nuremberg, A, ½'s, ⅋ lb	23
Do A, D, ½'s, ⅋ lb	25
Do A, C, R, ½'s, ⅋ lb	21
Washerwoman, ½'s, ⅋ lb	12
Do ¼'s, ⅋ lb	14
German Ultramarine ½s, ⅋ lb	12
Do ¼'s, ⅋ lb	14
Deschamp's French, 1's, ⅋ lb	28
Do ½'s, ⅋ lb	29
Gold Medal, qt, ⅋ doz	1.25
Do pt, ⅋ doz	1.00
Do ½-pt, ⅋ doz	75
Do ¼-pt, ⅋ doz	45
Do China Label, qt, ⅋ doz	1.25
Greer's, 1 dz qts & doz	2 25
2's, 2 doz to cs	2 50
Do 2 doz. pts, ⅋ doz	1 44
Do 3 doz ½ pts ⅋ doz	90
Pacific, 1 doz. qts, ⅋ doz	1 10
do. 2 doz., qts & doz	80
Do 3 doz ½ pts ⅋ doz	45

COLUMN 15.



PURE FOOD PACKING COMPANY.

1533 Mission Street.

Salter's "Purity" Brand

Bluing,

Pts. doz	.75
½pts "	.45
Ammonia,	
Qts. doz	75
Pts. "	45

Borax.

20-Mule Team, powdered 1's, cs. of 2 doz	$2 28
20-Mule Team, powdered 12-oz. cs. of 4 doz	3 60
20-Mule Team, powdered ¼'s, cs. of 8 doz	3 84

(Less 5 per cent. in 5 case lots; 10 per cent. in 10 case lots).

Cartons, 1's, 2 doz. in box	.09
Lump, 25 lb. in box	.08
Powdered, 25 lb in box	.06½

Chloride of Lime.

Brookman's, 1's, ⅋ lb	7¼ 7½
Do ½'s, ⅋ lb	8½ 9
Salte.'s Purity Brand, ex qual. doz	.85

Lye.

Big Bonanza Lye	
Case of 48-1 lb tins	3.30
5 case lots	3.25
Star Scrubbing Lye	
48-½ lb tins, per case	1.75
5 case lots	1.70
Merry War, 4 doz in case	3.10
Merry Nickel, 4 doz to case	1.75
Eagle Lye, 4 doz, in case	3.60
Do 3-case lots	3.50
Do 5-case lots	3.40
Tomson's Red Seal, 4 dz. to cs	4.00
Do 5-lb, 12 5s to case	1.50
American, 4 doz in case	3.25
Do in 5-case lots	3.00
Babbitt's Lye, 4 doz in case	3.25
Do in 5-case lots	3.00



BANNER LYE

Cs., 4 doz	$1.00
Cs., 2 doz	2.00

SPECIAL FREE DEAL

LIMITED

Freight Paid to Country Points

5 Case lots, per case	$4.25
One additional case free	
Net cost	3.64
3 Case lots, per case	4.25
One additional case free	
Net Cost	3.64

Sal Soda.

California, sks	85-90
California, bbls	90 100

Department 11

STARCHES.

Corn Starch.

Log Cabin, 40 1s, per pkg	4
Liberty, 40 1s, per pkg	5½
Duryea's, 40 1s, per pkg	7¾
Niagara, 5-box lots, pkg	5½
Niagara, 40 1s	6¾
Kingsford's, 40 1s, pkg	7¾
Lily Corn, 40 1s, per pkg	5½
Lily Corn, 5-box lots	6½
Lily Corn, 20 1s, per pkg	5½
Sioux City, 40 1s, per pkg	5½
Sioux City, 5-box lots, pkg	5½
None Such, 40 1s, per pkg	5½

Laundry Starch.

Elastic Starch, 64/1's, per box	5 00
Celluloid, 64/1's, per box	5.00
Best Gloss, 48/1's, per lb	5½
Liberty Gloss, 48/1's, per lb	5¾
Liberty Gloss, 16/3's, per lb	5½
Best, 12/6's, per lb	6½
Standard, bulk 40-lb. boxes	3½
Sioux Gloss, 48/1's	6¾
Sioux Gloss, 3's, 16 in box	6¼
Kingsford's S. G., 1's, 40-lb. bx	8½
Kingsford's S. G. 6's, 12 in crate	8½
Kingsford's Pure, 1's, 40-lb. bxs	7½
Duryea's S. G., 1's, 40-lb. bxs	8
Duryea's Superior, 6's, 12 in crate	8½
Duryea's Superior, 1's, 40-lb. bx	7½
Niagara Gloss, 1's, 40-lb bxs	5½
Niagara Gloss, 6's, 12 in crate	6¼
Niagara Gloss, bulk, 50-lb. bxs	4½
Lily Gloss, 1's, 48-lb box	5½
Lily Gloss, 6's, 12 in case	6¼
Lily Gloss, 3's, 16 in case	5¾
None Such, 1's, 48-lb boxes	5½
None Such, 6s 12 to crate	6
None Such, bulk, 50 lb box	4½

COLUMN 16.
Department 12

Soaps and Washing Powder

Western Star Soap
WHITE PETROLEUM BLEACHING.

100 bars per case $4.10

LASCO HOLD WATA NAPTHOL.

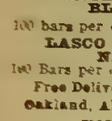
100 Bars per case $4.00

Free Delivery in San Francisco Oakland, Alameda and Berkeley

manufactured by

Los Angeles Soap Co.

San Francisco Office, 115 Davis St.
Telephone Grant 119.



THE BEAVER SOAP CO., Dayton, Ohio.

Grandpa's Wonder Soap.

100 cakes 4-oz $3.60
50 cakes 4-oz 3.50

Powdered Soap.

Grandma's Borax, 24 3-lb. per case.....$4.00
Grandma's Borax, 60 12-oz. per case 2.40

Peet Bros.

Silk Soap 2.80
Ammonia Benzoline 3.85
Cocoa Borax 4.10
Crystal White 3.95
Lily White (Floating) 3.80

Standard Soap Co.

Top Notch, 100, 10-oz.....$3.50
Sunburst, 100 12-oz 3.75
Yellowstone, 100 14-oz 3.75
Marigold, 100 16-oz 3.90
Thomas' Cool Water, 100 13-oz 4.00
Thomas' Cool Water, 20 13-oz .85
Milo, 100 4-oz., 100 cartons.... 6.50
Magno "Floating Borax," 100 10-oz. 4.00
Gold Medal Borax, 100 10-oz... 5.50
Gold Medal Borax, 20 10-oz.... 1.15
Purity, "Floating," 5c size.... 3.90
Purity, "Floating," 10c size.. 6.25
Purity, "Floating," 10c size, 20 1.30
Electric Mineral, 100 16-oz.... 5.50
Electric Mineral, 20 16-oz..... 1.15
Peerless Kitchen, 100 10-oz.... 3.00
Peerless Kitchen, 20 10-oz..... .65

Miscellaneos.

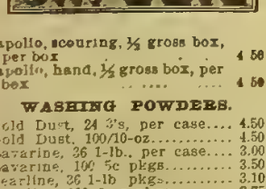
Miller's Naptha, per case. 4.35
½ doz. toilet ree.
Fels Naptha, 100 14-oz..... 4.50
Hot or Cold, 100 10-oz..... 4.00
Life Buoy, 100 ..... 4.00
Mikado, 100 14-oz..... 3.60
Mikado, 20 14-oz..... .85
Lenox, 100 ..... 3.00
Lenox, 20 ..... .75
Ivory, 100 10-oz..... 7.00
Fairbanks Clairette, 100 ..... 3.35
Fairbanks' Santa Claus, 100... 2.85
Fairbanks' Copco, 100 ..... 3.90
Fairbanks' Fairy Oval, 100.... 3.90
Grandpa's Wonder, large, 50.. 3.50
Grandpa's Wonder, small, 100. 3.60
Peets' Pine Tar, 50 ..... 1.90
Peets' Pine Tar, 100 ..... 3.75
Babbitt's, 100 ..... 4.10
Jergins Pumice, 50 small..... 1.75
Jergins Pumice, 50 large..... 3.00
Uncle Sam's Tar, 100 small.... 3.50
Uncle Sam's Tar, 50 large..... 3.40
Stryker's Kitchen Soap, 100s... 3.50
Stryker's Kitchen Soap, 20s.... .75
Pearl, 100, large..... 4.00

Castile Soap.

La Lune White Castile, lb..... 7¾
White, Virgin, per lb..... 7¾
White, Conti 14 15
Mottled, Imported, per lb. 6½ 7
Clover Leaf White 13
La Boulon 7½

Scouring Soaps.

Bon Ami, 3 doz to cs, pr cs.. 2 50



Sapollo, scouring, ½ gross box, per box 4 50
Sapollo, hand, ½ gross box, per box 4 50

WASHING POWDERS.

Gold Dust, 24 3's, per case.... 4.50
Gold Dust, 100/10-oz..... 4.50
Lazarine, 36 1-lb., per case.... 3.00
Lazarine, 100 5c pkgs..... 3.50
Pearline, 36 1-lb pkgs..... 3.10
Pearline, 100 6-oz pkgs..... 3.75
Soaperine, 20 3-lb. pgs..... 3.60
Soaperine, 50 1-lb. pkgs 3.35
Soaperine, 100 ½-lb. pkgs 3.60
Babbitt's 1776, 6-oz..... 2.85
Wyeno, 72/1's 4.50
Wyeno, 24/3's 4.25
Wyeno, 100/1½'s 3.75
Grandma's Borax, powdered, 24 3s..... 4.00
do. 60, 2⅝s 2.40

COLUMN 17.

Department 13

OILS, PAINTS, ETC.

Coal Oil.

Water white, coal, bulk..... 12½
Pearl, cases, 25's 18
Astral, cases, 25's 18
Star, cases, 25's 18
Ex. Star, cases, 25's 31
Elaine, cases, 25's 26

Gasoline and Benzine.

86° Gasoline, bulk, 25 cases.... 31
74° Gasoline, bulk 16 cases..... 22½
63° Benzine, bulk, 13 cases..... 19½

Turpentine.

Strictly Pure, cases, 2-5's..... 92
Do drums or iron bbls. 86

Linseed Oil.

Strictly pure, raw, bbls.....gal 58
Do. boiled, in bbls...gal 60
Do. raw, cs, 2-5's....gal 63
Do. boiled, cs, 2-5's..gal 65

Castor Oil.

Baker's AA, cs, 2-5's 1.16
Pure, No. 2, cs, 2-5's..... 1.05
No. 1, cs, 2-5's ..... .70

Lard Oil.

Strictly pure, bbls., 75 cs..... 80
Sup. Win., str., bbls. 65 cs.... 70
No. 1, bbls. 55 cs 60

Neatsfoot Oil.

Cooper's bbls, 75 cs..... 80
Extra, bbls, 62½ cases..... 67½
No. 1, bbls, 57½ cases..... 62½

Lubricating Oils.

Star Cylinder Oil, bbls, 60 cs..65
Columbia Cyl. Oil, bbls, 40 cs..45
Gem Cyl. Oil, bbls, 80 cs.....90
Ruby Cyl. Oil, bbls, 50 cs.....60
Star Engine Oil, bbls, 50 cs....55
Columbia Eng. Oil, bbls, 30 cs.35
Paragon Eng. Oil, bbls, 45 cs..55
Red Eng. Oil, bbls, 27 cs..... 32
Star Mach. Oil, bbls, 30 cs.....35
Star Dynamo Oil, bbls, 50 cs...55
Star Spindle Oil, bbls, 40 cs....45
Star Sep'tor Oil, bbls, 50 cs....55
Favorite Sep'tor Oil, bbls, 25 cs.30

Miscellaneous Oils.

Union Salad Oil	.45	50
Globe Salad Oil	.45	50
Pure Sperm Oil	.75	80
No. 1 Polar	.50	55
China Nut oil, ord'ry.....	62½	
China Nut oil, No. 1.....	.80	

WHITE LEAD.

Pioneer, in kegs 7 7¾

DRY PAINTS.

Eng. Paris White, bbls.	1.35	1.60
Whiting, bbls	1.00	1.15
Kalsomine, bbls		1¼
Prince's Min'l B'wn,bbls		1.65
Yellow Ochre, bbls		1½
Eng. Ven. Red, bbls....		1.50

Department 14

FARINACEOUS GOODS.

Flours.

GLOBE MILLS,
Cor. Chestnut and Montgomery

California Selected Wheat,

Barrel
** "Banquet" (fancy patent)..$5.05
*** "Silver Star" (patent).... 4.65

Blended Wheat,

*"Al" Family 5.15

Entire Eastern Wheat.

Globe, Bakers' .....

(⅛ bbls. 10 cents per bbl. higher.)

*"Al" must be retailed for not less than $1.40 per ¼ sack.
**"Banquet" must be retailed for not less than $1.30 per ¼ sack.
***"Silver Star" must be retailed for not less than $1.25 per sack.

FLOURS.

Allen's Boston Brown Bread Flour, 24 pkgs, per case..... 3.60
Allen's Flour, 10 10-lb bags, per bale..... 4.50
Cal. Family $5.05 $5.10
Cal. Bakers', extra..... 4.80 4.90
Buckwheat, 10-lb sacks, per 100 lbs $4.50
Self Rising Buckwheat, 10-lb sacks, per 100 lbs..... 6.00
Graham, 10-lb sacks, per 100 lbs 3.25
Rice, 10-lb sks, per 100 lbs..... 8.00
Rye, 10-lb sacks, per 100 lbs.... 3.75
Whole Wheat, 10-lb sacks, per 100 lbs 3 50

Meals.

Yellow Corn, 10-lb sacks, 100 lb.$2.50
White Corn, 10-lb. sacks, 100 lb. 2.50
Ex. Cream Yellow, 10-lb. sacks, per 100 lbs. 3.75
Ex. Cream White, 10-lb sacks, per 100 lbs. 3.75
Oat Meal, 10-lb. sacks, pr 100 lbs 4.25
Steel-Cut Oat, 10-lb sacks, per 100 lbs 4.50

Pearled Cereals.

Pearl Barley, ...$6 00
Pearl Wheat, 150-lb bbls..... 4.40

Rice.

Choice Seed Japan.....$0.03¾
Good Seed Japan..... .03¼
Fair Seed Japan..... .03
Fancy Head Rice ..... 5 1-5 .06
Long Grain Rice .....04 .05
China No. 1 .....5 6
China No. 2 .....4 4½

COLUMN 18.

Rolled Cereals.

Rolled Oats, 7s and 10s, pr 100 lbs 4.50
Ex. Crm Rld Ots. 180-lb, bbl..$7.50
Ex Crm Rld Ots, 180-lb, 90-lb sks 7.00
Frld Reld Wheat, 150-lb, bbls. 4 40
Dr. Price's Food, pee case 4.00
5-case lots, $3.85

Sago and Tapioca.

Sago, original sacks, lb....02½ .03
Sago, 48/1's, per doz..... .70
Instantaneous Tapioca, 50/1's, per case 5.00
Instantaneous Tapioca, 36 to case 2.70
Tapioca, Flake ..... .03
Tapioca, repacked, per lb... .04⅝
One Minute Tapioca, 36 to cs 2.75
Arrowroot, Taylor's Bermuda, 12-lb box, 1, ½ and ¼ lb pkgs, per lb..... 22½

Miscellaneous.

Groats Oat, 10-lb sacks, 100 lbs.$4.50
Groats Buckwheat, 10-lb sks, 100 lbs 10.00
Hominy, lgs, 10-lb sks, 100 lb. 3.75
Hominy, sml, 10-lb sks, 100 lbs 4.00
Split Peas (yel.) 25 and 50-lb boxes, 100 lbs..... 5.50
Split Peas (grn.) 25 and 50-lb boxes, 100 lbs..... 5.50
German Lentils, per lb..... .05½
Cracked Wheat, per 100 lbs ...3.75
Farena, per 100 lbs..... 4.50
Pearl Grits, per 100 lbs..... 4.25
Capitol Mills Pearled Hominy, bbls. 8.00
Capitol Mills Gran. Hominy, bbls. 8.50
Capitol Mills New Process B. W. Flour, bbl..... 9.00
Capitol Mills Steel Cut Oat Meal, bbl. 8.50

Breakfast Foods.

Capit'l Mills R'll'd Oats, 36/2's 3.60
Grape Nuts, 1 & 3 doz, pr doz 1.40
Breakfast Gem, case 3 doz..... 3.00
Wheatine, 36/2's, pr cs..... 3.75
Germea, 20 4-lb pkgs, pr cs.... 4.00
Germea, 24 2-lb pkgs, per case. $ 10
H-O Buckwheat, 1 doz 3-lb pkgs, per case 3.75
H.-O. Pancake Flour, case..... 3.90
H.-O. Oats, 24/2's, per case.... 3.15
Cream of Wheat, 36/2's..... 5.25
Crespo, 36/2's 2.75
Malta Vita, 36, 2s, cs..... 4.50
Our Mothers' Mush, 36 to cs.. 3.35
Twin Brothers Mush, 36 to cs.. 3.00
Carnation Wheat Flakes, 24/3's 5.40
A B C Breakfast Wheat, 72/2's 5.00
A B C Breakfast Wheat, 36/2's 2.60
Granola, 24/1's 2.25
Flaked Rice, 24/1's 3.00
Ralston Breakfast Food, 36/2's 4.50
Do. Barley Food, 36/2's.... 4.25
Do. Health Oats, 36/2's.... 4.00
Do. Hominy Grits, 36/2's.. 4.00
Do. Health Crisp, 36-2's.... 3 60
Do. Select Bran, 24/3's.... 2.50
Do. Pancake Flour, 36/2's 3.75
Do. Whole Wht Flr,4/4½'s 5.50
Quaker Oats, 36 2s..... 3.80
Scotch Oats 36 2s..... 3.65
Acme Grano, 20/4's, per case.. 3.75
Acme Gluten Farina, 24/1's, pr case 1.35
Acme Gluten Flour, 10-lb sks.. .80
Acme Wheat Flakes, 36/2's.... 3.00



Dr. Price's Wheat Flake Celery Food.

Per case...$ 3 75

Pastes (Domestic).

Macaroni, Vermicelli, etc.—
No. 1 Extra, per box..... 27
No. 1 Extra, 15 lbs. ..... .52
No. 1 Extra, 25 lbs. ..... .82
No. 1 Extra, 50 lbs. 1.65
No. 1 Extra, 100 lbs. 3.30
No. 1 Extra, ½ boxes ..... .15
Macaroni, Vermicelli & Spaghetti, No. 2 ..... .20
Royal Macaroni, Verm'i & Sp'tti, 24 1-lb pkgs., per case..... 1.70
Queen's Taste Mac., Verm. & Sp. 12 3-lb cartons i case..... 2.15
It. Paste, ass'd, ab. 18 lbs. c., lb. .6½
Royal It. Paste, 24 1-lb pkg c., pkg .8½
Golden Gate Egg Noodles, 24 1-lb. pkgs in case, per cs... 1.90
Farina, 24 1-lb pkgs..... 1.50
Discount 2 per cent for cash only.

COLUMN 19.

COLUMN 20.

Department 15.

SPICES

PURE—Square Tins, Full Net Weight.

	⅛'s	¼'s	½'s	1 s	2½ lbs.	5 lbs.	Blk
Allspice	$0 70	$0 95	$1 60	$ 2 80	$ 6 70	$12 75	21
Cinnamon	1 15	1 80	3 30	6 25	15 25	30 00	43
Cloves	90	1 35	2 40	4 35	10 60	20 55	31
Ginger	75	1 05	1 75	3 10	7 50	14 30	23
Mace	1 75	3 00	5 65	10 90	26 95	53 30	73
Mustard	70	95	1 60	2 80	6 70	12 75	21
Nutmeg	1 25	2 05	3 80	7 15	17 60	34 60	49
Pepper	80	1 10	1 80	3 40	8 25	15 85	25
Cayenne	80	1 15	2 00	3 55	8 65	16 65	26
W. Pepper	95	1 45	2 65	4 85	11 75	22 90	34
Sage	70	95	1 60	2 80	6 70	12 75	21
Thyme	70	1 00	1 65	2 95	7 10	13 50	22
Savory	70	1 00	1 65	2 95	7 10	13 50	22
Marjoram	75	1 10	1 85	3 30	7 85	15 10	24
Poultry Seasoning	....	1 50	.....	.....	.....	.....	..

SECOND GRADE—Round Tins, Short Weight.

	⅛'s	½'s	1's	2½ lbs.	5 lbs.	Blk
Allspice	55	1 00	1 75	3 95	7 60	13
Cinnamon	65	1 20	2 10	4 90	9 50	16
Cloves	65	1 25	2 25	5 20	10 20	17
Ginger	55	1 00	1 75	3 95	7 60	13
Mace	1 20	2 30	4 40	10 50	21 00	34
Mustard	55	90	1 50	3 60	7 00	12
Nutmegs	85	1 70	3 10	7 40	14 60	24
Pepper	60	1 15	2 00	4 55	8 90	15
Cayenne	60	1 15	2 00	4 55	8 90	15
W. Pepper	75	1 45	2 65	6 15	12 05	20
Sage	55	1 00	1 75	3 95	7 60	13
Thyme	60	1 05	1 90	4 25	8 25	14
Savory	60	1 05	1 90	4 25	8 25	14
Marjoram	60	1 05	1 90	4 25	8 25	14

SCHILLING'S BEST SPICES.—Nature's Best.

Square tins. Never sold in bulk.
Small, medium, large sizes have sifting tops except Mustard.

	Small size per doz.	Medium size per doz.	Large size per doz.	Ex. Large size per doz.	Hotel size per tin.
Pepper	.75	1.20	2.20	3.75	.78
Mustard	.75	1.25	2.25	3.90	.81
Must. Comp.	.75	1.25	2.25	3.90	.81
Ginger	.75	1.25	2.25	3.90	.81
Allspice	.75	1.10	2.00	3.50	.73
Cinnamon	.30	2.25	4.25	7.50	1.35
Cloves	.55	1.40	2.60	4.75	.87
Nutmegs	1.60	2.75	5.25	10.00	2.00
Mace	1.75	3.00	5.75	11.50	2.15
Cayenne	.90	1.50	2.75	5.00	.93
Wh. Pepper	.95	1.75	3.25	5.75	1.00
Sage	.75	1.25	2.25	3.90	.81
Thyme	.85	1.40	2.60	4.75	.87
Marjoram	.95	1.75	3.25	5.75	1.26
Savory	.85	1.40	2.60	4.75	.87
Cases contain	6 doz.	4 doz.	2 doz.	2 doz.	1 doz
Gross weight	22 lbs.	23 lbs.	24 lbs.	40 lbs.	53 lbs.

MUSTARD.

Colman's, ¼'s, 12 lb to box, lb. .52
Colman's, ½'s, 12 lb to box, lb. .48
Colman's, 1's, 12 lb to box, lb.. .48
Colman's, 5's, per lb..... .40

Mustard, Prepared.

Small bottles, 24 to cs, pr doz .55
Small straights, fancy, 24 to case per doz ..... .95
Webb's Glass Top 1.35
Large Dusseldorfer, 24 to cs 1.60
In 3-gal kegs, per keg..... 1.15
In 5-gal kegs, per keg..... 1.70
Louit Freres, French, doz..... 2.25
Eddy's Salad Mustard—
6-oz., 24 to case..... .92½
8-oz., 24 to case..... 1.35
12-oz., 24 to case..... 2.00
Hirshes Horseradish Mustard—
10-oz., 24 to case..... 1.25

Department 16

BAKING POWDER AND FLAVORING EXTRACTS.

ROYAL

	1 cs. lot	5 cs. lot	15 cs. lot
¼ lb cans	$ 1 85	$ 1 36	$ 1 34
6 oz cans	1 92	1 89	1 87
½ lb cans	2 57	2 52	2 50
12 oz cans	3 82	3 75	3 72
1 lb cans	4 95	4 85	4 80
2½ lb cans	11 65	11 40	11 28
3 lb cans	13 60	13 34	13 20
5 lb cans	22 35	21 90	21 68

An extra discount of 1 per cent if packed in barrels.

Schilling's Best Baking Powder.

Never sold in bulk.

10-lb. tins, per doz	$39.00
5-lb. tins, per doz	20.00
4-lb. tins, per doz	16.00
3-lb. tins, per doz	12.50
2½-lb. tins, per doz	10.50
16-oz. tins, per gross	$53.00
12-oz. tins, per gross	41.00
8-oz. tins, per gross	28.00
6-oz. tins, per gross	22.50
4-oz. tins, per gross	16.50

TROPHY

4 oz, per doz	$0.95
6 oz, "	1.35
8 oz, "	1.70
12 oz, "	2.35
1 lb., "	3.00
2½ lb., "	7.50
3 lb., "	9.00
6 lb., "	14.50

MISCELLANEOUS.

Home, 10 oz	$0.90
Home, 25 oz	2.00
Home, 50 oz	4.00
Home, 80 oz	6.00
K. C., 10 oz	.85
K. C., 15 oz	1.25
K. C., 25 oz	2.12½
K. C., 50 oz	4.00
K. C., 80 oz	6.50

Cream Tartar.

Standard, bulk, 30-lb box	27
Standard, 12 1-lb tins	.28
Pure, bulk, 30-lb box	.38
Pure, 5-lb tins, per lb	.38
Pure, ½-lb tins, per doz	5.00

SODA.

Churches, A. & H., or Dwight's Cow Brand, 60 lbs. to case.
1-lb ..... per lb. $0.05
½-lb ..... per lb. .05⅝

EXTRACTS FLAVORING.
GUITTARDS' "PURE"

per doz	2 oz	4 oz	6 oz	8 oz
Vanilla	$2 50	$4 75	$7 00	$9 00
Lemon	1 75	3 25	4 50	6 00

Net weight. Patent Sprinkler Tops

Schilling's Best Extracts.

Triple Strength, Pure and Uncolored Sprinkling Tops.
Net weight. Never sold in bulk.

	Lemon and Others.	Vanila and Rose.
1 oz	1.30	1.80
2 oz	2.00	3.00
4 oz	3.75	5.75
6 oz	5.50	8.50
8 oz	7.25	11.00
16 oz	14.00	21.50
32 oz	27.00	42.00

Souder's Flavoring Extracts.
Price per gross.

	2 oz.	4 oz.	8 oz.
Reg. Lemon	9.00	18.00	54.00
Reg. Vanilla	14.40	28.80	72.00
XX Lemon	18.00	36.00	72.00
XX Vanilla	21.00	42.00	84.00
Asrtd Flavors	18.00	36.00	72.00
Rose Coloring	18.00	36.00	.....
Yellow Colrng	18.00	36.00	.....
Jamaica Gngr	18.00	.....	.....

Assorted flavors contain strawberry, pineapple, orange, almond, rose, etc.



"Vesna" Extracts."
Lemon, 2 oz., per doz.....80
Vanilla, 2 oz., per doz.....80
Assorted Flavors, per doz.....80

COLUMN 21.

Department 17

CANDIES.

Lozenges.
(5-lb. boxes.)

XXX Peppermint, pails	.13 14
Thin Peppermint	.16
T. T. Peppermint	18
Druggist Peppermint	25
Musk, fluted, pails	.20
Cinnamon, Lemon, Sassafras, Rose	.16
Midget Fruit	.20
Conversation and Hearts	.15
Lilliput Conv. Hearts	17
Midget Conv. Lozenges	18
Crown T. T. Lozenges, 24 5ct. pkgs	.80
Aurora Lozenges, 24 5ct. pkgs	.80
Cough Troches, 5 lb bxs	.25
Eagle Wafers, Peppermints, Wintergreen	.25

Mixed Candy.
(30-lb. pails.)

Plain Mixed	9½
Pacific Mixed	10
Royal Mixed	12½
Grocers' Mixed	10½
Yankee Mixed	13
American Mixed	13
Fancy A, Mixed	14½
Fancy C, Mixed	14
French S, Mixed	16
French No. 1, Mixed	18
French Extra Mixed	20
Lady, Mixed	15

Steam Panwork.

Anis Seed	22
Aromatic Cachous	18
Assorted Berries	16
Assorted Drages	14
Assorted Imperials	16
Assorted Small Seeds	22
Birds' Eggs	16
Boston Baked Beans	17
Burnt Peanuts	18
Burnt Almonds	25
Caraway Seed, smooth	22
Caraway Seed, pearled	22
Celery Seed	22
Cinnamon Beans, large red	15
Cinnamon Beans, Imperials	16
Coriander Seed, pearled	22
Jelly Beans, pails	12½ 14
Jelly Birds' Eggs	16
Jelly Cranberries	16
Jelly Limes	16
Jelly Raspberries	16
Jordon Almonds, fine	45
Jordon Almonds, imitation	18
Licorice Beans	15
Red Hots	25
Ringed Marbles	16
Sugar Coated Licorice Tablets	20
Sugar Almonds	25
Sugar Plums	16

Stick Candy.
(30-lb. pails.)

Assortment: Peppermint, Lemon, Rose, Clove, Anis, Cinnamon, Sassafras, Vanilla, Pineapple, Wintergreen	9½
Hoarhound	9½
Hoarhound, wrapped	11
Peanut Sticks	13
Peanut Sticks, wrapped	13
Cocoanut Sticks	13
Cocoanut Sticks, wrapped	13

Taffies.

Peanut Taffy	15
Peanut Flake	15
Peanut Squares	14
Cocoanut Taffy	15
Cocoanut Squares	15
Chunks: Vanila, Rose, Chocolate, Lemon, Molasses	14
Broken Taffy of broken chunk	13

Drops and Lumps.
(30-lb. pails.)

Mixed Drops and Lumps	9½
Molasses Peppermint Lumps	11
Hoarhound Drops	11
Crystal Rocks	12½

Gum Goods.
(5-lb. boxes.)

A. B. Gum Drops, assorted	9
A. B. Gum Drops, Licorice	9
A. B. Gum Drops, Crystalized	11
A. B. Bonbons, plain, in bbls	7
A. B. Bonbons, fancy, in bbls	7½
A. B. Bonbons, fancy, crystallized, 5-lb. boxes	14
A. B. Fruits	18
Royal Gum Drops	15
Genuine Gum Drops, hard	25
Jelly Squares, assorted	14
Bijou Sticks	18
Spiced Jelly Drops	20
New Turkish Figs	16
Fig Paste, plain	17
Fig Paste, tricolor	18

Cream Goods.
5-lb. boxes.)

Fondans Creams	14
Hand Dipped	19
Hand Dipped, with nuts on	21
Fruit and nut ices	18
Cream Peppermint	20
Crushed Fruit Bonbons	30

Chocolates.
(5-lb. boxes.)

Chocolate, plain	14
Chocolate, Hand Made	20
Chocolate Dipped Bonbons	20
Chocolate Dipped Bonbons, with nuts	22
Chocolate, Climax, 30-lb pails	16
Chocolate Chips	23
Chocolate Nonpareil Drops	20
Chocolate Wafers	22
Chocolate Cream Tablets, 30 in box	1 10

COLUMN 22.

Marshmallows, Nougats, Etc.

Occidental Marshmallows, 5-lb tins	.28
Occidental Marshmallows, 3-lb tins	.30
Dipping Marshmallows, 5-lb. boxes	.25
Angel Food, 5-lb. boxes	.20
French Nouget, 30 5c slices in box	1.00
Walnut, Apricot, Spanish Nouget, 5-lb boxes, per lb	.25

Sundries.

Opera Caramels	19
Rock Candy, white & red	15
Rock Candy, brown	16
Licorice Drops	20
Licorice Sticks, 16 to lb	28
Locorice Tablets, 5 lb bxs	25
Licorice Tablets, 24 5c bxs	80
Licorice Penny Sticks, 100 in box	65
Buttercups, 5-lb tins	2

CHEWING GUM.

	Single	Box
Sweet Wheat, per box		.50
Tulu Sugar Plum, box		.55
Yankee Spruce, 20 pcs		.55
Sen Sen, 20 pcs		.55
Red Rooster, 20 pcs		.55
Sweet Heart, 20 pcs		.55
Newton's Pepsin, 20 pcs		.55
Bloodberry, 20 pcs		.60
Pepsin Sticks, 20pcs		.60

CRACKERS.



MADE BY THE
MUTUAL BISCUIT CO.

	lb.	¼ box
Almond Drops	15	
Animals	12½	$1.20
Arrowroot	14	1.50
Assorted	12	1.15
Assorted, extra	14	1.30
Assorted, fancy	20	1.75
Assorted Wafers	16	1.90
Assorted Jumbles	14	1.25
Boston	9	.60
Butters, Mutual	10	.70
Butter Scotch	14	1.50
Butter, Star	9	.60
California Lunch	9	.90
Champion	9	.65
Chips, Mutual	14	1.10
Chocolate Biscuits	16	1.80
Chocolate Fingers	15	1.50
Chocolate Wafers	18	2.15
Cocoanut Bonbon	14	1.25
Cocoanut Finger	15	1.50
Cocoanut Marshmallows	15	1.50
Cocoanut Taffy	15	1.80
Cocoanut Wafer	16	1.50
Coffee	12	1.25
Coffe Iced	15	1.35
Cornhill	10	1.10
Cracker Meal	6	1.10
Currant Cakes	12	1.10
Egg Jumble	14	1.25
Fruit Biscuits	14	2.40
Ginger Cakes	10	1.40
Ginger, Nut	11	1.40
Ginger Wafers	14	1.75
Graham	10	1.20
Graham Gem	9	.75
Graham Unsweetened	9	
Honey Fingers	14	1.25
Honey Pumbles	12	1.00
Honey Drops, spiced	15	1.60
Honeysuckle	16	
Jelly Fingers	16	1.50
Jenny Lind	12	1.10
Lady Fingers	15	1.30
Lady Fingers Iced	16	1.40
La Grande	11	1.10
Lemon Biscuit	14	1.25
Lemon Brittles	14	1.35
Lemon Snap	12	1.20
Lemon Wafers	14	1.75
Macaroon Almond	40	
Mutual Flakes	14	.90
Mutual Tea	15	1.60
Nic Nac, No. 1	10	1.10
Nic Nac	12½	1.25
Oysters	8	.70
Peoples Mixed	12½	1.25
Pilot Bread	4	.65
Pilot Bread Extra	5	.65
Pilot Saloon	7	.80
Ping Pong	16	1.50
Raisin Cake	12	1.10
Saloon Pilot	7	.80
Saloon Soda	7	
Salted Wafers	14	.90
Soda Extra	7	
Soda	6½	
Star Butters	9	.60
Vanilla Bars	14	1.40
Vanilla Biscuits	14	1.25
Vanilla Snaps	12	1.20
Vanilla Wafers	14	1.75
Wafers, Chocolate	18	2.15
Wafers, Ginger	14	1.75
Wafers, Lemon	14	1.75
Water Wafers	12	.90
Walnut Creams	16	1.50



COLUMN 23.
Department 18.

FANCY GROCERIES.

Snider's Baked Beans.

No. 1, 90c doz.; 4 doz. in case
No. 2, $1.40 doz.; 3 doz. in case
No. 3, $1.85 doz.; 2 doz. in case

Bouillion Capsules.

Anker's, 10 capsules in box, per doz boxes 2.75

Capers.

Capotes, 1 dz in cs	1.20 1.30
Nonpareil, small	2.00
Do med.	2.25
Do large	5 00
"White Label," 6-oz, doz	2.25
"White Label," 10-oz, doz	3.15

TOMATO KETCHUP.

Catsups

Snider's

Qts., per doz.. .. $3 75
Pts., " 2 40
½-pints, per doz. 1 40





CAMPBELL'S

(½ Pts. Condiments)

2 dozen to case

Tobasco Ketchup dozen $1 15

Tomato Ketchup, dozen. $1 15

Salad Dressing, dozen 1 15

Chili Sauce, dozen $1 15

Assorted cases. dozen. $1 15

Miscellaneous.

Our Mother's Ctsp ½-pt, doz	1 40
Our Mother's Ctsp, pts, doz	2 30
Blue Label, 25 ½ pts to cs	3 10
Blue Label, 25 pts to cs	5 00
Blue Label, 12 qts to cs	4 00
Mother's Own, pts	1.50
½ pts	.90
London's Rockaway, Pts., doz	2.25
Salter's "Purity," doz	.90
H. B. Catsup, pts	2.15
" " ½-pts	1.25

Chocolate and Cocoa

CHOCOLATES.

Baker's.

German Sweet, 6-lb boxes, ⅛s and ¼s	2
Eagle, 12/1s	23
Premium, 12/1s	28
Vanilla, 12/1s	41
Powdered, ¼s, ½s, 1s, 12/lb. boxes	26

Subject to quantity discount.

Huyler's.

Vanilla, 12-lb. boxes	36
Premium, 12-lb. boxes	33

Lowney's.

Cream Cakes, per box	80
Ice Cream Drops, per doz	75

Ghirardelli's.
In paper

Eagle, 24 1-lb	21
Eagle, 12 1-lb	21½
Eagle, 12 ½-lb	22½
Eagle, 12 ¼-lb	24
Crescent, 6 5 to lb	17
Crescent, 12 5 to lb	16½
Cal, Sweet, 6 6 to lb	21½
Cal. Sweet, 12 6 to lb	21
Monarch, 12 1&½-lb	26
Monarch, 12 1-lb	25
Monarch, 12 ½-lb	27
Star, 24 1-lb	19
Star, 12 1-lb	19½

Ground.
In tins

Ghirardelli's, 12 1-lb tins	26½
Ghirardelli's 24 1-lb tins	26
Ghirardelli's, 60 1-lb. tins	25½

In delivery cases

Ghirardelli's 60 3-lb tins	24
Venard's, 24 1-lb tins	21
Venard's, 60 3-lb tins	20
Miner's, 12 1-lb tins	22½
Miner's, 24 1-lb tins	22
Miner's, 20 3-lb tins	22

5 per cent off on 120-lb. lots

COCOAS.

Baker's Bkfst, 6/1's&½'s	36
Van Houten's, ¼'s and ½'s	35
Van Houten's, 1's	80
Royal Dutch, 12/¼'s	80
Royal Dutch, 12/½'s	75
Royal Dutch, 12/1's	70
Epp's, 14/½'s	40
Fry's, 12/½'s	39
Webb's, 6/½'s	23
Lowney's, 6/½'s	37
Ghirardelli's Bkfst, 6/½'s	38
Ghirardelli's Bkfst, 12/½'s	37½
Ghirardelli's Impri, 6&12/½s	56
Miner's Bkfst, 6/½'s	37
Miner's Bkfst, 6/1-5's	38
Menier's, 1. ⅛s	47

COLUMN 24.

Condensed Milk

BORDEN'S CONDENSED MILK CO.



Gail Borden Eagle Brand in 5-case lots	6.80 6.65
Pony	2.25
Challenge	4.70
Floral	4.65
Dime	3.75
Rose	4.40

With 10 cases Rose Cream 1 case free.

(Each of above Brands 4 doz. in case)

Borden's Malted Milk, Trial Size, per doz. 90



Borden's Pioneer Brand Evaporated Cream

Large Cans, 4 doz. in cs. 4.00
Peerless 4.70
Yacht . . 3.25
Family Size, 4 doz. in case.
Quarts, 2 doz. in cs

ALL ABOVE BRANDS GUARANTEED



CARNATION CREAM

39 oz. cans 4 doz	
Per case	4 00
5 cases	3 95
25 cases	3 90
50 cases	3 85



LILY
[large tin]

1 cs	3 90
10 cs	3 85

Helvetia Milk Condens'g Co.



Originators Evaporated Cream

Highland Evaporated Cream 4 doz in box	$4.10
Baby Pet, 6 doz	3 00
Pet, reg., 4 doz., per case	3 35

Miscellaneous.

St. Charles, 4 doz., in case	$4 60
St. Charles, 5-case lots	4 50
Horlick's Malted Milk, doz	4 50
Jersey, 4 doz. per case	3 70

Cereal Coffee.

Fig Prune, per doz	$2 25
Postum, 24/½'s, per doz	1 35
Postum, 12/1's, per doz	2 25
Postum, 36/1's, per doz	2 25
Grainо, 12, 2s	2.75

Chutney.

Chutney, asst, qts	$6 25
Chutney, asst, pts	3 75
Chutney, Major Grey, qts	6 50
Chutney, Major Grey, pts	4 25
Ban-ki-pore, pts	3 00

Cranberry Sauce. doz.

Anderson's 2s, 2 doz box	2.00
Tea Garden, 2s, gls, 12 box	4.00
Tea Garden, 1s, gls, 24 box	2.25
Cape Cod, 2 lb, gls, 12 box	3.50
Cape Cod, 1 lb. gls, 24 box	2.00
Home Made, 1s, 2 doz box	2.15
do 2s, glass, 1 doz box	4.00

COLUMN 25.

ALPINE

EVAPORATED CREAM

	Per case
1 to 5 cases, 4 doz. to case	$3.60
5 to 10 " " "	3.55
10 to 25 " " "	3.50

Gallons

1 to 5 cases, 6 to case	3.35
5 to 10 " " "	3.30
10 to 25 " " "	3.25

Midgets, 8 doz. to case

1 to 5 cases, $3.40; 5 to 10 cases, $3.35
10 to 25 cases, $3.30

Alpine Evaporated Cream Co.

Factory
HOLLISTER, CAL.

Office and Salesroom
123 California Street
San Francisco, Cal.

Phone: **Green 96.**

Cottolene.

2's, 4's or 10's, per cs. of 60 lbs	7.00
5-case lots	6.90
10-case lots	6.85
25-case lots	6.75

With 2½ cases, ½ case free.
" 5 " 1 " "
" 10 " 2 " "

Price $7.50, $7.40, $7.35.

Curry Powder.

Cross & Blackwells, 2 oz	1.35
do 4 oz.	2.35
Do 8-oz	3.65
Do 16-oz	6.20
East India, Bombay, 16 oz	5.00
East India, Bombay, 8 oz	3.25

Extract of Beef.
Liebig's (Genuine)

	2 oz.	4 oz.	8 oz.	16 oz.
doz.	4.55	8.50	15.90	29.75

"Bex" Solid.

2-oz., doz	$3.96
4-oz., doz	7.20
8-oz., doz	$13.27
16-oz., doz	24.75

Marshall's

2 oz., per doz	$2.40

Gelatine.

Knox's, per doz	1 20
Knox's, per gross	14 00
Cox's, per gross	12 00
Keck's, per doz	1.10

Ginger (Preserved).

½ doz jars in cs, per cs	2.25

Lemon Sugar.

Gilt Edge, 24/1½s, per doz	1.37½
Gilt Edge, 24/1s, per doz	1.85

Lime Juice.

Tahita, 24/8-oz, per doz	$1.25
Tahita, short measure, 16-oz	1.50
Tahita, full measure, 16-oz	1.75
Tahita, full measure, 32-oz	3.50
Tahita, bulk, gal	1.00

Mushrooms. doz.

Le Court, 100 to cs	$2.50
La Forrest, 100 to cs	2.75
Hotel, 100 to cs	2.00
Fancy Stuffed, pts	4.00

COLUMN 26.

OLIVES.

OLIVES IN BULK.

	25 gl.	10 gl.	5 gl.	3 gl.
Ex. No 1, Qu'n.	1 00	11 50	6 00	3 75
Lge No. 1, "	1 00	10 50	5 00	3 25
No 1 Qu'n	95	9 75	4 75	2 90
No 2 "	85	8 75	4 50	2 85
Manzanilla	70	7 25	3 75	2 40

Extra charge for kegs & barrels.



Olives

SEVILLE PACKING CO.

White Label Queen Olives—

28-oz., per doz. ..$5.50
18-oz., " 3.75
6-oz., " 1 25

Pim-Olas

18 oz. 2 doz. per cs. per doz. ..$6 10
10 " " " " 3 55

Baby Pim-Olas

10-oz., 2 doz. in case, per doz. ..$2.50
6-oz., 2 doz. in case, per doz. .. 1.50

Olive Oil

NICELLE

	Case
½ pints, 4 doz.	$9 00
Pints, 2 doz	8 55
Quarts, 1 doz.	7 85
2-oz.	9 00



CRYSTAL BRAND OLIVE OIL. Pure California Products.

7-oz.
Per doz...$2.40
3 doz..... 6.75

14-oz.
Per doz... 4.50

Quarts.
Per doz... 7.25

Put up by G. O. Ryden.

MISCELLANEOUS

Golden Gate, in gal tins, per gal	1 8
" ½ " "	1 85
" ¼ " "	1 90
Pals Grove, pure Cal., qts. .. dz.	7 75
Cooper's qts., ℔ doz.	10.00
Cooper's pts, ℔ cs of 2 doz.	10.00
Antonini, J.P.S., qts, ℔cs..	7.40
Do 1½-gal. tins, ℔ tin..	2.90
Duret, qts, pts, ℔ doz cs.	6.00 7.00
Lucca, Crosse & Blackwell's qts.	7.50
Lucca, Crosse & Blackwell's pts, 2 doz.	8.25
Lucca, Crosse & Blackwell's ½ pts, 3 doz.	7.25

Salad Oil.

Durand Oil.

Quarts, 1 doz. to case, per case.	$1.75
Pints, 2 " " " ..	1.85
½-Pts., 3 " " " ..	1.95

Puritan Salad Oil

Quarts, 1 doz. to case, per case..	2.20
F. Dubec & Fils, 1 dz qts, per case	1.50
Imitation Lucca, qts	1.90

"Primrose" Salad Oil.

Tierces, about 50 gal, gal.	$ .40
1 gal. tins, 10 to case, gal.	.70
5 gal. tins, 1 to case, gal..	.45
½ gal. tins, 20 to cs., gal.	.75
Quart bottles, 12 to cs. doz	1.85
Pint bottles, 24 to cs, doz	1 00
½ pint bot., 36 to cs, doz.	.85

Paprika.

Gordon Packing Co.

1-16 lb .doz	½ lb. ... doz 6 00
¼ lb .....doz	1 lb ..... doz
¼ lb ....d-z	Bulk, lb.....

Peanut Butter

Heron's, 2 doz to cs, per dz. .2.40

Peels.

Citron, 25-lb box	[illegible]
Citron, 10-lb box	14½
Lemon, 25-lb box	11¾
Lemon, 10-lb box	12¼
Orange, 25-lb box	12¼
Orange, 10-lb box	12¾

COLUMN 27.

PICKLES.

Gordon Packing Co.

California—Mixed or Plain.

No. 1, bbls, per gal.	$0.24 to $0.27
No. 1, ½ bbls, per gal.	.26 to .29
No. 1, 10-gal keg, p kg.	2.25 to 2.45
No. 1, 5-gal keg, p keg.	1.15 to 1.25
No. 1, 3-gal keg, p keg.	.80 to .85
No. 2, bbls, per gal.	.22
No. 2, ½ bbls, per gal.	.24
No. 2, 10-gal keg, per keg.	2 10
No. 2, 5-gal keg, per keg.	1 05
No. 2, 3-gal keg, per keg.	.80
No. 3, bbls, per gal.	.14
No. 3, 10-gal keg, per keg.	1 15
No. 3, 5-gal keg, per keg.	.60
No. 3, 3-gal keg, per keg.	.55

SWEET—"PACIFIC."

Bbls, ℔ gal	51
½ bbls, ℔ gal.	53
10-gal. keg, per keg.	5.00
5-gal. keg, ℔ keg	2.75
3-gal. keg, ℔ keg	1.75
Square, 1doz ½-gal. ℔ doz.	2.25
Square, 2 doz ¼-gal, ℔ doz.	1.60
Square, 4 doz ⅛-gal., ℔ doz	1.25
Round, qts, ℔ doz.	3.75
Round, pts, ℔ doz.	2.50
Round, ½ pts, ℔ doz.	1.75

Crosse & Blackwell's.

	Doz.
Mxd Pkls, pat tops, pts.	4.15
Mxd Pkles, Pat tops, ½ pt.	2.50
Mxd Pkls, corks, pts.	3.95
Chow Chow, pat tops, pts.	4.15
Chow Chow, pat top, ½ pt.	2.50
Chow Chow, corks, pts.	3.95
Onions, pat tops, pts.	4.15
Onions, pat tops, ½ pts.	2.50

PRETZELS.



Hoeflin Pretzel & Baking Co., 431 Sixth St.

Hand-made Pretzels a Specialty.

Size 1, 8s, per lb.	12c
Size 2, 8s, per lb.	12c
Size 3, 8s, per lb.	12c
Fingers, 10s, per lb.	12c
Hazlenut, 10s, per lb.	12c

Also furnished in cases, 20 to 30 lbs., at 11c per lb., and barrels at 10½c lb.

Root Beer



Less 5 per cent. on gross lots

Hires', case of 1 gr.	20 00
6 doz. lots	10 00
3 "	5 00
1 "	1 75

Hires' Carbonated Root Beer cs of 2-dz pt bottles, patent tops, per cs $2.00 in 5 case lots 1.95

Hires' Carbonated Ginger Ale Per case 2.00
5-case lots, $1.95.



Hires' Rootbeer Carbonated and Ginger Ale empty bottles, if returned to Koohn-Patrick Company, will be received by them at 25c. per case of 2 doz. bottles (with case) Delivered at San Francisco.

COLUMN 28.

Saratoga Chips.

(Less 5 per cent)

Boxes, 15 and 30-lb, per lb. .$0.20
Cartons, 6-oz, 2 doz in cs, doz 1.30

SAUCES.

SNIDER'S SALAD DRESSING



Pints, 1 doz. in case, doz. $2.75
Hlf-Pts, 2 doz. in case, doz. 1.75



Snider's Oyster Cocktail S'ce pints, 2 doz to c'se, doz .2 40

Same gallon jugs, 6 to case, per gal. 1 80

Snider's Chili Sauce, pints, 1 doz. to c'se doz 2 40

Same, half pts 2 doz. to c'se doz 1 45

Bayle's Tabasco Pepper Sauce, in cases, 6, ½-doz. boxes, per doz.	$3 00
boxes of 12 bottles, per doz.	3.50
Holbrook's W'cestershire, ½'s.	2.40
Do pts.	4.00
Do qts.	
*Lea & Perrin's Worcestershire, sm'l	2.75
*Lea & Perrin's Worcestershire, medium	5.00
*Lea & Perrin's Worcestershire, large	8.25
*5 cases 5c ℔ doz less.	
Ban-ki-por, ½ pts, 2 doz case, per doz	2.40
Ban-ki-por, pts, 1 doz case.	3.80
Tobasco, McIlheny	4.10
Tobasco, New Iberia	3.50
Braunhardt's!	
Tropical, ½-pts, 2 doz. per case	4.50
" pints, 2 doz. " "	8.10
Bengal Worcester, ½ pt.	.55
Bengal Worcester, pt	1.05
Pepper, sprinkle top, ½ pt.	2.00
Superior Pepper, small	.75
Superior Pepper, large	1.50

Pure Food Pk'g Co.

Worcester Sauce, London Club, ¼ pts, do .75

Salad Dressing.

Durkee, small, 2 doz, ℔ doz. .2.50
Do large, 1 doz, ℔ doz. .4.30
Do picnic size, 4 dz, ℔ dz. .1.00
My Wife's, 1 dz. 16-oz. case. .2.75
My Wife's, 2 doz, ½ pt, cs. 3.40

Alpha Salad Cream.

Jumbo, 1 doz. to case, per case. .4.25
Do large, 2 doz. " " .4.70
Do picnic, 2 " " " .2.50

El Paso Manfg. Co.
1653 Mission St.



Manufacturers

Flavoring Extracts
Fruit Juices
Syrup
Salad Dressing
Bluing
Ammonia

—

Meat and Salad Dressing, doz. .90

COLUMN 29.

SOUPS.



CAMPBELL'S (¼-lb. Condensed). Packed 48 1-lb. cans to case. Straight cases of any variety, or following assortment:

8 Tomato, 6 Vegetable, 4 Ox Tail, 3 Mock Turtle, 3 Chicken Gumbo, 2 Tomato Okra, 1 Julienne, 2 Beef, 2 Consomme, 2 Pea, 2 Celery, 2 Vermicelli-Tomato, 2 Clam Chowder, 2 Mutton Broth, 2 Bouillon, 3 Chicken, 1 Mulligatany.

Price, per doz, any variety .$0.90

Miscellaneous.

Anderson's Asstd, per doz	.90
Anderson's straight, per doz.	.90
Snider's Tomato—3 lb tins 2 doz. in case, per doz.	$2.60
Same—2 lb tins 2 doz. in case, per doz.	1.35
Van Camp's asstd, per doz.	.90
Van Camp's straight, per doz.	.90

SALT.



LESLIE SALT.

Free Running—	
Cartons, 20 5s.	$ 2.50
Cartons, 24 3s.	2.00
Cartons, 48 2s.	2.75
Caddies, 50 2s.	3.25
Velvet Grain—	
Bales, 50 3s	1 50
Bales, 30 5s.	1.50
Bales, 15 10s.	1.50
Bales, 8 20s.	1.50
50-lb sacks, per ton.	18.00
H. R. H. Liverpool.	
Bales of 75, 2's, per bale.	$1.25
Bales of 40, 4's, and 15 10's.	2.0
Bags, 200s (50s $5), per ton.	7.50

Rock Salt.

Half-Ground, 100-lb sacks, per ton	$ 3.50
Stock, 100-lb sacks, per ton.	3.00
Liverpool Lump, per ton.	13.50
Cal. Table and Dairy, pr bale.	1.0
Cal. Table and Dairy, 50's, per ton	6.25

Package Salt.

Shaker Salt, per doz.	$0.90
R. S. V. P., 3's, 24 to cs, p. cs.	2.25
R. S. V. P., 5's, 20 to cs, p. cs.	2.75

Celery Salt.

Mertens, 1 doz in box. 1.05

Sauerkraut.

Barrels, per lb.	.02¾
½ bbls	.03
¼ bbls	.03¼
3-gal kegs, per keg.	.90
5-gal kegs, per keg.	1.15
10-gal kegs, per keg.	2.25
2-lb tins, 2 doz in cs, doz.	1.35
2½-lb tins, 2 doz in cs, doz.	1.60

COLUMN 30.

SPANISH DELICACIES.

Specialties of the **Spanish-American Food Co.**
149-155 Fremont St.
Medal Goods. Paris Exposition.
IXL BRAND.



	Doz.
Beef Tamales in key op. cans	.95
No. 1 Boneless Chicken Tamales in key-op. cans	1.30
No. 2 Not Boneless Chicken Tamales in key op. cans	1.00
Extra Special Boneless Tamales in key op. cans	1.60
Chili Con Carne, 1 lb.	1.20
Enchiladas, in key-opener cans	1.20
FRIJOLES, 1 lb	.90
Tripe, Spanish style, 1 lb	1.25
Concentrated Soup, pts., 20 varieties	.90
Concentrated Soup, qts., 20 varieties	1.85
Minced Deep Sea Clams, 1 pt.	1.00
Minced Deep Sea Clams, 2 pt	1.65
Clam Juice, 1 pt.	.95
Clam Juice, 2 pt.	1.50
Cal. Baked Beans, tomato sauce, 1 lb., 4 doz in case.	.85
Cal. Baked Beans, tomato sauce, 2 lbs., 2 doz to case	1.35
Cal. Baked Beans, tomato sauce, 3 lbs., 2 doz to case.	1.75
Chili Beans (Tamale Sauce) 1 lb, 4 doz to case.	.85
2 lb, 2 " "	1.35
2 lb, 2 " "	1.75
Deviled Oysters, for Sandwiches 4 doz to case	1.40
Pate Chicken Liver for sandws. 4 doz. to case	1.40
Macaroni and Cheese, with Tomato sauce, 1 lb, 4 dz. cs.	.90

Truffles.

Rilhac, 100/¼'s, per doz.	12.00
Rilhac, 100/ 1-16's, per doz.	3.00
La Forrest, 100/¼'s, per doz.	17.00

Vinegar.

	½ Bbl.	10 bbl.	5 gal.	3 gal.
30 grain	08	10	1 15	65 50
40 grain	10	12	1 35	75 60
50 grain	12	14	1 70	90 80
60 grain	14	16	2 00	1 10 95
80 grain	16	18	2 65	1 50 1 25
90 grain	18	20	3 50	1 85 1 65
100 grain	20	22	3 85	2 00 1 85

Hammond's Vinegar.

Salad, qts, per doz. 1.25

Yeast Cakes.

Great Western	1.00
Gillett's Magic	1.20
Yeast Foam	1.20

COLUMN 31.

Department 19.
GROCERY SUNDRIES.

Axle Grease.

H. & L., per case.....$1.50
C. & S., 2-doz case, per case... 2.00
" 5 cs lots.....1.95
" 10 cs lots.....1.85
Frazer's, 2 doz tins, per case..2.25
Frazer's, 4 doz wd, per case... 3.60
Frazer's, 15-lb palls..... .85
Mica, 3 doz tins, per case..... 2.25

Paper Bags.

Automatic, Self-opening, 500 in pkg. List.

¼-lb .....$1.00 8-lb 4.80
½-lb ..... 1.30 10-lb 5.20
1-lb ..... 1.60 12-lb 6.30
1½-lb ..... 1.70 14-lb 8.30
2-lb ..... 2.00 16-lb 9.00
3-lb ..... 2.50 20-lb 10.00
4-lb ..... 2.90 25-lb 11.00
5-lb ..... 3.40 30-lb 13.00
6-lb ..... 4.00 35-lb 15.00
7-lb 4.40

Discounts from above List:
(Cheapest).....50 pct and 5, 10's
Eagle or Equal....50 pct and 2, 10's
White Fibre, or any white bag, ...50 pct and 1, 10's
Mikado (striped) .....40 pct
Sugar Bags, broad bottom, lb....06
Lion, 40 per cent and 1....1.10

Bluestone.

Barrels, per lb (5 bbls 5½c) .$0.05¾

Bathbrick.

Bristol, 2 doz, per case (25 case lots 67½c) $0.70
Powdered, 20 1's, per case 1.15
Powdered, 40 ½'s, per case 1.25

CANDLES.

Adamantine.

Schneider's 10 oz. 20's.....$0.07
Schneider's 12 oz. 20's..... .08½
Schneider's 14 oz. 20's..... .09½
Parafine, 20 1 lb. cakes...1.90
do, 5 bx. lots.....1.80
do 40 1 lb cakes.....3.80
do 5 bx lots.....3.65
do 100 1 lb cakes.....9.50
do 5 bx lots.....8.50
P. & G. Adamantine, 10 oz. 8¾
do 12 oz. 9¾
do 14 oz. 10½
Yacht Club Quartz Candles
20 sets 14 oz..... .10
40 sets 14 oz. ..... .09¾

Stearic.

Schneider's 14 oz 20's or 40' .12
Schneider's 16 oz 20's or 40's. .13½

Parafine, Etc. Per lb.

4s, 6s, in cartons of 36-lb bxs..10¼
12s, in cartons of 36-lb bxs....10¾
½-lb, in cartons of 25-lb bxs...10¼
1-lb, in cartons of 25-lb bxs....10¼
Colored 1c higher.

Beeswax, pure for churches.. 40
Do No 2..... 30
Do No. 3..... 25
Christmas, all sizes.....8 8½
Do bolders, ₩ gross..... 85
Wax Tapers, ₩ doz pkgs (₩ gross 8.00).....65 75
Night Lights, German, on pap & wd, (doz 40)..... 65
Do French, on tin, doz.. ..... .50, .75, 1.10

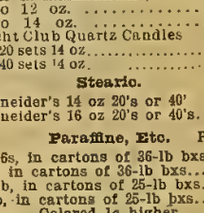
Cordage.

Basis price: Manila 14½c. Sisal 9¾c (5,000 lbs ¼c, and 10,000 lbs ½c less.)

Egg Food.

Pratt's, 26-oz, 2 doz in cs....$2.25
Wellington's, 1-lb, 2 doz box.. 2.00

Fly Paper.



Fly-Net, Per case $2.60
Magnet, per case.....**$1.50**
Tanglefoot, per case..... 2.90
Tanglefoot Holders, per case of 50 ..... .75

Fruit Jars.

Mason's, pts, per gr..... 7.10
Mason's qts, per gr..... 7.80
Mason's, ½ gals 11.15

Fruit Jar Caps.

Porcelain, 6 doz to box, per bx 2.40

Fruit Jar Rubbers.

No. 1 white, per lb..... 50-60c
"Gold Seal," cartons, per gr.. .75
"Badgers," cartons, per gr.... .60

Hops.

No. 1, ¼ lb, 30-lb. box, lb..... .28
No. 1, ½ lb, 30-lb box, lb..... .28
No. 1, 1 lb, 30-lb box, lb..... .28
Less than 30-lb boxes..... .29

Horseradish.

½-pts, 2 doz in box, doz..... 1.10
Pts, 1 doz in box, per doz.... 1.50
Qts, 1 doz in box, per doz..... 2.75
Bulk, per gal ..... .75

Glue.

Le Page's, 1 oz, per doz..... .75
Le Page's, 2 oz, per doz..... 1.15
Le Page's ½-gill tins, per doz. 1.20
Le Page's, 1-gill tin, per doz.. 1.60
Standard, small, per doz..... .50

COLUMN 32.

EUREKA INSECT EXTERMINATOR.



Manufactured by
Jos. Pusch, 525 Front Street, San Francisco.

10c size, doz ..... .75
25c size, doz 1.75
60c size, doz 4.50
1.00 size, doz 8.00

Harmless to persons or animals; does not irritate the skin or injure the eyes.

MATCHES.

Metropltan, full count, per tin.$1.15
Universal, shrt count, pr tin .85-.90
Boys' block pap pkg, per doz .10
Swedish Safety, per gross..... .80
Swedish wind, 1 gross..... **85**
Vulcan Parafine, 65s, ₩ gross (50 gross 50c) 50 55
Japanese Safety, per gross..... .50
Squirrel Matches, 55s, per gross .43
Ship Safety Matches, la ge, gross .75
" " small, " .65

Diamond Match Co.'s.

Anchor, 200 ..... 1.70
Do 500s..... 4.00
G. G. 60s..... 2.75
Red Top Safety **3.25**
S. & C., Eastern Parlor, 80s.... 4.25
Press, 100s, 5-gross cs..... 4.75
Little Star, per cs..... 2.25
Search Light, 500s, large 1 gr.. 4.75
(Discount of 25c per case on 5 cs lots)

Paper, Wrapping.

Butter, White, ₩ ream..... 20
Do Waxed ₩ ream..... 25
Manilla, No. 2, roll, any sz. lb. ..3½
Manilla, No. 1, rolls or reams, ₩ lb..... 5
Straw, ₩ ream..... 70
Do rolls any size, ₩ lb.... 3¼
Drab, ₩ ream..... 60
Do rolls any size, ₩ lb.... 2¾
Metropolitan White Fibre Rolls, per pound 7

Paper, Toilet.

Columbia, in rolls, 7 oz, per cs of 100 .....2.75
Royal, 100 rolls of 500 shts.....4.00
Pilot, 100 tablets of 500 shts..3.75
Golden Eagle, 100 tablets of 1,000 sheets 8.00

Polishes, Shoe.

Mason's.

Mason's Colt-Coron-Ide Per gross $4.70; per doz. 40c
Mason's Paste Stove Polish Per gross $4 70; ¼-gross $1 20
Mason's Challenge, per doz .... .40
Mason's Challenge, per gross. . 4.70
Challenge Shoe Dressing, small per doz $ 75
large " " 1 50
Russett Comb'n. shoe Dressing small, per doz . .. 75
large, " " 1 50
Black Comb'n Shoe Dressing small per doz 85
Patent Leather Polish, per doz .. . 50
Mason's, No. 4 .. 45
" " per gross 5 20
" No. 3 per doz 35
" " per gross. .. 3 40
" No 2 per doz 30
" per gross..... 3 00
" No. 1 per doz..... 25
" " per gross . 2 80

Scott & Gilbert Co.

Manufacturers.
214-216 Mission St., San Francisco



In a dozen cases per

Alaska Seal Oil.... 20 00
Top Notch 15 0
Russian 12 00
Boss..... . 9 00

Bixby's.



Jet Oil ..... per doz. 85
Jet Oil, 3 doz. in box, with Marvel Brush Free 2 55

COLUMN 33.

BIXBY'S—Continued

Royal Polish ..... per doz. 85
Royal Polish, 3 doz. in box, with 8 pkgs. 5c Carpet Tacks free. 2 55
Shoe Satin, Small Comb, per doz. 80
Shoe Satin, Large Comb, per doz. 1 25
No. 5, Shoe Satin Paste, per doz. 40
No. 10, Shoe Satin Paste, p doz 85
Satinola, Small Comb 80
Satinola, Large Comb 1 25
No. 5, Satinola Paste. 40
No. 10, Satinola Paste..... 85
"BBB" Blacking Size M 3 dz. in box ..... } 1 25
½doz. paste free }
"BBB" Blacking, Size B. 3 doz. in box .... } 2 50
1 doz. paste FREE .... ..

Polish, Stove.

Rising Sun, large pkg, ₩ gross.6.25
Do 5-gross lots. ₩ gross..6.00
Do Small pkg, ₩ gross....4 25
Sun Paste, large, ¼ gross, per gross 8.00
Sun Paste, small, ¼ gross, per gross 5.00
Enameline, No. 4 tins, ₩ gross.5.00
Do No. 6 tins, ₩ gross.....8.25
Do Liquid, pt-tins, bx 3 doz.2.25



Small, 3 doz. to cs., per cs..$1.50
Large, 3 doz. to cs., per cs. 2.50
(½ doz. free with each case)

Polish, Metal.

Electro Silicon, 1 gr in case, per doz ..... .80
Brilliantshine, ½ pts, per doz.. .90
Brilliantshine, pts, per doz.... 1.70
Brilliantshine, qts, per doz.... 3.10

U. S. Metal Polish.



POLISH

	Doz
Qts.	$3 00
Pts.	1 70
½ Pts.	90

PASTE

1lb.	$3 00
½ lb	1 75
3 oz.	50

Barkeepers Friend powder gr .$18.00

U. S. METALLIC POLISH

PASTE is put up by a Practical Chemist; also in Liquid Form. Free from Acid or Grit. 20 years in the Markets of the World. **J. T. WILSON,** Pacific Coast Agt., 1770 15th St., S. F. For sale by all dealers. Also the Barkeepers' Friend Cleaning Powder.

Rope.

Manila, 1¼-in. cordage ..... .15
Sisal, 1¼-in. cordage ..... .10¾

Seeds.

Anis 14½
Canary 6¼
Caraway 8 10
Celery 15
Coriander 15
Cumin 18
Flax, ground 4
Flax, whole 3¾
Hemp, sacks 4½
Millet 6½
Mustard 5½
Poppy (Or, sks 9¼)..... **10¼**
Rape, Cal..... 4½
Bird gravel, 40 2s..... 2 00
Bird Seed Mixed 48—1-lb. pkg

Original sacks 1c less.

Sheep Dip.

Little's, 10½-gal tins, per gal$1.05
Little's, 5-gal drums, per gal.. 1.05
Smith's, 10½-gal tins, per gal. .95
Smith's, 5-gal drums, per gal .95

Twine.

Cotton, 4 ply, 100-lb bls, per lb 19
Do 3 ply, 100-lb bls, per lb.... 19
Do 2-lb cones, per cone..... 44
Hemp, 8-oz balls, per 3-lb pkg.. 70
Do, 4-oz. balls, per 3-lb pkg. 75
Do 2-oz balls ₩ 3-lb pkg
Sack, 4 ply, 12-lb pkgs, per lb. 33

Wax.

Fruit, 25 1-lb pkgs, .. 90
Japan, per lb..... 20
Beeswax..... 35

Wax Strings.

12 in. 10 pkg 100 strgs each ... 1 50
14 in. 10 pkg. 100 strgs each .. 1 60

COLUMN 34.

COLUMN 35.

Department 20.
WOOD AND WILLOW WARE

AXE HANDLES.

Ex. 36-in., doz.....$2.25
No. 1, 36-in., doz..... 1.75
No. 2, 36-in., doz..... 1.25
No. 3, 36-in., doz..... 1.05
Ex, 38-in., doz..... 4.00
Ex, 40-in., doz..... 4.25

BASKETS.

	Per Doz.
Cal., Open, Spruce, No. 3..	.60
Cal., Open, Spruce, No. 4..	.60
Cal., Open, Spruce, No. 5..	.84
Cal., Satchel, Spruce, nest, 0-5	1.10
Cal., Satchel, Spruce, nest, 1-5	1.00
Cal., Satchel, Spruce, nest, 1-41	.71
German market, nest of 4	1.25
Clothes, Oval, Wil., No. 0.	5.50
Clothes, Oval, Wil., No. 1.	6.00
Clothes, Oval, Wil., No. 2.	7.50
Clothes, Oval, Wil., No. 3.	9.00
Clothes, Oval, Wil., nest 4...	3.17
Japanese Telescope, nest of 5. size 18x12x7.....	1.00
Same, size 20x13½x7.....	1.25
Same, size 24x15x10.....	1.75

BOWLS, WOODEN.

	Per Doz.
Maple, No. 1, 11-inch.....	.76
Do No. 2, 13-inch.....	1.50
Do No. 3, 15-inch.....	2.75
Do No. 4, 17-inch.....	4.25
Do No. 5, 19-inch.....	5.75
Do No. 6, 21-inch.....	7.50
	Per nest.
Maple Nests, 3, 13, 15, 17-inch	.71
Same, 4, 13, 15, 17, 19-inch	1.20
Same, 5, 13 to 21-inch...	1.81

BROOMS.

	Per Doz.
Patent Cap, No. 1.....	3.80
Patent Cap, No. 2.....	3.60
Patent Cap, No. 3.....	3.35
Extra Patent, No. 1.....	3.85
Extra Patent, No. 2.....	2.60
Extra Patent, No. 3.....	2.40
Ladies' Pride, No. 1.....	2.85
Ladies' Pride, No. 2.....	2.60
Ladies' Pride, No. 3.....	2.40
Little Beauties	3.00
Ladies' Delight	2.80
Toy, 2 strings.....	.90 1.35
Wisp, 2 strings	.90 1.25

BRUSHES.

	Per Doz.
Dust	2.00 12.00
Scrubbing	.55 3.00
Dandy	1.50 5.75
Shoe Brushes.	
No. 1, black tampico	1.10
No. 2, bristles	1.65
No. 3, white bristles	1.75
No 4, bristles	2.00
No. 5, white bristles	2.25
No. 6, horse hair	2.70
No. 7, bristles	3.90
Stove Brushes.	Per Doz.
No. 1, tampico, handles,..90c-$1.10	
No. 2, bristles, handles.....	1.85
No 3, tampico, handles.....	1.85
No. 4 bristles handles	3.25
Ox Fibre Brushes.	Per Doz.
Scrub, T. & B..9x2½ in face	.80
Do Hub, 10x2¾ in face.	2.00
Do Magic, 7¼x2 in face	1.10
Do Owl, 6¼x1½ in face	.85
Do Cat, 10½x2½ in face	1.50
Do Rat, 8½x2½ in face	1.25
Do Mouse, 6¼x2¼ in fa	1.00
Do Alligator, 10½x2¾ in face	2.25
Do Goose, 8¾x2¾ in fce	2.00
Do Duck, 6½x2¾ in fce	1.50
Stove, Hustler, 8½x2½ in face	2.25
Sink, Bell, 3½x2½ in face	1.40
Sink, Gong, 4¾x3¾ in face	2.25
Horse, Pointer, 10x3¼ in face	3.00
Creamery, Jersey, 9x6 in face	3.25
Creamery, Holstein, 9½x 5¼ in face	3.50
Dust, Peacock, 10½x4 in face	2.25
Hand, Windsor, 4½x1¼ in face, per gross.....	6.00
Whitewash, Snowstorm, 8-in., per doz	2.00
Same 8-in., per doz.....	1.75
Same, 7-in., per doz.....	1.50

CAN OPENERS.

Diamond per doz $0 75
Crown per doz 1.25
Sciss ors per doz 2 25

CARPET SWEEPERS.

Bissells, per doz 25.00 to 27.00
King, per doz 24.00

CHEESE SAFES.

Round No 1 10-in. $2.20
Round No 2 22-in 2 25
Round No 3, 24-in 3 50
Square each 4 00

Clothes Line.

Hemp 40-foot per doz $0.80
Hemp 60-foot per doz 1.25
Cotton 40-foot per doz... .. 80
Cotton 60 foot, per doz. . . 1 20
Cotton 75-foot per doz 1.75
Manila 40 foot per doz . 1.25
Manila 60-foot per doz 2 50
Sash Cord 70 foot per doz . 1 75
Sash Cord 80-foot per doz . 3 00
Wire Cord 50-foot per doz 1 05
Wire Cord, 75-foot, per doz.. 1.60
Wire Cord, 100-foot, per doz. 2.75

COLUMN 36.

Clothes Line Pulleys.

Galv. Iron, per doz.....$0.50

CLOTHESPINS.

Common, per bx of 5 gross .65
U. S. Patent Spring, per gr .60

COFFEE MILLS.

Enterprise, Family, No. 1, doz.$2.50
Enterprise, Family, No. 2, doz. 3 50
Enterprise, counter, ea....5.50-$5.00

CORKS.

Wine, pt size, per M.....$4.75
Wine, qt size, per M..... 5.25

Demijohns.

Discount 50 per cent

½-gal., doz..$3.25 2-gal., doz..$10.50
½-gal., doz.. 4.50 3-gal., doz.. 13.50
1-gal., doz.. 6.50 5-gal., doz.. 19.00

Dust Pans.

No. 1 Japan, doz..... .63
Covered, doz 1.25
Janitor, doz 2.25

Dusters.

China, fancy colored, doz.... .75
Standard Turkey, No. 10, doz.. 1.60
Standard Turkey, No. 12, doz.. 2.10
Standard Turkey, No. 14, doz.. 2.75
Standard Turkey, No. 16, doz.. 3.25
Standard Turkey, No. 18, doz.. 3.75

DOOR MATS, COCOA.

Per Doz.

Light, No. 1, 14x24..... 4.00
Do No. 2, 16x27..... 5.50
Do No. 3, 18x30..... 7.25
Do No. 4, 20x33..... 9.00
Medium, No. 1, 14x25..... 5.25
Medium, No. 2, 16x27..... 6.75
Medium, No. 3, 18x30..... 8.50
Medium, No. 4, 20x33.....10.25
Extra, No. 2, 16x27..... 9.50
Extra, No. 3, 18x30.....12.50
Extra, No. 4, 20x33.....15.00
Extra, No. 5, 22x36.....18.00
Keystone Steel Mats.....

Faucets.

Cork lined, No. 1, doz.....$0.60
Cork lined, No. 2, doz..... 75
Cork lined, No. 3, doz..... 90
Cork lined, No. 4, doz..... 1.25
Cork lined, No. 5, doz..... 1.50
Molasses Gates $0.25
Self-Measuring Faucets, each. 3.00
Syrup Pumps (Ent'rprise), ea. 5.75
Syrup Pumps with auger, ea.. 6.00

Ironing Boards.

4-ft., per doz..... 4.20
4½-ft., per doz..... 4.75
5-ft., per doz 5.25
5½-ft., per doz 5.75

LAMP CHIMNEYS.

XX Eureka Grade.

Eureka Crimp Top in Cartons.

Per Doz.

No. O or E, 6 doz. in case .75
No. 1 or A, 6 doz. in case .75
No. 2 or B, 6 doz. in case. .95

Eureka Electric.

In Cartons.

No. 2, 6 doz. in case, per doz. 1.00

Lantern Globes. per doz.

Packed 5 doz. in case.... .70

Eureka Rochester.

Per Doz.

No. 1, 6 doz. in case.... .85
No. 2, 6 doz. in case..... 1.05
No. 3, 6 doz. in case..... 2.10

Macbeath Pearl Top.

No. 1 or A, 6 doz. in case. .85
No. 2 or B, 6 doz. in case. 1.05

La Bastie.

Heaviest and best in market.

Per Doz.

No. A, plain bulk, 6 doz. in case 1.20
No. B, plain bulk, 6 doz in case 1.50
No. A, crimp bulk, 6 doz. in case 1.30
No. B, crimp bulk, 6 doz. in case 1.60

Common Chimney.

Per Doz.

No. 0 or E, 6 doz. in case. .40
No. 1 or A, 6 doz. in case.. .45
No. 2 or B, 6 doz. in case. .65

Common Rochester.

No. 1, 6 doz. in case..... .30
No. 2, 6 doz. in case..... .90
No. 3, 2 doz. in case..... 2.00

Lamp Burners.

0 or E, per doz.....$0.50
1 or A, per doz..... 60
2 or B, per doz..4..... 75
(Blaze fits 13 collar, takes E wick)
Solar Burners, doz 1.50

LEMON SQUEEZERS.

Ball, per doz $0.80
Glass, No. 1, per doz..... 50
Glass, No. 2 (for oranges) doz 85

MOPS AND HANDLES.

Per Doz.

9-lb. Mops .....1.20 and 1.50
12-lb Mops .....1.60 and 2.00
Patent Mop Handles 1.00
Plain Mop Handles ..... .90

PAILS.

Per Doz.

Wood, painted, 3 hoops... 2.25
Wood, varnished, 3 hoops 2.25
White Cedar, 3 galv hoops 2.75
Fiver 3.50
Galvanized, 10 quarts 1.75
Galvanized, 12 quarts 2.05
Galvanized, 14 quarts 2.35

SHELF PAPER.

Per gross.

Narrow, assorted colors. .12
Wide, assorted colors.... .35

COLUMN 37.

TUBS.

White Cedar—No. 0, 13.00; No. 1, 10.50; No. 2, 9.00; No. 3, 8.00.

Painted or varnished—No. 0, 11.40; No. 1, 9.60; No. 2, 8.40; No. 3, 7.20.

Fiber—No. 0, 18.00; No. 1, 14.50; No. 2, 12.50; No. 3, 11.00.

Galvanized—No. 1, 5.50; No. 2, 6.20; No. 3, 7.20.

WASHBOARDS.

Per Doz.

California, regular size..... 2.10
California, small ..... .90
Stag 2.75
Bronze 3.50
Good Enough 2.25
Anchor, single 1.90
Nameless 2.25
Peerless, double 3.50
North Star 3.50
North Star, proteetor..... 4.00
Crystal Glass 4.00
Misses 1.50
Toy ..... .90

WICKING.

Grs.

Lamp, 0 or E, ⅜-in.....$0.30
Lamp, 1 or A, ⅝-in..... .40
Lamp, 2 or B, 1-in..... .60
Lamp, 3 or D, 1½-in..... .90
No. 1 Rochester 2.00
No. 2 Rochester 2.75
No. 3, Mammoth 9.25
Junior Rochester 1.50
Stoves, 3-in 1.80
Stoves, 3½-in. 2.25
Stoves, 4-in 2.50
Stoves, 4½-in 2.90
Stoves, 5-in 3.50

WRINGERS.

Wood Frame Novelty.

Two top screws; iron tub clamps.

Per Doz.

No. 350, 10x1¾ in 30.00
No. 351, 11x1¾ in 36.00
No. 352, 12x1¾ in 42.00
One top screw; wooden top clamps.
No. 360, 10x1¾ in.....31.00
No. 361, 11x1¾ in.....36.00
No. 362, 12x1¾ in.....42.00
Ball Bearing.
No. 380, 10x1¾ in.....40.00

MISCELLANEOUS.

Barrels, paper, 100-lbs, ea. .80
Barrels, pa., 50 lbs ea..... .65
Barrel Covers, 17-in. (flour barrel size), per doz..... 1.80
Barrel Covers, 21-in (sugar barrel size), per doz. 2.70
Basins, fiber, 12-in., pr dz. 2.25
Basins, fiber, 1½-in., per doz. 2.50
Brownies, per doz....85, 1.15 1.35
Butter Ladles, plain, doz.... 45
Butter Ladles, clays, doz 85
Butter Spades, doz 40
Dishes, oval 1, 2 and 3-lb, per 1,000.....2.20, 2.30, 2.90
Dishes, wire end..... ....1.35, 1.80, 2.35, 2.85, 3.25
Egg Beaters, Dover..... 1.00
Lemon Squeezers, fiber, dz 1.25
Measures, fiber, 4 pcs..... 1.25
(Set pt., qt., ½ gal and funnel)
Lanterns, O Tubular, doz. 5.25
Lanterns, candle, frame, only doz. 1.00
Lantern Candle, with chimney, doz. 1.75
Lantern globes, in bbls. 70@95
Mouse Traps, 1 to 6 holes, doz., 6 holes..... .60
Traps, mouse, "Does-it-easy," doz. 25
Traps, rat, "Blizzard," doz.... 1.25
Nest Eggs, per doz..... 20
Oil Cans, 1 gal., cush., per doz 1.50-4.50
Oil Cans, 1 gal., galvanized Iron 2.00
Oil Cans, 5 gal., galvanized iron 6.00
Potato Mashers, per doz. 45@75
Rolling Pins, per doz. 1.20 and 1.45
Spoons, wooden...30c, 37c .65
Step Ladders, each per ft ..... .17 .40
Tacks, steel, asstd, 2-oz, doz... 25
Tacks, Common, 2 oz., doz.. 8½
Tapers, gas, 30/17-lb, stgs. doz 65
Tobacco Cutters, standard, ea 80
Toothpicks, per case, 110 box 2.25
Twine Holders, hanging, doz. 2.00
Twine Holders, counter, doz.. 3.10
Spittoons, fiber, 13-inch.. 6.00
Spittoons, fiber, 12-inch.. 4.75
Spittoons, fiber, 9-inch... 4.00
Whips 90
Window Screens, 12-in., doz.. 1 60
Window Screens, 18-in., doz.. 2.20
Window Screens, 24-in., doz.. 2.64

STATIONERY.

Blank Books.

Counter, 48-leaf .....$ 50
Counter, 92-leaf 75
Cap, Day & Ledger, per 100 pp ..... 10@ 40
Full bound ..... 50@ 75

Writing Paper.

Ream

Commercial Note, 5lb.... 45@ 75
Commercial Note, 6lb... 50@ 90
Letter, 10 lb, ex..... 90@1.50
Cap, 12 lb, ex..... 1.08@1.80

COLUMN 38.

Envelopes.

Per M

XX, 5-in. ..... 1.00@1.50
XX, 6-in. ..... 1.10@1.60
XXX, 10-in. 2.80
XX, 4-in., Baronial, cream or white ..... 1.40@1.80
XX, 5-in., Baronial cream or white..... 1.60@2.00

Inks.

Scott & Gilbert Co.,
Manufacturers,
214-216 Mission Street, San Francisco

SUNSET BLUE BLACK



gross

Cones, 3 dozen case .$4.50
2 oz. round studs 3 dz.. 4 50

doz.

4 oz. round studs, 3 dz. 75
½ pints, 2 doz case.. 1 25
Pints, 2 doz. in case .2 00
Quarts, 1 doz. in case 3 50

gal.

5 gallon kegs 70
10 gallon kegs 60
Barrels .. 50

Assorted colors. doz.
1 oz, stands, any color 50
2 oz. stands, any color 75

BLACKSTONE MFG. CO.
1960 Howard St., S. F., Cal.

BLACKSTONE'S INKS



Gross

Cones, 3 doz to cs.....$3.75
2-oz., Rnd Cylndr, 3 doz to cs.. 2.90
3-oz., Rnd Cylndr, 3 doz to cs.. 5.75
4-oz., Rnd Cylndr, 3 doz to cs.. 6.50

Doz.

8-oz., Rnd Cylndr, 2 doz to cs.. 1.15
16-oz., Rnd Cylndr, 1 doz to cs. 2.00
Full qts., Rnd Cylndr, 1 doz to cs 3.75

Above prices are for Jet Black, Blue Black, Green, Blue, Violet and Carmine Inks.

(Copying Inks 10 per cent additional.)

Miscellaneous.

Carter's or Sanford blk cylinder, gross 4.50
Sanford's, 4 oz., black cylinders, doz. 60
Sanford's ½ pt, doz..... 1.75@2.00
Sanford's pts, doz . ..... 3.00@4.50
Sanford's qts., doz. ..... 5.00@7.50

Lead Pencils.

Gross.

Plain cedar 60
Black polished 1.10
Cedar, rubber tip 1.00
Red polished, metal rubber tip ..... 1.50@3.50
Carpenters' .....1.75@2.25
Eagle Automatic, doz.. 85@2.00
doz. ..... 40@1.80



Mucilage

Scott & Gilbert Company
Mnfrs., 214-216 Mission St
San Francisco, Cal.

SUNSET EXTRA HEAVY

doz.

2 oz. cones, 3 doz. cs. 37½
3 oz. cones, 3 doz. cs. 75
½ pints, 1 doz. case 2 00
Pints, 1 doz. in case 3 50
Quarts, 1 doz. in case 7 00
Gallons, ½ doz. ca e 20 00

Blackstone Mfg. Co.
1960 Howard St. S. F., Cal.

Gross.

2-oz. Cones, 3 doz. to cs.....$4.00
3-oz. cylndrs. 3 doz to cs..... 5.75

Doz.

8-oz. round, 2 doz to cs..... 1.75
16-oz. round, 1 doz. to cs..... 3.00
Full qts., 1 doz. to cs..... 5.00
Bulk quotations (5, 10 and 30-gal.) on application.

Steel Pens. per gr.

Gross.

Railroad, 1 gross in box.....$0.40
Stub No. 413 40
Falcon 40
Bank 40
Easy Writer 50
Extra Fine 45
Elastic 45
Railroad Stub 40
Ladies' Falcon 40
School 40
Spencerian No. 1 85
Gilletts No. 404 50
Gilletts No. 303 ..... 1.00

COLUMN 39.

Department 22.

TOBACCO, CIGARS, SMOKERS' SUPPLIES, ETC.

AMERICAN TOBACCO CO.

Plug Tobacco.

Battle Ax, 16 oz, 3x12, 6 cuts, 12, 24 lb 39
Big Gun, 8 lb. butts, also 16 lb. butts, 16 oz., 3x12, 6 cuts ..... .44
Brandywine 4 to lb., 2½x9, 3 cuts, 4 and 8 lb 46
Bullion, 16 oz, 3x12, 12 lb..... 47
" 6 to lb., 1x6, 20 lb .. 50
Burr Oak, 16 oz., 3 x 12 emb., 6 and 12 lb. 48
Climax, 16 oz, 2x12, 6 cuts, 6, 12 and 30 lb 45
Climax, 7 oz, 2x12, R & R 6 cuts, 7, 10½ and 21 lb. 48
Climax, 7 oz, 3x12, thin, 7 and 14 lb 48
Climax, 6 to lb, 2x3, Twin 4s, 4 lb boxes 50
Climax, 14 to lb, 1x8, Figs 4 lb boxes 54
Cross Bow, 14 oz, 3x12, 4 cuts 14 lb 38
Drummond Nat., 5½ oz. 3x12, 8 cuts, 5, 8, and 12 lb 61
Five Brothers, 4 oz, 3x6, 2 cuts, 4 and 8 lb.... 65
Gold Rope 7 to lb. 3, 6, 12 lb. .. 56
Gold Rope 14 to lb. 4, 8 lb .. 58
Good Luck, 3x6, 10 lb. 45
Granger Twist, 12 and 15 lb pails 43
Horse Shoe, 16 oz, 3x12, 6 cuts, 8, 12 and 24 lb 43
J. T., 7 oz. R & R, 2x6, 2 cuts, 10½ and 21 lb 39
J. T., 7 oz. Smo. 2x6, 2 cuts, 10½ and 21 lb. 39
J. T., 14 oz, Smo. 3x12, 4 cuts, 10½ and 21 lb. ..... R & R... 39
Newsboy, 48 plugs to 10 lbs. 2½x4½, 10, 15 and 25 lb..... 40
Nobby Spun Roll, 7 to lb, 1½x8½, 3, 6 and 12 lb..... 57
Old Honesty, 15 oz, 3x12, 6 cuts, 7½, 15 and 30 lb 44
Old Kentucky, 6 to lb, R. & R., 8, 16½ and 25 lb... 48
Old Peach and Honey, 6 to lb 8 lb. butts 48
Out of Sight, 12 butts, 12 oz., 3x12, 3 cuts..... 35
Piper Heidsieck, 5⅓ oz, 2⅔x8, 3 cuts, 4, 7, 14 lb 66
Red Cross, 16 oz, 3x12, 4 cuts 12 and 24 butts ..... .
Red Ribbon Twist, 10 to lb, 6 inch, 8 lb pecks, 16 lb. ½ bus 40
Saw Log, 16 oz, 2x12, 6 cuts, 24 lb..... 46
Saw Log, 32 oz, 3x12, 12 cuts, 32 and 48 lb 46
Something Good, 5½ to lb, 2x4 9, 13 lb..... 45
Spear Head 16 oz, 2x12, 6 cuts, 6, 18 and 30 lb. 45
Spear Head, 7 oz. 2x12, 6 cuts, 7, 10½ and 21 lb 48
Standard Navy, 14 oz, 3x12, 4 cuts, 14 and 28 lb. 38
Star, 16 oz, 3x12, 6 cuts, 12, 24 and 52 lb 44
Weissinger's Special, 5 1-3 oz., 3 x 12 emb, 2, 6, 12 lb. 38
W. N. T. Nat. Leaf, 6 and 12 lbs., bxs., 5½ ozs., 3x12.... 57

Smoking Tobacco.

(5-lb Cartons, 25 and 30-lb cases.)

Seal of N. C., 1⅔ oz, foil.....$0.68
Seal of N. C., 3½ oz, foil..... .62
Seal of N. C., 8 oz, foil..... .59
Seal of N. C., 16 oz, foil..... .59
Old Gold, 1⅔ oz, foil or pouch ..... .70
Old English curve cut, 1⅔ oz .74
Old English curve cut, 3½ oz .74
(In curved tins.)
Pedro, 2½ oz, foil..... .40
Pedro, 2½ oz, pouch..... .51
Pedro, 2½ oz, assorted..... .50
Pedro, 15 oz, tin canisters.... 52
Dixie Queen, 1⅔ oz, foil..... .40
Dixie Queen, 16 oz, tin canisters, 6-lb cartons, 24-lb cas .43
Duke's Mixture, 1⅔-oz sack.. 39
Arlington, 1⅔ oz, foil..... .65
Cross Cut, 1⅔ oz, foil..... .60
Duke's Cameo, 1⅔ oz, foil..... .42
Duke's Cameo, 2½ oz, foil.... .45
Melrose, 1⅔ oz, foil..... .65
Fragrant Vanity Fair, 1⅔ oz, foil ..... .95
Red Indian Plug Cut, 1⅔ oz and 3½ oz, foil..... .42
Red Indian Plug Cut, 16-oz pails ..... .44
Fashion, 1⅔ oz ..... .41
Fashion, 16-oz pails..... .44
Bull Durham, 1 oz..... .66
Bull Durham, 1⅔ oz..... .66
Bull Durham, 3½ oz..... .60
Bull Durham, 8 oz..... .58
Bull Durham, 16 oz..... .58
Pick Leaf, gran, 1 oz, 25-lb cs .60
Corn Cake, gran, 1-lb bags, 25-lb cases, per lb..... .23
Echo Plug Cut, 1⅔ oz..... .42
Red Bell, 1⅔ oz..... .42

COLUMN 40.

Red Bell, 16-oz pails..... .43
Oriental Mixture, 3½-oz tin.. 1.00
Imperial Mixture, 2½-oz tin. 1.30
Plum, 1⅔ oz, foil..... .62
Three Kings Mixture, 3½-oz tins 1.35
Monte Cristo Mixture, 3½-oz tins 1.50
Yale Mixture, 1-oz tin..... 1.35
Yale Mixture, 1⅔-oz tin..... 1.60
Yale Mixture, 3½-oz tin..... 1.55
Honey Dip Twist, 10 to lb.... .45
Master Workman, 10-oz plug, smoking ..... .47
Old Virginia Plug, smoking, 5 oz, 10½ lb., 6x5..... .42

Fine Cut Chewing.

Hiawatha, 1 oz..... .58
Hiawatha, 10-lb bulk, bright or dark ..... .56
Hiawatha, b'ght or d'k, 1-lb tins, 5-lb. pails ..... .58
Sweet Cuba, b'ght or d'k, 1-lb tins, 5-lb. pails ..... .44

Cigarettes.

Fragrant Vanity Fair $4 08
Duke's Cameo 4.08
Sweet Caporal 4.08
Virginia Brights 4 08
Old Dominion 3.98
Pets (foil packages)..... 6.52
Richmond Straight Cuts..... 6.62
Turkish Trophies 7.75
Egyptian Deities, No. 1, 10s.. 21.50
Egyptian Deities, No. 2, 10s $18.36, 19.38
Mogul 11.22

Cheroots, Etc.

Old Virginia Cheroots, 10's....12.50
Old Virginia Cheroots, 5's....14.00
Between the Acts Little Cigars, 10's, tin and paper.. 8.50
Bengal Little Cigars, 10's.... 7.50
Royal Bengal, 10 in pkg.....12.00
Van Bibber Little Cigars....17.50
Sub Rosa Cigarres, 10s, per 1,000 ..... 4.10
Florodora 12.50

Cigarette Papers.

Vanity Fair, 50 pkgs in box.. 1 05
Wheat Straw, 50 pkgs in box. 1.25
Wheat Straw, 100 pkgs in box 2.50
Wild Oats, 40 pkgs in box.... .90
Red Seal, 50 pkgs in box..... .25
Corn Husk, 50 pkgs in box... 1.15
Corn Husk, 100 pkgs in box.. 2.30
Interlock, 50 .... 1.15
" 100..... 2.25

THE HILSON CO.

Hoffmann House Little Cigars, 10 in package, 250 in carton $7.50
Hoffmann House Magnums, 10 package, 100 in carton.....12.00
Hoffmann House Petit Duc, 10 in package, 100 in cart'n.15.00
Hoffmann House Cavaliers, 10 in package, 100 in cart'n.18.50

J. B. PACE TOBACCO CO.

Scroll Tag, twist, 6 to lb.... .66
Scroll Tag, 10 oz..... .66
Mastiff Plug Cut, 1⅔ oz..... .67½
Mastiff Plug Cut, 3½ oz..... .65½
Mastiff Plug Cut, 10 oz..... .52

AMERICAN SNUFF CO.

French Rappee, 1⅔ oz, pr dz. .96
French Rappee, 3½ oz, pr dz. 1.80
French Rappee, 16-oz jars, per lb ..... .65
Maccaboy, 1⅔ oz, per doz.... .96
Maccaboy, 3½ oz, per doz.... 1.80
Maccaboy, 16-oz jars, per lb. .60
Irish High Toast, 16-oz. jars, per lb ..... .57
Scotch Lilienthal's, in bladders ..... .60

CIGARS.

Porto Rico Cigar Co.

El Primero, Forziano Porto Rico 30.00
El Manifesto, Invincible Roosevelt Porto Rico 87.50

PIPES.

Per Doz.

Cobs, Hot Shot, 3 doz.....$0.25
Cobs, Gem, 3 doz..... .25
Cobs, No. 3, 3 doz..... .50
Brier, W. P. & Co., Assorted, 3 doz 2.00
Brier, Display Stands, 1 doz... 2.00
Brier, Showcase Assortment, 3 doz 6.00
Pipe Mounts, 1 doz..... .75
Cherry Stems, 2½x6 in..... 2.00
Cherry Stems, 2d 2½x6 in..... .85
Clay Pipes, T. D., 1½ gross per box 1.25

Per Box.

Clay Pipes, Woodstock, 1½ gr., per box 1.25
Uncle Sam Cob Pipe, 3 doz box 1.00
Eclipse Patent Cob Pipe, 3 doz. box 2.25
Climax Cob Pipe, 3 doz. box... 2.25
Jewel Cob Pipe, 3 doz. box.... .90
Dewey Cob Pipe, 3 doz. box... 2.50
No. 19 Cob Pipes, 1 doz box.... 2.00

LASH'S
KIDNEY & LIVER
BITTERS
CURES DYSPEPSIA.

HAVE YOU NOTICED
all these Signs around Town?



It shows that most of the Grocers keep what people ask for—WUNDER BEER If YOU don't, wake up phone to our bottling works and they will send their man to see you.
Phone South 1098

Ahrens, Pein & Bullwinkel
WHOLESALE
Liquor Merchants
620 Post St., bet. Taylor & Jones
Sole Proprietors



Royal Stag Bourbon and Rye.
Old Pal Kentucky Bourbon.
Celebrated Chief Tonic.
Hiawatha Bitters.
Chief Bitters.
Diamond Star Rye and Bourbon.
Tiliawood Bourbon.
Importers
Slater V. O. Scotch Whiskey, Scotland.
Thrope & Co.
Mermaid Old Tom Gin, London.
P. Van der Kamp
Fine Old Wood Cock Gin, Holland.
Maurailla Freres Cognac, France.

MONEY-WEIGHT SCALES
Pay for themselves in
Less than a Year.
Sold on Easy Monthly Payments
PIERCE & CO.
Flood Bldg. (8th Floor) Market & Powell



J. F. Cutter Whiskey
IS THE BEST SELLER FOR THE RETAILER ON THE MARKET
E. Martin & Co.
Sole Agents
54 FIRST STREET
San Francisco

HONORS FOR HARRY BLAIR.

Sacramento Retail Grocers Present Their Retiring Secretary With Chest of Silver.

After the annual meeting of the Sacramento Grocers' Association last Thursday evening, there was a banquet at which Harry Blair, the retiring secretary, was presented with a very elaborate chest of silver ware. The presentation was made by F. B. Fancher, of the American Cash Store, who called attention to the many years of faithful service which "Harry," as he affectionately called Mr. Blair, had performed for the Association. Mr. Fancher said that there was hardly a man seated at the table whom Mr. Blair had not differed with strenuously and vigorously at various times, but that they all recognized that he treated the smallest grocer with the same fairness as the largest, and that they could depend upon his absolute honesty and courage and they loved him all the more for his steadfast courage for what he thought was right.

Mr. Blair responded in a few well chosen words in which he expressed appreciation of his gift.

Before the meeting was concluded the following resolutions were passed:

Whereas, Mr. H. R. Blair, who has been the secretary of the Sacramento Retail Grocers' Association for the past sixteen years, has found it to his best interests to resign and take up other work, and

Whereas, He labored so faithfully and successfully for us all these years; be it

Resolved, That this Association hereby voices its appreciation and approval of his work, which has been onerous, and required tact, intelligence and energy to accomplish; be it further

Resolved, That we recommend him as a **faithful, fearless** and **honorable** man, one to whom the **word fail is a stranger.**

The officers elected to serve during the ensuing year were as follows:

President, A. A. Jost; vice-president, S. H. Farley; treasurer, A. Schaden, secretary, C. S. Mering.

IT GIVES SATISFACTION.

All over San Francisco retail grocers are having inquiry for Ponce de Leon Coffee. This is the very highest grade of Porto Rico coffee which is admitted by experts to be the "best in the world."

The Porto Rico Company are spending large sums of money to introduce Porto Rico Coffee on the Pacific coast. They realize that no matter how fine their goods may be there can be no general sale for them unless the public is first induced to try them.

Perhaps the cleverest mode of advertising they employ is that of giving a prize of $5 in payment for ads written by school children. They use three different advertisements each week in the evening "Bulletin." This means that the child of some customer of some grocer has been paid $5 for telling how good Ponce de Leon coffee is and that all that customer's friends will know about the little one's success.

While Ponce de Leon coffee has quality that makes it satisfactory, it also pays the grocers a larger profit than any other package coffee on the market. In addition to this, the Porto Rico Company has decided that in order to increase the interest of the retail grocers in selling their goods they will give to each of six dealers who sell the most of them between April 15th and August 15th, a solid gold Waltham watch valued at $60.

CO-OPERATIVE STORE SOLD.

The Zenos Co-operative M. & M. Co. of Mesa, A. T., has been sold to Lesieur & Gibbons lately of St. John, Ariz. They will continue the store at Mesa.

TRUTH ABOUT COFFEE.

James Hislop & Co., of Portland, Ore., put the emphasis on the two following sentences in one of their circulars:

Java is not a synonym of excellence in coffee, although popularly supposed to be.

The alleged transcendent superiority of imported Arabian "Mocha" is purely mythical and has no foundation in fact.

Evidently the time of the naked truth has come, even as fearsome as it may be for the unsuspecting layman.—American Grocer.

ALPINE
EVAPORATED CREAM
UNQUESTIONABLY THE BEST
WHY?
Because made by the Improved Process and under the personal supervision of J. B. MEYENBERG, the INVENTOR and ORIGINAL MANUFACTURER of Evaporated Cream.
ALPINE EVAPORATED CREAM CO.,
95 Market St., Rooms 210-211. San Francisco, Cal.
FOR SALE BY ALL JOBBERS

PACIFIC STORE AND OFFICE FIXTURE CO. INC.
TEL. BLUE 2571 F. A. OEHM, Pres.
Store Fixtures
DESIGNERS AND MANUFACTURERS OF
STORE, OFFICE AND BAR FIXTURES
3253-3259 SIXTEENTH ST.
San Francisco

RAINIER
BEER
Popular! Why?
Because it is really good.
Only Choice Materials
Used in its Manufacture.
JOHN RAPP & SON, AGENTS
Phone South 473.

Grocery Markets.

Commercial Outlook of the Western World as shown by Present Conditions.

Office of the ADVOCATE.
Thursday Afternoon.

ADVANCES.

Palo Alto T Pears, 2½s, to $1.85; University 2½s, to $1.85; Palo Alto Prunes, 50-60, ¼ cent; 60-70, ¼ cent; 70-80, ¼ cent.

China mixed Rice to $4.25.

Limburger Cheese, to 19 cents.

Bayo Beans, to $3.55.

Crescent Jap Rice, to $3.37½; 10 sks. to $3.25; Geisha, to $3.25; 10 sks. to 3.12½; Togo, to $3.12½; 10 sks. to $3.00; No. 200 Louisiana Rice, $3.00.

Boiled Hams, skins on, to 18½ cents; skins off, to 20½ cents.

Turpentine, cases, 2-5s, to 92 cents; drums or barrels, to 86 cents.

Linseed oil, raw, barrels, to 58 cents; boiled, bbls, to 60 cents; raw, 2-5s, to 63 cents; boiled, 2-5s, to 65 cents.

Alaska Red Salmon, bbls, to $10.50.

New York Factory Cheese, Cheddars to 18½ cents; Holland Herring, cheaper grade, bbls., to $17.00, ½ bbls., to $9.00.

Primrose Salad Oil, pints, per doz., to $1.00; ½ pints to 55 cents.

DECLINES.

Goetjoen Boiled Beef, 2½s, to $2.25; Roast, 2½s, to $2.25; Mutton, 2½s, to $2.40; 6-lb., to $7.00.

Dr. Price's Food, to $3.70.

Babbitt Soap, to $4.10.

Mustard Sardines, ¾s, to $2.90.

(A) Island Raw Sugar, very light, to $5.15; (B) Island Raw Sugar, light, to $4.90.

Scotch Oats, to $3.60.

California State Factory Cheese, to 12½ to 13½ cents.

Moir's selected Red Herring, 100s, to $2.10.

Moir's kippered Herring, to $1.90.

Hamburg Eels in jelly, 1-lb. tins, to $1.90; smoked, 1 lb., per doz., to $2.40.

Alaska Red Salmon, 1-lb. tins, per doz., to $1.10; 2-lb. tins, to $1.50; ½ bbls., to $5.50; bellies, bbls., $7.50 and $8.00; ½ bbls., to $4.25 and $4.50.

Durand Salad Oil, quarts, doz. case, to $1.75; pints, 2 doz. case, to $1.85; ½ pints, 3 doz. case, to $1.95.

AGAIN IN STOCK.

Pride of Gulf Shrimps, small, at $1.05.

Silver Gloss Starch, 6s, per lb., at 9 cents.

Atmore's Condensed Mince Meat, per case, at $2.85.

Pioneer Washboards, at $2.50.

OUT OF STOCK.

Sancho Shrimps, small.

T. & B. Blue, ½s.

Palo Alto Yellow Free Peaches, gal.

Brown's Russet Polish.

Booth's Sliced Pineapple.

DEALS WITHDRAWN.

Royal Paking Powder deal May 20.

Cottolene deal May 23.

SUGAR.

While the quotations on sugar had not been changed at this writing (Wednesday afternoon) from last week, jobbers were freely cutting prices, in many cases 10 cents per hundred, and a break in the market was looked for. This condition was brought about by the new factors in the situation, the Hawaiian refinery and the independent jobbers.

MOLASSES.

Boston, Mass.—The Boston Molasses Company reports:

"The molasses market is firm on the recent advances on Porto Rico grades. Later cables from Barbadoes indicate that the crop there is about closed out and the market firm at recent quotations. The situation is strong and we do not look for any lower prices. If there should be any change it will be an advance rather than a decline.

MAPLE SUGAR.

St. Johnsbury, Vt., May 4—The Cary Maple Sugar Company says:

"The crop of maple sugar in Vermont is about an average one. The demand has increased on account of the pure food agitation and prices will rule high. In Canada they have quite a large crop. The prices there should be rather low since many producers of mixed syrups will probably cut down their output."

Chicago, May 15—J. A. Lamore reports:

"Maple sugar is easier in price. Vermont records an average crop. Canada reports an extra crop, assuring us of a price fully 20 per cent less than last season unless speculators buy up the stock and hold for an advance."

COFFEE.

The Lewin-Meyer Co. say:

"The San Francisco coffee market, in harmony with the New York market, is very firm. Roasters are buying freely.

"We regard coffee as good property at present prices. The last sale of Salvador standard was made at 9½ cents, but importers are now asking 5 5-8 cents. There is very little on the market. Two steamers are to arrive in the next ten days with 20,000 bags on board, and in these shipments there may be some Salvador.

"It is now evident that there will be a shortage of low grade coffees."

TEA.

M. J. Brandenstein & Co. say:

"Reports from Japan are to the effect that the 1905 crop of tea will be about 12 per cent less than in 1904. Fancy first crop is easier in price, while prospects are that the lower grades will show an advance. The Formosa market opened on the same basis as last year."

A. Schilling & Co. say:

"Reports from the Orient are to the effect that the 1905 crop of tea will be much better as to quality than was that of 1904."

New York, May 16—John B. Brown & Co. report:

"Confidence is expressed in the future of teas by those in a position to judge of their value. The new crop is traded in at Yokohama and Kobe at prices fully up to last year's basis, but only about one-half of the amount of teas have been settled which were sold at this corresponding date last year.

"Green teas have sold freely of late at prices slightly in advance of those ruling some three weeks ago."

RICE MARKET.

Although Mr. F. E. Harris, manager of M. Phillips & Co., denies that they are trying to corner the rice market, yet it is known for a fact that they have been buying quietly for the past six weeks.

We understand they have in Crowley, Louisiana, over 30,000 pockets of Jap rice which they bought at very low figures, and also have stocks in other Louisiana and Texas points.

In San Francisco they have been buying gradually for the past month in a quiet way, and to-day most of the jobbers have sold them the bulk of their stock. They have also bought through their agents at Los Angeles, Portland, Sacramento, Seattle, Salt Lake, Denver and Kansas City all the jobbers would sell, and to-day they have, including their stock in Louisiana and Texas, over 150,000 pockets on which they will probably clean up at least $125,000, as the market is gradually hardening. It has advanced in the past two weeks on Jap grades over ¾ of a cent, and with poor crop reports for next season, as continual rains have interfered with planting, it looks as if prices will soar upward.

If we remember rightly about three years ago Phillips & Co. cornered the rice market on the coast and made a handsome clean up, sending prices up over $1 per bag, and conditions at the present time favor them.

Mr. Harris, although a very young man, has certainly handled the rice business with exceptional judgment and ability, and we wish him success in his venture.

New York, May 16—Dan Talmage & Sons Co. report:

"The improvement, especially in Japan sorts continues with Honduras a good second. Orders widely distributed from Maine to California have been coming in that quickly absorbed the bulk of the offerings in sight. An active demand at New Orleans, particularly for Japan sorts caused sharp advance and Honduras sorts of lower and medium quality are held low in sympathy.

"It is generally considered that even at the enhanced prices, Japan rice is reasonable and cheaper than the Honduras."

Charlestown, S. C., May 6—Samuel G. Stoney says:

"There is now such a small quantity of Carolina rice left that it will be a very scarce commodity about the end of this month. Conservative estimates place the acreage planted to rice this year at from 40 to 45 per cent of last year's acreage."

CANNED FRUITS.

The California Fruit Canners' Association, through its sales manager, Mr. C. H. Bentley, reports:

"Spot stocks are lighter than they have been in years. The buyers are very well cleaned up, and the goods in jobbers' hands seem to be going into consumption at the present time.

"In spite of the depressed feeling of the trade with regard to futures on corn, peas and tomatoes, there is a very general interest in the matter of future prices on canned fruits, so that it is reasonable to infer that the retail trade have their stocks well in hand."

Santa Rosa, May 19—The "Democrat" says:

"For the first time in the history of the local canneries there will be no cherries canned here this year. In consequence of this unusual condition, the local cannery will not start before berries are ready to handle, which will be about June 20th. Reports from the canners indicate that the peach crop is short. As a consequence farmers will receive fancy prices."

Sacramento—There were 309½ carloads of cherries sent East last year and 311 cars the year previous. It is estimated that the shipment for 1905 will be between 60 and 75 cars. Pears will be short. Canners are reported to be offering $60 per ton for Bartletts.

Griffith, Durney & Co. in a recent circular say:

"Outside of apricots, we look for an average crop of everything. The crop of plums, including prunes, will be lighter than it has been for years. The pears have been seriously affected by what is called pear blight. One orchardist who had a crop of 250 tons last year and expected 400 tons this year, stated that he will not have more than 25 tons. This is merely an example."

CHERRIES IN MARASCHINO.

Cherries have been advanced in price by the French packers.

CANNED VEGETABLES.

The "Trade" of Baltimore, in commenting upon the situation in regard to peas, corn and tomatoes says, that the present depression on these lines will result in shortening production in 1905. It adds:

"This, of course, means that the stock on hand, whatever it may be, will be well cleaned up during the year and probably at the present low prices. Secondly, that the fall season will see a marked change in the condition of the market, with steadily advancing prices on nearly all articles."

CANNED SALMON.

Astoria, Ore.—Salmon fishing continues very poor on the Columbia River. A prominent canneryman says that the river is full of sea lions, and in his opinion they kill more salmon than were propogated.

Rio Vista—The present salmon season along the Sacramento River is thus far undoubtedly the worst in many years, and is deeply discouraging to the fisherman and also to the canneries. The continued scarcity of the fish is far past the time when, in ordinary seasons, the spring pack is in full blast. The spring run usually sets in about the latter part of March or the first of April, but up to the present time salmon have been so scarce that the fear the season will be a failure is generally expressed.

London, Eng., May 6—The "Grocers' Gazette" says:

"There has been more demand for Alaska this week at firm rates. Indications point to the possibility of prices going higher. Really fine quality of 1-lb. flats, British Columbia pack, is practically unobtainable.

DRIED FRUITS.

The market is in a thoroughly healthy condition. It will be cleared up, practically, of everything but raisins by the time the new crop is delivered. New apricots will be offered soon.

Oleander, Fresno County—Apricots are falling in great numbers. This will make the crop in this section very light.

Lodi—Almonds promise a good crop this year.

Yuba City—Canners are offering $30 to $35 per ton for peaches. Some growers are holding out for $40. Pears are scarce and a very good price is expected.

Suisun—Cherries are so badly cracked that it is doubtful if a carload will go forward to Eastern markets. There will be a full crop of apricots and fair crops of peaches and pears.

PRUNES.

Prunes are being strongly held at prices that will secure the grower a profit. They are not moving rapidly, but growers are not willing to give them away, as they were thirty days ago.

Santa Rosa, May 19—A number of

Old Kentucky Distillery

INCORPORATED



LOUISVILLE, KY.

PACIFIC COAST BRANCH

228 Front Street

SAN FRANCISCO, CAL.

"KENTUCKY DEW"



TRY OUR

PRIMROSE SALAD OIL

For Sale by all First Class Dealers

WESTERN MEAT CO.

San Francisco, Cal., U. S. A.

AGENTS FOR PRIMROSE FOOD COMPANY

TOMATOES--Pack 1904 MAPLE SHADE FARM BRAND

Solid Pack and Solid Pack with Peppers are trade winners.
Quality finest. Prices right.

SUYDAM BROS. & ROGERS
WHOLESALE GROCERS
14-16 Spear Street, San Francisco.
Tel. Main 5896.

prune growers in the vicinity of Healdsburg have formed an organization for the purpose of marketing their crop to better advantage. They have agreed to turn their prunes over to the association and authorize their goods to be mingled with those of the other members. Their idea is that by concentrating the sale of the goods in one man's hands they can be sold to better advantage.

Portland, May 17—The "Journal" states that the outlook for both the Italian and petites is not promising as far as quantity is concerned, but that all indications point to a quality far superior to the crop of last year

RAISINS.

Fresno, May 18—The new Raisin Growers' Association has begun an aggressive campaign to secure more growers in their combine. In a circular letter, the Association states that the first commandment of the new company is "absolutely don't hold an umbrella for the profit of outside growers." Figures are quoted to show that through associated effort, the price of raisins has been made more satisfactory to the growers and the reason why better prices will accrue because of the association is explained as follows:

"Everyone concedes that more money can be raised for the whole raisin crop, if the crop be concentrated under one central control than if the crop is offered on the market by thousands of individual growers, respectively; or than if a part only be under control and another large part be offered by different growers, at cut prices, in competition with the portion under control."

CURRANTS.

New York, May 13—Hills Bros & Co. report:

"Cables from Greece report a firm market with no lower prices looked for."

DATES.

New York, May 13—Hills Bros. & Co. report:

"There is about one-third the quantity of dates on hand now that there was at this time last year. It is probable that the stock will be completely cleared out before the new crop arrives."

COD FISH.

Gloucester, Mass.—May 11—Receipts have not been large. It is thought there will be no material change in prices for some time and that the present rates are about as low as they will be. Much depends upon the catch of the Bank fleet, the first of which will not be due until July.

PROVISIONS.

The Cudahy Packing Co. say:

"The market is very firm, with brisk demand."

CHEESE.

Wieland Bros. say:

"Martin's fall make cheddars and twins are not to be had anymore and what little stock there is in on market will be cleaned up in about two weeks. New cheese at a lower price ought to arrive about the end of June."

OLIVES.

Wieland Bros. say.

"Our shippers in Seville write us: 'Small and medium size queen olives are entirely exhausted and we as well as other curers are unable to fill orders which we have received for about 1000 hhds. There is still a good supply of larger Queens in our market.'"

COTTON SEED OIL.

New York, May 4—Aspegren & Co. report:

"With the situation as it is, we can hardly expect lower prices. Some of the heaviest producers expect a considerable advance before long, although the present deadlock may continue for a while yet.

CEREALS.

Germea has been out of the market for several days. A new shipment arrived Wednesday.

STARCH.

The market has been short of Kingsford's starch for some time, but new shipments arrived this week.

SPICE MARKET.

New York, May 16—John Clarke reports:

"The market is active with firmer tendency. Stocks of almost every grade are unprecedently small here."

INSPIRED SEATTLE GROCERS.

The "Trade Register" of Seattle in its last issue states that J. R. Newberry last week in speaking before the Seattle Retail Grocers' Association made one of the best addresses ever delivered before a grocers' association in that State. The paper spoke of the fact that Mr. Newberry had fourteen stores and believed in thorough system and practical methods. The report says:

"In his 34 years of active grocery life he has studied the manufacture, package and distribution of every article of goods the grocer handles, has new goods analyzed before acceptance, and warmly advocates associations securing contracts from manufacturers establishing prices; urges associations to issue price cards to all salesmen offering goods to retailers or no acceptance; refusal to buy goods that are allowed to go to cutters; unfailing support of the secretaries; support of good trade papers; co-operation with jobbers and brokers who are friendly supporters of associations and mutual interests; confidence and unity of employers and employes and the dignifying of the retailers' business.

"Mr. Newberry called attention to Dun's report that 77 per cent of the retail grocers fail, 20 per cent just make a living and only 3 per cent are successful. He then gave other reasons why he believed more could succeed. The question of the elimination of the jobber was then treated of, the methods the Southern California retail grocers have made to assure profit and success, where there is one retailer to every 250 people—the southern section having 835 retail grocers. The speaker then referred to the work done by the Pacific Coast Association, the need for united action, and how similar action to that of the Port Townsend Association would always bear like fruit."

Before his return to California, Mr. Newberry will have addressed the grocers of Tacoma and Portland and will interest them in the work of the Pacific Coast Grocers' Association is undertaking.

BETTER VALUES.

Since the Spohn-Patrick Company introduced "Griffin Extras" brand of fruits and vegetables on this market they have been recognized as a leading factor in the canned goods trade.

SPECIAL ANNOUNCEMENT.

An invitation is extended to any white merchant outside of New York City, or their representative, whose name appears in Bradstreet's or Dunn's Commercial Agency Book, to accept the hospitality of our hotel for three days without charge. Usual rates, apartment with private bath, $3.00 per day and up without meals; parlor, bedroom and private bath, $35.00 per week and up, with meals for two. New York merchants and editors are requested to call the attention of their out of town buyers and subscribers to this advertisement. GALLATIN HOTEL, 70 W. 16th St., New York City.

BRINGS DUPLICATE ORDERS.

Many retail grocers have been putting the Diamond "C" hams and bacons of the Cudahy Packing Company in stock and find that it has increased their trade in provisions. There is nothing in which quality counts more than in this class of trade. A sweet, tender and delicious piece of ham or bacon will be remembered by the customer and they will go back to the store for more and send their friends as well.

This is the experience of numerous grocers who have put the Diamond "C" products of the Cudahy Packing Company in stock. We would call attention to the letter printed on page 4 from a leading grocery firm of Oroville which is the best evidence of the desirability of these goods.

REDWOOD CITY PROGRESSES.

At its recent annual meeting, the Redwood City Board of Trade elected the following officers:

President, P. P. Chamberlain; vice-president, A. D. Walsh; secretary and treasurer, F. H. Thorpe H. E. Mourot and Con Cullen are on the executive committee with the other officers. President Chamberlain is one of the leading merchants of Redwood City. He has a very finely appointed store and carries a complete grocery stock. He is the county treasurer, is also president of the Redwood City Bank, and is agent for Wells-Fargo.

The Redwood City organization has now 40 members and includes the leading business men of Menlo Park and Woodside.

GROCERY JOTTINGS.

B. Meyer has purchased the store of Wm. Kennedy on the corner of Buchanan and Eddy and is rearranging and improving the store in many instances.

A crazy broncho took possession of the store of R. McCoy & Son, 159 9th street, one morning last week. The horse charged round the store upsetting things generally and was only captured and subdued after a long struggle

BLACKSTONE'S INKS

BEST TO BE BOUGHT

KEEPS IN ALL CLIMATES



Blackstone Manufacturing Co.
(Incorporated)
MANUFACTURERS OF
WRITING FLUIDS,
Mucilage, Shoe Polish, Shoe Paste, Shoe Dressing and Liquid Glue.
Office and Factory,
1960 Howard St. San Francisco
Telephone Capp 1111.

DAN O'CALLAGHAN
REAL ESTATE
AND
INSURANCE BROKER
City Agent
Liverpool & London & Globe Ins. Co.
Telephone, Main **5238**
22 Montgomery St., San Francisco
(Mr. O'Callaghan was for many years a member of the firm of O'Callaghan, Nelson & Co.)

WHITTEMORE'S POLISHES.



The World's Standard.

"Gilt Edge" dressing, blk.	$24 00
"Boston" Waterproof Polish (for men's and boys black shoes)	24 00
"Boston, Jr." 10c. size	10 00
"Dandy" Russet Combination	24 00
"Star" Russet Combination	9 00
"Dandy" Russet Paste	9 0
"Red Box" Russet Paste	5 00
"Champion" Black Friction Polish	24 00
"Champion, Jr." Black Friction Polish.	10 00
"Elite" Combination (for box calf, black vici kid. etc.)	24 00
"Baby Elite" Combination (for box calf, black vici kid, etc.)	10 00
"Elite Paste" for box calf (two sizes)	$1 00 5 00
"Superb" Patent Leather Paste	9 0
"Blue Fox" Patent Leather Paste	5 00
"French Gloss" (in cartons, for ladies' black shoes)	9 00
"Royal Gloss," 4 oz. (for ladies' black shoes)	8 00
"Bossola" Waterproof Paste Polish, large	9 00
"Bossola" Waterproof Paste Polish, small	4 50
"Quick White" perfectly cleans dirty white shoes (two sizes)	$24 00 10 00

"Sunset" Mackerel

A TRADE WINNER

A PROFIT EARNER

PACKED AT SAN PEDRO.

CALIFORNIA FISH COMPANY

P. E. LENFESTEY, - - Agent
220 California Street, San Francisco, Cal.

Enterprise Brewing Co.'s

Beer is sold on its merits.

We invite comparison of our productions with ANY on market. You will then become our best advertiser, we are dead certain.

A **GOOD ARTICLE** is the very best advertising medium. Are we not right?

Telephone, Mission 152. San Francisco, Cal.

Cigars and Tobacco

The business of S. Santaella & Co., manufacturers of the Optimo, goes right on increasing by leaps and bounds. They now employ 550 cigarmakers, and their weekly payroll aggregates $10,800.

Bustillo Bros. & Diaz, manufacturers of the Alexander Humboldt, shipped from their Tampa factory 1,200,000 cigars last month, which was 200,000 more than they shipped in April of last year. April was their best month so far this year.

The Imperial Tobacco Co. of Great Britain has made sweeping reductions in the prices of tobaccos. The retail price is cut 16 cents a pound, while the wholesale price is cut only four cents.

Ed Bowen has purchased the Capitol Hotel (Sacramento) cigar stand of the United Cigar Stores Co. Mr. Bowen formerly conducted the store for the M. Blaskower Co., which sold to the United Stores Co.

Boltz, Clymer & Co. are making a big display of El Caudillo, their new nickel cigar, in their windows at 416 Market street, and in order to call attention to the price of this excellent piece of goods, strew nickels on the open boxes.

The M. Blaskower Co. report some heavy orders for the Nathan Hale, now being sold with a deal of 100 free with each 1,000. The firm are arranging to practically cut out the retail trade, and give attention exclusively to the wholesale trade.

L. & A. Samuels, the popular cigar dealers of Stockton and Fresno, have been spending a few days in San Francisco. They report excellent success in the introduction of the Henry Miller, Ehrman Bros. & Co.'s new nickel cigar.

The Tampa correspondent of Tobacco, under date of May 13, says: "A. Santaella & Co. have enjoyed a big week. In their great factory and with a weekly increase of workers, it is next to impossible to keep up with their orders. Many orders are rushed forward by express. In addition to their heavy order from Alaska, another came in for 82,000 Optimos to go to Sitka."

A fine store is to be opened shortly on the Market street front of the Palace Hotel building, in the room now occupied by the Rock Island Railway office. The cafe in the new Monadnock building, now being erected just above the Palace Hotel, is also to be provided with an up-to-date cigar stand. This, however, will not be opened to the public for something like a year. Another stand of importance will be the new M. A. Gunst & Co. store on Montgomery street, just off Market.

Advance sheets of the twenty-second annual report of the Michigan Bureau of Labor show some interesting facts concerning the cigar and tobacco industry in Michigan. In 68 out of the 83 counties in the State, there are cigar manufactories and their output now reaches 231,000,000 cigars annually. The report states that the cigarmaker commands fair wages in Michigan, superintendents of shops receiving $3.08 per day, foremen $2.88, and ordinary cigarmakers averaging $2.18. Eight hours is the average day's work. The raw material used each year is valued at approximately $2,500,000, while the finished product has a market value of $7,000,000. There are 2,716 female employes employed and 82 per cent of the factories employ union labor.

Eastern manufacturers of cigarettes are about to start an agitation to stop the sale of all forms of tobacco to minors, if present anti-cigarette legislation is not discontinued. One cigarette manufacturer says: "In the first place, if the use of cigarettes—beyond all question the purest and most sanitary method in which tobacco can be consumed—is objectionable, the use of cigars, cheroots, stogies, smoking and chewing tobacco, and snuff, must be vastly more so. Everybody who knows anything about the matter, knows that there is far more nicotine in a single cigar or stogie, and in a single plug of tobacco, or package of smoking tobacco, than there is in an entire box of cigarettes. Then again, the cigarette is absolutely pure and wholesome. It contains nothing but the pure tobacco, just as it comes from the earth. It is cut by machinery, and the cigarettes are made by machinery, so that the tobacco that enters into the cigarettes practically escapes contact with the hands of the operatives, clean or unclean, and the cigarette is thus the most sanitary of all tobacco products."

The Tampa correspondent of Tobacco writes to that journal: "C. H. Schmidt, vice president and general manager of Tillmann & Bendel, who represent Sanchez & Haya on the Pacific coast, has been in Tampa this week, the guest of Don Ignacio and Mrs. Haya, who made the trip over from Havana especially to meet Mr. Schmidt. He leaves Sunday for New York to sail for Europe on a tour of England, France and Germany, the latter country his early home. Mr. and Mrs. Haya return to Cuba, where Mr. Haya is now occupied in making a large pack of tobacco for use in the pioneer Sanchez & Haya cigar factory, which bears on its door plate 'Factory No. 1.' Seated on the roomy porch of the handsome Haya residence, the broad expanse of beautiful Tampa Bay in full view, Mr. Schmidt said: 'I am profoundly impressed with the wonderful growth of Tampa and this clear Havana cigar industry generally. Having been for over 20 years representing Sanchez & Haya on the Pacific coast, I naturally feel great interest in Tampa and the cigar industry. My house pays every year over a half million dollars to Sanchez & Haya. In my 20 years with Tillmann & Bendel I have seen the house grow to be the largest on the Pacific coast, with branches in Oakland, Sacramento, Portland and Seattle, and with a selling staff of 65 representatives soliciting the entire Pacific coast, including Alaska and the Hawaiian Islands. I brought along with me some big orders, which will be executed at once. In New York I shall close deals with the American Cigar Co. and T. J. Dunn & Co. I feel overwhelmed with the beautiful and cordial reception extended by Mr. and Mrs. Haya, who made the journey from Cuba entirely on my account. The fatigue of a six days' journey by rail is completely forgotten in such hospitality and friendliness.'"

Don Gustavo Bock, for many years one of the most prominent figures in the cigar industry in Havana and widely known throughout the world, has tendered his resignation as president of the Havana Tobacco Co., a branch of the American tobacco trust, which a few years ago sought to obtain a virtual monopoly of the cigar industry in Havana.

A happy marriage is the usual result when love is adulterated with a little common sense.



EHRMAN BROS. & CO.,
S. F. Distributers.

The Best in Quality
The Best in Flavor
The Purest Type



Hunter Whiskey

HILBERT MERCANTILE CO.,
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Telephone Private 313.

LANDIS



TONIC BITTERS
A Pure Tonic and Laxative
—o—
Made from
Herbs, Seeds
Roots, Barks
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NATURE'S OWN REMEDY
FOR
Stomach and Blood Disorders
Made only by the
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Mothers! Mothers!! Mothers!!!

Mrs. Winslow's Soothing Syrup

has been used for over SIXTY YEARS by MILLIONS of MOTHERS for their CHILDREN while TEETHING, with PERFECT SUCCESS. It SOOTHES the CHILD, SOFTENS the GUMS, ALLAYS all PAIN; CURES WIND COLIC, and is the best remedy for DIARRHŒA. Sold by Druggists in every part of the world. Be sure and ask for "Mrs. Winslow's Soothing Syrup," and take no other kind. Twenty-five cts. a bottle

HENRY MILLER
5c CIGAR
SUPERIOR QUALITY
EHRMAN BROS. & CO., Distributors

Call for ASTI WINES
PRODUCED BY THE ITALIAN SWISS COLONY
Dry Wine Vineyards, ASTI, Fulton, Sebastopol, Cloverdale, Sonoma County, Cal.
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Vaults, 1235-1267 Battery St. 101-169 Greenwich St. 1334-1336 Sansome St., S. F.
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IMPORTERS
Sardines, Olive Oils, French Preserves, Washing Blue, French Castile Soap: Clover Leaf, Virgin, Dahlia, mottled, Wines and Liquors—A. V. H. Gin—imported goods only.
Sole Agents for the Genuine CLICQUOT Champagne
Only the GENUINE, Imported direct from France, bears Vignier's LABEL

TOBOGGAN
MAPLE SYRUP -- IT IS BEST
Pacific Coast Syrup Co.
SAN FRANCISCO
Three Refineries: San Francisco, Portland and Seattle.

News of the Coast.

CALIFORNIA.

Long Beach—Atwater & Carl, the local grocers and hardware dealers, at Third and Locust streets, have established a branch house in Alamitos. This firm has been in business here for two years past and is enjoying an enviable degree of prosperity.

Long Beach—The Blue Front Grocery at the corner of Pine avenue and Third street has changed hands. The new proprietors are W. S. Roe, D. W. Roe and G. W. Howe, who will do business under the firm name of Roe Bros. & Howe. They are experienced grocers.

Mayfield—John Frost, who has been the manager of the Dudfield Lumber Company's branch here, has resigned that position and is now connected with Messrs. Rich & Lydick in the grocery business purchased from E. J. Lawler. The new concern certainly has an up-to-date store and one of the finest in this part of the valley.

Modesto—S. J. Irvin, formerly manager of the Ceres creamery, has purchased an interest in the department store of G. P. Schafer & Co., and will have charge of the grocery department. Mr. Irvin was superintendent of construction under Judge Waymire, contractor for the Turlock irrigation system, and has many friends among the country folks. It is reported that articles of incorporation for Schafer & Co. will be filed soon, G. P. Schafer continuing as general manager.

Monrovia—The grocery stores of this place will close hereafter at 6 p. m. every evening except Saturdays.

Monterey—The Preble Grocery Company is putting in a stock of dry goods and furnishing goods.

Napa—Thompson, Beard & Sons have moved their stock of groceries into the newly renovated Masonic Temple stores on Second street. The stock of crockery was moved into the store on Brown street, formerly occupied by the grocery department.

San Dimas—On June 1st there will be an important change in the management of the W. H. Poston & Co.'s grocery store. W. H. Macy, the present manager of the San Dimas store and secretary of the company, has decided to sell his interests and to resign as manager, and has notified the officers accordingly. Mr. Macy has been the efficient manager of the store at San Dimas for six years and his action is taken because he is unable to perform the duties necessitated by the increased business. It is his intention to move the postoffice from the grocery store to the new pharmacy recently opened there. He will continue, also, with his real estate and insurance business.

San Pedro—J. C. Ferguson has moved his grocery into his new building.

Santa Ana—Jim Richardson, who has been one of the efficient clerks in George Edgar's grocery store for a considerable time, has resigned his position and gone to Victor to take a position with Richardson Bros.

Santa Barbara—The grocery of J. T. Brown has been attached.

Santa Rosa—B. S. Taylor, for a number of years with George F. King in this city, and M. W. Elston of San Francisco, are here with the intention of purchasing the grocery business of George W. Wheeler.

Sawtelle—C. Warnken has sold his grocery store to Mrs. Gertrude King, and has gone to Minneapolis, Minn.

Sawtelle—Driggs & Son are erecting a store building, which will be occupied by their grocery.

Sherman—J. P. Day & Co. of this place have gone out of business.

IDAHO.

Boise—The Union Grocery Company has opened a grocery store.

Weiser—Moss & Hamilton have started a grocery store.

OREGON.

Albany—Anderson & Starr have succeeded T. G. Anderson, grocer. J. Blazier has purchased A. O. Beam's grocery store.

Gresham—George P. Markell is opening a grocery store.

Philomath—Scott & Van Blaricom have succeeded Scott & Pugsley, groceries and feed.

Portland—C. L. Symons is opening a grocery store. C. H. Lilly & Co. have succeeded Rogge & Storp, grocers.

WASHINGTON.

Ephrata—A. O. Tolford has purchased J. B. Hill's grocery store.

Seattle—H. C. Baker, grocer, has been adjudged a bankrupt. Liabilities are placed at $658.33; assets, including insurance policy and stock and fixtures, $1,870.70.

Seattle—Joseph Roesli, grocer, was arrested recently on a charge of incendiarism, and has confessed to the crime of setting his store on fire for the purpose of getting the insurance. Roesli purchased the store for $750, and carried insurance to the amount of $1,000. G. H. Mason, grocer at the corner of Seventh avenue and Columbia street, was arrested last week, charged with insanity. Ida C. Schubert has succeeded T. N. Turner, grocer at 235 Howard avenue north.

Spokane—L. J. Zimmer has bought G. C. Graham's grocery. Chas. Herbert has bought E. S. Irish & Co's grocery. Kellum & Hunt have started a grocery. A. E. McNeill, north Monroe street grocer, has sold out to Reynolds Bros.

Spokane—Law & Downey have succeeded C. W. Wagner, grocer. J. F. Fariss has sold his grocery and merchandise business on East Main avenue to J. H. Barkley for a consideration of $2,200. Charles E. Sparks has purchased V. N. Murphy's grocery store. The Homer Grocery Company, at E133 Front avenue, was the victim of a sharper, who passed a forged check on the firm last week. The man bought a bill of goods amounting to $1.90, tendering in payment a check for $10.

Tacoma—The Lumberg Grocery Co. has bought the Commercial Grocery Company's stock.

Tacoma—Sarah Wheelen has purchased H. A. Stevens' grocery store and meat market at 1902 Tacoma avenue. Thomas J. Brown, of Brown & Tucker, East P street grocers, is suffering from a dislocated elbow, the result of attempting to bridle a restive horse. Vice President John T. Redman of the West Coast Grocery Company is back from a few weeks' outing at Long Branch, and is much improved in health. Love-Johnson Co. have sold a stock of groceries to Hofstetter & Colby for the opening of a new store under the name of the Electric Logging Co. at a new station to be christened Maple Grove, between Tacoma and Puyallup.

CONTAINS WHITE OF EGG
The Greatest Leavening Auxiliary

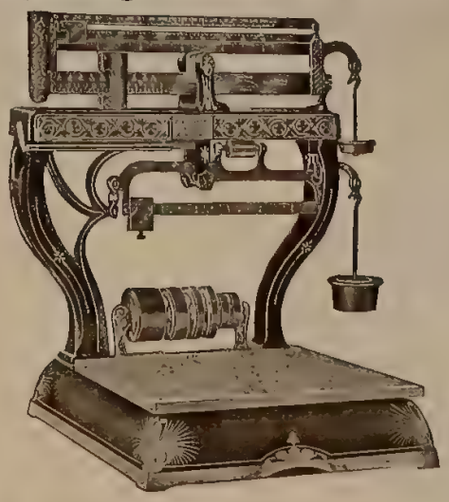


Not Made by the Trust

Now Used In Thousands of Families

30 CENTS THE POUND
Made in California. Ask Your Jobber.
THE NEELY COMPANY
3 California St., San Francisco

$39.00 BUYS THE BEST
Computing Scale in America



Patents sustained by U. S. Courts and Patent Office.
Saves the Grocer 60c per Day
Write for particulars.
Not Made or Sold by the Trust.
Sold by Wholesale Grocers and Hardware Dealers.
Standard Computing Scale Co., Ltd., Manufacturers
DETROIT, MICH.

The Knowing Ones Want
Welch's Grape Juice
Made From Concord Grapes — Pure, Unfermented

The Welch Label guarantees the purity of Welch's Grape Juice, and the Welch Grape Juice Co. will forfeit a goodly sum to anybody who can prove that any chemical or antiseptic is added to the pure juice of the Concord grapes to prevent fermentation.

Welch's Grape Juice is
"Natures Finest Food and Drink"

The Welch Booklets explain everything about Welch's Grape Juice. If you could give one to every customer you would earn much profit from the sales of Welch's Grape Juice that would surely follow.

Call and get a supply. They're free to dealers handling Welch's Grape Juice.

Order Welch's Grape Juice from your Jobber.

SPOHN-PATRICK COMPANY
Pacific Coast Agents
16-22 Front Street, San Francisco, Cal.
Branch Houses: LOS ANGELES, PORTLAND, SEATTLE, DENVER, SALT LAKE CITY

Chas. Jacobson & Co.
210-212 Davis Street
DISTRIBUTERS OF
Fancy Butter and Honey
Dairy Butter and Eggs

Produce Market
THURSDAY AFTERNOON

BUTTER.

The market is easier without any changes as to quotations.

California creamery, extras	20	21
" " firsts	19	20
" " seconds		19
" dairy, extras		
" " firsts		18
" " seconds		
Store butter	15	16
Storage		
" Creamery extras.		
Pickled		
Keg		

EGGS.

Market is stronger and slight advances have been made.

California Ranch white	22	22½
" " mixed colors	20	21
" Gathered,	18	19
Standard		
Seconds		
Eastern, selected		
Standard		
Seconds		
Storage, Cal., Selected.		
" " Standard		
" " Seconds		
" Eastern Selected		
" " Standard		
" Seconds		

CHEESE.

The situation in the cheese market is unchanged with supplies ample

California full cream	11	
" choice	10	
" common	Nominal	
Young Americas	12	
Eastern full cream.	16½	17
Oregon		

POULTRY.

Large stock is in demand; small is a drug on the market.

Turkeys, young live	28	25
" old gobblers	18	20
Dressed Turkeys	nominal	
Roosters young, per doz	8 00	9 00
" old "	5 00	5 50
	5 00	6 00
Hens	6 00	7 00
Fryers, per doz	4 00	5 00
Broilers, per doz, large	2 50	3 00
" " small	7 00	8 00
Ducks young	5 00	6 00
" old	1 50	1 75
Pigeons, young	1 00	1 25
" old	2 25	2 50
Geese' per pair, old 2.00 2 50: young		

BEANS AND PEAS.

The bean market is quiet. Limas are scarce and prices are steadily advancing. Rain damaged stock of all kinds may be secured at big reductions from quotations, which are as follows:

Small Whites	3 00	3 55
Large "	2 40	2 75
Pea Bean	3 25	3 50
Pink	3 50	3 75
Horse	nominal	
Red	6 00	7 00
Kidney	4 00	5 10
Lima	5 50	5 75
Bayos	3 25	3 40
Butter (large)	nominal	
Black Eyes	2 90	3 10
Dried Green Peas, per 100 lbs	2 25	2 50
" Niles " " " "	2 25	2 50

POTATOES AND ONIONS.

The market is active and prices are kept well sustained

New	1 25	1 75
Salinas old	Nom.	
Oregons	1 30	1 40
Merced Sweets	Nom.	
Yellow onions	5 50	6 00
Red (new)	1 25	1 40

REAL SUCCESS.

Important Elements to be Considered by Ambitious Dealers.

Statistics show that the percentage of retail grocers who really achieve sucess is surprisingly small.

If a study were made of the methods of those successful men it would be found that their success was made up principally of three elements: **Courtesy, Promptness** and **Fidelity.**

There are numerous minor details such as keeping the store scrupulously clean, keeping the windows attractively dressed, etc., but the basis of success rests upon the elements we have mentioned.

Courtesy.

This is inborn in some. It may be cultivated, however, and developed by all. It always pays.

People remember us pleasantly when we are able to do something for them that gives them pleasure. It lies within the power of the dealer to give pleasure to every person entering his store by treating them courtesously. This will make people remember him and his store pleasantly and will make them wish to go there frequently when, if they had been treated discourtesously themselves or had seen or heard some one else treated discourtesously in the store, they would rather dread calling and would be tempted to make their purchases at some other place where the management was considerate of the feelings not only of the customers but of all within its door.

Promptness.

When a promise about the time of delivery is kept, the housewife is pleased. She may not say anything about it at the time or may not even realize that she thinks of it then. Yet she will carry in her mind an impression of satisfaction because she feels certain that she will not be disappointed when she is promised anything by some certain store. This will often induce her to place her business with this store, frequently without her realizing why it is she prefers to trade there rather than somewhere else.

The retail grocer should be scrupulously careful in this regard. He should not lag himself nor allow any of those employed by him to lag. The best reason for being prompt is the fact that it pays.

Fidelity.

This means: "Give good values." When you once convince your customer that anything bought at your store will be the very best possible value for the money you have assured yourself of a steady customer.

When your customer knows that you would not take his money for an article if you could give him a better article for the same money, you will have that customer come into your store whenever he wants to buy anything in that particular line. It pays to convince your customer of your fidelity.

There is only one way to secure the confidence of your customer in your goods. Back them up with your own confidence in their quality.

To be able to do this safely the dealer must be able to have the goods backed up to him by the manufacturer.

It is by this chain of circumstances that A. Schilling & Co. help the dealer bind to himself confidence of his customer in "Schilling's Best" goods. The quality of "Schilling's Best" is not only guaranteed by the full influence of the high standing and unquestioned honesty of A. Schilling & Co. It is backed up as well by their absolute "money back" guarantee.

Through the "money back" guarantee, the dealer is able to convince his customer that the quality of the goods he is selling to them is the best possible for the money. The very best evidence of his sincerity comes from his feeling willing to refund the money for the goods if the customer does not find them satisfactory in every respect.

Another matter that the retail dealer should take into consideration is the fact that he is guaranteed a profit on all the "Schilling's Best" goods he sells since A. Schilling & Co. will not supply their goods to firms who may cut the price.

AN INTERESTING EXHIBITION.

A very interesting performance was given Monday, Tuesday and Wednesday evenings at Lyric Hall under the auspices of the National Cash Register Co. It consisted of a series of moving pictures and stereoptican views showing the workings of the National Cash Register and illustrating the value of system in business. The lecture is the same as was shown to 12,000,000 visitors at St. Louis and is now on its way to the Portland Exhibition, where the lectures will be given to the visitors at that fair.

FREE DEAL ON LILY CREAM

Till Further Notice
1 Case FREE with 10
½ Case FREE with 5½
— Order From Your Jobber —
Pacific Creamery Co.
San Francisco Office, 115 Davis St.

TANGLEFOOT



STICKY FLY PAPER

Is really the only device known that will catch and hold both the fly and the germ and coat them over with a varnish from which they cannot escape preventing their reaching your person or food.
TANGLEFOOT is Sanitary.
Ask for TANGLEFOOT.
Profit? Over 120% to You.



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The New
L. C. Smith & Bros. Typewriter
WRITING IN SIGHT.
ADDRESS FOR PARTICULARS
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Branches: Portland Los Angeles Seattle

Established 1879
HEINEMAN & STERN
Manufacturers of and Wholesale and Retail Dealers in
THE CELEBRATED
Frankfurter and Bologna Sausages
Manufacturers and Dealers in All Kinds of
KOSHER PROVISIONS
Packers of Tongues, Smoked and Pickled Beef
Largest Place of its kind on the Pacific Coast.
916 Larkin Street, S. F.

WE GUARANTEE THE SALE.

To advertise **Summit Snow Flour**, we are distributing **FREE** Coupons good for a **Trial Sack** of **SUMMIT SNOW FLOUR.**



These **Trial Sacks** cost the dealer 12½ c ea.
We guarantee the sale of all Trial Sacks through our coupons which we redeem for **15** cents, thus giving the grocer a profit of 20%.

It Pays to Sell "Summit Snow"
1—You make your Regular Profit.
2—You get your Dividends on the Stock issued you Free.
3—You receive a mutual profit on the SUMMIT SNOW FLOUR which you sell or is sold by your brother Grocer

Dividend No. 1 of 5 per cent. was declared March 31, 1905.
Become a Stockholder in time for the next Dividend
STANDARD FLOUR CO.
606 Merchants Exchange, San Francisco

Gilt Edge Whiskies
THE VERY BEST
WICHMAN, LUTGEN & CO.
Sole Proprietors.
Agents for Moerlein's Cincinnati BEER
29-31 Battery St., - San Francisco

SALEM BEER
SUITS THOSE WHO ARE PARTICULAR ABOUT THE BEER THEY USE.

IT HAS THE FLAVOR
IT HAS THE AGE
IT HAS REPUTATION
IT IS MADE RIGHT

Those who have used it know it. Those who do not know soon find it out after a trial.

SALEM BREWING ASSOC'N
BREWERS

BOTTLED EXCLUSIVELY BY THE
Sunset Bottling Co.
3109 20th Street
SOLE AGENTS

E. GHIRARDELLI Mercantile Co.
305 Clay Street, San Francisco
Packers and Jobbers
Pickles, Catsup, Preserves, Vinegar, etc.
We prepare for the Grocery Trade a line not surpassed in quality and purity.
OUR CATSUP is not equalled by any on the market. Try an order.

NO MORE FREE YEAST.

Alameda County Grocers a Unit in Opposing the Give Away.

At the last regular meeting of the Alameda County Grocers and Merchants' Association, Secretary Reed submitted agreements which had been signed by nearly every grocer in Alameda county by which they bound themselves to pay $25 for violation, to discontinue giving away free yeast cakes, as had been the custom for years past.

By the terms of the agreement they also bound themselves to maintain uniform selling prices for the different sizes of yeast cakes.

Much credit is due Mr. Reed for the prompt and thorough manner in which he has handled this matter, the successful accomplishment of which means a saving of from $2.00 to $60.00 per month for every grocer in Alameda county.

At this meeting it was voted that the grocers should remain closed all day May 30th, Decoration Day.

Flour Situation.

In spite of the many statements of the salesmen of the various mills to the members, by which they are endeavoring to break up the present attitude of the grocers favoring the card price on flour, it was proven conclusively and to the satisfaction of all present that all of these statements were both untruthful and malicious.

S. V. Sill of Berkeley stated that on account of the stories the salesmen of the mills were circulating that his firm was still a heavy purchaser of Port Costa, Crown and Sperry's flour, he had brought with him a statement showing that since April 1st his total purchases from all three of these mills did not exceed over 20 barrels, while from the Globe Mills, since April 1st, they had so far purchased 80 barrels. Since the card prices had been established on flour his firm had purchased 215 barrels of the Globe Mills flour. Since May 1st his firm had sold only two sacks of Sperry flour.

He supplemented his remarks with the assurance to all members that his firm were having no trouble to secure the desired profit on the brands which were protecting profits and that they were determined to sell as little as possible of the brands of the mills who refused to support them.

Banquet in June.

It was reported by the committee having charge of arrangements for the banquet that a date some time between June 10th and 15th would be shortly decided upon for this event. The committee reported that although the spread would cost $1.50 to $1.75 per plate it had been decided to make the cost to members only $1.00, the difference to be borne by the association.

Arrangements have been made to have a number of capable speakers who are conversant with the grocery business address the members. Among these will be Mr. J. R. Newberry, the millionaire retail grocer of Los Angeles. Mr. Newberry is an exceptionally convincing and brilliant speaker and his speech alone will be both instructive and interesting.

SAN JOSE PICNIC.

It took eleven cars and two engines to take the members of the San Jose Grocer's Association and their friends to Santa Cruz last Wednesday. The picnickers were met at the Santa Cruz depot by a citizen's committee and a band. The affair was a great success and the committee in charge received many compliments for their good management. The committee was composed of the following: J. W. Borchers (chairman), W. A. McDonald, H. Hoenes, F. Bacigalupi, D. W. Smythe and F. Bozzelle.

Good for You
and
Good for your Trade
and
Better than all others
Under
all circumstances!
Holbrook's
Sauce -
The only Imported
Brower - Rich Co.
330 Market St.

The Perfection Short Credit System
Makes Credit Business a Pleasure.
Address
P. E. LENFESTEY,
220 California St., San Francisco

IT'S THE
WATER



OLYMPIA BEER CO.
Agents and Exclusive California Bottlers of the Famous
OLYMPIA BEER
BREWED IN OLYMPIA, WASH.
1423 Sansome St., San Francisco, Cal.

NOTICE TO STOCKHOLDERS.

Office of The Calkins Newspaper Syndicate, Halleck Block, No. 320 Sansome street, San Francisco, California, the 6th day of May, 1905.

In accordance with a resolution adopted at a regular meeting of the Board of Directors of The Calkins Newspaper Syndicate, a corporation duly organized and existing under and by virtue of the laws of the State of California, and having its principal place of business in the City and County of San Francisco, in said State, held this day, a special meeting of the stockholders of said Company is hereby called, to be held at the office of said Company, in the Halleck Block, Room 58, at No. 320 Sansome street, in the City and County of San Francisco, State of California, the principal place of business of said corporation and the place where its Board of Directors usually meet, on Thursday, the 13th day of July, 1905, at the hour of 2 o'clock p. m.

The object of said meeting is to take into consideration and decide upon the proposition of increasing the capital stock of said Company from $60,000, divided into 60,000 shares of the par value of $1.00 each, the present capital stock of the Company, to $200,000, to be divided into 200,000 shares of the par value of $1.00 each.

Dated, San Francisco, Cal., May 6th, 1905.

W. P. CALKINS, President.
G. H. STOKES, Secretary.



VALLEY BREW LAGER
from
Richmond Bottling Works.
Zimmerman & Ruhland,
'Phone Pine 1787.
32d and Clement Street,
San Francisco, Cal.

Champagne.

Veuve Clicquot, qts	$32.25
Veuve Clicquot, pts	34.25
Ruinart, Magnums, 6 to case	30.50
Ruinart, qts, 1 doz to case	32.40
Ruinart, pts, 2 doz to case	34.20
Ruinart, ½ pts, 2 doz to case	18.00
Vintage 1893, qts, 1 doz to cs	46.50

Brandies.

	Per case
Martell's One Star, 1 doz qts	$16.00
Martell's Two Star, 1 doz qts	18.00
Martell's Three Star, 1 doz qts	20.00
Martell's Three Star, 2 doz pts	23.00
Martell's One Star, 2 doz fl'ks	18.00
Hennessy's One Star, 1 doz qts	17.50
Hennessy's Three Star, 1 doz qts	21.00
Calif. doz qts	13.00

Cider
Hammond & Co.
Bottlers
Office and Depot
277 Seventh Street
Phone, Jessie 3371



SWEET CIDER
⅛ Gal. Bottles,
BOILED CIDER
Quarts .....
Pints .....

Mineral Waters.

Aetna, splits, 100 to cs	$6.50
Aetna, pts, 100 to case	9.00
Aetna, qts, 50 to case	7.50

GINGER ALE
Belfast Ginger Ale Co.,
D. Steimke & Co. Prop.
All Carbonated Beverages.
COR. UNION AND OCTAVIA STS.

	PINTS.	QTS.
Soda Water	$ 80	$1 50
Ginger Ale	.80	1.50
Sarsaparilla and Iron	.80	1.50
Cider	.80	1.50
Cuban Punch	.80	1 50

B
Case Prices, 2 Doz. per Case.

Porter.
(E. & J. Burke's Guinness')

Stone, pts, 8 doz to bbl	$16.50
Glass, qts., 4 doz to bbl	14.00
Glass, pts., 8 doz to bbl	16.50

Specialties of
Hilbert Mercantile Co.

H. B. Ky. Bourbon, per gal	$2.75
H. B. Ky. Bourbon, Ex spcl	3.25
Union League Ky. Brbn, AA	2.50
Union League Ky. Brbn, 1 gal	2.25
El Monte Ky Brbn, 1 gal	2.25
Maryland, Monogram, 1 gal	2.75
Forum, Bourbon, 1 gal	2.00
W. H. McBrayer's Cedar Brook 5 yrs	3.00

Hunter Baltimore Rye.

Per case, 1 doz. 5's	13.00
In 5-case lots	12.50
In 10-case lots	12.00

Hilbert Mercantile Co.

H. B. Bourbon (spcl)	$10.00
H. B. Rye	10.00
H. B. pt. flasks, 4 doz to cs	12.00
H. B. ½ pt flasks, 6 doz to cs	9.50
H. B. 1½-oz bots, per gr	12.00
Union League "AA"	8.00
El Monte Bourbon	8.00
Forum Bourbon	7.00
J. Baumgardner Rye	12.00
Maryland Monogram	9.00

W. H. McBrayer's Cedar Brook.

Per case, 1 doz 5's	$12.00
Per case, 2 doz pts	13.00
Per case, 4 doz ½ pts	14 50
Per case, 20 doz 1½-oz	18.50

Jesse Moore Whiskies.

Ex Pony Bourbon	$18.00	$17.50	$17.00
AA Bourbon	11.00	10.50	10.00
C Bourbon	8 50	8.25	8.00
AA Bourbon, 5 doz, 4 oz	10.00	10.00	9.75
AA, Pt Flasks, 2 doz	9.00	8.75	8.50
AA, ½ Pt. Flasks 3 doz	6 75	6.50	6.25
Old Rye	11.00	10.50	10.00

Jesse Moore Hunt Co.
(In barrels or half barrels)

Extra Pony Bourbon, gal	$7.50
AA, Bourbon, gal	3.75
B, Bourbon, 1 gal	3.25
C, Bourbon, 1 gal	2.75
No. 1, Bourbon, 1 gal	2.25
AA Rye, gal	3.75
C Rye, 1 gal	2.75



STANDARD BOTTLING CO.
BEACH STREET
Between Stockton and Dupont
SOLE AGENTS
LOS ANGELES BREWING COMPANY.
Beer furnished Grocers in Botles or Kegs.

Golden Gate
BOTTLING WORKS.
Blume & Gardner,
Proprietors.

Bottlers of the Celebrated
Standard.
Culmbacher.
Extra Pale.
XXX Porter.
Half and Half.
Lager and Steam Beer in Kegs.
160 Shotwell St.,
Phone: Capp 1761, S. F., Cal.



LANDIS TONIC BITTERS
Factory and Salesroom,
1664 Mission St.
Bottles, .$7.00 Doz.
1 doz. per case.

WHICH IS CHEAPEST?

If a five-dollar-a-week clerk does a certain amount of work and a seventy-fifty clerk does twice as much equally well which is the cheapest?

The Bond Automatic Weigher costs little more than a first-class hand scale, but does the work in one-eighth the time and does it better.

The Scale can be used for hand-weighing as well as in conjunction with the automatic weigher. Investigate it.

NOTICE TO STOCKHOLDERS.

Office of "The Pandex of the Press," Halleck Block, No. 320 Sansome street, San Francisco, California, the 4th day of May, 1905.

In accordance with a resolution adopted at a regular meeting of the Board of Directors of "The Pandex of the Press," a corporation duly organized and existing under and by virtue of the laws of the State of California, and having its principal place of business in the City and County of San Francisco, in said State, held this day, a special meeting of the stockholders of said Company is hereby called, to be held at the office of said Company, in the Halleck Block, Room 58, at No. 320 Sansome street, in the City and County of San Francisco, State of California, the principal place of business of said corporation and the place where its Board of Directors usually meet, on Wednesday, the 12th day of July, 1905, at the hour of 2 o'clock p. m.

The object of said meeting is to take into consideration and decide upon the proposition of increasing the capital stock of said Company from $50,000, divided into 50,000 shares of the par value of $1.00 each, the present capital stock of the Company, to $100,000, to be divided into 100,000 shares of the par value of $1.00 each.

Dated, San Francisco, Cal., May 4th, 1905.

W. P. CALKINS, President.
A. I. STREET, Secretary.

Phone Mission 238

J. MARSHALL & CO.'S

WORCESTERSHIRE SAUCE

BE SURE and GET the GENUINE

½ Pts., per doz. $1.20
Pts., per doz..... 2.20

NO AGENTS

Office: Cor. 12th and Market Sts.

YOUR EVERY WANT IN

PAPER

Can be Supplied by

A. ZELLERBACH & SONS

416-426 Sansome St.
SAN FRANCISCO

LaGrande Laundry

Telephone Bush 12

23 Powell Street

Corner Ellis

54 Taylor St. - Near Golden Gate Ave.
200 Montgomery Ave. - Cor. Kearny St.
908 Third St. - - - - Cor. Howard
1720 Market St. - - - Opp. Eleventh

GIVE THEM A TRIAL

LESLIE STERILIZED SALT

Free Running (in Pkgs.) for table
Velvet Grain (in Bags) for kitchen
Sold by all Jobbers

Attracting Trade

A Novel Scheme.

One merchant advertised a plan which produced results as follows:

"On display in my window are transparent imported china salad or table dishes, attractively decorated in tints and colors, for which you would pay from 30 to 40 cents each at a china store. To any one buying 50 cents' worth or more of other goods from my store on the above date I will give the choice of these dishes for 10 cents as long as they last, and only one to a customer."

Prizes for Eggs.

A Minnesota merchant issued an attractive circular to the trade announcing an egg contest for April. Mr. Sammons gives away four fine prizes to the four customers bringing him the most eggs during April. This is not only a good way to get eggs, but a good way to get business. The man who pushes his business is the man who wins out, no matter where he may be located. Think up something new and then do it.

Souvenir As Premium.

A merchant writes that it advertised his store to give for a time a souvenir with every purchase of a staple. With a 10-cent bar of soap, for example, he gave a glass tumbler. He says it brought people to the store and most of them made other purchases that more than made up his slight loss. One benefit, he thinks, was the impression it gave people that he bought especially low.

News By Postal Card.

A Kansas merchant mails twice a month a postal card headed "Blank's Store News," with the date. On this postal card he lists a number of offers of goods free with purchases of different amounts. A recent postal card offered with a $3 purchase the choice of an assortment of glass cream pitchers, butter dishes, spoonholders, vases, etc. With a $4 purchase a three-quart enameled pudding pan. With a $5 purchase a five-quart enameled preserve kettle. On each postal card is given the date to which the offer holds good.

Change Windows Frequently.

If the window dresser does not have time for a more frequent arrangement of the display, let him at least divide the window dressing year into monthly divisions, so far as the general design is concerned, the arrangement and color of draperies, etc., and changing the minor features of the display much oftener. A weekly arrangement is much to be preferred to a monthly one, but we have seen so many designs running unchanged for two, three or four months that a monthly limit seems like a considerable reform. Let it be a monthly limit, then, and let the change at the end of the month be complete. Let every month have its own color scheme, and let the seasonable articles for the month be featured in the window. The stores that have a couple of show windows should have the changes made alternately, every fortnight.

An Ingenious Display Fixture.

An ingenious window display of cigars was recently devised by a Pittsburg dealer by the aid of barrel hoops. A center stand was made of the hoops, composed of six rings. These rings, or barrel hoops, were covered with colored paper.

In the center of each was fastened an upright, which was secured by a small wire nail. On the top of the upright was tacked a small piece of pasteboard about three inches square, upon which to rest a cigar box.

The rings were held together by small wire nails, and the frame fastened securely to the bottom of the window.

The centerpiece was composed of the six rings, while on either side was placed a small stand composed of four rings treated in a similar manner.—Tobacco.

EASTERN TICKETS AT Half Rate

The Southern Pacific will sell Round-Trip Tickets to Eastern points at a one-way rate on the following dates:

May 10, 11, 27, 28, 29.
June 12, 13, 14, 15, 16, 17, 25, 26, 27, 28, 29, 30.
July 4, 5, 6, 24, 25, 26.

Rates to Principal Points:

Chicago	$72.50	New York	$108.50
St. Louis	67.50	Boston	109 50
Memphis	67.50	Philadelphia	107.50
St. Paul	70.00	Baltimore	107.50
Missouri River Points..	60.00	Washington	107.50

Choice of Four Routes

Go via Ogden, Portland (at slight extra cost), El Paso or New Orleans. Liberal stop-overs. Return limit 90 days. Tickets good on Overland Limited, Golden State Limited, or any Southern Pacific train. Special low rates for Eastern conventions. Ask about it to-day.

Southern Pacific

San Francisco Office, 613 Market Street.
Oakland Office, 12 San Pablo Avenue.

WIELAND BROS.

121-123 Clay Street San Francisco

Importers and Commission Merchants

SPECIALTIES—Imported and domestic Swiss Cheese, Limburger, Brick Cheese, Edam, Roquefort, etc.; Mackerel, Codfish, Holland Herrings, Olive Oil, Spanish and California Olives, all kinds of Sausages and other delicacies.

SOLE AGENTS for Sierra Cheese, German Breakfast Cheese, Brie, Camenbert, Schloss, Kronen and Neufchatel Cheese.



It has come to our knowledge that there is an attempt to introduce on the market a WASHING AMMONIA made from Bones and Animal Refuse. We trust that the trade will take time to investigate the character of this STUFF which, if sold to the consumer, will only tend to discourage the use of Ammonia as a household article.

PACIFIC AMMONIA BOTTLING CO.,
Sole Manufacturers of Ammonia from mineral products on the Pacific Coast.
GEO. HERRMANN, Pres., 310 Sacramento St., San Francisco, Cal.

CAUTION—As there are numerous brands of impure and weak washing ammonia offered to the trade imitating the style of our label, be careful to see that our signature Trade Mark is on each bottle.

Robt. P. Greer
Trade Mark.

WILLIAM E. HARM
Kartuffel-Buhr
183-185 Valencia St. Near 13th
Tel. Folsom 1911
Wholesale Dealer in POTATOES, ONIONS BEANS, EGGS Etc., Etc., Etc.

WITZEL & BAKER, Commission Merchants

Telephone Main 718 314, 316 BATTERY ST., SAN FRANCISCO, CAL.

Fancy Creamery Butter and Ranch Eggs Our Specialty

Babbitt's Standards.

ALWAYS UNIFORM!
ALWAYS RELIABLE!
ALWAYS THE BEST!



B. T. Babbitt's Concentrated Lye,

The ready soap maker—a powerful disenfectant—an excellent fertilizer for dipping prunes, spraying trees, etc..

Manufactured by
B. T. Babbitt, (Inc.) New York City.



The C. B. JENNINGS CO., Agents, 121 California St., San Francisco, Cal.



WILLIAM CLUFF COMPANY

WHOLESALE GROCERS

SOLE AGENTS

SAN FRANCISCO CAL.

IRVINE STANTON COMPANY

WHOLESALE GROCERS

Farm and Dairy Produce

Consignments from Interior Merchants Solicited

211-213 Clay St. San Francisco, Cal.

REMOVED

PATRICK & CO., RUBBER STAMPS

111-113 SANSOME STREET

One block south of old location.



GUSTAV LIEBOLD PHONE SOUTH

GAMBRINUS BOTTLING CO.

Sole Agents and Bottlers of

Gambrinus Brewing Co.'s

PORTLAND, OREGON

SELECT PILSENER LAGER BEER

OFFICE AND BOTTLING WORKS

160 Thirteenth St., near Folsom, S. F.

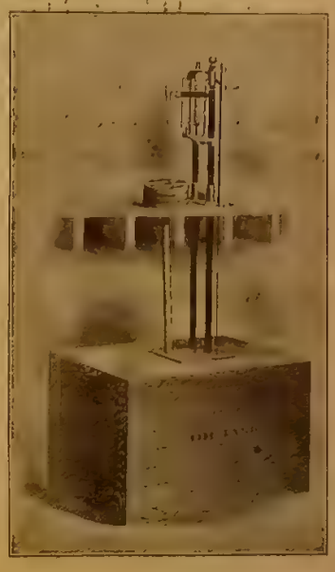
QUALITY OF OIL

Store your kerosene oil in a common tank or keep it in a porous wooden barrel and the gas which is the illuminating part of the oil, in fact, its very life, passes off and the oil becomes lifeless. It clogs and chars the wick, which smokes and emits a most disagreeable odor. Your customers complain or go to some other merchant. It isn't the fault of the oil—it's your fault. Store your oil in a

BOWSER
SELF MEASURING
OIL TANK

and keep your trade by keeping up the quality of your oil.

BOWSER TANKS
ARE
TIGHT TANKS



Cellar Outfit

Besides this it will in less than one year repay its cost thro' its saving in oil, time and labor. Isn't it worth a cent to investigate the truth of this.

ASK FOR CATALOG 'BB'—IT GIVES FULL PARTICULARS

S. F. Bowser & Co. Fort Wayne, Ind.

Highest Grade Package Goods for Family Trade

ROYAL AND QUEEN'S TASTE

(1 lb packages) (2½ lb cartons)

Macaroni, Vermicelli and Spaghetti

ROYAL ITALIAN A. B. C. PASTE, in 1 lb papers
GOLDEN GATE EGG NOODLES, in ½ lb papers

For Sale by all Jobbers

PETERS BROS., BALTZ & DITTMANN

PROPRIETORS

The California Brewing Co.

Douglas Street, bet. 17th and 18th

SAN FRANCISCO, CAL.



DON'T WAIT! Act To-day!

There is only a short time left in which to take advantage of



HIRES

OFFER FOR 1905

As a premium on your purchase, and to induce you to sell more **HIRES ROOTBEER,** we will send to your address, absolutely free and post-paid, high grade **LEAD PENCILS,** (best lead, yellow enameled wood, nickel top and rubber) providing that you send in your order **TO-DAY.**



Offer No. 1. 1 Gross Hires Rootbeer Extract entitles you to Four Dozen Lead Pencils FREE.

Offer No. 2. ½ Gross Hires Rootbeer Extract entitles you to Two Dozen Lead Pencils FREE.



Offer No. 3. ¼ Gross Hires Rootbeer Extract entitles you to One Dozen Lead Pencils FREE.





HOW TO ORDER

Buy the Rootbeer of your Jobber as usual. **Send Bill to The Charles E. Hires Co., Philadelphia,** showing purchase. They will return it immediately with pencils.

Include the **HIRES Carbonated Beverages Rootbeer and Ginger Ale** in your order for Hires Rootbeer Extract and thus save extra cartage and freight. Packed 2 doz. Patent Cap bottles to the case.

HIRES OFFER

TO THE

Fountain Man.

This year we give the **New Hires Stein** (like illustration) **FREE with Orders for Hires Concentrated Solution of Rootbeer and Ginger Ale for Fountain Use.**

Put up in pound bottles.



6 Steins free with each dozen bottles.

3 Steins free with each one-half dozen bottles.

PRICE LIST

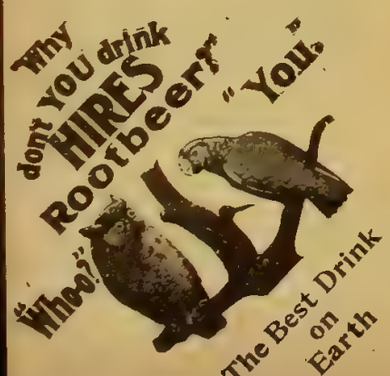
Hires Rootbeer, Concentrated Solution, $8.50 per doz., or 75c per pound bottle.

Hires Ginger Ale, Concentrated Solution..... per doz. $8.50

A stupendous Advertising Campaign is doing the hustling for you. Our Advertisements are making people feel like drinking Hires Rootbeer.

The Hires Window Display Outfit is an elaborate affair. It consists of Dummy Cartons and Signs of every kind: Paraffine, Cloth, Enamel, Tin, Glass and Transparencies. Be sure and get this display matter. It will be a source of constant profit to you.

Further Information will be supplied by the



Spohn-Patrick Company

SOLE AGENTS

16-18-20-22 Front Street,

San Francisco, Cal.



Special Notice. Orders for Hires Rootbeer Extract or Concentrated Solution with the free deal must be placed at once even if goods are not to be delivered for some time to come, otherwise free deal will not apply.

THE RETAIL GROCERS ADVOCATE

A. H. POWERS, Editor | SAN FRANCISCO, CAL., JUNE 2, 1905 | Vol. 10, No. 22



M·J·B·COFFEE
SELECTED WISDOM

BE GENTLE

Kindness Wins When All Coercive Measures Fail.

You Do Your Customers a Favor When You Have Them Try

M. J. B. COFFEE

IXL - Kapp and Street - W.G.M.

TAMALES

IN

KEY-OPENER CANS



THE ORIGINAL

Powdered

STOVE POLISH

Mixes with water instantly. Advertised everywhere

OUR GUARANTEES:

To give SATISFACTION or your MONEY BACK
To give a QUICK, BRILLIANT LUSTRE
To give Dealers a GOOD PROFIT

PRICES 5c Size, 3 Doz. to case, per case, $1.50
10c " 3 " " " " " " 2.50

SPECIAL DEAL SIX PACKAGES FREE in every case of 3 dozen

R. A. HOLCOMBE & CO., Agents 20 PINE STREET San Francisco, Cal.

PROGRESSIVE DEALERS foresee that certain articles can be depended on as sellers. Fads in many lines may come and go, but SAPOLIO goes on steadily. That is why you should stock

HAND SAPOLIO

HAND SAPOLIO is a special toilet soap—superior to any other in countless ways—delicate enough for the baby's skin, and capable of removing any stain.

Costs the dealer the same as regular SAPOLIO, but should be sold at 10 cents per cake.

A COFFEE THAT PAYS A PROFIT

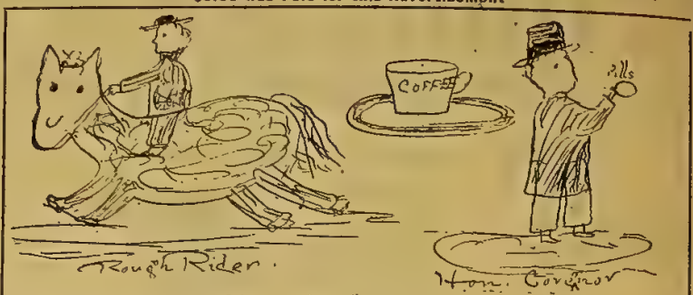
Help One of Your Customers Earn $5.00

We are helping Retail Grocers advertise their stores and our **PONCE de LEON** by our plan to

PAY SCHOOL CHILDREN FOR WRITING ADS.

Every Grocer has a chance to win the favor of some customer by helping a child of the house get $5.00. We print these ads. each week in the "*Evening Bulletin*" of San Francisco.

$5.00 was Paid for this Advertisement



Brave Roosevelt and Governor Pardee
Use daily Ponce De Leon coffee;
For health and brains they can't be beat
All three are known – a national treat.

Belle Boyd
Age, eleven years.
Spring Valley School.

Quality These are the Elements Needed for Grocers to Secure Trade Now Going to Coffee Peddlers. **Confidence**

Our Goods Possess the **QUALITY** — "PONCE DE LEON" Coffee is the Best in the World
Our Advertising Helps Give the CONFIDENCE.

You Can Win and Hold the Best Trade with

Best in the World

Ponce de Leon COFFEE

Quality Unsurpassed
Flavor Delicious

At all Leading Grocers
Porto Rico Co



To Help San Francisco Dealers we Have:

- Striking Displays on the Main Streets
- Artistic Signs in the Street Cars
- Attractive Designs on Theatre Curtains
- Conspicuous Notices in Theater Programs

Gold Watches for Grocers

To add to the interest of the Retail Grocery Trade in advancing the Sales of **PONCE DE LEON** Coffee, we have decided to give

6 Gents' Solid 14-Karat Waltham Gold Watches, Value $60 Each, to our Friends.

To Get One Entails No Cost Nor Extra Labor.

Read the Terms: We will give Watches to Each of the Two (2) Retail Grocers of San Francisco, and to Each of the Four (4) Grocers in the Interior, whose Invoices show that they have purchased the **Most Pounds** of our **Sealed Cans** of **PONCE de LEON COFFEE** between April 15th and August 15th, 1905. **WATCHES GUARANTEED TO BE SOLID, 14-KARAT GOLD.**

GET IN LINE—GET A PROFIT—GET A SPLENDID GOLD WATCH

THE PORTO RICO COMPANY

587-589 HOWARD STREET **San Francisco, Cal.**

WHAT WOMAN would lose this chance?



Almost Any Woman will try

"A1" Flour

If she is made to understand that if it doesn't ABSOLUTELY PLEASE her, she gets her MONEY BACK without question.

The Customer Takes No Risk
The Dealer Gets a Profit

Globe Mills Flour will not be Sold to Dealers who Cut the Price



Why "A1" Flour IS BETTER:

Our "**A 1**" FLOUR is manufactured from only the HIGHEST GRADE of the **BEST CALIFORNIA and EASTERN** Wheats. We have, by much investigation and research, produced a blend which includes enough Eastern wheat to cause "**A 1**" to be **More Glutinous** than other flours on the market and therefore **More Nutritious.**

It makes more loaves per sack

WE MAINTAIN THE RETAIL SELLING PRICE.

GLOBE GRAIN & MILLING CO.

MONTGOMERY AND CHESTNUT STS., SAN FRANCISCO, CAL.

Telephone Bush 759.

(Please mention the ADVOCATE to Advertisers. It helps us materially.)

"Duplicate our Order"

The Leading Grocers of Oroville, Cal., say:



NOTHING IS QUITE SO GOOD

Oroville, Cal., May 12, 1905.

Messrs. Cudahy Packing Co.,
San Francisco, Cal.

Gentlemen:—

We desire to duplicate our last order for "Diamond C" Hams, and will probably use a great many more in the future, as the brand is **eminently satisfactory** and the public is recognizing that this is one of the best, if not **the very best, grade of goods on the market.** Please ship the goods as soon as possible and pack them as you have done heretofore, as we find that this conduces to their better keeping. The last shipment **went much quicker than we expected,** and if business continues according to indications, we have no doubt that another order will be sent you within a week or ten days.

Yours truly,

PERKINS & WISE COMPANY.



FINEST IN FLAVOR AND APPEARANCE

"THE TASTE TELLS"

Coffee Peddlers

Find it hard to compete with Canned Coffee.—
Get your Coffee Trade back with a good seller like

Wedding Breakfast COFFEE

Easy Seller



Good Profit

Aged and Cured 5250 Feet Above Sea Level
(AND IT SELLS)

NASH-SMITH TEA AND COFFEE **CO.**

Purveyors to Coffee Connoisseurs
DENVER —— ST. LOUIS

FRANK B. PETERSON & CO., SAN FRANCISCO

No Grocer

Can afford to be without a good Refrigerator and if he has a refrigerator he should satisfy himself that it is not losing him money by loss of goods or waste of ice.

The McCray Refrigerator Ranks

first in every way. It is sold entirely on its merits and is known everywhere for superiority.

McCray Refrigerators are perfect refrigerators and will in a short time repay their cost through saving of butter and other provisions and ice.

We can here give you but a faint idea of the McCray Refrigerator. Let us send you our catalogue showing our extensive line from which you can make a selection.

Your request for our catalogue places you under no obligation to purchase of us.

McCray Refrigerators are Guaranteed

BECK - WAKEFIELD COMPANY
GENERAL AGENTS
122 Market Street, San Francisco, Cal.

Retail Grocers' Advocate

CALIFORNIA RETAIL GROCERS' AND MERCHANTS' ASSOCIATION — OFFICIAL PAPER — RETAIL GROCERS' ASSOCIATION

Vol. 10 — SAN FRANCISCO, CAL., JUNE 2, 1905 — No. 22

THE RETAIL GROCERS ADVOCATE

Published Every Friday by
ADVOCATE PUBLISHING CO.

Subscriptions:
One Year $2.00
Single Copies ..... .10

PUBLICATION OFFICE:
456 MONTGOMERY STREET.
Rooms 413-414. Tele. John 2801

Entered at the Postoffice at San Francisco as Second Class Matter.

Points to Watch

RICE—
Weather conditions in the South have been such that it has been impossible to put in the crops, and unless the rains cease within a few days Japan rice will go to 4 cents, perhaps higher. So say jobbers whose facilities for knowing are unquestioned.

CHEESE—
New Limburger now in the market, but poor and cheap. Fancy October make is very scarce and commands a good price.

SARDINES—
A war in domestic sardines is expected between the Trust and the independent canners.

LIMA BEANS—
It is thought that spot stocks will be exhausted inside of 60 days inspite of higher prices.

MACKEREL—
Stocks of fat Irish mackerel are very low and can not be replenished till the fall.

MAPLE SUGAR—
Short crops of maple sap have resulted in the payment of higher prices than was looked for at the beginning of the year.

RAISINS—
Growers are being offered $60 per ton in the sweat box (and refusing the offer) for raisins that brought only $35 per ton last year.

PRUNES—
There is no longer a question as to the shortage in prunes. A price of 3 cent basis is anticipated by growers.

EVRETT SETTLES A FIGHT.

The grocers of Everett, Washington, have sent out the following circular to the jobbers, wholesalers and manufacturers of the Pacific coast, over the signature of President B. S. Bridgeway and Secretary T. C. Simmons:

"Gentlemen.—We take pleasure in notifying you that all differences between

The City Grocery Company, R. D. McNeeley, proprietor, 3410 Everett avenue, Everett, Wash.,

are now adjusted to the satisfaction of this Association, for which we extend our hearty thanks for your co-operation in this matter."

STAMP COMPANIES FIGHTS.

The National Trading Stamp Company of Seattle has brought suit against the State officials of Washington to enjoin them from enforcing the trading stamp law which will become effective June 7th.

They claim the act is unconstitutional. It is to be hoped that the California grocers will have secured a decision from the Supreme Court as to the constitutionality of the law before that time and thus save their Washington brothers expense of similar litigation

The Oakland Banquet.

Alameda County Retail Grocers Will Gather in Honor of J. R. Newberry.

A banquet is to be given at the Hotel Metropole by the retail grocers of Alameda county on Monday evening, June 5th, at 7: 45. The guest of honor is to be J. R. Newberry of Los Angeles. All the leading grocers of Alameda, Oakland and Berkeley will be present at this banquet and the leading issues of Association work will be thoroughly discussed.

S. J. Sill, of Berkeley, the president of the Alameda County Association, will preside and H. D. Cushing, of Oakland, will act as toastmaster.

C. B. Pearson, of Stockton, the president of the State Association, has been invited to attend. There will also be a number of San Francisco grocers present.

Besides good fellowship, the principal reason for the banquet will be the opportunity that will present itself of a careful discussion of those matters in which retail grocers are especially interested. Particular attention will be given to the possibility of correcting the present demoralized condition of selling prices on certain staples which can be controlled by manufacturers with the assistance of retailers.

Mr. Newberry has visited the principal cities of Washington and Oregon and has done much good for the grocers in those cities by telling of the results of associated effort in Southern California and outlining the possibilities for the grocers in the other communities of the Pacific coast. He addressed the grocers of Seattle twice. At the last meeting there were over 200 in attendance among whom were many jobbers, brokers and manufacturers.

Mr. Newberry's speech covered the following points:

Honesty in the retail grocers' business.

The handling of goods on their merit and the eliminating as much as possible of articles sold because of their being fads.

The evils of prize packages and trading stamps.

The value of holding old customers.

The protection of the legitimate manufacturer.

What makes dishonest employes.

The establishment and maintenance of reasonable, uniform prices, and confidence among dealers and with the manufacturers and the jobbers.

He strongly urged close relationship between employer and employe, advocating credit trade, abandonment of special inducements, and a square deal all around.

CUT OFF THE OWL.

Wholesalers May Not Sell Sapolio to Cut Rate Drug Store.

A short time ago the attention of Enoch Morgan's Sons' Company was called to the fact that the Owl Drug store was advertising Sapolio at 4 cakes for 25 cents. An attempt was made to have the offending firm discontinue this policy. Upon their refusal a letter was sent to every jobber throughout the State informing them that it would be a violation of their contract to sell Sapolio to the Owl, either direct or indirectly.

While the Owl may be able to buy up Sapolio in small quantities at retail prices and sell the same at cut rates now and then, this action on the part of Enoch Morgan Son's Company will make it too difficult for them to secure enough stock to make the cutting a regular thing.

PLAN MEETS APPROVAL.

Retail Grocers Place Orders for Goods That are Protected.

By H. W. Thurlow, Secretary Pacific Coast Grocers' Association.

We are glad to note that the confidence of Mr. Blair, the sales manager of the Kelley-Clarke Co., in the desire of retail grocers to secure a profit was not misplaced.

Mr. Blair, in order that there should be no loop hole for the cutter (announced that he did not want to sell Riverside Starch (corn and gloss) to any dealer that would not protect the price. To guard against this being done, he requires that all retailers who buy Riverside Starch must sign an agreement not to sell the starch for less than 8 cents a pound in less than 10 pound lots. He must also agree not to sell the starch to any other dealer who has not signed the same agreement.

Ties Up the Jobber.

As a further protection, the Kelly-Clarke Company require that all wholesale grocers must sign an agreement not to sell the starch to any retailer who has not signed an agreement to retain the retail selling price. They make them also agree not to sell to any dealer who they may have been notified has been cutting.

A forfeit of $25 binds this agreement.

If a jobber does not try to maintain the contract, it will be revoked and he will be sold no more goods.

Hall, Luhrs & Co. of Sacramento have signed this contract and are now placing the Riverside starch with their trade who are accepting it very generally.

Wm. Cluff Company of San Francisco have put out their salesmen to present the proposition to their trade.

We are glad to be able to state that a very large part of the grocers to whom the Kelly-Clarke Company have presented their plan, have accorded it their warmest approval.

Retailers Must Help.

This is all that is needed to insure success. Wholesale grocers are glad to sell what retail grocers order. If the retail grocers insist on handling lines that pay them a profit, the jobbers will put them in and they will sign agreements not to sell to cutters in order to get the goods their customers want.

Thus the responsibility comes back to the retailer again.

If the retail grocers want a profit, they should hire a man as secretary who can help them unite in forcing the sale of these goods that pay. In this way, they can make their associations very profitable to them.

This office, by securing the prompt co-operation of the secretaries, can make it very unprofitable for any jobber to refuse to lend his aid in the movement to keep cutters in line.

Thus, through the retailer, can come the combination of the wholesaler and the manufacturer to make cutters uphold the prices of certain listed goods.

The proposition of the Kelley-Clarke Company will test the willingness of the retail grocers to co-operate with the manufacturer. If grocers will help to secure a profit on Riverside Starch.

Continued on page 21.

Dissatisfaction Grows.

Retail Grocers Realize More and More How the Mills Play Them False.

It is doubtful if the flour mills realize the full extent of the dissatisfaction they have created.

Every day that the thinking grocer sells flour that cost him $1.20 for $1.25 or $1.30, he gets sorer against the flour mills that, **alone,** are responsible for his selling it for less than $1.35.

If the mills should say the word, every grocer in San Francisco would be getting $1.35 a sack for his flour—a margin of 15 cents.

There are not more than five firms in San Francisco that present any opposition, worthy of the name, to an honest movement of the mills to prevent their flour being sold for less than $1.35. Yet to save themselves the unpleasantness of having trouble with a few big handlers of flour, the mills are willing to force 2000 other retail grocers to sell flour with a margin of 5 to 10 cents a sack, which means a loss.

They do worse than this.

When they let Market street stores sell flour at $1.20 a sack, they help those firms to STEAL the trade of the smaller men whom they make pay $1.20 for their flour.

The word STEAL is used advisedly here, because the competition is not honest and never would exist if the local flour mills treated fairly the trade that sells thousands of barrels of their flour each month.

The mills that help the cutters and refuse to "stand in" to help grocers maintain the price of flour are:

Sperry.
Port Costa.
Stockton (Crown).
American (Colonial).
Del Monte.

There is one mill that refuses to allow its goods to be cut and that maintains a margin of 15 cents a sack on its flour for retail grocers. This firm is

Globe Grain and Milling Co.

How much in earnest the grocers are in regard to this matter will be understood from the expressions of a few of our leading grocers:

Claus Alpers, Fillmore and Sutter— I would like to see the mills establish a fair selling price, such as $1.35 on their standard brands of flour. I fear that they will not do so as the organization of San Francisco grocers has never been so directed as to accomplish proper results. If the grocers had a good organization they could add materially to their profits.

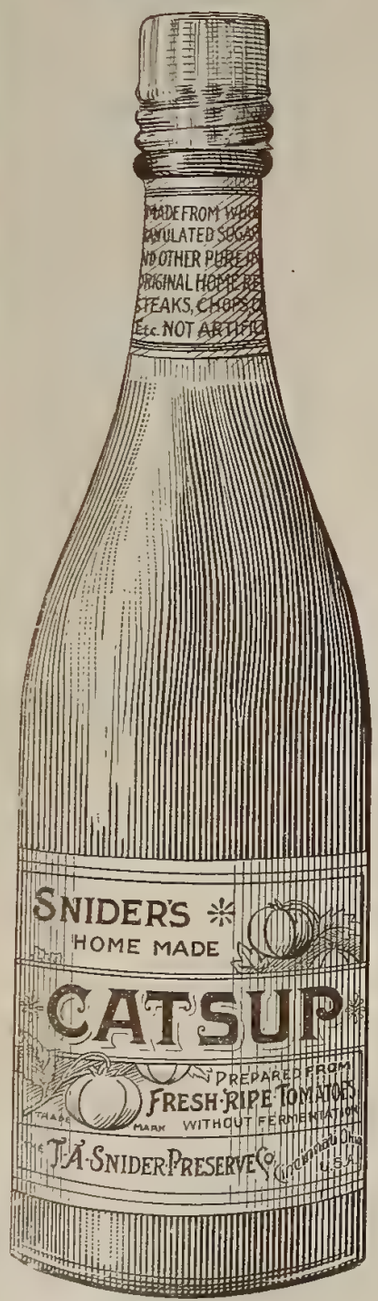
Wm. Wethered, 1763 Fillmore—I can not understand how the mills ever got the idea that the retail grocers did not want a profit on flour. If the grocers sell flour for a less margin than 15c per sack they are losing money on it and no man does business at a loss because he likes it.

Geo. A. Sack, 330 Fifth—I think the mills should protect the price of their flour. When I sell flour by the sack, I ask $1.25, but I think the grocers should be able to get $1.35.

H. A. Wuhrman, 400 Sixth—I would like to see the mills protect the price of their flour. I think every grocer in the city would be glad to sell flour at $1.35 if they knew the rest of the trade had to do the same. I think the mills could better afford to lose the business of a few cutters than to make all the rest of us sell their flour without a fair profit.

Chas. Witt, 596 Sixth—If the down town grocers had to charge $1.35 for flour all the rest of us could get the same price without any trouble. People would not object to paying that much for flour if they could not buy it for

SAFE TO SELL



SNIDER'S CATSUP

Best and Purest

The T. A. Snider Preserve Co., under date of May 25, 1905, informs Local Agents that all **Snider's Catsup** shipped to this market since **July, 1903,** contains absolutely NO coloring matter, as reported by the San Francisco Board of Health.

Prior to that time, this Catsup, while **absolutely pure** in its ingredients, contained a small amount of **coloring matter** to give it the bright appearance the trade at that time demanded. The **Board of Health** NOW INSISTS that catsups must not be colored. Any grocer having any of this OLD STOCK on hand, can have the same changed for the NEWER PACK by applying to

.....SPOHN - PATRICK COMPANY.....

SOLE AGENTS

16-18-20-22 Front Street, San Francisco, Cal.

less anywhere else. I think the mills owe it to the grocers to protect that price on their product.

J. J. Cusack, 715 Brannan—When the mills let the down town stores sell flour for $1.20 and $1.25, they hurt all the rest of the grocers without benefiting themselves. Even if the down-town stores sold none of their flour, which would never be, their output would not be lessened since the other grocers about the city would sell more of their flour because consumers would never believe that the brands advertised for less money by the department stores were of an equal quality with the brands that all the trade were a unit in demanding a larger price for. I think the mills should protect us.

J. C. Rithmuller, 731 Brannan—I am not in the grocery business for a pastime, but to make money. I think that the action of the mills has interfered with my making a profit that I should have on flour and that it would be only fair for them to require a dealer to sell their standard brands at least for $1.35.

Wm. C. Zimmerman, 1801 Broderick—My trade on flour has been very materially lessened because I will not sell for less than $1.30. I think the mills have taken my trade away from me by allowing down-town stores to sell for $1.20, which has induced many small stores to sell for $1.25. The mills are doing me a great wrong when they fail to protect the price of their flour.

H. Muller, 1701 Devisadero—When the mills allow a few firms to sell flour for $1.20, the rest of us have got to keep our prices down too. I think the mills should refuse to allow firms to sell for less than $1.35.

Ramsner & Borman, 601 Larkin—There is no reason why a grocer should not get a profit on flour except that the mills allow a few firms to sell their flour for what it costs the bulk of the trade. I think the mills are wronging the grocers when they allow this to be done.

John Otten, 1633 Turk—I want a profit on flour, but have to meet competition. I would be glad to see the mills require the grocers to sell for at least $1.35.

REAL ECONOMY

And Economy that is Really Extravagance.

Real economy consists not of holding on tight to every dollar, but in using money so as to get the best possible return for it, in spending one hundred dollars here so as to save five dollars a month elsewhere.

Dealers are realizing this, and that is why the Bond Scale Company is meeting with its great success in offering automatic weighers that will save a few dollars every month to any dealer selling five hundred dollars worth of groceries per week.

This is the best of all modern store fixtures and is sure to find a place in every store where the owner has an eye to real economy.

WILL ALWAYS SATISFY.

Alpine Condensed Cream Company Makes a Strong Bid for Business.

We present to our readers this week a letter from the makers of Alpine Cream that we recommend for careful consideration:

San Francisco, May 29, 1905.

Editor Advocate:—We ask for a little space in your valuable columns in order to state the reasons why it will pay the trade to handle Alpine Evaporated Cream.

Briefly summed up, they are two in number:

1. The price is right and allows a good profit to the retail grocer.

2. The quality is the best on the market.

In regard to the price, we would say that at $3.60 per case (or at $3.50 in 10 case lots) the dealer can sell the cream at 3 for 25 cents and make a very satisfactory profit, since there is always a certain large percentage of tins in each case that are sold singly for 10 cents each.

In regard to quality, we would say that Mr. John B. Meyenberg, who personally supervises the making of Alpine Cream, is the "father" of evaporated creams. The makers of all other evaporated creams had to learn their business from him. Their processes are based either directly or indirectly on the discoveries and experiments of Mr. Meyenberg and our company is now profiting by his experiences and experiments of the last 20 years.

As a last word, we would say that it is the duty of the retail grocer to familiarize himself with the comparative qualities of goods that are submitted to him for sale. When the new article possesses superior quality, he owes it to himself (as well as to his customers) to present the goods to his trade. And when, as in the case of Alpine Cream, he is able to sell it for less money and still make a satisfactory profit, his duty is doubly plain.

Alpine Cream stands at the head of all evaporated creams for its large percentage of butter fat and the uniformity that the tests will reveal. This is no idle boast, but a statement that is backed by the analyses of official chemists.

Very respectfully yours,

ALPINE EVAPORATED CREAM CO.

POLICE AFTER CATSUPS.

Two Companies Offer Protection to Retail Grocers Who Carry Old Stock.

The grocers of San Francisco have been warned by the police department against selling catsups, a list of which are printed below. Grocers who may offer any of the illegal goods for sale ten days after they receive the notice, will be arrested and fined. As notice was given May 23rd, the police will begin to act about June 2nd.

Two firms in the list printed below claim that they have been made the victims of a gross injustice. These firms are the T. A. Snider Preserve Company and the Pacific Vinegar and Pickle Works who own the "California Home" brand.

The Spohn-Patrick Company have received a wire from the T. A. Snider Preserve Company to the effect that all Snider Catsup shipped to this State since July, 1903, contained no coloring matter and was absolutely pure.

The Spohn-Patrick Company explain that the bottle analyzed must have been some old stock sold to the trade over two years ago. To protect the grocers, they will exchange any old stock retail grocers may have on hand for new goods that meet all the requirements of the board of health.

The "Cal. Home Packing Co." is no longer in existence. All "tomato catsup" put out under the "Cal. Home Brand" by the Pacific Vinegar and Pickle Works is guaranteed to be pure in every respect. Although they did not pack the goods, this company will replace all illegal catsups bearing the label of the "Cal. Home Packing Co." for grocers who will report to them at 126 Davis street.

The goods declared to be illegal are the following:

Colonial Pack. Co., S. F., Cal.—Salicylic acid; coal-tar dye.
Columbia Manf. Co. S. F., Cal.—Salicylic acid; coal-tar dye.
Fisher Pack. Co., S. F., Cal.—Benzoic acid; coal-tar dye.
Gordon Pack. Co., S. F., Cal.—Benzoic acid, coal-tar dye.
Grau Pack. Co., S. F., Cal.—Saccharine; coal-tar dye.
Pac. Preserve Co., S. F., Cal.—Benzoic acid; coal-tar dye.
Phil. Manf. Co. (alleged), S. F., Cal.—Salicylic acid; coal tar dye.
Reed Pack Co., S. F., Cal.—Benzoic acid; coal-tar dye.
Reed Pickel Works, S. F., Cal.—Salicycle acid; coal-tar dye.
Saunders & Stubbs, S. F., Cal.—Coal-tar dye.
Sussman, Wormser Co., S. F., Cal.—Benzoic acid; coal-tar dye.
Goldberg, Bowen Co. (unknow maker)—Benzoic acid; coal-tar dye.
W. F. Harris & Co. (unkown maker)—Benzoic acid; coal-tar dye.
Rathjen Bros. (unknown maker)—Benzoic acid; coal-tar dye.
T. Trachsler (unknown maker)—Benzoic acid; coal-tar dye.
G. H. Schlichting (unknown maker)—Saccharine.
Cal .Home Pack. Co., S. F. Cal.—Benzoic acid; coal-tar dye.
T. A. Snider Preserve Co., Cinn., O.—Coal tar dye.

QUALITY TELLS.

It Wins Friends for Diamond "C" Hams and Bacons.

Californians are good livers. If given their choice, they will invariably pick out the goods that rank highest for quality. Price is a secondary consideration.

Wise grocers take advantage of this. They know that a customer who uses the Diamond "C" hams and bacon of the Cudahy Packing Company is going to be pleased. That customer is coming back for more. She is going to tell her friends about the hams that were so sweet and tender and delicious.

Experience has shown this to be a fact. Grocers who have put Diamond "C" hams and bacon in stock have found that it has increased their provision trade and brought them new customers.

A MATTER OF HEALTH

ROYAL



BAKING POWDER

Absolutely Pure

HAS NO SUBSTITUTE

All Grocers should carry a full stock of Royal Baking Powder. It always gives the Greatest Satisfaction to customers and in the end yields the larger profit to the Grocer.

Do Not Neglect the Means which are Essential to Secure Success



AS a rule people who relish Olives and other table dainties sooner have none at all than be obliged to accept inferior goods. *Therefore* if your sales are not what they should be, you will know where the difficulty lies.

You Need High Grade . . .

OLIVES AND OLIVE OIL

"WHITE LABEL" Queen Olives, Manzanilla Olives, Pim Olas and Baby Pim Olas, Nicelle Olive Oil

ARE WHAT YOU WANT



PACKED BY

The Seville Packing Co.

Exclusivists in Olives and Olive Products

New York City. Seville, Spain.

Spohn-Patrick Company

Pacific Coast Agents

16-18-20-22 Front Street San Francisco, Cal.

BRANCH HOUSES

Los Angeles Portland Seattle Denver Salt Lake City

CUTTERS MAINTAIN PRICES.

A short time ago the secretary of the Los Angeles Grocers' Association wrote to J. P. Gillespie, the San Francisco representative of the Enoch Morgan Sons Co. that a cutter in a town near Los Angeles was advertising and selling two cakes of Sapolio for 15 cents.

He requested Mr. Gillespie to act on the matter.

Mr. Gillespie at once wrote to the cutter telling him that Enoch Morgans Sons Co. were attempting to maintain a price of 10 cents or three for 25 cents on Sapolio and that if the cutter persisted in selling at less than that price, he would be compelled to notify the jobbers not to supply him further.

This week Mr. Gillespie received a response reading as follows:

Mr. J. P. Gillespie, Representing Enoch Morgans Sons Co., San Francisco.

Dear Sir:—I have withdrawn Sapolio from the cut list."

TRADING STAMP FAILURE.

Benedict & McFarland Company, one of the pioneers in the trading stamp business and reputed to be next to the Sperry & Hutchinson Company, has been forced through lack of patronage to go out of business. This is another evidence that the trading stamp graft has run its course and is about to take its place amongst the "gone but not forgotten" schemes for revolutionizing the business world.

The above firm was incorporated with a capital of $1,000,000. It had offices in all the large cities and enjoyed a rapid growth for some years. With a general awakening amongst retailers and consumers to the fact that no one but the trading stamp companies benefit by their existence, receipts fell off to such an extent that there was no longer any profit in the business and the firm died.

SHORT WEIGHT SARDINES.

Packers are putting up sardines in a new tin that is so dented that while it looks as large as the usual tin, the contents are much less. The "Journal of Commerce" says that samples of the new pack quarter oils that has been examined have been found to weigh 5¼, 5½, 5¾ and 6 ounces, while other goods in different tins show an average weight per can of 7¼ ounces. Grocers must consider the size of the tins in accepting offerings of domestic sardines.

The Original Root Beer

Knapp's.

Makes twice as much, and better Root Beer, than Any other Extract.

Brower Rich Co., Agents, 330 Market street.

EASTER MARKET DAY.

A Clever Scheme by Which an Escondido Grocer Built Trade.

Having noticed an advertisement in an Escondido daily paper announcing that Steiner & Co., general merchants of that city, had devoted their store to the Trinity Guild for one day, the **Advocate** wrote to that firm asking them as to the success of their plan and as to the method employed and the satisfaction that it gave to the ladies of the Guild.

We have received the following reply:

Escondido, Cal., May 24th, 1905.

"Mr. A. H. Powers, San Francisco, Cal.

"Dear Sir:—Replying to your inquiry, recent date, regarding the manner in which 'Easter Market Day' sale, conducted by the ladies of the Trinity Guild, worked, would state that they were very much pleased with the day's doings, which netted them about $50.

"We gave them the use of our front window store space, about 15 feet wide, and also donated them the coffee and sugar which they served with cookies and cream. Out of this they got $8 net, and we received a good ad which sold many pounds of coffee for us and helped its introduction.

"We paid for the circulars and paper ads to 'help the cause along.' As the ladies sold only cakes, pies and bake stuffs which they made, it did not interfere with our lines and brought in many customers.

"The inclosed letter of thanks speaks for itself and shows how the ladies appreciated the courtesies extended.

"In the near future we will again give them the privilege. Trusting this answers your questions, we remain,

"Yours truly,

STEINER & CO."

The letter of thanks mentioned is as follows:

"Mr. S. Steiner, Escondido, Cal.

"My Dear Sir:—At a meeting of Trinity Mission Guild, held on Wednesday, May 3rd, a vote of thanks was extended to you for your many acts of kindness both before and during our 'Easter Market.'

"SARAH JONES, Secretary."

A circular supplied to the ladies of the Guild was worded as follows:

COME!! COME!!

EASTER MARKET DAY

Something New and Novel.

Pleasing to the palate and the pocketbook.

TRINITY GUILD,

Saturday, April 29th, 1905.

The ladies of the "Trinity Guild" will hold an Easter Market Day at the store of

Steiner & Co., Saturday, April 29th, 1905.

Come early and see the good things to eat which will be sold at less price than you can make them yourself. Home-made Pies, Cakes, Bread, Cream Puffs, Tea Biscuits, Layer Cakes, Baked Beans, Brown Bread, Beef Loaf, Boiled Ham, Veal Loaf, Chicken Pie, Salads, Tea, Biscuits and the toothsome Zwieback, "like mother used to make."

During the day delicious coffee with cream and cookies will be served by the ladies. The proceeds going towards the erection of the new Episcopal Church in Escondido, and as every little helps in a good cause, small favors will be thankfully received. Come in and you will enjoy the eatables offered by.

Yours truly

THE GUILD.

WANT THEIR PAPER.

Bartlett Springs, Lake County,
May 28, 1905.

A. H. Powers, Esq., San Francisco, Cal.

Dear Sir:—We have been enjoying the celebrated Bartlett Springs for the past week and have been having a fine time, but we miss our paper. We expect to stay here three weeks more, and we would appreciate it exceedingly if you would have it forwarded to us. Yours very truly,

E. I. FLIEGER,
HENRY MEISEL,
ADOLPH DITTMANN.

TELEPHONES PAY DIVIDENDS.

Friends of Jos. A. Stulz will be pleased to hear that the Automatic Direct Line Telephone Co. in which he is so largely interested has developed into a splendid paying piece of property. A dividend was declared in May and another will be declared on June 15th.



THE BOND AUTOMATIC WEIGHER

Pays in a Small Store

If you sell ten sacks of Sugar a week, economy demands it of you.

Write for Catalogue.

BOND SCALE CO.

OFFICES:

1640 San Fernando Street, LOS ANGELES

220 California Street SAN FRANCISCO

AN IS'ER

Last week, at Steinway Hall, a well-known business expert, Mr. Sheldon, of Chicago, told a story about a young man from the Middle West who went to Chicago to buy a horse. The salesman at the stockyards first trotted out a horse whose sires had held world's records and therefore recommended it as a valuable animal. The young man was not satisfied. He was then shown a horse that was expected to be a Prize Winner. He then said, "Don't waste any more time on has-beens or comers, they won't do. What I want is an

IS'ER

Trot one out if you have it!"

And that is just how the merchant feels about Evaporated Cream. He wants **a seller -- an Is'er,** therefore he orders

CARNATION

THE CREAM OF CREAMS

Above the standard required by the San Francisco Board of Health.

PACIFIC COAST CONDENSED MILK COMPANY

MANUFACTURERS

Seattle and Kent, Wash. Forest Grove, Oregon.

SPOHN-PATRICK COMPANY

16-22 Front St., San Francisco

Agents for California, Nevada, Utah, Arizona and New Mexico.

CRACKER-JACK

THE MORE YOU EAT
THE MORE YOU WANT
THE WORLD'S GREATEST
5¢ SELLER

100 Packages to Case $3.65
Case weighs 40 pounds gross.

Dodge, Sweeney & Co., AGENTS SAN FRANCISCO

HOW MUCH EXPENSE?

The Question That Decides Whether a Merchant is a Success or a Failure.

In spite of the vast importance of this information few grocers know what it really costs them to do business.

They may have a general idea of what their monthly bills amount to. But the most important thing: which is, What percentage this sum bears to the amount of business they are doing, is nothing to them.

If a grocer who is doing a business of $1500 a month will take 12 per cent of that amount, he will find that it will give him $180. If from this $180 he takes his rent, clerk hire, cost of lighting, proportion of taxes and a small allowance for waste and bad bills, he will be surprised what a very small sum of money there is left for him as wages. This means that the cost of running his business will be at least 12 per cent of his gross receipts.

This must be considered carefully by the grocer who would know whether he is making money in his business or is to be listed among the 77 per cent of failures.

For the sake of figuring take one hundred of the first items on your shelves.

Figure carefully what percentage of profit you make—that is, gross profit.

Then set opposite each one, the percentage of your expenses.

Then see how much is left.

You will be surprised at the number of items upon which you do not make a sufficient profit to cover expenses.

Study them carefully and find whether the number of articles on which you are getting a fair margin is increasing or decreasing.

If the number of articles on which you are getting a profit is increasing, it means that your business methods are good and that you should follow them up.

If your investigation shows that the number of articles earning a profit is decreasing and the result of your stock taking produces an unsatisfactory showing, then you know that it is absolutely necessary if you continue in business for you to study carefully how you can turn your trade to articles on which there is a profit.

The first essential is to find articles that you can sell as cheap as any competitor, because it hurts a grocer if he has a reputation for charging more than his competitor for the same article.

It is of even more importance that the article sold should be of satisfactory quality.

Both of these requirements are fulfilled by "Schilling's Best." A. Schilling & Co. give the very best guarantee of quality. They authorize the dealers to "money back" all their "Schilling's Best" goods, so that the dealer who recommends them to his customers can give those customers full confidence in them, since he can assure the customers that if they are not satisfactory in every respect they can be returned.

He knows that the price will be satisfactory because A. Schilling & Co. will not sell their "Schilling's Best" goods to cutters.

Besides the "money back" guarantee, the dealer is helped in selling "Schilling's Best" goods by the high standing of this firm, whose name is recognized throughout the entire Pacific coast as being synonymous with business integrity.

A NEW CORPORATION.

Doyle & McGowan have incorporated for $25,000. Among the incorporators are George B. Doyle, Chas. T. Roach and A. F. Chamberlain.

Mr. Doyle buys out the interest of Mr. McGowan and there will be considerable capital put into the business.

AN EXQUISITE REPRODUCTION OF A REMARKABLE PAINTING

GIVEN AWAY.

"The Three Most Beautiful Roses" by Paul de Longpre.

At the urgent solicitation of the "Woman's Home Companion," Mr. Paul de Longpre, who is the greatest painter of flowers in the world, consented to make a painting of what he considered "The Three Most Beautiful Roses," and the painting is without doubt one of the masterpieces of this great artist. This magnificent picture is reproduced in all its original grandeur on the cover of the "Woman's Home Companion" for June. Although this cover is an accurate reproduction of a painting worth hundreds of dollars, yet the June number, which has this exquisite cover, may be obtained at any first-class newsstand or direct from the publishers for the trival sum of only 10 cents.

Mr. Paul de Longpre is justly styled the "King of Flower Painters." He not only paints roses, but every flower that grows, and is the highest authority on flowers. His paintings are found in the most select homes. Some have sold for as much as seven thousand five hundred dollars ($7,500.00).

Artists, art critics and competent judges all agree that the covers of the "Woman's Home Companion" far excel those of any other magazine.

The "Woman's Home Companion" is a magazine which in beauty and excellence, art, stories, illustrations and fashions, etc., excels all other home and family magazines. The "Woman's Home Companion" is published by the Crowell Publishing Company, New York City, also Chicago, Ill., at One Dollar a year, and is the favorite magazine in nearly half a million homes, where it is read each and every issue by three million people.

A BUYER WANTED.

Bisbee, A. T., May 27, 1905.
The Retail Grocers' Advocate, San Francisco, Cal.

Gentlemen:—I am in the grocery business here and wish to sell out on account of very bad health. I am doing a good business, considering the capital invested and if you will send a buyer it will be appreciated.

Respectfully yours,
T. B. BEENE.
No. 15 Upper Tombstone Canyon, Bisbee, A .T.

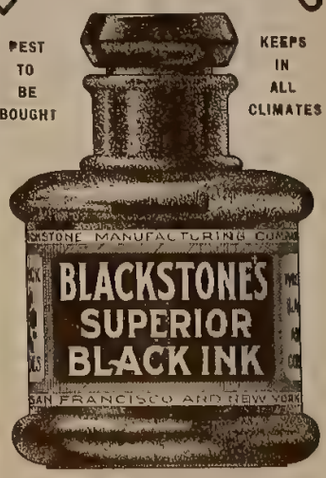
BOND SCALE CO. EXPANDS.

Interest in the Automatic Weigher of the Bond Scale Company is considerably increased. Owing to many inquiries received the company has recently established a branch office in Chicago.

BLACKSTONE'S INKS

BEST TO BE BOUGHT

KEEPS IN ALL CLIMATES



Blackstone Manufacturing Co.
(Incorporated)
MANUFACTURERS OF
WRITING FLUIDS,
Mucilage, Shoe Polish, Shoe Paste, Shoe Dressing and Liquid Glue.
Office and Factory,
1960 Howard St. San Francisco
Telephone Capp 1111.



SHREDDED WHEAT (WHOLE) RECOMMENDATION

The Best Cereal Food to Eat, and
The Best Cereal Food to Sell, is

Shredded Whole Wheat

It is made in two forms, Shredded Wheat BISCUIT and TRISCUIT.

TRISCUIT is a CRACKER, not a "breakfast food." It is used as toast in place of ordinary bread toast, and for all purposes for which the common white cracker of commerce is used.

Shredded Wheat **BISCUIT** is the standard wheat food of the world, delicious for breakfast, or for every meal for every day in the year. It contains all the nutriment in the whole wheat in digestible form. A good seller all the year round.

THE NATURAL FOOD COMPANY
Niagara Falls, N. Y.

BOOMING THEIR COFFEE.

Porto Rican Government Spending Money to Popularize Its Product.

The sum of about $15,000 has been appropriated by the Porto Rican Assembly for the expenses of booming Porto Rico coffee in the United States," says the "Merchants' Review." "A Mr. Scott Truxton has been appointed as agent. His salary will be $2,500 and he will have an assistant at $1800, leaving about $10,000 for general expenses.

"On July 1st an office will be opened in this city for the sale of the Porto Rican coffee, from which points the leading hotels and clubs will be canvassed by the agent. There will be no attempt to popularize the coffee by cutting the price, as has been done in the case of Ceylon tea, but as the article to be sold will be obtained from the producers of the best quality grown in the island, the prices at which orders are to be solicited will be considerably above those which are charged for ordinary grades of coffee.

"As the Porto Rican coffee averages near the top level of West Indian coffees, in point of quality, it ought to find a ready market here."

The Porto Rico Company, with offices at 587-589 Howard street have recorded a decided success in introducing their coffee to the Pacific Coast trade. The "Ponce de Leon" brand, which represents the highest quality has won deserved popularity.

They have excited much interest by paying school children $5 each for writing advertisements for their Ponce de Leon coffee. There is hardly a school in the city but is able to show one or more prize winners.

The six grocers who, between April 15th and August 15th, handle the most Ponce de Leon coffee are each to be presented with a handsome solid gold Waltham watch worth $60.

OIL STORAGE.

How Proper Storage Might Have Saved Life and Property.

Much attention has been given the question of safe oil and gasoline storage of late, the result of a serious loss of life in the Northwest.

A merchant was obliged to go down in the basement soon after dusk to get a can of oil, and in some way upset his lantern. The flames caught up a small stream of oil that had leaked out of an old tank, and before the merchant could extinguish the flames, his clothes were ablaze and the tank ignited. In the catastrophe which followed, the unfortunate man was burned to death, and his store destroyed.

Only a few days previous, a representative of a well known tank manufacturing firm called upon this merchant and endeavored to convince him of the disadvantages of his method of handling oil, and the advantages which a good substantial self-measuring oil outfit would offer. His reason for not buying was that there was not much profit in oil, and he did not feel he could afford a new tank. Upon a return visit, shortly after the fire, this salesman had little trouble in placing his outfits in the stores of the other merchants in the town referred to.

In its endeavor to place a perfect self-measuring oil outfit upon the market to overcome this danger of fire, the firm of S. F. Bowser & Co. has made a careful study of the question, and have now perfected an outfit which, without doubt, meets all the requirements of handling oil in a safe, convenient and economical manner. Not only is it absolutely safe, but convenient, durable and in all respects satisfactory. This outfit merits the careful attention of all merchants who desire to insure the safety of their stores and the lives of themselves and clerks.

As stated on another page of this issue, the above firm will be pleased to send any merchant interested detailed information.

CRITICIZES DENTIST LEEK.

A short time ago the **Advocate** printed a letter sent to the daily press by Dentist G. W. Leek. Mr. Leek owns a prune orchard and he insisted that the prune growers were suffering because the "mild-faced" grocer was dishonest and was forcing the public to pay exorbitant prices on prunes. In commenting on this the "Grocery World" of Philadelphia says:

Mr. Leek is a leaky fool. More than that, he is a teller of falsehoods, to speak more mildly, perhaps, than the circumstances warrant. The "Grocery World" has itself suggested that perhaps the average retail price of prunes was higher than the wholesale price warranted, but in no case has any grocer bought prunes at 4½ cents and sold them at 18 cents.

You have only to read Mr. Leek's interview once to tell what an awful ass he is. "Grocers sell nothing without a profit," he says, in an accusatory tone, as if getting a profit was a crime. And grocers get 5 per cent cash discount on "flour, sugar and all such things," he further says. What colossal ignorance! Why, the man doesn't even know that a jobber's profit comes between the commission merchant who receives prunes from the coast and the retail price. Read his last paragraph—he has added the commission merchant's profit to the carload price delivered in New York to get the retail selling price!

Mr. Leek, the "Grocery World's" advice to you is to load your hot air with at least one fact.

SHORT WEIGHT CRACKERS.

A Nebraska grocer reports the following shortages in Biscuit Trust goods: "In their Faust oyster cracker packages I found 11 ounces net of crackers, while their three-pound packages of soda crackers, so-called, weigh, gross, two pounds and six ounces, and the package will weigh at least six ounces, leaving two pounds net, or 33⅓ per cent shortage. Besides the short weights the prices are high enough, and more, too, for fullweight packages."

A VALUABLE BOOK.

J. J. Higgins, secretary of the Washington State Grocers' Association, is compiling a book that should be of much value to the grocers of that State.

It will contain the delinquent list of the various associations. It will also contain the names of the State and local officers and their addresses.

It will give an outline and forms of one of the best credit rating systems in use. It will also contain various useful hints for secretaries and members. It is proposed to sell this book to members of the various associations for 50 ceits per copy.

Quality

Counts before **QUANTITY** with shrewd buyers



—Our Goods are Always Satisfactory—

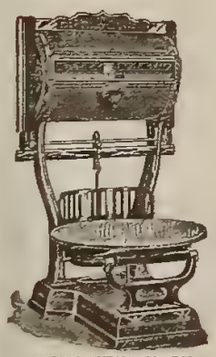
Helvetia Milk Condensing Co.
Highland, Ill.
San Francisco Office, 3 Calif'a St.

FIRST HIGHEST AWARD

The Complete Exhibit of the

Dayton Money-Weight Scales

At St. Louis World's Fair, 1904, received the HIGHEST AWARD and GOLD MEDAL.



MANUFACTURED BY
Computing Scale Co.
DAYTON, OHIO

1—They give the correct value of the article being weighed.
2—They prevent loss from errors in calculation.
3—They save time required in making calculation
4—They are made better than ordinary scales.
5—With proper care they will last an ordinary life-time.
6—The pivots are of hardened tool steel, and with agate bearings inserted at the proper point, are practically indestructible.
7—They are sensitive to the very small fraction of an ounce.
8—They are an ornament to any store.
9—They are the only scale that is mechanically honest.
10—Customers, knowing them to be an honest scale, like to have their purchases weighed on them.
11—Sold on easy monthly payments.

With the **Money Weight Scales** you at once weigh goods **AT THEIR MONEY VALUE.**

Send for further information to

PIERCE & CO., PACIFIC COAST AGENTS

846 James Flood Building, Cor. Market and Powell Sts., San Francisco, Cal.

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Each of these departments in this Price List is checked up and corrected every week by two or more reliable authorities on values. More than thirty wholesale houses co-operate with us to secure for our List the greatest accuracy possible.

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COLUMN 1.
Department 1.

COFFEE, CHICORY, ETC.

Green Coffee.

Mocha, Genuine Arabian	18	21
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Kona (Hawaiian)	10	18
Mexican	12	18
Java, common	15	18
Java, brown plantation	20	25
Caracol, prime washed	13	16
Caracol, ordinary	13	14
Guatemala	11	17
Costa Rica	12½	16
Salvador	10½	12

Roast Coffee.

Salvador	12	26
Costa Rica	16	20
Java	24	31
Mocha Aden	27	31
Prme W shd. C. A. Blends	19	24
Good C. A. Blends	12	20
Ordinary Blends	12	12

Private Brands.

Royal Java Roast	13
Lion, 100-lb	14.97
Arbuckle's, 100-lb	14.87
Arab, 1-lb tin	.18
Hill's Bros. Arabian Roast	.27
"M.J.B.," 60 1's in case	.28
"M.J.B.," 30 2 s in case	.27
"M.J.B.," 20 3 s in case	.25

Schilling's Best Coffee.

Tins: 80-lb price
60-lb case ¼ off

	1-lb cartons	1lb tins	2lb tins	3lb tins
5-star	36¼	39¼	38¼	38
4-star	29¼	32¼	31¼	31
3-star	25¾	28¾	27¾	27½
3-star Laquered (3-lb. tins only)				27½
2-star	22¼	25¼	24¼	24
1-star	18¾	21¾	20¾	20½

Cartons only in 25, 50 or 100 lb cases can be assorted as required.

The Porto Rico Co.

Ponce de Leon, sealed cans only, 1-lb 30, 2 lb 29, 3 lb 28½
Cream of Moca, 1-lb. cartons 25
La Gloria de Porto Rico in bulk 26

Ground Coffee.

Hill's Bros. Arabian Roast	27
Cafe des Gourmands	26
Mexicana	15

Chicory.

California	6
Belgian	7
German, Genuine	8

Coffee Extracts.

Bulk, per lb	.07
Vienna, ¼'s, 10-lb	.25
Vienna, 1's, 10-lb. bx	.25
Ackermann's, ½-gross bx	gross 4 00

COLUMN 2.
Department 2.

TEAS.

Japan.

(Panfired, Sundried or Basket-fired.)

Extra Fancy	56	74
Fancy	44	55
Extra Choicest	39	43
Choicest	34	38
Fine	24	33
Fair	23	24

Green China.

(Gunpowder, Imperial or Young Hyson.)

Extra Fancy	55	76
Fancy	38	46
Choicest	35	37
Extra Choice	32	34
Fine	25	31
Fair	20	25

English Breakfast.

Extra Fancy	67	80
Fancy	51	66
Choicest	35	50
Choice	24	30
Fine	20	22
Fair	15	20

Oolong.

Extra Fancy	53	$1.50
Fancy	50	57
Extra Choice	36	48
Choicest	33	35
Fine	27	32
Fair	22	26

Ceylon and India

Broken Orange Pekoe	36	65
Broken Pekoe	33	56
Orange Pekoe	31	53
Pekoe	27	46
Pekoe Souchong	24	39

Schilling's Best Teas.

(Packed only in 16, 12, 8 and 6-oz. Cartons. Never in bulk.)

Japan, per lb	45
do, 1 crn., 90c; 2 crn.	$1.80
English Breakfast	45
do, 1 crn., 90c; 2 crn.	$1.80
Ceylon	45
do, 1 crn., 90c; 2 crn.	$1.80
Oolong	52½
do, 1crn., 1.05, 2 crn.	2.10

TREE TEA

(Pride of Japan, etc.)
Packed in 1 lb. and ¼ lb. cartons

Japan	37½
E. B Congou	37½
Oolong	50
Guapowder	45
Ceylon	50

COLUMN 3.
Department 3.

SUGAR AND SYRUPS.

The Western Sugar Refining Company quotes net cash prices as follows. Barrels are an advance of 10c half barrels, 25c, boxes, 50c, 50-lb. bags, 10c.

Dry Granulated, 100-lb. sk	5 70
Fruit Granulated	5 70
Confectioners' A	5 70
Cube	5 95
Crushed	5 90
Fine Crushed	6 10
Candy Granulated	5 80
Magnolia A	5 80
Extra C	5 20
Golden C	5 10
Beet D. G.	5 00
Bar Sugar, bbls	6 10

¼ cent off for prompt cash.

Do.	½-bbls	6 50
Do.	40-lb. tins	7 60
Do.	30-lb tins	7 60
Do.	30 lb. boxes	6 75
Domino, 5-lb. cartons, 24 to cs		8 90

SYRUPS.

Saratoga Drips (Long's)	gal.	Gal
50-gal. bbls		$ 50
30 gal. bbls.		52
17 gal. bbls		55
5 gal. jackets		2 36
4¾ gal jackets		2 61
2 gal kits		1 23
1½ gal. kits		94
1 gal tins		70

Pac. Coast Syrup Co.

Tea Garden Drips—	Case
12, 1 gal. tins	$8.40
20, ½ gal. tins	7.70
24, ¼ gal. tins	5.34

Orange Blossom Drips.

6 1 gal. tins	per case	$2 40
12 ½ gal.	"	2 60
24 quart	"	2 60
36 2-lb.	"	2 85
50-gal. bbls		83
28-gal ½-bbls		37

Molasses.

New Orleans

Genuine Light, about 50 gals. bbls	50
Genuine Light, 30 gal. ½ bbls	52
Genuine Light, 15 gal ¼ bbl	55
Genuine Light, 5 gal kegs, gal	57

	Doz.
Pelican, 12 1 gal tins	9 60
Pelican, 20, ½ gal. tins	8.90
Pelican, 24, ¼ gal. tins	6.10

COLUMN 4.

Maple Syrup.

Woodlawn (Long's)	case. Case.
Gal cans, 10 to cs	$11 00
Gal. cans, 6 to cs	6 60
½ gal cans, 12 to cs	7 14
¼ gal cans, 24 to cs	8 10
10 gal. jackets, each	10 15
5 gal. jackets, each	5 11
4½ gal jackets, each	4 63
Qts., glass, 12 in cs	4 60
Pts., glass, 24 in cs	4 90

Pac. Coast Syrup Co.

Toboggan—	Doz.
⅛ gal. tins, 2 doz. to cs	2.25
¼ gal. tins, 2 doz. to cs	4.00
½ gal. tins, 20 to cs	7.20
1 gal. tins, 12 to cs	13.20

"OLD MANSE" —Absolutely Pure— CANADIAN SAP MAPLE SYRUP.



	Doz. Price.
1 gal. cans, ½ doz. in cs.	$15 00
½ gal. cans, 1 doz. in cs.	8 00
¼ gal. cans, 2 doz. in cs.	4 25
⅛ gal. cans, 4 doz. in cs.	2 50
Qt. bottles, 1 doz. in cs.	1.50
Pt. bottles, 2 doz. in cs.	3.00
Decanters, 1 doz. in cs.	5.50
4½ gal. Jackets, per gal.	1.15

Retail Discount 5 cases 5%, 10 cases 7½%, 25 cases or over, 10%.

On each package we offer to forfeit $1,000.00 if found short in measurement or containing any impurities

Maple Sugar.

Vermont, gen. pure, abt 20 1-lb bricks, per lb	17
Vermont, gen. pure, abt 30 1-lb bricks, per lb	15½
Log Cabin, in 1, ½ and ¼-lb bricks, assorted in 25-lb pails per lb	15
Scudder's, in 1, ½ and ¼-lb bricks, asstd., per lb	14

COLUMN 5.
Department 4.

DRIED FRUITS, NUTS AND HONEY.

(Add ¼c for 50-lb boxes and ½c for 25-lb. boxes.)

Apples.

Sundried, sacks	5
Evap, fancy 50-lb bxs	8
Evap, ex. choice, 50-lb bx.	7½
Evap, choice 50-lb bx	7

Apricots.

Choice Sacks	12
Fancy Sacks	13
Fancy, 25-lb boxes	13½

Blackberries.

In boxes, per lb	13

Cherries.

Pitted, in boxes, per lb	30
Unpitted, in boxes, per lb	11

Currants.

In bbls (tubs 6¾)	6½
In mats, 50-lb	7
Recleaned, in bbls.	7
Recleaned 25-lb boxes	7½
Recleaned, 50-lb boxes	7½
Recleaned, 1-lb carts	8
Recleaned, 12-oz. carts	6¾

Dates.

Fard, 14-lb, per lb (70-lb 7)	8
Persian, 65-lb case	6½

Figs (California).

Black, sacks	3½	5½
Black, 25-lb boxes, per bx.	1.20	1.40
White, bags	3½	5
White, 10-lb bx, per bx	60	
White, 10 1-lb bcks, pr bx	65	75

Figs (Imp. Smyrna.)

Fancy, 10-lb bx, per lb	15
Choice, 5-lb bx, per lb	16

Nectarines.

White	8½
Red	8

Peaches.

Choice, in sacks	9½
Ex. choice, in sacks	9¾
Fancy, in sacks	10½

Pears.

Choice, ⅛'s, in sacks	8
Ex choice, ⅛'s, in sacks	9
Fancy, ⅛'s, in sacks	11

Plums.

Unpitted	8
Pitted, bleached	9
Pitted, black	7

COLUMN 6.

Prunes.

	Sks.
20s-40s	7
40s-50s	5
50s-60s	4¼
60s-70s	3¾
70s-80s	3¼
80s-90s	2½
90s-100s	2

Raisins.

	Box	½'s	¼'s	50 lb
6 Cr. Layers	3.25	—	—	—
5 Cr. Layers	2.75	—	—	—
4 Cr. Layers	2.25	—	—	—
3 Cr. Layers	1.25	—	—	—
2 Cr. Layers	1.15	—	—	—
4 Cr. Loose	—	—	—	05¾
3 Cr. Loose		—	—	05¼
2 Cr. Loose		—	—	04¾
Thompson Seedless, blchd, 50-lb boxes				10½
Sultana Seedless, blchd, 48 1's, per lb				8
Seedless Muscatels, 50-lb cases				4
Seeded, 1-lb cart				6¾
Seeded, 12-oz. cart				5¾

NUTS.

Almonds, fancy, I. X. L.	17
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Almonds, shelled, No. 2.	27-30
Almonds, shelled, Jordan, Imp	.58
Almonds, Jordan, Dom.	.37½
Brazils, 210-lb sks, new	.11 .12
Chestnuts, Cal. Italian.	.09 .10
Cocoanuts, @ 100	4.50 5.50
Filberts, 175-lb sk	.11 .12
Peanuts, Japanese, hand picked	.05½ .07
Peanuts, roasted	.08 .09
Pecan, polished	.12½ .14
Pine	
Walnuts, hard shell	10¼
Walnuts, sft shll, No. 2	.13½
Walnuts, sft shll, No. 1.	.14½

CANNED VEGETABLES.

Asparagus "Griffin Extras" Mammoth	$
Large White	
Medium White	
White Tips	
Artichokes, 2½'s	3 00
Beans, Stringless "Extras"	1 40
Beans, Blue Lake	1 30
" " " gal	4 50
Beans, String, 2-lb	.75
Beans, String, gal	3.50
Beans, Lima, Soaked	1.00
Beans, French, Kidney, 2-lb.	1.15
Beans, French Red Kidney, 2-lb. "Joan of Arc" Brand, p.dz. 1 case free with 10.	1.15
Pancy Eastern	1.85
Corn, Smith's Hulled, 2 doz. in case, per doz	1.20
Hominy, Great Western, 3 lb	1.20
Corn, 2-lb, Western	.95
Corn, 2-lb, Maine	1.35
Dunbar's Okra, 2½-lb	1.80
Petit Pois, Griffin extra	1.50
Peas, Griffin extra sifted	1.25
Peas, Standard sifted	1.10
Peas, Standard Marrowfat	.95
Pumpkin, 3-lb.	1.37½
Spinach, 2½	1.75
Succotash, fancy, tins	1.40

Tomatoes.

	doz.
3's, Griffin's Ex. Solid Pack	$1.10
3's, Griffin's Ex., with peppers	1.15
2½'s, Cutting's Solid Pack	.90
2½'s, Cutting's Solid Pack, with peppers	.95
2½'s, Cutting's Standard	.72½
Gallon, Standard	2.25
Gallon, Solid Pack	2.75
Gallon, Puree	2.35

P. F. Rathjens
PORK PACKER
1311-1315 Pacific Street.

Sausages.

Garlick Frankfurter	10
Bologna	10
Blood and Liver	9
Tongue and Headcheese	—
Choice California Ham	12
Extra Light Bacon	15½
Medium Light Bacon	12½

Boiled Hams.

Kingan	20
Eastern	19
California	17

Mettwurst.

Extra Home Made..20, 22½, 25

LARD.

50 lb. tins	9
20 lb. tins	9½
10 lb. tins	10
5 lb. tins	10
3 lb. tins	10
1 lb. cups	11

COLUMN 7.

HONEY.

Water White, 2 5's, lb	.07½
Light Amber, 2 5's, lb	.06½
Lt. Amber, 10 1 gal tins, gal	.75
Lt. Amber, 20 ½ gal tins, gal	1.00
Lt. Amber 2-lb tins, doz	2.60
Lt. Amber, 16-oz. bots, doz	1.35
Comb, 1-lb glass jars, doz	1.75
Comb, 2-lb glass jars, doz	2.90

Pine Apples.

	Per Doz.
2 lb., fancy sliced, E. & C., 2 doz. in case	2 50
2 lb. grated, 2 doz in case.	2 25
2 lb. shredded, 2 doz. in case Hawaiian	1 65

Johnson's—Columbia.

2 lb. sliced, 2 doz. in case.	2 30
2 lb. grated, 2 doz. in case.	2 30
1 lb. sliced, 4 doz. in case.	1 15
1 lb. grated, 4 doz. in case.	1 15
gal., coreless, 4½ lb. te tin, ½ doz. in case, per lb	16
gal., grated, 7 lb. te tins, ½ doz. in case, per lb	13
2 lb., sliced, Baltimore, 2 doz. case	2 25
2 lbs., grated, Baltimore, 2 doz case	2 25
1 lb., cocktail, Baltimore ovals, 4 doz. case	1 25
2 lb., sliced, Singapore, 4 doz case	1 75
3 lb., sliced, Singapore, 2 doz. case	2 40
Royal Hawaiian, 2-lb grated, 2 doz. case	1 80
2-lb sliced, flats, 2 doz. case	2 00
Tall, 2-lb sliced, 2 doz. case	2 00

COLUMN 8.

Department 5.

JELLIES, JAMS, ETC.

Griffin Extra Preserves.

Raspberry, strawberry, blackberry currant, loganberry, per doz. $2.00

Cherry, per doz. $2.00

Less 10 per cent in 5-case lots.

Apricot, Damson, Fig, Gooseberry, Gage, Peach, Plum, Quince, per doz. $1.80

Orange Marmalade $1.75

Long's Preserves.

Strawberries, Raspberries, Blackberries, Loganberries, Cherries, Pineapples, Pears, Figs, in 20-oz. glass jars, 2 doz. in cs., per doz. $3 50

Apricot, Plum, Quince, Orange, Peach, in 20-oz. glass jars, 2 doz. in cs., per doz. $ 20

Asstd, 2 doz. in cs., per doz. 3 30

JAMS.

Curtice Bros. Co., Rochester, N. Y.

In 16 oz. Glass Jars.

Strawberry, raspberry, raspberry and currant, red cherry, white cherry, apricot, black currant, red currant, quince (sliced), peach (sliced), pear (sliced), blackberry, gooseberry, grape, green gage, egg plum, damson, pineapple marmalade, tomato marmalade, orange marmalade, per dozen, $1.95.

All above packed in cases of 2 dozen each.

COLUMN 9.

Long's Peerless Jams.

Strawberry, Raspberry, Blackberry, etc., in 16-oz. glass jars, 2 doz. in cs., per doz. 2 00

Long's Pure Currant Jelly.

Tumblers, 2 doz. in cs., doz. 2 00

30-lb. kits, per kit 3 00

15-lb. kits, per kit 1 75

Marmalades.

Orange (Dundee) 48-1's, doz. 2 75

COLUMN 10.

Apple Butter.

Heinz, 2's, 2 doz. in cs, doz. 2 25

Heinz, 3-lb stone crocks, doz 4 25

Heinz, 4½-lb stone crocks, dz 6 50

Heinz, 18-lb. stone crocks, lb. 11

Peach Butter.

Heinz 4½-lb stone crocks, doz 9 00

Heinz, 18-lb. stone crocks, lb 14

Maraschino Cherries.

Long's, qts, 12 to cs, per cs. 6 50

Long's, pts., 24 to cs., per cs. 7 50

FRUIT	JELLIES 2 lb. Extra	2 lb. Stand	1 lb. Extra	Tumblers	Ex. Lunch 1 lb Glass	JAMS 2 lb. Extra	2 lb. Stand	1 lb. Extra	Tumblers	Ex. Lunch 16 oz. G/a Preserves
Apple	1 55	1 35	1 00	90	1 75					
Apricot	1 55	1 35	1 00	90		1 60	1 35	90	90	1 80
Assorted	1 55	1 35	1 00	90	1 75	1 60	1 35	95	90	1 80
Assorted No. 2					1 75				95	1 80
Blackberry	1 55	1 35	1 00	90	1 75	1 85	1 60	95	90	1 80
Cherry										1 80
Crabapple	1 55	1 35	1 00	90	1 75					
Currant	1 75	1 50	1 10	90	1 90	1 85	1 60	95	90	1 80
Damson					1 75					1 80
Fig						1 60				1 80
Gooseberry	1 55	1 35	1 00	90	1 75			95	90	1 80
Grape (Catawba)					1 75					
Green Gage										1 80
Lemon	1 55	1 35	1 00	90						
Loganberry					1 75					1 80
Orange Marmalade		1 35	1 00	90		1 60		90	90	1 75
Peach	1 55	1 35	1 00	90		1 60	1 35	90	90	1 80
Plum	1 55	1 35	1 00	90	1 75	1 60	1 35	90	90	1 80
Quince	1 55	1 35	1 00	90	1 75	1 60	1 35	90	90	1 80
Raspberry	1 55	1 35	1 00	90	1 75	1 85	1 60	95	95	1 80
Strawberry	1 55	1 35	1 00	90	1 75	1 85	1 60	95	95	1 80

Department 6.

CANNED FRUITS AND CANNED VEGETABLES.

¼lb. Extras	2½ lb. Extras	2½ lb. Extra Standards	2½ lb. Standards	2½ Second	2½ Water	2½ Pie	KIND	Gallons Extras 3 lb. Grade	Gallons Extras 2½ lb. Grade	Gallons Extra Standard	Gallon Standard	Gallon Water	Gallon Pie
2 25	1 65	1 40	1 30	1 15	1 05	1 05	Apples			4 00	3 50		2 65
2 50		1 35	1 25	1 10	1 00	1 00	Apricots	5 75	5 00	4 50		2 75	2 40
							" peeled						
							" sliced						
							Assorted						
2 25	1 70	1 45	1 35	1 20			Blackberries			4 25	4 00	3 75	3 40
	2 20	1 90	1 75				Cherries (Royal Anne)						3 65
	2 10	1 75	1 60				Cherries (White)						3 65
2 80	1 90	1 75	1 60				Cherries (Black)			5 25	4 60		3 65
2 00	1 35	1 20	1 10	95	90	90	Grapes (White Muscat)			3 50	3 10	2 50	2 25
	1 60		1 25	1 10			Nectarines						
2 65							Peaches (Yellow)	6 50	5 25	4 60	4 25		
2 75							Peaches (Lemon Cling)	7 75	7 00		5 00		
2 75				1 40			Peaches (Lemon Cling Sliced)	7 75	7 00	5 75	5 00		
							Peaches (White Heath)			5 25	4 75		
2 65			1 55				Peaches (White Heath Sliced)						
2 75	2 00	1 70	1 60	1 35		1 00 1 05 pld	Pears (Bartlett)	7 00	6 25	5 25	4 75	3 75	2 40 pld 2 15 unpl
2 10	1 45	1 20	1 10	95	90	90	Plums (Green Gage)	5 00	4 25	3 50	3 25	2 55	2 30
2 10	1 45	1 20	1 10	95	90	90	Plums (Egg)	5 00	4 25	3 50	3 25	2 55	2 30
2 10	1 45	1 20	1 10	95	90	90	Plums (Gold Drop)	5 00	4 25	3 50	3 25	2 55	2 30
2 15	1 50	1 25	1 15	1 05	95	95	Plums (Damson)						
	2 60	2 35	2 10	1 95			Raspberries						
	2 10	1 85	1 70	1 45			Strawberries						

Department 7.

PROVISIONS.

Hams.

Eastern Standard, 17/19		.13½
Eastern Standard, 15/16		.13½
Eastern Standard, 12/14		.13¾
Eastern Standard, 10/12		
Eastern Fancy	10-12	.14¼
Local cure, all averages		.12¾ .13¼
Picnic Hams		.8½

Boiled Hams.

Skin on	.17½
Skin off	.19½

Breakfast Bacon.

Eastern Standard, 6/8	.15½
Eastern Standard, 8/10	.15
Eastern Standard, 10/12	.14¼
Eastern Fancy	.18½
Local cure	13½ .15½

English Cured Bacon.

Eastern cure, 8-10	.14½
Eastern cure, 10/12	.14

Dry Salt Bacon.

Clear medium Bacon	.11
Clear light medium	.11
Clear Lt. med. select	.11½
Light Belly	.13
Extra light Belly	.13½
Bacon Backs	.10¾
Bacon Bellies	.12½

Dry Salt Meats.

Sides	.10¼
Bellies	.11
Backs	.10
Fat Backs	.10

Barreled Pork.

	Bbls.	½-bbls.
Spare Ribs	$	
Family Pork	14.50	7.50
Clear Pork	19.00	9.75
Pig Pork	22.50	11.50

Barreled Beef.

Mess Beef	11.50	6.00
Extra Mess Beef	11.50	6.08
Family Beef	11.50	6.00
Extra Family Beef	12.00	6.25
Beef Tongues	25.00	13.00

Pigs Feet.

Tierces, about 300 lb.	$18.00
Barrels, about 200 lbs.	13.50
½ barrels, about 80 lbs.	5.00
Kegs, about 25 lbs.	2.10
Kits, about 15 lbs.	1.25

Honey Comb Tripe.

Tierces, about 300 lbs.	$17.00
Barrels, about 200 lbs	13.00
½ barrel, about 80 lbs.	5.00
Kegs, about 25 lbs.	2.10
Kits, about 15 lbs.	1.25

Sausages.

	Per lb.
Braunschweiger	17
Italian Salami	23
D'Arles	22
Mortadella	24
Bologna	8½
Frankfurters	8½
Garlic Sausage	9
Liver Sausage	8½
Pork Sausage	8½
Head Cheese	8½
Tongue Sausage	8½

Pure Leaf Lard.

Tierces, about 350 lbs net	9¾
½-bbls, about 100 lbs net	10
80-lb. Wood Tubs, 80-lbs. net	9⅞
60-lb. Wood Tubs, 60 lbs. net	9⅞
20-lb. Wood Pails, 20-lbs. net	10⅜
50-lb. Cans, 1 to a case	10
20-lb. Cans, 4 to a case	10⅛
10-lb Cans, 6 to a case	10½
5-lb. Cans, 12 to a case	10⅝
3-lb. Cans, 20 to a case	10¾

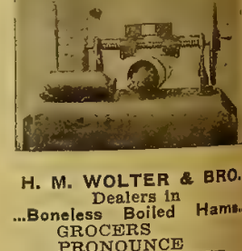
Compound Lard.

Tierces, about 350 lbs. net	5¾
½-bbls., about 100 lbs. net	6
80-lb. Wood Tubs, 80 lbs. net	5⅞
60-lb. Wood Tubs, 60 lbs. net	5⅞
20-lb. Wood Tubs, 20 lbs. net	6⅜
50-lb. cans, 1 to a case	6
50-lb. cans, 2 to a case	6
20-lb. cans, 4 to a case	6⅛
10-lb. cans, 6 to a case	6⅛
5-lb. cans, 12 to a case	6⅜
3-lb. cans, 20 to a case	6¾

ANCHOR PACKING CO.
140 Eighth St., S. F., Cal.
PORK PACKERS AND PROVISION DEALERS.
Boilers of Kingan and Anchor Hams.
SAUSAGES, COOKED MEATS, TONGUE

Hams, Kingan, boneless boiled	18c
Anchor, "	17c
Bacon (special)	16c
Lard, 55	9¾c
" 20	10c
" 10	10c
" 5	10¼c
" 3	10¾c

Please note that our hams are all hand tied.



H. M. WOLTER & BRO.
Dealers in
...Boneless Boiled Hams...
GROCERS PRONOUNCE THEM THE BEST.
103 12th St. Tel., Mint 1763
KINGAN 20
CUDAHY "REX".....19

HEINEMAN & STERN
916 Larkin Street

	Lbs.
Garlic Sausage, Ring	"
Bologna	"
Frankfurter	"
Rollada	"
Smoked Beef	"
Pickled Meat	"
Headcheese	"
Tougues	Do
Dried Beef	"
Smoked Mutton	

Prices quote on application by telephone or letter.

COLUMN 11.

COLUMN 12.

Department 8

CANNED MEATS

ALL PRICES ARE PER DOZEN	No. ¼ Tins 4 Doz. in Case	No. ¾-¼ 2 Doz. Tins in Case	No. 1 Tins 2 Doz. in Case	No. 2 Tins, 1 or 2 Doz. in Case	No. 6 Tins 1 Doz. in Case	No. 14 Tins ½ Doz. in Case	No. 1 Tins 1 Doz. in Case
Corned Beef	.....	.....	1 30	2 30	8 25	18 25	.....
Roast Beef	.....	.....	1 30	2 80	8 25	.....	.....
Roast Ribs of Beef, Boneless	.....	...	1 40	2 50	.....	.....	.....
Roast Mutton	.....	.....	.....	2 70	.....	.....	.....
Brisket Beef	.....	.....	1 40	2 50	.....	.....	.....
Boiled Beef	.....	.....	1 35	2 40	8 25	.....	.....
Chipped Beef	.....	1 20	2 10	.....	15 50	.....	.....
Sliced Beef, in tins	.....	1 40	2 50	.....	.....	.....	.....
Sliced Beef, in glass	.....	1 45	2 75	.....	.....	.....	2 75
Brawn	.....	.....	1 40	2 45	8 25	.....	.....
Compressed Ham	.....	.....	1 50	2 75	.....	.....	.....
Lunch Tongue	.....	1 90	3 25	6 50	.....	.....	.....
Lambs Tongue	.....	1 70	2 95	.....	.....	.....	.....
Sliced Ham	.....	.....	3 70	6 40	.....	.....	2 80
Sliced Bacon	.....	.....	.....	.....	.....	.....	.....
Sliced Bacon in Glass	.....	.....	.....	.....	.....	.....	.....
Deviled Ham	40	80	.....	.....	.....	.....	.....
Potted Ham	40	80	.....	.....	.....	.....	.....
Potted Ox Tongue	40	80	.....	.....	.....	.....	.....
Potted Chicken	90	1 60	.....	.....	.....	.....	.....
Potted Turkey	90	1 60	.....	.....	.....	.....	.....
Deviled Chicken	90	1 60	.....	.....	.....	.....	.....
Deviled Turkey	90	1 60	.....	.....	.....	.....	.....
Boneless Chicken	.....	3 40	5 55	.....	.....	.....	.....
Boneless Turkey	.....	3 40	5 55	.....	.....	.....	.....
Veal Loaf	.....	1 10	2 10	.....	.....	.....	.....
Ham Loaf	.....	1 10	2 10	.....	.....	.....	.....
Beef Loaf	.....	1 10	2 10	.....	.....	.....	.....
Chicken Loaf	.....	1 60	2 75	.....	.....	.....	.....
Chicken Pate and Ham	.....	1 10	.....	.....	.....	.....	.....
Chili Con-Carne	.....	.....	1 40	.....	.....	.....	.....
Beefsteak and Onions	.....	.....	1 60	.....	.....	.....	.....
Hamburger Steak with Onions	.....	1 95	2 00	.....	.....	.....	.....
Frankfurter Bratwurst	.....	.....	2 00	.....	.....	.....	.....
Sweetbreads	.....	.....	2 40	.....	.....	.....	.....
Vienna Sausage	.....	90	1 55	.....	.....	.....	.....
Oxford Sausage	.....	.....	2 45	.....	.....	.....	.....
Bologna Sausage	.....	.....	2 25	.....	.....	.....	.....
Vienna Sausage and Kraut	.....	.....	1 20	.....	.....	.....	.....
Corned Beef Hash	.....	1 10	1 55	.....	.....	.....	.....
Lunch Sausage	.....	90	.....	No 1½ 6 50	No 2 7 50	No 2½ 9 50	No. 3 12 00
Ox Tongue, whole	.....	.....	.....	2 45	.....	.....	.....
Minced Collops	.....	.....	.....	1 75	.....	.....	.....
Tripe	.....	.....	.....	2 50	.....	.....	.....
Pork Sausage	.....	1 05	.....	.....	.....	.....	.....
Stewed Kidneys	.....	.....	90	1 40	.....	.....	1 85
Pork and Beans, Plain	.....	.....	95	1 45	.....	.....	1 90
Pork and Beans, with tom. sc'e	.....	.....	.....	.....	.....	.....	.....

Department 9.

FISH AND CHEESE.

Russian Caviar.

	Per doz
1-lb cans, 2 doz in case	$13 00
½-lb cans, 2 doz in case	6 75
¼-lb cans, 5 doz in case	3 65
⅛-lb cans, 6 doz in case	2 00
White Label Brand	3.50

CHEESE.

Foreign and Domestic.

New York State Factory		18½
Cheddars, October make		
Twins, " "		19
Calif. State factory flats	10	11
Calif. State factory Young Americans	12½	13½
Limburger, Eastern, ₩ lb	18	19
Swiss, imported, ₩ lb		25
Roquefort, ₩ lb		38
Gouda, ₩ lb		27
Pineapples, Eastern, 6 in cs, ₩ case		$3 35
Pineapple, Eastern, 6 in cs, small		2.35
Holland or Edam, medium, plain, per doz	$ 8.50	9.00
Holland or Edam, medium, in bladders, per doz	9.50	10 00
Holland or Edam, large, plain, per doz	9.50	10.00
Holland or Edam, large, in bladders, per doz	10.50	11.50

Fancy.

Camembert Brie, Roquefort, and Gorgonzola, jars	3 00
Parmesan C & B, sml bot, doz.	3.00
Parmesan C & B, lge bot, doz.	5.00

Bayle's.

	Small	½-lb.	1-lb.	2½-lb	5 lb
Deviled Cheese	$1.00	$2 25	$4.00	$ 500	$9.00
After Dinner Cheese	$1.00	2.40	4.00	4 50	7.50
Roquefort Cheese	$1.00	2.40	4.00	4.50	7.50

SALT FISH.

Pacific Codfish.

Bodies, 50 lbs each, per lb	5¼
Cod, selected, 100 lbs ea, pr lb	6
Bones, 30-lb boxes, per lb	7
Bones, Strips, 40lb bxs, pr lb	7½
Boneless Blocks, 40lb bxs, p lb	7½
Boneless Tablets, 36 bxs, pr lb	8
Boneless Bellies, 60 bxs, pr lb	10½
Boneless Bellies, extra, 60-lb boxes, per'les, extra, 60-lb	10½

Eastern Codfish.

Gen Georges, 3 fish to cs.	$10.00
Gen. Georges, 12 fish to cs	9.00
Geo. Cur. Cod, 16, 18 fish to case	8 50
Geo. Cur. Cod, 40 fish to cs	8 00
Gen. Geo. Middles, 60 fish.	13½
Gen. Geo. Tablets, 36 fish.	11½
Gen. Geo. Blocks, 40 fish..	11½

Shredded Codfish.

Codfish, Beardsley's shredded, 2 doz. in case 1.00

Norwegian Mackerel.

Bloater, 200-lb. bbl., 120-130 fish,	48.00
Bloater, 100-lb. ½ bbl., 60-65 fish	25.00
No. 1, 200-lb. bbl., 150-160 fish	38.00
No. 1, 100-lb. ½ bbl., 75-80 fish	20.00
No. 2, 200-lb. bbl., 220-240 fish	30.00
No. 2, 100-lb. ½ bbl., 110-120 fish	16.00
No. 3, 200-lb. bbl., 300-350 fish	26.00
No. 3, 100-lb. ½ bbl., 150- 175 fish	14.00

Irish Mackerel.

No. 1, 200-lb. bbl., 200-220 fish	none
No. 1, 80-lb. ½ bbl., 80-90 fish	none
No. 2, 200-lb. bbl., 325-350 fish	21.50
No. 2, 80-lb. ½ bbl., 130-140 fish	9.00
No. 2, 200-lb. bbl., 475-500 fish	20.50
No. 2, 80-lb. ½ bbl., 180-190 fish	9.00
No. 1, 10-lb kits, 15-16 fish	1.35
No. 2, 10-lb. kits, 20-22 fish	1.25

American Bloaters.

Shore Bloaters, 200-lb. bbl., 115-120 fish	27.00
Shore Bloaters, 80-lb. ½ bbl., 45-50 fish	11.50
Extra No. 1. 200-lb. bbl., 120-130 fish	26.00
Extra No. 1, 80-lb. ½ bbl., 50-55 fish	11.00
No. 1, 200-lb. bbl., 140-150 fish	none
No. 1, 80-lb. ½ bbl., 60-65 fish	none
No. 2, 200-lb. bbl., 130-140 fish.	28.50
No. 2, 80-lb. ½ bbl., 55-60 fish.	11.00
No. 2, 200-lb. bbl., 140-160 fish.	none
No. 2, 80-lb. ½ bbl., 60-65 fish.	none
No. 2, 200-lb. bbl., 160-180 fish.	none
No. 2, 80-lb. ½ bbl., 70-80 fish.	none
No. 2, 200-lb. bbl., 180-200 fish.	none
No. 2, 80-lb. ½ bbl., 80-90 fish.	none

In Kits.

Extra Mess, 7 to 8 fish, each	$2.00
No. 1, kits, 8 9 fish or 15-17 fish	1.50-1.85
No. 2, kits, 8-9 or 20-22 fish	1.25

Salmon.

King, bbls	$ 12 00
Oregon Silversides, bbls	9 00
Alaska Red, bbls	10 50
Alaska Red, ½-bbls, 100 lbs	5.50
Alaska Red, kits	1.00
Bellies, bbls	7 50
Bellies, ½-bbls, 100 lbs.	4 25 4.50
Tongues and Sounds, kits, 10lb	1.25
Tongues and Sounds, ½-bbls.	9 00

COLUMN 13.

New Herring.

Holland, ex. selctd mxd bbls.	$17 00
Holland, ex. selctd mxd ½-bbl	9.00
Holland, ex. selctd mxd, keg.	1.10
Holland, cheaper grade	80
Holland, cheap. gr., mxd, bbls	15 00
Holland, chp. gr., mxd, ½-bbl	8.00
Holland, ex. selct Milchner, bbl	none
Holland, ex. selct Milchner, ½-bbl	none
Holland, ex. selct Milchner, keg	none
Holland, cheaper grade	.90
Holland, cheaper grade, bbls.	17.00
Holland, cheaper grade, ½-bbl	9.00
Labrador Split, 100 fish	5 25
Labrader, round, 100 fish	4 75
Pacific, ½-bbl	2.25

SMOKED FISH.

Bloaters, Grim., 100 in box	$3.65
do. do. 50 in box	1.50
Bloaters, Cromarty	2.65
Yarmouth, 100 in box	
Halibut, chunks	15
Herring, in boxes, Eastern	22½
Herring, in boxes, Washington	15
Herring, boneless, Beardsley's tins, doz	$1.50
Herring, boneless, Beardsley's small, doz	1.00
Herring, Beardsley's Boneless, vacuum tumblers, 2 doz. in case	1.35
Finnan Haddies	2.35
Moir's Selected Red Herrings, 100s	2.10
Moir's Selected Red Herrings, 50s	1.25
Salmon, per lb	10 20

POTTED FISH.

	Per doz
Potted Crab	$1.35
Kipper Paste	1.00
Anchovy and Bloater Paste, plain pots	2.30
Ditto, fancy pots	4.75
Yarmouth Bloater Paste	.75
Ditto, fancy pots	4.75
Kippered Herrings	1 00
Kippered Herrings, Meirs	1.90

CANNED FISH.

	Doz.
Anchovies, in oil, 2 doz. ½ pts., in glass, doz	4.00
Anchovies 2 doz. ¼ pts., doz	3 00
Bloaters, Yarmouth C. & B.	4.50
Codfish Balls, 2-lb tins, per doz	2.25
Eels, Hamburg, in jelly, 1-lb tins	1 90
Eels, smoked, 1-lb, ₩ doz	2.40
Finnan Haddies, 2-lb oval	2.25
Finnan Haddies, 1-lb, round, ₩ doz	2.00
Sardelles, imported, 1-lb tins.	3.00
Sardelles, imported, in glass.	3 00
Sardelles, domestic, 1-lb glass	2.25
Sardelles, Ankers, ½ keg	3 00

Mackerel.

1-lb tins, 50 in a case.
2-lb tins, 2 doz. in a case.

Gold Label, 1-lb tins	1.50
P. & W., 2-lb soused	2.75
P. & W., 2-lb, mustard	2.75
P. & W., 2-lb, tomato	2.75
Underwood, 2-lb, soused	2.85
Underwood, 2-lb, tomato	2.85
Underwood, 2-lb mustard	2.85
Los Angeles, 2-lb, soused	2.55
Los Angeles, 2-lb, tomato	2.55
Los Angeles, 2-lb, mustard	2.55
Mt. Desert, 2-lb, soused	2.25
Mt. Desert, 2-lb, tomato	2.25
Mt. Desert, 1-lb, soused	1.35
Blueback, 1-lb, fresh	1.10

"Sunset" Mackerel.

Soused, 18 oz. tins, 4 doz. in case, case	$4.50
Tomato, 18 oz. tins, 4 doz. in case, case	4.50
Mustard, 18 oz. tins, 4 doz. in case, case	4.50

1311-1315 Pacific Street.

Mackerel in Oil.

Bezler's	3.00	4.00
Lemarchand	5.00	7.00

Booth's Crescent Mackerel.



(Soused, Tomato and Mustard.)

1's, 4 doz. to case, per doz	1.80
2's, 2 doz. to case	2.50

Salmon.

Alaska Red, 1lb tins, doz	1 10
Alaska Red, 2lb tins, doz.	1 90
Alaska Pink, 1lb tins, doz	80
Alaska Pink, 2lb tins, doz	1 40
Alaska Flats, 1lb tins, doz.	1 10
Oregon Red, 1lb tins, doz.	1 60
Oregon Red, 2lb tins, doz	1 85
Oregon Pink, 1lb tins, doz	80
Oregon Pink, 2lb tins, doz	1.60
Oregon Flats, 1lb tins, doz.	1.00 1.60
Columbia River, 1lb talls.	1.60
Columbia River, 1lb flats.	1.75

French Sardines.

¼s, according to quality and size of tin, p. cas	9.50	12 50
⅛s, according to quality and size of tin, p. case	19.00	20.00

COLUMN 14.

American Sardines.

Packed 3 1-3 doz in a case.

¾s 50 tins in case.	
American ¼s in oil, per case	$3 50
American ¼s in oil, 5-case lots	3 35
American ¼s in oil, per doz	.50
American ¼s in mustard, doz.	.60
American ¼s in mustard, case	4 00
American ¾s in mustard, doz.	.90
American ¾s in mustard, case	3 00

Sprats.

Piloto	6.75 7.00
Menhie	6.75 7.00

SHELL FISH.

Abalones.

4 doz in cs, with shells, cs. 6.00

Clams and Clam Juice.

	Doz.
Doxsee Clams, 1-lb. tins	$1.65
Doxsee Clams, 2-lb. tins	2.65
Doxsee Clam Juice, 1-lb. tins	.90
Doxsee Clam Juice, 2-lb. tins	1.60
B & M Lunch Clams, flat tins	1.37½
Underwood Clams, 1-lb. tins	1.05
Underwood Clams, 2-lb. tins.	1.60
P. & W. Clams, 1-lb. tins	1.00
P. & W. Clams, 2 lb. tins	1.50
Oxford Clams, 1-lb. tins	1.10
Oxford Clams, 2-lb. tins	1.50
P. & W. Clam Chowder	2.10
Burnham's Clam Bouillon, qts	90
Burnham's Clam Bouillon, pts	4 50
Burnham's Clam Bouillon, ½ pints	2.40

Lobsters.

	Doz.
1-lb. tins, 4 doz. in case.	
Red Jackets, flats	2.85
Deep Sea Picnics	2.40
Triumph Talls	2.60

Oysters.

Oysters, Selects, 12 oz.	$1.60
Oysters, Selects, 6 oz.	3.25
Oysters, Standard, 10 oz.	2.00
Oysters, Standard, 6 oz.	1.10
Oysters, Standard, 8 oz.	1.70
Oysters, Standard, 4 oz.	.90

Shrimps.

Shrimps, pickled, 1-lb, tins	$1.10
Shrimps in Tomato Sauce, 1-lb. flats	
Dunbar's Picnics, 4 doz in cs	1.25
Dunbar's 1½-lb., 2 doz in cs	2.25
Pickled Shrimps, 1-lb., 4 doz in case	1 20

Department 10.

LAUNDRY MATERIALS.

Ammonia.

GREER'S WASHING AMMONIA

First grade absolutely pure. 180 Beaume Strength.

Pints (2 doz. to case)	$1 55 per doz.
Quarts (1 doz. to case)	2 55 " "
½ Gals (½ doz. to case)	4 25 " "

WASHING AMMONIA
Standard Grade,

Pts.,	2 doz. to case, per doz	$ .75
Quarts, 2	" " "	1 25

GREER'S TOILET AMMONIA
Lavender and Violet.
Pints (2 doz to case)....$2 50 per doz.



Parson's Household Ammonia

	per doz.
½ gals., 1 doz. in case	$4 50
Quarts, 1 doz. "	2 65
Pints, 2 doz. "	1 75
Dime size 3 doz. in case, per case	2 95

Bluing.



Liquid Laundry Bluing.

Scott & Gilbert Co.
Mfgrs., 302 Davis St

SUNSET

	doz.
¼ pints, 3 doz. case	40
½ pints, 3 doz case	60
Pints, 2 doz. in case	75
Quarts, 2 doz. cs.	1 45

Bluing, ball.

Mikado, ½'s, 100-lb case, lb	20
Mikado, ¼'s, 100-lb case, lb.	22
Nuremberg, A, ½'s, ₩ lb	33
Do A, D, ½'s, ₩ lb	25
Do A, C, R, ½'s, ₩ lb	21
Washerwoman, ½'s, ₩ lb	12
Do ¼'s, ₩ lb	14
German Ultramarine ½s, ₩ lb.	12
Do ¼'s, ₩ lb	14
Deschamp's French, 1's, ₩ lb.	28
Do ½'s, ₩ lb	29
Gold Medal, qt, ₩ doz	1.25
Do pt, ₩ doz	1.00
Do ½-pt, ₩ doz	75
Do ¼-pt, ₩ doz	45
Do China Label, qt, ₩ doz.	1.25
Greer's, 1 dz qts. & doz	2.25
2's, 2 doz. to cs	2.50
Do 3 doz. pts, ₩ doz	1.44
Do 3 doz. ½ pts, ₩ doz	90
Pacific, 1 doz. qts, ₩ doz	1.10
do. 2 doz., qts & doz	55
Do 3 doz. ½ pts, ₩ doz	45

COLUMN 15.

Borax.

20-Mule Team, powdered 1's, cs. of 3 doz	$3 28
20-Mule Team, powdered 12-oz. cs. of 4 doz	3.60
20-Mule Team, powdered ¼'s, cs. of 8 doz	3 84
(Less 5 per cent. in 5 case lots; 10 per cent. in 10 case lots).	
Cartons, 1's, 2 doz. in box	.09
Lump, 25 lb. in box	.08
Powdered, 25 lb in box	.08½

Chloride of Lime.

Brookman's, 1's, ₩ lb	7½ 7½
Do ½'s, ₩ lb	8½ 9
Salter's Purity Brand, ex qual. doz	.85

Lye.

Big Bonanza Lye

Case of 48-1 lb tins	3.30
5 case lots	3.25

Star Scrubbing Lye

48-½ lb tins, per case	1.75
5 case lots	1.70
Merry War, 4 doz in case	3.10
Merry Nickel, 4 doz to case	1.75
Eagle Lye, 4 doz. in case	3.00
Do 3-case lots	3.50
Do 5-case lots	3.40
Tomson's Red Seal, 4 dz. to cs	4.00
Do 5-lb, 12 5s to case	4.50
American, 4 doz in case	3.25
Do in 5-case lots	3.00
Babbitt's Lye, 4 doz in case	3.25
Do in 5-case lots	3.00



BANNER LYE

Cs., 4 doz	$4.00
Cs., 2 doz	2.00

SPECIAL FREE DEAL

LIMITED

Freight Paid to Country Points

5 Case lots, per case	$4.25
One additional case free	
Net cost	3.64
3 Case lots, per case	4.25
One additional case free	
Net Cost	3.64

Sal Soda.

California, sks	85-90
California, bbls	90 1 00

Department 11

STARCHES.

Corn Starch.

Log Cabin, 40 1s, per pkg	4
Liberty, 40 1s, per pkg	5½
Duryea's, 40 1s, per pkg	7¾
Niagara, 5-box lots, pkg	5½
Niagara, 40 1s	5½
Kingsford's, 40 1s, pkg	7¾
Lily Corn, 40 1s, per pkg	5½
Lily Corn, 5-box lots	5½
Lily Corn, 20 1s, per pkg	6⅞
Sioux City, 40 1s, per pkg	6⅞
Sioux City, 5-box lots, pkg	5½
None Such, 40 1s, per pkg	6½

Laundry Starch.

Elastic Starch, 64/1's, per box	5 00
Celluloid, 64/1's, per box	5 00
Best Gloss, 48/1's, per lb	6½
Liberty Gloss, 48/1's, per lb	6½
Liberty Gloss, 16/3's, per lb	6½
Best, 12/6's, per lb	5½
Standard, bulk 40-lb. boxes	3½
Sioux Gloss, 48/1's	6½
Sioux Gloss, 3's, 16 in box	6½
Kingsford's S. G., 1's, 40-lb. bx	8½
Kingsford's S. G. 6's, 12 in crate	8½
Kingsford's Pure, 1's, 40-lb. bxs	7½
Duryea's S. G., 1's, 40-lb. bxs	8
Duryea's S. G. 6's, 12 in crate	8½
Duryea's Superior, 1's, 40-lb. bx	7½
Niagara Gloss, 1's, 40-lb. bxs	5½
Niagara Gloss, 6's, 12 in crate	6½
Niagara Gloss, bulk, 50-lb. bxs	4½
Lily Gloss, 1's, 48-lb. box	5½
Lily Gloss, 6's, 12 in case	6½
Lily Gloss, 3's, 16 in case	7¼
None Such, 1s 48 lb boxes	5½
None Such, 6s 12 to crate	6
None Such, bulk, 50 lb box	4½

COLUMN 16.

Department 12

Soaps and Washing Powder

Western Star Soap

WHITE PETROLEUM BLEACHING.

100 bars per case $4.10

LASCO KOLD WATA NAPTHOL.

100 Bars per case $4.00

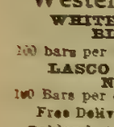
Free Delivery in San Francisco Oakland, Alameda and Berkeley

manufactured by

Los Angeles Soap Co.

San Francisco Office, 115 Davis St.

Telephone Grant 110.



THE BEAVER SOAP CO.,
Dayton, Ohio.

Grandpa's Wonder Soap.

100 cakes 4-oz $3.50
50 cakes 4-oz 3.50

Powdered Soap.

Grandma's Borax, 24 3-lb. per case $4.00
Grandma's Borax, 60 12-oz. per case 2.40

Peet Bros.

Silk Soap 2.80
Ammonia Benzoline 3.25
Cocoa Borax 4.10
Crystal White 3.95
Lily White (Floating)..... 3.80

Standard Soap Co.

Top Notch, 100, 10-oz..... $3.50
Sunburst, 100 12-oz 3.75
Yellowstone, 100 14-oz 3.75
Marigold, 100 16-oz 3.90
Thomas' Cool Water, 100 13-oz 4.00
Thomas' Cool Water, 20 13-oz .85
Milo, 100 4-oz., 100 cartons... 6.50
Magno "Floating Borax," 100 10-oz. 4.00
Gold Medal Borax, 100 10-oz.... 5.50
Gold Medal Borax, 20 10-oz.... 1.15
Purity, "Floating," 5c size.... 3.90
Purity, "Floating," 10c size.. 6.25
Purity, "Floating," 10c size, 20 1.30
Electric Mineral, 100 16-oz.... 5.50
Electric Mineral, 20 16-oz..... 1.15
Peerless Kitchen, 100 10-oz.... 3.00
Peerless Kitchen, 20 10-oz..... .65

Miscellaneos.

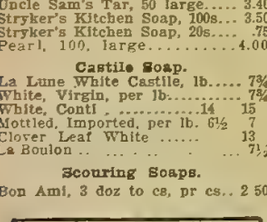
Miller's Naptha, per case..... 4.35
½ doz. toilet rec.
Fels Naptha, 100 14-oz..... 4.50
Hot or Cold, 100 10-oz..... 4.00
Life Buoy, 100 ..... 4.00
Mikado, 100 14-oz..... 3.90
Mikado, 20 14-oz..... .85
Lenox, 100 ..... 3.00
Lenox, 20 ..... .75
Ivory, 100 10-oz..... 7.00
Fairbanks Clairette, 100 ..... 3.35
Fairbanks' Santa Claus, 100... 2.85
Fairbanks' Copco, 100 ..... 3.90
Fairbanks' Fairy Oval, 100.... 3.90
Grandpa's Wonder, large, 50.. 3.50
Grandpa's Wonder, small, 100. 3.60
Peets' Pine Tar, 50 ..... 1.90
Peets' Pine Tar, 100 ..... 3.75
Babbitt's, 100 ..... 4.10
Jergins Pumice, 50 small..... 1.75
Jergins Pumice, 50 large..... 3.00
Uncle Sam's Tar, 100 small.... 3.50
Uncle Sam's Tar, 50 large..... 3.40
Stryker's Kitchen Soap, 100s... 3.50
Stryker's Kitchen Soap, 20s.... .75
Pearl, 100, large..... 4.00

Castile Soap.

La Lune White Castile, lb..... 7¾
White, Virgin, per lb..... 7¾
White, Conti 15
Mottled, Imported, per lb. 6½ 7
Clover Leaf White 13
La Boulon 7½

Scouring Soaps.

Bon Ami, 3 doz to cs, pr cs.. 2 50



Sapolio, scouring, ½ gross box, per box 4 50
Sapolio, hand, ½ gross box, per box 4 50

WASHING POWDERS.

Gold Dust, 24 3's, per case.... 4.50
Gold Dust, 100/10-oz..... 4.50
Lavarine, 36 1-lb., per case.... 3.00
Lavarine, 100 5c pkgs..... 3 50
Pearline, 36 1-lb. pkgs..... 3.10
Pearline, 100 6-oz pkgs..... 3.75
Soaperine, 20 3-lb. pgs..... 3.60
Soaperine, 50 1-lb. pkgs 3.35
Soaperine, 100 ½-lb. pkgs 3.60
Babbitt's 1776, 6-oz..... 2.35
Kleeno, 72/1's 4.50
Kleeno, 24/3's 4.25
Kleeno, 100/1½'s 3.75
Grandma's Borax, powdered, 24 3s 4.00
do. 60, ⅜s 2.40

COLUMN 17.

Department 13

OILS, PAINTS, ETC.

Coal Oil.

Water white, coal, bulk..... 12½
Pearl, cases, 25's 18
Astral, cases, 25's 18
Star, cases, 25's 18
Ex. Star, cases, 25's 31
Elaine, cases, 25's 26

Gasoline and Benzine.

86° Gasoline, bulk, 25 cases.... 31
74° Gasoline, bulk 16 cases..... 22½
63° Benzine, bulk, 13 cases..... 19½

Turpentine.

Strictly Pure, cases, 2-5's..... 95
Do drums or iron bbls. 89

Linseed Oil.

Strictly pure, raw, bbls.....gal 58
Do. boiled, in bbls...gal 60
Do. raw, cs, 2-5's....gal 63
Do. boiled, cs, 2-5's..gal 65

Castor Oil.

Baker's AA, cs, 2-5's 1.16
Pure, No. 2, cs, 2-5's..... 1.05
No. 1, cs, 2-5's ..... .70

Lard Oil.

Strictly pure, bbls., 75 cs..... 80
Sup. Win., str., bbls. 65 cs.... 70
No. 1, bbls. 55 cs 60

Neatsfoot Oil.

Cooper's bbls, 75 cs..... 80
Extra, bbls, 62½ cases..... 67½
No. 1, bbls, 57½ cases..... 62½

Lubricating Oils.

Star Cylinder Oil, bbls, 60 cs..65
Columbia Cyl. Oil, bbls, 40 cs..45
Gem Cyl. Oil, bbls, 30 cs.....90
Ruby Cyl. Oil, bbls, 50 cs.....60
Star Engine Oil, bbls, 50 cs...55
Columbia Eng. Oil, bbls, 30 cs.35
Paragon Eng. Oil, bbls, 45 cs..55
Red Eng. Oil, bbls, 27 cs..... .32
Star Mach. Oil, bbls, 30 cs.... .35
Star Dynamo Oil, bbls, 50 cs...55
Star Spindle Oil, bbls, 40 cs....45
Star Sep'tor Oil, bbls, 50 cs....55
Favorite Sep'tor Oil, bbls, 25 cs.30

Miscellaneous Oils.

Union Salad Oil	.45	50
Globe Salad Oil	.45	50
Pure Sperm Oil	.75	80
No. 1 Polar	.50	55
China Nut oil, ord'ry.....	62½	
China Nut oil, No. 1.....	.80	

WHITE LEAD.

Pioneer, in kegs 7 7¾

DRY PAINTS.

Eng. Paris White, bbls.	1.35	1.60
Whiting, bbls	1.00	1.15
Kalsomine, bbls		1¼
Prince's Min'l B'wn,bbls		1.65
Yellow Ochre, bbls		1½
Eng. Ven. Red, bbls....		1.50

Department 14

FARINACEOUS GOODS.

Flours.

GLOBE MILLS,
Cor. Chestnut and Montgomery

California Selected Wheat,
Barrel

** "Banquet" (fancy patent)..$5.05
*** "Silver Star" (patent).... 4.65

Blended Wheat,

*"Al" Family 5.15

Entire Eastern Wheat.

Globe, Bakers' .....
(½ bbls. 10 cents per bbl. higher.)

*"Al" must be retailed for not less than $1.40 per ¼ sack.
**"Banquet" must be retailed for not less than $1.30 per ¼ sack.
***Silver Star" must be retailed for not less than $1.25 per sack.

FLOURS.

Allen's Boston Brown Bread Flour, 24 pkgs, per case..... 3.60
Allen's Flour, 10 10-lb bags, per bale..... 4.50
Cal. Family $5.05 $5.10
Cal. Bakers', extra..... 4.80 4.90
Buckwheat, 10-lb sacks, per 100 lbs $4.50
Self Rising Buckwheat, 10-lb sacks, per 100 lbs..... 6.00
Graham, 10-lb sacks, per 100 lbs 3 25
Rice, 10-lb sks, per 100 lbs..... 8.00
Rye, 10-lb sacks, per 100 lbs.... 3 75
Whole Wheat, 10-lb sacks, per 100 lbs 3 50

Meals.

Yellow Corn, 10-lb sacks, 100 lb.$2.50
White Corn, 10-lb. sacks, 100 lb. 2.50
Ex. Cream Yellow, 10-lb. sacks, per 100 lbs. 3.75
Ex. Cream White, 10-lb sacks, per 100 lbs. 3.75
Oat Meal, 10-lb. sacks, pr 100 lbs 4.25
Steel-Cut Oat, 10-lb sacks, per 100 lbs 4.50

Pearled Cereals.

Pearl Barley, ...$6 00
Pearl Wheat, 150-lb bbls..... 4.40

Rice.

Choice Seed Japan..... $0.0 3¾
Good Seed Japan..... 03¼
Fair Seed Japan..... .03
Fancy Head Rice ..... 5 1-5 .06
Long Grain Rice ..... .04 .05
China No. 1 ..... .5 6
China No. 2 ..... 4 4½

COLUMN 18.

Rolled Cereals.

Rolled Oats, 7s and 10s, pr 100 lbs 4.50
Ex. Crm Rld Ots. 180-lb, bbl..$7.50
Ex Crm Rld Ots, 180-lb, 90-lb sks 7.00
Prid Reid Wheat, 150-lb, bbls. 4 40
Dr. Price's Food, pee case 4.00
5-case lots, $3.85

Sago and Tapioca.

Sago, original sacks, lb....02½ .03
Sago, 48/1's, per doz..... .70
Instantaneous Tapioca, 50/1's, per case 5.00
Instantaneous Tapioca, 36 to case 2.70
Tapioca, Flake ..... .03
Tapioca, repacked, per lb... .04½
One Minute Tapioca, 36 to cs 2.75
Arrowroot, Taylor's Bermuda, 12-lb box, 1, ½ and ¼ lb pkgs, per lb..... 32½

Miscellaneous.

Groats Oat, 10-lb sacks, 100 lbs.$4.50
Groats Buckwheat, 10-lb sks, 100 lbs 10.00
Hominy, igs, 10-lb sks, 100 lb. 3.75
Hominy, sml, 10-lb sks, 100 lbs 4.00
Split Peas (yel.) 25 and 50-lb boxes, 100 lbs..... 5.50
Split Peas (grn.) 25 and 50-lb boxes, 100 lbs..... 5.50
German Lentils, per lb..... .05½
Cracked Wheat, per 100 lbs ...3.75
Farena, per 100 lbs..... 4.50
Pearl Grits, per 100 lbs..... 4.25
Capitol Mills Pearled Hominy, bbls. 8.00
Capitol Mills Gran. Hominy, bbls. 8.50
Capitol Mills New Process B. W. Flour, bbl..... 9.00
Capitol Mills Steel Cut Oat Meal, bbl. 8.50

Breakfast Foods.

Capit'l Mills R'll'd Oats, 36/2's 3.60
Grape Nuts, 1 & 2 doz, pr doz 1.40
Breakfast Gem, case 3 doz..... 3.00
Wheatine, 36/2's, pr cs..... 3.75
Germea, 20 4-lb pkgs, pr cs.... 4.00
Germea, 24 2-lb pkgs, per case. $ 10
H-O Buckwheat, 7 doz 3-lb pkgs, per case 3.75
H.-O. Pancake Flour, case..... 3.90
H.-O. Oats, 24/2's, per case.... 3.15
Cream of Wheat, 36/2's..... 5.25
Crespo, 36/2's 2.75
Malta Vita, 36, 2s, cs..... 4.50
Our Mothers' Mush, 36 to cs.. 3.35
Twin Brothers Mush, 36 to cs.. 3.00
Carnation Wheat Flakes, 24/5's 5.40
A B C Breakfast Wheat, 72/2's 5.00
A B C Breakfast Wheat, 36/2's 2.60
Granola, 24/1's 2.25
Flaked Rice, 24/1's 3.00
Ralston Breakfast Food, 36/2's 4.50
Do. Barley Food, 36/2's.... 4.25
Do. Health Oats, 36/2's.... 4.00
Do. Hominy Grits, 36/2's.. 4.00
Do. Health Crisp, 36-4's.... 3 60
Do. Select Bran, 24/3's.... 2.50
Do. Pancake Flour, 36/2's 3.75
Do. Whole Wht Flr,4/4½s' 5.50
Quaker Oats, 36 2s 3.80
Scotch Oats 36 2s 3.65
Acme Grano, 20/4's, per case.. 3.75
Acme Gluten Farina, 24/1's, pr case 1.85
Acme Gluten Flour, 10-lb sks.. .80
Acme Wheat Flakes, 36/2's.... 3.00



Dr. Price's Wheat Flake Celery Food.

Per case...$ 3 75

Pastes (Domestic).

Macaroni, Vermicelli, etc.—
No. 1 Extra, per box..... .27
No. 1 Extra, 15 lbs. ..... .52
No. 1 Extra, 25 lbs. ..... .82
No. 1 Extra, 50 lbs. 1.65
No. 1 Extra, 100 lbs. 3.30
No. 1 Extra, ½ boxes ..... .15
Macaroni, Vermicelli & Spaghetti, No. 2 ..... .20
Royal Macaroni, Verm'l & Sp'ti, 24 1-lb pkgs., per case 1.70
Queen's Taste Mac., Ve m. & Sp. 12 3-lb cartons i case..... 2.15
It. Paste, ass'd, ab. 18 lbs. c., lb. .6½
Ro al It. Paste, 24 1-lb pkg c., pkg .8½
Golden Gate Egg Noodles, 24 1-lb. pkgs in case, per cs... 1.90
Farina, 24 1-lb pkgs..... 1.50
Discount 2 per cent for cash only.

COLUMN 19.

Department 15.

SPICES

PURE—Square Tins, Full Net Weight.

	⅛'s	¼'s	½'s	1's	2½ lbs.	5 lbs.	Blk
Allspice	$0 70	$0 95	$1 60	$ 2 80	$ 6 70	$12 75	21
Cinnamon	1 15	1 80	3 30	6 25	15 25	30 00	43
Cloves	90	1 35	2 40	4 35	10 60	20 55	31
Ginger	75	1 05	1 75	3 10	7 50	14 30	23
Mace	1 75	3 00	5 65	10 90	26 95	53 30	73
Mustard	70	95	1 60	2 80	6 70	12 75	21
Nutmeg	1 25	2 05	3 80	7 15	17 60	34 50	49
Pepper	80	1 10	1 90	3 40	8 25	15 85	25
Cayenne	80	1 15	2 00	3 55	8 65	16 65	26
W. Pepper	95	1 45	2 65	4 65	11 75	22 90	34
Sage	70	95	1 60	2 80	6 70	12 75	21
Thyme	70	1 00	1 65	2 95	7 10	13 50	22
Savory	70	1 00	1 65	2 95	7 10	13 50	22
Marjoram	75	1 10	1 85	3 30	7 85	15 10	24
Poultry Seasoning	....	1 50	.....	.....	.....	.....	..

SECOND GRADE—Round Tins, Short Weight.

	¼'s	½'s	1's	2½ lbs.	5 lbs.	Blk.
Allspice	55	1 00	1 75	3 95	7 60	13
Cinnamon	65	1 20	2 10	4 90	9 50	16
Cloves	65	1 25	2 25	5 20	10 20	17
Ginger	55	1 00	1 75	3 95	7 60	13
Mace	1 20	2 30	4 40	10 50	21 00	34
Mustard	55	90	1 50	3 60	7 00	12
Nutmegs	85	1 70	3 10	7 40	14 60	24
Pepper	60	1 15	2 00	4 55	8 80	15
Cayenne	60	1 15	2 00	4 55	8 90	15
W. Pepper	75	1 45	2 65	6 15	12 05	20
Sage	55	1 00	1 75	3 95	7 60	13
Thyme	60	1 05	1 90	4 25	8 25	14
Savory	60	1 05	1 90	4 26	8 25	14
Marjoram	60	1 05	1 90	4 25	8 25	14

SCHILLING'S BEST SPICES.—Nature's Best.

Square tins. Never sold in bulk.
Small, medium, large sizes have sifting tops except

Mustard.

	Small size per doz.	Medium size per doz.	Large size per doz.	Ex. Large size per doz.	Hotel size per tin.
Pepper	.75	1.20	2.20	3.75	.78
Mustard	.75	1.25	2.25	3.90	.81
Must. Comp.	.75	1.25	2.25	3.90	.81
Ginger	.75	1.25	2.25	3.90	.81
Allspice	.75	1.10	2.00	3.50	.73
Cinnamon	.39	2.25	4.25	7.50	1.85
Cloves	.85	1.40	2.60	4.75	.87
Nutmegs	1.60	2.75	5.25	10.00	2.00
Mace	1.75	3.00	5.75	11.50	2.15
Cayenne	.90	1.50	2.75	5.00	.93
Wh. Pepper...	.95	1.75	3.25	5.75	1.00
Sage	.75	1.25	2.25	3.90	.81
Thyme	.85	1.40	2.60	4.75	.87
Marjoram ...	.95	1.75	3.25	5.75	1.26
Savory	.85	1.40	2.60	4.75	.87
Cases contain..	6 doz.	4 doz.	2 doz.	2 doz.	1 doz.
Gross weight..	22 lbs.	23 lbs.	24 lbs.	40 lbs.	53 lbs.

MUSTARD.

Colman's, ¼'s, 12 lb to box, lb. .52
Colman's, ½'s, 12 lb to box, lb. .48
Colman's, 1's, 12 lb to box, lb.. .48
Colman's, 5's, per lb..... .40

Mustard, Prepared.

Small bottles, 24 to cs, pr doz .55
Small straights, fancy, 24 to case per doz ..... .95
Webb's Glass Top 1.35
Large Dusseldorfer, 24 to cs 1.60
In 3-gal kegs, per keg..... 1.15
In 5-gal kegs, per keg..... 1.70
Louit Freres, French, doz..... 2.25
Eddy's Salad Mustard—
6-oz., 24 to case..... .92½
8-oz., 24 to case..... 1.35
12-oz., 24 to case..... 2.00
Hirshes Horseradish Mustard—
10-oz., 24 to case..... 1.25

Department 16

BAKING POWDER AND FLAVORING EXTRACTS.

ROYAL

	1 cs. lot	5 cs. lot	15 cs. lot
¼ lb cans....	$ 1 38....	$ 1 36....	$ 1 34
6 oz cans	1 92....	1 89....	1 87
½ lb cans....	2 57....	2 52....	2 50
12 oz cans....	3 82....	3 75....	3 72
1 lb cans ..	4 95....	4 85....	4 80
2½ lb cans...	11 85....	11 40....	11 28
3 lb cans ..	13 60....	13 34....	13 20
5 lb cans ..	22 35....	21 90....	21 68

An extra discount of 1 per cent if packed in barrels.

Schilling's Best Baking Powder.

Never sold in bulk.

10-lb. tins, per doz.....	$39.00
5-lb. tins, per doz.....	20.00
4-lb. tins, per doz.....	16.00
3-lb. tins, per doz.....	12.50
2½-lb. tins, per doz ...	10.50
16-oz. tins, per gross....	$53.00
12-oz. tins, per gross....	41.00
8-oz. tins, per gross....	28.00
6-oz. tins, per gross....	22.50
4-oz. tins, per gross....	16.50

TROPHY

4 oz, per doz.....	$0.95
6 oz, "	1.35
8 oz, "	1.70
12 oz, "	2.35
1 lb., "	3.00
2½ lb., "	7.50
3 lb., "	9.00
6 lb., "	14.50

MISCELLANEOUS.

Home, 10 oz.....	$0.90
Home, 25 oz.....	2.00
Home, 50 oz.....	4.00
Home, 80 oz.....	6.00
K. C., 10 oz.....	.85
K. C., 15 oz.....	1.25
K. C., 25 oz.....	2.12½
K. C., 50 oz.....	4.00
K. C., 80 oz.....	6.50

COLUMN 20.

Cream Tartar.

Standard, bulk, 30-lb box..... .27
Standard, 12 1-lb tins..... .28
Pure, bulk, 30-lb box..... .38
Pure, 5-lb tins, per lb..... .38
Pure, ½-lb tins, per doz..... 5.00

SODA.

Churches, A. & H., or Dwight's Cow Brand, 60 lbs. to case.
1-lb ..... per lb. $0.05
½-lb ..... per lb. .05⅝

EXTRACTS FLAVORING.

GUITTARDS' "PURE"

per doz	2 oz	4 oz	6 oz	8 oz
Vanilla ..	$2 50	$4 75	$7 00	$9 00
Lemon	1 75	3 25	4 50	6 00

Net weight. Patent Sprinkler Tops

Schilling's Best Extracts.

Triple Strength, Pure and Uncolored Sprinkling Tops.
Net weight. Never sold in bulk.

	Lemon and Others.	Vanila and Rose.
1 oz.....	1.30	1.80
2 oz.....	2.00	3.00
4 oz.....	3.75	5.75
6 oz.....	5.50	8.50
8 oz.....	7.25	11.00
16 oz.....	14.00	21.50
32 oz.....	27.00	42.00

Souder's Flavoring Extracts.

Price per gross.

	2 oz.	4 oz.	8 oz.
Reg. Lemon...	9.00	18.00	54.00
Reg. Vanilla..	14.40	28.80	72.00
XX Lemon....	18.00	36.00	72.00
XX Vanilla....	21.00	42.00	84.00
Asrtd Flavors.	18.00	36.00	72.00
Rose Coloring.	18.00	36.00	....
Yellow Colrng.	18.00	36.00	....
Jamaica Gngr..	18.00	....	....

Assorted flavors contain strawberry, pineapple, orange, almond, rose, etc.



"Vanx" Extracts."

Vanx, 2 oz., per doz.....	.80
Vanx, 4 oz., per doz.....	.80
Assda, 4 Flavors, per doz.....	.80

COLUMN 21.

Department 17

CANDIES.

Lozenges.
(5-lb. boxes.)

XXX Peppermint, pails	.13 14
Thin Peppermint	.16
T. T. Peppermint	18
Druggist Peppermint	35
Musk, fluted, pails	.20
Cinnamon, Lemon, Sassafras, Rose	.16
Midget Fruit	.20
Conversation and Hearts	.15
Lilliput Conv. Hearts	17
Midget Conv. Lozenges	18
Crown T. T. Lozenges, 24 5ct. pkgs	.80
Aurora Lozenges, 24 5ct. pkgs	.80
Cough Troches, 5 lb bxs	.25
Eagle Wafers, Peppermints, Wintergreen	.25

Mixed Candy.
(30-lb. pails.)

Plain Mixed	9½
Pacific Mixed	10
Royal Mixed	12½
Grocers' Mixed	10½
Yankee Mixed	13
American Mixed	13
Fancy A, Mixed	14½
Fancy C, Mixed	14
French S, Mixed	16
French No. 1, Mixed	18
French Extra Mixed	20
Lady, Mixed	15

Steam Panwork.

Anis Seed	22
Aromatic Cachous	18
Assorted Berries	16
Assorted Drages	14
Assorted Imperials	16
Assorted Small Seeds	22
Birds' Eggs	16
Boston Baked Beans	17
Burnt Peanuts	18
Burnt Almonds	25
Caraway Seed, smooth	22
Caraway Seed, pearled	22
Celery Seed	22
Cinnamon Beans, large red	15
Cinnamon Beans, Imperials	16
Coriander Seed, pearled	22
Jelly Beans, pails	12½ 14
Jelly Birds' Eggs	16
Jelly Cranberries	16
Jelly Limes	16
Jelly Raspberries	16
Jordon Almonds, fine	45
Jordon Almonds, imitation	18
Licorice Beans	15
Red Hots	25
Ringed Marbles	16
Sugar Coated Licorice Tablets	20
Sugar Almonds	25
Sugar Plums	16

Stick Candy.
(30-lb. pails.)

Assortment: Peppermint, Lemon, Rose, Clove, Anis, Cinnamon, Sassafras, Vanilla, Pineapple, Wintergreen	9½
Hoarhound	9½
Hoarhound, wrapped	11
Peanut Sticks	13
Peanut Sticks, wrapped	13
Cocoanut Sticks	13
Cocoanut Sticks, wrapped	13

Taffies.

Peanut Taffy	15
Peanut Flake	15
Peanut Squares	14
Cocoanut Taffy	15
Cocoanut Squares	15
Chunks: Vanila, Rose, Chocolate, Lemon, Molasses	14
Broken Taffy of broken chunk	13

Drops and Lumps.
(30-lb. pails.)

Mixed Drops and Lumps	9½
Molasses Peppermint Lumps	11
Hoarhound Drops	11
Crystal Rocks	12½

Gum Goods.
(5-lb. boxes.)

A. B. Gum Drops, assorted	9
A. B. Gum Drops, Licorice	9
A. B. Gum Drops, Crystalized	11
A. B. Bonbons, plain, in bbls	7
A. B. Bonbons, fancy, in bbls	7½
A. B. Bonbons, fancy, crystalized, 5-lb. boxes	14
A. B. Fruits	18
Royal Gum Drops	16
Genuine Gum Drops, hard	25
Jelly Squares, assorted	14
Bijou Sticks	18
Spiced Jelly Drops	20
New Turkish Figs	16
Fig Paste, plain	17
Fig Paste, tricolor	18

Cream Goods.
5-lb. boxes.)

Fondans Creams	14
Hand Dipped	19
Hand Dipped, with nuts on	21
Fruit and nut ices	18
Cream Peppermint	20
Crushed Fruit Bonbons	30

Chocolates.
(5-lb. boxes.)

Chocolate, plain	14
Chocolate, Hand Made	20
Chocolate Dipped Bonbons	20
Chocolate Dipped Bonbons, with nuts	22
Chocolate, Climax, 30-lb pails	16
Chocolate Chips	28
Chocolate Nonpareil Drops	20
Chocolate Wafers	22
Chocolate Cream Tablets, 80 in box	1 10

COLUMN 22.

Marshmallows, Nougats, Etc.

Occidental Marshmallows, 5-lb tins	.28
Occidental Marshmallows, 3-lb tins	.30
Dipping Marshmallows, 5-lb. boxes	.25
Angel Food, 5-lb. boxes	.20
French Nouget, 30 5c slices in box	1.00
Walnut, Apricot, Spanish Nouget, 5-lb boxes, per lb	.25

Sundries.

Opera Caramels	19
Rock Candy, white & red	16
Rock Candy, brown	16
Licorice Drops	20
Licorice Sticks, 16 to lb	28
Locorice Tablets, 5 lb bxs	25
Licorice Tablets, 24 5c bxs	80
Licorice Penny Sticks, 100 in box	65
Buttercups, 5-lb tins	2

CHEWING GUM.

	Single	Box
Sweet Wheat, per box		.50
Tutu Sugar Plum, box		.55
Yankee Spruce, 20 pcs		.55
Sen Sen, 20 pcs		.55
Red Rooster, 20 pcs		.55
Sweet Heart, 20 pcs		.55
Newton's Pepsin, 20 pcs		.55
Bloodberry, 20 pcs		.60
Pepsin Sticks, 20pcs		.60

CRACKERS.



MADE BY THE
MUTUAL BISCUIT CO.

	lb.	½ box
Almond Drops	15	
Animals	12½	$1.20
Arrowroot	14	1.50
Assorted	12	1.15
Assorted, extra	14	1.30
Assorted, fancy	20	1.75
Assorted Wafers	16	1.90
Assorted Jumbles	14	1.25
Boston	9	.60
Butters, Mutual	10	.70
Butter Scotch	14	1.50
Butter, Star	9	.60
California Lunch	9	.90
Champion	9	.65
Chips, Mutual	14	1.10
Chocolate Biscuits	16	1.80
Chocolate Fingers	15	1.50
Chocolate Wafers	18	2.15
Cocoanut Bonbon	14	1.25
Cocoanut Finger	15	1.50
Cocoanut Marshmallows	15	1.50
Cocoanut Taffy	15	1.80
Cocoanut Wafer	16	1.50
Coffee	12	1 25
Coffe Iced	15	1 35
Cornhill	10	1.10
Cracker Meal	6	1.10
Currant Cakes	15	1.10
Egg Jumble	14	1.25
Fruit Biscuits	14	2.40
Ginger Cakes	16	1.40
Ginger, Nut	11	1.40
Ginger Wafers	14	1.75
Graham	10	1.20
Graham Gem	9	.75
Graham Unsweetened	9	
Honey Fingers	14	1.25
Honey Pumbles	12	1.00
Honey Drops, spiced	15	1.60
Honeysuckle	16	
Jelly Fingers	16	1.50
Jenny Lind	12	1.10
Lady Fingers	15	1.30
Lady Fingers Iced	16	1.40
La Grande	11	1.10
Lemon Biscuit	14	1.25
Lemon Brittles	14	1.35
Lemon Snap	12	1.20
Lemon Wafers	14	1.75
Macaroon Almond	40	
Mutual Flakes	14	.90
Mutual Tea	15	1.60
Nic Nac, No. 1	10	1.10
Nic Nac	12½	1.25
Oysters	8	.70
Peoples Mixed	12½	1.25
Pilot Bread	4	.55
Pilot Bread Extra	5	.65
Pilot Saloon	7	.80
Ping Pong	16	1.50
Raisin Cake	12	1.10
Saloon Pilot	7	.80
Saloon Soda	7	
Salted Wafers	14	.90
Soda Extra	7	
Soda	6½	
Star Butters	9	.60
Vanilla Bars	14	1.40
Vanilla Biscuits	14	1.25
Vanilla Snaps	12	1.20
Vanilla Wafers	14	1.75
Wafers, Chocolate	18	2.15
Wafers, Ginger	14	1.75
Wafers, Lemon	14	1.75
Water Wafers	12	.90
Walnut Creams	16	1.50



COLUMN 23.
Department 18.

FANCY GROCERIES.

Snider's Baked Beans.

No. 1, 90c doz.; 4 doz in case
No. 2, $1.10 doz.; 3 doz. in case
No. 3, $1.85 doz.; 2 doz. in case

Bouillion Capsules.

Anker's, 10 capsules in box, per doz boxes 2.75

Capers.

Capotes, 1 dz in cs	1.20	1.30
Nonpareil, small		3.00
Do med.		2.25
Do large		5 00
"White Label," 6-oz, doz		2.25
"White Label," 10-oz, doz		3.15

TOMATO KETCHUP.

Catsups

Snider's

Qts., per doz..... $3 75
Pts., " 2 40
½-pints per doz. 1 40





CAMPBELL'S

(½ Pts. Condiments)

2 dozen to case

Tobasco Ketchup dozen $1 15

Tomato Ketchup, dozen..... $1 15

Salad Dressing, dozen 1 15

Chili Sauce, dozen $1 15

Assorted cases, dozen..... $1 15

Miscellaneous.

Our Mother's Ctsp ½-pt, doz	1 40
Our Mother's Ctsp, pts, doz	2 30
Blue Label, 25 ½ pts to cs	3 10
Blue Label, 25 pts to cs	5 00
Blue Label, 12 qts to cs	4 00
Mother's Own, pts	1.50
½ pts	.90
London's Rockaway, Pts., doz	2.25
Sailer's "Purity," doz	.90
H. B. Catsup, pts.	2.15
" " ½-pts.	1.25

Chocolate and Cocoa

CHOCOLATES.

Baker's.

German Sweet, 6-lb boxes, ⅛s and ¼s	2
Eagle, 12/1s	28
Premium, 12/1s	28
Vanilla, 12/1s	41
Powdered, ¼s, ½s, 1s, 12/lb. boxes	26

Subject to quantity discount.

Huyler's.

Vanilla, 12-lb. boxes	36
Premium, 12-lb. boxes	33

Lowney's.

Cream Cakes, per box	80
Ice Cream Drops, per doz	75

Ghirardelli's.
In paper

Eagle, 24 1-lb	21
Eagle, 12 1-lb	21½
Eagle, 12 ½-lb	22½
Eagle, 12 ¼-lb	24
Crescent, 6 5 to lb	17
Crescent, 12 5 to lb	16½
Cal, Sweet, 6 6 to lb	21½
Cal. Sweet, 12 6 to lb	21
Monarch, 12 1&½-lb	26
Monarch, 12 1-lb	25
Monarch, 12 ½-lb	27
Star, 24 1-lb	19
Star, 12 1-lb	19½

Ground.
In tins

Ghirardelli's, 12 1-lb tins	26½
Ghirardelli's 24 1-lb tins	26
Ghirardelli's, 60 1-lb tins	24½

In delivery cases

Ghirardelli's 60 3-lb tins	24
Venard's, 24 1-lb tins	21
Venard's, 60 3-lb tins	20
Miner's, 12 1-lb tins	22½
Miner's, 24 1-lb tins	22
Miner's, 20 3-lb tins	22

5 per cent off on 120-lb. lots

COCOAS.

Baker's Bkfst, 6/1's&½'s	30
Van Houten's, ¼'s and ½'s	35
Van Houten's, 1's	80
Royal Dutch, 12/¼'s	50
Royal Dutch, 12/½'s	45
Royal Dutch, 12/1's	70
Epp's, 14/½'s	40
Fry's, 12/½'s	39
Webb's, 6/½'s	23
Lowney's, 6/½'s	37
Ghirardelli's Bkfst, 6/½'s	38
Ghirardelli's Bkfst, 12/½'s	37½
Ghirardelli's Impri 6&12/½s	56
Miner's Bkfst, 6/½'s	37
Miner's Bkfst, 6/1-5's	38
Meuller's, 1 ½s	47

COLUMN 24.

Condensed Milk

BORDEN'S CONDENSED MILK CO.



Gail Borden Eagle, 4 and 5	6.80
In 5-case lots	6.65
Pony	2.25
Challenge	4.70
Floral	4.05
Dime	3.75
Rose	4.40

With 10 cases Rose Cream 1 case free.

(Each of above Brands 4 doz. in case)

Borden's Malted Milk, Trial Size, per doz. 90



Borden's Pioneer Brand Evaporated Cream

Large Cans, 4 doz. in cs. 4.00
Peerless 4.70
Yacht .. 3.25
Family Size, 4 doz. in case.
Quarts, 2 doz. in cs

ALL ABOVE BRANDS GUARANTEED



CARNATION CREAM

20 oz. cans 4 doz	
Per case	4 00
5 cases	3 95
25 cases	3 90
50 cases	3 85



LILY

[large tin]

1 to 10 cs.	$3 90
10 to 25 cs	3 85

FREE DEAL

1 case free with 10
½ " " " 5½

Helvetia Milk Condens'g Co.



Originators Evaporated Cream

Highland Evaporated Cream 4 doz in box	$4 10
Baby Pet, 6 doz	3 00
Pet, reg., 4 doz., per case	3 35

Miscellaneous.

St. Charles, 4 doz., in case	$4 60
St. Charles, 5-case lots	4 50
Horlick's Malted Milk, doz	4 50
Jersey, 4 doz. per case	3.70

Cereal Coffee.

Fig Prune, per doz	$2 25
Postum, 24/½'s, per doz	1 35
Postum, 12/1's, per doz	2 25
Postum, 36/1's, per doz	2 25
Grains, 12, 28	2.75

Chutney.

Chutney, asst, qts	$6 25
Chutney, asst, pts	3 75
Chutney, Major Grey, qts	6 50
Chutney, Major Grey, pts	4 25
Ban-ki-pore, pts	3 00

Cranberry Sauce. doz.

Anderson's 2s, 2 doz box	2.00
Tea Garden, 2s, gls, 12 box	4.00
Tea Garden, 1s, gls, 24 box	2.25
Cape Cod, 2 lb, gls, 12 box	3.50
Cape Cod, 1 lb, gls, 24 box	2.00
Home Made, 1s, 2 doz box	2.15
do 2s, glass, 1 doz box	4.00

COLUMN 25.

ALPINE

EVAPORATED CREAM

	Per case
1 to 5 cases, 4 doz. to case	$3.60
5 to 10 " " "	3.55
10 to 25 " " "	3.50

Gallons

1 to 5 cases, 6 to case	3.35
5 to 10 " " "	3.30
10 to 25 " " "	3.25

Midgets, 8 doz. to case

1 to 5 cases, $3.90 | 5 to 10 cases, $3.85
10 to 25 cases, $3.80

Alpine Evaporated Cream Co.

Factory
HOLLISTER, CAL.

Office and Salesroom
95 Market Street
Rooms 210-211
San Francisco, Cal

Phone: **Green 96.**

Cottolene.

2's, 4's or 10's, per cs. of 60 lbs.	7.00
5-case lots	6.90
10-case lots	6.85
25-case lots	6.75

With 2½ cases, ½ case free.
" 5 " 1 " "
" 10 " 2 " "

Price $7.50, $7.40, $7.35.

Curry Powder.

Cross & Blackwells, 2 oz	1.35
do 4 oz.	2.35
Do 8-oz	3.65
Do 16-oz	6.20
East India, Bombay, 16 oz	5.00
East India, Bombay, 8 oz	3.25

Extract of Beef.
Liebig's (Genuine)

	2 oz.	4 oz.	8 oz.	16 oz.
doz.	4 55	8.50	15.90	29.75

"Bar" Solid.

2-oz., doz	$3.96
4-oz., doz	7.20
8-oz., doz	$13.27
16-oz., doz	24.75

Marshall's

2 oz., per doz	$2.40

Gelatine.

Knox's, per doz	1 20
Knox's, per gross	14 00
Cox's, per gross	12 00
Keck's, per doz	1.10

Ginger (Preserved).

½ doz jars in cs, per cs.	2.25

Lemon Sugar.

Gilt Edge, 24/1½s, per doz	1.37½
Gilt Edge, 24/1s, per doz	1.85

Lime Juice.

Tahita, 24/8-oz, per doz	$1.25
Tahita, short measure, 16-oz.	1.50
Tahita, full measure, 16-oz	1.75
Tahita, full measure, 32-oz	3.50
Tahita, bulk, gal	1.00

Mushrooms. doz.

Le Court, 100 to cs	$2.50
La Forrest, 100 to cs	2.75
Hotel, 100 to cs	2.00
Fancy Stuffed, pts	4.00

COLUMN 26.

OLIVES.

OLIVES IN BULK.

	25 gl.	10 gl.	5 gl.	8 gl.
Ex. No 1. Qu'n.	1 10	11 50	6 00	.75
Lge No. 1. "	1 00	10 50	5 00	3 25
No 1 Qu'n	$5	2 75	4 75	2 90
No 2 "	$5	8 75	4 50	2 85
Manzanilla	70	7 25	3 75	2 40

Extra charge for kegs & barrels.



Olives

SEVILLE PACKING CO.

White Label Queen Olives—

28-oz., per doz.	$5.50
18 oz., "	3.75
6-oz., "	1 25

Pim-Olas

18 oz. 2 doz, per cs, per doz	$6 10
10 " " " "	3 55

Baby Pim-Olas

10-oz, 2 doz. in case, per doz.	$2.50
6-oz, 2 doz. in case, per doz	1.50

Olive Oil

PICKLE

	Case
½ pints, 4 doz	$9 00
Pints, 2 doz	8 55
Quarts, 1 doz	7 85
½-gal.	9 00



CRYSTAL BRAND OLIVE OIL.
Pure California Products.

7-oz.
Per doz...$2.40
3 doz..... 6.75

14-oz.
Per doz... 4.50

Quarts.
Per doz... 7.25

Put up by
G. O. Ryden.

MISCELLANEOUS

Golden Gate, in gal tins, per gal	1 8
" ½ " "	1 85
" ¼ " "	1 90
Pala Grove, pure Cal., qts. .. dz.	7 75
Cooper's qts., ℔ doz.	10.00
Cooper's pts. ℔ cs of 2 doz.	10.00
Antonini J.P.S., qts, ℔cs..	7.40
Do 1½-gal. tins, ℔ tin..	2.90
Duret, qts, pts, ℔ doz cs.	6.00 7.00
Lucca, Crosse & Blackwell's qts.	7.50
Lucca, Crosse & Blackwell's pts, 2 doz.	8.25
Lucca, Crosse & Blackwell's ½ pts, 3 doz.	7.25

Salad Oil.

Durand Oil.

Quarts, 1 doz. to case, per case	$1.75
Pints, 2 " " "	1.85
½-Pts., 3 " " "	1.95

Puritan Salad Oil

Quarts, 1 doz. to case, per case..	2.20
F. Dubec & Fils, 1 dz qts. per case	1.50
Imitation Lucca, qts	1.90

"Primrose" Salad Oil.

Tierces, about 50 gal, gal.	$ .40
1 gal. tins, 10 to case, gal.	.70
5 gal. tins, 1 to case, gal..	.45
½ gal. tins, 20 to cs., gal.	.75
Quart bottles, 12 to cs. doz	1.85
Pint bottles, 24 to cs, doz	1.00
½ pint bot., 36 to cs, doz.	.85

Paprika.

Gordon Packing Co.

1-16 lb	doz	½ lb.	doz 6 0
¼ lb	doz	1 lb	doz
¼ lb	doz	Bulk, lb.....	

Peanut Butter

Heron's, 2 doz to cs, per dz. .2.40

Peels.

Citron, 25-lb box	$ 14
Citron, 10-lb box	14½
Lemon, 25-lb box	11¾
Lemon, 10-lb box	12¼
Orange, 25-lb box	12¼
Orange, 10-lb box	12¼

COLUMN 27.

PICKLES.

Gordon Packing Co.

California—Mixed or Plain.

No. 1, bbls, per gal.	$0.21 to $0.27
No. 1, ½ bbls, per gal..	.26 to .29
No. 1, 10-gal keg, p kg.	2.25 to 2.45
No. 1, 5-gal keg, p keg.	1.15 to 1.25
No. 1, 3-gal keg, p keg.	.80 to .85
No. 2, bbls, per gal.	.22
No. 2, ½ bbls, per gal.	.24
No. 2, 10-gal keg, per keg.	2 10
No. 2, 5-gal keg, per keg.	1 05
No. 2, 3-gal keg, per keg.	.80
No. 3, bbls, per gal.	.14
No. 3, 10-gal keg, per keg.	1 15
No. 3, 5-gal keg, per keg.	.60
No. 3, 3-gal keg, per keg.	.55

SWEET—"PACIFIC."

Bbls, ℔ gal	51
½ bbls, ℔ gal.	53
10-gal keg, per keg.	5.00
5-gal. keg, ℔ keg	2.75
3-gal. keg, ℔ keg	1.75
Square, 1doz ½-gal. ℔ doz..	2 25
Square, 2 doz ½-gal, ℔ doz..	1.60
Square, 4 doz ½-gal., ℔ doz	1.25
Round, qts, ℔ doz.	3.75
Round, pts, ℔ doz.	2 50
Round, ½ pts, ℔ doz.	1.75

Crosse & Blackwell's.

	Doz.
Mxd Pkls, pat tops, pts.	4.15
Mxd Pkles, Pat tops, ½ pt.	2.50
Mxd Pkls, corks, pts.	3.93
Chow Chow, pat tops, pts.	4.15
Chow Chow, pat top, ½ pt.	2.50
Chow Chow, corks, pts.	3.95
Onions, pat tops, pts.	4.15
Onions, pat tops, ½ pts.	2.50

PRETZELS.



Hoeflin Pretzel & Baking Co.,
431 Sixth St.

Hand-made Pretzels a Specialty.

Size 1, 8s, per lb.	12c
Size 2, 8s, per lb.	12c
Size 3, 8s, per lb.	12c
Fingers, 10s, per lb.	12c
Hazlenut, 10s, per lb.	12c

Also furnished in cases, 20 to 30 lbs., at 11c per lb., and barrels at 10½c lb.

Root Beer



Less 5 per cent. on gross lots

Hires', case of 1 gr.	20 00
6 doz. lots	10 00
3 "	5 00
1 "	1 75

Hires' Carbonated Root Beer cs of 2-dz pt bottles, patent tops, per cs $2.00 in 5 case lots 1.95

Hires' Carbonated Ginger Ale
Per case 2.00
5-case lots, $1.95.



Hires' Rootbeer Carbonated and Ginger Ale empty bottles, if returned to Spohn-Patrick Company, will be received by them at 25c. per case of 2 doz. bottles (with case) Delivered at San Francisco.

COLUMN 28.

Saratoga Chips.
(Less 5 per cent)

Boxes, 15 and 30-lb, per lb.	$0.20
Cartons, 6-oz, 2 doz in cs, doz	1.30

SAUCES.

SNIDER'S SALAD DRESSING



Pints, 1 doz. in case, doz.	$2.75
Hlf-Pts, 2 doz. in case, doz.	1.75



Snider's Oyster Cocktail Sce pints, 2 doz to c'se, doz	.2 40
Same gallon jugs, 6 to case, per gal.	1 80
Snider's Chili Sauce, pints, 1 doz. to c'se doz	2 40
Same, half pts 2 doz. to c'se doz	1 45

Bayle's Tabasco Pepper Sauce, in cases, 6, ½-doz. boxes, per doz.	$3 00
boxes of 12 bottles, per doz.	3.50
Holbrook's W'cestershire, ½'s	2.40
Do pts.	4.00
Do qts.	
*Lea & Perrin's Worcestershire, sma'l	2.75
*Lea & Perrin's Worcestershire, medium	5.00
*Lea & Perrin's Worcestershire, large	8.25
*5 cases 5c ℔ doz less.	
Ban-ki-por, ½ pts, 2 doz case, per doz	2.40
Ban-ki-por, pts, 1 doz case.	3.80
Tobasco, McIlheny	4.10
Tobasco, New Iberia	3.50
Braunhardt's Tropical, ½-pts, 2 doz. per case	4.50
" pints, 2 doz. " "	8.10
Bengal Worcester, ½ pt.	.55
Bengal Worcester, pt	1.05
Pepper, sprinkle top, ½ pt.	2.00
Superior Pepper, small	.75
Superior Pepper, large	1.50

Pure Food Pk'g Co.

Worcester Sauce, London Club, ½ pts, do	.75

Salad Dressing.

Durkee, small, 2 doz, ℔ doz.	2.55
Do large, 1 doz, ℔ do.	4.30
Do picnic size, 4 dz, ℔ dz.	1.00
My Wife's, 1 dz. 16-oz, case.	2.75
My Wife's, 2 doz, ½ pt, cs.	3.40

Alpha Salad Cream.

Jumbo, 1 doz. to case, per case.	4.25
Do large, 2 doz. " "	4.70
Do picnic, 2 " " "	2.50

El Paso Manfg. Co.
1653 Mission St.



Manufacturers

Flavoring Extracts
Fruit Juices
Syrup
Salad Dressing
Bluing
Ammonia

Meat and Salad Dressing, doz. .90

COLUMN 29.

SOUPS.



CAMPBELL'S (1-lb. Condensed). Packed 48 1-lb. cans to case. Straight cases of any variety, or following assortment:

8 Tomato, 6 Vegetable, 4 Ox Tail, 3 Mock Turtle, 3 Chicken Gumbo, 2 Tomato Okra, 1 Julienne, 2 Beef, 2 Consomme, 2 Pea, 2 Celery, 2 Vermicelli-Tomato, 2 Clam Chowder, 2 Mutton Broth, 2 Bouillon, 3 Chicken, 2 Mulligatany.
Price, per doz, any variety .$0.90

Miscellaneous.

Snider's Tomato—3 lb tins 2 doz. in case, per doz	$2.60
Same—2 lb tins 2 doz. in case, per doz.	1.35
Van Camp's asstd, per doz.	.90
Van Camp's straight, per doz.	.90

SALT.



LESLIE SALT.

Free Running—	
Cartons, 20 5s.	$ 2.50
Cartons, 24 3s.	2.00
Cartons, 48 2s.	2.75
Caddies, 50 2s.	3.25
Velvet Grain—	
Bales, 50 3s.	1.50
Bales, 30 5s.	1.50
Bales, 15 10s.	1.50
Bales, 8 20s.	1.50
50-lb sacks, per ton.	18.00

H. R. H. Liverpool.

Bales of 75, 2's, per bale.	$1.25
Bales of 40, 4's, and 15 10's.	2.0
Bags, 200s (50s $5), per ton..	7.50

Rock Salt.

Half-Ground, 100-lb sacks, per ton	$ 3.50
Stock, 100-lb sacks, per ton.	3.00
Liverpool Lump, per ton.	13.50
Cal. Table and Dairy, pr bale.	1.0
Cal. Table and Dairy, 50's, per ton	6.25

Package Salt.

Shaker Salt, per doz.	$0.90
R. S. V. P., 3's, 24 to cs, p. cs.	2.25
R. S. V. P., 5's, 20 to cs, p. cs.	2.75

Celery Salt.

Mertens, 1 doz in box. 1.05

Sauerkraut.

Barrels, per lb.	.02¾
½ bbls	.03
¼ bbls	.03¼
3-gal kegs, per keg.	.90
5-gal kegs, per keg.	1.15
10-gal kegs, per keg.	2.25
2-lb tins, 2 doz in cs, doz.	1.35
2½-lb tins, 2 doz in cs, doz.	1.60

COLUMN 30.

SPANISH DELICACIES.

Specialties of the
Spanish-American Food Co.
149-155 Fremont St.
Medal Goods. Paris Exposition.



Doz.

TAMALES.

I. X. L., W. G. M. and Kapp & Sheet Brands.

No. 1 Boneless Chicken Tamales in key-op. cans	1.30
No. 2 Not Boneless Chicken Tamales in key op. cans	1.00

Spanish-American Brand.

Beef Tamales in key op. cans	.95
Extra Special Boneless Tamales in key op. cans	1.60
Chili Con Carne, 1 lb.	1.20
Enchiladas, in key-opener cans	1.20
FRIJOLES, 1 lb	.90
Tripe, Spanish style, 1 lb	1.25
Minced Deep Sea Clams, 1 pt.	1.00
Minced Deep Sea Clams, 2 pt	1.65
Clam Juice, 1 pt.	.95
Clam Juice, 2 pt.	1.50
Cal. Baked Beans, tomato sauce, 1 lb., 4 doz in case	.85
Cal. Baked Beans, tomato sauce, 2 lbs., 2 doz to case	1.35
Cal. Baked Beans, tomato sauce, 3 lbs. 2 doz to case	1.75

Chili Beans (Tamale Sauce) 1 lb, 4 dz to case	.85
2 lb, 2 " "	1.35
2 lb, 2 " "	1.75

Deviled Oysters, for Sandwiches 4 doz to case	1.40
Pate Chicken Liver for sandws. 4 doz. to case	1.40

Macaroni and Cheese, with Tomato sauce, 1 lb, 4 dz. .90

Concentrated Soups.

Pints (20 kinds). doz. .90
Beef, Tomato, Ox Tail, Mock Turtle, Mulligatawny, Rice Tomato, Consomme, Green Pea, Bean, Clam Chowder, Vegetable, Chicken Rice, Chicken Barley, Chicken Giblet, Chicken Gumbo, Cream Chicken, Cream Celery, Beef Bouillon, Chicken Bouillon, Clam Bouillon.
Quarts (9 kinds)...doz. $1.85
Chicken, Beef, Mock Turtle, Ox Tail, Tomato, Mulligatawny, Vegetable, Clam Chowder, Cream of Celery.

Truffles.

Rilhac, 100/¼'s, per doz.	12.00
Rilhac, 100/ 1-16's, per doz.	3.00
La Forrest, 100/¼'s, per doz.	17.00

Vinegar.

	¼ bbl.	10 gal.	5 gal.	8 gal.
30 grain	08	10	1 15	65 50
40 grain	10	12	1 35	75 60
50 grain	12	14	1 70	90 80
60 grain	14	16	2 00	1 10 95
80 grain	16	18	2 65	1 50 1 25
90 grain	18	20	3 50	1 85 1 65
100 grain	20	22	3 85	2 10 1 85

Hammond's Vinegar.

Salad, qts, per doz. 1.25

Yeast Cakes.

Great Western	1.00
Gillett's Magic	1.20
Yeast Foam	1.20

COLUMN 31.

Department 19.

GROCERY SUNDRIES.

Axle Grease.

H. & L., per case.....$1.50
C. & S., 2-doz case, per case... 2.00
" 5 cs lots.... ... .1.95
" 10 cs lots.....1.85
Frazer's, 2 doz tins, per case..2.25
Frazer's, 4 doz wd, per case... 3.60
Frazer's, 15-lb pails..... .85
Mica, 3 doz tins, per case..... 2.25

Paper Bags.

Automatic, Self-opening, 500 in pkg. List.

¼-lb . .....$1.00 8-lb 4.80
½-lb . ..... 1.30 10-lb 5.20
1-lb . ..... 1.60 12-lb 6.30
1½-lb . ... 1.70 14-lb 8.30
2-lb . ..... 2.00 16-lb 9.00
3-lb . ..... 2.50 20-lb 10.00
4-lb . ..... 2.90 25-lb 11.00
5-lb . ..... 3.40 30-lb 13.00
6-lb . ..... 4.00 35-lb 15.00
7-lb . ..... 4.40 .....

Discounts from above List:
***(Cheapest).....50 pct and 5, 10's
Eagle or Equal....50 pct and 2, 10's
White Fibre, or any white bag, ...50 pct and 1, 10's
Mikado (striped) .....40 pct
Sugar Bags, broad bottom, lb....06
Lion, 40 per cent and 1....1.10

Bluestone.

Barrels, per lb (5 bbls 5½c) .$0.05¾

Bathbrick.

Bristol, 2 doz, per case (25 case lots 67½c) $0.70
Powdered, 20 1's, per case 1.15
Powdered, 40 ½'s, per case 1.25

CANDLES.

Adamantine.

Schneider's 10 oz. 20's.....$0.07
Schneider's 12 oz. 20's..... .08½
Schneider's 14 oz. 20's..... .09½
Parafine, 20 1 lb. cakes...1.90
do, 5 bx. lots.....1.80
do 40 1 lb cakes.....3.80
do 5 bx lots.....3.65
do 100 1 lb cakes.....9.50
do 5 bx lots.....8.50
P. & G. Adamantine, 10 oz. 8¼
do 12 oz. 9¼
do 14 oz. 10½
Yacht Club Quartz Candles 20 sets 14 oz..... .10
40 sets 14 oz. ..... .09¾

Stearic.

Schneider's 14 oz 20's or 40' .12
Schneider's 16 oz 20's or 40's. .13½

Paraffine, Etc. Per lb.

4s, 6s, in cartons of 36-lb bxs. .10¼
12s, in cartons of 36-lb bxs.....10¼
½-lb, in cartons of 25-lb bxs...10¼
1-lb, in cartons of 25-lb bxs....10¼
Colored 1c higher.

Beeswax, pure for churches.. 40
Do No 2..... 30
Do No. 3..... 25
Christmas, all sizes..... 8 8½
Do holders, ℔ gross. 85
Wax Tapers, ℔ doz pkgs (℔ gross 8.00).....65 75
Night Lights, German, on pap & wd, (doz 40)..... 65
Do French, on tin, doz.. ..... .50, .75, 1.10

Cordage.

Basis price: Manila 14½c. Sisal 9¾c (5,000 lbs ¼c, and 10,000 lbs ½c less.)

Egg Food.

Pratt's, 26-oz, 2 doz in cs....$2.25
Wellington's, 1-lb, 2 doz box.. 2.00

Fly Paper.



Fly-Net, Per case $2.60
Magnet, per case.....$2.50
Tanglefoot, per case..... 2.90
Tanglefoot Holders, per case of 50 75

Fruit Jars.

(Net cash — no discount)

Mason's, pts, per gr..... 7.10
Mason's qts, per gr..... 7.80
Mason's, ½ gals 11.15

Fruit Jar Caps.

Porcelain, 6 doz to box, per bx 2.40

Fruit Jar Rubbers.

No. 1 white, per lb..... 50-60c
"Gold Seal," cartons, per gr.. .75
"Badgers," cartons, per gr.... .60

Hops.

No. 1, ¼ lb, 30-lb. box, lb..... .28
No. 1, ½ lb, 30-lb box, lb..... .28
No. 1, 1 lb, 30-lb box, lb..... .28
Less than 30-lb boxes..... .29

Horseradish.

½-pts, 2 doz in box, doz..... 1.10
Pts, 1 doz in box, per doz.... 1.50
Qts, 1 doz in box, per doz..... 2.75
Bulk, per gal ..... .75

Glue.

Le Page's, 1 oz, per doz..... .75
Le Page's, 2 oz, per doz..... 1.15
Le Page's ½-gill tins, per doz. 1.20
Le Page's, 1-gill tin, per doz.. 1.60
Standard, small, per doz..... .50

COLUMN 32.

EUREKA INSECT EXTERMINATOR.



Manufactured by
Jos. Pusch, 525 Front Street, San Francisco.

10c size, doz ..... .75
25c size, doz 1.75
60c size, doz 4.50
1.00 size, doz 8.00

Harmless to persons or animals; does not irritate the skin or injure the eyes.

MATCHES.

Metropltan, full count, per tin.$1.15
Universal, shrt count, pr tin .85-.90
Boys' block pap pkg, per doz .10
Swedish Safety, per gross..... .80
Swedish wind, 1 gross..... 85
Vulcan Parafine, 65s, ℔ gross (50 gross 50c) .....50 .55
Japanese Safety, per gross..... .50
Squirrel Matches, 55s, per gross .48
Ship Safety Matches, la ge, gross .75
" " small, " .65

Diamond Match Co.'s.

Anchor, 200 ..... 1.70
..Do 500s..... 4.00
G. G., 60s..... 2.75
Red Top Safety 3.25
S. & C., Eastern Parlor, 80s.... 4.25
Press, 100s, 5-gross cs..... 4.75
Little Star, per cs..... 2.25
Search Light, 500s, large 1 gr.. 4.75
(Discount of 25c per case on 5 cs lots)

Paper, Wrapping.

Butter, White, ℔ ream..... 20
Do Waxed ℔ ream..... 25
Manilla, No. 2, roll, any sz, lb....3½
Manilla, No. 1, rolls or reams, ℔ lb..... 5
Straw, ℔ ream..... 70
Do rolls any size, ℔ lb.... 3¼
Drab, ℔ ream..... 69
Do rolls any size, ℔ lb.... 2⅝
Metropolitan White Fibre Rolls, per pound 4

Paper, Toilet.

Columbia, in rolls, 7 oz, per cs of 100 .....2.75
Royal, 100 rolls of 500 shts.....4.00
Pilot, 100 tablets of 500 shts..3.75
Golden Eagle, 100 tablets of 1,000 sheets 8.00

Polishes, Shoe.

Mason's.

Mason's Colt-Coron-Ide Per gross $4.70; per doz. 40c
Mason's Paste Stove Polish Per gross $4.70; ¼-gross $1.20
Mason's Challenge, per doz .... .40
Mason's Challenge, per gross... 4.70
Challenge Shoe Dressing, small per doz .. $ .75
" large " " 1.50
Russett Comb'n. shoe Dressing small, per doz .. .75
" large, " " 1.50
Black Comb'n Shoe Dressing small per doz .. .85
Patent Leather Polish, per doz .. .50
Mason's, No. 4 .. .45
" " per gross 5.20
" No. 3 per doz ..... .85
" " per gross. ... 3.40
" No 2 per doz .. .30
" per gross..... 3.00
" No. 1 per doz .. .25
" " per gross .. 2.80

Scott & Gilbert Co.,
Manufacturers.
214-216 Mission St., San Francisco



In 3 dozen cases per

Alaska Seal Oil.... 20.00
Top Notch .. 15.00
Russian 12.00
Boss..... .. 9.00

Bixby's.



Jet Oil .....per doz. .85
Jet Oil, 3 doz. in box, with Marvel Brush Free 2.55

COLUMN 33.

BIXBY'S—Continued

Royal Polish ..... per doz. .85
Royal Polish, 3 doz. in box, with 8 pkgs. 5c Carpet Tacks free.2.55
Shoe Satin, Small Comb, per doz. .80
Shoe Satin, Large Comb, per doz. 1.25
No. 5, Shoe Satin Paste, per doz. .40
No. 10, Shoe Satin Paste, p doz .85
Satinola, Small Comb ..... .80
Satinola, 1 arge Comb 1.25
No. 5, Satinola Paste. ..... .40
No. 10, Satinola Paste..... .85
"BBB" Blacking Size M 3 dz. in box .. . } 1.25
¼doz. paste free }
"BBB" Blacking, Size B. 3 doz. in box .... . } 2.50
1 doz. paste FREE .... ..}

Polish, Stove.

Rising Sun, large pkg, ℔ gross.6.25
Do 5-gross lots, ℔ gross..6.00
Do Small pkg, ℔ gross....4.25
Sun Paste, large, ¼ gross, per gross 3.00
Sun Paste, small, ¼ gross, per gross 5.00
Enameline, No. 4 tins, ℔ gross.5.00
Do No. 6 tins, ℔ gross.....8.25
Do Liquid, pt-tins, bx 3 doz.2.25



Small, 3 doz. to cs., per cs. $1.50
Large, 3 doz. to cs., per cs. 2.50
(½ doz. free with each case)

Polish, Metal.

Electro Silicon, 1 gr in case, per doz ..... .80
Brilliantshine, ½ pts, per doz.. .90
Brilliantshine, pts, per doz.... 1.70
Brilliantshine, qts, per doz.... 3.10

U. S. Metal Polish.



POLISH

Doz'

Qts. ..$3 00
Pts.... 1 70
½ Pts. 90

PASTE

lb...$3 00
½ lb... 1 75
3oz... 50

Barkeepers Friend powder gr. .$18.00

U. S. METALLIC POLISH

PASTE is put up by a Practical Chemist; also in Liquid Form. Free from Acid or Grit. 20 years in the Markets of the World. **J. T. WILSON,** Pacific Coast Agt., 1770 15th St., S. F. For sale by all dealers. Also the Barkeepers' Friend Cleaning Powder.

Rope.

Manila, 1¼-in. cordage ..... .15
Sisal, 1¼-in. cordage ..... .10¼

Seeds.

Anis 14½
Canary 6½
Caraway 8 10
Celery 15
Coriander 15
Cumin 13
Flax, ground 4
Flax, whole 3¾
Hemp, sacks 4½
Millet 6½
Mustard 5½
Poppy (Or, sks 9¼)..... 10¼
Rape, Cal..... 11
Bird gravel, 40 2s..... 2.00
Bird Seed Mixed 48—1-lb. pkg

Original sacks at cost less.

Sheep Dip.

Little's, 10½-gal tins, per gal$1.05
Little's, 5-gal drums, per gal.. 1.05
Smith's, 10½-gal tins, per gal .96
Smith's, 5-gal drums, per gal .95

Twine.

Cotton 4 ply, 100-lb bls, per lb 19
Do 3 ply, 100-lb bls, per lb.... 19
Do 2-lb cones, per cone 41
Hemp, 8-oz balls, per 3-lb pkg.. 70
Do, 4-oz. balls, per 3-lb pkg 75
Do 2-oz balls, ℔ 3-lb pkg
Sack, 4 ply, 12-lb pkgs, per lb .33

Wax.

Fruit, 25 1-lb pkgs. .90
Japan, per lb .20
Beeswax .85

Wax Strings.

12 in 10 pkg 100 strs each . 1.70
14 in. 10 pkg 100 strs each . 1.60

COLUMN 34.

COLUMN 35.

Department 20.

WOOD AND WILLOW WARE

AXE HANDLES.

Ex. 36-in. doz.....$2.25
No. 1, 36-in., doz..... 1.75
No. 2, 36-in., doz..... 1.25
No. 3, 36-in., doz..... 1.05
Ex. 38-in., doz..... 4.00
Ex. 40-in., doz..... 4.25

BASKETS.

Per Doz.

Cal., Open, Spruce, No. 3.. .80
Cal., Open, Spruce, No. 4.. .80
Cal., Open, Spruce, No. 5.. .84
Cal., Satchel, Spruce, nest, 0-5 ..... 1.10
Cal., Satchel, Spruce, nest, 1-5 ..... 1.00
Cal., Satchel, Spruce, nest, 1-41 ..... .71
German market, nest of 4 1.25
Clothes, Oval, Wh., No. 0. 6.50
Clothes, Oval, Wh., No. 1. 6.00
Clothes, Oval, Wh., No. 2. 7.50
Clothes, Oval, Wh., No. 3. 9.00
Clothes, Oval, Wh., nest 4... 3.17
Japanese Telescope, nest of 5, size 18x12x7..... 1.80
Same, size 20x13½x7..... 1.25
Same, size 24x15x10..... 1.75

BOWLS, WOODEN.

Per Doz.

Maple, No. 1, 11-inch..... .75
Do No. 2, 13-inch..... 1.50
Do No. 3, 15-inch..... 2.75
Do No. 4, 17-inch..... 4.25
Do No. 5, 19-inch..... 6.75
Do No. 6, 21-inch..... 7.50

Per nest.

Maple Nests, 3, 13, 15, 17-inch ..... .71
Same, 4, 13, 15, 17, 19-inch 1.20
Same, 5, 13 to 21-inch... 1.81

BROOMS.

Per Doz.

Patent Cap, No. 1..... 3.80
Patent Cap, No. 2..... 3.60
Patent Cap, No. 3..... 3.35
Extra Patent, No. 1..... 3.85
Extra Patent, No. 2..... 2.60
Extra Patent, No. 3..... 2.40
Ladies' Pride, No. 1..... 2.85
Ladies' Pride, No. 2..... 2.60
Ladies' Pride, No. 3..... 2.40
Little Beauties 3.00
Ladies' Delight 2.80
Toy, 2 strings..... .90 1.35
Wisp, 2 strings ..... .90 1.25

BRUSHES.

Per Doz.

Dust 2.00 12.00
Scrubbing ..... .55 3.00
Dandy 1.50 5.75

Shoe Brushes.

No. 1, black tampico 1.10
No. 2, bristles 1.65
No. 3, white bristles 1.75
No. 4, bristles 3.00
No. 5, white bristles 2.25
No. 6, horse hair 2.70
No. 7, bristles 3.90

Stove Brushes.

Per Doz.

No. 1, tampico, handles...80c-$1.10
No. 2, bristles, handles..... 1.85
No. 3, tampico, handles..... 1.85
No. 4, bristles, handles..... 3.25

Ox Fibre Brushes.

Per Doz.

Scrub, T. & B., 9x2½ in face .80
Do Hub, 10x2¾ in face. 2.00
Do Magic, 7½x2 in face 1.10
Do Owl, 6½x1¼ in face .85
Do Cat, 10¼x2½ in face 1.60
Do Rat, 8¼x2½ in face 1.25
Do Mouse, 6¼x2½ in fa 1.00
Do Alligator, 10½x2¾ in face 2.25
Do Goose, 8¾x2¾ in fce 2.00
Do Duck, 6¾x2¾ in fce 1.50
Stove, Hustler, 8½x2¼ in face 2.25
Sink, Bell, 3½x2½ in face 1.40
Sink, Gong, 4¾x3¾ in face 2.25
Horse, Pointer, 10x3¼ in face 3.00
Creamery, Jersey, 9x6 in face 3.25
Creamery, Holstein, 9½x5¼ in face 3.50
Dust, Peacock, 10½x4 in face 2.25
Hand, Windsor, 4½x1¼ in face, per gross..... 6.00
Whitewash, Snowstorm, 9-in., per doz..... 2.00
Same, 8-in., per doz..... 1.75
Same, 7-in., per doz 1.50

CAN OPENERS.

Diamond per doz $0.75
Crown per doz 1.25
Solgers, per doz 2.25

CARPET SWEEPERS.

Bissells, per doz.25.00 to 27.00
King, per doz 24.00

CHEESE SAFES.

Round No 1 10-in. $2.20
Round No 2 22-in 2.25
Round No 3, 24-in 3.50
Square each 4.00

Clothes Line.

Hemp 40-foot, per doz.....$0.80
Hemp, 60-foot, per doz 1.25
Cotton 40-foot per doz.... .80
Cotton, 60-foot, per doz ... 1.20
Cotton, 75-foot, per doz..... 1.75
Manila 40-foot per doz 1.25
Manilla 60 foot per doz 2.50
Sash Cord 50 foot per doz 1.75
Sash Cord 80-foot per doz.. 3.00
Wire Cord 50-foot per doz 1.05
Wire Cord, 75-foot, per doz 1.60
Wire Cord 100-foot, per doz.. 2.75

COLUMN 36.

Clothes Line Pulleys.

Galv Iron, per doz..... .....$0.50

CLOTHESPINS.

Common, per bx of 5 gross .65
U. S. Patent Spring, per gr .60

COFFEE MILLS.

Enterprise Family No. 1, doz.$2.50
Enterprise, Family, No. 2, doz. 3 50
Enterprise, counter, ea....5.50-$5.00

CORKS.

Wine, pt size, per M.....$4.75
Wine, qt size, per M..... 5.25

Demijohns.

Discount 50 -10—5 per cent

½-gal., doz. $3.25 2-gal., doz..$10.50
½-gal., doz.. 4.50 3-gal., doz.. 13.50
1-gal., doz.. 6.50 5-gal., doz.. 19.00

Dust Pans.

No. 1 Japan, doz..... .63
Covered, doz 1.25
Janitor, doz 2.25

Dusters.

China, fancy colored, doz.... .80
Standard Turkey, No. 10, doz.. 1.60
Standard Turkey, No. 12, doz.. 2.10
Standard Turkey, No. 14, doz.. 2.75
Standard Turkey, No. 16, doz.. 3.25
Standard Turkey, No. 18, doz.. 3.75

DOOR MATS, COCOA.

	Per Doz.
Light, No. 1, 14x24	4.00
Do No. 2, 16x27	5.50
Do No. 3, 18x30	7.25
Do No. 4, 20x33	9.00
Medium, No. 1, 14x25	5.25
Medium, No. 2, 16x27	6.75
Medium, No. 3, 18x30	8.50
Medium, No. 4, 20x33	10.25
Extra, No. 2, 16x27	9.50
Extra, No. 3, 18x30	12.50
Extra, No. 4, 20x33	15.00
Extra, No. 5, 22x36	18.00

Keystone Steel Mats.....

Faucets.

Cork lined, No. 1, doz.....$0.60
Cork lined, No. 2, doz..... 75
Cork lined, No. 3, doz..... 90
Cork lined, No. 4, doz..... 1.25
Cork lined, No. 5, doz..... 1.50
Molasses Gates $0.25
Self-Measuring Faucets, each. 3.00
Syrup Pumps (Ent'rprise), ea. 5.75
Syrup Pumps with auger, ea.. 6.00

Ironing Boards.

4-ft., per doz..... 4.20
4½-ft., per doz..... 4.75
5-ft., per doz 5.25
5½-ft., per doz 5.75

LAMP CHIMNEYS.

XX Eureka Grade.
Eureka Crimp Top in Cartons.

	Per Doz.
No. O or E, 6 doz. in case	.75
No. 1 or A, 6 doz. in case	.75
No. 2 or B, 6 doz. in case.	.95

Eureka Electric.
In Cartons.

No. 2, 6 doz. in case, per doz. 1.00

Lantern Globes.

	per doz.
Packed 5 doz. in case....	.70

Eureka Rochester.

	Per Doz.
No. 1, 6 doz. in case....	.85
No. 2, 6 doz. in case.....	1.05
No. 3, 6 doz. in case.	2.10

Macbeath Pearl Top.

No. 1 or A, 6 doz. in case.	.85
No. 2 or B, 6 doz. in case.	1.05

La Bastie.
Heaviest and best in market.

	Per Doz.
No. A, plain bulk, 6 doz. in case	1.20
No. B, plain bulk, 6 doz in case	1.50
No. A, crimp bulk, 6 doz. in case	1.30
No. B, crimp bulk, 6 doz. in case	1.60

Common Chimney.

	Per Doz.
No. 0 or E, 6 doz. in case.	.40
No. 1 or A, 6 doz. in case..	.45
No. 2 or B, 6 doz. in case.	.65

Common Rochester.

No. 1, 6 doz. in case.....	.80
No. 2, 6 doz. in case.....	.90
No. 3, 3 doz. in case.....	2.00

Lamp Burners.

0 or E, per doz.....$0.50	
1 or A, per doz.....	60
2 or B, per doz..4.....	75

(Blaze fits 12 collar, takes E wick)

Solar Burners, doz 1.50

LEMON SQUEEZERS.

Ball, per doz $0.80
Glass, No. 1, per doz..... 50
Glass, No. 2 (for oranges) doz 85

MOPS AND HANDLES.

	Per Doz.
9-lb. Mops	1.20 and 1.50
12-lb Mops	1.60 and 2.00
Patent Mop Handles	1.00
Plain Mop Handles	.90

PAILS.

	Per Doz.
Wood, painted, 3 hoops...	2.25
Wood, varnished, 3 hoops	2.25
White Cedar, 3 galv hoops	2.75
Fiver	3.50
Galvanized, 10 quarts	1.75
Galvanized, 12 quarts	2.05
Galvanized, 14 quarts	2.35

SHELF PAPER.

	Per gross.
Narrow, assorted colors.	.12
Wide, assorted colors....	.25

COLUMN 37.

TUBS.

White Cedar—No. 0, 13.00; No. 1, 10.50; No. 2, 9.00; No. 3, 8.00.

Painted or varnished—No. 0, 11.40; No. 1, 9.60; No. 2, 8.40; No. 3, 7.20.

Fiber—No. 0, 18.00; No. 1, 14.50; No. 2, 12.50; No. 3, 11.00.

Galvanized—No. 1, 5.50; No. 2, 6.20, No. 3, 7 20.

WASHBOARDS.

	Per Doz.
California, regular size.....	2.10
California, small	.90
Stag	2.75
Bronze	3.50
Good Enough	2.25
Anchor, single	1.90
Nameless	2.25
Peerless, double	3.50
North Star	3.50
North Star, protector....	4.00
Crystal Glass	4.00
Misses	1.50
Toy	.90

WICKING.

	Grs.
Lamp, 0 or E, ¾-in.....$0.30	
Lamp, 1 or A, ⅞-in.....	.40
Lamp, 2 or B, 1-in.....	.60
Lamp, 3 or D, 1¼-in.....	.90
No. 1 Rochester	2.00
No. 2 Rochester	2.75
No. 3, Mammoth	9.25
Junior Rochester	1.50
Stoves, 3-in	1.80
Stoves, 3½-in.	2.25
Stoves, 4-in	2.50
Stoves, 4½-in	2.90
Stoves, 5-in	3.50

WRINGERS.

Wood Frame Novelty.

Two top screws; iron tub clamps.

	Per Doz.
No. 350, 10x1¾ in	30.00
No. 351, 11x1¾ in 36.00	
No. 352, 12x1¾ in 42.00	

One top screw; wooden top clamps.

No. 360, 10x1¾ in.....31.00	
No. 361, 11x1¾ in.....36.00	
No. 362, 12x1¾ in.....42.00	

Ball Bearing.

No. 380, 10x1¾ in.....40.00

MISCELLANEOUS.

Barrels, paper, 100-lbs, ea. .80
Barrels, pa., 50 lbs ea..... .65
Barrel Covers, 17-in. (flour barrel size), per doz..... 1.80
Barrel Covers, 21-in (sugar barrel size), per doz. 2.70
Basins, fiber, 12-in., pr dz. 2.25
Basins, fiber, 1½-in., per doz. 2.50
Brownies, per doz....85, 1.15 1.35
Butter Ladles, plain, doz.... 45
Butter Ladles, clays, doz 85
Butter Spades, doz 40
Dishes, oval 1, 2 and 3-lb, per 1,000.....2.20, 2.30, 2.90
Dishes, wire end..... .....1.35, 1.80, 2.35, 2.85, 3.25
Egg Beaters, Dover..... 1.00
Lemon Squeezers, fiber, dz 1.25
Measures, fiber, 4 pcs..... 1.25 (Set pt., qt., ½ gal and funnel)
Lanterns, O Tubular, doz. 5.25
Lanterns, candle, frame, only doz. 1.00
Lantern Candle, with chimney, doz. 1.75
Lantern globes, in bbls. 70@95
Mouse Traps, 1 to 6 holes, doz., 6 holes..... .60
Traps, mouse, "Does-it-easy," doz. 25
Traps, rat, "Blizzard," doz.... 1.25
Nest Eggs, per doz..... 20
Oil Cans, 1 gal., cush., per doz 1.50-4.50
Oil Cans, 1 gal., galvanized Iron 2.00
Oil Cans, 5 gal., galvanized iron 6.00
Potato Mashers, per doz. 45@75
Rolling Pins, per doz. 1.20 and 1.45
Spoons, wooden...30c, 37c .65
Step Ladders, each per ft .....17 .40
Tacks, steel, asstd, 2-oz, doz... 25
Tacks, Common, 2 oz., doz.. 8½
Tapers, gas, 30/17-in, stgs. doz 65
Tobacco Cutters, standard, ea 80
Toothpicks, per case, 110 box 2.25
Twine Holders, hanging, doz. 2 00
Twine Holders, counter, doz.. 3.10
Spittoons, fiber, 13-inch... 6.00
Spittoons, fiber, 12-inch.. 4.75
Spittoons, fiber, 9-inch... 4.00
Whips 90
Window Screens, 12-in., doz.. 1 60
Window Screens, 18-in., doz.. 2.20
Window Screens, 24-in., doz.. 2.64

STATIONERY.

Blank Books.

Counter, 48-leaf .....$ 50
Counter, 92-leaf 75
Cap, Day & Ledger, per 100 pp ..... 10@ 40
Full bound ..... 50@ 75

Writing Paper.

	Ream.
Commercial Note, 5lb...	45@ 75
Commercial Note, 6lb...	50@ 90
Letter, 10 lb, ex	90@1 50
Cap, 12 lb, ex.....	1.08@1.80

COLUMN 38.

Envelopes.

	Per M
XX, 5-in.	1.00@1.50
XX, 6-in.	1.10@1.60
XXX, 10-in.	2.80
XX, 4-in., Baronial, cream or white	1.40@1.80
XX, 5-in., Baronial cream or white.....	1.60@2.00

Inks.

Scott & Gilbert Co.,
Manufacturers,
214-216 Mission Street, San Francisco

SUNSET BLUE BLACK



	gross
Cones, 3 dozen case	$4.50
2 oz. round studs 3 dz..	4 50
	doz.
4 oz. round studs, 3 dz.	75
½ pints, 2 doz case..	1 25
Pints, 2 doz. in case	2 00
Quarts, 1 doz. in case	3 50
	gal.
5 gallon kegs	70
10 gallon kegs	60
Barrels	50
Assorted colors.	doz
1 oz, stands, any color	50
2 oz. stands, any color	75

BLACKSTONE MFG. CO.
1960 Howard St., S. F., Cal.



	Gross
Cones, 3 doz to cs.....$3.75	
2-oz., Rnd Cylndr, 3 doz to cs..	3.90
3-oz., Rnd Cylndr, 3 doz to cs..	5.75
4-oz., Rnd Cylndr, 3 doz to cs..	6.50
	Doz.
8-oz., Rnd Cylndr, 2 doz to cs..	1.15
16-oz., Rnd Cylndr, 1 doz to cs.	2.00
Full qts., Rnd Cylndr, 1 doz to cs	3.75

Above prices are for Jet Black, Blue Black, Green, Blue, Violet and Carmine Inks.

(Copying Inks 10 per cent additional.)

Miscellaneous.

Carter's or Sanford blk cylinder, gross	4.50
Sanford's, 4 oz., black cylinders, doz.	60
Sanford's ½ pt. doz.....	1.75@2.00
Sanford's pts, doz	3.00@4.50
Sanford's qts., doz.	5.00@7.50

Lead Pencils.

	Gross.
Plain cedar	60
Black polished	1.10
Cedar, rubber tip	1.00
Red polished, metal rubber tip	1.50@3.50
Carpenters'	1.75@2.25
Eagle Automatic, doz..	85@2.00
doz.	40@1.80



Mucilage

Scott & Gilbert Company
Mafrs., 214-216 Mission St
San Francisco, Cal.

SUNSET EXTRA HEAVY

	doz.
2 oz. cones, 3 doz. cs.	37½
3 oz cones, 3 doz. cs.	75
½ pints, 1 doz. case	2 00
Pints, 1 doz. in case	3 50
Quarts, 1 doz. in case	7 00
Gallons, ½ doz. ca e	20 00

Blackstone Mfg. Co.
1960 Howard St. S. F., Cal.

	Gross.
2-oz. Cones, 3 doz. to cs.....$4.00	
3-oz. cylndrs, 3 doz to cs.....	5.75
	Doz.
8-oz. round, 2 doz to cs.....	1.75
16-oz. round, 1 doz. to cs.....	3.00
Full qts., 1 doz, to cs.....	5.00

Bulk quotations (5, 10 and 30-gal.) on application.

Steel Pens.	per gr. Gross.
Railroad, 1 gross in box.....$0.40	
Stub No. 413	40
Falcon	40
Bank	40
Easy Writer	50
Extra Fine	45
Elastic	45
Railroad Stub	40
Ladies' Falcon	40
School	40
Spencerian No. 1	85
Gillotts No. 404	50
Gillotts No. 303	1.00

COLUMN 39.

Department 22.

TOBACCO, CIGARS, SMOKERS' SUPPLIES, ETC.

AMERICAN TOBACCO CO.

Plug Tobacco.

Battle Ax, 16 oz, 3x12, b cuts, 12, 24 lb	39
Big Gun, 8 lb. butts, also 16 lb. butts, 16 oz., 3x12, 6 cuts.....	.44
Brandywine 4 to 1b., 2¼x9, 3 cuts, 4 and 8 lb	46
Bullion, 16 oz, 3x12, 12 lb.....	47
" 6 to 1b., 1x6, 20 lb	50
Burr Oak, 16 oz., 3 x 12 emb., 6 and 12 lb.	48
Climax, 16 oz, 2x12, 6 cuts, 6, 12 and 30 lb	45
Climax, 7 oz, 2x12, R & R 6 cuts. 7, 10½ and 21 lb.	48
Climax, 7 oz, 3x12, thin, 7 and 14 lb	48
Climax, 6 to 1b, 2x3, Twin 4s 4 lb boxes	50
Climax, 14 to 1b, 1x3, Figs 4 lb boxes	54
Cross Bow, 14 oz, 3x12, 4 cuts 14 lb	38
Drummond Nat., 5½ oz. 3x12, 3 cuts, 5, 8, and 12 lb	61
Five Brothers, 4 oz, 3x6, 2 cuts, 4 and 8 lb.....	65
Gold Rope 7 to lb. 3, 6, 12 lb. .	56
Gold Rope 14 to lb. 4, 8 lb.	58
Good Luck, 3x6, 10 lb.	45
Granger Twist, 12 and 15 lb pails	43
Horse Shoe, 16 oz, 3x12, 6 cuts, 8, 12 and 24 lb	43
J. T., 7 oz, R & R, 2x6, 2 cuts, 10½ and 21 lb	39
J. T., 7 oz, Smo. 2x6, 2 cuts, 10½ and 21 lb, ...	39
J. T., 14 oz, Smo. 3x12, 4 cuts, 10½ and 21 lb. ..... R & R...	39
Newsboy, 48 plugs to 10 lbs. 2¼x4½, 10, 15 and 25 lb.....	40
Nobby Spun Roll, 7 to lb, 1½x8½ 3, 6 and 12 lb.....	57
Old Honesty, 15 oz, 3x12, 6 cuts, 7½, 15 and 30 lb	44
Old Kentucky, 6 to lb, R. & R., 8, 16½ and 25 lb...	48
Old Peach and Honey, 6 to lb. 8 lb. butts..... ...	48
Out of Sight, 12 butts, 12 oz., 3x12, 3 cuts.....	35
Piper Heidsieck, 5½ oz, 2⅝x8, 3 cuts, 4, 7, 14 lb	66
Red Cross, 16 oz, 3x12, 4 cuts 12 and 24 butts	
Red Ribbon Twist, 10 to lb, 6 inch, 8 lb pecks, 16 lb, ½ bus	40
Saw Log, 16 oz, 2x12, 6 cuts, 24 lb.....	46
Saw Log, 32 oz, 3x12, 12 cuts, 32 and 48 lb	46
Something Good, 5½ to lb, 2x4 9, 18 lb.....	45
Spear Head 16 oz, 2x12, 6 cuts, 6, 18 and 30 lb.	45
Spear Head, 7 oz. 2x12, 6 cuts, 7, 10½ and 21 lb	48
Standard Navy, 14 oz, 3x12, 4 cuts, 14 and 28 lb.	38
Star, 16 oz, 3x12, 6 cuts, 12, 24 and 52 lb	44
Weissinger's Special, 5 1-3 oz., 3 x 12 emb, 2, 6, 12 lb.	68
W. N. T. Nat. Leaf, 6 and 12 lbs., bxs., 5½ ozs., 3x12....	57

Smoking Tobacco.

(5-lb Cartons, 25 and 30-lb cases.)

Seal of N. C., 1⅞ oz, foil.....$0.68	
Seal of N. C., 3½ oz, foil.....	.62
Seal of N. C., 8 oz, foil.....	.59
Seal of N. C., 16 oz, foil.....	.59
Old Gold, 1⅞ oz, foil or pouch	.70
Old English curve cut, 1⅞ oz	.74
Old English curve cut, 3½ oz	.74
(In curved tins.)	
Pedro, 2½ oz, foil.....	.49
Pedro, 2½ oz, pouch.....	.51
Pedro, 2½ oz, assorted.....	.50
Pedro, 16 oz, tin canisters....	.52
Dixie Queen, 1⅞ oz, foil.....	.40
Dixie Queen, 16 oz, tin canisters, 6-lb cartons, 24-lb cas	.43
Duke's Mixture, 1⅞-oz sack..	39
Arlington, 1⅞ oz, foil.....	.66
Cross Cut, 1⅞ oz, foil.....	.60
Duke's Cameo, 1⅞ oz.....	.42
Duke's Cameo, 2½ oz, foil....	.45
Melrose, 1⅞ oz, foil	.65
Fragrant Vanity Fair, 1⅞ oz, foil	.95
Red Indian Plug Cut, 1⅞ oz and 3½ oz, foil.....	.42
Red Indian Plug Cut, 16-oz pails	.44
Fashion, 1⅞ oz	.42
Fashion, 16-oz pails.....	.44
Bull Durham, 1 oz.....	.66
Bull Durham, 1⅞ oz.....	.66
Bull Durham, 3½ oz.....	.60
Bull Durham, 8 oz.....	.58
Bull Durham, 16 oz.....	.58
Pick Leaf, gran, 1 oz, 25-lb cs	.60
Corn Cake, gran, 1-lb bags, 25-lb cases, per lb.....	.23
Echo Plug Cut, 1⅞ oz.....	.48
Red Bell, 1⅞ oz.....	.42

COLUMN 40.

Red Bell, 16-oz pails.....	.43
Oriental Mixture, 3½-oz tin..	1.00
Imperial Mixture, 2½-oz tin.	1.20
Plum, 1⅞ oz, foil.....	.62
Three Kings Mixture, 3½-oz tins	1.35
Monte Cristo Mixture, 3½-oz tins	1.50
Yale Mixture, 1-oz tin.....	1.35
Yale Mixture, 1⅞-oz tin.....	1.60
Yale Mixture, 3½-oz tin.....	1.55
Honey Dip Twist, 10 to lb....	.45
Master Workman, 10-oz plug, smoking	.47
Old Virginia Plug, smoking, 5 oz, 10½ lb., 6x6.....	.42

Fine Cut Chewing.

Hiawatha, 1 oz.....	.58
Hiawatha, 10-lb bulk, bright or dark	.56
Hiawatha, b'ght or d'k, 1-lb tins, 5-lb. pails	.58
Sweet Cuba, b'ght or d'k, 1-lb tins, 5-lb. pails	.44

Cigarettes.

Fragrant Vanity Fair $4 08	
Duke's Cameo	4.08
Sweet Caporal	4.08
Virginia Brights	4 08
Old Dominion	3.98
Pets (foil packages).....	6.52
Richmond Straight Cuts.....	6.62
Turkish Trophies	7.75
Egyptian Deities, No. 1, 10s..21.50	
Egyptian Deities, No. 3, 10s $18.36, 19.38	
Mogul	11.22

Cheroots, Etc.

Old Virginia Cheroots, 3's....12.50	
Old Virginia Cheroots, 5's....14.00	
Between the Acts Little Cigars, 10's, tin and paper..	8.50
Bengal Little Cigars, 10's....	7.50
Royal Bengal, 10 in pkg.....	12.00
Van Bibber Little Cigars....17.50	
Sub Rosa Cigarros, 10s, per 1,000	4.10
Florodora	12.50

Cigarette Papers.

Vanity Fair, 50 pkgs in box..	1 05
Wheat Straw, 50 pkgs in box.	1.25
Wheat Straw, 100 pkgs in box	2.50
Wild Oats, 40 pkgs in box....	.90
Red Seal, 50 pkgs in box.....	.25
Corn Husk, 50 pkgs in box...	1.15
Corn Husk, 100 pkgs in box..	2.30
Interlock, 50	1.15
" 100.....	2.25

THE HILSON CO.

Hoffmann House Little Cigars, 10 in package, 250 in carton $7.50
Hoffmann House Magnums, 10 package, 100 in carton.....12.00
Hoffmann House Petit Duc, 10 in package, 100 in cart'n 15 00
Hoffmann House Cavaliers, 10 in package, 100 in cart'n.18.50

J. B. PACE TOBACCO CO.

Scroll Tag, twist, 6 to lb....	.66
Scroll Tag, 10 oz.....	.66
Mastiff Plug Cut, 1⅞ oz.....	.67½
Mastiff Plug Cut, 3½ oz.....	.65½
Mastiff Plug Cut, 10 oz	.52

AMERICAN SNUFF CO.

French Rappee, 1⅞ oz, pr dz.	.95
French Rappee, 3½ oz, pr dz.	1.80
French Rappee, 16-oz jars, per lb	.65
Maccaboy, 1⅞ oz, per doz....	.96
Maccaboy, 3½ oz, per doz....	1.80
Maccaboy 16-oz jars, per lb.	60
Irish High Toast, 16-oz. jars, per lb	.67
Scotch Lillenthal's, in bladders	.60

CIGARS.

Porto Rico Cigar Co.

El Primero, Forziano Porto Rico	30 00
El Manifesto, Invincible Roosevelt Porto Rico	87.50

PIPES.

	Per Doz.
Cobs, Hot Shot, 3 doz.....	$0.25
Cobs, Gem, 3 doz.....	.25
Cobs, No. 3, 3 doz.....	.50
Brier, W. P. & Co., Assorted, 3 doz	2.00
Brier, Display Stands, 1 doz...	2.00
Brier, Showcase Assortment, 3 doz	6.00
Pipe Mounts, 1 doz.....	.75
Cherry Stems, 2½x6 in.....	2.00
Cherry Stems 2d 2½x6 in.....	.85
Clay Pipes, T. D., 1½ gross per box	1.25
	Per Box.
Clay Pipes, Woodstock, 1½ gr., per box	1.25
Uncle Sam Cob Pipe, 3 doz box	1.00
Eclipse Patent Cob Pipe, 3 doz. box	2.25
Climax Cob Pipe, 3 doz. box...	2.25
Jewel Cob Pipe, 3 doz. box....	.90
Dewey Cob Pipe, 3 doz. box...	2.50
No. 19 Cob Pipes, 1 doz box....	2.00

LASH'S
KIDNEY & LIVER
BITTERS
CURES DYSPEPSIA.

HAVE YOU NOTICED
all these Signs around Town?



It shows that most of the Grocers keep what people ask for—WUNDER BEER
If YOU don't, wake up phone to our bottling works and they will send their man to see you.
Phone South 1098

Ahrens, Pein & Bullwinkel
WHOLESALE
Liquor Merchants
620 Post St., bet. Taylor & Jones
Sole Proprietors



Royal Stag Bourbon and Rye.
Old Pal Kentucky Bourbon.
Celebrated Chief Tonic.
Hiawatha Bitters.
Chief Bitters.
Diamond Star Rye and Bourbon.
Tiliawood Bourbon.
Importers
Slater V. O. Scotch Whiskey, Scotland.
Thrope & Co.
Mermaid Old Tom Gin, London.
P. Van der Kamp
Fine Old Wood Cock Gin, Holland.
Maurailla Freres Cognac, France.

MONEY-WEIGHT SCALES
Pay for themselves in
Less than a Year.
Sold on Easy Monthly Payments
PIERCE & CO.
Flood Bldg. (8th Floor) Market & Powell



J. F. Cutter Whiskey
IS THE BEST SELLER FOR THE RETAILER ON THE MARKET
E. Martin & Co.
Sole Agents
54 FIRST STREET
San Francisco

Clerk's Corner

A Pointer for Clerks.

I once had two clerks. Eames was getting $12 a week and Roberts $15. Eames asked for a raise. I told him that his services would not, as yet, justify it, and that the business could not afford it. He was not satisfied, even after I told him I would do better by him just as soon as I could.

A few days afterward Roberts had occasion to criticise his associate for a very apparent lack of interest in the job in hand. Eames answered: "Well, I guess I do it well enough for $12 a week."

It was in that spirit that his work was done. He was getting only $12, and was determined to earn no more until paid more. Roberts, on the other hand, put in his best efforts, and tried to make himself more valuable with every day that passed.

I am to-day paying Roberts $2,100 per year, while I was compelled to discharge Eames at the end of his first year.

Loyalty of Employe.

A strong spirit of loyalty to the employer should cover up many minor shortcomings of the employe. Without abundant loyalty the best of the other qualities a merchant's employes are expected to have are not worth much.

Another kind of loyalty is that which makes an employe faithful to the interests of his co-workers.

Still another kind of loyalty is faithfulness to high principles, which have been instilled in the mind in the days of one's childhood. Faithfulness of this character means loyalty to the public—a loyalty which keeps a man from trickery, "grafting" and generally rapacious practices.

Fortunate is the retail storekeeper whose clerical force contains none but those whose loyalty is of that strong and tough character that covers all the relations mentioned above. Fortunate also are the assistants who are faithful and true in all kinds of service. Fortunate is the public that is supplied by stores provided with such salesmen.

Infuse Sympathetic Feeling.

There are apparently successful businesses wherein every man's hand seems to be against every other man's hand; where suspicion and jealousy are rife, and where employer suspects employe, and employe resents all espionage with a smoldering malice and hatred that bodes ill for the future of the business. A few seeds of true loyalty sown in such apparently unsuitable soil might actually revolutionize the whole business and bring into action unsuspected energy, turning failure into success, or adding tenfold to the prosperity already existent.

A common form of disloyalty is shown in criticisms of the acts of superiors. In some businesses there is nothing the employer or employers can possibly attempt that would not excite invidious comment or sour criticism and complaints. Like the sailor of the old school, the clerk who has lost all feeling of loyalty to his employer looks upon every incident with a jaundiced eye, and is often as quick to suspect, criticise and condemn his fellow-workers. Disloyalty is sometimes due more to sluggish liver than anything else.

LEADING CATSUP MANUFACTURERS.

The T. A. Snider Preserve Company of Cincinnati, Ohio, manufacturers of Snider's Home Made Catsup, have always been able to secure the major part of the catsup business from the fact that their catsup is recognized by the public as the best and purest produced.

To begin with, the Snider Preserve Company grow all their own tomatoes, pick them when fresh and ripe and make their catsup while their tomatoes are in their very best condition.

Other ingredients necessary in catsup making, such as vinegar and sugar, must be high grade. Large quantities of pure water are obtained from artesian wells.

The company operates eight factories—modern in every respect and kept scrupulously clean. The Snider Preserve Company extend invitations to the public to visit their various factories so that they may see how the catsup is made.

A man always remembers his enemies, but he sometimes forgets his friends.

ALPINE
EVAPORATED CREAM
UNQUESTIONABLY THE BEST
WHY?
Because made by the Improved Process and under the personal supervision of J. B. MEYENBERG, the INVENTOR and ORIGINAL MANUFACTURER of Evaporated Cream.
ALPINE EVAPORATED CREAM CO.,
95 Market St., Rooms 210-211. San Francisco, Cal.
FOR SALE BY ALL JOBBERS

PACIFIC STORE AND OFFICE FIXTURE CO. INC.
TEL. BLUE 2571
F. A. OEHM, Pres.
Store Fixtures
DESIGNERS AND MANUFACTURERS OF
STORE, OFFICE AND BAR FIXTURES
3253-3259 SIXTEENTH ST.
San Francisco

RAINIER
BEER
Popular! Why?
Because it is really good.
Only Choice Materials
Used in its Manufacture.
JOHN RAPP & SON, AGENTS
Phone South 473.

Groeery Markets.

Commercial Outlook of the Western World as shown by Present Conditions.

Office of the ADVOCATE.
Thursday Afternoon.

ADVANCES.

Voll Herrings, ½ bbl., to $8.00.
Palo Alto White Cherries, 2½s, to $1.80; black, 2½s, to $1.65.
Hawkeye Breakfast Bacon, 8-10, to 16 cents; 10-12, to 15 cents.
Large Pecan Nuts, to 13½ cents; Jumbo, to 15 cents.
Bayo Beans, to $3.70.
Golden Star Pie Apples, gal., to $2.85.
Pacific Codfish, ¼c per pound.
Lima Beans, to $6.15.
Local cure hams, to 13¼ cents; boiled with skin on, to 17½ cents; skin off, to 19½ cents.
Pure Turpentine, cases of 2-5s, to 95 cents; drums and iron barrels, to 89 cents.
English cured bacon, 8 and 10s, to 14½ cents; 10 and 12s, to 14 cents.
Fancy colored China Dusters, to $0 cents.

NEW IN MARKET.

Gulder's Stuffed Olives, 14 oz., at $2.40.
Simplex Mustard, at $1.35.
Huyler's Wash Toffee, 16 pkg, at $1.25.
Klaus Swiss Milk Chocolate, 1-16s, at $6.50; 1-8s, at $6.00; ¼s, at 5.75.
Hartley's Marmalade, 1 pound stone, at $2.40; small, at 90 cents; 1 pound glass at $2.50.
Underwood's Lobsters, 1 pound, at $2.80.

DECLINES.

Golden Star Candles, 20s, to 9½ cents; 40s, to 9⅝ cents.

SCARCE IN MARKET.

Higgin's Salt, 50s.
Sego Cream, 20 oz.
3 Ply Twine.

LOG CABIN DEAL.

Delivery August, September and October. The Towle Co. will pay extra discount, 5 per cent on all orders for 5 cases and over on receipt of jobber's invoice.

SUGAR MARKET.

New York, May 25—Willett & Gray report:

Raws—The week under review appears to have brought about a change for the better. Europe has made steady improvement from the low point of the downward tread.

Refined—The market shows small signs of improvement, not yet sufficient to influence the market to any extent. Prices show no indication of change immediately or until undelivered contracts are filled by deliveries at contract prices."

GLUCOSE.

Philadelphia, Pa., May 19th—Conditions are growing stronger. An advance of 10 cents per bushel on corn indicates an advance of 10 to 15 points. As soon as old stock of corn is exhausted, the glucose plants will have to advance prices or manufacture at a loss."

MAPLE SUGAR.

Grand Rapids, Mich, May 17th—Stroup & Carmer report:

"The season was very short and only about half a crop was harvested. Prices are firm."

Lowville, N. Y., May 19th—R. J. Richardson & Co. report:

"The crop in this section is about one-third short of the normal. Prices have advanced during the past two weeks. Syrup is sold at 75 cents and sugar for 10 cents. Considerable syrup is being held for higher prices."

Bellefontaine, O., May 20—F. N. Johnson Co. report.

"Buyers and farmers in Vermont were forced by the short crops to pay about 20 cents per gallon over the opening price in Ohio. This has increased the tub maple syrup about 2 to 2½ cents per pound above the price it was thought the article could be had for."

COFFEE MARKET.

The Lewin-Meyer Co. report:

"Recent private advices which we have received from London, are to the effect that the leading coffee importers of that city believe that the reported shortage in this year's crop has been greatly exaggerated. In fact the opinion prevails that it will be little short of the crop of 1903.

"This opinion is somewhat affecting the American trade in the East, but in California, the market being controled by local supply and demand, the condition is different.

"Locally receipts will be greater than in 1904. Roasters are buying freely, and have little stock on hand.

"We believe that prices are now at about their lowest possible level, approximating the cost of production; hence we look upon it as a safe proposition to carry a full stock at present prices."

New York, May 23rd—Volney, Green & Son report:

"Low and medium grades of Rio and Santos continue scarce. Grades from No. 2 to No. 4 can be bought at 1-8 to ¼ cent lower. There is a better undertone throughout the market to-day and holders are firm on all grades with roasting merit."

TEA.

M. J. Brandenstein & Co. say:

"The Shanghai market has opened with prices substantially as last year for better grades, and about 8 per cent less on cheaper grades.

"Yokohoma prices are as in our last reports. The local business is good."

A. Schilling & Co. say:

"Recent reports from Japan are to the effect that prices are somewhat firmer."

New York, May 23rd, John B. Brown & Co. report:

Congous—Cables from Hankow state that the market for new crop opens 7 per cent less than last season. The quality, however, is reported to be poorer than that offered at opening last year.

Japans—Cable advices show prices to be exactly the same as last season. From indications to date, it would seem that the present Japan pickings would compare in volume and price with previous seasons.

Green Teas—A large amount of business has been transacted in Pingsueys during the past week at somewhat higher prices than ruled a month ago.

Oolongs—Cable advices differ. Some state opening prices for Formosas are 2 cents over last year. Others say the prices are only 1 cent per pound more. All cables agree that the quality is poorer than last season.

RICE MARKET.

M. Phillips & Co. report:

"The Japan rice has again advanced, and mills in the South are asking a basis of 3 cents for ordinary Japan rice, which would mean $3.55, actual cost to the jobber in San Francisco. The prospects are that the rice market will go much higher. Weather conditions are such that they can not put in their crops and unless there is less rain within the next ten days, Japan rice will go to 4 cents, perhaps higher.

"Other grades have advanced in sympathy; in fact, all grades of rice, that is, Louisiana and Texas rice, have advanced all the way from ¼ to $1 a bag. We will give a full detailed report regarding prices and outlook next week."

Dan Talmage Sons' Co. report:

"The market has been highly excited and large sales have been made. Japan rice advanced ½ to ¾ cent and Honduras ¼ to ⅜ cent. Advanced prices are fully maintained.

"The market in Japan and Honduras at New Orleans has advanced sharply. In southwestern Louisiana and Texas there has been brisk demand for all clean stock.

"Although values have materially advanced, holders are convinced that prices will be much higher since it is estimated that only 25 per cent of the acreage has been seeded owing to the unfavorable weather, which will shorten the present crop (1905-1906).

CANNED FRUITS.

The association has withdrawn prices on apricots, pears, Royal Ann cherries and all peaches except a few clings.

Pears and cherries will be scarce and high.

Haywards—The local cannery is not running full blast because the crop of cherries is so light. It will not employ many hands until apricots are ripe.

Fernando—The Fruit Growers Association has decided to dry the entire apricot crop. After a sharp fight between three canneries, the peaches have been sold to the Pasadena Canning Company at the highest prices ever received in this section.

Folsom—There will be good crops of all kinds except pears in this vicinity. Pears will be a total failure.

Pasadena—County Horticultural Inspector C. A. Day says there is not enough decidious fruit in this section to warrant canneries in opening up. There will be good crops of peaches and apricots in the country north of El Cajon.

Loomis—The Fruit Growers' Association of Placer county has decided to stand together on the matter of prices. Placer and Sutter counties will come nearer having a full crop of canning peaching than any other place. The Bartlett pear crop will be from one-half to nothing. In no place is a full crop of pears reported.

CANNED TOMATOES.

The Central California canneries are reported as offering future tomatoes at 65 cents.

CANNED CORN.

A prominent brokerage firm writes the **Advocate:**

"According to the United States government crop reports for the Middle Western States (which takes in the corn belt of the United States) and also from priavte advices, it is apparent that they are having a very cold spring. This seems to have destroyed to a certain extent the very early planting of corn, and of course, interfering very seriously with the planting during the month of May, which is the average time for planting of corn for canning purposes. This condition of things has already had its effect in strengthening packers views on the 1905 pack, and it is thought by Baltimore, Philadelphia, New York and Chicago speculators in this product that the extreme low price (about 60 cents in car lots) will not prevail again in the immediate future. We are talking now about a strictly standard article of corn. Of course 'off qualities' are simply worth what the jobber or retailer is willing to pay for them."

CANNED ASPARAGUS.

The extra cold weather of the past few weeks will tend to further curtail the asparagus pack. It is now thought that not more than 30 per cent of the orders can be delivered. This means that the entire pack of asparagus is in the hands of the jobbing trade to make their own prices.

RAISINS.

Because of the formation of the Rasin Growers' Association, packers opposed to the association are offering outside growers 3 cents per pound for raisins in the sweat box. The officers of the association have sent out a strong circular advising growers against against accepting this price. In their circular they state that every pound of the old crop raisins is to-day worth 3½ cents and will be worth 4 cents per pound before next fall if the new growers' committee has control of the crop. As the price received by the growers last year was only 1¾ cents per pound in the sweat box, it will readily be seen that all sound raisins are good property at ruling prices. In their circular the association says:

"Every statistical condition to-day points to a higher price next fall for raisins. At this time last year there were over 20,000 tons of raisins on the market unsold. To-day there are not over 5000 tons of sound raisins in California, about one-half in packers' hands and one-half in growers' hands. What raisins there are in packers' hands cost them during the flurry subsequent to the heavy rains last fall, 3 cents per pound. With insurance and interest charges accruing since last fall, packers who are now carrying raisins, cannot afford to sell at less than a 3-cent basis. In fact, they are to-day scrambling to purchase old raisins at 3 cents as a speculation to carry over the next fall's trade, realizing this early that there will be a handsome profit on a 3-cent purchase. After showing enough backbone by carrying your 1904 raisins this late, is it not foolish to hand the accrued profit over to a middle man, who takes no risk?"

PRUNE MARKET.

Walter M. Field of the Hooke-Field Co., says:

"The prune market is now practically on a 3c f. o. b. basis on new crop Santa Clara prunes, and you can safely assert that 2¾c basis is now an inside figure. You cannot be too strong in predicting a 3c basis market for Santa Clara prunes and 2¾c probably for outside fruit. That, however, is as much as the market will stand." Beyond that price prunes will not sell. The grower holds the key to the situation this season, for with a small crop they are in a position to dictate prices within the limits I have defined. A most encouraging feature of the situation on the Coast is the export demand, which indicates that the goods are going abroad in the usual quantity at the advanced prices. Not more than 200 cars of 1904 prunes remain on the Coast, and these are being gradually absorbed by the demands of both home and export buyers. I sent out an inquiry for some 90s or smaller sizes and received the reply that there was absolutely none to offer."

State Horticultural Commissioner Elwood Cooper has sent out queries to growers to learn what plan of co-operation of selling their crops would be most acceptable to the majority. The idea is to establish some means by which the selling of a large part of the crop can be concentrated into one hand and thus prevent wild competition.

San Jose, May 27th—Prune prices for the coming year were discussed at yesterday's meeting of the Dried Fruit Promotion Association. The following cable was read, showing that the European crop would be light. "Bosnian and Servian crop medium only. Prospects do not look very good. The French crop fairly large. Prices continue on the upward course."

A general discussion as to the probable price developed the fact that a 2c basis would not be acceptable and that prunes would be worth as much this year as in any year since 1900. A committee was appointed to take up the matter of having an official label to be put



"Eastern Star" Hams and Bacon
"Golden Gate" Leaf Lard
"Primrose" Salad Oil

FOR SALE BY ALL DEALERS
Yearly Sales - - - $4,750,000

Western Meat Company
SAN FRANCISCO, U. S. A.
Packers and Exporters of U. S. Government Inspected Products

TOMATOES--Pack 1904 MAPLE SHADE FARM BRAND
Solid Pack and Solid Pack with Peppers are trade winners.
Quality finest. Prices right.

SUYDAM BROS. & ROGERS
WHOL SALE GROCERS
14-16 Spear Street, San Francisco.
Tel. Main 5396.

on the prunes produced from Santa Clara County, since much inferior goods produced in other sections were marketed under the Santa Clara label.

DATES.

New York, May 20th—The Hills Bros. Co. report:

"Stocks of Persian dates are unusually light. Supplies are being steadily reduced and will be fully cleaned up before the arrival of the new crop."

CURRANTS.

New York, May 23d—The Greek Currant Co. reports:

"The situation is somewhat undetermined because of doubt as to what the Parliament of Athens will do with regard to proposed legislation. Supplies on the spot are much lighter than they were last year at the same time. Cables report the market firm at last week's quotations."

HONEY.

Lordsburg—The prospects for the bee men never looked brighter. Such an immense new crop of white sage has never before been known. This is now in full blossom. The crop of honey will be very large and a very great proportion will be light amber.

BEANS.

Los Angeles, May 17th—Holmes & Stackard Co. say:

"It seems certain now that spot stocks, although they will command big prices, will be exhausted within the next 60 days. The new crop will come into an unprecedentedly eager market—bare of supplies.

"The late rains delayed planting some ten or fifteen days and made it necessary to re-seed some land that had already been planted. The lateness of the season has strengthened the hopes of the growers who are looking for about $3.50 Coast, for future prices. Beans are good property and experience shows them to be a safe buy when contracted for at anything near that price in about eight seasons out of ten."

CANNED SALMON.

Portland—The small run of salmon in the Columbia is creating trouble among the various packers. The run has become so small on the Upper Columbia that dealers there are paying 7c a pound for chinooks, steelheads or bluebacks.

Bellingham, May 26th—In the "Reveille," D. L. Platt of the "Seattle Fisherman" is quoted as saying: "Practically every plant on the Sound will be operated to its fullest extent provided there is enough fish caught to keep it going. The canners are putting all their available money into traps, canning equipments, etc., necessary to put up a good big catch. If the fish do not come as the canners expect, the results will be disastrous to many who will be unable to stand the great financial loss. The canners are preparing to handle all the fish that can be caught and if the sockeye run is even near what is expected, the 1905 catch will be a record breaker."

Portland, May 23d—Spot salmon is very firm. Columbia River chinooks are in larger demand than ever and already the sales have probably exceeded the entire pack of the season. The weather has been very unfavorable for a good catch and canners along the lower river complain of the dullness. However, they all agree that this year's pack is, to date, ahead of that of the previous season. The markets here show slightly better supplies today, but the demand is so great that prices are even firmer than ever.

MACKEREL.

New York, May 19.—Thos. Woodward & Son report:

"There will not be enough old fat Irish mackerel to go around and there is no chance of getting any more fat mackerel of any sort until next September or October. The Spring catch will not interfere with the old fat Irish.

"The market is bare of No. 1 mackerel. All the Nova Scotia and Gloucester mackerel have been cleared up. Norways are practically concentrated into one hand and are very firmly held.

"While orders are coming in for Irish now at $15.50 for 300-400 count, it will not be long before buyers will be glad to pay $17.

"All kinds of barrel herring are practically cleaned up, both domestic and imported. In fact, stocks of all fish have not been cleaned up so thoroughly before for many years."

AMERICAN SARDINES.

According to the New York Journal of Commerce there will probably be a war among the packers of domestic sardines. The Sea Coast Co. (the trust) has said that it will no longer "hold the umbrella" for the independent packers, and certain independent interests say that they will meet and undersell the trust price, whatever it may be.

In speaking of the probable pack, the article says: "It is generally predicted by fishermen that catches on the offtides in June will be very light. Consequently, after the present run is over it is expected that very few goods will be packed in June."

CHEESE.

Wieland Bros. say:

"New limburger cheese, the quality of which is poor, is in the market and sells at a low price. Fancy October made limburger is very scarce and high in price."

OLIVES.

Wieland Bros. say:

"California ripe olives of good quality are very scarce and command a good price."

HAY.

Somers & Co. report:

"Choice hay for retail purposes holds very firm and is in good demand; the medium grades show a trifle more activity owing to the decreased supply, but poorer stock sells very slowly. Some districts will be shorter than last year, whereas in other parts there will be a greatly increased crop. The recent showers will help make more grain in some districts, and will also tend to spoil some volunteer that got considerably damaged in the early rains.

"Choice wheat hay is selling up to $14 and $15 per ton here."

GROCERS RESEMBLE GROWERS.

The experience of men who have labored in building up grocers' associations will make them sympathize with the following paragraph taken from the "Exponent" of Redley. That paper in speaking about the difficulties in bringing about united action among raisin growers, says:

"The ingratitude and indifference of many growers who had stared destitution in the face some years ago could not be accounted for. The selfishness of greed for their own benefit, not caring for the benefits to be derived by others besides themselves was beyond comprehension. Nearly every grocer hoped the new company would be a go, but to save a paltry 25 cents per acre to themselves for the time being, would let it fail. Some of these men will bear the "mark" for years to come and in their innermost selves will wish they had signed.

"'The Exponent' has done its part as earnestly as it could and has no regrets for the part it has taken in the work, but finds it very hard to refrain from saying some hard words to those who have refused to join with their neighbors to help save the most and best promising industry in agriculture in this State or nation."

PUSHING PRICE'S FOOD.

Energetic efforts are being made to secure the initial introduction of Dr. Price's Wheat-Flaked Celery Food. The agents are now distributing from house to house in Oakland 25,000 orders upon retail grocers for full-sized packages of Dr. Price's Food. These orders will be redeemed at the office of the Dr. Price's Celery Food Company, 115 Davis street, at the full retail price of two for 25 cents. As soon as the campaign is completed in Oakland, it will be taken up in Alameda and Berkeley. Their activity will then be transfered to San Francisco.

The consideration for the rights of the retail grocer exhibited by this concern is very laudable. Instead of distributing large quantities of free samples, which prevent the sale of just that much of their goods by the retail grocers they send the consumer to the grocers direct for the goods and let the dealer get his profit on all goods that are thus taken up by their customers.

Retail grocers will be wise to prepare themselves for the demand that should ensure. The price of Dr. Price's Food has been reduced to $3.70.

City soil is said to be superior to country soil for wild oats.

SPECIAL ANNOUNCEMENT.

An invitation is extended to any white merchant outside of New York City, or their representative, whose name appears in Bradstreet's or Dunn's Commercial Agency Book, to accept the hospitality of our hotel for three days without charge. Usual rates, apartment with private bath, $3.00 per day and up without meals; parlor, bedroom and private bath, $35.00 per week and up, with meals for two. New York merchants and editors are requested to call the attention of their out of town buyers and subscribers to this advertisement. GALLATIN HOTEL, 70 W. 16th St., New York City.

VALUE OF CONFIDENCE.

A value can hardly be placed on confidence between business people today. Faith in a man's word and honor is what makes credit, credit in the broad sense of the word, and this is the chief essential of prosperity.

This principle extends from the banker whose check is honored for thousands to the retailer who advises his customer in her purchases.

If you want to build up a broad guage business, study the interests of your customer. There is no one way in which you can gratify her better than by recommending "Sunset" Brand mackerel broiled in olive oil.

PLAN MEETS APPROVAL.

(Continued from Page 5.)

it means that they will be prepared to help secure a profit on other articles if they are given the chance.

There is no reason why the retail grocers of California should not be able to add at least 5 per cent to their gross receipts and be saved the necessity of meeting the unfair competition of department store cutters and the advertising "cash" stores that fail.

Do your part by helping the men with the starch that offers to pay you a profit.

Your success then will help make other firms see that it will pay them to protect you and they will help you get a profit, too.

H. W. THURLOW.

DAN O'CALLAGHAN
REAL ESTATE
AND
INSURANCE BROKER

City Agent

Liverpool & London & Globe Ins. Co.

Telephone, Main 5238

22 Montgomery St., San Francisco

(Mr. O'Callaghan was for many years a member of the firm of O'Callaghan, Nelson & Co.)

WHITTEMORE'S POLISHES.



The World's Standard.

"Gilt Edge" dressing, blk.	$24 00
"Boston" Waterproof Polish (for men's and boys black shoes)	24 00
"Boston, Jr." 10c. size	10 00
"Dandy" Russet Combination	24 00
"Star" Russet Combination	9 00
"Dandy" Russet Paste	9 00
"Red Box" Russet Paste	5 00
"Champion" Black Friction Polish	24 00
"Champion, Jr." Black Friction Polish.	10 00
"Elite" Combination (for box calf, black vici kid, etc.)	24 00
"Baby Elite" Combination (for box calf, black vici kid, etc.)	10 00
"Elite Paste" for box calf (two sizes)	$9 00 5 00
"Superb" Patent Leather Paste	9 0
"Blue Fox" Patent Leather Paste	5 00
"French Gloss" (in cartons, for ladies' black shoes)	9 00
"Royal Gloss," 4 oz. (for ladies' black shoes)	8 00
"Bossola" Waterproof Paste Polish, large	9 00
"Bossola" Waterproof Paste Polish, small	4 50
"Quick White" perfectly cleans dirty white shoes (two sizes)	$24 00 10 00

Profit and Quality
ARE COMBINED IN
"Sunset" Mackerel
Broiled in California Olive Oil

Three Flavors

Souse - Tomato - Mustard

CALIFORNIA FISH COMPANY
SAN PEDRO, CAL.

P. E. LENFESTEY, - - Agent

220 California Street, San Francisco, Cal.

Enterprise Brewing Co.'s
Beer is sold on its merits.

We invite comparison of our productions with ANY on market. You will then become our best advertiser, we are dead certain.

A GOOD ARTICLE is the very best advertising medium. Are we not right?

Telephone, Mission 152. San Francisco, Cal.

Cigars and Tobacco

S. B. Korn recently received the third shipment of E. A. Kline & Co's El Symphonie Perfecto Extras.

The American Tobacco Company has given notice to the jobbers that their contracts on plug tobaccos expiring this month will not be renewed.

The Rough Rider has become one of the leading brands on all the best stands of San Francisco, and is a great favorite with smokers of nickel goods. J. L. Jerichau, San Francisco distributor of this cigar, is making a very active campaign in its behalf, and has a line of very attractive display matter setting forth its merits, which he is liberally distributing to the trade.

EEhrman Bros. & Co. are much gratified with the success that has attended their campaign in behalf of the Henry Miller, their new nickel cigar. Not only have they made a big introductory sale of this cigar, but repeat orders are already coming in freely. The Henry Miller is a fine nickel smoke, and is being liberally advertised in the daily papers, bringing its merits to the attention of the smokers of five-cent cigars.

Tillmann & Bendel are opening an extensive advertising campaign in behalf of the Recruits. In addition to the bill-board advertising it will include a liberal use of the daily papers of all the leading cities and towns of the coast. They are receiving some heavy orders for this cigar as well as for their clear Havana leader, the Sanchez and Haya.

The tobacco farmers about Lexington, Kentucky, have determined upon a plan to finance the 1905 crop, which is, in brief, the organization of county associations in every town in the tobacco belt at a capitalization of $50,000 each. It is proposed that this stock be taken by the tobacco growers in exchange for their tobacco at the rate of $5 per hundred pounds. When all the stock has been issued the company will have one million pounds of tobacco and should it sell for more than five cents per pound there will be paid to the county associations 80 per cent of the proceeds, the remainder to go to a controlling company. The latter will have a capitalization of $50,000 and will do business as the Burley Sales and Warehouse Company. The county companies will make advances to the growers who need money before their crops have been disposed of.

Can California Grow Tobacco.

Prof. A. D. Shamel, expert on tobacco culture, is expected to visit the Sacramento valley during the present year for the purpose of investigating the possibilities of tobacco culture here.

There are many people who believe tobacco to be one of the crops that may be successfully and profitably grown on Sacramento valley lands. It is a fact that tobacco has been grown in many parts of the valley and no doubt there are to-day many plats grown for the individual use of the owners.

The Sacramento Valley Development Association wants to locate some of these tobacco patches and will appreciate communications from persons who are now growing and who have grown tobacco, or from any person who knows of growing tobacco.

It has been urged against tobacco culture that the extremely dry climate of this State is not conductive to the best results in drying the leaf, but, if so, no doubt artificial means can be found to correct any unfavorable conditions for curing.

The first step in introducing this valuable crop is to grow the weed, and if, as expected, the valley soils prove to be especially suited to it, there is little doubt that great and profitable industry may result.—Red Bluff Sentinel.



EHRMAN BROS. & CO.,
S. F. Distributers.

ASSOCIATION NEWS.

Owing to the continued absence in Europe of Mr. Joy Norton, president of the Great Western Cereal Company, that company has informed the National Grocers' Association that they cannot give a definite reply by June 1st as to whether they will discontinue giving premiums and ask for a continuance of several weeks. It is promised that the matter will be taken up as promptly as possible.

St. Louis—The recent "Dollar Dinner" of the St. Louis Retail Grocers, because of the contributions of various firms, showed a net profit of $23,645.

Tacoma—The Grocers' Association has completed arrangements for its annual picnic to be held in July. Arrangements are being made for the reception of J. R. Newberry, who will visit Tacoma the latter part of May.

Spokane—The grocers are to have their annual picnic at Coeur d'Alene. All the merchants' associations in the Inland Empire have been invited to join the Spokane associations in the picnic and many have accepted.

Salt Lake City, Utah—The Grocers' Association was addressed at its last meeting by State Food Commissioner John Peterson who spoke about "Food Adulterations." Food Inspector J. J. Meyer also addressed the association and asked the co-operation of the members in a fair enforcement of the law.

Detroit, Mich.—The secretary has been instructed to secure speakers of prominence to address the members at their next meeting in hopes that it will increase the attendance. At the request of the association the Epicure Baking Company agreed to discontinue all premiums in the sale of its bread and other goods. The grocers are trying to secure the passage of a law to make the wife jointly responsible for the necessaries of life.

New Orleans—The directors of the Grocers' Association recognize the necessity of assisting the development of the "Louisiana Grocer," which is being printed in the interests of the grocery trade in their city. Plans are being made to increase its strength and value.

Michigan—The assembly has passed the Hudson bill which prohibits the retailing of liquors in grocery stores and other establishments where merchandise other than liquor is sold.

Texas—In their call for the State Convention which is to be held in Mineral Wells on June 13th and 14th, the State Grocers' Association says. "No grocer could spend two days to better advantage than by attending this convention."

DENOUNCE COFFEE JOBBERS.

Two of the Denver daily papers are giving away premiums to parties placing want ads in their Sunday issues. The matter was brought up at a recent meeting of the Denver Grocers' Association and language that would not look well in print was used by the grocers in denouncing both the firms who are furnishing the coffee.

One grocer stated he would never buy a pound of the coffee being given away by the two papers.

It was estimated that from ten to twelve thousand pounds were given away each Saturday.

One member said that if the roaster sold the coffee to the retail dealers at 8 cents per pound instead of 22 and 28 cents that they also might sell it for 10 cents per pound.

CHAMPIONS "FUTURE" BUYING.

The agitation against the buying of "futures" has brought forward several champions of that practice.

One of these advocates asserts that it is the only possible safeguard against a constant state of demoralization, particularly in the canned goods market, with alternate periods of shortages and over-production which would be highly unprofitable to the packer, the jobber and the retailer.

The New York "Merchants' Review" asserts that the contention that this year's purchases of staple products is not affording a good margin of profit, because of prevailing conditions, is not a fair way to look at the question, because the slump in values is simply a mid-season fluctuation of very common occurrence and one which should cause the dealer no apprehension. That journal favors the policy of future buying to the extent of making contracts for reasonable supplies of superior goods, which are not only a safe purchase as a rule, in its opinion, but unless the orders are placed in advance a sufficient supply may not be obtainable from the factories to cover the ensuing twelve months.

The majority of grocers also give testimony that their purchases ordinarily give satisfactory returns which compensate them for assuming the burden of carrying stocks that otherwise would have to be carried by the manufacturer and wholesaler until such time as the demands of their trade would necessitate laying in supplies.

The greatest danger, and one which even the most optimistic admits, is in making advance purchases in excess of the season's requirements and thereby tying up needed capital in dead stocks or tempting the dealer into an effort to unload by putting the knife to prices and profits.

A wise woman never gives her husband a letter to mail if she hopes to receive an early reply.— Chicago News.

LANDIS



TONIC BITTERS

A Pure Tonic and Laxative

—o—

Made from Herbs, Seeds Roots, Barks (Guaranteed)

NATURE'S OWN REMEDY FOR Stomach and Blood Disorders

Made only by the

The Landis-Patton Mnfg. Co.
Incorporated
1664 MISSION STREET
Tel. Folsom 4156 SAN FRANCISCO

Mothers! Mothers!! Mothers!!!

Mrs. Winslow's Soothing Syrup

has been used for over SIXTY YEARS by MILLIONS of MOTHERS for their CHILDREN while TEETHING, with PERFECT SUCCESS. It SOOTHES the CHILD, SOFTENS the GUMS, ALLAYS all PAIN; CURES WIND COLIC, and is the best remedy for DIARRHŒA. Sold by Druggists in every part of the world. Be sure and ask for "Mrs. Winslow's Soothing Syrup," and take no other kind. Twenty-five cts. a bottle

HENRY MILLER
5c CIGAR
SUPERIOR QUALITY
EHRMAN BROS. & CO., Distributors

Call for ASTI WINES

PRODUCED BY THE ITALIAN SWISS COLONY

Dry Wine Vineyards, ASTI, Fulton, Sebastopol, Cloverdale, Sonoma County, Cal.
Sweet Wine Vineyards, Madera, Madera County, Kingsburg, Fresno County, and Lemoore, Kings County, Cal.

Office and Salesrooms, Cor. Battery and Greenwich Sts.
Vaults, 1235-1267 Battery St. 101-169 Greenwich St. 1334-1336 Sansome St., S. F.
P. C. Rossi, President Telephone Private Exchange 448. A. Sbarboro, Secretary

A. VIGNIER CO.
429-431 Battery Street San Francisco
IMPORTERS
Sardines, Olive Oils, French Preserves, Washing Blue, French Castile Soap: Clover Leaf, Virgin, Dahlia, mottled, Wines and Liquors—A. V. H. Cin—imported goods only.
Sole Agents for the Genuine CLICQUOT Champagne
Only the GENUINE, Imported direct from France, bears Vignier's LABEL

TOBOGGAN
MAPLE SYRUP -- IT IS BEST
Pacific Coast Syrup Co.
SAN FRANCISCO
Three Refineries: San Francisco, Portland and Seattle.

News of the Coast.

CALIFORNIA.

San Francisco—Alexander Wright, a teamster crazed by drink, the result of an extended debauch, struck William Clymo, grocer at 2230 Geary street, Saturday morning, with a hatchet, fracturing his skull.

Bekersfield—Decker & Co., the well known grocers, have decided to discontinue business and are offering their fixtures and stock for sale.

Downieville—All the groceries have been removed from the late store of Spaulding, Mowry & Co., and placed in John Costa's store.

Los Angeles—Edward Beall & Co., 3523 McClintock street, have sold to Bechen & Co.

Los Angeles—The Vieira Grocery Company has incorporated with a capital stock of $4000, of which $300 has been subscribed. The directors are J. A. Vieira, E. G. Vieira and H. E. Pask, all of this city.

Napa—Thompson, Beard & Sons held the grand opening of their new grocery, crockery and art goods and household goods departments on the evening of May 23. A great crowd of people thronged the stores during the evening, and inspected the interior of the new departments. Some 450 dozen roses were used in decorating the different departments, ferns also being used and lending a pleasing effect. The crockery side had deep red roses, the men's furnishing side white roses, and the ladies' furnishing department pink. In the latter department lemonade was served to the guests of the evening; in the grocery department sandwiches, coffee, lemonade and health foods were dispensed to all who wished them. Thompson and Parker's orchestra was stationed on the men's clothing side and furnished enjoyable music during the evening. The new stores were greatly admired for their convenient arrangement and neat and up-to-date appearance. Later in the evening a dance was given at Turner Hall by the firm to the employes and their friends, and was greatly enjoyed by all who attended.

Pasadena—It is reported that T. T. Hayward has bought the grocery store of Merck & Schilling at North Pasadena.

Petaluma—J. W. Horn, who recently purchased the Stony Point house has sold the same to Frederick Kruse, the owner and proprietor of the Washoe House across the street from the Stony Point house. Mr. Kruse intends putting in a stock of groceries and merchandise in the place purchased.

Sacramento—An incendiary fire gutted the grocery of J. J. Ryan on the morning of May 19th.

San Diego—Otto Sippell has sold his grocery store to J. A. Miller.

Sallows & Rhodes has purchased the Well's store at Meridian, which they propose to conduct in conjunction with their Santa Clara business.

IDAHO.

Weiser—Moss & Hamilton have started a grocery store.

OREGON.

Albany—J. Blazier has purchased A. O. Beam's grocery store. Anderson & Starr have succeeded T. G. Anderson, grocer.

Gresham—Geo. P. Markell is opening a grocery store.

Philomath—Scott & Van Blaricom have succeeded Scott & Pugsley, groceries and feed.

Salem—C. E. Budlong, grocer, has filed in bankruptcy.

WASHINGTON.

Carson—Gordon & Wetherell have purchased the grocery store and meat market of P. M. Staack.

Colfax—The "Commoner" says: Mail-order fakes are not in it with a bearded freak who is at present plying the vocation of selling "cheap groceries" to Whitman county farmers. The more sparsely settled the town, the louder are his "denunciations of the home merchant, whom he claims to be a robber of the farmers." While in these parts this week he ran up against several snags in the persons of farmers who know wright from wrong—in fact most all of the farmers down this way know a thing or two. After a few of his spiels he skinned out for a greener class. Isn't there a license for that class of peddlers?

Ephrata—A. O. Tolford has purchased J. B. Hill's grocery store.

Everett—The City Grocery Company has filed articles of incorporation, succeeding to the grocery business of R. D. McNeeley.

Hoquiam—The New Era Tea and Butter Company has occupied its new store building.

Kelso—Jasperson & Gray, grocers, have occupied their new store building. They have neatly arranged salesrooms 24x30 feet, with shelving and counters on three sides, with a wareroom in connection which affords 1100 feet of floor space.

Tacoma—E. Bullock has removed his grocery store from Yakima avenue and Seventeenth street to Seventeenth and C streets. Vice President John T. Redman of the West Coast Grocery Co. is at his summer home at Long Branch, recuperating for a week or two. Burglars last week entered the West Side grocery, on Sixth avenue. Among other things a considerable quantity of checks were stolen and a number of these were subsequently passed in downtown stores. Charles Swanson, for several years head salesman for C. H. Plass, purchased stock of groceries from Lindberg-Younglove Co. during the week and is opening a new store at Bismarck. M. C. Miller & Co. have started the Red Ribbon grocery with A. H. Switzer as manager. E. Carrotte is re-engaging in the grocery

Tekoa—Doty & Baker, who recently disposed of their grocery business here, are removing to Fowler, Col., where they expect to re-engage in business.

Uniontown—Martin & Roosa, dry goods and grocery dealers, reported dissolved, Roosa continuing.

Yakima—L. G. Zenovitch, a former prominent North Yakima grocer, has returned to this city to reside, after an absence of two years.

BRITISH COLUMBIA.

Kamloops—Stevens & Allen have succeeded A. Hesson & Co.

Ladysmith—R. H. Gardner's grocery is reported burned; estimated loss, $2,000.

Port Moody—W. C. Edgecomb, grocer, has removed to New Westminster.

Victoria—Hardress Clarke, grocer, reported assigned to Arthur Brenckly.

The individual who keeps his mouth shut seldom lives to regret it.

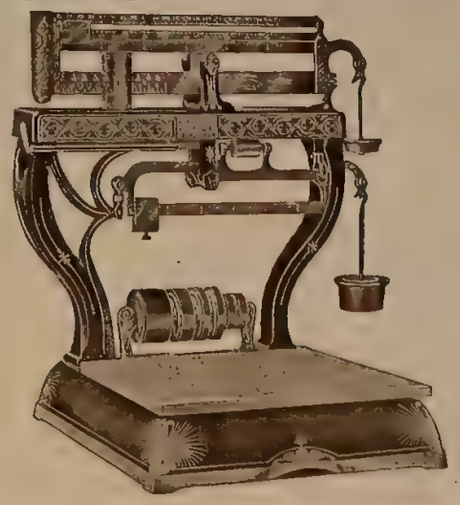
CONTAINS WHITE OF EGG
The Greatest Leavening Auxiliary



—
Not Made by the Trust
—
Now Used in Thousands of Families
—

30 CENTS THE POUND
Made in California. Ask Your Jobber.
THE NEELY COMPANY
3 California St., San Francisco

$39.00 BUYS THE BEST
Computing Scale in America



Patents sustained by U. S. Courts and Patent Office.
Saves the Grocer 60c per Day
Write for particulars.
Not Made or Sold by the Trust.
Sold by Wholesale Grocers and Hardware Dealers.
Standard Computing Scale Co., Ltd., Manufacturers
DETROIT, MICH.

The Knowing Ones Want
Welch's Grape Juice
Made From Concord Grapes — Pure, Unfermented

The Welch Label guarantees the purity of Welch's Grape Juice, and the Welch Grape Juice Co. will forfeit a goodly sum to anybody who can prove that any chemical or antiseptic is added to the pure juice of the Concord grapes to prevent fermentation.

Welch's Grape Juice is
"Natures Finest Food and Drink"

The Welch Booklets explain everything about Welch's Grape Juice. If you could give one to every customer you would earn much profit from the sales of Welch's Grape Juice that would surely follow.

Call and get a supply. They're free to dealers handling Welch's Grape Juice.

Order Welch's Grape Juice from your Jobber.

SPOHN-PATRICK COMPANY
Pacific Coast Agents
16-22 Front Street, San Francisco, Cal.
Branch Houses: LOS ANGELES, PORTLAND, SEATTLE, DENVER, SALT LAKE CITY

Chas. Jacobson & Co.

210-212 Davis Street

DISTRIBUTERS OF

Fancy Butter and Honey

Dairy Butter and Eggs

Produce Market

THURSDAY AFTERNOON

BUTTER.

The butter market is in good condition, with prices unchanged.

California creamery, extras	21	22
" " firsts	20	21
" " seconds		19
" dairy, extras		
" " firsts		18
" " seconds		
Store butter	15	16
Storage		
" Creamery extras		
Pickled		
Keg		

EGGS.

Prices remain as last week; market in excellent shape.

California Ranch white	22	22½
" " mixed colors	20	21
" Gathered,	18	19
Standard		
Seconds		
Eastern, selected		
Standard		
Seconds		
Storage, Cal., Selected		
" " Standard		
" " Seconds		
" Eastern Selected		
" " Standard		
" Seconds		

CHEESE.

The cheese market is easier, with quotations as for several days past.

California full cream	11	
" choice	10	
" common	Nominal	
Young Americas	12	
Eastern full cream	16½	17
Oregon		

POULTRY.

Large fryers and broilers are in heavy demand. Other kinds are doing fairly well.

Turkeys, young live	23	25
" old gobblers	18	20
Dressed Turkeys	nominal	
Roosters, young, per doz	8 00	9 00
" old "	5 00	5 50
Hens	5 00	6 00
Fryers, per doz	6 00	7 00
Broilers, per doz, large	4 00	5 00
" " small	2 50	3 00
Ducks young	7 00	8 00
" old	5 00	6 00
Pigeons, young	1 50	1 75
" old	1 00	1 25
Geese' per pair, old 2.00 2.50; young	2 25	2 50

BEANS AND PEAS.

The bean market is quiet. Limas are scarce and prices are steadily advancing. Rain damaged stock of all kinds may be secured at big reductions from quotations, which are as follows:

Small Whites	3 00	3 55
Large "	2 40	2 75
Pea Bean	3 25	3 50
Pink	3 50	3 75
Horse	nominal	
Red	6 00	7 00
Kidney	4 00	5 10
Lima	5 65	5 80
Bayos	3 25	3 50
Butter (large)	nominal	
Black Eyes	2 90	3 10
Dried Green Peas, per 100 lbs	2 25	2 50
" Miles " " " "	2 25	2 50

POTATOES AND ONIONS.

New potatoes are down in price and steadily getting lower, and will continue to do so for some time.

New	60	1 60
Salinas old	Nom	
Oregons	1 30	1 40
Merced Sweets	Nom.	
Yellow onions	5 50	6 00
Red (new)	1 00	1 40

PORTO RICO PLEASES.

Coffee experts agree in stating that the islands of Porto Rico produces the finest coffee in the world. The high standing of this coffee always secured it a ready market in European countries at high prices before it became the property of the United States.

Since the Porto Rico Company have begun the introduction of Porto Rico coffee to the consumers of the Pacific Coast, they have found that this coffee pleases the discriminating coffee drinkers here also. Among other evidences, is the following unsolicited letter that was received last week from a lady who, having received a free sample of the coffee, was so pleased at having found a coffee so much to the liking of her household that she wrote as follows:

Porto Rico Co., San Francisco, Cal.

Dear Sirs: Your demonstrator left a sample of your coffee at my house and I am writing to thank you for the same. We have found a coffee that is a coffee.

I have ordered some more from our grocer.

Thanking you for the favor you have done me in this regard, I beg to remain, Respectfully yours,

Mrs. Leon B. Reynolds,
1138 Broderick Street.

WHAT LAWSON PLANS.

The **Advocate** is in receipt of a circular which Thos. W. Lawson has sent to all the newspapers of the country in which he states explicitly what he expects to accomplish by his attacks upon the great combination of Standard Oil magnates and other stock-jobbing millionaires of this country. He states that he wishes to show the danger of present conditions so clearly that all the general investors in the country will sell the stock they hold in the concerns of the "system" at the present high prices. He will then urge the people to withdraw their money from the banks so that the "system" cannot use the money of the great public in order to maintain their ficticious price.

Lawson then proposes to spring his remedy which will not only squeeze all the water out of the inflated stocks and reduce them to their real value, but will prevent any future inflation of prices by which the millionaire schemers will be able to make themselves rich by selling to the public water and retaining for themselves the rich rewards of their enterprises.

LOW DOWN SPIRIT.

Editor Menzies of the "Grocer and Country Merchant" has made it a point to personally attack every association leader whenever he has found or has been able to invent an excuse. Speaking of certain indecent editorial utterances which Mr. Menzies used recently the "New England Grocer" says:

The San Francisco Grocer with ghoulish glee gloats over their troubles—forgets that hundreds of others not engaged in association work fail every day. A pretty low down spirit is that which, vulture like, rejoices in another's downfall and hopes the fallen have had "common sense" and boasts that it alone knows what is sensible and what is absurd. A paper that favors trading stamps to-day and opposes them to-morrow—what value can it claim for its future services in the field of trade journalism?"

BIGGEST SELLER IN MARKET.

Carnation Cream is growing more popular all the time. In the summer people put Carnation Cream to a wider range of uses than at any other time of the year. For instance, they make custards, and all kinds of pastries, ices, etc., with it, and use it on berries,, cereals, preserves, etc., all of which are especially in season in summer time.

The Spohn-Patrick Company say that the Pacific Coast Condensed Milk Company, manufacturers of Carnation Cream, are handling a larger volume of business at present than at any previous time of its existence.

The demand for the cream seems to be equally great for all territory in which it is sold.

A poor man may be a crank, but a rich one is eccentric.

LEWIS AND CLARK EXPOSITION.

Biggest Thing of the Kind Ever Attempted in the West.

The Lewis and Clark Exposition, which is to be held at Portland, Oregon, this summer, is the first great fair to be held west of the Rocky Mountains under the sanction and patronage of the United States Government. The fair, while not so large as those held at Chicago and St. Louis, is by all odds the biggest thing ever attempted in the West, and the West has put its heart into the undertaking, with the result that the exposition, while showing many things that might have been seen at earlier fairs, is in many ways original, and has a number of attractive features which are possible only at a fair so advantageously situated.

The fair on opening day, June 1, will represent an expenditure of $5,000,000 and its exhibits has an estimated value of five times that sum. The participation which the United States Government has provided could not be duplicated for $800,000.

The specific historical events which the Lewis and Clark Centennial commemorates is one worthy a great enterprise of its nature—the exploration by Captain Meriwether Lewis and William Clark of the great Pacific Northwest and the discovery by them of an overland route to the Pacific ocean, an accomplishment which added 307,000 square miles to the territory of the United States.

A SATISFACTORY LUNCH.

Did you ever go out on a fishing trip and after tramping through the brush and wading the creek for half a day, sit down ravenously hungry for lunch? Then was the time that you wanted something satisfying and filling, as well as dainty and tasty.

If you have ever tried Sunset Canned Mackerel you know how completely it fills the bill. You need not hesitate to take it yourself or recommend it to customers.

BUSINESS BUILDERS.

The Brower-Rich Co. are the latest candidates for recognition in the field of manufacturers agents of San Francisco. They have offices at 330 Market street and already represent several important accounts. Chief of these is the Holbrook's sauce. This is the only important English sauce now sold in the American market. Mr. Brower has presented the numerous advantages of Holbrook's sauce to the grocers of many climes. His associate, Mr. Rich, has had a long experience in the grocery business. They should prove a strong combination in building business.

HOLDING THEIR OWN.

"We are holding our own and getting considerable new business," this is how Manager Favel of the Pacific Creamery Co. sizes up the situation as regards Lily Cream. "We have the goods," he adds, "and in the words of the classic poet, we are 'getting there!'"

FREE DEAL

ON

LILY CREAM

Till Further Notice

1 Case FREE with 10
½ Case FREE with 5½

— Order From Your Jobber —

Pacific Creamery Co.

San Francisco Office, 115 Davis St.



WE ARE NOW SELLING

The New

L. C. Smith & Bros. Typewriter

WRITING IN SIGHT.

ADDRESS FOR PARTICULARS

L. & M. ALEXANDER & CO. 110 Montgomery St., S. F.

Branches: Portland Los Angeles Seattle

WE GUARANTEE THE SALE.

To advertise **Summit Snow Flour,** we are distributing **FREE** Coupons good for a **Trial Sack** of **SUMMIT SNOW FLOUR.**



These **Trial Sacks** cost the dealer 12½c ea.

We guarantee the sale of all Trial Sacks through our coupons which we redeem for **15** cents, thus giving the grocer a profit of 20%.

It Pays to Sell "Summit Snow"

1—You make your Regular Profit.
2—You get your Dividends on the Stock issued you Free.
3—You receive a mutual profit on the SUMMIT SNOW FLOUR which you sell or is sold by your brother Grocer

Dividend No. 1 of 5 per cent. was declared March 31, 1905.

Become a Stockholder in time for the next Dividend

STANDARD FLOUR CO.

606 Merchants Exchange, San Francisco

Gilt Edge Whiskies
THE VERY BEST
WICHMAN, LUTGEN & CO.
Sole Proprietors.
Agents for Moerlein's Cincinnati BEER
29-31 Battery St., - San Francisco

SALEM BEER
SUITS THOSE WHO ARE PARTICULAR ABOUT THE BEER THEY USE.

IT HAS THE FLAVOR
IT HAS THE AGE
IT HAS REPUTATION
IT IS MADE RIGHT

Those who have used it know it. Those who do not know soon find it out after a trial.

SALEM BREWING ASSOC'N
BREWERS

BOTTLED EXCLUSIVELY BY THE
Sunset Bottling Co.
3109 20th Street
SOLE AGENTS

E. GHIRARDELLI
Mercantile Co.
305 Clay Street, San Francisco
Packers and Jobbers
Pickles, Catsup, Preserves, Vinegar, etc.
We prepare for the Grocery Trade a line not surpassed in quality and purity.
OUR CATSUP is not equalled by any on the market. Try an order.

Amusements

THE GRAND OPERA HOUSE.

"The Holy City" is one of the really notable productions of the week. It deals with the time just preceding and following the crucifixion of Christ. This wonderful melodrama is the basis of the story which is worked up with skill and strength and is gorgeously staged. Miss Stone plays the part of Mary of Magdalen, the beautiful woman of pleasure who is shown first in her riotous living and later as the repentant and gentle follower of Christianity. The play is well cast and finely presented. This is the last week of the Ferris Company. Barney Barnard follows with a week of "The Financier," which has been strengthened considerably since its production at the Majestic.

THE ALCAZAR.

Crowds have given their approval of Miss Woodson in "Tennessee's Pardner," Bret Harte's story of the Calaveras mines. The story is a beautiful one in which plain, ordinary men do things that stir the blood and bring the tear of sympathy to the eye. "Judah," the famous play of Henry Arthur Jones, is to follow on Monday, June 5. Both Mr. Craig and Miss Lawrence will have strong parts.

THE MAJESTIC.

"Mizpah" is now in its last nights. If there are any who have not seen this beautiful dramatic presentation of the great Bibical story of Esther, they should make it a point to take a night off for that purpose. Mrs. Fiske, the actress who is almost as famous for her fight against the theatrical thrust as she is for her great talent, begins a two weeks' engagement on Monday evening with "Leah Kleschua."

THE TIVOLI.

"The Tenderfoot" is in its second week of deserved success. The piece is full of fun and catchy music and is presented with a strong cast and a large, pretty and beautifully costumed chorus.

THE CENTRAL.

Theodore Gamble and Grace Hopkins, the new leading people of this theatre, made their bow to the Central audiences this week in "Why He Divorced Her." This is a sensational society drama full of intrigue and trouble. There is a leavening of comedy that lightens the piece, which has been well received.

WEBER'S MUSIC HALL.

"Miss Frisky From Fresno" is a hodge podge of nonsense and specialties that is held together by an almost imperceptible thread of story. It has served to introduce Weber's Music Hall to San Francisco. This theatre is located at 121-127 Mason street, in the building formerly occupied by the "Terrace Gardens." It is a pretty little house and present a good entertainment of its kind.

FISCHER'S.

Henry Lee, a character impersonator, is the leading card at Fischer's this week. A strong list of vaudeville stars completes the bill. There is a matinee every day at this theatre and two performances each evening.

THE CHUTES.

The big free theatre has been showing "Cleopatra Up-to-Date" again this week. The stage full of clever children has proven a strong attraction. The great play ground presents more different kinds of amusements for less money than any other place in San Francisco.

SHOULD KEEP PIM-OLAS.

At this time of the year it would be impossible to suggest a more seasonable and appropriate article for window display than Pim-Olas.

Pim-Olas sharpen the appetite.

There is no table relish to be compared with them.

Pim-Olas are used by the elite on all occasions for garnishing salads, hot and cold meats, fish, oysters, etc., and for cocktails.

Picnics are now occupying the attention of the public more than ever before. Nearly every one includes a bottle of Pim-Olas in their lunch.

A DRINK THAT PLEASES.

Welch's Grape Juice is valuable as food and pleasant as a drink.

With the coming warm weather the consumers' thoughts turn naturally to something light and refreshing to drink, and what is better than grape juice, of which so many delicious punches and dainty desserts may be prepared.

The Spohn-Patrick Company's traveling representatives are effectively promoting the sale of Welch's Grape Juice, which is now the leader in its line.

The Perfection Short Credit System
Makes Credit Business a Pleasure.
Address
P. E. LENFESTEY,
220 California St., San Francisco

IT'S THE
WATER



OLYMPIA BEER CO.
Agents and Exclusive California Bottlers of the Famous
OLYMPIA BEER
BREWED IN OLYMPIA, WASH.
1423 Sansome St., San Francisco, Cal.

NOTICE TO STOCKHOLDERS.

Office of The Calkins Newspaper Syndicate, Halleck Block, No. 320 Sansome street, San Francisco, California, the 6th day of May, 1905.

In accordance with a resolution adopted at a regular meeting of the Board of Directors of The Calkins Newspaper Syndicate, a corporation duly organized and existing under and by virtue of the laws of the State of California, and having its principal place of business in the City and County of San Francisco, in said State, held this day, a special meeting of the stockholders of said Company is hereby called, to be held at the office of said Company, in the Halleck Block, Room 68, at No. 320 Sansome street, in the City and County of San Francisco, State of California, the principal place of business of said corporation and the place where its Board of Directors usually meet, on Thursday, the 13th day of July, 1905, at the hour of 2 o'clock p. m.

The object of said meeting is to take into consideration and decide upon the proposition of increasing the capital stock of said Company from $50,000, divided into 50,000 shares of the par value of $1.00 each, the present capital stock of the Company, to $200,000, to be divided into 200,000 shares of the par value of $1.00 each.

Dated, San Francisco, Cal., May 6th, 1905

W. P. CALKINS, President.
G. H. STOKES, Secretary.



VALLEY BREW LAGER
from
Richmond Bottling Works.
Zimmerman & Ruhland,
'Phone Pine 1787.
32d and Clement Street,
San Francisco, Cal.

Champagne.

Veuve Clicquot, qts	$32.25
Veuve Clicquot, pts	34.25
Ruinart, Magnums, 6 to case	30.50
Ruinart, qts, 1 doz to case	32.40
Ruinart, pts, 2 doz to case	34.20
Ruinart, ½ pts, 2 doz to case	18.00
Vintage 1893, qts, 1 doz to cs	46.50

Brandies.

	Per case
Martell's One Star, 1 doz qts	$16.00
Martell's Two Star, 1 doz qts	19.00
Martell's Three Star, 1 doz qts	20.00
Martell's Three Star, 2 doz pts	23.00
Martell's One Star, 2 doz f'ks	18.00
Hennessy's One Star, 1 doz qts	17.50
Hennessy's Three Star, 1 doz qts	21.00
Calif. doz qts	13.00

Cider
Hammond & Co.
Bottlers
Office and Depot
277 Seventh Street
Phone, Jessie 3371



SWEET CIDER
½ Gal. Bottles,
BOILED CIDER
Quarts
Pints

Mineral Waters.

Aetna, splits, 100 to cs	$6.50
Aetna, pts, 100 to case	9.00
Aetna, qts, 50 to case	7.50

GINGER ALE
Belfast Ginger Ale Co.,
D. Steimke & Co. Props.
All Carbonated Beverages.
COR. UNION AND OCTAVIA STS.

	PINTS.	QTS.
Soda Water	$ .80	$ 1.50
Ginger Ale	.80	1.50
Sarsaparilla and Iron	.80	1.50
Cider	.80	1.50
Cuban Punch	.80	1.50

Case Prices, 2 Doz. per Case.

Porter.
(E. & J. Burke's Guinness')

Stone, pts, 8 doz to bbl	$16.50
Glass, qts., 4 doz to bbl	14.00
Glass, pts., 8 doz to bbl	16.50

Specialties of Hilbert Mercantile Co.

H. B. Ky. Bourbon, per gal	$2.75
H. B. Ky. Bourbon, Ex spcl	3.25
Union League Ky. Brbn, AA	2.50
Union League Ky. Brbn, 1 gal	2.25
El Monte Ky Brbn, 1 gal	2.25
Maryland, Monogram, 1 gal	2.75
Forum, Bourbon, 1 gal	2.00
W. H. McBrayer's Cedar Brook 5 yrs	3.00

Hunter Baltimore Rye.

Per case, 1 doz. 5's	13.00
In 5-case lots	12.50
In 10-case lots	12.00

Hilbert Mercantile Co.

H. B. Bourbon (spcl)	$10.00
H. B. Rye	10.00
H. B. pt. flasks, 4 doz to cs	12.00
H. B. ½ pt flasks, 5 doz to cs	9.50
H. B. 1½-oz bots, per gr	12.00
Union League "AA"	8.00
El Monte Bourbon	8.00
Forum Bourbon	7.00
J. Baumgardner Rye	12.00
Maryland Monogram	9.00

W. H. McBrayer's Cedar Brook.

Per case, 1 doz 5's	$12.00
Per case, 2 doz pts	13.00
Per case, 4 doz ½ pts	14 50
Per case, 20 doz 1½-oz	18.50

Jesse Moore Whiskies.

Ex Pony Bourbon	$18.00	$17.50	$17.00
AA Bourbon	11.00	10.50	10.00
C Bourbon	9.00	8.25	8.00
AA Bourbon, 6 doz, 4 oz	10.00	10.00	9.75
AA, Pt Flasks, 2 doz	9.00	8.75	8.50
AA, ½ Pt. Flasks 3 doz	6.75	6.50	6.25
Old Rye	11.00	10.50	10.00

Jesse Moore Hunt Co.
(In barrels or half barrels)

Extra Pony Bourbon, gal	$7.50
AA, Bourbon, gal	3.75
B, Bourbon, 1 gal	3.25
C, Bourbon, 1 gal	2.75
No. 1, Bourbon, 1 gal	2.25
AA Rye, gal	3.75
C Rye, 1 gal	2.75



STANDARD BOTTLING CO.
BEACH STREET
Between Stockton and Dupont
SOLE AGENTS
LOS ANGELES BREWING COMPANY.
Beer furnished Grocers in Botles or Kegs.

Golden Gate BOTTLING WORKS.
Blume & Gardner,
Proprietors.

Bottlers of the Celebrated
Standard.
Culmbacher.
Extra Pale.
XXX Porter.
Half and Half.
Lager and Steam Beer in Kegs.
160 Shotwell St.,
Phone: Capp 1761, S. F., Cal.



LANDIS TONIC BITTERS
Factory and Salesroom,
1664 Mission St.
Bottles, $7.00 Doz.
1 doz. per case.

MAINE'S GOVERNOR ARRESTED.

Wm T. Cobb Governor of Maine and head of the wholesale grocery firm of Cobb Wright & Co., was arrested early in April for violating the Sturgis law which prohibits the sale of liquids containing alcohol. The arrest was made by six deputies who confiscated large quantities of patent medicines, all of which contained alcohol.

NOTICE TO STOCKHOLDERS.

Office of "The Pandex of the Press," Halleck Block, No. 320 Sansome street, San Francisco, California, the 4th day of May, 1905.

In accordance with a resolution adopted at a regular meeting of the Board of Directors of "The Pandex of the Press," a corporation duly organized and existing under and by virtue of the laws of the State of California, and having its principal place of business in the City and County of San Francisco, in said State, held this day, a special meeting of the stockholders of said Company is hereby called, to be held at the office of said Company, in the Halleck Block, Room 58, at No. 320 Sansome street, in the City and County of San Francisco, State of California, the principal place of business of said corporation and the place where its Board of Directors usually meet, on Wednesday, the 12th day of July, 1905, at the hour of 2 o'clock p. m.

The object of said meeting is to take into consideration and decide upon the proposition of increasing the capital stock of said Company from $50,000, divided into 50,000 shares of the par value of $1.00 each, the present capital stock of the Company, to $100,000, to be divided into 100,000 shares of the par value of $1.00 each.

Dated, San Francisco, Cal., May 4th, 1905.

W. P. CALKINS, President.
A. I. STREET, Secretary.

Phone Mission 238

J. MARSHALL & CO.'S

WORCESTERSHIRE SAUCE

BE SURE and GET the GENUINE

½ Pts., per doz. $1.20
Pts., per doz. 2.20

NO AGENTS

Office: Cor. 12th and Market Sts.

YOUR EVERY WANT IN

PAPER

Can be Supplied by

A. ZELLERBACH & SONS

416-426 Sansome St.
SAN FRANCISCO

LaGrande Laundry

Telephone Bush 12

23 Powell Street

Corner Ellis

14 Taylor St. - Near Golden Gate Ave.
200 Montgomery Ave. - Cor. Kearny St.
220 Third St. - - - - Cor. Howard
1788 Market St. - - - Opp. Eleventh

GIVE THEM A TRIAL

LESLIE STERILIZED SALT

Free Running (in Pkgs.) for table
Velvet Grain (in Bags) for kitchen
Sold by all Jobbers

Attracting Trade

Getting Business.

I was once acquainted with a young man who started in the grocery business with fair capital and good prospects, but who had a very peculiar idea of the matter of profits, says a writer in the "Inland Grocer." He was very ambitious to do a big business and seemed to think that if he sold enough goods he was all right, no matter how much he got for them, so long as the selling price was above cost. He would sell an article that cost 25 cents at 26 or 27 cents, and believe that he was making money. Within five years he failed twice, and no doubt would have done so again had his family been willing to help him make the experiment a third time.

The moral of this tale is that there is no net profit, nothing for the merchant himself, until the retail price is more than enough to cover all the expenses of handling the goods.

Keep Margin of Profit Right.

Every merchant is intent upon increasing the total of his sales, for other things being equal, his profits increase in direct proportion with the volume of business.

These "others things," which should be equal are not always so. We have all observed the repeated history of the man who starts a store in a small way with light expenses, prospers, is touched with the fever of expansion, moves into a more expensive location, takes a larger stock on borrowed capital, fails to swing it, and goes to the wall with a crash.

What Brings Trade.

Various things enter into the campaign for new business. Cutting prices will always produce it, though this is a costly method and not to be pursued indiscriminately. Legitimate sales for a definite period are enlivening and beneficial to business, but prolonged, reckless price cutting is suicide to the best interests of trade. Advertising of some sort is nowadays conceded to be indispensable, but its many forms and features make it too large a subject for discussion here.

Display of new goods and of anything especially attractive, may be made with great advantage to their sale. Place a few packages of a sample with a brief sign, upon a front counter, where customers usually stop, and encourage the salesmen to call attention to them. Surprising results can be accomplished in this way.

Soliciting is resorted to by some merchants, but I have never looked upon it as other than an unmixed evil and an unnecessary expense. There may be circumstances under which competition forces it upon the grocer, but the trade would be much better off without it.

Prize schemes may appeal to certain people, but experience shows that the class attracted by this kind of allurement is not exceedingly desirable. Sensible people prefer good values at reasonable prices and do not expect imitation silver ware or cheap crockery as a bonus.

Cheap Goods Don't Hold Trade.

The policy of selling at the lowest prices is not the ideal policy for a grocery store. To do this profitably necessitates buying the cheaper class of goods, which are frequently unsatisfactory to the customer, and while he may be attracted by the price, the grocer never is certain of such a hold on his trade as can be obtained by always furnishing the best quality, even if at a higher price.

GROCERS AS CITY FATHERS.

Sacramento—The retail grocers of this city are well represented on the board of trustees. At the present time the grocers are represented by S. H. Farley, E. McKeween and J. Popert. This insures that anything the grocers may ask of the city fathers will receive respectful consideration.

CALIFORNIANS WANT QUALITY.

The trade generally recognizes that "quality" is what makes goods go, permanently, in California. There has been a recent exemplification of this fact. It occurred in a contest started by the Cudahy Packing Company in which three cash prizes were given to the salesmen disposing of the greatest quantity of Diamond "C" hams and bacon in the three months preceding May 1, 1905. Every sales agency of the Cudahy Packing Company in the United States set its men to work to secure record sales. It is notable that the first, third and fourth prizes went to California salesmen. The winners were: First prize, J. R. Crawford, San Francisco; third prize, W. M. Moran, Sacramento Valley; fourth prize, J. B. Bleakmore, San Joaquin Valley.

The second prize was won by a salesman of the Salt Lake branch. As this branch has four salesmen and only one reported, it is safe to surmise that all sales of Diamond "C" goods were reported as made by him.

This fact makes the success of the California salesmen the more remarkable. It is the best proof, too, that the quality of the Diamond "C" product of the Cudahy Packing Company is all that is claimed for it since Californians know quality and the enormous increase of business in Diamond "C" products would only have been won by genuine merit.

EASTERN TICKETS

AT

Half Rate

The Southern Pacific will sell Round-Trip Tickets to Eastern points at a one-way rate on the following dates:

May 10, 11, 27, 28, 29.
June 12, 13, 14, 15, 16, 17, 25, 26, 27, 28, 29, 30.
July 4, 5, 6, 24, 25, 26.

Rates to Principal Points:

Chicago	$72.50	New York	$108.50
St. Louis	67.50	Boston	109 50
Memphis	67.50	Philadelphia	107.50
St. Paul	70.00	Baltimore	107.50
Missouri River Points	60.00	Washington	107.50

Choice of Four Routes

Go via Ogden, Portland (at slight extra cost), El Paso or New Orleans. Liberal stop-overs. Return limit 90 days. Tickets good on Overland Limited, Golden State Limited, or any Southern Pacific train. Special low rates for Eastern conventions. Ask about it to-day.

Southern Pacific

San Francisco Office, 613 Market Street.
Oakland Office, 12 San Pablo Avenue.

WIELAND BROS.

121-123 Clay Street San Francisco

Importers and Commission Merchants

SPECIALTIES—Imported and domestic Swiss Cheese, Limburger, Brick Cheese, Edam, Roquefort, etc.; Mackerel, Codfish, Holland Herrings, Olive Oil, Spanish and California Olives, all kinds of Sausages and other delicacies.

SOLE AGENTS for Sierra Cheese, German Breakfast Cheese, Brie, Camenbert, Schloss, Kronen and Neufchatel Cheese.

WILLIAM E. HARM
Kartuffel-Buhr
183-185 Valencia St. Near 13th
Tel. Folsom 1911

Wholesale Dealer in POTATOES, ONIONS BEANS, EGGS Etc., Etc., Etc.

WITZEL & BAKER, Commission Merchants

Telephone Main 718 314, 316 BATTERY ST., SAN FRANCISCO, CAL.

Fancy Creamery Butter and Ranch Eggs Our Specialty

Babbitt's Standards.

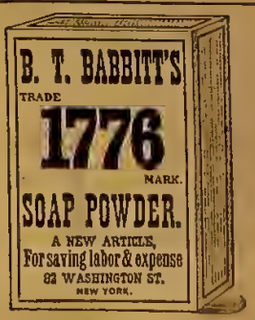
ALWAYS UNIFORM!
ALWAYS RELIABLE!
ALWAYS THE BEST!



B. T. Babbitt's Concentrated Lye,

The ready soap maker—a powerful disenfectant—an excellent fertilizer for dipping prunes, spraying trees, etc.

Manufactured by
B. T. Babbitt, (Inc.) New York City.



The C. B. JENNINGS CO., Agents, 121 California St., San Francisco, Cal.



WILLIAM CLUFF COMPANY

WHOLESALE GROCERS

SOLE AGENTS

SAN FRANCISCO CAL.

IRVINE STANTON COMPANY

WHOLESALE GROCERS

Farm and Dairy Produce

Consignments from Interior Merchants Solicited

211-213 Clay St. San Francisco, Cal.

REMOVED

PATRICK & CO., RUBBER STAMPS

111-113 SANSOME STREET

One block south of old location.



GUSTAV LIEBOLD PHONE SOUTH

GAMBRINUS BOTTLING CO.

Sole Agents and Bottlers of

Gambrinus Brewing Co.'s

PORTLAND, OREGON

SELECT PILSENER LAGER BEER

OFFICE AND BOTTLING WORKS

160 Thirteenth St., near Folsom, S. F.



There is a World of Meaning

in the simple statement that over

200,000

Bowser Self Measuring Oil Tanks

have been sold and also that we don't ask you to take our word in regard to the merits of our outfits but

Refer You to Any User

The Bowser Tank does away with the use of sloppy measures and funnels. It prevents all waste and over measure, both of which mean a money loss to you. It really costs you nothing as its savings soon pays its cost. If you want to make A PROFIT on your oil it will pay you to investigate. A request for Catalog "88" will bring you full particulars free and without further obligation to you.

Write Today

S. F. BOWSER & CO. Fort Wayne, Ind.

Highest Grade Package Goods for Family Trade

ROYAL AND QUEEN'S TASTE

(1 lb packages) (2½ lb cartons)

Macaroni, Vermicelli and Spaghetti

ROYAL ITALIAN A. B. C. PASTE, in 1 lb papers
GOLDEN GATE EGG NOODLES, in ½ lb papers

For Sale by all Jobbers

PETERS BROS., BALTZ & DITTMANN

PROPRIETORS

The California Brewing Co.

Douglas Street, bet. 17th and 18th

SAN FRANCISCO, CAL.

RECOMMENDED

BY THE

S. F. Board of Health

BEST of All Evaporated Cream

ALPINE

Processed and Packed under the Personal Supervision of

JOHN B. MEYENBERG

The Inventor and Original Manufacturer of Evaporated (unsweetened) Cream

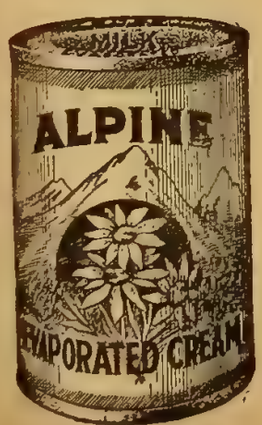
CREAM

BEST of All Evaporated Cream

REPRESENTS THE RESULTS OF MORE THAN

20 Years of Experience

IN MAKING EVAPORATED CREAMS.



20-OZ. BIG TINS

1 Case (4 dozen)	$3.60
5 Cases, per case	3.55
10 Cases, per case	3.50

8-OZ. MIDGETS

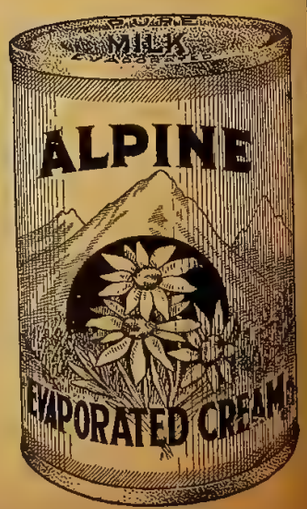
1 Case (8 dozen)	$3.90
5 Cases, per case	3.85
10 Cases, per case	3.80

FOR SALE BY ALL JOBBERS.

Alpine Evaporated Cream Co.

HOLLISTER, CAL.

San Francisco Office: 95 Market Street



THE RETAIL GROCERS ADVOCATE

A. H. POWERS, Editor | SAN FRANCISCO, CAL., JUNE 9, 1905 | Vol. 10, No. 23

M·J·B·COFFEE
SELECTED WISDOM

You can't stop reading this if you try – try now



BE FAIR.

It is Not So Much **What You Get**, as **What You Do For What You Get**, That Counts.

You Do Full Justice to Your Trade in Selling

M. J. B. COFFEE

IXL - Kapp and Street - W.G.M.

TAMALES
IN
KEY-OPENER CANS

RAINIER BEER

Popular! Why?

Because it is really good.

Only Choice Materials Used in its Manufacture.

JOHN RAPP & SON, AGENTS
Phone South 473.

IT WILL BE YOUR BEST CUSTOMERS,

or some slow dealer's best ones, that call for

HAND SAPOLIO

Always supply it and you will keep their good will.

HAND SAPOLIO is a special toilet soap—superior to any other in countless ways—delicate enough for the baby's skin, and capable of removing any stain.
Costs the dealer the same as regular SAPOLIO, but should be sold at 10 cents per cake.

Gold Watches for Grocers

To add to the interest of the Retail Grocery Trade in advancing the Sales of **PONCE DE LEON** Coffee, we have decided to give

6 Gents' Solid 14-Karat Waltham Gold Watches, Value $60 Each, to our Friends.

To Get One Entails No Cost Nor Extra Labor.

Read the Terms: We will give Watches to Each of the Two (2) Retail Grocers of San Francisco, and to Each of the Four (4) Grocers in the Interior, whose Invoices show that they have purchased the **Most Pounds** of our **Sealed Cans** of **PONCE de LEON COFFEE** between April 15th and August 15th, 1905. **WATCHES GUARANTEED TO BE SOLID, 14-KARAT GOLD.**

GET IN LINE—GET A PROFIT—GET A SPLENDID GOLD WATCH

Help One of Your Customers Earn $5.00

We are helping Retail Grocers advertise their stores and our **PONCE de LEON** by our plan to

PAY SCHOOL CHILDREN FOR WRITING ADS.

Every Grocer has a chance to win the favor of some customer by helping a child of the house get $5.00. We print these ads. each week in the "*Evening Bulletin*" of San Francisco.

$5.00 was Paid for this Advertisement



There was a man in Truckee town
Who thought himself wondrous wise
Until he drank a cup of Ponce de Leon Coffee
Which opened wide his eyes
And now that's the only kind he buys.

Marion Falk
951 Eddy St
S.F.
Cal

Quality These are the Elements Needed for Grocers to Secure Trade Now Going to Coffee Peddlers. **Confidence**

Our Goods Possess the **QUALITY**—"PONCE DE LEON" Coffee is the Best in the World
Our Advertising Helps Give the CONFIDENCE.

You Can Win and Hold the Best Trade with

Best in the World

Ponce de Leon COFFEE

Quality Unsurpassed
Flavor Delicious
At all Leading Grocers
Porto Rico Co



To Help San Francisco Dealers we Have:

- Striking Displays on the Main Streets
- Artistic Signs in the Street Cars
- Attractive Designs on Theatre Curtains
- Conspicuous Notices in Theater Programs

THE PORTO RICO COMPANY

587-589 HOWARD STREET San Francisco, Cal.

WHAT WOMAN

would lose this chance?



Almost Any Woman will try

"A1" Flour

If she is made to understand that if it doesn't ABSOLUTELY PLEASE her, she gets her MONEY BACK without question.

The Customer Takes No Risk

The Dealer Gets a Profit

Globe Mills Flour will not be Sold to Dealers who Cut the Price



Why "A1" Flour IS BETTER:

Our "**A 1**" FLOUR is manufactured from only the HIGHEST GRADE of the **BEST CALIFORNIA and EASTERN** Wheats. We have, by much investigation and research, produced a blend which includes enough Eastern wheat to cause "**A 1**" to be **More Glutinous** than other flours on the market and therefore **More Nutritious.**

It makes more loaves per sack

WE MAINTAIN THE RETAIL SELLING PRICE.

GLOBE GRAIN & MILLING CO.

MONTGOMERY AND CHESTNUT STS., SAN FRANCISCO, CAL.

Telephone Bush 759.

(Please mention the ADVOCATE to Advertisers. It helps us materially.)

For First-Class Trade

WE HIGHLY RECOMMEND THEM.

Chico's Leading Grocers write as Follows:

Chico, Cal., June 1, 1905.

Cudahy Packing Co.,
San Francisco, Cal.

Gentlemen:—

There is one great boon that we are enjoying and that is selling your **Diamond "C"** Hams and Bacon. For First-Class Trade, we **Highly Recommend Them.**

We remain,

Yours respectfully,

F. W. MILLER CO.
(Incorporated.)



NOTHING IS QUITE SO GOOD



FINEST IN FLAVOR AND APPEARANCE

"THE TASTE TELLS"

SINCE ITS BIRTH,
SIXTEEN YEARS AGO, SUCCESS HAS GONE HAND IN HAND WITH

Wedding Breakfast COFFEE

The Sale will surprise YOU



Profit is Good

Aged and Cured 5250 Feet Above Sea Level
(AND IT SELLS)

NASH-SMITH TEA AND COFFEE **CO.**

Purveyors to Coffee Connoisseurs
DENVER — ST. LOUIS

FRANK B. PETERSON & CO., SAN FRANCISCO

No Grocer

Can afford to be without a good Refrigerator and if he has a refrigerator he should satisfy himself that it is not losing him money by loss of goods or waste of ice.

The McCray Refrigerator Ranks

first in every way. It is sold entirely on its merits and is known everywhere for superiority.

McCray Refrigerators are perfect refrigerators and will in a short time repay their cost through saving of butter and other provisions and ice.

We can here give you but a faint idea of the McCray Refrigerator. Let us send you our catalogue showing our extensive line from which you can make a selection.

Your request for our catalogue places you under no obligation to purchase of us.

McCray Refrigerators are Guaranteed

BECK - WAKEFIELD COMPANY
GENERAL AGENTS
122 Market Street, San Francisco, Cal.

Retail Grocers' Advocate

CALIFORNIA RETAIL GROCERS' AND MERCHANTS' ASSOCIATION — OFFICIAL PAPER — RETAIL GROCERS' ASSOCIATION

Vol. 10 — SAN FRANCISCO, CAL., JUNE 9, 1905 — No. 23

THE RETAIL GROCERS' ADVOCATE

Published Every Friday by
ADVOCATE PUBLISHING CO.

Subscriptions:

One Year $2.00
Single Copies ..... .10

PUBLICATION OFFICE:
456 MONTGOMERY STREET.
Rooms 413-414. - Tele. John 2001

Entered at the Postoffice at San Francisco as Second Class Matter.

Points to Watch

BACON, HAM AND LARD—
The market has advanced on bacon in the past few days, and packers predict a further advance on hams, lard and salt cured meats in the next few days.

RICE—
Importers are agreed that rice has passed its lowest point for at least a year or two to come. The crop in the South promses to be about 40 per cent short, and all stock now in hand is strongly held.

CANNED PEAS—
The weather has prevented a full pack and as dealers have bought heavily stocks are going to be very much depleted.

ALMONDS—
The market is bare of fancy stock. Although a large crop is promsed for California, the shortage in European crops will probably increase the demand enough to keep the market firm.

LIMA BEANS—
As we foretold, limas have advanced again. A price of 6 cents in carload lots is predicted before the new crop comes in.

SARDINES—
A war between the trust and the independent canners is making American sardines very cheap at the present time.

LOBSTERS—
The demand is all out of proportion to the catch and prices will rule high.

A REMARKABLE PICTURE.

Worth Many Dollars, Can Be Obtained for a Few Cents. "The Three Most Beautiful Roses," by Paul de Longpre.

At the urgent solicitation of the "Woman's Home Companion," Mr. Paul de Longpre, who is the greatest painter of flowers in the world, consented to make a painting of what he considered "The Three Most Beautiful Roses," and the painting is without doubt one of the masterpieces of this great artist. This magnificent picture is reproduced in all its original grandeur on the cover of the "Woman's Home Companion" for June. Although this cover is an accurate reproduction of a painting worth hundreds of dollars, yet the June number, with this exquisite cover, may be obtained at any first-class news-stand or direct from the publishers for the trivial sum of only 10 cents.

Mr. Paul de Longpre is justly styled the "King of Flower Painters." He not only paints roses, but every flower that grows, and is the highest authority on flowers. His paintings are found in the most select homes. Some have sold for as much as seven thousand five hundred dollars ($7,500).

Artists, art critics and competent judges all agree that the covers of the "Woman's Home Companion" far excel those of any other magazine.

The "Woman's Home Companion" is a magazine which in beauty and excellence, art, stories, illustrations and fashions, etc., excels all other home and family magazines. The "Woman's Home Companion" is published by the Crowell Publishing Company, New York City, also Chicago, Ill., at one dollar a year, and is the favorite magazine in nearly half a million homes, where it is read each and every issue by three million people.

LIGHT FOR GROCERS.

Pacific Coast Association Directors Plan an Active Campaign.

By H. W. Thurlow, Secretary.

The members of the Pacific Coast Association as well as all other grocers in Washington, California and Oregon will shortly begin to sit up and take notice. They will realize that an immense movement is developing that will be of collosal benefit to every grocer from Anacortez, Washington, to San Diego, California.

The directors of the Pacific Coast Association met Tuesday, June 6th, and an earnest discussion of all necessities for the benefit of the Association was held. Plans for the future were made and will be vigorously carried out.

Will Educate Grocers.

A campaign of education will be begun at once for all grocers.

A department for this purpose will be established in the official circulating organ of this association. This will be called the **"Grocers' Congress"** and each week this department will publish clear concise articles contributed by the most successful retail grocers of the Pacific coast. These articles will give many valuable ideas and practical hints for successfully conducting the retail grocery business, and will be both interesting and instructive.

Mr. J. R. Newberry of Los Angeles will contribute a series of copy-righted articles. We will also have articles from prominent and successful grocers in Oregon and Washington.

We have secured a publication as our **Official Organ** and the policy of this publication is to be absolutely controlled and directed by the Pacific Coast Association through their secretary.

This organ will be the **Retail Grocers' Advocate.**

Under the terms of the arrangement made with this paper its management agrees absolutely and unequivocally to support our association in a vigorous editorial manner in all our fights to secure right and justice for the grocers of the Pacific coast.

War Against Unfair Firms.

Under the terms of its agreement with our association, it must decline to accept and print the advertising of any manufacturer who may refuse the request of the Pacific Coast Association to establish and **MAINTAIN** a retail selling price that will leave a just profit to the retailer.

It will be expected to cancel the advertising in effect, of any manufacturer who contracts with our association to establish fixed retail selling prices on their goods and ignores their contracts.

It will vigorously attack editorially such manufacturers and give the widest publicity possible to their duplicity and will expose all tricks and questionable methods employed by them in marketing their products.

Our official organ will fight for the grocers of Seattle, Portland or any other town or city who may at any time find themselves abused by jobbers or manufacturers, just as easily as it will fight for the rights of the California grocers.

Any community on the coast wheth-

(Continued on Page 25.)

San Francisco's Shame.

J. F. Paulding Tells a Few Plain Truths.

GENERAL BODY IGNORED.

Minority of Directors Unable to Secure What Members Want.

In the "Commercial Bulletin" of Los Angeles, J. F. Paulding tells of the condition of affairs in San Francisco whereby the desires of the members of the San Francisco Association have been ignored and efforts to advance the interests of the grocery trade obstructed or defeated by a few men who represent a majority on the Board of Directors and have made so many grocers dissatisfied with the organization that a great part of the membership would have withdrawn long since if they had not hoped that there would be a change in the management at the annual election that is to be held this month.

(From the "Commercial Bulletin" of Los Angeles.)

Notwithstanding the fact that the San Francisco retail grocers have been organized for thirty-three years, they have less to show for their efforts than any association in the State.

We are not familiar with conditions of the organization up to three years ago, but since that time the association has been torn by almost continual strife, and part of the time two associations existed. They finally did away with both organizations and reorganized under the name of the San Francisco Retail Grocers.

Since that time it has been a repetition of past history, that of internal strife and a continual pull to see who should control the association.

The conditions at the present time certainly leave much to be desired.

Personal Feeling Interferes.

At almost every meeting there is a controversy over some trivial matter that should be acted upon without delay and without personal feeling. This has become so common that many of the best members of the Association refuse to attend the meetings, saying they cannot afford the time to go down and hear a lot of quarreling.

The attendance shows that the members are disgusted with the proceedings.

The meetings are held once a month and at the January meeting there were nine present, one less than a quorum. It is true that it was raining, but the Los Angeles association held a monthly meeting at the same time when it was raining also, and their attendance was 60.

At the February meeting almost the entire time was taken up in wrangling.

The March meeting was attended by about 20 and peace and harmony prevailed. The Los Angeles association had an average attendance of 40 when the meetings were held monthly, and from 10 to 20 when held weekly. San Francisco is three times as large as Los Angeles and the attendance shows there is something radically wrong.

No Inducements.

The association has practically no inducements to offer to members.

They have no price card.

They are offering no official assistance to those manufacturers who protect the retail price.

In fact the president and secretary have made it their business to do all they could to induce the mills of San Francisco not to establish a flour card, the same as they have in other cities. The president on two occasions got out of his chair and made a plea to the members not to insist on the mills taking this step and this after the association had almost unanimously voted to ask the manufacturers to establish a retail price on their leading brands of goods.

Secretary Against Profits.

The secretary also canvased and said he secured the names of forty members who were not in favor of the flour card in addition to this, the secretary has continually circulated the story among his members that the flour proposition was an advertisement for one mill.

The retal truth of the matter was that, on calling on the individual members, nine out of ten wanted protection on their flour, could they have been assured that the mills could have been depended upon to enforce their agreement.

Retailers Lost Business.

Another condition confronting the retailer is the number of wholesalers and

(Continued on page 26.)

OAKLAND BANQUET.

Retail Grocers Discuss Important Trade Problems.

HAUCH ON BETTER PROFITS.

J. R. Newberry Tells of the Possibilities of United Effort.

The big dinning room of the Hotel Metropole was crowded Monday evening with the grocers of Alameda county and their guests.

Most of the principal dealers of Alameda, Berkeley and Oakland were in attendance. Among the out-of-town guests were: J. R. Newberry, of Los Angeles; Joy D. Cambell, of Stockton; Jos. A. Stulz, Frank B. Connolly, Geo. B. Doyle, H. W. Thurlow, H. R. Blair, and A. H. Powers of San Francisco.

The menu was an elaborate one and the service was particularly good.

It was 10 o'clock when President S. J. Sill, who acted as toastmaster, rapped for order and introduced the different speakers.

The principal speech of the evening was made by J. R. Newberry, who roused the assembled grocers to a high pitch of enthusiasm. We give a full account of his speech further on. It is full of meat and is worthy of the most careful study on the part of every retail grocer in the country.

The address of H. Hauch of Alameda on "Profits" was also very valuable, since Mr. Hauch gave his hearers the results of long years of thought as a careful business man.

The first speaker of the evening was L. Warnke of Alameda, who was called upon to answer to the toast, "The State Grocers' Association." He said in part:

MR. WARNKE'S ADDRESS.

The State Grocers' Association was organized in November, 1900. Its organization was brought about through the efforts of the San Francisco grocers who, by that action, did more for the dealers of that city than had ever been done before.

The San Francisco grocers had been going to the legislature asking for laws for years. They had been almost invariably turned down.

In 1900, a few earnest men, some of whom are present with us this evening, gathered together and arranged a plan for spreading the gospel of organization. As a result, in 1903 two laws were passed and signed to protect the retail dealers. One of these allowed the garnishment of the wages of public officials. The other amended the pure food law so that dealers who might secure a guarantee of the purity of the goods they sold could not be punished if they were not true to label.

In 1905, we secured two more laws. One of these was the anti-trading stamp, anti-premium law and also the law to prevent a man from defrauding his creditors by transferring his property to his wife.

This success was only possible through organization

Members of the legislature from all over the country received letters and telegrams from their constituents urging them to support the measures we wanted. In this way, we secured the support of men who could not have been won by any other means. It is easy to see how, when the grocers act together, they can accomplish results, not only in the legislature but in many other things

Mr. Newberry is here to tell you of the power of unity. I know that he will be able to tell you much that will be of interest, that will illustrate further the value of the State Grocers' Association to its members

When the applause subsided, Mr. Sill called on Frank B. Connolly, vice-president of the San Francisco organi-

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OUR MOTTO:

"Carnation" Cream is **"The Purest and Surest to Please."**

The Full Pint Can.

Purity

PURITY GOES TO "Carnation"

CREAM OF CREAMS.

Contains

A HIGHER PERCENTAGE OF BUTTER FAT

than is required by either the

San Francisco Board of Health

or the

United States Government Pure Food Standard.



This is **Conclusive Evidence** of its

HIGH

Q-U-A-L-I-T-Y

and far better than an award at any exposition. Remember, Every Tin is guaranteed **Pure** and **Unadulterated.** You should have no hesitancy in recommending

"The Purest and Surest to Please."

Pacific Coast Condensed Milk Company

MANUFACTURERS

SPOHN-PATRICK COMPANY

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Agents for California, Nevada, Utah, Arizona and New Mexico.

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ELECTRO
Silver Polish
SILICON

IS AN ARTICLE OF REAL MERIT and the only one of its class for which a constant demand is created among consumers by regular and systematic advertising.

On every box a Wowan in Red,
Never take another instead.

REDINGTON & CO.
SAN FRANCISCO
Sole Agents for the Pacific Coast.

zation and secretary of the State Grocers' Association, to answer to the toast, "Our San Francisco Brothers."

His address was listened to with closest attention and frequently interrupted by applause. Among other things he said:

MR. CONNOLLY'S ADDRESS.

While I am one of the youngest of the several hundred grocers who make up our association, I am proud to say that I was chosen their vice-president about a year ago. Later I went to San Jose and there was honored by being made secretary of the State Grocers' Association.

During the past few years, I have been making a considerable study of association work. I am satisfied that the best results can be obtained only through co-operation with our fellow grocers in taking advantage of their strength to be added to ours in uniting in associations. For this reason, I feel that each dealer should give his warmest support not only to his local organization but also to the State and National Associations, and that the grocers of California will profit very largely by lending all their strength to the Pacific Coast Association.

Our association in San Francisco is, I understand, the oldest in the United States. We have accomplished many things. One of the accomplishments of which we have the most reason to be proud was the organization, some three years ago, of the Grocers' Association of Alameda County.

In our San Francisco organization there are a few non-progressive members. Those few men would like to make San Francisco like China with a high wall around it. They are few and in a large minority.

Flour Problem Progressing.

At the present time the flour problem is the main issue among the grocers around San Francisco bay. I want to urge you to be patient and keep on along the lines that you have been following for the last few months. I am satisfied that if you will go on as you have been, that our flour contest will be won out inside of one or two months.

The representatives of the mills are talking very different now than what they were a short time ago. They are not nearly so abusive now and have begun to apologize for the unfair attitude of the firms they represent.

I am glad and proud to know of the stand the grocers of Alameda county have taken. I think that in the end you will be amply rewarded.

Your interests are identical with those of the grocers on the other side of the bay. Your customers read the San Francisco papers and see the prices of the Market street cutters. These cut prices interfere with your trade just as they do with the trade of the grocers in the Mission or the Western Addition.

Causes Many Troubles.

The cutting on flour causes trouble not only with flour sales but on other things as well. While some of my customers have rung me up and told me that I had charged them too much for flour when Prager's was advertising standard brands at $1.20, there are more of my customers and of your customers, fellow grocers, who do not say anything to us but believe we have robbed them.

When the big cutters is able to destroy the confidence of your customer he takes something away from you that is of much more value than the small profit that you may charge on flour over what the cutter charges.

When the customer believes that you are robbing him on flour, he expects that you are robbing him on everything else that you sell.

If we lack the support of a few of the smaller retail grocers in our attempt to better the price of flour, we have the support of more than 90 per cent of the grocers of San Francisco. The men who are loyal to this movement are grocers who buy in quantities. When they buy, they do it to make a profit.

Must Get a Profit.

The grocer needs a profit on everything he handles. No matter how economically he may live, the grocer will not be able to lay anything aside for himself if he does not get a sufficient margin to pay for running his store.

The large number of grocers in San Francisco would make them a power for good if they would only be intelligently directed. We are shortly to have an election and I feel that the better grocers of the city will then show that they are in favor of using the strength of the purchasing power of the grocers of San Francisco to guarantee profits for themselves on their leading staples.

I am very glad to see so large an audience here this evening. I am satisfied that when you have heard Mr. Newberry and others that you will be certain that you can benefit yourselves by uniting with your neighbors to cooperate with the manufacturer who has a legal right to protect the selling price of his goods.

Mr. Sill then introduced Mr. Stulz, to whom he referred to affectionately as "Foxy Grandpa." He referred to Mr. Stulz' long service in the cause of Association work and was warmly applauded when he spoke of the high regard in which he was held by all who knew him. Mr. Stulz referred to the fact that he had served as chairman for the first meeting of the Alameda County Grocers when they were called together to discuss the desirability of effecting an organization, also that he was an honorary member of their association. He then spoke as follows about association progress:

MR. STULZ'S ADDRESS.

It was thirty-four years ago that the retail grocers of San Francisco first realized the necessity of co-operation should they expect to better trade conditions. Since 1871 they have been working together more or less effectively. It must be admitted, however, that more and better results have been accomplished in the last three years than in all the other thirty years previous.

As for myself, I have been working with the association since 1885. I have done yoeman service as high private, as director and as president. In every capacity I have given the very best efforts to help better conditions of my fellow grocers, realizing that what was to their advantage would also be of benefit to me.

During my connection with the Grocers' Association of San Francisco, we went to the legislature frequently with requests for consideration, without result. The organized grocers were considered somewhat in the light of a joke. It was only after we had created the "Grocers' Advocate" and were able to keep the grocers in many communities in touch that we were able to secure wider organization and thus accomplish the results we aimed at. It was with this idea in mind that myself, together with about forty other retail grocers of San Francisco helped to incorporate the "Advocate" in January, 1900.

Just at this time, I was sent as a National delegate to the convention at Cleveland, where the greater problems of association work were discussed. As the only delegate from California, I received much consideration and was instructed to organize the California State Grocers' Association on my return to San Francisco. This I promised to do and in November, 1900, with the assistance of several earnest men of Oakland, Sacramento and Fresno, a start was made.

In the beginning we had in view the following ideas:

1. To get better laws.
2. To correct trade abuses.
3. To collect bad bills and make a list of slow-pay people.
4. To make it profitable for wholesalers to back up the efforts of local associations to establish price cards, and last but not least, to build up and establish other associations that would make all the other things possible and without which nothing could be done.

A Powerful Ally.

We went to work vigorously along the lines suggested. Although without means, we had in the "Advocate" and its editor, Mr. Powers, a power that counted for more than money and with their aid, numerous associations were formed throughout the State, many of which have grown and thrived to the advantage of their members and also to the advantage of the other associations of the State.

There have been three sessions of the legislature since our State Association was organized. At the first session, we had not perfected our machinery and all the requests we made of the legislature for justice were absolutely ignored. At the session of the legislature in 1903, however, we were able to profit by our experience of two years before and secured the passage of three laws, two of which were signed by the Governor. One of these allowed the garnishment of the wages of public of-

A MATTER OF HEALTH
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POWDER
Absolutely Pure
HAS NO SUBSTITUTE

All Grocers should carry a full stock of Royal Baking Powder. It always gives the Greatest Satisfaction to customers, and in the end yields the larger profit to the Grocer.

The Purchasing Public Prefer
Pim-Olas

The Original and Genuine Stuffed Olives.



Pim-Olas
and Baby Pim-Olas

respectively are solid, crisp Queen and Manzanilla Olives, pitted and stuffed with Sweet Spanish Peppers and preserved in a delicately flavored Sauce.

The Favorite Relishes.

You ought to sell more
6-Oz.
Baby Pim-Olas
now than formerly, since the price has been reduced from $1.90 per dozen to
$1.50
per dozen.
For Sale by All Jobbers.



For quotations on . . . .
"White Label"
Queen and Manzanilla Olives,
Pim-Olas,
Nicelle Olive Oil,
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Address:
Spohn-Patrick Company
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BRANCH HOUSES
Los Angeles Portland Seattle
Denver Salt Lake City

The Original Root Beer

Knapp's.

Makes twice as much, and better Root Beer, than any other Extract.

Brewer Rich & Agts.
330 Market Street.

"S"

Stands For

SNIDER'S

which means

Most

Satisfaction.

Snider's Condiments are Sure Sellers — A Short Cut to Success.



Sold by all Jobbers.

PUT UP BY

THE T. A. SNIDER PRESERVE CO.

CINCINNATI, OHIO.

Makers of Snider's Oyster Cocktail Sauce, Chili Sauce, Salad Dressing, Tomato Soup, and Baked Beans.

SPOHN-PATRICK COMPANY

AGENTS

16-22 Front Street, San Francisco

officials, and the second amended the pure food law so that the retail grocer who could show a guarantee of purity had in that a full defense against a charge of violating the pure food laws.

The next session of the legislature, that of 1905, we secured the passage of several measures that were denied us in 1903. One of these was signed by the Governor. This was the law that prevented a husband from defrauding grocers by transferring his property to his wife. We also secured the passage of the anti-trading stamp, anti-coupon bill.

Two of our bills have been vetoed by Governor Pardee.

Correcting Trade Abuses.

Many trade abuses have been corrected merely because our association was in existence. That more have not been corrected is due to the laxity of the members themselves.

I think that it is not too much to say that $50,000 has been collected for the retail grocers throughout California because of the formation of our State Association. Each local organization that has been formed has established its own system of collections. These have been able to co-operate very largely and splendid results have been achieved in many localities.

Our experience in maintaining prices has been only an experiment. In numerous towns the grocers have maintained prices along the lines originally planned. Our organization found that we could not secure the active co-operation of the wholesalers and therefore we could not use the methods in vogue in Minnesota and other States as we had hoped.

But our experience taught us the way we could travel in order to reach our ends. The result has been the formation of the Pacific Coast Association, the object of which is to secure the co-operation of the State Associations of Oregon and Washington with that of California in making it profitable for manufacturers to protect organized retailers rather than cutters. The organization leaders have realized that the power lay in the hands of the retail grocers to advance the per centage of profit on enough different articles to increase their income materially. This revolution could be brought about only by the manufacturers who have the right to fix the price at which their products shall be sold.

Control of the Cutters.

When the organized retail grocers unite in advancing the sale of protected articles as against similar articles the price of which is not protected, it can be made very unprofitable for any manufacturer to allow a cutter to interfere with the fair selling price of his goods.

This last result will be more far-reaching in its benefit to the trade than all the other things upon which we have been working. It will make our association of extreme value to every retail grocer on the Pacific coast and make it worth the while of every retail grocer to lend their full support to our movement.

The grocery business is to-day one of the most unsatisfactory forms of commercial activity. It has been degraded by the lessening of profits to such an extent that the strife for mere existence has at times resulted in an almost disgraceful scramble in which each dealer sought to secure business no matter at what cost to himself or his competitor.

I look to the Pacific Coast Association to raise the standard of the business by increasing the profits of it. This can be done to the betterment not only of the retailers themselves but also of the manufacturer, the wholesaler and the great consuming public, who will receive better goods and better service when the men making up the grocery trade are better paid for their efforts.

Gentlemen, the matters I have referred to are history. They are old. Looking along the line, I see the newest thing that it will pay the grocers about the San Francisco bay to get interested in. I refer to the Newberry about three seats to my right. We are told that the Logan berry is a cross between a blackberry and a raspberry. Our Newberry here can not be crossed. When he starts out for certain results he always gets them. If the grocers of the Pacific coast can only get out two or three more Newberrys their problems will be solved.

Mr. Hauch's Address.

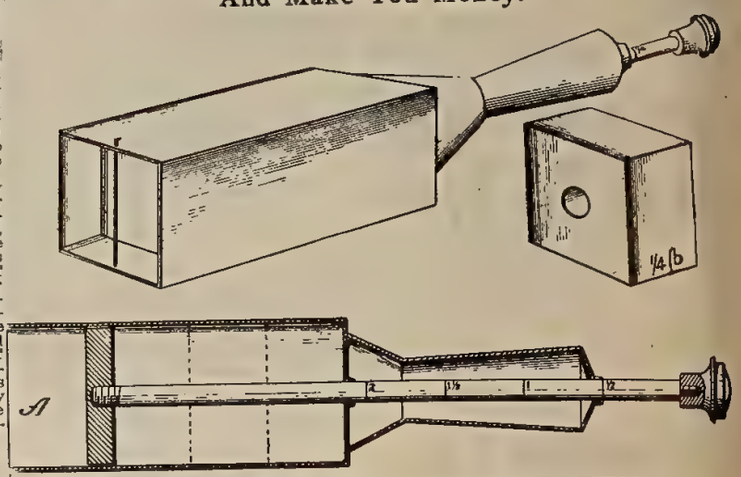
H. Hauch of Alameda was called to speak about "Profits." He explained that he had been watching the growth of the Grocers' Associations of the country to learn to what extent grocers would be able to secure more adequate returns for their efforts. He found that there were some associations that were able to better the financial returns of their members. The grocers of Alameda county and of California seemed to be making some progress in that direction. The progress was a little slow, but he was sure that eventually they would get there.

He called attention to the fact that while profits in the grocery business had been growing less, the expenses of running a store had been increasing. This additional expense was in the shape of better looking stores, better deliveries and better service.

GROCERS!

THE LONGSTRETH LARD AND BUTTER CUTTER

Will Please Your Trade, Save You Time And Make You Money.



Manufactured by W. C. LONGSTRETH,

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BAYLES & KNOWLES

AGENTS

21 Powell Street, San Francisco.



IT'S A MISTAKE TO THINK

THE BOND AUTOMATIC WEIGHER

is suitable for large stores only.

Any store doing $2,500 monthly grocery business

NEEDS ONE.

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CRACKER-JACK

THE MORE YOU EAT
THE MORE YOU WANT
THE WORLD'S GREATEST
5¢ SELLER

100 Packages to Case $3.65
Case weighs 40 pounds gross.

Dodge, Sweeney & Co., AGENTS SAN FRANCISCO

"I am glad," he said, "to see these additional expenses. It has a tendency to elevate the grocery business. But since the expenses are continually increasing, it has become necessary for us to advance our margin of profits if we intend to get more than a mere living for our efforts, and not be one of the great masses who are losing money without realizing just how they are doing it.

I took a few figures to-day as to the margin of profit on some of the goods we are handling. The result was startling. Here are a few items:

Goods Sold at a Loss.

Sugar is sold on a margin of about 8 per cent. Most of our cereals on a margin of 16 2-3 per cent; Fels Naptha soap, 12 per cent; Eagle Milk, 12 per cent; Rose milk, 10 per cent.

Just look at the list of articles which are only a few of many that are sold at such prices that you must add money to what you get for them from your customers if the sum is to approximate what the goods costs you when you add to the invoice price, the cost of handling.

When you look over the list of goods that you handle you will find that there are approximately 40 per cent that give you no return whatever. Imagine how much you must add to the other goods on which you get a profit in order to catch up.

The tendency of the business is more and more to package goods. The manufacturer can control the price of those goods and usually does it so that, should there be no cutting, the dealer will be left about 20 per cent margin on the costs of the goods which means 16 2-3 per cent on the gross selling price. When we are selling our leading staples such as sugar and flour at a margin of less than 10 per cent we can not sell these package goods on such a margin and make money.

Now, as to the remedy.

It is useless for us to seek to correct this abuse singly. As individuals we can do nothing. No one man no matter how powerful, can change this established method.

How can we seek a correction of this abuse?

Grocers Must Unite.

There is just one way.

Instead of going around as we did in the old days looking on our neighbors as enemies, we must look about us as I am looking about this table and see that the other men in the grocery business are friends.

We are all seeking the same thing. We wish to make a living. In spite of long hours and great labor, we can not succeed in securing a proper living for our families unless we are able to secure a fair margin of profit.

There is just one way to do this.

We must make our association strong enough so that the manufacturers can afford to protect us rather than to protect those who seek to cut down prices.

Co-operation is the first law of nature. We must learn how to work together. The more firmly we realize this and the stronger we grasp the association idea, the easier it will be for us to get the protection we need.

Must Attend Meetings.

In conclusion I want to urge the grocers of Alameda county to attend the meetings of their association and not do as I have in the past, think that their whole duty has been fulfilled when they have paid their dues. It is not enough to say that you are willing to abide by what the majority may agree upon. Come to the meetings and give the association not only the advantage of the dues you pay, but of your council. Look at those meetings as part of your business. If you will do this, it will not be long before you have added 1 per cent to your margin of profits. Then another 1 per cent will be added and still another 1 per cent and it will not be long before you will be able to live like men and in the end have some return to show for your expenditure of energy and money.

Harry Blair's Address.

Mr. Sill next introduced Mr. Harry Blair whom he spoke of as an old friend who had been formerly of Sacramento but was now of San San Francisco.

Mr. Blair said that the last time he was in Oakland, was when he attended the meeting of the State convention in 1901, and there were not so many men present then from all over the States, as he saw before him at the table. His subject was "Overcoming Opposition."

He said the opposition of the manufacturers and wholesalers was hardly worthy of consideration if the retail grocers will show an unbroken front. The jobbers instead of opposing them will then be glad to help.

Mr. Blair cited an instance of a cutter who had entered Sacramento with the avowed purpose of winning trade by selling everything cheaper than any other grocer. A certain wholesaler had supplied this cutter with his opening stock and had included in that stock all his own special brands which had been made popular in Sacramento by years of kindly attention on the part of the Sacramento retail grocers. The cutter sold these goods, as well as every other without any profit. In this way, the wholesaler had put into the hands of the cutter, a weapon to take away the trade of the men who had been buying goods of him for many years.

Grocers Turn Down Goods.

The secretary of the association immediately called upon the grocers of Sacramento to discontinue handling goods of this particular brand, explaining to the members that since this brand was controlled by the wholesaler, he could force the cutter to discontinue using these goods as a bait if he so desired. As a result, the retail grocers not only quit handling this special brand of goods but also such a large portion of the rest of this jobber's goods that he called a special meeting of the wholesale grocers of Sacramento at which the secretary of the Retail Grocers' Association was present by request. The wholesaler proceeded to roast the secretary very fervidly and demanded that he should have the retail grocers quit the policy they had taken since it was costing him thousands of dollars of business.

The secretary of the Grocers' Association said: "It is not only costing you thousands of dollars but will cost you many more. You let the cutter take things which you absolutely controlled and owned and allowed him to sell them without a decent profit. As long as you allow this to be done, the grocers of Sacramento will continue to shelve your goods.

"You accuse the retail grocers of interfering with your business. You are wrong. They are merely attending to their own business. When you allow a certain line of goods that you control to be sold too cheaply, they would be neglectful of their own interests if they did not switch their trade to some other goods that paid a btter profit."

The wholesaler saw the justice of our opinion. He immediately took steps to see that this special brand was protected.

Honesty Will Win.

When the retail grocers go after the jobbers and manufacturers in this way, taking a stand for honesty and fair treatment they will always bring them to time. Instead of serving your interest, the wholesaler has in the past been serving his own. If you will come to the meetings as Mr. Hauch suggested and make yourself a power through a mutual understanding as to how you can best benefit yourself, you will see the manufacturer and jobber coming to you."

Mr. Blair then told several good stories illustrating the need of a dealer changing policy when he finds himself on the wrong track and going ahead to the best of his ability when he finally gets on the right one.

Mr. Newberry of Los Angeles.

Toastmaster Sill referred to his early days in the grocery business in San Diego and of the favorable impression he had secured of J. R. Newberry at that time through seeing his store and learning of his methods in Southern California. He then introduced Mr. Newberry, who said among other things:

Usually I have had to urge on retail grocers the necessity of getting a good foundation. As I listened to Mr. Hauch and the other speakers, I realized that this would be superfluous here. You have your foundation already and with the men who are leading you, I see no reason why, with the assitsance of your brothers in San Francisco, you should not be able to take your Port Arthur.

I just said to the gentleman at my left (Mr. Sill) that if the Oakland association had a few more like him and Mr. Cushing, they could get anything they went out for. He answered: "We've got a regiment." Under the circumstances, it seems to me that the only service I can be is to give you a few words of encouragement.

While the Iron is Hot.

Be patient. Be watchful. Be earnest. Remember the old saying: "Strike while the iron is hot." And success is yours.

It is surprising, however, how few men know when to strike. There are still more who do not realize the power there is in their own hands.

I've found that 90 per cent of the cutting and disorganization comes through ignorance, the downright ignorance of the retail grocers. There is not so much of it due to the professional cutters as most people think. The men who suffer most are themselves responsible for the very large part of their troubles.

As Brother Stulz has said, the retail grocery business is the most undignified and undersirable line of trade in the United States. The retail grocers have the darkest record of any commercial body of men. The records of R. G. Dun show that of every hundred men who go into the grocery business, only three of them make money; twenty more make a mere living; seventy-seven score an abject failure. I can not help dwelling on these figures and talking about them every time I talk about the grocery business. It seems so dreadful that such a condition should be possible.

All Willing to Help.

We all go into the business hoping for success. We have a way to get it. I have found that the grocers from one end of the coast to the other are willing and anxious to bring about the results we want.

I have just returned from a trip through the Northwest where I was able to meet the grocers of Portland, Seattle and Tacoma and speak to them. I found them earnest, honest men. In Tacoma and Seattle, alone, did I find active co-operation with the retailers on the part of the jobbing trade.

It is a remarkable thing and one hard to understand that the men you have been making for years, the men who depend upon you for their very existence, do not seem to have any regard for the retail grocers' welfare.

Who is to blame for this?

Nobody but yourselves.

Nobody will have any higher regard for you than you have for yourself The jobber is only doing for the retail grocers what the retail grocer expects.

Just stop and look at the conditions as they exist.

Retailer Makes the Jobber.

The jobber can not exist without the retailer. There has to be at least one hundred retail grocers to support one jobbing house.

There is an old saying that the creature is not greater than the creator. You have made the jobbers and it is in your power to control these firms that you have made and you yourself are to blame if you do not do so.

The foundation and cause of all the disorganization among retail grocers lies in the **bigotry, ignorance** and **selfishness** of the **retailers themselves.**

With intelligence, we can get co-operation that will benefit you all. You can not get co-operation until you eliminate ignorance and selfishness.

The ground work of association work is in getting together. Learn that the other men of the grocery business are your friends, not your enemies. Then plan to unite in securing those things which you all need and make up your mind to be fair and honest with others and you will be surprised at the results you can achieve.

The grocery business is made up of four great parts: The **producers and manufacturers,** the **wholesalers,** the **retailers** and the **consumers.**

Retailers "Prejudiced" Middlemen.

We are middlemen in helping the manufacturer distribute his goods among the consumers, just as the jobber is a middleman. The only difference is that the jobber must be an unprejudiced middleman, because he handles only what the retailers desire to sell. We are, on the other hand, prejudiced middlemen since it lies with us to direct what consumers use and thus decide what the wholesalers will have to handle.

If we do right and carry ourselves intelligently **we hold four aces in the game of commerce.**

We have two men we must take care of. These are our friends the manufacturer and the consumer.

If we have any friend, it is the consumer. These are the men who make money for us because they are the men who give us their money. We must take care of them and see that they get a proper value for what they pay. If we do this, they will take care of us.

Grocers Need Educating.

In many cities the government hires men to teach the farmers how to make butter and cheese so that the consuming public will be protected. I think they made a mistake to stop there. They ought to teach men how to be grocers and to learn what it is that they sell to the public, so that they can be sure that the public gets full value.

Let us take one thing as an example.

You all sell Force.

Did you ever look into it?

You sell two packages for 25 cents. In a package of Force, there is between 11 and 12 ounces of wheat worth about 1 cent per pound. That is, there is three-fourths of a cent worth of food. This, with the cost of package and box brings up the actual cost of putting this cent's worth of food in a marketable shape to about three cents. For this package you charge your customer 12½ cents and most of you are paying 12½ cents as well.

Is not that brilliant?

Grocers Rob Their Friends.

Do you realize what you are doing?

You are robbing your friend the consumer. You are making him pay 12½ cents for food worth less than a cent. Now, if it was your enemy you were doing this thing to, it would be a different matter. But your enemy does not come into your store.

It would be much better if you would use common sense in advising your trade as to how they can get the best value for the money they have to spend with you, rather than to let your business be controlled by ignorance and carelessness.

There is just one way to do this.

There are 2800 articles on the shelves of the grocery stores. We can not be experts on all of them. We can not control the price of all of them.

There are about 225 proprietary articles. We can secure expert knowledge of every one of these and we can get a profit on each one of them if we will only stand together.

A Strong Association Necessary.

It merely requires a strong association so that we will secure the active assistance of each manufacturer when we ask him to put an individual price on his individual article and assure him that, if he will do this, we will help him to keep his goods before the public.

Our first care must be to see that our friend the consumer is not unfairly treated. In doing this, we are not only protecting ourselves but protecting the manufacturer as well. If the manufacturer makes his price too high, the consumer will not use it.

When the manufacturer's price to the retailer is too high, and our margin will not pay us for handling the article, we

Continued on page 24.

Schilling's Best

Makes Friends and Makes Money

BLACKSTONE'S INKS

BEST TO BE BOUGHT

KEEPS IN ALL CLIMATES



Blackstone Manufacturing Co.
(Incorporated)
MANUFACTURERS OF
WRITING FLUIDS,
Mucilage, Shoe Polish, Shoe Paste, Shoe Dressing and Liquid Glue.
Office and Factory,
1960 Howard St. San Francisco
Telephone Capp 1111.

The Consumer

does not care to pay for tinware and water when he buys "EVAPORATED CREAM."

Rich Milk Substance

is what he wants.

Therefore don't try to give him any of the brands put up in large cans filled with thin and watery milk, but sell



Our Pet
BRAND
Evaporated Cream

or any brand which bears our top label.

It Goes Farthest,
because it is heavily condensed.

It Is Most Delicious,
because it is rich and well prepared.

It Pleases the Eye,
because it has a smooth and elegant appearance.

It Suits the Purse,
because it is free from spoils and sells at a reasonable price.

Helvetia Milk Condensing Co., - Highland, Ill.

San Francisco Office, 3 California St.

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Each of these departments in this Price List is checked up and corrected every week by two or more reliable authorities on values. More than thirty wholesale houses co-operate with us to secure for our List the greatest accuracy possible.

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COLUMN 1.
Department 1.

COFFEE, CHICORY, ETC.

Green Coffee.

Mocha, Genuine Arabian	23	25
No. 2	17	18
No. 3	16	
Kona (Hawaiian)	16	18
Mexican	12	18
Java, common	15	18
Java, brown plantation	20	25
Caracol, prime washed	13	16
Caracol, ordinary	13	14
Guatemala	11	17
Costa Rica	12½	16
Salvador	10¾	12

Roast Coffee.

Salvador	18	20
Costa Rica	16	20
Java	24	31
Mocha Aden	27	31
Prme W shd. C. A. Blends	19	24
Good C. A. Blends	18	20
Ordinary Blends	12	13

Private Brands.

Royal Java Roast	13
Lion, 100-lb	14.87
Arbuckle's, 100-lb	14.87
Arab, 1-lb tin	18
Hill's Bros Arabian Roast	27
"M.J.B.," 60 1's in case	28
"M.J.B.," 30 2 s in case	27
"M.J.B.," 20 3 s in case	25

Schilling's Best Coffee.

Tins: 30-lb price
60-lb case ¼ off

	1-lb	1lb	2lb	3lb
	cartons	tins	tins	tins
5-star	34¼	30¼	38¼	38
4-star	29¼	32¼	31¼	31
3-star	25¾	28¾	27¾	27½
3-star Laquered (3-lb. tin only)				27½
2-star	22¼	25¼	24¼	24
1-star	18¾	21¾	20¼	20¼

Cartons only in 25, 50 or 100 lb cases can be assorted as required.

The Porto Rico Co.

Ponce de Leon, sealed cans only, 1-lb 0, 2-lb 29, 5-lb 28½
Cream of Moca, 1-lb cartons 25
La Gloria de Porto Rico in bulk 26

Ground Coffee.

Hill's Bros. Arabian Roast	27
Cafe des Gourmands	26
Mexomoka	15

Chicory.

California	6
Belgian	7
German Genuine	8

Coffee Extracts.

Bulk, per lb	07
Vienna, ¼'s, 10-lb bx	25
Vienna, ½'s 10-lb bx	25
Cheermann's, ½-gross bxs., gross	4 00

COLUMN 2.
Department 2.

TEAS.

Japan.

(Panfired, Sundried or Basket-fired.)

Extra Fancy	56	74
Fancy	44	55
Extra Choicest	39	43
Choicest	34	38
Fine	24	33
Fair	22	24

Green China.

(Gunpowder, Imperial or Young Hyson.)

Extra Fancy	55	76
Fancy	38	46
Choicest	35	37
Extra Choice	32	34
Fine	25	31
Fair	20	25

English Breakfast.

Extra Fancy	67	80
Fancy	51	66
Choicest	35	50
Choice	24	36
Fine	20	22
Fair	15	20

Oolong.

Extra Fancy	53	$1.56
Fancy	50	57
Extra Choice	36	48
Choicest	33	35
Fine	27	32
Fair	22	26

Ceylon and India

Broken Orange Pekoe	26	65
Broken Pekoe	33	56
Orange Pekoe	31	53
Pekoe	27	46
Pekoe Souchong	24	39

Schilling's Best Teas.

(Packed only in 16, 12, 8 and 6-oz. Cartons. Never in bulk.)

Japan, per lb	45
do, 1 crn., 90c; 2 crn.	$1.80
English Breakfast	45
do, 1 crn., 90c; 2 crn.	$1.80
Ceylon	45
do, 1 crn., 90c; 2 crn.	$1.80
Oolong	52½
do, 1crn., 1.05, 2 crn.	2.10

TREE TEA

(Pride of Japan, etc.)

Packed in 1 lb. and ½ lb. cartons

Japan	37½
E. B. Congou	37½
Oolong	50
Gunpowder	45
Ceylon	40

COLUMN 3.
Department 3.

SUGAR AND SYRUPS.

The Western Sugar Refining Company quotes net cash prices as follows. Barrels are an advance of 10c, half barrels, 25c, boxes, 50c, 50-lb. bags, 10c.

Dry Granulated, 100-lb. sk	5	70
Fruit Granulated	5	70
Confectioners' A	5	70
Cube	5	95
Crushed	5	90
Fine Crushed	6	10
Candy Granulated	5	80
Magnolia A	5	30
Extra C	5	20
Golden C	5	10
Beet D. G.	5	60
Bar Sugar, bbls.	6	10

¼ cent off for prompt cash.

Do.	⅛-bbls	6 50
Do.	40-lb. tins	7 60
Do.	30-lb tins	7 60
Do.	30 lb. boxes	6 75
Domino, 5-lb. cartons, 24 to cs	8	90

SYRUPS.

Saratoga Drips (Long's)	gal.	Gal.
50-gal. bbls.	$	50
30 gal. bbls.		52
17 gal bbls.		55
5 gal. jackets	2	26
4¼ gal jackets	2	61
2 gal kits	1	23
1¼ gal. kits		94
1 gal tins		70

Pac. Coast Syrup Co.

Tea Garden Drips—	Case
12, 1 gal. tins	$8.40
20, ¼ gal. tins	7.70
24, ¼ gal. tins	5.34

Orange Blossom Drips.

6 1 gal. tins	per case	$2 40
12 ½ gal	" "	2 60
24 quart	" "	2 60
36 2-lb	" "	2 85
50-gal. bbls		33
28-gal. ½-bbls.		35

Molasses.

New Orleans.

Genuine Light, about 50 gals. bbls.	50
Genuine Light, 30 gal. ½ bbls	52
Genuine Light, 15 gal ¼ bbl	55
Genuine Light, 5 gal. kegs, gal	57

	Doz.
Pelican, 12 1 gal tins	9 60
Pelican, 20, ½ gal. tins	8.90
Pelican, 24, ¼ gal. tins	6.10

COLUMN 4.

Maple Syrup.

Woodlawn (Long's)	case.	Case.
Gal cans, 10 to cs	$11	00
Gal. cans, 6 to cs	6	60
½ gal cans, 12 to cs	7	14
¼ gal cans, 24 to cs	8	10
10 gal. jackets, each	10	15
5 gal. jackets, each	5	11
4½ gal jackets, each	4	63
Qts., glass, 12 in cs	4	60
Pts., glass, 24 in cs	4	90

Pac. Coast Syrup Co.

Toboggan—	Doz.
⅛ gal. tins, 2 doz. to cs	2.25
¼ gal. tins, 2 doz. to cs	4.05
½ gal. tins, 20 to cs	7.20
1 gal. tins, 12 to cs	13.20

"OLD MANSE"
—Absolutely Pure—
CANADIAN SAP MAPLE SYRUP.



	Doz.	Price
1 gal. cans, ½ doz. in cs.	$1	50
½ gal. cans, 1 doz in cs.		90
¼ gal. cans, 2 doz in cs.	1	75
⅛ gal. cans, 4 doz. in cs.	2	60
Qt. bottles, 1 doz. in cs.	1	20
Pt. bottles, 2 doz. in cs.	3	00
Decanters, 1 doz. in cs.	5	20
4½ gal. Jackets, per gal.	1	15

Retail Discount 5 and 5%, 10 cases 7½ and 2½, 25 cases or over, 10%

On each package we offer to forfeit $1,000.00 if found short in measurement or containing any impurities

Maple Sugar.

Vermont, pure, abt 30 1-lb bricks, per lb	17
Vermont, pure, abt 20 3-lb bricks per lb	15½
Log Cabin, in 1, ½ and ¼-lb bricks assorted in 25-lb pails per lb	15
Scudder's, in 1, ½ and ¼-lb bricks, assrtd, per lb	14

COLUMN 5.
Department 4.

DRIED FRUITS NUTS AND HONEY.

(Add ¼c for 50-lb boxes and ½c for 25-lb. boxes.)

Apples.

Sundried, sacks	5
Evap, fancy 50-lb bxs	8
Evap ex choice 50-lb bx.	7½
Evap, choice 50-lb bx	7

Apricots.

Choice Sacks	12
Fancy Sacks	13
Fancy, 25-lb boxes	13½

Blackberries.

In boxes, per lb	13

Cherries.

Pitted, in boxes, per lb	30
Unpitted, in boxes, per lb	11

Currants.

In bbls (tubs 6¾)	6½
In mats 50-lb	7
Recleaned, in bbls	7
Recleaned 25-lb boxes	7½
Recleaned, 50-lb boxes	7½
Recleaned 1-lb carts	8
Recleaned, 12-oz. carts	6¾

Dates.

Fard, 14-lb, per lb (70-lb 7)	8
Persian, 65-lb case	6½

Figs (California).

Black, sacks	4½	5
Black, 25-lb boxes, per bx.	1.20	1.40
White, bags	4½	5
White, 10 lb bx per bx	60	
White, 10 1-lb bcks, pr bx.	65	75

Figs (Imp. Smyrna.)

Fancy 10-lb bx per lb	13
Choice, 5-lb bx. per lb	16

Nectarines.

White	8½
Red	8

Peaches.

Choice, in sacks	10¼
Ex choice, in sacks	11
Fancy, in sacks	12

Pears.

Choice, ¼'s, in sacks	10
Ex choice ¼'s in sacks	11
Fancy, ½'s, in sacks	12

Plums.

Unpitted	8
Pitted, bleached	9
Pitted, black	7

COLUMN 6.

Prunes.

	Sks.
30s-40s	7
40s-50s	5½
50s-60s	4¼
60s-70s	3¾
70s-80s	2¼
80s-90s	2½
90s-100s	2

Raisins.

	Box	½'s	¼'s	50 lb
6 Cr. Layers	$ 2 25	—	—	—
5 Cr. Layers	2 75	—	—	—
4 Cr. Layers	2 25	—	—	—
3 Cr. Layers	1 25	—	—	—
2 Cr. Layers	1 15	—	—	05¾
4 Cr. Loose	—	—	—	05¼
3 Cr. Loose	—	—	—	04¾
2 Cr. Loose	—	—	—	04¾

Thompson Seedless, blchd, 50-lb boxes 10½
Sultana Seedless, blchd, 48 1's, per lb. . . . . $
Seedless Muscatels, 50-lb cases 4
Seeded, 1-lb cart. 7½
Seeded, 12-oz. cart. 5¾

NUTS.

Almonds, fancy, I. X. L. . . . . none
Almonds, choice, soft shell, Drake 16
Almonds, shelled, No. 1. 14
Almonds, shelled, No. 2. . . . . $2-35
Almonds, shelled, Jordan, Imp 27-30
Almonds, Jordan, D'm. . . . . 87½ .40
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CANNED VEGETABLES.

Asparagus "Griffin Extras"

	$
Mammoth	
Large White	
Medium White	
White Tips	

Artichokes, 2½'s 3 00
Beans, Stringless "Extras" 1 40
Beans, Blue Lake 1 30
" " " gal 4 50
Beans, String, 2-lb 75
Beans, String, gal 3.50
Beans, Lima, Soaked 1 00
Beans, French, Kidney, 2-lb. 1.15
Beans, French Red Kidney, 2-lb. "Joan of Arc" Brand, p.dz. 1.15
1 case free with 10.
Pancy Eastern 1.85
Corn, Smith's Hulled, 2 doz. in case, per doz. 1.20
Hominy, Great Western, 3 lb 1.20
Corn, 2-lb, Western 95
Corn, 2-lb, Maine 1.35
Dunbar's Okra, 2½-lb 1.70
Petit Pois, Griffin extra. 1.50
Peas, Griffin extra sifted. 1.25
Peas, Standard sifted. 1.10
Peas, Standard Marrowfat. . .95
Pumpkin, 3-lb. 1.37½
Spinach, 2½ 1.75
Succotash, fancy, tins. 1.40

Tomatoes.

	doz.
3's, Griffin's Ex. Solid Pack	$1.10
3's, Griffin's Ex., with peppers	1.15
2½'s, Cutting's Solid Pack	.90
2½'s, Cutting's Solid Pack, with peppers	.95
2½'s, Cutting's Standard	.72½
Gallon, Standard	2.25
Gallon, Solid Pack	2.75
Gallon, Puree	2.35

P. F. Rathjens PORK PACKER

1311-1315 Pacific Street.

Sausages.

Garlick Frankfurter 10
Bologna 10
Blood and Liver 9
Tongue and Headcheese . . . —
Choice California Ham 12
Extra Light Bacon 15½
Medium Light Bacon 12½

Boiled Hams.

Kingan 20
Eastern 19
California 17

Mettwurst.

Extra Home Made . . 20, 22½, 25

LARD.

50 lb. tins 9
20 lb tins 9½
10 lb. tins 10
5 lb. tins 10
3 lb. tins 10
1 lb. cups 11

COLUMN 7.

HONEY.

Water White, 2 5's, lb. 07½
Light Amber, 2 5's, lb. 06½
Lt. Amber, 10 1 gal tins, gal .75
Lt. Amber, 20 ½ gal tins, gal 1.00
Lt. Amber 2-lb tins, doz. 2.60
Lt. Amber, 16-oz. bots, doz. . . 1.35
Comb, 1-lb glass jars, doz. . . 1.75
Comb, 2-lb glass jars, doz. . . 2.90

Pine Apples.

	Per Doz.
2 lb., fancy sliced, E. & C., 2 doz. in case	2 50
2 lb. grated, 2 doz in case.	2 25
2 lb. shredded, 2 doz. in case Hawaiian	1 65

Johnson's—Columbia.

2 lb. sliced, 2 doz. in case.	2 30
2 lb. grated, 2 doz. in case.	2 30
1 lb. sliced, 4 doz. in case.	1 15
1 lb. grated, 4 doz. in case.	1 15
gal., coreless, 4½ lb. to tin, ½ doz. in case, per lb.	16
gal., grated, 7 lb. to tins, ½ doz. in case, per lb.	13
2 lb., sliced, Baltimore, 2 doz. case	2 25
2 lbs., grated, Baltimore, 2 doz case	2 25
1 lb., cocktail, Baltimore ovals, 4 doz. case	1 25
2 lb., sliced, Singapore, 4 doz case	1 75
3 lb., sliced, Singapore, 2 doz. case	2 40

Royal Hawaiian,
2-lb grated, 2 doz. case 1 80
2-lb sliced, flats, 2 doz. case 2 00
Tall, 2-lb sliced, 2 doz. case. . 2 00

COLUMN 8.

Department 5.

JELLIES, JAMS, ETC.

Griffin Extra Preserves.

Raspberry, strawberry, blackberry currant, loganberry, per doz. . . . $2.00
Cherry, per doz. . . . $2.00
Less 10 per cent in 5-case lots.
Apricot, Damson, Fig, Gooseberry, Gage Peach, Plum, Quince, per doz. $1.80
Orange Marmalade. $1.75

Long's Preserves.

Strawberries, Raspberries, Blackberries, Loganberries, Cherries, Pineapples, Pears, Figs, in 20-oz. glass jars, 2 doz. in cs., per doz. $3 50
Apricot, Plum, Quince, Orange, Peach, in 20-oz. glass jars, 2 doz. in cs., per doz. 3 20
Asstd. 2 doz. in cs., per doz. . . 3 30

JAMS.

Curtice Bros. Co., Rochester, N. Y.

In 16 oz. Glass Jars.

Strawberry, raspberry, raspberry and currant, red cherry, white cherry, apricot, black currant, red currant, quince (sliced), peach (sliced), pear (sliced), blackberry, gooseberry, grape, green gage, egg plum, damson, pineapple marmalade, tomato marmalade, orange marmalade, per dozen, $1.95.

All above packed in cases of 2 dozen each.

COLUMN 9.

Long's Peerless Jams.

Strawberry, Raspberry, Blackberry, etc., in 16-oz. glass jars, 2 doz. in cs., per doz. . 2 00

Long's Pure Currant Jelly.

Tumblers, 2 doz. in cs., doz. . 2 00
30-lb. kits, per kit 3 00
15-lb. kits, per kit. 1 75

Marmalades.

Orange (Dundee) 48-1's, doz. 2 75

COLUMN 10.

Apple Butter.

Heinz, 2's, 2 doz. in cs, doz. . $2 25
Heinz, 3-lb stone crocks, doz. 4 25
Heinz, 4½-lb stone crocks, dz 6 50
Heinz, 18-lb. stone crocks, lb. . 11

Peach Butter.

Heinz 4½-lb stone crocks, doz 9 00
Heinz, 18-lb. stone crocks, lb 14

Marashino Cherries.

Long's, qts, 12 to cs, per cs. . 6 50
Long's, pts., 24 to cs., per cs. 7 50

FRUIT	JELLIES 2 lb. Extra	2 lb. Stand	1 lb. Extra	Tumblers Ex. Lunch 16 oz G/s	JAMS 2 lb. Extra	2 lb. Stand	1 lb. Extra	Tumblers Ex. Lunch 16 oz G/s Preserves
Apple	1 55	1 35	1 00	90 1 75				
Apricot	1 55	1 35	1 00	90	1 60	1 35	90	90 1 80
Assorted	1 55	1 35	1 00	90 1 75	1 60	1 35	95	90 1 80
Assorted No. 2				1 75				95 1 80
Blackberry	1 55	1 35	1 00	90 1 75	1 85	1 60	95	90 1 80
Cherry								1 80
Crabapple	1 55	1 35	1 00	90 1 75				
Currant	1 75	1 50	1 10	90 1 90	1 85	1 60	95	90 1 80
Damson				1 75				1 80
Fig					1 60			1 80
Gooseberry	1 55	1 35	1 00	90 1 75			95	90 1 80
Grape (Catawba)				1 75				
Green Gage								1 80
Lemon	1 55	1 35	1 00	90				
Loganberry				1 75				1 80
Orange Marmalade		1 35	1 00	90	1 60		90	90 1 75
Peach	1 55	1 35	1 00	90	1 60	1 35	90	90 1 80
Plum	1 55	1 35	1 00	90 1 75	1 60	1 35	90	90 1 80
Quince	1 55	1 35	1 00	90 1 75	1 85	1 60	95	95 1 80
Raspberry	1 55	1 35	1 00	90 1 75	1 85	1 60	95	95 1 80
Strawberry	1 55	1 35	1 00	90 1 75	1 85	1 60	95	95 1 80

Department 6.

CANNED FRUITS AND CANNED VEGETABLES.

KIND	Gallons Extras 3 lb. Grade	Gallons Extras 2½ lb Grade	Gallons Extra Standard	Gallon Standard	Gallon Water	Gallon Pie	½ lb. Extras	2½ lb. Extras	2½ lb. Extra Standards	2½ lb. Standards	2½ Second	2½ Water	2½ Pie
Apples			4 00	3 50		2 65	2 25	1 65	1 40	1 30	1 15	1 05	1 05
Apricots	5 75	5 00	4 50		2 75	2 40	2 50		1 35	1 25	1 10	1 00	1 00
" peeled													
" sliced													
Assorted													
Blackberries			4 25	4 00	3 75	3 40	2 25	1 70	1 45	1 35	1 20		
Cherries (Royal Anne)								2 20	1 90	1 75			
Cherries (White)						3 65		2 10	1 75	1 60			
Cherries (Black)			5 25	4 60		3 65	2 80	1 90	1 75	1 60			
Grapes (White Muscat)			3 50	3 10	2 50	2 25	2 00	1 35	1 20	1 10	95	90	90
Nectarines								1 60		1 25	1 10		
Peaches (Yellow)	6 50	5 25	4 60	4 25			2 65						
Peaches (Lemon Cling)	7 75	7 00		5 00			2 75						
Peaches (Lemon Cling Sliced)	7 75	7 00	5 75	5 00			2 75				1 40		
Peaches (White Heath)			5 25	4 75									
Peaches (White Heath Sliced)							2 65			1 55			
Pears (Bartlett)	7 00	6 25	5 25	4 75	3 75	2 40 pld 2 15 unpl	2 75	2 00	1 70	1 60	1 35		1 00 1 05 pld
Plums (Green Gage)	5 00	4 25	3 50	3 25	2 55	2 30	2 10	1 45	1 20	1 10	95	90	90
Plums (Egg)	5 00	4 25	3 50	3 25	2 55	2 30	2 10	1 45	1 20	1 10	95	90	90
Plums (Gold Drop)	5 00	4 25	3 50	3 25	2 55	2 30	2 10	1 45	1 20	1 10	95	90	90
Plums (Damson)							2 15	1 50	1 25	1 15	1 05	95	95
Raspberries								2 80	2 35	2 10	1 95		
Strawberries								2 10	1 85	1 70	1 45		

Department 7.

PROVISIONS.

Hams.

Eastern Standard, 17/19	.13½
Eastern Standard, 15/16	.13½
Eastern Standard, 12/14	.13¾
Eastern Standard, 10/12	
Eastern Fancy 10-12	.14¼
Local cure, all averages	.12¾ .13¼
Picnic Hams	.8¾

Boiled Hams.

Skin on	.17½
Skin off	.19½

Breakfast Bacon.

Eastern Standard, 6/8	.16
Eastern Standard, 8/10	.15½
Eastern Standard, 10/12	.15
Eastern Fancy	.18¼
Local cure 14	.16

English Cured Bacon.

Eastern cure, 8-10	.15
Eastern cure, 10/12	.14½

Dry Salt Bacon.

Clear medium Bacon	.11
Clear light medium	.11
Clear Lt. med. select	.11½
Light Belly	.13
Extra light Belly	.13½
Bacon Backs	.10¾
Bacon Bellies	.12½

Dry Salt Meats.

Sides	.10¼
Bellies	.11
Backs	.10
Fat Backs	.10

Barreled Pork.

	Bbls.	½-bbls.
Spare Ribs	$	
Family Pork	14.50	7.50
Clear Pork	19.00	9.75
Pig Pork	22.50	11.50

Barreled Beef.

Mess Beef	11.50	6.00
Extra Mess Beef	11.50	6.00
Family Beef	11.50	6.00
Extra Family Beef	12.00	6 25
Beef Tongues	25.00	13.00

Pigs Feet.

Tierces, about 300 lb.	$18.00
Barrels, about 200 lbs.	13.50
½ barrels, about 80 lbs.	5.00
Kegs, about 25 lbs.	2.10
Kits, about 15 lbs.	1.25

Honey Comb Tripe.

Tierces, about 300 lbs.	$17.00
Barrels, about 200 lbs	13.00
½ barrel, about 80 lbs.	5.00
Kegs, about 25 lbs.	2.10
Kits, about 15 lbs.	1.25

Sausages.

	Per lb.
Braunschweiger	17
Italian Salami	23
D'Arles	22
Mortadella	24
Bologna	8½
Frankfurters	8½
Garlic Sausage	9
Liver Sausage	8½
Pork Sausage	8½
Head Cheese	8½
Tongue Sausage	8½

Pure Leaf Lard.

Tierces, about 350 lbs net.	9¾
½-bbls. about 100 lbs net.	10
80-lb. Wood Tubs, 80-lbs. net.	9¾
60-lb. Wood Tubs, 60 lbs. net.	9¾
20-lb. Wood Pails, 20-lbs. net.	10⅜
50-lb. Cans, 1 to a case.	10
20-lb. Cans, 4 to a case.	10¼
10-lb Cans, 6 to a case.	10½
5-lb. Cans, 12 to a case.	10⅝
3-lb. Cans, 20 to a case.	10¾

Compound Lard.

Tierces, about 350 lbs. net.	5¾
½-bbls., about 100 lbs. net.	6
80-lb. Wood Tubs, 80 lbs. net	5⅞
60-lb. Wood Tubs, 60 lbs. net	5⅞
20-lb. Wood Tubs, 20 lbs. net	6⅜
50-lb. cans, 1 to a case.	6
50-lb. cans, 2 to a case.	6
20-lb. cans, 4 to a case.	6⅛
10-lb. cans, 6 to a case.	6½
5-lb. cans, 12 to a case.	6⅝
3-lb. cans, 20 to a case.	6¾

ANCHOR PACKING CO.

140 Eighth St., S. F., Cal.
PORK PACKERS AND PROVISION DEALERS.

Boilers of Kingan and Anchor Hams.

SAUSAGES, COOKED MEATS, TONGUE

Hams, Kingan, boneless boiled	18c
Anchor, "	17c
Bacon (special)	16c
Lard, 55	9¾c
" 20	10c
" 10	10c
" 5	10¼c
" 3	10⅜c

Please note that our hams are all hand tied.



H. M. WOLTER & BRO.
Dealers in
...Boneless Boiled Hams...
GROCERS PRONOUNCE THEM THE BEST.
103 12th St. Tel., Mint 1763
KINGAN 20
CUDAHY "REX" 19

HEINEMAN & STERN
916 Larkin Street

Garlic Sausage,	Lbs.	
Ring	"	
Bologna	"	
Frankfurter	"	
Rolla'a	"	
Smoked Beef	"	
Pickled Meat	"	
Headcheese	"	
Tongues	Doz.	
Dried Beef	Lbs.	
Smoked Mutton,	"	

Prices quoted on application by telephone or letter

Department 8

CANNED MEATS

ALL PRICES ARE PER DOZEN

	COLUMN 11. No 1 Tins 4 Doz. in Case	COLUMN 11. No 1½ Tins 2 Doz. in Case	COLUMN 12. No. 1 Tins 2 Doz. in Case	COLUMN 12. No. 2 Tins, 1 or 2 Doz in Case	COLUMN 13. No. 1 Tins 1 Doz. in Case	COLUMN 13. No. 6 Tins	COLUMN 13. No. 14 Tins ½ Doz. in Case	COLUMN 14. No. 1 Tins 1 Doz. in Case
Corned Beef	.....	.....	1 80	2 30	3 25	18 25	.....	.....
Roast Beef	.....	.....	1 80	2 30	3 25	.....	.....	.....
Roast Ribs of Beef, Boneless	.....	.....	1 40	2 50	.....	.....	.....	.....
Roast Mutton	.....	.....	.....	2 70	.....	.....	.....	.....
Brisket Beef	.....	.....	1 40	2 50	.....	.....	.....	.....
Boiled Beef	.....	.....	1 35	2 40	3 25	.....	.....	.....
Chipped Beef	.....	1 20	2 10	.....	15 50	.....	.....	.....
Sliced Beef, in tins	.....	1 40	2 50	.....	.....	.....	.....	.....
Sliced Beef, in glass	.....	1 45	2 75	.....	.....	.....	.....	2 75
Brawn	.....	.....	1 40	2 45	3 25	.....	.....	.....
Compressed Ham	.....	.....	1 50	2 75	.....	.....	.....	.....
Lunch Tongue	.....	1 90	3 25	6 50	.....	.....	.....	.....
Lambs Tongue	.....	1 70	2 95	.....	.....	.....	.....	.....
Sliced Ham	.....	.....	3 70	6 40	.....	.....	.....	2 80
Sliced Bacon	.....	.....	.....	.....	.....	.....	.....	.....
Sliced Bacon in Glass	.....	.....	.....	.....	.....	.....	.....	.....
Deviled Ham	40	80	.....	.....	.....	.....	.....	.....
Potted Ham	40	80	.....	.....	.....	.....	.....	.....
Potted Ox Tongue	40	80	.....	.....	.....	.....	.....	.....
Potted Chicken	90	1 60	.....	.....	.....	.....	.....	.....
Potted Turkey	90	1 60	.....	.....	.....	.....	.....	.....
Deviled Chicken	90	1 60	.....	.....	.....	.....	.....	.....
Deviled Turkey	90	1 60	.....	.....	.....	.....	.....	.....
Boneless Chicken	.....	3 40	5 55	.....	.....	.....	.....	.....
Boneless Turkey	.....	3 40	5 55	.....	.....	.....	.....	.....
Veal Loaf	.....	1 10	2 10	.....	.....	.....	.....	.....
Ham Loaf	.....	1 10	2 10	.....	.....	.....	.....	.....
Beef Loaf	.....	1 10	2 10	.....	.....	.....	.....	.....
Chicken Loaf	.....	1 60	2 75	.....	.....	.....	.....	.....
Chicken Pate and Ham	.....	1 10	.....	.....	.....	.....	.....	.....
Chili Con-Carne	.....	.....	1 40	.....	.....	.....	.....	.....
Beefsteak and Onions	.....	.....	1 60	.....	.....	.....	.....	.....
Hamburger Steak with Onions	.....	1 95	2 00	.....	.....	.....	.....	.....
Frankfurter Bratwurst	.....	.....	2 00	.....	.....	.....	.....	.....
Sweetbreads	.....	.....	2 40	.....	.....	.....	.....	.....
Vienna Sausage	.....	90	1 85	.....	.....	.....	.....	.....
Oxford Sausage	.....	.....	2 45	.....	.....	.....	.....	.....
Bologna Sausage	.....	.....	2 25	.....	.....	.....	.....	.....
Vienna Sausage and Kraut	.....	.....	1 20	.....	.....	.....	.....	.....
Corned Beef Hash	.....	1 10	1 50	.....	.....	.....	.....	.....
Lunch Sausage	.....	90	.....	.....	.....	.....	.....	.....
Ox Tongue, whole	.....	.....	.....	No 1½ 6 50	No 2 7 50	No 2½ 9 50	No. 3 12 00	
Minced Collops	.....	.....	.....	2 45	.....	.....	.....	.....
Tripe	.....	.....	.....	1 75	.....	.....	.....	.....
Pork Sausage	.....	1 05	.....	2 50	.....	.....	.....	.....
Stewed Kidneys	.....	.....	.....	.....	.....	.....	.....	.....
Pork and Beans, Plain	.....	.....	90	1 40	.....	.....	.....	1 85
Pork and Beans, with tom. s'c'e	.....	.....	95	1 45	.....	.....	.....	1 90

Department 9.

FISH AND CHEESE.

Russian Caviar.

	Per doz
1-lb cans, 2 doz in case	$13 00
½-lb cans, 2 doz in case	6 75
¼-lb cans, 5 doz in case	3 65
⅛-lb cans, 6 doz in case	2 00
White Label Brand	3.50

CHEESE.

Foreign and Domestic.

New York State Factory Cheddars, October make		18½
Twins, " "		19
Calif. State factory flats	10	11
Calif. State factory Young Americans	2	13
Limburger, Eastern, ℔ lb	18	19
Swiss, imported, ℔ lb		25
Roquefort, ℔ lb		38
Gouda, ℔ lb		27
Pineapples, Eastern, 6 in cs, ℔ case		$3 35
Pineapple, Eastern, 6 in cs, small		2.35
Holland or Edam, medium, plain, per doz	$ 8.50	9.00
Holland or Edam, medium, in bladders, per doz	9.50	10 00
Holland or Edam, large, plain, per doz	9.50	10.00
Holland or Edam, large, in bladders, per doz	10.50	11.50

Fancy.

Camembert Brie, Roquefort, and Gorgonzola, jars	3 00
Parmesan C & B, sml bot, doz.	3.00
Parmesan C & B, lge bot, doz.	5.00

Bayle's.

Small ¼-lb. 1-lb. 2½-lb 5 lb

Deviled Cheese } ...$1.00 $2.25 $4.00 $ 500 $9.00

After Dinner Cheese } $1.00 2.40 4.00 4 50 7.50

Roquefort Cheese } $1.00 2 40 4.00 4.50 7.50

SALT FISH.

Pacific Codfish.

Bndles, 50 lbs each, per lb	5¼
Cs, selected, 100 lbs ea, pr lb	6
Boneless, 30-lb boxes, per lb	7
Boneless Strips, 40lb bxs, pr lb	7½
Boneless Blocks, 40lb bxs, p lb	7½
Boneless Tablets, 36 bxs, pr lb	8
Boneless Middies, 30 bxs, pr lb	10¼
Boneless Middies, extra, 30-lb boxes, per lb	10½

Eastern Codfish.

Gen Georges, 8 fish to cs	$10.00
Gen. Georges, 12 fish to cs	9.00
Geo. Cur. Cod, 16, 18 fish to case	8 50
Geo. Cur. Cod, 40 fish to cs	8 00
Gen. Geo. Middles, 60 fish.	13½
Gen. Geo. Tablets, 36 fish.	11½
Gen. Geo. Blocks, 40 fish..	11½

Shredded Codfish.

Codfish, Beardsley's shredded, 2 doz. in case 1.00

Norwegian Mackerel.

Bloater, 200-lb. bbl., 120-130 fish	48.00
Bloater, 100-lb. ½ bbl., 60-65 fish	25.00
No. 1, 200-lb. bbl., 150-160 fish	38.00
No. 1, 100-lb. ½ bbl., 75-80 fish	20.00
No. 2, 200-lb. bbl., 220-240 fish	30.00
No. 2, 100-lb. ½ bbl., 110-120 fish	16.00
No. 3, 200-lb. bbl., 300-350 fish	26.00
No. 3, 100-lb. ½ bbl., 150- 175 fish	14.00

Irish Mackerel.

No. 1, 200-lb. bbl., 200-220 fish	none
No. 1, 80-lb. ½ bbl., 80-90 fish	none
No. 2, 200-lb. bbl., 325-350 fish	21.50
No. 2, 80-lb. ½ bbl., 130-140 fish	9.00
No. 2, 200-lb. bbl., 475-500 fish	20.50
No. 2, 80-lb. ½ bbl., 180-190 fish	9.00
No. 1, 10-lb kits, 15-16 fish	1.35
No. 2, 10-lb. kits, 20-22 fish	1.25

American Bloaters.

Shore Bloaters, 200-lb. bbl., 115-120 fish	27.00
Shore Bloaters, 80-lb. ½ bbl., 45-50 fish	11.50
Extra No. 1, 200-lb. bbl., 120-130 fish	26.00
Extra No. 1, 80-lb. ½ bbl., 50-55 fish	11.00
No. 1, 200-lb. bbl., 140-150 fish	none
No. 1, 80-lb. ½ bbl., 60-65 fish	none
No. 2, 200-lb. bbl., 130-140 fish	28.50
No. 2, 80-lb. ½ bbl., 55-60 fish	11.00
No. 2, 200-lb. bbl., 140-160 fish	none
No. 2, 80-lb. ½ bbl., 60-65 fish	none
No. 2, 200-lb. bbl., 160-180 fish	none
No. 2, 80-lb. ½ bbl., 70-80 fish	none
No. 2, 200-lb. bbl., 180-200 fish	none
No. 2, 80-lb. ½ bbl., 80-90 fish	none

In Kits.

Extra Mess, 7 to 8 fish, each	$2.00
No. 1, kits, 8-9 fish or 15-17 fish	1.85
No. 2, kits, 8-9 or 20-22 fish	1.25

Salmon.

King, bbls	12 00
Oregon Silversides, bbls	9 00
Alaska Red, bbls	16 50
Alaska Red, ½-bbls, 100 lbs	5.50
Alaska Red, kits	1.00
Bellies, bbls	8.00
Bellies, ½-bbls, 100 lbs	4 25
Tongues and Sounds, kits, 10lb	1 25
Tongues and Sounds, ½-bbls	9 00

New Herring.

Holland, ex. selctd mxd bbls	$17 00
Holland, ex. selctd mxd ½-bbl	9.00
Holland, ex. selctd mxd, keg	1 10
Holland, cheaper grade	80
Holland, cheap. gr., mxd, bbls	15 00
Holland, chp. gr., mxd, ½-bbl	8.00
Holland, ex. selct Milchner, bbl	none
Holland, ex. selct Milchner, ½-bbl	none
Holland, ex. selct Milchner, keg	none
Holland, cheaper grade	90
Holland, cheaper grade, bbls	17.00
Holland, cheaper grade, ½-bbl	9.00
Labrador Split, 100 fish	5 25
Labrador, round, 160 fish	4 75
Pacific, ½-bbl	2.25

SMOKED FISH.

Bloaters, Grim., 100 in box	$3.65
do. 50 in box	1.80
Bloaters, Cromarty	2.65
Yarmouth, 100 in box	
Halibut, chunks	15
Herring, in boxes, Eastern	20
Herring, in boxes, Washington	15
Herring, boneless, Beardsley's tins, doz	$1.50
Herring, boneless, Beardsley's small, doz	1.00
Herring, Beardsley's Boneless, vacuum tumblers, 2 doz. in case	1.95
Finnan Haddies	1.75
Moir's Selected Red Herrings, 100s	3.10
Moir's Selected Red Herrings, 50s	1.25
Salmon, per lb	10 20

POTTED FISH.

	Per doz
Potted Crab	$1.85
Kipper Paste	1.00
Anchovy and Bloater Paste, plain pots	2.30
Ditto, fancy pots	4.75
Yarmouth Bloater Paste	75
Ditto, fancy pots	4.75
Kippered Herrings	1 90
Kippered Herrings, Moirs	1.90

CANNED FISH.

	Doz.
Anchovies, in oil, 2 doz. ½ pts., in glass, doz	4.00
Anchovies 2 doz. ¼ pts., doz	3 00
Bloaters, Yarmouth C. & B. doz	4.50
Codfish Balls, 2-lb tins, per doz	2.25
Eels, Hamburg, in jelly, 1-lb tins	1 90
Eels, smoked, 1-lb, ℔ doz	2.40
Finnan Haddies, 2-lb oval	2.25
Finnan Haddies, 1-lb, round, ℔ doz	2.00
Sardelles, imported, 1-lb tins	3.00
Sardelles, imported, in glass	3 00
Sardelles, domestic, 1-lb glass	2.25
Sardelles, Ankers, ½ keg	3 00

Mackerel.

1-lb tins, 50 in a case.
2-lb tins, 2 doz. in a case.

Gold Label, 1-lb tins	1.50
P. & W., 2-lb soused	2.75
P. & W., 2-lb, mustard	2.75
P. & W., 2-lb, tomato	2.75
Underwood, 2-lb, soused	2.85
Underwood, 2-lb, tomato	2.85
Underwood, 2-lb, mustard	2.85
Los Angeles, 2-lb, soused	2.55
Los Angeles, 2-lb, tomato	2.55
Los Angeles, 2-lb, mustard	2.55
Mt. Desert, 2-lb, soused	2.25
Mt. Desert, 2-lb, tomato	2.25
Mt. Desert, 1-lb, soused	1.35
Blueback, 1-lb, fresh	1.10

"Sunset" Mackerel.

Soused, 18 oz. tins, 4 doz. in case, case	$6.00
Tomato, 18 oz. tins, 4 doz. in case, case	6.50
Mustard, 18 oz. tins, 4 doz. in case, case	6 50

1311-1315 Pacific Street.

Mackerel in Oil.

Bezler's	3.00 4.00
Lemarchand	5.00 7.00

Booth's Crescent Mackerel.



(Soused, Tomato and Mustard.)
1's, 4 doz. to case, per doz 1 80
2's, 2 doz. to case 2.50

Salmon.

Alaska Red, 1lb tins, doz	1 10
Alaska Red, 2lb tins, doz	1 50
Alaska Pink, 1lb tins, doz	80
Alaska Pink, 2lb tins, doz	1 60
Alaska Flats, 1lb tins, doz	1 40
Oregon Red, 1lb tins, doz	1 00
Oregon Red, 2lb tins, doz	1 65
Oregon Pink, 1lb tins, doz	80
Oregon Pink, 2lb tins, doz	1.60
Oregon Flats, 1lb tins, doz	1 00
Columbia River, 1lb tails	1 60
Columbia River, 1lb flats	1.75

French Sardines.

¼s, according to quality and size of tin, p cas	9.50	12 50
½s, according to quality and size of tin, p. case	19.00	20.00

American Sardines.

Packed 8 1-3 doz in a case.

⅛s 50 tins in case.	
American ⅛s in oil, per case	$3 50
American ⅛s in oil, 5-case lots	3 35
American ⅛s in oil, per doz	.50
American ⅛s in mustard, doz.	.60
American ⅛s in mustard, case	4 00
American ¼s in mustard, doz.	.90
American ¼s in mustard, case	3 00

Sprats.

Piloto	6.75 7.00
Menhie	6.75 7.00

SHELL FISH.

Abalones.

4 doz in cs, with shells, cs.. 6.00

Clams and Clam Juice.

	doz.
Doxsee Clams, 1-lb. tins	$1.65
Doxsee Clams, 2-lb. tins	2.65
Doxsee Clam Juice, 1-lb. tins	.30
Doxsee Clam Juice, 2-lb. tins	1.60
B & M Lunch Clams, flat tins	1.37½
Underwood Clams, 1-lb. tins	1.05
Underwood Clams, 2-lb. tins	1.60
P. & W. Clams, 1-lb. tins	1.00
P. & W. Clams, 2 lb. tins	1.50
Oxford Clams, 1-lb. tins	1.10
Oxford Clams, 2-lb. tins	1.50
P. & W. Clam Chowder	2.10
Burnham's Clam Bouillon, qts	.00
Burnham's Clam Bouillon, pts	4 50
Burnham's Clam Bouillon, ½ pints	2.40

Lobsters.

	Doz.
1-lb. tins, 4 doz. in case.	
Red Jackets, flats	2.85
Deep Sea Picnics	2.40
Triumph Talls	2.50

Oysters.

Oysters, Selects, 12 oz	$1.60
Oysters, Selects, 6 oz	3.25
Oysters, Standard, 10 oz	2.00
Oysters, Standard, 5 oz	1.10
Oysters, Standard, 8 oz	1.70
Oysters, Standard, 4 oz	.90

Shrimps.

Shrimps, pickled, 1-lb. tins	$1.10
Shrimps in Tomato Sauce, 1-lb. flats	
Dunbar's Picnics, 4 doz in cs	1.25
Dunbar's 1½-lb., 2 doz in cs	2.25
Pickled Shrimps, 1-lb., 4 doz in case	1 20

Department 10.

LAUNDRY MATERIALS.

Ammonia.

GREER'S WASHING AMMONIA

First grade Absolutely pure. 18o Beaume Strength.

Pints (2 doz. to cs c)	$1 55 per doz.
Quarts (1 doz. to case)	2 55 " "
½ Gals (½ doz. to case)	4 25 " "

WASHING AMMONIA
Standard Grade,

Pts., 2 doz. to case, per doz	$ .75
Quarts, 2 " " " "	1 25

GREER'S TOILET AMMONIA
Lavender and Violet.
Pints (2 doz to case) .. $2 50 per doz.



Parson's Household Ammonia

	per doz.
½ gals., 1 doz. in case	$4 50
Quarts, 1 doz "	2 65
Pints, 2 doz. "	1 75
Dime size 3 doz. in case, per case	2 95

Bluing.



Liquid Laundry Bluing.

Scott & Gilbert Co.
Mfgrs., 302 Davis St

SUNSET	doz.
¼ pints, 3 doz case	40
½ pints, 3 doz case	60
Pints, 2 doz. in case	75
Quarts, 2 doz. cs.	1 45

Bluing, ball.

Mikado, ⅛'s, 100-lb case, lb	20
Mikado, ¼'s, 100-lb case, lb	22
Nuremberg, A, ⅛'s, ℔ lb	33
Do A, D, ⅛'s, ℔ lb	25
Do A, C, R, ⅛'s, ℔ lb	21
Washerwoman, ⅛'s, ℔ lb	12
Do ¼'s, ℔ lb	14
German Ultramarine ⅛s, ℔ lb	12
Do ¼'s, ℔ lb	14
Deschamp's French, 1's, ℔ lb	28
Do ⅛'s, ℔ lb	29
Gold Medal, qt, ℔ doz	1.25
Do pt, ℔ doz	1.00
Do ½-pt, ℔ doz	75
Do ¼-pt, ℔ doz	45
Do China Label, qt, ℔ doz	1.25
Greer's, 1 dz qts. & doz	2.25
2's, 2 doz to cs	2.50
Do 3 doz. pts, ℔ doz	1.44
Do 3 doz. ½ pts, ℔ doz	90
Pacific, 1 doz. qts, ℔ doz	1.10
do, 2 doz., qts & doz	.80
Do 3 doz. ½ pts, ℔ doz	65

Borax.

20-Mule Team, powdered 1's, cs. of 3 doz	$2 25
20-Mule Team, powdered 12-oz. cs. of 4 doz	3 60
20-Mule Team, powdered ¼'s, cs. of 8 doz	3 84

(Less 5 per cent. in 5 case lots; 10 per cent. in 10 case lots).

Cartons, 1's, 2 doz. in box	.09
Lump, 25 lb. in box	.08
Powdered, 25 lb in box	.08½

Chloride of Lime.

Brookman's, 1's, ℔ lb	7½ 7½
Do ½'s, ℔ lb	8½ 9
Salter's Purity Brand, ex qual. doz	.85

Lye.

Big Bonanza Lye	
Case of 48-1 lb tins	3.80
5 case lots	3.25
Star Scrubbing Lye	
48-½ lb tins, per case	1.75
5 case lots	1.70
Merry War, 4 doz in case	3.10
Merry Nickel, 4 doz to case	1.75
Eagle Lye, 4 doz. in case	3.60
Do 3-case lots	3.50
Do 5-case lots	3.40
Tomson's Red Seal, 4 dz. to cs	4.00
Do 5-lb, 12 5s to case	4.50
American, 4 doz in case	3.25
Do in 5-case lots	3.00
Babbitt's Lye, 4 doz in case	3.25
Do in 5-case lots	3.00



BANNER LYE

Cs., 4 doz.	$4.00
Cs., 2 doz.	2.00

SPECIAL FREE DEAL

LIMITED

Freight Paid to Country Points

5 Case lots, per case	$4.25
One additional case free	
Net cost	3.64
3 Case lots, per case	4.25
One additional case free	
Net Cost	3.64

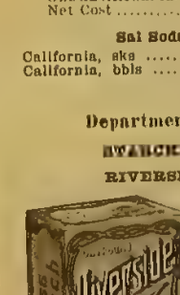
Sal Soda.

California, sks	85-90
California, bbls	90 100

Department 11

STARCHES.

RIVERSIDE



Corn. must be retailed at 8c. 6 1's per lb. .5½c

Gloss. 18 1's per lb 5½c
16 3's per lb 5¼c
12 6's per lb 6c

FREE.

During June case corn free with each 5 box order, assorted or straight. Must be retailed at 8c.

Corn Starch.

Log Cabin, 40 1s, per pkg	4
Liberty, 40 1s, per pkg	6½
Duryea's, 40 1s, per pkg	7½
Niagara, 5-box lots, pkg	5½
Niagara, 40 1s	6
Kingsford's, 40 1s, pkg	7½
Lily Corn, 40 1s, per pkg	5½
Lily Corn, 5-box lots	5½
Lily Corn, 20 1s, per pkg	5½
Sioux City, 40 1s, per pkg	5½
Sioux City, 5-box lots, pkg	5½
None Such, 40 1s, per pkg	5½

Laundry Starch.

Elastic Starch, 64/1's, per box	5 00
Celluloid, 64/1's, per box	5 00
Best Gloss, 48/1's, per lb	6½
Liberty Gloss, 48/1's, per lb	6½
Liberty Gloss, 16/3's, per lb	6½
Best, 12/6's, per lb	6½
Standard, bulk 40-lb. boxes	3½
Sioux Gloss, 48/1's	6¾
Sioux Gloss, 2's, 16 in box	6¼
Kingsford's S. G., 1's, 40-lb. bx	3½
Kingsford's S. G. 6's, 12 in crate	3½
Kingsford's Pure, 1's, 40-lb. bxs	7½
Duryea's S. G., 1's, 40-lb. bxs	8
Duryea's S. G. 6's, 12 in crate	8½
Duryea's Superior, 1's, 40-lb. bx	7½
Niagara Gloss, 1's, 40-lb bxs	5½
Niagara Gloss, 6's, 12 in crate	6¼
Niagara Gloss, bulk, 50-lb. bxs	4½
Lily Gloss, 1's, 48-lb. box	5½
Lily Gloss, 6's, 12 in case	6¼
Lily Gloss, 3's, 16 in case	5¼
None Such, 1s 48-lb boxes	5½
None Such, 6s 12 to crate	6
None Such, bulk, 50 lb box	4½

COLUMN 16.
Department 12

Soaps and Washing Powder

Western Star Soap

WHITE PETROLEUM BLEACHING.

100 bars per case $4.10

LASCO KOLD WATA NAPTHOL.

100 Bars per case $4.00

Free Delivery in San Francisco Oakland, Alameda and Berkeley

manufactured by

Los Angeles Soap Co.

San Francisco Office, 115 Davis St.
Telephone Grant 110.



THE BEAVER SOAP CO., Dayton, Ohio.

Grandpa's Wonder Soap.

100 cakes 4-oz $3.60
50 cakes 4-oz 3.50

Powdered Soap.

Grandma's Borax, 24 3-lb. per case.....$4.00
Grandma's Borax, 60 12-oz. per case 2.40

Peet Bros.

Silk Soap 2.80
Ammonia Benzoline 3.85
Cocoa Borax 4.10
Crystal White 3.95
Lily White (Floating)..... 3.80

Standard Soap Co.

Top Notch, 100, 10-oz.....$3.50
Sunburst, 100 12-oz 3.75
Yellowstone, 100 14-oz 3.75
Marigold, 100 16-oz 3.90
Thomas' Cool Water, 100 13-oz 4.00
Thomas' Cool Water, 20 13-oz .85
Milo, 100 4-oz., 100 cartons.... 6.50
Magno "Floating Borax," 100 10-oz. 4.00
Gold Medal Borax, 100 10-oz... 5.50
Gold Medal Borax, 20 10-oz.... 1.15
Purity, "Floating," 5c size.... 3.90
Purity, "Floating," 10c size.. 6.25
Purity, "Floating," 10c size, 20 1.30
Electric Mineral, 100 16-oz.... 5.50
Electric Mineral, 20 16-oz..... 1.15
Peerless Kitchen, 100 10-oz.... 3.00
Peerless Kitchen, 20 10-oz..... .65

Miscellaneos.

Miller's Naptha, per case 4.35
½ doz. toilet free.
Fels Naptha, 100 14-oz..... 4.50
Hot or Cold, 100 10-oz..... 4.00
Life Buoy, 100 ..... 4.00
Mikado, 100 14-oz..... 3.50
Mikado, 20 14-oz..... .85
Lenox, 100 ..... 3.00
Lenox, 20 ..... .75
Ivory, 100 10-oz..... 7.00
Fairbanks Clairette, 100 ..... 3.35
Fairbanks' Santa Claus, 100... 2.85
Fairbanks' Copco, 100 ..... 3.90
Fairbanks' Fairy Oval, 100.... 3.90
Grandpa's Wonder, large, 50.. 3.50
Grandpa's Wonder, small, 100. 3.60
Peets' Pine Tar, 50 ..... 1.90
Peets' Pine Tar, 100 ..... 3.75
Babbitt's, 100 ..... 4.10
Jergins Pumice, 50 small..... 1.75
Jergins Pumice, 50 large..... 3.00
Uncle Sam's Tar, 100 small.... 3.50
Uncle Sam's Tar, 50 large.... 3.40
Stryker's Kitchen Soap, 100s... 3.50
Stryker's Kitchen Soap, 20s.... .75
Pearl, 100, large.....4.00

Castile Soap.

La Lune White Castile, lb..... 7¾
White, Virgin, per lb..... 7¾
White, Conti 14 15
Mottled, Imported, per lb. 6½ 7
Clover Leaf White 13
La Boulon 7½

Scouring Soaps.

Bon Ami, 3 doz to cs, pr cs.. 2 50



Sapolio, scouring, ½ gross box, per box . . 4 50
Sapolio, hand, ½ gross box, per box 4 50

WASHING POWDERS.

Gold Dust, 24 3's, per case.... 4.50
Gold Dust, 100/10-oz..... 4.50
Lavarine, 36 1-lb., per case.... 3.00
Lavarine, 100 5c pkgs..... 3.50
Pearline, 36 1-lb. pkgs..... 3.10
Pearline, 100 6-oz pkgs..... 3.75
Soaperine, 20 3-lb. pgs..... 3.60
Soaperine, 50 1-lb. pkgs 3.35
Soaperine, 100 ½-lb. pkgs 3.60
Babbitt's 1776, 6-oz..... 2.85
Kleeno, 72/1's 4 50
Kleeno, 24/3's 4 25
Kleeno, 100/5's 3.75
Grandma's Borax, powdered, 24 3s.....4.00
do. 60, ¾s 2.40

COLUMN 17.

Department 13

OILS, PAINTS, ETC.

Coal Oil.

Water white, coal, bulk..... 12½
Pearl, cases, 25's 18
Astral, cases, 25's 18
Star, cases, 25's 18
Ex. Star, cases, 25's 21
Elaine, cases, 25's 26

Gasoline and Benzine.

86° Gasoline, bulk, 25 cases.... 31
74° Gasoline, bulk 16 cases..... 22
63° Benzine, bulk, 13 cases..... 19

Turpentine.

Strictly Pure, cases, 2-5's..... 98
Do drums or iron bbls. 92

Linseed Oil.

Strictly pure, raw, bbls.....gal 58
Do. boiled, in bbls...gal 60
Do. raw, cs, 2-5's...gal 63
Do. boiled, cs, 2-5's..gal 65

Castor Oil.

Baker's AA, cs, 2-5's 1.16
Pure, No. 2, cs, 2-5's..... 1.05
No. 1, cs, 2-5's ..... .70

Lard Oil.

Strictly pure, bbls., 75 cs..... 80
Sup. Win., str., bbls. 65 cs.... 70
No. 1, bbls. 55 cs 60

Neatsfoot Oil.

Cooper's bbls, 75 cs..... 80
Extra, bbls, 62½ cases..... 67½
No. 1, bbls, 57½ cases..... 62½

Lubricating Oils.

Star Cylinder Oil, bbls, 60 cs..65
Columbia Cyl. Oil, bbls, 40 cs..45
Gem Cyl. Oil, bbls, 80 cs.....90
Ruby Cyl. Oil, bbls. 50 cs.....60
Star Engine Oil, bbls, 50 cs...55
Columbia Eng. Oil, bbls, 30 cs.35
Paragon Eng. Oil, bbls, 45 cs..55
Red Eng. Oil, bbls, 27 cs.....32
Star Mach. Oil, bbls, 30 cs.....35
Star Dynamo Oil, bbls, 50 cs...55
Star Spindle Oil, bbls, 40 cs....45
Star Sep'tor Oil, bbls, 50 cs....55
Favorite Sep'tor Oil, bbls, 25 cs.30

Miscellaneous Oils.

Union Salad Oil 45 50
Globe Salad Oil 46 50
Pure Sperm Oil 75 80
No. 1 Polar 50 55
China Nut oil, ord'ry.....62½
China Nut oil, No. 1.....80

WHITE LEAD.

Pioneer, in kegs 7 7¾

DRY PAINTS.

Eng. Paris White, bbls. 1.35 1.60
Whiting, bbls 1.00 1.15
Kalsomine, bbls 1¼
Prince's Min'l B'wn, bbls 1.65
Yellow Ochre, bbls 1½
Eng. Ven. Red, bbls.... 1.50

Department 14

FARINACEOUS GOODS.

Flours.

GLOBE MILLS,
Cor. Chestnut and Montgomery

California Selected Wheat,

Barrel
** "Banquet" (fancy patent)..$5.05
*** "Silver Star" (patent).... 4.65

Blended Wheat,

*"A1" Family 5.15

Entire Eastern Wheat.

Globe, Bakers' ..... .
(⅛ bbls 10 cents per bbl. higher.)
*"A1" must be retailed for not less than $1.40 per ¼ sack.
**"Banquet" must be retailed for not less than $1.30 per ¼ sack.
***Silver Star" must be retailed for not less than $1.25 per sack.

FLOURS.

Allen's Boston Brown Bread Flour, 24 pkgs, per case..... 3.60
Allen's Flour, 10 10-lb bags, per bag 4.50
Cal. Family $5.05 $5.10
Cal. Bakers', extra..... 4.80 4.90
Buckwheat, 10-lb sacks, per 100 lbs $4.50
Self Rising Buckwheat, 10-lb sacks, per 100 lbs..... 6 00
Graham, 10-lb sacks, per 100 lbs 3 25
Rice, 10-lb sks, per 100 lbs..... 8.00
Rye, 10-lb sacks, per 100 lbs.... 3.75
Whole Wheat, 10-lb sacks, per 100 lbs 3 50

Meals.

Yellow Corn, 10-lb sacks, 100 lb.$2.50
White Corn, 10-lb. sacks, 100 lb. 2.50
Ex. Cream Yellow, 10-lb. sacks, per 100 lbs. 3.75
Ex. Cream White, 10-lb sacks, per 100 lbs. 3.75
Oat Meal, 10-lb. sacks, pr 100 lbs 4.25
Steel-Cut Oat, 10-lb sacks, per 100 lbs 4.50

Pearled Cereals.

Pearl Barley, ...$6 00
Pearl Wheat, 150-lb bbls..... 4.40

Rice.

Choice Seed Japan.....$0.03¾
Good Seed Japan..... .03¼
Fair Seed Japan..... .03
Fancy Head Rice ..... 5 1-5 .06
Long Grain Rice ..... .04 .05
China No. 1 .....5 6
China No. 2 .....4 4½

COLUMN 18.

Rolled Cereals.

Rolled Oats, 7s and 10s, pr 100 lbs 4.50
Ex. Crm Rld Ots. 180-lb, bbl..$7.50
Ex Crm Rld Ots, 180-lb, 90-lb sks 7.00
Prld Reld Wheat, 150-lb, bbls. 4 40
Dr. Price's Food, pee case 4.00
5-case lots, $3.85

Sago and Tapioca.

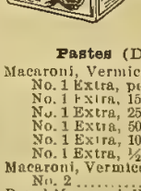
Sago, original sacks, lb....02½ .03
Sago, 48/1's, per doz..... .70
Instantaneous Tapioca, 50/1's, per case 5.00
Instantaneous Tapioca, 36 to case 2.70
Tapioca, Flake ..... .03
Tapioca, repacked, per lb... .04½
One Minute Tapioca, 36 to cs 2.75
Arrowroot, Taylor's Bermuda, 12-lb box, 1, ½ and ¼ lb pkgs, per lb..... 82½

Miscellaneous.

Greats Oat, 10-lb sacks, 100 lbs.$4.50
Greats Buckwheat, 10-lb sks, 100 lbs 10.00
Hominy, igs, 10-lb sks, 100 lb. 3.75
Hominy, sml, 10-lb sks, 100 lbs 4.00
Split Peas (yel.) 25 and 50-lb boxes, 100 lbs..... 5.50
Split Peas (grn.) 25 and 50-lb boxes, 100 lbs..... 5.50
German Lentils, per lb..... .05½
Cracked Wheat, per 100 lbs ...3.75
Farena, per 100 lbs..... 4.50
Pearl Grits, per 100 lbs..... 4.25
Capitol Mills Pearled Hominy, bbls. 8.00
Capitol Mills Gran. Hominy, bbls. 8.50
Capitol Mills New Process B. W. Flour, bbl..... 9.00
Capitol Mills Steel Cut Oat Meal, bbl. 8.50

Breakfast Foods.

Capit'l Mills R'll'd Oats, 36/2's 3.60
Grape Nuts, 1 & 2 doz, pr doz 1.40
Breakfast Gem, case 3 doz..... 3.00
Wheatine, 36/2's, pr cs..... 3.75
Germea, 20 4-lb pkgs, pr cs.... 4.00
Germea, 24 2-lb pkgs, per case. 3 10
H-O Buckwheat, 2 doz 3-lb pkgs, per case 3.75
H.-O. Pancake Flour, case.... 3.90
H.-O. Oats, 24/2's, per case.... 3.15
Cream of Wheat, 36/2's..... 5.25
Crespo, 36/2's 2.75
Malta Vita, 36, 2s, cs..... 4.50
Our Mothers' Mush, 36 to cs.. 3.35
Twin Brothers Mush, 36 to cs.. 3.00
Carnation Wheat Flakes, 24/5's 5.40
A B C Breakfast Wheat, 72/2's 5.00
A B C Breakfast Wheat, 36/2's 2.60
Granola, 24/1's 2.25
Flaked Rice, 24/1's 3.00
Ralston Breakfast Food, 36/2's 4.50
Do. Barley Food, 36/2's.... 4.25
Do. Health Oats, 36/2's.... 4.00
Do. Hominy Grits, 36/2's.. 4.00
Do. Health Cereal, 36-2's.... 3 60
Do. Select Bran, 24/3's.... 2.50
Do. Pancake Flour, 36/2's 3.75
Do. Whole Wht Flr, 4/7½s' 5.50
Quaker Oats, 36 2s 3.90
Scotch Oats 36 2s.. ..... 3.60
Acme Grano, 20/4's, per case.. 3.75
Acme Gluten Farina, 24/1's, pr case 1.85
Acme Gluten Flour, 10-lb sks.. .80
Acme Wheat Flakes, 36/2's.... 3.00



Dr. Price's Wheat Flake Celery Food.

Per case...$ 3 75

Pastes (Domestic).

Macaroni, Vermicelli, etc.—
No. 1 Extra, per box..... .27
No. 1 Extra, 15 lbs. ..... .52
No. 1 Extra, 25 lbs. ..... .82
No. 1 Extra, 50 lbs. 1.65
No. 1 Extra, 100 lbs. 3.30
No. 1 Extra, ½ box s ..... .15
Macaroni, Vermicelli & Spaghetti, No. 2 ..... .20
Royal Macaroni, Verm'l & Sp'tti, 24 1-lb pkgs., per case..... 1.70
Queen's Taste Mac., Ve m. & Sp. 12 3-lb cartons i case..... 2.15
It. Paste, ass'd, ab. 18 lbs. c., lb. .6½
Royal It. Paste, 24 1-lb pkg c., pkg .8½
Golden Gate Egg Noodles, 24 1-lb. pkgs in case, per cs... 1.90
Farina, 24 1-lb pkgs..... 1.50
Discount 2 per cent for cash only.

COLUMN 19.

Department 15.

SPICES

PURE—Square Tins, Full Net Weight.

	⅛'s	¼'s	½'s	1 lb	2½ lbs.	5 lbs.	Blk
Allspice	$0 70	$0 95	$1 60	$ 2 50	$ 5 70	$12 75	21
Cinnamon	1 15	1 80	3 30	6 25	15 25	30 00	43
Cloves	90	1 35	2 40	4 35	10 60	20 55	31
Ginger	75	1 05	1 75	3 10	7 50	14 30	23
Mace	1 75	3 00	5 65	10 90	26 95	53 30	73
Mustard	70	95	1 80	2 80	6 70	12 75	21
Nutmeg	1 25	2 05	3 80	7 15	17 60	34 60	49
Pepper	80	1 10	1 90	3 40	8 25	15 85	25
Cayenne	80	1 15	2 00	3 55	8 65	16 65	26
W. Pepper	95	1 45	2 65	4 85	11 75	22 90	34
Sage	70	95	1 60	2 80	6 70	12 75	21
Thyme	70	1 00	1 65	2 95	7 10	13 50	22
Savory	70	1 00	1 65	2 95	7 10	13 50	22
Marjoram	75	1 10	1 85	3 30	7 85	15 10	24
Poultry Seasoning	....	1 50	.....	.....	.....	.....	..

SECOND GRADE—Round Tins, Short Weight.

	¼'s	½'s	1's	2½ lbs.	5 lbs.	Blk
Allspice	55	1 00	1 75	3 95	7 60	13
Cinnamon	65	1 20	2 10	4 90	9 50	18
Cloves	65	1 25	2 25	5 20	10 20	17
Ginger	55	1 00	1 75	3 95	7 60	13
Mace	1 20	2 30	4 40	10 50	21 00	34
Mustard	55	90	1 60	3 60	7 00	12
Nutmegs	85	1 70	3 10	7 40	14 60	24
Pepper	60	1 15	2 00	4 55	8 90	15
Cayenne	60	1 15	2 00	4 55	8 90	15
W. Pepper	75	1 45	2 65	6 15	12 05	20
Sage	55	1 00	1 75	3 95	7 60	13
Thyme	60	1 05	1 90	4 25	8 25	14
Savory	60	1 05	1 90	4 25	8 25	14
Marjoram	60	1 05	1 90	4 25	8 25	14

SCHILLING'S BEST SPICES.—Nature's Best.

Square tins. Never sold in bulk.
Small, medium, large sizes have sifting tops except Mustard.

	Small size per doz.	Medium size per doz.	Large size per doz.	Ex. Large size per doz.	Hotel size per tin.
Pepper	.75	1.20	2.20	3.75	.78
Mustard	.75	1.25	2.25	3.90	.81
Must. Comp.	.75	1.25	2.25	3.90	.81
Ginger	.75	1.25	2.25	3.90	.81
Allspice	.75	1.10	2.00	3.50	.73
Cinnamon	.30	2.25	4.25	7.50	1.35
Cloves	.85	1.40	2.60	4.75	.87
Nutmegs	1.60	2.75	5.25	10.00	2.00
Mace	1.75	3.00	5.75	11.50	2.15
Cayenne	.90	1.50	2.75	5.00	.93
Wh. Pepper	.95	1.75	3.25	5.75	1.00
Sage	.75	1.25	2.25	3.90	.81
Thyme	.85	1.40	2.60	4.75	.87
Marjoram	.95	1.75	3.25	5.75	1.26
Savory	.85	1.40	2.60	4.75	.87
Cases contain	6 doz.	4 doz.	2 doz.	2 doz.	1 doz.
Gross weight	22 lbs.	23 lbs.	24 lbs.	40 lbs.	53 lbs.

MUSTARD.

Colman's, ¼'s, 12 lb to box, lb. .52
Colman's, ½'s, 12 lb to box, lb. .48
Colman's, 1's, 12 lb to box, lb.. .48
Colman's, 5's, per lb..... .40

Mustard, Prepared.

Small bottles, 24 to cs, pr doz .55
Small straights, fancy, 24 to case per doz ..... .95
Webb's Glass Top 1.35
Large Dusseldorfer, 24 to cs 1.60
In 3-gal kegs, per keg..... 1.15
In 5-gal kegs, per keg..... 1.70
Louit Freres, French, doz..... 2.25
Eddy's Salad Mustard—
6-oz., 24 to case..... .92½
8-oz., 24 to case..... 1.35
12-oz., 24 to case..... 2.00
Hirshes Horseradish Mustard—
10-oz., 24 to case..... 1.25

Department 16

BAKING POWDER AND FLAVORING EXTRACTS.

ROYAL

	1 cs. lot	5 cs. lot	15 cs. lot
¼ lb cans	$ 1 38	$ 1 36	$ 1 34
6 oz cans	1 92	1 89	1 87
½ lb cans	2 67	2 52	2 50
12-oz cans	3 82	3 75	3 72
1 lb cans	4 95	4 85	4 80
2½ lb cans	11 45	11 40	11 28
3 lb cans	13 60	13 34	13 20
5 lb cans	22 35	21 90	21 68

An extra discount of 1 per cent if packed in barrels.

Schilling's Best Baking Powder.

Never sold in bulk.

10-lb. tins, per doz.....$39.00
5-lb. tins, per doz..... 20.00
4-lb. tins, per doz..... 16.00
3-lb. tins, per doz..... 12.50
2½-lb. tins, per doz ... 10.50
16-oz. tins, per gross....$58.00
12-oz. tins, per gross.... 41.00
8-oz. tins, per gross.... 28.00
6-oz. tins, per gross.... 22.50
4-oz. tins, per gross.... 16.50

TROPHY

4 oz, per doz	$0.95
6 oz, "	1.35
8 oz, "	1.70
12 oz, "	2.35
1 lb., "	3.00
2½ lb., "	7.50
3 lb., "	9.00
6 lb., "	14.50

MISCELLANEOUS.

Home, 10 oz	$0.90
Home, 25 oz	2.00
Home, 50 oz	4.00
Home, 80 oz	6.00
K. C., 10 oz	.85
K. C., 15 oz	1.25
K. C., 25 oz	2.12½
K. C., 50 oz	4.00
K. C., 80 oz	6.50

Cream Tartar.

Standard, bulk, 30-lb box..... 27
Standard, 12 1-lb tins..... .28
Pure, bulk, 30-lb box..... .38
Pure, 5-lb tins, per lb..... .38
Pure, ½-lb tins, per doz..... 5.00

SODA.

Churches, A. & H., or Dwight's Cow Brand, 60 lbs. to case.
1-lb ..... per lb. $0.05
½-lb ..... per lb. .05⅝

EXTRACTS FLAVORING.
GUITARDS' "PURE"

per doz	2 oz	4 oz	8 oz
Vanilla	$2 56	$4 75	$7 00	$9 00
Lemon	1 75	3 25	4 50	6 00

Net weight. Patent Sprinkler Tops

Schilling's Best Extracts.

Triple Strength, Pure and Uncolored Sprinkling Tops.
Net weight. Never sold in bulk.

	Lemon and Others.	Vanilla and Rose.
1 oz	1.30	1.80
2 oz	2.00	3.00
4 oz	3.75	5.75
6 oz	5.50	8.50
8 oz	7.25	11.00
16 oz	14.00	21.50
32 oz	27.00	42.00

Souder's Flavoring Extracts.

Price per gross.

	2 oz.	4 oz.	8 oz.
Reg. Lemon	9.00	18.00	54.00
Reg. Vanilla	14.40	28.80	72.00
XX Lemon	18.00	36.00	72.00
XX Vanilla	21.00	42.00	84.00
Asrtd Flavors	18.00	36.00	72.00
Rose Coloring	18.00	36.00	.....
Yellow Colrng	18.00	36.00	.....
Jamaica Gngr	18.00	.....	.....

Assorted flavors contain strawberry, pineapple, orange, almond, rose, etc.



"Vesus" Extracts."

Lemon, 2 oz., per doz.....80
Vanilla, 2 oz., per doz.....80
Assorted Flavors, per doz.....80

COLUMN 21.

Department 17

CANDIES.

Lozenges.
(5-lb. boxes.)

XXX Peppermint, pails	.13 14
Thin Peppermint	.16
T. T. Peppermint	18
Druggist Peppermint	25
Musk, fluted, pails	.20
Cinnamon, Lemon, Sassafras, Rose	.16
Midget Fruit	.20
Conversation and Hearts	.15
Lilliput Conv. Hearts	17
Midget Conv. Lozenges	18
Crown T. T. Lozenges, 24 5ct. pkgs	.80
Aurora Lozenges, 24 5ct. pkgs	.80
Cough Troches, 5 lb bxs	.25
Eagle Wafers, Peppermints, Wintergreen	.25

Mixed Candy.
(30-lb. pails.)

Plain Mixed	9½
Pacific Mixed	10
Royal Mixed	12½
Grocers' Mixed	10½
Yankee Mixed	13
American Mixed	13
Fancy A, Mixed	14½
Fancy C, Mixed	14
French S, Mixed	16
French No. 1, Mixed	18
French Extra Mixed	20
Lady, Mixed	15

Steam Panwork.

Anis Seed	22
Aromatic Cachous	18
Assorted Berries	16
Assorted Dragee	14
Assorted Imperials	16
Assorted Small Seeds	22
Birds' Eggs	16
Boston Baked Beans	17
Burnt Peanuts	18
Burnt Almonds	25
Caraway Seed, smooth	22
Caraway Seed, pearled	22
Celery Seed	22
Cinnamon Beans, large red	15
Cinnamon Beans, Imperials	16
Coriander Seed, pearled	22
Jelly Beans, pails	12½ 14
Jelly Birds' Eggs	16
Jelly Cranberries	16
Jelly Limes	16
Jelly Raspberries	16
Jordon Almonds, fine	45
Jordon Almonds, imitation	18
Licorice Beans	15
Red Hots	25
Ringed Marbles	16
Sugar Coated Licorice Tablets	20
Sugar Almonds	25
Sugar Plums	16

Stick Candy.
(30-lb. pails.)

Assortment: Peppermint, Lemon, Rose, Clove, Anis, Cinnamon, Sassafras, Vanilla, Pineapple, Wintergreen 9½

Hoarhound	9½
Hoarhound, wrapped	11
Peanut Sticks	13
Peanut Sticks, wrapped	13
Cocoanut Sticks	13
Cocoanut Sticks, wrapped	13

Taffies.

Peanut Taffy	15
Peanut Flake	15
Peanut Squares	14
Cocoanut Taffy	15
Cocoanut Squares	15
Chunks: Vanilla, Rose, Chocolate, Lemon, Molasses	14
Broken Taffy of broken chunk	13

Drops and Lumps.
(30-lb. pails.)

Mixed Drops and Lumps	9½
Molasses Peppermint Lumps	11
Hoarhound Drops	11
Crystal Rocks	12½

Gum Goods.
(5-lb. boxes.)

A. B. Gum Drops, assorted	9
A. B. Gum Drops, Licorice	9
A. B. Gum Drops, Crystalized	11
A. B. Bonbons, plain, in bbls	7
A. B. Bonbons, fancy, in bbls	7½
A. B. Bonbons, fancy, crystallized, 5-lb. boxes	14
A. B. Fruits	18
Royal Gum Drops	15
Genuine Gum Drops, hard	25
Jelly Squares, assorted	14
Bijou Sticks	18
Spiced Jelly Drops	20
New Turkish Figs	16
Fig Paste, plain	17
Fig Paste, tricolor	18

Cream Goods.
5-lb. boxes.)

Fondans Creams	14
Hand Dipped	19
Hand Dipped, with nuts on	21
Fruit and nut ices	18
Cream Peppermint	20
Crushed Fruit Bonbons	30

Chocolates.
(5-lb. boxes.)

Chocolate, plain	14
Chocolate, Hand Made	20
Chocolate Dipped Bonbons	20
Chocolate Dipped Bonbons, with nuts	22
Chocolate, Climax, 30-lb pails	16
Chocolate Chips	23
Chocolate Nonpareil Drops	20
Chocolate Wafers	22
Chocolate Cream Tablets, 30 in box	1 10

COLUMN 22.

Marshmallows, Nougats, Etc.

Occidental Marshmallows, 5-lb tins	.28
Occidental Marshmallows, 3-lb tins	.30
Dipping Marshmallows, 5-lb. boxes	.25
Angel Food, 5-lb. boxes	.20
French Nouget, 30 5c slices in box	1.00
Walnut, Apricot, Spanish Nouget, 5-lb boxes, per lb	.25

Sundries.

Opera Caramels	19
Rock Candy, white & red	.15
Rock Candy, brown	15
Licorice Drops	5 00
Licorice Sticks, 16 to lb	.20
Licorice Tablets, 5 lb bxs	.28
Licorice Tablets, 24 5c bxs	.25
Licorice Penny Sticks, 100 in box	.80
Buttercups, 5-lb tins	.65

CHEWING GUM.

	Single	Box
Sweet Wheat, per box		.50
Tulu Sugar Plum, box		.55
Yankee Spruce, 20 pcs	.55	
Sen Sen, 20 pcs	.55	
Red Rooster, 20 pcs	.55	
Sweet Heart, 20 pcs	.55	
Newton's Pepsin, 20 pcs	.55	
Bloodberry, 20 pcs	.60	
Pepsin Sticks, 20pcs	.60	

CRACKERS.



MADE BY THE
MUTUAL BISCUIT CO.

	lb.	⅛ box
Almond Drops	15	
Animals	12½	$1.20
Arrowroot	14	1.50
Assorted	12	1.15
Assorted, extra	14	1.30
Assorted, fancy	20	1.75
Assorted Wafers	16	1.90
Assorted Jumbles	14	1.25
Boston	9	.60
Butters, Mutual	10	.70
Butter Scotch	14	1.50
Butter, Star	9	.60
California Lunch	9	.90
Champion	9	.65
Chips, Mutual	14	1.10
Chocolate Biscuits	16	1.80
Chocolate Fingers	15	1.50
Chocolate Wafers	18	2.15
Cocoanut Bonbon	14	1.25
Cocoanut Finger	15	1.50
Cocoanut Marshmallows	15	1.50
Cocoanut Taffy	15	1.80
Cocoanut Wafer	16	1.50
Coffee	12	1.25
Coffe Iced	15	1.35
Cornhill	10	1.10
Cracker Meal	6	1.10
Currant Cakes	12	1.10
Egg Jumble	14	1.25
Fruit Biscuits	14	2.40
Ginger Cakes	10	1.40
Ginger, Nut	11	1.40
Ginger Wafers	14	1.75
Graham	10	1.20
Graham Gem	9	.75
Graham Unsweetened	9	
Honey Fingers	14	1.25
Honey Pumbles	12	1.00
Honey Drops, spiced	15	1.60
Honeysuckle	16	
Jelly Fingers	16	1.50
Jenny Lind	12	1.10
Lady Fingers	15	1.30
Lady Fingers Iced	16	1.40
La Grande	11	1.10
Lemon Biscuit	14	1.25
Lemon Brittles	14	1.35
Lemon Snap	12	1.20
Lemon Wafers	14	1.75
Macaroon Almond	40	
Mutual Flakes	14	.90
Mutual Tea	15	1.60
Nic Nac, No. 1	10	1.10
Nic Nac	12½	1.25
Oysters	8	.70
Peoples Mixed	12½	1.25
Pilot Bread	4	.55
Pilot Bread Extra	5	.65
Pilot Saloon	7	.80
Ping Pong	16	1.50
Raisin Cake	12	1.10
Saloon Pilot	7	.80
Saloon Soda	7	
Salted Wafers	14	.90
Soda Extra	7	
Soda	6½	
Star Butters	9	.60
Vanilla Bars	14	1.40
Vanilla Biscuits	14	1.25
Vanilla Snaps	12	1.20
Vanilla Wafers	14	1.75
Wafers, Chocolate	18	2.15
Wafers, Ginger	14	1.75
Wafers, Lemon	14	1.75
Water Wafers	12	.90
Walnut Creams	16	1.50

COLUMN 23.
Department 18.

FANCY GROCERIES.

Snider's Baked Beans.

No. 1, 90c doz.; 4 doz. in case
No. 2, $1.40 doz.; 3 doz. in case
No. 3, $1.85 doz; 2 doz. in case

Bouillion Capsules.

Anker's, 10 capsules in box, per doz boxes 2.75

Capers.

Capotes, 1 dz in cs	1.20	1.30
Nonpareil, small		2.00
Do med.		2.25
Do large		5 00
"White Label," 6-oz, doz		2.25
"White Label," 10-oz, doz		3.15

TOMATO KETCHUP.

Catsups

Snider's

Qts, per doz.. $8 75
Pts., " 2 40
½-pints, per doz. 1 40





CAMPBELL'S

(½ Pts. Condiments)

2 dozen to case

Tobasco Ketchup dozen $1 15

Tomato Ketchup, dozen..... $1 15

Salad Dressing, dozen 1 15

Chili Sauce, dozen ... $1 15

Assorted cases. dozen..... $1 15

Miscellaneous.

Our Mother's Ctsp ½-pt, doz	1 40
Our Mother's Ctsp, pts, doz	2 30
Blue Label, 25 ½ pts to cs	3 10
Blue Label, 25 pts to cs	5 00
Blue Label, 12 qts to cs	4 00
Mother's Own, pts	1.60
½ pts	.90
London s Rockaway, Pts., doz	2.25
Salter's "Fruity," doz	.90
H. B. Catsup, pts	2.15
" " ½-pts	1.25

Chocolate and Cocoa

CHOCOLATES.

Baker's.

German Sweet, 6-lb boxes, ⅛s and ¼s	2
Eagle, 12/1s	28
Premium, 12/1s	28
Vanilla, 12/1s	41
Powdered, ⅛s, ½s, 1s, 12/lb. boxes	26

Subject to quantity discount.

Huyler's.

Vanilla, 12-lb. boxes	36
Premium, 12-lb. boxes	33

Lowney's.

Cream Cakes, per box	80
Ice Cream Drops, per doz	75

Ghirardelli's.

In paper

Eagle, 24 1-lb	21
Eagle, 12 1-lb	21½
Eagle, 12 ½-lb	22½
Eagle, 12 ¼-lb	24
Crescent, 6 5 to lb	17
Crescent, 12 5 to lb	16½
Cal, Sweet, 6 6 to lb	21½
Cal. Sweet, 12 6 to lb	21
Monarch, 12 1&½-lb	26
Monarch, 12 1-lb	25
Monarch, 12 ½-lb	27
Star, 24 1-lb	19
Star, 12 1-lb	19½

Ground.

In tins

Ghirardelli's, 12 1-lb tins	26½
Ghirardelli's 24 1-lb tins	26
Ghirardelli's, 60 1-lb. tins	24½

In delivery cases

Ghirardelli's 60 3-lb tins	24
Venard's, 24 1-lb tins	21
Venard's, 60 3-lb tins	20
Miner's, 12 1-lb tins	22½
Miner's, 24 1-lb tins	22
Miner's, 20 3-lb tins	22

5 per cent off on 120-lb. lots

COCOAS.

Baker's Bkfst, 6/1's&½'s	36
Van Houten's, ¼'s and ½'s	85
Van Houten's, 1's	80
Royal Dutch, 12/¼'s	80
Royal Dutch, 12/½'s	75
Royal Dutch, 12/1's	70
Epp's, 14/½'s	40
Fry's, 12/½'s	39
Webb's, 6/½'s	23
Lowney's, 6/½'s	37
Ghirardelli's Bkfst, 6/½'s	38
Ghirardelli's Bkfst, 12/½'s	37½
Ghirardelli's Impri, 6&12/½s	56
Miner's Bkfst, 6/½'s	37
Miner's Bkfst, 6/1-5's	38
Menier's, 1-½s	47

COLUMN 24.

Condensed Milk

BORDEN'S CONDENSED MILK CO.



Gail Borden Eagle Brand	6 80
In 5 case lots	6.65
Pony	2 25
Challenge	4.70
Floral	4.65
Dome	3.75
Rose	1 40

With 10 cases Rose Cream 1 case free.

(Each of above Brands 4 doz. in case)

Borden's Malted Milk, Trial Size, per doz. 90



Borden's Pioneer Brand Evaporated Cream

Large Cans, 4 doz. in cs	.00
Peerless	4.70
Yacht	3.25

Family Size, 4 doz. in case, Quarts, 2 doz. in cs

ALL ABOVE BRANDS GUARANTEED



CARNATION CREAM

20 oz. cans 4 doz

Per case	4 00
5 cases	3 95
25 cases	3 90
50 cases	3 85



LILY

[large tin]

1 to 10 cs.	$3 90
10 to 25 cs	3 85

FREE DEAL

1 case free with 10 ½ " " " 5½

Helvetia Milk Condens'g Co.



Originators Evaporated Cream

Highland Evaporated Cream 4 doz in box	$4.10
Baby Pet, 6 doz	3 00
Pet, reg., 4 doz., per case	3 35

Miscellaneous.

St. Charles, 4 doz. in case	$4 60
St. Charles, 5-case lots	4 50
Horlick's Malted Milk, doz	4 50
Jersey, 4 doz. per case	3 70

Cereal Coffee.

Fig Prune, per doz.	$2 25
Postum, 24/1's, per doz	1 35
Postum, 12/1's, per doz	2 25
Postum, 36/1's, per doz	2 25
Grains, 12, 2s	2.75

Chutney.

Chutney, asst, qts	$6 25
Chutney, asst, pts	3 75
Chutney, Major Grey, qts	6 50
Chutney, Major Grey, pts	4 25
Ban-ki-pore, pts	3 00

Cranberry Sauce. doz

Anderson's 2s, 2 doz box	2 60
Tea Garden, 2s, gls, 12 box	4.00
Tea Garden, 1 gls, 24 box	2 25
Cape Cod, 2 lb, gls, 12 box	3.50
Cape Cod, 1 lb gls, 24 box	2 00
Home Made, 1s, 2 doz box	2.15
do 2s, glass, 1 doz box	4.00

COLUMN 25.

ALPINE

EVAPORATED CREAM

Per case

1 to 5 cases, 4 doz. to case	$3.60
5 to 10 " " "	3.55
10 to 25 " " "	3.50

Gallons

1 to 5 cases, 6 to case	3.35
5 to 10 " " "	3.30
10 to 25 " " "	3.25

Midgets, 8 doz. to case

1 to 5 cases, $3.90 | 5 to 10 cases, $3.85
10 to 25 cases, $3.80

Alpine Evaporated Cream Co.

Factory
HOLLISTER, CAL.

Office and Salesroom
95 Market Street
Rooms 210-211
San Francisco, Cal.

Phone: Green 96.

Cottolene.

2's, 4's or 10's, per cs. of 60 lbs	7 00
5-case lots	6.90
10-case lots	6.85
25-case lots	6.75

With 4½ cases, ½ case free.
" 6 " 1 " "
" 10 " 2 " "
Price $7.50, $7.40, $7.35.

Curry Powder.

Cross & Blackwells, 2 oz	1.35
do 4 oz.	2.35
Do 8-oz	3.95
Do 16-oz	6.20
East India, Bombay, 16 oz	6.00
East India, Bombay, 8 oz	3.25

Extract of Beef.
Liebig's (Genuine)

	2 oz.	4 oz.	8 oz.	16 oz.
doz.	4 55	8.50	15.90	29.75

"Red" Solid.

2-oz., doz	$3.90
4-oz., doz	7.20
8-oz., doz	$13.27
16-oz., doz	24.75

Marshall's

2 oz., per doz	$2.40

Gelatine.

Knox's, per doz.	1 20
Knox's, per gross	14 00
Cox's, per gross	12 00
Keck's, per doz	1.15

Ginger (Preserved).

½ doz jars in cs, per cs. 2.25

Lemon Sugar.

Gilt Edge, 24/½s, per doz	1.37½
Gilt Edge, 24/1s, per doz	1.85

Lime Juice.

Tahita, 24/8-oz, per doz	$1.25
Tahita, short measure, 16-oz	1.50
Tahita, full measure, 16-oz	1.75
Tahita, full measure, 32-oz	3.50
Tahita, bulk, gal	1.00

Mushrooms. doz.

Le Court, 100 to cs	$2 50
La Forrest, 100 to cs	2.75
Hotel, 100 to cs	2.00
Fancy Stuffed, pts	4.00

COLUMN 26.

OLIVES.

OLIVES IN BULK.

	25 gl.	10 gl.	5 gl.	3 gl.
Ss. No 1, Qu.	1 40	11 50	6 00	3 75
Lge No 1, "	1 00	10 50	5 00	3 25
No. 1 Qu'n	95	9 75	4 75	2 90
No 2 "	85	8 75	4 50	2 85
Manzanilla ..	70	7 25	3 75	2 40

Extra charge for kegs & barrels.



Olives

SEVILLE PACKING CO.

White Label Queen Olives—

28-oz., per doz...$5.50
18-oz., " ... 3.75
9-oz., " .. 1 25

Pim-Olas

18 oz, 2 doz, per cs, per doz . $6 10
10 " " " " ..... $ 55

Baby Pim-Olas

10-oz, 2 doz. in case, per doz. $2.50
5-oz, 2 doz. in case, per doz . 1.50

Olive Oil

NICELLI

	Case
½ pints, 4 doz	$9 00
Pints, 2 doz	8 55
Quarts, 1 doz	7 85
2½oz	9 00



CRYSTAL BRAND OLIVE OIL.
Pure California Products.

7-oz.
Per doz...$2.40
3 doz..... 6.75

14-oz.
Per doz... 4.50

Quarts.
Per doz... 7.25

Put up by
G. O. Ryden.

MISCELLANEOUS

Golden Gate, in gal tins, per gal	1 8
" ½ " "	1 85
" ¼ " "	1 90
Palo Grove, pure Cal., qts, dz	7 75
Cooper's qts, ⅌ doz	10.00
Cooper's pts, ⅌ cs of 2 doz	10.00
Antonini, J P.S., qts, ⅌cs	7.49
Do 1½-gal. tins, ⅌ tin	2.90
Duret, qts, pts, ⅌ doz cs, 6.00	7.00
Lucca, Crosse & Blackwell's qts.	7.50
Lucca, Crosse & Blackwell's pts, 2 doz	8.25
Lucca, Crosse & Blackwell's ½ pts, 3 doz	7.25

Salad Oil.

Durano Oil.

Quarts, 1 doz. to case, per case	$1.75
Pints, 2 " " " "	1.85
½-Pts., 3 " " " "	1.95

Puritan Salad Oil

Quarts, 1 doz to case, per case	2.20
Pints, 2 doz & Fils, 1 dz qts, per case	1.50
Imitation Lucca, qts	1.90

"Primrose" Salad Oil.

Tierces about 50 gal, gal	$ .40
1 gal. tins, 10 to case, gal.	.70
5 gal. tins, 1 to case, gal.	.45
½ gal. tins, 20 to cs, gal	.75
Quart bottles, 12 to cs, doz	1.85
Pint bottles, 24 to cs, doz	1.00
½ pint bot., 36 to cs, doz.	.85

Paprika.

Gordon Packing Co.

1-16 lb	doz	1 lb	doz 6.00
⅛ lb	doz	4 lb	doz
¼ lb	doz	Bulk, lb	

Peanut Butter

Heron's, 2 doz to cs, per dz. . 2 40

Peels.

Citron, 25-lb box	$ 11
Citron, 10-lb box	14½
Lemon, 25-lb box	11¾
Lemon, 10-lb box	12¼
Orange, 25-lb box	12¼
Orange, 10-lb box	12¾

COLUMN 27.

PICKLES.

Gordon Packing Co.

California—Mixed or Plain.

No. 1, bbls, per gal	$0.24 to $0.27
No. 1, ½ bbls, per gal	.26 to .29
No. 1, 10-gal keg, p kg	2.25 to 2.45
No. 1, 5-gal keg, p keg	1.15 to 1.25
No. 1, 3-gal keg, p keg	.80 to .85
No. 2, bbls, per gal	.22
No. 2, ½ bbls, per gal	.24
No. 2, 10-gal keg, per keg	2 10
No. 2, 5-gal keg, per keg	1 05
No. 2, 3-gal keg, per keg	.80
No. 3, bbls, per gal	.14
No. 3, 10-gal keg, per keg	1 15
No. 3, 5-gal keg, per keg	.60
No. 3, 3-gal keg, per keg	.55

SWEET—"PACIFIC."

Bbls, ⅌ gal	51
½ bbls, ⅌ gal	53
10-gal keg, per keg	5.00
5-gal. keg, ⅌ keg	2.75
3-gal. keg, ⅌ keg	1.75
Square, 1doz ½-gal, ⅌ doz	2.25
Square, 2 doz ¼-gal, ⅌ doz	1.60
Square, 4 doz ⅛-gal, ⅌ doz	1.25
Round, qts, ⅌ doz	3.75
Round, pts, ⅌ doz	2.50
Round, ½ pts, ⅌ doz	1.75

Crosse & Blackwell's.

	Doz.
Mxd Pkls, pat tops, pts	4.15
Mxd Pkles, Pat tops, ½ pt	2.50
Mxd Pkls, corks, pts	3.95
Chow Chow, pat tops, pts	4.15
Chow Chow, pat top, ½ pt	2.50
Chow Chow, corks, pts	3.95
Onions, pat tops, pts	4.15
Onions, pat tops, ½ pts	2.50

PRETZELS.



Hoefiin Pretzel & Baking Co.,
431 Sixth St.

Hand-made Pretzels a Specialty.

Size 1, 8s, per lb	12c
Size 2, 8s, per lb	12c
Size 3, 8s, per lb	12c
Fingers, 10s, per lb	12c
Hazlenut, 10s, per lb	12c

Also furnished in cases, 20 to 30 lbs., at 11c per lb., and barrels at 10½c lb.

Root Beer



Less 5 per cent. on gross lots

Hires' case of 1 gr	20 00
6 doz lots	10 00
3 "	5 00
1 "	1 75

Hires' Carbonated Root Beer cs of 2-dz pt bottles, patent tops, per cs $2.00 in 5 case lots 1 95
Hires' Carbonated Ginger Ale Per case 2 00
5-case lots, $1.95.



Hires' Rootbeer Carbonated and Ginger Ale empty bottles, if returned to Coohn-Patrick Company, will be received by them at 25c. per case of 2 doz. bottles (with case) Delivered at San Francisco.

COLUMN 28.

Saratoga Chips.
(Less 5 per cent)
Boxes, 15 and 30-lb, per lb..$0.20
Cartons, 6-oz, 2 doz in cs, doz 1.30

SAUCES.

SNIDER'S SALAD DRESSING



Pints, 1 doz. in case, doz. $2.75
Hlf-Pts, 2 doz. in case, doz. 1.75



Snider's Oyster Cocktail S'ce pints, 2 doz to c'se, doz .2 40

Same gallon jugs, 6 to case, per gal..... 1 80

Snider's Chili Sauce, pints, 1 doz. to c'se doz 2 40

Same, half pts 2 doz. to c'se doz 1 45

Bayle's Tabasco Pepper Sauce, in cases, 6, ½-doz. boxes, per doz. $3 00
boxes of 12 bottles. per doz..... 3.50
Holbrook's W'cestershire, ½'s.2.40
Do pts. 4.00
Do qts, ...
*Lea & Perrin's Worcestershire, sma" 2.75
*Lea & Perrin's Worcestershire, medium 5.00
*Lea & Perrin's Worcestershire, large 8.25
*5 cases 5c ⅌ doz less.
Ban-ki-por, ½ pts, 2 doz case, per doz 2.40
Ban-ki-por, pts, 1 doz case....3.80
Tobasco, McIlheny 4.10
Tobasco, New Iberia 3.50
Braunhardt's
Tropical, ½-pts, 2 doz. per case 4.50
" pints, 2 doz. " " 8.10
Bengal Worcester, ½ pt..... .55
Bengal Worcester, pt 1.05
Pepper, sprinkle top, ½ pt.....2.00
Superior Pepper, small 75
Superior Pepper, large 1.50

Pure Food Pk'g Co.
Worcester Sauce, London Club, ½ pts, do ..... .75

Salad Dressing.
Durkee, small 2 doz, ⅌ doz...2.55
Do large, 1 doz, ⅌ d.. .....4.80
Do picnic size, 4 dz, ⅌ dz..1.00
My Wife's 1 dz 16-oz. case....2.75
My Wife's. 2 doz, ½ pt, cs.3.40

Alpha Salad Cream.
Jumbo, 1 oz. to case, per case...4.25
Do large, 2 doz. " " ...4.70
Do picnic, 2 " " " .. 2.50

El Paso Manfg. Co.
1653 Mission St.



Manufacturers of
Flavoring Extracts
Fruit Juices
Syrup
Salad Dressing
Bluing
Ammonia
—
Meat and Salad Dressing, doz. .90

COLUMN 29.

SOUPS.



CAMPBELL'S (1-lb. Condensed). Packed 48 1-lb. cans to case. Straight cases of any variety, or following assortment:

8 Tomato, 6 Vegetable, 4 Ox Tail, 3 Mock Turtle, 3 Chicken Gumbo, 2 Tomato Okra, 1 Julienne, 2 Beef, 2 Consomme, 2 Pea, 2 Celery, 2 Vermicelli-Tomato, 2 Clam Chowder, 2 Mutton Broth, 2 Bouillon, 3 Chicken, 2 Mulligatany.
Price, per doz, any variety...$0.90

Miscellaneous.

Snider's Tomato—3 lb tins 2 doz. in case, per d. $2.60
Same—2 lb tins 2 doz. in case, per doz. $1.35
Van Camp's asstd. per doz.... .90
Van Camp's straight, per doz. .90

SALT.



LESLIE SALT.

Free Running—

Cartons, 20 5s	$ 2.50
Cartons, 24 3s	2.00
Cartons, 48 2s	2.75
Caddies, 60 2s	3.25

Velvet Grain—

Bales, 50 3s	1.50
Bales, 30 5s	1.50
Bales, 15 10s	1.50
Bales, 8 20s	1.50
50-lb sacks, per ton	18.00

H. R. H. Liverpool.

Bales of 75, 2's, per bale	$1.25
Bales of 40, 4's, and 15 10's	2.0
Bags, 200s (50s $b), per ton	7.50

Rock Salt.

Half-Ground, 100-lb sacks, per ton	$ 3.50
Stock, 100-lb sacks, per ton	3.00
Liverpool Lump, per ton	13.50
Cal. Table and Dairy, pr bale.	1.0
Cal. Table and Dairy, 50's, per ton	6.25

Package Salt.

Shaker Salt, per doz	$0.90
R. S. V. P., 3's, 24 to cs, p. cs.	2.25
R. S. V. P., 5's, 20 to cs, p. cs.	2.75

Celery Salt.

Mertens, 1 doz in box..... 1.05

Sauerkraut.

Barrels, per lb	.02¾
½ bbls	.03
¼ bbls	.03¼
3-gal kegs, per keg	.90
5-gal kegs, per keg	1.15
10-gal kegs, per keg	2.25
2-lb tins, 2 doz in cs, doz	1.35
2½-lb tins, 2 doz in cs, doz	1.60

COLUMN 30.

SPANISH DELICACIES.

Specialties of the **Spanish-American Food Co.**
149-155 Fremont St.
Medal Goods. Paris Exposition.



TAMALES. Doz.

I. X. L., W. G. M. and Kapp & Sheet Brands.	
No. 1 Boneless Chicken Tamales in key-op. cans	1.30
No. 2 Not Boneless Chicken Tamales in key op. cans	1.00

Spanish-American Brand.

Beef Tamales in key op. cans	.95
Extra Special Boneless Tamales in key op. cans	1.60
Chili Con Carne, 1 lb	1.20
Enchiladas, in key-opener cans	1.20
FRIJOLES, 1 lb	.90
Tripe, Spanish style, 1 lb	1.25
Minced Deep Sea Clams, 1 pt.	1.00
Minced Deep Sea Clams, 2 pt	1.65
Clam Juice, 1 pt	.95
Clam Juice, 2 pt	1.50
Cal. Baked Beans, tomato sauce, 1 lb., 4 doz in case	.85
Cal. Baked Beans, tomato sauce, 2 lbs., 2 doz to case	1.35
Cal. Baked Beans, tomato sauce, 3 lbs . 2 doz to case	1.75
Chili Beans (Tamale Sauce) 1 lb, 4 dz to case	.85
2 lb, 2 " "	1.35
2 lb, 2 " "	1.75
Deviled Oysters, for Sandwiches 4 doz to case	1.40
Pate Chicken Liver for sandws. 4 doz. to case	1.40
Macaroni and Cheese, with Tomato sauce, 1 lb, 4 dz. cs.	.90

Concentrated Soups.

Pints (20 kinds).....doz. .90
Beef, Tomato, Ox Tail, Mock Turtle, Mulligatawny, Rice Tomato, Consomme, Green Pea, Bean, Clam Chowder, Vegetable, Chicken Rice, Chicken Barley, Chicken Giblet, Chicken Gumbo, Cream Chicken, Cream Celery, Beef Bouillon, Chicken Bouillon, Clam Bouillon.
Quarts (9 kinds)...doz. $1.85
Chicken, Beef, Mock Turtle, Ox Tail, Tomato, Mulligatawny, Vegetable, Clam Chowder, Cream of Celery.

Truffles.

Rilhac, 100/¼'s, per doz	12.00
Rilhac, 100/ 1-16's, per doz	3.00
La Forrest, 100/¼'s, per doz	17.00

Vinegar.

	½ Bbl.	10 bbl.	5 gal.	3 gal.
30 grain	65	10	1 15	65 60
40 grain	10	12	1 35	75 60
50 grain	12	14	1 70	90 80
60 grain	14	16	2 00	1 10 95
80 grain	16	18	2 65	1 50 1 25
90 grain	18	20	3 50	1 85 1 65
100 grain	20	22	3 85	2 00 1 85

Hammond's Vinegar.

Salad, qts, per doz..... 1.25

Yeast Cakes.

Great Western	1.00
Gillett's Magic	1.20
Yeast Foam	1.20

COLUMN 31.

Department 19.

GROCERY SUNDRIES.

Axle Grease.

H. & L., per case.....$1.50
C. & S., 2-doz case, per case... 2.00
" 5 cs lots.....1.95
" 10 cs lots.....1.85
Frazer's, 2 doz tins, per case..2.25
Frazer's, 4 doz wd, per case... 3.60
Frazer's, 15-lb palls..... .85
Mica, 3 doz tins, per case..... 2.25

Paper Bags.

Automatic, Self-opening, 500 in pkg. List.

¼-lb .....$1.00 8-lb 4.80
½-lb ..... 1.20 10-lb 5.20
¾-lb ..... 1.60 12-lb 6.30
1-lb ..... 1.60 14-lb 8.30
1½-lb ..... 1.70 14-lb 8.30
2-lb ..... 2.00 16-lb 9.00
3-lb ..... 2.50 20-lb 10.00
4-lb ..... 2.90 25-lb 11.00
5-lb ..... 2.40 30-lb 12.00
6-lb ..... 4.00 35-lb 15.00
7-lb 4.40

Discounts from above List:

(Cheapest).....50 pct and 5, 10's
Eagle or Equal.....50 pct and 2, 10's
White Fibre, or any white bag, ...50 pct and 1, 10's
Mikado (striped) .....40 pct
Sugar Bags, broad bottom, lb....06
Lion, 40 per cent and 1....1.10

Bluestone.

Barrels, per lb (5 bbls 5½c).$0.05¾

Bathbrick.

Bristol, 2 doz, per case (25 case lots 67½c) $0.70
Powdered, 20 1's, per case 1.15
Powdered, 40 ½'s, per case 1.25

CANDLES.

Adamantine.

Schneider's 10 oz, 20's.....$0.07
Schneider's 12 oz, 20's..... .08½
Schneider's 14 oz, 20's..... .09½
Parafine, 20 1 lb. cakes....1.90
do, 5 bx. lots.....3.80
do 40 1 lb cakes.....3.65
do 5 bx lots.....9.50
do 100 1 lb cakes.....8.50
do 5 bx lots.....8.50
P. & G. Adamantine, 10 oz. 8¼
do 12 oz. 9¼
do 14 oz. 10½
Yacht Club Quartz Candles 20 sets 14 oz..... .10
40 sets 4 oz. ..... .05¾

Stearic.

Schneider's 14 oz 20's or 40' .12
Schneider's 16 oz 20's or 40's. .13½

Paraffine, Etc. Per lb.

4s, 6s, in cartons of 36-lb bxs..10½
12s, in cartons of 36-lb bxs....10¾
½-lb, in cartons of 25-lb bxs...10¾
1-lb, in cartons of 25-lb bxs....10¼
Colored 1c higher.
Beeswax, pure for churches.. 40
Do No 2..... 30
Do No. 3..... 25
Christmas, all sizes.....8 8½
Do holders, ₩ gross..... 85
Wax Tapers, ₩ doz pkgs (₩ gross 8.00).....65 75
Night Lights, German, on pap & wd, (doz 40)..... 65
Do French, on tin, doz.. ..... .50, .75, 1.10

Cordage.

Basis price: Manila 14½c. Sisal 9¾c (5,000 lbs ¼c, and 10,000 lbs ½c less.)

Egg Food.

Pratt's, 26-oz, 2 doz in cs....$2.25
Wellington's, 1-lb, 2 doz box.. 2.00

Fly Paper.



Fly-Net, Per case $2.60
Magnet, per case.....$2.50
Tanglefoot, per case..... 2.90
Tanglefoot Holders, per case of 50 ..... .75

Fruit Jars.

(Net cash — no discount)

Mason's, pts, per gr..... 7.10
Mason's qts, per gr..... 7.80
Mason's, ½ gals 11.15

Fruit Jar Caps.

Porcelain, 6 doz in box per bx 2.40

Fruit Jar Rubbers.

No. 1 white, per lb..... 50-60c
"Gold Seal," cartons, per gr.. .75
"Badgers," cartons, per gr.... .60

Hops.

No. 1, ¼ lb. 30-lb. box, lb..... .28
No. 1, ½ lb. 30-lb box, lb..... .28
No. 1, 1 lb. 30-lb box, lb..... .28
Less than 30-lb boxes..... .29

Horseradish.

½-pts, 2 doz in box, doz..... 1.10
Pts, 1 doz in box, per doz.... 1.50
Qts, 1 doz in box, per doz..... 2.75
Bulk, per gal ..... .75

Glue.

Le Page's, 1 oz, per doz..... .75
Le Page's, 2 oz, per doz..... 1.15
Le Page's ½-gill tins, per doz. 1.20
Le Page's, 1-gill tin, per doz.. 1.60
Standard, small, per doz..... .50

COLUMN 32.

EUREKA INSECT EXTERMINATOR.



Manufactured by
Jos. Pusch, 525 Front Street, San Francisco.

10c size, doz ..... .75
25c size, doz 1.75
60c size, doz 4.50
1.00 size, doz 8.00

Harmless to persons or animals; does not irritate the skin or injure the eyes.

MATCHES.

Metropltan, full count, per tin.$1.15
Universal, shrt count, pr tin .85-.90
Boys' block pap pkg, per doz .10
Swedish Safety, per gross..... .80
Swedish wind, 1 gross..... 55
Vulcan Parafine, 65s, ₩ gross (50 gross 50c) .....50 .55
Japanese Safety, per gross..... .50
Squirrel Matches, 55s, per gross .43
Ship Safety Matches, la ge, gross .75
" " small, " .65

Diamond Match Co.'s.

Anchor, 200 ..... 1.70
..Do 500s..... 4.00
G. G., 60s..... 2.75
Red Top Safety 3.25
S. & C., Eastern Parlor, 80s.... 4.25
Press, 100s, 5-gross cs..... 4.75
Little Star, per cs..... 2.25
Search Light, 500s, large 1 gr.. 4.75
(Discount of 25c per case on 5 cs. lots)

Paper, Wrapping.

Butter, White, ₩ ream..... 20
Do Waxed ₩ ream..... 25
Manilla, No. 2, roll, any sz. lb....3¼
Manilla, No. 1, rolls or reams, ₩ lb..... 5
Straw, ₩ ream..... 70
Do rolls any size, ₩ lb.... 3¼
Drab, ₩ ream..... 60
Do rolls any size, ₩ lb.... 2½
Metropolitan White Fibre Rolls, per pound 4

Paper, Toilet.

Columbia, in rolls, 7 oz, per cs of 100 .....2.75
Royal, 100 rolls of 500 shts.....4.00
Pilot, 100 tablets of 500 shts..3.75
Golden Eagle, 100 tablets of 1,000 sheets 8.00

Polishes, Shoe.

Mason's.

Mason's Colt-Coron-Ide Per gross $4.70; per doz. 40c
Mason's Paste Stove Polish Per gross $4 70; ¼-gross $1 20
Mason's Challenge, per doz..... .40
Mason's Challenge, per gross.... 4.70
Challenge Shoe Dressing, small per doz ..... $ .75
large " " 1 50
Russett Comb'n. shoe Dressing small, per doz ..... .75
large, " " 1 50
Black Comb'n Shoe Dressing small per doz ..... .85
Patent Leather Polish, per doz ..... .50
Mason's, No. 4 " " per gross ..... 5 20 .45
" No. 3 per doz ..... .35
" " per gross. 3 40
" No 2 per doz ..... .30
" " per gross..... 3 00
" No. 1 per doz ..... .25
" " per gross 2 80

Scott & Gilbert Co.

Manufacturers.
211-216 Mission St., San Francisco



In 3 dozen cases per

Alaska Seal Oil.... 20 00
Top Notch 15 0
Russian 12 00
Boss..... 9 00

Bixby's.



Jet Oil .....per doz. 85
Jet Oil, 3 doz. in box, with Marvel Brush Free 2 55

COLUMN 33.

BIXBY'S—Continued

Royal Polish ..... per doz. 85
Royal Polish 3 doz. in box, with 8 pkgs. 5c Carpet Tacks free.2 55
Shoe Satin, Small Comb, per doz. 80
Shoe Satin, Large Comb, per doz. 1 25
No. 5, Shoe Satin Paste, per doz. .40
No. 10, Shoe Satin Paste, p doz 85
Satinola, mail comb 80
Satinola, large Comb 1 25
No. 5, Satinola Paste..... 40
No. 10, Satinola Paste..... 85
"BBB" Blacking Size M. 3 dz. in box ..... } 1 25
¼doz. paste free ..... }
"BBB" Blacking, Size B. 3 doz. in box ..... } 2 50
1 doz paste FREE ..... }

Polish, Stove.

Rising Sun, large pkg, ₩ gross.6.25
Do 5-gross lots, ₩ gross..6.00
Do Small pkg, ₩ gross.....4 25
Sun Paste, large, ¼ gross, per gross 8.00
Sun Paste, small, ¼ gross, per gross 5.00
Enameline, No. 4 tins, ₩ gross.5.00
Do No. 6 tins, ₩ gross.....3.25
Do Liquid, pt-tins, bx 3 doz.2.25



Small, 3 doz. to cs., per cs.$1.50
Large, 3 doz. to cs., per cs. 2.50
(¼ doz. free with each case)

Polish, Metal.

Electro Silicon, 1 gr in case, per doz ..... .80
Brilliantshine, ½ pts, per doz.. .90
Brilliantshine, pts, per doz.... 1.70
Brilliantshine, qts, per doz.... 3.10

U. S. Metal Polish.



POLISH

	Doz.
Qts.	$3 00
Pts.	1 70
½ Pts.	90

PASTE

lb.	$3 00
½ lb	1 75
4oz.	50

Barkeep rs Fricnd powder gr $18.00

U. S. METALLIC POLISH PASTE is put up by a Practical Chemist; also in Liquid Form. Free from Acid or Grit. 20 years in the Markets of the World. **J. T. WILSON,** Pacific Coast Agt., 1770 15th St., S. F. For sale by all dealers. Also the Barkeepers' Friend Cleaning Powder.

Rope.

Manila, 1¼-in. cordage ..... .15
Sisal, 1¼-in. cordage ..... .10¼

Seeds.

Anis 10
Canary 6½
Caraway 8 10
Celery 15
Coriander 15
Cumin 13
Flax, ground 4
Flax, whole 3½
Hemp, sacks 4½
Millet 6½
Mustard 5½
Poppy (Or. sks 9¼)..... 10¼
Rape, Cal..... 4½
Bird gravel, 40 2s..... 2.00
Bird Seed Mixed 48—1-lb pkg
Original sacks 1c less.

Sheep Dip.

Little's, 10½-gal tins, per gal$1.65
Little's, 5-gal drums, per gal 1 05
Smith's, 10½-gal tins, per gal. .95
Smith's, 5-gal drums, per gal .95

Twine.

Cotton, 4 ply 100-lb bls. per lb 12
Do 3 ply, 100-lb bls. per lb.... 10
Do 2-lb cones, per cone 44
Hemp, 8-oz balls, per 3-lb pkg.. 70
Do, 4-oz. balls, per 3-lb pkg. 75
Do 2-oz balls ₩ 3-lb pkg
Sack, 4 ply, 12-lb pkgs, per lb 13

Wax.

Fruit, 25 1-lb pkgs, .. 90
Japan, per lb 20
Beeswax 35

Wax Strings.

12 in. 10 pkg. 100 strgs each ... 1 50
14 in. 10 pkg. 100 strgs each. .. 1 60

COLUMN 34.

COLUMN 35.

Department 20.

WOOD AND WILLOW WARE

AXE HANDLES.

Ex. 36-in., doz.....$2 25
No. 1, 36-in., doz..... 1.75
No. 2, 36-in., doz..... 1.25
No. 3, 36-in., doz..... 1.05
Ex. 38-in., doz..... 4.00
Ex. 40-in., doz..... 4.25

BASKETS.

	Per Doz.
Cal., Open, Spruce, No. 3..	.60
Cal., Open, Spruce, No. 4..	.60
Cal., Open, Spruce, No. 5..	.84
Cal., Satchel, Spruce, nest, 0-5	1.10
Cal., Satchel, Spruce, nest, 1-5	1.00
Cal., Satchel, Spruce, nest, 1-41	.71
German market, nest of 4	1.25
Clothes, Oval, Wil., No. 0.	6.50
Clothes, Oval, Wil., No. 1.	6.00
Clothes, Oval, Wil., No. 2.	7.50
Clothes, Oval, Wil., No. 3.	9.00
Clothes, Oval, Wil., nest 4...	3.17
Japanese Telescope, nest of 5, size 18x12x7.....	1.40
Same, size 20x13¼x7.....	1 25
Same, size 21x15x10	1 75

BOWLS, WOODEN.

	Per Doz.
Maple, No. 1, 11-inch.....	.75
Do No. 2, 13-inch.....	1.50
Do No. 3, 15-inch.....	2.75
Do No. 4, 17-inch.....	4.25
Do No. 5, 19-inch.....	6.75
Do No. 6, 21-inch.....	7.50
	Per nest.
Maple Nests, 3, 13, 15, 17-inch	.71
Same, 4, 13, 15, 17, 19-inch	1.20
Same, 5, 13 to 21-inch...	1.81

BROOMS.

	Per Doz.
Patent Cap, No. 1.....	3.80
Patent Cap, No. 2.....	3.60
Patent Cap, No. 3.....	3.35
Extra Patent, No. 1.....	3.35
Extra Patent, No. 2.....	2.60
Extra Patent, No. 3.....	2.40
Ladies' Pride, No. 1.....	2.85
Ladies' Pride, No. 2.....	2.60
Ladies' Pride, No. 3.....	2.40
Little Beauties	3.00
Ladies' Delight	2.80
Toy, 2 strings..... .90	1.35
Wisp, 2 strings ..... .90	1.25

BRUSHES.

	Per Doz.
Dust	2 00 12 00
Scrubbing	.55 3 00
Dandy	1.50 5 75

Shoe Brushes.

No. 1, black tampico 1.10
No. 2 bristles 1.65
No. 3, white bristles 1.75
No. 4, bristles 2.00
No. 5, white bristles 2.25
No. 6, horse hair 2.70
No. 7, bristles 3.90

Stove Brushes.

	Per Doz.
No. 1, tampico, handles...90c-$1.10	
No. 2 bristles handles ...	1 85
No. 3 tampico handles ...	1.85
No. 4 bristles handles ...	3 75

Ox Fibre Brushes.

	Per Doz.
Set lb T & B..9x2¼ in face	.80
Do Hub, 10x2¾ in face.	2.00
Do Magic 7¼x2 in face	1.10
Do Owl, 8¼x1½ in face	.85
Do Cat, 10¼x2¼ in face	1.50
Do Rat, 8¼x2¼ in face	1 25
Do Mouse 6¼x2½ in fa	1.00
Do Alligator, 10½x2¾ in face ...	2.25
Do Goose 8⅝x2¾ in fce	2 00
Do Duck 6½x2¾ in fce	1.50
Stove, Hustler 8½x2½ in face	2.25
Sink, Bell 3½x2¼ in face	1 40
Sink Goose 4¾x3¾ in face	2.25
Horse, Pointer, 10x3¼ in face	3.00
Creamery, Jersey, 9x6 in face	3.25
Creamery Holstein, 9½x [illegible] in face	3.50
Dust Peacock, 10½x4 in face	2.25
Hand Windsor, 4¼x1¼ in face per gross	6.00
Whitewash Snowstorm, 9-in per doz	2.00
Same, 8-in., per doz.....	1.75
Same, 7-in. per doz	1.50

CAN OPENERS.

Universal, per doz ..... .90 75
[illegible] per doz 1 25
[illegible] per doz 2 25

CARPET SWEEPERS.

Bissells, per doz 25 00 to 27 00
[illegible] per doz 24.00

CHEESE SAFES.

[illegible] No. 1 40 in .. $2 20
Round No. 2 32-in .. 2 75
Round No. 3 24-in .. 2 50
Square, each 4 00

Clothes Line.

[illegible] 40 feet per doz $0 90
[illegible] 60 feet per doz 1 25
[illegible] 40 feet per doz 90
Cotton 54 feet per doz 1 20
Cotton 72 feet per doz 1 75
Manilla 60 feet per doz 1 75
Manilla 90 feet per doz 2 50
Sash Cord 50 feet per doz 1 75
Sash Cord 72 feet per doz 2 00
Wire Cord 50 feet per doz 1 05
Wire Cord 75 feet per doz 1 60
Wire Cord, 100-foot, per doz 2.75

COLUMN 36.

Clothes Line Pulleys.

Galv. Iron, per doz.....$0.50

CLOTHESPINS.

Common, per bx of 5 gross .65
U. S. Patent Spring, per gr .60

COFFEE MILLS.

Enterprise, Family, No. 1, doz.$2 50
Enterprise, Family, No. 2, doz 3 50
Enterprise, counter, ea....5.50-35.00

CORKS.

Wine, pt size, per M.....$4 75
Wine, qt size, per M..... 5.25

Demijohns.

Discount 50 10—5 per cent

¼-gal., doz..$3.25 2-gal., doz..$10.50
½-gal., doz.. 4.50 3-gal., doz.. 13.50
1-gal., doz.. 6.50 5-gal., doz.. 19.00

Dust Pans.

No. 1 Japan, doz..... .61
Covered, doz 1.25
Janitor, doz 2.25

Dusters.

China, fancy colored, doz.... .80
Standard Turkey, No. 10, doz.. 1.60
Standard Turkey, No. 12, doz.. 2.10
Standard Turkey, No. 14, doz.. 2.75
Standard Turkey, No. 16, doz.. 3.25
Standard Turkey, No. 18, doz.. 3.75

DOOR MATS, COCOA.

	Per Doz.
Light, No. 1, 14x24	4.00
Do No. 2, 16x27	5.50
Do No. 3, 18x30	7.25
Do No. 4, 20x33	9.00
Medium, No. 1, 14x25	5.25
Medium, No. 2, 16x27	6 75
Medium, No. 3, 18x30	8.50
Medium, No. 4, 20x33	10 25
Extra, No. 2, 16x27	9.50
Extra, No. 3, 18x30	12.50
Extra, No. 4, 20x33	15.00
Extra, No. 5, 22x36	18.00
Keystone Steel Mats	

Faucets.

Cork lined, No. 1, doz.....$0.60
Cork lined, No. 2, doz..... 75
Cork lined, No. 3, doz..... 90
Cork lined, No. 4, doz..... 1.25
Cork lined, No. 5, doz..... 1.50
Molasses Gates $0.25
Self-Measuring Faucets, each. 3 00
Syrup Pumps (Ent'rprise), ea. 5.75
Syrup Pumps with auger, ea.. 6.00

Ironing Boards.

4-ft., per doz..... 4.20
4½-ft., per doz..... 4.75
5-ft., per doz 5.25
5½-ft., per doz 5.75

LAMP CHIMNEYS.

XX Eureka Grade.
Eureka Crimp Top in Cartons.

	Per Doz.
No. O or E, 6 doz. in case	.75
No. 1 or A, 6 doz. in case	.75
No. 2 or B, 6 doz. in case.	.95

Eureka Electric.
In Cartons.

No. 2, 6 doz. in case, per doz. 1.00

Lantern Globes. per doz.
Packed 5 doz. in case.... .70

Eureka Rochester.

	Per Doz.
No. 1, 6 doz. in case....	.85
No. 2, 6 doz. in case.....	1.05
No. 3, 6 doz. in case.....	2.10

Macbeath Pearl Top.

No. 1 or A, 6 doz. in case.	.85
No. 2 or B, 6 doz. in case.	1.05

La Bastie.
Heaviest and best in market.

	Per Doz.
No. A, plain bulk, 6 doz. in case	1.20
No. B, plain bulk, 6 doz in case	1.50
No. A, crimp bulk, 6 doz. in case	1.30
No. B, crimp bulk, 6 doz. in case	1.60

Common Chimney.

	Per Doz.
No. 0 or E, 6 doz. in case.	.40
No. 1 or A, 6 doz. in case..	.45
No. 2 or B, 6 doz. in case.	.65

Common Rochester.

No. 1, 6 doz. in case.....	.80
No. 2, 6 doz. in case.....	.90
No. 3, 3 doz. in case.....	2.00

Lamp Burners.

0 or E, per doz.	$0.50
1 or A, per doz.	60
2 or B, per doz.	75

(Blaze fits 13 collar, takes E wick)

Solar Burners, doz 1.50

LEMON SQUEEZERS.

Ball, per doz $0.80
Glass, No. 1, per doz..... 50
Glass, No. 2 (for oranges) doz 85

MOPS AND HANDLES.

	Per Doz.
9-lb. Mops	1.20 and 1.50
12-lb Mops	1.60 and 2.00
Patent Mop Handles	1 00
Plain Mop Handles	.90

PAILS.

	Per Doz.
Wood, painted, 3 hoops	2.25
Wood, varnished, 3 hoops	2.25
White Cedar, 3 galv hoops	2.75
Fiver	3.50
Galvanized, 10 quarts	1.75
Galvanized, 12 quarts	2 05
Galvanized, 14 quarts	2.35

SHELF PAPER.

	Per gross.
Narrow, assorted colors.	.12
Wide, assorted colors....	.35

COLUMN 37.

TUBS.

White Cedar—No. 0, 13.00; No. 1, 10.50; No. 2, 9.00; No. 3, 8.00.

Painted or varnished—No. 0, 11.40; No. 1, 9.60; No. 2, 8.40; No. 3, 7.20.

Fiber—No. 0, 18.00; No. 1, 14.50; No. 2, 12.50; No. 3, 11.00.

Galvanized—No. 1, 5.50; No. 2, 6.20; No. 3, 7.20.

WASHBOARDS.

	Per Doz.
California, regular size	2.10
California, small	.90
Stag	2.75
Bronze	3.50
Good Enough	2.25
Anchor, single	1.90
Nameless	2.25
Peerless, double	3.50
North Star	3.50
North Star, protector	4.00
Crystal Glass	4.00
Misses	1.50
Toy	.90

WICKING.

	Grs.
Lamp, 0 or E, ⅜-in.	$0.30
Lamp, 1 or A, ⅝-in.	.40
Lamp, 2 or B, 1-in.	.60
Lamp, 3 or D, 1½-in.	.90
No. 1 Rochester	2 00
No. 2 Rochester	2.75
No. 3, Mammoth	9.25
Junior Rochester	1.50
Stoves, 3-in	1.80
Stoves, 3½-in.	2 25
Stoves, 4-in	2 50
Stoves, 4½-in	2.90
Stoves, 5-in	3.50

WRINGERS.

Wood Frame Novelty.
Two top screws; iron tub clamps.

	Per Doz.
No. 350, 10x1¾ in	30.00
No. 351, 11x1¾ in	36.00
No. 352, 12x1¾ in	42.00

One top screw; wooden top clamps.

No. 360, 10x1¾ in	31.00
No. 361, 11x1¾ in	36.00
No. 362, 12x1¾ in	42.00

Ball Bearing.

No. 380, 10x1¾ in..... 40.00

MISCELLANEOUS.

Barrels, paper, 100-lbs, ea.	.80
Barrels, pa., 50 lbs ea.	.65
Barrel Covers, 17-in. (flour barrel size), per doz.	1.80
Barrel Covers, 21-in (sugar barrel size), per doz.	2.70
Basins, fiber, 12-in., pr dz.	2.25
Basins, fiber, 1½-in., per doz.	2.50
Brownies, per doz....85, 1.15	1.35
Butter Ladies, plain, doz....	45
Butter Ladles, clays, doz	85
Butter Spades, doz	40
Dishes, oval 1, 2 and 3-lb, per 1,000.....2.20, 2.30,	2.90
Dishes, wire end..... ....1.35, 1.80, 2.35, 2.85,	3.25
Egg Beaters, Dover.....	1.00
Lemon Squeezers, fiber, dz	1.25
Measures, fiber, 4 pcs..... (Set pt., qt., ½ gal and funnel)	1.25
Lanterns, O Tubular, doz.	5.25
Lanterns, candle, frame, only doz.	1.00
Lantern Candle, with chimney, doz.	1.75
Lantern globes, in bbls. 70@95	
Mouse Traps, 1 to 6 holes, doz., 6 holes.....	.60
Traps, mouse, "Does-it-easy," doz.	25
Traps, rat, "Blizzard," doz....	1.25
Nest Eggs, per doz.....	20
Oil Cans, 1 gal., cush., per doz	1.50-4.50
Oil Cans, 1 gal., galvanized Iron	2.00
Oil Cans, 5 gal., galvanized iron	6.00
Potato Mashers, per doz. 45@75	
Rolling Pins, per doz. 1.20 and	1.45
Spoons, wooden...30c, 37c	.65
Step Ladders, each per ft.	.17 .40
Tacks, steel, assid, 2-oz, doz...	25
Tacks, Common, 2 oz., doz..	8½
Tapers, gas, 30/17-in, stgs. doz	65
Tobacco Cutters, standard, ea	80
Toothpicks, per case, 110 box	2.25
Twine Holders, hanging, doz.	2 00
Twine Holders, counter, doz..	3.10
Spittoons, fiber, 13-inch..	6.00
Spittoons, fiber, 12-inch..	4.75
Spittoons, fiber, 9-inch...	4.00
Whips	90
Window Screens, 12-in., doz..	1.60
Window Screens, 18-in., doz..	2.20
Window Screens, 24-in., doz..	2.64

STATIONERY.

Blank Books.

Counter, 48-leaf	.$ 50
Counter, 92-leaf	75
Cap, Day & Ledger, per 100 pp	10@ 40
Full bound	50@ 75

Writing Paper.

	Ream.
Commercial Note, 5lb....	45@ 75
Commercial Note, 6lb...	50@ 90
Letter, 10 lb, cx ..	90@1 50
Cap, 12 lb, ex..	1.08@1.80

COLUMN 38.

Envelopes.

	Per M
XX, 5-in.	1.00@1.50
XX, 6-in.	1.10@1.60
XXX, 10-in.	2.80
XX, 4-in., Baronial, cream or white	1.40@1.80
XX, 5-in., Baronial cream or white.....	1.60@2.00

Inks.

Scott & Gilbert Co.,
Manufacturers,
214-216 Mission Street, San Francisco

SUNSET BLUE BLACK



	gross
Cones, 3 dozen case	$4.50
2 oz. round studs 3 dz..	4 50
	doz.
4 oz. round studs, 3 dz	75
½ pint, 2 doz case..	1 25
Pints, 2 doz. in case	2 00
Quarts, 1 doz. in case	3 50
	gal.
5 gallon kegs	70
10 gallon kegs	60
Barrels	50
Assorted colors.	doz
1 oz, stands, any color	50
2 oz. stands, any color	75

BLACKSTONE MFG. CO.
1960 Howard St., S. F., Cal.



	Gross
Cones, 3 doz to cs.	$3.75
2-oz., Rnd Cylndr, 3 doz to cs..	2.90
3-oz., Rnd Cylndr, 3 doz to cs..	5.75
4-oz., Rnd Cylndr, 3 doz to cs..	6.50
	Doz.
8-oz., Rnd Cylndr, 2 doz to cs..	1.15
16-oz., Rnd Cylndr, 1 doz to cs.	2.00
Full qts., Rnd Cylndr, 1 doz to cs	3.75

Above prices are for Jet Black, Blue Black, Green, Blue, Violet and Carmine Inks.

(Copying Inks 10 per cent additional.)

Miscellaneous.

Carter's or Sanford blk cylinder, gross	4.50
Sanford's, 4 oz., black cylinders, doz.	60
Sanford's ½ pt, doz.	1.75@2.00
Sanford's pts, doz .	3.00@4.50
Sanford's qts., doz.	5.00@7.50

Lead Pencils.

	Gross.
Plain cedar	60
Black polished	1.10
Cedar, rubber tip	1.00
Red polished, metal rubber tip	1.50@3.50
Carpenters'	1.75@2.25
Eagle Automatic, doz..	85@2.00
doz.	40@1.80



Mucilage

Scott & Gilbert Company

Mnfrs., 214-216 Mission St

San Francisco, Cal.

SUNSET EXTRA HEAVY

	doz.
2 oz. cones, 3 doz. cs.	37½
3 oz. cones, 3 doz. cs.	75
½ pints, 1 doz. case	2 00
Pints, 1 doz. in case	3 50
Quarts, 1 doz. in case	7 00
Gallons, ½ doz. ca	e 20 00

Blackstone Mfg. Co.
1960 Howard St. S. F., Cal.

	Gross.
2-oz. Cones, 3 doz. to cs.	$4.00
3-oz. cylndrs, 3 doz to cs.	5.75
	Doz.
8-oz. round, 2 doz to cs.	1.75
16-oz. round, 1 doz. to cs.	3.00
Full qts., 1 doz. to cs.	5.00

Bulk quotations (5, 10 and 30-gal.) on application.

Steel Pens.	per gr. Gross.
Railroad, 1 gross in box	$0.40
Stub No. 413	40
Falcon	40
Bank	40
Easy Writer	50
Extra Fine	45
Elastic	45
Railroad Stub	40
Ladies' Falcon	40
School	40
Spencerian No. 1	85
Gilletts No. 404	50
Gilletts No. 303	1.00

COLUMN 39.

Department 22.

TOBACCO, CIGARS, SMOKERS' SUPPLIES, ETC.

AMERICAN TOBACCO CO.

Plug Tobacco.

Battle Ax, 16 oz, 3x12, 5 cuts, 12, 24 lb	40
Big Gun, 8 lb. butts, also 16 lb. butts, 16 oz., 3x12, 6 cuts.	.45
Brandywine 4 to lb., 2¼x9, 3 cuts, 4 and 8 lb	47
Bullion, 16 oz 3x12, 12 lb.	48
" 6 to lb., 1x6, 20 lb	51
Burr Oak, 16 oz., 3 x 12 emb., 6 and 12 lb.	44
Climax 16 oz, 2x12, 6 cuts, 6, 12 and 30 lb	46
Climax, 7 oz, 2x12, 8 & R 6 cuts. 7, 10½ and 21 lb.	49
Climax, 7 oz, 3x12, thin, 7 and 14 lb	49
Climax, 6 to lb, 2x8, Twin 4s. 4 lb boxes	51
Climax, 14 to lb, 1x8, Figs 4 lb boxes	55
Cross Bow, 14 oz, 3x12, 4 cuts 14 lb	39
Drummond Nat., 5½ oz 3x12, 3 cuts, 5, 8, and 12 lb	64
Five Brothers, 4 oz, 3x6, 2 cuts, 4 and 8 lb	66
Gold Rope 7 to lb. 3, 6, 12 lb.	57
Gold Rope 14 to lb. 4, 8 lb	59
Good Luck, 3x6, 10 lb.	46
Granger Twist, 12 and 15 lb pails	46
Horse Shoe, 16 oz, 3x12, 6 cuts, 8, 12 and 24 lb	45
J. T., 7 oz, R & R, 2x6, 2 cuts, 10½ and 21 lb	40
J T., 7 oz. Smo. 2x6, 2 cuts, 10½ and 21 lb.	40
J. T., 14 oz, Smo. 3x12, 4 cuts, 10½ and 21 lb. R & R	40
Newsboy, 48 plugs to 10 lbs. 2¼x4½, 10, 15 and 25 lb.	43
Nobby Spun Roll, 7 to lb, 1½x8½ 3, 6 and 1 lb.	58
Old Honesty, 15 oz, 3x12, 6 cuts, 7½, 15 and 30 lb	45
Old Kentucky, 6 to lb, R. & R., 8, 16½ and 25 lb.	49
Old Peach and Honey, 6 to lb 8 lb. butts	49
Out of Sight, 12 butts, 12 oz., 3x12, 3 cuts.	36
Piper Heidsieck 5½ oz, 2⅝x8, 3 cuts, 4, 7, 14 lb	70
Red Cross, 16 oz. 3x12, 4 cuts 12 and 24 butts	34
Red Ribbon Twist, 10 to lb, 6 inch, 8 lb pecks, 16 lb ½ bbls	41
Saw Log, 16 oz, 2x12, 6 cuts, 24 lb.	47
Saw Log, 32 oz, 3x12, 12 cuts, 32 and 48 lb	47
Something Good, 5½ to lb, 2x4 9, 18 lb.	46
Spear Head 16 oz, 2x12, 6 cuts, 6, 18 and 30 lb.	46
Spear Head, 7 oz. 2x12, 6 cuts, 7, 10½ and 21 lb	49
Standard Navy, 14 oz, 3x12, 4 cuts, 14 and 28 lb.	39
Star, 16 oz, 3x12, 6 cuts, 12, 24 and 52 lb	46
Weissinger's Special, 5 1-3 oz., 8 x 12 emb, 2, 6, 12 lb.	64
W. N. T. Nat. Leaf, 6 and 12 lbs., bxs., 5½ ozs., 3x12.	58

Smoking Tobacco.

(5-lb Cartons, 25 and 30-lb cases.)

Seal of N. C., 1⅝ oz, foil.	$0.68
Seal of N. C., 3½ oz, foil.	.62
Seal of N. C., 8 oz, foil.	.59
Seal of N. C., 16 oz, foil.	.59
Old Gold, 1⅝ oz, foil or pouch	.70
Old English curve cut, 1⅝ oz	.74
Old English curve cut, 3½ oz (In curved tins.)	.74
Pedro, 2½ oz, foil.	.49
Pedro, 2½ oz, pouch.	.51
Pedro, 2½ oz, assorted.	.50
Pedro, 16 oz, tin canisters.	.52
Dixie Queen, 1⅝ oz, foil.	.40
Dixie Queen, 16 oz, tin canisters, 6-lb cartons, 24-lb cas	.43
Duke's Mixture, 1⅝-oz sack..	39
Arlington, 1⅝ oz, foil.	.65
Cross Cut, 1⅝ oz, foil.	.60
Duke's Cameo, 1⅝ oz.	.42
Duke's Cameo, 2½ oz, foil.	.45
Melrose, 1⅝ oz, foil.	.65
Fragrant Vanity Fair, 1⅝ oz, foil	.95
Red Indian Plug Cut, 1⅝ oz and 3½ oz, foil.	.42
Red Indian Plug Cut, 16-oz pails	.44
Fashion, 1⅝ oz	.41
Fashion, 16-oz pails.	.44
Bull Durham, 1 oz.	.65
Bull Durham, 1⅝ oz.	.65
Bull Durham, 3½ oz.	.60
Bull Durham, 8 oz.	.58
Bull Durham, 16 oz.	.58
Pick Leaf, gran, 1 oz, 25-lb cs	.60
Corn Cake, gran, 1-lb bags, 25-lb cases, per lb.	.28
Echo Plug Cut, 1⅝ oz.	.48
Red Bell, 1⅝ oz.	.42

COLUMN 40.

Red Bell, 16-oz pails.	.43
Oriental Mixture, 3½-oz tin..	1.00
Imperial Mixture, 2½-oz tin.	1.20
Plum, 1⅝ oz, foil.	.62
Three Kings Mixture, 3½-oz tins	1.35
Monte Cristo Mixture, 3½-oz tins	1.50
Yale Mixture, 1-oz tin.	1.35
Yale Mixture, 1⅝-oz tin.	1 60
Yale Mixture, 3½-oz tin.	1.55
Honey Dip Twist, 10 to lb.	.46
Master Workman, 10-oz plug, smoking	.46
Old Virginia Plug, smoking, 5 oz, 10½ lb., 6x5.	.42

Fine Cut Chewing.

Hiawatha, 1 oz.	.59
Hiawatha, 10-lb bulk, bright or dark	.59
Hiawatha, b'ght or d'k, 1-lb tins, 5-lb. pails	.58
Sweet Cuba, b'ght or d'k, 1-lb tins, 5-lb. pails	.46

Cigarettes.

Fragrant Vanity Fair	$4 08
Duke's Cameo	4.08
Sweet Caporal	4.08
Virginia Brights	4 08
Old Dominion	3.98
Pets (foil packages).	6.52
Richmond Straight Cuts.	6.62
Turkish Trophies	7.75
Egyptian Deities, No. 1, 10s.	21.50
Egyptian Deities, No. 3, 10s	$18.36, 19.33
Mogul	11.22

Cheroots, Etc.

Vaporettes in tin foil, 5 for 10	14.00
Old Virginia Cheroots, 5's.	14 00
Jumbo Stogies, 100 in carton	12 50
Between the Acts Little Cigars, 10's, tin and paper..	8.50
Bengal Little Cigars, 10's.	7.50
Royal Bengal, 10 in pkg.	12.00
Van Bibber Little Cigars.	17.50
Sub Rosa Cigarros, 10s, per 1,000	4.10
Florodora	12.50

Cigarette Papers.

Vanity Fair 50 pkgs in box..	1 05
Wheat Straw, 50 pkgs in box.	1 25
Wheat Straw 100 pkgs in box	2.50
Wild Oats, 40 pkgs in box.	.90
Red Seal, 50 pkgs in box.	25
Corn Husk 50 pkgs in box..	1.15
Corn Husk 100 pkgs in box..	2.30
Interlock, 50	1.15
" 100	2.25

THE HILSON CO.

Hoffmann House Little Cigars, 10 in package, 250 in carton	$7.50
Hoffmann House Magnums, 10 package, 100 in carton.	12.00
Hoffmann House Petit Duc, 10 in package, 100 in cart'n.	15.00
Hoffmann House Cavaliers 10 in package, 100 in cart'n.	18.50

J. B. PACE TOBACCO CO.

Scroll Tag, twist, 6 to lb.	.66
Scroll Tag, 10 oz.	.65
Mastiff Plug Cut, 1⅝ oz.	.67½
Mastiff Plug Cut, 3½ oz.	.65½
Mastiff Plug Cut, 10 oz.	.52

AMERICAN SNUFF CO.

French Rappee, 1⅝ oz, pr dz.	.96
French Rappee, 3½ oz, pr dz.	1.80
French Rappee, 16-oz jars, per lb	.65
Maccaboy, 1⅝ oz, per doz.	.96
Maccaboy, 3½ oz, per doz.	1.80
Maccaboy, 16-oz jars, per lb.	.60
Irish High Toast, 16-oz. jars, per lb	.57
Scotch Lillienthal's, in bladders	.60

CIGARS.

Porto Rico Cigar Co.

El Primero, Forziano Porto Rico	30.00
El Manifesto, Invincible Roosevelt Porto Rico	87.50

PIPES.

	Per Doz.
Cobs, Hot Shot, 3 doz.	$0.25
Cobs, Gem, 3 doz.	.25
Cobs, No. 3, 3 doz.	.50
Brier, W. P. & Co., Assorted, 3 doz	2.00
Brier, Display Stands, 1 doz...	2.00
Brier, Showcase Assortment, 3 doz	6.00
Pipe Mounts, 1 doz.	.75
Cherry Stems, 2¼x6 in.	2.00
Cherry Stems, 2d 2½x6 in.	.85
Clay Pipes, T. D., 1½ gross per box	1.25
	Per Box.
Clay Pipes, Woodstock, 1½ gr., per box	1.25
Uncle Sam Cob Pipe, 3 doz box	1.00
Eclipse Patent Cob Pipe, 3 doz. box	2.25
Climax Cob Pipe, 3 doz. box.	2.25
Jewel Cob Pipe, 3 doz. box.	.90
Dewey Cob Pipe, 3 doz. box.	2.50
No. 19 Cob Pipes, 1 doz box.	2.00

LASH'S
KIDNEY & LIVER
BITTERS
CURES DYSPEPSIA.

HAVE YOU NOTICED
all these Signs around Town?



It shows that most of the Grocers keep what people ask for—WUNDER BEER If YOU don't, wake up phone to our bottling works and they will send their man to see you.
Phone South 1098

Ahrens, Pein & Bullwinkel
WHOLESALE
Liquor Merchants
620 Post St., bet. Taylor & Jones
Sole Proprietors



Royal Stag Bourbon and Rye.
Old Pal Kentucky Bourbon.
Celebrated Chief Tonic.
Hiawatha Bitters.
Chief Bitters.
Diamond Star Rye and Bourbon.
Tiliawood Bourbon.
Importers
Slater V. O. Scotch Whiskey, Scotland.
Thrope & Co.
Mermaid Old Tom Gin, London.
P. Van der Kamp
Fine Old Wood Cock Gin, Holland.
Maurailla Freres Cognac, France.

MONEY-WEIGHT SCALES
Pay for themselves in
Less than a Year.
Sold on Easy Monthly Payments
PIERCE & CO.
Flood Bldg. (8th Floor) Market & Powell.



J. F. Cutter Whiskey
IS THE BEST SELLER FOR THE RETAILER ON THE MARKET
E. Martin & Co.
Sole Agents
54 FIRST STREET
San Francisco

Attracting Trade

Securing More Trade.

Probably every retail grocer in the country is looking for more trade than he has now. Some have given the problem of securing it careful consideration and have worked out a scheme which accomplishes its purpose. Others haven't yet discovered many of the little things that go to increase trade and place business upon a more substantial basis. It is to the latter portion of the trade that these remarks are particularly addressed, says the "Grocers' Criterion."

It is a question of adaptability rather than lack of actual knowledge of the requirements of the business. Many grocers do not understand exactly how certain specified results are obtained. Others have started in the right direction, only to be turned back by difficulties which they didn't expect and which they have been powerless to overcome.

House Cleaning.

It is cleaning house time. Those of you who have families and whose wives have begun the annual spring operation understand this without further explanation. It would be wise for you to do as the good wife is doing and clean house, too. If you clean house be sure that you clean thoroughly. Start way back there in that dark corner that you haven't cleaned out for years, perhaps, and work this way, removing every particle of dirt and litter and creating a new condition throughout the store. The back store should be included in this as well as the front part.

Indifference in Cleaning.

The trouble with most of spring cleaning of this sort is that it is not thoroughly done. The cleaner begins and cleans a little way, but inasmuch as he begins at the wrong end, that nearest the front door and works backward, it is frequently the case that he gets tired before he gets through and much of the store remains uncleaned. The front part may look better, and undoubtedly is better, after even a superficial cleaning of this character, but what about the rest of the place? Is'nt it quite as important that there should be something done with the accumulation of years in the back store, in corners under shelves and under counters? If you cleaned this way last spring, or the spring previous this portion of this article doesn't apply to you. But some of you didn't, and you need to.

Careful Cleaning Important in Country.

These observations apply with equal force to city and county stores. There should be no distinction drawn. Both are alike guilty of numerous shortcomings in this direction. Both require some energetic work to create new conditions. Both should be so thoroughly renovated that their owners wouldn't know them.

Have Pot of Paint Handy.

While one is about this cleaning the application of paint and whitewash where it would do the most good wouldn't be amiss. It is an inexpensive operation. Country dealers generally carry a stock of standard paints so that it would be only wholesale prices that the material would cost.

Renovate Every Part.

This paint should be applied to all portions of the store. Take the goods off the shelves and paint under them. See that they are in good repair. Drive in such nails as have worked out. Replace screws that have become rusted and apparently weakened. Such little things as these are important in maintaining the efficiency of the store and keeping it up to its proper standard.

Proper Placing of Goods.

In putting back the goods upon the freshly painted shelves put them in better order than they were when you took them down. For instance, see that the goods most asked for are placed nearest at hand so that as little effort will be expended in reaching them as possible. Arrange goods of similiar character together, wherever convenient. It adds to the appearance of the shelves and assist somewhat in keeping track of stock.

Keep Unsightly Goods Out of Sight.

Unsightly goods should be packed away under counters or in out of sight places so they will not detract from the appearance of the store. It is quite as easy to do this, and it adds materially to the looks. Old-fashioned groceries were operated upon exactly the opposite principle. They had all the unsightly goods in front, while the best looking articles were kept in the back store or were not out of the packing cases, even.

STAMP COMPANIES FAIL.

In our issue of last week we told of how the women of Lafayette, Indiana, wrecked the headquarters of the local Trading Stamp Company because they learned that the management intended to move away without redeeming their stamps.

In our issue previous, we told of the failure of a million dollar trading stamp company, with headquarters in New York, Boston and Chicago.

The Merchants' Trading Stamp Company of New Orleans is the latest victim of the combined efforts on the part of the grocers. The grocers of Louisiana secured the passage of a law requiring the payment of $5000 annual license from trading stamp companies. The courts of Louisiana upheld the constitutionality of the law and now receivership proceedings have been begun against the trading stamp company mentioned and the secretary has consented to the appointment of a receiver.

It was only a year ago that the following advertisement was published in the daily papers of a large Eastern city:

"The Benedict & Macfarlane Co., Prop., Paid up Capital, $1,000,000. Are here to stay, this year, next year, and for years to come."

This same company is now in the hands of a receiver to satisfy creditors whose claims amount to only $700.

A receiver has also been appointed for the New York Trading Stamp Company, which has stores in Maine, Massachusetts, Rhode Island, Connecticutt, New York and New Jersey.

WARNING FOR GIRLS.

The management of the Portland Exposition has sent to the newspapers of the country warning that girls and young women should not come to Portland during the Fair expecting to secure work. The cost of room rent and living has already been increased in Portland and there will be many applicants for every position open for girl visitors at the Fair. In speaking of conditions, Carrie A. Holbrook, secretary of the Portland Travelers' Aid Association, says:

"In spite of repeated warnings the conditions at St. Louis last year were appalling. It is imperative that something in the way of prevention must be done."

Girls, stay away from Portland.

LIBERALITY BRINGS REWARD.

In these days it does not do to hold on tight to every dollar. It is the man who is a liberal provider in the matter of store equipment who in the end really economizes and wins trade and profits.

The machine that will quickest pay for itself and save time and strength in the greatest degree is the Bond Automatic Weigher. This is the machine that PAYS. If you haven't seen it yet, find out about it.

AMONG THE GROCERS.

August Hillebrandt has purchased the interest of Mr. Nagel in the firm of Holzkamp & Nagel. Mr. Hillebrandt has had a splendid training in the grocery business, having been in the employ of Wm. Mohrman and George Alpers. He managed the store of H. Goetgen while that gentleman was in Europe. The new firm has been making many friends.

The firm of Frearis & Co. have purchased the store of Henry Holle at 1201 Pacific street. They have a nice store and are doing a fine business.

ALPINE
EVAPORATED CREAM
UNQUESTIONABLY THE BEST
WHY?
Because made by the Improved Process and under the personal supervision of J. B. MEYENBERG, the INVENTOR and ORIGINAL MANUFACTURER of Evaporated Cream.
ALPINE EVAPORATED CREAM CO.,
95 Market St., Rooms 210-211. San Francisco, Cal.
FOR SALE BY ALL JOBBERS

PACIFIC STORE AND OFFICE FIXTURE CO. INC.
TEL. BLUE 2571
F. A. OEHM, Pres.
Store Fixtures
DESIGNERS AND MANUFACTURERS OF
STORE, OFFICE AND BAR FIXTURES
3253-3259 SIXTEENTH ST.
San Francisco

Groeery Markets.

Commercial Outlook of the Western World as shown by Present Conditions.

Office of the ADVOCATE.
Thursday Afternoon.

ADVANCES.

P. & W. Deviled Ham, ¼s to $1.00.
Atlas Oats, per case, to $3.25.
Small White Beans, to $3.75; Bayo Beans, to $3.75.
Fancy Evaporated Apples, 50s, to 8½ cents; Choice, 50s, to 7 cents.
Peerless Washboards, to $4.25.
Asparagus, about 10 per cent.
Mocha Coffee to 23 and 25 cents.
Turpentine, cases of 2-5s, to 88 cents; in drums and iron barrels, to 92 cents.
Standard Eastern Breakfast Bacon, 6s to 8s, to 16 cents; 8s to 10s, to 15½ cents; 10s to 12s, to 15 cents; English Cured, Eastern, 8s to 10s, to 14½ cents; 10s to 12s, to 14 cents.
All lines of plug tobacco 1 and 2 cents per lb.

DECLINES.

Rex Deviled Ham, ¼ to 42½ cents.
Our Mothers Mush, 36s, to $2.75; 72s, to $5.40.
Gasoline, 74 deg. to 22 cents; 63 deg. benzine, to 19 cents.
California State Factory Young American Cheese, to 12 to 13 cents.
Eastern Herring in boxes, to 20 cents.
Triumph Lobsters, talls, to $2.50.
Finnan Haddies, to $1.75.

SCARCE IN MARKET.

Keronel Sardines.
Bengal Starch, 6s, gloss, 48-1s.
Empire Crabs.
Louisana Virgin Oil, ½ gal.
Crown Blue, ½s.
Globe Washboards.
Good Fard Dates.

AGAIN IN STOCK.

B. & M. Scarborough Clams, 2s, at $1.85.
Dunbars Okra, at $1.80.
Pillsburys Vitos, at $5.10.
Bixley Black Satin Paste, 5-lb., at $4.75.

NEW IN MARKET.

Gasene Soap with gasolene, 100-12 oz, at $4.00.

DEAL.

With 5 cases Force 1 case H. O. free.

COAST CROP CONDITIONS.

U. S. Department of Agricultural reports for California:

In most sections hay is of excellent quality and the yield heavy. Bean and other vegetables are in good condition. A new pest has injured potatoes and onions along the Sacramento River. Grapes give promise of a heavy yield.

U. S. Department of Agricultural reports for Oregon:

Cherries, peaches, pears, prunes and apples show lighter yields than usual, although the prune crop will probably be heavier than last year.

U. S. Department of Agriculture reports for Washington:

The weather has been unusually cold Heavy frosts have injured fruits very generally. Orchards in eastern counties have been injured by high winds.

SUGAR MARKET.

Wednesday Afternoon—Raws are quoted to-day in New York at 4⅝c (local price 4c) and refined at $5.75 less 1 per cent (local net price, $5.35) There have been no changes in the New York market during the past three days.

Were the local market controlled by the ordinary laws of supply and demand, the price of local sugar would be at least 1 cent more than it is at present. All jobbers are selling at cost.

New York, June 1st—Willet & Gray report:

Raws—The improved condition of the raw sugar market has continued throughout the week without, however, having made any special advance in market price. Indifference is shown on the part of both buyers and sellers and the market seems waiting for some recognition of intrinsic merit.

Refined—As we foretold, the large refineries made no change in their prices until the end of the month. The small refineries becoming over sold, raised their prices to the level of the others. Immediately following this, however, American, Howell and Arbuckle began making cuts of 10 cents per 100 pounds [illegible] with a guarantee. This is the condition at the close. A largely increased business marked the change. It did not continue long. The principal reason for the discontinuance being still the large difference existing between the present price of raws and refined.

New Orleans, La., May 27—G. Schwartz reports:

"Sugars continue to rule dull and depressed, although the feeling among holders is still one of confidence, and a reaction is looked for in the near future.

"Refiners here, with a view of 'bearing' the market, will make no offers on raw sugars, but, on the contrary, have recently been selling Y. C. at a much lower price than what they paid for them. Raw sugars, now being melted, costs refiners about 5⅛c landed, and they are giving out the impression that when they come to melt sugars that they purchased on a much lower basis, the price of granulated wil be still further reduced.

"We must not forget, however, that all of this is done with a view of discouraging holders of raw sugars, both at home and abroad, and more especially for the purpose of buying up the remainder of the Cuban crop at the very lowest possible price.

"The true fact of the matter is that during the next five months every pound of sugar now in the United States, Cuba and the islands will be needed, and considerable quantites of beets will have to be imported from Europe, and we will start out on the first of September with the smallest stock on record during recents years.

"Reports from the cane growing districts of this State are very unfavorable. It rains every day, and the effect is very disastrous to the growing crop. In fact, I was told to-day by a prominent packer that great damage had already been done, and unless the rain ceases very shortly the crop of sugar in this State will be cut short fully one-half."

COFFEE.

The Lewin-Meyer Co. say:

"The market is very quiet, with small sales. Otherwise there is no change from last reports."

TEA.

In our market reports last week we quoted a New York house as saying of Congous: "Cables from Hankow state that the market for new crop opens 7 per cent less than last season. The quality, however, is reported to be poorer than that offered at opening last year."

The falling off in price mentioned in the above applies to only the better grades, and this is due to a decline in quality. The statement does not apply to the medium and cheaper grades.

RICE.

M. J. Brandenstein & Co. say:

"The rice market is very firm and is advancing, with the result that trading has been temporarily curtailed.

"There is little rice in the hands of Southern mills and the present indications are that there will be only about 60 per cent of a normal crop.

"Nevertheless prices are still abnormally low compared with former seasons; so low as to be too near the cost of production; hence we are looking for a steady increase until the price reaches 4 cents. At present the price in the South is on a basis that means $3.60 as a California base."

M. Phillips & Co. say:

"Japans have again advanced and it looks now if there will not be over a 40 per cent crop next season. Every indication points to this. Mills in the South have withdrawn from the market and will not sell even at the advance, for they are waiting to see how the next two weeks' weather turns out. If it rains again before balance of planting is in, then we look for another advance on Japs of ½c. In fact, we advise all to get aboard now, and do it quickly, for the longer the trade waits the more they will pay for rice.

"Fancy heads are up ½c; medium heads are also up, about ⅜c.

"Sandwich Island Rice.—The planters in the island have advanced their prices ½c and this grade of rice will go up another ½c within the next 30 days, as the July crop is over 50 per cent short.

"China rice remains the same, number 2 is stronger and may advance in sympathy with other grades."

Goldsboro, N. C., May 27—Carolina rice mills report:

"The truth of our predictions of higher prices was manifested by the sharp advance that has taken place. The wise handler of rice will anticipate his needs at present prices. From this time, we predict steadily advancing prices."

Charlestown, S. C., May 27—Samuel G. Stoney reports:

"Holders of the small lots of rough rice still on hand, are clinging to them. There is every reason to expect still higher prices than are now ruling. In fact, it is generally admitted that the situation assures abnormally higher prices for next season. With the heavy reduction of acreage along the Atlantic coast and throughout Louisiana and Texas, rice must advance very considerably within the next twelve months."

CANNED TOMATOES.

The local market is in a very healthy condition. The very cheap goods that glutted the market have practically all gone into consumption.

Aberdeen, Md., May 27—Strasbaugh, Silver & Co. say:

"The market rules much firmer and it is difficult to find a round block of 3's full standard tomatoes, under 65c. Growers report that cold nights, stormy winds and fleas are interfering with the growth of plants."

CANNED FRUIT.

While there is a scarcity of pears, there will be no difficulty on the part of canners to fill assortments from this year's pack.

The situation is different in cherries. The larger canners will have to fill their assortment from goods of the 1904 pack.

The Central California Canneries issued their prices for the season of 1905, subject to change without notice, on June 1st. These prices show an advance of about 35c per dozen over last year's prices for pears and 20c for cherries. Cling stone peaches are about 5c lower. Free stone peaches will be at the same price as last year except for lower grades, which will be 5c lower. Apricots will be 15c lower and plums 10c lower.

Visalia, June 3d—The Earle Fruit Co. have begun operations with 25 packers. The force will be increased to about 100 as the fruit begins to come in.

San Jose, May 31st—There has been active bidding for pears on the part of several of the canneries. Prices have been run up to $60 and even $75 per ton has been paid for No. 1 Bartletts. As it does not require more than 25 per cent. of the normal crop of Bartlett pears to satisfy the needs of the canners, it is thought that, even with a short crop, the canners will be able to get all the pears they need. For this reason many think that prices on pears will be much lower a little later on.

Los Gatos—The Los Gatos cannery opened last week on cherries.

Geyserville—The cherry crop is such a failure that the local cannery did not start up. They will make a large run on peaches and pears. The peach crop was only fair in this vicinity so that [illegible] to be brought in from other sections of the State.

Suisun—Buyers are offering $60 per ton for pears around Walnut Grove, but the farmers are holding back for a still higher price, as pears are very scarce.

Baltimore, Md., May 27—H. H. Taylor & Son report:

"The cool weather so far has kept peas in excellent condition for packing a superior article, though the crop, it is said, will be a short one and it would not be surprising to see high grade siftings command more money later on than at opening of season. We can buy at present some very choice Petit Pois at $1.45 to $1.50; extra sifted at $1.25; sifted at $1; all new goods."

The California Canneries Company issued their price list on June 6th. Their prices were from 10 to 15 cents less than those of the Central California Canneries quoted above on low grade goods. They were 10c higher on 3-lb extra Royal Ann cherries and 10 cents higher on low grade Bartlett pears and plums.



"Eastern Star" Hams and Bacon
"Golden Gate" Leaf Lard
"Primrose" Salad Oil

FOR SALE BY ALL DEALERS
Yearly Sales - - - $4,750,000

Western Meat Company
SAN FRANCISCO, U. S. A.
Packers and Exporters of U. S. Government Inspected Products

TOMATOES--Pack 1904 MAPLE SHADE FARM BRAND
Solid Pack and Solid Pack with Peppers are trade winners.
Quality finest. Prices right.

SUYDAM BROS. & ROGERS
WHOL SALE GROCERS
14-16 Spear Street, San Francisco.
Tel. Main 5396.

VARIETIES.	3 lb. Full X	2½ lb. Full X	2½-X	2½ X-St.	2½ St.	2½ Sc.	2½ Wr.
Apricots	2.00	1.85	1.35	1.15	1.00	.90	.85
Apricots, Peeled	2.65	2.25	1.90	1.75	....	....	....
Apricots, Sliced	2.65	2.25	1.90	1.75	....	....	....
Cherries, Royal Anne	3.00	2.75	2.35	2.15	....	....	....
Cherries, White	....	....	2.15	1.90	1.75	1.50	1.35
Cherries, Black	2.60	2.20	2.00	1.80	1.65	1.50	1.35
Peaches, Yellow Free	2.30	2.10	1.60	1.35	1.25	1.10	1.00
Peaches, Lemon Cling	2.50	2.25	1.80	1.55	1.40	1.25	1.10
Peaches, Sliced Cling	2.50	2.25	1.80	1.55	1.40	....	....
Peaches, White Heath	2.50	2.25	1.80	1.55	1.40	1.30	1.15
Peaches, White Sliced	2.50	2.25	1.80	1.55	1.40	....	....
Pears, Bartlett	2.50	2.35	2.00	1.85	1.65	1.50	1.25
Plums, all varieties	2.00	1.65	1.25	1.06	.95	.85	.80
Grapes, Muscat	2.00	1.65	1.25	1.05	.95	.85	.80
Apples	....	....	1.50	1.35	1.25	....	....
Blackberries	2.25	....	1.50	1.40	1.30	1.20	1.10
Raspberries	2.50	2.25	2.00	1.85	1.75	....	....
Strawberries	2.40	2.10	1.90	1.75	1.65	1.45	....

GALLON GOODS.

VARIETIES.	Full X.	Ex.	Ex. St.	St.	Wta.	Pie.
Apricots	5.50	4.00	3.50	3.25	2.50	2.00
Apricots, Peeled	7.00	5.75	....	....	....	....
Apricots, Sliced	7.00	5.75	....	....	....	....
Blackberries	5.50	4.50	3.75	3.50	....	3.00
Cherries, Black	6.50	5.50	5.00	4.50	4.00	3.50
Cherries, White	....	6.00	5.50	5.00	4.00	3.50
Cherries, Royal Anne	8.50	7.00	6.00	....	....	....
Grapes, Muscat	5.50	3.75	3.25	3.00	2.25	2.05
Peaches, Yellow Free	6.50	5.00	4.75	4.25	3.50	2.60
Peaches, Lemon Cling	7.50	5.60	4.75	4.25	....	....
Peaches, White Heaths	7.50	5.50	4.75	4.25	....	....
Peaches, Lemon Cling, Sliced	7.50	5.50	4.75	4.25	....	....
Pears, Bartlett	7.50	6.00	5.50	4.75	3.50	2.25
Plums, all varieties	5.50	3.75	3.25	3.00	2.25	2.05
Apples	....	4.50	3.75	3.50	....	2.50
Raspberries	7.50	....	....	....	....	....
Strawberries	7.50	....	....	....	....	....

ONE POUND GOODS.

	2½ lb. Tall.	Extra. Flat.	Ext. St. Tall.	Flat.
Apricots	.95	1.00	.90	.95
Apricots, peeled	1.30	1.35	1.20	1.25
Apricots, sliced	1.30	1.35	1.20	1.25
Peaches, L. C.	1.05	1.10	.95	1.00
Peaches, S. C.	1.05	1.10	.95	1.00
Cherries, R. A.	1.40	1.50	....	....

CANNED CORN.

Baltimore, Md.—The "Trade" says: "Corn almost everywhere has been suffering in one way or another. In nearly all sections there has been a very considerable amount of replanting necessary. Some reports lay it on the weather and others on inferior seed. There is one consideration in the situation that should be remembered by both packers and jobbers. The retail trade as well as the wholesale trade, because of a kind of fear or doubt, have refrained from buying almost to the extent of selling their last can of goods before they think of replenishing. It is evident that such a condition is bound to result sooner or later in an extraordinary demand for the goods that have been so thoroughly cleaned up."

CANNED PEAS.

The situation as regards peas is somewhat unusual this year. The weather has been unfavorable to a large pack, and the trade has bought more heavily than usual. Packers say that as a result of this condition they are looking for higher prices in the near future.

DRIED FRUITS.

Peaches and pears have advanced this week. Every line is fairly well cleaned up except prunes and raisins.

Riverside—The peach crop will be short. Apricot crop will be unusually heavy.

Red Bluff—The apricot crop in Antelope Valley has never been so large as this year.

PRUNES.

New York, May 25th—Brokers are ready to submit orders on 2¼c f. o. b. bag basis, but there are no offers to sell at that price from the coast. It is asserted by prominent commission men that a 2¾c basis with a premium on 30's, 80's and 90's is the best that can possibly be done and they look for a 3c basis ultimately.

RAISINS.

The carryover this year is only about 5,000 tons against 24,000 tons at this time last year.

The California Rasin Growers' Co. has been able to secure a number of packing houses belonging to the Co-operative Associations. This will assist materially in the successful carrying out of the Association's plans.

NUTS.

Fancy almonds are out of the market and there will be no more to be had till the new crop comes in.

Pecans and Brazils have advanced sharply.

Santa Barbara—F. E. Kellogg, secretary Walnut Exchange, now estimates the county walnut crop at about 50 per cent of the normal.

Riverside—For the first time in many years the almond trees are loaded with nuts.

Pecans—Reports from Georgia and Texas give prospects of a much better crop this year than in 1904.

LIMA BEANS.

Spot lima beans are concentrated in a very few hands. They are getting $5.50 in carlots and, since it looks as if they could readily clean up their entire holdings at this price some time before new crop of beans arrive, a price of 6 cents is now being talked about.

OLIVES.

Wieland Bros. say:

"Good California ripe olives are scarce and high in price."

CANNED SALMON.

Seattle, Wash.—One Seattle Salmon Packer expresses the belief that even without any foreign demand there will be scarcely a case of pink salmon in the market within sixty days. Spot salmon situation is practically confined to red Alaska, which are in liberal supply. Pinks are very short and all other grades are practically cleaned up. The Alaska Packers' Association holds reds at $1.10 with outsiders selling for $1. It is probable that some pinks could be sold for 70 cents, but the quality is merely nominal. Some packers are holding what little pink salmon remains at 75c. As jobbers have not purchased much red Alaska sal-

SPECIAL ANNOUNCEMENT.

An invitation is extended to any white merchant outside of New York City, or their representative, whose name appears in Bradstreet's or Dunn's Commercial Agency Book, to accept the hospitality of our hotel for three days without charge. Usual rates, apartment with private bath, $3.00 per day and up without meals; parlor, bedroom and private bath, $35.00 per week and up, with meals for two. New York merchants and editors are requested to call the attention of their out of town buyers and subscribers to this advertisement. GALLATIN HOTEL, 70 W. 16th St., New York City.

mon during the past two years, stocks are low and, if there is not an advance soon, the probability is that there will be a clean up of all stocks remaining on hand between now and the new deliveries in September. Manila has come into the market recently as a purchaser of salmon and is expected to become an important factor in the industry.

SARDINES.

Baltimore, Md.—The "Trade" says: "The market for domestic sardines is unsettled, due to sharp competition. It has been expected all along that the trust would be the first to reduce prices, but the independent packers appear to be the first to make a cut. They have dropped the price on quarter oils from $2.65 to $2.50 f. o. b. Eastport, for keyless cans. The total decline since the season of 1905 opened a month ago has been 30 cents a case. Buyers who placed contracts at the opening figure are dissatisfied, while those who have not made contracts are disposed to hold off, expecting a further reduction. It is improbable that any best quality goods can be obtained below $2.50, f. o. b. Eastport, or $2.65, f. o. b. New York."

HERRING.

Wieland Bros. say:

"Holland herrings are scarce at present. There are no more stocks in first hands in Holland and we look for higher prices ere long."

PROVISIONS.

The Cudahy Packing Co. say:

"The market is very firm and every indication points to an advance on hams and all salt cured meats in the next few days."

DAN O'CALLAGHAN

REAL ESTATE

AND

INSURANCE BROKER

City Agent

Liverpool & London & Globe Ins. Co.

Telephone, Main 5238

22 Montgomery St., San Francisco

(Mr. O'Callaghan was for many years a member of the firm of O'Callaghan, Nelson & Co.)

WHITTEMORE'S POLISHES.



The World's Standard.

"Gilt Edge" dressing, blk.	$24 00
"Boston" Waterproof Polish (for men's and boys black shoes)	24 00
"Boston, Jr." 10c. size	10 00
"Dandy" Russet Combination	24 00
"Star" Russet Combination	9 00
"Dandy" Russet Paste	9 00
"Red Box" Russet Paste	5 00
"Champion" Black Friction Polish	24 00
"Champion, Jr." Black Friction Polish.	10 00
"Elite" Combination (for box calf, black vici kid. etc.)	24 00
"Baby Elite" Combination (for box calf, black vici kid, etc.)	10 00
"Elite Paste" for box calf (two sizes)	$9 00 5 00
"Superb" Patent Leather Paste	9 0
"Blue Box" Patent Leather Paste	5 00
"French Gloss" (in cartons, for ladies' black shoes)	9 00
"Royal Gloss," 4 oz. (for ladies' black shoes)	8 00
"Bossola" Waterproof Paste Polish, large	9 00
"Bossola" Waterproof Paste Polish, small	4 50
"Quick White" perfectly cleans dirty white shoes (two sizes)	$24 00 10 00

Profit and Quality

ARE IN

"Sunset" Mackerel

Three Flavors

Souse - Tomato - Mustard

ORDER FROM YOUR JOBBER NOW.

CALIFORNIA FISH COMPANY

CANNERY AT SAN PEDRO, CAL.

P. E. LENFESTEY, - - Agent

San Francisco, Cal.

Enterprise Brewing Co.'s

Beer is sold on its merits.

We invite comparison of our productions with ANY on market. You will then become our best advertiser, we are dead certain.

A **GOOD ARTICLE** is the very best advertising medium. Are we not right?

Telephone, Mission 152. San Francisco, Cal.

Cigars and Tobacco

Tillmann & Bendel report that trade conditions are excellent, and that the Sanchez & Haya is doing better than ever.

Generally speaking the cigar and tobacco trade of San Francisco is in good conditions without any striking features.

H. Rinaldo & Co. have got well located in their new Montgomery street store, where they find themselves very comfortable and are getting a good trade.

Wellman, Peck & Co. are meeting with a big success with the Flor de Lovera, the distribution of which they undertook about one year ago. It is proving one of the best accounts on the coast.

Ehrman Bros. & Co. report splendid success with their new nickel cigar, the Henry Miller. They have already placed over $00,000 with the trade, and repeat orders are coming in rapidly. They have already placed their second order with the factory for 100,000 more.

Oakland—William V. Zingg of Alameda, J. D. Waterman and E. A. Waterman of Berkeley; John E. Ward, Jr., of San Francisco, and C. Westover of this city, have incorporated with a capital stock of $10,000 to conduct a general cigar business.

The Tampa correspondent of "Tobacco" writes that journal: "In the great Santaella factory they are using 90 bales of tobacco a week and making 90,000 Optimo cigars a day. In the few months since the new factory was erected, the business has outgrown the building, and Architect Fred Janus is already at work on plans for a 75-foot extension to the handsome and commodious new building."

Brockton, Mass., May 30—The conviction of Abe Strauss, a salesman for the American Tobacco Co., of a violation of the statute which was passed to prevent firms and corporations from making it a condition of the sale of their goods that the purchaser or retailer shall not sell the goods of any rival manufacturer, has been set aside by a decision of the full bench of the Supreme Court, upon the ground that it was obtained under an erroneous view of the law.

The St. Louis Cigar Manufacturers' Association has passed resolutions protesting against the Sunday closing of saloons. The resolution recites that the closing decreases the consumption of cigars at least 50 per cent, and deprives a large number of small manufacturers and many journeymen cigar makers from earning a livelihood from their accustomed vocation.



EHRMAN BROS. & CO.,
S. F. Distributers.



The Highest
nutrient quality is found in
Hunter
Baltimore Rye
which is made from the choicest of selected grain, most carefully and scientifically distilled and undergoes thorough ageing before it is sold.

HILBERT MERCANTILE CO.,
132-144 Second St San Francisco, Cal.
Telephone Private 313.

ASSOCIATION NEWS.

National President John A. Green is urging that the grocers interested in the National Association finance the organization themselves by contributing $1 per year. He figures that $6000 would pay the expenses of conducting the organization and he thinks that of the 14,000 grocers now affiliated with the National Association there could be found enough to more than supply the necessary money. In speaking of the value of the National Association, President Green says:

"The National Association of Retail Grocers is in the foreground of all trade movements for the general benefit of the retail food trade.

"It has developed sentiment in Congress in favor of a pure food law, which insists upon manufacture and distribution of good articles of food, but absolves retailers from responsibility for errors of manufacture.

"It has prevented the passage of parcels post measures which threaten to destroy retail trade by subsidizing department stores and retail mail houses.

"It has developed the anti-premium movement and is well on the way to putting a final quietus upon this most unhealthy of trade abuses.

"It seeks enforcement of rules requiring government employes to pay their bills and has acquired a strong influence in removing the most oppressive of the features of all exemption laws.

"It stands for sound business and just legislation, and its future is in the hands of its individual members."

New Orleans—Kraus & Co., a large dry goods house, has put in a grocery department and are selling groceries to consumers below cost. The grocers are discussing how they can save themselves from threatened loss.

St. Louis—In accordance with an agreement the members of the Grocers' Association are weighing crackers and cakes as soon as delivered by the driver and in the driver's presence. In every case where a shortage is found the goods are refused unless an allowance is made. The drivers at first rebelled, but later made the allowance. The result has been that the cracker companies are now putting full weight of goods into their boxes so that the grocers are not charged cracker prices for card board which they can not sell.

Minneapolis, Minn.—The association has purchased a large McCray refrigerator, listed at $175, as a prize for their picnic. A banquet is to be given in honor of Fred Mason on June 1st.

Milwaukee, Wis.—There are usually 75 or 100 in attendance at meetings out of a membership of about 400. The picnic of this association nets from $2000 to $2500 each year.

Cleveland, O.—A May party is to be given on May 23rd. There will be a program and dancing. A picnic will be given later in the year.

Indianapolis—Attention was called to the fact that although the association was even then combating a question with a large produce concern, it had been appealed to for a prize for the picnic and that the offering of their contribution was in the hands of a committee. It was decided not to accept the contribution. The annual picnic will be held at the State Fair Grounds on June 11th.

Akron, Ohio—The grocers of this city have arranged for a closing of their stores every Thursday afternoon during June, July and August. The retail meat dealers have made the same rule.

New Orleans, La.—The retail grocers of this city are convinced that trading stamps have gone for good since the only large company has collapsed owing to its failure to break down the law requiring $5000 annual license.

Seattle, Wash.—The Retail Grocers' Association will hold its annual picnic July 19th.

Tacoma, Wash.—The Retail Grocers' Association will hold their annual picnic July 26 at Spanaway Lake.

Spokane—The management of the Retail Grocers' Association has decided that the grocers should obey the Sunday closing law. A number of grocers have insisted that if they are required to close Sunday they will force all other retail stores to obey the law.

Chicago, Ill.—The central committee of the Retail Grocers and Market Merchants of Chicago have addressed a letter to the wholesale dealers of that city requesting that they stop selling to consumers and put up a card furnished by the dealers stating their position.

Texas—C. A. Beamann, secretary of the State Grocers Association, has associated himself with the Retail Merchant, published in Dallas, which has done such splendid work for the Association movement in the Lone Star State.

Cleveland, Ohio—The constitution and by-laws has been changed so that the association now meets every other week and the board of directors meet on the weeks when there is no association meeting.

San Antonio, Texas—The State Grocers' Association passed a resolution pledging friendship and patronage to wholesalers who refuse to sell to consumers. The association of this city has now written to wholesalers, sending them a copy of the resolution and asking that they state their position in regard to the matter.

Massachusetts—The State Board of Health has begun to enforce the law requiring that all food products be properly labeled. In the course of their investigation they found that a brand of pepper put up by a New York house was composed almost entirely of pepper shells and a brand of "best refined powdered borax" was found to contain no borax but only baking powder.

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TONIC BITTERS
A Pure Tonic and Laxative
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Made from
Herbs, Seeds
Roots, Barks
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NATURE'S OWN REMEDY
FOR
Stomach and Blood Disorders
Made only by the
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Mothers! Mothers!! Mothers!!!
Mrs. Winslow's Soothing Syrup
has been used for over SIXTY YEARS by MILLIONS of MOTHERS for their CHILDREN while TEETHING, with PERFECT SUCCESS. It SOOTHES the CHILD, SOFTENS the GUMS, ALLAYS all PAIN; CURES WIND COLIC, and is the best remedy for DIARRHŒA. Sold by Druggists in every part of the world. Be sure and ask for "Mrs. Winslow's Soothing Syrup," and take no other kind. Twenty-five cts. a bottle

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5c CIGAR
SUPERIOR QUALITY
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Dry Wine Vineyards, ASTI, Fulton, Sebastopol, Cloverdale, Sonoma County, Cal.
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Sardines, Olive Oils, French Preserves, Washing Blue, French Castile Soap: Clover Leaf, Virgin, Dahlia, mottled, Wines and Liquors—A. V. H. Gin—imported goods only.
Sole Agents for the Genuine CLICQUOT Champagne
Only the GENUINE, Imported direct from France, bears Vignier's LABEL

TOBOGGAN
MAPLE SYRUP -- IT IS BEST
Pacific Coast Syrup Co.
SAN FRANCISCO
Three Refineries: San Francisco, Portland and Seattle.

News of the Coast.

CALIFORNIA.

San Francisco—W. S. Stone, formerly cashier of the Wickersham bank, Petaluma, has opened a grocery store at the corner of Baker and Sacramento streets in this city.

Long Beach—S. T. Price, who recently came to Long Beach from Marshall, Missouri, has purchased from F. W. Whiteman the Palm Grocery Co., located at Fourth street and American avenue.

Los Angeles—A. W. Stuart, proprietor of a grocery store and meat market at 622 West Seventh street, has disappeared and his place has been attached to satisfy the claims of several wholesalers.

Los Angeles—As a climax to a series of misfortunes which have befallen C. R. Bond, since his venture in the grocery business a few weeks ago, his wife is said to have departed with another man during his recent absence from Los Angeles.

Redwood City—Charles E. Knights, who holds a remunerative position in the clerical department of the Southern Pacific Company, is desirous of disposing of his grocery business on Mound street.

San Bernardino—C. N. Johnson will open a grocery here at once.

San Diego—The retail grocers of this city kept their places of business closed all day on Memorial day, May 30th.

West Riverside—A. G. Lucas has sold his grocery stock to Mr. Baldon of Colorado.

IDAHO.

Boise—I. S. Ballantine is opening a grocery store. The Union Grocery Co. has started.

Caldwell—C. G. Baker and J. C. Ford have succeeded Baker Bros., grocery.

Weiser—Moss & Hamilton have started a grocery.

OREGON.

Albany—Star & Anderson have succeeded T. J. Anderson, grocer.

Antelope—C. T. Powne is closing out his grocery.

Bandon—Sanderson Bros. have discontinued their dry goods and grocery store.

Central—W. H. Morris has succeeded M. A. Barton, grocery.

Portland—The Mult Grocery Company has bought C. W. Lindborg's grocery.

Salem—C. E. Budlong, grocer, has filed a petition in bankruptcy. C. J. Atwood, grocer, and crockery dealer, has sold his grocery stock to Roth & Graber.

WASHINGTON.

Bremerton—Nordall Bros. are reported succeeding R. L. Jacobs, teas.

Everett—The City Grocery Company has succeeded R. D. McNeely, grocery at that place. Metzger & Co. have filed a petition to disincorporate and dissolve.

Hoquiam—The New Era Tea and Butter Company has occupied its new store building.

Kelso—Japerson & Gray, grocers, have occupied their new store building. They have neatly arranged salesrooms 24x30 feet, with shelving and counters on three sides, with a wareroom in connection which affords 1000 feet of floor space.

Maple Grove—The Electric Logging Company is adding a stock of groceries.

Port Angeles—E. W. Merrill & Co. have bought G. M. Lauridsen's grocery.

Rosalia—J. A. Anderson, proprietor of a grocery store and a meat market, is preparing to start a market at Rockford. Mr. Anderson has secured the contract to furnish meat for Porter Bros. for all their camps along the proposed electric line route.

Seattle—Jos. Chichetti is opening a grocery store. C. E. Johnson has succeeded A. C. Allen, grocer. W. H. Shankland has bought K. Rahy's grocery at 2131 First avenue. F. C. Todd has secured Crowley & Todd, grocery at 1301 Yesler Way. A. C. Allen, of Tacoma, has bought C. E. Johnson's grocery at 1021 Madison street.

Snohomish—A corporation headed by S. E. Harris of Seattle has purchased a two-thirds interest in Gittlesohn's dry goods store and the lines of business will be increased by the addition of groceries and other lines, converting the establishment into a department store. The Snohomish Tea and Coffee Company is closing out crockery and glassware.

Spokane—J. A. Barry has succeeded Bash & Barry, grocers. Schaeffer & Fisher have purchased the grocery business of W. B. Rodes. H. M. Peterson succeeds P. Welch, grocer. S. J. Brighton, grocer, is dead. W. B. Rodes, the show case manufacturer, has sold his grocery store on north Division street to Schaeffer & Fisher.

Tacoma—J. W. Kennedy, who recently purchased the H. Hoffman grocery business, has sold the same to Lewis Shaw of Colorado, who continues the business. C. H. Buelow, grocer, has moved to enlarged and improved quarters.

Tumwater—F. D. Cook has bought C. H. Pridham's grocery.

BRITISH COLUMBIA NEWS.

Chilliwack—D. B. Hall has succeeded J. & E. A. Farr, general store, and the Chilliwack Co-operative Association has succeeded D. B. Hall, grocery and produce.

A SUPERFINE SALAD DRESSING.

The T. A. Snider Preserve Company say:

"In preparing our Salad Dressing, we use Coleman's Double Superfine English Mustard, fresh Candled eggs (not egg substitutes) and finest olive oil exclusively. All other ingredients are of the same fine quality.

"It is delicious and appetizing. Especially fine on lettuce, tomatoes, cold slaw, chicken and lobster salad."

Snider's Salad Dressing is packed in fancy bottles and handsome cartons, and is a beautiful package for the show window or the counter display.

PURE AND WHOLESOME.

Carnation Cream has repeatedly been analyzed and always found pure and wholesome.

The process by which it is prepared does not alter the original ingredients, wherefore all the constituent elements remain as when the milk came from the cows.

This is not the case with the evaporated creams, which are preserved either by alcohol or some form of sugar.

CONTAINS WHITE OF EGG

The Greatest Leavening Auxiliary



Not Made by the Trust

Now Used in Thousands of Families

30 CENTS THE POUND

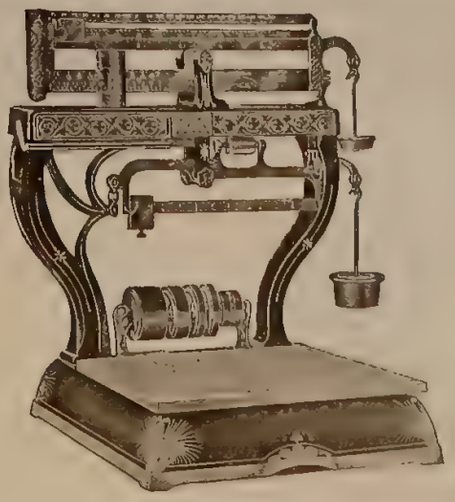
Made in California. Ask Your Jobber.

THE NEELY COMPANY

3 California St., San Francisco

$39.00 BUYS THE BEST

Computing Scale in America



Patents sustained by U. S. Courts and Patent Office.

Saves the Grocer 60c per Day

Write for particulars.

Not Made or Sold by the Trust.

Sold by Wholesale Grocers and Hardware Dealers.

Standard Computing Scale Co., Ltd., Manufacturers

DETROIT, MICH.

You want the business

Then Get

"Nature's Finest Food and Drink"



WELCH'S Grape Juice

Made from Concord Grapes.

The process of making Grape Juice was invented by Dr. Welch in 1869.

Send for the Welch Window Display Outfit, also Assortment of Handsome Booklets.

SPOHN-PATRICK COMPANY

Pacific Coast Agents

16-22 Front Street, San Francisco, Cal.

Branch Houses: LOS ANGELES, PORTLAND, SEATTLE, DENVER, SALT LAKE CITY

OAKLAND BANQUET.

(Continued from Page 9.)

being prejudiced distributors, will refuse to devote our time to its sale. When the manufacturer knows that we are giving intelligent thought to these problems and can divert our trade to other goods, he is going to act intelligently and our association will be a source of profit and of value to him and he to us.

Can Control Selling Price.

The manufacturer has the legal, moral and honest right to say what his goods shall be sold at. He makes a brand valuable by spending large sums in advertising and by years of honest treatment of consumers and dealers. It would be preposterous to maintain that he should have no protection for this property which he has built up by a long career of careful business methods—that the first ruthless cutter had the right, if the whim seized him, to destroy by ruthless slashing of prices what the manufacturer had spent so much time and money to create.

If a man killed your horse or burnt your house, he would go to jail. If he destroys the value of a manufacturer's trademark ruthlessly, he is equally liable in the eyes of the law.

This was recently decided in Seattle where the manufacturers of the Crescent Baking Powder has created a market for their goods at 45 cents per pound. A large cutting store advertised that they would sell it for 40 cents. They were forbidden from doing this by a temporary injunction which was later made permanent by the judge who decided that every man has a right to protection of his life, liberty and property and that the cutting firm did not have the right to sell the Crescent Baking Powder for a less price than the manufacturers had fixed on it.

The results of this decision will be very far reaching. When I spoke of it to Mr. A. Schilling, that gentleman said: **"If that's good law no man can cut my goods where there is a court to stop it."** And Mr. Schilling had his attorney wire to Seattle for a copy of the decision.

We want a few more manufacturers like this and then fair profits will be assured.

Hot Shot for the Wholesalers.

I want to call attention now to another point of our problem for protecting the retail grocer in his profits. I want to read to you the contents of a paper that was submitted to all the wholesale grocers of San Francisco within the last two days by our secretary, Mr. Thurlow. It is as follows:

"We, the undersigned wholesale distributors of San Francisco, California, hereby agree to support all manufacturers in maintaining their established prices, made with the Pacific Coast Retail Grocers' Association."

We had this drawn in this way to protect the retail grocers of Washington and Oregon. The grocers of Washington, particularly, have the support of their wholesalers and we want the manufacturers to know that the wholesalers of San Francisco will do nothing to interfere with the maintenaince of their prices in the cities of Washington should any firm there refuse to obey their demands that their goods should not be sold below a certain specified price.

Just consider how simple this is.

It merely says that if Mr. Schilling or Mr. Royal makes a price that Mr. Jobber will help them to maintain this price. Mind you, **the burden of maintaining the price is on the manufacturer** and all he asks of the wholesaler is that he should agree **not to do anything that would interfere** with this arrangement that is so much to the advantage of the retail grocer.

Jobbers Refuse to Sign.

This agreement was submitted to Tillmann & Bendel, Haas Bros., Sussman & Wormser, M. Ehrman & Co., Harris Bros. & Co., Lewin-Meyer Co., J. H. Newbauer & Co., Frank B. Peterson & Co., Wellman, Peck & Co., Louis T. Snow & Co., S. Foster & Co., Hooper & Jennings, Suydam Bros. & Rodgers.

Yet, I can assure you, and I will refer you to Mr. Thurlow to support my statement, that every one of these creatures, **made by you,** have refused to agree to help the manufacturer to maintain the price that the manufacturer may see fit to make. There is one name I have not read and I will not read it because there may be others who may have a change of heart and see the error of their ways.

A certain revivalist who had won great success was asked to what he attributed his ability to win people to his religious ideas. He explained that the matter was very simple. He converted the ministers first.

Convert the Wholesalers.

Gentlemen, here is your chance to put in your oar. Convert the ministers first. When you have done that, you will have little difficulty in securing the active co-operation of the people who make up their flocks.

When the wholesale grocers are converted to, and understand and have belief in the desirability of what you seek, they can be a power for good in helping you to secure the active assistance of many retail grocers who might remain untouched by the arguments and persuasions of the secretary of your organization.

I want to read for you, too, a contract that we have had manufacturers sign in Southern California:

"We, the undersigned manufacturers, being anxious to introduce or perpetuate our goods on this market, namely, _____, hereby make the following prices, which they shall be retailed at, _____, and we hereby agree not to sell directly or indirectly to any one breaking the prices established by us, and we agree not to sell any jobber or distributor who sells either directly or indirectly to any one who destroys our legitimately named price. Should our prices be cut by any one it shall be the duty of your association to notify the jobbers, as well as ourselves, of the party cutting our price, and said jobber or distributor must then refrain from selling our goods either directly or indirectly to said cutter until matters are adjusted with us in writing.

"Yours very truly,

(Signed) "_____,

"Manufacturer."

Many Articles Pay Profits.

I want to say that we have 84 of these contracts and that all 84 of them are being enforced and that the enforcement is made easier because of the general knowledge that the wholesale grocers will do their share in helping the manufacturer to carry out his part of the agreement.

One of these agreements is signed by the Royal Baking Powder Co.

This is of special importance, since we have found that almost invariably we have had the Johnson-Locke Co. lined against us. This firm has made no attempt to assist us in securing an understanding with their principals and many communications that have been addressed to their principals through them have failed of being forwarded. We think that this firm, who makes its living off you, owes you better service and more consideration than this.

I am not bringing up these matters without a motive. I would not speak of **them if I did not** feel that it was possible to follow up these suggestions for our mutual good.

Man's Work at Hand.

This is not child's play.

It is man's work.

We have a serious problem that must be confronted with all the strength and earnestness of which we are capable.

Stop and think.

If some villain should enter your home and it should be torn asunder through his machinations, wouldn't you kill him?

Of course you would. And every sane man would approve of what you had done.

If a man or firm deliberately takes up a course that destroys your profits and makes it impossible for you to continue in business and supply your family with the comforts that they need, are you going to stand idly by and allow this dreadful act to be consummated, wringing your hands and complaining idly, when by effective action in conjunction with your fellow grocers, you can stop the evil and force fair treatment from the men who are abusing you?

Retail Grocers Disregarded.

Your approval of the sentiments that have been expressed by the speakers who preceded me give the best answer to this question.

What do you think of men whose very existence depends upon the retail dealers who say, in actions and sometimes in words: **"To hell with the retail trade?"**

Why, if they had a mule, they would put a saddle blanket on its back.

They would do this because if they did not, the mule would get sore and they could not get as good service out of it as if they were careful of its condition?

What do the wholesale grocers and some of these manufacturers' agents, who make their living out of the retail trade and depend upon them for their very existence, do for the retail grocers?

Instead of putting on a saddle blanket they say: "It's none of our business whether you get anything out of this or not. You are welcome to what there is left **if you can make anything out of it that we cannot keep for ourselves."**

This is not true of all of them.

In Southern California we have one wholesale grocer who has consistently supported the retail trade in every movement they have made for their goods. I want to say to you that if you can find such a wholesaler in Northern California, stick to him. (Applause.)

Let me tell you of a little instance that happened in Southern California.

The San Bernardino.

There were two firms who started in to cut prices in San Bernardino. One wholesaler stood by us and said he would refuse to sell his goods to men who would attempt to upset card prices. Four wholesale grocers said they would sell to the cutters if they wanted to. These men had passed a resolution, signed by every member of their wholesale Grocers' Association, in which they said that they would not cut off a cutter at the request of the retail grocers. It was only a few days later that the men who had declared that they were going to sell to the cutters if they wanted to, found that they were losing so much trade it would not pay them to ally themselves with the movement to prevent their customers from getting profits and they held another special meeting, and, as a result, the cutting stopped in San Bernardino. It is worthy of note that after this meeting the wholesale grocers claimed that no such resolution as I have spoken of appeared on their books, and we told them that if we were wholesale grocers we would be ashamed to have it appear on our books also.

Now, let us get back to this simple agreement that was submitted to the wholesale grocers of San Francisco.

Individuals Can Help.

Every man in this room can do much towards helping secure their signature to this agreement. When you go to the wholesaler or when their salesmen come to your store, say to them: "Why don't you sign this agreement of ours? It is not work for you. It is the manufacturer who makes the price. Why will you refuse to uphold the manufacturer who takes all the responsibility and who is prepared to do so much towards helping the men on whom you depend for your existence, to get a fair return out of the grocery business?"

Mr. Newberry at this juncture turned towards Mr. Blair and said: "This monument of the Kelley-Clarke Co. here says they can do it. They will, too. Mr. Blair is a part of the leaven that is working upon our commercial dough and I want to tell you now that before long the entire body will be affected. I want to say that I hope you will stand by Riverside Starch. (Great applause.)

"I want to say something further. It is, that there is only one jobber in San Francisco that will fill orders for Riverside Starch, and that is Wm. Cluff."

Cheers for Wm. Cluff.

Mr. Newberry was interrupted here by loud cheers for Mr. Cluff, and continued applause.

"Most of the jobbers will tell you that they would like to see you get a profit and that they think your movement would be a splendid thing if it could be carried out and that they would do all they can to help. When a man says a thing and will not put his name to what he says, I question his veracity.

"I am very glad to have had this opportunity to outline briefly what we are looking forward to. I would like to talk to you further with regard to this, but I judge from the way you have voiced your appreciation of what has already been brought forward, that there is no need for further talk."

(A voice from the end of one of the tables: "We like to hear you. Don't stop. Go on.")

"I will say to you as I said to the grocers of the Northwest when they urged me to stay a little longer: 'If the jobbers don't treat you right, I will come back.'

"I think I will be going back again before long to see what we can do towards assisting the grocers of Portland and the other cities of Oregon and Washington to help get their business on a desirable basis.

"There is another thing that I wish to mention here.

"When manufacturers had signed our agreement to maintain prices in Southern California, I would tell them that I wanted them to sign an agreement for the Pacific Coast Association.

"They would say: 'Does that include San Francisco?' and when I said 'Yes,' they would say, 'Not on your life.'

"Now, gentlemen, **that is the one place to get in line.** San Francisco must be in line before the grocers of Alameda county can get the best results out of their organization.

"At this table there are many strong buyers. You must use your strength to assist the grocers of San Francisco to bring about this result."

H. D. Cushing pointed out that it was impossible for any dealer who would have his business grow to secure any greater profit than the average grocer asked. Organization was needed to put that profit on a proper basis. Over $6,000 had been collected on bad bills for the members. They had the association to thank for that money, most of which they would not have got otherwise, and more money that grocers collected themselves because their debtors knew the association was in existence. The association had made it possible for them to get a profit on Globe flour. The agreement not to give away yeast was worth from $3 to $50 a month to every grocer in Alameda county. He emphasized the fact that these benefits were only to be had if the members were willing to pay for them.

Wilber Walker, who was present at the birth of the association, pointed out how much easier it was for the grocers to handle the manufacturer and the jobber when they were properly organized. He advised that the organization double its dues.

Geo. A. Bussell, the first president of the association, insisted that the members were getting more than they were paying for, considering the fact that dues were only 50 cents a month. He thought dues should be at least $1 per month, and was certain that if members would pay a little attention to association work they would receive many times that value from it.

F. Fay, of Berkeley, agreed that dues were too low. He insisted that the possibilities from the association were beyond computation if the grocers would only pull together.

Geo. Morris, of Alameda, said he was willing to pay $2 a month if it was necessary and was sure he would be getting his money's worth.

Secretary Reed urged the members to united action and impressed the necessity of deeds rather than words.

The meeting adjourned at 12:15.

BAD MILK CAUSES ARRESTS.

Several Los Angeles retail grocers have been arrested for selling milk that was not up to the standard. Some of the milk had been skimmed of part of its cream. Other specimens seized by inspectors were found to contain water.

Chas. Jacobson & Co.

210 - 212 Davis Street

DISTRIBUTERS OF

Fancy Butter and Honey

Dairy Butter and Eggs

FREE DEAL

ON

LILY CREAM

Till Further Notice

1 Case FREE with 10

½ Case FREE with 5½

— Order From Your Jobber —

Pacific Creamery Co.

San Francisco Office, 115 Davis St.

WE GUARANTEE THE SALE.

To advertise **Summit Snow Flour,** we are distributing **FREE** Coupons good for a **Trial Sack of SUMMIT SNOW FLOUR.**



These **Trial Sacks** cost the dealer 12½c ea.

We guarantee the sale of all Trial Sacks through our coupons which we redeem for 15 cents, thus giving the grocer a profit of 20%.

It Pays to Sell "Summit Snow"

1—You make your Regular Profit.

2—You get your Dividends on the Stock issued you Free.

3—You receive a mutual profit on the

SUMMIT SNOW FLOUR

which you sell or is sold by your brother Grocer

Dividend No. 1 of 5 per cent. was declared March 31, 1905.

Become a Stockholder in time for the next Dividend

STANDARD FLOUR CO.

606 Merchants Exchange, San Francisco

Gilt Edge Whiskies

THE VERY BEST
WICHMAN, LUTGEN & CO.
Sole Proprietors.
Agents for Moerlein's Cincinnati BEER
29-31 Battery St., - San Francisco

SALEM BEER

SUITS THOSE WHO ARE PARTICULAR ABOUT THE BEER THEY USE.

IT HAS THE FLAVOR
IT HAS THE AGE
IT HAS REPUTATION
IT IS MADE RIGHT

Those who have used it know it. Those who do not know soon find it out after a trial.

SALEM BREWING ASSOC'N
BREWERS

BOTTLED EXCLUSIVELY BY THE
Sunset Bottling Co.
3109 20th Street
SOLE AGENTS

E. GHIRARDELLI Mercantile Co.

305 Clay Street, San Francisco
Packers and Jobbers

Pickles, Catsup, Preserves, Vinegar, etc.

We prepare for the Grocery Trade a line not surpassed in quality and purity.

OUR CATSUP is not equalled by any on the market. Try an order.

Amusements

THE MAJESTIC.

Mrs. Fiske is creating one of the sensations of the local theatrical year in "Leah Kleschna." The press unite in according her position as a finished artist. Her support is very strong. There are five important characters in the play, all of which are represented by clever actors.

ALCAZAR.

A powerful and intense play is being presented at the Alcazar in "Judah." It is being splendidly staged at the pretty O'Farrell street theatre with John Craig, Howard Scott, Miss Lawrence and Miss Woodson in strong roles. All the press unite in according praise and credit for the excellence of the production. Next week, a funny farce comedy, "Mistakes Will Happen," is to fill the boards.

GRAND OPERA HOUSE.

Barney Bernard is drawing good houses in "The Financier." It is easy to laugh at Mr. Bernard but hard to imagine anyone crying about him. Yet that is what the audience does at every performance. The play is interesting and the caste well apportioned. Maud Williamson and Alfred Woods follow in "The Gates of Bondage."

THE TIVOLI.

They are still drawing good houses with "The Tenderfoot," which is full of pretty music, pretty girls, pretty costumes, and good, wholesome American fun.

CENTRAL.

The Exciting melodrama, "The Eleventh Hour," is the drawing card this week. The play is being presented under the personal direction of Chas. A. Sellon, who is manager for the author, L. J. Carter. The caste is a strong one.

FISCHER'S.

The star turn this week is that of Henry Lee, who presents likenesses of noted men. The bill is rounded up with numerous clever vaudeville artists and some new moving pictures. There are two performances each evening and one in the afternoon.

THE CHUTES.

This big playground is presenting an entirely new bill in its free theatre. Nearly every number is an Orpheum headliner.

MERITS ATTENTION.

An Industry That Californians Should Foster.

Few people realize the future wealth that Californians will derive from its fisheries. The Atlantic has so long been looked upon as the one fish-producing coast (aside from salmon) that it is hard for us to awaken to the fact that canned mackerel and sardines of the very finest quality are produced from Pacific waters. Once try the "Sunset" Brand of mackerel, packed at San Pedro, and you will learn something that will open your eyes.

LIGHT FOR GROCERS.

(Continued from page 5.)

er association members or not can call upon us to help them correct their troubles and we will investigate them and if just, our paper will take up their fight.

We propose to use extensive publicity to assist us in securing the just demands and rights of the Pacific Coast Association. We intend to allow daylight to constantly illuminate the unfair or neglectful attitude taken by manufacturers or jobbers towards our association.

Private Brand Iniquity.

Conspicuous among the features of our educational campaign will be a practical effort to enlighten the retail grocers of their folly in handling private brands either of their own or their jobbers.

Convincing proof, facts and figures will clearly and simply illustrate the arguments that will be presented on this subject.

We expect plenty of antagonism.

We know that we will have some bitter fights. But we can assure the grocers of the Pacific Coast that we do not intend to faulter and will go right ahead with "our knitting," and our official paper, **The Advocate**, will appear regularly on Friday of each week **even if it does not carry a single advertisement.**

In the issues to follow we will outline fully further plans that we know will **startle every retailer and jobber** on the Pacific coast.

The outline of these plans, when thoroughly digested, will create an interest in our association that we are certain will be unparalled in the history of any association of this country.

It has taken much close study and hard work to gather up the threads of the organization, but our office is now tolerably familiar with conditions, the necessities of the retail trade and the various local associations and the results that should follow.

The directors of the Pacific Coast Association have decided that a campaign of activity shall begin and it has already started.

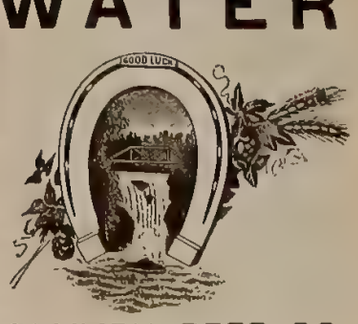
You will shortly begin to see, read and hear things, and through the clouds of battle you will begin to observe your salvation and you will get assistance in allopathic doses towards correcting the abuses from which you and the other grocers of the Pacific coast are now suffering.

Yours for success,
H. W. THURLOW.

The Perfection Short Credit System

Makes Credit Business a Pleasure.
Address
P. E. LENFESTEY,
220 California St., San Francisco

IT'S THE
WATER



OLYMPIA BEER CO.
Agents and Exclusive California Bottlers of the Famous
OLYMPIA BEER
BREWED IN OLYMPIA, WASH.
1423 Sansome St., San Francisco, Cal.

NOTICE TO STOCKHOLDERS.

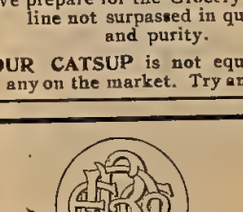
Office of The Calkins Newspaper Syndicate, Halleck Block, No. 320 Sansome street, San Francisco, California, the 6th day of May, 1905.

In accordance with a resolution adopted at a regular meeting of the Board of Directors of The Calkins Newspaper Syndicate, a corporation duly organized and existing under and by virtue of the laws of the State of California, and having its principal place of business in the City and County of San Francisco, in said State, held this day, a special meeting of the stockholders of said Company is hereby called, to be held at the office of said Company, in the Halleck Block, Room 58, at No. 320 Sansome street, in the City and County of San Francisco, State of California, the principal place of business of said corporation and the place where its Board of Directors usually meet, on Thursday, the 13th day of July, 1905, at the hour of 2 o'clock p. m.

The object of said meeting is to take into consideration and decide upon the proposition of increasing the capital stock of said Company from $60,000, divided into 60,000 shares of the par value of $1.00 each, the present capital stock of the Company, to $200,000, to be divided into 200,000 shares of the par value of $1.00 each.

Dated, San Francisco, Cal., May 6th, 1905.

W. P. CALKINS, President.
G. H. STOKES, Secretary.



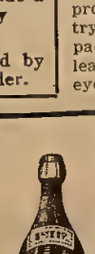
VALLEY BREW LAGER
from
Richmond Bottling Works.
Zimmerman & Ruhland,
'Phone Pine 1787.
32d and Clement Street,
San Francisco, Cal.

Champagne.

Veuve Clicquot, qts	$32.25
Veuve Clicquot, pts	34.25
Ruinart, Magnums, 6 to case	30.50
Ruinart, qts, 1 doz to case	32.40
Ruinart, pts, 2 doz to case	34.20
Ruinart, ½ pts, 2 doz to case	18.00
Vintage 1893, qts, 1 doz to cs	46.50

Brandies.

	Per case
Martell's One Star, 1 doz qts	$16.00
Martell's Two Star, 1 doz qts	19.00
Martell's Three Star, 1 doz qts	20.00
Martell's Three Star, 2 doz pts	23.00
Martell's One Star, 2 doz f'ks	18.00
Hennessy's One Star, 1 doz qts	17.50
Hennessy's Three Star, 1 doz qts	21.00
Calif. doz qts	12.00



Cider
Hammond & Co.
Bottlers
Office and Depot
277 Seventh Street
Phone, Jessie 3371

SWEET CIDER
¼ Gal. Bottles,
BOILED CIDER
Quarts .....
Pints .....

Mineral Waters.

Aetna, splits, 100 to cs	$6.50
Aetna, pts, 100 to case	9.00
Aetna, qts, 50 to case	7.50

GINGER ALE
Belfast Ginger Ale Co.,
D. Steimke & Co. Prop's.
All Carbonated Beverages.
COR. UNION AND OCTAVIA STS.

	PINTS.	QTS.
Soda Water	$ 80	$ 1 50
Ginger Ale	80	1.50
Sarsaparilla	80	1.50
and Iron	80	1.50
Cider	80	1.50
Cuban Punch	80	1 50

Case Prices, 2 Doz. per Case.

Porter.
(E. & J. Burke's Guinness')

Stone, pts, 8 doz to bbl	$16.50
Glass, qts., 4 doz to bbl	14 00
Glass, pts., 8 doz to bbl	16.50

Specialties of
Hilbert Mercantile Co.

H. B. Ky. Bourbon, per gal	$2.75
H. B. Ky. Bourbon, Ex spcl	3.25
Union League Ky. Brbn, AA	2.50
Union League Ky. Brbn, 1 gal	2.25
El Monte Ky Brbn, 1 gal	2.25
Maryland, Monogram, 1 gal	2.75
Forum, Bourbon, 1 gal	2.00
W. H. McBrayer's Cedar Brook 5 yrs	3.00

Hunter Baltimore Rye.

Per case, 1 doz, 5's	13.00
In 5-case lots	12.50
In 10-case lots	12.00

Hilbert Mercantile Co.

H. B. Bourbon (spcl)	$10.00
H. B. Rye	10 00
H. B. pt. flasks, 4 doz to cs	12 00
H. B. ½ pt flasks, 6 doz to cs	9.50
H. B. 1½-oz bots, per gr	12.00
Union League "AA"	8.00
El Monte Bourbon	8.00
Forum Bourbon	7.00
J. Baumgardner Rye	12.00
Maryland Monogram	9.00

W. H. McBrayer's Cedar Brook.

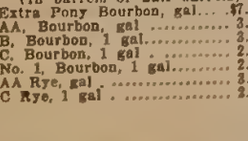
Per case, 1 doz 5's	$12.00
Per case, 2 doz pts	13.00
Per case, 4 doz ½ pts	14 50
Per case, 20 doz 1½-oz	18.50

Jesse Moore Whiskies.

Ex Pony Bourbon	$18.00	$17.50	$17.00
AA Bourbon	11.00	10.50	10.00
C Bourbon	8.50	8.25	8.00
AA Bourbon, 5 doz, 4 oz	10.00	10.00	9.75
AA, Pt Flasks, 2 doz	9.00	8.75	8.50
AA, ½ Pt, Flasks 3 doz	6.75	6.50	6.25
Old Rye	11.00	10.50	10.00

Jesse Moore Hunt Co.
(In barrels or half barrels)

Extra Pony Bourbon, gal	$7.50
AA, Bourbon, gal	3.75
B, Bourbon, 1 gal	2.25
C, Bourbon, 1 gal	2.75
No. 1, Bourbon, 1 gal	2.25
AA Rye, gal	3.75
C Rye, 1 gal	2.75



STANDARD BOTTLING CO.
BEACH STREET
Between Stockton and Dupont
SOLE AGENTS
LOS ANGELES BREWING COMPANY.
Beer furnished Grocers in Bottles or Kegs.

Golden Gate BOTTLING WORKS.
Blume & Gardner,
Proprietors.

Bottlers of the Celebrated
Standard.
Culmbacher.
Extra Pale.
XXX Porter.
Malt and Malt.
Lager and Steam Beer in Kegs.
160 Shotwell St.,
Phone: Capp 1761. S. F., Cal.



LANDIS
TONIC
BITTERS
Factory and Salesroom,
1664 Mission St.
Bottles, ..$7.00 Doz.
1 doz. per case.

A SUCCESSFUL FOOD SHOW.

Louisville, Ky., April 29.—Louisville is having its first pure food show this week under the auspices of the Retail Grocers' Association. The leading manufacturers of the United States are taking part in the exhibition. Daily average attendance for the week has been ten thousand. The show will last all of next week. It has been so successful that hereafter similar shows will be given annually.

NOTICE TO STOCKHOLDERS.

Office of "The Pandex of the Press," Halleck Block, No. 320 Sansome street, San Francisco, California, the 4th day of May, 1905.

In accordance with a resolution adopted at a regular meeting of the Board of Directors of "The Pandex of the Press," a corporation duly organized and existing under and by virtue of the laws of the State of California, and having its principal place of business in the City and County of San Francisco, in said State, held this day, a special meeting of the stockholders of said Company is hereby called, to be held at the office of said Company, in the Halleck Block Room 58, at No. 320 Sansome street, in the City and County of San Francisco, State of California, the principal place of business of said corporation and the place where its Board of Directors usually meet, on Wednesday, the 12th day of July, 1905, at the hour of 2 o'clock p. m.

The object of said meeting is to take into consideration and decide upon the proposition of increasing the capital stock of said Company from $50,000, divided into 50,000 shares of the par value of $1.00 each, the present capital stock of the Company, to $100,000, to be divided into 100,000 shares of the par value of $1.00 each.

Dated, San Francisco, Cal., May 4th, 1905.

W. P. CALKINS, President.
A. I. STREET, Secretary.

Phone Mission 288

J. MARSHALL & CO.'S

WORCESTERSHIRE SAUCE

BE SURE and GET the GENUINE

½ Pts., per doz. $1.20
Pts., per doz..... 2.20

NO AGENTS

Office: Cor. 12th and Market Sts.

YOUR EVERY WANT IN

PAPER

Can be Supplied by

A. ZELLERBACH & SONS

416-426 Sansome St.

SAN FRANCISCO

LaGrande Laundry

Telephone Bush 13

23 Powell Street

Corner Ellis

54 Taylor St. - Near Golden Gate Ave.
200 Montgomery Ave. - Cor. Kearny St.
252 Third St. - - - - Cor. Howard
1788 Market St. - - - Opp. Eleventh

GIVE THEM A TRIAL

LESLIE SALT CO.

STERILIZED SALT

Free Running (in Pkgs.) for table
Velvet Grain (in Bags) for kitchen

Sold by all Jobbers

San Francisco's Shame.

(Continued from Page 5.)

manufacturers who are taking the trade away from them. Two cracker companies, to our knowledge, sell direct to hotels, restaurants, saloons, etc., that apply in San Francisco and Oakland.

Bishop & Co. and the National Biscuit Co. do not do this, as far as we can ascertain.

Many coffee houses sell to anyone who will apply.

There are six or seven semi-jobbers who also sell to anyone.

Secretary Not Interested.

All these matters receive little attention from the secretary or board of directors.

The result is that such men as Goldberg-Bowen, West, Elliott & Gordon, Rathjen Bros., Johnson Bros., and several other prominent grocers are not supporting the association.

These questions must be handled in order to interest the larger dealers, as they are usually not interested in the association collection department or delinquent list, they having a credit man of their own.

The Poorest Collection Department.

In addition to the above shortcomings, the San Francisco association has the poorest collection, credit rating and delinquent department in the State.

The reason for this is obvious.

The secretary is burdened with more work than he can possibly attend to. He has charge of the collections. He has charge of soliciting new members. He has the dues of over four hundred members to collect. He has a delinquent list to look after, and he has several pages of advertising to solicit and collect for. This takes so much of his time that none is left for other matters.

'Frisco's Poor Showing.

The collection department is ineffective owing to the amount of work in charge of the secretary. Less than $200 per month is collected, while Los Angeles collects from $400 to $600 per month. Los Angeles has two collectors who devote their entire time to collections and live off the commissions made, while the San Francisco association **pays their secretary $100 per month and as large a commission as that paid to the Los Angeles collectors. In addition to this they pay their office girl $40 per month and almost her entire time is taken up in writing letters, working on bills, etc.,** and the **commissions go to the secretary.** In addition to this the secretary spends a great portion of his time for which he is paid this $100 in soliciting ads for his delinquent list and **all the profits go to him.**

Ignore General Body.

At a meeting of the general body early in the year the secretary was instructed to solicit only enough advertisements to pay for publishing the delinquent list. In April W. R. Baxter, secretary of the Los Angeles Association, received a letter from the San Francisco secretary saying that the **board of directors would not stand for such instructions,** and they allowed him to **get all the ads he could and keep the money,** in addition to his $100 per month salary.

Many of the members are beginning to consider that the secretary is paid a sufficient salary **to devote his entire time to building up the association,** instead of soliciting advertisements and collecting accounts.

The State collectors, knowing the conditions of the San Francisco association went before the meeting and offered to collect the accounts **without expense to the association** and offered to give a $5,000 bond for the faithful performance of their duty. The matter was turned down without investigation.

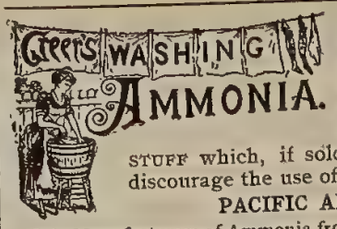
Antagonistic to State.

The secretary is exceedingly antagonistic to the State association and in his letter to Mr. Baxter stated that the State association had cost the San Francisco grocers nearly $1,000 the past year and that it had done them no good.

In order to make the amount he has charged to the State association anything like the amount mentioned he had to include the $400 spent by the San Francisco association in sending two delegates to the National Convention also $38 national per capita tax, neither of which the State association had any interest in whatever. He also charges up $160 railroad fare of the delegates to the State convention, when, if they had wanted to be economical, they could have spent half as much with as good results.

Owe All to State Association.

His statement that the State association has done them no good certainly leaves the San Francisco grocers little to stand on. Aside from the good work done by the San Francisco association (which we are glad to acknowledge) in helping secure laws at the last session, the San Francisco grocers have accomplished practically nothing, and to take away from them what they helped the State to get, they certainly have little left to hold up as an excuse for existence.



It has come to our knowledge that there is an attempt to introduce on the market a WASHING AMMONIA made from Bones and Animal Refuse. We trust that the trade will take time to investigate the character of this STUFF which, if sold to the consumer, will only tend to discourage the use of Ammonia as a household article.

PACIFIC AMMONIA BOTTLING CO.,

Sole Manufacturers of Ammonia from mineral products on the Pacific Coast.

GEO. HERRMANN, Pres., 310 Sacramento St., San Francisco, Cal.

CAUTION—As there are numerous brands of impure and weak washing ammonia offered to the trade imitating the style of our label, be careful to see that our signature Trade Mark is on each bottle.

Trade Mark.

EASTERN TICKETS

AT

Half Rate

The Southern Pacific will sell Round-Trip Tickets to Eastern points at a one-way rate on the following dates:

May 10, 11, 27, 28, 29.
June 12, 13, 14, 15, 16, 17, 25, 26, 27, 28, 29, 30.
July 4, 5, 6, 24, 25, 26.

Rates to Principal Points:

Chicago	$72.50	New York	$108.50
St. Louis	67.50	Boston	109 50
Memphis	67.50	Philadelphia	107.50
St. Paul	70.00	Baltimore	107.50
Missouri River Points..	60.00	Washington	107.50

Choice of Four Routes

Go via Ogden, Portland (at slight extra cost), El Paso or New Orleans. Liberal stop-overs. Return limit 90 days. Tickets good on Overland Limited, Golden State Limited, or any Southern Pacific train. Special low rates for Eastern conventions. Ask about it to-day.

Southern Pacific

San Francisco Office, 613 Market Street.
Oakland Office, 12 San Pablo Avenue.

WIELAND BROS.

121-123 Clay Street San Francisco

Importers and Commission Merchants

SPECIALTIES—Imported and domestic Swiss Cheese, Limburger, Brick Cheese, Edam, Roquefort, etc.; Mackerel, Codfish, Holland Herrings, Olive Oil, Spanish and California Olives, all kinds of Sausages and other delicacies.

SOLE AGENTS for Sierra Cheese, German Breakfast Cheese, Brie, Camembert, Schloss, Kronen and Neufchatel Cheese.

WILLIAM E. HARM
Kartuffel-Buhr
183-185 Valencia St. Near 13th
Tel. Folsom 1911

Wholesale Dealer in POTATOES, ONIONS BEANS, EGGS Etc., Etc., Etc.

WITZEL & BAKER, Commission Merchants

Telephone Main 718 314, 316 BATTERY ST., SAN FRANCISCO, CAL.

Fancy Creamery Butter and Ranch Eggs Our Specialty

Babbitt's Standards.

ALWAYS UNIFORM!
ALWAYS RELIABLE!
ALWAYS THE BEST!



B. T. Babbitt's Concentrated Lye,

The ready soap maker—a powerful disenfectant—an excellent fertilizer for dipping prunes, spraying trees, etc.

Manufactured by
B. T. Babbitt, (Inc.) New York City.



The C. B. JENNINGS CO., Agents, 121 California St., San Francisco, Cal.



WILLIAM CLUFF COMPANY

WHOLESALE GROCERS

SOLE AGENTS

SAN FRANCISCO CAL.

IRVINE STANTON COMPANY

WHOLESALE GROCERS

Farm and Dairy Produce

Consignments from Interior Merchants Solicited

211-213 Clay St. San Francisco, Cal.

REMOVED

PATRICK & CO., RUBBER STAMPS

111-113 SANSOME STREET

One block south of old location.



GUSTAV LIEBOLD PHONE SOUTH

GAMBRINUS BOTTLING CO.

Sole Agents and Bottlers of

Gambrinus Brewing Co.'s

PORTLAND, OREGON

SELECT PILSENER LAGER BEER

OFFICE AND BOTTLING WORKS

160 Thirteenth St., near Folsom, S. F.

WILL IT PAY?



Double First Floor Outfit

Every business transaction is weighed by one standard

WILL IT PAY?

If you handle *oil of any kind* it will pay you to purchase a

BOWSER
SELF MEASURING
OIL TANK

Let us ask you a few questions:—

Is it worth 10 cents a day to handle your oils without waste?

Is it worth 10 cents a day to sell your oils without loss of time or labor?

Is it worth 10 cents a day to have no leaky, dirty measures and funnels to handle?

Is it worth 10 cents a day to keep your oil room neat and clean?

We might propound a hundred questions equally as pertinent. If any of these are worth 10 cents a day, is not the combination of the many worth more than the cost of a "Bowser Self Measuring Oil Tank" which will give you all of these advantages?

LET US GIVE YOU FULL PARTICULARS——ASK FOR CATALOG "BB"

S. F. BOWSER & CO.

FORT WAYNE, INDIANA

Highest Grade Package Goods for Family Trade

ROYAL AND QUEEN'S TASTE

(1 lb packages) (2½ lb cartons)

Macaroni, Vermicelli and Spaghetti

ROYAL ITALIAN A. B. C. PASTE, in 1 lb papers
GOLDEN GATE EGG NOODLES, in ½ lb papers

For Sale by all Jobbers

PETERS BROS., BALTZ & DITTMANN

PROPRIETORS

The California Brewing Co.

Douglas Street, bet. 17th and 18th

SAN FRANCISCO, CAL.



You Give Your Trade

THE BEST

when you sell

Old Gilt Edge Whiskey

RYE or BOURBON

AGED IN WOOD

Bottled Expressly for Family Trade.

PURITY UNQUESTIONED

SOLD EVERYWHERE

Wichman, Lutgen & Co.

SOLE PROPRIETORS

Agents for Moerlein's Celebrated Cincinnati Beer

29-31 Battery Street San Francisco, Cal.

Leslie Quality

All Salt is cheap, but much Salt is contaminated and therefore not fit to be taken into the human system.

LESLIE

STERILIZED SALT

is Pure and Wholesome.



SHREDDED WHOLE WHEAT RECOMMENDATION

The Best Cereal Food to Eat, and
The Best Cereal Food to Sell, is

Shredded Whole Wheat

It is made in two forms, Shredded Wheat **BISCUIT** and **TRISCUIT.**

TRISCUIT is a CRACKER, not a "breakfast food." It is used as toast in place of ordinary bread toast, and for all purposes for which the common white cracker of commerce is used.

Shredded Wheat **BISCUIT** is the standard wheat food of the world, delicious for breakfast, or for every meal for every day in the year. It contains all the nutriment in the whole wheat in digestible form. A good seller all the year round.

THE NATURAL FOOD COMPANY
Niagara Falls, N. Y.

THE RETAIL GROCERS ADVOCATE

A. H. POWERS, Editor | SAN FRANCISCO, CAL., JUNE 16, 1905 | Vol. 10, No. 24



M·J·B·COFFEE
SELECTED WISDOM

ECONOMY PAYS TWICE

The Man Who Saves Makes More Than He Saves.

You Save Your Trade From Dissatisfaction When You Give Them

M. J. B. COFFEE

IXL - Kapp and Street - W.G.M.

TAMALES

IN

KEY-OPENER CANS

RAINIER BEER

Popular! Why?

Because it is really good.

Only Choice Materials
Used in its Manufacture.

JOHN RAPP & SON, AGENTS
Phone South 473.

The Trade can Trust any promise made in the name of SAPOLIO; and, therefore, there need be no hesitation about stocking

HAND SAPOLIO

It is boldly advertised, and will both sell and satisfy.

HAND SAPOLIO is a special toilet soap—superior to any other in countless ways—delicate enough for the baby's skin, and capable of removing any stain.
Costs the dealer the same as regular SAPOLIO, but should be sold at 10 cents per cake.

Gold Watches for Grocers

To add to the interest of the Retail Grocery Trade in advancing the Sales of **PONCE DE LEON** Coffee, we have decided to give

6 Gents' Solid 14-Karat Waltham Gold Watches, Value $60 Each, to our Friends.

To Get One Entails No Cost Nor Extra Labor.

Read the Terms: We will give Watches to Each of the Two (2) Retail Grocers of San Francisco, and to Each of the Four (4) Grocers in the Interior, whose Invoices show that they have purchased the **Most Pounds** of our **Sealed Cans** of **PONCE de LEON COFFEE** between April 15th and August 15th, 1905. **WATCHES GUARANTEED TO BE SOLID, 14-KARAT GOLD.**

GET IN LINE--GET A PROFIT--GET A SPLENDID GOLD WATCH

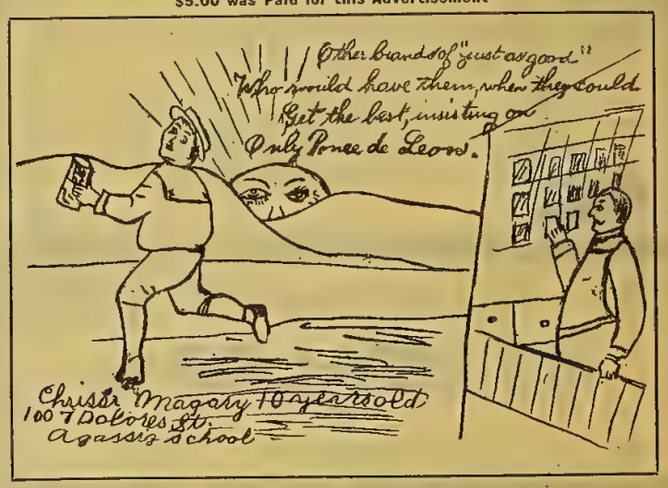
Help One of Your Customers Earn $5.00

We are helping Retail Grocers advertise their stores and our **PONCE de LEON** by our plan to

PAY SCHOOL CHILDREN FOR WRITING ADS.

Every Grocer has a chance to win the favor of some customer by helping a child of the house get $5.00. We print these ads. each week in the "*Evening Bulletin*" of San Francisco.

$5.00 was Paid for this Advertisement



Quality These are the Elements Needed for Grocers to Secure Trade Now Going to Coffee Peddlers. **Confidence**

Our Goods Possess the **QUALITY** — "PONCE DE LEON" Coffee is the Best in the World
Our Advertising Helps Give the CONFIDENCE.

You Can Win and Hold the Best Trade with

Best in the World

Ponce de Leon COFFEE

Quality Unsurpassed
Flavor Delicious
At all Leading Grocers
Porto Rico Co



To Help San Francisco Dealers we Have:

- Striking Displays on the Main Streets
- Artistic Signs in the Street Cars
- Attractive Designs on Theatre Curtains
- Conspicuous Notices in Theater Programs

THE PORTO RICO COMPANY

587-589 HOWARD STREET San Francisco, Cal.

WHAT WOMAN

would lose this chance?



Almost Any Woman will try

"A1" Flour

If she is made to understand that if it doesn't ABSOLUTELY PLEASE her, she gets her MONEY BACK without question.

The Customer Takes No Risk

The Dealer Gets a Profit

Globe Mills Flour will not be Sold to Dealers who Cut the Price



Why "A1" Flour IS BETTER:

Our "**A 1**" FLOUR is manufactured from only the HIGHEST GRADE of the **BEST CALIFORNIA** and **EASTERN** Wheats. We have, by much investigation and research, produced a blend which includes enough Eastern wheat to cause "**A 1**" to be **More Glutinous** than other flours on the market and therefore **More Nutritious.**

It makes more loaves per sack

WE MAINTAIN THE RETAIL SELLING PRICE.

GLOBE GRAIN & MILLING CO.

MONTGOMERY AND CHESTNUT STS., SAN FRANCISCO, CAL.

Telephone Bush 759.

(Please mention the ADVOCATE to Advertisers. It helps us materially.)

For First-Class Trade

WE HIGHLY RECOMMEND THEM.

Chico's Leading Grocers write as Follows:

Chico, Cal., June 1, 1905.

Cudahy Packing Co.,
San Francisco, Cal.

Gentlemen:—

There is one great pleasure that we are enjoying and that is selling your **Diamond "C"** Hams and Bacon. For First-Class Trade, we **Highly Recommend Them.**

We remain,

Yours respectfully,

F. W. MILLER CO.
(Incorporated.)



NOTHING IS QUITE SO GOOD



FINEST IN FLAVOR AND APPEARANCE

"THE TASTE TELLS"

SINCE ITS BIRTH,
SIXTEEN YEARS AGO, SUCCESS HAS GONE HAND IN HAND WITH

Wedding Breakfast COFFEE

The Sale will surprise YOU



Profit is Good

Aged and Cured 5250 Feet Above Sea Level
(AND IT SELLS)

NASH-SMITH TEA AND COFFEE **CO.**

Purveyors to Coffee Connoisseurs

DENVER — ST. LOUIS

FRANK B. PETERSON & CO., SAN FRANCISCO

No Grocer

Can afford to be without a good Refrigerator and if he has a refrigerator he should satisfy himself that it is not losing him money by loss of goods or waste of ice.

The McCray Refrigerator Ranks

first in every way. It is sold entirely on its merits and is known everywhere for superiority.

McCray Refrigerators are perfect refrigerators and will in a short time repay their cost through saving of butter and other provisions and ice.

We can here give you but a faint idea of the McCray Refrigerator. Let us send you our catalogue showing our extensive line from which you can make a selection.

Your request for our catalogue places you under no obligation to purchase of us.

McCray Refrigerators are Guaranteed

BECK - WAKEFIELD COMPANY
GENERAL AGENTS
122 Market Street, San Francisco, Cal.

Retail Grocers' Advocate

CALIFORNIA RETAIL GROCERS' AND MERCHANTS' ASSOCIATION — OFFICIAL PAPER — RETAIL GROCERS' ASSOCIATION

Vol. 10 — SAN FRANCISCO, CAL., JUNE 16, 1905 — No. 24

THE RETAIL GROCERS' ADVOCATE

Published Every Friday by
ADVOCATE PUBLISHING CO.

Subscriptions:
One Year $2.00
Single Copies ..... .10

PUBLICATION OFFICE:
456 MONTGOMERY STREET.
Rooms 413-414. - Tele. John 2001

Entered at the Postoffice at San Francisco as Second Class Matter.

Points to Watch

RICE—
San Francisco prices are below parity with New Orleans market.

TEA—
Japan reports a shortage of 30 per cent in the tea crop as compared with last year.

CHEESE—
Limburger cheese now in market is of poor quality. Better is expected soon. New Martin's cheese comes on the market this week; cheaper prices are predicted by importers shortly.

CANNED SALMON—
The market is strong and it is predicted that there will not be a case of pink salmon left in first hands by August 1st.

TACOMA BEER.

The Tacoma Bottling Company, of which George Alpers is president and treasurer, and Wm. Lieber, vice-president and secretary, are fitting up their plant at 2350-60 Harrison street. The beer will be on the market shortly and both Mr. Alpers and Mr. Lieber are enthusiastic in praising its quality. They guarantee the beer to be made of the finest Bohemian hops and the water of Mt. Tacoma. They further guarantee the beer to be six months old before bottling. This new beer will unquestionably have many loyal friends from the very beginning, since there is not a retail grocer but knows George Alpers, and Mr. Lieber is also very well known among the best grocers of the entire Coast through his long connection with the Johnson Locke Mercantile Company.

THE RICE SHORTAGE.

Chief Cause That Leads to the Reduction of the Southern Crop.

The "Grocery World" of Philadelphia states that the crop for 1905-6 will not be over 50 or 60 per cent of last year's and that this is largely due to the fact that the Southern banks have withdrawn their support from the millers.

According to this report the amount of rice purchased became so heavy that the banks feared to lend the millers money to continue their business. As a result many millers have had to stay out of the business.

No new rice in any quality will be shipped before the middle or last of August. The season is about eight weeks late this year. There is no actual scarcity of rice since last year's crop was very large.

HELPS GET RESULTS.

Value and Strength of the Pacific Coast Association.

By H. W. Thurlow, Secretary.

In the various movements of Association progress among the individual organizations, there should be always kept in mind the strength that can be added and the support that will be extended by the Pacific Coast Association.

This Association is kept in operation to supply the assistance, and leverage when necessary, to help the affiliating associations to correct trade abuses. Its intentions are also to cooperate with manufacturers and others who are desirous of having their products sold at a price that will insure the retail distributors a fair and equitable PROFIT.

The principal object is, of course, the PROFITABLE handling of all staples and the encouragement of uniform prices among all grocers.

PROFIT is absolutely necessary for success in the grocery or any other business.

To encourage manufacturers to really and sincerely believe that grocers desire a profit, it is a part of the duty of each grocer member to individually maintain prices on goods that insure a profit and to talk profit to every manufacturer's representative who enters their store.

They should also individually refuse to encourage the sale of any manufacturer's goods which are sold at prices that do not pay a profit.

They should urge, by every means possible, the sale of the brands of those manufacturers who are showing a disposition to assist the grocers to maintain prices which pay a profit.

The strength and influence of the Pacific Coast Association is becoming recognizezd by many progressive and enterprising manufacturers who, as shrewd business men, appreciate the assistance that the Pacific Coast Association can be to them in helping sustain the popularity of their goods, and are extending to us substantial financial support and encouragement.

We are assured that we can shortly depend on more of the representative manufacturers of this Coast becoming actively interested in protecting prices on their goods and who will co-operate with this Association.

If the retailers individually will talk in favor of these manufacturers to all salesmen who call upon them, their preferences will quickly be reported to the other manufacturers who, at present, frown upon Association work and in the end, as sure as the sun rises each day, they will all be eager to do their share to promote the general welfare which is, after all, in the long run, only profit for themselves.

WILL PROTECT PRICES.

Three Wholesale Grocers Agree to Help Maintain Contracts.

By H. W. Thurlow, Secretary.

Wm. Cluff Co. of San Francisco.
Hall, Luhrs & Co., Sacramento.
J. R. Garrett & Co., Marysville.

These are the only wholesale grocers, up to date, who have been willing to agree to lend their assistance toward requiring retail grocers to maintain a proper selling price on Riverside Starch.

The Kelley-Clarke Co. will not sell Riverside Starch to any dealer who refuses to sign a contract not to sell his starch for less than 8 cents per pound in less than ten pound lots. This company also refuses to sell their starch to the wholesale grocer unless that wholesale grocer agrees not to sell the starch to any retailer who has not signed an agreement to maintain the retail selling price and also not to sell to a firm when notified that prices are being cut.

Up to the present time, Wm. Cluff Co. is the only wholesaler in San Francisco that has been willing to lend its strength towards an attempt to rehabilitate prices on starch. The matter has been submitted to every wholesale grocer in the city, but up to the present writing, none of them have been willing to assist in the attempt to help the retail grocers get a fair profit on their sales of starch even to the extent of filling the orders that the Kelley-Clarke Co. may be able to send to them.

Hall, Luhrs & Co. of Sacramento have not only signed an agreement to maintain prices but have bought a carload of this starch, most of which has already been distributed among the Sacramento grocers.

J. R. Garrett & Co. of Marysville have also sold considerable Riverside starch, none of which has been placed with retailers who have failed to sign contracts to maintain prices.

The manufacturers of Riverside starch intend to place their starch on the market under proper auspices. They do not want to sell their starch and will not sell it to any retailer who will not sign a contract to maintain prices. They will not sell and do not want to sell the starch to any wholesaler who will not sign a contract to refuse to sell to cutters and any wholesaler who may violate this agreement will not only be fined, but, if the Kelley-Clarke Co. find that he does not intend to try to maintain that contract, they will refuse to supply him further.

This is the basis upon which the manufacturer must proceed if he really wants to protect the retail grocer in his profits. Unless the retail grocer can get a profit on his goods the manufacturer cannot expect to have the grocers push the sale of his goods or, in fact, sell any more of them than they can possibly help.

FLOUR!

Retail Grocers to Blame When Profits Are Not Secured.

By H. W. Thurlow, Secretary.

No man is going to secure anything unless he asks for it as if he expected to get it.

This is especially true if what he asks for is going to cause a disturbance with people who are prepared to cause trouble if the request is granted.

The San Francisco grocers are themselves to blame because they are not now getting a profit of 15 cents per sack on flour. They have not asked for it as if they expected to get it.

In other communities, the retail grocers said to the mills:

"We want 15 cents per sack profit on our flour. You can assure us this profit if you will insist that all retailers must sell your flour for $1.35 per sack."

The mills invariably said: "But this will cause trouble with the big cutting firms and we don't want to have trouble with them."

The grocers then replied: "If you want to protect the cutters at our expense you can do so. If you do this we will discontinue selling your flour as far as we possibly can and will switch as much trade as we can to the flour of those mills who protect selling prices."

In some instances it required only a showing of strength and determination on the part of the retail grocers to secure what they desired.

San Francisco is in position to make such a showing of strength, but the present Board of Directors of the Retail Grocers refused to make use of this and in every way possible gave the mills to understand that no bad results would follow if they should refuse to accede to what was requested of them.

As a consequence the following mills refused to protect the retail grocers of San Francisco, Alameda, Berkeley, Oakland and the other bay cities:

Sperry Milling Co.
Port Costa Milling Co.
Stockton Milling Co.
American Milling Co.
Del Monte Milling Co.

There was one firm that agreed to protect the price of its flour. This firm was

Globe Grain and Milling Co.

The flour mills of San Francisco did not realize the earnestness with which the grocers of the bay cities pursued this flour question. They did not realize that this problem had been discussed again and again by the retail grocers and that they knew what they wanted. They did not realize that the grocers were prepared to act in order to secure the results they needed.

The consequence has been that the mills who refused to protect the grocers have lost an immense amount of business, some of which they can never regain.

Every day that passes they are losing more.

The retailers have been profiting by the entrance of the Globe Milling Co. into the flour trade of Northern Cal-

(Continued on page 9.)

FUTURE FRUITS and TOMATOES

We can show you the way to

PROFITS and increased SALES

Our method is simple, rapid and reliable.

Order

GRIFFIN EXTRAS

CANNED GOODS

"Griffin Extras" Fruits

are selected from California's best orchards and packed in a heavy cane sugar syrup within a short time after picking.

There are Twenty Varieties.

The first thing you will notice after displaying **"Griffin Extras"** in show windows and on shelves is that the appearance of your store is greatly improved.

The "Griffin Extras" handsome label will attract the attention of your customers.

2nd. Business picks up steadily and stays with you as long as you stay with "Griffin Extras."

The Quality of **"Griffin Extras"** is beyond all question of doubt unsurpassed. The "Griffin Extras" brand insures pure, clean, wholesome food. Packed and guaranteed by the Largest Canners of Fruits and Vegetables in the world.

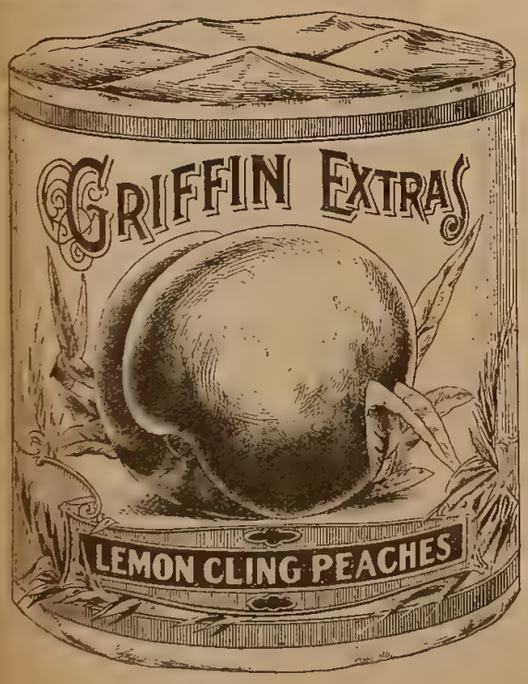
We are now contracting for the 1905 pack of "Griffin Extras" Fruits and Tomatoes.

"Griffin Extras" Tomatoes

with or without Chili Peppers.

Solid Hand Packed TROPHY TOMATOES

Judge of their quality by the fact that the demand has always exceeded the supply.



Packed only in Three-pound Tins.

If you want full Extras, and 'Reputation Makers" at that, buy

"Griffin Extras"

Make your Canned Goods needs known to us and we will do everything possible to meet your requirements satisfactorily. If you desire further information, do not hesitate to ask for it. We want to keep in touch with you. Write for

"Griffin Extras" Price List

and quotations on other grades.

When mailing orders, please give the name of your wholesaler.

Hoping we may have the pleasure of receiving your order, we are,

Very truly yours,



.....SPOHN - PATRICK COMPANY.....

SALES AGENTS

16-18-20-22 Front Street, San Francisco, Cal.

OAKLAND'S OUTLOOK.

Secretary Reed Promises Endeavor and Expects Results.

Oakland, Cal.—It is the purpose of our association to awaken the grocers of Alameda county to a serious consideration of their business interests.

What the association has accomplished, and its immense possibilities for the betterment of trade conditions should be the subject of serious consideration by every thinking dealer.

The grocers' place in political economy is among the distributors, and it should be his endeavor to get his share for the service he renders.

The question is: **"Can you get it working alone or must you seek it through an association with those doing the same work as yourself?"**

All human achievement has been the result of incessant strife.

History tells us that the industrial warfare of the past was a fight between individuals.

To-day it is a struggle of organizations.

In every field of endeavor this is being thrashed out.

From small states, bickering and fighting with each other, jealous of what each had obtained, there has been formed the great units of modern times. The greatest among these are our own United States and the present German Empire.

Out of hundreds of petty railroad companies has been formed the great railroad systems of to-day.

The railroad companies have learned their lessons very thoroughly. When they went to the extreme of rate-cutting and carried passengers from Los Angeles to Kansas City for 50 cents, one of them went into the hands of the receiver. Then they quit fighting and agreed among themselves to obtain a profit that would pay for operating.

We witnessed a like competition in our own city between rival water companies, with the result that rather than become bankrupt they came to an agreement.

Each in his turn has gone through the same experience, the manufacturer, the wholesaler and the skilled laborer. When they could not get their share of the fruits of human industry working as individuals, they were compelled to do it through their respective organizations.

Retailers in other lines—the coal dealers, butchers and druggists, etc., have obtained more stable business conditions as a result to being organized. They have been compelled, through necessity to work together, and they found it better than cutting each others' throats.

Mr. Grocer, you have your part to play in the evolution of political economy. **Play it**—and play it like men. You can no more stop the course of events than you can stop the waves from rolling on the sands of the ocean beach.

It is not for you to cavil and say this or that can't be done. There is no such word as "can't" in the lexicon of the man who does things.

You are in the position of a sick man. The doctor says a certain medicine will cure you.

Take it.

It is not for you to say, **"I can't"**; but rather, **"I must."**

This is the talk, Mr. Grocer.

No great battle ever was or ever will be won on the "I can't" philosophy. Conditions can only be bettered by determined effort.

When the Spanish war was at its height there was a call for a man to take a message from Shafter to Garcia. Out of a thousand men one man with indominitable pluck carried the message to Garcia through an unknown wilderness swarming with the pickets of the enemy.

Don't tell me that the grocer is the only element of our complex system of human endeavor who is incapable of solving his economic conditions.

If the manufacturers, wholesalers and retailers in other lines can improve their business conditions through an association, **why can not the grocers?**

And if the grocers in other places have increased their profits and reduced their losses through association, **why can not we do it here?"**

But I have heard it said that the grocers around the bay are **"different"** to anybody found in this creation. Then, when God made these particular grocers, he undoubtedly took a different kind of clay—clay with a large quantity of **"It can't be done" in it.**

I don't believe this.

I don't believe there is anything we can't accomplish.

We have our problems to solve and we have the stuff to solve them.

Let us stand steadfast on everything we undertake, and with a secretary who stands ready to do his part the grocers can better their condition materially.

Yours very truly,
JAMES G. REED, Secretary.

PARCELS POST AGAIN.

The parcels post will come before Congress again next winter, says "Cleveland Inland Grocer."

The various leagues and lobbying organizations behind the measure are pulling every wire at their command to make a showing for a parcels post. They will be in Washington in full force during the next session, and it is doubtful whether even the enormous deficit in the postoffice department, due to extension of the rural free delivery, will be sufficient to overcome their influence.

The parcels post measure, if passed, will be worth millions to a limited number of department stores and retail mail-order houses. Naturally, they want it and will spend money to obtain it. If a parcels post is established the regular dealer will be taxed to support his distant rival.

We trust that no false sense of security will prevent every reader of the "Inland Grocer" using his influence with his Congressman and Senator to prevent the passage of this measure.

See them personally, if possible. If not, write them. Be sure that your Representatives in Congress know your wishes, and also the wishes of as many others as you can muster, upon the parcels post proposition.

Paying your debts is one kind of a paying business.

Too many quarrels are picked before they are ripe.

HELPS THE GROCERS.

Mayor Schmitz Insists that Health Board Shall Act Fairly.

Once more, the retail grocers of San Francisco are indebted to Mayor Eugene Schmitz for relieving them from an unpleasant situation. This time, the Mayor has used his good services to secure business-like methods from the Board of Health.

The Board of Health, in analyzing the tomato catsups now on this market, reported that "Snider's" and the "California Home Brand" catsups contained coal tar dyes and, therefore, that retail grocers who sold them were liable to arrest.

The attention of Mayor Schmitz was called to the fact that the owners of these brands insisted that the goods they had sold to grocers during the past two years were pure and that the goods analyzed were from stocks older than that.

This being true, the police were forbidding the grocers from selling perfectly lawful catsups, which made up a large part of their stocks, because a few bottles of another catsup, differently labeled and no longer sold, were still to be found on some of the grocers' shelves.

Mayor Schmitz at once arranged a conference between State Secretary Connolly (who is also vice-president of the local Grocers' Association), representatives of the T. A. Snider Preserve Co., the Pacific Pickle and Vinegar Works and Health Officer Ragan, and let the gentlemen of the Health Board know what his desires were in the matter.

Dr. Ragan explained that the Health Board did not wish to do any individual injustice, but that, when the Health Office took up a line of investigation, it required a rather elaborate arrangement of chemical apparatus which had to be changed to accommodate the next investigation. This meant that, unless there were unusual circumstances, the Board could not, without considerable inconvenience and expense, undertake individual analysis of any class of goods until that kind of goods should be taken up again.

Mr. Connoly stated that the grocers were in favor of the enforcement of the pure food laws and had gone on record to that effect at various conventions. They were opposed to methods that worked injustice to dealers and manufacturers.

The Board of Health, he said, had threatened to arrest grocers who sold Snider's Catsup that was in accord with the law because another catsup, differently labeled, contained coloring matter. The same thing was true of the California Home Brand goods. It worked an injustice on the retail grocers to be forbidden from selling the pure goods in which they had their money invested. It also worked a grave loss to the manufacturer. He thought that when goods were differently labeled, samples of each kind of goods should be analyzed.

This was the decision reached by the Health Office. The machinery of the Analyst's Department was set to work and analyses of the later goods will be made by Friday.

This action on the part of the Board of Health was not taken until pressure was brought to bear by Mayor Schmitz. The physicians who make up the Board of Health did not realize the business interests that they were so carelessly interfering with and the losses and annoyance they were thrusting on innocent firms. Mayor Schmitz understood the situation and it is to his prompt interference that the grocers are indebted for the prompt recognition of their needs and rights.

WHERE JUDGMENT TELLS.

Skillful Buying the Most Important Task of a Retail Grocer.

Some dealers do not seem to realize how much their success depends upon how and what they buy.

Some things that look nice and taste nice will never remain staple long because there is something about them that causes one to grow tired of them soon. What, therefore, is the use of building up a trade on such articles?

"Sunset" mackerel in three flavors is ever welcome, and a trade once established on this delicious canned fish will last year in and year out. No one grows tired of it.

LOS ANGELES ELECTION.

The following officers were elected at the last semi-annual election of the Los Angeles Retail Grocers' Association:

President, Charles Mottaz
Vice-President, W. K. Lockwood
Treasurer, E. S. Potter.
Board of directors, L. D. Hutchinson, J. A. Fazenda, J. O. Powers, N. E. Wilson, W. D. Buck.

Mr. Mottaz the new president, is one of the oldest grocers in Los Angeles. His store is on West Twenty-second street.

A MATTER OF HEALTH

ROYAL



BAKING POWDER

Absolutely Pure
HAS NO SUBSTITUTE

All Grocers should carry a full stock of Royal Baking Powder. It always gives the Greatest Satisfaction to customers, and in the end yields the larger profit to the Grocer.

The Purchasing Public Prefer

Pim-Olas

The Original and Genuine Stuffed Olives.



Pim-Olas and Baby Pim-Olas

respectively are solid, crisp Queen and Manzanilla Olives, pitted and stuffed with Sweet Spanish Peppers and preserved in a delicately flavored Sauce.

The Favorite Relishes.

You ought to sell more 6-Oz. Baby Pim-Olas now than formerly, since the price has been reduced from $1.90 per dozen to

$1.50 per dozen.

For Sale by All Jobbers.



For quotations on . . . .

"White Label" Queen and Manzanilla Olives, Pim-Olas, Nicelle Olive Oil, Nonpareil French Capers, Etc.

Address:

Spohn-Patrick Company
Pacific Coast Agents
16-18-20-22 Front Street San Francisco, Cal.

BRANCH HOUSES
Los Angeles Portland Seattle
Denver Salt Lake City

The Original Root Beer

Knapp's.

Makes twice as much, and better Root Beer, than any other Extract.

B. Levy Rich'd. Agents.
33½ Market Street.



Nothing Can Interfere with the Sales of

SNIDER'S ..CATSUP..

As long as the present high standard of quality is maintained.

Put up strictly in compliance with Pure Food Laws.

The Neck Label on every bottle tells what it contains.

MANUFACTURED BY
The T. A. Snider Preserve Co.
CINCINNATI, OHIO

Makers of Snider's Oyster Cocktail Sauce, Chili Sauce, Salad Dressing, Baked Beans, and Tomato Soup.

Spohn - Patrick Company
Agents
16-22 Front Street, San Francisco.

ASSOCIATION NEWS.

Alabama—State Retail Grocers' and General Merchants' Association has incorporated. The annual dues are fixed at 25 cents per member. These are paid by each holder of one or more shares of stock in the corporation. No stockholder is allowed to hold more than 10 shares of stock.

Patterson, N. J.—The Retail Grocery Clerks' Union is working strenuously to secure a weekly half holiday during the summer.

Iowa—State Grocers' Association has declared itself in favor of asking the Legislature to repeal all exemption laws for the purpose, as they say, "that all men should be made equally responsible before the law." They agree to support an anti-child labor law, also a compulsory education law. They decided to favor union-made goods, all things being equal.

St. Paul, Minn.—At the regular June monthly meeting Secretary Ryan paid out to the members $425 collected for them on bad bills during the previous month.

Cedar Rapids, Iowa.—The tea stores of this city have been selling sugar for less than wholesale prices. To do this they had to buy a car of sugar. They could not afford to buy so much and asked the grocers to help in the purchase and agreed to sell it to them at less than wholesale prices as an inducement. The Grocers' Association passed a resolution denouncing the practice of buying sugar from any tea and coffee house at any price. A copy of the resolution was sent to each retail and wholesale grocer of the city.

Sandy, Utah—A movement is on foot to have all grocers unite in refusing to do credit business. A proposition is to give customers four months' notice, after which no more credit will be allowed.

St. Joseph, Mo.—The Trading Stamp store in this city was forced to close because the merchants of this city agreed to drop trading stamps after June 1st.

Minneapolis, Minn.—Governor Johnson of Minnesota is after the State Retail Grocers' Association because of accusations that the retail grocers and meat dealers of Duluth have been fixing selling prices. P. G. Hanson, in referrng to conditions, said that the Association did not fix prices. The secretary of the Association sent out cards when the jobbing prices changed suggesting how many pounds of sugar could be sold with profit for $1. and what the prevailing price was for a sack of flour. The grocer is free to charge whatever he chooses. With the card system he cannot lose money without knowing it. Governor Johnson will investigate the matter and if he finds that the grocers have been trying to fix prices he will request the Attorney General to proceed against the organization on the anti-trust law.

INTERESTED IN STATE ASS'N.

The firm of Bonaiti & Petar of Bolinas, Cal., have made an appeal to the State Grocers' Association for assistance against San Francisco jobbers who sell to consumers in their territory. They express themselves in a recent letter as being interested in what has been accomplished by Association work and would like to get a profit on all staples which is enjoyed by Association members.

They complain that several San Francisco jobbers are selling to hotels and large consumers direct and that one concern in particular recently made a house to house canvas of the entire town informing the residents that they were being robbed by the local firms. This firm succeeded in taking orders from the majority of these people, which were filled with inferior goods, much of which had to be returned or thrown away.

They also complain that the Standard Oil Co., from whom they are the largest purchasers, insist on selling anyone who cares to buy from them.

This firm has been obliged to discontinue their business relatons with one jobbing firm because they persisted in selling to consumers. They complain bitterly that virtually no protection whatever has been accorded them by jobbers or manufacturers in their territory and request that the State Association make some effort to use their influence towards correcting their difficulties.

This matter will be taken up at the next meeting of the State Association and we hope shortly to be able to publish a favorable letter from this firm that the efforts of the State Association have been of some benefit to them.

ROCHDALE STORE STOCKS.

Chico—O. D. Taber, Jr., together with J. D. Marsh, have purchased a large stock of groceries for the Rochdale Co-operative store at the corner of Second and Salem streets.

BABBITT'S SOAPS.

Veteran Soap Company Seeks to Prevent Cutting By Retail Grocers.

Recognizing the great injury done its business by cutting their soap the Babbitt Co. has decided to pay a rebate of 15 cents per case on all purchases made after May 8th where the retailer has not sold Babbitt's soaps for less than 5 cents per bar straight or 22 for $1. On the special rebate contract it is stipulated that the retail dealers forfeit the rebate on any soaps which he may resell to wholesale houses.

As a further inducement to assist in the maintenance of prices the B. T. Babbitt Co. have decided to distribute $1,375 among 100 of the grocers who have not sold Babbitt soaps during the year, January, 1905, to January, 1906, for less than 5 cents per bar, 11 for 50 cents or 22 for $1.

Each of the 25 dealers selling the most Babbitt soaps during the year ending June 1, 1906, will be paid $25. Each of the 25 selling the next largest amount of soap will be given $15 each. The 25 selling the next largest amount will be paid $10 and the 25 selling the fourth largest amount will receive $5 each.

In order to participate in this special allowance no soap must have been sold for less than the price named above.

HIGH LICENSE LEAGUE.

At a recent meeting of the High License League, held in the Parrott building, Vice President John Hatch stated that while it was necessary to secure 10,000 signatures of registered voters in order to obtain a place on the ballot at the next election in order to raise the license fee to $500 per year, that he felt that the organization could secure from 15,000 to 20,000 names to their petitions. He added: "If we get on the ballot there is not a doubt that the high license will carry with the people."



IT'S A MISTAKE
TO THINK
THE BOND
AUTOMATIC
WEIGHER
is suitable for large stores only.

Any store doing $2,500 monthly grocery business
NEEDS ONE.
For Catalogue address
BOND SCALE CO.
Office and Factory
1640 San Fernando Street,
LOS ANGELES
Branch Office and Salesrooms
220 California Street
San Francisco

CRACKER-JACK
THE MORE YOU EAT
THE MORE YOU WANT
THE WORLD'S GREATEST
5¢ SELLER

100 Packages to Case $3.65
Case weighs 40 pounds gross.
Dodge, Sweeney & Co., AGENTS SAN FRANCISCO

FLOUR.

(Continued from Page 5.)

fornia. Every sack of Globe flour they sell gives them a good profit and also saves them from the necessity of selling some other flour on which they do not get a profit.

If every grocer in San Francisco who is now selling Globe flour should make it his business to get one other retail grocer to sell Globe flour in preference to the flour of those mills who do not protect prices, it would be only a matter of a few days before even the most stubborn of the local mills would realize that they were making a mistake by insisting upon the right to discriminate in favor of cutters against the welfare of the other grocers.

The grocers have only themselves to blame if they did not get a fair profit on flour.

When enough of them say to the mills: "We will push your flour when we can get a profit of 15 cents per sack, the same as we do on the Globe flour, but we will not push it until we are assured of such a profit," they will get the profit they want.

A DOUBLE WEDDING.

There is to be a double wedding at the residence of Wm. E. Harms at 1602 Folsom street on June 15th. The principal in the more important function will be Miss Annie Harms, the pretty and clever daughter of the Kartuffel-buhr, who has acted as cashier and bookkeeper for her father for several years back. The fortunate young man is J. Mull.

The same evening will be celebrated the silver wedding of Mr. and Mrs. Harms.

"Community of profit is absolutely essential to a partnership."

Webster.

Partners:

Grocers

and

Schilling's Best

WANT A CHANGE.

'Frisco Grocers Disgusted With Conditions Now Being Forced on Them.

The grocers of San Francisco realize fully the fact that they are now suffering because of the unfair and foolish policy of the present management of their organization.

The present board of directors have failed to assist in the movement towards bettering prices. They have even **interfered to prevent effective action.**

The present board of directors have refused to consider the proposition giving the members an effective collection department. As a result the San Francisco Association collects about $200 per month for a few members, and the Association pays an enormous price for that service, while the members pay a commission besides. In the city of Los Angeles, which is less than one-half the size of San Francisco, from $400 to $600 per month is collected for the members and all the service costs is the commission that is paid to the collectors, which is the same as that charged by the San Francisco secretary.

The board of directors of the San Francisco organization attempted, in the beginning, to prevent the organization from co-operating with the State Association to secure better legislation. They were forced into line by the members at a general meeting who commanded the directors to do what they had refused to do two weeks before.

A Few Men to Blame.

The entire trouble lies with a few men who, in order to gratify personal feeling, are willing to sacrifice the best interests of the members of the organization.

The members must act if they expect to correct this miserable state of affairs.

The annual election will be held at a general meeting called for **Wednesday, June 28th.**

Every member should attend this meeting and should vote to see that the board of directors is made up of representative men who will work harmoniously and who have influence on the "street."

The Grocers' Association of Los Angeles has succeeded in advancing the price of staples to such an extent that the gross receipts of the retail grocers are from 7 to 10 per cent greater than they were two years ago.

If the grocers of San Francisco will put the management of their association into the hands of business men who treat the Association as part of their business, there is no reason why the gross receipts of every grocery store in the city should not be increased from 3 to 5 per cent over what it is at the present time.

Something for Nothing.

It is seldom that any one is able to get something for nothing.

This is almost the case with the present secretary of the San Francisco Grocers' Association.

He is paid $100 a month as salary and is allowed the assistance of a girl at $40, most of whose time is spent in writing letters, etc., to help in collecting bills and each member for whom the collection is made pays the secretary 20 per cent on those collections besides.

In addition to this, the secretary prints the Association's black list in magazine form and is allowed to keep for himself the advertising with which that publication is burdened. In this way he secures a very handsome addition to an already large salary to pay him for hustling for ads for himself and for running a collection business in his own interest. From the nature of the complaints of the members it seems evident that the secretary attempts to collect only the cream of the bils sent in by the members and pays no attention whatever to any that are either small in amount or hard to collect.

Because he is so busy working for himself the secretary has no time to help members get better prices. Instead of this, he lends his assistance to mills who give him advertising for his blacklist in order to defeat the action of the members.

The prevailing conditions are a disgrace to San Francisco.

If the members of the Grocers' Association do not take it into their hands and elect a good, competent board of directors for the ensuing year, **the disgrace will be on them.**

Numerous grocers have expressed themselves to the writer of this article as being disgusted with the present conditions and have stated that, unless present administration is changed, they will withdraw from the organization. The men expressing themselves in this way are the best men in San Francisco and the men to whom the Association has always looked for backing when they went to the manufacturers and jobbers for anything they might need.

X-RAY'S NEW SUCCESS.

Fred Holcomb & Co. are now introducing X-Ray Stove Polish in the interior towns. This splendid article is scoring the same success in the interior cities that it has in the larger communities about the bay. During the past week, salesmen have been canvassing Sacramento and the goods have been placed with about 90 per cent of the retail dealers. Ten thousand samples were distributed in Sacramento and other liberal advertising has been done there.

Another carload of X-Ray Stove Polish arrived this week, nearly all of which has been required to meet the pressing demand of the local trade. Another car is expected shortly.

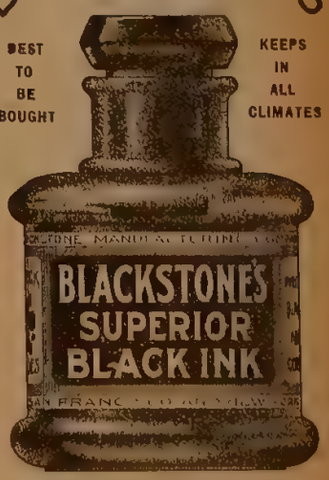
A FINE OPENING.

A-1 chance for practical progressive grocer. For sale cheap well equipped and stocked grocery in one of San Francisco's rapidly growing suburban towns. For detailed address F. H. Thorpe, Redwood City, Cal.

BLACKSTONE'S INKS

BEST TO BE BOUGHT

KEEPS IN ALL CLIMATES



Blackstone Manufacturing Co.
(Incorporated)
MANUFACTURERS OF
WRITING FLUIDS,
Mucilage, Shoe Polish, Shoe Paste, Shoe Dressing and Liquid Glue.
Office and Factory,
1960 Howard St. San Francisco
Telephone Capp 1111.

The "Modern Milk Man"

A SAVER OF



Time
Money
Health



Carnation Cream.

1. **Time**—Saves waiting for the milkman. Always ready for use.
2. **Money**—Retails at 10c. the 20-oz. can. It is heavily concentrated, goes farther than fresh milk, and gives better results in cooking. Will keep in any climate.
3. **Health**—Is absolutely pure and unadulterated (see San Francisco Board of Health "Official Bulletin" for March, 1905). A nutritious food. Is easily digested, and thoroughly sterilized (no danger from disease germs.)

"Every Groceryman can be the milkman to most of his customers."

Manufactured by

Pacific Coast Condensed Milk Co.

Seattle and Kent, Wash. Forest Grove, Oregon.

SPOHN-PATRICK COMPANY

16-22 Front Street, San Francisco

Agents for California, Nevada, Utah, Arizona and New Mexico

A HELP TO GROCERS.

A Little Novelty That Makes Very Pretty Signs.

There is a little novelty in the shape of a formation pen for writing signs that is very clever. They come in different sizes, varying from one-eighth to two-quarters of an inch in width, and by a little practice anyone can make the prettiest effects with them, as the stroke gives the appearance of a twisted ribbon.

They are called Signographs, and can be had of P. E. Lenfestey, 220 California street, San Francisco, complete with ink and directions, upon receipt of the price $1.50.

Quality

Counts before QUANTITY with shrewd buyers



—Our Goods are Always Satisfactory—

Helvetia Milk Condensing Co.

Highland, Ill.

San Francisco Office, 3 Calif'a St.

CANNED GOODS.

Tillmann & Bendel issue a circular under date of June 12th in which they summarize the condition of the canned goods market. Among other things, they say:

Corn and Tomatoes are this season being offered at prices so close to the cost of production as to make them unprofitable to pack except to those canners who use modern and labor-saving devices, and who have an outlet for a large pack.

Asparagus—Those who have placed their orders for asparagus have already profited handsomely.

The crop of California Fruits, taken as a whole, is below the average; although the favorable condition of the apricot and peach crop has enabled packers to name somewhat lower prices on these varieties.

Apricots are in plentiful supply and most excellent in quality, having been affected neither by frost nor scale.

Peaches are expected to yield a good crop, although the quantity will not be up to early expectations. In point of quality there is little room for complaint.

Pears have again been affected by blight to such an extent that even higher prices than last year are being asked. Growers fortunate enough to be situated in districts free from blight are asking almost prohibitory prices for their fruit. The total crop will be about 50 per cent of the normal.

Cherries are almost an absolute failure, due to late rains just at the time when the fruit was ready to be picked and packed. Were it not for the fact that canners have a liberal carry-over, they would not be in position to offer any at this time.

Berries and Plums will probably yield a fair crop without much change in price.

Asparagus—Unfavorable weather conditions, the ravages of rust and a species of centipede, "Scolto Pendrella," are responsible for the disappointing asparagus pack. At the opening of the season, conditions seemed most favorable for satisfactory results, but as the time approached when the stock should be in condition for canning, it was found that the stalks were few and far between. Present indications are that packers will deliver about 50 per cent of their orders.

Corn—Present conditions are not very bright for a large pack, although it is a little early to accurately prophesy the outcome. In Iowa the weather has been so cold and it has been so rainy that but little seed was planted until very late. This late planting will surely make a late season unless the weather turns favorable from now on. Although last year's crop was a bumper one, we feel safe in stating that the bulk of the goods packed will have gone into consumption by the time the new goods are available; this being due to the extremely low price which has ruled on spot stock.

Tomatoes—Although the acreage planted warrants the prediction that the coming pack will not be as great as that of last year, the price is affected by the carry-over which is quite large. The figures named on this item leave packers without a profit; as a consequence, unless the season is a most favorable one, as to climatic conditions, it is more than likely that higher prices will rule later on.

Peas—The acreage exceeds that of former years; but the cold weather has reduced the crop considerably and has cut down the quantity packed, especially the low grades. While the pack to date has not reached the figures estimated earlier in the season, the quality is exceptionally fine and packers who have sold heavily are considering the advisability of advancing prices or withdrawing from the market, notably on the lower grades.

Salmon—As the Alaska Packers' Association, the largest handlers of canned salmon in the world, have not yet named figures, it is impossible to now quote same. From indications it appears that no prices will be named until it can be determined what the Sockeye run will amount to. Dealers are warranted in carrying liberal spot stocks for the reason that pinks are in short supply, while the red varieties are more closely cleaned up than for many years past. Foreign demand is apt to force the market up between now and the time when new pack goods are available.

DID MUCH GOOD.

J. R. Newberry, the millionaire grocer of Los Angeles who gave a number of interesting talks to the trade in the principal cities of the Northwest recently, accomplished a great good and his sound logic should go a great way toward establishing that confidence, co-operation and attention to business which he says are necessarily essential to success in the grocery trade.—Seattle "Trade Register."

CREEP BEFORE YOU WALK.

"It is a great mistake," said a gray-haired merchant in the lobby of the Hotel Astor yesterday, "for young men starting in business for themselves to want to get on too fast—to try to walk before they have learned to creep. There would be fewer failures recorded weekly in 'Dun's' and 'Bradstreet's' if all young men, at the outset of their business careers had adopted the policy of building only on a solid foundation. It would probably require some patience and economy to do so, but in the end it would pay.

"I remember a young man in my native town who started to manufacture 'whisk' brooms. He had just sufficient capital to buy one small hand machine and a trifling quantity of stock and material and to hire a vacant room about fifteen by twenty feet. At the beginning of the venture he had no help whatever. He did all of the work himself, spending the forenoons usually in peddling the brooms from house to house, and the afternoons and nights in making more brooms. At first, this was slow and hard work; but after a time the fellow's energy and grit began to tell. He sold, of course, for cash, and he was thus enabled to pay cash for what he bought; and it was not long before he was able to buy another machine, hire a helper and thus to devote more time to peddling.

"By plodding along in this way, that young man within two years was manufacturing 'whisk' brooms for the retail trade. He had moved to larger quarters, had a dozen or more men in his employ, and he himself spent a large part of the time on the road. He kept on in this way for several years, feeling his way cautiously, but all the time making a little further progress; and three years ago he retired from business at the age of about 50 worth $250,000. The big concern that he had built is now part of the properties, I believe, of the so-called 'broom trust.'"—New York "Retail Grocers' Advocate."

MANTECA CO-OPERATIVE STORE.

Manteca—The Rochdale Co-operative Company of Manteca is progressing famously, and it will have its new store open in a very short time. The stockholders are well satisfied with the organization and believe that the new co-operative store will be one of the best improvements the progressive community of Manteca has yet secured.

FIRST HIGHEST AWARD

The Complete Exhibit of the

Dayton Money-Weight Scales

At St. Louis World's Fair, 1904, received the HIGHEST AWARD and GOLD MEDAL.



MANUFACTURED BY
Computing Scale Co.
DAYTON, OHIO

1—They give the correct value of the article being weighed.
2—They prevent loss from errors in calculation.
3—They save time required in making calculation
4—They are made better than ordinary scales.
5—With proper care they will last an ordinary life-time.
6—The pivots are of hardened tool steel, and with agate bearings inserted at the proper point, are practically indestructible.
7—They are sensitive to the very small fraction of an ounce.
8—They are an ornament to any store.
9—They are the only scale that is mechanically honest.
10—Customers, knowing them to be an honest scale, like to have their purchases weighed on them.
11—Sold on easy monthly payments.

With the **Money Weight Scales** you at once weigh goods **AT THEIR MONEY VALUE.**

Send for further information to

PIERCE & CO., PACIFIC COAST AGENTS

846 James Flood Building, Cor. Market and Powell Sts., San Francisco, Cal.

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Each of these departments in this Price List is checked up and corrected every week by two or more reliable authorities on values. More than thirty wholesale houses co-operate with us to secure for our List the greatest accuracy possible.

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COLUMN 1.
Department 1.

COFFEE, CHICORY, ETC.

Green Coffee.

Mocha, Genuine Arabian	23	25
No. 2	17	18
No. 3	16	
Kona (Hawaiian)	10	18
Mexican	12	18
Java, common	15	18
Java, brown plantation	20	25
Caracol, prime washed	13	16
Caracol, ordinary	13	14
Guatemala	11	17
Costa Rica	12½	16
Salvador	10¾	12

Roast Coffee.

Salvador	12 20
Costa Rica	16 20
Java	24 31
Mocha Aden	27 31
Prme W shd, C. A. Blends	19 24
Good C. A. Blends	18 20
Ordinary Blends	12 12

Private Brands.

Royal Java Roast	13
Lion, 100-lb	14.97
Arbuckle's, 100-lb	14.87
Arab, 1-lb tin	18
Hill's Bros. Arabian Roast	27
"M.J.B.," 60 1's in case	28
"M.J.B." 30 2 s in case	27
"M J.B." 20 3 s in case	25

Schilling's Best Coffee.

Tins: 30-lb price
60-lb case ¼ off

1-lb cartons	1lb tins	2lb tins	3lb tins
5-star	36¼	39¼	38¼ 38
4-star	29½	32¼	31¼ 31
3-star	25¾	28¾	27¾ 27½
3-star Laquered (3-lb. tin s only)			27½
2-star	22½	25	24¼ 24
1-star	18¾	21¾	20¾ 20½

Cartons only in 25, 50 or 100 lb cases can be assorted as required.

The Porto Rico Co.

Ponce de Leon, sealed cans only, 1-lb 30, 2-lb 29, 3-lb 28½
Cream of Moca, 1-lb. cartons 25
La Gloria de Porto Rico in bulk 26

Ground Coffee.

Hill's Bros. Arabian Roast	27
Cafe des Gourmands	26
Mexomoka	15

Chicory.

California	6
Belgian	7
German, Genuine	8

Coffee Extracts.

Bulk, per lb.	07
Vienna, ¼'s, 10-lb bx.	25
Vienna, 1's, 10-lb. bx.	25
Ackermann's, ½-gross bxs., gross	4 00

COLUMN 2.
Department 2.

TEAS.

Japan.

(Panfired, Sundried or Basket-fired.)

Extra Fancy	56	74
Fancy	44	55
Extra Choicest	39	43
Choicest	34	38
Fine	34	33
Fair	23	24

Green China.

(Gunpowder, Imperial or Young Hyson.)

Extra Fancy	55	76
Fancy	33	46
Choicest	35	37
Extra Choice	32	34
Fine	25	31
Fair	20	25

English Breakfast.

Extra Fancy	67	80
Fancy	51	66
Choicest	35	50
Choicest	34	36
Choice	20	22
Fine	15	20
Fair		

Oolong.

Extra Fancy	53	$1.50
Fancy	50	57
Extra Choice	36	48
Choicest	33	32
Fine	27	32
Fair	23	26

Ceylon and India

Broken Orange Pekoe	36	65
Broken Pekoe	33	56
Orange Pekoe	31	53
Pekoe	27	46
Pekoe Souchong	24	39

Schilling's Best Teas.

(Packed only in 16, 12, 8 and 4-oz. Cartons. Never in bulk.)

Japan, per lb	45
do, 1 crn., 90c; 2 crn.	$1.80
English Breakfast	45
do, 1 crn., 90c; 2 crn.	$1.80
Ceylon	45
do, 1 crn., 90c; 2 crn.	$1.80
Oolong	52½
do, 1crn., 1.05, 2 crn.	2.10

TREE TEA

(Pride of Japan, etc.)

Packed in 1 lb. and ½ lb. cartons	37½
Japan	37½
E. B. Congou	30
Oolong	45
Gunpowder	60
Ceylon	

COLUMN 3.
Department 3.

SUGAR AND SYRUPS.

The Western Sugar Refining Company quotes net cash prices as follows. Barrels are an advance of 10c, half barrels, 25c, boxes, 50c, 50-lb. bags, 10c.

Dry Granulated, 100-lb. sk	5 70
Fruit Granulated	5 70
Confectioners' A	5 70
Cube	5 95
Crushed	5 90
Fine Crushed	6 10
Candy Granulated	5 80
Magnolia A	5 30
Extra C	5 20
Golden C	5 10
Beet D. G.	5 00
Bar Sugar, bbls.	6 10

¼ cent off for prompt cash.

Do.	½-bbls	6 50
Do.	40-lb. tins	7 60
Do.	30-lb tins	7 60
Do.	30 lb. boxes	6 75
Domino, 5-lb. cartons, 24 to cs		8 90

SYRUPS.

Saratoga Drips (Long's)	gal.	Gal
50-gal. bbls.	$	50
30 gal. bbls.		72
17 gal. bbls.		55
5 gal. jackets	2	35
4½ gal jackets	1	23
2 gal kits		91
1½ gal. kits		70
1 gal tins		

Pac. Coast Syrup Co.

Tea Garden Drips—	Case
12, 1 gal. tins	$8.40
20, ½ gal. tins	7.70
24, ¼ gal. tins	7.34

Orange Blossom Drips.

6 1 gal. tins	per case	$2 40
12 ½ gal.	" "	2 60
24 quart	" "	2 85
36 2-lb.	" "	33
50-gal. bbls	" "	35
28-gal. ½-bbls.	" "	

Molasses.

New Orleans.

Genuine Light, about 70 gals. bbls.	50
Genuine Light, 30 gal ½ bbls.	52
Genuine Light, 15 gal. ¼ bbl	55
Genuine Light, 5 gal. kegs, gal	57

Doz.

Pelican	12 1 gal tins	9 60
Pelican,	20, ½ gal. tins	5 50
Pelican,	24, ¼ gal. tins	6 10

COLUMN 4.

Maple Syrup.

Woodlawn (Long's)	case.	Case.
Gal cans, 10 to cs	$11	00
Gal. cans, 6 to cs	7	14
½ gal cans, 12 to cs	8	10
¼ gal cans, 24 to cs	10	15
10 gal. jackets, each	5	11
5 gal. jackets, each	4	63
4½ gal jackets, each	4	60
Qts., glass, 12 in cs	4	90
Pts., glass, 24 in cs		

Pac. Coast Syrup Co.

Toboggan—	Doz.
⅛ gal. tins, 2 doz. to cs.	2.25
¼ gal. tins, 2 doz. to cs.	4.00
½ gal. tins, 20 to cs.	7.20
1 gal. tins, 12 to cs.	13.20

"OLD MANSE"
—Absolutely Pure—
CANADIAN SAP MAPLE SYRUP.



	Doz.	Price.
1 gal. cans, ⅓ doz. in cs.	$15	00
½ gal. cans, 1 doz. in cs.	8	00
¼ gal. cans, 2 doz. in cs.	4	25
⅛ gal. cans, 4 doz. in cs.	2	00
Qt. bottles, 1 doz. in cs.	4	50
Pt. bottles, 2 doz. in cs.	3	00
Decanters, 1 doz. in cs.	5	50
4½ gal. Jackets, per gal.	1	15

Retail Discount 5 per cent. 10 cases 7½ %, 25 cases or over 10%.

On each package we offer to forfeit $1,000.00 if found short in measurement or containing any impurities

Maple Sugar.

Vermont, gen. pure, abt. 30 1-lb bricks, per lb	17
Vermont, gen. pure, abt. 20 2-lb bricks, per lb	15½
Log Cabin, in 1, ½ and ¼-lb bricks, assorted in 25-lb pails per lb	15
Scudder's, in 1, ½ and ¼-lb bricks, asstd, per lb	14

COLUMN 5.
Department 4.

DRIED FRUITS, NUTS AND HONEY.

(Add ¼c for 50-lb boxes and ½c for 25-lb. boxes.)

Apples.

Sundried, sacks	6
Evap, fancy 50-lb bxs	8
Evap, ex. choice, 50-lb bx.	7½
Evap, choice 50-lb bx.	7

Apricots.

Choice Sacks	12
Fancy Sacks	13
Fancy, 25-lb boxes	13½

Blackberries.

In boxes, per lb	13

Cherries.

Pitted, in boxes, per lb	30
Unpitted, in boxes, per lb	11

Currants.

In bbls (tubs 6¾)	6½
In mats, 50-lb	7
Recleaned, in bbls.	7
Recleaned, 25-lb boxes	7½
Recleaned, 50-lb boxes	7½
Recleaned 1-lb carts.	8
Recleaned, 12-oz. carts.	6¾

Dates.

Fard 14-lb, per lb (70-lb 7)	8
Persian, 65-lb case	5½

Figs (California).

Black, sacks	4½	5
Black, 25-lb boxes, per bx.	1 20	1 40
White, bags	4½	5
White, 10-lb bx, per bx.	60	
White, 10 1-lb boxs, pr bx.	65	75

Figs (Imp. Smyrna.)

Fancy, 10-lb bx, per lb	18
Choice, 5-lb bx, per lb	16

Nectarines.

White	8½
Red	8

Peaches.

Choice, in sacks	10	11
Ex. choice, in sacks	11	12
Fancy, in sacks	12	13

Pears.

Choice, ¼'s, in sacks	10	
Ex. choice, ½'s, in sacks	11	
Fancy, ½'s, in sacks	12	

Plums.

Unpitted	3
Pitted, bleached	9
Pitted, black	7

COLUMN 6.

Prunes.

	Sks.
30s-40s	7
40s-50s	6½
50s-60s	6¼
60s-70s	6
70s-80s	5¾
80s-90s	5½
90s-100s	5

Raisins.

	Box	½'s	¼'s	50 lb
6 Cr. Layers	$ 25	—	—	—
5 Cr. Layers	2.75	—	—	—
4 Cr. Layers	2.25	—	—	—
3 Cr. Layers	1.75	—	—	—
2 Cr. Layers	1 15	—	—	—
4 Cr. Loose	....	—	—	03¾
3 Cr. Loose	....	—	—	03¼
2 Cr. Loose	....	—	—	04¾

Thompson Seedless, bkhd, 50-lb boxes 10½
Sultana Seedless, bkhd, 48 1's, per lb.....
Seedless Muscatels, 50-lb cases 4
Seeded, 1-lb cart..... 7½
Seeded, 12-oz. cart..... 8¾

NUTS.

Almonds, fancy, I. X. L.	none
Almonds, choice, soft shell, Drake	16
	14
Almonds, shelled, No. 1.	32-35
Almonds, shelled, No. 2.	27-30
Almonds, shelled, Jordan, Imp	.38
Almonds Jordan, Dom.	.37½ .40
Brazils, 210-lb sks, new	.12 .13
Chestnuts, Cal. Italian.	.09 .10
Cocoanuts, $3 100.....	4.50 5.50
Filberts, 175-lb sk.....	.11 .12
Peanuts, Japanese, hand picked	.06½ .07
Peanuts, roasted	.08 .09
Pecan, polished	.14 .15
Pine	
Walnuts, hard shell	10½
Walnuts, sft shll, No. 2	.13½
Walnuts, sft shll, No. 1.	.14½

CANNED VEGETABLES.

	$
Asparagus "Griffin Extras" Mammoth.....	
Large White	
Medium White	
White Tips	
Artichokes, 2½'s	3 00
Beans, Stringless "Extras"	1 40
Beans, Blue Lake	1 30
" " " gal	4 50
Beans, String, 2-lb	.75
Beans, String, gal	3.50
Beans, Lima, Soaked	1.00
Beans, French, Kidney, 2-lb.	1.15
Beans, French Red Kidney, 2-lb. "Joan of Arc" Brand, p.dz. 1 case free with 10.	1.15
Pancy Eastern	1.85
Corn, Smith's Hulled, 2 doz. in case, per doz.	1.20
Hominy, Great Western, 3 lb	1.20
Corn, 2-lb, Western	.95
Corn, 2-lb, Maine	1.35
Dunbar's Okra, 2½-lb	1.70
Petit Pois, Griffin extra	1.50
Peas, Griffin extra sifted	1.25
Peas, Standard sifted	1.10
Peas, Standard Marrowfat	.95
Pumpkin, 3-lb.	1.37½
Spinach, 2½	1.75
Succotash, fancy, tins	1.40

Tomatoes.

	doz.
3's, Griffin's Ex. Solid Pack	$1.10
3's, Griffin's Ex., with peppers	1.15
2½'s, Cutting's Solid Pack	.90
2½'s, Cutting's Solid Pack, with peppers	.95
2½'s, Cutting's Standard	.72½
Gallon, Standard	2.25
Gallon, Solid Pack	2.75
Gallon, Puree	2.35

P. F. Rathjens PORK PACKER

1311-1315 Pacific Street.

Sausages.

Garlick Frankfurter 10
Bologna 10
Blood and Liver..... 9
Tongue and Headcheese..... —
Choice California Ham..... 12
Extra Light Bacon..... 15½
Medium Light Bacon..... 12½

Boiled Hams.

Kingan 20
Eastern 19
California 17

Mettwurst.

Extra Home Made..20, 22½, 25

LARD.

50 lb. tins..... 9
20 lb. tins..... 9½
10 lb. tins..... 10
5 lb. tins..... 10
2 lb. tins..... 10
1 lb. cups..... 11

COLUMN 7.

HONEY.

Water White, 2 5's, lb.	.07½
Light Amber, 2 5's, lb.	.06½
Lt. Amber, 10 1 gal tins, gal	.75
Lt. Amber, 20 ½ gal tins, gal	1.00
Lt. Amber 2-lb tins, doz.	2.60
Lt. Amber, 16-oz. bots, doz.	1.35
Comb, 1-lb glass jars, doz.	1.75
Comb, 2-lb glass jars, doz.	2.90

Pine Apples.

	Per Doz.
2 lb., fancy sliced, E. & C., 2 doz. in case	2 50
2 lb. grated, 2 doz in case.	2 25
2 lb. shredded, 2 doz. in case Hawaiian	1 65

Johnson's—Columbia.

2 lb. sliced, 2 doz. in case.	2 30
2 lb. grated, 2 doz. in case.	2 30
1 lb. sliced, 4 doz. in case.	1 15
1 lb. grated, 4 doz. in case.	1 15
gal., coreless, 4½ lb. to tin, ½ doz. in case, per lb.	16
gal., grated, 7 lb. to tins, ½ doz. in case, per lb.	13
2 lb., sliced, Baltimore, 2 doz. case	2 25
2 lbs., grated, Baltimore, 2 doz case	2 25
1 lb., cocktail, Baltimore ovals, 4 doz. case	1 25
2 lb., sliced, Singapore, 4 doz case	1 75
3 lb., sliced, Singapore, 2 doz. case	2 40
Royal Hawaiian, 2-lb grated, 2 doz. case	1 80
2-lb sliced, flats, 2 doz. case	2 00
Tall, 2-lb sliced, 2 doz. case	2 00

COLUMN 8.

Department 5.

JELLIES, JAMS, ETC.

Griffin Extra Preserves.

Raspberry, strawberry, blackberry currant, loganberry, per doz. $2.00
Cherry, per doz. $2.00
Less 10 per cent in 5-case lots.
Apricot, Damson, Fig, Gooseberry, Gage, Peach, Plum, Quince, per doz. $1.80
Orange Marmalade $1.75

Long's Preserves.

Strawberries, Raspberries, Blackberries, Loganberries, Cherries, Pineapples, Pears, Figs, in 20-oz. glass jars, 2 doz. in cs., per doz. $3 50
Apricot, Plum, Quince, Orange, Peach, in 20-oz. glass jars, 2 doz. in cs., per doz. 3 20
Asstd, 2 doz. in cs., per doz. 3 30

JAMS.

Curtice Bros. Co., Rochester, N. Y.

In 16 oz. Glass Jars.

Strawberry, raspberry, raspberry and currant, red cherry, white cherry, apricot, black currant, red currant, quince (sliced), peach (sliced), pear (sliced), blackberry, gooseberry, grape, green gage, egg plum, damson, pineapple marmalade, tomato marmalade, orange marmalade, per dozen, $1.95.

All above packed in cases of 2 dozen each.

COLUMN 9.

Long's Peerless Jams.

Strawberry, Raspberry, Blackberry, etc., in 16-oz. glass jars, 2 doz. in cs., per doz. 2 00

Long's Pure Currant Jelly.

Tumblers, 2 doz. in cs., doz. 2 00
30-lb. kits, per kit 3 00
15-lb. kits, per kit 1 75

Marmalades.

Orange (Dundee) 48-1's, doz. 2 75

COLUMN 10.

Apple Butter.

Heinz, 2's, 2 doz. in cs, doz. $2 25
Heinz, 3-lb stone crocks, doz. 4 25
Heinz, 4½-lb stone crocks, dz 6 50
Heinz, 18-lb. stone crocks, lb. 11

Peach Butter.

Heinz 4½-lb stone crocks, doz 9 00
Heinz, 18-lb. stone crocks, lb 14

Maraschino Cherries.

Long's, qts, 12 to cs, per cs. 6 50
Long's, pts., 24 to cs., per cs. 7 50

JELLIES

FRUIT	2 lb. Extra	2 lb. Stand	1 lb. Extra	Tumblers	Ex. Lunch 1 lb Glass
Apple	1 55	1 35	1 00	90	1 75
Apricot	1 55	1 35	1 00	90	....
Assorted	1 55	1 35	1 00	90	1 75
Assorted No. 2	....	....	....	....	1 75
Blackberry	1 55	1 35	1 00	90	1 75
Cherry	....	....	....	....	....
Crabapple	1 55	1 35	1 00	90	1 75
Currant	1 75	1 50	1 10	90	1 90
Damson	....	....	....	....	1 75
Fig	....	....	....	....	....
Gooseberry	1 55	1 35	1 00	90	1 75
Grape (Catawba)	....	....	....	....	1 75
Green Gage	....	....	....	....	....
Lemon	1 55	1 35	1 00	90	....
Loganberry	....	....	....	....	1 75
Orange Marmalade	....	1 35	1 00	90	....
Peach	1 55	1 35	1 00	90	....
Plum	1 55	1 35	1 00	90	1 75
Quince	1 55	1 35	1 00	90	1 75
Raspberry	1 55	1 35	1 00	90	1 75
Strawberry	1 55	1 35	1 00	90	1 75

JAMS

	2 lb. Extra	2 lb. Stand	1 lb. Extra	Tumblers	Ex. Lunch 16 oz. G/s Preserves
Apple	....	....	....	....	....
Apricot	1 60	1 35	90	90	1 80
Assorted	1 60	1 35	95	90	1 80
Assorted No. 2	....	....	....	95	1 80
Blackberry	1 85	1 60	95	90	1 80
Cherry	....	....	....	....	1 80
Crabapple	....	....	....	....	....
Currant	1 85	1 60	95	90	1 80
Damson	....	....	....	....	1 80
Fig	1 60	....	....	....	1 80
Gooseberry	....	....	95	90	1 80
Grape (Catawba)	....	....	....	....	....
Green Gage	....	....	....	....	1 80
Lemon	....	....	....	....	....
Loganberry	....	....	....	....	1 80
Orange Marmalade	1 60	....	90	90	1 75
Peach	1 60	1 35	90	90	1 80
Plum	1 60	1 35	90	90	1 80
Quince	1 60	1 35	90	90	1 80
Raspberry	1 85	1 60	95	95	1 80
Strawberry	1 85	1 60	95	95	1 80

Department 6.

CANNED FRUITS AND CANNED VEGETABLES.

2 lb. Extras	2½ lb. Extras	2½ lb. Extra Standards	2½ lb. Standards	2½ Second	2½ Water	2½ Pie	KIND	Gallons Extras 3 lb. Grade	Gallons Extras 2½ lb. Grade	Gallons Extra Standard	Gallon Standard	Gallon Water	Gallon Pie
2 25	1 65	1 40	1 30	1 15	1 05	1 05	Apples	....	....	4 00	3 50	....	2 65
2 50	....	1 35	1 25	1 10	1 00	1 00	Apricots	5 75	5 00	4 50	....	2 75	2 40
....	....	....	....	....	....	....	" peeled	....	....	....	....	....	....
....	....	....	....	....	....	....	" sliced	....	....	....	....	....	....
....	....	....	....	....	....	....	Assorted	....	....	....	....	....	....
2 25	1 70	1 45	1 35	1 20	....	....	Blackberries	....	....	4 25	4 00	3 75	3 40
....	2 20	1 90	1 75	....	....	....	Cherries (Royal Anne)	....	....	....	....	....	....
....	2 10	1 75	1 60	....	....	....	Cherries (White)	....	....	....	....	....	3 65
2 80	1 90	1 75	1 60	....	....	....	Cherries (Black)	....	....	5 25	4 60	....	3 65
2 00	1 35	1 20	1 10	95	90	90	Grapes (White Muscat)	....	....	3 50	3 10	2 50	2 25
..	1 60	..	1 25	1 10	..	..	Nectarines	....	....	....	....	....	....
2 65	..	..	....	....	....	....	Peaches (Yellow)	6 50	5 25	4 60	4 25	....	....
2 75	..	....	..	..	..	..	Peaches (Lemon Cling)	7 75	7 00	....	5 00	....	....
2 75	..	..	..	1 40	....	....	Peaches (Lemon Cling Sliced)	7 75	7 00	5 75	5 00	....	....
....	....	..	..	..	..	..	Peaches (White Heath)	..	..	5 25	4 75	....	....
2 65	..	..	1 55	..	....	....	Peaches (White Heath Sliced)	....	....	....	....	....	....
2 75	2 00	1 70	1 60	1 35	....	1 00 / 1 05 pld	Pears (Bartlett)	7 00	6 25	5 25	4 75	3 75	2 40 pld / 2 15 unpl
2 10	1 45	1 20	1 10	95	90	90	Plums (Green Gage)	5 00	4 25	3 50	3 25	2 55	2 30
2 10	1 45	1 20	1 10	95	90	90	Plums (Egg)	5 00	4 25	3 50	3 25	2 55	2 30
2 10	1 45	1 20	1 10	95	90	90	Plums (Gold Drop)	5 00	4 25	3 50	3 25	2 55	2 30
2 15	1 50	1 25	1 15	1 05	95	95	Plums (Damson)	....	....	....	....	....	....
....	2 00	2 35	2 10	1 95	..	..	Raspberries	..	..	....	....	....	....
....	2 10	1 85	1 70	1 45	..	..	Strawberries	..	..	....	....	....	....
..	..	..	..	..	..	..	..	..	..	..	..	..	..

Department 7.

PROVISIONS.

Hams.

Eastern Standard, 17/19	.18¾
Eastern Standard, 15/16	.18¾
Eastern Standard, 12/14	.14
Eastern Standard, 10/12	.14
Eastern Fancy 10-12	.14½
Local cure, all averages	.12¾ .13¼
Picnic Hams	.8¾

Boiled Hams.

Skin on	.18½
Skin off	.19½

Breakfast Bacon.

Eastern Standard, 6/8	.16
Eastern Standard, 8/10	.15½
Eastern Standard, 10/12	.15
Eastern Fancy	.18¼
Local cure 14	.10

English Cured Bacon.

Eastern cure, 8-10	.15
Eastern cure, 10/12	.14½

Dry Salt Bacon.

Clear medium Bacon	.11
Clear light medium	.11
Clear Lt. med. select	.11½
Light Belly	.13
Extra light Belly	.13½
Bacon Backs	.10¾
Bacon Bellies	.12½

Dry Salt Meats.

Sides	.10¼
Bellies	.11
Backs	.10
Fat Backs	.10

Barreled Pork.

	Bbls.	½-bbls.
Spare Ribs	$	
Family Pork	14.50	7.50
Clear Pork	19.00	9.75
Pig Pork	22.50	11.50

Barreled Beef.

Mess Beef	11.50	6.00
Extra Mess Beef	11.50	6.00
Family Beef	11.50	6.00
Extra Family Beef	12.00	6.25
Beef Tongues	25.00	13.00

Pigs Feet.

Tierces, about 300 lb.	$18.00
Barrels, about 200 lbs.	13.50
½ barrels, about 80 lbs.	5.00
Kegs, about 25 lbs.	2.10
Kits, about 15 lbs.	1.25

Honey Comb Tripe.

Tierces, about 300 lbs.	$17.00
Barrels, about 200 lbs	13.00
½ barrel, about 80 lbs.	5.00
Kegs, about 25 lbs.	2.10
Kits, about 15 lbs.	1.25

Sausages.

	Per lb.
Braunschweiger	17
Italian Salami	23
D'Aries	22
Mortadella	24
Bologna	8½
Frankfurters	8½
Garlic Sausage	9
Liver Sausage	8½
Pork Sausage	8½
Head Cheese	8½
Tongue Sausage	8½

Pure Leaf Lard.

Tierces, about 350 lbs net	9¾
½-bbls, about 100 lbs net	10
80-lb. Wood Tubs, 80-lbs. net	9¾
60-lb. Wood Tubs, 60 lbs. net	9⅞
20-lb. Wood Pails, 20-lbs. net	10⅜
50-lb. Cans, 1 to a case	10
20-lb. Cans, 4 to a case	10⅛
10-lb Cans, 6 to a case	10⅛
5-lb. Cans, 12 to a case	10⅜
3-lb. Cans, 20 to a case	10¾

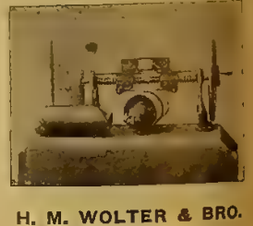
Compound Lard.

Tierces, about 350 lbs. net	5¾
½-bbls., about 100 lbs. net	6
80-lb. Wood Tubs, 80 lbs. net	5⅞
60-lb. Wood Tubs, 60 lbs. net	5⅞
20-lb. Wood Tubs, 20 lbs. net	6⅛
50-lb. cans, 1 to a case	6
50-lb. cans, 2 to a case	6
20-lb. cans, 4 to a case	6⅛
10-lb. cans, 6 to a case	6⅛
5-lb. cans, 12 to a case	6⅜
3-lb. cans, 20 to a case	6¾

ANCHOR PACKING CO.
140 Eighth St., S. F., Cal.
PORK PACKERS AND PROVISION DEALERS.
Boilers of Kingan and Anchor Hams.
SAUSAGES, COOKED MEATS, TONGUE

Hams, Kingan, boneless boiled	18c
Anchor, "	17c
Bacon (special)	16c
Lard, 55	9¾c
" 20	10c
" 10	10c
" 5	10¼c
" 3	10⅜c

Please note that our hams are all hand tied.



H. M. WOLTER & BRO.
Dealers in
...Boneless Boiled Hams...
GROCERS PRONOUNCE THEM THE BEST.
103 12th St. Tel., Mint 1763
KINGAN 20
CUDAHY "REX"..... 19

HEINEMAN & STERN
916 Larkin Street
Prices quoted on application by telephone or letter

	Lbs.
Garlic Sausage,	
Ring	"
Bologna	"
Frankfurter	"
Rollada	"
Smoked Beef	"
Pickled Meat	"
Headcheese	"
Tongues	Doz.
Dried Beef	Lbs.
Smoked Mutton,	"

COLUMN 11. COLUMN 12.

Department 8

CANNED MEATS

ALL PRICES ARE PER DOZEN	No. ¼ Tins 4 Doz. in Case	No. ½ 2 Doz. Tins in Case	No. 1 Tins 2 Doz. in Case	No. 2 Tins 1 Doz. in Case	No. 6 Tins 1 Doz. in Case	No. 14 Tins ½ Doz. in Case	No. 1 Tins 1 Doz. in Case
Corned Beef	.....	.....	1 30	2 30	8 25	18 25	.....
Roast Beef	.....	.....	1 30	2 30	8 25	.....	.....
Roast Ribs of Beef, Boneless	.....	.....	1 40	2 50	.....	.....	.....
Roast Mutton	.....	.....	.....	2 70	.....	.....	.....
Brisket Beef	.....	.....	1 40	2 50	.....	.....	.....
Boiled Beef	.....	.....	1 35	2 40	8 25	.....	.....
Chipped Beef	.....	1 20	2 10	.....	15 50	.....	.....
Sliced Beef, in tins	.....	1 40	2 50	.....	.....	.....	.....
Sliced Beef, in glass	.....	1 45	2 75	.....	.....	.....	2 75
Brawn	.....	.....	1 40	2 45	8 25	.....	.....
Compressed Ham	.....	.....	1 50	2 75	.....	.....	.....
Lunch Tongue	.....	1 90	3 25	6 50	.....	.....	.....
Lambs Tongue	.....	1 70	2 95	.....	.....	.....	.....
Sliced Ham	.....	.....	3 70	6 40	.....	.....	.....
Sliced Bacon	.....	.....	.....	.....	.....	.....	2 80
Sliced Bacon in Glass	.....	.....	.....	.....	.....	.....	.....
Deviled Ham	40	80	.....	.....	.....	.....	.....
Potted Ham	40	80	.....	.....	.....	.....	.....
Potted Ox Tongue	40	80	.....	.....	.....	.....	.....
Potted Chicken	90	1 60	.....	.....	.....	.....	.....
Potted Turkey	90	1 60	.....	.....	.....	.....	.....
Deviled Chicken	90	1 60	.....	.....	.....	.....	.....
Deviled Turkey	90	1 60	.....	.....	.....	.....	.....
Boneless Chicken	.....	3 40	5 55	.....	.....	.....	.....
Boneless Turkey	.....	3 40	5 55	.....	.....	.....	.....
Veal Loaf	.....	1 10	2 10	.....	.....	.....	.....
Ham Loaf	.....	1 10	2 10	.....	.....	.....	.....
Beef Loaf	.....	1 10	2 10	.....	.....	.....	.....
Chicken Loaf	.....	1 60	2 75	.....	.....	.....	.....
Chicken Pate and Ham	.....	1 10	.....	.....	.....	.....	.....
Chili Con-Carne	.....	.....	1 40	.....	.....	.....	.....
Beefsteak and Onions	.....	.....	1 60	.....	.....	.....	.....
Hamburger Steak with Onions	.....	1 95	2 00	.....	.....	.....	.....
Frankfurter Bratwurst	.....	.....	2 00	.....	.....	.....	.....
Sweetbreads	.....	.....	2 40	.....	.....	.....	.....
Vienna Sausage	.....	90	1 55	.....	.....	.....	.....
Oxford Sausage	.....	.....	2 45	.....	.....	.....	.....
Bologna Sausage	.....	.....	2 25	.....	.....	.....	.....
Vienna Sausage and Kraut	.....	.....	1 20	.....	.....	.....	.....
Corned Beef Hash	.....	1 10	1 55	.....	.....	.....	.....
Lunch Sausage	.....	90	.....	No1½ 6 50	No 2 7 50	No2½ 9 50	No. 3 12 00
Ox Tongue, whole	.....	.....	.....	2 45	.....	.....	.....
Minced Collops	.....	.....	.....	1 75	.....	.....	.....
Tripe	.....	.....	.....	2 50	.....	.....	.....
Pork Sausage	.....	1 05	.....	.....	.....	.....	.....
Stewed Kidneys	.....	.....	.....	90	1 40	.....	1 85
Pork and Beans, Plain	.....	.....	.....	95	1 45	.....	1 90
Pork and Beans, with tom. sc's	.....	.....	.....				

Department 9.

FISH AND CHEESE.

Russian Caviar.

	Per doz
1-lb cans, 2 doz in case	$13 00
½-lb cans, 2 doz in case	6 75
¼-lb cans, 5 doz in case	3 65
⅛-lb cans, 6 doz in case	2 10
White Label Brand	3.50

CHEESE.

Foreign and Domestic.

	old	new
New York State Factory	none	15½
Cheddars, October make. Twins, " "	19	16
Calif. State factory flats	11	12½
Calif. State factory Young Americans	12½	13½
Limburger, Eastern, ₩ lb	16	
Swiss, imported, ₩ lb		25
Roquefort, ₩ lb		38
Gouda, ₩ lb		27
Pineapples, Eastern, 6 in cs, ₩ case		$3 35
Pineapple, Eastern, 6 in cs, small		2.35
Holland or Edam, medium, plain, per doz	$ 8.50	9.00
Holland or Edam, medium, in bladders, per doz	9.50	10 50
Holland or Edam, large, plain, per doz	9.50	10.00
Holland or Edam, large, in bladders, per doz	10.50	11.50

Fancy.

Camembert Brie, Roquefort, and Gorgonzola, jars	3 00
Parmesan C & B, sml bot, doz.	3.00
Parmesan C & B, lge bot, doz.	5.00

Bayle's.

Small ½-lb. 1-lb. 2½-lb 5-lb

Deviled Cheese	$1.00	$2 25	$4.00	$ 8.00	$9.00
After Dinner Cheese	$1 00	2.40	4.00	4 50	7.50
Roquefort Cheese	$1.00	2.40	4.00	4.50	7.50

SALT FISH.

Pacific Codfish.

Bndles, 50 lbs each, per lb	5¼
Cs, selected, 100 lbs ea, pr lb	6
Boneless, 30-lb boxes, per lb	7
Boneless Strips, 40lb bxs, pr lb	7½
Boneless Blocks, 40lb bxs, p lb	7½
Boneless Tablets, 36 bxs, pr lb	8
Boneless Middles, 60 bxs, pr lb	10½
Boneless Middles, extra, 60-lb boxes, per lb	10½

Eastern Codfish.

Gen Georges, 3 fish to cs	$10.00
Gen. Georges, 12 fish to cs	9.00
Geo. Cur. Cod, 16, 18 fish to case	8 50
Geo. Cur. Cod, 40 fish to cs	8 00
Gen. Geo. Middles, 60 fish.	13½
Gen. Geo. Tablets, 36 fish.	11½
Gen. Geo. Blocks, 40 fish..	11½

Shredded Codfish.

Codfish, Beardsley's shredded, 2 doz. in case 1.00

Norwegian Mackerel.

Bloater, 200-lb. bbl., 120-130 fish	48.00
Bloater, 100-lb. ½ bbl., 60-65 fish	25.00
No. 1, 200-lb. bbl., 150-160 fish	35.00
No. 1, 100-lb. ½ bbl., 75-80 fish	18.00
No. 2, 200-lb. bbl., 220-240 fish	30.00
No. 2, 100-lb. ½ bbl., 110-120 fish	16.00
No. 3, 200-lb. bbl., 300-350 fish	26.00
No. 3, 100-lb. ½ bbl., 150- 175 fish	14.00

Irish Mackerel.

No. 1, 200-lb. bbl., 200-220 fish	none
No. 1, 80-lb. ½ bbl., 80-90 fish	none
No. 2, 200-lb. bbl., 325-350 fish	21.50
No. 2, 80-lb. ½ bbl., 130-140 fish	9.00
No. 2, 200-lb. bbl., 475-500 fish	20.50
No. 2, 80-lb. ½ bbl., 180-190 fish	9.00
No. 1, 10-lb kits, 15-16 fish	1.35
No. 2, 10-lb. kits, 20-22 fish	1.25

American Bloaters.

Shore Bloaters, 200-lb. bbl., 115-120 fish	27.00
Shore Bloaters, 80-lb. ⅓ bbl., 45-50 fish	11.50
Extra No. 1, 200-lb. bbl., 120-130 fish	26.00
Extra No. 1, 80-lb. ½ bbl., 50-55 fish	11.00
No. 1, 200-lb. bbl., 140-150 fish	none
No. 1, 80-lb. ½ bbl., 60-65 fish	none
No. 2, 200-lb. bbl., 130-140 fish	28.50
No. 2, 80-lb. ½ bbl., 55-60 fish	11.00
No. 2, 200-lb. bbl., 140-160 fish	none
No. 2, 80-lb. ½ bbl., 60-65 fish	none
No. 2, 200-lb. bbl., 160-180 fish	none
No. 2, 80-lb. ½ bbl., 70-80 fish	none
No. 2, 200-lb. bbl., 180-200 fish	none
No. 2, 80-lb. ½ bbl., 80-90 fish	none

In Kits.

Extra Mess, 7 to 8 fish, each	$2.00
No. 1, kits, 8-9 fish or 15-17fish	1 50-1.85
No. 2, kits, 8-9 or 20-22 fish	1.25

Salmon.

King, bbls	$ 12 00
Oregon Silversides, bbls	9 00
Alaska Red, bbls	10 50
Alaska Red, ½-bbls, 100 lbs	6 00
Alaska Red, kits	1.00
Bellies, bbls	7 50 8.00
Bellies, ½-bbls, 100 lbs.	4 25 5 50
Bellies, ½-bbls, 100 lbs	1 25
Tongues and Sounds, kits, 10lb	1 25
Tongues and Sounds, ½-bbls..	9 00

COLUMN 13.

New Herring.

Holland, ex. selctd mxd bbls.	$17 00
Holland, ex. selctd mxd ½-bbl	9.00
Holland, ex. selctd mxd, keg.	1 10
Holland, cheaper grade	80
Holland, cheap. gr., mxd, bbls	15.00
Holland, chp. gr., mxd, ½-bbl	8.00
Holland, ex. selct Milchner, bbl	none
Holland, ex. selct Milchner, ½-bbl	none
Holland, ex. selct Milchner, keg	none
Holland, cheaper grade	.90
Holland, cheaper grade, bbls.	17.00
Holland, cheaper grade, ½-bbl	9.00
Labrador Split, 100 fish	5 25
Labrador, round, 100 fish	4.75
Pacific, ½-bbl	2.25

SMOKED FISH.

Bloaters, Grim., 100 in box	$3.65
do. do. 50 in box	1.50
Bloaters, Cromarty	2.65
Yarmouth, 100 in box	
Halibut, chunks	15
Herring, in boxes, Eastern	20
Herring, in boxes, Washington	15
Herring, boneless, Beardsley's tins, doz	$1.50
Herring, boneless, Beardsley's small, doz	1.00
Herring, Beardsley's Boneless, vacuum tumblers, 2 doz. in case	1.95
Finnan Haddies	1.75
Moir's Selected Red Herrings, 100s	2.10
Moir's Selected Red Herrings, 50s	1.25
Salmon, per lb	20

POTTED FISH.

	Per doz
Potted Crab	$1.85
Kipper Pasts	1.00
Anchovy and Bloater Paste, plain pots	2.30
Ditto, fancy pots	4.75
Yarmouth Bloater Paste	75
Ditto, fancy pots	4.75
Kippered Herrings	1 90
Kippered Herrings, Moirs	1.90

CANNED FISH.

	Doz.
Anchovies, in oil, 2 doz. ½ pts., in glass, doz	4.00
Anchovies 2 doz. ¼ pts., doz	3 00
Bloaters, Yarmouth C. & B. ..doz	4.50
Codfish Balls, 2-lb tins, per doz	2.25
Eels, Hamburg, in jelly, 1-lb tins	1 90
Eels, smoked, 1-lb, ₩ doz	2.40
Finnan Haddies, 2-lb oval	2.25
Finnan Haddies, 1-lb, round, ₩ doz	2.00
Sardelles, imported, 1-lb tins.	3.00
Sardelles, imported, in glass.	3.00
Sardelles, domestic, 1-lb glass	2.25
Sardelles, Ankera, ⅛ keg	3 00

Mackerel.

1-lb tins, 50 in a case. 2-lb tins, 2 doz. in a case.

Gold Label, 1-lb tins	1.50
P. & W., 2-lb soused	2.75
P. & W., 2-lb, mustard	2.75
P. & W., 2-lb, tomato	2.75
Underwood, 2-lb, soused	2.35
Underwood, 2-lb, tomato	2.35
Underwood, 2-lb mustard	2.35
Los Angeles, 2-lb, soused	2.55
Los Angeles, 2-lb, tomato	2.55
Los Angeles, 2-lb, mustard	2.55
Mt. Desert, 2-lb, soused	2.25
Mt. Desert, 2-lb, tomato	2.25
Mt. Desert, 1-lb, soused	1.25
Blueback, 1-lb, fresh	1.10

"Sunset" Mackerel.

Soused, 18 oz. tins, 4 doz. in case, case	$6.50
Tomato, 18 oz. tins, 4 doz. in case, case	6.50
Mustard, 18 oz. tins, 4 doz. in case, case	6.50

1311-1315 Pacific Street.

Mackerel in Oil.

Bezier's	3.00 4.00
Lemarchand	5.00 7.00

Booth's Crescent Mackerel.



(Soused, Tomato and Mustard.)

1's, 4 doz. to case, per doz	1.30
2's, 2 doz. to case	2.50

Salmon.

Alaska Red, 1lb tins, doz	1 10
Alaska Red, 2lb tins, doz.	1 70
Alaska Pink, 1lb tins, doz	80
Alaska Pink, 2lb tins, doz	1.50
Alaska Flats, 1lb tins, doz.	1 40
Oregon Red, 1lb tins, doz.	1 80
Oregon Red, 2lb tins, doz.	1 65
Oregon Pink, 1lb tins, doz	80
Oregon Pink, 2lb tins, doz	1.60
Oregon Flats, 1lb tins, doz.	1.00
Columbia River, 1lb talls.	1.00
Columbia River, 1lb flats.	1.75

French Sardines.

⅛s, according to quality and size of tin, p. cas	9.50 12 50
⅛s, according to quality and size of tin, p. case	19.00 20.00

COLUMN 14.

American Sardines.

Packed 81-3 doz in a case.

¾s 50 tins in case.	
American ¼s in oil, per case	$3 50
American ¼s in oil, 5-case lots	3 35
American ½s in oil, per doz	.50
American ½s in mustard, doz.	.60
American ½s in mustard, case	4 00
American ¾s in mustard, doz.	.90
American ¾s in mustard, case	3 00

Sprats.

Piloto	6.75 7.00
Menhie	6.75 7.00

SHELL FISH.

Abalones.

4 doz in cs, with shells, cs.. 6.00

Clams and Clam Juice.

	doz.
Doxsee Clams, 1-lb. tins	$1.65
Doxsee Clams, 2-lb. tins	2.65
Doxsee Clam Juice, 1-lb. tins	.90
Doxsee Clam Juice, 2-lb. tins	1.60
B & M Lunch Clams, flat tins	1.37½
Underwood Clams, 1-lb. tins	1.05
Underwood Clams, 2-lb. tins.	1.60
P. & W. Clams, 1-lb. tins	1.00
P. & W. Clams, 2 lb. tins	1.50
Oxford Clams, 1-lb. tins	1.10
Oxford Clams, 2-lb. tins	1.50
P. & W. Clam Chowder	2.10
Burnham's Clam Bouillon, qts	60
Burnham's Clam Bouillon, pts	4 50
Burnham's Clam Bouillon, ½ pints	2.40

Lobsters.

	Doz.
1-lb. tins, 4 doz. in case.	
Red Jackets, flats	2.85
Deep Sea Picnics	2.40
Triumph Talls	2.60

Oysters.

Oysters, Selects, 12 oz.	$1.60
Oysters, Selects, 6 oz.	3.25
Oysters, Standard, 10 oz.	2.00
Oysters, Standard, 5 oz.	1.10
Oysters, Standard, 8 oz.	1.70
Oysters, Standard, 4 oz.	.90

Shrimps.

Shrimps, pickled, 1-lb. tins	$1.10
Shrimps in Tomato Sauce, 1-lb. flats	
Dunbar's Picnics, 4 doz in cs	1.25
Dunbar's 1½-lb., 2 doz in cs.	2.25
Pickled Shrimps, 1-lb., 4 doz in case	1 20

Department 10.

LAUNDRY MATERIALS.

Ammonia.

GREER'S WASHING AMMONIA

First grade absolutely pure, 150 Beaume Strength.

Pints (2 doz. to case) $1 55 per doz.
Quarts (1 doz. to case) 2 85 " "
½ Gals (½ doz. to case) 4 25 " "

WASHING AMMONIA

Standard Grade,

Pts., 2 doz. to case, per doz	$ .75
Quarts, 2 " " " "	1 25

GREER'S TOILET AMMONIA

Lavender and Violet.

Pints (2 doz to case) . $2 50 per doz.



Parson's Household Ammonia

	per doz.
½ gals., 1 doz. in case	$1 50
Quarts, 1 doz. "	2 65
Pints, 2 doz. "	1 75
Dime size 3 doz. in case, per case	2 95

Bluing.



Liquid Laundry Bluing.

Scott & Gilbert Co. Mfgrs., 302 Davis St

	doz
SUNSET	
¼ pints, 3 doz case	40
½ pints, 3 doz case	60
Pints, 2 doz in case	75
Quarts, 2 doz. cs.	1 45

Bluing, ball.

Mikado, ½'s, 100-lb case, lb	20
Mikado, ¼'s, 100-lb case, lb	22
Nurembers, A, ½'s, ₩ lb	23
Do A, D, ½'s, ₩ lb	25
Do A, C, R, ½'s, ₩ lb	21
Washerwoman, ½'s, ₩ lb	12
Do ¼'s, ₩ lb	14
German Ultramarine ½'s, ₩ lb	12
Do ¼'s, ₩ lb	14
Deschamp's French, 1's, ₩ lb	28
Do ½'s, ₩ lb	29
Gold Medal, qt, ₩ doz	1.25
Do pt, ₩ doz	1.00
Do ½-pt, ₩ doz	75
Do ¼-pt, ₩ doz	45
Do China Label, qt, ₩ doz	1.25
Greer's, 1 dz qts & doz	2.50
2's, 2 doz. to cs	2.50
Do 3 doz. pts, ₩ doz	1.44
Do 3 doz. ½ pts, ₩ doz	90
Pacific, 1 doz. qts, ₩ doz	1.10
do. 2 doz. qts & doz	90
Do 3 doz. ½ pts, ₩ doz	65

COLUMN 15.

Borax.

20-Mule Team, powdered 1's, cs. of 2 doz	$2 25
2-Mule Team, powdered 12-oz. cs. of 4 doz	3 60
20-Mule Team, powdered ¼'s, cs. of 8 doz (Less 5 per cent. in 5 case lots; 10 per cent. in 10 case lots).	3 84
Cartons, 1's, 2 doz. in box	.09
Lump, 25 lb. in box	.08
Powdered, 25 lb in box	.08½

Chloride of Lime.

Brookman's, 1's, ₩ lb	7½ 7½
Do ½'s, ₩ lb	8½ 9
Salte's Purity Brand, ex qual. doz	.85

Lye.

Big Bonanza Lye	
Case of 48-1 lb tins	3.50
5 case lots	3.25
Star Scrubbing Lye	
48-½ lb tins, per case	1.75
5 case lots	1.70
Merry War, 4 doz in case	3.10
Merry Nickel, 4 doz to case	1.75
Eagle Lye, 4 doz. in case	3.60
Do 3-case lots	3.50
Do 5-case lots	3 40
Tomson's Red Seal, 4 dz. to cs	4 00
Do 5-lb, " 12 5s to case	4 50
American, 4 doz in case	3.25
Do in 5-case lots	3.00
Babbitt's Lye, 4 doz in case	3.25
Do in 5-case lots	3.00



BANNER LYE

Cs., 4 doz	$1.00
Cs., 2 doz.	2.00

SPECIAL FREE DEAL

LIMITED

Freight Paid to Country Points

5 Case lots, per case	$4 25
One additional case free	
Net cost	3.54
3 Case lots, per case	4 25
One additional case free	
Net Cost	3.54

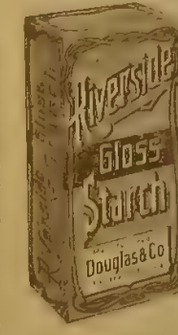
Sal Soda.

California, 4lbs	85 00
California, bbls	90 00

Department 11

STARCHES.

RIVERSIDE



Corn.

[illegible]

Gloss.

[illegible]

Corn Starch.

Lion Cabin, 40 lb, per pkg	4
Liberty, 40 lb, per pkg	6½
Dayton, 40 lb, per pkg	7¼
Nonesuch, 4 box lots, pkg	5½
Sargent, 40 lb	5½
Lone Jack, 40 lb, pkg	7¼
Lily Corn, 40 lb, per pkg	7¼
Lily Corn, 5 box lot	7
Lily Corn, 10 lb, per pkg	5½
Snow Cap, 40 lb, per pkg	7½
Snow Cap, 4 box lots, pkg	7½
Nonesuch, 10 lb, per pkg	5½

Laundry Starch.

Elk Gloss Starch, 6/1's, per box	6
Celluloid, 6/1's, per box	6
Best Gloss, 6/1's, per lb	5½
Liberty Gloss, 48/1's, per lb	6½
Liberty Gloss, 16/3's, per lb	6½
Best, 12/6's, per lb	7
Standard, bulk 40 lb boxes	5½
Stock Gloss, 6/1's	5
Stock Gloss, 2's, 16 in box	6½
Kingsford's, 8, G., 1's, 40 lb bx	6½
Kingsford's, 6 G. 6's, 12 in crate	6½
Kingsford's Pure, 6's 40-lb bxs	7½
Duryea's, 6 G., 1's, 40 lb bxs	8
Duryea's, 6 G. 6's, 12 in crate	8½
Duryea's, Superior, 1's 40-lb bx	7½
Kingsford's Gloss, 1's 40 lb bxs	7½
Niagara Gloss, 6's 12 in crate	6½
Niagara Gloss, bulk, 50-lb bxs	6½
Lily Gloss, 1's, 48 lb box	5½
Lily Gloss, 6's, 12 in case	6½
Lily Gloss, 3's, 16 in case	5½
[illegible]	5½
[illegible]	5½
None Such, bulk 50 lb box	4½

COLUMN 16.

Department 12

Soaps and Washing Powder

Western Star Soap

WHITE PETROLEUM BLEACHING.

100 bars per case $4.10

LASCO KOLD WATA NAPTHOL.

100 Bars per case $4.00

Free Delivery in San Francisco Oakland, Alameda and Berkeley

manufactured by

Los Angeles Soap Co.

San Francisco Office, 115 Davis St. Telephone Grant 110.



THE BEAVER SOAP CO., Dayton, Ohio.

Grandpa's Wonder Soap.

100 cakes 4-oz $3.60
50 cakes 4-oz 3.50

Powdered Soap.

Grandma's Borax, 24 3-lb. per case.....$4.00
Grandma's Borax, 60 12-oz. per case 2.40

Peet Bros.

Silk Soap 2.80
Ammonia Benzoline 3.85
Cocoa Borax 4.10
Crystal White 3.95
Lily White (Floating)..... 3.80

Standard Soap Co.

Top Notch, 100, 10-oz.....$3.50
Sunburst, 100 12-oz 3.75
Yellowstone, 100 14-oz 3.75
Marigold, 100 16-oz 3.90
Thomas' Cool Water, 100 13-oz 4.00
Thomas' Cool Water, 20 13-oz .85
Milo, 100 4-oz., 100 cartons.... 6.50
Magno "Floating Borax," 100 10-oz. 4.00
Gold Medal Borax, 100 10-oz.... 5.50
Gold Medal Borax, 20 10-oz..... 1.15
Purity, "Floating," 5c size.... 3.90
Purity, "Floating," 10c size.. 6.25
Purity, "Floating," 10c size, 20 1.30
Electric Mineral, 100 16-oz..... 5.50
Electric Mineral, 20 16-oz..... 1.15
Peerless Kitchen, 100 10-oz..... 3.00
Peerless Kitchen, 20 10-oz..... .65

Miscellaneos.

Miller's Naptha, per case..... 4.85
½ doz. toilet rec.
Fels Naptha, 100 14-oz..... 4.50
Hot or Cold, 100 10-oz..... 4.00
Life Buoy, 100 ..... 4.00
Mikado, 100 14-oz..... 3.90
Mikado, 20 14-oz..... .85
Lenox, 100 ..... 3.00
Lenox, 20 ..... .75
Ivory, 100 10-oz..... 7.00
Fairbanks Clairette, 100 ..... 3.35
Fairbanks' Santa Claus, 100... 2.85
Fairbanks' Copco, 100 ..... 3.90
Fairbanks' Fairy Oval, 100.... 3.90
Grandpa's Wonder, large, 50.. 3.50
Grandpa's Wonder, small, 100. 3.60
Peets' Pine Tar, 50 ..... 1.90
Peets' Pine Tar, 100 ..... 3.75
Babbitt's, 100 ..... 4.10
Jergins Pumice, 50 small..... 1.75
Jergins Pumice, 50 large..... 3.00
Uncle Sam's Tar, 100 small.... 3.50
Uncle Sam's Tar, 50 large..... 3.40
Stryker's Kitchen Soap, 100s... 3.50
Stryker's Kitchen Soap, 20s.... .75
Pearl, 100, large..... 4.00

Castile Soap.

La Lune White Castile, lb..... 7¾
White, Virgin, per lb..... 7¾
White, Conti 14 15
Mottled, Imported, per lb. 6½ 7
Clover Leaf White 13
La Boulon 7½

Scouring Soaps.

Bon Ami, 3 doz to cs. pr cs.. 2 50



Sapolio, scouring, ½ gross box, per box 4 50
Sapolio, hand, ½ gross box, per box 4 50

WASHING POWDERS.

Gold Dust, 24 3's, per case.... 4.50
Gold Dust, 100/10-oz..... 4.50
Lavarine, 36 1-lb., per case.... 3.00
Lavarine, 100 5c pkgs..... 3.50
Pearline, 36 1-lb. pkgs..... 3.10
Pearline, 100 6-oz pkgs..... 3.75
Soaperine, 20 3-lb. pgs..... 3.60
Soaperine, 50 1-lb. pkgs 3.35
Soaperine, 100 ½-lb. pkgs 3.60
Babbitt's 1776, 6-oz..... 2.85
Kleeno, 72/1's 4.50
Kleeno, 24/3's 4.25
Kleeno, 100/1½'s 3.75
Grandma's Borax, powdered. 24 3s.....4.00
do. 60, ¾s 2.40

COLUMN 17.

Department 13

OILS, PAINTS, ETC.

Coal Oil.

Water white, coal, bulk..... 12½
Pearl, cases, 25's 18
Astral, cases, 25's 18
Star, cases, 25's 17½
Ex. Star, cases, 25's 20½
Elaine, cases, 25's 26

Gasoline and Benzine.

86° Gasoline, bulk, 25 cases.... 31
74° Gasoline, bulk 16 cases..... 22
63° Benzine, bulk, 13 cases..... 19

Turpentine.

Strictly Pure, cases, 2-5's..... 84
Do drums or iron bbls. 78

Linseed Oil.

Strictly pure, raw, bbls.....gal 58
Do. boiled, in bbls...gal 60
Do. raw, cs, 2-5's...gal 63
Do. boiled, cs, 2-5's..gal 65

Castor Oil.

Baker's AA, cs, 2-5's 1.16
Pure, No. 2, cs, 2-5's..... 1.05
No. 1, cs, 2-5's ..... .70

Lard Oil.

Strictly pure, bbls., 75 cs..... 80
Sup. Win., str., bbls. 65 cs.... 70
No. 1, bbls. 55 cs 60

Neatsfoot Oil.

Cooper's bbls, 75 cs..... 80
Extra, bbls, 62½ cases..... 67½
No. 1, bbls, 57½ cases..... 62½

Lubricating Oils.

Star Cylinder Oil, bbls, 60 cs..65
Columbia Cyl. Oil, bbls, 40 cs..45
Gem Cyl. Oil, bbls, 30 cs.....90
Ruby Cyl. Oil, bbls, 50 cs.....60
Star Engine Oil, bbls, 50 cs...55
Columbia Eng. Oil, bbls, 30 cs.35
Paragon Eng. Oil, bbls, 45 cs..55
Red Eng. Oil, bbls, 27 cs.....32
Star Mach. Oil, bbls, 30 cs.....35
Star Dynamo Oil, bbls, 50 cs...55
Star Spindle Oil, bbls, 40 cs...45
Star Sep'tor Oil, bbls, 50 cs....55
Favorite Sep'tor Oil, bbls, 25 cs.30

Miscellaneous Oils.

Union Salad Oil 45 50
Globe Salad Oil 45 50
Pure Sperm Oil 75 80
No. 1 Polar 60 55
China Nut oil, ord'ry.....62½
China Nut oil, No. 1.....80

WHITE LEAD.

Pioneer, in kegs 7 7¾

DRY PAINTS.

Eng. Paris White, bbls. 1.35 1.60
Whiting, bbls 1.00 1.15
Kalsomine, bbls 1¼
Prince's Min'l B'wn,bbls 1.65
Yellow Ochre, bbls 1½
Eng. Ven. Red, bbls.... 1.50

Department 14

FARINACEOUS GOODS.

Flours.

GLOBE MILLS,

Cor. Chestnut and Montgomery

California Selected Wheat,

Barrel

•• "Banquet" (fancy patent)..$5.05
••• "Silver Star" (patent).... 4.65

Blended Wheat,

•"A1" Family 5.15

Entire Eastern Wheat.

Globe, Bakers' .....

(½ bbls. 10 cents per bbl. higher.)

•"A1" must be retailed for not less than $1.40 per ¼ sack.

••"Banquet" must be retailed for not less than $1.30 per ¼ sack.

•••"Silver Star" must be retailed for not less than $1.25 per sack.

FLOURS.

Allen's Boston Brown Bread Flour, 24 pkgs, per case..... 3.60
Allen's Flour, 10 10-lb bags, per bale..... 4.50
Cal. Family $5.05 $5.10
Cal. Bakers', extra..... 4.80 4.90
Buckwheat, 10-lb sks. per 100 lbs $4.50
Self Rising Buckwheat, 10-lb sacks, per 100 lbs..... 6.00
Graham, 10-lb sacks, per 100 lbs 3.25
Rice, 10-lb sks, per 100 lbs..... 8.00
Rye, 10-lb sacks, per 100 lbs.... 3.75
Whole Wheat, 10-lb sacks, per 100 lbs 3.50

Meals.

Yellow Corn, 10-lb sacks, 100 lb.$2.50
White Corn, 10-lb. sacks, 100 lb. 2.50
Ex. Cream Yellow, 10-lb. sacks, per 100 lbs. 3.75
Ex. Cream White, 10-lb sacks, per 100 lbs. 3.75
Oat Meal, 10-lb. sacks, pr 100 lbs 4.25
Steel-Cut Oat, 10-lb sacks, per 100 lbs 4.50

Pearled Cereals.

Pearl Barley, ...$6 00
Pearl Wheat, 150-lb bbls..... 4.40

Rice.

Choice Seed Japan.... .....$0 03¾
Good Seed Japan..... .....03¾
Fair Seed Japan.. 03
Fancy Head Rice ..... 5 1-5 .06
Long Grain Rice ..... .04 .05
China No. 1 ..... 5 6
China No. 2 ..... 4 4½

COLUMN 18.

Rolled Cereals.

Rolled Oats, 7s and 10s, pr 100 lbs 4.50
Ex. Crm Rld Ots. 180-lb, bbl..$7.50
Ex Crm Rld Ots, 180-lb, 90-lb sks 7.00
Frld Rold Wheat, 150-lb, bbls. 4 40
Dr. Price's Food, pee case 4.00
5-case lots, $3.85

Sago and Tapioca.

Sago, original sacks, lb....02½ .03
Sago, 48/1's, per doz..... .70
Instantaneous Tapioca, 50/1's, per case 5.00
Instantaneous Tapioca, 36 to case 2.70
Tapioca, Flake ..... .03
Tapioca, repacked, per lb... .04½
One Minute Tapioca, 36 to cs 2.75
Arrowroot, Tayler's Bermuda, 12-lb box, 1, ½ and ¼ lb pkgs, per lb..... 32½

Miscellaneous.

Groats Oat, 10-lb sacks, 100 lbs.$4.60
Groats Buckwheat, 10-lb sks, 100 lbs 10.00
Hominy, lgs, 10-lb sks, 100 lb. 3.75
Hominy, sml, 10-lb sks, 100 lbs 4.00
Split Peas (yel.) 25 and 50-lb boxes, 100 lbs..... 5.50
Split Peas (grn.) 25 and 50-lb boxes, 100 lbs..... 5.50
German Lentils, per lb..... .05½
Cracked Wheat, per 100 lbs ...3.75
Farena, per 100 lbs..... 4.50
Pearl Grits, per 100 lbs..... 4.25
Capitol Mills Pearled Hominy, bbls. 8.00
Capitol Mills Gran. Hominy, bbls. 8.50
Capitol Mills New Process B. W. Flour, bbl..... 9.00
Capitol Mills Steel Cut Oat Meal, bbl. 8.50

Breakfast Foods.

Capit'l Mills R'll'd Oats, 36/2's 3.60
Grape Nuts, 1 & 2 doz, pr doz 1.40
Breakfast Gem, case 3 doz..... 3.00
Wheatine, 36/2's, pr cs..... 3.75
Germea, 20 4-lb pkgs, pr cs.... 4.00
Germea, 24 2-lb pkgs, per case. 3 10
H-O Buckwheat, 2 doz 3-lb pkgs, per case 3.75
H.-O. Pancake Flour, case..... 3.90
H.-O. Oats, 24/2's, per case.... 3.15
Cream of Wheat, 36/2's..... 5.25
Crespo, 36/2's 2.75
Malta Vita, 36, 2s, cs.....4.50
Our Mothers' Mush, 36 to cs.. 3.35
Twin Brothers Mush, 36 to cs.. 3.00
Carnation Wheat Flakes, 24/5's 5.40
A B C Breakfast Wheat, 72/2's 5.00
A B C Breakfast Wheat, 36/2's 2.60
Granola, 24/1's 2.25
Flaked Rice, 24/1's 3.00
Raiston Breakfast Food, 36/2's 4.50
Do. Barley Food, 36/2's.... 4.25
Do. Health Oats, 36/2's.... 4.00
Do. Hominy Grits, 36/2's.. 4.00
Do. Health Crisp, 36-2's.... 3 60
Do. Select Bran, 24/3's.... 2.50
Do. Pancake Flour, 36/2's 3.75
Do. Whole Wht Flr,4/4¼s' 5.50
Quaker Oats, 36 2s... ..... 3.80
Scotch Oats 36 2s.. ..... 3.65
Acme Grano, 20/4's, per case.. 3.75
Acme Gluten Farina, 24/1's, pr case 1.85
Acme Gluten Flour, 10-lb sks.. .80
Acme Wheat Flakes, 36/2's.... 3.00



Dr. Price's Wheat Flake Celery Food.

Per case...$ 3 75

Pastes (Domestic).

Macaroni, Vermicelli, etc.—
No. 1 Extra, per box..... .27
No. 1 Extra, 15 lbs. ..... .52
No. 1 Extra, 25 lbs. ..... .82
No. 1 Extra, 50 lbs. 1.65
No. 1 Extra, 100 lbs. 3.30
No. 1 Extra, ½ boxes ..... .15
Macaroni, Vermicelli & Spaghetti, No. 2 ..... .20
Royal Macaroni, Verm'l & Sp'ti, 24 1-lb pkgs., per case..... 1.70
Queen's Taste Mac., Verm. & Sp. 12 3-lb cartons i case..... 2.15
It. Paste, ass'd, ab. 18 lbs. c., lb. .6½
Royal It. Paste, 24 1-lb pkg c., pkg .8½
Golden Gate Egg Noodles, 24 1-lb. pkgs in case, per cs... 1.90
Farina, 24 1-lb pkgs..... 1.50
Discount 2 per cent for cash only.

COLUMN 19.

Department 15.

SPICES

PURE—Square Tins, Full Net Weight.

	½'s	¼'s	⅛'s	1 s	2½ lbs.	5 lbs.	Blk
Allspice	$0 70	$0 95	$1 60	$ 2 80	$ 6 70	$12 75	21
Cinnamon	1 15	1 80	3 30	6 25	15 25	30 00	43
Cloves	90	1 35	2 40	4 35	10 60	20 55	31
Ginger	75	1 05	1 75	3 10	7 50	14 30	22
Mace	1 75	3 00	5 65	10 90	26 95	53 30	73
Mustard	70	95	1 60	2 80	6 70	12 75	21
Nutmeg	1 25	2 05	3 80	7 15	17 60	34 60	49
Pepper	80	1 10	1 90	3 40	8 25	15 85	25
Cayenne	80	1 15	2 00	3 55	8 65	16 65	26
W. Pepper	95	1 45	2 65	4 65	11 75	22 90	34
Sage	70	95	1 60	2 80	6 70	12 75	21
Thyme	70	1 00	1 65	2 95	7 10	13 50	22
Savory	70	1 00	1 65	2 95	7 10	13 50	22
Marjoram	75	1 10	1 85	3 30	7 85	15 10	24
Poultry Seasoning	....	1 50	.....	.....	.....	.....	..

SECOND GRADE—Round Tins, Short Weight.

	¼'s	½'s	1's	2½ lbs.	5 lbs.	Blk.
Allspice	55	1 00	1 75	3 95	7 60	13
Cinnamon	65	1 20	2 10	4 90	9 50	16
Cloves	65	1 25	2 25	5 20	10 20	17
Ginger	55	1 00	1 75	3 95	7 60	13
Mace	1 20	2 30	4 40	10 50	21 00	34
Mustard	50	90	1 50	3 60	7 00	12
Nutmegs	85	1 70	3 10	7 40	14 60	24
Pepper	60	1 15	2 00	4 55	8 90	15
Cayenne	60	1 15	2 00	4 55	8 90	15
W. Pepper	75	1 45	2 65	6 15	12 05	20
Sage	55	1 00	1 75	3 95	7 60	13
Thyme	60	1 05	1 90	4 25	8 25	14
Savory	60	1 05	1 90	4 25	8 25	14
Marjoram	60	1 05	1 90	4 25	8 25	14

SCHILLING'S BEST SPICES.—Nature's Best.

Square tins. Never sold in bulk.
Small, medium, large sizes have sifting tops except Mustard.

	Small size per doz.	Medium size per doz.	Large size per doz.	Ex. Large size per doz.	Hotel size per tin.
Pepper	.75	1.20	2.20	3.75	.78
Mustard	.75	1.25	2.25	3.90	.81
Must. Comp.	.75	1.25	2.25	3.90	.81
Ginger	.75	1.25	2.25	3.90	.81
Allspice	.75	1.10	2.00	3.50	.73
Cinnamon	.80	2.25	4.25	7.50	1.85
Cloves	.85	1.40	2.60	4.75	.87
Nutmegs	1.60	2.75	5.25	10.00	2.00
Mace	1.75	3.00	5.75	11.50	2.15
Cayenne	.90	1.50	2.75	5.00	.93
Wh. Pepper	.95	1.75	3.25	5.75	1.00
Sage	.75	1.25	2.25	3.90	.81
Thyme	.85	1.40	2.60	4.75	.87
Marjoram	.95	1.75	3.25	5.75	1.26
Savory	.85	1.40	2.60	4.75	.87
Cases contain	6 doz.	4 doz.	2 doz.	2 doz.	1 doz.
Gross weight	22 lbs.	23 lbs.	24 lbs.	40 lbs.	53 lbs.

MUSTARD.

Colman's, ¼'s, 12 lb to box, lb. .52
Colman's, ½'s, 12 lb to box, lb. .48
Colman's, 1's, 12 lb to box, lb.. .48
Colman's, 5's, per lb..... .40

Mustard, Prepared.

Small bottles, 24 to cs, pr doz .55
Small straights, fancy, 24 to case per doz ..... .95
Webb's Glass Top 1.35
Large Dusseldorfer, 24 to cs 1.60
In 3-gal kegs, per keg..... 1.15
In 5-gal kegs, per keg..... 1.70
Louit Freres, French, doz..... 2.25
Eddy's Salad Mustard—
6-oz., 24 to case..... .92½
8-oz., 24 to case..... 1.35
12-oz., 24 to case..... 2.00
Hirshes Horseradish Mustard—
10-oz., 24 to case..... 1.25

Department 16

BAKING POWDER AND FLAVORING EXTRACTS.

ROYAL

	1 cs. lot	5 cs. lot	15 cs. lot
¼ lb cans	$ 1 83	$ 1 86	$ 1 84
6 oz cans	1 92	1 89	1 87
½ lb cans	2 57	2 52	2 50
12 oz cans	$ 82	3 75	$ 72
1 lb cans	4 95	4 85	4 80
2½ lb cans	11 65	11 40	11 28
3 lb cans	13 60	13 34	13 20
5 lb cans	22 35	21 90	21 68

An extra discount of 1 per cent if packed in barrels.

Schilling's Best Baking Powder.

Never sold in bulk.

10-lb. tins, per doz	$39.00
5-lb. tins, per doz	20.00
4-lb. tins, per doz	16.00
3-lb. tins, per doz	12.50
2½-lb. tins, per doz	10.50
16-oz. tins, per gross	$53.00
12-oz. tins, per gross	41.00
8-oz. tins, per gross	28.00
6-oz. tins, per gross	22.50
4-oz. tins, per gross	16.50

TROPHY

4 oz, per doz	$0.95
6 oz, "	1.35
8 oz, "	1.70
12 oz, "	2.35
1 lb., "	3.00
2½ lb., "	7.50
3 lb., "	9.00
6 lb., "	14.50

MISCELLANEOUS.

Home, 10 oz	$0.90
Home, 25 oz	2.00
Home, 50 oz	4.00
Home, 80 oz	6.00
K. C., 10 oz	.85
K. C., 15 oz	1.25
K. C., 25 oz	2.12½
K. C., 50 oz	4.00
K. C., 80 oz	6.50

COLUMN 20.

Cream Tartar.

Standard, bulk, 30-lb box..... .27
Standard, 12 1-lb tins..... .33
Pure, bulk, 30-lb box..... .38
Pure, 5-lb tins, per lb..... .38
Pure, ½-lb tins, per doz..... 5.00

SODA.

Churches, A. & H., or Dwight's Cow Brand, 60 lbs. to case.
1-lb .....per lb. $0.05
½-lb .....per lb. .05⅝

EXTRACTS FLAVORING.

GUITTARDS' "PURE"

per doz	2 oz	4 oz	8 oz	8 oz
Vanilla	$2 58	$4 75	$7 00	$9 00
Lemon	1 75	3 25	4 50	6 00

Net weight. Patent Sprinkler Tops

Schilling's Best Extracts.

Triple Strength, Pure and Uncolored Sprinkling Tops.
Net weight. Never sold in bulk.

	Lemon and Others.	Vanila and Rose.
1 oz	1.30	1.80
2 oz	2.00	3.00
4 oz	3.75	5.75
6 oz	5.50	8.50
8 oz	7.25	11.00
16 oz	14.00	21.50
32 oz	27.00	42.00

Souder's Flavoring Extracts.

Price per gross.	2 oz.	4 oz.	8 oz.
Reg. Lemon	9.00	18.00	54.00
Reg. Vanilla	14.40	28.80	72.00
XX Lemon	18.00	36.00	72.00
XX Vanilla	21.00	42.00	84.00
Asrtd Flavors	18.00	36.00	72.00
Rose Coloring	18.00	36.00	.....
Yellow Colrng	18.00	36.00	.....
Jamaica Gngr	18.00	.....	.....

Assorted flavors contain strawberry, pineapple, orange, almond, rose, etc.



"Vesas" Extracts.

Lemon, 2 oz., per doz	.50
Vanilla, 2 oz., per doz	.80
Assorted Flavors, per doz	.80

COLUMN 21.

Department 17

CANDIES.

Lozenges.
(5-lb. boxes.)

XXX Peppermint, pails	14
Thin Peppermint	.16
T. T. Peppermint	18
Druggist Peppermint	25
Musk, fluted, pails	.20
Cinnamon, Lemon, Sassafras, Rose	.16
Midget Fruit	.20
Conversation and Hearts	.15
Lilliput Conv. Hearts	17
Midget Conv. Lozenges	18
Crown T. T. Lozenges, 24 5ct. pkgs	.80
Aurora Lozenges, 24 5ct. pkgs	.80
Cough Troches, 5 lb bxs	.25
Eagle Wafers, Peppermints, Wintergreen	.25

Mixed Candy.
(30-lb. pails.)

Plain Mixed	9½
Pacific Mixed	10
Royal Mixed	12½
Grocers' Mixed	10½
Yankee Mixed	13
American Mixed	13
Fancy A, Mixed	14½
Fancy C, Mixed	14
French S, Mixed	16
French No. 1, Mixed	18
French Extra Mixed	20
Lady, Mixed	16

Steam Panwork.

Anis Seed	22
Aromatic Cachous	18
Assorted Berries	16
Assorted Dragee	14
Assorted Imperials	16
Assorted Small Seeds	22
Birds' Eggs	16
Boston Baked Beans	17
Burnt Peanuts	18
Burnt Almonds	25
Caraway Seed, smooth	22
Caraway Seed, pearled	22
Celery Seed	22
Cinnamon Beans, large red	15
Cinnamon Beans, Imperials	16
Coriander Seed, pearled	32
Jelly Beans, pails	12½ 14
Jelly Birds' Eggs	16
Jelly Cranberries	16
Jelly Limes	16
Jelly Raspberries	16
Jordon Almonds, fine	45
Jordon Almonds, imitation	18
Licorice Beans	15
Red Hots	25
Ringed Marbles	16
Sugar Coated Licorice Tablets	20
Sugar Almonds	25
Sugar Plums	16

Stick Candy.
(30-lb. pails.)

Assortment: Peppermint, Lemon, Rose, Clove, Anis, Cinnamon, Sassafras, Vanilla, Pineapple, Wintergreen 9½
Hoarhound 9½
Hoarhound, wrapped 11
Peanut Sticks 13
Peanut Sticks, wrapped 13
Cocoanut Sticks 13
Cocoanut Sticks, wrapped 13

Taffies.

Peanut Taffy	15
Peanut Flake	15
Peanut Squares	14
Cocoanut Taffy	15
Cocoanut Squares	15
Chunks: Vanilla, Rose, Chocolate, Lemon, Molasses	14
Broken Taffy of broken chunk	13

Drops and Lumps.
(30-lb. pails.)

Mixed Drops and Lumps	9½
Molasses Peppermint Lumps	11
Hoarhound Drops	11
Crystal Rocks	12½

Gum Goods.
(5-lb. boxes.)

A. B. Gum Drops, assorted	9
A. B. Gum Drops, Licorice	9
A. B. Gum Drops, Crystalized	11
A. B. Bonbons, plain, in bbls	7
A. B. Bonbons, fancy, in bbls	7½
A. B. Bonbons, fancy, crystallized, 5-lb. boxes	14
A. B. Fruits	18
Royal Gum Drops	15
Genuine Gum Drops, hard	25
Jelly Squares, assorted	14
Bijou Sticks	18
Spiced Jelly Drops	20
New Turkish Figs	16
Fig Paste, plain	17
Fig Paste, tricolor	18

Cream Goods.
(5-lb. boxes.)

Fondans Creams	14
Hand Dipped	19
Hand Dipped, with nuts on	21
Fruit and nut ices	18
Cream Peppermint	20
Crushed Fruit Bonbons	30

Chocolates.
(5-lb. boxes.)

Chocolate, plain	14
Chocolate, Hand Made	20
Chocolate Dipped Bonbons	20
Chocolate Dipped Bonbons, with nuts	22
Chocolate, Climax, 30-lb pails	16
Chocolate Chips	23
Chocolate Nonpareil Drops	20
Chocolate Wafers	22
Chocolate Cream Tablets, 30 in box	1 10

COLUMN 22.

Marshmallows, Nougats, Etc.

Occidental Marshmallows, 5-lb tins	.28
Occidental Marshmallows, 3-lb tins	.30
Dipping Marshmallows, 5-lb. boxes	.25
Angel Food, 5-lb. boxes	.20
French Nouget, 30 5c slices in box	1.00
Walnut, Apricot, Spanish Nouget, 5-lb boxes, per lb	.25

Sundries.

Opera Caramels	19
Rock Candy, white & red	.15
Rock Candy, brown	16
Licorice Drops	.20
Licorice Sticks, 16 to lb	.28
Locorice Tablets, 5 lb bxs	.25
Licorice Tablets, 24 5c bxs	.80
Licorice Penny Sticks, 100 in box	.65
Buttercups, 5-lb tins	.2

CHEWING GUM.

	Single	Box
Sweet Wheat, per box		.50
Tulu Sugar Plum, box		.55
Yankee Spruce, 20 pcs		.55
Sen Sen, 20 pcs		.55
Red Rooster, 20 pcs		.55
Sweet Heart, 20 pcs		.55
Newton's Pepsin, 20 pcs		.55
Bloodberry, 20 pcs		.60
Pepsin Sticks, 20pcs		.60

CRACKERS.



MADE BY THE
MUTUAL BISCUIT CO.

	lb.	¼ box
Almond Drops	15	
Animals	12½	$1.20
Arrowroot	14	1.50
Assorted	12	1.15
Assorted, extra	14	1.30
Assorted, fancy	20	1.75
Assorted Wafers	16	1.90
Assorted Jumbles	14	1.25
Boston	9	.60
Butters, Mutual	10	.70
Butter Scotch	14	1.50
Butter, Star	9	.60
California Lunch	9	.90
Champion	9	.65
Chips, Mutual	14	1.10
Chocolate Biscuits	16	1.80
Chocolate Fingers	15	1.50
Chocolate Wafers	18	2.15
Cocoanut Bonbon	14	1.25
Cocoanut Finger	15	1.50
Cocoanut Marshmallows	15	1.50
Cocoanut Taffy	15	1.80
Cocoanut Wafer	16	1.50
Coffee	12	1.25
Coffe Iced	15	1.35
Cornhill	10	1.10
Cracker Meal	6	1.10
Currant Cakes	12	1.10
Egg Jumble	14	1.25
Fruit Biscuits	14	2.40
Ginger Cakes	16	1.40
Ginger, Nut	11	1.40
Ginger Wafers	14	1.75
Graham	10	1.20
Graham Gem	9	.75
Graham Unsweetened	9	
Honey Fingers	14	1.25
Honey Pumbles	12	1.00
Honey Drops, spiced	15	1.60
Honeysuckle	16	
Jelly Fingers	16	1.50
Jenny Lind	12	1.10
Lady Fingers	15	1.30
Lady Fingers Iced	16	1.40
La Grande	11	1.10
Lemon Biscuit	14	1.25
Lemon Brittles	14	1.35
Lemon Snap	12	1.20
Lemon Wafers	14	1.75
Macaroon Almond	40	
Mutual Flakes	14	.90
Mutual Tea	16	1.60
Nic Nac, No. 1	10	1.10
Nic Nac	12½	1.25
Oysters	8	.70
Peoples Mixed	12½	1.25
Pilot Bread	4	.55
Pilot Bread Extra	5	.65
Pilot Saloon	7	.80
Ping Pong	16	1.50
Raisin Cake	12	1.10
Saloon Pilot	7	.80
Saloon Soda	7	
Salted Wafers	14	.90
Soda Extra	7	
Soda	6½	
Star Butters	9	.60
Vanilla Bars	14	1.40
Vanilla Biscuits	14	1.25
Vanilla Snaps	12	1.20
Vanilla Wafers	14	1.75
Wafers, Chocolate	18	2.15
Wafers, Ginger	14	1.75
Wafers, Lemon	14	1.75
Water Wafers	12	.90
Walnut Creams	16	1.50

COLUMN 23.
Department 18.

FANCY GROCERIES.

Snider's Baked Beans.

No. 1, 90c doz.; 4 doz in case
No. 2, $1.40 doz.; 3 doz. in case
No. 3, $1.85 doz.; 2 doz in case

Bouillion Capsules.

Anker's, 10 capsules in box, per doz boxes 2.75

Capers.

Capotes, 1 dz in cs	1.20	1.30
Nonparell, small		2.00
Do med.		2.25
Do large		5 00
"White Label," 6-oz, doz		2.25
"White Label," 10-oz, doz		3.15

TOMATO KETCHUP.

Catsups

Snider's

Qts., per doz.	$3 75
Pts	2 40
½-pints, per doz.	1 40





CAMPBELL'S

(½ Pts. Condiments)

2 dozen to case

Tobasco Ketchup dozen $1 15

Tomato Ketchup, dozen $1 15

Salad Dressing, dozen 1 15

Chili Sauce, dozen $1 15

Assorted cases, dozen $1 15

Miscellaneous.

Our Mother's Ctsp ½-pt, doz	1 40
Our Mother's Ctsp, pts, doz	2 30
Blue Label, 25 ½ pts to cs	3 10
Blue Label, 25 pts to cs	5 00
Blue Label, 12 qts to cs	4 00
Mother's Own, pts	1.50
½ pts	.90
London's Rockaway, Pts., doz	2.25
Seller's "Purity," doz	.90
H. B. Catsup, pts	2.15
" " ½-pts	1 25

Chocolate and Cocoa

CHOCOLATES.

Baker's.

German Sweet, 6-lb boxes, ⅛s and ¼s	2
Eagle, 12/1s	23
Premium, 12/1s	28
Vanilla, 12/1s	41
Powdered, ¼s, ½s, 1s, 12/lb. boxes	26

Subject to quantity discount.

Huyler's.

Vanilla, 12-lb. boxes	36
Premium, 12-lb. boxes	33

Lowney's.

Cream Cakes, per box	80
Ice Cream Drops, per doz	75

Ghirardelli's.
In paper

Eagle, 24 1-lb	21
Eagle, 12 1-lb	21½
Eagle, 12 ½-lb	22½
Eagle, 12 ¼-lb	24
Crescent, 6 5 to lb	17
Crescent, 12 5 to lb	16½
Cal, Sweet, 6 6 to lb	21½
Cal. Sweet, 12 6 to lb	21
Monarch, 12 1&½-lb	26
Monarch, 12 1-lb	25
Monarch, 12 ½-lb	27
Star, 24 1-lb	19
Star, 12 1-lb	19½

Ground.
In tins

Ghirardelli's, 12 1-lb tins	26½
Ghirardelli's 24 1-lb tins	26
Ghirardelli's, 10 1-lb tins	24½

In delivery cases

Ghirardelli's 60 3-lb tins	24
Venard's, 24 1-lb tins	21
Venard's, 60 3-lb tins	20
Miner's, 12 1-lb tins	22½
Miner's, 24 1-lb tins	22
Miner's, 20 3-lb tins	22

5 per cent off on 120-lb. lots

COCOAS.

Baker's Bkfst, 6/1's & ½'s	36
Van Houten's, ¼'s and ⅛'s	35
Van Houten's, 1's	30
Royal Dutch, 12/¼'s	38
Royal Dutch, 12/½'s	37
Royal Dutch, 12/1's	30
Epp's, 14/½'s	40
Fry's, 12/½'s	39
Webb's, 6/½'s	23
Lowney's, 6/½'s	37
Ghirardelli's Bkfst, 6/½'s	38
Ghirardelli's Bkfst, 12/½'s	37
Ghirardelli's Imprl, 6&12/½s	36
Miner's Bkfst, 6/½'s	37
Miner's Bkfst, 6/1-5's	36
Menier's, 1 ⅛s	47

COLUMN 24.
Condensed Milk

BORDEN'S CONDENSED MILK CO.



Gail Borden Eagle brand	6.80
In 5-case lots	6.65
Pony	2.25
Challenge	4.70
Floral	4.65
Dime	3.75
Rose	1.40
With 10 cases Rose Cream 1 case free.	
(Each of above Brands 4 doz. in case)	

Borden's Malted Milk, Trial Size, per doz. 90



Borden's Pioneer Brand Evaporated Cream

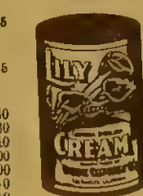
Large Cans, 4 doz. in cs	4.90
Peerless	4.70
Yacht	3.25
Family Size, 4 doz. in case. Quarts, 2 doz. in cs	

ALL ABOVE BRANDS GUARANTEED



CARNATION CREAM

2 doz. cans 4 doz	
Per case	4 00
5 cases	3 95
25 cases	3 90
50 cases	3 85



LILY

[large tin]

1 to 10 cs	$3 90
10 to 25 cs	3 85

FREE DEAL

1 case free with 10
½ " " " 5½

Helvetia Milk Condens'g Co.



Originators Evaporated Cream
Highland Evaporated Cream 4 doz in box $4 10
Baby Pet, 6 doz 3 00
Pet, reg., 4 doz., per case 3 25

Miscellaneous.

St. Charles, 4 doz., in case	$4 80
St. Charles, 5-case lots	4 60
Horlick's Malted Milk, doz	4 50
Jersey, 4 doz. per case	3 70

Cereal Coffee.

Fig Prune, per doz	$2 25
Postum, 24/2's, per doz	1 35
Postum, 12/1's, per doz	2 25
Postum, 36/1's, per doz	2 25
Graino, 12, 2s	2.75

Chutney.

Chutney, asst, qts	$6 25
Chutney, asst, pts	3.75
Chutney, Major Grey, qts	6 50
Chutney, Major Grey, pts	4 25
Ban-ki-pore, pts	3 00

Cranberry Sauce. doz.

Anderson's 2s, 2 doz box	2 60
Tea Garden, 2s, gls, 12 box	4.00
Tea Garden, 1s, gls, 24 box	2 25
Cape Cod, 2 lb, gls, 12 box	3 50
Cape Cod, 1 lb, gls, 24 box	2.00
Home Made, 1s, 2 doz box	2.15
do 2s, glass, 1 doz box	4 00

COLUMN 25.

ALPINE

EVAPORATED CREAM

	Per case
1 to 5 cases, 4 doz. to case	$3.60
5 to 10 " " "	3.55
10 to 25 " " "	3.50

Gallons

1 to 5 cases, 6 to case	3.35
5 to 10 " " "	3.30
10 to 25 " " "	3.25

Midgets, 8 doz. to case

1 to 5 cases, $3.90 | 5 to 10 cases, $3.85
10 to 25 cases, $3.80

Alpine Evaporated Cream Co.

Factory
HOLLISTER, CAL.

Office and Salesroom
95 Market Street
Rooms 212-213
San Francisco, Cal.

Phone: Green 96.

Cottolene.

2's, 4's or 10's, per cs. of 60 lbs	7.00
5-case lots	6.90
10-case lots	6.85
20-case lots	6.75
With 21 cases, ½ case free.	
" 5 " 1 " "	
" 10 " 2 " "	
Price $7.60, $7.40, $7.35.	

Curry Powder.

Cross & Blackwells, 2 oz	1.35
do 4 oz.	2.35
Do 8-oz.	3.65
Do 16-oz.	6.20
East India, Bombay, 16 oz	5.00
East India, Bombay, 8 oz	3.25

Extract of Beef.
Liebig's (Genuine)

2 oz.	4 oz.	8 oz.	16 oz.
doz. 4 55	8.50	15.90	29.75

"Rex" Kold.

2-oz., doz	$3.96	8-oz., doz	$13.27
4-oz., doz	7.20	16-oz., doz	24.75

Marshall's

2 oz., per doz	$2.40

Gelatine.

Knox's, per doz	1 20
Knox's, per gross	14 00
Cox's, per gross	12 00
Keeko, per doz	1.15

Ginger (Preserved).

½ doz jars in cs, per cs	2.25

Lemon Sugar.

Gilt Edge, 24/½s, per doz	1.37½
Gilt Edge, 24/1s, per doz	1.85

Lime Juice.

Tahita, 24/8-oz, per doz	$1.25
Tahita, short measure, 16-oz	1.50
Tahita, full measure, 16-oz	1.75
Tahita, full measure, 32-oz	3.50
Tahita, bulk, gal	1.00

Mushrooms. doz.

Le Court, 100 to cs	$2.50
La Forrest, 100 to cs	2.75
Hotel, 100 to cs	2.00
Fancy Stuffed, pts	4.00

COLUMN 26.

OLIVES.

OLIVES IN BULK.

	25 gl.	10 gl.	5 gl.	3 gl.
Ex. No 1, Qu'a.	1 10	11 50	6 00	3 75
Lge No. 1, "	1 00	10 50	5 00	3 25
No 1 Qu'a ...	95	9 75	4 75	2 90
No 2 " ...	85	8 75	4 50	2 85
Manzanilla ..	70	7 25	3 75	2 40

Extra charge for kegs & barrels.



Olives

SEVILLE PACKING CO.

White Label Queen Olives—

28-oz., per doz...$5.50
18-oz., " ... 3.75
6-oz., " 1 25

Pim-Olas

18 oz, 2 doz, per cs, per doz.....$6 10
10 " " " " 3 55

Baby Pim-Olas

10-oz, 2 doz. in case, per doz.....$2.50
6-oz., 2 doz. in case, per doz.... 1.50

Olive Oil

NICKLE

	Case
½ pints, 4 doz	$9 00
Pints, 2 doz	8 55
Quarts, 1 doz	7 85
2-oz.	9 00



CRYSTAL BRAND OLIVE OIL.
Pure California Products.

7-oz.
Per doz...$2.40
3 doz..... 6.75

14-oz.
Per doz... 4.50

Quarts.
Per doz... 7.25

Put up by
G. O. Ryden.

MISCELLANEOUS

Golden Gate, in gal tins, per gal	1 80
" ½ " "	1 85
" ¼ " "	1 90
Pala Grove, pure Cal., qts. .. dz.	7 75
Cooper's qts., ℔ doz.	10.00
Cooper's pts, ℔ cs of 2 doz.	10.00
Antonini, J.P.S., qts, ℔cs..	7.40
Do 1½-gal. tins, ℔ tin..	2.90
Duret, qts, pts, ℔ doz cs..6.00	7.00
Lucca, Crosse & Blackwell's qts.	7.50
Lucca, Crosse & Blackwell's pts, 2 doz.	8.25
Lucca, Crosse & Blackwell's ½ pts, 3 doz.	7.25

Salad Oil.
Durand Oil.

Quarts, 1 doz. to case, per case..	$1.75
Pints, 2 " " " ..	1.85
½-Pts., 3 " " " ..	1.95

Puritan Salad Oil

Quarts, 1 doz. to case, per case..	2.20
F. Dubec & Fils, 1 dz qts, per case	1.50
Imitation Lucca, qts	1.90

"Primrose" Salad Oil.

Tierces, about 50 gal, gal.	$ .40
1 gal. tins, 10 to case, gal.	.70
5 gal. tins, 1 to case, gal..	.45
½ gal. tins, 20 to cs, gal.	.75
Quart bottles, 12 to cs, doz	1.85
Pint bottles, 24 to cs, doz	1.00
½ pint bot., 36 to cs, doz.	.85

Paprika.
Gordon Packing Co.

1-16 lb ...doz	¼ lb. ... doz	6 00
⅛ lb .....doz	1 lb .... doz	
¼ lb ....doz	Bulk, lb.....	

Peanut Butter

Heron's, 2 doz to cs, per dz..2.40

Peels.

Citron, 25-lb box	14
Citron, 10-lb box	14½
Lemon, 25-lb box	11¾
Lemon, 10-lb box	12¼
Orange, 25-lb box	12¼
Orange, 10-lb box	12¾

COLUMN 27.

PICKLES.

Gordon Packing Co.

California—Mixed or Plain.

No. 1, bbls, per gal.....$0.24 to	$0.27
No. 1, ½ bbls, per gal.. .26 to	.29
No. 1, 10-gal keg, p kg. 2.25 to	2.45
No. 1, 5-gal keg, p keg. 1.15 to	1.25
No. 1, 3-gal keg, p keg. .80 to	.85
No. 2, bbls, per gal.....	.22
No. 2, ½ bbls, per gal.....	.24
No. 2, 10-gal keg, per keg.....	2 10
No. 2, 5-gal keg, per keg.....	1 05
No. 2, 3-gal keg, per keg.....	.80
No. 3, bbls, per gal.....	.14
No. 3, 10-gal keg, per keg.....	1 15
No. 3, 5-gal keg, per keg.....	.60
No. 3, 3-gal keg, per keg.....	.55

SWEET—"PACIFIC."

Bbls, ℔ gal	51
½ bbls, ℔ gal.	29
10-gal keg, per keg	5.00
5-gal. keg, ℔ keg	2.75
3-gal. keg, ℔ keg	1.75
Square, 1doz ½-gal. ℔ doz..	2.25
Square, 2 doz ¼-gal, ℔ doz..	1.60
Square, 4 doz ⅛-gal., ℔ doz	1.25
Round, qts, ℔ doz.	8.75
Round, pts, ℔ doz.	2.50
Round, ½ pts, ℔ doz.	1.75

Crosse & Blackwell's.

	Doz.
Mxd Pkls, pat tops, pts..	4.15
Mxd Pkles, Pat tops, ½ pt.	2.50
Mxd Pkls, corks, pts.....	3.95
Chow Chow, pat tops, pts..	4.15
Chow Chow, pat top, ½ pt.	2.50
Chow Chow, corks, pts....	3.95
Onions, pat tops, pts.....	4.15
Onions, pat tops, ½ pts...	2.50

PRETZELS.



Hoeflin Pretzel & Baking Co.,
431 Sixth St.

Hand-made Pretzels a Specialty.

Size 1, 8s, per lb	12c
Size 2, 8s, per lb	12c
Size 3, 8s, per lb	12c
Fingers, 10s, per lb	12c
Hazlenut, 10s, per lb	12c

Also furnished in cases, 20 to 30 lbs., at 11c per lb., and barrels at 10½c lb.

Root Beer



Less 5 per cent. on gross lots

Hires', case of 1 gr	20 00
6 doz. lots	10 00
3 "	5 00
1 "	1 75

Hires' Carbonated Root Beer cs of 2-dz pt bottles, patent tops, per cs. $2.00 in 5 case lots 1 95

Hires' Carbonated Ginger Ale Per case 2 00
5-case lots, $1.95.



Hires' Rootbeer Carbonated and Ginger Ale empty bottles, if returned to Snohn-Patrick Company, will be received by them at 25c. per case of 2 doz. bottles (with case) Delivered at San Francisco.

COLUMN 28.

Saratoga Chips.
(Less 5 per cent)

Boxes, 15 and 30-lb, per lb..	$0.20
Cartons, 6-oz, 2 doz in cs, doz	1.30

SAUCES.

SNIDER'S SALAD DRESSING



Pints, 1 doz. in case, doz. $2.75
Hlf-Pts, 2 doz. in case, doz. 1.75



Snider's Oyster Cocktail S'ce pints, 2 doz to c'se, doz .. .2 40

Same gallon jugs, 6 to case, per gal..... 1 80

Snider's Chili Sauce, pints, 1 doz. to c'se doz 2 40

Same, half pts 2 doz. to c'se doz 1 45

Bayle's Tabasco Pepper Sauce, in cases, 6, ½-doz. boxes, per doz.	$3.00
boxes of 12 bottles, per doz.....	3.50
Holbrook's W'cestershire, ½'s.	2.40
Do pts.	4.00
Do qts.	
*Lea & Perrin's Worcestershire, small	2.75
*Lea & Perrin's Worcestershire, medium	5.00
*Lea & Perrin's Worcestershire, large	8.25
*5 cases 5c ℔ doz less.	
Ban-ki-por, ½ pts, 2 doz case, per doz	2.40
Ban-ki-por, pts, 1 doz case..	3.80
Tobasco, McIlheny	4.10
Tobasco, New Iberia	3.50
Braunhardt's Tropical, ½-pts, 2 doz. per case	4.50
" pints, 2 doz. " "	8.10
Bengal Worcester, ½ pt.	.55
Bengal Worcester, pt	1.05
Pepper, sprinkle top, ½ pt.	2.00
Superior Pepper, small	.75
Superior Pepper, large	1.50

Pure Food Pk'g Co.

Worcester Sauce, London Club, ½ pts, do	.75

Salad Dressing.

Durkee, small, 2 doz, ℔ doz.	2.55
Do large, 1 doz, ℔ doz	4.80
Do picnic size, 4 dz, ℔ dz.	1.00
My Wife's, 1 dz. 16-oz, case.	2.75
My Wife's, 2 doz, ½ pt. cs.	3.40

Alpha Salad Cream.

Jumbo, 1 doz. to case, per case	4.25
Do large, 2 doz. " "	4.70
Do picnic, 2 " " "	2.50

El Paso Manfg. Co.
1653 Mission St.



Manufacturers

Flavoring Extracts
Fruit Juices
Syrup
Salad Dressing
Bluing
Ammonia

—

Meat and Salad Dressing, doz. .90

COLUMN 29.

SOUPS.



CAMPBELL'S (1-lb. Condensed). Packed 48 1-lb. cans to case. Straight cases of any variety, or following assortment:

8 Tomato, 6 Vegetable, 4 Ox Tail, 3 Mock Turtle, 3 Chicken Gumbo, 2 Tomato Okra, 1 Julienne, 2 Beef, 2 Consomme, 2 Pea, 2 Celery, 2 Vermicelli-Tomato, 2 Clam Chowder, 2 Mutton Broth, 2 Bouillon, 3 Chicken, 2 Mulligatany. Price, per doz, any variety...$0.90

Miscellaneous.

Snider's Tomato—8 lb tins 2 doz. in case, per doz	$2.60
Same—2 lb tins 2 doz. in case, per doz.	1.35
Van Camp's asstd, per doz	.90
Van Camp's straight, per doz.	.90

SALT.



LESLIE SALT.

Free Running—	
Cartons, 20 5s	$ 2.50
Cartons, 24 3s	2.00
Cartons, 48 2s	2.75
Caddies, 50 2s	3.25
Velvet Grain—	
Bales, 60 3s	1.50
Bales, 30 5s	1.50
Bales, 15 10s	1.50
Bales, 8 20s	1.50
50-lb sacks, per ton	18.00
H. E. H. Liverpool.	
Bales of 75, 2's, per bale	$1.25
Bales of 40, 4's, and 15 10's	2.0
Bags, 200s (50s $5), per ton..	7.50
Rock Salt.	
Half-Ground, 100-lb sacks, per ton	$ 3.50
Stock, 100-lb sacks, per ton...	3.00
Liverpool Lump, per ton	13.50
Cal. Table and Dairy, pr bale.	1.0
Cal. Table and Dairy, 50's, per ton	6.25
Package Salt.	
Shaker Salt, per doz	$0.90
R. S. V. P., 3's, 24 to cs, p. cs.	2.25
R. S. V. P., 5's, 20 to cs, p. cs.	2.75
Celery Salt.	
Mertens, 1 doz in box	1.05
Sauerkraut.	
Barrels, per lb	.02¾
½ bbls	.03
¼ bbls	.03¼
3-gal kegs, per keg	.90
5-gal kegs, per keg	1.15
10-gal kegs, per keg	2.25
2-lb tins, 2 doz in cs, doz	1.85
2½-lb tins, 2 doz in cs, doz..	1.60

COLUMN 30.

SPANISH DELICACIES.

Specialties of the
Spanish-American Food Co.
149-155 Fremont St.
Medal Goods. Paris Exposition.



Doz.

TAMALES.

I. X. L., W. G. M. and Kapp & Sheet Brands.	
No. 1 Boneless Chicken Tamales in key-op. cans	1.30
No. 2 Not Boneless Chicken Tamales in key op. cans	1.00
Spanish-American Brand.	
Beef Tamales in key op. cans	.95
Extra Special Boneless Tamales in key op. cans	1.60
Chili Con Carne, 1 lb	1.20
Enchiladas, in key-opener cans	1.20
FRIJOLES, 1 lb	.90
Tripe, Spanish style, 1 lb	1.25
Minced Deep Sea Clams, 1 pt.	1.00
Minced Deep Sea Clams, 2 pt	1.65
Clam Juice, 1 pt.	.95
Clam Juice, 2 pt.	1.50
Cal. Baked Beans, tomato sauce, 1 lb., 4 doz in case	.85
Cal. Baked Beans, tomato sauce, 2 lbs., 2 doz to case	1.35
Cal. Baked Beans, tomato sauce, 3 lbs . 2 doz to case	1.75
Chili Beans (Tamale Sauce) 1 lb, 4 doz to case	.85
2 lb, 2 " "	1.35
2 lb, 2 " "	1.75
Deviled Oysters, for Sandwiches 4 doz to case	1.40
Pate Chicken Liver for sandws. 4 doz. to case	1.40
Macaroni and Cheese, with Tomato sauce, 1 lb, 4 dz. cs.	.90

Concentrated Soups.

Pints (20 kinds).....doz. .90

Beef, Tomato, Ox Tail, Mock Turtle, Mulligatawny, Rice Tomato, Consomme, Green Pea, Bean, Clam Chowder, Vegetable, Chicken Rice, Chicken Barley, Chicken Giblet, Chicken Gumbo, Cream Chicken, Cream Celery, Beef Bouillon, Chicken Bouillon, Clam Bouillon.

Quarts (9 kinds)...doz. $1.85
Chicken, Beef, Mock Turtle, Ox Tail, Tomato, Mulligatawny, Vegetable, Clam Chowder, Cream of Celery.

Truffles.

Rilhac, 100/¼'s, per doz	12.00
Rilhac, 100/ 1-16's, per doz	3.00
La Forrest, 100/¼'s, per doz	17.00

Vinegar.

	½ Bbl.	10 bbl.	5 gal.	3 gal.
30 grain	08	10	1 15	65 50
40 grain	10	12	1 35	75 60
50 grain	12	14	1 70	90 80
60 grain	14	16	2 00	1 10 95
80 grain	16	18	2 65	1 50 1 25
90 grain	18	20	3 50	1 85 1 65
100 grain	20	22	3 85	2 00 1 85

Hammond's Vinegar.

Salad, qts, per doz.....1.25

Yeast Cakes.

Great Western	1.00
Gillett's Magic	1.20
Yeast Foam	1.20

COLUMN 31.

Department 19.

GROCERY SUNDRIES.

Axle Grease.

H. & L., per case.....$1.50
C. & S., 2-doz case, per case... 2.00
" 5 cs lots.....1.95
" 10 cs lots.....1.85
Frazer's, 2 doz tins, per case..2.25
Frazer's, 4 doz wd, per case... 3.60
Frazer's, 15-lb pails.....85
Mica, 3 doz tins, per case..... 2.25

Paper Bags.

Automatic, Self-opening, 500 in pkg. List.

¼-lb . .....$1.00 8-lb 4.80
½-lb . . .. 1.20 10-lb 5.20
1-lb . ..... 1.60 12-lb 6.30
1½-lb . .. ... 1.70 14-lb 8.30
2-lb . ..... 2.00 16-lb 9.00
3-lb . .. . 2.50 20-lb 10.00
4-lb . ..... 2.90 25-lb 11.00
5-lb . . .. 3.40 30-lb 13.00
6-lb . ..... 4.00 35-lb 15.00
7-lb . ..... 4.40 .....

Discounts from above List:
(Cheapest).....50 pct and 5, 10's
Eagle or Equal....50 pct and 2, 10's
White Fibre, or any white bag, ...50 pct and 1, 10's
Mikado (striped) .....40 pct
Sugar Bags, broad bottom, lb....06
Lion, 40 per cent and 1.....1.10

Bluestone.

Barrels, per lb (5 bbls 5½c) .$0.05¾

Bathbrick.

Bristol, 2 doz, per case (25 case lots 67½c) $0.70
Powdered, 20 1's, per case 1.15
Powdered, 40 ½'s, per case 1.25

CANDLES.

Adamantine.

Schneider's 10 oz. 20's.....$0.07
Schneider's 12 oz. 20's..... .08½
Schneider's 14 oz. 20's..... .09½
Parafine, 20 1 lb. cakes...1.90
do, 5 bx. lots.....1.80
do 40 1 lb cakes.....3.80
do 5 bx lots.....3.65
do 100 1 lb cakes.....9.50
do 5 bx lots.....8.50
P. & G. Adamantine, 10 oz. 8¼
do 12 oz. 9¼
do 14 oz. 10½
Yacht Club Quartz Candles
20 sets 14 oz..... .10
40 sets 14 oz..... .09¾

Stearic.

Schneider's 14 oz 20's or 40' .12
Schneider's 16 oz 20's or 40's. .13¼

Paraffine, Etc. Per lb.

4s, 6s, in cartons of 36-lb bxs..10¼
12s, in cartons of 36-lb bxs....10¾
½-lb, in cartons of 25-lb bxs..10¼
1-lb, in cartons of 25-lb bxs....10¼
Colored 1c higher.
Beeswax, pure for churches.. 40
Do No 2..... 30
Do No. 3..... 25
Christmas, all sizes.....8 8½
Do holders, ℔ gross..... 85
Wax Tapers, ℔ doz pkgs (℔ gross 8.00).....65 75
Night Lights, German, on pap & wd, (doz 40)..... 65
Do French, on tin, doz.. ..... .50, .75, 1.10

Cordage.

Basis price: Manila 14½c. Sisal 9¾c (5,000 lbs ¼c, and 10,000 lbs ½c less.)

Egg Food.

Pratt's, 26-oz, 2 doz in cs....$2.25
Wellington's, 1-lb, 2 doz box.. 2.00

Fly Paper.



Fly-Net, Per case $2.60
Magnet, per case.....$2.50
Tanglefoot, per case..... 2.90
Tanglefoot Holders, per case of 50 ..... .75

Fruit Jars.

(Net cash — no discount)

Mason's, pts, per gr..... 7.10
Mason's qts, per gr..... 7.80
Mason's, ½ gals 11.15

Fruit Jar Caps.

Porcelain, 6 doz to box, per bx 2.50

Fruit Jar Rubbers.

No. 1 white, per lb..... 50-60c
"Gold Seal," cartons, per gr.. .75
"Badgers," cartons, per gr.... .60

Mops.

No. 1, ¼ lb, 30-lb. box, lb..... .28
No. 1, ½ lb, 30-lb box, lb..... .28
No. 1, 1 lb, 30-lb box, lb..... .28
Less than 30-lb boxes..... .29

Horseradish.

½-pts, 2 doz in box, doz..... 1.10
Pts, 1 doz in box, per doz.... 1.50
Qts, 1 doz in box, per doz..... 2.75
Bulk, per gal ..... .75

Glue.

Le Page's, 1 oz, per doz..... .75
Le Page's, 2 oz, per doz..... 1.15
Le Page's ½-gill tins, per doz. 1.20
Le Page's, 1-gill tin, per doz.. 1.60
Standard, small, per doz..... .50

COLUMN 32.

EUREKA INSECT EXTERMINATOR.



Manufactured by
Jos. Pusch, 525 Front Street, San Francisco.

10c size, doz ..... .75
25c size, doz 1.75
60c size, doz 4.50
1.00 size, doz 8.00

Harmless to persons or animals; does not irritate the skin or injure the eyes.

MATCHES.

Metropltan, full count, per tin.$1.15
Universal, shrt count, pr tin .85-.90
Boys' block pap pkg, per doz .10
Swedish Safety, per gross..... .80
Swedish wind, 1 gross..... $5
Vulcan Parafine, 65s, ℔ gross (50 gross 50c) .....50 .55
Japanese Safety, per gross..... .50
Squirrel Matches, 55s, per gross .43
Ship Safety Matches, la ge, gross .75
" " small, " .65

Diamond Match Co.'s.

Anchor, 200 . ..... 1.70
Do 500s..... ..... 4.00
G. G., 60s..... 2.75
Red Top Safety 3.25
S. & C., Eastern Parlor, 80s.... 4.25
Press, 100s, 5-gross cs..... 4.75
Little Star, per cs..... 2.25
Search Light, 500s, large 1 gr.. 4.75
(Discount of 25c per case on 5 cs. lots)

Paper, Wrapping.

Butter, White, ℔ ream..... 20
Do Waxed ℔ ream..... 25
Manilla, No. 2, roll, any sz. lb... 3½
Manilla, No. 1, rolls or reams, ℔ lb..... 5
Straw, ℔ ream..... 70
Do rolls any size, ℔ lb.... 3¼
Drab, ℔ ream..... 60
Do rolls any size, ℔ lb.... 2½
Metropolitan White Fibre Rolls, per pound 4

Paper, Toilet.

Columbia, in rolls, 7 oz, per cs of 100 . .....2.75
Royal, 100 rolls of 500 shts.....4.00
Pilot, 100 tablets of 500 shts..3.75
Golden Eagle, 100 tablets of 1,000 sheets 8.00

Polishes, Shoe.

Mason's.

Mason's Colt-Coron-Ide Per gross $4.70; per doz. 40c
Mason's Paste Stove Polish Per gross $4.70; ¼-gross $1 20
Mason's Challenge, per doz..... .40
Mason's Challenge, per gross... 4.70
Challenge Shoe Dressing, small per doz . .. $ 75
large " " 1 50
Russett Comb'n. shoe Dressing small, per doz . .. 75
large, " " 1 50
Black Comb'n Shoe Dressing small per doz . 85
Patent Leather Polish, per doz 50
Mason's, No. 4 45
" " per gross 5 20
" No. 3 per doz 35
" " per gross. . . 3 40
" No 2 per doz .. 30
" per gross..... 3 00
" No. 1 per doz . . 25
" " per gross . 2 80

Scott & Gilbert Co.

Manufacturers.
214-216 Mission St., San Francisco



In 3 dozen cases per

Alaska Seal Oil.... 20 00
Top Notch . . 15 00
Russian 12 00
Boss..... . . 9 00

Bixby's.



Jet Oil ..... per doz. 85
Jet Oil, 3 doz. in box, with Marvel Brush Free 2 55

COLUMN 33.

BIXBY'S—Continued

Royal Polish ..... per doz. 85
Royal Polish, 3 doz. in box, with 8 pkgs. 5c Carpet Tacks free.2 55
Shoe Satin, Small Comb, per doz. 80
Shoe Satin, Large Comb, per doz. 1 25
No. 5, Shoe Satin Paste, per doz. 40
No. 10, Shoe Satin Paste, p doz 85
Satinola, Small Comb 80
Satinola, Large Comb 1 25
No. 5, Satinola Paste. 40
No. 10, Satinola Paste..... 85
"BBB" Blacking Size M 3 dz. in box ..... } 1 25
½doz. paste free ..... }
"BBB" Blacking, Size B. 3 doz. in box .... } 2 50
1 doz. paste FREE .... }

Polish, Stove.

Rising Sun, large pkg, ℔ gross.6.25
Do 5-gross lots, ℔ gross..6.00
Do Small pkg, ℔ gross....4 25
Sun Paste, large, ¼ gross, per gross 8.00
Sun Paste, small, ¼ gross, per gross 5.00
Enameline, No. 4 tins, ℔ gross.5.00
Do No. 6 tins, ℔ gross.....8.25
Do Liquid, pt-tins, bx 3 doz.2.25



Small, 3 doz. to cs., per cs. $1.50
Large, 3 doz. to cs., per cs. 2.50
(½ doz. free with each case)

Polish, Metal.

Electro Silicon, 1 gr in case, per doz ..... .80
Brilliantshine, ½ pts, per doz.. .90
Brilliantshine, pts, per doz.... 1.70
Brilliantshine, qts, per doz.... 3.10

U. S. Metal Polish.



POLISH

Doz.

Qts...$3 00
Pts.... 1 70
½ Pts. 90

PASTE

lb...$3 00
½ lb... 1 75
8 oz... 50

Barkeepers Friend powder gr..$18.00

U. S. METALLIC POLISH

PASTE is put up by a Practical Chemist; also in Liquid Form. Free from Acid or Grit. 20 years in the Markets of the World. **J. T. WILSON,** Pacific Coast Agt., 1770 15th St., S. F. For sale by all dealers. Also the Barkeepers' Friend Cleaning Powder.

Rope.

Manila, 1¼-in. cordage ..... .15
Sisal, 1¼-in. cordage ..... .10¾

Seeds.

Anis 14½
Canary 6¼
Caraway 8 10
Celery 15
Coriander 15
Cumin 13
Flax, ground 4
Flax, whole 3¾
Hemp, sacks 4½
Millet 6½
Mustard 5½
Poppy (Or. ska 3¼)..... 10¾
Rape, Cal..... 4½
Bird gravel, 40 2s..... 2.00
Bird Seed Mixed 48—1-lb. pkg .

Original sacks ½c less.

Sheep Dip.

Little's, 10½-gal tins, per gal$1.05
Little's, 5-gal drums, per gal.. 1.05
Smith's, 10½-gal tins, per gal. .95
Smith's, 5-gal drums, per gal .95

Twine.

Cotton, 4 ply, 100-lb bls, per lb 12
Do 3 ply, 100-lb bls, per lb.... 14
Do 2-lb cones, per cone..... 44
Hemp, 8-oz balls, per 3-lb pkg.. 70
Do, 4-oz. balls, per 3-lb pkg. 75
Do 2-oz balls, ℔ 3-lb pkg.. ..
Sack, 4 ply, 12-lb pkgs, per lb. 33

Wax.

Fruit, 25 1-lb pkgs. . . 30
Japan, per lb 20
Beeswax..... 35

Wax Strings.

12 in. 10 pkg. 100 stgs each 1 50
14 in. 10 pkg 100 stgs each . 1 60

COLUMN 34.

COLUMN 35.

Department 20.

WOOD AND WILLOW WARE

AXE HANDLES.

Ex. 36-in., doz.....$2.25
No. 1, 36-in., doz..... 1.75
No. 2, 36-in., doz..... 1.25
No. 3, 36-in., doz..... 1.05
Ex, 38-in., doz..... 4.00
Ex, 40-in., doz..... 4.25

BASKETS.

Per Doz.

Cal., Open, Spruce, No. 3.. .60
Cal., Open, Spruce, No. 4.. .60
Cal., Open, Spruce, No. 5.. .84
Cal., Satchel, Spruce, nest, 0-5 ..... 1.10
Cal., Satchel, Spruce, nest, 1-5 ..... 1.00
Cal., Satchel, Spruce, nest, 1-11 ..... .71
German market, nest of 4 1.25
Clothes, Oval, Wil., No. 0. 6.50
Clothes, Oval, Wil., No. 1. 6.00
Clothes, Oval, Wil., No. 2. 7.50
Clothes, Oval, Wil., No. 3. 9.00
Clothes, Oval, Wil., nest 4... 3.17
Japanese Telescope, nest of 5, size 18x12x7..... 1.40
Same, size 20x13½x7..... 1.25
Same, size 24x15x10..... 1.75

BOWLS, WOODEN.

Per Doz.

Maple, No. 1, 11-inch..... .75
Do No. 2, 13-inch..... 1.50
Do No. 3, 15-inch..... 2.75
Do No. 4, 17-inch..... 4.25
Do No. 5, 19-inch..... 5.75
Do No. 6, 21-inch..... 7.50

Per nest.

Maple Nests, 3, 13, 15, 17-inch ..... .71
Same, 4, 13, 15, 17, 19-inch 1.20
Same, 5, 13 to 21-inch... 1.81

BROOMS.

Per Doz.

Patent Cap, No. 1..... 3.80
Patent Cap, No. 2..... 3.60
Patent Cap, No. 3..... 3.35
Extra Patent, No. 1..... 3.85
Extra Patent, No. 2..... 3.60
Extra Patent, No. 3..... 3.40
Ladies' Pride, No. 1..... 3.85
Ladies' Pride, No. 2..... 3.60
Ladies' Pride, No. 3..... 3.40
Little Beauties 3.00
Ladies' Delight 2.80
Toy, 2 strings..... .90 1.35
Wisp, 2 strings ..... .90 1 25

BRUSHES.

Per Doz.

Dust 2.00 12.00
Scrubbing . ... .55 3 00
Dandy 1.50 5.75

Shoe Brushes.

No. 1, black tampico 1.10
No. 2 bristles 1 65
No. 3, white bristles 1.75
No. 4, bristles 2.00
No. 5, white bristles 2.25
No. 6, horse hair 2.70
No. 7, bristles 3.00

Stove Brushes.

Per Doz.

No. 1, tampico, handles...90c-$1 10
No. 2 bristles, handles 1 85
No. 3 tampico, handles 1.85
No. 4 bristles handles .. . 3.25

Ox Fibre Brushes.

Per Doz.

Scrub, T. & B., 9x2½ in face .80
Do Hub, 10x2¾ in face. 2.00
Do Magic, 7½x2 in face 1.10
Do Owl, 8½x1½ in face .85
Do Cat, 10½x2½ in face 1.50
Do Rat, 8½x2½ in face 1.25
Do Mouse, 6¼x2½ in fa 1.00
Do Alligator, 10½x2¾ in face 2.25
Do Goose, 8¾x2¾ in fce 2.00
Do Duck, 6½x2¾ in fce 1.50
Stove, Hustler, 8½x2½ in face 2.25
Sink, Roll, 3½x2½ in face 1.40
Sink, Gong, 4¾x3¾ in face 2.25
Horse, Pointer, 10x3¼ in face 3.00
Creamery Jersey, 9x5 in face 3.25
Creamery, Holstein, 9½x 5¼ in face 3.50
Dust, Peacock, 10½x4 in face 2.25
Hand, Windsor, 4½x1¼ in face per gross..... 6.00
Whitewash, Snowstorm, 9-in., per doz 2.00
Same, 8-in., per doz..... 1.75
Same, 7-in., per doz..... 1.50

CAN OPENERS.

Diamond per doz $0 75
Crown per doz 1 25
Swords per doz 2.25

CARPET SWEEPERS.

Bissell, per doz 25.00 to 27.00
King, per doz 24.00

CHEESE SAFES.

Round No. 1, 10-in..... ....$2.20
Round No. 2 22-in 2 25
Round No. 3, 24-in 3 50
Square each . . . 4 00

Clothes Line.

Hemp, 40-foot per doz $0 80
Hemp, 60-foot, per doz 1.25
Cotton, 40-foot per doz 80
Cotton, 60-foot, per doz..... 1 20
Cotton, 75-foot per doz..... 1.75
Manila, 40-foot per doz.. . . 1 25
Manila, 60-foot per doz . . . 2 50
Sash Cord, 50-foot, per doz . . 1 75
Sash Cord, 80-foot per doz . . 3 00
Wire Cord, 50-foot per doz . . 1 05
Wire Cord, 75-foot per doz.. 1 60
Wire Cord, 100-foot, per doz.. 2.75

COLUMN 36.

Clothes Line Pulleys.

Galv. Iron, per doz.....$0.50

CLOTHESPINS.

Common, per bx of 5 gross .65
U. S. Patent Spring, per gr .60

COFFEE MILLS.

Enterprise, Family, No. 1, doz.$2.50
Enterprise, Family, No. 2, doz. 3.50
Enterprise, counter, ea....5.50-35.00

CORKS.

Wine, pt size, per M.....$4.75
Wine, qt size, per M..... 5.25

Demijohns.

Discount 50—10—5 per cent

¼-gal., doz..$3.25 2-gal., doz..$10.50
½-gal., doz.. 4.50 3-gal., doz.. 13.50
1-gal., doz... 6.50 5-gal., doz.. 19.00

Dust Pans.

No. 1 Japan, doz..... .63
Covered, doz 1.25
Janitor, doz 2.25

Dusters.

China, fancy colored, doz.... .80
Standard Turkey, No. 10, doz.. 1.60
Standard Turkey, No. 12, doz.. 2.10
Standard Turkey, No. 14, doz.. 2.75
Standard Turkey, No. 16, doz.. 3.25
Standard Turkey, No. 18, doz.. 3.75

DOOR MATS, COCOA.

	Per Doz.
Light, No. 1, 14x24	4.00
Do No. 2, 16x27	5.50
Do No. 3, 18x30	7.25
Do No. 4, 20x33	9.00
Medium, No. 1, 14x25	5.25
Medium, No. 2, 16x27	6.75
Medium, No. 3, 18x30	8.50
Medium, No. 4, 20x33	10.25
Extra, No. 2, 16x27	9.50
Extra, No. 3, 18x30	12.50
Extra, No. 4, 20x33	15.00
Extra, No. 5, 22x36	18.00
Keystone Steel Mats	

Faucets.

Cork lined, No. 1, doz.....$0.60
Cork lined, No. 2, doz..... 75
Cork lined, No. 3, doz..... 90
Cork lined, No. 4, doz..... 1.25
Cork lined, No. 5, doz..... 1.50
Molasses Gates $0.25
Self-Measuring Faucets, each. 3.00
Syrup Pumps (Ent'rprise), ea. 5.75
Syrup Pumps with auger, ea.. 6.00

Ironing Boards.

4-ft., per doz..... 4.20
4½-ft., per doz..... 4.75
5-ft., per doz 5.25
5½-ft., per doz 5.75

LAMP CHIMNEYS.

XX Eureka Grade.
Eureka Crimp Top in Cartons.

	Per Doz.
No. O or E, 6 doz. in case	.75
No. 1 or A, 6 doz. in case	.75
No. 2 or B, 6 doz. in case.	.95

Eureka Electric.
In Cartons.

No. 2, 6 doz. in case, per doz. 1.00

Lantern Globes. per doz.
Packed 5 doz. in case.... .70

Eureka Rochester.

	Per Doz.
No. 1, 6 doz. in case....	.85
No. 2, 6 doz. in case.....	1.05
No. 3, 6 doz. in case.....	2.10

Macbeath Pearl Top.

No. 1 or A, 6 doz. in case.	.85
No. 2 or B, 6 doz. in case.	1.05

La Bastie.
Heaviest and best in market.

	Per Doz.
No. A, plain bulk, 6 doz. in case	1.20
No. B, plain bulk, 6 doz in case	1.50
No. A, crimp bulk, 6 doz. in case	1.30
No. B, crimp bulk, 6 doz. in case	1.60

Common Chimney.

	Per Doz.
No. 0 or E, 6 doz. in case.	.40
No. 1 or A, 6 doz. in case..	.45
No. 2 or B, 6 doz. in case.	.65

Common Rochester.

No. 1, 6 doz. in case.....	.80
No. 2, 6 doz. in case.....	.90
No. 3, 3 doz. in case.....	2.00

Lamp Burners.

0 or E, per doz	$0.50
1 or A, per doz	60
2 or B, per doz	75

(Blaze fits 13 collar, takes E wick)

Solar Burners, doz	1.50

LEMON SQUEEZERS.

Ball, per doz	$0.40
Glass, No. 1, per doz	50
Glass, No. 2 (for oranges) doz	85

MOPS AND HANDLES.

	Per Dos.
9-lb. Mops	1.20 and 1.50
12-lb Mops	1.60 and 2.00
Patent Mop Handles	1.00
Plain Mop Handles	.90

PAILS.

	Per Doz.
Wood, painted, 3 hoops	2.25
Wood, varnished, 3 hoops	2.25
White Cedar, 3 galv hoops	2.75
Fiver	3.50
Galvanized, 10 quarts	1.75
Galvanized, 12 quarts	2.05
Galvanized, 14 quarts	2.35

SHELF PAPER.

	Per gross.
Narrow, assorted colors.	.12
Wide, assorted colors....	.35

COLUMN 37.

TUBS.

White Cedar—No. 0, 13.00; No. 1, 10.50; No. 2, 9.00; No. 3, 8.00.

Painted or varnished—No. 0, 11.40; No. 1, 9.60; No. 2, 8.40; No. 3, 7.20.

Fiber—No. 0, 18.00; No. 1, 14.50; No. 2, 12.50; No. 3, 11.00.

Galvanized—No. 1, 5.80; No. 2, 6.20; No. 3, 7.20.

WASHBOARDS.

	Per Doz.
California, regular size	2.10
California, small	.90
Stag	2.75
Bronze	3.50
Good Enough	2.25
Anchor, single	1.90
Nameless	2.25
Peerless, double	3.50
North Star	3.50
North Star, protector	4.00
Crystal Glass	4.00
Misses	1.50
Toy	.90

WICKING.

	Grs.
Lamp, 0 or E, ⅜-in	$0.30
Lamp, 1 or A, ⅝-in	.40
Lamp, 2 or B, 1-in	.60
Lamp, 3 or D, 1½-in	.90
No. 1 Rochester	2.00
No. 2 Rochester	2.75
No. 3, Mammoth	9.25
Junior Rochester	1.50
Stoves, 3-in	1.80
Stoves, 3½-in.	2.25
Stoves, 4-in	2.50
Stoves, 4½-in	2.90
Stoves, 5-in	3.50

WRINGERS.

Wood Frame Novelty.

Two top screws; iron tub clamps.

	Per Doz.
No. 350, 10x1¾ in	30.00
No. 351, 11x1¾ in	36.00
No. 352, 12x1¾ in	42.00

One top screw; wooden top clamps.

No. 360, 10x1¾ in	31.00
No. 361, 11x1¾ in	36.00
No. 362, 12x1¾ in	42.00

Ball Bearing.

No. 380, 10x1¾ in	40.00

MISCELLANEOUS.

Barrels, paper, 100-lbs, ea.	.80
Barrels, pa., 50 lbs ea	.65
Barrel Covers, 17-in. (flour barrel size), per doz	1.80
Barrel Covers, 21-in (sugar barrel size), per doz	2.70
Basins, fiber, 12-in., pr dz.	2.25
Basins, fiber, 1½-in., per doz	2.50
Brownies, per doz....85, 1.15	1.35
Butter Ladles, plain, doz	45
Butter Ladles, clays, doz	85
Butter Spades, doz	40
Dishes, oval 1, 2 and 3-lb, per 1,000.....2.20, 2.30,	2.90
Dishes, wire end.....1.35, 1.80, 2.35, 2.85,	3.25
Egg Beaters, Dover	1.00
Lemon Squeezers, fiber, dz	1.25
Measures, fiber, 4 pcs. (Set pt., qt., ½ gal and funnel)	1.25
Lanterns, O Tubular, doz.	5.25
Lanterns, candle, frame, only doz.	1.00
Lantern Candle, with chimney, doz.	1.75
Lantern globes, in bbls.	.70@.95
Mouse Traps, 1 to 6 holes, doz., 6 holes	.80
Traps, mouse, "Does-it-easy," doz.	25
Traps, rat, "Blizzard," doz.	1.25
Nest Eggs, per doz	20
Oil Cans, 1 gal., cush., per doz	1.50-4.50
Oil Cans, 1 gal., galvanized Iron	.90
Oil Cans, 5 gal., galvanized iron	6.00
Potato Mashers, per doz.	.45@.75
Rolling Pins, per doz.	1.20 and 1.45
Spoons, wooden...30c, 37c	.65
Step Ladders, each per ft	.17 .40
Tacks, steel, asstd, 2-oz, doz.	25
Tacks, Common, 2 oz., doz.	8½
Tapers, gas, 30/17-in, stgs. doz	65
Tobacco Cutters, standard, ea	80
Toothpicks, per case, 110 box	2.25
Twine Holders, hanging, doz	2.00
Twine Holders, counter, doz	3.00
Spittoons, fiber, 13-inch..	6.00
Spittoons, fiber, 12-inch..	4.75
Spittoons, fiber, 9-inch...	4.00
Whips	.90
Window Screens, 12-in., doz..	1.60
Window Screens, 18-in., doz..	2.20
Window Screens, 24-in., doz	2.64

STATIONERY.

Blank Books.

Counter, 48-leaf	$ .50
Counter, 92-leaf	.75
Cap, Day & Ledger, per 100 pp	10@ .40
Full bound	50@ .75

Writing Paper.

	Ream.
Commercial Note, 5lb	45@ .75
Commercial Note, 6lb	60@ .90
Letter, 10 lb, ex	90@1.50
Cap, 12 lb, ex	1.08@1.80

COLUMN 38.

Envelopes.

	Per M
XX, 5-in.	1.00@1.50
XX, 6-in.	1.10@1.60
XXX, 10-in.	2.80
XX, 4-in., Baronial cream or white	1.40@1.80
XX, 6-in., Baronial cream or white	1.60@2.00

Inks.

Scott & Gilbert Co.,
Manufacturers,
214-216 Mission Street, San Francisco

SUNSET BLUE BLACK



	gross
Cones, 3 dozen case	$4.50
2 oz. round studs 3 dz.	4.50
	doz.
4 oz. round studs, 3 dz.	.75
½ pints, 2 doz case	1.25
Pints, 2 doz. in case	2.00
Quarts, 1 doz. in case	3.50
	gal.
5 gallon kegs	.70
10 gallon kegs	.60
Barrels	.50
Assorted colors.	doz.
1 oz, stands, any color	.50
2 oz. stands, any color	.75

BLACKSTONE MFG. CO.
1960 Howard St., S. F., Cal.



	Gross
Cones, 3 doz to cs	$3.75
2-oz., Rnd Cylndr, 3 doz to cs.	2.90
3-oz., Rnd Cylndr, 3 doz to cs.	5.75
4-oz., Rnd Cylndr, 3 doz to cs.	6.50
	Doz.
8-oz., Rnd Cylndr, 2 doz to cs.	1.15
16-oz., Rnd Cylndr, 1 doz to cs.	2.00
Full qts., Rnd Cylndr, 1 doz to cs	3.75

Above prices are for Jet Black, Blue Black, Green, Blue, Violet and Carmine Inks.

(Copying Inks 10 per cent additional.)

Miscellaneous.

Carter's or Sanford blk cylinder, gross	4.50
Sanford's, 4 oz., black cylinders, doz.	60
Sanford's ½ pt, doz	1.75@2.00
Sanford's pts, doz	3.00@4.50
Sanford's qts., doz.	5.00@7.50

Lead Pencils.

	Gross.
Plain cedar	60
Black polished	1.10
Cedar, rubber tip	1.00
Red polished, metal rubber tip	1.50@3.50
Carpenters'	1.75@2.25
Eagle Automatic, doz.	.85@2.00
doz.	40@1.80



Mucilage

Scott & Gilbert Company
Mnfrs., 214-216 Mission St
San Francisco, Cal.

SUNBET EXTRA HEAVY

	doz.
2 oz. cones, 3 doz. cs.	37½
3 oz. cones, 3 doz. cs.	75
½ pints, 1 doz. case	2.00
Pints, 1 doz. in case	3.50
Quarts, 1 doz. in case	7.00
Gallons, ½ doz. ea	20.00

Blackstone Mfg. Co.
1960 Howard St. S. F., Cal.

	Gross
2-oz. Cones, 3 doz. to cs.	$4.00
3-oz. cylndrs, 3 doz to cs.	5.75
	Doz.
8-oz. round, 2 doz to cs.	1.75
16-oz. round, 1 doz. to cs.	3.00
Full qts., 1 doz. to cs.	5.00

Bulk quotations (5, 10 and 30-gal.) on application.

Steel Pens. per gr. Gross.

Railroad, 1 gross in box	$0.40
Stub No. 413	40
Falcon	40
Bank	40
Easy Writer	50
Extra Fine	45
Elastic	40
Railroad Stub	40
Ladies' Falcon	40
School	40
Spencerian No. 1	85
Gilletts No. 404	50
Gilletts No. 303	1.00

COLUMN 39.

Department 22.

TOBACCO, CIGARS, SMOKERS' SUPPLIES, ETC.

AMERICAN TOBACCO CO.

Plug Tobacco.

Battle Ax, 16 oz, 3x12, 6 cuts, 12, 24 lb	40
Big Gun, 8 lb. butts, also 16 lb. butts, 16 oz., 3x12, 6 cuts	45
Brandywine 4 to lb., 2¼x8, 3 cuts, 4 and 8 lb	47
Bullion, 16 oz, 3x12, 12 lb. " 6 to lb., 1x6, 20 lb	48 51
Burr Oak, 16 oz., 3 x 12 emb., 6 and 12 lb.	44
Climax, 16 oz, 2x12, 6 cuts, 6, 12 and 30 lb	46
Climax, 7 oz, 2x12, R & R 6 cuts. 7, 10½ and 21 lb.	49
Climax, 7 oz, 3x12, thin, 7 and 14 lb	49
Climax, 6 to lb, 2x8, Twin 4s. 4 lb boxes	51
Climax, 14 to lb, 1x8, Figs 4 lb boxes	55
Cross Bow, 14 oz, 3x12, 4 cuts 14 lb	39
Drummond Nat., 5½ oz. 3x12, 8 cuts, 5, 8, and 12 lb	64
Five Brothers, 4 oz, 3x6, 2 cuts, 4 and 8 lb	66
Gold Rope 7 to lb. 3, 6, 12 lb.	57
Gold Rope 14 to lb. 4, 8 lb	59
Good Luck, 3x6, 10 lb.	46
Granger Twist, 12 and 15 lb pails	46
Horse Shoe, 16 oz, 3x12, 6 cuts, 8, 12 and 24 lb	45
J. T., 7 oz, R & R, 2x6, 2 cuts, 10½ and 21 lb	40
J. T., 7 oz, Smo. 2x6, 2 cuts, 10½ and 21 lb.	40
J. T., 14 oz, Smo. 3x12, 4 cuts, 10½ and 21 lb. R & R	40
Newsboy, 48 plugs to 10 lbs. 2¼x4½, 10, 15 and 25 lb	43
Nobby Spun Roll, 7 to lb, 1½x3½, 3, 6 and 12 lb	58
Old Honesty, 15 oz, 3x12, 6 cuts, 7½, 15 and 30 lb	45
Old Kentucky, 6 to lb, R. & R., 8, 16½ and 25 lb.	49
Old Peach and Honey, 6 to lb 8 lb. butts	49
Out of Sight, 12 butts, 12 oz., 3x12, 3 cuts	36
Piper Heidsieck, 5½ oz, 2⅝x3, 8 cuts, 4, 7, 14 lb	70
Red Cross, 15 oz, 3x12, 4 cuts 12 and 24 butts	34
Red Ribbon Twist, 10 to lb, 6 inch, 8 lb pecks, 16 lb. ½ bus	41
Saw Log, 16 oz, 2x12, 6 cuts, 24 lb.	47
Saw Log, 32 oz, 3x12, 12 cuts, 32 and 48 lb	47
Something Good, 5½ to lb, 2x4 9, 18 lb.	46
Spear Head 16 oz, 2x12, 6 cuts, 6, 18 and 30 lb.	46
Spear Head, 7 oz, 2x12, 6 cuts, 7, 10½ and 21 lb	49
Standard Navy, 14 oz, 3x12, 4 cuts, 14 and 28 lb.	39
Star, 16 oz, 3x12, 6 cuts, 12, 24 and 52 lb	46
Weissinger's Special, 5 1-3 oz., 3 x 12 emb, 2, 6, 12 lb.	64
W. N. T. Nat. Leaf, 6 and 12 lbs., bxs., 5½ ozs., 3x12	58

Smoking Tobacco.

(5-lb Cartons, 25 and 30-lb cases.)

Seal of N. C., 1⅔ oz, foil	$0.68
Seal of N. C., 3½ oz, foil	.62
Seal of N. C., 8 oz, foil	.59
Seal of N. C., 16 oz, foil	.59
Old Gold, 1⅔ oz, foil or pouch	.70
Old English curve cut, 1⅔ oz	.74
Old English curve cut, 3½ oz	.74
(In curved tins.)	
Pedro, 2½ oz, foil	.49
Pedro, 2½ oz, pouch	.51
Pedro, 2½ oz, assorted	.50
Pedro, 16 oz, tin canisters	52
Dixie Queen, 1⅔ oz, foil	.40
Dixie Queen, 16 oz, tin canisters, 6-lb cartons, 24-lb cas	.43
Duke's Mixture, 1⅔-oz sack	.39
Arlington, 1⅔ oz, foil	.05
Cross Cut, 1⅔ oz, foil	.60
Duke's Cameo, 1⅔ oz	.42
Duke's Cameo, 2½ oz, foil	.45
Melrose, 1⅔ oz, foil	.65
Fragrant Vanity Fair, 1⅔ oz, foil	.95
Red Indian Plug Cut, 1⅔ oz and 3½ oz, foil	.42
Red Indian Plug Cut, 16-oz pails	.44
Fashion, 1⅔ oz	.41
Fashion, 16-oz pails	.44
Bull Durham, 1 oz	.65
Bull Durham, 1⅔ oz	.65
Bull Durham, 3½ oz	.60
Bull Durham, 8 oz	.58
Bull Durham, 16 oz	.58
Pick Leaf, gran, 1 oz, 25-lb cs	.60
Corn Cake, gran, 1-lb bags, 25-lb cases, per lb	.23
Echo Plug Cut, 1⅔ oz	.48
Red Bell, 1⅔ oz	.42

COLUMN 40.

Red Bell, 16-oz pails	.43
Oriental Mixture, 3½-oz tin	1.00
Imperial Mixture, 2½-oz tin.	1.20
Plum, 1⅔ oz, foil	.62
Three Kings Mixture, 3½-oz tins	1.35
Monte Cristo Mixture, 3½-oz tins	1.50
Yale Mixture, 1-oz tin	1.35
Yale Mixture, 1⅔-oz tin	1.60
Yale Mixture, 3½-oz tin	1.55
Honey Dip Twist, 10 to lb	.46
Master Workman, 10-oz plug, smoking	.46
Old Virginia Plug, smoking, 5 oz, 10½ lb., 6x5	.42

Fine Cut Chewing.

Hiawatha, 1 oz	.59
Hiawatha, 10-lb bulk, bright or dark	.59
Hiawatha, b'ght or d'k, 1-lb tins, 5-lb. pails	.58
Sweet Cuba, b'ght or d'k, 1-lb tins, 5-lb. pails	.46

Cigarettes.

Fragrant Vanity Fair	$4.08
Duke's Cameo	4.08
Sweet Caporal	4.08
Virginia Brights	4.08
Old Dominion	3.98
Pets (foil packages)	6.52
Richmond Straight Cuts	6.62
Turkish Trophies	7.75
Egyptian Deities, No. 1, 10s	21.50
Egyptian Deities, No. 2, 10s	$18.36, 19.33
Mogul	11.22

Cheroots, Etc.

Vaporettes in tin foil, 5 for 10	14.00
Old Virginia Cheroots, 5's	14.00
Jumbo Stogies, 100 in carton	12.50
Between the Acts Little Cigars, 10's, tin and paper	8.50
Bengal Little Cigars, 10's	7.50
Royal Bengal, 10 in pkg	12.00
Van Bibber Little Cigars	17.50
Sub Rosa Cigarros, 10s, per 1,000	4.10
Florodora	12.50

Cigarette Papers.

Vanity Fair, 50 pkgs in box	1.05
Wheat Straw, 50 pkgs in box.	1.25
Wheat Straw, 100 pkgs in box	2.50
Wild Oats, 40 pkgs in box	.90
Red Seal, 50 pkgs in box	.25
Corn Husk, 50 pkgs in box	1.15
Corn Husk, 100 pkgs in box	2.30
Interlock, 50	1.15
" 100	2.25

THE HILSON CO.

Hoffmann House Little Cigars, 10 in package, 250 in carton	$7.50
Hoffmann House Magnums, 10 package, 100 in carton	12.00
Hoffmann House Petit Duc, 10 in package, 100 in cart'n	15.00
Hoffmann House Cavaliers, 10 in package, 100 in cart'n	18.50

J. B. PACE TOBACCO CO.

Scroll Tag, twist, 6 to lb	.66
Scroll Tag, 10 oz	.66
Mastiff Plug Cut, 1⅔ oz	.67½
Mastiff Plug Cut, 3½ oz	.65½
Mastiff Plug Cut, 10 oz	52

AMERICAN SNUFF CO.

French Rappee, 1⅔ oz, pr dz.	.96
French Rappee, 3½ oz, pr dz.	1.80
French Rappee, 16-oz jars, per lb	.65
Maccaboy, 1⅔ oz, per doz	.96
Maccaboy, 3½ oz, per doz	1.80
Maccaboy, 16-oz jars, per lb.	.60
Irish High Toast, 16-oz. jars, per lb	.57
Scotch Lillenthal's, in bladders	.60

CIGARS.

Porto Rico Cigar Co.

El Primero, Forziano Porto Rico	30.00
El Manifesto, Invincible Roosevelt Porto Rico	87.50

PIPES.

	Per Doz.
Cobs, Hot Shot, 3 doz	$0.25
Cobs, Gem, 3 doz	.25
Cobs, No. 3, 3 doz	.50
Brier, W. P. & Co., Assorted, 3 doz	2.00
Brier, Display Stands, 1 doz	2.00
Brier, Showcase Assortment, 3 doz	6.00
Pipe Mounts, 1 doz	.75
Cherry Stems, 2½x6 in	2.00
Cherry Stems, 2d 2½x6 in	.85
Clay Pipes, T. D., 1½ gross per box	1.85
	Per Box.
Clay Pipes, Woodstock, 1½ gr., per box	1.25
Uncle Sam Cob Pipe, 3 doz box	1.00
Eclipse Patent Cob Pipe, 3 doz. box	2.25
Climax Cob Pipe, 3 doz. box	.90
Jewel Cob Pipe, 3 doz. box	2.50
Dewey Cob Pipe, 3 doz. box	2.00
No. 19 Cob Pipes, 1 doz box	

LASH'S
KIDNEY & LIVER
BITTERS
CURES DYSPEPSIA.

HAVE YOU NOTICED
all these Signs around Town?

WUNDER BEER

It shows that most of the Grocers keep what people ask for—WUNDER BEER
If YOU don't, wake up phone to our bottling works and they will send their man to see you.
Phone South 1098

Ahrens, Pein & Bullwinkel
WHOLESALE
Liquor Merchants
620 Post St., bet. Taylor & Jones
Sole Proprietors



Royal Stag Bourbon and Rye.
Old Pal Kentucky Bourbon.
Celebrated Chief Tonic.
Hiawatha Bitters.
Chief Bitters.
Diamond Star Rye and Bourbon.
Tiliawood Bourbon.
Importers
Slater V. O. Scotch Whiskey, Scotland.
Thrope & Co.
Mermaid Old Tom Gin, London.
P. Van der Kamp
Fine Old Wood Cock Gin, Holland.
Maurailla Freres Cognac, France.

MONEY-WEIGHT SCALES
Pay for themselves in
Less than a Year.
Sold on Easy Monthly Payments
PIERCE & CO.
Flood Bldg. (8th Floor) Market & Powell



J. F. Cutter Whiskey
IS THE BEST SELLER FOR THE RETAILER ON THE MARKET
E. Martin & Co.
Sole Agents
54 FIRST STREET
San Francisco

Attracting Trade

H. C. Clock & Sons, general merchants at Geneva, Iowa, are in that aggressive class of retailers who are not contented to sit down and let the catalogue houses carry off a big slice of their home trade. On the contrary, H. C. Clock & Sons believe in doing everything in their power to combat catalogue competition, says the "Grocers' Criterion."

"We believe," they say in a letter to the "Criterion," "that all merchants should advertise directly and aggressively against catalogue houses. The merchants should secure copies of their catalogues as soon as they are issued, pick out the leaders and advertise similar goods at the same, or less, prices. The secret of the success of catalogue houses is leaders, which pull the orders. The merchant can, by selling close, meet the leader prices—on nearly all the rest of the goods the catalogue house price is big. If all merchants should become aggressive the catalogue business would be curtailed in nearly every locality, and thus the business as a whole would suffer very much.

Give Better Bargains.

"The merchant should watch for the special issue by the catalogue houses, usually several times a year, and immediately counteract them by a circular or ad in the local paper, offering the same lot at the same, or less price. He can easily do it in nearly every instance. Ads comparing merchants' prices with catalogue prices are winning cards. They hurt the catalogue houses, as their recent attempts to come back at the merchant, as they tried to do at Stuart, Iowa, and in Illinois, prove."

One Day's Sales Free.

Ex-President M. L. King has recently tried a very novel and we doubt not a very successful plan to secure trade, says an eastern trade paper. On Monday morning, May 1st, an envelope containing the date in April on which all purchases at Mr. King's grocery store in Central square, Somerville, were to be free was opened in the Somerville National Bank, in the presence of Joseph B. Gendron, cashier of the bank, and Leon M. Conwell of the Somerville Journal. The date was found to be Monday, April 17th, and Mr. King at once began to redeem the checks for all purchases made on that day. Everybody who made a cash purchase of Mr. King on that day either has received the money back or may do so by presenting the checks given with the purchases.

Paying Church Debts.

An exchange tells of a merchant who gave five per cent of his sales for a certain period to churches to raise their debt or to make improvements. Coupons were issued, which, when presented by members of churches in the plan, entitled the church to a five per cent bonus on the sale. The plan proved a good thing for the merchant and for the churches, providing an easy way to help pay off the debt .

Elaborate Displays.

Mr. Charles F. Snow of this city, who for thirty years was a partner in a large retail grocery business of Sixth avenue, says the "Retail Grocers' Advocate,, of New York, and for ten years after that he was engaged in the wholesale branch of the trade, is also an expert in this line, and says:

"Our plant was established in 1855, and until 1863 everything went along smoothly and profitably, but during that year came the draft riots, it then being the third year of the civil war. There were several days of bloodshed, and hundreds of lives were lost, while property valued at upward of $10,000,000 went up in fire and smoke. Stores were sacked and burned, and this same fate finally involved our own establishment, and it went down in ashes and cinders.

"We immediately secured a new location. It was at this time that our junior partner proposed that with the new stock and fixtures we inaugurate a display service and make the embellishment as elaborate as possible.

"The plan was ridiculed by the others, myself among the number, as being impracticable and unprofessional!

"In the end, however, his logical reasoning prevailed, and then we went at it in earnest and fixed up the store and windows in fine style, sparing neither time nor expense in doing so.

"Our decorations soon become the talk of the town, and our achievement was frequently mentioned by the daily press in the most complimentary terms.

"But the idea of our getting all the glory was too much for the neighboring dealers and they began the same practice, some developing into powerful rivals—but we were pioneers; I am sure of that.

"But, as the old saying has it, 'too many cooks spoil the broth,' so it was in this case. With stores and windows decorated all about us it simply became a matter of sharp competition to hold what we had already got, but after a time the struggle became so disagreeable and the displays so onerous that a sort of 'mutual instinct' persuaded us all to gradually discontinue the practice, and within two years all our elaborateness had given way to a very commonplace yet neat and tidy appearance.

"At this time, however, the practice is on a firmer basis than ever before, and there are ten times as many grocers engaged in the service as formerly, and it is fast reaching what may be termed as common practice—thanks to the trade press, and the "Advocate" in particular."

VALUE OF SPECIALTIES.

Every store secures much valuable advertising if it is recognized as the headquarters for some article of particular merit. Few dealers have the facilities for gathering special goods together. There are still less who have the special knowledge required to enable them to discriminate between what is "good" and what is the "very best."

This is done for them by the Cudahy Packing Company, who present under their Diamond "C" the very choicest of choice hams and bacon.

This company begins the selection of its Diamond "C" products in the stockyards, where the hogs are purchased. They pick out the very choicest, and smoothest of the corn-fed hogs, and both the slaughtering and the cutting up of the meat is given special attention in order to produce as handsome an appearance as possible.

Special attention is given to see that the meat is chilled the exact number of hours before packing. Before going into the pickle each piece is thoroughly inspected. The Diamond "C" meats are also cured by expensive special formulas.

Nothing with regard to the Diamond "C" products is left to chance. On the exact date that the meat is "just cured," they are drawn from the pickle and are then prepared for the smoke house. This guarantees that every piece is mild cured and of delicious flavor. The beautiful color of the Diamond "C" meat is obtained by the use of shellbark hickory wood, which is used exclusively in preparing this brand of provisions.

The letter from the F. W. Miller Company of Chico on page 4 is one of many which have been sent to the Cudahy Packing Company from prominent firms of the Pacific Coast. These letters all carry the same general tone; this is, that all selling the Diamond "C" hams and bacons have increased their provision business materially.

NOT SELLING CONSUMERS.

False Rumors Spread About Methods of the Porto Rico Company.

For some time past there have been rumors spread abroad that the Porto Rico Company, who are advertising their Ponce de Leon brand of coffee so extensively, were selling their goods direct to consumers.

These reports have only been in the way of rumors until the past week, when a definite complaint was received by the Porto Rico Company, who proceeded to investigate.

They found that a coffee peddler, who has assumed the name of "The Porto Rico Coffee Company," and whose address they can not learn, is selling coffee to consumers, and unquestionably is seeking to take advantage of their wide-spread advertising. The name of this coffee peddler does not appear either in the telephone directory nor the city directory. As far as can be learned he is said to be located somewhere on lower Mission street.

The Porto Rico Company of 687-689 Howard street say with regard to this matter.

"We are doing strictly wholesale coffee business. We not only do not sell to consumers ourselves, but we have refused to supply route men or peddlers who do sell to consumers. We want the active co-operation of the retail grocery trade and are seeking to secure it by expending large sums of money in advertising our goods, which we know are the best in the world, and which we are satisfied consumers will agree with us cannot be surpassed.

"We would consider it a great favor if any retail grocer who hears of any one selling to consumers who claim to belong to our company or to sell the goods of this company would inform us. We will at once take steps to see that this abuse is stopped."

The Porto Rico Company sells direct to retail grocers the product of several large coffee plantations of Porto Rico. Their Mr. Wiley is now returning from a trip to Porto Rico made to keep in touch with their principals on our newly acquired islands.

The splendid quality of high-grade Porto Rico coffee is acknowledged by coffee specialists all over the world. The Porto Rico Company offers the Pacific Coast trade the very very choicest of Porto Rico coffee under its "Ponce de Leon" brand, and by its general advertising has succeeded in educating the consuming public of the value of these goods.

ALPINE
EVAPORATED CREAM
UNQUESTIONABLY THE BEST
WHY?
Because made by the Improved Process and under the personal supervision of J. B. MEYENBERG, the INVENTOR and ORIGINAL MANUFACTURER of Evaporated Cream.
ALPINE EVAPORATED CREAM CO.,
95 Market St., Rooms 210-211. San Francisco, Cal.
FOR SALE BY ALL JOBBERS

PACIFIC STORE AND OFFICE FIXTURE CO. INC.
TEL. BLUE 2571
F. A. OEHM, Pres.
Store Fixtures
DESIGNERS AND MANUFACTURERS OF
STORE, OFFICE AND BAR FIXTURES
3253-3259 SIXTEENTH ST.
San Francisco

Groeery Markets.

Commercial Outlook of the Western World as shown by Present Conditions.

Office of the ADVOCATE.
Thursday Afternoon.

ADVANCES.

Golden West Toilet Paper, to $3.75.

G. & B. Hams, to 15¼ cents.

Jar Caps Boyds, per gross, to $2.50.

Eastern Yellow Corn Meal, 10s, to $2.25; 25s, to $2.15; 50s to $2.10; White Corn Meal, 10s to $2.25; 25s to $2.15; 50s to $2.10.

Prunes advanced about 5 per cent.

Alaska Red Salmon, ½ bbl. 100 lbs., to $6.00; bellies, ½ bbl., 100 lbs., to $5.50.

Eastern Standard Hams, ¼ cent per lb.; Boiled with skin on, to 18½ cents.

California State Factory Cheese, flats to 11-12½ cents; Young Americans, to 12½-13½ cents.

DECLINES.

Golden Star Coal Oil, ½ cent; Astral, ½ cent: Pearl, ½ cent.

Mirror Gloss Starch, 50s, to 4¼ cents: Buffalo Laundry, 40s, bulk, to 4 cents; Crystal Gloss, 50s, bulk, to 4¼ cents; Lily Gloss, 50s, bulk, to 3¾ cents; Niagara Gloss, 50s, bulk, to 3¾ cents.

Sal Soda, sacks, to 80 cents, bbls., to 85 cents.

No. 1 Norwegian Mackerel, 200 lb. bbl., 150-160 fish, to $35; 100 lb., ½ bbl., 75 to 80 fish, to $18.

Star Coal Oil, 2-5s, to 17½ cents; Extra Star, cases, 2-5s, to 20½ cents.

Linseed Oil, cases, 2-5s, to 84 cents; in drums or iron bbls., to 78 cents.

Limburger Cheese, Eastern, to 16 cents.

SCARCE IN MARKET.

Pinard's Pure Sardines, ⅛.

Nutmeg Cheese.

Dearb Maple Syrup, gals.

Vestibule Matches, 65s.

Fancy Evap. Apples, 50s.

AGAIN IN STOCK.

Empire Crab, at $1.65.

La Virgine Oil, gal., at $2; ½ gal., at $2.05.

Grandma's Powder Soap, 3s, at $4.

Force, per case, at $4.50.

Ideal Peas, per doz., at 90 cents.

NEW IN MARKET.

Gebhardts Chile Powder, 16 oz. tins, per doz., at $13; 32 oz. tins, at $25.50.

COAST CROP CONDITIONS.

The U. S. Department of Agriculture reports for California:

The crop of hay is large and quality is excellent. Peas, corn, potatoes and other garden vegetables are doing well. Pears are looking better than earlier in the season but the crop will be light. Large crops of grapes are probable.

SUGAR MARKET.

There has been no change during the week. Eastern prices are also the same.

New York, June 14—Refined sugars same as last week, $5.75, less 1 per cent for cash.

New York, June 8—Willett & Gray report:

Raws—Many sugars are now being carried in Cuba awaiting a market in the hope of a change for the better. Should they abandon this hope, a very considerable amount of sugar would be thrown on the market.

Refined—Conditions show no signs of improvement for the coming week. The difference between raw and refined is now so large ($1.22½) that brokers and buyers are constantly looking for a reduction in the price of refined.

COFFEE.

The coffee market is weak and fluxuating.

New York, June 5th.—Henry Nordlinger & Co. report:

"On June 10, 1904, we entered the new crop year with the world's visible supply at 12,375,000 bags. This year we will start with 11,000,000 bags. Last year the opinion prevailed that the 1904-5 Rio and Santos crop would be about 11,000,000 bags. It actually turned out to be only 10,000,000. This year the trade expects the 1905-6 Rio and Santos crop will be about 11,000,000 bags. But nobody really knows within a million bags what the crop will be until reliable reports are received from different sections."

New York, June 6th—Volney Green & Sons report:

"The market has ruled about one-eighth easier on Brazils since our last report. Prices in Brazil continue on a higher level than the prices in this market."

TEA.

M. J. Brandenstein & Co. say:

"Reports from Japan show an advance of one to two cents per pound on new crop tea, and a shortage of 30 per cent as compared with last year. Hankow reports Congous one-half cent higher and the market very firm."

New York, June 6th—John B. Brown & Co. report:

"The last mail advices arrived June 5th and quoted prices for Japans, quality considered, on last year's basis. The first picking teas were said to be in large supply as compared with present years."

RICE MARKET.

M. Phillips & Co. say:

"The market on Japs are the same as last reported. The advance is well sustained, and San Francisco merchants are selling rice lower than the same goods could be bought for in New Orleans, plus the freight. A good Jap rice in car lots could not be laid down under $3.55, and even this grade is not strictly fancy.

"Fancy Carolina rice will go much higher, and we would advise the trade to buy freely of all rice at present prices as there is bound to be an advance as soon as present stock in jobbers' and dealers' hands are exhausted, which will be in thirty days.

"China rice remains as in our previous reports."

Charlestown, S. C., June 3rd—Samuel G. Stoney reports:

"The offerings of this market have been promptly absorbed at advanced prices. There has been too much rain and grass is giving much trouble. There will be a limited amount of June rice planted so that it cannot be considered as a factor on the market. Carolina rice will be very limited next season. From authentic reports from Louisiana and Texas there will not be enough rice even for home consumption."

CANNED VEGETABLES.

Aberdeen, Md., June 2nd—Strasbough, Silver & Co., report:

"The market on spot tomatoes is strong, although we can still offer a car or two at 62 to 62½ cents. Future tomatoes are bringing 67½ cents for well known, reliable brands and 65 cents for regular offerings."

Baltimore, Md., June 3rd—Thos. J. Meehan & Co., report:

"The market on spot tomatoes is strong. 3-lb. Standards sold freely at 60 cents early in the week and touched as low as 57½ cents in some instances. Present prices range from 62½ cents to 65 cents. The advance was caused largely by the steady sales of spot tomatoes and also because the reports from reliable sources that the acreage planted for the coming crop will not exceed the acreage of 1904."

Bel Air., Md., June 3rd—Finney & Robinson report:

"The spot tomato market is strong at 65 cents now. Futures also are strengthening. It is now practically too late for the growers to increase the acreage to any considerable extent. The acreage is short."

Princess Anne, Md., June 2nd—C. M. Dashiell reports:

"Holders can not get cost for spot tomatoes at to-day's prices. Offerings of 65 cents per dozen for No. 3 future tomatoes are being declined by packers of the better grades of goods."

DRIED FRUITS.

San Jose, June 10th.—The Santa County Dried Fruit Exchange in its Bulletin No. 1, says:

"Because apricots are a good crop some dealers have been 'selling short.' This is absolutely uncalled for. The shortness of pears, cherries and prunes will influence the value of apricots and increase their selling price from one-half to one cent per pound over what they have already sold for in both America and Europe.

"**Apricots**—A fair lot of small apricots should bring dealers 6 cents and a good lot, 7 cents; an extra lot in quality and size, 7½ cents to 9½ cents per pound.

"**Prunes**—A price of 3 cents for a basis should be made. This would give the grower from 2½ to 4½ cents per pound with a premium on 30-40's and 80-90's. Fortunately there will be little if any carry-over in 1904 crop and there will be ready sale for the new."

Sanger, Fresno County—Fruit packers are offering $30 per ton for cling peaches and 7 cents per pound for dried. Packers are offering 3 cents per pound for new crop raisins.

PRUNES.

Healdsburg, June 10th—"The Enterprise" says:

"There is no doubt our entire crop could be sold for 3 cents net if the prunes when bought were free from fermentation during curing and honestly graded and packed. In our opinion 3 cents is the lowest price on which prunes can be produced in the average orchard in this State and if the lifetime product of an orchard should be sold at the outset for 3 cents, it would not pay any man to plant an orchard."

San Jose, June 8th—A report from the Prune Grower's committee says: "After careful investigation of the local holdings, it has been found that there is only a small quantity of prunes in the hands of growers and in the warehouses and packers. There is only about one-sixth as much fruit on hand as is usual at this season in other years. A careful canvass of the expected crop of 1905 now growing on the trees has developed the fact that there is about 42 per cent of last year's crop. As last year's crop was only from 70 million to 90 million pounds (the normal crop is estimated at 100,000,000 pounds) there can be only about 36,000,000 pounds in this year's crop. At the meeting of the growers it was decided to hold 1904 stock on hand for 2½ cennts basis and 1905 fruit for 3 cents and that no change would be made in those prices until September 1st. Since private cablegrams from France state that the crop there is less than normal and cables from Bosnia and Servia say that crops there are short, it is possible that the price may rise above these figures."

CANNED FRUITS.

The California Fruit Canners' Association has announced its price list for 1905, subject to change without notice, as follows:



"Eastern Star" Hams and Bacon
"Golden Gate" Leaf Lard
"Primrose" Salad Oil

FOR SALE BY ALL DEALERS
Yearly Sales - - - $4,750,000

Western Meat Company
SAN FRANCISCO, U. S. A.
Packers and Exporters of U. S. Government Inspected Products

TOMATOES--Pack 1904 MAPLE SHADE FARM BRAND
Solid Pack and Solid Pack with Peppers are trade winners.
Quality finest. Prices right.

SUYDAM BROS. & ROGERS
WHOLESALE GROCERS
14-16 Spear Street, San Francisco.
Tel. Main 5896.

CALIFORNIA FRUIT CANNERS' ASSOCIATION PRICES FOR 1905.

Kind	3-Ex.	2½-Ex.	2½ Ex. St.	2½ St.	2½ Sc.	2½ Wtr.	2½ Pie	
Apples	2 00	1 50	1 30	1 20	1 10	1 00	95	
Apricots	2 15	1 40	1 10	1 00	85	80	75	
Apricots peeled	2 55	1 80	1 50	....	....	....	....	
Apricots sliced	2 55	1 80	1 50	....	....	....	....	
Blackberries	2 00	1 50	1 25	1 15	1 05	95	95	
Cherries (Royal Anne)	4 00	3 00	2 50	2 25	....	....	....	
Cherries (White)	4 00	3 00	2 50	2 25	2 00	1 90	1 90	
Cherries (Black)	3 00	2 40	2 00	1 75	1 60	1 50	1 50	
Grapes (White Muscat)	2 00	1 30	1 05	95	85	80	80	
Nectarines	....	....	1 25	1 15	1 05	....	....	
Peaches (Yellow)	2 40	1 70	1 40	1 25	1 15	1 05	85-95	pld
Peaches (Lemon Cling)	2 50	1 85	1 60	1 35	1 20	1 10	1 00	pld
Peaches (Lemon Cling Sliced)	2 50	1 85	1 60	1 35	....	....	....	
Peaches (White Heath)	2 50	1 85	1 60	1 35	1 20	1 10	1 00	
Peaches (White Heath Sliced)	2 50	1 85	1 60	1 35	....	....	....	
Pears (Bartlett)	3 00	2 25	2 00	1 65	1 30	1 20	90-05	pld
Plums (Green Gage)	1 75	1 25	1 00	90	80	70	70	
Plums (Egg)	1 75	1 25	1 00	90	80	70	70	
Plums (Gold Drop)	1 75	1 25	1 00	90	80	70	70	
Plums (Damson)	1 85	1 35	1 05	95	85	80	80	
Raspberries	....	2 50	2 25	2 00	1 90	....	....	
Strawberries	....	2 00	1 75	1 60	1 40	....	....	

Gallon Canned Fruits.

Kind	Full X	Ex.	Ex. St.	St.	Wtr.	Pie	
Apples	....	....	3 75	3 25	....	2 40	
Apricots	5 00	4 50	3 25	3 00	2 15	2 00	
Apricots peeled	6 00	5 50	....	....	....	....	
Apricots sliced	6 00	5 50	....	....	....	....	
Blackberries	....	....	3 50	3 25	3 00	2 75	
Cherries (White)	....	....	....	....	....	4 00	
Cherries (Black)	....	....	....	....	....	4 00	
Grapes (White Muscat)	....	....	3 25	3 00	2 15	2 00	
						2 60	pld
Peaches (Yellow)	6 25	5 00	4 35	4 00	3 00	2 25	unpld
Peaches (Lemon Cling)	6 75	5 50	5 00	4 25	3 25	2 75	pld
Peaches (Lemon Cling Sliced)	6 75	5 50	5 00	4 25	....	....	
						2 60	pld
Peaches (White Heath)	6 75	5 50	5 00	4 25	....	2 25	unpld
Peaches (White Heath Sliced)	6 75	5 50	5 00	4 25	....	....	
						2 60	pld
Pears (Bartlett)	7 50	7 00	6 00	5 25	4 00	2 25	unpld
Plums (Green Gage)	4 75	4 00	3 00	2 75	2 20	1 90	
Plums (Egg)	4 75	4 00	3 00	2 75	2 20	1 90	
Plums (Gold Drop)	4 75	4 00	3 00	2 75	2 20	1 90	
Plums (Damson)	4 75	4 00	3 00	2 75	2 50	2 15	

Central California Canneries' Prices.

VARIETIES.	3 lb. Full X	2½ lb. Full X	2½-X	2½ X-St.	2½ St.	2½ Sc.	2½ Wr.
Apricots	2.00	1.85	1.35	1.15	1.00	.90	.85
Apricots, Peeled	2.65	2.25	1.90	1.75	....	....	....
Apricots, Sliced	2.65	2.25	1.90	1.75	....	....	....
Cherries, Royal Anne	3.00	2.75	2.35	2.15	....	....	....
Cherries, White	....	....	2.15	1.90	1.75	1.50	1.35
Cherries, Black	2.50	2.20	2.00	1.80	1.65	1.50	1.35
Peaches, Yellow Free	2.30	2.10	1.60	1.35	1.25	1.10	1.00
Peaches, Lemon Cling	2.50	2.25	1.80	1.55	1.40	1.25	1.10
Peaches, Sliced Cling	2.50	2.25	1.80	1.55	1.40	....	....
Peaches, White Heath	2.50	2.25	1.80	1.55	1.40	1.30	1.15
Peaches, White Sliced	2.50	2.25	1.80	1.55	1.40	....	....
Pears, Bartlett	2.50	2.35	2.00	1.85	1.65	1.50	1.25
Plums, all varieties	2.00	1.65	1.25	1.05	.95	.85	.80
Grapes, Muscat	2.00	1.65	1.25	1.05	.95	.85	.80
Apples	....	....	1.50	1.35	1.25	....	....
Blackberries	2.25	....	1.50	1.40	1.30	1.20	1.10
Raspberries	2.50	2.25	2.00	1.85	1.75	....	....
Strawberries	2.40	2.10	1.90	1.75	1.65	1.45	....

GALLON GOODS.

VARIETIES.	Full X.	Ex.	Ex. St.	St.	Wta.	Pie.
Apricots	5.50	4.00	3.50	3.25	2.50	2.00
Apricots, Peeled	7.00	5.75	....	....	....	....
Apricots, Sliced	7.00	5.75	....	....	....	....
Blackberries	5.50	4.50	3.75	3.50	....	3.00
Cherries, Black	6.50	6.50	5.00	4.50	4.00	3.50
Cherries, White	....	6.00	5.50	5.00	4.00	3.50
Cherries, Royal Anne	8.50	7.00	6.00	....	....	....
Grapes, Muscat	5.50	3.75	3.25	3.00	2.25	2.05
Peaches, Yellow Free	6.50	5.00	4.75	4.25	3.50	2.60
Peaches, Lemon Cling	7.50	5.50	4.75	4.25	....	....
Peaches, White Heaths	7.50	5.50	4.75	4.25	....	....
Peaches, Lemon Cling, Sliced	7.50	5.50	4.75	4.25	....	....
Pears, Bartlett	7.50	6.00	5.50	4.75	3.50	2.25
Plums, all varieties	5.50	3.75	3.25	3.00	2.25	2.05
Apples	....	4.50	3.75	3.50	....	2.50
Raspberries	7.50	....	....	....	....	....
Strawberries	7.50	....	....	....	....	....

ONE POUND GOODS.

	2½ lb. Extra- Tall.	Flat.	Ext. St. Tall.	Flat.
Apricots	.95	1.00	.90	.95
Apricots, peeled	1.30	1.35	1.20	1.25
Apricots, sliced	1.30	1.35	1.20	1.25
Peaches, L. C.	1.05	1.10	.95	1.00
Peaches, S. C.	1.05	1.10	.95	1.00
Cherries, R. A.	1.40	1.50	....	....

The most remarkable feature is the heavy advance in cherries. Were it not for the large carry-over there would be practically no cherries to deliver. Pears are lower. Peaches, apricots and blackberries are lower. Prunes, strawberries and raspberries are unchanged. The Association withdrew its prices in 1904 on July 14th.

CANNED PINEAPPLE.

New York, June 6th—Paul Taylor Brown & Co. report:

"Cutting of prices, which began a month ago has not gone any further the past ten days."

BEANS.

Limas—The entire crop is now concentrated in two hands, the J. K. Armsby Co. and A. Levy of Oxnard. It is estimated that there are only about 10,000 sacks left in the State which will have to last until October 1st. Limas are now quoted at $5.85, San Francisco, and $5.75, south.

Ventura—The acreage of limas is as large as last year when there were some 30,000 acres. Beans are looking good. The warm weather is making them grow very fast. A price of 3 cents is being offered growers for their crops.

SUGAR PEAS.

Two-pound style—Baby Petit Pois, $1.50; Petit Pois, $1.40; extra fine sifted, $1.15; extra sifted, $1.10; standard sifted, 90c; standards, 82½c; Marrows, 75c.

Gallon style—Sifted, $3.75; standard, $3.50.

BEANS.

String—Two-pound extra stringless "Refugee," $1.10; two-pound standard, 75c.

Limas—Two-pound, 85c.

TOMATOES.

Two and one-half pound—Standards, 65c; solid pack, 75c; solid pack, with peppers, 80c; puree, 85c.

Three-pound—Solid pack, 85c; solid pack, with peppers, 90c.

Gallon—Standard, $1.40; solid pack, $2.25; puree, $2.

NUTS.

Sicily advices state that the market has taken an upward trend and that it would be difficult to buy there at the figures quoted in New York. Holders are said to be unwilling to release large holdings at inside figures.

HONEY.

San Diego, June 4th—The crop of honey is late but it will be first class. Probably one-fourth of the bees died because of last year's drought. The honey this season will be of a good color being mostly white and a light amber.

SALMON MARKET.

Astoria, Or., June 10th—Elmore & Co. report:

"With a smaller pack than in any preceding year, buyers will be fortunate if they receive their full quota of fish. There has been a good demand for future pack of sockeyes and future Alaska 'subject to prices when named.' The prices of sockeyes will certainly not open below $1.25 and possibly $1.35. We advise buyers to fill up their stocks now."

Seattle, Wash., May 31st—Brady & Co. report:

"Spot salmon market is confined practically to red Alaska with the prices rather weak, varying from $1 to $1.10 per dozen. Pink market very strong with stocks light and held from 70 to 75 cents. While it is possible we may not see much advance, still it is also possible between now and the new deliveries. We do not look for a case of pink salmon to be unsold on the Pacific Coast in 60 days.

Astoria, Or., June 4th—Fishing is good now and all the outfits on the lower river are making fine catches. All the fishing grounds in the State will be active in another week.

Benicia—The salmon cannery here is shut down owing to the scarcity of salmon. The run is the shortest in the memory of even the oldest inhabitant.

SALT FISH.

Gloucester, June 5th—John Pew & Son report:

"**Codfish**—The receipts up to June 1st denote a shortage of about 20,000 quentels as compared with last year.

"**Mackerel**—Domestic mackerel of 1904 catch are out of the market. There are 1904 Irish, in light stocks and held firm. The doubtful indication about a full catch this year is the absence of middle sized mackerel. Those thus far taken are of large size."

CHEESE.

Wieland Bros. report:

"New Limburger is in market; the quality is poor still and we advise dealers to order only small quantities. New Martin's cheese will be in the market about the end of this week at prices quoted in to-day's **Advocate.** Later shipments will be cheaper."

COTTON SEED OIL.

New York, June 1st—Aspergren & Co. report:

"Prices to-day are about ¼ cent above what they were last week. The market remains very strong. Bulls claim that Europe will have to buy considerably more oil before the season is over and we will then be able to dictate prices."

SPICE MARKET.

New York, June 6th—John Clark reports:

"The market is very active with good spot demand with higher prices on pepper, cloves, cayennes, ginger and cassias."

UNWISE "KNOCKING."

Several salesmen of condensed creams are indulging in a line of "knocking" by which they will certainly do themselves harm. Although "Every Day" condensed cream was announced in the **Official Bulletin** of the Board of Health to be above the requirements as to butter fat, these salesmen are telling grocers they will be arrested if they sell it and are showing a "Police Bulletin" in which, through a clerk's error, this cream was stated to be "illegal." These salesmen must know that the very next day another bulletin was issued by the Police Department correcting this statement. The grocers who are thus falsely alarmed will not have a very good opinion of the "knockers" who are doing this particular bit of unfair business.

WHITTEMORE'S POLISHES.



The World's Standard.

"Gilt Edge" dressing, blk.	$24 00
"Boston" Waterproof Polish (for men's and boys black shoes)	24 00
"Boston, Jr." 10c. size	10 00
"Dandy" Russet Combination	24 00
"Star" Russet Combination	9 00
"Dandy" Russet Paste	9 00
"Red Box" Russet Paste	5 00
"Champion" Black Friction Polish	24 00
"Champion, Jr." Black Friction Polish	10 00
"Elite" Combination (for box calf, black vici kid, etc.)	24 00
"Baby Elite" Combination (for box calf, black vici kid, etc.)	10 00
"Elite Paste" for box calf (two sizes)	$9 00 5 00
"Superb" Patent Leather Paste	9 00
"Blue Box" Patent Leather Paste	5 00
"French Gloss" (in cartons, for ladies' black shoes)	9 00
"Royal Gloss," 4 oz. (for ladies' black shoes)	8 00
"Bossola" Waterproof Paste Polish, large	9 00
"Bossola" Waterproof Paste Polish, small	4 50
"Quick White" perfectly cleans dirty white shoes (two sizes)	$24 00 10 00

A WISE BUYER
IS PROVED BY HIS STOCK.
"Sunset" Mackerel
ON THE SHELF IS A PROOF OF GOOD JUDGMENT.
18-OZ. TINS. THREE FLAVORS:
Souse - Tomato - Mustard
CALIFORNIA FISH COMPANY
LOS ANGELES — SAN PEDRO.
P. E. LENFESTEY, - - Agent
San Francisco, Cal.

Cigars and Tobacco

Ehrman Brothers & Co. report a rapidly increasing demand for their new 5-cent cigar, the Henry Miller, which dealers are finding to be an exceptionally good value inasmuch as it gives exceptional satisfaction to all smokers of medium-priced goods.

F. S. Burrows has secured a splendid trade for E. M. Schwartz & Co. and the Jose Lovera Company, as is shown by the fact that he has jobbers handling their goods on a large scale. Wellman, Peck & Co., who have the Flor de Lovera account, are doing the biggest clear Havana trade by means of it they have had in many years

Marion, Ind, May 23—The anti-cigarette law received a severe body blow in the recent decision of Special Judge H. M. Elliott of Marion in the case of the People vs. Irwin Rohrer, who was charged with offending the peace and dignity of the State by having a cigarette in his possession. The defendant claimed that what he had in his possession were not cigarettes but little cigars and he was acquitted. Judge Elliott, in deciding the case, offered a lengthy opinion in which the weak points of the anti-cigarette law are dwelt upon at length.

The tobacco trust is said to have finally extended its invasion of the retail trade to the Pacific Northwest. Negotiations have been opened for the lease of a number of desirable corners in Seattle for the purpose of establishing branches of the United Cigar Stores Company. It is reported that a tender has been made to A. Lou Cohen, the leading retail dealer in cigars and tobaccos for the purchase of his various stores. It is probable that the usual tactics will be pursued of bidding high prices for leases of the stands of established dealers, and where this plan fails in ousting them, of starting competing stores, and underselling them in the handling of the trust's products. San Francisco trade has been largely corraled by the trust, and the campaign is apparently being extended north.—West Coast Trade.

Under the legend, "Special Cable to the Herald," and a London date, the New York Herald recently printed the following dispatch:

"London, Saturday.—I have heard many American devotees to the comforting weed complain of the inferior quality of the cigars now sold in many places in London.

"It is alleged that some brands which have been favorites for years past have deteriorated during the last two years.

"I have talked with clerks in at least twenty shops, who say the statement is true and put the blame for it upon the tobacco trust.

"In every shop in which I have been I have been urged to take some substitute for the trust goods.

"Retailers allege that goods put out nowadays are lighter in weight and the prices are higher than two years ago."

City People Demand Good Cigars.

An Eastern cigar distributor is quoted as saying to a representative of "Tobacco:" "Summer travel to nearby resorts has become a requisite of modern city life. Retailers located at any of the points frequented by city residents need not fear to purchase supplies of good cigars. They can be sold easily enough, and a good summer trade can be built up in them. In the past dealers have not understood their opportunities and have not improved the quality of the goods offered when the city sojourners began to arrive.

"Some dealers have risen to the occasion, but more often they have not, and in not a few instances large city firms have established branches in such localities which have proved money-makers.

"Wherever the summer seeker for a change from the city goes there is an opportunity to sell better cigars. And retailers ought not to be afraid of losing on their better quality of goods, but should get ready for this season and secure their share of the increased business. Outside dealers can prevent smokers taking boxes of cigars out of town with them over Sunday if they will provide the same quality of goods."



EHRMAN BROS. & CO.,
S. F. Distributers.

HINTS FOR HUSTLERS.

A smiling clerk is a better advertisement than a gilt sign.

A clean show window is a better trade drawer than a surplus stock of soap.

A bright gossipy handbill with some real bargains on it will do a lot of talking for you.

Unfailing politeness will do your store more good than daily bargain sales.

Show your clerks what hustling is by hustling yourself.

Keep your promise to deliver goods on time. If you don't you will spoil some dinners and lose some good trade.

Remember that so far as your store and stock are concerned, your customers prefer cleanliness to Godliness.

Never get wrathy either with customers or clerks. If you do you're sure to sour something.—From the Retailers' Journal.

Catch the Odd Dollars.

Don't wait until your competitor in the next block has already captured all the trade in your neighborhood before you decide to handle a product.

Catch these odd dollars!—Delicatessen and Grocery Store.

KANSAS CITY APPROVES.

Thinks Connolly's Plan Must be Forced on the National.

In its issue for May, the Kansas City "Journal of Commerce" in an article on the National Grocers' Association, calls for a **National Issue.** It says that National President Green's issue seems to be to make the National Association self-supporting by contributions from retailers. This our contemporary thinks can not be brought about until the National has a policy that the grocers will be willing to pay money to carry out.

In another column he prints the following article:

Mr. Frank B. Connolly, of San Francisco, Cal., has written an article, published in the National Trade Press Bulletin. As State secretary of the California Association he is in a position to present the Pacific Coast idea of what should be the general policy of the National Association. He does this in this article.

In its present position the National Association will undoubtedly leave the suggestions of Mr. Connolly severely alone. But **if the Pacific Coast can succeed in establishing this policy** we think they would be in a position **to compel national recognition.**

The manufacturers and retailers of this country are related directly. **The jobber** is a third party, who **is essential to the distribution of the manufacturers' goods** in many instances, but not in all.

It is an unfortunate fact that **the jobber is usually responsible for the general cutting of prices.**

Any attempt to rehabilitate prices and put back trade methods to a healthy basis is impossible in most districts because of the fact that each big cutting store represents a large amount of concentrated capital and a large concentrated purchasing power, while the stores that do not want to cut are not organized sufficiently well to present an equal amount of concentrated capital in opposition to cutting. The consequence is that **the jobber throws his influence,** usually in a secret way, **to the cutters' side,** he'ping the cutter get goods at prices that will enable him to keep price conditions demoralized for the rest of the trade.

The plan that Mr. Connolly suggests is one that the grocers of California, Washington and Oregon are already securing to a certain extent, and **if they can interest the grocers of a few more States, they will surely be able to receive consideration at Niagara Falls in 1906.**

Canada—The Canadian grocers are kicking because certain manufacturers are placing a retail price on their goods that does not leave a satisfactory profit for the retailer and are advertising the price.

DEATH IN LEAKY OIL TANKS.

Much attention has been given the question of safe oil and gasoline storage of late, the result of a serious loss of life in the Northwest.

A merchant was obliged to go down in the basement soon after dusk, to get a can of oil, and in some way upset his lantern. The flames caught up a small stream of oil that had leaked out of an old tank, and before the merchant could extinguish the flames, his clothes were ablaze and the tank ignited. In the catastrophe which followed the unfortunate man was burned to death, and his store destroyed.

Only a few days previous, a representative of a well-known tank manufacturing firm called upon this merchant and endeavored to convince him of the disadvantages of his method of handling oil, and the advantages which a good, substantial, self-measuring oil outfit would offer. His reason for not buying was that there was not much profit in oil, and he did not feel he could afford a new tank. Upon a return visit, shortly after the fire, this salesman had little trouble in placing his outfits in the stores of the other merchants in the town referred to.

In its endeavor to place a perfect self-measuring oil outfit upon the market to overcome this danger of fire, the firm of S. F. Bowser & Co. has made a careful study of the question, and have now perfected an outfit which, without doubt, meets all the requirements of handling oil in a safe, convenient and economical manner. Not only is it absolutely safe, but convenient, durable and in all respects satisfactory. This outfit merits the careful attention of all merchants who desire to insure the safety of their stores and the lives of themselves and clerks.

As stated on another page of this issue, the above firm will be pleased to send any merchant interested detailed information.

CO-OPERATIVE STORE FAILS.

The Union Workingmen's Co-Operative Company grocery store on Ninth street has failed and will pay about 50 cents on the dollar. This comes as a hard blow to the profit-sharing stockholders and to the labor unions that are interested to the extent of $8000.

LANDIS



TONIC BITTERS

A Pure Tonic and Laxative

—o—

Made from Herbs, Seeds Roots, Barks (Guaranteed)

NATURE'S OWN REMEDY FOR Stomach and Blood Disorders

Made only by the

The Landis-Patton Mnfg. Co.
Incorporated
1664 MISSION STREET
Tel. Folsom 4156 SAN FRANCISCO

Mothers! Mothers!! Mothers!!!

Mrs. Winslow's Soothing Syrup

has been used for over SIXTY YEARS by MILLIONS of MOTHERS for their CHILDREN while TEETHING, with PERFECT SUCCESS. It SOOTHES the CHILD, SOFTENS the GUMS, ALLAYS all PAIN; CURES WIND COLIC, and is the best remedy for DIARRHŒA. Sold by Druggists in every part of the world. Be sure and ask for "Mrs. Winslow's Soothing Syrup," and take no other kind. Twenty-five cts. a bottle

HENRY MILLER
5c CIGAR
SUPERIOR QUALITY
EHRMAN BROS. & CO., Distributors

Call for ASTI WINES
PRODUCED BY THE ITALIAN SWISS COLONY
Dry Wine Vineyards, ASTI, Fulton, Sebastopol, Cloverdale, Sonoma County, Cal.
Sweet Wine Vineyards, Madera, Madera County, Kingsburg, Fresno County, and Lemoore, Kings County, Cal.
Office and Salesrooms, Cor. Battery and Greenwich Sts.
Vaults, 1235-1267 Battery St. 101-169 Greenwich St. 1334-1336 Sansome St., S. F.
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429-431 Battery Street San Francisco
IMPORTERS
Sardines, Olive Oils, French Preserves, Washing Blue, French Castile Soap: Clover Leaf, Virgin, Dahlia, mottled, Wines and Liquors—A. V. H. Gin—imported goods only.
Sole Agents for the Genuine CLICQUOT Champagne
Only the GENUINE, Imported direct from France, bears Vignier's LABEL

TOBOGGAN
MAPLE SYRUP -- IT IS BEST
Pacific Coast Syrup Co.
SAN FRANCISCO
Three Refineries: San Francisco, Portland and Seattle.

News of the Coast.

CALIFORNIA.

Altadena—Mrs. S. Smith will let the contract within a few days for a new store which she will erect on Mariposa street, near Lake avenue. The store will have a frontage of sixty feet and a depth of about 100 feet, two stories in height and of Mission style, with plaster exterior. D. W. Herlihy, president of the Model Grocery Company, has leased the basement of one of the stores, which will be about sixty feet in width. The company will open a meat market, grocery and general store as soon as it is finished, which will probably be about September 1st. A drug store will be opened in the other part of the building.

Bakersfield—Decker & Co. have sold their grocery at 1625 Nineteenth street to Wheadon & Co.

Elmhurst—Frank Dellenbaugh, hardware, has added groceries.

Fresno—Mrs. James Heatley, a middle-aged woman who conducts a small grocery store on South I street, has been arrested for doing business without a license. Payment of the license has been repeatedly demanded of her but without avail, hence the arrest.

Hollister—Wagner & Shaw, the leading grocers of San Benito county, have moved to the Snibley building, San Benito street.

Long Beach—Mr. Barnes., who recently sold the Blue Front grocery on Pine street, has established a new store on Third street. Whitman, at Fourth and American, has taken a partner. His name is Fredericks.

Los Angeles—B. F. Norris, 705 South Hill street, has sold out. R. G. Ollman, of Ollman Brothers, the big grocery firm on East First street, is away in the mountains taking his annual vacation, and reports having a splendid time trout fishing and hunting. Finkenstein Brothers are showing the mettle of which they are made by their conducting in an up-to-date manner their grocery business located at 720 Sunset boulevard. They received their practical training under their father, J. Finkenstein, deceased, who operated a grocery on Turner street for a number of years very successfully.

Pasadena—P. H. Dolan has sold out his grocery business to a Mr. Frank from Texas.

Pasadena—T. E. Mercer, who has been in the grocery business for several years on the corner of Washington street and Fair Oaks avenue, and who was well liked and respected by his many customers, has sold his entire stock to E. J. Thompson & Son.

Pine Flat—Roy Smith has opened a grocery store.

Rialto—F. P. and W. P. Dunlap of Redlands have purchased the F. H. Taylor grocery store. C. H. Johnson and Will Farner compose another firm which will supply the commodities in groceries and flour in the Thomas building. Mr. Thomas has removed his office and feed store into the building adjoining.

Riverside—J. Van Zolenburg has removed the Star grocery to the Covert block on Eighth street.

San Bernardino—C. W. Johnson, formerly of the firm of Bohannon & Johnson, will open a grocery store in the building occupied by H. B. Thomas' coal and feed store.

San Jose—Articles of incorporation of the Enterprise Grocery Company have been filed. The company is formed to carry on a general merchandise business in San Jose. The capital stock is fixed at $25,000, divided into 1000 shares of the par value of $25 each. The incorporators are Ezra C. Johnson, Charles T. Johnson, Almatia Johnson, Samuel A. Isenhart and Joseph Desimone

Santa Barbara—More attachment suits have been filed against the grocery stock of J. H. Brown, and the store is still in charge of the Sheriff.

Ventura—Ed Duval, an enterprising young man of Saticoy, has purchased O. W. Stewart's grocery establishment, formerly conducted by ex-Supervisor Emmet Crane.

Windsor—Frank J. Pool, whose grocery business was destroyed by the late fire, will open a complete new store in a few days in the Foresters' building just across the street from his former location.

IDAHO.

Boise—I. S. Ballantine is opening a grocery store.

Lewiston—Fire recently caused a loss of $20,000. Among the places burned was O. S. Bass' grocery store, with a loss of $4000 and $2000 insurance carried.

Montpelier—G. Sponberg has purchased E. M. Stewart's grocery store.

OREGON.

Medford—B. P. Theiss & Co. have sold an interest in their wholesale grocery to E. A. Welch.

Salem—Roth & Garber have bought C. J. Atwood's grocery.

WASHINGTON.

Bellingham—President H. C. Byron of the Byron Grocery Company met with a serious accident recently. While driving a colt the animal became frightened and ran away, overturning the carriage. Mr. Byron was thrown violently to the ground, his skull fractured and right arm and several ribs broken. It was thought for a time that recovery was impossible, but later reports indicate that his condition is improving and that he may get well.

Bismark—Gustave Kahl has purchased N. Peters' grocery store. C. O. Swanson's grocery store was destroyed by fire a few days since, entailing a loss of $1100. The hall of the Modern Woodmen, occupied by the store, was also burned, the total property burned amounted to $3000. Mr. Swanson had only opened his store about a month ago.

Chehalis—Frank Gates has purchased the interests of his brother, C. H. Gates, in the Palace grocery store, and will continue the business alone.

Colville—Parker & Lasswell have bought the grocery stock of Carriker & Co's grocery and second-hand goods store.

Dayton—W. H. Van Lew, grocery, has moved to the new building erected for his occupancy by Mr. Ankeny.

Rosalia—J. A. Anderson, grocer and meat dealer, has arranged to open a branch meat market at Rockford, where he has extensive contracts for furnishing supplies for contractors employed on the new electric road.

Seattle—C. E. Johnson has succeeded A. C. Allen, grocer. George F. Benson, grocer, has filed in bankruptcy. Adelaide Maysent, grocer, has filed in bankruptcy.

Spokane—H. M. Peterson has succeeded P. Welch, grocer. J. A. Barry has succeeded Bush & Barry, grocers. S. J. Brighton, grocer, died last week. G. C. Graham has sold his grocery at 01433 Division to C. D. Gillette. Mr. Gillette has also recently purchased R. Regan's grocery at Ermina and Dakota. Dietrich & Skare have sold their grocery at E102 Third avenue to Charles Riddiford. Mr. Riddiford opened the first store in the building he now occupies, several years ago. It is stated that Reynolds Brothers who recently succeeded A. E. McNeill, grocer, at 0714 Monroe, have decided to retire from the grocery business and devote their attention to the manufacture and distribution of ice cream.

Tacoma—Price & Co., grocers, have dissolved, T. Price retiring. O. N. Johns succeeds. The Matagalpa Coffee Company has disposed of the stock of coffees recently imported from its plantations in Central America to Young & Co.

BRITISH COLUMBIA.

Chilliwack—The Chilliwack Co-operative Association has succeeded D. B. Hall, groceries and produce, and Mr Hall has in turn succeeded J. & E. A. Farr, general store.

PRAISES A SAN FRANCISCAN.

"Mr. George N. Armsby, of San Francisco, leaves for home to-morrow," says the "American Grocer," and adds: "The old adage, 'Blood will tell,' finds illustration in his case, for the geniality and enthusiasm which marked his father, the late J. K. Armsby, crops out in his make-up. There seems to be a great aggregation of superb commercial ability in the great organization which leads in the distribution of Pacific coast products."

CONTAINS WHITE OF EGG

The Greatest Leavening Auxiliary



Not Made by the Trust

Now Used In Thousands of Families

30 CENTS THE POUND

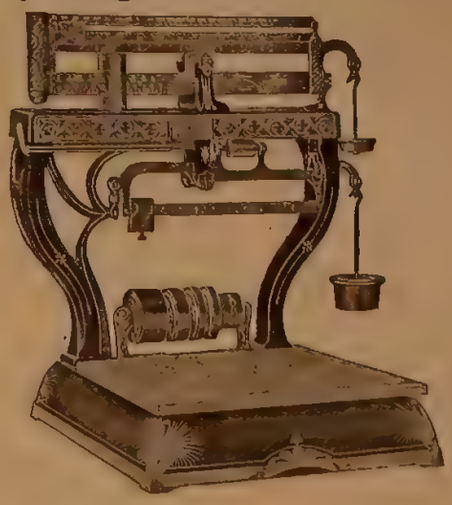
Made in California. Ask Your Jobber.

THE NEELY COMPANY

3 California St., San Francisco

$39.00 BUYS THE BEST

Computing Scale in America



Patents sustained by U. S. Courts and Patent Office.

Saves the Grocer 60c per Day

Write for particulars.

Not Made or Sold by the Trust.

Sold by Wholesale Grocers and Hardware Dealers.

Standard Computing Scale Co., Ltd., Manufacturers

DETROIT, MICH.

You want the business

Then Get

"Nature's Finest Food and Drink"



WELCH'S Grape Juice

Made from Concord Grapes.

The process of making Grape Juice was invented by Dr. Welch in 1869.

Send for the Welch Window Display Outfit, also Assortment of Handsome Booklets.

SPOHN-PATRICK COMPANY

Pacific Coast Agents

16-22 Front Street, San Francisco, Cal.

Branch Houses: LOS ANGELES, PORTLAND, SEATTLE, DENVER, SALT LAKE CITY

Chas. Jacobson & Co.
210-212 Davis Street
DISTRIBUTERS OF
Fancy Butter and Honey
Dairy Butter and Eggs

Produce Market

THURSDAY AFTERNOON

BUTTER.

The butter market is weak.

California creamery, extras	22	23
" " firsts	21	21½
" " seconds		20
" dairy, extras		
" " firsts		19
" " seconds		
Store butter	15	16
Storage		
" Creamery extras		
Pickled		
Keg		

EGGS.

Prices are lower, and market is weak and unsettled.

California Ranch white	23	25
" " mixed colors	20	22
" Gathered,	19	20
Standard		
Seconds		
Eastern, selected		
Standard		
Seconds		
Storage, Cal., Selected		
" " Standard		
" " Seconds		
" Eastern Selected		
" " Standard		
" " Seconds		

CHEESE.

Cheese is slightly higher, and in good demand.

California full cream	12	
" choice	11	
" common	Nominal	
Young Americas	12½	
Eastern full cream	16½	17
Oregon		

POULTRY.

The market is overstocked and prices are down.

Turkeys, young live	23	25
" old gobblers	18	20
Dressed Turkeys	nominal	
Roosters, young, per doz	6 00	7 00
" old "	5 00	
Hens	5 00	6 00
Fryers, per doz	4 50	5 00
Broilers, per doz, large	3 00	
" " small	2 50	
Ducks young	5 00	6 00
" old	5 00	
Pigeons, young	1 50	1 75
" old	1 25	
Geese per pair, old 2.00: young	3 00	

BEANS AND PEAS.

Little trading is going on, but holders are firm in their views, with the result that such trading as there is is at former prices.

Small Whites	3 00	3 55
Large "	3 40	3 75
Pea Bean	3 25	3 50
Pink	3 50	3 75
Horse	nominal	
Red	6 00	7 00
Kidney	4 00	5 10
Lima	5 65	5 80
Bayos	3 25	3 75
Butter (large)	nominal	
Black Eyes	2 90	3 10
Dried Green Peas, per 100 lbs	2 25	2 50
" Miles " " " "	2 25	2 50

POTATOES AND ONIONS.

The market is quiet; higher prices may be expected when goods suitable for export begin to arrive.

New	60	1 25
Salinas old	Nom.	
Oregons	1 30	1 40
Merced Sweets	Nom.	
Yellow onions	5 50	6 00
Red (new)	65	85

SHORT WEIGHT TOBACCO.

Missouri Grocer Finds Pail Short in Count and Weight.

A correspondent sent the following interesting letter to the "Interstate Grocer" of St. Louis:

Joplin, Mo., May 23.

Editor "Interstate Grocer:"

A recent issue of the "Interstate Grocer" gave the experiences of some merchants who had been counting the number of pieces of Granger tobacco in a pail.

Now we have for years made it a custom to count pickles, fish, etc., but have never counted any Granger, so recently we counted one—result, 5 pieces short.

To-day we counted another pail. This pail was marked 15 pounds, 11 to the pound, there should have been 165 twists, but it contained only 158, so at retail price we lost 35 cents.

Revenue stamp D 1539148 certified that the pail contained 15 pounds of tobacco.

We weighed the pail and tobacco, removed tobacco and tags and found we had 13 pounds and 15 ounces of tobacco and tags. One hundred and fifty-eight tags weighed 5¼ ounces, so we had 13 pounds 9¾ ounces of tobacco for 15 pounds.

Of course a certain percentage should be allowed for drying out, but as this pail had been closed since coming from factory and it was a drop shipment, it should not have dried out almost 9 per cent.

Keep up your good work—make it plain to the grocers why it is for one thing there is so little profit in the grocery business. Yours respectfully,

H. PHELPS.

OUR PRUNES IN EUROPE.

In the two years ending March, 1905, we exported to foreign countries 114,240,095 pounds of prunes, of the value of $5,217,095, says the San Jose "Herald." In 1904 a great part of this export went to France and the fruit was reprocessed at Bordeaux and sold as French prunes. This fact was ascertained by the late Consul at Bordeaux, Judge Tourgee.

It suggests a study of the Bordeaux method of packing and processing the fruit.

If a Santa Clara prune can be sent to France and by mere handling be made to sell as a French prune, it can be similarly processed at home and sold under a local label and trademark.

There is no sorcery in packing and nothing is known about it in one part of the world that may not be known everywhere. People of this State know all the art of producing fruit and our capacity in that respect is the marvel of the world.

ELECT NEW OFFICERS.

San Bernardino, June 2nd, 1905.

Retail Grocers' Advocate, San Francisco.

Dear Sirs:—The officers for ensuing term in our Association are, viz: Geo. Feetham, president; Thomas Dobson, vice-president; C. B. Robuck, secretary; H. M. Willis, assistant secretary; Henry Brau, treasurer.

IOWA IN LINE.

Congratulates Connolly on His Plan For National Issue.

Frank B. Connolly is in receipt of the following letter from O. C. Clock of Geneva, Iowa, approving of his idea as to how trade conditions can be bettered:

Geneva, Iowa, May 20th, 1905.

F. B. Connolly, San Francisco, Calif.

Dear Sir.—We read your address and the resolutions you offered to the National Grocers' Association. **We congratulate you upon your excellent and practical ideas.**

The merchants of Iowa during the last year have been thinking and trying many different schemes to kill the retail catalogue houses. Everyone must admit that they are the local dealer's greatest competitor. When we think that probably they take more than $100,000,000 of business away from the local merchants, it is certainly time to get aggressive.

The druggist, hardware dealers, and furniture dealers are effectually solving this problem by forcing the manufacturer to take his branded goods out of the hands of price cutters and out of the catalogue of retail sellers.

The grocery price list of Ward & Co. and Sears, Roebuck Co. are the leaders that draw about all their business. The drug department of these catalogues have been almost nullified by not being able to list standard goods. But the grocery lists contain nearly all the standard goods, many of them listed at cost prices.

Advises a General Boycott.

We believe that your resolutions **should be adopted by all associations;** also that grocers in order to wake up and hurry action by the jobbers should boycott all brands listed in these catalogue grocery lists.

We have made out a complete list of these brands and sent them to the editor of the "Iowa Trade Journal" to publish. Each merchant should have this list by his desk so he can take action. Probably 75 per cent of the merchants do not know the brands of groceries that are being sold at cut and cost prices by the catalogue houses.

We believe that if every trade journal in the United States would publish a complete list of these brands and the prices they are being sold at, and advise the merchants to take action the manufacturers and jobbers would speedily find a way to keep them out of the catalogue price lists.

These are the greatest price cutters. And they do not cut for a few days only, but their lists are scattered all over the land and are in force the year around. It must seem too bad that the merchants of California must see their patronage going to Chicago. It is bad enough here in Iowa and we are fighting it hard, by using our local papers and cartoons, etc.

All grocers, whether belonging to an association or not, would help fight the catalogue houses.

We would like for you to try and have these grocery lists taken from Montgomery Ward & Co., Sears, Roebuck & Co. price lists, published in all the western journals. We know that such an action would help.

We have talked with many merchants and told them about certain goods, such as National Biscuit Co's goods, Baker's Chocolate, etc., being offered at cut and cost prices in the catalogues, and the merchants at once cut them out. In fact, the National Biscuit Co. is fast losing out along this line and the recent airing up of the close relations between the jobbers and catalogue houses in Chicago brought out by the strike trouble is hurting Chicago. The retailers can do everything if he gets aggressive. Very truly,

O. C. CLOCK.

WILL CRYSTALLIZE FIGS.

Modesto, March 30th—George R. Stoddard is constructing a building for the purpose of putting out his fruit in a particularly attractive form. He has purchased the patent right for Stanislaus county for a new patent process for crystallizing fruits. He proposes to put his fruits on the market in ½-lb. and 1-lb. cartons.

FOOLISHNESS OF JEALOUSY.

It seems so utterly foolish for one business man to constantly belittle the character and business ability of another, yet among no class of people can be found as much jealousy and selfishness as among the retailers. This is the case most especially among the retail grocers. In this way they pile burdens on each other that must cussessfully serve to make that business not only a drudge, but one that requires all the alertness an ordinary man is capable of to avoid the effects of being stabbed in the back by a slanderous competitor.—Up to Date.

SPECIAL ANNOUNCEMENT.

An invitation is extended to any white merchant outside of New York City, or their representative, whose name appears in Bradstreet's or Dunn's Commercial Agency Book, to accept the hospitality of our hotel for three days without charge. Usual rates, apartment with private bath, $3.00 per day and up without meals; parlor, bedroom and private bath, $35.00 per week and up, with meals for two. New York merchants and editors are requested to call the attention of their out of town buyers and subscribers to this advertisement. GALLATIN HOTEL, 70 W. 46th St., New York City.

DAN O'CALLAGHAN
REAL ESTATE
AND
INSURANCE BROKER
City Agent
Liverpool & London & Globe Ins. Co.
Telephone, Main 5238
22 Montgomery St., San Francisco
(Mr. O'Callaghan was for many years a member of the firm of O'Callaghan, Nelson & Co.)

FREE DEAL
ON
LILY CREAM
Till Further Notice
1 Case FREE with 10
½ Case FREE with 5½
— Order From Your Jobber —
Pacific Creamery Co.
San Francisco Office, 115 Davis St.

Enterprise Brewing Co.'s
Beer is sold on its merits.
We invite comparison of our productions with ANY on market. You will then become our best advertiser, we are dead certain.
A **GOOD ARTICLE** is the very best advertising medium. Are we not right?
Telephone, Mission 152. San Francisco, Cal.

Gilt Edge Whiskies
THE VERY BEST
WICHMAN, LUTGEN & CO.
Sole Proprietors.
Agents for Moerlein's Cincinnati BEER
29-31 Battery St., - San Francisco

SALEM BEER
SUITS THOSE WHO ARE PARTICULAR ABOUT THE BEER THEY USE.
IT HAS THE FLAVOR
IT HAS THE AGE
IT HAS REPUTATION
IT IS MADE RIGHT
Those who have used it know it. Those who do not know soon find it out after a trial.
SALEM BREWING ASSOC'N
BREWERS
BOTTLED EXCLUSIVELY BY THE
Sunset Bottling Co.
3109 20th Street
SOLE AGENTS

E. GHIRARDELLI
Mercantile Co.
305 Clay Street, San Francisco
Packers and Jobbers
Pickles, Catsup, Preserves, Vinegar, etc.
We prepare for the Grocery Trade a line not surpassed in quality and purity.
OUR CATSUP is not equalled by any on the market. Try an order.

Amusements

ALCAZAR.

A handsome young actor and his pretty wife are the cause of all sorts of troubles at the Alcazar this week, which are explained in "Mistakes Will Happen." A middle-aged couple are involved in the entanglements, the wife falling in love with the actor and the husband flirting with the fascinating actress. As they all reside in the same boarding-house, the complications keep the audience laughing. Mr. Craig, Miss Lawrence, Miss Young, Miss Woodson and Mr. Maher are all well cast. Next week there is another good play, "Harriet's Honeymoon," by the author of "Are You a Mason?"

GRAND OPERA HOUSE.

English melodrama is being presented here by Maud Williamson and Alfred Woods. They are presenting this week a dramatization of Hall Craine's "The Deemster," under the caption of "The Gates of Bandage." The stage setting is very effective and the company is worthy of good patronage.

MAJESTIC.

This is the last week of Mrs. Fiske and the Manhattan company in "Leah Kleschna." The theater has been crowded throughout the engagement, which has proven a thorough business success as well as one of the most complete artistic successes the city has known. Mrs. Fiske's "Leah" is a splendidly brilliant piece of acting, and she has surrounded herself with actors of great worth.

CENTRAL.

There have been curtain calls galore this week as a reward for the exciting situations and fine scenic efforts presented by the "Fast Mail." The story is full of stirring incidents which are forcefully presented by the Central's stock company. The scene representing Niagara Falls in the last act is a very beautiful effort and was warmly applauded.

TIVOLI.

This is the last week of the "Tenderfoot." The show is very attractive, and theater-goers who have not taken advantage of this production should not fail to attend before it is withdrawn. It is to be followed next week by "The Black Hussar."

FISCHER'S.

Henry Lee, the character impersonator, continues with his striking character impersonations at Fischer's. He presents a new line of faces this week. The rest of the program is thoroughly good and draws crowded houses. There are two performances each evening, and one each afternoon.

CHUTES.

With its numerous concessions and big free theater the Chutes presents many attractions for the casual visitor. Las Dahlias, the Parisian whirlwind dancers, lead a long program, every number of which is above the average. The amateur turns on Thursday night are extremely funny and continue to draw large special crowds.

LIGHT WEIGHT SARDINES.

Certain wholesale grocers of New York City have made a careful comparison between the size and weight of the regular domestic sardines and the new shortweight drawn can discussed last week. The two styles show up as follows:

Gross Weight.

Drawn cans, Two Brands, average 5¼ ounces.
Regular cans, 1905 pack, average 7 ounces.

Weight of Empty Tins.

Drawn Cans 1½ ounces.
Regular Cans, 2 ounces.

Net Weight.

Drawn cans, 3¾ ounces.
Regular Cans, 5 ounces.

The net weight of fish and oil in the drawn cans is therefore about 35 per cent less than in the regular quarter oils, 1905 pack.

The difference in weight is also shown by the fact that the transportation lines are asked to take these drawn cans at 40 pounds to the case instead of 50 pounds. This difference of 10 pounds is made up as follows:

Seven pounds less of fish and oil to the case.

Three pounds less in weight of cans.

One large New York jobber has sent out notices to his trade that after the sardine season gets older and the fish run large, he will not guarantee more than three fish to the shortweight can.

EFFECTIVE DECORATING.

Although the store of A. H. Boucke, at California and Lyon streets, is not a large one, the arrangement of it is such that visitors must be favorably impressed. The windows are daintily dressed and filled with high grade goods. Inside the store, a booth draped with tinted tissue paper and with a pretty canopy serves to show attractive and seasonable goods to the best advantage.

CLUFF'S NEW MAN.

W. H. Meherin is calling upon his friends among the local trade in the interests of the Wm. Cluff Co. Mr. Meherin was for a long time employed by Mailliard & Schmeidell and is well liked among the grocers, many of whom he has put under obligations to him in the days gone by. The Advocate wishes him all success in his new position.

The Perfection Short Credit System
Makes Credit Business a Pleasure.
Address
P. E. LENFESTEY,
220 California St., San Francisco

IT'S THE
WATER



OLYMPIA BEER CO.
Agents and Exclusive California Bottlers of the Famous
OLYMPIA BEER
BREWED IN OLYMPIA, WASH.
1433 Sansome St., San Francisco, Cal.

NOTICE TO STOCKHOLDERS.

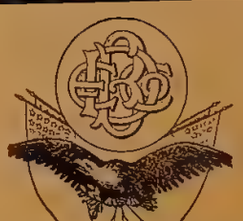
Office of The Calkins Newspaper Syndicate, Halleck Block, No. 320 Sansome street, San Francisco, California, the 6th day of May, 1905.

In accordance with a resolution adopted at a regular meeting of the Board of Directors of The Calkins Newspaper Syndicate, a corporation duly organized and existing under and by virtue of the laws of the State of California, and having its principal place of business in the City and County of San Francisco, in said State, held this day, a special meeting of the Stockholders of said Company is hereby called, to be held at the office of said Company, in the Halleck Block, Room 58, at No. 320 Sansome street, in the City and County of San Francisco, State of California, the principal place of business of said corporation and the place where its Board of Directors usually meet, on Thursday, the 13th day of July, 1905, at the hour of 2 o'clock p. m.

The object of said meeting is to take into consideration and decide upon the proposition of increasing the capital stock of said Company from $60,000, divided into 60,000 shares of the par value of $1 00 each, the present capital stock of the Company, to $200,000, to be divided into 200,000 shares of the par value of $1 00 each.

Dated, San Francisco, Cal., May 6th, 1905.

W. P. CALKINS, President.
G. H. STOKES, Secretary.



VALLEY BREW LAGER
from
Richmond Bottling Works.
Zimmerman & Ruhland,
'Phone Pine 1787.
32d and Clement Street,
San Francisco, Cal.

Champagne.

Veuve Clicquot, qts.	$32.25
Veuve Clicquot, pts.	34.25
Ruinart, Magnums, 6 to case.	30.50
Ruinart, qts, 1 doz to case.	32.40
Ruinart, pts, 2 doz to case.	34.20
Ruinart, ½ pts, 2 doz to case.	18.00
Vintage 1893, qts, 1 doz to cs.	46.50

Brandies.

	Per case
Martell's One Star, 1 doz qts.	$16.00
Martell's Two Star, 1 doz qts.	18.00
Martell's Three Star, 1 doz qts.	20.00
Martell's Three Star, 2 doz pts.	22.00
Martell's One Star, 2 doz ½'s	18.00
Hennessy's One Star, 1 doz qts	17.50
Hennessy's Three Star, 1 doz qts	21.00
Calif. doz qts.	12.00

Cider
Hammond & Co.
Bottlers
Office and Depot
277 Seventh Street
Phone, Jessie 3371



SWEET CIDER
½ Gal. Bottles,
BOILED CIDER
Quarts ....
Pints .. ..

Mineral Waters.

Aetna, splits, 100 to cs.	$6.50
Aetna, pts, 100 to case.	9.00
Aetna, qts, 50 to case.	7.50

GINGER ALE
Belfast Ginger Ale Co.,
D. Steimke & Co. Props.
All Carbonated Beverages.
COR. UNION AND OCTAVIA STS.

	PINTS.	QTS.
Soda Water	$ .80	$ 1 50
Ginger Ale	.80	1.50
Sarsaparilla	.80	1.50
and Iron	.80	1.50
Cider	.80	1.50
Cuban Punch	.80	1 50

Case Prices, 2 Doz. per Case.

Porter.
(E. & J. Burke's Guinness')

Stone, pts, 8 doz to bbl.	$16.50
Glass, qts., 4 doz to bbl.	14.00
Glass, pts., 8 doz to bbl.	16.50

Specialties of
Hilbert Mercantile Co.

H. B. Ky. Bourbon, per gal.	$2.75
H. B. Ky. Bourbon, Ex spcl.	3.25
Union League Ky. Brbn, AA.	2.50
Union League Ky. Brbn, 1 gal	2.25
El Monte Ky Brbn, 1 gal.	2.25
Maryland, Monogram, 1 gal.	2.75
Forum, Bourbon, 1 gal.	2.00
W. H. McBrayer's Cedar Brook 5 yrs	3.00

Hunter Baltimore Rye.

Per case, 1 doz. 5's	13.00
In 5-case lots	12.50
In 10-case lots	12.00

Hilbert Mercantile Co.

H. B. Bourbon (spcl)	$10.00
H. B. Rye	10 00
H. B. pt. flasks, 4 doz to cs.	12.00
H. B. ½ pt flasks, 6 doz to cs	9.50
H. B. 1½-oz bots, per gr.	12 00
Union League "AA"	8.00
El Monte Bourbon	8 00
Forum Bourbon	7.00
J. Baumgardner Rye	12.00
Maryland Monogram	9.00

W. H. McBrayer's Cedar Brook.

Per case, 1 doz 5's	$12.00
Per case, 2 doz pts.	13 50
Per case, 4 doz ½ pts	14 50
Per case, 20 doz 1½-oz.	18.50

Jesse Moore Whiskies.

Ex Pony Bourbon	$18.00	$17.50	$17.00
AA Bourbon	11 00	10.50	10.00
C Bourbon	8 50	8.25	8.00
AA Bourbon, 6 doz, 4 oz.	10.00	10 00	9.75
AA, Pt Flasks, 2 doz.	9 00	8 75	8.50
AA, ½ Pt. Flasks 3 doz.	6.75	6 50	6.25
Old Rye	11 00	10 50	10.00

Jesse Moore Hunt Co.
(In barrels or half barrels)

Extra Pony Bourbon, gal	$7.50
AA, Bourbon, gal	3.75
B, Bourbon, 1 gal.	3.25
C, Bourbon, 1 gal	2.75
No. 1, Bourbon, 1 gal.	2.25
AA Rye, gal	3.75
C Rye, 1 gal	2.75



STANDARD BOTTLING CO.
BEACH STREET
Between Stockton and Dupont
SOLE AGENTS
LOS ANGELES BREWING COMPANY.
Beer furnished Grocers in Bottles or Kegs.

Golden Gate BOTTLING WORKS.
Blume & Gardner,
Proprietors.

Bottlers of the Celebrated
Standard.
Culmbacher.
Extra Pale.
XXX Porter.
Half and Half.
Lager and Steam Beer in Kegs.
160 Shotwell St.,
Phone: Capp 1761, S. F., Cal.



LANDIS
TONIC
BITTERS
Factory and Salesroom,
1664 Mission St.
Bottles, $7.00 Doz.
1 doz. per case.

McCULLOUGH PACKING COMPANY.

James McCullough, in conjunction with his eldest son, has again gone into the provision business under the name of the McCullough Packing and Provision Co. The company's offices, salesroom, smokehouse and general plant will be at 376-384 Tenth street. Through his long connection with the Armour Packing Co., Mr. McCullough is one of the best known men in the provision business

NOTICE TO STOCKHOLDERS.

Office of "The Pandex of the Press," Halleck Block, No. 320 Sansome street, San Francisco, California, the 4th day of May, 1905.

In accordance with a resolution adopted at a regular meeting of the Board of Directors of "The Pandex of the Press," a corporation duly organized and existing under and by virtue of the laws of the State of California, and having its principal place of business in the City and County of San Francisco, in said State, held this day, a special meeting of the stockholders of said Company is hereby called, to be held at the office of said Company, in the Halleck Block, Room 58, at No. 320 Sansome street, in the City and County of San Francisco, State of California, the principal place of business of said corporation and the place where its Board of Directors usually meet, on Wednesday, the 12th day of July, 1905, at the hour of 2 o'clock p. m.

The object of said meeting is to take into consideration and decide upon the proposition of increasing the capital stock of said Company from $50,000, divided into 50,000 shares of the par value of $1.00 each, the present capital stock of the Company, to $100,000, to be divided into 100,000 shares of the par value of $1.00 each.

Dated, San Francisco, Cal., May 4th, 1905.

W. P. CALKINS, President.
A. I. STREET, Secretary.

Phone Mission 288

J. MARSHALL & CO.'S

WORCESTERSHIRE SAUCE

BE SURE and GET the GENUINE

½ Pts., per doz. $1.20
Pts., per doz. 2.20

NO AGENTS

Office: Cor. 12th and Market Sts.

YOUR EVERY WANT IN

PAPER

Can be Supplied by

A. ZELLERBACH & SONS

416-426 Sansome St.
SAN FRANCISCO

LaGrande Laundry

Telephone Bush 12

23 Powell Street

Corner Ellis

64 Taylor St. - Near Golden Gate Ave.
200 Montgomery Ave. - Cor. Kearny St.
208 Third St. - - - - Cor. Howard
1720 Market St. - - - Opp. Eleventh

GIVE THEM A TRIAL

LESLIE SALT CO.

LESLIE STERILIZED SALT

Free Running (in Pkgs.) for table
Velvet Grain (in Bags) for kitchen
Sold by all Jobbers

Clerk's Corner

Educating Store Employes.

It is just over a year ago that the grocers of Manchester, England, took up the question of holding classes for their employes. They approached the technical education authorities, and arrangements were soon completed, a very handsome sum of money being subscribed, as an essential preliminary. Mr. John Williams, whose long-cherished idea in such a connection was stimulated by reading of what the hardware men of Manchester had done, called upon the Manchester secretary and forthwith set to work to accomplish a similar boon for the assistants of his own trade. Last week what was called "a practical demonstration" took place at the Grocers' Exchange in that city. Mr. Williams, who was the chairman on the occasion, confessed that the present was a very proud moment, because when he first suggested some such scheme should be carried out, very great surprise was expressed.

How It Benefits.

The technical authorities also, as Mr. Williams expresses it, "nearly took a fit." The first gentleman said: "What on earth do you mean?" But Mr. Williams states that he has never met any one yet to whom he could not explain the reason for inaugurating such a movement for the benefit of the assistants. The students at the classes number 240, and there were about 230 entries on the occasion of "the practical demonstration." An idea of the nature of the competitions will be given by citing parcel wrapping, bacon slicing, classifying samples of goods, counter displays, window dressing, tea matching, etc., all very practical work, it must be admitted. Surely, in the foregoing there is some food for reflection by the grocers of our American cities.

The London grocers are now taking up a scheme for technical training for assistants and granting certificates, and the assistants have held a meeting and passed resolutions of strong approval.

Don'ts for Salesmen.

Don't limit yourself to ten minutes when talking to a prospective customer, but talk as long as you think there is a chance to do good, but be dead sure that you don't talk too much.

Don't assume to know more about your customer's business than he does himself, for you can't make him believe it.

Don't "put on" a civility or formal manner which is not natural to you, and never try to flatter a man; sincerity is as commendable in business as it is in religion.

Don't fail to let your customer talk if he is inclined to do so, as by listening to what he has to say you learn what his ideas are, and also show the respect that is due him.

Don't dodge a question, but answer it fairly and squarely.

Don't forget that every man has his own peculiarities which should be met in different ways.—Salesmanship.

PORTLAND'S BIG FAIR.

The grounds embrace 126 acres of charming woodland and a natural lake of 220 acres, in the center of which is a peninsula, sixty acres in extent, where the United States Government's five magnificent buildings are located.

Five of the principal exhibit palaces—the Forestry, Oriental exhibits, European exhibits, Agriculture, and Varied Industries buildings—occupy a slightly elevated plateau, with their short ends facing the water feature, Guild's lake. The central feature of the exposition, Columbia Court, which consists of two wide avenues with beautiful sunken gardens between, occupies the space between the Agricultural and European exhibits buildings, and a broad flight of steps, called the Grand Stairway, leads from the court to the music shell on the shore of the lake. The Auditorium, the Machinery, Electricity and Transportation buildings and the Mines and Metallurgy buildings occupy a court east of the main group; while the state buildings, Manufacturers' pavilions, Fine Arts Museum and miscellaneous structures are grouped about the principal exhibits buildings. The Administration and Fire Department buildings flank the main entrance, and an ornate colonnade of Ionic columns forms a bow that connects these structures.

WISE OIL PRECAUTIONS.

Steiner & Co., of Escondido, have adopted a wise precaution in the way of handling gasoline and coal oil so as not to get the two mixed. They have had wire tags neatly printed. A bright colored red tag is placed on each can leaving the store filled with gasoline, and a green tag signifies coal oil in another can. The word gasoline or coal oil is on the tag, with name of owner of can. The idea is a good one for the safety of oil users, since gasoline is so dangerous in careless hands.

TOO MUCH FOR ONE MAN.

The number of things that require the personal attention of the proprietor of a retail grocery are more than most men can care for properly. As a result some of them often are not done as well as they should be.

The bookkeeping is hardest to care for and easiest to shirk. Is yours up to the minute, and do you know the exact standing of each customer?

You ought to and you can. Write P. E. Lenfestey, 220 California street, San Francisco, regarding the Perfection Short Credit System and you will learn how other dealers save work and keep their accounts up so close that they know how much a customer owes as soon as her order is written down.

FOOD LAWS SAVE MONEY.

R. M. Allen, secretary of Food Control for Kentucky, says:

"We have conclusive proof that the enforcement of the Kentucky food laws saves the people over $300,000 yearly in the purchase of food products. At the same time, by preventing the sale of food products that contain substances hurtful to health, we are helping the general public, since while the amount of preservative in each item may not be sufficient to be of any great danger, yet the amount in an entire meal might be sufficient to upset the system.

EASTERN TICKETS

AT

Half Rate

The Southern Pacific will sell Round-Trip Tickets to Eastern points at a one-way rate on the following dates:

May 10, 11, 27, 28, 29.
June 12, 13, 14, 15, 16, 17, 25, 26, 27, 28, 29, 30.
July 4, 5, 6, 24, 25, 26.

Rates to Principal Points:

Chicago	$72.50	New York	$108.50
St. Louis	67.50	Boston	109 50
Memphis	67.50	Philadelphia	107.50
St. Paul	70.00	Baltimore	107.50
Missouri River Points	60.00	Washington	107.50

Choice of Four Routes

Go via Ogden, Portland (at slight extra cost), El Paso or New Orleans. Liberal stop-overs. Return limit 90 days. Tickets good on Overland Limited, Golden State Limited, or any Southern Pacific train. Special low rates for Eastern conventions. Ask about it to-day.

Southern Pacific

San Francisco Office, 613 Market Street.
Oakland Office, 12 San Pablo Avenue.

WIELAND BROS.

121-123 Clay Street San Francisco

Importers and Commission Merchants

SPECIALTIES—Imported and domestic Swiss Cheese, Limburger, Brick Cheese, Edam, Roquefort, etc.; Mackerel, Codfish, Holland Herrings, Olive Oil, Spanish and California Olives, all kinds of Sausages and other delicacies.

SOLE AGENTS for Sierra Cheese, German Breakfast Cheese, Brie, Camembert, Schloss, Kronen and Neufchatel Cheese.

WILLIAM E. HARM
Kartuffel-Buhr
183-185 Valencia St. Near 13th
Tel. Folsom 1911
Wholesale Dealer in POTATOES, ONIONS BEANS, EGGS Etc., Etc., Etc.

WITZEL & BAKER, Commission Merchants

Telephone Main 718 314, 316 BATTERY ST., SAN FRANCISCO, CAL.

Fancy Creamery Butter and Ranch Eggs Our Specialty

Babbitt's Standards.

ALWAYS UNIFORM!
ALWAYS RELIABLE!
ALWAYS THE BEST!



B. T. Babbitt's Concentrated Lye,

The ready soap maker—a powerful disenfectant—an excellent fertilizer for dipping prunes, spraying trees, etc.

Manufactured by
B. T. Babbitt, (Inc.) New York City.



The C. B. JENNINGS CO., Agents, 121 California St., San Francisco, Cal.



WILLIAM CLUFF COMPANY

WHOLESALE GROCERS

SOLE AGENTS

SAN FRANCISCO CAL.

IRVINE STANTON COMPANY

WHOLESALE GROCERS

Farm and Dairy Produce

Consignments from Interior Merchants Solicited

211-213 Clay St. San Francisco, Cal.

REMOVED

PATRICK & CO., RUBBER STAMPS

111-113 SANSOME STREET

One block south of old location.



GUSTAV LIEBOLD PHONE SOUTH

GAMBRINUS BOTTLING CO.

Sole Agents and Bottlers of

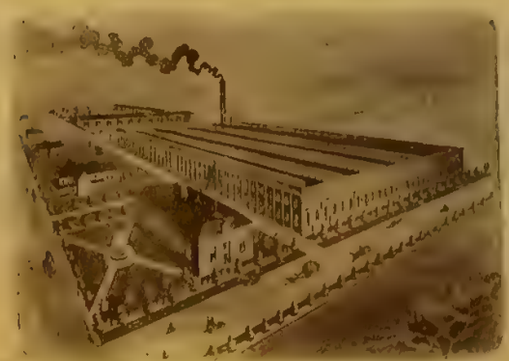
Gambrinus Brewing Co.'s

PORTLAND, OREGON

SELECT PILSENER LAGER BEER

OFFICE AND BOTTLING WORKS

160 Thirteenth St., near Folsom, S. F.



PLANT OF S. F. BOWSER & CO. INC.

Highest Grade Package Goods for Family Trade

ROYAL AND QUEEN'S TASTE

(1 lb packages) (2½ lb cartons)

Macaroni, Vermicelli and Spaghetti

ROYAL ITALIAN A. B. C. PASTE, in 1 lb papers
GOLDEN GATE EGG NOODLES, in ½ lb papers

For Sale by all Jobbers

ALL

BOWSER SELF MEASURING OIL TANKS

are sold under our positive guarantee that they will prove durable and exactly as claimed for them.

YOU HAVE A RIGHT

to ask before you buy what that guarantee amounts to.

You will readily see by looking at the above cut or by referring to Dun or Bradstreet, that WE are in position to make good our guarantee. We are not experimenting, but are putting out the best goods possible to make and behind which we put our entire plant. You take no chances in ordering a

BOWSER OUTFIT

It is the only economical, convenient, clean and satisfactory method of storing and handling your oil.

It will save you oil, time, labor and money.

Write now for Catalog "BB"—it will cost you nothing.

S. F. BOWSER & CO. Fort Wayne, Ind.

PETERS BROS., BALTZ & DITTMANN

PROPRIETORS

The California Brewing Co.

Douglas Street, bet. 17th and 18th

SAN FRANCISCO, CAL.

Signograph



A SIGNOGRAPH FOUNTAIN PEN
MAKES SIGN WRITING SIMPLE

Send $1.50 and Get Post-paid
1 Signograph, 1 2-oz. Bottle Ink,
and Full Instructions.

Pens in Five Widths, from ⅛ to ¾ inch.
SPECIFY WHICH SIZE.

P. E. LENFESTEY

220 California Street, San Francisco.

VACATION 1905

IS NOW READY FOR DISTRIBUTION

"VACATION" is issued annually by the

California Northwestern R'y

THE PICTURESQUE ROUTE OF CALIFORNIA

and is the standard publication on the Pacific Coast for information regarding

MINERAL SPRING RESORTS, COUNTRY HOMES AND FARMS WHERE SUMMER BOARDERS ARE TAKEN, AND SELECT CAMPING SPOTS.

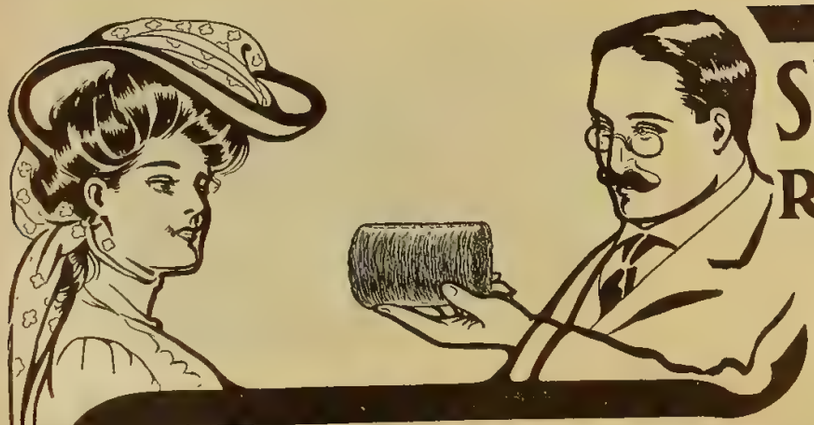
This year's edition "VACATION 1905" contains 200 pages, beautifully illustrated, and is complete in its detailed information as to location, accommodations, attractions, etc., with terms from $7.00 per week up.

To be had at Ticket Offices, 650 Market Street (Chronicle Building), and Tiburon Ferry, foot of Market Street; General Office, Mutual Life Building, corner of Sansome and California Streets, San Francisco.

Applications by mail will receive immediate response.

JAS. L. FRAZIER,
Gen'l Manager.

R. X. RYAN,
Gen'l Pass'r Agent.



SHREDDED WHOLE WHEAT RECOMMENDATION

The Best Cereal Food to Eat, and
The Best Cereal Food to Sell, is

Shredded Whole Wheat

It is made in two forms, Shredded Wheat **BISCUIT** and **TRISCUIT.**

TRISCUIT is a CRACKER, not a "breakfast food." It is used as toast in place of ordinary bread toast, and for all purposes for which the common white cracker of commerce is used.

Shredded Wheat **BISCUIT** is the standard wheat food of the world, delicious for breakfast, or for every meal for every day in the year. It contains all the nutriment in the whole wheat in digestible form. A good seller all the year round.

THE NATURAL FOOD COMPANY
Niagara Falls, N. Y.

THE RETAIL GROCERS ADVOCATE

A. H. POWERS, Editor | SAN FRANCISCO, CAL., JUNE 23, 1905 | Vol. 10, No. 25

M·J·B·COFFEE
SELECTED WISDOM

You can't stop reading this if you try – try now



WAIT -- BUT WORK.

"All Things Come to Him Who Waits" — and Hustles Hard.

The Dealer Wins Coffee Trade Who Keeps on Selling

M. J. B. COFFEE

IXL - Kapp and Street - W.G.M.

TAMALES

IN

KEY-OPENER CANS

RAINIER BEER

Popular! Why?

Because it is really good.

Only Choice Materials Used in its Manufacture.

JOHN RAPP & SON, AGENTS
Phone South 473.

IF A CUSTOMER

asks for

HAND SAPOLIO

and you can not supply it, will he not consider you behind the times?

HAND SAPOLIO is a special toilet soap—superior to any other in countless ways—delicate enough for the baby's skin, and capable of removing any stain.
Costs the dealer the same as regular SAPOLIO, but should be sold at 10 cents per cake.

Gold Watches for Grocers

To add to the interest of the Retail Grocery Trade in advancing the Sales of **PONCE DE LEON** Coffee, we have decided to give

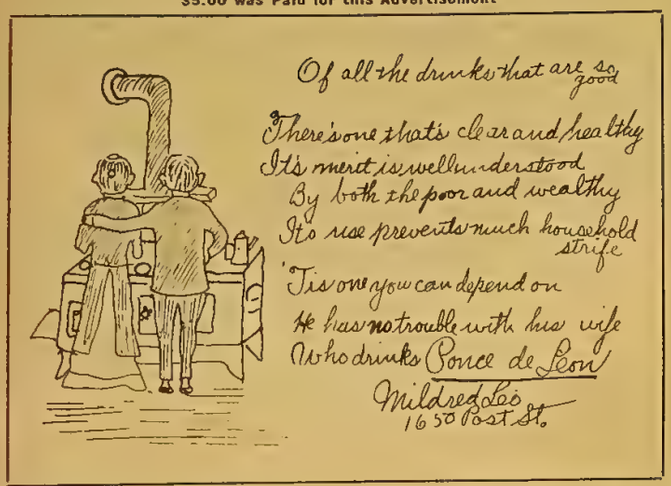
6 Gents' Solid 14-Karat Waltham Gold Watches, Value $60 Each, to our Friends.

To Get One Entails No Cost Nor Extra Labor.

Read the Terms: We will give Watches to Each of the Two (2) Retail Grocers of San Francisco, and to Each of the Four (4) Grocers in the Interior, whose Invoices show that they have purchased the **Most Pounds** of our **Sealed Cans** of **PONCE de LEON COFFEE** between April 15th and August 15th, 1905. **WATCHES GUARANTEED TO BE SOLID, 14-KARAT GOLD.**

GET IN LINE—GET A PROFIT—GET A SPLENDID GOLD WATCH

$5.00 was Paid for this Advertisement



Help One of Your Customers Earn $5.00

We are helping Retail Grocers advertise their stores and our **PONCE de LEON** by our plan to

PAY SCHOOL CHILDREN FOR WRITING ADS.

Every Grocer has a chance to win the favor of some customer by helping a child of the house get $5.00. We print these ads. each week in the "*Evening Bulletin*" of San Francisco.

Quality These are the Elements Needed for Grocers to Secure Trade Now Going to Coffee Peddlers. **Confidence**

Our Goods Possess the **QUALITY** — "PONCE DE LEON" Coffee is the Best in the World
Our Advertising Helps Give the CONFIDENCE.

You Can Win and Hold the Best Trade with

Best in the World

Ponce de Leon COFFEE

Quality Unsurpassed
Flavor Delicious

AT ALL LEADING GROCERS
Porto Rico Co



To Help San Francisco Dealers we Have:

- Striking Displays on the Main Streets
- Artistic Signs in the Street Cars
- Attractive Designs on Theatre Curtains
- Conspicuous Notices in Theater Programs

THE PORTO RICO COMPANY

587-589 HOWARD STREET San Francisco, Cal.

Give Their Money Back If They're Dissatisfied!



We don't ask the Grocer who sells **"A1" FLOUR** to do anything but depend upon us.

We claim that **"A1" FLOUR** will make **more loaves of bread** to the barrel and **better bread** than other flours.

YOU are authorized to **REFUND THE MONEY** if the flour does not satisfy.

Tell us how to do more and **we'll do it!**



Why "A1" Flour IS BETTER:

Our "**A 1**" FLOUR is manufactured from only the HIGHEST GRADE of the **BEST CALIFORNIA and EASTERN** Wheats. We have, by much investigation and research, produced a blend which includes enough Eastern wheat to cause "**A 1**" to be **More Glutinous** than other flours on the market and therefore **More Nutritious.**

It makes more loaves per sack

WE MAINTAIN THE RETAIL SELLING PRICE.

GLOBE GRAIN & MILLING CO.

MONTGOMERY AND CHESTNUT STS., SAN FRANCISCO, CAL.

(Please mention the ADVOCATE to Advertisers. It helps us materially.)

Telephone Bush 759.

FINEST EVER USED

DURING GROCERY EXPERIENCE OF 30 YEARS.

WATT & CO., of Grass Valley, give their Testimony as follows:

GRASS VALLEY, CAL., June 14, 1905.

The Cudahy Packing Co.,
San Francisco, Cal.

Gentlemen:—

Your Diamond "C" Hams and Diamond "C" Breakfast Bacon **are giving perfect satisfaction,** and I am free to say that they are the **finest we have ever used** during our experience in the grocery business, covering a period of **more than thirty years.**

Yours respectfully,
WATT & CO.
By S. GRANGER.



NOTHING IS QUITE SO GOOD



FINEST IN FLAVOR AND APPEARANCE

"THE TASTE TELLS"

Coffee Peddlers

Find it hard to compete with Canned Coffee.—
Get your Coffee Trade back with a good seller like

Wedding Breakfast COFFEE

Easy Seller



Good Profits

Aged and Cured 5250 Feet Above Sea Level
(AND IT SELLS)

NASH-SMITH TEA AND COFFEE **CO.**

Purveyors to Coffee Connoisseurs
DENVER — ST. LOUIS

FRANK B. PETERSON & CO., SAN FRANCISCO

No Grocer

Can afford to be without a good Refrigerator and if he has a refrigerator he should satisfy himself that it is not losing him money by loss of goods or waste of ice.

The McCray Refrigerator Ranks

first in every way. It is sold entirely on its merits and is known everywhere for superiority.

McCray Refrigerators are perfect refrigerators and will in a short time repay their cost through saving of butter and other provisions and ice.

We can here give you but a faint idea of the McCray Refrigerator. Let us send you our catalogue showing our extensive line from which you can make a selection.

Your request for our catalogue places you under no obligation to purchase of us.

McCray Refrigerators are Guaranteed

BECK-WAKEFIELD COMPANY
GENERAL AGENTS
122 Market Street, San Francisco, Cal.

Retail Grocers' Advocate

CALIFORNIA RETAIL GROCERS' AND MERCHANTS' ASSOCIATION — OFFICIAL PAPER — RETAIL GROCERS' ASSOCIATION

Vol. 10 — SAN FRANCISCO, CAL., JUNE 23, 1905 — No. 25

THE RETAIL GROCERS ADVOCATE

Published Every Friday by
ADVOCATE PUBLISHING CO.

Subscriptions:
One Year $2.00
Single Copies ..... .10

PUBLICATION OFFICE:
456 MONTGOMERY STREET.
Rooms 413-414. - Tele. John 2601

Entered at the Postoffice at San Francisco as Second Class Matter.

Points to Watch

CHEESE—
The Martin's Cheese now in market is too mild for most tastes. Better quality will come later and be cheaper.

HOLLAND HERRING—
The Vlandingen market is entirely cleaned up of herring, and the supplies in importers' hands are small.

WALNUTS—
There is a fear that the crop will be short as the nuts are not maturing in some southern orchards.

PEPPER—
A shortage in all kinds of pepper has produced a firm market with promises of an advance.

TOMATOES—
Certain jobbers are selling standard tomatoes for future delivery at 65 cents. This is the cost price to the jobbers who get only a 1½ per cent cash discount in addition.

SNIDER'S CATSUP PURE.

In accordance with a request from the grocers, Mayor Schmitz had the Health Department analyze samples of Snider's Catsup bearing neck labels announcing that the contents were pure and uncolored.

This was a matter of justice, since the samples analyzed before were catsups that were shipped into this market prior to July, 1903, and, while pure in every respect, were colored in order to suit the requirements of the California trade, who wanted a brilliant looking bottle.

As a consequence of the analysis of additional samples, the following letter has been sent to the Police Department by Dr. D. F. Ragan, Health Officer for San Francisco:

San Francisco, Cal., June 20, 1905.
Mr. J. F. Dinan, Chief of Police, Hall of Justice, City.

Dear Sir—Please incorporate the following as additional to the communication of June 19, 1905:

Your commanding officers are hereby informed that the **Snider's Catsup condemned by the Board of Health includes only that brand in bottles with no neck labels. All other brands of Snider's Catsup are not to be ordered removed from the shelves of local dealers.** Respectfully,

D. F. Ragan, M. D.,
Health Officer.

Any grocer having Snider's Catsup that does not bear the neck label can have the same exchanged by notifying the Spohn-Patrick Company.

Voluntary Encouragement.

Alpine Cream Company will fix and maintain prices for all Pacific Coast Associations.

The Alpine Cream Company have agreed with the Pacific Coast Retail Grocers' Association to fix and maintain the following retail prices on Alpine Cream: **10 cents per can or 3 for 25 cents.**

They will protect and assist all the Associations of the Pacific Coast to maintain these prices.

They also back up their intentions with a very much appreciated and substantial donation of $25 per month towards maintaining the Pacific Coast Association.

The following letter has been received from Mr. Patrick:

San Francisco, June 10th, 1905.
Pacific Coast Grocers' Association, San Francisco, Calif:

Gentlemen:—We have taken very particular notice of the great progress your association has been making in matters which are of such material value to the retail grocers of this Coast. The energy you are using in seeking to establish harmonious relations between retailers and manufacturer, inspires us to a belief that your efforts will be crowned with success. The fact that Mr. H. W. Thurlow has become interested in your association is further proof to us that you will make much more rapid stride in the future than you have in the past. We desire to compliment you on having his services.

You have our best wishes for the success of your movement, and as a substantial evidence of our interest in your efforts, we are very pleased to herewith subscribe to the worthy cause to the extent of $25 per month for the ensuing six months, and hope it will be a means of still further advancing your line of progress. Yours very truly,

Alpine Evaporated Cream Co.

WINS NEW TRADE.

From many parts of California, Nevada and Arizona retail grocers are writing the Cudahy Packing Company telling them of the value they have found in the Diamond "C" hams and bacons. Because of the splendid flavor and fine appearance of these goods, the customers are so thoroughly satisfied that they not only come back for more, but usually send their friends. It is on the basis of quality that permanent business is built up and it is on the basis of quality that the Cudahy Packing Company have been able to build up its enormous trade on Diamond "C" goods.

It is worthy of note that the salesmen of the Cudahy Packing Company for California stood at the head of the list in a recent contest in which the house gave prizes to those salesmen who were able to show the greatest increase in the sales of Diamond "C" hams and bacon.

At the Oakland banquet an honored guest was J. F. Schomer of San Francisco, whom the grocers were pleased to meet, and who added materially to the success of the evening.

Profits and Progress.

Movement to Make the Retail Brocery Business in San Francisco More Prifitable.

BUSINESS MEN AROUSED.

Successful Dealers of Influence Willing to Direct Association Affairs.

The annual election of the "S. F. Retail Grocers" is to be held Wednesday evening, June 28th. Those who desire to have the organization's power used to increase profits and make trade conditions better, will be able to do so by voting for the following officers:

For President
FRANK B. CONNOLLY.
For Vice-President
ERNEST A. LACKMANN
For Directors
Henry Wreden
Geo. B. Doyle
Joseph A. Stulz
John F. Schomer
Julius Lillienthal
R. G. Schroeder
J. J. Casack
J. W. Offermann
Henry Walking

The present Board of Directors of the Retail Grocers' Association of San Francisco have opposed every movement to make the organization of larger value to its members. This is largely the fault of two men. One of these is the present secretary who has said: **"The members aren't interested in getting better profits"** as an explanation for his failure to assist in the movement to better conditions. The other is Jeremiah T. Hurley who has opposed, wherever he could, directly and through his friends, without regard to its value any suggestion brought forward by grocers who did not belong to his particular little clique.

There are four members of the present Board of Directors who have been a hopeless minority during the past year. These four men are

Frank B. Connolly
Earnest A. Lackmann
Henry Wreden
Geo. B. Doyle.

These men have tried to make the Association a valuable adjunct to their business. They have been opposed by men who, to gratify personal spite and prejudices have preferred to let the association lose its value to its members rather than carry out ideas suggested by influences they oppose.

It is only fair to say that some of the other seven directors have not been active in opposing what was best for the members. They were more friendly with Mr. Hurley and Secretary Krueger than with the men of large interests who wish to see the efforts to maintain prices succeed. They therefore allowed themselves to be used by the last named gentlemen, although without any personal feeling on their part against the men and movements they opposed.

Why a "Slate" Was Made.

Messrs. Connolly, Lackmann, Wreden and Doyle felt that the grocers of San Francisco wanted better service. This, they knew, could only be secured through a Board of Directors made up of Successful Business Men who would think for themselves and do what they thought was for the best interests of the Association without regard to personal prejudices and above all who could not be led around by the nose by anyone.

According to the constitution and by-laws of the San Francisco Retail Grocers, the nominations and election of officers and directors take place on the same night. This would not give the members any chance to discover what was the wisest course to follow. It also means that if members cast their vote guided merely by personal prejudice, that the directors chosen in this hap-hazzard way may be so divided in their interests that no results or evil results may follow.

Unless they could be sure they were wanted, many of the best men of the Association would be unwilling to let their names be proposed as directors. This meant that, unless some action was taken ahead of time the same old crowd would elect themselves again who have run the Association during the past year.

How the "Slate" Was Made.

Messrs. Connolly, Lackmann, Doyle and Wreden discussed conditions. They talked with numerous grocers who wanted a beter Association. With several prominent grocers who were willing to give time to making the Association better, they went over a list of men who had been active in Association work in the past and who would be likely to be willing to serve in the future.

As a result, they found that the eleven men named above would work hard and unselfishly for the Association. There may be stronger and better men in the Association, but there are none who will serve the interests of the members more faithfully and more honestly.

What They Represent.

The eleven men on the ticket represent every interest in the organization.

Influence With Jobbers—All eleven are successful business men. They own property and are recognized as large buyers of groceries.

Liquor Interests—Six of the eleven have bars. This guarantees that the liquor interests will be protected.

Buying Exchange—Five of the eleven are members of the Buying Exchange. They will represent that organization fairly.

The Whole Ticket—Want to use the Association to help them get better profits. They want to stop the shameful condition that makes outside grocers say "The San Francisco grocers can't do anything," and that makes manufacturers say "The San Francisco grocers are not merchants. They will stand for anything we want to do to them."

An Opposition Ticket.

Secretary Krueger wants to hold his job. He has been out among the members asking them to run on an opposition ticket.

(Continued on page 9.)

A LEADER

in its line

Welch's Grape Juice

"Made from Concord Grapes
Nature's Finest Food and Drink."

Summer is the most suitable time to sell it ==
Buy Now and reap a profitable harvest.

You can achieve success with
WELCH'S GRAPE JUICE

or any other Specialty, if you "go at it" in the right way.
A little EFFORT and patience on your part will make a BIG SELLER of Welch's Grape Juice.



How this can be done: Begin To-day, with a Window, Counter or Shelf Display of **Welch's Grape Juice,** and give a Welch Recipe Booklet to EVERY person who enters your store (whether purchaser or not). People will become interested in WELCH'S GRAPE JUICE almost immediately, and you will find yourself making numerous sales.

When once familiar with the uses of WELCH'S GRAPE JUICE, your customers will buy it continually. Besides, it is fashionable now-a-day's to serve WELCH'S GRAPE JUICE.

There is a GRAPE JUICE BOOM on throughout the East, South and Middle West, and it is rapidly extending to the Coast.

The "Boom" was started by pushing the sales of WELCH'S GRAPE JUICE in the manner described above.

WE FURNISH ATTRACTIVE ADVERTISING MATTER FREE FOR THE ASKING.

Our Assortment includes: A set of three lithographed Window Panels, Window Strips, Tin and Celluloid Signs, Cluster of Grapes Hangers, Booklets, etc.

Display WELCH'S GRAPE JUICE now and then and see what happens.

WELCH'S GRAPE JUICE is put up in Gallon, Half-gallon, Quart, Pint, Half-pint, and Three-ounce Bottles (splits) . . . . .

FOR SALE BY ALL JOBBERS.

WELCH GRAPE JUICE CO. WESTFIELD, N. Y.

Write for Trade Prices to

SPOHN - PATRICK COMPANY

PACIFIC COAST AGENTS

16-18-20-22 FRONT STREET, SAN FRANCISCO, CAL.

Branch Houses: Los Angeles, Portland, Seattle, Denver, Salt Lake City.

THE KING OF ITS KIND



ELECTRO Silver Polish SILICON

IS AN ARTICLE OF REAL MERIT and the only one of its class for which a constant demand is created among consumers by regular and systematic advertising.

On every box a Wowan in Red,
Never take another instead.

REDINGTON & CO.
SAN FRANCISCO
Sole Agents for the Pacific Coast.

Good salesmen study the book of human nature.

Just keep in mind that "Thank you" is a trump card.

The pleasanter you look the more pleasant you will be.

A cash register in balance always says a good word for you.

Nobody needs to tell you you're doing well--you know.

JOBBERS INTERFERE.

Secretary Paulding Points Out to the Retailers Where Treachery Lurks.

The wholesalers of Southern California are walking over a powder magazine when they play with the profits of the men on whom they depend for their existence. Mr. Paulding points this out in a spirited article which he prints in his last report. Among other things, he says:

I desire to say that I think it my duty to see that all agreements and understandings that exist between the manufacturer or the jobber and his association are **either lived up to or reported to the association and abrogated.**

The Burning Question.

The all-important question of the day is: **"What stand is the jobber going to take as regards to the manufacturer establishing and endeavoring to maintain retail prices** that will retain the interest of the retail grocer?"

We have a letter from every wholesaler in Los Angeles stating that they are in favor of the manufacturer establishing and maintaining retail prices and saying that they would support and assist such a movement.

The prima facie evidence is that at least some of the jobbers are not sincere in their statements.

Some jobber recently made the statement that they wished some one would have wiped Paulding off the map and not let him come back here to stir up trouble.

I want to say in answer to any such statement that **there will be no trouble if the jobber does his duty to his customers.**

History Repeats Itself.

Without a single exception the articles that are and have been cut for the past twelve months, after the manufacturer had received notice that the articles were cut, are articles that have **come through the jobber.** It seems at present that the only protection that the retailer can rest assured of is on the articles that are **sold direct** to the retailer by the manufacturer.

That we may prove these statements we will quote a little history.

Silver Leaf Lard is being cut by a prominent retailer. That retailer has not bought a dollar's worth of lard from Swift & Co. for twelve months.

Who is furnishing it?

Shredded wheat biscuits are being sold at 10 cents, and a notice was served on the jobbers many months ago not to furnish any more of the goods to the party. Scotch oats are still being retailed at 10 cents although the jobbers were served with notice not to sell the goods.

A cut price prevailed for over a year on A1 flour in one of the outside towns, and the Globe Mills did not sell the party cutting a sack of flour in all that time. They finally marked the goods and **found the jobber** who had been selling the goods, and that jobber **had denied all the time** that he was selling the party any A1 flour.

We could go on and mention other convincing arguments to prove that there is some jobber or jobbers who are not sincere in their statements. One of the parties who has always opposed every move that the association has ever made to better trade conditions as pertaining to profits, does not hesitate to say that he can get all the goods he wants no matter the action or desires of the manufacturers. It might be well to mention that in every instance, where a complaint has been made to a manufacturer who sold direct, that the matter was adjusted without delay **unless some jobber interfered** and furnished the goods after the manufacturer refused to sell direct.

Our Ultimate Object.

As pertaining to the jobber and the manufacturer, the ultimate object of the association is **profits.**

The burning question is, then, **how are we going to obtain those objects?**

If the jobber is going to be the factor that prevents the retailer from securing a profit, **what attitude does the jobber expect the Association to take?**

I do not write this because I have any personal feeling whatever against any jobber, or because it is a pleasure. But in order, if possible, to bring the jobbers to realize that they and the retailer should get closer together.

I plead peace and harmony, but I plead protection. Our objects are profits, **is the jobber going to prevent us from getting them?**

We are sure that there are some jobbers who are sincere. If we are again forced to take issues, **we will endeavor to see that proper consideration is given those who can assure us they are sincere.**

LOS ANGELES ENERGY.

How the California Fish Co. Has Won Fame.

The California Fish Company of Los Angeles was the first company recognizing the opportunities offered by our Pacific sea shore for packing high-grade sardines and mackerel in first class olive oil.

In spite of the prejudice against the domestic product the concern has persistently clung to its "Quality" motto, until now its products are recognized from one ocean to the other as a standard of high quality.

"Sunset" mackerel deserves a place on the shelves of every grocery store, large or small, fancy or cheap, for they are high grade goods at low figures.

THEY CATCH TRADE.

At this season of the year there is no article that a grocer handles which will tend more to render his store attractive to good livers than olives in bottles.

The "White Label" Queen olives of the Seville Packing Company make a notable addition to any show window or show case, and never fail to attract the very best class of customers to the store displaying them.

The Pim-Olas, also put up by the Seville Company, are a high class article, and are equally attractive with the olives packed by this company, and like the former they yield the dealer a most satisfactory profit.

A MATTER OF HEALTH
ROYAL



BAKING POWDER
Absolutely Pure
HAS NO SUBSTITUTE

All Grocers should carry a full stock of Royal Baking Powder. It always gives the Greatest Satisfaction to customers, and in the end yields the larger profit to the Grocer.

The Purchasing Public Prefer
Pim-Olas

The Original and Genuine Stuffed Olives.



Pim-Olas and Baby Pim-Olas

respectively are solid, crisp Queen and Manzanilla Olives, pitted and stuffed with Sweet Spanish Peppers and preserved in a delicately flavored Sauce.

The Favorite Relishes.

You ought to sell more
6-Oz.
Baby Pim-Olas
now than formerly, since the price has been reduced from $1.90 per dozen to
$1.50
per dozen.

For Sale by All Jobbers.



For quotations on . . . .
"White Label"
Queen and Manzanilla Olives,
Pim-Olas,
Nicelle Olive Oil,
Nonpareil French Capers, Etc.

Address:
Spohn-Patrick Company
Pacific Coast Agents
16-18-20-22 Front Street San Francisco, Cal.

BRANCH HOUSES
Los Angeles Portland Seattle
Denver Salt Lake City

The Original Root Beer

Knapp's.

Makes twice as much, and better Root Beer, than any other Extract.

Brewer Rich'd. Cigar.

330 Market Street.

Straight ...Talk....



Mr. Grocer:—

There is **not** a Catsup on the market that is better made than

SNIDER'S

and **none** which is purer.

We prove all we say,

And aid the retailer in every way.

The T. A. Snider Preserve Co.

CINCINNATI, OHIO

Makers of Snider's Oyster Cocktail Sauce, Chili Sauce, Salad Dressing, Tomato Soup, and Baked Beans.

Spohn - Patrick Company

Sole Agents

16-22 Front Street, San Francisco

SALESMEN PICNIC.

S. F. C. T. A. and Their Friends Go To Sunset Park.

The annual outing of the San Francisco Commercial Travelers' Association at Sunset Park on Thursday, June 15, was one of the greatest successes of the season. The day was perfect and the crowd was all that could be desired, both for jollity and numbers.

There were fifteen games that helped entertain the crowd. They were ranged to supply fun for young and old.

A list of 103 gate prizes also added to the interest.

There was not a single accident to mar the pleasure of the day. Both the members and their guests had occasion to feel grateful to the officers of the association and the committees who made the affair so thoroughly enjoyable.

The picnic committee consisted of E. Dunn, chairman; H. H. Becker, gate prizes; J. D. Warde, games; Nick Marisch, dancing.

The officers of the Association are: President, C. C. Miller, Kingan & Co.; vice president, Henry Heinz, J. A. Drinkhouse & Co.; secretary, M. B. Mergen 716 Leavenworth st.; financial secretary, Otto C. Sievers, Tillmann & Bendel; treasurer, John Armstrong, Capitol Mills.

Executive committee—T. McCarthy, Farmers' & Merchants' G. & P. C. Co.; L. L. Remy, American Milling Co.; J. D. Ward, Tillmann & Bendel; E. C. Smith, Vita Oil Co.; P. Lange, E. Guitard & Co.

Sergeants at arms—J. Brandon, Martin Dangers & Camm; Rank McGeeney, Lake & Co.

Membership committee—Nick Marisch, E. A. Fargo & Co.; W. H. Brown, Del Monte Milling Co.; K. M. Borman, American Box Factory.

Quite a number of retail grocers attended the meeting.

SEEDED RAISINS.

The California Raisin Growers' Association recently sent broadcast a letter from an Eastern jobber in which the latter was quoted as saying that the trade of the country would be glad to handle raisins in the old shape, that is, unseeded. The wish was unquestionably the father to the thought. An immense demand has been created for seeded raisins. The manufacturer must necessarily produce goods to satisfy the demand.

The following figures were supplied to an Eastern trade journal by F. A. Aplin of the J. K. Armsby Co. The figures are based on carloads of 15 tons each and give the output of seeded raisins from the year of their introduction to 1902, inclusive:

1896, 60 carloads; 1897, 120; 1898, 240; 1899, 500; 1900, 640; 1901, 1200; 1902, 2000 carloads.

The ratio of increase during 1903 and 1904 was fully equal to that indicated during the years for which figures are given. In fact, shipments in 1904 were fully 50 per cent larger than in any previous year.

INCREASE THEIR FIELD.

Los Angeles—Owing to the fact that many grocers in cities adjacent to Los Angeles had joined that Association, the name of the Los Angeles Retail Grocers' Association was changed at its last meeting to the Southern California Retail Grocers' Association. Secretary Paulding is preparing to make an aggressive campaign to secure members in every district adjoining Los Angeles. The Association has ordered one thousand copies of its by-laws printed and they will be very generally distributed.

No sale is complete until the customer is satisfied.

Keep your eyes off the clock—quitting time can't be hurried.

Learn that promptness is not hurry.

A "Thank you" is part of every transaction.

DIVIDEND NOTICE.

The Continental Building and Loan Association, of 301 California street, San Francisco, Cal.,

Has declared for the six months ending June 30, 1905, a dividend of 5 per cent per annum, on ordinary deposits; 6 per cent on term deposits, and 6 per cent on monthly payment investment; interest on deposits payable on and after July 1st; interest on ordinary deposits not called for will be added to the principal and thereafter, bear interest at the same rate.

DR. WASHINGTON DODGE, President.

WM. CORBIN, Secretary.

DIVIDEND NOTICE—Mutual Savings Bank of San Francisco, 710 Market Street—For the half year ending June 30, 1905, a divend has been declared at the rate of three and one-quarter (3¼) er cent on all deposits compounded semi-annually and free of taxes, payable on and after Saturday, July 1, 1905.

GEO. A. STORY, Cashier.

DIVIDEND NOTICE.

Savings and Loan Society, 101 Montgomery street, corner of Sutter,

Has declared a dividend for the term ending June 30, 1905, at the rate of three and one-half (3½) per cent per annum on all deposits, free of taxes, payable on and after Saturday, July 1, 1905.

EDWIN BONNELL, Ass't Cashier.

DIVIDEND NOTICE.

The German Savings and Loan Society, 526 California street.

For the half year ending June 30th, 1905, a dividende has been declared at the rate of three and one-half (3½) per cent per annum on all deposits, free of taxes, payable on and after Saturday, July 1, 1905.

GEORGE TOURNY, Secretary.

DIVIDEND NOTICE.

San Francisco Savings Union, 532 California street, corner Webb.

For the half year ending with the 30th of June, 1905, a dividend has been declared at the rate per annum of three and six-tenths (3.60) per cent on term deposits, and three and fifteen one-hundredths (3.15) per cent on ordinary deposits, free of taxes, payable on and after July 1, 1905.

LOVELL WHITE, Cashier.

DIVIDEND NOTICE.

California Safe Deposit and Trust Company, corner California and Montgomery streets,

For the six months ending June 30, 1905, dividends have been declared on the deposits in the savings department of this company as follows: On term deposits at the rate of 3 6-10 per cent per annum, and on ordinary deposits at the rate of 3¼ per cent per annum, free of taxes, and payable on and after Saturday, July 1, 1905.

J. DALZELL BROWN, Manager.



THE BOND AUTOMATIC WEIGHER

IS ALWAYS ACCURATE, QUICK AND CLEAN

A PAYING INVESTMENT TO

The Small Store

The Big Store

Cannot afford to be without it.

Write for Catalogue to

BOND SCALE CO.

220 California Street

San Francisco

Branch Office and Salesrooms

1640 San Fernando Street,

LOS ANGELES

Office and Factory

WARNING TO DEALERS.

There is only one **"CRACKER JACK"**, and that bears the name of Rueckheim Bros., & Eckstein.

The law will punish anyone who sells other brands as and for **"CRACKER JACK"**.

It is illegal for any person to offer **"CRACKER JACK"** and deliver other goods instead.

Merchants will confer a favor if they will advise us of any person or persons who are attempting to deceive by branding and selling other Popcorn Confections under similar names.

We have instructions to prosecute every person who infringes on the name of **"CRACKER JACK"**.

DODGE, SWEENEY & CO.

PROFITS AND PROGRESS.

(Continued from Page 5.)

sition ticket. His only argument is that he wants to hold his job and that the "Progressive" ticket is an Advocate ticket.

His first argument is honest.

He wants to hold his job.

Who wouldn't?

He gets $100 a month and is allowed the services of a stenographer at $40 a month to run a collection bureau that others would be glad to run for the commission there is in it. He gets these commissions besides (and they go into his own pocket) and for this extravagant pay he collects less than half as much as is collected for the members of the Los Angeles Association, which is only half as large and which allows its collectors only a commission on what they collect. In addition to this, Mr. Krueger gets all the returns from the advertising in the black list which will approximate another $100.

It is no wonder he wants to hold his job.

The only question the Association must ask is whether the Association is being run for Mr. Krueger or for the advantage of the members.

No Advocate Ticket.

The ticket named at the head of this article was selected by grocers among themselves. The Advocate approves it, because it is made up of successful business men who want better profits and a better association and are ready to work to help get them. But it is the Grocers' Ticket and was made by grocers, for grocers.

Service
and
Success

partners

The good Grocer
and
Schilling's Best

OAKLAND GROCERS PLEASED.

Big Banquet Brings Members Together and Increases Enthusiasm.

At the meeting of the Alameda County Grocers' Association on Monday evening the reports received from the Association members prove conclusively that their recent banquet did more to promote good feeling and intensify interest among the members than any program that has ever been arranged in the community.

There were more grocers assembled at the Hotel Metropole when President Sill called the meeting to order, than have ever been together at any one time in the history of the Oakland Association.

The speeches and discussions of that evening have left a very marked impression upon the minds of the members and they are all apparently now thoroughly awake and eager to lend their individual assistance to any movement of benefit to all.

Support Friendly Flour Mills.

The increased interest is particularly shown by the increased support on protected flour. The many expressions of the members to continue to sell the flours of those mills who are trying to help them secure a fair profit on their brands.

The thorough success of the agreement to discontinue giving free yeast has been a great encouragement to all. It has shown how easily any just or fair proposition can be put through when the members become interested in their own welfare and work together.

From reports from the members it is admitted by them that they have had no trouble or complaints from their customers because of discontinuing the practice of giving free yeast. They are all relieved of a steady drain on their business. A leak has been stopped and a dead loss turned into a profit. Everyone is satisfied including the yeast manufacturers.

The success of this movement has assured every grocer member of a profit of from $2 to $20 per month that he has not previously enjoyed.

Can any of them now ask "how the Association is benefiting them," and refuse to join in any other progressive movement to improve their profit.

It was proposed at the meeting to appoint a committee to decide upon the most feasible plan to increase the revenue of the Association and to formulate a plan to further increase the interest of the members to attend the meetings.

If this Association continues to advance as it has during the past six months, it will be equal if not superior in strength and harmony, to any Association on the Pacific Coast.

STATE CONVENTION.

Directors Preparing a Program That Will Be of Much Value.

The next convention of the State Grocers' Association, which is to be held in Stockton on August 21st and 22d (Monday and Tuesday), will be of great value to all who attend.

The directors are planning a program that will make it pay every association in the State to be represented.

The first morning will be spent in organizing and in the reports of officers, showing the work done for the preceding year, and suggestions for 1905-1906, and the appointment of committees.

The afternoon will probably be devoted to an excursion on the river, when the committees will be able to do much of their work.

Monday evening will be devoted to addresses by well posted men to cover such matters as:

Legislation.
Maintaining Prices.
Effective Collection plans.
Making the Association Valuable.

Acting Secretary Thurlow is now corresponding with well-known authorities to secure their assistance.

Tuesday morning will be devoted to reports from the various committees represented. By this part of the program much valuable information will be secured.

Tuesday afternoon will be given to a discussion of the report of the committees. In order to bring out ideas at least three delegates will be required to give their ideas as to the value of each before it is voted on.

Tuesday evening there will be a banquet.

The Stockton grocers will provide entertainment for the ladies of the delegates. There will be a reception to the visiting ladies on Tuesday evening.

The Constitution and By-Laws will come up for amendment.

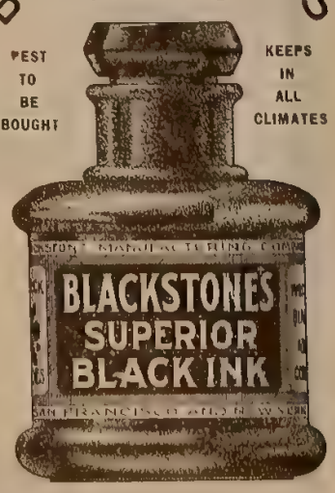
Every grocer in California should be represented at this convention, either in person or by a delegate from his association.

All individual members of the State Association are entitled to attend the convention as delegates. All affiliating associations are entitled to two delegates at large and one for each ten members up to 50 and an additional delegate for each 50 members in excess of 50.

PREPARING FOR CONVENTION.

Los Angeles—The last "Report" of the Los Angeles Grocers' Association said: "The next convention of the State Grocers' Association is to be held August 21 and 22. We should use our efforts to make this the most valuable convention yet held by the State Association. When we remember the results accomplished at the last session of the Legislature, there is no need of mentioning the value of the State Association to the grocers of this locality."

BLACKSTONE'S INKS



Blackstone Manufacturing Co.
(Incorporated)
MANUFACTURERS OF
WRITING FLUIDS,
Mucilage, Shoe Polish, Shoe Paste, Shoe Dressing and Liquid Glue.
Office and Factory,
1960 Howard St. San Francisco
Telephone Capp 1111.

It Is
Indispensable.
Both
Consumer and Grocer
Must Have



The Cream of Creams.
The Modern Milkman
Never Late Always on Time.
Its Strongest Recommendation is Body, Richness and Purity.
Keeps in Every Climate.


A Tall, 20-oz. Tin - Retails at 10c.


For Sale by All Jobbers

SPOHN - PATRICK COMPANY
16-18-20-22 Front Street, San Francisco Cal.
Agents for California, Nevada, Utah, Arizona and New Mexico

The Consumer

does not care to pay for tinware and water when he buys "EVAPORATED CREAM."

Rich Milk Substance

is what he wants.

Therefore don't try to give him any of the brands put up in large cans filled with thin and watery milk, but sell



Our Pet BRAND Evaporated Cream

or any brand which bears our top label.

It Goes Farthest,
because it is heavily condensed.

It Is Most Delicious,
because it is rich and well prepared.

It Pleases the Eye,
because it has a smooth and elegant appearance.

It Suits the Purse,
because it is free from spoils and sells at a reasonable price.

Helvetia Milk Condensing Co., - Highland, Ill.

San Francisco Office, 3 California St.

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Each of these departments in this Price List is checked up and corrected every week by two or more reliable authorities on values. More than thirty wholesale houses co-operate with us to secure for our List the greatest accuracy possible.

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COLUMN 1.
Department 1.

COFFEE, CHICORY, ETC.

Green Coffee.

Mocha, Genuine Arabian	23	25
No. 2	17	18
No. 3	16	
Kona (Hawaiian)	16	18
Mexican	12	18
Java, common	15	18
Java, brown plantation	20	25
Caracol, prime washed	13	16
Caracol, ordinary	13	14
Guatemala	11	17
Costa Rica	12½	16
Salvador	10¾	12

Roast Coffee.

Salvador	12	20
Costa Rica	16	20
Java	24	31
Mocha Aden	27	31
Prime W shd. C. A. Blends	19	24
Good C. A. Blends	18	20
Ordinary Blends	12	12

Private Brands.

Royal Java Roast	13
Lion, 100-lb	14.87
Arbuckle's, 100-lb	14.87
Arab, 1-lb tin	.18
Hill's Bros Arabian Roast	.27
"M.J.B.," 60 1's in case	.28
"M.J.B.," 80 2 s in case	.27
"M.J.B.," 20 3 s in case	.25

Schilling's Best Coffee.

Tins: 30-lb price
60-lb case ¼ off

	1-lb tins	2lb tins	3lb tins
5-star	34½	33¼	32¼
4-star	29½	32¼	31¼
3-star	25½	28½	27¼
3-star Lacquered (3-lb. tins only)			27½
2-star	22½	25½	24
1-star	18¾	21½	20¾

Cartons only in 25, 50 or 100 lb cases can be assorted as required.

The Porto Rico Co.

Ponce de Leon, sealed cans only, 1-lb 30, 2 lb 29, 3-lb 28½
Cream of Moca, 1-lb. cartons 25
La Gloria de Porto Rico in bulk 26

Ground Coffee.

Hill's Bros. Arabian Roast	27
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Chicory.

California	6
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Coffee Extracts.

Bulk, per lb.	07
Vienna, ¼'s, 10-lb bx	25
Vienna, 1's, 10-lb. bx	25
Ackermann's, ¼-gross bxs., gross	4 00

COLUMN 2.
Department 2.

TEAS.

Japan.

(Panfired, Sundried or Basket-fired.)

Extra Fancy	56	74
Fancy	44	55
Extra Choicest	39	43
Choicest	34	38
Fine	24	33
Fair	22	24

Green China.

(Gunpowder, Imperial or Young Hyson.)

Extra Fancy	55	76
Fancy	38	48
Choicest	35	37
Extra Choice	32	34
Fine	25	31
Fair	20	25

English Breakfast.

Extra Fancy	67	80
Fancy	51	66
Choicest	35	50
Choice	24	30
Fine	20	22
Fair	15	20

Oolong.

Extra Fancy	58	$1.50
Fancy	40	57
Extra Choice	36	48
Choicest	33	35
Fine	27	32
Fair	22	26

Ceylon and India

Broken Orange Pekoe	36	65
Broken Pekoe	31	55
Orange Pekoe	27	46
Pekoe	24	39
Pekoe Souchong	24	

Schilling's Best Teas.

(Packed only in 16, 12, 8 and 6-oz Cartons. Never in bulk.)

Japan, per lb	45
do. 1 crn. 400	2 crn. $1 80
English Breakfast	46
do. 1 crn. 360	2 crn. $1 80
Ceylon	45
do. 1 crn. 360	2 crn. $1 80
Oolong	52½
do. 1 crn. 180	2 crn. 2.10

TREE TEA

(Pride of Japan, etc.)

Packed in 1-lb and ½-lb cartons	
Japan	37½
E. B Congou	37½
Oolong	50
Gunpowder	45
Ceylon	60

COLUMN 3.
Department 3.

SUGAR AND SYRUPS.

The Western Sugar Refining Company quotes net cash prices as follows. Barrels are an advance of 10c, half barrels, 25c, boxes, 50c, 50-lb. bags, 10c.

Dry Granulated, 100-lb. sks	5 30
Fruit Granulated	5 35
Confectioners' A	5 35
Cube	5 60
Crushed	5 60
Fine Crushed	5 75
Candy Granulated	5 45
Magnolia A	4 98
Extra C	4 85
Golden C	4 75
Beet D. G	5 25
Bar Sugar, bbls	6 10

¼ cent off for prompt cash.

Do	½-bbls	6 50
Do.	40-lb tins	7 60
Do.	20-lb tins	7 60
Do	10 lb boxes	6 75
Domino, 5-lb. cartons, 24 to cs		8 00

SYRUPS.

Saratoga Drips (Long's)	gal	Cs1
50-gal. bbls		$ 50
30 gal. bbls		52
17 gal. bbls		55
5 gal. jackets		2 56
3 gal. jackets		2 81
2 gal. kits		1 23
1½ gal. kits		91
1 gal. tins		70

Pac. Coast Syrup Co.

Tea Garden Drips —	Case
12. 1 gal. tins	$8.40
20. ½ gal. tins	7.70
24. ½ gal. tins	5.34

Orange Blossom Drips.

6 1 gal. tins	per case	$2 40
12 ½ gal. "	"	2 60
24 quart "	"	2 40
20 2 lb. "	"	2 85
50 gal. bbls		33
22-gal. kegs		35

Molasses.

New Orleans

Genuine Light, about 70 gal. bbls	50
Genuine Light, 20 gal ½ bbls	52
Genuine Light, 15 gal ½ bbl	55
Genuine Light, 5 gal kegs, gal	57

	Doz.
Pelican, 1 gal tins	2 50
Pelican, 20, ½ gal tins	2 50
Pelican, 24, ¼ gal tins	2 10

COLUMN 4.

Maple Syrup.

Woodlawn (Long's)	case. Case.
Gal cans, 10 to cs	$11 00
Gal. cans, 6 to cs	6 60
½ gal cans, 12 to cs	7 14
¼ gal cans, 24 to cs	8 10
10 gal. jackets, each	10 15
5 gal. jackets, each	5 11
4½ gal jackets, each	4 63
Qts., glass, 12 in cs	4 60
Pts., glass, 24 in cs	4 90

Pac. Coast Syrup Co.

Toboggan—	Doz.
⅛ gal. tins, 2 doz. to cs	2.25
¼ gal. tins, 2 doz. to cs	4.05
½ gal. tins, 20 to cs	7.20
1 gal. tins, 12 to cs	13.20

"OLD MANSE"
—Absolutely Pure—
CANADIAN SAP MAPLE SYRUP.



	Doz. Price.
1 gal. cans, ½ doz. in cs.	$15 00
½ gal. cans, 1 doz. in cs.	8 00
¼ gal cans, 2 doz in cs.	4 25
⅛ gal cans, 4 doz. in cs.	2 60
Qt. bottles, 1 doz. in cs.	4 50
Pt. bottles, 2 doz in cs.	3 00
Decanters, 1 doz. in cs.	5 50
4½ gal. Jackets, per gal.	1 45

Retail Discount—5 cases 5%; 10 cases 7½%; 20 cases or over, 10%.

On each package we offer to forfeit $1,000.00 if found short in measurement or containing any impurities

Maple Sugar.

Vermont, gen pure, abt 30 1-lb bricks, per lb	17
Vermont, gen pure, abt 10 3-lb bricks, per lb	15½
Log Cabin in 1, ½ and ¼-lb bricks, assorted in 25-lb pails per lb	15
Jennder', in 1, ½ and ¼-lb bricks, assrd, per lb	14

COLUMN 5.
Department 4.

DRIED FRUITS, NUTS AND HONEY.

(Add ½c for 50-lb boxes and ½c for 25-lb. boxes.)

Apples.

Sundried, sacks	5
Evap, fancy 50-lb bxs	9
Evap, ex. choice, 50-lb bx.	8
Evap, choice 50-lb bx	7½

Apricots.

	1905 Crop
Choice Sacks	7½ 8
Fancy Sacks	
Fancy, 25-lb boxes	

Blackberries.

In boxes, per lb	13

Cherries.

Pitted, in boxes, per lb	30
Unpitted, in boxes, per lb	11

Currants.

In bbls (tubs 6¾)	6½
In mats, 50-lb	7
Recleaned, in bbls	7
Recleaned, 25-lb boxes	7½
Recleaned, 50-lb boxes	7½
Recleaned, 1-lb carts	8¼
Recleaned, 12-oz. carts	6¾

Dates.

Fard, 14-lb, per lb (70-lb 7)	8
Persian, 65-lb case	6½

Figs (California).

Black, sacks	4½ 5
Black, 25-lb boxes, per bx.	1 20 1 40
White, bags	4½ 5
White, 10-lb bx, per bx	60
White, 10 1-lb bcks, pr bx.	65 75

Figs (Imp. Smyrna.)

Fancy, 10-lb bx, per lb	13
Choice, 5-lb bx, per lb	16

Nectarines.

White	8½
Red	8

Peaches.

Choice, in sacks	10	11
Ex. choice, in sacks	11	12
Fancy, in sacks	12	13

Pears.

Choice, ¼'s, in sacks	10
Ex. choice, ⅓'s, in sacks	11
Fancy, ½'s, in sacks	12

Plums.

Unpitted	8
Pitted, bleached	8
Pitted, black	7

COLUMN 6.

Prunes.

	Sks.
30s-40s	7
40s-50s	6½
50s-60s	4½
60s-70s	3¾
70s-80s	2¾
80s-90s	2½
90s-100s	2

Raisins.

	Box	½'s	¼'s	50 lb
6 Cr. Layers	3.25	—	—	—
5 Cr. Layers	2.75	—	—	—
4 Cr. Layers	2.25	—	—	—
3 Cr. Layers	1.25	—	—	—
2 Cr. Layers	1.15	—	—	—
4 Cr. Loose	—	—	—	05¾
3 Cr. Loose	—	—	—	05¼
2 Cr. Loose	—	—	—	04¾

Thompson Seedless, bichd, 50-lb boxes 11
Sultana Seedless, bichd, 48 1's, per lb. 8
Seedless Muscatels, 50-lb cases 4
Seeded, 1-lb cart. 7½
Seeded, 12-oz. cart. 5¾

NUTS.

Almonds, fancy, I. X. L.	none
Almonds, choice, soft shell, Drake	16
Almonds, shelled, No. 1.	14
Almonds, shelled, No. 2.	32-35
Almonds, shelled, Jordan, Imp	27-30
Almonds, Jordan, Dom.	37½ .58 .40
Brazils, 210-lb sks, new	.12 .13
Chestnuts, Cal. Italian.	.09 .10
Cocoanuts, ₩ 100.	4.50 5.50
Filberts, 175-lb sk.	.11 .12
Peanuts, Japanese, hand picked	.05½ .07
Peanuts, roasted	.08 .09
Pecan, polished	.14 .15
Pine	
Walnuts, hard shell	10½
Walnuts, sft shll, No. 2	13½
Walnuts, sft shll, No. 1.	14½

CANNED VEGETABLES.

	$
Asparagus "Griffin Extras" Mammoth	
Large White	
Medium White	
White Tips	
Artichokes, 2½'s	3 00
Beans, Stringless "Extras"	1 40
Beans, Blue Lake	1 30
" " " gal	4 50
Beans, String, 2-lb	.75
Beans, String, gal	3.50
Beans, Lima, Soaked	1.00
Beans, French, Kidney, 2-lb.	1.15
Beans, French Red Kidney, 2-lb. "Joan of Arc" Brand, p.dz. 1 case free with 10.	1.15
Pancy Eastern	1.85
Corn, Smith's Hulled, 2 doz. in case, per doz.	1.20
Hominy, Great Western, 3 lb	1.20
Corn, 2-lb, Western	.95
Corn, 2-lb, Maine	1.35
Dunbar's Okra, 2½-lb	1.70
Petit Pois, Griffin extra	1.50
Peas, Griffin extra sifted	1.25
Peas, Standard sifted	1.10
Peas, Standard Marrowfat	.95
Pumpkin, 3-lb.	1.37½
Spinach, 2½	1.75
Succotash, fancy, tins	1.40

Tomatoes.

	doz.
3's, Griffin's Ex. Solid Pack	$1.10
3's, Griffin's Ex., with peppers	1.15
2½'s, Cutting's Solid Pack	.90
2½'s, Cutting's Solid Pack, with peppers	.95
2½'s, Cutting's Standard	.72½
Gallon, Standard	2.25
Gallon, Solid Pack	2.75
Gallon, Puree	2.35

P. F. Rathjens
PORK PACKER
1311–1315 Pacific Street.

Sausages.

Garlick Frankfurter	10
Bologna	10
Blood and Liver	9
Tongue and Headcheese	—
Choice California Ham	12
Extra Light Bacon	15½
Medium Light Bacon	12½

Boiled Hams.

Kingan	20
Eastern	19
California	17

Mettwurst.

Extra Home Made..20, 22½, 25

LARD.

50 lb. tins	9
20 lb. tins	9½
10 lb. tins	10
5 lb. tins	10
3 lb. tins	10
1 lb. cups	11

COLUMN 7.

HONEY.

Water White, 2 5's, lb.	.07½
Light Amber, 2 5's, lb.	.06½
Lt. Amber, 10 1 gal tins, gal	.75
Lt. Amber, 20 ½ gal tins, gal	1.00
Lt. Amber 2-lb tins, doz.	2.60
Lt. Amber, 16-oz. bots, doz.	1.35
Comb, 1-lb glass jars, doz.	1.75
Comb, 2-lb glass jars, doz.	2.90

Pine Apples.

	Per Doz.
2 lb., fancy sliced, E. & C., 2 doz. in case	2 50
2 lb. grated, 2 doz in case.	2 25
2 lb. shredded, 2 doz. in case Hawaiian	1 65

Johnsen's—Columbia.

2 lb. sliced, 2 doz. in case.	2 30
2 lb. grated, 2 doz. in case.	2 30
1 lb. sliced, 4 doz. in case.	1 15
1 lb. grated, 4 doz. in case.	1 15
gal., coreless, 4½ lb. to tin, ½ doz. in case, per lb.	18
gal., grated, 7 lb. to tins, ½ doz. in case, per lb.	18
2 lb., sliced, Baltimore, 2 doz. case	2 25
2 lbs., grated, Baltimore, 2 doz case	2 25
1 lb., cocktail, Baltimore ovals, 4 doz. case	1 25
2 lb., sliced, Singapore, 4 doz case	1 75
2 lb., sliced, Singapore, 2 doz. case	2 40

Royal Hawaiian,
2-lb grated, 2 doz. case 1 80
2-lb sliced, flats, 2 doz. case 2 00
Tall, 2-lb sliced, 2 doz. case. . 2 00

COLUMN 8.

Department 5.

JELLIES, JAMS, ETC.

Griffin Extra Preserves.

Raspberry, strawberry, blackberry currant, loganberry, per doz. . . . $2.00
Cherry, per doz. $2.00

Less 10 per cent in 5-case lots.

Apricot, Damson, Fig, Gooseberry, Gage, Peach, Plum, Quince, per doz. $1.80
Orange Marmalade. $1.75

Long's Preserves.

Strawberries, Raspberries, Blackberries, Loganberries, Cherries, Pineapples, Pears, Figs, in 20-oz. glass jars, 2 doz. in cs., per doz. $3 50
Apricot, Plum, Quince, Orange, Peach, in 20-oz. glass jars, 2 doz. in cs., per doz. 3 20
Asstd. 2 doz. in cs., per doz. . . 3 30

JAMS.

Curtice Bros. Co., Rochester, N. Y.

In 16 oz. Glass Jars.

Strawberry, raspberry, raspberry and currant, red cherry, white cherry, apricot, black currant, red currant, quince (sliced), peach (sliced), pear (sliced), blackberry, gooseberry, grape, green gage, egg plum, damson, pineapple marmalade, tomato marmalade, orange marmalade, per dozen, $1.95.

All above packed in cases of 2 dozen each.

COLUMN 9.

Long's Peerless Jams.

Strawberry, Raspberry, Blackberry, etc., in 16-oz. glass jars, 2 doz. in cs., per doz. . 2 00

Long's Pure Currant Jelly.

Tumblers, 2 doz. in cs., doz. . 2 00
30-lb. kits, per kit 3 00
15-lb. kits, per kit. 1 75

Marmalades.

Orange (Dundee) 48-1's, doz. 2 75

COLUMN 10.

Apple Butter.

Heinz, 2's, 2 doz. in cs, doz. . $2 25
Heinz, 3-lb stone crocks, doz. . 4 25
Heinz, 4½-lb stone crocks, dz 6 50
Heinz, 18-lb. stone crocks, lb. . 11

Peach Butter.

Heinz 4½-lb stone crocks, doz 9 00
Heinz, 18-lb. stone crocks, lb 14

Maraschino Cherries.

Long's, qts, 12 to cs, per cs. . 6 50
Long's, pts., 2¼ to cs., per cs. 7 50

FRUIT	JELLIES: 2 lb. Extra	2 lb. Stand	1 lb. Extra	Tumblers	Ex. Lunch 1 lb Glass	JAMS: 2 lb. Extra	2 lb. Stand	1 lb. Extra	Tumblers	Ex. Lunch 16 oz. G/s Preserves
Apple	1 55	1 35	1 00	90	1 75					
Apricot	1 55	1 35	1 00	90		1 60	1 35	90	90	1 80
Assorted	1 55	1 35	1 00	90	1 75	1 60	1 35	95	90	1 80
Assorted No. 2					1 75			95	1 80	
Blackberry	1 55	1 35	1 00	90	1 75	1 85	1 60	95	90	1 80
Cherry										1 80
Crabapple	1 55	1 35	1 00	90	1 75					
Currant	1 75	1 50	1 10	90	1 90	1 85	1 60	95	90	1 80
Damson					1 75					1 80
Fig						1 60				1 80
Gooseberry	1 55	1 35	1 00	90	1 75			95	90	1 80
Grape (Catawba)					1 75					
Green Gage										1 80
Lemon	1 55	1 35	1 00	90						
Loganberry					1 75					1 80
Orange Marmalade		1 35	1 00	90		1 60		90	90	1 75
Peach	1 55	1 35	1 00	90		1 60	1 35	90	90	1 80
Plum	1 55	1 35	1 00	90	1 75	1 60	1 35	90	90	1 80
Quince	1 55	1 35	1 00	90	1 75	1 60	1 35	90	90	1 80
Raspberry	1 55	1 35	1 00	90	1 75	1 85	1 60	95	95	1 80
Strawberry	1 55	1 35	1 00	90	1 75	1 85	1 60	95	95	1 80

Department 6.

CANNED FRUITS AND CANNED VEGETABLES.

2 lb. Extras	2½ lb. Extras	2½ lb. Extra Standards	2½ lb. Standards	2½ Second	2½ Water	2½ Pie	KIND	Gallons Extras 3 lb. Grade	Gallons Extras 2½ lb. Grade	Gallons Extra Standard	Gallon Standard	Gallon Water	Gallon Pie
2 25	1 65	1 40	1 30	1 15	1 05	1 05	Apples			4 00	3 50		2 65
2 50		1 35	1 25	1 10	1 00	1 00	Apricots	5 75	5 00	4 50		2 75	2 40
							" peeled						
							" sliced						
							Assorted						
2 25	1 70	1 45	1 35	1 20			Blackberries			4 25	4 00	3 75	3 40
	2 20	1 90	1 75				Cherries (Royal Anne)						
	2 10	1 75	1 60				Cherries (White)						3 65
2 80	1 90	1 75	1 60				Cherries (Black)			5 25	4 60		3 65
2 00	1 85	1 20	1 10	95	90	90	Grapes (White Muscat)			3 50	3 10	2 50	2 25
	1 60		1 25	1 10			Nectarines						
2 65							Peaches (Yellow)	6 50	5 25	4 60	4 25		
2 75							Peaches (Lemon Cling)	7 75	7 00		5 00		
2 75				1 40			Peaches (Lemon Cling Sliced)	7 75	7 00	5 75	5 00		
							Peaches (White Heath)			5 25	4 75		
2 65			1 55				Peaches (White Heath Sliced)						2 40 pld
2 75	2 00	1 70	1 60	1 35		1 00 / 1 05 pld	Pears (Bartlett)	7 00	6 25	5 25	4 75	3 75	2 15 unpl
2 10	1 45	1 20	1 10	95	90	90	Plums (Green Gage)	5 00	4 25	3 50	3 25	2 55	2 30
2 10	1 45	1 20	1 10	95	90	90	Plums (Egg)	5 00	4 25	3 50	3 25	2 55	2 30
2 10	1 45	1 20	1 10	95	90	90	Plums (Gold Drop)	5 00	4 25	3 50	3 25	2 55	2 30
2 15	1 50	1 25	1 15	1 05	95	95	Plums (Damson)						
	2 60	2 35	2 10	1 95			Raspberries						
	2 10	1 85	1 70	1 45			Strawberries						

Department 7.

PROVISIONS.

Hams.

Eastern Standard, 17/19		.14
Eastern Standard, 15/16		.14
Eastern Standard, 12/14		.14¼
Eastern Standard, 10/12		.14
Eastern Fancy	10-12	.14½
Local cure, all averages	.12¾	.13½
Picnic Hams		.8¾

Boiled Hams.

Skin on	.19
Skin off	.20

Breakfast Bacon.

Eastern Standard, 6/8	.16½
Eastern Standard, 8/10	.15½
Eastern Standard, 10/12	.15
Eastern Fancy	.18¼
Local cure	14 .16

English Cured Bacon.

Eastern cure, 8-10	.14½
Eastern cure, 10/12	.14⅝

Dry Salt Bacon.

Clear medium Bacon	.11
Clear light medium	.11
Clear Lt. med. select	.11½
Light Belly	.13
Extra light Belly	.13½
Bacon Backs	.10¾
Bacon Bellies	.12½

Dry Salt Meats.

Sides	.10¼
Bellies	.11
Backs	.10
Fat Backs	.10

Barreled Pork.

	Bbls.	½-bbls.
Spare Ribs	$	
Family Pork	14.50	7.50
Clear Pork	19.00	9.75
Pig Pork	22.50	11.50

Barreled Beef.

Mess Beef	11.50	6.00
Extra Mess Beef	11.50	6.00
Family Beef	11.50	6.00
Extra Family Beef	12.00	6.25
Beef Tongues	25.00	13.00

Pigs Feet.

Tierces, about 300 lb.	$18.00
Barrels, about 200 lbs.	13.50
½ barrels, about 80 lbs.	5.00
Kegs, about 25 lbs.	2.10
Kits, about 15 lbs.	1.25

Honey Comb Tripe.

Tierces, about 300 lbs.	$17.00
Barrels, about 200 lbs	13.00
½ barrel, about 80 lbs.	5.00
Kegs, about 25 lbs.	2.10
Kits, about 15 lbs.	1.25

Sausages.

	Per lb.
Braunschweiger	17
Italian Salami	23
D'Arles	22
Mortadella	24
Bologna	8½
Frankfurters	8½
Garlic Sausage	9
Liver Sausage	8½
Pork Sausage	8½
Head Cheese	8½
Tongue Sausage	8½

Pure Leaf Lard.

Tierces, about 350 lbs net.	9¾
½-bbls, about 100 lbs net.	10
80-lb. Wood Tubs, 80-lbs. net.	9⅞
60-lb. Wood Tubs, 60 lbs. net.	9⅞
20-lb. Wood Pails, 20-lbs. net.	10⅛
50-lb. Cans, 1 to a case.	10
20-lb. Cans, 4 to a case.	10¼
10-lb Cans, 6 to a case.	10½
5-lb. Cans, 12 to a case.	10⅝
3-lb. Cans, 20 to a case.	10¾

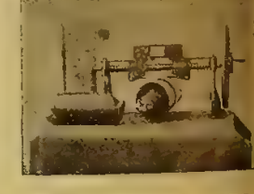
Compound Lard.

Tierces, about 350 lbs. net.	5¾
½-bbls., about 100 lbs. net.	6
80-lb. Wood Tubs, 80 lbs. net	5⅞
60-lb. Wood Tubs, 60 lbs. net	5⅞
20-lb. Wood Tubs, 20 lbs. net	6⅜
50-lb. cans, 1 to a case	6
50-lb. cans, 2 to a case	6
20-lb. cans, 4 to a case	6½
10-lb. cans, 6 to a case	6½
5-lb. cans, 12 to a case	6⅝
3-lb. cans, 20 to a case	6¾

ANCHOR PACKING CO.
140 Eighth St., S. F., Cal.
PORK PACKERS AND PROVISION DEALERS.
Boilers of Kingan and Anchor Hams.
SAUSAGES, COOKED MEATS, TONGUE

Hams, Kingan, boneless boiled	18c
Anchor, "	17c
Bacon (special)	16c
Lard, 55	9¾c
" 20	10c
" 10	10c
" 5	10¼c
" 3	10⅜c

Please note that our hams are all hand tied.



H. M. WOLTER & BRO.
Dealers in
...Boneless Boiled Hams...
GROCERS
PRONOUNCE
THEM THE BEST.
103 12th St. Tel., Mint 1763
KINGAN 20
CUDAHY "REX" 19

HEINEMAN & STERN
916 Larkin Street
Prices quoted on application by telephone or letter

	Lbs.
Garlic Sausage,	
Ring	"
Bologna	"
Frankfurter	"
Rollada	"
Smoked Beef	"
Pickled Meat	"
Headcheese	"
Tongues	Doz.
Dried Beef	Lbs.
Smoked Mutton,	"

COLUMN 11. COLUMN 12.

Department 8

CANNED MEATS

ALL PRICES ARE PER DOZEN	No. 1/4 Tins 4 Doz. in Case	No. 1/2 2 Doz. Tins in Case	No. 1 Tins 2 Doz. in Case	No. 2 Tins 1 or 2 Doz in Case	No. 1 Tins 1 Doz. in Case	No. 6 Tins 1 Doz. in Case	No. 14 Tins 1/2 Doz. in Case	No. 1 Tins 1 Doz. in Case
Corned Beef	.....	.....	1 30	2 30	3 25		18 25	.....
Roast Beef	.....	.....	1 30	2 30	3 25		.....	.....
Roast Ribs of Beef, Boneless	.....	.....	1 40	2 50	.....		.....	.....
Roast Mutton	.....	.....	.....	2 70	.....		.....	.....
Brisket Beef	.....	.....	1 40	2 50	.....		.....	.....
Boiled Beef	.....	.....	1 35	2 40	3 25		.....	.....
Chipped Beef	.....	1 20	2 10	.....	15 50		.....	.....
Sliced Beef, in tins	.....	1 40	2 50	.....	.....		.....	.....
Sliced Beef, in glass	.....	1 45	2 75	.....	.....		.....	2 75
Brawn	.....	.....	1 40	2 45	3 25		.....	.....
Compressed Ham	.....	.....	1 50	2 75	.....		.....	.....
Lunch Tongue	.....	1 90	3 25	6 50	.....		.....	.....
Lambs Tongue	.....	1 70	2 25	.....	.....		.....	.....
Sliced Ham	.....	.....	3 70	6 40	.....		.....	.....
Sliced Bacon	.....	.....	.....	.....	.....		.....	2 80
Sliced Bacon in Glass	.....	.....	.....	.....	.....		.....	.....
Deviled Ham	40	80	.....	.....	.....		.....	.....
Potted Ham	40	80	.....	.....	.....		.....	.....
Potted Ox Tongue	40	80	.....	.....	.....		.....	.....
Potted Chicken	90	1 60	.....	.....	.....		.....	.....
Potted Turkey	90	1 60	.....	.....	.....		.....	.....
Deviled Chicken	90	1 60	.....	.....	.....		.....	.....
Deviled Turkey	90	1 60	.....	.....	.....		.....	.....
Boneless Chicken	.....	3 40	5 55	.....	.....		.....	.....
Boneless Turkey	.....	3 40	5 55	.....	.....		.....	.....
Veal Loaf	.....	1 10	2 10	.....	.....		.....	.....
Ham Loaf	.....	1 10	2 10	.....	.....		.....	.....
Beef Loaf	.....	1 10	2 10	.....	.....		.....	.....
Chicken Loaf	.....	1 60	2 75	.....	.....		.....	.....
Chicken Pate and Ham	.....	1 10	.....	.....	.....		.....	.....
Chili Con-Carne	.....	.....	1 40	.....	.....		.....	.....
Beefsteak and Onions	.....	.....	1 60	.....	.....		.....	.....
Hamburger Steak with Onions	.....	1 95	2 00	.....	.....		.....	.....
Frankfurter Bratwurst	.....	.....	2 00	.....	.....		.....	.....
Sweetbreads	.....	.....	2 40	.....	.....		.....	.....
Vienna Sausage	.....	90	1 85	.....	.....		.....	.....
Oxford Sausage	.....	.....	2 45	.....	.....		.....	.....
Bologna Sausage	.....	.....	2 25	.....	.....		.....	.....
Vienna Sausage and Kraut	.....	.....	1 20	.....	.....		.....	.....
Corned Beef Hash	.....	1 10	1 50	.....	.....		.....	.....
Lunch Sausage	.....	90	.....	No 1½	No 2		No 2¼	No. 3
Ox Tongue, whole	.....	.....	.....	6 50	7 50		9 50	12 00
Minced Collops	.....	.....	.....	2 45	.....		.....	.....
Tripe	.....	.....	.....	1 75	.....		.....	.....
Pork Sausage	.....	1 05	.....	2 50	.....		.....	.....
Stewed Kidneys	.....	.....	.....	.....	.....		.....	.....
Pork and Beans, Plain	.....	.....	90	1 40	.....		.....	1 85
Pork and Beans, with tom. sc'e	.....	.....	95	1 45	.....		.....	1 90

Department 9.

FISH AND CHEESE.

Russian Caviar.

	Per doz
1-lb cans, 2 doz in case	$13 00
½-lb cans, 2 doz in case	6 75
¼-lb cans, 5 doz in case	3 65
⅛-lb cans, 6 doz in case	2 00
White Label Brand	8.50

CHEESE.

Foreign and Domestic.

	old	new
New York State Factory	none	15
Cheddars, June make. Twins, " "		15½
Calif. State factory flats	11	12½
Calif. State factory Young Americans	12½	13½
Limburger, Eastern, ₩ lb	15	16
Swiss, imported, ₩ lb		25
Roquefort, ₩ lb		38
Gouda, ₩ lb		27
Pineapples, Eastern, 6 in cs, ₩ case		$3 35
Pineapple, Eastern, 6 in cs, small		2.35
Holland or Edam, medium, plain, per doz	$ 8.50	9.00
Holland or Edam, medium, in bladders, per doz	9.50	10 50
Holland or Edam, large, plain, per doz	9.50	10.50
Holland or Edam, large, in bladders, per doz	10.50	11.50

Fancy.

Camembert Brie, Roquefort, and Gorgonzola, jars	3 00
Parmesan C & B, sml bot, doz.	3.00
Parmesan C & B, lge bot, doz.	5.00

Bayle's.

	Small	½-lb.	1-lb.	2½-lb	5-lb
Deviled Cheese	...$1.00	$2.25	$4.00	$ 5.00	$9.00
After Dinner Cheese	$1.00	2.40	4.00	4 50	7.50
Roquefort Cheese	$1.00	2.40	4.00	4.50	7.50

SALT FISH.

Pacific Codfish.

Bndles, 50 lbs each, per lb	5
Cs. selected, 100 lbs ea, pr lb	5¾
Boneless, 30-lb boxes, per lb	7
Boneless Strips, 40lb bxs, pr lb	7½
Boneless Blocks, 40lb bxs, p lb	7
Boneless Tablets, 56 bxs, pr lb	8
Boneless Middles, 60 bxs, pr lb	10
Boneless Middles, extra, 60-lb boxes, per lb	10½

Eastern Codfish.

Gen Georges, 3 fish to cs	$10.00
Gen. Georges, 12 fish to cs	9.00
Geo. Cur. Cod, 16, 18 fish to case	8 50
Geo. Cur. Cod, 40 fish to cs	8 00
Gen. Geo. Middles, 50 fish.	13½
Gen. Geo. Tablets, 36 fish.	11½
Gen. Geo. Blocks, 40 fish..	11½

Shredded Codfish.

Codfish, Beardsley's shredded, 2 doz. in case 1.00

Norwegian Mackerel.

Bloater, 200-lb. bbl., 120-130 fish,	48.00
Bloater, 100-lb. ½ bbl., 60-65 fish	25.00
No. 1, 200-lb. bbl., 150-160 fish	35.00
No. 1, 100-lb. ½ bbl., 75-80 fish	18.00
No. 2, 200-lb. bbl., 220-240 fish	30.00
No. 2, 100-lb. ½ bbl., 110-120 fish	16.00
No. 3, 200-lb. bbl., 300-350 fish	26.00
No. 3, 100-lb. ½ bbl., 150- 175 fish	14.00

Irish Mackerel.

No. 1, 200-lb. bbl., 200-220 fish	none
No. 1, 80-lb. ½ bbl., 80-90 fish	none
No. 2, 200-lb. bbl., 325-350 fish	21.50
No. 2, 80-lb. ½ bbl., 130-140 fish	9.00
No. 2, 200-lb. bbl., 475-500 fish	20.50
No. 2, 80-lb. ½ bbl., 180-190 fish	9.00
No. 1, 10-lb kits, 15-16 fish	1.35
No. 2, 10-lb. kits, 20-22 fish	1.25

American Bloaters.

Shore Bloaters, 200-lb. bbl., 115-120 fish	27.00
Shore Bloaters, 80-lb. ½ bbl., 45-50 fish	11.50
Extra No. 1, 200-lb. bbl., 120-130 fish	26.00
Extra No. 1, 80-lb. ½ bbl., 50-55 fish	11.00
No. 1, 200-lb. bbl., 140-150 fish	none
No. 1, 80-lb. ½ bbl., 60-65 fish	none
No. 2, 200-lb. bbl., 130-140 fish	28.50
No. 2, 80-lb. ½ bbl., 55-60 fish	11.00
No. 2, 200-lb. bbl., 140-160 fish	none
No. 2, 80-lb. ½ bbl., 60-65 fish	none
No. 2, 200-lb. bbl., 160-180 fish	none
No. 2, 80-lb. ½ bbl., 70-80 fish	none
No. 2, 200-lb. bbl., 180-200 fish	none
No. 2, 80-lb. ½ bbl., 80-90 fish	none

In Kits.

Extra Mess, 7 to 8 fish, each	$2.00
No. 1, kits, 8-9 fish or 15-17 fish	1.85
No. 2, kits, 8-9 or 20-22 fish	1.25

Salmon.

King, bbls	12 00
Oregon Silversides, bbls	9 00
Alaska Red, bbls	18 50
Alaska Red, ½-bbls, 100 lbs	6.00
Alaska Red, kits	1.00
Bellies, bbls	7 50
Bellies, 100 lbs.	4 25
Bellies, ½-bbls, 100 lbs	5 50
Tongues and Sounds, kits, 10lb	1 25
Tongues and Sounds, ½-bbls.	9 00

COLUMN 13.

New Herring.

Holland, ex. selctd mxd bbls.	$ 17 00
Holland, ex. selctd mxd ½-bbl	9.00
Holland, ex. selctd mxd, keg	1 10
Helland, cheaper grade	80
Holland, cheap. gr., mxd, bbls	15 00
Holland, chp. gr., mxd, ½-bbl	8.00
Holland, ex. select Milchner, bbl	none
Holland, ex. select Milchner, ½-bbl	none
Holland, ex. select Milchner, keg	none
Holland, cheaper grade	1.00
Holland, cheaper grade, bbls.	17.00
Holland, cheaper grade, ½-bbl	9.00
Labrador Split, 100 fish	5 25
Labrador, round, 100 fish	4.75
Pacific, ½-bbl	2.25

SMOKED FISH.

Bloaters, Grim., 100 in box	$2.65
do. do. 50 in box	1.50
Bloaters, Cromarty	2.65
Yarmouth, 100 in box	
Halibut, chunks	15
Herring, in boxes, Eastern	20
Herring, in boxes, Washington	15
Herring, boneless, Beardsley's tins, doz	$1.50
Herring, boneless, Beardsley's small, doz	1.00
Herring, Beardsley's Boneless, vacuum tumblers, 2 doz. in case	1.95
Finnan Haddies	1.75
Moir's Selected Red Herrings, 100s	2.10
Moir's Selected Red Herrings, 50s	1.25
Salmon, per lb	10 20

POTTED FISH.

	Per doz
Potted Crab	$1.35
Kipper Paste	1.00
Anchovy and Bloater Paste, plain pots	2.30
Ditto, fancy pots	4.75
Yarmouth Bloater Paste	75
Ditto, fancy pots	4.75
Kippered Herrings	1 00
Kippered Herrings, Meirs	1.90

CANNED FISH.

	Doz.
Anchovies, in oil, 2 doz. ½ pts., in glass, doz	4.00
Anchovies 2 doz. ¼ pts., doz.	3 00
Bloaters, Yarmouth C. & B.	4.50
Codfish Balls, 2-lb tins, per doz	2.25
Eels, Hamburg, in jelly, 1-lb tins	1 90
Eels, smoked, 1-lb, ₩ doz	2.40
Finnan Haddies, 2-lb oval	2.25
Finnan Haddies, 1-lb, round, ₩ doz	2.00
Sardelles, imported, 1-lb tins.	3.00
Sardelles, imported, in glass.	3.00
Sardelles, domestic, 1-lb glass	2.25
Sardelles, Ankers, ½ keg	3.00

Mackerel.

1-lb tins, 50 in a case.
2-lb tins, 2 doz. in a case.

Gold Label, 1-lb tins	1.50
P. & W., 2-lb soused	2.75
P. & W., 2-lb, mustard	2.75
P. & W., 2-lb, tomato	2.75
Underwood, 2-lb, soused	2.85
Underwood, 2-lb, tomato	2.85
Underwood, 2-lb, mustard	2.85
Los Angeles, 2-lb, soused	2.55
Los Angeles, 2-lb, tomato	2.55
Los Angeles, 2-lb, mustard	2.55
Mt. Desert, 2-lb, soused	2.25
Mt. Desert, 2-lb, tomato	2.25
Mt. Desert, 1-lb, soused	1.35
Blueback, 1-lb, fresh	1.10

"Sunset" Mackerel.

Soused, 18 oz. tins, 4 doz. in case, case	$8.50
Tomato, 18 oz. tins, 4 doz. in case, case	8.50
Mustard, 18 oz. tins, 4 doz. in case, case	8.50

1311-1315 Pacific Street.

Mackerel in Oil.

Bezler's	3.00	4.00
Lemarchand	5.00	7.00

Booth's Crescent Mackerel.



(Soused, Tomato and Mustard.)

1's, 4 doz. to case, per doz	1.30	
2's, 2 doz. to case		2.50

Salmon.

Alaska Red, 1lb tins, doz	1 10	
Alaska Red, 2lb tins, doz.	1 70	
Alaska Pink, 1lb tins, doz	80	
Alaska Pink, 2lb tins, doz	1 40	
Alaska Flats, 1lb tins, doz.	1 40	
Oregon Red, 1lb tins, doz.	1 90	
Oregon Red, 2lb tins, doz.	1 65	
Oregon Pink, 1lb tins, doz	90	
Oregon Pink, 2lb tins, doz	1.60	
Oregon Flats, 1lb tins, doz.	1.00	1.90
Columbia River, 1lb talls.		1.60
Columbia River, 1lb flats.		1.75

French Sardines.

¼s, according to quality and size of tin, p. cas.	9.50	12 50
½s, according to quality and size of tin, p. cas.	19.00	20.00

COLUMN 14.

American Sardines.

Packed 2 1-2 doz in a case.
¼s 50 tins in case.

American ⅛s in oil, per case	$ 8 50
American ⅛s in oil, 5-case lots	8 35
American ⅛s in oil, per dos	.50
American ⅛s in mustard, dos.	.80
American ⅛s in mustard, case	4 00
American ¼s in mustard, dos.	.90
American ¼s in mustard, case	8 00

Sprats.

Piloto	6.75	7.00
Menhie	6.75	7.00

SHELL FISH.

Abalones.

4 doz in cs, with shells, cs.. 6.00

Clams and Clam Juice.

	doz.
Doxsee Clams, 1-lb. tins	$1.65
Doxsee Clams, 2-lb. tins	2.65
Doxsee Clam Juice, 1-lb. tins	.90
Doxsee Clam Juice, 2-lb. tins	1.60
B & M Lunch Clams, flat tins	1.37½
Underwood Clams, 1-lb. tins	1.05
Underwood Clams, 2-lb. tins	1.60
P. & W. Clams, 1-lb. tins	1.00
P. & W. Clams, 2 lb. tins	1.50
Oxford Clams, 1-lb. tins	1.10
Oxford Clams, 2-lb. tins	1.50
P. & W. Clam Chowder	2.10
Burnham's Clam Bouillon, qts	00
Burnham's Clam Bouillon, pts	4 50
Burnham's Clam Bouillon, ½ pints	2.40

Lobsters.

	Doz.
1-lb. tins, 4 doz. in case.	
Red Jackets, flats	2.85
Deep Sea Picnics	2.40
Triumph Talls	2.40

Oysters.

Oysters, Selects, 12 oz	$1.60
Oysters, Selects, 6 oz	3.25
Oysters, Standard, 10 oz	2.00
Oysters, Standard, 5 oz	1.10
Oysters, Standard, 8 oz	1.70
Oysters, Standard, 4 oz	.90

Shrimps.

Shrimps, pickled, 1-lb. tins	$1.10
Shrimps in Tomato Sauce, 1-lb. flats	
Dunbar's Picnics, 4 doz in cs	1.25
Dunbar's 1½-lb., 2 doz in cs	2.25
Pickled Shrimps, 1-lb., 4 doz in case	1 20

Department 10.

LAUNDRY MATERIALS.

Ammonia.

GREEN'S WASHING AMMONIA

First grade absolutely pure. 180 Beaume Strength.

Pints (2 doz. to case) $1 55 per doz.
Quarts (1 doz. to case) 2 55 " "
½ Gals (½ doz. to case) 4 25 " "

WASHING AMMONIA

Standard Grade,

Pts.,	2 doz. to case, per doz	$ .75
Quarts, 2	" " "	1 25

GREEN'S TOILET AMMONIA

Lavender and Violet.

Pints (2 doz to case) .. $2 50 per doz.



Parson's Household Ammonia

	per doz.
½ gals., 1 doz. in case	$4 50
Quarts, 1 doz. "	2 65
Pints, 2 doz "	1 75
Dime size 3 doz. in case, per case	2 25

Bluing.



Liquid Laundry Bluing.

Scott & Gilbert Co. Mfgrs., 302 Davis St

	doz.
SUNSET	
¼ pints, 3 doz. case	40
½ pints, 3 doz case	60
Pints, 2 doz. in case	75
Quarts, 2 doz. cs.	1 45

Bluing, ball.

Mikado, ⅛'s, 100-lb case, lb	.20
Mikado, ¼'s, 100-lb case, lb	.22
Nuremberg, A, ⅛'s, ₩ lb	.23
Do A, D, ½'s, ₩ lb	.25
Do A, C, R, ½'s, ₩ lb	.21
Washerwoman, ½'s, ₩ lb	.12
Do ¼'s, ₩ lb	.14
German Ultramarine ½s, ₩ lb	.12
Do ¼'s, ₩ lb	.14
Deschamp's French, 1's, ₩ lb	.28
Do ½'s, ₩ lb	.29
Gold Medal, qt, ₩ doz	1.25
Do pt, ₩ doz	1.00
Do ½-pt, ₩ doz	75
Do ¼-pt, ₩ doz	45
Do China Label, qt, ₩ doz	1.25
Greer's, 1 dz qts. & doz	2 25
2's, 2 doz to cs	2.50
Do 3 doz. pts, ₩ doz	1.44
Do 3 doz. ½ pts, ₩ doz	.90
Pacific, 1 doz. qts, ₩ doz	1.10
do. 2 doz., qts & doz	.80
Do 3 doz. ½ pts, ₩ doz	.65

COLUMN 15.

Borax.

20-Mule Team, powdered 1's, cs. of 2 doz	$ 2 25
20-Mule Team, powdered 12-oz. cs. of 4 doz	3 60
20-Mule Team, powdered ¼'s, cs. of 8 doz	3 84

(Less 5 per cent. in 5 case lots; 10 per cent. in 10 case lots).

Cartons, 1's, 2 doz. in box	.09
Lump, 25 lb. in box	.08
Powdered, 25 lb in box	.08½

Chloride of Lime.

Brookman's, 1's, ₩ lb	7½	7½
Do ½'s, ₩ lb	8½	9

Salter's Purity Brand, ex qual. doz ..... .85

Lye.

Big Bonanza Lye

Case of 48-1 lb tins	3.80
5 case lots	3.35

Star Scrubbing Lye

48-½ lb tins, per case	1.75
5 case lots	1.70
Merry War, 4 doz in case	3.10
Merry Nickel, 4 doz to case	1.75
Eagle Lye, 4 doz. in case	3.00
Do 3-case lots	3.50
Do 5-case lots	3.40
Tomson's Red Seal, 4 dz. to cs	4.00
Do 5-lb, 12 5s to case	4.80
American, 4 doz in case	3.25
Do in 5-case lots	3.00
Babbitt's Lye, 4 doz in case	3.25
Do in 5-case lots	3.00



BANNER LYE

Cs, 4 doz.	$4.00
Cs., 2 doz.	2.00

SPECIAL FREE DEAL

LIMITED

Freight Paid to Country Points

5 Case lots, per case	$4.25
One additional case free	
Net cost	3.84
3 Case lots, per case	4 25
One additional case free	
Net Cost	3.84

Sal Soda.

California, 4bs	85-90
California, bbls	90 100

Department 11

STARCHES.

RIVERSIDE



Corn.

must be retailed at 8c. 10 1's per lb .. 6½c

Gloss.

18 1's per lb	6½c
16 3's per lb	6½c
12 6's per lb	6c

FREE during June 1 case corn free with each 5 box order, assorted as straight Must be retailed at 8c

Corn Starch.

Log Cabin, 40 1s, per pkg	4
Liberty, 40 1s, per pkg	5½
Duryea's, 40 1s, per pkg	7½
Niagara, 5-box lots, pkg	5½
Niagara, 40 1s	5½
Kingsford's, 40 1s, pkg	7
Lily Corn, 40 1s, per pkg	6
Lily Corn, 5-box lots	5½
Lily Corn, 20 1s, per pkg	5
Sioux City, 40 1s, per pkg	6
Sioux City, 5-box lots, pkg	5
None Such, 40 1s, per pkg	6

Laundry Starch.

Elastic Starch, 64/1's, per box	5 00
Celluloid, 64/1's, per box	6 00
Best Gloss, 48/1's, per lb	5½
Liberty Gloss, 48/1's, per lb	5½
Liberty Gloss, 16/3's, per lb	6½
Best, 12/6's, per lb	6½
Standard, bulk 40-lb. boxes	5½
Sioux Gloss, 48/1's	5½
Sioux Gloss, 3's, 16 in box	5½
Kingsford's S. G., 1's, 40-lb. bx	8½
Kingsford's S. G. 6's, 12 in crate	8½
Kingsford's Pure, 1's, 40-lb. bxs	7½
Duryea's S. G., 1's, 40-lb. box	8
Duryea's S. G. 6's, 12 in crate	8½
Duryea's Superior, 1's, 40-lb. bx	7½
Niagara Gloss, 1's, 40-lb. bxs	6½
Niagara Gloss, 6's, 12 in crate	6½
Niagara Gloss, bulk, 50-lb. bxs	4½
Lily Gloss, 1's, 48-lb. box	5½
Lily Gloss, 6's, 12 in case	6½
Lily Gloss, 3's, 16 in case	5½
None Such, 1s, 48-lb. boxes	5½
None Such, 6s, 12 to crate	6
None Such, bulk, 50 lb box	4½

COLUMN 16.
Department 12

Soaps and Washing Powder

Western Star Soap

WHITE PETROLEUM BLEACHING.

100 bars per case.....$4.10

LASCO KOLD WATA NAPTHOL.

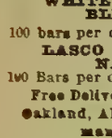
100 Bars per case.....$4.00

Free Delivery in San Francisco Oakland, Alameda and Berkeley

manufactured by

Los Angeles Soap Co.

San Francisco Office, 115 Davis St. Telephone Grant 110.



THE BEAVER SOAP CO., Dayton, Ohio.

Grandpa's Wonder Soap.

100 cakes 4-oz $3.60
50 cakes 4-oz 3.50

Powdered Soap.

Grandma's Borax, 24 3-lb. per case.....$4.00
Grandma's Borax, 60 12-oz. per case 2.40

Peet Bros.

Silk Soap 2.80
Ammonia Benzoline 3.85
Cocoa Borax 4.10
Crystal White 3.95
Lily White (Floating)..... 3.80

Standard Soap Co.

Top Notch, 100, 10-oz.....$3.50
Sunburst, 100 12-oz 3.75
Yellowstone, 100 14-oz 3.75
Marigold, 100 16-oz 3.90
Thomas' Cool Water, 100 13-oz 4.00
Thomas' Cool Water, 20 13-oz .85
Milo, 100 4-oz., 100 cartons.... 6.50
Magno "Floating Borax," 100 10-oz. 4.00
Gold Medal Borax, 100 10-oz... 5.50
Gold Medal Borax, 20 10-oz.... 1.15
Purity, "Floating," 5c size.... 3.90
Purity, "Floating," 10c size.. 6.25
Purity, "Floating," 10c size, 20 1.30
Electric Mineral, 100 16-oz.... 5.50
Electric Mineral, 20 16-oz..... 1.15
Peerless Kitchen, 100 10-oz.... 3.00
Peerless Kitchen, 20 10-oz..... .65

Miscellaneos.

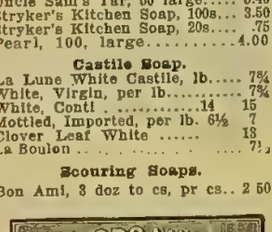
Miller's Naptha, per case 4.35
½ doz. toilet rec.
Fels Naptha, 100 14-oz..... 4.50
Hot or Cold, 100 10-oz..... 4.00
Life Buoy, 100 ..... 4.00
Mikado, 100 14-oz..... 3.90
Mikado, 20 14-oz..... .85
Lenox, 100 ..... 3.00
Lenox, 20 ..... .75
Ivory, 100 10-oz..... 7.00
Fairbanks Clairette, 100 ..... 3.35
Fairbanks' Santa Claus, 100... 2.85
Fairbanks' Copco, 100 ..... 3.90
Fairbanks' Fairy Oval, 100.... 3.90
Grandpa's Wonder, large, 50.. 3.50
Grandpa's Wonder, small, 100. 3.60
Peets' Pine Tar, 50 ..... 1.90
Peets' Pine Tar, 100 ..... 3.75
Babbitt's, 100 ..... 4.10
Jergins Pumice, 50 small..... 1.75
Jergins Pumice, 50 large..... 3.00
Uncle Sam's Tar, 100 small.... 3.50
Uncle Sam's Tar, 50 large..... 3.40
Stryker's Kitchen Soap, 100s... 3.50
Stryker's Kitchen Soap, 20s.... .75
Pearl, 100, large.....4.00

Castile Soap.

La Lune White Castile, lb..... 7¾
White, Virgin, per lb..... 7¾
White, Conti ..... .14 15
Mottled, Imported, per lb. 6½ 7
Clover Leaf White 13
La Boulon 7½

Scouring Soaps.

Bon Ami, 3 doz to cs, pr cs.. 2 50



Sapolio, scouring, ½ gross box, per box 4 50
Sapolio, hand, ½ gross box, per box 4 50

WASHING POWDERS.

Gold Dust, 24 3's, per case.... 4.50
Gold Dust, 100/10-oz..... 4.50
Lavarine, 36 1-lb., per case.... 3.00
Lavarine, 100 5c pkgs..... 3.50
Pearline, 36 1-lb. pkgs..... 3.10
Pearline, 100 6-oz pkgs..... 3.75
Soaperine, 20 3-lb. pgs..... 3.60
Soaperine, 50 1-lb. pkgs 3.35
Soaperine, 100 ½-lb. pkgs 3.60
Babbitt's 1776, 6-oz..... 2.85
Kleeno, 72/1's 4.50
Kleeno, 24/3's 4.25
Kleeno, 100/1½'s 3.75
Grandma's Borax, powdered, 24 3s.....4.00
do. 60, ¾s 2.40

COLUMN 17.

Department 13
OILS, PAINTS, ETC.

Coal Oil.

Water white, coal, bulk..... 12½
Pearl, cases, 25's 18
Astral, cases, 25's 18
Star, cases, 25's 17½
Ex. Star, cases, 25's 20½
Elaine, cases, 25's 26

Gasoline and Benzine.

86° Gasoline, bulk, 25 cases.... 31
74° Gasoline, bulk 16 cases..... 22
63° Benzine, bulk, 13 cases..... 19

Turpentine.

Strictly Pure, cases, 2-5's..... 84
Do drums or iron bbls. 78

Linseed Oil.

Strictly pure, raw, bbls.....gal 58
Do. boiled, in bbls...gal 60
Do. raw, cs, 2-5's....gal 63
Do. boiled, cs, 2-5's..gal 65

Castor Oil.

Baker's AA, cs, 2-5's 1.16
Pure, No. 2, cs, 2-5's..... 1.05
No. 1, cs, 2-5's ..... .70

Lard Oil.

Strictly pure, bbls., 75 cs..... 80
Sup. Win., str., bbls. 65 cs.... 70
No. 1, bbls. 55 cs 60

Neatsfoot Oil.

Cooper's bbls, 75 cs..... 80
Extra, bbls, 62½ cases..... 67½
No. 1, bbls, 57½ cases..... 62½

Lubricating Oils.

Star Cylinder Oil, bbls, 60 cs..65
Columbia Cyl. Oil, bbls, 40 cs..45
Gem Cyl. Oil, bbls, 30 cs.....90
Ruby Cyl. Oil, bbls, 50 cs.....60
Star Engine Oil, bbls, 50 cs...55
Columbia Eng. Oil, bbls, 30 cs.35
Paragon Eng. Oil, bbls, 45 cs..55
Red Eng. Oil, bbls, 27 cs.....32
Star Mach. Oil, bbls, 30 cs.....35
Star Dynamo Oil, bbls, 50 cs...55
Star Spindle Oil, bbls, 40 cs....45
Star Sep'tor Oil, bbls, 50 cs....55
Favorite Sep'tor Oil, bbls, 25 cs.30

Miscellaneous Oils.

Union Salad Oil 45 50
Globe Salad Oil 45 50
Pure Sperm Oil 75 80
No. 1 Polar 50 55
China Nut oil, ord'ry.....62½
China Nut oil, No. 1.....80

WHITE LEAD.

Pioneer, in kegs 7 7¾

DRY PAINTS.

Eng. Paris White, bbls. 1.35 1.60
Whiting, bbls 1.00 1.15
Kalsomine, bbls 1¼
Prince's Min'l B'wn,bbls 1.65
Yellow Ochre, bbls 1½
Eng. Ven. Red, bbls.... 1.50

Department 14
FARINACEOUS GOODS.

Flours.

GLOBE MILLS,
Cor. Chestnut and Montgomery

California Selected Wheat,

Barrel
** "Banquet" (fancy patent)..$5.05
*** "Silver Star" (patent).... 4.95

Blended Wheat,

*"A1" Family 5.15

Entire Eastern Wheat.

Globe, Bakers' .....
(½ bbls. 10 cents per bbl. higher.)
*"A1" must be retailed for not less than $1.40 per ¼ sack.
**"Banquet" must be retailed for not less than $1.30 per ¼ sack.
***"Silver Star" must be retailed for not less than $1.25 per sack.

FLOURS.

Allen's Boston Brown Bread Flour, 24 pkgs, per case..... 3.60
Allen's Flour, 10 10-lb bags, per bale..... 4.50
Cal. Family $5.05 $5.10
Cal. Bakers', extra..... 4.80 4.90
Buckwheat, 10-lb sacks, per 100 lbs $4.50
Self Rising Buckwheat, 10-lb sacks, per 100 lbs..... 6.00
Graham, 10-lb sacks, per 100 lbs 3.25
Rice, 10-lb sks, per 100 lbs..... 8.00
Rye, 10-lb sacks, per 100 lbs.... 3.75
Whole Wheat, 10-lb sacks, per 100 lbs 3 50

Meals.

Yellow Corn, 10-lb sacks, 100 lb.$2.50
White Corn, 10-lb. sacks, 100 lb. 2.50
Ex. Cream Yellow, 10-lb. sacks, per 100 lbs. 3.75
Ex. Cream White, 10-lb sacks, per 100 lbs. 3.75
Oat Meal, 10-lb. sacks, pr 100 lbs 4.25
Steel-Cut Oat, 10-lb sacks, per 100 lbs 4.50

Pearled Cereals.

Pearl Barley, ...$6 00
Pearl Wheat, 150-lb bbls..... 4.40

Rice.

Choice Seed Japan.. . .....$0 03¾
Good Seed Japan.... . ..... 03¼
Fair Seed Japan.... . ..... .03
Fancy Head Rice ..... 5 1-5 .06
Long Grain Rice ..... .04 .05
China No. 1 ..... 5 6
China No. 2 ..... 4 4½

COLUMN 18.

Rolled Cereals.

Rolled Oats, 7s and 10s, pr 100 lbs 4.50
Bx. Crm Rld Ots. 180-lb, bbl..$7.50
Ex Crm Rld Ots, 180-lb, 90-lb sks 7.00
Prid Reid Wheat, 150-lb, bbls. 4 40
Dr. Price's Food, pee case 4.00
5-case lots, $3.85

Sago and Tapioca.

Sago, original sacks, lb....02½ .03
Sago, 48/1's, per doz..... .70
Instantaneous Tapioca, 50/1's, per case 5.00
Instantaneous Tapioca, 36 to case 2.70
Tapioca, Flake ..... .03
Tapioca, repacked, per lb.... .04¾
One Minute Tapioca, 36 to cs 2.75
Arrowroot, Taylor's Bermuda, 12-lb box, 1, ½ and ¼ lb pkgs, per lb..... 32½

Miscellaneous.

Groats Oat, 10-lb sacks, 100 lbs.$4.50
Groats Buckwheat, 10-lb sks, 100 lbs 10.00
Hominy, lgs, 10-lb sks, 100 lb. 3.75
Hominy, sml, 10-lb sks, 100 lbs 4.00
Split Peas (yel.) 25 and 50-lb boxes, 100 lbs..... 5.50
Split Peas (grn.) 25 and 50-lb boxes, 100 lbs..... 5.50
German Lentils, per lb..... .05½
Cracked Wheat, per 100 lbs ...3.75
Farena, per 100 lbs. 4.50
Pearl Grits, per 100 lbs..... 4.25
Capitol Mills Pearled Hominy, bbls. 8.00
Capitol Mills Gran. Hominy, bbls. 8.50
Capitol Mills New Process B. W. Flour, bbl..... 9.00
Capitol Mills Steel Cut Oat Meal, bbl. 8.50

Breakfast Foods.

Capit'l Mills R'll'd Oats, 36/2's 3.60
Grape Nuts, 1 & 2 doz, pr doz 1.40
Breakfast Gem, case 3 doz..... 3.40
Wheatine, 36/2's, pr cs..... 3.75
Germea, 20 4-lb pkgs, pr cs.... 4.00
Germea, 24 2-lb pkgs, per case. 3 10
H-O Buckwheat, 3 doz 3-lb pkgs, per case 3.75
H.-O. Pancake Flour, case..... 3.90
H.-O. Oats, 24/2's, per case.... 3.15
Cream of Wheat, 36/2's..... 5.25
Crespo, 36/2's 2.75
Malta Vita, 36, 2s, cs..... 4.50
Our Mothers' Mush, 36 to cs.. 3.35
Twin Brothers Mush, 36 to cs.. 3.00
Carnation Wheat Flakes, 24/5's 5.40
A B C Breakfast Wheat, 72/2's 5.00
A B C Breakfast Wheat, 36/2's 2.60
Granola, 24/1's 2.25
Flaked Rice, 24/1's 3.00
Ralston Breakfast Food, 36/2's 4.50
Do. Barley Food, 36/2's.... 4.25
Do. Health Oats, 36/2's.... 4.00
Do. Hominy Grits, 36/2's.. 4.00
Do. Health Crisp, 36-2's.... 3.60
Do. Select Bran, 24/3's.... 2.50
Do. Pancake Flour, 36/2's 3.75
Do. Whole Wht Flr,4/14s' 5.50
Quaker Oats, 36 2s 3.80
Scotch Oats 36 2s 3.65
Acme Grano, 20/4's, per case.. 3.75
Acme Gluten Farina, 24/1's, pr case 1.85
Acme Gluten Flour, 10-lb sks.. .80
Acme Wheat Flakes, 36/2's.... 3.00



Dr. Price's Wheat Flake Celery Food.

Per case...$ 3 75

Pastes (Domestic).

Macaroni, Vermicelli, etc.—
No. 1 Extra, per box ..... .27
No. 1 Extra, 15 lbs ..... .52
No. 1 Extra, 25 lbs. ..... .82
No. 1 Extra, 50 lbs. 1.65
No. 1 Extra, 100 lbs. 3.30
No. 1 Extra, ½ boxes ..... .15
Macaroni, Vermicelli & Spaghetti, No. 2 ..... .20
Royal Macaroni, Verm'i & Sp'ti, 24 1-lb pkgs.. per case.. ..... 1.70
Queen's Taste Mac., Ve m. & Sp. 12 3-lb cartons i case 2.15
H. Paste, ass'd, ab. 18 lbs. c., lb. 07
Royal H. Paste, 24 1-lb pkg c., pkg .04½
Golden Gate Egg Noodles, 24 1-lb. pkgs in case, per cs. . 1 90
Farina, 24 1 lb pkgs 1.50
Discount 2 per cent for cash only.

COLUMN 19.

COLUMN 20.

Department 15.
SPICES

PURE—Square Tins, Full Net Weight.

	½'s	¼'s	½'s	1's	2½ lbs.	5 lbs.	Blk
Allspice	$0 70	$0 95	$1 60	$ 2 80	$ 6 70	$12 75	21
Cinnamon	1 15	1 80	3 30	6 25	15 25	30 00	43
Cloves	90	1 35	2 40	4 35	10 60	20 55	31
Ginger	75	1 05	1 75	3 10	7 50	14 30	22
Mace	1 75	3 00	5 65	10 90	26 95	53 30	70
Mustard	70	95	1 60	2 80	6 70	12 75	21
Nutmeg	1 25	2 05	3 80	7 15	17 60	34 60	49
Pepper	80	1 10	1 90	3 40	8 25	15 85	25
Cayenne	80	1 15	2 00	3 55	8 65	16 65	28
W. Pepper	95	1 45	2 65	4 65	11 75	22 90	34
Sage	70	95	1 60	2 80	6 70	12 75	21
Thyme	70	1 00	1 65	2 95	7 10	13 50	22
Savory	70	1 00	1 65	2 95	7 10	13 50	22
Marjoram	75	1 10	1 85	3 30	7 85	15 10	24
Poultry Seasoning	....	....	1 50	....	....	....	..

SECOND GRADE—Round Tins, Short Weight.

	¼'s	½'s	1's	2½ lbs.	5 lbs.	Blk.
Allspice	55	1 00	1 75	3 95	7 60	10
Cinnamon	65	1 20	2 10	4 90	9 50	16
Cloves	65	1 25	2 25	5 20	10 20	17
Ginger	55	1 00	1 75	3 95	7 60	13
Mace	1 20	2 30	4 40	10 50	21 00	34
Mustard	55	90	1 60	3 60	7 00	12
Nutmegs	85	1 70	3 10	7 40	14 60	24
Pepper	60	1 15	2 00	4 55	8 90	15
Cayenne	60	1 15	2 00	4 55	8 90	15
W. Pepper	75	1 45	2 65	6 15	12 05	20
Sage	55	1 00	1 75	3 95	7 60	13
Thyme	60	1 05	1 90	4 25	8 25	14
Savory	60	1 05	1 90	4 25	8 25	14
Marjoram	60	1 05	1 90	4 25	8 25	14

SCHILLING'S BEST SPICES.—Nature's Best.

Square tins. Never sold in bulk.
Small, medium, large sizes have sifting tops except

Mustard.

	Small size per doz.	Medium size per doz.	Large size per doz.	Ex. Large size per doz.	Hotel size per tin.
Pepper	.75	1.20	2.20	3.75	.78
Mustard	.75	1.25	2.25	3.90	.81
Must. Comp.	.75	1.25	2.25	3.90	.81
Ginger	.75	1.25	2.25	3.90	.81
Allspice	.75	1.10	2.00	3.50	.73
Cinnamon	.90	2.25	4.25	7.50	1.85
Cloves	.85	1.40	2.60	4.75	.87
Nutmegs	1.60	2.75	5.25	10.00	2.00
Mace	1.75	3.00	5.75	11.50	2.15
Cayenne	.90	1.50	2.75	5.00	.93
Wh. Pepper	.95	1.75	3.25	6.75	1.00
Sage	.75	1.25	2.25	3.90	.81
Thyme	.85	1.40	2.60	4.75	.87
Marjoram	.95	1.75	3.25	5.75	1.26
Savory	.85	1.40	2.60	4.75	.87
Cases contain	6 doz.	4 doz.	2 doz.	2 doz.	1 doz.
Gross weight	22 lbs.	23 lbs.	24 lbs.	46 lbs.	53 lbs.

MUSTARD.

Colman's, ¼'s, 12 lb to box, lb. .52
Colman's, ½'s, 12 lb to box, lb. .48
Colman's, 1's, 12 lb to box, lb.. .48
Colman's, 5's, per lb ..... .40

Mustard, Prepared.

Small bottles, 24 to cs, pr doz .55
Small straights, fancy, 24 to case per doz ..... .95
Webb's Glass Top 1.35
Large Dusseldorfer, 24 to cs 1.60
In 3-gal kegs, per keg..... 1.15
In 5-gal kegs, per keg..... 1.70
Louit Freres, French, doz..... 2.25
Eddy's Salad Mustard—
6-oz., 24 to case..... .92½
8-oz., 24 to case..... 1.35
12-oz., 24 to case..... 2.00
Hirshes Horseradish Mustard—
10-oz., 24 to case..... 1.25

Department 16
BAKING POWDER AND FLAVORING EXTRACTS.

ROYAL

	1 cs. lot	5 cs. lot	15 cs. lot
¼ lb cans	$ 1 38	$ 1 36	$ 1 34
6 oz cans	1 92	1 89	1 87
½ lb cans	2 67	2 52	2 50
12 oz cans	3 82	3 75	3 72
1 lb cans	4 95	4 85	4 80
2½ lb cans	11 65	11 40	11 28
3 lb cans	13 60	13 34	13 20
5 lb cans	22 35	21 90	21 63

An extra discount of 1 per cent if packed in barrels.

Schilling's Best Baking Powder.

Never sold in bulk.

10-lb. tins, per doz.	$39.00
5-lb. tins, per doz.	20.00
4-lb. tins, per doz.	16.00
3-lb. tins, per doz.	12.50
2½-lb. tins, per doz.	10.50
16-oz. tins, per gross	$53.00
12-oz. tins, per gross	41.00
8-oz. tins, per gross	28.00
6-oz. tins, per gross	22.50
4-oz. tins, per gross	16.50

TROPHY

4 oz, per doz.	$0.95
6 oz, "	1.35
8 oz, "	1.70
12 oz, "	2.35
1 lb., "	3.00
2½ lb., "	7.50
3 lb., "	9.00
6 lb., "	14.50

MISCELLANEOUS.

Home, 10 oz.	$0.90
Home, 25 oz.	2.00
Home, 50 oz.	4.00
Home, 80 oz.	6.00
K. C., 10 oz.	.85
K. C., 15 oz.	1.25
K. C., 25 oz.	2.12½
K. C., 50 oz.	4.00
K. C., 80 oz.	6.50

Cream Tartar.

Standard, bulk, 30-lb box..... 27
Standard, 12 1-lb tins..... .38
Pure, bulk, 30-lb box..... .38
Pure, 5-lb tins, per lb..... .38
Pure, ½-lb tins, per doz..... 5.00

SODA

Churches, A. & H., or Dwight's Cow Brand, 60 lbs. to case.
1-lb .....per lb. $0.05
½-lb .....per lb. .05½

EXTRACTS FLAVORING.
GUITTARD'S "PURE"

per doz	2 oz	4 oz	6 oz	8 oz
Vanilla	$2 50	$4 75	$7 00	$9 00
Lemon	1 75	3 25	4 50	6 00

Net weight. Patent Sprinkler Tops

Schilling's Best Extracts.

Triple Strength, Pure and Uncolored Sprinkling Tops.
Net weight. Never sold in bulk.

	Lemon and Others.	Vanilla and Rose.
1 oz.	1.30	1.80
2 oz.	2.00	3.00
4 oz.	3.75	5.75
6 oz.	5.50	8.50
8 oz.	7.25	11.00
16 oz.	14.00	21.50
32 oz.	27.00	42.00

Souder's Flavoring Extracts.

Price per gross.

	2 oz.	4 oz.	8 oz.
Reg. Lemon	9.00	18.00	54.00
Reg. Vanilla	14.40	28.80	72.00
XX Lemon	18.00	36.00	72.00
XX Vanilla	21.00	42.00	84.00
Asrtd Flavors	18.00	36.00	72.00
Rose Coloring	18.00	36.00	.....
Yellow Colrng	18.00	36.00	.....
Jamaica Gngr.	18.00	.....	.....

Assorted flavors contain strawberry, pineapple, orange, almond, rose, etc.



"Vanilla" Extracts.
Lemon, 2 oz., per doz.....80
Vanilla, 2 oz., per doz.....80
Assorted Flavors, per doz.....80

COLUMN 21.

Department 17

CANDIES.

Lozenges.
(5-lb. boxes.)

XXX Peppermint, pails	.13 14
Thin Peppermint	.16
T. T. Peppermint	18
Druggist Peppermint	25
Musk, fluted, pails	.20
Cinnamon, Lemon, Sassafras, Rose	.16
Midget Fruit	.20
Conversation and Hearts	.15
Lilliput Conv. Hearts	17
Midget Conv. Lozenges	18
Crown T. T. Lozenges, 24 5ct. pkgs	.80
Aurora Lozenges, 24 5ct. pkgs	.80
Cough Troches, 5 lb bxs	.25
Eagle Wafers, Peppermints, Wintergreen	.25

Mixed Candy.
(30-lb. pails.)

Plain Mixed	9
Pacific Mixed	10
Royal Mixed	12½
Grocers' Mixed	10½
Yankee Mixed	13
American Mixed	13
Fancy A, Mixed	14½
Fancy C, Mixed	14
French S, Mixed	16
French No. 1, Mixed	18
French Extra Mixed	20
Lady, Mixed	15
Broken Mixed	9

Steam Panwork.

Anis Seed	22
Aromatic Cachous	18
Assorted Berries	16
Assorted Dragee	14
Assorted Imperials	16
Assorted Small Seeds	22
Birds' Eggs	16
Boston Baked Beans	17
Burnt Peanuts	18
Burnt Almonds	25
Caraway Seed, smooth	22
Caraway Seed, pearled	22
Celery Seed	22
Cinnamon Beans, large red	15
Cinnamon Beans, Imperials	16
Coriander Seed, pearled	22
Jelly Beans, pails	12½ 14
Jelly Birds' Eggs	16
Jelly Cranberries	16
Jelly Limes	16
Jelly Raspberries	16
Jordon Almonds, fine	45
Jordon Almonds, imitation	18
Licorice Beans	15
Red Hots	25
Ringed Marbles	16
Sugar Coated Licorice Tablets	20
Sugar Almonds	25
Sugar Plums	16

Stick Candy.
(30-lb. pails.)

Assortment: Peppermint, Lemon, Rose, Clove, Anis, Cinnamon, Sassafras, Vanilla, Pineapple, Wintergreen 9

Hoarhound	9
Hoarhound, wrapped	11
Peanut Sticks	13
Peanut Sticks, wrapped	13
Cocoanut Sticks	13
Cocoanut Sticks, wrapped	13

Taffies.

Peanut Taffy	15
Peanut Flake	15
Peanut Squares	14
Cocoanut Taffy	15
Cocoanut Squares	15
Chunks: Vanila, Rose, Chocolate, Lemon, Molasses	14
Broken Taffy of broken chunk	13

Drops and Lumps.
(30-lb. pails.)

Mixed Drops and Lumps	9
Molasses Peppermint Lumps	11
Hoarhound Drops	11
Crystal Rocks	12½

Gum Goods.
(5-lb. boxes.)

A. B. Gum Drops, assorted	9
A. B. Gum Drops, Licorice	9
A. B. Gum Drops, Crystalized	11
A. B. Bonbons, plain, in bbls	7
A. B. Bonbons, fancy, in bbls	7½
A. B. Bonbons, fancy, crystallized, 5-lb. boxes	14
A. B. Fruits	18
Royal Gum Drops	15
Genuine Gum Drops, hard	25
Jelly Squares, assorted	14
Bijou Sticks	18
Spiced Jelly Drops	20
New Turkish Figs	16
Fig Paste, plain	17
Fig Paste, tricolor	18

Cream Goods.
(5-lb. boxes.)

Fondans Creams	14
Hand Dipped	19
Hand Dipped, with nuts on	21
Fruit and nut Ices	18
Cream Peppermint	20
Crushed Fruit Bonbons	30

Chocolates.
(5-lb. boxes.)

Chocolate, plain	14
Chocolate, Hand Made	20
Chocolate Dipped Bonbons	20
Chocolate Dipped Bonbons, with nuts	22
Chocolate, Climax, 30-lb pails	16
Chocolate Chips	28
Chocolate Nonpareil Drops	20
Chocolate Wafers	22
Chocolate Cream Tablets, 30 in box	1 10

COLUMN 22.

Marshmallows, Nougats, Etc.

Occidental Marshmallows, 5-lb tins	.28
Occidental Marshmallows, 3-lb tins	.30
Dipping Marshmallows, 5-lb. boxes	.25
Angel Food, 5-lb. boxes	.20
French Nouget, 30 5c slices in box	1.00
Walnut, Apricot, Spanish Nouget, 5-lb boxes, per lb	.25

Sundries.

Opera Caramels	19
Rock Candy, white & red	15
Rock Candy, brown	16
Licorice Drops	20
Licorice Sticks, 16 to lb	28
Locorice Tablets, 5 lb bxs	25
Licorice Tablets, 24 5c bxs	80
Licorice Penny Sticks, 100 in box	65
Buttercups, 5-lb tins	2

CHEWING GUM.

	Single	Box
Sweet Wheat, per box		.50
Tulu Sugar Plum, box		.55
Yankee Spruce, 20 pcs		.55
Sen Sen, 20 pcs		.55
Red Rooster, 20 pcs		.55
Sweet Heart, 20 pcs		.55
Newton's Pepsin, 20 pcs		.55
Bloodberry, 20 pcs		.60
Pepsin Sticks, 20pcs		.60

CRACKERS.



MADE BY THE
MUTUAL BISCUIT CO.

	lb.	⅛ box
Almond Drops	15	
Animals	12½	$1.20
Arrowroot	14	1.50
Assorted	12	1.15
Assorted, extra	14	1.30
Assorted, fancy	20	1.75
Assorted Wafers	16	1.90
Assorted Jumbles	14	1.25
Boston	9	.60
Butters, Mutual	10	.70
Butter Scotch	14	1.50
Butter, Star	9	.60
California Lunch	9	.60
Champion	9	.65
Chips, Mutual	14	1.10
Chocolate Biscuits	16	1.80
Chocolate Fingers	15	1.50
Chocolate Wafers	18	2.15
Cocoanut Bonbon	14	1.25
Cocoanut Finger	15	1.50
Cocoanut Marshmallows	15	1.50
Cocoanut Taffy	15	1.80
Cocoanut Wafer	16	1.50
Coffee	12	1.25
Coffe Iced	15	1.35
Cornhill	10	1.10
Cracker Meal	6	1.10
Currant Cakes	12	1.10
Egg Jumble	14	1.25
Fruit Biscuits	14	2.40
Ginger Cakes	10	1.40
Ginger, Nut	11	1.40
Ginger Wafers	14	1.75
Graham	10	1.20
Graham Gem	9	.75
Graham Unsweetened	9	
Honey Fingers	14	1.25
Honey Pumbles	12	1.00
Honey Drops, spiced	15	1.60
Honeysuckle	16	
Jelly Fingers	16	1.50
Jenny Lind	12	1.10
Lady Fingers	15	1.30
Lady Fingers Iced	16	1.40
La Grande	11	1.10
Lemon Biscuit	14	1.25
Lemon Brittles	14	1.35
Lemon Snap	12	1.20
Lemon Wafers	14	1.75
Macaroon Almond	40	
Mutual Flakes	14	.90
Mutual Tea	15	1.60
Nic Nac, No. 1	10	1.10
Nic Nac	12½	1.25
Oysters	8	.70
Peoples Mixed	12½	1.25
Pilot Bread	4	.55
Pilot Bread Extra	5	.65
Pilot Saloon	7	.80
Ping Pong	16	1.50
Raisin Cake	12	1.10
Saloon Pilot	7	.80
Saloon Soda	7	
Salted Wafers	14	.90
Soda Extra	7	
Soda	6½	
Star Butters	9	.60
Vanilla Bars	14	1.40
Vanilla Biscuits	14	1.25
Vanilla Snaps	12	1.20
Vanilla Wafers	14	1.75
Wafers, Chocolate	18	2.15
Wafers, Ginger	14	1.75
Wafers, Lemon	14	1.75
Water Wafers	12	
Walnut Creams	16	1.50

COLUMN 23.

Department 18.

FANCY GROCERIES.

Snider's Baked Beans.

No. 1, 90c doz.; 4 doz. in case
No. 2, $1.40 doz.; 3 doz. in case
No. 3, $1.85 doz.; 2 doz. in case

Bouillion Capsules.

Anker's, 10 capsules in box, per doz boxes 2.75

Capers.

Capotes, 1 dz in ca	1.20	1.80
Nonpareil, small		1.35
Do large		2.00
"White Label," 6-oz. doz		2.25
"White Label," 10-oz. doz		3.15

TOMATO KETCHUP.

Catsups

Snider's

Qts., per doz	$3 75
Pts., "	2 40
½-pints, per doz.	1 40





CAMPBELL'S

(6½ Pts. Condiments)

2 dozen to case

Tobasco Ketchup dozen $1 15

Tomato Ketchup, dozen..... $1 15

Salad Dressing, dozen 1 15

Chili Sauce, dozen $1 15

Assorted cases, dozen..... $1 15

Miscellaneous.

Our Mother's Ctsp ½-pt, doz	1 40
Our Mother's Ctsp, pts, doz	2 30
Blue Label, 25 ½ pts to cs	3 10
Blue Label, 25 pts to cs	5 00
Blue Label, 12 qts to cs	4 00
Mother's Own, pts	1 50
½ pts	.90
London's Rockaway, Pts., doz	2.25
Sailer's "Purity," doz	.90
H. B. Catsup, pts	2.15
" " ½-pts	1.25

Chocolate and Cocoa

CHOCOLATES.

Baker's.

German Sweet, 6-lb boxes, ⅛s and ¼s	24
Eagle, 12/1s	23
Premium, 12/1s	28
Vanilla, 12/1s	41
Powdered, ⅛s, ¼s, 1s, 12/lb. boxes	26

Subject to quantity discount.

Huyler's.

Vanilla, 12-lb. boxes	.36
Premium, 12-lb. boxes	.33

Lowney's.

Cream Cakes, per box	80
Ice Cream Drops, per doz	75

Ghirardelli's.

In paper

Eagle, 24 1-lb	21
Eagle, 12 1-lb	21½
Eagle, 12 ½-lb	22½
Eagle, 12 ¼-lb	24
Crescent, 6 5 to lb	17
Crescent, 12 5 to lb	16½
Cal. Sweet, 6 6 to lb	21½
Cal. Sweet, 12 6 to lb	21
Monarch, 12 1&½-lb	26
Monarch, 12 1-lb	25
Monarch, 12 ½-lb	27
Star, 24 1-lb	19
Star, 12 1-lb	19½

Ground.

In tins

Ghirardelli's, 12 1-lb tins	26½
Ghirardelli's 24 1-lb tins	26
Ghirardelli's, 100 1-lb tins	24½

In delivery cases

Ghirardelli's 60 3-lb tins	24
Venard's, 24 1-lb tins	21
Venard's, 60 3-lb tins	20
Miner's, 12 1-lb tins	22½
Miner's, 24 1-lb tins	22
Miner's, 20 3-lb tins	22

5 per cent off on 120-lb. lots

COCOAS.

Baker's Bkfst, 6/1's&½'s	37
Van Houten's, ¼'s and ½'s	35
Van Houten's, 1's	80
Royal Dutch, 12/¼'s	50
Royal Dutch, 12/½'s	7
Royal Dutch, 12/1's	70
Epp's, 14/½'s	40
Fry's, 12/½'s	39
Webb's, 6/½'s	23
Lowney's, 6/½'s	37
Ghirardelli's Bkfst, 6/½'s	38
Ghirardelli's Bkfst, 12/½'s	37
Ghirardelli's Impri, 6&12/½s	36
Miner's Bkfst, 6/½'s	37
Miner's Bkfst, 6/1-5's	38
Miner's, 1 ½s	47

COLUMN 24.

Condensed Milk

BORDEN'S CONDENSED MILK CO.



Gail Borden Eagle Brand in 5-case lots	6.80 6.65
Pony	2.25
Challenge	4.70
Floral	4.65
Dime	8.75
Rose	1.40

With 10 cases Rose Cream 1 case free.

(Each of above Brands 4 doz. in case)

Borden's Malted Milk, Trial Size, 1 per doz. 90



Borden's Pioneer Brand Evaporated Cream

Large Cans, 4 doz in cs 4.00
Peerless ... 4.70
Yacht ... 3.25
Family Size, 4 doz. in case. Quarts, 2 doz. in cs

ALL ABOVE BRANDS GUARANTEED



CARNATION CREAM

20 oz. cans 4 doz
Per case 4 00
5 cases..... 3 95
25 cases 3 90
50 cases 3 85



LILY

(large tin)

1 to 10 cs. ..$3 90
10 to 25 cs 3 85

Helvetia Milk Condens'g Co.



Originators Evaporated Cream
Highland Evaporated Cream 4 doz in box $4.10
Baby Pet, 6 doz..... 3 00
Pet, reg., 4 doz., per case..... 3 35

Miscellaneous.

St. Charles, 4 doz., in case	$4 60
St. Charles, 5-case lots	4 50
Horlick's Malted Milk, doz	4 50
Jersey, 4 doz per case	3 70

Cereal Coffee.

Fig Prune, per doz	$2 25
Postum, 24/½'s, per doz	1 35
Postum, 12/1's, per doz	2 25
Postum, 36/1's, per doz	2 25
Grains, 12, 2s	2 75

Chutney.

Chutney, asst, qts	$6 25
Chutney, asst, pts	3 75
Chutney, Major Grey, qts	6 50
Chutney, Major Grey, pts	4 25
Ban-ki-pore, pts	3 00

Cranberry Sauce. doz.

Anderson's 2s, 2 doz box	2 00
Tea Garden, 2s, gls, 12 box	4.00
Tea Garden, 1s, gls, 24 box	2.25
Cape Cod, 2 lb, gls, 12 box	2.50
Cape Cod, 1 lb, gls, 24 box	2 00
Home Made, 1s, 2 doz box	2 15
do 2s, glass, 1 doz box	4.00

COLUMN 25.

ALPINE

EVAPORATED CREAM

	Per case
1 to 5 cases, 4 doz to case	$3 60
5 to 10 " " "	3.55
10 to 25 " " "	3.50

Gallons

1 to 5 cases, 6 to case	3.35
5 to 10 " " "	3.30
10 to 25 " " "	3.25

Midgets, 8 doz. to case
1 to 5 cases, $3.50 | 5 to 10 cases, $3 35
10 to 25 cases, $3.30

Alpine Evaporated Cream Co.

Factory
HOLLISTER, CAL.

Office and Salesroom
95 Market Street
Rooms 212-213
San Francisco, Cal.

Phone: Green 96.

Cottolene.

2's, 4's or 10's, per cs of 60 lbs	7 00
5-case lots	6.90
10-case lots	6.85
25-case lots	6.75

With 24 cans, ½ case free.
" 5 " 1 " "
" 10 " 2 " "
Price $7.50, $7.40, $7.35.

Curry Powder.

Cross & Blackwells, 2 oz	1.35
do 4 oz.	2.35
Do 8-oz.	3.95
Do 16-oz.	6.20
East India, Bombay, 16 oz	5.00
East India, Bombay, 8 oz	3.25

Extract of Beef.
Liebig's (Genuine)

	2 oz.	4 oz.	8 oz.	16 oz.
doz.	4.65	8.50	15.00	29.75

"Bex" Solid.

2-oz., doz	$3.90	8-oz., doz	$13 27
4-oz., doz	7.20	16-oz., doz	24.75

Marshall's

2 oz., per doz	$2.40

Gelatine.

Knox's, per doz	1 20
Knox's, per gross	14 00
Cox's, per gross	12 00
Keek's, per doz	1.10

Ginger (Preserved).

½ doz jars in cs, per cs	2.25

Lemon Sugar.

Gilt Edge, 24/½s, per doz	1.37½
Gilt Edge, 24/1s, per doz	1.85

Lime Juice.

Tahita, 24/8-oz, per doz	$1.25
Tahita, short measure, 16-oz	1.50
Tahita, full measure, 16-oz	1.75
Tahita, full measure, 32-oz	3.50
Tahita, bulk, gal	1.00

Mushrooms. doz.

Le Court, 100 to cs	$2.50
La Perrent, 100 to cs	2.00
Hotel, 100 to cs	2.00
Fancy Stuffed, pts	4 00

COLUMN 26.

OLIVES.

OLIVES IN BULK.

	25 gl.	10 gl.	5 gl.	3 gl.
Ex. No 1, Q'n.	1 10	11 50	6 00	3 75
Lge No. 1, "	1 00	10 50	5 00	3 25
No. 1 Qu'n ..	95	9 75	4 75	2 90
No. 2 " ..	85	8 75	4 50	2 85
Manzanilla..	70	7 25	3 75	2 40

Extra charge for kegs & barrels.



Olives

SEVILLE PACKING CO.

White Label Queen Olives—

28-oz., per doz...$5.50
18-oz., " ... 3.75
6-oz., " . 1 25

Pim-Olas

18 oz, 2 doz, per cs, per doz $6 10
10 " " " " 3 55

Baby Pim-Olas

10-oz , 2 doz. in case, per doz. $2.50
6-oz , 2 doz. in case, per doz 1.50

Olive Oil

NICELLE

	Case
½ pints, 4 doz	$9 00
Pints, 2 doz	8 55
Quarts, 1 doz	7 85
22-oz.	9 00



CRYSTAL BRAND OLIVE OIL.

Pure California Products.

7-oz.
Per doz...$2.40
3 doz..... 6.75

14-oz.
Per doz... 4.50

Quarts.
Per doz... 7.25

Put up by
G. O. Eyden.

MISCELLANEOUS

Golden Gate, in gal tins, per gal	1 80
" ½ " "	1 85
" ¼ " "	1 90
Pala Grove, pure Cal., qts. .. dz.	7 75
Cooper's qts., ⅋ doz.	10.00
Cooper's pts, ⅋ cs of 2 doz.	10.00
Antonini, J.P.S., qts, ⅋cs..	7.40
Do 1½-gal. tins, ⅋ tin..	2.90
Duret, qts, pts, ⅋ doz cs.	6.00 7.00
Lucca, Crosse & Blackwell's qts.	7.50
Lucca, Crosse & Blackwell's pts, 2 doz	8.25
Lucca, Crosse & Blackwell's ½ pts, 3 doz	7.25

Salad Oil.

Durand Oil.

Quarts, 1 doz. to case, per case..	$1.75
Pints, 2 " " " ..	1.85
½-Pts., 3 " " " ..	1.95

Puritan Salad Oil

Quarts, 1 doz. to case, per case..	2.20
F. Dubec & Fils, 1 dz qts, per case	1.50
Imitation Lucca, qts	1.90

"Primrose" Salad Oil.

Tierces, about 50 gal, gal.	$ .40
1 gal. tins, 10 to case, gal.	.70
5 gal. tins, 1 to case, gal..	.45
½ gal. tins, 20 to cs., gal.	.75
Quart bottles, 12 to cs, doz	1.85
Pint bottles, 24 to cs, doz	1.00
½ pint bot., 36 to cs, doz.	.85

Paprika.

Gordon Packing Co.

1-16 lb .. doz		½ lb.	doz 6 00
⅛ lb doz		1 lb	doz
¼ lb ... d z		Bulk, lb.....	

Peanut Butter

Heron's, 2 doz to cs, per dz.. 2.40

Peels.

Citron, 25-lb box	$ 14
Citron, 10-lb box	14½
Lemon, 25-lb box	11¼
Lemon, 10-lb box	12¼
Orange, 25-lb box	12¼
Orange, 10-lb box	12¾

COLUMN 27.

PICKLES.

Gordon Packing Co.

California—Mixed or Plain.

No. 1, bbls, per gal.	$0.24 to $0.27
No. 1, ½ bbls, per gal.	.26 to .29
No. 1, 10-gal keg, p kg.	2.25 to 2.45
No. 1, 5-gal keg, p keg.	1.15 to 1.25
No. 1, 3-gal keg, p keg.	.80 to .85
No. 2, bbls, per gal.	.22
No. 2, ½ bbls, per gal.	.24
No. 2, 10-gal keg, per keg.	2 10
No. 2, 5-gal keg, per keg.	1 05
No. 2, 3-gal keg, per keg.	.80
No. 3, bbls, per gal.	.14
No. 3, 10-gal keg, per keg.	1 15
No. 3, 5-gal keg, per keg.	.60
No. 3, 3-gal keg, per keg.	.55

SWEET—"PACIFIC."

Bbls, ⅋ gal	51
½ bbls, ⅋ gal.	23
10-gal keg, per keg	5.00
5-gal. keg, ⅋ keg	2 75
3-gal. keg, ⅋ keg	1.75
Square, 1doz ½-gal. ⅋ doz.	2.25
Square, 2 doz ¼-gal, ⅋ doz.	1.60
Square, 4 doz ⅛-gal., ⅋ doz	1.25
Round, qts, ⅋ doz.	3.75
Round, pts, ⅋ doz.	2.50
Round, ½ pts, ⅋ doz.	1.75

Crosse & Blackwell's.

	Doz.
Mxd Pkls, pat tops, pts.	4.15
Mxd Pkles, Pat tops, ½ pt.	2 50
Mxd Pkls, corks, pts.	3.95
Chow Chow, pat tops, pts.	4.15
Chow Chow, pat top, ½ pt.	2.50
Chow Chow, corks, pts.	3.95
Onions, pat tops, pts.	4.15
Onions, pat tops, ½ pts.	2.50

PRETZELS.



Hoeflin Pretzel & Baking Co.,
431 Sixth St.

Hand-made Pretzels a Specialty.

Size 1, 8s, per lb.	12c
Size 2, 8s, per lb.	12c
Size 3, 8s, per lb.	12c
Fingers, 10s, per lb.	12c
Hazlenut, 10s, per lb.	12c

Also furnished in cases, 20 to 30 lbs., at 11c per lb., and barrels at 10½c lb.

Root Beer



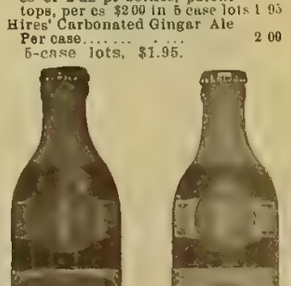
Less 5 per cent. on gross lots

Hires', case of 1 gr.	20 00
6 doz. lots	10 00
3 "	6 00
1 "	1 75

Hires' Carbonated Root Beer cs of 2-dz pt bottles, patent tops, per cs $2.00 in 5 case lots 1 95

Hires' Carbonated Gingar Ale Per case 2 00

5-case lots, $1.95.



Hires' Rootbeer Carbonated and Ginger Ale empty bottles, if returned to Snohu-Patrick Company, will be received by them at 25c. per case of 2 doz. bottles (with case) Delivered at San Francisco.

COLUMN 28.

Saratoga Chips.

(Less 5 per cent)

Boxes, 15 and 30-lb, per lb..$0.20
Cartons, 6-oz. 2 doz in cs, doz 1.30

SAUCES.

SNIDER'S SALAD DRESSING



Pints, 1 doz. in case, doz. $2.75
Hlf-Pts, 2 doz. in case, doz. 1.75



Snider's Oyster Cocktail S'ce pints, 2 doz to c'se, doz .2 40

Same gallon jugs, 6 to case, per gal..... 1 80

Snider's Chili Sauce, pints, 1 doz. to c'se doz .. 2 40

Same, half pts 2 doz. to c'se doz 1 45

Bayle's Tabasco Pepper Sauce, in cases, 6, ½-doz. boxes, per doz. $3 00
boxes of 12 bottles, per doz..... 3.50
Holbrook's W'cestershire, ½'s. 2.40
Do pts. 4.00
Do qts, ...
*Lea & Perrin's Worcestershire, sma" 2.75
*Lea . 'errin's Worcestershire, medium 5.00
*Lea & Perrin's Worcestershire, large 8.25
*5 cases 5c ⅋ doz less.
Ban-ki-por, ½ pts, 2 doz case, per doz 2.40
Ban-ki-por, pts, 1 doz case....3.80
Tobasco, McIlheny 4.10
Tobasco, New Iberia 3.50
Braunhardt's:
Tropical, ½-pts, 2 doz. per case 4.50
" pints, 2 doz. " " 8.10
Bengal Worcester, ½ pt..... .55
Bengal Worcester, pt 1.05
Pepper, sprinkle top, ½ pt.....2.00
Superior Pepper, small ..... .75
Superior Pepper, large 1.50

Pure Food Pk'g Co.

Worcester Sauce, London Club, ½ pts, do ..... .75

Salad Dressing.

Durkee, small, 2 doz, ⅋ doz...2.55
Do large, 1 doz, ⅋ d.....4.30
Do picnic size, 4 dz, ⅋ dz..1.00
My Wife's, 1 dz. 16-oz. case....2.75
My Wife's, 2 doz, ½ pt, cs. 3.40

Alpha Salad Cream.

Jumbo, 1 doz. to case, per case...4.25
Do large, 2 doz. " " ...4.70
Do picnic, 2 " " " ...2.50

El Paso Manfg. Co.
1653 Mission St.



Manufacturers

Flavoring Extracts
Fruit Juices
Syrup
Salad Dressing
Bluing
Ammonia

—

Meat and Salad Dressing, doz. .90

COLUMN 29.

SOUPS.



CAMPBELL'S (1-lb. Condensed). Packed 48 1-lb. cans to case. Straight cases of any variety, or following assortment:

8 Tomato, 6 Vegetable, 4 Ox Tail, 3 Mock Turtle, 3 Chicken Gumbo, 2 Tomato Okra, 1 Julienne, 2 Beef, 2 Consomme, 2 Pea, 2 Celery, 2 Vermicelli-Tomato, 2 Clam Chowder, 2 Mutton Broth, 2 Bouillon, 3 Chicken, 2 Mulligatany.
Price, per doz, any variety .$0.90

Miscellaneous.

Snider's Tomato—3 lb tins 2 doz. in case, per doz $2.60

Same—2 lb tins 2 doz. in case, per doz. 1.35

Van Camp's assid. per doz.... .90
Van Camp's straight, per doz. .90

SALT.



LESLIE SALT.

Free Running—

Cartons, 20 5s.	$ 2.50
Cartons, 24 3s.	2.00
Cartons, 48 2s.	2.75
Caddies, 50 2s.	3.25

Velvet Grain—

Bales, 50 3s.	1.50
Bales, 30 5s.	1.50
Bales, 15 10s.	1.50
Bales, 8 20s.	1.50
50-lb sacks, per ton.	18.00

H. E. H. Liverpool.

Bales of 75, 2's, per bale.....$1.25
Bales of 40, 4's, and 15 10's.... 2.00
Bags, 200s (50s $5), per ton.. 7.50

Rock Salt.

Half-Ground, 100-lb sacks, per ton	$ 3.50
Stock, 100-lb sacks, per ton...	3.00
Liverpool Lump, per ton.....	13.50
Cal. Table and Dairy, pr bale.	1.0
Cal. Table and Dairy, 50's, per ton .	6.25

Package Salt.

Shaker Salt, per doz.	$0.90
R. S. V. P., 3's, 24 to cs, p. cs.	2.25
R. S. V. P., 5's, 20 to cs, p. cs.	2.75

Celery Salt.

Mertens, 1 doz in box..... 1.05

Sauerkraut.

Barrels, per lb.	.02¾
½ bbls .	.03
¼ bbls .	.03¼
3-gal kegs, per keg.	.90
5-gal kegs, per keg.	1.15
10-gal kegs, per keg.	2.25
2-lb tins, 2 doz in cs, doz.	1.35
2½-lb tins, 2 doz in cs, doz..	1.60

COLUMN 30.

SPANISH DELICACIES.

Specialties of the
Spanish-American Food Co.
149-155 Fremont St.
Medal Goods. Paris Exposition.



	Doz.
TAMALES.	
I. X. L., W. G. M. and Kapp & Sheet Brands.	
No. 1 Boneless Chicken Tamales in key-op. cans	1.30
No. 2 Not Boneless Chicken Tamales in key op. cans	1.00
Spanish-American Brand.	
Beef Tamales in key op. cans	.95
Extra Special Boneless Tamales in key op. cans	1.60
Chili Con Carne, 1 lb.	1.20
Enchiladas, in key-opener cans	1.20
FRIJOLES, 1 lb	.90
Tripe, Spanish style, 1 lb	1.25
Minced Deep Sea Clams, 1 pt.	1.00
Minced Deep Sea Clams, 2 pt	1.65
Clam Juice, 1 pt.	.96
Clam Juice, 2 pt.	1.50
Cal. Baked Beans, tomato sauce, 1 lb., 4 doz in case...	.85
Cal. Baked Beans, tomato sauce, 2 lbs., 2 doz to case ...	1.35
Cal. Baked Beans, tomato sauce, 3 lbs . 2 doz to case...	1.75
Chili Beans (Tamale Sauce)	
1 lb, 4 d z to case.	.85
2 lb, 2 " "	1.35
2 lb, 2 " "	1.75
Deviled Oysters, for Sandwiches 4 doz to case	1.40
Pate Chicken Liver for sandws. 4 doz. to case	1.40
Macaroni and Cheese, with Tomato sauce, 1 lb, 4 dz. cs..	.90

Concentrated Soups.

Pints (20 kinds).....doz. .90
Beef, Tomato, Ox Tail, Mock Turtle, Mulligatawny, Rice Tomato, Consomme, Green Pea, Bean, Clam Chowder, Vegetable, Chicken Rice, Chicken Barley, Chicken Giblet, Chicken Gumbo, Cream Chicken, Cream Celery, Beef Bouillon, Chicken Bouillon, Clam Bouillon.
Quarts (9 kinds)...doz. $1.85
Chicken; Beef, Mock Turtle, Ox Tail, Tomato, Mulligatawny, Vegetable, Clam Chowder, Cream of Celery.

Truffles.

Rilhac, 100/¼'s, per doz.	12.00
Rilhac, 100/ 1-16's, per doz.	3.00
La Forrest, 100/¼'s, per doz.	17.00

Vinegar.

	½ Bbl.	10 bbl.	5 gal.	3 gal.
30 grain....	08	10	1 15	65 50
40 grain....	10	12	1 35	75 60
50 grain....	12	14	1 70	90 80
60 grain....	14	16	2 00	1 10 95
80 grain ...	16	18	2 65	1 50 1 25
90 grain....	18	20	3 50	1 85 1 65
100 grain....	20	22	3 85	2 10 1 85

Hammond's Vinegar.

Salad, qts, per doz. 1.25

Yeast Cakes.

Great Western	1.00
Gillett's Magic	1.20
Yeast Foam	1.20

COLUMN 31.

Department 19.

GROCERY SUNDRIES.

Axle Grease.

H. & L., per case.....$1.50
C. & S., 2-doz case, per case... 2.00
" 5 cs lots.....1.95
" 10 cs lots.....1.85
Frazer's, 2 doz tins, per case..2.25
Frazer's, 4 doz wd, per case... 3.60
Frazer's, 15-lb pails..... .85
Mica, 3 doz tins, per case..... 2.25

Paper Bags.

Automatic, Self-opening, 500 in pkg.

List.	
½-lb	$1.00 8-lb 4.80
½-lb	1.20 10-lb 5.20
1-lb	1.60 12-lb 6.30
1½-lb	1.70 14-lb 8.30
2-lb	2.00 16-lb 9.00
3-lb	2.50 20-lb 10.00
4-lb	2.90 25-lb 11.00
5-lb	3.40 30-lb 13.00
6-lb	4.00 35-lb 15.00
7-lb	4.40

Discounts from above List:
...(Cheapest).....50 pct and 5, 10's
Eagle or Equal...50 pct and 2, 10's
White Fibre, or any white bag, ...50 pct and 1, 10's
Mikado (striped).....40 pct
Sugar Bags, broad bottom, lb....06
Lion, 40 per cent and 1....1.10

Bluestone.

Barrels, per lb (5 bbls 5½c) .$0.05¾

Bathbrick.

Bristol, 2 doz, per case (25 case lots 67½c) $0.70
Powdered, 20 1's, per case 1.15
Powdered, 40 ½'s, per case 1.25

CANDLES.

Adamantine.

Schneider's 10 oz, 20's.....$0.07
Schneider's 12 oz, 20's..... .08½
Schneider's 14 oz, 20's..... .09¾
Paraffine, 20 1 lb. cakes...1.90
do, 5 bx. lots.....1.80
do 40 1 lb cakes.....3.80
do 5 bx lots.....3.65
do 100 1 lb cakes.....9.50
do 5 bx lots.....8.50
P. & G. Adamantine, 10 oz. 8¼
do 12 oz. 9¼
do 14 oz. 10½
Yacht Club Quartz Candles
20 sets 14 oz..... .10
40 sets 14 oz. ..... .09¾

Stearic.

Schneider's 14 oz 20's or 40' .12
Schneider's 16 oz 20's or 40's. .13½

Paraffine, Etc. Per lb.

4s, 6s, in cartons of 36-lb bxs..10¼
12s, in cartons of 36-lb bxs.....10¾
½-lb, in cartons of 25-lb bxs...10¼
1-lb, in cartons of 25-lb bxs....10¼
Colored 1c higher.
Beeswax, pure for churches.. 40
Do No 2..... 30
Do No. 3..... 25
Christmas, all sizes.....@ 8½
Do holders, ℔ gross..... 85
Wax Tapers, ℔ doz pkgs (℔ gross 8.00).....65 75
Night Lights, German, on pap & wd, (doz 40)..... 65
Do French, on tin, doz.. ..... .50, .75, 1.10

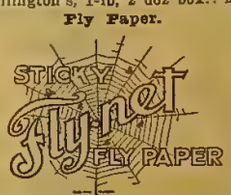
Cordage.

Basis price: Manila 14½c. Sisal 9¾c (5,000 lbs ¼c, and 10,000 lbs ½c less.)

Egg Food.

Pratt's, 26-oz, 2 doz in cs....$2.25
Wellington's, 1-lb, 2 doz box.. 2.00

Fly Paper.



Fly-Net, Per case $2.60
Magnet, per case.....$2.50
Tanglefoot, per case..... 2.90
Tanglefoot Holders, per case of 50 75

Fruit Jars.

(Net cash — no discount)

Mason's, pts, per gr..... ?7.10
Mason's qts, per gr..... 7.80
Mason's, ½ gals 11.15

Fruit Jar Caps.

Porcelain, 6 doz to box, per bx 2.70

Fruit Jar Rubbers.

No. 1 white, per lb..... 50-60c
"Gold Seal," cartons, per gr.. .75
"Badgers," cartons, per gr.... .60

Hops.

No. 1, ¼ lb, 30-lb. box, lb..... .28
No. 1, ½ lb, 30-lb box, lb..... .28
No. 1, 1 lb, 30-lb box, lb..... .28
Less than 30-lb boxes..... .29

Horseradish.

½-pts, 2 doz in box, doz..... 1.10
Pts, 1 doz in box, per doz.... 1.50
Qts, 1 doz in box, per doz..... 2.75
Bulk, per gal ..... .75

Glue.

Le Page's, 1 oz, per doz..... .75
Le Page's, 2 oz, per doz..... 1.15
Le Page's ½-gill tins, per doz. 1.20
Le Page's, 1-gill tin, per doz.. 1.60
Standard, small, per doz..... .50

COLUMN 32.

EUREKA INSECT EXTERMINATOR.



Manufactured by
Jos. Pusch, 525 Front Street, San Francisco.

10c size, doz ..... .75
25c size, doz 1.75
60c size, doz 4.50
1.00 size, doz 8.00

Harmless to persons or animals; does not irritate the skin or injure the eyes.

MATCHES.

Metropltan, full count, per tin.$1.15
Universal, shrt count, pr tin .85-.90
Boys' block pap pkg, per doz .10
Swedish Safety, per gross..... .80
Swedish wind, 1 gross..... 85
Vulcan Paraffine, 65s, ℔ gross (50 gross 50c) .....50 .55
Japanese Safety, per gross..... .50
Squirrel Matches, 55s, per gross .43
Ship Safety Matches, la ge, gross .75
" " small, " .65

Diamond Match Co.'s.

Anchor, 200 ..... 1.70
..Do 500s..... 4.00
G. G., 60s..... 2.75
Red Top Safety 3.25
S. & C., Eastern Parlor, 80s.... 4.25
Press, 100s, 5-gross cs..... 4.75
Little Star, per cs..... 2.25
Search Light, 500s, large 1 gr.. 4.75
(Discount of 25c per case on 5 cs lots)

Paper, Wrapping.

Butter, White, ℔ ream..... 20
Do Waxed ℔ ream..... 25
Manilla, No. 2, roll, any sz. lb. .30
Manilla, No. 1, rolls or reams, ℔ lb..... 5
Straw, ℔ ream..... 70
Do rolls any size, ℔ lb.... 3¼
Drab, ℔ ream..... 60
Do rolls any size, ℔ lb.... 2¾
Metropolitan White Fibre Rolls, per pound 4

Paper, Toilet.

Columbia, in rolls, 7 oz, per cs of 100 .....2.75
Royal, 100 rolls of 500 shts.....4.00
Pilot, 100 tablets of 500 shts..3.75
Golden Eagle, 100 tablets of 1,000 sheets 8.00

Polishes, Shoe.

Mason's.

Mason's Colt-Coron-Ide Per gross $4.70; per doz. 40c
Mason's Paste Stove Polish Per gross $4 70; ¼-gross $1 20
Mason's Challenge, per doz..... .40
Mason's Challenge, per gross... 4.70
Challenge Shoe Dressing, small per doz ..... $ 75
" large " " 1 50
Russett Comb'n. shoe Dressing small, per doz 75
" large, " " 1 50
Black Comb'n Shoe Dressing small per doz 85
Patent Leather Polish, per doz ..... .60
Mason's, No. 4 .. .45
" " per gross 5 20
" No. 3 per doz ..... .35
" " per gross. 3 40
" No 2 per doz .30
" per gross..... 3 00
" No. 1 per doz .25
" " per gross . 2 80

Scott & Gilbert Co.

Manufacturers.
211-216 Mission St., San Francisco



In 3 dozen cases per

Alaska Seal Oil	20 00
Top Notch	15 00
Russian	12 00
Boss	9 00

Bixby's.



Jet Oil ..... per doz. .85
Jet Oil, 3 doz. in box with Marvel Brush Free 2.55

COLUMN 33.

BIXBY'S—Continued

Royal Polish ..... per doz. .85
Royal Polish 3 doz. in box, with 8 pkgs. 5c Carpet Tacks free 2.55
Shoe Satin, Small Comb, per doz. .80
Shoe Satin, Large Comb, per doz 1.25
No. 5, Shoe Satin Paste, per doz .40
No. 10, Shoe Satin Paste, p doz .85
Satinola, Small Comb..... .80
Satinole, Large Comb 1.25
No. 5, Satinola Paste..... .40
No. 10, Satinola Paste..... .85
"BBB" Blacking Size M 3 dz. in box ..... } 1.25
½doz. paste free ....
"BBB" Blacking, Size B. 3 doz. in box .... } 2.50
1 doz. paste FREE ....

Polish, Stove.

Rising Sun, large pkg, ℔ gross.6.25
Do 5-gross lots, ℔ gross..6.00
Do Small pkg, ℔ gross....4.25
Sun Paste, large, ¼ gross, per gross 3.00
Sun Paste, small, ¼ gross, per gross 5.00
Enameline, No. 4 tins, ℔ gross.5.00
Do No. 6 tins, ℔ gross.....8.25
Do Liquid, pt-tins, bx 3 doz.2.25



Small, 3 doz. to cs., per cs..$1.50
Large, 3 doz. to cs., per cs. 2.50
(½ doz. free with each case)

Polish, Metal.

Electro Silicon, 1 gr in case, per doz ..... .80
Brilliantshine, ½ pts, per doz.. .90
Brilliantshine, pts, per doz.... 1.70
Brilliantshine, qts, per doz.. 3.10

U. S. Metal Polish.



	Doz.
POLISH	
Qts.	$3 00
Pts.	1 70
½ Pts.	90
PASTE	
lb	$3 00
½ lb	1 75
3 oz	50

Barkeepers Friend powder gr $18.00

U. S. METALLIC POLISH PASTE is put up by a Practical Chemist; also in Liquid Form. Free from Acid or Grit. 20 years in the Markets of the World. **J. T. WILSON,** Pacific Coast Agt., 1770 15th St., S. F. For sale by all dealers. Also the Barkeepers' Friend Cleaning Powder.

Rope.

Manila, 1¼-in. cordage 11
Sisal, 1¼-in. cordage 10¼

Seeds.

Anis 11
Canary 6¼
Caraway 8 10
Celery 15
Coriander 15
Cumin 13
Flax, ground 4
Flax, whole 3¾
Hemp, sacks 4¾
Millet 6
Mustard 7
Poppy (Or. grs 9¾) 10¾
Rape, Cal 6½
Bird gravel 40 2s 2 00
Bird Seed Mixed (8 -1-lb pkg

Original sacks less

Sheep Dip.

Little's, 10½ gal tins, per gal$1 05
Little's, 5-gal drums, per gal 1 05
Smith's, 10½-gal tins, per gal .95
Smith's, 5-gal drums, per gal .95

Twine.

Cotton, 4 ply, 100-lb bls. per lb 10
Do 3 ply, 100-lb bls. per lb .10
Do 2 lb cone, per cone .44
Hemp, 8-oz balls per 3 lb pkg .70
Do, 4-oz. balls per 3-lb pkg .75
Do 2-oz balls ℔ 3 lb pkg
Sack, 4 ply, 12-lb pkgs per lb .

Wax.

Fruit 25 1-lb pkgs. .30
Japan, per lb .30
Beeswax .35

Wax Strings

12-in lb pkg to cigs, each 1 .
14-in lb pkg to cigs, each 1 .

COLUMN 34.

COLUMN 35.

Department 20.

WOOD AND WILLOW WARE

AXE HANDLES.

Ex. 36-in doz $2.25
No. 1, 36-in., doz..... 1.75
No. 2, 36-in., doz..... 1.35
No. 3, 36-in., doz..... 1.05
Ex. 38-in., doz..... 4.00
Ex. 40-in., doz..... 4.25

BASKETS.

	Per Doz.
Cal., Open, Spruce, No. 3..	.60
Cal., Open, Spruce, No. 4..	.60
Cal., Open, Spruce, No. 5..	.84
Cal., Satchel, Spruce, nest, 0-6	1.10
Cal., Satchel, Spruce, nest, 1-6	1.00
Cal., Satchel, Spruce, nest, 1-11	.71
German market, nest of 4	1.25
Clothes, Oval, Wil., No. 0.	6.50
Clothes, Oval, Wil., No. 1.	6.00
Clothes, Oval, Wil., No. 2.	7.50
Clothes, Oval, Wil., No. 3.	9.00
Clothes, Oval, Wil., nest 4...	3.17
Japanese Telescope, nest of 5, size 18x12x7.....	1.80
Same, size 20x13¾x7.....	1.25
Same, size 24x15x10.....	1.75

BOWLS, WOODEN.

	Per Doz.
Maple, No. 1, 11-inch.....	.75
Do No. 2, 13-inch.....	1.50
Do No. 3, 16-inch.....	2.75
Do No. 4, 17-inch.....	4.25
Do No. 5, 19-inch.....	5.75
Do No. 6, 21-inch.....	7.50
	Per nest.
Maple Nests, 3, 13, 15, 17-inch	.71
Same, 4, 13, 15, 17, 19-inch	1.20
Same, 5, 13 to 21-inch...	1.81

BROOMS.

	Per Doz.
Patent Cap, No 1.....	3.80
Patent Cap, No 2.....	3.60
Patent Cap, No 3.....	3.35
Extra Patent, No 1.....	3.35
Extra Patent, No. 2.....	2.60
Extra Patent, No. 3.....	2.40
Ladies' Pride, No. 1.....	3.35
Ladies' Pride, No. 2.....	2.60
Ladies' Pride, No. 3.....	2.40
Little Beauties	3.00
Ladies' Delight	2.80
Toy, 2 strings.....	.90 1.35
Wisp, 2 strings	.90 1.25

BRUSHES.

	Per Doz.
Dust	2 00 12 00
Scrubbing	65 3 00
Dandy	1.50 5 75

Shoe Brushes.

No. 1, black tampico 1.10
No. 2, bristles 1.65
No. 3, white bristles ... 1.75
No. 4, bristles 2.00
No. 5, white bristles 2.25
No. 6, horse hair 2.70
No. 7 bristles 3.00

Stove Brushes.

	Per Doz.
No 1 tampico, handles	90c-$1 10
No 2 bristles handles	1 85
No 3 tampico handles	1 85
No 4 bristles handles	3 25

Ox Fibre Brushes.

	Per Doz.
Scrub, T. & B., 9x2½ in face	.80
Do Hub, 10x1¾ in face.	2.00
Do Magic, 7¼x2 in face	1.10
Do Owl, 6¼x1½ in face	.85
Do Cat, 10½x2¼ in face	1 60
Do Rat, 8¼x2¼ in face	1.25
Do Mouse 6¼x2¼ in fa	1.00
Do Alligator 10½x2¾ in face	2.25
Do Goose, 8¾x2¾ in fce	2.00
Do Duck 6¼x2¾ in fce	1.50
Stove Hustler 8½x2½ in face	2.25
Sink, Bell, 3½x2½ in face	1.40
Sink Gong 4¾x3¾ in face	2.25
Horse Pointer 10x3¼ in face	3.00
Creamery, Jersey, 9x6 in face	3.25
Creamery, Holstein, 9½x5½ in face	3.50
Dust, Peacock, 10½x4 in face	2.25
Hand, Windsor, 4½x1¼ in face per gross	6.00
Whitewash, Snowstorm, 9-in per doz	2.00
Same 8-in, per doz	1.75
Same 7 in, per doz	1.50

CAN OPENERS.

Diamond per doz $0 75
Crown per doz 1 25
Safeties per doz 2 25

CARPET SWEEPERS.

Bayonette per doz 25 00 to 27.00
Wing per doz 24.00

CHEESE RAFES.

Round No 1 10 in $2 20
Round No 2 22 in 2 25
Round No 3 24-in 2 50
Square each 4 00

Clothes Line.

Hemp, 40 foot per doz .. .40 80
Hemp, 60 foot per doz .. 1 25
Cotton, 40 foot per doz .. 80
Cotton, 60 foot per doz 1 20
Cotton, 75 foot per doz .. 1 75
Sisal Hemp, 40 feet per doz 1 25
Sisal Hemp, 60 feet per doz 2 50
Bench Cord, 75 foot per doz 1 75
Bench Cord, 90 foot per doz 2 00
Bench Cord, 97 foot per doz 1 00
Wire Cord, 75 foot per doz 1 60
Wire Cord, 100-foot, per doz . 2 75

COLUMN 36.

Clothes Line Pulleys.

Galv. Iron, per doz.....$0.50

CLOTHESPINS.

Common, per bx of 5 gross .65
U. S. Patent Spring, per gr .60

COFFEE MILLS.

Enterprise, Family, No. 1, doz.$2.50
Enterprise, Family, No. 2, doz. 3.50
Enterprise, counter, ea....5.50-35.00

CORKS.

Wine, pt size, per M.....$4.75
Wine, qt size, per M..... 5.25

Demijohns.

Discount 50-10—5 per cent

¼-gal., doz..$3.25 2-gal., doz..$10.50
½-gal., doz.. 4.50 3-gal., doz.. 13.50
1-gal., doz... 6.50 5-gal., doz.. 19.00

Dust Pans.

No. 1 Japan, doz..... .63
Covered, doz 1.25
Janitor, doz 2.25

Dusters.

China, fancy colored, doz.... .80
Standard Turkey, No. 10, doz.. 1.60
Standard Turkey, No. 12, doz.. 2.10
Standard Turkey, No. 14, doz.. 2.75
Standard Turkey, No. 16, doz.. 3.25
Standard Turkey, No. 18, doz.. 3.75

DOOR MATS, COCOA.

	Per Doz.
Light, No. 1, 14x24.....	4.00
Do No. 2, 16x27.....	5.50
Do No. 3, 18x30.....	7.25
Do No. 4, 20x33.....	9.00
Medium, No. 1, 14x25.....	5.25
Medium, No. 2, 16x27.....	6.75
Medium, No. 3, 18x30.....	8.50
Medium, No. 4, 20x33.....10.25	
Extra, No. 2, 16x27.....	9.50
Extra, No. 3, 18x30.....12.50	
Extra, No. 4, 20x33.....15.00	
Extra, No. 5, 22x36.....18.00	
Keystone Steel Mats.....	

Faucets.

Cork lined, No. 1, doz.....$0.60
Cork lined, No. 2, doz..... 75
Cork lined, No. 3, doz..... 90
Cork lined, No. 4, doz..... 1.25
Cork lined, No. 5, doz..... 1.50
Molasses Gates $0.25
Self-Measuring Faucets, each. 3.00
Syrup Pumps (Ent'rprise), ea. 5.75
Syrup Pumps with auger, ea.. 6.00

Ironing Boards.

4-ft., per doz..... 4.20
4½-ft., per doz..... 4.75
5-ft., per doz 5.25
5½-ft., per doz 5.75

LAMP CHIMNEYS.

XX Eureka Grade.

Eureka Crimp Top in Cartons.

	Per Doz.
No. O or E, 6 doz. in case	.75
No. 1 or A, 6 doz. in case	.75
No. 2 or B, 6 doz. in case.	.95

Eureka Electric.
In Cartons.

No. 2, 6 doz. in case, per doz. 1.00

Lantern Globes. per doz
Packed 5 doz. in case.... .70

Eureka Rochester.

	Per Doz.
No. 1, 6 doz. in case....	.85
No. 2, 6 doz. in case.....	1.05
No. 3, 6 doz. in case.....	2.10

Macbeath Pearl Top.

No. 1 or A, 6 doz. in case.	.85
No. 2 or B, 6 doz. in case.	1.05

La Bastie.
Heaviest and best in market.

	Per Doz.
No. A, plain bulk, 6 doz. in case	1.20
No. B, plain bulk, 6 doz in case	1.50
No. A, crimp bulk, 6 doz. in case	1.30
No. B, crimp bulk, 6 doz. in case	1.60

Common Chimney.

	Per Doz.
No. 0 or E, 6 doz. in case.	.40
No. 1 or A, 6 doz. in case..	.45
No. 2 or B, 6 doz. in case.	.65

Common Rochester.

No. 1, 6 doz. in case.....	.80
No. 2, 6 doz. in case.....	.90
No. 3, 3 doz. in case.....	2.00

Lamp Burners.

0 or E, per doz.....	$0.50
1 or A, per doz.....	60
2 or B, per doz.....	75
(Blaze fits 13 collar, takes E wick)	
Solar Burners, doz	1.50

LEMON SQUEEZERS.

Ball, per doz $0.50
Glass, No. 1, per doz..... 60
Glass, No. 2 (for oranges) doz 85

MOPS AND HANDLES.

	Per Doz.
9-lb. Mops	1.20 and 1.50
12-lb Mops	1.60 and 2.00
Patent Mop Handles	1.00
Plain Mop Handles	.90

PAILS.

	Per Doz.
Wood, painted, 3 hoops...	2.25
Wood, varnished, 3 hoops	2.25
White Cedar, 3 galv hoops	2.75
Fiver	3.50
Galvanized, 10 quarts	1.75
Galvanized, 12 quarts	2.05
Galvanized, 14 quarts	2.35

SHELF PAPER.

	Per gross.
Narrow, assorted colors.	.12
Wide, assorted colors....	.35

COLUMN 37.

TUBS.

White Cedar—No. 0, 13.00; No. 1, 10.50; No. 2, 9.00; No. 3, 8.00.

Painted or varnished—No. 0, 11.40; No. 1, 9.60; No. 2, 8.40; No. 3, 7.20.

Fiber—No. 0, 18.00; No. 1, 14.50; No. 2, 12.50; No. 3, 11.00.

Galvanized—No. 1, 5.50; No. 2, 6.20; No. 3, 7.20.

WASHBOARDS.

	Per Doz.
California, regular size.....	2.10
California, small	.90
Stag	2.75
Bronze	3.50
Good Enough	2.25
Anchor, single	1.90
Nameless	2.25
Peerless, double	3.50
North Star	3.50
North Star, protector....	4.00
Crystal Glass	4.00
Misses	1.50
Toy	.90

WICKING.

	Grs.
Lamp, 0 or E, ⅜-in.....$0.30	
Lamp, 1 or A, ⅝-in.....	.40
Lamp, 2 or B, 1-in.....	.60
Lamp, 3 or D, 1½-in.....	.90
No. 1 Rochester	2.00
No. 2 Rochester	2.75
No. 3, Mammoth	9.25
Junior Rochester	1.50
Stoves, 3-in	1.80
Stoves, 3½-in.	2.25
Stoves, 4-in	2.50
Stoves, 4½-in	2.90
Stoves, 5-in	3.50

WRINGERS.

Wood Frame Novelty.

Two top screws; iron tub clamps.

	Per Doz.
No. 350, 10x1¾ in	30.00
No. 351, 11x1¾ in	36.00
No. 352, 12x1¾ in	42.00

One top screw; wooden top clamps.

No. 360, 10x1¾ in.....	31.00
No. 361, 11x1¾ in.....	36.00
No. 362, 12x1¾ in.....	42.00

Ball Bearing.

No. 380, 10x1¾ in..... 40.00

MISCELLANEOUS.

Barrels, paper, 100-lbs, ea.	.80
Barrels, pa., 50 lbs ea.....	.65
Barrel Covers, 17-in. (flour barrel size), per doz.....	1.80
Barrel Covers, 21-in (sugar barrel size), per doz.	2.70
Basins, fiber, 12-in., pr dz.	2.25
Basins, fiber, 1½-in., per doz.	2.50
Brownies, per doz....85, 1.15	1.35
Butter Ladles, plain, doz....	45
Butter Ladles, clays, doz	85
Butter Spades, doz	40
Dishes, oval 1, 2 and 3-lb, per 1,000.....2.20, 2.30,	2.90
Dishes, wire end..... ....1.35, 1.80, 2.35, 2.85,	3.25
Egg Beaters, Dover.....	1.00
Lemon Squeezers, fiber, dz	1.25
Measures, fiber, 4 pcs..... (Set pt., qt., ½ gal and funnel)	1.25
Lanterns, O Tubular, doz.	5.00
Lanterns, candle, frame, only doz.	1.00
Lantern Candle, with chimney, doz.	1.75
Lantern globes, in bbls. 70@	95
Mouse Traps, 1 to 6 holes, doz., 6 holes.....	.60
Traps, mouse, "Does-it-easy," doz.	25
Traps, rat, "Blizzard," doz....	1.25
Nest Eggs, per doz.....	20
Oil Cans, 1 gal., cush., per doz 1.50-	4.50
Oil Cans, 1 gal., galvanized Iron	2.00
Oil Cans, 5 gal., galvanized Iron	6.00
Potato Mashers, per doz.	45@75
Rolling Pins, per doz.	1.20 and 1.45
Spoons, wooden...30c, 37c	.65
Step Ladders, each per ft	.17 .40
Tacks, steel, asstd, 2-oz, doz...	25
Tacks, Common, 2 oz., doz..	8½
Tapers, gas, 30/17-in, stgs. doz	65
Tobacco Cutters, standard, ea	80
Toothpicks, per case, 110 box	2.25
Twine Holders, hanging, doz.	2.00
Twine Holders, counter, doz..	3.10
Spittoons, fiber, 13-inch..	6.00
Spittoons, fiber, 12-inch..	4.75
Spittoons fiber, 9-inch...	4.00
Whips	90
Window Screens, 12-in., doz.	1 60
Window Screens, 18-in . doz	2.20
Window Screens, 24-in. doz .	2 61

STATIONERY.

Blank Books.

Counter, 48-leaf	$ 50
Counter, 92-leaf	75
Cap Day & Ledger, per 100 pp	10@ 40
Full bound	50@ 75

Writing Paper.

	Ream
Commercial Note, 5lb ...	45@ 75
Commercial Note, 6lb ..	50@ 90
Letter, 10 lb, ex.....	90@1.50
Cap, 12 lb, ex.....	1.00@1.80

COLUMN 38.

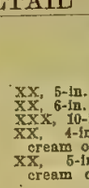
Envelopes.

	Per M
XX, 5-in.	1.00@1.50
XX, 6-in.	1.10@1.60
XXX, 10-in.	2.80
XX, 4-in, Baronial, cream or white	1.40@1.80
XX, 5-in., Baronial cream or white.....	1.60@2.00

Inks.

Scott & Gilbert Co.,
Manufacturers,
214-216 Mission Street, San Francisco

SUNSET BLUE BLACK



	gross
Cones, 3 dozen case.	$4.50
2 oz. round studs 3 dz..	4 50
	doz.
4 oz. round studs, 3 dz.	75
½ pints, 2 doz case..	1 25
Pints, 2 doz. in case	2 00
Quarts, 1 doz. in case	3 50
	gal.
5 gallon kegs	70
10 gallon kegs .	60
Barrels	50
Assorted colors.	doz.
1 oz, stands, any color	50
2 oz. stands, any color	75

BLACKSTONE MFG. CO.
1960 Howard St., S. F., Cal.



	Gross
Cones, 3 doz to cs.....	$3.75
2-oz., Rnd Cylndr, 3 doz to cs..	3.90
3-oz., Rnd Cylndr, 3 doz to cs..	5.75
4-oz., Rnd Cylndr, 3 doz to cs..	6.50
	Doz.
8-oz., Rnd Cylndr, 2 doz to cs..	1.15
16-oz., Rnd Cylndr, 1 doz to cs.	2.00
Full qts., Rnd Cylndr, 1 doz to cs	3.75

Above prices are for Jet Black, Blue Black, Green, Blue, Violet and Carmine Inks.
(Copying Inks 10 per cent additional.)

Miscellaneous.

Carter's or Sanford blk cylinder, gross	4.50
Sanford's, 4 oz., black cylinders, doz.	60
Sanford's ½ pt, doz.....	1.75@2.00
Sanford's pts, doz	3.00@4.50
Sanford's qts., doz.	5.00@7.50

Lead Pencils.

	Gross.
Plain cedar	60
Black polished	1.10
Cedar, rubber tip	1.00
Red polished, metal rubber tip	1.50@3.50
Carpenters'	1.75@2.25
Eagle Automatic, doz.. doz.	85@2.00 40@1.80



Mucilage

Scott & Gilbert Company
Mnfrs., 214-216 Mission St
San Francisco, Cal.

SUNSET EXTRA HEAVY

	doz.
2 oz. cones, 3 doz. cs.	37½
3 oz. cones, 3 doz. cs.	75
½ pints, 1 doz. case	2 00
Pints, 1 doz. in case	3 50
Quarts, 1 doz. in case	7 00
Gallons, ½ doz. ea case	20 00

Blackstone Mfg. Co.
1960 Howard St. S. F., Cal.

	Gross.
2-oz. Cones, 3 doz. to cs.....$4.00	
3-oz. cylndrs. 3 doz to cs.....	5.75
	Doz.
8-oz. round, 2 doz to cs.....	1.75
16-oz. round, 1 doz. to cs....	3.00
Full qts., 1 doz. to cs.....	5.00

Bulk quotations (5, 10 and 30-gal.) on application.

Steel Pens.	per gr. Gross
Railroad, 1 gross in box.....$0.40	
Stub No. 413	40
Falcon	40
Bank	40
Easy Writer	60
Extra Fine	45
Elastic	45
Railroad Stub	40
Ladies' Falcon	40
School	40
Spencerian No. 1	85
Gillotts No. 404	60
Gillotts No. 303	1.00

COLUMN 39.

Department 22.

TOBACCO, CIGARS, SMOKERS' SUPPLIES, ETC.

AMERICAN TOBACCO CO.

Plug Tobacco.

Battle Ax, 16 oz, 3x12, 6 cuts, 12, 24 lb .	40
Big Gun, 8 lb. butts, also 16 lb. butts, 16 oz., 3x12, 6 cuts.....	45
Brandywine 4 to lb., 2¼x9, 3 cuts, 4 and 8 lb	47
Bullion, 16 oz, 3x12, 12 lb.... " 6 to lb., 1x6, 20 lb	48 51
Burr Oak, 16 oz., 3 x 12 emb., 6 and 12 lb.	44
Climax, 16 oz, 2x12, 6 cuts, 6, 12 and 30 lb	46
Climax, 7 oz, 2x12, R & R 6 cuts. 7, 10½ and 21 lb. .	49
Climax, 7 oz, 3x12, thin, 7 and 14 lb	49
Climax, 6 to lb, 2x8, Twin 4s. 4 lb boxes	51
Climax, 14 to lb, 1x8, Figs 4 lb boxes	55
Cross Bow, 14 oz, 3x12, 4 cuts 14 lb	39
Drummond Nat., 5½ oz. 3x12, 8 cuts, 5, 8, and 12 lb	64
Five Brothers, 4 oz, 3x6, 2 cuts, 4 and 8 lb....	66
Gold Rope 7 to lb. 3, 6, 12 lb	57
Gold Rope 14 to lb. 4, 8 lb	59
Good Luck, 3x6, 10 lb.	46
Granger Twist, 12 and 15 lb	46
Horse Shoe, 16 oz, 3x12, 6 cuts, 8, 12 and 24 lb	45
J T., 7 oz, R & R, 2x6, 2 cuts, 10½ and 21 lb	40
J. T., 7 oz. 8mo. 2x6, 2 cuts, 10½ and 21 lb.	40
J. T., 14 oz, 8mo. 3x12, 4 cuts, 10½ and 21 lb. ..... R & R...	40
Newsboy, 48 plugs to 10 lbs. 2¼x4½, 10, 15 and 25 lb.....	43
Nobby Spun Roll, 7 to lb, 1½x8½, 3, 6 and 12 lb.....	58
Old Honesty, 15 oz, 3x12, 6 cuts, 7½, 15 and 30 lb	45
Old Kentucky, 6 to lb, R. & R., 8, 16½ and 25 lb...	49
Old Peach and Honey, 6 to lb 8 lb. butts.....	49
Out of Sight, 12 butts, 12 oz., 3x12, 3 cuts.....	36
Piper Heidsieck, 5½ oz, 2¾x8, 3 cuts, 4, 7, 14 lb	70
Red Cross, 16 oz, 3x12, 4 cuts 12 and 24 butts	34
Red Ribbon Twist, 10 to lb, 6 inch, 8 lb pecks, 16 lb. ½ bus	41
Saw Log, 16 oz, 2x12, 6 cuts, 24 lb.....	47
Saw Log, 32 oz, 3x12, 12 cuts, 32 and 48 lb	47
Something Good, 5½ to lb, 2x4 9, 18 lb.....	46
Spear Head 16 oz, 2x12, 6 cuts, 6, 18 and 30 lb.	46
Spear Head, 7 oz, 2x12, 6 cuts, 7, 10½ and 21 lb	40
Standard Navy, 14 oz, 3x12, 4 cuts, 14 and 28 lb.	39
Star, 16 oz, 3x12, 6 cuts, 12, 24 and 52 lb	46
Weissinger's Special, 5 1-3 oz., 3 x 12 emb, 2, 6, 12 lb.	64
W. N. T. Nat. Leaf, 6 and 12 lbs., bxs., 5½ ozs., 3x12....	58

Smoking Tobacco.

(5-lb Cartons, 25 and 30-lb cases.)

Seal of N. C., 1⅝ oz, foil.....$0.68	
Seal of N. C., 3½ oz, foil.....	.62
Seal of N. C., 8 oz, foil.....	.59
Seal of N. C., 16 oz, foil.....	.59
Old Gold, 1⅝ oz, foil or pouch	.70
Old English curve cut, 1⅝ oz	.74
Old English curve cut, 3½ oz (In curved tins.)	.74
Pedro, 2½ oz, foil.....	.49
Pedro, 2½ oz, pouch.....	.51
Pedro, 2½ oz, assorted.....	.50
Pedro, 16 oz, tin canisters....	52
Dixie Queen, 1⅝ oz, foil.....	.40
Dixie Queen, 16 oz, tin canisters, 6-lb cartons, 24-lb cas	.43
Duke's Mixture, 1⅝-oz sack..	39
Arlington, 1⅝ oz, foil.....	.65
Cross Cut, 1⅝ oz, foil.....	.60
Duke's Cameo, 1⅝ oz.....	.42
Duke's Cameo, 2½ oz, foil....	.45
Melrose, 1⅝ oz, foil.....	.65
Fragrant Vanity Fair, 1⅝ oz, foil	.95
Red Indian Plug Cut, 1⅝ oz and 3½ oz, foil.....	.42
Red Indian Plug Cut, 16-oz pails	.44
Fashion, 1⅝ oz	.41
Fashion, 16-oz pails.....	.44
Bull Durham, 1 oz.....	.65
Bull Durham, 1⅝ oz.....	.65
Bull Durham, 3½ oz.....	.60
Bull Durham, 8 oz.....	.58
Bull Durham, 16 oz.....	.58
Pick Leaf, gran, 1 oz, 25-lb cs	.60
Corn Cake, gran, 1-lb bags, 25-lb cases, per lb.....	.28
Echo Plug Cut, 1⅝ oz.....	.48
Red Bell, 1⅝ oz.....	.42

COLUMN 40.

Red Bell, 16-oz pails.....	.43
Oriental Mixture, 3½-oz tin..	1.00
Imperial Mixture, 2½-oz tin.	1.20
Plum, 1⅝ oz, foil.....	.62
Three Kings Mixture, 3½-oz tins	1.35
Monte Cristo Mixture, 3½-oz tins	1.50
Yale Mixture, 1-oz tin.....	1.35
Yale Mixture, 1⅝-oz tin.....	1.60
Yale Mixture, 3½-oz tin.....	1.55
Honey Dip Twist, 10 to lb....	.46
Master Workman, 10-oz plug, smoking	.46
Old Virginia Plug, smoking, 5 oz, 10½ lb., 6x5.....	.42

Fine Cut Chewing.

Hiawatha, 1 oz.....	.59
Hiawatha, 10-lb bulk, bright or dark	.59
Hiawatha, b'ght or d'k, 1-lb tins, 5-lb. pails	.58
Sweet Cuba, b'ght or d'k, 1-lb tins, 5-lb. pails	.46

Cigarettes.

Fragrant Vanity Fair $4 08	
Duke's Cameo	4.08
Sweet Caporal	4.08
Virginia Brights	4 08
Old Dominion	3.98
Pets (foil packages).....	6.52
Richmond Straight Cuts.....	6.62
Turkish Trophies	7.75
Egyptian Deities, No. 1, 10s..	21.50
Egyptian Deities, No. 2, 10s	$18.36, 19.33
Mogul	11.12

Cheroots, Etc.

Vaporettes in tin foil, 5 for 10	14.00
Old Virginia Cheroots, 5's....	14.00
Jumbo Stogies, 100 in carton .	12.50
Between the Acts Little Cigars, 10's, tin and paper..	8.50
Bengal Little Cigars, 10's....	7.50
Royal Bengal, 10 in pkg.....	12.00
Van Bibber Little Cigars....	17.50
Sub Rosa Cigarros, 10s, per 1,000	4.10
Florodora	12.50

Cigarette Papers.

Vanity Fair, 50 pkgs in box..	1 05
Wheat Straw, 50 pkgs in box.	1.25
Wheat Straw, 100 pkgs in box	2.50
Wild Oats, 40 pkgs in box....	.90
Red Seal, 50 pkgs in box.....	.25
Corn Husk, 50 pkgs in box...	1.15
Corn Husk, 100 pkgs in box..	2.30
Interlock, 50	1.15
" 100.....	2.25

THE HILSON CO.

Hoffmann House Little Cigars, 10 in package, 250 in carton $7.50
Hoffmann House Magnums, 10 package, 100 in carton.....12.00
Hoffmann House Petit Duc, 10 in package, 100 in cart'n.15.00
Hoffmann House Cavaliers, 10 in package, 100 in cart'n.18.50

J. B. PACE TOBACCO CO.

Scroll Tag, twist, 6 to lb....	.66
Scroll Tag, 10 oz.....	.66
Mastiff Plug Cut, 1⅝ oz.....	.67½
Mastiff Plug Cut, 3½ oz.....	.65½
Mastiff Plug Cut, 10 oz.....	.52

AMERICAN SNUFF CO.

French Rappee, 1⅝ oz, pr dz.	.96
French Rappee, 3½ oz, pr dz.	1.80
French Rappee, 16-oz jars, per lb	.65
Maccaboy, 1⅝ oz, per doz....	.96
Maccaboy, 3½ oz, per doz....	1.80
Maccaboy, 16-oz jars, per lb.	.60
Irish High Toast, 16-oz. jars, per lb	.57
Scotch Lillenthal's, in bladders	.60

CIGARS.

Porto Rico Cigar Co.

El Primero, Forziano Porto Rico 30.00
El Manifesto, Invincible Roosevelt Porto Rico 87.50

PIPES.

	Per Doz.
Cobs, Hot Shot, 3 doz.....	$0.25
Cobs, Gem, 3 doz.....	.25
Cobs, No. 3, 3 doz.....	.50
Brier, W. P. & Co., Assorted, 3 doz	2.00
Brier, Display Stands, 1 doz...	2.00
Brier, Showcase Assortment, 3 doz	6.00
Pipe Mounts, 1 doz.....	.75
Cherry Stems, 21½x6 in.....	2.00
Cherry Stems, 2d 21½x6 in....	.85
Clay Pipes, T. D., 1½ gross per box	1.25
	Per Box.
Clay Pipes, Woodstock, 1½ gr., per box	1.25
Uncle Sam Cob Pipe, 3 doz box	1.00
Eclipse Patent Cob Pipe, 3 doz. box	2.25
Climax Cob Pipe, 3 doz. box...	2.25
Jewel Cob Pipe, 3 doz. box....	.90
Dewey Cob Pipe, 3 doz. box...	2.50
No. 19 Cob Pipes, 1 doz box....	2.00

LASH'S
KIDNEY & LIVER
BITTERS
CURES DYSPEPSIA.

HAVE YOU NOTICED
all these Signs around Town?



It shows that most of the Grocers keep what people ask for—WUNDER BEER
If YOU don't, wake up phone to our bottling works and they will send their man to see you.
Phone South 1088

Ahrens, Pein & Bullwinkel
WHOLESALE
Liquor Merchants
620 Post St., bet. Taylor & Jones
Sole Proprietors



Royal Stag Bourbon and Rye.
Old Pal Kentucky Bourbon.
Celebrated Chief Tonic.
Hiawatha Bitters.
Chief Bitters.
Diamond Star Rye and Bourbon.
Tiliawood Bourbon.
Importers
Slater V. O. Scotch Whiskey, Scotland.
Thrope & Co.
Mermaid Old Tom Gin, London.
P. Van der Kamp
Fine Old Wood Cock Gin, Holland.
Maurailla Freres Cognac, France.

MONEY-WEIGHT SCALES
Pay for themselves in
Less than a Year.
Sold on Easy Monthly Payments
PIERCE & CO.
Flood Bldg. (8th Floor) Market & Powell



J. F. Cutter Whiskey
IS THE BEST SELLER FOR THE RETAILER ON THE MARKET
E. Martin & Co.
Sole Agents
54 FIRST STREET
San Francisco

Attracting Trade

Don't Make Extravagant Claims.

It is better to claim too little than too much. "The greatest sale on record" or "The cheapest on earth" and similar extravagant claims, might better be left out of an advertisement (except on very exceptional occasions) for no one is simple enough to believe them.

Such claims not only take up space that might be used to better advantage but they also tend to throw discredit upon the more moderate assertions of the dealer.

Think how little stock you, yourself, would be likely to take in such assertions, and you will get an idea of about how they will strike the average person who reads your own advertisement.

You can make your advertising forcible and attractive without making extravagant claims, which no one with money to spend is likely to believe.

Colored Lights for Windows.

Have you ever tried colored lights for your evening window display? The attractiveness of many displays is very much enhanced at night by the soft, rich tone added from a deep red or green light, and many striking and beautiful effects are easily made.

There are a number of simple methods by which you can color your own lights to any shades desired, says "Tobacco." One of these is the alum solution. Make a strong solution of alum water and after carefully cleaning your globe, dip it in the solution. Have a rack to dry them on and dry slowly and evenly. This gives you the plain white, frosted globe. By adding cochineal, you have a red solution; turmeric makes a yellow; indigo a blue; a mixture of turmeric and indigo will give you a green shade, or of cochineal and indigo a royal purple.

It may be necessary to dip the globe several times that they may have an even coating.

Another good way is to color a bottle of mucilage and carefully coat the globes with same.

If the colored lights have not been extensively used in your town, try them at once and you will be quickly convinced that they are most effective in attracting the crowds that throng the streets in the evening.

Suggestions for Fourth of July.

Enterprising dealers should not neglect the opportunity which the Glorious Fourth offers for special patriotic window displays. Flags, red, white and blue bunting, and guns, sabres and military accoutrements furnish a basis for most displays on that day, but the dealer who is willing to take a little pains can easily plan something that is more out of the ordinary.

A reproduction of the old Liberty Bell is easily arranged, and will always attract attention. The representation of the bell can be constructed of cardboard, over a light wooden frame, and covered with bronze colored cloth, so as to produce a most effective representation of the original.

Pictures of Washington are always appropriate in a Fourth of July window display, and serve to emphasize the patriotic character of the day. Portraits of the Father of His Country are not difficult to obtain, and when displayed in the midst of a drapery of flags and red, white and blue bunting, give the window a festal appearance and attract attention to the goods displayed.

A more elaborate effect can be produced by displaying the picture of Washington as a center-piece, surrounded by portraits of heroes and statesmen of a later period in the nation's history, like Lincoln, Grant, Sherman, Sheridan, Dewey, Schley, McKinley and Roosevelt.

Where the portrait of Washington is given the honor in the display, the dealer can make an attractive arrangement of his leading goods grouped about the picture, with a bulletin reading:

"These are the goods that Washington would use if he were here to-day."

SUCCESS REQUIRES ACCURACY.

Ship-Shod Methods a Sure Road to Failure.

System and accuracy become more and more an absolute necessity to the man who hopes to be a success in the business world to-day.

That is why J. R. Newberry recently installed in his new warehouse in Los Angeles eight hoppers with attachments for putting up all packages with the Bond Automatic Weigher. This insures him economy of time, accuracy of weight and cleanliness.

Every dealer who sells as much as ten sacks of sugar in a week with rice and beans in proportion should have at least one of these machines, as it is a necessary economy.

See advertisement on page 8 and write for catalog.

NATURE'S FINEST.

Welch's Grape Juice has deservedly been styled "Nature's finest food and drink." It is the pure juice of the grape, unfermented, and is a most delightful as well as wholesome drink.

It is being recommended more and more by physicians as the perfect food drink. Its consumption as a beverage is increasing rapidly as its claims to favor become better and better known through the extensive advertising being done in its behalf, and the further fact that every one who drinks it becomes a walking advertisement of its merits.

DISPROPORTIONATE PROFITS.

Retailers Get Less Than Jobbers on Fels Soap.

In his recent "Report," Secretary Paulding of Los Angeles says:

What are the retailers going to do about the enormous profits they are allowed on Fels soap? Will they invest in real estate or buy stock in a bank?

The jobber pays $4.35 per box, less his discount, and sells to the retailer for $4.80, less the discount. The jobbers make **45 cents a case profit**, while the retailers' profit reaches the enormous amount of **20 cents the case.** Surely a handsome profit considering the small sales of from one to two bars at a time and delivered from two blocks to two miles.

The situation certainly leaves much to be desired on the part of the retailer. Many grocers have cut it out entirely, while others are selling simply what they have to in order to meet competition. Signs are being torn down and many grocers have stated that they think anyone is foolish to let a Fels sign remain in sight, until conditions change for the better.

To make matters worse, Fels & Co. have had several salesmen going from house to house telling the housewife not to pay more than 5c for the soap. We can prove this
a question of doubt. One of the salesmen called at the house of a grocer and told the grocer's folks that they can buy the **soap any place** for 5 c
and not to pay more.

With the competitive brands that are in the market many grocers say they have little trouble in substituting the goods. Lasco Kold-Wata, Rubb No More and A. B. soaps seem to have the friendship of the grocer at the present time.

Miller's soap is being introduced here at present and with the free bars given with the goods it pays a fair profit, but the retailers are wondering where their profit will come in when the free goods are taken away.

ALPINE
EVAPORATED CREAM
UNQUESTIONABLY THE BEST
WHY?
Because made by the Improved Process and under the personal supervision of J. B. MEYENBERG, the INVENTOR and ORIGINAL MANUFACTURER of Evaporated Cream.
ALPINE EVAPORATED CREAM CO.,
95 Market St., Rooms 210-211. San Francisco, Cal.
FOR SALE BY ALL JOBBERS

PACIFIC STORE AND OFFICE FIXTURE CO. INC.
TEL. BLUE 2571
F. A. OEHM, Pres.
Store Fixtures
DESIGNERS AND MANUFACTURERS OF
STORE, OFFICE AND BAR FIXTURES
3253-3259 SIXTEENTH ST.
San Francisco

Grocery Markets.

Commercial Outlook of the Western World as shown by Present Conditions.

Office of the ADVOCATE.
Thursday Afternoon.

ADVANCES.

Arcadia Head Rice, to $6; Oriole, to $5; Andalusia, 5s, to $6.25; 2½s, to $6.35; 2 s, to $6.45.

California Extra Light Bacon to 15½ cents.

I. X. L. Soft Shell Almonds, to 17½ cents; Drake, to 14½ cents.

3-Crown Loose Raisins, 50 lbs., to 5¼ cents; 3-Crown 20s, to $1.20; 4-Crown, 50s, to 5¾ cents; 4-Crown, 20s, to $1.30.

Bayo Beans, to $4.

Lemarchand Sardines, ¼s, to $27.50; ½s to $32.50.

Flake Tapioca, to 3⅜ cents.

Free Deal on Lily was declared off on June 21st.

Evaporated Apples are higher.

Reclaimed Currants in 1-lb. cartons advanced ¼c to ¾ cents.

Cheaper grade Holland Herring to $1.

Thompson Seedless Raisins, bleached, to 11 cents.

DECLINES.

Golden West Toilet Paper, to $3.60.

Fort Orange Toilet Paper, to $7.

Royal Apricots, per lb., to 8½ cents.

Raw Island Sugar, to $5.

Napoleon Matches, per tin, to 70 cents; per box to 65 cents; Independent Matches, per tin, to 75 cents; per box, to 70 cents; Boys' Matches, per package, to 17½ cents.

T. & B. Hams, to 14¾ cents.

Jar Caps, per gross, to $2.40.

O Tubular Lanterns, doz., to $5.

Candy, plain mixed, assorted stick, mixed drops and lumps and hoarhound, to 9 cents.

Pacific Codfish, bundles and cases, ¼ cent; Boneless, blocks and middles, ½ cent

New York State Factory Cheese, Cheddars, to 15 cents; Twins, to 15-16 cents; Limburger, to 15 and 16 cents.

Sugar dropped 10 cents on June 20.

NEW IN MARKET.

Eyssen's Dutch Cheese, ¾ lb. cans per doz., at $4.

Lehnert's Imported Frankfurters, 2s, per doz., at $2.50; 8s, at $5.

SCARCE IN MARKET.

Palo Alto 4-Crown Clusters, 20s.

Monogram Sliced Pineapple, 2s.

Pearl City Hawaiian Sliced Pineapple, 2½s.

Jumbo Pecans.

Mirror Glass Starch, 12-6s and 48-1s

AGAIN IN MARKET.

Nutmeg Cheese per lb. at 17 cents.

Crown Blue, ½, per lb. at 11¼ cents.

COAST CROP CONDITIONS.

The weekly report of the U. S. Department of Agriculture says:

"Pears and late cherries are far behind the early estimates. Apricots will yield a large crop in most sections and quality excellent."

SUGAR MARKET.

A decline of 10 cents in refined was made at 2 o'clock Tuesday afternoon. The sugar is billed to the jobber now at $5.35, less 10 cents rebate. Jobbers are billing it to the trade at $5.50, less 25 cents for cash. This means they are selling sugar to the trade at actual cost.

New York, June 21st—American Sugar Refining Company and Arbuckle Bros. have reduced the price of refined sugar 20 points. The Federal Co. has cut quotations 25 points.

New York, June 15th—Willett & Gray report:

Raws—The market is again easy in tone with business done on a basis of one-eighth cent decline in price. The decline is probably due to the continued dullness of the refined sugar market.

Refined—The hand to mouth policy is still pursued. The margin between raws and refined has increased to $1.35, indicating a reduction in quotations when the next change is made.

COFFEE.

The Lewin-Meyer Co. say:

"The market is inactive and though roasters both in San Francisco and Portland have small stocks on hand, they are buying very lightly.

"We do not look for any reduction in prices; there is no possibility of a greater reduction than ½ cent, while the probability is that prices will advance.

"Low grade coffees are scarce and are selling at a premium. Good wash coffees at 10½ cents are good property. We have just sold 2000 bags of coffee to Portland."

New York, June 15th—Willett & Gray report:

"There has been a declining tendency in all the speculative markets in consequence of liquidation on the part of weak holders in addition to some large sales. It is decidedly in favor of the soundness of the market to eliminate this element altogether, as the market will surely right itself on its own merit. The official statistics show a continual decline in the world's visible supply. There is also a sharp falling off of the invisible or interior supply. It is highly improbable, even under the most favorable condition, that the production of coffee in Brazil for several years to come will be equal to the continual increase in consumption.

TEA.

M. J. Brandenstein & Co. say:

"New Japan tea is now arriving in liberal quantities and is of high quality."

New York, June 13th—John B. Brown & Co. report:

Congous—The last cables report an advance. On what ground the advance was made we are not yet informed.

Japans—Prices continue on about the same level as existing last year at corresponding date.

RICE.

M. Phillips & Co. say:

"The market remains the same as at last report, with the exception that large holders refuse to sell at the present prices owing to the fact that goods cannot be laid down at San Francisco at the prices some of the jobbers are asking. One large dealer has offered 3⅜ for good, clean grades of Jap rice and will take any quantity, f. o. b. San Francisco.

"Other grades of rice remain the same at advanced prices, which are well maintained."

Charlestown, S. C.—S. G. Stoney reports:

"There is little Carolina rice left in the market. Two weeks more of activity like the past will clean up our stocks completely. The reduced acreage along the Atlantic Coast will very probably make Carolina rice extremely scarce next fall."

Houston, Texas, June 6th—Standard Milling Co. reports:

"In our opinion the acreage in the rice belt of Texas and Louisiana will not be more than 50 or 60 per cent of last year's."

New York, June 13th—Dan Talmage & Sons Co. report:

"The active demand noted in last reports continues. Japan sorts have advanced at least 1 cent per pound since the upward movement begun. At New Orleans the market is very strong with the active inquiry poorly met. In the interior of Southwest Louisiana and Texas holders of clean rice are standing firm at prices above the parity of the different distributing centers."

CANNED TOMATOES.

Local jobbers are in a scramble with tomatoes. They are selling standard tomatoes under their own labels at 65 cents, although that is the price made by the Association and Code-Elfeldt Co.

Haas Bros. are selling their Napa Valley Packing Co.'s tomatoes at 55 cents, with a 5-cent allowance for the case.

Aberdeen, Md., June 13th—Strasbaugh, Silver & Co. report:

"Weather conditions, aided by exceptionally heavy consumption, are bringing about a condition that promises to make present stocks of tomatoes seem light by fall."

Baltimore, Md., June 13th—Thos. J. Meehan & Co. report:

"Holders of tomatoes continue very firm in their views with a disposition to mark up prices. Buying of both spot and futures continues. The demand for corn is not as active as it was."

CANNED FRUITS.

There has been no change since last week's report.

DRIED FRUITS.

Some new apricots are arriving. They are all of small size. It will be two weeks before any choice stock is in. The new stock is selling at 7½ to 8 cents.

Dried Apples—Are growing scarce and have advanced this week.

Fresno, June 18th—The greater part of the apricot crop will be dried and about one-half the crop is now on the trays. Small quantities have been bought for immediate June deliveries. These were bought for 6 cents. The ruling price is 5½ cents, though the growers at Lemoore are holding out for 7 cents. No prices have been set on peaches yet, although they are 10 days earlier than last year. The best estimates now place the Muscat crop at 25 per cent short.

RAISINS.

San Diego, June 15th—R. C. Allen says:

"The raisin crop this year will not be so large as was expected, but we expect the quality will exceed that of any year for some time."

Hanford, June 13th—A. F. Jewett, a veteran raisin grower, says:

"Grapes are more backward this year than they have been since 1887. Present indications do not indicate a very good crop of the early raisins. The larger bunches of the early grapes have suffered much from the dropping of berries. As a consequence, good cluster raisins will be scarce unless we have good weather for rushing along the later grapes during the next twelve months."

Fresno, June 19th—The full Board of Directors of the California Raisin Growers' Association received W. C. Allen of El Cajon, as a representative from Southern California. They called for a 30-cent payment on the original $1 subscribed to defray expenses. The Association has acquired the packing houses of practically all the co-operative companies of the San Joaquin Val-



"Eastern Star" Hams and Bacon
"Golden Gate" Leaf Lard
"Primrose" Salad Oil

FOR SALE BY ALL DEALERS
Yearly Sales - - - $4,750,000

Western Meat Company
SAN FRANCISCO, U. S. A.
Packers and Exporters of U. S. Government Inspected Products

TOMATOES--Pack 1904 MAPLE SHADE FARM BRAND
Solid Pack and Solid Pack with Peppers are trade winners.
Quality finest. Prices right.

SUYDAM BROS. & ROGERS
WHOL SALE GROCERS
14-16 Spear Street, San Francisco.
Tel. Main 5396.

ley, to be paid for after this year's crop has been harvested.

PRUNES.

San Jose—The Mountain View correspondent of the "Herald" says the June crop of that district will be about a tenth of what is was last year.

Salem, Ore.—Manager H. S. Gile of the Williamette Valley Prune Association reports that the yield this year will be about one-third of an average crop. The prospect is that, although few in number, the prunes will run to large sizes and will be of splendid quality. The Association had offerings on the basis price of 2½ cents for prunes which will include the 30-40's size. Present indications are that the Italian crop will go to the three largest sizes. A basis price of 2½ cents will therefore mean an average of 4¼ cents for the crop. Manager Gile advises against contracting early, since the last crop is so well cleaned up and the growing crop is short both here and in California.

DRIED APPLES.

Newark, N. J., June 10th—E. V. Pierson & Co. say:

"The holdover of evaporated apples is the smallest dealers have had in the past 4 or 5 years. Until after the June drop estimates are unreliable. At the present, we do not look for over half a crop of apples."

CURRANTS.

New York, June 13th—Greek Currant Co. report:

"High grade currants are closely cleaned up in foreign markets and are in close compass on the spot. Purchases made on fancy goods at this season will represent a saving of ½ cent per pound over the same grades a little later on in the season."

LIMA BEANS.

Ventura, June 16th—The acreage of Lima beans is very large. The stand is even and the young plants are looking good. If the weather continues the harvest will be a heavy one.

BEANS.

Ann Arbor, Mich., June 5th—Michigan Milling Co. reports:

"We regard the situation as very strong. It may be summarized as follows: 1st—Practically no imports of beans. 2d—Small stocks in most dealers' hands. 3rd—Farmers' stocks almost exhausted. 4th—Jobbers have been running from 'hand to mouth' in many cases for months."

Fenton, Mich., June 10th—Burdick Potter & Son report:

"The bean season is passing rapidly along and the acreage which is planted is comparatively nothing. Most of the rivers have overflowed their banks and much valuable lands are flooded. If the conditions prevail much longer it will be too late to plant beans. With fully one-third of the receipts in New York being taken for export, it certainly looks as though beans ought to command a better price than at present."

Ovid, Mich., June 10th—Chas. Cowan Seed Co. report:

"We have had one of the greatest rain storms ever known in Central Michigan and it is still raining. Very little corn and no beans are planted. The great question is, can we get them planted and matured before the frosts. Many of the planters have given up planting beans."

CANNED FRUITS.

Haas Bros. are offering under their "H. B." brand, 3-lb. extras, table fruit, at the following prices: Apples, $2.20; Apricots, $2.35; Apricots, peeled, $2.75; Apricots, sliced, $2.75; assorted, $2.50; Blackberries, $2.20; Cherries, Royal Anne, $4.15; white, $4.15; black, $3.25; Grapes, white Muscat, $2.20; Peaches, yellow free, $2.60; lemon cling, $2.70; sliced, $2.70; Pears, Bartlett, $3.15; Plums, Damson, $2.00; others, $2.00; Pumpkin, $1.25; Raspberries, $2.90; Strawberries, $2.75.

WALNUTS.

Anaheim—Many walnut growers in this district believe there will be short crop. Some trees are showing up well, while the young nuts on adjoining trees do not seem to have grown for the last three weeks. It is not known whether these small nuts will fall from the trees. If they do, the crop will be far below the average.

New York, June 20th—French walnuts are strong and in good demand.

ALMONDS.

Livermore—Crops in this valley promise to be the largest in many years.

Lodi, Cal.—The season promises to produce one of the largest almond crops ever harvested in this county. Almond buyers are circulating among the orchardists, but growers do not desire to sell at present, as the ruling price offered is 11 cents, which is not up to their expectations.

Anaheim—Although a light crop was expected in this district, better sizes are shown than last year. Some orchards show larger sized nuts now than those full grown last year.

PEANUTS.

St. Louis, June 10th—St. Louis Edible Nut Co. reports:

"The supply of peanuts in first hands is not large for this time of the year. Holders expect better prices later on. Some grades, particularly Jumbo hand picked, show an advance. This grade is pretty sure to be higher still as the supply of nuts which will make this grade is scarce."

HONEY.

San Diego—Members of the San Diego Honey Producers' Association have decided to pool their crops this year. The season is not far enough advanced to make a reliable estimate as to this season's crop. The figures given vary from $20,000 to $100,000.

CANNED SALMON.

Bellingham, Wash., June 21—The annual run of sockeyes has begun in earnest. The Pacific Cannery received 500 this morning. These are the first of the year and vast schools of these splendid fish are reported headed this way.

Astoria, June 19th—The run of fish during the past few days is decreasing somewhat. The cannery men have still confronting them an exceptionally small pack. From the present outlook they will not only be unable to fill their contracts, but also will be far behind the number of cases they have contracted with their Chinese cannery crews to pack.

Vancouver, B. C., June 14th—The Fishermen's Union has decided, together with the Japanese fishermen, to accept the conditions of the canners. This means that the Frasier River Canners' Association will pay 12½c per fish for sockeyes from July 10 to 31, and 10c per fish after that time.

Vancouver, B. C., June 12th—Myriads of fish are reported as heading for Fraser River. A large school of spring salmon are now in the waters of the Gulf.

Bellingham, Wash, June 15th—The first sockeye salmon of the season were brought in yesterday and were packed at the plant of Schome Canning Co. The fish were small, weighing 4 or 5 pounds each. This the canners say is one of the best indications that there will be good run. In former years when the catch was good the fish caught first were small. The years when the run has been light the first fish have been large.

HERRING.

Wieland Bros. say:

"Holland Herrings, all Milchner, are scarce in our market and as the Vlandingen market is entirely cleaned up, the few that are here command higher prices."

SARDINES.

Chicago—The "Modern Grocer" says "According to plans previously announced, a further advance in prices of 1905 pack domestic sardines "drawn" cans is to take effect soon among the independent sardine packers. The price is now $2.30 per case f. o. b. Eastport for ¼-oils and $2.25 for mustards. The advance in prospect, it is stated, is because of the marked falling off of the catch of sardines."

New York, June 13th—Jed Frye & Co. report:

"There has been some falling off of fish as is expected at this season of the year. There is considerable competition existing and it is a difficult matter to quote the market."

MACKEREL.

Philadelphia, Pa.—New shore mackerel has been offered this week at $13 per barrel. This is an unexpectedly high price and is due to the heavy demand for the fresh fish.

CHEESE.

Wieland Bros. say:

"New Martins cheese has arrived; it is rather too mild and in general quality is not any too good. Later lots will be better and cheaper."

PROVISIONS.

The Cudahy Packing Co. says:

"The market is very firm, with a tendency to higher prices."

COTTON SEED OIL.

New York, June 9th—Aspergren & Co. report:

"Foreigners are re-selling oil in the New York market. The result has been a decline of ⅛c, and still more important than that oil has passed from weaker into stronger hands who can take care of it."

SPICES.

New York, June 13th—John Clarke reports:

"The market has become very active in all grades of pepper. There are signs of much higher prices in the summer and autumn of 1906. All grades of pepper are short of the normal and production has been falling behind consumption for three years past."

Somers & Co. report:

"Shipments of hay have been increasing during the past week. The new crop is beginning to come in although rather sparingly. Actual sales of strictly choice tame oat hay have been made as high as $9.50 per ton with some off grades going a-begging at $6.50. The standard for new wheat or wheat and oats has been ranging from $8.00 to $10.00, although strictly fancy will bring more.

AN IGNORANT INK SLINGER.

The editor of the "Evening Post" of this city, in a recent issue of his paper devotes almost a column to the dissemination of a vast amount of mis-information in regard to the responsibility for impure foods. He says:

"At the present time the efforts of an honest Board of Health are laughed at by the grafting 'grocers' and butchers. They know that they will not be fined or sent to jail and the profits are so great on their sales of goods that they can afford to lose an occasional job lot of their poisonous merchandise."

If Editor Garrett would investigate he would learn that the National Retail Grocers' Association for the past six years used every endeavor to secure the passage of a national pure food law and has had committees at Washington working to that end. He would find, too, that the State Grocers' Association of California, of which San Francisco Grocers' Association is a part, has put itself on record as desiring to secure a uniform and effective enforcement of the present pure food laws. He would also learn that the San Francisco Grocers' Association has at all times sought to assist in every way in making the efforts of the local Board of Health effective.

WHITTEMORE'S POLISHES.



The World's Standard.

"Gilt Edge" dressing blk (for men's and boys black shoes)	$1 00
"Boston" Waterproof Polish (for men's and boys black shoes)	1 00
"Boston, Jr." same size	10 cts
"Dandy" Russet Combination	24 00
"Star" Russet Combination	9 00
"Dandy" Russet Paste	9 00
"Red Box" Russet Paste	5 00
"Champion" Black Friction Polish	24 00
"Champion, Jr." Black Friction Polish	10 00
"Elite" Combination (for box calf, black vici kid, etc.)	24 00
"Baby Elite" Combination (for box calf, black vici kid, etc.)	10 00
"Elite Paste" (for box calf (two sizes))	$9 00 $5 00
"Superb" Russet Leather Paste	9 00
"Blue Fox" Patent Leather Paste	5 00
"French Gloss" Composition (for ladies' black shoes)	9 00
"Royal Gloss" 4 oz (for Dress Blacking)	8 00
"Bosso" Waterproof Paste Polish, large	9 00
"Bosso" Waterproof Paste Polish, small	4 00
"Quick White" (perfectly cleans dirty white shoes, two sizes)	$24 00 10 00

THE BEST
ALWAYS PLEASES
THEREFORE SELL
"Sunset" Mackerel
18-OZ. TINS. THREE FLAVORS:
Souse - Tomato - Mustard
PACKED AT SAN PEDRO BY
THE CALIFORNIA FISH CO.
P. E. LENFESTEY, - - Agent
San Francisco, Cal.

Cigars and Tobacco

J. L. Jerichau, San Francisco distributor of the Rough Riders cigars, has got it placed on over 500 stands, and the number is growing daily.

Major F. S. Burrows, Pacific Coast representative of E. M. Schwarz & Co., and the Jose Lovera Co., is arranging some very effective advertising in behalf of the various brands sold by his houses here.

Robert E. Starr, manager of the San Francisco branch of Boltz, Clymer & Co., says: "Trade this year has exceeded that of any previous year with this house. Each month has shown a greater aggregate of sales than the corresponding month of 1904, the best year in the history of this branch."

The trade has taken hold of the Henry Miller cigar in a way that is more than satisfactory to the San Francisco agents, Ehrman Bros. & Co. The introductory sales were very heavy, but are being exceeded by the repeat orders, showing that the smokers of 5-cent cigars find the cigar perfectly satisfactory.

The visitor to the handsome cigar factory of A. Santaella & Co. when 600 cigarmakers are using 165 bales of tobacco a week and turning out close on to 100,000 Optimo cigars a day, instinctively exclaims: "What a phenomenal business!" The visitor is invited to smoke an Optimo freshly made and his thoughts break forth in words like these:

"I've smoked cigars, some good, some bad;
Some made me sick, some made me sad;
An Optimo just made me glad."

Work on the 100-foot extension to the factory will begin soon. The enlarged factory will accommodate 1,000 cigarmakers.—Tampa Correspondent of Tobacco.

The paymaster general of the United States Navy has received a petition from independent tobacco manufacturers of Richmond asking for a hearing to protest against the recent award of the navy contract to Butler & Bosher. The claim of the independent dealers is that Butler & Bosher are a branch of the tobacco trust, and that the award of the contract to them is illegal, as a clause in the regulation under which the bids were received provided that no bidder should be interested in two or more sets of bids, and the trust had several bids under the names of its different branches.

The Tampa correspondent of Tobacco, under date of June 3, says: "Senor Antonio Santaella, of A. Santaella & Co., returned from Cuba Sunday. 'The best there is, and all the time,' is the leading idea in the marvelous business of this progressive firm. When they built this commodious and imposing cigar factory within the year, they supposed they had provided amply for future needs. Such has been the phenomenal growth of their business, however, that the contract is already let for a 100-foot extension to the handsome factory. They now use from 120 to 130 bales of tobacco a week and turn out 90,000 cigars daily."

The "Inland Grocer," issued in Cleveland, and widely circulated throughout the Middle West, will hereafter eliminate from its market quotations the various brands of the American Tobacco Co., substituting for them the quotations for the product of leading independent manufacturers. As a reason for this policy the "Inland Grocer" gives the following: "The attitude of the trust in opening retail cigar stores, selling at cut prices in direct competition with the retail grocers; its maintenance of mail order coupons and other prize systems, and its general piratical policy toward the distributing trade has, it appears, placed it out of sympathy with retailers. We therefore believe that our service to our subscribers will be improved by quoting prices of independent brands only."

CUBAN TOBACCO TRADE.

The United States Department of Commerce and Labor, in a recent issue of the Daily Consular Reports, under the caption of "Exports of Cigars from Cuba," published the following report, which was dated April 13, and bore the signature of Richard Guenther, Consul-General, at Frankfort, Germany.

"Since April 1, 1904, the statistical bureau at Habana has published monthly statements of the exports of cigars, which shows the name of the manufacturer and the destination of the product.

"According to these data the exports during the last nine months of 1904 were as follows:

Exports of cigars from Cuba during the nine months ended Dec. 31, 1904.

Whither exp't'd.	Exp. by trust factories. Number.	Exp. by Indpt. factories. Number
England	33,740,000	32,801,000
United States	28,446,000	16,976,000
Germany	11,562,000	12,525,000
Canada	2,530,000	2,540,000
Other countries	10,348,000	17,242,000
Total	86,626,000	82,084,000

"These figures show that 51.3 per cent of the total exports came from the trust factories and 48.7 per cent from the independent concerns. When the trust was formed the trust factories supplied about 75 per cent—according to the statement of the trust itself, 85 per cent—of the total exports. It is, therefore, evident that the trust, up to December 31, 1904, has lost at least 30 per cent—more than 50,000,000 cigars—in trade."

SALADS.

The Seville Packing Co. of 202 Franklin street, New York City, have recently issued a 100,000 edition of a beautifully illustrated salad recipe book entitled "Salads; How to Make and Serve Them." This is far and away the most up-to-date booklet that has ever come to our attention, containing as it does not only recipes of the most noted authorities of the culinary art, but it is also beautifully illustrated with halftones of the finished dishes.

It is gotten out to advertise Nicelle Olive Oil, only to those who have never given it a trial. It needs no advertising where it has been tried. This is the brand of oil which was found by the United States Bureau of Chemistry tests to be superior to all other brands. Messrs. Stillwell & Gladding, official chemists to the New York Produce Exchange, say that the figures prove conclusively that it was superior to all brands tested.

The Seville Packing Co. will send a copy of this booklet without charge upon request, if you mention this publication.

CARNATION WINS IN THE EAST.

The Pacific Coast Condensed Milk Company are introducing Carnation Cream to the trade throughout the East, and are meeting with a most gratifying reception everywhere.

Their slogan now is: "Carnation the Modern Milk Man," since it insures to every purchaser that he gets a pure, wholesome article.



EHRMAN BROS. & CO.,
S. F. Distributers.



Hunter Whiskey

Every Sideboard Needs It
Every Buyer Likes It
Every User Is Satisfied

HILBERT MERCANTILE CO.,
136-144 Second St., San Francisco, Cal.
Telephone Private 313.

LANDIS



TONIC BITTERS

A Pure Tonic and Laxative
—o—
Made from
Herbs, Seeds
Roots, Barks
(Guaranteed)
NATURE'S OWN REMEDY
FOR
Stomach and Blood Disorders

Made only by the
The Landis-Patton Mnfg. Co.
Incorporated
1664 MISSION STREET
Tel. Folsom 4156 SAN FRANCISCO

Mothers! Mothers!! Mothers!!!

Mrs. Winslow's Soothing Syrup

has been used for over SIXTY YEARS by MILLIONS of MOTHERS for their CHILDREN while TEETHING, with PERFECT SUCCESS. It SOOTHES the CHILD, SOFTENS the GUMS, ALLAYS all PAIN; CURES WIND COLIC, and is the best remedy for DIARRHŒA. Sold by Druggists in every part of the world. Be sure and ask for "Mrs. Winslow's Soothing Syrup," and take no other kind. Twenty-five cts. a bottle.

HENRY MILLER
5c CIGAR
SUPERIOR QUALITY
EHRMAN BROS. & CO., Distributors

Call for ASTI WINES
PRODUCED BY THE ITALIAN SWISS COLONY
Dry Wine Vineyards, ASTI, Fulton, Sebastopol, Cloverdale, Sonoma County, Cal.
Sweet Wine Vineyards, Madera, Madera County, Kingsburg, Fresno County, and Lemoore, Kings County, Cal.
Office and Salesrooms, Cor. Battery and Greenwich Sts.
Vaults, 1235-1267 Battery St. 101-169 Greenwich St. 1334-1336 Sansome St., S. F.
P. C. Rossi, President Telephone Private Exchange 448. A. Sbarboro, Secretary

A. VIGNIER CO.
429-431 Battery Street San Francisco
IMPORTERS
Sardines, Olive Oils, French Preserves, Washing Blue, French Castile Soap: Clover Leaf, Virgin, Dahlia, mottled, Wines and Liquors—A. V. H. Gin—imported goods only.
Sole Agents for the Genuine CLICQUOT Champagne
Only the GENUINE, Imported direct from France, bears Vignier's LABEL

News of the Coast.

CALIFORNIA.

San Francisco—Max Levy, grocer at 1013 Folsom street, was taken to the Central Emergency hospital, June 10th, suffering from a malady which the surgeons have been unable to name or account for. An officer found Mr. Levy lying on Dupont street near Washington, unable to speak or move. His jaw and limbs were moveable, though he seemed to have lost all control over them.

Cloverdale—George Imrie and Clay McClelland have bought out the Shaw grocery store. The former started with J. A. McClelland & Co. five years ago and the latter, a nephew of J. A. McClelland, joined the forces of the same establishment two years later. They have been with J. A. McClelland & Co., and their successors, the E. R. Gifford Co., down to the time of their purchase of the Shaw grocery.

Clovis—The new grocery of Lloyd & Harlow was opened June 10th.

Dinuba—E. O. Reese has sold out his interest in the grocery business of Cox and Reese to Fred Clapp, who for some months has been in business in Fresno.

Hemet—Mr. Whittier is erecting a new building which will be occupied by the grocery store of J. A. Edwards. The store will have a floor space of 24x75 feet.

Los Angeles—J. Van Zouenburg, the well known grocer here, has moved his store from Main street to Eighth street.

Los Angeles—R. B. Woodside, 3813 Central avenue, has had a successful year in the grocery business and has just completed a handsome five-room cottage fitted in best style. J. R. Castle has opened a new store at the corner of Vernon and Central avenue. At 2799 West Pico street a new and well equipped grocery store has been established under the name of the Wingard Cash Grocery. The Jevne Co., Los Angeles down-town retailers, have purchased a lot on East Third street near the Globe mills and will erect an immense warehouse and distributing plant thereon.

Oakland—Henry Harmon, grocer at Allendale, was nearly killed recently by a pet bear, which he had owned for over a year, and which previously had never given any cause for regarding it as dangerous. His clerk, William Carrege, was also badly hurt while assisting his employer to get out of the bear's clutches.

Ontario—W. W. Smith, the pioneer dealer in groceries and glassware, has moved into his handsome new store on Euclid avenue and A street. The new store has an entrance on both streets and is one of the best equipped in Southern California. Mr. Smith has been in business in Ontario for eighteen years and is one of the solid citizens of the Kite.

CONTAINS WHITE OF EGG

The Greatest Leavening Auxiliary



Not Made by the Trust

Now Used In Thousands Of Families

30 CENTS THE POUND

Made in California. Ask Your Jobber.

THE NEELY COMPANY

3 California St., San Francisco

Redlands—An attempt was made to rob the north Side grocery store recently. Arthur Cazel and wife, who were sleeping in an adjoining room, were chloroformed. A superabundance of the drug caused Cazel to sneeze, and he awoke just in time to hear noises around the place. He found the room saturated with the odor. The robbers, it seems, were unable to force an entrance, although all of the doors and windows had been tried. No trace of the miscreants could be found.

South Pasadena—F. H. Dolan has sold his grocery business to Nathan Franks and will go East with his family when Mr. Franks gets broken into the business.

ARIZONA.

Mesa—W. D. McBrayer has moved his vegetable market to the old Postoffice building. The stock will be enlarged and a complete line of groceries added.

IDAHO.

Coeur d'Alene—Schmidt, Renshaw & Weston will open a grocery store about July 1.

NEVADA.

Reno—I. N. Bakeless, who for twenty years has been engaged in the grocery business in Reno, has transferred his interests to F. M. Barrett and T. S. Wendt.

OREGON.

Albany—S. P. Munker has been appointed receiver for the grocery firm of Walker & Snyder, as the result of a suit for dissolution of partnership.

Ashland—Benson & Brown have bought Mrs. R. L. Jacobs' grocery and confectionery store.

Medford—Talent & Crystal are opening a grocery store.

Monmouth—Bridwell & Craven have sold their grocery store to Nathan Needham and A. B. Moreland. The two former will devote their attention to the hardware and implement business.

Pendleton—Oliver & Co. are reported discontinuing their grocery.

Portland—William Wadhams, a pioneer wholesale grocer, died a few days ago at the age of 75 years. Mr. Wadhams was for many years senior member of the firm of Wadhams & Co., but of late identified with Wadhams & Kerr Bros., when that house was established.

WASHINGTON.

Bellingham—President H. C. Byron, of the Byron Grocery Company, met with a serious accident a few days ago. While driving a colt the animal became frightened and ran away, overturning the carriage. Mr. Byron was thrown violently to the ground, his skull fractured and right arm and several ribs broken. It was thought for a time that recovery was impossible, but later reports indicate that his condition is improving and that he may get well.

Bismark—Mr. Carr is reported buying M. Peters' grocery and feed business. Gustav Kahl is reported succeeding Mathew Peters, grocery. C. O. Swanson's grocery recently burned; estimated loss $1,400, partly insured. He will re-engage in business, a new building now being erected for his use.

Chehalis—F. Gates is reported buying C. H. Gates' interest in Gate Bros' grocery.

Green Lake—J. T. Ward has started a grocery.

Dayton—W. H. Van Lew, grocer, has moved to the new building erected for his occupancy by Mr. Ankeny.

Larchmont—C. O. Brown has purchased the stock of groceries of J. Stringer and will probably remove the stock to his store at Fern Hill.

Midland—W. C. Whitfield has purchased the grocery business of A. Blazer & Son.

Monroe—Warner & Harris have departmentized their general store, removing their grocery stock into the room formerly employed as a warehouse and devoting their former quarters to dry goods and shoes.

Orting—Charles A. Coe, grocer, has completed the closing out of his stock and will take a vacation before re-engaging in business.

Palouse—James Algy, Jr., is starting a grocery.

Reardan—Box-car peddlers are working in this vicinity and half a carload of groceries were unloaded at this depot one day recently, and we understand another carload will be brought in next week, says the Reardan Gazette. A man by the name of Clark is at the head of the proposition and although he claims to be working for Parks, the long-whiskered individual who got into so much trouble in this county a year or so ago, his goods are billed from the Pacific Coast Importing Company of Spokane, and in the future our merchants would be wise to place this company on the unfair list. It is only a year or so ago that some of the people of this vicinity bit on the same proposition and when the goods were examined by the State Food Commissioner they were found to be adulterated.

Seattle—H. C. Lamarty has discontinued his grocery and meat market at 408 Cedar street and is starting in the same lines at Denny station.

Snohomish—Following the lead of the grocers, merchants generally are signing an agreement to close their stores at an earlier hour. No definite time has yet been agreed upon, but the majority of the dealers are in favor of shortening the business day.

Spokane—C. D. Gillette has purchased G. C. Graham's grocery store. Chas. Riddiford has purchased the grocery business of Dietrich & Skare. O. P. Anderson, grocer, was assessed a fine of $25 for contempt of court last week. Mr. Anderson claimed to have purchased the cash register in a restaurant, which was closed under attachment. He took possession of the device, with the result that he was hauled up before Judge Huenke and fined for contempt.

Tacoma—O. N. Johns has succeeded Price & Co., grocers. Young & Switzer have succeeded M. C. Miller & Co., proprietors of the Red Ribbon Grocery. T. C. Smith has sold out his grocery. W. E. Young, formerly engaged in the hotel business here, has purchased the interests of M. C. Miller in the Red Ribbon Grocery, corner of Ninth and E streets, W. E. Young & Co. continuing, with A. H. Switzer as manager.

SECURE VALUABLE ACCOUNT.

The Spohn-Patrick Company Now Represent Chiclets.

Frank H. Fleer & Co., Inc., Philadelphia, producers of "Chiclets," the mint covered candy coated chewing gum, have appointed the Spohn-Patrick Company their sole agent in this territory.

They have sent Fred Cohn to the Coast to look over the field and to arrange for an extensive advertising campaign.

Mr. Cohn has been calling on the jobbing trade all week and has assurance of their good will and support.

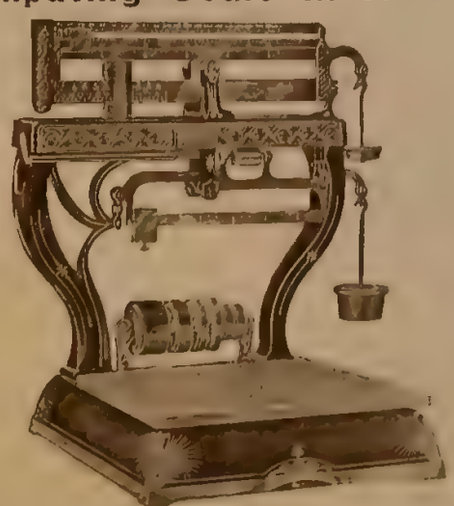
"Chiclets" are really delightful and already in popular demand. Everybody is chewing "Chiclets."

"Chiclets" are a combination of candy and gum entirely different from anything heretofore placed on sale. They come in two flavors Creme de Menthe and Checkerberry. A fact of special mention is that "Chiclets" are stronger and better flavored than any other chewing gums.

The trade will be given many handsome signs, dummies of the packages, etc., and every effort will be made to make the proposition attractive.

$39.00 BUYS THE BEST

Computing Scale in America



Patents sustained by U. S. Courts and Patent Office.

Saves the Grocer 60c per Day

Write for particulars.

Not Made or Sold by the Trust.

Sold by Wholesale Grocers and Hardware Dealers.

Standard Computing Scale Co., Ltd., Manufacturers

DETROIT, MICH.

Chas. Jacobson & Co.

210-212 Davis Street

DISTRIBUTERS OF

Fancy Butter and Honey

Dairy Butter and Eggs

Produce Market

THURSDAY AFTERNOON

BUTTER.

Prices are going down as present prices are not favorable for storage of butter.

California creamery, extras	20	21
" " firsts	19	20
" " seconds		18½
" dairy, extras		
" " firsts		18½
" " seconds		
Store butter	15	16
Storage		
" Creamery extras.		
Pickled		
Keg		

EGGS.

The market is declining as prices are too high to encourage storing.

California Ranch white	21	22
" " mixed colors	20	21
" Gathered,	19	20
Standard		
Seconds		
Eastern, selected	18	19
Standard	17½	18
Seconds	17	
Storage, Cal., Selected.		
" " Standard		
" " Seconds		
" Eastern Selected		
" " Standard		
" " Seconds		

CHEESE.

Cheese is steadily advancing and is in good demand.

California full cream	12½	
" choice	11½	
" common	Nominal	
Young Americas	13	
Eastern full cream	15	15½
Oregon		

POULTRY.

There is little activity in the market owing to the arrival of large stocks.

Turkeys, young live	18	20
" old gobblers	18	20
Dressed Turkeys	nominal	
Roosters young, per doz	6 00	7 00
" old "	5 00	
Hens	5 00	6 00
Fryers, per doz	4 50	5 00
Broilers, per doz, large	3 00	
" " small	2 50	
Ducks young	5 00	6 00
" old	5 00	
Pigeons, young	1 50	1 75
" old	1 25	
Geese' per pair, old 2.00; young	2 00	

BEANS AND PEAS.

Little trading is going on, but holders are firm in their views, with the result that such trading as there is is at former prices.

Small Whites	3 00	3 55
Large "	2 40	2 75
Pea Bean	3 50	3 75
Pink	nominal	
Horse	6 00	7 00
Red	4 00	5 10
Kidney	5 65	5 90
Lima	3 25	4 00
Bayos	nominal	
Butter (large)	2 90	3 10
Black Eyes	2 25	2 50
Dried Green Peas, per 100 lbs	2 25	2 50
" Niles " " " "		

POTATOES AND ONIONS.

The market is quiet; higher prices may be expected when goods suitable for export begin to arrive.

New	60	1
Salinas old	Nom.	25
Oregons		
Merced Sweets	Nom.	
Yellow onions	5 00	
Red (new)	65	75
Yellow (new)	1 00	1 25
Garnet Chili	60	80

PORTO RICO'S PROSPECTS.

George S. Wylie Tells About the Outlook in America's New Possessions.

After a careful trip over the island of Porto Rico, Geo. S. Wylie is enthusiastic over the value of this wonderful island of the United States. Mr. Wylie returned this week, having made the trip in the interest of the Porto Rico Company of this city. He reports that Porto Rico is in a bad way financially, as the planters have not yet recovered from the exhaustion of the Spanish-American war and the hurricane which did so much damage several years ago.

"The fertility of Porto Rico is remarkable," he said; "coffee, cotton, bananas, pineapple and sugar cane grow in splendid luxuriance and the island government is devoting itself now particularly to the cultivation of a market for these articles.

"I traveled all over the island from one end to the other. This did not take long as it is only about 147 miles long by 47 miles wide. My purpose was to study the comparative merits of the coffee raised in the different sections of the island. The finest coffees come from Yauco and La Junta districts in the southeastern portion of the island. In these districts considerable quantities of coffee are shipped to Europe, some of which has brought the planters as high as $40 per hundred pounds. A large part of this first-class coffee goes to Vienna which is recognized as the most discriminating center of coffee consumption.

"The islands at the present time are practically bare of high grade coffee, almost the entire crop of 1904 having been sold and shipped. I was fortunate in being able to secure for the Porto Rico Company considerable high grade thoroughly aged coffee that was being held on speculation in expectation of high prices this fall. Owing to the fact that the Porto Rico Company was prepared to pay spot cash for their purchases, and also that our company is the only one on the Pacific Coast giving special attention to the introduction and popularizing of Porto Rico coffee, the planters were glad to make a considerable concession in our favor. As a result, we now have on the way 300,000 pounds of the finest coffee that Porto Rico has ever produced.

"Owing to their loss through the Spanish war and the hurricane of which I have spoken and also to the fact that the planters live in a princely style, almost all the holders of the large plantations are heavily in debt. Because of this, practically the entire crop of coffee pays quite a tribute to the commission men and banks who have advanced money to the planters. All are now looking to the United States to provide them an additional ready spot cash market for their crops. With several good years and a ready market for their output, the Porto Rico planters would soon become financially independent. Without the drain of heavy interests to pay and concessions to make to the men to whom they owe money, I think it would be possible for the Porto Rican crop to be marketed for 3 or 4 cents less than it is to-day.

"Another cause of hard times is the fact that the planters are required to pay a considerable tariff to market their coffee in Spanish markets which they entered free of charge before the war. As their goods were marketed very largely through Spanish merchants in the past and they have not yet built up new channels through which to dispose of their goods, they suffer severely from this.

"Americans are welcomed to Porto Rico with open arms. The coffee planters recognize that the United States is the largest consumer of coffee in the world and they hope that now that they have been taken under Uncle Sam's sheltering arm that he will accord them protection that will mean prosperity. An import tax of 3 or 4 cents on coffee sent to America from foreign countries would prove a boom to the coffee growers of Porto Rico.

"Considerable attention is being paid by the planters to the development of bananas, pineapples and cotton. The growth of cotton, particularly, is being watched with much interest and care. Porto Rico can grow cotton the fibre of which is one-third again longer than that of the Sea Island cotton. This latter cotton has for years been recognized as the finest cotton produced in the United States because of its long fibre.

"The Porto Rican government has taken steps towards advertising Porto Rico's possibilities in the United States. A commissioner has already been appointed. I understand he is to have headquarters at Washington and will establish an exhibit where people from all over the world can be shown what Porto Rico products are like.

"Although in a chain of volcanic islands, there are no volcanoes on Porto Rico. The island is made up of mountains so low that in California we would call them hills. Trees grow strongly to the very tops of these mountains. On the mountains, bananas and pineapples can be grown on the coffee plantations and the production of these fruits will practically pay for the running of the plantations. In the low lying districts, cotton and sugar cane are grown to large advantage.

"My trip was a very valuable one to the Porto Rico Company. We have made new connections which will unquestionably prove of great value to us as the years pass and we are able to make the consumers on the Pacific Coast realize more thoroughly the fact that Porto Rico coffee is the best in the world."

PLEASED WITH PORTLAND.

Leo Lewin of the Lewin-Meyer Company, returned last Saturday from the Portland fair, whither he went with the California Promotion Committee.

He reports that the Fair is in excellent shape and has a good attendance. The Oregon country looks very prosperous and offers a splendid opening for men with money and enterprise.

A FALSE ALARM.

A Los Angeles contemporary throws fits over a law secured at the last Legislature by the Retail Druggists' Association prohibiting the sale of drugs by others than registered pharmacists. As the law specified that it does not refer to the sale of proprietary medicines by dealers in general merchandise, it can readily be seen that there is no cause for alarm. This law was submitted to J. F. Paulding and carefully examined by him during the session of the Legislature and if it had worked an injustice on the retail grocery trade, its pasage would have undoubtedly been stopped by the State Grocers' Association.

SPECIAL ANNOUNCEMENT.

An invitation is extended to any white merchant outside of New York City, or their representative, whose name appears in Bradstreet's or Dunn's Commercial Agency Book, to accept the hospitality of our hotel for three days without charge. Usual rates, apartment with private bath, $3.00 per day and up without meals; parlor, bedroom and private bath, $35.00 per week and up, with meals for two. New York merchants and editors are requested to call the attention of their out of town buyers and subscribers to this advertisement. GALLATIN HOTEL, 70 W. 16th St., New York City.

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SUITS THOSE WHO ARE PARTICULAR ABOUT THE BEER THEY USE.

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IT HAS THE AGE
IT HAS REPUTATION
IT IS MADE RIGHT

Those who have used it know it. Those who do not know soon find it out after a trial.

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Packers and Jobbers
Pickles, Catsup, Preserves, Vinegar, etc.
We prepare for the Grocery Trade a line not surpassed in quality and purity.
OUR CATSUP is not equalled by any on the market. Try an order.

Amusements

MAJESTIC THEATRE.

A sweet and clean love story of the Tennessee mountains is being presented in "At Piney Ridge." The leading role is in the hands of Frank Bacon, whose genius is particularly fitted to characters of this kind. He is supported by a strong cast. Next week James Neil and Edythe Chapman will open their season in a series of strong plays with a capable support.

TIVOLI OPERA HOUSE.

"The "Black Hussar" is proving another heavy success. The opera is very interesting in itself and with Barron Berthald in the leading role with a strong support in good voices and with plenty of pretty girls and handsome costumes, the production is thoroughly worth while. The stage management is to be congratulated upon the vim and grace with which this opera is given.

ALCAZAR.

"Harriet's Honeymoon" at the Alcazar is full of fun from start to finish. It tells the story of a New York broker who is hurrying his bride through a European trip in order to get back to Wall street as soon as possible. The bride is very unreasonable and jealous and their misunderstandings at a fashionable watering place in Germany gives opportunity for many funny situations. Mr. Craig and Miss Lawrence appear as the honey-mooning couple. Miss Woodson as an up-to-date yellow reporter is very funny. Next Monday "Audrey," a romantic play of the Colonial period, will be given its first production in San Francisco.

GRAND OPERA HOUSE.

"A Woman's Sin" is being presented this week by Alfred Woods and Maud Williamson. It is a melodrama of considerable interest and is well presented by the stock company. Next week "The Best to Win" will be put on, in which Eddie Hanlon, the well known prize fighter, will spar four rounds.

CENTRAL.

"The Tornado" is being presented at the Central this week and raises a perfect cyclone of applause. The production is full of remarkable scenic effects and is one of the most sensational that has been seen at this theatre for some time. At the same time it is well written and has much good comedy. Next week "Down Mobile" is to be presented.

FISCHER'S.

De Velo is the bright particular star at Fischer's this week. His act is particularly sensational. When he loops a perpendicular loop the audience holds its breath. There are eight other numbers on the program. There are two performances each evening and a matinee every afternoon.

THE CHUTES.

Francesca Redding and a company of clever comedians are adding to the interest of the bill in the big free theatre of the Chutes. Several other Orpheum head-liners make up a program of more than ordinary interest. There are the usual attractions at the city's great play grounds.

MONEY BACK FLOUR.

When a mill authorizes the retail grocer to "money back" their flour, it is pretty safe to bank on it.

When this flour brings the dealer a profit of 15 cents per sack, it is a very foolish thing for him not to try to sell it in preference to other flours that only pay 5 or 10 cents per sack.

The Globe Milling Company "money backs" all the products of their mills. It guarantees its "A-1" flour to be the best and strongest in this market and authorizes the grocer to assure his customers that "A-1" will make more loaves of bread to the sack and better than any other flour.

A careful housewife would rather pay $1.40 for the flour that she knows is better than what she has been using than $1.30 or even $1.20 for some other flour.

FIGHTING CRACKER COMPANIES.

St. Louis, Mo.—The grocers are very much in earnest about their fight to discontinue paying cracker prices for pasteboard. The cracker companies have been making a net price when the grocers insisted. They have failed to take official action to guarantee that this would continue when the grocers ceased to protest. President L. F. Padburg has decided that if the local cracker factories will not agree to charge only for net weight, that the grocers will unite in taking crackers from some outside factory

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NOTICE TO STOCKHOLDERS.

Office of The Calkins Newspaper Syndicate, Hallock Block, No 320 Sansome Street, San Francisco, California, the 6th day of May, 1905

In accordance with a resolution adopted at a regular meeting of the Board of Directors of The Calkins Newspaper Syndicate, a corporation duly organized and existing under and by virtue of the laws of the State of California, and having its principal place of business in the City and County of San Francisco, in said State, held this day, a special meeting of the stockholders of said Company is hereby called, to be held at the office of said Company, in the Hallock Block, Room 55, at No 320 Sansome Street, in the City and County of San Francisco, State of California, the principal place of business of said corporation, and the place where the Board of Directors usually meet, on Thursday, the 13th day of July, 1905, at the hour of 2 o'clock p. m.

The object of said meeting is to take into consideration and decide upon the proposition of increasing the capital stock of said Company from $50,000, divided into 50,000 shares of the par value of $1.00 each the present capital stock of the Company to $100,000, to be divided into 100,000 shares of the par value of $1.00 each

Dated, San Francisco, Cal., May 6th, 1905

W. P. CALKINS, President
G. H. STOKES Secretary



VALLEY BREW LAGER
from
Richmond Bottling Works.
Zimmerman & Ruhland,
'Phone Pine 1787.
32d and Clement Street,
San Francisco, Cal.

Champagne.

Veuve Clicquot, qts	$32.25
Veuve Clicquot, pts	34.25
Ruinart, Magnums, 6 to case	30.50
Ruinart, qts, 1 doz to case	32.40
Ruinart, pts, 2 doz to case	34.20
Ruinart, ½ pts, 2 doz to case	18.00
Vintage 1899, qts, 1 doz to cs	46.50

Brandies.

	Per case
Martell's One Star, 1 doz qts	$16.00
Martell's Two Star, 1 doz qts	19.00
Martell's Three Star, 1 doz qts	20.00
Martell's Three Star, 2 doz pts	23.00
Martell's One Star, 2 doz f'ks	18.00
Hennessy's One Star, 1 doz qts	17.50
Hennessy's Three Star, 1 doz qts	21.00
Calif. doz qts	13.00



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SWEET CIDER
½ Gal. Bottles.
BOILED CIDER
Quarts
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Mineral Waters.

Aetna, splits, 100 to cs	$6.50
Aetna, pts, 100 to case	9.00
Aetna, qts, 50 to case	7.50

GINGER ALE
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D. Steimke & Co. Prop.
All Carbonated Beverages.
FOR UNION AND OCTAVIA STS

	PINTS	QTS
Soda Water	$ 80	$1 50
Ginger Ale	80	1 50
Sarsaparilla	80	1 50
and Iron	80	1 50
Cider	80	1 50
Cuban Punch	80	1 50

Case Prices, 2 Doz. per Case

Porter.
(E. & J. Burke's Guinness')

Stone, pts, 8 doz to bbl	$16.50
Glass qts., 4 doz to bbl	14.00
Glass, pts., 8 doz to bbl	16.50

Specialties of
Hilbert Mercantile Co.

H. B. Ky. Bourbon, per gal	$2.75
H. B. Ky. Bourbon, Ex spcl	3 25
Union League Ky. Brbn, AA	2.50
Union League Ky. Brbn, 1 gal	2 25
El Monte Ky Brbn 1 gal	2 25
Maryland, Monogram, 1 gal	2 75
Forum, Bourbon, 1 gal	2.00
W. H. McBrayer's Cedar Brook 5 yrs	3 00

Hunter Baltimore Rye.

Per case, 1 doz. 5's	13 00
In 5-case lots	12.50
In 10-case lots	12 00

Hilbert Mercantile Co.

H. B. Bourbon (spcl)	$10 00
H. B. Rye	10 00
H. B. pt. flasks, 4 doz to cs	12.00
H. B. ½ pt flasks, 6 doz to cs	3 50
H. B. 1½-oz bots, per gr	12.00
Union League "AA"	8 00
El Monte Bourbon	8 00
Forum Bourbon	7 00
J. Baumgardner Rye	12.00
Maryland Monogram	9 00

W. H. McBrayer's Cedar Brook

Per case, 1 doz 5's	$12 00
Per case, 2 doz pts	13 00
Per case, 4 doz ½ pts	14 50
Per case, 20 doz 1½-oz	18 50

Jesse Moore Whiskies.

Ex Pony Bourbon	$18 00	$17 50	$17 00
AA Bourbon	11 00	10.50	10.00
C Bourbon	9 00	8 50	8 00
AA Bourbon, 5 doz, 4 oz	10 00	10.00	9.75
AA, Pt Flasks, 2 doz	9 00	8 75	8 50
AA, ½ Pt Flasks 3 doz	6 75	6 50	6 25
Old Rye	11 00	10 50	10 00

Jesse Moore Hunt Co.
(In barrel, or half barrel)

Extra Pony Bourbon, gal	$3 50
AA, Bourbon, gal	3.75
B, Bourbon, 1 gal	3 25
C, Bourbon, 1 gal	2.75
No. 1, Bourbon, 1 gal	2.25
AA Rye, gal	3 75
C Rye, 1 gal	2 75



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Slow to come is quick to go—never be late.

Keep thinking what the man in front of you will say when he goes out.

You know how you would like the salesman to act if you were the customer—that is the way.

NOTICE TO STOCKHOLDERS.

Office of "The Pandex of the Press," Halleck Block, No. 320 Sansome street, San Francisco, California, the 4th day of May, 1905.

In accordance with a resolution adopted at a regular meeting of the Board of Directors of "The Pandex of the Press," a corporation duly organized and existing under and by virtue of the laws of the State of California, and having its principal place of business in the City and County of San Francisco, in said State, held this day, a special meeting of the stockholders of said Company is hereby called, to be held at the office of said Company, in the Halleck Block Room 58, at No. 320 Sansome street, in the City and County of San Francisco, State of California, the principal place of business of said corporation and the place where its Board of Directors usually meet, on Wednesday, the 12th day of July, 1905, at the hour of 2 o'clock p. m.

The object of said meeting is to take into consideration and decide upon the proposition of increasing the capital stock of said Company from $50,000 divided into 50,000 shares of the par value of $1.00 each, the present capital stock of the Company, to $100,000, to be divided into 100,000 shares of the par value of $1.00 each.

Dated, San Francisco, Cal., May 4th, 1905.

W. P. CALKINS, President.
A. I. STREET, Secretary.

Phone Mission 286

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Velvet Grain (in Bags) for kitchen
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Clerk's Corner

How Clerks May Advance.

"What do you think of the young man's chances in your store to-day?"

This question was asked of four different men who, as heads of stores in four lines and of four sizes, are in a position to know what the answer to the question should be. Here are the answers condensed and welded into one: "Just as good, I think, as the young man's chances in an office. The big positions are there to be won. They are always filled from the ranks of the man in the store. It is up to the man."

The writer has been both store employe and office clerk. Of the two the office work paid more, but it was the more narrow—the least developing—of the two. In an office there is the desk, the ledger, the pen and ink, and the same never ending routine of the day's work to go through with day after day, week after week, year after year, until promotion comes, if it does come. There is little or no contact with the outer world. As a consequence the clerk is in danger of becoming the narrowest of men, the least fitted for battling with the world in general of any of the better class of workers. He must succeed by staying with one firm so long that promotion is sure to come to him.

Many Opportunities in Store.

The situation is different in a store. The clerk or salesman meets and deals with dozens—possibly hundreds—of people intimately each day. He is actively a factor in the business world. His business faculties are constantly on the alert through necessity. His experience of the world and business is added to every day of his life. He meets people often in a fashion where a sale is a question of the sharper wits, so he learns aggressiveness and how to sell goods, and generally his business ability is being constantly developed.

The low pay that prevails among the majority of stores is the great drawback to the desirability of a career in a store. The young man about to choose a life vocation quite properly wants to begin by making as much as he can, provided a place holds out to him the offer of a future. He knows that it will be a long time before success will knock at his door, and in the meantime he wants to earn just as much money as he can. The average store, whether large or small, does not hold forth any high pay for the beginner.

Low Pay at Start.

The beginner must be content with $7 or $8 a week to start with, and must begin humbly to learn the business of a store, just as if he were mastering a trade. Right at the start is where the majority of young men who begin work in stores make their big mistake. They refuse to consider the work of a store in the light of a profession or trade. But the man who is in the store manager's chair got there by taking the business of the store seriously and by learning it while he was drawing small pay in a minor position. There is no time for him to learn it after he gets into the chair.

How long before the clerk will experience his first promotion will depend entirely upon himself. He may be a salesman for three or four years. Then, if he is the right man in the right place, he will find that there are plenty of other places where a good man can be used to advantage in a store besides behind the counter. As he rises his pay will grow proportionately larger and his opportunities for showing what kind of stuff there is in him will increase.

Not that success is to be had for all in this line any more than in others. But it is certain that most of the men in high position in large stores and most owners of smaller establishments came up from the ranks of the salesmen and other employes. They were good salesmen, and as salesmen they received the training that makes them good business men now. The man who will make a good salesman will, with further training, make a good, active business man.

Perhaps it were well to advice a man to time his service in the store with care. If nothing to satisfy you looms up in sight after you are in the thirties quit the work and get into something else. But you will hardly regret that you put in a few years in a store.—Henry Oyen in Detroit "Free Press."

INEXPENSIVE LIVING.

Young Men at Wabash College Wax Strong and Hearty on $1.27 Per Week.

Can a man subsist on $1.27 worth of food per week and retain his full vigor and strength?

A great many experiments have been tried within the last two or three years to ascertain just how little a person requires in order to keep in a sound and healthy physical condition. While no sensible person desires to lower the standard of living, the facts adduced by these experiments reveal many of our most glaring food faults. They tend to show, for instance, that the most nutritious foods, such as cereals, are the simplest and cheapest, while many of the foods that are almost lacking in tissue-building or strength-giving qualities are the most costly.

Hugh Sutherland and A. C. Payne, two lads who had to "work their way" through Wabash College at Crawfordsville, Indiana, solved this question in a unique and interesting way. The necessity for adopting a cheap but nutritious diet led them into by-paths of dietetic knowledge of which they had not dreamed. They discarded meat entirely, using pecan nuts, which they purchased in the form of butter, at 35 cents a pound. They also avoided white flour products, eating largely of whole wheat foods, rolled oats, milk, oysters, vegetables, eggs and fruits. They gave their expenditures for the week beginning Wednesday, October 14, as follows:

Wednesday—Shredded Wheat, 11c; milk, 15c.
Thursday—Bread, 25c; butter, 25c.
Friday—Bananas, 5c.
Saturday — Shredded Wheat, 11c; blackberries, 15c.
Sunday—Milk, 10c; oysters, 10c.
Monday—Fish, 10c.
Tuesday—Shredded Wheat, 11c.
Total for the week, $1.48; actual expense for food.

The average weekly expenditure for food for the entire college year was $1.27. And these young men not only made a high average in their studies, but took an active part in outdoor athletics, one of them being left guard on the varsity football team. Their daily program also called for physical exercise morning and evening and a cold bath in the morning. Under such a regime their health was perfect.

The important and instructive thing to be learned from the experience of these young men is that they got more nourishment and more tissue-building material from their food than most Americans get from a dietary that costs many times this amount.

Hand things—don't throw or toss or tumble them.

Get on the most intimate terms with the goods you sell.

The store is not a waste basket—nor the counter a catch-all.



It has come to our knowledge that there is an attempt to introduce on the market a WASHING AMMONIA made from **Bones and Animal Refuse.** We trust that the trade will take time to investigate the character of this STUFF which, if sold to the consumer, will only tend to discourage the use of Ammonia as a household article.

PACIFIC AMMONIA BOTTLING CO.,

Sole Manufacturers of Ammonia from mineral products on the Pacific Coast.

GEO. HERRMANN, Pres., 310 Sacramento St., San Francisco, Cal.

CAUTION—As there are numerous brands of impure and weak washing ammonia offered to the trade imitating the style of our label, be careful to see that our signature Trade Mark is on each bottle.

Trade Mark.

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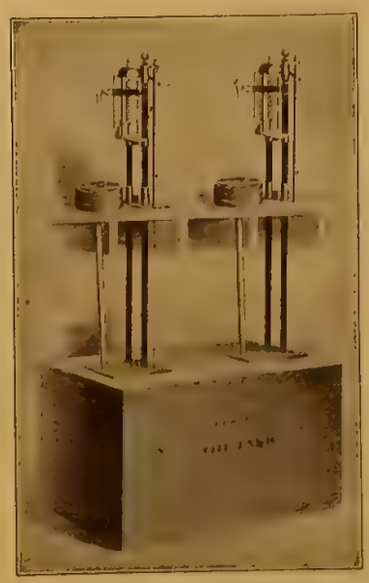
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The Bowser

Self Measuring

Oil Outfit

is greatly improved and the best we have ever made. It has many advantages which you would find would materially assist you in making a profit on your oil handled. In fact, it will in a very short time save you more than it cost. It costs you nothing to investigate. Write today for full information. It's free. Ask for Catalog "B B"

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ROYAL AND QUEEN'S TASTE

(1 lb packages) (3½ lb cartons)

Macaroni, Vermicelli and Spaghetti

ROYAL ITALIAN A. B. C. PASTE, in 1 lb papers
GOLDEN GATE EGG NOODLES, in ½ lb papers

For Sale by all Jobbers

PETERS BROS., BALTZ & DITTMANN

PROPRIETORS

The California Brewing Co.

Douglas Street, bet. 17th and 18th

SAN FRANCISCO, CAL.

EASTERN TICKETS

AT

Half Rate

The Southern Pacific will sell Round-Trip Tickets to Eastern points at a one-way rate on the following dates:

May 10, 11, 27, 28, 29.
June 12, 13, 14, 15, 16, 17, 25, 26, 27, 28, 29, 30.
July 4, 5, 6, 24, 25, 26.

Rates to Principal Points:

Chicago	$72.50	New York	$108.50
St. Louis	67.50	Boston	109 50
Memphis	67.50	Philadelphia	107.50
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Choice of Four Routes

Go via Ogden, Portland (at slight extra cost), El Paso or New Orleans. Liberal stop-overs. Return limit 90 days. Tickets good on Overland Limited, Golden State Limited, or any Southern Pacific train. Special low rates for Eastern conventions. Ask about it to-day.

Southern Pacific

San Francisco Office, 613 Market Street.

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VACATION 1905

IS NOW READY FOR DISTRIBUTION

"VACATION" is issued annually by the

California Northwestern R'y

THE PICTURESQUE ROUTE OF CALIFORNIA

and is the standard publication on the Pacific Coast for information regarding

MINERAL SPRING RESORTS, COUNTRY HOMES AND FARMS WHERE SUMMER BOARDERS ARE TAKEN, AND SELECT CAMPING SPOTS.

This year's edition "VACATION 1905" contains 200 pages, beautifully illustrated, and is complete in its detailed information as to location, accommodations, attractions, etc., with terms from $7.00 per week up.

To be had at Ticket Offices, 650 Market Street (Chronicle Building), and Tiburon Ferry, foot of Market Street; General Office, Mutual Life Building, corner of Sansome and California Streets, San Francisco.

Applications by mail will receive immediate response.

JAS. L. FRAZIER, Gen'l Manager.

R. X. RYAN, Gen'l Pass'r Agent.



SHREDDED WHEAT RECOMMENDATION

The Best Cereal Food to Eat, and
The Best Cereal Food to Sell, is

Shredded Whole Wheat

It is made in two forms, Shredded Wheat **BISCUIT** and **TRISCUIT.**

TRISCUIT is a CRACKER, not a "breakfast food." It is used as toast in place of ordinary bread toast, and for all purposes for which the common white cracker of commerce is used.

Shredded Wheat **BISCUIT** is the standard wheat food of the world, delicious for breakfast, or for every meal for every day in the year. It contains all the nutriment in the whole wheat in digestible form. A good seller all the year round.

THE NATURAL FOOD COMPANY
Niagara Falls, N. Y.

THE RETAIL GROCERS ADVOCATE

A. H. POWERS, Editor | SAN FRANCISCO, CAL., JUNE 30, 1905 | Vol. 10, No. 26



M·J·B·COFFEE
SELECTED WISDOM

DO IT FIRST

That Man Is Remembered Best Who First Shows The Right Way.

Your Trade Will Be Grateful When You Sell Them

M. J. B. COFFEE

IXL - Kapp and Street - W.G.M.

TAMALES

IN

KEY-OPENER CANS

RAINIER BEER

Popular! Why?

Because it is really good.

Only Choice Materials
Used in its Manufacture.

JOHN RAPP & SON, AGENTS
Phone South 473.

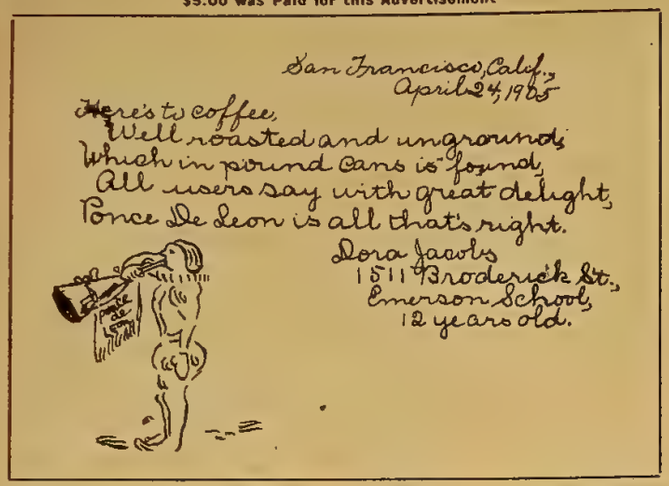
YOU ARE ALWAYS SURE of a sale and a profit if you stock SAPOLIO. You can increase your trade and the comfort of your customers by stocking

HAND SAPOLIO

at once. It will sell and satisfy.

HAND SAPOLIO is a special toilet soap—superior to any other in countless ways—delicate enough for the baby's skin, and capable of removing any stain.
Costs the dealer the same as regular SAPOLIO, but should be sold at 10 cents per cake.

$5.00 was Paid for this Advertisement



Help One of Your Customers Earn $5.00

We are helping Retail Grocers advertise their stores and our **PONCE de LEON** by our plan to

PAY SCHOOL CHILDREN FOR WRITING ADS.

Every Grocer has a chance to win the favor of some customer by helping a child of the house get $5.00. We print these ads. each week in the "*Evening Bulletin*" of San Francisco.

Quality These are the Elements Needed for Grocers to Secure Trade Now Going to Coffee Peddlers. **Confidence**

Our Goods Possess the **QUALITY** — "PONCE DE LEON" Coffee is the Best in the World
Our Advertising Helps Give the CONFIDENCE.

You Can Win and Hold the Best Trade with

Best in the World

Ponce de Leon COFFEE

Quality Unsurpassed
Flavor Delicious
At all Leading Grocers
Porto Rico Co



To Help San Francisco Dealers we Have:

Striking Displays on the Main Streets

Artistic Signs in the Street Cars

Attractive Designs on Theatre Curtains

Conspicuous Notices in Theater Programs

Gold Watches for Grocers

To add to the interest of the Retail Grocery Trade in advancing the Sales of **PONCE DE LEON** Coffee, we have decided to give

6 Gents' Solid 14-Karat Waltham Gold Watches, Value $60 Each, to our Friends.

To Get One Entails No Cost Nor Extra Labor.

Read the Terms: We will give Watches to Each of the Two (2) Retail Grocers of San Francisco, and to Each of the Four (4) Grocers in the Interior, whose Invoices show that they have purchased the **Most Pounds** of our **Sealed Cans** of **PONCE de LEON COFFEE** between April 15th and August 15th, 1905. **WATCHES GUARANTEED TO BE SOLID, 14-KARAT GOLD.**

GET IN LINE—GET A PROFIT—GET A SPLENDID GOLD WATCH

THE PORTO RICO COMPANY

587-589 HOWARD STREET **San Francisco, Cal.**

Give Their Money Back If They're Dissatisfied!



We don't ask the Grocer who sells **"A1" FLOUR** to do anything but depend upon us.

We claim that **"A1" FLOUR** will make **more loaves of bread** to the barrel and **better bread** than other flours.

YOU are authorized to **REFUND THE MONEY** if the flour does not satisfy.

Tell us how to do more and **we'll do it!**



Why "A1" Flour IS BETTER:

Our "A1" FLOUR is manufactured from only the HIGHEST GRADE of the **BEST CALIFORNIA and EASTERN** Wheats. We have, by much investigation and research, produced a blend which includes enough Eastern wheat to cause "A1" to be **More Glutinous** than other flours on the market and therefore **More Nutritious.**

It makes more loaves per sack

WE MAINTAIN THE RETAIL SELLING PRICE.

GLOBE GRAIN & MILLING CO.

MONTGOMERY AND CHESTNUT STS., SAN FRANCISCO, CAL.

Telephone Bush 759.

(Please mention the ADVOCATE to Advertisers. It helps us materially.)

FINEST EVER USED

DURING GROCERY EXPERIENCE OF 30 YEARS.

WATT & CO., of Grass Valley, give their Testimony as follows:



NOTHING IS QUITE SO GOOD

GRASS VALLEY, CAL., June 14, 1905.

The Cudahy Packing Co.,
San Francisco, Cal.

Gentlemen: –

Your Diamond "C" Hams and Diamond "C" Breakfast Bacon **are giving perfect satisfaction,** and I am free to say that they are the **finest we have ever used** during our experience in the grocery business, covering a period of **more than thirty years.**

Yours respectfully,

WATT & CO.

By S. GRANGER.



FINEST IN FLAVOR AND APPEARANCE

"THE TASTE TELLS"

Coffee Peddlers

Find it hard to compete with Canned Coffee.— Get your Coffee Trade back with a good seller like

Wedding Breakfast COFFEE

Easy Seller



Good Profits

Aged and Cured 5250 Feet Above Sea Level

(AND IT SELLS)

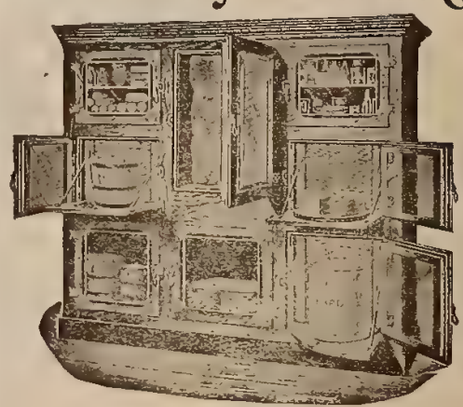
NASH-SMITH TEA AND COFFEE **CO.**

Purveyors to Coffee Connoisseurs

DENVER —— ST. LOUIS

FRANK B. PETERSON & CO., SAN FRANCISCO

Any Way You Examine a McCray Refrigerator



Inside or Outside, it is a True Realization of all that is Best in Refrigerator Construction

No. 410 Grocers' Refrigerator.

THE McCRAY REFRIGERATOR RANKS first in every way. It is sold entirely on its merits and is known everywhere for superiority.

McCRAY REFRIGERATORS are perfect refrigerators and will in a short time repay their cost through saving of butter and other provisions, and ice.

We can here give you but a faint idea of the McCray refrigerator. Let us send you our catalog showing our extensive line from which you can make a selection.

SOLD ON EASY PAYMENTS.

McCRAY REFRIGERATORS ARE GUARANTEED.

BECK - WAKEFIELD COMPANY

GENERAL AGENTS

122 Market Street, San Francisco, Cal.

Retail Grocers' Advocate

CALIFORNIA RETAIL GROCERS' AND MERCHANTS' ASSOCIATION — OFFICIAL PAPER — RETAIL GROCERS' ASSOCIATION

Vol. 10 — SAN FRANCISCO, CAL., JUNE 30, 1905 — No. 26

THE RETAIL GROCERS' ADVOCATE

Published Every Friday by
ADVOCATE PUBLISHING CO.

Subscriptions:
One Year $2.00
Single Copies ..... .10

PUBLICATION OFFICE:
456 MONTGOMERY STREET.
Rooms 413-414. - Tele. John 2601

Entered at the Postoffice at San Francisco as Second Class Matter.

Points to Watch

CANNED PEAS.

Prices have already been withdrawn by the Association on low grade peas. As the Eastern pack is short, higher prices are anticipated.

SUGAR.

Claus Spreckels is now at Honolulu and jobbers are buying sugar only as they need it in anticipation of a possible war.

SARDINES.

There is a war on between the trust and independent canners and American sardines are selling at less than cost in Eastport, Me.

OLIVE OIL.

Olive oil is being used more and more as a medicine. It has many good qualities and the number of persons that take it is increasing rapidly. Many people take it in grape juice, which destroys the taste of the oil.

REFRIGERATORS.

A good refrigerator is an economical piece of furniture. It uses less ice than a poor one, and at the same time preserves the butter cheese and vegetables so that they remain salable longer than otherwise.

APRICOTS IN JAPAN.

J. H. Worman, United States Consul at Quebec, writes that the Canadian agent in Japan has advised his Government as follows in regard to dried apricots:

"It is only a few years since American dried apricots were introduced into that country, but owing to their good flavor and cheapness they are fast superseding the native product. At present they are imported from San Francisco, but the importers are complaining of a falling off in the quality of the fruit. The invoice of the American article is $3.50 to $4.01 per case of 25 pounds."

The following merchants are importing and dealing in apricots: Kameya & Co., Shimbashi, Tokio; Meidiya & Co., Honcho, Yokohama; Yamada & Co., Motomachi, Yokohama.

Spokane—Van Holt & Fleer have purchased Reynolds Bros.' grocery store. C. D. Brown is erecting a new store building and will open a stock of groceries. Crosby & Warner have succeeded to the grocery business of Chas. F. Kay.

GROCERS' BIG MEETING.

J. Salomon Re-elected President With Nineteen Votes to Spare.

DISSATISFIED MEMBERS STAY HOME.

J. A. Stulz the Only Opposition Candidate Elected to the Board.

There were 128 votes cast at the annual election of the San Francisco Retail Grocers on Wednesday night.

J. Salomon secured 19 votes more than Mr. Connolly. As nearly all votes cast were straight tickets, the entire ticket following Mr. Salomon was elected, except C. F. Suss. The only man elected on the ticket headed by Mr. Connolly was Jos. A. Stulz.

The result of the election was due to various personal reasons.

More to blame, however, are at least a hundred members who are dissatisfied with the present administration even to the extent of withdrawing from the organization, but who, nevertheless, failed to attend the meeting and vote as they had promised various members of the Association they would.

It required only twenty of them to entirely change the complexion of last night's results.

What the outcome of the election will be remains to be seen, but serious results will probably follow.

How the Votes Ran.

The voting ran as follows:

President—Salomon, 75; Connolly, 56.

Vice-President—Hurley, 72; Lackmann, 59.

Directors—Wm. Ring, 71; T. H. Corcoran, 72; H. Rawe, 71; H. Methman, 70; J. P. McGuire, 71; J. M. Sullivan, 67; J. R. Van Arsdale, 66; J. C. Owens, 68; Jas. A. Stultz, 64.

Directors (not elected)—J. J. Cusack, 62; Geo. B. Doyle, 59; Julius Lilienthal, 56; J. W. Offermann, 58; John F. Schomer, 62; R. G. Schroeder, 61; Henry Wolking, 61; Henry Wreden, 60; C. F. Suss, 62.

The meeting opened with several preliminary reports.

Secretary Krueger reported a number of new members.

A communication from Chas. Suss was read, demanding that membership in the Association be refused to H. Burmeister on the ground that the gentleman was a tea merchant and not a grocer. The matter was referred to the Board of Directors.

The report of J. J. Hayes about the National Convention was read. He expressed great disappointment at the fact that Jos A. Stulz was not elected president of the National Convention. He thought that the National Convention's usefulness was lessened by the politics.

Watch For H. Rawe.

H. Rawe as chairman of the Collection Committee, spoke briefly praising the work of the Association, and stating that the colections for the year had been in excess of $3700.

Fred Meyer then presented Mr. Rawe with a beautiful gold watch as an indication of their appreciation.

Mr. Rawe spoke briefly:

"This is wholly unexpected. I have always thought that every member should do all that he could to build up the organization. That is all that I have done. I am more than rewarded, and I thank you."

President Salomon, as chairman of the Committee on Trading Stamps, reported that the matter of the constitutionality of the law secured at the last Legislature was now before the Supreme Court. He hoped to have a satisfactory report in a few weeks

Chas Suss, chairman of the Grievance Committee, read a lengthy report. He told of twenty complaints that had been adjusted.

Mr. Suss precipitated a discussion by an attack on E. A Lackmann and R G Schroeder Thus resulted in Mr Lackmann's stating that the statement of Mr. Suss was not true. The organization then voted not to accept Mr. Suss' report

The proposed amendment to make members retiring from business honorary members giving them the full right to speak, though without power to vote or hold office was adopted

The proposed amendment establishing a standing grievance committee was amended to make the committee five instead of three one of whom, at least should be a member of the Board of Directors

The election of officers then followed The nomination speeches developed considerable eloquence and much feeling

Price Cutting and Remedy.

New England Grocer of Boston Discusses and Approves Connolly's Plan.

We print herewith a carefully written and logical review of the plan submitted by Frank B. Connolly, secretary of the California Retail Grocers' and Merchants' Association as a basis for a national policy. The writer, Mr. Aaron C. Dowse, is one of the "Fathers in Israel." He has toiled in Association matters for years and has represented his state in the legislature for several terms. His ideas carry the weight that attaches to the thought utterances of a man of such wide experience. He says:

We can all endorse Mr. Connolly's statement that "in order that the National Association of Retail Grocers of the United States may be in fact what its name implies, it must have a policy that will concentrate upon it the interest of every grocer in the country." The perplexing problem is what that policy—so all controlling, all concentrating—can be. Opposition to the parcels post, the enactment of a just and equitable national pure food law, are universal in their extent. What besides these? Mr. Connolly thinks he has found the policy. He says:

"Every retail grocer feels that those wholesale grocers who protect the retail trade in their profits and in their business should receive every consideration and protection from the retail grocer. Yet we cannot expect the retail grocers of Philadelphia, New York, Boston or San Francisco and other large cities to feel interested in an organization that declares, as one of its chief principles, the upholding of the wholesale grocer when the wholesale grocer of those cities not only refuse to co-operate with the retailers to protect them in their profits, but actually compete with them."

That is a long distance view.

The wholesale grocers in Boston have ever been quick to meet the just demands of the retail trade. They have refused to sell at retail, have upon request posted cards to that effect.

The fact is that changed business conditions have led to different trade alignments.

Self Preservation the First Law.

Buying syndicates have come, it is true, come to stay in all probability, but the antagonism to the wholesale trade inherent in them is not personal, but the antagonism of self preservaion. If the retail grocers may protest against the wholesaler selling to large wholesale houses and hotels in lots as large as the average retailer buys, so also may the wholesaler protest that that the retailer buys by combine direct of the manufacturer, and not of the jobber. It is a sort of a trade evolution.

The manufacturers and the jobbers will sell to the big departmental stores and the retailers will combine to buy direct of the manufacturer. Theory, talk about protection, arguments about the ethics of trade count for but little. Stubborn facts can't be winked out of sight

We are glad to know that "In Minnesota Washington and a few other favored States, the wholesale grocers use their power to help the retail grocers maintain proper trade methods and prevent undesirable cutting." We are glad that in other States the retailers

(Continued on page 8.)

PROTECT THEIR FRIENDS.

Retail Grocers Who Want Protection Must Pay for It by Reciprocity.

By H. W. Thurlow, Secretary.

It is the chief purpose of the Pacific Coast Retail Grocers' Association to make manufacturers realize that it pays to help the retail dealer get a profit.

It rests with the retail grocer as to whether this is true or not.

When the manufacturer knows that the retail grocers are going to unite in "switching," as far as they can, trade on goods that do not pay a profit, and that they are going to sell, instead, goods that do pay a profit, the manufacturer is going to take steps to have his specialties among the preferred goods.

When the wholesaler learns that if he refuses to back up the manufacturer who maintains prices that the retailer will resent it, and that if he says by his acts, "The retailers be d d. I'm going to help the big cutter get the best of the manufacturer's contract," that the retailers are going to say, "Oh, very well; I will get my goods from the jobber who is willing to try to protect me."

THEN the wholesaler is going to agree to help the manufacturer keep the cutter from cutting.

In the Retailer's Hands.

No matter which end of the problem you start with, you come back in the end to the position that it is the retailer who is to blame if he is beaten out of his trade and his profits.

Of course the manufacturer and the wholesaler ought to be grateful enough and thoughtful enough and shrewd enough to realize that this big giant the many retailers from whose pockets they get their wealth—would gladly give them more if he had it to give, and, therefore, from policy they should see that the big cutter is not allowed to annoy and harass him and lessen his strength. But they are so busy going through him themselves that they have not time to "waste" in protecting him.

Some Splendid Exceptions.

There are some splendid exceptions to this rule

Look at them, Mr Grocer, and then throw all the strength you can to help them in order to show them that you appreciate their policy

A. Schilling & Co.

This firm will not sell to cutters. They will not sell to firms that will not agree to maintain a selling price that leaves the retailer a fair profit

Once in a while you hear of a cutter. As soon as A Schilling & Co. are notified, steps are taken to stop the sacrifice As a consequence, there is a profit in the goods that bear the Schilling label

If it was for no more than this, the retail grocery trade should "boost" the Schilling goods When other manufacturers say "Well well. The re-

Genuine SPANISH QUEENS

"White Label" Queen Olives



"White Label" Queen Olives

"White Label" Queen Olives

Selected from the Best Queen Olives grown in the country centering around Seville, in Spain.

Large,
Crisp, Meaty.

Put up in Glass only.
The Best to be had at any price.

Fine Flavor,
Nutritious.

Handsome Shelf Package.
For High-Class Trade.



Investigate!

"White Label" Brand
Bring Duplicate Orders.

Manzanilla Olives
It is a pleasure to sell them.

Baby Pim-Olas



A Spanish Delicacy
Exceedingly Appetizing.
The very thought of Delicious
Pim-Olas and Baby Pim-Olas
makes you hungry.
The Books say, It is not etiquette to "smack one's lips."
Everybody who eats Pim Olas and Baby Pim-Olas violates that rule. They can't help it.
"Eat One and You'll Eat a Dozen."
Sell one bottle and you will sell many more.
The Picnic Season is here. Look to your stock.

Nicelle Olive Oil

Made and Bottled in
Nice, France.
The highest Type of pure Olive Oil producible. For the tables of those who discriminate.
GRAND PRIX
EXPOSITION UNIVERSELLE
PARIS 1900.
United States Bureau of Chemistry tests prove it to be superior to all other brands.



"Salads; How To Make and Serve Them." A new illustrated Salad Recipe Book will be sent to your address without charge, upon request. Please post a notice in your store to this effect.

SEVILLE PACKING COMPANY
Exclusivists in Olives and Olive Products, 202 Franklin Street, New York City.

SPOHN - PATRICK COMPANY

PACIFIC COAST AGENTS
16-18-20-22 FRONT STREET, SAN FRANCISCO, CAL.
Branch Houses: Portland, Seattle, Denver, Salt Lake City.
SPOHN-COOK COMPANY, ... 355 East Second Street, ... LOS ANGELES.

tailer's friendship does count for something. See how Schilling has profited by it."

Then the other manufacturers are going to try to do what A. Schilling & Co. has done, unsolicited, for so long. When they "money back" their goods and guarantee purity, then it will be safe to "boost" the goods with the profit.

Sapolio's Record.

Enoch Morgan's Sons Co. stand way at the head of the list of manufacturers who sell through jobbers.

They are the pioneers and at present the only manufacturers of world-wide reputation who extract from wholesalers a contract not to sell to department stores and not to sell to **any firm that Enock Morgan's Sons Co. may denominate.**

And Enoch Morgan's Sons Co. **enforce** that contract, too.

Look at the splendid results.

In San Francisco there is a department store that started to sell "four cakes for 25 cents" every two weeks. Then they found that no jobber would sell them Sapolio, and it became so hard to get it that their three-day sales of Sapolio at four for 25 cents were held only every month or so. Finally they changed their "special sale" price to "two for 15 cents," and it was only once in 60 or 90 days that such a price was offered. At other times the price was 10 cents and three for 25 cents.

It was only the watchfulness of Enoch Morgan's Sons Co. and their strict enforcement of their contracts that made it so expensive to violate this contract that **dishonest jobbers did not dare to betray their many retail grocer customers OPENLY,** but had to do it so secretly that the cutters did not dare to make it an open and general practice to cut the goods, and as a consequence

It is the rule to sell Sapolio at full price and the exception to cut it.

Cutters of all sorts have jumped at the chance to put out imitations of Sapolio "just-as-goods" that could be sold for less, to punish Enoch Morgan's Sons Co. for protecting the retail grocers.

THEN comes the chance for the retail grocer to show that he is ready to reward the manufacturer who protects him in his profit.

Sell "Sapolio." It will always pay.

Sell other soaps that are marketed on their merits **and pay.**

But the man who cuts into his "Sapolio" trade to try and sell an article that every department store will be able to offer for less money than he, does a bad and foolish trick.

Recently the "Owl," the big cutting druggists, began to offer Sapolio for 6 cents as a bait. At once all wholesale grocers and wholesale druggists were instructed that to supply the "Owl" directly or indirectly was a breach of contract. The "Owl" will still sell Sapolio at cut prices from time to time, but it will only be goods bought from retailers and at more than jobbers' rates, and the sales will be only occasional and the 10-cent price will be the rule.

The Flour Situation.

It lays with the mills to give the retail grocer a profit of 15 cents a sack on flour if they want to.

They have said that they would do it if the retail grocers of San Francisco wanted them to do it.

NOW is the time to show them you want it.

The Globe Mills say: "We will sell no flour to any firm that cuts the price we fix. You can guarantee our flour and give your customer the money back if it don't suit. You must sell our flour at the following prices:

"A1" at $1.40. (Profit 17½ cents.)
"Banquet" at $1.30. (Profit 15 cents.)
"Silver Star" at $1.25. (Profit 15 cents.)

When the retail grocers, by selling flours that pay a fair profit and **cannot be sold for less** than they sell them, show they want a profit, then they will get a profit from

Sperry.
Crown.
Port Costa.
Del Monte.
Colonial.

But the grocers must show that their friendship is worth having first.

There are other manufacturers whose goods are on the protected list. These we will speak of from time to time. But for the principal ones we ask particular attention. **Protect your friends and they will protect you.**

BRITISH COLUMBIA.

Kelowa—The Sheriff is in possession of O. W. M. Hughes' dry goods and grocery store.

Phoenix—The Hunter-Kendrick Company has bought the grocery stock of W. K. C. Manly. Mr. Manly will confine himself to hardware.

A MATTER OF HEALTH

ROYAL



BAKING POWDER

Absolutely Pure

HAS NO SUBSTITUTE

All Grocers should carry a full stock of Royal Baking Powder. It always gives the Greatest Satisfaction to customers, and in the end yields the larger profit to the Grocer.

SUFFERING LOSS.

Margin Retail Grocers Must Get on Flour to Come Out Even.

Few grocers will find that their expenses (after they have allowed for a decent salary for themselves) will come out under 12 per cent.

This means that, if they sell goods with less than a 12 per cent margin, they are either doing business at a loss or, at the best, are working for glory themselves.

A margin of 12 per cent on a sale of $1.25 amounts to 15 cents. This means that the man who sells flour with a less margin than 15 cents is handling it at a loss.

Look at this flour.

Every sack has to be delivered. This costs from 3 to 7 cents. It has to be handled several times. It dirties up the clothes of the clerks. Frequently, a sack is sold to a beat and a total loss is recorded.

A margin of 15 cents is even too small when the risk, the bother, and the amount invested is considered.

Yet five of the mills of San Francisco say to the retail grocers: "We will not help you secure a profit. We could stop the slaughtering of prices by the cutters here as we have in other cities, but we don't think we need to do it for the San Francisco grocers."

The mills who say this are:

Sperry,
Port Costa
Stockton,
American,
Del Monte.

A vast chorus of retail grocers goes up:

"But we **DO** want a profit of 15 cents. All we want is to know that the mills won't let the other fellow cut and we'll be glad to charge the price."

Then Secretary Krueger says:

"The San Francisco grocers aren't interested in getting better profits."

And President Salomon says from the chair:

"It wouldn't be fair to the mills to ask them to maintain a price of $1.25."

But the grocers about San Francisco bay can't see why it would hurt the mills to do for them what is being done for the trade in all the other large cities of the Coast.

One mill says the price can be maintained to advantage. This is the

Globe Milling Co.

The grocers find that they can sell the Globe flour and the extra profit is very acceptable.

Oakland Mill Stands Pat.

The Bay City Mills of Oakland are also standing pat on its retail selling price. The Alameda County grocers are rewarding these mills by pushing their goods in place of the other brands they formerly sold.

QUICK WORK.

A New Record Set for Sugar Weighing.

The writer witnessed a performance in sugar weighing a few days since that seemed truly marvelous. Mr. Lowrie, clerk for Eugene L. Gebel, the well-known San Francisco grocer, placed a 100-pound sack of granulated sugar in their Bond Automatic Weigher, and in two and one-half minutes it was in 25-cent packages, the number multiplied by the weight set for each giving a total of 101 pounds, the additional pound being the added weight of bags as the packages were weighed gross.

It is safe to say that this machine establishes an entirely new record for speed, accuracy and cleanliness in weighing all sorts of free-running materials.

TOMATO CONDITIONS.

Baltimore Authority Reviews the Outlook in the Eastern Market.

Baltimore, June 9th—The "Trade" says:

"The past two years have been preparing the present unhealthy conditions of canned goods value. Three years ago there was an abnormal advance in tomatoes and an equally abnormal increase of new packers. The result the following year was an output of tomatoes that was based entirely on the question of producing quantity and the number of cans.

"The first rule among the new packers seemed to be to get tomatoes into cans at the lowest possible cost and rush them on to the market at the high prices then holding. Secondly, to cook them long enough to make them keep.

"The worst part of the situation was the abominable practice of putting jobbers' labels on these poor tomatoes, which allowed them to rush out on the market as first-class goods. Their inferiority being accompanied by excess in quantity the market went steadily downward.

"This prevented a return of the value on the new goods of 1904. Although the pack that year was greatly lessened, the carry-over, especially in the goods of the old packers was heavy enough to swamp the market up to date.

"The great buyers, realizing the condition of the article, have resolved this year to let the market help itself without their assistance. This means that the buying season will be in the packing season only, for spot goods only and therefore on a basis price of goods.

"In all probability, we are going to have a season of such nature that the crop of tomatoes this summer will be lessened by the weather conditions. This, coming together with a very much reduced acreage, forms a very important consideration in the question.

"Meantime the extremely low price of tomatoes has been the cause of enormous consumption of this article. The two years carry-over of 1903 is now about cleaned up. On account of the dissatisfaction caused by the inferior goods with which the market has been flooded, the quality of tomatoes packed this summer will be of a very much higher order than we have had for some time. We doubt very much if the packers will get their prices for them.

"The first of October will find no volume of pack for this year on hand. The carry-over of two years ago will have disappeared and there will be a real scarcity in canned tomatoes. If we should have a frost in the latter part of September it would result in almost a famine of tomatoes before the crop of next year."

FIRE INSURANCE DECISION.

D. Cavallaro of San Jose insured a winery on October 27, 1903, for $350. The building was destroyed by fire December 6, 1903. The company refused to pay the policy because the building had been insured as a dwelling house, while in fact it was used as a winery. Cavallaro sued for $299.99 and the jury brought in a verdict for the full amount sued for and costs. The court held that the responsibility for the error in the contract was equal as both parties thereto had been guilty of a certain amount of carelessness in describing the premises.

Price Cutting and Remedy.

(Continued from Page 5.)

"who have to compete with large cutting establishments are then forced to form Buying Exchanges in order to get prices that enable them to meet the cut rates of their competitors."

Chain Stores Force Exchanges.

We deny that the compulsion hereabouts is because of non-protection from the wholesalers. Why in Boston for years a card price was maintained on sugar and sustained by both wholesalers and refiners so rigidly that the man who cut the price couldnn't buy a pound of sugar in the Boston market. No, the buying combine is that the retailer may buy his goods at a price as low as the jobber can buy.

It had to come, not because the wholesaler had failed to protect, but **because the chain store was at the individual retailer's throat**—the chain store supplied with goods **not by the jobber but by the manufacturer.**

The jobber suffers from a condition brought about by the manufacturers, and the latter isn't so much to blame, either, for the large purchases of the chain store equaled in amount those of very many individual wholesale grocers.

It's a condition, not a theory, that faces us.

Must Recognize All Districts.

Of course we agree—we have so stated—that a national association "does a wrong to itself and to the grocery trade when it takes a stand that not only is not helpful to the retail grocers of some communities, but would be absolutely hurtful in others if the organization had the influence to make its resolutions effective."

Ethically the manufacturer should sell only to the jobber, the jobber only to the retailer, and the retailer should buy only of the jobber. Logically that's all right, but like the old one horse shay it goes to pieces all at once. You can't broomstick the tide back.

The retailers in Boston and in Philadelphia—formed into buying combines—are themselves jobbers and they retail goods. The jobber of course has the same right—and will exercise it more and more—to sell to large consumers of his goods. The manufacturer sells when and how he pleases. This may not be an ideal condition, but we must content ourselves with the thought that "whatever is, is best." Mr. Connolly is right in asserting that the national association should "be so conducted as to win for it the active support and sympathy of the largest retail grocers." but he is wrong in assuming that buying combines are the outcome of the failure of the jobber to "co-operate with the retail trade." It's just as natural for the retail grocer to seek to benefit his condition and increase his profits by shrewd corporation buying as it is for water to run down hill.

On Solid Ground.

Mr. Connolly says there is "one policy" that would "bring system into the retail grocery trade and insure the trade against unintelligent cutting." As he says, "Every grocer is in business to make money. Every merchant would like to have certain lines on which he can feel safe in making a price that will net him profit." He then gets down to solid ground and declares—and **in this statement he is absolutely correct**—that

"There is only one way that law and order can be brought into the grocery business. This is through the assistance of the manufacturer who has the right to fix and maintain the price at which his goods shall be sold. The manufacturer has the right to refuse to sell to those who cut his price and to demand of the wholesale trade that they refuse to sell firms that cut this price. The manufacturer alone has this right." **(True).**

"The manufacturer would not ordinarily be warranted in making any such a demand unless the retail grocery trade were prepared to back him up. If the influence of the national association should be devoted to creating that assurance, it would be of value to every retailer and every manufacturer in the country." **(True).**

"The great power and influence of the National Retail Druggists' Association came from its devoting its influence to securing the co-operation of the retail druggists in so backing up the manufacturers that they could afford to give the trade protection. This policy has made the National Druggists' Association of so much value to its members that the per capita tax has been raised from 25 cents to $4 per year and the members pay the $4 much more gladly and with much more enthusiasm than they did the 25 cents." **(True.)**

"There is only one way by which manufacturers can be made to feel that they can safely establish a fixed retail selling price for their goods. That way is for the Retail Grocers' Associations of the country, under the leadership and direction of the National Grocers' Association, to not only resolve but actually to give their earnest assistance and best ability to the sale of those goods whose retail selling prices are protected. **(True.)** This also includes the united action on the part of the retail grocers in restricting in every way possible the sale of those goods the manufacturers of which allow them to be cut." **(True.)**

"It will give the retail grocers, both large and small, protection against cutters." **(True.)**

"We believe the National Retail Grocers' Association should take as its chief policy the idea of the co-operating with the manufacturers so as to make the maintenance of a fair price on leading staples practicable. Whether the manufacturer sells through the jobber or direct to the retailer is something for the wholesale grocers to settle with the manufacturer, and is entirely a local issue." **(Absolutely correct.)**

Mr. Connolly then declares that "the next policy should be a declaration in favor of the protection of the wholesale trade in those districts where the wholesale trade are prepared to protect the retailer." Protection in what way? The sale by manufacturers—to jobbers or to the retailer—is as Mr. Connolly says, something the wholesaler must settle with the manufacturer. This being true will Mr. Connolly please explain what he means by protecting the wholesale trade. Seems to us he contradicts himself—gets into an absolutely safe position and then jumps into the air. What is that protection he would have as "the next policy"?

"The matter of securing national legislation, the abatement of trade abuses, such as premium schemes, etc., the further extending of organization, are all valuable incidental features of importance to which attention should be given as the necessity arises."

These are more than mere incidental features—they the all important. To kill off the premium and coupon scheme, to secure a fair national pure

The Original Root Beer
Knapp's.
Makes twice as much, and better Root Beer, than Any other Extract.
Brewer Rich C. Agents.
330 [illegible] Street.

DIVIDEND NOTICE.

The Continental Building and Loan Association, of 301 California street, San Francisco, Cal.,

Has declared for the six months ending June 30, 1905, a dividend of 5 per cent per annum, on ordinary deposits; 6 per cent on term deposits, and 6 per cent on monthly payment investment; interest on deposits payable on and after July 1st; interest on ordinary deposits not called for will be added to the principal and thereafter, bear interest at the same rate.

DR. WASHINGTON DODGE, President.
WM. CORBIN, Secretary.

DIVIDEND NOTICE—Mutual Savings Bank of San Francisco, 710 Market Street—For the half year ending June 30, 1905, a divend has been declared at the rate of three and one-quarter (3¼) er cent on all deposits. compounded semi-annually and free of taxes, payable on and after Saturday, July 1, 1905.

GEO. A. STORY, Cashier.

DIVIDEND NOTICE.

Savings and Loan Society, 101 Montgomery street, corner of Sutter,

Has declared a dividend for the term ending June 30, 1905, at the rate of three and one-half (3½) per cent per annum on all deposits, free of taxes, payable on and after Saturday, July 1, 1905.

EDWIN BONNELL, Ass't Cashier.

DIVIDEND NOTICE.

The German Savings and Loan Society, 526 California street.

For the half year ending June 30th, 1905, a dividende has been declared at the rate of three and one-half (3½) per cent per annum on all deposits, free of taxes, payable on and after Saturday, July 1, 1905.

GEORGE TOURNY, Secretary.

DIVIDEND NOTICE.

San Francisco Savings Union, 532 California street, corner Webb.

For the half year ending with the 30th of June, 1905, a dividend has been declared at the rate per annum of three and six-tenths (3.60) per cent on term deposits, and three and fifteen one-hundredths (3.15) per cent on ordinary deposits, free of taxes, payable on and after July 1, 1905.

LOVELL WHITE, Cashier.

DIVIDEND NOTICE.

California Safe Deposit and Trust Company, corner California and Montgomery streets.

For the six months ending June 30, 1905. dividends have been declared on the deposits in the savings department of this company as follows: On term deposits at the rate of 3 6-10 per cent per annum, and on ordinary deposits at the rate of 3¼ per cent per annum, free of taxes, and payable on and after Saturday, July 1, 1905.

J. DALZELL BROWN, Manager.



CAN YOU WEIGH
25 FOUR-POUND BAGS
OF SUGAR
OUT OF ONE SACK?
THE BOND
AUTOMATIC
WEIGHER
DOES IT IN 2½ MINUTES
Write for Catalogue to
BOND SCALE CO.
Office and Factory
1640 San Fernando Street,
LOS ANGELES
Branch Office and Salesrooms
220 California Street
San Francisco

WARNING TO DEALERS.

There is only one **"CRACKER JACK"**, and that bears the name of Rueckheim Bros., & Eckstein.
The law will punish anyone who sells other brands as and for **"CRACKER JACK"**.
It is illegal for any person to offer "CRACKER JACK" and deliver other goods instead.
Merchants will confer a favor if they will advise us of any person or persons who are attempting to deceive by branding and selling other Popcorn Confections under similar names.
We have instructions to prosecute every person who infringes on the name of "CRACKER JACK".

DODGE, SWEENEY & CO.

food law, to prevent the passage of the parcels post bill—these are the incidents—they are real, live, important, active issues. Mr. Connolly has formulated his ideas in the shape of resolutions. Let's analyze these a bit—see how much of wheat and how much—if any—chaff is in them.

Resolution No. 1.

Whereas, The exigencies of trade require that a dealer meet the prices of his direct competitors, and

Whereas, The prices made by cut rate stores on leading staples have resulted in lowering the general average of profit on those staples far below the safety point, and

Whereas, Conditions are now such that a general rehabilitation of prices is essential, and

Whereas, An agreement among retail grocers themselves as to the maintenance of a retail price is impracticable in many communities, since it can only be obtained by the agreement on the part of the wholesale grocers to refuse to sell goods to the cutter, and

Whereas, The legal right of fixing and maintaining the selling price on an article rests with the manufacturer and the manufacturer alone, be it

RESOLVED, That we urge the manufacturers of the country to establish such prices for their specialties in the various communities as will allow a satisfactory margin of profit to the retailer. Be it further

RESOLVED, That we think the manufacturers should require of wholesalers an agreement not to sell their goods to such retail grocers as may cut the price of the same. Be it further

RESOLVED, That we will give every assistance in our power to increase the popularity of such goods as are protected in their retail price by the manufacturer, and that we will do everything in our power to resist the sale of those goods which the manufacturers allow to be cut.

Resolution No. 2.

Whereas, Certain manufacturers have found it possible to minimize cutting on their goods by selling only through jobbers who sign a contract to sell these goods only to retailers who sign agreements to maintain the retail selling price. Be it

RESOLVED, That we urge upon manufacturers the advisability of the contract plan. Be it further

RESOLVED, That we will assist in every way in our power to advance the sale of goods so protected.

Resolution No. 3.

Whereas, The value of the maintenance of the prices and the extent to which manufacturers can afford to devote themselves to this policy depends upon the extent to which they are supported by the retail grocery trade. Be it

RESOLVED, That we urge managers of the National Grocers' Association to use its influence to induce manufacturers of articles of widespread use to adopt the contract selling plan in all communities where the retail grocers are prepared to give such manufacturers the support that will warrant their undertaking this system.

Logical and Forceful.

These resolutions are well thought out, well phrased and the argument for a fixed selling price is presented with logical force. Whether or not the contract plan is feasible—whether or not such a price agreement is in conflict with the anti-trust laws—we are unable to state. The evils of price cutting on staple goods are painfully apparent. The cheap chain store, the spider web department store, deliberately cuts the price of some staple article—cuts below the actual cost price, that it may give to customers the idea that low prices are the rule and not the exception. It, of course, uses these as leaders, as baits with which to catch the unwary customer, making up on other goods much more than it loses on the leader.

Great Good Would Result.

If the biscuit trust, and all similar producers of goods handled by the trade could be induced to protect their prices great good would result. This would not result in dead uniformity of price for there are many goods not included in these special trade marked lines on which drives could be made.

There is food for thought in these suggestions and we would like to hear from the trade.

One thing is sure, such a plan can succeed **only as it is backed by the retail trade.**

The manufacturers must know that there is such a demand.

We well remember that a large manufacturer of food products in this city once lowered its price that the retailers might get a little more profit. Within a week the retailers had cut the price to a figure that allowed them only the same meagre profit they were receiving before.

Does the retailer need protection not only against the chain store and the department store **but also against himself?** At that time it would seem so.

Thanks for Connolly.

Mr. Connolly deserves the thanks of the trade for his sincere effort to better present day conditions.

Out of such suggestions come needed relief from trade evils.

Every grocer who gets beyond the confines of his store walls and studies these great trade problems helps his brother grocer.

Is this suggestion from the Pacific coast the El Dorado of our hopes?

Is it practical?

Is it workable?

The trade must answer—must adopt the idea or a better one or else go on in the old hap-hazard way, the twig in the trade stream turned hither and thither at the will of the cutter.

Let's first of all be sure we are right and then go ahead.

Let's go at these questions right and **go right at them.**

DEATH OF MRS. HEIDE.

The friends of Henry Heide, the Fourth street retail grocer, will learn with regret of his recent bereavement through the death of his beloved wife last week. Mrs. Heide was forced to submit to a serious operation recently and the first indications were that the operation would be successful. Later she took a turn for the worse, with fatal results.

CARNATION CREAM.

E. A. Stuart, president of the Pacific Coast Condensed Milk Co., and Mr. John Spohn, senior partner of Spohn-Patrick Co., are investigating the conditions of Carnation Cream in this market. Both Mr. Stuart and Mr. Spohn have been away from the Coast for the last three months and during that time the selling price of Carnation Cream has been rather demoralized. These gentlemen are now canvassing the trade in order to see what steps may be necessary to rehabilitate the prices on Carnation Cream.

This is a matter of great importance to the retail grocery trade. Carnation Cream during the past five years has secured the leading position among the condensed cream on this market. Practically every grocery store in San Francisco carries these goods at the present time and the selling of Carnation Cream without a satisfactory profit would make a decided impression upon the debit and credit account of the dealer.

The Pacific Coast Condensed Milk Co. has co-operated with the various Associations in the past. They have successfully maintained a fair selling price on Carnation Cream in numerous communities and no doubt they will be able, with the assistance of the Pacific Coast Retail Grocers' Association, to solve the problem for San Francisco and the other bay cities.

LILY DEAL OFF.

The deal on Lily Cream, by which the retail grocer secured one case free with every 10, and a half case free with every 5½, was declared off last week. Many retail grocers took advantage of this deal to secure their Lily Cream at an inside price. Lily Cream is the pioneer of the big tins of condensed cream on this market. Its quality has always proven satisfactory and the demand with the retail trade has shown a continual and satisfactory increase.

BLACKSTONE'S INKS

BEST TO BE BOUGHT

KEEPS IN ALL CLIMATES



Blackstone Manufacturing Co.
(Incorporated)
MANUFACTURERS OF
WRITING FLUIDS,
Mucilage, Shoe Polish, Shoe Paste, Shoe Dressing and Liquid Glue.
Office and Factory,
1960 Howard St. San Francisco
Telephone Capp 1111.

Service
and
Success

partners

The good Grocer
and
Schilling's Best



A KITCHEN AND DINING ROOM FAVORITE.

CARNATION ..CREAM..

Is the **Handy Milk Man**

and the sooner the Grocer realizes this fact, the more he will sell.

Carnation Cream has many advantages over milk delivered by the dairy man:

1st. It contains more real milk substance and less water.
2nd. It is of uniform quality. Ordinary dairy milk is not.
3rd. **Carnation** is sterilized, hermetically sealed and free from the dust, dirt and germs that must surely get into milk while en route to homes home or places of business

For Sale by All Jobbers

SPOHN-PATRICK COMPANY
16-22 Front Street, San Francisco.
Agents for California, Nevada, Utah, Arizona and New Mexico

RAP THE PACKERS.

Raisin Growers' Association Denounces Middlemen Who Sell Short.

Fresno, June 17th—The California Raisin Growers' Association has issued a circular in which it denounces the action of certain large firms who have offered to deliver at a low price raisins which are not yet grown and which they do not own and which they cannot own without purchasing them from the raisin growers, hundreds of whom are members of the association.

The Raisin Growers' Association declares that it is about time to teach a severe and costly lesson to the packers who have the temerity to try to wreck the raisin market in advance by offering to sell what they do not yet own, especially in the face of the fact that the raisin growers formed their association chiefly for the purpose of so strengthening the market that better prices might prevail than those named by the packers. In their circular, they say:

"All of the growers combined have exclusive control of the means with which to teach this lesson. The more outside growers who join the new company, the more effectively the lesson can be taught. If for any reason an outside grower eventually decides to remain outside, he and others like him will control the only source of supply for these packers who are now endeavoring to contract sales of 1905 raisins and the more the packers contract to deliver, the stronger will be the position of the independent growers, as the packers will be forced to pay the price demanded by the independent grower, or else pay damages to the Eastern jobber for non-delivery.

"This company at the proper time may take occasion to notify the outside growers what price the packers can easily afford to offer without suffering too much loss.

"Can the grower who has toiled and sweat during the past eight months, plowing, pruning, cultivating, irrigating and taking chances against frosts, worms, spiders and mildew, view with complacency the spectacle of the middleman selling his product four months before it is ready for the market, without even the scant courtesy of consulting the producer in order to learn whether or not he has some slight opinion as to what price the product should be offered to the trade?

"One year of intelligent combined action on the part of the growers will teach the short seller a lesson, of which he is badly in need. Last year the packers performed the same trick (successfully, too) to the great loss of the growers."

Best of Fine Fruits.

The Spohn-Patrick Company are pushing the trade on Griffin Extras fruits and vegetables with most satisfactory results.

The grocery trade has come to realize that goods bearing this brand are always satisfactory, and in handling them there will come never a word of complaint.

This is due to the great care with which these goods are put up. Only the best fruits and vegetables are used, and every precaution is taken in the preparation of these goods to insure that quality and flavor shall be absolutely maintained.

The California Fruit Canners' Association, packers of these goods, have over thirty canneries in different parts of the States, so located that they are able to pack on the spot of production the best of each and every kind.

PRAISES THE ADVOCATE.

Secretary Paulding of Los Angeles Approves the Methods of Mr. Thurlow.

There seems to be some misapprehension on the part of some of the Coast trade papers, as to the policy of the new secretary of the Pacific Coast Association in making the **Retail Grocers' Advocate** the preferred association paper, says Secretary Paulding of Los Angeles, in his last "Report."

Mr. Thurlow, the new secretary, in his initial statement said that he would use the **Advocate** in order to keep the members in touch with what was being done.

Several papers have taken exception to this statement and seem to think they have been slighted and have been publishing statements that lead us to believe that they have misunderstood the meaning of Mr. Thurlow's statement. As we understand it he intends to make extensive use of the columns of the **Advocate** because of its general circulation and its always fearless stand on behalf of the association in all matters. We know that he did not mean to convey the idea that he would ignore all other papers, but expects each local paper to be of as much value to the association in their locality as possible. Any paper should and no doubt will be glad to publish anything pertaining to the welfare of the Pacific Coast Association as pertaining to their locality.

However, the news of a general nature pertaining to the whole coast should be carried by a paper **whose circulation is not confined to any given locality.**

We realize that the success of a great movement of this character must be given publicity and it is but natural that we should seek a trade paper of the most general circulation to be the one catered to, in order to reach the greatest number of those interested in our work.

Several trade papers of the Coast have always given space to association work and have done much to help along the good work, and we hope they will continue to do so. We feel sure that it is not the intent of the Pacific Coast Association to antagonize the local trade press. However, our movement is general and if we see fit to make the paper of the most general circulation, our general paper, we do not think that the privilege should be denied us, especially when we have a paper **that has stood by us in all matters like the Advocate has.**

Quality

Counts before **QUANTITY** with shrewd buyers



—Our Goods are Always Satisfactory—

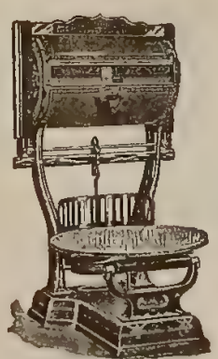
Helvetia Milk Condensing Co.
Highland, Ill.
San Francisco Office, 3 Calif'a St.

FIRST HIGHEST AWARD

The Complete Exhibit of the

Dayton Money-Weight Scales

At St. Louis World's Fair, 1904, received the HIGHEST AWARD and GOLD MEDAL.



MANUFACTURED BY
Computing Scale Co.
DAYTON, OHIO

1—They give the correct value of the article being weighed.
2—They prevent loss from errors in calculation.
3—They save time required in making calculation
4—They are made better than ordinary scales.
5—With proper care they will last an ordinary life-time.
6—The pivots are of hardened tool steel, and with agate bearings inserted at the proper point, are practically indestructible.
7—They are sensitive to the very small fraction of an ounce.
8—They are an ornament to any store.
9—They are the only scale that is mechanically honest.
10—Customers, knowing them to be an honest scale, like to have their purchases weighed on them.
11—Sold on easy monthly payments.

With the **Money Weight Scales** you at once weigh goods **AT THEIR MONEY VALUE.**

Send for further information to

PIERCE & CO., PACIFIC COAST AGENTS

846 James Flood Building, Cor. Market and Powell Sts., San Francisco, Cal.

A RECORD TO BE PROUD OF



EXHIBIT "A"—T. A. Snider Preserve Co. Guarantee Superior Quality.

Cincinnati, U. S. A., May 13th, 1905.

Spohn-Patrick Company, San Francisco, Cal.

Gentlemen—We have your letter of the 8th. There is **not** a Catsup on the market that is better made than **Snider's Home Made Tomato Catsup** and **none** which is purer.

We absolutely use the very best materials and nothing enters into the composition that could be left out and make it of the quality it is now. (See neck label on every bottle of Snider's Catsup.)

We might say to you now, that we believe we are the **only people** who **thoroughly sterilize our Catsup** after it is put in the bottles. Every package is sterilized just like the sterilized canned vegetables or goods of that character, so we feel confident that when it comes to purity we are the "top-notchers." Yours very truly,

The T. A. Snider Preserve Co.

EXHIBIT "B"—Telegram That Guarantees Freedom From Coloring Matter.

Cincinnati, Ohio, May 25, 1905.

Spohn-Patrick Co., San Francisco, Cal.

All Catsup shipped free from coaltar color.

The T. A. Snider Preserve Co.

EXHIBIT "C"—Chemist Frank T. Green Verifies Snider Telegram.

(Prof. Frank T. Green was City Chemist for four years under Mayor James D. Phelan.)

San Francisco, Cal., May 31, 1905.

Spohn-Patrick Company, 20 Front St., San Francisco.

Gentlemen—I have made a chemical search for coal-tar colors in **Snider's Home Made Catsup**, prepared by The T. A. Snider Preserve Co., Cincinnati, Ohio. I find no coal-tar colors present.

Yours respectfully,

Frank T. Green, Ph. G.

EXHIBIT "D"—Second Analysis Substantiates First Finding.

San Francisco, Cal., June 12, 1905.

Spohn-Patrick Company, 20 Front St., San Francisco.

Gentlemen—Additional samples of **Snider's Catsup** have been analyzed by myself. I find no coal-tar dye present. Yours respectfully,

FRANK T. GREEN, Ph. G.

EXHIBIT "E"—Noted Cincinnati Chemist Verifies San Francisco Analysis.

Cincinnati, U. S. A., June 16, 1905.

Spohn-Patrick Company, San Francisco, Cal.

Gentlemen—We have just had returned to-day from Prof. Louis Schmidt, of this city, the bottles of ½-pint **Snider's Catsup**, which you marked from 1 to 5 inclusive. He states that there is absolutely no aniline color in any one of the bottles and none of them show any added color re-action. Yours truly,

The T. A. Snider Preserve Co.

EXHIBIT "F"—Health Officer of San Francisco Notifies Chief of Police.

San Francisco, Cal., June 20, 1905.

Mr. J. F. Dinan, Chief of Police, Hall of Justice, City.

Dear Sir—Please incorporate the following as additional to the communication of June 19, 1905:

Your commanding officers are hereby informed that **Snider's Catsup with neck labels are not to be ordered removed from the shelves** of local dealers. Respectfully,

D. F. Ragan, M. D., Health Officer.

The above correspondence will make it clear to you that you can

Sell Snider's Catsup

with an absolute guarantee of Purity.

T. A. Snider Preserve Co.

SPOHN-PATRICK COMPANY, AGENTS

Deal Now On. See other Side.

You should not miss a Deal like this!

Snider's

FREE DEAL

A Rare Opportunity to get Extra Profit.

There is no Quantity Limit.

Buy Big and Your Profit will be correspondingly Large.



Dear Sir: — We quote you herewith Free Deal on the new pack Snider's Catsup, subject to delivery after September 1st, 1905.

Offer No. 1. 1 case Pints Snider's Catsup **Free** with each order for **5** cases pints Snider's Catsup.

Offer No. 2. 1 case ½-pints Snider's Catsup **Free** with each order for **3** cases pints and **2** cases ½-pints Snider's Catsup.

Offer No. 3. 1 case ½-pints Snider's Catsup **Free** with each order for **10** cases of ½-pints Snider's Catsup.

Offer No. 4. ½ case ½-pints Snider's Catsup **Free** with each order for **5½** cases ½-pints Snider's Catsup.

Offer No. 5. 1 case Quarts Snider's Catsup **Free** with each order for **10** cases quarts Snider's Catsup.

Offer No. 6. ½ case Quarts Snider's Catsup **Free** with each order for **5½** cases quarts Snider's Catsup.



As usual, the Free Deal is subject to Withdrawal without Notice

SNIDER'S HOME MADE CATSUP

PUREST AND BEST.

We prove all we say, and aid the Retailer in every way.

The T. A. SNIDER PRESERVE CO., CINCINNATI, OHIO

Makers of Snider's Oyster Cocktail Sauce, Chili Sauce, Salad Dressing, Tomato Soup and Baked Beans. . . . .

Send us your order. Mention Wholesaler's name.

SPOHN - PATRICK COMPANY

SOLE AGENTS

16-18-20-22 Front Street, San Francisco, Cal.

SPOHN - COOK COMPANY, 355 East Second Street, Los Angeles, Cal.

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Each of these departments in this Price List is checked up and corrected every week by two or more reliable authorities on values. More than thirty wholesale houses co-operate with us to secure for our List the greatest accuracy possible.

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Barrel Covers	37
Basins	37
Baked Beans	10
Baking Powder	19
Bags (paper)	31
Barley, Pearl	17
Baskets	35
Bath Brick	31
Beans, Canned	6
Beef, Barreled	8
Beef, Canned	11
Beef Extracts	25
Benzine	17
Blacking, Shoe	32
Blank Books	37
Bluestone	31
Bluing	14
Borax	15
Bouillon Capsules	23
Bowls	35
Brooms	35
Breakfast Foods	12
Brushes	35
Butter Ladles	37
Butters, Fruit	10
Candies	21
Candles	31
Canned Fish	13
Canned Fruits	6
Canned Meats	11
Canned Soups	29
Canned Vegetables	8
Can Openers	35
Capers	23
Carpet Sweepers	35
Castile Soap	16
Castor Oil	17
Cereals	12
Catsups	23
Caviar, Russian	11
Celery Salt	28
Cereal Coffee	24
Cheese, for. & dom.	11
Chewing Gum	32
Cherries, Maraschino	10
Cheroots	40
Cheese Safes	35
Cigarette Papers	40
Chicory	1
Chimneys	36
Chloride of lime	15
Chocolate	23
Chutney	24
Cigars	40
Cigarettes	40
Citron	26
Clams & Clam Juice	14
Clothes Line Pulleys	36
Clam Chowder	14
Clothes Lines	32
Clothes Pins	36
Coal Oil	17
Cocoa	23
Cocoanut	24
Codfish	11
Coffees	1
Coffee Extracts	1
Coffee Mills	36
Condensed Milk	24
Corks	36
Cordage	31
Corn Starch	15
Cottolene	25
Crackers	32
Cranberry Sauce	25
Cream (evaporated)	24
Cream of Tartar	19
Curry Powder	25
Demijohns	36
Dishes, Wooden	37
Door Mats	36
Dried Fruits	5
Drugs	36
Dry Paints	17
Dust Pans	36
Dusters	36
Eels	13
Egg Beaters	37
Egg Food	31
Envelopes	38
Evaporated Cream	24
Extracts, Beef	25
Extracts, Flavoring	20
Farinaceous Goods	17
Fine Cut Tobacco	40
Fish	11
Fish (canned)	13
Fish, Shell (canned)	14
Fish, C. & B. Potted	13
Flavoring Extracts	20
Flour	17
Fly Paper	31
Fruits (canned)	7
Fruits (dried)	5
Fruit Jars	31
Fruit Wax & Strings	33
Fruit Butter	10
Fruit Jars	31
Faucets	36
Fruit Jar Caps	31
Fruit Jar Rubbers	31
Gasoline	17
Gelatine	25
Ginger, Preserved	25
Glue	31
Gum, Chewing	22
Ham	7
Herring (salt)	13
Herrings (smoked)	13
Honey	7
Hops	31
Horseradish	31
Ink	36
Insect Powder	32
Insulators	
Ironing Boards	36
Jams	8
Jars	31
Jellies	9
Lanterns	37
Lamp Chimneys	36
Lamp Wicks	37
Lantern Globes	37
Lard	8
Laundry Materials	14
Laundry Starch	15
Lard Oil	17
Lead Pencils	38
Lemon Squeezers	36
Lemon Juice	25
Lime Juice	25
Linseed Oil	17
Liquid Bluing	14
Lobsters, Canned	14
Lozenges	21
Lubricating Oil	17
Lye	15
Macaroni, Imported	18
Macaroni, Domestic	18
Mackerel (salt)	12
Mackerel, tins	13
Maple Sugar	4
Maple Syrup	4
Marmalade	9
Matches	32
Meals	17
Measures	34
Meats (canned)	10-11
Meats (smoked)	7
Meats (dry salt)	7
Milk (condensed)	24
Mixed Candy	21
Molasses	3
Mops and Handles	36
Mouse Traps	37
Mucilage	36
Mushes	12
Mushrooms	25
Mustard	19
Neatsfoot Oil	17
Nest Eggs	37
Nuts	6
Oil Cans	37
Oils	17
Olives	26
Olive Oil	26
Olive Oil (imitation)	26
Oysters	14
Pails	36
Paints, Dry	17
Paper Bags	31
Paper, Shelf	36
Paper, Toilet	32
Paper, Wrapping	32
Paper, Writing	37
Paprika	26
Paraffine Candles	31
Pastes	12
Patent Medicines	36
Peach Butter	10
Peanut Butter	26
Pearled Cereals	17
Peels	26
Pens (steel)	38
Pepper	19
Pepper Sauce	28
Pickles	27
Pigs Feet	8
Pim Olas	26
Pineapples (canned)	7
Pipes	40
Playing Cards	
Plug Tobacco	39
Plum Pudding	
Polish, Metal	33
Polish, Stove	32
Polish, Stove	33
Pop Corn	26
Pork and Beans	10
Pork, Barreled	7
Potato Mashers	37
Potted Fish	13
Preserves	8
Pretzels	27
Provisions	7
Prunes	6
Raisins	6
Rice	18
Rolled Cereals	18
Rolling Pins	37
Rootbeer	27
Rope	33
Sago	18
Salad Oil	26
Salad Dressing	27
Saleratus	20
Salmon (salt)	12
Salmon (canned)	13
Sal-soda	15
Salt	28
Saratoga Chips	28
Sardines	14
Sauces	28
Sauerkraut	28
Sausages	8
Seeds	33
Sheep Dip	33
Shelf Paper	36
Shell Fish	14
Shoe Blacking	32
Shoe Dressing	32
Shrimps	14
Smoking Tobaccos	39
Soda and Saleratus	20
Soap	16
Soap, Scouring	16
Soups	29
Spanish Delicacies	29
Spices	19
Spittoons	37
Spoons, Wood	37
Sprats	14
Starch	15
Stepladders	37
Stick Candy	21
Stove Polish	32
Sugar	3
Sugar, Maple	4
Syrup	3
Tacks	37
Tamales, etc.	29
Tapers, Gas	37
Tapioca	18
Teas	2
Tobacco	39
Tobacco Cutters	37
Tobasco Sauce	27
Toilet Paper	32
Tooth Picks	27
Traps	37
Tripe	8
Truffles	29
Tubs	37
Turpentine	17
Twine	33
Twine Holders	37
Vegetables (canned	6
Vinegar	29
Washboards	37
Washing Powder	16
Wax	33
Whips	37
White Lead	17
Wicking	37
Willow Ware, etc.	36
Window Screens	37
Wringers	37
Writing Paper	37
Wooden Ware, etc.	36
Yeast Cakes	29

COLUMN 1.
Department 1.

COFFEE, CHICORY, ETC.

Green Coffee.

Mocha, Genuine Arabian	23	25
No. 2	17	18
No. 3	16	
Kona (Hawaiian)	16	18
Mexican	13	13
Java, common	15	18
Java, brown plantation	20	25
Caracol, prime washed	13	16
Caracol, ordinary	13	14
Guatemala	11	17
Costa Rica	12½	16
Salvador	10¾	12

Roast Coffee.

Salvador	12	20
Costa Rica	16	20
Java	24	31
Mocha Aden	27	31
Prme W shd, C. A. Blends	19	24
Good C. A. Blends	18	26
Ordinary Blends	12	13

Private Brands.

Royal Java Roast	13
Lion, 100-lb	14.97
Arbuckle's, 100-lb	14.87
Arab, 1-lb tin	.18
Hill's Bros. Arabian Roast	.27
"M.J.B.," 60 1's in case	28
"M.J.B.," 30 2 s in case	.27
"M.J B.," 20 3 s in case	.25

Schilling's Best Coffee.

Tins: 30-lb price 60-lb case ½ off	1-lb cartons	1lb tins	2lb tins	3lb tins
5-star	38¼	39¼	38¼	38
4-star	29¼	32¼	31¼	31
3-star	25¾	28¾	27¾	27½
3-star Laquered (2-lb. tins only)				27½
2-star	22¼	25¼	24¼	24
1-star	18¾	21¾	20¾	20½

Cartons only in 25, 50 or 100 lb cases can be assorted as required.

The Porto Rico Co.

Ponce de Leon, sealed cans only. 1-lb 30, 2-lb 29, 3-lb 28½

Cream of Moca, 1-lb. cartons 25

La Gloria de Porto Rico in bulk 26

Ground Coffee.

Hill's Bros. Arabian Roast	27
Cafe des Gourmands	28
Mexomoka	15

Chicory.

California	6
Belgian	7
German, Genuine	6

Coffee Extracts.

Bulk, per lb	07
Vienna, ¼'s, 10-lb bx	25
Vienna, 1's, 10-lb. bx	25
Ackermann's, ½-gross bxs., gross	4 00

COLUMN 2.
Department 2.

TEAS.

Japan.

(Panfired, Sundried or Basket-fired.)

Extra Fancy	56	74
Fancy	44	55
Extra Choicest	39	43
Choicest	34	38
Fine	24	33
Fair	22	24

Green China.

(Gunpowder, Imperial or Young Hyson.)

Extra Fancy	55	76
Fancy	33	46
Choicest	25	37
Extra Choice	23	24
Fine	25	31
Fair	20	25

English Breakfast.

Extra Fancy	67	80
Fancy	51	66
Choicest	35	50
Choice	24	30
Fine	20	22
Fair	15	20

Oolong.

Extra Fancy	53	$1.50
Fancy	50	57
Extra Choice	36	48
Choicest	33	35
Fine	27	32
Fair	22	26

Ceylon and India

Broken Orange Pekoe	36	65
Broken Pekoe	33	54
Orange Pekoe	31	52
Pekoe	27	46
Pekoe Souchong	24	39

Schilling's Best Teas.

(Packed only in 16, 12, 8 and 6-oz. Cartons. Never in bulk.)

Japan, per lb	45
do, 1 crn., 90c; 2 crn.	$1.80
English Breakfast	45
do, 1 crn., 90c; 2 crn.	$1.80
Ceylon	45
do, 1 crn., 90c; 2 crn.	$1.80
Oolong	52½
do, 1crn., 1.05, 2 crn.	2.10

TREE TEA

(Pride of Japan, etc.)

Packed in 1 lb. and ½ lb. cartons

Japan	37½
E. B. Congou	37½
Oolong	50
Gunpowder	45
Ceylon	60

COLUMN 3.
Department 3.

SUGAR AND SYRUPS.

The Western Sugar Refining Company quotes net cash prices as follows. Barrels are an advance of 10c, half barrels, 25c, boxes, 50c, 50-lb. bags, 10c.

Dry Granulated, 100-lb. sk	5	30
Fruit Granulated	5	30
Confectioners' A	5	30
Cube	5	55
Crushed	5	55
Fine Crushed	5	55
Candy Granulated	5	40
Magnolia A	4	90
Extra C	4	80
Golden C	4	70
Beet D. G.	5	20
Bar Sugar, bbls	6	80

¼ cent off for prompt cash.

Do. ½-bbls	7	05
Do. 40-lb. tins	8	80
Do. 30-lb tins	8	80
Do. 30 lb. boxes	7	45
Domino, 5-lb. cartons, 24 to cs	8	30

SYRUPS.

Saratoga Drips (Long's)	gal.	Gal
50-gal. bbls.	$	50
30 gal. bbbls.		52
17 gal. bbls		55
5 gal. jackets	2	36
4½ gal jackets	2	81
2 gal kits	1	23
1½ gal. kits		91
1 gal tins		70

Pac. Coast Syrup Co.

Tea Garden Drips—	Case
12, 1 gal. tins	$8.40
20, ½ gal. tins	7.70
24, ¼ gal. tins	5.34

Orange Blossom Drips.

6 1 gal. tins	per case.	$2 40
12 ½ gal.	" "	2 60
24 quart	" "	2 80
36 2-lb	" "	2 85
50-gal. bbls		33
28-gal. ½-bbls.		35

Molasses.

New Orleans.

Genuine Light, about 50 gals bbls.	50
Genuine Light, 20 gal. ½ bbls.	52
Genuine Light, 15 gal ¼ bbl	55
Genuine Light, 5 gal. kegs, gal.	67

	Doz.
Pelican, 12 1 gal tins	9.60
Pelican, 20, ½ gal. tins	8.50
Pelican, 24, ¼ gal. tins	6.10

COLUMN 4.

Maple Syrup.

Woodlawn (Long's)	case.	Case.
Gal cans, 10 to cs	$11	00
Gal. cans, 6 to cs	8	60
½ gal cans, 12 to cs	7	14
¼ gal cans, 24 to cs	8	10
10 gal. jackets, each	10	15
5 gal. jackets, each	5	11
4½ gal jackets, each	4	63
Qts., glass, 12 in cs	4	60
Pts., glass, 24 in cs	4	90

Pac. Coast Syrup Co.

Toboggan—	Doz.
⅛ gal. tins, 2 doz. to cs	2.25
¼ gal. tins, 2 doz. to cs	4.00
½ gal. tins, 20 to cs	7.20
1 gal. tins, 12 to cs	13.20

"OLD MANSE"

—Absolutely Pure—

CANADIAN SAP MAPLE SYRUP.



	Doz.	Price.
1 gal. cans, ⅛ doz. in cs.	$15	00
⅛ gal. cans, 1 doz. in cs.	8	00
¼ gal. cans, 2 doz. in cs.	4	25
½ gal. cans, 4 doz. in cs.	2	60
Qt. bottles, 1 doz. in cs.	1	70
Pt. bottles, 2 doz. in cs.	1	00
Decanters, 1 doz. in cs.	1	70
4½ gal. Jackets, per gal.	1	15

Retail Discount -5 cases 7½, 10 cases 7½ %; 25 cases or over, 10%

On each package we offer to forfeit $1,000.00 if found short in measurement or containing any impurities

Maple Sugar.

Vermont, gen. pure, abt. 30 1-lb bricks, per lb	17
Vermont, gen. pure, abt. 30 2-lb bricks, per lb	15½
Log Cabin, in 1, ½ and ¼-lb bricks, assorted in 25-lb pails per lb	15
Scudder's, in 1, ½ and ¼-lb bricks, assrd, per lb	14

COLUMN 5.
Department 4.

DRIED FRUITS, NUTS AND HONEY.

(Add ¼c for 50-lb boxes and ½c for 25-lb. boxes.)

Apples.

Sundried, sacks	5
Evap, fancy 50-lb bxs	9
Evap, ex. choice, 50-lb bx.	8
Evap, choice 50-lb bx.	7½

Apricots.

	1905 Crop
Choice Sacks	8
Fancy Sacks	9½
Fancy, 25-lb boxes	10

Blackberries.

In boxes, per lb	13

Cherries.

Pitted, in boxes, per lb	30
Unpitted, in boxes, per lb	11

Currants.

In bbls (tubs 6¾)	6½
In mats, 50-lb	7
Recleaned, in bbls	7
Recleaned 25-lb boxes	7¼
Recleaned, 50-lb boxes	7¼
Recleaned, 1-lb cartn	8¼
Recleaned, 12-oz. cartn	4¾

Dates.

Fard, 14-lb, per lb (70-lb 7)	8
Persian, 65-lb case	6½

Figs (California).

Black, sacks	4½	5
Black, 25-lb boxes, per bx.	1 20	1 40
White, bags	4½	5
White, 10-lb bx, per bx		60
White, 10 1-lb bcks, pr bx.	65	75

Figs (Imp. Smyrna.)

Fancy, 10-lb bx, per lb	18
Choice, 5-lb bx, per lb	16

Nectarines.

White	8½
Red	8

Peaches.

Choice, in sacks	13
Ex. choice, in sacks	12
Fancy, in sacks	13

Pears.

Choice, ¼'s, in sacks	10
Ex choice, ½'s, in sacks	10
Fancy, ½'s, in sacks	08

Plums.

Unpitted	8
Pitted, bleached	9
Pitted, black	7

COLUMN 6.

Prunes.

	Sks.
30s-40s	7
40s-50s	5½
50s-60s	4½
60s-70s	3¾
70s-80s	2½
80s-90s	2½
90s-100s	2

Raisins.

	Box	½'s	¼'s	50 lb
6 Cr. Layers	3.25	—	—	—
5 Cr. Layers	2.75	—	—	—
4 Cr. Layers	2.25	—	—	—
3 Cr. Layers	1.25	—	—	—
2 Cr. Layers	1.15	—	—	—
4 Cr. Loose	—	—	—	05¾
3 Cr. Loose	—	—	—	05¼
2 Cr. Loose	—	—	—	04¾

Thompson Seedless, bldd, 50-lb boxes 11
Sultana Seedless, bldd, 48 l's, per lb. 8
Seedless Muscatels, 50-lb cases 4
Seeded, 1-lb cart. 7½
Seeded, 12-oz. cart. 5¾

NUTS.

Almonds, fancy, I. X. L.	none
Almonds, choice, soft shell, Drake	16
Almonds, shelled, No. 1.	14
Almonds, shelled, No. 2.	32-35
Almonds, shelled, Jordan, Imp	27-30
Almonds, Jordan, Dom.	.58
Brazils, 210-lb sks, new	.37½
Chestnuts, Cal. Italian.	.12
Cocoanuts, @ 100	.09
Filberts, 175-lb sk.	4.50 5.50
Peanuts, Japanese, hand picked	.11 .12
Peanuts, roasted	.05½ .07
Pecans, polished	.06 .09
Pine	.14 .15
Walnuts, hard shell	
Walnuts, sft shll, No. 2	10½
Walnuts, sft shll, No. 1.	.13½
	.14½

CANNED VEGETABLES.

	$
Asparagus "Griffin Extras"	
Mammoth	
Large White	
Medium White	
White Tips	
Artichokes, 2½'s	3 00
Beans, Stringless "Extras"	1 40
Beans, Blue Lake	1 30
" " " gal	4 50
Beans, String, 2-lb	.75
Beans, String, gal	3.50
Beans, Lima, Soaked	1.00
Beans, French, Kidney, 2-lb.	1.15
Beans, French Red Kidney, 2-lb. "Joan of Arc" Brand, p.dz. 1 case free with 10.	1.15
Pancy Eastern	1.85
Corn, Smith's Hulled, 2 doz. in case, per doz.	1.30
Hominy, Great Western, 3 lb	1.20
Corn, 2-lb, Western	.95
Corn, 2-lb, Maine	1.35
Dunbar's Okra, 2½-lb	1.70
Petit Pois, Griffin extra	1.50
Peas, Griffin extra sifted	1.25
Peas, Standard sifted	1.10
Peas, Standard Marrowfat	.95
Pumpkin, 3-lb.	1.37½
Spinach, 2½	1.75
Succotash, fancy, tins	1.40

Tomatoes.

	doz.
3's, Griffin's Ex. Solid Pack	$1.10
3's, Griffin's Ex., with peppers	1.15
2½'s, Cutting's Solid Pack	.90
2½'s, Cutting's Solid Pack, with peppers	.95
2½'s, Cutting's Standard	.72½
Gallon, Standard	2.25
Gallon, Solid Pack	2.75
Gallon, Puree	2.35

P. F. Rathjens PORK-PACKER

1311-1315 Pacific Street.

Sausages.

Garlick Frankfurter	10
Bologna	10
Blood and Liver	9
Tongue and Headcheese	—
Choice California Ham	12
Extra Light Bacon	15½
Medium Light Bacon	12½

Boiled Hams.

Kingan	20
Eastern	19
California	17

Mettwurst.

Extra Home Made..20, 22½, 25

LARD.

	$
50 lb. tins	9
20 lb. tins	9½
10 lb. tins	10
5 lb. tins	10
3 lb. tins	10
1 lb. cups	11

COLUMN 7.

HONEY.

Water White, 2 5's, lb.	.07
Light Amber, 2 5's, lb.	.06
Lt. Amber, 10 1 gal tins, gal	.75
Lt. Amber, 20 ½ gal tins, gal	1.00
Lt. Amber 2-lb tins, doz.	2.60
Lt. Amber, 16-oz. bots, doz.	1.35
Comb, 1-lb glass jars, doz.	1.75
Comb, 2-lb glass jars, doz.	2.90

Fine Apples.

	Per Doz.
2 lb., fancy sliced, E. & C., 2 doz. in case	2 50
2 lb. grated, 2 doz in case.	2 25
3 lb. shredded, 2 doz. in case Hawaiian	1 65

Johnsen's—Columbia.

2 lb. sliced, 2 doz. in case.	2 30
2 lb. grated, 2 doz. in case.	2 30
1 lb. sliced, 4 doz. in case.	1 15
1 lb. grated, 4 doz. in case.	1 15
gal., coreless, 4½ lb. to tin, ½ doz. in case, per lb.	16
gal., grated, 7 lb. to tins, ½ doz. in case, per lb.	13
2 lb., sliced, Baltimore, 2 doz. case	2 25
2 lbs., grated, Baltimore, 2 doz case	2 25
1 lb., cocktail, Baltimore	2 25
2 lb., sliced, Singapore, 4 doz case	1 75
3 lb., sliced, Singapore, 2 doz. case	2 40

Royal Hawaiian,
2-lb grated, 2 doz. case 1 80
2-lb sliced, flats, 2 doz. case 2 00
Tall, 2-lb sliced, 2 doz. case. . 2 00

COLUMN 8.

Department 5.

JELLIES, JAMS, ETC.

Griffin Extra Preserves.

Raspberry, strawberry, blackberry currant, loganberry, per doz. . . . $2.00
Cherry, per doz. $2.00

Less 10 per cent in 5-case lots.

Apricot, Damson, Fig, Gooseberry, Gage, Peach, Plum, Quince, per doz. $1.80
Orange Marmalade. $1.75

Long's Preserves.

Strawberries, Raspberries, Blackberries, Loganberries, Cherries, Pineapples, Pears, Figs, in 20-oz. glass jars, 2 doz. in cs., per doz. $3 50
Apricot, Plum, Quince, Orange, Peach, in 20-oz. glass jars, 2 doz. in cs., per doz. 3 20
Asstd, 2 doz. in cs., per doz. . . 3 30

JAMS.

Curtice Bros. Co., Rochester, N. Y.

In 16 oz. Glass Jars.

Strawberry, raspberry, raspberry and currant, red cherry, white cherry, apricot, black currant, red currant, quince (sliced), peach (sliced), pear (sliced), blackberry, gooseberry, grape, green gage, etc. plum, damson, pineapple marmalade, tomato marmalade, orange marmalade, per dozen, $1.95.

All above packed in cases of 2 dozen each.

COLUMN 9.

Long's Peerless Jams.

Strawberry, Raspberry, Blackberry, etc., in 16-oz. glass jars, 2 doz. in cs., per doz. . 2 00

Long's Pure Currant Jelly.

Tumblers, 2 doz. in cs., doz. . 2 00
30-lb. kits, per kit 3 00
15-lb. kits, per kit. 1 75

Marmalades.

Orange (Dundee) 48-1's, doz. 2 75

COLUMN 10.

Apple Butter.

Heinz, 2's, 2 doz. in cs, doz. . $2 25
Heinz, 3-lb stone crocks, doz. . 4 25
Heinz, 4½-lb stone crocks, dz 6 50
Heinz, 18-lb. stone crocks, lb. . 11

Peach Butter.

Heinz 4½-lb stone crocks, doz 9 00
Heinz, 18-lb. stone crocks, lb 14

Maraschino Cherries.

Long's, qts, 12 to cs, per cs. . 6 50
Long's, pts., 24 to cs., per cs. 7 50

FRUIT	JELLIES: 2 lb. Extra	2 lb. Stand	1 lb. Extra	Tumblers	Ex. Lunch 1 lb Glass	JAMS: 2 lb. Extra	2 lb. Stand	1 lb. Extra	Tumblers
Apple	1 55	1 35	1 00	90	1 75				
Apricot	1 55	1 35	1 00	90		1 60	1 35	90	90 1 80
Assorted	1 55	1 35	1 00	90	1 75	1 60	1 35	95	90 1 80
Assorted No. 2					1 75				95 1 80
Blackberry	1 55	1 35	1 00	90	1 75	1 65	1 60	95	90 1 80
Cherry									1 80
Crabapple	1 55	1 35	1 00	90	1 75				
Currant	1 75	1 50	1 10	90	1 80	1 85	1 60	95	90 1 80
Damson					1 75				1 80
Fig						1 60			1 80
Gooseberry	1 55	1 35	1 00	90	1 75			95	90 1 80
Grape (Catawba)					1 75				
Green Gage									1 80
Lemon	1 55	1 35	1 00	90					
Loganberry					1 75				1 80
Orange Marmalade		1 35	1 00	90		1 60		90	90 1 75
Peach	1 55	1 35	1 00	90	1 75	1 60	1 35	90	90 1 80
Plum	1 55	1 35	1 00	90	1 75	1 60	1 35	90	90 1 80
Quince	1 55	1 35	1 00	90	1 75	1 85	1 60	95	95 1 80
Raspberry	1 55	1 35	1 00	90	1 75	1 85	1 60	95	95 1 80
Strawberry	1 55	1 35	1 00	90	1 75	1 85	1 60	95	95 1 80

Department 6.

CANNED FRUITS AND CANNED VEGETABLES.

2 lb. Extras	2½ lb. Extras	2½ lb. Extra Standards	2½ lb. Standards	2½ Second	2½ Water	2½ Pie	KIND	Gallons Extras 3 lb. Grade	Gallons Extras 2½ lb. Grade	Gallons Extra Standard	Gallon Standard	Gallon Water	Gallon Pie
2 25	1 65	1 40	1 30	1 15	1 05	1 05	Apples			4 00	3 50		2 65
2 50		1 35	1 25	1 10	1 00	1 00	Apricots	5 75	5 00	4 50		2 75	2 40
							" peeled						
							" sliced						
							Assorted						
2 25	1 70	1 45	1 35	1 20			Blackberries			4 25	4 00	3 75	3 40
	2 20	1 90	1 75				Cherries (Royal Anne)						3 65
	2 10	1 75	1 60				Cherries (White)			5 25	4 60		3 65
2 80	1 90	1 75	1 60				Cherries (Black)			3 50	3 10	2 50	2 25
2 00	1 85	1 70	1 10	95	90	90	Grapes (White Muscat)						
	1 60		1 25	1 10			Nectarines						
2 65							Peaches (Yellow)	6 50	5 25	4 60	4 25		
2 75							Peaches (Lemon Cling)	7 75	7 00		5 00		
2 75				1 40			Peaches (Lemon Cling Sliced)	7 75	7 00	5 75	5 00		
							Peaches (White Heath)			5 25	4 75		
							Peaches (White Heath Sliced)						
2 65			1 55										2 40 pld
2 75	2 60	1 70	1 60	1 35		1 00	Pears (Bartlett)	7 00	6 25	5 25	4 75	3 75	2 15 unpl
						1 05 pld							
2 10	1 45	1 20	1 10	95	90	90	Plums (Green Gage)	5 00	4 25	3 50	3 25	2 55	2 30
2 10	1 45	1 20	1 10	95	90	90	Plums (Egg)	5 00	4 25	3 50	3 25	2 55	2 30
2 10	1 45	1 20	1 10	95	90	90	Plums (Gold Drop)	5 00	4 25	3 50	3 25	2 55	2 30
2 15	1 50	1 25	1 15	1 05	95	95	Plums (Damson)						
	2 40	2 35	2 10	1 95			Raspberries						
	2 10	1 85	1 70	1 45			Strawberries						

Department 7.

PROVISIONS.

Hams.

Eastern Standard, 17/19	.14
Eastern Standard, 15/16	.14
Eastern Standard, 12/14	.14¼
Eastern Standard, 10/12	.14
Eastern Fancy	10-12 .14½
Local cure, all averages	.12¾ .13½
Picnic Hams	.8¾

Boiled Hams.

Skin on	.19
Skin off	.20

Breakfast Bacon.

Eastern Standard, 6/8	.16½
Eastern Standard, 8/10	.15½
Eastern Standard, 10/12	.15
Eastern Fancy	.18¼
Local cure	14 .16

English Cured Bacon.

Eastern cure, 8-10	.14⅞
Eastern cure, 10/12	.14⅝

Dry Salt Bacon.

Clear medium Bacon	.11
Clear light medium	.11
Clear Lt. med. select	.11½
Light Belly	.13
Extra light Belly	.13½
Bacon Backs	.10¾
Bacon Bellies	.12½

Dry Salt Meats.

Sides	.10¼
Bellies	.11
Backs	.10
Fat Backs	.10

Barreled Pork.

	Bbls.	½-bbls.
Spare Ribs	$	
Family Pork	14.50	7.50
Clear Pork	19.00	9.75
Pig Pork	22.50	11.50

Barreled Beef.

Mess Beef	11.50	6.00
Extra Mess Beef	11.50	6.00
Family Beef	11.50	6.00
Extra Family Beef	12.00	6.25
Beef Tongues	25.00	13.00

Pigs Feet.

Tierces, about 300 lb.	$13.00
Barrels, about 200 lbs.	13.50
½ barrels, about 80 lbs.	5.00
Kegs, about 25 lbs.	2.10
Kits, about 15 lbs.	1.25

Honey Comb Tripe.

Tierces, about 300 lbs.	$17.00
Barrels, about 200 lbs	13.00
½ barrel, about 80 lbs.	5.00
Kegs, about 25 lbs.	2.10
Kits, about 15 lbs.	1.25

Sausages.

	Per lb.
Braunschweiger	17
Italian Salami	23
D'Aries	22
Mortadella	24
Bologna	8½
Frankfurters	8½
Garlic Sausage	9
Liver Sausage	8½
Pork Sausage	8½
Head Cheese	8½
Tongue Sausage	8½

Pure Leaf Lard.

Tierces, about 350 lbs net	9¾
½-bbls. about 100 lbs net	10
80-lb. Wood Tubs, 80-lbs. net	9¾
60-lb. Wood Tubs, 60 lbs. net	9¾
20-lb. Wood Pails, 20-lbs. net	10¾
50-lb. Cans, 1 to a case	10
20-lb. Cans, 4 to a case	10¼
10-lb Cans, 6 to a case	10½
5-lb. Cans, 12 to a case	10¾
3-lb. Cans, 20 to a case	10¾

Compound Lard.

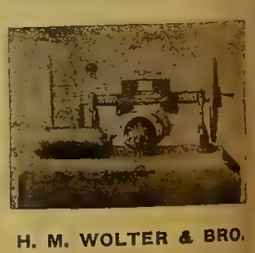
Tierces, about 350 lbs. net	5¾
½-bbls., about 100 lbs. net	6
80-lb. Wood Tubs, 80 lbs. net	5⅞
60-lb. Wood Tubs, 60 lbs. net	5⅞
20-lb. Wood Tubs, 20 lbs. net	6⅜
50-lb. cans, 1 to a case	6
50-lb. cans, 2 to a case	6
20-lb. cans, 4 to a case	6½
10-lb. cans, 6 to a case	6½
5-lb. cans, 12 to a case	6⅝
3-lb. cans, 20 to a case	6¾

ANCHOR PACKING CO.
140 Eighth St., S. F., Cal.
PORK PACKERS AND PROVISION DEALERS.
Boilers of Kingan and Anchor Hams.
SAUSAGES, COOKED MEATS, TONGUE

Hams, Kingan, boneless boiled	18c
Anchor, "	17c
Bacon (special)	16c
Lard, 55	9¾c
" 20	10c
" 10	10c
" 5	10¼c
" 3	10⅜c

Please note that our hams are all hand tied.

Scientifically Cooked
Flavor Unexcelled



H. M. WOLTER & BRO.
Dealers in
...Boneless Boiled Hams...
Leading Grocers and Delicatessenmen Pronounce Them The Best.
103 12th St. Tel., Mint 1763
KINGAN 20
CUDAHY "REX" 19

HEINEMAN & STERN
916 Larkin Street

Garlic Sausage,	Lbs.	
Ring	"	
Bologna	"	
Frankfurter	"	
Rollada	"	
Smoked Beef	"	
Pickled Meat	"	
Headcheese	"	
Tongues	Doz.	
Dried Beef	Lbs.	
Smoked Mutton,	"	

Prices quoted on application by telephone or letter

COLUMN 11. COLUMN 12.

Department 8

CANNED MEATS

ALL PRICES ARE PER DOZEN	No. ½ Tins 4 Doz. in Case	No. ½ 2 Doz. Tins in Case	No. 1 Tins 2 Doz. in Case	No. 2 Tins, 1 or 2 Doz in Case	No. 6 Tins 1 Doz. in Case	No. 14 Tins ½ Doz. in Case	No. 1 Tins 1 Doz. in Case
Corned Beef	.....	.....	1 30	2 30	8 25	16 25	.....
Roast Beef	.....	.....	1 30	2 30	8 25	.....	.....
Roast Ribs of Beef, Boneless	.....	.....	1 40	2 50	.....	.....	.....
Roast Mutton	.....	.....	.....	2 70	.....	.....	.....
Brisket Beef	.....	.....	1 40	2 50	.....	.....	.....
Boiled Beef	.....	.....	1 35	2 40	8 25	.....	.....
Chipped Beef	.....	1 20	2 10	.....	15 50	.....	.....
Sliced Beef, in tins	.....	1 40	2 50	.....	.....	.....	.....
Sliced Beef, in glass	.....	1 45	2 75	.....	.....	.....	2 75
Brawn	.....	.....	1 40	2 45	8 25	.....	.....
Compressed Ham	.....	.....	1 50	2 75	.....	.....	.....
Lunch Tongue	.....	1 90	3 25	6 50	.....	.....	.....
Lambs Tongue	.....	1 70	2 95	.....	.....	.....	.....
Sliced Ham	.....	.....	3 70	6 40	.....	.....	.....
Sliced Bacon	.....	.....	.....	.....	.....	.....	2 80
Sliced Bacon in Glass	.....	.....	.....	.....	.....	.....	.....
Deviled Ham	40	80	.....	.....	.....	.....	.....
Potted Ham	40	80	.....	.....	.....	.....	.....
Potted Ox Tongue	40	80	.....	.....	.....	.....	.....
Potted Chicken	90	1 60	.....	.....	.....	.....	.....
Potted Turkey	90	1 60	.....	.....	.....	.....	.....
Deviled Chicken	90	1 60	.....	.....	.....	.....	.....
Deviled Turkey	90	1 60	.....	.....	.....	.....	.....
Boneless Chicken	.....	3 40	5 55	.....	.....	.....	.....
Boneless Turkey	.....	3 40	5 55	.....	.....	.....	.....
Veal Loaf	.....	1 10	2 10	.....	.....	.....	.....
Ham Loaf	.....	1 10	2 10	.....	.....	.....	.....
Beef Loaf	.....	1 10	2 10	.....	.....	.....	.....
Chicken Loaf	.....	1 60	2 75	.....	.....	.....	.....
Chicken Pate and Ham	.....	1 10	.....	.....	.....	.....	.....
Chili Con-Carne	.....	.....	1 40	.....	.....	.....	.....
Beefsteak and Onions	.....	.....	1 60	.....	.....	.....	.....
Hamburger Steak with Onions	.....	1 95	2 00	.....	.....	.....	.....
Frankfurter Bratwurst	.....	.....	2 00	.....	.....	.....	.....
Sweetbreads	.....	.....	2 40	.....	.....	.....	.....
Vienna Sausage	.....	90	1 55	.....	.....	.....	.....
Oxford Sausage	.....	.....	2 45	.....	.....	.....	.....
Bologna Sausage	.....	.....	2 25	.....	.....	.....	.....
Vienna Sausage and Kraut	.....	.....	1 20	.....	.....	.....	.....
Corned Beef Hash	.....	1 10	1 50	.....	.....	.....	.....
Lunch Sausage	.....	00	.....	No 1½ 6 50	No 2 7 50	No 2½ 9 50	No. 3 12 00
Ox Tongue, whole	.....	.....	.....	2 45	..	..	.....
Minced Collops	.....	.....	.....	1 75	.....	.....	.....
Tripe	.....	.....	.....	2 60	..	..	.....
Pork Sausage	.....	1 05	.....	.....	.....	.....	.....
Stewed Kidneys	.....	.....	90	1 40	.....	.....	1 85
Pork and Beans, Plain	.....	.....	95	1 45	.....	.....	1 90
Pork and Beans, with tom. sc'e	.....	.....	.....	.....	.....	.....	.....

COLUMN 13.

New Herring.

Holland, ex. selctd mxd bbls.	$17 00
Holland, ex. selctd mxd ½-bbl	9.00
Holland, ex. selctd mxd, keg	1 10
Holland, cheaper grade	80
Holland, cheap. gr., mxd, bbls	15.00
Holland, chp. gr., mxd, ½-bbl	8.00
Holland, ex. selct Milchner, bbl	none
Holland, ex. selct Milchner, ½-bbl	none
Holland, ex. selct Milchner, keg	none
Holland, cheaper grade	1.10
Holland, cheaper grade, bbls.	17.00
Holland, cheaper grade, ½-bbl	9.00
Labrador Split, 100 fish	5.25
Labrador, round, 100 fish	4.75
Pacific, ½-bbl	2.25

SMOKED FISH.

Bloaters, Grim., 100 in box	$3.65
do. do. 50 in box	1.80
Bloaters, Cromarty	2.65
Yarmouth, 100 in box	
Halibut, chunks	25
Herring, in boxes, Eastern	20
Herring, in boxes, Washington	15
Herring, boneless, Beardsley's tins, doz	$1.50
Herring, boneless, Beardsley's small, doz	1.00
Herring, Beardsley's Boneless, vacuum tumblers, 2 doz. in case	1.95
Finnan Haddies	1.75
Moir's Selected Red Herrings, 100s	2.10
Moir's Selected Red Herrings, 50s	1.25
Salmon, per lb	10 20

POTTED FISH.

	Per doz
Potted Crab	$1.35
Kipper Paste	1.00
Anchovy and Bloater Paste, plain pots	2.30
Ditto, fancy pots	4.75
Yarmouth Bloater Paste	75
Ditto, fancy pots	4.75
Kippered Herrings	1 90
Kippered Herrings, Moirs	1.90

CANNED FISH.

	Doz.
Anchovies, in oil, 2 doz. ½ pts., in glass, doz	4.00
Anchovies 2 doz. ¼ pts., doz	3 00
Bloaters, Yarmouth C. & B. ..doz	4.50
Codfish Balls, 2-lb tins, per doz	2.25
Eels, Hamburg, in jelly, 1-lb tins	1 90
Eels, smoked, 1-lb, ℔ doz	2.40
Finnan Haddies, 2-lb oval	2.25
Finnan Haddies, 1-lb, round, ℔ doz	2.00
Sardelles, imported, 1-lb tins	3.60
Sardelles, imported, in glass	3.00
Sardelles, domestic, 1-lb glass	2.25
Sardelles, Ankers, ½ keg	3 00

Mackerel.

1-lb tins, 50 in a case.
2-lb tins, 2 doz. in a case.

Gold Label, 1-lb tins	1.50
P. & W., 2-lb soused	2.75
P. & W., 2-lb, mustard	2.75
P. & W., 2-lb, tomato	2.75
Underwood, 2-lb, soused	2.85
Underwood, 2-lb, tomato	2.85
Underwood, 2-lb mustard	2.85
Los Angeles, 2-lb, soused	2.55
Los Angeles, 2-lb, tomato	2.55
Los Angeles, 2-lb, mustard	2.55
Mt. Desert, 2-lb, soused	2.25
Mt. Desert, 2-lb, tomato	2.25
Mt. Desert, 2-lb, soused	1.35
Blueback, 1-lb, fresh	1.10

"Sunset" Mackerel.

Soused, 18 oz. tins, 4 doz. in case, case	$6.50
Tomato, 18 oz. tins, 4 doz. in case, case	6.50
Mustard, 18 oz. tins, 4 doz. in case, case	6.50

1311-1315 Pacific Street.

Mackerel in Oil.

Bezler's	3.00 4.00
Lemarchand	5.00 7.00

Booth's Crescent Mackerel.



(Soused, Tomato and Mustard) 1's, 4 doz. to case, per doz	1 60
2's, 2 doz. to case	2 70

Salmon.

Alaska Red, 1lb tins, doz	1 10
Alaska Red, 2lb tins, doz	1 60
Alaska Pink, 1lb tins, doz	80
Alaska Pink, 2lb tins, doz	1 60
Alaska Flats, 1lb tins, doz	1 10
Oregon Red, 1lb tins, doz	1 60
Oregon Red, 2lb tins, doz	1 60
Oregon Pink, 1lb tins, doz	90
Oregon Pink, 2lb tins, doz	1 60
Oregon Flats, 1lb tins, doz	1.00 1 60
Columbia River, 1lb talls	1.60
Columbia River, 1lb flats	1 75

French Sardines.

¼s, according to quality and size of tin, p. case	9 50 12 50
½s, according to quality and size of tin, p. case	12 00 20 00

COLUMN 14.

American Sardines.

Packed 3 1-3 doz in a case.
¾s 50 tins in case.

American ¼s in oil, per case	$3 50
American ¼s in oil, 5-case lots	3 35
American ¼s in oil, per doz	.50
American ¼s in mustard, doz.	.50
American ¼s in mustard, case	4 00
American ¼s in mustard, doz.	.90
American ¾s in mustard, case	3 00

Sprats.

Piloto	6.75 7.00
Menhie	6.75 7.00

SHELL FISH.

Abalones.

4 doz in cs, with shells, cs. 6.00

Clams and Clam Juice.

	doz.
Doxsee Clams, 1-lb. tins	$1.65
Doxsee Clams, 2-lb. tins	2.65
Doxsee Clam Juice, 1-lb. tins	.90
Doxsee Clam Juice, 2-lb. tins	1.60
B & M Lunch Clams, flat tins	1.37½
Underwood Clams, 1-lb. tins	1.05
Underwood Clams, 2-lb. tins	1.60
P. & W. Clams, 1-lb. tins	1.00
P. & W. Clams, 2 lb. tins	1.50
Oxford Clams, 1-lb. tins	1.10
Oxford Clams, 2-lb. tins	1.50
P. & W. Clam Chowder	2.10
Burnham's Clam Bouillon, qts	00
Burnham's Clam Bouillon, pts	4 50
Burnham's Clam Bouillon, ½ pints	2.40

Lobsters.

	Doz.
1-lb. tins, 4 doz. in case.	
Red Jackets, flats	2.85
Deep Sea Picnics	2.40
Triumph Talls	2.40

Oysters.

Oysters, Selects, 12 oz.	$1.60
Oysters, Selects, 6 oz.	3.25
Oysters, Standard, 10 oz.	2.00
Oysters, Standard, 5 oz.	1.10
Oysters, Standard, 2 oz.	1.70
Oysters, Standard, 4 oz.	.90

Shrimps.

Shrimps, pickled, 1-lb. tins	$1.10
Shrimps in Tomato Sauce, 1-lb. flats	
Dunbar's Picnics, 4 doz in cs	1.25
Dunbar's 1½-lb., 2 doz in cs.	2.25
Pickled Shrimps, 1-lb., 4 doz in case	1 20

Department 10.

LAUNDRY MATERIALS.

Ammonia.

GREER'S WASHING AMMONIA

First grade absolutely pure. 180 Beaume Strength.

Pints (2 doz. to case)	$1 55 per doz.
Quarts (1 doz. to case)	2 55 " "
½ Gals (½ doz. to case)	4 25 " "

WASHING AMMONIA
Standard Grade.

Pts., 2 doz. to case, per doz	$ .75
Quarts, 2 " " "	1 25

GREER'S TOILET AMMONIA
Lavender and Violet.
Pints (2 doz to case) .. $2 50 per doz.



Parson's Household Ammonia

	per doz.
½ gals., 1 doz. in case	$4 50
Quarts, 1 doz. "	2 55
Pints, 2 doz. "	1 75
Dime size 3 doz. in case, per case	2 95

Bluing.



Liquid Laundry Bluing.

Scott & Gilbert Co. Mfgr., 372 Davis St

	doz
SUNSET	
½ pints, 3 doz case	40
½ pints, 3 doz case	60
Pints, 2 doz in case	75
Quarts, 2 doz. cs	1 45

Bluing, ball.

Mikado, ½'s, 100 lb case	lb 20
Mikado, ¼'s, 100-lb case	lb 22
Nuremberg, A, ½'s, ℔ lb	32
Do A, D, ½'s, ℔ lb	28
Do A, C, K, ½'s, ℔ lb	24
Washerwoman, ½'s, ℔ lb	12
Do ¼'s, ℔ lb	14
German Lit amari ½'s ℔ lb	12
Do ¼'s, ℔ lb	14
Deschamp's French ½'s, ℔ lb	28
Do ¼'s, ℔ lb	29
Gold Medal qt, ℔ doz	1 25
Do pt, ℔ doz	1 00
Do ½-pt, ℔ doz	75
Do ¼-pt, ℔ doz	50
Do China Label, qt, ℔ doz	1 25
Greer's, 1 dz qts. & doz	2.25
2's, 2 doz to case	2 50
Do 2 doz pts, ℔ doz	1 44
Do 3 doz ½ pts, ℔ doz	90
Pacific, 1 doz qts ℔ doz	1 10
do 2 doz qts & doz	
Do 3 doz ½ pts ℔ doz	4

COLUMN 15.

Borax.

20-Mule Team, powdered 1's, cs. of 2 doz	$2 25
20-Mule Team, powdered 12-oz. cs of 4 doz	3 60
20-Mule Team, powdered ¼'s, cs. of 8 doz (Less 5 per cent. in 5 case lots; 10 per cent. in 10 case lots).	3 84
Cartons, 1's, 2 doz. in box	.09
Lump, 25 lb. in box	.03
Powdered, 25 lb in box	.03½

Chloride of Lime.

Brookman's, 1's, ℔ lb	7½ 7½
Do ½'s, ℔ lb	8½ 9
Salter's Purity Brand, ex qual. doz	.85

Lye.

Big Bonanza Lye

Case of 48-1 lb tins	3.30
5 case lots	3.25

Star Scrubbing Lye

48-½ lb tins, per case	1.75
5 case lots	1.70
Merry War, 4 doz in case	3.10
Merry Nickel, 4 doz to case	1.75
Eagle Lye, 4 doz. in case	3.00
Do 3-case lots	2.50
Do 5-case lots	3.40
Tomson's Red Seal, 4 dz. to cs	4.00
Do 5-lb, 12 6s to case	1.80
American, 4 doz in case	3.25
Do in 5-case lots	3.00
Babbitt's Lye, 4 doz in case	3.25
Do in 5-case lots	3.00



BANNER LYE

Cs., 4 doz.	$1.00
Cs., 2 doz.	2.00

SPECIAL FREE DEAL

LIMITED

Freight Paid to Country Points

5 Case lots, per case	$4.25
One additional case free	
Net cost	3.64
3 Case lots, per case	4 25
One additional case free	
Net Cost	3.64

Sal Soda.

California, sks	85 00
California, bbls	90 100

Department 9.

FISH AND CHEESE.

Russian Caviar.

	Per doz
1-lb cans, 2 doz in case	$13 80
½-lb cans, 2 doz in case	6 75
¼-lb cans, 5 doz in case	3 65
⅛-lb cans, 6 doz in case	2 00
White Label Brand	3.50

CHEESE.

Foreign and Domestic.

	old	new
New York State Factory	none	15
Cheddars, June make, Twins, " "		15½
Calif. State factory flats	11	12½
Calif. State factory Young Americans	12½	13½
Limburger, Eastern, ℔ lb	15	16
Swiss, imported, ℔ lb		25
Roquefort, ℔ lb		38
Gouda, ℔ lb		27
Pineapples, Eastern, 6 in cs, ℔ case		$3 35
Pineapple, Eastern, 6 in cs, small		2.35
Holland or Edam, medium, plain, per doz	$ 8.50	9.00
Holland or Edam, medium, in bladders, per doz	9.50	10 60
Holland or Edam, large, plain, per doz	9.50	10.00
Holland or Edam, large, in bladders, per doz	10.50	11.50

Fancy.

Camembert Brie, Roquefort, and Gorgonzola, jars	3 00
Parmesan C & B, sml bot, doz	3.00
Parmesan C & B, lge bot, doz	5.00

Bayle's.

	Small ½-lb.	1-lb.	2½-lb	5-lb
Deviled Cheese	...	$1.00	$2.25	$4.00 $ 500 $9.00
After Dinner Cheese	$1.00	2.40	4.00	4.50 7.50
Roquefort Cheese	$1.00	2.40	4.00	4.50 7.50

SALT FISH.

Pacific Codfish.

Bndles, 50 lbs each, per lb	5
Cs, selected, 100 lbs ea, pr lb	5¾
Boneless, 30-lb boxes, per lb	7
Boneless Strips, 40lb bxs, pr lb	7½
Boneless Blocks, 40lb bxs, p lb	7
Boneless Tablets, 25 bxs, pr lb	8
Boneless Middles, 60 bxs, pr lb	10
Boneless Middles, extra, 60-lb boxes, per lb	10½

Eastern Codfish.

Gen Georges, 2 fish to cs	$10.00
Gen. Georges, 12 fish to cs	9.00
Geo. Cur. Cod, 16, 18 fish to case	8 50
Geo. Cur. Cod, 40 fish to cs	8 00
Gen. Geo. Middles, 60 fish.	13½
Gen. Geo. Tablets, 25 fish.	11½
Gen. Geo. Blocks, 40 fish..	11½

Shredded Codfish.

Codfish, Beardsley's shredded, 2 doz. in case 1.00

Norwegian Mackerel.

Bloater, 200-lb. bbl., 120-130 fish	48.00
Bloater, 100-lb. ½ bbl., 60-65 fish	25.00
No. 1, 200-lb. bbl., 150-160 fish	35.00
No. 1, 100-lb. ½ bbl., 75-80 fish	18.00
No. 2, 200-lb. bbl., 220-240 fish	30.00
No. 2, 100-lb. ½ bbl., 110-120 fish	16.00
No. 3, 200-lb. bbl., 300-350 fish	26.00
No. 3, 100-lb. ½ bbl., 150-175 fish	14.00

Irish Mackerel.

No. 1, 200-lb. bbl., 200-220 fish	none
No. 1, 80-lb. ½ bbl., 80-90 fish	none
No. 2, 200-lb. bbl., 325-350 fish	21.50
No. 2, 80-lb. ½ bbl., 130-140 fish	9.00
No. 2, 200-lb. bbl., 475-500 fish	29.50
No. 2, 80-lb. ½ bbl., 180-190 fish	9.00
No. 1, 10-lb kits, 15-16 fish	1.35
No. 2, 10-lb. kits, 20-22 fish	1.25

American Bloaters.

Shore Bloaters, 200-lb. bbl., 115-120 fish	27.00
Shore Bloaters, 80-lb. ½ bbl., 45-50 fish	11.50
Extra No. 1, 200-lb. bbl., 120-130 fish	26.00
Extra No. 1, 80-lb. ½ bbl., 50-55 fish	11.00
No. 1, 200-lb. bbl., 140-150 fish	none
No. 1, 80-lb. ½ bbl., 50-65 fish	none
No. 2, 200-lb. bbl., 120-140 fish	28.50
No. 2, 80-lb. ½ bbl., 55-60 fish	11.00
No. 2, 200-lb. bbl., 140-160 fish	none
No. 2, 80-lb. ½ bbl., 60-65 fish	none
No. 2, 200-lb. bbl., 160-180 fish	none
No. 2, 80-lb. ½ bbl., 70-80 fish	none
No. 2, 200-lb. bbl., 180-200 fish	none
No. 2, 80-lb. ½ bbl., 80-90 fish	none

In Kits.

Extra Mess, 7 to 8 fish, each	$2.00
No. 1, kits, 8-9 fish or 15-17 fish	1.50-1.85
No. 2, kits, 8-9 or 20-22 fish	1.25

Salmon.

King, bbls	12 00
Oregon Silversides, bbls	9 00
Alaska Red, bbls	10 50
Alaska Red, ½-bbls, 100 lbs	6 00
Alaska Red, kits	1.00
Bellies, bbls	7 50 8.00
Bellies, ½-bbls, 100 lbs	4 25 5 50
Bellies, ½-bbls, 100 lbs	1 25
Tongues and Sounds, kits, 10lb	9 00
Tongues and Sounds, ½-bbls	

Department 11

STARCHES.

RIVERSIDE



Corn.

must be retailed at 8c. 10 lbs per lb 5½c

Gloss.

16 1 lb per lb	6½c
16 3 lbs per lb	6¼c
12 6's per lb	6c

PRICE during June 1 case corn free with each 5 box order, as noted on circular. Must be retailed at 8c

Corn Starch.

Log Cabin 40 lb. per pkg.	4
Liberty, 40 lb. per pkg	6½
Duryea's, 40 lb. per pkg	7¾
Niagara, 5 box lots, pkg	6½
Niagara, 40 lb	6¾
King Cotton, 40 lb. pkg	7¾
Lily Corn, 40 lb. per pkg	6½
Lily Corn, 5-box lots	6½
Lily Corn, 20 lb per pkg	6¾
Argo City, 40 lb. per pkg	7¾
Argo City, 5 box lots, pkg	7½
Argo City, 40 lb. per pkg	6½

Laundry Starch.

Gloss Starch, 64/1's, per box	5 00
Celluloid, 64/1's, per box	5 00
Best Gloss, 48/1's, per lb	5¾
Liberty Gloss, 48/1's, per lb	6½
Liberty Gloss, 16/3's, per lb	6½
Best, 12/6's, per lb	5½
Standard, bulk 40-lb. boxes	3½
Blouz Gloss, 48/1's	5½
Blouz Gloss, 3's, 16 in box	6½
Kingsford's S. G. 1's, 40 lb box	6½
Kingsford's S. G. 6's, 12 in crate	6½
Kingsford's 3's, 40 lb box	7½
Duryea's 6's, 40-lb. box	8
Duryea's 6's, 12 in crate	8½
Duryea's 3's, 40-lb. box	7½
Duryea's 3's, 12 in crate	8½
Niagara Gloss 1's, 50-lb box	6½
Niagara Gloss 6's, 12 in crate	6½
Lily Gloss 1's 40 lb box	6½
Lily Gloss 6's 12 in case	6½
Lily Gloss 3's 16 in case	7½
Silver Gloss 6's 12 in crate	8
None Such bulk 50 lb box	6½

COLUMN 16.

Department 12

Soaps and Washing Powder

Western Star Soap

WHITE PETROLEUM BLEACHING.

100 bars per case.....$4.10

LASCO KOLD WATA NAPTHOL.

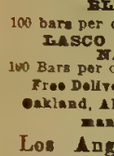
100 Bars per case.....$4.00

Free Delivery in San Francisco Oakland, Alameda and Berkeley

manufactured by

Los Angeles Soap Co.

San Francisco Office, 115 Davis St. Telephone Grant 116.



THE BEAVER SOAP CO., Dayton, Ohio.

Grandpa's Wonder Soap.

100 cakes 4-oz $3.60

50 cakes 4-oz 3.50

Powdered Soap.

Grandma's Borax, 24 3-lb. per case.....$4.00

Grandma's Borax, 60 12-oz. per case..... 2.40

Feet Bros.

Silk Soap 2.80
Ammonia Benzoline 3.85
Cocoa Borax 4.10
Crystal White 3.95
Lily White (Floating)..... 3.80

Standard Soap Co.

Top Notch, 100, 10-oz.....$3.50
Sunburst, 100 12-oz 3.75
Yellowstone, 100 14-oz 3.75
Marigold, 100 16-oz 3.90
Thomas' Cool Water, 100 13-oz 4.00
Thomas' Cool Water, 20 13-oz .85
Milo, 100 4-oz., 100 cartons.... 6.50
Magno "Floating Borax," 100 10-oz. 4.00
Gold Medal Borax, 100 10-oz... 5.50
Gold Medal Borax, 20 10-oz.... 1.15
Purity, "Floating," 5c size.... 3.90
Purity, "Floating," 10c size.. 6.25
Purity, "Floating," 10c size, 20 1.30
Electric Mineral, 100 16-oz.... 5.50
Electric Mineral, 20 16-oz..... 1.15
Peerless Kitchen, 100 10-oz.... 3.00
Peerless Kitchen, 20 10-oz..... .65

Miscellaneous.

Miller's Naptha, per case..... 4.35
½ doz. toilet ree.
Fels Naptha, 100 14-oz..... 4.40
Hot or Cold, 100 10-oz..... 4.00
Life Buoy, 100 ..... 4.00
Mikado, 100 14-oz..... 3.90
Mikado, 20 14-oz..... .85
Lenox, 100 ..... 3.00
Lenox, 20 ..... .75
Ivory, 100 10-oz..... 7.00
Fairbanks Clairette, 100 ..... 3.35
Fairbanks' Santa Claus, 100... 2.85
Fairbanks' Copco, 100 ..... 3.90
Fairbanks' Fairy Oval, 100.... 3.90
Grandpa's Wonder, large, 50.. 3.50
Grandpa's Wonder, small, 100. 3.60
Peets' Pine Tar, 50 ..... 1.90
Peets' Pine Tar, 100 ..... 3.75
Babbitt's, 100 ..... 4.10
Jergins Pumice, 50 small..... 1.75
Jergins Pumice, 50 large..... 3.00
Uncle Sam's Tar, 100 small.... 3.50
Uncle Sam's Tar, 50 large..... 3.40
Stryker's Kitchen Soap, 100s... 3.50
Stryker's Kitchen Soap, 20s.... .75
Pearl, 100, large.....4.00

Castile Soap.

La Lune White Castile, lb..... 7¾
White, Virgin, per lb..... 7¾
White, Conti 15
Mottled, Imported, per lb. 6½ 7
Clover Leaf White 13
La Boulen 7½

Scouring Soaps.

Bon Ami, 3 doz to cs, pr cs.. 2 50



Sapolio, scouring, ½ gross box, per box 4 50
Sapolio, hand, ½ gross box, per box 4 50

WASHING POWDERS.

Gold Dust, 24 3's, per case.... 4.50
Gold Dust, 100/10-oz..... 4.50
Gold Dust Doll, 1 cs. free with 5 at $4.00 for 3 $1.40 for 10 oz.
Lavarine, 36 1-lb., per case.... 3.00
Lavarine, 100 5c pkgs. 3.50
Pearline, 36 1-lb. pkgs..... 3.10
Pearline, 100 6-oz pkgs..... 3.75
Soaperine, 20 3-lb. pgs..... 3.60
Soaperine, 50 1-lb. pkgs 3.35
Soaperine, 100 ½-lb. pkgs 3.60
Babbitt's 1776, 6-oz..... 2.85
Kleeno, 72/1's 4.50
Kleeno, 24/3's 4.25
Kleeno 100/1½'s 3.75
Grandma's Borax, powdered, 24 3s.....4.00
do. 60, ¾s 2 40

COLUMN 17.

Department 13

OILS, PAINTS, ETC.

Coal Oil.

Water white, coal, bulk..... 12½
Pearl, cases, 25's 18
Astral, cases, 25's 18
Star, cases, 25's 17½
Ex. Star, cases, 25's 20½
Elaine, cases, 25's 26

Gasoline and Benzine.

86° Gasoline, bulk, 25 cases.... 21
74° Gasoline, bulk 16 cases..... 22
63° Benzine, bulk, 13 cases..... 19

Turpentine.

Strictly Pure, cases, 2-5's..... 84
Do drums or iron bbls. 78

Linseed Oil.

Strictly pure, raw, bbls.....gal 58
Do. boiled, in bbls...gal 60
Do. raw, cs, 2-5's....gal 63
Do. boiled, cs, 2-5's..gal 65

Castor Oil.

Baker's AA, cs, 2-5's 1.16
Pure, No. 2, cs, 2-5's..... 1.05
No. 1, cs, 2-5's ..... .70

Lard Oil.

Strictly pure, bbls., 75 cs..... 80
Sup. Win., str., bbls. 65 cs.... 70
No. 1, bbls. 55 cs 60

Neatsfoot Oil.

Cooper's bbls, 75 cs..... 80
Extra, bbls, 62½ cases..... 67½
No. 1, bbls, 57½ cases..... 62½

Lubricating Oils.

Star Cylinder Oil, bbls, 60 cs..65
Columbia Cyl. Oil, bbls, 40 cs..45
Gem Cyl. Oil, bbls, 30 cs.....90
Ruby Cyl. Oil, bbls, 50 cs.....60
Star Engine Oil, bbls, 50 cs...55
Columbia Eng. Oil, bbls, 30 cs.35
Paragon Eng. Oil, bbls, 45 cs..55
Red Eng. Oil, bbls, 27 cs.....32
Star Mach. Oil, bbls, 30 cs.....35
Star Dynamo Oil, bbls, 50 cs...55
Star Spindle Oil, bbls, 40 cs....45
Star Sep'tor Oil, bbls, 50 cs....55
Favorite Sep'tor Oil, bbls, 25 cs.30

Miscellaneous Oils.

Union Salad Oil 45 50
Globe Salad Oil 45 50
Pure Sperm Oil 75 80
No. 1 Polar 50 55
China Nut oil, ord'ry....62½
China Nut oil, No. 1.....80

WHITE LEAD.

Pioneer, in kegs 7 7¾

DRY PAINTS.

Eng. Paris White, bbls. 1.35 1.60
Whiting, bbls 1.00 1.15
Kalsomine, bbls 1¼
Prince's Min'l B'wn,bbls 1.65
Yellow Ochre, bbls 1½
Eng. Ven. Red, bbls.... 1.50

Department 14

FARINACEOUS GOODS.

Flours.

GLOBE MILLS,
Cor. Chestnut and Montgomery

California Selected Wheat,

Barrel
** "Banquet" (fancy patent)..$5.05
*** "Silver Star" (patent).... 4.95

Blended Wheat,

*"A1" Family 5.15

Entire Eastern Wheat.

Globe, Bakers' .....

(⅛ bbls. 10 cents per bbl. higher.)

*"A1" must be retailed for not less than $1.40 per ¼ sack.
**"Banquet" must be retailed for not less than $1.30 per ¼ sack.
***Silver Star" must be retailed for not less than $1.25 per sack.

FLOURS.

Allen's Boston Brown Bread Flour, 24 pkgs, per case..... 3.60
Allen's Flour, 10 10-lb bags, per bale..... 4.50
Cal. Family $5.05 $5.10
Cal. Bakers', extra..... 4.80 4.90

Buckwheat, 10-lb sacks, per 100 lbs $4.50

Self Rising Buckwheat, 10-lb sacks, per 100 lbs..... 6.00
Graham, 10-lb sacks, per 100 lbs 3.25
Rice, 10-lb sks, per 100 lbs..... 8.00
Rye, 10-lb sacks, per 100 lbs.... 3.75
Whole Wheat, 10-lb sacks, per 100 lbs 3.50

Meals.

Yellow Corn, 10-lb sacks, 100 lb.$2.50
White Corn, 10-lb. sacks, 100 lb. 2.50
Ex. Cream Yellow, 10-lb. sacks, per 100 lbs. 3.75
Ex. Cream White, 10-lb sacks, per 100 lbs. 3.75
Oat Meal, 10-lb. sacks, pr 100 lbs 4.25
Steel-Cut Oat, 10-lb sacks, per 100 lbs 4.50

Pearled Cereals.

Pearl Barley, ...$6 00
Pearl Wheat, 150-lb bbls..... 4.40

Rice.

Choice Seed Japan.....$0.03¾
Good Seed Japan. ..... .03¼
Fair Seed Japan..... .03
Fancy Head Rice ..... 5 1-5 .06
Long Grain Rice ..... .04 .05
China No. 1 ..... 5 6
China No. 2 ..... 4 4½

COLUMN 18.

Rolled Cereals.

Rolled Oats, 7s and 10s, pr 100 lbs 4.50
Ex. Crm Rld Ots. 180-lb, bbl..$7.50
Ex Crm Rld Ots, 180-lb, 90-lb sks 7.00
Frd Rold Wheat, 150-lb, bbls. 4 40
Dr. Price's Food, pee case 4.00
5-case lots, $3.85

Sago and Tapioca.

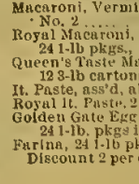
Sago, original sacks, lb....02½ .03
Sago, 48/1's, per doz..... .70
Instantaneous Tapioca, 50/1's, per case 5.00
Instantaneous Tapioca, 36 to case 2.70
Tapioca, Flake ..... .03
Tapioca, repacked, per lb... .04¾
One Minute Tapioca, 36 to cs 2.75
Arrowroot, Taylor's Bermuda, 12-lb box, 1, ½ and ¼ lb pkgs, per lb..... $2½

Miscellaneous.

Groats Oat, 10-lb sacks, 100 lbs.$4.50
Groats Buckwheat, 10-lb sks, 100 lbs 10.00
Hominy, lgs, 10-lb sks, 100 lb. 3.75
Hominy, sml, 10-lb sks, 100 lbs 4.00
Split Peas (yel.) 25 and 50-lb boxes, 100 lbs..... 5.50
Split Peas (grn.) 25 and 50-lb boxes, 100 lbs..... 5.50
German Lentils, per lb..... .05½
Cracked Wheat, per 100 lbs ...3.75
Farena, per 100 lbs..... 4.50
Pearl Grits, per 100 lbs..... 4.25
Capitol Mills Pearled Hominy, bbls. 8.00
Capitol Mills Gran. Hominy, bbls. 8.50
Capitol Mills New Process B. W. Flour, bbl..... 9.00
Capitol Mills Steel Cut Oat Meal, bbl. 8.50

Breakfast Foods.

Capit'l Mills R'll'd Oats, 36/2's 3.60
Grape Nuts, 1 & 2 doz, pr doz 1.40
Breakfast Gem, case 3 doz..... 3.60
Wheatine, 36/2's, pr cs..... 3.75
Germea, 20 4-lb pkgs, pr cs.... 4.00
Hermea, 24 1-lb pkgs, per case. 3 10
H.-O Buckwheat, 1 doz 3-lb pkgs, per case 3.75
H.-O. Pancake Flour, case.... 3.90
H.-O. Oats, 24/2's, per case.... 3.15
Cream of Wheat, 36/2's..... 5.25
Crespo, 36/2's 2.75
Malta Vita, 36, 2s, cs..... 4.50
Our Mothers' Mush, 36 to cs.. 3.35
Twin Brothers Mush, 36 to cs.. 3.00
Carnation Wheat Flakes, 24/5's 5.40
A B C Breakfast Wheat, 72/2's 5.00
A B C Breakfast Wheat, 36/2's 2.60
Granola, 24/1's 2.25
Flaked Rice, 24/1's 3.00
Ralston Breakfast Food, 36/2's 4.50
Do. Barley Food, 36/2's.... 4.25
Do. Health Oats, 36/2's.... 4.00
Do. Hominy Grits, 36/2's.. 4.00
Do. Health Crisp, 36-2's.... 3 60
Do. Select Bran, 24/3's.... 2.50
Do. Pancake Flour, 36/2's 3.75
Do. Whole Wht Flr,4/4½s' 5.50
Quaker Oats, 36 2s... ..... 3.80
Scotch Oats 36 2s 3.65
Acme Grano, 20/4's, per case.. 3.75
Acme Gluten Farina, 24/1's, pr case 1.35
Acme Gluten Flour, 10-lb sks.. .80
Acme Wheat Flakes, 36/2's.... 3.00



Dr. Price's Wheat Flake Celery Food.

Per case...$ 3 75

Pastes (Domestic).

Macaroni, Vermicelli, etc.—
No. 1 Extra, per box..... .27
No. 1 Extra, 15 lbs. ..... .52
No. 1 Extra, 25 lbs. ..... .82
No. 1 Extra, 50 lbs. 1.65
No. 1 Extra, 100 lbs. 3.30
No. 1 Extra, ½ boxes ..... .15
Macaroni, Vermicelli & Spaghetti, No. 2 ..... .20
Royal Macaroni, Verm'l & Sp'tti, 24 1-lb pkgs., per case..... 1.70
Queen's Taste Mac., Verm. & Sp. 12 3-lb cartons i case..... 2.15
It. Paste, ass'd, ab. 18 lbs. c., lb. .6½
Royal It. Paste, 24 1-lb pkg c., pkg .3½
Golden Gate Egg Noodles, 24 1-lb. pkgs in case, per cs... 1.90
Farina, 24 1-lb pkgs..... 1.50
Discount 2 per cent for cash only.

COLUMN 19.

Department 15.

SPICES

PURE—Square Tins, Full Net Weight.

	⅛'s	¼'s	½'s	1 s	2½ lbs.	5 lbs.	Blk
Allspice	$0 70	$0 95	$1 60	$ 2 80	$ 6 70	$12 75	21
Cinnamon	1 15	1 80	3 30	6 25	15 25	30 00	43
Cloves	90	1 35	2 40	4 35	10 60	20 65	31
Ginger	75	1 05	1 75	3 10	7 50	14 30	23
Mace	1 75	3 00	5 65	10 90	26 95	53 30	73
Mustard	70	95	1 80	2 80	6 70	12 75	21
Nutmeg	1 25	2 05	3 80	7 15	17 60	34 60	49
Pepper	80	1 10	1 90	3 40	8 25	15 85	25
Cayenne	80	1 15	2 00	3 65	8 65	16 65	26
W. Pepper	95	1 45	2 65	4 65	11 75	22 90	34
Sage	70	95	1 60	2 80	6 70	12 75	21
Thyme	70	1 00	1 65	2 95	7 10	13 50	22
Savory	70	1 00	1 65	2 95	7 10	13 50	22
Marjoram	75	1 10	1 85	3 30	7 85	15 10	24
Poultry Seasoning	....	1 50	....	....	....	....	..

SECOND GRADE—Round Tins, Short Weight.

	¼'s	½'s	1's	2½ lbs.	5 lbs.	Blk.
Allspice	55	1 00	1 75	3 95	7 60	13
Cinnamon	65	1 20	2 10	4 90	9 50	16
Cloves	65	1 25	2 25	5 20	10 20	17
Ginger	55	1 00	1 75	3 95	7 60	13
Mace	1 20	2 30	4 40	10 50	21 00	34
Mustard	55	90	1 50	3 60	7 00	12
Nutmegs	85	1 70	3 10	7 40	14 60	24
Pepper	60	1 15	2 00	4 55	8 90	15
Cayenne	60	1 15	2 00	4 55	8 90	15
W. Pepper	75	1 45	2 65	6 15	12 05	20
Sage	55	1 00	1 75	3 95	7 60	13
Thyme	60	1 05	1 90	4 25	8 25	14
Savory	60	1 05	1 90	4 25	8 25	14
Marjoram	60	1 05	1 90	4 25	8 25	14

SCHILLING'S BEST SPICES.—Nature's Best.

Square tins. Never sold in bulk.
Small, medium, large sizes have sifting tops except Mustard.

	Small size per doz.	Medium size per doz.	Large size per doz.	Ex. Large size per doz.	Hotel size per tin.
Pepper	.75	1.20	2.20	3.75	.75
Mustard	.75	1.25	2.25	3.90	.81
Must. Comp.	.75	1.25	2.25	3.90	.81
Ginger	.75	1.25	2.25	3.90	.81
Allspice	.75	1.10	2.00	3.50	.73
Cinnamon	.30	2.25	4.25	7.50	1.35
Cloves	.55	1.40	2.60	4.75	.87
Nutmegs	1.60	2.75	5.25	10.00	2.00
Mace	1.75	3.00	5.75	11.50	2.15
Cayenne	.90	1.50	2.75	5.00	.93
Wh. Pepper	.95	1.75	3.25	5.75	1.00
Sage	.75	1.25	2.25	3.90	.81
Thyme	.85	1.40	2.60	4.75	.87
Marjoram	.95	1.75	3.25	5.75	1.26
Savory	.85	1.40	2.60	4.75	.87
Cases contain	6 doz.	4 doz.	2 doz.	2 doz.	1 doz.
Gross weight	22 lbs.	23 lbs.	24 lbs.	40 lbs.	53 lbs.

MUSTARD.

Colman's, ¼'s, 12 lb to box, lb. .52
Colman's, ½'s, 12 lb to box, lb. .48
Colman's, 1's, 12 lb to box, lb.. .48
Colman's, 5's, per lb..... .40

Mustard, Prepared.

Small bottles, 24 to cs, pr doz .55
Small straights, fancy, 24 to case per doz ..... .95
Webb's Glass Top 1.35
Large Dusseldorfer, 24 to cs 1.60
In 3-gal kegs, per keg..... 1.15
In 5-gal kegs, per keg..... 1.70
Louit Freres, French, doz..... 2.25
Eddy's Salad Mustard—
6-oz., 24 to case..... .92½
8-oz., 24 to case..... 1.35
12-oz., 24 to case..... 2.00
Hirshes Horseradish Mustard—
10-oz., 24 to case..... 1.25

Department 16

BAKING POWDER AND FLAVORING EXTRACTS.

ROYAL

	1 ca. lot	5 cs. lot	15 cs. lot
¼ lb cans	$ 1 38	$ 1 36	$ 1 34
6 oz cans	1 92	1 89	1 87
½ lb cans	2 57	2 52	2 50
12 oz cans	3 82	3 75	3 72
1 lb cans	4 95	4 85	4 80
2½ lb cans	11 65	11 40	11 28
3 lb cans	13 60	13 34	13 20
5 lb cans	22 35	21 90	21 68

An extra discount of 1 per cent if packed in barrels.

Schilling's Best Baking Powder.

Never sold in bulk.

10-lb. tins, per doz	$39.00
5-lb. tins, per doz	20.00
4-lb. tins, per doz	16.00
3-lb. tins, per doz	12.50
2½-lb. tins, per doz	10.50
16-oz. tins, per gross	$53.00
12-oz. tins, per gross	41.00
8-oz. tins, per gross	28.00
6-oz. tins, per gross	22.50
4-oz. tins, per gross	16.50

TROPHY

4 oz, per doz	$0.95
6 oz, "	1.35
8 oz, "	1.70
12 oz, "	2.35
1 lb., "	3.00
2½ lb., "	7.50
3 lb., "	9.00
6 lb., "	14.50

MISCELLANEOUS.

Home, 10 oz	$0.90
Home, 25 oz	2.00
Home, 50 oz	4.00
Home, 80 oz	6.00
K. C., 10 oz	.85
K. C., 15 oz	1.25
K. C., 25 oz	2.12½
K. C., 50 oz	4.00
K. C., 80 oz	6.50

COLUMN 20.

Cream Tartar.

Standard, bulk, 30-lb box..... 27
Standard, 12 1-lb tins..... .28
Pure, bulk, 30-lb box..... .38
Pure, 5-lb tins, per lb..... .38
Pure, ½-lb tins, per doz..... 5.00

SODA.

Churches, A. & H., or Dwight's Cow Brand, 60 lbs. to case.
1-lb .....per lb. $0.05
½-lb .....per lb. .05⅝

EXTRACTS FLAVORING.

GUITTARDS' "PURE"

per doz	2 oz	4 oz	6 oz	8 oz
Vanilla	$2 50	$4 75	$7 00	$9 00
Lemon	1 75	3 25	4 50	6 00

Net weight. Patent Sprinkler Tops

Schilling's Best Extracts.

Triple Strength, Pure and Uncolored Sprinkling Tops.
Net weight. Never sold in bulk.

	Lemon and Others.	Vanila and Rose.
1 oz	1.30	1.80
2 oz	2.00	3.00
4 oz	3.75	5.75
6 oz	5.50	8.50
8 oz	7.25	11.00
16 oz	14.00	21.50
32 oz	27.00	42.00

Souder's Flavoring Extracts.

Price per gross.

	2 oz.	4 oz.	8 oz.
Reg. Lemon	9.00	18.00	54.00
Reg. Vanilla	14.40	28.80	72.00
XX Lemon	18.00	36.00	72.00
XX Vanilla	21.00	42.00	84.00
Asrtd Flavors	18.00	36.00	72.00
Rose Coloring	18.00	36.00	.....
Yellow Colrng	18.00	36.00	.....
Jamaica Gngr	18.00	.....	.....

Assorted flavors contain strawberry, pineapple, orange, almond, rose, etc.



"Venus" Extracts.

Lemon, 2 oz., per doz.....80
Vanilla, 2 oz., per doz.....80
Assorted Flavors, per doz.....80

COLUMN 21.

Department 17

CANDIES.

Lozenges.
(5-lb. boxes.)

XXX Peppermint, pails	.13 14
Thin Peppermint	.16
T. T. Peppermint	18
Druggist Peppermint	25
Musk, fluted, pails	.20
Cinnamon, Lemon, Sassafras, Rose	.16
Midget Fruit	.20
Conversation and Hearts	.15
Lilliput Conv. Hearts	17
Midget Conv. Lozenges	18
Crown T. T. Lozenges, 24 5ct. pkgs	.80
Aurora Lozenges, 24 5ct. pkgs	.80
Cough Troches, 5 lb bxs	.25
Eagle Wafers, Peppermints, Wintergreen	.25

Mixed Candy.
(30-lb. pails.)

Plain Mixed	8½
Pacific Mixed	10
Royal Mixed	12½
Grocers' Mixed	10
Yankee Mixed	13
American Mixed	13
Fancy A, Mixed	14½
Fancy C, Mixed	14
French S. Mixed	16
French No. 1, Mixed	18
French Extra Mixed	20
Lady, Mixed	15
Broken Mixed	9

Steam Panwork.

Anis Seed	22
Aromatic Cachous	18
Assorted Berries	16
Assorted Drages	14
Assorted Imperials	16
Assorted Small Seeds	22
Birds' Eggs	16
Boston Baked Beans	17
Burnt Peanuts	18
Burnt Almonds	25
Caraway Seed, smooth	22
Caraway Seed, pearled	22
Celery Seed	22
Cinnamon Beans, large red	15
Cinnamon Beans, Imperials	16
Coriander Seed, pearled	22
Jelly Beans, pails	12½ 14
Jelly Birds' Eggs	16
Jelly Cranberries	16
Jelly Limes	16
Jelly Raspberries	16
Jordon Almonds, fine	45
Jordon Almonds, imitation	18
Licorice Beans	15
Red Hots	25
Ringed Marbles	16
Sugar Coated Licorice Tablets	20
Sugar Almonds	25
Sugar Plums	16

Stick Candy.
(30-lb. pails.)

Assortment: Peppermint, Lemon, Rose, Clove, Anis, Cinnamon, Sassafras, Vanilla, Pineapple, Wintergreen	8½
Hoarhound	9
Hoarhound, wrapped	11
Peanut Sticks	13
Peanut Sticks, wrapped	13
Cocoanut Sticks	13
Cocoanut Sticks, wrapped	13

Taffies.

Peanut Taffy	15
Peanut Flake	15
Peanut Squares	14
Cocoanut Taffy	15
Cocoanut Squares	15
Chunks: Vanilla, Rose, Chocolate, Lemon, Molasses	14
Broken Taffy of broken chunk	13

Drops and Lumps.
(30-lb. pails.)

Mixed Drops and Lumps	8½
Molasses Peppermint Lumps	11
Hoarhound Drops	11
Crystal Rocks	12½

Gum Goods.
(5-lb. boxes.)

A. B. Gum Drops, assorted	9
A. B. Gum Drops, Licorice	9
A. B. Gum Drops, Crystalized	11
A. B. Bonbons, plain, in bbls	7
A. B. Bonbons, fancy, in bbls	7½
A. B. Bonbons, fancy, crystallized, 5-lb. boxes	14
A. B. Fruits	18
Royal Gum Drops	15
Genuine Gum Drops, hard	25
Jelly Squares, assorted	14
Bijou Sticks	18
Spiced Jelly Drops	20
New Turkish Figs	16
Fig Paste, plain	17
Fig Paste, tricolor	18

Cream Goods.
5-lb. boxes.)

Fondans Creams	14
Hand Dipped	19
Hand Dipped, with nuts on	21
Fruit and nut ices	18
Cream Peppermint	20
Crushed Fruit Bonbons	30

Chocolates.
(5-lb. boxes.)

Chocolate, plain	14
Chocolate, Hand Made	20
Chocolate Dipped Bonbons	20
Chocolate Dipped Bonbons, with nuts	22
Chocolate, Climax, 30-lb pails	16
Chocolate Chips	28
Chocolate Nonpareil Drops	20
Chocolate Wafers	22
Chocolate Cream Tablets, 30 in box	1 10

COLUMN 22.

Marshmallows, Nougats, Etc.

Occidental Marshmallows, 5-lb tins	.28
Occidental Marshmallows, 3-lb tins	.30
Dipping Marshmallows, 5-lb. boxes	.25
Angel Food, 5-lb. boxes	.20
French Nouget, 30 5c slices in box	1.00
Walnut, Apricot, Spanish Nouget, 5-lb boxes, per lb	.25

Sundries.

Opera Caramels	19
Rock Candy, white & red	.15
Rock Candy, brown	16
Licorice Drops	.20
Licorice Sticks, 16 to lb	.28
Locorice Tablets, 5 lb bxs	.25
Licorice Tablets, 24 5c bxs	.80
Licorice Penny Sticks, 100 in box	.65
Buttercups, 5-lb tins	.2

CHEWING GUM.

	Single	Box
Sweet Wheat, per box		.50
Tulu Sugar Plum, box		.55
Yankee Spruce, 20 pcs	.65	
Sen Sen, 20 pcs	.55	
Red Rooster, 20 pcs	.55	
Sweet Heart, 20 pcs	.55	
Newton's Pepsin, 20 pcs	.55	
Bloodberry, 20 pcs	.60	
Pepsin Sticks, 20pcs	.60	

CRACKERS.



MADE BY THE
MUTUAL BISCUIT CO.

	lb.	¼ box
Almond Drops	15	
Animals	12½	$1.20
Arrowroot	14	1.50
Assorted	13	1.15
Assorted, extra	14	1.30
Assorted, fancy	20	1.75
Assorted Wafers	16	1.90
Assorted Jumbles	14	1.25
Boston	9	.60
Butters, Mutual	10	.70
Butter Scotch	14	1.50
Butter, Star	9	.60
California Lunch	9	.90
Champion	9	.65
Chips, Mutual	14	1.10
Chocolate Biscuits	16	1.80
Chocolate Fingers	15	1.50
Chocolate Wafers	18	2.15
Cocoanut Bonbon	14	1.25
Cocoanut Finger	15	1.50
Cocoanut Marshmallows	15	1.50
Cocoanut Taffy	15	1.80
Cocoanut Wafer	16	1.50
Coffee	12	1.25
Coffe Iced	15	1.35
Cornhill	10	1.10
Cracker Meal	6	1.10
Currant Cakes	12	1.10
Egg Jumble	14	1.25
Fruit Biscuits	14	2.40
Ginger Cakes	10	1.40
Ginger, Nut	11	1.40
Ginger Wafers	14	1.75
Graham	10	1.20
Graham Gem	9	.75
Graham Unsweetened	9	
Honey Fingers	14	1.25
Honey Pumbles	12	1.00
Honey Drops, spiced	15	1.60
Honeysuckle	16	
Jelly Fingers	16	1.50
Jenny Lind	12	1.10
Lady Fingers	15	1.30
Lady Fingers Iced	16	1.40
La Grande	11	1.10
Lemon Biscuit	14	1.25
Lemon Brittles	14	1.35
Lemon Snap	12	1.20
Lemon Wafers	14	1.75
Macaroon Almond	40	
Mutual Flakes	14	.90
Mutual Tea	15	1.60
Nic Nac, No. 1	10	1.10
Nic Nac	12½	1.25
Oysters	8	.70
Peoples Mixed	12½	1.25
Pilot Bread	4	.55
Pilot Bread Extra	5	.65
Pilot Saloon	7	.80
Ping Pong	16	1.50
Raisin Cake	12	1.10
Saloon Pilot	7	.80
Saloon Soda	7	
Salted Wafers	14	.90
Soda Extra	7	
Soda	6½	
Star Butters	9	.60
Vanilla Bars	14	1.40
Vanilla Biscuits	14	1.25
Vanilla Snaps	12	1.20
Vanilla Wafers	14	1.75
Wafers, Chocolate	18	2.15
Wafers, Ginger	14	1.75
Wafers, Lemon	14	1.75
Water Wafers	12	.90
Walnut Creams	16	1.50

COLUMN 23.

Department 18.

FANCY GROCERIES.

Snider's Baked Beans.

No 1, 90c doz.; 4 doz. in case
No. 2, $1.40 doz.; 3 doz. in case
No. 3, $1 85 doz.; 2 doz in case

Bouillion Capsules.

Anker's, 10 capsules in box, per doz boxes 2.75

Capers.

Capotes, 1 dz in cs	1.20	1.25
Nonpareil, small		1.35
Do large		2.00
"White Label," 6-oz, doz		2.25
"White Label," 10-oz, doz		3.15

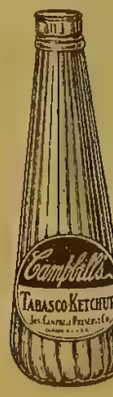
TOMATO KETCHUP.

Catsups

Snider's

Qts., per doz	$3 75
Pts., "	2 40
½-pints, per doz.	1 40





CAMPBELL'S
(½ Pts. Condiments)

2 dozen to case

Tobasco Ketchup dozen $1 15

Tomato Ketchup, dozen $1 15

Salad Dressing, dozen 1 15

Chili Sauce, dozen $1 15

Assorted cases, dozen $1 15

Miscellaneous.

Our Mother's Ctsp ½-pt, doz	1 40
Our Mother's Ctsp, pts, doz	2 30
Blue Label, 25 ½ pts to cs	3 10
Blue Label, 25 pts to cs	5 00
Blue Label, 12 qts to cs	4 00
Mother's Own, pts	1.50
½ pts	.90
London's Rockaway, Pts., doz	2.25
Saller's "Purity," doz	.90
H. B. Catsup, pts	2 15
" " ½-pts	1.25

Chocolate and Cocoa

CHOCOLATES.

Baker's.

German Sweet, 6-lb boxes, ⅛s and ¼s	32
Eagle, 12/1s	28
Premium, 12/1s	28
Vanilla, 12/1s	41
Powdered, ⅛s, ¼s, 1s, 12/1b. boxes	26

Subject to quantity discount.

Huyler's.

Vanilla, 12-lb. boxes	36
Premium, 12-lb. boxes	33

Lowney's.

Cream Cakes, per box	80
Ice Cream Drops, per doz	75

Ghirardelli's.
In paper

Eagle, 24 1-lb	21
Eagle, 12 1-lb	21½
Eagle, 12 ½-lb	22½
Eagle, 12 ¼-lb	24
Crescent, 6 5 to lb	17
Crescent, 12 5 to lb	16½
Cal, Sweet, 6 6 to lb	21½
Cal. Sweet, 12 6 to lb	21
Monarch, 12 1&½-lb	26
Monarch, 12 1-lb	25
Monarch, 12 ½-lb	27
Star, 24 1-lb	19
Star, 12 1-lb	19½

Ground.
In tins

Ghirardelli's, 12 1-lb tins	26½
Ghirardelli's 24 1-lb tins	26
Ghirardelli's, 60 1 lb tins	25

In delivery cases

Ghirardelli's 60 3-lb tins	24
Venard's, 24 1-lb tins	21
Venard's, 60 3-lb tins	20
Miner's, 12 1-lb tins	22½
Miner's, 24 1-lb tins	22
Miner's, 20 3-lb tins	22

5 per cent off on 120-lb. lots

COCOAS.

Baker's Bkfst, 6/1-4½'s	40
Van Houten's, ¼'s and ½'s	35
Van Houten's, 1's	60
Royal Dutch, 12/¼'s	30
Royal Dutch, 12/½'s	35
Royal Dutch, 12/1's	60
Epp's, 14/½'s	40
Fry's, 12/½'s	29
Webb's, 6/½'s	23
Lowney's, 6/½'s	37
Ghirardelli's Bkfst, 6/½'s	35
Ghirardelli's Bkfst, 12/½'s	37½
Ghirardelli's Impri 6&12/½s	56
Miner's Bkfst, 6/½'s	37
Miner's Bkfst, 6/1-5's	35
Menier's, 1 ½'s	45

COLUMN 24.

Condensed Milk

BORDEN'S CONDENSED MILK CO.



Gail Borden Eagle Brand	6.80
In 5-case lots	6.65
Pony	2.25
Challenge	4.70
Floral	4.65
Dime	3.75
Rose	1 40

(Each of above Brands 4 doz. in case)

Borden's Malted Milk, Trial Size, per doz. ..... .90



Borden's Pioneer Brand Evaporated Cream

Large Cans, 4 doz. in cs	4.90
Peerless	4.70
Yacht	3.25

Family Size, 4 doz. in case. Quarts, 2 doz. in cs

ALL ABOVE BRANDS GUARANTEED



CARNATION CREAM

20 oz. cans 4 doz	
Per case	4 00
5 cases	3 95
25 cases	3 90
50 cases	3 85

2c to date from factory on return of jobber's dup. bill and signed contract



LILY
(large tin)

1 to 10 cs.	$3 90
10 to 25 cs	3 85

Helvetia Milk Condens'g Co.



Originators Evaporated Cream

Highland Evaporated Cream 4 doz in box	$4 10
Baby Pet, 6 doz	3 00
Pet, reg., 4 doz., per case	3 35

Miscellaneous.

St. Charles, 4 doz. in case	$4 60
St Charle, 5 case lots	4 50
Horlick's Malted Milk, doz	4 50
Jersey, 4 doz. per case	3.70

Cereal Coffee.

Fig Prune, per doz	$2 25
Postum, 24½'s, per doz	1 35
Postum, 12/1's, per doz	2 25
Postum, 36/1's, per doz	2 25
Grain-O, 12's	2 75

Chutney.

Chutney, asst. qts	$6 25
Chutney, asst. pts	3 75
Chutney, Major Grey, qts	6 50
Chutney, Major Grey, pts	4 25
Bar-le-duc, pts	3 00

Cranberry Sauce. doz

Anderson's 2s, 2 doz box	2 00
Tea Garden, 2s, gls, 12 box	4.00
Tea Garden, 1s, gls, 24 box	2 25
Cape Cod 2 lb, gls, 12 box	3 50
Cape Cod, 1 lb gls 24 box	2 00
Home Made, 1s, 2 doz box	2 15
do 2s, glass, 1 doz box	4 00

COLUMN 25.

ALPINE

EVAPORATED CREAM

	Per case
1 to 5 cases, 4 doz. to case	$3.60
5 to 10 " " "	3.55
10 to 25 " " "	3.50

Gallons

1 to 5 cases, 6 to case	3.35
5 to 10 " " "	3.30
10 to 25 " " "	3.25

Midgets, 8 doz. to case

1 to 5 cases, $3.40 | 5 to 10 cases, $3.35
10 to 25 cases, $3.30

Alpine Evaporated Cream Co.

Factory
HOLLISTER, CAL.

Office and Salesroom
95 Market Street
Rooms 212-213
San Francisco, Cal.

Phone: **Main 3443.**

Cottolene.

2's, 5's or 10's, per cs. of 60 lbs	7.00
5-case lots	6.90
10-case lots	6.85
25-case lots	6.75

With 2½ cases, ½ case free.
" 5 " 1 " "
" 10 " 2 " "
Price $7.50, $7.40, $7.25.

Curry Powder.

Cross & Blackwells, 2 oz	1.35
do 4 oz	2.35
Do 8-oz	3.65
Do 16-oz	6.20
East India, Bombay, 16 oz	5.00
East India, Bombay, 8 oz	3.25

Extract of Beef.
Liebig's (Genuine)

	2 oz.	4 oz.	8 oz.	16 oz.
doz.	4 65	8.50	15.90	29.75

"Red" Seal.

2-oz., doz	$3.06
4-oz., doz	7.20
8-oz., doz	$13 27
16-oz., doz	24.75

Marshall's

2 oz., per doz	$2.40

Gelatine.

Knox's, per doz	1 20
Knox's, per gross	14 00
Cox's, per gross	12 00
Keek'n, per doz	1.15

Ginger (Preserved).

½ doz jars in cs, per cs. 2.25

Lemon Sugar.

Gilt Edge, 24/½s, per doz	1.37½
Gilt Edge, 24/1s, per doz	1.85

Lime Juice.

Tahita, 24/8-oz, per doz	$1 25
Tahita, short measure, 16-oz.	1 50
Tahita, full measure, 16-oz	1.75
Tahita, full measure, 32-oz	3.50
Tahita, bulk, gal	1.00

Mushrooms. doz

Le Court, 100 to cs	$2 50
La Forrest, 100 to cs	2.75
Hotel, 100 to cs	2.00
Fancy Stuffed, pts	4.00

COLUMN 26.

OLIVES.

OLIVES IN BULK.

	25 gl.	10 gl.	5 gl.	3 gl.
Ex. No 1, Qu'n.	1 10	11 50	6 00	3 75
Lge No. 1, "	1 00	10 50	5 00	3 25
No 1 Qu'n ...	95	9 75	4 75	2 90
No 2 " ...	85	8 75	4 50	2 85
Manzanilla....	70	7 25	3 75	2 40

Extra charge for kegs & barrels.



Olives

SEVILLE PACKING CO.

White Label Queen Olives—
28-oz., per doz...$5.50
18-oz., " ... 3.75
6-oz., " .. 1 25

Pim-Olas

18 oz, 2 doz, per cs, per doz $6 10
10 " " " " 3 55

Baby Pim-Olas

10-oz, 2 doz. in case, per doz. . $2.50
6-oz., 2 doz. in case, per doz.... 1.50

Olive Oil

NICKLE

	Case
½ pints, 4 doz	$9 00
Pints, 2 doz	8 55
Quarts, 1 doz	7 85
22-oz.	9 00



CRYSTAL BRAND OLIVE OIL.
Pure California Products.

7-oz.
Per doz...$2.40
3 doz..... 6.75

14-oz.
Per doz... 4.50

Quarts.
Per doz... 7.25

Put up by
G. O. Ryden.

MISCELLANEOUS

Golden Gate, in gal tins, per gal	1 80
" ½ " "	1 85
" ¼ " "	1 90
Pala Grove, pure Cal., qts. .. dz.	7 75
Cooper's qts., ½ doz.	10.00
Cooper's pts, ½ cs of 2 doz	10.00
Antonini, J.P.S., qts, ½cs..	7.40
Do 1½-gal. tins, ½ tin..	2.90
Duret, qts, pts, ½ doz cs..	6.00 7.00
Lucca, Crosse & Blackwell's qts.	7.50
Lucca, Crosse & Blackwell's pts, 2 doz	8.25
Lucca, Crosse & Blackwell's ½ pts, 3 doz	7.25

Salad Oil.

Durand Oil.

Quarts, 1 doz. to case, per case.	$1.65
Pints, 2 " " " ..	1.75
½-Pts., 3 " " " ..	1.85

Puritan Salad Oil

Quarts, 1 doz. to case, per case .	1.90
F. Dubec & Fils, 1 dz qts, per case	1.50
Imitation Lucca, qts	1.10

"Primrose" Salad Oil.

Tierces, about 50 gal, gal.	$ .40
1 gal. tins, 10 to case, gal.	.70
5 gal. tins, 1 to case, gal..	.45
½ gal. tins, 20 to cs., gal.	.75
Quart bottles, 12 to cs, doz	1.85
Pint bottles, 24 to cs, doz	1.00
½ pint bot., 36 to cs, doz.	.65

Paprika.

Gordon Packing Co.

1-16 lb ...doz	½ lb. . doz 6.00
¼ lb .... doz	1 lb ... doz
¼ lb ....d z	Bulk, lb.....

Peanut Butter

Heron's, 2 doz to cs, per dz. . 2.40

Peels.

Citron, 25-lb box	$ 13
Citron, 10-lb box	13½
Lemon, 25-lb box	.11
Lemon, 10-lb box	11½
Orange, 25-lb box	.11
Orange, 10-lb box	11½

COLUMN 27.

PICKLES.

Gordon Packing Co.

California—Mixed or Plain.

No. 1, bbls, per gal	$0.24 to $0.27
No. 1, ½ bbls, per gal..	.26 to .29
No. 1, 10-gal keg, p kg.	2.25 to 2.45
No. 1, 5-gal keg, p keg.	1.15 to 1.25
No. 1, 3-gal keg, p keg.	.80 to .85
No. 2, bbls, per gal	.22
No. 2, ½ bbls, per gal	.24
No. 2, 10-gal keg, per keg	2 10
No. 2, 5-gal keg, per keg	1 05
No. 2, 3-gal keg, per keg	.80
No. 3, bbls, per gal	.14
No. 3, 10-gal keg, per keg	1 15
No. 3, 5-gal keg, per keg	.60
No. 3, 3-gal keg, per keg	.55

SWEET—"PACIFIC."

Bbls, ½ gal	51
½ bbls, ½ gal.	53
10-gal keg, per keg	5.00
5-gal. keg, ½ keg	2.75
3-gal. keg, ½ keg	1.75
Square, 1doz ½-gal. ½ doz..	2 25
Square, 2 doz ¼-gal, ½ doz..	1.60
Square, 4 doz ⅛-gal., ½ doz	1.25
Round, qts, ½ doz	3.75
Round, pts, ½ doz	2 50
Round, ½ pts, ½ doz	1.75

Crosse & Blackwell's.

	Doz.
Mxd Pkls, pat tops, pts..	4.15
Mxd Pkles, Pat tops, ½ pt.	2.50
Mxd Pkls, corks, pts	3.95
Chow Chow, pat tops, pts..	4.15
Chow Chow, pat top, ½ pt.	2.50
Chow Chow, corks, pts....	3.95
Onions, pat tops, pts	4.15
Onions, pat tops, ½ pts...	2.60

Root Beer



Less 5 per cent. on gross lots

Hires', case of 1 gr	20 00
6 doz. lots	10 00
3 "	5 00
1 "	1 75

Hires' Carbonated Root Beer cs of 2-dz pt bottles, patent tops, per cs $2.00 in 5 case lots 1.95
Hires' Carbonated Gingar Ale Per case 2.00
5-case lots, $1.95.



Hires' Rootbeer Carbonated and Ginger Ale empty bottles, if returned to Snohn-Patrick Company, will b received by them at 25c. per case of 2 doz. bottles (with case) Delivered at San Francisco.

COLUMN 28.

Saratoga Chips.
(Less 5 per cent)
Boxes, 15 and 30-lb, per lb..$0.20
Cartons, 6-oz, 2 doz in cs, doz 1.30

SAUCES.

SNIDER'S SALAD DRESSING



Pints, 1 doz. in case, doz. $2.75
Hlf-Pts, 2 doz. in case, doz. . 1.75



Snider's Oyster Cocktail S'ce pints, 2 doz to c'se, doz .. .2 40

Same gallon jugs, 6 to case, per gal..... 1 80

Snider's Chili Sauce, pints, 1 doz. to c'se doz 2 40

Same, half pts 2 doz. to c'se doz 1 45

Bayle's Tabasco Pepper Sauce, in cases, 6, ½-doz. boxes, per doz. $3.00
boxes of 12 bottles, per doz..... 3.50
Holbrook's W'cestershire, ½'s.2.40
Do pts. 4.00
Do qts, ...
*Lea & Perrin's Worcestershire, sma" 2.75
*Lea & Perrin's Worcestershire, medium 5.00
*Lea & Perrin's Worcestershire, large 8.25
*5 cases 5c ½ doz less.
Ban-ki-por, ½ pts, 2 doz case, per doz 2.40
Ban-ki-por, pts, 1 doz case....3.80
Tobasco, McIlhenny 4.00
Tobasco, New Iberia 3.50
Braunhardt's
Tropical, ½-pts, 2 doz. per case 4.50
" pints, 2 doz. " " 8.10
Bengal Worcester, ½ pt..... .55
Bengal Worcester, pt 1.05
Pepper, sprinkle top, ½ pt.....2.00
Superior Pepper, small ..... .75
Superior Pepper, large 1.50

Pure Food Pk'g Co.

Worcester Sauce, London Club, ½ pts, do ..... .75

Salad Dressing.

Durkee, small, 2 doz, ½ doz...2.55
Do large, 1 doz, ½ d.....4.30
Do picnic size, 4 dz, ½ dz..1.00
My Wife's, 1 dz, 16-oz, case....2.75
My Wife's, 2 doz, ½ pt, cs.3.40

Alpha Salad Cream.

Jumbo, 1 doz. to case, per case...4.25
Do large, 2 doz. " " ...4.70
Do picnic, 2 " " " ...2.50

El Paso Manfg. Co.
1653 Mission St.



Manufacturers

Flavoring Extracts
Fruit Juices
Syrup
Salad Dressing
Bluing
Ammonia
—
Meat and Salad Dressing, doz. .90

COLUMN 29.

SOUPS.



CAMPBELL'S (1-lb. Condensed). Packed 48 1-lb. cans to case. Straight cases of any variety, or following assortment:

8 Tomato, 6 Vegetable, 4 Ox Tail, 3 Mock Turtle, 3 Chicken Gumbo, 2 Tomato Okra, 1 Julienne, 2 Beef, 2 Consomme, 2 Pea, 2 Celery, 2 Vermicelli-Tomato, 2 Clam Chowder, 2 Mutton Broth, 2 Bouillon, 3 Chicken, 2 Mulligatany.
Price, per doz, any variety. .$0.90

Miscellaneous.

Snider's Tomato—3 lb tins 2 doz. in case, per doz. $2.60

Same—2 lb tins 2 doz. in case, per doz. 1.85

Van Camp's asstd, per doz.... .90
Van Camp's straight, per doz. .90

SALT.



LESLIE SALT.

Free Running—

Cartons, 20 5s	$ 2.50
Cartons, 24 3s	2.00
Cartons, 48 2s	2.75
Caddies, 50 2s	3.25

Velvet Grain—

Bales, 50 3s	1.50
Bales, 30 5s	1.50
Bales, 15 10s	1.50
Bales, 8 20s	1.50
50-lb sacks, per ton	18.00

H. B. H. Liverpool.

Bales of 75, 2's, per bale	$1.25
Bales of 40, 4's, and 15 10's	2.00
Bags, 200s (50s $5), per ton..	7.50

Rock Salt.

Half-Ground, 100-lb sacks, per ton	$ 3.50
Stock, 100-lb sacks, per ton...	3.00
Liverpool Lump, per ton	13.50
Cal. Table and Dairy, pr bale.	1.0
Cal. Table and Dairy, 50's, per ton	6.25

Package Salt.

Shaker Salt, per doz	$0.90
R. S. V. P., 3's, 24 to cs, p. cs.	2.25
R. S. V. P., 5's, 20 to cs, p. cs.	2.75

Celery Salt.

Mertens, 1 doz in box..... 1.05

Sauerkraut.

Barrels, per lb	.02¾
½ bbls	.03
¼ bbls	.03¼
3-gal kegs, per keg	.90
5-gal kegs, per keg	1.15
10-gal kegs, per keg	2.25
2-lb tins, 2 doz in cs, doz	1.35
2½-lb tins, 2 doz in cs, doz..	1.90

COLUMN 30.

SPANISH DELICACIES.

Specialties of the
Spanish-American Food Co.
149-155 Fremont St.
Medal Goods. Paris Exposition.



Doz.

TAMALES.

I. X. L., W. G. M. and Kapp & Sheet Brands.
No. 1 Boneless Chicken Tamales in key op. cans 1.30
No. 2 Not Boneless Chicken Tamales in key op. cans 1.00

Spanish-American Brand.

Beef Tamales in key op. cans .... .95
Extra Special Boneless Tamales in key op. cans 1.60
Chili Con Carne, 1 lb.....1.20
Enchiladas, in key-opener cans 1.20
FRIJOLES, 1 lb ..... .90
Tripe, Spanish style, 1 lb 1.25
Minced Deep Sea Clams, 1 pt. 1.00
Minced Deep Sea Clams, 2 pt 1.65
Clam Juice, 1 pt..... .95
Clam Juice, 2 pt..... ....1.50
Cal. Baked Beans, tomato sauce, 1 lb., 4 doz in case... .85
Cal. Baked Beans, tomato sauce, 2 lbs., 2 doz to case ... 1.35
Cal. Baked Beans, tomato sauce, 3 lbs . 2 doz to case... 1.75

Chili Beans (Tamale Sauce)
1 lb, 4 d z to case..... .85
2 lb, 2 " " 1.35
2 lb, 2 " " 1.75

Deviled Oysters, for Sandwiches
4 doz to case 1.40
Pate Chicken Liver for sandws.
4 doz. to case.....1.40

Macaroni and Cheese, with Tomato sauce, 1 lb, 4 dz. cs.. .90

Concentrated Soups.

Pints (20 kinds).....doz. .90
Beef, Tomato, Ox Tail, Mock Turtle, Mulligatawny, Rice Tomato, Consomme, Green Pea, Bean, Clam Chowder, Vegetable, Chicken Rice, Chicken Barley, Chicken Giblet, Chicken Gumbo, Cream Chicken, Cream Celery, Beef Bouillon, Chicken Bouillon, Clam Bouillon.
Quarts (9 kinds)...doz. $1.85
Chicken, Beef, Mock Turtle, Ox Tail, Tomato, Mulligatawny, Vegetable, Clam Chowder, Cream of Celery.

Truffles.

Rilhac, 100/¼'s, per doz.....12.00
Rilhac, 100/ 1-16's, per doz..... 3.00
La Forrest, 100/¼'s, per doz..17.00

Vinegar.

	½ Bbl.	10 bbl.	5 gal.	3 gal.
30 grain....	08	10	1 15	65 50
40 grain....	10	12	1 35	75 60
50 grain....	12	14	1 70	90 80
60 grain....	14	16	2 00	1 10 95
80 grain ...	16	18	2 65	1 50 1 25
90 grain ...	18	20	3 50	1 85 1 65
100 grain....	20	22	3 85	2 00 1 85

Hammond's Vinegar.

Salad, qts, per doz.....1.25

Yeast Cakes.

Great Western 1.00
Gillett's Magic 1.20
Yeast Foam 1.20

Pure Oregon Apple Cider Vinegar.

Bbls. .....22c gall n
½-bbl. .....24c "
Guaranteed.

COLUMN 31.

Department 19.

GROCERY SUNDRIES.

Axle Grease.

H. & L., per case.....$1.50
C. & S., 2-doz case, per case... 2.00
" 5 cs lots 1.95
" 10 cs lots 1.85
Frazer's, 2 doz tins, per case..2.25
Frazer's, 4 doz wd, per case... 3.60
Frazer's, 15-lb pails.....85
Mica, 3 doz tins, per case..... 2.25

Paper Bags.

Automatic, Self-opening, 500 in pkg.

List.

¼-lb . .....$1.00 3-lb 4.80
½-lb . ..... 1.20 10-lb 5.20
1-lb . ..... 1.60 12-lb 6.80
1½-lb . ..... 1.70 14-lb 8.30
2-lb . ..... 2.00 16-lb 9.00
3-lb . ..... 2.50 20-lb 10.00
4-lb . ..... 2.90 25-lb 11.00
5-lb . ..... 3.40 30-lb 12.00
6-lb . ..... 4.00 35-lb 15.00
7-lb 4.40

Discounts from above List:
***(Cheapest).....50 pct and 5, 10's
Eagle or Equal....50 pct and 2, 10's
White Fibre, or any white bag, ...50 pct and 1, 10's
Mikado (striped) .....40 pct
Sugar Bags, broad bottom, lb....06
Lion, 40 per cent and 1.....1.10

Bluestone.

Barrels, per lb (5 bbls 5½c).$0.05¾

Bathbrick.

Bristol, 2 doz, per case (25 case lots 67½c) $0.70
Powdered, 20 1's, per case 1.15
Powdered, 40 ½'s, per case 1.25

CANDLES.

Adamantine.

Schneider's 10 oz. 20's.....$0.07
Schneider's 12 oz. 20's..... .08½
Schneider's 14 oz. 20's..... .09½
Parafine, 20 1 lb. cakes...1.95
do, 5 bx. lots.....1.85
do 40 1 lb cakes.....3.90
do 5 bx lots.....3.75
do 100 1 lb cakes.....9.75
do 5 bx lots.....8.75
P. & G. Adamantine, 10 oz. 8¼
do 12 oz. 9¼
do 14 oz. 10½
Yacht Club Quartz Candles
20 sets 14 oz..... .10
40 sets 14 oz. ..... .09¾

Stearic.

Schneider's 14 oz 20's or 40' .12
Schneider's 16 oz 20's or 40's. .13½

Paraffine, Etc. Per lb.

4s, 6s, in cartons of 36-lb bxs..10¼
12s, in cartons of 36-lb bxs.....10¾
½-lb, in cartons of 25-lb bxs...10¼
1-lb, in cartons of 25-lb bxs....10¼
Colored 1c higher.

Beeswax, pure for churches.. 40
Do No 2..... 30
Do No. 3..... 25
Christmas, all sizes.....$ 8½
Do holders, ℔ gross..... 85
Wax Tapers, ℔ doz pkgs (℔ gross 8.00).....65 75
Night Lights, German, on pap & wd, (doz 40)..... 65
Do French, on tin, doz.. .....50, .75, 1.10

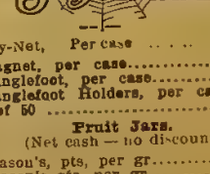
Cordage.

Basis price: Manila 14½c. Sisal 9¾c (5,000 lbs ¼c, and 10,000 lbs ½c less.)

Egg Food.

Pratt's, 26-oz, 2 doz in cs....$2.25
Wellington's, 1-lb, 2 doz box.. 2.00

Fly Paper.



Fly-Net, Per case $2.60
Magnet, per case.....$2.50
Tanglefoot, per case..... 2.80
Tanglefoot Holders, per case of 50 75

Fruit Jars.

(Net cash — no discount)

Mason's, pts, per gr..... 7.40
Mason's qts, per gr..... 8.10
Mason's, ½ gals 11.40

Fruit Jar Caps.

Porcelain, 6 doz to box, per bx 2.50

Fruit Jar Rubbers.

No. 1 white, per lb..... 50–60c
"Gold Seal," cartons, per gr.. .75
"Badgers," cartons, per gr.... .60

Hops.

No. 1, ¼ lb, 30-lb. box, lb..... .30
No. 1, ½ lb, 30-lb box, lb..... .30
No. 1, 1 lb, 30-lb box, lb..... .30
Less than 30-lb boxes..... .31

Horseradish.

½-pts, 2 doz in box, doz..... 1.10
Pts, 1 doz in box, per doz.... 1.50
Qts, 1 doz in box, per doz..... 2.75
Bulk, per gal ..... .75

Glue.

Le Page's, 1 oz, per doz..... .75
Le Page's, 2 oz, per doz..... 1.15
Le Page's ½-gill tins, per doz. 1.20
Le Page's, 1-gill tin, per doz.. 1.60
Standard, small, per doz..... .50

COLUMN 32.

EUREKA INSECT EXTERMINATOR.



Manufactured by
Jos. Pusch, 525 Front Street, San Francisco.

10c size, doz ..... .75
25c size, doz 1.75
60c size, doz 4.50
1.00 size, doz 8.00

Harmless to persons or animals; does not irritate the skin or injure the eyes.

MATCHES.

Metropltan, full count, per tin.$1.10
Universal, shrt count, pr tin .75
Boys' block pap pkg, per doz .10
Swedish Safety, per gross..... .80
Swedish wind, 1 gross..... 85
Vulcan Parafine, 65s, ℔ gross (50 gross 50c) .....50 .35
Japanese Safety, per gross..... .50
Squirrel Matches, 55s, per gross .43
Ship Safety Matches, la ge, gross .75
" " small, " .65

Diamond Match Co.'s.

Anchor, 200 ..... 1.70
..Do 500s..... 4.00
G. G., 60s..... 2.75
Red Top Safety 3.25
S. & C., Eastern Parlor, 80s.... 4.25
Press, 100s, 5-gross cs..... 4.75
Little Star, per cs..... 2.25
Search Light, 500s, large 1 gr.. 4.75
(Discount of 25c per case on 5 cs lots)

Paper, Wrapping.

Butter, White, ℔ ream..... 20
Do Waxed ℔ ream..... 25
Manilla, No. 2, roll, any sz, lb....3½
Manilla, No. 1, rolls or reams, ℔ lb..... 5
Straw, ℔ ream..... 70
Do rolls any size, ℔ lb.... 3¼
Drab, ℔ ream..... 60
Do rolls any size, ℔ lb.... 2¾
Metropolitan White Fibre Rolls, per pound 4

Paper, Toilet.

Columbia, in rolls, 7 oz, per cs of 100 .....2 75
Royal, 100 rolls of 500 shts....4.00
Pilot, 100 tablets of 500 shts..3.75
Golden Eagle, 100 tablets of 1,000 sheets 8.00

Polishes, Shoe.

Mason's.

Mason's Colt-Coron-Ide Per gross $4.70; per doz 40c
Mason's Paste Stove Po'ish Per gross $4.70; ¼-gross $1 20
Mason's Challenge, per doz ... .40
Mason's Challenge, per gross... 4.70
Challenge Shoe Dressing, small per doz ..... $ 75
" large " 1 50
Russett Oomb'n. shoe Dressing small, per doz .. 75
" large, " 1 50
Black Comb'n Shoe Dressing small per doz 85
Patent Leather Polish, per doz . 50
Mason's, No. 4 .. 45
" " per gross 5 20
" No. 3 per doz 85
" " per gross. 3 40
" No 2 per doz 30
" per gross..... 3 00
" No. 1 per doz .25
" " per gross . 2 80

Scott & Gilbert Co.

Manufacturers.
211-216 Mission St., San Francisco



In 3 dozen cases per

Alaska Seal Cil.... 20 00
Top Notch 15 0
Russian 12 00
Boss..... 9 00

Bixby's.



Jet Oil ..... per doz. 80
Jet Oil 3 doz in box with Marvel Brush Free 2 55

COLUMN 33.

BIXBY'S—Continued

Royal Polish ..... per doz 85
Royal Polish, 3 doz. in box, with 3 pkgs. 5c Carpet Tacks free.2 55
Shoe Satin, Small Comb, per doz. 80
Shoe Satin, Large Comb, per doz. 1 25
No. 5, Shoe Satin Paste, per doz. 40
No. 10, Shoe Satin Paste, p doz 85
Satinola, small Comb 80
Satinola, Large Comb 1 25
No. 5, Satinola Paste, ... 40
No. 10, Satinola Paste 85
"BBB" Blacking Size M 3 dz. in box ..... } 1 25
¼doz. paste free ..... }
"BBB" Blacking, Size B. 3 doz. in box ..... } 2 50
1 doz. paste FREE ..... }

Polish, Stove.

Rising Sun, large pkg, ℔ gross.6.25
Do 5-gross lots, ℔ gross..6.00
Do Small pkg, ℔ gross.....4 25
Sun Paste, large, ¼ gross, per gross 8.00
Sun Paste, small, ¼ gross, per gross 5.00
Enameline, No. 4 tins, ℔ gross.5.00
Do No. 6 tins, ℔ gross.....8.25
Do Liquid, pt-tins, bx 3 doz.2.25



Small, 3 doz. to cs., per cs.$1.50
Large, 3 doz. to cs., per cs. 2.50
(¼ doz. free with each case)

Polish, Metal.

Electro Silicon, 1 gr in case, per doz ..... .80
Brilliantshine, ½ pts, per doz.. .90
Brilliantshine, pts, per doz.... 1.70
Brilliantshine, qts, per doz.... 3.10

U. S. Metal Polish.



POLISH

	Doz
Qts	$3 00
Pts	1 70
½ Pts.	90

PASTE

lb	$3 00
½ lb	1 75
8oz	50

Barkeeps Friend powder gr $18 00

U. S. METALLIC POLISH

PASTE is put up by a Practical Chemist; also in Liquid Form. Free from Acid or Grit. 20 years in the Markets of the World. J. T. WILSON, Pacific Coast Agt., 1770 15th St., S. F. For sale by all dealers. Also the Barkeepers' Friend Cleaning Powder.

Rope.

Manila, 1¼-in. cordage ..... .15
Sisal, 1¼-in. cordage ..... .10½

Seeds.

Anis 14½
Canary 6½
Caraway 8 10
Celery 15
Coriander 15
Cumin 13
Flax, ground 4
Flax, whole 3½
Hemp, sacks 4
Millet 6
Mustard 9
Poppy (Or. sks 9¼)..... 10¼
Rape, Cal..... 6
Bird gravel, 40 2s 2 00
Bird Seed Mixed 18—1-lb pkg

Original packages only.

Sheep Dip.

Little's, 10½-gal tins, per gal.$1 00
Little's, 5-gal drums, per gal 1 10
Smith's, 10½-gal tins, per gal 1 00
Smith's, 5-gal drums, per gal 1 10

Twine.

Cotton, 4 ply, 100-lb bls per lb 19
Do 3 ply, 100-lb bls, per lb.... 19
Do 2-lb cones, per cone..... 44
Hemp, 8-oz balls, per 3-lb pkg 70
Do, 4-oz balls per 2-lb pkg 75
Do 2-oz balls ℔ 3-lb pkg
Sack, 4 ply, 12-lb pkgs, per lb 12

Wax.

Fruit, 25 1-lb pkgs. 50
Japan, per lb 20
Beeswax 25

Wax Strings.

12-in Dipsy, per doz pkgs 1 00
15-in 10 pkg Dipsy, per pkg 1 00

COLUMN 34.

COLUMN 35.

Department 20.

WOOD AND WILLOW WARE

AXE HANDLES.

Ex. 36-in., doz.....$2.25
No. 1, 36-in., doz..... 1.75
No. 2, 36-in., doz..... 1.25
No. 3, 36-in., doz..... 1.05
Ex. 38-in., doz..... 4.00
Ex. 40-in., doz..... 4.25

BUCKETS.

Per Doz.

Cal., Open, Spruce, No. 3.. .60
Cal., Open, Spruce, No. 4.. .60
Cal., Open, Spruce, No. 5.. .84
Cal., Satchel, Spruce, nest, 0-5 ..... 1.10
Cal., Satchel, Spruce, nest, 1-5 ..... 1.00
Cal., Satchel, Spruce, nest, 1-41 ..... .71
German market, nest of 4 1.25
Clothes, Oval, Wil., No. 0. 6.50
Clothes, Oval, Wil., No. 1. 6.00
Clothes, Oval, Wil., No. 2. 7.50
Clothes, Oval, Wil., No. 3. 9.00
Clothes Oval, Wil., nest 4... 3.17
Japanese Telescope, nest of 5, size 18x12x7..... 1.80
Same, size 20x13½x7..... 1.25
Same, size 24x15x10..... 1 75

BOWLS, WOODEN.

Per Doz.

Maple, No. 1, 11-inch..... .75
Do No. 2, 13-inch..... 1.50
Do No. 3, 15-inch..... 2.75
Do No. 4, 17-inch..... 4.25
Do No. 5, 19-inch..... 5.75
Do No. 6, 21-inch..... 7.50

Per nest.

Maple Nests, 3, 13, 15, 17-inch ..... .71
Same, 4, 13, 15, 17, 19-inch 1.20
Same, 5, 13 to 21-inch... 1.81

BROOMS.

Per Doz.

Patent Cap, No. 1..... 3.80
Patent Cap, No. 2..... 3.60
Patent Cap, No. 3..... 3.30
Extra Patent, No. 1..... 3.85
Extra Patent, No 2..... 2.60
Extra Patent, No. 3..... 2.40
Ladies' Pride, No. 1..... 2.85
Ladies' Pride, No. 2..... 2.60
Ladies' Pride, No. 3..... 2.40
Little Beauties 2.00
Ladies' Delight 2.80
Toy, 2 strings ..... .90 1.35
Wisp, 2 strings ..... .90 1.25

BRUSHES.

Per Doz

Dust 2.00 12 00
Scrubbing ..... .55 3 00
Dandy 1.60 5.75

Shoe Brushes.

No. 1, black tampico 1.10
No 2 bristles 1.65
No. 3, white bristles 1.75
No 4, bristles 2.00
No. 5, white bristles 2.25
No 6, horse hair 2.70
No 7, bristles 3 90

Stove Brushes.

Per Doz.

No. 1, tampico, handles...90c-$1.10
No. 2 bristles, handles 1 85
No 3 tampico, handles 1.85
No 4 bristles, handles 3.25

Ox Fibre Brushes.

Per Doz.

Scrub T & B, 9x2½ in face .80
Do Hub, 10x2¾ in face. 2.00
Do Magic, 7½x2 in face 1.10
Do Owl, 6¼x1½ in face .85
Do Cat, 10½x2½ in face 1.50
Do Rat, 8½x2¼ in face 1.25
Do Mouse, 6¼x2¼ in fa 1.00
Do Alligator, 10½x2¾ in face 2.25
Do Goose 8¾x2¾ in fce 2.00
Do Duck, 6¼x2¾ in fce 1.50
Stove, Hustler, 8½x2½ in face 3.25
Sink, Bell, 3½x2½ in face 1.40
Sink, Gong 4¾x3¾ in face 2.25
Horse, Pointer, 10x3¼ in face 3.00
Creamery, Jersey, 9x5 in face 3.25
Creamery, Holstein, 9½x5¾ in face 3.50
Dust, Peacock, 10½x4 in face 2.25
Hand Windsor, 4½x1¼ in face per gross ... 6.00
Whitewash Snowstorm, 9-in., per doz..... 2.00
Same 9 in. per doz 1.75
Same 7 in. per doz 1.50

CAN OPENERS.

Diamond, per doz ... .90 75
Crown, per doz 1 25
Star, per doz 2 25

CARPET SWEEPERS.

Bissell, per doz 25 00 to 27.00
King, per doz 24.00

CHEESE SAFES.

Round No. 1 10-in $2 20
Round No. 2 22-in 2 25
Round No. 3, 24-in 3 50
Square, each 4 00

Clothes Line.

Hemp 40 foot per doz $0 80
Hemp 60 foot per doz 1 25
Cotton 40 foot per doz 80
Cotton 60 foot per doz 1 20
Cotton 72 foot per doz 1.75
Manila 40 foot per doz 1 25
Manila 60 foot per doz 2 00
Sash Cord 72 foot per doz 1 75
Sash Cord 96-foot per doz 3 00
Wire Cord 72-foot per doz 1 05
Wire Cord 72-foot per doz 1 60
Wire Cord, 100-foot, per doz.. 2.75

COLUMN 36.

Clothes Line Pulleys.

Galv. Iron, per doz.....$0.50

CLOTHESPINS.

Common, per bx of 5 gross .65
U. S. Patent Spring, per gr .60

COFFEE MILLS.

Enterprise, Family, No. 1, doz.$2.50
Enterprise, Family, No. 2, doz. 3.50
Enterprise, counter, ea...5.50-35.00

CORKS.

Wine, pt size, per M.....$4.75
Wine, qt size, per M..... 5.25

Demijohns.

Discount 50—10—5 per cent

½-gal., doz..$3.25 2-gal., doz..$10.50
½-gal., doz.. 4.50 3-gal., doz.. 13.50
1-gal., doz.. 6.50 5-gal., doz.. 19.00

Dust Pans.

No. 1 Japan, doz..... .63
Covered, doz 1.25
Janitor, doz 2.25

Dusters.

China, fancy colored, doz.... .80
Standard Turkey, No. 10, doz.. 1.60
Standard Turkey, No. 12, doz.. 2.10
Standard Turkey, No. 14, doz.. 2.75
Standard Turkey, No. 16, doz.. 3.25
Standard Turkey, No. 18, doz.. 3.75

DOOR MATS, COCOA.

	Per Doz.
Light, No. 1, 14x24.....	4.00
Do No. 2, 16x27.....	5.50
Do No. 3, 18x30.....	7.25
Do No. 4, 20x33.....	9.00
Medium, No. 1, 14x25.....	5.25
Medium, No. 2, 16x27.....	6.75
Medium, No. 3, 18x30.....	8.50
Medium, No. 4, 20x33.....	10.25
Extra, No. 2, 16x27.....	9.50
Extra, No. 3, 18x30.....	12.50
Extra, No. 4, 20x33.....	15.00
Extra, No. 5, 22x36.....	18.00
Keystone Steel Mats.....	

Faucets.

Cork lined, No. 1, doz.....$0.60
Cork lined, No. 2, doz..... 75
Cork lined, No. 3, doz..... 90
Cork lined, No. 4, doz..... 1.25
Cork lined, No. 5, doz..... 1.50
Molasses Gates $0.25
Self-Measuring Faucets, each. 3.00
Syrup Pumps (Ent'rprise), ea. 5.75
Syrup Pumps with auger, ea.. 6.00

Ironing Boards.

4-ft., per doz..... 4.20
4½-ft., per doz..... 4.75
5-ft., per doz 5.25
5½-ft., per doz 5.75

LAMP CHIMNEYS.

XX Eureka Grade.
Eureka Crimp Top in Cartons.

	Per Doz.
No. O or E, 6 doz. in case	.75
No. 1 or A, 6 doz. in case	.75
No. 2 or B, 6 doz. in case.	.95

Eureka Electric.
In Cartons.

No. 2, 6 doz. in case, per doz. 1.00

Lantern Globes. per doz.
Packed 6 doz. in case..... .70

Eureka Rochester.

	Per Doz.
No. 1, 6 doz. in case.....	.85
No. 2, 6 doz. in case.....	1.05
No. 3, 6 doz. in case.....	2.10

Macbeath Pearl Top.

No. 1 or A, 6 doz. in case.	.85
No. 2 or B, 6 doz. in case.	1.05

La Bastie.
Heaviest and best in market.

	Per Doz.
No. A, plain bulk, 6 doz. in case	1.20
No. B, plain bulk, 6 doz in case	1.50
No. A, crimp bulk, 6 doz. in case	1.30
No. B, crimp bulk, 6 doz. in case	1.60

Common Chimney.

	Per Doz.
No. 0 or E, 6 doz. in case.	.40
No. 1 or A, 6 doz. in case..	.45
No. 2 or B, 6 doz. in case.	.65

Common Rochester.

No. 1, 6 doz. in case.....	.80
No. 2, 6 doz. in case.....	.90
No. 3, 3 doz. in case.....	2.00

Lamp Burners.

0 or E, per doz.....	$0.50
1 or A, per doz.....	60
2 or B, per doz.....	75

(Blaze fits 13 collar, takes E wick)

Solar Burners, doz 1.50

LEMON SQUEEZERS.

Ball, per doz $0.40
Glass, No. 1, per doz..... 50
Glass, No. 2 (for oranges) doz 85

MOPS AND HANDLES.

	Per Doz
9-lb. Mops	1.20 and 1.50
12-lb Mops	1.60 and 2.00
Patent Mop Handles	1.00
Plain Mop Handles	.90

PAILS.

	Per Doz.
Wood, painted, 3 hoops...	2.25
Wood, varnished, 3 hoops	2.25
White Cedar, 3 galv hoops	2.75
Fiver	3.50
Galvanized, 10 quarts	1.75
Galvanized, 12 quarts	2.05
Galvanized, 14 quarts	2.35

SHELF PAPER.

	Per gross.
Narrow, assorted colors.	.12
Wide, assorted colors....	.35

COLUMN 37.

TUBS.

White Cedar—No. 0, 13.00; No. 1, 10.50; No. 2, 9.00; No. 3, 8.00.

Painted or varnished—No. 0, 11.40; No. 1, 9.60; No. 2, 8.40; No. 3, 7.20.

Fiber—No. 0, 18.00; No. 1, 14.50; No. 2, 12.50; No. 3, 11.00.

Galvanized—No. 1, 5.50; No. 2, 6.20. No. 3, 7.20.

WASHBOARDS.

	Per Doz.
California, regular size.....	2.10
California, small	.90
Stag	2.75
Bronze	3.50
Good Enough	2.25
Anchor, single	1.90
Nameless	2.25
Peerless, double	3.50
North Star	3.50
North Star, protector....	4.00
Crystal Glass	4.00
Misses	1.50
Toy	.90

WICKING.

	Grs.
Lamp, 0 or E, ⅜-in.....$0.30	
Lamp, 1 or A, ⅝-in.....	.40
Lamp, 2 or B, 1-in.....	.60
Lamp, 3 or D, 1½-in.....	.90
No. 1 Rochester	2.00
No. 2 Rochester	2.75
No. 3, Mammoth	9.25
Junior Rochester	1.50
Stoves, 3-in	1.80
Stoves, 3½-in.	2.25
Stoves, 4-in	2.50
Stoves, 4½-in	2.90
Stoves, 5-in	3.50

WRINGERS.

Wood Frame Novelty.
Two top screws; iron tub clamps.

	Per Doz.
No. 350, 10x1¾ in	30.00
No. 351, 11x1¾ in	36.00
No. 352, 12x1¾ in	42.00

One top screw; wooden top clamps.

No. 360, 10x1¾ in.....	31.00
No. 361, 11x1¾ in.....	36.00
No. 362, 12x1¾ in.....	42.00

Ball Bearing.

No 380, 10x1¾ in.....	40.00

MISCELLANEOUS.

Barrels, paper, 100-lbs, ea.	.80
Barrels, pa., 50 lbs ea.....	.65
Barrel Covers, 17-in. (flour barrel size), per doz.....	1.80
Barrel Covers, 21-in (sugar barrel size), per doz.	2.70
Basins, fiber, 12-in., pr dz.	2.25
Basins, fiber, 1½-in., per doz.	2.50
Brownies, per doz....85, 1.15	1.35
Butter Ladles, plain, doz....	45
Butter Ladles, clays, doz	85
Butter Spades, doz	40
Dishes, oval 1, 2 and 3-lb, per 1,000.....2.20, 2.30,	2.90
Dishes, wire end..... ....1.35, 1.80, 2.35, 2.85,	3.25
Egg Beaters, Dover.....	1.00
Lemon Squeezers, fiber, dz	1.25
Measures, fiber, 4 pcs..... (Set pt., qt., ½ gal and funnel)	1.25
Lanterns, O Tubular, doz.	5.00
Lanterns, candle, frame, only doz.	1.00
Lantern Candle, with chimney, doz.	1.75
Lantern globes, in bbls. 70@95	
Mouse Traps, 1 to 6 holes, doz., 6 holes.....	.60
Traps, mouse, "Does-it-easy," doz.	25
Traps, rat, "Blizzard," doz....	1.25
Nest Eggs, per doz.....	20
Oil Cans, 1 gal., cush., per doz	1.50-4.50
Oil Cans, 1 gal., galvanized Iron	2.00
Oil Cans, 5 gal., galvanized Iron	6.00
Potato Mashers, per doz. 45@75	
Rolling Pins, per doz. 1.20 and	1.45
Spoons, wooden...30c, 37c	.65
Step Ladders, each per ft	.17 .40
Tacks, steel, asstd, 2-oz, doz...	25
Tacks, Common, 2 oz., doz..	8½
Tapers, ga., 30/17-in, stgs. doz	65
Tobacco Cutters, standard, ea	80
Toothpicks, per case, 110 box	2.25
Twine Holders, hanging, doz	2.00
Twine Holders, counter, doz..	3.10
Spittoons, fiber, 13-inch..	6.00
Spittoons, fiber, 12-inch..	4.75
Spittoons, fiber, 9-inch...	4.00
Whips	90
Window Screens, 12-in. doz..	1.60
Window Screens, 18-in. doz.	2.20
Window Screens, 24-in.. doz .	2.64

STATIONERY.

Blank Books.

Counter, 48-leaf . . . . $	.50
Counter, 92-leaf	.75
Cap, Day & Ledger, per 100 pp . . . . . 10@	40
Full bound . . . . . 50@	.75

Writing Paper.

	Ream.
Commercial Note, 5lb....	45@ .75
Commercial Note, 6lb...	60@ .90
Letter, 10 lb. ex . . .	90@1.50
Cap, 12 lb. ex	1.00@1.80

COLUMN 38.

Envelopes.

	Per M
XX, 5-in.	1.00@1.50
XX, 6-in.	1.10@1.60
XXX, 10-in.	2.80
XX, 4-in., Baronial, cream or white	1.40@1.80
XX, 5-in., Baronial cream or white.....	1.60@2.00

Inks.

Scott & Gilbert Co., Manufacturers,
214-216 Mission Street, San Francisco

SUNSET BLUE BLACK



	gross
Cones, 3 dozen case	$4.50
2 oz. round studs 3 dz..	4 50
	doz.
4 oz. round studs, 3 dz	75
½ pints, 2 doz case..	1 25
Pints, 2 doz. in case	2 00
Quarts, 1 doz. in case	3 50
	gal.
5 gallon kegs ...	70
10 gallon kegs	60
Barrels ...	50
Assorted colors.	doz.
1 oz, stands, any color	50
2 oz. stands, any color	75

BLACKSTONE MFG. CO.
1960 Howard St., S. F., Cal.



	Gross
Cones, 3 doz to cs.....	$3.75
2-oz., Rnd Cylndr, 3 doz to cs..	2.90
3-oz., Rnd Cylndr, 3 doz to cs..	3.75
4-oz., Rnd Cylndr, 3 doz to cs..	6.50
	Doz.
8-oz., Rnd Cylndr, 2 doz to cs..	1.15
16-oz., Rnd Cylndr, 1 doz to cs.	2.00
Full qts., Rnd Cylndr, 1 doz to cs	3.75

Above prices are for Jet Black, Blue Black, Green, Blue, Violet and Carmine Inks.

(Copying Inks 10 per cent additional.)

Miscellaneous.

Carter's or Sanford blk cylinder, gross	4.50
Sanford's, 4 oz., black cylinders, doz.	60
Sanford's ½ pt, doz.....	1.75@2.00
Sanford's pts, doz	3.00@4.50
Sanford's qts., doz.	5.00@7.50

Lead Pencils.

	Gross.
Plain cedar	60
Black polished	1.10
Cedar, rubber tip	1.00
Red polished, metal rubber tip	1.50@3.50
Carpenters'	1.75@2.25
Eagle Automatic, doz.. doz.	85@2.00 40@1.80



Mucilage

Scott & Gilbert Company
Mnfrs., 214-216 Mission St
San Francisco, Cal.

SUNSET EXTRA HEAVY

	doz.
2 oz. cones, 3 doz. cs.	37½
3 oz. cones, 3 doz. cs.	75
½ pints, 1 doz. case	2 00
Pints, 1 doz. in case	3 50
Quarts, 1 doz. in case	7 00
Gallons, ½ doz. ca e	20 00

Blackstone Mfg. Co.
1960 Howard St. S. F., Cal.

	Gross
2-oz. Cones, 3 doz. to cs.....$4.00	
3-oz. cylndrs, 3 doz to cs.....	5.75
	Doz.
8-oz. round, 2 doz to cs.....	1.75
16-oz. round, 1 doz. to cs.....	3.00
Full qts., 1 doz. to cs.....	5.00

Bulk quotations (5, 10 and 30-gal.) on application.

Steel Pens.	per gr. Gross.
Railroad, 1 gross in box.....$0.40	
Stub No. 413	40
Falcon	40
Bank	40
Easy Writer	50
Extra Fine	45
Elastic	45
Railroad Stub	40
Ladies' Falcon	40
School	40
Spencerian No. 1	85
Gillotts No. 404	50
Gillotts No. 303	1.00

COLUMN 39.

Department 22.

TOBACCO, CIGARS, SMOKERS' SUPPLIES, ETC.

AMERICAN TOBACCO CO.

Plug Tobacco.

Battle Ax, 16 oz, 3x12, 5 cuts, 12, 24 lb	40
Big Gun, 8 lb. butts, also 16 lb. butts, 16 oz., 3x12, 6 cuts.....	45
Brandywine 4 to lb., 2¼x9, 3 cuts, 4 and 8 lb	47
Bullion, 16 oz, 3x12, 12 lb....	48
" 6 to lb., 1x6, 20 lb ...	51
Burr Oak, 16 oz., 3 x 12 emb., 6 and 12 lb.	44
Climax, 16 oz, 2x12, 6 cuts, 6, 12 and 30 lb	46
Climax, 7 oz, 2x12, R & R 6 cuts. 7, 10½ and 21 lb. .	49
Climax, 7 oz, 3x12, thin, 7 and 14 lb	49
Climax, 6 to lb, 2x3, Twin 4s. 4 lb boxes	51
Climax, 14 to lb, 1x3, Figs	55
Cross Bow, 14 oz, 3x12, 4 cuts 14 lb	39
Drummond Nat., 5½ oz. 3x12, 8 cuts, 5, 8, and 12 lb .	64
Five Brothers, 4 oz, 3x6, 2 cuts, 4 and 8 lb ...	66
Gold Rope 7 to lb. 3, 6, 12 lb.	57
Gold Rope 14 to lb. 4, 8 lb	59
Good Luck, 3x6, 10 lb.	46
Granger Twist, 12 and 15 lb pails	46
Horse Shoe, 16 oz, 3x12, 6 cuts, 8, 12 and 24 lb	45
J T., 7 oz, R & R, 2x6, 2 cuts, 10½ and 21 lb	40
J. T., 7 oz. Smo. 2x6, 2 cuts, 10½ and 21 lb.	40
J. T., 14 oz, Smo. 3x12, 4 cuts, 10½ and 21 lb. ..... R & R...	40
Newsboy, 48 plugs to 10 lbs. 2¼x4½, 10, 15 and 25 lb.....	43
Nobby Spun Roll, 7 to lb, 1¼x8½, 3, 6 and 12 lb.....	58
Old Honesty, 15 oz, 3x12, 6 cuts, 7½, 15 and 30 lb	45
Old Kentucky, 6 to lb, R. & R., 8, 16½ and 25 lb...	49
Old Peach and Honey, 6 to lb 8 lb. butts	49
Out of Sight, 12 butts, 12 oz., 3x12, 3 cuts.....	36
Piper Heidsieck, 5½ oz, 2⅝x8, 8 cuts, 4, 7, 14 lb	70
Red Cross, 16 oz, 3x12, 4 cuts 12 and 24 butts	34
Red Ribbon Twist, 10 to lb, 6 inch, 8 lb pecks, 16 lb. ½ bus	41
Saw Log, 16 oz, 2x12, 6 cuts. 24 lb.....	47
Saw Log, 32 oz, 3x12, 12 cuts, 32 and 48 lb	47
Something Good, 5½ to lb, 2x4 9, 18 lb.....	46
Spear Head 16 oz, 2x12, 6 cuts, 6, 18 and 30 lb.	46
Spear Head, 7 oz. 2x12, 6 cuts, 7, 10½ and 21 lb ..	49
Standard Navy, 14 oz, 3x12, 4 cuts, 14 and 28 lb.	39
Star, 16 oz, 3x12, 6 cuts, 12, 24 and 52 lb	46
Weissinger's Special, 5 1-3 oz., 8 x 12 emb, 2, 6, 12 lb.	64
W. N. T. Nat. Leaf, 6 and 12 lbs., bxs., 5½ ozs., 3x12....	58

Smoking Tobacco.

(5-lb Cartons, 25 and 30-lb cases.)	
Seal of N. C., 1⅝ oz, foil.....$0.68	
Seal of N. C., 3½ oz, foil.....	.62
Seal of N. C., 8 oz, foil.....	.59
Seal of N. C., 16 oz, foil.....	.59
Old Gold, 1⅝ oz, foil or pouch	.70
Old English curve cut, 1⅝ oz	.74
Old English curve cut, 3½ oz (In curved tins.)	.74
Pedro, 2½ oz, foil.....	.49
Pedro, 2½ oz, pouch.....	.51
Pedro, 2½ oz, assorted.....	.50
Pedro, 16 oz, tin canisters....	52
Dixie Queen, 1⅝ oz, foil.....	.40
Dixie Queen, 16 oz, tin canisters, 6-lb cartons, 24-lb cas	.43
Duke's Mixture, 1⅝-oz sack..	39
Arlington, 1⅝ oz, foil.....	.65
Cross Cut, 1⅝ oz, foil.....	.60
Duke's Cameo, 1⅝ oz.....	.42
Duke's Cameo, 2½ oz, foil....	.45
Melrose, 1⅝ oz, foil.....	.65
Fragrant Vanity Fair, 1⅝ oz, foil	.95
Red Indian Plug Cut, 1⅝ oz and 3½ oz, foil.....	.42
Red Indian Plug Cut, 16-oz pails	.44
Fashion, 1⅝ oz	.41
Fashion, 16-oz pails.....	.44
Bull Durham, 1 oz.....	.65
Bull Durham, 1⅝ oz.....	.65
Bull Durham, 3½ oz.....	.60
Bull Durham, 8 oz.....	.58
Bull Durham, 16 oz.....	.58
Pick Leaf, gran, 1 oz, 25-lb cs	.90
Corn Cake, gran, 1-lb bags, 25-lb cases, per lb.....	.23
Echo Plug Cut, 1⅝ oz.....	.40
Red Bell, 1⅝ oz.....	.42

COLUMN 40.

Red Bell, 16-oz pails.....	.43
Oriental Mixture, 3½-oz tin..	1.00
Imperial Mixture, 2½-oz tin.	1.20
Plum, 1⅝ oz, foil.....	.62
Three Kings Mixture, 3½-oz tins	1.35
Monte Cristo Mixture, 3½-oz tins	1.50
Yale Mixture, 1-oz tin.....	1.35
Yale Mixture, 1⅝-oz tin.....	1.50
Yale Mixture, 3½-oz tin.....	1.55
Honey Dip Twist, 10 to lb....	.46
Master Workman, 10-oz plug, smoking	.46
Old Virginia Plug, smoking, 5 oz, 10½ lb., 6x5.....	.42

Fine Cut Chewing.

Hiawatha, 1 oz.....	.59
Hiawatha, 10-lb bulk, bright or dark	.59
Hiawatha, b'ght or d'k, 1-lb tins, 5-lb. pails	.58
Sweet Cuba, b'ght or d'k, 1-lb tins, 5-lb. pails	.46

Cigarettes.

Fragrant Vanity Fair $4 08	
Duke's Cameo	4.08
Sweet Caporal	4.08
Virginia Brights	4 08
Old Dominion	3.98
Pets (foil packages).....	6.52
Richmond Straight Cuts.....	6.52
Turkish Trophies	7.75
Egyptian Deities, No. 1, 10s..	21.50
Egyptian Deities, No. 3, 10s	$18.36, 19.38
Mogul	11.22

Cheroots, Etc.

Vaporettes in tin foil, 5 for 10	14.00
Old Virginia Cheroots, 5's....	14.00
Jumbo Stogies, 100 in carton..	12.50
Between the Acts Little Cigars, 10's, tin and paper..	3.50
Bengal Little Cigars, 10's....	7.50
Royal Bengal, 10 in pkg.....	12.00
Van Bibber Little Cigars....	17.50
Sub Rosa Cigarros, 10s, per 1,000	4.10
Florodora	12.50

Cigarette Papers.

Vanity Fair, 50 pkgs in box..	1 05
Wheat Straw, 50 pkgs in box.	1.25
Wheat Straw, 100 pkgs in box	2.50
Wild Oats, 40 pkgs in box....	.90
Red Seal, 50 pkgs in box.....	.25
Corn Husk, 50 pkgs in box...	1.15
Corn Husk, 100 pkgs in box..	2.30
Interlock, 50	1.15
" 100.....	2.25

THE HILSON CO.

Hoffmann House Little Cigars, 10 in package, 250 in carton	$7.50
Hoffmann House Magnums, 10 package, 100 in carton.....	12.00
Hoffmann House Petit Duc, 10 in package, 100 in cart'n.	15.00
Hoffmann House Cavaliers, 10 in package, 100 in cart'n.	18.50

J. B. PACE TOBACCO CO.

Scroll Tag, twist, 6 to lb....	.66
Scroll Tag, 10 oz.....	.66
Mastiff Plug Cut, 1⅝ oz.....	.67½
Mastiff Plug Cut, 3½ oz.....	.65½
Mastiff Plug Cut, 10 oz.....	.52

AMERICAN SNUFF CO.

French Rappee, 1⅝ oz, pr dz.	.96
French Rappee, 3½ oz, pr dz.	1.80
French Rappee, 16-oz jars, per lb	.65
Maccaboy, 1⅝ oz, per doz....	.96
Maccaboy, 3½ oz, per doz....	1.80
Maccaboy, 16-oz jars, per lb.	.60
Irish High Toast, 16-oz. jars, per lb	.57
Scotch Lillenthal's, in bladders	.60

CIGARS.

Porto Rico Cigar Co.

El Primero, Forziano Porto Rico	30.00
El Manifesto, Invincible Roosevelt Porto Rico	87.50

PIPES.

	Per Doz.
Cobs, Hot Shot, 3 doz.....	$0.25
Cobs, Gem, 3 doz.....	.25
Cobs, No. 3, 3 doz.....	.50
Brier, W. P. & Co., Assorted, 3 doz	2.00
Brier, Display Stands, 1 doz...	2.00
Brier, Showcase Assortment, 3 doz	6.00
Pipe Mounts, 1 doz.....	.75
Cherry Stems, 2½x6 in.....	2.00
Cherry Stems, 2d 2½x6 in.....	.85
Clay Pipes, T. D., 1½ gross per box	1.25
	Per Box.
Clay Pipes, Woodstock, 1½ gr., per box	1.25
Uncle Sam Cob Pipe, 3 doz box	1.00
Eclipse Patent Cob Pipe, 3 doz. box	2.25
Climax Cob Pipe, 3 doz. box...	2.25
Jewel Cob Pipe, 3 doz. box....	.90
Dewey Cob Pipe, 3 doz. box...	2.50
No. 19 Cob Pipes, 1 doz box...	2.00

LASH'S
KIDNEY & LIVER
BITTERS
CURES DYSPEPSIA.

HAVE YOU NOTICED
all these Signs around Town?



It shows that most of the Grocers keep what people ask for—WUNDER BEER
If YOU don't, wake up phone to our bottling works and they will send their man to see you.
Phone South 1098

Ahrens, Pein & Bullwinkel
WHOLESALE
Liquor Merchants
620 Post St., bet. Taylor & Jones
Sole Proprietors



Royal Stag Bourbon and Rye.
Old Pal Kentucky Bourbon.
Celebrated Chief Tonic.
Hiawatha Bitters.
Chief Bitters.
Diamond Star Rye and Bourbon.
Tiliawood Bourbon.
Importers
Slater V. O. Scotch Whiskey, Scotland.
Thrope & Co.
Mermaid Old Tom Gin, London.
P. Van der Kamp
Fine Old Wood Cock Gin, Holland.
Maurailla Freres Cognac, France.

MONEY-WEIGHT SCALES
Pay for themselves in Less than a Year.
Sold on Easy Monthly Payments
PIERCE & CO.
Flood Bldg. (8th Floor) Market & Powell



J. F. Cutter Whiskey
IS THE BEST SELLER FOR THE RETAILER ON THE MARKET
E. Martin & Co.
Sole Agents
54 FIRST STREET
San Francisco

Attracting Trade

Clever Trade-Drawing Plan.

M. L. King, one of the best-known grocers in the vicinity of Boston, and who has continuously carried on a successful retail grocery business in Somerville, a suburban city which now has a population of about 70,000 people, since 1866, recently adopted a unique trade-drawing scheme.

The plan consists of returning to the cash customers the money they have paid for goods on a certain day of the month, and doing this once a month. Mr. King deposits a sealed envelope with the cashier of the Somerville National Bank about the last of each month, the envelope containing the day in the following month selected by him on which the money was to be returned. He follows this with a large circular describing the plan. On the circular is a certificate, so-called, signed by the cashier of the Somerville National Bank, and which read about as follows:

"This is to certify that M. L. King has deposited with the Somerville National Bank a certain sealed envelope said to contain a date."

Mr. King also inserted in the local paper an advertisement explaining the scheme. At first customers were rather slow to familiarize themselves with the plan, but his cash sales have very largely increased. A small amount of weekly credit trade has been turned over to cash trade. The plan only applies to cash sales, but no credit trade has been hurt or interfered with in any way. Mr. King has one of the kind of cash registers which prints the date and amount of each cash sale on a slip, and these slips or tickets are given to all cash customers.

Make Your Store Attractive.

Right now take a look around your store and give honest answers to yourself to questions such as these:

Does my store look as up to date as I can make it? Couldn't I manage to make my fixtures more presentable and more convenient? Couldn't I arrange to secure more light?

Are my departments arranged as well as they might be? Do I make it necessary for a customer who completes a purchase in one department to go the full length of the store to get other things naturally called for after such a purchase as she has just made?

Answer the questions frankly and without reference to the size of your store. However small it may be, it can be made to look prosperous. Floors can be clean, fixtures bright and counters neatly arranged.

Nice goods now piled under the counters can be brought out where customers may see them. Shelving, now so high that it makes the stock look small, can be lowered. And besides increased convenience there will be a gain in the general appearance of your store.

Remember that pretty things now kept in boxes under the counter, if shown in glass cases with mirror backs, would almost sell themselves.

Give every part of your store, every nook and corner, careful attention, with a view to improving the impression your store as a whole now makes on customers.

Tidy counters, with goods attractively displayed on every hand, aisles that afford room enough without permitting room to be wasted, fixtures as fine as you can afford—such things as these encourage customers to linger in the store after completing one purchase, looking through goods in other departments.

And it is to those who linger and look that you make those extra sales, which mean much in determining your net yearly profit.

MARKETING PRUNES.

Bad Practices of Growers Responsible for Considerable of the Demoralization.

San Jose, June 24th.—The prune growers of Santa Clara county were told some unpleasant truths at the meeting of the Association held yesterday. C. D. Harvey, who has just returned from a three months' tour of inspection through 23 States says:

"I find that the great obstacle in the way of our prune industry is the inferior packing and the unreliability of our goods and our methods of doing business in the East. This is to such an extent true, that the largest jobbers in New York, Chicago and Baltimore are compelled to obtain the prune in its natural state and process it themselves in order to guarantee their goods. These men complain about the increased rate of 20 cents per 100 on the natural prune and the one-eighth cent above box price that is demanded by the dealers.

"This complaint is from men who handle from 80 to 100 carloads each year, and is a very serious obstacle in the way of our growers getting into the best markets and dealing with the most reputable dealers of the East.

Conscienceless Prune Growers.

"The situation was thus expressed to me in an interview with the head of a leading firm in the East of 30 years' standing, who said: 'The dried fruit dealers of California are a conscienceless lot. We can neither trust their word, their goods or their brand, and we are seriously considering the elimination of the California dried fruit trade from our business. We have made no money in handling their products in the last three years.'

"In interviews with nearly 300 leading jobbers I heard the same sentiment expressed in more moderate terms, showing that it is the prevailing opinion throughout the East."

A Remedy in Organization.

Mr. Harvey suggests as a remedy that the prune growers of each neighborhood form organizations of from ten to fifty members, or more if possible. He advises that each organization control their local affairs, and that only the secretary have a salary. He suggests that all the organizations unite in choosing upon a Central Committee, and that this Central Committee, or its manager, should make all sales. By such an organization goods sold under certain labels would soon be recognized as safe to handle by the trade of the entire country.

FINEST EVER USED.

When a firm like Watt & Co. of Grass Valley can say of an article, "They are the finest we have ever used during our experience in the grocery business covering a period of more than 30 years," it stands to reason that those goods can be banked on.

That is what Watt & Co. say of the Diamond "C" hams and bacon of the Cudahy Packing Co., the firm whose slogan is "The Taste Tells."

When the grocer can give his customers an article that will make them come back and say, as Watt & Co. do, "That is the finest ham and bacon I have tasted in 30 years," there is no danger of those customers going elsewhere for their provisions, and they are going to send their friends to get some just like what they had.

This is what is happening to grocers who handle the Diamond "C" goods. Numerous letters to the Cudahy Packing Co. from grocers all over the coast attest this fact.

Victoria—The final meeting of the creditors of the estate of Hardress Clarke, former grocer, was held recently and a dividend of 13 per cent paid.

ALPINE
Unquestionably the Best
CREAM
Why?
Made by the Improved Process and under the Personal Supervision of
J. B. MEYENBERG,
The Inventor and Original Manufacturer of Evaporated Cream, with his twenty years experience.
HE KNOWS HOW.
ALPINE EVAPORATED CREAM CO.,
95 Market St., Rooms 212-213. San Francisco, Cal.
Factory, Hollister, Cal.
FOR SALE BY ALL JOBBERS

PACIFIC STORE AND OFFICE FIXTURE CO. INC.
F. A. OEHM, Pres.
TEL. BLUE 2571
Store Fixtures
DESIGNERS AND MANUFACTURERS OF
STORE, OFFICE AND BAR FIXTURES
1253-1259 SIXTEENTH ST.
San Francisco

Grocery Markets.

Commercial Outlook of the Western World as shown by Present Conditions.

Office of the ADVOCATE.
Thursday Afternoon.

ADVANCES.

Bayo Beans to $4.15.

McLaren Cheese to 15½ cents.

Armour Sliced Ham to $2.90.

Choice Evaporated Apples, 50s, to 7½ cents.

Empire Crabs to $1.85.

Salmon bellies, bbls to $9.75; ½ bbls, 100, to $6.10; ½ bbls, 80, to $5.10; kits to 80 cents.

Pink Salmon, 1s, to 80 cents.

Padlock Salt, bales to $1.15; 50s to $8.25; 100s to $8.00; common, bales to $1.00.

Possel Oil, pints to $5.50.

Crescent Rice to $3.75; Geisha Rice to $3.50; Toyo Rice to $3.25; Louisiana, No. 100, Rice to $3.85.

Mason's Fruit Jars, pints, per gross, to $7.30; quarts to $8.10; ½ gal. to $11.40.

Hops, No. 1, ¼, ½ and 1 lb., 30-lb. box, per lb, to 30 cents; less than 30-lb. boxes to 31 cents.

DECLINES.

Royal apricots, sack, to 7½ cents.

Borden's Malted Milk, to 75 cents.

American Oil Sardines, ¼ lb., $3.20.

American Oil Sardines, ¼ lb., K. O., to $3.40.

Merry War Lye, to $2.75.

Canaryseed, to 6½ cents.

Pacific Codfish, ½ cent.

Sugar, 20 cents per hundred.

Fels-Naptha soap, 100—14 oz. to $7.40.

Durand salad oil, 1 doz. quarts to $1.65; 2 doz. pints, to $1.75; 3 doz. ½ pints, $1.85; Puritan salad oil, 1 doz. quarts, to $1.90; Imitation Luca, to $1.75.

Citron peel, 1 cent; lemon ¾ cent; orange, ¾ cent.

SCARCE IN MARKET.

Mirror gloss starch bbls; confectioners' powder.

Bixby's 3 B, size M, blacking.

Golden Star Yellow Fill peaches, 2½s.

AGAIN IN STOCK.

Edelweiss Cocoanut, bbls. per lb. at 12½ cents.

NEW IN MARKET.

Dr. Price's Flaked Food, cases 36 pkgs., at $3.75.

COAST CROP CONDITIONS.

The weekly report of the U. S. Department of Agriculture for California says:

"The hay crop in most parts is the heaviest for several years and the quality superior. Beans, corn and potatoes are making satisfactory growth but would be benefited by warm weather. The outlook for grapes is good for a large crop. Apricots, peaches and plums are yielding heavy crops."

The weekly report of the U. S. Department of Agriculture for Washington says:

"The weather has been very favorable for all crops. Potatoes are vigorous and promise a large crop."

The weekly report of the U. S. Department of Agriculture for Oregon says:

"The crop of cherries is below the average. While it is good in some localities it is almost a failure in others. The strawberry crop turned out to be below the average in quantity."

SUGAR MARKET.

Saturday saw a drop of 20 cents—a total decline of 40 cents during the week. The decline in San Francisco was entirely without reference to Eastern conditions. Though sugar is below parity with Eastern prices, jobbers are buying only from hand to mouth and would not be surprised at another decline. Mr. Spreckels Sr. is now in Honolulu. His arrival there was marked by the first 10-cent drop in sugar. Outsiders express the opinion that the war against the Honolulu Plantation Company has now reached the strenuous stage and that something serious will continue to be doing.

TEA.

A. Schilling & Co. say:

"The Japan market is reported firmer, with a scarcity of good teas. The steamer Manchuria arrived Tuesday with heavy shipments of tea.

"The New York and Chicago market shows greater activity."

RICE.

Honolulu, June 10th—The Honolulu "Advocate" says:

"San Francisco brokers are trying to buy Hawaiian rice, but owing to the shortage here their orders cannot be filled. Owing to the low price up to January some of the planters were almost ruined. The price of rice fell so low that a large acreage of rice lands were not re-planted this year."

CANNED GOODS.

Peas—The Association withdrew prices on cheap peas this week. The outlook for a limited Eastern crop has made it seem inevitable that higher prices must rule on the Pacific Coast.

San Jose, June 21st—The "Mercury" says: "The crop of California fruit is below the average and canned fruits will probably soar sky high in the next few months. The only canned goods that will be in abundance this year are apricots and peaches. Berries and plums will probably yield a fair crop without much change in prices.

Canned Tomatoes — The acreage planted warrants the prediction that the coming crop will not be as great as that of last year. The large carryover will prevent prices being unduly high.

String Beans—The pack from Upper Lake will probably be double what it was last year.

CANNED FRUITS.

Baltimore, June 16th—The "Trade" reports. "It is not recognized that the 1905 season will be a record breaker in disappointments as far as peas are concerned. Some estimate the pack as low as 15 per cent. of the normal. We think it will be more than this but are confident that it will not amount to more than a 50 per cent pack. Extra care is being taken in the quality of the goods."

Pineapple pack has been much lighter up to date than usual and the heavy portion of the season has already passed.

String Beans are bringing from 75 to 80 cents per bushel. Packers can only afford to handle them in large quantities when they are from 25 to 30 cents.

Tomatoes—While spot tomatoes from old holdings are quoted at 62½ cents, standard futures rule firm at 67½ cents. We hear of considerable sales made by packers during the past week.

Corn—A better tone has developed during the past two weeks. It begins to look as if the corn market will get into good shape during the season.

New York, June 14th—Jobbers consider the Association prices for lemon clings and apricots very fair. Since the issuance of the Association prices, jobbers have been sending in large orders to those packers who issued prices before those of the Assocoation were sent out. This is especially true of those varieties of fruits the figures on which are lower than on the Association's list. This includes cherries and both lemon clings and yellow peaches in 2½ lb. extra Standards and 3 lb. Standards.

DRIED FRUITS.

Fresno, June 23rd—The "Democrat" says: "There are every indications of a good crop of peaches and apricots. Both apricots and peaches are about two weeks ahead of their usual time. Many growers are holding their cots for 6½c and 7c, but packers are only paying 5½c. Growers are expecting 7c for peaches, but packers say no such a price is likely to be offered. A well known packer is quoted as giving the following estimates of the apricot and peach crops:

Apricots for 1905, 18,500 tons as against: 1902, 18,000; 1903, 10,000; 1904, 7,500.

Peaches for 1905 from 16,000 tons to 20,000 tons as against: 1902, 23,000; 1903, 18,000; 1904, 11,000.

Hanford—A number of the local fruit growers have agreed to ask 7 cents per pound for their apricots. They count this a reasonable price since Los Angeles buyers are paying for green fruit what is equivalent to about 8 cents for dried.

London—Stocks of dried fruit in warehouses on June 1st are much lower this year than at the same time last year. The figures given out are as follows: California prunes, 13,485 packages as against 60,535 in 1904; Apricots, 860 boxes as against 1155; Pears, 198 boxes as against 805; Peaches, 118 boxes as against 850.

Healdsburg—The Healdsburg Prunes Growers' Union have sold this season's crop to Sheriff Bros. on a 2½ cent basis, with a premium of 25 cents on 30-40's.

PRUNES.

San Jose, June 25.—The "Herald" says: "According to Julius Hausen, of Hamburg, Germany, the largest handler of prunes in Europe and the best authority on foreign crop conditions, the prune crop of Bosnia and Servia will be about one-half of last year. The French crop will be about the same as last year. As Bosnia and Servia produce about 75 per cent of the prunes raised in Europe, and France the other 25 per cent, this would indicate that Europe would have about a half crop for 1905. The European prune crop last year amounted to 132,000,000 pounds, and Europe imported 65,000,000 pounds from the United States. It is probable, therefore, that there will be taken much more than 65,000,000 pounds of prunes from here the present season. Mr. Hausen predicts that Europe will expect to buy American prunes on a 3 cent basis. This would net the growers a 2¾ basis. As the American crop this year will be about 50,000,000 pounds instead of the usual 100,000,000 pounds, it is evident that if Europe should take only as much as she consumed last year, there would not be left one pound of this year's prunes for domestic consumption."

Philadelphia, June 19th—There is a good demand for all class of spot prunes. Large sizes are ⅛ cent higher. Some Santa Clara futures have been sold for 2¾ cents and other prunes at 2½ cents. Offerings have been made of Santa Clara prunes, futures, on a 3 cent basis but no sale has been made.

RAISINS.

Fresno, June 25th—The Raisin Growers' Association is sending out a circular to raisin growers stating that packers are now offering to outside growers $70 per ton for raisins in the sweat box as against $60 a ton offered a month ago and $35 per ton which they paid for raisins last year when they had control of the situation. The Raisin Growers Association states that in their association they include 70 per cent of the raisin acreage of Fresno, Kings and Tulare counties and that a large part of the other 30 per cent is under control to the wineries. This will leave a very limited acreage from which the packers can buy raisins to fill orders should they succeed in selling any large quantity of raisins short. The circular says in conclusion that the Association is now perfecting plans which will insure the success of the combination and that as soon as there are completed they will be fully explained.

Fresno, June 24th—The Raisin Growers' Association has secured all but two of the Co-operative Packing Houses. This wins for them the first trick in their game of business with the packers.

Philadelphia, June 19th—There is fair inquiry for seeded raisins in this market at unchanged prices. Loose raisins seem to be scarce.

Fresno, June 26th—The best estimates



"Eastern Star" Hams and Bacon

"Golden Gate" Leaf Lard

"Primrose" Salad Oil

FOR SALE BY ALL DEALERS

Yearly Sales - - - $4,750,000

Western Meat Company

SAN FRANCISCO, U. S. A.

Packers and Exporters of U. S. Government Inspected Products

TOMATOES--Pack 1904 MAPLE SHADE FARM BRAND

Solid Pack and Solid Pack with Peppers are trade winners.
Quality finest. Prices right.

SUYDAM BROS. & ROGERS
WHOLESALE GROCERS
14-16 Spear Street, San Francisco.
Tel. Main 5396.

now place the Muscat crop at 25 per cent short.

BEANS.

Santa Barbara, June 20th—The crop of Lima Beans this year will be the heaviest that has yet been harvested. Some growers have contracted on the 3-cent basis, but the majority refuse to contract at that price.

WALNUTS.

Anaheim, June 24th—The walnut crop this year will be short although the nuts will be larger than last year. In some orchards the nuts are almost as large as the full grown ones last season.

ALMONDS.

Martinez—The local crop in East Contra Costa county will be between 250 to 275 tons as against 50 to 60 tons last year.

Livermore—The yield of almonds in this valley will be the heaviest in years. Prices quoted at present are fair.

BEANS.

Bayos—are advancing. There is a decided scarcety and strictly fancy stock is being taken up readily at $3.75 to $3.95.

Limas—There has been a weakening in Limas. Purchases are only to supply needs. There will be no new before October 1st, and the entire supply will be exhausted by then.

CANNED SALMON.

Seattle, June 24th—The Kelley-Clarke Co. says: "We have never known this market to be so bare in cheap grades as it is at present. Only a few pinks and a fair stock of reds remain. No sockeyes, cohoes, medium reds or chums can be obtained. Spot pinks are very strong. They are now quoted at 70 cents. An advance to at least 75 cents will probably be made soon. At least 250,000 cases are required for the trade of the South alone in Summer time. As it will be impossible to get new grades until well in September, a price of 80 cents on pinks is not improbable within the next two months. The demand for reds is picking up. First class stocks can till be had at $1. The Alaka Packers' Association is still holding firm at $1.10."

Seattle, June 24th.—The Post-Intellingencer says: "Cold storage plants on the Columbia have already put up as much salmon as they did all last season. Their contracts are about filled. Cannerymen are behind last season."

CANNED SALMON.

Sacramento—The catch has been much better than last season and fishermen are receiving 6 to 6½ cents per lb. which is the best price ever paid for salmon here. In the lower river, the run has been poor and fishermen are complaining. In the upper river the run has been fair but the catch has been slacking and the Spring catch is about over.

Portland—The run continues and consists mainly of large sizes but the volume of the catch has been hampered by the muddy water.

Chinook, June 21st—The catch around Baker's Bay has been enough to pay running expenses with the percentage in favor of large salmon.

Seattle—The "Trade Register" says: The Spring run on the Sound has kept up well. The fish are small, weighing four to five pounds which, cannermen believe to indicate a larg run. There are more porpoises and smelt this year than ever, also indicating a large run.

London, June 10th—The market is active. Owing to their great scarcity, prices for ½-lb. and 1-lb. British Columbia flats are almost prohibited. B. C. talls are neglected although they are much cheaper. This is probably due to the attention given to the Alaska red for which there is a fair demand at steady rates.

SARDINES.

Baltimore, Md., June 20—The Seacoast Packing Company suddenly reduced prices on domestic sardines, after they had agreed to maintain them in conjunction with the leading independent packers. The independents so far have not followed the cut, and give no signs as to what they intend doing. The Seacoast Company is making sales of quarter-oils at 2.20 f. o. b. Eastport for keyless cans, and $2.10 f. o. b. Eastport for three-quarter mustards. The condition of the market with cuts and counter cuts is unsettled and unsatisfactory and buyers are uncertain how to proceed.

MACKEREL.

Philadelphia, June 19th—The market is dull. Buyers are holding off waiting to see how the market will develop.

HOLLAND HERRING.

Witland Bros. say:

"Holland herrings all Milchner are now practically cleared up and whatever small quantity there is in first hands is held at a higher price."

HAY.

Somers & Co. report:

"Choice grades of wheat and wheat and oat are selling well, whereas medium quality goes at very low prices. Reports show that the State has a much larger hay crop than that of last year, although the proportion of good quality will be smaller. There is no outside demand whatever at the moment nor is there anything in sight to encourage the market."

BEST IN THE WORLD.

That is a very "big talk" to make about anything. Yet that is the way experts describe Porto Rico coffee.

G. W. Wylie, who returned last week from Porto Rico told of coffee that the planters sold at $40 per 100 pounds, to be sent to the great coffee centers of Europe. It is coffee that ranks with the best that the Porto Rico Co. is offering the Pacific Coast grocery trade under their "Ponce de Leon" brand. Demand for this coffee is gradually increasing.

All grocers have a certain number of customers who will pay 40 cents a pound for coffee—some have more, some less. These customers insist on a fine coffee. When they get "Ponce de Leon" they come back for more.

Six of the grocers who sell Ponce de Leon coffee will receive solid gold watches worth $60 apiece. Two of these grocers will be San Franciscans and four will be from the interior. No one knows who these grocers will be, but the dealers who handle the most Ponce de Leon coffee between April 15th and August 15th will be the fortunate ones.

This is not a premium scheme. It is not a lottery. It is merely a gift that will help to make six men who have "boosted" Ponce de Leon coffee remember it gratefully and "boost" all the harder as long as they have to look at a watch and are in the grocery business.

A DELICACY ALWAYS IN SEASON.

There are no articles that are better adapted to window displays than are "White Label" Olives and Pim-Olas.

They make a neat, attractive package, and are suggestive of a good appetite, besides they yield the grocer a most satisfactory profit.

Dealers who have among their customers people who are particular and want the "good things" that go with a well-ordered dinner cannot afford to not have some of these goods in their stock, and having them there should display them.

They please the eye as well as tickle the appetite.

CONGRATULATIONS IN ORDER.

On Wednesday evening Margaret Schleef, the daughter of John Schleef, the well known retail grocer, and Arthur Sheny, a hardware merchant of Eureka, were married at the home of the bride's parents, 1418 Jackson street. The young lady is one of the belles of the North Beach district and is a very pretty and accomplished young lady. The groom is a highly respected business man in the growing northern town.

Voluntary Encouragement.

Alpine Cream Company will fix and maintain prices for all Pacific Coast Associations.

Coming as this does entirely unsolicited, it should be recognized by the grocers of all the Coast Associations and their appreciation shown by their active interest in advancing the sale of these goods wherever possible.

When any manufacturer takes action of this character and does so without urging, it is because he has carefully studied the situation and has decided that he can secure the best results by working in harmony with the grocers through their associations.

The directors of the Association are pleased with the recognition of the value of association work shown by this enterprising manufacturer who is quick to recognize the growing power of associations and grasps the opportunities offered for harmonious relations with the retail trade.

Protection in the South.

Mr. A. R. Patrick, president of the Alpine Cream Company, has recently completed arrangements to protect prices on Alpine Cream through the assistance of the Southern California Association. Mr. Paulding advises us from Los Angeles that Mr. Patrick has recently made a personal call on the majority of the large retailers in Southern California and, without a single exception, they have all applauded his action and agreed to maintain his prices.

If the grocer members of all the other associations who are working with the Pacific Coast Association will show their appreciation of a manufacturer who **means business** and who **doesn't wait to be asked** by giving his goods the boost to which they are justly entitled, we will shortly have other manufacturers coming to us, instead of our going on our knees to them.

STATE CONVENTION.

Texas—The annual Convention of the State Grocers' Association of Texas was held at Mineral Wells on June 13-14. It was a great success.

North Carolina—The State Grocers' Association held its annual Convention at Asheville on June 21-22. It was one of the largest and best yet held in the South.

New York—The State Grocers' Association will hold its annual Convention at Syracuse, August 7-8-9.

Wisconsin—The 5th annual Convention of the State Grocers' Association will be held at Milwaukee September 11-12-13.

HIGH PRICED CARDBOARD.

Do you get full weight crackers nowa-days?

Do you pay for pasteboard partitions at cake prices?

If you do you are not on the same plane with your brother grocers, particularly those of St. Louis.

Under a private arrangement with the cracker manufacturers of St. Louis, all St. Louis retail grocers who insist upon it are given full weight with all of their goods.

It is a pity that the cracker manufacturers do not make public announcement of their intention to make this the general practice, but as long as they do it, we are willing to forgive them for not announcing it in print.

But, that is not enough.

We forgive them, but we do not forget.

It will be the purpose of this paper to watch this issue closely and from time to time to weigh up the goods to see that the manufacturers do not return to their old practices.

It may be said by some that this is not treating the manufacturers fairly, that if they agree with the individuals to give them full weight goods, their word should be taken for it that they will continue to be fair. That sounds well except for the fact that they will not go on record publicly leaves them open to the suspicion that they are only waiting for the excitement among the grocers to subside, to go back to their short-weight practices. Interstate Grocer.

WHITTEMORE'S POLISHES.



The World's Standard.

"Gilt Edge" dressing, blk.	$24 00
"Boston" Waterproof Polish (for men's and boys black shoes)	24 00
"Boston, Jr." 10c. size	10 00
"Dandy" Russet Combination	24 00
"Star" Russet Combination	9 00
"Dandy" Russet Paste	9 00
"Red Box" Russet Paste	5 00
"Champion" Black Friction Polish	24 00
"Champion, Jr." Black Friction Polish	10 00
"Elite" Combination (for box calf, black vici kid, etc.)	24 00
"Baby Elite" Combination (for box calf, black vici kid, etc.)	10 00
"Elite Paste" for box calf (two sizes)	$9 00 5 00
"Superb" Patent Leather Paste	9 00
"Blue Fox" Patent Leather Paste	5 00
"French Gloss" (in cartons, for ladies' black shoes)	9 00
"Royal Gloss" (for ladies' black shoes)	8 00
"Bossola" Waterproof Paste Polish, large	9 00
"Bossola" Waterproof Paste Polish, small	4 50
"Quick White" (perfectly cleans dirty white shoes (two sizes)	$24 00 10 00

THE BEST
ALWAYS PLEASES
THEREFORE SELL
"Sunset" Mackerel

18-OZ. TINS. THREE FLAVORS:

Souse - Tomato - Mustard

PACKED AT SAN PEDRO BY

THE CALIFORNIA FISH CO.

P. E. LENFESTEY, - - Agent

San Francisco, Cal.

Cigars and Tobacco

The sale of Cremo cigars in humidors has been discontinued by the American Tobacco Company.

What is unquestionably the greatest recent success in the local market among nickel cigars is the Rough Riders of E. M. Schwarz & Co. This cigar is now placed in more than 500 stands and repeats rapidly.

The Optimo is well maintaining its position as the leader in San Francisco among high-class goods. It is the best-distributed cigar on the market, and "the regular thing" for the great majority of smokers of high-class Havana goods.

The sales force of Ehrman Bros. & Co. are actively pushing the Henry Miller, the new nickel sigar, for which the firm are agents, and which is repeating in a most satisfactory manner. The Miller has attracted the favorable attention of a large class of smokers who want a good, long smoke for a nickel as an article of superior value.

Having disposed temporarily of the case of Edward F. Hale of the McAndrews & Forbes Co., whose application for discharge under a writ of habeas corpus has been denied, the Federal Grand Jury, which is conducting the investigation into the affairs of the "Tobacco Trust," has now turned its attention to the main company, with the result that William H. McAllister, secretary of the American Tobacco Co. has been adjudged guilty of contempt of court for assuming an attitude similar to that taken up by Mr. Hale.



EHRMAN BROS. & CO.,
S. F. Distributers.



Hunter Whiskey

Never Disappoints

This Has Won for It Phenomenal Success

HILBERT MERCANTILE CO.
136-144 So. 2nd St., San Jose, Cal.
Telephone Private 81.

BEATING ANTI-CIGARETTE LAW.

An interesting story comes to me from a friend in Indiana on the efforts of cigarette smokers in that State to obtain cigarettes notwithstanding the new anti-cigarette law, says the United States Tobacco Journal.

It develops that cigarettes from other States have been pouring into Indianapolis in original packages ever since the cigarette law was proclaimed. Packed in glass tubes, glass jams, tin cans, sealed metal packets of all sorts, sizes, shapes and pretended purposes, the paper-surrounded smoke illusions have gone from the hand of the dealer to the hand of the consumer, and the confirmed smoker has not lacked the gratification of his taste.

Now that the court has ruled that articles of interstate commerce may be imported and used by individuals, that cigarettes made outside of Indiana and shipped to the Indiana consumer may be puffed without fear of the law, the story of the traffic of the smugglers is coming out.

It seems that Cincinnati has built an immense Indiana trade in the outlawed cigarette since the Indiana law went into effect. Packages marked "perishable—rush," or "glass—handle with care," have been flooding the State. It is said that in many localities those who imported these packages received excessively high prices at retail for the interdicted smokes. The dealers went on the theory that the cigarette smoker must have his "coffin nails," and the theory seems to have made good. It is declared that hundreds of thousands of cigarettes have passed from Cincinnati to Indiana cities through express and mail channels since the Parks bill became the law. Indianapolis has had a large share of this traffic. The packages often were sent concealed in fruit crates. But in most cases the tobacco smell was avoided by the sealing in glass or metal of the precious "sticks."

CARNATION SATISFIES CUSTOMERS.

It has been the wonder of the trade—the wonderful demand that has been built up on Carnation Cream.

Nevertheless, it is not so great a wonder, but a case of push and good goods.

From the day Carnation was placed on the market it has been liberally advertised, so that the consumers have been rapidly made aware of the high claims made for it, and these claims have been in every instance lived up to to the letter by the manufacturers, the Pacific Coast Condensed Milk Co., and their agents, the Spohn-Patrick Company.

Good goods and faith kept in the past has begotten faith in every promise subsequently made; hence its sales have doubled, tribled and quadrupled, until to-day it is easily the leader in every Pacific coast market.

No grocer stocking carnation doubts for an instant that it will sell, and sell quickly, and each sale be followed by a demand for more.

GLASS JAR TRUST.

One Firm Gathers Many Factories Into an Effective Combine.

It is estimated that about 90 per cent of the glass jars produced in this country are manufactured by Ball Bros. of Muncie, Ind. This gives an absolute monopoly of the business to this firm, since, no matter how high they might put the price, an independent interest that could only supply 10 per cent of the jars would be unable to affect prices.

The Ball Bros. have been gathering in jar factories for some time past. The last important accession to the trust was the Hazle-Atlas Glass Co., who were the first people to introduce machine-made jars. About 75 per cent of the entire output of the country is made in the Ball Bros.' own factories. The other 15 per cent is made in factories controlled by them.

The trust has been content to keep prices low, although they are higher than last year's prices. The enormous amount of jars demanded this year unquestionably justifies the higher price to some extent. Since the fruit crop as a whole will be large, a higher price for fruit jars is anticipated.

WONDERFUL POPULARITY OF WUNDER.

"Wunder Beer" is seen on a large proportion of good bars these days.

If one passes along the streets of San Francisco for an hour or two and notes the signs on the various saloons he will at once become convinced of the fact that Wunder Beer is indeed a favorite drink.

The beer has been known for only four or five years, but in that time a great business has been built up, because it is a beer that is always satisfactory.

PRESERVING EGGS.

Every little while somebody bobs up with a new process of preserving eggs, but we have never seen a practical demonstration that any system beats a first-class cold storage house, and the good old lime vat, when properly placed and handled, has so far maintained second position. Nobody should be deceived into the belief that any method of preservation will keep an egg eight or nine months in such manner that it cannot be distinguished from the fresh-laid article.—Produce Review.

LANDIS



TONIC BITTERS

A Pure Tonic and Laxative

—o—

Made from Herbs, Seeds Roots, Barks (Guaranteed)

NATURE'S OWN REMEDY FOR Stomach and Blood Disorders

Made only by the

The Landis-Patton Mnfg. Co.
Incorporated
1664 MISSION STREET
Tel. Folsom 4156 SAN FRANCISCO

Mothers! Mothers!! Mothers!!!

Mrs. Winslow's Soothing Syrup

has been used for over SIXTY YEARS by MILLIONS of MOTHERS for their CHILDREN while TEETHING, with PERFECT SUCCESS. It SOOTHES the CHILD, SOFTENS the GUMS, ALLAYS all PAIN; CURES WIND COLIC, and is the best remedy for DIARRHŒA. Sold by Druggists in every part of the world. Be sure and ask for "Mrs. Winslow's Soothing Syrup," and take no other kind. Twenty-five cts. a bottle

HENRY MILLER
5c CIGAR
SUPERIOR QUALITY
EHRMAN BROS. & CO., Distributors

Call for ASTI WINES

PRODUCED BY THE ITALIAN SWISS COLONY

Dry Wine Vineyards, ASTI, Fulton, Sebastopol, Cloverdale, Sonoma County, Cal.
Sweet Wine Vineyards, Madera, Madera County, Kingsburg, Fresno County, and Lemoore, Kings County, Cal.

Office and Salesrooms, Cor. Battery and Greenwich Sts.
Vaults, 1235-1267 Battery St. 101-169 Greenwich St. 1334-1336 Sansome St., S. F.
P. C. Rossi, President Telephone Private Exchange 448. A. Searboro, Secretary

A. VIGNIER CO.

429-431 Battery Street San Francisco

IMPORTERS

Sardines, Olive Oils, French Preserves, Washing Blue, French Castile Soap: Clover Leaf, Virgin, Dahlia, mottled, Wines and Liquors—A. V. H. Gin—imported goods only.

Sole Agents for the Genuine CLICQUOT Champagne
Only the GENUINE, Imported direct from France, bears Vignier's LABEL

News of the Coast.

CALIFORNIA.

San Francisco—A young man of pleasing address succeeded on Tuesday of last week in passing a fictitious check on W. E. Stone, a clerk employed in the grocery conducted by George Sammy, at 140 Pacific street. The stranger ordered a bill of goods amounting to $2.50, for which he tendered a check for $15 purporting to be drawn on the Golden State Bank by Henry Deming. Stone accepted the check at its face value. The stranger was given $10 in gold, with the understanding that the remaining change would be sent with the order to 1505 Washington street, the address left by the stranger. Upon inquiry at that address nothing was known of the stranger except that he had called there during the afternoon and attempted to rent a room. He offered the same check in payment, but the landlady refused to accept it. E. W. Burns, a groceryman at Clay and Larkin streets, says the check was also offered to him. Detective P. J. Mitchell, who is searching for the stranger, has secured the following description of him: Height, five feet seven inches; weight, 135; thin figure; smooth shaven and light complexion. He was dressed in a black sack coat, black vest, gray trousers and stiff hat.

Carpenteria—Mr. Deadrick of the grocery firm of Bailard & Deadrick has sold his half interest to Floyd Heckey.

Cloverdale—It is reported that I. E. Shaw has sold his grocery to George N. Imrie and R. M. McClelland, late of Napa.

Eureka—A. C. Dauphiny is in Sequoia Hospital, where it may be that he will have to undergo an operation for appendicitis.

Healdsburg—The "Model" grocery store, conducted by Alexander & Newbert, has assigned to creditors in San Francisco.

Hollywood—E. D. Brewster is opening a new grocery and general merchandise store in the Moore block on North Highland avenue. Mr. Brewster is an experienced grocery man and comes here well recommended.

Huntington Beach—W. C. Smith & Co. have sold their grocery department to A. Taylor.

Los Angeles—J. A. Fazenda, Central avenue, has just completed the remodeling of his store. He now has one of the best arranged and most up-to-date stores in the city. Several of the ideas which Fazenda has carried out are well worthy of attention. He has combined the "open front store" with the "show window front store" in a unique way. There is a show window only on one side, and this is so built into the adjoining room as to not interfere with the open front effect. His arrangement of stock is without a superior. The cigar cases are in the extreme front abutting the sidewalk in order to catch the transient trade. Fruits and vegetables are also displayed at the entrance. Next to the fruit and cigar department he places his candy and cracker cases. Next to these are delicacies and in the rear are the heavy groceries, bulk goods, baking powder, canned vegetables and fruits and other staples. The average person who goes to a grocery store to buy goes for the purpose of buying a staple—rice, sugar, potatoes, baking powder and the like. Mr. Fazenda's idea is to force the purchaser of staples to pass the "luxury departments" in order to get to that part of the store where staples are sold. His other idea is to catch the eye of the passer-by with the showier line of goods—cigars, confections and fruits. The entire store is finished in white.

Pomona—Miss Angeline Magill has resigned her position in the Newberry grocery store, after long and efficient service, and may now be found at the Capitol grocery.

San Diego—The case of Ella A. Chancellor and T. J. Chancellor, charged with obtaining $580 from C. E. Munro by means of false pretenses, is on trial here. Mr. Munro claims that the Chancellors sold to him the stock and fixtures in the grocery store on Fifth street, with the understanding that there were no unpaid claims against the stock. He says it has since developed that a large part of the stock is unpaid for and the creditors are coming to him for the balances due them. As this was not a part of the bargain, as he claims, he swore out the warrant against them.

San Pedro—John A. Brandes, late of Los Angeles, has opened a grocery store at 1426 Mesa street.

Santa Barbara—One of the most ingenious examples of window dressing seen in this city for many a day is that in one of the front windows of Show & Hunt's grocery. It is by way of a welcome greeting to the Christian Endeavorers, and the principal material used is bread in loaves. The scheme includes a clever representation of the familiar "C. E." monogram. The work was done by Alfred R. Edmundson, the artist who regularly does the window display for this firm, and it does great credit to his originality.

Ukiah—Henry Beattie has purchased the interest of B. Cleveland in the grocery store formerly conducted by Cleveland & Beattie. His brother, Elmer, will assist him in the management.

ARIZONA.

Douglas—The grocery of J. E. Kelly was burned June 16th. Loss, $3,700; fully insured.

HAWAIIAN ISLANDS.

Honolulu—The new grocery of J. M. Levy & Co. opened June 1st in the Waity building on King street.

IDAHO.

Coeur d'Alene—W. B. McFarland, general merchant, has sold his grocery department. Schmidt, Renshaw & Weston will open a grocery store about July 1st.

Lewiston—Baird & Davis, grocers, will move into new quarters. Frank Young has purchased W. E. Curl & Co.'s grocery store. Bass & Eaton have succeeded O. H. Bass, grocer and feed dealer.

Twin Falls—J. T. Melrose has purchased C. Harader's grocery store.

Oregon—Bentzen & Brown have succeeded R. L. Jacobs, groceries and feed.

La Grande—F. W. Hambel, grocer and furnishings goods dealer, suffered fire loss last week.

Portland—The Reservoir Grocery Company has incorporated.

WASHINGTON.

Benton—W. R. Lamb, Kennewick grocer and shoe dealer, has removed here.

Dayton—R. A. Nichols and S. Galloway have purchased the grocery stock of L. F. Jones.

Elma—Veysey Bros. of Montesano, Aberdeen and Hoquiam, who last week purchased the grocery business of Lewis Bros. here, are erecting a large addition to their store building. The store is to be under the management of Marion Veysey.

Green Lake—J. D. Warren has succeeded to the grocery business of Warren & Son.

North Yakima—M. Welch is opening a grocery store. W. A. Duncan, an experienced merchant, recently from the East, has purchased the grocery store of Cary & Cary, and will continue the business.

Olympia—Fire recently caused a loss of $1,500, the principal losers being Reder & Phipps, grocers, whose stock was damaged $1,000 by water principally. The loss was covered by insurance.

You Can!!

So Don't say You *Can't.*

"Where there's a will there's a way."

If you so will it you can make money Selling

Welch's Grape Juice

We will show you the way.

Address Advertising Department To-day.

SPOHN-PATRICK COMPANY

Pacific Coast Agents

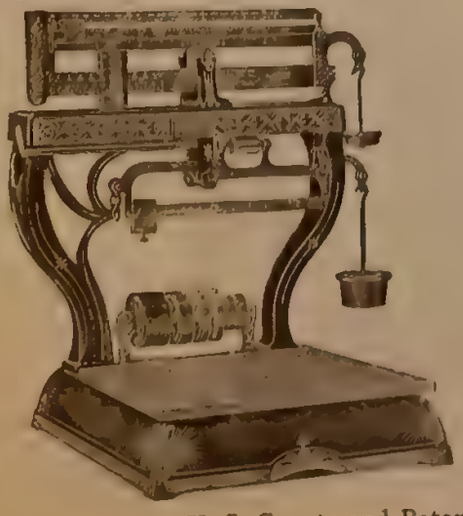
16-22 Front Street, San Francisco, Cal.

Branch Houses: LOS ANGELES, PORTLAND, SEATTLE, DENVER, SALT LAKE CITY

Grape Juice was invented by Dr. Welch in 1869. Welch's Grape Juice is "Nature's Finest Food and Drink. Order a case or two from your Jobber.

$39.00 BUYS THE BEST

Computing Scale in America



Patents sustained by U. S. Courts and Patent Office.

Saves the Grocer 60c per Day

Write for particulars.

Not Made or Sold by the Trust.

Sold by Wholesale Grocers and Hardware Dealers.

Standard Computing Scale Co., Ltd., Manufacturers

DETROIT, MICH.

Chas. Jacobson & Co.
210-212 Davis Street
DISTRIBUTERS OF
Fancy Butter and Honey
Dairy Butter and Eggs

Produce Market

THURSDAY AFTERNOON

BUTTER.

The market is quiet with prices unchanged from last week.

California creamery, extras	20	21
" " firsts	19	20
" " seconds		18½
" dairy, extras		
" " firsts		18½
" " seconds		
Store butter	15	16
Storage		
" Creamery extras		
Pickled		
Keg		

EGGS.

Prices unchanged; market quiet.

California Ranch white	21	22
" " mixed colors	20	21
" Gathered,	19	20
Standard		
Seconds		
Eastern, selected	18	19
" Standard	17½	18
" Seconds	17	
Storage, Cal., Selected		
" " Standard		
" " Seconds		
" Eastern Selected		
" " Standard		
" " Seconds		

CHEESE.

There has been no change in cheese.

California full cream		12½
" choice		11½
" common		Nominal
Young Americas		13
Eastern full cream	15	15½
Oregon		

POULTRY.

The market is overstocked on every thing except large roosters which are in god demand.

Turkeys, young live	23	25
" old gobblers	18	20
Dressed Turkeys		nominal
Roosters, young, per doz	6 00	7 00
" old "	4 50	5 00
Hens	5 00	6 00
Fryers, per doz	4 00	4 50
Broilers, per doz, large	3 00	3 50
" " small	2 50	3 00
Ducks young	5 00	5 50
" old	4 00	4 50
Pigeons, young	1 50	1 75
" old	1 25	
Geese per pair, old 1.50-1.75; young	1 50	2 00

BEANS AND PEAS.

The market is lower on limas; other goods are in good demand with prices unchanged.

Small Whites	3 00	3 55
Large "	2 40	2 75
Pea Bean		
Pink	3 50	3 75
Horse		nominal
Red	6 00	7 00
Kidney	4 00	5 10
Lima	5 50	5 70
Bayos	3 25	4 00
Butter (large)		nominal
Black Eyes	2 90	3 10
Dried Green Peas, per 100 lbs	2 25	2 50
" Niles " " " "	2 25	2 50

POTATOES AND ONIONS.

The market is quiet; higher prices may be expected when goods suitable for export begin to arrive.

New	60	1 25
Salinas old	Nom.	
Oregons		
Merced Sweets	Nom.	
Yellow onions	5 00	
Red (new)	65	75
Yellow (new)	1 00	1 25
Garnet Chili	60	80

ASSOCIATION NEWS.

St. Paul—The Retail Grocers had a great success in their picnic this year. The grocers won the annual ball game played between the retail grocers and the commercial travelers.

Denver, Colo.—The Retail Grocers' Association is preparing to give a banquet that will bring its members together. The drivers of laundry wagons are now begining to sell tea and coffee to their customers.

New York—The Grocers' Association has been discussing the question of whether it would be better to sell milk in bottles and thus save any chance of conflict with the Health Officers or continue selling from the can. The New York and Brooklyn Associations will act jointly in this matter. The Convention of the State Association will be held August 7th, 8th and 9th.

MUTUAL FIRE INSURANCE.

The laws of California allow the formation of Mutual Fire Insurance Companies by farmers. The various companies of the State show 4578 members and $4,847,000 of insurance carried. The Mutual Insurance Companies have saved their members much money.

AFTER FRUIT PEDDLARS.

Pasadena, June 21st—The grocers of this city have found their Association of value in enabling them to demand protection from the City Council. Non-resident fruit peddlars have been allowed the run of the town to sell their wares. As a result, it has been impossible for the retail grocers to estimate with any degree of certainty whether the fruit and vegetables they carry will be a loss or profit. The retail grocer has to buy a stock in anticipation of his wants. If a peddlar happens to visit their customers, they face the possibility of having all those goods spoiled on their hands. If the peddlars, as frequently happens, do not show up, they find that their stock is not sufficient to supply the wants of their customers who become dissatisfied. In order to systematize this matter, they urged the Council to pass an ordinance requiring peddlers to pay a license of $225 per year in advance for the privilege of selling in Pasadena. The Council turned the suggestion down, one of the members making a very unjust attack upon D. W. Herlihy of the Model Grocery Co. who was one of the Committee from the Association.

A committee from the City Council was then appointed to confer with the committee from the Grocers' Association to decide upon some ordinance that might be mutually satisfactory. It is probable that the compromise of a license of $5 per day will be agreed upon.

D. W. Herlihey of the Model Grocery Co., in reviewing the situation said:

Not a Question of Revenue

"It is not a question of amount of revenue, whether it should be $10 a day or ten cents, but the issue is to give the merchants of the city protection inasmuch as they must engage their fruit and berries for the entire season in advance. With a hundred boxes of berries engaged, and the merchant obliged to take them, a foreign huckster comes to town with a load of pineapples or bananas and selling them to Pasadena consumers, leaves the home grocer with just that amount of perishable stuff on hand. Were these hucksters to come every day so that the merchant could order his stock accordingly, there would be less cause for complaint. As it is, he takes chances both ways—on not having enough for his trade and buying more than he can sell."

A. A. Chubb manager of the Pasadena Grocery Co. expressed his opinion as follows:

Chubb Deplores the Action.

"The merchants have largely contributed to the upbuilding of the city, and the measure was largely intended for their protection as against irresponsible vendors of stale and inferior fruits. We are now paying local growers of strawberries 5½ and 6 cents a box for berries, and yesterday there were wagons all over town selling inferior and sewer-farm-grown berries at 5 cents a box. Such fruit would not be taken from the local growers at any price. The council does not seem to understand that it is the consumer that we wish to protect as much as ourselves."

SPECIAL ANNOUNCEMENT.

An invitation is extended to any white merchant outside of New York City, or their representative, whose name appears in Bradstreet's or Dunn's Commercial Agency Book, to accept the hospitality of our hotel for three days without charge. Usual rates, apartment with private bath, $3.00 per day and up without meals; parlor, bedroom and private bath, $35.00 per week and up, with meals for two. New York merchants and editors are requested to call the attention of their out of town buyers and subscribers to this advertisement. GALLATIN HOTEL, 70 W. 16th St., New York City.

We haven't said much
ABOUT THE
PURITY
— OF —
GRIFFIN EXTRAS




TOMATO CATSUP
(NOT COLORED)
IT WASN'T NECESSARY
Everybody Knows It Is Pure.
"Griffin Extras" Catsup stood the test of the Board of Health.
Is put up in conformity with Pure Food Laws. Sold Everywhere.
"Griffin Extras" Catsup and Oyster Cocktail Sauce
FREE DEAL
With **5-Case** Orders for "Griffin Extras" **Catsup**
we will give FREE:
1 Case "Griffin Extras" CATSUP, or
1 Case "Griffin Extras" OYSTER COCKTAIL SAUCE.
With **5-Case** Orders for "Griffin Extras" **Oyster Cocktail Sauce**
we will give FREE:
1 Case "Griffin Extras" OYSTER COCKTAIL SAUCE, or
1 Case "Griffin Extras" CATSUP.
Send us your orders for Immediate and Future Delivery.
CALIFORNIA FRUIT CANNERS ASSOCIATION
Largest Packers of Canned Fruits and Vegetables in the World.

DAN O'CALLAGHAN
REAL ESTATE
AND
INSURANCE BROKER
City Agent
Liverpool & London & Globe Ins. Co.
Telephone, Main **5238**
22 Montgomery St., San Francisco
(Mr. O'Callaghan was for many years a member of the firm of O'Callaghan, Nelson & Co.)

LILY CREAM
THE ORIGINAL
BIG CAN
For Sale by All Jobbers.
Pacific Creamery Co.
San Francisco Office, 115 Davis St.

Enterprise Brewing Co.'s
Beer is sold on its merits.
We invite comparison of our productions with ANY on market. You will then become our best advertiser, we are dead certain.
A **GOOD ARTICLE** is the very best advertising medium. Are we not right?
Telephone, Mission 152. San Francisco, Cal.

Gilt Edge Whiskies

THE VERY BEST

WICHMAN, LUTGEN & CO.

Sole Proprietors.

Agents for Moerlein's Cincinnati BEER

29-31 Battery St., - San Francisco

SALEM BEER

SUITS THOSE WHO ARE PARTICULAR ABOUT THE BEER THEY USE.

IT HAS THE FLAVOR
IT HAS THE AGE
IT HAS REPUTATION
IT IS MADE RIGHT

Those who have used it know it. Those who do not know soon find it out after a trial.

SALEM BREWING ASSOC'N

BREWERS

BOTTLED EXCLUSIVELY BY THE

Sunset Bottling Co.

3109 20th Street

SOLE AGENTS

E. GHIRARDELLI

Mercantile Co.

305 Clay Street, San Francisco

Packers and Jobbers

Pickles, Catsup, Preserves, Vinegar, etc.

We prepare for the Grocery Trade a line not surpassed in quality and purity.

OUR CATSUP is not equalled by any on the market. Try an order.

Amusements

THE MAJESTIC.

James Neill and Edythe Chapman have opened their season with Dorothy Vernon of Haddon Hall. The cast is very strong, including such familiar faces as Messrs. MacVicars, Emery, Woodward, O'Hara and Travers. The play is a romantic drama of Queen Elizabeth's time and is presented with an artistic finish that makes it a real treat.

GRAND OPERA HOUSE.

Conan Doyle's "The Best to Win" has been drawing the best houses that have rewarded the season of Alfred Woods and Maud Williamson at the Grand. The play is intensely interesting and the situations are brought about with keen dramatic effect. The four-round boxing bout between Mr. Woods and Eddie Hanlon rouses a great deal of enthusiasm. The next attraction will be the engagement of George Parsons and Georgie Drew Mendum who open on Saturday afternoon with "The Belle of Richmond." Both the principals are American artists who have scored successes with the best companies in the country. During this engagement, summer prices, 25 and 50 cents, will prevail.

ALCAZAR.

Lillian Lawrence makes "Audrey" a very lovable young woman. Audrey is the heroine of a romance in Virginia, set in the colonial period. John Craig takes the part of a young patriot who becomes her devout slave. The story is very beautiful. The company is a funny 4th of July picnic scene, which will come in very aptly for the National holiday.

TIVOLI OPERA HOUSE.

This is the last week of Barron Berthold in the "Black Hussar." The opera has been doing a splendid business and is worthy in every way of the patronage accorded it. Next Monday evening "Amorita" will be produced. The cast includes Barron Berthold and Rosemary Glotz, a singer of Eastern fame but new to San Francisco audiences. Special attention is being given to the scenery and costuming. There will be a special matinee on Tuesday, July 4th.

CENTRAL.

"Down Mobile" tells a story of the sunny South. It is full of heart interest and permits of the introduction of some very beautiful scenic and electrical effects. One of the hits of the performance is made by a colored quartet which renders a number of selections in genuine Southern manner. Next week the popular melodrama "Chattanooga" will be presented. Special matinee will be given on July 4th.

THE CHUTES.

Chiquita who is billed as "The Living Doll" is receiving great numbers of visitors at the Chutes. The offerings this week are particularly strong. The program includes a comedy by Francesca Redding and her company and a splendid list of headliners. Chas. Bigney continues to shock crowds by diving nearly 100 feet into a 5 foot tank of water.

PISCHER'S.

A strong bill is presented at this playhouse. There are 10 numbers, all of which are worthy of seeing. There is a performance every afternoon and two performances each evening.

GOOD AFTER TEN YEARS.

"Shredded Wheat Biscuit" don't keep long in American homes. They are eaten too rapidly for that. But Mr. A. J. Porter, vice-president and treasurer of the Natural Food Company, made a discovery in England recently which shows that shredded wheat will keep ten years at least without any deterioration in quality or nutritive value.

He was on a tour of inspection among the European agencies in London, France, Italy, Belgium and Holland. He found in England some shredded wheat biscuits that had been mislaid or overlooked in an Englishman's pantry since 1895. Mr. Porter brought two of these biscuits home with him, and they have excited much curiosity and comment. The shreds are in good condition, and they smell as sweet and fresh as though they were made yesterday in the plant at Niagara Falls. The following statement was given to Mr. Porter by the Englishman who bought the biscuits:

Beechurst, London, May 23, 1899.

These biscuits were bought by me in New York in October, 1895, and have been kept at my home as above ever since.

(Signed.) JOHN TEARLE.

It is settled, therefore, that shredded wheat will keep ten years without spoiling or losing any of its nutritive value. If it keeps ten years there is no reason why it will not keep twenty years.

SUGAR BEETS SHORT.

Modesto, June 23d—The Sugar Company has advised many of the farmers that enough beets could not be raised here under present conditions to pay the company for handling them. In the Alvarado, Chino and San Juan districts the beet crop is reported a failure. The district about Oxnard, which has climatic conditions entirely different from those in other sections of the State, is the only beet district reporting anything like a good beet crop this year.

PRIVATE LABEL WAR.

Portland, Ore., June 26.—The grocers here are enjoying unprecedentedly low prices for canned fruit and vegetables. This is the result of a war between the local wholesale grocers and the California Fruit Canners' Association.

The Perfection Short Credit System

Makes Credit Business a Pleasure.

Address

P. E. LENFESTEY,

220 California St., San Francisco

IT'S THE

WATER



OLYMPIA BEER CO.

Agents and Exclusive California Bottlers of the Famous

OLYMPIA BEER

BREWED IN OLYMPIA, WASH.

1423 Sansome St., San Francisco, Cal.

NOTICE TO STOCKHOLDERS.

Office of The Calkins Newspaper Syndicate, Hallock Block, No. 320 Sansome street, San Francisco, California, the 6th day of May, 1905.

In accordance with a resolution adopted at a regular meeting of the Board of Directors of The Calkins Newspaper Syndicate, a corporation duly organized and existing under and by virtue of the laws of the State of California, and having its principal place of business in the City and County of San Francisco, in said State, held this day, a special meeting of the stockholders of said Company is hereby called, to be held at the office of said Company, in the Hallock Block Room 58, at No. 320 Sansome street, in the City and County of San Francisco, State of California, the principal place of business of said corporation and the place where its Board of Directors usually meet, on Thursday, the 13th day of July, 1905, at the hour of 2 o'clock p. m.

The object of said meeting is to take into consideration and decide upon the proposition of increasing the capital stock of said Company from $60,000, divided into 60,000 shares of the par value of $1.00 each, the present capital stock of the Company, to $200,000, to be divided into 200,000 shares of the par value of $1.00 each.

Dated, San Francisco, Cal., May 6th, 1905.

W. F. CALKINS, President
G. H. STOKES, Secretary.



VALLEY BREW LAGER
from
Richmond Bottling Works.

Zimmerman & Ruhland,
'Phone Pine 1787.
32d and Clement Street,
San Francisco, Cal.

Champagne.

Veuve Clicquot, qts.	$32.25
Veuve Clicquot, pts.	34.25
Ruinart, Magnums, 6 to case.	30.50
Ruinart, qts, 1 doz to case.	32.40
Ruinart, pts, 2 doz to case.	34.20
Ruinart, ½ pts, 2 doz to case.	18.00
Vintage 1893, qts, 1 doz to cs.	46.50

Brandies.

	Per case
Martell's One Star, 1 doz qts.	$16.00
Martell's Two Star, 1 doz qts.	18.00
Martell's Three Star, 1 doz qts.	20.00
Martell's Three Star, 2 doz pts.	23.00
Martell's One Star, 2 doz ½'ks	18.00
Hennessy's One Star, 1 doz qts	17.50
Hennessy's Three Star, 1 doz qts	21.00
Calif. doz qts.	13.00



Cider

Hammond & Co.

Bottlers

Office and Depot

277 Seventh Street

Phone, Jessie 3371

SWEET CIDER

½ Gal. Bottles,

BOILED CIDER

Quarts

Pints

Mineral Waters.

Aetna, splits, 100 to cs.	$6.50
Aetna, pts, 100 to case.	9.00
Aetna, qts, 50 to case.	7.50

GINGER ALE

Belfast Ginger Ale Co.,

D. Steinke & Co. Props.

All Carbonated Beverages

COR. UNION AND OCTAVIA STS.

	PINTS	QTS.
Soda Water	$ .80	$ 1.50
Ginger Ale	.80	1.50
Sarsaparilla, and Iron	.80	1.50
Cider	.80	1.50
Cuban Punch	.80	1.50

B

Case Prices, 2 Doz. per Case.

Porter.

(E. & J. Burke's Guinness')

Stone, pts. 8 doz to bbl.	$16.50
Glass, qts., 4 doz to bbl.	14.00
Glass, pts., 8 doz to bbl.	16.50

Specialties of

Hilbert Mercantile Co.

H. B. Ky. Bourbon, per gal.	$2.75
H. B. Ky. Bourbon, Ex spcl	3.25
Union League Ky. Brbn. AA	2.50
Union League Ky. Brbn. 1 gal	2.25
El Monte Ky Brbn, 1 gal	2.25
Maryland, Monogram 1 gal.	2.75
Forum, Bourbon, 1 gal	2.00
W. H. McBrayer's Cedar Brook 5 yrs	3.00

Hunter Baltimore Rye.

Per case, 1 doz. 5's	13.00
In 5-case lots	12.50
In 10-case lots	12.00

Hilbert Mercantile Co.

H. B. Bourbon (spcl)	$10.00
H. B. Rye	10.00
H. B. pt. flasks, 4 doz to cs.	12.00
H. B. ½ pt flasks, 6 doz to cs	9.50
H. B. 1½-oz bots, per gr.	12.00
Union League "AA"	8.00
El Monte Bourbon	8.00
Forum Bourbon	7.00
J. Baumgardner Rye	12.00
Maryland Monogram	9.00

W. H. McBrayer's Cedar Brook.

Per case, 1 doz 5's	$12.00
Per case, 2 doz pts	13.00
Per case 4 doz ½ pts	14.50
Per case 20 doz 1½-oz	18.50

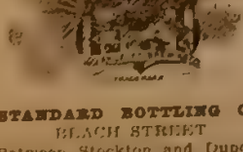
Jesse Moore Whiskies.

Ex Pony Bourbon	$18.00	$17.50	$17.00
AA Bourbon	11.00	10.50	10.00
C Bourbon	8.50	8.25	8.00
AA Bourbon, ½ doz, 4 oz	10.00	10.00	9.75
AA, Pt Flasks 2 doz.	9.00	8.75	8.50
AA, ½ Pt Flasks 3 doz.	6.75	6.50	6.25
Old Rye	11.00	10.50	10.00

Jesse Moore Hunt Co.

(In barrels or half barrels)

Extra Pony Bourbon, gal	$7.50
AA Bourbon gal	3.75
B. Bourbon, 1 gal	3.25
C. Bourbon, 1 gal	2.75
No. 1, Bourbon, 1 gal.	2.25
AA Rye, gal	3.75
C Rye, 1 gal	2.75



STANDARD BOTTLING CO.

BEACH STREET

Between Stockton and Dupont

SOLE AGENTS

LOS ANGELES BREWING COMPANY.

Beer furnished Grocers in Bottles or Kegs.

Golden Gate BOTTLING WORKS.

Blume & Gardner, Proprietors.

Bottlers of the Celebrated

Standard.
Culmbacher.
Extra Pale.
XXX Porter.
Half and Half.

Lager and Steam Beer in Kegs.

160 Shotwell St.,

Phone: Capp 1761. S. F., Cal.



LANDIS TONIC BITTERS

Factory and Salesroom,

1664 Mission St.

Bottles, . . $7.00 Doz.

1 doz per case.

BUGGY WANTED.

WANTED—A light buggy for delivering groceries. Apply to Jos. A. Stulz, 533 Montgomery avenue.

NOTICE TO STOCKHOLDERS.

Office of "The Pandex of the Press," Halleck Block, No. 320 Sansome street, San Francisco, California, the 4th day of May, 1905.

In accordance with a resolution adopted at a regular meeting of the Board of Directors of "The Pandex of the Press," a corporation duly organized and existing under and by virtue of the laws of the State of California, and having its principal place of business in the City and County of San Francisco, in said State, held this day, a special meeting of the stockholders of said Company is hereby called, to be held at the office of said Company, in the Halleck Block, Room 58, at No. 320 Sansome street, in the City and County of San Francisco, State of California, the principal place of business of said corporation and the place where its Board of Directors usually meet, on Wednesday, the 12th day of July, 1905, at the hour of 2 o'clock p. m.

The object of said meeting is to take into consideration and decide upon the proposition of increasing the capital stock of said Company from $50,000, divided into 50,000 shares of the par value of $1.00 each, the present capital stock of the Company, to $100,000, to be divided into 100,000 shares of the par value of $1.00 each.

Dated, San Francisco, Cal., May 4th, 1905.

W. P. CALKINS, President.
A. I. STREET, Secretary.

Phone Mission 288

J. MARSHALL & CO.'S

WORCESTERSHIRE SAUCE

BE SURE and GET the GENUINE

½ Pts., per doz. $1.20
Pts., per doz..... 2.20

NO AGENTS

Office: Cor. 12th and Market Sts.

YOUR EVERY WANT IN

PAPER

Can be Supplied by

A. ZELLERBACH & SONS

416-426 Sansome St.
SAN FRANCISCO

La Grande Laundry

Telephone Bush 12

23 Powell Street

Corner Ellis.

100 Taylor St., - - Cor. Turk St.
200 Montgomery Av., Cor. Kearny
202 Third Street, - Cor. Howard
1733 Market St., - Opp. Eleventh

GIVE THEM A TRIAL

LESLIE SALT CO.

LESLIE STERILIZED SALT

Free Running (in Pkgs.) for table
Velvet Grain (in Bags) for kitchen
Sold by all Jobbers

Clerk's Corner

Technical Education for Clerks.

It is just over a year ago that the grocers of Manchester, England, took up the question of holding classes for their employes, says the Cleveland Inland Grocer.

They approached the technical education authorities, and arrangements were soon completed, a very handsome sum of money being subscribed as an essential preliminary. Recently what was called "a practical demonstration" took place at the Grocers' Exchange in that city. The chairman on the occasion confessed that the present was a very proud moment because when he first suggested some such scheme should be carried out, very great surprise was expressed. The students at the classes number 240, and there were about 230 entries on the occasion of "the practical demonstration." An idea of the nature of the competitions will be given by citing parcel wrapping, bacon slicing, classifying samples of goods, counter displays, window dressing, tea matching, etc., all very practical work, it must be admitted. Surely, in the foregoing there is some food for reflection by the grocers of our American cities.

Dandies Are Good Clerks.

Were I about to employ a grocery clerk and had two to choose from, I would take the man whose hair and mustache were curled and whose coat was brushed, in preference to the fellow with the slouchy hat, unkempt hair and grease-spotted coat. Spruceness in a clerk adds to his abilities as a salesman in two ways. First, the man who is spruce and careful of his personal appearance usually has pride in other ways and desires the commendation of his employer as well as of customers. Because of that pride he will do better and more conscientious work. Second, he gets and holds the attention of women customers better than the fellow with the dirty apron and uncombed hair. Women admire a dandy man, and the slicker he is the better impression he makes, provided he also has the other necessary qualities. Women are not alone in this, for men customers will invariably prefer to be served by a clerk who is well dressed, whose collar is clean and whose hands give evidence of washing.

People have a right to expect and to demand that their groceries shall be served to them in as cleanly a manner as possible, and the usually enforce their demands by staying away from a store that is untidy and that employs clerks of uncleanly and untidy habits.—Exchange.

What You Owe Your Employer.

From time to time some bright young man is brought back from Canada by agents of the law. He took a flyer in wheat or played the races, and helped himself to his employer's money. The employer is always saddened by the betrayal of his confidence, and the public sense is shocked by the conception of a promising career marred or wrecked. It is an old story, says the Saturday Evening Post.

Occasionally there is a variation. For example, only the other day a bright young man was brought back from Canada by the police. He had not betrayed his employer's confidence, however. On the contrary, he had been doing his best to strengthen it. This employee knew some things a jury was trying to find out. As he was young and tender, it was feared he might be unable to withstand the inquisitorial probe. Hence the trip.

The young man loyally made himself a fugitive from the law, and at this writing he may be imagined as painfully weighing the proposition that if he tells the Grand Jury what he knows he will lose the regard of his employer, and if he doesn't tell it will be because he lies about it.

There is a further case which might be cited by book and page. Not long ago the president of a flourishing corporation found himself called upon to pay blackmail to a clique of enterprising politicians. The amount was staggering, but the trick was so well turned that he saw no means of escape save through the disagreeable alternative of committing perjury.

He chase the alternative, and three of his employes backed him up. They were not threatened with blackmail, but they "stood by the house."

Different Kinds of Loyalty.

In certain society circles, where dubious acts sometimes occur, the polite theory obtains that a woman's husband is the only judge of her conduct. In some business circles there is a disposition to make the employer, in like manner, the sole keeper of the employee's conscience in all matters pertaining to the business.

The woman who is content merely to satisfy an official conscience keeper can hardly be growing in moral grace. The employee who doesn't take his conscience out of the locker and examine it now and then is very likely to forget how to operate it before long.

We pretend that there is only one set of moral standards. In fact, there are many. Everywhere in the business world the idea that the office employee owes a strict duty of loyalty to his employer has all the force of moral sanction. An act by such an employee is considered immoral. This is very good, although, side by side with him, the workman—the trade unionist employee—puts his relations to his employer on a totally different ground, and that in its turn it not considered immoral.

But there are obvious limitations to the duty of loyalty. No employer will give you manhood or self-respect. The kind that would take them away from you in the first place has none to give.

SAVES THE GROCER MONEY.

A good oil tank is a money-maker, because it is a goods saver, which all grocers will appreciate.

Such is the tank made by S. F. Bower & Co. of Fort Wayne, Ind.

This tank, by its self-measuring apparatus, insures that the grocer will give the customer just what he is paid for and no more, and it removes the danger of damage to neighboring goods.

C. J. KRAMER CONCURS.

The following letter shows that another Association leader approves of the suggestion made by California's State Secretary, Mr. Frank B. Connolly:

Little Rock, Ark., June 14, 1905.
Mr. F. B. Connolly, San Francisco, Cal.

Dear Sir—I have read your letter in the Trade Press Bulletin twice this afternoon. It is well written and contains good common sense for the benefit of the merchants of the country.

It expresses my views. But were I to disclose that fact here, the public would simply say, "You are a trust," in place of an "out-trust" as we are now.

I do not believe that a wholesaler should be a retailer, nor a retailer be a wholesaler. During the past years I have had occasion to take the matter up with the manufacturers. All the sense and satisfaction we cou'd get was that they would not let it happen again.

We are all well aware that the wholesalers make from $1 to $1.50 on all cereal foods sold to the retailer. It is easy to see that the retailer cannot compete in selling with the wholesaler who buys at this price. At present the manufacturers are all too eager to sell to care at what price the goods are sold.

This is without exception the worst trade evil we have.

I belong to an Association here that is composed of all classes of trade and I think we represent a purchasing power of over $2,000,000 in capital in the enterprises we follow. Our collection department is one of the grandest things we have to benefit members.

I am willing to do everything in my power to try and bring along the conditions you have outlined in your suggestion. I only hope the date will come when the retail merchants of this country will realize that they cannot do business without being a member of the National Association. With kind regards, I am

Yours truly,
C. J. Kramer.

A MACKEREL POINTER.

"The early arrivals of Irish mackerel do not keep as well as the later receipts, and for that reason should be ordered in small quantities," says the New York "Merchants' Review."

This is a trying season of the year for all kinds and grades of salt fish, and it is better to order often than to run the risk of goods spoiling on one's hands."

WIELAND BROS.

121-123 Clay Street San Francisco

Importers and Commission Merchants

SPECIALTIES—Imported and domestic Swiss Cheese, Limburger, Brick Cheese, Edam, Roquefort, etc.; Mackerel, Codfish, Holland Herrings, Olive Oil, Spanish and California Olives, all kinds of Sausages and other delicacies.

SOLE AGENTS for Sierra Cheese, German Breakfast Cheese, Brie, Camembert, Schloss, Kronen and Neufchatel Cheese.

WILLIAM E. HARM
Kartuffel-Buhr
183-185 Valencia St. Near 13th
Tel. Folsom 1911
Wholesale Dealer in POTATOES, ONIONS BEANS, EGGS Etc., Etc., Etc.

WITZEL & BAKER, Commission Merchants

Telephone Main 718 314, 316 BATTERY ST., SAN FRANCISCO, CAL.

Fancy Creamery Butter and Ranch Eggs Our Specialty

Babbitt's Standards.

ALWAYS UNIFORM!
ALWAYS RELIABLE!
ALWAYS THE BEST!



B. T. Babbitt's Concentrated Lye,

The ready soap maker—a powerful disenfectant—an excellent fertilizer for dipping prunes, spraying trees, etc.

Manufactured by
B. T. Babbitt, (Inc.) New York City.



The C. B. JENNINGS CO., Agents, 121 California St., San Francisco, Cal.



WILLIAM CLUFF COMPANY

WHOLESALE GROCERS

SOLE AGENTS

SAN FRANCISCO CAL.

TOBOGGAN

MAPLE SYRUP -- IT IS BEST

Pacific Coast Syrup Co.

SAN FRANCISCO

THREE REFINERIES: SAN FRANCISCO, PORTLAND and SEATTLE.

REMOVED

PATRICK & CO., RUBBER STAMPS

111-113 SANSOME STREET

One block south of old location.



GUSTAV LIEBOLD PHONE SOUTH

GAMBRINUS BOTTLING CO.

Sole Agents and Bottlers of

Gambrinus Brewing Co.'s

PORTLAND, OREGON

SELECT PILSENER LAGER BEER

OFFICE AND BOTTLING WORKS

160 Thirteenth St., near Folsom, S. F.

TAKE NO RISKS WITH GASOLINE

BUT USE A

BOWSER LONG DISTANCE GASOLINE STORAGE OUTFIT

IT IS AN ABSOLUTE PROTECTION FROM FIRE AND RESULTING LOSS



PUMP IN STORE--TANK BURIED

ONLY ONE GALLON OF GASOLINE IN BUILDING AND THAT INSIDE PUMP

TANK OF HEAVY STEEL, RIVETED AND SOLDERED

IT IS PERMITTED BY THE INSURANCE COMPANIES

MEASURES GALLONS, HALF GALLONS OR QUARTS

PUMP ALL OF METAL

ASK FOR CATALOG "BB"—THERE'S NO TIME LIKE NOW

S. F. BOWSER & CO. - FORT WAYNE, INDIANA

Highest Grade Package Goods for Family Trade

ROYAL AND QUEEN'S TASTE

(1 lb packages) (½ lb cartons)

Macaroni, Vermicelli and Spaghetti

ROYAL ITALIAN A. B. C. PASTE, in 1 lb papers
GOLDEN GATE EGG NOODLES, in ½ lb papers

For Sale by all Jobbers

PETERS BROS., BALTZ & DITTMANN

PROPRIETORS

The California Brewing Co.

Douglas Street, bet. 17th and 18th

SAN FRANCISCO, CAL.

EASTERN TICKETS

AT

Half Rate

The Southern Pacific will sell Round-Trip Tickets to Eastern points at a one-way rate on the following dates:

May 10, 11, 27, 28, 29.
June 12, 13, 14, 15, 16, 17, 25, 26, 27, 28, 29, 30.
July 4, 5, 6, 24, 25, 26.

Rates to Principal Points:

Chicago	$72.50	New York	$108.50
St. Louis	67.50	Boston	109.50
Memphis	67.50	Philadelphia	107.50
St. Paul	70.00	Baltimore	107.50
Missouri River Points	60.00	Washington	107.50

Choice of Four Routes

Go via Ogden, Portland (at slight extra cost), El Paso or New Orleans. Liberal stop-overs. Return limit 90 days. Tickets good on Overland Limited, Golden State Limited, or any Southern Pacific train. Special low rates for Eastern conventions. Ask about it to-day.

Southern Pacific

San Francisco Office, 613 Market Street.

Oakland Office, 12 San Pablo Avenue.

VACATION 1905

IS NOW READY FOR DISTRIBUTION

"VACATION" is issued annually by the

California Northwestern R'y

THE PICTURESQUE ROUTE OF CALIFORNIA

and is the standard publication on the Pacific Coast for information regarding

MINERAL SPRING RESORTS, COUNTRY HOMES AND FARMS WHERE SUMMER BOARDERS ARE TAKEN, AND SELECT CAMPING SPOTS.

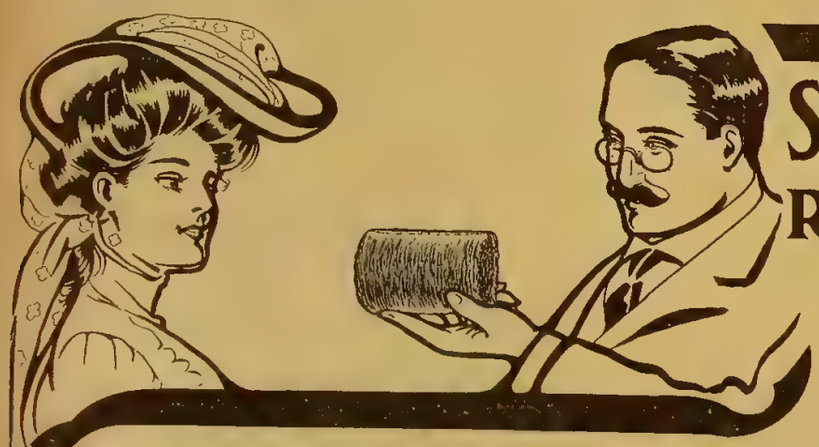
This year's edition "VACATION 1905" contains 200 pages, beautifully illustrated, and is complete in its detailed information as to location, accommodations, attractions, etc., with terms from $7.00 per week up.

To be had at Ticket Offices, 650 Market Street (Chronicle Building) and Tiburon Ferry, foot of Market Street; General Office, Mutual Life Building, corner of Sansome and California Streets, San Francisco.

Applications by mail will receive immediate response.

JAS. L. FRAZIER, Gen'l Manager.

R. X. RYAN, Gen'l Pass'r Agent.



SHREDDED WHEAT RECOMMENDATION

The Best Cereal Food to Eat, and
The Best Cereal Food to Sell, is

Shredded Whole Wheat

It is made in two forms, Shredded Wheat **BISCUIT** and **TRISCUIT.**

TRISCUIT is a CRACKER, not a "breakfast food." It is used as toast in place of ordinary bread toast, and for all purposes for which the common white cracker of commerce is used.

Shredded Wheat **BISCUIT** is the standard wheat food of the world, delicious for breakfast, or for every meal for every day in the year. It contains all the nutriment in the whole wheat in digestible form. A good seller all the year round.

THE NATURAL FOOD COMPANY
Niagara Falls, N. Y.

THE RETAIL GROCERS ADVOCATE

A. H. POWERS, Editor | SAN FRANCISCO, CAL., JULY 7, 1905 | Vol. 10, No. 27

M·J·B·COFFEE
SELECTED WISDOM

You can't stop reading this if you try – try now



DON'T TALK LONG.

Then when you please, your hearers want more.
If you don't please, they don't get tired.

You don't have to do much talking to sell

M. J. B. COFFEE

IXL - Kapp and Street - W.G.M.

TAMALES
IN
KEY-OPENER CANS

RAINIER BEER

Popular! Why?

Because it is really good.

Only Choice Materials
Used in its Manufacture.

JOHN RAPP & SON, AGENTS
Phone South 473.

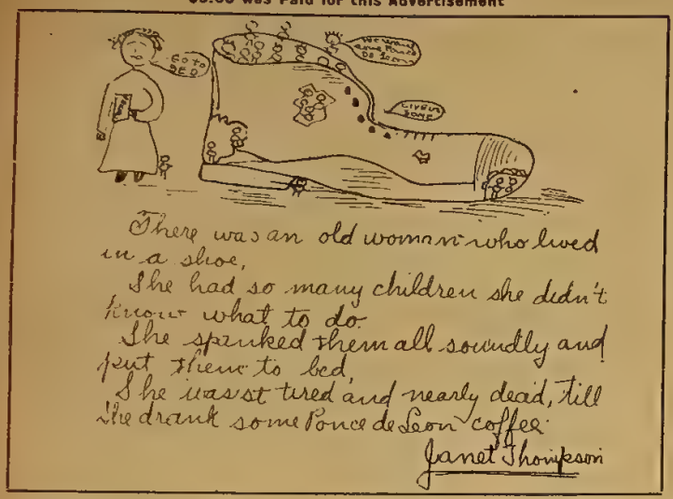
You have had calls for

HAND SAPOLIO

If you filled them, all's well; if you didn't, your rival got the order, and may get the customer's entire trade.

HAND SAPOLIO is a special toilet soap—superior to any other in countless ways—delicate enough for the baby's skin, and capable of removing any stain.
Costs the dealer the same as regular SAPOLIO, but should be sold at 10 cents per cake.

$5.00 was Paid for this Advertisement



Help One of Your Customers Earn $5.00

We are helping Retail Grocers advertise their stores and our **PONCE de LEON** by our plan to

PAY SCHOOL CHILDREN FOR WRITING ADS.

Every Grocer has a chance to win the favor of some customer by helping a child of the house get $5.00. We print these ads. each week in the "*Evening Bulletin*" of San Francisco.

Quality These are the Elements Needed for Grocers to Secure Trade Now Going to Coffee Peddlers. **Confidence**

Our Goods Possess the **QUALITY** — "PONCE DE LEON" Coffee is the Best in the World
Our Advertising Helps Give the CONFIDENCE.

You Can Win and Hold the Best Trade with

Best in the World

Ponce de Leon COFFEE

Quality Unsurpassed
Flavor Delicious
At all Leading Grocers
Porto Rico Co



To Help San Francisco Dealers we Have:

- Striking Displays on the Main Streets
- Artistic Signs in the Street Cars
- Attractive Designs on Theatre Curtains
- Conspicuous Notices in Theater Programs

Gold Watches for Grocers

To add to the interest of the Retail Grocery Trade in advancing the Sales of **PONCE DE LEON** Coffee, we have decided to give

6 Gents' Solid 14-Karat Waltham Gold Watches, Value $60 Each, to our Friends.

To Get One Entails No Cost Nor Extra Labor.

Read the Terms: We will give Watches to Each of the Two (2) Retail Grocers of San Francisco, and to Each of the Four (4) Grocers in the Interior, whose Invoices show that they have purchased the **Most Pounds** of our **Sealed Cans** of **PONCE de LEON COFFEE** between April 15th and August 15th, 1905. **WATCHES GUARANTEED TO BE SOLID, 14-KARAT GOLD.**

GET IN LINE—GET A PROFIT—GET A SPLENDID GOLD WATCH

THE PORTO RICO COMPANY

587-589 HOWARD STREET San Francisco, Cal.

Give Their Money Back If They're Dissatisfied!



We don't ask the Grocer who sells **"A1" FLOUR** to do anything but depend upon us.

We claim that **"A1" FLOUR** will make **more loaves of bread** to the barrel and **better bread** than other flours.

YOU are authorized to **REFUND THE MONEY** if the flour does not satisfy.

Tell us how to do more and **we'll do it!**



Why "A1" Flour IS BETTER:

Our "**A1**" FLOUR is manufactured from only the HIGHEST GRADE of the **BEST CALIFORNIA and EASTERN** Wheats. We have, by much investigation and research, produced a blend which includes enough Eastern wheat to cause "**A1**" to be **More Glutinous** than other flours on the market and therefore **More Nutritious.**

It makes more loaves per sack

WE MAINTAIN THE RETAIL SELLING PRICE.

GLOBE GRAIN & MILLING CO.

MONTGOMERY AND CHESTNUT STS., SAN FRANCISCO, CAL.

Telephone Bush 759.

(Please mention the ADVOCATE to Advertisers. It helps us materially.)

WIN TRADE

If you want to make your customers come back and induce them to send their friends to your store, Give Them



NOTHING IS QUITE SO GOOD

TRADE THE TASTE TELLS MARK

HAMS AND BACON

They Are

The Best that Experience Can Produce or Money Can Buy.



FINEST IN FLAVOR AND APPEARANCE

"THE TASTE TELLS"

SINCE ITS BIRTH,

SIXTEEN YEARS AGO, SUCCESS HAS GONE HAND IN HAND WITH

Wedding Breakfast COFFEE

The Sale will surprise YOU



Profit Is Good

Aged and Cured 5250 Feet Above Sea Level

(AND IT SELLS)

NASH-SMITH TEA AND COFFEE **CO.**

Purveyors to Coffee Connoisseurs

DENVER — ST. LOUIS

FRANK B. PETERSON & CO., SAN FRANCISCO

Any Way You Examine a

McCray Refrigerator



No. 410 Grocers' Refrigerator.

Inside or Outside, it is a True Realization of all that is Best in Refrigerator Construction

THE McCRAY REFRIGERATOR RANKS first in every way. It is sold entirely on its merits and is known everywhere for superiority.

McCRAY REFRIGERATORS are perfect refrigerators and will in a short time repay their cost through saving of butter and other provisions, and ice.

We can here give you but a faint idea of the McCray refrigerator. Let us send you our catalog showing our extensive line from which you can make a selection.

SOLD ON EASY PAYMENTS.

McCRAY REFRIGERATORS ARE GUARANTEED.

BECK - WAKEFIELD COMPANY

GENERAL AGENTS

122 Market Street, San Francisco, Cal.

Retail Grocers' Advocate

CALIFORNIA RETAIL GROCERS' AND MERCHANTS' ASSOCIATION — OFFICIAL PAPER — RETAIL GROCERS' ASSOCIATION

Vol. 10 — SAN FRANCISCO, CAL., JULY 7, 1905 — No. 27

THE RETAIL GROCERS ADVOCATE

Published Every Friday by
ADVOCATE PUBLISHING CO.

Subscriptions:
One Year $2.00
Single Copies ..... .10

PUBLICATION OFFICE:
456 MONTGOMERY STREET.
Rooms 413-414. - Tele. John 2801

Entered at the Postoffice at San Francisco as Second Class Matter.

Points to Watch

MAPLE SUGAR—
Canadian farmers are now holding their sugar for an advance.

COFFEE.
Reports from Brazil are to the effect that the crop will be short of earlier expectations. Salvador reports the best crop in years.

TEA.
The second crop of Japan teas is nearly a failure on account of heavy rains. On the whole it is estimated there will not be more than half a crop.

RICE.
The rice market is very firm with conditions favorable for an advance when the new crop comes in.

STATE CONVENTION.

Important Meeting To Be Held at Stockton in August.

Representative grocers from all over the State of California will be at Stockton, Monday and Tuesday, August 21 and 22.

This convention of the different grocers' associations of California will devote itself particularly to discussing the methods used by the different associations and to planning means for securing closer co-operation among the retail grocers of the country.

Plans will be perfected so that the retail grocers can escape the domination of manufacturers who allow their goods to be sold at prices that leave no profit.

Plans will be perfected to make it harder for dead beats to defraud members.

Leading merchants of many communities will discuss matters in which all retail grocers will be interested.

Stockton will uphold its reputation for hospitality. The visiting delegates and their wives will find that they will be splendidly entertained outside of convention hours.

Every affiliating association is entitled to two delegates at large; an additional delegate for every ten members up to fifty, and an additional delegate for every fifty members in excess of fifty.

All grocers in communities that have no affiliating association are entitled to attend the convention on becoming members of the State Grocers' Association.

Those interested should address Frank B. Connolly, secretary, 456 Montgomery street, room 413.

CAN MAINTAIN PRICES.

Manufacturer Can Restrain Cutter From Interfering With His Trade.

A short time ago the Advocate noted the fact that the Crescent Manufacturing Co. had successfully enjoined the Leahy Bros. Co. of Seattle from cutting the price of their baking powder. The Pacific Coast Retail Grocers' Association wrote the Crescent Manufacturing Co. asking for a full account of what had taken place. The attorneys of this firm, Messrs. Benson, Hall & Higgins, sent the association a letter which explains the matter fully.

It is to be noted that an agreement to maintain prices on the part of Leahy Bros. was purely an oral one. It is also to be noted, however, that the Crescent Baking Powder Co. has now requested a written agreement from the firms to whom they sell their goods.

The letter explaining the situation is as follows:

Seattle, Wash, June 28, 1905.

Pacific Coast Retail Grocers' Association, San Francisco, Cal.

Gentlemen: Your letter to the Crescent Manufacturing Company of this city inquiring about their legal controversy with Leahy Brothers over the maintenance of their special price on their goods, has been referred to me for answer. The facts are as follows:

The Crescent Manufacturing Company had an oral contract with Leahy Brothers, by the terms of which Leahy Brothers agreed to maintain the retail price on the Crescent Manufacturing Company's goods, according to the schedule established by the Crescent Manufacturing Company. Leahy Brothers, after having sold out the stock of Crescent products originally secured from the Crescent Manufacturing Company and being unable to secure more of these goods directly from the Crescent Manufacturing Company because of difficulties with the wholesalers and retailers here, purchased a large quantity of the goods from a wholesale house, and advertised them at cut prices.

The Crescent Manufacuring Company then began a suit against Leahy Brothers, in which they sought to enjoin the retail firm from cutting the price of the goods, and in which they also sought damages for the breach of contract to maintain the price. After a thorough investigation of the facts, Leahy Brothers' attorney, evidently realizing that the case would eventually result in a judgment against Leahy Brothers, advised a compromise, and by stipulation the Superior Court here, entered a decree permanently enjoining Leahy Brothers from violating the Crescent Company's retail prices, and taxed them with the costs of the action, the Crescent Manufacturing Company waiving its further claim for damages in consideration of the settlement of the case without a contest.

From the foregoing statement you will see that the matter was settled without a trial, and that the decree in the case does not therefore carry the weight of a judicial decision of the matter in controversy. There can be no doubt, however, that had the case proceeded to trial it would have resulted in a judgment against Leahy Brothers, both for the injunction and damages,

(Continued on Page 9.)

A SQUARE DEAL.

Pacific Coast Retail Grocers' Association Will Guard Against Injustice to Manufacturers.

(By H. W. Thurlow, Sec'y.)

The permanent value of the Pacific Coast Retail Grocers' Association to its members depends upon having every manufacturer in the country know that he is going to get a square deal from its management.

The retail grocers are not making a satisfactory or a fair profit on some lines of goods. It is the chief purpose of our organization to back up the manufacturer who seeks to correct this evil.

To help the manufacturer who helps us, we must bring the power of our organization to bear so that goods that are protected are given preference over goods the prices of which can be cut. This action will, of course, hurt the sale of the goods that can be cut. This injury will, however, be only temporary, providing the manufacturer of these goods realizes soon enough that he is hurting his trade by being careless of the interests of the retail grocers whom he expects to sell his goods for him.

This organization was created by retail grocers.

Primarily, its purpose is to assist its retail grocer members.

Secondly, its purpose is to assist those manufacturers who seek to better the conditions of the retail grocery trade.

In bringing about these conditions we will frequently come in contact with firms who oppose us either actively by encouraging cutters or passively by not attempting to interfere with the cutters. If the firms in the same line of business would align themselves with us to better conditions we would unquestionably back them up.

At the same time, no act of this organization will be taken against a firm unless some definite good is expected to come out of the action. No action will be taken against any firm for any personal reason. No action will be taken against any firm in order to advantage some other firm unless it be as we have outlined, but that this firm has placed itself on the side of the retail grocers and is seeking to help the grocer to secure better profits.

Where manufacturers desire to maintain a retail selling price on their goods and demand of the retail trade that they maintain a certain fair selling price it is possible to maintain that price.

We expect to make it easier for these firms to maintain these prices by giving them the co-operation of the associated retail grocers throughout the Coast.

This office was instituted in order that the various associations be kept informed as to conditions. It will be our purpose to perform this work fairly and without favor.

Whenever the manufacturer finds that a grocers' association is opposed to a certain policy he may be following, his first impulse is usually to find fault with the association.

These manufacturers usually change

(Continued on page 9.)

San Francisco's Need.

How the Pitiful Weakness That at Present Afflicts the Association Can Be Corrected.

San Francisco's organization is at present an aggregation of units that do not act together.

This is its weakness. This is the reason why it has not been able to accomplish nearly so much for its members as the organizations in other cities.

This could easily be corrected.

It was with the idea of correcting this that a body of eleven men, headed by Frank B. Connolly agreed to allow their names to be presented as candidates for directors. At least fifty-six retail grocers who attended the annual meeting wanted this course taken. If the seventy-five who voted in opposition to it were to be asked their ideas, it would be found that at least fifty of them were anxious to have the conditions of handling the Association changed, while the remaining twenty-five wouldn't care one way or the other as long as their liquor license was kept down to $84 per year. At least 100 members who did not attend wanted conditions changed.

The only way the grocers of San Francisco can be brought to act together would be by having a secretary whose sole duty would be to go from one member to the other and keep them in touch with the work that all are interested in.

This secretary could get together a list of the bad accounts of the members and then serve as the agent for each member in seeing that the collection of those bills was properly attended to.

The secretary could insure that all the members would unite in giving the same treatment to some special article. In this way the grocers of San Francisco would be made a wonderful power in securing consideration from manufacturers who to-day are willing.

Since the annual meeting, held on Wednesday, June 28 a number of the more influential retail grocers have been considering the advisability of effecting an organization among the larger retail grocers who feel that it would pay them to unite in hiring a man to guard those interests which they have in common with every other retail grocer.

A. MERTEIF RETURNS.

The friends of A. Merteif, of Haas Bros., have been greeting him during the past week. Mr Merteif has been absent eight weeks, having accompanied his wife to Europe, where she met her parents. He is looking well and is back in the harness with all his old time vigor.

When You Buy

CARNATION

Sterilized Evaporated CREAM

you get

PURE FOOD

Endorsed by the San Francisco Board of Health.



Carnation Cream is The Cream of Creams, **Richest in Butter Fat.**

Carnation Cream is **Thick** Cream . . . . . Every Tin contains **Extra Heavy Stock.**

Carnation Cream is **Uniform** in Quality — for all purposes it **can be more accurately used** than ordinary fresh milk.

Carnation Cream is **Palatable** Cream . . . . Does not taste like the average evaporated cream. It does not have that strong caramel flavor, the result of over-cooking.

Carnation Cream is **Highly Nutritious — A Complete Food.**

Carnation Cream **will keep in every climate.** This Cream **will keep until opened.** After that it **will keep from 3 to 7 days according to temperature.**

"The Modern Milkman."









The Tall 20-oz. Tin



PACIFIC COAST CONDENSED MILK COMPANY

Manufacturers

SEATTLE and KENT, WASH. FOREST GROVE, OREGON

SPOHN - PATRICK COMPANY ⚜ **16-22 Front Street** ⚜ **SAN FRANCISCO, CAL.**

Sole Agents for California, Nevada, Utah, Arizona and New Mexico.

SPOHN - COOK COMPANY, 355 East Second Street, Los Angeles, Cal.

VERBAL CONTRACTS.

aws of California Make Them Binding Except in Certain Specified Cases.

Unless the law requires specially at it be in writing, the verbal agreeent of two parties constitutes a conact in California and is as binding as would be if reduced in writing.

A verbal agreement by a retail deal- to maintain a certain retail selling ice fixed by a manufacturer is a nding contract. The only reason why written contract is better is because is easier to verify and prove a writn contract than a verbal one.

What Must Be Written.

According to Section 1624 of the Code Civil Procedure, the following are e contracts that must be put in writg:

1. An agreement that is not to be erformed within a year.
2. A special promise to stand good r the debt of another (except where e goods are charged direct to the an guaranteeing the payment).
3. An agreement made upon conderation of marriage.
4. An agreement to sell something orth $250 or more unless the buyer ceives part of the goods or pays part the purchase price down.
5. A lease of more than a year or e sale of real property or an interit in real property. A written agreeent with an agent does not hold in ch cases unless the agent has writn authority to make the agreement.
6. An agreement to pay a commisn for the purchase or sale of real tate.
7. An agreement that is not to be erformed during the lifetime of the romisor or an agreement to make prosion for a person by will.

It is to be noted that an agreement maintain a certain selling price on oods is not mentioned among the class contracts that must be written.

Making a Contract.

The matter of what constitutes a ontract is of considerable interest. ections 158 to 1587, inclusive, provide s follows:

"One party may propose a thing, but he proposal must be accepted before contract is created.

"An acceptance must be absolute nd unqualified. If one party makes proposition, and the other replies ith a proposition on his part, there no contract, because the parties have ot mutually agreed upon anything.

"The proposal may be revoked at any time before it is accepted. It is revoked by giving notice of its withdrawal to the person to whom the proposal was made. It is also revoked, where a certain time was given in which to accept, by the expiration of that time without notice of acceptance; it is also revoked by the failure of the person to whom the proposal is made to do some act which is required of him as a condition preceding the acceptance; and a proposal is necessarily revoked by the death or insanity of the proposer.

"Any usual and reasonable mode of giving notice of acceptance of a proposal may be adopted, as, by mail, or in person, or by messenger, and it will be sufficient to constitute a contract. But the proposer may prescribe a certain mode in which notice of acceptance must be given, and the proposer will not be bound unless the mode prescribed by him is adopted."

PARCELS POST SYMPTOMS.

The day before its adjournment, the Senate adopted a resolution of Assemblyman Busick calling upon the California Congressional delegates at Washington to do their utmost to forward such legislation as would establish a parcels post at rates not to exceed those charged by the American Express Company to the British Postoffice, namely, 24c for packages of 11 pounds for all distances between New York and San Francisco.

This shows the seriousness of the situation. We would ask our Pacific Coast merchants as to how they could face the competition of Eastern department stores which buy in carload lots if those department stores could ship goods to the Coast at the rate of 24c for 1 pounds.

A NEVALA ENTHUSIAST.

Reno, Nev., March 5, 1905.

Editor Advocate—Please find check enclosed for subscription to your valuable paper. I have read with interest about the activity of the retail merchants of California to secure better laws. I think it would be a splendid thing if the Nevada merchants should ask similar consideration from the legislature of our State.

We have an association of the grocers of Reno that was formed some time since through the organizer for the California State Grocers' Association. It works very well and has been of considerable value to the grocers of our city. Yours truly,

H. A. SMITH.

PORTO RICO'S GROWTH.

Coffee Trade Being Studied by the Island Government.

The Bureau of Statistics of the Department of Commerce and Labor has recently issued a bulletin showing in detail the growth of commerce between the two countries since Porto Rico became an American possession.

"In the seven years since 1898 when the treaty of Paris gave the island to the United States, Porto Rico's exports to this country have increased from $2,382,170 to $12,963,483, a gain of 560 per cent. Her imports from the United States have grown from $1,404,004 to $11,934,978, a gain of 850 per cent. Our purchases from the island dependency have increased at a steady rate, the figures for the last three years being as follows: 1902, $9,634,176; 1903, $10,152,923; 1904, $12,963,483. The high water mark of American exports to that country was reached in 1902, when the total was $12,195,297.

"Three-fourths of the total American imports from Porto Rico is sugar, the value of that commodity brought in last year being $9,491,757. Cigars and leaf tobacco worth about $2,000,000 were imported and the other principal items were fruit and coffee.

"Considering the superior quality of Porto Rican coffee it might be supposed that this article would figure extensively in the import list, but such is not the case. The amount last year was only $292,000. But the insular government has arranged to establish a coffee agency in New York with the object of acquainting the great American race of coffee drinkers with the merits of the Porto Rican berry.

"The work of the Porto Rico Co., 581-589 Howard street, San Francisco, in introducing Porto Rico coffee on the Pacific Coast is meeting with marked success. The trade have taken up the goods very generally and have found them thoroughly satisfactory.

This is especially true of the "Ponce de Leon" brand. High class trade that are willing to pay 40 cents a pound for coffee want quality and this they get in "Ponce de Leon."

Grocers are beginning to wonder who will get the $60 gold watches that the Porto Rico Co. has offered to give to the six retail grocers who may handle the most Ponce de Leon coffee between April 15 and August 15.

A GREAT FAIR.

Distinctive Features of Lewis & Clark Exposition.

One purpose of the exposition is the exploitation of the Pacific Northwest with a view to attracting settlers, and while the national aspect of the Fair is assured by government participation and representation on the part of fourteen States and the enterprise is made world-wide in its scope through participation of some sort by nearly every nation on the globe, the efforts of the Fair management have been directed primarily toward securing adequate representation of the resources of the Pacific Northwest.

Every State in this new country is represented by a building and a comprehensive display, while many counties in Oregon, and not a few in the adjoining States, have individual displays. As a result, it is possible for a prospective settler to make a careful study of the various districts of the Pacific Northwest before deciding where he wishes to locate, without the time and expense of a tour of the country.

A MATTER OF HEALTH

ROYAL



BAKING POWDER

Absolutely Pure

HAS NO SUBSTITUTE

All Grocers should carry a full stock of Royal Baking Powder. It always gives the Greatest Satisfaction to customers, and in the end yields the larger profit to the Grocer.

Sound Business Sense

tells you that the best way to please and retain your customers permanently is to give them the best goods that money can buy, especially so in Dainties and Appetizers.

White Label Selected Queen Olives Seville Packing Co. New York.

(Facsimile of Label)

The Seville Packing Co's "White Label" Queen Olives

Are the pick of the Spanish crop, properly cured and carefully bottled for the world's most discriminating trade.

Write for Prices.

We carry a complete stock of "White Label" Queen and Manzanilla **Olives, Pim-Olas, Baby Pim-Olas, Nicelle Olive Oil,** etc.

Spohn-Patrick Company

Pacific Coast Agents

16-18-20-22 Front Street San Francisco, Cal.

BRANCH HOUSES

Portland, Seattle, Denver, Salt Lake City

SPOHN-COOK COMPANY, Los Angeles, Cal.



Every Grocer should have a copy of "Salads, and How to Serve Them." Write for same direct to The Seville Packing Company, New York City.

SNIDER'S CATSUP Free Deal

is now effective, subject to delivery after September 1st, 1905. The Free Deal is as follows:

Offer No. 1. 1 case Pints Snider's Catsup Free with each order for 5 cases Pints Snider's Catsup.

Offer No. 2. 1 case ½-pints Snider's Catsup Free with each order for 3 cases Pints and 2 cases ½-pints Snider's Catsup.

Offer No. 3. 1 case ½-pints Snider's Catsup Free with each order for 10 cases of ½-pints Snider's Catsup.

Offer No. 4. ½ case ½-pints Snider's Catsup Free with each order for 5½ cases ½-pints Snider's Catsup.

Offer No. 5. 1 case Quarts Snider's Catsup Free with each order for 10 cases Quarts Snider's Catsup.

Offer No. 6. ½-case Quarts Snider's Catsup Free with each order for 5½ cases quarts Snider's Catsup.

Will be withdrawn without notice.

Order now from your Jobber.

Spohn - Patrick Company
Sole Agents
16-22 Front Street, San Francisco.

SPOHN-COOK COMPANY, Los Angeles.

The Original Root Beer

Knapp's

Makes twice as much, and better Root Beer, than any other Extract.

Brewer Rich Co. Agents. 330 Market Street.

PRAISE FOR SILL.

Berkeley "Advance" Sings the Praises of Alameda County's President.

In an editorial article discussing the possibilities for business success in Berkeley, the "Advance" says:

"The question of business openings in Berkeley, of what can be accomplished if a man has the capital and the sense, is one that interests outsiders more than any other. It can be answered best by telling the story of one business built up here until it is now a feature of the town.

"About four years ago Mr. S. J. Sill, whom I knew in San Diego, asked me whether there was an opening here for another grocery store. I replied, "There is room for you." Whether that reply had anything to do with it or not, he came and started.

A Modest Beginning.

"On October 20, 1900, Mr. Sill opened on the corner of Shattuck avenue and Allston way in a room 22 by about 75 feet, with a line of groceries exclusively. When he started it was S. J. Sill only. To-day it is the S. J. Sill Company, occupying 75 feet on Shattuck avenue and an entire half block on Allston way. Also they have three large warehouses, and are building a fine stable on McKinley avenue, near Allston. It takes ten teams to take care of their business.

"The story is practically told in those few sentences, but there are details of interest.

Reason for Delicacies.

"Why do the delicacy counters take up nearly all of the front-center floor space in Sill's store? At first thought one might regard this as an intrusion, but stop a bit. Sound business, you know! Groceries have to be cooked. People want them ready. There you are!

"So there is the big delicacy department with its dainties in infinite variety, and to back it up the kitchen and Chef Todhunter. I invaded his dominions with a pleasure not untinged with awe. He and his assistants are arrayed in spotless white. All about them is old-fashioned New England cleanliness—the kind that smells sweet. The Garland range glowed and glistened at me. Marvelously appetizing compounds seduced me on all sides. I paused only long enough to note the perfect order and system, and then flew from temptation.

Really a Wholesaler.

"A constant stream of groceries is flowing in and out of Sill's. The receiving department looks like a wholesale house, which it really is. The packing and shipping departments had some of the busiest men in them I ever saw.

"They have had to crowd the fruit and the vegetables into departments of their own on Allston way. What I noted here was the freshness of everything. One wants to eat because of it.

"In back are the three warehouses—zinc-lined, dry, clean, wholesome. 'A place for everything and everything in its place.' Ready!

"Now, why should hardware be sold with groceries? Well, I remarked before that groceries have to be cooked—hence, kitchens have to be furnished. Also, there are many little things for tools to do about the house, and many little conveniences for the housekeeper.

His Hardware Department.

"To meet these wants Sill set up his hardware department. To enumerate the things here would take a column. Maybe I'll get him to publish the list later, just to prove it. Stoves of all kinds, pots and pans, knives, baskets, paints and oils, tools, bathroom fixtures, useful inventions—most anything you want to save time and work. Just you look at it.

"All the modern facilities are in and about the establishment, too. There's the private exchange telephone, and the department switch phone, and the adding machine, and the glass case for the cashier, and the shoot-the-cash coming, and things, and things.

"Then, there's the man that did it. He's everywhere at once, but he never hurries. He has always his winning smile, and a flying word of humor, if you know him, but when you get down to business I love to watch his eye. They made him president of the big State Grocers' Association, by the way. That shows you.

"Briefly told, that is the record of one 'business opening' in Berkeley. There are plenty of others—for the same kind of men."

'FRISCO'S GREAT CHANCE.

Opportunity at Hand to Make the Grocery Business More Profitable.

An association, to be of real value to its members, should make their business more profitable.

It should save them from unfair competition.

It should increase profits.

It should collect bad bills.

It should change bad laws.

The opportunity is at hand for San Francisco to get all these things.

Some of them have been given to the city in spite of the opposition of a few men.

Oakland, Alameda, Berkeley and all the rest of the State will be glad to help San Francisco get the rest.

The best men of the trade must make the start.

They must figure on their association as if it were a part of their business that should be made to increase their gross receipts from 5 to 10 per cent.

They should then put in business men to run the Association who would run it on business principles and without regard to petty personal prejudices.

Most important of all, they should hire a manager, a secretary of whose judgment and ability there would be no question.

When this is done, there is hardly a grocer in San Francisco who would not be willing and glad to come into the organization.

There is to be an election of directors in June. The Advocate hopes the members will see to it that the best men in the city who can be induced to take the jobs will be secured for the board of directors.

DIVIDEND NOTICE.

California Safe Deposit and Trust Company, corner California and Montgomery streets.

For the six months ending June 30, 1905, dividends have been declared on the deposits in the savings department of this company as follows: On term deposits at the rate of 3 6-10 per cent per annum, and on ordinary deposits at the rate of 3¼ per cent per annum, free of taxes, and payable on and after Saturday, July 1, 1905.

J. DALZELL BROWN,
Manager.



TIME COSTS MONEY
THEREFORE BUY A
BOND
AUTOMATIC
WEIGHER
AND ECONOMIZE.

Write for Catalogue to
BOND SCALE CO.
Office and Factory
1640 San Fernando Street,
LOS ANGELES
Branch Office and Salesrooms
220 California Street
San Francisco

WARNING TO DEALERS.

There is only one **"CRACKER JACK"**, and that bears the name of Rueckheim Bros., & Eckstein.

The law will punish anyone who sells other brands as and for **"CRACKER JACK"**.

It is illegal for any person to offer **"CRACKER JACK"** and deliver other goods instead.

Merchants will confer a favor if they will advise us of any person or persons who are attempting to deceive by branding and selling other Popcorn Confections under similar names.

We have instructions to prosecute every person who infringes on the name of **"CRACKER JACK"**.

DODGE, SWEENEY & CO.

CAN MAINTAIN PRICES.

(Continued from page 5.)

and it was only in the face of certain defeat that Leahy Brothers, who are very vigorous fighters, consented to the entry of the decree against them.

The case for the plaintiff would have involved the difficulty attendant upon proof of the oral agreement. The Crescent Manufacturing Company has obviated any possibility of future difficulties on that score by requiring its customers to sign a written agreement to maintain the retail price established by the Crescent Manufacturing Company. There can be no question but such an agreement is legal and binding upon the retailer, and upon a violation of it he would be enjoined by the courts and damages resulting to the manufacturer from the breach of the contract by the retailer compensated by a judgment for damages.

I enclose a copy of the form of agreement now used by the Crescent Manufacturing Company, and if you will submit it to your attorney there I am positive that he will advise you that it can be enforced in your state as well as here in Washington.

It is an elementary proposition of law that a manufacturer has a proprietary interest in his own brands of goods; that he can sell his goods to whom he choose and upon whatever conditions he legally chooses to impose, that a minimum retail price is a condition for the sale of his goods the law gives him a right to fix, that a violation of that condition will be enjoined and remedied by the courts, and that a manufacturer may refuse to sell his goods to any one for any reason or no reason.

Yours very truly,
JOHN C. HIGGINS,
Attorney for Washington State Gro. Association.

Service
and
Success

partners

The good Grocer
and
Schilling's Best

MAINTAINING PRICES.

Possibility of Success in the San Francisco Market.

"You cannot maintain prices in San Francisco."

This is the position taken by the manufacturer who does not want to try to maintain prices. Then he adds:

"Look at Sapolio. The Empirium cuts it. Levin on Turk street cuts it. The Owl cuts it. And every once in a while some retail grocer out in the suburbs of the city cuts it. If Sapolio, which is practically a trust and has an ironclad contract with the jobbers which it enforces strictly, cannot maintain prices, how can you expect other manufacturerers to do so?"

Sapolio Maintains Prices.

This is exactly the situation.

If Sapolio cannot succeed, trying honestly and earnestly, others can hardly do so. But Sapolio does maintain its prices.

The manufacturer proves our cause from his own arguments. The retail selling price of Sapolio is 10 cents straight, 3 for 25 cents. Once in a while there is a cut in this price. The cut is a special and is offered for a few days only. The manufacturers of Sapolio do not let any infringement of the rule pass unnoticed but take immediate action towards having the cutting stopped, and they have always restrained it.

The habitual cutter soon finds that he cannot buy this Sapolio openly through any jobber. He is forced to secure his goods in indirect ways. This makes his Sapolio cost him more money than it would otherwise. He, therefore, sells his Sapolio as a rule at 10 cents straight, 3 cakes for a quarter, and the cutting is only occasional.

If the manufacturers of Sapolio did not give the care and attention to protecting the price of their goods the price of Sapolio in San Francisco would be generally 4 cakes for 25 cents and the cutters would be offering it at 5 cents as a leader.

A Schilling Example.

There are people who say: "Why even A. Schilling & Co. cannot maintain prices on their goods. We hear about cuts on Schilling's goods every once in a while."

Here is another instance in which the critic proves the weakness of his own cause.

The selling price of Schilling's goods is maintained.

The fact that the selling price of their goods is maintained is best proven by the fact that when a cut is made every one notices it and immediate action is taken to repress the cutting, and it is repressed.

Both these manufacturers maintain their prices without regard to the cooperation of the retail grocery trade.

They are conferring a great gift upon the grocery trade. They are doing it, however, as a matter of business policy because they know that when the grocery trade is assured a profit on any particular article, they are glad to sell it and as soon as the goods are generally cut and there is no profit on them, that the trade immediately begins to look for a substitute to put in their place.

A Flour Example.

Those manufacturers who do not think that it pays to maintain a fair selling price on their goods should study the success of the Grobe Mills.

They invested $350,000 in a great milling plant in San Francisco before they had 10 cents worth of trade in the market of Northern California. They made this enormous investment because they were certain that a policy that would insure the retail grocery trade a fair profit on goods of the first quality would win out and secure them business.

Because they could guarantee the grocery trade that their goods were not to be cut and because they "money backed" these goods and authorized the retail dealer to tell his customers that if the flour was not satisfactory they could bring it back without paying for what they had used, the grocers were not only willing to sell their goods, but push them in preference to those that did not pay a profit.

As a consequence, the Globe Mills in a very few months have taken a leading place among the mills of Northern California.

The flour has the largest sale of any flour in Alameda, Berkeley and Oakland. Practically every leading grocer of those cities recommends and sells "A-1" flour. In San Francisco alone, there are about 500 retail grocers who are recommending "A-1" flour to their trade in preference to every other flour. They are doing this because they get a profit on "A-1" which is denied them by the other mills.

A SQUARE DEAL.

(Continued from Page 5.)

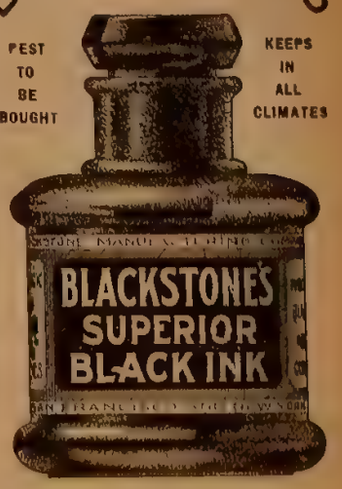
their policy to comply with what the retail grocers desire when they find the retail grocers are in earnest. Until they find this is necessary it is usually the rule for them to declare that the associations are of no account and that the officers of the association are either foolish or dishonest and that sometimes they are both. This has happened more than once and will unquestionably happen again. Invariably when they have decided to make use of the association instead of opposing it, they admit the honesty of the association and the officers.

I call attention to this now so that the retail trade may know what to expect. Every act of this office will be taken only after careful consideration and due conference with the men to whom the grocers give the responsibility for the direction of their organization.

BLACKSTONE'S INKS

PEST TO BE BOUGHT

KEEPS IN ALL CLIMATES



Blackstone Manufacturing Co.
(Incorporated)
MANUFACTURERS OF
WRITING FLUIDS,
Mucilage, Shoe Polish, Shoe Paste, Shoe Dressing and Liquid Glue.
Office and Factory,
1960 Howard St. San Francisco
Telephone Capp 1111.

Leslie Quality

All Salt is cheap, but much Salt is contaminated and therefore not fit to be taken into the human system.

LESLIE

STERILIZED SALT

is Pure and Wholesome.

YOU CAN SELL



OUR PET BRAND EVAPORATED CREAM

with a fair profit and at a popular price.

At the same time you have the satisfaction of supplying your trade with an article far superior to any brand which does not bear this

Top Label



It goes much farther and is more skilfully prepared.

Helvetia Milk Condensing Co.

HIGHLAND, ILL.

San Francisco Office, 3 California St.

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Each of these departments in this Price List is checked up and corrected every week by two or more reliable authorities on values. More than thirty wholesale houses co-operate with us to secure for our List the greatest accuracy possible.

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COLUMN 1.
Department 1.

COFFEE, CHICORY, ETC.

Green Coffee.

Mocha, Genuine Arabian	23	25
No. 2	17	18
No. 3	16	
Kona (Hawaiian)	10	13
Mexican	12	13
Java, common	15	18
Java, brown plantation	20	25
Caracol, prime washed	13	16
Caracol, ordinary	13	14
Guatemala	11	17
Costa Rica	12½	16
Salvador	10¾	12

Roast Coffee.

Salvador	13 20
Costa Rica	16 20
Java	24 31
Mocha Aden	27 31
Prme W shd. G. A. Blends	19 24
Good C. A. Blends	13 20
Ordinary Blends	12 18

Private Brands.

Royal Java Roast	18
Lion, 100-lb	14.97
Arbuckle's, 100-lb	14.87
Arab, 1-lb tin	.15
Hill's Bros, Arabian Roast	.27
"M.J.B.," 60 1's in case	.28
"M.J.B.," 30 2 s in case	.27
"M.J.B.," 20 3 s in case	.25

Schilling's Best Coffee.

	Tins: 30-lb price	60-lb case ¼ off	
	1-lb	1lb	2lb 3lb
	cartons	tins	tins tins
5-star	36¼	39¼	38¼ 38
4-star	29½	32¼	31¼ 31
3-star	25¾	28¼	27¼ 27½
3-star Laquered (3-lb. tins only)			27½
2-star	22¼	25¼	24½ 24
1-star	18¾	21¾	20¾ 20½

Cartons only in 25, 50 or 100 lb cases can be assorted as required.

The Porto Rico Co.

Ponce de Leon, sealed cans only. 1-lb 30, 2-lb 29, 3-lb	28½
Cream of Moca, 1-lb. cartons	25
La Gloria de Porto Rico in bulk	26

Ground Coffee.

Hill's Bros. Arabian Roast	27
Cafe des Gourmands	20
Mexomoka	15

Chicory.

California	6
Belgian	7
German, Genuine	8

Coffee Extracts.

Bulk, per lb	07
Vienna, ¼'s, 10-lb bx	25
Vienna, 1's, 10-lb. bx	35
Ackermann's, ½-gross bxs., gross	4 00

COLUMN 2.
Department 2.

TEAS.

Japan.

(Pandred, Sundried or Basket-fired.)		
Extra Fancy	56	74
Fancy	44	55
Extra Choicest	39	43
Choicest	34	38
Fine	24	33
Fair	22	24

Green China.

(Gunpowder, Imperial or Young Hyson.)		
Extra Fancy	55	76
Fancy	33	46
Choicest	25	27
Extra Choice	23	24
Fine	25	31
Fair	20	26

English Breakfast.

Extra Fancy	67	80
Fancy	51	66
Choicest	35	50
Choice	24	30
Fine	20	22
Fair	15	20

Oolong.

Extra Fancy	53	$1.50
Fancy	50	57
Extra Choice	36	43
Choicest	33	35
Fine	27	32
Fair	22	26

Ceylon and India

Broken Orange Pekoe	34	65
Broken Pekoe	33	54
Orange Pekoe	31	53
Pekoe	27	46
Pekoe Souchong	24	39

Schilling's Best Teas.

(Packed only in 16, 13, 8 and 6-oz. Cartons. Never in bulk.)

Japan, per lb	45
do, 1 crn., 90c; 2 crn.	$1.80
English Breakfast	45
do, 1 crn., 90c; 2 crn.	$1.80
Ceylon	45
do, 1 crn., 90c; 2 crn.	$1.80
Oolong	52½
do, 1crn., 1.05; 2 crn	2.10

TREE TEA

(Pride of Japan, etc.)

Packed in 1 lb and ½ lb. cartons

Japan	37½
E. B. Congou	37½
Oolong	50
Gunpowder	45
Ceylon	40

COLUMN 3.
Department 3.

SUGAR AND SYRUPS.

The Western Sugar Refining Company quotes net cash prices as follows. Barrels are an advance of 10c, half barrels, 25c, boxes, 50c, 50-lb. bags, 10c.

Dry Granulated, 100-lb. sk	5 30
Fruit Granulated	5 30
Confectioners' A	5 30
Cube	5 55
Crushed	5 55
Fine Crushed	5 40
Candy Granulated	4 90
Magnolia A	4 80
Extra C	4 70
Golden C	4 60
Beet D. G.	4 80
Bar Sugar, bbls.	
¼ cent off for prompt cash	
Do. ½-bbls	7 05
Do. 40-lb. tins	8 80
Do. 30-lb tins	8 80
Do. 30 lb boxes	7 45
Domino, 5-lb. cartons, 24 to cs	8 30

SYRUPS.

Saratoga Drips (Long's)	gal	Gal
50-gal bbls.		$ 50
30 gal. bbls.		52
17 gal bbls		55
5 gal jackets		2 20
4¼ gal jackets		2 60
2 gal kits		1 25
1¼ gal. kits		90
1 gal tins		70

Pac. Coast Syrup Co.

Tea Garden Drips—	Case
12, 1 gal. tins	8.10
20, ½ gal. tins	7.70
24, ¼ gal tins	5.24

Orange Blossom Drips.

6 1 gal. tins	per case	$2 40
12 ½ gal	"	2 60
24 quart	"	2 70
36 2-lb	"	2 85
50-gal bbls		22
28-gal ½-bbls		25

Molasses.

New Orleans

Genuine Light, about 70 gals bbls.	50
Genuine Light, 30 gal ½ bbls	52
Genuine Light, 15 gal ¼ bbl	55
Genuine Light, 5 gal kegs	65
	Gal
Pelican, 12 1 gal tins	2 70
Pelican, 20, ½ gal tins	2 50
Pelican, 24, ¼ gal tins	2 30

COLUMN 4.

Maple Syrup.

Woodlawn (Long's)	case	Case
Gal cans, 10 to cs		$11 00
Gal. cans, 6 to cs		6 60
½ gal cans, 12 to cs		7 14
¼ gal cans, 24 to cs		8 10
10 gal jackets, each		10 15
5 gal jackets, each		5 11
4½ gal jackets, each		4 63
Qts., glass, 12 in cs		4 60
Pts., glass, 24 in cs		4 90

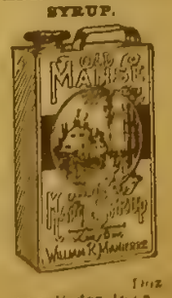
Pac. Coast Syrup Co.

Toboggan	Doz.
½ gal. tins, 2 doz to cs	2 25
¼ gal tins, 2 doz to cs	4.05
⅛ gal. tins, 20 to cs	7 20
1 gal. tins, 12 to cs	13.20

"OLD MANSE"

—Absolutely Pure—

CANADIAN SAP MAPLE SYRUP.



	Doz	Price
1 gal cans ⅓ doz. in cs		$1.00
½ gal. cans, 1 doz. in cs.		.60
¼ gal cans, 2 doz in cs		1.25
⅛ gal cans, 4 doz in cs.		2.00
Qt. bottles, 1 doz. in cs		1.20
Pt. bottles, 2 doz. in cs		2.00
Decanters, 1 doz. in cs.		2.75
6½ gal Jackets, per gal		1.10
Kegs, 10 gal		10.00
Kegs, 5 gal		5.50

On each package we offer to forfeit $1,000.00 if found short in measurement, or containing any impurities

Maple Sugar.

Vermont, pea pure, abt 20 1-lb bricks, per lb	17
Vermont, pea pure, abt. 20 2-lb bricks per lb	15½
Log Cabin, in 1 ⅓ and ¼-lb bricks assorted in 25-lb pails per lb	15
Sugar, in 1, ½ and ¼ lb bricks, assrtd, per lb	14

COLUMN 5.
Department 4.

DRIED FRUITS NUTS AND HONEY.

(Add ¼c for 50-lb boxes and ½c for 25-lb. boxes.)

Apples.

Sundried, sacks	5
Evap, fancy 50 lb bxs.	8½
Evap, ex choice, 50 lb bx.	8
Evap, choice 50-lb bx.	7½

Apricots.

	1905 Crop
Choice Sacks	8
Fancy Sacks	9½
Fancy, 25 lb boxes	10

Blackberries.

In boxes, per lb	13

Cherries.

Pitted, in boxes, per lb	20
Unpitted, in boxes, per lb	11

Currants.

In bbls (tubs 6¾)	6½
In mats, 50-lb	7
Reclaimed in bbls	7
Reclaimed 25 lb boxes	7½
Reclaimed 50-lb boxes	7½
Reclaimed 1-lb carts	8¼
Reclaimed 12 oz. carts	6¾

Dates.

Hard 14-lb, per lb (70-lb 7)	8
Persian, 65-lb case	6½

Figs (California)

Black, sacks	4½	5
Black, 25 lb boxes, per bx	1 20	1 40
White, bags	4½	5
White, 10 lb bx, per bx	60	
White, 10 1-lb bxs, pr bx	65	75

Figs (Imp. Smyrna.)

Fancy, 10 lb bx, per lb	13
Choice, 5-lb bx, per lb	16

Nectarines.

White	8½
Red	8

Peaches.

Choice in sacks	9
Ex choice, in sacks	10
Fancy, in sacks	11

Pears.

Choice, ¼'s, in sacks	10
Ex choice, ⅛'s, in sacks	11
Fancy, ⅛'s, in sacks	12

Plums.

Unpitted	8
Pitted, bleached	9
Pitted, black	7

COLUMN 6.

Prunes.

	Sks.
30s-40s	7
40s-50s	6½
50s-60s	4¼
60s-70s	3¾
70s-80s	2¾
80s-90s	2½
90s-100s	2

Raisins.

	Box	½'s	¼'s	50 lb
6 Cr. Layers	3 25	—	—	—
5 Cr. Layers	2.75	—	—	—
4 Cr. Layers	2.25	—	—	—
3 Cr. Layers	1.25	—	—	—
2 Cr. Layers	1.15	—	—	—
4 Cr. Loose	—	—	—	05¾
3 Cr. Loose	—	—	—	05¼
2 Cr. Loose	—	—	—	04¾

Thompson Seedless, blchd, 50-lb boxes 11

Sultana Seedless, blchd, 48 1's, per lb. 8

Seedless Muscatels, 50-lb cases 4

Seeded, 1-lb cart. 7½

Seeded, 12-oz. cart. 5¾

NUTS.

Almonds, fancy, I. X. L.	none
Almonds, choice, soft shell, Drake	16
Almonds, shelled, No. 1	14
Almonds, shelled, No. 2	32-35
Almonds, shelled, Jordan, Imp	27-30
Almonds, Jordan, Dom.	.58
Brazils, 210-lb sks, new	.37½
Chestnuts, Cal. Italian	.12
Cocoanuts, $4 100	.09
Filberts, 175-lb sk	4.50
Peanuts, Japanese, hand picked	.11
Peanuts, roasted	.05½
Pecan, polished	.08
Pine	.14
Walnuts, hard shell	.15
Walnuts, sft shll, No. 2	10½
Walnuts, sft shll, No. 1	.13½
	.14½

COLUMN 7.

HONEY.

Water White, 2 5's, lb.	.07
Light Amber, 2 5's, lb.	.06
Lt. Amber, 10 1 gal tins, gal	.75
Lt. Amber, 20 ½ gal tins, gal	1.00
Lt. Amber 2-lb tins, doz.	2.60
Lt. Amber, 16-oz. bots, doz.	1.35
Comb, 1-lb glass jars, doz.	1.75
Comb, 2-lb glass jars, doz.	2.90

Pine Apples.

	Per Doz.
2 lb., fancy sliced, E. & C., 2 doz. in case	2 50
2 lb. grated, 2 doz in case.	2 25
2 lb. shredded, 2 doz. in case Hawaiian	1 65

Johnson's—Columbia.

2 lb. sliced, 2 doz. in case.	2 30
2 lb. grated, 2 doz, in case.	2 30
1 lb. sliced, 4 doz. in case.	1 15
1 lb. grated, 4 doz. in case.	1 15
gal., coreless, 4¼ lb. to tin, ½ doz. in case, per lb.	16
gal., grated, 7 lb. to tins, ½ doz. in case, per lb.	13
2 lb., sliced, Baltimore, 2 doz. case	2 25
2 lbs., grated, Baltimore, 2 doz case	2 25
1 lb., cocktail, Baltimore ovals, 4 doz. case	1 25
2 lb., sliced, Singapore, 4 doz case	1 75
3 lb., sliced, Singapore, 2 doz. case	2 40

Royal Hawaiian,
2-lb grated, 2 doz. case 1 80
2-lb sliced, flats, 2 doz. case 2 00
Tall, 2-lb sliced, 2 doz. case. . 2 00

COLUMN 8.

Department 5.

JELLIES, JAMS, ETC.

Griffin Extra Preserves.

Raspberry, strawberry, blackberry currant, loganberry, per doz. . . . $2.00

Cherry, per doz. $2.00

Less 10 per cent in 5-case lots.

Apricot, Damson, Fig, Gooseberry, Gage, Peach, Plum, Quince, per doz. $1.80

Orange Marmalade. $1.75

Long's Preserves.

Strawberries, Raspberries, Blackberries, Loganberries, Cherries, Pineapples, Pears, Figs, in 20-oz. glass jars, 2 doz. in cs., per doz. $3 50

Apricot, Plum, Quince, Orange, Peach, in 20-oz. glass jars, 2 doz. in cs., per doz. 3 20

Asstd, 2 doz. in cs., per doz. . . 3 30

JAMS.

Curtice Bros. Co., Rochester, N. Y.

In 16 oz. Glass Jars.

Strawberry, raspberry, raspberry and currant, red cherry, white cherry, apricot, black currant, red currant, quince (sliced), peach (sliced), pear (sliced), blackberry, gooseberry, grape, green gage, egg plum, damson, pineapple marmalade, tomato marmalade, orange marmalade, per dozen, $1.95.

All above packed in cases of 2 dozen each.

COLUMN 9.

Long's Peerless Jams.

Strawberry, Raspberry, Blackberry, etc., in 16-oz. glass jars, 2 doz. in cs., per doz. . 2 00

Long's Pure Currant Jelly.

Tumblers, 2 doz. in cs., doz. . 2 00
30-lb. kits, per kit 3 00
15-lb. kits, per kit. 1 75

Marmalades.

Orange (Dundee) 48-1's, doz. 2 75

COLUMN 10.

Apple Butter.

Heinz, 2's, 2 doz. in cs, doz. . $2 25
Heinz, 3-lb stone crocks, doz. . 4 25
Heinz, 4½-lb stone crocks, dz. . 6 50
Heinz, 18-lb. stone crocks, lb. . 1

Peach Butter.

Heinz 4½-lb stone crocks, doz. 9 00
Heinz, 18-lb. stone crocks, lb 1

Maraschino Cherries.

Long's, qts, 12 to cs, per cs. . 6 50
Long's, pts., 24 to cs., per cs. . 7 50

FRUIT	JELLIES 2 lb. Extra	2 lb. Stand.	1 lb. Extra	Tumblers	Ex. Lunch 1 lb Glass	JAMS 2 lb. Extra	2 lb. Stand.	1 lb. Extra	Tumblers	Ex. Lunch 16 oz. G's Preserves
Apple	1 55	1 35	1 00	90	1 75					
Apricot	1 55	1 35	1 00	90		1 60	1 35	90	90	1 80
Assorted	1 55	1 35	1 00	90	1 75	1 60	1 35	95	90	1 80
Assorted No. 2					1 75				95	1 80
Blackberry	1 55	1 35	1 00	90	1 75	1 85	1 60	95	90	1 80
Cherry										1 80
Crabapple	1 55	1 35	1 00	90	1 75					
Currant	1 75	1 50	1 10	90	1 90	1 85	1 60	95	90	1 80
Damson					1 75					1 80
Fig						1 60				1 80
Gooseberry	1 55	1 35	1 00	90	1 75			95	90	1 80
Grape (Catawba)					1 75					
Green Gage										1 80
Lemon	1 55	1 35	1 00	90						
Loganberry					1 75					1 80
Orange Marmalade		1 35	1 00	90		1 60		90	90	1 75
Peach	1 55	1 35	1 00	90		1 60	1 35	90	90	1 80
Plum	1 55	1 35	1 00	90	1 75	1 60	1 35	90	90	1 80
Quince	1 55	1 35	1 00	90	1 75	1 60	1 35	90	90	1 80
Raspberry	1 55	1 35	1 00	90	1 75	1 85	1 60	95	95	1 80
Strawberry	1 55	1 35	1 00	90	1 75	1 85	1 60	95	95	1 8

CANNED VEGETABLES.

Asparagus "Griffin Extras" Mammoth	$
Large White	
Medium White	
White Tips	
Artichokes, 2½'s	3 00
Beans, Stringless "Extras"	1 40
Beans, Blue Lake	1 30
" " " gal	4 50
Beans, String, 2-lb	.75
Beans, String, gal	3.50
Beans, Lima, Soaked	1.00
Beans, French, Kidney, 2-lb.	1.15
Beans, French Red Kidney, 2-lb. "Joan of Arc" Brand, p.dz. 1 case free with 10.	1.15
Pancy Eastern	1.85
Corn, Smith's Hulled, 2 doz. in case, per doz.	1.20
Hominy, Great Western, 3 lb	1.20
Corn, 2-lb, Western	.95
Corn, 2-lb, Maine	1.35
Dunbar's Okra, 2½-lb	1.70
Petit Pois, Griffin extra	1.50
Peas, Griffin extra sifted	1.25
Peas, Standard sifted	1.10
Peas, Standard Marrowfat	.95
Pumpkin, 3-lb.	1.37½
Spinach, 2½	1.75
Succotash, fancy, tins	1.40

Tomatoes.

	doz.
3's, Griffin's Ex. Solid Pack.	$1.10
3's, Griffin's Ex., with peppers	1.15
2½'s, Cutting's Solid Pack	.90
2½'s, Cutting's Solid Pack, with peppers	.95
2½'s, Cutting's Standard	.72½
Gallon, Standard	2.25
Gallon, Solid Pack	2.75
Gallon, Puree	2.35

P. F. Rathjens
PORK PACKER

1311-1315 Pacific Street.

Sausages.

Garlick Frankfurter	10
Bologna	10
Blood and Liver	9
Tongue and Headcheese	—
Choice California Ham	12
Extra Light Bacon	15½
Medium Light Bacon	12½

Boiled Hams.

Kingan	20
Eastern	19
California	17

Mettwurst.

Extra Home Made..20, 22½, 25

LARD.

50 lb. tins	9
20 lb. tins	9¾
10 lb. tins	10
5 lb. tins	10
3 lb. tins	10
1 lb. cups	11

Department 6.

CANNED FRUITS AND CANNED VEGETABLES.

2 lb. Extras	2½ lb. Extras	2½ lb. Extra Standards	2½ lb. Standards	2½ Second	2½ Water	2½ Pie	KIND	Gallons Extras 3 lb. Grade	Gallons Extras 2½ lb. Grade	Gallons Extra Standard	Gallon Standard	Gallon Water	Gallon Pie
2 25	1 65	1 40	1 30	1 15	1 05	1 05	Apples			4 00	3 50		2 65
2 50		1 35	1 25	1 10	1 00	1 00	Apricots	5 75	5 00	4 50		2 75	2 40
							" peeled						
							" sliced						
							Assorted						
2 25	1 70	1 45	1 35	1 20			Blackberries			4 25	4 00	3 75	3 40
	2 20	1 90	1 75				Cherries (Royal Anne)						
	2 10	1 75	1 60				Cherries (White)						3 65
2 80	1 90	1 75	1 60				Cherries (Black)			5 25	4 60		3 65
2 00	1 35	1 20	1 10	95	90	90	Grapes (White Muscat)			3 50	3 10	2 50	2 25
	1 60		1 25	1 10			Nectarines						
2 65							Peaches (Yellow)	6 50	5 25	4 60	4 25		
2 75							Peaches (Lemon Cling)	7 75	7 00		5 00		
2 75				1 40			Peaches (Lemon Cling Sliced)	7 75	7 00	5 75	5 00		
							Peaches (White Heath)			5 25	4 75		
2 65			1 55				Peaches (White Heath Sliced)						
2 75	2 00	1 70	1 60	1 35		1 00 1 05 pld	Pears (Bartlett)	7 00	6 25	5 25	4 75	3 75	2 40 pld 2 15 unpl
2 10	1 45	1 20	1 10	95	90	90	Plums (Green Gage)	5 00	4 25	3 50	3 25	2 55	2 30
2 10	1 45	1 20	1 10	95	90	90	Plums (Egg)	5 00	4 25	3 50	3 25	2 55	2 30
2 10	1 45	1 20	1 10	95	90	90	Plums (Gold Drop)	5 00	4 25	3 50	3 25	2 55	2 30
2 15	1 50	1 25	1 15	1 05	95	95	Plums (Damson)						
	2 60	2 35	2 10	1 95			Raspberries						
	2 10	1 85	1 70	1 45			Strawberries						

Department 7.

PROVISIONS.

Hams.

Eastern Standard, 17/19	.13½
Eastern Standard, 15/16	.13½
Eastern Standard, 12/14	.13¾
Eastern Standard, 10/12	.14
Eastern Fancy	10-12 .14½
Local cure, all averages	.12¾ .13¼
Picnic Hams	.8¼

Boiled Hams.

Skin on	.17½
Skin off	.19½

Breakfast Bacon.

Eastern Standard, 6/8	.16½
Eastern Standard, 8/10	.15½
Eastern Standard, 10/12	.15
Eastern Fancy	.18¼
Local cure	14 .16

English Cured Bacon.

Eastern cure, 8-10	.14½
Eastern cure, 10/12	.13½

Dry Salt Bacon.

Clear medium Bacon	.10½
Clear light medium	.10½
Clear Lt. med. select	.11
Light Belly	.13½
Extra light Belly	.14
Bacon Backs	.10¼
Bacon Bellies	.12½

Dry Salt Meats.

Sides	.10¼
Bellies	.11
Backs	.10
Fat Backs	.10

Barreled Pork.

	Bbls.	½-bbls.
Spare Ribs	$	
Family Pork	14.50	7.50
Clear Pork	19.00	9.75
Pig Pork	22.50	11.50

Barreled Beef.

Mess Beef	11.50	6.00
Extra Mess Beef	11.50	6.00
Family Beef	11.50	6.00
Extra Family Beef	12.00	6.25
Beef Tongues	25.00	13.00

Pig's Feet.

Tierces, about 300 lb.	$18.00
Barrels, about 200 lbs.	13.50
½ barrels, about 80 lbs.	5.00
Kegs, about 25 lbs.	2.10
Kits, about 15 lbs.	1.25

Honey Comb Tripe.

Tierces, about 300 lbs.	$17.00
Barrels, about 200 lbs	13.00
½ barrel, about 80 lbs.	5.00
Kegs, about 25 lbs.	2.10
Kits, about 15 lbs.	1.25

Sausages.

	Per lb.
Braunschweiger	17
Italian Salami	23
D'Arles	22
Mortadella	24
Bologna	8½
Frankfurters	8½
Garlic Sausage	9
Liver Sausage	8½
Pork Sausage	8½
Head Cheese	8½
Tongue Sausage	8½

Pure Leaf Lard.

Tierces, about 350 lbs net.	9¼
½-bbls. about 100 lbs net.	9¼
80-lb. Wood Tubs, 80-lbs. net.	9⅜
60-lb. Wood Tubs, 60 lbs. net.	9⅜
20-lb. Wood Pails, 20-lbs. net.	9⅜
50-lb. Cans, 1 to a case.	9½
20-lb. Cans, 4 to a case.	9⅝
10-lb Cans, 6 to a case.	10
5-lb. Cans, 12 to a case.	10¼
3-lb. Cans, 20 to a case.	10¼

Compound Lard.

Tierces, about 350 lbs. net.	5¼
½-bbls., about 100 lbs. net.	5¾
80-lb. Wood Tubs, 80 lbs. net	5⅝
60-lb. Wood Tubs, 60 lbs. net	5¾
20-lb. Wood Tubs, 20 lbs. net	6¼
50-lb. cans, 1 to a case.	5¾
50-lb. cans, 2 to a case.	5¾
20-lb. cans, 4 to a case.	5⅞
10-lb. cans, 6 to a case.	6¼
5-lb. cans, 12 to a case.	6⅝
3-lb. cans, 20 to a case.	6½

ANCHOR PACKING CO.

140 Eighth St., S. F., Cal.
PORK PACKERS AND PROVISION DEALERS.

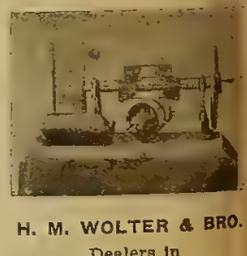
Boilers of Kingan and Anchor Hams.

SAUSAGES, COOKED MEATS, TONGUE

Hams, Kingan, boneless boiled	20c
Anchor, "	19c
Bacon (special)	16c
Lard, 55	9¾c
" 20	10c
" 10	10c
" 5	10¼c
" 3	10⅝c

Please note that our hams are all hand tied.

Scientifically Cooked
Flavor Unexcelled



H. M. WOLTER & BRO.

Dealers in
...Boneless Boiled Hams...
Leading Grocers and Delicatessen men Pronounce Them The Best

103 12th St. Tel., Mint 1760

KINGAN 20
CUDAHY "REX" 19

HEINEMAN & STERN
916 Larkin Street

Garlic Sausage,	Lbs.	
Ring	"	
Bologna	"	
Frankfurter	"	
Rollada	"	
Smoked Beef	"	
Pickled Meat	"	
Headcheese	"	
Tongues	Doz.	
Dried Beef	Lbs.	
Smoked Mutton,	"	

Prices quoted on application by telephone or letter

COLUMN 11. COLUMN 12.

Department 8
CANNED MEATS

ALL PRICES ARE PER DOZEN	No. ¼ Tins 4 Doz. in Case	No. ½ 2 Doz. Tins in Case	No. 1 Tins 2 Doz. in Case	No. 2 Tins, 1 or 2 Doz in Case	No. 6 Tins 1 Doz. in Case	½ Doz. in Case No. 14 Tins	No. 1 Tins 1 Doz. in Case
Corned Beef			1 30	2 30	8 25	18 25	
Roast Beef			1 30	2 30	8 25		
Roast Ribs of Beef, Boneless			1 40	2 50			
Roast Mutton				2 70			
Brisket Beef			1 40	2 50			
Boiled Beef			1 35	2 40	8 25		
Chipped Beef		1 20	2 10		15 50		
Sliced Beef, in tins		1 40	2 50				
Sliced Beef, in glass		1 45	2 75				2 75
Brawn			1 40	2 45	8 25		
Compressed Ham			1 50	2 75			
Lunch Tongue		1 90	3 25	6 50			
Lambs Tongue		1 70	2 95				
Sliced Ham			3 70	6 40			2 80
Sliced Bacon							
Sliced Bacon in Glass							
Deviled Ham	40	80					
Potted Ham	40	80					
Potted Ox Tongue	40	80					
Potted Chicken	90	1 60					
Potted Turkey	90	1 60					
Deviled Chicken	90	1 60					
Deviled Turkey	90	1 60					
Boneless Chicken		3 40	5 55				
Boneless Turkey		3 40	5 55				
Veal Loaf		1 10	2 10				
Ham Loaf		1 10	2 10				
Beef Loaf		1 10	2 10				
Chicken Loaf		1 60	2 75				
Chicken Pate and Ham		1 10					
Chili Con-Carne			1 40				
Beefsteak and Onions			1 60				
Hamburger Steak with Onions		1 95	2 00				
Frankfurter Bratwurst			2 00				
Sweetbreads			2 40				
Vienna Sausage		90	1 55				
Oxford Sausage			2 45				
Bologna Sausage			2 25				
Vienna Sausage and Kraut			1 20				
Corned Beef Hash		1 10	1 50				
Lunch Sausage		90		No 1½	No 2	No 2½	No. 3
Ox Tongue, whole				6 50	7 50	9 50	12 00
Minced Collops				2 45			
Tripe				1 75			
Pork Sausage		1 05		2 50			
Stewed Kidneys			90	1 40			1 85
Pork and Beans, Plain			95	1 45			1 90
Pork and Beans, with tom. sa'e							

Department 9.

FISH AND CHEESE.

Russian Caviar.

	Per doz
1-lb cans, 2 doz in case	$13 00
½-lb cans, 2 doz in case	6 75
¼-lb cans, 5 doz in case	3 65
⅛-lb cans, 6 doz in case	2 10
White Label Brand	8.50

CHEESE.

Foreign and Domestic.

	old	new
New York State Factory	none	14½
Cheddars, June make		
Twins, " "		15
Calif. State factory flats	11	12½
Calif. State factory Young Americans	12½	13½
Limburger, Eastern, ₩ lb	14½	15
Swiss, imported, ₩ lb		25
Roquefort, ₩ lb		38
Gouda, ₩ lb		27
Pineapples, Eastern, 6 in cs, ₩ case		$3 35
Pineapple, Eastern, 6 in cs, small		2.35
Holland or Edam, medium, plain, per doz	$ 8.50	9.00
Holland or Edam, medium, in bladders, per doz	9.50	10 50
Holland or Edam, large, plain, per doz	9.50	10.00
Holland or Edam, large, in bladders, per doz	10.50	11.50

Fancy.

Camembert Brie, Roquefort, and Gorgonzola, jars	3 00
Parmesan C & B, sml bot, doz.	3.00
Parmesan C & B, lge bot, doz.	5.00

Bayle's.

	Small ½-lb	1-lb	2½-lb	5-lb
Deviled Cheese	$1 00	$2 25	$4 00	$ 500	$9.00
After Dinner Cheese	$1.00	2.40	4.00	4 50	7.50
Roquefort Cheese	$1.00	2.40	4.00	4 50	7.50

SALT FISH.

Pacific Codfish.

Bndles, 50 lbs each, per lb	5½
Cs. selected, 100 lbs ea, pr lb	7½
Boneless, 30-lb boxes, per lb	7
Boneless Strips, 40lb bxs, pr lb	7½
Boneless Blocks, 40lb bxs, p lb	7
Boneless Tablets, 36 bxs, pr lb	8
Boneless Middles, 60 bxs, pr lb	10
Boneless Middles, extra, 60-lb boxes, per lb	10½

Eastern Codfish.

Gen Georges, 3 fish to cs	$10.00
Gen. Georges, 12 fish to cs	9.00
Geo. Cur. Cod, 16, 18 fish to case	8 50
Geo. Cur. Cod, 40 fish to cs	8 00
Gen. Geo. Middles, 60 fish.	13½
Gen. Geo. Tablets, 36 fish.	11½
Gen. Geo. Blocks, 40 fish..	11½

Shredded Codfish.

Codfish, Beardsley's shredded, 2 doz. in case 1.00

Norwegian Mackerel.

Bloater, 200-lb. bbl., 120-130 fish	48.00
Bloater, 100-lb. ½ bbl., 60-65 fish	25.00
No. 1, 200-lb. bbl., 150-160 fish	35.00
No. 1, 100-lb. ½ bbl., 75-80 fish	18.00
No. 2, 200-lb. bbl., 220-240 fish	30.00
No. 2, 100-lb. ½ bbl., 110-120 fish	16.00
No. 3, 200-lb. bbl., 300-350 fish	26.00
No. 3, 100-lb. ½ bbl., 150- 175 fish	14.00

Irish Mackerel.

No. 1, 200-lb. bbl., 200-220 fish	none
No. 1, 80-lb. ½ bbl., 80-90 fish	none
No. 2, 200-lb. bbl., 325-350 fish	21.50
No. 2, 80-lb. ½ bbl., 130-140 fish	9.00
No. 2, 200-lb. bbl., 475-500 fish	20.50
No. 2, 80-lb. ½ bbl., 180-190 fish	9.00
No. 1, 10-lb kits, 15-16 fish	1.35
No. 2, 10-lb. kits, 20-22 fish	1.25

American Bloaters.

Shore Bloaters, 200-lb. bbl., 115-120 fish	27.00
Shore Bloaters, 80-lb. ½ bbl., 45-50 fish	11 50
Extra No. 1, 200-lb. bbl., 120-130 fish	26.00
Extra No. 1, 80-lb. ½ bbl., 50-55 fish	11.00
No. 1, 200-lb. bbl., 140-150 fish	none
No. 1, 80-lb. ½ bbl., 60-65 fish	none
No. 2, 200-lb. bbl., 130-140 fish	28.50
No. 2, 80-lb. ½ bbl., 55-60 fish	11.00
No. 2, 200-lb. bbl., 140-160 fish	none
No. 2, 80-lb. ½ bbl., 60-65 fish	none
No. 2, 200-lb. bbl., 160-180 fish	none
No. 2, 80-lb. ½ bbl., 70-80 fish	none
No. 2, 200-lb. bbl., 180-200 fish	none
No. 2, 80-lb. ½ bbl., 80-90 fish	none

In Kits.

Extra Mess, 7 to 8 fish, each	$2 00
No. 1, kits, 8-9 fish or 15-17 fish	1 50-1.85
No. 2, kits, 8-9 or 20-22 fish	1.25

Salmon.

King, bbls	$ 12 00
Oregon Silversides, bbls	9 00
Alaska Red, bbls	10 50
Alaska Red, ½-bbls, 100 lbs	6 00
Alaska Red, kits	1.00
Bellies, bbls	7 50 8 00
Bellies, ½-bbls, 100 lbs.	4 25 5 50
Tongues and Sounds, kits, 10lb	1 25
Tongues and Sounds, ½-bbls..	9 00

COLUMN 13. COLUMN 14. COLUMN 15.

New Herring.

Holland, ex. selctd mxd bbls.	$ 17 00
Holland, ex. selctd mxd ½-bbl	9.00
Holland, ex. selctd mxd, keg.	1 10
Holland, cheaper grade	80
Holland, cheap. gr., mxd, bbls	15 00
Holland, chp. gr., mxd, ½-bbl	8.00
Holland, ex. selct Milchner, bbl	none
Holland, ex. selct Milchner, ½-bbl	none
Holland, ex. selct Milchner, keg	none
Holland, cheaper grade	1.10
Holland, cheaper grade, bbls	17.00
Holland, cheaper grade, ½-bbl	9.00
Labrador Split, 100 fish	5 25
Labrador, round, 100 fish	4 75
Pacific, ½-bbl	2.25

SMOKED FISH.

Bloaters, Grim., 100 in box	$2.65
do. do. 50 in box	1.50
Bloaters, Cromarty	2.65
Yarmouth, 100 in box	
Halibut, chunks	15
Herring, in boxes, Eastern	20
Herring, in boxes, Washington	15
Herring, boneless, Beardsley's tins, doz	$1.50
Herring, boneless, Beardsley's small, doz	1.00
Herring, Beardsley's Boneless, vacuum tumblers, 2 doz. in case	1.95
Finnan Haddies	1.75
Moir's Selected Red Herrings, 100s	3.10
Moir's Selected Red Herrings, 50s	1.25
Salmon, per lb	10 20

POTTED FISH.

	Per doz
Potted Crab	$1.85
Kipper Paste	1.00
Anchovy and Bloater Paste, plain pots	2.30
Ditto, fancy pots	4.75
Yarmouth Bloater Paste	75
Ditto, fancy pots	4.75
Kippered Herrings	1 90
Kippered Herrings, Moirs	1.90

CANNED FISH.

	Doz.
Anchovies, in oil, 2 doz. ½ pts., in glass, doz	4.00
Anchovies 2 doz. ¼ pts., doz	3 00
Bloaters, Yarmouth C. & B. ..doz	4.50
Codfish Balls, 2-lb tins, per doz	2.25
Eels, Hamburg, in jelly, 1-lb tins	1 90
Eels, smoked, 1-lb, ₩ doz	2.40
Finnan Haddies, 2-lb oval	2.25
Finnan Haddies, 1-lb, round, ₩ doz	2.00
Sardelles, imported, 1-lb tins.	3.00
Sardelles, imported, in glass.	3 00
Sardelles, domestic, 1-lb glass	2.25
Sardelles, Ankera, ½ keg	3 00

Mackerel.

1-lb tins, 50 in a case.
2-lb tins, 2 doz. in a case.

Gold Label, 1-lb tins	1.50
P. & W., 2-lb soused	2.75
P. & W., 2-lb, mustard	2.75
P. & W., 2-lb, tomato	2.75
Underwood, 2-lb, soused	2.85
Underwood, 2-lb, tomato	2.85
Underwood, 2-,lb mustard	2.85
Los Angeles, 2-lb, soused	2.55
Los Angeles, 2-lb, tomato	2.55
Los Angeles, 2-lb, mustard	2.55
Mt. Desert, 2-lb, soused	2.25
Mt. Desert, 2-lb, tomato	2.25
Mt. Desert, 1-lb, soused	1.35
Blueback, 1-lb, fresh	1.10

"Sunset" Mackerel.

Soused, 18 oz. tins, 4 doz. in case, case	$6.50
Tomato, 18 oz. tins, 4 doz. in case, case	6.50
Mustard, 18 oz. tins, 4 doz. in case, case	6.50

1311-1315 Pacific Street.

Mackerel in Oil.

Bezler's	3.00	4.00
Lemarchand	5.00	7.00

Booth's Crescent Mackerel.



(Soused, Tomato and Mustard.)	
1's, 4 doz. to case, per doz	1 80
2's, 2 doz. to case	2 50

Salmon.

Alaska Red, 1lb tins, doz	1 10
Alaska Red, 2lb tins, doz.	1 90
Alaska Pink, 1lb tins, doz	90
Alaska Pink, 2lb tins, doz	1 60
Alaska Flats, 1lb tins, doz.	1 10
Oregon Red, 1lb tins, doz.	1 90
Oregon Red, 2lb tins, doz.	1 60
Oregon Pink, 1lb tins, doz	90
Oregon Pink, 2lb tins, doz.	1 60
Oregon Flats, 1lb tins, doz.	1 00 1 60
Columbia River, 1lb talls	1 90
Columbia River, 1lb flats	1.75

French Sardines.

¼s, according to quality and size of tin, p. cas	9.50	12.50
½s, according to quality and size of tin, p. case	19 00	30 00

American Sardines.

Packed 8 1-3 doz in a case.
¾s 50 tins in case.

American ⅛s in oil, per case	$3 50
American ¼s in oil, 5-case lots	3 35
American ¼s in oil, per doz	.50
American ¼s in mustard, doz.	.60
American ¼s in mustard, case	4 00
American ⅜s in mustard, doz.	.90
American ¾s in mustard, case	3 00

Sprats.

Piloto	6.75	7.00
Menhie	6.75	7.00

SHELL FISH.

Abalones.

4 doz in cs, with shells, cs. 5.00

Clams and Clam Juice.

	doz.
Doxsee Clams, 1-lb. tins	$1.65
Doxsee Clams, 2-lb. tins	2.65
Doxsee Clam Juice, 1-lb. tins	.90
Doxsee Clam Juice, 2-lb. tins	1.60
B & M Lunch Clams, flat tins	1.37½
Underwood Clams, 1-lb. tins	1.05
Underwood Clams, 2-lb. tins	1.60
P. & W. Clams, 1-lb. tins	1.00
P. & W. Clams, 2 lb. tins	1.50
Oxford Clams, 1-lb. tins	1.10
Oxford Clams, 2-lb. tins	1.50
P. & W. Clam Chowder	2.10
Burnham's Clam Bouillon, qts	00
Burnham's Clam Bouillon, pts	4 50
Burnham's Clam Bouillon, ½ pints	2.40

Lobsters.

	Doz.
1-lb. tins, 4 doz. in case.	
Red Jackets, flats	2.85
Deep Sea Pickles	2.40
Triumph Talls	2 10

Oysters.

Oysters, Selects, 12 oz.	$1.60
Oysters, Selects, 6 oz.	3.25
Oysters, Standard, 10 oz.	2.00
Oysters, Standard, 5 oz.	1.10
Oysters, Standard, 8 oz.	1.70
Oysters, Standard, 4 oz.	.90

Shrimps.

Shrimps, pickled, 1-lb. tins	$1.10
Shrimps in Tomato Sauce, 1-lb. flats	
Dunbar's Picnics, 4 doz in cs	1.25
Dunbar's 1½-lb., 2 doz in cs	2.25
Pickled Shrimps, 1-lb., 4 doz in case	1 20

Department 10.

LAUNDRY MATERIALS.

Ammonia.

GREER'S WASHING AMMONIA

First grade absolutely pure. 180 Beaume Strength.

Pints (2 doz. to case) $1 50 per doz.
Quarts (1 doz. to case) 2 75 " "
½ Gals (½ doz. to case) 4 25 " "

WASHING AMMONIA
Standard Grade.

Pts.,	2 doz. to case, per doz.	$ .70
Quarts, 2	" " " "	1 25

GREER'S TOILET AMMONIA
Lavender and Violet

Pints (2 doz to case) $2 50 per doz.



Parson's Household Ammonia

	per doz.
½ gals., 1 doz in case	$1 50
Quarts 1 doz	" 2 65
Pints, 2 doz	" 1 75
Dime size 3 doz in case, per case	2 00

Bluing.



Liquid Laundry Bluing.

Scott & Gilbert Co.
Mfgrs., 372 Davis St

	doz
SUNSET	
¼ pints, 3 doz case	40
½ pints, 3 doz case	60
Pints, 2 doz in case	70
Quarts, 2 doz cs.	1 45

Bluing, ball.

Mikado, ½s, 100-lb case, lb	20
Mikado, ¼s, 100 lb case, lb	22
Nuremberg, A, ½s, ₩ lb	23
Do A, D, ½s, ₩ lb	25
Do A, C, R, ½s, ₩ lb	21
Washerwoman, ½s, ₩ lb	12
Do ¼s, ₩ lb	14
German Ultramarine ½s ₩ lb.	12
Do ¼s, ₩ lb	14
Deschamp's French, 1's, ₩ lb	28
Do ½s, ₩ lb	20
Gold Medal, qt, ₩ doz	1 25
Do pt, ₩ doz	1 00
Do ½-pt, ₩ doz	75
Do ¼-pt, ₩ doz	65
Do China Label, qt, ₩ doz.	1.25
Greer's, 1 dz qts & doz	2 25
2's, 2 doz to cs	2 50
Do 1 doz. pts, ₩ doz	1 44
Do 2 doz ½ pts, ₩ doz	90
Pacific, 1 doz. qts, ₩ doz	1 10
do 2 doz. qts & doz	90
Do 2 doz. ½ pts, ₩ doz.	45

Borax.

20-Mule Team, powdered 1's, cs. of 2 doz	$2 25
20-Mule Team, powdered 12-oz. cs of 4 doz	3 60
20-Mule Team, powdered ½'s, cs. of 8 doz	3 84

(Less 5 per cent. in 5 case lots; 10 per cent. in 10 case lots).

Cartons, 1's, 2 doz. in box	.09
Lump, 25 lb. in box	.08
Powdered, 25 lb in box	.08½

Chloride of Lime.

Brookman's, 1's, ₩ lb	7½ 7½
Do ½'s, ₩ lb	8½ 9
Salte's Purity Brand, ex qual doz	.85

Lye.

Big Bonanza Lye

Case of 48-1 lb tins	3.30
5 case lots	3.25

Star Scrubbing Lye

48-½ lb tins, per case	1.75
5 case lots	1.70

Merry War, 4 doz in case	3.10
Merry Nickel, 4 doz to case	1.75
Eagle Lye, 4 doz. in case	3.60
Do 3-case lots	3.50
Do 5-case lots	3.40
Tomson's Red Seal, 4 dz. to cs	4.00
Do 5-lb, 12 5s to case	4.80
American, 4 doz in case	3.25
Do in 5-case lots	3.00
Babbitt's Lye, 4 doz in case	3.25
Do in 5-case lots	3.00



BANNER LYE

Cs., 4 doz.	$4.00
Cs., 2 doz.	2.00

SPECIAL FREE DEAL

LIMITED

Freight Paid to Country Points

5 Case lots, per case	$4 25
One additional case free	
Net cost	3 54
3 Case lots, per case	4.25
One additional case free	
Net Cost	3.54

Sal Soda.

California, sks	85 90
California, bbls	90 100

Department 11

STARCHES.

RIVERSIDE

Corn.



must be billed at 8c 10 lbs per lb 6½c

Gloss.

10 lbs per lb 6½c
16 lbs per lb 6½c
1 lbs per lb 6c

FREE! during June 1 case corn with 10 lb box order, must be billed at 8c. Straight

Corn Starch.

Log Cabin, 40 lb, per pkg	4
Liberty, 40 lb, per pkg	5½
Duryea's, 40 lb, per pkg	7¾
Sugaro, 5 box lots, pkg	5½
Sugaro, 40 lb	5½
Kingsford's, 40 lb, pkg	7¾
1 lb, Corn, 40 1, per pkg	6½
Lily Corn, 5 box lots	5½
Lily Corn, 20 1s, per pkg	5½
Lenox Club, 40 1s, per pkg	5½
Bronx City, 5-box lots, pkg	5½
None such, 40 1s, per pkg	6½

Laundry Starch.

Elastic Starch, 64/1's, per box	5 00
Celluloid, 64/1's, per box	5 00
Best Gloss, 48/1's, per lb	6½
Liberty Gloss, 48/1's, per lb	6½
Liberty Gloss, 16/1's, per lb	6½
Best, 12/6's, per lb	6½
Standard, bulk 40-lb boxes	3½
Sugaro Gloss, 48/1's	6½
Sugaro Gloss, 6's	6½
Gloss Gloss, 3's, 16 in box	6½
Kingsford's 8 O. 1's, 40-lb bx	8½
Kingsford's 8 O 6's, 12 in crate	8½
Kingsford's Pure, 1's 40-lb bxs	7½
Duryea's 8. O., 1's, 40-lb bxs	8
Duryea's 8 O 6's, 12 in crate	8½
Duryea's Superior, 1's, 40-lb bx	7½
Niagara Gloss, 1's, 40 lb bxs	6½
Niagara Gloss, 6's 12 in crate	6½
Niagara Gloss, bulk, 50-lb bxs	4½
Lily Gloss, 1's, 48-lb box	6½
Lily Gloss, 6's, 12 in case	6½
Lily Gloss, 3's, 16 in case	6½
None Such, 1s 48 1, boxes	6
None Such, 6s 12 to crate	6
None Such, bulk 50 lb box	4½

COLUMN 16.

Department 12

Soaps and Washing Powder

Western Star Soap

WHITE PETROLEUM BLEACHING.

100 bars per case $4.10

LASCO KOLD WATA NAPTHOL.

100 Bars per case $4.00

Free Delivery in San Francisco Oakland, Alameda and Berkeley

manufactured by

Los Angeles Soap Co.

San Francisco Office, 115 Davis St.

Telephone Grant 110.



THE BEAVER SOAP CO.,
Dayton, Ohio.
Grandpa's Wonder Soap.

100 cakes 4-oz $3.60
50 cakes 4-oz 3.50

Powdered Soap.

Grandma's Borax, 24 3-lb. per case $4.00
Grandma's Borax, 60 12-oz. per case 2.40

Peet Bros.

Silk Soap 2.80
Ammonia Benzoline 3.85
Cocoa Borax 4.10
Crystal White 3.95
Lily White (Floating)..... 3.80

Standard Soap Co.

Top Notch, 100, 10-oz..... $3.50
Sunburst, 100 12-oz 3.75
Yellowstone, 100 14-oz 3.75
Marigold, 100 16-oz 3.90
Thomas' Cool Water, 100 13-oz 4.00
Thomas' Cool Water, 20 13-oz .85
Milo, 100 4-oz., 100 cartons.... 6.50
Magno "Floating Borax," 100 10-oz. 4.00
Gold Medal Borax, 100 10-oz... 5.50
Gold Medal Borax, 20 10-oz.... 1.15
Purity, "Floating," 5c size.... 3.90
Purity, "Floating," 10c size.. 6.25
Purity, "Floating," 10c size, 20 1.30
Electric Mineral, 100 16-oz.... 5.50
Electric Mineral, 20 16-oz..... 1.15
Peerless Kitchen, 100 10-oz.... 3.00
Peerless Kitchen, 20 10-oz..... .65

Miscellaneous.

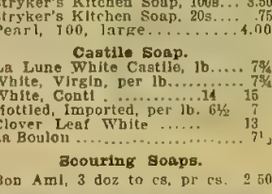
Miller's Naptha, per case..... 4.35
½ doz. toilet free.
Fels Naptha, 100 14-oz..... 4.40
Hot or Cold, 100 10-oz..... 4.00
Life Buoy, 100 ..... 4.00
Mikado, 100 14-oz..... 3.90
Mikado, 20 14-oz..... .85
Lenox, 100 ..... 3.00
Lenox, 20 ..... .75
Ivory, 100 10-oz..... 7.00
Fairbanks Clairette, 100 ..... 3.35
Fairbanks' Santa Claus, 100... 2.85
Fairbanks' Copco, 100 ..... 3.90
Fairbanks' Fairy Oval, 100.... 3.90
Grandpa's Wonder, large, 50.. 3.50
Grandpa's Wonder, small, 100. 3.60
Peets' Pine Tar, 50 ..... 1.90
Peets' Pine Tar, 100 ..... 3.75
Babbitt's, 100 ..... 4.10
Jergins Pumice, 50 small..... 1.75
Jergins Pumice, 50 large..... 3.00
Uncle Sam's Tar, 100 small.... 3.50
Uncle Sam's Tar, 50 large..... 3.40
Stryker's Kitchen Soap, 100s... 3.50
Stryker's Kitchen Soap, 20s.... .75
Pearl, 100, large..... 4.00

Castile Soap.

La Lune White Castile, lb..... 7¾
White, Virgin, per lb..... 7¾
White, Conti 14 15
Mottled, Imported, per lb. 6½ 7
Clover Leaf White 13
La Boulon 7½

Scouring Soaps.

Bon Ami, 3 doz to cs, pr cs. 2 50



Sapolio, scouring, ½ gross box, per box 4 50
Sapolio, hand, ½ gross box, per box 4 50

WASHING POWDERS.

Gold Dust, 24 3's, per case.... 4.50
Gold Dust, 100/10-oz..... 4.50
Gold Dust Deal, 1 cs free with 5 at $4.90 for 5 $1.40 for 10 oz.
Lavarine, 36 1-lb., per case.... 3.00
Lavarine, 100 5c pkgs..... 3.50
Pearline, 36 1-lb. pkgs..... 3.10
Pearline, 100 6-oz pkgs..... 3.75
Soaperine, 20 3-lb. pgs..... 3.60
Soaperine, 50 1-lb. pkgs 3.35
Soaperine, 100 ½-lb. pkgs 3.60
Babbitt's 1776, 6-oz..... 2.85
Kleeno, 72/1's 4.50
Kleeno, 24/3's 4.25
Kleeno, 100/1½'s 3.75
Grandma's Borax, powdered, 24 3s..... 4.00
do. 60, ¾s 2 40

COLUMN 17.

Department 13

OILS, PAINTS, ETC.

Coal Oil.

Water white, coal, bulk..... 12½
Pearl, cases, 25's 18
Astral, cases, 25's 18
Star, cases, 25's 17½
Ex. Star, cases, 25's 20½
Elaine, cases, 25's 26

Gasoline and Benzine.

86° Gasoline, bulk, 25 cases.... 31
74° Gasoline, bulk 16 cases..... 22
63° Benzine, bulk, 13 cases..... 19

Turpentine.

Strictly Pure, cases, 2-5's..... 84
Do drums or iron bbls. 78

Linseed Oil.

Strictly pure, raw, bbls.....gal 58
Do. boiled, in bbls...gal 60
Do. raw, cs, 2-5's...gal 63
Do. boiled, cs, 2-5's..gal 65

Castor Oil.

Baker's AA, cs, 2-5's 1.16
Pure, No. 2, cs, 2-5's..... 1.05
No. 1, cs, 2-5's ..... .70

Lard Oil.

Strictly pure, bbls., 75 cs..... 80
Sup. Win., str., bbls. 65 cs.... 70
No. 1, bbls, 55 cs 60

Neatsfoot Oil.

Cooper's bbls, 75 cs..... 80
Extra, bbls, 62½ cases..... 67½
No. 1, bbls, 57½ cases..... 62½

Lubricating Oils.

Star Cylinder Oil, bbls, 60 cs..65
Columbia Cyl. Oil, bbls, 40 cs..45
Gem Cyl. Oil, bbls, 80 cs.....90
Ruby Cyl. Oil, bbls, 50 cs.....60
Star Engine Oil, bbls, 50 cs...65
Columbia Eng. Oil, bbls, 30 cs.35
Paragon Eng. Oil, bbls, 45 cs..55
Red Eng. Oil, bbls, 27 cs.....32
Star Mach. Oil, bbls, 30 cs.....35
Star Dynamo Oil, bbls, 50 cs...55
Star Spindle Oil, bbls, 40 cs....45
Star Sep'tor Oil, bbls, 50 cs....55
Favorite Sep'tor Oil, bbls, 25 cs.30

Miscellaneous Oils.

Union Salad Oil 45 50
Globe Salad Oil 45 50
Pure Sperm Oil 75 80
No. 1 Polar 50 55
China Nut oil, ord'ry.....62½
China Nut oil, No. 1.....80

WHITE LEAD.

Pioneer, in kegs 7 7¾

DRY PAINTS.

Eng. Paris White, bbls. 1.35 1.60
Whiting, bbls 1.00 1.15
Kalsomine, bbls 1¼
Prince's Min'l B'wn,bbls 1.65
Yellow Ochre, bbls 1½
Eng. Ven. Red, bbls.... 1.50

Department 14

FARINACEOUS GOODS.

Flours.

GLOBE MILLS,
Cor. Chestnut and Montgomery

California Selected Wheat,

Barrel
** "Banquet" (fancy patent)..$5.05
*** "Silver Star" (patent).... 4.65

Blended Wheat,

*"Al" Family 5.15

Entire Eastern Wheat.

Globe, Bakers' .....
(½ bbls. 10 cents per bbl. higher.)
*"Al" must be retailed for not less than $1.40 per ¼ sack.
**"Banquet" must be retailed for not less than $1.30 per ¼ sack.
***"Silver Star" must be retailed for not less than $1.25 per sack.

FLOURS.

Allen's Boston Brown Bread Flour, 24 pkgs, per case..... 3.60
Allen's Flour, 10 10-lb bags, per bale..... 4.50
Cal. Family $5.05 $5.10
Cal. Bakers', extra..... 4.80 4.90
Buckwheat, 10-lb sacks, per 100 lbs $4.50
Self Rising Buckwheat, 10-lb sacks, per 100 lbs..... 6.00
Graham, 10-lb sacks, per 100 lbs 3.25
Rice, 10-lb sks, per 100 lbs..... 8.00
Rye, 10-lb sacks, per 100 lbs.... 3.75
Whole Wheat, 10-lb sacks, per 100 lbs 3.50

Meals.

Yellow Corn, 10-lb sacks, 100 lb. $2.50
White Corn, 10-lb. sacks, 100 lb. 2.50
Ex. Cream Yellow, 10-lb. sacks, per 100 lbs. 3.75
Ex. Cream White, 10-lb sacks, per 100 lbs. 3.75
Oat Meal, 10-lb. sacks, pr 100 lbs 4.25
Steel-Cut Oat, 10-lb sacks, per 100 lbs 4.50

Pearled Cereals.

Pearl Barley..... $3.00
Pearl Wheat, 150-lb bbls..... 4.40

Rice.

Choice Seed Japan.. .. $0.08¾
Good Seed Japan. .. 08¼
Fair Seed Japan.. .06
Fancy Head Rice ..... 5 1-5 .06
Long Grain Rice ..... .04 .05
China No. 1 ..... 5 6
China No. 2 ..... 4 4½

COLUMN 18.

Rolled Cereals.

Rolled Oats, 7s and 10s, pr 100 lbs 4.60
Ex. Crm Rld Oats, 180-lb, bbl..$7.50
Ex Crm Rld Ots, 180-lb, 90-lb sks 7.00
Frld Reld Wheat, 150-lb, bbls. 4 40
Dr. Price's Food, pee case 4.00
5-case lots, $3.85

Sago and Tapioca.

Sago, original sacks, lb....02½ .03
Sago, 48/1's, per doz..... .70
Instantaneous Tapioca, 50/1's, per case 5.00
Instantaneous Tapioca, 36 to case 2.70
Tapioca, Flake ..... .03
Tapioca, repacked, per lb... .04½
One Minute Tapioca, 36 to cs 2.75
Arrowroot, Taylor's Bermuda, 12-lb box, 1, ½ and ¼ lb pkgs, per lb..... 22½

Miscellaneous.

Groats Oat, 10-lb sacks, 100 lbs.$4.50
Groats Buckwheat, 10-lb sks, 100 lbs 10.00
Hominy, lgs, 10-lb sks, 100 lb. 2.75
Hominy, sml, 10-lb sks, 100 lbs 4.00
Split Peas (yel.) 25 and 50-lb boxes, 100 lbs..... 5.50
Split Peas (grn.) 25 and 50-lb boxes, 100 lbs..... 5.50
German Lentils, per lb..... .05½
Cracked Wheat, per 100 lbs ...3.75
Farena, per 100 lbs..... 4.50
Pearl Grits, per 100 lbs..... 4.25
Capitol Mills Pearled Hominy, bbls. 8.00
Capitol Mills Gran. Hominy, bbls. 8.50
Capitol Mills New Process B. W. Flour, bbl..... 9.00
Capitol Mills Steel Cut Oat Meal, bbl. 8.50

Breakfast Foods.

Capit'l Mills R'll'd Oats, 36/2's 3.60
Grape Nuts, 1 & 3 doz, pr doz 1.40
Breakfast Gem, case 3 doz..... 3.60
Wheatine, 36/2's, pr cs..... 3.75
Germea, 20 4-lb pkgs, pr cs.... 4.00
Hermes, 24 2-lb pkgs, per case. 3.10
H-O Buckwheat, 2 doz 3-lb pkgs, per case 3.75
H.-O. Pancake Flour, case..... 3.90
H.-O. Oats, 24/2's, per case.... 3.15
Cream of Wheat, 36/2's..... 5.25
Crespo, 36/2's 2.75
Malta Vita, 36, 2s, cs..... 4.50
Our Mothers' Mush, 36 to cs.. 3.35
Twin Brothers Mush, 36 to cs.. 3.00
Carnation Wheat Flakes, 24/5's 5.40
A B C Breakfast Wheat, 72/2's 5.00
A B C Breakfast Wheat, 36/2's 2.60
Granola, 24/1's 2.25
Flaked Rice, 24/1's 3.00
Ralston Breakfast Food, 36/2's 4.50
Do. Barley Food, 36/2's.... 4.25
Do. Health Oats, 36/2's.... 4.00
Do. Hominy Grits, 36/2's.. 4.00
Do. Health Crisp, 36-4's.... 3.60
Do. Select Bran, 24/3's.... 2.50
Do. Pancake Flour, 36/2's 3.75
Do. Whole Wht Flr,4/3¼'s' 5.50
Quaker Oats, 36 2s 3.80
Scotch Oats 36 2s 3.65
Acme Grano, 20/4's, per case.. 3.75
Acme Gluten Farina, 24/1's, pr case 1.85
Acme Gluten Flour, 10-lb sks.. .80
Acme Wheat Flakes, 36/2's.... 3.00



Dr. Price's Wheat Flake Celery Food.
Per case...$ 3 75

Pastes (Domestic).

Macaroni, Vermicelli, etc.—
No. 1 Extra, per box..... .27
No. 1 Extra, 15 lbs. ..... .52
No. 1 Extra, 25 lbs. ..... .82
No. 1 Extra, 50 lbs. 1.65
No. 1 Extra, 100 lbs. 3.30
No. 1 Extra, ½ boxes ..... .15
Macaroni, Vermicelli & Spaghetti, No. 2 ..... .20
Royal Macaroni, Verm'l & Sp'tti, 24 1-lb pkgs., per case..... 1.70
Queen's Taste Mac., Verm. & Sp. 12 3-lb cartons i case..... 2.15
It. Paste, ass'd, ab. 18 lbs. c., lb. .6½
Royal It. Paste, 24 1-lb pkg c., pkg .8½
Golden Gate Egg Noodles, 24 1-lb pkgs in case, per cs. . 1.90
Farina, 24 1-lb pkgs..... 1.50
Discount 2 per cent for cash only.

COLUMN 19.

Department 15.

SPICES

PURE—Square Tins, Full Net Weight.

	⅛'s	¼'s	½'s	1's	2½ lbs.	5 lbs.	Blk
Allspice	$0 70	$0 95	$1 60	$ 2 80	$ 6 70	$12 75	21
Cinnamon	1 15	1 80	3 30	6 25	15 25	30 00	43
Cloves	90	1 35	2 40	4 35	10 60	20 55	31
Ginger	75	1 05	1 75	3 10	7 50	14 30	21
Mace	1 75	3 00	5 65	10 90	26 95	53 30	73
Mustard	70	95	1 60	2 80	6 70	12 75	21
Nutmeg	1 25	2 05	3 80	7 15	17 60	34 60	49
Pepper	80	1 10	1 90	3 40	8 25	16 85	25
Cayenne	80	1 15	2 00	3 55	8 65	16 65	25
W. Pepper	95	1 45	2 65	4 65	11 75	22 90	34
Sage	70	95	1 60	2 80	6 70	12 75	21
Thyme	70	1 00	1 65	2 95	7 10	13 50	22
Savory	70	1 00	1 65	2 95	7 10	13 50	22
Marjoram	75	1 10	1 85	3 30	7 85	15 10	24
Poultry Seasoning	....	1 50	....	....	....	....	..

SECOND GRADE—Round Tins, Short Weight.

	¼'s	½'s	1's	2½ lbs.	5 lbs.	Blk.
Allspice	55	1 00	1 75	3 95	7 60	13
Cinnamon	65	1 20	2 10	4 90	9 50	16
Cloves	65	1 25	2 25	5 20	10 20	17
Ginger	55	1 00	1 75	3 95	7 60	13
Mace	1 20	2 30	4 40	10 50	21 00	34
Mustard	55	90	1 50	3 60	7 00	12
Nutmegs	85	1 70	3 10	7 40	14 60	24
Pepper	60	1 15	2 00	4 65	8 90	15
Cayenne	60	1 15	2 00	4 65	8 90	15
W. Pepper	75	1 45	2 65	6 15	12 05	20
Sage	55	1 00	1 75	3 95	7 60	13
Thyme	60	1 05	1 90	4 25	8 25	14
Savory	60	1 05	1 90	4 25	8 25	14
Marjoram	60	1 05	1 90	4 25	8 25	14

SCHILLING'S BEST SPICES.—Nature's Best.

Square tins. Never sold in bulk.
Small, medium, large sizes have sifting tops except Mustard.

	Small size per doz.	Medium size per doz.	Large size per doz.	Ex. Large size per doz.	Hotel size per tin.
Pepper	.75	1.20	2.20	3.75	.75
Mustard	.75	1.25	2.25	3.90	.81
Must. Comp.	.75	1.25	2.25	3.90	.81
Ginger	.75	1.25	2.25	3.90	.81
Allspice	.75	1.10	2.90	3.50	.73
Cinnamon	.90	2.25	4.25	7.50	1.85
Cloves	.80	1.40	2.60	4.75	.87
Nutmegs	1.60	2.75	5.25	10.00	2.00
Mace	1.75	3.00	5.75	11.50	2.15
Cayenne	.90	1.50	2.75	5.00	.93
Wh. Pepper	.95	1.75	3.25	5.75	1.00
Sage	.75	1.25	2.25	3.90	.81
Thyme	.85	1.40	2.60	4.75	.87
Marjoram	.95	1.75	3.25	5.75	1.36
Savory	.85	1.40	2.60	4.75	.87
Cases contain	6 doz.	4 doz.	2 doz.	2 doz.	1 doz.
Gross weight	22 lbs.	23 lbs.	24 lbs.	40 lbs.	53 lbs.

MUSTARD.

Colman's, ¼'s, 12 lb to box, lb. .52
Colman's, ½'s, 12 lb to box, lb. .48
Colman's, 1's, 12 lb to box, lb.. .48
Colman's, 5's, per lb..... .40

Mustard, Prepared.

Small bottles, 24 to cs, pr doz .55
Small straights, fancy, 24 to case per doz ..... .95
Webb's Glass Top 1.35
Large Dusseldorfer, 24 to cs 1.60
In 3-gal kegs, per keg..... 1.15
In 5-gal kegs, per keg..... 1.70
Louit Freres, French, doz..... 2.25
Eddy's Salad Mustard—
6-oz., 24 to case..... .92½
8-oz., 24 to case..... 1.35
12-oz., 24 to case..... 2.00
Hirshes Horseradish Mustard—
10-oz., 24 to case..... 1.25

Department 16

BAKING POWDER AND FLAVORING EXTRACTS.

ROYAL

	1 cs. lot	5 cs. lot	15 cs. lot
¼ lb cans	$ 1 88	$ 1 86	$ 1 84
6 oz cans	1 92	1 89	1 87
½ lb cans	2 57	2 52	2 50
12 oz cans	3 82	3 75	3 72
1 lb cans	4 95	4 85	4 80
2½ lb cans	11 45	11 40	11 28
3 lb cans	13 60	13 34	13 20
5 lb cans	22 35	21 90	21 63

An extra discount of 1 per cent if packed in barrels.

Schilling's Best Baking Powder.

Never sold in bulk.

10-lb. tins, per doz..... $39.00
5-lb. tins, per doz..... 20.00
4-lb. tins, per doz..... 16.00
3-lb. tins, per doz..... 12.50
2½-lb. tins, per doz..... 10.50
16-oz. tins, per gross.... $53.00
12-oz. tins, per gross.... 41.00
8-oz. tins, per gross.... 28.00
6-oz. tins, per gross.... 22.50
4-oz. tins, per gross.... 16.50

TROPHY

4 oz, per doz..... $0.95
6 oz, " 1.35
8 oz, " 1.70
12 oz, " 2.35
1 lb., " 3.00
2½ lb., " 7.50
3 lb., " 9.00
6 lb., " 14.50

MISCELLANEOUS.

Home, 10 oz..... $0.90
Home, 25 oz..... 2.00
Home, 50 oz..... 4.00
Home, 80 oz..... 6.00
K. C., 10 oz..... .85
K. C., 15 oz..... 1.25
K. C., 25 oz..... 2.12½
K. C., 50 oz..... 4.00
K. C., 80 oz..... 6.50

COLUMN 20.

Cream Tartar.

Standard, bulk, 30-lb box..... 27
Standard, 12 1-lb tins..... .38
Pure, bulk, 30-lb box..... .33
Pure, 5-lb tins, per lb..... .33
Pure, ½-lb tins, per doz..... 5.00

SODA.

Churches, A. & H., or Dwight's Cow Brand, 60 lbs. to case.
1-lb ..... per lb. $0.05
½-lb ..... per lb. .05½

EXTRACTS FLAVORING.
GUITTARDS' "PURE"

per doz	2 oz	4 oz	6 oz	8 oz
Vanilla	$2 50	$4 75	$7 00	$9 00
Lemon	1 75	3 25	4 50	6 00

Net weight. Patent Sprinkler Tops'

Schilling's Best Extracts.

Triple Strength, Pure and Uncolored Sprinkling Tops.
Net weight. Never sold in bulk.

	Lemon and Others.	Vanilla and Rose.
1 oz	1.30	1.50
2 oz	2.00	2.00
4 oz	3.75	5.75
6 oz	6.50	8.50
8 oz	7.25	11.00
16 oz	14.00	21.50
32 oz	27.00	43.00

Souder's Flavoring Extracts.
Price per gross.

	2 oz.	4 oz.	8 oz.
Reg. Lemon	9.00	18.00	54.00
Reg. Vanilla	14.40	28.80	72.00
XX Lemon	18.00	36.00	72.00
XX Vanilla	21.00	42.00	84.00
Asrtd Flavors	18.00	36.00	72.00
Rose Coloring	18.00	36.00	.....
Yellow Colrng	18.00	36.00	.....
Jamaica Gngr.	18.00	.....	.....

Assorted flavors contain strawberry, pineapple, orange, almond, rose, etc.



"Vesus" Extracts."
Lemon, 2 oz., per doz..... .80
Vanilla, 2 oz., per doz..... .80
Assorted Flavors, per doz..... .80

COLUMN 21.

Department 17

CANDIES.

Lozenges.
(5-lb. boxes.)

XXX Peppermint, pails	.13 14
Thin Peppermint	.16
T. T. Peppermint	18
Druggist Peppermint	35
Musk, fluted, pails	.20
Cinnamon, Lemon, Sassafras, Rose	.16
Midget Fruit	.20
Conversation and Hearts	.16
Lilliput Conv. Hearts	17
Midget Conv. Lozenges	18
Crown T. T. Lozenges, 24 5ct. pkgs	.80
Aurora Lozenges, 24 5ct. pkgs	.80
Cough Troches, 5 lb bxs	.25
Eagle Wafers, Peppermints, Wintergreen	.25

Mixed Candy.
(30-lb. pails.)

Plain Mixed	8½
Pacific Mixed	10
Royal Mixed	12½
Grocers' Mixed	10
Yankee Mixed	13
American Mixed	13
Fancy A, Mixed	14½
Fancy C, Mixed	14
French S, Mixed	16
French No. 1, Mixed	18
French Extra Mixed	20
Lady, Mixed	15
Broken Mixed	9

Steam Pan Work.

Anis Seed	22
Aromatic Cachous	18
Assorted Berries	16
Assorted Dragee	14
Assorted Imperials	16
Assorted Small Seeds	22
Birds' Eggs	16
Boston Baked Beans	17
Burnt Peanuts	18
Burnt Almonds	25
Caraway Seed, smooth	22
Caraway Seed, pearled	22
Celery Seed	22
Cinnamon Beans, large red	15
Cinnamon Beans, Imperials	16
Coriander Seed, pearled	22
Jelly Beans, pails	12½ 14
Jelly Birds' Eggs	16
Jelly Cranberries	16
Jelly Limes	16
Jelly Raspberries	16
Jordon Almonds, fine	45
Jordon Almonds, imitation	18
Licorice Beans	15
Red Hots	25
Ringed Marbles	16
Sugar Coated Licorice Tablets	20
Sugar Almonds	25
Sugar Plums	16

Stick Candy.
(30-lb. pails.)

Assortment: Peppermint, Lemon, Rose, Clove, Anis, Cinnamon, Sassafras, Vanilla, Pineapple, Wintergreen	8½
Hoarhound	9
Hoarhound, wrapped	11
Peanut Sticks	18
Peanut Sticks, wrapped	13
Cocoanut Sticks	13
Cocoanut Sticks, wrapped	13

Taffies.

Peanut Taffy	15
Peanut Flake	15
Peanut Squares	14
Cocoanut Taffy	15
Cocoanut Squares	15
Chunks: Vanila, Rose, Chocolate, Lemon, Molasses	14
Broken Taffy of broken chunk	13

Drops and Lumps.
(30-lb. pails.)

Mixed Drops and Lumps	8½
Molasses Peppermint Lumps	11
Hoarhound Drops	11
Crystal Rocks	12½

Gum Goods.
(5-lb. boxes.)

A. B. Gum Drops, assorted	9
A. B. Gum Drops, Licorice	9
A. B. Gum Drops, Crystalized	11
A. B. Bonbons, plain, in bbls	7
A. B. Bonbons, fancy, in bbls	7½
A. B. Bonbons, fancy, crystalized, 5-lb. boxes	14
A. B. Fruits	18
Royal Gum Drops	15
Genuine Gum Drops, hard	25
Jelly Squares, assorted	14
Bijou Sticks	18
Spiced Jelly Drops	20
New Turkish Figs	16
Fig Paste, plain	17
Fig Paste, tricolor	18

Cream Goods.
(5-lb. boxes.)

Fondans Creams	14
Hand Dipped	19
Hand Dipped, with nuts on	21
Fruit and nut ices	18
Cream Peppermint	20
Crushed Fruit Bonbons	30

Chocolates.
(5-lb. boxes.)

Chocolate, plain	18
Chocolate, Hand Made	20
Chocolate Dipped Bonbons	20
Chocolate Dipped Bonbons, with nuts	22
Chocolate, Climax, 30-lb pails	16
Chocolate Chips	23
Chocolate Nonpareil Drops	20
Chocolate Wafers	22
Chocolate Cream Tablets, 30 in box	1 10

COLUMN 22.

Marshmallows, Nougats, Etc.

Occidental Marshmallows, 5-lb tins	.28
Occidental Marshmallows, 3-lb tins	.30
Dipping Marshmallows, 5-lb. boxes	.25
Angel Food, 5-lb. boxes	.20
French Nouget, 30 5c slices in box	1.00
Walnut, Apricot, Spanish Nouget, 5-lb boxes, per lb	.25

Sundries.

Opera Caramels	19
Rock Candy, white & red	.15
Rock Candy, brown	16
Licorice Drops	.20
Licorice Sticks, 16 to lb	.28
Locorice Tablets, 5 lb bxs	.25
Licorice Tablets, 24 5c bxs	.80
Licorice Penny Sticks, 100 in box	.65
Buttercups, 5-lb tins	.2

CHEWING GUM.

	Single	Box
Sweet Wheat, per box		.50
Tutu Sugar Plum, box		.55
Yankee Spruce, 20 pcs		.55
Sen Sen, 20 pcs		.55
Red Rooster, 20 pcs		.55
Sweet Heart, 20 pcs		.55
Newton's Pepsin, 20 pcs		.55
Bloodberry, 20 pcs		.60
Pepsin Sticks, 20pcs		.60

CRACKERS.



MADE BY THE
MUTUAL BISCUIT CO.

	lb.	¼ box
Almond Drops	15	
Animals	12½	$1.20
Arrowroot	14	1.50
Assorted	12	1.15
Assorted, extra	14	1.30
Assorted, fancy	20	1.75
Assorted Wafers	16	1.90
Assorted Jumbles	14	1.25
Boston	9	.60
Butters, Mutual	10	.70
Butter Scotch	14	1.50
Butter, Star	9	.60
California Lunch	9	.60
Champion	9	.65
Chips, Mutual	14	1.10
Chocolate Biscuits	16	1.80
Chocolate Fingers	15	1.60
Chocolate Wafers	18	2.15
Cocoanut Bonbon	14	1.25
Cocoanut Finger	15	1.50
Cocoanut Marshmallows	15	1.50
Cocoanut Taffy	15	1.80
Cocoanut Wafer	16	1.50
Coffee	12	1.25
Coffe Iced	15	1.35
Cornhill	10	1.10
Cracker Meal	6	1.10
Currant Cakes	12	1.10
Egg Jumble	14	1.25
Fruit Biscuits	14	2.40
Ginger Cakes	10	1.40
Ginger, Nut	11	1.40
Ginger Wafers	14	1.75
Graham	10	1.20
Graham Gem	9	.75
Graham Unsweetened	9	
Honey Fingers	14	1.25
Honey Pumbles	12	1.00
Honey Drops, spiced	15	1.60
Honeysuckle	16	
Jelly Fingers	16	1.50
Jenny Lind	12	1.10
Lady Fingers	15	1.30
Lady Fingers Iced	16	1.40
La Grande	11	1.10
Lemon Biscuit	14	1.25
Lemon Brittles	14	1.35
Lemon Snap	12	1.20
Lemon Wafers	14	1.75
Macaroon Almond	10	
Mutual Flakes	14	.90
Mutual Tea	15	1.60
Nic Nac, No. 1	10	1.10
Nic Nac	12½	1.25
Oysters	8	.70
Peoples Mixed	12½	1.25
Pilot Bread	4	.35
Pilot Bread Extra	5	.65
Pilot Saloon	7	.80
Ping Pong	16	1.50
Raisin Cake	12	1.10
Saloon Pilot	7	
Saloon Soda	7	
Salted Wafers	14	.90
Soda Extra	7	
Soda	6½	
Star Butters	9	
Vanilla Bars	14	1.40
Vanilla Biscuits	14	1.25
Vanilla Snaps	12	1.20
Vanilla Wafers	14	1.75
Wafers, Chocolate	18	2.15
Wafers, Ginger	14	1.75
Wafers, Lemon	14	1.75
Water Wafers	12	.90
Walnut Creams	16	1.50



COLUMN 23.
Department 18.

FANCY GROCERIES.

Snider's Baked Beans.

No. 1, 90c doz.; 4 doz in case	
No. 2, $1.40 doz; 3 doz in case	
No. 3, $1.85 doz.; 2 doz in case	

Bouillion Capsules.

Anker's, 10 capsules in box, per doz boxes	2.75

Capers.

Capotes, 1 dz in cs	1.20 1.25
Nonpareil, small	1.35
Do large	2.00
"White Label," 6-oz. doz	2.25
"White Label," 10-oz. doz	3.15

TOMATO KETCHUP.

Catsups

Snider's

Qts, per doz	$3 75
Pts, "	2 40
½-pints, per doz	1 40





CAMPBELL'S

(½ Pts. Condiments)

2 dozen to case

Tobasco Ketchup dozen	$1 15
Tomato Ketchup, dozen	$1 15
Salad Dressing, dozen	1 15
Chili Sauce, dozen	$1 15
Assorted cases, dozen	$1 15

Miscellaneous.

Our Mother's Ctsp ½-pt, doz	1 40
Our Mother's Ctsp, pts, doz	2 30
Blue Label, 25 ½ pts to cs	3 10
Blue Label, 25 pts to cs	5 00
Blue Label, 12 qts to cs	4 00
Mother's Own, pts	1.50
½ pts	.90
London's Rockaway, Pts., doz	2.25
Salter's "Purity," doz	.90
H. B. Catsup, pts	2.15
" " ½-pts	1 25

Chocolate and Cocoa

CHOCOLATES.

Baker's.

German Sweet, 6-lb boxes, ⅛s and ¼s	23
Eagle, 12/1s	23
Premium, 12/1s	38
Vanilla, 12/1s	41
Powdered, ⅛s, ¼s, 1s, 12/lb. boxes	26

Subject to quantity discount.

Huyler's.

Vanilla, 12-lb. boxes	30
Premium, 12-lb. boxes	35

Lowney's.

Cream Cakes, per box	80
Ice Cream Drops, per doz	75

Ghirardelli's.
In paper

Eagle, 24 1-lb	21
Eagle, 12 1-lb	21½
Eagle, 12 ½-lb	22½
Eagle, 12 ¼-lb	24
Crescent, 6 5 to lb	17
Crescent, 12 5 to lb	16½
Cal, Sweet, 6 6 to lb	21½
Cal. Sweet, 12 6 to lb	21
Monarch, 12 1&½-lb	26
Monarch, 12 1-lb	25
Monarch, 12 ½-lb	27
Star, 24 1-lb	19
Star, 12 1-lb	19½

Ground.
In tins

Ghirardelli's, 12 1-lb tins	26½
Ghirardelli's 24 1-lb tins	26
Ghirardelli's, 60 1-lb tins	24

In delivery cases

Ghirardelli's 60 3-lb tins	24
Venard's, 24 1-lb tins	21
Venard's, 60 3-lb tins	20
Miner's, 12 1-lb tins	22½
Miner's, 24 1-lb tins	22
Miner's, 20 3-lb tins	22

5 per cent off on 120-lb lots

SUCOAT.

Baker's Bkfst, 6/1	36
Van Houten's, ⅛'s and ¼'s	35
Van Houten's, 1's	30
Royal Dutch, 12/¼'s	30
Royal Dutch, 12/½'s	30
Royal Dutch 12/1's	30
Epp'r, 14/½'s	40
Fry's, 12/½'s	29
Webb's, 6/½'s	27
Lowney's, 6/½'s	37
Ghirardelli's Bkfst, 6/½'s	38
Ghirardelli's Bkfst, 12/½'s	37½
Ghirardelli's Imprl, 6&12/½s	36
Miner's Bkfst 6/½'s	27
Miner's Bkfst, 6/1-5's	32
Menier's, 1 ¼s	42

COLUMN 24.
Condensed Milk

BORDEN'S CONDENSED MILK CO.



Gail Borden Eagle Brand in case lots	6.80
Pony	2 25
Challenge	4 50
Floral	4.05
Dime	3.75
Rose	1 40

(Each of above Brands 4 doz in case)

Borden's Malted Milk, Trial Size, per doz 90



Borden's Pioneer Brand Evaporated Cream

Large Cans

4 doz. in cs	4.00
Peerless	4 70
Yacht	2 25

Family Size, 4 doz in case

Quarts, 2 doz in cs

ALL ABOVE BRANDS GUARANTEED



CARNATION CREAM

20 oz. cans 4 doz	
Per case	4 00
5 cases	3 95
25 cases	3 90
50 cases	3 85

25c rebate from factory on return of jobber's cap bill and signed contract



LILY

(Large tin)

1 to 10 cs.	$3 90
10 to 20 cs	3 85

Helvetia Milk Condens'g Co.



Originators Evaporated Cream

Highland Evaporated Cream 4 doz in box	$4.10
Baby Pet, 6 doz	3 00
Pet, reg., 4 doz., per case	3 25

Miscellaneous.

St. Charles, 4 doz. in case	$4 60
St. Charles, 5-case lots	4 50
Horlick's Malted Milk, doz	4 50
Jersey 4 doz per case	4 70

Cereal Coffee.

Pig Prune, per doz	$2 25
Postum, 24/1's, per doz	1 35
Postum 12/1's, per doz	2 25
Postum 36/1's, per doz	2 25
Grain O, 2's	2 75

Chutney.

Chutney, asst qts	$6 25
Chutney, asst pts	3 75
Chutney, Major Grey, qts	6 50
Chutney, Major Grey, pts	4 25
Bank-ki pore, pts	3 00

Cranberry Sauce. doz

Anderson's 2s, 2 doz box	2 00
Tea Garden, 2s, gls, 12 box	4.00
Tea Garden, 1s gls, 24 box	2 25
Cape Cod 2 lb. gls, 12 box	2 50
Cape Cod, 1 lb gls, 24 box	2 60
Home Made, 1s, 2 doz box	2 15
do 2s glass, 1 doz box	4 00

COLUMN 25.

ALPINE

EVAPORATED CREAM

Per case

1 to 5 cases, 4 doz to case	$3.60
5 to 10 " " "	3.55
10 to 25 " " "	3.50

Gallons

1 to 5 cases, 6 to case	3.55
5 to 10 " " "	3.50
10 to 25 " " "	3.25

Midgets, 8 doz. to case

1 to 5 cases, $4.10 | 5 to 10 cases, $4.05
10 to 25 cases, $4.00

Alpine Evaporated Cream Co.

Factory
HOLLISTER, CAL.

Office and Salesroom
95 Market Street
Rooms 212 213
San Francisco, Cal

Phone: **Main 3443.**

Cottolene.

2s, 5s or 10s, per cs. of 60 lbs	.00
5 case lots	6.40
10-case lots	6.35
25-case lots	6.25

With 2½ cases, ½ case free
" 5 " 1 " "
" 10 " 2 " "
Price $7.60, $7.40, $7.25

Curry Powder.

Cross & Blackwells, 2 oz	1.35
do 4 oz	2.35
Do 8-oz	3.65
Do 16 oz	6.20
East India, Bombay, 16 oz	5 00
East India, Bombay, 8 oz	3 25

Extract of Beef.
Liebig's (genuine)

	2 oz.	4 oz	8 oz.	16 oz
doz	4 65	8 50	15 00	29 75

"Rex" Solid.

2-oz., doz	$4.80	8 oz., doz	$13 25
4-oz., doz	7 20	16 oz., doz	24 75

Marshall's

2 oz., per doz	$2 40

Gelatine.

Knox's, per doz	1 20
Knox's, per gross	14 00
Cox's, per gross	12 00
Koch's, per doz	1 10

Ginger (Preserved).

½ doz jars in cs, per cs $2 25

Lemon Sugar.

Gilt Edge, 24/½s, per doz	1.37½
Gilt Edge, 24/1s, per doz	1.85

Lime Juice.

Tahita, 24/8 oz, per doz	$1 25
Tahita, short measure, 16 oz	1 00
Tahita full measure, 16 oz	1 75
Tahita, full measure, 32 oz	3 00
Tahita, bulk, gal	1 00

Mushrooms. doz

Le Court, 100 to cs	$2 50
La Favorite, 100 to cs	2 75
Hotel, 100 to cs	2.00
Fancy Stuffed, pts	4 00

COLUMN 26.

OLIVES.

OLIVES IN BULK.

	25 gl.	10 gl.	5 gl.	3 gl.
Ex. No 1, Q'n.	1 00	11 50	6 00	3 75
Lge No 1, "	1 00	10 50	5 00	3 25
No 1 Qu'n	95	9 75	4 75	2 90
No 2 "	85	8 75	4 50	2 85
Manzanilla	70	7 25	3 75	2 40

Extra charge for kegs & barrels.



Olives

SEVILLE PACKING CO.

White Label Queen Olives—

28-oz., per doz.	$5.50
18-oz., "	3.75
6-oz., "	1 25

Pim-Olas

18 oz, 2 doz, per cs, per doz	$6 10
10 " " " "	3 55

Baby Pim-Olas

10-oz, 2 doz in case, per doz.	$2.50
6-oz, 2 doz. in case, per doz.	1.50

Olive Oil

NICELLE

	Case
½ pints, 4 doz	$9 00
Pints, 2 doz	8 55
Quarts, 1 doz	7 85
22-oz.	9 00



CRYSTAL BRAND OLIVE OIL.
Pure California Products.

7-oz.
Per doz...$2.40
3 doz..... 6.75

14-oz.
Per doz... 4.50

Quarts.
Per doz... 7.25

Put up by
G. O. Ryden.

MISCELLANEOUS

Golden Gate, in gal tins, per gal	1 8
" ½ " "	1 85
" ¼ " "	1 90
Pala Grove, pure Cal., qts.	dz. 7 75
Cooper's qts., ₩ doz.	10.00
Cooper's pts, ₩ cs of 2 doz.	10.00
Antonini, J.P.S., qts, ₩cs.	7.40
Do 1½-gal. tins, ₩ tin.	2.90
Duret, qts, pts, ₩ doz cs.	6.00 7.00
Lucca, Crosse & Blackwell's qts.	7.50
Lucca, Crosse & Blackwell's pts, 2 doz.	8.25
Lucca, Crosse & Blackwell's ½ pts, 3 doz	7.25

Salad Oil.

Durand Oil.

Quarts, 1 doz. to case, per case	$1 65
Pints, 2 " " "	1.75
½-Pts., 3 " " "	1.85

Puritan Salad Oil

Quarts, 1 doz. to case, per case	1.50
F. Dubec & Fils, 1 dz qts, per case	1.50
Imitation Lucca, qts	1.50

"Primrose" Salad Oil.

Tierces, about 50 gal, gal.	$ .10
1 gal. tins, 10 to case, gal.	.70
5 gal. tins, 1 to case, gal.	.45
½ gal. tins, 20 to cs., gal.	.75
Quart bottles, 12 to cs, doz	1 85
Pint bottles, 24 to cs, doz	1.00
½ pint bot., 36 to cs, doz.	.75

Paprika.

Gordon Packing Co.

1-16 lb	doz	½ lb	doz 6 0
⅛ lb	doz	1 lb	doz
¼ lb	doz	Bulk, lb.	

Peanut Butter

Heron's, 2 doz to cs, per dz. 2.40

Peels.

Citron, 25-lb box	$ 13
Citron, 10-lb box	13½
Lemon, 25-lb box	11
Lemon, 10-lb box	11½
Orange, 25-lb box	11
Orange, 10-lb box	11½

COLUMN 27.

PICKLES.

Gordon Packing Co.

California—Mixed or Plain.

No. 1, bbls, per gal.	$0.21 to $0.27
No. 1, ½ bbls, per gal.	.26 to .29
No. 1, 10-gal keg, p kg.	2.25 to 2.45
No. 1, 5-gal keg, p kg.	1.15 to 1.25
No. 1, 3-gal keg, p kg.	.80 to .85
No. 2, bbls, per gal.	.22
No. 2, ½ bbls, per gal.	.24
No. 2, 10-gal keg, per keg	2 10
No. 2, 5-gal keg, per keg	1 05
No. 2, 3-gal keg, per keg	.80
No. 3, bbls, per gal.	.14
No. 3, 10-gal keg, per keg	1 10
No. 3, 5-gal keg, per keg	.60
No. 3, 3-gal keg, per keg	.55

SWEET—"PACIFIC."

Bbls, ₩ gal	.51
½ bbls, ₩ gal.	.53
10-gal keg, per keg	5.00
5-gal. keg, ₩ keg	2.75
3-gal. keg, ₩ keg	1.75
Square, 1doz ½-gal. ₩ doz.	2.25
Square, 2 doz ¼-gal. ₩ doz.	1.60
Square, 4 doz ⅛-gal., ₩ doz	1.25
Round, qts, ₩ doz.	3.75
Round, pts, ₩ doz.	2 50
Round, ½ pts, ₩ doz.	1.75

Crosse & Blackwell's.

	Doz
Mxd Pkls, pat tops, pts.	4.15
Mxd Pkles, Pat tops, ½ pt.	2.50
Mxd Pkls, corks, pts.	3.95
Chow Chow, pat tops, pts.	4.15
Chow Chow, pat top, ½ pt.	2.50
Chow Chow, corks, pts.	3.95
Onions, pat tops, pts.	4.15
Onions, pat tops, ½ pts.	2.50

Root Beer



Less 5 per cent. on gross lots

Hires', case of 1 gr.	20 00
6 doz. lots	10 00
3 "	5 00
1 "	1 75

Hires' Carbonated Root Beer cs of 2-dz pt bottles, patent tops, per cs $2.00 in 5 case lots 1 95

Hires' Carbonated Ginger Ale Per case 2 00

5-case lots, $1.95



Hires' Rootbeer Carbonated and Ginger Ale empty bottles, if returned to Spohn-Patrick Company, will be received by them at 25c. per case of 2 doz. bottles (with case) Delivered at San Francisco.

COLUMN 28.

Saratoga Chips.

(Less 5 per cent)

Boxes, 15 and 30-lb, per lb.	$0.20
Cartons, 6-oz. 2 doz in cs, doz	1.30

SAUCES.

SNIDER'S SALAD DRESSING



Pints, 1 doz. in case, doz.	$2.75
Hlf-Pts, 2 doz. in case, doz.	1.75



Snider's Oyster Cocktail S'ce pints, 2 doz to c'se, doz	2 40
Same gallon jugs, 6 to case, per gal.	1 80
Snider's Chili Sauce, pints, 1 doz. to c'se doz	2 40
Same, half pts 2 doz. to c'se doz	1 45

Bayle's Tabasco Pepper Sauce, in cases, 6, ½-doz. boxes, per doz.	$3 00
boxes of 12 bottles, per doz.	3.50
Holbrook's W'cestershire, ½'s.	2.40
Do pts.	4.00
Do qts.	
*Lea & Perrin's Worcestershire, sma"	2.75
*Lea & Perrin's Worcestershire, medium	5.00
*Lea & Perrin's Worcestershire, large	8.25
*5 cases 5c ₩ doz less.	
Ban-ki-por, ½ pts, 2 doz case, per doz	2.40
Ban-ki-por, pts, 1 doz case.	3.80
Tobasco, McIlheny	4.00
Tobasco, New Iberia	3.50
Braunhardt's Tropical, ½-pts, 2 doz. per case	4.50
" pints, 2 doz. " "	8.10
Bengal Worcester, ½ pt.	.55
Bengal Worcester, pt	1.05
Pepper, sprinkle top, ½ pt.	2.00
Superior Pepper, small	.75
Superior Pepper, large	1.50

Pure Food Pk'g Co.

Worcester Sauce, London Club, ½ pts, do	.75

Salad Dressing.

Durkee, small, 2 doz, ₩ doz.	2.55
Do large, 1 doz, ₩ d.	4.30
Do picnic size, 4 dz, ₩ dz.	1.00
My Wife's, 1 dz. 16-oz. case.	2.75
My Wife's, 2 doz, ½ pt, cs.	3.40

Alpha Salad Cream.

Jumbo, 1 doz. to case, per case.	4.25
Do large, 2 doz. " "	4.70
Do picnic, 2 " " "	2.50

El Paso Manfg. Co.
1653 Mission St.



Manufacturers

Flavoring Extracts
Fruit Juices
Syrup
Salad Dressing
Bluing
Ammonia
—
Meat and Salad Dressing, doz .90

COLUMN 29.

SOUPS.



CAMPBELL'S (1-lb. Condensed). Packed 48 1-lb. cans to case. Straight cases of any variety, or following assortment:

8 Tomato, 6 Vegetable, 4 Ox Tail, 3 Mock Turtle, 3 Chicken Gumbo, 2 Tomato Okra, 1 Julienne, 2 Beef, 2 Consomme, 2 Pea, 2 Celery, 2 Vermicelli-Tomato, 2 Clam Chowder, 2 Mutton Broth, 2 Bouillon, 3 Chicken, 2 Mulligatany.
Price, per doz. any variety .$0.90

Miscellaneous.

Snider's Tomato—3 lb tins 2 doz. in case, per doz.	$2.60
Same—2 lb tins 2 doz. in case, per doz.	1.35
Van Camp's asstd, per doz.	.90
Van Camp's straight, per doz.	.90

SALT.



LESLIE SALT.

Free Running—	
Cartons, 20 5s	$ 2.50
Cartons, 24 3s	2.00
Cartons, 48 2s	2.75
Caddies, 50 2s	3.60
Velvet Grain—	
Bales, 50 3s	1.50
Bales, 30 5s	1.50
Bales, 15 10s	1.50
Bales, 8 20s	1.50
50-lb sacks, per ton	18.00

H. R. H. Liverpool.

Bales of 75, 2's, per bale	$1.25
Bales of 40, 4's, and 15 10's	2.0
Bags, 200s (50s $5), per ton	7.50

Rock Salt.

Half-Ground, 100-lb sacks, per ton	$ 3.50
Stock, 100-lb sacks, per ton	3.00
Liverpool Lump, per ton	13.50
Cal. Table and Dairy, pr bale.	1.0
Cal. Table and Dairy, 50's, per ton	6.25

Package Salt.

Shaker Salt, per doz.	$0.90
R. S. V. P., 3's, 24 to cs, p. cs.	2.25
R. S. V. P., 5's, 20 to cs, p. cs.	2.75

Celery Salt.

Mertens, 1 doz in box. 1.05

Sauerkraut.

Barrels, per lb.	.02¾
½ bbls	.03
¼ bbls	.03¼
3-gal kegs, per keg	.90
5-gal kegs, per keg	1.15
10-gal kegs, per keg	2.25
2-lb tins, 2 doz in cs, doz.	1.35
2½-lb tins, 2 doz in cs, doz.	1.60

COLUMN 30.

SPANISH DELICACIES.

Specialties of the **Spanish-American Food Co.**
149-155 Fremont St.
Medal Goods. Paris Exposition.



Doz.

TAMALES.

I. X. L., W. G. M. and Kapp & Sheet Brands.

No. 1 Boneless Chicken Tamales in key-op. cans	1.30
No. 2 Not Boneless Chicken Tamales in key op. cans	1.00

Spanish-American Brand.

Beef Tamales in key op. cans	.95
Extra Special Boneless Tamales in key op. cans	1.60
Chili Con Carne, 1 lb.	1.20
Enchiladas, in key-opener cans	1.20
FRIJOLES, 1 lb.	.90
Tripe, Spanish style, 1 lb	1.25
Minced Deep Sea Clams, 1 pt.	1.00
Minced Deep Sea Clams, 2 pt	1.65
Clam Juice, 1 pt.	.95
Clam Juice, 2 pt.	1.50
Cal. Baked Beans, tomato sauce, 1 lb., 4 doz in case.	.85
Cal. Baked Beans, tomato sauce, 2 lbs., 2 doz to case	1.35
Cal. Baked Beans, tomato sauce, 3 lbs. 2 doz to case.	1.75
Chili Beans (Tamale Sauce) 1 lb, 4 dz to case	.85
2 lb, 3 " "	1.35
2 lb, 2 " "	1.75
Deviled Oysters, for Sandwiches 4 doz to case	1.40
Pate Chicken Liver for sandws. 4 doz. to case	1.40
Macaroni and Cheese, with Tomato sauce, 1 lb, 4 dz. cs.	.90

Concentrated Soups.

Pints (20 kinds). doz. .90
Beef, Tomato, Ox Tail, Mock Turtle, Mulligatawny, Rice Tomato, Consomme, Green Pea, Bean, Clam Chowder, Vegetable, Chicken Rice, Chicken Barley, Chicken Giblet, Chicken Gumbo, Cream Chicken, Cream Celery, Beef Bouillon, Chicken Bouillon, Clam Bouillon.
Quarts (9 kinds)...doz. $1.85
Chicken, Beef, Mock Turtle, Ox Tail, Tomato, Mulligatawny, Vegetable, Clam Chowder, Cream of Celery.

Truffles.

Rilhac, 100/⅛'s, per doz.	12.00
Rilhac, 100/ 1-16's, per doz.	3.00
La Forrest, 100/¼'s, per doz.	17.00

Vinegar.

	½ Bbl.	10 bbl.	5 gal.	3 gal.
30 grain	08	10	1 15	65 50
40 grain	10	12	1 35	75 60
50 grain	12	14	1 70	90 80
60 grain	14	16	2 00	1 10 95
80 grain	16	18	2 65	1 50 1 25
90 grain	18	20	3 50	1 85 1 65
100 grain	20	22	3 85	2 00 1 85

Hammond's Vinegar.

Salad, qts, per doz. 1.25

Yeast Cakes.

Great Western	1.00
Gillett's Magic	1.20
Yeast Foam	1.20

Pure Oregon Apple Cider Vinegar.

Bbls.	22c gall n
½-bbl.	24c

Guaranteed.

COLUMN 31.

Department 19.

GROCERY SUNDRIES.

Axle Grease.

H. & L., per case.....$1.50
C. & S., 2-doz case, per case... 2.00
" 5 cs lots.....1.95
" 10 cs lots.....1.85
Frazer's, 2 doz tins, per case..2.25
Frazer's, 4 doz wd, per case... 3.60
Frazer's, 15-lb pails.....85
Mica, 3 doz tins, per case..... 2.25

Paper Bags.

Automatic, Self-opening, 500 in pkg. List.

¼-lb . .....$1.00 8-lb 4.80
½-lb . . .. 1.20 10-lb 5.20
1-lb . ..... 1.60 12-lb 6.30
1½-lb . . ... 1.70 14-lb 8.30
2-lb . ..... 2.00 16-lb 9.00
3-lb . .. . 2.50 20-lb 10.00
4-lb . ..... 2.90 25-lb 11.00
5-lb . . .. 3.40 30-lb 13.00
6-lb . ..... 4.00 35-lb 15.00
7-lb . .....$4.40 .....

Discounts from above List:
...(Cheapest).....50 pct and 5, 10's
Eagle or Equal....50 pct and 2, 10's
White Fibre, or any white bag, ...50 pct and 1, 10's
Mikado (striped) .....40 pct
Sugar Bags, broad bottom, lb....08
Lion, 40 per cent and 1.....1.10

Bluestone.

Barrels, per lb (5 bbls 5½c) .$0.05¾

Bathbrick.

Bristol, 2 doz, per case (25 case lots 67½c) $0.70
Powdered, 20 1's, per case 1.15
Powdered, 40 ½'s, per case 1.25

CANDLES.

Adamantine.

Schneider's 10 oz. 20's.....$0.07
Schneider's 12 oz. 20's..... .08¼
Schneider's 14 oz. 20's..... .09½
Parafine, 20 1 lb. cakes...1.95
do, 5 bx. lots.....1.85
do 40 1 lb cakes.....3.90
do 5 bx lots.....3.75
do 100 1 lb cakes.....9.75
do 5 bx lots.....8.75
P. & G. Adamantine, 10 oz. 8¼
do 12 oz. 9¼
do 14 oz. 10½
Yacht Club Quartz Candles
20 sets 14 oz..... .10
40 sets 14 oz..... .09¾

Stearic.

Schneider's 14 oz 20's or 40' .12
Schneider's 16 oz 20's or 40's. .13½

Paraffine, Etc. Per lb.

4s, 6s, in cartons of 36-lb bxs..10¼
12s, in cartons of 36-lb bxs.....10¼
½-lb, in cartons of 25-lb bxs...10¼
1-lb, in cartons of 25-lb bxs....10¼
Colored 1c higher.

Beeswax, pure for churches.. 40
Do No 2..... 30
Do No. 3..... 25
Christmas, all sizes.....8 8¼
Do holders, ⅛ gross..... 85
Wax Tapers, ⅛ doz pkgs (⅛ gross 8.00).....65 75
Night Lights, German, on pap & wd, (doz 40)..... 65
Do French, on tin, doz.. .....50, .75, 1.10

Cordage.

Basis price: Manila 14½c, Sisal 9¾c (5,000 lbs ¼c, and 10,000 lbs ½c less.)

Egg Food.

Pratt's, 26-oz, 2 doz in cs....$2.25
Wellington's, 1-lb, 2 doz box.. 2.00

Fly Paper.



Fly-Net, Per case $2.60
Magnet, per case.....$2.50
Tanglefoot, per case..... 2.90
Tanglefoot Holders, per case of 50 75

Fruit Jars.

(Net cash — no discount)

Mason's, pts, per gr..... 7.20
Mason's qts, per gr..... 8.10
Mason's, ½ gals 11.40

Fruit Jar Caps.

Porcelain, 6 doz to box, per bx 2.70

Fruit Jar Rubbers.

No. 1 white, per lb..... 50-60c
"Gold Seal," cartons, per gr.. .75
"Badgers," cartons, per gr.... .60

Hops.

No. 1, ¼ lb, 30-lb. box, lb..... .30
No. 1, ½ lb, 30-lb box, lb..... .30
No. 1, 1 lb, 30-lb box, lb..... .30
Less than 30-lb boxes..... .31

Horseradish.

½-pts, 2 doz in box, doz..... 1.10
Pts, 1 doz in box, per doz.... 1.50
Qts, 1 doz in box, per doz..... 2.75
Bulk, per gal ..... .75

Glue.

Le Page's, 1 oz, per doz..... .75
Le Page's, 2 oz, per doz..... 1.15
Le Page's ½-gill tins, per doz. 1.20
Le Page's, 1-gill tin, per doz.. 1.60
Standard, small, per doz..... .50

COLUMN 32.

EUREKA INSECT EXTERMINATOR.



Manufactured by
Jos. Pusch, 525 Front Street, San Francisco.

10c size, doz ..... .75
25c size, doz 1.75
60c size, doz 4.50
1.00 size, doz 8.00

Harmless to persons or animals; does not irritate the skin or injure the eyes.

MATCHES.

Metroplitan, full count, per tin.$1.10
Universal, shrt count, pr tin .75
Boys' block pap pkg, per doz .10
Swedish Safety, per gross..... .80
Swedish wind, 1 gross..... 85
Vulcan Parafine, 65s, ⅛ gross (50 gross 50c) ..... .50 55
Japanese Safety, per gross..... .50
Squirrel Matches, 55s, per gross .45
Ship Safety Matches, la ge, gross .75
" " small, " .65

Diamond Match Co.'s.

Anchor, 200 . ..... 1.70
..Do 500s..... 4.00
G. G. 60s..... 2.75
Red Top Safety 3.25
S. & C., Eastern Parlor, 80s.... 4.25
Press, 100s, 5-gross cs..... 4.75
Little Star, per cs..... 2.25
Search Light, 500s, large 1 gr.. 4.75
(Discount of 25c per case on 5 cs lots)

Paper, Wrapping.

Butter, White, ⅛ ream..... 20
Do Waxed ⅛ ream..... 25
Manilla, No. 2, roll, any sz, lb. . 3½
Manilla, No. 1, rolls or reams, ⅛ lb..... 5
Straw, ⅛ ream..... 70
Do rolls any size, ⅛ lb.... 3¼
Drab, ⅛ ream..... 60
Do rolls any size, ⅛ lb.... 2¾
Metropolitan White Fibre Rolls, per pound . . 1

Paper, Toilet.

Columbia, in rolls, 7 oz, per cs of 100 .....2.75
Royal, 100 rolls of 500 shts....4.00
Pilot, 100 tablets of 500 shts..3.75
Golden Eagle, 100 tablets of 1,000 sheets 8.00

Polishes, Shoe.

Mason's.

Mason's Colt-Coron-Ide Per gross $1.70; per doz 40c
Mason's Paste Stove Polish Per gross $1.70; ½-gross $1.20
Mason's Challenge, per doz .... .40
Mason's Challenge, per gross... 4.70
Challenge Shoe Dressing, small per doz $ .75
large " " 1.50
Russett Comb'n. shoe Dressing small, per doz .. .75
large, " " 1.50
Black Comb'n Shoe Dressing small per doz .85
Patent Leather Polish, per doz . .50
Mason's, No. 4 .. .45
" " per gross 5.20
" No. 3 per doz ..... .85
" " per gross. 3.10
" No 2 per doz .30
" per gross..... 3.00
" No. 1 per doz .25
" " per gross . 2.80

Scott & Gilbert Co.

Manufacturers.
211-216 Mission St., San Francisco



In 3 dozen cases per

Alaska Seal Oil.... 20.00
Top Notch 15.00
Russian 12.00
Boss..... . 9.00

Bixby's.



Jet Oil ..... per doz. .85
Jet oil 3 doz in box with Marvel Brush Free 2.25

COLUMN 33.

BIXBY'S—Continued

Royal Polish . per doz. .85
Royal Polish 3 doz. in box, with 8 pkgs. 5c Carpet Tacks free. 2.55
Shoe Satin, Small Comb, per doz .80
Shoe Satin Large Comb, per doz 1.25
No. 5, Shoe Satin Paste, per doz .40
No. 10, Shoe Satin Paste, p doz .85
Satinola, small comb .80
Satinola, Large Comb 1.25
No. 5, Satinola Paste..... .10
No. 10, Satinola Paste..... .85
"BBB" Blacking Size M 3 dz in box .... } 1.25
¼doz. paste free .....
"BBB" Blacking, Size B. 3 doz. in box .... } 2.50
1 doz paste FREE .....

Polish, Stove

Rising Sun, large pkg, ⅛ gross. 6.25
Do 5-gross lots ⅛ gross. .6.00
Do Small pkg, ⅛ gross....4.25
Sun Paste, large, ¼ gross, per gross 8.00
Sun Paste, small, ¼ gross, per gross 5.00
Enameline, No. 4 tins, ⅛ gross. 5.00
Do No. 6 tins, ⅛ gross.....8.25
Do Liquid, pt-tins, bx 3 doz. 2.25



Small, 3 doz. to cs., per cs. $1.80
Large, 3 doz. to cs., per cs. 2.50
(½ doz free with each case)

Polish, Metal.

Electro Silicon, 1 gr in case, per doz ..... .80
Brilliantshine, ½ pts, per doz.. .90
Brilliantshine, pts, per doz... 1.70
Brilliantshine, qts, per doz.... 3.10

U. S. Metal Polish.



POLISH

	Doz
Qts	$3.00
Pts	1.70
½ Pts	.90

PASTE

lb	$3.00
½ lb	1.75
4oz	.90

Barkeepers Friend powder gr $15.00

U. S. METALLIC POLISH

PASTE is put up by a Practical Chemist; also in Liquid Form. Free from Acid or Grit 20 years in the Markets of the World. J. T. WILSON, Pacific Coast Agt., 1770 15th St., S. F. For sale by all dealers. Also the Barkeepers' Friend Cleaning Powder.

Rope.

Manila, 1¼-in. cordage .. 1...
Sisal, 1¼-in. cordage 10...

Seeds.

Anis 10
Canary ..... 6...
Caraway 8 10
Celery 15
Coriander 15
Cumin 1
Flax, ground 4
Flax, whole ..... 3...
Hemp, sacks 4
Millet ..... 6...
Mustard 7
Poppy (Or. sks 2¼). 10¼
Rape, Cal. ..... 6...
Bird gravel, 40 2s 2.00
Bird Seed Mixed 12 1-lb pkg Original packages less

Sheep Dip.

Little's, 10½ gal tins per gall 1...
Little's, 5-gal drums per gal 1.0...
Smith's, 10-gal tin per gal ...
Smith's, 5-gal drums per gal ...

Twine.

Cotton, 4 ply, 100-lb bls, per lb 19
Do 3 ply 100 lb bl per lb 19
Do 2 lb cops per cop 4...
Hemp, 8-oz balls per 2-lb pkg 75
Do 4-oz balls per 2-lb pkg 75
Do 2 oz balls ⅛ 2 lb pkg
Sack, 4 ply, 12-lb pkgs per lb ...

Wax.

Fruit, 25 1-lb pkgs. ...
Japan, per lb..... 2...
Beeswax ...

Wax Strings.

12-in. tapers, 100 pkgs each 1...
14-in. tapers, 100 pkgs each 1...

COLUMN 34.

COLUMN 35.

Department 20.

WOOD AND WILLOW WARE

AXE HANDLES.

Ex. 36-in., doz..... .....$2.25
No. 1, 36-in., doz..... 1.75
No. 2, 36-in., doz..... 1.25
No. 3, 36-in., doz..... 1.05
Ex. 38-in., doz..... ..... 4.00
Ex. 40-in., doz 4.25

BASKETS.

	Per Doz.
Cal., Open, Spruce, No. 3..	.60
Cal., Open, Spruce, No. 4..	.60
Cal., Open, Spruce, No. 5..	.84
Cal., Satchel, Spruce, neat, 0-5	1.10
Cal., Satchel, Spruce, neat, 1-5	1.00
Cal., Satchel, Spruce, neat, 1-11	.71
German market, nest of 4	1.25
Clothes, Oval, Wil., No. 0.	6.50
Clothes, Oval, Wil., No. 1.	6.00
Clothes, Oval, Wil., No. 2.	7.50
Clothes, Oval, Wil., No. 3.	9.00
Clothes Oval, Wil., nest 4..	3.17
Japanese Telescope, nest of 6, size 18x12x7..... .	1.00
Same, size 20x13x7 .	1.25
Same, size 24x15x10 .	1.75

BOWLS, WOODEN.

	Per Doz
Maple, No. 1, 11-inch.....	.75
Do No 2, 13-inch....	1.50
Do No. 3, 15-inch.....	2.75
Do No. 4, 17-inch	4.25
Do No 5, 19-inch.....	5.75
Do No 6, 21-inch	7.50

	Per nest
Maple Nests, 3, 13, 15, 17-inch	.71
Same, 4, 13, 15, 17, 19-inch	1.20
Same, 5, 13 to 21-inch...	1.31

BROOMS.

	Per Doz
Patent Cup, No. 1	3.80
Patent Cup, No. 2.....	3.60
Patent Cup, No 3	3.35
Extra Patent, No. 1.....	3.85
Extra Patent, No 2.....	3.60
Extra Patent No 3....	3.40
Ladies' Pride, No. 1.....	2.85
Ladies' Pride, No 2	2.60
Ladies' Pride, No. 3	2.40
Little Beauties	3.00
Ladies' Delight	2.80
Toy 9 strings .	.90 1.35
Wisp 9 strings .	.90 1.25

BRUSHES.

	Per Doz
Dust	2.60 12.00
Scrubbing	.55 3.00
Dandy	1.50 6.75

Shoe Brushes.

No. 1, black tampico 1.10
No 2 bristles 1.65
No. 3, white bristles 1.75
No 4 bristles .. 2.00
No 5, white bristles . 2.25
No 6, horse hair 2.70
No 7 bristle . 3.00

Stove Brushes.

	Per Doz
No 1 tampico handles 90c	$1.10
No 2 bristle handles ..	1.85
No 3 tampico handles .	1.85
No 4 bristles, handles	3.25

Ox Fibre Brushes.

	Per Doz.
Scrub, T & H 9x2¼ in face	.80
Do Bob, 10x2¾ in face	2.00
Do Magic, 7½x2 in face	1.10
Do Oval 8½x1½ in face	.85
Do Cat 10½x2¾ in face	1.50
Do Rat 8¼x2¼ in face	1.25
Do Mouse 6½x2¼ in face	1.00
Do Alligator 10½x2¾ in face	2.25
Do Goose 8½x2¾ in face	2.00
Do Duck 6½x2¾ in face	1.60
Stove Hustler 8½x2¼ in face	2.25
Stiff Bell 3½x1½ in face	1.40
Stiff Goose 4¾x3¾ in face	2.25
House Painter 10x3¼ in face	3.00
Crockery Jersey 9x6 in face	3.25
Crockery Holstein, 9½x in face	3.50
Duck, Peacock 10½x4 in face	2.25
Hand Windsor 4½x1¼ in face per gross	6.00
Whitewash Snowstorm, 9-in., per doz	2.00
Same 8 in per doz	1.75
Same 7 in per doz	1.50

CAN OPENERS.

Universal per doz $0.75
Crown per doz 1.75
Climax per doz 2.25

CARPET SWEEPERS.

Bissell's per doz $15.00 to 27.00
Ohio per doz 24.00

CHEESE SAFES.

Round No. 1 10 in $2.20
Round No. 2 12 in .. 2.25
Round No. 3 14 in . 3.50
Square each . 4.00

Clothes Line.

Hemp 40 feet per doz $0.80
Hemp 60 feet per doz .. 1.25
Cotton 40 feet per doz ...
Cotton 60 feet per doz 1.50
Cotton 72 feet per doz 1.75
Cotton 72 feet per doz 1.75
Manila 6 feet per doz 1.75
Manila 6 feet per doz 2.75
Sash Cord 50 feet per doz.... 1.75
Sash Cord 72 feet per doz 2.00
Wire Cord 72 feet per doz 1.00
Wire Cord 72 feet per doz 1.60
Wire Cord 100 feet per doz 2.75

COLUMN 36.

Clothes Line Pulleys.

Galv. Iron, per doz.....$0.50

CLOTHESPINS.

Common, per bx of 5 gross .65
U. S. Patent Spring, per gr .60

COFFEE MILLS.

Enterprise, Family, No. 1, doz.$2.50
Enterprise, Family, No. 2, doz. 3.50
Enterprise, counter, ea....5.50-35.00

CORKS.

Wine, pt size, per M.....$4.75
Wine, qt size, per M..... 5.25

Demijohns.

Discount 50—10—5 per cent

¼-gal., doz..$3.25 2-gal., doz..$10.50
½-gal., doz.. 4.50 3-gal., doz.. 13.50
1-gal., doz... 6.50 5-gal., doz.. 19.00

Dust Pans.

No. 1 Japan, doz..... .63
Covered, doz 1.25
Janitor, doz 2.25

Dusters.

China, fancy colored, doz.... .80
Standard Turkey, No. 10, doz.. 1.60
Standard Turkey, No. 12, doz.. 2.10
Standard Turkey, No. 14, doz.. 2.75
Standard Turkey, No. 16, doz.. 3.25
Standard Turkey, No. 18, doz.. 3.75

DOOR MATS, COCOA.

Per Doz.

Light, No. 1, 14x24..... 4.00
Do No. 2, 16x27..... 5.50
Do No. 3, 18x30..... 7.25
Do No. 4, 20x33..... 9.00
Medium, No. 1, 14x25..... 5.25
Medium, No. 2, 16x27..... 6.75
Medium, No. 3, 18x30..... 8.50
Medium, No. 4, 20x33.....10.25
Extra, No. 2, 16x27..... 9.50
Extra No. 3, 18x30.....12.50
Extra, No. 4, 20x33.....15.00
Extra, No. 5, 22x36.....18.00
Keystone Steel Mats.....

Faucets.

Cork lined, No. 1, doz.....$0.60
Cork lined, No. 2, doz..... 75
Cork lined, No. 3, doz..... 90
Cork lined, No. 4, doz..... 1.25
Cork lined, No. 5, doz..... 1.50
Molasses Gates $0.25
Self-Measuring Faucets, each. 3.00
Syrup Pumps (Ent'rprise), ea. 5.75
Syrup Pumps with auger, ea . 6.00

Ironing Boards.

4-ft., per doz..... 4.20
4½-ft., per doz 4.75
5-ft., per doz 5.25
5½-ft., per doz 5.75

LAMP CHIMNEYS.

XX Eureka Grade.

Eureka Crimp Top in Cartons.

Per Doz.

No. O or E, 6 doz. in case .75
No. 1 or A, 6 doz. in case .75
No. 2 or B, 6 doz. in case. .95

Eureka Electric.
In Cartons.

No. 2, 6 doz. in case, per doz. 1.00

Lantern Globes, per doz.
Packed 5 doz. in case.... .70

Eureka Rochester.

Per Doz.

No. 1, 6 doz. in case.... .85
No. 2, 6 doz. in case..... 1.05
No. 3, 6 doz. in case..... 2.10

Macbeath Pearl Top.

No. 1 or A, 6 doz. in case. .85
No. 2 or B, 6 doz. in case. 1.05

La Bastie.
Heaviest and best in market.

Per Doz.

No. A, plain bulk, 6 doz. in case 1.20
No B, plain bulk, 6 doz in case 1.50
No. A, crimp bulk, 6 doz. in case 1.30
No. B, crimp bulk, 6 doz. in case 1.60

Common Chimney.

Per Doz.

No. 0 or E, 6 doz. in case. .40
No. 1 or A, 6 doz. in case.. .45
No. 2 or B, 6 doz. in case. .65

Common Rochester.

No. 1, 6 doz. in case..... .80
No. 2, 6 doz. in case..... .90
No. 3, 3 doz. in case..... 2.00

Lamp Burners.

0 or E, per doz.....$0.50
1 or A, per doz..... 65
2 or B, per doz..... 75
(Blaze fits 13 collar, takes E wick)
Solar Burners doz 1.50

LEMON SQUEEZERS.

Ball, per doz $0.80
Glass, No. 1, per doz..... 50
Glass, No. 2 (for oranges) doz .85

MOPS AND HANDLES.

Per Doz.

6-lb Mops .....1.20 and 1.50
12 lb Mops .....1.60 and 2.00
Patent Mop Handles 1.00
Plain Mop Handles ..... .90

PAILS.

Per Doz.

Wood, painted, 3 hoops... 2.25
Wood, varnished, 3 hoops 2.25
White Cedar, 3 galv hoops 2.75
Flyer 3.50
Galvanized, 10 quarts 1.75
Galvanized, 12 quarts 2.05
Galvanized, 14 quarts 2.35

SHELF PAPER.

Per gross.

Narrow, assorted colors. .12
Wide, assorted colors.... .35

COLUMN 37.

TUBS.

White Cedar—No. 0, 13.00; No. 1, 10.50; No. 2, 9.00; No. 3, 8.00.

Painted or varnished—No. 0, 11.40; No. 1, 9.60; No. 2, 8.40; No. 3, 7.20.

Fiber—No. 0, 18.00; No. 1, 14.50; No. 2, 12.50; No. 3, 11.00.

Galvanized—No. 1, 5.50; No. 2, 6.20. No. 3, 7.20.

WASHBOARDS.

Per Doz.

California, regular size..... 2.10
California, small ..... .90
Stag 2.75
Bronze 3.50
Good Enough 2.25
Anchor, single 1.90
Nameless 2.25
Peerless, double 3.50
North Star 3.50
North Star, protector.... 4.00
Crystal Glass 4.00
Misses 1.50
Toy ..... .90

WICKING.

Grs.

Lamp, 0 or E, ⅜-in.....$0.30
Lamp, 1 or A, ⅝-in..... .40
Lamp, 2 or B, 1-in..... .60
Lamp, 3 or D, 1½-in..... .90
No. 1 Rochester 2.00
No. 2 Rochester 2.75
No. 3, Mammoth 9.25
Junior Rochester 1.50
Stoves, 3-in 1.80
Stoves, 3½-in. 2.25
Stoves, 4-in 2.50
Stoves, 4½-in 2.90
Stoves, 5-in 3.50

WRINGERS.

Wood Frame Novelty.

Two top screws; iron tub clamps.

Per Doz.

No. 350, 10x1¾ in 30.00
No. 351, 11x1¾ in 36.00
No. 352, 12x1¾ in 42.00

One top screw; wooden top clamps.

No. 360, 10x1¾ in.....31.00
No. 361, 11x1¾ in.....36.00
No. 362, 12x1¾ in.....42.00

Ball Bearing.

No. 380, 10x1¾ in.....40.00

MISCELLANEOUS.

Barrels, paper, 100-lbs, ea. .80
Barrels, pa., 50 lbs ea..... .65
Barrel Covers, 17-in. (flour barrel size), per doz..... 1.80
Barrel Covers, 21-in (sugar barrel size), per doz..... 2.70
Basins, fiber, 12-in., pr. dz. 2.25
Basins, fiber, 1½-in., per doz..... 2.50
Brownies, per doz. .75 1.00 1.25
Butter Ladles, plain, doz.... 45
Butter Ladles, clays, doz 85
Butter Spades, doz 40
Dishes, oval 1, 2 and 3-lb, per 1,000.....2.20, 2 30, 2 90
Dishes, wire end..... ....1.35, 1.80, 2.35, 2.85, 3.25
Egg Beaters, Dover..... 1.00
Lemon Squeezers, fiber, dz 1.25
Measures, fiber, 4 pcs..... 1.25
(Set pt., qt., ½ gal and funnel)
Lanterns, O Tubular, doz. 5.00
Lanterns, candle, frame, only doz. 1.00
Lantern Candle, with chimney, doz. 1.75
Lantern globes, in bbls. 70@95
Mouse Traps, 1 to 6 holes, doz., 6 holes..... .60
Traps, mouse, "Does-It-easy," doz. 25
Traps, rat, "Blizzard," doz.... 1.25
Nest Eggs, per doz 20
Oil Cans, 1 gal., cush., per doz 1.50-4.50
Oil Cans, 1 gal., galvanized Iron 2.00
Oil Cans, 5 gal., galvanized iron 6.00
Potato Mashers, per doz. 45@75
Rolling Pins, per doz. 1.20 and 1.45
Spoons, wooden...30c, 37c .65
Step Ladders, each per ft ..... .17 .40
Tacks, steel, asstd, 2-oz, doz... 25
Tacks, Common, 2 oz., doz.. 8½
Tapers, gas, 30/17-in, stgs. doz 65
Tobacco Cutters, standard, ea 80
Toothpicks, per case, 110 box 2.25
Twine Holders, hanging, doz. 2.00
Twine Holders, counter, doz.. 3.10
Spittoons, fiber, 13-inch.. 6.00
Spittoons, fiber, 12-inch.. 4.75
Spittoons, fiber, 8-inch.. 4.00
Whips 90
Window Screens, 12-in., doz. 1 60
Window Screens, 18-in., doz.. 2.20
Window Screens, 24-in., doz.. 2.64

STATIONERY.

Blank Books.

Counter, 48-leaf ..... $ 50
Counter, 92-leaf 75
Cap, Day & Ledger, per 100 pp ..... 10@ 40
Full bound ..... 50@ 75

Writing Paper.

Ream

Commercial Note, 5lb 45@ 75
Commercial Note, 6lb 50@ 90
Letter 10 lb ex 90@1 50
Cap, 12 lb, ex..... 1.00@1 80

COLUMN 38.

Envelopes.

Per M

XX, 5-in. ..... 1.00@1.50
XX, 6-in. ..... 1.10@1.60
XXX, 10-in. 2.80
XX, 4-in., Baronial, cream or white ..... 1.40@1.80
XX, 5-in., Baronial cream or white..... 1.60@2.00

Inks.

Scott & Gilbert Co.,
Manufacturers,
214-216 Mission Street, San Francisco

SUNSET BLUE BLACK



gross

Cones, 3 dozen case .$4.50
2 oz. round studs 3 dz.. 4 50

doz.

4 oz. round studs, 3 dz. 75
½ pints, 2 doz case.. 1 25
Pints, 2 doz. in case .2 00
Quarts, 1 doz. in case 3 50

gal.

5 gallon kegs 70
10 gallon kegs 60
Barrels ... 50

Assorted colors. doz
1 oz, stands, any color 50
2 oz. stands, any color 75

BLACKSTONE MFG. CO.
1960 Howard St., S. F., Cal.



Gross

Cones, 3 doz to cs.....$3.75
2-oz., Rnd Cylndr, 3 doz to cs.. 2.90
3-oz., Rnd Cylndr, 3 doz to cs.. 5.75
4-oz., Rnd Cylndr, 3 doz to cs.. 6.50

Doz.

8-oz., Rnd Cylndr, 2 doz to cs.. 1.15
16-oz., Rnd Cylndr, 1 doz to cs. 2.00
Full qts., Rnd Cylndr, 1 doz to cs 3.75

Above prices are for Jet Black, Blue Black, Green, Blue, Violet and Carmine Inks.

(Copying Inks 10 per cent additional.)

Miscellaneous.

Carter's or Sanford blk cylinder, gross 4.50
Sanford's, 4 oz., black cylinders, doz. 60
Sanford's ½ pt, doz..... 1.75@2.00
Sanford's pts, doz ..... 3.00@4.50
Sanford's qts., doz. ..... 5.00@7.50

Lead Pencils.

Gross.

Plain cedar 60
Black polished 1.10
Cedar, rubber tip 1.00
Red polished, metal rubber tip ..... 1.50@3.50
Carpenters' .....1.75@2.25
Eagle Automatic, doz.. 85@2.00
doz. ..... 40@1.80



Mucilage

Scott & Gilbert Company
Mafvs., 214-216 Mission St
San Francisco, Cal.

SUNSET EXTRA HEAVY

doz

2 oz. cones, 3 doz. cs. 37½
3 oz. cones, 3 doz. cs. 75
½ pints, 1 doz. case 2 00
Pints, 1 doz. in case 3 50
Quarts, 1 doz. in case 7 00
Gallons, ¼ doz. ea 9 20 00

Blackstone Mfg. Co.
1960 Howard St. S. F., Cal.

Gross.

2-oz. Cones, 3 doz. to cs.....$4.00
3-oz. cylndrs, 3 doz to cs..... 5.75

Doz.

8-oz. round, 2 doz to cs..... 1.75
16-oz. round, 1 doz. to cs..... 3.00
Full qts., 1 doz. to cs..... 5.00
Bulk quotations (5, 10 and 30-gal.) on application.

Steel Pens.

per gr. Gross.

Railroad, 1 gross in box.....$0.40
Stub No. 413 40
Falcon 40
Bank 40
Easy Writer 50
Extra Fine 45
Elastic 45
Railroad Stub 40
Ladies' Falcon 40
School 40
Spencerian No. 1 85
Gillotts No. 404 50
Gillotts No. 303 ..... 1.00

COLUMN 39.

Department 22.

TOBACCO, CIGARS, SMOKERS' SUPPLIES, ETC.

AMERICAN TOBACCO CO.

Plug Tobacco.

Battle Ax, 16 oz, 3x12, 6 cuts, 12, 24 lb 40
Big Gun, 8 lb. butts, also 16 lb. butts, 16 oz., 3x12, 6 cuts..... .45
Brandywine 4 to lb., 2½x9, 3 cuts, 4 and 8 lb 47
Bullion, 16 oz 3x12, 12 lb.... 48
" 6 to lb., 1x6, 20 lb 51
Burr Oak, 16 oz., 3 x 12 emb., 6 and 12 lb. 44
Climax, 16 oz, 2x12, 6 cuts, 6, 12 and 30 lb 46
Climax, 7 oz, 2x12, R & R 6 cuts, 7, 10½ and 21 lb. 49
Climax, 7 oz, 3x12, thin, 7 and 14 lb 49
Climax, 6 to 1b, 2x3, Twin 4s, 4 lb boxes 51
Climax, 14 to lb, 1x8, Figs 4 lb boxes 55
Cross Bow, 14 oz, 3x12, 4 cuts 14 lb 39
Drummond Nat., 5½ oz. 3x12, 8 cuts, 5, 8, and 12 lb 64
Five Brothers, 4 oz, 3x6, 2 cuts, 4 and 8 lb..... 60
Gold Rope 7 to lb, 8, 6, 12 lb. 57
Gold Rope 14 to lb. 4, 8 lb ... 59
Good Luck, 3x6, 10 lb. 46
Granger Twist, 12 and 15 lb pails 46
Horse Shoe, 16 oz, 3x12, 6 cuts, 8, 12 and 24 lb 45
J. T., 7 oz, R & R, 2x6, 2 cuts, 10½ and 21 lb 40
J T., 7 oz, 3mo. 2x6, 2 cuts, 10½ and 21 lb. 40
J. T., 14 oz, 3mo. 3x12, 4 cuts, 10½ and 21 lb. ..... R & R... 40
Newsboy, 48 plugs to 10 lbs. 2¼x4½, 10, 15 and 25 lb..... 43
Nobby Spun Roll, 7 to 1b, 1¼x8¼, 3, 6 and 12 lb..... 58
Old Honesty, 15 oz, 3x12, 6 cuts, 7½, 15 and 30 lb 45
Old Kentucky, 6 to lb, R. & R., 8, 16½ and 25 lb... 49
Old Peach and Honey, 6 to lb 8 lb. butts..... 49
Out of Sight, 12 butts, 12 oz., 3x12, 3 cuts..... 36
Piper Heidsieck, 5½ oz, 2¾x8, 3 cuts, 4, 7, 14 lb 70
Red Cross, 16 oz, 3x12, 4 cuts 12 and 24 butts 34
Red Ribbon Twist, 10 to lb. 6 inch, 8 lb packs, 16 lb. ¼ hhs 41
Saw Log, 16 oz, 2x12, 6 cuts, 24 lb..... 47
Saw Log, 32 oz, 3x12, 12 cuts, 32 and 48 lb 47
Something Good, 5½ to lb, 2x4 9, 18 lb..... 46
Spear Head 16 oz, 2x12, 6 cuts, 6, 18 and 30 lb. 46
Spear Head, 7 oz. 2x12, 6 cuts, 7, 10½ and 21 lb 49
Standard Navy, 14 oz, 8x12, 4 cuts, 14 and 28 lb. 39
Star, 16 oz, 3x12, 6 cuts, 12, 24 and 52 lb 46
Weissinger's Special, 5 1-3 oz., 3 x 12 emb, 2, 6, 12 lb. 64
W. N. T. Nat. Leaf, 6 and 12 lbs., bxs., 5½ ozs., 3x12.... 58

Smoking Tobacco.

(5-lb Cartons, 25 and 30-lb cases.)

Seal of N. C., 1⅔ oz, foil.....$0.68
Seal of N. C., 3½ oz, foil..... .62
Seal of N. C., 8 oz, foil..... .59
Seal of N. C., 16 oz, foil..... .59
Old Gold, 1⅔ oz, foil or pouch ..... .70
Old English curve cut, 1⅔ oz .74
Old English curve cut, 3½ oz .74
(In curved tins.)
Pedro, 2½ oz, foil..... .49
Pedro, 2½ oz, foil..... .51
Pedro, 2½ oz, assorted..... .50
Pedro, 16 oz, tin canisters.... 52
Dixie Queen, 1⅔ oz, foil..... .40
Dixie Queen, 16 oz, tin canisters, 6-lb cartons, 24-lb cas .43
Duke's Mixture, 1⅔-oz sack.. 39
Arlington, 1⅔ oz, foil..... .65
Cross Cut, 1⅔ oz, foil..... .60
Duke's Cameo, 1⅔ oz..... .42
Duke's Cameo, 2½ oz, foil.... .45
Melrose, 1⅔ oz, foil..... .65
Fragrant Vanity Fair, 1⅔ oz, foil ..... .95
Red Indian Plug Cut, 1⅔ oz and 3½ oz, foil..... .42
Red Indian Plug Cut, 16-oz pails ..... .44
Fashion, 1⅔ oz ..... .41
Fashion, 16-oz pails..... .44
Bull Durham, 1 oz..... .65
Bull Durham, 1⅔ oz..... .65
Bull Durham, 3½ oz..... .60
Bull Durham, 8 oz..... .58
Bull Durham, 16 oz..... .58
Pick Leaf, gran, 1 oz, 25-lb cs .00
Corn Cake, gran, 1-lb bags, 25-lb cases, per lb..... .23
Echo Plug Cut, 1⅔ oz..... .48
Red Bell, 1⅔ oz..... .42

COLUMN 40.

Red Bell, 16-oz pails..... .43
Oriental Mixture, 3½-oz tin.. 1.00
Imperial Mixture, 7½-oz tin. 1.20
Plum, 1⅔ oz, foil..... .62
Three Kings Mixture, 3½-oz tins 1.35
Monte Cristo Mixture, 3½-oz tins 1.50
Yale Mixture, 1-oz tin..... 1.35
Yale Mixture, 1⅔-oz tin..... 1.60
Yale Mixture, 3½-oz tin..... 1.55
Honey Dip Twist, 10 to lb.... .46
Master Workman, 10-oz plug, smoking ..... .46
Old Virginia Plug, smoking, 5 oz, 10½ lb., 6x5..... .42

Fine Cut Chewing.

Hiawatha, 1 oz..... .59
Hiawatha, 10-lb bulk, bright or dark ..... .59
Hiawatha, b'ght or d'k, 1-lb tins, 5-lb. pails ..... .58
Sweet Cuba, b'ght or d'k, 1-lb tins, 5-lb. pails ..... .46

Cigarettes.

Fragrant Vanity Fair $4 08
Duke's Cameo 4.08
Sweet Caporal 4.08
Virginia Brights 4 08
Old Dominion 3.98
Pets (foil packages)..... 6.52
Richmond Straight Cuts..... 6.62
Turkish Trophies 7.75
Egyptian Deities, No. 1, 10s.. 21.50
Egyptian Deities, No. 3, 10s $15.36, 19.88
Mogul 11.32

Cheroots, Etc.

Vaporettes in tin foil, 5 for 10 14.00
Old Virginia Cheroots, 5's....14.00
Jumbo Stogies, 100 in carton. 12.50
Between the Acts Little Cigars, 10's, tin and paper.. 8.50
Bengal Little Cigars, 10's.... 7.50
Royal Bengal, 10 in pkg.....12.00
Van Bibber Little Cigars....17.50
Sub Rosa Cigarros, 10s, per 1,000 ..... 4.10
Florodora 12.50

Cigarette Papers.

Vanity Fair, 50 pkgs in box.. 1 05
Wheat Straw, 50 pkgs in box. 1.25
Wheat Straw, 100 pkgs in box 2.50
Wild Oats, 40 pkgs in box.... .90
Red Seal, 50 pkgs in box..... .25
Corn Husk, 50 pkgs in box... 1.15
Corn Husk, 100 pkgs in box.. 2.30
Interlock, 50 ..... 1.15
" 100..... 2.25

THE HILSON CO.

Hoffmann House Little Cigars, 10 in package, 250 in carton $7.50
Hoffmann House Magnums, 10 package, 100 in carton.....12.00
Hoffmann House Petit Duc, 10 in package, 100 in cart'n.15.00
Hoffmann House Cavaliers, 10 in package, 100 in cart'n.18.50

J. B. PACE TOBACCO CO.

Scroll Tag, twist, 6 to lb.... .66
Scroll Tag, 10 oz..... .68
Mastiff Plug Cut, 1⅔ oz..... .67½
Mastiff Plug Cut, 3½ oz..... .65½
Mastiff Plug Cut, 10 oz..... .52

AMERICAN SNUFF CO.

French Rappee, 1⅔ oz, per dz. .96
French Rappee, 3½ oz, pr dz. 1.80
French Rappee, 16-oz jars, per lb ..... .65
Maccaboy, 1⅔ oz, per doz.... .96
Maccaboy, 3½ oz, per doz.... 1.80
Maccaboy, 16-oz jars, per lb. .60
Irish High Toast, 16-oz. jars, per lb ..... .57
Scotch Lilienthal's, in bladders ..... .60

CIGARS.

Porto Rico Cigar Co.

El Primero, Forziano Porto Rico 30.00
El Manifesto, Invincible Roosevelt Porto Rico 87.50

PIPES.

Per Doz.

Cobs, Hot Shot, 3 doz.....$0.25
Cobs, Gem, 3 doz..... .25
Cobs, No. 3, 3 doz..... .50
Brier, W. P. & Co., Assorted, 3 doz 2.00
Brier, Display Stands, 1 doz... 2.00
Brier, Showcase Assortment, 3 doz 6.00
Pipe Mounts, 1 doz..... .75
Cherry Stems, 2½x6 in..... 2.00
Cherry Stems, 2d 2½x6 in..... .85
Clay Pipes, T. D., 1½ gross per box 1.25

Per Box.

Clay Pipes, Woodstock, 1½ gr., per box 1.25
Uncle Sam Cob Pipe, 3 doz box 1.00
Eclipse Patent Cob Pipe, 3 doz. box 2.25
Climax Cob Pipe, 3 doz. box... 2.25
Jewel Cob Pipe, 3 doz. box.... .90
Dewey Cob Pipe, 3 doz. box... 2.50
No. 19 Cob Pipes, 1 doz box.... 2.00

LASH'S
KIDNEY & LIVER
BITTERS
CURES DYSPEPSIA.

HAVE YOU NOTICED
all these Signs around Town?

WUNDER BEER

It shows that most of the Grocers keep what people ask for—WUNDER BEER
If YOU don't, wake up phone to our bottling works and they will send their man to see you.
Phone South 1098

Ahrens, Pein & Bullwinkel
WHOLESALE
Liquor Merchants
620 Post St., bet. Taylor & Jones
Sole Proprietors



Royal Stag Bourbon and Rye.
Old Pal Kentucky Bourbon.
Celebrated Chief Tonic.
Hiawatha Bitters.
Chief Bitters.
Diamond Star Rye and Bourbon.
Tiliawood Bourbon.
Importers
Slater V. O. Scotch Whiskey, Scotland.
Thrope & Co.
Mermaid Old Tom Gin, London.
P. Van der Kamp
Fine Old Wood Cock Gin, Holland.
Maurailla Freres Cognac, France.

MONEY-WEIGHT SCALES
Pay for themselves in
Less than a Year.
Sold on Easy Monthly Payments
PIERCE & CO.
Flood Bldg. (8th Floor) Market & Powell



J. F. Cutter Whiskey
IS THE BEST SELLER FOR THE RETAILER ON THE MARKET
E. Martin & Co.
Sole Agents
54 FIRST STREET
San Francisco

Attracting Trade

Murphy's Crazy Sale.

Murphy's Crazy Sale had a short life—only one short week. But that week was filled with business. The sale put customers in good humor and made an advertisement for Mr. Murphy that is doing work, says the Dry Goods Reporter.

Even to-day customers who enjoyed the sale and profited by it come to the store and say, "Murphy, when are you going to hold another crazy sale?"

Murphy's crazy sale originated in the brain of R. R. Murphy, of Austin, Minn.

Trade was undeniably dull and into Mr. Murphy's fertile brain and creative mind the "crazy sale" came as an inspiration.

What Murphy did was to give a discount on all purchases. That will not strike the reader as anything particularly original. Nor was it. It was in the "work-out" that Murphy turned the trick that gave his sale the name and showed that he was not as crazy as one might suppose. He worked the scheme something like the man in the insane asylum who was pushing a wheelbarrow along upside down. "My good man," said a visitor, "why don't you turn your wheelbarrow other side up?" "For a good reason," said the crazy man; "if I should turn it other side up somebody would fill it full of bricks."

And so with Murphy—there was method in his madness. He knew that if he gave the same discount on his goods each day the sale would be no different than any other clearing sale. And if he gave a certain discount on certain goods during certain hours it would be just like an hour sale, which he had previously held.

A Discount with Mystery.

He wanted something different, and he wanted enough mystery about the plan to keep people guessing. Without doing any gambling he was willing to appeal to a gambling spirit. And this is how Murphy worked it. At the beginning of each hour he whispered to his cashier: "The discount this hour will be so and so." He advertised that to obtain a discount a customer must purchase at least three items. In this way he increased the volume of business.

One woman was buying some goods; she had bought to the extent of $2.10. "Now," said the clerk, "if you buy one more item you will be entitled to a discount." "How much?" said the customer. "I can't tell you that," said the clerak, for I don't know myself."

So the woman, with the hopes of saving a little, bought a pair of stockings for 18 cents, making the bill $2.28. The discount during the hour was ten per cent, so her rebate amounted to 23 cents. She found that she actually obtained the stockings for nothing. And maybe she didn't talk! Maybe she didn't advertise Murphy's Crazy Sale!

Mr. Murphy varied the discount to suit himself. During the early morning hours, when trade was naturally small, the discount would be big. The next day, if people should swarm in during the same hour, the discount would be small.

Occasionally a "snag" would stick up, but Mr. Murphy always kept his word. If the discount happened to be 50 per cent and a customer insisted on buying a $40 suit, Mr. Murphy made the sale and stood the loss. But usually he could get around this. One customer who wanted a number of yards of carpet was shown something else she wanted until the big discount hour had passed.

Shuold Plan With Care.

If a merchant contemplated such a sale as this—and such a sale is almost sure to stir up a big excitement—he should plan it carefully. If he conducts a general store, it would be well to except such things as sugar and flour, or staples which are always sold at almost cost. If he buys country produce and sells it to town people at almost the same price he pays, he should except country produce.

The the merchant can make it necessary to buy three or four or five items, as he pleases, in order for his customer to obtain a discount.

It's a great scheme to induce people to make big purchases, and in such a sale it's a good plan to display your profit-makers so conspicuously that people can hardly get away from them.

If you have some good profit-makers, get them where people can't help seeing them, and be sure that the price ticket is attractive, without any discount.

THEY MEAN BUSINESS.

Retail grocers of Southern California should appreciate the aggressive method used by the Globe Grain and Milling Co. in protecting the price of their goods, say Secretary Paulding in his last "Report." These mills have sent the following letter to firms that have cut and it has invariably brought about satisfactory results:

Dear Sir: We have been informed that you are selling "A-1" Flour at less than the established retail selling price of $1.55 per one-fourth sack, and 80 cents per one-eighth sack. The above prices are stipulated by us, and are clearly understood by the trade in general, and we must ask you to kindly raise your prices accordingly.

Kindly reply to this letter, stating whether our information is correct or not, and if it is true that you have been offering it at less than the regular price, your aggreeableness to maintain prices. Yours truly,

Globe Grain and Milling Co.

Pertinent Suggestion for Employes.

The United States Cigar Store Company has issued a manual for the guidance of its employes, and it contains much advice that is just as good for other stores as it is for the U. C. S. Co. Here are a few epigrams from the book:

Say "Thank you" every time—say it cordially.

Never tire of taking pains to please.

Keep your hands clean all the while.

Once is enough for the same mistake.

Be a booster—knocking is a waste of time.

Make neatness a habit—it counts.

Every customer should have a reason for coming again.

Lift your work—anybody can hold down a job.

There is a good deal more to salesmanship than selling.

A good time to look pleasant is when a customer comes in.

Never forget that what a customer asks for he wants.

To get a customer's attention, give him yours.

Know your stock as well as you know your way home.

And above all, be cheerful, smile and say "Thank you."

The Lewis and Clark Exposition grounds have natural advantages which are far superior to sites for earlier fairs. The entrance gates are only fifteen minutes by street car from the down-town portion of the city, and open upon an exposition which is laid out charmingly and with such good taste that, while the buildings are not crowded together, the long miles of weary wanderings which visitors to earlier fairs recall so vividly are avoided.

ALPINE
Unquestionably the Best
CREAM
Why?
Made by the Improved Process and under the Personal Supervision of
J. B. MEYENBERG,
The Inventor and Original Manufacturer of Evaporated Cream, with his twenty years experience.
HE KNOWS HOW.
ALPINE EVAPORATED CREAM CO.,
95 Market St., Rooms 212-213. San Francisco, Cal.
Factory, Hollister, Cal.
FOR SALE BY ALL JOBBERS

PACIFIC STORE AND OFFICE FIXTURE CO. INC.
TEL. BLUE 2571
F. A. OEHM, Pres.
Store Fixtures
DESIGNERS AND MANUFACTURERS OF
STORE, OFFICE AND BAR FIXTURES
3253-3259 SIXTEENTH ST.
San Francisco

Grocery Markets.

Commercial Outlook of the Western World as shown by Present Conditions.

Office of the ADVOCATE.
Thursday Afternoon.

ADVANCES.

Van Camp's Hominy, 3s, to $1.15.

Genuine Swiss Cheese, to 26½ cents.

Fairbank's Fairy Oval Soap, to $4.00.

Fairbank's Glycerine Tar Soap, to $4.00.

Palo Alto Choice Evaporated Apples, to 8¼ cents.

DECLINES.

Fairbank's Clairette Soap, to $3.30; Santa Claus, to $2.80.

Brownies, per doz. to 75 cents, $1 and $1.25.

AGAIN IN STOCK.

Libby's Chipped Beef, ½-lb. glass, per doz., at $1.45; 1-lb., at $2.55.

Red Jacket Lobsters, 1s flat, at $2.75.

Franco-American Plum Pudding, per doz., at $1.15; 1-lb., at $3.00; 2-lb. at $5.00; 3-lb. at $7.00.

SCARCE IN MARKET.

Pim-Olas, 6 oz. and 18 oz.

Crescent Soused Mackerel.

Blue L. Beans, gal.

COAST CROP CONDITIONS.

The weekly report of the United States Department of Agriculture of California says:

"The hay crop is the best for several years in all parts of the State. Fruit picking, drying, canning and shipping are in progress. In many communities yields are better than was expected a few weeks ago. The pear crop is much larger than was estimated. Apples give indications of a large yield. Grapes are advancing satisfactorily and there will be a very large yield. Olives are doing well."

SUGAR MARKET.

No change to report. Buying is very light.

New York, June 29th—Willett & Gray report:

Raws—Present general conditions, including favorable weather, cause the growing crop to have an overpowering influence everywhere. Even Cuba finds it to its advantage to let go the raw sugar, which sold a short time ago at higher price and several parcels of spot sugar put into warehouses at above 4½c are now coming out at 4¼c.

Refined—The recent reported declines have brought in a good buying demand for absolute wants and the refiners report a good business. As long as this continues there would seem to be no need for lowering quotations. The general trend of the sugar market being downward there is no probability of an advance for refined. It is probably well to carry a good supply for a while during the fruit season for current wants."

MAPLE SUGAR.

St. Johnsbury, Vt.—The Cary Maple Sugar Co. report:

"There is not much maple sugar in the hands of the farmers. Canadian farmers now hold their sugar for an advance."

COFFEE.

The Lewin-Meyer Co. say:

"There has been little trading going on, owing to the Fourth of July holidays, but Wednesday and Thursday showed some increase of activity again.

"The Eastern market is firmer and has advanced 30 points, and we are looking for an advance here in August and September.

"It is reported that the Brazilian crop will be considerably short of expectations, therefore we regard coffee as a good holding at present prices.

"Salvador reports a full crop."

New York, June 29th—Willet & Gray report:

"European and Brazilian markets hold firm; Europe because of the large decline in stocks and Brazil because of the higher exchange and the unwillingness of holders to give way. Reports from Europe show that dealers there must buy soon no matter what the price is, as they have not enough trading assortment. Brazil is aware of this and it furnishes the best reason for holding firm."

New York, June 27th—Volney Green & Sons report:

"Prices have ruled firm with holders asking a premium for desirable chops with roasting merit. Prices in Brazil are too high to look attractive. Jobbers are firm and Mocha is ¼c higher."

TEA.

M. J. Brandenstein & Co. say:

"It is almost out of the question to obtain first-class Japan tea. The second crop is reported 50 per cent short owing to the excessive rains.

"In view of the shortage it is impossible for prices to remain long on the present low basis.

"Shanghai reports a 5 per cent increase in Gunpowder teas. Congous and Oolongs are unchanged in price."

New York, June 27—John B. Brown & Co. report: "Late cables state that Congou teas have advanced 10 per cent over prices ruling ten days ago, and new crop of Pingsueys were being purchased at Shanghai at from 10 to 15 per cent less than last season. The offerings at the London Public auction during the month of May compared with the offerings for the same month last year were as follows:

India Teas, 1905 offerings, 137,000 packages, as against 118,000 packages in 1904. Prices average ¾ cent per pound less than in 1904.

Ceylon Teas, 1905 offerings, 120,000 packages, as aginst 86,000 for 1904. The price averaged ¾ cent less than in 1904.

Java Teas—14,000 packages are offered with strong prices for desirable kinds.

RICE.

M. Phillips & Co. say:

"The market on Jap rice remains firm, the advance is firmly maintained, and sellers pass a sale rather than shade even 1-16. It looks as if prices will be maintained until new crop; in fact, as the new crop draws near we would not be surprised to see an advance over present prices, as we think new crop Jap will sell at a basis of $3 f. o. b. New Orleans or Country Mills, which would mean $3.55 San Francisco.

"Other grades of rice are firm, fancy Carolina rice is hard to obtain and we look for another advance in this grade.

"Honolulu rice is higher, asking price $3.50, and this grade is now selling freely; in fact it is the best value in the market.

"China, No. 2, is higher, and No. 1 is easier."

Goldboro, N. C., June 24—The trade are now buying according to their actual wants. Prices are well maintained and are tending upward.

Charlestown, S. C.—Samuel G. Stoney reports: "The stocks of Carolina clean rice are very small. At the present rate of movement there will probably be a cleanup within six weeks. Reports from the growing crops are not as satisfactory as last week."

DRIED FRUITS.

The only receipts so far are of apricots. Those that are coming in are small but are eagerly taken up. A few apples are coming in.

Dixon—There has been a large loss of apricots in this and adjoining communities from lack of help to gather the fruit.

Eureka—The north wind has been shaking off the apples. The winter variety which usually are ripe enough by July 1st for cooking are now not more than half grown.

Fresno—Superintendent of Horticulture Shell says: "Peaches will not yield the crop estimated a short time since. Tomatoes show a total failure on account of what is called tomato wilt. The outlook for raisins is for a small crop. From the present indications the honey output will be light this year."

HONEY.

Santa Ana—The expectations of a large crop are going to be disappointing. This year's honey yield will be below the average. Bee men place the crop at from 300 to 400 tons instead of the 600 tons that was first expected. The quality of the crop is very fine.

BEANS.

J. K. Armsby Co. report:

"Limas are selling at $5.75 f. o. b. south. The prices ordinarily in the San Francisco market would be $5.90. They are being quoted at $5.80 and $5.85. The holdings are now very much reduced. Local holders have been shading prices slightly. The high class beans are scarce. Bayos are higher. Small white are out of buyers hands. Large whites are scarce and strong.

CANNED GOODS.

Baltimore, June 24th—H. H. Taylor & Sons report:

"While the tomato market is likely to become much stronger within the next month or so, it is quite evident that there are tomatoes enough carried over to save the market from any tendency of a rapid change of price for some months to come. Many holders of tomatoes are feeling much stronger from their talk on prices, but brokers are glad to get bonafide orders on canned tomatoes at 65c in round lots. Nominally, the market is on a higher basis, although a few offerings are put out from 67½c to 70c by the packers. Undoubtedly fancy hand-packed tomatoes for future deliveries are a good purchase when bought for about 75c from reliable packers."

Baltimore, Md., June 24th—Thos. J. Meehan & Co. report:

"The tomato market has shown stronger upward tendency for both spot and future deliveries. The fact that the jobbers have made liberal purchases at advanced prices causes holders to believe that the activity will continue until next fall. Sellers demand 67½c for 3-lb. standards."

Perrymen, Md., June 24th—J. F. Towner reports:

"The market on tomatoes is improving daily. The acreage is small and plants are not looking well. There is little doubt but it will reach 75c before fall."

CANNED SALMON.

The Alaska Packers' Association, through the J. K. Armsby Co., have announced opening prices on early 1905 pack of Alaska salmon as follows:

Alaska red, one pound, talls, $1.00.
Alaska King, one pound, talls, 95c.
Alaska Cohoe, one pound, talls, 85c.
Alaska Pinks, one pound, 75c.

In a statement to the trade the J.





A Continuous Performance:

"EASTERN STAR" HAM AND BACON

QUALITY

The Kind That Satisfies
The Kind That Gratifies

WESTERN MEAT COMPANY
SAN FRANCISCO, U. S. A.

TOMATOES--Pack 1904 MAPLE SHADE FARM BRAND
Solid Pack and Solid Pack with Peppers are trade winners.
Quality finest. Prices right.

SUYDAM BROS. & ROGERS
WHOLESALE GROCERS
14-16 Spear Street, San Francisco.
Tel. Main 5596.

K. Armsby Co. say that all of their 1904 pack is sold out with the exception of a few Alaska red. The scant supply of spot goods and the growing demand is the cause for the early naming of 1905 prices. Stocks of salmon are low throughout the world. In Liverpool, salmon returns for 1905 show 550,084 cases on hand on June 1, 1905, as against 688,164 cases in 1904.

Stocks in the hands of jobbers on the Coast are low, but business has been backward until June. Since June, sales have been abnormally heavy.

Conditions have favored the Alaskan canneries this year, since the weather allowed preparations to be made without interruption.

Many of the Pacific Coast salmon canneries are closed. The Sacramento River canneries have not put up any fish this season. The run is light on the Columbia River, since much of the fish are sold to the dealers to be shipped fresh. For these reasons, the total pack is not likely to be above the average, notwithstanding the probable heavy output of sockeyes. It is now positively assured that the Columbia River canneries are all heavily oversold and will be short on their deliveries.

Portland, July 2nd—Run of salmon is much greater than at any time during the present season. The run of steel heads is especially great. The cold storage men continue to bid up on large size chinooks and are getting the supply.

Anacortes, June 29th—The run of spring salmon grows better. There is no truth in the story of a 50-mile school of sockeyes in the daily papers.

Vancouver, B. C., June 29th—Sockeye packing is in progress all along the British Columbia Coast. All the canneries expect large packs.

Portland, June 29th—The run of salmon is increasing. This is a great relief to the Columbia River packers.

Bellingham, June 29th—An order for 2,200 tons of salt salmon has been awarded by the Japanese government to the West Coast Commercial Co. The price is $75,000.

SARDINES.

New York, June 27th—Jed Frye & Co. report:

"The catch of fish is light for this season of the year. With normal summer buying a firmer feeling should result. Last sales were at $2.20 and $2.25 for ¼-oils and ¾-mustards f. o. b. Eastport."

New York, June 27th—B. O. Bowers & Co. report:

"Factories are practically closed on account of lack of fish. Nearly everything packed up to the present has entered into consumption. Prices vary in accordance with brands and quality. Oiled sardines quoted at $2.25 and $2.30, ¾-mustards at $3.25."

SPICES.

New York, June 27th—John Clarke reports:

"The market continues active. There are indications of unlooked for shortages in pepper crops, which were already less than estimated."

COTTON SEED OIL.

New York—Aspergren & Co. report:

"The situation to-day is considerably stronger than it was three weeks ago at 2c per gallon higher prices. Everything points to better times. There is still a possibility of further liquidations although it is highly improbable."

CHEESE.

Wieland Bros. say:

"Martin's New York State factory cheese, June make, is cheaper, but we hardly think that prices will go below present quotations."

CALIFORNIA FRUIT CANNERS' ASSOCIATION PRICES FOR 1905.

Kind	3-Ex.	2½-Ex	2½ Ex. St.	2½ St.	2½ Sc.	2½ Wtr	2½ Pie	
Apples	2 00	1 50	1 30	1 20	1 10	1 00	95	
Apricots	2 15	1 40	1 10	1 00	85	80	75	
Apricots peeled	2 55	1 80	1 50	...	...	....	....	
Apricots sliced	2 55	1 80	1 50	....	....	....	....	
Blackberries	2 00	1 50	1 25	1 15	1 05	95	95	
Cherries (Royal Anne)	4 00	3 00	2 50	2 25	....	....	....	
Cherries (White)	4 00	3 00	2 50	2 25	2 00	1 90	1 90	
Cherries (Black)	3 00	2 10	2 00	1 75	1 60	1 50	1 50	
Grapes (White Muscat)	2 00	1 30	1 05	95	85	80	80	
Nectarines	...	...	1 25	1 15	1 05	....	....	
Peaches (Yellow)	2 40	1 70	1 40	1 25	1 15	1 05	85-95	pld
Peaches (Lemon Cling)	2 50	1 85	1 60	1 35	1 20	1 10	1 00	pld
Peaches (Lemon Cling Sliced)	2 50	1 85	1 60	1 35	....	....	....	
Peaches (White Heath)	2 50	1 85	1 60	1 35	1 20	1 10	1 00	
Peaches (White Heath Sliced)	2 50	1 85	1 60	1 35	....	....	....	
Pears (Bartlett)	3 00	2 25	2 00	1 65	1 30	1 20	90-95	pld
Plums (Green Gage)	1 75	1 25	1 00	90	80	70	70	
Plums (Egg)	1 75	1 25	1 00	90	80	70	70	
Plums (Gold Drop)	1 75	1 25	1 00	90	80	70	70	
Plums (Damson)	1 85	1 35	1 05	95	85	80	80	
Raspberries	...	2 50	2 25	2 00	1 90	....	....	
Strawberries	...	2 00	1 75	1 60	1 40			

Gallon Canned Fruits.

Kind	Full X	Ex.	Ex. St.	St.	Wtr	Pie	
Apples	...	...	3 75	3 25	....	2 10	
Apricots	5 00	4 50	3 25	3 00	2 15	2 00	
Apricots peeled	6 00	5 50	....	....	....	....	
Apricots sliced	6 00	5 50	....	....	....	....	
Blackberries	...	....	3 50	3 25	3 00	2 75	
Cherries (White)	...	....	....	....	....	4 00	
Cherries (Black)	...	....	....	....	....	4 00	
Grapes (White Muscat)	...	....	3 25	3 00	2 15	2 00	
						2 60	pld
Peaches (Yellow)	6 25	5 00	4 35	4 00	3 00	2 25	unpld
Peaches (Lemon Cling)	6 75	5 50	5 00	4 25	3 25	2 75	pld
Peaches (Lemon Cling Sliced)	6 75	5 50	5 00	4 25	....	....	
						2 60	pld
Peaches (White Heath)	6 75	5 50	5 00	4 25	....	2 25	unpld
Peaches (White Heath Sliced)	6 75	5 50	5 00	4 25	....	....	
						2 60	pld
Pears (Bartlett)	7 50	7 00	6 00	5 25	4 00	3 25	unpld
Plums (Green Gage)	4 75	4 00	3 00	2 75	2 20	1 90	
Plums (Egg)	4 75	4 00	3 00	2 75	2 20	1 90	
Plums (Gold Drop)	4 75	4 00	3 00	2 75	2 20	1 90	
Plums (Damson)	4 75	4 00	3 00	2 75	2 50	2 15	

Central California Canneries' Prices.

VARIETIES.	3 lb. Full X	2½ lb Full X	2½-X	2½ X-St.	2½ St.	2½ Sc.	2½ Wr.
Apricots	2.00	1.85	1.35	1.15	1.00	.90	.85
Apricots, Peeled	2.65	2.25	1.90	1.75	.	...	...
Apricots, Sliced	2.65	2.25	1.90	1.75	.	...	...
Cherries, Royal Anne	3.00	2.75	2.35	2.15	...	...	...
Cherries, White	...	....	2.15	1.90	1.75	1.50	1.35
Cherries, Black	2.50	2.20	2.00	1.80	1.65	1.50	1.35
Peaches, Yellow Free	2.30	2.10	1.60	1.35	1.25	1.10	1.00
Peaches, Lemon Cling	2.50	2.25	1.80	1.55	1.10	1.25	1.10
Peaches, Sliced Cling	2.50	2.25	1.80	1.55	1.10	...	...
Peaches, White Heath	2.50	2.25	1.80	1.55	1.40	1.30	1.15
Peaches, White Sliced	2.50	2.25	1.80	1.55	1.40	....	...
Pears, Bartlett	2.50	2.35	2.00	1.85	1.65	1.50	1.25
Plums, all varieties	2.00	1.65	1.25	1.05	95	.85	.80
Grapes, Muscat	2.00	1.65	1.25	1.05	95	.85	.80
Apples	...	....	1.50	1.35	1.25	....	...
Blackberries	2.25	....	1.50	1.40	1.30	1.20	1.10
Raspberries	2.50	2.25	2.00	1.85	1.75	....	.
Strawberries	2.40	2.10	1.90	1.75	1.65	1.15	.

GALLON GOODS.

VARIETIES.	Full X	Ex.	Ex. St.	St.	Wtr.	Pie
Apricots	5.50	4.00	3.50	3.25	2.50	2.00
Apricots, Peeled	7.00	5.75	....	....	.	.
Apricots, Sliced	7.00	5.75	....	....	.	.
Blackberries	5.50	4.50	3.75	3.50	.	3.00
Cherries, Black	6.50	5.50	5.00	4.50	4.00	3.50
Cherries, White	...	6.00	5.50	5.00	4.00	3.50
Cherries, Royal Anne	8.50	7.00	6.00	....	.	.
Grapes, Muscat	5.50	3.75	3.75	3.00	2.25	2.05
Peaches, Yellow Free	6.50	5.00	4.75	4.25	3.50	2.60
Peaches, Lemon Cling	7.50	5.50	4.75	4.25	.	.
Peaches, White Heaths	7.50	5.50	4.75	4.25	.	.
Peaches, Lemon Cling, Sliced	7.50	5.50	4.75	4.25	.	.
Pears, Bartlett	7.50	6.00	5.50	4.75	3.50	2.75

ONE POUND GOODS.

	2½ lb Tall.	Extra. Flat.	Ext St Tall.	St Flat.
Apricots	.95	1.00	.90	.95
Apricots, peeled	1.30	1.35	1.20	1 25
Apricots, sliced	1.30	1.35	1.20	1.25
Peaches, L. C.	1.05	1 10	95	1 00
Peaches, S. C.	1.05	1.10	.95	1 00
Cherries, R. A.	1.40	1.50	. .	....

His Waterloo.

Sister Sue—It's no use. Gertrude says she'll never speak to you again. You know how sensitive she is about her hair. Loveboy—But I don't understand. Gertie's hair is my one admiration. It is the precise tint of auburn that I—er— Sister Sue—Well, what did you say to her when you called to take her out in your automobile? Loveboy—I was rather astonished to find her on the steps waiting for me. So I sang out, "Hello, ready!"—New York Times.

Knew One of Them.

"Of course, Mr. Sophmore, you are familiar with all the great plays," remarked Miss Kulcher. "Now, do you consider Goldsmith's as clever as Sheridan's?"

"Goldsmith?" replied Sophmore. "He must belong to some minor college. Why, there isn't another halfback in the country that can touch Sheridan of our varsity."—Philadelphia Press.

"Mad as a Hatter."

What is the derivation of the phrase "Mad as a hatter?" One explanation is that it was originally French, "As mad as an oyster" (huitre), that bivalve being supposed to be extremely unintellectual. Another theory is that the phrase had reference to Collins, the English poet, author of the "Ode to the Passions." He was a hatter at Chichester, and it has been said that the lunatics with whom he was confined at one time called him "the hatter" and that the phrase originated thus.

Full of Business to the End.

Commercial Traveler (wrecked on a desert island to cannibals)—Well, since you're determined to eat me kindly do me one last favor. Use our brand of mustard for the sauce. It improves the flavor of all meat. It never molds or absorbs moisture. You'll find a sample box in my right hand coat pocket.

Dad Case.

A London curate the other day received an astonishing answer to an inquiry after a parishioner's health.

"Well, sir," said the parishioner, "sometimes I feels anyhow; sometimes I feels nohow, and there be times when I feels as stiff as a hirumidge!"—Smith's Weekly.

WHITTEMORE'S POLISHES.



The World's Standard.
"Gilt Edge" dressing, blk $1 00
"Boston" Waterproof Polish (for men's and boys black shoes) 24 00
"Boston, Jr." box size 10 00
"Dandy" Russet Combination 24 00
"Star" Russet Combination 9 00
"Dandy" Russet Paste 9 00
"Red Box" Russet Paste 5 00
"Champion" Black Friction Polish 24 00
"Champion, Jr." Black Friction Polish 10 00
"Elite" Combination (for box calf, black vici kid etc.) 24 00
"Baby Elite" Combination (for box calf, black vici kid, etc.) 10 00
"Elite Paste" for box calf (two sizes) $9 00 5 00
"Superb" Patent Leather Paste 9 00
"Blue Cox" Patent Leather Paste 5 00
"French Gloss" (in cartons, for ladies' black shoes) 9 00
"Royal Gloss" 4 oz (for ladies' black shoes) 5 00
"Bozola" Waterproof Paste Polish, large 9 00
"Bozola" Waterproof Paste Polish, small 4 50
"Quick White" perfectly cleans dirty white shoes (two sizes) $24 00 10 00

THE BEST
ALWAYS PLEASES
THEREFORE SELL
"Sunset" Mackerel
18-OZ. TINS. THREE FLAVORS:
Souse - Tomato - Mustard
PACKED AT SAN PEDRO BY
THE CALIFORNIA FISH CO.
P. E. LENFESTEY, - - Agent
San Francisco, Cal.

Cigars and Tobacco

The sale of the Optimo cigars of A. Santrella & Co. keeps right on increasing by leaps and bounds and has nearly reached the million-a-month mark. Forty-three cases were shipped last week from Tampa for Ehrman Bros. & Co. of this city.

The question of establishing a tobacco monopoly in Russia has entered on a definite phase, the Government having at last decided to undertake the monopoly. In financial circles it is maintained that this measure will be a guarantee for a foreign loan, but a highly placed official now says that the question of a tobacco monopoly was discussed long before the foreign loan came before the Government.

Russia and Mexico are heavy consumers of cigarettes, but they are not to be compared with the Philippines. In the archipelago every man, woman and child uses the paper rolls. Nearly two-thirds use ready-made cigarettes, while over one-third make their own with French rice paper and native picadura. The ready-made cigarettes are manufactured almost exclusively in Manila, that city producing more than 95 per cent of the output. The daily output runs between 600,000 and 700,000 packages, the latter being of two sizes, the small, which contains 24, and the large, which contains 30 cigarettes. The average the year through is 17,000,000 a day, or 5,000,000,000 a year.

Tobacco says: Manufacturers of Porto Rican cigars are experiencing all sorts of difficulties in getting out their goods rapidly enough to fill the orders that are pouring in on them from every direction. A letter from a manufacturer in Porto Rico says that they have had an unusually rainy season, which has made it impossible to do any packing at times. That particular manufacturer attributes practically all his difficulties to that cause.

The Tampa correspondent of Tobacco writes that journal under date of June 17th: "It is difficult to adequately chronicle the business of A. Santaella & Co. The growth is so rapid from week to week the astonishing notes of conditions last week seem tame when applied to this week's state of affairs. Really the marvelous business of this up-to-date progressive firm appears to be only in its infancy. Plans are drawn and the contracts awarded for the 100-foot addition to their handsome new brick factory, fourteen windows deep and fifty-six on a side at present. This is their fourth factory since they began business in Tampa, about five years ago, with forty cigar makers. 'The best there is and all the time,' is the Santaella idea. It would profit all manufacturers."

The Department of Commerce and Labor has received from the Japanese Department of Finance a report on the import trade of the empire in tobacco for the years 1902 and 1903. From this report the effect of the monopoly of that country on tobacco, which has been in operation for six years, is shown. During the year 1902 Japan imported 4,564,318 pounds of tobacco, which was valued at $478,408; in 1903, 5,707,843 pounds, valued at $588,589, and in 1904, 5,656,739 pounds, valued at $719,352. During the latter period the United States supplied the major portion of the imports, her shipments amounting to 5,649,634 pounds, valued at $718,258. The Philippine Islands sent 6758 pounds, valued at $904; Turkey, 202 pounds, valued at $107, and other countries furnished 135 pounds, valued at $83. As a result of the action of the Japanese Government in taking over the control of the numerous cigarette factories in the Empire, the importations of cigarettes into that country have been reduced considerably in the last three years. During 1903 Japan imported 8,479,000 pounds of cigarettes, valued at $10,678; in 1903, 4,291,000 pounds, valued at $7,420, and during the calendar year of 1904 imported only 2,107,000 pounds, which were valued at $4,393.

Tobacco cultivation in Australia was first attempted in the early sixties. In Queensland, where, in the southern part, on the river flats, there has been much encouragement, and where cultivation will be carried on with renewed activity this year. The climate conditions are, however, more favorable than in Victoria or New South Wales. In these two States the climate is exceedingly dry, with no dew or humidity, such as there is in the Eastern part of the United States and in the Connecticut Valley, although the soil is very similar, and such influences have, no doubt, something to do with the successful or unsuccessful raising of the plant. In Queensland, one-half of the State lies in the Tropics, and the climate, although warm, is free from the scorching hot winds which prevail in Victoria during a great part of the summer, and dry up and burn almost everything in the way of delicate crops unless they are irrigated by artificial means. The labor question in Queensland is responsible to a great extent for the want of enterprise, as the climate in many parts is totally unsuitable for Europeans, on account of the malarial fevers which prevail at certain seasons of the year.



EHRMAN BROS. & CO.,
S. F. Distributers.

A TRADE BUILDER.

When recommending a certain line of goods to his customer, the grocer should have two things in view. The first of these is the profit the goods pay. The second is, the satisfaction the customer will get out of them.

It is very poor policy for the grocer to sell a customer something with which he knows the customer will not be satisfied no matter how large the immediate profit may be. At the same time, it is just as foolish for the retailer to sell articles that carry no profit just because his customers happen to demand that particular brand, especially if there is some other article equally as good on which the retailer gets a fair profit. When an article combines both advantages or profit and satisfaction the dealer who handles the goods is fortunate.

Because their Diamond "C" Hams and Bacon possess those qualities, the Cudahy Packing Co. have won out the success they have secured. Consumers on the Pacific Coast are very exacting as to quality. They know what they want and why they want it. This is particularly true in regard to hams and bacon. This fact accounts for the enormous popularity of the Diamond "C" goods.

Dealers who give their trade Diamond "C" products, will find that they are satisfied. The quality of these goods is such as to occasion comment from the consumer. As a result, one sale makes several more since satisfied customers send their friends to the store that handles these goods.

RECOGNITION FOR GROCERS.

Mayor of Spokane Proclaims Grocers' Day a Legal Holiday.

The retail grocers of Spokane evidently occupy a very important place in the commercial make-up of their city. The Grocers' Association is made up of the leading business men of Spokane who have used their influence to assist materially in the advancement of many local improvements. For this reason, the Mayor proclaimed their "Grocers' Day" a public holiday. The proclamation of the Mayor reads as follows:

"Whereas, The day for the celebration of the annual picnic of the Spokane Grocers' Association is generally recognized by the business men of our city as a holiday, and special inducements and opportunities are on that day offered for the entertainment and enjoyment of the business men and their employes, and,

"Whereas, The Retail Grocers' Association has made elaborate preparations to entertain the people of Spokane at Coeur d'Alene, Idaho, on June 20, 1905.

"Therefore, I. G. B. Koontz, acting mayor of the city of Spokane, do hereby proclaim Tuesday, June 20, a holiday."

The list of games were 22 in number. The prizes were numerous and valuable and attracted a great deal of attention. As so many of the business houses closed, people generally took advantage of the fact to attend the picnic. As a result, it was the most successful ever given, under the auspices of the Spokane Retail Grocers' Association. A handsome souvenir program was printed which included much interesting matter.

The officers of the Spokane Association are as follows: E. F. Parmeter, President; U. G. Allen, first Vice President; S. B. Crandall, second Vice President; E. N. Cory, Secretary; C. Anderson, Treasurer. Directors: E. E. Parmeter, C. Anderson, P. Nelson, E. N. Cory and John Gifford.

A VALUABLE ACCOMPLISHMENT.

If dealers could stop al overweight in putting up packages the net profits at the end of the year would be much more satisfactory. This is why the Bond Automatic Weigher is coming into such popular favor. It is absolutely accurate in its work, and multiplies the operator's speed five-fold.

LANDIS



TONIC BITTERS

A Pure Tonic and Laxative

—o—

Made from Herbs, Seeds Roots, Barks

(Guaranteed)

NATURE'S OWN REMEDY FOR Stomach and Blood Disorders

Made only by the

The Landis-Patton Mnfg. Co.
Incorporated
1664 MISSION STREET
Tel. Folsom 4166 SAN FRANCISCO

Mothers! Mothers!! Mothers!!!

Mrs. Winslow's Soothing Syrup

has been used for over SIXTY YEARS by MILLIONS of MOTHERS for their CHILDREN while TEETHING, with PERFECT SUCCESS. It SOOTHES the CHILD, SOFTENS the GUMS, ALLAYS all PAIN; CURES WIND COLIC, and is the best remedy for DIARRHŒA. Sold by Druggists in every part of the world. Be sure and ask for "Mrs. Winslow's Soothing Syrup," and take no other kind. Twenty-five cts. a bottle

HENRY MILLER
5c CIGAR
SUPERIOR QUALITY
EHRMAN BROS. & CO., Distributors

Call for ASTI WINES

PRODUCED BY THE ITALIAN SWISS COLONY

Dry Wine Vineyards, ASTI, Fulton, Sebastopol, Cloverdale, Sonoma County, Cal.
Sweet Wine Vineyards, Madera, Madera County, Kingsburg, Fresno County, and Lemoore, Kings County, Cal.

Office and Salesrooms, Cor. Battery and Greenwich Sts.
Vaults, 1235-1267 Battery St. 101-169 Greenwich St. 1334-1338 Sansome St., S. F.
P. C. Rossi, President Telephone Private Exchange 448. A. Sbarboro, Secretary

A. VIGNIER CO.

429-431 Battery Street San Francisco

IMPORTERS

Sardines, Olive Oils, French Preserves, Washing Blue, French Castile Soap: Clover Leaf, Virgin, Dahlia, mottled, Wines and Liquors—A. V. H. Gin—imported goods only.

Sole Agents for the Genuine CLICQUOT Champagne
Only the GENUINE, Imported direct from France, bears Vignier's LABEL

News of the Coast.

CALIFORNIA.

San Francisco—William Rohrs, about twenty-one years old, who works for his father, George Rohrs, in a grocery store at 1701 Jones street, was recently arrested by Captain George W. Hazen of the secret service for passing a raised bill upon Frank Deiling, a clerk for J. Knubel, a grocer at 911 McAllister street. Rohrs says he was trying to get rid of a raised bill that had been passed on him.

Los Angeles—C. F. Young has sold his interest in the grocery store to his former partner, L. O. Powers. Mr. Young retires from business on account of ill health.

San Diego—The case against Mrs. E. O. Chancellor, charged with attempting to defraud C. E. Munro in the sale of the Central grocery was dismissed as soon as it was investigated. It developed that the whole difficulty arose from ignorance of an amendment to the old statutes requiring certain formalities to be observed in the sale of a stock of goods. As neither the judge, the district attorney nor the attorneys for either side knew of the existence of the law until it was brought to their attention by this case, the court thought it was hardly fair to hold Mrs. Chancellor criminally liable for her lack of knowledge. The law referred to compels a person who has a stock of merchandise which he is about to dispose of, to post notices of such intention to sell at least five days before the deal is completed.

ARIZONA.

Douglass—Frank Zeide has opened a new grocery store and fruit market in the building adjoining the Waldorf saloon on Tenth street.

IDAHO.

Boise—H. E. Robinson, of Hillyard, Wash., will open a grocery store.

Lewiston—E. D. Eaton, grocer, has moved into new quarters and added to his stock.

MONTANA.

Great Falls—Craig & Woodworth have purchased the grocery store of G. W. Merrill.

OREGON.

Ashland—Mrs. M. G. Stitter has purchased Miss F. Bremer's crockery store, and will add groceries. Bentzen & Brown have bought R. L. Jacobs' grocery and feed store.

Eugene—Bradley & Reynolds are opening a grocery.

La Grande—F. W. Hambel, grocery and dry goods, recently had a small fire loss. Thos. Chamberlain has discontinued his grocery.

Monmouth—Needham & Moreland are reported buying the grocery stock of Bridwell & Craven's general store.

Portland—Wm. Wadhams, of Wadhams & Kerr Bros., wholesale grocery, is dead. Geo. Schneider has started a grocery at 731 Williams avenue. The Reservoir Grocery company, recently incorporated, has succeeded to the business of Berg & Goodman. A. D. Dowaliby has purchased W. J. Ross' grocery store. McKinnon & Smith have opened a grocery store.

WASHINGTON.

Bellingham—Allen & Co. are reported buying out the Holly Grocery Co.

Green Lake—McDonald Bros.' grocery store was destroyed by fire recently. The stock was insured for $400. W. R. McDonald recently figured in a romance, having overcome the objections of the parents of his intended by eloping to Tacoma, where he was married to Miss Vera Reese.

Prosser—Baker Bros. have moved their grocery store into new quarters.

Seattle—The wholesale grocers of Washington and Oregon have decided to be represented at the general conference of the State grocers' organizations at Milwaukee, Wis., June 28th and 29th. W. H. Mears, secretary of the Oregon Wholesale Grocers' Association, and secretary of the North Pacific Coast Jobbers and Manufacturers' Association, will represent both of the North Pacific States. P. J. Gabel has succeeded Gabel & Eyler, grocers, at 516 Broadway. T. H. Pichette, grocer at the corner of Seventh avenue and James street, has started another grocery at the corner of Seventh avenue and Madison street. E. Moore, formerly of 318 Union street, and H. J. Hartsell of 324 Union street, have combined their stocks of teas, coffees and groceries at the latter place under the style of the Berry Tea and Coffee Company.

Seattle—The Berry Tea and Coffee Co. has succeeded E. Moore and H. J. Hartsell, coffees, spices, etc. P. J. Gabel has succeeded Gabel & Eyler, grocers J. C. Keck has bought Mrs. B. Whipple's grocery at 704 Yesler way.

Spokane—Mintzer & Sons have bought Chas. Riddiford's grocery at 102 Third avenue. Skeffington & Kenny have bought F. Potting's grocery.

TacomaG—L. Darrah will open a grocery store. Mrs. Sarah Wherlen, groceries and meats, has discontinued the meat market. The Olympus Beach grocery has been opened at Point Defiance by Mr. Gonyeau. The recently organized association among the bakers of Tacoma was disrupted at a rather stormy session held last week. The bakers announced a new regulation of twenty-eight loaves to the dollar for the retail trade, with no bread taken back, and the grocers requested that the association take steps to make a five-cent straight charge to the consumer, eliminating the practice of giving six loaves for a quarter. This request was never acted upon, however, owing to the dissolution of the association.

Tacoma—Chas. M. Miller's grocery store was robbed recently. Nearly fifty poems bearing the title of "Watch Tacoma Grow" have been submitted for the prize offered by the Retail Grocers' Association. The idea has made a popular hit with the public.

Tekoa—Crosby & Warner have purchased the grocery stock of Charles F. Kay.

Vancouver—Wm. Johnson has bought W. J. Quigley's grocery and fish market. Scott Bros. have purchased T. Powell's grocery store.

Walla Walla—J. A. B. Johnson has succeeded Harlan & Quigley, grocery and fish.

BRITISH COLUMBIA.

Vancouver—J. A. Gray has bought D. Anderson's grocery. D. Smith, grocer, reported discontinued his business. W. D. Muir has sold his grocery store to J. S. Smith. J. Bellenger has sold out his grocery.

PREVENTS SEASICKNESS.

It is one thing to find a food that will stay with you and quite another thing to find one that will stay in you. This is the kind of a food that interests the ocean traveler.

Here is where shredded wheat has them all "beat." The popularity of shredded wheat biscuit and triscuit as a food for ocean voyagers is a development of the last few years and on a recent trip to Europe, Mr. A. J. Porter, vice president of the Natural Food Co., had the satisfaction of demonstrating for himself the value of the food on shipboard.

Both going and returning, Triscuit was the dietetic mainstay of the majority of passengers. Both the biscuit and the triscuit were on the breakfast menus of the White Star and German Lloyd ships. It was interesting to watch the avidity with which the passengers devoured the Triscuits either as sandwiches or as toast when they learned they were a sure and never-failing preventive of sea sickness. To eat them not only meant stomach comfort, but they furnished the strength-giving nutriment so much needed.

You Can!!

So Don't say You *Can't.*

"Where there's a will there's a way."

If you so will it you can make money Selling

Welch's Grape Juice

We will show you the way.

Address Advertising Department To-day.

SPOHN-PATRICK COMPANY

Pacific Coast Agents

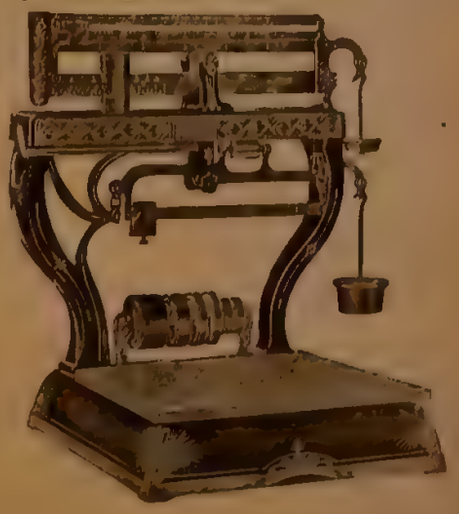
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Grape Juice was invented by Dr. Welch in 1869. Welch's Grape Juice is "Nature's Finest Food and Drink. Order a case or two from your Jobber.

$39.00 BUYS THE BEST

Computing Scale in America



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Saves the Grocer 60c per Day

Write for particulars.

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DETROIT, MICH.

Chas. Jacobson & Co.

210-212 Davis Street

DISTRIBUTERS OF

Fancy Butter and Honey

Dairy Butter and Eggs

Produce Market

THURSDAY AFTERNOON

BUTTER.

Owing to the recent very warm weather fancy butter has advanced. Other grades remain unchanged in price.

California creamery, extras	21	21½
" " firsts	19	20
" " seconds		18½
" dairy, extras		
" " firsts		18½
" " seconds		
Store butter	15	16
Storage		
" Creamery extras		
Pickled		
Keg		

EGGS.

The warm spell has made fancy eggs scarce and higher in price.

California Ranch white	22	22½
" " mixed colors	20	21
" Gathered	19	20
Standard		
Seconds		
Eastern, selected	18	19
Standard	17½	18
Seconds	17	
Storage, Cal., Selected		
" " Standard		
" " Seconds		
" Eastern Selected		
" " Standard		
" Seconds		

CHEESE.

There has been no change in cheese.

California full cream	12½
" choice	11½
" common	Nominal
Young Americas	13
Eastern full cream	15 15½
Oregon	

POULTRY.

With the exception of broilers, poultry is in very small demand.

Turkeys, young live	23	25
" old gobblers	18	20
Dressed Turkeys	nominal	
Roosters, young, per doz	6 00	7 00
" old "	4 50	5 00
Hens	5 00	6 00
Fryers, per doz	4 00	4 50
Broilers, per doz, large	3 50	4 00
" " small	2 50	3 00
Ducks young	5 00	5 50
" old	4 00	4 50
Pigeons, young	1 25	1 50
" old	1 25	
Geese, per pair, old 1 50-1.75; young	1 50	2 00

BEANS AND PEAS.

Trading has been inactive in the bean market, but prices are well sustained, owing to reported weather conditions in the east, which has necessitated replanting of crop, and will make it from two to three weeks late and liable to damage from frosts.

Small Whites	3 00	3 55
Large	2 40	2 75
Pea Bean		
Pink	3 50	3 75
Horse	nominal	
Red	6 00	7 00
Kidney	4 00	5 10
Lima	5 50	5 75
Bayos	3 25	4 00
Butter (large)	nominal	
Black Eyes	2 90	3 10
Dried Green Peas, per 100 lbs	2 25	2 50
" Niles " " " "	2 25	2 50

POTATOES AND ONIONS.

The potato market is unchanged.

New	60	1 25
Salinas old	Nom.	
Oregons		
Merced Sweets	Nom.	
Australian onions	5 00	
Red (new)	65	75
Yellow (new)	1 00	1 25
Garnet Chili	60	75

THE DISSATISFIED ONES.

Lives Spoiled by a Fruitless Longing For Other Fields.

Everywhere we find people who are dissatisfied with their lot, who think they would be happy if they could only get somewhere else, into some other occupation. They see only the thorns in their own vocations, the roses in those of others. The shopgirl would be an actress; the cook would change places with her mistress, the butler with his master. The lawyer would be a doctor, the doctor a lawyer. The farmer bemoans his hard lot and longs to exchange his life of drudgery for the career of the merchant or the manufacturer. The country boy leans on his plow handle and looks toward the city with hungry eyes. If he could only be free from the slavery of the farm, he thinks, wear good clothes, get hold of a yardstick and stand behind a counter! Happiness, opportunity, fortune—everything, lies yonder; around him misery, toil, poverty—nothing desirable. A city youth behind a counter or sitting on a high office stool rails at fate for confining him to the limits of brick walls and the dreary details of merchandise, buying and selling, or of figuring up accounts. Oh, if he could only go to sea and travel to distant countries, become a captain in the navy or skipper or owner of a merchant vessel! Life would be worth something then. But now—

How much energy has been lost, how many lives have been spoiled by this fruitless longing for other fields, other opportunities out of reach. What is the use of sighing or dreaming of what you would do if you were in somebody else's place? What is the use of trying to reach into your neighbor's pasture when you do not know what bitterness may lie at the root of it, hidden from your sight, when you have never tried to develop or to call out the sweetness and juiciness which thrive in your own?—O. S. Marden in Success.

The Rented Babies of Paris.

The written law provides for every child in France that the government supplement the home education and when necessary replace it entirely, but as a matter of fact there are scores of children, in Paris especially, who have shaken free of their parents or been cast off by them and who live a vagabond existence, playing hide and seek with the officers of the law. Among this band the commonest offense is begging, though generally there is some older person back of the whining specimens one meets with on the streets. The fruitful incomes in this profession are obtained only through children. During the nights between New Year's and Christmas a baby in long clothes, especially if it be delicate looking, rents for as high as $5 or $6. His brothers and sisters from one to five years old bring $2, while those still older are worth a dollar on the coldest days.—Harper's Magazine.

How to Cure Nail Biting.

Nail biting is not always a willful habit to be cured by some little punishment, but sometimes an indication of the first stage of nervous degeneration. The habit should be treated as a disease. It affects the general health, as the pieces of sharp nail are swallowed and may cause appendicitis. A little bitter aloes rubbed on the finger tips will cure it in children.

LILY CREAM

THE ORIGINAL BIG CAN

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Pacific Creamery Co.

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SPECIAL ANNOUNCEMENT.

An invitation is extended to any white merchant outside of New York City, or their representative, whose name appears in Bradstreet's or Dunn's Commercial Agency Book, to accept the hospitality of our hotel for three days without charge. Usual rates, apartment with private bath, $3.00 per day and up without meals; parlor, bedroom and private bath, $35.00 per week and up, with meals for two. New York merchants and editors are requested to call the attention of their out of town buyers and subscribers to this advertisement. GALLATIN HOTEL, 70 W. 46th St., New York City.

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AND

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(Mr. O'Callaghan was for many years a member of the firm of O'Callaghan, Nelson & Co.)



Cailler's Croquettes retail at 5, 10, 25 and 50c

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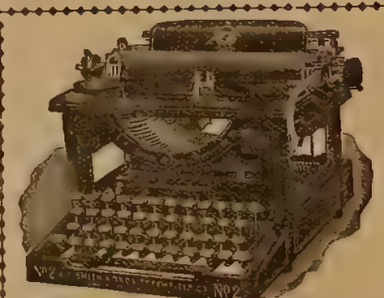
Is consumed in the United States to-day, than the combined export product of any three European Chocolate manufacturers now on sale in this country. Even more surprising is the fact that we are unable to fill orders for many of the most popular packages. To meet the constantly growing demand for **Cailler's Chocolates,** F. L. CAILLER LTD. are rushing to completion their mammoth new factory, costing over two million (2,000,000) francs.

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is made of the finest cocoa beans, cream and sugar. It has an inimitable flavor, is smooth, rich and specially recommended by the highest medical authorities as the best for children, invalids and athletes, etc.

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Beer is sold on its merits.

We invite comparison of our productions with ANY on market. You will then become our best advertiser, we are dead certain.

A GOOD ARTICLE is the very best advertising medium. Are we not right?

Telephone, Mission 152. San Francisco, Cal.

BUYING FUTURES.

Important Matter That Retail Gro- Should Study Carefully.

Grocers all over the country are beginning to question the wisdom of buying futures.

A leading San Francisco jobber said recently:

"Leave out the folly of a business man's gambling in the prices of food products, and most retail grocers lose money by buying futures. Some men have failed through being unable to meet current bills because they had so much money tied up in canned goods that when they faced an unexpected loss they were not able to make good.

"Even when they win, the gains on futures are not likely to be nearly so much as they could make by discounting their bills."

The grocers of Seattle have declared strongly against futures.

Gilt Edge Whiskies

THE VERY BEST

WICHMAN, LUTGEN & CO.

Sole Proprietors.

Agents for Moerlein's Cincinnati BEER

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SALEM BEER

SUITS THOSE WHO ARE PARTICULAR ABOUT THE BEER THEY USE.

IT HAS THE FLAVOR
IT HAS THE AGE
IT HAS REPUTATION
IT IS MADE RIGHT

Those who have used it know it. Those who do not know soon find it out after a trial.

SALEM BREWING ASSOC'N
BREWERS

BOTTLED EXCLUSIVELY BY THE
Sunset Bottling Co.
3109 20th Street
SOLE AGENTS

Amusements

ALCAZAR.

There has been another successful week at this theater where "Up York State" is being presented. It is extremely funny and is replete with amusing instances that bring out the strength of the Alcazar Stock Co. The Fourth of July picnic scene appeals to every American and the love story that runs through the play is full of interest. The next production will be "On Probation." This is one of the best known and most successful of Wm. H. Crane's comedies.

MAJESTIC.

"Secret Service" has been produced this week. The story is one that thrills the heart of every patriot. The play is being presented very effectively by the Majestic Stock Company. "Barbara Fritchie" is to follow with James Neil and Edythe Chapman in the leading roles. They will be supported by a strong company.

GRAND OPERA HOUSE.

"The Belle of Richmond" has been providing satisfactory entertainment for the patrons of this theater. The production of an interesting love story is thoroughly tangled in the maze of modern melodrama and the audience is kept interested to the final curtain. Georgia Drew Mendum and George Parsons play the most important roles and made a decided hit. "The Turkish Texas" is to follow next.

TIVOLI.

Rosemary Glosz has scored an immediate success as Angelo in the Tivoli production of "Amorita." This is a tuneful, jolly comic opera with the beautiful scenery and gorgeous and picturesque costumes of Florence and a strong company and a big chorus, it provides a very effective evening's entertainment. Barron Barthold has the tenor role and Miss Hemmi sings the part of Amorita. The cast includes the full Tivoli company.

CENTRAL.

Patriotism has held full sway at the Central this week where "Chattanooga" is being produced with all the noise and enthusiasm of that splendid war play. The battle scene requires the assistance of quite an army of soldiers who are supplied from the ranks of the local militia. On Monday "The Heart of the Klondike" will be put on.

FISCHER'S.

There has been the usual variety in the performance at this O'Farrell street theater. A long program is made up of clever headliners. There is a matinee and two performances each evening.

CHUTES.

A thoroughly diversified performance is presented at the big free theater. In addition to the charming little Chiquita there is a strong program of variety artists, together with various interesting novelties on the anamatiscope. Bigney still dives from his little platform into a 5-foot tank of water and the circle swing and other specialties supply additional attractions.

EXPECT GREAT THINGS.

Eastern Manufacturers Look Forward to Pacific Coast Expansion.

"The manufacturers throughout the East expect great things of the Pacific Coast during the next few years," said John H. Spohn, this week. Mr. Soohn has just returned from a trip through the leading commercial centers of the country and found all eyes centered on the Pacific Coast.

"I was able to confer with our various principals and found them well posted as to general conditions. They were all pleased with the increased business we had been able to do for them during the past year and were hopeful for a still greater increase during the next twelve months.

"The population of all the leading cities of the coast show material increase. The opening up of new mining districts and the building of new railroads is developing cities in various territories. The necessity of a greater population to meet the growing demands of the Pacific Islands and the trade that we may expect from the Orient particularly after the cessation of hostilities by Russia and Japan, are all looked forward to as causes for a new era of growth and prosperity for all mercantile interests."

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NOTICE TO STOCKHOLDERS.

Office of The Calkins Newspaper Syndicate, Halleck Block, No. 320 Sansome street San Francisco, California, the 6th day of May, 1905

In accordance with a resolution adopted at a regular meeting of the Board of Directors of The Calkins Newspaper Syndicate a corporation duly organized and existing under and by virtue of the laws of the State of California, and having its principal place of business in the City and County of San Francisco, in said State, held this day, a special meeting of the stockholders of said Company is hereby called, to be held at the office of said Company, in the Halleck Block, Room 58 at No. 320 Sansome street, in the City and County of San Francisco, State of California, the principal place of business of said corporation and the place where its Board of Directors usually meet, on Thursday, the 13th day of July, 1905, at the hour of 2 o'clock p. m.

The object of said meeting is to take into consideration and decide upon the proposition of increasing the capital stock of said Company from $50,000, divided into 50,000 shares of the par value of $1.00 each the present capital stock of the Company, to $200,000, to be divided into 200,000 shares of the par value of $1.00 each.

Dated, San Francisco, Cal., May 6th, 1905

W. P. CALKINS, President
C. H. STOKES Secretary



VALLEY BREW LAGER
from
Richmond Bottling Works.
Zimmerman & Ruhland,
'Phone Pine 1787.
32d and Clement Street,
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Champagne.

Veuve Clicquot, qts	$32.25
Veuve Clicquot, pts	34.25
Ruinart, Magnums, 6 to case	30.50
Ruinart, qts, 1 doz to case	32.40
Ruinart, pts, 2 doz to case	34 20
Ruinart, ½ pts, 2 doz to case	18.00
Vintage 1893, qts, 1 doz to cs	46.50

Brandies.

	Per case
Martell's One Star, 1 doz qts	$16 00
Martell's Two Star, 1 doz qts	18.00
Martell's Three Star, 1 doz qts	20 00
Martell's Three Star, 2 doz pts	23.00
Martell's One Star, 2 doz ½ks	18 00
Hennessy's One Star, 1 doz qts	17.50
Hennessy's Three Star, 1 doz qts	21.00
Calif. dos qts	13.00



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SWEET CIDER
¼ Gal. Bottles,
BOILED CIDER
Quarts
Pints

Mineral Waters.

Aetna, splits, 100 to cs	$6 50
Aetna, pts, 100 to case	9 00
Aetna, qts, 50 to case	7.50

GINGER ALE

Belfast Ginger Ale Co.,
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All Carbonated Beverages
FOR UNION AND OCTAVIA STS.

	PINTS.	QTS.
Soda Water	$ 80	$ 1 50
Ginger Ale	.80	1.50
Sarsaparilla	.80	1.50
and Iron	.80	1.50
Cider	.80	1.50
Cuban Punch	.80	1 50

B

Case Prices, 2 Doz. per Case

Porter.

(E. & J. Burke's Guinness's)	
Stone, pts, 8 doz to bbl	$16 50
Glass, qts., 4 doz to bbl	14 00
Glass, pts., 8 doz to bbl	16 50

Specialties of Kilbert Mercantile Co.

H. B. Ky. Bourbon, per gal	$2.75
H. B. Ky. Bourbon, Ex spcl	3.25
Union League Ky. Brbn, AA	2.50
Union League Ky Brbn, 1 gal	2.25
El Monte Ky Brbn, 1 gal	2 25
Maryland, Monogram, 1 gal	2 75
Forum, Bourbon, 1 gal	2.00
W. H. McBrayer's Cedar Brook 5 yrs	3.00

Hunter Baltimore Rye.

Per case, 1 doz. 5's	13 00
In 5-case lots	12 50
In 10-case lots	12.00

Kilbert Mercantile Co.

H. B. Bourbon (spcl)	$10.00
H. B. Rye	10.00
H. B. pt. flasks, 4 doz to cs	12 00
H. B. ½ pt flasks, 6 doz to cs	9 50
H. B. 1½-oz bots, per gr	12 00
Union League "AA"	8 00
El Monte Bourbon	8.00
Forum Bourbon	7 00
J. Baumgardner Rye	12 00
Maryland Monogram	9 00

W. H. McBrayer's Cedar Brook.

Per case, 1 doz 5's	$12 00
Per case, 2 doz pts	12 00
Per case, 4 doz ½ pts	14 50
Per case, 20 doz 1½-oz	18 50

Jesse Moore Whiskies.

Ex Pony Bourbon	$18.00	$17 50	$17 00
AA Bourbon	11 00	10.50	10.00
C Bourbon	8 50	8 25	8.00
AA Bourbon, 6 doz, 4 oz	10 00	10 00	9 75
AA, Pt Flasks, 2 doz	9 00	8 75	8 50
AA, ½ Pt, Flasks 1 doz	6 75	6 50	6 25
Old Rye	11 00	10 50	10.00

Jesse Moore Hunt Co.

(In barrels or half barrels)

Extra Pony Bourbon, gal	$7 50
AA, Bourbon, gal	3 75
B, Bourbon, 1 gal	3 25
C, Bourbon 1 gal	2 75
No. 1, Bourbon, 1 gal	2 25
AA Rye, gal	3.75
C Rye, 1 gal	2 75



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Lager and Steam Beer in Kegs.
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BITTERS
Factory and Salesroom,
1664 Mission St.
Bottles, $7.00 Doz.
1 doz per case

FRAUD IS CHARGED.

C. C. Shepard has brought suit against E. Ghirardelli for the return of money paid by him for stock in the E. Ghirardelli Merc. Co. He claims that he was induced by false representation to pay the par value for the stock when at the time it was worthless.

NOTICE TO STOCKHOLDERS.

Office of "The Pandex of the Press," Halleck Block, No. 320 Sansome street, San Francisco, California, the 4th day of May, 1905.

In accordance with a resolution adopted at a regular meeting of the Board of Directors of "The Pandex of the Press," a corporation duly organized and existing under and by virtue of the laws of the State of California, and having its principal place of business in the City and County of San Francisco, in said State, held this day, a special meeting of the stockholders of said Company is hereby called, to be held at the office of said Company, in the Halleck Block, Room 58, at No. 320 Sansome street, in the City and County of San Francisco, State of California, the principal place of business of said corporation and the place where its Board of Directors usually meet, on Wednesday, the 12th day of July, 1905, at the hour of 2 o'clock p. m.

The object of said meeting is to take into consideration and decide upon the proposition of increasing the capital stock of said Company from $50,000, divided into 50,000 shares of the par value of $1.00 each, the present capital stock of the Company, to $100,000, to be divided into 100,000 shares of the par value of $1.00 each.

Dated, San Francisco, Cal., May 4th, 1905.

W. P. CALKINS, President.
A. I. STREET, Secretary.

Phone Mission 288

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202 Third Street, - Cor. Howard
1733 Market St., - Opp. Eleventh

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LESLIE STERILIZED SALT

Free Running (in Pkgs.) for table
Velvet Grain (in Bags) for kitchen
Sold by all Jobbers

Clerk's Corner

A TALE WITH A MORAL.

"Guess I'll quit the grocery business. Don't seem to be anything in it."

The speaker, ordinarily, was a likely looking young fellow—clear skinned, bright-eyed, well built, neatly dressed—but the expression of his face at the moment was dismal—it spoiled the prospect, so far as he was concerned.

His audience of one was his boss—the proprietor of a small but growing grocery store in a good neighborhood. This personage was a modernized picture of your Uncle Samuel—smooth shaven except for the goatee on his chin; lank and muscular of frame, shrewd but kindly of expression.

"That idea has been bothering you all day, hasn't it?" asked the proprietor.

"Yes—several days for that matter."

"So I judged. Your face has been eloquent all day of a settled grudge against something—I did not know whether you had been taking a poison squad' diet and got your liver out of kilter, whether you wanted a raise or whether you were in debt, in love or in doubt about the doctrine of the trinity. One thing I did notice was that customers took one look at you and then passed along to another clerk. You did not seem to invite confidence nor business."

"If my work was not satisfactory I suppose you would have told me so," rejoined the young man sulkily.

"I would, my boy—at an early opportunity," rejoined the elder. "I realize, however, that human folks have their limitations. In my time I have seen much good business spoiled because the man doing it had quarreled with his wife at breakfast. I have seen good men spoiled by being given too much freedom of judgment and by being given too little. I have noticed that a man will get over his little internal disorders if he is given a good diet, plenty of sleep and air and homoeopathic doses of wise counsel in sugar-coated pills. Here is one for you: When you allow that comely face of yours to be clouded by a frown all day, you lost as much ground in the retail business as you have gained in several weeks. The women will forget to tell each other, as they have done, that they like to trade at my store because my clerks are polite, prompt, helpful and not at all intrusive. I heard one woman tell another right here in the store that she never felt that my men were working for me—they seemed to be working for her. That was a pretty good ad and I liked it. You were waiting upon her at the time. To-day she took one look at you, hesitated, then came to me to give her order. Had any trouble with her?"

Why She Passed Him.

"Mrs. ——, you mean? Why, no; I had no trouble with her. I noticed she passed me by, too. Yesterday I sold her a good order. Did she tell you why she did not come to me with her order to-day?"

"No," smiled the old man. "You glowered at her as if she were an ogre. I took her order and she left in good spirits, although I had a jumping toothache myself. She did not find that out, though. When she left I began to look over things. I have left the care of that corner window to you. Generally speaking, you have made it one of the best drawing cards in the store. To-day, I found it sadly neglected. There were cobwebs on the ceiling, dust on the window ledge and the panes were not exactly bright. The display had not been kept up."

"That's a homeopathic dose, too, I suppose," said the young man.

"Certainly—sugar coated, too, as I told you that I had left our best window in your care. I mentioned only one or two defects, because I know that you can be developed into a first-rate business man, but you need treatment, same as I did at your age. Your sour visage and unkempt window today indicated to me that something was wrong with you. Having a toothache myself, I sympathized with you, but I kept my troubles to myself. Our customers have their own, too, I suppose. Anyhow, they don't care for ours. We have to please them, and that is the whole subject."

The Lesson Benefited.

"Wonder you did not 'fire' me, if that was your notion," said the clerk.

"You fail to follow me, or you would not say that," was the reply. "I have seen dumb brutes and soulless machines acting in such contrary ways at times that I am not quite ready to condemn a man for being unreasonable, occasionally. You are not under obligations to stay with me, if you can better your position by changing. But I would not advise you to quit the grocery trade. It is a magnificent business and it is calling for the best men all the time. I want men who can learn it, grow into it and maintain its standards. The personal end of that proposition is the important part. The trade calls for merchandising in its most advanced lines and that means that you and I must be merchants. That is the side we must show to the world. Our personal affairs do not much interest them. Show them the bright side and they will be attracted."

"Guess I'll try it awhile longer, anyhow," said the young man, after a pause.

"Don't forget the window," said the proprietor, as he started for the dentist's office.—New England Grocer.

ASSOCIATION NEWS.

Brooklyn.—The Grocers' Association is to hold its thirty-third annual picnic on July 19th. The ladies will have an eagle target shoot.

Syracuse, N. Y.—The State Association is to hold its convention here on August 7th, 8th and 9th. Elaborate preparations are being made for the entertainment of the delegates and their wives outside of convention hours.

Cleveland, O.—The Retail Grocers' Association is conferring with the large baking companies because of their action in refusing to exchange new packed goods for old.

Connecticut.—The judiciary committee of the Legislature has substituted a bill for the various trading stamp bills. There were a dozen schemes presented at the beginning of the session. The bill of the judiciary committee provides that trading stamps must have a cash value marked on them and that they must be redeemed in cash if the holder makes the demand.

Iowa.—The State Grocers' Association and State Federation of Labor have conferred with the result that the Federation of Labor has agreed to stand in with the retail grocers to ask the Legislature to repeal all the exemption laws now in force for the purpose that all men should be responsible before the law. The grocers on their part agree to help secure the passage of a child labor law and enforce a compulsory education law. The grocers agree to give preference to union made goods and to favor legislation providing for better factory inspection. The Federation of Labor agrees on its side to unite in discouraging non-resident catalogue houses and peddlars.



It has come to our knowledge that there is an attempt to introduce on the market a WASHING AMMONIA made from Bones and Animal Refuse. We trust that the trade will take time to investigate the character of this STUFF which, if sold to the consumer, will only tend to discourage the use of Ammonia as a household article.

PACIFIC AMMONIA BOTTLING CO.,

Sole Manufacturers of Ammonia from mineral products on the Pacific Coast.

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CAUTION—As there are numerous brands of impure and weak washing ammonia offered to the trade imitating the style of our label, be careful to see that our signature Trade Mark is on each bottle.

Trade Mark.

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BEANS, EGGS
Etc., Etc., Etc.

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The ready soap maker—a powerful disinfectant—an excellent fertilizer for dipping prunes, spraying trees, etc.

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WHOLESALE GROCERS

SOLE AGENTS

SAN FRANCISCO CAL.

TOBOGGAN

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Pacific Coast Syrup Co.

SAN FRANCISCO

THREE REFINERIES: SAN FRANCISCO, PORTLAND and SEATTLE.

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111-113 SANSOME STREET

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Gambrinus Brewing Co.'s

PORTLAND, OREGON

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ARE COMBINED IN THE

BOWSER OUT-DOOR CABINET

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OIL OR GASOLINE

IT IS FITTED WITH OUR LATEST IMPROVED COMPUTING

SELF MEASURING PUMP

BUILT ENTIRELY OF METAL AND MEASURES AN ACCURATE GALLON, HALF GALLON OR QUART AT A STROKE....

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FOR

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CABINET EXTENDS UP OVER TANK SO AS TO ENTIRELY ENCLOSE THE PUMP. IT IS FITTED WITH METAL ROOF AND DOUBLE SWING DOORS PROVIDED WITH "STAPLE AND STRAP" FOR PADLOCK.

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Highest Grade Package Goods for Family Trade

ROYAL AND QUEEN'S TASTE

(1 lb packages) (½ lb cartons)

Macaroni, Vermicelli and Spaghetti

ROYAL ITALIAN A. B. C. PASTE, in 1 lb papers
GOLDEN GATE EGG NOODLES, in ½ lb papers

For Sale by all Jobbers

PETERS BROS., BALTZ & DITTMANN

PROPRIETORS

The California Brewing Co.

Douglas Street, bet. 17th and 18th

SAN FRANCISCO, CAL.

EASTERN TICKETS

AT

Half Rate

The Southern Pacific will sell Round-Trip Tickets to Eastern points at a one-way rate on the following dates:

May 10, 11, 27, 28, 29.
June 12, 13, 14, 15, 16, 17, 25, 26, 27, 28, 29, 30.
July 4, 5, 6, 24, 25, 26.

Rates to Principal Points:

Chicago	$72.50	New York	$108.50
St. Louis	67.50	Boston	109.50
Memphis	67.50	Philadelphia	107.50
St. Paul	70.00	Baltimore	107.50
Missouri River Points	60.00	Washington	107.50

Choice of Four Routes

Go via Ogden, Portland (at slight extra cost), El Paso or New Orleans. Liberal stop-overs. Return limit 90 days. Tickets good on Overland Limited, Golden State Limited, or any Southern Pacific train. Special low rates for Eastern conventions. Ask about it to-day.

Southern Pacific

San Francisco Office, 613 Market Street.

Oakland Office, 12 San Pablo Avenue.

VACATION 1905

IS NOW READY FOR DISTRIBUTION

"VACATION" is issued annually by the

California Northwestern R'y

THE PICTURESQUE ROUTE OF CALIFORNIA

and is the standard publication on the Pacific Coast for information regarding

MINERAL SPRING RESORTS, COUNTRY HOMES AND FARMS WHERE SUMMER BOARDERS ARE TAKEN, AND SELECT CAMPING SPOTS.

This year's edition "VACATION 1905" contains 200 pages, beautifully illustrated, and is complete in its detailed information as to location, accommodations, attractions, etc., with terms from $7.00 per week up.

To be had at Ticket Offices, 650 Market Street (Chronicle Building), and Tiburon Ferry, foot of Market Street; General Office, Mutual Life Building, corner of Sansome and California Streets, San Francisco.

Applications by mail will receive immediate response.

JAS. L. FRAZIER, Gen'l Manager.

R. X. RYAN, Gen'l Pass'r Agent.



SHREDDED WHOLE WHEAT RECOMMENDATION

The Best Cereal Food to Eat, and
The Best Cereal Food to Sell, is

Shredded Whole Wheat

It is made in two forms, Shredded Wheat **BISCUIT** and **TRISCUIT.**

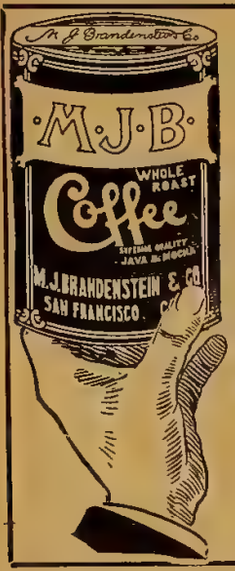
TRISCUIT is a CRACKER, not a "breakfast food." It is used as toast in place of ordinary bread toast, and for all purposes for which the common white cracker of commerce is used.

Shredded Wheat **BISCUIT** is the standard wheat food of the world, delicious for breakfast, or for every meal for every day in the year. It contains all the nutriment in the whole wheat in digestible form. A good seller all the year round.

THE NATURAL FOOD COMPANY
Niagara Falls, N. Y.

THE RETAIL GROCERS ADVOCATE

A. H. POWERS, Editor | SAN FRANCISCO, CAL., JULY 14, 1905 | Vol. 10, No. 28



M·J·B·COFFEE
SELECTED WISDOM

DRESS RIGHT

A Ragged Tramp's Opinion of High Finance Would Not Influence Legislation on the Subject.

Your Customers Will be Attracted by the Pleasing Package of

M. J. B. COFFEE

IXL - Kapp and Street - W.G.M.

TAMALES

IN

KEY-OPENER CANS

RAINIER BEER

Popular! Why?

Because it is really good.

Only Choice Materials
Used in its Manufacture.

JOHN RAPP & SON, AGENTS
Phone South 473.

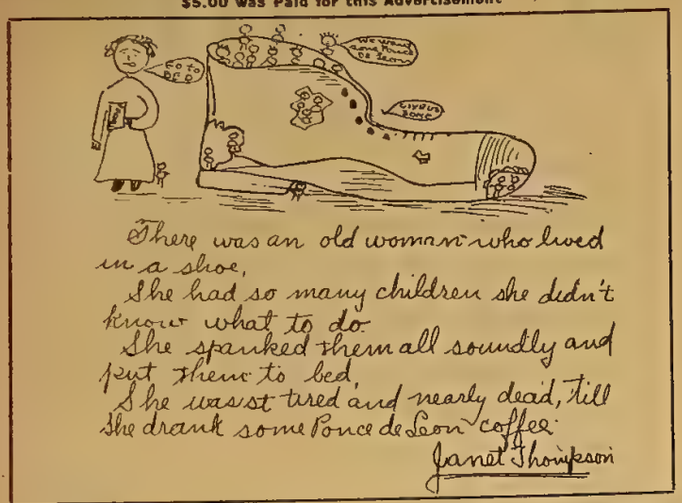
PROGRESSIVE DEALERS foresee that certain articles can be depended on as sellers. Fads in many lines may come and go, but SAPOLIO goes on steadily. That is why you should stock

HAND SAPOLIO

HAND SAPOLIO is a special toilet soap—superior to any other in countless ways—delicate enough for the baby's skin, and capable of removing any stain.

Costs the dealer the same as regular SAPOLIO, but should be sold at 10 cents per cake.

$5.00 was Paid for this Advertisement



Help One of Your Customers Earn $5.00

We are helping Retail Grocers advertise their stores and our **PONCE de LEON** by our plan to

PAY SCHOOL CHILDREN FOR WRITING ADS.

Every Grocer has a chance to win the favor of some customer by helping a child of the house get $5.00. We print these ads. each week in the "*Evening Bulletin*" of San Francisco.

Quality These are the Elements Needed for Grocers to Secure Trade Now Going to Coffee Peddlers. **Confidence**

Our Goods Possess the **QUALITY** — "PONCE DE LEON" Coffee is the Best in the World
Our Advertising Helps Give the CONFIDENCE.

You Can Win and Hold the Best Trade with

Best in the World

Ponce de Leon

Quality Unsurpassed
Flavor Delicious

COFFEE

At all Leading Grocers
Porto Rico Co



To Help San Francisco Dealers we Have:

Striking Displays on the Main Streets

Artistic Signs in the Street Cars

Attractive Designs on Theatre Curtains

Conspicuous Notices in Theater Programs

Gold Watches for Grocers

To add to the interest of the Retail Grocery Trade in advancing the Sales of **PONCE DE LEON** Coffee, we have decided to give

6 Gents' Solid 14-Karat Waltham Gold Watches, Value $60 Each, to our Friends.

To Get One Entails No Cost Nor Extra Labor.

Read the Terms: We will give Watches to Each of the Two (2) Retail Grocers of San Francisco, and to Each of the Four (4) Grocers in the Interior, whose Invoices show that they have purchased the **Most Pounds** of our **Sealed Cans** of **PONCE de LEON COFFEE** between April 15th and August 15th, 1905. **WATCHES GUARANTEED TO BE SOLID, 14-KARAT GOLD.**

GET IN LINE—GET A PROFIT—GET A SPLENDID GOLD WATCH

THE PORTO RICO COMPANY

587-589 HOWARD STREET San Francisco, Cal.

Give Their Money Back If They're Dissatisfied!



We don't ask the Grocer who sells **"A1" FLOUR** to do anything but depend upon us.

We claim that **"A1" FLOUR** will make **more loaves of bread** to the barrel and **better bread** than other flours.

YOU are authorized to **REFUND THE MONEY** if the flour does not satisfy.

Tell us how to do more and **we'll do it!**



Why "A1" Flour IS BETTER:

Our "**A 1**" FLOUR is manufactured from only the HIGHEST GRADE of the **BEST CALIFORNIA and EASTERN** Wheats. We have, by much investigation and research, produced a blend which includes enough Eastern wheat to cause "**A 1**" to be **More Glutinous** than other flours on the market and therefore **More Nutritious.**

It makes more loaves per sack

WE MAINTAIN THE RETAIL SELLING PRICE.

GLOBE GRAIN & MILLING CO.

MONTGOMERY AND CHESTNUT STS., SAN FRANCISCO, CAL.

Telephone Bush 759.

(Please mention the ADVOCATE to Advertiser. It helps us materially.)

CUSTOMERS PRAISE THEM

SATISFACTION INCREASES TRADE ON THESE GOODS.

THE McCORMICK-SAELTZER CO., of Redding, Cal., say:



NOTHING IS QUITE SO GOOD

REDDING, CAL., April 14, 1905.

CUDAHY PACKING CO.,
San Francisco, Cal.

DEAR SIRS: — We are receiving many words of **praise from our customers** regarding the quality of Diamond "C" Hams and Bacon, as being the finest flavored and most evenly cured meat that has ever been offered on this market. The way our **trade is increasing on these goods** demonstrates to us that it must be a fact.

We look for our trade to be ALL Diamond "C" before long.

Yours very truly,

THE McCORMICK-SAELTZER CO., Inc.
Per F. F. KRAUSE, Mgr. Grocery Dept.



FINEST IN FLAVOR AND APPEARANCE

"THE TASTE TELLS"

THE DEMAND FOR Malta-Vita



The quality of Malta-Vita explains its rapidly increasing sales. Malta-Vita doesn't belong to the **tasteless** variety of flaked wheat foods. It's good to eat and the public is finding this out. Malta-Vita's crisp brown flakes are healthful, too.

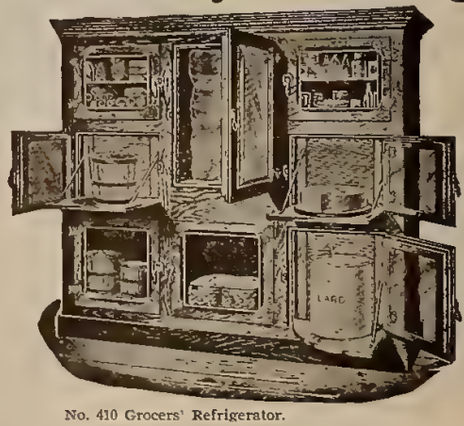
NO PREMIUMS USED

Premiums are not given with Malta-Vita. It is sold strictly on its food merits, and intelligent people appreciate this fact.

Malta-Vita Pure Food Co.

BATTLE CREEK, MICH., and TORONTO, CANADA.

Any Way You Examine a McCray Refrigerator



Inside or Outside, it is a True Realization of all that is Best in Refrigerator Construction

No. 410 Grocers' Refrigerator.

THE McCRAY REFRIGERATOR RANKS

first in every way. It is sold entirely on its merits and is known everywhere for superiority.

McCRAY REFRIGERATORS are perfect refrigerators and will in a short time repay their cost through saving of butter and other provisions, and ice.

We can here give you but a faint idea of the McCray refrigerator. Let us send you our catalog showing our extensive line from which you can make a selection.

SOLD ON EASY PAYMENTS.
McCRAY REFRIGERATORS ARE GUARANTEED.

BECK - WAKEFIELD COMPANY
GENERAL AGENTS
122 Market Street, San Francisco, Cal.

Retail Grocers' Advocate

CALIFORNIA RETAIL GROCERS' AND MERCHANTS' ASSOCIATION — OFFICIAL PAPER — RETAIL GROCERS' ASSOCIATION

Vol. 10 — SAN FRANCISCO, CAL., JULY 14, 1905 — No. 28

THE RETAIL GROCERS ADVOCATE

Published Every Friday by
ADVOCATE PUBLISHING CO.

Subscriptions:
One Year $2.00
Single Copies ..... .10

PUBLICATION OFFICE:
456 MONTGOMERY STREET.
Rooms 413-414. - Tele. John 2001

Entered at the Postoffice at San Francisco as Second Class Matter.

Points to Watch

HERRING.
Holland herring are very scarce and command high prices.

WALNUTS.
A shortage of 100 to 150 cars is reported from Southern California.

BREAD AND CAKES.
Many grocers overlook this valuable line. It not only pays a good profit in itself, but attracts customers to the store.

SUGAR.
Jobbers are buying sparingly at the decline of Wednesday. There is a general feeling that the bottom has not yet been reached.

CANNED FRUITS.
The hot weather of last week has so advanced the ripening of fruit that canners say that the pack of high grade gods will be largely curtailed.

PEAS.
The California Association now says there will be only about a 75 per cent delivery of California peas. The Eastern packers expect only half a crop.

RAISINS.
Packers are said to be offering $70 and $75 a ton for raisins in the sweat box as against $60 offered two weeks ago and $35 which was paid last year.

CANNED SALMON.
Even with a very heavy pack of sockeyes, experts think that red Alaska and pinks will not cost less than at the present time and will probably cost more.

RICE.
Reports from Southeastern China say that the first crop will be a practical failure this year. American growers are very strong in their views owing to short acreage and unfavorable weather conditions.

PRAISE THAT COUNTS.

The "Rice Journal and Gulf Coast Farmer" writes:

Crowley, La., July 7th, 1905.
Editor Retail Grocers' Advocate, San Francisco, Cal.

Dear Sir—We would be glad to receive the Advocate in exchange. We note that you carry a good rice market and are interested in this. We suppose that you will be similarly interested in the matter found in the "Rice Journal" that has a bearing on the rice market in various places, and that thus the exchange will not be one-sided. We are placing your name on our list. Very respectfully,

John T. Nixon, Desk Editor.

Are Maintaining Prices.

Los Angeles Association Proves Fallacy of Mendacious Editor.

By J. F. Paulding, Secretary.

Los Angeles, July 3, 1905.
Mr. A. H. Powers, San Francisco, Cal.

Dear Sir:—I see by the last issue of the "Grocer and Country Merchant" that Mr. Menzies claims it is not possible to maintain a retailing selling price by the manufacturer. Mr. Menzies used for the basis of his article the fact that in our last report I stated that there were certain articles that had been cut on which the manufacturer had established a retail price.

Facts Favor Protection.

Facts are facts, and there is no trying to get away from them.

I mentioned four articles on which the price had been cut, and could have mentioned perhaps as many more, out of a total of about One Hundred and Forty-one (141) different brands of goods that are on list.

Surely, there is no great danger of a disruption of our prices with this showing.

Again, the cut prices on these few articles are the exception and not the rule. There is no question about the fact that if no precaution had been taken, it would have been the rule rather than the exception.

"A1" Price is Maintained.

I mentioned that the "A1" flour had been cut. Yet at the cut price mentioned, it paid the party cutting it a 15-cents per sack margin. If no precaution had been taken, it would have been cut in every town in place of just one, and the profit would not have been 15 cents per sack either.

The cutting has always been discontinued when the Globe Mills took the matter in hand.

Another Menzies Falacy.

Mr. Menzies tries to prove that established prices are not possible. Before closing his articles, he insists that by having these established prices, we are inviting too many people to go into the business and thereby admits that we do have and maintain established prices—a fact that he denies in the next breath.

His statement was that owing to our having fixed prices, we had caused the number of stores to increase from less than 150 ten years ago to 600 at present.

I do not know how many stores there were here ten years ago, but I will base my argument on the year 1901 to prove the falseness of his argument.

The 1901 City directory showed 395 retail grocery stores in Los Angeles. The United States census taken in July, 1900, showed the population of Los Angeles to have been 102,000. It is not unreasonable, therefore, to assume that the population of this city in February, 1901, when the directory census was taken was not over 110,000 at the most, inasmuch as the growth of the city during 1901 was not nearly so rapid as since 1903. This would give one grocery for every 278 inhabitants.

The school census of Los Angeles this year shows a population exceeding 200,000. This gives a grocery store for every 333 inhabitants or an increase of 55 people to every store in place of a decrease, as stated by Mr. Menzies.

Our Association was organized June 1901, or at least three months after the directory was printed. We had no price card for at least one and a half years after we were organized. It can be readily seen from this, that our price card could have had nothing to do with the small number of people to every store in 1901.

Take Menzies Own Figures.

Mr. Menzies may say that we have less population than here mentioned, or more stores than here mentioned. I am, therefore, basing the number of stores, 600, on his own statement and the population on the school census.

I have other reasons to believe that we have at least 200 000 inhabitants, some of which are the facts that our assessment rolls show double the valuations they did three years ago; and the additional proof that there were 60,000 people paid poll tax this year where the number was only 27,000 three years ago. It is, therefore, reasonable to assume that my figures are approximately right.

Cause of the Lies.

Whether Mr. Menzies made his deductions from maliciousness or ignorance is not for me to say. But when a paper will try to mislead its readers by making such false statements, I would question if they could believe any of his statements. It is too well known to need further mention that Mr. Menzies' chief support comes from firms who observe the growth of the Association with alarm. This will account for his continual misstatement of conditions in regard to the Association.

It is base flattery to consider his paper in the trade paper class, let alone its reliability.

Yours for honest trade methods,
J. F. Paulding.

LOCAL BOARD ORGANIZES.

The old board of directors of the San Francisco Retail Grocers' Association formally turned the affairs of the organization over to the new board last Monday evening.

President Salomon appointed the following standing committees.

Finance and Auditing—Methmann, Ring and Van Arsdale.

Collection Bureau—Rowe, Corcoran and Sullivan.

Grievance — McGuire, Stulz and Owens.

President Salomon advised the board that while he personally favored having five members on the Grievance Committee, as required by the resolution adopted at the annual meeting, he thought a change would have to be made in the constitution and by-laws before the other two committeemen could be appointed. This matter will be taken up in regular form at the next meeting of the Association.

Mr. Stulz called attention to the necessity of retaining affiliation with the State Grocers' Association if the San Francisco organization expected to maintain the highest possible degree of value to its members.

R. A. HOLCOMBE & CO. MOVE.

Owing to the very decided increase in business, R. A. Holcombe & Co. have found their quarters at 20 Pine street unsatisfactory. They have therefore moved to larger offices at 124 California street, where they will be prepared to handle the business to a better advantage.

THEIR OWN ENEMY.

Retail Grocers to Blame When Manufacturers Fail to Protect Them in Their Profits.

It is because retail grocers are prone to submit to impositions as long as they are endurable that so little advancement is made in bettering trade conditions.

The grocery trade is like a giant who does not realize his strength and does not know how to use it.

A few manufacturers who have realized the value of the giant strength of the trade, have employed it to better themselves and have secured its assistance by paying therefore.

First among the firms that have been willing to pay for the assistance of the trade are Enoch Morgans Sons Company, with its Sapolio, A. Schilling & Co.; and the Globe Grain and Milling Company with its flour.

These firms realize that, to retain the interest of the grocers in their goods, they must assure their customers of a profit. To do this they must guard the firms that work up a trade on their line of goods so that the goods will not be generally cut and should any firm cut these goods they not only refuse to sell them but, if necessary, take any course in law that may be necessary to protect both themselves and their customers.

While cutters sometime break in on the price it is only for a few days at a time and only once in a long while. Both Enoch Morgan's Sons Co. and A. Schilling & Co. have in the past been able to secure these results without resources to the courts.

A Washington Example.

In last weeks paper we told of how the Crescent Manufacturing Company, of Seattle, Wash., forced a big department store to refrain from cutting the established price of their baking powder. It is worthy of note that this baking powder was not bought direct from the Crescent Manufacturing Company, but through a jobber. It was only because the attorneys for the department store realized that their clients were legally responsible for damages to the Crescent Manufacturing Company in having offered the Crescent baking powder at less than the rates the retailers were required to promise to ask that the case was settled without a suit.

How the Retailer Counts.

When the retailers are in earnest about correcting a trade abuse and are prepared to work together under intelligent direction, their giant strength can accomplish wonderful results.

There are two ways in which the retail grocers can make a manufacturer recognize the fact that it is going to pay him to protect their interests.

One way is for a great many grocers, who are acting together, to say to the manufacturer "Unless you restrain cutters from selling your goods at a price which does not leave a profit, we will not handle them."

J. R. Newberry of Southern California taught the grocers another way.

The "Newberry Way" was to have

The Highest Grade Canned Goods

CALIFORNIA FRUIT CANNERS ASSOCIATION

In Endless Variety

Any of which will add to the Attractiveness of every Choice Grocery Stock, is packed under this label.

"GRIFFIN EXTRAS"

These Fruits, Vegetables and Specialties are the Selected Pack of 30 of the Largest Canneries on the Pacific Coast.

Packed where Grown. **Our Guarantee Follows our Goods.**



"Griffin" Fruits

Hermetically Sealed Fruits in No. 3 Tins.

2 dozen in Case

19 Varieties.

"Griffin" Fruits

Selected Table Fruits in Glass Jars.



26 oz. Jars 1 doz. in case.

32 oz. Jars 1 doz. in case.

"Griffin" Whole Figs

In Extra Heavy Syrup.

Picnic Tins, 4 dozen per case.

No. 2 Tins, 2 dozen per case.

16 oz. Glass Jars, 2 dozen per case.





"Griffin" Marmalades

Orange

Apricot

16 oz. Jars, 2 doz. in case.

Picnic Tins, 4 doz. in case.

"Griffin" Preserves

In Glass Jars

16 oz. Glass Jars, 2 doz. in case.

16 Varieties



"Griffin" Preserves

Home Prepared.

Special in 5 Case Lots.

Less 10%

"Griffin" Preserves

Home Prepared.

Picnic Tins, 4 doz. in case, 15 Varieties.

Send us a Trial Order.

Write for

Assorted A

Assorted B





"Griffin" Soups

Concentrated

18 Varieties.

Are packed in No. 1 Tins, 48 per case.

Each tin makes a quart of Soup by adding 1½ pints of boiling water.

One Case Tomato Soup **FREE** with each 5 cs. purchased.

"Griffin" Boston Baked Pork and Beans

Plain and with Sauce.



Baked Beans

Picnic, 4 doz. in case.

No. 2 Tins, 2 doz. in case.

No. 2½ Tins, 2 doz. in case.

No. 3 Tins, 2 doz. in case.

"Griffin" Sugar Peas

California Sweet Peas

Extra Sifted Petit Pois

No. 2 Tins, 2 doz. in case.





"Griffin" Tomatoes

Trophy Variety

Solid Hand Packed,

Solid Hand Packed, with Chili.

No. 3 Tins, 2 dozen in case.



"Griffin" Catsup

Not Colored.

Pint bottles, 2 dozen in case

½-Pint bottles, 2 dozen in case

"Griffin" Oyster Cocktail Sauce

FREE DEAL

One Case FREE with each Five Cases Purchased.



"Griffin" Stringless Beans

Hand-Cut Beans.

Stringless Beans.

No. 2 Tins 2 dozen in Case.



To Customers Going to the Country you may Suggest a Number of our Choice Products.

Write for Price List.

CALIFORNIA FRUIT CANNERS ASSOCIATION

Largest Packers of Canned Fruits and Vegetables in the World.

the leading retail grocers advertise the article at such a low price that there was no profit left in it for anybody, at the same time advertising a protected article of the same class at the full price and pushing the sale of the protected article. Because of the fact that there was no profit at all left on the goods cut, the retail grocers as a body joined in protesting and the demand for the article was killed for the time being.

This method was used with very good effect in convincing a leading baking powder company that the grocers of Southern California were in earnest in asking them to maintain the price of their baking powder in Southern California.

It was also used to good effect in convincing one of the largest catsup manufacturers of the country that they could afford to protect the price of their goods in Southern California.

It is only when the grocers want a thing badly enough to demand it; not to suggest that they would like it, but to be prepared to say if they do not get it **they will take active measures to protect themselves,** that they will get anything.

Until the grocers are prepared to do this they will get no results.

When they are prepared to do this and back up their asociation managers there is almost nothing that will not be theirs for the asking.

H. Hauch, of Alameda, said recently: "I think ours should be a fighting organization."

When the grocers look on their association as the medium to fight their battles for them, association work will be successful.

PORTO RICO COFFEE.

Coffee is the staple product of the island, the product in 1903 being 33,450.000 pounds from a cultivated area of 170,000 acres, says an exchange. About 62,000 acres are devoted to sugar, from which 234,000,000 pounds were produced in the year named. Under tobacco there were 14,000 acres, yielding 12,000,000 pounds. Experiments in the cultivation of cotton are under way.

The Porto Rico Company of 587-589 Howard street is introducing the Porto Rico coffee to the Pacific Coast trade. Its high quality is winning it many staunch friends.

"THE TASTE TELLS."

This is particularly the truth in regard to hams and bacons. People are guided in their purchases of these provisions and of butter and eggs first of all by the appearance and next by the flavor.

The Diamond "C" hams and bacon of the Cudahy Packing Co. satisfy in both these particulars. In appearance they are very attractive, being cut from the very choicest animals, carefully trimmed and smoked by special process. The flavor is also distinctive since only the finest meat is used and great care is taken to see that the fine flavor is brought out and preserved.

Many retail grocers report to the Cudahy Packing Co. that they find their customers unanimously pleased with the Diamond "C" provisions. They report also that the sale of these goods has brought them much new trade.

It is through handling products which are better than the average that retail grocers secure the reputation that brings people to their stores and makes them feel convinced that they will be satisfied with all the goods they may buy from this store. The high quality of a certain line is fair assurance hat other lines will also possess the same high quality.

BETTER VALUES.

Since the Spohn-Patrick Company introduced "Griffin Extras" brand of fruits and vegetables on this market they have been recognized as a leading factor in the canned goods trade.

These goods are packed by the California Fruit Canners' Association, which owns thirty-four canneries in various parts of the Coast, and thereby enabled to put up the goods bearing their brand where grown in greatest perfection, and when they are in the best possible condition for canning.

Hence the general satisfaction resulting to the consumer from the use of goods bearing the "Griffin Extras" brand.

CONGRATULATES THE COAST.

National President Green Writes Words of Cheer from the East.

Cleveland, Ohio, July, 1905.

Mr. A. H. Powers, Editor, San Francisco, Cal.

Dear Mr. Powers:—Allow me, through the columns of your valuable paper, to extend my congratulations to the grocers of the Coast. Through the **Advocate,** which comes to me regularly, I find that they are holding their own in the march of progress.

The grocers of the country realize today more than ever before the necessity of organization. Every State convention that I have attended has been imbued with the earnestness of purpose that accomplishes results.

Those States that have not already upon the statute garnishment laws, will soon be called upon to pass such laws.

The firm who now charges cracker prices for pasteboard must soon succumb to the demand of the trade.

The dead-beat, through the efforts of organization, must shy his carcass into some unknown realm where delinquent lists and garnishee laws are not heard of.

At our next National Convention at Niagara Falls, which, by the present outlook, will be the largest ever attended, topics of vital interests will be discussed.

None more prominent than the manufacturer placing the selling price on the product; the Parcels Post and Post Check currency bills.

The representation at the convention must be so large that the attendance alone must impress the manufacturers and jobbers with its importance.

The grocers of the country are fast becoming a power. That power conservatively handled will be a great influence for bettering the condition of the retailer.

It was my privilege to address the Wholesale Grocers of the United States at Milwaukee on June 29th, and I assure you every effort was put forth to place the grocers of the country in the best possible position before them and I believe with marked success.

The expressions of confidence received by me stimulates me to greater exertions. We must move forward. We have much to do and not only must we have united co-operation of the entire membership, but the united support of the trade press as well.

Thanking you for courtesy extended, and with kindest regards for the grocers of the Pacific Coast, I am,

Very truly yours,
JOHN A. GREEN.
President.

A COMMON LOSS.

Where Many a Dealer Loses Money.

If the proprietor of nearly any grocery will occasionally place the packages of sugar, rice, and similar articles that are ready for delivery upon the scale he will be surprised to note in how many instances they contain overweight.

This is perhaps the most costly and insidious loss in a grocery store, for it can never be permanently stopped. The best hand scale made does not insure its careful use.

There is only one means of insuring absolute accuracy in the weighing department and that is by the use of the Bond Automatic Weigher. This machine "is never careless and never tires."

A MATTER OF HEALTH

ROYAL



BAKING POWDER

Absolutely Pure

HAS NO SUBSTITUTE

All Grocers should carry a full stock of Royal Baking Powder. It always gives the Greatest Satisfaction to customers, and in the end yields the larger profit to the Grocer.

Sound Business Sense

tells you that the best way to please and retain your customers permanently is to give them the best goods that money can buy, especially so in Dainties and Appetizers.

White Label Selected Queen Olives
Seville Packing Co.
New York.

Facsimile of Label

The Seville Packing Co.

"White Label" Queen Olives

Are the pick of the Spanish crop, properly cured and carefully bottled for the world's most discriminating trade.

Write for Prices.

We carry a complete stock of "White Label" Queen and Manzanilla **Olives, Pim-Olas, Baby Pim-Olas, Nicelle Olive Oil,** etc.

Spohn-Patrick Company

Pacific Coast Agents

16-18-20-22 Front Street San Francisco, Cal.

BRANCH HOUSES
Portland, Seattle, Denver, Salt Lake City
SPOHN-COOK COMPANY, Los Angeles, Cal.



Every Grocer should have a copy of "Salads, and How to Serve Them." Write for same direct to The Seville Packing Company, New York City.

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NOTARY PUBLIC
AND
Commissioner of Deeds
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Tel. Main 5925. SAN FRANCISCO

You will not hear this:

"It's Too Hot To Eat!"

as often as you usually do, during warm weather, if you push the sales of

SNIDER'S

HOME MADE TOMATO



FREE DEAL! FREE DEAL!
Write for
Snider's Catsup Free Deal
and learn how to
Increase Your Profit on Snider's Catsup **20%**

SPOHN-PATRICK COMP'Y
Sole Agents
16-22 Front St., San Francisco, Cal.
Spohn-Cook Company, Los Angeles.

The Original Root Beer
Knapp's.
Makes twice as much, and better Root Beer, than any other Extract.
Brewer Rich Co. Agts.
330 Market Street.

ASSOCIATION NEWS.

Denver, June 29th—The Retail Grocers' are preparing for a picnic at Crystal Lake.

San Bernardino, June 29th—The Grocers' Association gave an entertainment in honor of the clerks last night. There was a general turning out of the grocers and their families and the clerks with their wives and sweethearts. In the banquet chamber Al. Frantz presided as caterer, and prepared a most tempting spread, covers being laid for 145 persons, and not a plate was unturned. During the banquet H. M. Willis acted as toastmaster, responses being made by George Feetham, of Feetham & McNeil's, and T. F. Snelson for the Grocers' Association, while R. B. Parazette responded for the clerks and H. M. Willis made an address as a general response to both hosts and guests. After the banquet, dancing was indulged in until a late hour.

Los Angeles—The new president, Mr. C. Mottaz, has introduced an innovation into Association meetings which promises to prove very popular. It is to have discussions held on some subject of common interest during the evening. The subject discussed at the last meeting of the Association was "Dishonest Clerks"; this was led by J. A. Fazenda. At the meeting of July 13th, the Association will discuss "Price Cutting," to be led by J. R. Newberry.

Youngstown, Ohio—The closing of grocery stores on Wednesday afternoons during the months of July and August is finding more favor this year. This was a movement instituted by the Grocers' Association last year.

Wisconsin—The State Grocers' Association holds its fifth annual convention at Milwaukee on September 11, 12 and 13. Among the questions to be discussed are the "Parcels Pos Scheme," "Premium Schemes" and "Credit Systems."

Centralia, Wash.—Secretary J. J. Higgins of the Seattle Grocers' Association and of the State Association, was in conference with the grocers of Centralia recently. Acting on his advice, they were able to remove certain obstacles that were causing trouble. The Centralia Association thanked Mr. Higgins formally for his efforts in their behalf.

Seattle—The Grocers' Association will hold its annual picnic July 19th at Pleasant Beach. Many grocers from other towns will be in attendance

St. Louis—The agitation of the grocers to secure relief from the practice of the cracker bakeries in charging full cracker prices for cardboard is bearing its fruit. Several cracker companies are making allowances for the pasteboard. More results are expected in the near future.

Chicago, June 28th—The central committee of the Chicago Grocers' Associations are complaining of the unfair action of some of the local associations. There are four associations in Chicago and two of them have never paid their share towards maintaining the central committee. At the same time, in soliciting members they have sent out cards taking to themselves the credit of the accomplishments of the central committee. This is causing a great deal of indignation.

Fergus Falls, Minn.—The merchants recently had a peddler's license ordinance passed by the City Council. Anyone peddling without a license will now be liable to a fine of $100 or imprisonment for as much as 90 days.

LOCAL NOTES.

John W. King opens on Saturday one of the finest and most modern stores in San Francisco, at Market, near Sixteenth street. This is Mr. King's second store. The new store will have a frontage of 30 feet on Market street, 38 feet on Sixteenth street and will be 130 feet deep. The store has a modern plate glass front on both streets and is being equipped with every modern device to facilitate the expeditious handling of a large amount of business. Mr. King has won a splendid success in the grocery business. It seems only a short time ago that he was forced to move into larger and handsomer quarters at Twenty-second and Valencia. His success continued in this new establishment and the store on Market street will extend it still further.

J. Wm. Offermann, with his wife and daughter, are spending a brief vacation at Portland, where they are taking in the wonders of the Lewis and Clarke Exposition.

John Schloen, who was in business for a long time at the corner of Polk and Sacramento streets, has returned to the city and is looking remarkably well after his long rest. He has not yet decided when he will go into the business again.

NEW DAIRY EXCHANGE.

An attempt is being made to re-establish the Dairy Exchange. The plan was to have prices set by a committee appointed for that purpose. The promoters considered it necessary that each member should deposit a guarantee note for $500 as a guarantee that fines would be paid. This arrangement occasioned considerable discussion and the forming of the exchange has not yet been agreed to.

THE COLOR CURE.

Windows of Various Hues as Remedies For Many Diseases.

Dr. Boris Bruchs of Kharkov, in south Russia, says a correspondent of the New York American, is attracting general attention by the extravagant pitch to which he is developing the so called "color cure."

By immersing the patient in successive baths of colored lights he professes to be able to cure all diseases, from cancer and consumption to simple catarrhs.

Near Orenburg, on the verge of the west Asian steppes, he is building a magnificent sanitarium, specially designed for color treatment. The house, which is only one room deep, has all its windows, numbering over a hundred, facing south. The interior walls of the rooms are painted a pure white, while the windows are of different colors or mixtures of colors. With the colored sunlight streaming on them through these windows patients will recline on divans, drink coffee, smoke cigarettes and pray for speedy recovery.

The delicacy of the treatment professed by Bruchs may be realized from the fact that there are five windows with different shades of green. The windows toward the extreme end of the house fade gradually from deep orange to pale yellow and pure transparency.

Bruchs affirms that for the cure of cancer immersion in no less than nine shades of green light baths is required. The duration of stay in each bath must be calculated to a nicety, as certain colors are inclined to induce new complaints.

The Nijni Novgorod millionaire, M. Schukotin, underwent Dr. Bruchs' treatment for kidney disease with such success that he has contributed 80,000 rubles toward the erection of the new sanitarium. The local doctors, however, denounce Bruchs as a quack.



Its Absolute Accuracy Is Worth the Price of the

BOND AUTOMATIC WEIGHER

It Is Never Careless.

Write for Catalogue to
BOND SCALE CO.
Office and Factory
1640 San Fernando Street,
LOS ANGELES
Branch Office and Salesrooms
220 California Street
San Francisco

WARNING TO DEALERS.

There is only one **"CRACKER JACK"**, and that bears the name of Rueckheim Bros., & Eckstein.
The law will punish anyone who sells other brands as and for **"CRACKER JACK"**.
It is illegal for any person to offer **"CRACKER JACK"** and deliver other goods instead.
Merchants will confer a favor if they will advise us of any person or persons who are attempting to deceive by branding and selling other Popcorn Confections under similar names.
We have instructions to prosecute every person who infringes on the name of **"CRACKER JACK"**.

DODGE, SWEENEY & CO.

RIVALS MR. CARNEGIE.

Steiner & Co. of Escondido Establish a Library for Boys and Girls.

Steiner & Co. of Escondido use a very generous space in their local papers to announce the opening of a library in their store. The library is made up of books that will be of special interest to boys and girls. Every purchaser of a pair of shoes receives a membership card to the library giving them the privilege of taking out books for three months. The member is allowed to retain books for two weeks.

They have issued a circular headed **"If Carnegie Does Not, WE DO."** In this circular they explain about their "American Boys' and Girls' Library" scheme. After a brief trade talk describing their shoes they say:

"Come in and see what we have to offer. We would rather attract one customer to this store by honest representation than ten by misrepresentation.

"Remember—We have the largest, cleanest grocery stock in the county to select from at prices in keeping with the quality. **'The best is good enough.**

"Originators—The American Boys' and Girls' Library is the best, and absolutely free to all. The People's Store. The Quality Store. Steiner & Company, Escondido, Cal."

In each of the library books is pasted a notice that reads as follows:

"This book is the property of Steiner & Company, the People's Store. Steiner's American Boys' and Girls' Library accords you the privilege of reading this book and hopes that you will enjoy the same and profit by its teachings. In doing this we do not expect you to buy shoes of us simply because you receive this privilege of membership, but we hope that you will be so pleased with out footwear that you will be justified in telling your friends to come in and become a member of our library, and a customer of our shoe department, as well as all other lines.

"If we satisfy you, tell others, if not tell us.

"We carry such well known shoes as the Pingree make, Hamilton Brown Shoe Co.'s, Utz & Dunn and others, and guarantee to make good any shoe that is defective in workmanship or material.

"You will always find our Dry Goods Department and furnishing lines replete with the latest novelties at prices that will please.

"Please keep this book clean; do not mutilate it. It is loaned to you and must be returned to us in ten days. (Value 50 cents—to be paid if damaged.) **Steiner & Company**, Escondido, Cal."

The merry Cutter doesn't cut everything; for instance there's Schilling's Best

TEXAS IS LEARNING.

Looks to California for Pointers As to Association Possibilities.

San Antonio, July 3d, 1905.

Advocate Publishing Co., San Francisco, Cal.

Dear Sir — Enclosed please find stamps to the amount of $2, covering my subscription from June, 1905, to June, 1906.

Although I am away down here in this neck of the woods, Texas, your weekly is eagerly looked for every Tuesday. We have troubles of our own, but we try to profit by your experience and success and learn of them by reading the **Advocate.**

There will come a time some day when by continually hammering and working we will get the relief we need.

Wishing the **Advocate** the success she deserves for the firm, open and above-board stand she takes for the retail grocers and merchants of the Pacific Slope. Your success in points gained, helps us, too. Yours very respectfully,

F. W. McAllister, Secy.

NO EVAPORATED CREAM.

Minneapolis—The State food authorities have ruled that the "Evaporated Cream" (so-called) sold in this market is only evaporated milk from which the cream has not been separated and, therefore, is labeled in a way to mislead the purchaser. The labels must be changed after July 31.

Odd Art Criticisms.

A young woman of great, perhaps too great, sensibility, according to the Dundee Advertiser, begged to be excused from visiting an aunt who lived in an old fashioned house where pictures of a certain period were in evidence. "There is an engraving of a blacksmith's shop in the dining room!" said she hysterically. "You can't expect me to eat my dinner there; I smell the hoofs."

A similar criticism came from one who suffered, not from overrefinement, but from something quite different. She was a woman of recently acquired wealth, who went into an art gallery and asked for a painting of a certain size. "I have just what you want," said the dealer. He showed her a beautiful animal painting, but she looked at it for a few minutes and then shook her head. "It won't do," she said; "I want this picture for my drawing room." "But it's a beautiful thing," ventured the dealer. "Not for a drawing room," announced the woman conclusively; "you couldn't have a cow in a drawing room."

Puzzles From the Greek.

If two are a few, why not three; if three, why not four, and by a gradual addition or increment of number why not 1,000 or any other number? Or, again, if the loss of a single hair does not make a man bald, why should the loss of two, of three, and so on, and inferentially the loss of all?

If, then, no addition or subtraction of a unit can transform a small number of wheat grains into a heap or a full head of hair into a bald head, how is it possible that either transition should ever be accomplished?

Take a grain of millet out of a bushel and let it fall on the ground, and it makes no noise. Take every grain in succession of 10,000, let the same happen, and no sound is heard. Then collect all the grains back into the bushel and pour it out, and the result is a great noise. How, asks Zeno, can 10,000 noiseless processes make one full of noise?

Trespassing.

According to the common law of England there can be no theft of things which form part of or are attached to the soil, and there is no statute or penalty against the gathering of wild flowers in a field or wood. Most people at some time or other have paused at the fearsome legend, "Trespassers Will Be Prosecuted," printed on the menacing board which lawyers have described as a "wooden liar," for, as a matter of fact, the mere walking across another man's field is no more a criminal offense than to walk along the highroad. If the trespasser does no actual damage there is no ground for prosecution, with any hope of obtaining more than merely nominal damages, and none but a born litigant would dream of taking action. London Globe.

An Evident Alternative.

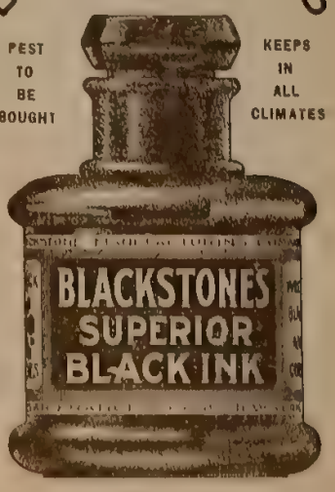
"She married him in spite of great opposition, didn't she?"

"Yes. If her marriage doesn't turn out well she'll only have herself to blame."

"Good gracious! Why? What's to prevent her blaming him?"

BLACKSTONE'S INKS

PEST TO BE BOUGHT — KEEPS IN ALL CLIMATES



Blackstone Manufacturing Co.
(Incorporated)
MANUFACTURERS OF
WRITING FLUIDS,
Mucilage, Shoe Polish, Shoe Paste, Shoe Dressing and Liquid Glue.
Office and Factory,
1960 Howard St. San Francisco
Telephone Capp 1111.

We Give Both

Qual-ity — Quant-ity



The Cream of Creams

The Tall 20-oz. Tin

Pure Food

CARNATION CREAM

Is At The Head of the List
of Sterilized Evaporated Creams tested by the
San Francisco Board of Health.

Pacific Coast Condensed Milk Co., Manufacturers
Seattle and Kent, Wash. Forest Grove, Oregon.

SPOHN-PATRICK COMPANY, 16-18-20-22 FRONT STREET SAN FRANCISCO, CAL.
Sole Agents for California, Nevada, Utah, Arizona and New Mexico
SPOHN-COOK COMPANY, 355 E. Second St., Los Angeles.

CO-OPERATION AMONG GROCERS.

Harry Duncan Writes of Its Value and Necessity.

Oakland, Cal., June 26, 1905.

Editor Advocate:—It is in the success or the failure of co-operation in the grocery business that the trade will find either inestimable benefits or life of endless drudgery.

Few grocers seem to realize it. But, really, we are to-day making the very fight of our lives.

There can be no drawing back.

We must burn the bridges behind us and keep right on until our efforts are crowned with success, because it must be success that we attain; since failure will mean the gradual elimination of profits that will reduce the smaller men in the business to a steady grind for little more than the absolute necessities of life.

The grocery business to-day reminds me of a very sick man. After a careful diagnosis of the case, I find that though he is of big bone and a hard worker, he has very little power.

Few men have the foresight to grasp conditions as they arise. Such is true with our sick "Grocery Business."

The more dense the population grows, the keener will be the competition. With keener competition there naturally develops new ideas to gain business.

Our patient, Mr. sick "Grocery Business" is suffering from a lot of these new ideas that have been forced on him and have given him a sort of business indigestion.

We have the cash store. While it is a legitimate business, yet, it is not usually run on strict business principles.

How few cash stores pay cash for their goods. Because of the failure to follow necessary precautions many of them fail, possibly benefiting themselves, but at the same time doing great damage to the credit grocer.

Then we have the department stores. As a rule they do not try to make a profit off their groceries, but use them to advertise other lines.

It is with pitty, I look upon another type which has precipitated conditions as they now are. It is that of the unscrupulous grocer who is of such low intelligence that he imagines that to run a store all that is necessary is to take the goods off the shelf, wrap them up and take the money. Men of this class do not know what goods cost or what per cent it takes of the gross receipts to run a business. They can not tell you at any time whether they have any profits at all.

It is this caliber of men that are to-day retarding the great movement of co-operation. Designing persons can easily influence them away from the forward movement of the organization.

The influences I have enumerated have all influenced the legitimate trade and forced dealers into bad business methods.

Some have stooped to cutting prices. Others become loose in the granting of credits. A third class have made themselves susceptible to designing persons for the purpose of advertisement. Last, but not least, they become antagonistic to each other.

As every disease has a cure or a preventative, so it is with the condition before us to-day.

It was not long ago that a philanthropist in the shape of the State Grocers' Association visited us and organized a local association.

Now, by incessant work of the individual, we can raise this association to a high standard of efficiency which will show benefits innumerable.

Already we have a better social feeling amongst the trade than ever before; we have a delinquent list; we have a collection bureau; we have attained success in our legislative work.

A close co-operation on our part with the sincerity of the members behind it, will develop a card price in the very near future.

As an illustration of what is possible I would in closing ask: "What, with the immense purchasing power of the organization behind us, would the flour companies do to-day, if we were to write them to the effect that after twenty-four hours' notice we would refrain from selling their products if they did not protect their prices. Why, gentlemen, they would accept our ultimatum without one word of dissent. And our success would be permanent because we are not asking anything unfair; but only what justly belongs to us. Yours very truly,

HARRY DUNCAN.

FRUIT MEN WAR.

Dried Fruit Packers Decide to Go Into the Canning Business.

Fresno, July 8—A new war of fruit canners and packers is apparently about to be percipitated.

Some time ago the California Fruit Canners' Association come out with the announcement that it will be in the field this year for dried fruit. The canners can with little cost be equipped for handling dried fruit after the canning season is over.

After this announcement it was reported that the J. K. Armsby Company had decided to go into the canning business in the northern part of the State by way of delivering a counter blow to the canners' association. The other dried fruit packers have likewise resented the intrusion of the canneries on their "sphere of influence," and four of the leading packing firms have combined to go into the canning business. They will build canneries in the leading fruit sections of the State in time for next year's business.

The packers in the new combination are the Phoenix, Castle Brothers, Guggenhime & Co. and Rosenberg Brothers. The paid up capital stock will be $1,000,000.

The incorporators do not admit that their action has been influenced by the action of the canners' association, but the trade entertains no doubt on that score.

Quality

Counts before **QUANTITY** with shrewd buyers



—Our Goods are Always Satisfactory—

Helvetia Milk Condensing Co.

Highland, Ill.

San Francisco Office, 3 Calif'a St.

FIRST HIGHEST AWARD

The Complete Exhibit of the

Dayton Money-Weight Scales

At St. Louis World's Fair, 1904, received the HIGHEST AWARD and GOLD MEDAL.



MANUFACTURED BY
Computing Scale Co.
DAYTON, OHIO

1—They give the correct value of the article being weighed.
2—They prevent loss from errors in calculation.
3—They save time required in making calculation
4—They are made better than ordinary scales.
5—With proper care they will last an ordinary life-time.
6—The pivots are of hardened tool steel, and with agate bearings inserted at the proper point, are practically indestructible.
7—They are sensitive to the very small fraction of an ounce.
8—They are an ornament to any store.
9—They are the only scale that is mechanically honest.
10—Customers, knowing them to be an honest scale, like to have their purchases weighed on them.
11—Sold on easy monthly payments.

With the **Money Weight Scales** you at once weigh goods **AT THEIR MONEY VALUE.**

Send for further information to

PIERCE & CO., PACIFIC COAST AGENTS

846 James Flood Building, Cor. Market and Powell Sts., San Francisco, Cal.

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Each of these departments in this Price List is checked up and corrected every week by two or more reliable authorities on values. More than thirty wholesale houses co-operate with us to secure for our List the greatest accuracy possible.

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COLUMN 1.
Department 1.

COFFEE, CHICORY, ETC.

Green Coffee.

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No. 3	16	
Kona (Hawaiian)	10	12
Mexican	13	13
Java, common	15	18
Java, brown plantation	20	25
Caracol, prime washed	13	16
Caracol, ordinary	13	14
Guatemala	11	17
Costa Rica	12½	16
Salvador	10¾	12

Roast Coffee.

Salvador	13	20
Costa Rica	16	20
Java	24	31
Mocha Aden	27	31
Prime W shd. C. A. Blends	19	24
Good C. A. Blends	18	20
Ordinary Blends	12	13

Private Brands.

Royal Java Roast	13
Lion, 100-lb	14.97
Arbuckle's, 100-lb	14.87
Arab, 1-lb tin	.18
Hill's Bros Arabian Roast	.27
"M.J.B." 60 1's in case	.28
"M.J.B." 30 2 s in case	.27
"M.J.B." 20 3 s in case	.25

Schilling's Best Coffee.

Tins: 30-lb price 60-lb case ¼ off	1-lb cartons	1lb tins	2lb tins	3lb tins
5-star	36¼	39¼	38¼	38
4-star	29¼	32¼	31¼	31
3-star	25¾	28¾	27¾	27½
3-star Laqiered (3-lb. tin only)				27½
2-star	22¼	25¼	24¼	24
1-star	18¾	21¾	20¾	20½

Cartons only in 25, 50 or 100 lb cases can be assorted as required.

The Porto Rico Co.

Ponce de Leon, sealed cans only.
1-lb 0, 2-lb 29, 3-lb 28½

Cream of Moca, 1-lb. cartons 25
La Gloria de Porto Rico in bulk 26

Ground Coffee.

Hill's Bros. Arabian Roast	27
Cafe des Gourmands	26
Mexomoka	15

Chicory.

California	6
Belgian	7
German, Genuine	8

Coffee Extracts.

Bulk, per lb	07
Vienna, ¼'s, 10-lb bx	25
Vienna 1's 10-lb. bx	25
Ackermann's, ½-gross bxs., gross	4 00

COLUMN 2.
Department 2.

TEAS

Japan.

(Panfired, Sundried or Basket-fired.)

Extra Fancy	56	74
Fancy	44	55
Extra Choicest	39	43
Choicest	34	38
Fine	34	38
Fair	22	24

Green China.

(Gunpowder, Imperial or Young Hyson.)

Extra Fancy	55	76
Fancy	33	46
Choicest	25	27
Extra Choice	22	24
Fine	25	31
Fair	20	25

English Breakfast.

Extra Fancy	67	90
Fancy	51	66
Choicest	35	50
Choice	24	30
Fine	20	22
Fair	15	20

Oolong.

Extra Fancy	53	$1.50
Fancy	50	57
Extra Choice	36	48
Choicest	23	25
Fine	27	32
Fair	22	26

Ceylon and India

Broken Orange Pekoe	36	65
Broken Pekoe	33	54
Orange Pekoe	31	53
Pekoe	27	44
Pekoe Soucheng	24	39

Schilling's Best Teas.

(Packed only in 16, 12, 8 and 6-oz. Cartons. Never in bulk.)

Japan, per lb	45
do, 1 crn., 90c; 2 crn	$1.80
English Breakfast	45
do, 1 crn., 90c; 2 crn	$1.80
Ceylon	45
do, 1 crn., 90c; 2 crn	$1.80
Oolong	52½
do, 1crn., 1.05, 2 crn	2.10

TREE TEA

(Pride of Japan, etc.)

Packed in 1 lb. and ½ lb. cartons

Japan	37½
E B Congou	37½
Oolong	40
Gunpowder	45
Ceylon	40

COLUMN 3.
Department 3.

SUGAR AND SYRUPS.

The Western Sugar Refining Company quotes net cash prices as follows. Barrels are an advance of 10c, half barrels, 25c, boxes, 50c, 50-lb. bags, 10c.

Dry Granulated, 100-lb. sk	5 10
Fruit Granulated	5 10
Confectioners' A	5 10
Cubes	6 30
Crushed	5 35
Fine Crushed	5 35
Candy Granulated	5 20
Magnolia A	4 70
Extra C	4 60
Golden C	4 50
Beet D. G	5 0
Bar Sugar bbls	6 60
¼ cent off for prompt cash	
Do. ½-bbls	6 80
Do. 40-lb tins	8 60
Do. 20-lb tins	8 60
Do 10 lb. boxes	7 15
Domino, 5-lb. cartons, 24 to cs	8 10

SYRUPS.

Saratoga Drips (Long's)	gal	Gal
50-gal bbls		$ 50
30 gal bbls		52
17 gal bbls		55
5 gal jackets		2 25
4½ gal jackets		2 01
2 gal kits		1 23
1¼ gal. kits		91
1 gal tins		70

Pac. Coast Syrup Co.

Tea Garden Drips —	Case
12, 1 gal tins	$8.40
20, ½ gal tins	7.20
24, ¼ gal. tins	6.24

Orange Blossom Drips.

	per case	
6 1 gal tins		$2 40
12 ½ gal "	"	2 60
24 quart "	"	2 80
36 2 lb "		3
50-gal. bbls		38
28-gal. ½-bbls		

Molasses.

New Orleans

Genuine Light, about 50 gals	
bbls	50
Genuine Light 20 gal ½ bbls	72
Genuine Light 15 gal ¼ bbl	85
Genuine Light, 5 gal kegs, gal	87

	Doz.
Pelican, 1 gal tins	2 60
Pelican, 20, ½ gal tins	2 50
Pelican, 24, ¼ gal tins	6 10

COLUMN 4.

Maple Syrup.

Woodlawn (Long's)	case	Case
Gal cans, 10 to cs		$11 00
Gal. cans, 6 to cs		6 60
½ gal cans, 12 to cs		7 14
¼ gal cans, 24 to cs		8 10
10 gal jackets, each		10 15
5 gal jackets, each		5 11
4½ gal jackets, each		4 63
Qts, glass, 12 in cs		4 60
Pts, glass, 24 in cs		4 90

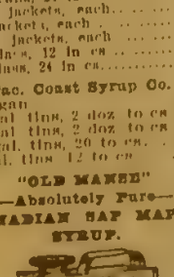
Pac. Coast Syrup Co.

Toboggan	Doz
¼ gal tins, 2 doz to cs	2 75
½ gal tins, 2 doz to cs	4.05
½ gal. tins, 20 to cs	7 20
1 gal. tins 12 to cs	13 20

"OLD MANSE"

—Absolutely Pure—

CANADIAN SAP MAPLE SYRUP.



	Doz. Price.
1 gal cans, ½ doz in cs	$7.00
½ gal cans 1 doz in cs	4.00
¼ gal cans, 2 doz in cs	2.00
⅛ gal cans, 4 doz in cs	1.00
Qt. bottles, 1 doz. in cs	1.00
Pt bottles, 2 doz in cs	1.00
Decanters, 1 doz in cs	1.00
4½ gal Jackets, per gal	1.10
Regal Decanter 5 doz in cs, 10 cases	
2½ gal. Jackets per gal	

On each package we offer to forfeit $1.00 to $100 if found short in measurement or containing any impurities

Maple Sugar.

Vermont, pure, abt 20 1-lb bricks, per lb	17
Vermont, pure, abt. 10 2 lb bricks per lb	15½
Log Cabin, in 1 ⅛ and ¼-lb bricks, assorted in 25-lb pails per lb	15
Scudder's, in 1, ½ and ¼ lb bricks, assrtd, per lb	14

COLUMN 5.
Department 4.

DRIED FRUITS NUTS AND HONEY.

(Add ½c for 50 lb boxes and ½c for 25 lb boxes)

Apples.

Sundried, sacks	5
Evap, fancy 50 lb box	8
Evap, ex choice 50 lb bx	8
Evap, choice 50 lb bx	7½

Apricots.

	Per Crop
Choice Sacks	8
Fancy Sacks	8
Fancy, 25 lb boxes	8

Blackberries.

In boxes, per lb	10

Cherries.

Pitted in boxes per lb	21
Unpitted, in boxes per lb	11

Currants.

In bbls (tubs 6¾)	6½
In mats 50 lb	7
Recleaned in bbls	7
Recleaned 25 lb boxes	7
Recleaned 50 lb boxes	7
Recleaned 1 lb cartn	9½
Recleaned 12 oz cartn	6½

Dates.

Fard 14 lb, per lb 470 lb	8
"	8½
Persian 65 lb case	5½

Figs (California)

Black, sacks	4½
Fancy 20 lb boxes, per bx	1.00 1.50
White, bags	4½
White 10 lb bx per bx	60
White 10 lb bxs pr bx	65 75

Figs (Imp. Smyrna)

Fancy 10 lb bx per lb	18
Choice 10 lb bx per lb	16

Nectarines.

White	8½
Red	8

Peaches.

Choice in sacks	9
Fy choice in sacks	10
Fancy, in sacks	11

Pears.

Choice ¼'s, in sacks	10
Fy choice ½'s in sacks	11
Fancy, ½'s, in sacks	12

Plums.

Unpitted	8
Pitted bleached	9
Pitted, black	7

COLUMN 6.

Prunes.

	Sks.
20s-40s	7
40s-50s	5½
50s-60s	4½
60s-70s	3¾
70s-80s	2¼
80s-90s	2¼
90s-100s	2

Raisins.

	Box	½'s	¼'s	50 lb
6 Cr. Layers	3 25	—	—	—
5 Cr. Layers	2.75	—	—	—
4 Cr. Layers	2.25	—	—	—
3 Cr. Layers	1.25	—	—	—
2 Cr. Layers	1.15	—	—	—
4 Cr. Loose	—	—	—	05¾
3 Cr. Loose	—	—	—	05¼
2 Cr. Loose	—	—	—	04¾

Thompson Seedless, blchd, 50-lb boxes 11

Sultana Seedless, blchd, 48 1's, per lb..... 8

Seedless Muscatels, 50-lb cases 4

Seeded, 1-lb cart..... 7½

Seeded, 12-oz. cart..... 5¾

NUTS.

Almonds, fancy, I. X. L.	none
Almonds, choice, soft shell, Drake	16
Almonds, shelled, No. 1.	32-35
Almonds, shelled, No. 2.	27-30
Almonds, shelled, Jordan, Imp	.58
Almonds, Jordan, Dom.	.37½ .40
Brazils, 210-lb sks, new	.12 .13
Chestnuts, Cal. Italian.	.09 .10
Cocoanuts, $2 100.....	4.50 5.50
Filberts, 175-lb sk.....	.11 .12
Peanuts, Japanese, hand picked	.05½ .07
Peanuts, roasted	.08 .09
Pecan, polished	.14 .15
Pine	10½
Walnuts, hard shell	.13½
Walnuts, sft shll, No. 2	.13½
Walnuts, sft shll, No. 1.	.14½

CANNED VEGETABLES.

	$
Asparagus "Griffin Extras" Mammoth	
Large White	
Medium White	
White Tips	
Artichokes, 2½'s "Griffin	3 00
Beans, Stringless Extras"	1 20
Beans, Blue Lake	1 30
" " " gal	4 50
Beans, String, 2-lb	.80
Beans, String, gal	3.50
Beans, Lima, Soaked	1 00
Beans, French, Kidney, 2-lb.	1.15
Beans, French Red Kidney, 2-lb. "Joan of Arc" Brand, p.dz 1 case free with 10.	1.15
Pancy Eastern	1 85
Corn, Smith's Hulled, 2 doz. in case, per doz.	1.20
Hominy, Great Western, 3 lb	1.20
Corn, 2-lb, Western	.95
Corn, 2-lb, Maine	1.35
Dunbar's Okra, 2½-lb	1.70
Petit Pois, Griffin extra	1 50
Peas, Griffin extra sifted	1.25
Peas, Standard sifted	1.10
Peas, Standard Marrowfat	.95
Pumpkin, 3-lb.	1.37½
Spinach, 2½	1.75
Succotash, fancy, tins	1.40

Tomatoes.

	doz.
3's, Griffin's Ex. Solid Pack	$1.10
3's, Griffin's Ex., with peppers	1.15
2½'s, Cutting's Solid Pack	.90
2½'s, Cutting's Solid Pack, with peppers	.95
2½'s Cutting's Standard	.70
Gallon, Standard	2.00
Gallon, Solid Pack	2.75
Gallon, Puree	2.35

P. F. Rathjens Pork Packer

1311-1315 Pacific Street.

Sausages.

Garlick Frankfurter 10
Bologna 10
Blood and Liver 9
Tongue and Headcheese ..... —
Choice California Ham 12
Extra Light Bacon 15½
Medium Light Bacon 12½

Boiled Hams.

Kingan 20
Eastern 19
California 17

Mottwurst.

Extra Home Made .20, 22½, 25

LARD.

50 lb. tins 9
20 lb. tins 9½
10 lb. tins 10
5 lb. tins 10
3 lb. tins 10
1 lb. cups 11

COLUMN 7.

HONEY.

Water White, 2 5's, lb.	.07
Light Amber, 2 5's, lb.	.06
Lt. Amber, 10 1 gal tins, gal	.75
Lt. Amber, 20 ½ gal tins, gal	1.00
Lt. Amber 2-lb tins, doz.	2.60
Lt. Amber, 16-oz. bots, doz.	1.35
Comb, 1-lb glass jars, doz.	1.75
Comb, 2-lb glass jars, doz.	2.90

Fine Apples.

	Per Doz.
2 lb., fancy sliced, E. & C., 2 doz. in case	2 50
2 lb. grated, 2 doz in case.	2 25
2 lb. shredded, 2 doz. in case Hawaiian	1 65

Johnson's—Columbia.

2 lb. sliced, 2 doz. in case.	2 30
2 lb. grated, 2 doz. in case.	2 30
1 lb. sliced, 4 doz. in case.	1 15
1 lb. grated, 4 doz. in case.	1 15
gal., coreless, 4½ lb. to tin, ½ doz. in case, per lb.	16
gal., grated, 7 lb. to tins, ½ doz. in case, per lb.	13
2 lb., sliced, Baltimore, 2 doz. case	2 25
2 lbs., grated, Baltimore, 2 doz case	2 25
1 lb., cocktail, Baltimore ovals, 4 doz. case	1 25
2 lb., sliced, Singapore, 4 doz case	1 75
3 lb., sliced, Singapore, 2 doz. case	2 40

Royal Hawaiian,
2-lb grated, 2 doz. case 1 80
2-lb sliced, flats, 2 doz. case 2 00
Tall, 2-lb sliced, 2 doz. case.. 2 00

COLUMN 8.

Department 5.

JELLIES, JAMS, ETC.

Griffin Extra Preserves.

Raspberry, strawberry, blackberry currant, loganberry, per doz. $2.00
Cherry, per doz. $2.00

Less 10 per cent in 5-case lots.

Apricot, Damson, Fig, Gooseberry, Gage, Peach, Plum, Quince, per doz. 2.00
Orange Marmalade 2.00

Less 10 per cent 5 case lots.

Long's Preserves.

Strawberries, Raspberries, Blackberries, Loganberries, Cherries, Pineapples, Pears, Figs, in 20-oz. glass jars, 2 doz. in cs., per doz. $3 50
Apricot, Plum, Quince, Orange, Peach, in 20-oz. glass jars, 2 doz. in cs., per doz. 3 20
Asstd, 2 doz. in cs., per doz... 3 30

JAMS.

Curtice Bros. Co., Rochester, N. Y.

In 16 oz. Glass Jars.

Strawberry, raspberry, raspberry and currant, red cherry, white cherry, apricot, black currant, red currant, quince (sliced), peach (sliced), pear (sliced), blackberry, gooseberry, grape, green gage, egg plum, damson, pineapple marmalade, tomato marmalade, orange marmalade, per dozen, $1.95.

All above packed in cases of 2 dozen each

COLUMN 9.

Long's Peerless Jams.

Strawberry, Raspberry, Blackberry, etc., in 16-oz. glass jars, 2 doz. in cs., per doz.. 2 00

Long's Pure Currant Jelly.

Tumblers, 2 doz. in cs., doz.. 2 00
30-lb. kits, per kit 3 00
15-lb. kits, per kit..... 1 75

Marmalades.

Orange (Dundee) 48-1's, doz. 2 75

COLUMN 10.

Apple Butter.

Cuttings, 5-lb. tins, per d z ... $2.50
Heinz, 2's, 2 doz. in cs, doz..$2 25
Heinz, 3-lb stone crocks, doz. 4 25
Heinz, 4½-lb stone crocks, dz 6 50
Heinz, 18-lb. stone crocks, lb.. 11

Peach Butter.

Heinz 4½-lb stone crocks, doz 9 00
Heinz, 18-lb. stone crocks, lb 14

Maraschino Cherries.

Long's, qts, 12 to cs, per cs.. 6 50
Long's, pts., 24 to cs., per cs. 7 50

FRUIT	JELLIES 2 lb. Extra	2 lb. Stand	1 lb. Extra	Tumblers	Ex. Lunch 1 lb Glass	JAMS 2 lb. Extra	2 lb. Stand	1 lb. Extra	Tumblers	Ex. Lunch 16 oz. G/a Preserves
Apple	1 55	1 35	1 00	85	1 75	....	....	....	....	....
Apricot	1 55	1 35	1 00	85	....	1 60	1 35	90	90	1 80
Assorted	1 55	1 35	1 00	85	1 75	1 60	1 35	95	90	1 80
Assorted No. 2	....	....	....	....	1 75	....	....	....	95	1 80
Blackberry	1 55	1 35	1 00	85	1 75	1 85	1 60	95	90	1 80
Cherry	....	....	....	....	....	....	....	....	....	1 80
Crabapple	1 55	1 35	1 00	85	1 75	....	....	....	....	....
Currant	1 75	1 50	1 10	85	1 90	1 85	1 60	95	90	1 80
Damson	....	....	....	....	1 75	....	....	....	....	1 80
Fig	....	....	....	....	....	1 60	....	....	....	1 80
Gooseberry	1 55	1 35	1 00	85	1 75	....	....	95	90	1 80
Grape (Catawba)	....	....	....	....	1 75	....	....	....	....	....
Green Gage	....	....	....	....	....	....	....	....	....	1 80
Lemon	1 55	1 35	1 00	85	....	....	....	....	....	....
Loganberry	....	....	....	....	1 75	....	....	....	....	1 80
Orange Marmalade	....	1 35	1 00	85	....	1 60	....	90	90	1 75
Peach	1 55	1 35	1 00	85	....	1 60	1 35	90	90	1 80
Plum	1 55	1 35	1 00	85	1 75	1 60	1 35	90	90	1 80
Quince	1 55	1 35	1 00	85	1 75	1 60	1 35	90	90	1 80
Raspberry	1 55	1 35	1 00	85	1 75	1 85	1 60	95	95	1 80
Strawberry	1 55	1 35	1 00	85	1 75	1 85	1 60	95	95	1 8

Department 6.

CANNED FRUITS AND CANNED VEGETABLES.

1 lb. Extras	2½ lb. Extras	2½ lb. Extra Standards	2½ lb Standards	2½ Second	2½ Water	2½ Pie	KIND	Gallons Extras 3 lb. Grade	Gallons Extras 2½ lb. Grade	Gallons Extra Standard	Gallon Standard	Gallon Water	Gallon Pie
2 25	1 65	1 40	1 30	1 15	1 05	1 05	Apples	....	....	4 00	3 50	....	2 65
2 50		1 35	1 25	1 10	1 00	1 00	Apricots	5 75	5 00	4 50	....	2 75	2 40
....		....	....	....	....	....	" peeled	....	....	....	....	....	....
							" sliced	....	....	....	....	....	....
							Assorted	....	....	....	....	....	....
2 25	1 70	1 45	1 35	1 20	....	....	Blackberries	....	....	4 25	4 00	3 75	3 40
....	....	....	....	....	....	....	Cherries (Royal Anne)	....	....	....	....	....	....
....	....	....	....	....	....	....	Cherries (White)	....	....	....	....	....	3 65
			....	....	....	....	Cherries (Black)	....	....	5 25	4 60	....	3 65
2 00	1 35	1 20	1 10	95	90	90	Grapes (White Muscat)	....	....	3 50	3 10	2 50	2 25
	1 60		1 25	1 10	....	....	Nectarines	....	....	....	....	....	....
2 05			....	....	....	....	Peaches (Yellow)	6 50	5 25	4 60	4 25	....	....
2 75		....			....	....	Peaches (Lemon Cling)	7 75	7 00	....	5 00	....	....
2 75		....		1 10	....	....	Peaches (Lemon Cling Sliced)	7 75	7 00	5 75	5 00	....	....
	....				....	....	Peaches (White Heath)	....	....	5 25	4 75	....	....
2 05			1 55	....	....	....	Peaches (White Heath Sliced)	....	....	....	....	....	....
2 75	2 25	2 00	1 90	1 35	....	1 00 / 1 05 pld	Pears (Bartlett)	7 00	6 25	5 25	4 75	3 75	2 40 pld / 2 15 unpl
2 10	1 45	1 20	1 10	95	90	90	Plums (Green Gage)	5 00	4 25	3 50	3 25	2 55	2 30
2 10	1 45	1 20	1 10	95	90	90	Plums (Egg)	5 00	4 25	3 50	3 25	2 55	2 30
2 10	1 45	1 20	1 10	95	90	90	Plums (Gold Drop)	5 00	4 25	3 50	3 25	2 55	2 30
2 15	1 50	1 25	1 15	1 05	95	95	Plums (Damson)	....	....	....	....	....	....
....	2 80	2 35	2 10	1 95	....	....	Raspberries	....	....	....	....	....	....
....	2 10	1 85	1 70	1 45	....	....	Strawberries	....	....	....	....	....	....

Department 7.

PROVISIONS.

Hams.

Eastern Standard, 17/19	.13½
Eastern Standard, 15/16	.13½
Eastern Standard, 12/14	.13¾
Eastern Standard, 10/12	.14
Eastern Fancy	10-12 .14½
Local cure, all averages	.12¾ .13¼
Picnic Hams	.11¾

Boiled Hams.

Skin on	.19
Skin off	.20

Breakfast Bacon.

Eastern Standard, 8/12	.17
Eastern Standard, 8/10	.15½
Eastern Standard, 10/12	.15
Eastern Fancy	.18½
Local cure	14 .16

English Cured Bacon.

Eastern cure, 8-10	.14½
Eastern cure, 10-12	.13½

Dry Salt Bacon.

Clear medium Bacon	11½
Clear light medium	.11½
Clear Lt. med. select	.11½
Light Belly	.12½
Extra light Belly	.13½
Bacon Backs	.11¼
Bacon Bellies	.12

Dry Salt Meats.

Sides	.10½
Bellies	.11
Backs	.10
Fat Backs	.10

Barreled Pork.

	Bbls.	½-bbls.
Spare Ribs	$	
Family Pork	14 50	7.50
Clear Pork	19 00	9.75
Pig Pork	22.50	11.50

Barreled Beef.

Mess Beef	10.50	6.00
Extra Mess Beef	11.50	6.00
Family Beef	10.50	6.00
Extra Family Beef	11.00	6 25
Beef Tongues	25.00	13.00

Pigs Feet.

Tierces, about 300 lb.	$18.00
Barrels, about 200 lbs.	13.50
½ barrels, about 80 lbs.	5.00
Kegs, about 25 lbs.	2.10
Kits, about 15 lbs.	1.25

Honey Comb Tripe.

Tierces, about 300 lbs.	$17 00
Barrels, about 200 lbs	13.00
½ barrel, about 80 lbs.	5.00
Kegs, about 25 lbs.	2.10
Kits, about 15 lbs.	1.25

Sausages.

	Per lb.
Braunschweiger	17
Italian Salami	23
D'Arles	22
Mortadella	24
Bologna	8½
Frankfurters	8½
Garlic Sausage	9
Liver Sausage	8½
Pork Sausage	8½
Head Cheese	8½
Tongue Sausage	8½

Pure Leaf Lard.

Tierces, about 350 lbs net	9¼
½-bbls about 100 lbs net	9¼
80-lb. Wood Tubs, 80-lbs. net	9¾
60-lb. Wood Tubs, 60 lbs. net	9¾
20-lb. Wood Pails, 20-lbs. net	9¾
50-lb. Cans, 1 to a case	9½
20-lb Cans, 4 to a case	9¾
10-lb Cans, 6 to a case	10
5-lb Cans 12 to a case	10¼
3-lb Cans, 20 to a case	10¼

Compound Lard.

Tierces, about 350 lbs. net	6
½-bbls., about 100 lbs. net	6¼
80-lb. Wood Tubs, 80 lbs. net	6¼
60-lb. Wood Tubs, 60 lbs. net	6¼
20-lb. Wood Tubs, 20 lbs. net	6¾
50-lb. cans, 1 to a case	5¾
50-lb. cans, 2 to a case	5¾
20-lb. cans, 4 to a case	5¾
10-lb. cans, 6 to a case	6¼
5-lb. cans, 12 to a case	6¾
3-lb. cans, 20 to a case	6½

ANCHOR PACKING CO.

140 Eighth St., S. F., Cal.
PORK PACKERS AND PROVISION DEALERS.

Boilers of Kingan and Anchor Hams.

SAUSAGES, COOKED MEATS, TONGUE

Hams, Kingan, boneless boiled	20c
" Anchor, "	19c
Bacon (special)	16c
Lard, 55	9¾c
" 20	10c
" 10	10c
" 5	10¼c
" 3	10¾c

Please note that our hams are all hand tied.

Scientifically Cooked
Flavor Unexcelled



H. M. WOLTER & BRO.

Dealers in
...Boneless Boiled Hams...
Leading Grocers and Delicatessenmen Pronounce Them The Best

103 12th St. Tel., Mint 1763

KINGAN ..... .20
CUDAHY "REX"..... .19

HEINEMAN & STERN
916 Larkin Street

Prices quoted on application by telephone or letter

	Lbs.
Garlic Sausage,	
Ring	"
Bologna	"
Frankfurter	"
Rollada	"
Smoked Beef	"
Pickled Meat	"
Headcheese	"
Tongues	Doz.
Dried Beef	Lbs.
Smoked Mutton,	"

COLUMN 11.

COLUMN 12.

Department 8

CANNED MEATS

ALL PRICES ARE PER DOZEN	No. ¼ Tins 4 Doz. in Case	No. ½ 2 Doz. Tins in Case	No. 1 Tins 1 Doz. in Case	No. 2 Tins 1 or 2 D z in Case	No. 6 Tins 1 Doz. in Case	½ Doz. in Case	No. 14 Tins	1 Doz. in Case	No. 1 Tins 1 Doz. in Case
Corned Beef			1 30	2 80	8 25	18 25			
Roast Beef			1 30	2 80	8 25				
Roast Ribs of Beef, Boneless			1 40	3 50					
Roast Mutton				2 70					
Brisket Beef			1 40	2 50					
Boiled Beef			1 35	2 40	8 25				
Chipped Beef		1 20	2 10		15 50				
Sliced Beef, in tins		1 40	2 50						
Sliced Beef, in glass		1 45	2 75					2 75	
Brawn			1 40	2 45	8 25				
Compressed Ham			1 50	2 75					
Lunch Tongue		1 90	3 25	6 50					
Lambs Tongue		1 70	2 95						
Sliced Ham			3 70	6 40					
Sliced Bacon								2 80	
Sliced Bacon in Glass									
Deviled Ham	40	80							
Potted Ham	40	80							
Potted Ox Tongue	40	80							
Potted Chicken	90	1 60							
Potted Turkey	90	1 60							
Deviled Chicken	90	1 60							
Deviled Turkey	90	1 60							
Boneless Chicken		3 40	5 55						
Boneless Turkey		3 40	5 55						
Veal Loaf		1 10	2 10						
Ham Loaf		1 10	2 10						
Beef Loaf		1 10	2 10						
Chicken Loaf		1 60	2 75						
Chicken Pate and Ham		1 10							
Chili Con-Carne			1 40						
Beefsteak and Onions			1 60						
Hamburger Steak with Onions		1 95	2 00						
Frankfurter Bratwurst			2 00						
Sweetbreads			2 40						
Vienna Sausage		90	1 65						
Oxford Sausage			2 45						
Bologna Sausage			2 25						
Vienna Sausage and Kraut			1 20						
Corned Beef Hash		1 10	1 50						
Lunch Sausage		90		No. 1½ 6 50	No. 2 7 50	No. 2½ 9 50		No. 3 12 00	
Ox Tongue, whole				2 45					
Minced Collops				1 75					
Tripe				2 50					
Pork Sausage		1 05							
Stewed Kidneys									
Pork and Beans, Plain			90	1 40				1 85	
Pork and Beans, with tom. sc'e			95	1 45				1 90	

Department 9.

FISH AND CHEESE.

Russian Caviar.

	Per doz
1-lb cans, 2 doz in case	$13 00
½-lb cans, 2 doz in case	6 75
¼-lb cans, 5 doz in case	3 65
⅛-lb cans, 6 doz in case	2 10
White Label Brand	3.50

CHEESE.

Foreign and Domestic.

	old	new
New York State Factory	none	14½
Cheddars, June make		
Twins, " "		15
Calif. State factory flats	11	12½
Calif. State factory Young Americans	12½	13½
Limburger, Eastern, ℔ lb	14½	15
Swiss, imported, ℔ lb		25
Roquefort, ℔ lb		38
Gouda, ℔ lb		27
Pineapples, Eastern, 6 in cs, ℔ case		$3 35
Pineapple, Eastern, 6 in cs, small		2.35
Holland or Edam, medium, plain, per doz	$ 8.50	9.00
Holland or Edam, medium, in bladders, per doz	9.50	10 50
Holland or Edam, large, plain, per doz	9.50	10.00
Holland or Edam, large, in bladders, per doz	10.50	11.50

Fancy.

Camembert Brie, Roquefort, and Gorgonzola, jars	$ 00
Parmesan C & B, sml bot, doz	3.00
Parmesan C & B, lge bot, doz	5.00

Bayle's.

	Small ½-lb	1-lb	2½-lb	5-lb
Deviled Cheese	$1 00	$2 25	$4.00	$ 500	$9 00
After Dinner Cheese	$1.00	2.40	4.00	4 50	7.50
Roquefort Cheese	$1.00	2.40	4.00	4.50	7.50

SALT FISH.

Pacific Codfish.

Bndles, 50 lbs each, per lb	5½
Cs, selected, 100 lbs cs, pr lb	5¾
Boneless, 20-lb boxes, per lb	7
Boneless Strips, 40lb bxs, pr lb	7½
Boneless Blocks, 40lb bxs, p lb	7
Boneless Tablets, 36 bxs, pr lb	8
Boneless Middles, 60 bxs, pr lb	10
Boneless Middles, extra, 60-lb boxes, per lb	10½

Eastern Codfish.

Gen Georges, 8 fish to cs	$10.00
Gen. Georges, 12 fish to cs	9.00
Geo. Cur. Cod, 16, 18 fish to case	8 50
Geo. Cur. Cod, 40 fish to cs	8 00
Gen. Geo. Middles, 60 fish.	13½
Gen. Geo. Tablets, 36 fish.	11½
Gen. Geo. Blocks, 40 fish..	11½

Shredded Codfish.

Codfish, Beardsley's shredded, 2 doz. in case 1.00

Norwegian Mackerel.

Bloater, 200-lb. bbl., 120-130 fish	48.00
Bloater, 100-lb. ½ bbl., 60-65 fish	25.00
No. 1, 200-lb. bbl., 150-160 fish	35.00
No. 1, 100-lb. ½ bbl., 75-80 fish	18.00
No. 2, 200-lb. bbl., 220-240 fish	30.00
No. 2, 100-lb. ½ bbl., 110-120 fish	16.00
No. 3, 200-lb. bbl., 300-350 fish	26 00
No. 3, 100-lb. ½ bbl., 150- 175 fish	14 00

Irish Mackerel.

No. 1, 200-lb. bbl., 200-220 fish	none
No. 1, 80-lb. ½ bbl., 80-90 fish	none
No. 2, 200-lb. bbl., 325-350 fish	21.50
No. 2, 80-lb. ½ bbl., 130-140 fish	9.00
No. 2, 200-lb. bbl., 475-500 fish	20.50
No. 2, 80-lb. ½ bbl., 180-190 fish	9.00
No. 1, 10-lb kits, 15-16 fish	1.35
No. 2, 10-lb. kits, 20-22 fish	1.25

American Bloaters.

Shore Bloaters, 200-lb. bbl., 115-120 fish	27.00
Shore Bloaters 80-lb. ½ bbl., 45-50 fish	11 50
Extra No. 1, 200-lb. bbl., 120-130 fish	26.00
Extra No. 1, 80-lb. ½ bbl., 50-55 fish	11 00
No. 1, 200-lb. bbl., 140-150 fish	none
No. 1, 80-lb. ½ bbl., 60-65 fish	none
No. 2, 200-lb bbl 130-140 fish	25 50
No. 2, 80-lb. ½ bbl 55-60 fish	11 00
No. 2, 200-lb. bbl., 140-160 fish	none
No. 2, 80-lb. ½ bbl 60 65 fish	none
No. 2, 200-lb bbl, 160 180 fish	none
No. 2, 80-lb. ½ bbl., 70-80 fish	not.e
No. 2, 200-lb. bbl., 180-200 fish	none
No. 2, 80-lb. ½ bbl., 80-90 fish	none

In Kits.

Extra Mess, 7 to 8 fish, each	$2 00
No 1, kits 8 9 fish or 15-16 fish	1 85
No. 2, kits 8 9 or 20-22 fish	1 25

Salmon.

King, bbls	$ 12 00
Oregon Silversides, bbls	20 00
Alaska Red, bbls	10 00
Alaska Red, ½-bbls, 100 lbs	6 00
Alaska Red, kits	1 00
Bellies, bbls	7 50
Bellies, ½-bbls, 100 lbs	4 25
Tongues and Sounds, kits, 10lb	1 25
Tongues and Sounds, ½-bbls	9 00

COLUMN 13.

New Herring.

Holland, ex. selctd mxd bbls	$17 00
Holland, ex. selctd mxd ½-bbl	9.00
Holland, ex. selctd mxd, keg	1 10
Holland, cheaper grade	90
Holland, cheap. gr., mxd, bbls	15 00
Holland, chp. gr., mxd, ½-bbl	8.00
Holland, ex. selct Milchner, bbl	none
Holland, ex. selct Milchner, ½-bbl	none
Holland, ex. selct Milchner, keg	none
Holland, cheaper grade	1 20
Holland, cheaper grade, bbls.	none
Holland, cheaper grade, ½-bbl	none
Labrador Split, 100 fish	5 25
Labrader, round, 160 fish	4 75
Pacific, ½-bbl	2.25

SMOKED FISH.

Bloaters, Grim., 100 in box	$2 65
do. do. 50 in box	1.50
Bloaters, Cromarty	2.65
Yarmouth, 100 in box	
Halibut, chunks	15
Herring, in boxes, Eastern	20
Herring, in boxes, Washington	15
Herring, boneless, Beardsley's tins, doz	$1.50
Herring, boneless, Beardsley's small, doz	1.00
Herring, Beardsley's Boneless, vacuum tumblers, 2 doz. in case	1.95
Finnan Haddies	1.75
Moir's Selected Red Herrings, 100s	2.10
Moir's Selected Red Herrings, 50s	1.25
Salmon, per lb	20

POTTED FISH.

	Per doz
Potted Crab	$1.85
Kipper Paste	1.00
Anchovy and Bloater Paste, plain pots	2.30
Ditto, fancy pots	4.75
Yarmouth Bloater Paste	75
Ditto, fancy pots	4.75
Kippered Herrings	1 00
Kippered Herrings, Moirs	1 90

CANNED FISH.

	Doz
Anchovies, in oil, 2 doz. ½ pts., in glass, doz	4.00
Anchovies 2 doz. ¼ pts., doz	3 00
Bloaters, Yarmouth C. & B. ..doz	4.50
Codfish Balls, 2-lb tins, per doz	2.25
Eels, Hamburg, in jelly, 1-lb tins	1 90
Eels, smoked, 1-lb, ℔ doz	2.40
Finnan Haddies, 2-lb oval	2.25
Finnan Haddies, 1-lb, round, ℔ doz	2 00
Sardelles, imported, 1-lb tins	3.00
Sardelles, imported, in glass	3 00
Sardelles, domestic, 1-lb glass	2.25
Sardelles, Ankera, ½ keg	3 00

Mackerel.

1-lb tins, 50 in a case, 2-lb tins, 2 doz. in a case.

Gold Label, 1-lb tins	1.50
P. & W., 2-lb soused	2.75
P. & W., 2-lb, mustard	2.75
P. & W., 2-lb, tomato	2.75
Underwood, 2-lb, soused	2 85
Underwood, 2-lb, tomato	2 85
Underwood, 2-lb mustard	2 85
Los Angeles, 2-lb, soused	2.55
Los Angeles, 2-lb, tomato	2 55
Los Angeles, 2-lb, mustard	2.55
Mt. Desert, 2 lb, soused	2 25
Mt. Desert, 1-lb, tomato	2.25
Mt Desert, 1-lb, soused	1.35
Blueback, 1-lb, fresh	1.10

"Sunset" Mackerel.

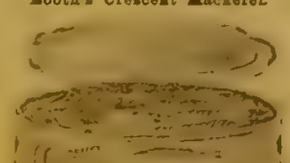
Soused, 18 oz tins, 4 doz in case, ca s	$ .50
Tomato, 18 oz. tins, 4 doz, in case case	7 50
Mustard, 18 oz tins, 4 doz in case, case	6.50

1311-1315 Pacific Street.

Mackerel in Oil.

Bezler's	3 00	4 00
Lemarchand	5.00	7.00

Booth's Crescent Mackerel.



(Soused, Tomato and Mustard) 1's, 4 doz. to case, per doz	1 90
2's, 4 doz. to case	2 40

Salmon.

Alaska Red, 1lb tin doz	1 00
Alaska Red, 2lb tins, doz	1 40
Alaska Pink, 1lb tins, doz	90
Alaska Pink, 2lb tins, doz	1 60
Alaska Flats, 1lb tins, doz	1 40
Oregon Red 1lb tins doz	1 00
Oregon Red, 2lb tins doz	1 60
Oregon Pink, 1lb tins, doz	90
Oregon Pink, 2lb tins, doz	1 60
Oregon Flats 1lb tins doz	1 00
Columbia River, 1lb talls	1 60
Columbia River, 1lb flats	1 75

French Sardines.

¼s, according to quality and size of tin, p cas	9 50	12 50
½s, according to quality and size of tin, p case	13 00	20 00

COLUMN 14.

American Sardines.

Packed 3 1-3 doz in a case. ¼s 50 tins in case.

American ¼s in oil, per case	$3 50
American ¼s in oil, 5-case lots	3.35
American ½s in oil, per doz	.50
American ¼s in mustard, doz	60
American ¼s in mustard, case	4 00
American ½s in mustard, doz	.90
American ½s in mustard, case	8 00

Sprats.

Piloto	6 75	7.00
Menhie	6.75	7 00

SHELL FISH.

Abalones.

4 doz in cs, with shells, cs.. 6.00

Clams and Clam Juice.

	Doz.
Doxsee Clams, 1-lb. tins	$1 65
Doxsee Clams, 2-lb. tins	2.65
Doxsee Clam Juice, 1-lb. tins	.90
Doxsee Clam Juice, 2-lb. tins	1 60
B & M Lunch Clams, flat tins	1.37½
Underwood Clams, 1-lb. tins	1.05
Underwood Clams, 2-lb. tins	1.60
P. & W. Clams, 1-lb. tins	1.00
P. & W. Clams, 2 lb, tins	1.50
Oxford Clams, 1-lb. tins	1.10
Oxford Clams, 2-lb. tins	1.50
P. & W. Clam Chowder	2.10
Burnham's Clam Bouillon, qts	.90
Burnham's Clam Bouillon, pts	4 50
Burnham's Clam Bouillon, ½ pints	2 40

Lobsters.

	Doz.
1-lb. tins, 4 doz. in case, Red Jackets, flats	2.85
Deep Sea Picnics	2 40
Triumph Talls	2.40

Oysters.

Oysters, Selects, 12 oz	$1 60
Oysters, Selects, 6 oz	3 25
Oysters, Standard, 10 oz	2.00
Oysters, Standard, 5 oz	1.10
Oysters, Standard, 8 oz	1.70
Oysters, Standard, 4 oz	.90

Shrimps.

Shrimps, pickled, 1-lb, tins	$1.10
Shrimps in Tomato Sauce, 1-lb, flats	
Dunbar's Picnics, 4 doz in ca	1.25
Dunbar's 1½-lb., 2 doz in ca	2.25
Pickled Shrimps, 1-lb., 4 doz in case	1 20

Department 10.

LAUNDRY MATERIALS.

Ammonia.

GREER'S WASHING AMMONIA

First grade absolutely pure. 180 Beaume Strength.

Pints (2 doz. to ca e)	$1 00 per doz.
Quarts (1 doz. to case)	2 00 " "
½ Gals (½ doz. to case)	4 25 " "

WASHING AMMONIA
Standard Goods.

Pts., 2 doz. to case, per doz.	$ .75
Quarts, 2 " " " "	1 25

SPARK'S TOILET AMMONIA
Lavender and Violet.

Pints (2 doz to case) $1 50 per doz.



Parson's Household Ammonia

	per doz.
1 gals 1 doz in case	$4 00
Quarts 1 doz "	2 65
Pints, 2 doz "	1 75
Dime tins 3 doz in case	2 25

Bluing.



Liquid Laundry Bluing.

Scott & Gilbert Co
Mfgr., 342 Davis st

	doz
SUNSET	
¼ pints, 2 doz case	40
½ pints, 2 doz case	60
Pints, 2 doz. in case	75
Quarts, 2 doz ca	1 45

Bluing, ball.

Mikado, ½'s, 100-lb case, lb	20
Mikado, ¼'s, 100-lb case, lb	22
Nuremberg, A, ½'s, ℔ lb	23
Do A, D, ½'s, ℔ lb	25
Do A, C, ½'s, ℔ lb	21
Washerwoman ½'s ℔ lb	12
Do ¼'s ℔ lb	14
German Laundry, ½'s ℔ lb	12
Do ¼'s, ℔ lb	14
Dee bample's French, 1's, ℔ lb	28
Do ½'s, ℔ lb	20
Gold Medal, qt, ℔ doz	1 25
Do pt, ℔ doz	1 00
Do ½-pt, ℔ doz	75
Do ¼ pt ℔ doz	45
Do Chloa Label qt, ℔ doz	1 25
Crescent, 1 doz qts ℔ doz	2 00
" 2 doz lots "	2 00
Do 1 doz pts ℔ doz	1 44
Do 2 doz ½ pts ℔ doz	90
Pacific, 1 doz qts, ℔ doz	1 10
do, 2 doz, qts, " doz	1 00
Do 3 doz ½ pts ℔ doz	85

COLUMN 15.

Borax.

20-Mule Team, powdered 1's, cs, of 2 doz	$2 25
20-Mule Team, powdered 12-oz, cs of 4 doz	3 60
20-Mule Team, powdered ¼'s, cs, of 8 doz (Less 5 per cent. in 5 case lots; 10 per cent. in 10 case lots)	3 84
Cartons, 1's, 2 doz. in box	.09
Lump, 25 lb. in box	.08
Powdered, 25 lb in box	.08½

Chloride of Lime.

Brookman's, 1's, ℔ lb	7½ 7½
Do ½'s, ℔ lb	8½ 9
Sallee's Purity Brand, ex qual. doz	85

Lye.

Big Bonanza Lye	
Case of 48-1 lb tins	3.80
5 case lots	3 25
Star Scrubbing Lye	
48-1 lb tins, per case	1.75
5 case lots	1.70
Merry War, 4 doz in case	3.10
Merry Nickel, 4 doz to case	1.70
Eagle Lye, 4 doz. in case	3.60
Do 2-case lots	3.50
Do 5-case lots	3.40
Tomson's Red Seal, 4 dz. to cs	4 00
Do 2 lb, 12 5s to case	4 50
American, 4 doz in case	3.25
Do in 5-case lots	3.00
Babbitt's Lye, 4 doz in case	3.25
Do in 5-case lots	3.00



Cs, 4 doz	$4 00
Cs, 2 doz	2 00

SPECIAL FREE DEAL

LIMITED

Freight Paid to Country Points

5 Case lots, per case	$4 25
One additional case free	
Net cost	3 54
3 Case lots, per case	4 25
One additional case free	
Net Cost	3.54

Sal Soda.

California, 48s	80 90
California, bbls	00 00

Department 11

STARCHES.

RIVERSIDE

Corn.



Gloss.

Corn Starch.

Laundry Starch.

COLUMN 16.

Department 12

Soaps and Washing Powder

Western Star Soap

WHITE PETROLEUM BLEACHING.

100 bars per case $4.10

LASCO KOLD WATA NAPTHOL.

100 Bars per case $4.00

Free Delivery in San Francisco Oakland, Alameda and Berkeley

manufactured by

Los Angeles Soap Co.

San Francisco Office, 115 Davis St. Telephone Grant 110.



THE BEAVER SOAP CO., Dayton, Ohio.

Grandpa's Wonder Soap.

100 cakes 4-oz $3.60

50 cakes 4-oz 3.50

Powdered Soap.

Grandma's Borax, 24 3-lb. p r c e $4 00

Grandma's Borax, 60 12-oz. per case 2.40

Peet Bros.

Silk Soap 2.80

Ammonia Benzoline 3.85

Cocoa Borax 4.10

Crystal White 3.96

Lily White (Floating)..... 3.80

Standard Soap Co.

Top Notch, 100, 10-oz..... $3.50

Sunburst, 100 12-oz 3.75

Yellowstone, 100 14-oz 3.75

Marigold, 100 16-oz 3.90

Thomas' Cool Water, 100 13-oz 4.00

Thomas' Cool Water, 20 13-oz .85

Milo, 100 4-oz., 100 cartons.... 6.50

Magno "Floating Borax," 100 10-oz. 4.00

Gold Medal Borax, 100 10-oz... 5.50

Gold Medal Borax, 20 10-oz.... 1.15

Purity, "Floating," 5c size.... 3.90

Purity, "Floating," 10c size.. 6.25

Purity, "Floating," 10c size, 20 1.30

Electric Mineral, 100 16-oz.... 5.50

Electric Mineral, 20 16-oz..... 1.15

Peerless Kitchen, 100 10-oz.... 3.00

Peerless Kitchen, 20 10-oz..... .65

Miscellaneous.

Miller's Naptha, per case 4.35
½ doz. toilet rec.

Fels Naptha, 100 14-oz..... 4.40

Hot or Cold, 100 10-oz..... 4.00

Life Buoy, 100 ..... 4.00

Mikado, 100 14-oz..... 3.10

Mikado, 20 14-oz..... .85

Lenox, 100 ..... 3.00

Lenox, 20 ..... .75

Ivory, 100 10-oz..... 7.00

Fairbanks Clairette, 100 ..... 3.35

Fairbanks' Santa Claus, 100... 2 85

Fairbanks' Copco, 100 ..... 3.90

Fairbanks' Fairy Oval, 100.... 3.90

Grandpa's Wonder, large, 50.. 3.50

Grandpa's Wonder, small, 100. 3.60

Peets' Pine Tar, 50 ..... 1.90

Peets' Pine Tar, 100 ..... 3.75

Babbitt's, 100 ..... 4 10

Jergins Pumice, 50 small..... 1 75

Jergins Pumice, 50 large..... 3.00

Uncle Sam's Tar, 100 small.... 3.50

Uncle Sam's Tar, 50 large..... 2.40

Stryker's Kitchen Soap, 100s... 3 50

Stryker's Kitchen Soap, 20s..... 75

Pearl, 100, large..... 4.00

Castile Soap.

La Lune White Castile, lb..... 7¾

White, Virgin, per lb..... 7¾

White, Conti 14 15

Mottled, Imported, per lb. 6½ 7

Clover Leaf White 13

La Boulon 7½

Scouring Soaps.

Bon Ami, 3 doz to cs, pr cs 2 50



Sapolio, scouring, ½ gross box, per box 4 50

Sapolio, hand, ½ gross box, per box 4 50

WASHING POWDERS.

Gold Dust, 24 3's, per case.... 4.50

Gold Dust, 100/10-oz..... 4 50

Gold Dust Deal, 1 cs. free with 4 at $4.20 for 5 $4 40 for 10 oz.

Lavarine, 36 1-lb., per case.... 3.00

Lavarine, 100 5c pkgs 3.50

Pearline, 36 1-lb. pkgs..... 3 10

Pearline, 100 6-oz pkgs..... 3.75

Soaperine, 20 3-lb. pgs..... 3.60

Soaperine, 50 1-lb. pkgs 3 85

Soaperine, 100 ½-lb. pkgs 3.60

Babbitt's 1776, 6-oz 2.85

Kleeno, 72/1's 4 50

Kleeno, 24/3's 4.25

Kleeno, 100/1½'s 3.75

Grandma's Borax, powdered, 24 3s.. ..... 4.00

do. 60, ½s 2.40

COLUMN 17.

Department 13

OILS, PAINTS, ETC.

Coal Oil.

Water white, coal, bulk..... 12½

Pearl, cases, 25's 18

Astral, cases, 25's 18

Star, cases, 25's 17½

Ex. Star, cases, 25's 20½

Elaine, cases, 25's 26

Gasoline and Benzine.

86° Gasoline, bulk, 25 cases.... 31

74° Gasoline, bulk 16 cases..... 22

63° Benzine, bulk, 13 cases..... 19

Turpentine.

Strictly Pure, cases, 2-5's..... 84

Do drums or iron bbls. 78

Linseed Oil.

Strictly pure, raw, bbls.....gal 58

Do. boiled, in bbls....gal 60

Do. raw, cs, 2-5's....gal 63

Do. boiled, cs, 2-5's..gal 65

Castor Oil.

Baker's AA, cs, 2-5's 1.16

Pure, No. 2, cs, 2-5's..... 1.05

No. 1, cs, 2-5's ..... .70

Lard Oil.

Strictly pure, bbls., 75 cs..... 80

Sup. Win., str., bbls. 65 cs.... 70

No. 1, bbls. 55 cs 60

Neatsfoot Oil.

Cooper's bbls, 75 cs..... 80

Extra, bbls, 62½ cases..... 67½

No. 1, bbls, 57½ cases..... 62½

Lubricating Oils.

Star Cylinder Oil, bbls, 60 cs..65

Columbia Cyl. Oil, bbls, 40 cs..45

Gem Cyl. Oil, bbls, 30 cs.....90

Ruby Cyl. Oil, bbls, 50 cs.....60

Star Engine Oil, bbls, 50 cs...55

Columbia Eng. Oil, bbls, 30 cs.35

Paragon Eng. Oil, bbls, 45 cs..55

Red Eng. Oil, bbls, 27 cs.....32

Star Mach. Oil, bbls, 30 cs.....35

Star Dynamo Oil, bbls, 50 cs...55

Star Spindle Oil, bbls, 40 cs....45

Star Sep'tor Oil, bbls, 50 cs....55

Favorite Sep'tor Oil, bbls, 25 cs.30

Miscellaneous Oils.

Union Salad Oil	.45	50
Globe Salad Oil	.45	50
Pure Sperm Oil	.75	80
No. 1 Polar	.50	55
China Nut oil, ord'ry	.62½	
China Nut oil, No. 1	.80	

WHITE LEAD.

Pioneer, in kegs 7 7¾

DRY PAINTS.

Eng. Paris White, bbls.	1.35	1.60
Whiting, bbls	1.00	1.15
Kalsomine, bbls		1¼
Prince's Min'l B'wn,bbls		1.65
Yellow Ochre, bbls		1½
Eng. Ven. Red, bbls....		1.50

Department 14

FARINACEOUS GOODS.

Flours.

GLOBE MILLS,

Cor. Chestnut and Montgomery

California Selected Wheat,

Barrel

•• "Banquet" (fancy patent)..$5.05

••• "Silver Star" (patent).... 4.90

Blended Wheat,

•"A1" Family 5.15

Entire Eastern Wheat.

Globe, Bakers' .....

(½ bbls. 10 cents per bbl. higher.)

•"A1" must be retailed for not less than $1.40 per ¼ sack.

••"Banquet" must be retailed for not less than $1.30 per ¼ sack.

•••Silver Star" must be retailed for not less than $1.25 per sack.

FLOURS.

Allen's Boston Brown Bread Flour, 24 pkgs, per case.....	3.60
Allen's Flour, 10 10-lb bags, per bale, ...	4.50
Cal Family	$5.05 $5.10
Cal. Bakers', extra.....	4.80 4.90
Buckwheat, 10-lb sacks, per 100 lbs	$4.50
Self Rising Buckwheat, 10-lb sacks, per 100 lbs.....	6 00
Graham, 10-lb sacks, per 100 lbs	3 25
Rice, 10-lb sks, per 100 lbs.....	3.00
Rye, 10-lb sacks, per 100 lbs....	3.75
Whole Wheat, 10-lb sacks, per 100 lbs	3 50

Meals.

Yellow Corn, 10-lb sacks, 100 lb.	$2.50
White Corn, 10-lb. sacks, 100 lb.	2.50
Ex. Cream Yellow, 10-lb. sacks, per 100 lbs.	3.75
Ex. Cream White, 10-lb sacks, per 100 lbs.	3.75
Oat Meal, 10-lb. sacks, pr 100 lbs	4.25
Steel-Cut Oat, 10-lb sacks, per 100 lbs	4.50

Pearled Cereals.

Pearl Barley, ...	$5 00
Pearl Wheat, 150-lb bbls.....	4.40

Rice.

Choice Seed Japan	$0 03¾
Good Seed Japan..	.03¾
Fair Seed Japan	.03
Fancy Head Rice	5 1-5 .06
Long Grain Rice	04 .05
China No. 1	5 6
China No. 2	4 4½

COLUMN 18.

Rolled Cereals.

Rolled Oats, 7s and 10s, pr 100 lbs	4.50
Ex. Crm Rld Ots. 180-lb, bbl..	$7.50
Ex Crm Rld Ots, 180-lb, 90-lb sks	7.00
Prid Reid Wheat, 150-lb, bbls.	4 40
Dr. Price's Food, pee case	4.00
5-case lots, $3.85	

Sago and Tapioca.

Sago, original sacks, lb....02½	.03
Sago, 48/1's, per doz.....	.70
Instantaneous Tapioca, 50/1's, per case	5.00
Instantaneous Tapioca, 36 to case	2.70
Tapioca, Flake	.03
Tapioca, repacked, per lb...	.04¾
One Minute Tapioca, 36 to cs	2.75
Arrowroot, Taylor's Bermuda, 12-lb box, 1, ½ and ¼ lb pkgs, per lb.....	32½

Miscellaneous.

Groats Oat, 10-lb sks, 100 lbs.	$4.50
Groats Buckwheat, 10-lb sks, 100 lbs	10.00
Hominy, lgs, 10-lb sks, 100 lb.	3.75
Hominy, sml, 10-lb sks, 100 lbs	4.00
Split Peas (yel.) 25 and 50-lb boxes, 100 lbs.....	5.50
Split Peas (grn.) 25 and 50-lb boxes, 100 lbs.....	5.50
German Lentils, per lb.....	.05½
Cracked Wheat, per 100 lbs ...	3.75
Farena, per 100 lbs.....	4.50
Pearl Grits, per 100 lbs.....	4.25
Capitol Mills Pearled Hominy, bbls.	8.00
Capitol Mills Gran. Hominy, bbls, ...	8.50
Capitol Mills New Process B. W. Flour, bbl.....	9.00
Capitol Mills Steel Cut Oat Meal, bbl.	8.50

Breakfast Foods.

Capit'l Mills R'll'd Oats, 36/2's	3.60
Grape Nuts, 1 & 2 doz, pr doz	1.40
Breakfast Gem, case 3 doz....	3.00
Wheatine, 36/2's, pr cs.....	3.75
Germea, 20 4-lb pkgs, pr cs....	4.00
Germea, 24 2-lb pkgs, per case.	$ 10
H.-O Buckwheat, 3 doz 3-lb pkgs, per case	3.75
H.-O. Pancake Flour, case.....	3.90
H.-O. Oats, 24/2's, per case....	3.15
Cream of Wheat, 36/2's.....	5.25
Crespo, 36/2's	2.75
Malta Vita, 36, 2s, cs.....	4.50
Our Mothers' Mush, 36 to cs..	2.75
Twin Brothers Mush, 36 to cs..	3.00
Carnation Wheat Flakes, 24/5's	5.40
A B C Breakfast Wheat, 72/2's	5.00
A B C Breakfast Wheat, 36/2's	2.60
Granola, 24/1's	2.25
Flaked Rice, 24/1's	3.00
Ralston Breakfast Food, 36/2's	4.50
Do. Barley Food, 36/2's....	4.25
Do. Health Oats, 36/2's....	4.00
Do. Hominy Grits, 36/2's..	4.00
Do. Health Crisp, 36-1's....	3 60
Do. Select Bran, 24/3's....	2.50
Do. Pancake Flour, 36/2's	3.75
Do. Whole Wht Flr,4/4's'	5.50
Quaker Oats, 36 2s	3.80
Scotch Oats 36 2s, ...	3.65
Acme Grano, 20/4's, per case..	3.75
Acme Gluten Farina, 24/1's, pr case	1.85
Acme Gluten Flour, 10-lb sks..	.80
Acme Wheat Flakes, 36/2's....	3.00



Dr. Price's Wheat Flake Celery Food.

Per case...$ 3 75

Pastes (Domestic).

Macaroni, Vermicelli, etc.—	
No. 1 Extra, per box.....	.27
No. 1 Extra, 15 lbs.	.52
No. 1 Extra, 25 lbs.	.82
No. 1 Extra, 50 lbs.	1.65
No. 1 Extra, 100 lbs.	3.30
No. 1 Extra, ½ boxes	.15
Macaroni, Vermicelli & Spaghetti, No. 2	.20
Royal Macaroni, Verm'l & Sp'tti, 24 1-lb pkgs., per case. ..	1.70
Queen's Taste Mac., Verm. & Sp. 12 3-lb cartons i case.....	2.15
H. Paste, ass'd, ab. 18 lbs. c., lb.	.6½
Royal H. Paste, 24 1-lb pkg c., pkg	.8½
Golden Gate Egg Noodles, 24 1-lb. pkgs in case, per cs...	1.90
Farina, 24 1-lb pkgs.....	1.50

Discount 2 per cent for cash only.

COLUMN 19.

Department 15.

SPICES

PURE—Square Tins, Full Net Weight.

	⅛'s	¼'s	½'s	1's	2½ lbs.	5 lbs.	Blk
Allspice	$0 70	$0 95	$1 60	$ 2 80	$ 6 70	$12 75	21
Cinnamon	1 15	1 80	3 30	6 25	15 25	30 00	30
Cloves	90	1 35	2 40	4 35	10 60	20 65	31
Ginger	75	1 05	1 75	3 10	7 50	14 30	23
Mace	1 75	3 00	5 65	10 90	26 95	53 30	73
Mustard	70	95	1 60	2 80	6 70	12 75	21
Nutmeg	1 25	2 05	3 80	7 15	17 60	34 60	49
Pepper	80	1 10	1 90	3 40	8 25	15 85	25
Cayenne	90	1 15	2 00	3 65	8 65	16 65	26
W. Pepper	95	1 45	2 65	4 65	11 75	22 90	34
Sage	70	95	1 60	2 80	6 70	12 75	21
Thyme	70	1 00	1 65	2 95	7 10	13 50	22
Savory	70	1 00	1 65	2 95	7 10	13 50	22
Marjoram	75	1 10	1 85	3 30	7 85	15 10	24
Poultry Seasoning	....	1 50	.....	.....	.....	.....	..

SECOND GRADE—Round Tins, Short Weight.

	⅛'s	½'s	1's	2½ lbs.	5 lbs.	Blk
Allspice	65	1 00	1 75	3 95	7 60	13
Cinnamon	65	1 20	2 10	4 90	9 50	16
Cloves	65	1 25	2 25	5 20	10 20	17
Ginger	55	1 00	1 75	3 95	7 60	13
Mace	1 20	2 30	4 40	10 50	21 00	34
Mustard	55	90	1 50	3 60	7 00	12
Nutmegs	85	1 70	3 10	7 40	14 60	24
Pepper	60	1 15	2 00	4 65	8 90	15
Cayenne	60	1 15	2 00	4 55	8 90	15
W. Pepper	75	1 45	2 65	6 15	12 05	20
Sage	65	1 00	1 75	3 95	7 60	13
Thyme	60	1 05	1 90	4 25	8 25	14
Savory	60	1 05	1 90	4 25	8 25	14
Marjoram	60	1 05	1 90	4 25	8 25	14

SCHILLING'S BEST SPICES.—Nature's Best.

Square tins. Never sold in bulk. Small, medium, large sizes have sifting tops except Mustard.

	Small size per doz.	Medium size per doz.	Large size per doz.	Ex. Large size per doz.	Hotel size per tin.
Pepper	.75	1.20	2.20	3.75	.78
Mustard	.75	1.25	2.25	3.90	.81
Must. Comp.	.75	1.25	2.25	3.90	.81
Ginger	.75	1.25	2.25	3.90	.81
Allspice	.75	1.10	2.00	3.50	.73
Cinnamon	.90	2.25	4.25	7.50	1.35
Cloves	.85	1.40	2.60	4.75	.87
Nutmegs	1.60	2.75	5.25	10.00	2.00
Mace	1.75	3.00	5.75	11.50	2.15
Cayenne	.90	1.50	2.75	5.00	.93
Wh. Pepper	.95	1.75	3.25	5.75	1.00
Sage	.75	1.25	2.25	3.90	.81
Thyme	.85	1.40	2.60	4.75	.87
Marjoram	.95	1.75	3.25	5.75	1.26
Savory	.85	1.40	2.60	4.75	.87
Cases contain	6 doz.	4 doz.	2 doz.	2 doz.	1 doz.
Gross weight	22 lbs.	23 lbs.	24 lbs.	40 lbs.	53 lbs.

MUSTARD.

Colman's, ¼'s, 12 lb to box, lb.	.52
Colman's, ½'s, 12 lb to box, lb.	.48
Colman's, 1's, 12 lb to box, lb..	.48
Colman's, 5's, per lb.....	.40

Mustard, Prepared.

Small bottles, 24 to cs, pr doz	.55
Small straights, fancy, 24 to case per doz	.95
Webb's Glass Top	1.35
Large Dusseldorfer, 24 to cs	1.60
In 3-gal kegs, per keg.....	1.15
In 5-gal kegs, per keg.....	1.70
Louit Freres, French, doz....	2.25
Eddy's Salad Mustard—	
6-oz., 24 to case.....	.92½
8-oz., 24 to case.....	1.35
12-oz., 24 to case.....	2.00
Hirshes Horseradish Mustard—	
10-oz., 24 to case.....	1.25

Department 16

BAKING POWDER AND FLAVORING EXTRACTS.

ROYAL

	1 cs. lot	5 cs. lot	15 cs. lot
¼ lb cans	$ 1 38	$ 1 36	$ 1 34
6 oz cans	1 92	1 89	1 87
½ lb cans	2 57	2 52	2 50
12 oz cans	3 82	3 75	3 72
1 lb cans	4 95	4 85	4 80
2½ lb cans	11 65	11 40	11 28
3 lb cans	13 60	13 34	13 20
5 lb cans	22 35	21 90	21 68

An extra discount of 1 per cent if packed in barrels.

Schilling's Best Baking Powder.

Never sold in bulk.

10-lb. tins, per doz	$39.00
5-lb. tins, per doz	20.00
4-lb. tins, per doz	16.00
3-lb. tins, per doz	12.50
2½-lb. tins, per doz	10.50
16-oz. tins, per gross	$53.00
12-oz. tins, per gross	41.00
8-oz. tins, per gross	28.00
6-oz. tins, per gross	22.50
4-oz. tins, per gross	16.50

TROPHY

4 oz, per doz	$0.95
6 oz, "	1.35
8 oz, "	1.70
12 oz, "	2.35
1 lb., "	3.00
2½ lb., "	7.50
3 lb., "	9.00
6 lb., "	14.50

MISCELLANEOUS.

Home, 10 oz	$0.90
Home, 25 oz	2.00
Home, 50 oz	4.00
Home, 80 oz	6.00
K. C., 10 oz	.85
K. C., 15 oz	1.25
K. C., 25 oz	2.12½
K. C., 50 oz	4.00
K. C., 80 oz	6.50

COLUMN 20.

Cream Tartar.

Standard, bulk, 30-lb box.....	27
Standard, 12 1-lb tins.....	.38
Pure, bulk, 30-lb box.....	.38
Pure, 5-lb tins, per lb.....	.38
Pure, ½-lb tins, per doz.....	5.00

SODA.

Churches, A. & H., or Dwight's Cow Brand, 60 lbs. to case.

1-lb	per lb. $0.05
½-lb	per lb. .05½

EXTRACTS FLAVORING.

GUITTARDS' "PURE"

per doz	2 oz	4 oz	6 oz	8 oz
Vanilla	$2 50	$4 75	$7 00	$9 00
Lemon	1 75	3 25	4 50	6 00

Net weight. Patent Sprinkler Tops

Schilling's Best Extracts.

Triple Strength, Pure and Uncolored Sprinkling Tops. Net weight. Never sold in bulk.

	Lemon and Others.	Vanila and Rose.
1 oz	1.30	1.80
2 oz	2.00	3.00
4 oz	3.75	5.75
6 oz	5.50	8.50
8 oz	7.25	11.00
16 oz	14.00	21.50
32 oz	27.00	42.00

Souder's Flavoring Extracts.

Price per gross.	2 oz.	4 oz.	8 oz.
Reg. Lemon	9.00	18.00	54.00
Reg. Vanilla	14.40	28.80	72.00
XX Lemon	18.00	36.00	72.00
XX Vanilla	21.00	42.00	84.00
Asrtd Flavors.	18.00	36.00	72.00
Rose Coloring.	18.00	36.00	.....
Yellow Colrng.	18.00	36.00	.....
Jamaica Gngr.	18.00	.....	.....

Assorted flavors contain strawberry, pineapple, orange, almond, rose, etc.



"Venus" Extracts.

Lemon, 2 oz., per doz.....60
Vanilla, 2 oz., per doz.....80
Assorted Flavors, per doz.....80

COLUMN 21.

Department 17

CANDIES.

Lozenges.
(5-lb. boxes.)

XXX Peppermint, pails	13 14
Thin Peppermint	.16
T. T. Peppermint	18
Druggist Peppermint	25
Musk, fluted, pails	.20
Cinnamon, Lemon, Sassafras, Rose	.16
Midget Fruit	.20
Conversation and Hearts	.15
Lilliput Conv. Hearts	17
Midget Conv. Lozenges	18
Crown T. T. Lozenges, 24 5ct. pkgs	.80
Aurora Lozenges, 24 5ct. pkgs	.80
Cough Troches, 5 lb bxs	.25
Eagle Wafers, Peppermints, Wintergreen	.25

Mixed Candy.
(30-lb. pails.)

Plain Mixed	8½
Pacific Mixed	10
Royal Mixed	12½
Grocers' Mixed	10
Yankee Mixed	13
American Mixed	13
Fancy A, Mixed	14½
Fancy C, Mixed	14
French S, Mixed	16
French No. 1, Mixed	18
French Extra Mixed	20
Lady, Mixed	15
Broken Mixed	9

Steam Panwork.

Anis Seed	22
Aromatic Cachous	18
Assorted Berries	16
Assorted Drages	14
Assorted Imperials	16
Assorted Small Seeds	22
Birds' Eggs	16
Boston Baked Beans	17
Burnt Peanuts	18
Burnt Almonds	25
Caraway Seed, smooth	22
Caraway Seed, pearled	22
Celery Seed	22
Cinnamon Beans, large red	15
Cinnamon Beans, Imperials	16
Coriander Seed, pearled	22
Jelly Beans, pails	12½ 14
Jelly Birds' Eggs	16
Jelly Cranberries	16
Jelly Limes	16
Jelly Raspberries	16
Jordon Almonds, fine	45
Jordon Almonds, imitation	18
Licorice Beans	15
Red Hots	25
Ringed Marbles	16
Sugar Coated Licorice Tablets	20
Sugar Almonds	25
Sugar Plums	16

Stick Candy.
(30-lb. pails.)

Assortment: Peppermint, Lemon, Rose, Clove, Anis, Cinnamon, Sassafras, Vanilla, Pineapple, Wintergreen 8½

Hoarhound	9
Hoarhound, wrapped	11
Peanut Sticks	13
Peanut Sticks, wrapped	13
Cocoanut Sticks	13
Cocoanut Sticks, wrapped	13

Taffies.

Peanut Taffy	15
Peanut Flake	15
Peanut Squares	14
Cocoanut Taffy	15
Cocoanut Squares	15
Chunks: Vanila, Rose, Chocolate, Lemon, Molasses	14
Broken Taffy of broken chunk	13

Drops and Lumps.
(30-lb. pails.)

Mixed Drops and Lumps	8½
Molasses Peppermint Lumps	11
Hoarhound Drops	11
Crystal Rocks	12½

Gum Goods.
(5-lb. boxes.)

A. B. Gum Drops, assorted	9
A. B. Gum Drops, Licorice	9
A. B. Gum Drops, Crystalized	11
A. B. Bonbons, plain, in bbls	7
A. B. Bonbons, fancy, in bbls	7½
A. B. Bonbons, fancy, crystallized, 5-lb. boxes	14
A. B. Fruits	18
Royal Gum Drops	115
Genuine Gum Drops, hard	25
Jelly Squares, assorted	14
Bijou Sticks	18
Spiced Jelly Drops	20
New Turkish Figs	16
Fig Paste, plain	17
Fig Paste, tricolor	18

Cream Goods.
5-lb. boxes.)

Fondans Creams	14
Hand Dipped	19
Hand Dipped, with nuts on	21
Fruit and nut ices	18
Cream Peppermint	20
Crushed Fruit Bonbons	30

Chocolates.
(5-lb. boxes.)

Chocolate, plain	.14
Chocolate, Hand Made	20
Chocolate Dipped Bonbons	20
Chocolate Dipped Bonbons, with nuts	22
Chocolate, Climax, 30-lb pails	.16
Chocolate Chips	28
Chocolate Nonpareil Drops	20
Chocolate Wafers	22
Chocolate Cream Tablets, 30 in box	1 10

COLUMN 22.

Marshmallows, Nougats, Etc.

Occidental Marshmallows, 5-lb tins	.28
Occidental Marshmallows, 3-lb tins	.30
Dipping Marshmallows, 5-lb. boxes	.25
Angel Food, 5-lb. boxes	.20
French Nouget, 30 5c slices in box	1.00
Walnut, Apricot, Spanish Nouget, 5-lb boxes, per lb	.25

Sundries.

Opera Caramels	19
Rock Candy, white & red	.16
Rock Candy, brown	16
Licorice Drops	.20
Licorice Sticks, 16 to lb	.28
Locorice Tablets, 5 lb bxs	.25
Licorice Tablets, 24 5c bxs	.80
Licorice Penny Sticks, 100 in box	.65
Buttercups, 5-lb tins	.2

CHEWING GUM.

	Single	Box
Sweet Wheat, per box		.50
Tulu Sugar Plum, box		.55
Yankee Spruce, 20 pcs		.55
Sen Sen, 20 pcs		.55
Red Rooster, 20 pcs		.55
Sweet Heart, 20 pcs		.55
Newton's Pepsin, 20 pcs		.55
Bloodberry, 20 pcs		.60
Pepsin Sticks, 20pcs		.60

CRACKERS.



MADE BY THE
MUTUAL BISCUIT CO.

	lb.	¼ box
Almond Drops	15	
Animals	12½	$1.20
Arrowroot	14	1.50
Assorted	12	1.15
Assorted, extra	14	1.30
Assorted, fancy	20	1.75
Assorted Wafers	16	1.90
Assorted Jumbles	14	1.25
Boston	9	.60
Butters, Mutual	10	.70
Butter Scotch	14	1.50
Butter, Star	9	.60
California Lunch	9	.90
Champion	9	.65
Chips, Mutual	14	1.10
Chocolate Biscuits	16	1.80
Chocolate Fingers	15	1.50
Chocolate Wafers	18	2.15
Cocoanut Bonbon	14	1.25
Cocoanut Finger	16	1.50
Cocoanut Marshmallows	15	1.50
Cocoanut Taffy	15	1.80
Cocoanut Wafer	16	1.50
Coffee	12	1.25
Coffe Iced	15	1.35
Cornhill	10	1.10
Cracker Meal	6	1 10
Currant Cakes	12	1 10
Egg Jumble	14	1.25
Fruit Biscuits	14	2.40
Ginger Cakes	10	1.40
Ginger, Nut	11	1.40
Ginger Wafers	14	1.75
Graham	10	1.20
Graham Gem	9	.75
Graham Unsweetened	9	
Honey Fingers	14	1.25
Honey Pumbles	12	1.00
Honey Drops, spiced	15	1.60
Honeysuckle	16	
Jelly Fingers	16	1.50
Jenny Lind	12	1.10
Lady Fingers	15	1.30
Lady Fingers Iced	16	1 40
La Grande	11	1.10
Lemon Biscuit	14	1.25
Lemon Brittles	14	1.35
Lemon Snap	12	1.20
Lemon Wafers	14	1.75
Macaroon Almond	40	
Mutual Flakes	14	.90
Mutual Tea	15	1.60
Nic Nac, No. 1	10	1.10
Nic Nac	12½	1.25
Oysters	8	.70
Peoples Mixed	12½	1.25
Pilot Bread	4	.55
Pilot Bread Extra	5	.65
Pilot Saloon	7	.80
Ping Pong	16	1.50
Raisin Cake	12	1.10
Saloon Pilot	7	.80
Saloon Soda	7	
Salted Wafers	14	.90
Soda Extra	7	
Soda	6½	
Star Butters	9	.60
Vanilla Bars	14	1 40
Vanilla Biscuits	14	1.25
Vanilla Soaps	12	1.20
Vanilla Wafers	14	1.75
Wafers, Chocolate	18	2.15
Wafers, Ginger	14	1.75
Wafers, Lemon	14	1.75
Water Wafers	12	.80
Walnut Creams	16	1.50

COLUMN 23.
Department 18.

FANCY GROCERIES.

Snider's Baked Beans.

No. 1, 90c doz.;	4 doz in case
No. 2, $1.40 doz;	3 doz. in case
No. 3, $1 85 doz;	2 doz. in case

Bouillion Capsules.

Anker's, 10 capsules in box, per doz boxes	2.75

Capers.

Capotes, 1 dz in cs	1.20 1.25
Nonpareil, small	1.85
Do large	2.80
"White Label," 6-oz, doz	2 25
"White Label," 10-oz, doz	3.15

TOMATO KETCHUP.

Catsups

Snider's

Qts., per doz	$3 75
Pts., "	2 40
½-pints, per doz	1 40





CAMPBELL'S

(½ Pts. Condiments)

2 dozen to case

Tobasco Ketchup dozen	$1 15
Tomato Ketchup, dozen	$1 15
Salad Dressing, dozen	1 15
Chili Sauce, dozen	$1 15
Assorted cases, dozen	$1 15

Miscellaneous.

Our Mother's Ctsp ½-pt, doz	1 40
Our Mother's Ctsp, pts, doz	2 30
Blue Label, 25 ½ pts to cs	3 10
Blue Label, 25 pts to cs	5 00
Blue Label, 12 qts to cs	4 00
Mother's Own, pts	1.50
½ pts	.90
London's Rockaway, Pts., doz	2.25
Sailer's "Purity," doz	.90
H. B. Catsup, pts	2.15
" ½-pts	1.25

Chocolate and Cocoa

CHOCOLATES.
Baker's.

German Sweet, 6-lb boxes, ⅛s and ¼s	2
Eagle, 12/1s	28
Premium, 12/1s	28
Vanilla, 12/1s	41
Powdered, ⅛s, ¼s, 1s, 12/lb. boxes	26

Subject to quantity discount.

Huyler's.

Vanilla, 12-lb boxes	36
Premium, 12-lb. boxes	33

Lowney's.

Cream Cakes, per box	80
Ice Cream Drops, per doz	75

Ghirardelli's.
In paper

Eagle, 24 1-lb	21
Eagle, 12 1-lb	21½
Eagle, 12 ½-lb	22½
Eagle, 12 ¼-lb	24
Crescent, 6 5 to lb	17
Crescent, 12 5 to lb	16½
Cal. Sweet, 6 6 to lb	21½
Cal. Sweet, 12 6 to lb	21
Monarch, 12 1&½-lb	26
Monarch, 12 1-lb	25
Monarch, 12 ½-lb	27
Star, 24 1-lb	19
Star, 12 1-lb	19½

Ground.
In tins

Ghirardelli's, 12 1-lb tins	26½
Ghirardelli's 24 1-lb tins	26
Ghirardelli's, 6 1-lb tins	27

In decimal cases.

Ghirardelli's 60 3-lb tins	24
Venard's, 24 1-lb tins	21
Venard's, 60 3-lb tins	20
Miner's, 12 1-lb tins	22½
Miner's, 24 1-lb tins	22
Miner's, 20 3-lb tins	22

5 per cent off on 120-lb. lots

COCOAS.

Baker's Bkfst, 6/1-2s	30
Van Houten's, ¼s and ½s	35
Van Houten's, 1s	80
Royal Dutch, 12/¼s	20
Royal Dutch, 12/½s	30
Royal Dutch, 12/1s	70
Epps, ¼/½s	40
Fry, 12 ½s	29
Webb's, 6/2s	22
Lowney's, 6/2s	27
Ghirardelli's Bkfst, 6/½s	28
Ghirardelli's Bkfst, 12/½s	27½
Ghirardelli, Imprl, 6&12/½s	56
Miner's Bkfst, 6/½s	27
Miner's Bkfst, 6/1-2s	28
Miner's 1 ½s	67

COLUMN 24.

Condensed Milk

BORDEN'S CONDENSED MILK CO.



Gail Borden Eagle (and 1 to 5 case lots	6.80 6.65
Pony	2 25
Challenge	4.70
Floral	4 65
Dime	8.75
Rose	1.40

(Each of above Brands 4 doz 1n case)

Borden's Malted Milk, Trial Size, per doz. 90



Borden's Pioneer Brand Evaporated Cream

Large Cans, 4 doz in cs	4.00
Peerless	4.70
Yacht	3.25

Family Size, 4 doz. in case. Quarts, 2 doz. in cs

ALL ABOVE BRANDS GUARANTEED



CARNATION CREAM

20 oz. cans 4 doz	
Per case	4 00
5 cases	3 95
25 cases	3 90
50 cases	3 85

2% rebate from factory on return of jobber's dup bill and signed contract

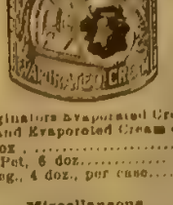


LILY

(large tin)

1 to 10 cs	$3 90
10 to 25 cs	3 85

Helvetia Milk Condens'g Co.



Originators Evaporated Cream

Highland Evaporated Cream 4 doz in box	$4 10
Baby Pet, 6 doz	3 00
Pet, reg., 4 doz., per case	3 35

Miscellaneous.

St. Charles, 4 doz, in case	$4 60
St Charle, 5 case lots	4 50
Horlick's Malted Milk, doz	4 50
Jersey, 4 doz. per case	3 70

Cereal Coffee.

Fig Prune, per doz	$2 25
Postum, 24/1s, per doz	1 25
Postum, 12/1s, per doz	2 25
Postum, 36/1s, per doz	2 25
Graino, 12s	2 75

Chutney.

Chutney, asst, qts	$6 25
Chutney, asst, pts	3 75
Chutney, Major Grey, qts	6 50
Chutney, Major Grey, pts	4 25
Ban-ki-pore, pts	3 00

Cranberry Sauce. doz

Anderson's 2s, 2 doz box	2 00
Tea Garden, 2s, gls, 12 box	4.00
Tea Garden, 1s, gls, 24 box	2 25
Cape Cod, 2 lb, gls, 12 box	3 50
Cape Cod, 1 lb, gls, 24 box	2 00
Home Made 1s, 2 doz box	2 15
do 2s, glass, 1 doz box	4.00

COLUMN 25.

ALPINE

EVAPORATED CREAM

Per case

1 to 5 cases, 4 doz. to case	$3.60
5 to 10 " " "	3.55
10 to 25 " " "	3.50

Gallons

1 to 5 cases, 6 to case	3.35
5 to 10 " " "	3.30
10 to 25 " " "	3.25

Midgets, 8 doz. to case

1 to 5 cases, $3.50 | 5 to 10 cases, $3.35
10 to 25 cases, $3.30

Alpine Evaporated Cream Co.

Factory
HOLLISTER, CAL.

Office and Salesroom
965 Market Street
Rooms 212 213
San Francisco, Cal.

Phone: **Main 3443.**

Cottolene.

2's, 5's or 10's, per cs, of 60 lbs	7.00
5 case lots	6.90
10-case lots	6.85
25-case lots	6.75

With 2½ cases, ½ case free.
" 5 " 1 " "
" 10 " 2 " "
Price $7.50, $7 40, $7.35.

Curry Powder.

Cross & Blackwells, 2 oz	1.35
do 4 oz	2.35
Do 8-oz	3.65
Do 16-oz	6.30
East India, Bombay, 18 oz	5.00
East India, Bombay, 8 oz	3.25

Extract of Beef.
Liebig's (Genuine)

	2 oz.	4 oz.	8 oz.	16 oz
doz	4 65	8.50	15.00	29 75

"Red" Solid.

2-oz., doz	$3.95	8 oz., doz	$13.27
4-oz., doz	7.20	16-oz., doz	24.75

Marshall's

2 oz., per doz	$2.40

Gelatine.

Knox's, per doz	1 20
Knox's, per gross	14 00
Cox's, per gross	12 00
Knox's, per doz	1.15

Ginger (Preserved).

½ doz jars in cs, per cs	2.25

Lemon Sugar.

Gilt Edge, 24/1½s, per doz	1.37½
Gilt Edge, 24/1s, per doz	1.85

Lime Juice.

Tahita, 24/8-oz, per doz	$1.25
Tahita, short measure, 16-oz	1.60
Tahita, full measure, 16-oz	1.75
Tahita, full measure, 32-oz	3.50
Tahita, bulk, gal	1.00

Mushrooms.

	doz
Le Court, 100 to cs	$2 25
La Forrest, 100 to cs	2 75
Hotel, 100 to cs	1 85
Fancy Stuffed, pts	4.00

COLUMN 26.

OLIVES.

OLIVES IN BULK.

	25 gl.	10 gl.	5 gl.	3 gl.
Ex. No. 1, Q'n.	1 10	11 50	6 00	3 75
Lge No. 1, "	1 00	10 50	5 00	3 25
No. 1 Qu'n ...	95	9 75	4 75	2 90
No. 2 " ...	85	8 75	4 50	2 85
Manzanilla....	70	7 25	3 75	2 40

Extra charge for kegs & barrels.



Olives

SEVILLE PACKING CO.

White Label Queen Olives—

28-oz., per doz...$5.50
18-oz., " ... 3.75
6-oz., " .. 1 25

Pim-Olas

18 oz, 2 doz, per cs, per doz $6 10
10 " " " 3 55

Baby Pim-Olas

10-oz, 2 doz. in case, per doz.....$2.50
6-oz, 2 doz. in case, per doz.... 1.50

Olive Oil

NICKLE

	Case
½ pints, 4 doz	$9 00
Pints, 2 doz	8 55
Quarts, 1 doz	7 85
22-oz.	9 00



CRYSTAL BRAND OLIVE OIL.
Pure California Products.

7-oz.
Per doz...$2.40
3 doz..... 6.75

14-oz.
Per doz... 4.50

Quarts.
Per doz... 7.25

Put up by
G. O. Eyden.

MISCELLANEOUS

Golden Gate, in gal tins, per gal	1 80
" ½ " "	1 85
" ¼ " "	1 90
Pala Grove, pure Cal., qts. .. dz.	7 75
Cooper's qts., ₩ doz.	10.00
Cooper's pts, ₩ cs of 2 doz...	10.00
Antonini, J.P.S., qts, Wcs..	7.40
Do 1½-gal. tins, ₩ tin..	2.90
Duret, qts, pts, ₩ doz cs..6.00	7.00
Lucca, Crosse & Blackwell's qts.	7.50
Lucca, Crosse & Blackwell's pts, 2 doz.	8.25
Lucca, Crosse & Blackwell's ½ pts, 3 doz.	7.25

Salad Oil.

Durand Oil.

Quarts, 1 doz. to case, per case	$1.85
Pints, 2 " " "	1.75
½-Pts., 3 " " "	1.85

Puritan Salad Oil

Quarts, 1 doz. to case, per case	1.80
E. Dubec & Fils, 1 dz qts, per case	1.50
Imitation Lucca, qts	1.00

"Primrose" Salad Oil.

Tierces, about 50 gal, gal.	$ .40
1 gal. tins, 10 to case, gal.	.70
5 gal. tins, 1 to case, gal..	.45
½ gal. tins, 20 to cs., gal.	.75
Quart bottles, 12 to cs, doz	1.85
Pint bottles, 24 to cs, doz	1.00
½ pint bot., 36 to cs, doz.	.85

Paprika.

Gordon Packing Co.

1-16 lb ...doz	½ lb. .. doz 6.00
⅛ lb ...doz	1 lb ... doz
¼ lb .. doz	Bulk, lb.....

Peanut Butter

Heron's, 2 doz to cs, per dz..2.40

Peels.

Citron, 25-lb box	18
Citron, 10-lb box	18½
Lemon, 25-lb box	11
Lemon, 10-lb box	11½
Orange, 25-lb box	11
Orange, 10-lb box	11½

COLUMN 27.

PICKLES.

Gordon Packing Co.

California—Mixed or Plain.

No. 1, bbls, per gal.....$0.24 to	$0.27
No. 1, ½ bbls, per gal.. .26 to	.29
No. 1, 10-gal keg, p kg. 2.25 to	2.45
No. 1, 5-gal keg, p keg, 1.15 to	1.25
No. 1, 3-gal keg, p keg. .80 to	.85
No. 2, bbls, per gal.	.22
No. 2, ½ bbls, per gal.	.24
No. 2, 10-gal keg, per keg.....	2 10
No. 2, 5-gal keg, per keg.....	1 05
No. 2, 3-gal keg, per keg.....	.80
No. 3, bbls, per gal.	.14
No. 3, 10-gal keg, per keg.....	1 15
No. 3, 5-gal keg, per keg.....	.60
No. 3, 3-gal keg, per keg.....	.55

SWEET—"PACIFIC."

Bbls, ₩ gal	51
½ bbls, ₩ gal.	53
10-gal keg, per keg.	5.00
5-gal. keg, ₩ keg	2.75
3-gal. keg, ₩ keg	1.75
Square, 1doz ½-gal. ₩ doz..	2.25
Square, 2 doz ¼-gal, ₩ doz..	1.60
Square, 4 doz ⅛-gal., ₩ doz	1.25
Round, qts, ₩ doz.	3.75
Round, pts, ₩ doz.	2.50
Round, ½ pts, ₩ doz.	1.75

Crosse & Blackwell's.

	Doz.
Mxd Pkls, pat tops, pts.	4.15
Mxd Pkles, Pat tops, ½ pt.	2.70
Mxd Pkls, corks, pts.	3.95
Chow Chow, pat tops, pts.	4.15
Chow Chow, pat top, ½ pt.	2.70
Chow Chow, corks, pts.	3.95
Onions, pat tops, pts.	4.15
Onions, pat tops, ½ pts.	2.50

Root Beer



Less 5 per cent. on gross lots

Hires', case of 1 gr.	20 00
5 doz. lots	10 00
3 "	5 00
1 "	1 75

Hires' Carbonated Root Beer cs of 2-dz pt bottles, patent tops, per cs $2.00 in 5 case lots 1.95

Hires' Carbonated Ginger Ale
Per case ... 2.00
5-case lots, $1.95.



Hires' Rootbeer Carbonated and Ginger Ale empty bottles, if returned to Snohn-Patrick Company, will be received by them at 25c. per case of 2 doz. bottles (with case) Delivered at San Francisco.

COLUMN 28.

Saratoga Chips.

(Less 5 per cent)

Boxes, 15 and 30-lb, per lb..$0.20
Cartons, 6-oz, 2 doz in cs, doz 1.30

SAUCES.

SNIDER'S SALAD DRESSING



Pints, 1 doz. in case, doz. $2.75
Hlf-Pts, 2 doz. in case, doz. 1.75



Snider's Oyster Cocktail S'ce pints, 2 doz to c'se, doz .. .2 40

Same gallon jugs, 6 to case, per gal..... 1 80

Snider's Chili Sauce, pints, 1 doz. to c'se doz 2 40

Same, half pts 2 doz. to c'se doz 1 45

Bayle's Tabasco Pepper Sauce, in cases, 6, ½-doz. boxes, per doz. $3 00
boxes of 12 bottles, per doz..... 3.50
Holbrook's W'cestershire, ½'s.2.40
Do pts. 4.00
Do qts. . .....
*Lea & Perrin's Worcestershire, sm'l" 2.75
*Lea & Perrin's Worcestershire, medium 5.00
*Lea & Perrin's Worcestershire, large 8.25
*5 cases 5c ₩ doz less.
Ban-ki-por, ½ pts, 2 doz case, per doz 2.40
Ban-ki-por, pts, 1 doz case....3.80
Tobasco, McIlheny 4.00
Tobasco, New Iberia 3.50
Braunhardt's
Tropical, ½-pts, 2 doz. per case 4.50
" pints, 2 doz. " " 8.10
Bengal Worcester, ½ pt..... .55
Bengal Worcester, pt 1.05
Pepper, sprinkle top, ½ pt.....2.00
Superior Pepper, small ..... .75
Superior Pepper, large 1.50

Pure Food Pk'g Co.

Worcester Sauce, London Club, ½ pts, do ..... .75

Salad Dressing.

Durkee, small, 2 doz, ₩ doz...2.55
Do large, 1 doz, ₩ d.....4.30
Do picnic size, 4 dz, ₩ dz..1.00
My Wife's, 1 dz. 16-oz. case....2.75
My Wife's, 2 doz, ½ pt. cs.3.40

Alpha Salad Cream.

Jumbo, 1 doz. to case, per case...4.25
Do large, 2 doz. " " ...4.70
Do picnic, 2 " " " ...2.50

El Paso Manfg. Co.
1653 Mission St.



Manufacturers

Flavoring Extracts
Fruit Juices
Syrup
Salad Dressing
Bluing
Ammonia

—

Meat and Salad Dressing, doz. .90

COLUMN 29.

SOUPS.



CAMPBELL'S (1-lb. Condensed). Packed 48 1-lb. cans to case. Straight cases of any variety, or following assortment:

8 Tomato, 6 Vegetable, 4 Ox Tail, 3 Mock Turtle, 3 Chicken Gumbo, 2 Tomato Okra, 1 Julienne, 2 Beef, 2 Consomme, 2 Pea, 2 Celery, 2 Vermicelli-Tomato, 2 Clam Chowder, 2 Mutton Broth, 2 Bouillon, 3 Chicken, 2 Mulligatany.
Price, per doz, any variety .$0.90

Miscellaneous.

Snider's Tomato—3 lb tins 2 doz. in case, per doz. $2.80

Same—2 lb tins 2 doz. in case, per doz. 1.35

Van Camp's asstd, per doz ... .90
Van Camp's straight, per doz. .90

SALT.



LESLIE SALT.

Free Running—

Cartons, 20 5s.....$	2.50
Cartons, 24 3s.....	2.00
Cartons, 48 2s.....	2.75
Caddies, 50 2s.....	3.60

Velvet Grain—

Bales, 50 8s.....	1.50
Bales, 30 5s.....	1.50
Bales, 15 10s.....	1.50
Bales, 8 20s.....	1.50
50-lb sacks, per ton.....	18.00

H. R. H. Liverpool.

Bales of 75, 2's, per bale.....$1.25
Bales of 40, 4's, and 15 10's.... 2.0
Bags, 200s (50s $5), per ton.. 7.50

Rock Salt.

Half-Ground, 100-lb sacks, per ton	$4.25
Stock, 100-lb sacks, per ton...	4.00
Liverpool Lump, per ton.....	13.50
Cal. Table and Dairy, pr bale.	1.0
Cal. Table and Dairy, 50's, per ton	6.25

Package Salt.

Shaker Salt, per doz.	$0.90
R. S. V. P., 3's, 24 to cs, p. cs.	2.25
R. S. V. P., 5's, 20 to cs, p. cs.	2.75

Celery Salt.

Mertens, 1 doz in box..... 1.05

Sauerkraut.

Barrels, per lb.	.02¾
½ bbls	.03
¼ bbls	.03¼
3-gal kegs, per keg.	.90
5-gal kegs, per keg.	1.15
10-gal kegs, per keg.	2.25
2-lb tins, 2 doz in cs, doz.	1.35
2½-lb tins, 2 doz in cs, doz..	1.60

COLUMN 30.

SPANISH DELICACIES.

Specialties of the
Spanish-American Food Co.
149-155 Fremont St.
Medal Goods. Paris Exposition.



Doz.

TAMALES.

I. X. L., W. G. M. and Kapp & Sheet Brands.
No. 1 Boneless Chicken Tamales in key-op. cans 1.30
No. 2 Not Boneless Chicken Tamales in key op. cans 1.00

Spanish-American Brand.

Beef Tamales in key op. cans .. .95
Extra Special Boneless Tamales in key op. cans 1.60
Chili Con Carne, 1 lb.....1.20
Enchiladas, in key-opener cans 1.20
FRIJOLES, 1 lb ..... .90
Tripe, Spanish style, 1 lb 1.25
Minced Deep Sea Clams, 1 pt. 1.00
Minced Deep Sea Clams, 2 pt 1.65
Clam Juice, 1 pt..... .95
Clam Juice, 2 pt..... ....1.50
Cal. Baked Beans, tomato sauce, 1 lb., 4 doz in case... .85
Cal. Baked Beans, tomato sauce, 2 lbs., 2 doz to case ... 1.35
Cal. Baked Beans, tomato sauce, 3 lbs . 2 doz to case... 1.75

Chili Beans (Tamale Sauce)
1 lb, 4 doz to case.....85
2 lb, 2 " " 1.35
2 lb, 2 " " 1.75

Deviled Oysters, for Sandwiches
4 doz to case 1.40
Pate Chicken Liver for sandws.
4 doz. to case.....1.40

Macaroni and Cheese, with Tomato sauce, 1 lb, 4 dz. cs.. .90

Concentrated Soups.

Pints (20 kinds).....doz. .90
Beef, Tomato, Ox Tail, Mock Turtle, Mulligatawny, Rice Tomato, Consomme, Green Pea, Bean, Clam Chowder, Vegetable, Chicken Rice, Chicken Barley, Chicken Giblet, Chicken Gumbo, Cream Chicken, Cream Celery, Beef Bouillon, Chicken Bouillon, Clam Bouillon.
Quarts (9 kinds)...doz. $1.85
Chicken, Beef, Mock Turtle, Ox Tail, Tomato, Mulligatawny, Vegetable, Clam Chowder, Cream of Celery.

Truffles.

Rilhac, 100/¼'s, per doz.....12.00
Rilhac, 100/ 1-16's, per doz..... 3.00
La Forrest, 100/¼'s, per doz..17.00

Vinegar.

	½ Bbl.	10 bbl.	5 gal.	3 gal.
30 grain....	08	10	1 15	65 50
40 grain....	10	12	1 35	75 60
50 grain....	12	14	1 70	90 80
60 grain....	14	16	2 00	1 10 95
80 grain ...	16	18	2 65	1 50 1 25
90 grain ...	18	20	3 50	1 85 1 65
100 grain....	20	22	3 85	2 00 1 85

Hammond's Vinegar.

Salad, qts, per doz.....1.25

Yeast Cakes.

Great Western 1.00
Gillett's Magic 1.20
Yeast Foam 1.20

Pure Oregon Apple Cider Vinegar.

Bbls.....22c gall n
½-bbl. .....24c "
Guaranteed.

COLUMN 31.

Department 19.
GROCERY SUNDRIES.

Axle Grease.

H. & L., per case.....$1.50
C. & S., 2-doz case, per case... 2.00
" 5 cs lots.....1.95
" 10 cs lots.....1.85
Frazer's, 2 doz tins, per case..2.25
Frazer's, 4 doz wd, per case:.. 3.60
Frazer's, 15-lb pails.....85
Mica, 3 doz tins, per case..... 2.25

Paper Bags.

Automatic, Self-opening, 500 in pkg. List.

¼-lb . .....$1.00 8-lb 4.80
½-lb . . .. 1.20 10-lb 5.20
1-lb . ..... 1.60 12-lb 6.30
1½-lb . ..... 1.70 14-lb 8.30
2-lb . ..... 2.00 16-lb 9.00
3-lb . ..... 2.50 20-lb 10.00
4-lb . ..... 2.90 25-lb 11.00
5-lb . . .. 3.40 30-lb 12.00
6-lb . ..... 4.00 35-lb 15.00
7-lb . ..... 4.40 .....

Discounts from above List:
***(Cheapest).....50 pct and 5, 10's
Eagle or Equal....50 pct and 2, 10's
White Fibre, or any white bag, ...50 pct and 1, 10's
Mikado (striped) .....40 pct
Sugar Bags, broad bottom, lb....06
Lion, 40 per cent and 1....1.10

Bluestone.

Barrels, per lb (5 bbls 5½c) .$0.05¼

Bathbrick.

Bristol, 2 doz. per case (25 case lots 67½c) $0.85
Powdered, 20 1's, per case 1.15
Powdered, 40 ½'s, per case 1.25

CANDLES.

Adamantine.

Schneider's 10 oz, 20's.....$0.07
Schneider's 12 oz, 20's..... .08½
Schneider's 14 oz, 20's..... .09½
Parafine, 20 1 lb. cakes....1.95
do, 5 bx. lots.....1.85
do 40 1 lb cakes.....3.90
do 5 bx lots.....3.75
do 100 1 lb cakes.....9.75
do 5 bx lots.....8.75
P. & G. Adamantine, 10 oz. 8¼
do 12 oz. 9¼
do 14 oz. 10½
Yacht Club Quartz Candles
20 sets 14 oz..... .10
40 sets 14 oz. ..... .09¾

Stearic.

Schneider's 14 oz 20's or 40' .12
Schneider's 16 oz 20's or 40's. .13½

Parafine, Etc. Per lb.

4s, 6s, in cartons of 36-lb bxs..10¼
12s, in cartons of 36-lb bxs....10¾
½-lb, in cartons of 25-lb bxs...10¼
1-lb, in cartons of 25-lb bxs....10¼
Colored 1c higher.
Beeswax, pure for churches.. 40
Do No 2..... 30
Do No. 3..... 25
Christmas, all sizes..... .8 8½
Do holders, ⅜ gross. 85
Wax Tapers, ⅜ doz pkgs (⅜ gross 8.00).....65 75
Night Lights, German, on pap & wd, (doz 40)..... 65
Do French, on tin, doz.. .....50, .75, 1.10

Cordage.

Basis price: Manila 14½c. Sisal 9¾c (5,000 lbs ¼c, and 10,000 lbs ½c less.)

Egg Food.

Pratt's, 26-oz, 2 doz in cs....$2.25
Wellington's, 1-lb, 2 doz box.. 2.00

Fly Paper.



Fly-Net, Per case .. $2.60
Magnet, per case.....$2.50
Tanglefoot, per case..... 2.90
Tanglefoot Holders, per case of 50 75

Fruit Jars.

(Net cash — no discount)

Mason's, pts, per gr..... 7.20
Mason's qts, per gr..... 8.10
Mason's, ½ gals 11.40

Fruit Jar Caps.

Porcelain, 6 doz to box, per box 2.50

Fruit Jar Rubbers.

No. 1 white, per lb..... 50-60c
"Gold Seal," cartons, per gr.. .75
"Badgers," cartons, per gr.... .60

Hops.

No. 1, ¼ lb. 30-lb. box, lb..... .30
No. 1, ½ lb. 30-lb box, lb..... .30
No. 1, 1 lb, 30-lb box, lb..... .30
Less than 30-lb boxes..... .31

Horseradish.

½-pts, 2 doz in box, per doz..... 1.10
Pts, 1 doz in box, per doz.... 1.50
Qts, 1 doz in box, per doz..... 2.75
Bulk, per gal ..... .75

Glue.

Le Page's, 1 oz. per doz..... .75
Le Page's, 2 oz. per doz..... 1.15
Le Page's ½-gill tins, per doz 1 20
Le Page's, 1-gill tin, per doz.. 1.60
Standard, small, per doz..... .50

COLUMN 32.

EUREKA INSECT EXTERMINATOR.



Manufactured by
Jos. Fusch, 22 Hampton Place
San Francisco.

10c size, doz 75
25c size, doz 1.75
60c size, doz 4.50
1.00 size, doz 8.00

Harmless to persons or animals; does not irritate the skin or injure the eyes.

MATCHES.

Metroplitan, full count, per tin.$1.10
Universal, shrt count, pr tin .75
Boys' block pap pkg, per doz .10
Swedish Safety, per gross..... .80
Swedish wind, 1 gross..... 85
Vulcan Parafine, 65s, ⅜ gross (50 gross 50c) .....50 .55
Japanese Safety, per gross..... .50
Squirrel Matches, 55s, per gross .43
Ship Safety Matches, la ge, gross .75
" " small, " .65

Diamond Match Co.'s.

Anchor, 200 . ..... 1.70
..Do 500s..... ..... 4.00
Domino, case..... 2.75
Domino, 5-case lots 2.50
G. G. 60s..... 2.75
Red Top Safety 3.25
S. & C., Eastern Parlor, 80s.....4.25
Press, 100s, 5-gross cs..... 4.75
Little Star, per cs..... 2.25
Search Light, 500s, large 1 gr.. 4.75
(Discount of 25c per case on 5 cs lots)

Paper, Wrapping.

Butter, White, ⅜ ream..... 20
Do Waxed ⅜ ream..... 25
Manilla, No. 2, roll, any sz. lb... 3½
Manilla, No. 1, rolls or reams, ⅜ lb..... 5
Straw, ⅜ ream..... 70
Do rolls any size, ⅜ lb.... 3¼
Drab, ⅜ ream..... 60
Do rolls any size, ⅜ lb.... 2⅝
Metropolitan White Fibre Rolls, per pound 1

Paper, Toilet.

Columbia, in rolls, 7 oz, per cs of 100 .....2.75
Royal, 100 rolls of 500 shts.....4.00
Pilot, 100 tablets of 500 shts..3.75
Golden Eagle, 100 tablets of 1,000 sheets 8.00

Polishes, Shoe.

Mason's.

Mason's Colt-Coron-Ide Per gross $1.70; per doz. 40c
Mason's Paste Stove Po'ish Per gross $4 70; ¼-gross $1 20
Mason's Challenge, per doz .... .40
Mason's Challenge, per gross. . 4.70
Challenge Shoe Dressing, small per doz $ .75
large " " 1.50
Russett Comb'n, shoe Dressing small, per doz ..... .75
large, " " 1.50
Black Comb'n Shoe Dressing small per doz .... .85
Patent Leather Polish, per doz ..... .50
Mason's, No. 4 ..... .45
" " per gross 5.20
" No. 3 per doz ..... .35
" " per gross 3.40
" No 2 per doz .30
" per gross..... 3.00
" No. 1 per doz .25
" " per gross 2.80

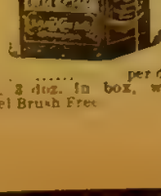
Scott & Gilbert Co.
Manufacturers.
214-216 Mission St., San Francisco



In 3 dozen cases per

Alaska Seal Cl ... 20.00
Top Notch 15.0
Russian 12.00
Boss .. . 9.00

Bixby's.



Jet Oil ..... per doz. .85
Jet Oil, 3 doz. in box, with Marvel Brush Free 2.35

COLUMN 33.

BIXBY'S—Continued

Royal Polish ..... per doz. .85
Royal Polish 3 doz. in box, with 8 pkgs. 5c Carpet Tacks free.2.55
Shoe Satin, Small Comb, per doz. .80
Shoe Satin Large Comb, per doz 1.25
No. 5, Shoe Satin Paste, per doz. .40
No. 10, Shoe Satin Paste, p doz .85
Satinola, mall Comb ..... .80
Satinola, l arge Comb 1.25
No. 5, Satinola Paste, ... .40
No 10, Satinola Paste..... .85
"BBB" Blacking Size M 3 dz in box .....
¼doz. paste free ..... } 1.25
"BBB" Blacking, Size B, 3 doz. in box .....
1 doz paste FREE .... } 2.50

Polish, Stove.

Rising Sun, large pkg, ⅜ gross.6.25
Do 5-gross lots, ⅜ gross..6.00
Do Small pkg, ⅜ gross....4.25
Sun Paste, large, ¼ gross, per gross 8.00
Sun Paste, small, ¼ gross, per gross 5.00
Enameline, No. 4 tins, ⅜ gross.5.00
Do No. 6 tins, ⅜ gross.....3.25
Do Liquid, pt-tins, bx 3 doz.2.25



Small, 3 doz. to cs., per cs.$1.50
Large, 3 doz. to cs., per cs. 2.50
(½ doz. free with each case)

Polish, Metal.

Electro Silicon, 1 gr in case, per doz ..... .80
Brilliantshine, ½ pts, per doz.. .90
Brilliantshine, pts, per doz.... 1.70
Brilliantshine, qts, per doz.... 3.10

U. S. Metal Polish.



POLISH

	Doz
Qts	$3 00
Pts	1 70
½ Pts	90

PASTE

lb	$3 00
½ lb	1 70
4oz	90

Barkeepers friend powder gr $18.00

U. S. METALLIC POLISH

PASTE is put up by a Practical Chemist; also in Liquid Form. Free from Acid or Grit. 20 years in the Markets of the World. **J. T. WILSON**, Pacific Coast Agt., 1770 15th St., S. F. For sale by all dealers. Also the Barkeepers' Friend Cleaning Powder.

Rope.

Manila, 1¼-in. cordage ..... .11
Sisal, 1¼-in. cordage 10¼

Seeds.

Anis 10
Canary 6¾
Caraway 8 10
Celery 15
Coriander 15
Cumin 15
Flax, ground 4
Flax, whole 3¾
Hemp, sacks 4½
Millet 6¾
Mustard 7½
Poppy (Or aks 9¾) 10¾
Rape Cal 4½
Bird gravel, 40 2s 2.00
Bird Seed Mixed 48 1-lb pkg Original sacks 1 less

Sheep Dip.

Little's, 10½-gal tins, per gal$1.05
Little's, 5-gal drums, per gal 1.05
Smith's, 10½-gal tins per gal .95
Smith's, 5-gal drums, per gal .95

Twine.

Cotton, 4 ply, 100 lb bls per lb 19
Do 3 ply, 100-lb bls, per lb.... 19
Do 2-lb cone per cone 44
Hemp, 8-oz balls per 2-lb pkg 70
Do, 4-oz. balls, per 2-lb pkg. 75
Do 2 oz balls ⅜ 3-lb pkg
Sack, 4 ply, 12-lb pkgs, per lb .23

Wax.

Fruit 25 1-lb pkgs. .20
Japan, per lb..... .20
Beeswax .35

Wax Strings.

12-in 10 pkg 100 sty e each 1.6
14-in 10 pkg 100 sty e each 1.7

COLUMN 34.

COLUMN 35.

Department 20.
WOOD AND WILLOW WARE

AXE HANDLES.

Ex, 36-in., doz.....$2.25
No. 1, 36-in., doz..... 1.75
No. 2, 36-in., doz..... 1.35
No. 3, 36-in., doz..... 1.05
Ex, 38-in., doz..... 4.00
Ex. 40-in., doz 4.25

BASKETS.

Per Doz.

Cal., Open, Spruce, No. 3.. .60
Cal., Open, Spruce, No. 4.. .60
Cal., Open, Spruce, No. 5.. .84
Cal., Satchel, Spruce, neat, 0-5 ..... 1.10
Cal., Satchel, Spruce, neat, 1-5 ..... 1.00
Cal., Satchel, Spruce, neat, 1-41 ..... .71
German market, nest of 4 1.25
Clothes, Oval, Wil., No. 0. 8.00
Clothes, Oval, Wil., No. 1. 6.75
Clothes, Oval, Wil., No. 2. 8.00
Clothes, Oval, Wil., No. 3. 9.00
Clothes, Oval, Wil., nest 4.. 8.17
Japanese Telescope, nest of 5, size 18x12x7..... 1.00
Same, size 20x13½x7..... 1.25
Same, size 24x15x10..... 1.75

BOWLS, WOODEN.

Per Dos.

Maple, No. 1, 11-inch..... .75
Do No. 2, 13-inch..... 1.50
Do No. 3, 15-inch..... 2.75
Do No. 4, 17-inch..... 4.25
Do No. 5, 19-inch..... 5.75
Do No. 6, 21-inch..... 7.50

Per nest.

Maple Nests, 3, 13, 15, 17-inch ..... .71
Same, 4, 13, 15, 17, 19-inch 1.20
Same, 5, 13 to 21-inch... 1.81

BROOMS.

Per Doz.

Patent Cap, No. 1..... 3.80
Patent Cap, No. 2..... 3.60
Patent Cap, No. 3..... 3.35
Extra Patent, No. 1..... 3.85
Extra Patent, No 2..... 3.60
Extra Patent, No. 3..... 3.40
Ladies' Pride, No. 1..... 3.85
Ladies' Pride, No. 2..... 3.60
Ladies' Pride, No. 3..... 3.40
Little Beauties 3.00
Ladies' Delight 2.80
Toy, 2 strings..... .00 1.35
Wisp, 2 strings ..... .90 1.25

BRUSHES.

Per Doz.

Dust 2.00 12.00
Scrubbing . ..... .55 3.00
Dandy 1.50 5.75

Shoe Brushes.

No. 1, black tampico 1.10
No. 2, bristles 1.65
No. 3, white bristles 1.75
No 4, bristles 2.00
No. 5, white bristles 2.25
No 6, horse hair 2.70
No 7, bristles 3 90

Stove Brushes.

Per Doz.

No. 1, tampico, handles...90c-$1.10
No 2 bristles, handles 1 85
No 3 tampico, handles 1.85
No 4 bristles handles 3 25

Ox Fibre Brushes.

Per Doz.

Scrub, T & B, 9x2½ in face .80
Do Hub, 10x2¾ in face. 2.00
Do Magic 7½x2 in face 1.10
Do Owl, 6½x1½ in face .85
Do Cat, 10½x2½ in face 1 50
Do Rat, 8¼x2½ in face 1.25
Do Mouse, 6¼x2½ in fa 1 00
Do Alligator, 10½x2¾ in face 2.25
Do Goose 8¾x2¾ in fce 2 00
Do Duck 6¼x2¾ in fce 1.50
Stove, Hustler, 8½x2½ in face 2.25
Sink, Bell, 8½x2¼ in face 1 40
Sink, Gonz 4¾x3¾ in face 2 25
Horse, Pointer 10x3¼ in face 3.00
Creamery, Jersey, 9x6 in face 3.25
Creamery, Holstein, 9½x 5¼ in face 3.50
Dust, Peacock, 10½x4 in face 3.25
Hand, Windsor, 4½x1¼ in face, per gross..... 6.00
Whitewash, Snowstorm, 9-in., per doz 2.00
Same, 8-in., per doz..... 1.75
Same 7 in per doz . . . 1.50

CAN OPENERS.

Diamond per doz . . .90 75
Crown per doz 1 25
3-1 pora per doz 2 25

CARPET SWEEPERS.

Pinnella per doz 25 00 to 27.00
King, per doz . 24.00

CHEESE SAFES.

Round No. 1 10 in .$2 20
Round No. 2 22 in 2 25
Round No. 3 24 in . 3 50
Square, each 4.00

Clothes Line.

Hemp 40 feet per doz .$0 90
Hemp 60 feet per doz . . 1 25
Cotton 40 feet per doz . .90
Cotton 60 feet per doz 1 20
Cotton, 72-foot, per doz..... 1.75
Manilla 40 feet per doz 1 25
Manilla 60 feet per doz 2 50
Sash Cord 50 feet per doz 1 75
Sash Cord 90 feet per doz 3 00
Wire Cord 50 feet per doz 1 00
Wire Cord 75-foot per doz 1 60
Wire Cord, 100-foot, per doz 2 75

COLUMN 36.

Clothes Line Pulleys.

Galv. Iron, per doz.....$0.50

CLOTHESPINS.

Common, per bx of 5 gross .65
U. S. Patent Spring, per gr .60

COFFEE MILLS.

Enterprise, Family, No. 1, doz.$2.50
Enterprise, Family, No. 2, doz. 3.50
Enterprise, counter, ea....5.50-35.00

CORKS.

Wine, pt size, per M.....$4.75
Wine, qt size, per M..... 5.25

Demijohns.

Discount 50 10—5 per cent

¼-gal., doz..$3.25 2-gal., doz..$10.50
½-gal., doz.. 4.50 3-gal., doz.. 13.50
1-gal., doz... 6.50 5-gal., doz.. 19.00

Dust Pans.

No. 1 Japan, doz..... .63
Covered, doz 1.25
Janitor, doz 2.25

Dusters.

China, fancy colored, doz.... .80
Standard Turkey, No. 10, doz.. 1.60
Standard Turkey, No. 12, doz.. 2.10
Standard Turkey, No. 14, doz.. 2.75
Standard Turkey, No. 16, doz.. 3.25
Standard Turkey, No. 18, doz.. 3.75

DOOR MATS, COCOA.

Per Doz.

Light, No. 1, 14x24..... 4.00
Do No. 2, 16x27..... 5.50
Do No. 3, 18x30..... 7.25
Do No. 4, 20x33..... 9.00
Medium, No. 1, 14x25..... 5.25
Medium, No. 2, 16x27..... 6.75
Medium, No. 3, 18x30..... 8.50
Medium, No. 4, 20x33.....10.25
Extra, No. 2, 16x27..... 9.50
Extra, No. 3, 18x30.....12.50
Extra, No. 4, 20x33.....16.00
Extra, No. 5, 22x36.....18.00
Keystone Steel Mats.....

Faucets.

Cork lined, No. 1, doz.....$0.60
Cork lined, No. 2, doz..... 75
Cork lined, No. 3, doz..... 90
Cork lined, No. 4, doz..... 1.25
Cork lined, No. 5, doz..... 1.50
Molasses Gates $0.25
Self-Measuring Faucets, each. 3.00
Syrup Pumps (Ent'rprise), ea. 5.75
Syrup Pumps with auger, ea.. 6.00

Ironing Boards.

4-ft., per doz..... 4.20
4½-ft., per doz..... 4.75
5-ft., per doz..... 5.25
5½-ft., per doz 5.75

LAMP CHIMNEYS.

XX Eureka Grade.

Eureka Crimp Top in Cartons.

Per Doz.

No. O or E, 6 doz. in case .75
No. 1 or A, 6 doz. in case .75
No. 2 or B, 6 doz. in case. .95

Eureka Electric.

In Cartons.

No. 2, 6 doz. in case, per doz. 1.00

Lantern Globes. per doz.

Packed 5 doz. in case.... .70

Eureka Rochester.

Per Doz.

No. 1, 6 doz. in case.... .85
No. 2, 6 doz. in case..... 1.05
No. 3, 6 doz. in case..... 2.10

Macbeath Pearl Top.

No. 1 or A, 6 doz. in case. .85
No. 2 or B, 6 doz. in case. 1.05

La Bastie.

Heaviest and best in market.

Per Doz.

No. A, plain bulk, 6 doz. in case 1.20
No. B, plain bulk, 6 doz in case 1.50
No. A, crimp bulk, 6 doz. in case 1.30
No. B, crimp bulk, 6 doz. in case 1.60

Common Chimney.

Per Doz.

No. 0 or E, 6 doz. in case. .40
No. 1 or A, 6 doz. in case.. .45
No. 2 or B, 6 doz. in case. .65

Common Rochester.

No. 1, 6 doz. in case..... .80
No. 2, 6 doz. in case..... .90
No. 3, 3 doz. in case..... 2.00

Lamp Burners.

0 or E, per doz.....$0.50
1 or A, per doz..... 60
2 or B, per doz..4..... 75
(Blaze fits 13 collar, takes E wick)
Solar Burners, doz 1.50

LEMON SQUEEZERS.

Ball, per doz $0.90
Glass, No 1, per doz..... 60
Glass, No. 2 (for oranges) doz 85

MOPS AND HANDLES.

Per Doz

9-lb. Mops .....1.20 and 1.50
12-lb Mops .....1.60 and 2.00
Patent Mop Handles 1.00
Plain Mop Handles ..... .90

PAILS.

Per Doz.

Wood, painted, 3 hoops... 2.25
Wood, varnished, 3 hoops 2.25
White Cedar, 3 galv hoops 2.75
Fiver 3.50
Galvanized, 10 quarts 1.75
Galvanized, 12 quarts 2.05
Galvanized, 14 quarts 2.35

SHELF PAPER.

Per gross.

Narrow, assorted colors. .13
Wide, assorted colors.... .35

COLUMN 37.

TUBS.

White Cedar—No. 0, 13.00; No. 1, 10.50; No. 2, 9.00; No. 3, 8.00.

Painted or varnished—No. 0, 11.40; No. 1, 9.60; No. 2, 8.40; No. 3, 7.20.

Fiber—No. 0, 18.00; No. 1, 14.50; No. 2, 12.50; No. 3, 11.00.

Galvanized—No. 1, 5.50; No. 2, 6.20; No. 3, 7.20.

WASHBOARDS.

Per Doz.

California, regular size..... 2.10
California, small ..... .90
Stag 2.75
Bronze 3.50
Good Enough 2.25
Anchor, single 1.90
Nameless 2.25
Peerless, double 3.50
North Star 3.50
North Star, protector.... 4.00
Crystal Glass 4.00
Misses 1.50
Toy ..... .90

WICKING.

Grs.

Lamp, 0 or E, ⅜-in.....$0.30
Lamp, 1 or A, ⅝-in..... .40
Lamp, 2 or B, 1-in..... .60
Lamp, 3 or D, 1½-in..... .90
No. 1 Rochester 2.00
No. 2 Rochester 2.75
No. 3, Mammoth 3.25
Junior Rochester 1.50
Stoves, 3-in 1.80
Stoves, 3½-in. 2.25
Stoves, 4-in 2.50
Stoves, 4½-in 2.90
Stoves, 5-in 3.50

WRINGERS.

Wood Frame Novelty.

Two top screws; iron tub clamps.

Per Doz.

No. 350, 10x1¾ in 30.00
No. 351, 11x1¾ in 36.00
No. 352, 12x1¾ in 42.00

One top screw; wooden top clamps.

No. 360, 10x1¾ in.....31.00
No. 361, 11x1¾ in.....36.00
No. 362, 12x1¾ in.....42.00

Ball Bearing.

No. 380, 10x1¾ in.....40.00

MISCELLANEOUS.

Barrels, paper, 100-lbs, ea. .80
Barrels, pa., 50 lbs ea..... .65
Barrel Covers, 17-in. (flour barrel size), per doz..... 1.80
Barrel Covers, 21-in (sugar barrel size), per doz. 2.70
Basins, fiber, 12-in., pr dz. 2.25
Basins, fiber, 1½-in., per doz. 2.50
Brownies, per doz... .75 1.00 1.25
Butter Ladles, plain, doz.... 45
Butter Ladles, clays, doz 85
Butter Spades, doz , ... 40
Dishes, oval 1, 2 and 3-lb, per 1,000.....2.20, 2.30, 2.90
Dishes, wire end.....
....1.35, 1.80, 2.35, 2.85, 3.25
Egg Beaters, Dover..... 1.00
Lemon Squeezers, fiber, dz 1.25
Measures, fiber, 4 pcs..... 1.25
(Set pt., qt., ½ gal and funnel)
Lanterns, O Tubular, doz. 5.00
Lanterns, candle, frame, only doz. 1.00
Lantern Candle, with chimney, doz. 1.75
Lantern globes, in bbls. 70@95
Mouse Traps, 1 to 6 holes, doz., 6 holes..... .50
Traps, mouse, "Does-it-easy," doz. 25
Traps, rat, "Blizzard," doz.... 1.25
Nest Eggs, per doz..... 20
Oil Cans, 1 gal., cush., per doz 1 50-4.50
Oil Cans, 1 gal., galvanized Iron 9.00
Oil Cans, 5 gal., galvanized iron 6.00
Potato Mashers, per doz. 45@75
Rolling Pins, per doz. 1.20 and 1 45
Spoons, wooden...30c, 37c .65
Step Ladders, each per ft ..... .17 .40
Tacks, steel, asstd, 2-oz, doz... 25
Tacks, Common, 2 oz., doz.. 8½
Tapers, gas, 30/17-in, stgs. doz 65
Tobacco Cutters, standard, ea 80
Toothpicks, per case, 110 box 2.25
Twine Holders, hanging, doz. 2.00
Twine Holders, counter, doz.. 3.10
Spittoons, fiber, 13-inch.. 6.00
Spittoons, fiber, 12-inch.. 4.75
Spittoons, fiber, 9-inch... 4.00
Whips ..... .90
Window Screens, 12-in., doz.. 1.60
Window Screens, 18-in., doz. 2.20
Window Screens, 24-in., doz. 2.64

STATIONERY.

Blank Books.

Counter, 48-leaf ..... $ .50
Counter, 92-leaf ..... .75
Cap, Day & Ledger, per 100 pp ..... 10@ .40
Full bound ..... 50@ .75

Writing Paper.

Ream

Commercial Note, 5lb... 45@ .75
Commercial Note, 6lb... 50@ .90
Letter, 10 lb, ex . ..... 90@1.50
Cap, 12 lb, ex... ..... 1.05@1.80

COLUMN 38.

Envelopes.

Per M

XX, 5-in. ..... 1.00@1.50
XX, 6-in. ..... 1.10@1.60
XXX, 10-in. 2.80
XX, 4-in., Baronial, cream or white ..... 1.40@1.80
XX, 5-in., Baronial cream or white..... 1.60@2.00

Inks.

Scott & Gilbert Co.,
Manufacturers,
214-216 Mission Street, San Francisco

SUNSET BLUE BLACK



gross

Cones, 3 dozen case .$4.50
2 oz. round studs 3 dz.. 4 50

doz.

4 oz, round studs, 3 dz. 75
½ pints, 2 doz case.. 1 25
Pints, 2 doz. in case .2 00
Quarts, 1 doz. in case 3 50

gal.

5 gallon kegs .. 70
10 gallon kegs 60
Barrels 50

Assorted colors. doz
1 oz, stands, any color 50
2 oz. stands, any color 75

BLACKSTONE MFG. CO.
1960 Howard St., S. F., Cal.



Gross

Cones, 3 doz to cs.....$3.75
2-oz., Rnd Cylndr, 3 doz to cs.. 2.90
3-oz., Rnd Cylndr, 3 doz to cs.. 5.75
4-oz., Rnd Cylndr, 3 doz to cs.. 6.50

Doz.

8-oz., Rnd Cylndr, 2 doz to cs.. 1.15
16-oz., Rnd Cylndr, 1 doz to cs. 2.00
Full qts., Rnd Cylndr, 1 doz to cs 3.75

Above prices are for Jet Black, Blue Black, Green, Blue, Violet and Carmine Inks.

(Copying Inks 10 per cent additional.)

Miscellaneous.

Carter's or Sanford blk cylinder, gross 4.50
Sanford's, 4 oz., black cylinders, doz. 60
Sanford's ½ pt. doz..... 1.75@2 00
Sanford's pts, doz ..... 3.00@4.50
Sanford's qts., doz. ..... 5.00@7.50

Lead Pencils.

Gross.

Plain cedar 60
Black polished 1.10
Cedar, rubber tip 1.00
Red polished, metal rubber tip ..... 1.50@3.50
Carpenters' ..... 1.75@2.25
Eagle Automatic, doz.. 85@2.00
doz. ..... 40@1.80



Mucilage

Scott & Gilbert Company
Mafvs., 214-216 Mission St
San Francisco, Cal

SUNSET EXTRA HEAVY

doz

2 oz. cones, 3 doz. cs. 37½
3 oz. cones, 3 doz. cs. 75
½ pints, 1 doz. case 2 00
Pints, 1 doz. in case 3 50
Quarts, 1 doz. in case 7 00
Gallons, ½ doz. cs @ 20 00

Blackstone Mfg. Co.
1960 Howard St. S. F., Cal.

Gross.

2-oz. Cones, 3 doz. to cs.....$4.00
3-oz. cylndrs, 3 doz to cs..... 5 75

Doz.

8-oz. round, 2 doz to cs..... 1.75
16-oz. round, 1 doz. to cs..... 3.00
Full qts., 1 doz. to cs..... 5.00

Bulk quotations (5, 10 and 30-gal.) on application.

Steel Pens. per gr.

Gross.

Railroad, 1 gross in box.....$0.40
Stub No. 413 40
Falcon 40
Bank 40
Easy Writer 50
Extra Fine 45
Elastic 45
Railroad Stub 40
Ladies' Falcon 40
School 40
Spencerian No. 1 85
Gilletts No. 404 60
Gilletts No. 303 ..... 1.00

COLUMN 39.

Department 22.

TOBACCO, CIGARS, SMOKERS' SUPPLIES, ETC.

AMERICAN TOBACCO CO.

Plug Tobacco.

Battle Ax, 16 oz, 3x12, 6 cuts, 12, 24 lb 40
Big Gun, 8 lb. butts, also 16 lb. butts, 16 oz., 3x12, 6 cuts..... .45
Brandywine 4 to lb., 2¼x9, 3 cuts, 4 and 8 lb 47
Bullion, 16 oz 3x12, 12 lb.... 48
" 6 to lb., 1x8, 20 lb 51
Burr Oak, 16 oz., 3 x 12 emb., 6 and 12 lb. 44
Climax, 16 oz, 2x12, 6 cuts, 6, 12 and 30 lb 46
Climax, 7 oz, 2x12, 8 & R 6 cuts, 7, 10½ and 21 lb. 49
Climax, 7 oz, 3x12, thin, 7 and 14 lb 49
Climax, 6 to lb, 2x3, Twin 4s 4 lb boxes 51
Climax, 14 to lb, 1x8, Figs 4 lb boxes 55
Cross Bow, 14 oz, 3x12, 4 cuts 14 lb 39
Drummond Nat., 5½ oz. 3x12, 3 cuts, 6, 8, and 12 lb 61
Five Brothers, 4 oz, 3x6, 2 cuts, 4 and 8 lb ... 66
Gold Rope 7 to lb. 3, 6, 12 lb. 57
Gold Rope 14 to lb. 4, 8 lb 59
Good Luck, 3x6, 16 lb. 46
Granger Twist, 12 and 15 lb pails 46
Horse Shoe, 16 oz, 3x12, 6 cuts, 8, 12 and 24 lb 45
J T., 7 oz, R & R, 2x6, 2 cuts, 10½ and 21 lb 40
J T., 7 oz. Smo. 2x6, 2 cuts, 10½ and 21 lb. 40
J. T., 14 oz, Smo. 3x12, 4 cuts, 10½ and 21 lb. ..... R & R.. 40
Newsboy, 48 plugs to 10 lbs. 2¼x4½, 10, 15 and 25 lb..... 43
Nobby Spun Roll, 7 to lb, 1½x8½ 3, 6 and 12 lb..... 58
Old Honesty, 15 oz, 3x12, 6 cuts, 7½, 15 and 30 lb 45
Old Kentucky, 6 to lb, R. & R., 8, 16½ and 25 lb... 49
Old Peach and Honey, 6 to lb 8 lb. butts 49
Out of Sight, 12 butts, 12 oz., 3x12, 3 cuts..... 86
Piper Heidsieck, 5½ oz, 2⅝x8, 3 cuts, 4, 7, 14 lb 70
Red Cross, 16 oz. 3x12, 4 cuts 12 and 24 butts 34
Red Ribbon Twist, 10 to lb. 6 inch, 8 lb pecks, 16 lb. ½ bus 41
Saw Log, 16 oz, 2x12, 6 cuts 24 lb..... 47
Saw Log, 32 oz, 3x12, 12 cuts, 32 and 48 lb 47
Something Good, 5½ to lb, 2x4 9, 18 lb 46
Spear Head 16 oz, 2x12, 6 cuts, 6, 18 and 30 lb. 46
Spear Head, 7 oz. 2x12, 6 cuts, 7, 10½ and 21 lb 49
Standard Navy, 14 oz, 3x12, 4 cuts, 14 and 28 lb. 39
Star, 16 oz, 3x12, 6 cuts, 12, 24 and 52 lb 46
Weissinger's Special, 5 1-3 oz., 3 x 12 emb, 2, 6, 12 lb. 64
W. N. T. Nat. Leaf, 6 and 12 lbs., bxs., 5½ ozs., 3x12.... 58

Smoking Tobacco.

(5-lb Cartons, 25 and 30-lb cases.)
Seal of N. C., 1⅜ oz, foil.....$0.68
Seal of N. C., 3½ oz, foil..... .62
Seal of N. C., 8 oz, foil..... .59
Seal of N. C., 16 oz, foil..... .59
Old Gold, 1⅜ oz, foil or pouch ..... .70
Old English curve cut, 1⅜ oz .74
Old English curve cut, 3½ oz .74
(in curved tins.)
Pedro, 2½ oz, foil..... .49
Pedro, 2½ oz, pouch..... .51
Pedro, 2½ oz, assorted..... .50
Pedro, 16 oz, tin canisters.... 52
Dixie Queen, 1⅜ oz, foil..... .40
Dixie Queen, 16 oz, tin canisters, 6-lb cartons, 24-lb cas .43
Duke's Mixture, 1⅜-oz sack.. .39
Arlington, 1⅜ oz, foil..... .65
Cross Cut, 1⅜ oz, foil..... .60
Duke's Cameo, 1⅜ oz..... .42
Duke's Cameo, 2½ oz, foil.... .45
Melrose, 1⅜ oz, foil..... .65
Fragrant Vanity Fair, 1⅜ oz, foil ..... .95
Red Indian Plug Cut, 1⅜ oz and 3½ oz, foil..... .42
Red Indian Plug Cut, 16-oz pails ..... .44
Fashion, 1⅜ oz ..... .41
Fashion, 16 oz pails..... .44
Bull Durham, 1 oz..... .65
Bull Durham, 1⅜ oz..... .65
Bull Durham, 3½ oz..... .60
Bull Durham, 8 oz...... .58
Bull Durham, 16 oz..... .58
Pick Leaf, gran, 1 oz, 25-lb cs .60
Corn Cake, gran, 1-lb bags, 25-lb cases, per lb..... .28
Echo Plug Cut, 1⅜ oz..... .48
Red Bell, 1⅜ oz..... .42

COLUMN 40.

Red Bell, 16-oz pails..... .43
Oriental Mixture, 3½-oz tin.. 1.00
Imperial Mixture, 2½-oz tin.. 1.20
Plum, 1⅜ oz, foil..... .62
Three Kings Mixture, 3½-oz tins 1.35
Monte Cristo Mixture, 3½-oz tins 1.50
Yale Mixture, 1-oz tin..... 1.35
Yale Mixture, 1⅜-oz tin..... 1.60
Yale Mixture, 3½-oz tin..... 1.55
Honey Dip Twist, 10 to lb.... .46
Master Workman, 10-oz plug, smoking ..... .48
Old Virginia Plug, smoking, 5 oz, 10½ lb., 6x5..... .42

Fine Cut Chewing.

Hiawatha, 1 oz..... .59
Hiawatha, 10-lb bulk, bright or dark ..... .59
Hiawatha, b'ght or d'k, 1-lb tins, 5-lb. pails ..... .58
Sweet Cuba, b'ght or d'k, 1-lb tins, 5-lb. pails ..... .46

Cigarettes.

Fragrant Vanity Fair $4 08
Duke's Cameo 4.08
Sweet Caporal 4.08
Virginia Brights 4 08
Old Dominion 3.98
Pets (foil packages)..... 6.52
Richmond Straight Cuts..... 6.62
Turkish Trophies 7.75
Egyptian Deities, No. 1, 10s.. 21.50
Egyptian Deities, No. 3, 10s $18.36, 19.38
Mogul 11.22

Cheroots, Etc.

Vaporettes in tin foil, 5 for 10 14.00
Old Virginia Cheroots, 5's....14.00
Jumbo Stogies, 100 in carton. 12.50
Between the Acts Little Cigars, 10's, tin and paper.. 8.50
Bengal Little Cigars, 10's.... 7.50
Royal Bengal, 10 in pkg.....12.00
Van Bibber Little Cigars....17.50
Sub Rosa Cigarros, 10s, per 1,000 ..... 4.10
Florodora 12.50

Cigarette Papers.

Vanity Fair, 50 pkgs in box.. 1 05
Wheat Straw, 50 pkgs in box. 1.25
Wheat Straw, 100 pkgs in box 2.50
Wild Oats, 40 pkgs in box.... .90
Red Seal, 50 pkgs in box..... .25
Corn Husk, 50 pkgs in box... 1.15
Corn Husk, 100 pkgs in box.. 2.30
Interlock, 50 ..... 1.15
" 100..... 2.25

THE HILSON CO.

Hoffmann House Little Cigars, 10 in package, 250 in carton $7.50
Hoffmann House Magnums, 10 package, 100 in carton.....12.00
Hoffmann House Petit Duc, 10 in package, 100 in cart'n.15.00
Hoffmann House Cavaliers, 10 in package, 100 in cart'n.18 50

J. E. PACE TOBACCO CO.

Scroll Tag, twist, 6 to lb.... .66
Scroll Tag, 10 oz..... .66
Mastiff Plug Cut, 1⅜ oz..... .67½
Mastiff Plug Cut, 3½ oz..... .65½
Mastiff Plug Cut, 10 oz..... .52

AMERICAN SNUFF CO.

French Rappee, 1⅜ oz, pr dz. .96
French Rappee, 3½ oz, pr dz. 1.80
French Rappee, 16-oz jars, per lb ..... .65
Maccaboy, 1⅜ oz, per doz.... .96
Maccaboy, 3½ oz, per doz.... 1.80
Maccaboy, 16-oz jars, per lb. .60
Irish High Toast, 16-oz. jars, per lb ..... .57
Scotch Lillienthal's, in bladders ..... .60

CIGARS.

Porto Rico Cigar Co.

El Primero, Forziano Porto Rico 30.00
El Manifesto, Invincible Roosevelt Porto Rico 87.50

PIPES.

Per Doz.

Cobs, Hot Shot, 3 doz.....$0.25
Cobs, Gem, 3 doz..... .25
Cobs, No. 3, 3 doz..... .50
Brier, W. P. & Co., Assorted, 3 doz 2.00
Brier, Display Stands, 1 doz... 2.00
Brier, Showcase Assortment, 3 doz 6.00
Pipe Mounts, 1 doz..... .75
Cherry Stems, 2½x6 in..... 2.00
Cherry Stems, 2d 2½x6 in..... .85
Clay Pipes, T. D., 1½ gross per box 1.25

Per Box.

Clay Pipes, Woodstock, 1½ gr., per box 1.25
Uncle Sam Cob Pipe, 3 doz box 1.00
Eclipse Patent Cob Pipe, 3 doz. box 2.25
Climax Cob Pipe, 3 doz. box... .90
Jewel Cob Pipe, 3 doz. box.... 2.50
Dewey Cob Pipe, 1 doz box.... 2.00
No. 19 Cob Pipes, 1 doz box....

LASH'S
KIDNEY & LIVER
BITTERS
CURES DYSPEPSIA.

HAVE YOU NOTICED
all these Signs around Town?



It shows that most of the Grocers keep what people ask for—WUNDER BEER
If YOU don't, wake up phone to our bottling works and they will send their man to see you.
Phone South 1098

Ahrens, Pein & Bullwinkel
WHOLESALE
Liquor Merchants
620 Post St., bet. Taylor & Jones
Sole Proprietors



Royal Stag Bourbon and Rye.
Old Pal Kentucky Bourbon.
Celebrated Chief Tonic.
Hiawatha Bitters.
Chief Bitters.
Diamond Star Rye and Bourbon.
Tiliawood Bourbon.
Importers
Slater V. O. Scotch Whiskey, Scotland.
Thrope & Co.
Mermaid Old Tom Gin, London.
P. Van der Kamp
Fine Old Wood Cock Gin, Holland.
Maurailla Freres Cognac, France.

MONEY-WEIGHT SCALES
Pay for themselves in
Less than a Year.
Sold on Easy Monthly Payments
PIERCE & CO.
Flood Bldg. (8th Floor) Market & Powell



J. F. Cutter Whiskey
IS THE BEST SELLER FOR THE RETAILER ON THE MARKET
E. Martin & Co.
Sole Agents
54 FIRST STREET
San Francisco

Attracting Trade

Window Dressing Hints.

There are two extremes in the treatment of the show window—indifference and over-trimming. The one is a result of neglect of its opportunities and produces a shiftless display; the other arises from an impractical idea of the window's purpose and crowds the window with a various display of all the "fancy" looking goods in the store, arranged solely with regard to appearances. This latter form is far preferable, of course, and is in place on certain occasions, such as a store opening.

The true business use of a show window, however, is to make it a factor in the sale of goods, and while this style of trimming will do something in that direction, much more can be accomplished by other methods.

Change Windows Frequently.

The window should be changed frequently, which will not be done when no pains are taken in its care or where the displays are excessively elaborate. One change each week is not too often, and perhaps about as often as it can be managed ordinarily. The first reason for this is to maintain a clean appearance. After a few days the glass becomes smoky or fly-specked, dust accumulates and the display loses its fresh appearance, and if left longer, it will soon be repellant in effect rather than attractive.

The bulk of customers are the people who pass the store every day or so and after one observation the window loses its power of drawing attention. Unless there be a moving or changeable object in the window they will not stop to look again.

Always Have Something New.

There is no virtue here in repetition. Think a minute and see if this isn't so. Don't we, when passing a store, notice from the corner of an eye whether the display is different from what it was yesterday, or the day before? Should the goods displayed be anything in which we are interested, then we stop for a more careful inspection.

Confine the display, as a rule, to one line of goods; often to one article. It is possible to have so many diefrrent things in the display as to scatter the attention of the customer and fail to impress him with anything. Centralize the attack and make a forcible presentation of whatever is shown.

Selection Important.

Spend more thought over the matter of what to put in the display than over the intricate design that can be made from it. An original form of arranging the goods is always attractive, but so long as the display is neat and orderly it will be of service, provided seasonable and appropriate goods are selected.

Definite suggestions as to what to display can hardly be given, for that is largely a matter of circumstance, but certain lines of goods are available at certain times during the year at which they need to be made prominent.

Seasonable Displays.

The canning season has its special line of goods, the camping season has another, and the cold, frosty morning air of approaching winter suggests hot pancakes with maple syrup and coffee. There are other combinations which are just as appropriate and the wise grocer is posted upon them all and observes each at its proper season.

It is a great help in the sale of goods to place them where they may be seen and tasted. For instance, if canned goods are displayed, on special days a can may be opened, the contents turned into a glass dish and the dish placed in the window, where it will be conspicuous, yet within reach from the back of the window. Then, when a customer is being served, the clerk may offer a sample for trial and call attention to the quality and price of the goods. This idea can be carried out in various lines of goods and always with good results.

An Attractive Window Display.

An attractive and effective device for window display is a set of ordinary balance scales, such as the figures representing Justice, held outstretched.

Hang these scales in the middle of the show window, well toward the front. In one place a box of cigars, or cigarettes, or a packet of tobacco, of any particular brand to which you desire to call special attention. In the other put several pieces of coal of irregular shape, which have been painted with liquid gold paint, such as can be bought at any artists' supply store for a few cents.

Accompanying this display you will require a simple card or window bulletin, calling attention to the brand, and announce that it is

Worth its Weight in Gold.

This device can always be depended upon to attract attention, and it almost invariably creates a favorable impression in regard to the brand of goods thus exploited.

Frayed Cuffs.

Among the minor arts of life of which we have lately given some instances is one which is sadly neglected. It relates to the treatment of shirt cuffs that show the first protest against the laundry's handling. The laundress is cruel, but the man who pares his shirt cuffs with scissors heaps folly upon brutality. With the first touch of steel the cuff is ruined. Light a match and pass it round the frayed edges (do not burn your wrist). The cleansing fire will remove the dross and leave intact the pure gloss of the cuff. A cuff treated with fire will last laundry generations longer than the cuff treated with steel.—London Chronicle.

To Bombard the Angry Seas.

Shells filled with oil, intended to calm a stormy sea when fired into it, have been invented in France. The effect of a film of oil in reducing the size of waves is well known, but in the case of a moving vessel it is difficult to reach those in front, among which the ship's progress will soon bring it. At first ordinary explosive shells containing oil were tried, but these, besides being dangerous, did not distribute the oil evenly. At present wooden shells are used, which break when they strike the water, allowing the oil to run evenly over the surface. For night use the shells have an illuminating attachment. The results are said to be satisfactory.—Success.

Worm Bright as a Trolley Car.

Conductor Gleason of the Louisville and Nashville railroad recently captured a peculiar worm on Red mountain and will send it to the Smithsonian institute to have it examined and classed. The worm is about two and a half inches long and of an oak color, no fur or hairs, but a shell-like back, there being eleven joints and at each joint a yellow streak across the back. On each side where the worm comes in contact with the ground are yellow dots ten on each side. At night these streaks and dots are as bright as an electric light, and when crawling the strange worm does not look unlike a trolley car with many lights on the sides.

Cows With Nervous Prostration.

The Minnesota experiment station has discovered that the cow suffers from the characteristic disease of twentieth century civilization—nervous overstrain. She has temperament. She is overcivilized. "The high strung cow has no place in the dairy scheme. She should be eliminated," says Professor Haecker.

ALPINE
Unquestionably the Best
CREAM
Why?
Made by the Improved Process and under the Personal Supervision of
J. B. MEYENBERG,
The Inventor and Original Manufacturer of Evaporated Cream, with his twenty years experience.
HE KNOWS HOW.
ALPINE EVAPORATED CREAM CO.,
95 Market St., Rooms 212-213. San Francisco, Cal.
Factory, Hollister, Cal.
FOR SALE BY ALL JOBBERS

PACIFIC STORE AND OFFICE FIXTURE CO. INC.
TEL. BLUE 2871
F. A. OEHM, Pres.
Store Fixtures
DESIGNERS AND MANUFACTURERS OF
STORE, OFFICE AND BAR FIXTURES
3253-3259 SIXTEENTH ST.
San Francisco

Grocery Markets.

Commercial Outlook of the Western World as shown by Present Conditions.

Office of the ADVOCATE.
Thursday Afternoon.

ADVANCES.

Half Ground Salt, 50s, to $4.75; 100s to $4.25. Rock Salt, 50s, to $4.25; 100s to $4.00; Large, to $4.00.

Small White Beans, to $3.80; Bayos, to $4.25.

Crescent Jap Rice, to $4.00; 10 sacks, to $3.87½; Geisha, to $3.65; 10 sacks, to $3.52½; Toyo, to $3.50; 10 sacks, to $3.37½.

Prunes have advanced to the following prices:

	Sks.	50-lb.	25-lb.
30-40's		6¼	6½
40-50's	4¾	5	5¼
50-60's	3¾	4	4¼
60-70's	3¼	3½	3¾
70-80's	3	3¼	3½
80-90's	2¾	3	3¼
90-100's	2½	2¾	3

Oval Willow Clothes Baskets, No. 1 to $6.75; No. 2 to $8.00.

Boiled Hams, skin on, to 19 cents; skin off, to 20 cents.

Eastern Standard Bacon, to 17 cents; Clear Medium Bacon, to 11½; Light, to 11½ cents; Light Medium, to 11½ cents; Light Belly, to 12½ cents; Extra Light, to 13½ cents; Backs, to 11½ cents; Bellies, to 12 cents.

Compound Lard, tierces, to 6 cents; ½ bbls, to 6¼ cents; 80 and 60 pound wood tubs, to 6¼ cents.

Jellies, all varieties, to $2.00 per dozen.

Bristol Bath Brick, 2 dozen per case, to 85 cents.

Wax Strings, 12 in., 10 packages, 100 each, to $1.65. 14 in., 10 packages, 100 each, to $1.75.

DECLINSE.

Refined Sugar, 20 cents per 100

Marechal Hotel Mushrooms, to $2.00.

Currant Jelly, 30-lb pail, to $1.00.

Lowney's Sweet Chocolate, ⅛s, to 26 cents; Milk ⅛s, to 28 cents.

Sego Cream, 20 oz., per case, to $3.60.

Apricots, choice, sacks to 7½ cents; fancy, sacks, to 8 cents; fancy, 25 pound boxes, to 8½ cents.

Our Mother's Mush, 36 to case, to $2.75.

Le Court Mushrooms, 100 to case, to $2.25; hotel, 100 to case, to $1.85.

Oval Willow Clothes Baskets, No. 0, to $6.00.

Mess Beef, to $10.50; family beef to $10.50; extra family, to $11.00.

SCARCE IN MARKET.

Johnson Grated Pineapple, 1s.

Palo Alto Table Pears, gal.; Lemon Cling Peaches, gal.

Red Beans

Crawford Dried Peaches.

Underwood Soused Mackerel, 2s.

Royal Glue.

Atmore's Mince Meat, 5 pound, wood.

Sancho Shrimps, large.

Snowball White Wash Brushes.

Hawaiian Grated Pineapple, 2s.

AGAIN IN MARKET.

Chamcan Sprats, per case, at $7.00.

McLaren's Club Cheese, per doz., at $1.25

Karo Syrup, 24 2-pound tins, per case at $2.10; 12 5-pound, at $2.60, 6 10-pound, at $2.60.

Kaiser Water, 50 quarts, per case, at $7.00; 100 pints, at $9.00.

Pioneer Cream, pony size, 4-oz., per case, at $2.00.

Portland Lobsters, 1s, tall, per case, at $2.70; 1s, at $2.45.

NEW IN MARKET.

Domino Matches, 72 pkgs of 10 boxes each, per case, at $2.75; 5 case lots, at $2.50.

Twentieth Century Soap, case of 36 1-lb cans, at $2.88.

COAST CROP CONDITIONS.

The United States Department of Agriculture reports for California:

"In many parts, all records for hot weather were broken on the 7th and 8th. Beans were not seriously injured by the heat. Potatoes were benefited. Deciduous fruits and grapes were probably injured by the extreme heat. Reports thus far do not give any reliable estimates.

SUGAR MARKET.

A decline of 20 cents was announced on Wednesday at 1 p. m. Jobbers are buying sparingly, as they fear further declines.

New York, July 7th—Willett & Gray report:

Raws—Changes in prices here were unimportant though they were important abroad. European market made a new low level at 10s 9d for immediate and 9s 5½d for October delivery. The difference between old and new crop is still too large to hold much longer.

Refined—Since the holidays, the market is quieter and much beneath expectations for demand. Therefore a further decline appears to be nearly due. There is no reason to expect any upward turn in the refined market or the raw market for some time to come.

New York, July 5th—M. G. Wanzor & Co. report:

"The steadily declining European markets have exerted an influence that cannot be ignored. Such European declines as we have had this week detract from the strength of the position of the Cuban growers. The refiners in the United States have allowed their stocks to become depleted to an almost unprecedented extent. The strong feature of the market is that, while there is plenty of raw sugar here, the refiners do not own it. Unless the sugar houses close down, they must buy additional supplies within a very few days. If the holders of cane sugar continue the resistance they have displayed up to the present, it is thought the scales will turn in their favor. The Cuban owners can control the values of raw sugar if they are able to hold firm, since the refiners must have their sugar. Europe will follow the lead of the Cuban market during the next two months. Careful attention must be given by buyers to the raw situation. Purchases should be based upon the movement of the raw product. When the uncertainty has been removed, there will be a rush for granulated that will keep every sugar house busy to its fullest capacity."

MOLASSES AND SYRUPS.

Columbus, Ga., June 26th—Cargill-Wright & Co. report:

'Stocks of Georgia cane syrups are now practically exhausted. Prices advanced rapidly in the last two weeks. There will probably be no 1904 crop on hand on the advent of the new season's goods."

MAPLE SUGAR.

Nashville, Mich., June 26th—Downing, Bullis & Co. report:

"Trade is quiet. Prices are the same as last season."

COFFEE.

The Lewin-Meyer Co. report:

"Greater activity is displayed in the coffee market and prices have advanced both in the East and in the principal coffee centers of Europe—Hamburg and Havre.

"Mild coffee is becoming very scarce."

New York, July 6th—Willett & Gray report:

"There is an active inquiry for actual coffee. The market has been depressed for a long time on account of vicious attacks based on forecasts which events have shown were unwarranted. Europe has commenced to buy in Brazil and the American buyers are feeling their way there. Meanwhile Brazil holds firm. The assortment of old crops such as this country wants are now scarce in Santos."

New York, July 5th—Volney Green & Son report:

"The option market opened very strong this morning after the three days' holiday. Holders of spot coffee immediately stiffened their prices. Demands are still light, as the trade hardly knows what to think of the sudden development of strength. Buying will probably hold off as long as possible before placing orders at a material advance."

TEA MARKET.

New York, July 5th—John B. Brown & Co. report:

Congous—Mail advices state that "crack" chops are finer than last year, although, as a whole, the crop is not as good as last season. The demand for Russia has been unusually strong.

Hankow—Teas are coming in slowly. With few exceptions they do not come up to last year's level of quality.

Japans—Late mail samples show quality and style to be satisfactory. Prices continue about on last year's basis.

Formosas—Considerable business is now being transacted. Prices continue on an average of 1 cent per pound less than last year's quotations.

RICE.

M. Phillips & Co. say:

"There has been no changeq in the rice market since our last reports."

Charleston, S. C., July 1st—Samuel G. Stoney reports:

"Our market has been quiet, as holders of Georgia rice feel they should get better figures than are now offering. Common grades have shown an improvement and an advance. Small stocks of Carolina rice now on hand will probably be cleaned up before the middle of August. Reports from growing crops indicate slight damage from want of rain and the condition of the rivers."

New York, July 3rd—Dan Talmage Sons Co. report:

"Advices from the South note moderate demand on the Atlantic Coast. At New Orleans the market is firm with offerings light. Cables and correspondence from abroad note firm market with little doing."

Amoy, China, April 22nd—United States Consul Geo. E. Anderson writes:

"Continued unseasonable weather in Southeastern China threatens failure for one of the two crops harvested each year unless there is an immediate change for the better. In many parts it will be impossible to transplant the rice plants in time to supply the usual first crop even if the change should come. The area affected by present unfavorable conditions is very large and includes some of the best country in the southern part of China. The bad crops will, of course, affect China's purchasing power and credit."

SPICES.

New York, July 5th—John Clarke reports:

"Market unchanged, but very strong with tendency toward higher prices."

CANNED FRUITS.

The California Fruit Canners' Association reports:

"Local retailers are buying even more largely of future fruits than last year. Prices on future cherries have been withdrawn and there are almost no spot cherries on the market. There will be a shortage on the delivery of peas. It is estimated that the deliveries will be about 75 per cent."

Central California Canneries report:



A Continuous Performance:

"GOLDEN GATE"
LEAF LARD

PURITY.

WESTERN MEAT COMPANY
SAN FRANCISCO, U. S. A.

TOMATOES--Pack 1904 MAPLE SHADE FARM BRAND
Solid Pack and Solid Pack with Peppers are trade winners.
Quality finest. Prices right.

SUYDAM BROS. & ROGERS
WHOL SALE GROCERS
14-16 Spear Street, San Francisco.
Tel. Main 5396.

"The extreme heat of last week will unquestionably be of great benefit to canners. The weak point in the situation has been the promise of an enormous pack of 'cots. The hot weather shriveled and burned much of the ripe fruit and ripened other fruit without allowing it to reach the larger size which it would have attained had the weather been more temperate. As a consequence, a much greater amount of fruit is being forced upon the canners than they are prepared to handle. In addition to this the percentage of high grade fruit is much less than it would otherwise have been. We are already canning freestone peaches and some clings in Visalia and pears in Sacramento. The rapid and unexpected ripening of the fruit will unquestionably result in a material curtailment of the pack of fine goods. Since the 1905 pack comes on to a market practically bare except for the considerable carry-over of apricots in the United Kingdom, it can readily be seen that the outlook is for a firm market and higher prices."

CANNED TOMATOES.

Baltimore, Md., June 30th—The "Trade" says: "Reports from the tomato fields show a great reduction in the acreage. They also bring information that the steady consumptive demand has been cleaning up the holdings of last year's stocks in the hands of the canneries throughout the country. In one locality in Delaware, out of the 11 canneries, only 3 went into operation this summer, as all were carrying heavy stocks. Every one of these 11 factories is to-day cleaned out and yet only 3 of them are working. Standard No. 3 tomatoes are quoted at 67½c to 70c and rule firm at these figures."

Bridgeville, Del., July 1st—H. P. Cannon reports:

"There are now many inquiries for future tomatoes. Buyers still keep below the packers' ideas as to prices. A change must come eventually, as packers now insist on securing at least the cost of packing the goods.

Aberdeen, Md., June 30th—Strasbough-Silver Co. report:

"When nobody wanted tomatoes, many were hoping for an advance. Now that the advance has happened, sellers seem to have disappeared. It is to be hoped that buyers and sellers will come to an understanding on a conservative basis before long."

Bel Air, Md., July 1st—Finney & Robinson report:

"There has been an advance of practically 2½c per dozen on both future and spot tomatoes during the past week. This is due both to comparatively light stocks on hand and also to the shortage in the acreage. It is impossible to buy any future tomatoes in any size lots at less than 70c. Stocks are held firmly at 67½c.

Princess Anne, Md., July 3rd—C. M. Dashiell reports:

"The trade have been buying tomatoes lately in large quantities. So large, in fact, as to practically clean up some large packing concerns. The price paid, however, would not remunerate packers. The market is advancing."

DRIED FRUIT.

Only apricots are coming in in any quantity. Orders for other varieties are being filled, where it is possible, from the small remaining stocks. A few apples are arriving, but they are of poor quality. Apricots have eased off somewhat during the past week.

Los Angeles, July 7th—Percy R. Wilding says:

"Apricots are lower by ¼c and ½c than they were a week ago. Eastern buyers believe the market will be much lower. Peach market is strong; the crop running shorter than earlier expected. The market on future prunes is strong on 2½c to 2¾c bag basis. Prices on evaporated apples have as yet not been named, but reports from all sections show a large crop. Low values are expected. Spot apples are entirely cleaned up on the Coast. The market for spot raisins is very firm. Careful estimates place the crop of walnuts from 100 to 150 cars short of last year. No. 1 soft shell are closely cleaned up and the market is strong."

Red Bluff—Apricot crop is shorter than last year, but the fruit is larger and finer. This county expects to have a larger crop of prunes than ever before.

Selma—Apricot drying is progressing. The crop was two weeks earlier than usual. Peaches are also early and cutting will coon commence.

Chico, June 27th—E. T. Reynolds & Sons report:

"Packers are having trouble in getting peaches with which to fill orders which they sold short earlier in the season at 5¼c for standards and 5½c and little up for choice in 50-pound boxes. Growers do not want to sell at the prices offered. There is a fair peach crop throughout the entire Sacramento Valley. Peaches should bring a medium price—about 6c for choice f. o b. New crop prunes will range from 2½c basis to higher prices for very large and very small. Almonds are nearly all in associations. This indicates uniform prices."

Saratoga, June 26th—F. W. Cranwall, manager of the Sorosis Fruit Co., reports:

"Conservative estimates place the prune crop at 40 per cent of last year's output. While a few growers are letting go at 2¾c in large lots, most of them are inclined to hold for a 3c basis. Apricots are being held for from 7c to 7½c per pound for choice. Peaches appear to be about normal crop and fruit to be of good size and quality."

RAISINS.

Lodi, July 8th—Almost the entire grape crop, both table and wine variety, has been burned out by the sun in the northern part of San Joaquin County. The damage is the greatest ever done here.

Newcastle, Placer Co., July 8th—Serious damage has been done to the vineyards in the foothill section of Placer Co. by the heat in the past few days.

New York, July 1st—There is an active demand for spot raisins. Loose muscatels are particularly wanted. Stocks of fancy seeded raisins here are light and the market is tending upward. Nothing in the way of seeded can be obtained on the Coast except choice, which buyers do not seem desirous of taking hold of.

Fresno, July 11th—The "Democrat" says: "Packers are freely offering 3¼c for the coming crop. In a few cases 3½c has been offered, and in one instance the offer was 3¾c. The packers have apparently abandoned hope of securing any considerable quantity at 3c.

PRUNES.

Salem, Or., July 4th—The situation is growing stronger here although little business is being done. Eastern buyers are willing to pay more than they were a short time since, but have not yet reached the position where dealers feel satisfied to do business."

New York, July 1st—Inquiries and orders for California prunes of 1905 crop have become more numerous within the past few days. It is stated that nothing is obtainable on a 3c f. o b. bag basis for the four sizes. Jobbers are said to hesitate in buying because the demand from consumers seems to have "gone off" this year.

HONEY.

Los Angeles, July 9th—H. J. Mercer says "There will only be about one-quarter of the usual honey crop produced in Southern California this season. The estimated yield is not more than 125 cars of 20 tons each and the normal yield would be about 500 cars. The crop in Colorado will be about 60 per cent of the full crop. A fair output is expected in Texas. Arizona reports the lightest honey crop in years.

San Diego, July 8—The members of the San Diego Honey Producers' Association will pool their crops and work on the co-operative plan this year. The prices at the present time range from 4 to 4½ cents per pound for extracted honey and it is possible that it will fall below the 4 cents. If this occurs the 1905 honey will probably be kept until the price goes up again. Estimates of the crop vary from $20,000 to $100,000.

CURRANTS.

New York, July 1—The Hills Bros. Co. report:

"The market for spot shipment is unchanged and firmly held. The opening prices on new crop are unusually low. Fine 'Amalia' grades are obtainable for 4⅞ cents f. o. b. New York, with 5 cents asked for 'Wedding Cake.'"

BEANS.

Los Angeles June 29—Holmes, Stockard Co. report:

"Lima bean conditions continue favorable. We anticipate a probable 10 per cent increase over the normal yield. This will mean about 50,000 sacks, which is less than the usual carry over. We expect a strong market for the following reasons: First, spot stocks everywhere will be exhausted before the new crop is available; second, growers generally have already bargained their stocks to strong holders; third, these strong holders are men of long experience in the lima bean business and will take advantage of the situation."

Ann Arbor, Mich., July 1st—The Michigan Milling Co. report:

"The bean area this year has been greatly curtailed by the protracted wet weather."

Detroit, Mich., July 1—H. E. Botsford & Co. report:

"Hand picked pea beans advanced about 5 cents per pound this week throughout the State. There are few beans available and these are held in strog hands. In the most favorable circumstances, this year's crop will be late, which means exposure to damage by frosts."

Remus, Mich., July 1—D. Mansfield reports:

"The acreage of beans here is large and the outlook at this date is favorable for a good yield."

Lockport, N. Y., July 3rd—W. D. Schaeffer reports. "Owing to the long continued rains, the beans planted prior to this date have nearly all been drowned out. Those which are still growing are having a hard struggle with the weeds.

Penn Yan, N. Y., June 30—C. T. Birkett reports

"We think prices on pea beans are going to do considerably better although the real advance seems to be a long time coming."

HOPS.

Portland, July 7th—Oregon growers claim that the plants are threatened with destruction by lice.

CANNED SALMON.

Vancouver, B. C., July 7—Sockeye salmon are running in large number on the Nass and Skeena Rivers. The canneries in the north are working to their fullest capacity to handle the run which is phenomenally large.

Victoria, B. C., July 10—The Canners' Association which controls forty-five canneries has agreed to pay 12½ cents per fish during July and 10 cents from August 1 to the close of the season on August 25. Fish will be accepted only six days in the week. The run on the Skeena is said to be phenomenally large.

Seattle, July 8—Simon Kilduff has gone to Saginaw Bay to superintend the salting of 700,000 salmon to be shipped to Japan in the hold of the ship Agenar by the Northwestern Commercial Company. The contract price for the fish is $80,000. The fish will weigh 2,400 tons.

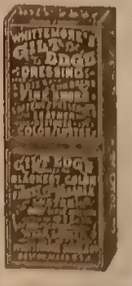
Continued on page 24.

LILY
CREAM
THE ORIGINAL
BIG CAN

For Sale by All Jobbers.

Pacific Creamery Co.
San Francisco Office, 115 Davis St.

WHITTEMORE'S POLISHES.



The World's Standard.
"Gilt Edge" dressing, blk $24 00
"Ideal" Waterproof Polish for men's and boys
Ideal Dressing ... 24 00
"Dandy" Combination ... 9 00
"Dandy" Russet Paste ... 9 00
Combination Polish ... 24 00
"Ebonine" Black Creme Polish ... 10 00
"Lily" Combination (for box calf, black or tan) ... 24 00
"Lily" Combination (for box calf, black or tan) ... 9 00
"Lily" Combination (for Patent Leather) ... 9 00
"Super" (for Patent Leather) ... 9 00
"Blue Ox" (for Patent Leather) ... 9 00
"French Gloss" (for ladies' black dress) ... 9 00
"Superior" (for Patent Leather) ... 8 00
"Special" Waterproof Paste Polish, large ... 9 00
"Special" Waterproof Paste Polish, small ... 4 50
"Quick White" (for cloth, cleans dirty white shoes, per doz) ... $24 00 to 36 00

MORE
Caillers
SWISS MILK CHOCOLATE
Is consumed in the United States to-day, than the combined export product of any three European Chocolate manufacturers now on sale in this country. Even more surprising is the fact that we are unable to fill orders for many of the most popular packages. To meet the constantly growing demand for Caillers Chocolates, F. L. CAILLER Inc. are rushing to completion their mammoth new factory, costing over two million 2,000 francs.

F. L. Caillers
Geneva
Caillers Cigarettes retail at 5 for 25 and 50

CAILLER'S SWISS MILK CHOCOLATE
is made of the finest cocoa beans, cream and sugar. It has an inimitable flavor, is smooth, rich and perfect; recommended by the highest medical authorities as the best for children, invalids and athletes, etc.

Write for Sample and Price List to
SPOHN-PATRICK COMPANY SOLE AGENTS 16-22 Front St., S. F.

Cigars and Tobacco

Harry Herzog, office manager for Oscar Figel, has been spending his holidays at Agua Caliente.

Ehrman Bros. & Co. had in June the best month since they have been in business, their orders for Optimo cigars passing the million mark, and totaling 1,050,000 for the month. During the last week in June 63 cases were shipped this house from the Tampa factory.

I. Danziger recently returned from a six weeks' trip through Oregon and Washington, whither he went in the interest of the West Indies Cigar Co., Teodoro Perez, and the Robertson Tobacco Co. His trip was prolific in orders, but unfortunately Mr. Danziger was taken ill at Portland, which necessitated an earlier return than he had intended.

Tillmann & Bendel report that their cigar trade was never in better condition than at present. Orders for the Sanchez & Haya are coming in with great freedom, the record for Monday alone being 60,000. The demand for Recruits and Cremos is also exceptionally good, as is also the case with the Pete Dailey and King V. The tobacco trade is in good condition with no notable features.

The Internal Revenue receipts for May show considerable increases in the output of every branch of the trade industries with the exception of manufactured tobacco; the increase in the output of large cigars amounting to 25,198,907, in a total output of 594,292,307; the increase in little cigars amounting to 18,289,611 in a total output of 71,079,611; the increase in cigarettes amounting to 88,044,084 in a total output of 331,347,700, and the increase in the production of snuff amounting to 166,241 pounds in a total production of 1,759,998 pounds. Only in manufactured tobacco there was a decrease of 2,995,992 pounds in a total production of 30,302,074 pounds. The most surprising feature of these figures is the extraordinary increase in cigarettes in spite of their consumption being outlawed in Indiana, Wisconsin and Nebraska.

Pittsburg (Pa.), July 9—The American Tobacco Company has acquired, by outright purchase, entire control of Weyman Brothers' Tobacco Company of Pittsburg, the largest independent manufacturers of tobacco in the United States, and will operate the various factories of the company under the present name, but as a subsidiary concern of the American Company. The purchase price has been stated at various figures between $1,500,000 and $2,000,000. Details of the transfer, so far as known now, are that the Weyman interests have entirely withdrawn from the concern and will have no active connection with it in the future. They will retain a small amount of bonds of the American Company.

Vacation Demand for Pipes.

A representative of a leading pipe house said that the vacation demand for pipes is more active than usual and that sales of some varieties, notably medium and higher priced grades, are steadily increasing. He thought that this increase in demand is incident to vacation, or the preparations being made for vacation. Continuing, he said:

"Many smokers will take a pipe with them during vacation even when they seldom smoke one at home. It is a change from a cigar and affords satisfaction after the changes due to the enjoyment of a vacation. Whether this extra demand will keep up after vacation is a question, but I am disposed to think it will not. It seldom does. When sojourners in the country or at seaside resorts, return to the city they discard their pipes and take to cigars again."—Tobacco.

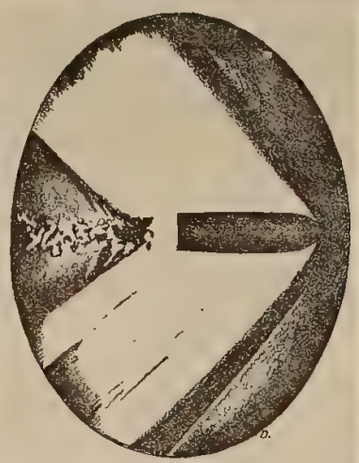
The Jap Baby.

How do you suppose the babies in Japan take an airing? In baby carriages, you say? Of course not. The Japanese never do anything the way we do it. When the baby's about three days old it goes out for its first glimpse of the world strapped on somebody's back, and that's the way it goes every day till it can go on its own feet. Sometimes its mother or its nurse takes it, but very often it rides on the back of a brother or sister, who is perhaps not more than four or five years old. These little nurses don't seem to be troubled at all by their charges, as you would suppose. They play ball and tag and run races and fly kites in spite of the heavy loads on their backs. What is more remarkable, the babies are perfectly happy and hardly ever cry, though when their young nurses run with them the poor babies' faces bang back and forth against their caretakers' shoulders till an American baby would howl with pain and rage.—Bertha Runkle in St. Nicholas.

A WONDERFUL PHOTOGRAPH

Flying Bullet Caught by the Camera of a German Scientist.

The accompanying illustration is not a representation of a cigar, as one might think at first glance. It is a photograph of a bullet from a Mannlicher rifle traveling through the air at the rate of 1,750 feet a second. This remarkable photograph was taken by Professor Ludwig Mach of Prague by



MANNLICHER BULLET IN FLIGHT.

the aid of an electric flash, the exposure being approximately one eight hundred thousandth of a second.

The picture shows how the bullet in its flight pushes the air aside as the prow of a fast moving ship displaces the water ahead of it. Behind the bullet are seen air waves like the waves in the wake of a vessel, while immediately about the projectile a vacuum is apparent.

Professor Mach's photograph is the first, it is said, ever taken of a flying bullet and demonstrates the wonderful superiority of the camera over the human eye as a medium of vision.

Love's Labor's Lost.

Poeticus—Have you read Shakespeare's "Love's Labour's Lost?" Cynicus—No, but I've taken a girl to the theater and had her talk to the man next her all through the show.

The worst men often give the best advice. Our thoughts are better sometimes than our deeds.—Bailey.

OPTIMO



BEST OF CLEAR HAVANA THE BEST CIGARS

A SANTAELLA & Co Tampa, Fla Makers.

EHRMAN BROS. & CO.,
S. F. Distributers.



The Flavor of

Hunter Whiskey

is inimitable. It is concentrated from its

QUALITY PURITY AGE AROMA

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138-144 Second St., San Francisco, Cal.
Telephone Private 818.

LANDIS



TONIC BITTERS

A Pure Tonic and Laxative

—o—

Made from Herbs, Seeds Roots, Barks

(Guaranteed)

NATURE'S OWN REMEDY FOR Stomach and Blood Disorders

Made only by the

The Landis-Patton Mnfg. Co.
Incorporated
1664 MISSION STREET
Tel. Folsom 4156 SAN FRANCISCO

Mothers! Mothers!! Mothers!!!

Mrs. Winslow's Soothing Syrup

has been used for over SIXTY YEARS by MILLIONS of MOTHERS for their CHILDREN while TEETHING, with PERFECT SUCCESS. It SOOTHES the CHILD, SOFTENS the GUMS, ALLAYS all PAIN; CURES WIND COLIC, and is the best remedy for DIARRHŒA. Sold by Druggists in every part of the world. Be sure and ask for "Mrs. Winslow's Soothing Syrup," and take no other kind. Twenty-five cts. a bottle.

HENRY MILLER
5c CIGAR
SUPERIOR QUALITY
EHRMAN BROS. & CO., Distributors

Call for ASTI WINES

PRODUCED BY THE ITALIAN SWISS COLONY

Dry Wine Vineyards, ASTI, Fulton, Sebastopol, Cloverdale, Sonoma County, Cal.
Sweet Wine Vineyards, Madera, Madera County, Kingsburg, Fresno County, and Lemoore, Kings County, Cal.

Office and Salesrooms, Cor. Battery and Greenwich Sts.
Vaults, 1235-1267 Battery St. 101-169 Greenwich St. 1334-1336 Sansome St., S. F.
P. C. Rossi, President Telephone Private Exchange 448. A. Searboro, Secretary

A. VIGNIER CO.

429-431 Battery Street San Francisco

IMPORTERS

Sardines, Olive Oils, French Preserves, Washing Blue, French Castile Soap: Clover Leaf, Virgin, Dahlia, mottled, Wines and Liquors—A. V. H. Gin—imported goods only.

Sole Agents for the Genuine CLICQUOT Champagne
Only the GENUINE, Imported direct from France, bears Vignier's LABEL

News of the Coast.

CALIFORNIA.

San Francisco—D. J. O'Leary, grocer, 132 Eighth street, while passing a bootblack stand the other day, recognized James A. Barry, who passed a fictitious check on him on June 12. The check was for $20 and drawn on the California Safe Deposit and Trust Company, payable to J. A. Barry and signed "F. C. Peterson." O'Leary dragged Barry from the stand and held him till Policeman Fennell appeared, when he was taken to the city prison.

Alameda—Local grocers have petitioned the City Trustees to enact a license to permit them to sell liquors to their customers or to accord them the privilege that is now given to outside dealers. The petition has been referred to the City Attorney.

Haywards—H. J. Stoner has retired from the firm of Stoner & Bobb, grocers, and will engage in another line of business. The grocery will hereafter be conducted by the A. F. Bobb Company, Hans Henningsen, who has been one of the valued employees of that well-known trading mart for some time, purchasing a third interest.

Healdsburg—The grocery store of Alexander & Newbert is closed, the firm having made an assignment to the San Francisco creditors.

Hollywood—J. R. Newberry, who has been in the grocery business in Hollywood for the last three years, has taken a five years' lease of one of the handsome new stores in the Wilcox building, Prospect and Cahuenga. The new grocery faces Prospect and was opened July 1.

Hollywood—The Hollywood Grocery Company has incorporated with the following officers: B. C. Edwards, president; Frank Tisdale, vice-president; Jas. Black, secretary; Ed. A. Railsback, treasurer. These gentlemen, with C. H. Cornell, constitute the board of directors of the new house. The company has leased the two stores on the ground floor of Masonic Temple, Highland avenue, just vacated by the High School. O. B. Bramer has added a complete stock of family groceries.

Latim—E. O. Wentworth opened a new grocery July 1.

Los Angeles—W. W. Fister, 581 Central avenue, has just opened a new grocery and meat market.

Los Angeles—A new grocery store and meat market have recently started up in South Park.

Los Angeles—A. M. Rawson has given up his position as secretary of the Los Angeles Wholesale Grocers' Board of Trade, in which position he has served for seven years. After a short vacation he will take up the work of managing the distributing department of a large local manufacturing company. Mr. Rawson is succeeded by C. M. Carr, late from Kansas City.

Marysville—J. C. Lumbard has leased one-half of the Casey store building at Fifth and D streets, and will open a grocery there about the middle of July. Mr. Lumbard formerly conducted a grocery on Third street.

Montavalo—F. E. Morrell, pioneer groceryman and postmaster, is dead.

Orosi—Herman Beinhorn's general store has been sold to W. M. and F. J. Beinhorn.

Pomona—The local grocery stores all close at 6:30 every evening except Saturday.

Salinas—D. J. Hutton has purchased a half-interest in the grocery business of Inez B. de Anderson, and the firm will do business under the firm name of Anderson & Sutton.

Sawtelle—Mrs. G. King has recently bought out the grocery of C. Warnken.

ARIZONA.

Globe—Chas. H. Edmondson and S. R. Boardman are opening a grocery here.

Phoenix—J. W. Dorris has purchased the Cooper-Black Grocery Company of this place.

IDAHO.

Lewiston—O. D. Eaton has succeeded O. S. Bass, grocery.

OREGON.

Albany—Mrs. G. M. Stetter has purchased the grocery stock of the J. Gradwohl estate.

Corvallis—Thatcher & Johnson have succeeded to the grocery business of Dunn & Thatcher.

Eugene—Bradley & Reynolds are arranging to open a grocery store.

Medford—Crystal & Talant have started a grocery.

Portland—A. F. Barret & Co. have succeded Berwick & Hyland, grocers.

WASHINGTON.

Bellington—The Holly Grocery Co. is reported selling out

Clarkson—James Algie of Washington, Kansas, has purchased the grocery store of H. L. Waite of this place.

Hoquiam—C. Ross is reported to have purchased Mr. Becker's interest in the Hull Grocery Co., Ross & Co. succeeding.

Oroville—W. O. Hamisch is starting a grocery.

Seattle—J. F. Benson has started a grocery at 3403 Cherry street, under the style of the Lake View Grocery. H. C. Cameron's grocery on the water front at West Seattle was robbed of a quantity of canned goods and other edibles a few days ago.

Vancouver—Scott Bros. have bought T. Powell's grocery.

Walla Walla—D. W. Fagdale, the former Walla Walla grocer, whose wife was recently acquitted of the criminal charge of robbing the store of W. G. Alee, will be compelled, according to a recent decision of the court, to pay for the merchandise taken, the amount being placed at $200, and with costs, totaling nearly $400.

BRITISH COLUMBIA.

Vancouver—D. Anderson, grocer, has sold his store to J. A. Gray. J. Bellenger has disposed of his grocery store to Edwin Holland.

A Good Kind of Discontent.

There are two kinds of discontent in this world, the discontent that works and the discontent that wrings its hands. The first gets what it wants, and the second loses what it has. There's no cure for the first but success, and there's no cure at all for the second, especially if a woman has it, for she doesn't know what she wants, and so you can't give it to her.

Happiness is like salvation—a state of grace that makes you enjoy the good things you've got and keep reaching out for better ones in the hereafter. And home isn't what's around you, but what's inside you.—From "Old Gorgon Graham; More Letters From a Self Made Merchant to His Son," by George Horace Lorimer.

The Kind of Decision That Wins.

I want to impress on you the importance of deciding promptly. The man who can make up his mind quick makes up other people's minds for them. Decision is a sharp knife that cuts clear and straight and lays bare the fat and the lean; indecision a dull one that hacks and tears and leaves ragged edges behind it. Say yes or no—seldom perhaps. Some people have such fertile imaginations that they will take a grain of hope and grow a large definite promise with bark on it overnight, and later, when you come to pull that out of their brains by the roots, it hurts, and they holler.—From "Old Gorgon Graham; More Letters From a Self Made Merchant to His Son," by George Horace Lorimer

You Can!!

So Don't say You *Can't.*

"Where there's a will there's a way."

If you so will it you can make money Selling

Welch's Grape Juice

We will show you the way.

Address Advertising Department To-day.

SPOHN-PATRICK COMPANY

Pacific Coast Agents

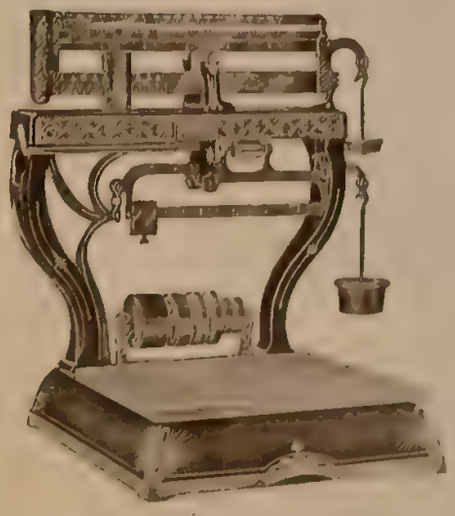
16-22 Front Street, San Francisco, Cal.

Branch Houses: LOS ANGELES, PORTLAND, SEATTLE, DENVER, SALT LAKE CITY

Grape Juice was invented by Dr. Welch in 1869. Welch's Grape Juice is "Nature's Finest Food and Drink. Order a case or two from your Jobber.

$39.00 BUYS THE BEST

Computing Scale in America



Patents sustained by U. S. Courts and Patent Office.

Saves the Grocer 60c per Day

Write for particulars.

Not Made or Sold by the Trust.

Sold by Wholesale Grocers and Hardware Dealers.

Standard Computing Scale Co., Ltd., Manufacturers

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Chas. Jacobson & Co.

210-212 Davis Street

DISTRIBUTERS OF

Fancy Butter and Honey

Dairy Butter and Eggs

Produce Market

THURSDAY AFTERNOON

BUTTER.

Fancy grades of butter are in heavy demand and the market is very firm at advanced prices.

California creamery, extras	22	22½
" " firsts	20	21
" " seconds		20
" dairy, extras		
" " firsts		19
" " seconds		
Store butter	15	16
Storage		
" Creamery extras		
Pickled		
Keg		

EGGS.

There has been an advance on the better grades of eggs and prices are being firmly maintained at the advanced figures.

California Ranch white	22½	24
" " mixed colors	21	22
" Gathered	19	20
Standard		
Seconds		
Eastern, selected	18	19
Standard	17½	18
Seconds	17	
Storage, Cal., Selected		
" " Standard		
" " Seconds		
" Eastern Selected		
" " Standard		
" Seconds		

CHEESE.

California full cream	12½
" choice	11½
" common	Nominal
Young Americas	13
Eastern full cream	15 15½
Oregon	

POULTRY.

Young poultry is in excellent demand. The market is well supplied with other stock.

Turkeys, young live	23	25
" old gobblers	18	20
Dressed Turkeys	nominal	
Roosters young, per doz	6 00	7 00
" old "	4 00	5 00
Hens	5 00	6 00
Fryers, per dos	4 00	5 00
Broilers, per doz, large	4 00	4 50
" " small	2 50	3 00
Ducks young	5 00	5 50
" old	4 00	4 50
Pigeons, young	1 25	1 50
" old	1 25	
Geese per pair, old 1 50-1.75; young	1 50	2 00

BEANS AND PEAS.

The white bean market is very active. The weather conditions in the East have been very unfavorable, and reports received Wednesday from the Sacramento Valley are to the effect that the bean crop has been greatly damaged by the recent extreme heat. In many places the farmers are plowing up the beans already planted, and will not replant.

Rain damaged stock is selling as follows: Large whites, $1.25 to $2.25; small whites, $1.50 to $3.00; pink, $1.25 to $2.25, bayos, $2.25 to $3.00.

Small Whites	2 00	2 55
Large "	2 40	2 75
Pea Bean		
Pink	3 50	3 75
Horse	nominal	
Red	6 00	7 00
Kidney	4 00	5 10
Lima	5 50	5 75
Bayos	3 25	4 00
Butter (large)	nominal	
Black Eyes	2 90	3 10
Dried Green Peas, per 100 lbs	2 25	2 50
" Niles " " " "	2 25	2 50

POTATOES AND ONIONS.

New	60	1 25
Salinas old	None	
Oregons, Old	1 00	1 25
Merced Sweets	Nom.	
Australian onions	Nom.	
Red (new)	65	75
Yellow (new)	1 00	1 25
Garnet Chili	60	75

Continued from page 21.

Vancouver, B. C., July 5—The Vancouver "World" says: "British Columbia salmon pack will be about 25 per cent less than it was in the year of the last big run, 1901. The total number of cases put up then was about 1,230,000. This year the British Columbia canneries are making preparations to put up between 750,000 and 800,000 cases. The remaining canneries are prepared to pack about a quarter million more. Consequently when the supply of tin plate, etc., has been exhausted the packing will stop, even though there should be more fish available.

Seattle—Samuel N. Irwin, auditor of the P. P. & N. Co. says: "The prospective pack of pinks and chums for 1905 will aggregate 450,000 cases, apportioned about as follows:

"Alaska, 190,000; British Columbia, 35,000; Puget Sound, 135,000; Columbia River, 20,000; outside rivers, 30,000.

"Since the home consumption has in the past averaged about 600,000 cases annually, there will be a shortage of about 150,000 cases of enough to supply the home needs. As Japan has annually called for over 90,000 cases of pinks and chums, besides, it is certain that packers will not be in a hurry to sell at a low price. We think that a year from now, there will not be a case of cheap salmon to be bought on the Pacific Coast. As buyers will want to purchase cheap salmon in the summer of 1906 to replenish their stocks, the packers will no doubt keep up their prices at the closing price of 1905. For this reason I do not expect any cheap fish for two years at least."

New York, July 3—The total consumption of salmon for the season of 1904 is estimated at 4,300,000 cases, with a production of 3,200,000. This shows why there has been a cleanup of the surplus due to overproduction in preceding years. Should the run of sockeyes not be so heavy as should be expected, the demand for Alaska reds and pinks will be greatly augmented and prices correspondingly greater."

Portland, July 5—Reports from the lower river say that the run of salmon is not quite so heavy. Fisherman from the upper river complain on account of the practical closing of the progress of the fish by the extra large number of nets at the mouth of the river.

Seattle, July 8—The "Trade Register" says: "The market in pinks is very firm at 75 cents. Lower prices are being turned down promptly by brokers. Prices on chums are also firm. Kelley-Clarke Co. have advanced prices for pink from 70 cents to 75 cents. Spot stocks are practically cleaned up excepting reds and it is believed that there are less than 70,000 cases to supply the summer demand of 250,000 cases."

London, England, June 24—Buyers are neglecting British Columbia talls at the prices which holders are asking and are devoting attention to Alaska salmon in consequence of its comparatively low value.

Seattle, June 27—Brady & Co., Inc., report:

"Spot market consists of red Alaska in liberal supply. Prices range from $1 to $1.10. A large quantity should move out before new deliveries as jobbers have only purchased lightly of red Alaska during the past two years."

Pink Salmon—There is a heavy demand as stocks are nearly cleaned up. What is left is held at 75 cents.

Futures—The trade is preparing to purchase sockeyes very heavily. If the run materializes, jobbers will take in a two years' supply. Columbia River chinooks are practically sold up for future deliveries.

CANNED PEAS.

Baltimore, June 30th—The "Trade" says: "It is now reasonably certain that the pack of peas this year will not go much above one-half of the normal pack. Before May, 1906, the market will be well cleaned up of peas of all kinds. Sugar corn will probably be in the same condition. The weather in New York and Maine is very unpropitous, although in the Chesapeake region sugar corn is doing well."

SARDINES.

New York, July 5—Strohmeyer & Arne Co. report:

"The French packers are at least one month behind. Stocks of French sardines, both here and abroad, are unimportant. First hands are holding prices firmly, as they feel there is no necessity for sacrificing present stocks, although packers expect a good season."

CHEESE.

Wieland Bros. say:

"Martin's New York State Factory cheese has reached the bottom as far as we can judge from here."

HERRING.

Wieland Bros. say:

"Holland Herrings, Milchner, are scarce and bring top notch prices."

HAY.

Somers & Co. report:

The choicer grades of hay are comparatively scarce. Trade outlook is not very encouraging. There is no possible outside demand and all shipments to market must be used for local consumption.

"The prices which we give below are all on new crop hay.

Choice Wheat Hay	$12.50 to 14 00
Good Wheat Hay	10.00 to 11 50
Tame Oat Hay	7.50 to 11 00
Wild Oat Hay	5.50 to 9.00
Barley Hay	7.00 to 9.50
Alfalfa	6.00 to 9.50
Straw, per bale	.35 to .60

A CARNATION TRIUMPH.

Wins Large Government Order Over Many Competitors.

The Pacific Coast Condensed Milk Co. was last week awarded a contract for 1,000 cases of Cream to be delivered at Mare Island for the use of the Navy Department. This award was made at Washington, D. C., in the face of very spirited competition.

There were many competitors for the business, practically all the leading brands being desirous of securing the contract. While other creams were offered for less money the contract was awarded to Carnation Cream, as the department considered both quality and price in placing the business.

SPECIAL ANNOUNCEMENT.

An invitation is extended to any white merchant outside of New York City, or their representative, whose name appears in Bradstreet's or Dunn's Commercial Agency Book, to accept the hospitality of our hotel for three days without charge. Usual rates, apartment with private bath, $3.00 per day and up without meals; parlor, bedroom and private bath, $35.00 per week and up, with meals for two. New York merchants and editors are requested to call the attention of their out of town buyers and subscribers to this advertisement. GALLATIN HOTEL, 70 W. 16th St., New York City.

DAN O'CALLAGHAN

REAL ESTATE

AND

INSURANCE BROKER

City Agent

Liverpool & London & Globe Ins. Co.

Telephone, Main 5238

22 Montgomery St., San Francisco

(Mr. O'Callaghan was for many years a member of the firm of O'Callaghan, Nelson & Co.)



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L. & M. ALEXANDER & CO. 110 Montgomery St., S. F.

Branches: Portland Los Angeles Seattle

Enterprise Brewing Co.'s

Beer is sold on its merits.

We invite comparison of our productions with ANY on market. You will then become our best advertiser, we are dead certain.

A **GOOD ARTICLE** is the very best advertising medium. Are we not right?

Telephone, Mission 152. San Francisco, Cal.

The Warning In a Sneeze.

"As a general thing sneezing is nature's warning to get warmer in some way or other, and quickly," is the gist of an article by Dr. W. R. Conant in Modern Medical Science.

"The question of temperature and ventilation," he says, "is one of the most difficult winter problems. So much depends upon circumstances and individual idiosyncrasy that it is hard to lay down any definite rules. An indoor temperature which is suitable for a vigorous person or one in active motion is dangerous for one who is delicate or sitting and doing head work exclusively.

"As a general rule, it may be said that a temperature that falls much below 70 degrees at four feet from the floor is dangerous for sedentary workers, and any one who continues sitting when he feels chilled does so at the risk of his life."

Gilt Edge Whiskies

THE VERY BEST

WICHMAN, LUTGEN & CO.

Sole Proprietors,

Agents for Moerlein's Cincinnati BEER

29-31 Battery St., - San Francisco

SALEM BEER

SUITS THOSE WHO ARE PARTICULAR ABOUT THE BEER THEY USE.

IT HAS THE FLAVOR
IT HAS THE AGE
IT HAS REPUTATION
IT IS MADE RIGHT

Those who have used it know it. Those who do not know soon find it out after a trial.

SALEM BREWING ASSOC'N
BREWERS

BOTTLED EXCLUSIVELY BY THE
Sunset Bottling Co.
3109 20th Street
SOLE AGENTS

Amusements

MAJESTIC.

The production of "Barbara Frietchie" is worthy of much praise. The piece is redolent of the atmosphere of the South. Edythe Chapman's interpretation of the title role is a very beautiful performance and one that rouses the sympathy of the audience thoroughly. James Neill as the Union officer with whom she is in love, plays his part in frank, straight-forward manner that is very good to see. The cast is a strong one and includes a bevy of pretty and talented girls who look very winsome in the costumes of forty years ago. Next week Frank Bacon will appear as Aunt Abby in "The County Fair." While this piece is full of rollicking fun it, at the same time, carries a quaint love story and is full of heart interest that involves as many tears as smiles.

ALCAZAR.

"On Probation" doesn't leave a quiet moment for the spectators at the Alcazar. The central figure is a Chicago speculator who is touring the continent. John Craig takes the leading role and as the wide-awake, aggressive American, he makes a very decided impression on the cosmopolitan gatherings to be found at the pleasure resorts of France and Switzerland in which most of the scenes are laid. A new Japanese play, "The Heart of a Geisha," is billed for next week. The scenery and costuming will be very elaborate. Juliet Crosby will play the leading role of Kohama San, the queen of the Geisha girls of Tokio.

GRAND OPERA HOUSE.

George Parsons is carrying out a rollicking week at the Grand in a play called "The Turkish Texan," which was written by himself in collaboration with Willie Collier. The scene of the play is laid in Constantinople, where a young Texan comes into an inheritance which carries with it the necessity of assuming several wives. Georgie Drew Mendum is also cast to very good advantage.

TIVOLI OPERA HOUSE.

"Amorita" is in its last week. It is to be followed next week by an elaborate production of "Rob Roy," which will be produced under the stage management of the famous Max Freeman. The scenery and costumes will be very beautiful. No expense is being spared to make the production a perfect one. The cast includes Kate Condon, the contralto who is such a favorite in San Francisco, and Arthur Cunningham and Anna Lichter, both splendid singers and actors. This production will also serve to introduce Frank Hayes, a clever comedian who has distinguished himself in the East. It will be the first production of "Rob Roy" anywhere at popular prices.

CENTRAL THEATER.

"The Heart of the Klondike" carries the clientele of this house to the frozen North and keeps them interested in many thrilling scenes. The scenic effects are remarkable. The situations are novel and there is not a moment in the play when the interest lags. Next week the great and only John L. Sullivan is to appear in "Fast Life in New York."

FISCHER'S.

The bill this week includes a bright musical comedy in which the star part is carried by Harry Conlon, the clever comedian who made such a success lately as the Chinaman in "The Tenderfoot" at the Tivoli. There are also numerous clever vaudevillians who help make up a long and interesting program. There are two performances each evening.

CHUTES.

"Princess Fan Tan" has been interesting the little ones and the big folks as well during the past week. The cast includes 200 clever children. There are several new specialties, including Annie Redline, the wonderful fat lady, and the incubators for the rearing of babies.

CONTEMPTIBLE ADVERTISING.

A Method of Publicity That Is Fortunately Not Frequently Sought.

At Duluth a retail grocer has begun suit against the Retail Grocers' Association, alleging it to be a trust. His complaint makes sweeping charges and includes the wholesale grocers in what he claims a conspiracy.

There are men in every community who are always seeking free advertising at the expense of their followers in business.

This looks like one of those cases.

Here is a retailer who has profited by stable business conditions in his branch of business brought about by a retail grocers' association. He has been willing to accept the benefits. Now he attacks the instrument by which the benefits he has shared were brought about.

In other words, while accepting the benefits brought about by the organization, he has attempted to place the organization in a questionable light before the public.

It is to be hoped that this case will be carried to the Supreme Court and settle once for all the wild-eyed charges that are being made against retail grocers' associations, and especially the Duluth association.—"Commercial Bulletin," Minneapolis.

IMPORTANT OPPORTUNITY.

FOR SALE—One of the largest and best established wholesale grocery and commission houses in the Northwest, located in the center of a rich productive fruit and farming country. Will take an investment of about $75,000. This will bear thorough investigation. Reason for selling will be given to interested parties. Address C. W. P., Retail Grocers' Advocate.

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Makes Credit Business a Pleasure.

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220 California St., San Francisco

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WATER



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VALLEY BREW LAGER
from
Richmond Bottling Works.

Zimmerman & Ruhland,
'Phone Pine 1787.
32d and Clement Street,
San Francisco, Cal.

Champagne.

Veuve Clicquot, qts	$32.25
Veuve Clicquot, pts	34 25
Ruinart, Magnums, 6 to case	30 50
Ruinart, qts, 1 doz to case	32 40
Ruinart, pts, 2 doz to case	34.20
Ruinart, ½ pts, 2 doz to case	18 00
Vintage 1893, qts, 1 doz to cs	46.50

Brandies.

	Per case
Martell's One Star, 1 doz qts	$16 00
Martell's Two Star, 1 doz qts	19.00
Martell's Three Star, 1 doz qts	20 00
Martell's Three Star, 2 doz pts	23 00
Martell's One Star, 2 doz flasks	18 00
Hennessy's One Star, 1 doz qts	17.50
Hennessy's Three Star, 1 doz qts	21.00
Calif. dos qts	13.00



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Bottlers
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Phone, Jessie 3371

SWEET CIDER
½ Gal. Bottles.
BOILED CIDER
Quarts
Pints

Mineral Waters.

Aetna, splits, 100 to cs	$6 50
Aetna, pts, 100 to case	9.00
Aetna, qts, 50 to case	7 50

GINGER ALE
Belfast Ginger Ale Co.,
D. Steimke & Co. Prop's.
All Carbonated Beverages
FOR UNION AND OCTAVIA STS.

	PINTS	QTS
Soda Water	$ 80	$1 50
Ginger Ale	80	1 50
Sarsaparilla	80	1 50
and Iron	80	1 50
Cider	80	1.50
Cuban Punch	80	1 50

Case Prices, 2 Doz pts per Case

Porter.
(E. & J. Burke's Guinness')

Stone, pts, 8 doz to bbl	$15 50
Glass, qts., 4 doz to bbl	14 00
Glass, pts., 8 doz to bbl	16 00

Specialties of

Hilbert Mercantile Co.

H B Ky. Bourbon, per gal	$2 75
H. B Ky Bourbon, Ex spcl	3 25
Union League Ky Brbn, AA	2 50
Union League Ky Brbn, 1 gal	2 25
El Monte Ky Brbn, 1 gal	2.25
Maryland Monogram, 1 gal	2 75
Forum, Bourbon, 1 gal	2 00
W H McBrayer's Cedar Brook 5 yrs	3 00

Hunter Baltimore Rye.

Per case, 1 doz. 5's	13 00
In 5-case lots	12 50
In 10-case lots	12 00

Hilbert Mercantile Co.

H B Bourbon (spcl)	$10 00
H B. Rye	10 00
H. B. pt. flasks, 4 doz to cs	12 00
H B ½ pt flasks 4 doz to cs	9 50
H B 1½ oz bots per gr	12 00
Union League "AA"	8 00
El Monte Bourbon	8 00
Forum Bourbon	7 00
J. Baumgardner Rye	12.00
Maryland Monogram	9 00

W. H. McBrayer's Cedar Brook

Per case 1 doz 5's	$12 00
Per case 2 doz pts	13 00
Per case, 4 doz ½ pts	14 50
Per case 20 doz 1½ oz	18 50

Jesse Moore Whiskies.

Ex Pony Bourbon	$18 00	$17 50	$17 00
AA Bourbon	11 00	10 50	10 00
C Bourbon	8 50	8 25	8 00
AA Bourbon, 5 doz, 4 oz	10 00	10 00	9 75
AA Pt Flasks 2 doz	9 00	8 75	8 50
AA ½ Pt. Flasks 3 doz	6 75	6 50	6 25
Old Rye	11 00	10 50	10 00

Jesse Moore Hunt Co.
(In barrels or half barrels)

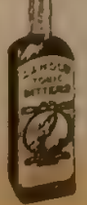
Extra Pony Bourbon, gal	$7 50
AA, Bourbon, gal	3.75
B, Bourbon, 1 gal	3.25
C, Bourbon, 1 gal	2.75
No. 1, Bourbon, 1 gal	2 25
AA Rye, gal	3.75
C Rye, 1 gal	2.75



STANDARD BOTTLING CO.
BEACH STREET
Between Stockton and Dupont
SOLE AGENTS
LOS ANGELES BREWING COMPANY.
Beer furnished Grocers in Bottles or Kegs

Golden Gate
BOTTLING WORKS.
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Proprietors

Bottlers of the Celebrated
Standard.
Culmbacher.
Extra Pale.
XXX Porter.
Half and Half.
Lager and Steam Beer in Kegs.
100 Shotwell St.,
Phone: Capp 1761 S. F., Cal.



LANDIS TONIC BITTERS
Factory and Salesroom,
1661 Mission St.
Bottles, $7.00 Doz.
1 doz. per case.

No Rain Could Keep Him Away.

Kathlene—It's little ye love me, or ye wud niver stay away from me as ye did last evenin' jist because av a wee bit o' rain. Dudee Mike—Sure it wor a pourin' down floods, mavourneen, but it wor not th' rain that kep' me away from th' loight av y'r hivenly eyes. Kathlene—An' wot wor it? Dudee Mike—It wor th' lack av an umbrella.—New York Weekly.

Poets and Irresponsibility.

Poets are wayward creatures, largely irresponsible for their actions, or, at all events, provided with such a curiously sensitive and inflammable organization that we feel it would be unjust to judge them by ordinary standards.—London Telegraph.

Inherited.

"Your daughter's music is improving," said the professor, "but when she runs the scales I have to watch her pretty closely."

"Just like her father," said Mrs. Nuritch; "he made his money in the grocery line."

Picking Pockets.

"Picking pockets," said the reformer to the thief, "must be a difficult and precarious business."

"It is," agreed the pickpocket. "It is, until you get your hand in."

Phone Mission 288

J. MARSHALL & CO.'S

WORCESTERSHIRE SAUCE

BE SURE and GET the GENUINE

½ Pts., per doz. $1.20
Pts., per doz. 2.20

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LESLIE STERILIZED SALT

Free Running (in Pkgs.) for table
Velvet Grain (in Bags) for kitchen

Sold by all Jobbers

SALT LAKE WATER.

Effect of Its Wonderful Buoyancy on Bodies and Boats.

The buoyancy of the water of the Great Salt lake is such that it is almost impossible for a person to remain upright in it, his body being lifted as a strip of wood thrown into the water at a vertical or oblique direction like a dart is returned to the surface in a horizontal position. In fact, it is believed that the Great Salt lake will support more weight to a given volume of water than even the Dead sea. It is a very popular resort with bathers for the reason that it is impossible for a person to drown unless he should deliberately place his head under the surface or tie a weight to his feet. The bather can float upon the water, lying on his back or chest, and keep his head entirely above the surface with no effort of the arms or legs. The large quantity of salt in solution is the principal reason for the buoyancy. While the buoyancy of the water is so great that it will support a person without aid, the boats which are designed to be used upon the lake must be constructed especially to counteract this feature. The ordinary wooden vessel when empty is actually too light to be navigated with safety upon it, since such a small portion of it would be immersed. Therefore care has to be taken, in building sailboats especially, lest they be top heavy. For this reason navigation is very dangerous on the lake when the wind is blowing even moderately unless the vessel is loaded so that it sits deep enough in the water to counteract the buoyant tendency. The quantity of salt held in solution is so great that it is dangerous for one to swallow even a mouthful of the water, as it is liable to cause strangulation. Several deaths from this cause have ensued among persons who have ventured into the lake.—Chambers' Journal.

Very Old Trees.

An old yew tree stands in the churchyard at Fortingal, in Perthshire, which De Candolle nearly a century ago proved to the satisfaction of botanists to be twenty-five centuries old, and another is still standing at Hedsor, in Buclas, which is 3,240 years old. How De Candolle arrived at an apparently correct estimate of the enormous age of these living trees is a simple thing, and the principle is doubtless well known today to all. The yew, like most other trees, adds one line, about the tenth of an inch, to its circumference each year. But the oldest living thing in the world today as far as known is a cypress tree in Chapultepec, Mexico, that is 6,260 years old.

Fame.

Schumann, the famous musician, is the principal character of an amusing story told by a Vienna critic: "The composer once accompanied his wife, who was even then a celebrated pianist, to the palace when she went to play before the king of Holland and was gratified by the monarch's compliments of her performance. The composer was somewhat surprised, however, when the king turned to him and courteously inquired, 'Are you also musical?'"

Dared.

"Tell me what you eat and I will tell you what you are."

"Well, I s'pose I eat more wienerwurst than anything else. Now, confound you, go on with your theory if you've got the nerve."—Chicago Record-Herald.

Clerk's Corner

Carlessness That Costs Customers.

"The Business Management Man," in Printer's Ink, has a friend who drinks beer with his dinner every night. He buys it at the corner grocery, on alternate nights, and always the same quantity— three bottles. The proprietor and the same clerks have waited on him long enough to know what he wants almost without being told, yet he tells me that with one exception his order has had to be repeated at least once, and on that exception he reached home to find that he had two bottles of light beer and one of dark, though he asked distinctly for three bottles of light beer.

He invariably has to wait until the clerks have finished their personal conversation or until some part of their routine work is done, and as a result of the general indifference and inattentiveness all around he has transferred his entire grocery trade, which amounts to a good deal, to a store whose stock offers no where near as many trading advantages, but whose service is prompt and efficient.

Maybe the careless groceryman, with his still more careless clerks, who of course take their cue from him, is making money. If he is, he is making it in spite of poor service and he could easily make a great deal more by half way attending to business.

This is by no means an exceptional case—you find more or less of it in all lines of business. In big stores it is practically impossible to make every clerk render the proper service; but in a store where only half a dozen clerks are continually under the eye of the owner it would seem a very simple matter to make certain that every customer gets the prompt and careful attention to which he is entitled. Even the owner of the only store of its kind in a small town can not afford to become careless in the matter, because the big mail-order houses are reaching out into his field every day with all sorts of attractive propositions, and he no longer owns his customers.

The Clerk With Personality.

Have you a clerk with a personality? If so, you are in luck, providing you know how to guide that personality into channels where it will be effective.

If a census of retail store clerks should be taken and their various qualifications listed, the item of personality would be found scarce.

That is why so much in the management of a retail store depends upon the proprietor himself. That is why personal attention to many details is necessary.

Here and there one of the kind of clerks which make merchants is found, but they are in the minority. An observing salesman said recently that if twenty clerks were selected promiscuously from as many stores, it was doubtful if more than one clerk with a personality would be found. There would be many human machines in those twenty stores, but few clerks with initiative and the faculty of doing things.

If you have one clerk with a personality, make him a strong factor in your store organization. Give him responsibility and hold him responsible for results. At the same time keep in close touch with his work and the work of those you place under him. That will reduce your burdens some. If you have not a clerk with a personality, remember that such an assistant will prove a valuable aide in your business. Look around you. Endeavor to find raw material that can be developed and which has in it the germ of personality.

Also be on the hunt for the finished product, the clerk with initiative and sensible enough not to acquire the swell-head. You will not find many. When you do find one he is worth bidding for.—Commercial Enquirer.

Don't Like Their Own Medicine.

Dentists are, as a rule, not living testimonials to their profession. "It is because we know how much a tooth can be hurt that we dislike to get into a chair ourselves," one of the craft explained the other day. "I had to fill a tooth for a fellow dentist last week and found it simply impossible to do a good job. He twisted and turned, grabbed my hand when he saw it coming his way and absolutely refused to let me do enough cutting to hold the filling solidly. Finally I patched the tooth up somehow, and he wouldn't let me polish off the edges. Give me the most hysterical woman before a dentist every time."—New York Tribune.

A Quaint Story.

The Irish solicitor general, speaking the other day upon delusions, told a story of a north of Ireland Protestant who was perfectly sane save on one point. This stanch Protestant harbored the delusion that one of his legs belonged to a Roman Catholic, and therefore when he went to bed every night he used to leave the Catholic leg outside the blanket by way of punishment.

WIELAND BROS.

121-123 Clay Street San Francisco

Importers and Commission Merchants

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SOLE AGENTS for Sierra Cheese, German Breakfast Cheese, Brie, Camembert, Schloss, Kronen and Neufchatel Cheese.

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Fancy Creamery Butter and Ranch Eggs Our Specialty

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ALWAYS UNIFORM!
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B. T. Babbitt's Concentrated Lye,

The ready soap maker—a powerful disenfectant—an excellent fertilizer for dipping prunes, spraying trees, etc.

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WILLIAM CLUFF COMPANY

WHOLESALE GROCERS

SOLE AGENTS

SAN FRANCISCO CAL.

TOBOGGAN

MAPLE SYRUP -- IT IS BEST

Pacific Coast Syrup Co.

SAN FRANCISCO

THREE REFINERIES: SAN FRANCISCO, PORTLAND and SEATTLE.

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111-113 SANSOME STREET

One block south of old location.



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Sole Agents and Bottlers of

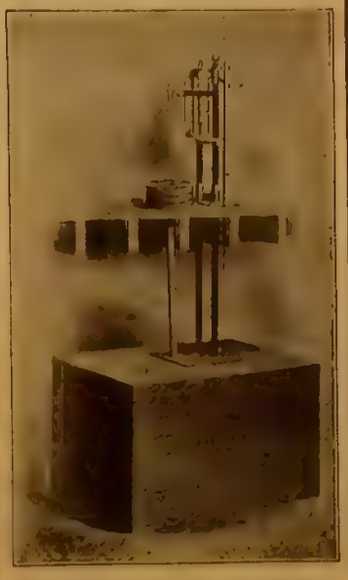
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SELECT PILSENER LAGER BEER

OFFICE AND BOTTLING WORKS

160 Thirteenth St., near Folsom, S. F.



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IT PUMPS AND MEASURES AN ACCURATE GALLON, HALF-GALLON OR QUART AS DESIRED DIRECTLY INTO THE CUSTOMER'S CAN WITHOUT THE USE OF MEASURES OR FUNNELS

Save Time and Valuable Space

This can be done by installing a

BOWSER SELF MEASURING THREE MEASURE OIL TANK

with tank in cellar and pump on store floor, and so do away with running down cellar or to a back room each time oil is drawn. It saves in other ways as well. Let us tell you more. Write for Catalog "BB" today.

IT'S FREE

S. F. BOWSER & CO. Fort Wayne, Ind.

Highest Grade Package Goods for Family Trade

ROYAL AND QUEEN'S TASTE

(1 lb packages) (2½ lb cartons)

Macaroni, Vermicelli and Spaghetti

ROYAL ITALIAN A. B. C. PASTE, in 1 lb papers
GOLDEN GATE EGG NOODLES, in ½ lb papers

For Sale by all Jobbers

PETERS BROS., BALTZ & DITTMANN

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Douglas Street, bet. 17th and 18th

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Half Rate

The Southern Pacific will sell Round-Trip Tickets to Eastern points at a one-way rate on the following dates:

May 10, 11, 27, 28, 29.
June 12, 13, 14, 15, 16, 17, 25, 26, 27, 28, 29, 30.
July 4, 5, 6, 24, 25, 26.

Rates to Principal Points:

Chicago	$72.50	New York	$108.50
St. Louis	67.50	Boston	109 50
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St. Paul	70.00	Baltimore	107.50
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Southern Pacific

San Francisco Office, 613 Market Street.

Oakland Office, 12 San Pablo Avenue.

VACATION 1905

IS NOW READY FOR DISTRIBUTION

"VACATION" is issued annually by the

California Northwestern R'y

THE PICTURESQUE ROUTE OF CALIFORNIA

and is the standard publication on the Pacific Coast for information regarding

MINERAL SPRING RESORTS, COUNTRY HOMES AND FARMS WHERE SUMMER BOARDERS ARE TAKEN, AND SELECT CAMPING SPOTS.

This year's edition "VACATION 1905" contains 200 pages, beautifully illustrated, and is complete in its detailed information as to location, accommodations, attractions, etc., with terms from $7.00 per week up.

To be had at Ticket Offices, 650 Market Street (Chronicle Building), and Tiburon Ferry, foot of Market Street; General Office, Mutual Life Building, corner of Sansome and California Streets, San Francisco.

Applications by mail will receive immediate response.

JAS. L. FRAZIER, Gen'l Manager.

R. X. RYAN, Gen'l Pass'r Agent.



SHREDDED WHEAT RECOMMENDATION

The Best Cereal Food to Eat, and
The Best Cereal Food to Sell, is

Shredded Whole Wheat

It is made in two forms, Shredded Wheat **BISCUIT** and **TRISCUIT.**

TRISCUIT is a CRACKER, not a "breakfast food." It is used as toast in place of ordinary bread toast, and for all purposes for which the common white cracker of commerce is used.

Shredded Wheat **BISCUIT** is the standard wheat food of the world, delicious for breakfast, or for every meal for every day in the year. It contains all the nutriment in the whole wheat in digestible form. A good seller all the year round.

THE NATURAL FOOD COMPANY
Niagara Falls, N. Y.

THE RETAIL GROCERS ADVOCATE

A. H. POWERS, Editor | SAN FRANCISCO, CAL., JULY 21, 1905 | Vol. 10, No. 29

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Each One You See Is the Last One of the Same Kind That Will Cause You Annoyance.

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M. J. B. COFFEE

IXL - Kapp and Street - W.G.M.

TAMALES

IN

KEY-OPENER CANS

RAINIER BEER

Popular! Why?

Because it is really good.

Only Choice Materials Used in its Manufacture.

JOHN RAPP & SON, AGENTS
Phone South 473.

BEST OF MODERN CONVENIENCES

FOR RETAIL GROCERS

P. G. HANSEN, Minneapolis, President NATIONAL RETAIL GROCERS ASSOCIATION of the United States, says:

"Having used your **Folding Boxes** for the past **FOUR YEARS**, it is a great pleasure for me to say that I consider them the **Best of Modern Conveniences** for Grocers. They are

VERY ECONOMICAL FROM EVERY STANDPOINT

both space in wagon and space in store — and from **FOUR** to **SIX TIMES CHEAPER THAN BASKETS** because of their durability."



DELIVERING GOODS.



BACK TO THE WAGON



BOXES OPEN



BOXES CLOSED

OVER 1,000,000 IN DAILY USE.

For Particulars write to

W. A. HAWLEY,

Sole Pacific Coast Agent,

578 Mission St., Room 403, San Francisco, Cal.

$5.00 was Paid for this Advertisement



There was an old woman who lived in a shoe,
She had so many children she didn't know what to do.
She spanked them all soundly and put them to bed,
She wasn't tired and nearly dead, till she drank some Ponce de Leon coffee.
Janet Thompson

Help One of Your Customers Earn $5.00

We are helping Retail Grocers advertise their stores and our **PONCE de LEON** by our plan to

PAY SCHOOL CHILDREN FOR WRITING ADS.

Every Grocer has a chance to win the favor of some customer by helping a child of the house get $5.00. We print these ads. each week in the "*Evening Bulletin*" of San Francisco.

Quality These are the Elements Needed for Grocers to Secure Trade Now Going to Coffee Peddlers. **Confidence**

Our Goods Possess the **QUALITY** — "PONCE DE LEON" Coffee is the Best in the World
Our Advertising Helps Give the CONFIDENCE.

You Can Win and Hold the Best Trade with

Best in the World

Ponce de Leon

Quality Unsurpassed
Flavor Delicious

COFFEE

At All Leading Grocers
Porto Rico Co



To Help San Francisco Dealers we Have:

Striking Displays on the Main Streets

Artistic Signs in the Street Cars

Attractive Designs on Theatre Curtains

Conspicuous Notices in Theater Programs

Gold Watches for Grocers

To add to the interest of the Retail Grocery Trade in advancing the Sales of **PONCE DE LEON** Coffee, we have decided to give

6 Gents' Solid 14-Karat Waltham Gold Watches, Value $60 Each, to our Friends.

To Get One Entails No Cost Nor Extra Labor.

Read the Terms: We will give Watches to Each of the Two (2) Retail Grocers of San Francisco, and to Each of the Four (4) Grocers in the Interior, whose Invoices show that they have purchased the **Most Pounds** of our **Sealed Cans** of **PONCE de LEON COFFEE** between April 15th and August 15th, 1905. **WATCHES GUARANTEED TO BE SOLID, 14-KARAT GOLD.**

GET IN LINE—GET A PROFIT—GET A SPLENDID GOLD WATCH

THE PORTO RICO COMPANY

587-589 HOWARD STREET **San Francisco, Cal.**

Give Their Money Back If They're Dissatisfied!



We don't ask the Grocer who sells **"A1" FLOUR** to do anything but depend upon us.

We claim that **"A1" FLOUR** will make **more loaves of bread** to the barrel and **better bread** than other flours.

YOU are authorized to **REFUND THE MONEY** if the flour does not satisfy.

Tell us how to do more and **we'll do it!**



Why "A1" Flour IS BETTER:

Our "**A1**" FLOUR is manufactured from only the HIGHEST GRADE of the **BEST CALIFORNIA and EASTERN** Wheats. We have, by much investigation and research, produced a blend which includes enough Eastern wheat to cause "**A1**" to be **More Glutinous** than other flours on the market and therefore **More Nutritious.**

It makes more loaves per sack

WE MAINTAIN THE RETAIL SELLING PRICE.

GLOBE GRAIN & MILLING CO.

MONTGOMERY AND CHESTNUT STS., SAN FRANCISCO, CAL.

Telephone Bush 759.

(Please mention the ADVOCATE to Advertisers. It helps us materially.)

CUSTOMERS PRAISE THEM

SATISFACTION INCREASES TRADE ON THESE GOODS.

THE McCORMICK-SAELTZER CO., of Redding, Cal., say:



NOTHING IS QUITE SO GOOD

REDDING, CAL., April 14, 1905.

CUDAHY PACKING CO.,
San Francisco, Cal.

DEAR SIRS: — We are receiving many words of **praise from our customers** regarding the quality of Diamond "C" Hams and Bacon, as being the finest flavored and most evenly cured meat that has ever been offered on this market. The way our **trade is increasing on these goods** demonstrates to us that it must be a fact.

We look for our trade to be ALL Diamond "C" before long.

Yours very truly,

THE McCORMICK-SAELTZER CO., Inc.
Per F. F. KRAUSE, Mgr. Grocery Dept.



FINEST IN FLAVOR AND APPEARANCE

"THE TASTE TELLS"

EASTERN TICKETS
AT
Half Rate

The Southern Pacific will sell Round-Trip Tickets to Eastern points at a one-way rate on the following dates:

May 10, 11, 27, 28, 29.
June 12, 13, 14, 15, 16, 17, 25, 26, 27, 28, 29, 30.
July 4, 5, 6, 24, 25, 26.

Rates to Principal Points:

Chicago	$72.50	New York	$108.50
St. Louis	67.50	Boston	109 50
Memphis	67.50	Philadelphia	107.50
St. Paul	70.00	Baltimore	107.50
Missouri River Points	60.00	Washington	107 50

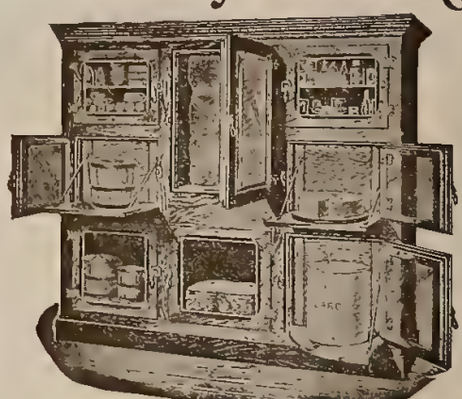
Choice of Four Routes

Go via Ogden, Portland (at slight extra cost), El Paso or New Orleans. Liberal stop-overs. Return limit 90 days. Tickets good on Overland Limited, Golden State Limited, or any Southern Pacific train. Special low rates for Eastern conventions. Ask about it to-day.

Southern Pacific

San Francisco Office, 613 Market Street.
Oakland Office, 12 San Pablo Avenue.

Any Way You Examine a
McCray Refrigerator



Inside or Outside, it is a True Realization of all that is Best in Refrigerator Construction

No. 410 Grocers' Refrigerator.

THE McCRAY REFRIGERATOR RANKS

first in every way. It is sold entirely on its merits and is known everywhere for superiority.

McCRAY REFRIGERATORS are perfect refrigerators and will in a short time repay their cost through saving of butter and other provisions, and ice.

We can here give you but a faint idea of the McCray refrigerator. Let us send you our catalog showing our extensive line from which you can make a selection.

SOLD ON EASY PAYMENTS.
McCRAY REFRIGERATORS ARE GUARANTEED.

BECK - WAKEFIELD COMPANY
GENERAL AGENTS
122 Market Street, San Francisco, Cal.

Retail Grocers' Advocate

CALIFORNIA RETAIL GROCERS' AND MERCHANTS' ASSOCIATION — OFFICIAL PAPER — RETAIL GROCERS' ASSOCIATION

Vol. 10 — SAN FRANCISCO, CAL., JULY 21, 1905 — No. 29

Published Every Friday by
ADVOCATE PUBLISHING CO.

Subscriptions:
One Year $2.00
Single Copies ..... .10

PUBLICATION OFFICE:
456 MONTGOMERY STREET.
Rooms 413-414. - Tele. John 2601

Entered at the Postoffice at San Francisco as Second Class Matter.

Points to Watch

TEA.
The Japan and China tea crop is short, and reports from Ceylon indicate a similar condition there. Better grade Japan teas will be especially scarce owing to exceptionally unfavorable weather conditions during the period of picking.

COFFEE.
A very strong feeling exists in the coffee market, due to reports from Europe and Brazil.

SUGAR.
The market is very weak all over the world. Buyers are only satisfying immediate needs through fear of another decline.

RICE.
Indications are for a continuation of high prices in rice for some time to come.

ASPARAGUS.
Short deliveries have been made to the jobbers. Higher prices may be expected.

CANNED SALMON.
Present prices will be very good six months from now. See Review of the Markets.

CANNED PEAS.
The shortage in the East has strengthened the position of these vegetables here.

RAISINS.
Sunburn during the hot spell has still further lessened this year's crop. Prices will range much higher this year than last.

WALNUTS.
Advices from Europe indicate short crops and deliveries too late for Thanksgiving. This will insure a heavy demand for all California nuts of fine quality.

BRAZIL NUTS.
These nuts are of unusually fine quality and in large supply and should continue at moderate prices.

National—Fred Mason, former secretary of the National Grocers' Association, has turned over all the papers of the organization to President John A. Green, who will fill the office till the convention at Niagara Falls in January.

Spokane, Wash.—C. Anderson and P. Nelson have been appointed a committee to arrange a watermelon social.

New Orleans.—The attempt to raise the liquor license to $500 a year for grocers, with a graduated scale up to $2500, was defeated in the city council, largely through the influence of the Retail Grocers' Association by a vote of 11 against to 7 for.

New Orleans—The grocers are complaining about brewers selling to their customers.

Dallas, Tex.—The local grocers' association has asked for the appointment of a Pure Food Inspector, "provided that said inspector be appointed on account of his fitness and qualifications for the office and not on account of his political influence."

FRISCO GROCERS MEET.

Discuss State Association and the Matter of Maintaining Prices.

The greater part of the time of the meeting of the San Francisco Retail Grocers on Wednesday evening was spent in the discussion of securing funds to continue affiliation with the State Grocers' Association.

J. A. Stulz said he considered it necessary for San Francisco to have the co-operation of other associations if this city were to accomplish the best possible results.

F. B. Connolly said that San Francisco profited more largely by the State Association than any other special organization. He pointed out that it was through the State organization that laws had been secured protecting the grocer who had a guarantee of the purity of his goods, allowing the attachment of public officials, making the wife's separate property responsible for grocery bills and prohibiting trading stamps—a law that the State Association is now helping test in the Supreme Court. Mr. Connoly stated that there were many other advantages to be secured from the State, but that these were the chief ones.

H. Rawe questioned the ability of the Association to pay the per capita tax of $1.

Mr. Stulz insisted that the grocers had always been able to raise money for anything they had wanted to do during the past 15 or 16 years.

Mr. Hurley insisted that the State Association was not worth 10 cents to the members and spoke against affiliating with it.

Bert McCoy favored keeping up the State Association but suggested that each member be assessed $1 if the treasury was not strong enough. He said he was sure every member would be willing to give up $1 for the cause.

T. H. Corcoran favored a special meeting to consider the matter.

J. J. Hayes spoke for continuing with the State organization.

F. B. Connolly said there was much to be gained from the State Association besides legislative influence. That as individuals the retail grocer was powerless, but collectively they were a power. He urged that the men present were a large percentage of the number who usually attended meetings and advised immediate action.

H. D. Burmeister advised sending postals to members asking for contributions.

Julius Berendsen favored this idea.

Mr. Connolly stated that as nearly all present apparently favored continuing affiliation with the State Association, he suggested the appointing of a committee on ways and means to devise a method for securing the funds. The committee appointed was Messrs. Connolly, Burmeister, Corcoran, D. J. Sullivan, Methmann Ring, Van Arsdale.

Mr. D. J. Sullivan advised strongly that delegates be required to pay their own expenses, which would save $150 to the organization.

The committee of five from Alameda county then urged the idea of closer co-operation between San Francisco and Alameda county in upholding prices. They were warmly applauded and assured that San Francisco would be prepared to follow any practical suggestion that might be made by their Oakland brothers towards securing results.

The meeting adjourned to beer and sandwiches at a late hour.

Many Delegates Expected.

Numerous Communities to be Represented at California's State Convention.

The convention of the State Grocers' Association, which is to be held at Stockton, August 21st and 22nd, promises to be very largely attended.

The past year has seen a remarkable strengthening in many of the associations along lines that experience has taught them were wise. Every association in the State can profit by learning of the methods that have been followed in these other associations. The successful association will be strengthened by the strengthening of the "weak sisters" in Association work who have failed to secure satisfactory results in the past.

Alameda County Ready.

In another column will be found a report of the meeting of the Alameda County Grocers' Association. This organization will send a full quota of delegates to the convention. All the delegates from Alameda county will be required to meet their own expenses. This association has added to its dues $1 per year to be collected by the secretary in order to meet the funds of the State Grocers' Association per capita tax. They are entitled to nine delegates and will probably make an effort to secure the presidency for L. Warnke, who has served as president of their organization for one term and as secretary of the State Association for two terms. Their election of delegates will take place at their next meeting, which will be held August 7th.

Sacramento in Line.

A letter has been received from the secretary of the Sacramento Retail Grocers' Association in which he says:

"We have elected our delegates to the State convention. Sacramento will be represented in force at Stockton, August 21st and 22nd. Sacramento will send seven delegates. They will all be there. We are gaining in membership and getting all we are asking for."

Program of Officers.

Accordingly to State Secretary Frank B. Connolly, the idea for this convention is to have the discussions carried on by the retail grocers themselves. There will be two chief features of the convention.

One feature of great importance will be a report from each affiliating association who, through some representative will tell what has been accomplished by that association and will then be prepared to answer queries from other delegates in regard to important features of the work accomplished.

Another important part of the work will be a discussion in open convention of the various features of Association work and questions that are now engrossing the attention of the grocery trade all over the United States.

This will be done with the idea of bringing out the thoughts and sentiments of various communities with regard to these various matters. These discussions will be unquestionably of great educational value to representatives of Associations who may not have considered these propositions fully in the past.

Every grocer in the State will be welcome to attend the various sessions of

(Continued on Page 9.)

PROTECTING PROFITS.

Recognition By the Trade of the Necessity for Better Conditions.

By H. W. Thurlow, Secretary.

It is very gratifying to the gentlemen who planned the Pacific Coast Retail Grocers' Association to see that all over the United States an agitation similar to their own is being taken up by the grocery trade.

One of the principal matters discussed by the recent wholesale grocers' convention held at Milwaukee on June 29th and 30th, was the policy of having manufacturers fix and maintain a fair selling price for their goods. At this convention there were present more than 300 wholesale grocers, who were the leading merchants from 30 different States. They passed resolutions favoring having the manufacturer govern the sale of his products by contract providing the manufacturer enforced that contract.

This has been the attitude of the management of the Pacific Coast Retail Grocers' Association, who have urged that manufacturers govern the sale of their goods through the retailers by contracts with the individual retailer and agreeing to give him their support and assistance providing he enforced the contract. Unless such a contract is enforced, it not only is of no value, but is really a detriment to the trade since it causes confusion and loss to those merchants who insist upon living up to any contract they may make.

It is only necessary for the grocers to look at Southern California in the south and Seattle, Spokane and Tacoma in the north, to realize that manufacturers will be willing and eager to give their goods such protection when the retail grocers desire it. This protection is as much of an advantage to the manufacturer as it is to the retailer, since the trade always displaces an article that does not give a sufficient margin with something that pays better.

It Pays Manufacturers.

The success of the Globe Grain and Milling Co. in introducing its goods in the markets of San Francisco and the bay cities is the best evidence of the fact that retail grocers desire a profit on their goods and will give preference to those manufacturers who will assure them such profits, providing the goods have merit. It is frequently a difficult matter to switch a customer on flour. Nevertheless, this has been done by nearly one thousand retail dealers of San Francisco and the bay cities. These men were assured by the Globe Milling Co. that they would not allow their flour to be cut. Knowing that they could safely offer this flour to their trade at the price fixed by the Globe Mills without danger of having that customer receive an offer of the same goods for less money, the trade were glad to push it, and the sale of "A-1," "Banquet" and "Silver Star" flour by the grocery trade of San Francisco has already reached very large proportions.

There is no question but that the introduction of the Globe flour could not have been brought about so readily had the trade been receiving fair treatment from the other mills, to whom they had been giving their best

Continued on page 24.

IT WILL BE YOUR BEST CUSTOMERS,

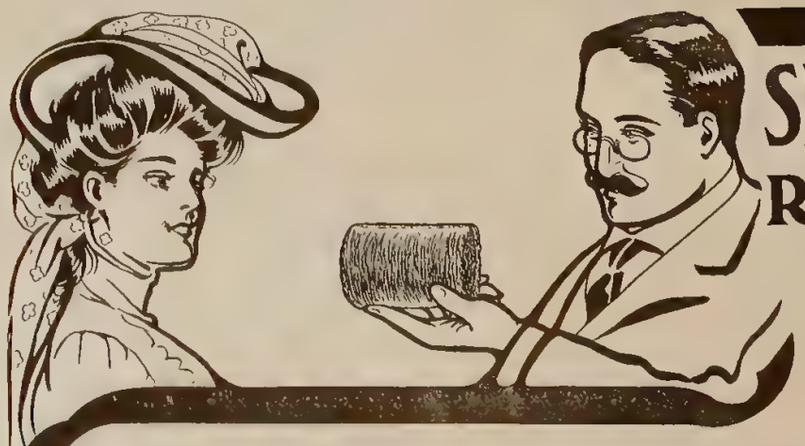
or some slow dealer's
best ones, that call for

HAND SAPOLIO

Always supply it and you
will keep their good will.

HAND SAPOLIO is a special toilet soap—superior to any other in countless ways—delicate enough for the baby's skin, and capable of removing any stain.

Costs the dealer the same as regular SAPOLIO, but should be sold at 10 cents per cake.



SHREDDED WHEAT RECOMMENDATION

The Best Cereal Food to Eat, and
The Best Cereal Food to Sell, is

Shredded Whole Wheat

It is made in two forms, Shredded Wheat **BISCUIT** and **TRISCUIT.**

TRISCUIT is a CRACKER, not a "breakfast food." It is used as toast in place of ordinary bread toast, and for all purposes for which the common white cracker of commerce is used.

Shredded Wheat **BISCUIT** is the standard wheat food of the world, delicious for breakfast, or for every meal for every day in the year. It contains all the nutriment in the whole wheat in digestible form. A good seller all the year round.

THE NATURAL FOOD COMPANY
Niagara Falls, N. Y.

SEASONABLE SUGGESTIONS.

Pointers "Borrowed" From the Columns of Various Careful Contemporaries.

Lemons are firm and apparently on a steady basis.

Summer drink season is now at its height. Grape juices, ginger ale, and other like drinks are selling well.

Apple butter is a good item for your picnic assortment.

A good quality of paper bags prevents much cussing.

Spices look like a good purchase. Pepper leads in strength.

Keep your store clean and you won't be troubled with flies.

The demand for ice-cream salt is good. How is your supply?

Most grocers are disposing of their last year's preserves at reduced prices.

Dried fruits put in pound paper boxes are in better demand at this time of year.

Get your line of condensed soups out. If you don't, the trade may forget all about them.

In what condition is your candy department? Better move it to a cool place in the store.

Trade in fruit jars is picking up rapidly. All markets are making a hard bid for the business.

The right kind of attention to the candy department will increase business in a profitable line.

Bird seed and bird gravel in packages are a good thing to place on the counter at this season.

Why not push custards and other preparations for ice cream now that the ice cream season is here?

There's nothing more important about the business of retailing than good feeling between employer and clerks.

If your clerks are "grouchy" there may be a good cause for it. Examine yourself conscientiously; the fault may be yours.

Saratoga chips done up in pound and half-pound packages is a good article to put with your picnic assortment.

Pickling season will soon be here. Your spice and vinegar stocks must be in such shape as to meet the demand.

Cheese is a good seler. Keep your cheese knives clean and the department clean and your sales will increase.

Grocers wishing to boom their bakery department should use a part of the show windows to display a few of their goods.

If you haven't a case showing samples of your package goods in crackers and cookies you better get one or make it.

Work your canned goods so that when the fresh stock comes on the market you will be in shape to put in this year's goods.

How about your stock of jelly? It is about time to get rid of last year's goods. Why not put it at a price that will tempt the trade?

Vinegar in bottles is a good seller to small families.

Trade in package cereals is on the increase with most retail grocers. The cereal department has come to stay and it is quite a department at that.

In your salt fish department have a list of the different kinds of fish so that customers do not have to "nose" around to find out what you carry.

Reports about a shortage in Japan tea crops continue to arrive. Prices on high grades are getting better. Some grocers are picking up tea bargains.

During the hot months the bakery department ought to pay well. Push this department toward the front of the store. Keep it clean and fresh looking.

Olive oils and salad dressings are good numbers at this season of the year. Keep them toward the front and don't forget to call the trade's attention to the line.

Occasionally women complain that when it comes time for pickling the grocers seem to forget that it is the large crocks the housewives are after. Don't let that be said of you.

Right over your "delicatessen" department have a list of the ready-made foods found there. A city grocer has his painted in large black letters so that it can be read from the front of the store.

A place for everything and everything in its place applies well to the stock. A grocer who mixes lamp stock with scrub-brushes will be paid for his carelessness when the heavy rush comes.

If you want to push toilet soaps sell three or six cakes for a quarter, but do not sell anything less than a quarter's worth. A merchant tells us that he has several brands that he never sells by the single cake, and it is easier getting the quarter than it is getting the five or ten cents for one cake.

One of the large department stores devotes a table to picnic goods and every can is labeled with a small white ticket giving the contents of the can and the price. While a customer is waiting to be served she can look over the whole list and know exactly what she wants by the time a clerk is ready to take her order.

Picnic items are selling fast these outing days. It pays to keep in stock a nice line of canned meats, also olives, potted cheese, sardines, etc.

St. Louis retailers have stirred up an awful row about manufacturers selling short weight crackers. Do you blame them? When a grocer pays for crackers he doesn't want pasteboard delivered to him.

Trade in fruit jars and the things that go with them, rubbers, sealing wax, etc., ought to be good now. Jelly tumblers are seasonable. Push these things. Advertise them. They also help sugar sales.

The canned pea pack is reported short and the reports have the right ring about them, too. Maryland and Baltimore report a shortage of approximately fifty per cent as compared with last season.

The rice market looks to be very strong. Southern advices indicate conditions which render a large reduction in yield this fall certain. Higher prices on this popular cereal are regarded as assured.

A little advertising properly directed will have a mighty good effect in driving off the dullnes or the dog days.

Olives stuffed with celery make a wholesome relish.

In purchasing nutmegs pick out those nuts which are of an oily appearance and heavy.

Oatmeal is a somewhat perishable article. Exposure to air causes it to have a bitter flavor.

Cocktail olives, otherwise the pitted Manzanilla fruit, are now a staple article on all up-to-date bars.

Tea deteriorates by keeping after reaching maturity, and it loses strength and flavor quite rapidly if it is frequently exposed to the air.

There is only one safe rule in the spice department, and that is to buy from a thoroughly reliable house. The dealer who looks around for bargains in spices will probably have no spice trade to care for before long.

Olives are recomemnded as useful for promoting digestion. They are good for people who need fattening up. The more they are eaten, the better they are liked. Samples of olives usually make customers for the goods, when freely distributed.

"Fourpenny" as a trade term in the hardware branch of the general store business, means four pounds to the thousand nails, and "tenpenny" means ten pounds to the thousand nails. Originally the word was "pound," but it was clipped until it finally became what it is to-day.

A high German authority prefers the lime and water method of preserving eggs to the water glass method. He says that the preserving of eggs in a water glass solution he would not recommend, as he has read that in handling eggs thus preserved one is liable to get a sore hand or loosened finger nails.

Iced tea is best when made with cold water, according to some authorities, because the aroma is not dissipated by the cold water. If an extract of tea is made with cold water it can be bottled, and if placed in a moderate temperature should keep for a reasonable time. When serving fill the glass with cracked ice, put some sugar on top of it, add a slice of lemon and then pour in the extract. It is surprising to most people that so simple a beverage should be so delicious. For making the extract a choice grade of Chinese congou or souchong is best fitted. Japan tea is least suitable of any tea. Fine oolong leaf makes good iced tea. For people of good nerves, who like green tea, fine imperials and young hysons are recommended.

A MATTER OF HEALTH

ROYAL



BAKING POWDER

Absolutely Pure

HAS NO SUBSTITUTE

All Grocers should carry a full stock of Royal Baking Powder. It always gives the Greatest Satisfaction to customers, and in the end yields the larger profit to the Grocer.

Whatever You Do

GET A Copy of

Salads:

How to Make . . .

. . . And Serve Them.

Recipes by

JANET McKENZIE HILL

Editor of the Boston Cooking School Magazine.

This Booklet Gives More and Better Information on the Subject than any Work of its Kind ever Compiled for Free Distribution, and the Recipes are not to be surpassed in any cook-book, regardless of the Price you may be charged for it.

Free to All who write for it to our Agents.

Mention this Publication.



SEVILLE PACKING CO.

Exclusivists in Olives and Olive Products . .

NEW YORK CITY . SEVILLE, SPAIN

Spohn-Patrick Company

Pacific Coast Agents

16-18-20-22 Front Street San Francisco, Cal.

BRANCH HOUSES

Portland, Seattle, Denver, Salt Lake City

SPOHN-COOK COMPANY, Los Angeles, Cal.

Tacoma, Wash.—Delegates are being elected by the local grocers' association for the State Convention, which meets here September 12, 13 and 14.

don't feel slighted

If we tell you that "You're Too Late" to get in on

Snider's Free Deal.

That is exactly what will happen if you keep putting off ordering from day to day.

Here is the Deal:

Offer No. 1. 1 case Pints Snider's Catsup Free with each order for 5 cases Pints Snider's Catsup.

Offer No. 2. 1 case ½-pints Snider's Catsup Free with each order for 3 cases Pints and 2 cases ½-pints Snider's Catsup.

Offer No. 3. 1 case ½-pints Snider's Catsup Free with each order for 10 cases of ½-pints Snider's Catsup.

Offer No. 4. ½ case ½-pints Snider's Catsup Free with each order for 5½ cases ½-pints Snider's Catsup.

Offer No. 5. 1 case Quarts Snider's Catsup Free with each order for 10 cases Quarts Snider's Catsup.

Offer No. 6. ½-case Quarts Snider's Catsup Free with each order for 5½ cases quarts Snider's Catsup.

Will be withdrawn without notice. Avoid **Loss of Extra Profit** by sending us your order TO-DAY!

Spohn - Patrick Company
Sole Agents
16-22 Front Street, San Francisco

SPOHN-COOK COMPANY, Los Angeles.

The Original Root Beer

Knapp's

Makes twice as much, and better Root Beer, than Any other Extract.

Brower Rich C. Agts.
330 Market Street.

PENALTY OF IGNORANCE.

Ridiculous Statement That People Read and Believe.

Many daily papers all over the country are printing excerpts from an article about adulteration of food that apepared in a recent issue of the "Saturday Evening Post" of Philadelphia. The article was filled with such preposterous libels on the men who sell food that Dr. C. H. La Wall, a chemist of the Pennsylvania Dairy and Food Department, has written the following letter of protest:

Philadelphia, June 30, 1905.

The Curtis Publishing Co.,
421 Arch Street, Philadelphia.

Dear Sirs:—In the "Saturday Evening Post" for June 17th there appeared a narticle entitled "The Penalties of Poverty," by David Graham Philips, in which the author cites some instances of adulteration which are so ridiculously unjustified as to cast discredit upon the entire article among those who are at all familiar with the subject.

I refer particularly to the paragraph upon sugar, milk and coffee. Mr. Pillips certainly should know by this time, if he did not know when the article was wirtten, that such gross methods as adding sand or chalk (marble dust) to sugar have not existed for years, if they ever did exist at all, except in the minds of the writers of jokes for the comic papers.

I have had a great deal of experience in the line of food adulteration and I have never seen or heard of sugar which contained chalk or marble dust, and I would be very much pleased if Mr. Phillips could tell me where such material can be obtained.

With regard to milk, I venture to say that such a thing as watering milk to double or treble its bulk has never come under the notice of the authorities either in Philadelphia or in New York, where the system of milk inspection is so well attended to that, at the present time, it is very rare to find milk to which one-fourth its volume of water has been added, and the absurdity of adding water to treble its bulk will be apparent to any one who cares to try it—such milk could not be sold to the most ignorant person.

The subject of coffee is also one on which Mr. Phillips needs enlightenment, as since the failure of the Camden firm some few years ago to foisten upon the market an artificial coffee bean very little adulteration is practiced, except in package pulverized goods, and even then it is not a common ocurrence.

I shuold be very glad to be of assistance to Mr. Phillips at some future time in furnishing him with data which will not make him a laughing stock to those who know something of the subject.

Yours very truly,
Charles H. LaWall.

CALIFORNIA PRODUCTS.

We welcome Vol. 1, No. 1. of "California Products," a new candidate for popular favor published at Los Angeles in the interest of fruits, nuts, wines and other fruit products of the Pacific Coast. The paper is attractive in appearance and the first number was well filled with valuable matter.

A SATISFACTORY SELLER.

Retail Grocers Assured of Satisfied Customers and a Fair Profit.

The most important element in the success of a retail grocer is satisfying his customers. The goods he sells must suit their requirements or the sale is unprofitable, no matter how big a margin he may secure.

When the article not only gives satisfaction to the customers as to quality, but is also satisfactory as to price, and at the same time pays the retailer a profit that is satisfactory to himself, every element for successful merchandizing has been supplied.

It is along these lines that the Alpine Evaporated Cream Company is building up its trade.

Alpine Cream is made at Hollister by the improved process and under the personal supervision of Mr. John B. Meyenberg. Mr. Meyenberg is the inventor and the original manufacturer of evaporated creams This means that he has had an experience of over twenty years and has been able to test and learn the value of every process that has been employed. The full advantage of this knowledge has been applied to the advantage of the Alpine Company, which is one of the best assurances that their cream will satisfy the customer.

The price at which Alpine Cream is sold to the retail grocer permits of its being sold in San Francisco and the other bay cities at the price of 10 cents, three for 25 cents, with a fair profit. It will be the endeavor of the Alpine Cream Company to see that the price is maintained. This company does not desire to have their goods handled by firms who may desire to sell cream less than three for 25 cents.

The established price of Alpine Cream is now being maintained in Southern California, the company having there the active co-operation of the Southern California Grocers' Association. The company is prepared to co-operate to the fullest extent to secure the maintenance of prices with the members of every other association that desires to secure a fair profit.

Alpine Cream is for sale by all jobbers.

FOLDING DELIVERY BOXES.

A Modern Convenience That Saves Grocers Space and Money.

It has been seven years since folding delivery boxes for grocers' use was first put upon the market. Their success was instantaneous. The many advantages of the folding box were quickly recognized by the retail grocery trade and at present there are over a million of them in daily use by the leading grocers of the country, especially in the East.

The folding delivery box is admirably adapted to delivery wagons because of its shape, lightness and strength. They insure against danger of breaking or crushing, since the boxes lock one into the other and cannot telescope. They save wagon space, since their square form permits their being packed more closely in the wagon than baskets could be. They insure a safe delivery of goods, since the boxes, when empty, are folded, and this is positive proof that no part of the order is being carried back to the store.

On the first part of the cover will be seen a letter from P. G. Hansen, a merchant well known to the retail grocers of the United States, who writes that he has used the folding boxes for the past four years and considers them the **best of modern conveniences for grocers** and that they are economical from every standpoint since they save space in the wagon and in the store and are four times cheaper than boxes because of their durability.

The Edw. Cornett Co. of St. Louis, Mo., have also written the manufacturers that since they first took hold of the folding boxes, they had bought about fifteen hundred or more. They add: "We do not think any live, wide-awake groceryman should be without them any more than they would do without scales."

The Pacific Coast agent is W. A. Hawley, whose offices are at 578 Mission St.

"H. S. Elliott" is the name over the store at 302 Third street that was formerly conducted as Elliott Bros. John S. Elliott, the older brother, has purchased the old-established store of Geo. Reed of Oakland.



TIPPING THE SCALE CLOSES THE SPOUT OF THE

BOND AUTOMATIC WEIGHER

It CANNOT Give Overweight.

Write for Catalogue to

BOND SCALE CO.
Office and Factory
1640 San Fernando Street,
LOS ANGELES

Branch Office and Salesrooms
220 California Street
San Francisco

WARNING TO DEALERS.

There is only one **"CRACKER JACK"**, and that bears the name of Rueckheim Bros., & Eckstein.

The law will punish anyone who sells other brands as and for **"CRACKER JACK"**.

It is illegal for any person to offer **"CRACKER JACK"** and deliver other goods instead.

Merchants will confer a favor if they will advise us of any person or persons who are attempting to deceive by branding and selling other Popcorn Confections under similar names.

We have instructions to prosecute every person who infringes on the name of **"CRACKER JACK"**.

DODGE, SWEENEY & CO.

OAKLAND GROCERS MEET.

Appreciate Results of Work Done by Associations, and Awake to The Future.

The grocers of Alameda County held a very interesting and important meeting on Monday evening. The spirit that pervaded the members was expressed by H. Hauch of Alameda in a discussion which arose as to supporting the directors of the Pacific Coast Association in their efforts to secure concerted action by the different Associations. Mr. Hauch said: "Optimism, the intention to go ahead, is the only thing that will accomplish anything for us. Unless we have the spirit to attempt better things and unless we are prepared to say what we mean and then back up what we say, we cannot hope for any better conditions. If the grocers can show that they have spirit and fighting capacity, their requests will be considered."

Secretary Reed reported that the cutting on Del Monte products had been stopped through the efforts of the Del Monte Mills, directed by Mr Holmes, the Alameda County representative of that concern.

The death of T. J. Parsons, president of the Del Monte Milling Co., was announced at this juncture. L. Warnke of Alameda then took the floor and spoke eloquently and feelingly of the co-operation and friendliness that had always been manifested towards the grocers by Mr. Parsons in their efforts to better trade conditions. Mr. Warnke stated that he had had occasion to interview Mr. Parsons many times and had always found him desirous of doing everything that lay in his power to better conditions.

Respect for T. J. Parsons.

On motion of L. Warnke, a resolution of condolence was passed and it was decided that when the Association adjourned they should adjourn out of respect for Mr. Parsons.

The matter of Association funds was then taken up. Mr. Nor, chairman of the committee that had this in charge, advised that the membership be divided into three classes. That class A be made up of grocers who employed one wagon or less and pay 50 cents per month as dues. Class B be made up of those grocers who employed two wagons and should pay $1 per month. Class C be made up of grocers having more than two wagons and should pay $2 per month as dues. It was decided that this would not supply sufficient funds to meet the expenses of the organization without some outside help. It was then voted that class A members should pay 75 cents, class B, $1.50, and class C, $2.50, and that once a year the secretary should collect $1 from each member to pay the State Association per capita tax.

Want Frisco's Co-operation.

A discussion as to the advantages that had accrued from the Association and the necessity of having manufacturers maintain the retail selling prices brought out the fact that owing to the lack of activity on the part of San Francisco's Association, Alameda County had been restrained from securing the greatest possible amount of usefulness through the organization.

Mr. H. D. Cushing suggested that a committee from the Alameda County grocers should be appointed to attend the next meeting of the San Francisco grocers and discuss the situation with them with the idea of arranging some way by which the grocers of the two cities could co-operate along matters of common interest. This suggestion met with general approval. The chair was instructed to appoint a committee of five and request each committeeman to take as many grocer friends along with him as could make it convenient to go. The committee appointed consisted of Messrs. Sill, Hauch, Cushing, Eiben and Warnke.

A communication from the State Grocers' Association requesting the appointment of delegates to the State convention was read. As Oakland has about 140 members, it was decided that she was entitled to nine delegates. Each delegate will be required to pay his own expenses this year. A full representation was desired as Vice-President Duncan stated that Alameda County was particularly anxious to make a strong showing at the Stockton convention, since they hoped to see one of their members fill the position of chief executive. This announcement brought applause from the members and blushes to the cheeks of Mr. Warnke.

The following members were then nominated for delegates to the convention at Stockton, the election to be held on the first Monday in August.

Warnke, Cushing, Hopkins, Hofman, Sill, Wixson, Hauch, Duncan, Troill, Eiben, Manning, Mitchell, Scott, Gibson, Hadlen, Clatanoff, Nor and Russell.

The suggestion of Mr. Hauch, the chair was instructed to appoint nine committees, one for Alameda, three for Berkeley, five for Oakland, of workers to get new members.

What's the Grocery Business Coming To?

The grocery business is coming to better things; may be the time is not at hand; may be it is.

What are the better things?

One of them is the elimination of the cutter.

When you can no longer say you sell cheaper than the other fellow — but when you can say your service is better — your store cleaner — your salesmen more intelligent and that you sell

SCHILLING'S BEST.

A CAR A DAY.

Carnation Cream Does a Record Business for the Month of July.

The month of July, 1905, has shown a record business for the Pacific Coast Condensed Milk Co. in Northern California. The sales thorugh the jobbing centers of this district have averaged a full car a day for each day of the month since July 1st, exclusive of Sundays. This is a marvelous record and would have been considered impossible had it been suggested two years ago.

The enormous sales of canned cream in this market are due largely to the campaign of education carried on by the Pacific Coast Condensed Milk Co. in the interest of Carnation Cream for the past four years. This campaign of education backed up by the quality of the goods has familiarized the general public with the desirability of evaporated cream and has made Carnation practically a "cow in the pantry," as its manufacturers are pleased to call it.

MANY DELEGATES EXPECTED.

(Continued from page 5.)

the Convention. The right to vote will of course, be confined to delegates.

Who Will be Delegates.

Every affiliating association is entitled to two delegates at large. They are also entitled to one delegate for every ten members up to fifty, and another delegate for every additional fifty. All individual members are entitled to attend as delegates. Every grocer in a town which has no affiliating association is entitled to become a member on the payment of the annual dues of $3.

Stockton Will Entertain.

The Grocers' Association of Stockton is officered by young, energetic merchants. This association has always been one of the most aggressive in the State. It has succeeded in securing many advantages for its members. In every movement to better trade conditions, the grocers of Stockton have always kept pace with the band wagon. They have never allowed any organization to pass them in their endeavor to get results.

They are now preparing to give a splendid time to all those grocers of the State who go to Stockton on August 21st and 22nd will not only have a very valuable experience but a very pleasant one.

PURE FOOD LAW.

We give herewith excerpts from the Penal Code of California showing what are to-day required by the statutes of California.

BLACKSTONE'S INKS

BEST TO BE BOUGHT

KEEPS IN ALL CLIMATES



Blackstone Manufacturing Co.
(Incorporated)
MANUFACTURERS OF
WRITING FLUIDS,
Mucilage, Shoe Polish, Shoe Paste, Shoe Dressing and Liquid Glue.
Office and Factory,
1960 Howard St. San Francisco
Telephone Capp 1111.





When You Know You Have a Good Thing, Stay With It!

This Description:

Richest in Butter Fat — Heaviest Stock
Purest — Finest Flavor

Just Fits

Carnation Cream

PACIFIC COAST CONDENSED MILK CO.
Manufacturers
Seattle and Kent, Wash. Forest Grove, Oregon.

SPOHN - PATRICK COMPANY, Sole Agents
for California, Nevada, Utah, Arizona and New Mexico
SPOHN-COOK COMPANY, Los Angeles, Cal.

YOU CAN SELL



OUR PET BRAND EVAPORATED CREAM

with a fair profit and at a popular price.

At the same time you have the satisfaction of supplying your trade with an article far superior to any brand which does not bear this

Top Label



It goes much farther and is more skilfully prepared.

Helvetia Milk Condensing Co.

HIGHLAND, ILL.

San Francisco Office, 3 California St.

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Each of these departments in this Price List is checked up and corrected every week by two or more reliable authorities on values. More than thirty wholesale houses co-operate with us to secure for our List the greatest accuracy possible.

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COLUMN 1.
Department 1.

COFFEE, CHICORY, ETC.

Green Coffee.

Mocha, Genuine Arabian	23	25
No 2	17	18
No. 3		16
Kona (Hawaiian)	10	18
Mexican	13	18
Java, common	15	18
Java, brown plantation	20	25
Caracol, prime washed	13	16
Caracol, ordinary	13	14
Guatemala	11	17
Costa Rica	12½	16
Salvador	10¾	12

Roast Coffee.

Salvador	13	20
Costa Rica	16	20
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Good C. A. Blends	18	20
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Private Brands.

Royal Java Roast	13
Lion, 100-lb	14.97
Arbuckle's, 100-lb	14.87
Arab, 1-lb tin	.13
Hill's Bros Arabian Roast	.27
"M.J.B.," 60 1's in case	.28
"M.J.B.," 30 2 s in case	.27
"M.J.B.," 20 3 s in case	.25

Schilling's Best Coffee.

Tins: 30-lb price
60-lb case ¼ off

	1-lb	1lb	2lb	3lb
	cartons	tins	tins	tins
5-star	36¼	39¼	38¼	38
4-star	29¼	32¼	31¼	31
3-star	25¾	28¾	27¾	27½
3-star Laquered (3-lb. tins only)				27½
2-star	22¼	25¼	24¼	24
1-star	18¾	21¾	20¾	20½

Cartons only in 25, 30 or 100 lb cases can be assorted as required.

The Porto Rico Co.

Ponce de Leon, sealed cans only, 1-lb 0, 2-lb 29, 3-lb 28½
Cream of Mocs, 1-lb cartons 25
La Gloria de Porto Rico in bulk 26

Ground Coffee.

Hill's Bros. Arabian Roast	27
Cafe des Gourmands	26
Mexomoka	15

Chicory.

California	6
Belgian	7
German, Genuine	8

Coffee Extracts.

Bulk, per lb	07
Vienna, ¼'s, 10-lb bx	25
Vienna 1's 10-lb. bx	25
Ackermann's, ½-gross bxs, gross	4 00

COLUMN 2.
Department 2.

TEAS.
Japan.

(Panfired, Sundried or Basket-fired.)

Extra Fancy	56	74
Fancy	44	55
Extra Choicest	39	43
Choicest	34	38
Fine	24	33
Fair	22	24

Green China.

(Gunpowder, Imperial or Young Hyson.)

Extra Fancy	55	76
Fancy	33	44
Choicest	25	27
Extra Choice	32	24
Fine	25	31
Fair	20	25

English Breakfast.

Extra Fancy	67	80
Fancy	51	66
Choicest	35	50
Choice	24	30
Fine	20	22
Fair	15	20

Oolong.

Extra Fancy	58	$1.50
Fancy	50	57
Extra Choice	36	43
Choicest	23	25
Fine	27	32
Fair	22	26

Ceylon and India

Broken Orange Pekoe	36	65
Broken Pekoe	33	54
Orange Pekoe	31	53
Pekoe	27	46
Pekoe Souchong	24	39

Schilling's Best Teas.

(Packed only in 16, 12, 8 and 6-oz. Cartons. Never in bulk.)

Japan, per lb	45
do, 1 cr., 90c, 2 crn.	$1 80
English Breakfast	44
do, 1 crn., 90c, 2 crn.	$1 80
Ceylon	45
do, 1 crn., 90c, 2 crn.	$1 80
Oolong	52½
do, 1 crn., 1 05, 2 crn.	2 10

TRUE TEA

(Pride of Japan, etc.)

Packed in 1 lb and ½ lb. cartons.

Japan	37½
E B Congou	37½
Oolong	39
Gunpowder	45
Ceylon	49

COLUMN 3.
Department 3.

SUGAR AND SYRUPS.

The Western Sugar Refining Company quotes net cash prices as follows. Barrels are an advance of 10c, half barrels, 25c, boxes, 50c, 50-lb. bags, 10c.

Dry Granulated, 100-lb. sk	6 10
Fruit Granulated	6 10
Confectioners' A	5 10
Cube	5 25
Crushed	5 35
Fine Crushed	5 35
Candy Granulated	5 20
Magnolia A	4 70
Extra C	4 60
Golden C	4 50
Beet D. G.	5 00
Bar Sugar bbls	6 60

¼ cent off for prompt cash.

Do	½-bbls	6 80
Do.	40-lb tins	8 60
Do.	30-lb tins	8 60
Do	30 lb boxes	7 15
Domino, 5-lb. cartons, 24 to cs		8 10

SYRUPS.

Saratoga Drips (Long's)	gal	Gal
50-gal bbls		$ 10
30 gal bbls		52
17 gal bbls		55
5 gal jackets		2 35
4½ gal jackets		2 01
2 gal kits		1 23
1¼ gal. kits		94
1 gal tins		70

Pac. Coast Syrup Co.

Tea Garden Drips -	Case
12 1 gal tins	$8.40
20, ¼ gal tins	7 20
24, ½ gal tins	7 34

Orange Blossom Drips.

6 1 gal tins	per case	$2 40
12 ½ gal,	"	2 60
24 quart	"	2 60
20 2-lb.	"	2 85
50 gal bbls		32
25-gal ½-bbls		35

Molasses.

New Orleans

Genuine Light, about 70 gals bbls	50
Genuine Light 30 gal. ½ bbls	62
Genuine Light 15 gal ¼ bbl	65
Genuine Light, 5 gal. kegs, gal	67

	Doz.
Pelican 1, 1 gal tins	2 60
Pelican 20, ½ gal tins	2 60
Pelican, 24, ¼ gal tins	2 10

COLUMN 4.

Maple Syrup.

Woodlawn (Long's)	case	Case.
Gal cans, 10 to cs		$11 00
Gal. cans, 6 to cs		6 60
½ gal cans, 12 to cs		7 14
¼ gal cans, 24 to cs		8 10
10 gal jackets, each		10 15
5 gal jackets, each		5 11
4½ gal jackets, each		4 63
Qts, glass, 12 in cs		4 60
Pts, glass, 24 in cs		4 90

Pac. Coast Syrup Co.

Tobogggan	Doz.
¼ gal tins, 2 doz. to cs	2.25
½ gal tins, 2 doz to cs	4.00
½ gal tins, 20 to cs	7.20
1 gal tins, 12 to cs	13.20

"OLD MANSE"
—Absolutely Pure—
CANADIAN SAP MAPLE SYRUP.



	Doz Price
1 gal cans, ½ doz in cs	$12 00
½ gal cans, 1 doz in cs	7 20
½ gal cans, 2 doz in cs	4 20
¼ gal cans, 4 doz in cs	2 60
Qt bottles, 1 doz in cs	1 70
Pt bottles, 2 doz in cs	2 00
Decanters, 1 doz. in cs	5 50
4½ gal Jackets, per gal	1 15

Retail Discount 5 per cent 10 cases 7½ 25 cases or over 10%

On each package we offer to forfeit $1 00 00 if found short in measurement or containing any impurities

Maple Sugar.

Vermont, pea pure, abt 20 1-lb bricks, per lb	17
Vermont, pea pure, abt 20 3 lb bricks per lb	15½
Log Cabin in 1, ½ and ¼ lb bricks assorted in 25-lb pails per lb	15
Wonder's, in 1, ½ and ¼ lb bricks assrtd, per lb	14

COLUMN 5.
Department 4.

DRIED FRUITS NUTS AND HONEY.

(Add ¼c for 50-lb boxes and ½c for 25-lb. boxes.)

Apples.

Sundried, sacks	5
Evap, fancy 50 lb bxs	8½
Evap ex choice 50 lb bx	8
Evap, choice 50 lb bx	7½

Apricots.

	1905 Crop
Choice Racks	8
Fancy Racks	9
Fancy, 25 lb boxes	9½

Blackberries.

In boxes, per lb	11

Cherries.

Pitted, in boxes per lb	30
Unpitted, in boxes, per lb	11

Currants.

In bbls (tubs 6¾)	6½
In mats 50 lb	7
Recleaned in bbls	7
Recleaned 25 lb boxes	7½
Recleaned 50 lb boxes	7¾
Recleaned 1-lb cartn	8½
Recleaned 12 oz cartn	6¾

Dates.

Fard 14 lb. per lb (70 lb 7)	8
Per inn 60 lb case	6½

Figs (California)

Black sacks	4½ 5
Black 2 lb boxes per bx	1.70 1.80
White, bags	4½ 5
White 10 lb bx per lb	60
White 10 1 lb bxs, pr bx	65 75

Figs (Imp Smyrna)

Fancy 10 lb bx per lb	13
Choice, 5-lb bx per lb	10

Nectarines.

White	8½
Red	8

Peaches.

Choice in sacks	9
Ex choice, in sacks	10
Fancy, in sacks	11

Pears.

Choice, ¼'s, in sacks	10
Ex choice ½'s, in sacks	11
Fancy, ½'s, in sacks	12

Plums.

Unpitted	3
Pitted bleached	9
Pitted, black	7

COLUMN 6.

Prunes.

	Sks.
10s-40s	7
40s-50s	6½
50s-60s	4¼
60s-70s	3¾
70s-80s	2¼
80s-90s	2½
90s-100s	2

Raisins.

	Box	½'s	¼'s	50 lb
6 Cr. Layers	3 25	—	—	—
5 Cr. Layers	2.75	—	—	—
4 Cr. Layers	2.25	—	—	—
3 Cr. Layers	1.25	—	—	—
2 Cr. Layers	1 15	—	—	—
4 Cr. Loose	—	—	—	05¾
3 Cr. Loose	—	—	—	05¼
2 Cr. Loose	—	—	—	04¾

Thompson Seedless, bichd, 50-lb boxes 11

Sultana Seedless, bichd, 48 1's, per lb. 8

Seedless Muscatels, 50-lb cases 4

Seeded, 1-lb cart. 7½

Seeded, 12-oz. cart. 5¾

NUTS.

Almonds, fancy, I. X. L. none

Almonds, choice, soft shell, Drake 16

Almonds, shelled, No. 1. 14

Almonds, shelled, No. 2. 32-35

Almonds, shelled, Jordan, Imp 27-30

Almonds, shelled, Jordan, Dom. .58

Almonds, Jordan, Dom. . 37½ .40

Brazils, 210-lb sks, new .12 .13

Chestnuts, Cal. Italian. .09 .10

Cocoanuts, $6 100. . . . . 4.50 5.50

Filberts, 175-lb sk. . . . . .11 .12

Peanuts, Japanese, hand picked . . . . . .06½ .07

Peanuts, roasted . . . . . .08 .08

Pecan, polished . . . . . .14 .15

Pine 10½

Walnuts, hard shell 18½

Walnuts, sft shll, No. 2 .14½

Walnuts, sft shll, No. 1.

COLUMN 7.

HONEY.

Water White, 2 5's, lb.	.07
Light Amber, 2 5's, lb.	.06
Lt. Amber, 10 1 gal tins, gal	.75
Lt. Amber, 20 ½ gal tins, gal	1.00
Lt. Amber 2-lb tins, doz. . . .	2.60
Lt. Amber, 16-oz. bots, doz. . .	1.35
Comb, 1-lb glass jars, doz. . .	1.75
Comb, 2-lb glass jars, doz. . .	2.90

Fine Apples.

	Per Doz.
2 lb., fancy sliced, E. & C., 2 doz. in case	2 50
2 lb. grated, 2 doz in case.	2 25
2 lb. shredded, 2 doz. in case Hawaiian	1 65

Johnson's—Columbia.

2 lb. sliced, 2 doz. in case.	2 30
2 lb. grated, 2 doz. in case.	2 30
1 lb. sliced, 4 doz. in case.	1 15
1 lb. grated, 4 doz. in case.	1 15
gal., coreless, 4½ lb. to tin, ½ doz. in case, per lb. . .	16
gal., grated, 7 lb. to tins, ½ doz. in case, per lb. .	13
2 lb., sliced, Baltimore, 2 doz. case	2 25
2 lbs., grated, Baltimore, 2 doz case	2 25
1 lb., cocktail, Baltimore ovals, 4 doz. case.	1 25
2 lb., sliced, Singapore, 4 doz case	1 75
3 lb., sliced, Singapore, 2 doz. case	2 40

Royal Hawaiian,
2-lb grated, 2 doz. case 1 80
2-lb sliced, flats, 2 doz. case 2 00
Tall, 2-lb sliced, 2 doz. case. . 2 00

COLUMN 8.

Department 5.

JELLIES, JAMS, ETC.

Griffin Extra Preserves.

Raspberry, strawberry, blackberry currant, loganberry, per doz. . . . $2.00

Cherry, per doz. $2.00

Less 10 per cent in 5-case lots.

Apricot, Damson, Fig, Gooseberry, Gage, Peach, Plum, Quince, per doz. 2.00

Orange Marmalade. 2.00

Less 10 per cent in 5 case lots.

Long's Preserves.

Strawberries, Raspberries, Blackberries, Loganberries, Cherries, Pineapples, Pears, Figs, in 20-oz. glass jars, 2 doz. in cs., per doz. $3 50

Apricot, Plum, Quince, Orange, Peach, in 20-oz. glass jars, 2 doz. in cs., per doz. 3 20

Asstd, 2 doz. in cs., per doz. . . 3 30

JAMS.

Curtice Bros. Co., Rochester, N. Y.

In 16 oz. Glass Jars.

Strawberry, raspberry, raspberry and currant, red cherry, white cherry, apricot, black currant, red currant, quince (sliced), peach (sliced), pear (sliced), blackberry, gooseberry, grape, green gage, egg plum, damson, pineapple marmalade, tomato marmalade, orange marmalade, per dozen, $1.95.

All above packed in cases of 2 dozen each.

COLUMN 9.

Long's Peerless Jams.

Strawberry, Raspberry, Blackberry, etc., in 16-oz. glass jars, 2 doz. in cs., per doz. . 2 00

Long's Pure Currant Jelly.

Tumblers, 2 doz. in cs., doz. . 2 00

30-lb. kits, per kit 3 00

15-lb. kits, per kit. 1 75

Marmalades.

Orange (Dundee) 48-1's, doz. 2 75

COLUMN 10.

Apple Butter.

Cuttings, 5-lb. tins, per doz. . . . $2.50
Heinz, 2's, 2 doz. in cs, doz. . $2 25
Heinz, 3-lb stone crocks, doz. 4 25
Heinz, 4½-lb stone crocks, dz 6 50
Heinz, 18-lb. stone crocks, lb. . 11

Peach Butter.

Heinz 4½-lb stone crocks, doz 9 00
Heinz, 18-lb. stone crocks, lb 14

Maraschino Cherries.

Long's, qts, 12 to cs, per cs. . 6 50
Long's, pts., 24 to cs., per cs. 7 50

FRUIT	JELLIES: 2 lb. Extra	2 lb. Stand	1 lb. Extra	Tumblers	Ex. Lunch 1 lb Glass	JAMS: 2 lb. Extra	2 lb. Stand	1 lb. Extra	Tumblers	Ex. Lunch 16 oz Gl's Preserves
Apple	1 55	1 35	1 00	85	1 75					
Apricot	1 55	1 35	1 00	85		1 60	1 35	90	90	1 80
Assorted	1 55	1 35	1 00	85	1 75	1 60	1 35	95	90	1 80
Assorted No 2					1 75				95	1 80
Blackberry	1 55	1 35	1 00	85	1 75	1 85	1 60	95	90	1 80
Cherry										1 80
Crabapple	1 55	1 35	1 00	85	1 75					
Currant	1 75	1 50	10	85	1 90	1 85	1 60	95	90	1 80
Damson					1 75					1 80
Fig						1 60				1 80
Gooseberry	1 55	1 35	1 00	85	1 75			95	90	1 80
Grape (Catawba)					1 75					
Green Gage										1 80
Lemon	1 55	1 35	1 00	85						
Loganberry					1 75					1 80
Orange Marmalade		1 35	1 00	85		1 60		90	90	1 75
Peach	1 55	1 35	1 00	85		1 60	1 35	90	90	1 80
Plum	1 55	1 35	1 00	85	1 75	1 60	1 35	90	90	1 80
Quince	1 55	1 35	1 00	85	1 75	1 60	1 35	90	90	1 80
Raspberry	1 55	1 35	1 00	85	1 75	1 85	1 60	95	95	1 80
Strawberry	1 55	1 35	1 00	85	1 75	1 85	1 60	95	95	1 80

CANNED VEGETABLES.

	$
Asparagus "Griffin Extras" Mammoth	
Large White	
Medium White	
White Tips	
Artichokes, 2½'s "Griffin	3 00
Beans, Stringless Extras"	1.20
Beans, Blue Lake	1 30
" " " gal	4 50
Beans, String, 2-lb	.80
Beans, String, gal	3.50
Beans, Lima, Soaked	1 60
Beans, French, Kidney, 2-lb	1.15
Beans, French Red Kidney, 2-lb. "Joan of Arc" Brand, p.dz 1 case free with 10.	1.15
Pancy Eastern	1.85
Corn, Smith's Hulled, 2 doz. in case, per doz.	1.20
Hominy, Great Western, 3 lb	1.20
Corn, 2-lb, Western	.95
Corn, 2-lb, Maine	1.35
Dunbar's Okra, 2½-lb	1.70
Petit Pois, Griffin extra	1.50
Peas, Griffin extra sifted	1.25
Peas, Standard sifted	1.10
Peas, Standard Marrowfat	.95
Pumpkin, 3-lb.	1.37½
Spinach, 2½	1.75
Succotash, fancy, tins	1.40

Tomatoes.

	doz.
3's, Griffin's Ex. Solid Pack	$1.10
3's, Griffin's Ex., with peppers	1.15
2½'s, Cutting's Solid Pack	.90
2½'s, Cutting's Solid Pack, with peppers	.95
2½'s, Cutting's Standard	.70
Gallon, Standard	2.00
Gallon, Solid Pack	2.75
Gallon, Puree	2.35

P. F. Rathjens
PORK PACKER
1311-1315 Pacific Street.

Sausages.

Garlick Frankfurter 10
Bologna 10
Blood and Liver 9
Tongue and Headcheese 12
Choice California Ham 12
Extra Light Bacon 15½
Medium Light Bacon 12½

Boiled Hams.

Kingan 20
Eastern 19
California 17

Mettwurst.

Extra Home Made . 20, 22½, 25

LARD.

50 lb. tins . . . . . $
20 lb. tins 9½
10 lb. tins 10
5 lb. tins 10
3 lb. tins 10
1 lb. cups 11

Department 6.

CANNED FRUITS AND CANNED VEGETABLES.

1 lb. Extras	2½ lb. Extras	2½ lb. Extra Standards	2½ lb. Standards	2½ Second	2½ Water	2½ Pie	KIND	Gallons Extras 3 lb. Grade	Gallons Extras 2½ lb. Grade	Gallons Extra Standard	Gallon Standard	Gallon Water	Gallon Pie
2 25	1 65	1 40	1 30	1 15	1 05	1 05	Apples			4 00	3 50		2 65
2 50		1 85	1 25	1 10	1 00	1 00	Apricots	5 75	5 00	4 50		2 75	2 40
							" peeled						
							" sliced						
							Assorted			4 25	4 00	3 75	3 40
2 25	1 70	1 45	1 35	1 20			Blackberries						
							Cherries (Royal Anne)						3 65
							Cherries (White)			5 25	4 60		3 65
							Cherries (Black)			3 50	3 10	2 50	2 25
2 00	1 35	1 20	1 10	95	90	90	Grapes (White Muscat)						
	1 60		1 25	1 10			Nectarines						
2 65							Peaches (Yellow)	6 50	5 25	4 60	4 25		
2 75							Peaches (Lemon Cling)	7 75	7 00		5 00		
2 75				1 40			Peaches (Lemon Cling Sliced)	7 75	7 00	5 75	5 00		
							Peaches (White Heath)			5 25	4 75		
2 65			1 55				Peaches (White Heath Sliced)						2 40 pld
2 75	2 25	2 00	1 90	1 35		1 00 / 1 05 pld	Pears (Bartlett)	7 00	6 25	5 25	4 75	3 75	2 15 unpl
2 10	1 45	1 20	1 10	95	90	90	Plums (Green Gage)	5 00	4 25	3 50	3 25	2 55	2 30
2 10	1 45	1 20	1 10	95	90	90	Plums (Egg)	5 00	4 25	3 50	3 25	2 55	2 30
2 10	1 45	1 20	1 10	95	90	90	Plums (Gold Drop)	5 00	4 25	3 50	3 25	2 55	2 30
2 15	1 50	1 25	1 15	1 05	95	95	Plums (Damson)						
	2 00	2 35	2 10	1 05			Raspberries						
	2 10	1 85	1 70	1 46			Strawberries						

Department 7.

PROVISIONS.

Hams.

Eastern Standard, 17/19	.13½
Eastern Standard, 15/16	.13½
Eastern Standard, 12/14	.13¾
Eastern Standard, 10/12	.14
Eastern Fancy 10-12	.14½
Local cure, all averages .12¾,	.13½
Picnic Hams	.8¾

Boiled Hams.

Skin on	.17½
Skin off	.19½

Breakfast Bacon.

Eastern Standard, 6/8	.17½
Eastern Standard, 8/10	.16½
Eastern Standard, 10/12	.15
Eastern Fancy	.18½
Local cure 14	.16

English Cured Bacon.

Eastern cure, 8-10	.15
Eastern cure, 10/12	14

Dry Salt Bacon.

Clear medium Bacon	.10¾
Clear light medium	.10½
Clear Lt. med. select	.11
Light Belly	.13½
Extra light Belly	.14
Bacon Backs	.10¾
Bacon Bellies	.12½

Dry Salt Meats.

Sides	.10¼
Bellies	.11½
Backs	.09½
Fat Backs	.10

Barreled Pork.

	Bbls.	½-bbls.
Spare Ribs	$	
Family Pork	14.50	7.50
Clear Pork	19 00	9 75
Pig Pork	22.50	11.50

Barreled Beef.

Mess Beef	10.50	6.00
Extra Mess Beef	11.50	6.00
Family Beef	10.50	6.00
Extra Family Beef	11.00	6 25
Beef Tongues	25.00	13.00

Pigs Feet.

Tierces, about 300 lb.	$18.00
Barrels, about 200 lbs.	13.50
½ barrels, about 80 lbs.	5.00
Kegs, about 25 lbs.	2.10
Kits, about 15 lbs.	1.25

Honey Comb Tripe.

Tierces, about 300 lbs.	$17.00
Barrels, about 200 lbs	13.00
½ barrel, about 80 lbs.	5.00
Kegs, about 25 lbs.	2.10
Kits, about 15 lbs.	1.25

Sausages.

	Per lb.
Braunschweiger	17
Italian Salami	23
D'Arles	22
Mortadella	24
Bologna	8½
Frankfurters	8½
Garlic Sausage	9
Liver Sausage	8½
Pork Sausage	8½
Head Cheese	8½
Tongue Sausage	8½

Pure Leaf Lard.

Tierces, about 350 lbs net	9¼
½-bbls, about 100 lbs net	9½
80-lb. Wood Tubs, 80-lbs. net	9¾
60-lb. Wood Tubs, 60 lbs. net	9¾
20-lb. Wood Pails, 20-lbs. net	9¾
50-lb. Cans, 1 to a case	9¼
20-lb. Cans, 4 to a case	9¾
10-lb Cans, 6 to a case	10
5-lb. Cans, 12 to a case	10¼
3-lb. Cans, 20 to a case	10¼

Compound Lard.

Tierces, about 350 lbs. net	5½
½-bbls., about 100 lbs. net	5¾
80-lb. Wood Tubs, 80 lbs. net	5¾
60-lb. Wood Tubs, 60 lbs. net	5¾
20-lb. Wood Tubs, 20 lbs. net	5¾
50-lb. cans, 1 to a case	5¼
50-lb. cans, 2 to a case	5¼
20-lb. cans, 4 to a case	5⅜
10-lb. cans, 6 to a case	5¾
5-lb. cans, 12 to a case	5⅜
3-lb. cans, 20 to a case	6

ANCHOR PACKING CO.
140 Eighth St., S. F., Cal.
PORK PACKERS AND PROVISION DEALERS.
Boilers of Kingan and Anchor Hams.
SAUSAGES, COOKED MEATS, TONGUE

Hams, Kingan, boneless boiled	20c
Anchor, "	19c
Bacon (special)	16c
Lard, 55	9¾c
" 20	10c
" 10	10c
" 5	10¼c
" 3	10¾c

Please note that our hams are all hand tied.

Scientifically Cooked
Flavor Unexcelled



H. M. WOLTER & BRO.
Dealers in
...Boneless Boiled Hams...
Leading Grocers and Delicatessens Pronounce Them The Best.
103 12th St. Tel., Mint 1763
KINGAN'S 21
CUDAHY'S "REX" . 20

HEINEMAN & STERN
916 Larkin Street

Garlic Sausage,	Lbs.	
Ring	"	
Bologna	"	
Frankfurter	"	
Rollada	"	
Smoked Beef	"	
Pickled Meat	"	
Headcheese	"	
Tongues	Doz.	
Dried Beef	Lbs.	
Smoked Mutton,	"	

Prices quoted on application by telephone or letter

COLUMN 11.

COLUMN 12.

Department 8

CANNED MEATS

ALL PRICES ARE PER DOZEN	No. 1¼ Tins 4 Doz. in Case	No. 1½ 2 Doz. Tins in Case	No. 1 Tins 1 Doz. in Case	No. 2 Tins, 1 or 2 Doz. in Case	No. 6 Tins 1 Doz. in Case	No. 14 Tins ½ Doz. in Case	No. 1 Tins 1 Doz. in Case
Corned Beef	.....	.....	1 30	2 80	8 25	18 25	.....
Roast Beef	.....	.....	1 30	2 80	8 25	.....	.....
Roast Ribs of Beef, Boneless	.....	.....	1 40	2 50	.....	.....	.....
Roast Mutton	.....	.....	.....	2 70	.....	.....	.....
Brisket Beef	.....	.....	1 10	2 50	.....	.....	.....
Boiled Beef	.....	.....	1 35	2 40	8 25	.....	.....
Chipped Beef	.....	.....	.....	2 10	15 50	.....	.....
Sliced Beef, in tins	.....	1 20	2 50	.....	.....	.....	2 75
Sliced Beef, in glass	.....	1 40	2 50	.....	.....	.....	.....
Brawn	.....	1 45	2 75	.....	.....	.....	.....
Compressed Ham	.....	.....	1 40	2 45	8 25	.....	.....
Lunch Tongue	.....	.....	1 50	3 75	.....	.....	.....
Lambs Tongue	.....	1 90	3 25	6 50	.....	.....	.....
Sliced Ham	.....	1 70	2 95	.....	.....	.....	.....
Sliced Bacon	.....	.....	3 70	6 40	.....	.....	.....
Sliced Bacon in Glass	.....	.....	.....	.....	.....	.....	2 80
Deviled Ham	40	.....	.....	.....	.....	.....	.....
Potted Ham	40	80	.....	.....	.....	.....	.....
Potted Ox Tongue	40	80	.....	.....	.....	.....	.....
Potted Chicken	90	.....	.....	.....	.....	.....	.....
Potted Turkey	90	1 60	.....	.....	.....	.....	.....
Deviled Chicken	90	1 60	.....	.....	.....	.....	.....
Deviled Turkey	90	1 60	.....	.....	.....	.....	.....
Boneless Chicken	.....	1 60	.....	.....	.....	.....	.....
Boneless Turkey	.....	3 40	5 55	.....	.....	.....	.....
Veal Loaf	.....	3 40	5 55	.....	.....	.....	.....
Ham Loaf	.....	1 10	2 10	.....	.....	.....	.....
Beef Loaf	.....	1 10	2 10	.....	.....	.....	.....
Chicken Loaf	.....	1 10	2 10	.....	.....	.....	.....
Chicken Pate and Ham	.....	1 60	2 75	.....	.....	.....	.....
Chili Con-Carne	.....	1 10	.....	.....	.....	.....	.....
Beefsteak and Onions	.....	.....	1 40	.....	.....	.....	.....
Hamburger Steak with Onions	.....	.....	1 60	.....	.....	.....	.....
Frankfurter Bratwurst	.....	1 95	2 00	.....	.....	.....	.....
Sweetbreads	.....	.....	2 00	.....	.....	.....	.....
Vienna Sausage	.....	.....	2 40	.....	.....	.....	.....
Oxford Sausage	.....	90	1 55	.....	.....	.....	.....
Bologna Sausage	.....	.....	2 45	.....	.....	.....	.....
Vienna Sausage and Kraut	.....	.....	2 25	.....	.....	.....	.....
Corned Beef Hash	.....	.....	1 20	.....	.....	.....	.....
Lunch Sausage	.....	1 10	1 50	.....	.....	.....	.....
Ox Tongue, whole	.....	.....	90	.....	No1½	No 2	No2½	No. 3
Minced Collops	.....	.....	.....	.....	6 50	7 50	9 50	12 00
Tripe	.....	.....	.....	.....	2 45	.....	.....	.....
Pork Sausage	.....	1 05	.....	.....	1 75	.....	.....	.....
Stewed Kidneys	.....	.....	.....	.....	2 50	.....	.....	.....
Pork and Beans, Plain	.....	.....	90	1 40	.....	.....	1 85
Pork and Beans, with tom. sa'e	.....	.....	95	1 45	.....	.....	1 90

COLUMN 13.

New Herring.

Holland, ex. selctd mxd bbls.	$17 00
Holland, ex. selctd mxd ½-bbl	9.00
Holland, ex. selotd mxd, keg	1 10
Holland, cheaper grade	90
Holland, cheap. gr., mxd, bbls	15 00
Holland, chp. gr., mxd, ½-bbl	8.00
Holland, ex. select Milchner, bbl	none
Holland, ex. select Milchner, ½-bbl	none
Holland, ex. select Milchner, keg	none
Holland, cheaper grade	1.25
Holland, cheaper grade, bbls.	none
Holland, cheaper grade, ½-bbl	none
Labrador Split, 100 fish	5 25
Labrador, round, 100 fish	4.75
Pacific, ½-bbl	2.25

SMOKED FISH.

Bloaters, Grim., 100 in box	$2.65
do. do. 50 in box	1.50
Bloaters, Cromarty	2.65
Yarmouth, 100 in box	
Halibut, chunks	15
Herring, in boxes, Eastern	20
Herring, in boxes, Washington	15
Herring, boneless, Beardsley's tins, doz	$1.50
Herring, boneless, Beardsley's small, doz	1.00
Herring, Beardsley's Boneless, vacuum tumblers, 2 doz. in case	1.95
Finnan Haddies	1.75
Moir's Selected Red Herrings, 100s	2.10
Moir's Selected Red Herrings, 50s	1.25
Salmon, per lb	18 20

POTTED FISH.

	Per doz
Potted Crab	$1.85
Kipper Paste	1.00
Anchovy and Bloater Paste, plain pots	2.30
Ditto, fancy pots	4.75
Yarmouth Bloater Paste	75
Ditto, fancy pots	4.75
Kippered Herrings	1 90
Kippered Herrings, Moirs	1.90

CANNED FISH.

	Doz.
Anchovies, in oil, 2 doz. ½ pts., in glass, doz	4.00
Anchovies 2 doz. ¼ pts., doz	3 00
Bloaters, Yarmouth C. & B., doz	4.50
Codfish Balls, 2-lb tins, per doz	2.25
Eels, Hamburg, in jelly, 1-lb tins	1 90
Eels, smoked, 1-lb, ℔ doz	2.40
Finnan Haddies, 2-lb oval	2.25
Finnan Haddies, 1-lb, round, ℔ doz	2 00
Sardelles, imported, 1-lb tins	3.00
Sardelles, imported, in glass	3.00
Sardelles, domestic, 1-lb glass	2.25
Sardelles, Ankera, ½ keg	3 00

Mackerel.

1-lb tins, 50 in a case.
2-lb tins, 2 doz. in a case.

Gold Label, 1-lb tins	1.50
P. & W., 2-lb soused	2.75
P. & W., 2-lb, mustard	2.75
P. & W., 2-lb, tomato	2.75
Underwood, 2-lb, soused	2.25
Underwood, 2-lb, tomato	1.85
Underwood, 2-lb mustard	1.85
Los Angeles, 2-lb, soused	1.85
Los Angeles, 2-lb, tomato	1.55
Los Angeles, 2-lb, mustard	1.55
Mt. Desert, 2-lb, soused	2.25
Mt. Desert, 2-lb, tomato	2.25
Mt. Desert, 1-lb, soused	1.85
Blueback, 1-lb, fresh	1.10

"Sunset" Mackerel.

Soused, 18 oz. tins, 4 doz. in case, case	$6.50
Tomato, 18 oz. tins, 4 doz. in case, case	6.50
Mustard, 18 oz tins, 4 doz in case, case	6.50

1311-1315 Pacific Street

Mackerel in Oil.

Bezler's	3.00	4.00
Lemarchand	5.00	7.00

Booth's Crescent Mackerel.



(Soused, Tomato and Mustard)
1's, 4 doz. to case, per doz..... 1.30
2's, 2 doz. to case 2.40

Salmon.

Alaska Red, 1lb tins, doz	1 10	
Alaska Red, ½lb tins, doz	1 00	
Alaska Pink, 1lb tins, doz	90	
Alaska Pink, ½lb tins, doz	1 40	
Alaska Flats, 1lb tins, doz	1 40	
Oregon Red, 1lb tins, doz	1 60	
Oregon Red, ½lb tins, doz	1 05	
Oregon Pink, 1lb tins, doz	90	
Oregon Pink, ½lb tins, doz	1 00	
Oregon Flats 1lb tins doz	1 00	1 60
Columbia River, 1lb talls	1.50	
Columbia River, 1lb flats	1.75	

French Sardines.

¼s, according to quality and size of tin, p case	9 50	12 50
½s, according to quality and size of tin, p. case	13.00	20.00

COLUMN 14.

American Sardines.

Packed 8 1-3 doz in a case.

⅛s 50 tins in case.	
American ¼s in oil, per case	$3 80
American ¼s in oil, 5-case lots	3 55
American ¼s in oil, per doz	.80
American ½s in mustard, doz	.60
American ¼s in mustard, case	4 00
American ¼s in mustard, doz	.90
American ¼s in mustard, case	3 00

Sprats.

Piloto	6.75	7.00
Menhle	6.75	7.00

SHELL FISH.

Abalones.

4 doz in cs, with shells, cs.. 6.00

Clams and Clam Juice.

	doz.
Doxsee Clams, 1-lb. tins	$1.65
Doxsee Clams, 2-lb. tins	2.65
Doxsee Clam Juice, 1-lb. tins	.90
Doxsee Clam Juice, 2-lb. tins	1.60
B & M Lunch Clams, flat tins	1.37½
Underwood Clams, 1-lb. tins	1.05
Underwood Clams, 2-lb. tins	1.60
P. & W. Clams, 1-lb. tins	1.00
P. & W. Clams, 2 lb. tins	1.50
Oxford Clams, 1-lb. tins	1.10
Oxford Clams, 2-lb. tins	1.50
P. & W. Clam Chowder	2.10
Burnham's Clam Bouillon, qts	4 00
Burnham's Clam Bouillon, pts	4 50
Burnham's Clam Bouillon, ½ pints	2.40

Lobsters.

	Doz.
1-lb. tins, 4 doz. in case.	
Red Jackets, flats	2.85
Deep Sea Picnics	2.40
Triumph Talls	2.40

Oysters.

Oysters, Selects, 12 oz.	$1 60
Oysters, Selects, 6 oz.	3 25
Oysters, Standard, 10 oz.	2 00
Oysters, Standard, 6 oz.	1.10
Oysters, Standard, 8 oz.	1.70
Oysters, Standard, 4 oz.	.90

Shrimps.

Shrimps, pickled, 1-lb, tins	$1.10
Shrimps in Tomato Sauce, 1-lb. flats	
Dunbar's Picnics, 4 doz in cs	1.25
Dunbar's 1½-lb., 2 doz in cs.	2.25
Pickled Shrimps, 1-lb., 4 doz in case	1 20

Department 10.

LAUNDRY MATERIALS.

Ammonia.

GREER'S WASHING AMMONIA

First grade absolutely pure. 180 Beaume Strength.

Pints (2 doz. to cs)	$1 65 per doz.
Quarts (1 doz. to case)	2 65 " "
½ Gals 1½ doz. to case)	4 25 " "

WARNING AMMONIA
Standard Grade.

Pts., 2 doz. to case, per doz.	$ 75
Quarts, 2 " " " "	1 25

GREER'S TOILET AMMONIA
Lavender and Violet.
Pints (2 doz to case) $2 50 per doz.



Parson's Household Ammonia

	per doz.
½ gals, 1 doz in case	$4 50
Quarts, 1 doz "	2 65
Pints, 2 doz "	1 75
Dime size 3 doz in case, per case.	2 25

Bluing.



Liquid Laundry Bluing.

SCOTT & GILBERT CO.
Manufacturers
211-215 Mission Street

SUNSET

	doz.
¼ pints, 3 doz case	40
½ pints, 3 doz case	60
Pints, 2 doz in case	75
Quarts, 2 doz cs.	1 45

Bluing, ball.

Mikado, ¼'s, 100-lb case, lb	20
Mikado, ½'s, 100-lb case, lb	22
Nuremberg, A., ½'s, ℔ lb	23
Do A. D., ½'s, ℔ lb	25
Do A. C. R., ½'s, ℔ lb	21
Washerwoman, ½'s, ℔ lb	.12
Do ¼'s, ℔ lb	.14
German Ultramarine, ½'s, ℔ lb	12
Do ¼'s, ℔ lb	14
Deschamp's French, 1's, ℔ lb	28
Do ½'s, ℔ lb	29
Gold Medal, qt, ℔ doz	1 25
Do pt, ℔ doz	1 00
Do ½-pt, ℔ doz	75
Do ¼-pt, ℔ doz	45
De China Label, qt, ℔ doz.	1.25
Greer's, 1 oz qts & doz	2 25
2's, 2 doz to cs	2 50
De 3 doz. pts, ℔ doz	1 44
De 3 doz ½ pts ℔ doz	90
Pacific, 1 doz qts, ℔ doz	1 10
do 2 doz qts & doz	.70
De 3 doz. ½ pts, ℔ doz	45

COLUMN 15.

Borax.

20-Mule Team, powdered 1's, cs. of 2 doz	$2 25
20-Mule Team, powdered 12-oz. cs. of 4 doz	3 60
20-Mule Team, powdered ¼'s, cs. of 8 doz	3 84

(Less 5 per cent. in 5 case lots; 10 per cent. in 10 case lots).

Cartons, 1's, 2 doz. in box	.09
Lump, 25 lb. in box	.08
Powdered, 25 lb in box	.08½

Chloride of Lime.

Brookman's, 1's, ℔ lb	7¼	7½
Do ½'s, ℔ lb	8½	9

Salter's Purity Brand, ex qual. doz. .85

Lye.

Big Bonanza Lye

Case of 48 1 lb tins	3.30
5 case lots	3.25

Star Scrubbing Lye

48-½ lb tins, per case	1.75
5 case lots	1.70
Merry War, 4 doz in case	3.10
Merry Nickel, 4 doz to case	1.75
Eagle Lye, 4 doz. in case	3.60
Do 3 case lots	3.50
Do 5 case lots	3 40
Tomson's Red Seal, 4 doz. to cs	4.00
Do 2 lb, 12 58 to case	4.00
American, 4 doz in case	3.25
Do in 5-case lots	3.00
Babbitt's Lye, 4 doz in case	3.25
Do in 5-case lots	3.00



BANNER LYE

Cs, 4 doz.	$1.00
Cs, 2 doz.	2.00

SPECIAL FREE DEAL

LIMITED

Freight Paid to Country Points

5 Case lots, per case	$4 25
One additional case free	
Net cost	3 84
3 Case lots, per case	4 25
One additional case free	
Net Cost	3.64

Sal Soda.

California, pkg	85 90
California, bbls	90 100

Department 9.

FISH AND CHEESE.

Russian Caviar.

	Per doz
1-lb cans, 2 doz in case	$13 00
½-lb cans, 2 doz in case	6 75
¼-lb cans, 5 doz in case	3 65
⅛-lb cans, 6 doz in case	2 10
White Label Brand	3.50

CHEESE.

Foreign and Domestic.

	old	new
New York State Factory	none	14½
Cheddars, June make		
Twins, " "		15
Calif. State factory flats	11	12½
Calif. State factory Young Americans	12½	13½
Limburger, Eastern, ℔ lb	14½	15
Swiss, imported, ℔ lb		25
Roquefort, ℔ lb		38
Gouda, ℔ lb		27
Pineapples, Eastern, 6 in cs, ℔ case		$3 35
Pineapple, Eastern, 6 in cs, small		2.35
Holland or Edam, medium, plain, per doz	$ 8.50	9.00
Holland or Edam, medium, in bladders, per doz	9.50	10 50
Holland or Edam, large, plain, per doz	9.50	10.00
Holland or Edam, large, in bladders, per doz	10.50	11.50

Fancy.

Camembert Brie, Roquefort, and Gorgonzola, jars	$ 00
Parmesan C & B, sml bot, doz	3.00
Parmesan C & B, lge bot, doz	5.00

Bayle's.

	Small ¼-lb	1-lb	2½-lb	5 lb
Deviled Cheese	$1.00	$2 25	$4.00	$ 500	$9.00
After Dinner Cheese	$1.00	2.40	4.00	4 50	7.50
Roquefort Cheese	$1.00	2 40	4.00	4.50	7.50

SALT FISH.

Pacific Codfish.

Bndles, 50 lbs each, per lb	5¾
Cs. selected, 100 lbs ea, pr lb	7¼
Boneless, 20-lb boxes, per lb	7
Boneless Strips, 40lb bxs, pr lb	7½
Boneless Blocks, 40lb bxs, p lb	7
Boneless Tablets, 24 bxs, pr lb	8
Boneless Middles, 60 bxs, pr lb	10
Boneless Middles, extra, 60-lb boxes, per lb	10½

Eastern Codfish.

Gen Georges, 8 fish to cs.	$10.00
Gen. Georges, 12 fish to cs	9.00
Geo. Cur. Cod, 16, 18 fish to case	8 50
Geo. Cur. Cod, 40 fish to cs	8 00
Gen. Geo. Middles, 60 fish.	13½
Gen. Geo. Tablets, 36 fish.	11½
Gen. Geo. Blocks, 40 fish..	11½

Shredded Codfish.

Codfish, Beardsley's shredded, 2 doz. in case 1.00

Norwegian Mackerel.

Bloater, 200-lb. bbl., 120-130 fish	48.00
Bloater, 100-lb. ½ bbl., 60-65 fish	25.00
No. 1, 200-lb. bbl., 150-160 fish	35.00
No. 1, 100-lb. ½ bbl., 75-80 fish	18.00
No. 2, 200-lb. bbl., 220-240 fish	30.00
No. 2, 100-lb. ½ bbl., 110-120 fish	16.01
No. 3, 200-lb. bbl., 300-350 fish	26.00
No. 3, 100-lb. ½ bbl., 150-175 fish	14.00

Irish Mackerel.

No. 1, 200-lb. bbl., 200-220 fish	none
No. 1, 80-lb. ½ bbl., 80-90 fish	none
No. 2, 200-lb. bbl., 325-350 fish	21.50
No. 2, 80-lb. ½ bbl., 130-140 fish	9.00
No. 2, 200-lb. bbl 475-500 fish	30.50
No. 2, 80-lb. ½ bbl., 180-190 fish	9.00
No. 1, 10-lb kits, 15-16 fish	1.35
No. 2, 10-lb. kits, 20-22 fish	1.25

American Bloaters.

Shore Bloaters, 200-lb. bbl., 115-120 fish	27.00
Shore Bloaters, 80-lb. ½ bbl., 47-50 fish	11 50
Extra No. 1, 200-lb. bbl., 120-130 fish	26.00
Extra No. 1, 80-lb. ½ bbl., 50-55 fish	11 00
No. 1, 200-lb. bbl., 140-150 fish	none
No. 1, 80-lb. ½ bbl., 60-65 fish	none
No. 2, 200-lb. bbl., 120-140 fish	28.50
No. 2, 80-lb ½ bbl., 55-60 fish	11 00
No. 2, 200-lb. bbl., 140-160 fish	none
No. 2, 80-lb. ½ bbl., 60-65 fish	none
No. 2, 200-lb. bbl., 160-180 fish	none
No. 2, 80-lb. ½ bbl., 70-80 fish	none
No. 2, 200-lb. bbl., 180-200 fish	none
No. 2, 80-lb. ½ bbl., 80-90 fish	none

In Kits.

Extra Mess, 7 to 8 fish, each	$2 00
No 1, kits, 8 9 fish or 15-17 fish	1 85
No. 2, kits, 8-9 or 20-22 fish	1.25

Salmon.

King, bbls	12 00
Oregon Silversides, bbls	9 00
Alaska Red, bbls	10 50
Alaska Red, ½-bbls, 100 lbs	6 00
Alaska Red, kits	1.00
Bellies, bbls	7 50
Bellies, ½-bbls, 100 lbs.	4 25
Tongues and Sounds, kits, 10lb	1 25
Tongues and Sounds, ½-bbls.	9 00

Department 11

STARCHES.

RIVERSIDE

Corn.



Gloss.

Corn Starch.

Lily Corn, 40 lbs, per pkg	4
Liberty, 40 lbs, per pkg	6½
Kingsford's, 40 lbs, pkg	7¼
Lily Corn, 5-box lots	6½

Laundry Starch.

Liberty Gloss, 48/1's, per box	6½
Liberty Gloss, 16/3's, per lb	6½
Kingsford's 40 lb box	8
Kingsford's B. C. 6's, 12 in crate	8½
Kingsford's B. C. 1's, 40 lb bx	8½
Kingsford's B. C. 3's, 16 in box	8½
Kingsford's B. C. 6's, 12 in crate	8½
Kingsford's B. C. 1's, 40 lb box	7½
Niagara Gloss, 48/1's, per box	6½
Niagara Gloss, 16/3's, per lb	6½
Niagara Gloss, 6's, 12 in crate	6½
Niagara Gloss, 1's, 40 lb box	6½
Lily Gloss, 1's, 40 lb box	6½
Lily Gloss, 6's, 12 in case	6½
Lily Gloss, 3's, 16 in case	6½
Stone Starch, bulk, 50 lb box	4½

COLUMN 16.

Department 12

Soaps and Washing Powder

Western Star Soap

WHITE PETROLEUM BLEACHING.

100 bars per case $4.10

LASCO KOLD WATA NAPTHOL.

100 Bars per case $4.00

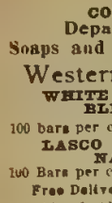
Free Delivery in San Francisco Oakland, Alameda and Berkeley

manufactured by

Los Angeles Soap Co.

San Francisco Office, 115 Davis St.

Telephone Grant 110.



THE BEAVER SOAP CO., Dayton, Ohio.

Grandpa's Wonder Soap.

100 cakes 4-oz $3.50

50 cakes 4-oz 3.50

Powdered Soap.

Grandma's Borax, 24 3-lb. per case $4.00

Grandma's Borax, 60 12-oz. per case 2.40

Peet Bros.

Silk Soap 2.80

Ammonia Benzoline 3.85

Cocoa Borax 4.10

Crystal White 3.5

Lily White (Floating)..... 3.80

Standard Soap Co.

Top Notch, 100, 10-oz.....$3.50

Sunburst, 100 12-oz 3.75

Yellowstone, 100 14-oz 3.75

Marigold, 100 16-oz 3.90

Thomas' Cool Water, 100 13-oz 4.00

Thomas' Cool Water, 20-13-oz .85

Milo, 100 4-oz., 100 cartons.... 6.50

Magno "Floating Borax," 100 10-oz. 4.00

Gold Medal Borax, 100 10-oz... 5.50

Gold Medal Borax, 20 10-oz.... 1.15

Purity, "Floating," 5c size.... 3.90

Purity, "Floating," 10c size.. 6.25

Purity, "Floating," 10c size, 20 1.30

Electric Mineral, 100 16-oz.... 5.50

Electric Mineral, 20 16-oz..... 1.15

Peerless Kitchen, 100 10-oz.... 3.00

Peerless Kitchen, 20 10-oz..... .65

Miscellaneous.

Miller's Naptha, per case 4.35
½ doz. toilet free.

Fels Naptha, 100 14-oz..... 4.40

Hot or Cold, 100 10-oz..... 4.00

Life Buoy, 100 ..... 4.00

Mikado, 100 14-oz..... 3.90

Mikado, 20 14-oz..... .85

Lenox, 100 ..... 3.00

Lenox, 20 ..... .75

Ivory, 100 10-oz..... 7.00

Fairbanks Clairette, 100 ..... 3.35

Fairbanks' Santa Claus, 100... 2.85

Fairbanks' Copco, 100 ..... 3.90

Fairbanks' Fairy Oval, 100.... 3.90

Grandpa's Wonder, large, 50.. 3.50

Grandpa's Wonder, small, 100. 3.60

Peets' Pine Tar, 50 ..... 1.90

Peets' Pine Tar, 100 ..... 3.75

Babbitt's, 100 ..... 4.10

Jergins Pumice, 50 small..... 1.75

Jergins Pumice, 50 large..... 3.00

Uncle Sam's Tar, 100 small.... 3.50

Uncle Sam's Tar, 50 large..... 3.40

Stryker's Kitchen Soap, 100s... 3.50

Stryker's Kitchen Soap, 20s.... .75

Pearl, 100, large..... 4.00

Castile Soap.

La Lune White Castile, lb..... 7¾

White, Virgin, per lb..... 7¾

White, Contl 14 15

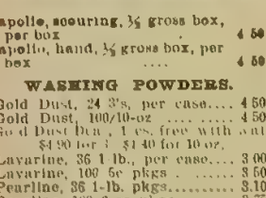
Mottled, Imported, per lb. 6½ 7

Clover Leaf White 13

La Boulou 7½

Scouring Soaps.

Bon Ami, 3 doz to cs, pr cs 2 50



Sapolio, scouring, ½ gross box, per box 4 50

Sapolio, hand, ½ gross box, per box 4 50

WASHING POWDERS.

Gold Dust, 24 3's, per case.... 4 50

Gold Dust, 100/10-oz 4 50

Gold Dust Box, 1 cs. free with 5 cs. $4.90 per 5 $1.40 for 10 oz.

Lavarine, 36 1 lb., per case.... 3 00

Lavarine, 100 5c pkgs 3 50

Pearline, 36 1-lb. pkgs..... 3.10

Pearline, 100 6-oz pkgs..... 3.75

Soaperine, 20 3-lb. pgs..... 3.60

Soaperine, 50 1-lb. pkgs 3.85

Soaperine, 100 ½-lb. pkgs 3.60

Babbitt's 1776 6-oz..... 2.85

Kleeno, 72/1's 4.50

Kleeno, 24/3's 4.25

Kleeno, 100/1½'s 3.75

Grandma's Borax, powdered, 24 3s..... 4.00

do. 60, ¾s 2.40

COLUMN 17.

Department 13

OILS, PAINTS, ETC.

Coal Oil.

Water white, coal, bulk..... 12½

Pearl, cases, 25's 18

Astral, cases, 25's 18

Star, cases, 25's 17½

Ex. Star, cases, 25's 20½

Elaine, cases, 25's 26

Gasoline and Benzine.

86° Gasoline, bulk, 25 cases.... 31

74° Gasoline, bulk 16 cases..... 22

63° Benzine, bulk, 13 cases..... 19

Turpentine.

Strictly Pure, cases, 2-5's..... 81

Do drums or iron bbls. 75

Linseed Oil.

Strictly pure, raw, bbls.....gal 60

Do. boiled, in bbls...gal 62

Do. raw, cs, 2-5's...gal 65

Do. boiled, cs, 2-5's..gal 67

Castor Oil.

Baker's AA, cs, 2-5's 1.16

Pure, No. 2, cs, 2-5's..... 1.05

No. 1, cs, 2-5's ..... .70

Lard Oil.

Strictly pure, bbls., 75 cs..... 80

Sup. Win., str., bbls. 65 cs.... 70

No. 1, bbls. 55 cs 60

Neatsfoot Oil.

Cooper's bbls, 75 cs..... 80

Extra, bbls, 62½ cases..... 67½

No. 1, bbls, 57½ cases..... 62½

Lubricating Oils.

Star Cylinder Oil, bbls, 60 cs..65

Columbia Cyl. Oil, bbls, 40 cs..45

Gem Cyl. Oil, bbls, 30 cs.....50

Ruby Cyl. Oil, bbls, 50 cs.....60

Star Engine Oil, bbls, 50 cs...55

Columbia Eng. Oil, bbls, 30 cs.35

Paragon Eng. Oil, bbls, 45 cs..55

Red Eng. Oil, bbls, 27 cs.....22

Star Mach. Oil, bbls, 30 cs.....35

Star Dynamo Oil, bbls, 50 cs....55

Star Spindle Oil, bbls, 40 cs....45

Star Sep'tor Oil, bbls, 50 cs....55

Favorite Sep'tor Oil, bbls, 25 cs.30

Miscellaneous Oils.

Union Salad Oil 45 50

Globe Salad Oil 45 50

Pure Sperm Oil 75 80

No. 1 Polar 50 55

China Nut oil, ord'ry....62½

China Nut oil, No. 1.....80

WHITE LEAD.

Pioneer, in kegs 7 7¾

DRY PAINTS.

Eng. Paris White, bbls. 1.35 1.60

Whiting, bbls 1.00 1.15

Kalsomine, bbls 1¼

Prince's Min'l B'wn,bbls 1.65

Yellow Ochre, bbls 1½

Eng. Ven. Red, bbls.... 1.50

Department 14

FARINACEOUS GOODS.

Flours.

GLOBE MILLS,

Cor. Chestnut and Montgomery

California Selected Wheat,

Barrel

** "Banquet" (fancy patent)..$5.05

*** "Silver Star" (patent).... 4.85

Blended Wheat,

*"Al" Family 5.15

Entire Eastern Wheat.

Globe, Bakers' .....

(½ bbls. 10 cents per bbl. higher.)

*"Al" must be retailed for not less than $1.40 per ¼ sack.

**"Banquet" must be retailed for not less than $1.30 per ¼ sack.

***"Silver Star" must be retailed for not less than $1.25 per sack.

FLOURS.

Allen's Boston Brown Bread Flour, 24 pkgs, per case..... 3.60

Allen's Flour, 10 10-lb bags, per bag 4.50

Cal Family $5.05 $5.10

Cal. Bakers', extra..... 4.80 4.90

Buckwheat, 10-lb sacks, per 100 lbs $4.50

Self Rising Buckwheat, 10-lb sacks, per 100 lbs..... 6 00

Graham, 10-lb sacks, per 100 lbs 3 25

Rice, 10-lb sks, per 100 lbs..... 3.00

Rye, 10-lb sacks, per 100 lbs.... 3.75

Whole Wheat, 10-lb sacks, per 100 lbs 3 50

Meals.

Yellow Corn, 10-lb sacks, 100 lb.$2.50

White Corn, 10-lb. sacks, 100 lb. 2.50

Ex. Cream Yellow, 10-lb. sacks, per 100 lbs. 3.75

Ex. Cream White, 10-lb sacks, per 100 lbs. 3.75

Oat Meal, 10-lb. sacks, pr 100 lbs 4.25

Steel-Cut Oat, 10-lb sacks, per 100 lbs 4.50

Pearled Cereals.

Pearl Barley, ...$6 00

Pearl Wheat, 150-lb bbls..... 4.40

Rice.

Choice Seed Japan..... $0 03¾

Good Seed Japan..... 03½

Fair Seed Japan 03

Fancy Head Rice 5 1-5 06

Long Grain Rice 04 05

China No. 1 ..... 5 6

China No. 2 ..... 4 4½

COLUMN 18.

Rolled Cereals.

Rolled Oats, 7s and 10s, pr 100 lbs 4.50

Ex. Crm Rld Ots. 180-lb, bbl..$7.60

Ex Crm Rld Ots, 180-lb, 90-lb sks 7.00

Prid Reid Wheat, 150-lb, bbls. 4 40

Dr. Price's Food, pee case 4.00
5-case lots, $3.85

Sago and Tapioca.

Sago, original sacks, 1lb....02½ .03

Sago, 48/1's, per doz..... .70

Instantaneous Tapioca, 50/1's, per case 5.00

Instantaneous Tapioca, 36 to case 2.70

Tapioca, Flake ..... .03

Tapioca, repacked, per lb... .04⅜

One Minute Tapioca, 36 to cs 2.75

Arrowroot, Taylor's Bermuda, 12-lb box, 1, ½ and ¼ lb pkgs, per lb..... 32½

Miscellaneous.

Groats Oat, 10-lb scks, 100 lbs.$4.50

Groats Buckwheat, 10-lb sks, 100 lbs 10.00

Hominy, igs, 10-lb sks, 100 lb. 3.75

Hominy, sml, 10-lb sks, 100 lbs 4.00

Split Peas (yel.) 25 and 50-lb boxes, 100 lbs..... 5.50

Split Peas (grn.) 25 and 50-lb boxes, 100 lbs..... 5.50

German Lentils, per lb..... .05½

Cracked Wheat, per 100 lbs ...3.75

Farena, per 100 lbs..... 4.50

Pearl Grits, per 100 lbs..... 4.25

Capitol Mills Pearled Hominy, bbls, ... 3.00

Capitol Mills Gran. Hominy, bbls. 8.50

Capitol Mills New Process B. W. Flour, bbl..... 9.00

Capitol Mills Steel Cut Oat Meal, bbl. 8.50

Breakfast Foods.

Capit'l Mills R'll'd Oats, 36/2's 3.60

Grape Nuts, 1 & 8 doz, pr doz 1.40

Breakfast Gem, case 3 doz..... 3.00

Wheatine, 36/2's, pr cs..... 3.75

Germea, 20 4-lb pkgs, pr cs.... 4.00

Germea, 24 2-lb pkgs, per case. 3 10

H-O Buckwheat, 3 doz 3-lb pkgs, per case 3.75

H.-O. Pancake Flour, case..... 3.90

H.-O. Oats, 24/2's, per case.... 3.15

Cream of Wheat, 36/2's..... 5.25

Crespo. 36/2's 2.75



MALTA VITA

36 2s, case

$4.50

Our Mothers' Mush, 36 to cs.. 2.75

Twin Brothers Mush, 36 to cs.. 3.00

Carnation Wheat Flakes, 24/5's 5.40

A B C Breakfast Wheat, 72/2's 5.00

A B C Breakfast Wheat, 36/2's 2.60

Granola, 24/1's 2.25

Flaked Rice, 24/1's 3.00

Ralston Breakfast Food, 36/2's 4.50

Do. Barley Food, 36/2's.... 4.25

Do. Health Oats, 36/2's.... 4.00

Do. Hominy Grits, 36/2's.. 4.00

Do. Health Crisp, 36-1's.... 3 60

Do. Select Bran, 24/3's.... 2.50

Do. Pancake Flour, 36/2's 3.75

Do. Whole Wht Flr,4/4½s' 5.50

Quaker Oats, 36 2s 3.80

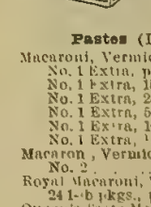
Scotch Oats 36 2s 3.60

Acme Grano, 20/4's, per case.. 3.75

Acme Gluten Farina, 24/1's, pr case 1.85

Acme Gluten Flour, 10-lb sks.. .80

Acme Wheat Flakes, 36/2's.... 3.00



Dr. Price's Wheat Flake Celery Food.

Per case...$ 3 75

Pastes (Domestic).

Macaroni, Vermicelli, etc.—

No. 1 Extra, per box..... .27

No. 1 Extra, 15 lbs. ..... .52

No. 1 Extra, 25 lbs. ..... .82

No. 1 Extra, 50 lbs. 1.65

No. 1 Extra, 100 lbs. 3.30

No. 1 Extra, 1½ boxes ..... .15

Macaron, Vermicelli & Spaghetti, No. 2 ..... .20

Royal Macaroni, Verm'i & Sp'ti, 24 1-lb pkgs., per case..... 1.70

Queen's Paste Mac., Ve m. & Sp. 12 3-lb cartons i case 2 15

H. Paste, ass'd, ab. 18 lbs c., lb .6½

Royal H. Paste, 24 1-lb pkg c., pkg .37½

Golden Gate Egg Noodles, 24 1-lb pkgs in case, per cs... 1.90

Farina, 24 1-lb pkgs 1.50

Discount 2 per cent for cash only.

COLUMN 19.

COLUMN 20.

Department 15.

SPICES

PURE—Square Tins, Full Net Weight.

	⅛'s	¼'s	½'s	1's	2½ lbs.	5 lbs.	Blk
Allspice	$0 70	$0 95	$1 60	$ 2 80	$ 6 70	$12 75	21
Cinnamon	1 15	1 80	3 30	6 25	15 25	30 00	43
Cloves	90	1 35	2 40	4 35	10 60	20 55	31
Ginger	75	1 05	1 75	3 10	7 50	14 30	23
Mace	1 75	3 00	5 65	10 90	26 95	53 30	73
Mustard	70	95	1 60	2 80	6 70	12 75	21
Nutmeg	1 25	2 05	3 80	7 15	17 60	34 60	49
Pepper	80	1 10	1 90	3 40	8 25	15 85	25
Cayenne	80	1 15	2 00	3 55	8 65	16 65	26
W. Pepper	95	1 45	2 65	4 65	11 75	22 90	34
Sage	70	95	1 60	2 80	6 70	12 75	21
Thyme	70	1 00	1 65	2 95	7 10	13 50	22
Savory	70	1 00	1 65	2 95	7 10	13 50	22
Marjoram	75	1 10	1 85	3 30	7 85	15 10	24
Poultry Seasoning	....	1 50	.....	.....	.....	.....	..

SECOND GRADE—Round Tins, Short Weight.

	¼'s	½'s	1's	2½ lbs.	5 lbs.	Blk.
Allspice	55	1 00	1 75	3 95	7 60	13
Cinnamon	65	1 20	2 10	4 90	9 50	16
Cloves	65	1 25	2 25	5 20	10 20	17
Ginger	55	1 00	1 75	3 95	7 60	13
Mace	1 20	2 30	4 40	10 50	21 00	34
Mustard	55	90	1 50	3 60	7 00	12
Nutmegs	85	1 70	3 10	7 40	14 60	24
Pepper	60	1 15	2 00	4 55	8 90	15
Cayenne	60	1 15	2 00	4 55	8 90	15
W. Pepper	75	1 45	2 65	6 15	12 05	20
Sage	55	1 00	1 75	3 95	7 60	13
Thyme	60	1 05	1 90	4 25	8 25	14
Savory	60	1 05	1 90	4 25	8 25	14
Marjoram	60	1 05	1 90	4 25	8 25	14

SCHILLING'S BEST SPICES.—Nature's Best.

Square tins. Never sold in bulk.
Small, medium, large sizes have sifting tops except Mustard.

	Small size per doz.	Medium size per doz.	Large size per doz.	Ex. Large size per doz.	Hotel size per tin.
Pepper	.75	1.20	2.20	3.75	.73
Mustard	.75	1.25	2.25	3.90	.81
Must. Comp.	.75	1.25	2.25	3.90	.81
Ginger	.75	1.25	2.25	3.90	.81
Allspice	.75	1.10	2.00	3.50	.73
Cinnamon	.30	2.25	4.25	7.50	1.35
Cloves	.85	1.40	2.60	4.75	.87
Nutmegs	1.60	2.75	5.25	10.00	2.00
Mace	1.75	3.00	5.75	11.50	2.15
Cayenne	.90	1.50	2.75	5.00	.93
Wh. Pepper	.95	1.75	3.25	5.75	1.00
Sage	.75	1.25	2.25	3.90	.81
Thyme	.75	1.40	2.60	4.75	.87
Marjoram	.95	1.75	3.25	5.75	1.26
Savory	.85	1.40	2.60	4.75	.87
Cases contain	6 doz.	4 doz.	2 doz.	2 doz.	1 doz.
Gross weight	22 lbs.	23 lbs.	24 lbs.	40 lbs.	53 lbs.

MUSTARD.

Colman's, ¼'s, 12 lb to box, lb. .52

Colman's, ½'s, 12 lb to box, lb. .48

Colman's, 1's, 12 lb to box, lb.. .48

Colman's, 5's, per lb..... .40

Mustard, Prepared.

Small bottles, 24 to cs, pr doz .55

Small straights, fancy, 24 to case per doz ..... .95

Webb's Glass Top 1.35

Large Dusseldorfer, 24 to cs 1.60

In 3-gal kegs, per keg..... 1.15

In 5-gal kegs, per keg..... 1.70

Louit Freres, French, doz..... 2.25

Eddy's Salad Mustard—

6-oz., 24 to case..... .92½

8-oz., 24 to case..... 1.35

12-oz., 24 to case..... 2.00

Hirshes Horseradish Mustard—

10-oz., 24 to case..... 1.25

Department 16

BAKING POWDER AND FLAVORING EXTRACTS.

ROYAL

	1 cs. lot	5 cs. lot	15 cs. lot
¼ lb cans	$ 1 38	$ 1 36	$ 1 34
6 oz cans	1 92	1 89	1 87
½ lb cans	2 57	2 52	2 50
12 oz cans	3 82	3 75	3 72
1 lb cans	4 95	4 85	4 80
2½ lb cans	11 45	11 40	11 28
3 lb cans	13 60	13 34	13 20
5 lb cans	22 35	21 90	21 68

An extra discount of 1 per cent if packed in barrels.

Schilling's Best Baking Powder.

Never sold in bulk.

10-lb. tins, per doz	$39.00
5-lb. tins, per doz	20.00
4-lb. tins, per doz	16.00
3-lb. tins, per doz	12.50
2½-lb. tins, per doz	10.50
16-oz. tins, per gross	$53.00
12-oz. tins, per gross	41.00
8-oz. tins, per gross	28.00
6-oz. tins, per gross	22.50
4-oz. tins, per gross	16.50

TROPHY

4 oz, per doz	$0.95
6 oz, "	1.35
8 oz, "	1.70
12 oz, "	2.35
1 lb., "	3.00
2½ lb., "	7.50
5 lb., "	9.00
6 lb., "	14.50

MISCELLANEOUS.

Home, 10 oz	$0.90
Home, 25 oz	2.00
Home, 50 oz	4.00
Home, 80 oz	6.00
K. C., 10 oz	.85
K. C., 15 oz	1.25
K. C., 25 oz	2.12½
K. C., 50 oz	4.00
K. C., 80 oz	6.50

Cream Tartar.

Standard, bulk, 30-lb box..... 27

Standard, 12 1-lb tins..... .28

Pure, bulk, 30-lb box..... .38

Pure, 5-lb tins, per lb..... .38

Pure, ½-lb tins, per doz..... 5.00

SODA.

Churches, A. & H., or Dwight's Cow Brand, 60 lbs. to case.

1-lb ..... per lb. $0.05

½-lb ..... per lb. .05⅜

EXTRACTS FLAVORING.

GUITTARDS' "PURE"

per doz	2 oz	4 oz	6 oz	8 oz
Vanilla	$2 50	$4 75	$7 00	$9 00
Lemon	1 75	3 25	4 50	6 00

Net weight. Patent Sprinkler Tops

Schilling's Best Extracts.

Triple Strength, Pure and Uncolored Sprinkling Tops.

Net weight. Never sold in bulk.

	Lemon and Others.	Vanilla and Rose.
1 oz	1.30	1.80
2 oz	2.00	3.00
4 oz	3.75	6.75
6 oz	5.50	8.50
8 oz	7.25	11.00
16 oz	14.00	21.50
32 oz	27.00	42.00

Souder's Flavoring Extracts.

Price per gross.

	2 oz.	4 oz.	8 oz.
Reg. Lemon	9.00	18.00	54.00
Reg. Vanilla	14.40	28.80	72.00
XX Lemon	18.00	36.00	72.00
XX Vanilla	21.00	42.00	84.00
Asrtd Flavors	18.00	36.00	72.00
Rose Coloring	18.00	36.00	.....
Yellow Colrng	18.00	36.00	.....
Jamaica Gngr	18.00	.....	.....

Assorted flavors contain strawberry, pineapple, orange, almond, rose, etc.



"Venus" Extracts.

Lemon, 2 oz., per doz. 80
Vanilla, 2 oz., per doz. 80
Assorted Flavors, per doz. 80

COLUMN 21.

Department 17

CANDIES.

Lozenges.
(5-lb. boxes.)

XXX Peppermint, pails	.13 14
Thin Peppermint	.16
T. T. Peppermint	18
Druggist Peppermint	25
Musk, fluted, pails	.20
Cinnamon, Lemon, Sassafras, Rose	.16
Midget Fruit	.20
Conversation and Hearts	.15
Lilliput Conv. Hearts	17
Midget Conv. Lozenges	18
Crown T. T. Lozenges, 24 5ct. pkgs	.80
Aurora Lozenges, 24 5ct. pkgs	.80
Cough Troches, 5 lb bxs	.25
Eagle Wafers, Peppermints, Wintergreen	.25

Mixed Candy.
(30-lb. pails.)

Plain Mixed	8½
Pacific Mixed	10
Royal Mixed	12½
Grocers' Mixed	10
Yankee Mixed	13
American Mixed	13
Fancy A, Mixed	14½
Fancy C, Mixed	14
French S, Mixed	16
French No. 1, Mixed	18
French Extra Mixed	20
Lady, Mixed	15
Broken Mixed	9

Steam Panwork.

Anis Seed	22
Aromatic Cachous	18
Assorted Berries	16
Assorted Dragee	14
Assorted Imperials	16
Assorted Small Seeds	22
Birds' Eggs	16
Boston Baked Beans	17
Burnt Peanuts	18
Burnt Almonds	25
Caraway Seed, smooth	22
Caraway Seed, pearled	22
Celery Seed	22
Cinnamon Beans, large red	15
Cinnamon Beans, Imperials	16
Coriander Seed, pearled	22
Jelly Beans, pails	12½ 14
Jelly Birds' Eggs	16
Jelly Cranberries	16
Jelly Limes	16
Jelly Raspberries	16
Jordon Almonds, fine	45
Jordon Almonds, imitation	18
Licorice Beans	15
Red Hots	25
Ringed Marbles	16
Sugar Coated Licorice Tablets	20
Sugar Almonds	25
Sugar Plums	16

Stick Candy.
(30-lb. pails.)

Assortment: Peppermint, Lemon, Rose, Clove, Anis, Cinnamon, Sassafras, Vanilla, Pineapple, Wintergreen	8½
Hoarhound	9
Hoarhound, wrapped	11
Peanut Sticks	13
Peanut Sticks, wrapped	13
Cocoanut Sticks	13
Cocoanut Sticks, wrapped	13

Taffies.

Peanut Taffy	15
Peanut Flake	15
Peanut Squares	14
Cocoanut Taffy	15
Cocoanut Squares	15
Chunks: Vanila, Rose, Chocolate, Lemon, Molasses	14
Broken Taffy of broken chunk	13

Drops and Lumps.
(30-lb. pails.)

Mixed Drops and Lumps	8½
Molasses Peppermint Lumps	11
Hoarhound Drops	11
Crystal Rocks	12½

Gum Goods.
(5-lb. boxes.)

A. B. Gum Drops, assorted	9
A. B. Gum Drops, Licorice	9
A. B. Gum Drops, Crystalized	11
A. B. Bonbons, plain, in bbls	7
A. B. Bonbons, fancy, in bbls	7½
A. B. Bonbons, fancy, crystallized, 5-lb. boxes	14
A. B. Fruits	18
Royal Gum Drops	16
Genuine Gum Drops, hard	25
Jelly Squares, assorted	14
Bijou Sticks	18
Spiced Jelly Drops	20
New Turkish Figs	16
Fig Paste, plain	17
Fig Paste, tricolor	18

Cream Goods.
(5-lb. boxes.)

Fondans Creams	14
Hand Dipped	19
Hand Dipped, with nuts on	21
Fruit and nut ices	18
Cream Peppermint	20
Crushed Fruit Bonbons	30

Chocolates.
(5-lb. boxes.)

Chocolate, plain	14
Chocolate, Hand Made	20
Chocolate Dipped Bonbons	20
Chocolate Dipped Bonbons, with nuts	22
Chocolate, Climax, 30-lb pails	16
Chocolate Chips	23
Chocolate Nonpareil Drops	20
Chocolate Wafers	22
Chocolate Cream Tablets, 30 in box	1 10

COLUMN 22.

Marshmallows, Nougats, Etc.

Occidental Marshmallows, 5-lb tins	.28
Occidental Marshmallows, 3-lb tins	.30
Dipping Marshmallows, 5-lb. boxes	.25
Angel Food, 5-lb. boxes	.20
French Nouget, 30 5c slices in box	1.00
Walnut, Apricot, Spanish Nouget, 5-lb boxes, per lb	.25

Sundries.

Opera Caramels	18
Rock Candy, white & red	.15
Rock Candy, brown	16
Licorice Drops	.20
Licorice Sticks, 16 to lb	.28
Locorice Tablets, 5 lb bxs	.25
Licorice Tablets, 24 5c bxs	.80
Licorice Penny Sticks, 100 in box	.65
Buttercups, 5-lb tins	.2

CHEWING GUM.

	Single	Box
Sweet Wheat, per box		.50
Tutu Sugar Plum, box		.55
Yankee Spruce, 20 pcs		.55
Sen Sen, 20 pcs		.55
Red Rooster, 20 pcs		.55
Sweet Heart, 20 pcs		.55
Newton's Pepsin, 20 pcs		.55
Bloodberry, 20 pcs		.60
Pepsin Sticks, 20pcs		.60

CRACKERS.



MADE BY THE
MUTUAL BISCUIT CO.

	lb.	⅛ box
Almond Drops	15	
Animals	12½	$1.20
Arrowroot	14	1.50
Assorted	12	1.15
Assorted, extra	14	1.30
Assorted, fancy	20	1.75
Assorted Wafers	16	1.90
Assorted Jumbles	14	1.25
Boston	9	.60
Butters, Mutual	10	.70
Butter Scotch	14	1.50
Butter, Star	9	.60
California Lunch	9	.90
Champion	9	.65
Chips, Mutual	14	1.10
Chocolate Biscuits	16	1.80
Chocolate Fingers	15	1.50
Chocolate Wafers	18	2.15
Cocoanut Bonbon	14	1.25
Cocoanut Finger	15	1.50
Cocoanut Marshmallows	15	1.50
Cocoanut Taffy	15	1.80
Cocoanut Wafer	16	1.50
Coffee	12	1.25
Coffe Iced	15	1.35
Cornhill	10	1.10
Cracker Meal	6	1.10
Currant Cakes	12	1.10
Egg Jumble	14	1.25
Fruit Biscuits	14	2.40
Ginger Cakes	10	1.40
Ginger, Nut	11	1.40
Ginger Wafers	14	1.75
Graham	10	1.20
Graham Gem	9	.75
Graham Unsweetened	9	
Honey Fingers	14	1.25
Honey Pumbles	12	1.00
Honey Drops, spiced	15	1.60
Honeysuckle	16	
Jelly Fingers	16	1.50
Jenny Lind	12	1.10
Lady Fingers	15	1.30
Lady Fingers Iced	16	1.40
La Grande	11	1.10
Lemon Biscuit	14	1.25
Lemon Brittles	14	1.35
Lemon Snap	12	1.20
Lemon Wafers	14	1.75
Macaroon Almond	40	
Mutual Flakes	14	.90
Mutual Tea	15	1.60
Nic Nac, No. 1	10	1.10
Nic Nac	12½	1.25
Oysters	8	.70
Peoples Mixed	12½	1.25
Pilot Bread	4	.65
Pilot Bread Extra	5	.65
Pilot Saloon	7	.80
Ping Pong	16	1.50
Raisin Cake	12	1.10
Saloon Pilot	7	.80
Saloon Soda	7	
Salted Wafers	14	.90
Soda Extra	7	
Soda	6½	
Star Butters	9	.60
Vanilla Bars	14	1.40
Vanilla Biscuits	14	1 25
Vanilla Snaps	12	1.20
Vanilla Wafers	14	1.75
Wafers, Chocolate	18	2.15
Wafers, Ginger	14	1.75
Wafers, Lemon	14	1.75
Water Wafers	12	.90
Walnut Creams	16	1 50



COLUMN 23.

Department 18.

FANCY GROCERIES.

Snider's Baked Beans.

No. 1, 90c doz.; 4 doz. in case
No. 2, $1.40 doz.; 3 doz. in case
No. 3, $1.85 doz.; 2 doz. in case

Bouillion Capsules.

Anker's, 10 capsules in box, per doz boxes 2.75

Capers.

Capotes, 1 dz in ca	1.20
Nonpareil, small	1.35
De large	2.00
"White Label," 6-oz. doz	2.25
"White Label," 10-oz. doz	3.15

TOMATO KETCHUP.

Catsups

Snider's

Qts., per doz. . . $3 75
Pts., " 2 40
½-pints, per doz. 1 40





CAMPBELL'S

(½ Pts. Condiments)

2 dozen to case

Tobasco Ketchup dozen $1 15

Tomato Ketchup, dozen $1 15

Salad Dressing, dozen 1 15

Chili Sauce, dozen $1 15

Assorted cases, dozen $1 15

Miscellaneous.

Our Mother's Ctsp ½-pt, doz	1 40
Our Mother's Ctsp, pts, doz	2 30
Blue Label, 25 ½ pts to ca	3 10
Blue Label, 25 pts to ca	6 00
Blue Label, 12 qts to ca	4 00
Mother's Own, pts	1.50
½ pts	.90
London's Rockaway, Pts., doz	2.25
Sailer's "Purity," doz	.90
H. B. Catsup, pts	2.15
" " ½-pts	1.25

Chocolate and Cocoa

CHOCOLATES.

Baker's.

German Sweet, 6-lb boxes, ⅛s and ¼s	24
Eagle, 12/1a	28
Premium, 12/1s	28
Vanilla, 12/1s	41
Powdered, ⅛s, ¼s, 1s, 12/lb. boxes	26

Subject to quantity discount.

Huyler's.

Vanilla, 12-lb. boxes	36
Premium, 12-lb. boxes	33

Lowney's.

Cream Cakes, per box	80
Ice Cream Drops, per doz	75

Ghirardelli's.

In paper

Eagle, 24 1-lb	21
Eagle, 12 1-lb	21½
Eagle, 12 ½-lb	22½
Eagle, 12 ¼-lb	24
Crescent, 6 5 to lb	17
Crescent, 12 5 to lb	16½
Cal, Sweet, 6 6 to lb	21½
Cal. Sweet, 12 6 to lb	21
Monarch, 12 1&½-lb	28
Monarch, 12 1-lb	26
Monarch, 12 ½-lb	27
Star, 24 1-lb	19
Star, 12 1-lb	19½

Ground.

In tins

Ghirardelli's, 12 1-lb tins	26½
Ghirardelli's 24 1-lb tins	26
Ghirardelli's, 60 1 lb tins	24½

In delivery cases

Ghirardelli's 60 3-lb tins	24
Venard's, 24 1-lb tins	21
Venard's, 60 3-lb tins	20
Miner's, 12 1-lb tins	22½
Miner's, 24 1-lb tins	22
Miner's, 20 3-lb tins	22

5 per cent off on 120-lb. lots

COCOAS.

Baker's Bkfst. 6/1	42½
Van Houten's, ¼'s and ½'s	35
Van Houten's, 1's	80
Royal Dutch, 12/¼'s	30
Royal Dutch, 12/½'s	35
Royal Dutch, 12/1's	70
Epp's, 14/½'s	40
Fry's, 12/½'s	32
Webb's, 6/½'s	22
Lowney's, 5/½'s	37
Ghirardelli's Bkfst. 6/½'s	35
Ghirardelli's Bkfst. 12/½'s	35
Ghirardelli's Impri 6&12/½'s	56
Miner's Bkfst. 6/½'s	37
Miner's Bkfst. 6/1-5's	32
Miner's, 1 ½s	45

COLUMN 24.

Condensed Milk

BORDEN'S CONDENSED MILK CO.



Gail Borden Eagle Brand	6.80
In 5 case lots	6.65
Pony	2.25
Challenge	4.70
Floral	4.65
Dime	3.75
Rose	1 40

(Each of above Brands 4 doz. in case)

Borden's Malted Milk, Trial Size, per doz. 90



Borden's Pioneer Brand Evaporated Cream

Large Cans, 4 doz. in ca. 4.00
Peerless . . . 4.70
Yacht . . 3.25
Family Size, 4 doz in case. Quarts, 2doz. in ca

ALL ABOVE BRANDS GUARANTEED



CARNATION CREAM

20 oz. cans 4 doz
Per case 4 00
5 cases 3 95
25 cases 3 90
50 cases 3 85

2% rebate from factory on return of jobber's slip, bill and signed contract



LILY

(large tin)

1 to 10 cs. . . $3 90
10 to 25 cs 3 85

Helvetia Milk Condens'g Co.



Originators Evaporated Cream
Highland Evaporated Cream 4 doz in box $4 00
Baby Pet, 6 doz. 3 00
Pet, reg., 4 doz., per case. 3 35

Miscellaneous.

St. Charles, 4 doz., in case	$4 60
St. Charles, 5-case lots	4 50
Horlick's Malted Milk, doz	4 50
Jersey, 4 doz per case	3 70

Cereal Coffee.

Fig Prune, per doz	$2 25
Postum, 24/½'s, per doz	1 35
Postum, 12/1's, per doz	2 25
Postum, 36/1's, per doz	2 25
Graino 12, 25	2 75

Chutney.

Chutney, asst. qts	$4 25
Chutney, asst. pts	2 75
Chutney, Major Grey, qts	6 50
Chutney, Major Grey, pts	4 25
Ban ki-pore, pts	3 00

Cranberry Sauce. doz

Anderson's 2s, 2 doz box	2 00
Tea Garden, 2s, gls, 12 box	4 00
Tea Garden 1s, gls, 24 box	2 25
Cape Cod, 2 lb, gls, 12 box	2 50
Cape Cod, 1 lb, gls, 24 box	2 00
Home Made 1s, 2 doz box	2 15
do 2s, glass, 1 doz box	4 00

COLUMN 25.

ALPINE

EVAPORATED CREAM

	Per case
1 to 5 cases, 4 doz. to case	$3.60
5 to 10 " " "	3.55
10 to 25 " " "	3.50

Gallons

1 to 5 cases, 6 to case	3.35
5 to 10 " " "	3.30
10 to 25 " " "	3.25

Midgets, 8 doz. to case

1 to 5 cases, $3.10 / 5 to 10 cases, $3 05 / 10 to 25 cases, $3.00

Alpine Evaporated Cream Co.

Factory
HOLLISTER, CAL.

Office and Salesroom
95 Market Street
Rooms 212 213
San Francisco, Cal.

Phone: **Main 3443.**

Cottolene.

2's, 4's or 10's, per cs. of 60 lbs	7 00
5 case lots	6.90
10-case lots	6.85
25-case lots	6.75

With 2½ cases, ½ case free.
" 5 " 1 " "
" 10 " 2 " "
Price $7.50, $7 40, $7.25.

Curry Powder.

Crosa & Blackwells, 2 oz.	1.35
do 4 oz	2.35
Do 8-oz.	3.65
Do 16-oz.	6.20
East India, Bombay, 16 oz.	5.00
East India, Bombay, 8 oz.	3.25

Extract of Beef.

Liebig's (Genuine)

	2 oz.	4 oz.	8 oz.	16 oz.
doz.	4 55	8.50	16.90	29.75

"Ham" Solid.

2-oz., doz	3.90	8 oz., doz	$13 27
4-oz., doz	7.20	16-oz., doz	24.75

Marshall's

2 oz., per doz. $2 40

Gelatine.

Knox's, per doz	1 20
Knox's, per gross	14 00
Cox's, per gross	12 00
Knox's per doz	1.10

Ginger (Preserved).

½ doz jars in cs, per cs. 2.35

Lemon Sugar.

Gilt Edge, 24/½s, per doz	1.37½
Gilt Edge, 24/1s, per doz	1.85

Lime Juice.

Tahita, 24/8 oz, per doz	$1 25
Tahita, short measure, 16 oz.	1 50
Tahita, full measure, 16 oz.	1.75
Tahita, full measure, 32 oz.	3.50
Tahita, bulk, gal	1.00

Mushrooms. doz

Le Court, 100 to cs	$2 25
La Forrest, 100 to cs	2 75
Hotel, 100 to cs	1 85
Fancy Stuffed, pts	4.00

COLUMN 26.

OLIVES.

OLIVES IN BULK.

	25 gl.	10 gl.	5 gl.	3 gl.
Ex. No 1, Q'n.	1 10	11 50	6 00	3 75
Lge No. 1, "	1 00	10 50	5 00	3 25
No 1 Qu'n .	95	9 75	4 75	2 90
No. 2 " ...	85	8 75	4 50	2 85
Manzanilla....	70	7 25	3 75	2 40

Extra charge for kegs & barrels.



Olives

SEVILLE PACKING CO.

White Label Queen Olives—

28-oz., per doz...$5.50
18-oz., " ... 3.75
6-oz., " .. 1 25

Pim-Olas

18 oz, 2 doz, per cs, per doz $6 10
10 " " " " 3 55

Baby Pim-Olas

10-oz , 2 doz. in case, per doz.....$2.50
6-oz , 2 doz. in case, per doz.... 1.50

Olive Oil

NICELLA

	Case
½ pints, 4 doz.....	$9 00
Pints, 2 doz	8 55
Quarts, 1 doz.....	7 85
2½-oz.	9 00



CRYSTAL BRAND OLIVE OIL.
Pure California Products.

7-oz.
Per doz...$2.40
3 doz..... 6.75

14-oz.
Per doz... 4.50

Quarts.
Per doz... 7.25

Put up by
G. O. Ryden.

MISCELLANEOUS

Golden Gate, in gal tins, per gal	1 80
" ½ " "	1 85
" ¼ " "	1 90
Pala Grove, pure Cal., qts. .. dz.	7 75
Cooper's qts., ⅛ doz.	10.00
Cooper's pts, ⅛ cs of 2 doz...	10.00
Antonini, J.P.S., qts, ⅛cs..	7.40
Do 1½-gal. tins, ⅛ tin..	2.00
Duret, qts, pts, ⅛ doz cs..6.00	7.00
Lucca, Crosse & Blackwell's qts.	7.50
Lucca, Crosse & Blackwell's pts, 2 doz.....	8.25
Lucca, Crosse & Blackwell's ½ pts, 3 doz.....	7.25

Salad Oil.

Durand Oil.

Quarts, 1 doz. to case, per case,	$1.85
Pints, 2 " " " "	1 75
½-Pts., 3 " " " ..	1 85

Puritan Salad Oil

Quarts, 1 doz. to case, per case .	1.90
F. Dubec & Fils, 1 dz qts, per case	1.50
Imitation Lucca, qts	1.50

"Primrose" Salad Oil.

Tierces, about 50 gal, gal.$	.40
1 gal. tins, 10 to case, gal.	.70
5 gal tins, 1 to case, gal..	.45
½ gal tins, 20 to cs , gal.	.75
Quart bottles, 12 to cs, doz	1 85
Pint bottles, 24 to cs, doz	1.00
½ pint bot., 36 to cs, doz.	.55

Paprika.

Gordon Packing Co.

1-16 lb ...doz		⅛ lb. . doz	6.00
⅛ lb . doz		1 lb doz	
¼ lb ..doz		Bulk, lb.....	

Peanut Butter

Heron's, 2 doz to cs, per dz. .2 40

Peels.

Citron, 25-lb box	$ 13
Citron, 10-lb box	13½
Lemon, 25-lb box	11
Lemon, 10-lb box	11½
Orange, 25-lb box	11
Orange, 10-lb box	11½

COLUMN 27.

PICKLES.

Gordon Packing Co.

California—Mixed or Plain.

No. 1, bbls, per gal.....	$0.24 to $0.27
No. 1, ½ bbls, per gal.. ..26 to	.29
No. 1, 10-gal keg, p kg. 2.25 to	2.45
No. 1, 5-gal keg, p keg. 1.15 to	1.25
No. 1, 3-gal keg, p keg. .80 to	.85
No. 2, bbls, per gal.....	.22
No. 2, ½ bbls, per gal.....	.24
No. 2, 10-gal keg, per keg.....	2 10
No. 2, 5-gal keg, per keg.....	1 05
No. 2, 3-gal keg, per keg.....	.80
No. 3, bbls, per gal.....	.14
No. 3, 10-gal keg, per keg.....	1 15
No. 3, 5-gal keg, per keg.....	.60
No. 3, 3-gal keg, per keg.....	.55

SWEET—"PACIFIC."

Bbls, ⅛ gal	51
¼ bbls, ⅛ gal.	58
10-gal keg, per keg.....	5.00
5-gal. keg, ⅛ keg	2.75
3-gal. keg, ⅛ keg	1.75
Square, 1doz ½-gal. ⅛ doz..	2.25
Square, 2 doz ¼-gal, ⅛ doz..	1.60
Square, 4 doz ⅛-gal., ⅛ doz	1.25
Round, qts, ⅛ doz.....	3.75
Round, pts, ⅛ doz.....	2.50
Round, ½ pts, ⅛ doz.....	1.75

Crosse & Blackwell's.

	Doz.
Mxd Pkls, pat tops, pts..	4.15
Mxd Pkles, Pat tops, ½ pt.	2.50
Mxd Pkls, corks, pts.....	3.95
Chow Chow, pat tops, pts..	4.15
Chow Chow, pat top, ½ pt.	2.50
Chow Chow, corks, pts....	3.95
Onions, pat tops, pts.....	4.15
Onions, pat tops, ½ pts...	2.50

Root Beer



Less 5 per cent. on gross lots

Hires', case of 1 gr.....	20 00
6 doz. lots.....	10 00
3 "	5 00
1 "	1 75

Hires' Carbonated Root Beer cs of 2-dz pt bottles, patent tops, per cs $2.00 in 5 case lots 1 85

Hires' Carbonated Ginger Ale Per case 2 00
5-case lots, $1.95.



Hires' Root-beer Carbonated and Ginger Ale empty bottles, if returned to Snohn-Fatrick Company, will be received by them at 25c. per case of 2 doz. bottles (with case) Delivered at San Francisco.

COLUMN 28.

Saratoga Chips.

(Less 5 per cent)

Boxes, 15 and 30-lb, per lb..$0.20
Cartons, 6-oz. 2 doz in cs, doz 1.30

SAUCES.

SNIDER'S SALAD DRESSING



Pints, 1 doz. in case, doz. $2.75
Hlf-Pts, 2 doz. in case, doz. 1.75



Snider's Oyster Cocktail S'ce pints, 2 doz to c'se, doz .2 40

Same gallon jugs, 6 to case, per gal..... 1 50

Snider's Chili Sauce, pints, 1 doz. to c'se doz 2 40

Same, half pts 2 doz. to c'se doz 1 45

Bayle's Tabasco Pepper Sauce, in cases, 6, ½-doz. boxes, per doz.	$3 00
boxes of 12 bottles, per doz....	3.50
Holbrook's W'cestershire, ½'s.	2.40
Do pts.	4.00
Do qts.	
*Lea & Perrin's Worcestershire, sma"	2.75
*Lea & Perrin's Worcestershire, medium	5.00
*Lea & Perrin's Worcestershire, large	8.25
*5 cases 5c ⅛ doz less.	
Ban-ki-por, ½ pts, 2 doz case, per doz	2.40
Ban-ki-por, pts, 1 doz case....	3.80
Tobasco, McIlhany	4.00
Tobasco, New Iberia	3.50
Braunhardt's Tropical, ½-pts, 2 doz. per case	4.50
" pints, 2 doz. " "	8.10
Bengal Worcester, ½ pt.....	.55
Bengal Worcester, pt	1.05
Pepper, sprinkle top, ½ pt.....	3.00
Superior Pepper, small	.75
Superior Pepper, large	1.50

Pure Food Pk'g Co.

Worcester Sauce, London Club, ½ pts , do	.75

Salad Dressing.

Durkee, small, 2 doz, ⅛ doz...	2.55
Do large, 1 doz, ⅛ d.z.....	4.80
Do picnic size, 4 dz, ⅛ dz..	1.00
My Wife's, 1 dz, 16-oz, case....	2.75
My Wife's, 2 doz, ½ pt, cs.	3.40

Alpha Salad Cream.

Jumbo, 1 doz. to case, per case...	4.25
Do large, 2 doz. " " ...	4.70
Do picnic, 2 " " " ...	2.50

El Paso Manfg. Co.
1653 Mission St.



Manufacturers

Flavoring Extracts
Fruit Juices
Syrup
Salad Dressing
Bluing
Ammonia
—
Meat and Salad Dressing, doz. .90

COLUMN 29.

SOUPS.



CAMPBELL'S (1-lb. Condensed). Packed 48 1-lb. cans to case. Straight cases of any variety, or following assortment:

8 Tomato, 8 Vegetable, 4 Ox Tail, 3 Mock Turtle, 3 Chicken Gumbo, 2 Tomato Okra, 1 Julienne, 2 Beef, 2 Consomme, 2 Pea, 2 Celery, 2 Vermicelli-Tomato, 2 Clam Chowder, 2 Mutton Broth, 2 Bouillon, 3 Chicken, 2 Mulligatany.
Price, per doz, any variety ..$0.90

Miscellaneous.

Snider's Tomato—3 lb tins 2 doz. in case, per d..	$2.60
Same—2 lb tins 2 doz. in case, per doz.	1.35
Van Camp's asstd, per doz....	.90
Van Camp's straight, per doz.	.90

SALT.



LESLIE SALT.

Free Running—	
Cartons, 20 5s.....	$ 2.50
Cartons, 24 3s.....	2.00
Cartons, 48 2s.....	2.75
Caddies, 50 2s.....	3.60
Velvet Grain—	
Bales, 50 3s.....	1.50
Bales, 30 5s.....	1.50
Bales, 15 10s.....	1.50
Bales, 8 20s.....	1.50
50-lb sacks, per ton.....	18.00

H. E. H. Liverpool.

Sales of 75, 2's, per bale.....	$1.25
Sales of 40, 4's, and 15 10's....	2.00
Bags, 200s (50s $5), per ton..	7.50

Rock Salt.

Half-Ground, 100-lb sacks, per ton	$4.25
Stock, 100-lb sacks, per ton...	4.00
Liverpool Lump, per ton.....	13.50
Cal. Table and Dairy, pr bale.	1.0
Cal. Table and Dairy, 50's, per ton	6.25

Package Salt.

Shaker Salt, per doz.....	$0.90
R. S. V. P., 3's, 24 to cs, p. cs.	2.25
R. S. V. P., 5's, 20 to cs, p. cs.	2.75

Celery Salt.

Mertens, 1 doz in box.....	1.05

Sauerkraut.

Barrels, per lb.....	.02¾
½ bbls	.03
¼ bbls	.03¼
3-gal kegs, per keg.....	.90
5-gal kegs, per keg.....	1.15
10-gal kegs, per keg.....	2.25
2-lb tins, 2 doz in cs, doz....	1.35
2½-lb tins, 2 doz in cs, doz..	1.60

COLUMN 30.

SPANISH DELICACIES.

Specialties of the **Spanish-American Food Co.**
149-155 Fremont St.
Medal Goods. Paris Exposition.



TAMALES.

	Doz.
I. X. L., W. G. M. and Kapp & Sheet Brands.	
No. 1 Boneless Chicken Tamales in key-op. cans	1.30
No. 2 Not Boneless Chicken Tamales in key op. cans	1.00
Spanish-American Brand.	
Beef Tamales in key op. cans	.95
Extra Special Boneless Tamales in key op. cans 1.60	
Chili Con Carne, 1 lb.....1.20	
Enchiladas, in key-opener cans	1.20
FRIJOLES, 1 lb	.90
Tripe, Spanish style, 1 lb	1.25
Minced Deep Sea Clams, 1 pt.	1.00
Minced Deep Sea Clams, 2 pt	1.65
Clam Juice, 1 pt.....	.95
Clam Juice, 2 pt.....	1.50
Cal. Baked Beans, tomato sauce, 1 lb., 4 doz in case...	.85
Cal. Baked Beans, tomato sauce, 2 lbs., 2 doz to case ...	1.35
Cal. Baked Beans, tomato sauce, 3 lbs . 2 doz to case...	1.75
Chili Beans (Tamale Sauce) 1 lb, 4 d z to case.....	.85
2 lb, 2 " "	1.35
2 lb, 2 " "	1.75
Deviled Oysters, for Sandwiches 4 doz to case	1.40
Pate Chicken Liver for sandws. 4 doz. to case.....	1.40
Macaroni and Cheese, with Tomato sauce, 1 lb, 4 dz. cs..	.90

Concentrated Soups.

Pints (20 kinds).....doz. .90
Beef, Tomato, Ox Tail, Mock Turtle, Mulligatawny, Rice Tomato, Consomme, Green Pea, Bean, Clam Chowder, Vegetable, Chicken Rice, Chicken Barley, Chicken Giblet, Chicken Gumbo, Cream Chicken, Cream Celery, Beef Bouillon, Chicken Bouillon, Clam Bouillon.
Quarts (9 kinds)...doz. $1.85
Chicken, Beef, Mock Turtle, Ox Tail, Tomato, Mulligatawny, Vegetable, Clam Chowder, Cream of Celery.

Truffles.

Rilhac, 100/¼'s, per doz.....	12.00
Rilhac, 100/ 1-16's, per doz.....	3.00
La Forrest, 100/¾'s, per doz..	17.00

Vinegar.

	½ Bbl.	10 gal.	5 gal.	3 gal.
30 grain....	08	10	1 15	65 50
40 grain....	10	12	1 35	75 60
50 grain....	12	14	1 70	90 80
60 grain....	14	16	2 00	1 10 95
80 grain ...	18	18	2 65	1 50 1 25
90 grain ...	18	20	3 50	1 85 1 65
100 grain....	20	22	3 85	2 00 1 85

Hammond's Vinegar.

Salad, qts, per doz.....1.25

Yeast Cakes.

Great Western	1.00
Gillett's Magic	1.20
Yeast Foam	1.20

Pure Oregon Apple Cider Vinegar.

Bbls..... .....22c gall n
½-bbl ....24c "
Guaranteed.

COLUMN 31.

Department 19.
GROCERY SUNDRIES.

Axle Grease.

H. & L., per case.....$1.50
C. & S., 2-doz case, per case... 2.00
" 5 cs lots 1.95
" 10 cs lots 1.85
Frazer's, 2 doz tins, per case..2.25
Frazer's, 4 doz wd, per case... 3.50
Frazer's, 15-lb pails..... .85
Mica, 3 doz tins, per case..... 2.25

Paper Bags.

Automatic, Self-opening, 500 in pkg. List.

¼-lb . .....$1.00 8-lb 4.80
½-lb . . .... 1.20 10-lb 5.20
1-lb . ..... 1.60 12-lb 6.30
1½-lb . . .... 1.70 14-lb 8.30
2-lb . ..... 2.00 16-lb 9.00
3-lb . . .... 2.50 20-lb 10.00
4-lb . ..... 2.90 25-lb 11.00
5-lb . . .... 3.40 30-lb 13.00
6-lb . ..... 4.00 35-lb 15.00
7-lb . ..... 4.40 .....

Discounts from above List:
(Cheapest).....50 pct and 5, 10's
Eagle or Equal....50 pct and 2, 10's
White Fibre, or any white bag, ...50 pct and 1, 10's
Mikado (striped) .....40 pct
Sugar Bags, broad bottom, lb....06
Lion, 40 per cent and 1....1.10

Bluestone.

Barrels, per lb (5 bbls 5½c) .$0.05¾

Bathbrick.

Bristol, 2 doz, per case (25 case lots 67½c) $0.85
Powdered, 20 1's, per case 1.15
Powdered, 40 ½'s, per case 1.25

CANDLES.

Adamantine.

Schneider's 10 oz, 20's.....$0.07
Schneider's 12 oz, 20's..... .08½
Schneider's 14 oz, 20's..... .09½
Paraffine, 20 1 lb. cakes...1.95
do, 5 bx. lots.....1.85
do 40 1 lb cakes.....3.90
do 5 bx lots.....3.75
do 100 1 lb cakes.....9.75
do 5 bx lots.....8.75
P. & G. Adamantine, 10 oz. 8¼
do 12 oz. 9¼
do 14 oz. 10½
Yacht Club Quartz Candles
20 sets 14 oz..... .10
40 sets 14 oz. 0.3¾

Stearic.

Schneider's 14 oz 20's or 40' .12
Schneider's 16 oz 20's or 40's. .13½

Paraffine, Etc. Per lb.

4s, 6s, in cartons of 36-lb bxs..10¼
12s, in cartons of 36-lb bxs....10¼
½-lb, in cartons of 25-lb bxs...10¼
1-lb, in cartons of 25-lb bxs....10¼
Colored 1c higher.

Beeswax, pure for churches.. 40
Do No 2..... 30
Do No. 3..... 25
Christmas, all sizes..... 8 8½
Do holders, ⅋ gross..... 85
Wax Tapers, ⅋ doz pkgs (⅋ gross 8.00)..... .65 75
Night Lights, German, on pap & wd, (doz 40)..... 65
Do French, on tin, doz... ..... .50, .75, 1.10

Cordage.

Basis price: Manila 14½c. Sisal 9¾c (5,000 lbs ¼c, and 10,000 lbs ½c less.)

Egg Food.

Pratt's, 26-oz, 2 doz in cs....$2.25
Wellington's, 1-lb, 2 doz box.. 2.00

Fly Paper.



Fly-Net, Per case $2.60
Magnet, per case.....$2.50
Tanglefoot, per case..... 2.90
Tanglefoot Holders, per case of 50 75

Fruit Jars.

(Net cash — no discount)

Mason's, pts, per gr..... 7.35
Mason's qts, per gr..... 8.05
Mason's, ½ gals 11.40

Fruit Jar Caps.

Porcelain, 6 doz to box, per box 2.50

Fruit Jar Rubbers.

No. 1 white, per lb..... 50-60c
"Gold Seal," cartons, per gr.. .75
"Badgers," cartons, per gr.... .60

Hops.

No. 1, ¼ lb, 30-lb. box, lb..... .30
No. 1, ½ lb, 30-lb box, lb..... .30
No. 1, 1 lb, 30-lb box, lb..... .30
Less than 30-lb boxes..... .31

Horseradish.

½-pts, 2 doz in box, doz..... 1.10
Pts, 1 doz in box, per doz.... 1.50
Qts, 1 doz in box, per doz..... 2.75
Bulk, per gal ..... .75

Glue.

Le Page's, 1 oz, per doz..... .75
Le Page's, 2 oz, per doz..... 1.15
Le Page's ½-gill tins, per doz. 1.20
Le Page's, 1-gill tin, per doz.. 1.80
Standard, small, per doz..... .50

COLUMN 32.

EUREKA INSECT EXTERMINATOR.



Manufactured by
Jos. Pusch, 22 Hampton Place San Francisco.

10c size, doz ..... .75
25c size, doz 1.75
60c size, doz 4.50
1.00 size, doz 8.00

Harmless to persons or animals; does not irritate the skin or injure the eyes.

MATCHES.

Metropltan, full count, per tin.$1.10
Universal, shrt count, pr tin .75
Boys' block pkg, per doz 81½
Swedish Safety, per gross..... .80
Swedish wind, 1 gross..... 85
Vulcan Paraffine, 65s, ⅋ gross (50 gross 50c) .....50 .55
Japanese Safety, per gross..... .50
Squirrel Matches, 55s, per gross .43
Ship Safety Matches, large, gross .75
" " small, " .65

Diamond Match Co.'s.

Anchor, 200 . ..... 1.70
Do 500s..... ..... 4.00
Domino, case 2.75
Domino, 5-case lots 2.50
G. G. 60s..... 3.75
Red Top Safety 3.25
S. & C., Eastern Parlor, 80s.... 4.25
Press, 100s, 5-gross cs..... 4.75
Little Star, per cs..... 2.25
Search Light, 500s, large 1 gr.. 4.75
(Discount of 25c per case on 5 cs lots)

Paper, Wrapping.

Butter, White, ⅋ ream..... 20
Do Waxed ⅋ ream..... 25
Manilla, No. 2, roll, any sz. lb... 3½
Manilla, No. 1, rolls or reams, ⅋ lb..... 5
Straw, ⅋ ream..... 70
Do rolls any size, ⅋ lb.... 3¼
Drab, ⅋ ream..... 60
Do rolls any size, ⅋ lb.... 2¾
Metropolitan White Fibre Rolls, per pound . . . 4

Paper, Toilet.

Columbia, in rolls, 7 oz, per cs of 100 .....2.75
Royal, 100 rolls of 500 shts.....4.00
Pilot, 100 tablets of 500 shts..3.75
Golden Eagle, 100 tablets of 1,000 sheets 8.00

Polishes, Shoe.

Mason's.

Mason's Colt-Coron-Ide Per gross $4.70; per doz. 40c
Mason's Paste Stove Polish Per gross $4.70 ¼-gross $1.20
Mason's Challenge, per doz .... .40
Mason's Challenge, per gross... 4.70
Challenge Shoe Dressing, small per doz $ .75
" " large " " 1.50
Russett Comb'n. shoe Dressing small, per doz .. .75
" " large, " " 1.50
Black Comb'n Shoe Dressing small per doz 85
Patent Leather Polish, per doz . .50
Mason's, No. 4 " .45
" " per gross 5.20
" No. 3 per doz ..... .35
" " per gross. 3.40
" No 2 per doz .30
" per gross..... 3.00
" No. 1 per doz .25
" " per gross 2.80

Scott & Gilbert Co.
Manufacturers.
213-216 Mission St., San Francisco



In 3 dozen cases per

Alaska Seal Cl....	20 00
Top Notch	15 0
Russian	12 00
Boss	9 00

Bixby's.



Jet Oil ..... per doz. .85
Jet Oil, 3 doz. in box with Morrel Brush Free 2.55

COLUMN 33.

BIXBY'S—Continued

Royal Polish per doz. .85
Royal Polish, 3 doz. in box, with 8 pkgs. 5c Carpet Tacks free 2.55
Shoe Satin, Small Comb per doz. .80
Shoe Satin, Large Comb per doz 1.25
No. 5, Shoe Satin Paste, per doz .40
No. 10, Shoe Satin Paste, p doz .85
Satinola, Small Comb . .80
Satinola, Large Comb .. 1.25
No 5, Satinola Paste. . .40
No 10, Satinola Paste. . . .85
"BBB" Blacking, Size M, 3 dz in box } 1.25
½doz. paste free }
"BBB" Blacking, Size B, 3 doz. in box } 2.50
1 doz. paste free }

Polish, Stove.

Rising Sun, large pkg, ⅋ gross.6.25
Do 5-gross lots, ⅋ gross..6.00
Do Small pkg, ⅋ gross....4.25
Sun Paste, large, ¼ gross, per gross 8.00
Sun Paste, small, ¼ gross, per gross 5.00
Enamelline, No. 4 tins, ⅋ gross.5.00
Do No. 6 tins, ⅋ gross 8.25
Do Liquid, pt-tins, bx 3 doz.2.25



Small, 3 doz. to cs., per cs.$1.50
Large, 3 doz. to cs., per cs. 2.50
(½ doz. free with each case)

Polish, Metal.

Electro Silicon, 1 gr in case, per doz ..... .80
Brilliantshine, ½ pts, per doz.. .90
Brilliantshine, pts, per doz.... 1.70
Brilliantshine, qts, per doz... 3.10

U. S. Metal Polish.



POLISH	Doz
Qts	$3 00
Pts.	1 70
½ Pts	90
PASTE	
lb	$3 00
½ lb	1 75
4oz	80

Barkeeper's Friend powder gr $18.00

U. S. METALLIC POLISH

PASTE is put up by a Practical Chemist; also in Liquid Form. Free from Acid or Grit. 20 years in the Markets of the World. **J. T. WILSON,** Pacific Coast Agt., 1770 15th St., S. F. For sale by all dealers. Also the Barkeepers' Friend Cleaning Powder.

Rope.

Manila, 1¼-in. cordage 14
Sisal, 1¼-in. cordage . . . 10¼

Seeds.

Anis	10
Canary	7
Caraway	8 10
Celery	15
Coriander	15
Cumin	13
Flax, ground	4
Flax, whole	3¾
Hemp, sacks	4½
Millet	6½
Mustard	7½
Poppy (Or oka 9¼). ...	10¾
Rape, Cal	4½
Bird gravel 40 2s	2 00
Bird Seed Mixed 4s 1-lb pkg	

Original sacks at less

Sheep Dip.

Little's, 10½-gal tins, per gall 60
Little's, 5-gal drums per gal 1 00
Smith's, 10½-gal tins per gal .75
Smith's, 5-gal drums, per gal .90

Twine.

Cotton, 4 ply, 100-lb bls, per lb 10
Do 3 ply 100-lb bls, per lb 10
Do 2-lb cones, per cone . 44
Hemp, 8-oz balls per 3 lb pkg 75
Do, 4-oz balls per 3-lb pkg 75
Do 2-oz balls ⅋ 3 lb. pkg
Sack, 4 ply, 12-lb pkgs per lb .12

Wax.

Fruit, 25 1-lb pkgs. .30
Japan, per lb .30
Beeswax .25

Wax Strings.

12 in. 10 pkg. 100 strips each 1 60
14 in 10 pkg 100 strips each 1 75

COLUMN 34.

COLUMN 35.

Department 20.
WOOD AND WILLOW WARE

AXE HANDLES.

Ex, 36-in, doz $2.25
No. 1, 36-in., doz..... 1.75
No. 2, 36-in., doz..... 1.25
No. 3 36-in, doz... ... ... 1.05
Ex, 38-in, doz 4.00
Ex, 40-in., doz..... 4.25

BASKETS.

	Per Doz.
Cal., Open, Spruce, No. 3..	.60
Cal, Open, Spruce, No. 4..	.60
Cal., Open, Spruce, No. 5..	.84
Cal., Satchel, Spruce, nest, 0-5	1.10
Cal, Satchel, Spruce, nest, 1-5	1.00
Cal., Satchel, Spruce, nest, 1-41	.71
German market, nest of 4	1.25
Clothes, Oval, Wil., No. 0.	4.00
Clothes, Oval, Wil., No 1.	6.75
Clothes, Oval, Wil., No. 2.	8.00
Clothes, Oval, Wil., No. 3.	9.00
Clothes, Oval, Wil., nest 4..	3.17
Japanese Telescope, nest of 5, size 18x12x7.....	1 00
Same, size 20x13½x7.....	1.25
Same, size 24x15x10	1.75

BOWLS, WOODEN.

	Per Doz
Maple, No 1, 11-inch.....	.75
Do No. 2, 13-inch.....	1.50
Do No. 3, 15-inch.....	2.75
Do No. 4, 17-inch.....	4.25
Do No. 5, 19-inch.....	5.75
Do No. 6, 21-inch.....	7.50
	Per nest
Maple Nests, 3, 13, 15, 17-inch	.71
Same, 4, 13, 15, 17, 19-inch	1.20
Same, 5, 13 to 21-inch...	1.81

BROOMS.

	Per Doz
Patent Cap, No. 1.....	3.80
Patent Cap, No. 2.....	3.60
Patent Cap, No 3...	3.35
Extra Patent, No 1	3.85
Extra Patent, No 2.	2.60
Extra Patent No 3.....	2.40
Ladies' Pride, No 1.....	2.85
Ladies' Pride, No 2.....	2.60
Ladies' Pride No 3.	2.40
Little Beauties	3.00
Ladies' Delight	2.80
Toy, 2 strings .90	1.35
Wisp 2 strings .90	1.26

BRUSHES.

	Per Doz
Dust	2.00 12.00
Scrubbing .	.55 3.00
Dandy .	1.50 5.75

Shoe Brushes.

No. 1, black tampico	1.10
No 2 bristles	1.65
No 3, white bristles	1.75
No 4 bristles	2.00
No. 5, white bristles	2.25
No 6 horse hair	2 70
No 7 bristle ..	3 90

Stove Brushes.

	Per Doz.
No. 1, tampico, handles...90c-$1.10	
No 2 bristles handles .	1 85
No 3 tampico handles . .	1 85
No 4 bristles handles ..	3 25

Ox Fibre Brushes.

	Per Doz.
Scrub T & H 9x2¼ in face	.80
Do Hub, 10x2¾ in face	2 00
Do Marble 7½x2 in face	1.10
Do Owl, 6¼x1¼ in face	.85
Do Cut, 10¼x2¼ in face	1 60
Do Hut 8½x2¼ in face	1 25
Do Mouse 6¼x2¼ in fa	1 00
Do Alligator, 10¼x2¾ in face	2.25
Do Goose 8¾x2¾ in face	2 00
Do Duck 6¼x2¾ in face	1 50
Stove, Hustler 8½x2¼ in face	2.25
Sink Bell 9¼x2½ in face	1 40
Sink Clover 4¾x1¾ in face	2 25
Horse Painter 10x3¼ in face	3.00
Creamery Jersey, 9x5 in face	3.25
Creamery Holstein, 9½x in face	3 50
Dust Peacock 10½x4 in face	2.25
Hand Windsor, 4½x1¼ in face per gross	6 00
Whitewash Snowstorm, 9-in., per doz.	2.00
Same 8 in per doz	1.75
Same 7 in per doz	1 50

CAN OPENERS.

Universal per doz	$0 75
Crown per doz	1 25
Monarch per doz	2 25

CARPET SWEEPERS.

Ohio Bell per doz	27 00 to 27 00
King per doz	24 00

CHEESE RAKES.

No 1 No. 1, 10 in	$2 20
No 2 No. 2, 12 in	2 75
No 3 No. 3, 14 in	3 50
Square each	4 00

Clothes Line.

Hemp, 40 feet per doz	$0 80
Hemp, 60 feet per doz	1 25
Cotton, 40 feet per doz	1 50
Cotton, 60 feet per doz	1 75
Cotton, 72 feet per doz	1 75
Cotton, 40 feet per doz	1 75
Cotton, 60 feet per doz	2 50
Wire Cord, 50 feet per doz	2 00
Wire Cord, 70 feet per doz	1 60
Wire Cord, 7 feet per doz.	1 60
Wire Cord, 100 feet per doz .	2 75

COLUMN 36.

Clothes Line Pulleys.

Galv. Iron, per doz.....$0.50

CLOTHESPINS.

Common, per bx of 5 gross .65
U. S. Patent Spring, per gr .60

COFFEE MILLS.

Enterprise, Family, No. 1, doz.$2.50
Enterprise, Family, No. 2, doz. 3.50
Enterprise, counter, ea....5.50-35.00

CORKS.

Wine, pt size, per M.....$4.75
Wine, qt size, per M..... 5.25

Demijohns.

Discount 50-10-5 per cent

¼-gal., doz..$3.25 2-gal., doz..$10.50
½-gal., doz.. 4.50 3-gal., doz.. 13.50
1-gal., doz... 6.50 5-gal., doz.. 19.00

Dust Pans.

No. 1 Japan, doz..... .63
Covered, doz 1.25
Janitor, doz 2.25

Dusters.

China, fancy colored, doz.... .80
Standard Turkey, No. 10, doz.. 1.60
Standard Turkey, No. 12, doz.. 2.10
Standard Turkey, No. 14, doz.. 2.75
Standard Turkey, No. 16, doz.. 3.25
Standard Turkey, No. 18, doz.. 3.75

DOOR MATS, COCOA.

	Per Doz.
Light, No. 1, 14x24.....	4.00
Do No. 2, 16x27.....	5.50
Do No. 3, 18x30.....	7.25
Do No. 4, 20x33.....	9.00
Medium, No. 1, 14x25.....	5.25
Medium, No. 2, 16x27.....	6.75
Medium, No. 3, 18x30.....	8.50
Medium, No. 4, 20x33.....	10.25
Extra, No. 2, 16x27.....	9.50
Extra, No. 3, 18x30.....	12.50
Extra, No. 4, 20x33.....	15.00
Extra, No. 5, 22x36.....	18.00
Keystone Steel Mats.....	

Faucets.

Cork lined, No. 1, doz.....$0.60
Cork lined, No. 2, doz..... 75
Cork lined, No. 3, doz..... 90
Cork lined, No. 4, doz..... 1.25
Cork lined, No. 5, doz..... 1.50
Molasses Gates $0.25
Self-Measuring Faucets, each. 3.00
Syrup Pumps (Ent'rprise), ea. 5.75
Syrup Pumps with auger, ea.. 6.00

Ironing Boards.

4-ft., per doz..... 4.20
4½-ft., per doz..... 4.75
5-ft., per doz 5.25
5½-ft., per doz 5.75

LAMP CHIMNEYS.

XX Eureka Grade.

Eureka Crimp Top in Cartons.

	Per Doz.
No. O or E, 6 doz. in case	.75
No. 1 or A, 6 doz. in case	.75
No. 2 or B, 6 doz. in case.	.95

Eureka Electric. In Cartons.

No. 2, 6 doz. in case, per doz. 1.00

Lantern Globes. per doz.
Packed 6 doz. in case.... .70

Eureka Rochester.

	Per Doz.
No. 1, 6 doz. in case....	.85
No. 2, 6 doz. in case.....	1.05
No. 3, 6 doz. in case.....	2.10

Macbeath Pearl Top.

No. 1 or A, 6 doz. in case. .85
No. 2 or B, 6 doz. in case. 1.05

La Bastie.

Heaviest and best in market.

	Per Doz.
No. A, plain bulk, 6 doz. in case	1.20
No. B, plain bulk, 6 dez in case	1.50
No. A, crimp bulk, 6 doz. in case	1.80
No. B, crimp bulk, 6 doz. in case	1.60

Common Chimney.

	Per Doz.
No 0 or E, 6 doz. in case.	.40
No. 1 or A, 6 doz. in case..	.45
No. 2 or B, 6 doz. in case.	.65

Common Rochester.

No. 1, 6 doz. in case..... .80
No. 2, 6 doz. in case..... .90
No. 3, 3 doz. in case..... 2.00

Lamp Burners.

0 or E, per doz.....$0.50
1 or A, per doz..... 60
2 or B, per doz. 4..... 75
(Blaze fits 13 collar, takes E wick)
Solar Burners, doz 1.50

LEMON SQUEEZERS.

Ball, per doz $0.80
Glass, No. 1, per doz..... 50
Glass, No. 2 (for oranges) doz 85

MOPS AND HANDLES.

	Per Doz
9-lb. Mops .....1.20 and 1.50	
12-lb Mops .....1 60 and 2.00	
Patent Mop Handles 1.00	
Plain Mop Handles ..... .80	

PAILS.

	Per Doz.
Wood, painted, 3 hoops....	2.25
Wood, varnished, 3 hoops	2.25
White Cedar, 3 galv hoops	2.75
Fiver	3.50
Galvanized, 10 quarts	1.75
Galvanized, 12 quarts	2.05
Galvanized, 14 quarts	2 35

SHELF PAPER.

	Per gross.
Narrow, assorted colors.	.12
Wide, assorted colors....	.35

COLUMN 37.

TUBS.

White Cedar—No. 0, 13.00; No. 1, 10.50; No. 2, 9.00; No. 3, 8.00.

Painted or varnished—No. 0, 11.40; No. 1, 9.60; No. 2, 8.40; No. 3, 7.20.

Fiber—No. 0, 18.00; No. 1, 14.50; No. 2, 12.50; No. 3, 11.00.

Galvanized—No. 1, 5.50; No. 2, 6.20; No. 3, 7.20.

WASHBOARDS.

	Per Doz.
California, regular size.....	2.10
California, small	90
Stag	2.75
Bronze	3.50
Good Enough	2.25
Anchor, single	1.90
Nameless	2.25
Peerless, double	3.50
North Star	3.50
North Star, protector....	4.00
Crystal Glass	4.00
Misses	1.50
Toy	.90

WICKING.

	Grs.
Lamp, 0 or E, ⅝-in.....$0.30	
Lamp, 1 or A, ⅝-in..... .40	
Lamp, 2 or B, 1-in..... .60	
Lamp, 3 or D, 1½-in..... .80	
No. 1 Rochester 2.00	
No. 2 Rochester 2.75	
No. 3, Mammoth 3.25	
Junior Rochester 1.50	
Stoves, 3-in 1.80	
Stoves, 3½-in. 2.25	
Stoves, 4-in 2.50	
Stoves, 4½-in 2.90	
Stoves, 5-in 3.50	

WRINGERS.

Wood Frame Novelty.

Two top screws; iron tub clamps.

	Per Doz.
No. 350, 10x1¾ in	30.00
No. 351, 11x1¾ in	36.00
No. 352, 12x1¾ in	42.00
One top screw; wooden top clamps.	
No. 360, 10x1¾ in.....	31.00
No. 361, 11x1¾ in.....	36.00
No. 362, 12x1¾ in.....	42.00
Ball Bearing.	
No. 380, 10x1¾ in.....	40.00

MISCELLANEOUS.

Barrels, paper, 100-lbs, ea. .80
Barrels, pa., 50 lbs ea..... .65
Barrel Covers, 17-in. (flour barrel size), per doz..... 1.80
Barrel Covers, 21-in (sugar barrel size), per doz. 2.70
Basins, fiber, 12-in., pr dz. 2.25
Basins, fiber, 1½-in., per doz. 2.50
Brownies, per doz. .75 1.00 1.25
Butter Ladles, plain, doz.... 45
Butter Ladles, clays, doz 85
Butter Spades, doz 40
Dishes, oval 1, 2 and 3-lb, per 1,000.....2.20, 2.30, 2.90
Dishes, wire end. .....
....1.35, 1.80, 2.35, 2.85, 3.25
Egg Beaters, Dover..... 1.00
Lemon Squeezers, fiber, dz 1.25
Measures, fiber, 4 pcs..... 1.25
(Set pt., qt., ½ gal and funnel)
Lanterns, O Tubular, doz. 5.00
Lanterns, candle, frame, only doz. 1.00
Lantern Candle, with chimney, doz. 1.75
Lantern globes, in bbls. 70@95
Mouse Traps, 1 to 6 holes, doz., 6 holes..... .60
Traps, mouse, "Does-it-easy," doz. 25
Traps, rat, "Blizzard," doz.... 1.25
Nest Eggs, per doz..... 20
Oil Cans, 1 gal., cush., per doz 1.50-4.50
Oil Cans, 1 gal., galvanized Iron 2.00
Oil Cans, 5 gal., galvanized iron 6.00
Potato Mashers, per doz. 45@75
Rolling Pins, per doz 1.20 and 1.45
Spoons, wooden...30c, 37c .85
Step Ladders, each per ft ..... .17 .40
Tacks, steel, assid, 2-oz, doz... 25
Tacks, Common, 2 oz., doz.. 8½
Tapers, gas, 30/17-in, stgs. doz 65
Tobacco Cutters, standard, ea 80
Toothpicks, per case, 110 box 2.25
Twine Holders, hanging, doz 2 00
Twine Holders, counter, doz.. 3.10
Spittoons, fiber, 13-inch.. 6.00
Spittoons, fiber, 12-inch.. 4.75
Spittoons, fiber, 8-inch.... 4.00
Whips 90
Window Screens, 12-in., doz.. 1.60
Window Screens, 18-in., doz.. 2.20
Window Screens, 24-in., doz.. 2.64

STATIONERY.

Blank Books.

Counter, 48-leaf ..... $ 50
Counter, 92-leaf 75
Cap, Day & Ledger, per 100 pp ..... 10@ 40
Full bound ..... 50@ 75

Writing Paper.

	Ream
Commercial Note 5lb..	45@ 75
Commercial Note, 6lb...	50@ 90
Letter, 10 lb. ex	90@1.50
Cap, 12 lb, ex... ..	1 00@1.80

COLUMN 38.

Envelopes.

	Per M
XX, 5-in.	1.00@1.50
XX, 6-in.	1.10@1.60
XXX, 10-in.	2.80
XX, 4-in., Baronial, cream or white	1.40@1.80
XX, 5-in., Baronial cream or white.....	1.60@2.00

Inks.

Scott & Gilbert Co., Manufacturers, 214-216 Mission Street, San Francisco

SUNSET BLUE BLACK



	gross
Cones, 3 dozen case	$4.50
2 oz. round studs 3 dz..	4 50
	doz.
4 oz. round studs, 3 dz.	75
½ pints, 2 doz case..	1 25
Pints, 2 doz. in case	2 00
Quarts, 1 doz. in case	3 50
	gal.
5 gallon kegs ..	70
10 gallon kegs .	60
Barrels ..	50
Assorted colors.	doz
1 oz, stands, any color	50
2 oz. stands, any color	75

BLACKSTONE MFG. CO.

1960 Howard St., S. F., Cal.



	Gross
Cones, 3 doz to cs.....	$3.75
2-oz., Rnd Cylndr, 3 doz to cs..	2.90
3-oz., Rnd Cylndr, 3 doz to cs..	5.75
4-oz., Rnd Cylndr, 3 doz to cs..	6.50
	Doz.
8-oz., Rnd Cylndr, 2 doz to cs..	1.15
16-oz., Rnd Cylndr, 1 doz to cs.	2.00
Full qts., Rnd Cylndr, 1 doz to cs	3.75

Above prices are for Jet Black, Blue Black, Green, Blue, Violet and Carmine Inks.

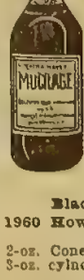
(Copying Inks 10 per cent additional.)

Miscellaneous.

	Gross.
Carter's or Sanford blk cylinder, gross	4.50
Sanford's, 4 oz., black cylinders, doz.	60
Sanford's ½ pt, doz.....	1.75@2.00
Sanford's pts, doz	3.00@4.50
Sanford's qts., doz.	5.00@7.50

Lead Pencils.

	Gross.
Plain cedar	60
Black polished	1.10
Cedar, rubber tip	1.00
Red polished, metal rubber tip	1.50@3.50
Carpenters'	1.75@2.25
Eagle Automatic, doz.. doz.	85@2.00 40@1.80



Mucilage

Scott & Gilbert Company

Mafrs., 214-216 Mission St

San Francisco, Cal

SUNSET EXTRA HEAVY

	doz
2 oz. cones, 3 doz. cs	37½
3 oz. cones, 3 doz. cs.	75
½ pints, 1 doz. case	2 00
Pints, 1 doz. in case	3 50
Quarts, 1 doz. in case	7 00
Gallons, ½ doz. ca e	20 00

Blackstone Mfg. Co.

1960 Howard St. S. F., Cal.

	Gross.
2-oz. Cones, 3 doz. to cs.....$4.00	
3-oz. cylndrs, 3 doz to cs..... 5.75	
	Doz.
8-oz. round, 2 doz to cs..... 1.75	
16-oz. round, 1 doz. to cs..... 3.00	
Full qts., 1 doz. to cs..... 5.00	
Bulk quotations (5, 10 and 30-gal.) on application.	

Steel Pens. per gr Gross.

Railroad, 1 gross in box.....$0.40	
Stub No. 413	40
Falcon	40
Bank	40
Easy Writer	50
Extra Fine	45
Elastic	45
Railroad Stub	40
Ladies' Falcon	40
School	40
Spencerian No. 1	85
Gillotts No. 404	50
Gillotts No. 303	1.00

COLUMN 39.

Department 22.

TOBACCO, CIGARS, SMOKERS' SUPPLIES, ETC.

AMERICAN TOBACCO CO.

Plug Tobacco.

Battle Ax, 16 oz, 3x12, b cuts, 12, 24 lb	40
Big Gun, 8 lb. butts, also 16 lb. butts, 16 oz., 3x12, 6 cuts.....	45
Brandywine 4 to lb., 2¾x9, 3 cuts, 4 and 8 lb	47
Bullion, 16 oz 3x12, 12 lb....	48
" 6 to lb., 1x6, 20 lb .	51
Burr Oak, 16 oz., 3 x 12 emb., 6 and 12 lb.	44
Climax, 16 oz, 2x12, 6 cuts; 6, 12 and 30 lb	46
Climax, 7 oz, 2x12, R & R 6 cuts. 7, 10½ and 21 lb.	49
Climax, 7 oz, 3x12, thin, 7 and 14 lb	49
Climax, 6, to 1b, 2x8, Twin 4s. 4 lb boxes	51
Climax, 14 to lb, 1x8, Figs 4 lb boxes	55
Cross Bow, 14 oz, 3x12, 4 cuts 14 lb	39
Drummond Nat., 5½ oz. 3x12, 8 cuts, 5, 8, and 12 lb ..	64
Five Brothers, 4 oz, 3x6, 2 cuts, 4 and 8 lb ...	66
Gold Rope 7 to lb. 3, 6, 12 lb. .	57
Gold Rope 14 to lb. 4, 8 lb .	59
Good Luck, 3x6, 10 lb.	46
Granger Twist, 12 and 15 lb pails	46
Horse Shoe, 16 oz, 8x12, 6 cuts, 8, 12 and 24 lb	45
J T., 7 oz, R & R, 2x6, 2 cuts, 10½ and 21 lb	40
J T., 7 oz. Smo. 2x6, 2 cuts, 10½ and 21 lb.	40
J. T., 14 oz, Smo. 3x12, 4 cuts, 10½ and 21 lb. ..... R & R...	40
Newsboy, 48 plugs to 10 lbs. 2¼x4½, 10, 15 and 25 lb.....	43
Nobby Spun Roll, 7 to lb, 1½x8½, 3, 6 and 12 lb.....	58
Old Honesty, 15 oz, 3x12, 6 cuts, 7½, 15 and 30 lb	45
Old Kentucky, 6 to lb, R. & R., 8, 16½ and 25 lb...	49
Old Peach and Honey, 6 to lb 8 lb. butts	49
Out of Sight, 12 butts, 12 oz., 3x12, 3 cuts.....	36
Piper Heidsieck, 5½ oz, 2⅝x8, 3 cuts, 4, 7, 14 lb	70
Red Cross, 16 oz, 3x12, 4 cuts 12 and 24 butts	34
Red Ribbon Twist, 10 to lb, 6 inch, 8 lb pecks, 16 lb. ½ bus	41
Saw Log, 16 oz, 2x12, 8 cuts 24 lb.....	47
Saw Log, 32 oz, 3x12, 12 cuts, 32 and 48 lb	47
Something Good, 5½ to lb, 2x4 9, 18 lb.....	46
Spear Head 16 oz, 2x12, 6 cuts, 6, 18 and 30 lb.	46
Spear Head, 7 oz, 2x12, 6 cuts, 7, 10½ and 21 lb	49
Standard Navy, 14 oz, 3x12, 4 cuts, 14 and 28 lb.	39
Star, 16 oz, 3x12, 6 cuts, 12, 24 and 52 lb	46
Weissinger's Special, 5 1-3 oz., 3 x 12 emb, 2, 6, 12 lb.	64
W. N. T. Nat. Leaf, 6 and 12 lbs., bxs., 5½ ozs., 3x12....	58

Smoking Tobacco.

(5-lb Cartons, 25 and 30-lb cases.)

Seal of N. C., 1⅝ oz, foil....$0.68	
Seal of N. C., 3½ oz, foil.....	.62
Seal of N. C., 8 oz, foil.....	.59
Seal of N. C., 16 oz, foil.....	.59
Old Gold, 1⅝ oz, foil or pouch	.70
Old English curve cut, 1⅝ oz	.74
Old English curve cut, 3½ oz	.74
(In curved tins.)	
Pedro, 2½ oz, foil.....	.49
Pedro, 2½ oz, pouch.....	.51
Pedro, 2½ oz, assorted.....	.50
Pedro, 16 oz, tin canisters....	52
Dixie Queen, 1⅝ oz, foil.....	40
Dixie Queen, 16 oz, tin canisters, 6-lb cartons, 24-lb cas	.43
Duke's Mixture, 1⅝-oz sack..	39
Arlington, 1⅝ oz, foil.....	.65
Cross Cut, 1⅝ oz, foil.....	.60
Duke's Cameo, 1⅝ oz.....	.42
Duke's Cameo, 2½ oz, foil....	.45
Melrose, 1⅝ oz, foil.....	.65
Fragrant Vanity Fair, 1⅝ oz, foil	.95
Red Indian Plug Cut, 1⅝ oz and 3½ oz, foil.....	.42
Red Indian Plug Cut, 16-oz pails	.44
Fashion, 1⅝ oz	.41
Fashion, 16-oz pails.....	.44
Bull Durham, 1 oz.....	.65
Bull Durham, 1¾ oz.....	.65
Bull Durham, 3½ oz.....	.60
Bull Durham, 8 oz.....	.58
Bull Durham, 16 oz.....	.58
Pick Leaf, gran, 1 oz, 25-lb cs	.60
Corn Cake, gran, 1-lb bags, 25-lb cases, per lb.....	.28
Echo Plug Cut, 1⅝ oz.....	48
Red Bell, 1⅝ oz.....	.42

COLUMN 40.

Red Bell, 16-oz pails.....	.43
Oriental Mixture, 8½-oz tin..	1.00
Imperial Mixture, 2½-oz tin.	1.30
Plum, 1⅝ oz, foil.....	.62
Three Kings Mixture, 2½-oz tins	1.35
Monte Cristo Mixture, 2½-oz tins	1.50
Yale Mixture, 1-oz tin.....	1.35
Yale Mixture, 1⅝-oz tin.....	1.60
Yale Mixture, 3½-oz tin.....	1.55
Honey Dip Twist, 10 to lb....	.46
Master Workman, 10-oz plug, smoking	.46
Old Virginia Plug, smoking, 5 oz, 10½ lb., 6x5.....	.42

Fine Cut Chewing.

Hiawatha, 1 oz.....	.59
Hiawatha, 10-lb bulk, bright or dark	.59
Hiawatha, b'ght or d'k, 1-lb tins, 5-lb pails	.58
Sweet Cubs, b'ght or d'k, 1-lb tins, 5-lb. pails	.46

Cigarettes.

Fragrant Vanity Fair $4 08	
Duke's Cameo	4.08
Sweet Caporal	4.08
Virginia Brights	4 08
Old Dominion	3.98
Pets (foil packages).....	6.52
Richmond Straight Cuts.....	6.62
Turkish Trophies	7.75
Egyptian Deities, No. 1, 10s..	21.50
Egyptian Deities, No. 3, 10s	$18.36, 19.32
Mogul	11.32

Cheroots, Etc.

Vaporettes in tin foil, 5 for 10	14.00
Old Virginia Cheroots, 5's....	14.00
Jumbo Stogies, 100 in carton.	12 50
Between the Acts Little Cigars, 10's, tin and paper..	8.50
Bengal Little Cigars, 10's....	7.50
Royal Bengal, 10 in pkg.....	12.00
Van Bibber Little Cigars....	17.50
Sub Rosa Cigarros, 10s, per 1,000	4.10
Florodora	12.50

Cigarette Papers.

Vanity Fair, 50 pkgs in box..	1 05
Wheat Straw, 50 pkgs in box.	1.25
Wheat Straw, 100 pkgs in box	2.50
Wild Oats, 40 pkgs in box....	.80
Red Seal, 50 pkgs in box.....	.25
Corn Husk, 50 pkgs in box...	1.15
Corn Husk, 100 pkgs in box..	2.30
Interlock, 50	1.15
" 100.....	2.25

THE WILSON CO.

Hoffmann House Little Cigars, 10 in package, 250 in carton	$7.50
Hoffmann House Magnums, 10 package, 100 in carton.....	12.00
Hoffmann House Petit Duc, 10 in package, 100 in cart'n.	15 00
Hoffmann House Cavaliers, 10 in package, 100 in cart'n.	18.50

J. R. PACE TOBACCO CO.

Scroll Tag, twist, 6 to lb....	.65
Scroll Tag, 10 oz.....	.65
Mastiff Plug Cut, 1⅝ oz.....	.67½
Mastiff Plug Cut, 3½ oz.....	.65½
Mastiff Plug Cut, 10 oz.....	.52

AMERICAN SNUFF CO.

French Rappee, 1⅝ oz, pr dz.	.96
French Rappee, 3½ oz, pr dz.	1.80
French Rappee, 16-oz jars, per lb	.65
Maccaboy, 1⅝ oz, per doz....	.96
Maccaboy, 3½ oz, per doz....	1.80
Maccaboy, 16-oz jars, per lb.	.60
Irish High Toast, 16-oz. jars, per lb	.57
Scotch Lilienthal's, in bladders	.60

CIGARS.

Porto Rico Cigar Co.

El Primero, Forziano Porto Rico	30.00
El Manifesto, Invincible Roosevelt Porto Rico	87.50

PIPES.

	Per Doz.
Cobs, Hot Shot, 3 doz.....	$0.25
Cobs, Gem, 3 doz.....	.25
Cobs, No. 3, 3 doz.....	.50
Brier, W. P. & Co., Assorted, 3 doz	2.00
Brier, Display Stands, 1 doz...	2.00
Brier, Showcase Assortment, 3 doz	6.00
Pipe Mounts, 1 doz.....	.75
Cherry Stems, 2½x6 in.....	2.00
Cherry Stems, 2d 2½x6 in....	.85
Clay Pipes, T. D., 1½ gross per box	1.25
	Per Box.
Clay Pipes, Woodstock, 1½ gr., per box	1.25
Uncle Sam Cob Pipe, 3 doz box	1.00
Eclipse Patent Cob Pipe, 3 doz. box	2.25
Climax Cob Pipe, 3 doz. box...	2.25
Jewel Cob Pipe, 3 doz. box....	.90
Dewey Cob Pipe, 3 doz. box...	2.50
No. 19 Cob Pipes, 1 doz box....	2.00

LASH'S
KIDNEY & LIVER
BITTERS
CURES DYSPEPSIA

HAVE YOU NOTICED
all these Signs around Town?

WUNDER BEER

It shows that most of the Grocers keep what people ask for—WUNDER BEER
If YOU don't, wake up phone to our bottling works and they will send their man to see you.
Phone South 1098

Ahrens, Pein & Bullwinkel
WHOLESALE
Liquor Merchants
620 Post St., bet. Taylor & Jones
Sole Proprietors



Royal Stag Bourbon and Rye.
Old Pal Kentucky Bourbon.
Celebrated Chief Tonic.
Hiawatha Bitters.
Chief Bitters.
Diamond Star Rye and Bourbon.
Tiliawood Bourbon.
Importers
Slater V. O. Scotch Whiskey, Scotland.
Thrope & Co.
Mermaid Old Tom Gin, London.
P. Van der Kamp
Fine Old Wood Cock Gin, Holland.
Maurailla Freres Cognac, France.

MONEY-WEIGHT SCALES
Pay for themselves in
Less than a Year.
Sold on Easy Monthly Payments
PIERCE & CO.
Flood Bldg. (8th Floor) Market & Powell



J. F. Cutter Whiskey
IS THE BEST SELLER FOR THE RETAILER ON THE MARKET
E. Martin & Co.
Sole Agents
54 FIRST STREET
San Francisco

Attracting Trade

The Town That Woke Up.

In this, the story of the town that woke up, there is a distinct invitation to the retail merchant to not only read it, but also act upon it.

The details may be varied in some respects, but the general plan in the main will be followed because it fits not one, but most communities. The main feature in the retail business is selling. The science of buying may be the foundation rock for popular selling, but the essential element to merchandising success is sales—and more of them.

When the weekly newspaper in Prairie Center one day of its not too exhilarating existence, changed hands, there was considerable comment among the merchants as to what difference, if any, the new ownership would make. The Review's journalistic policy had heretofore been rather more than less desultory and commonplace. It aroused small interest because its contents, if analyzed, would show little, if any, of that mental Tabasco, termed Attic salt.

Wide-awake Newspaper Man.

But it was soon evident that a change was at hand. There was news, real news, in the next issue of the Review. The use of newspaper English was more metropolitan in character, the head letter was of new and attractive face; there were "features" and sprightly comment that straightway claimed attention. But the crowning sensation was the editorial page. There was a double-leaded editorial that recited in pungent detail the manifold shortcomings of Prairie Center in general, and each and every merchant in particular. The lack of cohesion, the deficit of united effort, the evidence of "letting things drift," were all unsparingly pointed out.

There followed a dissertation on paint and the price of it per gallon set in bold Roman numerals. The contrast between the store of Burton & Co., freshly decorated and as it was with the front sun-cracked and all but guiltless of paint, the wooden awning roof warped and the pillars gnawed by many a flea-bitten old "cribber" were described so vividly that Mr. Burton, with the paper still in his hand and his face rubicond with emotion, walked to the middle of the street in front of his somewhat faded emporium and took a minute survey of it from ground floor to sky line.

Woke Storekeeper Up.

The group of corner whittlers who were watching him in curiosity heard him remark in an emphatic way: "Darned if he ain't right," and retire thoughtfully to his store.

The next week was a busy one at the Burton & Co. store. A new striped awning and a newly painted front, clean windows and seasonable merchandise attractively displayed were all in evidence and the next week's issue of the Review carried the name of Burton & Co. in its "roll of progress" column and also admiratory comment on the "comendable enterprise." There were others. The force of example was strong enough to induce followers, and the result was good to see. But it takes more than fresh paint and attractive displays to make business, although these undoubtedly help

The Co-Operative Sale.

There were other towns only a few miles away and these obtained a share of the trade of the farming community as well as Prairie Center. Then it was the new editor broached a sale-making plan to the merchants. It was discussed and approved first by Burton & Co., and one by one the bulk of the other merchants.

It was agreed by a majority of the merchants that a general sale would be held on Saturday following week in which the dry goods, shoe, grocery, furniture, hardware and general stores would participate.

Each was to prepare as large an ad as necessary to carry detailed descriptions and prices with leaders as liberally sprinkled as the merchants' conscience would permit.

The editor agreed that first, every farmer within a radius of fifteen miles of Prairie Center should receive a copy of the paper, and that it would be issued a day earlier in the week. It was mailed regularly on Thursday so that by sending it out Wednesday those living farthest away would receive it in plenty of time to come to Prairie Center on Saturday. "Now in addition," said the editor, "there should be another inducement, something that will bring every man and woman as well as the younger people to Prairie Center on this big sale day.

Extra Pay for Eggs.

"My idea of what that something should be is this: Advertise in this same paper that Prairie Center merchants will on that day pay two cents more than market price for each dozen eggs and the same for each pound of butter brought to this town. Also include the name of the merchants who will pay these prices.

"This will prove a big drawing card and it is only fair that a part of this expense should be shared by each merchant who will also share in the general benefits.

"There must be a fund provided to take care of the extra two cents premium that is to be paid on eggs and each should pledge himself to meet his just share of this premium, say up to $5. That will provide for 250 dozen eggs, or 250 pounds of butter.

"If this amount is not enough the deficit can be made up after the sale, and to provide for this fairly each merchant buyer of produce will keep an account of the name of the seller and the amount of produce purchased."

This appealed to all as being fair, and was agreed upon.

From that time on until the paper was mailed was a busy time for the editor and his force as well as for the merchants.

When the paper was printed it was just about double the usual size.

It bristled with pointed headlines and reveled in snappy offering.

In fact more Prairie Center merchandise saw the limelight of publicity that day than ever before.

In half a dozen places black type announcements in prominent display of offer of over the market price for produce, and on other pages were goods described in terms that would result in the produce premium, and then some, returning to the various commercial tills.

Results of Sale.

Long before seven o'clock that Saturday morning farmers' teams were hitched around the "square," and more were arriving every few minutes. By ten o'clock Prairie Center had the largest crowd on its streets in its history. The stores were crowded with country people and the grocery and general merchandise stores had rows of tubbs and baskets of eggs, while meat counters were piled with crocks and rolls of butter.

And buy! Every merchant did the business of his life that day. The quantity of goods that passed over the counters established a new record in the town.

Every merchant for once on his mettle and the service was fairly prompt. The preliminary work had been so thoroughly done and the plan on the whole was so attractive that buying moved briskly all day. Late in the evening the rattle of the last home-going wagons died in the distance. The tired merchant looked over his day's record of sales, counted his cash and made up his profits. He carried a mile home with him. He could afford to. The co-operative sale of the town that woke up was a whole success.

CHICAGO AGREES.

Grocers' Criterion Approves the Ideas Advanced by Mr. Connolly.

Mr. Connolly of California outlines a few things which he thinks the National Retail Grocers' Association ought to do for its members and the grocery trade in general, says the "Grocers' Criterion." He suggests that its policy should be to "bring system into the retail grocery trade and insure the trade against unintelligent cutting."

Upon [illegible] this should be one of [illegible]. But how to proceed to insure it against unintelligent cutting is not easy to determine. To prevent cutting of any character is one of the hardest propositions the national or [illegible] could possibly tackle. We [illegible] what we don't know how it would [illegible] the matter.

Mr. Connolly, however, has a plan, as the following [illegible]. "We believe the National Retail Grocers' Association should take as its chief policy the idea of [illegible] co-operating with the manufacturers so as to make the maintenance of a fair price on leading staples possible. Whether the manufacturer sells through the jobber or direct to the retailer is something for the associations to settle with the manufacturer and is entirely a local issue."

[illegible] views as [illegible] except[illegible] to [illegible] the [illegible] There are [illegible] important, for [illegible] national food [illegible]

[illegible] manufacturers [illegible] idea would [illegible] price-cutting, provided all in the [illegible] and kept [illegible] could they? We [illegible] but the "if" is too [illegible]

PACIFIC STORE AND OFFICE FIXTURE CO. INC.
TEL. BLUE 2871
F. A. OEHM, Pres.

Store Fixtures

DESIGNERS AND MANUFACTURERS OF
STORE, OFFICE AND BAR FIXTURES
3253-3259 SIXTEENTH ST.
San Francisco

Grocery Markets.

Commercial Outlook of the Western World as shown by Present Conditions.

Office of the ADVOCATE.
Thursday Afternoon.

ADVANCES.

Palo Alto Prunes, 50-60 sks., to 4 cents; 60-70, to 3½ cents.
Papeseed, to 4¾ cents.
T. & B. Hams, to 15¼ cents.
T. & B. Bacon, to 19¼ cents; California Extra Light Bacon, to 16 cents.
Pickled Eels, 1s, to $1.95.
Canaryseed, to 7 cents.
Linseed Oil, raw, barrels, to 60 cents; boiled, barrels, to 62 cents; cases, raw, to 65 cents; cases, boiled, to 67 cents.
Local Cure Hams, to 13½ cents; picnic, to 8¾ cents.
Eastern Standard Breakfast Bacon, 6-8 lbs., to 17½ cents; Eastern Fancy, to 18½ cents; Light Belly Dry Salt Bacon, to 13½ cents; Extra Light, to 14 cents; Bacon Bellies, to 12½ cents.
Dry Salt Meats, Bellies, to 11½ cents.
Apricots, choice sacks, to 8 cents; fancy sacks, to 9 cents; fancy, 25-lb. boxes, to 9½ cents.

DECLINES.

Sun Dried Apples, sks, to 3½ cents.
Colman Mustard, 5-lb. tins, to 42½ cents.
Raw Sugar, A, to 4½ cents.
Pacific Codfish, 50-lb. bundles, to 4¼ cents.
Hecker's Farina, pecs., to $2.00.
Turpentine, cases, to 81 cents; drums and iron barrels, to 76 cents.
Dry Salt Meats, sides, to 10¼ cents; backs, to 9½ cents.
Boiled Hams, skin on, to 17½ cents; skin off, to 19½ cents.
Compound Lard declined ⅛ cent.
Boy's Block Paper Matches, pkg., per doz., to 8½ cents.

SCARCE IN MARKET.

Valle Herings, ½ barrels.
Ladies' Dainty Clams, 1s.
Crescent Mustard Mackerel.
Choice Evaporated Apples.
Brown's Russet Paste, large.
Dutcher's Fly Paper.
Muir Peaches, old.
Dunbar Shrimps, large and small.

AGAIN IN MARKET.

Libby's Sliced Bacon, 1-lb. glass, at $2.65.
Hartley Marmalade, 1-lb. stone, at $2.60.
Libby's Roast Beef, 1s, at $1.35.

BOYD'S JAR CAPS.

Now contain 1 gross to box.

COAST CROP CONDITIONS.

The Weekly Report of the United States Department of Agriculture for California says:

"Hops and Beans are in good condition. But trifling damage was caused to the beans by the hot weather. Grapes and other deciduous fruits were considerably injured by the heat of the preceding week."

SUGAR MARKET.

There has been no change in the local market. Trade has been very slack owing to the uncertainty as to the trend of prices.

New York, July 13th—Willet & Gray report:

Raws—The market during the week was unsettled and holders weak. The European market declined a shilling for July deliveries and is within 4d. of quotations for new crop. Even at this heavy decline the market is not steady and we cannot feel sure that the bottom is touched yet. It would seem as if the market has reached a point where judgment is thrown to the winds both here and in Europe, and it is a scramble to get out regardless of cost. Indications point to large crops next season But there is practically no invisible stocks left in the large consuming countries, and the deliveries from first hands for the next twelve months are bound to be very heavy. There is, therefore, no good reason for prices to further decline and long remain below the cost of production which at the present price of beet roots is equal to 4 cents for centrifugals, the present quotations for October-December deliveries.

Refined—The trade generally is quite bare of stocks Buyers are watching the course of the raw sugar market and holding off waiting further developments.

New York, July 11th—M. G. Wanzor & Co. report:

"Since the date of our last letter, European markets have declined almost 22 cents per 100 lbs We believe this last break may be accounted for by the panicky feeling in Europe due to the unsettled political conditions there. There have been no happenings in the industry such as would warrant any decline like those shown. Sugar values on the Continent are getting to a basis which holds no hope for profit to the producers whose crops are now growing."

New Orleans, July 7th—G. Schwartz reports:

"The course of the London market has paralyzed holders, and they are gradually selling out. Some of them are losing as high as $3.50 per barrel."

Philadelphia, Pa. — The "Evening World" says:

"The raw sugar market is weakened by the prospect that the coming crop of beet sugar will be over 2,000,000 tons larger than last year, an increase of about 40 per cent. If such an increase actually comes the market will be so hopelessly waterlogged that it is hard to see how prices can be held up. Added to the above is the fact that there will be a carry-over of raw sugar from last year's crop. Earlier in the season it was expected that there would scarcely be enough raw sugar to go around. The high prices so reduced consumption all over the world, however, that there was more than enough and some to carry over."

MAPLE SUGAR.

Enosburg Falls, Vt.—A. J. Croft reports: "Prices have been well sustained. A large percentage of the crop of 1905 has been marketed. The prices paid producers was 8 cents per lb.

COFFEE.

M. J. Brandenstein & Co. say:

"The market is very firm and active."

The Lewin-Meyer Co. say:

"The coffee trade in this market has been very active during the past week, and a tendency to higher prices prevails.

"Coffee roasters delayed buying hoping for lower prices, but reports from Europe all indicate probable advance in price. July receipts wil fall short on Rios.

"We consider coffee a good purchase at prevailing prices, as there is quite a demand for export from this market, which has not hitherto been the case."

New York, July 13th—Willet & Gray report:

"The New York Coffee Exchange figures out the decline in the world's visible supply during June to be 417,000 bags. The European statisticians report the decline about 500,000 bags. The world's production for the season just closed was 16,000,000. The world's consumption (corrected) was about 16,400,000 bags. From this it can be seen that the world's visible supply has declined heavily. It is difficult to state the quantity in figures, but probably another million bags. It is enough to say that during the 1904-1905 season, production fell short of consumption upwards of 2,000,000 bags. The outlook for this new season of 1905-1906 already points decidedly to a further shrinkage. The situation is making for higher values and Brazil seems to be in a position not only to resist a decline, but insists on better prices. The Brazil holders know it and already begin to realize on their opportunity. Brazil is selling to some extent at prices above European and American parity."

New York, July 11th—Volney Green & Son report:

"Coffee options have advanced 30 points during the last week. Spot coffees are stronger and prices show an advance all along the line. The mild varieties are steady with holders not inclined to shade prices."

TEA.

M. J. Brandenstein & Co. report:

"According to all reports there will be a considerable shortage in the tea crop of both Japan and China and probably of Ceylon."

A. Schilling & Co. report.

"Advices which we have received all agree that the present crop of Japan teas will be very short, especially will this be the case as regards all good teas which are now in light supply and good demand.

"On account of the peculiar climatic conditions which have prevailed this season, many growers have not been able to pluck the leaf at the right moment, with the result that it has matured too much and a coarser leaf than usual has resulted

"It is fully expected by buyers in Japan that the shortage will soon be felt on this side, and a condition result in the tea market here not known for some time. That the market from now on will be firm and stronger than hitherto seems certain."

Yokohama, Japan, June 8th—Smith, Baker & Co. report:

"The tea crop is the shortest in twenty years, being, to date, barely more than half compared with previous years excepting 1902, which was a frost visited season. The initial cause for the present shortage was frosts which cut off the buds in many districts, followed by cool, sunless weather, which retarded development. The secondary cause was the disappointment of the producers for what they considered carefully prepared early teas. This heavy shortage will mean serious loss to Japan producers, but will be advantageous to those American tea merchants who are carrying large stocks of unsold teas of previous seasons. Total receipts at both ports amount to 91,037 piculs, as against 147,233 in 1904 and 157,897 in 1903. Total stocks in both ports 81,568 piculs, as against 128,957 same time in 1904, and 144,038 in 1903. This is exclusive of export transactions at Skidzuoka and other interior points."

RICE.

M. J. Brandenstein & Co. say:

"A very strong feeling prevails in the rice market. Holders are very firm in the views."

New York, July 11th—Dan Talmage Sons report:

"Market for the week has been steady. Orders indicate a disposition to take for needs only. Nevertheless, stocks are running down and sightly offering are firmly held since no re-supply can be had at equal costs.

"The growing crop has had unfavorable conditions in many sections from the start to the present. Cold weather and excess of rains interfered with plowing and seeding. Drought followed, which baked the ground so hard that much seed did not come up. At the present time, the superabundance of rain is unfavorable to the late planting. Authorities estimate that there has been a reduction of from 25 to 50 per cent of the acreage.

"Advices from abroad note that prices are strongly held with restricted business."

Houston, Texas, July 3d—Standard Milling Co. report:

"Heavy rains and frosts in the rice belt of Louisiana and Texas have caused a great deal of unsprouted seed to rot. In some sections farmers are still planting. This will necessitate a great deal of late and damaged rice."

CANNED FRUITS.

There have been no changes in quotations this week. Some of the packers continue their quotations of cherries, although the Association withdrew prices several weeks ago. The loss by the hot spell and the rushing of the season may restrict the pack on sorts that promised well.

Haywards—Much of the apricots brought to the cannery at this place have been so badly sun-burned as to be practically valueless for caning purposes. This fruit will have to be dried.

Sacramento—State Horticultural Commissioner Arborn reports considerable damage to apricots, peaches and apples because of the heat. Owing to the ripeness of the apricot crop the fruit has been badly burned, and most of it will have to be dried.

Newcastle—Many weather reports confirm loss of grapes, plums and prunes.

Fresno, July 6th—B. Large, manager Minnewawa Packing Co., reports: "We think the canneries will be compelled to advance prices 10 cents per dozen over their opening prices on peaches, since the fruit is costing more than they expected it would."

CANNED ASPARAGUS.

Asparagus—Is held very strongly. The entire pack has been turned over to the jobbers, and prices now rest with them. There is considerable talk of an advance.

CANNED TOMATOES.

Aberdeen, Md., July 8th—Strasbaugh, Silver & Co. report:

"Acreage for tomatoes will be 60 to 65 per cent of last year. It is now a question of the carry-over as to how much tomatoes will be available. Spot tomatoes continue to advance and large speculative buying is reported. From the fact that many lots of spot tomatoes have in some cases been frozen three winters, means that, except for immediate wants, futures at 70 per cent are by far the more desirable purchase."

Baltimore, July 8th—T. J. Meehan & Co. report: "Tomatoes continue active. The end of the week saw a still stronger market. Surface indications would denote that the upward movement is not yet closed."

Baltimore, Md., July 7th—The "Trade" reports:

"The improvement on tomatoes still continues and strengthens for all sizes. It is now recognized that the acreage is very greatly reduced, certainly not over 60 per cent of what it was last year at the same time in the heaviest packing season. No. 3 Spot are quoted at 67½ to 70 cents, and supply has run short. No. 3 Future Standards are quoted 70 to 75 cents, and will soon be bargains at that."

CANNED PEAS.

Baltimore, July 7th—The "Trade" reports:

"The market condition on canned peas is very much mixed. In some sections, good conditions are reported. In others



A Continuous Performance:

"Primrose" Salad Oil

FLAVOR

The Kind That Satisfies
The Kind That Gratifies

WESTERN MEAT COMPANY
SAN FRANCISCO, U. S. A.

TOMATOES--Pack 1904 MAPLE SHADE FARM BRAND
Solid Pack and Solid Pack with Peppers are trade winners.
Quality finest. Prices right.

SUYDAM BROS. & ROGERS
WHOL SALE GROCERS
14-16 Spear Street, San Francisco.
Tel. Main 5896.

the crop will be almost a failure. The crop in New York is considerably lessened by rain. They will either have a big crop of poor stock or a poor pack of good stuff. This means that peas like tomatoes are about to take a turn for the better and will probably improve steadily for the next two months."

CANNED PINEAPPLES.

New York, July 10th—Paul Taylor Co. report:

"Owing to the destruction of pinapples in Florida by frosts, there has been such a heavy demand for table use of the pines coming from Porto Rico and Cuba, that higher prices have been realized by the growers in the northern part of Porto Rico than ever before. Canneries have therefore suffered badly in consequence. The pack in the southern portion of the islands has not been influenced by these conditions owing to the impossibility of satisfactory shipping of green fruit."

DRIED FRUIT.

The conference of the Raisin Growers' Association and the Commercial packers, which is to be held this Friday night, will do much towards settling the future of the raisin market. If the combination is effected, it will mean the combining of practically all the holders of raisins to maintain prices. This, coming in a year when the crop is short and the carry-over considerably smaller than usual, will mean considerably better prices than are ruling at present.

The Commercial packers are buying a few prunes at 2½ and 2¾-cent basis, but growers generally are unwilling to sell on this basis since the majority of them expect 3 cents.

Apricots are a little firmer. There has been a stronger feeling since the hot spell assured a considerable lessening of the output over what was expected.

Fresno, July 17—It is stated reliably that the sun burn of the recent hot week has reduced the tonnage of raisins from 15 to 20 per cent. This, together with early frosts, has very materially reduced the crop. Those packers who have sold raisins short will find themselves seriously pinched this year.

Salem, Ore., June 10th—Clinton J. Kirtz reports: "I have seen nearly all the bearing prune orchards of the State. There will be about 25 to 30 per cent of the prune crop. Speculative buyers have been making some offers, but holders are not selling. I believe the prices will reach the 3-cent bag basis."

Newmark, N. Y., July 10th—E. V. Peirson & Co. reports: "The June drop of apples has continued into July. Prospects at the present time are for about 50 per cent the last year's crop."

CURRANTS.

New York, July 11th—Greek Currant Co. says: "Goods of fine quality are attracting considerable attention and may be expected to command high prices Owing to the general idea that Parliament will act to protect the currant producers, prices have strengthened on strictly choice stocks to a figure above open quotations on this market."

WALNUTS.

New York, July 11th—Stocks of French walnuts on the spot have been closely concentrated by recent speculative purchases and the market is very strong. Mail advices from Bordeaux state that crop conditions are very discouraging. The output in some districts will not exceed half a crop. Shipments will not begin before November 15th. This would mean that the new crop would arrive too late for Thanksgiving trade. Reports from Chili are to the effect that this season's crop of walnuts is very small and the prices on a high basis.

PEANUTS.

St. Louis, July 8th—The St. Louis Edible Nut Co. reports:

"Spanish peanuts are in the hands of strong holders who are able to dictate prices. They have forced the market up considerably in the last two weeks, and will likely continue the profitable movement. Virginia shelled are in sympathy with Spanish and will demand good prices when the demand starts in.

BRAZIL NUTS.

New York, July 8th—Hills Bros. & Co. report:

"Brazils this year are of unusually fine quality. As the crop is large prices will no doubt continue moderate throughout the season."

RIPE OLIVES.

San Diego—C. M. Gifford, who has been making a success of canning ripe olives, says that the demand is greater than the supply and that he could use more fruit at his factory if he could get it. The crop this year will be of fair size.

BEANS.

Santa Maria, Cal.—Bean raisers say that the first bloom of vines has been ruined by the unusual heat and that the later yields have also suffered somewhat. This would indicate a shortage.

Detroit, July 8th—Carson, Craig & Co. report: "The acreage in beans cultivation is much less than last year. The season is nearly three weeks late. It will require the most favorable conditions from now on to produce even a moderate crop of beans. The weather for the past twenty days has been unfavorable. Rains have been general over the State, followed by cool weather.

Orion, July 6th—Geo. Swayze says: "Beans in dealers' and farmers' hands are about all cleaned up. The acreage of new crop beans amounts to about 80 per cent of last year's.

Halley, N. Y., July 8th—Smith, Partridge report: "Little stock of old beans remains in farmers' hands. It will be three months or more before new beans will be on the market. The feeling in the country is very strong. This year's crop will be late. With the best of weather from now on we do not look for more than one-half crop in this section. Not over two-thirds of the acreage at the outside has been planted."

Penn Yan, N. Y., July 7th—Birkett Mills report: "The acreage of beans in this territory is small. The crop will be a very moderate one."

CANNED SALMON.

New York, July 13th—J. K. Armsby says:

"The price of Puget Sound sockeye salmon when made will not be on a lower basis than $1.25 for talls f. o. b. Coast, even though there were a large pack. The British Columbia packers have named their prices and will market only one-half of what they pack this season, whatever the total, carrying the balance until next year. The large canners on Puget Sound will do the same and will purchase the excess output of the small packers. This is for the purpose of providing a supply for the lean years of 1906 to 1908, inclusive.

"The pack of low grades of salmon will fall at least 250,000 cases short of last year's consumption of that kind of fish. Our reports from Bering Sea indicate a good pack of salmon there, leading to the expectation that the world's pack, excluding sockeyes, will amount to 3,000,000 cases. The consumption of salmon for the season, from October, 1904, to October, 1905, we estimate at 4,380,000 cases. Jobbers are taking hold of red Alaska salmon freely at the opening prices. Stocks in their hands were never so strongly held as now. The carry-over from last season is nowhere near so burdensome as has been supposed. There will be no carry-over in England, Canada or Australia."

Kussiloff, July 14th—Two buildings of the salmon canning plant at this place have been burned. The loss includes 8000 cases of salmon.

Uyak, July 14th—The big salmon cannery of the N. W. Fisheries Co. has been destroyed by fire. The preparations for packing were under way, and 720,000 cans were made. These, with other things, were lost.

Seattle, July 15th—The "Trade Register" says: "Since the announcement last week of Alaska salmon prices, reports have come in that the price on red has been cut to 95 cent. A good run is reported in Alaska, and there seems no good reason for selling reds below $1.10, as the fish is worth it. Buying has been brisk except in the big Eastern markets, which seemed disposed to hold off hoping that the big sockeye pack will cause low prices. We believe this to be a mistake. Even with a large pack the sockeye packers have no reason to make low prices. They canot afford it. On the other hand, if the Sound sockeye pack runs below 800,000 cases, which it is liable to do, then jobbers will find higher prices quoted from now. So far, the indications are favorable for a good pack. The first run of sockeyes is small. In Northern British Columbia, canneries are said to be putting up an extra large pack. By next week we should have a good run on the Sound. Nevertheless, it will be several weeks before a definite idea can be had of the sockeye pack.

The Dalles, Ore.—F. A. Saufert says:

"The salmon packing on this river will be very small, owing to the large amount of salmon going into pickle for export trade. While the pack of pickled salmon will be fully that of last year, the canned goods pack will not exceed half of last year's pack on No 1 Chinook. If the sockeye run can be gauged by the blue black run of the Columbia, there will be no cheap sockeyes."

Bellingham, July 13th—The largest catch of sockeye salmon taken this season, amounting to 18,000 fish, was received to-day. This catch is good for this time of the month, although it is not large compared with those later in the season, when upwards of 80,000 are caught daily. Thousands of fish are reported seen in the Lower Sound. The straits are reported full of sockeyes on their way up the river.

Salem, Ore., July 11th—The market is very firm. Although it was generally believed that the price of Columbia River Chinooks would be higher this year, prices are the same as previous years. Before the season had begun the packers had sold their expected packs for the year. This in itself shows the firmness of the market.

Seattle, July 12th—Fish Commissioner Kerstan reports that the cold storage pack to date is ten times greater than for the same period of 1904 and that the canneries are considerably short of last year's mark for the same period. He looks for the canneries to secure a full pack before the close of the season. He said, "I am confident that the sockeye run on the Sound will be equal to that of four years ago. The run this year may be a little late. In that event it may be shortened to a slight extent."

London, Eng., July 1st—Alaska salmon has been in fair demand at unaltered rates.

Liverpool, Eng., June 30th—There has been little activity during the last week. 1-lb flats have advanced about 1s per case, ½-lb. flats have advanced 3s. to 4s., and 1-lb. talls have advanced at least 6d.

LOBSTERS.

Jos. E. Gallagher of the Portland (Me.) Packing Co., says: "The packing season is approaching a close without much of a pack. It will not be as good as was expected. The Government will not permit any late packing, so the pack is practically ended. Owing to the high price, the demand now runs principally to ½-lb. sizes."

FRENCH SARDINES.

Wieland Bros. say:

"Sardine fishing in France so far has been poor, but there may be an improvement during the next two months."

New York, July 11th—Strohmeyer & Arpe Co. report:

"The catch has been so small that no lots of consequence have been packed. Stocks here are gradually going into consumption. We do not look for lower prices than we had last season. All depends upon the catch, but it is nearly six weeks behind. The difference can hardly be made up even by an abundant catch in the near future."

CHEESE.

Wieland Bros. say:

"Martins cheese is firm at present quotations."

COTTON SEED OIL.

New York, July 6th—Asperginn & Co. report: "The advance on cotton and the bad showing of the Government cotton crop report, induced speculators to come into the market, and the last few days have seen an advance of from 1 to 1¼ cents. Steady buying will naturally advance prices. The advance so far has not been very extensive, which makes traders expect a further advance unless oil should be dumped on the market in very large bulk."

SPICES.

Baltimore, Md., July 6th—McCormack & Co. report: "Market continues active. This applies especially to popper. It is now known that stocks are extremely short. From the buyers' standpoint the present is the most advantageous time to cover their wants."

HAY.

Somers & Co. report:

"The market has weakened perceptibly under heavy arrivals, and it looks as though there will be a still further decline. There is a very heavy crop of hay on the lowlands around San Francisco Bay, so that arrivals by water will be exceedingly plentiful from now on.

"The Government has just advertised for 1000 tons of hay for immediate shipment. This quantity is not sufficient to affect the market, as there is plenty of hay all along the Coast.

"The choicest grades of both wheat

. . . . . .

and tame oat hay will probably hold fairly firm throughout the season for retail purposes, but all other grades will weaken considerably from the present range.

J. J. GILDEA RENEWED.

The Advocate is pleased to note that J. J. Gildea & Co. have renewed business. They are now located at room 4, Phelan building, 806 Market street, where they are prepared to supply the trade with men's high grade, ready to wear clothes at very reasonable terms.

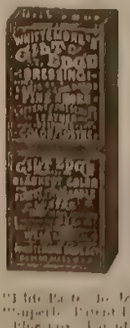
CHARLES BRANDENSTEIN RETURN.

Mr. Charles Brandenstein, of the firm of M. J. Brandenstein & Co., who with his bride has been spending his honeymoon in Europe, returned to San Francisco last Sunday, and is back at his desk.

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The World's Standard.
"Gilt Edge" dressing, blk $24 00
"Boston" Waterproof Polish (for men's and boys black shoes) 21 00
"Boston, Jr." 1 oz size 10 00
"Dandy" Russet Combination 24 00
"Star" Russet combination 9 00
"Dandy" Russet Paste ... 9 00
"Bull Dog" Rus. Paste ... 5 00
"Champion" Black Action Polish 24 00
"Champion, Jr." Black Action Polish 10 00
"Elite" Combination (for box calf, black vici kid etc.) 24 00
"Baby Elite" Combination (for box calf, black vici kid etc.) 10 00
"Elite Paste" (for box calf shoes) $9 00 $5 00
"Superb" Patent Leather Paste 9 00
"Blue Ribbon" Patent Leather Paste ... 5 00
"Cinderella" in cartons, for ladies' black shoes 9 00
"Royal Gloss," 4oz (for ladies black shoes) 6 00
"Russet" Waterproof Paste Polish, large 9 00
"Russet" Waterproof Paste Polish, small 4 50
"Quick White" perfectly cleans dirty white shoes (two sizes) $4 00 to 10 00



Cailler's Croquettes retail at 5, 10, 25 and 50c

MORE
Cailler's
SWISS MILK CHOCOLATE

Is consumed in the United States to day, than the combined export product of any three European Chocolate manufacturers now on sale in this country. Even more surprising is the fact that we are unable to fill orders for many of the most popular packages. To meet the constantly growing demand for **Cailler's Chocolates**, F. L. CAILLER LTD. are rushing to completion their mammoth new factory, costing over two million 2,000,000, francs.

CAILLER'S SWISS MILK CHOCOLATE

is made of the finest cocoa beans, cream and sugar. It has an inimitable flavor, is smooth, rich and specially recommended by the highest medical authorities as the best for children, invalids and athletes, etc.

Write for Sample and Price List to

SPOHN-PATRICK COMPANY SOLE AGENTS **16-22 Front St., S. F.**

Cigars and Tobacco

Will Marshall has taken the agency for a new Pennsylvania line of cigars.

Oscar Figel, distributer of the Fair Lillian, and family are spending their vacation at San Rafael.

H. L. Pollack, California sales manager for the El Modelo cigar, has returned from a successful trip through Sonoma county, in the interest of his goods.

Lex Ehrman, of Ehrman Bros. & Co., accompanied by his wife, left last Saturday for the Yelowstone Park. Mr. and Mrs Ehrman go thither via Denver and will be absent about three weeks.

Mr. Korn, who has hitherto represented R. A. Patterson & Co. in Oregon and Washington, is in the city, assisting in making an aggressive local campaign in behalf of the various Patterson brands of tobaccos.

E. D. Marshall, San Francisco representative of Theobald Oppenheimer, has returned from the home offices of his company in Philadelphia, and is actively pushing the sale of the William Penn, La Toco and Royal Lance cigars.

The new deal of the American Tobacco Company, whereby they give Sledge Plug free on orders for 60 lbs. and over of tobaccos from the company's warehouses, and on orders for 120 lbs. and upwards from their factory, is meeting with great favor with the trade.

Tillmann & Bendel report that trade is exceedingly active with them, and specially is this the case with the Sachez & Haya clear Havana cigar, 425,000 of which were sold by them last week, and one salesman sending in orders for 90,000 on Monday. The sales of the Recruit cigar are rapidly increasing, while the Cremo is repeating more readily than ever. The firm are doing some very effective advertising for the Pete Dailey cigar, and are getting satisfactory results. In general tobacco business is good with Tillmann & Bendel.

Boltz, Clymer & Co. report that trade is somewhat quiet with them owing to the fact that their factories were closed down during the first ten days in July for stock taking, and they did not have sufficient cigars on hand to last through the interim. Mr. Starr, Coast manager for Boltz, Clymer & Co., is highly pleased with the results of the first six months of the year. Each month showed a large increase as compared with the corresponding month of 1904. June was a surprise to the firm when their books were closed. Until then they had thought it was slower than the corersponding month a year ago, but when the books were balanced it also showed several thousand dollars to the good.

By a decree issued on May 20, 1905, the importation of leaf tobacco into Costa Rica, which has heretofore been a Government monopoly, is made free to everyone. Iztepeque tobacco is excluded from this provision and remains a Government monopoly. The decree takes effect August 1, 1905.

In a recent letter to Tobacco from its Tampa correspondent we read the following item. "Jose Lovera & Co. have just received an order for 300,000 cigars for Alaska, which will create quite a haze in the atmosphere of the frozen zone. Senor Jose Lovera secured a year's supply of the best Vuelto Abajo leaf, which he considers exteremely fine."

The Tampa correspondent of Tobacco writes that journal: "'And the desert shall blossom as the rose,' is well illustrated in the Santaella factory grounds. A few months ago their handsome new cigar factory was set in the center of a block on a bed of Florida sand; while to-day the sand is covered with rich green grass; palms, orange, fig and flowering trees embelish the lawn, and tall feather duster palms stand in rows on the street fronts. It will soon become one of the handsomest of Tampa's handsome cigar factories."

Petty burglars have invented a new contrivance to remove cigar boxes from the shelves of cigar stores protected by an iron grating. The plan of the burglar is to place his instrument through the iron grating, grasp the boxes on the shelves and then draw them up to where they are within easy reach. At Barney McLaughlin's cigar store, 757 Market street, several hundred cigars were stolen during one night recently.

The Bureau of American Republics is advised that a company is being formed in Greece under the auspices of the Bank of Athens and with the support of the principal tobacco merchants of Volo for the purpose of improving the cultivation of tobacco, developing the export trade and manufacturing cigarettes for export. Although the culture of tobacco has improved in Greece still the quality produced is inferior to Turkish tobacco, and with the object of improving it the Government has for the past two years been distributing to growers Kavalla, Xanthi and Yenidje seed which have given very satisfactory results. Experiments have convinced the promoters of the undertaking that Thessaly can produce as good tobaccos as Turkey if only certain changes are made in the methods of cultivation.

The United States Government, in a recent consular report, furnishes interesting figures, showing the condition of the tobacco trade, as it relates to the export of cigars from Cuba by trust and independent cigar manufacturers. The figures show that the exports of the trust concerns have been falling off and that the independents are gaining. The figures show that 51.3 per cent of the total exports came from the trust factories and 48.7 per cent from the independent concerns When the trust was formed the trust factories supplied abotu 75 per cent—according to the statement of the trust itself, 85 per cent—of the total exports. It is therefore evident that the trust, up to December 31, 1904, has lost at least 30 per cent—more than 50,000,000 cigars—in trade.

According to a leading New York dealer the development of the Porto Rican cigar business has been one of phenomenal trade changes in recent years. Every firm that handles Porto Rican cigars has orders placed a long time in advance, and manufacturing is apparently slow down there. Some think that Porto Rican goods will gradually supplant Cuban goods, and there are those who declare that the quality of Porto Rican cigars is even better than the Cuban, while there is chance for improvement in Porto Rico which does not exist in Cuba. The soil in Cuba has been cropped for many years, say these partisans of Porto Rico, and nothing exhausts the soil like tobacco while Porto Rico soil has all its strength and will do better in the future than it is doing now.—Tobacco.

Washington, D. C., July 5.—The notorious Wm. M. Jacobs and his partner, Wm. Kendig, of Lancaster, Pa., who were serving a twelve-year sentence for wholesale frauds against the Government by means of counterfeit Internal Revenue stamps on cigars of their manufacture, have been pardoned by President Roosevelt.

The arrest of Jacobs and Kendig, April 19, 1899, caused a tremendous sensation in trade circles, as it was accompanied by the simultaneous seizure by Internal Revenue agents in all sections of the United States of hundreds of thousands of fraudulently stamped cigars.

Wm. M. Jacobs & Co. operated factory 3741, in the Ninth Pennsylvania district, and the distribution of their product was widespread, as the seizures included nearly 2,000,000 cigars in Greater New York, 700,000 in Cincinnati, 500,000 in Chicago, 300,000 in Philadelphia, 100,000 in Chattanooga, 140,000 in Denver, 100,000 in St. Louis, 75,000 in New Orleans, 50,000 in Toledo, 25,000 in Indianapolis, as well as varying quantities in scores of other places from Maine to California.

Association Picnics Promote Harmony.

The Retail Cigar and Tobacco Dealers' Association of New York would do well to borrow a leaf from the Philadelphia dealers' organization, and hold a big picnic during the present summer, says Tobacco. It is doubtful if there is any other thing that the dealers in Greater New York could do to so stimulate interest in the organization at this time, and imbue the individual retailers with the spirit of harmony that is so esential for the success of the association. As a promoter of friendly relations between the dealers in the different sections of the greater city, one properly organized picnic would be worth a score of trips to Coney Island, such as the association made last season or than two score of ordinary meetings.

John H. Tietjen & Co. are making a splendid success of their new store at 2361 Fillmore street. This is a transfer corner, and many people take advantage of the invitation to step into this fine-looking store and rest.



EHRMAN BROS. & CO.,
S. F. Distributers.



The Exquisite Flavor
of
Hunter
Baltimore Rye

and its mellow deliciousness appeal most strongly to people of refinement, hence it is called
The American Gentleman's Whiskey

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SUPERIOR QUALITY
EHRMAN BROS. & CO., Distributors

Call for ASTI WINES
PRODUCED BY THE ITALIAN SWISS COLONY
Dry Wine Vineyards, ASTI, Fulton, Sebastopol, Cloverdale, Sonoma County, Cal.
Sweet Wine Vineyards, Madera, Madera County, Kingsburg, Fresno County, and Lemoore, Kings County, Cal.
Office and Salesrooms, Cor. Battery and Greenwich Sts.
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Sardines, Olive Oils, French Preserves, Washing Blue, French Castile Soap: Clover Leaf, Virgin, Dahlia, mottled, Wines and Liquors—A. V. H. Cin—imported goods only.
Sole Agents for the Genuine CLICQUOT Champagne
Only the GENUINE, Imported direct from France, bears Vignier's LABEL

News of the Coast.

CALIFORNIA.

Compton—Joe Kelso has purchased Clarence Dickison's interest in the grocery business and is now running it alone in connection with his meat market.

Corona—J. G. Daniels will open a grocery store at Fifth and Main streets.

Gridley—G. E. Connors, manager of the Gridley Rochdale Company, is hard at work getting the new place of business in the Veach block into shape for occupancy. The officers of the company are as folows: President, V. P. Richards; Secretary, H. A. Woodworth; Treasurer, E. Fagave; Richard Campbell, T. B. Channon, G. D. Wickman, J. F. Shaeffer, directors.

Healdsburg—The stock of groceries belonging to Alexander Newbert, which was assigned to the creditors, has been brought by M. R. Rosenburg of San Francisco.

Hollywood—The finishings in the new Hollywood Grocery Company are in the old Mission style, low shelving and broad table counters. A space in front of the store room will be set aside for the use of lady customers. It will be carpeted, have easy lounging chairs, writing tables and stationery magazines, with free use of the telephones.

Long Beach—Brewster's Mission Grocery was opened Saturday, July 8, at 426 East First street, with an entire new and complete line of groceries, fruits and produce. Mr. Brewster formerly was with River Bros. of Los Angeles, and has had fifteen years' experience in the grocery business.

Los Angeles—The Venice Grocery Company has incorporated with a capital stock of $25,000, of which $300 has been subscribed. The directors are James L. Cluxton, Josie L. Cluxton and John Meagher, Jr., all of Ocean Park. The Broadway Department Store, at Fourth and Broadway, and one of the most aggressive of the down town stores, is making preparations to carry a full line of groceries.

Marysville—Chester L. Bowen and Miss Rhetta J. Parker were married at Redwood City on the Morning of July 5. The bride was Miss Rhetta Parker, daughter of Mr. and Mrs. M. W. Parker of Oakland. Mr. Bowen is the well-known proprietor of the grocery store at the corner of Fifth and E streets, and has resided here all his life.

Oakland—The grocery of Fossing and Galagher, 310 Eleventh street, was entered July 9th, and $2 of postage stamps taken. The thieves made a search for money, but were unable to find any.

Petaluma—Edwin and Henry Schott have purchased the D. J. Healey grocery.

Piru City—W. H. Fleet has sold to the Piru Mercantile Co.

Redondo—M. ' Palmer, who has opened the new Star grocery and delicatessen store at the corner of Emerald street and Catalina avenue, was formerly connected with the wholesale grocery firm of Schwabacher Bros., Seattle, Wash., and prior to that with the wholesale grocery firm of Reid, Murdock & Co, Chicago.

Riverside—J. G. Daniels will open a new grocery store at Fifth and Main streets.

San Bernardino—Solly Kinderman has retired from the firm of Levy & Co., grocers and dealers in delicacies, and the firm is now composed of Charles Burkhart and Marcus Levy.

San Diego—The Ingalls Coffee Company has been awarded the contract for furnishing San Diego County its teas, coffees, etc.

San Jose—With his mind a blank and his limbs useless, James E. Tallmadge, a Los Angeles grocer, is slowly dying at the O'Connor Sanitarium in this city.

San Pedro—Mrs. P. M. Armbruster has purchased the interest of W. W. Christensen in the grocery business at East San Pedro, and will continue in conjunction with her former establishment to cater to the increased patronage added in consequence.

San Pedro—Antone Fourd of Los Angeles has purchased the interest of Robert Blois in his grocery business on Sixth street, and will add a cleaning and dyeing department at the rear.

Santa Rosa—The supervisors of Sonoma County have awarded to Kopf & Donovan the contract for furnishing groceries to the various county institutions.

Stockton—The San Joaquin County supervisors have awarded contracts for furnishing groceries to the county hospital to the following firms: Hedges-Buck Co., Peter Musto Co., Aubry & Whitmore, American Tea Co., J. G. Maisel, Stockton Coffee Co.

Watsonville—The stock of groceries of R. H. Blohm was destroyed and the building of which it occupied the lower floor, on Peck street, gutted by fire, on the morning of July 5th. The loss on the stock was about $2000.

IDAHO.

Coeur d'Alene—Renshaw, Schmidt & Weston have bought the grocery department of W. B. McFarland's general store.

Cottonwood—W. L. Farnsworth is constructing a stone building which he will occupy with a stock of groceries.

Chance—W. A. Barnum has purchased the grocery stock of O. A. Ostlund, at Newport, Wash., and will remove it to this place, combining it with the stock of the Spirit Valley Lumber Co., which he has recently acquired.

OREGON

Granger—Levi Joy, grocer, has sold out to Mr. Erickson.

Portland—The Martin-Marks Coffee Co. is opening a wholesale store.

Sherwood—Ben Janeway, grocer, is adding a stock of general merchandise

WASHINGTON

Bellingham—Allen & Co. have purchased the grocery business of M. A. Holbrook & Co.

Dayton—G. Gerkin is opening a grocery store.

Hoquiam—C. Ross is reported buying Mr. Becker's interest in the Hull Grocery Co., the new style being Ross & Co.

Leavenworth—The Moore Company has succeded to the grocery business of Bliss Bros.

Newport—W. A. Barnum has purchased the grocery business of O. A. Ostlund.

Seattle—J. F. Benson has opened a grocery store. F. Faulconbridge has bought Mrs. G. W. Wheeler's grocery at 2231 Western avenue.

Snohomish—L. A. Beckwith & Son have purchased the grocery business of Thos. A. Fowler

Tacoma—Jno. Joboraski is reported buying Wm. Scheryer's grocery and meat market. Jensen & Jensen, of the Mount Tacoma Tea Company, have moved their store from 741 St. Helens avenue to the corner of Eleventh and K streets, occupying quarters with the Hygeia Milk Co. John T. Redman, vice-president of the West Coast Grocery Company, who has been taking a vacation for the past six weeks, recuperating his health, has returned, looking much improved. He has been dividing his time between his Long Branch summer home and east of the mountains. Oremork & Dowler have succeded J. O. Oremork, grocer.

BRITISH COLUMBIA.

Ladysmith—The grocery stock of A Berg has been asigned to A. E. Flanto

You Can!!

So Don't say You *Can't.*

"Where there's a will there's a way."
If you so will it you can make money
Selling

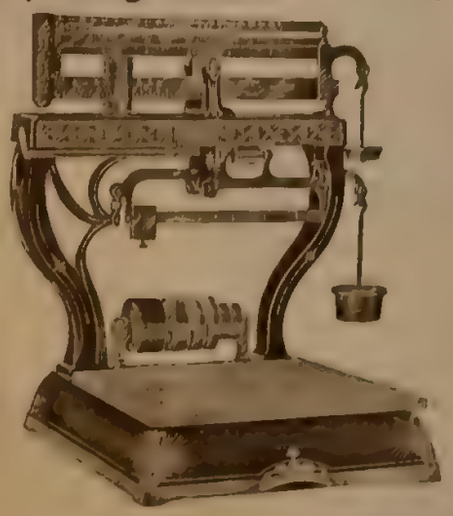
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Grape Juice was invented by Dr. Welch in 1869. Welch's Grape Juice is "Nature's Finest Food and Drink. Order a case or two from your Jobber.

$39.00 BUYS THE BEST
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Chas. Jacobson & Co.
210-212 Davis Street
DISTRIBUTERS OF
Fancy Butter and Honey
Dairy Butter and Eggs

Produce Market

THURSDAY AFTERNOON

BUTTER.

The butter market has made a sharp advance in the last week on the better grades, with every indication pointing to a continued strong market.

California creamery, extras	24	25
" " firsts	22½	24
" " seconds		22
" dairy, extras		19
" " firsts		
" " seconds		
Store butter	15	16
Storage		
" Creamery extras		
Pickled		
Keg		

EGGS.

There has been a sharp advance on fancy eggs, and a strong market is in prospect for the rest of the season.

California Ranch white	25	26
" " mixed colors	23	24
" Gathered,	20	22
Standard		
Seconds		
Eastern, selected	18	19
Standard	17½	18
Seconds	17	
Storage, Cal., Selected		
" " Standard		
" " Seconds		
" Eastern Selected		
" " Standard		
" Seconds		

CHEESE.

Eastern full cream cheese is lower.

California full cream	12½
" choice	11½
" common	Nominal
Young Americas	13
Eastern full cream	14½ lb
Oregon	

POULTRY.

The market is overstocked on all kinds of poultry and prices are rather weak.

Turkeys, young live	25	28
" old gobblers	18	20
Dressed Turkeys	nominal	
Roosters, young, per doz	6 00	7 00
" old "	4 00	5 00
Hens	5 00	6 00
Fryers, per doz	4 00	5 00
Broilers, per doz, large	4 00	4 50
" " small	2 50	3 00
Ducks young	5 00	5 50
" old	4 00	4 50
Pigeons, young	1 25	1 50
" old	1 25	
Geese' per pair, old 1.50-1.75; young	1 50	2 00

BEANS AND PEAS.

Rain damaged stock is selling as follows: Large whites, $1.25 to $2.25; small whites, $1.50 to $3.00; pink, $1.25 to $2.25; bayos, $2.50 to $3.75.

Small Whites	3 00	3 75
Large "	2 40	2 80
Pea Bean		
Pink	3 50	3 75
Horse	nominal	
Red	6 00	7 00
Kidney	4 00	5 10
Lima	5 50	5 75
Bayos	3 25	4 00
Butter (large)	nominal	
Black Eyes	2 90	3 10
Dried Green Peas, per 100 lbs	2 25	2 50
" Niles " " " "	2 25	2 50

POTATOES AND ONIONS.

The potato market is in excellent shape; good quality sell readily.

New	60	1 25
Salinas old	None	
Oregons, Old	1 00	1 25
Merced Sweets	Nom.	
Australian onions	Nom.	
Red (new)	65	75
Yellow (new)	1 00	1 25
Garnet Chili	50	65

BOOMING THEIR PRODUCTS.

The Porto Rican government has appointed Scott Truxton, a son of Commodore Wm. T. Truxton, as its agent to advance the sale of Porto Rican coffee. Mr. Truxton opened offices in the Jauncey building, 91 Wall street, New York, July 1st. This is right in the heart of the coffee district. In explaining the need of the department over which he presides to a representative of the "Tea and Coffee Trade Journal," Mr. Truxton said:

"The conditions surrounding the Porto Rican planter will be hard to understand from an American standpoint. The difficulty arose largely through the changed conditions that the planters faced when Porto Rico became United States territory. The planters were accustomed to long time credits, which Americans seldom grant. They found the value of their money lessened by one-third. They also found it necessary to bring in modern methods of cultivation and introduce new and improved machinery and to establish coffee types that were absolutely different from the older standards.

"This has required a carefully planned campaign of education. Private interests have been brought together and the Planters' Protective Association has been formed. It is under the auspices of this organization that we are preparing to present this year's crop to the American trade.

"Over 52,00,000 pounds of coffee was exported from Porto Rico in 1897. In 1900 the output had fallen to less than 32,000,000. Many new groves come into bearing during the present year and the indications are that the crop of 1905 will show a marked improvement.

"The logical time has apparently arrived for a determined effort to interest the trade and the wholesale and retail consumer in a home product that far excels the majority, if not ALL, of the so-called high grade coffee. It is for this object that our agency was created. Through it, the consumers may be assured of absolute genuiness and conformity to selling type. At the same time, we eliminate that element of uncertainty that always attends business dealings with parties unacquainted with American methods and ways.

"The main effort of our agency will be directed towards the sale of Porto Rican coffees. It will, at the same time, act as an agency for all the products of the islands."

The work of introducing Porto Rico coffee to the distributors and consumers of the Pacific Coast is being undertaken by the Porto Rico Co., whose offices are at 587-589 Howard street. This company is advertising, especially, the Ponce de Leon brand of coffee. They find the trade glad to take up this coffee which, while it sells for 40c. per lb., carries with it assurance of a satisfied customer.

The introduction of the Ponce de Leon brand by the Porto Rico Co. has resulted in advertising all Porto Rico coffee. Interest in this high grade brand has assisted largely in popularizing Porto Rican coffees generally, with the result that the Porto Rico Co. has been selling large quantities of the medium and lower goods. The Porto Rico Co. has lately installed a plant for the handling of spices. Only pure products of the very highest quality will be dealt in.

PROTECTING PROFITS.

(Continued from Page 5.)

ness during the past forty years. These mills ignored the requests of the retail grocers to protect them from cutters, feeling that the trade would have to handle their flour whether they got a profit on it or not. The loss of trade they have suffered is due entirely to the stand they took in opposition to what the grocers asked and what they had a fair right to expect.

A Student of Trade Problems.

There is no closer student of trade problems than A. Schilling of the firm of A. Schilling & Co. Mr. Schilling has devoted much time and thought to the study of trade problems. He has also paid large sums to men high in their profession to consider these problems with him.

Mr. Schilling has for years realized that the permanency of the popularity of his goods depends upon the friendship of the retail grocers, which can be secured only by proper compensation (profits) and the friendship of the consumer, which can only be retained by satisfactory quality and a fair price. The entire policy of his business has been based upon this theory. The general acceptance accorded by consumers to the fact that the "Schilling's Best" trademark guarantees satisfactory goods and the fact that the red label of the Schilling package is found in a prominent place on the shelves of almost every Pacific Coast retail grocer, proves that Mr. Schilling's policy is correct.

Can Maintain Prices.

Many manufacturers who have only glanced at these problems in a casual way or who are so anxious to sell large quantities of goods at the outset that they are careless as to what the ultimate effect on their sales will be, often say that it is impossible to maintain prices.

The success of A. Schilling & Co. with their "Schilling's Best," and of Enoch Morgan's Sons Co. with "Sapolio," proves that it is possible to protect goods where the manufacturer is willing to "pay the price." The price for protection is the willingness and the executive force to carry out contracts with regard to prices.

The price of "Schilling's Best" and "Sapolio" is maintained only because the manufacturers of these goods refuse to wink at any violation of established prices. As soon as they learn of a cut, they use every effort to restrain the cutter. As a consequence, the cutter finds so much difficulty in getting his goods that his advertisement ceases to pay him and he discontinues the same. In the meanwhile, the rest of the trade maintain the established price because they know that they would have the same difficulty as the cutter. They are not in position to secure even the small returns in the way of advertising that the cutter expects, since, when the average retail grocer cuts, it is in a spasmodic way and merely to meet the price of a competitor and not as a part of some broad scheme of advertising directed with a purposeful motive.

Beginning with the 15th of July the Alpine Evaporated Cream Co. have placed their goods on the protected list, to be sold at 10 cents straight and 3 for 25 cents. These goods allow a fair margin to the retail grocer at the price named for them.

Our Association will be glad to co-operate with any manufacturer who will honestly try to maintain the retail selling price of his goods.

HOTEL GALLATIN
R. W. ATWOOD
70-72 W. 46th St, bet. 5th and 6th Aves.
Tel. 5608—38. New York City.

Single Apartments $1 Per Day Up.

Convenient to Shops, Theatres, Railroads.
SPECIAL RATES
For Permanent or Transient Guests.
EUROPEAN PLAN.
Private Dining Rooms

Parlor, Bedroom and Bath $2 Per Day Up.

DAN O'CALLAGHAN
REAL ESTATE
AND
INSURANCE BROKER
City Agent
Liverpool & London & Globe Ins. Co.
Telephone, Main 5238
22 Montgomery St., San Francisco
(Mr. O'Callaghan was for many years a member of the firm of O'Callaghan, Nelson & Co.)


WE ARE NOW SELLING
The New
L. C. Smith & Bros.
Typewriter
WRITING IN SIGHT.
ADDRESS FOR PARTICULARS
L. & M. ALEXANDER & CO. 110 Montgomery St., S. F.
Branches: Portland Los Angeles Seattle

Enterprise Brewing Co.'s
Beer is sold on its merits.
We invite comparison of our productions with ANY on market. You will then become our best advertiser, we are dead certain.
A GOOD ARTICLE is the very best advertising medium. Are we not right?
Telephone, Mission 152. San Francisco, Cal.

MANY ACTIVE WORKERS.

San Bernardino, July 12th, 1905.

Advocate Publishing Co., San Francisco.

Gentlemen:—Our grocers' association has among its active workers most of the retail grocers of our city. Among the members who have exerted themselves to better trade conditions are T. J Kelty, Thos. Dobson, Harrison & Pace, J. M. Bracewell, L. B. Bean & Co., Enterprise Grocery, Base Line Grocery, M. L. Hicks & Co., T. F. Snelson, Rochdale Co-operative Grocers and Feetham & McNeil.

There are only four firms who are not now co-operating with us. Two of these firms do a little cutting once in a while but they have come to realize that any action taken by the Association is taken for the common good and they have been willing to profit by the same with the rest of us.

Yours very truly,
FEETHAM & McNEIL.

Gilt Edge Whiskies
THE VERY BEST
WICHMAN, LUTGEN & CO.
Sole Proprietors.
Agents for Moerlein's Cincinnati BEER
29-31 Battery St., - San Francisco

SALEM BEER
SUITS THOSE WHO ARE PARTICULAR ABOUT THE BEER THEY USE.

IT HAS THE FLAVOR
IT HAS THE AGE
IT HAS REPUTATION
IT IS MADE RIGHT

Those who have used it know it. Those who do not know soon find it out after a trial.

SALEM BREWING ASSOC'N
BREWERS

BOTTLED EXCLUSIVELY BY THE
Sunset Bottling Co.
3109 20th Street
SOLE AGENTS

Amusements

ALCAZAR.

A new Japanese play, the "Heart of the Geisha," is being presented for the first time at the Alcazar. Miss Crosby plays the leading role as Yohamma San, a Geisha who loves an American officer and then drives him from her because his sister convinces the Japanese girl that the connection was hurtful to her sweetheart. The Geisha then commits suicide. The staging and costuming is very rich and effective. The play is well cast and should be a decided success. Next week White Whittlesey returns and will present J. K. Hackett's romantic comedy, "Fortunes of a King."

TIVOLI.

They have been filling the Tivoli to overflowing with people who wanted to see "Rob Roy," with its splendid cast, including Kate Condon, Arthur Cunningham, Anna Lichter and Frank B. Hayes. There is every indication that the piece will see a long run.

MAJESTIC.

Frank Bacon is doing splendid work as Abigail Prue, "Aunt Abbey," the leading part in "The County Fair," made famous by Neil Burgess. Mr. Bacon shines in roles that require dry, quiet humor. His Aunt Abbey is a production of his own and he makes the part extremely funny.

CENTRAL.

The great and only John L. Sullivan has been adding to the success of "Fast Life in New York." The name of the piece is decidedly appropriate when one stops to consider the record made by John L as a spender in the great metropolis. The famous actor-pugilist had a short role but it gave him a good opportunity and he took full advantage of it. His initial reception was a tremendous ovation. Before it could subside, he was forced to make a speech to satisfy the demands of the gallery gods. The ex-champion won his battle in the fourth round amid great applause. The play abounds in thrilling scenes and there is no time for weariness on the part of the audience. Herschel Mayall returns next week to play the leading role in "Blue Jeans." Miss Agnes Rankin has been specially engaged.

GRAND.

The Glickman Yiddish Players have been drawing crowds during the past few days. This is the last few nights of their engagement. Those interested in Yiddish players who have not seen this company should certainly take advantage of the splendid performances given by this company. On Friday, Saturday and Sunday evenings the "Jewish Hamlet" will be presented and on Saturday and Sunday matinees "Kol Nidrey" will be sung Dennis O'Sullivan is to follow.

FISCHER'S.

They have a very interesting program at Fischer's this week. The fame of this house has spread through the city so that they are assured of large audiences twice each night. The afternoon matinees are also well attended. There is a complete change of the program every week, together with new moving pictures.

CHUTES.

"Princess Fan Tan," with nearly 300 children in the cast, has been completing its second week at the Chutes. There are numerous specialties that go to complete a very interesting program. Among the other attractions that now help entertain the visitors in the Chutes are Annie Redline, who is 4 feet 7 inches tall and 7 feet 4 inches around the waist, Chiquita, the living doll, and the life-saving incubators with their tiny occupants.

SATISFY BIG DEFICIT.

Texas State Association Hold Successful Convention at Mineral Wells.

The State convention of retail grocers of Texas, held at Mineral Wells last week, was wonderfully successful. It was largely attended by merchants from all over the State.

The report of the president showed that the State Association, because of active organization work, had a deficit of over $500 in its funds. A suggestion was made that the different organizations be called on for subscriptions to meet this deficit and supply enough money to warrant the continuance of the work. A list was at once opened and in a short time $1400 was contributed. The largest amount, $250, came from the Dallas Grocers' Association.

Experience had taught the grocers of Texas that it was impossible to run their organization effectively on dues of 50 cents. The annual per capita tax for the State Association was therefore raised to $1 per year per member.

It was decided to separate the office of secretary and organizer and put a special organizer in the field.

Among the resolutions passed was one declaring the Association opposed to jobbers, wholesalers or manufacturers selling direct to any hotel, restaurant or boarding house, when by doing so they were in any way conflicting with the business of a member of the Association. Another resolution favored the passage of a pure food law containing a guarantee clause to protect the retailer.

The resolution also passed asking for a law against box car merchants The movement of the National Association to secure the suppression of premiums in cereals was approved and promised support. The organization entered its protest against a Parcels Post.

IMPORTANT OPPORTUNITY.

FOR SALE—One of the largest and best established wholesale grocery and commission houses in the Northwest, located in the center of a rich productive fruit and farming country. Will take an investment of about $75,000. This will bear thorough investigation. Reason for selling will be given to interested parties. Address C. W. P., Retail Grocers' Advocate.

The Perfection Short Credit System
Makes Credit Business a Pleasure.
Address
P. E. LENFESTEY,
220 California St., San Francisco

IT'S THE WATER



OLYMPIA BEER CO.
Agents and Exclusive California Bottlers of the Famous
OLYMPIA BEER
BREWED IN OLYMPIA, WASH.
1433 Sansome St., San Francisco, Cal.



VALLEY BREW LAGER
from
Richmond Bottling Works.
Zimmerman & Ruhland,
'Phone Pine 1787.
32d and Clement Street,
San Francisco, Cal.

Champagne.

Veuve Clicquot, qts	$32.25
Veuve Clicquot, pts	34.25
Ruinart, Magnums, 6 to case	30.50
Ruinart, qts, 1 doz to case	32.40
Ruinart, pts, 2 doz to case	34.20
Ruinart, ½ pts, 2 doz to case	18.00
Vintage 1893, qts, 1 doz to cs	46.50

Brandies.

	Per case
Martell's One Star, 1 doz qts	$15 00
Martell's Two Star, 1 doz qts	19.00
Martell's Three Star, 1 doz qts	20 00
Martell's Three Star, 2 doz pts	23 00
Martell's One Star, 2 doz flks	18 00
Hennessy's One Star, 1 doz qts	17.50
Hennessy's Three Star, 1 doz qts	21 00
Calif. dox qts	13.00



Cider
Hammond & Co.
Bottlers
Office and Depot
277 Seventh Street
Phone, Jessie 3371
SWEET CIDER
½ Gal. Bottles,
BOILED CIDER
Quarts
Pints

Mineral Waters.
Aetna, splits, 100 to cs $6 50
Aetna, pts, 100 to case 9 00
Aetna, qts, 50 to case 7.50

GINGER ALE
Belfast Ginger Ale Co.,
D. Steimke & Co. Prop's.
All Carbonated Beverages
COR UNION AND OCTAVIA STS

	PINTS	QTS.
Soda Water	$ 50	$1 50
Ginger Ale	.80	1.50
Sarsaperilla	.80	1.50
and Iron	.80	1.50
Cider	.80	1.50
Cuban Punch	80	1.50

Case Prices, 2 Doz. per Case

Porter.
(E. & J. Burke's Guinness')
Stone, pts, 3 doz to bbl $16 50
Glass, qts., 4 doz to bbl 14 00
Glass, pts., 8 doz to bbl 16.50

Specialties of
Hilbert Mercantile Co.

H B, Ky, Bourbon, per gal	$2 75
H. B. Ky Bourbon Ex spcl	3 25
Union League Ky Brbn, AA	2 50
Union League Ky Brbn, 1 gal	2 25
El Monte Ky Brbn, 1 gal	2.25
Maryland, Monogram 1 gal	2 75
Forum, Bourbon, 1 gal	2 00
W. H. McBrayer's Cedar Brook 5 yrs	3 00

Hunter Baltimore Rye.

Per case, 1 doz. Bs	13 00
In 5-case lots	12 50
In 10-case lots	12 00

Hilbert Mercantile Co.

H B, Bourbon (spcl)	$10 00
H. B. Rye	10 00
H. B pt. flasks 4 doz to cs	12 00
H B ½ pt flasks, 6 doz to cs	9 50
H B 1¼-oz bots, per gr	12 00
Union League "AA"	8 00
El Monte Bourbon	8 00
Forum Bourbon	7 00
J. Baumgardner Rye	12 00
Maryland Monogram	9 00

W. H. McBrayer's Cedar Brook.

Per case, 1 doz 5's	$12 00
Per case, 2 doz pts	13 50
Per case 4 doz ½ pts	14 50
Per case 20 doz 1¼-oz	13 50

Jesse Moore Whiskies.

Ex Pony Bourbon	$18 00	$17 50	$17 00
AA Bourbon	11 00	10 50	10 00
C Bourbon	8 50	8 25	8 00
AA Bourbon, 5 doz, 4 oz	10 00	10 00	9 75
AA, Pt Flasks 2 doz	9 00	8 75	8 50
AA, ½ Pt. Flasks 2 doz	6 7	6 6	6 75
Old Rye	11 00	10 9	10 00

Jesse Moore Hunt Co.
(In barrels or half barrels)

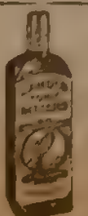
Extra Pony Bourbon, gal	$7 50
AA, Bourbon, gal	3.75
B Bourbon 1 gal	3.25
C, Bourbon, 1 gal	2.75
No. 1, Bourbon, 1 gal	2 25
AA Rye gal	3 75
C Rye, 1 gal	2 75



STANDARD BOTTLING CO.
BEACH STREET
Between Stockton and Dupont
SOLE AGENTS
LOS ANGELES BREWING COMPANY.
Beer furnished Grocers in Bottles or Kegs

Golden Gate
BOTTLING WORKS.
Blume & Gardner,
Proprietors

Bottlers of the Celebrated
Standard.
Culmbacher.
Extra Pale.
XXX Porter.
Half and Half.
Lager and Steam Beer in Kegs.
160 Shotwell St.,
Phone: Capp 1761 S. F., Cal.



LANDIS TONIC BITTERS
Factory and Salesroom,
1661 Mission St.
Bottles, $7.00 Doz.
1 doz per case.

Clerk's Corner

Story With a Moral.

The elderly proprietor with the Uncle Sam whiskers and shrewd, kindly eye, was especially busy on the Monday between a hot Sunday and a noisy Fourth. The new housekeeper still new enough to be something of a quiet joke in the store—entered in the midst of the rush to receive, check and place the new goods.

The little lady was not required to wait, however, a clerk leaving a sack of potatoes on the scale to attend to her wants. She started to give him her order and the clerk, hastily wiping his fingers upon his trousers leg seized a pencil, bit an end from it and after wetting it in his mouth began scribbling. The little woman's face was a study as she observed the streaks of dirt which followed the clerk's hand as he shifted from one line to another of the order blank.

"I'll take the butter with me," she concluded, as the clerk placed the order upon a file.

The young man started toward the refrigerator, but met the proprietor half way.

"Wash up and put on a fresh apron," said the latter, in a low voice.

"She's in a hurry—so am I," returned the clerk.

"She will have to wait long enough for that," was the answer. The proprietor laid down his invoices, took the order, copied it upon a clean sheet of paper in plain view of the customer, talking to her pleasantly as he did so. When the clerk returned wearing a fresh apron and proceeded to weigh out the butter with clean hands the little woman was smiling again. The other clerks took the hint. When one was called to attend a customer he laid aside his soiled apron and donned another, glanced at his finger nails and settled his necktie before presenting himself to the visitor. It did not take many seconds of time, once the habit was formed.

Gathering the clerks, delivery boy and cashier together at the noon hour the proprietor referred to the subject again.

Importance of Being Clean.

"You have noticed that the health authorities insist upon our goods being protected from the dust of the streets," he said. "The newspapers and others are constantly talking of supposed impurity of goods. Popular sentiment has been wrought up to a high pitch upon the subject of absolute cleanliness of goods. This is only a manifestation of the natural wish of people to be sure that their food is in every way cleanly. You all know how quickly you lose your appetite if your meals are served upon dirty dishes or a soiled table cloth. I believe that more good business is spoiled in a grocery store by untidy people and unappetizing goods than by any other one thing. You see another evidence of that in the increase of package goods.

"I don't like to keep customers waiting unnecessarily, but I believe that any buyer would rather wait long enough for me to clean up than have me serve them with unclean goods or hands.

"I furnish you all with aprons and caps to wear at work and the supply is always sufficient. I look after that as religiously as I watch the change.

"On your part I have a right to expect neat clothing, clean shoes, careful attention to hands and face and abstinence from any habit which might be suggestive of the unpleasant things of life. Some people are naturally more neat than others, and I am paying for the neat ones. Remember, it is not an agreeable thing for the average consumer to think that his food must be handled by other people before they receive it. Our part of meeting that sentiment is to give our customers no reason to think of it. Let the goods and the merchant—or his representative—bear no suggestion but what will encourage the appetite."

Dealers who sell wines should instruct the consumer in the proper temperature at which wines should be drunk. White wines, Rhine wine and sherry should be served moderately cool. Champagne should not be allowed to lie long in the ice-box, but instead should be chilled quickly and served at once, very cold. If allowed to lie in the refrigerator a day or two its flavor suffers. Burgundy and all clarets should be served at a temperature of about 70 degrees, and the same temperature will agree with port, angelica, Madeira and Tokay.

HIGH GRADE PROVISIONS.

Products That Require Care, Capital, and Special Knowledge.

Hams and bacon should be given special attention by the grocers in the summer time, because they are about the only meat that many people eat in hot weather. The best of these products should be carried in stock, because satisfaction to his customers is the first thing that should be considered.

Hams and bacon in their most perfect state cannot be produced in a haphazard fashion. The curing of hog meat is a business in itself and requires special attention, energy and capital. A fine product cannot be made from ordinary material. The finest products can be made only from the finest material.

These facts account for the preeminent quality of the Diamond "C" hams and bacon of the Cudahy Packing Co. The animals from which those goods are made are chosen carefully from the immense droves of hogs received daily in the Chicago market. The finest animals are separated from the herds. The meat is trimmed with special care and is put into special pickle.

To the curing is given special attention. A pickle, different from that used for ordinary meats, is employed and the time the hams and bacon are left in the pickle is watched with jealous care. Because of this, the dealer can rest assured that Diamond "C" meats will always be mild cured and of delicious flavor.

The smoking of the meat is also a subject for special attention. Shell bark hickory wood is used exclusively in preparing Diamond "C" meats. This gives them a rich tint not found in other meats.

Each piece of Diamond "C" ham and bacon is wrapped in parchment paper, is neatly tied with red ribbon and finished with the Diamond "C" trademark and government inspection mark on each piece. These details add materially to the fine appearance and saleability of the goods.

It is the boast of the Cudahy Packing Co. that Diamond "C" meats are the best that experience can offer or money can buy. The company is receiving daily letters from the largest dealers on the Pacific Coast assuring them that their trade has been largely increased through their handling Diamond "C" products.

Human Fallibility.

Infallibility is not included in the human make up. But by what strange gift of nature does fallible man invent and construct infallible machinery? Man makes his own superior!

Neither in railroad systems nor in grocery stores can man be depended upon for exactness, and both institutions have to employ machinery if absolute accuracy is required.

Hand weighing means overweight. The Bond Automatic Weigher cannot overweigh because when the right amount is on the scale the material ceases to flow. What is in the air is allowed for also. It saves its cost in accuracy alone.

L. M. Walter has found that his move to the new store on the opposite corner to his old place at California and Devisadero streets was very advantageous. The new store has many advantages over the old and he is not subject to arbitrary changes in rent.

H. E. Momyer & Son have moved from 3399 Sacramento street to 233 Clement street.

Mothers! Mothers!! Mothers!!!

Mrs. Winslow's Soothing Syrup

has been used for over SIXTY YEARS by MILLIONS of MOTHERS for their CHILDREN while TEETHING, with PERFECT SUCCESS. It SOOTHES the CHILD, SOFTENS the GUMS, ALLAYS all PAIN; CURES WIND COLIC, and is the best remedy for DIARRHŒA. Sold by Druggists in every part of the world. Be sure and ask for "Mrs. Winslow's Soothing Syrup" and take no other kind. Twenty-five cents a bottle.

Phone Mission 238

J. MARSHALL & CO.'S

WORCESTERSHIRE SAUCE

BE SURE and GET the GENUINE

½ Pts., per doz. $1.20
Pts., per doz. 2.20

NO AGENTS

Office: Cor. 12th and Market Sts.

YOUR EVERY WANT IN

PAPER

Can be Supplied by

A. ZELLERBACH & SONS

416-426 Sansome St.

SAN FRANCISCO

La Grande Laundry

Telephone Bush 12

23 Powell Street

Corner Ellis.

100 Taylor St., - - Cor. Turk St.
200 Montgomery Av., Cor. Kearny
202 Third Street, - Cor. Howard
1733 Market St., - Opp. Eleventh

GIVE THEM A TRIAL

LESLIE SALT

LESLIE STERILIZED SALT

Free Running (in Pkgs.) for Table
Velvet Grain (in Bags) for kitchen
Sold by all Jobbers



It has come to our knowledge that there is an attempt to introduce on the market a WASHING AMMONIA made from Bones and Animal Refuse. We trust that the trade will take time to investigate the character of this STUFF which, if sold to the consumer, will only tend to discourage the use of Ammonia as a household article.

PACIFIC AMMONIA BOTTLING CO.,

Sole Manufacturers of Ammonia from mineral products on the Pacific Coast.

GEO. HERRMANN, Pres., 310 Sacramento St., San Francisco, Cal.

CAUTION—As there are numerous brands of impure and weak washing ammonia offered to the trade imitating the style of our label, be careful to see that our signature Trade Mark is on each bottle.

Trade Mark.

WIELAND BROS.

121-123 Clay Street San Francisco

Importers and Commission Merchants

SPECIALTIES—Imported and domestic Swiss Cheese, Limburger, Brick Cheese, Edam, Roquefort, etc.; Mackerel, Codfish, Holland Herrings, Olive Oil, Spanish and California Olives, all kinds of Sausages and other delicacies.

SOLE AGENTS for Sierra Cheese, German Breakfast Cheese, Brie, Camembert, Schloss, Kronen and Neufchatel Cheese.

WILLIAM E. HARM

Kartuffel-Buhr

183-185 Valencia St. Near 13th Tel. Folsom 1911

Wholesale Dealer in POTATOES, ONIONS BEANS, EGGS Etc., Etc., Etc.

WITZEL & BAKER, Commission Merchants

Telephone Main 718 314, 316 BATTERY ST., SAN FRANCISCO, CAL.

Fancy Creamery Butter and Ranch Eggs Our Specialty

Babbitt's Standards.

ALWAYS UNIFORM!
ALWAYS RELIABLE!
ALWAYS THE BEST!



B. T. Babbitt's Concentrated Lye,

The ready soap maker—a powerful disinfectant—an excellent fertilizer for dipping prunes, spraying trees, etc.

Manufactured by
B. T. Babbitt, (Inc.) New York City.



The C. B. JENNINGS CO., Agents, 121 California St., San Francisco, Cal.



WILLIAM CLUFF COMPANY

WHOLESALE GROCERS

SOLE AGENTS

SAN FRANCISCO CAL.

TOBOGGAN

MAPLE SYRUP -- IT IS BEST

Pacific Coast Syrup Co.

SAN FRANCISCO

THREE REFINERIES: SAN FRANCISCO, PORTLAND and SEATTLE.

REMOVED

PATRICK & CO., RUBBER STAMPS

111-113 SANSOME STREET

One block south of old location.



GUSTAV LIEBOLD PHONE SOUTH

GAMBRINUS BOTTLING CO.

Sole Agents and Bottlers of

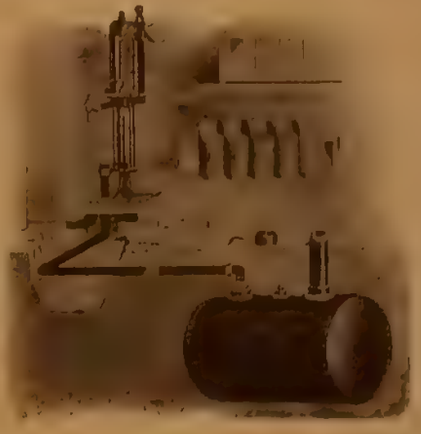
Gambrinus Brewing Co.'s

PORTLAND, OREGON

SELECT PILSENER LAGER BEER

OFFICE AND BOTTLING WORKS

160 Thirteenth St., near Folsom, S. F.



Highest Grade Package Goods for Family Trade

ROYAL AND QUEEN'S TASTE

(1 lb packages) (3½ lb cartons)

Macaroni, Vermicelli and Spaghetti

ROYAL ITALIAN A. B. C. PASTE, in 1 lb papers
GOLDEN GATE EGG NOODLES, in ½ lb papers

For Sale by all Jobbers

THE LIFE OF GASOLINE

The vital element of gasoline is the gas. If this gas has been allowed to escape, the gasoline is "stale" or "flat" and your customer becomes dissatisfied.

THE REMEDY

Buy a high quality gasoline and store it underground and thus keep it at a uniform temperature, using the

Bowser Long Distance Gasoline Storage Outfit

It is absolutely evaporation proof and so retains the high quality of your gasoline.

It is absolutely safe and is permitted by the Insurance Companies.

It is convenient, gasoline being pumped and measured directly into your customer's can without the use of measure or funnel.

It is economical, as it prevents loss thro' evaporation and spilling.

Full information free. Ask for Catalog "88"

S F. BOWSER & CO. Fort Wayne, Ind.

PETERS BROS., BALTZ & DITTMANN

PROPRIETORS

The California Brewing Co.

Douglas Street, bet. 17th and 18th

SAN FRANCISCO, CAL.

HIGHEST QUALITY

PLUS

A FAIR PRICE

RESULTS IN

SATISFACTION

Dealers Who Handle

ALPINE

CREAM

Are Guaranteed

SATISFACTION AND GOOD PROFIT

IT COSTS: 1 Case, $3.60; 5 Cases, $3.55; 10 Cases, $3.50

SELLS FOR: 10 Cents, 3 for 25 Cents.

We Will Not Sell to Cutters

San Francisco Board of Health Records show that ***ALPINE*** *is Unquestionably the* ***BEST CREAM*** *on the Market.*

Manufactured under the Personal Supervision and by the Improved Process of ..... **J. B. Meyenberg** the **Inventor** and **Original Manufacturer** of Evaporated Cream. With his 20 years of experience, **he knows how.**

FOR SALE BY ALL JOBBERS

Alpine Evaporated Cream Co.

Factory: Hollister, Cal.

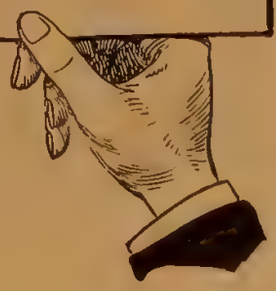
95 Market Street, Rooms 212-213 . . . San Francisco, Cal.

THE RETAIL GROCERS ADVOCATE

A. H. POWERS, Editor | SAN FRANCISCO, CAL., AUGUST 4, 1905 | Vol. 10, No. 31

M·J·B·COFFEE
SELECTED WISDOM

You can't stop reading this if you try – try now



BE COURTEOUS

Nothing Draws Business Better Than Pleasure In Doing Business.

It is Easy to Be Pleasant When You Sell

M. J. B. COFFEE

IXL - Kapp and Street - W.G.M.

TAMALES

IN

KEY-OPENER CANS

Leslie Quality

All Salt is cheap, but much Salt is contaminated and therefore not fit to be taken into the human system.

LESLIE

STERILIZED SALT

is Pure and Wholesome.

Necessary as Scales

EDW. CORNET GROCERY CO., St. Louis, Mo., say:

We were the first house in St. Louis. Mo., that took hold of your Folding Delivery Boxes. Since that **we have bought about 1500 or more.**

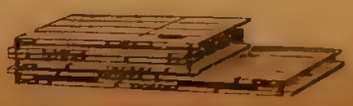
We find that they are convenient to pack the orders in, and are a great advantage in loading our wagons. We do not think that any live, wide awake grocer should be without them **any more than they would do without scales.**

We find that they will last from a year to two with ordinary care. If we were unable to get more of them **we would not take five times** their original cost.

Our Boxes Are Guaranteed for Two (2) Years.



BOXES OPEN



BOXES CLOSED

OVER 1,000,000 IN DAILY USE.

For Particulars write to

W. A. HAWLEY,

Sole Pacific Coast Agent,

578 Mission Street,
Room 403,
San Francisco, - - Cal.



DELIVERING GOODS



BACK TO THE WAGON

Until August 15th

Only Orders Received Before ***MIDNIGHT, August 14th,***
Count in the Contest for

Gold Watches for Grocers

To add to the interest of the Retail Grocery Trade in advancing the Sales of **PONCE DE LEON** Coffee, we have decided to give

6 Gents' Solid 14-Karat Waltham Gold Watches, Value $60 Each, to our Friends.
To Get One Entails No Cost Nor Extra Labor.

GET YOUR ORDER IN ON TIME.

Read the Terms: We will give Watches to Each of the Two (2) Retail Grocers of San Francisco, and to Each of the Four (4) Grocers in the Interior, whose Invoices show that they have purchased the **Most Pounds** of our **Sealed Cans** of **PONCE de LEON COFFEE** between April 15th and August 15th, 1905. **WATCHES GUARANTEED TO BE SOLID, 14-KARAT GOLD.**

You Can Win and Hold the Best Trade with

Best in the World

Ponce de Leon COFFEE

Quality Unsurpassed
Flavor Delicious

At all Leading Grocers
Porto Rico Co



To Help San Francisco Dealers we Have:

- Striking Displays on the Main Streets
- Artistic Signs in the Street Cars
- Attractive Designs on Theatre Curtains
- Conspicuous Notices in Theater Programs

Quality These are the Elements Needed for Grocers to Secure Trade Now Going to Coffee Peddlers. **Confidence**

Our Goods Possess the **QUALITY** — "PONCE DE LEON" Coffee is the Best in the World
Our Advertising Helps Give the CONFIDENCE.

GET IN LINE—GET A PROFIT—GET A SPLENDID GOLD WATCH

THE PORTO RICO COMPANY

587-589 HOWARD STREET San Francisco, Cal.

Common Sense teaches Grocers to sell what pays Best

AND GIVES SATISFACTION.

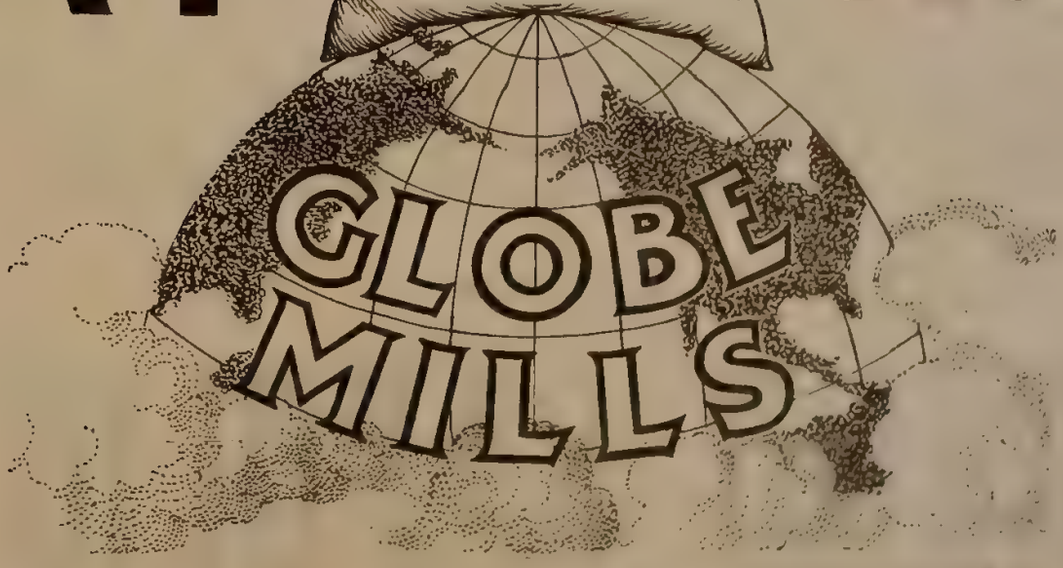
That's why **1000** Retail Grocers in the Bay Cities sell **"A 1" FLOUR.**

You can MONEY BACK our goods.

BEST ON EARTH

"A 1" FLOUR





We claim that **"A 1" FLOUR** will make MORE LOAVES OF BREAD to the barrel and BETTER BREAD than other flours.

WE MAINTAIN THE RETAIL SELLING PRICE.

Tell us how to do more and WE'LL DO IT!

GLOBE GRAIN & MILLING CO.

MONTGOMERY AND CHESTNUT STS., SAN FRANCISCO, CAL.

Telephone Bush 759.

(Please mention the ADVOCATE to Advertisers. It helps us materially.)

SUPERIOR

To Any Ham Ever Used in Our Business.

Sacramento's Leading Retail Grocers say:



NOTHING IS QUITE SO GOOD

SACRAMENTO, CAL., May 8, 1905.

THE CUDAHY PACKING CO.,
San Francisco, Cal.:

Gentlemen:—We have sold a great many carloads of your "Rex" Hams with **pleasure and profit to ourselves,** and the **entire satisfaction of our trade.** We have felt that they were the very best ham on the market. But **after thorough test** and careful comparison of **quality, cure, trim** and **flavor,** we have become convinced that your **Diamond "C"** is even a better ham than "Rex" and fully equal to, if not **superior to any ham ever used in our business.**

Yours very truly,
THE AMERICAN CASH STORE,
F. B. FANCHER, Sec'y-Treas.



FINEST IN FLAVOR AND APPEARANCE

"THE TASTE TELLS"

IF A CUSTOMER

asks for

HAND SAPOLIO

and you can not supply it, will he not consider you behind the times?

HAND SAPOLIO is a special toilet soap—superior to any other in countless ways—delicate enough for the baby's skin, and capable of removing any stain.

Costs the dealer the same as regular SAPOLIO, but should be sold at 10 cents per cake.

Retail Grocers' Advocate

CALIFORNIA RETAIL GROCERS' AND MERCHANTS' ASSOCIATION — OFFICIAL PAPER — RETAIL GROCERS' ASSOCIATION

Vol. 10 — SAN FRANCISCO, CAL., AUGUST 4, 1905 — No. 31

Published Every Friday by
ADVOCATE PUBLISHING CO.

Subscriptions:
One Year $2.00
Single Copies ..... .10

PUBLICATION OFFICE:
456 MONTGOMERY STREET.
Rooms 413-414. - Tele. John 2001

Entered at the Postoffice at San Francisco as Second Class Matter.

Points to Watch

SNIDER'S DEAL.
The free deal on Snider's Catsup has been on more than six weeks now. In past seasons it has continued from six to eight weeks. As it will be withdrawn without notice, dealers would be wise to anticipate their wants.

MARTIN'S CHEESE—
The price of Martin's cheese has already advanced and still higher prices are regarded by importers as certain in the near future.

COFFEE—
The market is firm and authorities predict advances. The probability of a duty tends to strengthen conditions.

RICE—
Holders insist that stocks will be so depleted before new comes in that there must be higher prices.

CANNED FRUITS—
The hot spell has advanced the ripening of fruit so that the canners will not be able to take care of it. As a result, the pack is expected to be shorter than was anticipated on many lines. Some prices have already advanced.

CANNED PINEAPPLE—
Higher prices and short packs are reported from Singapore and Porto Rico.

DRIED APPLES—
A short crop is reported throughout the East, the Middle West and Oregon.

AMERICAN SARDINES—
Are being sold at a loss by the packers owing to severe competition.

AN IMPORTANT MATTER.

The retail grocers of San Francisco should awaken to the fact that their interests are vitally affected by the primary election to be held next Tuesday.

In the Forty-second Assembly District the Hon. G. A. McGowen, the Assemblyman from that district, heads the ticket of the regular Republican Club, which is backed up by the county committee. Mr. McGowan was one of the warmest advocates in the interests of the grocers at the last Legislature. He held the leadership of the San Francisco delegation, and while one of the busiest men at Sacramento, yet he was ever ready to use all his influence to further the ends of the grocers. Among those upon the ticket with him are representatives of the best element of citizenship in San Francisco. Without exception, they are men who would not seek to curtail the freedom of others to suit their own prejudices. Don R Dunbar, president of the California Liquor Dealers' Association, is one of the number, and his election will also be of great benefit to the grocery trade who have bars attached.

A VALUABLE MEETING.

State Convention Promises To Give Valuable Results.

SPECIAL RAILROAD RATES.

Indications That Many Cities Will Be Reppresented.

All California grocers who can get to Stockton on Monday and Tuesday, August 21st and 22nd, will find that they will be amply repaid.

There will be representatives at Stockton from many different communities. These men will discuss the best means of helping themselves on the following matters.

Concentrating their influence so as to make manufacturers feel that it will be worth while to consider the rights of the retail dealer.

Perfecting plans so that dead beats may be followed up throughout the State and bad bills collected.

Increasing the scope of the organization so that the Legislature of 1907 will give the grocers even more consideration than the Legislature of 1905.

Deciding the plans for the abatement of various trade abuses, such as wholesalers selling direct to consumers, etc.

These and various other problems will be discussed by the merchants who are present, and advantage will be taken of the existing associations to secure effective results.

An Attractive Program.

The Convention will show a very interesting program. The details will be arranged at the August meeting of the Directors of the State Association, which is to be held on Thursday evening, August 3d. The idea of the directors is to secure as complete an exchange of ideas as possible upon the subjects in which the grocers are interested.

The time of the Convention will be given up largely to discussions by the delegates present and the formulation of plans.

The grocers of Stockton have raised a very considerable fund for the entertainment of the delegates. This entertainment will include a ride up the San Joaquin River in one of Stockton's crack steamers, with stops at various points of special interest. There will also be an elaborate banquet.

Special preparations are being made to entertain the ladies of the delegates. The delegates may be sure that the ladies will have a delightful time.

The program as decided on at Thursday night's meeting will be printed in next week's paper.

Many Will Attend.

The Convention will probably be the most largely attended of any yet held by the State Grocers and Merchants' Association. There are many new organizations in the State, and many individual grocers are taking an interest in Association work who never gave a thought to it before.

Special Rates. Delegates should get a certificate from the agent when buying their tickets to Stockton, and they will be able to return for half fare. This holds for both Southern Pacific and Santa Fe lines.

San Francisco will be represented by some of the best grocers in the city.

Southern California will be represented.

Sacramento will have a strong delegation.

Alamedy County will have a strong delegation; Oakland, Alameda and Berkeley will all send men.

During the past week, the office of the State Association has received the following communications:

Ceres—"You may expect me to attend the Convention." **G. E. Archambeault**, of the Archambeault-McAllister Co.

Redding—"Will be in Stockton, August 21st and 22d." **F. F. Dustin**, president Nash Mercantile Co

Rocklin—"I shall take pleasure in attending the State Convention if possible." **J. C. Ford.**

Chico—"I may possibly attend." **F. W. Miller.**

Oakdale—"Will be there if reasonably convenient." **S. M. Sampson.**

Interested Merchants.

From numerous communities come letters expressing interest and wishes for a successful Convention. Among them are the following:

Eureka—"I have notified some of the grocers about the Convention and the work to be done. I am sorry that I cannot attend myself." A. M. Nessler.

Duarte—"As we are so far away I fear that none of our members will be able to attend the Convention." J. Fowler.

Danville—"I should like very much to attend the Convention, but owing to trouble I am having with my eyes I will not be well enough to be out." John Conway.

Riverside—"I fear I cannot attend the Convention at Stockton, but should I be anywhere in that vicinity I will take great pleasure in dropping in." E. Michelbacher.

Bolinas—"We are sorry we cannot attend your Convention. This is our busy part of the season. We trust you will have a successful meeting." Bonaiti & Petar.

Covina—"We will not be able to send a representative to the Convention." Warner & Whitsel

Hollywood—I regret exceedingly that I will not be able to attend the Convention at Stockton this year." Oliver G. Ross Co

Bloomfield—"I regret that I will not be able to attend this Convention at Stockton. I would like very much to do so but hope to attend some future meeting." E Colburn

Madera. [illegible] **Rosentha-Kutner Co.**, by C M [illegible]

A POPULAR BEVERAGE.

[illegible] Advocate [illegible] the Northwest. It has won [illegible] Spohn-Patrick Co

T. & B. EXPANDING.

[illegible]

ILLEGALITY OF STAMPS.

Arguments Presented to Establish the Constitutionality of Grocers' Anti-Trading Stamp Law.

Briefs in the case to prove the constitutionality of the law regulating trading stamps and premium coupons have been submitted to the Supreme Court. The following list of attorneys appears upon the brief filed in the interest of the law. Louis F. Byington, John Barber, Allen G. Wight and Chas. A. Sun. The briefs of these attorneys were filed after the attorneys for the trading companies had filed their briefs. This gave them an opportunity to answer the arguments brought by the Trading Stamp Company.

The chief contentions against the Trading Stamps were that

1st. They develope and encourage gambling.

2nd. They inevitably tend to encourage fraudulent and deceitful practices

Law Regulates Premiums

The constitutionality of the law was held on the ground that it did not prohibit the premium sale system, but merely regulated that system.

Chief Justice Shaw has said: "Rights of property, like all other social and conventional rights, are subject to such reasonable limitations as to prevent them from being injurious and to such reasonable restrictions by law as the Legislature may think necessary."

The United States Supreme Court in Champion vs. Ames, 188 U. S. 321, has held that regulations may sometimes appropriately assume the form of prohibition

In regard to the element of chance involved in the handling of trading stamps the brief says

"We do not contend it is a lottery There are, however, innumerable forms of gambling that no one would think of describing as lotteries.

Invite Gambling Instinct.

"To offer a purchaser for a fixed price a known thing is an appeal to an economic want of such purchaser. But to offer a purchaser for a fixed price an unknown thing, is to appeal to his gambling instinct, to invite him to getting more than his money's worth, or, in other words, to get something for nothing. The courts that have passed on the subject have declared this to be gambling, and no court has said it is not gambling."

In State vs Dalton, 27 R I 77, 48 L R A 775, holding unconstitutional a statute prohibiting altogether premium sales and trading stamps as incidents thereto, the court said

"If the act had prohibited the giving away of any stamp or device in connection with the sale of an article which would entitle the holder to receive either directly from the vender or indirectly through another person, some indefinite and undescribed article, the nature and value of such were unknown to the purchaser, there would then be introduced into the prohibited transaction enough of the element of uncertainty and chance to condemn it as being in the nature of a lottery."

Similar Law Constitutional.

In State vs Hawkins, 97 Md 133, a statute exactly similar to the Califor-

(Continued on Page 9.)

Carnation Cream

And the way It Sells



These cuts represent the comparative sales of **Carnation Cream** and the combined sales of all other Creams.

This gives you an idea of the **stupendous Sales and Unprecedented Popularity of**

Carnation Cream

in this Territory.

The Sales of Carnation Cream in Northern California alone average a Carload each day.



Quality did it -- Quality talks!



The Size of the Can

and what is in it

Solves the Problem.



CARNATION the CREAM OF CREAMS

has not only ***Size and Weight*** *but also*

(The Tall, 20-ounce Tin)

PURITY AND QUALITY

IN THE HIGHEST DEGREE.

"Every Grocer can be the Milkman to most of his Customers."

Pacific Coast Condensed Milk Company

Manufacturers

Seattle and Kent, Wash. Forest Grove, Oregon.

SPOHN-PATRICK COMPANY

16-18-20-22 Front St., San Francisco, Cal.

Sole Agents California, Nevada, Utah, Arizona and New Mexico.

SPOHN-COOK COMPANY, 355 E. Second St., Los Angeles, Cal.

SEASONABLE SUGGESTIONS.

Pointers "Borrowed" From the Columns of Various Careful Contemporaries.

Don't slight the windows.

Push dried fruit put up in packages.

Give summer drinks a strong push.

The cleaner the store the fewer the flies.

Lemons are not at all likely to go lower.

Don't neglect the upper part of the window.

Almonds promise a big yield here and in France.

Hard weather on the refrigerator. Keep the door shut.

Good business in canned tomatoes and a firming market

Holland herring are very scarce and command high prices.

Dates are among the cheapest of the dried fruits at present

Pearl barley has advanced about fifty cents per hundred.

White corn meals and hominy have been very scarce of late.

Lima beans are scarce and the market is an advancing one.

Don't fill a sunny window with goods that the sun will discolor.

Don't let the window stand too long. A week is about the limit.

Don't put groceries that are easily spoiled in the hot window.

Olives and pickles must not be overlooked these summer days.

Don't skimp on elbow grease in cleaning the window glass.

Don't wait till a window trim is fly-specked before changing it.

Say, how is your candy department, anyway? Keep an eye on it

Don't be afraid to try something new in the way of a window display.

Condensed soups now that the weather is too warm for much cooking.

Demand for fruit jars ought to be good now. Wake up business on this item.

A cool store will attract more trade than a hot one—other things being equal.

Why don't you demonstrate iced tea some of these hot days? That would be a winner, sure.

A way not to build up the cheese business: Leave the cheese out in the open at all times.

Jelly tumblers, glass jars, rubbers, etc., will sell freely now if pushed a little.

Don't be afraid to spend a little money on the window trim. It will come back.

Don't leave the grocery window bare over Sunday. Better put in a pyramid of canned goods.

Of all dried fruits apricots alone can be carried over to a second year without deteriorating.

Don't be a hog. Give the other fellow a chance, and you will have a better chance yourself.

The show window will go a long way toward making the success of the bakery department.

Don't fail to call the local newspaper's attention to each nice window trim that you make.

Jobbers report a good demand for sardines, deviled ham, canned meats, oysters and similar lines.

Certain preserves, like Worcestershire sauce, grow richer the longer they are kept, up to a certain limit.

There is a firmer market for lemon cling peaches owing to a belief that the pack will fall short of early estimates.

A raw egg dropped into a glass of lemonade and the mixture shaken quickly in a shaker, makes a fine summer drink.

Don't try to do too much in your window. Better a simple trim changed often than an elaborate one that stands two weeks.

Doing any advertising now? What, no! You ought to always be doing some sort of advertising. Oh, yes, it pays to advertise.

The domestic crop of walnuts is 50 per cent short of last year's. The French crop is very short. Chili walnuts are also a light crop.

The currant market in Greece has been stimulated by the bill in the Greek Parliament to give a monopoly of the sale of currants to a company.

Even with a very heavy pack of sockeyes, experts think that red Alaska and pink salmon will not cost less than at the present time, and will probably cost more.

The salt fish department is a good talking point all the year round. Advertise or display a list of the kinds you carry. Don't expect customers to find out for themselves.

This is not particularly good syrup or molasses weather, but the stock should not be neglected. Goods in tin pails is a pretty steady seller in the country districts where the pails are very useful utensils after being emptied.

Shelled walnuts are very strong and have advanced about three cents within the last thirty days. It is expected that both foreign and domestic walnuts will be a short crop this fall and the prices are likely to remain firm.

The biggest failure, in a business way, is that man whose enormous wealth is stained by the ruin of thousands of his fellow-creatures; nor churches, nor libraries, nor medals, nor drinking fountains will wash out that stain.

Extra fine granulated sugar is sold by some grocers. Some people prefer it to powdered for use on fruit, as it is almost as fine and does not cake like the pulverized product. It costs about ten cents a hundred more than the standard granulated.

The more simply a business is conducted the more likely it is to succeed. Make or buy your goods honestly, be industrious, be truthful, be polite, be accommodating, gain and deserve the confidence of your patrons, and your business success is assured.

More than two hundred grocers in Peoria, Ill., have signed an agreement not to buy goods from wholesalers who sell to consumers. The blow is aimed at the commission men who, it is alleged, have been selling to consumers for a long time, at the same prices that they have charged the grocers for goods.

There are many people in every locality that are not acquainted with all the various summer drinks that the grocer sells or should sell. A demonstration of the whole line might prove profitable some Saturday. Have some one to explain carefully how to make each one and have plenty of stock right there to sell.

The biggest successful man is the man who has a little business in a little town, and strictly attends to it; he works reasonably hard, pays as he goes, lives comfortably without frills, enjoys his home, performs the duty of a citizen, is respected by his neighbors, and puts away each year a couple of dollars for that old age he is quite certain to reach.

Once it was said business could not be both honest and profitable, but this statement was probably never true. Certainly it is not true now. A truly successful business is successful in at least two directions, first, in establishing a good reputation, second, in securing a comfortable surplus. These should be in partnership. If choice must be made, choose good reputation, comfortable surplus alone may land you in jail with Mrs. Chadwick.

CONTEST NEARING END.

Gold Watches Soon To Be Awarded to Retail Grocers.

Grocers handling the Ponce de Leon brand of the Porto Rico Coffee Co. will soon learn who it is that has won the 14 gold watches offered by that company for the merchants who distributed the most of their Ponce de Leon brand of coffee during the six months from April 15th to August 15. The grocers in San Francisco and the vicinity of San Francisco will [illegible] by the Retail Grocers' Association. The [illegible] will be given to the [illegible] who has handled the Ponce de Leon coffee in any quantity [illegible] to their [illegible] the [illegible] this [illegible] the [illegible] [illegible] [illegible]

don't feel slighted

If we tell you that "You're Too Late" to get in on

Snider's Free Deal.

That is exactly what will happen if you keep putting off ordering from day to day.

Here is the Deal:

Offer No. 1. 1 case Pints Snider's Catsup Free with each order for 5 cases Pints Snider's Catsup.

Offer No. 2. 1 case ½-pints Snider's Catsup Free with each order for 3 cases Pints and 2 cases ½-pints Snider's Catsup.

Offer No. 3. 1 case ½-pints Snider's Catsup Free with each order for 10 cases of ½-pints Snider's Catsup.

Offer No. 4. ½ case ½-pints Snider's Catsup Free with each order for 5½ cases ½-pints Snider's Catsup.

Offer No. 5. 1 case Quarts Snider's Catsup Free with each order for 10 cases Quarts Snider's Catsup.

Offer No. 6. ½-case Quarts Snider's Catsup Free with each order for 5⅓ cases quarts Snider's Catsup.

Will be withdrawn without notice. Avoid **Loss of Extra Profit** by sending us your order TO-DAY!

Spohn - Patrick Company
Sole Agents
16-22 Front Street, San Francisco.

SPOHN-COOK COMPANY, Los Angeles.

STRONG SELLING TALK.

Points on Snider's Catsup That Help Move the Goods.

An interesting circular is being sent out to the trade by the Spohn-Patrick Co., in which they give the strong selling points of Snider's Catsup. In this circular they say:

Dear Sir:—

Most merchants are, or should be, interested in the wares they handle. In order to talk intelligently of the merits of the article, you must know of what it is made, and how. This letter is for the purpose of placing before those who are not thoroughly posted on **Snider's Catsup**, the following pertinent facts:

Snider's Catsup is made from fresh, ripe, meaty tomatoes, without fermentation, and seasoned with the best spices.

Snider's factories are equipped with every modern and sanitary device for making a pure, high-grade article.

Snider's process is a very expensive one, but this is essential to insure pure and wholesome food.

Snider's Catsup is put up in strict conformity with the Pure Food Laws of every State.

Snider's factories are open at all times for your personal inspection.

Snider's name on a bottle of catsup is an absolute guarantee of its purity.

Snider's sales far exceed the combined sales of any other three Catsup manufacturers in the world.

Snider's factories have grown to their present large proportions, because they have merit for their foundation.

The wise merchant protects the health of his customers, and gains their trade and confidence by offering them the best—Snider's is by far the best.

Are you one of the wise ones? Then rank with the majority and indicate your future needs on the enclosed order blank and return to us, before it is too late.

A VALUABLE NOVELTY.

In these days of wireless telegraphy and horseless carriages, it is not surprising to find that housewives are given an opportunity to make their own maple syrup from the contents of a bottle they can buy from their retail grocer.

The Spohn-Patrick Co. have secured the agency for such an article. It is "Mapleine" and is manufactured by the Crescent Manufacturing Co. of Seattle, Wash.

"Mapleine" is a concentrated flavoring extract and gives the maple flavor to cakes, candies, bonbons, ice cream, etc., and when added to ordinary syrup, gives it the flavor of maple syrup.

These goods will be advertised to the consuming public by means of demonstrations and liberal distribution of samples. When the buckwheat cake crop is ready for harvest, the newspapers will also be called in. Its success in the Northwest, where it was first introduced, has assured its success in the larger markets.

LILY CREAM

THE ORIGINAL BIG CAN

For Sale by All Jobbers.

Pacific Creamery Co.
San Francisco Office, 115 Davis St.



PROFIT INSURANCE
BOND
AUTOMATIC WEIGHERS
GUARANTEE
ACCURACY, SPEED, CLEANLINESS

Write for Catalogue to
BOND SCALE CO.
Office and Factory
1640 San Fernando Street,
LOS ANGELES
Branch Office and Salesrooms
220 California Street
San Francisco

CRACKER-JACK

THE MORE YOU EAT
THE MORE YOU WANT
THE WORLD'S GREATEST
5¢ SELLER

100 Packages to Case $3.65
Case weighs 40 pounds gross.
Dodge, Sweeney & Co., AGENTS SAN FRANCISCO

Babbitt's Standards.

ALWAYS UNIFORM!
ALWAYS RELIABLE!
ALWAYS THE BEST!



B. T. Babbitt's Concentrated Lye,

The ready soap maker—a powerful disenfectant—an excellent fertilizer for dipping prunes, spraying trees, etc.

Manufactured by
B. T. Babbitt, (Inc.) New York City.



The C. B. JENNINGS CO., Agents, 121 California St., San Francisco, Cal.

ILLEGALITY OF STAMPS.

(Continued from page 5.)

nia statute was held constitutional. The court said:

"If the vender holds out as an inducement to purchase his goods, wares or merchandise, the giving of a stamp which will thus entitle the purchaser to something which is uncertain, undetermined and unknown to him at the time of the purchase, the transaction is certainly one bearing some 'semblance to lottery or gambling' and 'involving the element of chance.' . . . It would seem clear that if purchasers from the merchant always paid full value for the goods purchased and for the article obtained from the Trading Stamp Company, there would be but little inducement for them to make purchases in that way. **But when they are lead to believe that they have a chance of getting something in addition to their purchase,** and especially when they do not know what it is to be, then it is unfortunately true that there are many persons who would be thereby induced to make purchases where they would not otherwise have done so. The uncertain, undertermined and unknown is what attracts a large class of people in every community, and the tendency to thus deal is one of the evils of the present day.

Regulation a Public Need.

"Numerous statutes have been passed to prevent transactions which, while not technical lottery, are so akin to them that they have some of the same evil results. If the inducement for the sale was a stamp which would enable the holder to get something that was uncertain, undetermined or unknown to him at the time of the purchase, it would seem to be clear that the transaction involved the element of chance referred to in Long vs. State, 74 Md. 565, and therefore not only cannot be justified by that decision, but is by implication, at least, condemned by it."

When the premium sales system is worked with unknown premiums, one of two things is true:

Either the article sold is not full value for the seling price, and consequently the seller falsifies both his representation that he gives full value and that the stamp (or premium) have cost the purchaser nothing; or else, the system is a gambling device. One alternative or the other (perhaps both) is in the essence of the premium-sale system when worked with unknown premiums. If it is the former, a statute to regulate it is not unconstitutional, but highly necessary to prevent a public swindle of far-reaching proportions. If, however, it is not the former, it is gambling and each sale is a gambling transaction.

Trading Stamps Condemned.

In Landsburgh vs. District of Columbia, 11 Appeals Dist Col. 526, the court condemned trading stamps in the following language:

"Although one of the most shrewdly planned of the many devices to obtain something for nothing, and one apparently entirely novel, it could hardly have come more clearly within the statute had it been well known and expressly in the contemplation of Congress at the time of the enactment.

"The Washington Trading Stamps Company and its agents are not merchants engaged in business as that term is commonly understood. They are not dealers in ordinary merchandise engaged in a legitimate attempt to obtain purchases for their goods by offering fair and lawful inducements to trade. Their business is the exploitation of nothing more or less than a cunning device."

Numerous decisions are cited to prove that the anti-trading stamp law does not make unlawful discriminations and is not an invasion on the constitutional right of contract.

In making it clear that the statute was not special legislation directed at a certain class of persons arbitrarily selected, the brief recited.

Some Schemes Are Legal.

"It cannot be said of this statute that it is aimed to drive the stamp-using merchant out of business for the benefit of the merchant not using stamps. Our statute is not directed at stamps or coupons. It recognizes that trading stamps can be used for a perfectly legitimate purpose as well as for a harmful purpose. It permits the former (known premiums). It forbids the latter (unknown premiums).

"It may be argued by petitioners that under the guise of prohibiting unknown premiums, the real intention of the statute is to prohibit the trading stamp business by making it unattractive or unprofitable. That would be a confession by the petitioner that the trading stamp busines could not be worked profitably with known premiums, but only with unknown premiums. And when we come to ask what is there in the nature of unknown premiums that is not in the nature of known premiums, which allows the trading stamp business to be profitably conducted in one case and not in the other, the answer could only be that the unknown premium allows the trading stamp companies either to gamble or to use fraudulent or deceitful methods, whereas the known premium does not."

Irrelevant Cases Cited.

Numerous cases cited by the opposing counsel as holding anti-trading stamp legislation unlawful were shown to have no bearing on the case. In the case of the State vs Dalton in which the Supreme Court of Rhode Island declared a law unconstitutional which forbade the sales which entitled the purchaser of some other property than that actualy sold, the Court said:

"If the act had prohibited the giving away of any stamp or device with the sale of the article which would entitle the holder to receive directly from the vender or indirectly through another person some **indefinite** and **undetermined article** the nature and value of which were unknown to the purchaser, there would **then have been** introduced into the prohibited transaction enough of the element of **uncertainty** and chance to condemn it as being **in the nature of a lottery.**"

Concluding the Court said: "We deem it proper to say that we do not approve of the trading stamp business. What we do decide is that the statute in question is so broad as to interfere with the right of an individual to deal with his property in his own way so long as he observes the rule –that his use of it shall not be injurious to the community."

Judge Garber's Arguments.

In a separate brief, Hon. John Garber argues at length the right of the Legislature to restrict contracts of sale by requiring identification of the subject matter In this regard he says:

"If it were understood that the value of the premium was to be added to the price of the goods sold, the method would never have been invented or employed."

Criminality Requires Suppression.

Referring to the statement of the opposing council that "all the Courts have held that the premium gift scheme is not subject to the police power and that uncertainty is a lawful adjunct to it," Judge Garber replies:

"This is a serious error. On the contrary, it may be said that all the cases are the other way. In other words, there is not even a conflict of authority."

Referring to another statement on their part that: "The act on its face is clearly an attempt to suppress and thus destroy the trading stamp and coupon business," Judge Garber says:

"If this were so, which would mean that their business when conducted on the lines and in a manner condemned in the decision, it would constitute no object on even could the Courts go behind the act and consider motives. But it is not, on its face or otherwise, such an attempt. It is what is purports to be, a salutary, moderate and beneficial regulation, involving no hardship to any one wishing to engage in any legitimate and proper use of the trading stamp device."

In condemning the applicability of certain decisions quoted by the Trading Stamp Companies, Judge Garber says

The Massachusetts decision cited expressly draws the distinction between the trading stamp cases relied on by the petitioners and cases like ours which reguiate offers of bargains which appeal to the gambling instinct "and induce people to purchase what they do not want, by the promise of a gift or a prize, the precise nature of which is not known at the moment of making the purchase." (42 N E p. 559)

NECESSARY AS SCALES.

The careful retail grocers will be much interested in the folding delivery boxes described on the first page of this cover. These boxes are very light, being made of pliable boards wired together. At the same time they are very durable the agent guaranteeing the boxes for two years if subjected to only ordinary wear.

Grocers who have used these boxes say that they are as necessary adjuncts to the modern grocer. They are not only a great convenience, but effect a saving [illegible] for the use of both wagon and store room, and make it impossible for the clerk to overlook the delivery of any packages.

Grocers interested in these boxes should address W A Hawley Pacific Coast agent. Also is located at 578 Mission street.

GOING SOME.

Reports Come in of Record Breaking Sales of Carnation Cream.

The month of July proved a record breaker for the Pacific Coast Condensed Milk Co The sales of Carnation Cream were the heaviest of any month in the history of the company. As a matter of fact, the sales for the month, through the Spohn-Patrick Co., exceeded the sales of the first twelve months that the account was in the hands of that firm some five years ago.

The month of August has opened auspiciously. If the sales for the rest of the month keep up to the record of the first three days, the sales for July will be doubled.

The enormous demand for Carnation Cream is the result of quality coupled with judicious advertising. The manufacturers have realized the full value of publicity, and their advertising appropriation has been constantly increasing in every territory they cover.

Contracts have just been closed for painting permanent fence signs in conspicuous locations in San Francisco, Oakland, Alameda and Berkeley. If these signs were all put togother they would make a fence 1000 feet long. The work on these signs is very striking and artistic.

A similar campaign of advertising will be carried on in Southern California.

GUM BY THE CAR.

A carload of "Chiclets" is now en route for San Francisco to supply the jobbing trade. The Spohn-Patrick Co. report that their salesmen throughout the entire Coast are billing large orders, as the generous advertising space used in all the leading daily papers hone created a very strong demand. The "Chiclets" people will shortly erect large and striking signs on the bill boards of all the large cities of the Coast, and will also continue their newspaper work. The peculiar excellence of these goods and the big campaign of advertising will unquestionably interest consumers here, as has been the case in the cities of the East. The splendid margin of profit for the retailers will interest the trade.

Anybody can slash and cut and make believe

Only they can't do it with

Schilling's Best

BLACKSTONE'S INKS

BEST TO BE BOUGHT

KEEPS IN ALL CLIMATES



Blackstone Manufacturing Co.
(Incorporated)
MANUFACTURERS OF
WRITING FLUIDS,
Mucilage, Shoe Polish, Shoe Paste, Shoe Dressing and Liquid Glue.
Office and Factory.
1960 Howard St. San Francisco
Telephone Capp 1111.

The Best Profit

is assured on that brand of

Evaporated Cream

which holds your trade because it pleases best.



OUR PET

BRAND

or any brand bearing our top label

PLEASES BEST

because it goes much farther than any of the thin and watery brands claimed to be "just as good." Also because it excels in richness, texture, flavor and keeping quality.

It always bears this Top Label.



Helvetia Milk Condensing Co.

HIGHLAND, ILL.

San Francisco Office, 3 California St.

INDEX

Each of these departments in this Price List is checked up and corrected every week by two or more reliable authorities on values. More than thirty wholesale houses co-operate with us to secure for our List the greatest accuracy possible.

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COLUMN 1.
Department 1.

COFFEE, CHICORY, ETC.

Green Coffee.

Mocha, Genuine Arabian	23	25
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No. 3	16	
Kona (Hawaiian)	19	18
Mexican	12	12
Java, common	15	15
Java, brown plantation	20	25
Caracol, prime washed	13	16
Caracol, ordinary	13	14
Guatemala	11	17
Costa Rica	12½	16
Salvador	10¾	12

Roast Coffee.

Salvador	13	20
Costa Rica	16	20
Java	24	31
Mocha Aden	27	31
Prme W shd. C. A. Blends	19	24
Good C. A. Blends	18	20
Ordinary Blends	12	17

Private Brands.

Royal Java Roast	13
Lion, 100-lb	14.97
Arbuckle's, 100-lb	14.87
Arab, 1-lb tin	18
Hill's Bros. Arabian Roast	27
"M. J. B." 60 1's in case	28
"M. J. B." 30 2's in case	27
"M. J. B." 24 3's in case	25

Schilling's Best Coffee.

Tins: 20-lb price
60-lb case ¼ off

	1-lb cartons	1-lb tins	2-lb tins	3-lb tins
5-star	36¼	39½	38¼	38
4-star	29¾	32¼	31¼	31
3-star	25¾	28¼	27¼	27½
2-star Lquered	23¾	26¼	25¼	25½
1-star	22¼	25¼	24¼	24
1 star	18¼	21¼	20¼	20

Cartons only in 25, 50 or 100 lb cases ea., be assorted as required

The Porto Rico Co.

Ponce de Leon, sealed cans only, 1-lb 0, 2 lb 29, 5 lb 28½
Cream of Mocha 1-lb cartons 25
La Gloria de Porto Rico in bulk 26

Ground Coffee.

Hill's Bros. Arabian Roast	27
Cafe des Gourmands	25
Mexemoka	25

Chicory.

California	6
Belgian	7
German Genuine	8

Coffee Extracts.

Bulk, per lb	07
Vienna, ¼'s 10-lb bx	25
Vienna 1's 10-lb. bx	35
Ackermann's, ½ gross bxs, gross	4 00

COLUMN 2.
Department 2.

TEAS

Japan.

(Panfired, Sundried or Basket-fired)

Extra Fancy	56	74
Fancy	44	55
Extra Choicest	39	43
Choicest	34	38
Fine	24	28
Fair	22	24

Green China.

(Gunpowder, Imperial or Young Hyson.)

Extra Fancy	55	76
Fancy	33	46
Choicest	25	37
Extra Choice	22	34
Fine	25	31
Fair	20	26

English Breakfast.

Extra Fancy	67	80
Fancy	51	66
Choicest	35	50
Choice	24	30
Fine	20	22
Fair	15	20

Oolong.

Extra Fancy	53	$1.50
Fancy	50	57
Extra Choice	36	48
Choicest	33	25
Fine	27	32
Fair	22	26

Ceylon and India

Broken Orange Pekoe	36	65
Broken Pekoe	33	54
Orange Pekoe	31	53
Pekoe	27	46
Pekoe Souchong	24	39

Schilling's Best Teas.

(Packed only in 16, 12, 8 and 6-oz Cartons Never in bulk.)

Japan, per lb	45
do, 1 crn., 90c; 2 crn.	$1 80
English Breakfast	45
do, 1 crn., 90c; 2 crn.	$1.80
Ceylon	45
do, 1 crn., 90c; 2 crn.	$1 80
Oolong	52½
do, 1 crn., 1.05, 2 crn.	2 10

TREE TEA

(Pride of Japan, etc.)

Packed in 1-lb. and ½ lb cartons

Japan	27½
E. B. Congou	27½
Oolong	30
Gunpowder	45
Ceylon	40

COLUMN 3.
Department 3.

SUGAR AND SYRUPS.

The Western Sugar Refining Company quotes net cash prices as follows. Barrels are an advance of 10c, half barrels, 25c, boxes, 50c, 50-lb. bags, 10c

Dry Granulated, 100-lb sk	4 95
Fruit Granulated	4 95
Confectioners' A	5 00
Cube	5 20
Crushed	5 20
Fine Crushed	5 05
Candy Granulated	5 05
Magnolia A	4 85
Extra C	4 45
Golden C	4 35
Best D. G.	4 85
"D" Sugar	4 25
H. & E. Crystal Dominos	7 05
Bar Sugar bbls	6 05

¼ cent off for prompt cash

Do.	½-bbls	6 80
Do.	40-lb. tins	8 50
Do	20-lb tins	8 60
Do.	10 lb. boxes	7 45

SYRUPS.

Saratoga Drips (Long's)	gal	Gal
50 gal bbls		$ 70
30 gal bbls		72
17 gal bbls		75
5 gal jackets		2 00
4½ gal jackets		2 01
2 gal kits		1 23
1 gal tins		70

Pac. Coast Syrup Co.

Tea Garden Drips	Case
12, 1 gal tins	8.40
20, ½ gal tins	7.70
24, ¼ gal tins	7.34

Orange Blossom Drips.

	per case	
6 1 gal tins		$2 40
12 ½ gal.	"	2 50
24 quart	"	2 40
½ 2 lb	"	2 85
½ gal bbls		2
28-gal ½bbls		2

New Orleans

Genuine Light, about 70 gal bbls		50
Genuine Light 30 gal ½ bbls		52
Genuine Light 15 gal ¼ bbl		55
Genuine Light 5 gal keg	gal	65
	Case	
Pelican 12 1 gal tins	9 60	
Pelican, 20, ½ gal tins	8 50	
Pelican 24, ¼ gal tins	6 10	

COLUMN 4.

Maple Syrup.

Woodlawn (Long's)	case	Case
Gal cans, 10 to ca		$11 00
Gal. cans, 6 to ca		6 60
½ gal cans, 12 to ca		7 14
¼ gal cans, 24 to ca		8 10
10 gal jackets, each		10 15
5 gal jackets, each		5 11
4½ gal jackets, each		4 63
Qts., glass, 12 in ca		4 60
Pts., glass, 24 in ca		4 90

Pac. Coast Syrup Co.

Toboggan	Doz.
¼ gal tins, 2 doz to ca	2.75
½ gal tins, 2 doz to ca	4.05
½ gal. tins, 20 to ca	7.20
1 gal. tins, 12 to ca	13.20

"OLD MANSE"
—Absolutely Pure—
CANADIAN SAP MAPLE SYRUP.



	Doz	Price
1 gal cans ½ doz in ca		$6.00
½ gal cans, 1 doz in ca		7.20
¼ gal cans, 2 doz in ca		4.2
⅛ gal. cans, 4 doz. in ca.		2.00
Qt bottles, 1 doz in ca		1.20
Pt. bottles, 2 doz. in ca		1.00
Decanters, 1 doz in ca		.70
4½ gal Jackets, per gal		1.15
Regal Imperial ½ gal	10 cases	
2 " " gal	10	

On each package we offer to forfeit $1,000.00 if found short in measurement or containing any impurities

Maple Sugar.

Vermont gen pure, abt 20 1-lb bricks, per lb	17
Vermont gen pure, abt 20 1-lb bricks per lb	16½
Log Cabin, in 1 ¼ and ½-lb bricks assorted in 25-lb pails per lb	15
Scalloped, in 1, ½ and ¼ lb bricks, assrtd, per lb	14

COLUMN 5.
Department 4.

DRIED FRUITS, NUTS AND HONEY.

(Add ½c for 50-lb boxes and ½c for 25 lb. boxes)

Apples.

Sundried, sacks	6
Evap, fancy 50 lb bx	8½
Evap ex choice 50 lb bx	8
Evap, choice 50 lb bx	7½

Apricots.

	Price Crop
Choice Sacks	7½
Fancy Sacks	8
Fancy, 25 lb boxes	8½

Blackberries.

In Boxes, per lb	14

Cherries.

Pitted, in boxes, per lb	21
Unpitted, in boxes, per lb	11

Currants.

In bbls (tubs 6¾)	6½
In mats, 50-lb	7
Recleaned in bbls	7
Recleaned 25 lb boxes	7½
Recleaned 50 lb boxes	7½
Recleaned 1 lb cartn	8½
Recleaned 12-oz. cartn	6½

Dates.

Fard 14 lb, per lb (70 lb 7)	8
Persian 60 lb case	5½

Figs (California)

Black, sacks	7
Black, 25 lb boxes, per lb	1 20
White, bags	4½
White 10 lb bx per lb	60
White 10 1 lb bxs pr bx	65 70

Figs (Imp. Smyrna.)

Fancy 10 lb bx per lb	18
Choice 5 lb bx per lb	16

Nectarines.

White	8½
Red	9

Peaches.

Choice in sacks	8
Ex. choice, in sacks	8½
Fancy, in sacks	9

Pears.

Choice, ½'s, in sacks	10
Ex choice ½'s in sacks	11
Fancy, ½'s, in sacks	12

Prunes.

Unpitted	3
Pitted bleached	9
Pitted black	7

COLUMN 6.

Prunes.

	Sks.
30s-40s	7
40s-50s	6½
50s-60s	4¾
60s-70s	3¾
70s-80s	2¾
80s-90s	2½
90s-100s	2

Raisins.

	Box	½'s	¼'s	50 lb
6 Cr. Layers	3.25	—	—	—
5 Cr. Layers	2.75	—	—	—
4 Cr. Layers	2.25	—	—	—
3 Cr. Layers	1.25	—	—	—
2 Cr. Layers	1.15	—	—	—
4 Cr. Loose	—	—	—	05¾
3 Cr. Loose	—	—	—	05¼
2 Cr. Loose	—	—	—	04¾
Thompson Seedless, bichd, 50-lb boxes				11
Sultana Seedless, bichd, 48 1's, per lb.				8
Seedless Muscatels, 50-lb cases				4
Seeded, 1-lb cart.				7½
Seeded, 12-oz. cart.				5¾

NUTS.

Almonds, fancy, I. X. L.	none
Almonds, choice, soft shell, Drake	16
Almonds, shelled, No. 1.	14
Almonds, shelled, No. 2.	32-35
Almonds, shelled, Jordan, Imp	27-30
Almonds, Jordan, Dom.	.58
Brazils, 210-lb sks, new	.37½
Chestnuts, Cal. Italian.	.12
Cocoanuts, @ 100.	.09
Filberts, 175-lb sk.	4.50
Peanuts, Japanese, hand picked	.11
Peanuts, roasted	.05½
Pecan, polished	.06
Pine	.14
Walnuts, hard shell	.15
Walnuts, sft shll, No. 2	10½
Walnuts, sft shll, No. 1.	.13½
	.14½

CANNED VEGETABLES.

	$
Asparagus "Griffin Extras" Mammoth	
Large White	
Medium White	
White Tips	
Artichokes, 2½'s. "Griffin	3 00
Beans, Stringless Extras"	1 20
Beans, Blue Lake	1 30
" " " gal	4 50
Beans, String, 2-lb	.80
Beans, String, gal	3.50
Beans, Lima, Soaked	1.00
Beans, French, Kidney, 2-lb.	1.15
Beans, French Red Kidney, 2-lb. "Joan of Arc" Brand, p.dz. 1 case free with 10.	1.15
Pancy Eastern	1.85
Corn, Smith's Hulled, 2 doz. in case, per doz.	1.20
Hominy, Great Western, 3 lb	1.20
Corn, 2-lb, Western	.95
Corn, 2-lb, Maine	1.35
Dunbar's Okra, 2½-lb	1.70
Petit Pois, Griffin extra	1.50
Peas, Griffin extra sifted	1.25
Peas, Standard sifted	1.10
Peas, Standard Marrowfat	.95
Pumpkin, 3-lb.	1.87½
Spinach, 2½	1.75
Succotash, fancy, tins	1.40

Tomatoes.

	doz.
3's, Griffin's Ex. Solid Pack	$1.10
3's, Griffin's Ex., with peppers	1.15
2½'s, Cutting's Solid Pack	.90
2½'s, Cutting's Solid Pack, with peppers	.95
2½'s, Cutting's Standard	.70
Gallon, Standard	2.00
Gallon, Solid Pack	2.75
Gallon, Puree	2.35

P. F. Rathjens
PORK-PACKER
1311-1315 Pacific Street.

Sausages.

Garlick Frankfurter	10
Bologna	10
Blood and Liver	9
Tongue and Headcheese	—
Choice California Ham	12
Extra Light Bacon	15½
Medium Light Bacon	12½

Boiled Hams.

Kingan	20
Eastern	19
California	17

Mettwurst.

Extra Home Made..20, 22½, 25

LARD.

50 lb tins	9
20 lb. tins	9½
10 lb. tins	10
5 lb. tins	10
3 lb. tins	10
1 lb. cups	11

COLUMN 7.

HONEY.

Water White, 2 5's, lb.	.07
Light Amber, 2 5's, lb.	.06
Lt. Amber, 10 1 gal tins, gal	.75
Lt. Amber, 20 ½ gal tins, gal	1.00
Lt. Amber 2-lb tins, doz.	2.60
Lt. Amber, 16-oz. bots, doz.	1.35
Comb, 1-lb glass jars, doz.	1.75
Comb, 2-lb glass jars, doz.	2.90

Pine Apples.

	Per Doz.
2 lb., fancy sliced, E. & C., 2 doz. in case	$ 50
2 lb. grated, 2 doz in case.	2 25
2 lb. shredded, 2 doz. in case Hawaiian	1 65

Johnson's—Columbia.

2 lb. sliced, 2 doz. in case.	2 30
2 lb. grated, 2 doz. in case.	2 30
1 lb. sliced, 4 doz. in case.	1 15
1 lb. grated, 4 doz. in case.	1 15
gal., coreless, 4½ lb. to tin, ½ doz. in case, per lb.	16
gal., grated, 7 lb. to tins, ½ doz. in case, per lb.	13
2 lb., sliced, Baltimore, 2 doz. case	2 25
2 lbs., grated, Baltimore, 2 doz case	2 25
1 lb., cocktail, Baltimore ovals, 4 doz. case	1 25
2 lb., sliced, Singapore, 4 doz case	1 75
3 lb., sliced, Singapore, 2 doz. case	2 40
Royal Hawaiian, 2-lb grated, 2 doz. case	1 80
2-lb sliced, flats, 2 doz. case	2 00
Tall, 2-lb sliced, 2 doz. case.	2 00

COLUMN 8.

Department 5.

JELLIES, JAMS, ETC.

Griffin Extra Preserves.

Raspberry, strawberry, blackberry currant, loganberry, per doz. $2.00

Cherry, per doz. $2.00

Less 10 per cent in 5-case lots.

Apricot, Damson, Fig, Gooseberry, Gage, Peach, Plum, Quince, per doz. 2.00

Orange Marmalade. 2.00

Less 10 per cent 5 case lots.

Long's Preserves.

Strawberries, Raspberries, Blackberries, Loganberries, Cherries, Pineapples, Pears, Figs, in 20-oz. glass jars, 2 doz. in cs., per doz. $3 50

Apricot, Plum, Quince, Orange, Peach, in 20-oz. glass jars, 2 doz. in cs., per doz. 3 20

Asstd, 2 doz. in cs., per doz. 3 30

JAMS.

Curtice Bros. Co., Rochester, N. Y.

In 16 oz. Glass Jars.

Strawberry, raspberry, raspberry and currant, red cherry, white cherry, apricot, black currant, red currant, quince (sliced), peach (sliced), pear (sliced), blackberry, gooseberry, grape, green gage, egg plum, damson, pineapple marmalade, tomato marmalade, orange marmalade, per dozen, $1.95.

All above packed in cases of 2 dozen each.

COLUMN 9.

Long's Peerless Jams.

Strawberry, Raspberry, Blackberry, etc., in 16-oz. glass jars, 2 doz. in cs., per doz. 2 00

Long's Pure Currant Jelly.

Tumblers, 2 doz. in cs., doz. 2 00

30-lb. kits, per kit 3 00

15-lb. kits, per kit. 1 75

Marmalades.

Orange (Dundee) 48-1's, doz. 2 75

COLUMN 10.

Apple Butter.

Cuttings, 5-lb. tins, per doz. $2.50

Heinz, 2's, 2 doz. in cs, doz. 2 25

Heinz, 3-lb stone crocks, doz. 4 25

Heinz, 4½-lb stone crocks, dz 6 00

Heinz, 18-lb. stone crocks, lb. 11

Peach Butter.

Heinz 4½-lb stone crocks, doz 6 00

Heinz, 18-lb. stone crocks, lb 14

Maraschino Cherries.

Long's, qts, 12 to cs, per cs. 6 60

Long's, pts., 24 to cs., per cs. 7 50

FRUIT	JELLIES: 2 lb. Extra	2 lb. Stand	1 lb. Extra	Tumblers	Ex. Lunch 1 lb Glass	JAMS: 2 lb. Extra	2 lb. Stand	1 lb. Extra	Tumblers	Ex. Lunch 1 lb Glass Preserves
Apple	1 55	1 35	1 00	85	1 75					
Apricot	1 55	1 35	1 00	85		1 60	1 35	90	90	1 80
Assorted	1 55	1 35	1 00	85	1 75	1 60	1 35	95	90	1 80
Assorted No. 2					1 75				95	1 80
Blackberry	1 55	1 35	1 00	85	1 75	1 85	1 60	95	90	1 80
Cherry										1 80
Crabapple	1 55	1 35	1 00	85	1 75					
Currant	1 75	1 50	1 10	85	1 90	1 85	1 60	95	90	1 80
Damson					1 75					1 80
Fig						1 60				1 80
Gooseberry	1 55	1 35	1 00	85	1 75			95	90	1 80
Grape (Catawba)					1 75					
Green Gage										1 80
Lemon	1 55	1 35	1 00	85						
Loganberry					1 75					1 80
Orange Marmalade		1 35	1 00	85		1 60		90	90	1 75
Peach	1 55	1 35	1 00	85		1 60	1 35	90	90	1 80
Plum	1 55	1 35	1 00	85	1 75	1 60	1 35	90	90	1 80
Quince	1 55	1 35	1 00	85	1 75	1 60	1 35	90	90	1 80
Raspberry	1 55	1 35	1 00	85	1 75	1 85	1 60	95	95	1 80
Strawberry	1 55	1 35	1 00	85	1 75	1 85	1 60	95	95	1 8

Department 6.

CANNED FRUITS AND CANNED VEGETABLES.

½ lb. Extras	2½ lb. Extras	2½ lb. Extra Standards	2½ lb. Standards	2½ Second	2½ Water	2½ Pie	KIND	Gallons Extras 3 lb Grade	Gallons Extras 2½ lb. Grade	Gallons Extra Standard	Gallon Standard	Gallon Water	Gallon Pie
2 25	1 65	1 40	1 30	1 15	1 05	1 05	Apples			4 00	3 50		2 65
2 50		1 35	1 25	1 10	1 00	1 00	Apricots	5 75	5 00	4 50		2 75	2 40
							" peeled						
							" sliced						
							Assorted						
2 25	1 70	1 45	1 35	1 20			Blackberries			4 25	4 00	3 75	3 40
							Cherries (Royal Anne)						3 65
							Cherries (White)						3 65
							Cherries (Black)			5 25	4 60		3 65
2 00	1 35	1 20	1 10	95	90	90	Grapes (White Muscat)			3 50	3 10	2 50	2 25
	1 60		1 25	1 10			Nectarines						
2 05							Peaches (Yellow)	6 50	5 25	4 60	4 25		
2 75							Peaches (Lemon Cling)	7 75	7 00		5 00		
2 75				1 40			Peaches (Lemon Cling Sliced)	7 75	7 00	5 75	5 00		
							Peaches (White Heath)			6 25	4 75		
2 65			1 55				Peaches (White Heath Sliced)						
2 75	2 25	2 00	1 90	1 35		1 00 1 05 pld	Pears (Bartlett)	7 00	6 25	5 25	4 75	3 75	2 40 pld 2 15 unpl
2 10	1 45	1 20	1 10	95	90	90	Plums (Green Gage)	5 00	4 25	3 50	3 25	2 55	2 30
2 10	1 45	1 20	1 10	95	90	90	Plums (Egg)	5 00	4 25	3 50	3 25	2 55	2 30
2 10	1 45	1 20	1 10	95	90	90	Plums (Gold Drop)	5 00	4 25	3 50	3 25	2 55	2 30
2 15	1 50	1 25	1 15	1 05	95	95	Plums (Damson)						
	2 00	2 35	2 10	1 95			Raspberries						
	2 10	1 85	1 70	1 45			Strawberries						

Department 7.

PROVISIONS.

Hams.

Eastern Standard, 17/19		.13¾
Eastern Standard, 15/16		.13¾
Eastern Standard, 12/14		.14
Eastern Standard, 10/12		.14
Eastern Fancy	10-12	.14½
Local cure, all averages		.13
Picnic Hams		.8¾

Boiled Hams.

Skin on	.17½
Skin off	.19½

Breakfast Bacon.

Eastern Standard, 6/8	.17½
Eastern Standard, 8/10	.15½
Eastern Standard, 10/12	.14½
Eastern Fancy	.19
Local cure	.16

English Cured Bacon.

Eastern cure, 8-10	.15
Eastern cure, 10/12	.14½

Dry Salt Bacon.

Clear medium Bacon	.12
Clear light medium	.12
Clear Lt. med. select	.12¼
Light Belly	.13
Extra light Belly	.13½
Bacon Backs	.11¾
Bacon Bellies	.12½

Dry Salt Meats.

Sides	.10¼
Bellies	.11½
Backs	.09½
Fat Backs	.10

Barreled Pork.

	Bbls.	½-bbls.
Spare Ribs	$	
Family Pork	14.50	7.50
Clear Pork	19.00	9.75
Pig Pork	22.50	11.50

Barreled Beef.

Mess Beef	10.50	6.00
Extra Mess Beef	11.50	6.00
Family Beef	10.50	6.00
Extra Family Beef	11.00	6.25
Beef Tongues	25.00	13.00

Pigs Feet.

Tierces, about 300 lb.	$18.00
Barrels, about 200 lbs.	13.50
½ barrels, about 80 lbs.	5.00
Kegs, about 25 lbs.	2.10
Kits, about 15 lbs.	1.25

Honey Comb Tripe.

Tierces, about 300 lbs.	$17.00
Barrels, about 200 lbs	13.00
½ barrel, about 80 lbs.	5.00
Kegs, about 25 lbs.	2.10
Kits, about 15 lbs.	1.25

Sausages.

	Per lb.
Braunschweiger	17
Italian Salami	23
D'Arles	22
Mortadella	24
Bologna	8½
Frankfurters	8½
Garlic Sausage	9
Liver Sausage	8½
Pork Sausage	8½
Head Cheese	8½
Tongue Sausage	8½

Pure Leaf Lard.

Tierces, about 350 lbs net.	9½
½-bbls. about 100 lbs net.	9¾
80-lb. Wood Tubs, 80-lbs. net.	9¾
60-lb. Wood Tubs, 60 lbs. net.	9¾
20-lb. Wood Pails, 20-lbs. net.	10¼
50-lb. Cans, 1 to a case.	9¾
20-lb. Cans, 4 to a case.	9¾
10-lb Cans, 6 to a case.	10¼
5-lb. Cans, 12 to a case.	10¾
3-lb. Cans, 20 to a case.	10½

Compound Lard.

Tierces, about 350 lbs. net.	5½
½-bbls., about 100 lbs. net.	5¾
80-lb. Wood Tubs, 80 lbs. net	5⅝
60-lb. Wood Tubs, 60 lbs. net	5⅝
20-lb. Wood Tubs, 20 lbs. net	6¼
50-lb. cans, 1 to a case	5¾
50-lb. cans, 2 to a case	5¾
20-lb. cans, 4 to a case	5⅞
10-lb. cans, 6 to a case	6¼
5-lb. cans, 12 to a case	6⅜
3-lb. cans, 20 to a case	6½

ANCHOR PACKING CO.

140 Eighth St., S. F., Cal.

PORK PACKERS AND PROVISION DEALERS.

Boilers of Kingan and Anchor Hams.

SAUSAGES, COOKED MEATS, TONGUE

Hams, Kingan, boneless boiled	20c
Anchor, "	19c
Bacon (special)	16c
Lard, 55	9¾c
" 20	10c
" 10	10c
" 5	10½c
" 3	10¾c

Please note that our hams are all hand tied.

Scientifically Cooked
Flavor Unexcelled



H. M. WOLTER & BRO.

Dealers in

...Boneless Boiled Hams...

Leading Grocers and Delicatessens Pronounce Them The Best.

103 12th St. Tel., Mint 1763

KINGAN'S 21

CUDAHY'S "REX" 20

HEINEMAN & STERN

916 Larkin Street

Garlic Sausage,	Lbs.	
Ring	"	
Bologna	"	
Frankfurter	"	
Rollada	"	
Smoked Beef	"	
Pickled Meat	"	
Headcheese	"	
Tongues	Doz.	Prices quoted on application by telephone or letter
Dried Beef	Lbs.	
Smoked Mutton,	"	

COLUMN 11. COLUMN 12.

Department 8
CANNED MEATS

ALL PRICES ARE PER DOZEN	No. ½ Tins 4 Doz. in Case	No. ½ 2 Doz. Tins in Case	No. 1 Tins 2 Doz. in Case	No. 2 Tins, 1 or 2 Doz. in Case	No. 6 Tins 1 Doz. in Case	No. 14 Tins ½ Doz. in Case	No. 1 Tins 1 Doz. in Case
Corned Beef	.....	.....	1 30	2 30	8 25	18 25	.....
Roast Beef	.....	.....	1 30	2 30	8 25	.....	.....
Roast Ribs of Beef, Boneless	.....	.....	1 40	2 50	.....	.....	.....
Roast Mutton	.....	.....	.....	2 70	.....	.....	.....
Brisket Beef	.....	.....	1 40	2 50	.....	.....	.....
Boiled Beef	.....	.....	1 35	2 40	8 25	.....	.....
Chipped Beef	.....	1 20	2 10	.....	15 50	.....	.....
Sliced Beef, in tins	.....	1 40	2 50	.....	.....	.....	.....
Sliced Beef, in glass	.....	1 45	2 75	.....	.....	.....	2 75
Brawn	.....	.....	1 40	2 45	8 25	.....	.....
Compressed Ham	.....	.....	1 50	2 75	.....	.....	.....
Lunch Tongue	.....	1 90	3 25	6 50	.....	.....	.....
Lambs Tongue	.....	1 70	3 05	.....	.....	.....	.....
Sliced Ham	.....	.....	3 70	6 40	.....	.....	.....
Sliced Bacon	.....	.....	.....	.....	.....	.....	2 80
Sliced Bacon in Glass	.....	.....	.....	.....	.....	.....	.....
Deviled Ham	40	80	.....	.....	.....	.....	.....
Potted Ham	40	80	.....	.....	.....	.....	.....
Potted Ox Tongue	40	80	.....	.....	.....	.....	.....
Potted Chicken	90	1 60	.....	.....	.....	.....	.....
Potted Turkey	90	1 60	.....	.....	.....	.....	.....
Deviled Chicken	90	1 60	.....	.....	.....	.....	.....
Deviled Turkey	90	1 60	.....	.....	.....	.....	.....
Boneless Chicken	.....	3 40	5 55	.....	.....	.....	.....
Boneless Turkey	.....	3 40	5 55	.....	.....	.....	.....
Veal Loaf	.....	1 10	2 10	.....	.....	.....	.....
Ham Loaf	.....	1 10	2 10	.....	.....	.....	.....
Beef Loaf	.....	1 10	2 10	.....	.....	.....	.....
Chicken Loaf	.....	1 60	2 75	.....	.....	.....	.....
Chicken Pate and Ham	.....	1 10	.....	.....	.....	.....	.....
Chili Con-Carne	.....	.....	1 40	.....	.....	.....	.....
Beefsteak and Onions	.....	.....	1 60	.....	.....	.....	.....
Hamburger Steak with Onions	.....	1 95	2 00	.....	.....	.....	.....
Frankfurter Bratwurst	.....	.....	2 00	.....	.....	.....	.....
Sweetbreads	.....	.....	2 40	.....	.....	.....	.....
Vienna Sausage	.....	90	1 85	.....	.....	.....	.....
Oxford Sausage	.....	.....	2 45	.....	.....	.....	.....
Bologna Sausage	.....	.....	2 25	.....	.....	.....	.....
Vienna Sausage and Kraut	.....	.....	1 20	.....	.....	.....	.....
Corned Beef Hash	.....	1 10	1 50	.....	.....	.....	.....
Lunch Sausage	.....	90	.....	No 1½ 6 50	No 2 7 50	No 2½ 9 50	No. 3 12 00
Ox Tongue, whole	.....	.....	.....	6 50	7 50	9 50	12 00
Minced Collops	.....	.....	.....	2 45	.....	.....	.....
Tripe	.....	.....	.....	1 75	.....	.....	.....
Pork Sausage	.....	1 05	.....	2 50	.....	.....	.....
Stewed Kidneys	.....	.....	.....	.....	.....	.....	.....
Pork and Beans, Plain	.....	.....	90	1 40	.....	.....	1 85
Pork and Beans, with tom. s'c	.....	.....	95	1 45	.....	.....	1 90

Department 9.

FISH AND CHEESE.

Russian Caviar.

	Per doz
1-lb cans, 2 doz in case	$13 00
½-lb cans, 2 doz in case	6 75
¼-lb cans, 5 doz in case	3 65
⅛-lb cans, 8 doz in case	2 00
White Label Brand	3.50

CHEESE.

Foreign and Domestic.

	old	new
New York State Factory ..		15
Cheddars, June make..		
Twins, " "		15½
Calif. State factory flats	11	12½
Calif. State factory Young Americans	12½	13½
Limburger, Eastern, ℔ lb	14½	15
Swiss, imported, ℔ lb		26
Roquefort, ℔ lb		38
Gouda, ℔ lb		27
Pineapples, Eastern, 6 in cs, ℔ case		$3 35
Pineapple, Eastern, 6 in cs, small		2.35
Holland or Edam, medium, plain, per doz	$ 8.50	9.00
Holland or Edam, medium, in bladders, per doz	9.50	10 50
Holland or Edam, large, plain, per doz	9.50	10.00
Holland or Edam, large, in bladders, per doz	10.50	11.50

Fancy.

Camembert Brie, Roquefort, and Gorgonzola, jars	3 00
Parmesan C & B, sml bot, doz.	3.00
Parmesan C & B, lge bot, doz.	5.00

Bayle's.

	Small ½-lb.	1-lb.	2½-lb	5-lb
Deviled Cheese	...$1 00	$2.25	$4.00	$ 8.00	$9.00
After Dinner Cheese	$1.00	2.40	4.00	4.50	7.50
Roquefort Cheese	$1.00	2.40	4.00	4.50	7.50

SALT FISH.

Pacific Codfish.

Bndles, 50 lbs each, per lb	5½
Cs. selected, 100 lbs ea, pr lb	5¾
Boneless, 20-lb boxes, per lb	7
Boneless Strips, 40lb bxs, pr lb	7½
Boneless Blocks, 40lb bxs, p lb	7
Boneless Tablets, 24 bxs, pr lb	8
Boneless Middles, 60 bxs, pr lb	10
Boneless Middles, extra, 60-lb boxes, per lb	10½

Eastern Codfish.

Gen Georges, 8 fish to cs	$10.00
Gen. Georges, 12 fish to cs	9.00
Geo. Cur. Cod, 16, 18 fish to case	8 50
Geo. Cur. Cod, 40 fish to cs	8 00
Gen. Geo. Middles, 60 fish.	13½
Gen. Geo. Tablets, 36 fish.	11½
Gen. Geo. Blocks, 40 fish..	11½

Shredded Codfish.

Codfish, Beardsley's shredded, 2 doz. in case 1.00

Norwegian Mackerel.

Bloater, 200-lb. bbl., 120-180 fish,	48.00
Bloater, 100-lb. ½ bbl., 60-65 fish	25.00
No. 1, 200-lb. bbl., 150-160 fish	36.00
No. 1, 100-lb. ½ bbl., 75-80 fish	19.00
No. 2, 200-lb. bbl., 220-240 fish	31.00
No. 2, 100-lb. ½ bbl., 110-120 fish	16.50
No. 3, 200-lb. bbl., 300-350 fish	26.00
No. 3, 100-lb. ½ bbl., 150- 175 fish	14.00

Irish Mackerel.

No. 1, 200-lb. bbl., 200-220 fish	none
No. 1, 80-lb. ½ bbl., 80-90 fish	none
No. 2, 200-lb. bbl., 325-350 fish	21.50
No. 2, 80-lb. ½ bbl., 130-140 fish	9.00
No. 2, 200-lb. bbl., 475-500 fish	20.50
No. 2, 80-lb. ½ bbl., 180-190 fish	9.00
No. 1, 10-lb kits, 15-16 fish	1.35
No. 2, 10-lb. kits, 20-22 fish	1.25

American Bloaters.

Shore Bloaters, 200-lb. bbl., 115-120 fish	27.00
Shore Bloaters, 80-lb. ½ bbl., 45-50 fish	11.50
Extra No. 1, 200-lb. bbl., 120-130 fish	26.00
Extra No. 1, 80-lb. ½ bbl., 50-55 fish	11.00
No. 1, 200-lb. bbl., 140-150 fish	none
No. 1, 80-lb. ½ bbl., 60-65 fish	none
No. 2, 200-lb. bbl., 130-140 fish.	28.50
No. 2, 80-lb. ½ bbl., 55-60 fish.	11.00
No. 2, 200-lb. bbl., 140-160 fish.	none
No. 2, 80-lb. ½ bbl., 60-65 fish.	none
No. 2, 200-lb. bbl., 160-180 fish.	none
No. 2, 80-lb. ½ bbl., 70-80 fish.	none
No. 2, 200-lb. bbl., 180-200 fish.	none
No. 2, 80-lb. ½ bbl., 80-90 fish.	none

In Kits.

Extra Mess, 7 to 8 fish, each	$2.00
No. 1, kits, 8-9 fish or 15-17 fish	1 50-1.25
No. 2, kits, 8-9 or 20-22 fish	1.25

Salmon.

King, bbls		12 00
Oregon Silversides, bbls		9 00
Alaska Red, bbls		10 50
Alaska Red, ½-bbls, 100 lbs		6.00
Alaska Red, kits		1.00
Bellies, bbls	7 50	8.00
Bellies, ½-bbls, 100 lbs.	4 25	5 50
Tongues and Sounds, kits, 10lb		1 25
Tongues and Sounds, ½-bbls..		9 00

COLUMN 13.

New Herring.

Holland, ex. selctd mxd bbls.	$17 00
Holland, ex. selctd mxd ½-bbl	9.00
Holland, ex. selctd mxd, keg.	1.10
Holland, cheaper grade	90
Holland, cheap. gr., mxd, bbls	15.00
Holland, chp. gr., mxd, ½-bbl	8.00
Holland, ex. selct Milchner, bbl	none
Holland, ex. selct Milchner, ½-bbl	none
Holland, ex. selct Milchner, keg	none
Holland, cheaper grade	1.20
Holland, cheaper grade, bbls.	none
Holland, cheaper grade, ½-bbl	none
Labrador Split, 100 fish	5 25
Labrador, round, 100 fish	4.75
Pacific, ½-bbl	2.25

SMOKED FISH.

Bloaters, Grim., 100 in box	$2.65
do. do. 50 in box	1.50
Bloaters, Cromarty	2.65
Yarmouth, 100 in box	
Halibut, chunks	15
Herring, in boxes, Eastern	20
Herring, in boxes, Washington	15
Herring, boneless, Beardsley's tins, doz	$1.50
Herring, boneless, Beardsley's small, doz	1.00
Herring, Beardsley's Boneless, vacuum tumblers, 2 doz. in case	1.95
Finnan Haddies	1.75
Moir's Selected Red Herrings, 100s	2.10
Moir's Selected Red Herrings, 50s	1.25
Salmon, per lb	20

POTTED FISH.

	Per doz
Potted Crab	$1.85
Kipper Paste	1.00
Anchovy and Bloater Paste, plain pots	2.30
Ditto, fancy pots	4.75
Yarmouth Bloater Paste	75
Ditto, fancy pots	4.75
Kippered Herrings	1 00
Kippered Herrings, Meirs	1.00

CANNED FISH.

	Doz.
Anchovies, in oil, 2 doz. ½ pts., in glass, doz	4.00
Anchovies 2 doz. ¼ pts., doz	3 00
Bloaters, Yarmouth C. & B. ..doz	4.50
Codfish Balls, 2-lb tins, per doz	2.25
Eels, Hamburg, in jelly, 1-lb tins	1 90
Eels, smoked, 1-lb, ℔ doz	2.40
Finnan Haddies, 2-lb oval	2.25
Finnan Haddies, 1-lb, round, ℔ doz	2.00
Sardelles, imported, 1-lb tins.	3.60
Sardelles, imported, in glass.	3.00
Sardelles, domestic, 1-lb glass	2.25
Sardelles, Ankera ½ keg	3.00

Mackerel.

1-lb tins, 50 in a case. 2-lb tins, 2 doz. in a case.

Gold Label, 1-lb tins	1.50
P. & W., 2-lb soused	2.75
P. & W., 2-lb, mustard	2.75
P. & W., 2-lb, tomato	2.75
Underwood, 2-lb, soused	2.85
Underwood, 2-lb, tomato	2.85
Underwood, 2-lb mustard	2.85
Los Angeles, 2-lb, soused	2.55
Los Angeles, 2-lb, tomato	2.55
Los Angeles, 2-lb, mustard	2.55
Mt. Desert, 2-lb, soused	2.25
Mt. Desert, 2-lb, tomato	2.25
Mt. Desert, 1-lb, soused	1.35
Blueback, 1-lb, fresh	1.10

"Sunset" Mackerel.

Soused, 18 oz. tins, 4 doz. in case, case	$6.50
Tomato, 18 oz. tins, 4 doz. in case, case	6.50
Mustard, 18 oz. tins, 4 doz. in case, case	6.50

1311-1315 Pacific Street.

Mackerel in Oil.

Bezler's	3.00	4.00
Lemarchand	5.00	7.00

Booth's Crescent Mackerel.



(Soused, Tomato and Mustard.)

1's, 4 doz. to case, per doz	1.80
2's, 2 doz. to case	2.50

Salmon.

Alaska Red, 1lb tins, doz	1 10
Alaska Red, 2lb tins, doz.	1 50
Alaska Pink, 1lb tins, doz	80
Alaska Pink, 2lb tins, doz	1.40
Alaska Flats, 1lb tins, doz.	1 40
Oregon Red, 1lb tins, doz.	1 00
Oregon Red, 2lb tins, doz.	1.65
Oregon Pink, 1lb tins, doz	80
Oregon Pink, 2lb tins, doz	1.60
Oregon Flats, 1lb tins, doz.	1.00
Columbia River, 1lb talls.	1.60
Columbia River, 1lb flats.	1.75

French Sardines.

¼s, according to quality and size of tin, p. cas	9.50	12.50
½s, according to quality and size of tin, p. case	19.00	20.00

COLUMN 14.

American Sardines.

Packed 8 1-8 doz in a case. ¾s 50 tins in case.

American ¼s in oil, per case	$3 50
American ¼s in oil, 6-case lots	3.35
American ¼s in oil, per doz	.50
American ¼s in mustard, doz.	.60
American ¼s in mustard, case	4.00
American ¾s in mustard, doz.	.90
American ¼s in mustard, case	3 00

Sprats.

Piloto	6.75	7.00
Menhie	6.75	7.00

SHELL FISH.

Abalones.

4 doz in cs, with shells, cs.. 6.00

Clams and Clam Juice.

	doz.
Doxsee Clams, 1-lb. tins	$1.65
Doxsee Clams, 2-lb. tins	2.65
Doxsee Clam Juice, 1-lb. tins	.90
Doxsee Clam Juice, 2-lb. tins	1.60
B & M Lunch Clams, flat tins	1.37½
Underwood Clams, 1-lb. tins	1.05
Underwood Clams, 2-lb. tins	1.60
P. & W. Clams, 1-lb. tins	1.00
P. & W. Clams, 2 lb. tins	1.50
Oxford Clams, 1-lb. tins	1.10
Oxford Clams, 2-lb. tins	1.50
P. & W. Clam Chowder	2.10
Burnham's Clam Bouillon, qts	00
Burnham's Clam Bouillon, pts	4 50
Burnham's Clam Bouillon, ½ pints	2.40

Lobsters.

	Doz.
1-lb. tins, 4 doz. in case.	
Red Jackets, flats	2.35
Deep Sea Picnics	2.40
Triumph Talls	2.40

Oysters.

Oysters, Selects, 12 oz.	$1.60
Oysters, Selects, 6 oz.	3.25
Oysters, Standard, 10 oz.	2.00
Oysters, Standard, 5 oz.	1.10
Oysters, Standard, 8 oz.	1.70
Oysters, Standard, 4 oz.	.90

Shrimps.

Shrimps, pickled, 1-lb. tins	$1.10
Shrimps in Tomato Sauce, 1-lb. flats	
Dunbar's Picnics, 4 doz in cs	1.25
Dunbar's 1½-lb., 2 doz in cs.	2.25
Pickled Shrimps, 1-lb., 4 doz in case	1 20

Department 10.

LAUNDRY MATERIALS.

Ammonia.

GREER'S WASHING AMMONIA

First grade absolutely pure. 180 Beaume Strength.

Pints (2 doz. to case)	$1 55 per doz.
Quarts (1 doz. to case)	2 65 " "
½ Gals (½ doz. to case)	4 25 " "

WASHING AMMONIA

Standard Grade,

Pts., 2 doz. to case, per doz	$ .75
Quarts, 2 " " " "	1 25

GREER'S TOILET AMMONIA

Lavender and Violet.

Pints (2 doz to case) ...$2 50 per doz.



Parson's Household Ammonia

	per doz.
½ gals., 1 doz. in case	$4 50
Quarts, 1 doz. "	2 65
Pints, 2 doz. "	1 75
Dime size 3 doz. in case, per case	2 95

Bluing.



Liquid Laundry Bluing.

SCOTT & GILBERT CO.
Manufacturers
211-216 Mission Street

SUNSET

	doz.
¼ pints, 3 doz. case	40
½ pints, 3 doz case	60
Pints, 2 doz. in case	75
Quarts, 2 doz. cs. 1	45

Bluing, ball.

Mikado, ½'s, 100-lb case, lb	20
Mikado, ¼'s, 100-lb case, lb	22
Nuremberg, A, ½'s, ℔ lb	33
Do A, D, ½'s, ℔ lb	25
Do A, C, R, ½'s, ℔ lb	21
Washerwoman, ½'s, ℔ lb	12
Do ¼'s, ℔ lb	14
German Ultramarine ½s, ℔ lb.	12
Do ¼'s, ℔ lb	14
Deschamp's French, 1's, ℔ lb	28
Do ½'s, ℔ lb	29
Gold Medal, qt, ℔ doz	1.25
Do pt, ℔ doz	1.00
Do ½-pt, ℔ doz	75
Do ¼-pt, ℔ doz	45
Do China Label, qt, ℔ doz.	1.25
Greer's, 1 dz qts. & doz	2.25
2's, 2 doz. to cs	2.50
Do 2 doz. pts, ℔ doz	1.44
Do 3 doz. ½ pts, ℔ doz	90
Pacific, 1 doz. qts, ℔ doz	1.12
do, 2 doz., qts & doz	.80
Do 3 doz. ½ pts, ℔ doz	45

COLUMN 15.

Borax.

20-Mule Team, powdered 1's, cs. of 2 doz	$3 28
20-Mule Team, powdered 12-oz. cs. of 4 doz	3 60
20-Mule Team, powdered ¼'s, cs. of 8 doz	3 84

(Less 5 per cent. in 5 case lots; 10 per cent. in 10 case lots).

Cartons, 1's, 2 doz. in box	.09
Lump, 25 lb. in box	.08
Powdered, 25 lb in box	.08½

Chloride of Lime.

Brookman's, 1's, ℔ lb	7¼	7½
Do ½'s, ℔ lb	8½	9

Salter's Purity Brand, ex qual. doz ..... .85

Lye.

Big Bonanza Lye

Case of 48-1 lb tins	3.50
5 case lots	3.25

Star Scrubbing Lye

48-½ lb tins, per case	1.75
5 case lots	1.70
Merry War, 4 doz in case	3.10
Merry Nickel, 4 doz to case	1.75
Eagle Lye, 4 doz. in case	3.60
Do 3-case lots	3.50
Do 5-case lots	3.40
Tomson's Red Seal, 4 dz. to cs	4.00
Do 5-lb, 12 5s to case	4.50
American, 4 doz in case	3.25
Do in 5-case lots	3.00
Babbitt's Lye, 4 doz in case	3.25
Do in 5-case lots	3 00



BANNER LYE

Cs., 4 doz	$1.00
Cs., 2 doz	2.00

SPECIAL FREE DEAL

LIMITED

Freight Paid to Country Points

5 Case lots, per case	$4.25
One additional case free	
Net cost	3.54
3 Case lots, per case	4.25
One additional case free	
Net Cost	3.64

Sal Soda.

California, sks	85-90
California, bbls	90 100

Department 11

STARCHES.

RIVERSIDE



Corn.

must be retailed at 8c.

40 1's per lb. ..5½c

Gloss.

48 1's per lb 5½c

16 3's per lb 5¼c

12 6's per lb 6c

FREE.

During June 1 case corn free with each 5 box order, assorted or straight. Must be retailed at 8c.

Corn Starch.

Log Cabin, 40 1s, per pkg	4
Liberty, 40 1s, per pkg	5½
Duryea's, 40 1s, per pkg	7¾
Niagara, 5-box lots, pkg	6½
Niagara, 40 1s	5⅝
Kingsford's, 40 1s, pkg	7¾
Lily Corn, 40 1s, per pkg	5⅝
Lily Corn, 5-box lots	5½
Lily Corn, 20 1s, per pkg	5⅞
Sioux City, 40 1s, per pkg	5⅞
Sioux City, 5-box lots, pkg	5½
None Such, 40 1s, per pkg	6½

Laundry Starch.

Elastic Starch, 64/1's, per box	5 00
Celluloid, 64/1's, per box	5 00
Best Gloss, 48/1's, per lb	6½
Liberty Gloss, 48/1's, per lb	6¼
Liberty Gloss, 16/3's, per lb	5½
Best, 12/6's, per lb	5½
Standard, bulk 40-lb. boxes	3½
Sioux Gloss, 48/1's	5⅝
Sioux Gloss, 3's, 16 in box	5¼
Kingsford's S. G., 1's, 40-lb. bx.	8½
Kingsford's S. G. 6's, 12 in crate.	8½
Kingsford's Pure, 1's, 40-lb. bxs.	7⅛
Duryea's S. G., 1's, 40-lb. bxs	8
Duryea's S. G. 6's, 12 in crate.	8½
Duryea's Superior, 1's, 40-lb. bx	7⅛
Niagara Gloss, 1's, 40-lb. bxs	5½
Niagara Gloss, 6's, 12 in crate.	6¼
Niagara Gloss, bulk, 50-lb. bxs	4½
Lily Gloss, 1's, 48-lb. box	5½
Lily Gloss, 6's, 12 in case	6¼
Lily Gloss, 3's, 16 in case	5¼
None Such, 1s, 48-lb. boxes	5½
None Such, 6s, 12 to crate	6
None Such, bulk, 50 lb box	4½

COLUMN 16.

Department 12

Soaps and Washing Powder

Western Star Soap

WHITE PETROLEUM BLEACHING.

100 bars per case $4.10

LASCO KOLD WATA NAPTHOL.

100 Bars per case $4.00

Free Delivery in San Francisco Oakland, Alameda and Berkeley

manufactured by

Los Angeles Soap Co.

San Francisco Office, 115 Davis St.

Telephone Grant 110.



THE BEAVER SOAP CO., Dayton, Ohio.

Grandpa's Wonder Soap.

100 cakes 4-oz $3.60

50 cakes 4-oz 3.50

Powdered Soap.

Grandma's Borax, 24 3-lb. per case $4.00

Grandma's Borax, 60 12-oz. per case 2.40

Peet Bros.

Silk Soap 2.80

Ammonia Benzoline 3.85

Cocoa Borax 4.10

Crystal White 3.95

Lily White (Floating)..... 3.80

Standard Soap Co.

Top Notch, 100, 10-oz..... $3.50

Sunburst, 100 12-oz 3.75

Yellowstone, 100 14-oz 3.75

Marigold, 100 16-oz 3.90

Thomas' Cool Water, 100 13-oz 4.00

Thomas' Cool Water, 20 13-oz .85

Mile, 100 4-oz., 100 cartons.... 6.50

Magno "Floating Borax," 100 10-oz. 4.00

Gold Medal Borax, 100 10-oz.... 5.50

Gold Medal Borax, 20 10-oz.... 1.15

Purity, "Floating," 5c size.... 3.90

Purity, "Floating," 10c size.. 6.25

Purity, "Floating," 10c size, 20 1.30

Electric Mineral, 100 16-oz.... 5.50

Electric Mineral, 20 16-oz..... 1.15

Peerless Kitchen, 100 10-oz.... 3.00

Peerless Kitchen, 20 10-oz..... .65

Miscellaneos.

Miller's Naptha, per case 4.35
½ doz. toilet free.

Fels Naptha, 100 14-oz..... 4.40

Hot or Cold, 100 10-oz..... 4.00

Life Buoy, 100 ..... 4.00

Mikado, 100 14-oz..... 3.90

Mikado, 20 14-oz..... .85

Lenox, 100 ..... 3.00

Lenox, 20 ..... .75

Ivory, 100 10-oz..... 7.00

Fairbanks Clairette, 100 ..... 3.35

Fairbanks' Santa Claus, 100... 2.85

Fairbanks' Copco; 100 ..... 3.90

Fairbanks' Fairy Oval, 100.... 3.90

Grandpa's Wonder, large, 50.. 3.50

Grandpa's Wonder, small, 100. 3.60

Peets' Pine Tar, 50 ..... 1.90

Peets' Pine Tar, 100 ..... 3.75

Babbitt's, 100 ..... 4.10

Jergins Pumice, 50 small..... 1.75

Jergins Pumice, 50 large..... 3.00

Uncle Sam's Tar, 100 small.... 3.50

Uncle Sam's Tar, 50 large..... 3.40

Stryker's Kitchen Soap, 100s... 3.50

Stryker's Kitchen Soap, 20s.... .75

Pearl, 100, large..... 4.00

Castile Soap.

La Lune White Castile, lb..... 7¾

White, Virgin, per lb..... 7¾

White, Conti 14 15

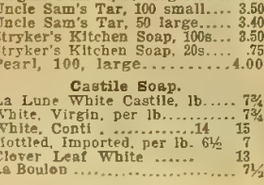
Mottled, Imported, per lb. 6½ 7

Clover Leaf White 13

La Boulen 7½

Scouring Soaps.

Bon Ami, 3 doz to cs, pr cs.. 2 50



Sapolio, scouring, ½ gross box, per box 4 50

Sapolio, hand, ½ gross box, per box 4 50

WASHING POWDERS.

Gold Dust, 24 3's, per case.... 4.50

Gold Dust, 100/10-oz..... 4.50

Gold Dust Deal, 1 cs. free with 5 at $4.50 for 5 $1.40 for 10 oz.

Lavarine, 36 1-lb., per case.... 3.00

Lavarine, 100 5c pkgs..... 3 50

Pearline, 36 1-lb. pkgs..... 3 10

Pearline, 100 6-oz pkgs..... 3 75

Soaperine, 20 3-lb. pgs..... 3.60

Soaperine, 50 1-lb pkgs 3.35

Soaperine, 100 ½-lb. pkgs 3.60

Babbitt's 1776, 6-oz..... 2 85

Kleeno, 72/1's 4.50

Kleeno, 24/3's 4.25

Kleeno, 100/1½'s 3.75

Grandma's Borax, powdered, 24 3s 4 00

do, 60, ¾s 2.40

COLUMN 17.

Department 13

OILS, PAINTS, ETC.

Coal Oil.

Water white, coal, bulk..... 12½

Pearl, cases, 25's 18

Astral, cases, 25's 18

Star, cases, 25's 17½

Ex. Star, cases, 25's 20½

Elaine, cases, 25's 26

Gasoline and Benzine.

86° Gasoline, bulk, 25 cases.... 31

74° Gasoline, bulk 16 cases..... 22

63° Benzine, bulk, 13 cases..... 19

Turpentine.

Strictly Pure, cases, 2-5's..... 81

Do drums or iron bbls. 75

Linseed Oil.

Strictly pure, raw, bbls.....gal 60

Do. boiled, in bbls...gal 62

Do. raw, cs, 2-5's....gal 65

Do. boiled, cs, 2-5's..gal 67

Castor Oil.

Baker's AA, cs, 2-5's 1.16

Pure, No. 2, cs, 2-5's..... 1.05

No. 1, cs, 2-5's ..... .70

Lard Oil.

Strictly pure, bbls., 75 cs..... 80

Sup. Win., str., bbls. 65 cs.... 70

No. 1, bbls. 55 cs 60

Neatsfoot Oil.

Cooper's bbls, 75 cs..... 80

Extra, bbls, 62½ cases..... 67½

No. 1, bbls, 57½ cases..... 62½

Lubricating Oils.

Star Cylinder Oil, bbls, 60 cs..65

Columbia Cyl. Oil, bbls, 40 cs..45

Gem Cyl. Oil, bbls, 30 cs.....

Ruby Cyl. Oil, bbls, 50 cs.....60

Star Engine Oil, bbls, 30 cs...55

Columbia Eng. Oil, bbls, 30 cs.35

Paragon Eng. Oil, bbls, 45 cs..55

Red Eng. Oil, bbls, 27 cs.....32

Star Mach. Oil, bbls, 30 cs.....35

Star Dynamo Oil, bbls, 50 cs...55

Star Spindle Oil, bbls, 40 cs....45

Star Sep'tor Oil, bbls, 50 cs....55

Favorite Sep'tor Oil, bbls, 25 cs.30

Miscellaneous Oils.

Union Salad Oil	.45	50
Globe Salad Oil	.45	50
Pure Sperm Oil	.75	80
No. 1 Polar	.50	55
China Nut oil, ord'ry	62½	
China Nut oil, No. 1	.80	

WHITE LEAD.

Pioneer, in kegs 7 7¾

DRY PAINTS.

Eng. Paris White, bbls.	1.35	1.60
Whiting, bbls	1.00	1.15
Kalsomine, bbls		1¼
Prince's Min'l B'wn, bbls		1.65
Yellow Ochre, bbls		1½
Eng. Ven. Red, bbls....		1.50

Department 14

FARINACEOUS GOODS.

Flours.

GLOBE MILLS,

Cor. Chestnut and Montgomery

California Selected Wheat,

Barrel

** "Banquet" (fancy patent)..$5.05

*** "Silver Star" (patent).... 4.65

Blended Wheat.

*"Al" Family 5.15

Entire Eastern Wheat.

Globe, Bakers' .....

(½ bbls. 10 cents per bbl. higher.)

*"Al" must be retailed for not less than $1.40 per ¼ sack.

**"Banquet" must be retailed for not less than $1.30 per ¼ sack.

***Silver Star" must be retailed for not less than $1.25 per sack.

FLOURS.

Allen's Boston Brown Bread Flour, 24 pkgs, per case.....	3.60
Allen's Flour, 10 10-lb bags, per bale.....	4.50
Cal. Family	$5.05 $5.10
Cal. Bakers', extra.....	4.80 4.90
Buckwheat, 10-lb sacks, per 100 lbs	$4.50
Self Rising Buckwheat, 10-lb sacks, per 100 lbs.....	6.00
Graham, 10-lb sacks, per 100 lbs	3.25
Rice, 10-lb sks, per 100 lbs.....	8.00
Rye, 10-lb sacks, per 100 lbs....	3.75
Whole Wheat, 10-lb sacks, per 100 lbs	3 50

Meals.

Yellow Corn, 10-lb sacks, 100 lb.	$2.75
White Corn, 10-lb. sacks, 100 lb.	2.75
Ex. Cream Yellow, 10-lb. sacks, per 100 lbs.	3.75
Ex. Cream White, 10-lb sacks, per 100 lbs.	3.75
Oat Meal, 10-lb. sacks, pr 100 lbs	4.25
Steel-Cut Oat, 10-lb sacks, per 100 lbs	4.50

Pearled Cereals.

Pearl Barley, ...$6 00

Pearl Wheat, 150-lb bbls..... 4.40

Rice.

Choice Seed Japan	$0.03¾
Good Seed Japan	.03¼
Fair Seed Japan	.03
Fancy Head Rice 5 1-5	.06
Long Grain Rice	.04 .05
China No. 1	5 6
China No. 2	4 4½

COLUMN 18.

Rolled Cereals.

Rolled Oats, 7s and 10s, pr 100 lbs	4.50
Ex. Crm Rld Ots. 180-lb, bbl..	$7.50
Ex Crm Rld Ots, 180-lb, 90-lb sks	7.00
Prid Reid Wheat, 150-lb, bbls.	4 40
Dr. Price's Food, pee case ...	4.00
5-case lots, $3.85	

Sago and Tapioca.

Sago, original sacks, lb....02½	.03
Sago, 48/1's, per doz.....	.70
Instantaneous Tapioca, 50/1's, per case	5.00
Instantaneous Tapioca, 36 to case	2.70
Tapioca, Flake	.03
Tapioca, repacked, per lb...	.04¾
One Minute Tapioca, 36 to cs	2.75
Arrowroot, Taylor's Bermuda, 12-lb box, 1, ½ and ¼ lb pkgs, per lb.....	$2½

Miscellaneous.

Groats Oat, 10-lb sacks, 100 lbs.	$4.50
Groats Buckwheat, 10-lb sks, 100 lbs	10.00
Hominy, lgs, 10-lb sks, 100 lb.	3.75
Hominy, sml, 10-lb sks, 100 lbs	4.00
Split Peas (yel.) 25 and 50-lb boxes, 100 lbs.....	5.50
Split Peas (grn.) 25 and 50-lb boxes, 100 lbs.....	5.50
German Lentils, per lb.....	.05½
Cracked Wheat, per 100 lbs ...	3.75
Farena, per 100 lbs.....	4.50
Pearl Grits, per 100 lbs.....	4.25
Capitol Mills Pearled Hominy, bbls.	8.00
Capitol Mills Gran. Hominy, bbls.	8.50
Capitol Mills New Process B. W. Flour, bbl.....	9.00
Capitol Mills Steel Cut Oat Meal, bbl.	8.50

Breakfast Foods.

Capit'l Mills R'll'd Oats, $5/2's	3.50
Grape Nuts, 1 & 2 doz, pr doz	1.40
Breakfast Gem, case 3 doz.....	3.00
Wheatine, 36/2's, pr cs.....	3.75
Germea, 20 4-lb pkgs, pr cs....	4.00
Germea, 24 2-lb pkgs, per case.	3 10
H-O Buckwheat, 2 doz 2-lb pkgs, per case	3.75
H.-O. Pancake Flour, case.....	3.90
H.-O. Oats, 24/2's, per case....	3.15
Cream of Wheat, 36/2's.....	5.25
Crespo, 36/2's	2.75



MALTA VITA

36 2s, case

$4.50

Our Mothers' Mush, 36 to cs..	2.75
Twin Brothers Mush, 36 to cs..	3.00
Carnation Wheat Flakes, 24/5's	5.40
A B C Breakfast Wheat, 72/2's	5.00
A B C Breakfast Wheat, 36/2's	2.60
Granola, 24/1's	2.25
Flaked Rice, 24/1's	3.00
Ralston Breakfast Food, 36/2's	4.50
Do. Barley Food, 36/2's....	4.25
Do. Health Oats, 36/2's....	4.00
Do. Hominy Grits, 36/2's..	4.00
Do. Health Crisp, 36-1's....	3 60
Do. Select Bran, 24/3's....	2.50
Do. Pancake Flour, 36/2's	3.75
Do. Whole Wht Flr, 4/4½'s'	5.50
Quaker Oats, 36 2s.....	3.80
Scotch Oats, 36 2s.....	3.65
Acme Grano, 20/4's, per case..	3.75
Acme Gluten Farina, 24/1's, pr case	1.85
Acme Gluten Flour, 10-lb sks..	.80
Acme Wheat Flakes, 36/2's....	3.00



Dr. Price's Wheat Flake Celery Food.

Per case...$ 3 75

Pastes (Domestic).

Macaroni, Vermicelli, etc.—	
No. 1 Extra, per box.....	.27
No. 1 Extra, 15 lbs.	.52
No. 1 Extra, 25 lbs.	.82
No. 1 Extra, 50 lbs.	1.65
No. 1 Extra, 100 lbs.	3.30
No. 1 Extra, ½ boxes	.15
Macaroni, Vermicelli & spaghetti, No. 2	.20
Royal Macaroni, Verm'li & Sp'tti, 24 1-lb pkgs., per case.....	1.70
Queen's Taste Mac., Verm. & Sp. 12 3-lb cartons i case.....	2.15
It. Paste, ass'd, ab. 18 lbs. c., lb.	.6½
Royal It. Paste, 24 1-lb pkg c., pkg	.8½
Golden Gate Egg Noodles, 24 1-lb. pkgs in case, per cs...	1.90
Farina, 24 1-lb pkgs.....	1.50
Discount 2 per cent for cash only.	

COLUMN 19.

COLUMN 20.

Department 15.

SPICES

PURE—Square Tins, Full Net Weight.

	⅛'s	¼'s	½'s	1's	2½ lbs.	5 lbs.	Blk
Allspice	$0 70	$0 95	$1 60	$ 2 80	$ 6 70	$12 75	21
Cinnamon	1 15	1 80	3 30	6 25	15 25	30 00	43
Cloves	90	1 35	2 40	4 35	10 60	20 55	31
Ginger	75	1 05	1 75	3 10	7 50	14 30	23
Mace	1 75	3 00	5 65	10 90	26 95	53 30	73
Mustard	70	95	1 60	2 80	6 70	12 75	21
Nutmeg	1 25	2 05	3 80	7 15	17 60	34 60	49
Pepper	80	1 10	1 90	3 40	8 25	15 85	25
Cayenne	80	1 15	2 00	3 55	8 65	16 65	26
W. Pepper	95	1 45	2 65	4 65	11 75	22 90	34
Sage	70	95	1 60	2 80	6 70	12 75	21
Thyme	70	1 00	1 65	2 95	7 10	13 50	22
Savory	70	1 00	1 65	2 95	7 10	13 50	22
Marjoram	75	1 10	1 85	3 30	7 85	15 10	24
Poultry Seasoning		1 50	.....	.....	.....	.....	..

SECOND GRADE—Round Tins, Short Weight.

	¼'s	½'s	1's	2½ lbs.	5 lbs.	Blk
Allspice	55	1 00	1 75	3 95	7 60	13
Cinnamon	65	1 20	2 10	4 90	9 50	16
Cloves	65	1 25	2 25	5 20	10 20	17
Ginger	55	1 00	1 75	3 95	7 60	13
Mace	1 20	2 30	4 40	10 50	21 00	34
Mustard	55	90	1 50	3 60	7 00	12
Nutmegs	85	1 70	3 10	7 40	14 60	24
Pepper	60	1 15	2 00	4 55	8 90	15
Cayenne	60	1 15	2 00	4 55	8 90	15
W. Pepper	75	1 45	2 65	6 15	12 05	20
Sage	55	1 00	1 75	3 95	7 60	13
Thyme	60	1 05	1 90	4 25	8 25	14
Savory	60	1 05	1 90	4 25	8 25	14
Marjoram	60	1 05	1 90	4 25	8 25	14

SCHILLING'S BEST SPICES.—Nature's Best.

Square tins. Never sold in bulk.

Small, medium, large sizes have sifting tops except Mustard.

	Small size per doz.	Medium size per doz.	Large size per doz.	Ex. Large size per doz.	Hotel size per tin.
Pepper	.75	1.20	2.20	3.75	.78
Mustard	.75	1.25	2.25	3.90	.81
Must. Comp.	.75	1.25	2.25	3.90	.81
Ginger	.75	1.25	2.25	3.90	.81
Allspice	.75	1.10	2.00	3.50	.73
Cinnamon ...	.90	2.25	4.25	7.50	1.35
Cloves	.80	1.40	2.60	4.75	.87
Nutmegs	1.60	2.75	5.25	10.00	2.00
Mace	1.75	3.00	5.75	11.50	2.15
Cayenne	.90	1.60	2.75	5.00	.93
Wh. Pepper...	.95	1.75	3.25	5.75	1.00
Sage	.75	1.25	2.25	3.90	.81
Thyme	.85	1.40	2.60	4.75	.87
Marjoram ...	.95	1.75	3.25	5.75	1.26
Savory	.85	1.40	2.60	4.75	.87
Cases contain..	6 doz.	4 doz.	2 doz.	2 doz.	1 doz.
Gross weight..	22 lbs.	23 lbs.	24 lbs.	40 lbs.	53 lbs.

MUSTARD.

Colman's, ¼'s, 12 lb to box, lb.	.52
Colman's, ½'s, 12 lb to box, lb.	.48
Colman's, 1's, 12 lb to box, lb..	.48
Colman's, 5's, per lb.....	.40

Mustard, Prepared.

Small bottles, 24 to cs, pr doz	.55
Small straights, fancy, 24 to case per doz	.95
Webb's Glass Top	1.35
Large Dusseldorfer, 24 to cs	1.60
In 3-gal kegs, per keg.....	1.15
In 5-gal kegs, per keg.....	1.70
Louit Freres, French, doz.....	2.25
Eddy's Salad Mustard—	
6-oz., 24 to case.....	.92½
8-oz., 24 to case.....	1.35
12-oz., 24 to case.....	2.00
Hirshes Horseradish Mustard—	
10-oz., 24 to case.....	1.25

Department 16

BAKING POWDER AND FLAVORING EXTRACTS.

ROYAL

	1 cs. lot	5 cs. lot	15 cs. lot
½ lb cans	$ 1 88	$ 1 86	$ 1 84
6 oz cans	1 92	1 89	1 87
½ lb cans	2 57	2 52	2 50
12 oz cans	3 82	3 75	3 72
1 lb cans	4 95	4 85	4 80
2½ lb cans	11 85	11 40	11 28
3 lb cans	13 60	13 34	13 20
5 lb cans	22 35	21 90	21 68

An extra discount of 1 per cent if packed in barrels.

Schilling's Best Baking Powder.

Never sold in bulk.

10-lb. tins, per doz	$39.00
5-lb. tins, per doz	20.00
4-lb. tins, per doz	16.00
3-lb. tins, per doz	12.50
2½-lb. tins, per doz	10.50
16-oz. tins, per gross	$53.00
12-oz. tins, per gross	41.00
8-oz. tins, per gross	28.00
6-oz. tins, per gross	22.50
4-oz. tins, per gross	16.50

TROPAY

4 oz,	per doz	$0.95
6 oz,	"	1.35
8 oz,	"	1.70
12 oz,	"	2.35
1 lb.,	"	3.00
2½ lb.,	"	7.50
3 lb.,	"	9.00
5 lb.,	"	14.50

MISCELLANEOUS.

Home, 10 oz.....	$0.90
Home, 25 oz.....	2.00
Home, 50 oz.....	4.00
Home, 80 oz.....	6.00
K. C., 10 oz.....	.85
K. C., 15 oz.....	1.25
K. C., 25 oz.....	2.12½
K. C., 50 oz.....	4.00
K. C., 80 oz.....	6.50

Cream Tartar.

Standard, bulk, 30-lb box.....	.27
Standard, 12 1-lb tins.....	.33
Pure, bulk, 30-lb box.....	.33
Pure, 5-lb tins, per lb.....	.33
Pure, ½-lb tins, per doz.....	5.00

SODA.

Churches, A. & H., or Dwight's Cow Brand, 60 lbs. to case.

1-lb ..... per lb. $0.05

½-lb ..... per lb. .05¾

EXTRACTS FLAVORING.

GUITTARDS' "PURE"

per doz	2 oz	4 oz	6 oz	8 oz
Vanilla ..	$2 50	$4 75	$7 00	$9 00
Lemon	1 75	3 25	4 50	6 00

Net weight. Patent Sprinkler Tops

Schilling's Best Extracts.

Triple Strength, Pure and Uncolored Sprinkling Tops.

Net weight. Never sold in bulk.

	Lemon and Others.	Vanila and Rose.
1 oz.....	1.30	1.80
2 oz.....	2.00	3.00
4 oz.....	3.75	5.75
6 oz.....	5.50	8.50
8 oz.....	7.25	11.00
16 oz.....	14.00	21.50
32 oz.....	27.00	42.00

Souder's Flavoring Extracts.

Price per gross.

	2 oz.	4 oz.	8 oz.
Reg. Lemon...	9.00	18.00	54.00
Reg. Vanilla..	14.40	28.80	72.00
XX Lemon....	18.00	36.00	72.00
XX Vanilla...	21.00	42.00	84.00
Asrtd Flavors.	18.00	36.00	72.00
Rose Coloring.	18.00	36.00	.....
Yellow Colrng.	18.00	36.00	.....
Jamaica Gngr..	18.00	.....	.....

Assorted flavors contain strawberry, pineapple, orange, almond, rose, etc.



"Vanilla" Extracts.

Lemon, 2 oz., per doz..... $0
Vanilla, 2 oz., per doz..... 80
Assorted Flavors, per doz..... 80

COLUMN 21.

Department 17

CANDIES.

Lozenges.
(5-lb. boxes.)

XXX Peppermint, pails	.13 14
Thin Peppermint	.16
T. T. Peppermint	18
Druggist Peppermint	25
Musk, fluted, pails	.20
Cinnamon, Lemon, Sassafras, Rose	.16
Midget Fruit	.20
Conversation and Hearts	.15
Lilliput Conv. Hearts	17
Midget Conv. Lozenges	18
Crown T. T. Lozenges, 24 5ct. pkgs	.80
Aurora Lozenges, 24 5ct. pkgs	.80
Cough Troches, 5 lb bxs	.25
Eagle Wafers, Peppermints, Wintergreen	.25

Mixed Candy.
(30-lb. pails.)

Plain Mixed	8½
Pacific Mixed	10
Royal Mixed	12½
Grocers' Mixed	10
Yankee Mixed	13
American Mixed	13
Fancy A, Mixed	14½
Fancy C, Mixed	14
French S, Mixed	16
French No. 1, Mixed	18
French Extra Mixed	20
Lady, Mixed	15
Broken Mixed	9

Steam Panwork.

Anis Seed	22
Aromatic Cachous	18
Assorted Berries	16
Assorted Drages	14
Assorted Imperials	16
Assorted Small Seeds	22
Birds' Eggs	16
Boston Baked Beans	17
Burnt Peanuts	18
Burnt Almonds	25
Caraway Seed, smooth	22
Caraway Seed, pearled	22
Celery Seed	22
Cinnamon Beans, large red	15
Cinnamon Beans, Imperials	16
Coriander Seed, pearled	32
Jelly Beans, pails	12½ 14
Jelly Birds' Eggs	16
Jelly Cranberries	16
Jelly Limes	16
Jelly Raspberries	16
Jordon Almonds, fine	45
Jordon Almonds, imitation	18
Licorice Beans	15
Red Hots	25
Ringed Marbles	16
Sugar Coated Licorice Tablets	20
Sugar Almonds	25½
Sugar Plums	16

Stick Candy.
(30-lb. pails.)

Assortment: Peppermint, Lemon, Rose, Clove, Anis, Cinnamon, Sassafras, Vanilla, Pineapple, Wintergreen 8½

Hoarhound	9
Hoarhound, wrapped	11
Peanut Sticks	13
Peanut Sticks, wrapped	13
Cocoanut Sticks	13
Cocoanut Sticks, wrapped	13

Taffies.

Peanut Taffy	15
Peanut Flake	15
Peanut Squares	14
Cocoanut Taffy	15
Cocoanut Squares	15
Chunks: Vanila, Rose, Chocolate, Lemon, Molasses	14
Broken Taffy of broken chunk	13

Drops and Lumps.
(30-lb. pails.)

Mixed Drops and Lumps	8½
Molasses Peppermint Lumps	11
Hoarhound Drops	11
Crystal Rocks	12½

Gum Goods.
(5-lb. boxes.)

A. B. Gum Drops, assorted	9
A. B. Gum Drops, Licorice	9
A. B. Gum Drops, Crystallized	11
A. B. Bonbons, plain, in bbls	7
A. B. Bonbons, fancy, in bbls	7½
A. B. Bonbons, fancy, crystallized, 5-lb. boxes	14
A. B. Fruits	18
Royal Gum Drops	15
Genuine Gum Drops, hard	25
Jelly Squares, assorted	14
Bijou Sticks	18
Spiced Jelly Drops	20
New Turkish Figs	16
Fig Paste, plain	17
Fig Paste, tricolor	18

Cream Goods.
5-lb. boxes.)

Fondans Creams	14
Hand Dipped	19
Hand Dipped, with nuts on	21
Fruit and nut ices	18
Cream Peppermint	20
Crushed Fruit Bonbons	30

Chocolates.
(5-lb. boxes.)

Chocolate, plain	14
Chocolate, Hand Made	20
Chocolate Dipped Bonbons	20
Chocolate Dipped Bonbons, with nuts	22
Chocolate, Climax, 30-lb pails	16
Chocolate Chips	28
Chocolate Nonpareil Drops	20
Chocolate Wafers	22
Chocolate Cream Tablets, 30 in box	1 10

COLUMN 22.

Marshmallows, Nougats, Etc.

Occidental Marshmallows, 6-lb tins	.28
Occidental Marshmallows, 3-lb tins	.30
Dipping Marshmallows, 5-lb. boxes	.25
Angel Food, 5-lb. boxes	.20
French Nouget, 30 5c slices in box	1.00
Walnut, Apricot, Spanish Nouget, 5-lb boxes, per lb.	.25

Sundries.

Opera Caramels	19
Rock Candy, white & red	16
Rock Candy, brown	16
Licorice Drops	20
Licorice Sticks, 16 to lb	.28
Locorice Tablets, 5 lb bxs	.25
Licorice Tablets, 24 5c bxs	.80
Licorice Penny Sticks, 100 in box	.65
Buttercups, 5-lb tins	.2

CHEWING GUM.

	Single Box
Sweet Wheat, per box	.50
Tulu Sugar Plum, box	.55
Yankee Spruce, 20 pcs	.55
Sen Sen, 20 pcs	.55
Red Rooster, 20 pcs	.55
Sweet Heart, 20 pcs	.55
Newton's Pepsin, 20 pcs	.55
Bloodberry, 20 pcs	.60
Pepsin Sticks, 20pcs	.60

CRACKERS.



MADE BY THE
MUTUAL BISCUIT CO.

	lb.	¼ box
Almond Drops	15	
Animals	12½	$1.20
Arrowroot	14	1.50
Assorted	12	1.15
Assorted, extra	14	1.30
Assorted, fancy	20	1.75
Assorted Wafers	16	1.90
Assorted Jumbles	14	1.25
Boston	9	.60
Butters, Mutual	10	.70
Butter Scotch	14	1.50
Butter, Star	9	.60
California Lunch	9	.90
Champion	9	.65
Chips, Mutual	14	1.10
Chocolate Biscuits	16	1.80
Chocolate Fingers	15	1.50
Chocolate Wafers	18	2.15
Cocoanut Bonbon	14	1.25
Cocoanut Finger	15	1.50
Cocoanut Marshmallows	15	1.50
Cocoanut Taffy	15	1.80
Cocoanut Wafer	16	1.50
Coffee	12	1.25
Coffe Iced	15	1.35
Cornhill	10	1.10
Cracker Meal	6	1.10
Currant Cakes	12	1.10
Egg Jumble	14	1.25
Fruit Biscuits	14	2.40
Ginger Cakes	16	1.40
Ginger, Nut	13	1.40
Ginger Wafers	14	1.75
Graham	10	1.20
Graham Gem	9	.75
Graham Unsweetened	9	
Honey Fingers	14	1.25
Honey Pumbles	12	1.00
Honey Drops, spiced	15	1.60
Honeysuckle	16	
Jelly Fingers	16	1.50
Jenny Lind	12	1.10
Lady Fingers	15	1.30
Lady Fingers Iced	15	1.40
La Grande	11	1.10
Lemon Biscuit	14	1.25
Lemon Brittles	14	1.35
Lemon Snap	12	1.20
Lemon Wafers	14	1.75
Macaroon Almond	40	
Mutual Flakes	14	.90
Mutual Tea	15	1.60
Nic Nac, No. 1	10	1.10
Nic Nac	12½	1.25
Oysters	8	.70
Peoples Mixed	12½	1.25
Pilot Bread	4	.55
Pilot Bread Extra	5	.65
Pilot Saloon	7	.80
Ping Pong	16	1.50
Raisin Cake	12	1.10
Saloon Pilot	7	.80
Saloon Soda	7	
Salted Wafers	14	.90
Soda Extra	7	
Soda	6½	
Star Butters	9	.60
Vanilla Bars	14	1.40
Vanilla Biscuits	14	1.25
Vanilla Snaps	12	1.20
Vanilla Wafers	14	1.75
Wafers, Chocolate	18	2.15
Wafers, Ginger	14	1.75
Wafers, Lemon	14	1.75
Water Wafers	12	.90
Walnut Creams	16	1.50

COLUMN 23.
Department 18.

FANCY GROCERIES.

Snider's Baked Beans.

No. 1, 90c doz.; 4 doz. in case
No. 2, $1.40 doz.; 3 doz. in case
No. 3, $1.85 doz.; 2 doz. in case

Bouillion Capsules.

Anker's, 10 capsules in box, per doz boxes 2.75

Capers.

Capotes, 1 dz in cs	1.20 1.25
Nonpareil, small	1.35
Do large	2.00
"White Label," 6-oz. doz	2.25
"White Label," 10-oz. doz	3.15

TOMATO KETCHUP.

Catsups

Snider's

Qts., per doz	$8 75
Pts., "	2 40
½-pints, per doz.	1 40





CAMPBELL'S

(½ Pts. Condiments)

2 dozen to case

Tobasco Ketchup dozen $1 15

Tomato Ketchup, dozen $1 15

Salad Dressing, dozen 1 15

Chili Sauce, dozen $1 15

Assorted cases, dozen $1 15

Miscellaneous.

Our Mother's Ctsp ½-pt, doz	1 40
Our Mother's Ctsp, pts, doz	2 30
Blue Label, 25 ½ pts to cs	3 10
Blue Label, 25 pts to cs	5 00
Blue Label, 12 qts to cs	4 00
Mother's Own, pts	1.50
½ pts	.90
London's Rockaway, Pts., doz	2.25
Sailer's "Purity," doz	.90
H. B. Catsup, pts	2.15
" " ½-pts	1.25

Chocolate and Cocoa

CHOCOLATES.

Baker's.

German Sweet, 6-lb boxes, ⅛s and ¼s	2
Eagle, 12/1s	23
Premium, 12/1s	28
Vanilla, 12/1s	11
Powdered, ⅛s, ½s, 1s, 12/lb. boxes	26

Subject to quantity discount.

Huyler's.

Vanilla, 12-lb. boxes	36
Premium, 12-lb. boxes	33

Lowney's.

Cream Cakes, per box	80
Ice Cream Drops, per doz	75

Ghirardelli's.

In paper

Eagle, 24 1-lb	21
Eagle, 12 1-lb	21½
Eagle, 12 ½-lb	22½
Eagle, 12 ¼-lb	24
Crescent, 6 5 to lb	17
Crescent, 12 5 to lb	16½
Cal, Sweet, 6 6 to lb	21½
Cal. Sweet, 12 6 to lb	21
Monarch, 12 1&½-lb	26
Monarch, 12 1-lb	25
Monarch, 12 ½-lb	27
Star, 24 1-lb	19
Star, 12 1-lb	19½

Ground.

In tins

Ghirardelli's, 12 1-lb tins	26½
Ghirardelli's 24 1-lb tins	26
Ghirardelli's, 60 1-lb. tins	24

In delivery cases

Ghirardelli's 60 3-lb tins	24
Venard's, 24 1-lb tins	21
Venard's, 60 3-lb tins	20
Miner's, 12 1-lb tins	22½
Miner's, 24 1-lb tins	22
Miner's, 20 3-lb tins	22

5 per cent off on 120-lb. lots

COCOAS.

Baker's Bkfst, 6/1's&½'s	36
Van Houten's, ¼'s and ½'s	35
Van Houten's, 1's	80
Royal Dutch, 12/¼'s	80
Royal Dutch, 12/½'s	77
Royal Dutch, 12/1's	70
Epp's, 14/½'s	40
Fry's, 12/½'s	39
Webb's, 6/½'s	23
Lowney's, 6/½'s	37
Ghirardelli's Bkfst, 6/½'s	39
Ghirardelli's Bkfst, 12/¼'s	37½
Ghirardelli's Impri, 6&12/½s	56
Miner's Bkfst, 6/½'s	37
Miner's Bkfst, 6/1-5's	38
Menier's, 1 ⅛s	47

COLUMN 24.

Condensed Milk

BORDEN'S CONDENSED MILK CO.



Gail Borden Eagle Brand	6.80
In 5-case lots	6.65
Pony	2 25
Challenge	4.70
Floral	4.65
Dime	2 75
Rose	1 40

(Each of above Brands 4 doz. in case)

Borden's Malted Milk, Trial Size, per doz. 90



Borden's Pioneer Brand Evaporated Cream

Large Cans, 4 doz. in cs. 4.00

Peerless	4.70
Yacht	3.25

Family Size, 4 doz. in case. Quarts, 2 doz. in cs

ALL ABOVE BRANDS GUARANTEED



CARNATION CREAM

20 oz. cans 4 doz	
Per case	4 00
5 cases	3 95
25 cases	3 90
50 cases	3 85

25c rebate from factory on return of jobber's dup. bill and signed contract



LILY

[large tin]

1 to 10 cs	$3 90
10 to 25 cs	3 85

Helvetia Milk Condens'g Co.



Originators Evaporated Cream

Highland Evaporated Cream 4 doz in box	$4.10
Baby Pet, 6 doz	3 00
Pet, reg., 4 doz., per case	3 35

Miscellaneous.

St. Charles, 4 doz., in case	$4 60
St. Charles, 5-case lots	4 50
Horlick's Malted Milk, doz	4 50
Jersey, 4 doz. per case	3 70

Cereal Coffee.

Fig Prune, per doz	$2 25
Postum, 24/½'s, per doz	1 35
Postum, 12/1's, per doz	2 25
Postum, 36/1's, per doz	2 25
Grano, 12, 28	2.75

Chutney.

Chutney, asst, qts	$6 25
Chutney, asst, pts	3 75
Chutney, Major Grey, qts	6 50
Chutney, Major Grey, pts	4 25
Ban-ki-pore, pts	3 00

Cranberry Sauce. doz.

Anderson's 2s, 2 doz box	2.00
Tea Garden, 2s, gls, 12 box	4.00
Tea Garden, 1s, gls, 24 box	2 25
Cape Cod, 2 lb, gls, 12 box	3 50
Cape Cod, 1 lb, gls, 24 box	2 00
Home Made, 1s, 2 doz box	2 15
do 2s, glass, 1 doz box	4.00

COLUMN 25.

ALPINE

EVAPORATED CREAM

	Per case
1 to 5 cases, 4 doz. to case	$3.60
5 to 10 " " "	3.55
10 to 25 " " "	3 50

Gallons

1 to 5 cases, 6 to cas	3.35
5 to 10 " " "	3.30
10 to 25 " " "	3.25

Midgets, 8 doz. to case

1 to 5 cases, $3.90; 5 to 10 cases, $3.85
10 to 25 cases, $3.80

Alpine Evaporated Cream Co.

Factory
HOLLISTER, CAL.

Office and Salesroom
95 Market Street
Rooms 212-213
San Francisco, Cal.

Phone: Main 3443.

Cottolene.

2's, 4's or 10's, per cs. of 60 lbs	7.00
5-case lots	6.90
10-case lots	6.85
25-case lots	6.75

With 2½ cases, ½ case free.
" 5 " 1 " "
" 10 " 2 " "

Price $7.50, $7.40, $7.35.

Curry Powder.

Cross & Blackwells, 2 oz	1.35
do 4 oz.	2.35
Do 8-oz	3.65
Do 16-oz	6.20
East India, Bombay, 16 oz	6.00
East India, Bombay, 8 oz	3.25

Extract of Beef.
Liebig's (Genuine)

2 oz.	4 oz.	8 oz.	16 oz.
doz. 4.65	8.50	15.90	29.75

"Rex" Solid.

2-oz., doz	$3.96
8-oz., doz	$13.27
4-oz., doz	7.20
16-oz., doz	24.75

Marshall's

2 oz., per doz	$2.40

Gelatine.

Knox's, per doz	1 20
Knox's, per gross	14 00
Cox's, per gross	12 00
Keck's, per doz	1.15

Ginger (Preserved).

½ doz jars in cs, per cs. 2.25

Lemon Sugar.

Gilt Edge, 24/½s, per doz	1.37½
Gilt Edge, 24/1s, per doz	1.85

Lime Juice.

Tahita, 24/8-oz, per doz	$1.25
Tahita, short measure, 16-oz	1.50
Tahita, full measure, 16-oz	1.75
Tahita, full measure, 32-oz	2.50
Tahita, bulk, gal	1.00

Mushrooms. doz.

Le Court, 100 to cs	$2.25
La Forrest, 100 to cs	2.75
Hotel, 100 to cs	1.85
Fancy Stuffed, pts	4.00

COLUMN 26.

OLIVES.

OLIVES IN BULK.

	25 gl.	10 gl.	5 gl.	3 gl.
Ex. No 1, Qu'n.	1 10	11 50	6 00	3 75
Lge No. 1, "	1 00	10 50	5 00	3 25
No 1 Qu'n .	95	9 75	4 75	2 90
No 2 " .	85	8 75	4 50	2 85
Manzanilla	70	7 25	3 75	2 40

Extra charge for kegs & barrels.



Olives

SEVILLE PACKING CO.

White Label Queen Olives—

28-oz., per doz.	$5.50
18-oz., "	3.75
6-oz., "	1 25

Pim-Olas

18 oz. 2 doz. per cs. per doz	$6 10
10 " " " "	3 55

Baby Pim-Olas

10-oz., 2 doz. in case, per doz.	$2.50
6-oz., 2 doz. in case, per doz	1.50

Olive Oil

NICELLI

	Case
½ pints, 4 doz.	$9 00
Pints, 2 doz	8 55
Quarts, 1 doz.	7 85
22-oz.	9 00



CRYSTAL BRAND OLIVE OIL.
Pure California Products.

7-oz.
Per doz...$2.40
3 doz..... 6.75

14-oz.
Per doz... 4.50

Quarts.
Per doz... 7.25

Put up by
G. O. Ryden.

MISCELLANEOUS

Golden Gate, 1 gal tins, per gal	1 80
" ½ " "	1 85
" ¼ " "	1 90
Pala Grove, pure Cal., qts. . dz.	7 75
Cooper's qts., ½ doz.	10.00
Cooper's pts, ½ cs of 2 doz.	10.00
Antonini J.P.S., qts, ½cs..	7.40
Do 1½-gal. tins, ½ tin..	2.90
Durst, qts, pts, ½ doz cs.	6.00 7.00
Lucca, Crosse & Blackwell's qts.	7.50
Lucca, Crosse & Blackwell's pts, 2 doz.	8.25
Lucca, Crosse & Blackwell's ½ pts, 3 doz.	7.25

Salad Oil.

Durand Oil.

Quarts, 1 doz. to case, per case	$1.65
Pints, 2 " " "	1.75
½-Pts., 3 " " "	1.85

Puritan Salad Oil

Quarts, 1 doz. to case, per case	1.90
E. Dubec & Fils, 1 dz qts, per case	1.50
Imitation Lucca, qts	1.10

"Primrose" Salad Oil.

Tierces, about 50 gal, gal.	$ .40
1 gal. tins, 10 to case, gal.	.70
5 gal. tins, 1 to case, gal.	.45
1 gal tins, 10 to cs, gal.	.55
Quart bottles, 12 to cs, doz	1.85
Pint bottles, 24 to cs, doz	1.00
½ pint bot., 36 to cs, doz.	.55

Paprika.

Gordon Packing Co

1-16 lb	doz	½ lb.	doz 6 00
¼ lb	doz	1 lb	doz
½ lb	doz	Bulk, lb.	

Peanut Butter

Heron's, 2 doz to cs, per dz. 2.40

Peels.

Citron, 25-lb box	$ 13
Citron, 10-lb box	13½
Lemon, 25-lb box	11
Lemon, 10-lb box	11½
Orange, 25-lb box	11
Orange, 10-lb box	11½

COLUMN 27.

PICKLES.

Gordon Packing Co.

California—Mixed or Plain

No. 1, bbls, per gal.	$0 24 to $0.27
No. 1, ½ bbls, per gal.	.26 to .29
No. 1, 10-gal keg, p kg.	2.25 to 2.45
No. 1, 5-gal keg, p keg.	1.15 to 1.25
No. 1, 3-gal keg, p keg.	.80 to .85
No. 2, bbls, per gal.	.22
No. 2, ½ bbls, per gal.	.24
No. 2, 10-gal keg, per keg	2 10
No. 2, 5-gal keg, per keg	1 05
No. 2, 3-gal keg, per keg	.80
No. 3, bbls, per gal.	.14
No. 3, 10-gal keg, per keg	1 15
No. 3, 5-gal keg, per keg	.60
No. 3, 3-gal keg, per keg	.55

SWEET—"PACIFIC."

Bbls, ½ gal	51
½ bbls, ½ gal.	53
10-gal keg, per keg	5.00
5-gal. keg, ½ keg	2.75
3-gal. keg, ½ keg	1.75
Square, 1doz ½-gal. ½ doz.	2.25
Square, 2 doz ¼-gal, ½ doz.	1.60
Square, 4 doz ⅛-gal., ½ doz	1.25
Round, qts, ½ doz.	3.75
Round, pts, ½ doz.	2.50
Round, ½ pts, ½ doz.	1.75

Crosse & Blackwell's.

	Doz.
Mxd Pkls, pat tops, pts.	4.15
Mxd Pkles, Pat tops, ½ pt.	2.70
Mxd Pkls, corks, pts.	3.95
Chow Chow, pat tops, pts.	4.15
Chow Chow, pat top, ½ pt.	2.50
Chow Chow, corks, pts.	3.95
Onions, pat tops, pts.	4.15
Onions, pat tops, ½ pts.	2.50

Root Beer



Less 5 per cent. on gross lots

Hires', case of 1 gr.	20 00
6 doz. lots	10 00
3 "	5 00
1 "	1 75

Hires' Carbonated Root Beer cs of 2-dz pt bottles, patent tops, per cs $2.00 in 5 case lots 1 95

Hires' Carbonated Ginger Ale

Per case	2 00

5-case lots, $1.95.



Hires' Rootbeer Carbonated and Ginger Ale empty bottles, if returned to Hohn-Patrick Company, will be received by them at 25c. per case of 2 doz. bottles (with case) Delivered at San Francisco.

COLUMN 28.

Saratoga Chips.

(Less 5 per cent)

Boxes, 15 and 30-lb, per lb. $0.20
Cartons, 6-oz, 2 doz in cs, doz 1.30

SAUCES.

SNIDER'S SALAD DRESSING



Pints, 1 doz. in case, doz. $3.75
Hlf-Pts, 2 doz. in case, doz. 1.75



Snider's Oyster Cocktail S'ce pints, 2 doz to c'se, doz .2 40

Same gallon jugs, 6 to case, per gal. 1 30

Snider's Chili Sauce, pints, 1 doz. to c'se doz 2 40

Same, half pts 2 doz. to c'se doz 1 45

Bayle's Tabasco Pepper Sauce, in cases, 6, ½-doz. boxes, per doz.	$3.00
boxes of 12 bottles, per doz.	3.50
Holbrook's W'cestershire, ½'s	2.40
Do pts.	4.00
Do qts.	
*Lea & Perrin's Worcestershire, sma'l	2.75
*Lea & Perrin's Worcestershire, medium	5.00
*Lea & Perrin's Worcestershire, large	8.25
*5 cases 5c ½ doz less.	
Ban-ki-por, ½ pts, 2 doz case, per doz	2.40
Ban-ki-por, pts, 1 doz case.	3.80
Tobasco, McIlheny	4.00
Tobasco, New Iberia	3.50
Braunhardt's:	
Tropical, ½-pts, 2 doz. per case	4.50
" pints, 2 doz. " "	8.10
Bengal Worcester, ½ pt.	.55
Bengal Worcester, pt	1.05
Pepper, sprinkle top, ½ pt.	3.00
Superior Pepper, small	.75
Superior Pepper, large	1.50

Pure Food Pk'g Co.

Worcester Sauce, London Club, ½ pts, do	.75

Salad Dressing.

Durkee, small, 2 doz, ½ doz.	2.55
Do large, 1 doz, ½ doz.	4.30
Do picnic size, 4 dz, ½ ds.	1.00
My Wife's, 1 dz. 16-oz. case.	2.75
My Wife's, 2 doz, ½ pt, cs.	3.40

Alpha Salad Cream.

Jumbo, 1 doz. to case, per case.	4.25
Do large, 2 doz. " "	4.70
Do picnic, 2 " " "	2.50

El Paso Manfg. Co.
1653 Mission St.

Manufacturers

Flavoring Extracts
Fruit Juices
Syrup
Salad Dressing
Bluing
Ammonia

—

Meat and Salad Dressing, doz. .90

COLUMN 29.

SOUPS.



CAMPBELL'S (1-lb. Condensed). Packed 48 1-lb. cans to case. Straight cases of any variety, or following assortment:

8 Tomato, 6 Vegetable, 4 Ox Tail, 3 Mock Turtle, 3 Chicken Gumbo, 2 Tomato Okra, 1 Julienne, 2 Beef, 2 Consomme, 2 Pea, 2 Celery, 2 Vermicelli-Tomato, 2 Clam Chowder, 2 Mutton Broth, 2 Bouillon, 2 Chicken, 2 Mulligatany.
Price, per doz, any variety. .$0.90

Miscellaneous.

Snider's Tomato—3 lb tins 2 doz. in case, per doz.	$2.60
Same—2 lb tins 2 doz. in case, per doz.	1.35
Van Camp's assid, per doz.	.90
Van Camp's straight, per doz.	.90

SALT.



LESLIE SALT.

Free Running—

Cartons, 20 5s.	$ 2.50
Cartons, 24 3s.	2.00
Cartons, 48 2s.	2.75
Caddies, 50 2s.	3.60

Velvet Grain—

Bales, 50 3s.	1.50
Bales, 30 5s.	1.50
Bales, 15 10s.	1.50
Bales, 8 20s.	1.50
50-lb sacks, per ton.	18.00

H. B. H. Liverpool.

Bales of 75, 2's, per bale.	$1.25
Bales of 40, 4's, and 15 10's.	2.00
Bags, 200s (50s $5), per ton.	7.50

Rock Salt.

Half-Ground, 100-lb sacks, per ton	$4.25
Stock, 100-lb sacks, per ton.	4.00
Liverpool Lump, per ton.	13.50
Cal. Table and Dairy, pr bale.	1.0
Cal. Table and Dairy, 50's, per ton	6.25

Package Salt.

Shaker Salt, per doz.	$0.90
R. S. V. P., 3's, 24 to cs, p. cs.	2.25
R. S. V. P., 5's, 20 to cs, p. cs.	2.75

Celery Salt.

Mertens, 1 doz in box.	1.05

Sauerkraut.

Barrels, per lb.	.02¾
½ bbls	.03
¼ bbls	.03¼
3-gal kegs, per keg.	.90
5-gal kegs, per keg.	1.15
10-gal kegs, per keg.	2.25
2-lb tins, 2 doz in cs, doz.	1.35
2½-lb tins, 2 doz in cs, doz.	1.60

COLUMN 30.

SPANISH DELICACIES.

Specialties of the **Spanish-American Food Co.**
149-155 Fremont St.
Medal Goods, Paris Exposition.



TAMALES.

	Doz.
I. X. L., W. G. M. and Kapp & Sheet Brands.	
No. 1 Boneless Chicken Tamales in key-op. cans	1.30
No. 2 Not Boneless Chicken Tamales in key op. cans	1.00

Spanish-American Brand.

Beef Tamales in key op. cans	.95
Extra Special Boneless Tamales in key op. cans	1.60
Chili Con Carne, 1 lb.	1.20
Enchiladas, in key-opener cans	1.20
FRIJOLES, 1 lb	.90
Tripe, Spanish style, 1 lb	1.25
Minced Deep Sea Clams, 1 pt.	1.00
Minced Deep Sea Clams, 2 pt	1.65
Clam Juice, 1 pt.	.95
Clam Juice, 2 pt.	1.50
Cal. Baked Beans, tomato sauce, 1 lb., 4 doz in case	.85
Cal. Baked Beans, tomato sauce, 2 lbs., 2 doz to case	1.35
Cal. Baked Beans, tomato sauce, 3 lbs. 2 doz to case	1.75

Chili Beans (Tamale Sauce)	
1 lb, 4 doz to case	.85
2 lb, 2 " "	1.35
2 lb, 2 " "	1.75

Deviled Oysters, for Sandwiches 4 doz to case	1.40
Pate Chicken Liver for sandws. 4 doz. to case	1.40
Macaroni and Cheese, with Tomato sauce, 1 lb, 4 ds. cs.	.90

Concentrated Soups.

Pints (20 kinds) . . . . doz. .90
Beef, Tomato, Ox Tail, Mock Turtle, Mulligatawny, Rice Tomato, Consomme, Green Pea, Bean, Clam Chowder, Vegetable, Chicken Rice, Chicken Barley, Chicken Giblet, Chicken Gumbo, Cream Chicken, Cream Celery, Beef Bouillon, Chicken Bouillon, Clam Bouillon.
Quarts (9 kinds) . . . doz. $1.85
Chicken, Beef, Mock Turtle, Ox Tail, Tomato, Mulligatawny, Vegetable, Clam Chowder, Cream of Celery.

Truffles.

Rilhac, 100/¼'s, per doz.	12.00
Rilhac, 100/ 1-16's, per doz.	3.00
La Forrest, 100/¼'s, per doz.	17.00

Vinegar.

	½ bbl.	10 gal.	5 gal.	3 gal.
30 grain.	08	10	1 15	65 50
40 grain.	10	12	1 35	75 60
50 grain.	12	14	1 70	90 80
60 grain.	14	16	2 00	1 10 95
80 grain	16	18	2 65	1 50 1 25
90 grain.	18	20	3 50	1 85 1 65
100 grain.	20	22	3 85	2 00 1 85

Hammond's Vinegar.

Salad, qts, per doz.	1.25

Yeast Cakes.

Great Western	1.00
Gillett's Magic	1.20
Yeast Foam	1.20

Pure Oregon Apple Cider Vinegar.

Bbls.	22c gallon
½-bbl.	24c "

Guaranteed.

COLUMN 31.

Department 19.

GROCERY SUNDRIES.

Axle Grease.

H. & L., per case.....$1.50
C. & S., 2-doz case, per case... 2.00
" 5 cs lots.....1.95
" 10 cs lots.....1.85
Frazer's, 2 doz tins, per case..2.25
Frazer's, 4 doz wd, per case... 3.60
Frazer's, 15-lb pails.....85
Mica, 3 doz tins, per case..... 2.25

Paper Bags.

Automatic, Self-opening, 500 in pkg. List.

¼-lb .....$1.00 8-lb 4.80
½-lb ..... 1.20 10-lb 5.20
1-lb ..... 1.60 12-lb 6.20
1½-lb ..... 1.70 14-lb 8.30
2-lb ..... 2.00 16-lb 9.00
3-lb ..... 2.50 20-lb 10.00
4-lb ..... 2.90 25-lb 11.00
5-lb ..... 2.40 30-lb 12.00
6-lb ..... 4.00 35-lb 15.00
7-lb 4.40

Discounts from above List:
***(Cheapest).....50 pct and 5, 10's
Eagle or Equal....50 pct and 2, 10's
White Fibre, or any white bag, ...50 pct and 1, 10's
Mikado (striped) .....40 pct
Sugar Bags, broad bottom, lb....06
Lion, 40 per cent and 1....1.10

Bluestone.

Barrels, per lb (5 bbls 5½c) .$0.05¾

Bathbrick.

Bristol, 2 doz, per case (25 case lots 67½c) $0.85
Powdered, 20 1's, per case 1.15
Powdered, 40 ½'s, per case 1.25

CANDLES.

Adamantine.

Schneider's 10 oz, 20's.....$0.07
Schneider's 12 oz, 20's..... .08½
Schneider's 14 oz, 20's..... .09½
Parafine, 20 1 lb. cakes...1.95
do, 5 bx. lots.....1.85
do 40 1 lb cakes.....3.90
do 5 bx lots.....3.75
do 100 1 lb cakes.....9.75
do 5 bx lots.....8.75
P. & G. Adamantine, 10 oz. 8¼
do 12 oz. 9¼
do 14 oz. 10½
Yacht Club Quartz Candles
20 sets 14 oz..... .10
40 sets 14 oz..... .09¾

Stearic.

Schneider's 14 oz 20's or 40' .12
Schneider's 16 oz 20's or 40's. .13½

Paraffine, Etc. Per lb.

4s, 6s, in cartons of 36-lb bxs..10¼
12s, in cartons of 36-lb bxs.....10¾
½-lb, in cartons of 25-lb bxs...10¼
1-lb, in cartons of 25-lb bxs....10¼
Colored 1c higher.
Beeswax, pure for churches.. 40
Do No 2..... 30
Do No. 3..... 25
Christmas, all sizes..... 8 8½
Do holders, ℔ gross..... 85
Wax Tapers, ℔ doz pkgs (℔ gross 8.00).....65 75
Night Lights, German, on pap & wd, (doz 40)..... 65
Do French, on tin, doz.. .....50, .75, 1.10

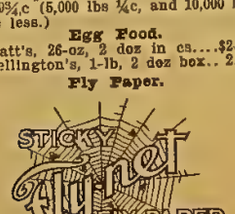
Cordage.

Basis price: Manila 14½c. Sisal 9¾c (5,000 lbs ¼c, and 10,000 lbs ½c less.)

Egg Food.

Pratt's, 26-oz, 2 doz in cs....$2.25
Wellington's, 1-lb, 2 doz box.. 2.00

Fly Paper.



Fly-Net, Per case $2.60
Magnet, per case.....$3.50
Tanglefoot, per case..... 2.90
Tanglefoot Holders, per case of 50 75

Fruit Jars.

(Net cash — no discount)

Mason's, pts, per gr..... ?7.35
Mason's qts, per gr..... 8.05
Mason's, ½ gals 11.40

Fruit Jar Caps.

Porcelain, 6 doz to box, per bx 2.50

Fruit Jar Rubbers.

No. 1 white, per lb..... 50-60c
"Gold Seal," cartons, per gr.. .75
"Badgers," cartons, per gr.... .60

Hops.

No. 1, ¼ lb, 30-lb. box, lb..... .30
No. 1, ½ lb, 30-lb box, lb..... .30
No. 1, 1 lb, 30-lb box, lb..... .30
Less than 30-lb boxes..... .31

Horseradish.

½-pts, 2 doz in box, doz..... 1.10
Pts, 1 doz in box, per doz.... 1.50
Qts, 1 doz in box, per doz..... 2.75
Bulk, per gal ..... .75

Glue.

Le Page's, 1 oz, per doz..... .75
Le Page's, 2 oz, per doz..... 1.15
Le Page's ½-gill tins, per doz. 1.20
Le Page's, 1-gill tin, per doz.. 1.60
Standard, small, per doz..... .50

COLUMN 32.

EUREKA INSECT EXTERMINATOR.



Manufactured by
Jos. Pusch, 22 Hampton Place San Francisco.

10c size, doz ..... .75
25c size, doz 1.75
60c size, doz 4.50
1.00 size, doz 8.00

Harmless to persons or animals; does not irritate the skin or injure the eyes.

MATCHES.

Metroplitan, full count, per tin..$1.10
Universal, shrt count, pr tin .75
Boys' block pap pkg, per doz .8½
Swedish Safety, per gross..... .80
Swedish wind, 1 gross..... 85
Vulcan Parafine, 65s, ℔ gross (50 gross 50c) .....50 .55
Japanese Safety, per gross..... .50
Squirrel Matches, 55s, per gross .43
Ship Safety Matches, la ge, gross .75
" " small, " .65

Diamond Match Co.'s.

Anchor, 200 ..... 1.70
..Do 500s..... 4.00
Domino, cas..... 2.75
Domino, 5-case lots..... 2.50
G. G. 60s..... 2.75
Red Top Safety 3.25
S. & C., Eastern Parlor, 80s.... 4.25
Press, 100s, 5-gross cs..... 4.75
Little Star, per cs..... 2.25
Search Light, 500s, large 1 gr.. 4.75
(Discount of 25c per case on 5 cs. lots)

Paper, Wrapping.

Butter, White, ℔ ream..... 20
Do Waxed ℔ ream..... 25
Manilla, No. 2, roll, any sz, lb....3½
Manilla, No. 1, rolls or reams, ℔ lb..... 5
Straw, ℔ ream..... 70
Do rolls any size, ℔ lb.... 3½
Drab, ℔ ream..... 60
Do rolls any size, ℔ lb.... 2⅝
Metropolitan White Fibre Rolls, per pound 4

Paper, Toilet.

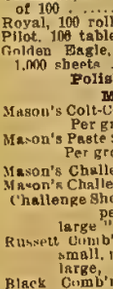
Columbia, in rolls, 7 oz, per cs of 100 .....2.75
Royal, 100 rolls of 500 shts.....4.00
Pilot, 100 tablets of 500 shts..3.75
Golden Eagle, 100 tablets of 1,000 sheets 8.00

Polishes, Shoe.

Mason's.

Mason's Colt-Coron-Ide Per gross $4.70; per doz. 40c
Mason's Paste Stove Polish Per gross $4.70; ¼-gross $1.20
Mason's Challenge, per doz .... .40
Mason's Challenge, per gross... 4.70
Challenge Shoe Dressing, small per doz ..... $ .75
large " " 1.50
Russett Comb'n. shoe Dressing small, per doz ..... .75
large, " " 1.50
Black Comb'n Shoe Dressing small per doz ..... .85
Patent Leather Polish, per doz ..... .50
Mason's, No. 4 ..... .45
" " per gross 5.20
" No. 3 per doz ..... .35
" " per gross. 3.40
" No 2 per doz ..... .30
" per gross..... 3.00
" No. 1 per doz ..... .25
" " per gross 2.80

Scott & Gilbert Co.
Manufacturers.
215-216 Mission St., San Francisco



In 3 dozen cases per

Alaska Seal Oil.... 20 00
Top Notch 15 00
Russian 12 00
Boss 9 00

Bixby's.



Jet Oil ....per doz. 85
Jet Oil, 3 doz. in box, with Marvel Brush Free 2 55

COLUMN 33.

BIXBY'S—Continued

Royal Polish ..... per doz. 85
Royal Polish, 3 doz. in box, with 8 pkgs. 5c Carpet Tacks free. 2 55
Shoe Satin, Small Comb, per doz. 80
Shoe Satin, Large Comb, per doz. 1 25
No. 5, Shoe Satin Paste, per doz. 40
No. 10, Shoe Satin Paste, p doz 85
Satinola, Small Comb 80
Satinola, Large Comb 1 25
No. 5, Satinola Paste..... 40
No. 10, Satinola Paste..... 85
"BBB" Blacking Size M 3 dz. in box ..... } 1 25
¼doz. paste free }
"BBB" Blacking, Size B, 3 doz. in box ..... } 2 50
1 doz. paste FREE ..... }

Polish, Stove.

Rising Sun, large pkg, ℔ gross. 6.25
Do 5-gross lots, ℔ gross..6.00
Do Small pkg, ℔ gross....4 25
Sun Paste, large, ¼ gross, per gross 3.00
Sun Paste, small, ¼ gross, per gross 5.00
Enameline, No. 4 tins, ℔ gross.5.00
Do No. 6 tins, ℔ gross.....3.25
Do Liquid, pt-tins, bx 3 doz.2.25



Small, 3 doz. to cs., per cs..$1.50
Large, 3 doz. to cs., per cs.. 2.50
(½ doz. free with each case)

Polish, Metal.

Electro Silicon, 1 gr in case, per doz ..... .80
Brilliantshine, ½ pts, per doz.. .90
Brilliantshine, pts, per doz.... 1.70
Brilliantshine, qts, per doz.... 3.10

U. S. Metal Polish.



POLISH

	Doz.
Qts.	$3 00
Pts.	1 70
½ Pts	90

PASTE

lb	$3 00
½ lb	1 75
3 oz	50

Barkeepers Friend powder gr $18 00

U. S. METALLIC POLISH PASTE is put up by a Practical Chemist; also in Liquid Form. Free from Acid or Grit. 20 years in the Markets of the World. **J. T. WILSON**, Pacific Coast Agt., 1770 15th St., S. F. For sale by all dealers. Also the Barkeepers' Friend Cleaning Powder.

Rope.

Manila, 1¼-in. cordage ..... .15
Sisal, 1¼-in. cordage ..... .10¼

Seeds.

Anis 11½
Canary 7
Caraway 8 10
Celery 15
Coriander 15
Cumin 13
Flax, ground 4
Flax, whole 3¾
Hemp, sacks 4½
Millet 6½
Mustard 5½
Poppy (Or. sks 9¼). 10¼
Rape, Cal. 4¾
Bird gravel, 40 2s 2 00
Bird Seed Mixed 48—1-lb pkg

Original sacks ½c less.

Sheep Dip.

Little's, 10½-gal tins, per gal$1.05
Little's, 5-gal drums, per gal.. 1.05
Smith's, 10½-gal tins, per gal. .95
Smith's, 5-gal drums, per gal .95

Twine.

Cotton, 4 ply, 100-lb bls, per lb 19
Do 3 ply, 100-lb bls, per lb.... 19
Do 2-lb cones, per cone..... 44
Hemp, 8-oz balls, per 3-lb pkg.. 70
Do, 4-oz. balls, per 3-lb pkg. 75
Do 2-oz balls, ℔ 3-lb pkg.. ..
Sack, 4 ply, 12-lb pkgs, per lb. 33

Wax.

Fruit, 25 1-lb pkgs. 90
Japan, per lb 20
Beeswax 35

Wax Strings.

12 in. 10 pkg. 100 stgs each .. 1 65
14 in. 10 pkg. 100 stgs each. . 1 75

COLUMN 34.

COLUMN 35.

Department 20.

WOOD AND WILLOW WARE

AXE HANDLES.

Ex. 36-in., doz.....$2.25
No. 1, 36-in., doz..... 1.75
No. 2, 36-in., doz..... 1.25
No. 3, 36-in., doz..... 1.05
Ex. 38-in., doz..... 4.00
Ex. 40-in., doz..... 4.25

BASKETS.

	Per Doz.
Cal., Open, Spruce, No. 3..	.60
Cal., Open, Spruce, No. 4..	.60
Cal., Open, Spruce, No. 5..	.84
Cal., Satchel, Spruce, nest, 0-5	1.10
Cal., Satchel, Spruce, nest, 1-5	1.00
Cal., Satchel, Spruce, nest, 1-41	.71
German market, nest of 4	1.25
Clothes, Oval, Wil., No. 0.	6.00
Clothes, Oval, Wil., No. 1.	6.75
Clothes, Oval, Wil., No. 2.	8.00
Clothes, Oval, Wil., No. 3.	9.00
Clothes, Oval, Wil., nest 4...	3.17
Japanese Telescope, nest of 5, size 18x12x7.....	1.80
Same, size 20x13½x7.	1.25
Same, size 24x15x10.....	1.75

BOWLS, WOODEN.

	Per Doz.
Maple, No. 1, 11-inch.....	.75
Do No. 2, 13-inch.....	1.50
Do No. 3, 15-inch.....	2.75
Do No. 4, 17-inch.....	4.25
Do No. 5, 19-inch.....	5.75
Do No. 6, 21-inch.....	7.50
	Per nest.
Maple Nests, 3, 13, 15, 17-inch	.71
Same, 4, 13, 15, 17, 19-inch	1.20
Same, 5, 13 to 21-inch...	1.81

BROOMS.

	Per Doz.
Patent Cap, No. 1.....	3.80
Patent Cap, No. 2.....	3.60
Patent Cap, No. 3.....	3.35
Extra Patent, No. 1.....	3.35
Extra Patent, No. 2.....	2.60
Extra Patent, No. 3.....	2.40
Ladies' Pride, No. 1.....	2.85
Ladies' Pride, No. 2.....	2.60
Ladies' Pride, No. 3.....	2.40
Little Beauties	3.00
Ladies' Delight	2.80
Toy, 2 strings..... .90	1.35
Wisp, 2 strings ..... .90	1.25

BRUSHES.

	Per Doz.
Dust	2.00 12.00
Scrubbing ..... .85	3.00
Dandy 1.50	5.75

Shoe Brushes.

No. 1, black tampico 1.10
No 2, bristles 1.65
No. 3, white bristles 1.75
No 4, bristles 2.00
No. 5, white bristles 2.25
No. 6, horse hair 2.70
No. 7, bristles 3.90

Stove Brushes.

	Per Doz.
No. 1, tampico, handles..90c	$1.10
No. 2, bristles, handles.....	1.85
No 3 tampico, handles	1.85
No. 4, bristles, handles.....	3.25

Ox Fibre Brushes.

	Per Doz.
Scrub, T. & B., 9x2½ in face	.80
Do Huh, 10x2¾ in face.	2.00
Do Magic, 7½x2 in face	1.10
Do Owl, 6½x1½ in face	.85
Do Cat, 10½x2½ in face	1.50
Do Rat, 8½x2½ in face	1.25
Do Mouse, 6¾x2½ in fa	1.00
Do Alligator, 10½x2¾ in face	2.25
Do Goose, 8¾x2¾ in fce	2.00
Do Duck, 6½x2¾ in fce	1.50
Stove, Hustler, 8½x2½ in face	2.25
Sink, Bell, 3¼x2½ in face	1.40
Sink, Gong 4¾x3¾ in face	2.25
Horse, Pointer, 10x3¼ in face	3.00
Creamery, Jersey, 9x5 in face	3.25
Creamery, Holstein, 9½x 5¾ in face	3.50
Dust, Peacock, 10½x4 in face	3.25
Hand, Windsor, 4½x1¼ in face per gross.....	6.00
Whitewash, Snowstorm, 9-in per doz	2.00
Same 8-in, per doz.....	1.75
Same, 7-in per doz.....	1.50

CAN OPENERS.

Diamond per doz $0.75
Crown per doz 1 25
Scissors per doz 2 25

CARPET SWEEPERS.

Bissells per doz 25.00 to 27.00
King, per doz 24.00

CHEESE SAFES.

Round No 1 10-in $2.20
Round No 2 22-in 2 25
Round No 3 24-in 3 50
Square, each 4 00

Clothes Line.

Hemp 40-foot per doz.....	$0.80
Hemp 60-foot, per doz.....	1.25
Cotton 40-foot, per doz....	.80
Cotton 50-foot, per doz....	1 20
Cotton 75-foot per doz	1.75
Manila 40-foot per doz ..	1 25
Manila 60-foot per doz	2 50
Sash Cord 50-foot per doz	1.75
Sash Cord 80-foot, per doz	3 00
Wire Cord 50 foot per doz	1 05
Wire Cord, 75-foot, per doz..	1.60
Wire Cord, 100-foot, per doz..	2.75

COLUMN 36.

Clothes Line Pulleys.

Galv Iron, per doz.....$0.50

CLOTHESPINS.

Common, per bx of 5 gross .65
U. S. Patent Spring, per gr .60

COFFEE MILLS.

Enterprise, Family, No. 1 doz.$2 50
Enterprise, Family, No. 2, doz. 3.50
Enterprise, counter, ea....5.50-$5.00

CORKS.

Wine, pt size, per M..... $4.75
Wine, qt size, per M..... 5.25

Demijohns.

Discount 50—10—5 per cent

½-gal., doz...$3.25 2-gal., doz..$10.50
1-gal., doz... 4.50 3-gal., doz.. 13.50
1-gal., doz... 6.50 5-gal., doz.. 19.00

Dust Pans.

No. 1 Japan doz..... .63
Covered, doz 1.25
Janitor, doz 2.25

Dusters.

China, fancy colored, doz.... .80
Standard Turkey, No. 10, doz.. 1.60
Standard Turkey, No. 12 doz.. 2.10
Standard Turkey, No. 14, doz.. 2.75
Standard Turkey, No. 16, doz.. 3.25
Standard Turkey, No. 18, doz.. 3.75

DOOR MATS, COCOA.

Per Doz.

Light, No. 1, 14x24..... 4.00
Do No. 2, 16x27..... 5.50
Do No. 3, 18x30..... 7.25
Do No. 4, 20x33..... 9.00
Medium, No. 1, 14x25 ..... 5.25
Medium, No. 2, 16x27 ..... 6.75
Medium, No. 3, 18x30..... 8.50
Medium, No. 4, 20x33.....10.25
Extra No. 2 16x27..... 9.50
Extra, No. 3, 18x30.....12.50
Extra, No. 4, 20x33.....15 00
Extra, No. 5, 22x36.....18.00
Keystone Steel Mats.....

Faucets.

Cork lined, No. 1, doz.....$0.60
Cork lined, No. 2, doz..... 75
Cork lined No. 3, doz 90
Cork lined, No. 4, doz..... 1.25
Cork lined, No. 5, doz..... 1.50
Molasses Gates $0.25
Self-Measuring Faucets, each 3.00
Syrup Pumps (Ent'rprise) ea. 5.75
Syrup Pumps with auger, ea . 6 00

Ironing Boards.

4-ft., per doz..... 4.20
4½-ft., per doz 4.75
5-ft., per doz 5.25
5½-ft., per doz 5.75

LAMP CHIMNEYS.

XX Eureka Grade.
Eureka Crimp Top in Cartons.

Per Doz.

No. O or E, 6 doz. in case .75
No 1 or A, 6 doz in case .75
No 2 or B, 6 doz. in case. .95

Eureka Electric.
In Cartons.

No 2 6 doz. in case, per doz. 1.00

Lantern Globes. per doz
Packed 5 doz. in case. . .70

Eureka Rochester.

Per Doz.

No 1 6 doz. in case..... .85
No 2, 6 doz. in case..... 1.05
No 3, 6 doz. in case..... 2.10

Macbeath Pearl Top.

No 1 or A 6 doz. in case. .85
No 2 or B, 6 doz. in case. 1.05

La Bastie.
Heaviest and best in market.

Per Doz.

No A plain bulk, 6 doz. in case 1.20
No B plain bulk, 6 doz in case 1.50
No A crimp bulk, 6 doz. in case 1.30
No B, crimp bulk, 6 doz. in case 1.60

Common Chimney.

Per Doz.

No 0 or E, 6 doz in case. .40
No 1 or A, 6 doz in case.. .45
No 2 or B, 6 doz. in case. .65

Common Rochester.

No. 1, 6 doz. in case..... .80
No. 2, 6 doz. in case..... .90
No. 3, 3 doz. in case..... 2.00

Lamp Burners.

0 or E, per doz.....$0.50
1 or A per doz 60
2 or B per doz 4 ... 75
(Rose fits 13 collar takes E wick)
Solar Burners doz 1 50

LEMON SQUEEZERS.

Ball per doz $0.80
Glass, No 1, per doz 50
Glass, No 2 (for oranges) doz 85

MOPS AND HANDLES.

Per Doz.

9-lb Mops .... .. 1.20 and 1.50
12 lb Mops . . 1 60 and 2 00
Extra Mop Handles . . 1.00
Plain Mop Handles . ..... .90

PAILS.

Per Doz.

Wood, painted, 3 hoops... 2.25
Wood, varnished, 3 hoops 2.25
White Cedar, 3 galv hoops 2.75
Tinned 3.50
Galvanized 10 quart ... 1.75
Galvanized, 12 quarts 2.05
Galvanized, 14 quarts . . . 2 35

SHELF PAPER.

Per gross.

Narrow, assorted colors. .12
Wide, assorted colors.... .35

COLUMN 37.

TUBS.

White Cedar—No. 0, 13.00; No. 1, 10.50; No. 2, 9.00; No. 3, 8 00.

Painted or varnished—No. 0, 11.40; No. 1, 9.60; No. 2, 8.40; No. 3, 7.20.

Fiber—No. 0, 18 00; No. 1, 14.50; No. 2, 12.50; No. 3, 11.00.

Galvanized—No. 1, 5.50; No. 2, 6 20, No 3, 7 20.

WASHBOARDS.

Per Doz.

California, regular size..... 2 10
California, small . . .. .90
Stag 2.75
Bronze 3.50
Good Enough 2.25
Anchor, single 1.90
Nameless 2.25
Peerless, double 3.50
North Star 3.50
North Star, protector..... 4.00
Crystal Glass 4.00
Misses 1.50
Toy ..... .90

WICKING.

Grs

Lamp, 0 or E, ⅝-in.....$0.50
Lamp, 1 or A, ⅞-in..... .40
Lamp, 2 or B, 1-in..... .60
Lamp, 3 or D, 1½-in..... .90
No. 1 Rochester 2.00
No. 2 Rochester 2 75
No 3, Mammoth 3 25
Junior Rochester 1 50
Stoves, 3-in 1.80
Stoves 3½-in. 2 25
Stoves, 4-in 2.50
Stoves 4½-in 2.80
Stoves, 5-in 3.50

WRINGERS.

Wood Frame Novelty.

Two top screws; iron tub clamps.

Per Doz.

No 350, 10x1¾ in 30.00
No. 351, 11x1¾ in 36.00
No. 352, 12x1¾ in 42.00

One top screw; wooden top clamps.

No. 360, 10x1¾ in.....31.00
No. 361, 11x1¾ in.....36.00
No. 362, 12x1¾ in.....42.00

Ball Bearing.

No 380, 10x1¾ in.....40.00

MISCELLANEOUS.

Barrels, paper, 100-lbs, ea. .80
Barrels pa. 50 lbs ea..... .65
Barrel Covers, 17-in. (flour barrel size), per doz..... 1.80
Barrel Covers, 21-in (sugar barrel size), per doz 2.70
Basins, fiber, 12-in., pr dz. 2.25
Basins, fiber, 1½-in., per doz. 2.50
Brownies per doz. .75 1.00 1 25
Butter Ladles, plain, doz.... 45
Butter Ladles, clays, doz 85
Butter Spades, doz 40
Dishes, oval 1, 2 and 3-lb. per 1,000.....2.20, 2.30, 2.90
Dishes, wire end..... .....1.35, 1.80, 2.35, 2.85, 3.25
Egg Beaters, Dover..... 1.00
Lemon Squeezers, fiber, dz 1.25
Measures, fiber, 4 pcs . . 1 25
(Set pt., qt., ½ gal and funnel)
Lanterns, O Tubular, doz. 5.00
Lantern, candle, frame only doz. 1 00
Lantern Candle, with chimney, doz. 1.75
Lantern globes, in bbls. 70@95
Mouse Traps, 1 to 6 holes, doz., 6 holes..... .60
Traps, mouse, "Does-it-easy," doz 25
Traps, rat, "Blizzard," doz.... 1.25
Nest Eggs, per doz..... 20
Oil Cans, 1 gal., cush., per doz 1 50 4.50
Oil Cans, 1 gal., galvanized iron 5.40
Oil Cans, 5 gal., galvanized iron 6 00
Potato Mashers, per doz 45@75
Rolling Pins, per doz. 1.20 and 1.45
Spoons, wooden...30c, 37c .65
Step Ladders, each per ft ..... .17 .40
Tacks, steel, asstd 2-oz. doz .. 25
Tacks, Common, 2 oz., doz.. 2½
Tapers, gas, 30/17-in. stgs. doz 65
Tobacco Cutters, standard, ea 80
Tooth Picks, per case, 110 box 2.25
Twine Holders, hanging, doz. 2.00
Twine Holders, counter, doz.. 3.10
Spittoons, fiber, 13-inch.. 6.00
Spittoons, fiber, 12-inch.. 4.75
Spittoons, fiber, 9-inch... 4.00
Whips ..... .90
Window Screens, 12-in., doz.. 1 60
Window Screens, 18-in, doz . 2 20
Window Screens, 24-in, doz 2 61

STATIONERY.

Blank Books.

Counter, 48-leaf . . .... $ 50
Counter, 92-leaf 75
Cap, Day & Ledger, per 100 pp . . . 10@ 40
Full bound . . . . 50@ 75

Writing Paper.

Ream.

Commercial Note, 5lb. 45@ 75
Commercial Note, 6lb... 50@ 90
Letter 10 lb, ex 90@1 50
Cap, 12 lb, ex . ... 1 08@1 80

COLUMN 38.

Envelopes.

Per M

XX, 5-in. . .. . 1.00@1 50
XX, 6-in. .. .. 1.10@1.60
XXX, 10-in. 2.80
XX, 4-in., Baronial, cream or white . ..... 1.40@1.80
XX, 5-in., Baronial cream or white..... 1.60@2.00

Inks.

Scott & Gilbert Co.,
Manufacturers,
214-216 Mission Street, San Francisco

SUNSET BLUE BLACK



gross

Cones, ¾ dozen case .$4.50
2 oz. round studs 3 dz. 4 50

doz.

4 oz. round studs, 3 dz 75
½ pints, 2 doz case.. 1 25
Pints, 2 doz. in case .2 00
Quarts, 1 doz. in case 3 50

gal.

5 gallon kegs 70
10 gallon kegs . . 60
Barrels . . 50

Assorted colors.
1 oz. stands, any color 50
2 oz. stands, any color 75

BLACKSTONE MFG. CO.
1960 Howard St., S. F., Cal.



Gross

Cones, 3 doz to cs.....$3.75
2-oz., Rnd Cylndr, 3 doz to cs.. 3.90
3-oz., Rnd Cylndr, 3 doz to cs.. 5.75
4-oz., Rnd Cylndr, 3 doz to cs.. 6.50

Doz.

8-oz., Rnd Cylndr, 2 doz to cs.. 1.15
16-oz., Rnd Cylndr, 1 doz to cs. 2.00
Full qts., Rnd Cylndr, 1 doz to cs 3.75

Above prices are for Jet Black, Blue Black, Green, Blue, Violet and Carmine Inks.

(Copying Inks 10 per cent additional.)

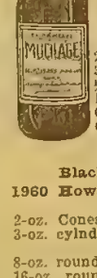
Miscellaneous.

Carter's or Sanford blk cylinder, gross 4.50
Sanford's, 4 oz., black cylinders, doz.. 60
Sanford's ½ pt, doz..... 1.75@2.00
Sanford's pts, doz . ..... 3.00@4.50
Sanford's qts., doz. ..... 5.00@7.50

Lead Pencils.

Gross.

Plain cedar 60
Black polished 1.10
Cedar, rubber tip 1.00
Red polished, metal rubber tip . . . . . 1.50@3.50
Carpenters' . . . . . 1.75@2.25
Eagle Automatic, doz.. 85@2.00
doz. . . . . 40@1.80



Mucilage

Scott & Gilbert Company
Mafvs., 214-216 Mission St
San Francisco, Cal

SUNSET EXTRA QUALITY

doz

2 oz. cones, 3 doz. cs 37½
3 oz cones, 3 doz. cs 75
½ pints, 1 doz case 2 00
Pints, 1 doz. in case 3 50
Quarts, 1 doz. in case 7 00
Gallons, ½ doz. ea 6 00

Blackstone Mfg. Co.
1960 Howard St. S. F., Cal.

Gross.

2-oz. Cones, 3 doz. to cs.....$4.00
3-oz. cylndrs, 3 doz to cs..... 5.75

Doz.

8-oz. round, 2 doz to cs..... 1.75
16-oz, round, 1 doz. to cs..... 3.00
Full qts., 1 doz, to cs..... 5.00

Bulk quotations (5, 10 and 30-gal.) on application.

Steel Pens. per gr Gross.

Railroad, 1 gross in box.....$0.40
Stub No. 413 40
Falcon 40
Bank 40
Easy Writer 50
Extra Fine 45
Elastic 45
Railroad Stub 40
Ladies' Falcon 40
School 40
Spencerian No. 1 85
Gillotts No. 404 50
Gillotts No. 303 . ..... 1.00

COLUMN 39.

Department 22.

TOBACCO, CIGARS, SMOKERS' SUPPLIES, ETC.

AMERICAN TOBACCO CO.

Plug Tobacco.

Battle Ax, 16 oz, 3x12, 5 cuts, 12, 24 lb .40
Big Gun, 8 lb. butts, also 16 lb. butts, 16 oz., 3x12, 6 cuts .....
Brandywine 4 to lb., 2¼x9, 3 cuts, 4 and 8 lb . . .45
Bullion, 16 oz 3x12, 12 lb..... .47
" 6 to lb., 1x6, 20 lb .48
Burr Oak, 16 oz., 3 x 12 emb., 6 and 12 lb. ..... .51
Climax, 16 oz, 2x12, 6 cuts, 6, 12 and 30 lb ..... .44
Climax, 7 oz, 2x12, R & R 6 cuts. 7, 10½ and 21 lb. .46
Climax, 7 oz, 3x12, thin, 7 and 14 lb ..... .49
Climax, 6 to lb, 2x3, Twin 4s 4 lb boxes .49
Climax, 14 to lb, 1x3, Figs 4 lb boxes ..... .51
Cross Bow, 14 oz, 3x12, 4 cuts 14 lb . ..... .55
Drummond Nat., 5½ oz 3x12, 3 cuts, 5, 8, and 12 lb .39
Five Brothers, 4 oz, 3x6, 2 cuts, 4 and 8 lb .61
Gold Rope 7 to lb. 3, 6, 12 lb. .66
Gold Rope 14 to lb. 4, 8 lb .57
Good Luck, 3x6, 10 lb. ..... .59
Granger Twist, 12 and 15 lb pails .46
Horse Shoe, 16 oz, 3x12, 6 cuts, 8, 12 and 24 lb .10
J T., 7 oz, R & R, 2x6, 2 cuts, 10½ and 21 lb .45
J T., 7 oz, Smo. 2x6, 2 cuts, 10½ and 21 lb. .40
J. T., 14 oz, Smo. 3x12, 4 cuts, 10½ and 21 lb. .40
Newsboy, 48 plugs to 10 lbs. 2½x4½, 10, 15 and 25 lb..... R & R .40
Nobby Spun Roll, 7 to lb, 1½x3½ 3, 6 and 12 lb..... .43
Old Honesty, 15 oz, 3x12, 6 cuts, 7½, 15 and 30 lb .58
Old Kentucky, 6 to lb, R. & R., 8, 16½ and 25 lb.. .45
Old Peach and Honey, 6 to lb 8 lb. butts ..... .49
Out of Sight, 12 butts, 12 oz., 3x12, 3 cuts..... .49
Piper Heidsieck, 5½ oz, 2½x8 3 cuts, 4, 7, 14 lb 36
Red Cross, 16 oz, 3x12, 4 cuts 12 and 24 butts .70
Red Ribbon Twist, 10 to lb, 6 inch, 8 lb pecks, 16 lb ½ bus .34
Saw Log, 16 oz, 2x12, 6 cuts 24 lb..... .41
Saw Log, 32 oz, 3x12, 12 cuts, 32 and 48 lb 47
Something Good, 5½ to lb, 2x4 3, 13 lb..... .47
Spear Head 16 oz, 2x12, 6 cuts, 6, 18 and 30 lb. .... .46
Spear Head, 7 oz 2x12, 6 cuts, 7, 10½ and 21 lb .46
Standard Navy, 14 oz, 3x12, 4 cuts, 14 and 28 lb. .49
Star, 16 oz, 3x12, 6 cuts, 12, 24 and 52 lb ..... .39
Weissinger's Special, 5 1-3 oz., 3 x 12 emb, 2, 6, 12 lb. ..... .46
W. N. T. Nat. Leaf, 6 and 12 lbs., bxs., 5½ ozs., 3x12.... .64
.58

Smoking Tobacco.

(5-lb Cartons, 25 and 30-lb cases.)

Seal of N. C., 1⅔ oz, foil.....$0.68
Seal of N. C., 3½ oz, foil..... .62
Seal of N. C., 8 oz, foil..... .59
Seal of N. C., 16 oz, foil..... .59
Old Gold, 1⅔ oz, foil or pouch . ..... .70
Old English curve cut, 1⅔ oz .74
Old English curve cut, 3½ oz .74

(In curved tins.)

Pedro, 2½ oz, foil..... .49
Pedro, 2½ oz, pouch..... .51
Pedro, 2½ oz, assorted. ..... .50
Pedro, 16 oz, tin canisters.... 52
Dixie Queen, 1⅔ oz, foil..... 40
Dixie Queen, 16 oz, tin canisters, 6-lb cartons, 24-lb cas .43
Duke's Mixture, 1⅔-oz sack.. .89
Arlington, 1⅔ oz, foil..... .65
Cross Cut, 1⅔ oz, foil..... .60
Duke's Cameo, 1⅔ oz. ..... .42
Duke's Cameo, 2½ oz, foil .... .45
Melrose, 1⅔ oz, foil..... .65
Fragrant Vanity Fair, 1⅔ oz, foil ..... .95
Red Indian Plug Cut, 1⅔ oz and 3½ oz, foil..... .42
Red Indian Plug Cut, 16-oz pails . ..... .44
Fashion, 1⅔ oz ..... .42
Fashion, 16-oz pails..... .44
Bull Durham, 1 oz..... .65
Bull Durham, 1½ oz..... .65
Bull Durham, 3½ oz..... .60
Bull Durham, 8 oz..... .58
Bull Durham, 16 oz..... .58
Pick Leaf, gran, 1 oz, 25-lb cs .60
Corn Cake, gran, 1-lb bags, 25-lb cases, per lb..... .23
Echo Plug Cut, 1⅔ oz..... . 48
Red Bell, 1⅔ oz..... .42

COLUMN 40.

Red Bell, 16-oz pails..... .43
Oriental Mixture, 3½-oz tin.. 1.00
Imperial Mixture, 2½-oz tin. 1.20
Plum, 1⅔ oz, foil..... .62
Three Kings Mixture, 3½-oz tins 1.35
Monte Cristo Mixture, 3½-oz tins 1.50
Yale Mixture, 1-oz tin..... 1 35
Yale Mixture, 1⅔-oz tin..... 1.60
Yale Mixture, 3½-oz tin..... 1.55
Honey Dip Twist, 10 to lb.... .46
Master Workman, 10-oz plug, smoking . ..... .46
Old Virginia Plug, smoking, 5 oz, 10½ lb., 6x5..... .42

Fine Cut Chewing.

Hiawatha, 1 oz..... .59
Hiawatha, 10-lb bulk, bright or dark . ..... .59
Hiawatha, b'ght or d'k, 1-lb tins, 5-lb. pails ..... .58
Sweet Cuba, b'ght or d'k, 1-lb tins, 5-lb. pails ..... .46

Cigarettes.

Fragrant Vanity Fair $4 08
Duke's Cameo 4.08
Sweet Caporal 4.08
Virginia Brights 4 08
Old Dominion 3.98
Pets (foil packages)..... 6.52
Richmond Straight Cuts..... 6.62
Turkish Trophies 7.75
Egyptian Deities, No. 1, 10s.. 21.50
Egyptian Deities, No. 3, 10s $18.36, 19.38
Mogul 11.32

Cheroots, Etc.

Vaporettes in tin foil, 5 for 10 14.00
Old Virginia Cheroots, 5's....14.00
Jumbo Stogies, 100 in carton 12 50
Between the Acts Little Cigars, 10's, tin and paper.. 8.50
Bengal Little Cigars, 10's ... 7.50
Royal Bengal, 10 in pkg.....12.00
Van Bibber Little Cigars....17.50
Sub Rosa Cigarros, 10s, per 1,000 ..... 4.10
Florodora 12.50

Cigarette Papers.

Vanity Fair, 50 pkgs in box.. 1 05
Wheat Straw, 50 pkgs in box. 1.25
Wheat Straw, 100 pkgs in box 2.50
Wild Oats, 40 pkgs in box.... .90
Red Seal, 50 pkgs in box .... .25
Corn Husk, 50 pkgs in box...1.15
Corn Husk, 100 pkgs in box . 2.30
Interlock, 50 ..... 1.15
" 100. ..... 2.25

THE HILSON CO.

Hoffmann House Little Cigars 10 in package, 25c in carton $7.50
Hoffmann House Magnums, 10 package, 100 in carton 12.00
Hoffmann House Petit Duc 10 in package, 100 in cart'n 15 00
Hoffmann House Cavaliers 10 in package, 100 in cart'n.18.50

J. B. PACE TOBACCO CO.

Scroll Tag, twist, 6 to lb.... .66
Scroll Tag, 10 oz..... .66
Mastiff Plug Cut, 1⅔ oz.. ... .67½
Mastiff Plug Cut, 3½ oz..... .65½
Mastiff Plug Cut, 10 oz..... .52

AMERICAN SNUFF CO.

French Rappee, 1⅔ oz, pr dz. .96
French Rappee, 3½ oz, pr dz. 1 80
French Rappee, 16-oz jars, per lb . ..... .65
Maccaboy, 1⅔ oz, per doz.... .96
Maccaboy, 3½ oz per doz. 1 80
Maccaboy 16-oz jars, per lb. .60
Irish High Toast, 16-oz. jars, per lb ..... .57
Scotch Lillenthal's, in bladders . ..... .60

CIGARS.

Porto Rico Cigar Co.

El Primero, Forziano Porto Rico 30.00
El Manifesto, Invincible Roosevelt Porto Rico 87.50

PIPES.

Per Doz.

Cobs, Hot Shot, 3 doz.....$0.25
Cobs, Gem, 3 doz..... .25
Cobs, No. 3, 3 doz..... .50
Brier, W. P. & Co., Assorted, 3 doz 2.00
Brier, Display Stands, 1 doz... 2.00
Brier, Showcase Assortment, 3 doz 6.00
Pipe Mounts, 1 doz..... .75
Cherry Stems, 2½x6 in..... 2.00
Cherry Stems, 2d 2½x6 in..... .85
Clay Pipes, T. D., 1½ gross per box 1 25

Per Box.

Clay Pipes, Woodstock, 1½ gr., per box , ... 1.25
Uncle Sam Cob Pipe, 3 doz box 1.00
Eclipse Patent Cob Pipe, 3 doz. box 2.25
Climax Cob Pipe, 3 doz. box... 2.25
Jewel Cob Pipe, 3 doz. box.... .90
Dewey Cob Pipe, 3 doz. box... 2.50
No. 19 Cob Pipes, 1 doz box.... 2.00

LASH'S
KIDNEY & LIVER
BITTERS
CURES DYSPEPSIA.

HAVE YOU NOTICED
all these Signs around Town?

WUNDER BEER

It shows that most of the Grocers keep what people ask for—WUNDER BEER If YOU don't, wake up phone to our bottling works and they will send their man to see you.
Phone South 1088

Ahrens, Pein & Bullwinkel
WHOLESALE
Liquor Merchants
620 Post St., bet. Taylor & Jones
Sole Proprietors



Royal Stag Bourbon and Rye.
Old Pal Kentucky Bourbon.
Celebrated Chief Tonic.
Hiawatha Bitters.
Chief Bitters.
Diamond Star Rye and Bourbon.
Tiliawood Bourbon.
Importers
Slater V. O. Scotch Whiskey, Scotland.
Thorpe & Co.
Mermaid Old Tom Gin, London.
P. Van der Kamp
Fine Old Wood Cock Gin, Holland.
Maurailla Freres Cognac, France.

MONEY-WEIGHT SCALES
Pay for themselves in Less than a Year.
Sold on Easy Monthly Payments
PIERCE & CO.
Flood Bldg. (8th Floor) Market & Powell



J. F. Cutter Whiskey
IS THE BEST SELLER FOR THE RETAILER ON THE MARKET
E. Martin & Co.
Sole Agents
34 FIRST STREET
San Francisco

Attracting Trade

Window Display Rules.

Some of the rules governing window displays were recently advanced by a well-known authority:

1. It pays because it samples the goods in an attractive manner. Were the same goods placed in the same windows without any regard being paid to their attractiveness, just tumbled in haphazard fashion, no attention whatever would be paid to them by passers-by, consequently they would be worthless in an advertising sense.

2. For advertising purposes always exhibit the genuine article; never put forth any "doctored" wares. And never display goods that you have not got in stock. If they are called and you can't fill the order, don't make matters worse by prevaricating, but immediately order them or take the sample from the window.

3. Change your window display often so as to sample as many different articles in a given time as possible.

4. Elaboration is unnecessary; still, if the merchant has the time and inclination, it will do no harm, and under certain conditions it will pay for itself in the satisfaction it affords as an aesthetic display

5. Make it a point to have the labels show up conspicuously.

6. Do not place ordinary pastboard signs in a displayed window, nor have goods or miscellaneous rubbish stored or placed in front of same.

7. Never display one window and leave the others with scant attention.

Carelessness Don't Pay.

"The Business Management Man," in "Printer's Ink," has a friend who drinks beer with his dinner every night. He buys it at the corner grocery, on alternate nights, and always the same quantity—three bottles. The proprietor and the same clerks have waited on him long enough to know what he wants almost without being told, yet he tells me that with one exception his order has had to be repeated at least once, and on that exception he reached home to find that he had two bottles of light beer and one of dark, though he asked distinctly for three bottles of light beer.

He invariably has to wait until the clerks have finished their personal conversation or until some part of their routine work is done, and as a result of the general indifference and inattentiveness all around he has transferred his entire grocery trade, which amounts to a good deal, to a store whose stock offers nowhere near as many trading advantages, but whose service is prompt and efficient.

Maybe the careless groceryman, with his still more careless clerks, who of course take their cue from him, is making money. If he is, he is making it in spite of poor service and he could easily make a great deal more by halfway attending to business

This is by no means an exceptional case; you find more or less of it in all kinds of business. In big stores it is practically impossible to make every clerk render the proper service; but in a store where only half a dozen clerks are continually under the eye of the owner it would seem a very simple matter to make certain that every customer gets the prompt and careful attention to which he is entitled. Even the owner of the only store of its kind in a small town cannot afford to become careless in the matter, because the big mail order houses are reaching out into his field every day with all sorts of attractive propositions, and he no longer owns his customers.

Study a Customer's Peculiarities.

The man behind the counter who has learned to quickly size up a customer and estimate his peculiarities has taken a long stride on the road toward successful salesmanship.

Practically every man has his own individual peculiarities, which should be met in different ways. One man may like to be served in the most expeditious manner possible, with as little talking as may be necessary on either side, while another might resent it unless he were served in a more leisurely way, with a liberal allowance of conversation on the side.

One customer may regard it as presumption upon the part of the clerk or dealer if they manifest the slightest interest in his personal affairs, while another might welcome such a show of interest, and encourage it most heartily.

The man who has the happy faculty of recognizing the little peculiarities of different customers, and respecting them, can do much toward winning and holding trade, while the man who lacks this faculty is bound to unintentionally offend many people.—Tobacco.

Value of Uniform Courtesy.

Uniform courtesy and politeness will do more to make a store popular with the best class of customers than a daily cut price sale.

There are stores that rarely cut the price of their goods and yet manage to hold together a steady clientele of customers, who continue to patronize them year in and year out

The secret of this will usually be found in the fact that customers are invariably treated with so much courtesy and politeness that they find it a positive pleasure to patronize that particular store, and it would take a much stronger inducement than a cut in prices to lure them away.

KNOWS THE BEST.

Goldfield, Nev., July 29th, 1905.
Retail Grocers' Advocate, San Francisco.

Gentlemen: Kindly put us on your subscription list immediately.

Yours very truly,
EXPLORATION MERC. CO.,
By W. C. Stone.

A QUALITY PROBLEM.

Retail grocers from time to time face the problem as to whether they can afford to sell high-priced goods relying upon the quality to hold trade for them.

Results usually prove that it is quality, and quality only, that carries weight with the most desirable class of trade.

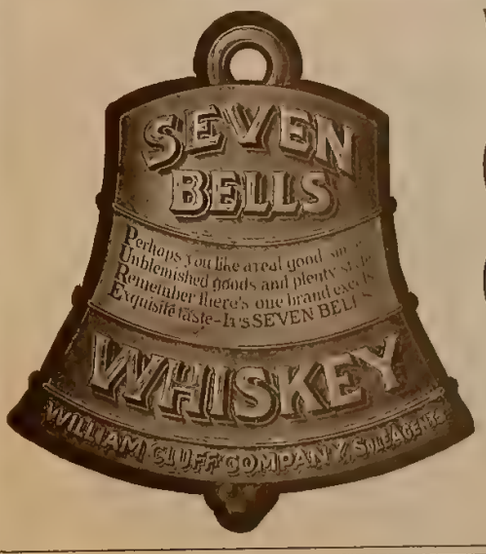
While there is a large body of people who are influenced particularly by cheapness, these customers are usually shoppers whose trade is carried from place to place as cut-rate offerings are made. The consequence is that the trade is not of particular value, since it cannot be relied upon and the margin of profit on what is sold to this class of customers is always light.

It pays better to cater to those people who want the best and are willing to pay for it. For this reason the grocery trade finds it profitable to handle the Diamond "C" hams and bacon of the Cudahy Packing Co. From the letters that have been printed from time to time on page 4 of the **Advocate,** it can readily be seen that the best grocers of the State consider the Diamond "C" products as trade winners.

The quality is always satisfactory. At the same time the margin of prices over inferior goods is not so great as to make a marked difference in the retail seling price, although the grocer is able to secure a better margin of profit on Diamond "C" goods than on the cheaper lines.

A STRONG ACQUISITION.

The trade throughout the Northwest and in Montana and Idaho will learn with interest that the Porto Rico Coffee Company has engaged the services of F. D Stephenson. Mr. Stephenson is a veteran traveling man and is thoroughly posted on coffee. He is known and liked by the grocers throughout the Northwest, and will unquestionably increase the business of the Porto Rico Coffee Co. materially in that territory.



WILLIAM CLUFF COMPANY
WHOLESALE GROCERS
SOLE AGENTS
SAN FRANCISCO CAL.

PACIFIC STORE AND OFFICE FIXTURE CO. INC.
TEL. BLUE 2571
F. A. OEHM, Pres.

Store Fixtures

DESIGNERS AND MANUFACTURERS OF
STORE, OFFICE AND BAR FIXTURES
3253-3259 SIXTEENTH ST.
San Francisco

Groeery Markets.

Commercial Outlook of the Western World as shown by Present Conditions.

Office of the ADVOCATE.
Thursday Afternoon.

ADVANCES.

California Mops, 6 lb., to $1.10, 9 lb., to $1.60, 12 lb., to $2.10.
Empire Crabs, to $2.00.
T. & B. Hams, to 15½ cents; Bacon, to 19½ cents.
Island Molasses, ½ bbl., to 17 cents
Large White Beans, to $3.20.
Cotton Twine Bales, per lb., to 20 cents; Cones, to 23 cents.
Arbuckle's Coffee, 100s, to $15.37; 60s, to $15.47; Bengal, to $14.37.
S. S. Walnuts, per lb., to 14½ cents.
Currants advanced ⅜ cents per lb.
Sugar, all grades, refined, 10 cents.
University Peas, 2 lb., to $1.25; gal., to $4.50; Haywards, 2 lb., to 95 cents; gal. to $4.25; Ideal, to 90 cents.
Palo Alto Prunes, ¼ cent per lb.
New York State Factory Ccheese, to 15 cents; Twins, to 15½ cents; Swiss, to 26 cents.
Norwegian Mackerel, No. 1, 200-lb. barrels to $36; No. 1, 100-lb. ½ barrels, to $19; No. 2, 200-lb. barrels, to $31; No. 2, 100-lb. ½ barrels, to $16.50.
Pure Leaf Lard, ¼ cent per lb.
Ham and Bacon, as per this week's price list.
Yellow and White Corn, 10-lb. sack, per 100, to $2.75.

DECLINES.

Golden Star Salmon, 1s, to $1.50.
Crawford Peaches, sks., to 8½ cents.
Cocoa Shells, to 3 cents.
Hops, pressed, to 25¼ cents.
Turpentine, case, to 81 cents; drums and iron barrels, to 75 cents.
Linseed Oil, raw, barrels, to 60 cents; cases, to 65 cents; boiled, barrels, to 62 cents; cases, to 67 cents.

SCARCE IN MARKET.

No. 920 Eureka Toilet Soap.

AGAIN IN STOCK.

P. & W. Roast Chicken, at $2.90.

COAST CROP CONDITIONS.

United States Department of Agriculture reports for California:

"Hay crop is the best for several years. Beans and hops doing well. Yield of deciduous fruits is below the average. Walnut blight has quite seriously affected many orchards."

SUGAR.

An advance of 10 cents per 100 was announced by the Western Sugar Refining Co. on Tuesday, August 1st. The market is strong, although there is not much buying.

New York, July 27th—Willett & Gray report:

Raws—Have shown a firmer tone than for some time past as a result of an advance of 1-16 cent per lb. on a limited number of transactions. Offerings have grown less daily until it is difficult to say that any parcels of sugar are actually offered at specific prices.

Refined—The refined market is unsettled. This is the result of the cutting of prices, allowing of special rebates by refiners and also the freight rate war of the railroads. Although the raw market maintains a firm and steady tone with light offerings, and shows an advance, and the weather has been ideal for consumption, these favorable points are lost sight of in the competition for business.

New York, July 25th—M. G. Wanzor & Co. report.

"Raw sugar market is strong. We do not look for any rapid advance. But the better tone that now prevails makes the present price a good basis to start from. Refined seems still a trifle too high, and to-day's market gives room for a little too much manipulation in the shape of special privileges. Both the refined and raw markets look better to us to-day than they have for some time."

New Orleans, July 22d—G. Schwartz reports:

"There has been no improvement in conditions and disappointed holders are taking their medicine and have become free sellers."

MAPLE SUGAR.

Bellefontaine, O., July 18th—F. N. Johnson & Co. report:

"Canada maple syrup is a trifle lower. This article is largely used in making a flavored maple syrup. As the enforcement of the pure food laws has curtailed the consumption of mixed goods, there has resulted a less demand, and, therefore, lower prices."

TEA.

New York, July 25th—John B. Brown & Co report:

Ping Sueys—The earliest samples did not reach here until the 17th inst., 17 days later than last year. The prices secured showed a reduction of about 7 tels per picul compared with last year's opening rates.

Formosas—Prices hold firm. We do not expect lower prices during this current season than now quoted on Formosas.

COFFEE.

M. J. Brandenstein & Co. say:

"The coffee market displays a very strong tendency."

The Lewin-Meyer Co. report:

"The coffee market is very firm with many strong transactions reported. The rumor that the Government is likely to put a 2½-cent duty on coffee has had a marked influence on the situation and is causing the roasters to buy more freely than hitherto.

"We advise manufacturers to keep their stock well up, as, if the duty is put on, prices will go materially higher, and if not, prices are so low that they cannot lose.

"There are only small stocks in the hands of importers—between 50,000 and 60,000 bags—whereas the monthly consumption in this market is about 20,000 bags. It will be seen, therefore, that we have about three months' supply on hand, and as the new crop does not begin to come in until January or February, there is not sufficient to last until that time.

"Prices are certain to continue firm, with upward tendency."

New York, July 27th—Willet & Gray report:

"Supplies have declined heavily in the past crop year. The interior trade has considerably less coffee than a year ago. Yet some people have been cherishing the weak hope that the advent of the new crop and larger receipts would result in much reduced prices and allow of the replenishing of stocks just as desired. It is now reported that the current crop has been overestimated. Under circumstances like this, it is foolish to expect Brazil to give way in prices when knowing too well the necessities of consuming markets. The moment any general buying occurs the coffee trade will be forced to recognize the true merits of the position, and they certainly warrant a higher level of values."

New York, July 25th—Volney Green & Co. report:

"The tone of the market is very firm, and there has been an advance in prices in both actual quotations and options. Rio 7's are quoted at 8¼ cents, but it is impossible to buy good roasters at this figure. Holders of desirable coffee are requiring a premium over quotations for graded. The conditions favor a continued firm market. There is a renewal of talk regarding the duty to be placed on coffee at the special session of Congress. This will have some bearing on the course of the market for the next few months."

RICE.

New York, July 25th—Dan Talmage Sons Co. report:

"Quiet condtions still prevail. It is well that this is so since a large general demand would clearly show how small is the supply at all points of distribution."

Goldsboro, N. C., July 24th—Carolina Rice Mills report:

"There is a much more active demand than usual for this season of the year, owing to the strong tone of the market and the fact that the trade realizes that higher prices will rule."

Portland, Ore., July 19th—The Portland Rice Milling Co. say:

"Locally jobbers are pursuing a hand-to-mouth policy. Their stocks are low in most cases, but they seem to prefer cleaning up to taking on a fresher supply."

SPICES.

Baltimore, July 20th—McCormick & Co. report.

"From the present outlook, prices are likely to advance rather than remain steady."

CANNED FRUITS.

The intense heat of a few weeks back resulted in the rapid ripening of fruits of all classes. As a consequence, the canning season will be somewhat shortened and the canners will not be able to put up as much of the different grades as they would had the season been normal. Already the Association has withdrawn prices on 3 lb. Standard Royal Ann Cherries; 2½ Water, White Cherries; 2½ Water, Black Cherries; all grades of White Health Peaches; gal. pie peeled peaches. Advances have been noted on Water Lemon Clings to $1.15; Second Lemon Clings to $125, and Standard Lemon Clings to $1.40. Prices are firmly held with the prospect of advances in other lines.

Baltimore, July 22d—H. H. Taylor & Sons report:

"We predict that the pack of peaches will be the lightest for many years, and will run mostly to seconds or pies, as the higher rate of fruit will be too expensive to compete with California peaches at the present low prices for the latter. It would not be surprising if the conditions would warrant considerably higher quotations on peaches in a very short time."

San Jose, July 31st—The canneries of Santa Clara, Berryessa, Los Gatos and Campbell are working to their fullest capacity. They are finishing up on apricots and running into peaches. A few Bartlett pears are also being canned.

Suisun—The canners here have been offering $60 to $75 per ton for choice pears for export shipment. The output this year will show a marked decrease compared with last year's shipments.

Pomona—It is estimated that the local canneries have packed 1,600,000 cases of apricots. One hundred and fifty cars of peaches have been contracted for from the growers. This will be the largest season this cannery has ever known.

CANNED PINEAPPLES.

New York, July 24th—Paul Taylor Brown Co. reports:

"Advices this week note another advance in the Singapore market, which makes a difference of 37½ cents per dozen all along the line. Singapore informs us that the pack is practically over for the summer and has been much lighter than expected. Owing to dry weather and the high price of green fruit, the pack in Porto Rico has not been as large as expected."

CANNED TOMATOES.

The local demand for tomatoes is strong, owing to the prospects of a light crop both in the East and here.

At the Tri-State convention of the Tomato Packers of Delaware, Maryland and New Jersey, the fact was developed that the acreage planted to tomatoes this year was only about 34,000 acres, as against 54,000 of last year.

Perryman, Md., July 22d—Jay F. Towner reports:

"Spot tomatoes in this section are well cleaned up. The acreage is about half of last season's. Buyers are slow to appreciate the situation. They are apparently waiting for a 75-cent market."

CANNED PEAS.

In Wisconsin it seems to be agreed that the output will not be over 40 per cent of last year's. The recent hot spell had a bad effect on peas.

DRIED FRUIT.

The following circular of a Chicago broker sheds considerable light on the situation:

Chicago, July 22d—Herbert W. Smith reports:

"The local market is steadily improving, owing to authentic reports of crop damage not only from the Pacific Coast, but from New York, Michigan, and other Eastern sections. As a consequence there are few low price offerings on those varieties on which there is a carry-over.

Prunes—40-50's and other small sizes are actively inquired for at very satisfactory figures.

Raisins—Stocks in the Central East are being cut down all the time, and values firmly held wherever goods show proper keeping qualities. It is probable that during August and September the spot demand will be strongly felt on the Coast.

Figs—California fruit held in the East are, we think, practically gone into consumptive channels. The trade are placing rather liberal orders for the new crop.

Apricots—The quality of the new fruit now arriving is steadily improving. We hear of no accumulations or concessions in prices thus far.

Peaches—The new fruit is coming onto a market very nearly bare. The Eastern crop is fairly large and of excellent quality. As the Eastern peaches are not dried to any extent, dealers are taking hold of the new crop California futures fairly well at a price slightly higher than first opening quotations.

Evaporated Apples—Are firmly held at a substantial advance. Prospects have grown less favorable from day to day through nearly all the Eastern districts. It is not likely that the new crop will sell any lower than is asked for the small carry-over stock now held in cold storage.

PRUNES.

San Jose—W. S. Clayton says: "The rate of production and the crop on the trees are diminishing. We shall never have such a crop again as that of 1900." Mr. Clayton thinks there will not be more than a one-third crop this year, as the hot spell caused considerable loss. He reports that about 600 tons of prunes have been sold on a 2¾-cent basis.

Los Gatos—A few offerings at a 2¾-cent basis have been received for French prunes during the last few weeks, but have been turned down by the packers. The packers expect a 3-cent basis.

The Dalles, Ore.—The hot spell has badly damages prunes and apples.

RAISINS.

Hanford—Vineyardists complain that in some cases the crop seems to be entirely destroyed by mildew. In others, the condition is so serious that it will not pay to pick the crop.

Yuba City—Acording to all reports, the Thompson Seedless grapes in this county have been damaged from 25 to 50 per cent by the hot spell.

Fresno—The California Raisin Growers' Association have selected M. F. Tarpey, W. B. Nichol, A. D. Jordan, C. M. Blowers and A. W. Goodfellow as their five directors for the combination with the raisin packers. The packers





Keep in Line
With The Administration's Policy--
"Increase and Multiply"
Your Sales and Profits
by dealing in
"MONARCH" Hams
and
"Arrow" Lard Compound.

WESTERN MEAT COMPANY
SAN FRANCISCO, U. S. A.

TOMATOES--Pack 1904 MAPLE SHADE FARM BRAND
Solid Pack and Solid Pack with Peppers are trade winners.
Quality finest. Prices right.

SUYDAM BROS. & ROGERS
WHOL SALE GROCERS
14-16 Spear Street, San Francisco.
Tel. Main 5896.

are to appoint five directors, and the ten will decide upon the eleventh man.

Malaga, Spain, July 3d—United States Consul D. R. Birch writes:

"The Malaga raisin crop of 1905 promises to be considerably in excess of last year's yield. Consular figures show that last year's sales in the United States exceeded those of 1903 by one-third."

DRIED APRICOTS.

San Bernardino, July 28th—Buyers are offering as high as 6 cents for apricots. Owners are holding off for 6½ cents. They feel certain figures will reach that point.

Santa Ana—T. J. Alexander says the crop of apricots throughout this valley has been about 50 per cent of the normal, but that it was unusually good quality.

Orange—Prices for dried apricots range from 5 to 5½ cents.

DRIED FIGS.

New York, July 22d—The following opening prices for California figs were announced yesterday: Choice, 50 cents; Extra Choice, 55 cents; Fancy, 60 cents, in one-pound packages. No large transactions were reported at these figures. The situation in Smyrna has not developed yet. This will have a strong influence on the sales of California fruit."

DRIED APPLES.

Appleton, N. Y., July 22d—J. G. Swigert reports:

"Evaporated apples are open to advance. The apple crop in Western New York is nearly a total failure, and is light throughout the United States. The holdover of the 1904 crop is only about 25 per cent of that of previous years. This fruit is in the hands of very few firm holders."

Sodus, N. Y., July 22d—A. P. Williams reports:

"The apple crop looks more unfavorable every day. I doubt if there will be 20 per cent of last year's crop in this State. Considerable inquiries from the Middle West indicate a shortage there. Few future evaporated apples are being sold, as it is doubtful whether they can be bought from the producers at a price that will permit of delivery without loss at prevailing prices."

Dayton, Ore., July 17th—D. A. Snider reports.

"Apples are not over 40 per cent of a crop."

DATES AND CURRANTS.

New York, July 22d—The Hills Bros. Co. report:

Persian Dates—Stocks are unusually light. They will in all probability be very scarce before the arrival of the first direct steamer.

Currants—On account of the strong cables received from Greece, local markets show a further advance of ⅛ cent on all grades. Fine Amalias now offered at 4 7-8 cents; Wedding Cake at 5 cents. Reports from Greece indicate a good size crop of excellent quality. As soon as the new law is in full operation and the market adjusts itself to the new business, higher prices will prevail.

WALNUTS.

Grenoble, France, July 5th—United States Consul C. P. T. Mason writes:

"Owing to the unusually cold spring and long continued rains, walnuts have ripened slowly. The trees look well and promise a normal yield. We believe the nuttage for 1905 will be well up to the average as to quality, and we see no reason why it should not be so in quantity. Should the weather continue normal, the prospects are favorable for a normal crop."

ALMONDS.

Suisun—The almond crop in this valley is estimated at about half a crop. The growers are talking of forming an association for disposing of their crop.

Malaga, Spain, July 3d—United States Consul D. R. Birch writes:

"The Jordan almond crop is now secured and a large yield is expected. The indications are that the output will probably exceed that of last year. The Valencia crop will be as plentiful as usual. There is only a small holdover stock."

PECANS.

St. Louis, July 27—The P. E. Funston Dried Fruit and Nut Co. says:

Reports from Texas indicate a small yield of pecans. A strong active market can therefore be looked for, as the carry-over of 1904 crop was unusually light."

PEANUTS.

Petersburg, Va., July 22d—E. A. Hartley & Bro. report:

"There are no Spanish peanuts left except in the hands of two or three cleaners. We expect a firm market with further advances since there will be no new goods until about November 1st."

LIMA BEANS.

J. K. Armsby Co. report:

"The market is very firm. Limas are selling at from $5.65 to $5.80 in San Francisco, and $5.50 at Southern points. In the East they are selling at 6⅛ cents. The entire spot supply will be wiped out by the time the new crop arrives, and next year will probably see a duplication of this year's experience."

Santa Barbara—The damp weather that has prevailed lately has been very beneficial to the crop.

Santa Maria—Beans are doing nicely. If no exceptionally hot weather is had to hurt the bloom, a big crop should be harvested.

Los Angeles, July 19th—Holmes, Stockard Co. report:

"There will be no spot stocks of Lima beans either in the East or West at the opening of the new season. Should the 1905 crop even reach 800,000 sacks, which is the utmost claimed, there will be only 725,000 available since 75,000 will have to be deducted for seed, damage, etc. Contracts and other sales should take 450,000 by December 31st, since that much was taken in 1903 during the same period, although the conditions existing in July of that year did not promise the big demand that is clearly indicated now. This will leave a supply on hand, January 1st, 1906, of 275,000 sacks, which is approximately the same amount of stock that was available January 1st, 1905. We all know what happened about the beginning of this year. The puzzling question is: 'Will history repeat itself?' The growing crop is doing well and indicates a yield, barring contingencies, of 700,000 to 800,000 bags."

WHITE BEANS.

Chelsea, Mich., July 22d—J. P. Wood reports:

"Spot beans firmly held by the farmers, who expect $1.50 in the rough. The growing crop looks fine. The acreage is about the same as last year. Advices from other parts of the State indicate a shortage of 15 to 20 per cent less than last year."

CANNED SALMON.

The big run of sockeyes continues. Prices will not be made till a definite idea of the pack can be secured, since this year's pack will have to furnish a large part of the supplies for 1906, 1907 and 1908.

A ridiculous story was printed in the "Examiner" that canners were packing putrid salmon. The folly of packing spoiled fish when the canneries had more supplies of good fish than they could handle is very apparent. At the same time, canners do not put money into unsalable goods.

Seattle, July 27th—Already cannerymen are commencing to figure on the prices that will prevail at the opening of the market on the new pack. Nearly all packers think the pack will fall short of the estimates that were made in the early part of the season. Estimates were made ranging from 900,000 to 1,200,000 cases for the Sound. The more conservative packers now place estimates at from 500,000 to 700,000 cases. Figuring on this basis, they expect the market on the new pack will reach the highest mark that has been known for years before Christmas.

Seattle, Wash., July 29th—The "Trade Register" says:

"In past years the great bulk of sales was booked in the first week after announcement of prices. This season sales have been small. The Eastern buyer is making the mistake, because the market is in entirely different condition.

"The cheaper grades have been well cleaned up, and their pack will be small this year.

"The choice grades, even with a heavy pack, will not warrant lower prices and should command higher."

"The largest packers of sockeye will be in a better position to hold stock over for the next lean year, even at higher prices, and, with a better European market and growing demand in other countries, the home jobbers cannot look for such weakness as was shown when there were heavy carry-overs and one of the big interests started a bitter fight that resulted disastrously all around.

"A capacity pack of sockeyes cannot be figured on this season, as the run is late, and should the pack fall below the most conservative estimate of 500,000 cases, there would be several more packers go to the wall at the end of the season."

Seattle, July 26th—The salmon now running are said to be in unusually ripe condition for the early part of the season. This is taken as an indication that the run will be short. The fish as a rule remain in the Straits until they are nearly ready to spawn and then make for the Fraser River. If they remain in the Straits longer, they make for the spawning grounds with greater rapidity. As a result the run is shortened.

Bellingham, Wash., July 30th—So great is the run of sockeye salmon this season that the traps are literally overrun with them. The fish are packed in so tight that many are smothered before the traps are lifted. Thus the fish are dead before they leave the water and are sometimes dead twenty-four hours on account of the traps not being lifted every day, as is required by law, and the fish are allowed to remain in the traps until the scows are unloaded at the canneries.

Bellingham, July 26th—Fish Commissioner Kershaw has appointed twenty-five deputies to guard the traps on Sunday next. He insists that he will see that no fish are wasted this year. There have been twenty arrests for violating the closing law last Sunday.

Blaine, Ore., July 25th—All the plants to-day have as many fish as they can handle, some more than they can put up.

Anacortes, Wash., July 25th—It is estimated that there are fully 250,000 sockeyes in the cannery traps to-night. All the canneries are running at fullest capacity and all who can secure help are putting on night shifts. Porter Fish Co. have 500,000 fish in their traps waiting until they can be handled before the lift is made.

Anacortes, Wash., July 27th—If the present run of sockeye salmon keeps up it is expected the pack for the season will foot up 500,000 cases. The total daily pack is about 13,000 cases, notwithstanding the canneries are handicaped by the lack of sufficient help to handle the catch.

Victoria, B. C., July 26th—The run of salmon appears to have begun in earnest.

Vancouver, B. C., July 25th—The run of salmon at Bella Coola and also on the Skeena River has been so great that the canneries have had to shut down temporarily for lack of tins. The run has broken all records in the North.

Astoria, Ore., July 27th—The prospective pack of the canneries on the Columbia River has already been placed at satisfactory prices. Prices will not be influenced materially by the reported big run of sockeyes on the Sound and in British Columbia waters unless there should be a phenomenally big run here.

SARDINES.

Boston, Mass.—The "New England Grocer" reports.

"The present outlook in the sardine business is a dark one for all those packers who have not already sold future orders sufficient to take the season's pack, the recent slump in the sardine market making it impossible to pack sardines other than at a loss. The high price paid for oils, mustard and other ingredients used in packing this class of goods brings the price of a case of sardines to an actual cost of $2.23. With the market quoting $2.20, there is not much to encourage the packer to invest money. Many of the packers have future orders sold which will take them some little time to fill and all are hoping that the market will advance before the fall pack begins. If there is no change in the price it is stated by packers of experience that the factories will close early."

New York, July 25th—Jed Frye & Co. report:

"There has been a continued improvement in the sardine market owing to the great scarcity of fish and the approach of the active buying season throughout the Cotton Belt. The last sales of ¼ oils for guaranteed immediate shipment were at $2.30 to $2.40, and ¾ Mustards, $2.10 to $2.25, f. o. b. Eastport.

MACKEREL.

Wieland Bros. say:

"Norway mackerel, bloaters, No. 1 and No. 2, are very scarce, and $1 per barrel higher than last quotations."

Philadelphia, Pa. — The "Grocery World" says:

"On account of extreme scarcity the finer grades of shore mackerel have advanced at least $1 per barrel and Irish mackerel about 50 cents per barrel. The cause of the increasingly high prices in salt mackerel is the unusual demand for fresh mackerel, which takes the bulk of the receipts at a price substantially more than even the advanced market for the fish salted. Irish mackerel have advanced during the week about 50 cents per barrel. The cause of this is not so much an actual shortage in Irish fish as it is the extra demand that comes to the latter because of the shortage in shore mackerel. Even at the advance offerings of Irish mackerel are not free. The extent to which the receipts of mackerel are going into consumption fresh may be seen from the fact that one of the largest Gloucester, Mass., concerns has a present stock of 250 bar-

Continued on page 24.

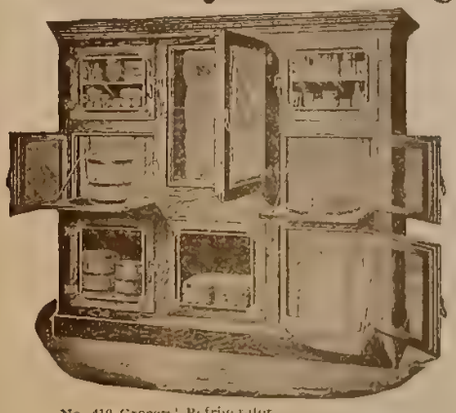
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WHITTEMORE'S POLISHES.



The World's Standard.	
"Gilt Edge" dressing, blk.	$24 00
"Boston" Waterproof Polish (for men's and boys black shoes)	24 00
"Boston, Jr." 10c. size	10 00
"Dandy" Russet Combination	24 00
"Star" Russet Combination	9 00
"Dandy" Russet Paste	9 00
"Red Box" Russet Paste	5 00
"Champion" Black Friction Polish	24 00
"Champion, Jr." Black Friction Polish	10 00
"Elite" Combination (for box calf, black vici kid, etc.)	24 00
"Baby Elite" Combination (for box calf, black vici kid, etc.)	10 00
"Elite Paste" for box calf (two sizes)	$9 00 5 00
"Superb" Patent Leather Paste	9 0
"Blue Fox" Patent Leather Paste	5 00
"French Gloss" (in cartons, for ladies' black shoes)	9 00
"Royal Gloss," 4 oz. (for ladies' black shoes)	8 00
"Bossola" Waterproof Paste Polish, large	9 00
"Bossola" Waterproof Paste Polish, small	4 50
"Quick White" perfectly cleans dirty white shoes (two sizes)	$24 00 10 00

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THE McCRAY REFRIGERATOR RANKS

first in every way. It is sold entirely on its merits and is known everywhere for superiority.

McCRAY REFRIGERATORS are perfect refrigerators and will in a short time repay their cost through saving of butter and other provisions, and ice.

We can here give you but a faint idea of the McCray refrigerator. Let us send you our catalog showing our extensive line from which you can make a selection.

SOLD ON EASY PAYMENTS.

McCRAY REFRIGERATORS ARE GUARANTEED.

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GENERAL AGENTS
122 Market Street, San Francisco, Cal.

Cigars and Tobacco

The Esberg-Gunst Cigar Co. has closed a deal whereby it acquires the four Portland (Or.) stores of B. B. Rich.

Lex Ehrman of Ehrman Bros. & Co. is expected home next Monday from the Yellowstone Park, whence he went a couple of weeks ago with his wife.

Ehrman Bros. & Co. find the demand for their leaders, the Optimo, of their clear Havana line, and the Henry Miller, of their nickel line, rapidly and gratifyingly on the increase.

W. B. McIntosh, Pacific Coast representative of R. A. Patterson & Co., is making a tour of Oregon and Washington in the interest of his firm. B. C. Korn, who recently came down from the north, is doing some excellent work locally in behalf of the Patterson goods

J. H. Newbauer & Co. have secured the agency for the Sherlock Holmes five-cent cigar, manufactured by D. Neuman & Co. of New York. The Sherlock Holmes is a fine piece of goods, put up in the bulldog shape, and is sold at the rate of $32.50 per thousand in less than thousand quantities; 1000 at $33.50, and 2500 at $32.50 per thousand. Messrs. Newbauer & Co have just received the first shipment of these cigars, and are busy placing them with the trade.

The Tampa correspondent of Tobacco, under date of July 15th, says:

"A. Santaella & Co. made 102,000 Optimo cigars Wednesday. Their pay roll for the week will amount to about $12,300. The work on the 100-foot addition to their factory is well under way. Senor Santaella left for Havana Sunday."

Philadelphia—Local cigar dealers are much elated over the ruling of Judge Porter, of the Pennsylvania State Superior Court, in an opinion handed down this week reversing the Delaware County Court, and thus practically setting aside the obnoxious and antiquated Blue Law of 1794, regarding the strict observance of Sunday, which forbade the sale of goods on that day.

Something over a year ago N. Venezia & Co. began the manufacture of high-grade clear Havana cigars in this market, paying particular attention to the quality of their goods and the requirements of the trade. The result of the venture has been beyond the most sanguine expectations of the firm. In less than one year the demand outgrew the facilities for manufacturing here, and at the suggestion of the trade the firm was induced to remove its factory to Tampa, where better facilities for manufacturing obtain. The fact that competent cigar makers are few here and hard to obtain was the controlling factor in the situation. Mr. Venezia remains here in charge of the local office of the company, which is now located at 402 Front street, and his associates, I. Cacciatore & Brother, have charge of the Tampa factory. The leading cigar of the firm is the La Venezia.

Clarksville, Tenn., July 16—Suit has been brought by a committee of the Executive Committee of the Dark Tobacco Growers' Association against the American Tobacco Co., and buyers who are alleged to have boycotted the association, for $250,000 damages. The suit is brought on behalf of 7000 planters who are members of the association, and is based on alleged action of the defendants in trying to break up and destroy the association, in restraining competition, and for the alleged boycotting of the association's tobacco in the Clarksville market and in foreign markets

The retail tobacconist is responsible for the growth of the idea that color is an indication of the strength of the cigar. Go into a cigar shop, and unless you are a regular customer whose choice is known, you will, nine times out of ten, be asked, "Light or dark?" Naturally, by this question the buyer is continually led to believe that there is a world of difference between the "light" and the "dark," and he, of course, thinks the difference is in strength. If the retailers would end the foolish habit, and instead of thus being continually false educators of the public, have neatly printed signs about the shop, reading, "The color of a cigar is no indication of its strength," they might be able, in time, to induce the customers to leave the false path into which they have led them.—Cigar and Tobacco World, London.

During May of this year the United States shipped to Alaska 2,226 pounds of leaf tobacco, valued at $613, which was an increase over May of 1904, when the shipments amounted to 1,602 pounds, value at $423. During the eleven months ending with May of this year we shipped 8,402 pounds of leaf valued at $2,451, whereas during the same period of 1904 the shipments amounted to only 7,371 pounds, valued at $2,515. During May of the present year America exported to Alaska $28,086 worth of cigars, $704 worth of cigarettes, $8,660 worth of plug, and $12,534 worth of other kinds of tobacco, a total of $49,984 worth of manufactured tobacco, while in May of 1904, the total exports of manufactured tobacco from this country to Alaska were valued at $44,116. During the eleven months ending May, 1905, America's total export of manufactured tobacco to Alaska was valued at $365,376, while in the same period of 1904, the value of the exports of manufactured tobacco was $259,930.

During May, 1905, the United States exported to Hawaii $22,466 worth of cigars, cigarettes and plug tobacco, a heavy decrease as compared with May, 1904, when they were valued at $52,223. There was a slight loss in the exports during the eleven months' period of 1905 as compared with those of 1904.



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SUPERIOR QUALITY
EHRMAN BROS. & CO., Distributors

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Dry Wine Vineyards, ASTI, Fulton, Sebastopol, Cloverdale, Sonoma County, Cal.
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Vaults, 1235-1267 Battery St. 101-169 Greenwich St. 1334-1338 Sansome St., S. F.
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Sardines, Olive Oils, French Preserves, Washing Blue, French Castile Soap: Clover Leaf, Virgin, Dahlia, mottled, Wines and Liquors—A. V. H. Gin—imported goods only.
Sole Agents for the Genuine CLICQUOT Champagne
Only the GENUINE, Imported direct from France, bears Vignier's LABEL

RAINIER BEER
Popular! Why?
Because it is really good.
Only Choice Materials Used in its Manufacture.
JOHN RAPP & SON, AGENTS
Phone South 473.

News of the Coast.

CALIFORNIA.

San Francisco—J. A. English has filed suit to dissolve the partnership existing between himself and C. F. Cooney under the name of the Costa Rica Tea and Coffee Company, doing business at 1908 Mission street. English alleges that on the 24th inst. Cooney made the claim that he was the sole proprietor of the business and tried to sell a half-interest therein to Annie Weinstein. English asks that the court put him in sole possession of the business for the purpose of liquidation.

Covina—E. A. Rich, the grocer, has moved to the store room in the A. O. U. W. block

Fresno—A man who is believed to be Harry Carson, an escaped convict, successfully carried out about the smoothest game ever worked in these parts, at least by a criminal in the guise of a horny-handed son of toil. Carson, flat broke, reached Fresno a few days previously on a freight train. The following day he passed himself off as a farm hand and one day later he was speeding away from this city with $75 of ill-gotten money clinking in his pockets. Under the name of Frank Russell Carson secured work as a grain hauler from W. T. Williams, a farmer near Lanes Bridge. After delivering 160 sacks of barley to the Fresno Milling Company, he called on a local grocer, carrying a sample of the grain. He represented himself to be a rancher and secured an order for eighty sacks to delivered the following day. Carson delivered half his load to the mill and half to Charles Chalup, the grocer. To allay suspicion he ordered a $9.70 bill of groceries, took the grocer's check for the difference, $74 75, put the eight-mule team up at a stable, cashed the check and disappeared.

Long Beach—An attempt was made recently to burglarize the Mission Grocery of Barnes & Hillary, 132 West Third street. The front lock was broken, and then an attempt was made on the back door, but the thieves failed to gain an entrance.

Los Angeles—T. M. Grosvenor, a Downey avenue grocer, thought O. L. Kezer, who made frequent trips to the grocery for soda water was a spy sent by a rival merchant and thrashed the customer, for which act he was fined $20 on a battery charge.

Oakland—Thomas Cook, the Fruitvale grocer, who was murderously attacked the night of July 22d, regained consciousness early last Friday, and made statements directly implicating John Schneider and George Blaker in the assault and hold-up. Mr. Cook was robbed of $250.

Pizmo Beach—J. R Swett of Porterville, has purchased a lot at Pizmo beach, and will immediately commence the construction of a substantial building for the grocery business.

Redlands—J. J. Suess, proprietor of the Star Grocery, gave the annual picnic to his employes at Urbita Springs on the evening of July 19th.

San Diego—Frederic Rapson, who was formerly manager of the Rochdale store here, has recently purchased the La Mesa Springs grocery from Mr. McMillian.

San Jose—Articles of incorporation of the U and I Grocery Company have been filed. The incorporators are J. F. Valpey, F. M. Garrison, C. H. Edwards, Elisha L. Corbin and M. D. Knobel. The capital stock is $50,000, of which $27,200 has been subscribed. The company is formed to do a general merchandise and grocery business in San Jose.

San Jose—Louis Garcia, a pioneer grocer and fruit dealer of this city, passed away recently at Guadalajara, Mexico. Mr. Garcia was born at Colima, Mexico, in 1835, but came to this country in 1848, settling in this city. He is said to have sold the first apples produced in this country. He lived here until four years ago, when he went back to his native land. He held a number of important positions during his well-extended life, and was esteemed as a man of business ability and honor.

Santa Barbara—A. J. Gulck, one of the proprietors of a small grocery store on State street, was taken to the hospital recently with an attack of appendicitis. Since then he has been somewhat improved, but an operation may be necessary.

Santa Barbara—George E. Hunt, long a trusted employe in the grocery of Show & Hunt, was married recently to Miss Florence Dilworth, a popular teacher in the kindergartens of this city.

ALASKA.

Nome—G. P. Goggin, grocer, was in Seattle recently buying furniture, crockery and other wares to add to his stock, and in future will conduct a general store. He will improve his store building and add another story thereto.

MONTANA.

Bozeman—Casey & Colgan, grocers, have dissolved, T. J. Casey continuing.

Helena—LaChapple & Fredericks have succeeded L. H. Schafler, grocery

OREGON.

Falls City—W. B. McKown is reported succeeding the Ford-Tyson Grocery Co.

La Grande—E. Polack has purchased Wm. McFarlane's grocery and bakery.

Montavilla—R. H. Greene, of the firm of R. H Greene & Co., grocery, was fined by Judge Frazer recently for selling a package of tobacco to a boy fourteen years old. The law forbids the sale of tobacco to minors under the age of eighteen. Mr. Greene says he is not guilty, but paid the fine of the cheapest way out of the difficulty.

UTAH.

Prove City—The Hines-Kimber Grocery & Meat Company has filed articles of incorporation. The capital stock is $10,000, in shares of $1 each. Fred C. Kimber is the president and manager; Mrs. Kitty A. Hines, vice-president and treasurer; Arnold S. Hines, secretary, and with Margaret M Kimber and Grant C Bagley, constitute the board of directors.

WASHINGTON

Buckley—O. L. Leak has bought the grocery stock of W. L. Baker's general store.

Dayton—James Black has succeeded Tweedy & Black in the Model Bakery and Grocery. Gus Gerkin has opened his new grocery store occupying quarters in the Dantzscher block.

Deer Park—Olsen & Son have bought Martin Johnson's grocery and meat market.

Medical Lake—C. McEwing has sold out his grocery.

Ostrander—George Smith has recently started in the grocery business

Seattle—Corey & Williams have bought the Maple Leaf Cash Grocery and Meat Market at Green Lake. H. W. Stinson has succeeded Stinson & Turner, grocers.

Spokane—H. B. Morgan has recently purchased the grocery store of M. Crowe. A. E. Berry of the Columbia Grocery, corner of Nora and Division, has moved to a new location at 1121 Baldwin.

Tacoma—O. N Johns, groceries and meats, has sold his meat market to R. E. Henneman. F. K. Whiting has purchased the business of the Wright Grocery Company in Old Tacoma.

BRITISH COLUMBIA.

Ladysmith—The grocery stock of A. Berg reported assigned to A. E. Plantix. W. T. Heddle & Co., grocery at Nanaimo, have sold their branch at this place.

Vancouver—Mills & McGovern are starting a grocery.

NOTED CIGAR MAKER.

Palmetto in Tobacco pays A. Santaella, head of the firm of A. Santaella & Co., maunfacturers of the Optimo cigar, the following deserved tribute:

One of the most notable and conspicuous members of Tampa's coterie of successful clear Havana cigar manufacturers is Senor Antonio Santaella, of A. Santaella & Co., the firm that has made the Optimo cigar famous throughout the United States, and whose phenomenal growth in business may be traced to the popularity of their Optimo cigars.

Born and nurtured in the romantic atmosphere of Seville, Spain; trained in the school of richest experience in Cuba and the United States, a stalwart in physical proportions, of keen foresight and judgment, sound in his opinions, ambitious along lines of honorable dealing and progressive methods, generous in impulses, of refined and cultivated taste, Antonia Santaella stands out with great prominence in the Tampa cigar colony, a remarkable specimen of the Hispano-American gentleman and successful business man.

In a contest for fine physical proportions and strikingly attractive personality, Senor Antonio Santaella would easily win the blue ribbon.

The Optimo cigar is this firm's special pride; an appropriate factory setting for manufacturing, their optical delight. The best there is and all the time, and "the best we can do for our customers all the time." are Senor Santaella's leading ideas of a properly conducted cigar business, and they might be profitably applied in all lines of business.

One of Senor Santaella's friends perpetrated a couplet on the famous Optimo, which made a hit, and he has dubbed the writer with the cognomen of Optimo They're singing it to "Maryland, My Maryland." It runs:

O Optimo, My Optimo!
What joyous smokes thou'st brought me;
Your stylish shape, the aroma, too!
Pure Cuban leaf I've found thee;
I've smoked cigars, some good, some bad;
Some made me sick, some made me sad—
An Optimo just makes me glad.
A San-ta-el-la Optimo.

The growth of this firm's business has been phenomenal. They came to Tampa less than five years ago, with forty cigar makers. They have built four cigar factories to increase accommodations, and have been twice burned out.

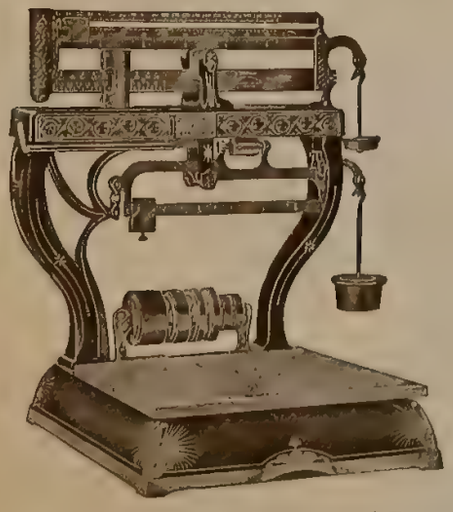
They are now adding 100 feet in extension to their latest and largest factory, and are working 600 cigar makers, and making close to 100,000 cigars a day, while their pay roll is close to $15,000 a week. The enlarged factory will accommodate 1,000 cigar makers, and will have a setting of spacious grounds richly embellished with semi-tropical verdure.

FAVORS HOME-GROWN COFFEE.

President Roosevelt has issued instructions to the various commissary departments of the country that in their requirements for coffees they should give preference to those grown in the new island possessions of the United States. The President recognizes the value of the Porto Rico coffee and that grown in the Hawaiian Island and Philippines. As a consequence, a very considerable amount of American-grown coffees are being used by the army and navy where foreign coffees were used before.

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DISTRIBUTERS OF

Fancy Butter and Honey

Dairy Butter and Eggs

Produce Market

THURSDAY AFTERNOON

BUTTER.

The butter market is believed to have reached bottom from the recent reaction, and higher prices are again probable.

California creamery, extras	24	25
" " firsts	22½	23
" " seconds		22
" dairy, extras		
" " firsts		21
" " seconds		
Store butter	18	19
Storage		
" Creamery extras		
Pickled		
Keg		

EGGS.

The egg market is very firm with prices steadily advancing.

California Ranch white	30	31
" " mixed colors	26	27
" Gathered	22	24
Standard		
Seconds		
Eastern, selected	22½	24
Standard	18	20
Seconds	17	
Storage, Cal., Selected		
" " Standard		
" " Seconds		
" Eastern Selected		
" " Standard		
" Seconds		

CHEESE.

There is abundant California cheese, and prices on this class of cheese are unaffected by the higher prices which imported cheese commands.

California full cream	12½	
" choice	11½	
" common	Nominal	
Young Americas	13	
Eastern full cream	15	15½
Oregon		

POULTRY.

The poultry market is very quiet, and prices slumped since our last reports.

Turkeys, young live	23	25
" old gobblers	19	20
Dressed Turkeys	nominal	
Roosters, young, per doz	5 00	5 50
" old "	4 50	5 00
Hens	4 50	5 50
Fryers, per doz	3 00	3 50
Broilers, per doz, large		2 75
" " small	2 25	2 50
Ducks young	4 00	4 50
" old	4 00	4 50
Pigeons, young	1 50	1 75
" old		1 25
Geese per pair, old 1.50-1.75; young	1 50	1 75

BEANS AND PEAS.

The bean market displays no notable features

Small Whites	3 00	3 75
Large "	2 40	2 80
Pea Bean		
Pink		3 50
Horse		2 25
Red	6 00	7 00
Kidney	4 00	5 10
Lima	5 50	5 65
Bayos	3 25	4 25
Butter (large)	nominal	
Black Eyes	2 90	3 10
Dried Green Peas, per 100 lbs	2 25	2 50
" Niles " " " "	2 25	2 50

POTATOES AND ONIONS.

The local potatoe market is pretty well cleaned up of all desirable stock.

River Burbank	40	65
Salinas " No. 1, $1.00:	No. 2, 60c	
Oregons, Old	Nom.	
Merced Sweets	Nom.	
Australian onions	Nom.	
Red (new)	55	
Yellow (new)	1 00	
Garnet Chili	50	

GOOD BUSINESS SENSE.

The matter of what the grocer sells should not be affected by feeling.

The grocer is in business to make money, and his sympathy and assistance should go out to the firms who show him sympathy by making it profitable for him to do business with them.

The grocers asked the flour mills of San Francisco to take this step for the grocers of the cities about Son Francisco Bay. With one exception the mills refused to do so, since they felt that if they required their flour to be sold at a fair price, they might have trouble with one or two of the large cutters.

Because of this position on the part of the San Francisco mills, the trade about San Francisco Bay have been seling **Sperry, Port Costa, Del Monte, Crown** and **Colonial** flours without a fair margin of profit. A few grocers get 10 cents per sack, the majority get 5 cents only.

Such a small margin means a loss.

One firm, the **Globe Milling Company,** immediately agreed to the requests of the grocers.

They issued cards stating prices at which their flour should be sold and let the trade understand that they did not want the business of retailers who would cut the price and would refuse to supply any firm who did cut below the prices set by them, which left 15 cents profit for the retailer.

It is needless to state that the position taken by the Globe Mills won numerous friends for their flour.

This was particularly true of their "A-1" flour, which had to be sold at $1.40. This flour, because of its high quality, was used by many retail grocers to displace other brands on which they made almost no profit. Owing to this high quality, the families to which it was sent were greatly pleased with it and willing to pay the somewhat higher price.

The "Silver Star" flour, which sells at $1.25 per sack, has also proven a winner.

To further assist the grocers in establishing a demand for their goods, the Globe Milling Co. allowed them to "money back" their flour. In this way the grocers are safe in recommending this flour and can assure their customers that if it should prove unsatisfactory in any way, they could return it and would be charged for flour they might have used.

THE PREMIUM PROBLEM.

National President Green Reviews the Situation as it Now Stands.

Editor Advocate:—Two months have now elapsed since the decision of the cereal companies was to have been announced, as to whether they would agree to keep out of all cereal packages, letters, missing words and all other premium devices.

The Great Western Cereal Co., in their letter of July 8, say that they will modify their present plant after about September 15.

The American Cereal Co. say "Wait!"

The grocers' associations all over this country have taken a decided stand in this matter; they have said "No premiums." Every State convention has said "No premiums," and the national association at San Francisco and again at Cincinnati said "No premiums."

The officers of the national association have done all that they can do without again appealing to the grocers.

On April 12, a meeting was called of all cereal companies to meet the national officers and discuss the proposal to do away with all premiums. By request the larger companies were given till June 1 to consider their answer. It is now almost August 1, and no decision has been announced, the ruling proposal being to continue as in the past.

The manufacturers of H. O., Egg-O-See, Malta Vita, Mapi-Flake, the Natural Food Co., Ralston, Cream of Wheat, and, in fact, all companies other than those named have declared their willingness to discontinue premiums of all kinds just as soon as an agreement can be made with the Great Western and American Cereal companies.

There ought to be no compromise. The trade has said "No premiums." Let us back up our position by action, for by action alone can we accomplish the end sought

John A. Green, President.

GROCERY MARKETS.

Continued from page 21.

rels of salt mackerel, as against nearly 4000 barrels this time last year."

New York, July 25th—Strohmeyer & Arpe Co. report:

Scotch Herring—The catch in Scotland is about 100,000 barrels behind last year.

Holland Herring—None have arrived yet. The catch is unimportant and prices are too high for our market.

Imported Oil Sardines—Very little has been caught on the French Coast. Prices are therefore very firmly held and stocks are unimportant.

COD FISH.

Alaska Cod Fish Co. report:

"No more arrivals with cod fish are due until the latter part of August. We have a steady trade at home and sufficient inquiry from export markets to give us sufficient business for the present time to dispose of stock. It would seem we have favorable prospects for fair prices in the near future. This market is in sympathy with Eastern quotations, and prices will depend mainly on the catch from the Eastern bank fleets."

CHEESE.

Wieland Bros. say:

"Martin's cheese has advanced in price, and a further advance is expected. The statement in the last **Advocate** that prices had reached bottom is thus substantiated."

OLIVES.

New York, July 21st—Marc M. Michel, president Seville Packing Co., reports:

Queen Olives—Demand for bulk fruit is quiet, with prices firm. **New crop conditions are poor, the intense drought throughout the olive district causing the fruit to drop from the trees. It looks like a very small crop of merchantable goods.**

Manzanillas—In fair demand at ruling prices. **New crop: This crop started with good prospects, but climatic conditions have affected it badly,** and the result will be practically the same as in queen. **Prices for bulk fruit of last crop are advancing in Seville market.**

COTTON SEED OIL.

New York, July 20th—Aspegren & Co. report:

"If the demand remains as poor as it is at present, the bears can manipulate the prices down unless the long interest in September is transferred to a later month. If the demand from abroad and from domestic consumers in August sets in as usual this year, the September and October options will advance considerably on account of the scarcity of offerings and no cotton oil available at anything like the present figures.

HAY.

Somers & Co. report:

"Large quantities of have have been sold, but as there are not sufficient hay teams in San Francisco to remove the hay as fast as it arrives it naturally accumulates on the markets, thus creating a very bad state of affairs. All regular handlers of hay are so crowded with shipments that they are unable to buy from the commission men, hence there are many cars on the market for which there is practically no sale.

"Even the choicer grades of hay are feeling the weakness occasioned by heavy shipments, while poorer grades are dragging at even lower quotations.

CONSISTENCY A JEWEL.

Manufacturer's Agent—"I see, Mr. So-and So (member of one of the largest wholesale concerns in this city), that you objected to the manufacturer selling direct to the retailer."

Mr. So-and-So—"Certainly I do."

Manufacturer's Agent—"Well, the firm I represent have never sold to retailers—always to the wholesaler, and I have for the last four years been calling on you, but could never get any business."

Mr. So-and-So—"Of course not; how could you expect to do business seeing that we are manufacturers of the same kind of goods?"—Retail Grocers' Advocate of New York.

TROUBLE IN PORTLAND.

Press dspatches tell of grievous troubles that are besetting the jobbers of Portland. According to the newspapers the wholesale grocers of San Francisco are butting in and selling package coffees way under list. As canned tomatoes, canned corn and canned fruit are being sold at jobber's cost, the retailers are buying goods very cheaply now.

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Single Apartments $1 Per Day Up.

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AND

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(Mr. O'Callaghan was for many years a member of the firm of O'Callaghan, Nelson & Co.)

New Brew

YOSEMITE LAGER

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Compiled by **A. J. BLEDSOE,** Member of the Legislature for Sessions of 1891, 1893 and 1895.

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BREWERS

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SOLE AGENTS

Amusements

ALCAZAR.

White Whittlesey has been receiving a tumultous welcome all this week. In "The Fortunes of the King" Mr. Whittlesey plays the role of the romantic lover and was at once taken back into the hearts of the patrons of this house, with whom he has always been a favorite. The cast is a strong one and the performance is very satisfactory in every respect. Next week Mr. Whittlesey appears in Henry Miller's great success, "The Only Way."

MAJESTIC.

A dramatization of "Dora Thorne," a favorite sentimental novel, is being presented at the Majestic with Ola Humphreys in the leading role. Miss Humphreys is a very clever actress with a fine appearance and splendid stage presence. She is strongly supported. The theatre has been well filled all the week and the audience have been thoroughly well pleased.

TIVOLI.

"Rob Roy" is concluding its third week. The pretty opera still draws large houses.

GRAND OPERA HOUSE.

Glickman's Yiddish Players are concluding their fourth week. On Friday and Saturday "Jacob and Esau" will be presented, and on Sunday "King Solomon," with "The Little Rabbi" for the matinees of Saturday and Sunday. Denis O'Sullivan is to follow at this theatre on August 20th, with a new play, "Peggy Machree." O'Sullivan has carried the fame of San Francisco all over the English speaking world and his wonderful voice will once more delight the audiences of this city with a number of new and interesting Irish ballads.

CENTRAL.

The "Wild West" is being exploited this week with "The Cattle King," in which Herschal Mayall earns thunders of applause in every act in the title role. Genevieve Kane, an old favorite, is once more with the company and was warmly greeted. The piece is full of spectacular effects. In one act, a trained horse is introduced, who unties the hero, Mr. Mayall, from a stake to which he has been tied by enemies who have decided to roast him to death.

FISCHER'S.

There is a long line of vaudeville artists at this theatre. The program has several short dramatic sketches, a clever contortionist, some musical artists, together with a couple of very clever dancers, an illustrated ballad, which, with some new pictures on the biograph, make up a program that is very interesting. There are two performances every evening and one each afternoon.

CHUTES.

There is a splendid program at the big free theatre at the Chutes. Shepp's dogs and ponies, that scored such a success at the Orpheum recently, are one of the chief attractions. The program is a varied one and has been well patronized during the week. The numerous concessions about the grounds, and the big Zoo contain many other popular features.

ASSOCIATION NEWS.

Spokane—The Retail Grocers Association elected ten delegates to the Washington State Convention that meets at Tacoma in September. They were allowed $25 each for their expenses. The delegates chosen were Secretary Cory, E. E. Parmeter, S. A. Bishop, C. B. Crandall, P. Nelson, C. Anderson, U. G. Allen, D. Hollingsworth, Ben Davis and J. C Hix. Alternates: R. M. White, C. A. Nickum, C. F. Siegler and C. Jacobsen.

Salt Lake City, Utah—The grocers of Utah have formed a State Merchants' Association. A per capita tax of $1 per member, with a charter fee of $2.50 was fixed on for affiliating associations. The officers chosen were: J. M. Marriott, Salt Lake, president; A. E. Weatherby, Ogden, first vice president; Arthur Townsend, Murray, second vice president; James Kirkham, Lehi, third vice president; H. G. Hayball, Logan, fourth vice president; T. B. Evans, Ogden, secretary; W. J. Donellan, Salt Lake, treasurer; A. Hudson, L. Jensen, C. J. Foulger, C. M. Lees, W. H. Strong, William Wood, Salt Lake; D. R. Langlois and James Ballard, Ogden; Joseph Lindsay, Taylorville; S. I. Goodwin, Lehi, and James Quayle, Logan, directors, W D. S. Harrington, State Organizer.

Toledo, Ohio—The Retail Grocers' Association wants a better attendance at its meetings. It was decided that each member be given a number, and that for the next four meetings the numbers be placed in a box and that the thirteenth drawn out be good for $5, providing the member was present. If he was not present the money is to be retained in the treasury.

Buffalo, N. Y.—The Grocers' Association is discussing the formation of a "rating exchange" whereby members can secure information about dead beats. Twenty delegates were appointed to attend the State Convention which is to be held at Syracuse on August 7, 8 and 9.

St. Paul, Minn.—The Grocers' Association has secured the arrest, so far this summer, of twelve men who have been caught peddling without a license. The result has been very beneficial. The secretary is informing members as to goods condemned by the Food Commission.

A TEA POT TEMPEST.

Owing to purely local differences, the California Fruit Canners' Association sold its goods direct to the local trade in Portland, Ore., this year. This action on their part is entirely opposite to their established policy, and would not have been taken had there been any other step left for them. The Canners' Association has always sold its fruit through the medium of the jobbing trade, and proposes to continue doing so.

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Veuve Clicquot, qts	$32.25
Veuve Clicquot, pts	34.25
Ruinart, Magnums, 6 to case.	30.50
Ruinart, qts, 1 doz to case.	32.40
Ruinart, pts, 2 doz to case.	34.20
Ruinart, ½ pts, 2 doz to case.	18.00
Vintage 1893, qts, 1 doz to cs.	45.50

Brandies.

	Per case
Martell's One Star, 1 doz qts.	$16.00
Martell's Two Star, 1 doz qts.	18.00
Martell's Three Star, 1 doz qts.	20.00
Martell's Three Star, 2 doz pts.	23.00
Martell's One Star, 2 doz ½'s	18.00
Hennessy's One Star, 1 doz qts	17.50
Hennessy's Three Star, 1 doz qts	21.00
Calif. doz qts	13.00



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BOILED CIDER
Quarts .....
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Mineral Waters.

Aetna, splits, 100 to cs	$6.50
Aetna, pts, 100 to case	9.00
Aetna, qts, 50 to case	7.50

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D. Steinke & Co. Props.
All Carbonated Beverages.
COR. UNION AND OCTAVIA STS.

	PINTS.	QTS.
Soda Water	$ .80	$1 50
Ginger Ale	.80	1.50
Sarsaparilla and Iron	.80	1.50
Cider	.80	1.50
Cuban Punch	.80	1.50

B
Case Prices, 2 Doz. per Case.

Porter.
(E. & J. Burke's Guinness')

Stone, pts, 2 doz to bbl	$16.50
Glass, qts., 4 doz to bbl	14.00
Glass, pts., 8 doz to bbl	16.50

Specialties of
Hilbert Mercantile Co.

H. B. Ky. Bourbon, per gal	$2.75
H. B. Ky. Bourbon, Ex spcl	3.25
Union League Ky. Brbn, AA	2.50
Union League Ky. Brbn, 1 gal	2.25
El Monte Ky Brbn, 1 gal	2.25
Maryland, Monogram, 1 gal	2.75
Forum, Bourbon, 1 gal	2.00
W. H. McBrayer's Cedar Brook 5 yrs	3.00

Hunter Baltimore Rye.

Per case, 1 doz. 5's	13.00
In 5-case lots	12.50
In 10-case lots	12.00

Hilbert Mercantile Co.

H. B. Bourbon (spcl)	$10.00
H. B. Rye	10.00
H. B. pt. flasks, 4 doz to cs.	12.00
H. B. ½ pt flasks, 6 doz to cs	9.50
H. B. 1½-oz bots, per gr.	12.00
Union League "AA"	8.00
El Monte Bourbon	8.00
Forum Bourbon	7.00
J. Baumgardner Rye	12.00
Maryland Monogram	9.00

W. H. McBrayer's Cedar Brook.

Per case, 1 doz 5's	$12.00
Per case, 2 doz pts	13.00
Per case, 4 doz ½ pts	14 50
Per case, 20 doz 1½-oz	18.50

Jesse Moore Whiskies.

Ex Pony Bourbon.	$18.00	$17.50	$17.00
AA Bourbon	11.00	10.50	10.00
C Bourbon	8.50	8.25	8.00
AA Bourbon, 5 doz, 4 oz	10.00	10.00	9.75
AA, Pt Flasks, 2 doz.	9.00	8.75	8.50
AA, ½ Pt. Flasks $ doz.	6.75	6.50	6.25
Old Rye	11.00	10.50	10.00

Jesse Moore Hunt Co.
(In barrels or half barrels)

Extra Pony Bourbon, gal	$7.50
AA, Bourbon, gal	3.75
B, Bourbon, 1 gal	3.25
C, Bourbon, 1 gal	2.75
No. 1, Bourbon, 1 gal	2.25
AA Rye, gal	3.75
C Rye, 1 gal	2.75



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Extra Pale.
XXX Porter.
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1 doz. per case.

New Pack California Fruits.

It is evident that the trade is not taking hold of the new pack of California fruits to the extent that the canners would like. For one reason the jobbers have good stocks of the old still on hand and they see nothing in the situation to cause them to rush into the market. The prices at which the new fruits are offered are not particularly inviting.

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200 Montgomery Av., Cor. Kearny
202 Third Street, - Cor. Howard
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Velvet Grain (in Bags) for kitchen
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We give below the articles on which the manufacturers have established a retail price.

These prices are for common points like San Francisco, Los Angeles, Portland, Seattle, and all terminal points.

Where freight is paid it is should be added to prices quoted if the nature of the goods will permit.

Every Association on the Coast has the privilege of listing these goods, as the manufacturers thereof have bound themselves to see that these prices prevail in California, Oregon and Washington.

We would urgently request grocers to notify us promptly of any instances where the above prices are not being maintained.

Pacific Coast Retail Grocers' Ass'n.,
H. W. THURLOW, Secretary.
Rooms 413-414
456 Montgomery St.,
San Francisco, Cal.

BAKING POWDER.	
Schilling's 1-lb.	$0.45
Schilling's ½-lb.	.25
Schilling's ¼-lb.	.15
Rumford. 1-lb.	.30
Rumford. ½-lb.	.15
Rumford. 3-lb.	.75
Rumford. 5 lb	1.25
BREAKFAST FOODS.	
Grape Nuts .....15c; 2 for	.25
Shredded Wheat Biscuits, 15c; 2 for	.25
Triscuit .....15c, 2 for	.25
Ralston Breakfast Food	.15
CATSUPS.	
"Our" Mothers, ½-pt.	.15
"Our" Mothers, pt.	.25
Bishop's, ½ pt.	.15
Bishop's, pt.	.25
Bishop's Chili Sauce, ½-pt.	.15
CEREALS.	
3-H. Mush	.10
Dr. Price's Wheat Celery Flakes.. .....15c; 2 for	.25
STARCH.	
Riverside Corn, lb.	.08
Riverside Gloss, lb.	.08
Elastic	.10
Pop Corn	.10
CEREAL COFFEE.	
Figprune Cereal	.25
Postum Cereal, large	.25
Postum Cereal, small	.15
COCOA AND CHOCOLATE.	
Lowney's Cocoa, ½-lb.	.25
Lowney's Ground Chocolate, 1-lb...	.30
COFFEE.	
Ponce De Leon, lb.	.40
Golden Gate, 1-lb. tins	.40
Wedding Breakfast, 1-lb tins	.35
M. J. B. COFFEE.	
1-lb. tins, Oakland, San Francisco..	.35
1-lb tins, all other territory	.40
3-lb. tins, all territories	1.00
CRACKERS.	
Bishops' Princess Sodas, 1-lb.	.10
Bishops' Princess Sodas, 3-lbs.	.25
CREAMS.	
Alpine Cream.....10c; 3 for	.25
FLOUR.	
Globe Grain and Milling Co.	
"A1" Flour, 50-lb. sack	1.40
"Banquet" Flour, 50-lb. sack	1.30
Silver Star, 50-lb. sack	1.25
Whole Wheat Flour, 10-lb. sack...	.40
Graham Flour, 10-lb. sack	.35
Corn Meals, 10-lb sack	.30
Standard Flour Co.	
Summit Snow, 50-lb. sack	1.35
Bay City Mills.	
White Foam, 50-lb sack	1.30
Bay City, 50-lb sack	1.30
Del Monte Milling Co.	
Corn Meals, 10-lb sack	.30
Del Monte Graham, 10-lb. sack	.35
Del Monte Whole Wheat Flour, 10-lb. sack	.40
Semola, 4-lb.	.25
Semola, 2-lb.	.15
Nutty Grains, 4-lb.	.25
Nutty Grains, 2-lb.	.15
Cream Flaked Oats .....15c; 2 for	.25
Peacock Buckwheat Flour, 3½-lb...	.25
Peacock Buckwheat Flour, 3-lb...	.20
Peacock Buckwheat Flour, 1½-lb..	.15
Cal. Flapjack Flour, 2-lb.	.15
LYE.	
Red Seal Lye, can	.10
Red Seal Lye, doz.	1.10
PEANUT BUTTER.	
Heron's Peanut Butter	.25
SALT.	
Shaker Salt, package	.10
Leslie Round Caddies, 2-lb.	.10
Leslie Cartons, 2-lb.	.10
Leslie Cartons, 3-lb.	.15
Leslie Pockets, 5-lb.	.10
Leslie Pockets, 3-lb.	.05
Leslie Cartons, 5-lb	.20
SOAP.	
Sapolio .....10c. 3 for	.25
Monkey	.05
Sunlight	.05
Lifebuoy	.05

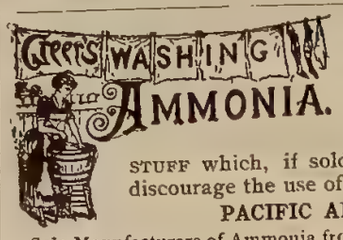
BORLINI A DADDY.

Popular "Billy" Borlini, of Wheaton, Pond & Harrold's force, is celebrating. It is a fine, bouncing boy. Mr. Borlini's friends, and they are very numerous, have been keeping him busy responding to congratulations. The Advocate wishes him "Many Happy Returns of the Day."

SEEKING UNIFORM DELIVERY.

Santa Barbara—The Commercial Club has recently taken up a matter which is of vital interest to all the merchants in Santa Barbara—that of regular schedule delivery of goods. Walter C. Show is the chairman of the committee appointed by the club to look into the question, and already the committee has held one meeting, which was productive of general discussion and suggestions for rectifying the present abuses.

What the Commercial Club is attempting to bring about is a uniform delivery of goods, a stated number of trips being made each day from all the stores at the same time. Patrons will know just when telephone orders sent at a certain time will be delivered, and both dealer and consumer will be benefited by the arrangement.



It has come to our knowledge that there is an attempt to introduce on the market a WASHING AMMONIA made from **Bones and Animal Refuse.** We trust that the trade will take time to investigate the character of this STUFF which, if sold to the consumer, will only tend to discourage the use of Ammonia as a household article.

PACIFIC AMMONIA BOTTLING CO.,

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Trade Mark.

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Ehrman Bros. & Co. .....225 California

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587-589 Howard.....Phone: Main 5813
A. Schilling & Co.
2nd & Folsom..Phone: Priv. Ex. 456

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183-185 Valencia....Phone: Folsom 1911
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Spohn-Patrick Co. .....16-22 Front
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Welch's Grape Juice Co.
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916 Larkin .....Phone: East 242
P. F. Rathjens.
1311-15 Pacific.....Phone: East 1875
Western Meat Co.
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H. M. Wolter & Bro.
103 12th .....Phone: Mint 1763

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Price & Co. .....846 James Flood Bldg.
Standard Computing Scale Co.
Detroit ..... Michigan

SHOE POLISH.
S. M. Bixby & Co.
New York .....N. Y.
Scott & Gilbert Co.
214-216 Mission.....Phone: Main 451
Whittemore Bros. & Co.
Boston ..... Mass.

SHORT CREDIT SYSTEM.
The Perfection.
P. E. Lenfestey .....220 California

SHREDDED WHEAT PRODUCTS.
The Natural Food Co.
Niagara Falls .....New York

SOAPS.
B. T. Babbitt (Inc.).
The C. B. Jennings Co. ...121 California
Enoch Morgan's Sons' Co. (Sapolio).
109 California .....Phone: Main 1972
Grandpa's Wonder Soap.
Castle Bros. .....463 Mission
Los Angeles Soap Co.
115 Davis .....Phone: Grant 110

SOOTHING SYRUP.
Mrs. Winslow's Soothing Syrup.
Anglo-American Drug Co.....New York

STARCH.
Riverside Corn and Gloss.
Kelley-Clarke Co. .....130 California

STORE FIXTURES.
Pacific Store and Office Fixture Co.
3253-3259 16th .....Phone: Bush 2671

SYRUPS, ETC.
Old Manse Maple Syrup.
Castle Bros. .....463 Mission St.
Pacific Coast Syrup Co.
713 Sansome .....Phone: Main 2

WINES, LIQUORS, ETC.
Ahrens, Pein & Bullwinkel.
620 Post .....Phone: East 720
Hilbert Mercantile Co.
136-144 2nd St.....Phone: Priv. Ex. 313
Italian-Swiss Colony.
Battery & Grnwich. Phone: Priv. Ex. 448
E. Martin & Co.
54 First .....Phone. Main 380
A. Vignier & Co.
429-431 Battery .....Phone: Main 1507
Wichman, Lutgen & Co.
29-31 Battery St. .....Phone: Main 5588

WHOLESALE GROCERS.
William Cluff Co.
201 Market.....Phone: Priv. Ex. 419
Suydam Bros. & Rogers
14-16 Spear.....Phone: Main 5896



GUSTAV LIEBOLD PHONE SOUTH

GAMBRINUS BOTTLING CO.

Sole Agents and Bottlers of

Gambrinus Brewing Co.'s

PORTLAND, OREGON

SELECT PILSENER LAGER BEER

OFFICE AND BOTTLING WORKS

160 Thirteenth St., near Folsom, S. F.

Highest Grade Package Goods for Family Trade

ROYAL AND QUEEN'S TASTE

(1 lb packages) (½ lb cartons)

Macaroni, Vermicelli and Spaghetti

ROYAL ITALIAN A. B. C. PASTE, in 1 lb papers
GOLDEN GATE EGG NOODLES, in ½ lb papers

For Sale by all Jobbers

PETERS BROS., BALTZ & DITTMANN

PROPRIETORS

The California Brewing Co.

Douglas Street, bet. 17th and 18th

SAN FRANCISCO, CAL.

TOBOGGAN

MAPLE SYRUP -- IT IS BEST

Pacific Coast Syrup Co.

SAN FRANCISCO

THREE REFINERIES: SAN FRANCISCO, PORTLAND and SEATTLE.

No Oil-Soaked Floor

Don't the floor about your oil tank make you "sick" when you see it? Did you ever figure out the profit you lost through this wasted oil? Don't you know that



OUR UNDER-THE-FLOOR OUTFIT

Is Especially Adapted for Use Where There is No Cellar. It Saves Valuable Floor Space

The Bowser

SELF-MEASURING

Oil Outfit

will save this oil, keep your floors neat and clean, reduce the danger of fire and pay for itself in a very short time? It will. We guarantee it. Write for full information. Ask for catalog " BB "

S. F. Bowser & Company

Fort Wayne : : Indiana

EASTERN TICKETS AT HALF RATE

The Southern Pacific will sell round trip tickets to Eastern points at a one way rate on the following dates: August 15, 16, 24, 25, and September 7, 8, 9, 10, 11, 16, 17.

Rates to Principal Points:

Chicago	$72.50	New York	$108.50
St. Louis	67.50	Boston	109.50
Memphis	67.50	Philadelphia	107.50
St. Paul	70.00	Baltimore	107.00
Missouri River Points	60.00	Washington	107.00

Choice of Four Routes

Go via Ogden, Portland (at slight extra cost), El Paso or New Orleans. Liberal stop-overs. Return limit 90 days. Tickets good on Overland Limited, Chicago & St. Louis Special or any Southern Pacific train. Special low rates for Eastern conventions. Ask about it to-day.

SOUTHERN PACIFIC



You Give Your Trade

THE BEST

when you sell

Old Gilt Edge Whiskey

RYE or BOURBON

AGED IN WOOD

Bottled Expressly for Family Trade.

PURITY UNQUESTIONED

SOLD EVERYWHERE

Wichman, Lutgen & Co.

SOLE PROPRIETORS

Agents for Moerlein's Celebrated Cincinnati Beer

29-31 Battery Street San Francisco, Cal.



SHREDDED WHEAT RECOMMENDATION

The Best Cereal Food to Eat, and
The Best Cereal Food to Sell, is

Shredded Whole Wheat

It is made in two forms, Shredded Wheat **BISCUIT** and **TRISCUIT.**

TRISCUIT is a CRACKER, not a "breakfast food." It is used as toast in place of ordinary bread toast, and for all purposes for which the common white cracker of commerce is used.

Shredded Wheat **BISCUIT** is the standard wheat food of the world, delicious for breakfast, or for every meal for every day in the year. It contains all the nutriment in the whole wheat in digestible form. A good seller all the year round.

THE NATURAL FOOD COMPANY
Niagara Falls, N. Y.

THE RETAIL GROCERS ADVOCATE

A. H. POWERS, Editor | SAN FRANCISCO, CAL., AUGUST 11, 1905 | Vol. 10, No. 32

M. J. B. Coffee

sells better than any other

Why?

IXL - Kapp and Street - W.G.M.

TAMALES

IN

KEY-OPENER CANS

ALPINE

Unquestionably the Best

CREAM

Why?

Made by the Improved Process and under the Personal Supervision of

J. B. MEYENBERG,

The **Inventor** and **Original Manufacturer** of Evaporated Cream, with his twenty years experience.

HE KNOWS HOW.

ALPINE EVAPORATED CREAM CO.,

95 Market St., Rooms 212-213. San Francisco, Cal.

Factory, Hollister, Cal.

FOR SALE BY ALL JOBBERS

Call for ASTI WINES

PRODUCED BY THE **ITALIAN SWISS COLONY**

Dry Wine Vineyards, ASTI, Fulton, Sebastopol, Cloverdale, Sonoma County, Cal.
Sweet Wine Vineyards, Madera, Madera County, Kingsburg, Fresno County, and Lemoore, Kings County, Cal.

Office and Salesrooms, Cor. Battery and Greenwich Sts.

Vaults, 1235-1267 Battery St. 101-169 Greenwich St. 1334-1336 Sansome St., S. F.

P. C. ROSSI, President Telephone Private Exchange 448. A. SBARBORO, Secretary

YOU ARE ALWAYS SURE of a sale and a profit if you stock SAPOLIO. You can increase your trade and the comfort of your customers by stocking

HAND SAPOLIO

at once. It will sell and satisfy.

HAND SAPOLIO is a special toilet soap—superior to any other in countless ways—delicate enough for the baby's skin, and capable of removing any stain.

Costs the dealer the same as regular SAPOLIO, but should be sold at 10 cents per cake.

Until August 15th

Only Orders Received Before ***MIDNIGHT, August 14th,***
Count in the Contest for

Gold Watches for Grocers

To add to the interest of the Retail Grocery Trade in advancing the Sales of **PONCE DE LEON** Coffee, we have decided to give

6 Gents' Solid 14-Karat Waltham Gold Watches, Value $60 Each, to our Friends.
To Get One Entails No Cost Nor Extra Labor.

GET YOUR ORDER IN ON TIME.

Read the Terms: We will give Watches to Each of the Two (2) Retail Grocers of San Francisco, and to Each of the Four (4) Grocers in the Interior, whose Invoices show that they have purchased the **Most Pounds** of our **Sealed Cans** of **PONCE de LEON COFFEE** between April 15th and August 15th, 1905. **WATCHES GUARANTEED TO BE SOLID, 14-KARAT GOLD.**

You Can Win and Hold the Best Trade with

Best in the World

Ponce de Leon COFFEE

Quality Unsurpassed
Flavor Delicious
At All Leading Grocers
Porto Rico Co



To Help San Francisco Dealers we Have:

Striking Displays on the Main Streets
Artistic Signs in the Street Cars
Attractive Designs on Theatre Curtains
Conspicuous Notices in Theater Programs

Quality These are the Elements Needed for Grocers to Secure Trade Now Going to Coffee Peddlers. **Confidence**

Our Goods Possess the **QUALITY** — "PONCE DE LEON" Coffee is the Best in the World
Our Advertising Helps Give the CONFIDENCE.

GET IN LINE—GET A PROFIT—GET A SPLENDID GOLD WATCH

THE PORTO RICO COMPANY

587-589 HOWARD STREET San Francisco, Cal.

Common Sense teaches Grocers to sell what pays Best

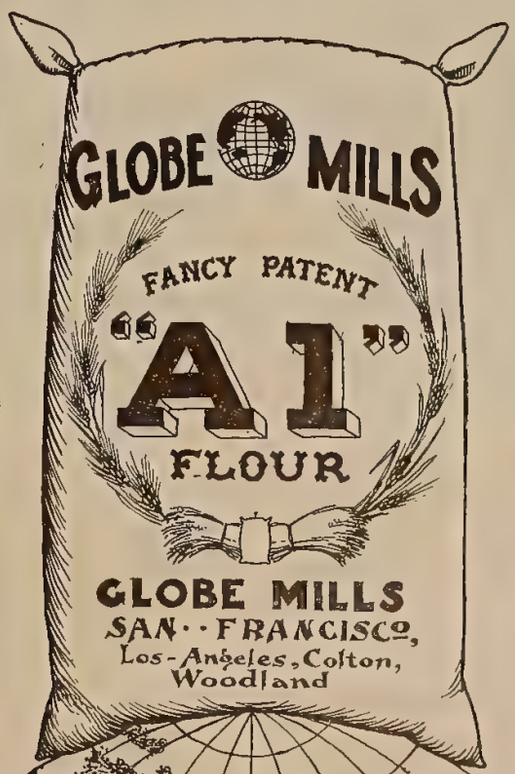
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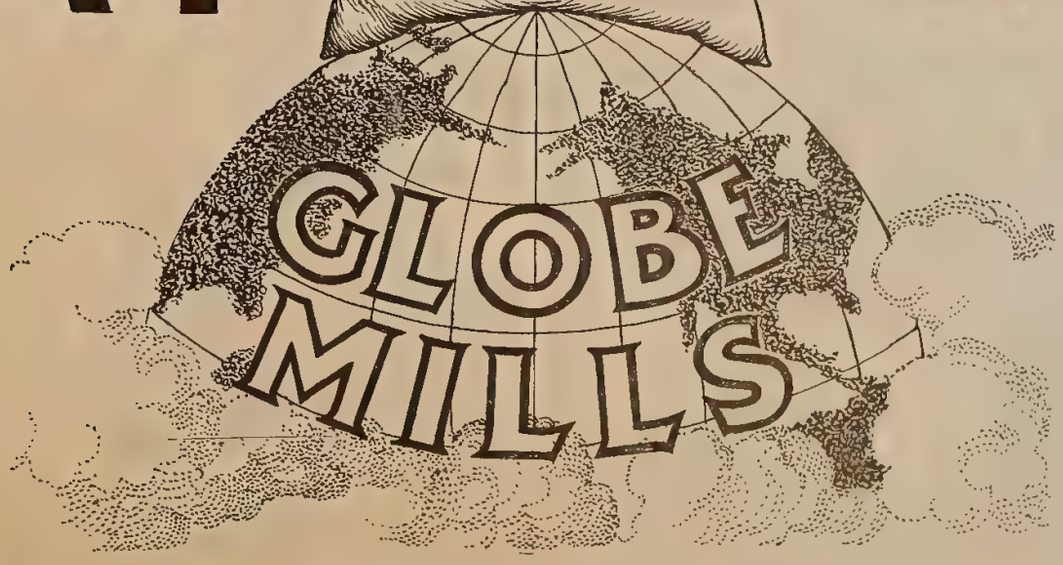
That's why **1000** Retail Grocers in the Bay Cities sell **"A 1" FLOUR.**

You can MONEY BACK our goods.

BEST ON EARTH

"A 1" FLOUR





We claim that **"A 1" FLOUR** will make MORE LOAVES OF BREAD to the barrel and BETTER BREAD than other flours.

WE MAINTAIN THE RETAIL SELLING PRICE.

Tell us how to do more and WE'LL DO IT!

GLOBE GRAIN & MILLING CO.

MONTGOMERY AND CHESTNUT STS., SAN FRANCISCO, CAL.

Telephone Bush 759.

(Please mention the ADVOCATE to Advertisers. It helps us materially.)

SUPERIOR

To Any Ham Ever Used in Our Business.

Sacramento's Leading Retail Grocers say:



NOTHING IS QUITE SO GOOD

SACRAMENTO, CAL., May 8, 1905.

THE CUDAHY PACKING CO.,
San Francisco, Cal.:

Gentlemen:—We have sold a great many carloads of your "Rex" Hams with **pleasure and profit to ourselves,** and the **entire satisfaction of our trade.** We have felt that they were the very best ham on the market. But **after thorough test** and careful comparison of **quality, cure, trim** and **flavor,** we have become convinced that your **Diamond "C"** is even a better ham than "Rex" and fully equal to, if not **superior to any ham ever used in our business.**

Yours very truly,
THE AMERICAN CASH STORE,
F. B. FANCHER, Sec'y-Treas.



FINEST IN FLAVOR AND APPEARANCE

"THE TASTE TELLS"

THE DEMAND FOR Malta-Vita



The quality of Malta-Vita explains its rapidly increasing sales. Malta-Vita doesn't belong to the **tasteless** variety of flaked wheat foods. It's good to eat and the public is finding this out. Malta-Vita's crisp brown flakes are healthful, too.

NO PREMIUMS USED

Premiums are not given with Malta-Vita. It is sold strictly on its food merits, and intelligent people appreciate this fact.

Malta-Vita Pure Food Co.

BATTLE CREEK, MICH., and TORONTO, CANADA.

Any Way You Examine a McCray Refrigerator



Inside or Outside, it is a True Realization of all that is Best in Refrigerator Construction

No. 410 Grocers' Refrigerator.

THE McCRAY REFRIGERATOR RANKS first in every way. It is sold entirely on its merits and is known everywhere for superiority.

McCRAY REFRIGERATORS are perfect refrigerators and will in a short time repay their cost through saving of butter and other provisions, and ice.

We can here give you but a faint idea of the McCray refrigerator. Let us send you our catalog showing our extensive line from which you can make a selection.

SOLD ON EASY PAYMENTS.
McCRAY REFRIGERATORS ARE GUARANTEED.

BECK - WAKEFIELD COMPANY
GENERAL AGENTS
122 Market Street, San Francisco, Cal.

Retail Grocers' Advocate

CALIFORNIA RETAIL GROCERS' AND MERCHANTS' ASSOCIATION — OFFICIAL PAPER — RETAIL GROCERS' ASSOCIATION

Vol. 10 — SAN FRANCISCO, CAL., AUGUST 11, 1905 — No. 32

Published Every Friday by
ADVOCATE PUBLISHING CO.

Subscriptions:
One Year $2.00
Single Copies ..... .10

PUBLICATION OFFICE:
456 MONTGOMERY STREET.
Rooms 413-414. Tele. John 2001

Entered at the Postoffice at San Francisco as Second Class Matter.

Points to Watch

SARDINES—
The French sardine pack is reported a failure to date.

CANNED PEAS—
The shortage both East and West makes the market very firm.

CANNED PINEAPPLE—
There is a decided shortage in Singapore and Porto Rico pineapples.

ALMONDS—
Growers in Malaga, Spain, have formed a combine to control the industry.

HERRINGS—
The catch of Holland herring up to July 15th was less than last year at the same time.

DRIED APPLES—
Reports indicate shortages in the apple crop of all the apple raising States except California.

COFFEE—
The comparative short supply with the much larger demand makes the coffee market very strong.

TEAS—
Importers are paying more in producing countries for teas than the same grade can now be bought for in the local markets.

CANNED FRUITS—
Higher grades of fruit will be scarcer than was at first anticipated, and prices must go up. This is particularly true of apricots and the early variety of peaches.

LOCAL JOTTINGS.

G. A. Thenner, who had a store at 3502 Mission street for many years, has opened a new store at the corner of Bush and Buchanan, with a neat little bar. Mr Thenner is a careful business man and has the faculty of making friends. He will undoubtedly succeed in his new location.

Nick Fick has been back at his old stand, 1901 Devisadero street, for some time now. He has been busy re-arranging his store and looking up his old-time customers.

W. S. Stone, formerly of Petaluma, is conducting the fine store at 3041-3043 Sacramento street. Mr. Stone has a fine stock and is a hustler.

H. Gaetjen, an up-to-date grocer, has purchased the store at Bush and Pierce streets formerly conducted by J. A. Hegerborst Mr. Hegerborst will open at Ninth and Harrison streets about September 1st.

TWO FINE STORES.

In another column will be found a notice of two fine stores that can be bought on easy terms. They belong to the widow of the late Eugene E. Geisel. Mr. Geisel made money in the grocery business for the past twenty years and the stores offer a fine opening for the right party.

A BIG CONVENTION.

INTERESTING PROGRAM PROMISED.

Discussion on Trade Problems Will Be Made a Special Feature.

STOCKTON MERCHANTS ACTIVE.

All Pacific Coast Grocers Will Be Welcome to Attend the Meetings of the Convention.

As the time for the convention of the State Grocers' and Merchants' Association draws near it becomes more evident that the meeting will be of great value and interest.

Every grocer on the Pacific Coast will be welcome to attend the Convention.

Every association of grocers and merchants in the State is invited to send lelegates.

Every grocer in the State will be able to become a delegate and have all the privileges of the floor, etc., by joining the State Association as an individual member if there is no association in his town or if the association there does not affiliate with the State Association.

Every important commercial center in the State will be represented at this convention and many important matters will be discussed fully.

Cheap Railroad Fares.

Secretary Connolly took the matter up of a special rate for the delegates to the Stockton convention with the Southern Pacific and Sante Fe companies. His request for a special fare was favorably received by both companies. Their answers were as follows:

Southern Pacific Company—"On account of California Retail Grocers' and Merchants' Association sixth annual convention at Stockton, August 21st and 22d, necessary arrangements have been made whereby your delegates will be accorded a rate of one lowest first-class fare and one-third on the receipt certificate plan to Stockton and return. Yours truly, **T. H. Goodman.**"

The Atchison, Topeka and Santa Fe Railroad Company—"For the sixth annual convention of the California Retail Grocers' and Merchants' Association at Stockton on August 21st and 22d, I beg to advise that the Santa Fe Company will authorize rates on basis of one and one-third fares for the round trip, receipt certificate plan, viz: Delegates from points on our line can purchase tickets to Stockton at regular rate, the agent furnishing them a receipt certificate, and this certificate, when properly signed by the secretary of the Association, will enable the holder to purchase tickets at our office in Stockton, returning to their homes, at one-third the single trip rate. **H. K. Gregory.**"

Important Notice—Delegates' wives will be granted the same special rates as is accorded to the delegates themselves.

Stockton Merchants Active.

The Stockton Grocers' Association has a hustler of the first calibre in its secretary, Mr. W. E. O'Connor. Mr. O'Connor is proud of his Association and is proud of Stockton and he is glad to have everybody know it. The merchants of Stockton are co-operating with the grocers not only to give the visiting delegates a good time at the convention, but to show them the splendid advantages of the city of Stockton. In a letter to Secretary Connolly asking for the names of the State officers, Mr. O'Connor says:

"I wish to get into communication with each association as early as possible. Our association is rounding things into shape for the State convention and will give you our outline within a short time.

"From present indications it looks as if we would have a big convention and a very important one. We are desirous of having dispelled from the minds of our fellow merchants at a distance the idea that Stockton is only a little 'burg,' and instead give them a true idea of the commercial importance of our city and community, with the assurance that **a trip to Stockton during convention week will repay them."**

A Valuable Program.

The program for the convention is one of great value and interest. The first day will be spent in organizing the convention and in hearing reports of the officers so that the delegates will know the position of the organization. The work of the convention will be divided up among many committees in order that the matter submitted to the convention shall be carefully pre-digested. These committees will have a chance to get together and do a great deal of their work during the excursion on Monday afternoon.

In the evening there will be a session, at which some of the most successful business men of the State will address the delegates upon matters on which they are thoroughly informed. These addresses will possess special interest for the delegates.

There will be two features of special value on Tuesday. In the morning a delegate from each community represented at the convention will be requested to explain trade conditions in his city with special reference to organization work. Those associations that have achieved successes will explain how they secured their results and the representatives will be prepared to answer questions from the delegates of other communities. In the afternoon, the various committees will make their reports. The value of these reports will be increased by the fact that no resolution will be voted on, except those purely complimentary, until at least three delegates have spoken upon the subject. This action will unquestionably result in the bringing out of many valuable ideas.

The program as prepared by the Association managers is as follows:

MONDAY, AUGUST 21st, 1905.

Morning Session.

9:30—Call to Order by President Wakefield of Stockton.

(Continued on page 8.)

Oakland Elects Delegates.

Sends Letters of Condolence to Mrs. T. J. Parsons.

Oakland, Aug. 8.—The prospect of doing politics brought a large number of grocers to the Association meeting last evening. For there is one thing that the Alameda County Association is particularly noted for—its loyalty to those who have spent their time and efforts in furthering the interests of the Association.

Their chief interest was to elect a strong delegation to the State convention, to work for and obtain the election of L. Warnke to the chair of the State Association.

Alameda County believes that no one is more entitled to this position than Mr. Warnke. Not only has he served as director and president of the local Association, but he has spent two years of earnest effort in behalf of the State Association as its secretary. It must be remembered also that he worked strenuously during the legislative campaign of 1902-3 for the laws the grocers were successful in having passed, viz:

The law enabling the garnishment of public officials salaries.

The pure food law.

The mutual fire insurance law.

There is no doubt but the delegates to the convention will be glad to reward Alameda County for its staunch support of the State Association since it was first organized.

The secretary reported that he had written to President J. Salomon of the San Francisco Retail Grocers' Association, the following letter:

Mr. J. Salomon, San Francisco, Cal.

Dear Sir—The Alameda County Retail Grocers' and Merchants' Association appointed a committee at its meeting last evening, July 17, to pay your Association a fraternal visit and confer with your members on subjects both associations are mutually interested in. The committee will be present at your meeting Wednesday evening.

Trusting that this will cement the good feeling that has existed between the two associations in the past, I am, yours truly,

The secretary submitted the above letter as an answer to a claim that had been made that the Alameda County Association was discourteous to the San Francisco Association in visiting them without any notice.

The following letters of condolence were ordered sent to Mrs. T. J. Parsons, and the Del Monte Milling Company:

Letter to Mrs. Parsons.

Mrs. T. J. Parsons, San Francisco, Cal.

Dear Madam—We, the members of the Alameda County Retail Grocers' and Merchants' Association, heard with deep regret, at our meeting Monday evening, July 17, 1905, of the passing away of your beloved husband, T. J. Parsons. We feel we have lost a warm-hearted friend, and extend to you and your family our most profound sympathy in your bereavement.

We know you will find some compensation in the thought that the work of your husband will be a constant reminder of the generous and warm-

Continued on page 24.

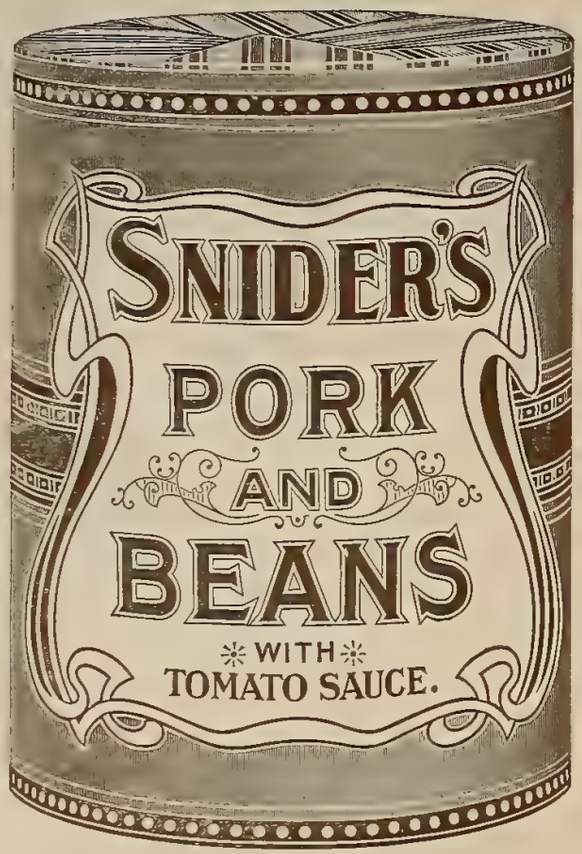
A Permanent Demand Begins with the First Sale

OF

SNIDER'S

PORK and BEANS

WITH TOMATO SAUCE



Wholesome and Satisfying

It makes no difference whether you are hungry or not, you cannot resist eating these Beans, Cold or Hot.

SNIDER'S PORK AND BEANS

with Tomato Sauce

CHARM THE PALATE.

Any article that will do that deserves the Grocer's Special Attention.

SNIDER'S PORK AND BEANS

WITH TOMATO SAUCE

cost the consumer the same price as the inferior kind.

Merchants who wish to Increase their Sales and Profits

Should Handle and Push "Snider's."

Quality made a market for **Snider's Pork and Beans.**

We know they will sell, and are not afraid to say so.

Put up in 1-lb., 2-lb. and 3-lb. tins.

Manufactured by THE T. A. SNIDER PRESERVE CO., **Cincinnati, Ohio**

Makers of Snider's Catsup, Oyster Cocktail Sauce, Chili Sauce, Salad Dressing and Tomato Soup.

Sold by all Jobbers. Send us a Trial Order.

SPOHN-PATRICK COMPANY, Sole Agents

16-18-20-22 Front Street San Francisco, Cal.

SPOHN-COOK COMPANY, Los Angeles, Cal.

SEASONABLE SUGGESTIONS.

Pointers "Borrowed" From the Columns of Various Careful Contemporaries.

Be a "booster."

Push summer drinks.

The "booster" succeeds.

Picnic goods are selling satisfactorily at present.

How would a coat of paint look on the delivery wagon?

Cables note an advancing tea market in Japan; better buy.

Picnics are not over yet. Keep the lunch goods at the front.

Don't let the coffee trade dwindle during the summer months.

Keep the fly paper moving. It won't be long until nobody will want it.

How is the trade in dampfnusse and basler lebkuchen? Is the spitzeguln moving?

How much have you made on the empty boxes and barrels since the first of the year?

California new crop prunes show increasing strength, as actual conditions develop.

Dig out the shoe blacking and the stove polish and put them to the front for a change.

Advertise your "picnic groceries." Show the goods and put out cards and prices on everything.

There is a good demand for all sorts of canned and potted meats as the picnic season is still on.

These are days when a good refrigerator is a paying piece of furniture and a pleasure to have.

Make a good, strong push of fruit jars, caps, rubbers, etc. This is the time of year to sell them.

A good lot of pipes and smokers' articles is a nice little department that can be made to pay a profit.

Save your "empties." Careful retailers often make a good thing out of selling their boxes and barrels.

Summer's a good time for window displays. Fruit, vegetables, etc., make a dandy display if well arranged.

Keep the candy stock cleaned up close this season. Some lines of these goods do not stand the hot weather.

Jelly tumblers are in large demand and the call will increase until well into the fall. Fruit jars are also moving.

Lemons are still high and there is little chance of a much lower range unless the weather becomes decidedly cooler.

Package cereal food is a good seller this hot weather. Mention it in your advertising, providing you do any, as you ought.

Short deliveries of the new pack of asparagus have been made to the jobbers. A high price level is anticipated for the next year.

Olives, canned sardines, cheese, pickles, salad dressings, etc., are sellers in the summer. How's your stock? Also potted meats?

Computing scales are as much improvement over the old method of weighing as the cash register is over the money drawer.

Rice is a very firm commodity and as soon as the full demand begins to take hold there is little doubt that prices will still further advance.

A good glass counter which displays the goods in full sight is a silent salesman that never wants a day off or asks for a raise of its wages.

Canned salmon is a strictly summer article; at least, summer sales greatly exceed the winter demand and consumption. Talk salmon.

Coffee sells in hot weather as well as at other times.? Summer doesn't mean a cessation of coffee demand, and don't you think so.

Get a spraying machine and keep the vegetables and green stuff nice and fresh. Make it look crisp and fine and it will sell all the better.

Crackers should be ordered frequently in the hot weather. Nothing is worse than an old cracker, and there is no need of selling that kind.

Canned tomatoes hold firm in a way that would indicate a steady market at least until the size of the coming pack can be closely estimated.

Lima beans are scarce, but the demand is not heavy at this season of the year. When the fall demand starts up there may be an advance in prices.

In judging teas, the body, color, strength, flavor and aroma of the liquor should be considered. The tea that has all these points in greatest degree is the best.

Some fruit does not keep well in the refrigerator. Strawberries and raspberries are better in a moderately cool place where the air can circulate on them freely.

According to advices from Smyrna the coming crop of Sultana raisins is estimated at 50,000 tons, which is about 28,000 tons in excess of the output last season.

A well-known Eastern soap firm has placed a naphtha soap on the market in competition with the Fels naphtha. It is put up in the same style cartons.

The cheese market continues firm. Use every means at your command to keep the store cool on hot days. Better have it a little dark than to have it blistering hot.

Look through the store and see how the stock is standing the hot weather. There may be some lines that will pay to work off as soon as possible, and even at a slight reduction.

Coffee and tea can be moved out with premiums, but the premiums cannot give flavor and fragrance where they are missing. The premium is all right when the goods are all right.

Now is the time to push the sale of those ready cooked breakfast foods that have been up on the top shelf for some time. Better cut the prices a little on those packages that have been held too long.

Prospects for new crop Valencia and Jordan almonds are reported good, but opening prices on future have yet to be made. Spot stocks are not heavy and are generally held steady at quotations.

Between brandy and cognac there is a great distinction. Cognac is the product of a distillate of wine grown in the Cognac region, which comprises the department known as the Charente and Charente-Inferieure.

Private advices from France give a discouraging outlook for the French sardine fishery. Stocks of last year's sardines are nearly all used up, there being little else but remnants of old packs and brands to work on.

Increasing strength has characterized the market for salt mackerel. While the catch has been quite large the demand for the fresh fish has been so heavy that the packers have had to pay more than usual for their supplies.

The Japan Tea Exporting Co., Ltd., writing from Kobe, say of Japan teas: "The Yokohama market for fine and lower grades is in a similar condition to that at Kobe; small arrivals, coupled with a fair demand, have sent the price up some 2 yen or 3 yen."

Recent reports from the apple producing sections of New York State indicate that the crop will be reduced at least one-third, and possibly more, as compared with last year. Michigan, on the contrary, reports a possibility of a bumper crop. New England will have a short yield.

Cable advices from France report a further slight advance there on future Cornes walnuts. Reports of a short crop of walnuts in France are not generally confirmed. A number of usually well posted interests here state that it is too early to figure with any certainty on the crop prospects.

At this season of the year, when there are so many stories of damage to crops and other things tending to advance the market floating around, the retailer will do well to keep cool. Do not rush off and buy a large line on the strength of a short crop report. There may be nothing in it.

Judging by the sale of fruit jars and sugar the preserving and canning by the housewife this year is larger than ever. There is no doubt that the agitation as to pure food has some effect on this. Families are putting up their own fruits so that they will "know what they are eating."

A MATTER OF HEALTH

ROYAL



BAKING POWDER

Absolutely Pure

HAS NO SUBSTITUTE

All Grocers should carry a full stock of Royal Baking Powder. It always gives the Greatest Satisfaction to customers. and in the end yields the larger profit to the Grocer.

A Book Worth Having:

"Salads: How to Make and Serve Them."

Contains numerous Recipes and Suggestions by such well-known experts as

JANET McKENZIE HILL
Editor The Boston Cooking School Magazine

CORNELIA C. BEDFORD
Culinary Editor Table Talk

MRS. HELEN ARMSTRONG
Lecturer and Teacher of Cooking, Chicago.

We will place this book in the hands of your Best Customers, without expense to you, providing that you order some

Nicelle Olive Oil



United States Government Test proves it to be finer than any other Pure Olive Oil on the market.

Put up in Half-pint, Pint, Quart and Twenty-two Ounce Bottles.

Also in One-Gallon, One-half Gallon, and Thirty-two Ounce Tins.

Send Us Your Order.

SEVILLE PACKING CO.
Exclusivists in Olives and Olive Products..
NEW YORK CITY . SEVILLE, SPAIN

Spohn-Patrick Company
Pacific Coast Agents
16-18-20-22 Front Street San Francisco, Cal.

BRANCH HOUSES
Portland, Seattle, Denver, Salt Lake City
SPOHN-COOK COMPANY, Los Angeles, Cal.

Salt has been for ages and is to-day universally employed as a preservative. It is used in the meat industry for the seasoning, curing and packing of all kinds of meats, preventing decomposition by absorbing moisture from the flesh and tissues, and at the same time imparting a flavor which is not possible with any other agent. Not only is it invaluable as an antiseptic, but it has the advantage of being also a tonic, a certain amount being necessary for health. Used in its natural state or in solution, as in brine or pickle, it is an ideal preservative. Without the use of salt, there could not exist the vast packing industry which we have to-day. Its use in the dry-salt department, with the enormous range of the products dependent upon its curative properties, is sufficient evidence of its value as a dry agency and in its solution as a pickle. The absolute dependence upon salt alone, to preserve for future consumption, such unlimited quantities of perishable goods attests its unequaled importance as an antiseptic and a preservative.—National Provisioner.

A SPLENDID OPENING.

The two stores of the late Eugene E. Geisel are for sale. They are at 1207 *Stockton* and 503 *Third*.

Mr. Geisel's stores have both been fine money earners for the past 20 years.

EASY PAYMENTS.

The right party can secure one or both of the stores by paying part cash and part in installments.

Don't Delay, Parties Now Investigating.

Full particulars from Pringle & Pringle, attorneys for estate, room 1017 Union Trust Bldg, 14 Montgomery street.

A BIG CONVENTION.

(Continued from Page 5.)

9:45—Address of Welcome by Mayor of Stockton

9:55—Response to Address of Welcome by Past President J. A. Stulz.

10:10—Meeting Turned Over to State President C. B. Pearson.

10:15—Address and Report by State President C. B. Pearson.

Appointment of Committee on Credentials.

Appointment of Committee on Rules and Order of Business.

Recess of 15 Minutes.

11.00—Report of Committee on Rules and Order.

11:10—Report of Committee on Credentials

11:20—Report of Secretary Frank B. Connolly.

11:30—Report of Organizer Aaron H. Powers.

11:40—Report of Treasurer J. Salomon.

11:50—Report of Auditing Committee.

Appointment of following Committees: (1) Pacific Coast Retail Grocers' Association, (2) Maintaining Prices (3) Dead Beats and Collections, (4) Trade Abuses, (5) State Legislation, (6) National Retail Grocers' Association, (7) Premium Schemes, (8) Extension of Organization, (9) General Resolutions, (10) Nominations.

Adjourn Till Evening.

Afternoon.

Excursion on the River.

Evening Session.

1 Convene at Hall at 8 p. m. for following program:

1. Meeting Called to Order by State President C. B. Pearson.
2. Music.
3. Address—"Value of Associations to Larger Grocers." By F. B. Fancher, Sacramento.
4. Address—"What the Future Holds." State Secretary Frank B Connolly, San Francisco.
5. Music.
6. Address—"Actual Profits." H. Hauch, Alameda.
7. Address—"The Business Side of Organizations." J. R. Newberry, Los Angeles.
8. Music.

TUESDAY, AUGUST 22nd, 1905.

Morning Session.

9:00—Reading of Important Correspondence by Secretary Connolly.

69:10—Report of Representatives of Various Committees.

11.10—Report of Committee on Constitution and By-Laws.

Recess at 12 Prompt.

Afternoon Session.

1:00—Report of Various Committees.

(Each resolution regarding trade problems must be spoken on by at least three delegates before a vote is taken.)

Unfinished Business.

Choice of Next Convention City.

Election of Officers (including three Pacific Coast Directors.

Evening.

8:30—Banquet.

LILY CREAM

THE ORIGINAL BIG CAN

For Sale by All Jobbers.

Pacific Creamery Co.

San Francisco Office, 115 Davis St.



DIVIDEND NOTICE.

The Retail Grocery Business will declare Dividends if run without waste of time or merchandise. Rapid Systems and accurate Weighing are necessity.

THE BOND AUTOMATIC WEIGHER

is independent of the operator and guarantees Speed, Accuracy and Cleanliness.

Learn about it by addressing

BOND SCALE CO.

Office and Factory

1640 San Fernando Street,

LOS ANGELES

Branch Office and Salesrooms

220 California Street

San Francisco

CRACKER-JACK

THE MORE YOU EAT
THE MORE YOU WANT
THE WORLD'S GREATEST
5¢ SELLER

100 Packages to Case $3.65
Case weighs 40 pounds gross.
Dodge, Sweeney & Co., AGENTS SAN FRANCISCO

Babbitt's Standards.

ALWAYS UNIFORM!
ALWAYS RELIABLE!
ALWAYS THE BEST!

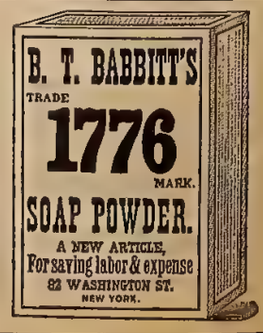


B. T. Babbitt's Concentrated Lye,

The ready soap maker—a powerful disenfectant—an excellent fertilizer for dipping prunes, spraying trees, etc.

Manufactured by

B. T. Babbitt, (Inc.) New York City.



The C. B. JENNINGS CO., Agents, 121 California St., San Francisco, Cal.

RUEF MAY CONTROL.

Possibilities That Are Shown by Present Political Conditions.

On the night of August 8th Ruef had 168 delegates. These men were in one solid phalanx with one recognized head.

In opposition were 231 delegates, the control of which was divided up among at least fifteen bosses, each of whom claimed his following, and nearly all of whom were jealous of the others.

There was only one man who had a delegation of any real strength, and that was Ruef.

While they were jealous of each other, the opposition leaders were more jealous of Ruef. They all recognized his cleverness and his power, however, and before August 9th was over, 22 delegates had been enrolled under the Ruef banner without solicitation on his part.

In the beginning, it only required the addition of 32 delegates to give Ruef control of the convention. It is not hard to understandstand how, before this paper will be in the hands of its readers enough delegates will be allied with Ruef to assure him the unquestioned leadership of the Republican party in San Francisco.

A Four-Year Fight.

Ruef has won this position after a fight of more than four years. It began in 1901, when, with the backing of all the daily papers, Ruef planned and organized the Republican Primary League of which Eugene E. Schmitz was one of the directors. Both these men were lauded to the skies then as the representatives of the best Republican sentiment in the city.

A series of mischances prevented the triumph of reform at the time, and Martin Kelly, Phil Crimmins and their friends won the convention. Ruef in opposition to these men, elected Schmitz as Mayor, and he has outmaneuvred his opponents ever since.

Wins Against Many.

The showing at the primary election of Tuesday was remarkable. Three great daily papers, the Merchants' Association, the Grand Jury and the Citizens' Alliance, together with about $100,000 which was put at the disposal of politicians whom he had defeated in various fights, were banded together to fight one man. There can be no question about the issue. It was "Ruef."

Yet the "Bulletin" admits that Ruef brought the Regular Republican, the Opposition Democrat and Union Labor votes out to the primaries, amounting in all to 20,407 votes, while the allied forces arrayed against him were able to muster only 19,029 votes in the League, Regular Democratic and Opposition Union Labor tickets. That one man arrayed against so many should produce such splendid results is truly remarkable, and shows a strength that is worthy of careful consideration.

Politicians want results. The practical politicians allied with the San Francisco Republican League will, with a few notable exceptions, probably find Mr. Ruef glad to accord them recognition commensurate with their strength, since Mr. Ruef is a shrewd politician and will know that a strong and permanent machine can only be built through mutuality of interests.

The grocers of San Francisco have always found the present administration friendly to their interests, and, as a rule, they gave their influence and votes to the Regular Republican nominees.

A one-time grocer is the kind that gives his Customers something he would not give them if they knew better.

They soon find out.

Schilling's Best

keeps the customers it makes.

OVERCOMING LOW PAY.

The low pay that prevails among the majority of stores is the great drawback to the desirability of a career in a store. The young man about to choose a life vocation quite properly wants to begin by making as much as he can, provided the place holds out to him the offer of a future. The average store, whether large or small, does not hold forth any high pay for the beginner.

Right at the start is where the majority of young men who begin work in stores make their big mistake. They refuse to consider the work of a store in the light of a profession or trade. But the man who is in the store manager's chair got there by taking the business of the store seriously and by learning it while he was drawing small pay in a minor position.

How long before the clerk will experience his first promotion will depend entirely upon himself. He may be a salesman for three or four years Then, if he is the right man in the right place, he will find that there are plenty of other places where a good man can be used to advantage in a store besides behind the counter. As he rises his pay will grow proportionately larger and his opportunities for showing what kind of stuff there is in him will increase.

Not that success is to be had for nothing in this line any more than in others. But it is a fact that most of the men in high positions in large stores and most owners of smaller establishments came up from the ranks of salesmen and other employes. They want good salesmen, and as salesmen they received the training that makes them good business men now. The man who will make a good salesman will, without further training, make a good, active business man.

A THANKFUL READER.

In a letter of the 6th inst., in which J. J. Ryan of 1800 Fourteenth street, Sacramento, informs us of his recent disastrous fire, he says:

"I am thankful for the information I received from your **Advocate**, for which I have subscribed for so many years."

Under the Minnesota pure food laws the manufacturers say that their largest sales are of cheap "flavors" instead of "extracts." The law requires extracts to be made of nothing but alcohol and the essential oil taken from the lemon, vanilla bean, or whatever it is. Extracts must have a specified strength, also. The law does not prescribe the substance to be used in making flavors. The lemon flavor does not have to contain any genuine lemon oil. The only thing the law objects to in these is artificial colorings. Whatever the substance used to produce the flavor, so long as it is not injurious to health, it may be sold, but it must not be colored with dyes or any foreign substances.

ASSOCIATION NEWS.

St. Louis—The Retail Grocers' Association is agitating a movement to have the wholesalers discontinue selling to consumers. The St. Louis grocers passed a resolution through the State convention that the legislature be asked to put a license of $5,000 on trading stamp companies similar to the law now in force in Louisiana, which has recently been declared to be constitutional.

Indianapolis, Ind.—A food show is to be given under the auspices of the Retail Grocers' Association by a company which makes a specialty of this kind of work. The retail grocers of Indianapolis found the Standard Oil Company was selling to their customers through a dummy company. This company cut the price of oil to within a cent or two of the wholesale quotations. The grocers turned their business to an independent company and the manager of the Standard Oil Company then took up the business of the dummy company and discontinued the selling to consumers.

Cleveland, Ohio—The Grocers' Association and the bakers are conferring in order to secure a satisfactory basis upon which the bread business can be conducted. There has been much dissatisfaction owing to conditions due to advance in the price of flour, which upset the plans of the bakers, who refused to take back stale bread. The recent picnic of the Grocers' Association was a great success.

Rochester, N. Y., July 27th—The Association grocers have caused the arrest of twelve independent grocers during the past few days on a charge of selling goods on Sunday. The Association grocers only number 60, as against 200 not in the association. The first man arrested was acquitted, the Judge holding that a grocer could not be found guilty for the act of his clerk unless he had specifically ordered the clerk to do certain things.

Huntsville, Ala.—The Farmers' Club of Madison County has declared war against the Retail Grocers' Association of this place because the latter have influenced the wholesale grocers not to sell to any but retail stores.

Minneapolis—Through co-operation with the Merchants' State Mutual Fire Insurance Company of North Dakota, the State Grocers' Association received an addition of about $75 per month to its income. The insurance company allows the State Association 25 per cent on all premiums received.

Illinois—The Retail Grocers' Association Mutual Fire Insurance Company has paid an annual return dividend of 20 per cent since its origin. This means that it has lessened the cost of insurance to its policy holders about one-fifth.

A KIND LETTER.

A Well-Known Grocer Expresses Gratitude.

The Bond Scale Co. are in receipt of a letter from the J. R. Newberry Co. expressing their satisfaction with the benefit derived from the use of the Bond Automatic Weighers they have installed, and signifying their intention of adding several more.

Many letters from small dealers have also been received, showing clearly how well it pays even the small or medium sized store to use these wonderful machines.

The Bond Automatic Weigher is undoubtedly the coming apparatus for weighing all free running materials.

MADERA WANTS PROTECTION.

Madera, Aug. 4th—The business men of this town are planning to form an organization similar to that which has been in just successful operation at Modesto for the past two years for the purpose of shutting out dead beats.

COMMERCIAL CONGRESS.

Important Meeting of Business Men to Be Held at Portland Next Week.

The sixteenth annual session of the Trans-Mississippi Congress is to be held at Portland on August 16th and 19th, inclusive.

This Congress will be a meeting of the business men from the states west of the Mississippi, which will have for its chief purposes the following:

Development of the Oriental trade by every means consistent with the integrity of the United States as a nation.

Trans-Mississippi States, through Gulf and Pacific Coast ports, to supply the Oriental markets.

Just transportation rates as a means to promote inter-state commerce.

Liberal government aid for river navigation.

The commercial supremacy of the American republic in the Pacific ocean.

American dominion over the Isthmian Canal as a guarantee that the commercial interests of the American republic are properly safeguarded.

The governor of each state interested has appointed men to represent their respective states. Among those from San Francisco is Mr. Andrew R. Patrick, who is well known to the trade of the Pacific.

Through the efforts of this Congress many important public works have been instituted by Congress. In California the Laguna dam will soon be started to cost $1,000,000. In Nevada, Colorado and Arizona large sums of money will be spent in restraining waters for the reclaimation of arid lands. This work will add materially to the values of Pacific Coast property.

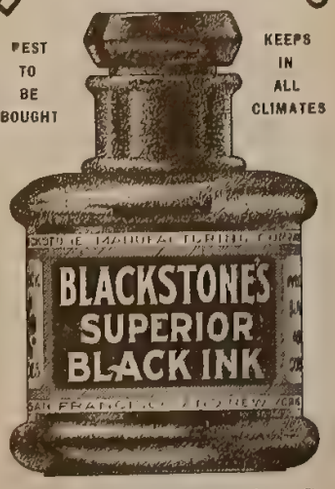
AN ACCOUNT REGISTER.

Cash registers have established their value with the retail merchants of the state so that now no store is considered complete without one. W. A. Hawley, with offices in the Jas. Flood building, is now presenting to the trade the McCaskey account register, for which a great deal is promised in the matter of keeping track of account sales by a simple and effective system.

BLACKSTONE'S INKS

BEST TO BE BOUGHT

KEEPS IN ALL CLIMATES



Blackstone Manufacturing Co.
(Incorporated)
MANUFACTURERS OF
WRITING FLUIDS,
Mucilage, Shoe Polish, Shoe Paste, Shoe Dressing and Liquid Glue.
Office and Factory,
1960 Howard St. San Francisco
Telephone Capp 1111.

TALKS ON SUNDAY CLOSING.

The Knocker in Inter-State Grocer Gives Some Ideas Worth Considering.

I believe I have learned at last why the saloon-grocers object to the lid being on on Sundays. I used to think like everybody else, that they regretted the loss of their Sunday receipts. But that don't trouble many of them. What they don't like about it is the fact that they can't work on Sunday. They actually have to take a day off. Yes, sir, the poor fellows, they can't work It's a shame. They don't know what to do with themselves. They are like fish out of water. They are lost. And that's the reason they have those remorseful signs behind their bars: "Don't blame Folk, blame me—I voted for him."

This is no joke. Make the rounds as I do and prove it for yourself. They will tell you: "I lay around the house all day and don't know what to do with myself, and when Monday morning comes I am more tired than if I had worked in my store all day Sunday."

Just think of it! Don't know what to do with himself. With the most beautiful parks in the world all around him, an abundance of free concerts by first-class bands, and the many summer gardens where one can go for recreation for self and family. No wonder these men have the store like "the man with the hoe." They don't appreciate the beautiful sunshine, the green fields and the many other blessings bounteous nature provides for them outside of their store. To them the world is bounded by four walls. In the front is their grocery and in the rear the saloon. All the people in the world are those who come for business. The only music they know is the song on the cash register. The only book they read is the cash book. Their most firm belief is that a hundred cents make a dollar and seven pounds of beef makes a good soup.

The only recreation they take is when they go to a funeral, and most times they combine business with pleasure even then.

Now let us analyze their position. If they would tell one of their clerks that in the future he could have a holiday every Thursday and that clerk would refuse on the ground that he felt better working, and consequently stayed around the store all day Thursday, this clerk would most likely be considered a ripe subject for a lunatic asylum.

And yet they are exactly in the same position as this clerk—the law says to them: You must close your saloon on Sunday; you can have a holiday. And they, like the clerk, object to it. They can't plead the old excuse that their competitor might get their trade if they chose. Their competitor has to close also

What is the good of making money if you can't enjoy it? Witness John D. Rockefeller. With all his millions he lacks the capacity of enjoying one single dollar of it. What he wants now, I understand, is sympathy. I would like to sell him about a million dollars' worth of mine, if his money wasn't tainted.

Money is only good for the comfort and enjoyment it affords. If we become slaves to money, if we strive till old age accumulating more and more till we have passed the time when we are physically and mentally no longer able to enjoy it, what good is it then? We are put into this beautiful world to enjoy it. But we can't enjoy it as it is intended we should, behind the four walls of a grocery seven days in the week, year after year.

"All work and no play makes Jack a dull boy." That means you and me. Get out on Sundays. Take your family for an airing. Enjoy the music and watch others enjoy themselves Try this next Sunday and note on Monday morning how refreshed your feel. Such is genuine rest. Even though you may be physically tired when you return home Sunday night you will notice that your appetite is improved, the cobwebs are brushed from off your brain, your mind is clearer and you will pursue your duties with a renewed energy and vim that will well repay you for the day your business was closed.

Besides, your business associates, your friends, even your customers will have a better opinion of you. You will become optimistic and will learn that this is a kind, good old world for even a grocer.

ONLY FOUR DAYS MORE.

Contest of Porto Rico Coffee Company Will Soon Be Closed.

Retail grocers have only until midnight on Monday, Aug. 14th, in which to have their orders counted in the contest instituted by the Porto Rico Coffee Co., to reward those dealers who might sell the most Ponce de Leon coffee The two retail grocers in San Francisco who have handled the most Ponce de Leon from April 15th to August 15th, will each be awarded a gent's solid gold Waltham watch, valued at $60. There are four other watches of similar value to be distributed to the four retail grocers outside of San Francisco who have handled the most Ponce de Leon coffee.

Many dealers have made a specialty of the goods and have succeeded in building up a splendid trade on them. The Porto Rico coffee is recognized in the coffee world as being of extraordinary merit. The "Ponce de Leon" brand is the highest class of Porto Rico coffee.

A GREAT SAVING.

When the grocer buys a good refrigerator he has effected a great saving. The refrigerator not only keeps goods fresh and saleable that would otherwise dry out, but they also prevent great loss in weight.

The grocers should be careful to get a good refrigerator Examination will satisfy them that the McCray Refrigerator, of which the Beck-Wakefield Co., of 122 Market street, are the agents, is the best of its class and will prove a paying investment. These refrigerators are sold on easy payments.

Quality

Counts before **QUANTITY** with shrewd buyers



—Our Goods are Always Satisfactory—

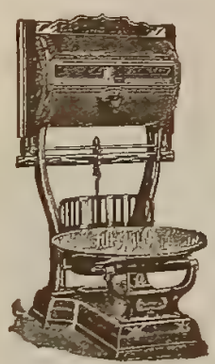
Helvetia Milk Condensing Co.
Highland, Ill.
San Francisco Office, 3 Calif'a St.

FIRST HIGHEST AWARD

The Complete Exhibit of the

Dayton Money-Weight Scales

At St. Louis World's Fair, 1904, received the HIGHEST AWARD and GOLD MEDAL.



MANUFACTURED BY
Computing Scale Co.
DAYTON, OHIO

1—They give the correct value of the article being weighed.
2—They prevent loss from errors in calculation.
3—They save time required in making calculation
4—They are made better than ordinary scales.
5—With proper care they will last an ordinary life-time.
6—The pivots are of hardened tool steel, and with agate bearings inserted at the proper point, are practically indestructible.
7—They are sensitive to the very small fraction of an ounce.
8—They are an ornament to any store.
9—They are the only scale that is mechanically honest.
10—Customers, knowing them to be an honest scale, like to have their purchases weighed on them.
11—Sold on easy monthly payments.

With the **Money Weight Scales** you at once weigh goods **AT THEIR MONEY VALUE.**

Send for further information to

PIERCE & CO., PACIFIC COAST AGENTS

846 James Flood Building, Cor. Market and Powell Sts., San Francisco, Cal.

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Each of these departments in this Price List is checked up and corrected every week by two or more reliable authorities on values. More than thirty wholesale houses co-operate with us to secure for our List the greatest accuracy possible.

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Paraffine Candles	31
Pastes	13
Patent Medicines	36
Peach Butter	10
Peanut Butter	26
Pearled Cereals	17
Peels	26
Pens (steel)	38
Pepper	19
Pepper Sauce	28
Pickles	27
Pigs Feet	8
Pim Olas	26
Pineapples (canned)	7
Pipes	40
Playing Cards	
Plug Tobacco	39
Plum Pudding	
Polish, Metal	33
Polish, Stove	32
Polish, Stove	33
Pop Corn	26
Pork and Beans	10
Pork, Barreled	7
Potato Mashers	37
Potted Fish	13
Preserves	8
Pretzels	27
Provisions	7
Prunes	6
Raisins	6
Rice	18
Rolled Cereals	18
Rolling Pins	37
Rootbeer	27
Rope	33
Sago	18
Salad Oil	26
Salad Dressing	27
Saleratus	20
Salmon (salt)	12
Salmon (canned)	13
Sal-soda	15
Salt	28
Saratoga Chips	28
Sardines	14
Sauces	28
Sauerkraut	28
Sausages	8
Seeds	33
Sheep Dip	33
Shelf Paper	36
Shell Fish	14
Shoe Blacking	32
Shoe Dressing	32
Shrimps	14
Smoking Tobaccos	39
Soda and Saleratus	20
Soap	16
Soap, Scouring	16
Soups	29
Spanish Delicacies	40
Spices	19
Spittoons	37
Spoons, Wood	37
Sprats	14
Starch	15
Stepladders	37
Stick Candy	21
Stove Polish	32
Sugar	3
Sugar, Maple	4
Syrup	3
Tacks	37
Tamales, etc.	29
Tapers, Gas	37
Tapioca	18
Teas	2
Tobacco	39
Tobacco Cutters	37
Tobasco Sauce	27
Toilet Paper	32
Tooth Picks	27
Traps	37
Tripe	8
Truffles	29
Tubs	37
Turpentine	17
Twine	33
Twine Holders	37
Vegetables (canned)	6
Vinegar	29
Washboards	37
Washing Powder	18
Wax	33
Whips	37
White Lead	17
Wicking	37
Willow Ware, etc	35
Window Screens	37
Wringers	37
Writing Paper	37
Wooden Ware, etc	35
Yeast Cakes	29

COLUMN 1.
Department 1.

COFFEE, CHICORY, ETC.

Green Coffee.

Mocha, Genuine Arabian	23	25
No 2	17	18
No. 3	16	
Kona (Hawaiian)	10	13
Mexican	12	13
Java, common	15	18
Java, brown plantation	20	25
Caracol, prime washed	13	16
Caracol, ordinary	13	14
Guatemala	11	17
Costa Rica	12½	16
Salvador	10¾	12

Roast Coffee.

Salvador	12	20
Costa Rica	16	20
Java	24	31
Mocha Aden	27	31
Prme W shd, C. A. Blends	19	24
Good C. A. Blends	13	20
Ordinary Blends	12	13

Private Brands.

Royal Java Roast	13
Lion, 100-lb	14.87
Arbuckle's, 100-lb	14.87
Arab, 1-lb tin	.13
Hill's Bros Arabian Roast	.27
"M.J.B.," 60 1's in case	.28
"M.J.B.," 30 2 s in case	.27
"M.J.B.," 24 3 s in case	.25

Schilling's Best Coffee.

	Tins: 30-lb price			60-lb case ¼ off
	1-lb cartons	1lb tins	2lb tins	3lb tins
5-star	30¼	30¼	30¼	30
4-star	29¼	29¼	29¼	29
3-star	25¾	28¾	27¾	27½
3-star Laquered (3-lb. tins only)				27½
2-star	22½	25¼	24¼	24
1-star	18¾	21¾	20¾	20½

Cartons only in 25, 30 or 100 lb cases can be assorted as required.

The Porto Rico Co.

Ponce de Leon, sealed cans only, 1-lb 30, 2-lb 29, 3-lb	28½
Cream of Moca, 1-lb. cartons	25
La Gloria de Porto Rico in bulk	26

Ground Coffee.

Hill's Bros. Arabian Roast	27
Cafe des Gourmands	25
Mexomoka	15

Chicory.

California	6
Belgian	7
German, Genuine	5

Coffee Extracts.

Bulk, per lb	07
Vienna, ¼'s, 10-lb bx	25
Vienna, 1's, 10-lb. bx	25
Ackermann's, ½-gross bxs., gross	4 00

COLUMN 2.
Department 2.

TEAS.

Japan.

(Panfired Sundried or Basket-fired.)		
Extra Fancy	56	74
Fancy	41	55
Extra Choicest	39	43
Choicest	34	38
Fine	24	33
Fair	23	24

Green China.

(Gunpowder, Imperial or Young Hyson.)		
Extra Fancy	55	76
Fancy	32	46
Choicest	35	37
Extra Choice	32	34
Fine	25	31
Fair	20	25

English Breakfast.

Extra Fancy	67	80
Fancy	51	66
Choicest	35	50
Choice	24	30
Fine	20	22
Fair	15	20

Oolong.

Extra Fancy	53	$1.50
Fancy	50	57
Extra Choice	36	48
Choicest	33	35
Fine	27	32
Fair	22	26

Ceylon and India

Broken Orange Pekoe	36	65
Broken Pekoe	33	56
Orange Pekoe	31	53
Pekoe	27	46
Pekoe Souchong	24	39

Schilling's Best Teas.

(Packed only in 16, 12, 8 and 6-oz. Cartons. Never in bulk.)

Japan, per lb	45
do, 1 crn., 90c; 2 crn.	$1.80
English Breakfast	45
do, 1 crn., 90c; 2 crn.	$1.80
Ceylon	45
do, 1 crn., 90c; 2 crn.	$1.80
Oolong	52½
do, 1crn., 1.05, 2 crn.	2.10

TREE TEA

(Pride of Japan, etc.)

Packed in 1 lb. and ½ lb. cartons

Japan	37½
E. B. Congou	37½
Oolong	50
Gunpowder	45
Ceylon	40

COLUMN 3.
Department 3.

SUGAR AND SYRUPS.

The Western Sugar Refining Company quotes net cash prices as follows. Barrels are an advance of 10c, half barrels, 25c, boxes, 50c, 50-lb. bags, 10c.

Dry Granulated, 100-lb. sk	4	95
Fruit Granulated	4	95
Confectioners' A	4	95
Cube	5	20
Crushed	5	20
Fine Crushed	5	20
Candy Granulated	5	05
Magnolia A	4	85
Extra C	4	45
Golden C	4	35
Beet D. G	4	85
"D" Sugar	4	25
H. & E. Crystal Dominos	7	95
Bar Sugar, bbls	6	06

¼ cent off for prompt cash.

Do.	¼-bbls	6 80
Do.	40-lb. tins	8 60
Do.	30-lb tins	8 60
Do.	30 lb. boxes	7 45

SYRUPS.

Saratoga Drips (Long's)	gal.	Gal.
50-gal. bbls.	$	50
30 gal. bbls.		52
17 gal. bbls		55
5 gal. jackets	2	36
2½ gal jackets	2	61
2 gal kits	1	23
1½ gal. kits		91
1 gal tins		70

Pac. Coast Syrup Co.

Tea Garden Drips—	Case
12, 1 gal. tins	$8.40
20, ½ gal. tins	7.70
24, ¼ gal. tins	5.34

Orange Blossom Drips.

6 1 gal. tins	per case	$2 40
12 ½ gal.	" "	2 60
24 quart	" "	2 60
36 2-lb	" "	2 85
50-gal. bbls		33
28-gal. ½-bbls		35

Molasses.

New Orleans

Genuine Light, about 50 gals. bbls.	50
Genuine Light, 30 gal. ½ bbls	52
Genuine Light, 15 gal. ¼ bbl	55
Genuine Light, 5 gal. kegs, gal	57

	Doz.
Pelican, 12 1 gal tins	9 60
Pelican, 20, ½ gal tins	8.50
Pelican, 24, ¼ gal. tins	6.10

COLUMN 4.

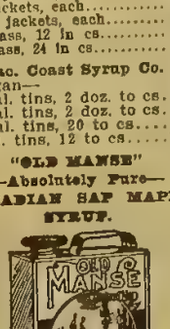
Maple Syrup.

Woodlawn (Long's)	case.	Case.
Gal cans, 10 to cs	$11	00
Gal. cans, 6 to cs	6	60
½ gal cans, 12 to cs	7	14
¼ gal cans, 24 to cs	8	10
10 gal. jackets, each	10	15
5 gal. jackets, each	5	11
4½ gal. jackets, each	4	63
Qts., glass, 12 in cs	4	60
Pts., glass, 24 in cs	4	90

Pac. Coast Syrup Co.

Toboggan—	Doz.
⅛ gal. tins, 2 doz. to cs	2.25
¼ gal. tins, 2 doz. to cs	4.00
½ gal. tins, 20 to cs	7.20
1 gal. tins, 12 to cs	13.20

"OLD MANSE"
—Absolutely Pure—
CANADIAN SAP MAPLE SYRUP.



	Doz.	Price.
1 gal. cans, ⅛ doz. in cs.	$15	00
½ gal. cans, 1 doz. in cs.	8	00
¼ gal. cans, 2 doz. in cs.	4	25
⅛ gal. cans, 4 doz. in cs.	2	60
Qt. bottles, 1 doz. in cs.	4	50
Pt. bottles, 2 doz. in cs.	3	00
Decanters, 1 doz. in cs.	5	50
4½ gal. Jackets, per gal.	1	15

Retail Discount—5 cases 5%; 10 cases 7½%; 25 cases or over, 10%.

On each package we offer to forfeit $1,000.00 if found short in measurement or containing any impurities

Maple Sugar.

Vermont, gen. pure, abt. 30 1-lb bricks, per lb	17
Vermont, gen. pure, abt. 20 1-lb bricks, per lb	15½
Log Cabin, in 1, ½ and ¼-lb bricks, assorted in 25-lb pails per lb	15
Scudder's, in 1, ½ and ¼-lb bricks, asstd., per lb	14

COLUMN 5.
Department 4.

DRIED FRUITS, NUTS AND HONEY.

(Add ¼c for 50-lb boxes and ½c for 25-lb. boxes.)

Apples.

Sundried, sacks	5
Evap, fancy 50-lb bxs	8½
Evap, ex choice, 50-lb bx.	8
Evap, choice 50-lb bx	7½

Apricots.

	1905 Crop
Choice Sacks	7¼
Fancy Sacks	8
Fancy, 25-lb boxes	8½

Blackberries.

In boxes, per lb	13

Cherries.

Pitted, in boxes, per lb	30
Unpitted, in boxes, per lb	11

Currants.

In bbls (tubs 6%)	6½
In mats, 50-lb	7
Recleaned, in bbls	7
Recleaned 25-lb boxes	7½
Recleaned, 50-lb boxes	7½
Recleaned 1-lb carts	8½
Recleaned, 12-oz. carts	6¼

Dates.

Fard, 14-lb, per lb (70-lb 7)	8
Persian, 65-lb case	6½

Figs (California).

Black, sacks	6
Black, 25-lb boxes, per bx.	1.20
White, bags	4½ 5
White, 10-lb bx. per bx	60
White, 10 1-lb bcks, pr bx.	65 75

Figs (Imp. Smyrna.)

Fancy, 10-lb bx, per lb	18
Choice, 5-lb bx, per lb	16

Nectarines.

White	8½
Red	8

Peaches.

Choice, in sacks	8
Ex. choice, in sacks	8½
Fancy, in sacks	9

Pears.

Choice, ¼'s, in sacks	10
Ex choice, ½'s, in sacks	11
Fancy, ½'s, in sacks	12

Plums.

Unpitted	3
Pitted, bleached	9
Pitted, black	7

COLUMN 16.

Department 12

Soaps and Washing Powder

Western Star Soap

WHITE PETROLEUM BLEACHING.

100 bars per case $4.10

LASCO KOLD WATA NAPTHOL.

100 Bars per case $4.00

Free Delivery in San Francisco Oakland, Alameda and Berkeley

manufactured by

Los Angeles Soap Co.

San Francisco Office, 115 Davis St.

Telephone Grant 110.



THE BEAVER SOAP CO.,
Dayton, Ohio.

Grandpa's Wonder Soap.

100 cakes 4-oz $3.60
50 cakes 4-oz 3.50

Powdered Soap.

Grandma's Borax, 24 3-lb. per case $4.00
Grandma's Borax, 60 12-oz. per case 2.40

Peet Bros.

Silk Soap 2.80
Ammonia Benzoline 3.85
Cocoa Borax 4.10
Crystal White 3.15
Lily White (Floating) 3.80

Standard Soap Co.

Top Notch, 100, 10-oz. $3.50
Sunburst, 100 12-oz 3.75
Yellowstone, 100 14-oz 3.75
Marigold, 100 16-oz 3.90
Thomas' Cool Water, 100 13-oz 4.00
Thomas' Cool Water, 20 13-oz .85
Milo, 100 4-oz., 100 cartons..... 6.50
Magno "Floating Borax," 100 10-oz. 4.00
Gold Medal Borax, 100 10-oz... 5.50
Gold Medal Borax, 20 10-oz.... 1.15
Purity, "Floating," 5c size.... 3.90
Purity, "Floating," 10c size.. 6.25
Purity, "Floating," 10c size, 20 1.30
Electric Mineral, 100 16-oz.... 5.50
Electric Mineral, 20 16-oz..... 1.15
Peerless Kitchen, 100 10-oz.... 3.00
Peerless Kitchen, 20 10-oz..... .65

Miscellaneous.

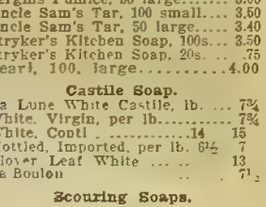
Miller's Naptha, per case 4.35
½ doz. toilet free.
Fels Naptha, 100 14-oz..... 4.40
Hot or Cold, 100 10-oz..... 4.00
Life Buoy, 100 ..... 4.00
Mikado, 100 14-oz..... 3.90
Mikado, 20 14-oz..... .85
Lenox, 100 ..... 3.00
Lenox, 20 ..... .75
Ivory, 100 10-oz..... 7.00
Fairbanks Clairette, 100 ..... 3.30
Fairbanks' Santa Claus, 100... 2.85
Fairbanks' Copco, 100 ..... 3.90
Fairbanks' Fairy Oval, 100.... 3.90
Grandpa's Wonder, large, 50.. 3.50
Grandpa's Wonder, small, 100. 3.60
Peets' Pine Tar, 50 ..... 1.90
Peets' Pine Tar, 100 ..... 3.75
Babbitt's, 100 ..... 4.10
Jergins Pumice, 50 small..... 1.75
Jergins Pumice, 50 large..... 3.00
Uncle Sam's Tar, 100 small.... 3.50
Uncle Sam's Tar, 50 large..... 3.40
Stryker's Kitchen Soap, 100s... 3.50
Stryker's Kitchen Soap, 20s. .. .75
Pearl, 100, large..... 4.00

Castile Soap.

La Lune White Castile, lb. ... 7¾
White, Virgin, per lb..... 7¾
White, Conti 14 15
Mottled, Imported, per lb. 6½ 7
Clover Leaf White 13
La Boulon 7½

Scouring Soaps.

Bon Ami, 3 doz to cs, pr cs.. 2 50



Sapolio, scouring, ½ gross box, per box 4 50
Sapolio, hand, ½ gross box, per box 4 50

WASHING POWDERS.

Gold Dust, 24 3's, per case.... 4.50
Gold Dust, 100/10-oz..... 4.50
Gold Dust Duo, 1 cs. free with 5 at $4.20 for 5 $4.40 for 6 doz.
Lavarine, 36 1-lb., per case.... 3.00
Lavarine, 100 5c pkgs. 3.70
Parline, 36 1-lb pkgs. 3.10
Pearline, 100 6-oz pkgs. 3.75
Soaperine, 20 3-lb. pgs. 3.60
Soaperine, 50 1-lb. pkgs 3.35
Soaperine, 100 ½-lb. pkgs 3.60
Babbitt's 1776 6-oz 2.85
Kleeno, 72/1's 4.50
Kleeno, 24/3's 4.25
Kleeno, 100/1½'s 3.75
Grandma's Borax, powdered 24 3s 4.00
do. 60, 2¼s 2.40

COLUMN 17.

Department 13

OILS, PAINTS, ETC.

Coal Oil.

Water white, coal, bulk..... 12½
Pearl, cases, 25's 18
Astral, cases, 25's 18
Star, cases, 25's 17½
Ex. Star, cases, 25's 20½
Elaine, cases, 25's 26

Gasoline and Benzine.

86° Gasoline, bulk, 25 cases.... 31
74° Gasoline, bulk 16 cases..... 22
63° Benzine, bulk, 13 cases..... 19

Turpentine.

Strictly Pure, cases, 2-5's..... 81
Do drums or iron bbls. 75

Linseed Oil.

Strictly pure, raw, bbls.....gal 60
Do. boiled, in bbls...gal 62
Do. raw, cs, 2-5's....gal 65
Do. boiled, cs, 2-5's..gal 67

Castor Oil.

Baker's AA, cs, 2-5's 1.16
Pure, No. 2, cs, 2-5's..... 1.05
No. 1, cs, 2-5's ..... .70

Lard Oil.

Strictly pure, bbls., 75 cs..... 80
Sup. Win., str., bbls. 65 cs.... 70
No. 1, bbls. 55 cs 60

Neatsfoot Oil.

Cooper's bbls, 75 cs..... 80
Extra, bbls, 62½ cases..... 67½
No. 1, bbls, 57½ cases..... 62½

Lubricating Oils.

Star Cylinder Oil, bbls, 60 cs..65
Columbia Cyl. Oil, bbls, 40 cs..45
Gem Cyl. Oil, bbls, 30 cs.....30
Ruby Cyl. Oil, bbls, 50 cs.....60
Star Engine Oil, bbls, 50 cs....65
Columbia Eng. Oil, bbls, 30 cs.35
Paragon Eng. Oil, bbls, 45 cs..55
Red Eng. Oil, bbls, 27 cs.....32
Star Mach. Oil, bbls, 30 cs.....35
Star Dynamo Oil, bbls, 50 cs...55
Star Spindle Oil, bbls, 40 cs....45
Star Sep'tor Oil, bbls, 50 cs....55
Favorite Sep'tor Oil, bbls, 25 cs.30

Miscellaneous Oils.

Union Salad Oil 45 50
Globe Salad Oil 45 50
Pure Sperm Oil 75 80
No. 1 Polar 50 55
China Nut oil, ord'ry.....62½
China Nut oil, No. 1.....80

WHITE LEAD.

Pioneer, in kegs 7 7¾

DRY PAINTS.

Eng. Paris White, bbls. 1.35 1.60
Whiting, bbls 1.00 1.15
Kalsomine, bbls 1¼
Prince's Min'l B'wn,bbls 1.65
Yellow Ochre, bbls 1½
Eng. Ven. Red, bbls.... 1.50

Department 14

FARINACEOUS GOODS.

Flours.

GLOBE MILLS,
Cor. Chestnut and Montgomery

California Selected Wheat,

Barrel
** "Banquet" (fancy patent)..$5.05
*** "Silver Star" (patent).... 4.65

Blended Wheat,

*"Al" Family 5.15

Entire Eastern Wheat.

Globe, Bakers' .....

(½ bbls. 10 cents per bbl. higher.)

*"Al" must be retailed for not less than $1.40 per ¼ sack.
**"Banquet" must be retailed for not less than $1.30 per ¼ sack.
***"Silver Star" must be retailed for not less than $1.25 per sack.

FLOURS.

Allen's Boston Brown Bread Flour, 24 pkgs, per case..... 3.60
Allen's Flour, 10 10-lb bags, per bale..... 4.50
Cal Family $5.05 $5.10
Cal. Bakers', extra..... 4.80 4.90
Buckwheat, 10-lb sacks, per 100 lbs $4.50
Self Rising Buckwheat, 10-lb sacks, per 100 lbs..... 6 00
Graham, 10-lb sacks, per 100 lbs 3 25
Rice, 10-lb sks, per 100 lbs..... 8.00
Rye, 10-lb sacks, per 100 lbs.... 3.75
Whole Wheat, 10-lb sacks, per 100 lbs 3 50

Meals.

Yellow Corn, 10-lb sacks, 100 lb.$2.75
White Corn, 10-lb. sacks, 100 lb. 2.75
Ex. Cream Yellow, 10-lb. sacks, per 100 lbs. 3.75
Ex. Cream White, 10-lb sacks, per 100 lbs. 3.75
Oat Meal, 10-lb. sacks, pr 100 lbs 4.25
Steel-Cut Oat, 10-lb sacks, per 100 lbs 4.50

Pearled Cereals.

Pearl Barley, ...$6 00
Pearl Wheat, 160-lb bbls..... 4.40

Rice.

Choice Seed Japan.....$0.04
Good Seed Japan. ..... .03¾
Fair Seed Japan ..... .03½
Fancy Head Rice ..... 5½ .06
Long Grain Rice ..... .04 .05
China No. 1 ..... 5 6
China No. 2 ..... 4 4½

COLUMN 18.

Rolled Cereals.

Rolled Oats, 7s and 10s, pr 100 lbs 4.50
Ex. Crm Rld Ots. 180-lb, bbl..$7.60
Ex Crm Rld Ots, 180-lb, 90-lb sks 7.60
Frld Reid Wheat, 160-lb, bbls. 4 40
Dr. Price's Food, pee case ... 4.00
5-case lots, $3.85

Sago and Tapioca.

Sago, original sacks, lb....02½ .03
Sago, 48/1's, per doz..... .70
Instantaneous Tapioca, 50/1's, per case 5.00
Instantaneous Tapioca, 36 to case 2.70
Tapioca, Flake ..... .03
Tapioca, repacked, per lb... .04¾
One Minute Tapioca, 36 to cs 2.75
Arrowroot, Taylor's Bermuda, 12-lb box, 1, ½ and ¼ lb pkgs, per lb..... 32½

Miscellaneous.

Greats Oat, 10-lb sacks, 100 lbs.$4.60
Greats Buckwheat, 10-lb sks, 100 lbs 10.00
Hominy, lgs, 10-lb sks, 100 lb. 3.75
Hominy, sml, 10-lb sks, 100 lbs 4.00
Split Peas (yel.) 25 and 50-lb boxes, 100 lbs..... 5.50
Split Peas (grn.) 25 and 50-lb boxes, 100 lbs..... 5.50
German Lentils, per lb..... .05½
Cracked Wheat, per 100 lbs ... 3.75
Farena, per 100 lbs. 4.00
Pearl Grits, per 100 lbs..... 4.25
Capitol Mills Pearled Hominy, bbls. 8.00
Capitol Mills Gran. Hominy, bbls. 8.50
Capitol Mills New Process B. W. Flour, bbl..... 9.00
Capitol Mills Steel Cut Oat Meal, bbl. 8.50

Breakfast Foods.

Capit'l Mills R'll'd Oats, 36/2's 3.60
Grape Nuts, 1 & 2 doz, pr doz 1.40
Breakfast Gem, case 3 doz..... 3.00
Wheatine, 36/2's, pr cs..... 3.75
Germea, 20 4-lb pkgs, pr cs.... 4.00
Germea, 24 2-lb pkgs, per case. 3 10
R-O Buckwheat, 2 doz 2-lb pkgs, per case 3.75
H.-O. Pancake Flour, case..... 3.90
H.-O. Oats, 24/2's, per case.... 3.15
Cream of Wheat, 36/2's..... 5.25
Crespo. 36/2's 2.75



MALTA VITA

36 2s, case $4.00

Our Mothers' Mush, 36 to cs.. 2.75
Twin Brothers Mush, 36 to cs.. 3.00
Carnation Wheat Flakes, 24/5's 5.40
A B C Breakfast Wheat, 72/2's 5.00
A B C Breakfast Wheat, 36/2's 2.60
Granola, 24/1's 2.25
Flaked Rice, 24/1's 3.00
Ralston Breakfast Food, 36/2's 4.50
Do. Barley Food, 36/2's.... 4.25
Do. Health Oats, 36/2's.... 4.00
Do. Hominy Grits, 36/2's.. 4.00
Do. Health Crisp, 36-'s.... 3.60
Do. Select Bran, 24/3's.... 2.50
Do. Pancake Flour, 36/2's 3.75
Do. Whole Wht Flr,4/4½'s 5.50
Quaker Oats, 36 2s 3.80
Scotch Oats 36 2s 3.65
Acme Grano, 20/4's, per case.. 3.75
Acme Gluten Farina, 24/1's, pr case 1.85
Acme Gluten Flour, 10-lb sks.. .80
Acme Wheat Flakes, 36/2's.. 3.00



Dr. Price's Wheat Flake Celery Food.

Per case...$ 3 75

Pastes (Domestic).

Macaroni, Vermicelli, etc.—
No. 1 Extra, per box. ..... .27
No. 1 Extra, 15 lbs. ..... .52
No. 1 Extra, 25 lbs. ..... .82
No. 1 Extra, 50 lbs. 1.65
No. 1 Extra, 100 lbs. 3.30
No. 1 Extra, ½ boxes ..... .15
Macaroni, Vermicelli & Spaghetti, No. 2 ..... .20
Royal Macaroni, Verm'i & Sp'tti, 24 1-lb pkgs., per case. 1.70
Queen's Taste Mac., Ve m. & Sp. 12 3-lb cartons in case 2.15
R. Paste, ass'd, 40 18 lbs. e', lb. .6½
Royal R. Paste, 24 1-lb pkg c., pkg .9½
Golden Gate Egg Noodles, 24 1-lb. pkgs in case, per cs. . 1.90
Farina, 24 1-lb pkgs 1.50
Discount 2 per cent for cash only.

COLUMN 19.

Department 15.

SPICES

PURE—Square Tins, Full Net Weight.

	⅛'s	¼'s	½'s	1's	2½ lbs.	5 lbs.	Blk
Allspice	$0 70	$0 95	$1 60	$ 2 80	$ 6 70	$12 75	21
Cinnamon	1 15	1 80	3 30	6 25	15 25	30 00	43
Cloves	90	1 35	2 40	4 35	10 60	20 55	31
Ginger	75	1 05	1 75	3 10	7 50	14 30	23
Mace	1 75	3 00	5 65	10 90	26 95	53 30	73
Mustard	70	95	1 60	2 80	6 70	12 75	21
Nutmeg	1 25	2 05	3 80	7 15	17 60	34 60	49
Pepper	80	1 10	1 90	3 40	8 25	15 85	25
Cayenne	80	1 15	2 00	3 55	8 65	16 65	26
W. Pepper	95	1 45	2 65	4 65	11 75	22 90	34
Sage	70	95	1 60	2 80	6 70	12 75	21
Thyme	70	1 00	1 65	2 95	7 10	13 50	22
Savory	70	1 00	1 65	2 95	7 10	13 50	22
Marjoram	75	1 10	1 85	3 30	7 85	15 10	24
Poultry Seasoning	....	1 50	.....	.....	.....	.....	..

SECOND GRADE—Round Tins, Short Weight.

	¼'s	½'s	1's	2½ lbs.	5 lbs.	Blk.
Allspice	55	1 00	1 75	3 95	7 60	13
Cinnamon	85	1 20	2 10	4 90	9 50	16
Cloves	65	1 25	2 25	5 20	10 20	17
Ginger	55	1 00	1 75	3 95	7 60	13
Mace	1 20	2 30	4 40	10 50	21 00	34
Mustard	55	90	1 50	3 60	7 00	12
Nutmegs	85	1 70	3 10	7 40	14 60	24
Pepper	60	1 15	2 00	4 55	8 90	15
Cayenne	60	1 15	2 00	4 55	8 90	15
W. Pepper	75	1 45	2 65	6 15	12 05	20
Sage	55	1 00	1 75	3 95	7 60	13
Thyme	60	1 05	1 90	4 25	8 25	14
Savory	60	1 05	1 90	4 25	8 25	14
Marjoram	60	1 05	1 90	4 25	8 25	14

SCHILLING'S BEST SPICES.—Nature's Best.

Square tins. Never sold in bulk.
Small, medium, large sizes have sifting tops except

Mustard.

	Small size per doz.	Medium size per doz.	Large size per doz	Ex. Large size per doz.	Hotel size per tin.
Pepper	.75	1.20	2.20	3.75	.75
Mustard	.75	1.25	2.25	3.90	.81
Must. Comp.	.75	1.25	2.25	3.90	.81
Ginger	.75	1.25	2.25	3.90	.81
Allspice	.75	1.10	2.00	3.50	.73
Cinnamon	.90	1.50	2.25	4.25	7.50	1.35
Cloves	.90	1.40	2.60	4.75	.87
Nutmegs	1.60	2.75	5.25	10.00	2.00
Mace	1.75	3.00	5.75	11.50	2.15
Cayenne	.90	1.50	2.75	5.00	.93
Wh. Pepper	.95	1.75	3.25	5.75	1.00
Sage	.75	1.25	2.25	3.90	.81
Thyme	.85	1.40	2.60	4.75	.87
Marjoram	.95	1.75	3.25	5.75	1.26
Savory	.85	1.40	2.60	4.75	.87
Cases contain	6 doz.	4 doz.	2 doz.	2 doz.	1 doz.
Gross weight	22 lbs.	23 lbs.	24 lbs.	40 lbs.	53 lbs.

MUSTARD.

Colman's, ¼'s, 12 lb to box, lb. .52
Colman's, ½'s, 12 lb to box, lb. .48
Colman's, 1's, 12 lb to box, lb.. .48
Colman's, 5's, per lb..... .40

Mustard, Prepared.

Small bottles, 24 to cs, pr doz .55
Small straights, fancy, 24 to case per doz ..... .95
Webb's Glass Top 1.35
Large Dusseldorfer, 24 to cs 1.60
In 3-gal kegs, per keg..... 1.15
In 5-gal kegs, per keg..... 1.70
Loult Freres, French, doz..... 2.25
Eddy's Salad Mustard—
6-oz., 24 to case..... .02½
8-oz., 24 to case..... 1.35
12-oz., 24 to case..... 2.00
Hirshes Horseradish Mustard—
10-oz., 24 to case..... 1.25

Department 16

BAKING POWDER AND FLAVORING EXTRACTS.

ROYAL

	1 cs. lot	5 cs. lot	15 cs. lot
¼ lb cans	$ 1 38	$ 1 36	$ 1 34
6 oz cans	1 92	1 89	1 87
½ lb cans	2 57	2 52	2 50
12 oz cans	3 82	3 75	3 72
1 lb cans	4 95	4 85	4 80
2½ lb cans	11 55	11 40	11 25
3 lb cans	13 60	13 34	13 20
5 lb cans	22 35	21 90	21 68

An extra discount of 1 per cent is packed in barrels.

Schilling's Best Baking Powder.

Never sold in bulk.

10-lb. tins, per doz	$39.00
5-lb. tins, per doz	20.00
4-lb. tins, per doz	16.00
3-lb. tins, per doz	12.50
2½-lb. tins, per doz	10.50
16-oz. tins, per gross	$53.00
12-oz. tins, per gross	41.00
8-oz. tins, per gross	28.00
6-oz. tins, per gross	22.50
4-oz. tins, per gross	16.50

TROPHY

4 oz, per doz	$0.95
6 oz, "	1.35
8 oz, "	1.70
12 oz, "	2.35
1 lb., "	3.00
2½ lb., "	7.50
3 lb., "	9.00
6 lb., "	14.50

MISCELLANEOUS.

Home, 10 oz	$0.90
Home, 25 oz	2.00
Home, 50 oz	4.00
Home, 80 oz	6.00
K. C., 10 oz	.85
K. C., 16 oz	1.25
K. C., 25 oz	2.12½
K. C., 50 oz	4.00
K. C., 80 oz	6.50

COLUMN 20.

Cream Tartar.

Standard, bulk, 30-lb box..... .27
Standard, 12 1-lb tins..... .28
Pure, bulk, 30-lb box..... .38
Pure, 5-lb tins, per lb..... .38
Pure, ½-lb tins, per doz..... 5.00

SODA.

Churches, A. & H., or Dwight's Cow Brand, 60 lbs. to case.
1-lb ..... per lb. $0.05
½-lb ..... per lb. .05¾

EXTRACTS FLAVORING.
GUITTARDS' "PURE"

per doz	2 oz	4 oz	8 oz
Vanilla	$2 50	$4 75	$7 00	$9 00
Lemon	1 75	3 25	4 50	6 00

Net weight. Patent Sprinkler Tops

Schilling's Best Extracts.

Triple Strength, Pure and Uncolored Sprinkling Tops.
Net weight. Never sold in bulk.

	Lemon and Others.	Vanilla and Rose.
1 oz	1.80	1.80
2 oz	2.00	3.00
4 oz	3.75	5.50
6 oz	5.50	8.50
8 oz	7.25	11.00
16 oz	14.00	21.50
32 oz	27.00	42.00

Souder's Flavoring Extracts.
Price per gross.

	2 oz.	4 oz.	8 oz.
Reg. Lemon	9.00	18.00	54.00
Reg. Vanilla	14.40	28.80	72.00
XX Lemon	18.00	36.00	72.00
XX Vanilla	21.00	42.00	84.00
Asrtd Flavors	18.00	36.00	72.00
Rose Coloring	18.00	36.00	.....
Yellow Colrng	18.00	36.00	.....
Jamaica Gngr	18.00	.....	.....

Assorted flavors contain strawberry, pineapple, orange, almond, rose, etc.



"Yeast" Extracts.

Lemon, 2 oz., per doz..... .80
Vanilla, 2 oz., per doz..... .80
Assorted Flavors, per doz..... .80

COLUMN 21.
Department 17

CANDIES.

Lozenges.
(5-lb. boxes.)

XXX Peppermint, pails	14
Thin Peppermint	.16
T. T. Peppermint	18
Druggist Peppermint	25
Musk, fluted, pails	.20
Cinnamon, Lemon, Sassafras, Rose	.16
Midget Fruit	.20
Conversation and Hearts	.15
Lilliput Conv. Hearts	17
Midget Conv. Lozenges	18
Crown T. T. Lozenges, 24 5ct. pkgs	.80
Aurora Lozenges, 24 5ct. pkgs	.80
Cough Troches, 5 lb bxs	.25
Eagle Wafers, Peppermints, Wintergreen	.25

Mixed Candy.
(30-lb. pails.)

Plain Mixed	8½
Pacific Mixed	10
Royal Mixed	12½
Grocers' Mixed	10
Yankee Mixed	13
American Mixed	13
Fancy A, Mixed	14½
Fancy C, Mixed	14
French S, Mixed	16
French No. 1, Mixed	18
French Extra Mixed	20
Lady, Mixed	15
Broken Mixed	9

Steam Panwork.

Anis Seed	22
Aromatic Cachous	18
Assorted Berries	16
Assorted Drages	14
Assorted Imperials	16
Assorted Small Seeds	22
Birds' Eggs	16
Boston Baked Beans	17
Burnt Peanuts	18
Burnt Almonds	25
Caraway Seed, smooth	22
Caraway Seed, pearled	22
Celery Seed	22
Cinnamon Beans, large red	15
Cinnamon Beans, Imperials	16
Coriander Seed, pearled	32
Jelly Beans, pails	12½ 14
Jelly Birds' Eggs	16
Jelly Cranberries	16
Jelly Limes	16
Jelly Raspberries	16
Jordon Almonds, fine	45
Jordon Almonds, imitation	18
Licorice Beans	15
Red Hots	25
Ringed Marbles	16
Sugar Coated Licorice Tablets	20
Sugar Almonds	25
Sugar Plums	16

Stick Candy.
(30-lb. pails.)

Assortment: Peppermint, Lemon, Rose, Clove, Anis, Cinnamon, Sassafras, Vanilla, Pineapple, Wintergreen 8½

Hoarhound	9
Hoarhound, wrapped	11
Peanut Sticks	13
Peanut Sticks, wrapped	13
Cocoanut Sticks	13
Cocoanut Sticks, wrapped	13

Taffies.

Peanut Taffy	15
Peanut Flake	15
Peanut Squares	14
Cocoanut Taffy	15
Cocoanut Squares	15
Chunks: Vanila, Rose, Chocolate, Lemon, Molasses	14
Broken Taffy of broken chunk	13

Drops and Lumps.
(30-lb. pails.)

Mixed Drops and Lumps	8½
Molasses Peppermint Lumps	11
Hoarhound Drops	11
Crystal Rocks	12½

Gum Goods.
(5-lb. boxes.)

A. B. Gum Drops, assorted	9
A. B. Gum Drops, Licorice	9
A. B. Gum Drops, Crystalized	11
A. B. Bonbons, plain, in bbls	7
A. B. Bonbons, fancy, in bbls	7½
A. B. Bonbons, fancy, crystallized, 5-lb. boxes	14
A. B. Fruits	18
Royal Gum Drops	15
Genuine Gum Drops, hard	25
Jelly Squares, assorted	14
Bijou Sticks	18
Spiced Jelly Drops	20
New Turkish Figs	16
Fig Paste, plain	17
Fig Paste, tricolor	18

Cream Goods.
(5-lb. boxes.)

Fondans Creams	14
Hand Dipped	19
Hand Dipped, with nuts on	21
Fruit and nut ices	18
Cream Peppermint	20
Crushed Fruit Bonbons	30

Chocolates.
(5-lb. boxes.)

Chocolate, plain	14
Chocolate, Hand Made	20
Chocolate Dipped Bonbons	20
Chocolate Dipped Bonbons, with nuts	22
Chocolate, Climax, 30-lb pails	16
Chocolate Chips	28
Chocolate Nonpareil Drops	20
Chocolate Wafers	22
Chocolate Cream Tablets, 30 in box	1 10

COLUMN 22.

Marshmallows, Nougats, Etc.

Occidental Marshmallows, 5-lb tins	.28
Occidental Marshmallows, 3-lb tins	.30
Dipping Marshmallows, 5-lb. boxes	.25
Angel Food, 5-lb. boxes	.20
French Nouget, 30 6c slices in box	1.00
Walnut, Apricot, Spanish Nouget, 5-lb boxes, per lb	.25

Sundries.

Opera Caramels	19
Rock Candy, white & red	.15
Rock Candy, brown	16
Licorice Drops	.20
Licorice Sticks, 16 to lb	.28
Locorice Tablets, 5 lb bxs	.25
Licorice Tablets, 24 5c bxs	.80
Licorice Penny Sticks, 100 in box	.65
Buttercups, 5-lb tins	.2

CHEWING GUM.

	Single	Box
Sweet Wheat, per box		.50
Tulu Sugar Plum, box		.55
Yankee Spruce, 20 pcs		.55
Sen Sen, 20 pcs		.55
Red Rooster, 20 pcs		.55
Sweet Heart, 20 pcs		.55
Newton's Pepsin, 20 pcs		.55
Bloodberry, 20 pcs		.60
Pepsin Sticks, 20pcs		.60

CRACKERS.



MADE BY THE
MUTUAL BISCUIT CO.

	lb.	¼ box
Almond Drops	15	
Animals	12½	$1.20
Arrowroot	14	1.50
Assorted	12	1.15
Assorted, extra	14	1.30
Assorted, fancy	20	1.75
Assorted Wafers	16	1.90
Assorted Jumbles	14	1.25
Boston	9	.60
Butters, Mutual	10	.70
Butter Scotch	14	1.50
Butter, Star	9	.60
California Lunch	9	.90
Champion	9	.65
Chips, Mutual	14	1.10
Chocolate Biscuits	16	1.80
Chocolate Fingers	15	1.50
Chocolate Wafers	18	2.15
Cocoanut Bonbon	14	1.25
Cocoanut Finger	15	1.50
Cocoanut Marshmallows	15	1.50
Cocoanut Taffy	15	1.80
Cocoanut Wafer	16	1.50
Coffee	12	1.25
Coffe Iced	15	1.35
Cornhill	10	1.10
Cracker Meal	6	1.10
Currant Cakes	12	1.10
Egg Jumble	14	1.25
Fruit Biscuits	14	2.40
Ginger Cakes	10	1.40
Ginger, Nut	11	1.40
Ginger Wafers	14	1.75
Graham	10	1.20
Graham Gem	9	.75
Graham Unsweetened	9	
Honey Fingers	14	1.25
Honey Pumbles	12	1.00
Honey Drops, spiced	15	1.60
Honeysuckle	16	
Jelly Fingers	16	1.50
Jenny Lind	12	1.10
Lady Fingers	15	1.30
Lady Fingers Iced	16	1.40
La Grande	11	1.10
Lemon Biscuit	14	1.25
Lemon Brittles	14	1.35
Lemon Snap	12	1.20
Lemon Wafers	14	1.75
Macaroon Almond	40	
Mutual Flakes	14	.90
Mutual Tea	15	1.60
Nic Nac, No. 1	10	1.10
Nic Nac	12½	1.25
Oysters	8	.70
Peoples Mixed	12½	1.25
Pilot Bread	4	.65
Pilot Bread Extra	5	.65
Pilot Saloon	7	.80
Ping Pong	16	1.50
Raisin Cake	12	1.10
Saloon Pilot	7	.80
Saloon Soda	7	
Salted Wafers	14	.90
Soda Extra	7	
Soda	6½	
Star Butters	9	.60
Vanilla Bars	14	1.40
Vanilla Biscuits	14	1.25
Vanilla Snaps	12	1.20
Vanilla Wafers	14	1.75
Wafers, Chocolate	18	2.15
Wafers, Ginger	14	1.75
Wafers, Lemon	14	1.75
Wafer Wafers	12	.90
Walnut Creams	16	1.50

COLUMN 23.
Department 18.
FANCY GROCERIES.

Snider's Baked Beans.

No. 1, 90c doz.; 4 doz. in case	
No. 2, $1.40 doz.; 3 doz. in case	
No. 3, $1.85 doz.; 2 doz. in case	

Bouillion Capsules.

Anker's, 10 capsules in box, per doz boxes	2.75

Capers.

Capotes, 1 dz in cs	1.20 1.25
Nonpareil, small	1.35
Do large	2.00
"White Label," 6-oz, doz	2.25
"White Label," 10-oz, doz	3.15

TOMATO KETCHUP.

Catsups

Snider's

Qts., per doz	$3 75
Pts., "	2 40
½-pints, per doz	1 40





CAMPBELL'S

(½ Pts. Condiments)

2 dozen to case

Tobasco Ketchup dozen	$1 15
Tomato Ketchup, dozen	$1 15
Salad Dressing, dozen	1 15
Chili Sauce, dozen	$1 15
Assorted cases, dozen	$1 15

Miscellaneous.

Our Mother's Ctsp ½-pt, doz	1 40
Our Mother's Ctsp, pts, doz	2 30
Blue Label, 25 ½ pts to cs	3 10
Blue Label, 25 pts to cs	5 00
Blue Label, 12 qts to cs	4 00
Mother's Own, pts	1.50
½ pts	.90
London's Rockaway, Pts., doz	2.25
Sailer's "Purity," doz	.90
H. B. Catsup, pts	2.15
" " ½-pts	1.25

Chocolate and Cocoa

CHOCOLATES.

Baker's.

German Sweet, 6-lb boxes, ⅛s and ¼s	2
Eagle, 12/1s	23
Premium, 12/1s	38
Vanilla, 12/1s	41
Powdered, ¼s, ½s, 1s, 12/lb. boxes	26

Subject to quantity discount.

Huyler's.

Vanilla, 12-lb. boxes	36
Premium, 12-lb. boxes	33

Lowney's.

Cream Cakes, per box	80
Ice Cream Drops, per doz	75

Ghirardelli's.
In paper

Eagle, 24 1-lb	21
Eagle, 12 1-lb	21½
Eagle, 12 ½-lb	22½
Eagle, 12 ¼-lb	24
Crescent, 6 5 to lb	17
Crescent, 12 5 to lb	16½
Cal, Sweet, 6 6 to lb	21½
Cal. Sweet, 12 6 to lb	21
Monarch, 12 1&½-lb	26
Monarch, 12 1-lb	25
Monarch, 12 ½-lb	27
Star, 24 1-lb	19
Star, 12 1-lb	19½

Ground.
In tins

Ghirardelli's, 12 1-lb tins	26½
Ghirardelli's 24 1-lb tins	26
Ghirardelli's, 100 1-lb. tins	25

In delivery cases.

Ghirardelli's 60 3-lb tins	24
Venard's, 24 1-lb tins	21
Venard's, 50 3-lb tins	20
Miner's, 12 1-lb tins	22½
Miner's, 24 1-lb tins	22
Miner's, 20 3-lb tins	22

5 per cent off on 120-lb. lots

COCOAS.

Baker's Bkfst, 6/1's&½'s	36
Van Houten's, ¼'s and ½'s	85
Van Houten's, 1's	80
Royal Dutch, 12/¼'s	80
Royal Dutch, 12/½'s	75
Royal Dutch, 12/1's	70
Epp's, 14/½'s	40
Fry's, 12/½'s	39
Webb's, 6/½'s	23
Lowney's, 6/½'s	37
Ghirardelli's Bkfst, 6/½'s	38
Ghirardelli's Bkfst, 12/½'s	37½
Ghirardelli's Impri, 6&12/½s	56
Miner's Bkfst, 6/½'s	37
Miner's Bkfst, 6/1-5's	38
Menier's, 1 ½s	47

COLUMN 24.
Condensed Milk

BORDEN'S CONDENSED MILK CO.



Gail Borden Eagle Brand in 5-case lots	6.80 6.65
Pony	2.25
Challenge	4.70
Floral	4.65
Dime	3.75
Rose	4.40

(Each of above Brands 4 doz. in case)

Borden's Malted Milk, Trial Size, 1 er doz. 90



Borden's Pioneer Brand Evaporated Cream

Large Cans, 4 doz. in cs	4.00
Peerless	4.70
Yacht	3.25
Family Size, 4 doz. in case. Quarts, 2 doz. in cs	

ALL ABOVE BRANDS GUARANTEED



CARNATION CREAM

20 oz. cans 4 doz	
Per case	4 00
5 cases	3 95
25 cases	3 90
50 cases	3 85

25c rebate from factory on return of jobber's dup. bill and signed contract



LILY

[large tin]

1 to 10 cs	$3 90
10 to 25 cs	3 85

Helvetia Milk Condens'g Co.



Originators Evaporated Cream
Highland Evaporated Cream 4 doz in box $4.10
Baby Pet, 8 doz 3 00
Pet, reg., 4 doz., per case 3 35

Miscellaneous.

St. Charles, 4 doz., in case	$4 60
St. Charles, 5-case lots	4 50
Horlick's Malted Milk, doz	4 50
Jersey, 4 doz. per case	3 50

Cereal Coffee.

Fig Prune, per doz	$2 25
Postum, 24/½'s, per doz	1 35
Postum, 12/1's, per doz	2 25
Postum, 36/1's, per doz	2 25
Grains, 12s	2.75

Chutney.

Chutney, asst, qts	$6 25
Chutney, asst, pts	3 75
Chutney, Major Grey, qts	6 50
Chutney, Major Grey, pts	4 25
Ban-ki-pore, pts	3 00

Cranberry Sauce. doz.

Anderson's 2s, 2 doz box	2.00
Tea Garden, 2s, gls, 12 box	4.00
Tea Garden, 1s, gls, 24 box	2 25
Cape Cod, 2 lb, gls, 12 box	3.50
Cape Cod, 1 lb gls, 24 box	2.00
Home Made, 1s, 2 doz box	2 15
do 2s, glass, 1 doz box	4 00

COLUMN 25.

ALPINE

EVAPORATED CREAM

	Per case
1 to 5 cases, 4 doz. to case	$3.60
5 to 10 " " "	3.55
10 to 25 " " "	3.50

Gallons

1 to 5 cases, 6 to case	3.35
5 to 10 " " "	3.30
10 to 25 " " "	3.25

Midgets, 8 doz. to case

1 to 5 cases, $3.90 | 5 to 10 cases, $3.85
10 to 25 cases, $3.80

Alpine Evaporated Cream Co.

Factory
HOLLISTER, CAL.

Office and Salesroom
95 Market Street
Rooms 212-213
San Francisco, Cal.

Phone: Main 3443.

Cottolene.

2's, 4's or 10's, per cs. of 60 lbs	7.00
5-case lots	6.90
10-case lots	6.85
25-case lots	6.75

With 2½ cases, ½ case free.
" 5 " 1 " "
" 10 " 2 " "
Price $7.50, $7.40, $7.35.

Curry Powder.

Cross & Blackwells, 2 oz	1.35
do 4 oz	2.35
Do 8-oz	3.65
Do 16-oz	6.20
East India, Bombay, 16 oz	6.00
East India, Bombay, 8 oz	3.25

Extract of Beef.
Liebig's (Genuine)

	2 oz.	4 oz.	8 oz.	16 oz.
doz.	4.55	8.50	15.90	29.75

"Rex" Brand



2-oz., doz	$3.96	8-oz., doz	$13.27
4-oz., doz	7.20	16-oz., doz	24.75

Marshall's

2 oz., per doz	$2.40

Gelatine.

Knox's, per doz	1 20
Knox's, per gross	14 00
Cox's, per gross	12 00
Keck's, per doz	1.10

Ginger (Preserved).

½ doz jars in cs, per cs	2.25

Lemon Sugar.

Gilt Edge, 24/½s, per doz	1.37½
Gilt Edge, 24/1s, per doz	1.85

Lime Juice.

Tahita, 24/8-oz, per doz	$1.25
Tahita, short measure, 16-oz	1.50
Tahita, full measure, 16-oz	1.75
Tahita, full measure, 32-oz	3.50
Tahita, bulk, gal	1.00

Mushrooms. doz.

Le Court, 100 to cs	$2.25
La Forrest, 100 to cs	2.75
Hotel, 100 to cs	1.85
Fancy Stuffed, pts	4.00

COLUMN 26.

OLIVES.

OLIVES IN BULK.

	25 gl.	10 gl.	5 gl.	3 gl.
Ex. No 1, Qu'a.	1 00	11 50	6 00	$ 75
Lge No 1, "	1 00	10 50	5 00	3 25
No 1 Qu'a	95	9 75	4 75	2 90
No 2 "	85	8 75	4 50	2 85
Manzanilla	70	7 25	3 75	2 40

Extra charge for kegs & barrels.



Olives

SEVILLE PACKING CO.

White Label Queen Olives—

28-oz., per doz.	$5.50
18-oz., "	3.75
6-oz., "	1 25

Pim-Olas

18 oz, 2 doz, per cs, per doz	$6 10
10 " " "	3 55

Baby Pim-Olas

10-oz, 2 doz. in case, per doz	$2.50
6-oz, 2 doz. in case, per doz	1.50

Olive Oil

NICKLIN

	Case
½ pints, 4 doz	$9 00
Pints, 2 doz	8 55
Quarts, 1 doz	7 85
22-oz	9 00



CRYSTAL BRAND OLIVE OIL.
Pure California Products.

7-oz.
Per doz...$2.40
3 doz..... 6.75

14-oz.
Per doz... 4.50

Quarts.
Per doz... 7.25

Put up by
G. O. Eyden.

MISCELLANEOUS

Golden Gate, in gal tins, per gal	1 8.
" ½ " "	1 85
" ¼ " "	1 90
Palm Grove, pure Cal., qts. .. dz	7 75
Cooper's qts., ½ doz.	10.00
Cooper's pts, ½ cs of 2 doz	10.00
Antonini, J.P.S., qts, ½cs..	7.40
Do 1½-gal. tins, ½ tin..	2.90
Duret, qts, pts, ½ doz cs..6.00	7.00
Lucca, Crosse & Blackwell's qts.	7.50
Lucca, Crosse & Blackwell's pts, 2 doz	8.25
Lucca, Crosse & Blackwell's ½ pts, 3 doz	7.25

Salad Oil.

Durand Oil.

Quarts, 1 doz. to cas., per case	$1.65
Pints, 2 " " "	1.75
½-Pts., 3 " " "	1.85

Puritan Salad Oil

Quarts, 1 doz to case, per case	1.90
Duber & Fils, 1 dz qts per case	1.50
Imitation Lucca, qts	1. 5

"Primrose" Salad Oil.

Tierces, about 50 gal, gal.	$ .40
1 gal. tins, 10 to case, gal.	.70
2 gal. tins, 1 to case, gal.	.45
5 gal. tins, 20 to cs., gal.	.75
Quart bottles, 12 to cs, doz	1.85
Pint bottles, 24 to cs, doz	1.00
½ pint bot., 36 to cs, doz.	.55

Paprika.

Gordon Packing Co.

1-16 lb	doz	½ lb.	doz 6 00
⅛ lb	doz	1 lb	doz
¼ lb	doz	Bulk, lb	

Peanut Butter

Heron's, 2 doz to cs, per dz. 2.40

Peels.

Citron, 25-lb box	13
Citron, 10-lb box	13½
Lemon, 25-lb box	11
Lemon, 10-lb box	11½
Orange, 25-lb box	11
Orange, 10-lb box	11½

COLUMN 27.

PICKLES.

Gordon Packing Co.

California—Mixed or Plain.

No. 1, bbls, per gal	$0.24 to $0.27
No. 1, ½ bbls, per gal	.26 to .29
No. 1, 10-gal keg, p kg.	2.25 to 2.45
No. 1, 5-gal keg, p keg.	1.15 to 1.25
No. 1, 3-gal keg, p keg.	.80 to .85
No. 2, bbls, per gal	.22
No. 2, ½ bbls, per gal	.24
No. 2, 10-gal keg, per keg	2 10
No. 2, 5-gal keg, per keg	1 05
No. 2, 3-gal keg, per keg	.80
No. 3, bbls, per gal	.14
No. 3, 10-gal keg, per keg	1 15
No. 3, 5-gal keg, per keg	.60
No. 3, 3-gal keg, per keg	.55

SWEET—"PACIFIC."

Bbls, ½ gal	51
½ bbls, ½ gal	28
10-gal keg, per keg	5.00
5-gal. keg, ½ keg	2.75
3-gal. keg, ½ keg	1.75
Square, 1doz ½-gal, ½ doz	2.25
Square, 2 doz ¼-gal, ½ doz	1 60
Square, 4 doz ⅛-gal., ½ doz	1.25
Round, qts, ½ doz	3.75
Round, pts, ½ doz	2 50
Round, ½ pts, ½ doz	1.75

Crosse & Blackwell's.

	Doz.
Mxd Pkls, pat tops, pts	4.15
Mxd Pkles, Pat tops, ½ pt	2.50
Mxd Pkls, corks, pts	3.95
Chow Chow, pat tops, pts	4.15
Chow Chow, pat top, ½ pt	2.50
Chow Chow, corks, pts	3.95
Onions, pat tops, pts	4.15
Onions, pat tops, ½ pts	2.50

Root Beer



Less 5 per cent. on gross lots

Hires', case of 1 gr	20 00
5 doz. lots	10 00
3 "	5 00
1 "	1 75

Hires' Carbonated Root Beer cs of 2-dz pt bottles, patent tops, per cs $2.00 in 5 case lots 1 95

Hires' Carbonated Gingar Ale Per case 2 00
5-case lots, $1.95.



Hires' Rootbeer Carbonated and Ginger Ale empty bottles, if returned to Smith-Patrick Company, will be received by them at 25c. per case of 2 doz. bottles (with case) Delivered at San Francisco.

COLUMN 28.

Saratoga Chips.
(Less 5 per cent)

Boxes, 15 and 30-lb, per lb	$0.20
Cartons, 6-oz, 2 doz in cs, doz	1.30

SAUCES.

SNIDER'S SALAD DRESSING



Pints, 1 doz. in case, doz. $3.75
Hlf-Pts, 2 doz. in case, doz. 1.75



Snider's Oyster Cocktail S'ce pints, 2 doz to c'se, doz .. 2 40

Same gallon jugs, 6 to case, per gal..... 1 80

Snider's Chili Sauce, pints, 1 doz. to c'se doz 2 40

Same, half pts 2 doz. to c'se doz 1 45

Bayle's Tabasco Pepper Sauce, in cases, 6, ½-doz. boxes, per doz. $3 00
boxes of 12 bottles, per doz 3.50

Holbrook's W'cestershire, ½'s	2.40
Do pts.	4.00
Do qts.	
*Lea & Perrin's Worcestershire, sms"	2.75
*Lea & Perrin's Worcestershire, medium	5.00
*Lea & Perrin's Worcestershire, large	8.25

*5 cases 5c ½ doz less.

Ban-ki-por, ½ pts, 2 doz case, per doz	2.40
Ban-ki-por, pts, 1 doz case	3.80
Tobasco, McIlheny	4.00
Tobasco, New Iberia	3.50
Braunhardt's! Tropical, ½-pts, 2 doz. per case	4.50
" pints, 2 doz. " "	8.10
Bengal Worcester, ½ pt	.55
Bengal Worcester, pt	1.05
Pepper, sprinkle top, ½ pt	2.00
Superior Pepper, small	.75
Superior Pepper, large	1.50

Pure Food Pk'g Co.

Worcester Sauce, London Club, ½ pts, do	.75

Salad Dressing.

Durkee, small, 2 doz, ½ doz	2.50
Do large, 1 doz, ½ doz	4.80
Do picnic size, 4 dz, ½ dz	1.00
My Wife's, 1 dz. 16-oz, case	2.75
My Wife's, 2 doz, ½ pt. cs	3.40

Alpha Salad Cream.

Jumbo, 1 doz. to case, per case	4.25
Do large, 2 doz. " " "	4.70
Do picnic, 2 " " "	2.50

El Paso Manfg. Co.
1653 Mission St.

Manufacturers

Flavoring Extracts
Fruit Juices
Syrup
Salad Dressing
Bluing
Ammonia

Meat and Salad Dressing, doz. .90

COLUMN 29.

SOUPS.



CAMPBELL'S (1-lb. Condensed). Packed 48 1-lb. cans to case. Straight cases of any variety, or following assortment:

8 Tomato, 6 Vegetable, 4 Ox Tail, 3 Mock Turtle, 3 Chicken Gumbo, 2 Tomato Okra, 1 Julienne, 2 Beef, 2 Consomme, 2 Pea, 2 Celery, 2 Vermicelli-Tomato, 2 Clam Chowder, 2 Mutton Broth, 2 Bouillon, 3 Chicken, 2 Mulligatany.
Price, per doz. any variety .$0.90

Miscellaneous.

Snider's Tomato—3 lb tins 2 doz. in case, per doz	$2.60
Same—2 lb tins 2 doz. in case, per doz.	1.35
Van Camp's asstd, per doz	.90
Van Camp's straight, per doz.	.90

SALT.



LESLIE SALT.

Free Running—	
Cartons, 20 5s	$ 2.50
Cartons, 24 3s	2.00
Cartons, 48 2s	2.75
Caddies, 50 2s	3.60
Velvet Grain—	
Bales, 50 3s	1 50
Bales, 30 5s	1.50
Bales, 15 10s	1.50
Bales, 8 20s	1.50
50-lb sacks, per ton	18.00

H. R. H. Liverpool.

Bales of 75, 2's, per bale	$1.25
Bales of 40, 4's, and 15 10's	2.0
Bags, 200s (50s $5), per ton	7.50

Rock Salt.

Half-Ground, 100-lb sacks, per ton	$4.25
Stock, 100-lb sacks, per ton	4.00
Liverpool Lump, per ton	13.50
Cal. Table and Dairy, pr bale.	1.0
Cal. Table and Dairy, 50's, per ton	6.25

Package Salt.

Shaker Salt, per doz	$0.90
R. S. V. P., 3's, 24 to cs, p. cs.	2.25
R. S. V. P., 5's, 20 to cs, p. cs.	2.75

Celery Salt.

Mertens, 1 doz in box	1.05

Sauerkraut.

Barrels, per lb	.02¾
½ bbls	.03
¼ bbls	.03¼
3-gal kegs, per keg	.90
5-gal kegs, per keg	1.15
10-gal kegs, per keg	2.25
2-lb tins, 2 doz in cs, doz	1.35
2½-lb tins, 2 doz in cs, doz	1.60

COLUMN 30.

SPANISH DELICACIES.

Specialties of the **Spanish-American Food Co. 149-155 Fremont St.**
Medal Goods. Paris Exposition.



TAMALES.

	Doz.
I. X. L., W. G. M. and Kapp & Sheet Brands.	
No. 1 Boneless Chicken Tamales in key-op cans	1.30
No. 2 Not Boneless Chicken Tamales in key op. cans	1.00
Spanish-American Brand.	
Beef Tamales in key op. cans	.95
Extra Special Boneless Tamales in key op. cans	1.60
Chili Con Carne, 1 lb	1.20
Enchiladas, in key-opener cans	1.20
FRIJOLES, 1 lb	.90
Tripe, Spanish style, 1 lb	1.25
Minced Deep Sea Clams, 1 pt.	1.00
Minced Deep Sea Clams, 2 pt	1.65
Clam Juice, 1 pt	.95
Clam Juice, 2 pt	1.50
Cal. Baked Beans, tomato sauce, 1 lb., 4 doz in case	.85
Cal. Baked Beans, tomato sauce, 2 lbs., 2 doz to case	1.35
Cal. Baked Beans, tomato sauce, 3 lbs. 2 doz to case	1.75
Chili Beans (Tamale Sauce) 1 lb, 4 doz to case	.85
2 lb, 2 " "	1.35
2 lb, 3 " "	1.75
Deviled Oysters, for Sandwiches 4 doz to case	1.40
Pate Chicken Liver for sandws. 4 doz. to case	1.40
Macaroni and Cheese, with Tomato sauce, 1 lb, 4 dz. cs	.90

Concentrated Soups.

Pints (20 kinds)....doz. .90
Beef, Tomato, Ox Tail, Mock Turtle, Mulligatawny, Rice Tomato, Consomme, Green Pea, Bean, Clam Chowder, Vegetable, Chicken Rice, Chicken Barley, Chicken Giblet, Chicken Gumbo, Cream Chicken, Cream Celery, Beef Bouillon, Chicken Bouillon, Clam Bouillon.
Quarts (9 kinds)...doz. $1.85
Chicken, Beef, Mock Turtle, Ox Tail, Tomato, Mulligatawny, Vegetable, Clam Chowder, Cream of Celery.

Truffles.

Rilhac, 100/¼'s, per doz	12.00
Rilhac, 100/ 1-16's, per doz	3.00
La Forrest, 100/¼'s, per doz	17.00

Vinegar.

	Bbl.	½ bbl.	10 gal.	5 gal.	3 gal.
30 grain	08	10	1 15	65	50
40 grain	10	12	1 35	75	60
50 grain	12	14	1 70	90	80
60 grain	14	16	2 00	1 10	95
80 grain	16	18	2 65	1 50	1 25
90 grain	18	20	3 50	1 85	1 65
100 grain	20	22	3 85	2 00	1 85

Hammond's Vinegar.

Salad, qts, per doz	1.25

Yeast Cakes.

Great Western	1.00
Gillett's Magic	1.20
Yeast Foam	1 20

Pure Oregon Apple Cider Vinegar.

Bbls	22c gall n
½-bbl.	24c "

Guaranteed.

COLUMN 31.

Department 19.

GROCERY SUNDRIES.

Axle Grease.

H. & L., per case.....$1.50
C. & S., 2-doz case, per case... 2.00
" 5 cs lots 1.95
" 10 cs lots 1.85
Frazer's, 2 doz tins, per case..2.25
Frazer's, 4 doz wd, per case... 3.60
Frazer's, 15-lb pails..... .85
Mica, 3 doz tins, per case..... 2.25

Paper Bags.

Automatic, Self-opening, 500 in pkg. List.

¼-lb . .....$1.00 8-lb 4.80
½-lb . ..... 1.20 10-lb 5.20
1-lb . ..... 1.60 12-lb 6.80
1½-lb . ... 1.70 14-lb 8.30
2-lb . ..... 2.00 16-lb 9.00
3-lb . ..... 2.50 20-lb 10.00
4-lb . ..... 2.90 25-lb 11.00
5-lb . ..... 3.40 30-lb 12.00
6-lb . ..... 4.00 35-lb 15.00
7-lb . ..... 4.40 .....

Discounts from above List:
(Cheapest).....50 pct and 5, 10's
Eagle or Equal....50 pct and 2, 10's
White Fibre, or any white bag, ...50 pct and 1, 10's
Mikado (striped) .....40 pct
Sugar Bags, broad bottom, lb....06
Lion, 40 per cent and 1....1.10

Bluestone.

Barrels, per lb (5 bbls 5½c) .$0.05¾

Bathbrick.

Bristol, 2 doz, per case (25 case lots 67½c) $0.85
Powdered, 20 1's, per case 1.15
Powdered, 40 ½'s, per case 1.25

CANDLES.

Adamantine.

Schneider's 10 oz. 20's.....$0.07
Schneider's 12 oz. 20's..... .08½
Schneider's 14 oz. 20's..... .09½
Parafine, 20 1 lb. cakes...1.95
do, 5 bx. lots.....1.85
do 40 1 lb cakes.....3.90
do 5 bx lots.....3.75
do 100 1 lb cakes.....9.75
do 5 bx lots.....8.75
P. & G. Adamantine, 10 oz. 8¼
do 12 oz. 9¼
do 14 oz. 10½
Yacht Club Quartz Candles
20 sets 14 oz..... .10
40 sets 14 oz. ..... .09¾

Stearic.

Schneider's 14 oz 20's or 40' .12
Schneider's 16 oz 20's or 40's. .13½

Parafine, Etc. Per lb.

4s, 6s, in cartons of 36-1b bxs..10¼
12s, in cartons of 36-lb bxs.....10¾
½-lb, in cartons of 25-lb bxs...10¼
1-lb, in cartons of 25-lb bxs....10¼
Colored 1c higher.
Beeswax, pure for churches.. 40
Do No 2..... 30
Do No. 3..... 25
Christmas, all sizes.....8 8½
Do holders, ⅜ gross..... 85
Wax Tapers, ⅜ doz pkgs (⅜ gross 8.00)..... .65 75
Night Lights, German, on pap & wd, (doz 40)..... 65
Do French, on tin, doz.. .....50, .75, 1.10

Cordage.

Basis price: Manila 14½c. Sisal 9¾c (5,000 lbs ¼c, and 10,000 lbs ½c less.)

Egg Food.

Pratt's, 26-oz, 2 doz in cs....$2.25
Wellington's, 1-lb, 2 doz box.. 2.00

Fly Paper.



Fly-Net, Per case $2.60
Magnet, per case.....$2.50
Tanglefoot, per case..... 2.90
Tanglefoot Holders, per case of 50 75

Fruit Jars.

(Net cash — no discount)

Mason's, pts, per gr..... 7.35
Mason's qts, per gr..... 8.05
Mason's, ½ gals 11.40

Fruit Jar Caps.

Porcelain, 6 doz to box, per bx 2.50

Fruit Jar Rubbers.

No. 1 white, per lb..... 50-60c
"Gold Seal," cartons, per gr.. .75
"Badgers," cartons, per gr.... .60

Hops.

No. 1, ¼ lb, 30-lb. box, lb..... .30
No. 1, ½ lb, 30-lb box, lb..... .30
No. 1, 1 lb, 30-lb box, lb..... .30
Less than 30-lb boxes..... .31

Horseradish.

½-pts, 2 doz in box, doz..... 1.10
Pts, 1 doz in box, per doz.... 1.50
Qts, 1 doz in box, per doz..... 2.75
Bulk, per gal ..... .75

Glue.

Le Page's, 1 oz, per doz..... .75
Le Page's, 2 oz, per doz..... 1.15
Le Page's ½-gill tins, per doz. 1.20
Le Page's, 1-gill tin, per doz.. 1.60
Standard, small, per doz..... .50

COLUMN 32.

EUREKA INSECT EXTERMINATOR.



Manufactured by
Jos. Pusch, 22 Hampton Place
San Francisco.

10c size, doz ..... .75
25c size, doz 1.75
60c size, doz 4.50
1.00 size, doz 8.00

Harmless to persons or animals; does not irritate the skin or injure the eyes.

MATCHES.

Metroplitan, full count, per tin.$1.10
Universal, shrt count, pr tin .75
Boys' block pap pkg, per doz .81½
Swedish Safety, per gross..... .80
Swedish wind, 1 gross..... 85
Vulcan Parafine, 65s, ⅜ gross (50 gross 50c) ..... .50 .55
Japanese Safety, per gross..... .50
Squirrel Matches, 55s, per gross .43
Ship Safety Matches, la ge, gross .75
" " small, " .65

Diamond Match Co.'s.

Anchor, 200 . ..... 1.70
..Do 500s..... ..... 4.00
Domino, case..... 2.75
Domino, 5-case lots 2.50
G. G., 60s..... 2.75
Red Top Safety 3.25
S. & C., Eastern Parlor, 80s.... 4.25
Press, 160s, 5-gross cs..... 4.75
Little Star, per cs..... 2.25
Search Light, 500s, large 1 gr.. 4.75
(Discount of 25c per case on 5 cs. lots)

Paper, Wrapping.

Butter, White, ⅜ ream..... 20
Do Waxed ⅜ ream..... 25
Manilla, No. 2, roll, any sz. lb....3½
Manilla, No. 1, rolls or reams, ⅜ lb..... 5
Straw, ⅜ ream..... 70
Do rolls any size, ⅜ lb.... 3½
Drab, ⅜ ream..... 60
Do rolls any size, ⅜ lb.... 2⅝
Metropolitan White Fibre Rolls, per pound 4

Paper, Toilet.

Columbia, in rolls, 7 oz, per cs of 100 . .....2.75
Royal, 100 rolls of 500 shts....4.00
Pilot, 100 tablets of 500 shts..3.75
Golden Eagle, 100 tablets of 1,000 sheets 8.00

Polishes, Shoe.

Mason's.

Mason's Colt-Coron-Ide Per gross $1.70; per doz. 40c
Mason's Paste Stove Polish Per gross $1.70. ¼-gross $1.20
Mason's Challenge, per doz .... .40
Mason's Challenge, per gross... 4.70
Challenge Shoe Dressing, small per doz $ .75
large " " 1.50
Russett Comb'n. shoe Dressing small, per doz .... .75
large, " " . 1.50
Black Comb'n Shoe Dressing small per doz . .85
Patent Leather Polish, per doz .... .50
Mason's, No. 4 .... .45
" " per gross 5.20
" No. 3 per doz ..... .35
" " per gross. 3.40
" No 2 per doz .30
" per gross..... 3.00
" No. 1 per doz .... .25
" " per gross . 2.80

Scott & Gilbert Co.

Manufacturers.
214-216 Mission St., San Francisco



In 3 dozen cases per

Alaska Seal Oil.... 20.00
Top Notch . 15.00
Russian 12.00
Boss 9.00

Bixby's.



Jet Oil .....per doz. .85
Jet Oil, 3 doz. in box, with Marvel Brush Free 2.55

COLUMN 33.

BIXBY'S—Continued

Royal Polish ..... per doz. .85
Royal Polish, 3 doz. in box, with 8 pkgs. 5c Carpet Tacks free. 2.55
Shoe Satin, Small Comb, per doz. .80
Shoe Satin, Large Comb, per doz. 1.25
No. 5, Shoe Satin Paste, per doz. .40
No. 10, Shoe Satin Paste, p doz .85
Satinola, Small Comb .. .. .80
Satinola, Large Comb 1.25
No. 5, Satinola Paste. .. .. .40
No. 10, Satinola Paste..... .85
"BBB" Blacking Size M 3 dz in box ..... } 1.25
¼doz. paste free
"BBB" Blacking, Size B. 3 doz. in box .... .. } 2.50
1 doz. paste FREE .... ..

Polish, Stove.

Rising Sun, large pkg, ⅜ gross. 6.25
Do 5-gross lots, ⅜ gross..6.00
Do Small pkg, ⅜ gross....4.25
Sun Paste, large, ¼ gross, per gross 8.00
Sun Paste, small, ¼ gross, per gross 5.00
Enameline, No. 4 tins, ⅜ gross. 5.00
Do No. 6 tins, ⅜ gross.....3.25
Do Liquid, pt-tins, bx 3 doz. 2.25



Small, 3 doz. to cs., per cs. $1.50
Large, 3 doz. to cs., per cs. 2.50
(½ doz. free with each case)

Polish, Metal.

Electro Silicon, 1 gr in case, per doz ..... .80
Brilliantshine, ½ pts, per doz.. .90
Brilliantshine, pts, per doz.... 1.70
Brilliantshine, qts, per doz.... 3.10

U. S. Metal Polish.



POLISH

	Doz
Qts.	$3 00
Pts.	1 70
½ Pts	90

PASTE

lb.	$3 00
½ lb	1 75
3 oz.	50

Barkeepers Friend powder gr. $18.00

U. S. METALLIC POLISH PASTE is put up by a Practical Chemist; also in Liquid Form. Free from Acid or Grit. 20 years in the Markets of the World. J. T. WILSON, Pacific Coast Agt., 1770 15th St., S. F. For sale by all dealers. Also the Barkeepers' Friend Cleaning Powder.

Rope.

Manila, 1¼-in. cordage ..... .15
Sisal, 1¼-in. cordage ..... .10¼

Seeds.

Anis 14½
Canary 7
Caraway 8 10
Celery 15
Coriander 13
Cumin 13
Flax, ground 4
Flax, white 3¾
Hemp, sacks 4½
Millet 6½
Mustard 5½
Poppy (Or. sks 9¼)..... 10¾
Rape, Cal..... 4¾
Bird gravel 40 2s..... 2.00
Bird Seed Mixed 48—1-lb. pkg

Original sacks ½c less.

Sheep Dip.

Little's, 10½-gal tins, per gal$1.05
Little's, 5-gal drums, per gal.. 1.05
Smith's, 10½-gal tins, per gal. .95
Smith's, 5-gal drums, per gal .95

Twine.

Cotton, 4 ply, 100-lb bls, per lb 19
Do 3 ply, 100-lb bls, per lb.... 19
Do 2-lb cones, per cone..... 44
Hemp, 8-oz balls, per 3-lb pkg.. 70
Do, 4-oz. balls, per 3-lb pkg. 75
Do 2-oz balls, ⅜ 3-lb pkg. ..
Sack, 4 ply, 12-lb pkgs. per lb. 33

Wax.

Fruit, 25 1-lb pkgs, ... 90
Japan, per lb. 20
Beeswax..... 35

Wax Strings.

12 in. 10 pkg. 100 stgs each ... 1.65
14 in. 10 pkg. 100 stgs each... .. 1.75

COLUMN 34.

COLUMN 35.

Department 20.

WOOD AND WILLOW WARE

AXE HANDLES.

Ex, 36-in., doz.....$2.25
No. 1, 36-in., doz..... 1.75
No. 2, 36-in., doz..... 1.25
No. 3, 36-in., doz..... 1.05
Ex, 38-in., doz..... 4.00
Ex, 40-in., doz..... 4.25

BASKETS.

Per Doz.

Cal., Open, Spruce, No. 3.. .60
Cal., Open, Spruce, No. 4.. .60
Cal., Open, Spruce, No. 5.. .84
Cal., Satchel, Spruce, nest, 0-5 ..... 1.10
Cal., Satchel, Spruce, nest, 1-5 ..... 1.00
Cal., Satchel, Spruce, nest, 1-41 ..... .71
German market, nest of 4 1.25
Clothes, Oval, Wil., No. 0. 6.00
Clothes, Oval, Wil., No. 1. 6.75
Clothes, Oval, Wil., No. 2. 8.00
Clothes, Oval, Wil., No. 3. 9.00
Clothes, Oval, Wil., nest 4.. 3.17
Japanese Telescope, nest of 5, size 18x12x7..... 1.80
Same, size 20x13½x7..... 1.25
Same, size 24x15x10..... 1.75

BOWLS, WOODEN.

Per Doz.

Maple, No. 1, 11-inch..... .75
Do No. 2, 13-inch..... 1.50
Do No. 3, 15-inch..... 2.75
Do No. 4, 17-inch..... 4.25
Do No. 5, 19-inch..... 5.75
Do No. 6, 21-inch..... 7.50

Per nest.

Maple Nests, 3, 13, 15, 17-inch ..... .71
Same, 4, 13, 15, 17, 19-inch 1.20
Same, 5, 13 to 21-inch... 1.81

BROOMS.

Per Doz.

Patent Cap, No. 1..... 3.80
Patent Cap, No. 2..... 3.60
Patent Cap, No. 3..... 3.35
Extra Patent, No. 1..... 3.85
Extra Patent, No. 2..... 2.60
Extra Patent, No. 3..... 2.40
Ladies' Pride, No. 1..... 2.85
Ladies' Pride, No. 2..... 2.60
Ladies' Pride, No. 3..... 2.40
Little Beauties 3.00
Ladies' Delight 2.80
Toy, 2 strings..... .90 1.35
Wisp, 2 strings . .... .90 1.25

BRUSHES.

Per Doz.

Dust 2.00 12.00
Scrubbing . ..... .55 3.00
Dandy 1.50 5.75

Shoe Brushes.

No. 1, black tampico 1.10
No. 2, bristles 1.65
No. 3, white bristles 1.75
No. 4, bristles 2.00
No. 5, white bristles 2.25
No. 6, horse hair 2.70
No. 7, bristles 3.90

Stove Brushes.

Per Doz.

No. 1, tampico, handles...90c-$1.10
No. 2 bristles, handles..... 1.85
No. 3, tampico, handles..... 1.85
No. 4, bristles, handles..... 3.25

Ox Fibre Brushes.

Per Doz.

Scrub, T. & B..9x2½ in face .80
Do Hub, 10x2¾ in face. 2.00
Do Magic, 7½x2 in face 1.10
Do Owl, 6½x1½ in face .85
Do Cat, 10½x2½ in face 1.60
Do Rat, 8½x2½ in face 1.25
Do Mouse, 6¼x2¼ in fa 1.00
Do Alligator, 10½x2¾ in face 2.25
Do Goose, 8¾x2¾ in fce 2.00
Do Duck, 6½x2¾ in fce 1.50
Stove, Hustler, 8½x2½ in face 2.25
Sink, Bell, 3½x2½ in face 1.40
Sink, Gong, 1¾x3¾ in face 2.25
Horse, Pointer, 10x3¼ in face 3.00
Creamery, Jersey, 9x5 in face 3.25
Creamery, Holstein, 9½x5¼ in face 3.50
Dust, Peacock, 10½x4 in face 2.25
Hand, Windsor, 4½x1¼ in face, per gross..... 6.00
Whitewash, Snowstorm, 9-in., per doz..... 2.00
Same, 8-in., per doz..... 1.75
Same, 7-in., per doz 1.50

CAN OPENERS.

Diamond per doz $0.75
Crown, per doz 1.25
Scissors, per doz 2.25

CARPET SWEEPERS.

Bissells, per doz.25 00 to 27 00
King, per doz 24 00

CHEESE SAFES.

Round, No 1 10-in $2.20
Round, No. 2 22-in..... 2.25
Round, No 3, 24-in 3.50
Square, each .. 4.00

Clothes Line.

Hemp 40-foot per doz $0.80
Hemp 60-foot per doz 1.25
Cotton, 40-foot per doz .... .80
Cotton 60-foot, per doz..... 1.20
Cotton 75-foot per doz.. .... 1.75
Manila 40-foot per doz .. . 1.25
Manila 60-foot per doz .. 2.50
Sash Cord, 50-foot, per doz . 1.75
Sash Cord, 80-foot, per doz ... 3.00
Wire Cord 50-foot per doz 1.05
Wire Cord, 75-foot, per doz.. 1.60
Wire Cord, 100-foot, per doz.. 2.75

COLUMN 36.

Clothes Line Pulleys.

Galv. Iron, per doz $0.50

CLOTHESPINS.

Common, per bx of 5 gross ..... .70
U. S. Patent Spring, per gr ..... .60

COFFEE MILLS.

Enterprise, Family, No. 1, doz. $2.50
Enterprise, Family, No. 2, doz 3 50
Enterprise, counter, ea.... 5.50-$5.00

CORKS.

Wine, pt size, per M $4.75
Wine, qt size, per M 5.25

Demijohns.

Discount 50 per cent

½-gal., doz.. $3.25 2-gal., doz.. $10.50
½-gal., doz.. 4.50 3-gal., doz.. 13.50
1-gal., doz... 6.50 5-gal., doz.. 19.00

Dust Pans.

No. 1 Japan, doz ..... .63
Covered, doz 1.25
Janitor, doz 2.25

Dusters.

China, fancy colored, doz.... .80
Standard Turkey, No. 10, doz.. 1.60
Standard Turkey, No. 12, doz.. 2.10
Standard Turkey, No. 14, doz.. 2.75
Standard Turkey, No. 16, doz.. 3.25
Standard Turkey, No. 18, doz.. 3.75

DOOR MATS, COCOA.

	Per Doz.
Light, No. 1, 14x24	4.00
Do No. 2, 16x27	5.50
Do No. 3, 18x30	7.25
Do No. 4, 20x33	9.00
Medium, No. 1, 14x25	5.25
Medium, No. 2, 16x27	6.75
Medium, No. 3, 18x30	8.50
Medium, No. 4, 20x33	10.25
Extra, No. 2, 16x27	9.50
Extra, No. 3, 18x30	12.50
Extra, No. 4, 20x33	15.00
Extra, No. 5, 22x36	18.00
Keystone Steel Mats	

Faucets.

Cork lined, No. 1, doz $0.60
Cork lined, No. 2, doz 75
Cork lined, No. 3, doz 90
Cork lined, No. 4, doz 1.25
Cork lined, No. 5, doz 1.50
Molasses Gates $0.25
Self-Measuring Faucets, each. 3.00
Syrup Pumps (Ent'rprise), ea. 5.75
Syrup Pumps with auger, ea.. 6.00

Ironing Boards.

4-ft., per doz 4 20
4½-ft., per doz 4.75
5-ft., per doz 5.25
5½-ft., per doz 5 75

LAMP CHIMNEYS.

XX Eureka Grade.
Eureka Crimp Top in Cartons.

	Per Doz.
No. O or E, 6 doz. in case	.75
No. 1 or A, 6 doz. in case	.75
No. 2 or B, 6 doz. in case	.95

Eureka Electric.
In Cartons.

No. 2 6 doz. in case, per doz. 1.00

Lantern Globes. per doz.
Packed 5 doz. in case.... .70

Eureka Rochester.

	Per Doz.
No. 1, 6 doz. in case	.85
No. 2, 6 doz. in case	1.05
No. 3, 6 doz. in case	2.10

Macbeath Pearl Top.

No. 1 or A, 6 doz. in case	.85
No. 2 or B, 6 doz. in case	1.05

La Bastie.
Heaviest and best in market.

	Per Doz.
No. A, plain bulk, 6 doz. in case	1.20
No. B, plain bulk, 6 doz in case	1.50
No A, crimp bulk, 6 doz. in case	1.30
No B, crimp bulk, 6 doz. in case	1.60

Common Chimney.

	Per Doz.
No. 0 or E, 6 doz. in case.	.40
No. 1 or A, 6 doz. in case..	.45
No. 2 or B, 6 doz. in case.	.65

Common Rochester.

No. 1, 6 doz. in case	.80
No. 2, 6 doz. in case	.90
No. 3, 2 doz. in case	2.00

Lamp Burners.

0 or E, per doz	$0.50
1 or A, per doz	60
2 or B, per doz.	75
(Blaze fits 13 collar, takes E wick)	
Solar Burners, doz	1.50

LEMON SQUEEZERS.

Ball, per doz $0.80
Glass, No. 1, per doz 50
Glass, No. 2 (for oranges) doz 85

MOPS AND HANDLES.

	Per Dos.
9-lb. Mops	1.20 and 1.50
12-lb Mops	1.60 and 2.00
Patent Mop Handles	1.00
Plain Mop Handles	.90

PAILS.

	Per Doz.
Wood, painted, 2 hoops	2.25
Wood, varnished, 2 hoops	2.25
White Cedar, 2 galv hoops	2.75
Fiber	3.50
Galvanized, 10 quarts	1.75
Galvanized, 12 quarts	2.05
Galvanized, 14 quarts	2.35

SHELF PAPER.

	Per gross.
Narrow, assorted colors.	.12
Wide, assorted colors	.25

COLUMN 37.

TUBS.

White Cedar—No. 0, 13.00; No. 1, 10.50; No. 2, 9.00; No. 3, 8.00.

Painted or varnished—No. 0, 11.40; No. 1, 9.60; No. 2, 8.40; No. 3, 7.20.

Fiber—No. 0, 18.00; No. 1, 14.50; No. 2, 12.50; No. 3, 11.00.

Galvanized—No. 1, 5.50; No. 2, 6.20; No. 3, 7.20.

WASHBOARDS.

	Per Doz.
California, regular size	2.10
California, small	.90
Stag	2.75
Bronze	3.50
Good Enough	2.25
Anchor, single	1.90
Nameless	2.25
Peerless, double	3.50
North Star	3.50
North Star, protector	4.00
Crystal Glass	4.00
Misses	1.50
Toy	.90

WICKING.

	Grs.
Lamp, 0 or E, ⅜-in	$0.30
Lamp, 1 or A, ½-in	.40
Lamp, 2 or B, 1-in	.60
Lamp, 3 or D, 1½-in	.90
No. 1 Rochester	2.00
No. 2 Rochester	2 75
No. 3. Mammoth	9.25
Junior Rochester	1 50
Stoves, 3-in	1.80
Stoves, 3½-in	2 25
Stoves, 4-in	2 50
Stoves, 4½-in	2.90
Stoves, 5-in	3.50

WRINGERS.
Wood Frame Novelty.

Two top screws; iron tub clamps.

	Per Doz.
No. 350, 10x1¾ in	30.00
No. 351, 11x1¾ in	36.00
No. 352, 12x1¾ in	42.00

One top screw; wooden top clamps.

No. 360, 10x1¾ in	31.00
No. 361, 11x1¾ in	36.00
No. 362, 12x1¾ in	42.00

Ball Bearing.

No. 380, 10x1¾ in	40.00

MISCELLANEOUS.

Barrels, paper, 100-lbs, ea. .80
Barrels, pa., 50 lbs ea. .65
Barrel Covers, 17-in. (flour barrel size), per doz. 1.80
Barrel Covers, 21-in (sugar barrel size), per doz. 2.70
Basins, fiber, 12-in., pr dz. 2.25
Basins, fiber, 1½-in., per doz. 2.50
Brownies, per doz.. .75 1.00 1.25
Butter Ladles, plain, doz. 45
Butter Ladles, clays, doz 85
Butter Spades, doz 40
Dishes, oval 1, 2 and 3-lb, per 1,000 2 20, 2.30, 2.90
Dishes, wire end 1.35, 1.80, 2.35, 2.85, 3.25
Egg Beaters, Dover 1.00
Lemon Squeezers, fiber, dz 1.25
Measures, fiber, 4 pcs. 1.25
(Set pt., qt., ½ gal and funnel)
Lanterns, O Tubular, doz. 5.00
Lanterns, candle, frame, only doz. 1.00
Lantern Candle, with chimney, doz. 1.75
Lantern globes, in bbls. 70@95
Mouse Traps, 1 to 6 holes, doz., 6 holes .60
Traps, mouse, "Does-it-easy," doz. 25
Traps, rat, "Blizzard," doz. 1.25
Nest Eggs, per doz 20
Oil Cans, 1 gal., cush., per doz. 1.50-4.50
Oil Cans, 1 gal., galvanized Iron 2.00
Oil Cans, 5 gal., galvanized Iron 6 00
Potato Mashers, per doz. 45@75
Rolling Pins, per doz. 1.20 and 1.45
Spoons, wooden...39c, 37c .65
Step Ladders, each per ft .17 40
Tacks, steel, asstd, 2-oz, doz.
Tacks, Common, 2 oz, doz 8½
Tapers, gas, 30/17-in sizs, doz 65
Tobacco Cutter, standard ea 80
Toothpicks, per case, 110 box 2 25
Twine Holders, hanging, doz. 2.00
Twine Holders, counter, doz.. 3.10
Spittoons, fiber, 13-inch.. 6.00
Spittoons, fiber, 12-inch.. 4.75
Spittoons, fiber, 9-inch... 4.00
Whips 90
Window Screens, 12-in., doz.. 1.60
Window Screens, 18-in, doz. 2 20
Window Screens, 24-in, doz. 2 64

STATIONERY.

Blank Books.

Counter, 48-leaf	$ 50
Counter, 92-leaf	75
Cap, Day & Ledger, per 100 pp	10@ 40
Full bound	50@ 75

Writing Paper.

	Ream
Commercial Note, 5lb	45@ 75
Commercial Note, 6lb	50@ 90
Letter, 10 lb, ex	99@1 50
Cap, 12 lb, ex	1.00@1.80

COLUMN 38.

Envelopes.

	Per M
XX, 5-in.	1.00@1 50
XX, 6-in.	1.10@1.60
XXX, 10-in.	2.80
XX, 4-in., Baronial, cream or white	1.40@1.80
XX, 5-in., Baronial cream or white	1.60@2.00

Inks.

Scott & Gilbert Co.,
Manufacturers,
214-216 Mission Street, San Francisco

SUNSET BLUE BLACK



	gross
Cones, 3 dozen case	$4.50
2 oz. round studs 3 dz.	4 50
	doz.
4 oz. round studs, 3 dz	75
½ pints, 2 doz case	1 25
Pints, 2 doz. in case	2 00
Quarts, 1 doz. in case	3 50
	gal.
5 gallon kegs	70
10 gallon kegs	60
Barrels	50
Assorted colors, 1 oz. stands, any color	doz 50
2 oz. stands, any color	75

BLACKSTONE MFG. CO.
1960 Howard St., S. F., Cal.



	Gross
Cones, 3 doz to cs	$3.75
2-oz., Rnd Cylndr, 3 doz to cs.	2.90
3-oz., Rnd Cylndr, 3 doz to cs.	5.75
4-oz., Rnd Cylndr, 3 doz to cs.	6.50
	Doz.
8-oz., Rnd Cylndr, 2 doz to cs.	1.15
16-oz., Rnd Cylndr, 1 doz to cs.	2.00
Full qts., Rnd Cylndr, 1 doz to cs	3.75

Above prices are for Jet Black, Blue Black, Green, Blue, Violet and Carmine Inks.

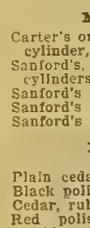
(Copying Inks 10 per cent additional.)

Miscellaneous.

	Gross.
Carter's or Sanford blk cylinder, gross	4.50
Sanford's, 4 oz., black cylinders, doz.	60
Sanford's ½ pt, doz.	1.75@2 00
Sanford's pts, doz	3.00@4.50
Sanford's qts., doz.	5.00@7.50

Lead Pencils.

	Gross.
Plain cedar	60
Black polished	1.10
Cedar, rubber tip	1.00
Red polished, metal rubber tip	1.50@3.50
Carpenters'	1.75@2.25
Eagle Automatic, doz.	85@2.00
doz.	40@1.80



Mucilage

Scott & Gilbert Company
Makers, 214-216 Mission St
San Francisco Cal

SUNSET EXTRA QUALITY

	doz
2 oz. cones, 3 doz. cs	37½
3 oz. cones, 3 doz. cs.	75
½ pints, 1 doz. case	2 00
Pints, 1 doz. in case	3 50
Quarts, 1 doz. in case	7 00
Gallons, ½ doz. cs	20 00

Blackstone Mfg. Co.
1960 Howard St. S. F., Cal.

	Gros
2-oz. Cones, 3 doz. to cs.	$4.00
3-oz. cylndrs, 3 doz to cs.	5.75
	Doz.
8-oz. round, 2 doz to cs.	1.75
16-oz. round, 1 doz. to cs.	3.00
Full qts., 1 doz. to cs.	5.00

Bulk quotations (5, 10 and 30-gal.) on application.

Steel Pens. per gr.

	Gross.
Railroad, 1 gross in box	$0.40
Stub No. 413	40
Falcon	40
Bank	40
Easy Writer	50
Extra Fine	45
Elastic	45
Railroad Stub	40
Ladies' Falcon	40
School	40
Spencerian No. 1	85
Gillott's No 404	50
Gillotts No. 303	1.00

COLUMN 39.

Department 22.

TOBACCO, CIGARS, SMOKERS' SUPPLIES, ETC.

AMERICAN TOBACCO CO.

Plug Tobacco.

Battle Ax, 16 oz, 8x12, 6 cuts, 12, 24 lb 39
Big Gun, 8 lb. butts, also 16 lb. butts, 16 oz., 8x12, 6 cuts 44
Brandywine 4 to lb., 2¼x9, 3 cuts, 4 and 8 lb 46
Bullion, 16 oz 8x12, 12 lb 47
" 6 to lb., 1x6, 20 lb 50
Burr Oak, 16 oz., 3 x 12 emb., 6 and 12 lb. 48
Climax, 16 oz, 2x12, 6 cuts, 6, 12 and 30 lb 45
Climax, 7 oz, 2x12, R & R 8 cuts. 7, 10½ and 21 lb. 48
Climax, 7 oz, 8x12, thin, 7 and 14 lb 48
Climax, 6 to lb, 2x8, Twin 4s. 4 lb boxes 50
Climax, 14 to lb, 1x8, Figs 4 lb boxes 54
Cross Bow, 14 oz, 8x12, 4 cuts 14 lb 38
Drummond Nat., 5½ oz 8x12, 8 cuts, 6, 8, and 12 lb 63
Five Brothers, 4 oz, 3x6, 2 cuts, 4 and 8 lb. 65
Gold Rope 7 to lb. 3, 6, 12 lb. 56
Gold Rope 14 to lb. 4, 8 lb 58
Good Luck, 3x6, 10 lb. 45
Granger Twist, 12 and 15 lb pails 45
Horse Shoe, 16 oz, 8x12, 6 cuts. 8, 12 and 24 lb 44
J T., 7 oz, R & R, 2x6, 2 cuts, 10½ and 21 lb 39
J T., 7 oz. Smo. 2x6, 2 cuts, 10½ and 21 lb. 39
J. T., 14 oz, Smo. 8x12, 4 cuts, 10½ and 21 lb. R & R 39
Newsboy, 48 plugs to 10 lbs. 2¼x4½, 10, 15 and 25 lb. 40
Nobby Spun Roll, 7 to lb, 1¼x8½, 3, 6 and 12 lb. 57
Old Honesty, 15 oz. 8x12, 6 cuts, 7½, 15 and 30 lb 44
Old Kentucky, 6 to lb, R. & R., 8, 16½ and 25 lb. 48
Old Peach and Honey, 6 to lb 8 lb butts 48
Out of Sight, 12 butts, 12 oz., 3x12, 3 cuts. 35
Piper Heidsieck, 5½ oz, 2⅝x8, 3 cuts, 4, 7, 14 lb 69
Red Cross, 16 oz 3x12, 4 cuts 12 and 24 butts 33
Red Ribbon Twist, 10 to lb, 6 inch, 8 lb packs, 16 lb ½ bbls 40
Saw Log, 16 oz, 2x12, 6 cuts 24 lb. 46
Saw Log, 32 oz, 3x12, 12 cuts, 32 and 48 lb 46
Something Good, 5½ to lb, 2x4 9, 18 lb. 45
Spear Head 16 oz, 2x12, 6 cuts, 6, 18 and 30 lb. 45
Spear Head, 7 oz, 2x12, 6 cuts, 7, 10½ and 21 lb 48
Standard Navy, 14 oz, 3x12, 4 cuts, 14 and 28 lb. 58
Star, 16 oz, 3x12, 6 cuts, 12, 24 and 52 lb 45
Weissinger's Special, 5 1-3 oz., 3 x 12 emb, 2, 6, 12 lb. 63
W. N. T. Nat. Leaf, 6 and 12 lbs., bxs., 5½ ozs., 3x12 57

Smoking Tobacco.

(5-lb Cartons, 25 and 30-lb cases.)

Seal of N. C., 1⅔ oz, foil $0.68
Seal of N. C., 3½ oz, foil 62
Seal of N. C., 8 oz, foil .59
Seal of N. C., 16 oz, foil .59
Old Gold, 1⅔ oz, foil or pouch .70
Old English curve cut, 1⅔ oz .74
Old English curve cut, 3½ oz (In curved tins.) .74
Pedro, 2½ oz, foil .49
Pedro, 2½ oz, pouch .51
Pedro, 2½ oz, assorted .50
Pedro, 16 oz, tin canisters 52
Dixie Queen, 1⅔ oz, foil 40
Dixie Queen, 16 oz, tin canisters, 6-lb cartons, 24-lb cas .43
Duke's Mixture, 1⅔-oz sack .39
Arlington, 1⅔ oz, foil .65
Cross Cut, 1⅔ oz, foil .60
Duke's Cameo, 1⅔ oz .42
Duke's Cameo, 2½ oz, foil .45
Melrose, 1⅔ oz, foil .65
Fragrant Vanity Fair, 1⅔ oz, foil .95
Red Indian Plug Cut, 1⅔ oz and 3½ oz, foil .42
Red Indian Plug Cut, 16-oz pails .44
Fashion, 1⅔ oz .42
Fashion, 16-oz pails .44
Bull Durham, 1 oz .65
Bull Durham, 1⅔ oz .65
Bull Durham, 3½ oz .60
Bull Durham, 8 oz .58
Bull Durham, 16 oz .58
Pick Leaf, gran, 1 oz, 25-lb cs .60
Corn Cake, gran, 1-lb bags, 25-lb cases, per lb .93
Echo Plug Cut, 1⅔ oz 48
Red Bell, 1⅔ oz .42

COLUMN 40.

Red Bell, 16-oz pails .43
Oriental Mixture, 3½-oz tin.. 1.00
Imperial Mixture, 2½-oz tin. 1.20
Plum, 1⅔ oz, foil .62
Three Kings Mixture, 3½-oz tins 1.35
Monte Criste Mixture, 3½-oz tins 1.50
Yale Mixture, 1-oz tin 1.35
Yale Mixture, 1⅔-oz tin 1.60
Yale Mixture, 3½-oz tin 1.55
Honey Dip Twist, 10 to lb. .46
Master Workman, 10-oz plug, smoking .46
Old Virginia Plug, smoking, 5 oz, 10½ lb., 6x5 .42

Fine Cut Chewing.

Hiawatha, 1 oz .59
Hiawatha, 10-lb bulk, bright or dark .59
Hiawatha, b'ght or d'k, 1-lb tins, 5-lb. pails .58
Sweet Cuba, b'ght or d'k, 1-lb tins, 5-lb. pails .46

Cigarettes.

Fragrant Vanity Fair $4 08
Duke's Cameo 4.08
Sweet Caporal 4.08
Virginia Brights 4 08
Old Dominion 3.98
Pets (foil packages) 6.52
Richmond Straight Cuts 6.52
Turkish Trophies 7.75
Egyptian Deities, No. 1, 10s.. 21.50
Egyptian Deities, No. 3, 10s $13.36, 13.33
Mogul 11.22

Cheroots, Etc.

Vaporettes in tin foil, 5 for 10 14.00
Old Virginia Cheroots, 5's 14.00
Jumbo Stogies, 100 in carton 12 50
Between the Acts Little Cigars, 10's, tin and paper.. 8 50
Bengal Little Cigars, 10's 7.50
Royal Bengal, 10 in pkg 12.00
Van Bibber Little Cigars 17.50
Sub Rosa Cigarros, 10s, per 1,000 4 10
Florodora 12.50

Cigarette Papers.

Vanity Fair, 50 pkgs in box.. 1 05
Wheat Straw, 50 pkgs in box. 1.25
Wheat Straw, 100 pkgs in box 2.50
Wild Oats, 40 pkgs in box .90
Red Seal, 50 pkgs in box .25
Corn Husk, 50 pkgs in box... 1.15
Corn Husk, 100 pkgs in box.. 2.30
Interlock, 50 1.15
" 100 2.25

THE WILSON CO.

Hoffmann House Little Cigars 10 in package, 250 in carton $7 50
Hoffmann House Magnums, 10 package, 100 in carton 12 00
Hoffmann House Petit Duc, 10 in package, 100 in cart'n 15 00
Hoffmann House Cavaliers 10 in package, 100 in cart'n 18 50

J. R. PACE TOBACCO CO.

Scroll Tag, twist, 6 to lb. .66
Scroll Tag, 10 oz. .66
Mastiff Plug Cut, 1⅔ oz. .67½
Mastiff Plug Cut, 3½ oz. .65½
Mastiff Plug Cut, 10 oz. .52

AMERICAN SNUFF CO.

French Rappee, 1⅔ oz, pr dz. .95
French Rappee, 3½ oz, pr dz. 1.80
French Rappee, 16-oz jars, per lb .65
Maccaboy, 1⅔ oz, per doz. .95
Maccaboy, 3½ oz, per doz. 1 80
Maccaboy, 16-oz jars, per lb. .60
Irish High Toast, 16-oz. jars, per lb .57
Scotch Lillenthal's, in bladders .60

CIGARS.

Porto Rico Cigar Co.

El Primero, Forziano Porto Rico 30.00
El Manifesto, Invincible Roosevelt Porto Rico 87.50

PIPES.

	Per Doz.
Cobs, Hot Shot, 3 doz	$0.25
Cobs, Gem, 3 doz	.25
Cobs, No. 3, 3 doz	.50
Brier, W. P. & Co., Assorted, 3 doz	2.00
Brier, Display Stands, 1 doz	2.00
Brier, Showcase Assortment, 3 doz	6.00
Pipe Mounts, 1 doz	.75
Cherry Stems, 2½x6 in	2.00
Cherry Stems, 2d 2½x6 in	.85
Clay Pipes, T. D., 1½ gross per box	1.25

	Per Box.
Clay Pipes, Woodstock, 1½ gr. per box	1.25
Uncle Sam Cob Pipe, 3 doz box	1.00
Eclipse Patent Cob Pipe, 3 doz. box	2.25
Climax Cob Pipe, 3 doz. box	2.25
Jewel Cob Pipe, 3 doz. box	.90
Dewey Cob Pipe, 3 doz. box	2.50
No. 19 Cob Pipes, 1 doz box	2.00

LASH'S
KIDNEY & LIVER
BITTERS
CURES DYSPEPSIA.

HAVE YOU NOTICED
all these Signs around Town?



It shows that most of the Grocers keep what people ask for—WUNDER BEER
If YOU don't, wake up phone to our bottling works and they will send their man to see you.
Phone South 1095

Ahrens, Pein & Bullwinkel
WHOLESALE
Liquor Merchants
620 Post St., bet. Taylor & Jones
Sole Proprietors



Royal Stag Bourbon and Rye.
Old Pal Kentucky Bourbon.
Celebrated Chief Tonic.
Hiawatha Bitters.
Chief Bitters.
Diamond Star Rye and Bourbon.
Tiliawood Bourbon.
Importers
Slater V. O. Scotch Whiskey, Scotland.
Thorpe & Co.
Mermaid Old Tom Gin, London.
P. Van der Kamp
Fine Old Wood Cock Gin, Holland.
Maurailla Freres Cognac, France.

MONEY-WEIGHT SCALES
Pay for themselves in
Less than a Year.
Sold on Easy Monthly Payments
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Flood Bldg. (8th Floor) Market & Powell



J. F. Cutter Whiskey
IS THE BEST SELLER FOR THE RETAILER ON THE MARKET
E. Martin & Co.
Sole Agents
54 FIRST STREET
San Francisco

Attracting Trade

Pushing Trade Builders.

When recommending a certain brand of goods to his customer, the dealer should have two things in view. The first of these is the profit the goods pay. The second is, the satisfaction the customer will get out of them.

It is poor policy for the dealer to sell a customer something with which he knows the customer will not be satisfied no matter how large the margin of profit may be.

At the same time, it is just as foolish for the dealer to sell articles that carry no profit just because his customers happen to call for that particular brand, especially if there is some other as good or better on which the retailer gets a fair profit. When a piece of goods combines both advantages of profit and satisfaction the dealer is on the right path to success.

Must Have Quality.

It is folly for a dealer to believe that he can build up his business by pushing goods that are absolutely devoid of quality, no matter how lavishly they may be exploited upon the billboards or dead walls, or in the columns of the daily newspapers.

Tens of thousands can be led through curiosity to try a certain article that is lavishly advertised, but if it is lacking in quality they will not continue to buy it, and such a brand is a poor thing for a dealer to push in the expectation of building up his trade, and increasing his list of regular customers.

Of course, it does not always follow that a brand that is extensively boomed on the billboards and in the daily newspapers is altogether destitute of quality. But that is a matter concerning which the dealer must exercise greatest care, good judgment and knowledge of quality.

The dealer who would be permanently successful must push goods that give genuine satisfaction to customers. Those are the kind that build up his business.

A Striking Window Display.

Dealers in search of some unusually striking means of attracting attention to a special window display might try the device here described, which was recently utilized with success by a dealer in a large Eastern city.

A four foot, 2x8 plank has been taken and a triangular piece sawed from one end, so that when the square end was propped inside the window and the plank inclined against the plate glass at an upward slope of 45 degrees, the sawed end rested plumb against the inside surface. The triangular piece that was sawed off was then glued upon the outside of the glass, in such a manner that it appeared as if the end of the plank had been shoved clear through the window.

The apparent break was then made more real by gluing numerous slender pointed strips of really broken glass, in the shape of an irregular many pointed star, on the inner surface of the pane, the center of this star being, of course, the apparent hole.

The result was realistic in the extreme. When a person caught sight of the window they began to wonder how the plank happened to have dropped against the glass. Then they switched to wondering if the plank had been left as it fell to save the shattered window from completely capsizing.

Many persons crossed the street for a nearer inspection. Even after they reached the window it was half a minute before the truth dawned upon them. Then, when they saw that the whole thing was a scheme to draw their attention, they couldn't refrain from taking a look at the goods in the window. It certainly was a good idea for attracting attention.

A Thirteen Sale.

A cleverly conceived sales scheme employed by a Western firm which brought very satisfactory results was as follows:

Small bills were distributed a few days before the sale with nothing but the name of the firm and the number thirteen upon them. This aroused the curiosity of the people in general; everybody wanted know what they meant.

The sale took place on the thirteenth of the month.

Every thirteenth customer got his money back, whether $1 or more.

The lucky slips were placed in the show window on a suitable card with the customer's name and address on the bottom of it. This sale brought in many people who had never been in the store before, but who have traded with this firm ever since

The results of this sale were surprisingly good, especially as an advertising medium.

Pimento is sometimes called allspice, from a supposed resemblance to a mixture of nutmegs, cinnamon and cloves. It is a very useful spice, and as it is usually the cheapest member of the spice family, ought, one would think, to be preferred by consumers much more than it is. It is seldom adulterated—another sound reason why it should be used more often in the kitchen.

Packers of cereal foods, as well as retailers of the same, should see, as far as they can, that old and stale goods are not foisted upon the public with detriment to their reputation. The packer who owns the label and the retailer who has the goods on his shelves cannot hope to escape part of the blame if, through long keeping, the crushed oats become bitter or if weevils find their way into the corn, wheat or barley foods.

At the Cotillon.

Elderly Lady (watching the dancers)—How well Mr. Heavyweight dances! He is so light on his feet. Young Lady (who has had experience)—Humph! I wish he were the same on other people's.—Smart Set.

Discovery of the Ichthyosaur.

Ichthyosaurus is a name much jested with because it rivals the mastodon as a most widely known fossil, dating back to its discovery by Sir Edward R. Home, between 1814 and 1819, in the marine deposits of Lyme-Regis, England. The name, signifying "fish lizard," shows that this animal impressed Konig, its describer, as having a fishlike backbone combined with a shoulder girdle of the lizard or saurian type. This term could not have been more happily chosen, because, while retaining the skeleton of an atavistic and extremely ancient lizard, the ichthyosaur evolved a most strikingly modern external likeness to certain very familiar animals of the sea.—Henry Fairfield Osborn in Century.

A Fine Opening For a Young Man.

"Yes," said Mrs. Malone to the old friend who was picking up the threads of family history, "my Bobby, he's traveling with a circus now."

"Pretty hard work, isn't it?" inquired the interested caller.

"Never a bit of it," returned the proud mother of Bobby. "He's living like a gentleman, he is—hands in his pockets, as ye might say—for it's a handsome salary he gets, and every blessed thing he has to do is to lay his head in the lion's mouth a matter of some two or three times a day or thereabout."—Youth's Companion.



WILLIAM CLUFF COMPANY
WHOLESALE GROCERS
SOLE AGENTS
SAN FRANCISCO CAL.

PACIFIC STORE AND OFFICE FIXTURE CO. INC.
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Store Fixtures

DESIGNERS AND MANUFACTURERS OF
STORE, OFFICE AND BAR FIXTURES
3253-3259 SIXTEENTH ST.
San Francisco

Groeery Markets.

Commercial Outlook of the Western World as shown by Present Conditions.

Office of the ADVOCATE.
Thursday Afternoon.

ADVANCED.

Future Extra T. Apricots, 3s, to $2.45; 2½, to $1.60.

Geisha Japan Rice, to $3.75; 10 sack lots, to $3.62½.

McLaren Cheese, to 16½ cents; Nutmeg, to 17 cents.

Palo Alto Seeded Raisins, to 7 cents; Ienia, to 6 cents; Quaker, to 6½ cents.

Jersey Lily Lard, ¼ cent per lb.

Currants, ¼ cent per lb.

Royal Apricots, sks, to 8½ cents; 25-lb. boxes, to 9 cents.

Compound Lard, ½ cent.

Picnic Hams, to 9 cents.

Light Belly Dry Salt Bacon, to 13½ cents.

Dry Salt Backs, to 10½ cents.

DECLINES.

Plug Tobacco, from 1 to 3 cents a pound.

Pure Leaf Lard, ¼ cent.

AGAIN IN STOCK.

Crescent Mustard Mackerel, at $1.80.

Dutchess Fly Paper, per ream, at $8.50.

Bengal Olives, 5 oz., 95 cents; 8 oz., at $1.40; 14 oz., at $2.40.

Ladies' Dainty Clams, 1s, at 95 cents; 2s, at $1.40.

Buffalo Corn Starch, 40-1s, at 5¾ cents; 20-1s, at 6 cents.

Mirror Gloss Starch, bbls., at 4⅜ cents; 6s, at 6½ cents; 1s, at 6 cents.

Confectioners' Powdered Starch, bbls., at 3¾ cents.

SCARCE IN MARKET.

Thompsons Bleached and Seedless Raisins.

Drake Almonds.

Louit Freres Mustard.

Pond's Lunch Tongue, 1⅛s.

Atmac W. Meat, 3s glass.

Ferrand-Renaud Macc.

NEW.

Jersey Lily Soap, 36-2 bars, at $4.75.

COAST CROP CONDITIONS.

United States Department of Agriculture weekly report for California says:

"Hay, barley and oats reported below average in nearly all parts of the State, except certain parts of Southern California where the yield is the best for several years. The yields of deciduous fruits are better than anticipated in many sections, though generally below the average."

SUGAR.

New York, August 3d—Willett & Gray report:

"**Raws**—The week opened firm and gained in strength on sales at an advance, the top price being equal to 4.15 cents for 96 degree test. Improvement did not continue long owing to the heavy failure of operators in Paris who had endeavored to corner the August delivery of beet sugar, and quotations returned to the basis of 4 7-16 cents. Holders of raw sugar seem content to sit still until their sugars are wanted.

"**Refined**—The list was advanced 10 points early in the week owing to the increased demand. Buyers were bare of stocks and wished to take advantage of the combination of cheap prices and low freight rates. The trade secured fully 30 days' supplies on contracts with the usual guarantee before the advance. We may now look for a quiet period until a good part of the sugars bought are absorbed."

New York, August 3d—M G. Wanzor & Co. report:

"The raw market is firm. A few sugars can be bought to-day at 4⅛ cents, although the refineries are not in the market at this figure. Beet sugar prices are recovered somewhat this morning (Wednesday). Raw stocks at refining points are small, but the purchases made lately have strengthened and fortified the refiners' position. Refined market is unsettled in the past week. Business steadily increased in spite of this fact. Competition for business has been keen. Prices yesterday were advanced 10 points. It appears that the refiners have got together."

TEA.

New York, August 1st—John B. Brown & Co. report:

"The trade seems more disposed to purchase, since teas in producing countries are costing importers from one to five cents per pound more than the same grade of goods can be bought for in our local market. Holders are therefore firm in their views and disposed to wait for their price."

COFFEE MARKET.

New York, August 3d—Willett & Gray report.

"Compared with August 1, 1904, the world's visible supply of coffee to-day is 1,200,000 bags smaller. Brazil coffees this season are probably less than 10,500,000 bags. Mild crops are about 4,500,000 bags. Official delivery shows consumption to be about 16,500,000 bags. It is more significant, however, that only small stocks are held in the interior of this country and Europe, and these stocks must soon be replenished. There is steady inquiry for new supplies in this country. If buyers refuse to pay prices ruling to-day, it cannot be concealed that they must come into the market sooner of later to keep going. The stocks in European sea ports are nearly 2,000,000 bags less than a year ago. This tone necessitates the buying in Brazil soon. Holders are, therefore encouraged to remain firm. Altogether the outlook is good and the trade will do well to take in supplies."

New York, August 1st—Volney Green & Son report:

"There has been a decidedly better demand for spot goods at full prices. Low grades continue scarce, and the trade, as a whole, think well of the market, and jobbers here are stocking up freely."

New York, August 1st—Henry Norddinger & Co. report:

"The question of the import tax is coming to the fore again. We understand that it will be presented to the public in an authenticated manner at an early date."

Boston, Mass., July 29th—W. S. Quinby Co. report:

"All grades of roasted coffee are very firm. Cheaper grades are advanced ½ to ¾ cent. Mild grades have not been advanced, but are very firmly held."

RICE.

M. J. Brandenstein & Co. say:

"The rice market is very firm with free buying."

M. Phillips & Co. report:

"The situation in the rice market is a very firm one. Jobbers are selling at from ¼ to ½ cent under parity with mill prices. Stock on hand is rapidly going into consumption."

New York, August 1st—Dan Talmage Sons Co. report:

"Demand shows some slight improvement over previous weeks. Values are firm on sightly parcels of Honduras of all grades. Japanese sorts are quiet at the snarp advance realized some weeks ago.

SPICES.

New York, August 1st—John Clarke reports:

"The market is strong and active, with general upward tendency owing to the short crops or pepper, ginger, nutmegs, pimento and maize."

CANNED FRUITS.

As the fruit canning season progresses it is becoming more evident that the higher grades of canned fruits will be scarce. This is particularly true of apricots and the early varieties of peaches. Prices are likely to be advanced on the better grades and possibly on late peaches, as buying competition among the canneries is becoming so great that the fruit canners will advance prices to an almost prohibitory figure. The acreage devoted to tomatoes is smaller than ever and a light pack is expected. Future tomatoes are strong, and not many canners are offering goods.

San Jose, Cal., August 7th—The Fruit Canners' Association is working on peaches, apricots and Bartlett pears. In general, they report a light pack this year. A number of their thirty canneries are not operating. The pack of peaches will be heavy, of pears light, and apricots good. The pear crop will be better than estimates two months ago. Tomato packing will begin about September 15th. A heavy pack is expected if frosts and rains do not interfere

San Jose, August 3d—The local branch of the California Fruit Canners' Association has found the apricot pack poorer than was expected.

San Jose, August 1st—The Campbell Fruit Growers' Union have canned 560 tons of apricots to date. This is not up to the record of some years. The work on cots has eased up a little, and work has been begun on cling peaches received from Marysville.

CANNED PINEAPPLE.

New York, July 31st—Paul Taylor Brown & Co. report:

"The situation in Singapore pineapple has made a very decided jump during the past week. The summer pack is practically over. It was not so large as was expected, and the demand from Europe has taken the greater part of these, leaving little or nothing for the American market. With the winter pack not proving at all satisfactory to the trade, the price must advance materially until offerings are made for next summer's pack."

CANNED VEGETABLES.

Baltimore, Md., August 28th—The "Trade" prints the following from its New York correspondent:

Tomatoes—The market has advanced 2½ cents to 72½ cents for standard Maryland 3s. Futures still remain at 70 cents, with occasional holders asking only 67½ cents. The market has a shade upward tendency.

Corn—No interest is shown by anyone.

Peas—The reduction in acreage through New York State and the West, and the further reduction by reason of unfavorable weather have contributed to make the pack considerably less than was originally deemed possible. The corry-over was 200,000 to 250,000 cases. When business starts, prices are quite likely to go higher under the stimulus of reduced production.

Asparagus—The market continues firm on light trading. Business, even as it is now, promises to consume substantially everything in sight.

CANNED TOMATOES.

Salt Lake City, Utah—D. C. Adams, an authority on tomatoe canning, says: "The blight covers all of the Utah producing districts. The percentage of loss is already 60 per cent, and is increasing. It is my opinion that the blight has been growing slightly every year for the last five years. There are, perhaps, enough carry-over tomatoes in stock to bridge over until the crop of 1906 with what we can can this year. The canners are running short time."

Baltimore, Md., July 29th—H. H. Taylor & Sons report.

"The higher market has realized in a reaction in demand. With the advent of the regular season next month, when prices are settled for new crop, there ought to be good business done in this line."

Thaxton, Va., July 29th—J. W. Gillespie reports:

"The tomato crop will not be over half of what it was last year. Bedford County produces 100,000 cases with an average tomato year. There is a prospect that it will only put up 30,000 to 35,000 cases this year. There are no spot tomatoes left in this county."

Bridgeville, Del., July 29th—H. T. Cannon & Co. report:

"Rains have caused tomato blooms to fall off, and there are not nearly so many tomatoes on the vines as the growers and packers would like to have seen. The acreage is quite short compared with 1904."

Aberdeen, Md., July 29th—Strasbaugh, Silver & Co. report:

"As the market seems to strengthen daily, there are but few sellers and these sellers are inclined to offer only a percentage of their holdings at advanced figures, anticipating still better prices for the balance of their holdings. We quote both spot and futures at 72½ cents."

CANNED CORN.

West Poland, Me., July 31st—B. N. Fernald reports:

"The severe draught has commenced to affect the corn very materially. We still expect a full crop of corn this year. The packing season will commence at least two weeks earlier than it has for the past two years. There is no reason why there should not be a pack of excellent quality. Prices are well maintained with the reputable packers, and, in fact, most of the larger concerns have withdrawn from the market."

EASTERN CANNED PEAS.

New York, July 31st—The situation in peas is considered as becoming acute. It seems from conservative estimates that the pack will fall 40 to 45 per cent below estimates in nearly all packing centers. Wisconsin packers are represented as saying that they cannot deliver more than 45 per cent of their contracts, while New York packers say that they will be unable to deliver more than 40 per cent of theirs. In New Jersey conditions vary. It seems reasonable to say that the total delivery will not exceed 50 per cent, and it may possibly fall below that figure.

PRUNES.

San Jose, August 7th—At the Dried Fruit Promotion Association yesterday it was reported that many sales were being made on a 3-cent basis, and that





Keep in Line
With The Administration's Policy--
"Increase and Multiply"
Your Sales and Profits
by dealing in
"MONARCH" Hams
and
"Arrow" Lard Compound.

WESTERN MEAT COMPANY
SAN FRANCISCO, U. S. A.

TOMATOES--Pack 1904 MAPLE SHADE FARM BRAND
Solid Pack and Solid Pack with Peppers are trade winners.
Quality finest. Prices right.

SUYDAM BROS. & ROGERS
WHOL SALE GROCERS
14-16 Spear Street, San Francisco.
Tel. Main 5396.

some sales had been made in the last few days on a basis of 3¼ cents. The opinion was expressed that the present prices might be maintained unless growers rushed the crop on the market in haste to realize. Members stated that the present price of apricots was 7 cents.

San Jose—The Luerhing Co. states that prunes on a 3-cent basis are not taking quickly with their Eastern buyers. On the other hand, the California Canners' Association says that price is satisfactory to many. It is stated that the total yield will be one-third less than last year.

Salem, Ore., August 5th—Reports are coming in that all varieties of prunes are falling off the trees badly and the yield will fall at least one-third short of the earlier estimates of 300 carloads. The present indications are that the prune growers of Oregon will receive a remunerative price for their products, as the demand is growing and inquiries are frequent and encouraging.

Santa Rosa, August 3d—It is expected that prunes that were not handled at all last year on account of their size will bring $15 per ton this year.

Vancouver, Wash., July 24th—A. C. Burdick reports:

"About half of our small crop of Italian prunes has been sold at 2½ cents to 2⅝ cents, with ⅛ cent premium on the 30-40's. Many growers are refusing to sell expecting higher prices, as our crop is only one-third the normal. The quality promises to be excellent.

RAISINS.

The local market is much firmer because of the completion of the combine between the Growers' Association and the Commercial Packers.

Fresno, August 7th—The Raisin Growers and Raisin Packers have completed the formation of their organization. Henry T. Crocker, a San Francisco capitalist of high repute, has been chosen as the eleventh director. He will be president of the company. The five directors chosen by the packers are C. W. Griffin, D. J. Guggenheim, L. L. Gray, A. Gartenlaub, and Geo. M. Armsby. M. F. Tarpey, the vice-president, will act as practical manager of the joint company. Outside firms are reported as offering from $65 to $70 per ton for raisins in the sweat box. A price of $35 was secured last year. Few raisin growers are willing to accept this price, as there is a general feeling that the market conditions warrant a price of 4 cents or more this season.

DRIED APRICOTS.

Fresno, August 6th—The "Republican" to-day says: "There has been a great scurry in dried fruit the last few days. Many packers sold dried apricots in May at a 5½-cent basis. In the early season they bought quite a quantity of fruit at that figure. Of late, however, the market began to advance and the buyers began to scramble for goods. Some of the growers have received as high as 7½ and 8 cents.

DRIED APPLES.

Lockport, N. Y., July 29th—Wm. E. Schaeffer reports:

"Crop prospects range from 10 to 12 per cent of the average yield. Even the bears admit that there is not the crop they had expected."

Sodus Center, N. Y., July 31st—E. B. Mather reports:

"Most of the best judges now place the crop in Western New York at from 15 to 25 cents of last years's crop. Missouri, Arkansas, Illinois, Michigan, Ohio and West Virginia report poor apple crops. This would indicate that the present market is none too high. I think a little buying would certainly advance it."

Portland, Ore.—E. H. Shepard, manager of the Hood River (Oregon) Fruit Growers' Association, says that the Oregon apple crop will be only about half of what it was last season. Orchards in the Hood River Valley will only produce about 20 per cent of the 1904 crop.

Kansas City, Mo.—The "Packer" says: "The apple crop will be fully 40 per cent short of last season's crop, if not more. The New England States will yield about half a crop. New York State will raise about 40 per cent of last year's crop. In Pennsylvania, West Virginia and Virginia the crop will not be up to the average. In Ohio, Indiana and Illinois there is less than an average crop. Michigan will have from 35 to 40 per cent of a full crop. Missouri will yield 15 to 20 per cent of a full crop. In Arkansas and the two Territories, the crop will be very light, not exceeding 15 per cent. On the Coast, California has a good crop, while Washington and Oregon crops will be short. Taking the reports of the apple growing States together, the crop will be the smallest raised in many years. The home demand promises to be very good. Already European inquiry for American fruit promises a good outlet for all the fall and winter apples raised."

DRIED FIGS.

New York, July 29th—The Hills Bros. Co. report:

"Opening prices are certainly moderate. Reports from Smyrna continue favorable. The crop will be about the same size as last season."

CURRANTS.

New York, July 29th—The Hills Bros. Co. report.

"Cables from Greece advise us that the bill by which the Bank of Athens secured a monopoly of the currant business has passed. Spot goods immediately showed an advance. Present quotations are on a similar parity with the Greek market to-day."

ALMONDS.

Malaga, Spain—United States Consul Birch writes:

"An almond trust has been formed by seven principal Malaga exporters, and they undoubtedly will control the market. The syndicate will have to do only with the purchase of almonds from growing districts, and will not intervene in sales to American and European buyers. The purpose of the trust, the organizers admit, is to reduce the first cost and eradicate certain abuses practiced by local speculators and brokers. The price of almonds and the cost of freight to New York for the season beginning next month will not be materially affected, though the selling price of different local houses is likely to be more uniform than in other years."

BEANS.

Detroit, July 29th—H. E. Botsford & Co. report:

"Beans are scarcer now than they were a couple of weeks ago. We do not believe the market will go much lower, since the few cars in Michigan are held in strong hands. The outlook for the new crop has improved somewhat. The crop will be later than ever and a smaller acreage was planted."

Sebowing, Mich., July 29th—John Liken & Co. report:

"Continued heavy rains for the last two months have done much damage to the bean crop in low lands."

New York, July 28th—Sneekner & Quinby report:

"Stocks are light with the exception of pea beans. The small acreage and ate planting seem to indicate no more than 75 per cent of last year's crop, even under the most favorable conditions."

Ridgetown, Ont., July 31st—Thos. Steel & Co. report:

"Old beans are about all in. The coming crop will be late and some of them are likely to get frosted. With the most favorable weather, we will have little more than a half crop on account of the rains."

HONEY.

Denver, July 25th—The Colorado Honey Producers' Association reports:

"Indications are that Colorado will have the lightest honey crop ever known. No new honey was offered this year until July 25th, although usually it can be secured about July 1st."

New York, July 28th—Hildreth & Segelken report:

"Reports indicate that the crop of white honey in the East and Northwestern States will be somewhat short and not as large as last year. California new crop honey is arriving freely. Quality is exceptionally fine. Very little is coming from the South."

CANNED SALMON.

Portland, Ore., August 8th—Reports from Astoria state that the big run of salmon has entered the Columbia River. One catch of ten tons is reported.

Seattle, August 5th—The second and final spurt of the sockeye salmon run on Puget Sound is now due. The "Post-Intelligencer" says: "The first half of the season, as the last ten days may be termed, was fully up to the expectations of the packers, and the number of cases of sockeye salmon packed on the Sound to date is estimated at 300,000. On this basis, if the second run should prove to be the heaviest of the season, as now predicted by trap operators and cannerymen, the total pack should reach the 800,000 mark. This is the opinion that is being expressed by local parties interested in the fishing industry, and some of the more sanguine are even estimating the total pack at 900,000 cases.

"It is generally conceded that more fish will pass through the waters of the Sound on the way to the spawning grounds on the Frazer river in August than were recorded for the past ten days. It is thought that the run will be bunched to a greater extent and that the canneries will not be able to pack a great many more cases than on the first spurt.

"Of all the different estimates that are now being made on the pack, none has been heard that gives a smaller figure than 700,000 cases."

Seattle, July 27th—P. J. Brady, president of Brady & Co., reports:

"The trade are buying sockeye liberally at open figures. Prices on Red Alaska are at a low notch, and it is reasonable to expect a stiff advance should the sockeye pack not materialize. Even should the sockeye pack be large, if it is held at firm figures, it will tend to keep Red Alaska prices where they now are. The world is preparing to buy a two years' supply of sockeye if the prices should not be too high. Strong financial arrangements have been made for gradual distribution. This will cause the prices to be maintained. The talk as to prices ranges from $1.25 to $1.35. The United States will take from 300,000 to 400,000 cases, at $1.35. Should the big sockeye pack materialize, we look for much weakness in red Alaska, since prces to-day are lower than what packers can make a reasonable profit at. Should the sockeye pack not exceed 400,000 cases, red Alaska, spot and futures, will jump to $1.10. Chums are practically sold out at 65 cents, and the market is now 70 cents. The pink market is 75 cents for future delivery, the same prices at which spots are held."

Seattle, August 5th—The "Trade Register" says:

"While the run is expected by some to slack up this week, others think it will keep up till August 10th. The canners are hopeful of a still bigger run the latter part of the month, and the season thus far has turned out in a manner to warrant such optimism. Should they not be disappointed, the season's pack will be highly satisfactory and run above the 800,000 cases figures, while a second big run would beat the record pack figures of 1901. While there is na prospect of the highest guess of 1,500,000 cases total of some a few months ago, it looks as if the sockeye pack will be much greater than the majority of packers expected until a few days ago.

"A bumper pack should not give any warrant for expecting lower prices as a result. In our Salmon Annual of last March we said we did not expect the Sound pack total to reach 1,250,000 cases, and that opening sockeye prices were expected to be at least $1.25, though a few thought a bumper pack might lead to a price as low as $1.15, and this price may be named. The majority are now talking the former figure, and, considering the quality of this grade and its commanding $1.40 to $1.50 two years ago, a lower price should not prevail.

"Prices will be made in a few days, say next Thursday, and then the market should respond with orders so long withheld."

Bellingham, August 5th—When the traps were lifted last night they contained practically no fish. There is merely a temporary lull in the run. The big salmon that trail in the rear of the big run have not yet appeared. Although the traps on the banks made small catches, 140,000 fish were brought to the Pacific-American Fisheries. As the cannery was not able to handle all these fish, about 50,000 of them were sent to Anacortes. Every cannery has been working to its utmost limit, and yesterday was a record breaker. The deficiency of help has been largely corrected.

Seattle, August 4th—The first spurt on Puget Sound has been gradually falling off. The second and final spurt is expected within the next few days. The first half of the season was fully up to the expectations of the packers. The number of cases of sockeye salmon packed to date on the Sound is estimated at 300,000. If the second run should prove to be the heaviest of the season, as is now predicted, the total pack should reach the 800,000 mark. Some of the more sanguine are even estimating the total pack at 900,000 cases.

Anacortes, Wash., August 3d—The local canneries still have all the salmon they can handle. A Blaine cannery took several scow loads of surplus from one of the canneries here this week.

Anacortes, Wash., July 31st—Never in the history of Fidalgo Island was there so many salmon being packed as now, and if the run continues the output will reach 500,000 cases. Already 100,000 cases have been put up, and the six canneries are filling cans at the rate of 13,000 cases daily.

Anacortes, July 30th—The Fish Commissioner reports that the trap men operating in this vicinity are not now attempting to violate the Sunday closing statute. A strict patrol is being maintained.

FISH.

New York, August 1st—Strohmeyer & Arpe Co. report.

Scotch Herring—Shipments just about cover demand. Prices are holding up nicely.

Holland Herring—None have arrived yet. The catch is small and prospects for a large catch are good.

French Oil Sardines—If the catch does not improve very materially, we cannot look for any low prices this season.

MACKEREL.

New York, July 27th—Thos. Woodward & Co. report:

"Prices are advancing. Supplies are not large enough to take care of the demand. Receipts from Ireland have been very disappointing. Mackerel is being held back there, and the 250 and 300 count will be held at firm prices. Holders of mackerel in Nova Scotia are also demanding higher prices, since the fishing in many parts there has been a big failure."

HERRING.

Wieland Bros. say:

"Vlaardingen (Holland) reports say that the catch of herrings up to July 15th was far below that of last year."

SARDINES.

Wieland Bros. say:

"Reports from France indicate that the sardine catch so far has been a failure."

OYSTERS.

New Orleans, July 24th—Ahrons- Seibert Co., Ltd., say:

"Southern packers have named prices at which no one need fear to buy. They are below the cost of production, and are guaranteed up to date of shipment."

CHEESE.

Wieland Bros. report:

"Martin's cheese is firm at present quotations, with higher prices in view."

COTTON SEED OIL.

New York, July 27th—Aspegren & Co. report:

"With the European demand as poor as it is at present, the bears claim that no heavy advance can be thought of. On the other hand, the crop output is poor, and the bulls claim that because of the heavy advance in cotton, we cannot dream of low prices for oil. Conditions are likely to change at any time."

HAY.

Somers & Co. report:

"There is nothing new in the way of outside demand. Strictly fancy grades of wheat are doing well, but other varieties are lower. Tame oat hay, most of which shows a little rust, is not in good demand.

"We quote as follows:

Choice Wheat Hay, $12.50 to $13.50.
Other grades, same, $9.50 to $10.50.
Other grades wheat, $7.50 to $9.00.
Wheat and oat, $8.00 to $10.00.
Tame oat, $7.00 to $10.50.
Oat and clover, $5.50 to $8.50.
Wild oat, $5.00 to $8.00.
Barley and oat, $7.00 to $9.50.
Stock hay, $4.50 to $5.50.
Alfalfa, $5.50 to $9.00.
Straw, per bale, 35 to 50 cents."

Passport to the North Pole.

A passport to the north pole was issued some years ago by the governor of the province of Tobolsk, which stretches along the Russian shores of the Arctic ocean. The official was approached by two men who had been engaged to proceed to the north with an English expedition, then fitting out. Their petition was for a passport to the pole itself, but the governor pointed out that the pole was as likely to be in their home province as in any other, that it was extremely unlikely they would reach it and that, if they did, there were no police there to examine their credentials. At last, however, to satisfy them he ordered the issue of a document allowing them to pass without let or hindrance to the north pole.

JAMES M. ELLIS
NOTARY PUBLIC
AND
Commissioner of Deeds
FIRE AND MARINE INSURANCE EFFECTED
323 Montgomery Street
Residence 1233 Geary St.
Tel. Main 5925. SAN FRANCISCO

WHITTEMORE'S POLISHES.



The World's Standard.

"Gilt Edge" dressing, blk.	$24 00
"Boston" Waterproof Polish (for men's and boys black shoes)	24 00
"Boston, Jr." 10c. size	10 00
"Dandy" Russet Combination	24 00
"Star" Russet Combination	9 00
"Dandy" Russet Paste	9 0
"Red Box" Russet Paste	5 00
"Champion" Black Friction Polish	24 00
"Champion, Jr." Black Friction Polish	10 00
"Elite" Combination (for box calf, black vici kid, etc.)	24 00
"Baby Elite" Combination (for box calf, black vici kid, etc.)	10 00
"Elite Paste" for box calf (two sizes)	$9 00 5 00
"Superb" Patent Leather Paste	9 0
"Blue Fox" Patent Leather Paste	5 00
"French Gloss" (in cartons, for ladies' black shoes)	9 00
"Royal Gloss," 4 oz. (for ladies' black shoes)	8 00
"Bossine" Waterproof Paste Polish, large	9 00
"Bossine" Waterproof Paste Polish, small	4 50
"Quick White" perfectly cleans dirty white shoes (two sizes)	$24 00 10 00

Cigars and Tobacco

Michalitschke Bros. & Co. report good trade.

Herman Heyneman has called for statements of stocks of Old Virginia cheroots.

Tillmann & Bendel are pleased with the general condition of trade. Orders are coming in freely for all lines of cigars and tobacco.

N. Venezia & Co. are preparing for a very vigorous campaign in behalf of their high grade clear Havana cigar, the Venezia.

S. Bachman & Co. are making a very liberal deal on Renown five cent cigars, 100 free with each 1,000, and 450 with 3,000.



EHRMAN BROS. & CO.,
S. F. Distributers.



Hunter Whiskey

Rich in Flavor
Mellowed by Age

HILBERT MERCANTILE CO.,
136-144 Second St., San Francisco, Cal.
Telephone Private 213.

Major F. S. Burrows reports that business is picking up after the mid-summer quiet. The demand for the Rough Rider cigar is heavily on the increase.

Lex Ehrman of Ehrman Bros. & Co. has returned from a three weeks' sojourn with his wife in the Yellowstone Park, and is talking "Optimo" harder than ever. The Yellowstone appears to have grounded his faith in the Optimo firmer than ever.

Trade with Ehrman Bros. & Co. is even more active than heretofore. The demand for Optimos is still crowding on the limit of supply, while the Henry Miller of their nickel line is catching on in fine shape with smokers of nickel cigars.

Late advices from Porto Riso indicate that the labor troubles which have hampered cigar manufacturers for some months past are far from being settled. On the contrary the strike is spreading and now includes a larger proportion of the cigarmakers on the island, according to one letter.

While trying to evade the payment of internal revenue taxes on stogies, as required by the law, three New York cigar manufacturers were recently trapped by internal revenue officers in St. Louis, who it was stated are systematically evading the tax on their products in an unusually bold manner. Forty-eight thousand stogies shipped to St. Louis by these manufacturers have been seized.

Under date of July 22 the Tampa correspondent of "Tobacco" says: "A. Santaella & Co. Well! What can be said of this phenomenal business? They made 110,000 Optimo cigars on Wednesday. The 100-foot addition to their factory is being pushed to meet the overflow from the present workrooms. Less than five years ago they came here with forty cigarmakers. 'The push is in our cigar boxes,' said Senor Santaella. 'We do the best we can for our customers all the time,' he added."

A new scheme to increase competition for the regular cigar dealer has culminated in the incorporation, under the laws of New Jersey, with a capital stock of $500,000, of the National Cigar Stands Co., whose avowed object is to operate cigar stands in drug store, to manufacture and import cigars and tobacco. Those interested assert that the company has perfected plans to begin active operations in New York, Chicago, Boston and San Francisco almost immediately, and that its business will be extended as fast as opportunity offers, until all of the leading cities in the United States are covered.

So far as the facts already gathered indicate, the anti-cigarette law of the last legislature is not a howling success. The law is being circumvented by what appears to be undetectable schemes. The express companies and the mails are carrying tens of thousands of the little "coffin tack" into the homes and offices of hoosiers. In packages marked "Perishable—rush," or "Glass—handle with care," or "Breakable—caution," any one can get a box of cigarettes in "original packages." The things cannot be detected if the smell of the tobacco is covered. As a means of avoiding this cigarettes are shipped in glass tubes, glass bottles, coffee cans and anything that will keep in the smell. Shipments are made even in fruit crates along with the fruit itself. The risk has put up the price of cigarettes, but as the smokers will have them, cost or no cost, the trade goes on, and dealers outside of Indiana who are shipping into this state are making big profits. Another thing the law has done: It has driven boys from cigarettes to cigarros. It is very questionable what good the anti-cigarette law has done, or will do, much as every friend of boys would like to see our youth saved from the evil.—Terre Haute Tribune-Gazette.

TOASTS THE TRUST.

The action of the grocers of the East in regard to the retail tobacco stores of the American Tobacco Co. is the occasion for the following remarks by the "Merchants' Review" of New York:

"A daily commercial paper notes a pronounced tendency among retail grocers to throw out of stock the products of the Tobacco Trust because the trust has opened retail stores. **A general movement of this kind would be more than the American Tobacco Co. could stand.**

Doubtless the Tobacco Trust can justify its course to itself, but as a general proposition this system of a trust having its own separate distributing agencies is about the most foolish proposition that ever came down the commercial pike.

"It needs but a moment's thought to convince any moderately sane person that a system which calls for a canned meats store, a canned fruits store, a canned vegetables store, a raisin store, a prune store, a rice store, a coffee store, a sugar store, a tobacco store, a butter store, a cheese store, and so on, in place of the present family grocery store, is the craziest system ever dreamed of, much less put to a practical test.

"If the grocers can't undersell and generally knock endwise the competing stores of the Tobacco Trust, they must have lost some of their ancient audacity and cunning."

PROPOSE TO INCREASE CAPITAL.

A special meeting of John Rapp & Son will be held October 2 to vote upon a proposition to increase the capital stock from $50,000 to $200,000.

HENRY MILLER
5c CIGAR
SUPERIOR QUALITY
EHRMAN BROS. & CO., Distributors

A. VIGNIER CO.
429-431 Battery Street San Francisco
IMPORTERS
Sardines, Olive Oils, French Preserves, Washing Blue,
French Castile Soap: Clover Leaf, Virgin, Dahlia, mottled,
Wines and Liquors—**A. V. H. Gin**—imported goods only.
Sole Agents for the Genuine CLICQUOT Champagne
Only the **GENUINE**, Imported direct from France, bears Vignier's LABEL

RAINIER BEER

Is Not Unfair
But the Boycott is.

Investigate both sides of the question.

JOHN RAPP & SON, Agents
Phone South 473.

News of the Coast.

CALIFORNIA.

San Francisco—Fred Schloh's grocery store, corner Twenty-fourth and Sanchez streets, was robbed on the night of July 30th. The burglar gained entrance through a side door and took between $45 and $50.

Colton—The Colton Grocery is preparing to erect a large warehouse. It it to be made from artificial stone. The cost will be $500. In the course of time the building is to be enlarged.

Eureka—The grocery business of J. F. McGeorge, at Clark and B streets, has incorporated under the name of the "J. F. McGeorge Company" The capital stock is $15,000, divided into 300 shares of which 200 have been subscribed for by the incorporators, who also constitute the first board of directors, as follows: J. F. McGeorge, 153, M. T. Fulton and A. S. Weatherby, each 20, N. L. Lawrence 5 and D. M. Campbell 2.

Garden Grove—It is reported that W. L. Ross, of Garden Grove, has bought out the general store of N. B. Underwood, and also the grocery store of J. M. Woodruff, making a grocery trust.

Huntington Park—B. A. Baxter has sold his grocery business to a Florence firm.

Los Angeles—D. B. Baker, a former Riverside grocer, died recently at his home in this city. He leaves a widow, one daughter, Mrs. Chas. Kerr, and three sons, Rouie, Plin and Pierre Baker, to mourn his loss

Los Angeles—H. O. Wells has sold his grocery and meat market to Blumberg & Smith. Jack Lowe has sold his store to Chas. Scheerer.

Los Angeles—Three new grocery stores have recently opened at the new town of Watts on the Long Beach electric line. The new settlement a year and a half ago had one grocery, now it has four. A new grocery has also opened at or near Graham station on the Long Beach electric car line. Also a new grocery pust inside the city limits at Furlong station on the Long Beach car line.

Pomona—M. French & Sons, grocers and dry goods merchants, have changed their firm name to H. G. French & Co., Mr H. G. French having taken over the business.

Sacramento—J. J. Ryan recently sustained a fire loss.

ARIZONA.

Douglass—The Douglass Commercial Company has sold out to D. H. Johnson.

IDAHO.

Boise—Keyser & Hammond have opened a grocery store.

Lewiston—Summers & Hayden, grocery, are adding meats.

Nampa—Leslie Springer has started a grocery.

MONTANA.

Great Falls—Burchard & Harrison have succeeded J. A. Bush, grocery.

Helena—La Chapple & Fredericks have succeeded L. H. Schaffer, grocer.

Red Lodge—McIntyre & Campbell have succeeded McIntyre & Baldwin, grocery.

OREGON.

Albany—Sanford Lasselle, of Lasselle Bros. & Co., grocers, has been nigh unto death's door, but is now out again.

Salem—J. W. Harritt has opened a grocery store

Woodburn—Kaufman & Mishler, grocers, reported sold out.

WASHINGTON.

Aberdeen—Don & Dunlap are opening a grocery store.

Everett—C. T. Wheeler and F. Liljenburg have purchased the grocery business of H. E. Ellenson and will conduct the store under the name of the Colby Grocery Company.

Garfield—Mr. Ingle is reported buying O. J. Smith's grocery and shoe store.

Seattle—S. H. Nazarenus and Benjamin Davis, grocers, were burned out recently. Stinson & Turner, grocers, have been succeeded by H. W. Stinson. Corey & Williams have purchased the Maple Leaf grocery and meat market. Benjamin Davey's grocery store was burned recently; loss, $3,000; insurance, $2,500. E. C. Phair has discontinued his grocery at 1420 East Madison street. W. H. Rogers has started a confectionery and grocery store at 1115 Howell street J. G. Love has moved his grocery from 607 to 818 Pike street.

Spokane—The Columbia Grocery has moved into new quarters at 1121 Baldwin street. A. W. Allen has succeeded Eldred Bros., grocers. J. F. Chapman has bought back, and resumed grocery business, at his old stand, corner of Dakota and Ermina. F. H. Guse & Son, grocers at 1025 Sprague avenue, are moving stock to Milan, where they will open a general merchandise business.

Tacoma—S. W. Pearson Co., grocers, are removing to Stanwood, where the firm was engaged in business before coming to Tacoma. F. K. Whiting has bought out the Wright Grocery Co. J. J. Enright has purchased the California Grocery, at 1511 Tacoma avenue, from Mrs. C. J. Wise. S. J. Ostrow has succeeded Mr. Oebrosky in the California Grocery and Market Company, Ninth and Yakima avenue. The West Coast Grocery Company held another sale of furs Tuesday, disposing of a fair lot of Alaska consignments.

Tekoa—Doty & Baker, former grocers, have purchased the business of W. H. Durham at that place.

Wentachee—Groves, Brown & Co. have succeeded the City Grocery Co.

ERITISH COLUMBIA.

Grand Forks—R. Moorehead's grocery is reported closed.

Nanaimo—W. T. Heddle & Co., grocery, reported sold their Ladysmith branch

Vancouver—Mills & McGovern are starting a grocery. Jas. McNichol has succeeded R. & M. A. Cummings, teas.



Did You Ever

Stop to Think

WHY All of the Successful Grocers SELL

Carnation Cream

??????????????

Answer: Because, by so doing, they can be the milkman to all of their customers.

PACIFIC COAST CONDENSED MILK CO
Manufacturers
Seattle and Kent, Wash. Forest Grove, Oregon.

SPOHN - PATRICK COMPANY, Sole Agents
for California Nevada, Utah, Arizona and New Mexico.
SPOHN-COOK COMPANY, Los Angeles, Cal.

GROCERIES AND OIL ODORS.

It is but a natural conclusion that grocers' customers should object to having their purchases spoiled by the odors of oil. With the old style oil tanks it was almost an impossibility to prevent the spilling of oil over the hands and thereby tainting all articles handled after the filling of the oil can. You can't always take time to wash your hands when your store is full of customers.

The Bowser Self-Measuring Oil Tank does away with this disagreeable feature of selling oil. The customer's can is placed under the pump or hung under the nozzle, one stroke of the crank, and the accurate measure has been given—not a dot over or under measure—perfectly clean hands, a clean floor and a clean tank. The tank can be placed in between coffee or flour sacks and there would not be the slightest danger of contaminating the groceries.

The advertisement of S F. Bowser & Co., the patentees and manufacturers of these tanks, appears elsewhere on these pages.

A SOUTHERN CHANGE.

Los Angeles, Cal.—M. J. Brandenstein & Co. have removed to 418 Los Angeles Trust Company's Building, Second and Spring streets Their business in Southern California will be handled by Geo. W. Hatch, who succeeds O. E. Lowe.

THE KING OF ITS KIND



ELECTRO SILICON
Silver Polish

IS AN ARTICLE OF REAL MERIT and the only one of its class for which a constant demand is created among consumers by regular and systematic advertising.

On every box a Wowan in Red,
Never take another instead.

REDINGTON & CO.
SAN FRANCISCO
Sole Agents for the Pacific Coast.

PROTECTION PAYS.

The Globe Milling Co. has found that it pays to protect the retail grocers in their profits.

Because they know that no one can sell "A-1" flour cheaper than they do, nearly one thousand retail grocers of San Francisco and the other Bay cities have made a specialty of that brand of flour and are recommending it to their trade and urging their best customers to buy it on the ground that it is something better than anything else on the market. They are safe in doing this because the Globe Milling Co. has authorized grocers to "money back" their goods. As a consequence, the grocer tells the customer that if she finds the "A-1" flour not satisfactory in every way, she can bring it back and she will not be charged for the flour she may have used. The Globe Milling Co. also money backs their other brands of flours.

The policy of the Globe Mills is not to sell to cutters.

They have fixed and strictly maintain a price on their flour which leaves a 15-cent margin per sack for the dealer. The other flour mills could help grocers get a similar profit if they wanted to. If the mills should insist upon it and refuse to supply with flour the cutter who violated their prices, there is not a cutter but would be forced to maintain the prices.

It would be easy for the mills to help the grocers get a price of $1.35 on flour if they wished. Because they fear that a few big cutters might not like it, the mills refuse to protect the other retail grocers. They allow the few cutters to force the great mass of their trade to sell their flower at so low a price that there is not a fair margin of profit.

It is in the power of the grocers to correct this evil if they wish. They should do so and make themselves felt.

Chas. Jacobson & Co.
210 - 212 Davis Street
DISTRIBUTERS OF
Fancy Butter and Honey
Dairy Butter and Eggs

Produce Market

THURSDAY AFTERNOON

BUTTER.

High grade butter is in good demand at firm quotations. Other grades are unsteady.

California creamery, extras	24	25
" " firsts	22½	23
" " seconds		22
" dairy, extras		
" " firsts		21
" " seconds		
Store butter	18	19
Storage		
" Creamery extras		
Pickled		
Keg		

EGGS.

Fancy California eggs are firmly held and bring good prices. Other grades are not much in favor.

California Ranch white	30	31
" " mixed colors	26	27
" Gathered	22	24
Standard		
Seconds		
Eastern, selected	22½	24
Standard	18	20
Seconds	17	
Storage, Cal., Selected		
" " Standard		
" " Seconds		
" Eastern Selected		
" " Standard		
" " Seconds		

CHEESE.

The cheese market is very steady.

California full cream	12½	
" choice	11½	
" common	Nominal	
Young Americas	13	
Eastern full cream	15	15½
Oregon		

POULTRY.

The poultry market is improving. Good stock is in brisk demand.

Turkeys, young live	23	25
" old gobblers	19	20
Dressed Turkeys	nominal	
Roosters, young, per doz	5 00	5 50
" old "	4 50	5 00
Hens	4 50	5 50
Fryers, per doz	3 50	4 00
Broilers, per doz, large		3 00
" " small	2 25	2 50
Ducks young	4 00	4 50
" old	4 00	4 50
Pigeons, young	1 50	1 75
" old		1 25
Geese' per pair, old 1 50-1.75; young	1 50	1 75

BEANS AND PEAS.

The bean market is quiet, with little change in quotations

Small Whites	3 00	3 75
Large "	2 40	2 80
Pea Bean		
Pink	2 00	3 50
Horse	1 40	2 25
Red	6 00	7 00
Kidney	4 00	5 10
Lima	5 50	5 65
Bayos	3 25	1 25
Butter (large)	nominal	
Black Eyes	2 90	3 15
Dried Green Peas, per 100 lbs	2 25	2 50
" Niles " " " "	2 25	2 50

POTATOES AND ONIONS.

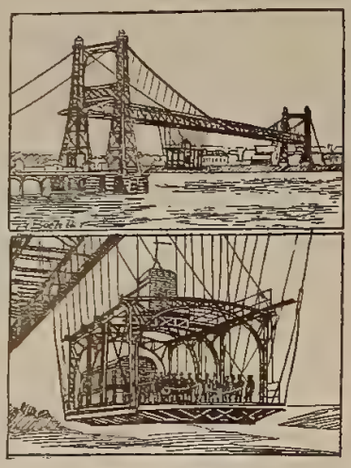
There is plenty of stock and quotations are being kept down.

River Burbank	40	65
Salinas " No 1, 80c-$1 00;	No 2, 60c	
Oregons, Old	Nom.	
Merced Sweets	Nom.	
Australian onions	Nom.	
Red (new)	55	
Yellow (new)	75	1 00
Garnet Chili	40	50

AN ENGINEERING TRIUMPH.

The Transporter Bridge Over the English River Mersey.

The Runcorn-Widnes bridge, which has been building for three and a half years, is now completed, says London Sphere. The bridge is of the "transporter" type and in design is precisely similar to an ordinary stiffened suspension bridge, with the exception that the approaches to the bridge are at a level, thus dispensing with the costly high level approaches, and the traffic, both foot and wheel, is carried on in a



BRIDGE AND CAR.

car suspended from the underside of the bridge. The bridge crosses the river Mersey and the ship canal between Runcorn, on the Cheshire side, and Widnes, on the Lancashire side, by a clear span of a thousand feet, this being by far the greatest span of any bridge in the United Kingdom designed to carry road traffic.

The four towers are constructed wholly of steel, and each consists of four square braced legs, upon the top of which is built a lantern 7 feet 6 inches in diameter and 8 feet high to the eaves, in each of which are placed powerful arc lamps. There are two main cables, each built up of 2,413 steel wires, anchored into the solid rock. From these cables are suspended two longitudinal stiffening girders, upon the lower flanges of which runs an electric trolley about 77 feet long, driven by two 35 horsepower motors. From the trolley is suspended the transporter car, 55 feet long and 24 feet wide, capable of carrying at one time four two-horse wagons and 300 people. On the top of the car is fixed the operator's cabin, in which is placed the controller and other apparatus, by means of which the operator has the car quite at command and can go about, reverse or put on the brakes at a moment's notice.

The time occupied in crossing the bridge is about two and a half minutes, so, with loading and unloading, it will be possible to make nine or ten trips per hour. The cost of the work has been about $600,000, which is about one-third the cost of an ordinary high level bridge with costly approaches.

An Automatic Baby Nurse.

An ingenious Swiss mechanic claims to have invented an automatic baby nurse. The apparatus is attached to a cradle. If the baby cries air waves cause specially arranged wires to operate a phonograph which sings a lullaby, while simultaneously clockwork is released which rocks the cradle. When the crying ceases the wire fails to vibrate, and the cradle stops rocking.—Tit-Bits.

OAKLAND ELECTS DELEGATES.

(Continued from page 5.)

hearted treatment he accorded us all in days gone by.

Letter to Del Monte Company.

Del Monte Milling Company, San Francisco, Cal.

Gentlemen—We, the members of the Alameda County Retail Grocers' and Merchants' Association, desire to express to you our sincere regret at the passing away of your honored president, T. J. Parsons. At our meeting Monday evening, July 17, 1905, we heard of his demise, and the feeling that pervaded us all was that a warm and generous-hearted friend had passed to the great beyond.

We know you who have worked with him, for the years he has been associated in the milling business, will find among us a responsive sympathy for his loss. His work we know will go on, and the compensation we have is the example he has left us of a high, broad-minded interest in the welfare of the retail grocer.

Increase the Dues.

An amendment to the By-laws, increasing the dues to 75 cents for grocers operating one wagon, $1.50 for two wagons, and $2.50 for more than two wagons, was unanimously passed.

The committee appointed to visit the San Francisco Association reported that they had enjoyed a visit with their San Francisco brethren, and over beer and sandwiches had discussed the proposition to maintain uniform prices, and had earnestly talked with them upon the work and importance of the State Association to the local.

The matter of re-organizing the collection bureau was taken up and referred to the committee on re-organization, consisting of Messrs. A. J. Nor, H. D. Cushing, J. B. Hopkins, J. A. Gibson, and L. Warnke.

Committees on membership were appointed for East Oakland, Alameda, West Oakland, Oakland, East, South and West Berkeley.

Delegates Elected.

The election of delegates to the State convention resulted as follows.

L. Warnke, H. Hauch, H. K. Duncan, J. B. Hopkins, George Hoffman, J. S. Wixson, J. Mitchell and G. T. Morris.

As alternates, M. P. Manning, J. A. Gibson, G. A. Russell, H. Hadlen and the secretary.

For the detection of glucose in jelly, a teaspoonful of the jelly may be dissolved in a glass tumbler or bottle in two or more tablespoonfuls of water. The vessel in which the jelly is dissolved may be placed in a vessel of hot water, if necessary, to hasten the solution. In case a jam or marmalade is being examined, the mixture is filtered to separate the insoluble matter. The solution is allowed to cool, and an equal volume or a little more of strong alcohol is added. If the sample is a pure food product the addition of alcohol causes no precipitation, except that a very slight amount of proteid bodies is thrown down. If glucose has been employed in its manufacture, however, a dense white precipitate separates, and after a time settles to the bottom of the liquid.

HOTEL GALLATIN
R. W. ATWOOD
70-72 W. 46th St , bet. 5th and 6th Aves.
Tel. 5608—38. New York City.

Single Apartments **$1** Per Day Up.

Convenient to Shops, Theatres, Railroads.
SPECIAL RATES
For Permanent or Transient Guests.
EUROPEAN PLAN.
Private Dining Rooms

Parlor, Bedroom and Bath **$2** Per Day Up.

DAN O'CALLAGHAN
REAL ESTATE
AND
INSURANCE BROKER
City Agent
Liverpool & London & Globe Ins. Co.
Telephone, Main 5238
22 Montgomery St., San Francisco
(Mr. O'Callaghan was for many years a member of the firm of O'Callaghan, Nelson & Co.)

New Brew
YOSEMITE LAGER
BREWED BY THE
ENTERPRISE BREWING CO.
Telephone: Mission 152.
Sixteenth and Folsom Sts.
SAN FRANCISCO, CAL.

Business Law for ...Business Men

A Reference Book of 574 Pages showing the

Laws of California

for Daily Use in Business Affairs.

Tells What You Should Know.

Compiled by **A. J. BLEDSOE,** Member of the Legislature for Sessions of 1891, 1893 and 1895.

—— Price, $3.50 ——

Sent Post-paid on Receipt of Price by

Retail Grocers' Advocate,
456 Montgomery St., San Francisco
(Rooms 413–414)

Gilt Edge Whiskies
THE VERY BEST
WICHMAN, LUTGEN & CO.
Sole Proprietors.
Agents for Moerlein's Cincinnati BEER
29-31 Battery St., - San Francisco

SALEM BEER
SUITS THOSE WHO ARE PARTICULAR ABOUT THE BEER THEY USE.

IT HAS THE FLAVOR
IT HAS THE AGE
IT HAS REPUTATION
IT IS MADE RIGHT

Those who have used it know it. Those who do not know soon find it out after a trial.

SALEM BREWING ASSOC'N
BREWERS

BOTTLED EXCLUSIVELY BY THE
Sunset Bottling Co.
3109 20th Street
SOLE AGENTS

Amusements

MAJESTIC THEATRE.

Jas Neill and Edythe Chapman Neill have been presenting "The Jilt" this week. Neill is at his best as Miles O'Hara, the part that Boucicault created for himself. The story deals with English country life and there are two interesting love stories interwoven with much smart dialogue. Edythe Chapman Neill is cast as the high spirited and noble Kitty Woodstock and appears to splendid advantage in this dashing role. The rest of the company are well cast.

ALCAZAR.

Crowds are flocking to see White Whittlesey at the Alcazar. His presentation of "The Only Way" has been a notable success. There can be no question but that the play could have run several weeks to crowded houses. Whittlesey's Sydney Carton is in many ways an original characterizaton and adds greatly to the already high reputation of that clever actor. Miss Lawton also scores a decided success in the role of Miss Manette. Next week "Prince Otto" will be given with Mr. Whittlesey as the hero. The story is one of the most dainty and fascinating of modern literature It was in this play that Otis Skinner made so great a success. A play by Jack London, "The Great Interrogation," will be presented soon.

A MUSICAL SPECIALTY.

The Royal Hawaiian Band arrives from Honolulu next Monday on its way to the Portland Fair. They will give six concerts at the Alhambra under the direction of Belasco, Mayer and Price, on Thursday, Friday and Saturday. Popular prices, 25 and 50 cents, will govern both the afternoon and evening concerts. The band includes 35 members, all of whom sing. There are a number of soloists, includng a remarkable native tenor and soprano. The program will be made up largely of the quaint and languorous native songs, but there will be other miscellaneous selections. The band was brought over under government patronage.

CENTRAL THEATRE.

Sunday night will see the last performance of "No Wedding Bells for Her." During the coming week the "Land of the Midnight Sun" will be presented. This play deals with an American adventurer who has deserted a wife and son in Iceland and then marries again in America. He has a second son. The two boys grow to manhood as strangers, fall in love with the same girl and through a series of misadventures are brought together under the most tragic conditions. One of the features of the performance is a volcanic eruption during which the two brothers find their hatred change to the sincerest affection. The scenic effects will be on a vast scale. One scene is said to require a working staff of twenty men.

TIVOLI.

"Rob Roy" still maintains its hold on the public. This theatre is crowded every night and the performance elicits enthusiastic applause. Those who have not seen this opera should make it a point to attend before it is withdrawn, as it is one of the most striking performances of the many given at this theatre.

GRAND OPERA HOUSE.

The Yiddish Players have been presenting a German version of the "Merchant of Venice" which might well be termed rather "The Story of Shylock and His Enemies," for the part of Shylock is the one which receives all the sympathy of the audience. It is played with a great deal of feeling by Mr. Glickman and is without a question the cleverest bit of character work he has done. The piece will receive its last performance Saturday night. At the Sunday matinee "Kol Nidrey" will be sung and on Sunday "Bar Kochba, the Last of the Jewish Kings," will be presented. On August 20th Denis O'Sullivan opens a season at this theatre with "Arrah Na Pogue" and a lot of Irish ballads.

FISCHER'S.

They have numerous clever specialties on the bill at Fischer's this week. Bacon and Vane, the well known local Thespians, appear in a novelty sketch entitled "The Twentieth Century Galatea," which is full of go and well received. The program includes some clever character work, with a long list of acrobats, singers and new moving pictures.

CHUTES.

The big free theatre has a splendid program this week. Shepp's dogs and ponies are still the star attraction. The program is one made up entirely of high class vaudeville. Chas. Bigley continues to make his thrilling dive into a five-foot tank of water from a platform 100 feet high.

NEW SUGAR FACTORY.

Visalia, August 4th.—A beet sugar plant is to be located about one mile south of this city. The deed for 40 acres of land has been made by Mrs. Giles to W. R. Spaulding. The deed has now been turned over to the Pacific Sugar Co.

FOR RENT—A corner store suitable for grocery and bar, N. W. corner 22nd and Howard; 2 living rooms, a basement and a store room included. Lease will be given.

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Ruinart, pts, 2 doz to case.	34.20
Ruinart, ½ pts, 2 doz to case.	18.00
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AA Bourbon	11.00	10.50	10.00
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AA, Pt Flasks, 2 doz.	9.00	8.75	8.50
AA, ½ Pt. Flasks 3 doz.	6.75	6.50	6.25
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We would urgently request grocers to notify us promptly of any instances where the above prices are not being maintained.

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Schilling's ½-lb.	.25
Schilling's ¼-lb.	.15
Rumford, 1-lb.	.30
Rumford, ½-lb.	.15
Rumford, 3-lb.	.75
Rumford, 5-lb.	1.25
BREAKFAST FOODS.	
Grape Nuts	15c; 2 for .25
Shredded Wheat Biscuits,	15c; 2 for .25
Triscuit	15c, 2 for .25
Ralston Breakfast Food	.15
CATSUPS.	
"Our" Mothers, ½-pt.	.15
"Our" Mothers, pt.	.25
Bishop's, ½ pt.	.15
Bishop's, pt.	.25
Bishop's Chili Sauce, ½-pt.	.15
CEREALS.	
3-H. Mush	.10
Dr. Price's Wheat Celery Flakes	15c; 2 for .25
STARCH.	
Riverside Corn, lb.	.08
Riverside Gloss, lb.	.08
Elastic	.10
Pop Corn	.10
CEREAL COFFEE.	
Figprune Cereal	.25
Postum Cereal, large	.25
Postum Cereal, small	.15
COCOA AND CHOCOLATE.	
Lowney's Cocoa, ½-lb.	.25
Lowney's Ground Chocolate, 1-lb.	.30
COFFEE.	
Ponce De Leon, lb.	.40
Golden Gate, 1-lb. tins	.40
Wedding Breakfast, 1-lb tins	.35
M. J. B. COFFEE.	
1-lb. tins, Oakland, San Francisco	.35
1-lb tins, all other territory	.40
3-lb. tins, all territories	1.00
CRACKERS.	
Bishops' Princess Sodas, 1-lb.	.10
Bishops' Princess Sodas, 3-lbs.	.25
CREAMS.	
Alpine Cream	10c; 3 for .25
FLOUR.	
Globe Grain and Milling Co.	
"A1" Flour, 50-lb. sack	1.40
"Banquet" Flour, 50-lb. sack	1.30
Silver Star, 50-lb. sack	1.25
Whole Wheat Flour, 10-lb. sack	.40
Graham Flour, 10-lb. sack	.35
Corn Meals, 10-lb sack	.30
Standard Flour Co.	
Summit Snow, 50-lb. sack	1.35
Bay City Mills.	
White Foam, 50-lb sack	1.30
Bay City, 50-lb sack	1.30
Del Monte Milling Co.	
Corn Meals, 10-lb sack	.30
Del Monte Graham, 10-lb. sack	.35
Del Monte Whole Wheat Flour, 10-lb. sack	.40
Semola, 4-lb.	.25
Semola, 2-lb.	.15
Nutty Grains, 4-lb.	.25
Nutty Grains, 2-lb.	.15
Cream Flaked Oats	15c; 2 for .25
Peacock Buckwheat Flour, 3½-lb.	.25
Peacock Buckwheat Flour, 3-lb.	.20
Peacock Buckwheat Flour, 1½-lb.	.15
Cal. Flapjack Flour, 2-lb.	.15
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Red Seal Lye, can	.10
Red Seal Lye, doz.	1.10
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Heron's Peanut Butter	.25
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Shaker Salt, package	.10
Leslie Round Caddies, 2-lb.	.10
Leslie Cartons, 2-lb.	.10
Leslie Cartons, 3-lb.	.15
Leslie Pockets, 5-lb.	.10
Leslie Pockets, 3-lb.	.05
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Sunlight	.05
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NEW COFFEE HOUSE.

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Clerk's Corner

Science of Salesmanship.

At nearly every convention that I have for some time back attended I have heard addresses of an academical character delivered on "Scientific Salesmanship" by representatives of a school that is teaching the art, says a recent writer. These addresses were pretty dry hearing and dryer reading, but that does not change the fact that there is something in Scientific Salesmanship, if it is practiced, and there is just as much possibility of practicing it in a retail grocery store as in selling steel suspension bridges or gold mine stock.

Grocers do not, as a rule, practice salesmanship. They are content to let people come in and ask for things and take them away with them. The grocery store is full of goods that people buy, and that people must have, and that pay a handsome profit, but the average grocer takes a woman's order for a dollar's worth of sugar at a little less than cost and lets her go without even suggesting that she buy something else.

Instructing the Salesman.

If I had a grocery store to run (maybe I would run it into the ground) I would take my clerks to one side and talk salesmanship to them until they would get so tired of me that they would begin to practice it. Clerks, who are nearly always young men, need instruction a great deal more than bossing, and they get too much bossing and too little teaching. The wise grocer is the man who explains the quality of his coffees and teas and canned goods to his clerks so that they know what they are selling and the man who knows qualities talks qualities and enthuses over qualities, and he is the man who sells the goods.

The average grocer does not stop to consider that canned goods have qualities. If he cannot afford to open a can so as to examine it, he should insist upon seeing it opened when he sends it to his own table. When he does that he sees that the peaches he has are in heavy syrup or light syrup, that the cans are well filled or slack filled, that the peaches have a nice bright color, or a poor one, that they are firm or soft, and all of the other things that he ought to know about his cans of peaches, and when he comes to sell a can to a woman customer he can get enthusiastic over a good brand, and enthusiasm makes sales.

This is all there is to scientific salesmanship. You need good goods to begin with, a knowledge of them, personal contact with them and enthusiasm over them and over your business. With that equipment you can sell anything.

The Question of Advancement.

What are the chances for a young man in the store to-day? This is a question you will hear asked almost every hour in the day. There is an old foggy idea going the rounds among the young men of to-day that there is no chance for advancement for the clerks. This is a mistake, for there are just as good and just as many chances for a clerk to advance as there are for the office man. The big positions are there to be won. They are always filled from the ranks of the clerks.

The clerk or salesman meets and deals with dozens—possibly hundreds of people, intimately each day. He is actively a factor in the business world. His business faculties are constantly on the alert through necessity. His experience of the world and business is added to every day of his life. He meets people often in a fashion where a sale is a question of the sharper wits, so he learns aggresiveness and how to sell goods, and generally his business ability is being constantly developed.

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Many retail grocers have been putting the Diamond "C" hams and bacons of the Cudahy Packing Company in stock and find that it has increased their trade in provisions. There is nothing in which quality counts more than in this class of trade. A sweet, tender and delicious piece of ham or bacon will be remembered by the customer and they will go back to the store for more and send their friends as well.

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Castle Bros .....163 Mission St.

Pacific Coast Syrup Co.
713 Sansome .....Phone: Main 2

WINES, LIQUORS, ETC.

Ahrens, Pein & Bullwinkel.
620 Post .....Phone: East 720

Hilbert Mercantile Co.
136-144 2nd St. ..Phone: Priv. Ex. 313

Italian-Swiss Colony.
Battery & Gr'nwich..Phone: Priv. Ex. 448

E. Martin & Co.
54 First .....Phone. Main 380

A. Vignier & Co.
429-431 Battery .....Phone: Main 1507

Wichman, Lutgen & Co.
29-31 Battery St. .....Phone: Main 5588

WHOLESALE GROCERS.

William Cluff Co.
201 Market.....Phone: Priv. Ex. 419

Suydam Bros. & Rogers
14-16 Spear.....Phone: Main 5896



GUSTAV LIEBOLD PHONE SOUTH

GAMBRINUS BOTTLING CO.

Sole Agents and Bottlers of

Gambrinus Brewing Co.'s

PORTLAND, OREGON

SELECT PILSENER LAGER BEER

OFFICE AND BOTTLING WORKS

160 Thirteenth St., near Folsom, S. F.

Highest Grade Package Goods for Family Trade

ROYAL AND QUEEN'S TASTE

(1 lb packages) (2½ lb cartons)

Macaroni, Vermicelli and Spaghetti

ROYAL ITALIAN A. B. C. PASTE, in 1 lb papers
GOLDEN GATE EGG NOODLES, in ½ lb papers

For Sale by all Jobbers

PETERS BROS., BALTZ & DITTMANN

PROPRIETORS

The California Brewing Co.

Douglas Street, bet. 17th and 18th

SAN FRANCISCO, CAL.

TOBOGGAN

MAPLE SYRUP -- IT IS BEST

Pacific Coast Syrup Co.

SAN FRANCISCO

THREE REFINERIES: SAN FRANCISCO, PORTLAND and SEATTLE.



DOUBLE FIRST FLOOR OUTFIT

YOU pay the cost once, only a small sum at that—then you have the outfit and the saving begins. This in a short time equals the cost; after that it's all profit. If on the other hand you continue in the old way, you lose day after day. Why not begin the saving now? We guarantee the

Bowser Self Measuring Oil Tank

is a profitable investment. Investigate—it will cost you nothing for full particulars. Ask for Catalog "BB"

BETTER WRITE NOW WHILE YOU HAVE IT IN MIND

S. F. Bowser & Co. Fort Wayne, Ind.

EASTERN TICKETS
AT
HALF RATE

The Southern Pacific will sell round trip tickets to Eastern points at a one way rate on the following dates: August 15, 16, 24, 25, and September 7, 8, 9, 10, 11, 16, 17.

Rates to Principal Points:

Chicago	$72.50	New York	$108.50
St. Louis	67.50	Boston	109.50
Memphis	67.50	Philadelphia	107.50
St. Paul	70.00	Baltimore	107.00
Missouri River Points	60.00	Washington	107.00

Choice of Four Routes

Go via Ogden, Portland (at slight extra cost), El Paso or New Orleans. Liberal stop-overs. Return limit 90 days. Tickets good on Overland Limited, Chicago & St. Louis Special or any Southern Pacific train. Special low rates for Eastern conventions. Ask about it to-day.

SOUTHERN PACIFIC

THE GROCER SAVES MONEY

The Customer is Pleased,

Where

THE O. K. CHEESE CUTTER

is used.



$20.00 Net

F. O. B. Detroit, Mich.

Cuts the Cheese by weight, or money's worth. **Does it better than any other** — Is absolutely accurate. Cannot get out of order.

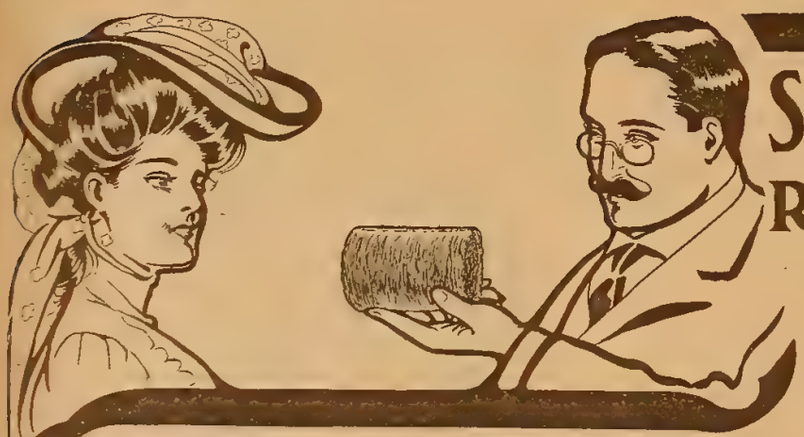
Our Testimonials Come from Satisfied Users.

We could not spare a single Cutter to send to the World's Fair at St. Louis—Needed all we could make to fill orders.

Catalog supplied from Dept. R. Write for one.
Give your Jobber's name and address.

The Standard Computing Scale Co., Ltd.

DETROIT, MICH.



SHREDDED WHOLE WHEAT RECOMMENDATION

The Best Cereal Food to Eat, and
The Best Cereal Food to Sell, is

Shredded Whole Wheat

It is made in two forms, Shredded Wheat **BISCUIT** and **TRISCUIT.**

TRISCUIT is a CRACKER, not a "breakfast food." It is used as toast in place of ordinary bread toast, and for all purposes for which the common white cracker of commerce is used.

Shredded Wheat **BISCUIT** is the standard wheat food of the world, delicious for breakfast, or for every meal for every day in the year. It contains all the nutriment in the whole wheat in digestible form. A good seller all the year round.

THE NATURAL FOOD COMPANY
Niagara Falls, N. Y.

THE RETAIL GROCERS ADVOCATE

A. H. POWERS, Editor | SAN FRANCISCO, CAL., AUGUST 18, 1905 | Vol. 10, No. 33

M. J. B. Coffee

sells better than any other

Why?

IXL - Kapp and Street - W.G.M.

TAMALES

IN

KEY-OPENER CANS

RAINIER BEER

Is Not Unfair
But the Boycott is.

Investigate both sides of the question.

JOHN RAPP & SON, AGENTS
Phone South 473.

You have had calls for

HAND SAPOLIO

If you filled them, all's well; if you didn't, your rival got the order, and may get the customer's entire trade.

HAND SAPOLIO is a special toilet soap—superior to any other in countless ways—delicate enough for the baby's skin, and capable of removing any stain.
Costs the dealer the same as regular SAPOLIO, but should be sold at 10 cents per cake.

SAN FRANCISCO

WATCH WINNERS

The following Retail Grocers in San Francisco found, that

Ponce de Leon Coffee Pleased their Trade

And Each of Them Has Won a Beautiful Solid Gold Watch by Pushing these Goods:

JOHN H. TIETJEN CO., Fillmore and Washington Sts.

BIBO-NEWMAN CO., - Polk and California Streets

INTERIOR DEALERS

NOTE. — As "copy" for this page of the ADVOCATE has to be in the hands of the printer on Tuesday, we could not receive the reports from our agents in Utah, Idaho, Montana, Washington, Oregon, etc., in time for this week's publication. Our announcement for next week will give the names of the dealers of the interior who won watches.

You Can Win and Hold the Best Trade with

Best in the World

Ponce de Leon COFFEE

Quality Unsurpassed

Flavor Delicious

AT ALL LEADING GROCERS

Porto Rico Co



To Help San Francisco Dealers we Have:

Striking Displays on the Main Streets

Artistic Signs in the Street Cars

Attractive Designs on Theatre Curtains

Conspicuous Notices in Theater Programs

Quality These are the Elements Needed for Grocers to Secure Trade Now Going to Coffee Peddlers. **Confidence**

Our Goods Possess the **QUALITY** — "PONCE DE LEON" Coffee is the Best in the World
Our Advertising Helps Give the CONFIDENCE.

THE PORTO RICO COMPANY

587-589 HOWARD STREET San Francisco, Cal.

Common Sense teaches Grocers to sell what pays Best

AND GIVES SATISFACTION.

That's why **1000** Retail Grocers in the Bay Cities sell **"A 1" FLOUR.**

You can MONEY BACK our goods.

BEST ON EARTH

"A 1" FLOUR



We claim that **"A 1" FLOUR** will make MORE LOAVES OF BREAD to the barrel and BETTER BREAD than other flours.

WE MAINTAIN THE RETAIL SELLING PRICE.

Tell us how to do more and WE'LL DO IT!

GLOBE GRAIN & MILLING CO.

MONTGOMERY AND CHESTNUT STS., SAN FRANCISCO, CAL.

(Please mention the ADVOCATE to Advertisers. It helps us materially.)

Telephone Bush 759.

"BEST IN FLAVOR"

Most Profitable Hams and Bacon we have Ever Used

EIBEN & NOR, the well-known and highly respected Oakland Grocers, say:



NOTHING IS QUITE SO GOOD

West Oakland, Cal., Aug. 10, 1905.

THE CUDAHY PACKING CO.,
San Francisco, Cal.:

Gentlemen:—It gives us much pleasure to say "a good word" for your **Diamond "C" Hams** and **Diamond "C" Breakfast Bacon.**

During the long time that we have been engaged in the grocery business, we have handled a great many different kinds of Hams and Bacon, but we have now settled down to using **Cudahy's Diamond "C" Brand,** which we have found is the **best** in **flavor, mildest in taste, finest in trim,** and are the best and **most profitable** Hams and Bacon we have ever used. As long as you keep the quality up to the present standard, **we shall use no other.**

Yours very truly,
EIBEN & NOR.



FINEST IN FLAVOR AND APPEARANCE

"THE TASTE TELLS"



Rapid and Beautiful SIGN WRITING

Can Be Done With a

SIGNOGRAPH FOUNTAIN PEN

Send $1.50 and Receive Post-paid
1 Signograph, 1 Two oz. Bottle Ink
and Full Instructions.

PENS IN FIVE WIDTHS
⅛ — ¼ — ⅜ — ½ and ¾ inch
SPECIFY SIZE.

P. E. LENFESTEY

220 California Street, San Francisco.

Any Way You Examine a McCray Refrigerator



No. 410 Grocers' Refrigerator.

Inside or Outside, it is a True Realization of all that is Best in Refrigerator Construction

THE McCRAY REFRIGERATOR RANKS

first in every way. It is sold entirely on its merits and is known everywhere for superiority.

McCRAY REFRIGERATORS are perfect refrigerators and will in a short time repay their cost through saving of butter and other provisions, and ice.

We can here give you but a faint idea of the McCray refrigerator. Let us send you our catalog showing our extensive line from which you can make a selection.

SOLD ON EASY PAYMENTS.
McCRAY REFRIGERATORS ARE GUARANTEED.

BECK - WAKEFIELD COMPANY

GENERAL AGENTS
122 Market Street, San Francisco, Cal.

Retail Grocers' Advocate

CALIFORNIA RETAIL GROCERS' AND MERCHANTS' ASSOCIATION — OFFICIAL PAPER — RETAIL GROCERS' ASSOCIATION

Vol. 10 — SAN FRANCISCO, CAL., AUGUST 18, 1905 — No. 33

THE RETAIL GROCERS' ADVOCATE

Published Every Friday by
ADVOCATE PUBLISHING CO.

Subscriptions:
One Year $2.00
Single Copies ..... .10

PUBLICATION OFFICE:
456 MONTGOMERY STREET.
Rooms 413-414. - Tele. John 2001

Entered at the Postoffice at San Francisco as Second Class Matter.

Points to Watch

SARDINES.
The French sardine catch to date has been a failure.

CANNED PEAS.
There is now no question but that there will be only about half a pack this year.

TEA.
A shortage is reported in the Japan and Indian tea crops. Indian teas are about 2 cents higher.

HERRING.
The Holland herring catch to August 1st was 45,000 barrels short of that for last year at the same time.

HONEY.
The 1904 Pacific Coast output promises to be large and of fine quality. Prices have a declining tendency in consequence.

PRUNES.
Growers who would have been pleased with a 2½ cent bag basis thirty days ago are now asking 3½ to 3¾ cents.

DRIED FRUIT.
The Eastern shortage of dried apples and peaches will help the sale of California goods. Both apricots and peaches are advancing.

RICE.
The market is very firm. Rice is selling in San Francisco for less money than it can be replaced, as prices at the mills are correspondingly higher than here.

RAISINS.
The new crop is rather short and will be held in strong hands. It comes on a market carrying about 25 cars of old stock as against 1500 cars last year. This promises a strong market for the next two years.

CANNED SALMON.
The big run of sockeye salmon was not nearly so large as was expected. The Association has fixed a price of $1.50 per dozen for talls, as against $1.15 last year. Experts insist that prices of all cheap salmon will be higher soon and still higher in 1906.

TAKING REPEAT ORDERS.

The genial Mr. Hancock who did so much towards popularizing the angel of the 'Old North State" tobacco, is now lending his endeavors to brighten up the kitchens of the housewives of San Francisco by extending the demand for X-Ray Stove Polish. He reports that wherever X-Ray has been placed the grocers are glad to give repeat orders. The X-Ray Stove Polish is the original powdered stove polish. The fact that it is powdered and especially easy to apply, makes it a great favorite with the customers whenever they learn about it, and the splendid margin it carries makes it a favorite with the retail grocer. The splendid success that has been already achieved has pleased the manufacturers so greatly that a very extensive advertising campaign will be opened up in the fall.

ALL GROCERS WELCOME

Details of Important Meeting at Stockton Now Completed.

Valuable Discussions Promised By Leading Members of the Trade Throughout California.

RAILROADS MAKE CONCESSIONS

Delegates, Their Wives and Friends Can Proceed to San Francisco After the Convention and Return From Here at One-third Rate.

ENTERTAINMENT FOR LADIES

Stockton Merchants Preparing a Good Time For All Those Who Attend the Sixth Annual Convention of the State Grocers' Association.

Every grover who can be in Stockton on August 21st and 22nd is invited to attend the deliberations of the Sixth Annual Convention of the California Retail Grocers' and Merchants' Association.

The Convention will meet at Jury's Hall.

This convention will be the most largely attended and the most valuable the State Association has ever held.

Secretary Frank B. Connolly has arranged with both the Southern Pacific and Santa Fe railroads to extend special courtesies to the delegates of the State Association. Those who may desire to proceed to San Francisco after the convention can do so. The preservation of the buying certificate, properly O. K.'d by the State secretary, will enable them to secure a return ticket from San Francisco to their homes for one-third the regular fare.

Delegates, their wives and their friends are entitled to the special rate for this convention. On buying tickets, those parties who desire to attend the convention either as delegates or as spectators, should secure a certificate from the agent from whom the tickets are bought. This certificate, when countersigned by the State secretary, will entitle the bearer to purchase a return ticket for one-third the regular fare.

Entertainment For the Ladies.

Special attention will be given to the entertainment of the ladies.

Sunday evening, August 20th, there is to be a band concert for the pleasure of the delegates at the Stockton Hot Mineral Baths.

On Monday afternoon, the ladies will participate with the gentlemen in an excursion up the San Joaquin River to the famous dairy farm of Charles D. Pierce. This farm is noted all over the world as a model of its kind and a producer of prize-winning cattle. The delegates will be treated to an elaborate luncheon by Mr. Pierce, who is well known to the grocers of the Pacific Coast as the agent for the Money Weight Scale Co.

In the evening there will be a program of addresses and music that will interest the visitors and their ladies.

Tuesday wil be a very busy day for the delegates. It will be devoted to a discussion of trade matters, the election of officers, etc. The ladies will be entertained by the ladies of the Stockton grocers, who, it is understood, will organize an excursion to show them the interesting sights of that beautiful and attractive city.

On Tuesday evening while the delegates will be entertained at a banquet, there will be a reception arranged for the ladies.

Letters from Southern California announce that the official delegates will consist of Charles A. Mottaz, Los Angeles; J. R. Newberry, Los Angeles; J. F. Paulding, Los Angeles, and W. H. Poston Pomona. Two or the delegates will be accompanied by their wives.

Fresno has elected as its delegate, L. R. Eccleston of the firm of Eccleston Bros. Mr. Eccleston writes that his wife will accompany him.

'Frisco Elects 15 Delegates.

Although the "wet" grocers of San Francisco are feeling very poor owing to the necessity of fighting the proposed high license movement, at their meeting on Wednesday evening, they decided to send their full quota of 15 delegates for 433 members.

The money for the per capita tax and $15 expense money for each delegate will be raised by a theatre party to be given the latter part of October.

The delegates elected were:

Joseph A. Stulz, John F. Schomer, Geo. B. Doyle, Julius Lilienthal, J. Wm. Offermann, R. G. Schroeder, H. C. Burmeister, John P. McGuire, J. M. Sullivan, J. J. Cusack, J. J. Hayes, Henry Wolking, Julius Berendsen, Geo. Alpers, Fred Krueger.

State Secretary Frank B. Connolly was nominated but had his name withdrawn as he is entitled to attend the convention as an officer.

Many of the delegates will be accompanied by their wives.

Many Delegates Expected.

These, with the delegates already noted, promise a big convention.

The following interesting letter has been received from Charles H. Plass of Tacoma:

Tacoma, Wash., Aug. 14, 1905.
Mr. Frank B. Connolly, San Francisco.

Dear Sir—Many thanks for your kind invitation to attend the sixth annual convention of the California Retail Grocers' and Merchants' Association. Owing to other arrangements, made prior to receiving your letter, I regret to be unable to attend. Nothing would give me greater pleasure than to again meet the California grocers and enjoy their noted hospitality.

Wishing you abundant success and again thanking you for your invitation, I am yours very respectfully **Charles H. Plass.**

Every retail grocer of Pepperwood, California, is interested in the progress of the growth of the Association movement. George R. Young, the leading merchant of that northern metropolis, writes Secretary Connolly as follows:

Pepperwood, Humboldt Co., Aug. 11.
Mr. Frank B. Connolly, San Francisco, California.

Dear Sir—Nothing would give me more pleasure than to be present at the State convention at Stockton, but it will be impossible for me to be there this time.

There is no association in this part of the State, but if it were possible for Mr. Powers to come up to Eureka, I know he could organize one of the biggest and best associations in California. There never was a place that needed him as badly as Eureka.

We would then have a representative at every State convention.

Please give my regards to Powers, the Advocate, and also to all my old friends in Alameda county. Yours truly, **George R. Young.**

STOCKTON SENDS PROGRAM.

Secretary O'Connor Outlines Plans for the Entertainment of the Delegates to the State Convention.

An outline of what the Stockton merchants propose to do for the delegates to the State Grocers' Convention to be held at that city on Monday and Tuesday, August 21st and 22d, can be gathered from the following letter:

Stockton, Cal., Aug. 14, 1905.
Mr. Frank B. Connolly,
Sec. of C. R. G. & M. Ass'n.,
San Francisco, Cal.

Dear Sir: At the regular monthly meeting of the Association, held on Thursday evening, August 10th, the entertainment committee reported the following as the program to be followed:

Sunday evening, on the arrival of the delegates, there will be a grand concert at the Stockton Hot Mineral Baths from 8 o'clock to 10. Those who leave San Francisco at 1 p m will arrive here at 7.10 p m, on either the Southern Pacific or the Santa Fe, and have ample time to get dinner before attending the concert.

Monday afternoon there will be an excursion by steamer to the Pierce Land & Stock Co's Farm on the San Joaquin River through some of the prettiest river scenes in the State.

Monday evening the following musical number will be rendered in connection with the official program for that evening: Prof. V. Clare Blossom, violin solo; Miss Pearl Sackett, solo; Vice-President L. Warnke, solo.

Tuesday afternoon, a sight-seeing trip in and around Stockton for the visiting ladies.

Tuesday evening, a banquet to the delegates and visiting grocers at the Yosemite Hotel and an entertainment and reception to the visiting ladies.

Very respectfully,
W. E. O'Connor, Sec.

ATTRACTIVE ADVERTISING

The September magazines are running some very effective advertising of Campbell Soups. These goods have a world-wide reputation for quality, and the Campbell Preserve Co. are opening up a very agressive campaign of advertising to keep consumers remineded of the excellence of their soups.

The Highest Grade Canned Goods In Endless Variety

CALIFORNIA FRUIT CANNERS ASSOCIATION

TRADE MARK

Any of which will add to the Attractiveness of every Choice Grocery Stock, is packed under this label.

"GRIFFIN EXTRAS"

These Fruits, Vegetables and Specialties are the Selected Pack of 30 of the Largest Canneries on the Pacific Coast.

Packed where Grown. **Our Guarantee Follows our Goods.**



"Griffin" Fruits

Hermetically Sealed Fruits in No. 3 Tins.

2 dozen in Case
19 Varieties.

"Griffin"

Selected

Table Fruits

in Glass Jars.



Fruits

26 oz. Jars
1 doz. in case.

32 oz. Jars
1 doz. in case.

"Griffin" Whole Figs

In Extra Heavy Syrup

Picnic Tins,
4 dozen per case.

No. 2 Tins,
2 dozen per case.

16 oz Glass Jars,
2 dozen per case.





"Griffin" Marmalades

Orange
Apricot

16 oz. Jars,
2 doz. in case.

Picnic Tins,
4 doz. in case.

"Griffin"

In Glass Jars

16 oz. Glass Jars,
2 doz. in case.

16 Varieties



Preserves

Home Prepared.

Special
in 5 Case Lots.

Less 10%

"Griffin" Preserves

Home Prepared

Picnic Tins
4 doz. in case,
15 Varieties.
Send us a Trial Order.
Write for
Assorted A
Assorted B





"Griffin" Soups

Concentrated
18 Varieties.
Are packed in No. 1 Tins, 48 per case.
Each tin makes a quart of soup by adding 1½ pints of boiling water.
One Case Tomato Soup **FREE** with each 5 cs. purchased.

"Griffin"

Boston Baked

Pork and Beans

Plain
and with
Sauce.



Baked Beans

Picnic,
4 doz. in case

No. 2 Tins,
2 doz. in case.

No. 2½ Tins,
2 doz. in case.

No. 3 Tins,
2 doz. in case.

"Griffin" Sugar Peas

California
Sweet Peas

Extra Sifted
Petit Pois

No. 2 Tins,
2 doz. in case.





"Griffin" Tomatoes

Trophy Variety

Solid Hand Packed,

Solid Hand Packed, with Chili.

No. 3 Tins,
2 dozen in case.



"Griffin" Catsup

Not Colored.

Pint bottles, 2 dozen in case
½-Pint bottles, 2 dozen in case

"Griffin" Oyster Cocktail Sauce

FREE DEAL

One Case FREE with each Five Cases Purchased.



"Griffin" String-less Beans

Hand-Cut Beans.
Stringless Beans.

No. 2 Tins
2 dozen in Case.



To Customers Going to the Country you may Suggest a Number of our Choice Products.

Write for Price List.

CALIFORNIA FRUIT CANNERS ASSOCIATION

Largest Packers of Canned Fruits and Vegetables in the World.

SEASONABLE SUGGESTIONS.
Pointers "Borrowed" From the Columns of Various Careful Contemporaries.

A short crop of apples this year.

When in doubt change the show window.

There is promise of a large pack of green corn.

Canned tomatoes are advancing. Get in out of the wet now.

Don't advertise without the goods to back your assertions.

Bright advertising has had its value demonstrated in many stores

Salt fish trade has been better this summer than for a long time.

Advertising requires thought—some merchants do not seem to realize it.

The lower the window, the better; the deeper and wider, the more effective.

The window can be beaten as an advertisement, but the grocery window seldom is.

Harvest and fall trade are the next chapters in business hustling. Get the store ready.

Picnic season is in full blast and the wise retailer is pushing sales of olives, pickles, etc.

Cable advices from Sicily noted favorable prospects for the 1905 crop Sicily filberts.

The California honey crop in the southern part of the State will be light in most sections.

With good harvests there should be a fine fall and winter demand for groceries, clothing, etc.

If you have one of those clerks who is too good for his job, it is time you were making a change.

A cool store, a clean store, a sweet-smelling store. These are three summer wants of the public.

There's a humming business done by the trade in potted meats, sardines, canned oysters and lobsters

A cheese trade is worth good money to any retailer. As a starter, keep good cheese and keep it right.

Common sense ideas on store system are always in demand. That is one of the valuable features of this number.

Keep your eye on the desirable grades of canned peas. They are likely to get scarce before the season is half over.

Conditions demand better business men than ten years ago. Men of ideas are necessary to the success of the home store.

Prunes are a strong item at present. Prices have advanced and are likely to climb somewhat higher before they get through.

Make the grocery store an attractive place in August and the sales will show marked results. Don't take our word. Just try it.

To ventilate, keep up a circulation of air night and day. Keep the transom over the door open all night and a rear window as well.

Ask the clerks. They may know more than you do about how the different lines sell or to what direction the trade trends.

The window is intended for other purposes than to admit light and allow the public to see the untidiness of the store interior.

A store that is poorly ventilated makes the clerks listless and stupid. Maybe it is the store that affects your clerks and not their own laziness.

Groceries are not easily stored in hot weather without offense to the sense of smell. Nor is the grocery store the easiest place to keep clean and cool.

The acreage of rice is less than that of last year by about 172,000 acres, or 26 per cent.; and the condition on July 1st was 88, against 88.2 one year ago.

Dried fruits contain much more than the equivalent of fresh fruits in weight, and the fact should be brought out occasionally in grocers' advertisements

Six feet is a good depth for the average show window. More will but take up valuable room inside the store. That is enough for a very good showing.

Proper arrangements for lighting the show windows are a necessity in every well regulated store. Where electric light is available it is probably the best means.

"Money Cheerfully Refunded" is not always a truthful sign. Most merchants do not return money cheerfully. Better say, "Money Refunded if Desired."

Do not be afraid of a free use of clean water on windows and store floor. Keep the latter well sprinkled Screened doors and windows will keep out the insects.

The store front is the thing that makes the first impression on the customer. Be sure this impression is a good one by having an attractive and well-kept front.

The merchant who receives sufficient impulse from his trade journal to reform the window service and make it up to date owes more to that paper than he can repay.

Official returns show a stock of currants in bond of 2,056,633 pounds on July 1st, compared with 4,440,258 pounds on the same date last year. This is a big difference.

To succeed at any business, a man must like the work. If you have become dispusted with retailing, close out as soon as you can and give some other fellow a chance.

A neat and well hung awning is a necessary part of every store front. One that sags and flops about with every breeze as though it were coming down is a poor advertisement.

An exchange says that in hot weather pickles are in order, not jams or jellies. True, yet for camping parties and picknickers jams are among the most useful and highly appreciated of foods.

Ferns and palms add very much to the appearance of the store. They are inexpensive. The popular rubber plants make a very effective background to a display, especially if of fresh fruits

White walls and ceilings aid in the distribution of light. If the store is dark in spite of all that can be done, paint white the ceiling and all of the wall that is exposed and keep it so. That will help somewhat.

There are yet plenty of farmers who think the retail merchant is making money hand-over-fist. The slick writer of falsehoods in the catalogues tells them so. That talk must be patiently met and downed. Set the farmer right.

Private cable advices from Spain report a favorable prospect for the coming crops of Valencia and Jordan almonds. The advices also noted a somewhat stronger market there on old crop Tarragonas for prompt shipment.

Late advises from France give a less favorable prospect for the coming crop of walnuts. Estimates on the prospective output give Marbots as less than half a crop; French as under two-thirds of a crop and Grenoble as two-thirds

The teapot is sometimes at fault when tea fails to give satisfaction, but more often it is the method of making the tea that is to blame. Imagine those cases where the tea is poor, the teapot unfit and the process execrable!

Daily papers from the large cities are bringing another class of competition into the territory of the local merchant, the mail order department of the big city stores. Good methods, which includes good advertising, is the only way to offset it.

The situation in currants is developing interesting features for the reason that it is understood that the agreement with the $25,000,000 trust has been finally perfected and the market will be on a much more satisfactory basis. The arrangement will run for twenty years.

A punch bowl of iced tea, another with iced coffee, and a service at nominal cost of grape juice, will win trade and popularize the store. It is a question whether a nominal charge of two or three cents a glass is not better than a free service. People always appreciate what they pay for.

Make the store look cool and inviting and have the display in the windows, on the counters, and on the floor, of a character to whet the appetite. Don't put cold weather goods on exhibition, they make people feel hot. Pickles are in order; not jams and jellies. Relishes are tempting. A clam cocktail, or the dressing to make one, is more alluring than materials for hot beverages.

A MATTER OF HEALTH

ROYAL



BAKING POWDER

Absolutely Pure

HAS NO SUBSTITUTE

All Grocers should carry a full stock of Royal Baking Powder. It always gives the Greatest Satisfaction to customers, and in the end yields the larger profit to the Grocer.

A Book Worth Having:

"Salads: How to Make and Serve Them."

Contains numerous Recipes and Suggestions by such well-known experts as

JANET McKENZIE HILL
Editor The Boston Cooking School Magazine

CORNELIA C. BEDFORD
Culinary Editor Table Talk

MRS. HELEN ARMSTRONG
Lecturer and Teacher of Cooking, Chicago.

We will place this book in the hands of your Best Customers, without expense to you, providing that you order some

Nicelle Olive Oil



United States Government Test proves it to be finer than any other Pure Olive Oil on the market.

Put up in Half-pint, Pint, Quart and Twenty-two Ounce Bottles.

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Exclusivists in Olives and Olive Products . .
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Portland, Seattle, Denver, Salt Lake City
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STATE CONSTITUTION.

The Existing Sections and Proposed Changes to be Made.

J. S. Wixson of Oakland, a member of the Committee on Changes to Constitution and By-Laws for the State Grocers' Association has prepared the following suggestions.

CONSTITUTION

ARTICLE I.—NAME.

The name of this Association shall be **The California Retail Grocers' and Merchants' Association.**

No Amendment.

ARTICLE II.—PURPOSES.

The purpose of this Association shall be to foster and maintain a better social feeling among the retail merchants of California, and inspire confidence among the members of the trade:

To better the State commercial laws:

To correct excessive and unmercantile competition:

To remove by concert of action such evils and customs as are against good policy and sound business principles, whether it be cutting of prices, selling by wholesale houses at retail, improper house to house peddling, the distribution and consumption of adulterated and unwholesome goods, the use of fictituos labels, dishonest advertising, the use of dishonest weights and measures, or whatsoever the evil may be;

To discountenance all gift schemes and giving of premiums; and

To attain the results which experience has proved are not attainable by individual or divided effort

No Amendment.

ARTICLE III.—MEMBERSHIP.

Any organization of retail merchants or any grocer or other person carrying on business as a dealer in the necessaries of life in the State of California, will be eligible for membership in this Association, providing, that no individual member will be accepted from a town in which there is an affiliating Association.

No Amendment.

ARTICLE IV.—DUES.

Sec. 1. The fee of each affiliating Association shall be $1.00 per year for each member, payable by such Association.

Sec. 2. The fee of individual members shall be three dollars per year.

Sec. 3. Each local Association that may be formed under the auspices of this Association shall pay to the Association two dollars and fifty cents for a charter and copies of constitution and by-laws, and their per capita tax for the ensuing year.

Suggested Amendment. Change Sec. 1 to read:

Section 1. The fee of each affiliated Association shall be $1.00 per year for each member, payable by such Association in advance

ARTICLE V.—OFFICERS.

Section 1. The elective officers of this Association shall consist of a President, three Vice-Presidents, Honorary Vice-President ex-officio, who shall each be a president of an affiliating local organization: Treasurer, Secretary and five Directors.

Sec. 2. The President, three Vice-Presidents, Treasurer, Secretary and five Directors shall constitute the Board of Directors.

Sec. 3. Five members of the Board of Directors shall constitute a quorum.

Suggested Amendment. Change Article V. to read:

Section 1. The elective officers shall consist of a President, three Vice-Presidents, Treasurer, Secretary and five Directors.

Sec. 2. These officers, together with the presidents of all affiliating Associations, who shall, ex-officio, be Vice-Presidents, shall constitute the Board of Directors

Sec. 3. Five members shall constitute a quorum of the Board of Directors.

ARTICLE VI.—ELECTIONS.

Section 1. Officers shall be nominated and elected at an annual meeting which shall be held the second Monday in July.

Suggested Amendment. Change Sec. 1 to read:

Section 1. Officers shall be nominated and elected at the regular annual convention and shall hold office for one year and until their successors have been elected and have qualified.

Suggested Amendments. There shall be added to this Constitution Articles VII. and VIII. as follows:

ARTICLE VII.—CONVENTIONS.

Section 1—Place. Conventions shall be held annually at such places as shall be fixed at the preceding convention.

Sec. 2—Time. The time for each convention shall be fixed by the Board of Directors at their pleasure.

Sec. 3—Delegates. (a) Each attending individual member, whose dues may be paid, shall be entitled to vote.

(b) Each affiliating organization shall be entitled to the following representation: One delegate for each ten members up to fifty, and one delegate for each additional fifty members or fraction thereof.

(c) All elective officers shall have all the rights and privileges of elected delegates and may be elected to office.

ARTICLE VIII.—FINANCES.

Section 1. All funds shall be received and recorded by the Secretary and transferred promptly to the Treasurer, who shall give a receipt therefor

Sec. 2. The Treasurer shall disburse no moneys except on warrants drawn by the Secretary and signed by the President.

Sec. 3. No warrants shall be drawn on the Treasurer except by the order of the Board of Directors.

ARTICLE IX.—AMENDMENTS.

Any part of this Constitution can be repealed, altered, amended, suspended or annulled at any annual meeting when two-thirds of all the delegates present at such meeting vote in favor of such proposition.

No Amendment.

BY-LAWS.

ARTICLE I.—DUTIES OF OFFICERS.

Section 1. President. The President shall preside at all meetings of this Association and of the Board of Directors, he shall act as ex-officio member of all committees appointed and shall sign all warrants drawn on the Treasurer.

No Amendment.

Sec. 2. Vice-Presidents. The Vice-Presidents shall perform all duties required of them in the absence of the President.



ONE GROCER

writes that

THE BOND AUTOMATIC WEIGHER

"HAS MORE MERIT THAN ANY OTHER MODERN FEATURE OFFERED THE GROCER."

TO LEARN WHY

WRITE FOR CATALOGUE

BOND SCALE CO.

Office and Factory

1640 San Fernando Street,

LOS ANGELES

Branch Office and Salesrooms

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CRACKER-JACK

THE MORE YOU EAT

THE MORE YOU WANT

THE WORLD'S GREATEST 5¢ SELLER

100 Packages to Case $3.65

Case weighs 40 pounds gross.

Dodge, Sweeney & Co., AGENTS SAN FRANCISCO

Babbitt's Standards.

ALWAYS UNIFORM!
ALWAYS RELIABLE!
ALWAYS THE BEST!

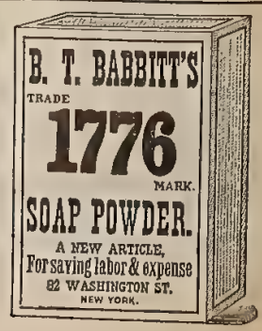


B. T. Babbitt's Concentrated Lye,

The ready soap maker—a powerful disenfectant—an excellent fertilizer for dipping prunes, spraying trees, etc.

Manufactured by

B. T. Babbitt, (Inc.) New York City.



The C. B. JENNINGS CO., Agents, 121 California St., San Francisco, Cal.

Suggested Amendment. Change Sec. 2 to read:

Sec. 2. Vice-Presidents. The Vice Presidents shall, in the absence of th President, assume all the duties usuall required of him. They shall serve i the order of their precedence.

Sec. 3. Treasurer. The Treasur shall give to the President of this A sociation a bond, with some sure company, subject to the approval the Board of Directors, to the amou of one thousand dollars. Cost of secu ing such bond to be at the expense the Association. He shall pay all wa rants drawn on him by the Secreta when countersigned by the Presider

Suggested Amendment. Change Se 3 to read:

Sec. 3. Treasurer. The Treasur shall give such bond as may be re quired by the Directors of this Ass ciation. Cost of securing such bon to be at the expense of the Associa tion. He shall pay without delay, fro the funds of the Association, warrant drawn on him by the Secretary whe countersigned by the President.

Sec. 4. Secretary. (a) The Secretar shall give to the President of this As sociation a joint and separate bon with two sureties, subject to the ap proval of the Finance Committee t the amount of three thousand dollar each. The cost of securing such bon to be at the expense of the Association

(b) He shall keep accurate minutes of the transactions of the Association solicit members and collect dues; also keep the minutes of the various com mittees when requested; file all paper entrusted to him officially, unless othe wise ordered; issue all communications, notices and other correspondence not otherwise provided for; sign or attest as the case may be, all certificates and reports issued by authority of the Association.

A one-time grocer is the kind that gives his Customers something he would not give them if they knew better.

They soon find out.

Schilling's Best

keeps the customers it makes.

(c) He shall keep a register of all members of the Association, together

[redacted]

Board of Directors, when the business for which such special meeting was called, as expressed in the notice, shall be transacted, and none other. The Board of Directors shall audit all bills and order vouchers for the same; they shall audit all books of the Association before the annual meeting of each year.

(b) The Board of Directors shall have power.

1. To form and carry out plans for organizing the merchants of interior cities.

2. To employ proper legal talent to draft laws that may be deemed desirable.

Suggested Amendment. Change Sec. 5 to read:

Sec. 5. Board of Directors. (a) The Board of Directors shall assemble for regular meetings once each month at such time and place as shall be set by them at the next preceding regular monthly meeting, providing that the first regular monthly meeting of each new Board of Directors shall be held on the second Thursday of the month following their election.

(b) Special meetings shall be held at the call of the chair or on the written request of five (5) Directors. At special meetings only such business shall be transacted as is designated in the notice.

(c) Ample notice shall be sent to all members of the Board of Directors of the time and place of all meetings.

(d) The Board of Directors shall pass on all bills and no warrants shall be drawn on the Treasurer except for bills that they have ordered paid.

(e) The Board of Directors shall have power—

1. To form and carry out plans for organizing the merchants of interior cities.

2 To employ proper legal talent to draft laws that may be deemed desirable by the Association.

3. To employ such assistants for the Secretary as they may deem essential and fix their remuneration.

4. To take such other action as they may deem necessary that may not be in conflict with the requirements of this Constitution and By-Laws.

ARTICLE II.—EXPENSES.

Section 1. The actual expenses of the President, Secretary and Treasurer to all annual conventions shall be paid from the funds of this Association.

Suggested Amendment. Add to Sec. 2 to read.

Sec. 2. Elective officers shall be allowed their railroad fares, both ways, for all meetings of the Board of Directors they may attend.

Suggested Amendments.

There shall be added to these By-Laws, **Articles III and IV** to read as follows:

ARTICLE III. COMMITTEES.

Section 1. The President shall, at the first meeting of the Board of Directors, appoint a Finance Committee, whose duty it shall be to audit all bills presented at monthly meetings and audit the books and the annual reports of the Treasurer and Secretary

Sec. 2. Should any member of the Finance Committee be absent from a meeting, the acting president may appoint a member of the Board in his place for the time.

ARTICLE IV.—ABSENCES.

Section 1. Should an elective officer be absent from three consecutive regular monthly meetings of the Board of Directors he may be dropped from his position at the discretion of the Board of Directors, and they shall have power to elect a successor.

EGG-O-SEE CO. EXPANDING.

Peoria, Ill.—The plant of the Central City Cereal Company at Peoria has been purchased by the Egg-O-See Company, of Quincy. John H. Linihan general manager of the plant, said.

"The product of the Peoria plant is a substitute for coffee, known as Mocon, which we had expected to manufacture in our mills in Quincy by September 1. But owing to the sales of Egg-O-See, which during the month of July reached 61 000 cases—125 cars—representing the largest month's business in the history of the plant, we will defer starting the manufacture of the new product until next year.

"At that time we also expect to begin in Quincy the manufacture of rolled oats, which will then make three products for the local plant."

SWINDLED C. H. BRUHNS.

C. H. Bruhns, a grocer who does business at 200 Francisco street, procured a warrant from Police Judge Conlan this week, charging John Doe Lang with obtaining money by false pretenses. Lang had often been in the complainant's place of business, always well dresed and prosperous in appearance, so when he purchased a few groceries Saturday and gave the grocer a $10 note Bruhns did not scrutinize the bill closely, but gave him the change. When he deposited at the bank Monday he found that it was a bill issued by the State Bank of Georgia, now defunct, and that it was worthless except as a curiosity.

BARKLEY MAKES PRESERVES.

Los Angeles, Cal.—The Sunland Orchard Company, manufacturers of preserves, extracts, etc., has been consolidated with the Thomas J. Barkley Company, who will continue it in connection with their regular lines of coffee roasting, spice milling, etc. Harold H. Stevens, who has been president of the Sunland Company, will be connected with the Barkley Company and will have charge of the manufacturing department.

POPE & CO. INCORPORATE.

Spokane, Wash.—Francis E. Pope & Co., wholesale grocers' specialties, have been incorporated.

A SPLENDID OPENING.

The two stores of the late Eugene E. Geisel are for sale. They are at 1207 *Stockton* and 503 *Third*.

Mr. Geisel's stores have both been fine money earners for the past 20 years.

EASY PAYMENTS.

The right party can secure one or both of the stores by paying part cash and part in installments.

Don't Delay, Parties Now Investigating.

Full particulars from Pringle & Pringle, attorneys for estate, room 1017 Union Trust Bldg, 14 Montgomery street.

LILY CREAM

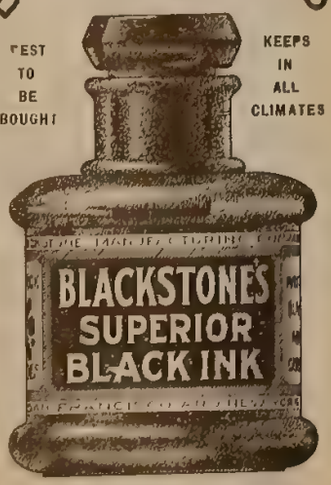
THE ORIGINAL BIG CAN

For Sale by All Jobbers.

Pacific Creamery Co.

San Francisco Office, 115 Davis St.

BLACKSTONE'S INKS



Blackstone Manufacturing Co.
(Incorporated)
MANUFACTURERS OF
WRITING FLUIDS,
Mucilage, Shoe Polish, Shoe Paste, Shoe Dressing and Liquid Glue.
Office and Factory,
1960 Howard St. San Francisco
Telephone Capp 1111.

A BIG PICKNIC.

Southern California Grocers Have a Jolly Outing at San Pedro.

It required three long trains to carry the Los Angeles grocers and their friends to San Pedro on Thursday, August 10th. The day was perfect, and everybody had a good time. Incidentally the grocers made a nice little sum of money. The races were run on the beach. One of the features was a fat men's race in bathing suits. There was also a lemon-throwing contest for ladies that occasioned much sport. A game of baseball between a team of retail grocers and nine drummers resulted in a victory for the retailers by a score of 15 to 7.

Five prizes were awarded to the grocers selling the most tickets. The winners were. Messrs. Forbes (330), Fazenda (139). Patter (106), Humphrey (103) and Finkenstein (96).

The gentlemen who were responsible for the splendid success of the outing were the officers, Messrs. C Mottaz, W. K. Lockwood, E. S. Potter, J. F. Paulding, A. Stirling, D. W. Buck, J. A. Fazenda, L. O Powers, L. D. Hutchinson W. D. Buck, N. E. Wilson, and the following committees:

Games—W. K. Lockwood, F. Daken, R. B. Brahm, Wm. Hoover.

Badges—J A. Fazenda, A. F. Jones, E. E. Smith, W. T. Woods.

Refreshments—R. D. Moyer, C. Stegemeier, C. Mendell, H. Lampe, A. L. Olmstead, L D. Hutchinson, W. D. Buck, C. H. Polkinghorn, R. B. Currier.

Soliciting—C. S. Life, N. E. Wilson, L. O. Powers, A L. Colby.

Selling Tickets—A. Russsell, E. S. Potter, J. D. Buckwalter, W. R. Dunmire, I. Finkenstein, John Fisher, L. Humphrey, J. Wailey, J J. Forbes.

Floor—E. J. Robinson, F. N. Velzy, I. F. Baker, C. A. Neil, A. L Colby.

General Ticket Committee—J. F. Paulding, G. D. Smith, W. C. Longstreth.

Gasoline Launches—W C. Longstreth, A. B. McNeilly, C. S. Life, Geo. E Adams.

BY PURCHASING NOW

Grocers Will Save Many Dollars on Their Catsup Trade.

The attention of grocers is called to the fact that the Snider's catsup deal is liable to be discontinued any day, hence those grocers who have not availed themselves of its advantages should do so at once. By so doing they will save a good profit on their season's business in Snider's catsup.

The Spohn-Patrick Co., agents for Snider's goods, have sent out thousands of letters to the trade advising them to get in **now**, as this is the last notice.

This season's sales of Snider's catsup indicate a most satisfactory increase over the sales for 1904, not only in the aggregate but in the quantity ordered by individual dealers.

LIBRARY PROVED SUCCESS.

Steiner & Co. of Escondido recently put a library of boys' and girls' books in their shoe department, giving each purchaser of a pair of shoes a membership ticket good for a limited time They write that the library became so popular that they have been required to increase th number of books.

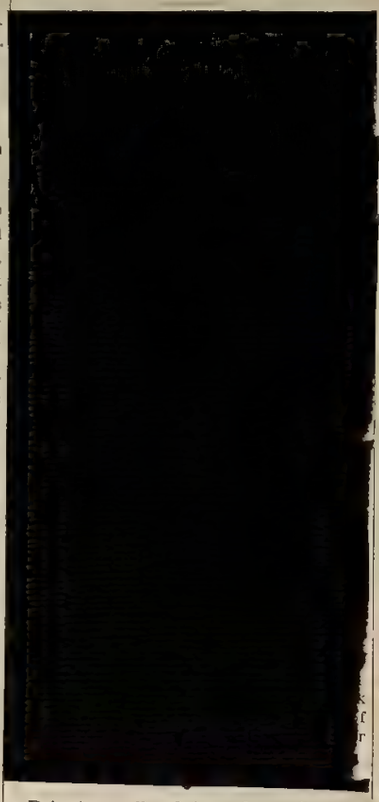
In one of its ads., this firm says:

Remember—It is cheap goodness and not cheap cheapness that distinguishes our offerings."

In another place they state:

"You get your money back if you don't get more than your money's worth at the People's Store, Steiner & Co."

PROTECTION APPRECIATED.



Private mail advices from Smyrna referring to the fig crop outlook state: "Prospects are favorable for a good crop, say 82,000 camel loads. Packers report a good seasonable business for Europe, but that the buying from America has been on a moderate scale only. The Sultana raisin prospects are good."

WATCHES AWARDED.

Porto Rico Coffee Company Reward Dealers Who Expended Special Effort on Their Ponce de Leon Coffee.

Two San Francisco grocers and four grocers in the interior will each have become the proud possessor of a $60 solid gold Waltham watch before this article reaches its readers.

The two San Francisco grocers who sold most Ponce de Leon coffee from April 15th to August 15th were:

John H. Tietjen Company, Fillmore and Washington.

Bibo-Newman Co., Polk and California.

Both these firms have high class trade which demand the very finest grade of goods. They are able to handle considerable quantities of Ponce de Leon coffee and have received the reward offered in consequence.

As many of the customers of the Porto Rico Coffee Co. are in Utah, Montana, Idaho and other territtory far distant from San Francisco, the company felt that, in fairness, they should wait until the latter part of the week, in order that their agens who cover the outlaying districts might have time to report any orders received prior to midnight on August 14th. As soon as the decisions are known, the announcements will be made and the grocers will receive their watches.

Here and there you find a man who seems to be always up against good luck. "Born with a silver spoon in his mouth." Money in everything he touches All his ventures successful. He's always lucky. You will usually find that this man has brains; he plans, and executes his plans. He is industrious, he works while the uniucky fellow is watching a dog fight or betting on the wrong horse.



SHREDDED WHOLE WHEAT
RECOMMENDATION

The Best Cereal Food to Eat, and
The Best Cereal Food to Sell, is

Shredded Whole Wheat

It is made in two forms, Shredded Wheat **BISCUIT** and **TRISCUIT.**

TRISCUIT is a CRACKER, not a "breakfast food." It is used as toast in place of ordinary bread toast, and for all purposes for which the common white cracker of commerce is used.

Shredded Wheat **BISCUIT** is the standard wheat food of the world, delicious for breakfast, or for every meal for every day in the year. It contains all the nutriment in the whole wheat in digestible form. A good seller all the year round.

THE NATURAL FOOD COMPANY
Niagara Falls, N. Y.

ASSOCIATION DIRECTORY

NATIONAL ASSOCIATION RETAIL GROCERS of the UNITED STATES.

Organized August 31, 1893.

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John A. Green.....Cleveland, O.
Vice President
L. F. Padberg .....St. Louis, Mo.
Treasurer
Henry W. Schwab.....Milwaukee, Wis.
Secretary
Fred Mason.....St. Paul, Minn.
Directors
C. J. Kramer, Little Rock, Ark.; Wm. Gray, Brooklyn, N. Y.; W. J. Galligan, Loveland, Colo.

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Jos. A Stulz.....San Francisco, Cal.
First Vice President
Chas. H. Plass.....Tacoma, Wash.
Second Vice President
F. Dresser .....Portland, Ore.
Treasurer
Joy D. Campbell.....Stockton, Cal.
Directors
California—J. A. Stulz, San Francisco; J. R. Newberry, Los Angeles; Joy D. Campbell, Stockton.
Washington—G. A. Pidduck, Seattle; C. H. Plass, Tacoma; P. Nelson, Spokane.
Oregon—F. Dresser, Portland; E. Younger, Pendleton.

CALIFORNIA RETAIL GROCERS AND MERCHANTS ASSOCIATION.

Established November, 1901.

President
C. B. Pearson .....Stockton
Vice Presidents
First, L. Warnke .....Alameda
Second, Geo. B. Doyle.....San Francisco
Third, B. A. Schmidt.....San Francisco
Honorary Vice Presidents
The President of each affiliating Association is, ex-officio, an honorary vice president and a member of the Board of Directors, with the same rights and powers as all other Directors.
Directors
J. P. McGuire, San Francisco; Joseph A. Stulz, San Francisco; F. Eiben, Oakland, J. S. Wixson, Oakland; H. E. Jones, San Jose.
Secretary
Frank B. Connolly..San Francisco, Cal.

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President .....J. Solomon
Vice President .....J. T. Hurley
Secretary .....F. Krueger
Directors—Wm. Ring, T. H. Corcoran, H. Rawe, H. Methmann, J. P. McGuire, J. M .Sullivan, J. R. Van Arsdale, J. C. Owens, Jos. A. Stulz.

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Vice President .....W. K. Lockwood
Treasurer .....E. S. Potter
Door Keeper .....W. D. Buck
Directors—J. A. Fazenda, L. O. Powers, L. D .Hutchinson, W. D. Buck, N. E. Wilson.
Secretary .....J. F. Paulding
Assistant Secretary .....Alex Stirling

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S. J. Sill .....Berkeley
Vice Presidents
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Second, F. G. Eiben.....Oakland
Third, J. L. Woodworth.....Oakland
Fourth, W. Miller.....Alameda
Fifth, G. R. Wittman.....Oakland
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Secretary .....J. G. Reed
Directors—H. D. Cushing, Oakland; L. Warnke, Alameda; G. Hoffman, Oakland; C. Hadlen, Berkeley; Geo. Tum Suden, East Oakland.

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Vice-President .....S. H. Farley..
Secretary ..... C. S. Mering
Treasurer .....A. Schaden

Fresno Grocers' Association.
President .....J .S. Pierson
Secretary .....E. F. Greeley
Acting Secretary .....L. R. Eccleston

San Mateo Board of Trade.
President .....F. E. Baskette
Secretary .....Paul Pinckney

Watsonville Grocers' Association.
President .....Geo. Jessen

Stockton Grocers' Association.
President .....E. B. Wakefield
Secretary .....W. E. O'Connor

Whittier Grocers' Association.
President .....A. Jacobs
Secretary .....M. T. Owens

Palo Alto Merchants' Association
President .....F. W. Sherman
Secretary .....S. W. Charles

Pomona Business Men's Association.
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Secretary .....G. A. Steffa

San Jose Grocers' Association.
President .....C. A. Ross
Secretary .....D. W. Smythe

Redwood City Board of Trade.
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Secretary .....F. H. Thorpe

Sebastopol Merchants' Association.
President .....A. E. Finnell
Secretary .....C. M. Weeks

San Bernardino Grocers' Association.
President .....Geo. Feetham
Secretary .....C. B. Robuck
Assistant Secretary .....H. M. Willis

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President .....W. H. Smith
Secretary .....Frank Guenther

San Luis Obispo County Association.
President .....L. Sinsheimer
Secretary .....S. V. Wright

Modesto Grocers' Association.
President .....B. Weil
Secretary .....H. M. Briggs

Grass Valley Grocers' Association.
Secretary .....Thos. J. Mitchell

El Dorado County Grocers' Association.
Secretary .....E. L. Smith

San Diego Grocers' Association.
President .....A. S. Smith
Secretary .....A. D. Jordan

Upper Sacramento Valley Association.
President .....F. F. Dustin, Redding
Secretary .....Lon Bond, Chico

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Charles E. Coon.....Port Townsend
Vice President
C. E. Coon .....Port Townsend
Secretary
J. J. Higgins .....Seattle
Treasurer
C. H. Buelow .....Tacoma
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Secretary ..... W. W. Boner

Almira.
Secretary .....Eugene King

Centralia.
Secretary .....Wm. Scales

Colfax.
Secretary .....R. S. Kimball

Columbia Co. Merchants' Association.
Secretary .....N. B. Nelson, Brewster

Colville.
Secretary .....W. B. Dingle

Creston.
Secretary .....E. J. Winter

Davenport.
Secretary .....E. E. Lucas

Dayton Commercial Association.
President .....J. H. Day
Secretary .....U. Z. Ellis

Downes.
Secretary .....J. H. Cupple

Edwall.
Secretary .....Thos. Campbell

Ellensburg.
Secretary .....J. A .Shoudy

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President .....B. L. Ridgeway
Vice-President .....M. H. Wildes
Treasurer .....A. Thueson
Secretary .....T. C. Simmons
Directors—B. L. Ridgway, J. A. Myers, C. A. Hansen, T. C. Simmons, E. P. McFall.

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President .....J. W. Streubel
Secretary .....Frank Grundevater

Garfield.
Secretary .....Louis Weisenbach

Harington.
Secretary .....Earl Haynes

Hoquiam.
Secretary .....L. H. Brewer

Inland Empire Retail Dealers' Ass'n.
President
M. E. Hay .....Wilbur
Treasurer
C. E. Meyers .....Davenport
Secretary
Philip Carbray ..... Wilbur
Directors
Thos. Campbell, Edwall; J. C. Driscoll, Reardan; J. C. Keller, Almira; E. E. Lucas, Davenport.

Latah.
Secretary .....J. O. Adams

Montesano.
Secretary .....Law Brothers

North Yakima Retail Grocers' Ass'n.
President .....F. M. Spain
Vice President .....Stanley Coffin
Secretary .....J. A. Kleis
Treasurer .....A. B. Pearson
Directors—Arthur Coffin and I. Mailloux.

Odessa.
Secretary .....H. C. Phillips

Olympia.
Secretary .....C. H. Guiberson

Palouse.
Secretary .....W. W. Boone

Port Townsend.
Secretary .....Hon. C. E. Coon

Pullman.
Secretary .....L. C. Richardson

Reardan.
Secretary .....C. A. Menger

Ritzville.
Secretary .....D. A. Davenny

Seattle Retail Grocers' Association.
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Astoria Grocers' Association.
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CORK FOR POISON BOTTLES.

An Ingenious Device to Prevent Accident In Handling Drugs.

Many clever devices have been patented to minimize the risk of accidental poisoning, but either owing to the difficulties of placing the invention successfully (from the financial point of view) on the market or for some other reason none of these devices has ever yet been taken up.

But at last a possible solution of the problem has apparently been achieved by an inventor living in London.

During a recent interview this individual, Mr. H. P. Miller, showed the Illustrated Mail his invention. The secret of its future success, says the Mail, lies in its simplicity. The device is merely a tiny brass plate fastened to any cork, with two sides indented in such a way that the pressure of its "teeth" on the fingers would remind the most drowsy or the most careless



PROTECTIVE STOPPER.

person that the poison bottle was being handled. Fixed between the cork and the spiked brass is a ribbon, which goes around the neck of the bottle. This is to insure the cork not being lost.

Of course the little implement has the great merit over other inventions in that it is simple, cheap and can be fitted to any size or kind of cork bottle now in stock. Being attached to the neck of the bottle, there can be no interchanging, and if the stopper should be left out a reminder is given by a clinking of the indicator against the medicine glass and dangling around the fingers while in the act of pouring out.

A Visit From the Bayleys.

The servant at No. 1 told the servant at No. 2 that her master expected his old friends, the Bayleys, to pay a visit, and No. 2 told No. 3 that No. 1 expected to have the Bayleys in the house every day, and No. 3 told No. 4 that it was all up with No. 1 and that they couldn't keep the bailiffs out, whereupon No. 4 told No. 5 that the officers were after No. 1 and that it was as much as he could do to prevent himself from being taken in execution and that it was nearly killing his poor, dear wife, and so it went on increasing and increasing until it got to No. 33 that the detective police had taken up the gentleman who lived at No. 1 for killing his poor, dear wife with arsenic and that it was confidently hoped and expected that he would be executed, as the facts of the case were very clear against him.—London Mail.

His Deep, Deep Grief.

The Fulton (Kan.) Gazette reports that a minister of that town was moved by the grief of a husband whose wife was to be buried and sought to commiserate him in the following manner: "My brother, I know that this is a great grief that has overtaken you, and though you are compelled to mourn the loss of this one who was your companion and partner in life I would console you with the assurance that there is another who sympathizes with you and seeks to embrace you in the arms of unfailing love." To this the bereaved man replied by asking, as he gazed through tears into the minister's face, "What's her name?"

Why Wait
until it's
Too Late?

SNIDER'S
CATSUP
FREE DEAL

May be withdrawn any day and without notice. It is imperative that we receive your order without delay.

Offer No. 1. 1 case Pints Snider's Catsup Free with each order for 5 cases Pints Snider's Catsup.

Offer No. 2. 1 case ½-pints Snider's Catsup Free with each order for 3 cases Pints and 2 cases ½-pints Snider's Catsup.

Offer No. 3. 1 case ½-pints Snider's Catsup Free with each order for 10 cases of ½-pints Snider's Catsup.

Offer No. 4. ½ case ½-pints Snider's Catsup Free with each order for 5½ cases ½-pints Snider's Catsup.

Offer No. 5. 1 case Quarts Snider's Catsup Free with each order for 10 cases Quarts Snider's Catsup.

Offer No. 6. ½-case Quarts Snider's Catsup Free with each order for 5½ cases quarts Snider's Catsup.

Mention Jobber's name through whom you ship.

Spohn - Patrick Company
Sole Agents
16-22 Front Street, San Francisco.
SPOHN-COOK COMPANY, Los Angeles.

The Best Profit

is assured on that brand of

Evaporated Cream

which holds your trade because it pleases best.



OUR PET

BRAND

or any brand bearing our top label

PLEASES BEST

because it goes much farther than any of the thin and watery brands claimed to be "just as good." Also because it excels in richness, texture, flavor and keeping quality.

It always bears this Top Label.



Helvetia Milk Condensing Co.

HIGHLAND, ILL.

San Francisco Office, 3 California St.

INDEX

Each of these departments in this Price List is checked up and corrected every week by two or more reliable authorities on values. More than thirty wholesale houses co-operate with us to secure for our List the greatest accuracy possible.

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COLUMN 1.
Department 1.

COFFEE, CHICORY, ETC.

Green Coffee.

Mocha Genuine Arabian	23	25
No. 2	17	18
No. 3	16	
Kona (Hawaiian)	18	18
Mexican	12	18
Java, common	15	18
Java brown plantation	20	25
Caracol, prime washed	13	16
Caracol, ordinary	13	14
Guatemala	11	17
Costa Rica	12½	16
Salvador	10¾	12

Roast Coffee.

Salvador	13	20
Costa Rica	16	20
Java	24	31
Mocha Aden	27	31
Prme W shd C. A. Blends	19	24
Good C. A. Blends	18	20
Ordinary Blends	12	13

Private Brands.

Royal Java Roast	13
Lion, 100-lb	14.47
Arbuckle's, 100-lb	14.87
Arab, 1-lb tin	.18
Hill's Bros Arabian Roast	.27
"M.J.B.," 60 1's in case	.28
"M.J.B.," 30 2's in case	.27
"M.J.B.," 24 3's in case	.25

Schilling's Best Coffee.

	Tins, 30-lb price			60-lb case ¼ off
	1-lb	1lb	2lb	3lb
	cartons	tins	tins	tins
5-star	30¼	30¼	30¼	38
4-star	29¼	32¼	31¼	31
3-star	25¾	28¾	27¾	27½
3-star Laquered (3-lb. tins only)				27½
2-star	22¼	25¼	24¼	24
1-star	18¾	21¾	20¾	20½

Cartons only in 25, 50 or 100 lb cases can be assorted as required.

The Porto Rico Co.

Ponce de Leon, sealed cans only. 1-lb 30, 2-lb 29, 3-lb 28½	
Cream of Mocca, 1-lb. cartons	.25
La Gloria de Porto Rico in bulk	.26

Ground Coffee.

Hill's Bros. Arabian Roast	.27
Cafe des Gourmands	.26
Mexomoka	.15

Chicory.

California	6
Belgian	7
German, Genuine	8

Coffee Extracts.

Bulk, per lb.	.07
Vienna, ¼'s, 10-lb bx.	.25
Vienna, 1's, 10-lb. bx.	.25
Ackermann's, ½-gross bxs., gross	4 00

COLUMN 2.
Department 2.

TEAS.

Japan.

(Panfired, Sundried or Basket-fired.)

Extra Fancy	56	74
Fancy	41	55
Extra Choicest	39	43
Choicest	34	38
Fine	24	33
Fair	22	24

Green China.

(Gunpowder, Imperial or Young Hyson.)

Extra Fancy	55	76
Fancy	38	44
Choicest	25	37
Extra Choice	32	34
Fine	25	31
Fair	20	25

English Breakfast.

Extra Fancy	67	80
Fancy	51	66
Choicest	35	50
Choice	24	30
Fine	20	22
Fair	15	20

Oolong.

Extra Fancy	53	$1.50
Fancy	50	57
Extra Choice	36	48
Choicest	33	35
Fine	27	32
Fair	22	26

Ceylon and India

Broken Orange Pekoe	39	65
Broken Pekoe	33	56
Orange Pekoe	31	53
Pekoe	27	46
Pekoe Souchong	24	39

Schilling's Best Teas.

(Packed only in 16, 12, 8 and 4-oz. Cartons. Never in bulk.)

Japan, per lb.	.45
do, 1 crn. 90c; 2 crn.	$1.80
English Breakfast	.45
do, 1 crn., 90c; 2 crn.	$1.80
Ceylon	.45
do, 1 crn., 90c; 2 crn.	$1.80
Oolong	.52½
do, 1crn., 1.05, 2 crn.	2.10

TREE TEA

(Pride of Japan, etc.)

Packed in 1 lb. and ½ lb. cartons

Japan	.37½
E. B. Congou	.37½
Oolong	.30
Gunpowder	.45
Ceylon	.60

COLUMN 3.
Department 3.

SUGAR AND SYRUPS.

The Western Sugar Refining Company quotes net cash prices as follows. Barrels are an advance of 10c, half barrels, 25c, boxes, 50c, 50-lb. bags, 10c.

Dry Granulated, 100-lb. sk.	5 05
Fruit Granulated	5 05
Confectioners' A	4 95
Cube	5 05
Crushed	5 30
Fine Crushed	5 30
Candy Granulated	5 15
Magnolia A	4 65
Extra C	4 55
Golden C	4 45
Beet D. G.	4 85
"D" Sugar	4 85
H. & E. Crystal Dominos	8 05
Bar Sugar, bbls.	6 00
¼ cent off for prompt cash.	
Do. ½-bbls	6 80
Do. 40-lb. tins	8 60
Do. 30-lb tins	8 60
Do. 30 lb. boxes	7 45

SYRUPS.

Saratoga Drips (Long's)	gal
	Gal
50-gal. bbls.	$ 50
30 gal. bbls.	52
17 gal. bbls.	55
5 gal. jackets	2 36
4½ gal jackets	2 61
2 gal kits	1 23
1½ gal. kits	94
1 gal tins	70

Pac. Coast Syrup Co.

Tea Garden Drips—	Case
12, 1 gal. tins	8.40
20, ½ gal. tins	7.70
24, ¼ gal. tins	5.84

Orange Blossom Drips.

6 1 gal. tins per case	$2 40
12 ½ gal. " " "	2 60
24 quart " " "	2 60
36 2-lb. " " "	2 85
50-gal. bbls	33
28-gal. ½-bbls.	35

Molasses.

New Orleans

Genuine Light, about 50 gals. bbls.	50
Genuine Light, 30 gal. ½ bbls.	52
Genuine Light, 15 gal ¼ bbl	55
Genuine Light, 5 gal. kegs, gal	57

	Doz.
Pelican, 12 1 gal tins	9 60
Pelican, 20, ½ gal. tins	8.90
Pelican, 24, ¼ gal. tins	6.10

COLUMN 4.

Maple Syrup.

Woodlawn (Long's)	case. Case.
Gal cans, 10 to cs.	$11 00
Gal. cans, 6 to cs.	6 60
½ gal cans, 12 to cs.	7 14
¼ gal cans, 24 to cs.	8 10
10 gal. jackets, each	10 15
5 gal. jackets, each	5 11
4½ gal jackets, each	4 63
Qts., glass, 12 in cs.	4 60
Pts., glass, 24 in cs.	4 90

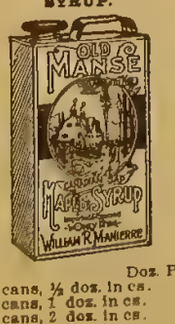
Pac. Coast Syrup Co.

Tobboggan—	Doz.
⅛ gal. tins, 2 doz. to cs.	2.25
¼ gal. tins, 2 doz. to cs.	4.00
½ gal. tins, 20 to cs.	7.20
1 gal. tins, 12 to cs.	13.20

"OLD MANSE"

—Absolutely Pure—

CANADIAN SAP MAPLE SYRUP.



	Doz. Price.
1 gal. cans, ⅛ doz. in cs.	$15.00
½ gal. cans, 1 doz. in cs.	8.00
¼ gal. cans, 2 doz. in cs.	4.25
⅛ gal. cans, 4 doz. in cs.	2.60
Qt. bottles, 1 doz. in cs.	1 50
Pt. bottles, 2 doz. in cs.	3.00
Decanters, 1 doz. in cs.	5.50
4½ gal. Jackets, per gal.	1.15

Retail Discount—5 cases 5%, 10 cases 7½%; 25 cases or over, 10%

On each package we offer to forfeit $1,000.00 if found short in measurement or containing any impurities

Maple Sugar.

Vermont, gen. pure, abt. 30 1-lb bricks, per lb	.17
Vermont, gen pure, abt. 30 2-lb bricks, per lb	.15½
Log Cabin, in 1, ½ and ¼-lb bricks, assorted in 25-lb pails per lb	.15
Scudder's, in 1, ½ and ¼-lb bricks, asstd., per lb	.14

COLUMN 5.
Department 4.

DRIED FRUITS NUTS AND HONEY.

(Add ¼c for 50-lb boxes and ½c for 25-lb. boxes.)

Apples.

Sundried, sacks	5
Evap, fancy 50-lb bxs.	8½
Evap, ex. choice, 50-lb bx.	8
Evap, choice 50-lb bx.	7½

Apricots.

	1905 Crop
Choice Sacks	8½
Fancy Sacks	8½
Fancy, 25-lb boxes	9

Blackberries.

In boxes, per lb.	13

Cherries.

Pitted, in boxes, per lb.	.30
Unpitted, in boxes, per lb	11

Currants.

In bbls (tubs 6¾)	6½
In mats, 50-lb	7
Recleaned, in bbls	7
Recleaned 25-lb boxes	7½
Recleaned, 50-lb boxes	7½
Recleaned 1-lb carts.	8¼
Recleaned 12-oz. carts.	6½

Dates.

Fard, 14-lb, per lb (70-lb 7)	8
Persian, 65-lb case	6½

Figs (California).

Black, sacks	5
Black, 25-lb boxes, per bx	1.20
White, bags	4½ 5
White, 10-lb bx, per bx.	60
White, 10 1-lb boks, per bx.	65 75

Figs (Imp. Smyrna.)

Fancy, 10-lb bx, per lb.	18
Choice, 5-lb bx, per lb.	16

Nectarines.

White	8½
Red	8

Peaches.

Choice, in sacks	8½
Ex choice, in sacks	9
Fancy, in sacks	10

Pears.

Choice, ¼'s, in sacks	10
Ex. choice, ½'s, in sacks	11
Fancy, ½'s, in sacks	12

Plums.

Unpitted	8
Pitted, bleached	9
Pitted, black	7

COLUMN 6.

Prunes.

	Sks.
50s-40s	
40s-50s	
50s-60s	
60s-70s	
70s-80s	
80s-90s	
90s-100s	

Raisins.

	Box	½'s	¼'s	50 lb
6 Cr. Layers		—	—	—
5 Cr. Layers		—	—	—
4 Cr. Layers		—	—	—
3 Cr. Layers		—	—	—
2 Cr. Layers		—	—	—
4 Cr. Loose	—	—	—	
3 Cr. Loose	—	—	—	
2 Cr. Loose	—	—	—	

Thompson Seedless, blchd. 50-lb boxes 11

Sultana Seedless, blchd. 48 1's, per lb. 8

Seedless Muscatels, 50-lb cases 4

Seeded, 1-lb cart. 7½

Seeded, 12-oz. cart. 6

NUTS.

Almonds, fancy, I. X. L.	none
Almonds choice, soft shell, Drake	16
Almonds, shelled, No. 1	34
Almonds, shelled, No. 2	32-35
Almonds shelled, Jordan, Imp	27-30
Almonds, Jordan, Dom.	.37
Brazils, 210-lb sks, new	.40
Chestnuts, Cal. Italian	.12 .13
Cocoanuts, $3 100	.09 .10
Filberts, 175-lb sk	4.50 5.50
Peanuts, Japanese, hand picked	.11 .12
Peanuts, roasted	.07½ .07
Pecan, polished	.08 .09
Pine	.14 .15
Walnuts, hard shell	
Walnuts, sft shll, No. 2	10½
Walnuts, sft shll, No. 1	13½
	14½

COLUMN 7.

HONEY.

Water White, 2 5's, lb.	.07
Light Amber, 2 5's, lb.	.06
Lt. Amber, 10 1 gal tins, gal	.75
Lt. Amber, 20 ½ gal tins, gal	1.00
Lt. Amber 2-lb tins, doz.	2.60
Lt. Amber, 16-oz. bots, doz.	1.35
Comb, 1-lb glass jars, doz.	1.75
Comb, 2-lb glass jars, doz.	2.90

Pine Apples.

	Per Doz.
2 lb., fancy sliced, E & C., 2 doz. in case	2 50
2 lb. grated, 2 doz in case.	2 25
2 lb. shredded, 2 doz. in case Hawaiian	1 65

Johnson's—Columbia.

2 lb. sliced, 2 doz. in case.	2 30
2 lb. grated, 2 doz. in case.	2 30
1 lb. sliced, 4 doz. in case.	1 15
1 lb. grated, 4 doz. in case.	1 15
gal., coreless, 4½ lb. to tin, ½ doz. in case, per lb.	16
gal., grated, 7 lb. to tins, ½ doz. in case, per lb.	13
2 lb., sliced, Baltimore, 2 doz. case	2 25
2 lbs., grated, Baltimore, 2 doz case	2 25
1 lb., cocktail, Baltimore ovals, 4 doz. case	1 25
2 lb., sliced, Singapore, 4 doz case	1 75
3 lb., sliced, Singapore, 2 doz. case	2 40

Royal Hawaiian,

2-lb grated, 2 doz. case	1 80
2-lb sliced, flats, 2 doz. case	2 00
Tall, 2-lb sliced, 2 doz. case	2 00
HB Sliced 2 doz.	2 50
HB Whole, 2 doz.	2.70
HB Grated, 2 doz	2.25

COLUMN 8.

Department 5.

JELLIES, JAMS, ETC.

Griffin Extra Preserves.

Raspberry, strawberry, blackberry currant, loganberry, per doz. $2.00

Cherry, per doz. $2.00

Less 10 per cent in 5-case lots.

Apricot, Damson, Fig, Gooseberry, Gage Peach, Plum, Quince, per doz . . . 2.00

Orange Marmalade . 2.00

Less 10 per cent 5 case lots

Long's Preserves.

Strawberries, Raspberries, Blackberries, Loganberries, Cherries, Pineapples, Pears, Figs, in 20-oz. glass jars, 2 doz. in cs., per doz. $3 50

Apricot, Plum, Quince, Orange, Peach, in 20-oz. glass jars, 2 doz. in cs., per doz. 3 20

Asstd. 2 doz. in cs., per doz. 3 30

JAMS.

Curtice Bros. Co., Rochester, N. Y.

In 16 oz. Glass Jars.

Strawberry, raspberry, raspberry and currant, red cherry, white cherry, apricot, black currant, red currant, quince (sliced), peach (sliced), pear (sliced), blackberry, gooseberry, grape, green gage, egg plum, damson, pineapple marmalade, tomato marmalade, orange marmalade, per dozen, $1.95

All above packed in cases of 2 dozen each

COLUMN 9.

Long's Peerless Jams.

Strawberry, Raspberry, Blackberry, etc., in 16-oz. glass jars, 2 doz. in cs., per doz. 2 00

Long's Pure Currant Jelly.

Tumblers, 2 doz. in cs., doz. 2 00

30-lb. kits, per kit 3 00

15-lb. kits, per kit 1 75

Marmalades.

Orange (Dundee) 48-1's, doz. 2 75

COLUMN 10.

Apple Butter.

Cuttings, 5-lb. tins, per doz . . $2.50

Heinz, 2's, 2 doz. in cs, doz. $2 25

Heinz, 3-lb stone crocks, doz. 4 25

Heinz, 4½-lb stone crocks, doz. 6 50

Heinz, 18-lb. stone crocks, lb. 11

Peach Butter.

Heinz 4½-lb stone crocks, doz 9 00

Heinz, 18-lb. stone crocks, lb 14

Maraschino Cherries.

Long's, qts, 12 to cs, per cs. 6 50

Long's, pts., 24 to cs., per cs. 7 50

FRUIT	JELLIES 2 lb. Extra	JELLIES 2 lb Stand	JELLIES 1 lb Extra	JELLIES Tumblers	JELLIES Ex Lunch 1 lb Glass	JAMS 2 lb. Extra	JAMS 2 lb Stand	JAMS 1 lb. Extra	JAMS Tumblers	JAMS Ex. Lunch 16 oz G/s Pr-serves
Apple	1 55	1 35	1 00	85	1 75					
Apricot	1 55	1 35	1 00	85		1 60	1 35	90	90	1 80
Assorted	1 55	1 35	1 00	85	1 75	1 60	1 35	95	90	1 80
Assorted No 2					1 75				95	1 80
Blackberry	1 75	1 35	1 00	85	1 75	1 85	1 60	95	90	1 80
Cherry										1 80
Crabapple	1 55	1 35	1 00	85	1 75					
Currant	1 75	1 50	1 10	85	1 90	1 85	1 60	95	90	1 80
Damson					1 75					1 80
Fig						1 60				1 80
Gooseberry	1 55	1 35	1 00	85	1 75			95	90	1 80
Grape (Catawba)					1 75					
Green Gage										1 80
Lemon	1 55	1 35	1 00	85						
Loganberry					1 75					1 80
Orange Marmalade	1 35	1 00		85		1 60		90	90	1 75
Peach	1 55	1 35	1 00	85		1 60	1 35	90	90	1 80
Plum	1 55	1 35	1 00	85	1 75	1 60	1 35	90	90	1 80
Quince	1 55	1 35	1 00	85	1 75	1 60	1 35	90	90	1 80
Raspberry	1 55	1 35	1 00	85	1 75	1 85	1 60	95	95	1 80
Strawberry	1 55	1 35	1 00	85	1 75	1 85	1 60	95	95	1 80

Department 6.

CANNED FRUITS AND CANNED VEGETABLES.

CANNED VEGETABLES.

KIND	1 lb Extra	2½ lb. Extra	2 2-4 lb. Extra Standards	2½ lb Standards	2's Second	3½ Wax	3½ Pie
Asparagus "Griffin Extras" Mammoth							$
Asparagus Large White							
Asparagus Medium White							
Asparagus White Tips							
Artichokes 2½'s Griffin							2 00
Beans, Stringless Extras							1 20
Beans, Blue Lake							1 30
Beans, Blue Lake gal							4 50
Beans, String, 2-lb							.80
Beans, String, gal							3.50
Beans, Lima, Soaked							1.00
Beans, French, Kidney 2-lb							1.15
Beans, French Red Kidney, 2-lb "Maid of Arc" Brand, doz 1.15, 1 case free with 10.							
Pancy Fasters							1 85
Corn, Smith's Hulled, 2 doz. in case, per doz							1 20
Hominy, Great Western, 3 lb							1.20
Corn, 2-lb, Western							.95
Corn, 2-lb, Maine							1.35
Dunbar's Okra 2½-lb							1 70
Petit Pois, Griffin extra							1.50
Peas, Griffin extra sifted							1 25
Peas, Standard sifted							1.10
Peas Standard Marrowfat							.97
Pumpkin, 3-lb.							1 37½
Spinach, 2½							1 75
Succotash, fancy tins							1 40

Tomatoes.

	doz.
2's, Griffin's Ex. Solid Pack	$1 10
3's, Griffin's Ex., with peppers	1 15
2½'s, Cutting's Solid Pack	90
2½'s Cutting's Solid Pack, with peppers	.95
2½'s Cutting's Standard	.70
Gallon Standard	2 00
Gallon, Solid Pack	2.75
Gallon, Puree	2.35

KIND	Gallon Extra 3 lb Grade	Gallon Extra 2½ lb. Grade	Gallon Extra Standard	Gallon Standard	Gallon Water	Gallon Pie
Apples			4 00	3 50		2 65
Apricots	5 75	5 00	4 50		2 75	2 40
" peeled						
" sliced						
Assorted						
Blackberries			4 25	4 00	3 75	3 40
Cherries Royal Anne						
Cherries (White)						3 65
Cherries (Black)			5 25	4 60		3 65
Grapes (White Muscat)			3 50	3 10	2 50	2 25
Nectarines						
Peaches (Yellow)	6 50	5 25	4 60	4 25		
Peaches (Lemon Cling)	7 75	7 00		5 00		
Peaches (Lemon Cling Sliced)	7 75	7 00	5 75	5 00		
Peaches (White Heath)			5 25	4 75		
Peaches (White Heath Sliced)						
Pears (Bartlett)	7 00	6 25	5 25	4 75	3 75	2 40 pkd 2 15 unpl
Plums (Green Gage)	5 00	4 25	3 50	3 25	2 55	2 30
Plums (Egg)	5 00	4 25	3 50	3 25	2 55	2 30
Plums (Gold Drop)	5 00	4 25	3 50	3 25	2 55	2 30
Plums (Damson)						
Raspberries						
Strawberries						

Department 7.

PROVISIONS.

Hams.

Eastern Standard, 17/19	.14
Eastern Standard, 15/16	.14
Eastern Standard, 12/14	.14¾
Eastern Standard, 10/12	.14½
Eastern Fancy	10-12 .14½
Local cure, all averages	13-1 .14
Picnic Hams	.9½

Boiled Hams.

Skin on	18½
Skin off	.20

Breakfast Bacon.

Eastern Standard, 6/8	.18
Eastern Standard, 8/10	.16½
Eastern Standard, 10/12	.15½
Eastern Fancy	.19
Local cure	.16

English Cured Bacon.

Eastern cure, 8-10	.16
Eastern cure, 10/12	.15½

Dry Salt Bacon.

Clear medium Bacon	.12
Clear light medium	.12
Clear Lt. med. select	.12¼
Light Belly	.13½
Extra light Belly	none
Bacon Backs	.11¾
Bacon Bellies	.12½

Dry Salt Meats.

Sides	.10½
Bellies	.11½
Backs	.10½
Fat Backs	.10

Barreled Pork.

	Bbls.	½-bbls.
Spare Ribs	$	
Family Pork	14.50	7.50
Clear Pork	19.00	9.75
Pig Pork	22.50	11.50

Barreled Beef.

Mess Beef	11.50	6.00
Extra Mess Beef	11.50	6.00
Family Beef	11 50	6.00
Extra Family Beef	12.00	6 25
Beef Tongues	25.00	13 00

Pigs Feet.

Tierces, about 300 lb.	$18.00
Barrels, about 200 lbs.	13.50
½ barrels, about 80 lbs	5.00
Kegs, about 25 lbs.	2 11
Kits, about 15 lbs.	1 25

Honey Comb Tripe.

Tierces, about 300 lbs.	$17.00
Barrels, about 200 lbs	13 00
½ barrel, about 80 lbs.	5.00
Kegs, about 25 lbs.	2.10
Kits, about 15 lbs.	1.25

Sausages.

	Per lb.
Braunschweiger	17
Italian Salami	23
D'Arles	22
Mortadella	24
Bologna	8½
Frankfurters	8½
Garlic Sausage	9
Liver Sausage	8½
Pork Sausage	8½
Head Cheese	8½
Tongue Sausage	8½

Pure Leaf Lard.

Tierces, about 350 lbs net.	10
½-bbls. about 100 lbs net.	10½
80-lb. Wood Tubs, 80-lbs. net.	10½
60-lb. Wood Tubs, 60 lbs. net.	10¾
20-lb. Wood Pails, 20-lbs. net.	10½
50-lb. Cans, 1 to a case	10¼
20-lb. Cans, 4 to a case	10¼
10-lb Cans, 6 to a case	10¼
5-lb. Cans, 12 to a case	10⅜
3-lb. Cans, 20 to a case	11

Compound Lard.

Tierces, about 350 lbs. net.	6
½-bbls., about 100 lbs. net.	6½
80-lb. Wood Tubs, 80 lbs. net	6¾
60-lb. Wood Tubs 60 lbs. net	6¾
20-lb. Wood Tubs, 20 lbs. net	6¾
50-lb. cans, 1 to a case	6¾
50-lb. cans, 2 to a case	6¾
20-lb. cans, 4 to a case	6¾
10-lb cans, 6 to a case	6¾
5-lb. cans, 12 to a case	6⅞
3-lb. cans, 20 to a case	7

P. E. Rathjens
PORK PACKER
1311-1315 Pacific Street.

Sausages.

Garlick Frankfurter 10
Bologna 10
Head and Liver 9
Tongue and Headcheese . . . . .
Choice California Ham 19
Extra Light Bacon 15½
Medium Light Bacon 12½

Boiled Hams.

Kingan 20
Rathjens 19
California 17

Mettwurst.

Extra Home Made 20, 22½, 25

LARD.

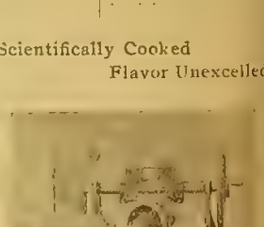
10 lb. tins 9
5 lb. tins 9½
3 lb. tins 10
2 lb. tins 10
1 lb. tins 10
1 lb. cups 11

ANCHOR PACKING CO.
140 Eighth St., S. F., Cal.
PORK PACKERS AND PROVISION DEALERS.
Boilers of Kingan and Anchor Hams.
SAUSAGES, COOKED MEATS, TONGUE

Hams, Kingan, boneless boiled	20c
" Anchor, "	19c
Bacon (special)	16c
Lard, 55	9¾c
" 20	10c
" 10	10c
" 5	10¼c
" 3	10⅜c

Please note that our hams are all hand tied.

Scientifically Cooked
Flavor Unexcelled



H. M. WOLTER & BRO.
Dealers in
...Boneless Boiled Hams...
Leading Grocers and Delicatessens Pronounce Them The Best.
103 12th St. Tel., Mint 1763
KINGAN'S 21½
CUDAHY'S "REX" . 20½

HEINEMAN & STERN
916 Larkin Street

Garlic Sausage,	Lbs.	
Ring	"	
Bologna	"	
Frankfurter	"	
Rollada	"	
Smoked Beef	"	
Pickled Meat	"	
Headcheese	"	
Tongues	Doz.	Prices quoted on application by telephone or letter
Dried Beef	Lbs.	
Smoked Mutton,	"	

COLUMN 11.

COLUMN 12.

Department 8

CANNED MEATS

ALL PRICES ARE PER DOZEN	No. ¼ Tins 4 Doz. in Case	No. ½ 2 Doz. Tins in Case	No. 1 Tins 2 Doz. in Case	No. 2 Tins 1 or 2 lb s in Case	No. 1 Tins 1 Doz. in Case	No. 6 Tins in Case	No. 14 Tins ½ Doz. in Case	No. 1 Tins 1 Doz. in Case
Corned Beef			1 30	2 20	8 25	18 25		
Roast Beef			1 30	2 30	8 25			
Roast Ribs of Beef, Boneless			1 40	2 50				
Roast Mutton				2 70				
Brisket Beef			1 40	2 50				
Boiled Beef			1 35	2 40	8 25			
Chipped Beef		1 20	2 10		15 50			
Sliced Beef, in tins		1 40	2 50					
Sliced Beef, in glass		1 45	2 75					2 75
Brawn			1 40	2 45	8 25			
Compressed Ham			1 50	2 75				
Lunch Tongue		1 90	3 25	6 00				
Lambs Tongue		1 70	2 95					
Sliced Ham			3 70	6 40				
Sliced Bacon								2 80
Sliced Bacon in Glass								
Deviled Ham	40		80					
Potted Ham	40		80					
Potted Ox Tongue	40		80					
Potted Chicken	90		1 60					
Potted Turkey	90		1 60					
Deviled Chicken	90		1 60					
Deviled Turkey	90		1 60					
Boneless Chicken			1 60					
Boneless Turkey			3 40	5 55				
Veal Loaf			3 40	5 55				
Ham Loaf			1 10	2 10				
Beef Loaf			1 10	2 10				
Chicken Loaf			1 10	2 10				
Chicken Pate and Ham			1 10	2 75				
Chili Con-Carne				1 40				
Beefsteak and Onions				1 60				
Hamburger Steak with Onions		1 95		2 00				
Frankfurter Bratwurst				2 00				
Sweetbreads				2 40				
Vienna Sausage			90	1 65				
Oxford Sausage				2 45				
Bologna Sausage				2 25				
Vienna Sausage and Kraut				1 20				
Corned Beef Hash		1 10		1 50				
Lunch Sausage		90			No 1½ 6 50	No 2 7 50	No 2½ 9 50	No. 3 12 00
Ox Tongue, whole					2 45			
Minced Collops					1 75			
Tripe					2 50			
Pork Sausage		1 05						
Stewed Kidneys								
Pork and Beans, Plain			90	1 40				1 85
Pork and Beans, with tom. sa'e			95	1 45				1 90

Department 9.

FISH AND CHEESE.

Russian Caviar.

	Per doz
1-lb cans, 2 doz in case	$13 00
½-lb cans, 2 doz in case	6 75
¼-lb cans, 5 doz in case	3 65
⅛-lb cans, 6 doz in case	2 10
White Label Brand	3 50

CHEESE.

Foreign and Domestic.

	old	new
New York State Factory .. Cheddars, June make.		15
Twins, " " ..		15½
Calif. State factory flats	11	13½
Calif. State factory Young Americans	12	14
Limburger, Eastern, ℔ lb	14½	15
Swiss, imported, ℔ lb		26
Roquefort, ℔ lb		38
Gouda, ℔ lb		27
Pineapples, Eastern, 6 in cs, ℔ case		$3 35
Pineapple, Eastern, 6 in cs, small		2.35
Holland or Edam, medium, plain, per doz	$ 8.50	9.00
Holland or Edam, medium, in bladders, per doz	9.50	10 00
Holland or Edam, large, plain, per doz	9.50	10.00
Holland or Edam, large, in bladders, per doz	10.50	11.50

Fancy.

Camembert Brie, Roquefort, and Gorgonzola, jars	3 00
Parmesan C & B, sml bot, doz	3.00
Parmesan C & B, lge bot, doz	5.00

Bayle's.

	Small ½-lb.	1-lb.	2½-lb	5-lb
Deviled Cheese		$1.00	$2 25	$4.00 $ 500	$9.00
After Dinner Cheese	$1 00	2.40	4.00	4 50	7.50
Roquefort Cheese	$1.00	2.40	4.00	4 50	7.50

SALT FISH.

Pacific Codfish.

Bndles, 50 lbs each, per lb	5
Cs. selected, 100 lbs ea, pr lb	5¾
Boneless, 30-lb boxes, per lb	7
Boneless Strips, 40lb bxs, pr lb	7½
Boneless Blocks, 40lb bxs, p lb	7
Boneless Tablets, 36 bxs, pr lb	8
Boneless Middles, 60 bxs, pr lb	10
Boneless Middles, extra, 60-lb boxes, per lb	10½

Eastern Codfish.

Gen Georges, 8 fish to cs.	$10.00
Gen. Georges, 12 fish to cs	9.00
Geo. Cur. Cod, 16, 18 fish to case	8 50
Geo. Cur. Cod, 40 fish to cs	8 00
Gen. Geo. Middles, 60 fish.	13½
Gen. Geo. Tablets, 36 fish.	11½
Gen. Geo. Blocks, 40 fish..	11½

Shredded Codfish.

Codfish, Beardsley's shredded, 2 doz. in case	1.00

Norwegian Mackerel.

Bloater, 200-lb. bbl., 120-130 fish	48.00
Bloater, 100-lb. ½ bbl., 60-65 fish	25.00
No. 1, 200-lb. bbl., 150-160 fish	36.00
No. 1, 100-lb. ½ bbl., 75-80 fish	19.00
No. 2, 200-lb. bbl., 220-240 fish	31.00
No. 2, 100-lb. ½ bbl., 110-120 fish	16.50
No. 3, 200-lb. bbl., 300-350 fish	26.00
No. 3, 100-lb. ½ bbl., 150-175 fish	14.00

Irish Mackerel.

No. 1, 200-lb. bbl., 200-220 fish	none
No. 1, 80-lb. ½ bbl., 80-90 fish	none
No. 2, 200-lb. bbl., 325-350 fish	21.50
No. 2, 80-lb. ½ bbl., 130-140 fish	9 00
No. 2, 200-lb. bbl., 475-500 fish	20.50
No. 2, 80-lb. ½ bbl., 180-190 fish	9.00
No. 1, 10-lb kits, 15-16 fish	1.35
No. 2, 10-lb. kits, 20-22 fish	1.25

American Bloaters.

Shore Bloaters, 200-lb. bbl., 115-120 fish	27.00
Shore Bloaters, 80-lb. ½ bbl., 45 50 fish	11.50
Extra No. 1, 200-lb. bbl., 120-130 fish	26.00
Extra No. 1, 80-lb. ½ bbl., 50-55 fish	11.00
No. 1, 200-lb. bbl., 140-150 fish	none
No. 1, 80-lb. ½ bbl., 60-65 fish	none
No. 2, 200-lb. bbl., 130-140 fish	28.50
No. 2, 80-lb. ½ bbl., 55-60 fish	11.00
No. 2, 200-lb. bbl., 140-160 fish	none
No. 2, 80-lb. ½ bbl., 60-65 fish	none
No. 2, 200-lb. bbl., 160-180 fish	none
No. 2, 80-lb. ½ bbl., 70-80 fish	none
No. 2, 200-lb. bbl., 180-200 fish	none
No. 2, 80-lb. ½ bbl., 80-90 fish	none

In Kits.

Extra Mess, 7 to 8 fish, each	$2 00
No. 1, kits, 8 9 fish or 15-17 fish	1 50-1.85
No. 2, kits, 8 9 or 20-22 fish	1.25

Salmon.

King, bbls	$ 12 00
Oregon Silversides, bbls	9 00
Alaska Red, bbls	19 50
Alaska Red, ½-bbls, 100 lbs	10.00
Alaska Red, kits	1.00
Bellies, bbls	7 50 8.00
Bellies, ½-bbls, 100 lbs.	4 25 5 50
Tongues and Sounds, kits, 10lb	1 25
Tongues and Sounds, ½-bbls	9 00

COLUMN 13.

New Herring.

Holland, ex. selctd mxd bbls.	$ 17 00
Holland, ex. selctd mxd ½-bbl	9.00
Holland, ex. selctd mxd, keg	1.10
Holland, cheaper grade	90
Holland, cheap. gr., mxd, bbls	15 00
Holland, chp. gr., mxd, ½-bbl	8.00
Holland, ex. selct Milchner, bbl	none
Holland, ex. selct Milchner, ½-bbl	none
Holland, ex. selct Milchner, keg	none
Holland, cheaper grade	1.20
Holland, cheaper grade, bbls.	none
Holland, cheaper grade, ½-bbl	none
Labrador Split, 100 fish	5 25
Labrador, round, 160 fish	4.75
Pacific, ½-bbl	2.25

SMOKED FISH.

Bloaters, Grim., 100 in box	$2.65
do. do. 50 in box	1.50
Bloaters, Cromarty	2.65
Yarmouth, 100 in box	
Halibut, chunks	15
Herring, in boxes, Eastern	20
Herring, in boxes, Washington	15
Herring, boneless, Beardsley's tins, doz	$1.50
Herring, boneless, Beardsley's small, doz	1.00
Herring, Beardsley's Boneless, vacuum tumblers, 2 doz in case	1.95
Finnan Haddies	1.75
Moir's Selected Red Herrings, 100s	2.10
Moir's Selected Red Herrings, 50s	1.25
Salmon, per lb	10 20

POTTED FISH.

	Per doz
Potted Crab	$1.85
Kipper Paste	1.00
Anchovy and Bloater Paste, plain pots	2.30
Ditto, fancy pots	4.75
Yarmouth Bloater Paste	75
Ditto, fancy pots	4.75
Kippered Herrings	1 90
Kippered Herrings, Moirs	1.90

CANNED FISH.

	Doz.
Anchovies, in oil, 2 doz. ½ pts., in glass, doz	4.00
Anchovies 2 doz. ½ pts., doz	3 00
Bloaters, Yarmouth C. & B. ..doz	4.50
Codfish Balls, 2-lb tins, per doz	2.25
Eels, Hamburg, in jelly, 1-lb tins	1 90
Eels, smoked, 1-lb, ℔ doz	2.40
Finnan Haddies, 2-lb oval	2.25
Finnan Haddies, 1-lb, round, ℔ doz	2.00
Sardelles, imported, 1-lb tins.	3.00
Sardelles, imported, in glass.	3.00
Sardelles, domestic, 1-lb glass	2.25
Sardelles, Ankera, ½ keg	3 00

Mackerel.

1-lb tins, 50 in a case.
2-lb tins, 2 doz. in a case.

Gold Label, 1-lb tins	1.50
P. & W., 2-lb soused	2.75
P. & W., 2-lb, mustard	2.75
P. & W., 2-lb, tomato	2.75
Underwood, 2-lb, soused	2.85
Underwood, 2-lb, tomato	2.85
Underwood, 2-lb mustard	2.85
Los Angeles, 2-lb, soused	2.55
Los Angeles, 2-lb, tomato	2.55
Los Angeles, 2-lb, mustard	2.55
Mt. Desert, 2-lb, soused	2.25
Mt. Desert, 2-lb, tomato	2.25
Mt. Desert, 1-lb, soused	1.35
Blueback, 1-lb, fresh	1.10

"Sunset" Mackerel.

Soused, 18 oz. tins, 4 doz. in case, case	$5.50
Tomato, 18 oz. tins, 4 doz. in case, case	6.50
Mustard, 18 oz. tins, 4 doz. in case, case	6 50

1311-1315 Pacific Street.

Mackerel in Oil.

Bezier's	3.00	4.00
Lemarchand	5.00	7.00

Booth's Crescent Mackerel.



(Soused, Tomato and Mustard.)

1's, 4 doz. to case, per doz	1.80
2's, 2 doz. to case	2.50

Salmon.

Alaska Red, 1lb tins, doz	1 10
Alaska Red, 2lb tins, doz.	1 50
Alaska Pink, 1lb tins, doz	80
Alaska Pink, 2lb tins, doz	1 60
Alaska Flat, 1lb tins, doz.	1 40
Oregon Red, 1lb tins, doz.	1 60
Oregon Red, 2lb tins, doz.	1 05
Oregon Pink, 1lb tins, doz	80
Oregon Pink, 2lb tins, doz	1.60
Oregon Pink, 1lb tin, doz.	1 00
Columbia River, 1lb tails	1.60
Columbia River, 1lb flats	1.75

French Sardines.

⅛s, according to quality and size of tin, p cas	9.50	12 50
¼s, according to quality and size of tin, p. case	12.00	20.00

COLUMN 14.

American Sardines.

Packed 8 1-3 doz in a case.
⅜s 50 tins in case.

American ⅛s in oil, per case	$3 50
American ⅛s in oil, 5-case lots	3 35
American ⅛s in oil, per doz	.50
American ⅛s in mustard, doz.	.60
American ⅛s in mustard, case	4 00
American ¼s in mustard, doz.	.90
American ¼s in mustard, case	3 00

Sprats.

Piloto	6.75	7.00
Menhie	6.75	7.00

SHELL FISH.

Abalones.

4 doz in cs, with shells, cs.. 6.00

Clams and Clam Juice.

	doz.
Doxsee Clams, 1-lb. tins	$1.65
Doxsee Clams, 2-lb. tins	2.65
Doxsee Clam Juice, 1-lb. tins	.90
Doxsee Clam Juice, 2-lb. tins	1.60
B & M Lunch Clams, flat tins	1.37½
Underwood Clams, 1-lb. tins	1.05
Underwood Clams, 2-lb. tins	1.60
P. & W. Clams, 1-lb. tins	1.00
P. & W. Clams, 2 lb. tins	1.50
Oxford Clams, 1-lb. tins	1.10
Oxford Clams, 2-lb. tins	1.50
P. & W. Clam Chowder	2.10
Burnham's Clam Bouillon, qts	90
Burnham's Clam Bouillon, pts	4 50
Burnham's Clam Bouillon, ½ pints	2.40

Lobsters.

	Doz.
1-lb. tins, 4 doz. in case.	
Red Jackets, flats	2.85
Deep Sea Picnics	2.40
Triumph Talls	2.40

Oysters.

Oysters, Selects, 12 oz.	$1.60
Oysters, Selects, 6 oz.	3.25
Oysters, Standard, 10 oz.	2.00
Oysters, Standard, 5 oz.	1.10
Oysters, Standard, 3 oz.	1.70
Oysters, Standard, 4 oz.	.90

Shrimps.

Shrimps, pickled, 1-lb. tins	$1.10
Shrimps in Tomato Sauce, 1-lb. flats	
Dunbar's Picnics, 4 doz in cs	1.25
Dunbar's 1½-lb., 2 doz in cs	2.25
Pickled Shrimps, 1-lb., 4 doz in case	1 20

Department 10.

LAUNDRY MATERIALS.

Ammonia.

GREER'S WASHING AMMONIA

First grade absolutely pure. 180 Beaume Strength.

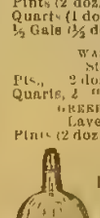
Pints (2 doz. to case)	$1 55 per doz.
Quarts (1 doz. to case)	2 55 " "
½ Gals (½ doz. to case)	4 25 " "

WASHING AMMONIA
Standard Grade.

Pts., 2 doz. to case, per doz.	$ 75
Quarts, 4 " " " "	1 25

GREER'S TOILET AMMONIA
Lavender and Violet

Pints (2 doz to case)	$2 50 per doz.



Parson's Household Ammonia

	per doz.
½ gals., 1 doz. in case	$4 50
Quarts 1 doz "	2 65
Pints, 2 doz "	1 75
Dime size 3 doz in case	
per case	2 25

Bluing.



Liquid Laundry Bluing.

SCOTT & GILBERT CO.
Manufacturers
211 216 Mercer Street

SUNSET

	doz.
¼ pints, 3 doz case	40
½ pints, 3 doz case	60
Pints, 2 doz. in case	75
Quarts, 2 doz. cs.	1 45

Bluing, ball.

Mikado, ⅛s, 100-lb case, lb	20
Mikado, ¼s, 100-lb case, lb	22
Nuremberg, A, ⅛s, ℔ lb	33
Do A, D, ⅛s, ℔ lb	25
Do A, C, R, ⅛s, ℔ lb	21
Washerwoman, ½s, ℔ lb	12
Do ¼s, ℔ lb	14
German Ultramarine ½s ℔ lb	12
Do ⅛s, ℔ lb	14
Deschamp's French, 1's, ℔ lb	28
Do ½s, ℔ lb	24
Gold Medal, qt, ℔ doz	1.25
Do pt, ℔ doz	1.00
Do ½-pt, ℔ doz	75
Do ¼-pt, ℔ doz	45
Do China Label, qt, ℔ doz.	1.25
Greer's, 1 dz qts. & doz	2.25
2's, 2 doz to cs	2 50
Do 2 doz. pts, ℔ doz	1.44
Do 3 doz ½ pts, ℔ doz	90
Pacific, 1 doz qts, ℔ doz	1.10
do 2 doz qts & doz	80
Do 3 doz ½ pts, ℔ doz	65

COLUMN 15.

Borax.

20-Mule Team, powdered 1's, cs. of 2 doz	$2 25
20-Mule Team, powdered 12-oz. cs of 4 doz	3 60
20-Mule Team, powdered ¼'s, cs. of 8 doz	3 84

(Less 5 per cent. in 5 case lots; 10 per cent. in 10 case lots).

Cartons, 1's, 2 doz. in box	.09
Lump, 25 lb. in box	.08
Powdered, 25 lb in box	.08½

Chloride of Lime.

Brockman's, 1's, ℔ lb	7¼	7¾
Do ½'s, ℔ lb	8½	9
Salte's Purity Brand, ex qual. doz		.85

Lye.

Big Bonanza Lye

Case of 48-1 lb tins	3.30
5 case lots	3.25

Star Scrubbing Lye

48-½ lb tins, per case	1.75
5 case lots	1.70

Merry War, 4 doz in case	3.10
Merry Nickel, 4 doz to case	1.75
Eagle Lye, 4 doz. in case	3.60
Do 5-case lots	3.50
Do 6-case lots	3.40
Tomson's Red Seal, 4 dz. to cs	4.00
Do 5-lb, " 12 5s to case	4.50
American, 4 doz in case	3.25
Do in 5-case lots	3.00
Babbitt's Lye, 4 doz in case	3.25
Do in 5-case lots	3.00



BANNER LYE

Cs., 4 doz.	$1 00
Cs., 2 doz.	2.00

SPECIAL FREE DEAL

LIMITED

Freight Paid to Country Points

5 Case lots, per case	$4.25
One additional case free	
Net cost	3.64
3 Case lots, per case	4.25
One additional case free	
Net Cost	3.64

Sal Soda.

California, sks	85@90
California, bbls	90 100

Department 11

STARCHES.

RIVERSIDE



Corn.

Must be packed at 50 lbs per lb ..5½c

Gloss.

48 1's per lb 5½c
16 3 s per lb 5½c
12 6's per lb 6c

FREE.

During June I will give corn free with each box order, as noted or freight. Must be packed at 50.

Corn Starch.

Log Cabin, 40 1s, per pkg	4
Liberty, 40 1s, per pkg	5½
Kingsford's, 40 1s, per pkg	5¾
Kingsford's, 6-box lots, pkg	5½
Kingsford, 40 1s	5¾
Long Island's, 40 1s, per pkg	5¾
Lily Corn, 40 1s, per pkg	5½
Lily Corn, 50 1, per pkg	5½
Lily Corn, 6-box lot, pkg	5½
Sioux City, 40 1s, per pkg	5½
Sioux City, 6-box lot, pkg	5½
None Such, 40 1s, per pkg	5½

Laundry Starch.

Elastic Starch, 64/1's, per box	5 00
Celluloid, 64/1's, per box	5 00
Best Gloss, 48/1's, per lb	5¾
Liberty Gloss, 48/1's, per lb	5¾
Liberty Gloss, 64/1's, per lb	5½
Be t, 12/6's, per lb	5¾
Standard, bulk 40-lb boxes	5½
Sioux Gloss, 48/1's	5¾
Sioux Gloss, 3's, 16 in box	5¼
Kingsford's S. G., 1's, 40-lb. bx	5½
Kingsford's S. G. 6's, 12 in crate	5½
Kingsford's Pure, 1's 40-lb. bxs	5¾
Duryea's S. G., 1's, 40-lb. bxs	5
Duryea's S. G. 6's, 12 in crate	5½
Duryea's Superior, 1's, 40-lb. bx	7½
Niagara Gloss, 1's, 40 lb. bxs	5½
Niagara Gloss, 6's 12 in crate	6¼
Niagara Gloss, bulk, 50-lb. bxs	4½
Lily Gloss, 1's, 48-lb box	5¼
Lily Gloss, 6's, 12 in case	6¼
Lily Gloss, 3's, 16 in case	5¼
None Such, 1s, 48-lb. boxes	5½
None Such, 6s, 12 to crate	6
None Such, bulk, 50 lb box	4½

COLUMN 16.

Department 12

Soaps and Washing Powder

Western Star Soap

WHITE PETROLEUM BLEACHING.

100 bars per case $4.10

LASCO KOLD WATA NAPTHOL.

100 Bars per case $4.00

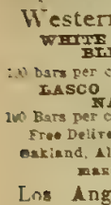
Free Delivery in San Francisco Oakland, Alameda and Berkeley

manufactured by

Los Angeles Soap Co.

San Francisco Office, 115 Davis St.

Telephone Grant 110.



THE BEAVER SOAP CO., Dayton, Ohio.

Grandpa's Wonder Soap.

100 cakes 4-oz $3.50

50 cakes 4-oz 3.50

Powdered Soap.

Grandma's Borax, 24 3-lb. per case $4.00

Grandma's Borax, 60 12-oz. per case 2.40

Peet Bros.

Silk Soap	2.80
Ammonia Benzoline	3.85
Cocoa Borax	4.10
Crystal White	3.95
Lily White (Floating)	3.80

Standard Soap Co.

Top Notch, 100, 10-oz.	$3.50
Sunburst, 100 12-oz	3.75
Yellowstone, 100 14-oz	3.75
Marigold, 100 16-oz	3.90
Thomas' Cool Water, 100 13-oz	4.00
Thomas' Cool Water, 20 13-oz	.85
Milo, 100 4-oz., 100 cartons	6.50
Magno "Floating Borax," 100 10-oz.	4.00
Gold Medal Borax, 100 10-oz	6.50
Gold Medal Borax, 20 10-oz	1.15
Purity, "Floating," 5c size	3.90
Purity, "Floating," 10c size	6.25
Purity, "Floating," 10c size, 20	1.30
Electric Mineral, 100 15-oz	5.50
Electric Mineral, 20 15-oz	1.15
Peerless Kitchen, 100 10-oz	3.00
Peerless Kitchen, 20 10-oz	.65

Miscellaneos.

Miller's Naptha, per case	4.35
2 doz. toilet free.	
Fels Naptha, 100 14-oz	4.40
Hot or Cold, 100 10-oz	4.00
Life Buoy, 100	4.00
Mikado, 100 14-oz	3.90
Mikado, 20 14-oz	.85
Lenox, 100	3.00
Lenox, 20	.75
Ivory, 100 10-oz	7.00
Fairbanks Clairette, 100	3.35
Fairbanks' Santa Claus, 100	2.85
Fairbanks' Copco, 100	3.90
Fairbanks' Fairy Oval, 100	3.90
Grandpa's Wonder, large, 50	3.50
Grandpa's Wonder, small, 100	3.60
Peets' Pine Tar, 50	1.90
Peets' Pine Tar, 100	3.75
Babbitt's, 100	4.10
Jergins Pumice, 50 small	1.75
Jergins Pumice, 50 large	3.00
Uncle Sam's Tar, 100 small	3.50
Uncle Sam's Tar, 50 large	3.40
Stryker's Kitchen Soap, 100s	3.50
Stryker's Kitchen Soap, 20s	.75
Pearl, 100, large	4.00

Castile Soap.

La Lune White Castile, lb	7¾
White, Virgin, per lb	7¾
White, Conti	15
Mottled, Imported, per lb.	6½ 7
Clover Leaf White	13
La Boulon	7½

Scouring Soaps.

Bon Ami, 3 doz to cs. pr cs.. 2 50



Sapolio, scouring, ½ gross box, per box 4 50

Sapolio, hand, ½ gross box, per box 4 50

WASHING POWDERS.

Gold Dust, 24 3's, per case	4.50
Gold Dust, 100/10-oz	4.50
Gold Dust 100s, 1 cs free with 5 at $4.50 per 5, $4.40 for 100 oz.	
Lavarine, 36 1-lb., per case	3.00
Lavarine, 100 5c pkgs	3.50
Pearline, 36 1-lb. pkgs	3.10
Pearline, 100 6-oz pkgs	3.75
Soaperine, 20 3-lb pgs	3.60
Soaperine, 50 1-lb. pkgs	3.35
Soaperine, 100 ½-lb. pkgs	3.60
Babbitt's 1776, 6-oz	2.85
Kleeno 72/1's	4.50
Kleeno, 24/3's	4.25
Kleeno, 100/1½'s	3.75
Grandpa's Borax powdered 24 3s	4.00
do. 60, ¾s	2.40

COLUMN 17.

Department 13

OILS, PAINTS, ETC.

Coal Oil.

Water white, coal, bulk	12½
Pearl, cases, 25's	18
Astral, cases, 25's	18
Star, cases, 25's	17½
Ex. Star, cases, 25's	20½
Elaine, cases, 25's	26

Gasoline and Benzine.

86° Gasoline, bulk, 25 cases	31
74° Gasoline, bulk 16 cases	22
63° Benzine, bulk, 13 cases	19

Turpentine.

Strictly Pure, cases, 2-5's	84
Do drums or iron bbls.	78

Linseed Oil.

Strictly pure, raw, bbls.	gal 60
Do. boiled, in bbls.	gal 62
Do. raw, cs, 2-5's	gal 65
Do. boiled, cs, 2-5's	gal 67

Castor Oil.

Baker's AA, cs, 2-5's	1.16
Pure, No. 2, cs, 2-5's	1.05
No. 1, cs, 2-5's	.70

Lard Oil.

Strictly pure, bbls., 75 cs	80
Sup. Win., str., bbls. 65 cs	70
No. 1, bbls. 55 cs	60

Neatsfoot Oil.

Cooper's bbls, 75 cs	80
Extra, bbls, 62½ cases	67½
No. 1, bbls, 57½ cases	62½

Lubricating Oils.

Star Cylinder Oil, bbls, 60 cs	.55
Columbia Cyl. Oil, bbls, 40 cs	.45
Gem Cyl. Oil, bbls, 30 cs	.30
Ruby Cyl. Oil, bbls, 50 cs	.60
Star Engine Oil, bbls, 50 cs	.55
Columbia Eng. Oil, bbls, 30 cs	.35
Paragon Eng. Oil, bbls, 45 cs	.55
Red Eng. Oil, bbls, 27 cs	.32
Star Mach. Oil, bbls, 30 cs	.35
Star Dynamo Oil, bbls, 50 cs	.55
Star Spindle Oil, bbls, 40 cs	.45
Star Sep'tor Oil, bbls, 50 cs	.55
Favorite Sep'tor Oil, bbls, 25 cs	.70

Miscellaneous Oils.

Union Salad Oil	.45 50
Globe Salad Oil	.45 50
Pure Sperm Oil	.75 80
No. 1 Polar	.50 55
China Nut oil, ord'ry	62½
China Nut oil, No. 1	.80

WHITE LEAD.

Pioneer, in kegs 7 7¾

DRY PAINTS.

Eng. Paris White, bbls.	1.35	1.60
Whiting, bbls	1.00	1.15
Kalsomine, bbls		1¼
Prince's Min'l B'wn, bbls		1.65
Yellow Ochre, bbls		1½
Eng. Ven. Red, bbls		1.50

Department 14

FARINACEOUS GOODS.

Flours.

GLOBE MILLS,

Cor. Chestnut and Montgomery

California Selected Wheat,

Barrel

** "Banquet" (fancy patent)	$5.05
*** "Silver Star" (patent)	4.65

Blended Wheat,

*"Al" Family	5.15

Entire Eastern Wheat.

Globe, Bakers' .....

(⅛ bbls. 10 cents per bbl. higher.)

*"Al" must be retailed for not less than $1.40 per ¼ sack.

**"Banquet" must be retailed for not less than $1.30 per ¼ sack.

***"Silver Star" must be retailed for not less than $1.25 per sack.

FLOURS.

Allen's Boston Brown Bread Flour, 24 pkgs, per case	3.60
Allen's Flour, 10 10-lb bags, per bale	4.50
Cal. Family	$5.05 $5.10
Cal. Bakers', extra	4.80 4.90
Buckwheat, 10-lb sacks, per 100 lbs	$4.50
Self Rising Buckwheat, 10-lb sacks, per 100 lbs	6.00
Graham, 10-lb sacks, per 100 lbs	3.25
Rice, 10-lb sks, per 100 lbs	3.00
Rye, 10-lb sacks, per 100 lbs	3.75
Whole Wheat, 10-lb sacks, per 100 lbs	3.50

Meals.

Yellow Corn, 10-lb sacks, 100 lb.	$2.75
White Corn, 10-lb. sacks, 100 lb.	2.75
Ex. Cream Yellow, 10-lb. sacks, per 100 lbs.	3.75
Ex. Cream White, 10-lb sacks, per 100 lbs.	3.75
Oat Meal, 10-lb. sacks, pr 100 lbs	4.25
Steel-Cut Oat, 10-lb sacks, per 100 lbs	4.50

Pearled Cereals.

Pearl Barley	$6.00
Pearl Wheat, 150-lb bbls	4.40

Rice.

Choice Seed Japan	$0.04
Good Seed Japan	.03¾
Fair Seed Japan	.03½
Fancy Head Rice	.5¼ .06
Long Grain Rice	.04 .05
China No. 1	.5 6
China No. 2	.4 4½

COLUMN 18.

Rolled Cereals.

Rolled Oats, 7s and 10s, pr 100 lbs	4.50
Ex. Crm Rld Ots. 180-lb, bbl.	$7.50
Ex Crm Rld Ots, 180-lb, 90-lb sks	7.00
Prid Reid Wheat, 150-lb, bbls.	4 40
Dr. Price's Food, pee case .. 5-case lots, $3.85	4.00

Sago and Tapioca.

Sago, original sacks, lb	02½ .03
Sago, 48/1's, per doz	.70
Instantaneous Tapioca, 50/1's, per case	5.00
Instantaneous Tapioca, 36 to case	2.70
Tapioca, Flake	.03
Tapioca, repacked, per lb	.04½
One Minute Tapioca, 36 to cs	2.75
Arrowroot, Taylor's Bermuda, 12-lb box, 1, ½ and ¼ lb pkgs, per lb	32½

Miscellaneous.

Greats Oat, 10-lb scks, 100 lbs	$4.60
Greats Buckwheat, 10-lb sks, 100 lbs	10.00
Hominy, lgs, 10-lb sks, 100 lb.	3.75
Hominy, sml, 10-lb sks, 100 lbs	4.00
Split Peas (yel.) 25 and 50-lb boxes, 100 lbs	5.50
Split Peas (grn.) 25 and 50-lb boxes, 100 lbs	5.50
German Lentils, per lb	.05½
Cracked Wheat, per 100 lbs	3.75
Farena, per 100 lbs	4.50
Pearl Grits, per 100 lbs	4.25
Capitol Mills Pearled Hominy, bbls.	8.00
Capitol Mills Gran. Hominy, bbls.	8.50
Capitol Mills New Process B. W. Flour, bbl	9.00
Capitol Mills Steel Cut Oat Meal, bbl.	8.50

Breakfast Foods.

Capit'l Mills R'll'd Oats, 36/2's	3.60
Grape Nuts, 1 & 2 doz, pr doz	1.40
Breakfast Gem, case 3 doz	3.00
Wheatine, 36/2's, pr cs	3.75
Germea, 20 4-lb pkgs, pr cs	4.00
Germea, 24 2-lb pkgs, per case	3 10
H.-O Buckwheat, 2 doz 2-lb pkgs, per case	3.75
H.-O. Pancake Flour, case	3.90
H.-O. Oats, 24/2's, per case	3.15
Cream of Wheat, 36/2's	5.25
Crespo, 36/2's	2.75



MALTA VITA

36 2s, case $4.00

Our Mothers' Mush, 36 to cs	2.75
Twin Brothers Mush, 36 to cs	3.00
Carnation Wheat Flakes, 24/5's	5.40
A B C Breakfast Wheat, 72/2's	5.00
A B C Breakfast Wheat, 36/2's	2.60
Granola, 24/1's	2.25
Flaked Rice, 24/1's	3.00
Ralston Breakfast Food, 36/2's	4.50
Do. Barley Food, 36/2's	4.25
Do. Health Oats, 36/2's	4.00
Do. Hominy Grits, 36/2's	4.00
Do. Health Crisp, 36-2's	3 60
Do. Select Bran, 24/3's	2.50
Do. Pancake Flour, 36/2's	3.75
Do. Whole Wht Flr, 4/4's	5.50
Quaker Oats, 36 2s	3.80
Scotch Oats 36 2s	3.60
Acme Grano, 20/4's, per case	3.75
Acme Gluten Farina, 24/1's, pr case	1.85
Acme Gluten Flour, 10-lb sks	.80
Acme Wheat Flakes, 36/2's	3.00



Dr. Price's Wheat Flake Celery Food.

Per case ... $ 3 75

Pastes (Domestic).

Macaroni, Vermicelli, etc.	
No. 1 Extra, per box	.27
No. 1 Extra, 15 lbs	.52
No. 1 Extra, 25 lbs	.82
No. 1 Extra, 50 lbs	1.65
No. 1 Extra, 100 lbs	3.30
No. 1 Extra, ½ boxes	.15
Macaroni, Vermicelli & Spaghetti, No. 2	.20
Royal Macaroni, Verm'l & Sp'tti, 24 1-lb pkgs., per case	1.70
Queen's Taste Mac., Verm. & Sp. 12 3-lb cartons i case	2.15
It. Paste, ass'd, ab. 18 lbs. c., lb.	.6½
Royal It. Paste, 24 1-lb pkg c., pkg.	.6½
Golden Gate Egg Noodles, 24 1-lb. pkgs in case, per cs.	1.90
Farina, 24 1-lb pkgs	1.50

Discount 2 per cent for cash only.

COLUMN 19.

Department 15.

SPICES

PURE—Square Tins, Full Net Weight.

	⅛'s	¼'s	½'s	1's	2½ lbs.	5 lbs.	Blk
Allspice	$0 70	$0 95	$1 60	$ 2 80	$ 6 70	$12 75	21
Cinnamon	1 15	1 80	3 30	6 25	15 25	30 00	43
Cloves	90	1 35	2 40	4 35	10 60	20 55	31
Ginger	75	1 05	1 75	3 10	7 60	14 30	23
Mace	1 75	3 00	5 65	10 90	26 95	53 30	73
Mustard	70	95	1 60	2 80	6 70	12 75	21
Nutmeg	1 25	2 05	3 80	7 15	17 60	34 60	48
Pepper	80	1 10	1 90	3 40	8 25	15 85	25
Cayenne	80	1 15	2 00	3 55	8 85	16 65	26
W. Pepper	95	1 45	2 65	4 65	11 75	22 90	34
Sage	70	95	1 60	2 80	6 70	12 75	21
Thyme	70	1 00	1 65	2 95	7 10	13 50	22
Savory	70	1 00	1 65	2 95	7 10	13 50	22
Marjoram	75	1 10	1 85	3 30	7 85	15 10	24
Poultry Seasoning	....	1 50	.....	.....	.....	.....	..

SECOND GRADE—Round Tins, Short Weight.

	¼'s	½'	1's	2½ lbs.	5 lbs.	Blk.
Allspice	55	1 00	1 75	3 95	7 60	13
Cinnamon	65	1 20	2 10	4 90	9 50	16
Cloves	65	1 25	2 25	5 20	10 20	17
Ginger	55	1 00	1 75	3 95	7 60	13
Mace	1 20	2 30	4 40	10 50	21 00	34
Mustard	55	90	1 50	3 60	7 00	12
Nutmegs	85	1 70	3 10	7 40	14 60	24
Pepper	60	1 15	2 00	4 55	8 90	15
Cayenne	60	1 15	2 00	4 55	8 90	15
W. Pepper	75	1 45	2 65	6 15	12 05	20
Sage	55	1 00	1 75	3 95	7 60	13
Thyme	60	1 05	1 90	4 25	8 25	14
Savory	60	1 05	1 90	4 25	8 25	14
Marjoram	60	1 05	1 90	4 25	8 25	14

SCHILLING'S BEST SPICES.—Nature's Best.

Square tins. Never sold in bulk.

Small, medium, large sizes have sifting tops except Mustard.

	Small size per doz.	Medium size per doz.	Large size per doz.	Ex. Large size per doz.	Hotel size per tin.
Pepper	.75	1.20	2.20	3.75	.78
Mustard	.75	1.25	2.25	3.90	.81
Must. Comp.	.75	1.25	2.25	3.90	.81
Ginger	.75	1.25	2.25	3.90	.81
Allspice	.75	1.10	2.00	3.50	.73
Cinnamon	.80	2.25	4.25	7.50	1.85
Cloves	.85	1.40	2.60	4.75	.87
Nutmegs	1.60	2.75	5.25	10.00	2.00
Mace	1.75	3.00	5.75	11.50	2.16
Cayenne	.90	1.50	2.75	5.00	.93
Wh. Pepper	.95	1.75	3.25	5.75	1.00
Sage	.75	1.25	2.25	3.90	.81
Thyme	.85	1.40	2.60	4.75	.87
Marjoram	.95	1.75	3.25	5.75	1.26
Savory	.85	1.40	2.60	4.75	.87
Cases contain	6 doz.	4 doz.	2 doz.	2 doz.	1 doz
Gross weight	22 lbs.	23 lbs.	24 lbs.	40 lbs.	53 lbs.

MUSTARD.

Colman's, ¼'s, 12 lb to box, lb.	.52
Colman's, ½'s, 12 lb to box, lb.	.48
Colman's, 1's, 12 lb to box, lb.	.48
Colman's, 5's, per lb	.40

Mustard, Prepared.

Small bottles, 24 to cs, pr doz	.55
Small straights, fancy, 24 to case per doz	.95
Webb's Glass Top	1.35
Large Dusseldorfer, 24 to cs	1.60
In 3-gal kegs, per keg	1.15
In 5-gal kegs, per keg	1.70
Louit Freres, French, doz	2.25
Eddy's Salad Mustard—	
6-oz., 24 to case	.92½
8-oz., 24 to case	1.35
12-oz., 24 to case	2.00
Hirshes Horseradish Mustard—	
10-oz., 24 to case	1.25

Department 16

BAKING POWDER AND FLAVORING EXTRACTS.

ROYAL

	1 cs. lot	5 cs. lot	15 cs. lot
¼ lb cans	$ 1 38	$ 1 36	$ 1 34
6 oz cans	1 92	1 89	1 87
½ lb cans	2 57	2 52	2 50
12 oz cans	3 82	3 75	3 72
1 lb cans	4 95	4 85	4 80
2½ lb cans	11 45	11 40	11 28
3 lb cans	13 60	13 34	13 20
5 lb cans	22 35	21 90	21 68

An extra discount of 1 per cent if packed in barrels.

Schilling's Best Baking Powder.

Never sold in bulk.

10-lb. tins, per doz	$39.00
5-lb. tins, per doz	20.00
4-lb. tins, per doz	16.00
2-lb. tins, per doz	12.50
2½-lb. tins, per doz	10.50
16-oz. tins, per gross	$53.00
12-oz. tins, per gross	41.00
8-oz. tins, per gross	28.00
6-oz. tins, per gross	22.50
4-oz. tins, per gross	16.50

TROPHY

4 oz, per doz	$0.95
6 oz, "	1.35
8 oz, "	1.70
12 oz, "	2.35
1 lb., "	3.00
2½ lb., "	7.50
3 lb., "	9.00
6 lb., "	14.50

MISCELLANEOUS.

Home, 10 oz	$0.90
Home, 25 oz	2.00
Home, 50 oz	4.00
Home, 80 oz	6.00
K. C., 10 oz	.85
K. C., 15 oz	1.25
K. C., 25 oz	2.12½
K. C., 50 oz	4.00
K. C., 80 oz	6.50

COLUMN 20.

Cream Tartar.

Standard, bulk, 30-lb box	27
Standard, 12 1-lb tins	.38
Pure, bulk, 30-lb box	.38
Pure, 5-lb tins, per lb	.38
Pure, ½-lb tins, per doz	5.00

SODA

Churches, A. & H., or Dwight's Cow Brand, 60 lbs. to case.

1-lb	per lb. $0.05
½-lb	per lb. .05½

EXTRACTS FLAVORING.

GUITTARDS' "PURE"

per doz	2 oz	4 oz	8 oz	8 oz
Vanilla	$2 50	$4 75	$7 00	$9 00
Lemon	1 75	3 25	4 50	6 00

Net weight. Patent Sprinkler Tops

Schilling's Best Extracts.

Triple Strength, Pure and Uncolored Sprinkling Tops.

Net weight. Never sold in bulk.

	Lemon and Others. per doz.	Vanila and Rose. per doz.
1 oz	1.30	1.80
2 oz	2.00	3.00
4 oz	3.75	5.75
6 oz	5.50	8.50
8 oz	7.25	11.00
16 oz	14.00	21.50
32 oz	27.00	42.00

Souder's Flavoring Extracts.

Price per gross.

	2 oz.	4 oz.	8 oz.
Reg. Lemon	9.00	18.00	54 00
Reg. Vanilla	14.40	28.80	72.00
XX Lemon	18.00	36.00	72.00
XX Vanilla	21.00	42.00	84.00
Asrtd Flavors	18.00	36.00	72.00
Rose Coloring	18.00	36.00	.....
Yellow Colrng	18.00	36.00	.....
Jamaica Gngr.	18.00	.....	.....

Assorted flavors contain strawberry, pineapple, orange, almond, rose, etc.



"Vesus" Extracts."

Lemon, 2 oz., per doz	.80
Vanilla, 2 oz., per doz	.80
Assorted Flavors, per doz	.80

COLUMN 21.
Department 17

CANDIES.

Lozenges.
(5-lb. boxes.)

XXX Peppermint, pails	.13	14
Thin Peppermint		.16
T. T. Peppermint		18
Druggist Peppermint		25
Musk, fluted, pails		.20
Cinnamon, Lemon, Sassafras, Rose		.16
Midget Fruit		.20
Conversation and Hearts		.15
Lilliput Conv. Hearts		17
Midget Conv. Lozenges		18
Crown T. T. Lozenges, 24 5ct. pkgs		.80
Aurora Lozenges, 24 5ct. pkgs		.80
Cough Troches, 5 lb bxs		.25
Eagle Wafers, Peppermints, Wintergreen		.25

Mixed Candy.
(30-lb. pails.)

Plain Mixed	8½
Pacific Mixed	10
Royal Mixed	12½
Grocers' Mixed	10
Yankee Mixed	13
American Mixed	13
Fancy A, Mixed	14½
Fancy C, Mixed	14
French S, Mixed	16
French No. 1, Mixed	18
French Extra Mixed	20
Lady, Mixed	15
Broken Mixed	9

Steam Panwork.

Anis Seed	22
Aromatic Cachous	18
Assorted Berries	16
Assorted Drages	14
Assorted Imperials	16
Assorted Small Seeds	22
Birds' Eggs	16
Boston Baked Beans	17
Burnt Peanuts	18
Burnt Almonds	25
Caraway Seed, smooth	22
Caraway Seed, pearled	22
Celery Seed	22
Cinnamon Beans, large red	15
Cinnamon Beans, Imperials	16
Coriander Seed, pearled	22
Jelly Beans, pails	12½ 14
Jelly Birds' Eggs	16
Jelly Cranberries	16
Jelly Limes	16
Jelly Raspberries	16
Jordon Almonds, fine	45
Jordon Almonds, imitation	18
Licorice Beans	15
Red Hots	25
Ringed Marbles	16
Sugar Coated Licorice Tablets	20
Sugar Almonds	25
Sugar Plums	16

Stick Candy.
(30-lb. pails.)
Assortment: Peppermint, Lemon, Rose, Clove, Anis, Cinnamon, Sassafras, Vanilla, Pineapple, Wintergreen 8½

Hoarhound	9
Hoarhound, wrapped	11
Peanut Sticks	18
Peanut Sticks, wrapped	18
Cocoanut Sticks	13
Cocoanut Sticks, wrapped	18

Taffies.

Peanut Taffy	15
Peanut Flake	15
Peanut Squares	14
Cocoanut Taffy	15
Cocoanut Squares	15
Chunks: Vanila, Rose, Chocolate, Lemon, Molasses	14
Broken Taffy of broken chunk	13

Drops and Lumps.
(30-lb. pails.)

Mixed Drops and Lumps	8½
Molasses Peppermint Lumps	11
Hoarhound Drops	11
Crystal Rocks	12½

Gum Goods.
(5-lb. boxes.)

A. B. Gum Drops, assorted	9
A. B. Gum Drops, Licorice	9
A. B. Gum Drops, Crystalized	11
A. B. Bonbons, plain, in bbls	7
A. B. Bonbons, fancy, in bbls	7½
A. B. Bonbons, fancy, crystalized, 5-lb. boxes	14
A. B. Fruits	18
Royal Gum Drops	16
Genuine Gum Drops, hard	25
Jelly Squares, assorted	14
Bijou Sticks	18
Spiced Jelly Drops	20
New Turkish Figs	16
Fig Paste, plain	17
Fig Paste, tricolor	18

Cream Goods.
5-lb. boxes.)

Fondans Creams	14
Hand Dipped	19
Hand Dipped, with nuts on	21
Fruit and nut Ices	18
Cream Peppermint	20
Crushed Fruit Bonbons	30

Chocolates.
(5-lb. boxes.)

Chocolate, plain	16
Chocolate, Hand Made	20
Chocolate Dipped Bonbons	20
Chocolate Dipped Bonbons, with nuts	22
Chocolate, Climax, 30-lb pails	16
Chocolate Chips	28
Chocolate Nonpareil Drops	20
Chocolate Wafers	22
Chocolate Cream Tablets, 80 in box	1 10

COLUMN 22.

Marshmallows, Nougats, Etc.

Occidental Marshmallows, 5-lb tins	.28
Occidental Marshmallows, 3-lb tins	.30
Dipping Marshmallows, 5-lb. boxes	.25
Angel Food, 5-lb. boxes	.20
French Nouget, 30 6c slices in box	1.00
Walnut, Apricot, Spanish Nouget, 5-lb boxes, per lb	.25

Sundries.

Opera Caramels	19
Rock Candy, white & red	16
Rock Candy, brown	16
Licorice Drops	20
Licorice Sticks, 16 to lb	28
Locorice Tablets, 5 lb bxs	25
Licorice Tablets, 24 5c bxs	80
Licorice Penny Sticks, 100 in box	65
Buttercups, 5-lb tins	2

CHEWING GUM.

	Single	Box
Sweet Wheat, per box		.50
Tutu Sugar Plum, box		.55
Yankee Spruce, 20 pcs		.55
Sen Sen, 20 pcs		.55
Red Rooster, 20 pcs		.55
Sweet Heart, 20 pcs		.55
Newton's Pepsin, 20 pcs		.55
Bloodberry, 20 pcs		.60
Pepsin Sticks, 20pcs		.60
Chiclets, 40 5c pkgs		1.25
" 3-lb. boxes		1.35
" 10 10c pkgs		.80
" 12 25c pkgs		2.00

CRACKERS.



MADE BY THE
MUTUAL BISCUIT CO.

	lb.	¼ box
Almond Drops	15	
Animals	12½	$1.20
Arrowroot	14	1.50
Assorted	12	1.15
Assorted, extra	14	1.30
Assorted, fancy	20	1.75
Assorted Wafers	16	1.90
Assorted Jumbles	14	1.25
Boston	9	.80
Butters, Mutual	10	.70
Butter Scotch	14	1.50
Butter, Star	9	.90
California Lunch	9	.90
Champion	9	.65
Chips, Mutual	14	1.10
Chocolate Biscuits	16	1.80
Chocolate Fingers	15	1.50
Chocolate Wafers	18	2.15
Cocoanut Bonbon	14	1.25
Cocoanut Finger	15	1.50
Cocoanut Marshmallows	15	1.50
Cocoanut Taffy	15	1.80
Cocoanut Wafer	16	1.50
Coffee	12	1.25
Coffe Iced	15	1.35
Cornhill	10	1.10
Cracker Meal	6	1.10
Currant Cakes	12	1.10
Egg Jumble	14	1.25
Fruit Biscuits	14	2.40
Ginger Cakes	10	1.40
Ginger, Nut	10	1.40
Ginger Wafers	14	1.75
Graham	10	1.20
Graham Gem	9	.75
Graham Unsweetened	9	
Honey Fingers	14	1.25
Honey Pumbles	12	1.00
Honey Drops, spiced	15	1.60
Honeysuckle	16	
Jelly Fingers	16	1.50
Jenny Lind	12	1.10
Lady Fingers	15	1.30
Lady Fingers Iced	16	1.40
La Grande	11	1.10
Lemon Biscuit	14	1.25
Lemon Brittles	14	1.35
Lemon Snap	12	1.20
Lemon Wafers	14	1.75
Macaroon Almond	40	
Mutual Flakes	14	.90
Mutual Tea	15	1.60
Nic Nac, No. 1	10	1.10
Nic Nac	12½	1.25
Oysters	8	.70
Peoples Mixed	12½	1.25
Pilot Bread	4	.55
Pilot Bread Extra	5	.65
Pilot Saloon	7	.80
Ping Pong	16	1.50
Raisin Cake	12	1.10
Saloon Pilot	7	.80
Saloon Soda	7	
Salted Wafers	14	.90
Soda Extra	7	
Soda	6½	
Star Butters	9	.60
Vanilla Bars	14	1.40
Vanilla Biscuits	14	1.25
Vanilla Snaps	12	1.20
Vanilla Wafers	14	1.75
Wafers, Chocolate	18	2.15
Wafers, Ginger	14	1.75
Wafers, Lemon	14	1.75
Water Wafers	12	.90
Walnut Creams	16	1.50

COLUMN 23.
Department 18.

FANCY GROCERIES.

Snider's Baked Beans.
No. 1, 90c doz.; 4 doz. in case
No. 2, $1.40 doz.; 3 doz. in case
No. 3, $1.85 doz.; 2 doz. in case

Bouillion Capsules.
Anker's, 10 capsules in box, per doz boxes 2.75

Capers.

Capotes, 1 dz in cs	1.20 1.25
Nonpareil, small	1.35
Do large	2.00
"White Label," 6-oz, doz	2.25
"White Label," 10-oz, doz	3.15

TOMATO KETCHUP.

Catsups

Snider's

Qts., per doz.. .. $3 75
Pts., " 2 40
½-pints, per doz. 1 40





CAMPBELL'S
(½ Pts. Condiments)
2 dozen to case

Tobasco Ketchup dozen $1 15

Tomato Ketchup, dozen..... $1 15

Salad Dressing, dozen 1 15

Chili Sauce, dozen $1 15

Assorted cases, dozen..... $1 15

Miscellaneous.

Our Mother's Ctsp ½-pt, doz	1 40
Our Mother's Ctsp, pts, doz	2 30
Blue Label, 25 ½ pts to cs	3 10
Blue Label, 25 pts to cs	5 00
Blue Label, 12 qts to cs	4 00
Mother's Own, pts	1.50
½ pts	.90
London's Rockaway, Pts., doz	2.25
Sailer's "Purity," doz	.90
H. B. Catsup, pts	2.15
" ½-pts	1.25

Chocolate and Cocoa

CHOCOLATES.
Baker's.

German Sweet, 6-lb boxes, ⅛s and ¼s	2
Eagle, 12/1s	28
Premium, 12/1s	28
Vanilla, 12/1s	41
Powdered, ¼s, ½s, 1s, 12/lb. boxes	46

Subject to quantity discount.

Huyler's.

Vanilla, 12-lb. boxes	36
Premium, 12-lb. boxes	33

Lowney's.

Cream Cakes, per box	80
Ice Cream Drops, per doz	75

Ghirardelli's.
In paper

Eagle, 24 1-lb	21
Eagle, 12 1-lb	21½
Eagle, 12 ½-lb	22½
Eagle, 12 ¼-lb	24
Crescent, 6 5 to lb	17
Crescent, 12 5 to lb	16½
Cal, Sweet, 6 6 to lb	21½
Cal. Sweet, 12 6 to lb	21
Monarch, 12 1&½-lb	26
Monarch, 12 1-lb	25
Monarch, 12 ½-lb	27
Star, 24 1-lb	19
Star, 12 1-lb	19½

Ground.
In tins

Ghirardelli's, 12 1-lb tins	26½
Ghirardelli's 24 1-lb tins	26
Ghirardelli's, 60 1-lb tins	24

In delivery cases.

Ghirardelli's 60 3-lb tins	24
Venard's, 24 1-lb tins	21
Venard's, 60 3-lb tins	20
Miner's, 12 1-lb tins	22½
Miner's, 24 1-lb tins	22
Miner's, 20 3-lb tins	22

5 per cent off on 120-lb. lots

COCOAS.

Baker's Bkfst, 6/1's&½'s	36
Van Houten's, ¼'s and ½'s	35
Van Houten's, 1's	80
Royal Dutch, 12/¼'s	80
Royal Dutch, 12/½'s	75
Royal Dutch, 12/1's	70
Epp's, 14/½'s	40
Fry's, 12/½'s	39
Webb's, 6/½'s	23
Lowney's, 6/½'s	37
Ghirardelli's Bkfst, 6/½'s	38
Ghirardelli's Bkfst, 12/½'s	37½
Ghirardelli's Impri, 6&12/½s	56
Miner's Bkfst, 6/½'s	37
Miner's Bkfst, 6/1-5's	38
Menier's, 1 ½s	47

COLUMN 24.
Condensed Milk

BORDEN'S CONDENSED MILK CO.



Gail Borden Eagle Brand in 5-case lots	6.80 6.65
Pony	2.25
Challenge	4.70
Floral	4.65
Dime	3.75
Rose	4.40

(Each of above Brands 4 doz. in case)

Borden's Malted Milk, Trial Size, per doz. 90



Borden's Pioneer Brand Evaporated Cream

Large Cans, 4 doz. in cs. 3.75
Peerless 4.70
Yacht .. 3.25
Family Size, 4 doz. in case. Quarts, 2 doz. in cs

ALL ABOVE BRANDS GUARANTEED



CARNATION CREAM

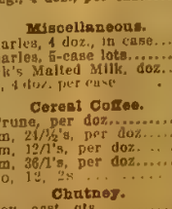
20 oz. cans 4 doz
Per case 4 00
5 cases..... 3 95
25 cases 3 90
50 cases 3 85

25c rebate from factory on return of jobber's cup, bill and signed contract



LILY
(large tin)
1 to 10 cs. ..3 90
10 to 25 cs . 3 85

Helvetia Milk Condens'g Co.



Originators Evaporated Cream
Highland Evaporated Cream 4 doz in box $4.10
Baby Pet, 6 doz..... 3 00
Pet, reg., 4 doz., per case..... 3 35

Miscellaneous.

St. Charles, 4 doz., in case	$4 60
St. Charles, 5-case lots	4 50
Horlick's Malted Milk, doz	4 50
Jersey, 4 doz. per case	3 50

Cereal Coffee.

Fig Prune, per doz	$2 25
Postum, 24/½'s, per doz	1 35
Postum, 12/1's, per doz	2 25
Postum, 36/1's, per doz	2 25
Graino, 12, 2s	2.75

Chutney.

Chutney, asst, qts	$6 25
Chutney, asst, pts	3 75
Chutney, Major Grey, qts	6 50
Chutney, Major Grey, pts	4 25
Ban-ki-pore, pts	3 00

Cranberry Sauce. doz.

Anderson's 2s, 2 doz box	2.00
Tea Garden, 2s, gls, 12 box	4.00
Tea Garden, 1s, gls, 24 box	2 25
Cape Cod, 2 lb, gls, 12 box	3.50
Cape Cod, 1 lb, gls, 24 box	2.00
Home Made, 1s, 2 doz box	2 15
do 2s, glass, 1 doz box	4.00

COLUMN 25.

ALPINE

EVAPORATED CREAM

Per case

1 to 5 cases, 4 doz. to case	$3.60
5 to 10 " " "	3.55
10 to 25 " " "	3.50

Gallons

1 to 5 cases, 6 to case	3.35
5 to 10 " " "	3.30
10 to 25 " " "	3.25

Midgets, 8 doz. to case
1 to 5 cases, $3.90 | 5 to 10 cases, $3.85
10 to 25 cases, $3.80

Alpine Evaporated Cream Co.

Factory
HOLLISTER, CAL.

Office and Salesroom
95 Market Street
Rooms 212-213
San Francisco, Cal.

Phone: **Main 3443.**

Cottolene.

3's, 4's or 10's, per cs. of 60 lbs	7.00
5-case lots	6.90
10-case lots	6.85
25-case lots	6.75

With 2½ cases, ½ case free.
" 5 " 1 " "
" 10 " 2 " "
Price $7.50, $7.40, $7.35.

Curry Powder.

Cross & Blackwells, 2 oz	1.35
do 4 oz.	2.35
Do 8-oz	3.65
Do 16-oz	6.20
East India, Bombay, 16 oz	5.00
East India, Bombay, 8 oz	3.25

Extract of Beef.
Liebig's (Genuine)

	2 oz.	4 oz.	8 oz.	16 oz.
doz.	4.65	8.50	15.90	29.75

"Rex" Solid.



2-oz., doz. $3.96 8-oz., doz. $13.27
4-oz., doz. 7.20 16-oz., doz. 24.75

Marshall's
2 oz., per doz. $2.40

Gelatine.

Knox's, per doz	1 20
Knox's, per gross	14 00
Cox's, per gross	12 00
Keck's, per doz	1.10

Ginger (Preserved).
½ doz jars in cs, per cs. 2.25

Lemon Sugar.

Gilt Edge, 24/½s, per doz	1 37½
Gilt Edge, 24/1s, per doz	1.85

Lime Juice.

Tahita, 24/8-oz, per doz	$1 25
Tahita, short measure, 16-oz	1.50
Tahita, full measure, 16-oz	1.75
Tahita, full measure, 32-oz	3.50
Tahita, bulk, gal	1.00

Mushrooms. doz.

Le Court, 100 to cs	$2 25
La Forrest, 100 to cs	2.75
Hotel, 100 to cs	1 85
Fancy Stuffed, pts	4.00

COLUMN 26.

OLIVES.

OLIVES IN BULK.

	25 gl.	10 gl	5 gl.	3 gl.
Ex. No 1, Qu'n.	1 00	11 50	6 00	3 75
Lge No 1, "	1 00	10 50	5 00	3 25
No 1 Qu'n	85	8 75	4 75	2 90
No 2 "	85	8 75	4 50	2 85
Manzanilla	70	7 25	3 75	2 40

Extra charge for kegs & barrels.



Olives

SEVILLE PACKING CO.

White Label Queen Olives—

28-oz., per doz...$5.50
18-oz., " ... 3.75
6-oz., " 1 25

Pim-Olas

18 oz. 2 doz. per cs, per doz ...$6 10
10 " " " " ... 3 55

Baby Pim-Olas

10-oz., 2 doz. in case, per doz... $2.50
6-oz., 2 doz. in case, per doz ... 1.50

Olive Oil

NICELLE

	Case
½ pints, 4 doz	$9 00
Pints, 2 doz	8 55
Quarts, 1 doz	7 85
2½-oz.	9 00



CRYSTAL BRAND OLIVE OIL.

Pure California Products.

7-oz.
Per doz...$2.40
3 doz..... 6.75

14-oz.
Per doz... 4.50

Quarts.
Per doz... 7.25

Put up by
G. O. Ryden.

MISCELLANEOUS

Golden Gate, in gal tins, per gal	1 8
" ½ " "	1 85
" ¼ " "	1 90
Palm Grove, pure Cal., qts.. dz.	7 75
Cooper's qts., ⅋ doz.	10.00
Cooper's pts, ⅋ cs of 2 doz.	10.00
Antonini, J.P.S., qts, ⅋cs..	7.40
Do 1⅛-gal. tins, ⅋ tin..	2.90
Duret, qts, pts, ⅋ doz cs.	6.00 7.00
Lucca, Crosse & Blackwell's qts.	7.50
Lucca, Crosse & Blackwell's pts, 2 doz.	8.25
Lucca, Crosse & Blackwell's ½ pts, 3 doz.	7.25

Salad Oil.

Durant Oil.

Quarts, 1 doz. to case, per case	$1.65
Pints, 2 " " "	1.75
½-Pts., 3 " "	1.80

Puritan Salad Oil

Q arts, 1 doz to case, per case	1.50
Quebec & Fils, 1 dz qts, per case	1.50
Imitation Lucca, qts	1.75

"Primrose" Salad Oil.

Tierces about 70 gal, gal	$ .40
1 gal tins, 10 to case, gal.	.70
5 gal. tins, 1 to case, gal..	.45
½ gal tins, 20 to cs., gal.	.75
Quart bottles, 12 to cs, doz	1.85
Pint bottles, 24 to cs, doz	1.00
½ pint bot., 36 to cs, doz.	.55

Paprika.

Gordon Packing Co.

1-16 lb	doz	½ lb.	doz 6.60
¼ lb	doz	1 lb	doz
¼ lb	doz	Bulk, lb.	

Peanut Butter

Heron's, 2 doz to cs, per dz. 2.40

Peels.

Citron, 25-lb box	$ 13½
Citron, 10-lb box	14
Lemon, 25-lb box	11½
Lemon, 10-lb box	12
Orange, 25-lb box	11½
Orange, 10-lb box	12

COLUMN 27.

PICKLES.

Gordon Packing Co.

California—Mixed or Plain

No. 1, bbls per gal.	$0.24 to $0.27
No. 1, ½ bbls, per gal.	.25 to .29
No. 1, 10-gal keg, p kg.	2.25 to 2.45
No. 1, 5-gal keg, p keg.	1.15 to 1.25
No. 1, 3-gal keg, p keg.	.80 to .85
No. 2, bbls, per gal.	.22
No. 2, ½ bbls, per gal.	.24
No. 2, 10-gal keg, per keg.	2 10
No. 2, 5-gal keg, per keg.	1 05
No. 2, 3-gal keg, per keg.	.80
No. 3, bbls, per gal.	.14
No. 3, 10-gal keg, per keg.	1 15
No. 3, 5-gal keg, per keg.	.60
No. 3, 3-gal keg, per keg.	.55

SWEET—"PACIFIC."

Bbls, ⅋ gal	.51
½ bbls, ⅋ gal.	.53
10-gal keg, per keg.	5.00
5-gal. keg, ⅋ keg	2 75
3-gal. keg, ⅋ keg	1.75
Square, 1doz ½-gal. ⅋ doz.	2 25
Square, 2 doz ¼-gal, ⅋ doz.	1.60
Square, 4 doz ⅛-gal., ⅋ doz	1.25
Round, qts, ⅋ doz.	3.75
Round, pts, ⅋ doz.	2.50
Round, ½ pts, ⅋ doz.	1 75

Crosse & Blackwell's.

	Doz.
Mxd Pkls, pat tops, pts.	4.15
Mxd Pkles, Pat tops, ½ pt.	2.50
Mxd Pkls, corks, pts.	3.95
Chow Chow, pat tops, pts.	4.15
Chow Chow, pat top, ½ pt.	2.50
Chow Chow, corks, pts.	3.95
Onions, pat tops, pts.	4.15
Onions, pat tops, ½ pts.	2.50

Root Beer



Less 5 per cent. on gross lots

Hires', case of 1 gr.	20 00
6 doz. lots	10 00
3 "	5 00
1 "	1 75

Hires' Carbonated Root Beer cs of 2-dz pt bottles, patent tops, per cs. $2.00 in 5 case lots 1.95
Hires' Carbonated Gingar Ale Per case 2 00
5-case lots, $1.95.



Hires' Rootbeer Carbonated and Ginger Ale empty bottles, if returned to Scohn-Patrick Company, will be received by them at 25c. per case of 2 doz. bottles (with case) Delivered at San Francisco.

COLUMN 28.

Saratoga Chips.

(Less 5 per cent)

Boxes, 16 and 30-lb, per lb..$0.20
Cartons, 6-oz, 2 doz in cs, doz 1.30

SAUCES.

SNIDER'S SALAD DRESSING



Pints, 1 doz. in case, doz. $3.75
Hlf-Pts, 2 doz. in case, doz. 1.75



Snider's Oyster Cocktail S'ce pints, 2 doz to c'se, doz .2 40

Same gallon jugs, 6 to case, per gal..... 1 80

Snider's Chili Sauce, pints, 1 doz. to c'se doz 2 40

Same, half pts 2 doz. to c'se doz . 1 45

Bayle's Tabasco Pepper Sauce, in cases, 6, ½-doz. boxes, per doz. $3 00
boxes of 12 bottles, per doz.... 3.50

Holbrook's W'cestershire, ½'s.2.40
Do pts. 4.00
Do qts. .....
*Lea & Perrin's Worcestershire, sm'l 2.75
*Lea & Perrin's Worcestershire, medium 5.00
*Lea & Perrin's Worcestershire, large 8.25
*5 cases 5c ⅋ doz less.

Ban-ki-por, ½ pts, 2 doz case, per doz 2.40
Ban-ki-por, pts, 1 doz case....3.80
Tobasco, McIlheny 4.00
Tobasco, New Iberia 3.50
Braunhardt's
Tropical, ½-pts, 2 doz. per case 4.50
" pints, 2 doz. " " 8.10
Bengal Worcester, ½ pt..... .55
Bengal Worcester, pt 1.05
Pepper, sprinkle top, ½ pt.....2.00
Superior Pepper, small ..... .75
Superior Pepper, large 1.50

Pure Food Pk'g Co.

Worcester Sauce, London Club, ½ pts, do ..... .75

Salad Dressing.

Durkee, small, 2 doz, ⅋ doz...2.55
Do large, 1 doz, ⅋ d.....4.80
Do picnic size, 4 dz, ⅋ dz..1.00
My Wife's, 1 dz. 16-oz. case....2.75
My Wife's, 2 doz, ½ pt, cs.3.40

Alpha Salad Cream.

Jumbo, 1 doz. to case, per case...4.25
Do large, 2 doz. " " ...4.70
Do picnic, 2 " " " ...2.50

El Paso Manfg. Co.

1653 Mission St.



Manufac urers

Flavoring Extracts
Fruit Juices
Syrup
Salad Dressing
Bluing
Ammonia

Mustard Salad Dressing, doz. .90

COLUMN 29.

SOUPS.



CAMPBELL'S (1-lb. Condensed). Packed 48 1-lb. cans to case. Straight cases of any variety, or following assortment:

8 Tomato, 6 Vegetable, 4 Ox Tail, 3 Mock Turtle, 3 Chicken Gumbo, 2 Tomato Okra, 1 Julienne, 2 Beef, 2 Consomme, 2 Pea, 2 Celery, 2 Vermicelli-Tomato, 2 Clam Chowder, 2 Mutton Broth, 2 Bouillon, 3 Chicken, 2 Mulligatawny.
Price, per doz, any variety .$0.90

Miscellaneous.

Snider's Tomato—3 lb tins 2 doz. in case, per d. $2.80

Same—2 lb tins 2 doz. in case, per doz 1.35

Van Camp's asstd, per doz... .90
Van Camp's straight, per doz. 90

SALT.



LESLIE SALT.

Free Running—

Cartons, 20 5s	$ 2.50
Cartons, 24 3s	2.00
Cartons, 48 2s	2.75
Caddies, 50 2s	3 60

Velvet Grain—

Bales, 50 3s	1.50
Bales, 30 5s	1.50
Bales, 15 10s	1.50
Bales, 8 20s	1.50
50-lb sacks, per ton	18.00

H. R. H. Liverpool.

Bales of 75, 2's, per bale.....$1.25
Bales of 40, 4's, and 15 10's.... 2.0
Bags, 200s (50s $b), per ton.. 7.50

Rock Salt.

Half-Ground, 100-lb sacks, per ton	$4.25
Stock, 100-lb sacks, per ton	4.00
Liverpool Lump, per ton	13.50
Cal. Table and Dairy, pr bale.	1.0
Cal. Table and Dairy, 50's, per ton	6.25

Package Salt.

Shaker Salt, per doz.....$0.90
R. S. V. P., 3's, 24 to cs, p. cs. 2.25
R. S. V. P., 5's, 20 to cs, p. cs. 2.75

Celery Salt.

Mertens, 1 doz in box..... 1.05

Sauerkraut.

Barrels, per lb.	.02¾
½ bbls	.03
¼ bbls	.03¼
3-gal kegs, per keg	.90
5-gal kegs, per keg	1.15
10-gal kegs, per keg	2.25
2-lb tins, 2 doz in cs, doz	1.35
2½-lb tins, 2 doz in cs, doz	1.60

COLUMN 30.

SPANISH DELICACIES.

Specialties of the **Spanish-American Food Co.**
149-155 Fremont St.
Medal Goods. Paris Exposition.



TAMALES. Doz.

I. X. L., W. G. M. and Kapp & Sheet Brands.
No. 1 Boneless Chicken Tamales in key-op cans 1.30
No. 2 Not Boneless Chicken Tamales in key op. can 1.00

Spanish-American Brand.

Beef Tamales in key op. cans .... .95
Extra Special Boneless Tamales in key op. cans 1.60
Chili Con Carne, 1 lb.....1.20
Enchiladas, in key-opener cans 1.20
FRIJOLES, 1 lb ..... .90
Tripe, Spanish style, 1 lb 1.25
Minced Deep Sea Clams, 1 pt. 1.00
Minced Deep Sea Clams, 2 pt 1.65
Clam Juice, 1 pt..... .96
Clam Juice, 2 pt..... ....1.50
Cal. Baked Beans, tomato sauce, 1 lb., 4 doz in case... .85
Cal. Baked Beans, tomato sauce, 2 lbs., 2 doz to case ... 1.35
Cal. Baked Beans, tomato sauce, 3 lbs . 2 doz to case... 1.75

Chili Beans (Tamale Sauce)
1 lb, 4 d z to case..... .85
2 lb, 2 " " ... 1.35
2 lb, 2 " " ... 1.75

Deviled Oysters, for Sandwiches
4 doz to case 1.40
Pate Chicken Liver for sandws.
4 doz. to case.....1.40

Macaroni and Cheese, with Tomato sauce, 1 lb, 4 dz. cs.. .90

Concentrated Soups.

Pints (20 kinds).....doz. .90
Beef, Tomato, Ox Tail, Mock Turtle, Mulligatawny, Rice Tomato, Consomme, Green Pea, Bean, Clam Chowder, Vegetable, Chicken Rice, Chicken Barley, Chicken Giblet, Chicken Gumbo, Cream Chicken, Cream Celery, Beef Bouillon, Chicken Bouillon, Clam Bouillon.
Quarts (9 kinds)...doz. $1.85
Chicken, Beef, Mock Turtle, Ox Tail, Tomato, Mulligatawny, Vegetable, Clam Chowder, Cream of Celery.

Truffles.

Rilhac, 100/¼'s, per doz.....12.00
Rilhac, 100/ 1-16's, per doz..... 3.00
La Forrest, 100/¼'s, per doz..17.00

Vinegar.

	½ Bbl.	10 bbl.	5 gal.	3 gal.
30 grain	08	10	1 15	65 50
40 grain	10	12	1 35	75 60
50 grain	12	14	1 70	90 80
60 grain	14	16	2 00	1 10 95
80 grain	16	18	2 65	1 50 1 25
90 grain	18	20	3 50	1 85 1 65
100 grain	20	22	3 85	2 00 1 85

Hammond's Vinegar.

Salad, qts, per doz.....1.25

Yeast Cakes.

Great Western 1.00
Gillett's Magic 1.20
Yeast Foam 1.20

Pure Oregon Apple Cider Vinegar.

Bbls. .....22c gall n
½-bbl. .....24c "
Guaranteed.

COLUMN 31.

Department 19.

GROCERY SUNDRIES.

Axle Grease.

H. & L., per case.....$1.50
C. & S., 2-doz case, per case... 2.00
" 5 cs lots..... 1.95
" 10 cs lots..... 1.85
Frazer's, 2 doz tins, per case..2.25
Frazer's, 4 doz wd, per case... 3.60
Frazer's, 15-lb palls..... .85
Mica, 3 doz tins, per case..... 2.25

Paper Bags.

Automatic, Self-opening, 500 in pkg.
List.

¼-lb . .....$1.00 8-lb 4.80
½-lb . . .. 1.20 10-lb 5.20
1-lb . ..... 1.60 12-lb 6.20
1½-lb . . .... 1.70 14-lb 8.30
2-lb . ..... 2.00 16-lb 9.00
3-lb . . .. 2.50 20-lb 10.00
4-lb . ..... 2.90 25-lb 11.00
5-lb . . .. 3.40 30-lb 13.00
6-lb . ..... 4.00 35-lb 15.00
7-lb . ..... 4.40 .....

Discounts from above List:
***(Cheapest).....50 pct and 5, 10's
Eagle or Equal....50 pct and 2, 10's
White Fibre, or any white bag,
.....50 pct and 1, 10's
Mikado (striped) .....40 pct
Sugar Bags, broad bottom, lb....06
Lion, 40 per cent and 1....1.10

Bluestone.

Barrels, per lb (5 bbls 5½c) .$0.05¾

Bathbrick.

Bristol, 2 doz, per case (25 case lots 67½c) $0.85
Powdered, 20 1's, per case 1 15
Powdered, 40 ½'s, per case 1.25

CANDLES.

Adamantine.

Schneider's 10 oz. 20's.....$0.07
Schneider's 12 oz. 20's..... .08½
Schneider's 14 oz. 20's..... .09½
Parafine, 20 1 lb. cakes...1.95
do, 5 bx. lots.....1.85
do 40 1 lb cakes.....3.90
do 5 bx lots.....3.75
do 100 1 lb cakes.....9.75
do 5 bx lots.....8.75
P. & G. Adamantine, 10 oz. 8¼
do 12 oz. 9¼
do 14 oz. 10½
Yacht Club Quartz Candles
20 sets 14 oz..... .10
40 sets 14 oz. ..... .09¾

Stearic.

Schneider's 14 oz 20's or 40' .12
Schneider's 16 oz 20's or 40's. .13½

Parafine, Etc. Per lb.

4s, 6s, in cartons of 36-lb bxs..10¼
12s, in cartons of 36-lb bxs.....10¾
½-lb, in cartons of 25-lb bxs....10¼
1-lb, in cartons of 25-lb bxs....10¼
Colored 1c higher.
Beeswax, pure for churches.. 40
Do No 2..... 30
Do No. 3..... 25
Christmas, all sizes..... 8 8½
Do holders, ₱ gross . 85
Wax Tapers, ₱ doz pkgs (₱ gross 8.00).....65 75
Night Lights, German, on pap & wd, (doz 40)..... 65
Do French, on tin, doz.. .....50, .75, 1.10

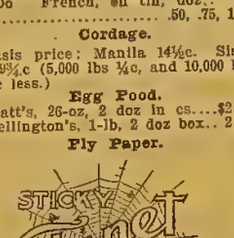
Cordage.

Basis price; Manila 14½c. Sisal 13¾c (5,000 lbs ¼c, and 10,000 lbs ½c less.)

Egg Food.

Pratt's, 26-oz, 2 doz in cs....$2.25
Wellington's, 1-lb, 2 doz box.. 2.00

Fly Paper.



Fly-Net, Per case .. $2.60
Magnet, per case.....$2.50
Tanglefoot, per case..... 2.90
Tanglefoot Holders, per case of 50 75

Fruit Jars.

(Net cash — no discount)

Mason's, pts, per gr..... 7.35
Mason's qts, per gr..... 8.05
Mason's, ½ gals 11.40

Fruit Jar Caps.

Porcelain, 6 doz in box, per box 2.40

Fruit Jar Rubbers.

No. 1 white, per lb..... 50-60c
"Gold Seal," cartons, per gr.. .75
"Badgers," cartons, per gr.... .60

Hops.

No. 1, ¼ lb, 30-lb. box, lb..... .30
No. 1, ½ lb. 30-lb box, lb..... .30
No. 1, 1 lb. 30-lb box, lb..... .30
Less than 30-lb boxes..... .31

Horseradish.

½-pts, 2 doz in box, doz..... 1.10
Pts, 1 doz in box, per doz.... 1.50
Qts, 1 doz in box, per doz..... 2.75
Bulk, per gal ..... .75

Glue.

Le Page's, 1 oz, per doz..... .75
Le Page's, 2 oz, per doz..... 1.15
Le Page's ½-gill tins, per doz. 1.20
Le Page's, 1-gill tin, per doz.. 1.60
Standard, small, per doz..... .50

COLUMN 32.

EUREKA INSECT EXTERMINATOR.



Manufactured by
Jos. Pusch, 22 Hampton Place San Francisco.

10c size, doz ..... .75
25c size, doz 1.75
60c size, doz 4.50
1.00 size, doz 8.00

Harmless to persons or animals; does not irritate the skin or injure the eyes.

MATCHES.

Metropolitan, full count, per tin..$1.10
Universal, short count, pr tin .75
Boys' block pap pkg, per doz .81½
Swedish Safety, per gross..... .80
Swedish wind, 1 gross..... 85
Vulcan Parafine, 65s, ₱ gross (50 gross 50c) ..... .50 .55
Japanese Safety, per gross..... .50
Squirrel Matches, 55s, per gross .43
Ship Safety Matches, la ge, gross .75
" " small, " .65

Diamond Match Co.'s.

Anchor, 200 ..... 1.70
Do 500s..... 4.00
Domino, case 2.75
Domino, 5-case lots 2.50
G. G 60s..... 2.75
Red Top Safety 3.25
S. & C., Eastern Parlor, 80s.... 4.25
Press, 100s, 5-gross cs..... 4.75
Little Star, per cs..... 2.25
Search Light, 500s, large 1 gr.. 4.75
(Discount of 25c per case on 5 cs lots)

Paper, Wrapping.

Butter, White, ₱ ream..... 20
Do Waxed ₱ ream.... 25
Manilla, No. 2, roll any sz lb... 8½
Manilla, No. 1, rolls or reams, ₱ lb..... 5
Straw, ₱ ream..... 70
Do rolls any size, ₱ lb.... 3¼
Drab, ₱ ream..... 60
Do rolls any size, ₱ lb.... 2⅝
Metropolitan White Fibre Rolls, per pound 4

Paper, Toilet.

Columbia, in rolls, 7 oz, per cs of 100 .....2.75
Royal, 100 rolls of 500 shts.....4.00
Pilot, 100 tablets of 500 shts..3.75
Golden Eagle, 100 tablets of 1,000 sheets 8.00

Polishes, Shoe.

Mason's.

Mason's Colt-Coron-Ide Per gross $4.70; per doz. 40c
Mason's Paste Stove Po lish Per gross $4.70 ¼-ross $1.20
Mason's Challenge, per doz .... .40
Mason's Challenge, p r gross.... 4.70
Challenge Shoe Dressing, small per doz $ 75
large " " 1 50
Russett Comb'n. shoe Dressing small, per doz .. 75
large, " " 1 50
Black Comb'n Shoe Dressing small per doz 85
Patent Leather Polish, per doz 50
Mason's, No. 4 .. 45
" " per gross 5 20
" No. 3 per doz 35
" " per gross. 3 40
" No 2 per doz 30
" per gross..... 3 00
" No. 1 per doz 25
" " per gross . 2 80

Scott & Gilbert Co.

Manufacturers,
215-216 Mission St., San Francisco



In 3 dozen cases per

Alaska Seal Oil.... 20 00
Top Notch 15 00
Russian 12 00
Boss . . 9 00

Bixby's.



Jet Oil . . .. per doz. 85
Jet Oil, 3 doz in box, with Marvel Brush Free . . 2 55

COLUMN 33.

BIXBY'S - Continued

Royal Polish ..... per doz. 85
Royal Polish 3 doz. in box, with 8 pkgs. 5c Carpet Tacks free. 2 55
Shoe Satin, Small Comb, per doz. 80
Shoe Satin, Large Comb, per doz. 1 25
No. 5, Shoe Satin Paste, per doz. 40
No. 10, Shoe Satin Paste, p doz 85
Satinola, small comb 80
Satinola, 1 arge Comb 1 25
No. 5, Satinola Paste, ... 40
No. 10, Satinola Paste..... 85
"BBB" Blacking, Size M 3 doz in box ½doz. paste free } 1 25
"BBB" Blacking, Size B. 3 doz. in box ... 1 doz. paste FREE } 2 50

Polish, Stove.

Rising Sun, large pkg, ₱ gross. 6.25
Do 5-gross lots, ₱ gross. 6.00
Do Small pkg, ₱ gross.... 4 25
Sun Paste, large, ¼ gross, per gross 8.00
Sun Paste, small, ¼ gross, per gross 5.00
Enameline, No. 4 tins, ₱ gross. 5.00
Do No. 6 tins, ₱ gross..... 8.25
Do Liquid, pt-tins, bx 3 doz. 2.25



Small, 3 doz. to cs., per cs. $1.50
Large, 3 doz. to cs., per cs. 2.50
(½ doz. free with each case)

Polish, Metal.

Electro Silicon, 1 gr in case, per doz ..... .80
Brilliantshine, ½ pts, per doz.. .90
Brilliantshine, pts, per doz.... 1.70
Brilliantshine, qts, per doz.... 3.10

U. S. Metal Polish.



POLISH

	Doz
Qts.	$3 00
Pts	1 70
½ Pts	90

PASTE

lb .	$3 00
½ lb	1 70
3 oz.	50

Barkeepers Fried powder gr. $18 00

U. S. METALLIC POLISH PASTE is put up by a Practical Chemist; also in Liquid Form. Free from Acid or Grit. 20 years in the Markets of the World. **J. T. WILSON**, Pacific Coast Agt., 1770 15th St., S. F. For sale by all dealers. Also the Barkeepers' Friend Cleaning Powder.

Rope.

Manila, 1¼-in. cordage ..... .15
Sisal, 1¼-in. cordage ..... .10¾

Seeds.

Anis 10½
Canary 7
Caraway 8 10
Celery 15
Coriander 15
Cumin 13
Flax, ground 4
Flax, whole 3½
Hemp, sacks 4½
Millet 6½
Mustard 7
Poppy (Or. sks 9¼) 10¼
Rape, Cal 4½
Bird gravel, 40 2s 2 00
Bird seed Mixed 48-1-lb pkg 7½
Original sacks ½c less.

Sheep Dip.

Little's, 10½-gal tins, per gal$1.05
Little's, 5-gal drums, per gal.. 1.05
Smith's, 10½-gal tins, per gal .95
Smith's, 5-gal drums, per gal .95

Twine.

Cotton, 4 ply, 100-lb bls, per lb 20
Do 3 ply, 100 lb bls per lb . 0
Do 2-lb cones, per lb 20
Hemp, 8-oz balls, per 3-lb pkg.. 70
Do, 4-oz. balls, per 3-lb pkg. 75
Do 2-oz balls ₱ 3-lb pkg
Sack, 4 ply, 12-lb pkgs, per lb. 33

Wax.

Fruit....25 6-oz pkgs 1.10; 9-oz. 80
Japan, per lb .. 20
Beeswax 35

Wax Strings.

12 in 10 pkg 100 stgs each .. 1 [illegible]
14 in, 10 pkg, 100 stgs each.... 1 [illegible]

COLUMN 34.

COLUMN 35.

Department 20.

WOOD AND WILLOW WARE

AXE HANDLES.

Ex, 36-in., doz.....$2.25
No. 1, 36-in., doz..... 1.75
No. 2, 36-in., doz..... 1.25
No. 3, 36-in., doz..... 1.05
Ex, 38-in., doz..... 4.00
Ex, 40-in., doz..... 4.25

BASKETS.

	Per Doz.
Cal., Open, Spruce, No. 3..	.60
Cal., Open, Spruce, No. 4..	.60
Cal., Open, Spruce, No. 5..	.84
Cal., Satchel, Spruce, nest, 0-5	1.10
Cal., Satchel, Spruce, nest, 1-5	1.00
Cal., Satchel, Spruce, nest, 1-41	.71
German market, nest of 4	1.25
Clothes, Oval, Wil., No. 0.	6.00
Clothes, Oval, Wil., No. 1.	6.75
Clothes, Oval, Wil., No. 2.	8.00
Clothes, Oval, Wil., No. 3.	9.00
Clothes, Oval, Wil., nest 4...	3.17
Japanese Telescope, nest of 5, size 18x12x7.....	1.00
Same, size 20x13½x7.....	1.25
Same, size 24x15x10.....	1 75

BOWLS, WOODEN.

	Per Doz.
Maple, No. 1, 11-inch.....	.75
Do No. 2, 13-inch.....	1.50
Do No. 3, 15-inch.....	2.75
Do No. 4, 17-inch.....	4.25
Do No. 5, 19-inch.....	5.75
Do No. 6, 21-inch.....	7.50
	Per nest.
Maple Nests, 3, 13, 15, 17-inch	.71
Same, 4, 13, 15, 17, 19-inch	1.20
Same, 5, 13 to 21-inch...	1.81

BROOMS.

	Per Doz.
Patent Cap, No. 1.....	3.80
Patent Cap, No. 2.....	3.60
Patent Cap, No. 3.....	3.36
Extra Patent, No. 1.....	3.85
Extra Patent, No. 2.....	2.60
Extra Patent, No. 3.....	2.40
Ladies' Pride, No. 1.....	2.85
Ladies' Pride, No. 2.....	2.60
Ladies' Pride, No. 3.....	2.40
Little Beauties	3.00
Ladies' Delight	2.80
Toy, 2 strings..... .90	1.35
Wisp 2 strings . ... .90	1 25

BRUSHES.

	Per Doz.
Dust	2.00 12.00
Scrubbing	.55 3 00
Dandy	1.50 5 75

Shoe Brushes.

No 1 black tampico	1.10
No. 2, bristles	1.65
No 3, white bristles	1.75
No 4 bristles	2.00
No 5, white bristles	2.25
No 6 horse hair	2.70
No. 7, bristles	3.90

Stove Brushes.

	Per Doz.
No. 1, tampico, handles...90c-$1.10	
No 2 bristles handles	1 85
No 3 tampico, handles	1.85
No 4 bristles handles	3 25

Ox Fibre Brushes.

	Per Doz.
Scrub T & B., 9x2½ in face	.80
Do Hub, 10x2¾ in face.	2.00
Do Magic, 7½x2 in face	1.10
Do Owl, 6¼x1½ in face	.85
Do Cat, 10½x2½ in face	1.50
Do Rat, 8¼x2¼ in face	1.25
Do Mouse 6¼x2¼ in fa	1.00
Do Alligator, 10½x2¾ in face	2.25
Do Goose 8¾x2¾ in fce	2.00
Do Duck 6¼x2¾ in fce	1.50
Stove Hustler 8½x2½ in face	2.25
Sink Rail 3¼x2¼ in face	1.40
Sink Goose 4¾x3¾ in face	2.25
Horse Pointer 10x3¼ in face	3.00
Creamery, Jersey, 9x5 in face	3.25
Creamery, Holstein, 9½x5¾ in face	3.50
Dust, Peacock, 10½x4 in face	2.25
Hand Windsor 4½x1¼ in face per gross	6.00
Whitewash Snowstorm, 9-in per doz	2.00
Same 8-in per doz.....	1.75
Same 7-in per doz	1.50

CAN OPENERS.

Diamond per doz $0 75
Crown per doz .. 1.25
Climax per doz . 2 25

CARPET SWEEPERS.

Bissells per doz 25 00 to 27.00
King, per doz . 24.00

CHEESE SAFES.

Round No 1 10-in . . .$2 20
Round No 2 22-in ... 2 25
Round No 3 24-in 3 50
Square each . 4 00

Clothes Line.

Hemp 40 feet per doz $0 80
Hemp 60 feet per doz . 1 25
Cotton, 40 feet per doz 80
Cotton 60-foot, per doz..... 1.20
Cotton 75 foot per doz 1 75
Manila 40 feet per doz 1 25
Manila 60-foot per doz 2.50
Sash Cord 70 feet per doz 1 75
Sash Cord 80 feet per doz 2 00
Wire Cord 50 feet per doz 1 05
Wire Cord 75 feet per doz 1 60
Wire Cord 100-foot per doz 2 75

COLUMN 36.

Clothes Line Pulleys.

Galv Iron, per doz. $0 50

CLOTHESPINS.

Common per bx of 5 gross .70
U S Patent Spring, per gr .60

COFFEE MILLS.

Enterprise, Family, No. 1, doz.$2.50
Enterprise, Family, No. 2, doz. 3.50
Enterprise, counter, ea....5.50-$5.00

CORKS.

Wine, pt size, per M.....$4.75
Wine, qt size, per M..... 5.25

Demijohns.

Discount: on ¼ gal. 2, 3 and 5 gals. 50-10; on ½ and 1 gal 50-10-5.

¼-gal., doz..$3.25 2-gal., doz..$10.50
½-gal., doz.. 4.50 3-gal., doz.. 13.50
1-gal., doz... 6.50 5-gal., doz.. 19.00

Dust Pans.

No. 1 Japan, doz..... .63
Covered, doz 1.25
Janitor, doz 2.25

Dusters.

China, fancy colored, doz..... .80
Standard Turkey, No. 10, doz.. 1.60
Standard Turkey, No. 12, doz.. 2.10
Standard Turkey, No. 14, doz.. 2.75
Standard Turkey, No. 16, doz.. 3.25
Standard Turkey, No. 18, doz.. 3.75

DOOR MATS, COCOA.

	Per Doz.
Light, No. 1, 14x24.....	4.00
Do No. 2, 16x27.....	5.50
Do No. 3, 18x30.....	7.25
Do No. 4, 20x33.....	9.00
Medium, No. 1, 14x25.....	5.25
Medium, No. 2, 16x27.....	6.75
Medium, No. 3, 18x30.....	8.50
Medium, No. 4, 20x33.....	10.25
Extra, No. 2, 16x27.....	9.50
Extra, No. 3, 18x30.....	12.50
Extra, No. 4, 20x33.....	15.00
Extra, No. 5, 22x36.....	18.00
Keystone Steel Mats.....	

Faucets.

Cork lined, No. 1, doz.....$0.60
Cork lined, No. 2, doz..... 75
Cork lined, No. 3, doz..... 90
Cork lined, No. 4, doz..... 1.25
Cork lined, No. 5, doz..... 1.50
Molasses Gates $0.25
Self-Measuring Faucets, each. 3.00
Syrup Pumps (Ent'rprise), ea. 5.75
Syrup Pumps with auger, ea. 6.00

Ironing Boards.

4-ft., per doz..... 4.20
4½-ft., per doz..... 4.75
5-ft., per doz 5.25
5½-ft., per doz 5.75

LAMP CHIMNEYS.

XX Eureka Grade.
Eureka Crimp Top in Cartons.

	Per Doz.
No. O or E, 6 doz. in case	.75
No. 1 or A, 6 doz. in case	.75
No. 2 or B, 6 doz. in case.	.95

Eureka Electric,
In Cartons.

No. 2, 6 doz. in case, per doz..1.00

Lantern Globes. per doz
Packed 5 doz. in case.... .70

Eureka Rochester.

	Per Doz.
No. 1, 6 doz. in case....	.85
No. 2, 6 doz. in case.....	1.05
No. 3, 6 doz. in case.....	2.10

Macbeath Pearl Top.

No. 1 or A, 6 doz. in case.	.85
No. 2 or B, 6 doz. in case.	1.05

La Bastie.
Heaviest and best in market.

	Per Doz.
No A, plain bulk, 6 doz. in case	1.20
No B, plain bulk, 6 doz in case	1.50
No A, crimp bulk, 6 doz. in case	1.30
No B, crimp bulk, 6 doz. in case	1.60

Common Chimney.

	Per Doz.
No 0 or E, 6 doz. in case.	.40
No 1 or A, 6 doz. in case..	.45
No 2 or B, 6 doz. in case.	.65

Common Rochester.

No. 1, 6 doz. in case.....	.80
No. 2, 6 doz. in case.....	.90
No. 3, 3 doz. in case.....	2.00

Lamp Burners.

0 or E, per doz..... ..$0.50
1 or A, per doz 60
2 or B, per doz..4..... 75
(Blaze fits 13 collar takes E wick)
Solar Burners, doz 1.50

LEMON SQUEEZERS.

Ball, per doz $0.80
Glass, No 1, per doz..... 50
Glass, No. 2 (for oranges) doz .85

MOPS AND HANDLES.

	Per Doz.
9-lb. Mops . .....1.20 and 1.50	
12-lb Mops	1 65
Patent Mop Handles	1.00
Plain Mop Handles	.90

PAILS.

	Per Doz.
Wood, painted, 3 hoops...	2.25
Wood, varnished, 3 hoops	2.25
White Cedar, 3 galv hoops	2.75
Flver	3.50
Galvanized, 10 quarts	1.75
Galvanized, 12 quarts	2.05
Galvanized, 14 quarts	2.35

SHELF PAPER.

	Per gross.
Narrow, assorted colors.	.12
Wide, assorted colors....	.35

COLUMN 37.

TUBS.

White Cedar—No. 0, 13.00; No. 1, 10 50; No. 2, 9.00; No. 3, 8.00.
Painted or varnished—No. 0, 11.40; No. 1, 9.60; No. 2, 8.40; No. 3, 7.20.
Fiber—No. 0, 18.00; No. 1, 14.50; No. 2, 13.50; No. 3, 11.00.
Galvanized—No. 1, 5.50; No. 2, 6 20; No. 3, 7 20

WASHBOARDS.

	Per Doz.
California, regular size.....	2.10
California, small	.90
Stag	2.75
Bronze	3.50
Good Enough	2.25
Anchor, single	1.90
Nameless	2.25
Peerless, double	3.50
North Star	3.50
North Star, protector....	4.00
Crystal Glass	4.00
Misses	1.50
Toy	.90

WICKING.

	Grs.
Lamp, 0 or E, ⅜-in.....$0.30	
Lamp, 1 or A, ⅝-in.....	.40
Lamp, 2 or B, 1-in.....	.60
Lamp, 3 or D, 1½-in.....	.80
No. 1 Rochester	2 00
No. 2 Rochester	2.75
No. 3, Mammoth	3.25
Junior Rochester	1.50
Stoves, 3-in	1 80
Stoves, 3½-in.	2 25
Stoves, 4-in	2.50
Stoves, 4¼-in	2.80
Stoves, 5-in	3.50

WRINGERS.
Wood Frame Novelty.

Two top screws; iron tub clamps.

	Per Doz.
No. 350, 10x1¾ in	30.00
No. 351, 11x1¾ in 3	6.00
No. 352, 12x1¾ in 4	2.00

One top screw; wooden top clamps.

No. 360, 10x1¾ in.....31.00	
No. 361, 11x1¾ in.....36.00	
No. 362, 12x1¾ in.....42.00	

Ball Bearing.

No. 380, 10x1¾ in.....40.00

MISCELLANEOUS.

Barrels, paper, 100-lbs, ea. .80
Barrels, pa., 50 lbs ea..... .65
Barrel Covers, 17-in. (flour barrel size), per doz..... 1 80
Barrel Covers, 21-in (sugar barrel size), per doz. 2.70
Basins, fiber, 12-in., pr dz. 2.25
Basins, fiber, 1½-in., per doz. 2.50
Brownies, per doz... .75 1.00 1 25
Butter Ladles, plain, doz.... 45
Butter Ladles, clays, doz 85
Butter Spades, doz 40
Dishes, oval 1, 2 and 3-lb, per 1,000. ... . 2 20, 2.30, 2 90
Dishes, wire end..... ....1.35, 1.80, 2.35, 2.85, 3.25
Egg Beaters, Dover..... 1.00
Lemon Squeezers, fiber, dz 1.25
Measures, fiber, 4 qts 1 25
(Set pt., qt., ½ gal and funnel)
Lanterns, O Tubular, doz. 5.00
Lanterns, candle, frame, only doz. 1.00
Lantern Candle, with chimney, doz. 1.75
Lantern globes, in bbls 70@95
Mouse Traps, 1 to 6 holes, doz., 6 holes ..... .60
Traps, mouse, "Does-it-easy," doz. 25
Traps, rat, "Blizzard," doz.... 1.25
Nest Eggs, per doz..... 20
Oil Cans, 1 gal., cush., per doz 1 50 1 50
Oil Cans, 1 gal., galvanized Iron 2.00
Oil Cans, 5 gal., galvanized iron 6.00
Potato Mashers, per doz. .45@75
Rolling Pins, per doz. 1.20 and 1.45
Spoons, wooden...30c, 37c .65
Step Ladders, each, per ft ..... .17 .40
Tacks, steel, asstd, 2-oz, doz... 25
Tacks, Common, 2 oz., doz.. 10
Tapers, gas, 30/17-in. stgs. doz 65
Tobacco Cutters, standard, ea 80
Toothpicks, per case, 110 box 2 25
Twine Holders, hanging, doz. 2.00
Twine Holders, counter, doz.. 3.10
Spittoons, fiber, 13-inch... 6.00
Spittoons, fiber, 12-inch... 4.75
Spittoons, fiber, 9-inch... 4.00
Whips 90
Window Screens, 12-in., doz 1 60
Window Screens, 18-in doz 2 20
Window Screens, 24-in., doz 2 61

STATIONERY.

Blank Books.

Counter, 48-leaf . . ... $ 50
Counter 92-leaf . . . 75
Cap Day & Ledger, per 100 pp . . . . 10@ 40
Full bound .. 50@ 75

Writing Paper.

	Ream
Commercial Note, 5lb .	45@ 75
Commercial Note, 6lb...	50@ 90
Letter, 10 lb, ex.....	90@1.50
Cap, 12 lb, ex.....	1.05@1.80

COLUMN 38.

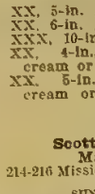
Envelopes.

	Per M
XX, 5-in.	1.00@1.50
XX, 6-in.	1.10@1.60
XXX, 10-in.	2.80
XX, 4-in., Baronial, cream or white	1.40@1.80
XX, 5-in., Baronial cream or white.....	1.60@2.00

Inks.

Scott & Gilbert Co.,
Manufacturers,
214-216 Mission Street, San Francisco

SUNSET BLUE BLACK



	gross
Cones, 3 dozen case	$4.50
2 oz. round studs 3 dz..	4 50
	doz.
4 oz. round studs, 3 dz	75
½ pints, 2 doz case..	1 25
Pints, 2 doz. in case	2 00
Quarts, 1 doz. in case	3 50
	gal.
5 gallon kegs	70
10 gallon kegs	60
Barrels	50
Assorted colors,	doz
1 oz. stands, any color	50
2 oz. stands, any color	75

BLACKSTONE MFG. CO.
1960 Howard St., S. F., Cal.



	Gross
Cones, 3 doz to cs.....$3.75	
2-oz., Rnd Cylndr, 3 doz to cs..	2.90
3-oz., Rnd Cylndr, 3 doz to cs..	3.75
4-oz., Rnd Cylndr, 3 doz to cs..	6.50
	Doz.
8-oz., Rnd Cylndr, 2 doz to cs..	1.15
16-oz., Rnd Cylndr, 1 doz to cs.	2.00
Full qts., Rnd Cylndr, 1 doz to cs	3.75

Above prices are for Jet Black, Blue Black, Green, Blue, Violet and Carmine Inks.
(Copying Inks 10 per cent additional.)

Miscellaneous.

Carter's or Sanford blk cylinder, gross	4.50
Sanford's, 4 oz., black cylinders, doz.	60
Sanford's ½ pt. doz.....	1.75@2.00
Sanford's pts, doz	3.00@4.50
Sanford's qts., doz.	5.00@7.50

Lead Pencils.

	Gross.
Plain cedar	60
Black polished	1.10
Cedar, rubber tip	1.00
Red polished, metal rubber tip	1.50@3.50
Carpenters'	1.75@2.25
Eagle Automatic, doz..	85@2.00
doz.	40@1.80



Mucilage

Scott & Gilbert Company
Mafvs., 214-216 Mission St
San Francisco, Cal.

SUNSET EXTRA HEAVY

	doz.
2 oz. cones, 3 doz. cs.	37½
3 oz. cones, 3 doz. cs.	75
½ pints, 1 doz. case	2 00
Pints, 1 doz. in case	3 50
Quarts, 1 doz. in case	7 00
Gallons, ½ doz. ca	20 00

Blackstone Mfg. Co.
1960 Howard St. S. F., Cal.

	Gross.
2-oz. Cones, 3 doz. to cs.....$4.00	
3-oz. cylndrs, 3 doz to cs.....	5.75
	Doz.
8-oz. round, 2 doz to cs.....	1.75
16-oz. round, 1 doz. to cs.....	3.00
Full qts., 1 doz, to cs.....	5.00

Bulk quotations (5, 10 and 30-gal.) on application

Steel Pens. per gr Gross.

Railroad, 1 gross in box.....$0.40	
Stub No. 413	40
Falcon	40
Bank	40
Easy Writer	50
Extra Fine	45
Elastic	45
Railroad Stub	40
Ladies' Falcon	40
School	40
Spencerian No. 1	85
Gillotts No. 404	50
Gillotts No. 303	1.00

COLUMN 39.

Department 22.

TOBACCO, CIGARS, SMOKERS' SUPPLIES, ETC.

AMERICAN TOBACCO CO.

Plug Tobacco.

Battle Ax, 16 oz, 3x12, 5 cuts, 12, 24 lb	39
Big Gun, 8 lb. butts, also 16 lb. butts, 16 oz., 3x12, 6 cuts.....	44
Brandywine 4 to lb., 2½x9, 3 cuts, 4 and 5 lb	46
Bullion, 16 oz 3x1.. 12 lb.....	47
" 6 to lb., 1x6, 20 lb	50
Burr Oak, 16 oz., 3 x 12 emb., 6 and 12 lb.	42
Climax, 16 oz, 2x12, 6 cuts, 6, 12 and 30 lb	45
Climax, 7 oz, 2x12, R & R 6 cuts, 7, 10½ and 21 lb.	48
Climax, 7 oz, 3x12, thin, 7 and 14 lb	48
Climax, 6 to lb, 2x3, Twin 4s 4 lb boxes	50
Climax, 14 to lb, 1x8, Figs 4 lb boxes	54
Cross Bow, 14 oz, 3x12, 4 cuts 14 lb	38
Drummond Nat., 5½ oz 3x12, 8 cuts, 5, 8, and 12 lb	63
Five Brothers, 4 oz, 3x6, 2 cuts, 4 and 8 lb ..	55
Gold Rope 7 to lb, 3, 6, 12 lb.	56
Gold Rope 14 to lb, 4, 8 lb	58
Good Luck, 3x6, 10 lb.	45
Granger Twist, 12 and 15 lb pails	45
Horse Shoe, 16 oz, 3x 2, 6 cuts, 8, 12 and 24 lb	44
J T., 7 oz. R & R, 2x6, 2 cuts, 10½ and 21 lb	39
J T, 7 oz. Smo. 2x6, 2 cuts, 10½ and 21 lb.	39
J. T., 14 oz, Smo. 3x12, 4 cuts, 10½ and 21 lb. R & R .	39
Newsboy, 48 plugs to 10 lbs. 4½x4½, 10, 15 and 25 lb.....	40
Nobby Spun Roll, 7 to lb, 1½x8½, 3, 6 and 12 lb.....	57
Old Honesty, 15 oz, 3x12, 6 cuts, 7½, 15 and 30 lb	44
Old Kentucky, 6 to lb, R. & R., 8, 16½ and 25 lb...	48
Old Peach and Honey, 6 to lb 8 lb butts ..	48
Out of Sight, 12 butts, 12 oz., 3x12, 3 cuts.....	35
Piper Hidstick 5½ oz, 2½x8, 3 cuts, 4, 7, 14 lb	60
Red Cross 16 oz 3x12, 4 cuts 12 and 24 butts	33
Red Ribbon Twist, 10 to lb, 6 inch, 8 lb pecks, 16 lb ½ bbls	40
Saw Log, 16 oz 2x12, 6 cuts 24 lb.....	6
Saw Log, 32 oz, 3x12 12 cuts, 32 and 48 lb	46
Something Good, 5½ to lb, 2x4 9, 18 lb.....	45
Spear Head 16 oz, 2x12, 6 cuts, 6, 18 and 30 lb.	45
Spear Head 7 oz 2x12, 6 cuts, 7, 10½ and 21 lb	48
Standard Navy 14 oz, 3x12 4 cuts, 14 and 28 lb	38
Star, 16 oz, 3x12, 6 cuts, 12 24 and 52 lb	45
Weissinger's Special, 5 1-3 oz., 3 x 12 emb, 2, 6, 12 lb.	63
W. N. T. Nat. Leaf, 6 and 12 lbs., bxs., 5½ ozs., 3x12....	57

Smoking Tobacco.

(5-lb Cartons, 25 and 30-lb cases.)

Seal of N. C., 1⅝ oz, foil.....$0.68	
Seal of N. C., 3½ oz, foil.....	62
Seal of N. C., 8 oz, foil.....	.59
Seal of N. C., 16 oz, foil.....	.59
Old Gold, 1⅝ oz. foil or pouch	.70
Old English curve cut, 1⅝ oz	.74
Old English curve cut, 3½ oz (In curved tins.)	.74
Pedro, 2½ oz, foil.....	.49
Pedro, 2½ oz, pouch.....	.51
Pedro, 2½ oz, assorted.....	.50
Pedro, 16 oz, tin canisters....	52
Dixie Queen, 1⅝ oz, foil.....	40
Dixie Queen, 16 oz. tin canisters, 6-lb cartons, 24-lb cas	.43
Duke's Mixture, 1⅝-oz sack..	39
Arlington, 1⅝ oz. foil.....	.65
Cross Cut, 1⅝ oz, foil.....	.60
Duke's Cameo, 1⅝ oz.....	.42
Duke's Cameo, 2½ oz, foil....	.45
Melrose, 1⅝ oz, foil.....	.65
Fragrant Vanity Fair, 1⅝ oz, foil	.95
Red Indian Plug Cut, 1⅝ oz and 3½ oz, foil.....	.42
Red Indian Plug Cut, 16-oz pails	.44
Fashion, 1⅝ oz	.42
Fashion, 16-oz pails.....	.44
Bull Durham, 1 oz.....	.65
Bull Durham, 1⅝ oz.....	.65
Bull Durham, 3½ oz.....	.60
Bull Durham, 8 oz.....	.58
Bull Durham, 16 oz.....	.58
Pick Leaf, gran, 1 oz, 25-lb cs	.60
Corn Cake, gran, 1-lb bags, 25-lb cases, per lb.....	.28
Echo Plug Cut, 1⅝ oz.....	.48
Red Bell, 1⅝ oz.....	.42

COLUMN 40.

Red Bell, 16-oz pails.....	.43
Oriental Mixture, 3½-oz tin..	1.00
Imperial Mixture, 2½-oz tin.	1.20
Plum, 1⅝ oz, foil.....	.62
Three Kings Mixture, 3½-oz tins	1.35
Monte Cristo Mixture, 3½-oz tins	1.50
Yale Mixture, 1-oz tin.....	1.35
Yale Mixture, 1⅝-oz tin.....	1.60
Yale Mixture, 3½-oz tin.....	1.55
Honey Dip Twist, 10 to lb....	.46
Master Workman, 10-oz plug, smoking	.46
Old Virginia Plug, smoking, 5 oz, 10½ lb., 6x5.....	.42

Fine Cut Chewing.

Hiawatha, 1 oz.....	.59
Hiawatha, 10-lb bulk, bright or dark	.59
Hiawatha, b'ght or d'k, 1-lb tins, 5-lb. pails	.58
Sweet Cuba, b'ght or d'k, 1-lb tins, 5-lb. pails	.46

Cigarettes.

Fragrant Vanity Fair $4 08	
Duke's Cameo	4.08
Sweet Caporal	4.08
Virginia Brights	4 08
Old Dominion	3.38
Pets (foil packages).....	6.52
Richmond Straight Cuts.....	6.52
Turkish Trophies	7.75
Egyptian Deities, No. 1, 10s..	21.50
Egyptian Deities, No. 3, 10s	$18.36. 19.38
Mogul	11.22

Cheroots, Etc.

Vaporettes in tin foil, 5 for 10	11.00
Old Virginia Cheroots, 5's....	14.00
Jumbo Stogies, 100 in carton	12 50
Between the Acts Little Cigars, 10's, tin and paper..	8.50
Bengal Little Cigars, 10's....	7.50
Royal Bengal, 10 in pkg.....	12.00
Van Bibber Little Cigars....	17.50
Sub Rosa Cigarros 10s, per 1.000	4.10
Florodora	12.50

Cigarette Papers.

Vanity Fair, 50 pkgs in box..	1.05
Wheat Straw, 50 pkgs in box.	1.25
Wheat Straw 100 pkgs in box	2.50
Wild Oats, 40 pkgs in box....	.90
Red Seal, 50 pkgs in box.....	.25
Corn Husk, 50 pkgs in box...	1.15
Corn Husk, 100 pkgs in box..	2.30
Interlock, 50	1.15
" 100.	2.25

THE HILSON CO.

Hoffmann House Little Cigars 10 in package, 250 in carton . .	$7 50
Hoffmann House Magnums, 10 package, 100 in carton .	12 00
Hoffmann House Petit Duc 10 in package 100 in cart'n	15 00
Hoffmann House Cavaliers 10 in package 100 in cart'n	18 50

J. E. PACE TOBACCO CO.

Scroll Tag, twist, 6 to lb....	.66
Scroll Tag, 10 oz.....	.66
Mastiff Plug Cut, 1⅝ oz.....	.67½
Mastiff Plug Cut, 3½ oz.....	.65½
Mastiff Plug Cut, 10 oz.....	.52

AMERICAN SNUFF CO.

French Rappee, 1⅝ oz, pr dz.	.96
French Rappee, 3½ oz, pr dz.	1.80
French Rappee 16-oz jars, per lb	.65
Maccaboy, 1⅝ oz, per doz....	.96
Maccaboy, 3½ oz per doz	1.80
Maccaboy 16-oz jars, per lb.	.60
Irish High Toast, 16-oz. jars, per lb	.57
Scotch Lillenthal's, in bladders	.60

CIGARS.

Porto Rico Cigar Co.

El Primero, Forziano Porto Rico	30 00
El Manifesto, Invincible Roosevelt Porto Rico $7.50	

PIPES.

	Per Doz.
Cobs, Hot Shot, 3 doz.....	$0.25
Cobs, Gem, 3 doz.....	.25
Cobs, No. 3, 3 doz.....	.50
Brier, W. P. & Co., Assorted, 3 doz	2.00
Brier, Display Stands, 1 doz...	2.00
Brier, Showcase Assortment, 3 doz	6.00
Pipe Mounts, 1 doz.....	.75
Cherry Stems, 2½x6 in.....	2.00
Cherry Stems 2d 2½x6 in.....	.85
Clay Pipes, T. D., 1½ gross per box	1.25
	Per Box.
Clay Pipes, Woodstock, 1½ gr. per box	1.25
Uncle Sam Cob Pipe, 3 doz box	1.00
Eclipse Patent Cob Pipe, 3 doz. box	2.25
Climax Cob Pipe, 3 doz. box ..	2.25
Jewel Cob Pipe, 3 doz. box....	.90
Dewey Cob Pipe, 3 doz. box...	2.50
No. 19 Cob Pipes, 1 doz box....	2.00

LASH'S
KIDNEY & LIVER
BITTERS
CURES DYSPEPSIA.

HAVE YOU NOTICED
all these Signs around Town?



It shows that most of the Grocers keep what people ask for—WUNDER BEER
If YOU don't, wake up phone to our bottling works and they will send their man to see you.
Phone South 1088

Ahrens, Pein & Bullwinkel
WHOLESALE
Liquor Merchants
620 Post St., bet. Taylor & Jones
Sole Proprietors



Royal Stag Bourbon and Rye.
Old Pal Kentucky Bourbon.
Celebrated Chief Tonic.
Hiawatha Bitters.
Chief Bitters.
Diamond Star Rye and Bourbon.
Tiliawood Bourbon.
Importers
Slater V. O. Scotch Whiskey, Scotland.
Thorpe & Co.
Mermaid Old Tom Gin, London.
P. Van der Kamp
Fine Old Wood Cock Gin, Holland.
Maurailla Freres Cognac, France.

MONEY-WEIGHT SCALES
Pay for themselves in
Less than a Year.
Sold on Easy Monthly Payments
PIERCE & CO.
Flood Bldg. (8th Floor) Market & Powell



J. F. Cutter Whiskey
IS THE BEST SELLER FOR THE RETAILER ON THE MARKET
E. Martin & Co.
Sole Agents
54 FIRST STREET
San Francisco

Attracting Trade

Display Summer Drinks.

Summer drinks are in season and grocers are able to utilize them to good advantage in dressing their windows. For a midsummer window a good variety of bottles of different sizes and brightly labeled can be used very effectively. A simple trim, quickly gotten up, is arranged as follows:

About the three sides of the window ledge place a row of bottles laid on their sides. On one side place quart bottles of mineral water; on another, bottles of rootbeer; on the third bottles of ginger ale. At intervals of about one foot along this border stand bottles of malt vinegar, upright.

In the center construct a pyramid of boxes of the same goods, so placed as to show the bottles. Place conspicuously on the pyramid a placard arranged in some catchy way like this: **Summer Drinks and Some Are Not.**

On either side of the pyramid build lower and smaller pyramids of boxes of different varieties. Prices by the dozen or case may be displayed when advisable.

Grape juice bottles arranged in triangles of three bottles each, standing on a carpet of grape leaves add variety to the display.

The form of a window trim of this kind can be changed, using the same materials, two or three times in the course of a week. Small sample bottles of this variety of summer refreshment can be obtained at a trifling cost and if given away to customers likely to buy will serve to create a demand for the goods.

If a standard of glass shelves is available it may be used in place of the central pyramid of boxes and will make a neat appearance.

A small refrigerator, with doors open and bottles shown in the spaces between bits of ice can be used in a low window in place of boxes or standard.

Displays of this kind have the advantage of being easily placed and moved, and not being of a perishable character require less watching than do those of green goods. Summer drinkables are generally profitable, and few articles as quickly attract buyers who would, without the display, pass the door without thinking of purchasing.

The Dollar Sale.

While the dollar sale is not an altogether new idea, it has some features that apeal with force for the August sale, says "The Manufacturer and Merchant."

Odds and ends of various lines made up into lots to close out at one dollar each will arouse interest among the women buyers.

Strikingly good values can be given to increase the attraction of such a sale. It will be a good idea to placard a number of these dollar values and the sale in general in different parts of the store. A poster showing as completely as possible the extent of the offerings and their worth should be gotten out and distributed.

To do this at a less expense prepare a half or full page ad., to appear in the local paper, and use the same form of type for the poster This will obviate the cost of setting the matter up twice and the publisher will be quite willing to make a reduction in price.

Making the Store Salefied."

Displaying a number of the most attractive offerings in the front window will further advertise the sale.

It is a mistake on the part of the merchant to think a sale does not require elaborate preparation. Elaborate in this case does not mean to make the store look pretty, but it does mean not to neglect an opportunity or overlook doing anything calculated to catch the eye and make an impression on store visitors.

A popular idea is to entirely change the appearance of the store by transferring the stock from one part to another and making prominent displays of the goods that go on sale.

The liberal use of placards will help to emphasize the impression that a sale of sales is on at Blank's.

Now, while all this entails a great deal of work and August temperature is not conducive to violent exertion, the clerk should have the interest of the store in mind and realize that the success of the sale depends upon the clerk quite as much as anything else—or everything else.

A Sample Sale.

Here is another sale idea that will help to clear the odds and ends in August. It is called a sample sale, and the "Dry Goods Reporter" tells of it as follows:

"You're invited to sample our stock. While you're doing it, we guarantee to save your money. We have thousands of samples which will be sold at about manufacturers' cost. They are samples of goods we carry all the time But hundreds of them are new, just secured from the manufacturers.

"We guarantee the quality to be as represented, in every case, and agree to refund the purchase price to any dissatisfied buyer. Nearly all of these samples, by which you may test this store's ability to serve you, are of liberal size—this is especially true of goods sold by the yard.

"Come to this sample sale—you'll save money by it."

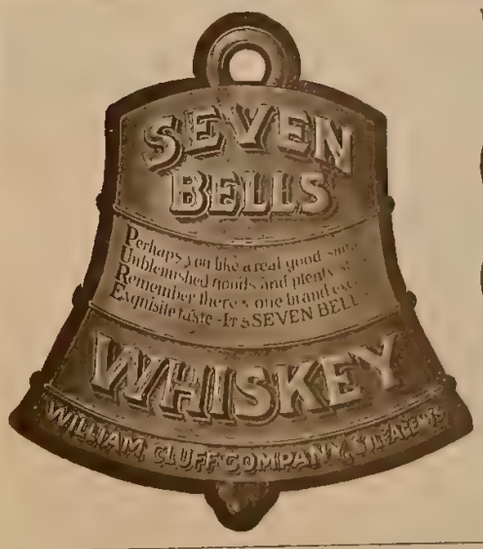
That's the way one merchant went after business. Loom End Sales, Mill End Sales, Manufacturers' Outlet Sales, Clearing Sales, Summer Sales—his town had been worked to death by them. They were chestnuts and as familiar to customers as that slang term, "chestnuts," is to you.

SEASONABLE SUGGESTIONS.

Salmon is become a staple food product in its various preserved shapes, yet doubtless there are grocers who are not posted as to the various kinds. Salmon is salmon, but all salmon does not fetch the same price. Prices range from the royal Chinook at the top to the chum or dog salmon at the bottom. These are the varieties: Royal Chinook; Sockeye, Blueback, Tye, or Red Salmon; Silver, Cohoe or Medium Red Salmon; Humpback or Pink Salmon; Steelhead; Chum or Dog Salmon It is not safe to judge canned salmon by its color. The oiliness and flavor are safer tests.

Honey is the only sweet that may be eaten in any quantity and for a long time without interefering with the action of any of the vital organs. Its food value is twice that of pork, pound for pound, and it has been noticed that persisten honey eaters are not nearly so liable to disease of the respiratory organs as those who do not use it at all. It is calculated that the entire honey product of sixty bees during their entire life will not amount to more than a pound of honey, an amount that a man with a good appetite would eat in a day without thinking much about it.

It is well known that liquors and wines are often flat, owing to the fact that the bottles carrying same have been in an upright position for a considerable length of time, thereby permitting the cork closures to become dry. The corks, when dry, as above described, allow the gases contained in the wines, or liquors, to escape, the pores of the cork being open when same is in dry condition. To overcome this it is the custom to store such liquors or wines with the mouths of the bottles turned downward or on the side, so that the liquid contents will have the effect of keeping the cork in the proper condition for making a tight seal.—American Carbonator.



WILLIAM CLUFF COMPANY
WHOLESALE GROCERS
SOLE AGENTS
SAN FRANCISCO CAL.

PACIFIC STORE AND OFFICE FIXTURE CO. INC.
TEL. BLUE 2571
F. A. OEHM, Pres.

Store Fixtures

DESIGNERS AND MANUFACTURERS OF
STORE, OFFICE AND BAR FIXTURES
3253-3259 SIXTEENTH ST.
San Francisco

Groeery Markets.

Commercial Outlook of the Western World as shown by Present Conditions.

Office of the ADVOCATE.
Thursday Afternoon.

ADVANCES.

Cumin seed, to 10 cents.
Primel Sardines, per case, to $7.75.
Raw Island Sugar, to $4.70.
Unbleached Seedless Raisins, 50s, to 5 cents; 20s, to $1.20; Bleached, 50s, to 6 cents; 20s, to $1.40.
Pacific Codfish, bdls., to 4½ cents; 100-lb. case, to 5¼ cents; Deep Sea, boneless, to 6½ cents; Richelieu, narrow cut, to 7¼ cents; Oak, 2-lb. bricks, to 7 cents; T. & B., 1-lb. tablets, to 8¼ cents.
Picnic hams, to 9¼ cents.
Whole Flaxseed, 3½ cents.
2 oz. Common Tacks, per dozen, to 10 cents.
California State Factory Cheese, to 11 to 13½ cents; Young America, to 12 to 14 cents.
Eastern Standard Hams, ¼ cent; local cure, to 13 to 14½ cents; boiled hams, 1 cent.
Breakfast bacon, Eastern Standard, 6-8, to 18 cents; 8-10, to 16½ cents; 10-12, to 15½ cents; Eastern fancy, to 20 cents; Euglish cure bacon, Eastern, 8-10, to 16 cents; 10-12, to 15 cents.
Pure leaf lard, ¾ cent.
Mess Beef, barrels, to $11.50; half-barrels, to $6.00; Family Beef, barrels, to $11.50; half-barrels, to $6.00; Extra Family Beef, barrels, to $12.00.
H. M. Wolter & Bros.'s cooked hams, Kingan, to 21½ cents; Cudahy's Rex, to 20½ cents.
Turpentine, cases of 2-5s, to 84 cents; drums and iron barrels, to 78 cents.
Apricots, choice in sacks, to 8 cents; fancy, to 8½ cents; fancy in 25-lb. boxes, to 9 cents.
Peaches, choice in sacks, to 8½ cents; extra choice, to 9 cents; fancy, to 10 cents.
Citron, lemon and orange peels, ½ cent.
Cotton twine, 1 cent.
Fruit wax, 25 16-oz. packages, to $1.10; 9-oz., to 8 cents.
Sugar, 10 cents per hundred.

DECLINES.

Family Pet Cream, to $3.10.
P. P. Co. Star Lobsters, ½ lb. flat, to $2.20; 1 lb. tall, to $2.70.
12-lb. Mops, to $1.65.
Borden's Pioneer Cream, 4 doz. large cans in case, to $3.75.
Porcelain fruit jars, box of 6, to $2.40.

SCARCE IN MARKET.

Royal Yacht Club Salad Dressing, large, $4.25.
Paragon Catsup, gal. tins.
Baby Pet Cream.
Milchner Herrings, kegs.
Bath Bricks.
Lemarchand Sardines, ¼.
Pie Apples, gals., 2½s.
Tayssonneau Anchovis in oil, small.
Atmore Condensed Minced Meat.
Rapeseed.
Mouse Brushes.

NEW IN MARKET.

R. S. 2 P. Salt, 36-2 lb. packages, at $2.25.

AGAIN IN STOCK.

Fer Renaud Maccaroni, 1s.
Crescent Tomato Mackerel, per doz., at $1.80.

CALIFORNIA CROP CONDITIONS.

The Weekly Report of the United States Department of Agriculture reports for California:

"The grain yield in most sections is below expectation and is up to average only in a few places. Barley has turned out better than wheat. Beans are doing well, but the outlook is not so good as earlier in the season. Raisin grapes have a high percentage of sugar and a heavy yield is probable. Walnuts are improving and in some sections the crop will be up to the average."

SUGAR.

An advance of 10 cents was made on Thursday afternoon of last week, too late for publication. The market remains firm at the advance.

New York, August 10th—Willett & Gray report:

Raws—The market developed strength and activity during the past week. Holders succeeded in obtaining advances on a basis of 4⅛ cents for 96 degree sugar. The demand must continue and further business is possible on the basis of 4⅛ cents, but holders are not inclined to part with more of their stocks except at higher prices. The European and American markets are now nearly on a parity. The outlook is for continued firmness during the month with a tendency in sellers' favor.

Refined—Firmness is indicated for the immediate future. Practically all buyers are well supplied ahead on contracts and they have been taking deliveries rapidly. In view of the oversold condition on refined and of the strength of raws, the next change in refined should be an advance.

New York, August 8th—M. G. Wanzor & Co report:

Raws—The market is strong. A sale of 3,500 bags of Porto Rico in port was made yesterday at 4 3-32 cents. Bids of 4 1-16 cents made by the refiners have been refused. The recent heavy purchase of Cubas by our refiners considerably lessened the unsold stock in the hands of the planters. The planters who did not sell two weeks ago are prepared to carry their suplies well along toward the end of the season. We believe they will get higher prices. Cables received to-day show that European quotations have regained 15 points of the 25 lost recently.

Refined—The consuming trade needs supplies. We think that the dealers who have sugar on hand will now get a profit.

New Orleans, July 31st—G. Schwartz reports.

"Good sugars are getting scarce. The advance of ten points on standard granulated to-day has caused a much firmer feeling."

TEA.

M. J. Brandenstein & Co. say:

"There is a reported shortage of about 25 per cent in Congous as compared with last year.

"India reports a shortage and an advance of 2 cents as compared with 1904 on desirable grades.

"Japs continue to come in slowly, and recent reports confirm shortage previously reported. Altogether the tea market is in a stronger position than at any previous period since the removal of the duty."

A. Schilling & Co. report:

"Recent letter advices from Japan say that the third crop is on the market, and is expected to be very short. Prices are very firm, and while some grades are higher and some lower than last year, on the whole they average about as in 1904. Everything would seem to justify the expectation of higher prices as the season advances."

COFFEE.

The Levin-Meyer Co. say:

"The coffee market has been very active during the past two weeks, and higher prices prevail both here and in the East, the advance locally having been less relatively than in the East.

"Coffees at 9 cents and less are now very scarce and hard to obtain.

"Importers at this port now hold about 42,000 bags, about two months' supply, and conditions here are very favorable for further advances here, even if no higher prices obtain at the East than at present."

New York, August 10th—Willett & Gray report:

"More confidence exists, chiefly owing to the disposition to cut down even the moderate estimates of the Rio and Santos crops and also the less favorable outlook of the growing crops. The actual position of coffee is perfectly sound. The current crop in Brazil is not sufficient for the world's requirements of Brazil coffees, so that any climatic conditions that will hurt the growing crop will be taken very seriously. Full values have been paid in every direction here for the working grades of Rio coffees as well as good to fine selections of Santos."

New York, August 8th—Volney Green & Son report:

"Conditions still firm with somewhat higher prices in the near future. The receipts at Brazilian ports are smaller than they were a year ago, and the demand has been very satisfactory. Buyers show more confidence now than they did when prices were lower. Low grades continue very scarce. The mild varieties are firm with prices working steadily upward to a higher level."

RICE.

M. Philips & Co. say:

"The market on Japs remains firm; in fact, you can buy Jap rice to-day in 'Frisco for less money than any place in the United States, "plus freight," and we strongly advise loading up at present prices, as the indication is that the new crop will open up at least one-third higher than the present market.

"**Fancy Carolina**—Market remains firm. Buyers are waiting for new crop, which this season will not be here until November.

"China rice remains the same as last report. Sandwich Islands rice is 10 cents higher."

New York, August 8th—Dan Talmage Sons Co. report:

"There is a decided improvement in demand. Samples of the first new crop show fine quality, with prices "way up." Offerings are small and sell quickly on a basis of 6 cents for fancy heads. Old crop, nearly equal in quality to the new, is being taken at 5¼ to 5½ cents. Cables and correspondence from abroad note full figures being obtained with small business."

CANNED FRUITS.

All the canners remain firm in their prices. Advances are expected in jobbers' prices on both apricots and peaches. Canners are now busy on peaches and pears. The crop of peaches is lighter than was expected. Heavy demands for green fruits for shipment have forced canners to buy at higher prices.

CANNED PINEAPPLE.

New York, August 7th—Paul Taylor Brown Co. report:

"Another advance in Singapore pineapple is recorded for this week. Only parcels of 1000 cases or over have been covered by our office in Singapore for the last ten days. Spot stocks are being closely cleaned up and there should be some interesting developments within the next ten days."

EASTERN TOMATOES.

Philadelphia, Pa., August 11th—The "Grocery World" reports:

"One of the oldest and most conservative canned goods concerns in Maryland in a confidential estimate of the tomato prospects to their Philadelphia agents said: "We do not see how a pack of 50 per cent of that of 1904 can be made. It would not surprise us to see a 75 or 80 per cent market this fall. Packers we represent refuse to take on any business at present.' One of the foremost Baltimore brokerage houses this week said: "Sellers of future tomatoes have apparently disappeared. We are offering 72½ cents, less 1½ for cash, for all the future we can find. Reports from various sections indicate unsettled crop conditions. A factor that indicates the strong ideas of packers is the fact that a number of packers, although they have sold only about one-half of their prospective pack, are offering to buy back their contracts, which they surely would not do if they felt that they were going to have a good crop."

Baltimore, August 4th—The "Trade" reports.

"Tomato packing will begin in earnest before a week has passed. The green fruit is still too high to permit of general packing. The severe hot weather of the last week of July did much damage. Spot tomatoes are gaining strength. No. 3 are now quoted at from 72½ to 75 cents. Holders of No. 2 tomatoes have been showing an inclination to clean up stocks. The result has been a slight decline on that size. The tomato report of the Tri-State Packers' Association, which meets at Washington next week, will have the effect of hardening values."

CANNED GOODS.

New York, August 24th—The New York correspondent of the "Trade" of Baltimore reports:

"**Tomatoes**—The market is firmer, with a strong tendency upward. On futures a firmer market is developing, with 70 cents f. o. b. factory the lowest quotation. Packers are not anxious to sell at even that figure, and 67½ cents would no longer be considered. In New Jersey, acreage is reduced, and the yield of the reduced acreage will also be less.

Peas—There is a good deal of skirmishing about for peas, more particularly since it became generally known that deliveries would not go over 50 per cent. Western packers estimate their deliveries at 45 per cent. New York State packers say they will not deliver more than 40 per cent. Conservative estimates place the total pack as possibly 50 per cent of expected output. Prices have not advanced, but active buying would probably result in an upward turn. All holders are firm in their views, and cheap goods appear to be wanting.

Delaware City, Del., August 5th—Chas. W. Pancoast reports:



WESTERN MEAT COMPANY

SAN FRANCISCO, U. S. A.

TOMATOES--Pack 1904 MAPLE SHADE FARM BRAND

Solid Pack and Solid Pack with Peppers are trade winners.
Quality finest. Prices right.

SUYDAM BROS. & ROGERS
WHOL SALE GROCERS
14-16 Spear Street, San Francisco.
Tel. Main 5896.

"A thorough canvas of Newcastle county shows half the acreage of last year planted to tomatoes, with the prospect of 75 per cent of a crop. Reports indicate this same condition prevails all through the State."

Aberdeen, Md., August 5th—Strasbaugh, Silver & Co. report:

"Holders of spot tomatoes are slow to name figures on account of the advance, and it is difficult to obtain sufficient offerings to be able to record the market intelligently. Growers have not sold, making the packers pay top prices for raw fruit. The cost of packing is thus increased considerably over first estimates.

Baltimore, August 5th—Thos. J. Meehan & Co. report:

Baltimore canners have been packing tomatoes shipped from outside points for about two weks. The real season will open in about a week. Reports indicate an acreage of about half of last year's crop with one-third fewer canneries working this year as compared with last. Indications are that the yield per acre will be small. The advance that has been taking place both for spots and futures is based upon these facts. The market is strong and more active than at any time since the advance began.

Colora, Md., August 5th—W. T. Fryer reports:

"It has been entirely too wet this season for tomatoes. The crop is late, and I look for a short pack."

Princess Anne, August 5th—C. W. Dashiell reports:

"The price of No. 3 spot has advanced to 72½ cents, and futures to 75 cents. The conditions of the crop on the reduced acreage fully justifies this price, if not higher."

CANNED CORN.

Delaware City, August 5th—Chas. W. Pancoast reports:

"The corn acreage will be 65 to 70 per cent in this section."

Aberdeen, Md., August 5th—Strasbaugh, Silver & Co. report:

"The pack in this section will be considerably less than estimated a few weeks ago on account of the rapid growth and unusual amount of rain."

Batlimore, Md., August 5th—Thos. J. Meehan & Co. report:

"The outlook for the corn crop in this section to date is favorable."

Baltimore, August 4th—The "Trade" reports:

"Crop conditions are good. There will not be as full a pack in this State as there was last year. Values remain unchanged. It will probably be a month before figures are finally settled for the season."

CANNED PEAS.

Baltimore, Mr., August 5th—Thos. J. Meehan & Co. report.

"The closing of the pea-packing season through the country finds a largely reduced pack. The jobbers are becoming aware of that fact. This is evidenced by their increased buying."

DRIED FRUITS.

Prices are stiffening. Packers are now paying more for apricots and peaches than they agreed to sell for earlier in the season. Late advices from New York tell of sales of 40-50's prunes at a basis of 3⅜ cents, Coast. The Eastern demand is growing, owing to the shortage there of apples and peaches. Santa Clara prunes are quoted at 3¼ to 3½ cents, bag basis. Europe has purchased quite heavily at the former figure. The old crop of raisins is well cleaned up and the new crop will be less than last year.

New York, August 8th—J. K. Armsby in an interview yesterday said: "The prune crop was originally estimated at 75,000,000 pounds. Growers are now talking of 65,000,000 pounds as the most that can be expected. The prunes are all on the trees yet, and there is time for the development of conditions that will make the crop even less than present minimum estimates. The most that can be said now is that prunes will be very short and prices will rule much higher, probably reaching a f. o. b. bag basis of 4 cents for Santa Claras and 3¾ cents for outside.

Hollister—The Gilroy Packing Company is short of prunes and its representatives have been ransacking the local market to find stock to fill orders.

Watsonville—The trend of the prune market can be best understood from the fact that three of the largest growers in the Pajaro Valley have sold their prunes on the trees to be delivered after they are dried, something orchardists have not been able to do for some years.

Vancouver, Wash., August 4th—A. C. Burdick says: "Nearly two-thirds of our crop of Italian prunes have already been sold in New York City and London. The few prunes left in growers' hands are held far above the buyers' views. Prices have advanced from 2⅜ to 2⅞ cents. Prunes are dropping badly, which will cut the estimate down 20 per cent.

RAISINS.

The market has firmed considerably under the influence of the new association and the recognized fact that, while the new crop will be considerably short of that of 1904, it will, at the same time, come upon a market comparatively bare. This promises well for the raisin growers not only for this year, but also for the crop of 1906. This year's crop is estimated at about 45,000 tons.

New York, August 8th—J. K. Armsby in an interview yesterday said:

"Old raisins are practically cleaned up. I do not believe there are 25 carloads of raisins all told on the Coast today, as against about 1600 cars a year ago. From present indications it looks like a crop of about 60 or 70 per cent of that of the last year. Since these raisins come on a bare market, and will be all the trade will have to depend upon, conditions would be firmer even without any combination, since last year the supply was larger and included an immense carry-over. The market was uncontrolled last year. This year 80 to 90 per cent of the crop is under the control of a strong combine of growers and packers. Opening prices on the new crop, which will probably be made about September 1st, will therefore be on a higher basis compared with those of 1904."

Hanford, August 10th—Packers outside the raisin-combine are reported as paying 3¾ cents per lb. for old crop raisins. Outside growers are said to have such high ideas as to prices that the outside packers are making little progress in securing contracts covering new crop raisins.

New York, August 8th—Spot raisins are quoted in this market at an advance of ¼ cent over those made last week. They are now held at 7¼ cents for fancy seeded, and 6¼ cents for choice, spot.

Valencia, Spain, July 6th—United States Consul J. L. Byrne reports:

"Owing to the improved methods of cultivating the Muscat vine, the largest crop on record will be produced this year. A yield of 30,000 tons is anticipated, as against 21,600 tons in 1904 and 2,300 tons in 1903. Lower opening prices are generally forecasted. Some even expect to be able to compete successfully with California growers in American markets. As stocks in foreign hands are reported almost cleaned up, the goods may be entirely taken up in European countries."

DRIED PEACHES.

The crop will be only one-half to two-thirds of early estimates. Heavy buying of the canners and shippers of green fruit has kept down supplies. Prices have advanced considerably over early estimates.

Yuba City, August 15th—The price of dried peaches is still advancing, 7½ cents being offered for Crawfords. It is expected that the advance in Muirs will approach 9 cents.

Los Gatos—The early peaches have ripened so rapidly that a larger quantity will have to dried than was anticipated. Peaches are bringing 7 to 7½ cents, with prospects for an advance.

Fresno—The "Democrat" says: "A wild fever has taken possession of the fruit packers in their efforts to secure contracts for dried peaches. The growers, knowing that there is a short crop and a clean market to sell in, are in no hurry to sell. The result has been a scarcity. Packers have been scouring the country in automobiles day and night. Contracts for 7 cents are being freely offered."

DRIED APRICOTS.

The heavy crop of dried apricots promised very low prices until the shortage in other lines made it evident that apricots were good property. Buyers have been offering the farmers as high as 7 cents for fine grade fruit.

Los Gatos—Strong demand for dried apricots by the packers have run the price of good round lots up to 7 cents. Small lots are selling at 6½ cents.

Santa Clara—Buyers are offering 7 cents for average grades of apricots.

DRIED APPLES.

New York, August 8th—Delmarle Bros. report:

"We have had a further advance in the apple market. The growers still continue to withhold offerings, and the market is practically advancing of its own accord."

St. Louis, August 5th—St. Louis Commission Co. reports:

"Present prices are entirely too low. Southern Illinois, Montana and Arkansas will not average over 20 to 25 per cent of a crop at the present time, and apples are still dropping badly. We think that both sun dried and evaporated apples will rule sharply higher when this season opens.

Newark, N. J., August 7th—E. V. Peirson & Co. report:

"At blossom time, a three-fourths crop of apples was expected. The estimate has diminished from various causes since that time to such an extent that we feel safe in saying that we shall fal short of half a crop in Western New York."

Wolcott, N. Y., August 7th.—Johnson & Northup report:

"The apple buyers are paying prices that are much beyond the reach of those wanting apples to evaporate. We think present prices will look very cheap next October and November."

CURRANTS.

New York, August 8th—The Greek Currant Co. reports:

"Cables just received indicate the possibility of either removing last year's crop from the market or forcing the price up to a parity with quotations on 1905-6 growth. In consequence it seems advisable to place business as early as possible on the present basis of price."

WALNUTS.

Ventura—J. M. Sharp, of Saticoy, says.

"The crop in this county will not be more than one-half, or, at most, two-thirds of last season, when between 150 and 160 carloads were shipped out. The walnuts will be of good size and quality. The association will try to establish a 15 cent price, as against 11 cents last year."

Carpenteria—Walnuts are not doing so well as it was thought they would earlier in the season. In many instances they will not be more than half a crop.

Santa Clara, Cal.—J. A. Montgomery, secretary of the Walnut Growers' Association of Southern California, says:

"It looks now as though the crop would be fully up to last season's output. The nuts promise to be of extra fine quality."

New York, August 5th—Hills Bros. Co. report:

"Mail advices from the primary markets indicate that this year's crop of walnuts will be considerably below the average in quantity. The crop of Cornes is estimated at two-thirds of the average with nuts larger and of good quality. Grenobles are estimated at one-third of a crop with big prices intimated in consequence."

Budapest, Hungary, July 14th—U. S. Consul F. Dyerchester writes:

"Severe frosts caused great damage to the walnut crop in Southeastern Europe. Hungary will have to import."

Valparaiso, Chile, July 25th—U. S. Consul R. E. Mansfield writes:

"The walnuts of 1905, which are gathered here in February and March, are estimated at 20,000 to 25,000 bags, as against the normal crop of 30,000 or 40,000 bags."

ALMONDS.

Late estimates of the almond crop are more favorable. It is now estimated that there will be from 60 to 70 per cent of a full crop.

PEANUTS.

Petersburg, Va., August 1st—The "American Nut Journal" says:

"Practically all the stocks of Spanish peanut in Petersburg are in the hands of one firm which is in a position to hold the price of $1.15 per bushel. The coming crop will doubtless be large."

HONEY.

Local commission men report a large crop of honey of fine quality with a weak market and probable declines.

Lovelock, Nev.—A shipment to London of 30 tons of honey was made this week. The shippers received 5 cents per pound, f. o. b. Lovelock.

New York, August 4th—Chas. Israel & Bros. report:

"Reports indicate that our crop of Northern honey will be short. California honey crop is fair. The crop in the South and in the West Indies has been light."

BEANS.

W. C. Barnard & Co. report:

"Probably one-fourth of the growing crop of Limas has already been contracted for. As the farmers seem disposed not to sell beans at a sacrifice, there will probably be a firm market all through September, October and November. Upon the Eastern demand and the ability of the farmers to hold their beans will depend whether there will be a decline in December. As the bean farmers are well to do and are well acquainted with the strength of the market, there is not a very strong probability of the market declining to any great extent before January 1st. The demand for future has been very strong and prices are quoted as follows: September-October delivery, seller's option, $3.50, October-November, $3.40; November-December, $3.35.

White Beans—The acreage of Lady Washington beans is small and the outlook for lower prices is not encouraging. We do not expect any white beans on the market until September 1st. The bulk will not come on until October 1st There is small probability of lower prices before November 1st

Small White Beans—Will probably be a short crop Present stocks are practically exhausted. Beginning of the season should therefore see a firm market.

Colored Beans—The crop is looking well. As these beans are harvested late and are liable to be caught by early rains no prices are being made for future deliveries.

Santa Ana, August 8th—Harvesting of 240 acres planted to beans began on the San Joaquin Ranch on August 7th. Yield is estimated from 15 to 20 sacks per acre. The total acreage of beans on the San Joaquin Ranch is about 6,000 acres, which is more than was ever planted before.

Yuba City, August 10th—A big yield of beans will probably be harvested this fall. The acreage is much larger than usual.

Holly, N. Y., August 7th—Smith, Partridge & Co. report:

"The crop will be very late. Few beans will be in shape to be put on the market before October 1st. At the best, the crop will not exceed 60 per cent. The lateness of the season places beans in danger of early frosts."

Ovid, Mich., August 5th—Chas. Cowan Seed Co. reports:

The coming crop will be about 60 per cent of last year's if weather is favorable. We think beans are good property since the new crop will be late and there are but few spot beans to draw from."

CANNED SALMON.

Prices on sockeyes were announced by the Alaska Packers' Association August 16th as follows, f. o. b. Puget Sound shiping points.

Talls, $1.35 per dozen.
1-pound flats, $1.50 per dozen.
Half-pound flats, $1.00 per dozen.

These prices are 35 cents per dozen higher for talls and for one-pound flats, and 15 cents per dozen higher for half-pound flats than they were in 1901 when the last big run was on.

With seven canneries operating at Bristol bay, the Association packed a little over 625,000 cases this year, as against 565,000 last year, when eleven canneries were operating. The Association canners south of the Alaska peninsula report an average pack. As packing is still going on, no definite figures are yet available. The packing on the Columbia River is still less than one-half of what was packed at the same date last year and the season closes by law on August 25th. The sockeye pack seems to be about over in British Columbia and Puget Sound. It is estimated that the pack will be about as follows:

Northern British Columbia, 200,000; Fraser River, 625,000; Puget Sound, 650,000. Total, 1,475,000 cases, as against 2,250,000 cases in the season of 1901.

The high price of sockeye salmon this year is due to the absolute dearth of old stock chinook and sockeye canned salmon and to the further reason that chinooks are largely oversold. The total Coast pack of this season is not likely to be much over 4,000,000 cases, as against 5,100,000 cases in 1901. Stocks in jobbers' hands are low, they having waited for the outcome of the sockeye pack. The general outlook for the salmon business is favorable.

Seattle, August 10th—Philip Kelley, of the Kelley-Clarke Co., in an interview said that the salmon canneries had planned to reserve 500,000 cases of this season's pack of sockeyes to carry them

Continued on page 26.

JAMES M. ELLIS
NOTARY PUBLIC
AND
Commissioner of Deeds
FIRE AND MARINE INSURANCE EFFECTED
323 Montgomery Street
Residence 1233 Geary St.
Tel. Main 5925. SAN FRANCISCO

WHITTEMORE'S POLISHES.



The World's Standard.

"Gilt Edge" dressing, blk.	$24 00
"Boston" Waterproof Polish (for men's and boys black shoes)	24 00
"Boston, Jr." 10c. size	10 00
"Dandy" Russet Combination	24 00
"Star" Russet Combination	9 00
"Dandy" Russet Paste	9 0
"Red Box" Russet Paste	5 00
"Champion" Black Friction Polish	24 00
"Champion, Jr." Black Friction Polish.	10 00
"Elite" Combination (for box calf, black vici kid, etc.)	24 00
"Baby Elite" Combination (for box calf, black vici kid, etc.)	10 00
"Elite Paste" for box calf (two sizes)	$9 00 5 00
"Superb" Patent Leather Paste	9 0
"Blue Box" Patent Leather Paste	5 00
"French Gloss" (in cartons, for ladies' black shoes)	9 00
"Royal Gloss," 4 oz. (for ladies' black shoes)	8 00
"Bossola" Waterproof Paste Polish, large	9 00
"Bossola" Waterproof Paste Polish, small	4 50
"Quick White" perfectly cleans dirty white shoes (two sizes)	$24 00 10 00

Cigars and Tobacco

Chas. Mattheas & Co. have not discontinued the manufacture of cigarettes as was reported.

Louis Brownstone is on the road in the interest of the Tuxedo cigar, made by S. Miller & Co.

W. T. Marshall has secured the agency for Al Fields and Nat Wills cigars, which are meeting with gratifying success.

W. B. McIntosh, coast representative of the R. C. Patterson Tobacco Company, returned Saturday last from a successful business trip through Oregon and Washington.

E. D. Marshall of Theobald Offenheimer & Co. of New York leaves for Honolulu on the 19th inst. in the interest of his firm. He will be absent about three weeks.

N. Venezia, of N. Venezia & Co., has been spending a few days in Monterey and Santa Cruz, pushing the sale of the high grade clear Havana cigar, manufactured by his firm, La Venezia.

H. L. Polack, coast agent for El Modelo cigars, made by the Cuban-American Mfg. Co. of Tampa, reports trade in excellent shape. He is receiving some good country orders these days.

The Tampa correspondent of "Tobacco" says: "Sanchez & Haya are steadily improving, adding almost daily to the factory force. They are now making 45,000 cigars a day, and will continue to add workers until the day's output reaches 55,000. Senor Haya is still in Cuba finishing his pack of tobacco, which will probably reach from 5,000 to 7,000 bales."

Tillmann & Bendel report large shipments of light colors of Sanchez & Haya clear Havana cigars, which are finding favor with the trade. They report increased sales of Recruits, and large orders for Cremo cigars packed in humidors for export trade. Trade in plug and smoking tobaccos in conjunction with Sledge plug is good.

R. H. Douglass, who has had charge of the cigar and tobacco department of Tillmann & Bendel for the past year, will retire from that position on Saturday to take the management of a large hop ranch near Ukiah in which he has been financially interested for some time. C. H. Schmidt, vice-president of Tillmann & Bendel will take personal charge of the cigar and tobacco trade for his firm for the time being.

The Tampa correspondent of "Tobacco" says: "At the factory of A. Santaella & Co. the things are congested. With two floors packed with cigarmakers no further move can be made till the new factory addition is completed. Still the orders for Optimo cigars are coming in by wire and mail, and would keep a much larger force steadily employed." Ehrman Bros. & Co., who are the local representatives of the progressive firm, who take a very large portion of the output of the large factory, says the business was never better. "The call for Optimos is the biggest ever."

Recent statistics show that Cuba's tobacco crop for the season just closed was valued at more than $30,000,000, compared with $26,046,431 in 1903, and $25,400,000 in 1902. Total exports of leaf tobacco in 1904 were 40,977,946 pounds, valued at $13,245,187, 24,128,430 pounds of which, valued at $9,931,802, came to the United States. Cigar exports numbered 205,244,298, valued at $12 302,969, of which 45,769,422, valued at $2.888,111, came to the United States. Of cigarettes, 14,662,209 packages, each package containing 14, valued at $404,-173, were exported. Of these the United States took 287,767 packages, valued at $7,055. The export of cut tobacco reached 226,648 pounds, valued at $81,-031, of which the United States took 72,205 pounds, valued at $23 583.

According to its wont of availing itself of the prevailing fad, the United Cigar Stores Company is utilizing the picture postal card craze to add to the attractiveness of its Flat Iron building store. At the end of the current week the "cow-catcher" of the store was elaborately decorated with postal card novelties, many of which have just been imported from Europe. Of late this store has been doing a profitable business in the sale of these cards, of which it has a remarkably extensive and varied assortment. Novelties of all kinds, whether they have to do with tobacco or not, are the Flat Iron store's specialty, and of late postal cards were found to be among the most successful; for not only is a substantial profit to be made from their sale, but they serve as an excellent advertisement of the store of which many of them bear a picture. —U. S. Tobacco Journal.

"Tobacco" says: "Dan A. Wolf, the enterprising Cincinnati cigar man, who is always devising clever schemes to attract trade, was out with a new and effective idea last week.

"Residents of the Queen City in large numbers received postal cards at frequent intervals bearing the single word

PLEASE.

"This was written with a carpenter's pencil in a large hand, and the writing was almost identically the same in every instance. The select list to whom these cards were mailed included lawyers, physicians, brokers and business men generally.

"When the first card arrived it excited mild surprise. When this was followed a few hours later by a second card, a fac simile of the first, and with absolutely nothing to indicate from whom it came, the curiosity of the recipient would be aroused, and he would generally murmur:

"Now, who the blazes can this be from, and what sort of a joke is it, anyway?" or words to that effect.

"Then when a day later a third card came to hand identical in appearance with the two preceding ones the curiosity of the recipient would be still further whetted. Thus when the solution came it was bound to make an impression.

"The solution was in the form of another postal card inscribed in the same peculiar carpenter's pencil handwriting:

PLEASE
SMOKE OPTIMOS
DAN A. WOLF"



EHRMAN BROS. & CO.,
S. F. Distributers.

DEATH OF C. J. HINK.

Santa Cruz, August 8th—Carsten J. Hink, a grocer of San Francisco and a member of the Schuetzen-Verein, died suddenly to-day at Camp Riverside, near Ben Lomond. He came here three days ago for a brief vacation. Death is believed to have been due to valvular disease of the heart, aggravated by acute indigestion.

PROTECTION THAT PAYS.

Los Angeles Grocers Praise the Effective Methods of Alpine Cream.

In his last report the secretary of the Los Angeles Retail Grocers' Association says:

"That the Alpine Evaporated Cream Company meant business when they signed a contract with the Retail Grocers' Association establishing a retail selling price of 10 cents per can—three cans for 25 cents on their Alpine Cream was recently demonstrated, when they took 250 cases from one of the "cutters" in this city in order to keep their established price from being demoralized.

"One or two of the smaller dealers were not maintaining the prices as they should, and the local agent adjusted each case at once. So far as we can learn, there is not a dealer in the city who is at present selling Alpine Cream for less than 10 cents a can, or three cans for 25 cents.

"The trouble with a good many manufacturers is that they are overanxious for business. They will sell dealers when they know at the time the sale is made that the price will be cut, but are willing to take the chance in order to make a sale, and very few indeed are there who will buy back half a carload of their products after the goods are delivered and paid for, simply to protect other dealers in making a legitimate margin.

"If we had more concerns like the Alpine Evaporated Cream Company doing business in Southern California the retail grocers would not have such a hard row to hoe to secure a profit on their goods. While it may be pretty expensive for a manufacturer to follow this policy, we believe that there are enough grocers here who do want a profit on the goods they handle and who will appreciate what is done for them by the manufacturer to enable them to get it, that a policy like the one adopted by the Alpine Evaporated Cream Company will be a winner for any manufacturer or jobber selling goods in Southern California.

"We heartily commend the stand this firm has taken and wish them success as long as they continue along these lines, which they assure us will be as long as they do business here."

WIN IN WASHINGTON.

The Trading Stamp Co. has secured a decision from Judge Hanford of the Federal Court of the State of Washington sustaining their claim that the law recently passed by the Legislature of that State at the request of the Retail Grocers' Association was in restraint of trade. While this law was practically the same as that presented to the California Legislature, it does not follow that they were exactly similar. The Supreme Court of California has not yet passed upon the constitutionality of the California law, although a decision is expected at almost any time.

QUALITY MAKES SALES.

A letter from Elben & Nor, the well-known Oakland grocers, is printed on page 4. It will be read with interest by every thoughtful grocer who receives this paper. Elben & Nor are successful grocers. Their success has been won through their always handling goods with which their trade was thoroughly satisfied.

This firm made a specialty of the Diamond "C" hams and bacons of the Cudahy Packing Co., and the result as shown in their letter, proves that their action was wise.

It's wonderful the hard luck some people are always up against. It seems to us that the fellows that are lazy or shiftless, or full of unadulterated cussedness are the ones selected in some mysterious way to be those unlucky chaps who are habitually up against hard luck. They are everlastingly long on woes and amazingly short on grit.

HENRY MILLER
5c CIGAR
SUPERIOR QUALITY
EHRMAN BROS. & CO., Distributors

Call for ASTI WINES
PRODUCED BY THE ITALIAN SWISS COLONY
Dry Wine Vineyards, ASTI, Fulton, Sebastopol, Cloverdale, Sonoma County, Cal.
Sweet Wine Vineyards, Madera, Madera County, Kingsburg, Fresno County, and Lemoore, Kings County, Cal.
Office and Salesrooms, Cor. Battery and Greenwich Sts.
Vaults, 1235-1267 Battery St. 101-169 Greenwich St. 1334-1336 Sansome St., S. F.
P. C. Rossi, President Telephone Private Exchange 448. A. Sbarboro, Secretary

A. VIGNIER CO.
429-431 Battery Street San Francisco
IMPORTERS
Sardines, Olive Oils, French Preserves, Washing Blue, French Castile Soap: Clover Leaf, Virgin, Dahlia, mottled, Wines and Liquors—A. V. H. Gin—imported goods only.
Sole Agents for the Genuine CLICQUOT Champagne
Only the GENUINE, Imported direct from France, bears Vignier's LABEL

News of the Coast.

CALIFORNIA.

Altadena—A grocery will be opened in the new store building at Lake and Mariposa streets.

Anaheim—Wallop Bros. have opened a finely fitted grocery in the new Odd Fellows building.

Elmhurst—Cramer Batsford has sold his interest in the grocery business conducted by Hopkins and Batsford in Red Men's building to Frank R. Hopkins. The latter will continue the business "at the old stand." Louis Gianni of San Francisco has opened a new grocery store in the Willows block, adjoining Newton Gray's drug store.

Haywards—The new grocery store of H. W. Holmes was opened to the public on August 7th. Mr. Holmes carries a fine stock and is building a good trade at once.

Hollywood—F. Marshall has moved into his new store, which is elegantly fitted in Mission style, with a handsome waiting room for ladies.

Lemoore—Fire at this place on July 1st damaged L. C. Stepp's grocery to the extent of about $5,000, with partial insurance.

Los Angeles—R. A. Brown, grocer, suffered a small fire loss August 6th, which was covered by insurance. E. W. Grannis of No. 1142 West Twenty-fifth street recently entertained the prominent retail grocers of the city with a dinner party at his home.

Modesto—The grocery stock of H. D. Fellows has been attached at the instance of the Hammond Milling Co of San Francisco, for $92. It is understood that Mr. Fellows is heavily involved and is not in position to resume the business.

Oakland—J. H. Henn, 279 East First street, has sold his grocery.

Ocean Park—H. C. Burmister is making many improvements in the interior of his elegant store.

Redlands—The Gregg Grocery Co. and the Great American Tea Co. will shortly move into the Ford block.

San Luis Obispo—Joe Thomas and J. J. Andre have opened a grocery store here.

San Pedro—Mrs. P. M. Armbruster has sold an interest in her grocery store to Edwin T. Schaller. East San Pedro will now have an up-to-date grocery store.

Sunset Beach—The Hummel block, corner Ocean avenue and Broadway, has been leased to J. A. Armitage, of Los Angeles. The storeroom on the ground floor has been stocked with groceries.

Uplands—J. D. Howell has purchased Mr. Kelsey's interest in the Fetrow & Kelsey grocery store.

IDAHO.

Blackfoot—T. A. Hayes & Son have started a grocery store.

Boise—Keyser & Hammond have sueceeded G. J. Clark, grocery.

Idaho Falls—D. L. Murphy has purchased an interest in G. S. Samuel's general store. S. Lewis has succeeded Lewis & Locke, general store.

MONTANA.

Great Falls—Burchard & Harrison have succeeded J. A. Bush, grocer.

Red Lodge—McIntyre & Campbell have succeeded McIntyre & Baldwin, grocery.

OREGON.

Albany—Chas. Miller has opened a grocery.

Forest Grove—F. M. Schultz has purchased Johnson & Johnson's grocery store and meat market.

Portland—Griffith & Bellamy's grocery store was recently damaged $1000 by fire.

St. Johns—James S. Carn has purchased the grocery and restaurant business of C. M. McKinnie.

WASHINGTON.

Aberdeen—Wm. Powers has leased quarters in the Pearson block, and will open a stock of groceries, flour and feed.

Bellingham—Frank Fenton, grocer, has purchased the grocery business of W. Tenny.

Davenport—C. C. Gibson is negotiating for the sale of his grocery and shoe store.

Garfield—E. J. McSherry, grocer, has closed out his stock and will remove to Spokane, where he will spend some time prior to re-engaging in business for himself.

Seattle—H. Gibson's grocery store was burglarized recently and a small amount of stock taken. E. C. Phair has discontinued grocery. G. W. Harvey has sold a half-interest in his grocery and meat market to A. F. Young. Anderson & Co. have started a grocery. J. C. Lang, president and manager of the National Grocery Co., announces his engagement to Miss Elsinger, of St. Paul. Mr. Lang is now East, and expects to make an extended trip before returning.

Spokane—F. H. Guse & Son are removing their grocery stock to Milan, where they will start a general merchandise store. J. F. Chapman has resumed his grocery business. P. R. Erickson & Co. have started a grocery. A. W. Allen has bought Eldred Bros.' grocery. W. F. Miller has purchased the grocery store of S. J. Brighton in Union park.

Sumas—A. E. Lapp, Sumas general merchant, is closing out lines of groceries, and in the future will devote his attention to handling dry goods, shoes, furnishings, etc.

Tacoma—J. Jensen, formerly from Dakota, has purchased the grocery business of J. M. Dennett. Bloomquist & Larsen's grocery store, H. W. Meyers & Co.'s hardware store and Hogberg & Berg's shoe store were burglarized a few days ago. J. J. Enright is reported buying Mrs. C. J. Wise's grocery.

BRITISH COLUMBIA.

Vancouver—Jas. McNichol has succeeded R. & M. A. Cummings, teas and coffees.

CARNATION CREAM





EVERYBODY USES IT

Purest - Richest - Finest Flavor

Best for Cooking
Best for Drinking
Best for Assimilation.

Leaves no after taste in the mouth
Keeps in All Climates
Absolutely Free from Disease Germs.

EVERY GROCER IS A CARNATION MILKMAN

Pacific Coast Condensed Milk Co.
Manufacturers
SEATTLE, - - WASH.

Spohn-Patrick Company
Agents
SAN FRANCISCO, CAL.

THE STOCKTON CONVENTION.

An Interesting Demonstration to be Made.

Through the courtesy of the Hedges-Buck Co. of Stockton the Bond Scale Company will, during the convention, demonstrate on the automatic weighers that have made the company famous.

P. E. Lenfestey, agent for Northern California, Oregon and Washington, will attend personally and set up one of the full-sized No. 2 machines, and show the attending grocers just what the machine is, what it does, and how it does it.

As this weigher has been declared to have "more merit than any other modern fixture offered the grocer," it should prove a very interesting feature of the convention.

DEMAND BIGGER THAN EVER.

More People Use Carnation—The Cream of Creams

Carnation Cream is more than keeping pace with itself as a reliable seller and a household necessity.

The demand to-day is unprecedented in the history of this favorite article. The dealers, knowing it to be an article of superior merit, never hesitate to push it with their trade.

The present advertising campaign to the consumers of the Pacific Coast Condensed Milk Co., manufacturers of this cream, is beginning to produce even better results than the former efforts of this enterprising concern.

Whoever once uses Carnation Cream is ever after a Carnation enthusiast.

ASSOCIATION NEWS.

Albany, Ore.—The Albany Business League has apointed committees to persuade the city council of Albany to pass an ordinance prohibiting the establishment of trading stamp stores in that city.

Canada—The Grocers' Associations of Canada have secured the enactment by the Dominion Parliament of a law making it a criminal offense punishable by heavy fines to issue trading stamps. The trading stamp people mustered a big lobby, and came near getting the bill sidetracked till after prorogation; but the grocers won after a hard fight. Their opponents threaten to fight the statute in the courts, claiming that it is an "illegal restraint of trade." The Ministry supported the bill as a Government measure on the ground that the vicious gambling system of using trading stamps combined a lottery feature with a form of compulsory selling.

Cleveland—The bakers and grocers are still negotiating. The bakers have agreed to drop their free deals and premiums.

Wichita, Kan.—The grocers of Southern Kansas, Oklahoma and Indian Territory, wholesale and retail, held a big picnic on Thursday, August 3d, which was attended by 7,000 people.

Denver, Colo.—At a meeting of the Association held July 27th, discussion brought out the fact that while some members had recently paid $1.15 for potatoes others had paid only 80 cents. The secretary was instructed to get competitive prices and to learn what could be saved should the members pool their purchases and buy direct

Philadelphia Pa.—The State Grocers' Association of Pennsylvania will hold its ninth annual convention at the Continental Hotel, Ninth and Chestnut streets, Philadelphia, from Monday to Thursday, August 21st to 24th inclusive. The convention will be organized and listen to reports on Tuesday. On Tuesday evening the secretaries meet. The program includes many interesting discussions.

WILL MAKE COCOA.

Point Richmond, August 10th—The Van Emden Cocoa Company has acquired a parcel of land on Richardson avenue, near the Southern Pacific railway depot, for a factory site. Plans for a high, three-story building, 30x60 feet in dimensions, are now in readiness.

It is understood that the Van Emden Cocoa Company will hasten construction of its factory and be soon in position to begin manufacturing on a large scale. Subsequently a larger factory will be erected.

What's the matter with a good and profitable candy counter in the store? As a side line confectionery appeals to the grocer. It sells to old and young. Many an old farmer, gnarled and weather-beaten, is glad to purchase candy for his children in order that he may have an excuse for consuming it himself. And this is especially the case if he has been formerly an immoderate user of intoxicants.

While not an absolute necessity, the restroom is close to it. It is a paying investment and a trade drawing feature of any store. It need not be elaborately fitted up. The chief requirement is a place where the women can retire and wait or rest without feeling that they are in anyone's way or that anyone is watching them. Plenty of easy chairs, a few magazines and a supply of drinking water will be good starters. A mirror with brush and comb or a complete toilet room adjoining will be found very acceptable.

Chas. Jacobson & Co.

210-212 Davis Street

DISTRIBUTERS OF

Fancy Butter and Honey

Dairy Butter and Eggs

Produce Market

THURSDAY AFTERNOON

BUTTER.

The butter market is steady at quoted prices.

California creamery, extras	24	25
" " firsts	22½	23
" " seconds		22
" dairy, extras		
" " firsts		21
" " seconds		
Store butter	18	19
Storage		
" Creamery extras		
Pickled		
Keg		

EGGS.

There has been a slight weakening in the market, though quotations are unchanged, except for California ranch which are 1 cent less than last week.

California Ranch white	30	
" " mixed colors	26	27
" Gathered,	22	24
Standard		
Seconds		
Eastern, selected	22½	24
Standard	18	20
Seconds	17	
Storage, Cal., Selected		
" " Standard		
" " Seconds		
" Eastern Selected		
" " Standard		
" " Seconds		

CHEESE.

The cheese market is very steady.

California full cream	12½
" choice	11½
" common	Nominal
Young Americas	13
Eastern full cream	15 15½
Oregon	

POULTRY.

There is a very weak feeling in the poultry market. All kinds are in poor demand and the market is overstocked.

Turkeys, young live	25	27
" old gobblers	19	20
Dressed Turkeys	nominal	
Roosters, young, per doz	6 00	7 50
" old "	4 50	5 00
Hens	4 50	5 50
Fryers, per doz	3 50	4 00
Broilers, per doz, large	3 00	3 50
" " small	2 50	3 00
Ducks young	4 00	5 00
" old	3 50	4 00
Pigeons, young	1 50	1 75
" old		1 25
Geese' per pair, old 1 50-1.75; young	1 50	1 75

BEANS AND PEAS.

The bean market is active, and prices on several varieties are higher.

Small Whites	3 00	3 75
Large "	2 40	2 80
Pea Bean		
Pink	3 25	3 75
Horse	1 40	2 25
Red	6 00	7 00
Kidney	4 00	5 10
Lima	5 50	5 65
Bayos	4 00	4 50
Butter (large)	nominal	
Black Eyes	3 25	3 50
Dried Green Peas, per 100 lbs	2 25	2 50
" Niles " " " "	2 25	2 50

POTATOES AND ONIONS.

No marked activity is displayed.

River Burbank	40	65
Salinas " No. 1, 80c-$1.00;	No. 2, 60c	
Oregons, Old	Nom.	
Merced Sweets	Nom.	
Australian onions	Nom.	
Red (new)	55	
Yellow (new)	75	1 00
Garnet Chili	40	50

GROCERY MARKETS.

(Continued from page 23.)

through the three years that must intervene before another big run would come. This would cost about 25 cents per case for storage and insurance. But now the run of the sockeyes is at an end and the price for talls is $1.50 per dozen, or $6 per case, which is the highest price quoted for salmon on the Puget Sound, the plans would be changed. He said:

"Because a large pack of sockeyes was expected, independent packers rushed to get rid of their Alaska red salmon at prices under the $1 price fixed by the Alaska Packers Association on July 6th. The price was gradually broken down to 92½c. The sales were heavy under the low price, but even before the shortage of the sockeye run became apparent, the market assumed a firmer basis. As soon as the trade at large learns of the sockeye shortage, a sharp advance in prices of Alaska reds is expected, as they cannot be sold at the prevailing price at a profit.

"There is also a big shortage in Southeastern Alaska points in pink salmon. Latest reports indicate that Alaska packers will this year put up about 150,000 cases of pinks as against 325,000 cases last year, and as against 600,000 cases in 1903. Of course, there are only forty-two canneries in operation in Alaska this year, as against seventy-two last year, but the pack will show a much larger shrinkage in the number of cases put up than expected.

"The Alaska pinks are very popular in the South and there is an ordinary demand for 500,000 cases per year. Now, if Alaska will only produce about 150,000 cases of the pinks, some idea of the effect it will have upon the market will be apparent at a glance. It shows why prices will be higher this year and still higher next year. The pink salmon is probably in a stronger position today than any other grade of fish. There is even a strong demand for chum salmon, which is largely oversold at from 65 to 70 cents per dozen.

"In view of the foregoing, all canneries, especially on the Sound, will go after the humpbacks, packing as many of them as they can. In summing it all up, it can safely be said that the run of the sockeyes has been a great disappointment, the pack not being quite half as large as expected. If the next big run will not come for four years there is no telling where the market price for the fish will go during the passing of that time."

Seattle, July 29th—Brady & Co., Inc., report:

"Packers have made arrangements for a gradual distribution of salmon that will prevent any demoralization of the market. We all know that 300,000 to 400,000 cases can be sold to American trade at Columbia River chinook prices. The jobbers will be wise to refrain from attempting to bear prices since there is no money to be made in a disorganized market."

Bellingham, August 10th—The first run of sockeye salmons is waning rapidly. The number of humpback mixed with the sockeyes is grawing larger each day, and the size of the sockeye taken during the last few days was on the average larger than before during the season.

Seattle, August 11th—Canneries have not been working to capacity on Puget Sound for the past few days. The most of the salmon that are being taken from the traps are hump backs. The presence of the humpbacks in large number at this time is taken as an indication that the second spurt of sockeyes will not be as large as the first run. In that event the total pack will probably be 25 or 30 per cent short of the pack of 1901. The only section that is now expected to reach the mark of the last big year is Columbia River, and the pack of that district will probably exceed the mark of four years ago. The Sound canneries have only packed to capacity during ten days. The second spurt of sockeyes is expected to begin between August 15th and 20th. According to the best information obtainable, few contracts have been made for the new pack. The market is entirely devoid of sockeyes at the present time, only Alaska reds and Columbia River grades now being quoted. Alaska reds are a drug on the market.

FISH.

New York, August 8th—Strohmeyer & Arpe report:

Irish Mackerel—Curing of spring fish is about over. Good mackerel are scarce and prices very firm.

Holland Herring—Prices are coming down and will soon be normal. Fishing is way behind last season. First shipments are due to arrive next week.

Scotch Herring—Fishing is far behind last season and prices very firm.

Imported Oil Sardines—France reports a virtual failure of the catch and hardly anything has been packed. Advances are looked for if the catch does not improve very materially in the near future.

HERRING.

Wieland Bros. say:

"The catch of Holland herring up to the end of July was 45,000 barrels short of that of last year. August, however, is always a banner month in the herring catch and the shortage may be made up, if not wholly, at any rate, in part."

SARDINES.

Wieland Bros. say:

"The catch of sardines in the French waters was a failure so far."

Philadelphia, August 11th—The Grocery World says:

"Only 9 of the 32 factories in the leading sardine packing district in the leading sardine packing district in France are operating. The rest cannot get sufficient fish. The season does not end until November, so that there may still be some fish packed, but nothing near a normal pack. The situation is about as bad as last year. For this reason the situation is very firm."

CANNED OYSTERS.

Baltimore, August 4th—A. F. Jones, secretary of the Canned Goods Exchange here, reports:

"The falling off of the supply of oysters still continues. The oyster receipts of Baltimore packers for the past season was 2,008,287 bushels, as compared with 2,104,240 bushels in 1904, a decline of nearly 100,000 bushels."

SPICES.

New York, August 8th—John Clarke reports:

"Market is getting more active, with general upward tendency on all grades, especially pepper, ginger and pimento. Prices will certainly be higher on many grades in September and October."

Baltimore, Md., August 3—McCormick & Co. report:

"The market during the past week has been much excited, with heavy transactions in pepper as well as cloves A 13c market on pepper is predicted by some."

HAY.

Somers & Co. say.

"Strictly fancy grades are selling easily, at good prices, and the medium and poorer grades are dragging badly. There is a growing uneasiness on the part of many farmers who have no storage facilities and who, being dissatisfied with the market, have been holding for a possible advance. Considering the large amount of hay that will be stored throughout the country in one way or another, the prospect for an improved market is not at all promising.

"Prices are being held at about the same range as quoted last week."

DAN O'CALLAGHAN

REAL ESTATE

AND

INSURANCE BROKER

City Agent

Liverpool & London & Globe Ins. Co.

Telephone, Main 5238

22 Montgomery St., San Francisco

(Mr. O'Callaghan was for many years a member of the firm of O'Callaghan, Nelson & Co.)



It has come to our knowledge that there is an attempt to introduce on the market a WASHING AMMONIA made from **Bones and Animal Refuse.** We trust that the trade will take time to investigate the character of this STUFF which, if sold to the consumer, will only tend to discourage the use of Ammonia as a household article.

PACIFIC AMMONIA BOTTLING CO.,

Sole Manufacturers of Ammonia from mineral products on the Pacific Coast.

GEO. HERRMANN, Pres., 310 Sacramento St., San Francisco, Cal.

CAUTION—As there are numerous brands of impure and weak washing ammonia offered to the trade imitating the style of our label, be careful to see that our signature Trade Mark is on each bottle.

Trade Mark.

New Brew

YOSEMITE LAGER

BREWED BY THE

ENTERPRISE BREWING CO.

Telephone: Mission 152.

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Business Law for ...Business Men

A Reference Book of 574 Pages showing the

Laws of California

for Daily Use in Business Affairs.

Tells What You Should Know.

Compiled by **A. J. BLEDSOE,** Member of the Legislature for Sessions of 1891, 1893 and 1895.

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Retail Grocers' Advocate,
456 Montgomery St., San Francisco
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Gilt Edge Whiskies
THE VERY BEST
WICHMAN, LUTGEN & CO.
Sole Proprietors.
Agents for Moerlein's Cincinnati BEER
29-31 Battery St., - San Francisco

SALEM BEER
SUITS THOSE WHO ARE PARTICULAR ABOUT THE BEER THEY USE.

IT HAS THE FLAVOR
IT HAS THE AGE
IT HAS REPUTATION
IT IS MADE RIGHT

Those who have used it know it. Those who do not know soon find it out after a trial.

SALEM BREWING ASSOC'N
BREWERS

BOTTLED EXCLUSIVELY BY THE
Sunset Bottling Co.
3109 20th Street
SOLE AGENTS

Amusements

MAJESTIC THEATRE.

"The Bonnie Brier Bush" is being presented at the Majestic, and it is being presented remarkably well when one considers that it is the work of a stock company and that practically all the characters use the Scotch dialect. The story is a very beautiful one and the leading part of Lachlan Campbell is filled with remarkable cleverness by Landers Stevens. Frank Bacon as the post-man made a decided hit James Neill and Edythe Chapman Neill will next week present "Hearts Courageous," a play written by Ramsey Morris and Franklin Fyles, based upon Hattie Erminie Reive's celebrated novel.

ALCAZAR.

White Whittlesey is continuing his success. This week he appears as "Prince Otto," one of Robert Louis Stevenson's interesting heroes. Prince Otto falls in love with his wife after three years' estrangements and the complications that ensue make up a very pretty story. Miss Lawson and a strong company support Mr. Whittlesey.

GRAND OPERA HOUSE.

Glickman's Yiddish players are completing their last week. "King Solomon" is billed for Saturday night, with "Rabbi Osher in America" for Saturday matinee. Denis O'Sullivan opens his season of Irish dramas on Sunday afternoon, when he presents "Arrah Na Pogue." Mr. O'Sullivan will sing a number of old Irish ballads and some that are new.

CENTRAL.

Hall Caine's famous story, "The Bondman," is being presented at the Central under the title of "Land of the Midnight Sun." The company is strongly cast, and there are some remarkably realistic scenic effects. The scene of the outbreak of the valcano in the sulphur mines is a real triumph in stagecraft. Next week the popular rural drama "On the Wabash" will be presented.

TIVOLI.

The run of "Rob Roy" is rapidly drawing to an end. Next week will see the last performance of this splendid production. It is to be followed by a splendid production of "Erminie," which will be staged with unusual elaboration.

FISCHER'S.

A strong program of clever vaudeville headliners is attracting crowds to this little theatre. Every turn is a good one and every performance is well attended. There are two performances each evening and a matinee every afternoon.

CHUTES.

"Les Parisiennes," the novelty dancers who scored such a success at the Orpheum last week, are the headliners in the program at the big theatre Carter, Desmond & Bailey, the colored entertainers, continue their success. There is a long bill full of variety and interest. The Zoo and the other attractions of San Francisco's great play ground continue to draw.

FRISCO GROCERS MEET.

The regular meeting of the "S. F. Retail Grocers" on Wednesday evening was devoted principally to a discussion of the threatening advance of the liquor license from $84 to $500 a year. The committee appointed to attend to the matter reported having made arrangements to co-operate with the Royal Arch, the California Liquor Dealers' Association, the Beer Bottlers Association and the Brewers' Association. The plans to be followed were explained at length and approved.

A letter was received from the Pacific Coast Condensed Milk Co. explaining that the disrupted condition among the jobbers made it practically impossible to maintain the price of 10 cents, straight, on Carnation Cream at the present time and agreeing to allow the 25 cents per case rebate on Carnation Cream to those selling 3 cans for 25 cents until conditions should change. The matter was laid on the table.

President Salomon spoke at length of the loss the trade had suffered through the death of T. J. Parsons. He presented resolutions of respect that were adopted by a standing vote.

The chair was instructed to appoint a committee of five to arrange a theatre party for the latter part of October to meet the funds necessary for the payment of the organization's per capita tax of $1 per member to the State Association. Fifteen delegates were elected.

A motion to allow the delegates $10 each for expenses was amended on motion of J. P. McGuire to read $15 after Mr. McGuire had made a valiant attempt to have the allowance put at $25. The $15 motion was carried.

AN INTERESTING REPORT.

Costs Over Ten Million Dollars To Pay Less than Four Millions of Fire Losses.

The last annual report of M. D. Wolf, Insurance Commissioner for California, shows a very interesting condition of affairs.

There was paid for premiums to fire insurance companies during the past year, $10,104,033.49.

The losses for the State of California amounted to $3,830,252.77.

The ratio of losses was somewhat above the average. This means that $6,273,780.72 was left with the insurance companies to pay them for the distribution of not quite four million dollars of losses.

It is no wonder that the "Insurance Trust" does not want a "mutual fire insurance law" in California.

FOR RENT—A corner store suitable for grocery and bar, N. W. corner 22nd and Howard; 2 living rooms, a basement and a store room included. Lease will be given.

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Agents and Exclusive California Bottlers of the Famous
OLYMPIA BEER
BREWED IN OLYMPIA, WASH.
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VALLEY BREW LAGER
from
Richmond Bottling Works.
Zimmerman & Ruhland,
'Phone Pine 1787.
32d and Clement Street,
San Francisco, Cal.

Champagne.

Veuve Clicquot, qts	$32.25
Veuve Clicquot, pts	34.25
Ruinart, Magnums, 6 to case	30.50
Ruinart, qts, 1 doz to case	32.40
Ruinart, pts, 2 doz to case	34.20
Ruinart, ½ pts, 2 doz to case	18.00
Vintage 1893, qts, 1 doz to cs	46.50

Brandies.

	Per case
Martell's One Star, 1 doz qts	$16.00
Martell's Two Star, 1 doz qts	19.00
Martell's Three Star, 1 doz qts	20.00
Martell's Three Star, 2 doz pts	23.00
Martell's One Star, 2 doz f'ks	18.00
Hennessy's One Star, 1 doz qts	17.50
Hennessy's Three Star, 1 doz qts	21.00
Calif. dom qts	12.00



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Hammond & Co.
Bottlers
Office and Depot
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SWEET CIDER
½ Gal. Bottles,
BOILED CIDER
Quarts
Pints

Mineral Waters.

Aetna, splits, 100 to cs	$6.50
Aetna, pts, 100 to case	9.00
Aetna, qts, 50 to case	7.50

GINGER ALE
Belfas Ginger Ale Co.,
D. Steimke & Co. Prop.
All Carbonated Beverages.
COR. UNION AND OCTAVIA STS.

	PINTS.	QTS.
Soda Water	$ .80	$1.50
Ginger Ale	.80	1.50
Sarsaparilla	.80	1.50
and Iron	.80	1.50
Cider	.80	1.50
Cuban Punch	.80	1.50

Case Prices, 2 Doz. per Case.

Porter.
(E. & J. Burke's Guinness')

Stone, pts, 8 doz to bbl	$16.50
Glass, qts., 4 doz to bbl	14.00
Glass, pts., 8 doz to bbl	16.50

Specialties of
Milbert Mercantile Co.

H. B. Ky. Bourbon, per gal	$2.75
H. B. Ky. Bourbon, Ex spcl	3.25
Union League Ky. Brbn, AA	2.50
Union League Ky. Brbn, 1 gal	2.25
El Monte Ky Brbn, 1 gal	2.25
Maryland, Monogram, 1 gal	2.75
Forum, Bourbon, 1 gal	2.00
W. H. McBrayer's Cedar Brook 5 yrs	3.00

Hunter Baltimore Rye.

Per case, 1 doz. 5's	13.00
In 5-case lots	12.50
In 10-case lots	12.00

Milbert Mercantile Co.

H. B. Bourbon (spcl)	$10.00
H. B. Rye	10.00
H. B. pt. flasks, 4 doz to cs	12.00
H. B. ½ pt flasks, 6 doz to cs	9.50
H. B. 1½-oz bots, per gr	12.00
Union League "AA"	8.00
El Monte Bourbon	8.00
Forum Bourbon	7.00
J. Baumgardner Rye	12.00
Maryland Monogram	9.00

W. H. McBrayer's Cedar Brook.

Per case, 1 doz 5's	$12.00
Per case, 2 doz pts	13.00
Per case, 4 doz ½ pts	14 50
Per case, 20 doz 1½-oz	18.50

Jesse Moore Whiskies.

Ex Pony Bourbon	$18.00	$17.50	$17.00
AA Bourbon	11.00	10.50	10.00
C Bourbon	8.50	8.25	8.00
AA Bourbon, 5 doz, 4 oz	10.00	10 00	9.75
AA, Pt Flasks, 2 doz	9.00	8.75	8.50
AA, ½ Pt. Flasks 3 doz	6 75	6 50	6.25
Old Rye	11.00	10 50	10.00

Jesse Moore Hunt Co.
(In barrels or half barrels)

Extra Pony Bourbon, gal	$7.50
AA, Bourbon, gal	3 75
B, Bourbon, 1 gal	3.25
C, Bourbon, 1 gal	2.75
No. 1, Bourbon, 1 gal	2.25
AA Rye, gal	3.75
C Rye, 1 gal	2.75



STANDARD BOTTLING CO.
BEACH STREET
Between Stockton and Dupont
SOLE AGENTS
LOS ANGELES BREWING COMPANY.
Beer furnished Grocers in Botles or Kegs.

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BOTTLING WORKS.
Blume & Gardner,
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Culmbacher.
Extra Pale.
XXX Porter.
Half and Half.
Lager and Steam Beer in Kegs.
160 Shotwell St.,
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Bottles, $7 00 Doz.
1 doz per case.

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For Sale—Hardware and general merchandise business, centrally located in thriving university town. Bona fide A 1 bargain. Excellent opportunity for country merchant wishing to give his children greater educational advantages and cultured surroundings. Will give long lease to responsible party. Address Box 123. Retail Grocers' Advocate.

FOR SALE.

Grocery, Feed and Vegetable Store in one of the best towns in Central California. Stock, fixtures, horses and wagons. Price $4,200. Does a yearly business of $25,000. Established 11 years. Address N. care

Retail Grocers' Advocate
456 Montgomery Street.

Mothers! Mothers!! Mothers!!!

Mrs. Winslow's Soothing Syrup

has been used for over SIXTY YEARS by MILLIONS of MOTHERS for their CHILDREN while TEETHING, with PERFECT SUCCESS. It SOOTHES the CHILD, SOFTENS the GUMS, ALLAYS all PAIN; CURES WIND COLIC, and is the best remedy for DIARRHŒA. Sold by Druggists in every part of the world. Be sure and ask for "Mrs. Winslow's Soothing Syrup," and take no other kind. Twenty-five cts. a bottle.

Phone Mission 238

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WORCESTERSHIRE SAUCE

BE SURE and GET the GENUINE

½ Pts., per doz. $1.20
Pts., per doz..... 2.20

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Free Running (in Pkgs.) for table
Velvet Grain (in Bags) for kitchen
Sold by all Jobbers

ESTABLISHED RETAIL PRICES.

We give below the articles on which the manufacturers have established a retail price.

These prices are for common points like San Francisco, Los Angeles, Portland, Seattle, and all terminal points.

Where freight is paid it is should be added to prices quoted if the nature of the goods will permit.

Every Association on the Coast has the privilege of listing these goods, as the manufacturers thereof have bound themselves to see that these prices prevail in California, Oregon and Washington.

We would urgently request grocers to notify us promptly of any instances where the above prices are not being maintained.

Pacific Coast Retail Grocers' Ass'n.,
H. W. THURLOW, Secretary.
456 Montgomery St., Rooms 413-414
San Francisco, Cal.

BAKING POWDER.

Schilling's 1-lb.	$0.45
Schilling's ½-lb.	.25
Schilling's ¼-lb.	.15
Rumford, 1-lb.	.30
Rumford, ½-lb.	.15
Rumford, 3-lb	.75
Rumford, 5-lb.	1.25

BREAKFAST FOODS.

Grape Nuts .....15c; 2 for	.25
Shredded Wheat Biscuits, 15c; 2 for	.25
Triscuit .....15c, 2 for	.25
Ralston Breakfast Food.....	.15

CATSUPS.

"Our" Mothers, ½-pt.	.15
"Our" Mothers, pt.	.25
Bishop's, ½ pt.	.15
Bishop's, pt.	.25
Bishop's Chili Sauce, ½-pt.	.15

CEREALS.

3-H. Mush	.10
Dr. Price's Wheat Celery Flakes.. .....15c; 2 for	.25

STARCH.

Riverside Corn, lb.	.08
Riverside Gloss, lb.	.08
Elastic	.10
Pop Corn	.10

CEREAL COFFEE.

Figprune Cereal	.25
Postum Cereal, large	.25
Postum Cereal, small	.15

COCOA AND CHOCOLATE.

Lowney's Cocoa, ½-lb.	.25
Lowney's Ground Chocolate, 1-lb...	.30

COFFEE.

Ponce De Leon, lb.	.40
Golden Gate, 1-lb. tins.....	.40
Wedding Breakfast, 1-lb tins.....	.35

M. J. B. COFFEE.

1-lb. tins, Oakland, San Francisco..	.35
1-lb tins, all other territory.....	.40
3-lb. tins, all territories	1.00

CRACKERS.

Bishops' Princess Sodas, 1-lb.....	.10
Bishops' Princess Sodas, 3-lbs.....	.25

CREAMS.

Alpine Cream.....10c; 3 for	.25

FLOUR.

Globe Grain and Milling Co.

"A1" Flour, 50-lb. sack	1.40
"Banquet" Flour, 50-lb. sack.....	1.30
Silver Star, 50-lb. sack.....	1.25
Whole Wheat Flour, 10-lb. sack...	.40
Graham Flour, 10-lb. sack.....	.35
Corn Meals, 10-lb sack.....	.30

Standard Flour Co.

Summit Snow, 50-lb. sack.....	1.35

Bay City Mills.

White Foam, 50-lb sack.....	1.30
Bay City, 50-lb sack.....	1.30

Del Monte Milling Co.

Corn Meals, 10-lb sack.....	.30
Del Monte Graham, 10-lb. sack....	.35
Del Monte Whole Wheat Flour, 10-lb. sack	.40
Semola, 4-lb.	.25
Semola, 2-lb.	.15
Nutty Grains, 4-lb.	.25
Nutty Grains, 2-lb.	.15
Cream Flaked Oats .....15c; 2 for	.25
Peacock Buckwheat Flour, 3½-lb...	.25
Peacock Buckwheat Flour, 3-lb....	.20
Peacock Buckwheat Flour, 1½-lb..	.15
Cal. Flapjack Flour, 2-lb.	.15

LYE.

Red Seal Lye, can.....	.10
Red Seal Lye, doz.	1.10

PEANUT BUTTER.

Heron's Peanut Butter	.25

SALT.

Shaker Salt, package.....	.10
Leslie Round Caddies, 2-lb.....	.10
Leslie Cartons, 2-lb.	.10
Leslie Cartons, 3-lb.	.10
Leslie Pockets, 5-lb.	.15
Leslie Pockets, 3-lb.	.10
Leslie Cartons, 5-lb.....	.05
	.20

SOAP.

Sapolio .....10c. 3 for	.25
Monkey	.05
Sunlight	.05
Lifebuoy	.05

PREPARED FOOD CO.

Oakland, Cal.—The Hygienic Health Food Company has been incorporated here with a capital stock of $500,000, subscribed by J. A. and M. Lotz, J. E., E. G. and E. M. Grant.

Clerk's Corner

Be a Clerk, Not a Laborer.

The difference between a store laborer and a business man or women lies in the lack of ambition on the part of one and the ability of the other to creat business. By a "business man" in this conection I do not refer to the proprietor of the store, but to the business men and women in his employ. The mere drudge is satisfied to receive and execute orders, says "The Inland Grocer." The business man produces orders. He does this by making his customers think.

Made a Record.

I know a clerk who achieved a reputation in a day by this means. He was called upon to attend a lady customer who caled for a pound of citron. As he made made up the package for her she glanced about the store evidently in search of an idea.

"I am going to entertain a party of young folks after a boating party," she said. "I have decided to make a cake and order some ice cream. They are pretty hard eaters at their age. I am not sure that will be enough" she added, laughingly.

"Why not try a club sandwitch with a little cup of coffee?" said the young man.

"What kind of a sandwich?" asked the other, stopping as she was turning away.

"Club sandwich they call it," said the clerk. "Just the thing for a party of that kind—hearty enough, but not too heavy."

"I don't believe I care for sandwiches," said the lady. "What do they use for meat?"

"Cold chicken," was the prompt answer. 'You toast three or four or five slices of bread for each member of the party. Then you get some sliced cold chicken, crisp bacon, lettuce, salad dressing and one or two pickles for each. Put a leaf of lettuce on a plate for each. On this place a slice of toast and cover with one or two bits of bacon and the cold chicken. Add a little salad dressing and lay on another slice of toast. You can add two or three slices fixed the same way, according to the number you think the young folks will care for. I'll warant you will please them."

"That does sound nice," said the customer. "I have half a mind to try it instead of the ice cream."

If you have not tried club sandwiches your friends will appreciate the novelty," said the clerk pleasantly. "One never finds a person who does not take kindly to club sandwiches."

The upshot of that little conversation was the loss to a caterer of a nice cream order and the gain by my friend's employer of an order for a dozen loaves of bread, two dressed chickens, two cans of sliced bacon, two bottles of salad dressing, a pound of lettuce and a jar of sweet pickles, all for the club sandwiches—none of which would have been ordered except for the clerk's suggestion.

Easy to Make.

No particular knowledge of cooking was required for this bit of enterprise. A habit of observing the make-up of any good article of food and a good memory for details enabled the young man to offer his customer an idea. An engaging way of presenting it helped.

This incident illustrates my point that a business man in the clerk's position creates business. He made his customer think, and to such good purpose that she came back after the party to thank him for his help—to obtain more ideas. The incident made the clerk more valuable as a clerk. Other customers heard of him and gave him many opportunities to expand his sales. He is now manager of a large store and has obtained for it the pick of the trade in a fine neighborhood.

Compare this bit of history with that which would have resulted had this particular salesman been satisfied to sell the lady customer her pound of citron and regale her guests on ice cream and cake!

A store laborer would never have seen his opportunity and would not have taken advantage of it if he had. The business man's instinct found the chance and cultivated it, enabling the assistant to "make a hit."

FOSTER BROS. INCORPORATED.

Foster Bros. Co. has incorporated witha capital stock of $100,000. J E. Martin, W. H. Trotter, R. B. Russell, E. H. and Mattie H. Foster are the incorporators. The place of business is Dixon, Cal.

WIELAND BROS.

121-123 Clay Street **San Francisco**

Importers and Commission Merchants

SPECIALTIES—Imported and domestic Swiss Cheese, Limburger, Brick Cheese, Edam, Roquefort, etc.; Mackerel, Codfish, Holland Herrings, Olive Oil, Spanish and California Olives, all kinds of Sausages and other delicacies.

SOLE AGENTS for Sierra Cheese, German Breakfast Cheese, Brie, Camembert, Schloss, Kronen and Neufchatel Cheese.

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183-185 Valencia St. Near 13th — Tel. Folsom 1911 — Wholesale Dealer in POTATOES, ONIONS BEANS, EGGS Etc., Etc., Etc.

WITZEL & BAKER, Commission Merchants

Telephone Main 718 — 314, 316 BATTERY ST., SAN FRANCISCO, CAL.

Fancy Creamery Butter and Ranch Eggs Our Specialty

REMOVED

PATRICK & CO., RUBBER STAMPS

111-113 SANSOME STREET

One block south of old location.

EASTERN TICKETS
AT
HALF RATE

The Southern Pacific will sell round trip tickets to Eastern points at a one way rate on the following dates: August 15, 16, 24, 25, and September 7, 8, 9, 10, 11, 16, 17.

Rates to Principal Points:

Chicago	$72.50	New York	$108.50
St. Louis	67.50	Boston	109.50
Memphis	67.50	Philadelphia	107.50
St. Paul	70.00	Baltimore	107.00
Missouri River Points	60.00	Washington	107.00

Choice of Four Routes

Go via Ogden, Portland (at slight extra cost), El Paso or New Orleans. Liberal stop-overs. Return limit 90 days. Tickets good on Overland Limited, Chicago & St. Louis Special or any Southern Pacific train. Special low rates for Eastern conventions. Ask about it to-day.

SOUTHERN PACIFIC

THE GROCER SAVES MONEY

The Customer is Pleased,

Where

THE O. K. CHEESE CUTTER

is used.



$20.00 Net

F. O. B. Detroit, Mich.

Cuts the Cheese by weight, or money's worth. Does it better than any other — Is absolutely accurate. Cannot get out of order.

Our Testimonials Come from Satisfied Users.

We could not spare a single Cutter to send to the World's Fair at St. Louis—Needed all we could make to fill orders.

Catalog supplied from Dept. R. Write for one.
Give your Jobber's name and address.

The Standard Computing Scale Co., Ltd.

DETROIT, MICH.



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GAMBRINUS BOTTLING CO.

Sole Agents and Bottlers of

Gambrinus Brewing Co.'s

PORTLAND, OREGON

SELECT PILSENER LAGER BEER

OFFICE AND BOTTLING WORKS

160 Thirteenth St., near Folsom, S. F.

Highest Grade Package Goods for Family Trade

ROYAL AND QUEEN'S TASTE

(1 lb packages) (2½ lb cartons)

Macaroni, Vermicelli and Spaghetti

ROYAL ITALIAN A. B. C. PASTE, in 1 lb papers
GOLDEN GATE EGG NOODLES, in ½ lb papers

For Sale by all Jobbers

PETERS BROS., BALTZ & DITTMANN

PROPRIETORS

The California Brewing Co.

Douglas Street, bet. 17th and 18th

SAN FRANCISCO, CAL.

TOBOGGAN

MAPLE SYRUP — IT IS BEST

Pacific Coast Syrup Co.

SAN FRANCISCO

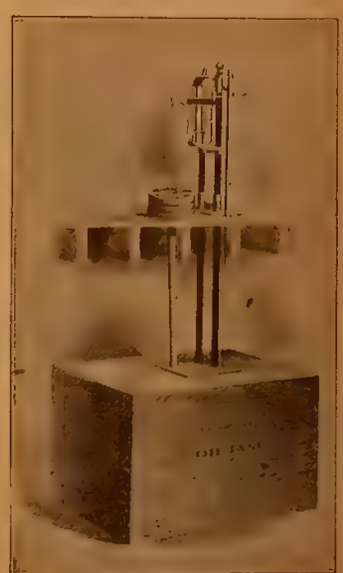
PORTLAND and SEATTLE.

QUALITY OF OIL

Store your kerosene oil in a common tank or keep it in a porous wooden barrel and the gas which is the illuminating part of the oil, in fact, its very life, passes off and the oil becomes lifeless. It clogs and chars the wick, which smokes and emits a most disagreeable odor. Your customers complain or go to some other merchant. It isn't the fault of the oil—it's your fault. Store your oil in a

BOWSER
SELF MEASURING
OIL TANK

and keep your trade by keeping up the quality of your oil.



Cellar Outfit

BOWSER TANKS
ARE
TIGHT TANKS

Besides this it will in less than one year repay its cost thro' its saving in oil, time and labor. Isn't it worth a cent to investigate the truth of this.

ASK FOR CATALOG '88'—IT GIVES FULL PARTICULARS

S. F. Bowser & Co. Fort Wayne, Ind.

ALPINE Cream

IS WINNING FRIENDS DAILY BECAUSE ITS

HIGH QUALITY SATISFIES THE CUSTOMER

FAIR PROFIT SATISFIES THE DEALER

San Francisco Board of Health Records show that ***ALPINE*** *is Unquestionably the* ***BEST CREAM*** *on the market.*

IT COSTS: 1 Case, $3.60; 5 Cases, $3.55; 10 Cases, $3.50

SELLS FOR: 10 Cents, 3 for 25 Cents.

WE WILL NOT SELL TO CUTTERS

Manufactured under the Personal Supervision and by the Improved Process of ..... J. B. Meyenberg the **Inventor** and **Original Manufacturer** of Evaporated Cream. With his 20 years of experience, **he knows how.**

FOR SALE BY ALL JOBBERS.

Alpine Evaporated Cream Co.

Factory: Hollister, Cal.

95 Market Street, Rooms 212-213 - - San Francisco, Cal.

THE RETAIL GROCERS ADVOCATE

A. H. POWERS, Editor

SAN FRANCISCO, CAL., AUGUST 25, 1905

Vol. 10, No. 34

M. J. B. Coffee

sells better than any other

Why?

IXL - Kapp and Street - W.G.M.

TAMALES

IN

KEY-OPENER CANS



THE ORIGINAL

Powdered STOVE POLISH

Mixes with water instantly.

Advertised Everywhere.

OUR GUARANTEES:

To give SATISFACTION or your MONEY BACK
To give a QUICK, BRILLIANT LUSTRE
To give Dealers a GOOD PROFIT

5-cent Size, per box, 3 doz., **Costs $1.50,** with ½ dozen free, **Sells for $2.10**

10-cent Size, per box, 3 doz., **Costs $2.50,** with ½ dozen free, **Sells for $4.20.**

R. A. Holcombe & Co. Pacific Coast Agents — **124 California St. San Francisco, Cal.**

WANTED!

A POSITION BY A THOROUGH ACCOUNTANT AND BOOK-KEEPER

OF NEAT APPEARANCE AND GOOD HABITS
NOT AFRAID OF WORK.



"MY PHOTOGRAPH"

I am never sick nor late mornings, nor do I ever ask for vacations or for any assistant, no matter how large your business may grow. Am willing to sign a contract with my employer to work for the first **FOUR MONTHS** at a salary of about 75c per day, after that time **GUARANTEEING HIM** my services for the balance of his natural **BUSINESS LIFETIME** without any compensation to myself whatsoever. Can give you over 10,000 references from all parts of the United States. Very truly,

A. McCASKEY.

Address all Communications to
HAWLEY & FRANK, PACIFIC COAST AGENTS
Jas. Flood Building, Powell and Market Streets
Phone, Montgomery 1064
SAN FRANCISCO, CAL.

SAN FRANCISCO

WATCH WINNERS

The following Retail Grocers in San Francisco found, that

Ponce de Leon Coffee Pleased their Trade

And Each of Them Has Won a Beautiful Solid Gold Watch by Pushing these Goods:

JOHN H. TIETJEN CO., Fillmore and Washington Sts.

BIBO-NEWMAN CO., - Polk and California Streets

INTERIOR DEALERS

Zion's Co-operative Mercantile Institute, SALT LAKE
P. J. Brophy & Co., ... BUTTE, MONT.
Broadway Department Store, . . LOS ANGELES
Hamilton Bros., ... SAN DIEGO

You Can Win and Hold the Best Trade with

Best in the World

Ponce de Leon COFFEE

Quality Unsurpassed
Flavor Delicious
At all Leading Grocers
Porto Rico Co



To Help San Francisco Dealers we Have:

Striking Displays on the Main Streets

Artistic Signs in the Street Cars

Attractive Designs on Theatre Curtains

Conspicuous Notices in Theater Programs

Quality These are the Elements Needed for Grocers to Secure Trade Now Going to Coffee Peddlers. **Confidence**

Our Goods Possess the **QUALITY** — "PONCE DE LEON" Coffee is the Best in the World
Our Advertising Helps Give the CONFIDENCE.

THE PORTO RICO COMPANY

587-589 HOWARD STREET

San Francisco, Cal.

Common Sense teaches Grocers to sell what pays Best

AND GIVES SATISFACTION.

That's why **1000** Retail Grocers in the Bay Cities sell **"A 1" FLOUR.**

You can MONEY BACK our goods.

BEST ON EARTH

"A 1" FLOUR





We claim that **"A 1" FLOUR** will make MORE LOAVES OF BREAD to the barrel and BETTER BREAD than other flours.

WE MAINTAIN THE RETAIL SELLING PRICE.

Tell us how to do more and WE'LL DO IT!

GLOBE GRAIN & MILLING CO.

MONTGOMERY AND CHESTNUT STS., SAN FRANCISCO, CAL.

Telephone Bush 759.

(Please mention the ADVOCATE to Advertisers. It helps us materially.)

"BEST IN FLAVOR"

Most Profitable Hams and Bacon we have Ever Used

EIBEN & NOR, the well-known and highly respected Oakland Grocers, say:



NOTHING IS QUITE SO GOOD

WEST OAKLAND, CAL., Aug. 10, 1905.

THE CUDAHY PACKING CO.,
San Francisco, Cal.:

Gentlemen:—It gives us much pleasure to say "a good word" for your **Diamond "C" Hams** and **Diamond "C" Breakfast Bacon.**

During the long time that we have been engaged in the grocery business, we have handled a great many different kinds of Hams and Bacon, but we have now settled down to using **Cudahy's Diamond "C" Brand,** which we have found is the **best** in **flavor, mildest in taste, finest in trim,** and are the best and **most profitable** Hams and Bacon we have ever used. As long as you keep the quality up to the present standard, **we shall use no other.**

Yours very truly,
EIBEN & NOR.



FINEST IN FLAVOR AND APPEARANCE

"THE TASTE TELLS"



IN TWO YEARS

The Perfection Short Credit System

has won its way into half the Grocery Stores in San Francisco.

There is no posting and no bill making, and each customer knows exactly how her account stands always.

The least work and the best results of any method in use, have made it the choice of thousands of up-to-date grocers.

WRITE FOR BOOKLET.

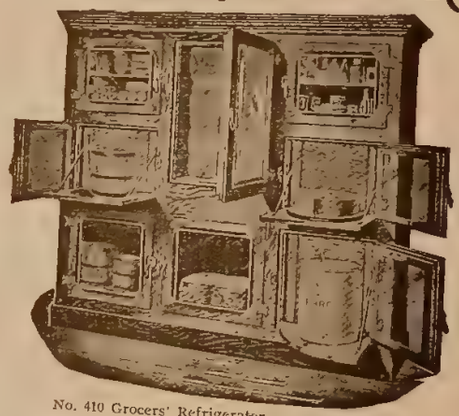
P. E. LENFESTEY

Pacific Coast Agent

220 California Street, San Francisco.

Any Way You Examine a

McCray Refrigerator



No. 410 Grocers' Refrigerator.

Inside or Outside, it is a True Realization of all that is Best in Refrigerator Construction

THE McCRAY REFRIGERATOR RANKS

first in every way. It is sold entirely on its merits and is known everywhere for superiority.

McCRAY REFRIGERATORS are perfect refrigerators and will in a short time repay their cost through saving of butter and other provisions, and ice.

We can here give you but a faint idea of the McCray refrigerator. Let us send you our catalog showing our extensive line from which you can make a selection.

SOLD ON EASY PAYMENTS.
McCRAY REFRIGERATORS ARE GUARANTEED.

BECK - WAKEFIELD COMPANY

GENERAL AGENTS
122 Market Street, San Francisco, Cal.

Retail Grocers' Advocate

CALIFORNIA RETAIL GROCERS' AND MERCHANTS' ASSOCIATION — OFFICIAL PAPER — RETAIL GROCERS' ASSOCIATION

Vol. 10 — SAN FRANCISCO, CAL., AUGUST 25, 1905 — No. 34

THE RETAIL GROCERS ADVOCATE

Published Every Friday by
ADVOCATE PUBLISHING CO.

Subscriptions:
One Year $2.00
Single Copies ..... .10

PUBLICATION OFFICE:
456 MONTGOMERY STREET.
Rooms 413-414. - Tele. John 2661

Entered at the Postoffice at San Francisco as Second Class Matter.

Points to Watch

SUGAR.
All the San Francisco jobbers with the exception of Tillmann & Bendel, Sussman & Wormser and M. Ehrman & Co. have resumed the compact to sell sugar at a price to give them a profit.

STATE CONVENTION—
This issue contains a full account of the important problems discussed at the recent State Convention. It should be given careful study since in the resolutions and discussions will be found the heart of Association matters. It should then be laid aside for future reference.

DRIED APPLES—
Owing to the shortage in the Eastern apple crop higher prices are considered probable.

HOLLAND HERRING—
Catch small to date and outlook unfavorable for the future.

BACON, HAM AND LARD—
The situation is very strong, with constantly increasing prices. The lard market appears to be especially strong.

CANNED FRUITS—
Packers are about sold out of all varieties of canned fruits, and jobbers are looking for higher prices for futures.

TOMATOES—
The local tomato market has made a jump of 2½ cents to 5 cents per dozen, and with the certainty of reduced production in the East still higher prices may be regarded as more than probable.

BEANS—
There is an unusually large acreage of pink, bayos and lima beans this year, but much smaller on large and small whites, indicating a short crop. Stocks are small and prices firm.

MAPLE SUGAR—
Primary markets report the prices for pure maple sugar and syrup the highest in years with the market in seller's favor.

ALMONDS—
Heavy crops in this state and in Europe indicate an easy market.

BRINGS NEW CUSTOMERS.

The San Francisco branch of the Cudahy Packing Co. is daily in receipt of letters from all sections of California expressing satisfaction with the high quality and easy-selling character of their Diamond "C" products.

The Diamond "C" goods are the choicest of high class products brought from the Chicago market. The animals from which the Diamond "C" hams and bacon are made, are carefully selected and the entire process of curing and smoking is followed with the greatest care. The result is a product that cannot be surpassed for either fine appearance of delicious flavor.

It is worthy of note that the correspondents of the Cudahy Packing Co. unite in insisting that their hame and bacon trade had largely increased since they have made a specialty of Diamond "C" products. This means that the goods are so particularly fine that each satisfied customer tells numerous friends who go where they can get the goods that are a "little better" than the average run.

We would call the attention of our readers to the advertisement on page 4 of this week's Advocate.

BIG CONVENTION.

Stockton Entertains Grocers from Many Parts of California.

THE IMPORTANT WORK DONE.

Plans Perfected for Helping Manufacturers Maintain Prices.

DEAD BEATS WILL BE FOILED.

L. Warnke of Alameda Elected President of State Association.

HONORS FOR JOSEPH A. STULZ.

Most Sucessful Convention in the History of the Organization.

Stockton belonged to the retail grocers of California and their wives during Monday and Tuesday of this week.

The Stockton Association, by its energy and forethought, assisted largely in making the convention the most valuable in the history of the organization. In the arrangement of its plans, and the selection of hall, the care devoted to the welfare of the ladies of the delegates, every contingency was considered, the work of the convention was greatly expedited.

Delegates were present from the following committees:

The Delegates.

The following is the list of delegates:
San Francisco—Frank B. Connolly, J. J. Cucask, J. F. Schomer, J. Lilienthal, George Golder, J. P. McGuire, J. M. Sullivan, H. Wolking, W. Ring, G. B. Doyle, H. W. Burmeister, G. Alpers, J. J. Hayes, Fred Kruger, R. E. Schroeder and J. W. Offernan.

Oakland—A. J. Nor, J. G. Reed, Geo. Hoffman, F. Finch and J. Frazier.

Alameda—L. Warnke, H. Hauch, U. S. Troyle.

Berkeley—M. P. Manning.

Stockton—C. B. Pearson, E. W. Drury, J. D. Campbell, L. B. Griffiths, F. W. Aubry, John Yardley and W. E. O'Connor.

Sacramento—F. B. Fancher, George Straith, Elias Kilgore, William Brome, Robert D. Finnie, Ed McEwen, A. A. Jost and Henry Feldhausen.

Los Angeles—J. R. Newberry, C. Mottaz, N. E. Wilson and J. F. Paulding.

Pomona—W. H. Poston.

Nevada City—W. G. Richards.

Fresno—L. R. Eccleston.

Modesto—A. Steifvater, J. S. Irvine and C. M. Cleary.

Oakdale—Scott M. Sampson.

San Jose—J. Wm. Borchers.

Redwood City—Mr. Lovie.

Chico—F. W. Miller.

Angels Camp—Frank D. Pattee.

The first day of the convention was devoted to the reports of officers and addresses on important trade topics.

The second day was devoted to the discussion of trade problems. Every delegate participated in these discussions. Many valuable points were brought out.

The plans for the future, which were carefully considered, give promise of far greater returns than ever before have ben secured. In the matter of handling trade abuses, maintaining prices, listing dead beats and collecting bad bills, especially careful plans were laid.

Attention was given to ideas for extending the organization.

Legislation was also given careful thought.

All of these matters have been covered in full in this issue.

MONDAY MORNING, AUG. 21st.

It was shortly after 9:30 o'clock that Clark G. Wakefield, president of the Stockton Retail Grocers' Association, called the convention to order at Jory's Hall. Mr Wakefield welcomed the delegates warmly, assuring them that the Stockton grocers would do everything possible to make them glad they had come to their city and that he welcomed them not only as coworkers in affairs in which he and his fellows in Stockton were interested, but also as men of force and doers in the affairs of the world.

Mr. Wakefield then introduced Stockton's mayor, Mr. Gardner, who, in welcoming the delegates, said. welcomed the delegates warmly, extending to them the freedom of the city and expressing the desire that they might make frequent visits.

J. J. Cusack Thanks Stockton.

Mr. Wakefield then called on J. J. Cusack of San Francisco to answer the address of welcome in the stead of Jos. A. Stulz, who was detained by sickness. Mr. Cusack said:

Cusack's Speech.

Mr. Chairman, Mr. Mayor and Delegates: It gives me great pleasure to extend our thanks to the chief executive of the City of Stockton in the name of the San Francisco delegation for the cordial words of welcome he has extended. We deeply appreciate the honor you have shown us. A year ago, your secretary, Mr. O'Connor, eloquently advanced before the State Convention at San Jose the inducements that Stockton could present as the next Convention city. The Convention very wisely decided to accept. And now I am absolutely certain that the merchants of Stockton will even more than fulfil his roseate promises.

Mayor Poston of Pomona.

Mr. Wakefield then called on W. H. Poston of Pomona to speak for Southern California. Mr. Poston expressed pleasure at the number of delegates present and the spirit shown by the Stockton merchants He felt sure the convention would prove of great value and interest.

Mr. Wakefield then turned over the convention to State President Pearson, who read the following address:

President C. B. Pearson's Address.

It is with a feeling of pride that I assume the direction of this, the sixth annual Convention of the California Retail Grocers' and Merchants' Association. The first State Convention I attended was in Oakland. There is a vast difference noticeable in the conditions then and at the present time, both in the size and strength of our present organization and of the results accomplished. We have with us now a greater number of affiliating Associations and individual members, who are accomplishing good results both in their local and in the State Association work.

The necessity of organization work is apparent. Take as an example our local association at Stockton. What were the conditions, say, seven or eight years ago? Price cutting was rampant, dead beats had us at their mercy, grocery failures were a common occurrence, and we did not know, or, if we did, had little knowledge of our competitor.

Continued on page 8.



L. WARNKE OF ALAMEDA.
Newly Elected President of Cal. Retail Grocers' and Merchants' Association.

NICELLE
OLIVE OIL

Is Higher in Price because it is Higher in Quality.

On the principle that a person's health is more important than the slight advance in price charged for

Pure Olive Oil, everybody can afford to buy **NICELLE**



Put up in Half-Pint, Pint, Quart and Twenty-two Ounce Bottles.

Also in One-Gallon, One-half Gallon, and Thirty-two Ounce Tins.

Send us an Order for Nicelle Olive Oil To-day

and we will help you to sell it.

The method that we intend to employ will likewise result in a permanent demand for

Nicelle Olive Oil

When mailing order, send Names and Addresses of your Best Customers.

Write for a copy of

"Salads: How to Make and Serve Them."

The following well-known authorities on the Culinary Art have contributed to this book:

JANET McKENZIE HILL,
Editor "The Boston Cooking School Magazine."

CORNELIA C. BEDFORD,
Culinary Editor "Table Talk."

Mrs. HELEN ARMSTRONG,
Lecturer and Teacher of Cookery, Chicago.

SPOHN-PATRICK COMPANY

PACIFIC COAST AGENTS

16-18-20-22 FRONT STREET, SAN FRANCISCO, CAL.

Branch Houses: Portland, Seattle, Denver, Salt Lake City.

SPOHN-COOK COMPANY - - LOS ANGELES.

SEASONABLE SUGGESTIONS.

Pointers "Borrowed" From the Columns of Various Careful Contemporaries.

How is your coffee stock?

Picnic goods are saleable now.

Talk fly paper. Now's the proper time.

Don't throw away empty boxes and barrels; sell them.

How do your show windows look? Don't neglect them.

A refrigerator's as useful in summer as a stove in winter.

The Japs have a proverb—"A fog cannot be dispelled by a fan"

Fairness with pluck, honesty with push, will win the day every time.

The prune market is strong. Everybody posted on prunes is talking higher prices.

Buy no goods from any jobber or manufacturer who sells you or your brother retailer's customers.

If a customer beats you, and you see or know of his trading with a brother merchant, do the right thing at once—warn your brother.

Canned pea pack is short as compared with last year. A firmer market is thought to be in sight. Demand now is very good.

We're up against a short apple crop this year. The crop is reported poor in every important apple state in the Union.

If your collection laws are bad, "become a law unto yourself." Get your brother merchants together, stock together, and make Mr. Deadbeat pay cash.

There seems to be something doing in the cheese market. The feeling is decidedly firmer than for some time. Keep your eagle eye on cheese. It is a safe purchase.

Keep busy after the coffee trade. Makes no difference if the weather is warm, keep after coffee customers all the time Coffee is one of the very important items in the grocery business.

Before receiving credit, you are carefully investigated; why should you not have the same protection? No honest man will object to being investigated, and the deadbeat should be exposed.

Pay promptly your dues to your local, state and national associations. Never require your secretary to call at your place of business for it; pay at your meeting and thus encourage others to do the same.

Your paid employes are either worthy of their hire or they are worthless. If the first, let them know that you think so; they need encouragement and sympathy. If the latter, ask for their prompt resignation.

Open no new account, no matter how small, without first consulting your information department. A good rating published six months ago maybe "requires cash' now. A small entering wedge may lead to large loss.

The coffee market should be carefully watched. The situation is favorable to a bull campaign. Fine mild coffees, mellow and desirable for blends, are scarce, notably, fancy bogota, Mexican and Guatemala.

There are a good many distributers of food that live in fogs, which they try to clear up by schemes, specious advertising, cut prices, tricks of the trade, or some other sort of fans, but they will not dispel the fog of mistrust.

Hills Bros.' Co. report regarding currants: "Thursday our friends in Greece cabled us, 'Bill passed,' meaning that the scheme of the Bank of Athens, which has been before the chamber of deputies some weeks, had been acepted. Spot goods immediately showed an advance."

John Clark & Co. say of spices: "The market is firmer and stronger throughout the list. The demand for peppers, cloves, pimento and gingers is improving steadily. The requirements of the United States will be very large before November 1. All indications point to generally higher prices"

Toilet soaps require a careful study that they seldom get. It is said to be dangerous to use the cheapest brands The authorities permit the sale of really dangerous soap and refuse to permit the sale of artificially colored catsup of the strictly harmless variety. By this official stupidity, or cupidity, we thrive!

The State Dairy and Food Department has put a stop to the manufacture of spurious comb honey that was being made by a band of medical students in the northern part of the state, to raise funds to pay their expenses through college. The comb was made of paraffin and beeswax and filled with glucose flavored with honey. —Columbus (O.) Post.

There is just one simple way to detect adulterants in olive oil. If pure olive oil is dropped on a moderately heated iron surface, or heated in a close vessel until it smokes, the odor produced will be wholesome and not at all disagreeable. But olive oil that has been adulterated in any way gives forth, under the same circumstances, a distinctly unpleasant smell.

Some attention has been called to dates by the fact that one large importer is advising the trade to buy now for early fall delivery, chiefly because of the short supplies in this market. It is pointed out that the total supply is quite likely to be exhausted before October 1 and that before the first direct shipment can arrive here the supply will be entirely gone.

The filbert situation attracts interest because of the fact that stocks abroad are low, running up to only 7,000 bags to supply demands until the new crop is ready for shipment in October. The new crop cannot be shipped from Sicily before October, which makes them due here about the middle of November. Holders are firm in their views and concessions are impossible.

A store to command confidence must be like a woman—above suspicion. Character counts for as much in storekeeping as in any of the higher walks of life. Confidence is a plant of very slow growth, easily lost by a slight deviation from the right path. A reputation for short weight is a fog not to be dispelled by a fan. A misleading advertisement is a fog not dispelled by a fan.

The greatest revolution in the milling industry of the world, says a contributor to the American Miller, was that caused by the invention and introduction of roller mills. Curiously enough, Switzerland, that small republic in the romantic Alps, which has extensive cattle and dairying interests, but is insignificant as a grain-growing country, was where the roller mill originated.

A high authority on tea and its treatment in the store and kitchen says: "If you like a tea that is delicate and mellow in character try the experiment of pouring a cupful of boiling water on the tea leaves and immediately pour the water off and throw it away; after which pour on the required quantity of boiling water and allow it to stand for five minutes, when it is ready to serve."

Dried fruits pretty generally look like good property. Even currants are showing a firm tone, which promises to last, in consequence of the enactment of the legislation in Greece that places the marketing of the currant crop in the hands of the Currant Bank and the Syndicate. In consequence of this disposal of the ever-green currant problem, the price of the fruit will probably rule steady throughout the season.

Artificial flour is one of the latest chemical combinations. A chap in Minnesota believes he can chemically combine the constituents of wheat flour and avoid the risks attendant upon the cultivation of wheat. To our mind all artificial foods are devoid of dietic value; are not assimilated. Nature's method of organization, or order of combination is different from that of the laboratory, so that two articles may be almost identical so far as their constituents go and yet one be of value as food; the other worthless. As an example, take glucose and cane sugar. The latter is a true food; the other artificial, and we have no evidence that it is assimilated. Or take sugar and saccharin. Both impart a sweet taste, but the saccharin is not of the slightest use to the system.

A MATTER OF HEALTH

ROYAL



BAKING POWDER

Absolutely Pure

HAS NO SUBSTITUTE

All Grocers should carry a full stock of Royal Baking Powder. It always gives the Greatest Satisfaction to customers, and in the end yields the larger profit to the Grocer.

THE KING OF ITS KIND



ELECTRO Silver Polish SILICON

IS AN ARTICLE OF REAL MERIT and the only one of its class for which a constant demand is created among consumers by regular and systematic advertising.

On every box a Wowan in Red, Never take another instead.

REDINGTON & CO.

SAN FRANCISCO

Sole Agents for the Pacific Coast.

Profit for the Retailer

Grocers who desire Good Profits should take advantage of

SNIDER'S FREE DEAL

while it lasts;

Will be withdrawn without notice.

Offer No. 1. 1 case Pints Snider's Catsup Free with each order for 5 cases Pints Snider's Catsup.

Offer No. 2. 1 case ½-pints Snider's Catsup Free with each order for 3 cases Pints and 2 cases ½-pints Snider's Catsup.

Offer No. 3. 1 case ½-pints Snider's Catsup Free with each order for 10 cases of ½-pints Snider's Catsup.

Offer No. 4. ½ case ½-pints Snider's Catsup Free with each order for 5½ cases ½-pints Snider's Catsup.

Offer No. 5. 1 case Quarts Snider's Catsup Free with each order for 10 cases Quarts Snider's Catsup.

Offer No. 6. ½-case Quarts Snider's Catsup Free with each order for 5¼ cases quarts Snider's Catsup.

Send in your order with despatch and mention your Jobber's name.

Spohn - Patrick Company

Sole Agents

16-22 Front Street, San Francisco.

BIG CONVENTION.

(Continued from Page 5.)

Such a state of affairs should not exist.

Results in Stockton.

What are the conditions now? There is no price cutting, we have a delinquent list of several hundred names, grocery failures are practically unheard of, and, best of all, we are friendly and at peace with our competitors.

What has been accomplished here can be accomplished elsewhere, if you will get together and take up the work with the proper spirit.

New Laws Secured.

Since our meeting in San Jose a year ago much has been done in the way of getting new laws that are of value to grocers.

During the last session of the Legislature. The grocers succeeded in passing three laws. This was not possible without a great amount of work, but I will not dwell upon that now, as our secretary will include it in his report.

First. A law known as the Wife's Separate Property Bill, making the wife's separate property responsible for the necessaries of life.

Second. A law against trading stamps.

Third. A law making an account date from time of last item, and making a payment renew an account. This last mentioned law was vetoed by Governor Pardee. It was one of the most valuable ones passed, and would have been of great help in the matter of collections.

Secured by Co-operation.

Do you think that as individuals we could have passed any of these laws?

No

It is by organizing and getting together that we can pass laws, bettering our conditions, correct trade abuses, rut down the dead beat, and make a living profit, by getting the manufacturers to fix a retail selling price on his goods, which he has a right to do.

Those of you who are familiar with the efforts taken to secure the passage of these measures know and realize that we owe much of our success to the **Grocers' Advocate** and its editor, Mr. A. H. Powers.

Up to the present time the per capita tax has been but 50 cents per member for a year, which is not enough to put the organization on a self-supporting basis, and allow for proper organization.



FRANK B. CONNOLLY, SAN FRANCISCO.
Re-Elected Secretary of the State Grocers' Association.

Necessity of Proper Funds.

Gentlemen, you must remember that it takes money to run an association like this, and run it properly. With the tax at $1 per member greater results can be attained because we will have the necessary funds to work with. As Mr. E. W. Hale said at San Jose last year, "If it isn't worth a dollar, it isn't worth a cent."

Maintaining Prices.

The possibilities of the maintenance of prices is shown by the good work being done along that line here and in a number of other communities.

San Francisco, our metropolis, is further behind in this regard than any other city I know of, that has an association.

Of course, existing conditions cut a great factor, and these have to be considered.

But we have found, gentlemen, that the keynote of success is perfect harmony.

Harmony Is Essential.

Without it you can accomplish but very little. Lay aside your feelings of resentment, get in the fold, put up a solid front, and you will be surprised at he results.

Our delinquent list is a good feature, and one that appeals to every member, but there is great room for improvement.

I find that as a rule we are negligent in sending in the names of bad debtors, allowing them to get credit elsewhere, while on the other hand, if reported promptly, we would not only protect our fellow grocers, but would also do much towards collecting the bill.

Good Secretaries an Essential.

We have learned that without an efficient secretary, interest is likely to die out and the organization lapse. Some method should be devised whereby they could join the State Association direct and thus keep up the interest.

I would suggest the advisability of having the grocers of small towns adjacent to cities affiliate with the association of the larger place, thereby enabling them to maintain prices and also keep posted in the matter of delinquent debtors.

Occurrences at Cincinnati.

Last January I visited the National Grocers' Association in Cincinnati, being the delegate from this organization. There were also present from this State, Joseph A. Stulz, vice-president of the National; Mr. Connolly, and Mr. Hayes, representing San Francisco, and Mr. Warnke, representing Alameda.

When we arrived there everything pointed to the election of our pioneer in association work, Joseph A. Stulz, for National President.

The delegates from California did everything they could in his behalf, and success seemed certain, but on the second day a combination was formed by Ohio, with 61 votes, and Missouri, with 20, to elect Mr. Greene president, and Mr. Padburg, vice-president. Owing to this combination Mr. Stulz was defeated, but he was the unanimous choice at the offices of the National.

The delegates that are here and those to arrive before our noon recess will have much work to do, and I will not take further time, as I submitted a detailed report of my trip to the board of directors, and it was published in full in the **Grocers' Advocate**, and I presume that most of you have read it.

I therefore declare this, the sixth annual convention of the California Retail Grocers and Merchants' Association, opened and ready for business.

Gentlemen, what is your pleasure?

The chair then appointed the following committees on "Credentials" and on "Order of Business":

Credentials—Geo. B. Doyle, San Francisco, chairman; J. Wm. Borchers, San Jose; W. E. O'Connor, Stockton; Geo. Hoffman, Oakland; J. F. Paulding, Los Angeles.

20TH CENTURY SOAP

THE CLEANING MARVEL
OF THE 20TH CENTURY



MADE OF STRICTLY PURE
VEGETABLE OILS

NO LYE

HOFFHEIMER SOAP CO.
MANUFACTURERS
OFFICE
ROYAL INS. BLDG., CHICAGO

CASTLE BROS.
Pacific Coast Agents
SAN FRANCISCO

DIRECTIONS FOR USING 20th CENTURY SOAP.

FOR LAUNDRY WORK put two tablespoonfuls of soap in a tub of warm water, and allow clothes to soak over night; then use two tablespoonfuls of soap to boil the clothes. They come out surprisingly clean; almost no rubbing is required.

TO CLEAN CARPETS, rub a wet sponge over the surface of the soap and then over the carpet to be cleaned. Use clear warm water to remove the soap.

TO REMOVE GREASE SPOTS, take a damp cloth and rub a little soap on the spot. Then, with warm water, rinse off the soap. It will leave no unsightly rings.

TO CLEAN WOODWORK, SILVERWARE, HARDWOOD FLOORS, WINDOW GLASS, MARBLE, TILE, ETC., use about two tablespoonfuls of soap to a bucket of water.

TO CLEAN KID GLOVES, take a dry cloth and a very little of the soap and rub gently over the surface of the gloves. Then take a perfectly dry cloth and rub briskly over the glove. This restores the gloss. Use soap sparingly. Keep glove on while cleaning.

SOAP JELLY.

Another way to use 20TH CENTURY SOAP is to make a Soap Jelly. Dissolve one pound of soap in a gallon of hot water. Let stand for twenty-four hours until cool, then stir thoroughly. Use about one cupful of jelly to a pail of water.

Prices 10c, 25c and 75c.

Order of Business—J. J. Cusack, San Francisco, chairman; H. Hauch, Alameda; J. R. Newberry, Los Angeles; Mr. Clary, Modesto; H. Wolking, San Francisco.

A recess was then called till 11 o'clock in order that delegates might have the opportunity to present their credentials.

At 11 o'clock the convention was again called to order, when J. J. Cusack of San Francisco, chairman of the Committee on Rules and Order, presented the following report:

Order of Business.

Your Committee on Order of Business begs leave to report as follows:

Delegates in addressing the chair shall rise, give their name and city from which they come.

No delegate shall speak more than twice upon the same subject without special consent of the Convention.

No address shall exceed five minutes in length, unless special consent of the Convention is given.

Parliamentary usage customary in similar organizations shall prevail.

Geo. B. Doyle of San Francisco, chairman of the Committee on Credentials, presented a preliminary report.

State Secretary Frank B. Connolly presented the following report:

SECRETARY'S REPORT.

Since the Convention at San Jose last year, there has been a meeting of the Board of Directors each month except July, this being the only time there was no quorum present.

During the year our Association has seen accession to its membership in ten communitites. Among the organizations affiliating with us during the year were: Grass Valley Association, Reedley, Truckee, Redwood City, Eldorado Grocers' Association, Pomona Association and San Mateo Board of Trade.

Upon taking over the secretaryship from Mr. Warnke, I found that in the matter of details, such as the handling of bills, answers for the same, getting out our monthly report, etc., it required more of my time away from business than I could afford to give, so the Board of Directors granted me an assistant who attended to the matter of details. This resulted in the production of numerous reports and splendid successes in our State Legislature, I being fortunate enough to secure the able services at that time of Mr. J. F. Paulding, who was secretary of the Pacific Coast Retail Grocers' Association.

In October the Directors decided to print a monthly report and delinquent list of the members' bills.

In January the legislative work at Sacramento began. Mr. Paulding made several trips to Sacramento in the interest of the bills we desired to have passed. Vice-President L. Warnke and Directors J. A. Stulz and myself, being the Legislative Committe of the Board, made a trip to Sacramento on the day of the final passage of Senate Bill No. 344, our anti-trading stamp bill, using our influence as a committee from the State Grocers' Association with the legislators. The bill passed the Assembly with only one dissenting vote, and our committee, including Mr. Paulding and the Assemblymen Coghlan and Lucy, visited Governor Pardee and urged him to sign the bill, which he did ten days later, it already having passed the Senate.

Bills That Were Passed.

Assembly Bill No. 152—Our Association has this bill passed, which prevents a husband from defrauding his creditors by transferring his property to his wife. It makes the separate property of the wife liable for the family bills for the necessaries of life, exempting the property she had before her marriage and what she may get through will or by the death of a relative. In other words, all the property both husband and wife may acquire after marriage may be attached for the necessaries of life.

Assembly Bill No. 920—This bill provides that an account should not begin to outlaw till the customer quits trading with the dealer. In other words, the account would date from the last transaction. This would allow a payment on an account to renew the same. By diligent work this bill passed both Houses. It was not signed by the Governor and did not become a law. In answer to our inquiry he gave the following reasons for not signing it:

Governor Pardee's Veto.

Answering yours of March 25th: To the request contained therein for my reasons for withholding my signature to A. B. No. 920, I comply with pleasure.

The bill provided that a running account should begin to outlaw from the date of any book entry, either credit or debit. The matter received a good deal of attention in this office and was discussed several times at length. The unanimous opinion, both legal and lay, with which I agree, was that the allowing of a debit charge to renew the life of the whole of a running account would be open to objection—**the difficulty of proving,** on the part of a purchaser, **the falseness of a debit entry being almost,** if not quite, **impossible,** as I, from my personal experience, can testify.

On the other hand, had the bill provided that a partial payment, which should be easy of disproof, if false, should renew the life of the account and its date to be the point from which the statute should begin to run, it would have been unobjectionable, and would, I think, have been signed.

Everybody realizes (I am sure I do) that the storekeeper hardly stands a fair chance under the present law with a long-continued running account, with items of charge two years in arrears outlawing. But it seems to me that neither creditor nor debtor would be treated unjustly if the date of a payment on account were taken as the starting point from which the statute is to run. A debtor who makes no payment in one year, to say nothing of two, is, it seems to me, hardly a good customer with whom to have a running account.

In short, it appears to me that a credit, and not a debit, entry would be an unobjectionable starting point from which to date the running of the statute. Very truly yours—Geo. C. Pardee."



C. B. PEARSON.

Retiring President of the State Association, Who Conducted the Convention.

Measures That Were Opposed.

We defeated the following bills:

Senate Bill No. 250—This bill would forbid the serving of attachment except when fraud can be proven. It was a bad bill. We caused hundreds of protests against this bill, and it was defeated.

Senate Bill No. 276—This bill would forbid attachments for less than $25.00. We took the same steps on Senate Bill No. 250, and it was killed in the Judiciary Committee.

Assembly Bill No. 806—This was a repeal of the law we had passed two years ago, allowing the attachment of public employees. We worked diligently against this bill, and it did not get out of the committee.

Assembly Bill No. 396—Would have prevented a country merchant from selling any proprietary medicine without a prescription. The bill was killed.

Assembly Bills Nos. 370, 371 and 372—Were obnoxious pure food measures that would have held the merchant liable for adulteration, etc., and not the manufacturer. By diligent work the bills were defeated.

Senate Bill No. 842—Gave the supervisors of incorporated counties and cities the right to impose a license on merchants. This bill was defeated.

Assembly Bill No. 620—Proposed to force the manufacturer or jobber to sell goods to anyone who might apply for same. There are times where jobbers and manufacturers do not like to sell trade disturbers. This bill was killed.

Assembly Bill No. 646—Was of the same stripe as Bill No. 604, except it went still farther and would prevent one from telling a third party of those who were acting against their interests. This bill was killed.

There were several obnoxious pure food measures, etc., but they did not have much support, so we do not mention them.

How It Was Done.

It was only by much hard work that these results were secured. We found the individual members and the affiliating associations ready to work diligently along the lines we suggested to them. It was this prompt assistance that influenced the Legislature to grant us what we asked.

The work accomplished should convince the most skeptical of the necessity of our organization.

After having the Anti-Trading Stamp Bill passed and knowing that the Trading Stamp Companies would cook up a test case that would probably not be tried on its merits, we formed a joint committee, consisting of Mr. R. B. Hale, from the Merchants' Association of San Francisco; Mr. J. S. Parry, of the Retail Cigar Dealers; Mr. Carroll, of the Retail Dry Goods Association, and myself, of the State Grocers' Association, and President Salomon of the San Francisco Retail Grocers, to secure counsel and see the law upheld by the Supreme Court.

Judge John Garber is our chief counsel; associated with him are Wright & Wright and Chas. A. Son. Our committee know that we have secured the best legal talent obtainable, and the test case is still in the Supreme Court, but we expect a decision any day.

Our pro rata of the expense for attorney fee is $100 of every $1000, and we paid our first $100 in April, and may have one or two more to pay when the case is decided.

If the law holds good in this State, as it has in Maryland and other States, it will rid the retail merchants of California of one of the worst parasites ever forced upon them.

Friends at Sacramento.

In this regard I want to mention the men who so ably assisted us to achieve the success we did at our last Legislature. Senators Muenter of Stockton, Keane and Wolfe of San Francisco, and Assemblymen Coghlan, Hartmann, McGowan and Levey of San Francisco, Beardslee of Stockton, Cromwell of Sonoma county and several others took an especial interest in everything the grocers asked for, and saw we were given the utmost consideration, and right here I wish to state we should have a grocer or general merchant elected to the Senate and one to the Assembly, and then the bills we asked for and the ones we were against would be watched by one who has a special interest therein. We should also feel grateful to those who did so much for us last sesion and favor any ambitions they may have. The **Grocers' Advocate** and its editor, A. H Powers, did great work towards getting he laws we asked for; Mr. Clark, of Miller & Clark (Stockton), who drafted our laws, did so at the actual cost to them. Mr. Paulding, the assistant secretary, at that time worked with patience, energy and never tiring efforts to have our bills passed, and to defeat the obnoxious ones.

About Maintaining Prices.

We have learned by experience what we need to bring about the maintainance of prices on many articles. Many of our affiliating associations are successfully doing this. The cities around San Francisco Bay are at work now towards that end, and I have every reason to believe that they will acomplish this on the leading staples in the near future. Son Francisco is the keystone in the Association arch, and a great deal depends on our Asociation there to bring the necessary influence to bear upon manufacturers and wholesalers to see that the retail price is maintained on their standard brands of goods, which they alone have the legal right to do.

Our organization has been conducted on a very economical basis during the past year, and we have secured splendid results for our investment. The financial report is as follows:

Receipts.

Balance in treasury (last Convention	$ 11.17
Per capita tax and dues	547.00
Contributions to Legislative Fund	875 45
From sale of State Report and Printing List	14.40
	$1448 02

Expenses.

Salary of assistant secretary and his expenses	$ 471.75
Salary of stenographer	157.50
Office rent	120.00
Printing, stationery, stamps, telephones, telegrams, etc.	180 89
Legal service in drafting laws	123 90
Pro rata to Trading Stamp Committee	100.00
Expense of committees to State Legislature	27.00
Expenses of treasurer to last Convention	12.50
Expense of organizing associations	2.40
Expense of sending State President to National Convention	200.00
Money advanced for legislative work	33.46
	$1,429.39

Balance in treasury now, $18.63.

A Texas Example.

The Texas State Grocers' Association at their convention last month found they had a deficit of nearly $500. By subscription at the convention over $1400 was raised, and they advanced their per capita to one dollar. I consider we have done well to have a balance in our treasury, no matter how small, after so much legislative work has been accomplished.

I anticipate much progress in the next year. My suggestions I have put in full form for the consideration of the committees on Collection Bureau and on Extension of Organizations.

Essentials for Success.

I have grown to realize that there are four great needs if we are to be successful.

First. We must give members full value for their dues and have them satisfied.

Second. This requires some one in daily attendance at the secretary's office.

Third. It necessitates a plan by which all members, both direct individual members and in affiliating associations, can be brought in close touch every month and make our Delinquent List more effective.

Fourth. Members, to be satisfied,

(Continued on page 12.)

LILY
CREAM
THE
ORIGINAL
BIG CAN

For Sale by All Jobbers.

Pacific Creamery Co.
San Francisco Office, 115 Davis St.

Attracting Trade

THE SHOW WINDOW.

If you want to catch the people
You must make the window bright:
If you want to hold the people
You must trim the window right:
If you want to lead your rivals
You must give the window care;
If you want to "knock 'em silly"
You must never trouble spare.

The business is not hopeless while the window remains to be exploited

The complicated plan is not essential to success with the show window.

Window-dressing is easily mastered when the desire to succeed is present.

Windows don't have to be advertised. They advertise themselves. Groceries are used by all, and their exhibition should be of interest to all. We have seen an exhibit of groceries draw attention side by side with the windows of a gorgeously stocked five and ten cent store.

The tea store windows in this city are often so much superior in attractiveness to those of the grocers that the success of the companies is easily accounted for. The use of handsome and large vases and of natural and artificial plants is a feature of the tea companies' window service.

The window will give more consolation for losses by bad debts than all the appeals that can be made for collection legislation. The window makes new trade and adds to the grocer's earnings. In the window lies a talisman that protects the dealer from failure. In the window is his star of destiny, his hope of future success.

In a Philadelphia tobacconist's window there is a display that draws spectators and should sell goods. We quote: "The central piece is the figure of a Moor sitting cross-legged, and smoking a cigar. The figure takes a slow, meditative puff, removes the cigar from its mouth and, slowly revolving its head, gazes at the crowd. It is remarkably life-like, and at a glance is very startling."—Show Window Suggestion.

Where the store itself is too narrow to admit of a spacious show window being fashioned in the usual way, we recommend that the window be constructed in a slanting direction, stretching inwards, towards the middle of the store. Thus, as the customer passes from the sidewalk towards the store door, he or she moves between a display of goods behind glass, the display being carried back as far as the grocer has the space to spare. This plan cuts off floor space in the store, but it makes an elegant front of a narrow and insignificant exterior. The Wright & Robinson window in Fulton street, near Rockaway avenue, Brooklyn, is a good illustration of success in the treatment of an insignificant store front which has been made very attractive. This window on Saturday displayed crackers on one side and breakfast foods, etc., on the other side. They use a coupon system, does this firm, and also combination offers of goods for 50 cents and one dollar. Posted in the window is a placard offering 3½ pounds granulated sugar for 10 cents to every purchaser of a pound of 50-cent tea.—Exchange.

Novel Fruit Display.

An appropriate design for the peach and canning season was arranged on these lines:

Across the back of the window was a triple line of tin cans, polished and rising to a peak in the center. Around the cap piece was tied a bow of blue ribbon.

A triangle, with the point to the front was made of three rows of Mason jars, the base line of the triangle being about twelve inches to the front of the line of cans.

In the center of the triangle was a loaf of sugar, about six inches high and resting upon a round glass fruit dish. A wreath formed of cinnamon leaves tied together with ribbon was placed on the sugar loaf.

In a semi-circle about the loaf was arranged a half dozen small dessert dishes, each filled with a different spice. Bottles of vinegar of different colors stood in the rear angles of the triangle.

Triangles borrowed from a pool table were placed in the spaces to right and left of the triangle of jars. These were used to keep in place displays of peaches. The lower layer was placed upon the window ledge and upon them were built pyramids of luscious fruit. Can openers and jar wrenches were placed in conspicuous positions. Various spaces were filled with exhibits of attractive fruit in stock.

A Drawing Card.

The figures were harmonious and the display proved a drawing card. The arangement was changed on several succeeding days, the fruits only being renewed, and the other articles named served for a week's display. Circles took the place of triangles and the position of jars and cans were reversed for one day. On another rectangular forms were used.

The clerk who prepared this display spent only ten or fifteen minutes making the changes. The original design of course took more time.

A ROAST AND A TOAST

When a manufacturer wilfully so conducts his business as to compel you grocers to sell his goods without profit, what do you call him?

On the other hand, when he conducts it so as to stop your throwing away your profit, what do you call him?

One is a robber; the other protector and partner.

A. Schilling & Company San Francisco

SAN JOSE GROCERS BANQUET.

San Jose, August 19th.—The San Jose Retail Grocers' Association met last night in Eagles' Hall for a short business session prior to their annual banquet, which was held in the Lamolle Grill. The association was found to be in a flourishing condition and the report of the officers showed an increase in the finances and in the membership. At the banquet prominent members of the organization were called upon for speeches.

Those present were: James Weybrew, W. A. McDonald, A. B Ross, Reed Orland, J. Connolly, J. W. Borchers, L. Warnke, N. O. Bozelle, D. W. Smythe, H. E. Jones, Aaron H. Powers, J. W. Walsh, J. Herther, J. B. Pinard, H. M. Renzel, Fred C. Barr, J. H. Koerber, S. W Coffren, J. E. Gassett, Emile Belloli, J. Calice, J. W. Black, J. E. Mise, J. Battinich, John Pancera, J. W. Gregg, J. F. Cunan, Charles Henry, E. Vincent Hunt, G. M. Read, P. S. Sambuck, W. M. Jennings, Will Black, Will Anderson, Geo. H. Cain.

PETTY LOSSES.

How to Stop One Class of Profit Eaters.

Nearly every dealer loses a little every month through having his customers dispute their bills. This happens sometimes with regular monthly customers, and more frequently with those who make only occasional charges, and forget them.

Only one way has been found to absolutely end these losses in a manner satisfactory to both dealer and customer and that is by using The Perfection Short Credit System, which gives the purchaser a statement in full to date with each purchase, with no additional work to the dealer. This is something that every grocer has been in need of for years, and everyone should take it up immediately.

BIG AUGUST SALES.

Carnation Cream is enjoying the usual large sales in San Francisco and throughout California. The sales for August promise to far exceed those for July.

Merit and printer's ink did it.

An Open Letter!

ARTHUR DORRANCE, President JOHN T DORRANCE, Vice President LEONARD M FRAILEY, Secretary H L WILLIAMS, Treasurer

AGENCIES

NEW YORK 102 FRANKLIN ST
BOSTON [illegible]
PITTSBURGH [illegible]
CHICAGO [illegible]
ST LOUIS [illegible]
KANSAS CITY [illegible]
MEMPHIS [illegible]
NEW ORLEANS 20 TCHOUPITOULAS ST
SALT LAKE CITY [illegible]
LOS ANGELES 213 E THIRD ST
SAN FRANCISCO 20 PINE ST
PORTLAND, ORE [illegible]
SEATTLE [illegible]

LONDON, E C 30 32 CURTAIN ROAD
LIVERPOOL [illegible]
MONTREAL 100 ST PAUL ST

CABLE ADDRESS "CAMELSOUP"
CODES A.B.C AND WESTERN UNION



JOSEPH CAMPBELL COMPANY
RED AND WHITE
Label
FOOD SPECIALTIES

Camden, N. J. U.S.A. August 1905.

To The Trade:

An extensive campaign of magazine advertising for CAMPBELL'S SOUPS is to be inaugurated in the September issues. As we are anxious that both jobber and dealer co-operate with us in our advertising plans, we feel that they should know in advance just what the scope of this campaign is to be.

We have contracted for large space in all of the best known women's publications and in a carefully selected list of general mediums. We have spared no expense in the preparation of advertisements to be inserted, and we feel justified in believing that the success that has followed our street car publicity will be duplicated in this important extension of our advertising.

We want every retailer in this country to carry CAMPBELL'S SOUPS, and we are going to make it very easy for him to sell them. We have planned our campaign so that the grocer will get the direct benefit of every inquiry that comes to us. Moreover, we are about to put into operation several novel publicity "schemes" that will work in every case across the counter. The effect of this greater advertising is bound to be felt in every corner of the country.

More people than ever will ask for CAMPBELL'S SOUPS, more people than ever will insist on them.

Yours very truly,

JOSEPH CAMPBELL COMPANY

SEE THIS PAGE NEXT WEEK

For Miniature Reproductions of Ads that will Appear in September

Ladies' Home Journal, Delineator, Ladies' World, Good House-keeping, Woman's Home Companion, Ainslee's, Country Calendar, Table Talk, Boston Cooking School Magazine, etc.

BIG CONVENTION.

(Continued from Page 9.)

must be informed of our progress. This requires monthly meetings of the Directors and prompt reports thereof to let the members know what the Directors are doing.

Pacific Coast Co-operation.

Our work has been amplified and its possibilities increased by the co-operation of the Pacific Coast Retail Grocers' Association. This organization was effected in 1904 with the idea of establishing a sort of Executive Committee to enable each State Association on the Pacific Coast—and that included the State Association of California—to secure the prompt and effective assistance of the other State Associations. Its value can be seen at a glance. Its value to us is doubly great since the fact that California is its principal point means that the central office must be in California, at San Francisco. This fact gave us the assistance, at a mere nominal sum, of a very capable man for many months. It should be our work not only to support, but to build up the Pacific Coast Association, since by so doing we tend to build up our own organization and increase its effectiveness.

Value of National Organization.

We will also find the National Association of great help in inducing the manufacturers, most of whom are located in the Eastern States, to see that a retail selling price is maintained on their goods that will allow us grocers a decent profit on the business we do, to which we are entitled when we take into consideration the investment it requires, the hours we devote to it, and the work we do.

Favorable Geographical Conditions.

In concluding my report, I wish to say that this organization could be one of the strongest and most effective in the United States in view of the fact that we are situated at the extreme western end of the country, are not bothered by large mail order concerns like they are East of the Missouri River, although I will admit quite a few wholesalers are selling to consumers, such as boarding houses, restaurants, colleges, etc.

We have the best garnishee law in the United States and our collection department can be made more effective.

Organizing should be carried into every county in this State and the interest kept up by constant communicating with the associations so organized.

In San Francisco the grocers have a Mutual Biscuit Company which has proven very successful. A mutual or co-operative fire insurance company in this State would mean a saving for the merchants of at least 40 per cent of what they pay out every year for fire insurance.

To the associations who gathered together the funds which made our legislative work this year possible, we should feel very thankful. Los Angeles Association contributed $254 to our Legislative Fund, Alameda County contributed $105. Stockton Association $106, Sacramento Association $50, Nevada City $25. Pomona Association $10, Sonoma County $20.50, and the Legislative Committee of your Board of Directors had collected in San Francisco $266.65.



CLARK G. WAKEFIELD.
President of the Stockton Retail Grocers' Association.

Annual Financial Report.

During the last few months the Board of Directors gave me the assistance of H. W. Thurlow to carry on the detail work of the office, which was done in an able manner.

We collected over fifty different accounts during the year, and in almost every instance the grocers would not have been able to secure collection of the same if it had not been for the assistance of this office.

I wish to thank all the secretaries of the affiliating associations for their co-operation and support given to my office at all times and also the Board of Directors for their advice and assistance.

Too much praise cannot be accorded Mr. Pearson for his earnest and conscientious efforts as president. Though absent from San Francisco, a three hours' trip, he attended numerous meetings of the Directors, thus sacrificing time and incurring an expense that, I think, should be made up to him.

State Organizer Aaron Powers presented the following report:

REPORT OF STATE ORGANIZER.
Aaron H. Powers.

Gentlemen: The work of your organizer has been deflected into other chanels this year.

We were instrumental in getting the merchants of San Mateo into line. We have helped the grocers of San Jose to new courage and renewed efforts.

Through the **Advocate** the grocers of Placerville were assisted to realize the possibilities of co-operative effort and brought into the sisterhood of association

The efforts of your organizer in the latter part of 1904 were devoted to awakening the different organizations to the necessity of acting together to secure the co-operation of the men who were sent to the Legislature and for the first three months of 1905 it was securing the results at Sacramento that occupied most of our attention. These results speak for themselves. In the words of the popular song, "Every little bit helps," we feel that Mr. Paulding and Mr. Connolly will assure you "the little bit" that was done by your organizer, and the **Advocate** helped materially in securing the results we all desired so earnestly.

We have been given to understand that the San Francisco Association is now prepared to direct its giant strength towards helping its members make more money for themselves by maintaining prices and thus make their organization capable of helping the Association of the interior. This will enable us, in good faith, to ask the interior organizations to co-operate with San Francisco to help the grocers of San Francisco protect themselves in their profits. We can then offer the grocers of the small communities in the interior in return the possibility of protecting themselves in their profits through the co-operation of the grocers in the other organized communities of the State, the chief of which would be San Francisco. This will lend a new impetus to organization work.

The Outlook Favorable.

We are pleased to say that Secretary Connolly has evolved a plan by which he feels certain that effective action can be secured in San Francisco. If this plan should be deemed practical and advisable by this Convention, and it should prove to be what practical business men think it should be, there will then be a splendid opportunity to awaken the interest of every retail grocer of the State in the California Retail Grocers and Merchants' Association as direct individual members and through their affiliating associations. We would then be able to quadruple our power before the time of our next Convention.

It is upon the decisions of this Convention that the possibility of the Grocers' Association for its Convention in 1906 depends. At the Convention in 1906 we will be required to measure our power in order that we may decide what we will demand from the Legislature of 1907. Our growth between now and the Convention of 1906 is going to decide what our successes are to be.

Under the circumstances, the work of organizing during the coming twelve months will be next in importance to that of the proper executive officer. The value of the organizer's work is lessened materially if all the results that are rendered possible by judicious and careful handling are not realized.

Must Help Local Secretaries.

Many Associations are organized merely to go to seed and die away if the State Association does not maintain an executive office of sufficient strength to keep up the interest of these affiliating Associations.

The State Association has a double chance now of maintaining such an executive office, since the receipts from dues will be double what they were in the past. It remains in the next twelve months to show whether the executive office can give a return equivalent to one dollar per year to each member of each affiliating Association. If they cannot, then the plans of the organization must be faulty and should be reconstructed.

Your organizer hopes that the officials chosen for the coming year will be strong, thoughtful men, all of whom will be enthusiastic and earnest and friendly to the cause of organized progress.

In conclusion your organizer wants to impress upon the delegates present that they can help him in his work by taking home a valuable report of the work done at this Convention. Each delegate should remember that his Association has sent him to this Convention to get ideas that will be of value to them in the further work of their organization, and that it is not enough for him to go home saying, "We had a fine time," but that each man should pick out of the discussions what will help his organization and report that to them.

State Treasurer's Report.

As State Treasurer J. Salomon of San Francisco was not in attendance, his report was presentd by J. J. Hayes. Mr. Hayes announced that the itemized report of the treasurer coincided in every respect. The report was referred to the Finance Committee.

Appoint Committees.

The following committees were then appointed:

Pacific Coast Retail Grocers' Association—J. R. Newberry, Los Angeles; Joy

PROGRESSIVE DEALERS foresee that certain articles can be depended on as sellers. Fads in many lines may come and go, but SAPOLIO goes on steadily. That is why you should stock

HAND SAPOLIO

HAND SAPOLIO is a special toilet soap—superior to any other in countless ways—delicate enough for the baby's skin, and capable of removing any stain.
Costs the dealer the same as regular SAPOLIO, but should be sold at 10 cents per cake.

Campbell, Stockton; J. F. Schomer, San Francisco; Geo. Golder, San Francisco.

Maintenance of Prices—H. Hauch, Alameda; F. W. Aubrey, Stockton; Geo. W. Straith, Sacramento; J. G. Reed, Oakland; J. M. Sullivan, San Francisco.

National Retail Grocers' Association—L. Warnke and others.

Pure Food—N. E. Wilson, Los Angeles; J. J. Hayes, San Francisco; Mr. Lovie, Redwood City; H. Feldhausen, Sacramento; H. W. Burmeister, San Francisco; M. P. Manning, Oakland.

General Resolutions—L. R. Eccleston, Fresno; C. Mottaz, Los Angeles; W. G. Richards, Nevada City; Geo. Hoffmann, Oakland; Yardley, Stockton; Henry Wolking, San Francisco.

Nominations—Joy D. Campbell, Stockton; Geo. B. Doyle, San Francisco; J. R. Newberry, Los Angeles; H. Hauch, Alameda; J. W. Borchers, San Jose.

Ways and Means—H. Hauch, Alameda; J. R. Newberry, Los Angeles; J. F. Paulding, Los Angeles; J. J. Cusack, San Francisco; Joy D. Campbell, Stockton.

Constitution and By-Laws—J. P. McGuire, San Francisco, chairman; J. J. Cusack, San Francisco; W. E. O'Connor, Stockton.

Dead Beats and Collections—J. F. Paulding, Los Angeles; Fred Krueger, San Francisco; J. G. Reed, Oakland; L. B. Griffith, Stockton; F. W. Miller, Chico.

Trade Abuses—Geo. B. Doyle, San Francisco; A. J. Nor, Oakland; J. Lillienthal, San Francisco.

Legislation—Geo. Alpers, San Francisco; J. Wm. Offermann, San Francisco; W. E. O'Connor, Stockton; U. S. Troyle, Alameda.

National Retail Grocers' Association—L. Warnke, Alameda; E. W. Drury, Stockton; Elias Kilgore, Sacramento.

Premium Schemes—W. H. Poston, Pomona; E. W. Drury, Stockton; A. A. Jost, Sacramento; J. P. McGuire, San Francisco; F. Finch, Oakland.

Extension of Organization—F. B. Connolly, San Francisco; J. W. Borchers, San Jose; W. G. Richards, Nevada City; F. W. Miller, Chico.

The convention then adjourned and the delegates and their ladies then marched to the boat, J. C. Freese, and steamed down the river to the wonderful Riverside Farm of Pierce Bros.

MONDAY AFTERNNON.

Delightful Excursion on the San Joaquin River to the Pierce Stock Farm.

Nothing more pleasing to the delegates could have been planned than the steamboat ride down the San Joaquin river to the Pierce Farm. The excursionists reached their destination after an hour's ride, and then sat down to a nice lunch spread under the great trees of the Pierce meadows, with the wonderful herd of Pierce's Holstein prize-winners grazing close at hand.

Stockton's most noted caterer prepared the feast and a corps of trained waiters attended to the wants of the guests. Genial Mr. Pierce himself passed from one to the other with a kind word to all and special greetings for the many he recognized. Messrs. W. H. Graham, H A. Wood and Sam'l Gray, representatives of Mr. Pierce in the sale of Money Weight scales, assisted him in receiving and making the grocers welcome.

Welcomed by Mr. Pierce.

After the hunger of the visitors had been appeased, President C. B. Pearson as toastmaster introduced Charles D. Pierce, who addressed his guests, bidding them welcome. Among other things Mr. Pierce said:

"The retail merchants of California are doubly welcome to Riverside Farm. My brother and myself owe much to the retail merchants of the State of California. It has been through their co-operation that we have been able to build up this splendid property.

"I hope that you will all come again. I want you to remember that when you do come, you will find that the Riverside Farm belongs to you."

Mr. Pierce explained that the ideas of himself and his brother was to establish the best herd of Holsteins in the world. The great need in California was for dairy cattle, and the success they had already attained in building up the quality of dairy cattle had proven very satisfactory. How far they had succeeded, he said, would be realized from the fact that of the seven world's records, three of them were held by the cattle raised on Riverside Farm. The fact that they were shipping cattle to New Zealand, Mexico and Central America showed that their success was being recognized in other countries.

J. R. Newberry of Los Angeles expressed the thought that there could be nothing more fitting than this close understanding between retail merchants and the manufacturer. It was to bring such an understanding about that the managers of the State Grocers' Association were directing their plans.

F. B. Fancher of Sacramento expressed his great pleasure at the excursion. He said it was very largely in order to learn what the trip had shown him that he had come to the convention. He said that North Dakota, the State from which he originally came, was a howling wilderness compared to California, but that the men of that State had added 60,000 to their population last year. He continued:

"If North Dakota had had one-half the advantages of climate, soil and market that Stockton possesses, they would have made that 600,000 instead of 60,000."

Mr. Fancher also insisted that instead of having about 1,500,000, the population of California should be at least ten millions.

Colvin B. Brown, secretary of the Chamber of Commerce, kept the grocers interested while he told of the wonderful achievements of the Riverside Farm. He said that all over the world where blooded cows were known, the Pierce farm was famous, although it had been started scarcely more than five years ago. The details of what had been done by Mr. Pierce in building up the dairy interests of the State were listened to with the closest of attention.



C. D. PIERCE.

State Secretary Frank P. Connolly was here called upon to recite an original poem that he had been writing while the luncheon was in progress. He did so as follows.

A PICNIC POEM.

By Secretary Frank B. Connolly.

We sit at lunch, content and at ease,
In Nature's realm 'neath the willow trees,
And watch lowing cattle—they don't look fierce—
Raised and bred by our good friend Pierce.

We have heard of Maud. On a summer's day
She raked the meadows sweet with hay.
We read of the maid who at early morn
Went to milk the cow with the crumpled horn.

We have read other lays the poets sing,
Of "Juliana de Kol" and "Flowers of Spring,"
But the lays that enrapture us grocery men
Are of thoroughbred cows and the leghorn hen.

The next speaker was Mr. Powers of the Advocate, who was called upon for

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Apitezo, Puffed Rice, Etc.

Douglas & Co.

Riverside Corn and Gloss Starch

Etc. Etc. Etc. Etc.

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a story and he complied to the satisfaction of all concerned.

With rousing cheers for Mr. Pierce, the delegates then walked through the herd of Holsteins and down the Pierce meadows to the great milking stables, where they saw with surprise the wonderful system of cleanliness that had helped to bring about such splendid results.

They called on Juliana De Kol, the greatest cow on earth, who was sent in a special car to the St. Louis Exposition, and saw Jetze the $10,000 bull. They petted the calves and then visited the milking houses where they were treated with a new brand of buttermilk, which consisted principally of very rich milk with some sugar and a good strong "stick" in it.

The steamboat had proceeded up the river until it was abreast of the milking houses, and it was late in the afternoon when the delegates once more boarded the boat, with a vote of thanks and three cheers for their hospitable entertainer.

A trip was then made up the San Joaquin, which was greatly enjoyed by the delegates. During the entire trip J. Clark Blossom's orchestra discoursed sweet music.

The boat arrived at the Stockton water front in time to enable the delegates and their wives to go to the hotels and prepare for the evening session.

Monday Evening.

Jury's Hall was packed on Monday evening with delegates, their friends and ladies. The hall was specially decorated. The delegates gathered early but were gathered in small groups until about 9 o'clock, when State President Pearson called the meeting to order.

The program opened with a violin solo and the addresses were interspersed with beautiful and effective music, among the numbers being a tenor solo by L. Warnke of Alameda.

The first address was that of F. B. Fancher of Sacramento, who spoke eloquently about the value of associations to large dealers. He dwelt particularly upon the ethical part of the problem. Among other things he said:

F. B. Fancher's Address.

"Success in the world of art, science and statesmanship, and also in the grocery business, as well as in every other line of human endeavor, comes only as a result of persistent and determined effort. Effort is one of the necessities of successful growth. Placid growth does not count.

"The grocers of Sacramento were galvanized into usefulness by the efforts of one man. This man was H. R. Blair. He faced many discouragements, but by keeping everlastingly at at, got us into our organization.

"Prior to the effective combination brought about by Mr. Blair, there was war between the big men and the little men. Every man's hand was against his neighbor. With the formation of our organization all this was changed. Enemies became friends. Instead of trying to down each other, we stood together as one man in defense of the weakest member.

"As a result we have been able to register a profit in our business and not a loss, as we did in the past. Our efforts have been devoted to few of the leading staples, such as sugar, butter, eggs, ham, Fels-Naphtha soap, coal oil, gasoline, flour and mill stuffs. On these we get a fair profit, and the profit on these goods has made our various businesses pay.

Fighting Days Are Over.

"These results were not accomplished without effort. We have had fights with the wholesale commission men and with the wholesale grocers. And we have won them.

"We do not have to fight now. A mere request on our part is enough to secure for us what we desire.

"By far the greatest value to each member of the organization is the genuine feeling of friendship and good fellowship that has been engendered amongst us.

"There is this thought that I want you to take home with you. It is a thought that is frought with value. It is this: **'No real success can be achieved without good fellowship.'**

"Stop and think of it. You will find many men who are pointed out as successful. It is questionable if their success is not merely apparent, however, if they have not achieved good fellowship with it."

The State Secretary here read a telegram of regrets received from Jos. A. Stulz of San Francisco. This was received with applause.

Mr. Connolly was then called upon and delivered a thoughtful address as to what might be expected in the future.

OUTLOOK FOR THE FUTURE.
By Frank B. Conolly.

The future of our Association depends upon the practicability of our plans and the effectiveness with which they are executed.

Business men expect and must be given full money return for a cash expenditure.

Our Association must have this in mind in its plans.

We want to bring about two great results through our State organization.

First, we want to give the member help he cannot get anywhere else.

Second, we want to keep the members so interested in the work that we can be sure of their co-operation to correct any trade abuse that may require associated action to secure its abatement.

Funds Absolutely Necessary.

To get such an organization, we must have funds.

It should be the work of this Convention to perfect such plans that the grocers of the State will not only be willing but eager to supply the funds.

Now let us face the situation and see where we can be of the most use.

Helping Individual Members.

In the first place, I am going to treat the individual member.

He should receive a communication at least once a month. This should be a report of work done and should include a list of bills submitted to the Association for collection.

Each time he gets a report, he should be asked his advice on some questions of trade importance for the guidance of the directors, or should be asked to tell whether he will back up certain action advised by the directors, how far he will go, and what he thinks of it. He should also get a blank for use in sending accounts to the State Secretary for collection.

Collecting Bad Bills.

Now, with regard to collections: I think each member should be supplied with stickers to put on statements of people that are slow in paying. In this way he may collect some accounts with our aid and not have to pay anything for it.

As soon as an account is received, I think the State office should send out a letter to the debtor, demanding payment. If the money is paid in consequence of this letter, the commission should be ten per cent.

If no returns are received within a reasonable time, the bill should be given to our attorneys for collection, and the member notified that such step had been taken and that the commission would be larger accordingly. At the same time, the debtor's name should be put in the Report of Delinquent Debtors.

In this way, I think, the greatest effectiveness can be secured for the or-

Quality

Counts before **QUANTITY** with shrewd buyers



—Our Goods are Always Satisfactory—

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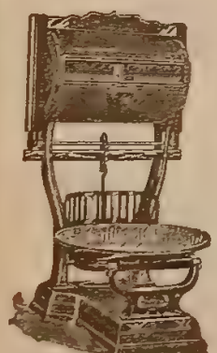
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The Complete Exhibit of the

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At St. Louis World's Fair, 1904, received the HIGHEST AWARD and GOLD MEDAL.



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1—They give the correct value of the article being weighed.
2—They prevent loss from errors in calculation.
3—They save time required in making calculation.
4—They are made better than ordinary scales.
5—With proper care they will last an ordinary life-time.
6—The pivots are of hardened tool steel, and with agate bearings inserted at the proper point, are practically indestructible.
7—They are sensitive to the very small fraction of an ounce.
8—They are an ornament to any store.
9—They are the only scale that is mechanically honest.
10—Customers, knowing them to be an honest scale, like to have their purchases weighed on them.
11—Sold on easy monthly payments.

With the **Money Weight Scales** you at once weigh goods **AT THEIR MONEY VALUE.**

Send for further information to

PIERCE & CO., PACIFIC COAST AGENTS

846 James Flood Building, Cor. Market and Powell Sts., San Francisco, Cal.

ganization's collection bureau.

Debtors That Move.

Another feature that would prove of great value would be machinery to induce the prompt reporting of debtors who move away leaving bills. The prompt reporting of such removals will often save grocers from extending credit to undeserving parties and will also assist in collecting the bill.

This department could be worked up by sending each member, each month, with the report, a double postal addressed to the secretary, arranged to make it easy for the member to supply the name of the debtor, the amount due, the age of the account and the debtor's occupation and last known address, etc.

Smaller Communities.

Now, as to the communities too small to be able to pay for the services of a special secretary, I would make this suggestion.

Each grocer in the town should, if posible, be induced to join the State Association as an individual member. Each one should get all the publications, reports, blanks and letters direct from the office the same as other individual members.

Helping Smaller Communities.

They should be brought together, and if there are only three of them, they should be organized into an association with a president, a secretary and a treasurer. Each month the secretary should get a special letter asking him to call the members together for a meeting to consider certain matters decided upon by the State Directors at their meeting earlier in the month. The secretary should also be asked to fill out a certain form that should be enclosed, in which certain questions dealing with trade problems should be asked This form should be in the shape of a report. I think it would be valuable to have it arranged something like the following:

Suggestion For Blank Form to be Mailed Each Month to Secretary California Retail Grocers' and Merchants' Association.

Gentlemen: Our regular monthly meeting was held on....., with the following results:

1. Wholesalers, manufacturers, etc., selling to hotels, etc., that grocers can supply to good advantage. (Complaints must be specified, giving the name of the wholesalers, the parties sold and all other particulars as to dates, etc., that can be gathered.)

.....
.....
.....

2. Wholesalers selling to consumers. (Give particulars as above.)

.....
.....
.....

3. Wholesalers and manufacturers who are sending out short-weight goods. (Give particulars as above.)

.....
.....
.....

4. Goods on the protected price list that are being cut. (Give all particulars possible, and also state what steps have been taken by your members to have the cutting discontinued.)

.....
.....
.....

5. We would request that the State Association take up above matter, and also .....
.....
.....
.....

(Signed) .....
Secretary.

The local secretary, after taking up with the members the special matter suggested in the State Directors' monthly letter, could then take up the form and ask the members for complaints, taking up one item at a time. This would make the meetings of value and interest and would intensify the possibilities for good of the State organization.

Will Help Local Lists.

As all the bills would be sent to the State secretary for collection, this office would be printing the Delinquent List for the little local without any extra cost to the members. The State secretary would be practically their secretary with a local assistant. As the matter of the secretary is the most important one the Association has to consider, this solves the chief problem of the small local and insures its permanent value.

The problem of the larger cities that have a paid secretary is also very important. They pay only $1 per year per capita tax for their members. If a comunication was mailed to each of their members once a month, the cost would approximate three cents, or thirty-six cents a year. This is too expensive a service under the circumstances.

The best result would come from sending to the local secretary the various stickers, reports, blanks, etc. This will enable him to bring some important matter to the attention of each of his members each month and would increase their interest in his work.

We could have the doube postal cards I have spoken of before addressed to the local secretaries for their members. In this way he would be getting in more accounts for his own collection bureau and the bills for the State Association to collect would all come in one report from the secretary.

Making "Black Lists" Possible.

Where an Association desires it, they should be allowed to print their Delinquent List in the State report for the cost of the work. This would make their Delinquent List more effective for the members.

It would also increase the value and interest of the report of other communities.

Maintaining Prices.

The matter of inducing the manufacturer to maintain the retail selling price of his goods, is one of the chief values we could get from the machinery thus created. By unity of action, secured by prompt and business-like attention on the part of the State secretary, cutting could be largely lessened. Protected goods could be encouraged and non-protected goods could be quietly shelved. When a wholesale grocer knows that if he insists on supplying a cutter protected in spite of the manufacturer's protest, that it will be known to every part of our machine, he will hesitate about putting himself into opposition to us.

The same will be true with regard to jobbers selling to consumers.

In every instance, manufacturers and wholesale grocers, etc., want to do business along the lines most satisfactory to the men from whom they expect to get their money (the retailer), because that is the easiest way to do it, and therefore the cheapest, and because it is the safest way since a dissatisfied customer is never a permanent customer. What we must do is to satisfy the trade that we know what we want and why we want it, and that we not only know how to get it, but, like the baby in the soap advertisement, we "We won't be happy till we get it."

Must Pay for Results.

This brings me to a very important part of my subject.

None of these things can be secured without a proper executive officer.

This means that you must pay a secretary a decent salary to get good work.

The grocers of the State have for years been getting a geed deal through charity.

When I first wrote this, I made it that they were getting much for nothing. This was not true. What they have received in the past they owed to the loyalty, enthusiasm, time and money, big American dollars, of a few men.

Advocate Has Helped.

First among these has been Mr. Powers, editor of the **Advocate**, who has devoted much thought, time and money to making our work possible, doing for us, without pay, work from which we are to-day drawing the benefits.

L. Warnke of Alameda also contributed largely by giving time to building up the Association, taking it from his business and never receiving any reward except gratuitous insults and slurs from a certain disreputable trade paper in San Francisco.

Joseph A. Stulz has given freely of his time and means to the State Association.

Your present secretary, during the past year, has given much time to association work. I have done it gladly because I foresaw important results. My work has been done without any pay.

But I see now, and warn you, that you must have a capable secretary, permanently employed, to be able to carry out your plans if they are to be made of value. You cannot get something for nothing, and you cannot get an effective association without you have some one to look out for the running of it.

Co-operation of Other States.

The California Association, to be of the greatest possible value, must have the co-operation of the Associations in Washington and Oregon, just as they must have our co-operation to be really successful in large matters. Since California has the most grocers and the most influence, this help is of greater proportionate value to us than to the others. The Pacific Coast Grocers' Association is really an amplification of the California State Association which is also of value to manufacturers who desire to have the retail selling price of their goods maintained, and, therefore, the manufacturers are willing to help us in its support. It is going to be necessary for us to sustain that organization in order for us to insure our success with both manufacturers and wholesalers, since, with its machinery, we will be able to influence every jobbing center, without exception, on the Pacific Coast; while without it, we would find each jobbing center giving as an excuse for not co-operating with us, their fear that the merchants of some other jobbing center would take advantage of their compliance with our plans in order to steal business.

Properly managed, on a sane business basis—which means payment for work done—this organization can be made to be worth thousands of dollars to its members every month.

Mr. Connolly's address was warmly applauded, especially in its extemporaneous and witty conclusion.

The next speaker was H. Hauch of Alameda, who told of the necessity of getting a fair margin on sales in an address that he prefaced with a brief introduction deprecating his appearance after the eloquence of Mr. Fancher and the witty remarks with which Mr. Connolly illumined the conclusion of his paper. Mr. Hauch said:

ACTUAL PROFITS.

The topic of "Actual Profits" on which it is my pleasure to speak to you this evening is really the very basic one which underlies all forms of industrial or commercial association or co-operation.

It is the one idea that is responsible for the fact that to-day, in most of our important cities or towns of the State and of the nation, grocers and tradesmen of all branches of commercial and industrial pursuits are joining with their fellows in efforts to strengthen and advance their interests as bodies, in recognition of the absolute truth of the old proverb, "Unity Is Strength and Power."

It is the recognition of this fact that primarily brought together men competing with one another in the same line of trade. These men formerly looked upon one another as deadly enemies—which, in fact, they were, as long as each one was pursuing a purely egotistical policy. They are now able to discuss matters of common interest to their respective vocations. This bringing together of men that used to look upon one another as natural antagonists, and to show towards one another but scant consideration and courtesy, quickly dispelled the pre-conceived notions of the innate depravity and general worthlessness of those with whom we happened to be in the relation of competitive struggle. It proved, beyond the shadow of a doubt, that really, there were others in the trade who were quite decent and reasonable men, and that, in fact, most of those upon whom we had been in the habit of looking askance were thinking the same thoughts and subject to the same worries and perplexities of which we, ourselves, were a prey as far as the general problems of our particular trade were concerned.

Association Brings Fellowship.

The recognition of these facts has actually revolutionized the personal relationship between the individuals engaged along similar lines of making a living. To-day, when we meet in our associations, we meet as friends, with a hearty handshake and a kindly word. We come together frankly, consulting one another, asking advice and giving advice in all maters where our interests are identical.

We join with one another to bring about results favorable to all our fellows, utterly regardless of the fact that Mr. Jones or Mr. Brown, who is doing business on the same street or maybe in the same block as you are, is going to benefit equally and, possibly, even more than you by some action proposed. In other words, we are fast learning the lesson of solidarity and the science of co-operation.

Well it is that such is the case, because around these ideas are clustered the progress of mankind in all phases of existence.

Man in general is beginning to perceive more clearly that he is more than a mere individual; that, as a member of society, he is also a part of a vast organism called civilization. He is perceiving, too, that this very civilization is the social high water mark of the idea of co-operative action and that any activity that makes for a still greater realization of this principle makes for progress and emancipation.

How Expense Has Grown.

The subject which I desire to present for your consideration this evening was suggested by a few remarks made by me at a banquet given in the honor of our mutual friend, Mr. J. H. Newberry of Los Angeles, a short time ago. In these remarks I called attention to some of the serious facts that are confronting every one of us wherever we are located and which will demand our very best consideration, both individually and collectively. Among other things I called attention to the fact that during the past few years the demands made upon the grocer in regard to efficient service have vastly increased, adding continually new items of expense to an account already overburdened when compared with the generally prevailing margins of profit obtainable in the business. Of the almost innumerable items that will occur to your mind in this connection, I will mention but a few in order to illustrate and make clear my point.

Cost of Delivery.

The item of greatest importance is that of delivery.

I suppose there are quite a number present this evening who remember the time when delivery was limited to one trip a day on any one grocery route, sometimes even to one trip every second day. Housekeepers kept on hand a fair stock of provisions and were not dependent on the arrival of the grocery delivery clerk for their material for the next meal.

Gradually the demands on the delivery department of the grocery store have been increased, until today it is the very nightmare of the average grocer. This development demanded the services of more clerks, caused the need for more horses and wagons, largely increasing the length and amount of the feed bill and of the blacksmith bill. If we are to judge by our current expenses, it appears as though there is practically no limit to what the public feels justified in demanding along this line.

Telephones and Delivery.

The next item to which I desire to call your attention is that of the modern telephone service, a feature that is closely connected with and responsible for much of the trouble mentioned previously, that of delivery. The extension of the use of the telephone, great as are the advantages in many ways, has made it necessary in most stores doing a fair amount of business, to have a special employe to take charge of this feature of the business.

Of the annoyances connected with this institution I will only call to your mind the woman, familiar to all of us, who calls us up when we are ready to close up shop and go home, and after all our wagons have gone to the stable, who informs us that she ordered butter right after lunch and that she has not received it as yet. In plain English, she tells us that we are a very negligent lot of people and that she will just quit us if we don't get that butter down there in a hurry. Looking up the order, we generally find that it was given at a late hour in the afternoon, after the hour at which it is understood the regular deliveries are closed, and that we simply have been made to suffer because she neglected to order in time. It is, of course, useless to try to convince the lady tha the order was received at 4 p. m. instead of at 1:30. If we do, we will surely have trouble of a very aggravated character on our hands. The telephone feature is more and more necessitating an auxiliary system of quick special delivery, again causing an additional item of expense of some magnitude.

Some More Expense Items.

Instead of the kerosene lamp of yore we now have the electric light, of which a continually increasing number is required to keep at all up with the times. Generally we run up against a full fledged monopoly whose only interest is to furnish abundant dividends to its stockholders and whose charges are made with this and no other purpose in view.

To be in the "Swim," if a slang expression may be permitted, you are expected to be up-to-date with modern fixtures, immaculately kept; to invest in every new implement that makes its appearance; to indulge in the luxury of expert solicitors for soliciting your route trade—generally but a poor improvement over the general clerk that used to officiate in this capacity; and so on, and so on. You know the story only too well.

Let it not be understood that I am in the least opposed to this development within our business.

I am not.

On the contrary, I take it for granted that we all agree that more and again more perfected stores are absolutely desirable and besides has a tendency to place our vocation on a far higher level than has been the case in the past.

I favor these improvements.

Margin of Profit Decreases.

But there is another side to it which it is time that we take into serious account. This is, that while all this improvement in the manner of doing our business has been going on, the margins of profit obtainable in our business not only have not been on the increase but actually have been on the decrease during this very period.

It has generally been taken for granted that 20 per cent gross profit was about the right margin to figure on in our line of business and that this was a legitimate compensation for the service rendered by the grocer. This margin was, indeed, quite satisfactory while the demands for service were less exacting, when less was expected of the grocer than is the case now. As long as the expense of doing business could be kept down to about 10 per cent, there would still be left a reasonable compensation for the owner of a store even after deducting the interest of the capital invested in the business. As the demands for service increased, so also increased the expense account, until to-day the average cost of doing business has risen to from 13 per cent to 15 per cent. Even a safe margin of 20 per cent would, under present circumstances, be at best a very poor compensation for the enormous amount of labor and the high grade of intelligence demanded from a person in control of a modern grocery establishment.

Speaking on the whole, we have not been able to maintain this margin of 20 per cent. During seasons of fierce competition, from 3 to 5 per cent has often been lopped off. This has usually resulted in the removal from active business life of the most indiscriminate of the individuals engaged in the fray.

Factors in the Cutting Problem.

But the decrease in the gross profits is by no means altogether to be attributed to the cutting propensities of individuals in the business. This, in

fact, has simply been a **contributing** factor not the main one.

To my mind the most potent factor has been the so generally prevailing tendency to get away from handling goods in bulk and to substitute proprietary brands of package goods on which the manufacturer generally allows but the scantest margin for the grocer's part in the scheme of distribution. It is more and more becoming a fact that the packers of new brands of old goods do not condescend to ask the grocer if he will handle his product or not. The new way is to go direct to the consumer and, by fair means or foul—and very often foul—try to induce him to give an order on the grocer with whom he trades. When a sufficient number of these orders have been procured, they then go to the grocer, and often bulldoze him into giving an order for the stuff for which he really has no use at all, threatening that if he does not fill these orders from his own customers, they will be turned over to some competitor who will be only too glad to thus get an opportunity to get at his trade.

Forcing the Retail Dealer.

Generally the grocer can't stand for this kind of an argument. The more a manufacturer relies on the power of his methods of advertising for creating a market for his product, the less he is generally inclined to allow the retailer for the final distribution.

We are all familiar with the drummer who represents some article of the order referred to who tries hard to convince you that the margin on his stuff is all right. "It gives you a profit of 20 per cent, sir," is generally the story he tries to tell you.

If you look into the matter you will always find that his 20 per cent is figured out by basing the profit margin on the original cost of the goods. That, again, means that the real gross margin is actually 16 2-3 per cent, or just about enough to pay for the actual expenses of handling, leaving for the grocer the glory and satisfaction to be working hard for Mr. John Doe, et al, as a competent clerk without pay.

Let us stop right here and look over some of the margins offered us on some of these brands of goods which have been forced on us through various forms of advertising and also on some of the main staples of the business. I will base my figures on the presumption that 13 per cent is the average cost of handling goods.

Sugar is handled on a margin of from 5 to 10 per cent gross profit, leaving a net loss of from 3 to 8 per cent.

Flour—Sperry's, Port Costa, Crown, etc.—cost, $4.80; brings $5.20; gross profit, 8 per cent; loss, 5 per cent.

Fels-Naphtha soap, cost, $4.40; brings $5 loss, 1 per cent.

H O mush, cost, $3.15; brings $3.60; gross profit, 12 per cent; loss, 1 per cent.

Eagle milk, cost, $6.35; bring $7.20; gross profit, 10 per cent; loss, 3 per cent.

Rose milk, cost $4.35; bring $4.80; gross profit 10 per cent; loss, 3 per cent.

Force, cost, $4.25; brings $4.50; gross profit, 5 per cent; loss, 8 per cent.

Grapenuts, cost, $4.25; bring $1.50; gross profit, 10 per cent; loss, 3 per cent.

Retailers Should Be Paid.

These are only a few of the goods on which you are actually out money for the privilege of handling them. The total list is a long one and it is growing longer all the time.

Is it not about time for the collective grocer to demand of "Mr. Manufacturer" that he, at least, pay for the actual cost of distributing his product?

This development of short profit package goods is an evil of dangerous proportions which the retailer will have to meet and to solve in such a manner that his own immediate interests are properly safeguarded.

If you make your associations strong enough you may be able to compel the packers to negre your way when he is considering the retailers' margin. Or you may band together and refuse to fill his orders taken from the trade and often obtained under misrepresentations. Or you may be driven to put up your own brands under your own label.

Whatever the remedy eventually may prove to be it is certainly time that we began collectively to seriously consider these matters and to show that we are keenly alive to the seriousness of the situation and are ready to apply some remedy

Dealers in Hard Straits.

Taking as correct the figures of from 12 to 15 per cent as the average cost of doing business, and estimating the average gross margins realized to be about 15 per cent, it is clear to any one that the actual profits are not nearly adequate. By "actual profits" I mean the surplus left after all charges of all kind have been discharged. This includes interest on invested capital, depreciation of fixtures and allowance for bad accounts. When these are included, the clear surplus realized from a moderate sized business is generally a very fine giltedged item and a poor compensation for the arduous labors of the grocer.

It is generally acknowledged that no man in trade today is as poorly compensated for his services as is the grocer. This being so, and as there is no reason why the grocer should not be able to command an adequate compensation for his services to the community, it behooves us to bestir ourselves and to so thoroughly organize our trade that we can command where now we supplicate.

It is for you to make your own conditions largely.

Remember that the community will take you at your own valuation of yourself individually and collectively.

If you persist in considering yourself cheap and insignificant, the community will assent to your estimate. If, on the other hand, you place a proper valuation on yourself and your services, to which you are justly entitled, the same community will fall right in line. Your valuation will be changed accordingly so as to conform to your own estimate of yourself.

"I think I can see the dawn of a new day. Look over the body of men represented in this Association and consider the influence behind them. Recall the fact that each earnest man here is manifolded in his home town many times. Each man here represents large numbers. That so many men of similar interests can be brought together in person and through proxies shows that there is a dawning of a new day when the grocer can live as a man should and give proper care to his family without neglecting his business."

Mr. Newberry followed with a very interesting article upon the "Business Side of Organization" Among other things he said:

J. R. Newberry's Address.

"The business side of a man's life is usually the money side. In other words, it is the profit side. It is only because it can help the profit side that the organization can hope to permanently hold the attention of business men.

"I want to say again what I have called attention to many times.

"Statistics have shown that about 3 men out of every 100 who enter the grocery business make a success of it; 20 more make a bare living; the remaining 77 are absolute failures.

This is not guess work. These figures are the results of careful computation made by Dunn's and Bradstreet's agencies.

Preliminary Foundation Building.

"On the farm in early days it was necessary for us to do considerable 'swamping.' This meant the clearing away of the heavy undergrowth. We would lay out a piece of ground and then cross-section it and go over it carefully.

"This is what we have been doing for a long time with our associations. Meetings like this are object-lessons to show us how many men are prepared to do their share of the heavy preliminary work.

"Our object is to make better men and make better women of those connected with the grocery business.

Grocers Build the Trusts.

"When one looks at the great monopolies and stops to think where they come from, we have to admit that the retail dealers of the land are responsible for their existence. Monopolies are good in their way, but they should be made to pay their way.

"Theodore Roosevelt has said every man shall have a square deal.

"Are the retail grocers getting a square deal from the big monopolies?

"No, sir.

"The Sugar Trust and the Rockefeller interests are piling up more money every day, very largely because the retail dealers of the land are working like slaves and distributing their product among consumers absolutely without any payment. This condition has been forced upon them in the past, and they have submitted to it. Though they have made many complaints, they have made no effective resistance.

Knowledge Essential for Success.

"Honesty can only result where industry is employed with knowledge. There are men who are struggling against conditions who do not know how to apply their strength. This lack of knowledge makes them dishonest in spite of their industry.

"These struggling merchants need help. It is and always will be the purpose of the State Grocers' and Merchants' Association to see that they get it. Our banner should be inscribed with Roosevelt's slogan 'A square deal for the grocerymen.'

"To-day there are on the Pacific Coast about 10,000 retail grocers who are quoted by Dunn and Bradstreet as being worth more than $1,500. This great army of men want a fair reward for their services in distributing the food products of the country, and on the money they have invested. They are not getting these results now, in many instances. This is largely because they face competition that they do not understand how to contend with.

"There are two kinds of competition that are essentially hurtful.

"The first is ignorant competition.

"The second is malicious competition.

"We have got to do away with both these classes of competition.

"It shall be our purpose to give every man in the retail grocery business as much knowledge as we have ourselves. We ought to give them the best, and we will then secure satisfactory results, since we will have wiped out the undesirable competition that comes through ignorance.

"Through the knowledge thus generally distributed, we will be able to circumscribe the power to hurt of those that are merely malicious."

The various addresses were interspersed with musical selections. Among them was a tenor solo by L. Warnke of Alameda, who was forced to respond with an encore.

Tuesday Morning, August 22.

It was not till nearly 10 o'clock that President Pearson called the meeting to order on Tuesday morning.

The Finance Committee reported that the Treasurer's report was correct and it was accepted and ordered placed on the file.

Secretary Connolly then read interesting letters from National President John A. Green and Chas. R. Lott, past president of the National Association that will appear in subsequent issues.

He then read the following letter from Past President Joseph A. Stulz:

Mr. Stulz Expresses Interest.

August 18, 1905.

California Retail Grocers' and Merchants' Association.

Gentlemen: The serious illness of a near relative, who may at any moment pass away, makes it impossible for me to participate in your Convention this year. I am certain that you will understand how thoroughly my heart is with you in this work, and will not need any assurance on my part that whatever I may be called on to do, will be attended to as well as circumstances and my poor abilities will allow.

When I assisted in issuing the call for your first meeting in 1900, I little thought that our organization would achieve the splendid results and influence that have come to it.

And yet, in my judgment, I think that our greatest success has been in learning the possibilities that are at our hand and the methods that must be employed to secure the results we need the most. The future promises us much more than the past.

As pioneers in a new field we have had to find trails through unfamliar territory. This experimental work was based on theory. But every experiment has taught us new facts and to-day we have a foundation of knowledge that will serve for a splendid structure of results with the strong, earnest association men of California as builders.

With best wishes for a valuable Convention and a pleasant reumon, I remain,

Letters in regard to the coffee peddler problem were read as follows:

M. J. Brandenstein's Ideas.

San Francisco, Aug. 18, 1905.

Mr. Frank B. Connolly, Addressed.

Dear Sir: In regard to the "tea and coffee peddlers who are causing so much trouble to the retail grocers by taking away so much of their trade. I would reiterate to you that in my opinion there is only one sound remedy for this, and that is by appealing to the consumer on a good, sound, common business basis; and how can this be done better than by giving the consumer such extraordinary good values in teas and coffees that the peddler will be "knocked out"?

If the dealer who is selling teas would only take the trouble to examine them and buy the teas on their cup merit, showing samples to the consumers and requesting that they try the teas, the superiority of "fine" tea over the common teas which the peddlers are selling would be so apparent to the consumers that the dealer would make firm friends of them. The same hold good in coffees. The peddler can certainly not exist unless he makes a large profit on teas and coffees—such a large profit that it is not a legitimate one.

The trouble with most dealers is that they want to make this large profit that the peddler is making, and still hold the trade.

Now if they will only consider that in order to hold their trade they must buy only the first crop early picked teas, of the finest varieties, and seeing that they come from the best districts of the various countries of production (for instance, from the Enshu and other fancy districts of Japan; from the Kee-Min district of China; from Darjeeling district in India; and the fine teas from Formosa, etc.), they will hold their trade.

By selling these fine teas to the consumers they are "educating" them to that point that when anyone brings them a poor tea, or a poor coffee, they will know it immediately and throw same aside. If the consumer is once educated to drinking something "fine," he will not stand for anything "poor."

On the contrary, if the consumer is used to drinking something poor, and you give him something better, he is not so apt to notice the difference. It is on the same principle as a man used to smoking a fine cigar, or drinking a very fine wine or whisky; if you bring him anything poor, he will throw it aside; on the other hand, a man used to smoking or drinking something poor does not appreciate "something fine" when it is given him.

That is the reason why the consumer has been so easily fooled on teas and coffees by the peddlers.

The retailer should do his business in teas and coffees the same as what they do in other countries where the consumer is better educated.

For instance, take England—the average consumer knows what a "poor" cup of tea is, and the dealer is therefore obliged to learn the tea business.

I claim, and claim it on a basis of good, sound common sense, that if the dealer will learn his business and study teas and coffees, and get something good by paying the proper prices, he can knock out all this peddling business, because the consumer will not be satisfied with the poor goods of the peddler.

I claim, further, that the dealer should not pay less than 35 cents for a tea that he retails for 50 cents, and coffees on the same basis.

By educating the consumer, and by the dealer becoming educated himself and knowing his tea and coffee business thoroughly, he will soon be doing a larger business.

I don ot care what line of business a man takes up—if he will make a study of it and go into it thoroughly, he will "beat out" his competitor on that line.

It is not hard to learn the tea and coffee business, and I say to any dealer that inside of a few hours spent with any importer or expert, in a month's time he can master the main points in connection with it.

The firm of M. J. Brandenstein stands ready at all times to devote its time and its men's time, to the drawing and testing of teas in order to educate the dealers in the business. Our whole business is open to the retailer's inspection, that is, the methods of blending coffees, the handling of teas, etc., and if any dealer wants he can spend as much time as he wants in our place to learn the business. We shall only be too glad to instruct the dealers in the business if they so desire.

We do not ask that they trade with us for doing this, but simply that they will get to "learn" the business, build it up, and take it out of the hands of the peddler. I feel assured that the tea and coffee business can be taken out of the hands of the peddler if the dealer will go at it thoroughly, systematically, and in the maner I have outlined.

Respectfully,

M. J. Brandenstein.

Hills Bros.' Advise.

San Francisco, Aug. 19, 1905.

Mr. Frank B. Connolly, Secretary State Grocers' Association, City.

Dear Sir: Referring to our recent conversation with you wherein we discussed the peddler nuisance, will state that this subject is a vital one with us.

Relying as we do upon the legitimate retail grocers of the Coast for an outlet for our coffees, anything that tends to reduce the coffee trade of the grocer tends very materially to restrict our field It is our opinion that the retail grocers are up against a very stubborn fact. The coffee peddler is here and he is a very active and exceedingly wide-awake competitor.

The remedy for this lies with the grocer, and we do not believe that anyone can do more than help him. It is for him to decide whether he will remain quiet and allow his coffee trade to be taken from him little by little until it is all gone; or whether he will by his own efforts, not only retain the trade he has at present, but little by little win back the trade which has been taken from him.

As coffee is only one of the many items which the grocer handles, he surely can afford to sell it at a smaller profit per pound than the peddler, who has to support himself, family, horse and wagon, all from a coffee business which is necessarily small. The grocer can buy his coffee often and keep it fresh; he can buy good coffee and in point of purchasing ability, stand on equality with the peddler. He is in a position to work, and he must do as the peddler does—personally interview each and every customer and see that all of those who buy groceries from him also buy their coffees.

There are many ways in which a storekeeper has an opportunity to attract coffee trade, which the peddler has not. The grocer to-day, who expects to make money on what should be the most interesting and profitable part of his business, must give his attention to it. If every grocer on the Coast were to get in and work for twelve months with only one-half the steam and energy which the peddler is exerting to-day, we venture to assume that at the end of one year every peddler would be starved out of existence.

Our sympathies have always been with the grocer, and to you, Mr. Connolly, and the retail grocers who have assembled in Convention, we say that if there is anything we can do to promote the efforts of the retail grocers, we ask you to call upon us for our support.

Very truly yours.

Hills Bros.

The chair hereupon called for re-

Continued on page 22a.

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Each of these departments in this Price List is checked up and corrected every week by two or more reliable authorities on values. More than thirty wholesale houses co-operate with us to secure for our List the greatest accuracy possible.

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COLUMN 1.

Department 1.

COFFEE, CHICORY, ETC.

Green Coffee.

Mocha, Genuine Arabian	23	25
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No. 3	16	
Kona (Hawaiian)	10	13
Mexican	12	13
Java, common	15	18
Java, brown plantation	20	25
Caracol, prime washed	13	16
Caracol, ordinary	13	14
Guatemala	11	17
Costa Rica	12½	16
Salvador	10¾	12

Roast Coffee.

Salvador	13	20
Costa Rica	16	20
Java	24	31
Mocha Aden	27	31
Prme W shd, C. A. Blends	19	24
Good C. A. Blends	13	20
Ordinary Blends	12	13

Private Brands.

Royal Java Roast	13
Lion, 100-lb	14.87
Arbuckle's, 100-lb	15 87
Arab, 1-lb tin	.18
Hill's Bros. Arabian Roast	.27
"M.J.B.," 60 1's in case	.28
"M.J.B.," 30 2 s in case	.27
"M.J.B.," 24 3 s in case	.25

Schilling's Best Coffee.

Tins: 30-lb price
60-lb case ¼ off

	1-lb cartons	1lb tins	2lb tins	3lb tins
5-star	36¼	39¼	38¼	38
4-star	29¼	32¼	31¼	31
3-star	25¾	28¾	27¾	27½
3-star Laquered (3-lb. tins only)				27½
2-star	22¼	25¼	24¼	24
1-star	18¾	21¾	20¾	20¼

Cartons only in 25, 50 or 100 lb cases can be assorted as required.

The Porto Rico Co.

Ponce de Leon, sealed cans only, 1-lb 30, 2-lb 29, 3-lb 28½
Cream of Moca, 1-lb. cartons 25
La Gloria de Porto Rico in bulk 26

Ground Coffee.

Hill's Bros. Arabian Roast	.27
Cafe des Gourmands	.30
Mexomoka	.25

Chicory.

California	6
Belgian	7
German, Genuine	8

Coffee Extracts.

Bulk, per lb.	.07
Vienna, ¼'s, 10-lb bx.	.25
Vienna, 1's, 10-lb. bx.	.35
Ackermann's, ½-gross bxs., gross	4 00

COLUMN 2.

Department 2.

TEAS.

Japan.

(Panfired, Sundried or Basket-fired.)

Extra Fancy	56	74
Fancy	44	55
Extra Choicest	39	43
Choicest	34	38
Fine	24	33
Fair	23	24

Green China.

(Gunpowder, Imperial or Young Hyson.)

Extra Fancy	55	76
Fancy	33	46
Choicest	35	37
Extra Choice	32	24
Fine	25	31
Fair	20	25

English Breakfast.

Extra Fancy	67	80
Fancy	51	66
Choicest	35	50
Choice	24	30
Fine	20	22
Fair	15	20

Oolong.

Extra Fancy	56	$1.50
Fancy	50	57
Extra Choice	36	48
Choicest	33	35
Fine	27	32
Fair	32	36

Ceylon and India

Broken Orange Pekoe	36	65
Broken Pekoe	33	56
Orange Pekoe	51	53
Pekoe	37	46
Pekoe Souchong	24	30

Schilling's Best Teas

(Packed only in 10, 12, 8 and 6-oz. Cartons. Never in bulk.)

Japan, per lb	.45
do, 1 crn., 90c; 2 crn.	$1.80
English Breakfast	.45
do, 1 crn., 90c; 2 crn.	$1.80
Ceylon	.45
do, 1 crn., 90c; 2 crn.	$1.80
Oolong	.52½
do, 1crn., 1.05, 2 crn.	2.10

TREE TEA

(Pride of Japan, etc.)
Packed in 1 lb. and ½ lb. cartons

Japan	.37½
E. B. Congou	.37½
Oolong	.50
Gunpowder	.45
Ceylon	.60

COLUMN 3.

Department 3.

SUGAR AND SYRUPS.

The Western Sugar Refining Company quotes net cash prices as follows. Barrels are an advance of 10c, half barrels, 25c, boxes, 50c, 50-lb. bags, 10c.

Dry Granulated, 100-lb. sk.	5 05
Fruit Granulated	5 05
Confectioners' A	4 95
Cube	5 05
Crushed	5 30
Fine Crushed	5 30
Candy Granulated	5 15
Magnolia A	4 65
Extra C	4 55
Golden C	4 45
Beet D. G.	4 85
"D" Sugar	4 35
H. & E. Crystal Dominos	8 05
Bar Sugar, bbls.	6 06

¼ cent off for prompt cash.

Do.	½-bbls	6 80
Do.	40-lb. tins	8 60
Do.	30-lb tins	8 60
Do.	90 lb. boxes	7 45

SYRUPS.

Saratoga Drips (Long's)	gal.	Gal.
50-gal. bbls.		$ 50
30 gal. bbbls.		52
17 gal. bbls.		55
5 gal. jackets		2 36
4½ gal jackets		2 61
2 gal kits		1 23
1½ gal. kits		94
1 gal tins		70

Pac. Coast Syrup Co.

Tea Garden Drips—	Case
12, 1 gal. tins	$8.40
20, ½ gal. tins	7.70
24, ¼ gal. tins	5.34

Orange Blossom Drips.

6 1 gal.	tins.	per case	$2 40
12 ½ gal.	"	"	2 60
24 quart	"	"	2 60
36 2-lb.	"	"	2 85
50-gal. bbls			33
28-gal. ½-bbls.			35

Molasses.

New Orleans.

Genuine Light, about 50 gals. bbls.	.50
Genuine Light, 30 gal. ½ bbls.	.52
Genuine Light, 15 gal. ¼ bbl	.55
Genuine Light, 5 gal. kegs, gal	57

	Doz
Pelican, 12 1 gal tins	9 60
Pelican, 20, ½ gal. tins	8.90
Pelican, 24, ¼ gal. tins	6.10

COLUMN 4.

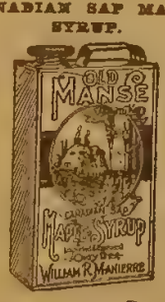
Maple Syrup.

Woodlawn (Long's)	case.	Case.
Gal cans, 10 to cs.		$11 00
Gal. cans, 6 to cs.		6 60
½ gal cans, 12 to cs.		7 14
¼ gal cans, 24 to cs.		8 10
10 gal. jackets, each		10 15
5 gal. jackets, each		5 11
4½ gal jackets, each		4 68
Qts., glass, 12 in cs.		4 60
Pts., glass, 24 in cs.		4 90

Pac. Coast Syrup Co.

Toboggan—	Doz.
½ gal. tins, 2 doz. to cs.	2.25
¼ gal. tins, 2 doz. to cs.	4.05
½ gal. tins, 20 to cs.	7.20
1 gal. tins, 12 to cs.	13.20

"OLD MANSE"
—Absolutely Pure—
CANADIAN SAP MAPLE SYRUP.



	Doz. Price.
1 gal. cans, ½ doz. in cs.	$15 00
½ gal. cans, 1 doz in cs.	8.00
¼ gal. cans, 2 doz. in cs.	4.25
⅛ gal. cans, 4 doz. in cs.	2.60
Qt. bottles, 1 doz. in cs.	4.50
Pt. bottles, 2 doz. in cs.	3.00
Decanters, 1 doz. in cs.	5.50
4½ gal. Jackets, per gal.	1.15

Retail Discount—5 cases 5%; 10 cases 7½; 25 cases or over, 10%.

On each package we offer to forfeit $1,000.00 if found short in measurement or containing any impurities

Maple Sugar.

Vermont, gen. pure, abt. 30 1-lb bricks, per lb	.17
Vermont, gen. pure, abt. 30 2-lb bricks, per lb	.15½
Log Cabin, in 1, ½ and ¼-lb bricks, assorted in 25-lb pails per lb	.15
Scudder's, in 1, ½ and ¼-lb. bricks, asstd., per lb	.14

COLUMN 5.

Department 4.

DRIED FRUITS, NUTS AND HONEY.

(Add ¼c for 50-lb boxes and 1c for 25-lb. boxes.)

Apples.

Sundried, sacks	5
Evap, fancy 60-lb bx	8½
Evap, ex. choice, 50-lb bx.	8
Evap, choice 50-lb bx.	7½

Apricots.

	1905 Crop
Choice Sacks	8½
Fancy Sacks	9
Fancy, 25-lb boxes	10

Blackberries.

In boxes, per lb.	13

Cherries.

Pitted, in boxes, per lb	30
Unpitted, in boxes, per lb	11

Currants.

In bbls (tubs 6¾)	6½
In mats, 50-lb	7
Recleaned, in bbls.	7
Recleaned, 25-lb boxes	7½
Recleaned, 50-lb boxes	7½
Recleaned, 1-lb carts	8½
Recleaned, 12-oz. carts	6¾

Dates.

Fard, 14-lb, per lb (70-lb 7)	8
Persian, 65-lb case	5½

Figs (California).

Black, sacks	5
Black, 25-lb boxes, per bx	1.20
White, bags	4½ 5
White, 10-lb bx, per bx	60
White, 10 1-lb bcks, pr bx.	65 75

Figs (Imp. Smyrna.)

Fancy, 10-lb bx, per lb.	18
Choice, 5-lb bx, per lb.	16

Nectarines.

White	8½
Red	8

Peaches.

Choice, in sacks	9
Ex. choice, in sacks	9½
Fancy, in sacks	10

Pears.

Choice, ¼'s, in sacks	10
Ex. choice, ⅓'s, in sacks	11
Fancy, ½'s, in sacks	12

Plums.

Unpitted	8
Pitted, bleached	9
Pitted, black	7

COLUMN 6.

Prunes.

	Sks.
30s-40s	7
40s-50s	5¾
50s-50s	4¾
60s-70s	4¼
70s-80s	3¾
80s-90s	3¼
90s-100s	2¾

Raisins.

	Bxs.	½'s	¼'s	50 lb
6 Cr Layers	$ 2.25	—	—	—
5 Cr. Layers	2.25	—	—	—
4 Cr. Layers	2.25	—	—	—
3 Cr. Layers	1.85	—	—	—
2 Cr. Layers	1.15	—	—	—
4 Cr. Loose	—	—	—	6¾
3 Cr. Loose	—	—	—	05¾
2 Cr. Loose	—	—	—	04¾

Thomp-on Seedless, blchd, 5-lb boxes .....

Sultana Seedless, blchd, 48 l's, per lb..... 8

Seedless Muscatels, 50-lb cases 4

Seeded, 1-lb cart..... 7¾

Seeded 12-oz. cart..... 6

NUTS.

Almonds, fancy, I. X. L. none
Almonds, choice, soft shell, Drake 14
Almonds, shelled, No. 1. 32-35
Almonds, shelled, No. 2. 27-30
Almonds, shelled, Jordan, Imp. .58
Almonds, Jordan, D m. ..37½ .40
Brazils 210-lb sks, new .12 .13
Chestnuts, Cal Italian. .09 .10
Cocoanuts ₱ 100 ..... 4.50 5.50
Filberts, 175-lb sk ..... .11 .12
Peanuts, Ja ansese, hand picked ..... .05½ .07
Peanuts, roasted ..... **.06 .09**
Pecan, polished ..... .14 .15
Pine .....
Walnuts, hard shell ... 10½
Walnuts, sft shll, No. 2 .13½
Walnuts, sft shll No. 1. .14½

COLUMN 7.

HONEY.

Water White, 2 5's, lb..... .07
Light Amber, 2 5's, lb..... .06
Lt. Amber, 10 1 gal tins, gal .75
Lt. Amber, 20 ½ gal tins, gal 1.00
Lt. Amber 2-lb tins, doz..... 2.60
Lt. Amber, 16-oz. bots, doz... 1.35
Comb, 1-lb glass jars, doz... 1.75
Comb, 2-lb glass jars, doz... 2.90

Fine Apples.

	Per Doz.
2 lb., fancy sliced, E. & C., 2 doz. in case	2 50
2 lb. grated, 2 doz in case.	2 25
2 lb. shredded, 2 doz. in case Hawaiian	1 65

Johnson's—Columbia.

2 lb. sliced, 2 doz. in case. 2 30
2 lb. grated, 2 doz. in case. 2 30
1 lb. sliced, 4 doz. in case. 1 15
1 lb. grated, 4 doz. in case. 1 15
gal., coreless, 4¼ lb. to tin, ½ doz. in case, per lb... 16
gal., grated, 7 lb. to tins, ½ doz in case, per lb.. 18
2 lb., sliced, Baltimore, 2 doz. case 2 25
2 lbs., grated, Baltimore, 2 doz case 2 25
1 lb., cocktail, Baltimore ovals, 4 doz. case..... 1 25
2 lb., sliced, Singapore, 4 doz case 1 75
3 lb., sliced, Singapore, 2 doz. case 2 40
Royal Hawaiian,
2-lb grated, 2 doz. case 1 80
2-lb sliced, flats, 2 doz. case 2 00
Tall, 2-lb sliced, 2 doz. case.. 2 00
HB Sliced, 2 doz. 3s.. ..... 2.50
HB Whole, 2 doz. 3s..... 2.50
HB Grated, 2 doz 2s..... 2.25

COLUMN 8.

Department 5.

JELLIES, JAMS, ETC.

Griffin Extra Preserves.

Raspberry, strawberry, blackberry currant, loganberry, per doz....$2.00
Cherry, per doz. $2.00

Less 10 per cent in 5-case lots.

Apricot, Damson, Fig, Gooseberry, Gage, Peach, Plum, Quince, per doz..... ..... 2.00
Orange Marmalade..... 2.00

Less 10 per cent 5 case lots.

Long's Preserves.

Strawberries, Raspberries, Blackberries, Loganberries, Cherries, Pineapples, Pears, Figs, in 20-oz. glass jars, 2 doz. in cs., per doz.....$3 50
Apricot, Plum, Quince, Orange, Peach, in 20-oz. glass jars, 2 doz. in cs., per doz..... 3 20
Asstd, 2 doz. in cs., per doz... 3 30

JAMS.

Curtice Bros. Co., Rochester, N. Y.

In 16 oz. Glass Jars.

Strawberry, raspberry, raspberry and currant, red cherry, white cherry, apricot, black currant, red currant, quince (sliced), peach (sliced), pear (sliced), blackberry, gooseberry, grape, green gage, egg plum, damson, pineapple marmalade, tomato marmalade, orange marmalade, per dozen, $1.95.

All above packed in cases of 2 dozen each.

COLUMN 9.

Long's Peerless Jams.

Strawberry, Raspberry, Blackberry, etc., in 16-oz. glass jars, 2 doz. in cs., per doz.. 2 00

Long's Pure Currant Jelly.

Tumblers, 2 doz. in cs., doz.. 2 00
30-lb. kits, per kit 3 00
15-lb. kits, per kit..... 1 75

Marmalades.

Orange (Dundee) 42-1's, doz. 2 75

COLUMN 10.

Apple Butter.

Cuttings, 5-lb. tins, per doz....$2.50
Heinz, 2's, 2 doz. in cs, doz.. 2 25
Heinz, 3-lb stone crocks, doz. 4 25
Heinz, 4½-lb stone crocks, dz 6 50
Heinz, 18-lb. stone crocks, lb.. 11

Peach Butter.

Heinz 4½-lb stone crocks, doz 9 00
Heinz, 18-lb. stone crocks, lb 14

Maraschino Cherries.

Long's, qts, 12 to cs, per cs.. 6 50
Long's, pts., 24 to cs., per cs. 7 50

FRUIT	JELLIES 2 lb. Extra	2 lb. Stand	1 lb. Extra	Tumblers	Ex. Lunch 16 oz. G'ss	JAMS 2 lb. Extra	2 lb. Stand	1 lb. Extra	Tumblers	Ex. Lunch 16 oz. G/s Preserves
Apple	1 55	1 35	1 00	85	1 75					
Apricot	1 55	1 35	1 00	85		1 60	1 35	90	90	1 80
Assorted	1 55	1 35	1 00	85	1 75	1 60	1 35	95	90	1 80
Assorted No. 2					1 75				95	1 80
Blackberry	1 55	1 35	1 00	85	1 75	1 55	1 60	95	90	1 80
Cherry										1 80
Crabapple	1 55	1 35	1 00	85	1 75					
Currant	1 75	1 50	1 10	85	1 90	1 55	1 60	95	90	1 80
Damson					1 75					1 80
Fig						1 60				1 80
Gooseberry	1 55	1 35	1 00	85	1 75			95	90	1 80
Grape (Catawba)					1 75					
Green Gage										1 80
Lemon	1 55	1 35	1 00	85						
Loganberry					1 75					1 80
Orange Marmalade		1 35	1 00	85		1 60		90	90	1 75
Peach	1 55	1 35	1 00	85		1 60	1 35	90	90	1 80
Plum	1 55	1 35	1 00	85	1 75	1 60	1 35	90	90	1 80
Quince	1 55	1 35	1 00	85	1 75	1 60	1 35	90	90	1 80
Raspberry	1 55	1 35	1 00	85	1 75	1 55	1 60	95	95	1 80
Strawberry	1 55	1 35	1 00	85	1 75	1 55	1 60	95	95	1 80

CANNED VEGETABLES.

Asparagus "Griffin Extras"
Mammoth, ... $
Large White .....
Medium White .....
White Tips .....

Artichokes, 2½'s, "Griffin 3 00
Beans, Stringless Extras" 1 20
Beans, Blue Lake 1 30
" " " gal..... 4 50
Beans, String, 2-lb ..... .80
Beans, String, gal 3.50
Beans, Lima, Soaked..... 1.00
Beans French, Kidney, 2-lb. 1.15
Beans, French Rod Kidney, 2-lb "Joan of Arc" Brand, p.dz. 1.15
1 case free with 10.
Pancy Eastern. 1.85
Corn, Smith's Hulled, 2 doz. in case, per doz. 1.20
Hominy, Great Western, 2 lb 1.20
Corn, 2-lb. Western ..... .95
Corn, 2-lb. Maine 1.35
Dunbar's Okra, 2½-lb 1.70
Petit Pois, Griffin extra..... 1.50
Peas, Griffin extra sifted..... 1.25
Peas, Standard sifted..... 1.10
Peas, Standard Marrowfat.. .95
Pumpkin, 3-lb. 1.37½
Spinach, 2½ 1.75
Succotash, fancy tins..... 1.40

Tomatoes.

	doz.
3's, Griffin's Ex. Solid Pack..	$1.15
3's Griffin's Ex., with peppers	1.20
2½'s, Cutting's Solid Pack...	.95
2½'s Cutting's Solid Pack, with peppers	.95
2½'s Cutting's Standard.....	.75
Gallon Standard	2.10
Gallon Solid Pack	2.85
Gallon, Puree	2.45

P. E. Rathjens
PORK PACKER
1311-1315 Pacific Street.

Sausages.

Garlick Frankfurter 10
Bologna 10
Blood and Liver..... 9
Tongue and Headcheese...—
Choice California Ham....12
Extra Light Bacon.....15½
Medium Light Bacon.....12½

Boiled Hams.

Kingan 20
Eastern 19
California 17

Mettwurst.

Extra Home Made..20, 22½, 25

LARD.

50 lb tins..... $
20 lb tins..... 9½
10 lb. tins..... .10
5 lb. tins..... .10
2 lb tins..... .10
1 lb cups ..... .11

Department 6.

CANNED FRUITS AND CANNED VEGETABLES.

8 lb. Extras	2½ lb. Extras	2½ lb. Extra Standards	2½ lb. Standards	2½ Second	2½ Water	2½ Pie	KIND	Gallons Extras 8 lb. Grade	Gallons Extras 2½ lb. Grade	Gallons Extra Standard	Gallon Standard	Gallon Water	Gallon Pie
2 25	1 65	1 40	1 30	1 15	1 05	1 05	Apples			4 00	3 50		2 65
2 50		1 35	1 25	1 10	1 00	1 00	Apricots	5 75	5 00	4 50		2 75	2 40
							" peeled						
							" sliced						
							Assorted						
2 25	1 70	1 45	1 35	1 20			Blackberries			4 25	4 00	3 75	3 40
							Cherries (Royal Anne)						
							Cherries (White)						3 65
2 00	1 35	1 20	1 10	95	90	90	Cherries (Black)			5 25	4 60		3 65
	1 60		1 25	1 10			Grapes (White Muscat)			3 50	3 10	2 50	2 25
2 65							Nectarines						
							Peaches (Yellow)	6 50	5 25	4 60	4 25		
2 75							Peaches (Lemon Cling)	7 75	7 00		5 00		
2 75				1 40			Peaches (Lemon Cling Sliced)	7 75	7 00				
							Peaches (White Heath)			5 75	5 00		
2 65			1 55				Peaches (White Heath Sliced)			5 25	4 75		
2 75	2 25	2 00	1 90	1 35		1 00							
						1 05 pld	Pears (Bartlett)	7 00	6 25	5 25	4 75	3 75	2 40 pld
2 10	1 45	1 20	1 10	95	90	90							2 15 unpl
2 10	1 45	1 20	1 10	95	90	90	Plums (Green Gage)	5 00	4 25	3 50	3 25	2 55	2 30
2 10	1 45	1 20	1 10	95	90	90	Plums (Egg)	5 00	4 25	3 50	3 25	2 55	2 30
2 15	1 50	1 25	1 15	1 05	95	95	Plums (Gold Drop)	5 00	4 25	3 50	3 25	2 55	2 30
	2 00	2 35	2 10	1 95			Plums (Damson)						
	2 10	1 85	1 70	1 45			Raspberries						
							Strawberries						

Department 7.

PROVISIONS.

Hams.

Eastern Standard, 17/19 .14
Eastern Standard, 15/16 .14
Eastern Standard, 12/14 .14½
Eastern Standard, 10/12 .14½
Eastern Fancy ..... 10-12 .14½
Local cure, all averages .13-.14½
Picnic Hams 9½

Boiled Hams.

Skin on ..... .19½
Skin off ..... .20½

Breakfast Bacon.

Eastern Standard, 6/8.. .18
Eastern Standard, 8/10. .16½
Eastern Standard, 10/12 .15½
Eastern Fancy ..... .20
Local cure ..... .16

English Cured Bacon.

Eastern cure, 8-10..... .16
Eastern cure, 10/12 ..... .15

Dry Salt Bacon.

Clear medium Bacon... .12½
Clear light medium .... .12½
Clear Lt. med. select .12½
Light Belly ..... .13½
Extra light Belly ..... none
Bacon Backs ..... .12¼
Bacon Bellies ..... .13

Dry Salt Meats.

Sides ..... .10¾
Bellies ..... .12
Backs ..... .10¾
Fat Backs ..... .10¼

Barreled Pork.

	Bbls.	½-bbls.
Spare Ribs	$	
Family Pork	14.50	7.50
Clear Pork	19.00	9.75
Pig Pork	22.50	11.50

Barreled Beef.

Mess Beef	11.50	6.00
Extra Mess Beef	11.50	6.00
Family Beef	11.50	6.00
Extra Family Beef	12.00	6.25
Beef Tongues	25.00	13.00

Pigs Feet.

Tierces, about 300 lb.....$18.00
Barrels, about 200 lbs..... 13.50
½ barrels, about 80 lbs..... 5.00
Kegs, about 25 lbs. 2.10
Kits, about 15 lbs..... 1.25

Honey Comb Tripe.

Tierces, about 300 lbs.....$17.00
Barrels, about 200 lbs 13.00
½ barrel, about 80 lbs..... 5.00
Kegs, about 25 lbs..... 2.10
Kits, about 15 lbs..... 1.25

Sausages.

	Per lb.
Braunschweiger	17
Italian Salami	23
D'Arles	22
Mortadella	24
Bologna	8½
Frankfurters	8½
Garlic Sausage	9
Liver Sausage	8½
Pork Sausage	8½
Head Cheese	8½
Tongue Sausage	8½

Pure Leaf Lard.

Tierces, about 350 lbs net.....10¼
½-bbls, about 100 lbs net.....10½
80-lb. Wood Tubs, 80-lbs. net..10½
60-lb. Wood Tubs, 60 lbs. net..10⅝
20-lb. Wood Pails, 20-lbs. net..10⅞
50-lb. Cans, 1 to a case.....10½
20-lb. Cans, 4 to a case..... 10⅝
10-lb Cans, 6 to a case..... 11
5-lb. Cans, 12 to a case.....11¼
3-lb. Cans, 20 to a case.....11¼

Compound Lard.

Tierces, about 350 lbs. net..6¼
½-bbls., about 10 lbs. net. 6½
80-lb. Wood Tubs, 80 lbs. net 6⅜
60-lb. Wood Tubs, 60 lbs. net 6⅜
20-lb. Wood Tubs, 20 lbs. net 6⅞
50-lb. cans, 1 to a case.... 6½
50-lb. cans, 2 to a case.... 6½
20-lb. cans, 4 to a case.... 6⅝
10-lb. cans, 6 to a case.... 7
5-lb. cans, 12 to a case.... 7⅛
3-lb. cans, 20 to a case.... 7⅛

ANCHOR PACKING CO.
140 Eighth St., S. F., Cal.
PORK PACKERS AND PROVISION DEALERS.
Boilers of Kingan and Anchor Hams.
SAUSAGES, COOKED MEATS, TONGUE

Hams, Kingan, boneless boiled .. 20c
Anchor, " 19c
Bacon (special) 16c
Lard, 55 ..... 9¾c
" 20 ..... 10c
" 10 ..... 10c
" 5 ..... 10¼c
" 3 ..... 10⅝c

Please note that our hams are all hand tied.

Scientifically Cooked
Flavor Unexcelled



H. M. WOLTER & BRO.
Dealers in
...Boneless Boiled Hams...
Leading Grocers and Delicatessens Pronounce Them The Best.
103 12th St. Tel., Mint 1763
KINGAN'S 21½
CUDAHY'S "REX"...20½

HEINEMAN & STERN
916 Larkin Street

Garlic Sausage,	Lbs.	
Ring	"	
Bologna	"	
Frankfurter	"	
Rollada	"	
Smoked Beef	"	
Pickled Meat	"	
Headcheese	"	
Tongues	Doz.	
Dried Beef	Lbs.	
Smoked Mutton,	"	

Prices quoted on application by telephone or letter

COLUMN 11. COLUMN 12.

Department 8
CANNED MEATS

ALL PRICES ARE PER DOZEN	No. ¼ Tins 4 Doz. in Case	No. ½ Tins 2 Doz. Tins in Case	No. 1 Tins 2 Doz. in Case	No. 2 Tins, 1 or 2 Doz in Case	No. 5 Tins 1 Doz. in Case	No. 14 Tins ½ Doz. in Case	No. 1 Tins 1 Doz. in Case
Corned Beef	.....	.....	1 30	2 30	8 25	18 25	.....
Roast Beef	.....	.....	1 30	2 30	8 25	.....	.....
Roast Ribs of Beef, Boneless	.....	.....	1 40	2 50	.....	.....	.....
Roast Mutton	.....	.....	.....	2 70	.....	.....	.....
Brisket Beef	.....	.....	1 40	2 50	.....	.....	.....
Boiled Beef	.....	.....	1 35	2 40	8 25	.....	.....
Chipped Beef	.....	1 20	2 10	.....	15 50	.....	.....
Sliced Beef, in tins	.....	1 40	2 50	.....	.....	.....	.....
Sliced Beef, in glass	.....	1 45	2 75	.....	.....	.....	2 75
Brawn	.....	.....	1 40	2 45	8 25	.....	.....
Compressed Ham	.....	.....	1 50	2 75	.....	.....	.....
Lunch Tongue	.....	1 90	3 25	6 50	.....	.....	.....
Lambs Tongue	.....	1 70	2 95	.....	.....	.....	.....
Sliced Ham	.....	.....	3 70	6 40	.....	.....	.....
Sliced Bacon	.....	.....	.....	.....	.....	.....	2 80
Sliced Bacon in Glass	.....	.....	.....	.....	.....	.....	.....
Deviled Ham	40	.....	80	.....	.....	.....	.....
Potted Ham	40	.....	80	.....	.....	.....	.....
Potted Ox Tongue	40	.....	80	.....	.....	.....	.....
Potted Chicken	90	1 60	.....	.....	.....	.....	.....
Potted Turkey	90	1 60	.....	.....	.....	.....	.....
Deviled Chicken	90	1 60	.....	.....	.....	.....	.....
Deviled Turkey	90	1 60	.....	.....	.....	.....	.....
Boneless Chicken	.....	3 40	5 55	.....	.....	.....	.....
Boneless Turkey	.....	3 40	5 55	.....	.....	.....	.....
Veal Loaf	.....	1 10	2 10	.....	.....	.....	.....
Ham Loaf	.....	1 10	2 10	.....	.....	.....	.....
Beef Loaf	.....	1 10	2 10	.....	.....	.....	.....
Chicken Loaf	.....	1 60	2 75	.....	.....	.....	.....
Chicken Pate and Ham	.....	1 10	.....	.....	.....	.....	.....
Chili Con-Carne	.....	.....	1 40	.....	.....	.....	.....
Beefsteak and Onions	.....	.....	1 60	.....	.....	.....	.....
Hamburger Steak with Onions	.....	1 95	2 00	.....	.....	.....	.....
Frankfurter Bratwurst	.....	.....	2 00	.....	.....	.....	.....
Sweetbreads	.....	.....	2 40	.....	.....	.....	.....
Vienna Sausage	.....	90	1 65	.....	.....	.....	.....
Oxford Sausage	.....	.....	2 45	.....	.....	.....	.....
Bologna Sausage	.....	.....	2 25	.....	.....	.....	.....
Vienna Sausage and Kraut	.....	.....	1 20	.....	.....	.....	.....
Corned Beef Hash	.....	1 10	1 50	.....	.....	.....	.....
Lunch Sausage	.....	90	.....	No 1½	No 2	No 2½	No. 3
Ox Tongue, whole	.....	.....	.....	6 50	7 50	9 50	12 00
Minced Collops	.....	.....	.....	2 45	.....	.....	.....
Tripe	.....	.....	.....	1 75	.....	.....	.....
Pork Sausage	.....	1 05	.....	2 50	.....	.....	.....
Stewed Kidneys	.....	.....	.....	.....	.....	.....	.....
Pork and Beans, Plain	.....	.....	90	1 40	.....	.....	1 85
Pork and Beans, with tom. sc'e	.....	.....	95	1 45	.....	.....	1 90

Department 9.

FISH AND CHEESE.

Russian Caviar.

	Per doz
1-lb cans, 3 doz in case	$13 00
½-lb cans, 3 doz in case	6 75
¼-lb cans, 5 doz in case	3 65
⅛-lb cans, 6 doz in case	2 00
White Label Brand	3.50

CHEESE.

Foreign and Domestic.

	old	new
New York State Factory		15
Cheddars, June make..		
Twins, " "		15½
Calif. State factory flats	11	13½
Calif. State factory Young Americans	12	14
Limburger, Eastern, ₩ lb	14½	15
Swiss, imported, ₩ lb		26
Roquefort, ₩ lb		38
Gouda, ₩ lb		27
Pineapples, Eastern, 6 in cs, ₩ case		$3 35
Pineapple, Eastern, 6 in cs, small		2.35
Holland or Edam, medium, plain, per doz	$ 8.50	9.00
Holland or Edam, medium, in bladders, per doz	9.50	10 50
Holland or Edam, large, plain, per doz	9.50	10.00
Holland or Edam, large, in bladders, per doz	10.50	11.50

Fancy.

Camembert Brie, Roquefort, and Gorgonzola, jars	3 00
Parmesan C & B, sml bot, doz	3.00
Parmesan C & B, lge bot, doz	5.00

Bayle's.

	Small ⅓-lb.	1-lb.	2½-lb	5-lb
Deviled Cheese		$1.00	$2.25	$4.00 $ 500	$9.00
After Dinner Cheese	$1.00	2.00	4.00	4 50	7.50
Roquefort Cheese	$1.00	2.00	4.00	4.50	7.50

SALT FISH.

Pacific Codfish.

Bndles, 50 lbs each, per lb	5
Cs, selected, 100 lbs ea, pr lb	5¾
Boneless, 20-lb boxes, per lb	7
Boneless Strips, 40lb bxs, pr lb	7½
Boneless Blocks, 40lb bxs, p lb	7
Boneless Tablets, 36 bxs, pr lb	8
Boneless Middles, 60 bxs, pr lb	10
Boneless Middles, extra, 60-lb boxes, per lb	10½

Eastern Codfish.

Gen Georges, 3 fish to cs	$10.00
Gen. Georges, 12 fish to cs	9.00
Geo. Cur. Cod, 16, 18 fish to case	8 50
Geo. Cur. Cod, 40 fish to cs	8 00
Gen. Geo. Middles, 50 fish.	13½
Gen. Geo. Tablets, 36 fish.	11½
Gen. Geo. Blocks, 40 fish..	11½

Shredded Codfish.

Codfish, Beardsley's shredded, 2 doz. in case 1.00

Norwegian Mackerel.

Bloater, 200-lb. bbl., 120-130 fish	48.00
Bloater, 100-lb. ½ bbl., 60-65 fish	25.00
No. 1, 200-lb. bbl., 150-160 fish	36.00
No. 1, 100-lb. ½ bbl., 75-80 fish	19.00
No. 2, 200-lb. bbl., 220-240 fish	31.00
No. 2, 100-lb. ½ bbl., 110-120 fish	16.50
No. 3, 200-lb. bbl., 300-350 fish	26.00
No. 3, 100-lb. ½ bbl., 150- 175 fish	14.00

Irish Mackerel.

No. 1, 200-lb. bbl., 200-220 fish	none
No. 1, 80-lb. ½ bbl., 80-90 fish	none
No. 2, 200-lb. bbl., 325-350 fish	21.50
No. 2, 80-lb. ½ bbl., 130-140 fish	9.00
No. 2, 200-lb. bbl., 475-500 fish	20.50
No. 2, 80-lb. ½ bbl., 180-190 fish	9.00
No. 1, 10-lb kits, 15-16 fish	1.35
No. 2, 10-lb. kits, 20-22 fish	1.25

American Bloaters.

Shore Bloaters, 200-lb. bbl., 115-120 fish	27.00
Shore Bloaters, 80-lb. ½ bbl., 45-50 fish	11.50
Extra No. 1, 200-lb. bbl., 120-130 fish	26.00
Extra No. 1, 80-lb. ½ bbl., 50-55 fish	11.00
No. 1, 200-lb. bbl., 140-150 fish	none
No. 1, 80-lb. ½ bbl., 60-65 fish	none
No. 2, 200-lb. bbl., 130-140 fish	23.50
No. 2, 80-lb. ½ bbl., 55-60 fish	11.00
No. 2, 200-lb. bbl., 140-160 fish	none
No. 2, 80-lb. ½ bbl., 60-65 fish	none
No. 2, 200-lb. bbl., 160-180 fish	none
No. 2, 80-lb. ½ bbl., 70-80 fish	none
No. 2, 200-lb. bbl., 180-200 fish	none
No. 2, 80-lb. ½ bbl., 80-90 fish	none

In Kits.

Extra Mess, 7 to 8 fish, each	$2.00
No. 1, kits, 8-9 fish or 15-17 fish	1.50-1.35
No. 2, kits, 8-9 or 20-22 fish	1.25

Salmon.

King, bbls	13 00
Oregon Silversides, bbls	11
Alaska Red, bbls	10 50
Alaska Red, ½-bbls, 100 lbs	6.00
Alaska Red, kits	1.00
Bellies, bbls	7 50
Bellies, ½-bbls, 100 lbs.	4 25 5 50
Tongues and Sounds, kits, 10lb	1 25
Tongues and Sounds, ½-bbls	9 00

COLUMN 13.

New Herring.

Holland, ex. selctd mxd bbls.	$17 00
Holland, ex. selctd mxd ½-bbl	9.00
Holland, ex. selctd mxd, keg	1.10
Holland, cheaper grade	90
Holland, cheap. gr., mxd, bbls	15.00
Holland, chp. gr., mxd, ½-bbl	8.00
Holland, ex. selct Milchner, bbl	none
Holland, ex. selct Milchner, ½-bbl	none
Holland, ex. selct Milchner, keg	none
Holland, cheaper grade	1.20
Holland, cheaper grade, bbls.	none
Holland, cheaper grade, ½-bbl	none
Labrador Split, 100 fish	5 25
Labrador, round, 100 fish	4.75
Pacific, ½-bbl	2.25

SMOKED FISH.

Bloaters, Grim., 100 in box	$2.65
do. do. 50 in box	1.50
Bloaters, Cromarty	2.65
Yarmouth, 100 in box	
Halibut, chunks	15
Herring, in boxes, Eastern	20
Herring, in boxes, Washington	15
Herring, boneless, Beardsley's tins, doz	$1.50
Herring, boneless, Beardsley's small, doz	1.00
Herring, Beardsley's Boneless, vacuum tumblers, 2 doz. in case	1.95
Finnan Haddies	1.75
Moir's Selected Red Herrings, 100s	2.10
Moir's Selected Red Herrings, 50s	1.25
Salmon, per lb	18 20

POTTED FISH.

	Per doz
Potted Crab	$1.25
Kipper Paste	1.00
Anchovy and Bloater Paste, plain pots	2.30
Ditto, fancy pots	4.75
Yarmouth Bloater Paste	75
Ditto, fancy pots	4.75
Kippered Herrings	1 90
Kippered Herrings, Moirs	1.90

CANNED FISH.

	Doz.
Anchovies, in oil, 2 doz. ½ pts., in glass, doz	4.00
Anchovies 2 doz. ¼ pts., doz	3 00
Bloaters, Yarmouth C. & B. ..doz	4.50
Codfish Balls, 2-lb tins, per doz	2.25
Eels, Hamburg, in jelly, 1-lb tins	1 90
Eels, smoked, 1-lb ₩ doz	3.40
Finnan Haddies, 2-lb oval	2.25
Finnan Haddies, 1-lb, round, ₩ doz	2.00
Sardelles, imported, 1-lb tins.	3.00
Sardelles, imported, in glass.	3.00
Sardelles, domestic, 1-lb glass	2.25
Sardelles, Ankers ⅛ keg	3.00

Mackerel.

1-lb tins, 50 in a case. 2-lb tins, 2 doz. in a case.

Gold Label, 1-lb tins	1.50
P. & W., 2-lb soused	2.75
P. & W., 2-lb, mustard	2.75
P. & W., 2-lb, tomato	2.75
Underwood, 2-lb, soused	2.85
Underwood, 2-lb, tomato	2.85
Underwood, 2-,lb mustard	2.85
Les Angeles, 2-lb, soused	2.55
Les Angeles, 2-lb, tomato	2.55
Los Angeles, 2-lb, mustard	2.55
Mt. Desert, 2-lb, soused	2.25
Mt. Desert, 2-lb, tomato	2.25
Mt. Desert, 1-lb, soused	1.35
Blueback, 1-lb, fresh	1.10

"Sunset" Mackerel.

Soused, 18 oz. tins, 4 doz. in case, case	$6.50
Tomato, 18 oz. tins, 4 doz. in case, case	6.50
Mustard, 18 oz. tins, 4 doz. in case, case	6.50

1311-1315 Pacific Street.

Mackerel in Oil.

Bezler's	3.00 4.00
Lemarchand	5.00 7.00

Booth's Crescent Mackerel.



(Soused, Tomato and Mustard.)

1's, 4 doz. to case, per doz	1.80
2's, 2 doz. to case	2.50

Salmon.

Alaska Red, 1lb tins, doz	1 10
Alaska Red, 2lb tins, doz.	1.50
Alaska Pink, 1lb tins, doz	80
Alaska Pink, 2lb tins, doz	1.40
Alaska Flats, 1lb tins, doz.	1 40
Oregon Red, 1lb tins, doz.	1 90
Oregon Red, 2lb tins, doz.	1.65
Oregon Pink, 1lb tins, doz	80
Oregon Pink, 2lb tins, doz	1.60
Oregon Flats, 1lb tins, doz.	1.00 1.90
Columbia River, 1lb talls.	1.50
Columbia River, 1lb flats.	1.75

French Sardines.

⅛s, according to quality and size of tin, p. case	9.50 12.50
⅛s, according to quality and size of tin, p. case	19.00 20.00

COLUMN 14.

American Sardines.

Packed 2 1-2 doz in a case. ⅛s 50 tins in case.

American ⅛s in oil, per case	$3 50
American ⅛s in oil, 5-case lots	3 35
American ⅛s in oil, per doz	.50
American ⅛s in mustard, doz.	.60
American ⅛s in mustard, case	4 00
American ⅛s in mustard, doz.	.90
American ¼s in mustard, case	3 00

Sprats.

Piloto	6.75 7.00
Menhie	6.75 7.00

SHELL FISH.

Abalones.

4 doz in cs, with shells, cs.. 6.00

Clams and Clam Juice.

	doz.
Doxsee Clams, 1-lb. tins	$1.65
Doxsee Clams, 2-lb. tins	2.65
Doxsee Clam Juice, 1-lb. tins	.90
Doxsee Clam Juice, 2-lb. tins	1.60
B & M Lunch Clams, flat tins	1.37½
Underwood Clams, 1-lb. tins	1.95
Underwood Clams, 2-lb. tins.	1.60
P. & W. Clams, 1-lb, tins	1.00
P. & W. Clams, 2 lb, tins	1.50
Oxford Clams, 1-lb. tins	1.10
Oxford Clams, 2-lb. tins	1.50
P. & W. Clam Chowder	2.10
Burnham's Clam Bouillon, qts	90
Burnham's Clam Bouillon, pts	4 50
Burnham's Clam Bouillon, ½ pints	2.40

Lobsters.

	Doz.
1-lb. tins, 4 doz. in case.	
Red Jackets, flats	2.25
Deep Sea Picnics	2.40
Triumph Tails	2.40

Oysters.

Oysters, Selects, 12 oz.	$1.60
Oysters, Selects, 6 oz.	3.25
Oysters, Standard, 10 oz.	2.00
Oysters, Standard, 5 oz.	1.10
Oysters, Standard, 3 oz.	1.70
Oysters, Standard, 4 oz.	.90

Shrimps.

Shrimps, pickled, 1-lb, tins	$1.10
Shrimps in Tomato Sauce, 1-lb. flats	
Dunbar's Picnics, 4 doz in cs	1.25
Dunbar's 1½-lb., 2 doz in cs	2.25
Pickled Shrimps, 1-lb., 4 doz in case	1 20

Department 10.

LAUNDRY MATERIALS.

Ammonia.

GREER'S WASHING AMMONIA

First grade absolutely pure. 180 Beaume Strength.

Pints (2 doz. to case)	$1 65 per doz.
Quarts (1 doz. to case)	2 55 " "
½ Gals (½ doz. to case)	4 25 " "

WASHING AMMONIA

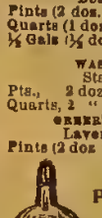
Standard Grade,

Pts., 2 doz. to case, per doz	$ .75
Quarts, 2 " " " "	1 25

GREER'S TOILET AMMONIA

Lavender and Violet.

Pints (2 doz to case) $2 50 per doz.



Parson's Household Ammonia

	per doz.
½ gals., 1 doz. in case	$4 50
Quarts, 1 doz. "	2 65
Pints, 2 doz. "	1 75
Dime size 3 doz. in case, per case	2 95

Bluing.



Liquid Laundry Bluing.

SCOTT & GILBERT CO.
Manufacturers
214-216 Mission Street

SUNSET

	doz.
¼ pints, 3 doz. case	40
½ pints, 3 doz case	60
Pints, 2 doz. in case	75
Quarts, 2 doz. cs.	1 45

Bluing, ball.

Mikado, ⅛'s, 100-lb case, lb	20
Mikado, ¼'s, 100-lb case, lb	22
Nuremberg, A, ⅛'s, ₩ lb	
Do A, D, ⅛'s, ₩ lb	
Do A, C, R, ⅛'s, ₩ lb	21
Washerwoman, ⅛'s ₩ lb	1
Do ¼'s, ₩ lb	14
German Ultramarine ⅛'s ₩ lb	12
Do ¼'s, ₩ lb	14
Deschamp's French ⅛'s, ₩ lb	18
Do ¼'s, ₩ lb	24
Gold Medal, qt, ₩ doz	1 25
Do pt, ₩ doz	1 00
Do ½-pt, ₩ doz	75
Do ¼-pt, ₩ doz	1
Do China Label qt, ₩ doz	1 25
Greer's, 1 dz qts. & doz	2.25
2's, 2 doz. to cs	2.50
Do 3 doz. pts, ₩ doz	1 40
Do 3 doz. ½ pts, ₩ doz	80
Pacific, 1 doz. qts ₩ doz	1 10
do, 2 doz., qts & doz	80
Do 3 doz. ½ pts ₩ doz	45

COLUMN 15.

Borax.

20-Mule Team, powdered 1's, cs. of 2 doz	$2 25
20-Mule Team, powdered 12-oz. cs. of 4 doz	3 60
20-Mule Team, powdered ¼'s, cs. of 8 doz	3 84

(Less 5 per cent. in 5 case lots; 10 per cent. in 10 case lots).

Cartons, 1's, 2 doz. in box	.09
Lump, 25 lb. in box	.08
Powdered, 25 lb in box	.08½

Chloride of Lime.

Brookman's, 1's, ₩ lb	7½ 7½
Do ½'s, ₩ lb	8½ 9
Sallie Purity Brand, ex qual. doz	.65

Lye.

Big Bonanza Lye	
Case of 48-1 lb tins	3.30
5 case ots	3.25
Star Scrubbing Lye	
48-½ lb tins, per case	1.75
5 case lots	1.70
Merry War, 4 doz in case	3.10
Merry Nickel, 4 doz to case	1.75
Eagle Lye, 4 doz. in case	3.60
Do 3-case lots	3.50
Do 5-case lots	3.40
Tomson's Red Seal, 4 dz. to cs	4.00
Do 5-lb, 12 5s to case	4.50
American, 4 doz in case	3.25
Do in 5-case lots	3.00
Babbitt's Lye, 4 doz in case	3.25
Do in 5-case lots	3.00



BANNER LYE

Cs., 4 doz.	$4.00
Cs., 2 doz.	2.00

SPECIAL FREE DEAL

LIMITED

Fr ight Paid to Country Points

5 case lots, per case	$4.25
One additional case free	
Net cost	3.54
3 Case lots, per case	4.25
One additional case free	
Net Cost	3.54

Sal Soda.

California, sks	85-90
California, bbls	90 100

Department 11

STARCHES.

RIVERSIDE



Corn. must be retailed at 8c 10 1's per lb. ..5½c

Gloss. 48 1's per lb ..... 5½c 16 3's per lb ..... 5¼c 12 6's per lb 6c

FREE. During June 1 case corn free with each 5 box order, assorted or straight. Must be retailed at 8c.

Corn Starch.

Log Cabin, 40 1s, per pkg	4
Liberty, 40 1s, per pkg	5½
Duryea's, 40 1s, per pkg	7¾
Niagara, 5-box lots, per pkg	5½
Niagara, 40 1s	6¾
Kingsford's, 40 1s per pkg	6¾
Lily Corn, 40 1s per pkg	5¾
Lily Corn, 5-box lots	5½
Lily Corn, 20 1s per pkg	6¾
Sioux City, 40 1s, per pkg	6¾
Sioux City, 5-box lots, pkg	5½
None Such, 40 1s per pkg	6½

Laundry Starch.

Elastic Starch, 64/1's, per box	5 00
Celluloid, 64/1's, per box	5 00
Best Gloss, 48/1's, per lb	5½
Liberty Gloss, 48/1's, per lb	5¾
Liberty Gloss, 16/3's, per lb	5½
Best, 12/6's, per lb	5½
Standard, bulk 40-lb. boxes	3½
Sioux Gloss, 48/1's	5¾
Sioux Gloss, 3's, 16 in box	5½
Kingsford's S. G., 1's, 40-lb. bx	8½
Kingsford's S. G. 6's, 12 in crate	8½
Kingsford's Pure, 1's, 40-lb. bxs	7½
Duryea's S. G., 1's, 40-lb. bxs	8
Duryea's S. G. 6's, 12 in crate	8½
Duryea's Superior, 1's, 40-lb. bx	7½
Niagara Gloss, 1's, 40-lb bxs	5½
Niagara Gloss, 6's, 12 in crate	6¼
Niagara Gloss, bulk, 50-lb. bxs	4½
Lily Gloss, 1's, 48-lb box	5¼
Lily Gloss, 6's, 12 in case	6¼
Lily Gloss, 3's, 16 in case	5¼
None Such, 1's 48 lb boxes	5½
None Such, 6s 12 to crate	6
None Such, bulk, 50 lb box	4½

COLUMN 16.

Department 12

Soaps and Washing Powder

Western Star Soap

WHITE PETROLEUM BLEACHING.

100 bars per case.....$4.10

LASCO KOLD WATA NAPTHOL.

100 Bars per case.....$4.00

Free Delivery in San Francisco Oakland, Alameda and Berkeley

manufactured by

Los Angeles Soap Co.

San Francisco Office, 115 Davis St. Telephone Grant 110.



THE BEAVER SOAP CO., Dayton, Ohio.

Grandpa's Wonder Soap.

100 cakes 4-oz $3.60
50 cakes 4-oz 3.50

Powdered Soap.

Grandma's Borax, 24 3-lb. per case.....$4.00
Grandma's Borax, 60 12-oz. per case..... 2.40

Peet Bros.

Silk Soap..... 2.80
Ammonia Benzeline..... 3.85
Cocoa Borax..... 4.10
Crystal White..... 3.95
Lily White (Floating)..... 3.80

Standard Soap Co.

Tep Notch, 100, 10-oz.....$3.50
Sunburst, 100 12-oz..... 3.75
Yellowstone, 100 14-oz..... 3.75
Marigold, 100 16-oz..... 3.90
Thomas' Cool Water, 100 13-oz 4.00
Thomas' Cool Water, 20 13-oz .85
Milo, 100 4-oz., 100 cartons.... 6.50
Magno "Floating Borax," 100 10-oz..... 4.00
Gold Medal Borax, 100 10-oz... 5.50
Gold Medal Borax, 20 10-oz.... 1.15
Purity, "Floating," 5c size.... 3.90
Purity, "Floating," 10c size.. 6.25
Purity, "Floating," 10c size, 20 1.30
Electric Mineral, 100 16-oz.... 5.50
Electric Mineral, 20 16-oz..... 1.15
Peerless Kitchen, 100 10-oz.... 3.00
Peerless Kitchen, 20 10-oz..... .65

Miscellaneos.

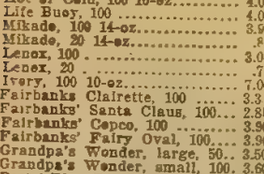
Miller's Naptha, per case..... 4.35
½ doz. toilet ree.
Fels Naptha, 100 14-oz..... 4.40
Hot or Cold, 100 10-oz..... 4.00
Life Buoy, 100 ..... 4.00
Mikado, 100 14-oz..... 3.90
Mikado, 20 14-oz..... .85
Lenox, 100 ..... 3.00
Lenox, 20 ..... .75
Ivory, 100 10-oz..... 7.00
Fairbanks Clairette, 100 ..... 3.35
Fairbanks' Santa Claus, 100... 2.85
Fairbanks' Copco, 100 ..... 3.90
Fairbanks' Fairy Oval, 100.... 3.90
Grandpa's Wonder, large, 50.. 3.50
Grandpa's Wonder, small, 100. 3.60
Peets' Pine Tar, 50 ..... 1.90
Peets' Pine Tar, 100 ..... 3.75
Babbitt's, 100 ..... 4.10
Jergins Pumice, 50 small..... 1.75
Jergins Pumice, 50 large..... 3.00
Uncle Sam's Tar, 100 small.... 3.50
Uncle Sam's Tar, 50 large..... 3.40
Stryker's Kitchen Soap, 100s .. 3.50
Stryker's Kitchen Soap, 20s .... .75
Pearl, 100, large.....4.00

Castile Soap.

La Lune White Castile, lb..... 7¾
White, Virgin, per lb..... 7¾
White, Conti 14 15
Mottled, Imported, per lb. 6½ 7
Clover Leaf White 13
La Boulen 7¼

Scouring Soaps.

Bon Ami, 2 doz to cs, pr cs.. 2 50



Sapolio, scouring, ½ gross box, per box 4 50
Sapolio, hand, ½ gross box, per box 4 50

WASHING POWDERS.

Gold Dust, 24 3's, per case.... 4.50
Gold Dust, 100/10-oz..... 4.50
Gold Dust Deal, 1 ea free with 5 at $4 80 for 3—$4 40 for 10 oz.
Lavarine, 36 1-lb., per case.... 3.00
Lavarine, 100 5c pkgs..... 3.50
Pearline, 36 1-lb. pkgs..... 3 10
Pearline, 100 6-oz pkgs..... 3 75
Soaperine, 20 3-lb. pgs..... 3.60
Soaperine, 50 1-lb. pkgs 3 35
Soaperine, 100 ½-lb. pkgs 3.60
Babbitt's 1776, 6-oz..... 2.85
Kleeno, 72/1's 4.50
Kleeno, 24/3's 4.25
Kleeno, 100/1½'s 3 75
Grandma's Borax, powdered, 24 2s..... 4.00
do, 60, ¾s 2.40

COLUMN 17.

Department 13

OILS, PAINTS, ETC.

Coal Oil.

Water white, coal, bulk..... 12½
Pearl, cases, 25's 18
Astral, cases, 25's 18
Star, cases, 25's 17½
Ex. Star, cases, 25's 20½
Elaine, cases, 25's 26

Gasoline and Benzine.

86° Gasoline, bulk, 25 cases.... 31
74° Gasoline, bulk 16 cases..... 22
63° Benzine, bulk, 13 cases..... 19

Turpentine.

Strictly Pure, cases, 2-5's..... 80
Do drums or iron bbls. 80

Linseed Oil.

Strictly pure, raw, bbls.....gal 60
Do. boiled, in bbls...gal 62
Do. raw, cs, 2-5's....gal 65
Do. boiled, cs, 2-5's..gal 67

Castor Oil.

Baker's AA, cs, 2-5's 1.10
Pure, No. 2, cs, 2-5's..... 1.05
No. 1, cs, 2-5's ..... .70

Lard Oil.

Strictly pure, bbls., 75 cs..... 80
Sup. Win., str., bbls. 65 cs.... 70
No. 1, bbls. 55 cs 60

Neatsfoot Oil.

Cooper's bbls, 75 cs..... 80
Extra, bbls, 62½ cases..... 67½
No. 1, bbls, 57½ cases..... 62½

Lubricating Oils.

Star Cylinder Oil, bbls, 60 cs..65
Columbia Cyl. Oil, bbls, 40 cs..45
Gem Cyl. Oil, bbls, 80 cs.....80
Ruby Cyl. Oil, bbls, 50 cs.....60
Star Engine Oil, bbls, 50 cs...55
Columbia Eng. Oil, bbls, 30 cs.35
Parsagon Eng. Oil, bbls, 45 cs..55
Red Eng. Oil, bbls, 27 cs.....32
Star Mach. Oil, bbls, 30 cs....35
Star Dynamo Oil, bbls, 50 cs...55
Star Spindle Oil, bbls, 40 cs....45
Star Sep'tor Oil, bbls, 50 cs....55
Favorite Sep'tor Oil, bbls, 25 cs.30

Miscellaneous Oils.

Union Salad Oil 45 50
Globe Salad Oil 45 50
Pure Sperm Oil 75 80
No. 1 Polar 50 55
China Nut oil, ord'ry.....62½
China Nut oil, No. 1.....80

WHITE LEAD.

Pioneer, in kegs 7 7¾

DRY PAINTS.

Eng. Paris White, bbls.	1.35	1.60
Whiting, bbls	1.00	1.15
Kalsomine, bbls		1¼
Prince's Min'l B'wn.bbls		1.65
Yellow Ochre, bbls		1½
Eng. Ven. Red, bbls....		1.50

Department 14

PARINACEOUS GOODS.

Flours.

GLOBE MILLS,
Cor. Chestnut and Montgomery
California Selected Wheat,

	Barrel
* "Banquet" (fancy patent)..	$5.05
** "Silver Star" (patent)....	4.85

Blended Wheat,

*"Al" Family	5 15

Entire Eastern Wheat.

Globe, Bakers' .....
(½ bbls. 10 cents per bbl higher.)
* Al" must be retailed for not less than $1.40 per ¼ sack.
**"Banquet" must be retailed for not less than $1.30 per ¼ sack.
***"Silver Star" must be retailed for not less than $1.25 per sack.

FLOURS.

Allen's Boston Brown Bread Flour, 24 pkg , per case....	3 60
Allen's Flour, 10 10-lb bags, per bag	4 50
Cal Family	$5 05 $5.10
Cal. Bakers', extra.....	4 80 4.90
Buckwheat, 10-lb sacks, per 100 lbs	$4.50
Self Rising Buckwheat, 10-lb sacks, per 100 lbs.....	6.00
Graham, 10-lb sacks, per 100 lbs	3 25
Rice, 10-lb sks, per 100 lbs.....	3.00
Rye, 10-lb sacks, per 100 lbs....	3.75
Whole Wheat, 10-lb sacks, per 100 lbs	3 50

Meals.

Yellow Corn, 10-lb sacks, 100 lb.	$2.75
White Corn, 10-lb. sacks, 100 lb.	2.75
Ex. Cream Yellow, 10-lb. sacks, per 100 lbs.	3.75
Ex. Cream White, 10-lb sacks, per 100 lbs.	3.75
Oat Meal, 10-lb. sacks, per 100 lbs	4.25
Steel-Cut Oat, 10-lb sacks, per 100 lbs	4.50

Pearled Cereals.

Pearl Barley.....	$6 00
Pearl Wheat, 180-lb bbls.....	4.40

Rice.

Choice Seed Japan..	50.04
Good Seed Japan	.04½
Fair Seed Japan	.03½
Fancy Head Rice	5½ .06
Long Grain Rice	.04 .05
China No. 1	5 6
China No. 2	4½

COLUMN 18.

Rolled Cereals.

Rolled Oats, 7s and 10s, pr 100 lbs	4 50
Ex. Crm Rld Ots. 180-lb, bbl..	$7.50
Ex Crm Rld Ots, 180-lb, 90-lb sks	7.00
Frld Reld Wheat, 150-lb, bbls.	4 40
Dr. Price's Food, pee case ...	4.00
5-case lots, $3.85	

Sago and Tapioca.

Sago, original sacks, lb....02½	.03
Sago, 48/1's, per doz.....	.70
Instantaneous Tapioca, 50/1's, per case	5.00
Instantaneous Tapioca, 36 to case	2.70
Tapioca, Flake	.03
Tapioca, repacked, per lb...	.04½
One Minute Tapioca. 36 to cs	2.75
Arrowroot, Taylor's Bermuda, 12-lb box, 1, ½ and ¼ lb pkgs, per lb.....	32½

Miscellaneous.

Groats Oat, 10-lb sacks, 100 lbs.	$4.50
Groats Buckwheat, 10-lb sks, 100 lbs	10.00
Hominy, lgs, 10-lb sks, 100 lb.	3.75
Hominy, sml, 10-lb sks, 100 lbs	4.00
Split Peas (yel.) 25 and 50-lb boxes, 100 lbs.....	5.50
Split Peas (grn.) 25 and 50-lb boxes, 100 lbs.....	5.50
German Lentils, per lb.....	.05½
Cracked Wheat, per 100 lbs ...	3.75
Farena, per 100 lbs.	4.50
Pearl Grits, per 100 lbs.....	4.25
Capitol Mills Pearled Hominy, bbls.	8.00
Capitol Mills Gran. Hominy, bbls.	8.50
Capitol Mills New Process B. W. Flour, bbl.....	9.00
Capitol Mills Steel Cut Oat Meal, bbl.	8.50

Breakfast Foods.

Capit'l Mills R'll'd Oats, 36/2's	2.60
Grape Nuts, 1 & 2 doz, pr doz	1.40
Breakfast Gem, case 3 doz.....	2.60
Wheatine, 36/2's, pr cs.....	2.75
Germea, 20 4-lb pkgs, pr cs....	4.00
Germea, 24 2-lb pkgs, per case.	3 10
H.-O Buckwheat, 2 doz 2-lb pkgs, per case	3.75
H.-O. Pancake Flour, case.....	3.90
H.-O. Oats, 24/2's, per case....	3.15
Cream of Wheat, 36/2's.....	5.25
Crespo. 36/2's	2.75



MALTA VITA

36 2s, case $4.00

Our Mothers' Mush, 36 to cs..	2.75
Twin Brothers Mush, 36 to cs..	3.00
Carnation Wheat Flakes, 24/5's	5.40
A B C Breakfast Wheat, 72/2's	5.00
A B C Breakfast Wheat, 36/2's	2.60
Granola, 24/1's	2.25
Flaked Rice, 24/1's	3.00
Ralston Breakfast Food, 36/2's	4.50
Do. Barley Food, 36/2's....	4.25
Do. Health Oats, 36/2's....	4.00
Do. Hominy Grits, 36/2's..	4.00
Do. Health Grist, 36-2's....	3 60
Do. Select Bran, 24/3's....	2.50
Do. Pancake Flour, 36/2's	3.75
Do. Whole Wht Flr,4/4½s'	5.50
Quaker Oats, 36 2s	3.80
Scotch Oats 36 2s.....	3.65
Acme Grano, 20/4's, per case..	3.75
Acme Gluten Farina, 24/1's, pr case	1.85
Acme Gluten Flour, 10-lb sks..	.80
Acme Wheat Flakes, 36/2's....	3.00



Dr. Price's Wheat Flake Celery Food,
Per case...$ 3 75

Pastes (Domestic).

Macaroni, Vermicelli, etc.—	
No. 1 Extra, per box.	.27
No. 1 Extra, 15 lbs.	.52
No. 1 Extra, 25 lbs.	.82
No. 1 Extra, 50 lbs	1.65
No. 1 Extra, 100 lbs.	3.30
No. 1 Extra, ½ boxes	.15
Macaroni, Vermicelli & spaghetti, No. 2	.20
Royal Macaroni, Verm'l & Sp'tti, 24 1-lb pkgs., per case.....	1.70
Queen's Taste Mac., Verm. & Sp. 12 2-lb cartons 1 case	2.15
It. Paste, assd, ab. 18 lbs. c., lb.	.6½
Royal It. Paste, 24 1-lb pkg c., pkg	.8½
Golden Gate Egg Noodles, 24 1 lb. pkgs in case, per cs. .	1.90
Farina, 24 1-lb pkgs.	1.50
Discount 2 per cent for cash only.	

COLUMN 19.

Department 15.

SPICES

PURE—Square Tins, Full Net Weight.

	⅛'s	¼'s	½'s	1's	2½ lbs.	5 lbs.	Blk
Allspice	$0 70	$0 95	$1 60	$ 2 80	$ 6 70	$12 75	21
Cinnamon	1 15	1 80	3 30	6 25	15 25	30 00	43
Cloves	90	1 35	2 40	4 35	10 60	20 55	31
Ginger	75	1 05	1 75	3 10	7 50	14 30	23
Mace	1 75	3 00	5 65	10 90	26 95	53 30	73
Mustard	70	95	1 60	2 80	6 70	12 75	21
Nutmeg	1 25	2 05	3 80	7 15	17 60	34 60	49
Pepper	80	1 10	1 90	3 40	8 25	15 85	25
Cayenne	80	1 15	2 00	3 55	8 65	16 65	26
W. Pepper	95	1 45	2 65	4 65	11 75	22 90	34
Sage	70	95	1 60	2 80	6 70	12 75	21
Thyme	70	1 00	1 65	2 95	7 10	13 60	22
Savory	70	1 00	1 65	2 95	7 10	13 50	22
Marjoram	75	1 10	1 85	3 30	7 85	15 10	24
Poultry Seasoning	....	1 50	.....	.....	.....	.....	..

SECOND GRADE—Round Tins, Short Weight.

	¼'s	½'s	1's	2½ lbs.	5 lbs.	Blk.
Allspice	55	1 00	1 75	3 95	7 60	13
Cinnamon	65	1 20	2 10	4 90	9 50	16
Cloves	90	1 25	2 25	5 20	10 20	17
Ginger	55	1 00	1 75	3 95	7 60	13
Mace	1 20	2 30	4 40	10 50	21 00	34
Mustard	55	80	1 50	3 60	7 00	12
Nutmegs	85	1 70	3 10	7 40	14 60	24
Pepper	60	1 15	2 00	4 55	8 90	15
Cayenne	60	1 15	2 00	4 55	8 90	15
W. Pepper	75	1 45	2 65	6 15	12 05	20
Sage	55	1 00	1 75	3 95	7 60	13
Thyme	60	1 05	1 90	4 25	8 25	14
Savory	60	1 05	1 90	4 25	8 25	14
Marjoram	60	1 05	1 90	4 25	8 25	14

SCHILLING'S BEST SPICES.—Nature's Best.

Square tins. Never sold in bulk.
Small, medium, large sizes have sifting tops except Mustard.

	Small size per doz.	Medium size per doz.	Large size per doz.	Ex. Large size per doz.	Hotel size per tin.
Pepper	.75	1.20	2.20	3.75	.75
Mustard	.75	1.25	2.25	3.90	.81
Must. Comp.	.75	1.25	2.25	3.90	.81
Ginger	.75	1.25	2.25	3.90	.81
Allspice	.75	1.10	2.00	3.50	.73
Cinnamon	.90	2.25	4.25	7.50	1.35
Cloves	.80	1.40	2.60	4.75	.87
Nutmegs	1.60	2.75	5.25	10.00	2.00
Mace	1.75	3.00	5.75	11.50	2.15
Cayenne	.90	1.50	2.75	5.00	.92
Wh. Pepper	.95	1.75	3.25	5.75	1.00
Sage	.75	1.25	2.25	3.90	.81
Thyme	.85	1.40	2.60	4.75	.87
Marjoram	.95	1.75	3.25	5.75	1.26
Savory	.85	1.40	2.60	4.75	.87
Cases contain	6 doz.	4 doz.	2 doz.	2 doz.	1 doz.
Gross weight	22 lbs.	23 lbs.	24 lbs.	40 lbs.	53 lbs.

MUSTARD.

Colman's, ¼'s, 12 lb to box, lb.	.52
Colman's, ½'s, 12 lb to box, lb.	.48
Colman's, 1's, 12 lb to box, lb..	.48
Colman's, 5's, per lb.....	.40

Mustard, Prepared.

Small bottles, 24 to cs, pr doz	.55
Small straights, fancy, 24 to case per doz	.95
Webb's Glass Top	1.35
Large Dusseldorfer, 24 to cs	1.60
In 3-gal kegs, per keg.....	1.15
In 5-gal kegs, per keg.....	1.70
Louit Freres, French, doz....	2.25
Eddy's Salad Mustard—	
6-oz., 24 to case.....	.92½
8-oz., 24 to case.....	1.35
12-oz., 24 to case.....	2.00
Hirshes Horseradish Mustard—	
10-oz., 24 to case.....	1.25

Department 16

BAKING POWDER AND FLAVORING EXTRACTS.

ROYAL

	1 oz. lot	5 oz. lot	15 oz. lot
¼ lb cans	$ 1 38	$ 1 36	$ 1 34
6 oz cans	1 92	1 89	1 87
½ lb cans	2 57	2 52	2 50
12 oz cans	3 82	3 75	3 72
1 lb cans	4 95	4 85	4 80
2½ lb cans	11 65	11 40	11 28
3 lb cans	13 60	13 34	13 20
5 lb cans	22 35	21 90	21 68

An extra discount of 1 per cent if packed in barrels.

Schilling's Best Baking Powder.
Never sold in bulk.

10-lb. tins, per doz.....	$39.00
5-lb. tins, per doz.....	20.00
4-lb. tins, per doz.....	16.00
3-lb. tins, per doz.....	12.50
2½-lb. tins, per doz....	10.50
16-oz. tins, per gross....	$53.00
12-oz. tins, per gross....	41.00
8-oz. tins, per gross....	28.00
6-oz. tins, per gross....	22.50
4-oz. tins, per gross....	16.50

TROPHY

4 oz,	per doz	$0.95
6 oz,	"	1.35
8 oz,	"	1.70
12 oz,	"	2.35
1 lb.,	"	3.00
2½ lb.,	"	7.50
3 lb.,	"	9.00
6 lb.,	"	14.50

MISCELLANEOS.

Home, 10 oz.....	$0.90
Home, 25 oz.....	2.00
Home, 50 oz.....	4.00
Home, 80 oz.....	6.00
K. C., 10 oz.....	.85
K. C., 15 oz.....	1.25
K. C., 25 oz.....	2.12½
K. C., 50 oz.....	4.00
K. C., 80 oz.....	6.50

COLUMN 20.

Cream Tartar.

Standard, bulk, 20-lb box.....	27
Standard, 12 1-lb tins.....	.28
Pure, bulk, 30-lb box.....	.33
Pure, 5-lb tins, per lb.....	.33
Pure, ½-lb tins, per doz.....	5.00

SODA.

Churches, A. & H., or Dwight's Cow Brand, 60 lbs. to case.

1-lb	per lb. $0.05
½-lb	per lb. .05½

EXTRACTS FLAVORING.
GUITTARDS' "PURE"

per doz	2 oz	4 oz	6 oz	8 oz
Vanilla	$2 50	$4 75	$7 00	$9 00
Lemon	1 75	3 25	4 50	6 00

Net weight. Patent Sprinkler Tops

Schilling's Best Extracts.
Triple Strength, Pure and Uncolored Sprinkling Tops.
Net weight. Never sold in bulk.

	Lemon and Vanilla and Others, per doz.	Vanilla and Rose, per doz.
1 oz.	1.80	1.80
2 oz.	2.00	3.00
4 oz.	3.75	5.75
6 oz.	5.50	8.50
8 oz.	7.25	11.00
16 oz.	14.00	21.50
32 oz.	27.00	42.00

Souder's Flavoring Extracts.
Price per gross.

	2 oz.	4 oz.	8 oz.
Reg. Lemon	9.00	18.00	54.00
Reg. Vanilla	14.40	28.80	72.00
XX Lemon	18.00	36.00	72.00
XX Vanilla	21.00	42.00	84.00
Asrtd Flavors	18.00	36.00	72.00
Rose Coloring	18.00	36.00	.....
Yellow Colrng	18.00	36.00	.....
Jamaica Gngr.	18.00	.....	.....

Assorted flavors contain strawberry, pineapple, orange, almond, rose, etc.



"Your Extract."

Lemon, 2 oz., per doz.....$0.80
Vanilla, 2 oz., per doz.....80
Assorted Flavors, per doz.....80

COLUMN 21.

Department 17

CANDIES.

Lozenges.
(5-lb. boxes.)

XXX Peppermint, pails.. ...13 14
Thin Peppermint . ..... .16
T. T. Peppermint 18
Druggist Peppermint 25
Musk, fluted, pails ..... .20
Cinnamon, Lemon, Sassafras, Rose . ..... .16
Midget Fruit . ..... .20
Conversation and Hearts. .15
Lilliput Conv. Hearts..... 17
Midget Conv. Lozenges... 18
Crown T. T. Lozenges, 24 5ct. pkgs . ..... .80
Aurora Lozenges, 24 5ct. pkgs . ..... .80
Cough Troches, 5 lb bxs... .25
Eagle Wafers, Peppermints, Wintergreen . ... .25

Mixed Candy.
(30-lb. pails.)

Plain Mixed 8½
Pacific Mixed 10
Royal Mixed 12½
Grocers' Mixed 10
Yankee Mixed 13
American Mixed 13
Fancy A, Mixed 14½
Fancy C, Mixed 14
French S, Mixed 16
French No. 1, Mixed 18
French Extra Mixed 20
Lady, Mixed 15
Broken Mixed 9

Steam Panwork.

Anis Seed 22
Aromatic Cachous 18
Assorted Berries 16
Assorted Drages 14
Assorted Imperials 16
Assorted Small Seeds..... 22
Birds' Eggs 16
Boston Baked Beans 17
Burnt Peanuts 18
Burnt Almonds 25
Caraway Seed, smooth 22
Caraway Seed, pearled 22
Celery Seed 22
Cinnamon Beans, large red...15
Cinnamon Beans, Imperials....16
Coriander Seed, pearled 32
Jelly Beans, pails 12½ 14
Jelly Birds' Eggs 16
Jelly Cranberries 16
Jelly Limes 16
Jelly Raspberries 16
Jordon Almonds, fine 45
Jordon Almonds, imitation..... 18
Licorice Beans 15
Red Hots 25
Ringed Marbles 16
Sugar Coated Licorice Tablets 20
Sugar Almonds 25
Sugar Plums 16

Stick Candy.
(30-lb. pails.)

Assortment: Peppermint, Lemon, Rose, Clove, Anis, Cinnamon, Sassafras, Vanilla, Pineapple, Wintergreen 8½
Hoarhound 9
Hoarhound, wrapped 11
Peanut Sticks 13
Peanut Sticks, wrapped..... 13
Cocoanut Sticks 13
Cocoanut Sticks, wrapped 13

Taffies.

Peanut Taffy 15
Peanut Flake 15
Peanut Squares 14
Cocoanut Taffy 15
Cocoanut Squares 15
Chunks: Vanila, Rose, Chocolate, Lemon, Molasses 14
Broken Taffy of broken chunk 13

Drops and Lumps.
(30-lb. pails.)

Mixed Drops and Lumps 8½
Molasses Peppermint Lumps...11
Hoarhound Drops 11
Crystal Rocks 12½

Gum Goods.
(5-lb. boxes.)

A. B. Gum Drops, assorted.... 9
A. B. Gum Drops, Licorice..... 9
A. B. Gum Drops, Crystalized.11
A. B. Bonbons, plain, in bbls... 7
A. B. Bonbons, fancy, in bbls.. 7½
A. B. Bonbons, fancy, crystallized, 5-lb. boxes 14
A. B. Fruits 18
Royal Gum Drops 15
Genuine Gum Drops, hard.....25
Jelly Squares, assorted..... 14
Bijou Sticks 18
Spiced Jelly Drops 20
New Turkish Figs 16
Fig Paste, plain 17
Fig Paste, tricolor 18

Cream Goods.
(5-lb. boxes.)

Fondans Creams 14
Hand Dipped 19
Hand Dipped, with nuts on....21
Fruit and nut Ices 18
Cream Peppermint 20
Crushed Fruit Bonbons 30

Chocolates.
(5-lb. boxes.)

Chocolate, plain . ..... .14
Chocolate, Hand Made 20
Chocolate Dipped Bonbons... 20
Chocolate Dipped Bonbons, with nuts 22
Chocolate, Climax, 30-lb pails .16
Chocolate Chips . ..... .28
Chocolate Nonpareil Drops... 20
Chocolate Wafers 22
Chocolate Cream Tablets, 30 in box 1 10

COLUMN 22.

Marshmallows, Nougats, Etc.

Occidental Marshmallows, 5-lb tins . ..... .28
Occidental Marshmallows, 3-lb tins . ..... .30
Dipping Marshmallows, 5-lb. boxes . ..... .25
Angel Food, 5-lb. boxes . ..... .20
French Nouget, 30 5c slices in box 1.00
Walnut, Apricot, Spanish Nouget, 5-lb boxes, per lb..... .25

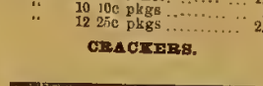
Sundries.

Opera Caramels 19
Rock Candy, white & red .15
Rock Candy, brown 16
Licorice Drops . ..... .20
Licorice Sticks, 16 to lb... .28
Locorice Tablets, 5 lb bxs .25
Licorice Tablets, 24 5c bxs .80
Licorice Penny Sticks, 100 in box . ..... .65
Buttercups, 5-lb tins..... .2

CHEWING GUM.

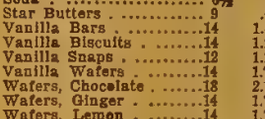
	Single	Box
Sweet Wheat, per box	.....	.50
Tulu Sugar Plum, box	.....	.55
Yankee Spruce, 20 pcs.....	.....	.55
Sen Sen, 20 pcs.....	.....	.55
Red Rooster, 20 pcs.....	.....	.55
Sweet Heart, 20 pcs.....	.....	.55
Newton's Pepsin, 20 pcs.....	.....	.55
Bloodberry, 20 pcs.....	.....	.60
Pepsin Sticks, 20pcs.....	.....	.60
Chiclets, 40 5c pkgs.....	.....	1.25
" 3-lb. boxes.....	.....	1.35
" 10 10c pkgs	.....	.80
" 12 25c pkgs	.....	2.00

CRACKERS.



MADE BY THE
MUTUAL BISCUIT CO.

	lb.	⅛ box
Almond Drops	15	
Animals	12½	$1.20
Arrowroot	14	1.50
Assorted	12	1.15
Assorted, extra	14	1.30
Assorted, fancy	20	1.75
Assorted Wafers	16	1.90
Assorted Jumbles	14	1.25
Boston	9	.50
Butters, Mutual	10	.70
Butter Scotch	14	1.50
Butter, Star	9	.60
California Lunch	9	.90
Champion	9	.65
Chips, Mutual	14	1.10
Chocolate Biscuits	16	1.80
Chocolate Fingers	15	1.50
Chocolate Wafers	18	2.15
Cocoanut Bonbon	14	1.25
Cocoanut Finger	15	1.50
Cocoanut Marshmallows.	15	1.50
Cocoanut Taffy	15	1.80
Cocoanut Wafer	16	1.50
Coffee	12	1.25
Coffe Iced	15	1.35
Cornhill	10	1.10
Cracker Meal	6	1.10
Currant Cakes	12	1.10
Egg Jumble	14	1.25
Fruit Biscuits	14	2.40
Ginger Cakes	10	1.40
Ginger, Nut	11	1.40
Ginger Wafers	14	1.75
Graham	10	1.20
Graham Gem	9	.75
Graham Unsweetened . .	9	
Honey Fingers	14	1.25
Honey Pumbles	12	1.00
Honey Drops, spiced	15	1.60
Honeysuckle	16	
Jelly Fingers	16	1.50
Jenny Lind	12	1.10
Lady Fingers	15	1.30
Lady Fingers Iced	15	1.40
La Grande	11	1.10
Lemon Biscuit	14	1.25
Lemon Brittles	14	1.35
Lemon Snap	12	1.20
Lemon Wafers	14	1.75
Macaroon Almond	40	
Mutual Flakes	14	.90
Mutual Tea	15	1.60
Nic Nac, No. 1.....	10	1.10
Nic Nac	12½	1.25
Oysters	8	.70
Peoples Mixed	12½	1.25
Pilot Bread	4	.65
Pilot Bread Extra	5	.65
Pilot Saloon	7	.80
Ping Pong	16	1.50
Raisin Cake	12	1.10
Saloon Pilot	7	.80
Saloon Soda	7	
Salted Wafers	14	.90
Soda Extra	7	
Soda	6½	
Star Butters	9	.60
Vanilla Bars	14	1.40
Vanilla Biscuits	14	1.25
Vanilla Snaps	12	1.20
Vanilla Wafers	14	1.75
Wafers, Chocolate	18	2.15
Wafers, Ginger	14	1.75
Wafers, Lemon	14	1.75
Water Wafers	12	.90
Walnut Creams	16	1.50



COLUMN 23.

Department 18.

FANCY GROCERIES.

Snider's Baked Beans.

No. 1, 90c doz.; 4 doz. in case
No. 2, $1.40 doz.; 3 doz. in case
No. 3, $1.85 doz.; 2 doz. in case

Bonillion Capsules.

Anker's, 10 capsules in box, per doz boxes 2.75

Capers.

Capotes, 1 dz in cs 1.20 1.25
Nonpareil, small 1.35
Do large 2.00
"White Label," 6-oz, doz..... 2.25
"White Label," 10-oz, doz..... 3.15

TOMATO KETCHUP.



Catsups

Snider's

Qts., per doz.. .. $3 75
Pts., " 2 40
½-pints, per doz. 1 40



CAMPBELL'S

(½ Pts. Condiments)

2 dozen to case

Tobasco Ketchup dozen.....$1 15

Tomato Ketchup, dozen..... $1 15

Salad Dressing, dozen 1 15

Chili Sauce, dozen..... $1 15

Assorted cases. dozen..... $1 15

Miscellaneous.

Our Mother's Ctsp ½-pt, doz.. 1 40
Our Mother's Ctsp, pts, doz... 2 30
Blue Label, 25 ½ pts to cs.... 3 10
Blue Label, 25 pts to cs..... 5 00
Blue Label, 12 qts to cs.....4 00
Mother's Own, pts.....1.50
½ pts ..... .90
London's Rockaway, Pts., doz . 2.25
Sailer's "Purity," doz ..... .90
H. B. Catsup, pts. 2.15
" " ½-pts. 1.25

Chocolate and Cocoa

CHOCOLATES.

Baker's.

German Sweet, 6-lb boxes, ⅛s and ¼s 2
Eagle, 12/1s 23
Premium, 12/1s 28
Vanilla, 12/1s 41
Powdered, ¼s, ½s, 1s, 12/lb. boxes 26
Subject to quantity discount.

Huyler's.

Vanilla, 12-lb. boxes 36
Premium, 12-lb. boxes 33

Lowney's.

Cream Cakes, per box..... 80
Ice Cream Drops, per doz... 75

Ghirardelli's.
In paper

Eagle, 24 1-lb 21
Eagle, 12 1-lb 21½
Eagle, 12 ½-lb 22½
Eagle, 12 ¼-lb 24
Crescent, 6 5 to lb.....17
Crescent, 12 5 to lb.....16½
Cal. Sweet, 6 6 to lb.....21½
Cal. Sweet, 12 6 to lb.....21
Monarch, 12 1&½-lb.....26
Monarch, 12 1-lb.....25
Monarch, 12 ½-lb.....27
Star, 24 1-lb 19
Star, 12 1-lb. 19½

Ground.
In tins

Ghirardelli's, 12 1-lb tins 26½
Ghirardelli's 24 1-lb tins.....26
Ghirardelli's, 60 1-lb. tins. 25½
In delivery cases.
Ghirardelli's 60 3-lb tins.....24
Venard's, 24 1-lb tins.....21
Venard's, 60 3-lb tins.....20
Miner's, 12 1-lb tins.....22½
Miner's, 24 1-lb tins.....22
Miner's, 20 3-lb tins.....22
5 per cent off on 120-lb. lots

COCOAS.

Baker's Bkfst, 6/1's&½'s.....36
Van Houten's, ⅛'s and ½'s.....35
Van Houten's, 1's 30
Royal Dutch, 12/¼'s 30
Royal Dutch, 12/½'s 75
Royal Dutch, 12/1's 70
Epp's, 14/½'s 40
Fry's, 12/½'s 39
Webb's, 6/½'s 23
Lowney's, 6/½'s 37
Ghirardelli's Bkfst, 6/½'s 38
Ghirardelli's Bkfst, 12/½'s.....37½
Ghirardelli's Impri. 6&12/½s...56
Miner's Bkfst, 6/½'s 37
Miner's Bkfst, 6/1-5's.....38
Menier's, 1: ⅛s 47

COLUMN 24.

Condensed Milk

BORDEN'S CONDENSED MILK CO.



Gail Borden Eagle Brand } 6.80
In 5-case lots 6 65
Pony..... 2.25
Challenge .4.70
Floral 4.65
Dime 3.75
Rose..... 4.40
(Each of above Brands 4 doz. in case)

Borden's Malted Milk, Trial Size, per doz. 90



Borden's Pioneer Brand Evaporated Cream

Large Cans, 4 doz. in cs. 3.75
Peerless 4.70
Yacht .. 3.25
Family Size, 4 doz. in case.
Quarts, 2doz. in cs

ALL ABOVE BRANDS GUARANTEED



CARNATION CREAM

20 oz. cans 4 doz
Per case 4 00
5 cases.... 3 95
25 cases 3 90
50 cases 3 85

25c rebate from factory on return of jobber's dup. bill and signed contract



LILY

[large tin]

1 to 10 cs. $3 90
10 to 25 cs 3 85

Helvetia Milk Condens'g Co.



Originators Evaporated Cream
Highland Evaporated Cream 4 doz in box $4.10
Baby Pet, 6 doz..... 3 00
Pet, reg., 4 doz., per case..... 3 85

Miscellaneous.

St. Charles, 4 doz., in case.....$4 60
St. Charles, 5-case lots..... 4 50
Horlick's Malted Milk, doz.... 4 50
Jersey, 4 doz. per case 3.50

Cereal Coffee.

Fig Prune, per doz.....$2 25
Postum, 24/½'s, per doz..... 1 35
Postum, 12/1's, per doz..... 2 25
Postum, 36/1's, per doz..... 2 25
Grains, 12, 2s 2.75

Chutney.

Chutney, asst, qts.....$6 25
Chutney, asst, pts..... 3 75
Chutney, Major Grey, qts..... 6 50
Chutney, Major Grey, pts. . .. 4 25
Ban ki-pore, pts 3 00

Cranberry Sauce. doz.

Anderson's 2s, 2 doz box.. 2.00
Tea Garden, 2s, gls, 12 box.4.00
Tea Garden, 1s, gls, 24 box.2.25
Cape Cod, 2 lb. gls, 12 box.3.50
Cape Cod, 1 lb. gls, 24 box.2.00
Home Made, 1s, 2 doz box.2.15
do 2s, glass, 1 doz box..4.00

COLUMN 25.

ALPINE

EVAPORATED CREAM

	Per case
1 to 5 cases, 4 doz. to case.....	$3.60
5 to 10 " " "	3.55
10 to 25 " " "	3.50

Gallons

1 to 5 cases, 6 to case	3.35
5 to 10 " " "	3.30
10 to 25 " " "	3.25

Midgets, 8 doz. to case

1 to 5 cases, $3.90 | 5 to 10 cases, $3.85
10 to 25 cases, $3.80

Alpine Evaporated Cream Co.

Factory
HOLLISTER, CAL.

Office and Salesroom
95 Market Street
Rooms 212-213
San Francisco, Cal.

Phone : **Main 3443.**

Cottolene.

2's, 4's or 10's, per cs. of 60 lbs.. 7.00
5-case lots 6.90
10-case lots 6.85
25-case lots 6.75
With 2½ cases, ½ case free.
" 5 " 1 " "
" 10 " 2 " "
Price $7.50, $7.40, $7.35.

Curry Powder.

Cross & Blackwells, 2 oz..1.35
do 4 oz. 2.35
Do 8-oz..... 3.65
Do 16-oz..... 6.20
East India, Bombay, 16 oz..... 5.00
East India, Bombay, 8 oz..... 3.25

Extract of Beef.
Liebig's (Genuine)

2 oz.	4 oz.	8 oz.	16 oz.
doz. 4.55	8.50	15.90	29.75

"Rex" Kelif.



2-oz., doz....$3.96 8-oz., doz...$13.27
4-oz., doz.... 7.20 16-oz., doz.. 24.75

Marshall's

2 oz., per doz.....$2.40

Gelatine.

Knox's, per doz..... 1 20
Knox's, per gross..... 14 00
Cox's, per gross 12 00
Keck's, per doz 1.10

Ginger (Preserved).

½ doz jars in cs, per cs..2.25

Lemon Sugar.

Gilt Edge, 24/1⅛s, per doz.... 1.37½
Gilt Edge, 24/1s, per doz.... 1.85

Lime Juice.

Tahita, 24/8-oz, per doz.....$1.25
Tahita, short measure, 16-oz.. 1.50
Tahita, full measure, 16-oz.... 1.75
Tahita, full measure, 32-oz.... 3.50
Tahita, bulk, gal..... 1.00

Mushrooms. doz.

Le Court, 100 to cs..... $2.25
La Forrest, 100 to cs..... 2.75
Hotel, 100 to cs..... 1.85
Fancy Stuffed, pts..... 4.00

COLUMN 26.

OLIVES.

OLIVES IN BULK.

	25 gl.	10 gl.	5 gl.	3 gl.
Ex. No. 1, Q'n.	1 40	11 50	6 00	3 75
Lge No. 1, "	1 00	10 50	5 00	3 25
No 1 Qu'n	85	9 75	4 75	2 90
No 2 "	85	8 75	4 50	2 85
Manzanilla	70	7 25	3 75	2 40

Extra charge for kegs & barrels.



Olives

SEVILLE PACKING CO.

White Label Queen Olives—

28-oz., per doz...$5.50
18-oz., " ... 3.75
6-oz., " 1 25

Pim-Olas

18 oz, 2 doz, per cs, per doz $6 10
10 " " " " 3 55

Baby Pim-Olas

10-oz, 2 doz. in case, per doz.....$2.50
6-oz., 2 doz. in ease, per doz.... 1.50

Olive Oil

NICKLIS

	Case
½ pints, 4 doz	$9 00
Pints, 2 doz	8 55
Quarts, 1 doz	7 85
2½-oz.	9 00



CRYSTAL BRAND OLIVE OIL. Pure California Products.

7-oz.
Per doz...$2.40
3 doz..... 6.75

14-oz.
Per doz... 4.50

Quarts.
Per doz... 7.25

Put up by
G. O. Ryden.

* MISCELLANEOUS

Golden Gate, in gal tins, per gal	1 85
" ½ " "	1 85
" ¼ " "	1 90
Pala Grove, pure Cal., qts. .. dz.	7 75
Cooper's qts., ₩ doz.	10.00
Cooper's pts, ₩ cs of 2 doz.	10.00
Antonini, J.P.S., qts, ₩cs..	7.40
Do 1¼-gal. tins, ₩ tin..	2.90
Duret, qts, pts, ₩ doz cs..6.00	7.00
Lucca, Cresse & Blackwell's qts.	7.50
Lucca, Cresse & Blackwell's pts, 2 doz.	8.25
Lucca, Cresse & Blackwell's ½ pts, 3 doz.	7.25

Salad Oil.

Durand Oil.
Quarts, 1 doz. to case, per case..$1.65
Pints, 2 " " " .. 1.75
½-Pts., 3 " " " .. 1.85

Puritan salad Oil
Quarts, 1 doz. t case, per case . 1.90
F. Dubec & Fils, 1 dz qts, per case 1.50
Imitation Lucca, qts 1.40

"Primrose" Salad Oil.

Tierces, about 50 gal, gal..	$ .40
1 gal. tins, 10 to case, gal.	.70
5 gal. tins, 1 to case, gal..	.45
½ gal. tins, 20 to cs., gal.	.75
Quart bottles, 12 to cs, doz	1.35
Pint bottles, 24 to cs, doz	1.00
½ pint bot., 36 to cs, doz.	.85

Paprika.

Gordon Packing Co.

1-16 lb . doz	½ lb. ... doz 6 00
¼ lb doz	1 lb .... doz
¼ lb . d z	Bulk, lb.....

Peanut Butter

Heron's, 2 doz to cs, per dz. .2.40

Peels.

Citron, 25-lb box	$ 13½
Citron, 10-lb box	14
Lemon, 25-lb box	11½
Lemon, 10-lb box	12½
Orange, 25-lb box	11¼
Orange, 10-lb box	12

COLUMN 27.

PICKLES.

Gordon Packing Co.

California—Mixed or Plain.

No. 1, bbls, per gal	$0.24 to $0.37
No. 1, ½ bbls, per gal..	.26 to .29
No. 1, 10-gal keg, p kg.	2.25 to 2.45
No. 1, 5-gal keg, p keg.	1.15 to 1.25
No. 1, 3-gal keg, p keg.	.80 to .85
No. 2, bbls, per gal	.22
No. 2, ½ bbls, per gal	.24
No. 2, 10-gal keg, per keg	2 10
No. 2, 5-gal keg, per keg	1 05
No. 3, 3-gal keg, per keg	.80
No. 3, bbls, per gal	.14
No. 3, 10-gal keg, per keg	1 15
No. 3, 5-gal keg, per keg	.60
No. 3, 3-gal keg, per keg	.55

SWEET—"PACIFIC."

Bbls, ₩ gal	51
½ bbls, ₩ gal.	53
10-gal keg, per keg	5.00
5-gal. keg, ₩ keg	2.75
3-gal. keg, ₩ keg	1.75
Square, 1doz ½-gal. ₩ doz.	2.25
Square, 2 doz ¼-gal, ₩ doz.	1.60
Square, 4 doz ⅛-gal., ₩ doz	1.25
Round, qts, ₩ doz	3.75
Round, pts, ₩ doz	2.50
Round, ½ pts, ₩ doz	1.75

Crosse & Blackwell's.

	Doz.
Mxd Pkls, pat tops, pts..	4.15
Mxd Pkles, Pat tops, ½ pt..	2.50
Mxd Pkls, corks, pts	3.95
Chow Chow, pat tops, pts..	4.15
Chow Chow, pat top, ½ pt..	2.50
Chow Chow, corks, pts	3.95
Onions, pat tops, pts	4.15
Onions, pat tops, ½ pts	2.50

Root Beer



Less 5 per cent. on gross lots

Hires', case of 1 gr	20 00
6 doz. lots	10 00
3 "	5 00
1 "	1 75

Hires' Carbonated Root Beer cs of 2-dz pt bottles, patent tops, per cs $2 00 in 5 case lots 1 95
Hires' Carbonated Gingar Ale Per case 2 00
5-case lots, $1.95.



Hires' Rootbeer Carbonated and Ginger Ale empty bottles, if returned to Snohu-Patrick Company, will b received by them at 25c. per case of 2 doz. bottles (with case) Delivered at San Francisco.

COLUMN 28.

Saratoga Chips.
(Less 5 per cent)
Boxes, 15 and 30-lb, per lb..$0.20
Cartons, 6-oz, 2 doz in cs, doz 1.30

SAUCES.

SNIDER'S SALAD DRESSING

Pints, 1 doz. in case, doz. $3.75
Hlf-Pts, 2 doz. in case, doz. 1.75





Snider's Oyster Cocktail S'ce pints, 2 doz to c'se, doz .. .2 40

Same gallon jugs, 6 to case, per gal..... 1 80

Snider's Chili Sauce, pints, 1 doz. to c'se doz 2 40

Same, half pts 2 doz. to c'se doz 1 45

Bayle's Tabasco Pepper Sauce, in cases, 6, ½-doz. boxes, per doz. $3 00
boxes of 12 bottles, per doz..... 3.50

Holbrook's W'cestershire, ½'s	2.40
Do pts.	4.00
Do qts.	
*Lea & Perrin's Worcestershire, sm'l"	2.75
*Lea & Perrin's Worcestershire, medium	5.00
*Lea & Perrin's Worcestershire, large	8.25
*5 cases 5c ₩ doz less.	
Ban-ki-por, ½ pts, 2 doz case, per doz	2.40
Ban-ki-por, pts, 1 doz case..	3.80
Tobasco, McIlhany	4.00
Tobasco, New Iberia	3.50
Braunhardt's	
Tropical, ½-pts, 2 doz. per case	4.50
" pints, 2 doz. " "	8.10
Bengal Worcester, ½ pt.	.55
Bengal Worcester, pt	1.05
Pepper, sprinkle top, ½ pt..	2.00
Superior Pepper, small	.75
Superior Pepper, large	1.50

Pure Food Pk'g Co.

Worcester Sauce, London Club, ½ pts, do	.75

Salad Dressing.

Durkee, small, 2 doz, ₩ doz.	2.50
De large, 1 doz, ₩ doz.	4.30
De picnic size, 4 dz, ₩ dz.	1.00
My Wife's, 1 dz, 16-oz, case	2.75
My Wife's, 2 doz, ½ pt. cs.	3.40

Alpha Salad Cream.

Jumbo, 1 doz. to case, per case	4.25
Do large, 2 doz. " "	4.70
Do picnic, 2 " " "	2.50

El Paso Manfg. Co.
1653 Mission St.

Manufacturers
Flavoring Extracts
Fruit Juices
Syrup
Salad Dressing
Bluing
Ammonia
—
Meat and Salad Dressing, doz. .90



COLUMN 29.

SOUPS.



CAMPBELL'S (1-lb. Condensed). Packed 48 1-lb. cans to case. Straight cases of any variety, or following assortment:

2 Tomato, 6 Vegetable, 4 Ox Tail, 2 Mock Turtle, 3 Chicken Gumbo, 2 Tomato Okra, 1 Julienne, 2 Beef, 2 Consomme, 2 Pea, 2 Celery, 2 Vermicelli-Tomato, 2 Clam Chowder, 2 Mutton Broth, 2 Bouillon, 2 Chicken, 2 Mulligatawny.
Price, per doz, any variety...$0.90

Miscellaneous.

Snider's Tomato—$ lb tins 2 doz. in case, per doz	$2.60
Same—2 lb tins 2 doz. in case, per doz.	4.35
Van Camp's asstd, per doz	.90
Van Camp's straight, per doz.	.90

SALT.



LESLIE SALT.

Free Running—

Cartons, 20 5s	$ 2.50
Cartons, 24 3s	2.00
Cartons, 48 2s	2.75
Caddies, 50 2s	3.60

Velvet Grain—

Bales, 50 3s	1.50
Bales, 30 5s	1.50
Bales, 15 10s	1.50
Bales, 8 20s	1.50
50-lb sacks, per ton	18.00

H. H. H. Liverpool.

Bales of 75, 2's, per bale	$1.25
Bales of 40, 4's, and 15 10's	2.0
Bags, 200s (50s $5), per ton..	7.50

Rock Salt.

Half-Ground, 100-lb sacks, per ton	$4.25
Stock, 100-lb sacks, per ton	4.00
Liverpool Lump, per ton	13.50
Cal. Table and Dairy, pr bale.	1.0
Cal. Table and Dairy, 50's, per ton	6.25

Package Salt.

Shaker Salt, per doz	$0.90
R. S. V. P., 3's, 24 to cs, p. cs.	2.25
R. S. V. P., 5's, 20 to cs, p. cs.	2.75

Celery Salt.

Mertens, 1 doz in box	1.05

Sauerkraut.

Barrels, per lb	.02¾
½ bbls	.03
¼ bbls	.03¼
3-gal kegs, per keg	.80
5-gal kegs, per keg	1.15
10-gal kegs, per keg	2.25
2-lb tins, 2 doz in cs, doz	1.85
2½-lb tins, 2 doz in cs, doz..	1.60

COLUMN 30.

SPANISH DELICACIES.

Specialties of the **Spanish-American Food Co.**
149-155 Fremont St.
Medal Goods. Paris Exposition.



TAMALES. Doz.

I. X. L., W. G. M. and Kapp & Sheet Brands.	
No. 1 Boneless Chicken Tamales in key-op. cans	1.30
No. 2 Not Boneless Chicken Tamales in key op. cans	1.00

Spanish-American Brand.

Beef Tamales in key op. cans	.95
Extra Special Boneless Tamales in key op. cans	1.60
Chili Con Carne, 1 lb	1.20
Enchiladas, in key-opener cans	1.20
FRIJOLES, 1 lb	.90
Tripe, Spanish style, 1 lb	1.25
Minced Deep Sea Clams, 1 pt.	1.00
Minced Deep Sea Clams, 2 pt	1.65
Clam Juice, 1 pt.	.95
Clam Juice, 2 pt.	1.50
Cal. Baked Beans, tomato sauce, 1 lb., 4 doz in case	.85
Cal. Baked Beans, tomato sauce, 2 lbs., 2 doz to case	1.85
Cal. Baked Beans, tomato sauce, 3 lbs . 2 doz to case	1.75

Chili Beans (Tamale Sauce)

1 lb, 4 doz to case	.85
2 lb, 2 " "	1.35
2 lb, 2 " "	1.75

Deviled Oysters, for Sandwiches
4 doz to case 1.40
Pate Chicken Liver for sandws.
4 doz. to case..... 1.40

Macaroni and Cheese, with Tomato sauce, 1 lb, 4 dz. cs.. .90

Concentrated Soups.

Pints (20 kinds).....doz. .90
Beef, Tomato, Ox Tail, Mock Turtle, Mulligatawny, Rice Tomato, Consomme, Green Pea, Bean, Clam Chowder, Vegetable, Chicken Rice, Chicken Barley, Chicken Giblet, Chicken Gumbo, Cream Chicken, Cream Celery, Beef Bouillon, Chicken Bouillon, Clam Bouillon.
Quarts (9 kinds)...doz. $1.85
Chicken, Beef, Mock Turtle, Ox Tail, Tomato, Mulligatawny, Vegetable, Clam Chowder, Cream of Celery.

Truffles.

Rilhac, 100/¼'s, per doz	12.00
Rilhac, 100/ 1-16's, per doz	3.00
La Forrest, 100/¼'s, per doz.	17.00

Vinegar.

	½ Bbl.	10 bbl.	5 gal.	3 gal.
30 grain	08	10	1 15	65 50
40 grain	10	12	1 35	75 60
50 grain	12	14	1 70	90 80
60 grain	14	16	2 00	1 10 95
80 grain	16	18	2 65	1 50 1 25
90 grain	18	20	3 50	1 85 1 65
100 grain	20	22	3 85	2 00 1 85

Hammond's Vinegar.

Salad, qts, per doz..... 1.25

Yeast Cakes.

Great Western	1.00
Gillett's Magic	1.20
Yeast Foam	1.20

Pure Oregon Apple Cider Vinegar.

Bbls	22c gall n
½-bbl.	24c "

Guaranteed.

COLUMN 31.

Department 19.

GROCERY SUNDRIES.

Axle Grease.

H. & L., per case.....$1.50
C. & S., 2-doz case, per case... 2.00
" 5 cs lots 1.95
" 10 cs lots 1.85
Frazer's, 2 doz tins, per case..2.25
Frazer's, 4 doz wd, per case... 3.60
Frazer's, 15-lb pails..... .85
Mica, 3 doz tins, per case..... 2.25

Paper Bags.

Automatic, Self-opening, 500 in pkg.
List.

¼-lb . .....$1.00 8-lb 4.80
½-lb . . .. 1.20 10-lb 5.20
1-lb . ..... 1.60 12-lb 6.00
1½-lb . . ... 1.70 14-lb 8.30
2-lb . ..... 2.00 16-lb 9.00
3-lb . . .... 2.50 20-lb 10.00
4-lb . ..... 2.90 25-lb 11.00
5-lb . . .. 3.40 30-lb 12.00
6-lb . ..... 4.00 35-lb 15.00
7-lb . ..... 4.40 .....

Discounts from above List:
(Cheapest).....50 pct and 5, 10's
Eagle or Equal....50 pct and 2, 10's
White Fibre, or any white bag, ...50 pct and 1, 10's
Mikado (striped) .....40 pct
Sugar Bags, bread bottom, lb....06
Lion, 40 per cent and 1....1.10

Bluestone.

Barrels, per lb (5 bbls 6½c) .$0.05¾

Bathbrick.

Bristol, 2 doz, per case (25 case lots 67½c) $0.85
Powdered, 20 1's, per case 1.15
Powdered, 40 ½'s, per case 1.25

CANDLES.

Adamantine.

Schneider's 10 oz. 20's.....$0.07
Schneider's 12 oz. 20's..... .08½
Schneider's 14 oz. 20's..... .09½
Paraffine, 20 1 lb. cakes...1.95
do 5 bx. lots.....1.85
do 40 1 lb cakes.....3.90
do 5 bx lots.....3.75
do 100 1 lb cakes.....9.75
do 5 bx lots.....3.75
P. & G. Adamantine, 10 oz. 8¼
do 12 oz. 9¼
do 14 oz. 10½
Yacht Club Quartz Candles
20 sets 14 oz..... .10
40 sets 14 oz. ..... .09¾

Stearic.

Schneider's 14 oz 20's or 40' .12
Schneider's 16 oz 20's or 40's. .13¼

Paraffine, Etc. Per lb.

4s, 6s, in cartons of 36-lb bxs..10¼
12s, in cartons of 36-lb bxs....10¼
½-lb, in cartons of 25-lb bxs...10¼
1-lb, in cartons of 25-lb bxs....10¼
Colored 1c higher.
Beeswax, pure for churches.. 40
Do No 2..... 30
Do No. 3..... 25
Christmas, all sizes.....3 8½
Do holders, ₩ gross..... 85
Wax Tapers, ₩ doz pkgs (₩ gross 8.00).....65 75
Night Lights, German, on pap & wd, (doz 40)..... 05
Do French, on tin, doz.. ..... .50, .75, 1.10

Cordage.

Basis price: Manila 14½c. Sisal 9¾c (5,000 lbs ¼c, and 10,000 lbs ½c less.)

Egg Food.

Pratt's, 26-oz, 2 doz in cs....$2.25
Wellington's, 1-lb, 2 doz box.. 2.00

Fly Paper.



Fly-Net, Per Case $2.60
Magnet, per case.....$2.50
Tanglefoot, per case..... 2.90
Tanglefoot Holders, per case of 50 75

Fruit Jars.

(Net cash — no discount)

Mason's, pts, per gr..... 7.35
Mason's qts, per gr..... 8.05
Mason's, ½ gals 11.40

Fruit Jar Caps.

Porcelain, 6 doz to box, per bx 2.40

Fruit Jar Rubbers.

No. 1 white, per lb..... 50-60c
"Gold Seal," cartons, per gr.. .75
"Badgers," cartons, per gr.... .60

Hops.

No. 1, ¼ lb, 30-lb. box, lb..... .30
No. 1, ½ lb, 30-lb box, lb..... .30
No. 1, 1 lb, 30-lb box, lb..... .30
Less than 30-lb boxes..... .31

Horseradish.

½-pts, 2 doz in box, doz..... 1.10
Pts, 1 doz in box, per doz.... 1.50
Qts, 1 doz in box, per doz..... 2.75
Bulk, per gal ..... .75

Glue.

Le Page's, 1 oz, per doz..... .75
Le Page's, 2 oz, per doz..... 1.15
Le Page's ½-gill tins, per doz. 1.20
Le Page's, 1-gill tin, per doz.. 1.80
Standard, small, per doz..... .50

COLUMN 32.

EUREKA INSECT EXTERMINATOR.



Manufactured by
Jos. Fusch, 22 Hampton Place
San Francisco.

10c size, doz 75
25c size, doz 1.75
60c size, doz 4.50
1.00 size, doz 8.00

Harmless to persons or animals; does not irritate the skin or injure the eyes.

MATCHES.

Metroplitan, full count, per tin.$1.10
Universal, shrt count, pr tin .75
Boys' block pap pkg, per doz .85
Swedish Safety, per gross..... .80
Swedish wind, 1 gross..... 35
Vulcan Parafine, 65s, ₩ gross (50 gross 50c) .....50 .55
Japanese Safety, per gross..... .50
Squirrel Matches, 55s, per gross .43
Ship Safety Matches, la ge, gross .75
" " small, " .65

Diamond Match Co.'s.

Anchor, 200 ..... 1.70
Do 500s..... 4.00
Domino, case..... 2.75
Domino, 5-case lots 2.50
G. G., 60s..... 2.75
Red Top Safety 3.25
S. & C., Eastern Parlor, 80s.... 4.25
Press, 160s, 5-gross cs..... 4.75
Little Star, per cs..... 2.25
Search Light, 500s, large 1 gr.. 4.75
(Discount of 25c per case on 5 cs lots)

Paper, Wrapping.

Butter, White, ₩ ream..... 20
Do Waxed ₩ ream..... 25
Manilla, No. 2, roll, any sz, lb....3½
Manilla, No. 1, rolls or reams, ₩ lb..... 5
Straw, ₩ ream..... 70
Do rolls any size, ₩ lb.... 3¼
Drab, ₩ ream..... 60
Do rolls any size, ₩ lb.... 2½
Metropolitan White Fibre Rolls, per pound..... 4

Paper, Toilet.

Columbia, in rolls, 7 oz, per cs of 100 .....2.75
Royal, 100 rolls of 500 shts.....4.00
Pilot, 100 tablets of 500 shts..3.75
Golden Eagle, 100 tablets of 1,000 sheets 8.00

Polishes, Shoe.

Mason's.

Mason's Colt-Coron-Ide
Per gross $4.70; per doz. 40c
Mason's Paste Stove Polish
Per gross $4.70; ¼-gross $1.20
Mason's Challenge, per doz..... .40
Mason's Challenge, per gross... 4.70
Challenge Shoe Dressing, small per doz .. . $ .75
large " " 1 50
Russett Comb'n. shoe Dressing small, per doz 75
large, " " .. 1 50
Black Comb'n Shoe Dressing small per doz . 85
Patent Leather Polish, per doz 50
Mason's, No. 4 45
" " per gross 5 20
" No. 3 per doz 85
" " per gross. 8 40
" No 2 per doz 80
" per gross..... 3 00
" No. 1 per doz..... 25
" " per gross .. 2 80

Scott & Gilbert Co.
Manufacturers.
214-216 Mission St., San Francisco



In 3 dozen cases per
Alaska Seal Oil.... 20 00
Top Notch 15 00
Russian 12 00
Boss..... . . 9 00

Bixby's.



Jet Oil.....per doz. 85
Jet Oil, 3 doz. in box, with Marvel Brush Free 2 55

COLUMN 33.

BIXBY'S—Continued

Royal Polish ..... per doz. 85
Royal Polish, 3 doz. in box, with 8 pkgs. 5c Carpet Tacks free.2 55
Shoe Satin, Small Comb, per doz. 80
Shoe Satin, Large Comb, per doz. 1 25
No. 5, Shoe Satin Paste, per doz. 40
No. 10, Shoe Satin Paste, p doz 85
Satinola, Small Comb..... 80
Satinola, Large Comb 1 25
No. 5, Satinola Paste. 40
No. 10, Satinola Paste..... 85
"BBB" Blacking Size M. 3 ds. in box .... } 1 25
½doz. paste free }
"BBB" Blacking, Size B. 3 doz. in box .... } 2 50
1 doz. paste FREE .... .. }

Polish, Stove.

Rising Sun, large pkg, ₩ gross.6.25
Do 5-gross lots, ₩ gross..6.00
Do Small pkg, ₩ gross....4 25
Sun Paste, large, ¼ gross, per gross 8.00
Sun Paste, small, ¼ gross, per gross 5.00
Enameline, No. 4 tins, ₩ gross.5.00
Do No. 6 tins, ₩ gross....3.25
Do Liquid, pt-tins, bx 3 doz.2.25



Small, 3 doz. to cs., per cs.$1.50
Large, 3 doz. to cs., per cs. 2.50
(½ doz. free with each case)

Polish, Metal.

Electro Silicon, 1 gr in case, per doz ..... .80
Brilliantshine, ½ pts, per doz.. .90
Brilliantshine, pts, per doz.... 1.70
Brilliantshine, qts, per doz.... 3.10

U. S. Metal Polish.



POLISH

	Doz
Qts.	$3 00
Pts.	1 70
½ Pts.	90

PASTE

lb.	$3 00
½ lb.	1 75
8 oz.	50

Barkeepers Friend powder gr..$18.00

U. S. METALLIC POLISH

PASTE is put up by a Practical Chemist; also in Liquid Form. Free from Acid or Grit. 20 years in the Markets of the World. **J. T. WILSON**, Pacific Coast Agt., 1770 15th St., S. F. For sale by all dealers. Also the Barkeepers' Friend Cleaning Powder.

Rope.

Manila, 1¼-in. cordage ..... .15
Sisal, 1¼-in. cordage ..... .10¾

Seeds.

Anis 14½
Canary 7
Caraway 8 10
Celery 15
Coriander 15
Cumin 18
Flax, ground 4
Flax, whole 3¾
Hemp, sacks 4½
Millet 6½
Mustard 5½
Poppy (Or. sks 9¼)..... 10¾
Rape, Cal..... 4¾
Bird gravel, 40 2s..... 2.00
Bird Seed Mixed 48—1-lb. pkg. 7½
Original sacks ½c less.

Sheep Dip.

Little's, 10½-gal tins, per gal$1.05
Little's, 5-gal drums, per gal.. 1.05
Smith's, 10½-gal tins, per gal. .95
Smith's, 5-gal drums, per gal .95

Twine.

Cotton, 4 ply, 100-lb bls, per lb 20
Do 3 ply, 100-lb bls, per lb.... 20
Do 2-lb cones, per lb 20
Hemp, 8-oz balls, per 3-lb pkg.. 70
Do, 4-oz. balls, per 3-lb pkg. 75
Do 2-oz balls, ₩ 3-lb pkg. ...
Sack, 4 ply, 12-lb pkgs, per lb. 33

Wax.

Fruit....25 6-oz. pkgs 1.10; .. 9-oz. .80
Japan, per lb 20
Beeswax 35

Wax Strings.

12 in. 10 pkg. 100 stgs, each.....1 65
14 in. 10 pkg. 100 stgs each.....1 75

COLUMN 34.

COLUMN 35.

Department 20.

WOOD AND WILLOW WARE

AXE HANDLES.

Ex, 36-in., doz.....$2.25
No. 1, 36-in., doz..... 1.75
No. 2, 36-in., doz..... 1.25
No. 3, 36-in., doz..... 1.05
Ex, 38-in., doz..... 4.00
Ex, 40-in., doz..... 4.25

BASKETS.

	Per Doz.
Cal., Open, Spruce, No. 3..	.50
Cal., Open, Spruce, No. 4..	.60
Cal., Open, Spruce, No. 5..	.84
Cal., Satchel, Spruce, nest, 0-5	1.10
Cal., Satchel, Spruce, nest, 1-5	1.00
Cal., Satchel, Spruce, nest, 1-41	.71
German market, nest of 4	1.25
Clothes, Oval, Wil., No. 0.	6.00
Clothes, Oval, Wil., No. 1.	6.75
Clothes, Oval, Wil., No. 2.	8.00
Clothes, Oval, Wil., No. 3.	9.00
Clothes, Oval, Wil., nest 4...	3.17
Japanese Telescope, nest of 5, size 18x12x7.....	1.00
Same, size 20x13½x7.....	1.25
Same, size 24x15x10.....	1.75

BOWLS, WOODEN.

	Per Doz.
Maple, No. 1, 11-inch.....	.75
Do No. 2, 13-inch.....	1.50
Do No. 3, 15-inch.....	2.75
Do No. 4, 17-inch.....	4.25
Do No. 5, 19-inch.....	5.75
Do No. 6, 21-inch.....	7.50
	Per nest.
Maple Nests, 3, 13, 15, 17-inch	.71
Same, 4, 13, 15, 17, 19-inch	1.20
Same, 5, 13 to 21-inch...	1.81

BROOMS.

	Per Doz.
Patent Cap, No. 1.....	3.80
Patent Cap, No. 2.....	3.60
Patent Cap, No. 3.....	3.35
Extra Patent, No. 1.....	3.35
Extra Patent, No. 2.....	2.60
Extra Patent, No. 3.....	2.40
Ladies' Pride, No. 1.....	2.85
Ladies' Pride, No. 2.....	2.60
Ladies' Pride, No. 3.....	2.40
Little Beauties	3.00
Ladies' Delight	2.80
Toy, 2 strings.....	.90 1.35
Wisp, 2 strings	.90 1.25

BRUSHES.

	Per Doz.
Dust	2.00 12.00
Scrubbing	.55 3.00
Dandy	1.50 5.75

Shoe Brushes.

No. 1, black tampico	1.10
No. 2, bristles	1.65
No. 3, white bristles	1.75
No 4, bristles	2.00
No. 5, white bristles	2.25
No. 6, horse hair	2.70
No. 7, bristles	3.90

Stove Brushes.

	Per Doz.
No. 1, tampico, handles...90c-$1.10	
No. 2, bristles, handles.....	1.85
No. 3, tampico, handles.....	1.85
No. 4, bristles, handles.....	3.25

Ox Fibre Brushes.

	Per Doz.
Scrub, T. & B., 9x2⅛ in face	.80
Do Hub, 10x2¾ in face.	2.00
Do Magic, 7½x2 in face	1.10
Do Owl, 6½x1½ in face	.85
Do Cat, 10½x2½ in face	1.50
Do Rat, 8½x2½ in face	1.25
Do Mouse, 6¾x2½ in fa	1.00
Do Alligator, 10½x2¾ in face	2.35
Do Goose, 8¾x2¾ in fce	2.00
Do Duck, 6½x2¾ in fce	1.50
Stove, Hustler, 8½x2½ in face	2.25
Sink, Bell, 3½x2½ in face	1.40
Sink, Gong, 4¾x3¾ in face	2.25
Horse, Pointer, 10x3¼ in face	3.00
Creamery, Jersey, 9x5 in face	2.35
Creamery, Holstein, 9½x 5½ in face	3.50
Dust, Peacock, 10½x4 in face	2.25
Hand, Windsor, 4½x1¼ in face, per gross.....	6.00
Whitewash, Snowstorm, 9-in., per doz.....	2.00
Same, 8-in., per doz.....	1.75
Same, 7-in., per doz.....	1.50

CAN OPENERS.

Diamond, per doz $0.75
Crown, per doz 1.25
Scissors, per doz..... 2.25

CARPET SWEEPERS.

Bissells, per doz. 25.00 to 27.00
King, per doz 24.00

CHEESE SAFES.

Round No. 1, 10-in $2.20
Round, No. 2, 22-in..... 2.25
Round, No. 3, 24-in 3.50
Square, each 4.00

Clothes Line.

Hemp 40-foot, per doz.....$0.80
Hemp, 60-foot, per doz..... 1.25
Cotton, 40-foot, per doz..... .80
Cotton, 60-foot, per doz..... 1.20
Cotton 75-foot, per doz..... 1.75
Manila 40-foot, per doz..... 1.25
Manila 60-foot per doz 2.50
Sash Cord, 50-foot, per doz.... 1.75
Sash Cord, 80-foot, per doz.... 3.00
Wire Cord, 50-foot, per doz.. 1.05
Wire Cord, 75-foot, per doz.. 1.60
Wire Cord, 100-foot, per doz.. 2.75

COLUMN 36.

Clothes Line Pulleys.

Galv. Iron, per doz $0.50

CLOTHESPINS.

Common, per bx of 5 gross .70
U. S. Patent Spring, per gr .60

COFFEE MILLS.

Enterprise, Family, No. 1, doz.$2.50
Enterprise, Family, No. 2 doz. 3.50
Enterprise, counter, ea....5.50-$5.00

CORKS.

Wine, pt size, per M.....$4.75
Wine, qt size, per M..... 5.25

Demijohns.

Discount: on ¼ gal., 2, 3 and 5 gals. 50-10; on 1 and 1 gal. 50-10-5.

¼-gal., doz..$3.25 2-gal., doz. $10.50
½-gal., doz.. 4.50 3-gal., doz.. 13.50
1-gal., doz... 6.50 5-gal., doz.. 19.00

Dust Pans.

No. 1 Japan, doz..... .63
Covered, doz 1.25
Janitor, doz 2.25

Dusters.

China, fancy colored, doz.... $0
Standard Turkey, No. 10, doz.. 1.60
Standard Turkey, No. 12, doz.. 2.10
Standard Turkey, No. 14, doz.. 2.75
Standard Turkey, No. 16, doz.. 3.25
Standard Turkey, No. 18, doz.. 3.75

DOOR MATS, COCOA.

	Per Doz.
Light, No. 1, 14x24	4.00
Do No. 2, 16x27	5.50
Do No. 3, 18x30	7.25
Do No. 4, 20x33	9.00
Medium, No. 1, 14x25	5.25
Medium, No. 2, 16x27	6.75
Medium, No. 3, 18x30	8.50
Medium, No. 4, 20x33	10.25
Extra, No. 2, 16x27	9.50
Extra, No. 3, 18x30	12.50
Extra, No. 4, 20x33	15.00
Extra, No. 5, 22x36	18.00
Keystone Steel Mats	

Faucets.

Cork lined, No. 1, doz.....$0.60
Cork lined, No. 2, doz..... 75
Cork lined, No. 3, doz..... 90
Cork lined, No. 4, doz..... 1.25
Cork lined, No. 5, doz..... 1.50
Molasses Gates $0.25
Self-Measuring Faucets, each. 3.00
Syrup Pumps (Enterprise), ea. 5.75
Syrup Pumps with auger, ea.. 6.00

Ironing Boards.

4-ft., per doz..... 4.20
4¼-ft., per doz 4.75
5-ft., per doz 5.25
5½-ft., per doz 5.75

LAMP CHIMNEYS.

XX Eureka Grade.
Eureka Crimp Top in Cartons.

	Per Doz.
No. O or E, 6 doz. in case	.75
No. 1 or A, 6 doz. in case	.75
No. 2 or B, 6 doz. in case	.95

Eureka Electric.
In Cartons.

No. 2, 6 doz. in case, per doz. 1.00

Lantern Globes.

per doz.
Packed 5 doz. in case.... .70

Eureka Rochester.

	Per Doz.
No. 1, 6 doz. in case	.85
No. 2, 6 doz. in case	1.05
No. 3, 6 doz in case	2.10

Macbeath Pearl Top.

No. 1 or A, 6 doz. in case. .85
No. 2 or B, 6 doz. in case. 1.05

La Bastie.
Heaviest and best in market.

	Per Doz.
No. A, plain bulk, 6 doz. in case	1.20
No. B, plain bulk, 6 doz in case	1.50
No. A, crimp bulk, 6 doz. in case	1.30
No. B, crimp bulk, 6 doz. in case	1.60

Common Chimney.

	Per Doz.
No 0 or E, 6 doz. in case.	.40
No. 1 or A, 6 doz. in case..	.45
No. 2 or B, 6 doz. in case.	.65

Common Rochester.

No. 1, 6 doz. in case..... .80
No. 2, 6 doz. in case..... .90
No. 3, 6 doz. in case..... 2.00

Lamp Burners.

0 or E, per doz.....$0.50
1 or A, per doz..... 60
2 or B, per doz..4..... 75
(Blaze fits 13 collar, takes E wick)
Solar Burners, per doz..... 1.50

LEMON SQUEEZERS.

Ball, per doz $0.40
Glass, No. 1, per doz..... 50
Glass, No. 2 (for oranges) doz 85

MOPS AND HANDLES.

	Per Doz.
3-lb. Mops	1.20 and 1.50
12-lb Mops	1 65
Patent Mop Handles	1.00
Plain Mop Handles	.90

PAILS.

	Per Doz.
Wood, painted, 2 hoops	2.25
Wood, varnished, 3 hoops	2.25
White Cedar, 2 galv hoops	2.75
Fiber	3.50
Galvanized, 10 quarts	1.75
Galvanized 12 quarts	2.05
Galvanized, 14 quarts	2.25

SHELF PAPER.

	Per gross.
Narrow, assorted colors.	.12
Wide, assorted colors....	.35

COLUMN 37.

TUBS.

White Cedar—No. 0, 13.00; No. 1, 10.50; No. 2, 9.00; No. 3, 8.00.

Painted or varnished—No. 0, 11.40; No. 1, 9.60; No. 2, 8.40; No. 3, 7.20.

Fiber—No. 0, 18.00; No. 1, 14.50; No. 2, 12.50; No. 3, 11.00.

Galvanized—No. 1, 5.50; No. 2, 6.20; No. 3, 7.20.

WASHBOARDS.

	Per Doz.
California, regular size	2.10
California, small	.90
Stag	2.75
Bronze	3.50
Good Enough	2.25
Anchor, single	1.90
Nameless	2.25
Peerless, double	3.50
North Star	3.50
North Star, protector	4.00
Crystal Glass	4.00
Misses	1.50
Toy	.90

WICKING.

	Grs.
Lamp, 0 or E, ⅜-in	$0.30
Lamp, 1 or A, ⅝-in	.40
Lamp, 2 or B, 1-in	.60
Lamp, 3 or D, 1½-in	.80
No. 1 Rochester	2.00
No. 2 Rochester	2.75
No. 3, Mammoth	9.25
Junior Rochester	1.50
Stoves, 3-in	1.80
Stoves, 3½-in.	2 25
Stoves, 4-in	2.50
Stoves, 4½-in	2.90
Stoves, 5-in	3.50

WRINGERS.
Wood Frame Novelty.

Two top screws; iron tub clamps.

	Per Doz.
No. 350, 10x1¾ in	30.00
No. 351, 11x1¾ in	36.00
No. 352, 12x1¾ in	42.00

One top screw; wooden top clamps.

No. 360, 10x1¾ in	31.00
No. 361, 11x1¾ in	36.00
No. 362, 12x1¾ in	42.00

Ball Bearing.

No. 380, 10x1¾ in	40.00

MISCELLANEOUS.

Barrels, paper, 100-lbs, ea. .80
Barrels, pa., 50 lbs ea..... .65
Barrel Covers, 17-in. (flour barrel size), per doz..... 1.80
Barrel Covers, 21-in (sugar barrel size), per doz 2.70
Basins, fiber, 12-in., pr dz. 2.25
Basins, fiber, 1½-in., per doz. 2.50
Brownies, per doz... .75 1.00 1.25
Butter Ladles, plain, doz.... 45
Butter Ladles, clays, doz 85
Butter Spades, doz 40
Dishes, oval 1, 2 and 3-lb, per 1,000.....2.20, 2.30, 2.90
Dishes, wire end..... ....1.35, 1.80, 2.35, 2.85, 3.25
Egg Beaters, Dover..... 1.00
Lemon Squeezers, fiber, dz 1.25
Measures, fiber, 4 pcs..... 1.25
(Set pt., qt., ½ gal and funnel)
Lanterns, O Tubular, doz.. 5.00
Lanterns, candle, frame, only doz. 1.00
Lantern Candle, with chimney, doz. 1.75
Lantern globes, in bbls. 70@95
Mouse Traps, 1 to 6 holes, doz., 6 holes..... .60
Traps, mouse, "Does-it-easy," doz. 25
Traps, rat, "Blizzard," doz.... 1 25
Nest Eggs, per doz 20
Oil Cans, 1 gal., cush., per doz 1 50-4.00
Oil Cans, 1 gal., galvanized Iron 2.00
Oil Cans, 5 gal., galvanized iron 6.00
Potato Mashers, per doz. 45@75
Rolling Pins, per doz. 1.20 and 1.45
Spoons, wooden...36c, 37c .65
Step Ladders, each per ft ..... .40
Tacks steel, assid, 2-oz, doz... 25
Tacks, Common, 2 oz., doz.. 10
Tapers, gas, 30/17-in, stgs. doz 65
Tobacco Cutters, standard, ea 80
Toothpicks, per case, 110 box 2.25
Twine Holders, banging, doz. 2.00
Twine Holders, counter, doz.. 3.10
Spittoons, fiber, 13-inch.. 6.00
Spittoons, fiber, 12-inch.. 4.75
Spittoons, fiber, 9-inch... 4.00
Whips 90
Window Screens, 12-in., doz . 1 60
Window Screens, 18-in., doz.. 2 20
Window Screens, 24 in., doz.. 2.64

STATIONERY.

Blank Books.

Counter, 48-leaf	$ 50
Counter, 92-leaf	75
Cap, Day & Ledger, per 100 pp	10@ 40
Full bound	50@ 75

Writing Paper.

	Ream.
Commercial Note, 5lb....	45@ 75
Commercial Note, 6lb...	50@ 90
Letter, 10 lb, ex.....	90@1.50
Cap, 12 lb, ex.....	1.02@1.80

COLUMN 38.

Envelopes.

	Per M
XX, 5-in.	1.00@1.50
XX, 6-in.	1.10@1.60
XXX, 10-in.	2.80
XX, 4-in., Baronial, cream or white	1.40@1.80
XX, 5-in., Baronial cream or white	1.60@2.00

Inks.

Scott & Gilbert Co., Manufacturers,
214-216 Mission Street, San Francisco

SUNSET BLUE BLACK



	gross
Cones, 3 dozen case	$4.50
2 oz. round studs 3 dz..	4 50
	doz.
4 oz. round studs, 3 dz	75
½ pints, 2 doz case..	1 25
Pints, 2 doz. in case	2 00
Quarts, 1 doz. in case	3 50
	gal.
5 gallon kegs	70
10 gallon kegs	60
Barrels	50
Assorted colors.	doz.
1 oz, stands, any color	50
2 oz. stands, any color	75

BLACKSTONE MFG. CO.
1960 Howard St., S. F., Cal.



	Gross
Cones, 3 doz to cs	$3.75
2-oz., Rnd Cylndr, 3 doz to cs..	3.90
3-oz., Rnd Cylndr, 3 doz to cs..	5.75
4-oz., Rnd Cylndr, 3 doz to cs..	6.50
	Doz.
8-oz., Rnd Cylndr, 2 doz to cs..	1.15
16-oz., Rnd Cylndr, 1 doz to cs.	2.00
Full qts., Rnd Cylndr, 1 doz to cs	3.75

Above prices are for Jet Black, Blue Black, Green, Blue, Violet and Carmine Inks.

(Copying Inks 10 per cent additional.)

Miscellaneous.

Carter's or Sanford blk cylinder, gross	4.50
Sanford's, 4 oz., black cylinders, doz.	60
Sanford's ½ pt, doz.....	1.75@2.00
Sanford's pts, doz	3.00@4.50
Sanford's qts., doz.	6.00@7.50

Lead Pencils.

	Gross.
Plain cedar	60
Black polished	1.10
Cedar, rubber tip	1.00
Red polished, metal rubber tip	1.50@3.50
Carpenters'	1.75@2.25
Eagle Automatic, doz.. doz.	85@2.00 40@1.80



Mucilage

Scott & Gilbert Company
Mnfrs., 214-216 Mission St
San Francisco, Cal

SUNSET EXTRA HEAVY

	doz.
2 oz. cones, 3 doz. c.	37½
3 oz. cones, 3 doz. cs.	75
½ pints, 1 doz. case	2 00
Pints, 1 doz. in case	3 50
Quarts, 1 doz in case	7 00
Gallons ½ doz. ca	20 00

Blackstone Mfg. Co.
1960 Howard St. S. F., Cal.

	Gross.
2-oz. Cones, 3 doz. to cs	$4.00
3-oz. cylndrs, 3 doz to cs	5.75
	Doz.
8-oz. round, 2 doz to cs	1.75
16-oz. round, 1 doz. to cs	3.00
Full qts., 1 doz. to cs	5.00

Bulk quotations (5, 10 and 30-gal.) on application.

Steel Pens.

	per gr. Gross.
Railroad, 1 gross in box	$0.40
Stub No. 413	40
Falcon	40
Bank	40
Easy Writer	50
Extra Fine	45
Elastic	45
Railroad Stub	40
Ladies' Falcon	40
School	40
Spencerian No. 1	85
Gillotts No. 404	50
Gillotts No. 303	1.00

COLUMN 39.

Department 22.

TOBACCO, CIGARS, SMOKERS' SUPPLIES, ETC.

AMERICAN TOBACCO CO.

Plug Tobacco.

Battle Ax, 16 oz, 3x12, 6 cuts, 12, 24 lb	39
Big Gun, 8 lb. butts, also 16 lb. butts, 16 oz., 3x12, 6 cuts	44
Brandywine 4 to lb., 2¼x9, 3 cuts, 4 and 8 lb	46
Bullion, 16 oz, 3x12, 12 lb.	47
" 6 to lb., 1x6, 20 lb	50
Burr Oak, 16 oz., 3 x 12 emb., 6 and 12 lb.	42
Climax, 16 oz, 2x12, 6 cuts, 6, 12 and 30 lb	45
Climax, 7 oz, 2x12, R & R 6 cuts, 7, 10½ and 21 lb.	48
Climax, 7 oz, 3x12, thin, 7 and 14 lb	48
Climax, 6 to lb, 2x8, Twin 46. 4 lb boxes	50
Climax, 14 to lb, 1x8, Figs 4 lb boxes	54
Cross Bow, 14 oz, 3x12, 4 cuts 14 lb	38
Drummond Nat., 5½ oz 3x12, 3 cuts, 5, 8, and 12 lb	63
Five Brothers, 4 oz, 3x6, 2 cuts, 4 and 8 lb	65
Gold Rope 7 to lb. 3, 6, 12 lb.	56
Gold Rope 14 to lb. 4, 8 lb	58
Good Luck, 3x6, 10 lb.	45
Granger Twist, 12 and 15 lb pails	45
Horse Shoe, 16 oz, 3x12, 6 cuts, 8, 12 and 24 lb	
J. T., 7 oz, R & R, 2x6, 2 cuts, 10½ and 21 lb	44
J T., 7 oz. 8mo. 2x6, 2 cuts, 10½ and 21 lb.	39
J. T., 14 oz, 8mo. 3x12, 4 cuts, 10½ and 21 lb. R & R..	39
Newsboy, 48 plugs to 10 lbs. 2¼x4½, 10, 15 and 25 lb.	40
Nobby Spun Roll, 7 to lb, 1½x8½, 3, 6 and 12 lb.	57
Old Honesty, 15 oz, 3x12, 6 cuts, 7½, 15 and 30 lb	44
Old Kentucky, 6 to lb, R. & R., 8, 16½ and 25 lb.	45
Old Peach and Honey, 6 to lb 8 lb butts	48
Out of Sight, 12 butts, 12 oz., 3x12, 3 cuts	35
Piper Heidsieck, 5½ oz, 2⅝x8, 3 cuts, 4, 7, 14 lb	69
Red Cross, 16 oz, 3x12, 4 cuts 12 and 24 butts	33
Red Ribbon Twist, 10 to lb, 6 inch, 8 lb pecks, 16 lb ½ bus	40
Saw Log, 16 oz, 2x12, 6 cuts, 24 lb.	46
Saw Log, 32 oz, 8x12, 12 cuts, 32 and 48 lb	46
Something Good, 5½ to lb, 2x4 9, 18 lb.	45
Spear Head 16 oz, 2x12, 6 cuts, 6, 18 and 30 lb.	45
Spear Head, 7 oz, 2x12, 6 cuts, 7, 10½ and 21 lb	48
Standard Navy, 14 oz, 3x12, 4 cuts, 14 and 28 lb.	38
Star, 16 oz, 3x12, 6 cuts, 12, 24 and 52 lb	45
Weissinger's Special, 5 1-3 oz., 3 x 12 emb, 2, 6, 12 lb.	63
W. N. T. Nat. Leaf, 6 and 12 lbs., bxs., 5½ ozs., 3x12....	57

Smoking Tobacco.

(5-lb Cartons, 25 and 30-lb cases.)

Seal of N. C., 1⅝ oz, foil	$0.68
Seal of N. C., 3½ oz, foil	.62
Seal of N. C., 8 oz, foil	.59
Seal of N. C., 16 oz, foil	.59
Old Gold, 1⅝ oz, foil or pouch	.70
Old English curve cut, 1⅝ oz	.74
Old English curve cut, 3½ oz (In curved tins.)	.74
Pedro, 2½ oz, foil	.49
Pedro, 2½ oz, pouch	.51
Pedro, 2½ oz, assorted	.50
Pedro, 16 oz, tin canisters	.52
Dixie Queen, 1⅝ oz, foil	.40
Dixie Queen, 16 oz, tin canisters, 6-lb cartons, 24-lb cas	.43
Duke's Mixture, 1⅝-oz sack..	39
Arlington, 1⅝ oz, foil	.65
Cross Cut, 1⅝ oz, foil	.60
Duke's Cameo, 1⅝ oz	.42
Duke's Cameo, 2½ oz, foil	.45
Melrose, 1⅝ oz, foil	.65
Fragrant Vanity Fair, 1⅝ oz, foil	.95
Red Indian Plug Cut, 1⅝ oz and 3½ oz, foil	.42
Red Indian Plug Cut, 16-oz pails	.44
Fashion, 1⅝ oz	.41
Fashion, 16-oz pails	.44
Bull Durham, 1 oz	.65
Bull Durham, 1⅝ oz	.65
Bull Durham, 3½ oz	.60
Bull Durham, 8 oz	.58
Bull Durham, 16 oz	.58
Pick Leaf, gran, 1 oz, 25-lb cs	.90
Corn Cake, gran, 1-lb bags, 25-lb cases, per lb	.28
Echo Plug Cut, 1⅝ oz	.48
Red Bell, 1⅝ oz	.42

COLUMN 40.

Red Bell, 16-oz pails	.43
Oriental Mixture, 3½-oz tin	1.00
Imperial Mixture, 2¾-oz tin	1.20
Plum, 1⅝ oz, foil	1.20
Three Kings Mixture, 3½-oz tins	.62
Monte Cristo Mixture, 5½-oz tins	1.35
Yale Mixture, 1-oz tin	1.50
Yale Mixture, 1⅝-oz tin	1.35
Yale Mixture, 3½-oz tin	1.60
Honey Dip Twist, 10 to lb.	1.55
Master Workman, 10-oz plug, smoking	.46
Old Virginia Plug, smoking, 5 oz, 10½ lb., 6x5	.46
	.42

Fine Cut Chewing.

Hiawatha, 1 oz	.50
Hiawatha, 10-lb bulk, bright or dark	.59
Hiawatha, b'ght or d'k, 1-lb tins, 5-lb. pails	.59
Sweet Cuba, b'ght or d'k, 1-lb tins, 5-lb. pails	.58
	.46

Cigarettes.

Fragrant Vanity Fair	$4 08
Duke's Cameo	4.08
Sweet Caporal	4.08
Virginia Brights	4 08
Old Dominion	3.98
Peta (foil packages)	6.52
Richmond Straight Cuts	6.62
Turkish Trophies	7.75
Egyptian Deities, No. 1, 10s	21.50
Egyptian Deities, No. 2, 10s	$13.36, 19.32
Mogul	11.22

Cheroots, Etc.

Vaporettes in tin foil, 5 for 10	14.00
Old Virginia Cheroots, 5's	14.00
Jumbo Stogies, 100 in carton	12 50
Between the Acts Little Cigars, 10's, tin and paper..	8.50
Bengal Little Cigars, 10's....	7.50
Royal Bengal, 10 in pkg	12.00
Van Bibber Little Cigars	17.50
Sub Rosa Cigarros, 10s, per 1,000	4.10
Florodora	12.50

Cigarette Papers.

Vanity Fair, 50 pkgs in box..	1 05
Wheat Straw, 50 pkgs in box.	1 25
Wheat Straw, 100 pkgs in box	2.50
Wild Oats, 40 pkgs in box....	.90
Red Seal, 50 pkgs in box.....	.25
Corn Husk, 50 pkgs in box...	1.15
Corn Husk, 100 pkgs in box..	2.30
Interlock, 50	1.15
" 100	2.25

THE HILSON CO.

Hoffmann House Little Cigars, 10 in package, 250 in carton	7.50
Hoffmann House Magnums, 10 package, 100 in carton	12.00
Hoffmann House Petit Duc, 10 in package, 100 in cart'n	15.00
Hoffmann House Cavaliers, 10 in package, 100 in cart'n	18.50

J. R. PACE TOBACCO CO.

Scroll Tag, twist, 6 to lb....	.66
Scroll Tag, 10 oz	.66
Mastiff Plug Cut, 1⅝ oz	.67½
Mastiff Plug Cut, 3½ oz	.65½
Mastiff Plug Cut, 10 oz	.52

AMERICAN SNUFF CO.

French Rappee, 1⅝ oz, pr dz.	.96
French Rappee, 3½ oz, pr dz.	1.80
French Rappee, 16-oz jars, per lb	.65
Maccaboy, 1⅝ oz, per doz	.96
Maccaboy, 3½ oz, per doz	1.80
Maccaboy, 16-oz jars, per lb.	.60
Irish High Toast, 16-oz. jars, per lb	.57
Scotch Lillienthal's, in bladders	.60

CIGARS.

Porto Rico Cigar Co.

El Primero, Forziano Porto Rico	30.00
El Manifesto, Invincible Roosevelt Porto Rico	87.50

PIPES.

	Per Doz.
Cobs, Hot Shot, 3 doz	$0.25
Cobs, Gem, 3 doz	.25
Cobs, No. 3, 3 doz	.50
Brier, W. P. & Co., Assorted, 3 doz	2.00
Brier, Display Stands, 1 doz	2.00
Brier, Showcase Assortment, 3 doz	6.00
Pipe Mounts, 1 doz	.75
Cherry Stems, 2½x6 in	2.00
Cherry Stems, 2d 2½x6 in	.85
Clay Pipes, T. D., 1½ gross per box	1.25

	Per Box.
Clay Pipes, Woodstock, 1½ gr., per box	1.25
Uncle Sam Cob Pipe, 3 doz box	1.00
Eclipse Patent Cob Pipe, 3 doz. box	2.25
Climax Cob Pipe, 3 doz. box	2.25
Jewel Cob Pipe, 3 doz. box	.90
Dewey Cob Pipe, 3 doz. box	2.50
No. 19 Cob Pipes, 1 doz box	2.00

ports from the representatives of various cities.

San Francisco's Outlook.

J. P. McGuire spoke for San Francisco as follows:

San Francisco Conditions.

We have in San Francisco the largest affiliating association of the State. You have been told by certain people that the interests of the San Francisco grocers are not the same as yours.

This is wrong. Our interests are identical in many respects.

Conditions are entirely different in many towns and must be treated in different ways. In our city we have more large grocers than others cities. We have more middle class dealers and more who are interested in the liquor business.

You have been told that the liquor interests are paramount among the San Francisco grocers. This is not so. They would much rather conduct their grocery departments with a reasonable profit to themselves.

While we face a serious problem in the demand now being made that we should pay an exorbitant liquor license, yet our people are heart and soul in earnest in desiring to have the State Association successful and to have it useful to the dealers of outside towns as well as to ourselves.

The management of the State Association should exert itself to create a better feeling with the local organization. I will do my part to help bring this about.

I look for assistance in this from our friend Mr. Powers of the Advocate. He is a very bright and clever man. I think that an abler man for his line of work could not be found. Now if he will agree to lend his good offices to this work of conciliation during the next year, I will do the same.

As I will have to speak again soon as chairman of the Committee on Constitution and By-Laws, in which some of my ideas have been expressed, I will cut my report short. I want to tell you though, that the picnic of the San Francisco Retail Grocers is a splendid institution not only for strengthening our financial, but also for creating more sociability and bringing about a better feeling among the members.

Los Angeles is Proud.

J. R. Newberry spoke for Los Angeles as follows:

Southern California Boasts.

J. R. Newberry of Los Angeles spoke as follows:

Our Los Angeles Association has been exceptionally prosperous during the past 12 months. As a matter of fact, we have become quite swelled up and thought we were the whole thing. I am glad on attending this convention to find that there are other men who are doing things too.

We are interested in your success in the north. We were so interested that we loaned you our secretary for several months and were glad to get him back again.

We have had to make all our progress for ourselves and overcome obstacles by the might of our own influence, made powerful through organization. It is a mighty good thing for us that this is so. We would never have learned our power if we had not been forced to use it.

Now, we are getting along nicely with our jobbers, although it was not until last January that we received any sort of encouragement from them.

Opportunity of the Jobbers.

It is surprising to me that the jobbers did not take hold of this movement in the very beginning and guide it with a strong hand in channels to advance their own interests. There has never been a time when the jobbers could not use the wonderful power of the retailers to good advantage if they only knew how. But instead of helping, most of them interfered. Instead of leading, even the most sympathetic only wished us good luck as we staggered along under our burden before we had learned how to so adjust our burden that we could carry it almost without an effort.

But now that is all past. After four months spent in influencing each manufacturer to make a retail selling price on his goods, the jobbers realized what a good work we were doing for them when we were helping ourselves. So they sent us a letter, which they all signed, in which they said that they considered the work we had in hand was a good thing and that they would help it along. That when a manufacturer fixed a retail selling price on his goods that they would strive to see that their customers maintained that price and that they would co-operate with the manufacturer in order to help keep the goods from cutters who would not be good. They have kept their word in a way and they have failed in a way. But we have gone on with our own work and now there are eighty-four manufacturers who are with us and there are 146 articles on the list which the manufacturers have agreed not to sell to cutters either directly or indirectly.

Southern Jobbers Awakened.

This a splendid thing in theory.

But no chain is stronger than its weakest link. The jobber is our weak link. He has now agreed to back the manufacturer who protects his retail selling price and with this link strengthened we find it much easier to secure the results we desire.

In the beginning we had to act without the help of a number of large dealers. In the past eighteen months we have grown so strong that of the 875 grocers in Southern California there are only two men that dare to hold out and plan against us.

We have had the same trouble in Southern California as the grocers in San Francisco. We have threshed it out and have won our battles.

The law of trade must be the law of common sense.

We think we have some rights. We in Southern California propose to bring the matter before the highest court in the United States to have those rights passed on.

The constitution gives each man the right to enjoy and use his property. We want to find out whether some malicious competitor has the right to destroy the value of our property merely because his hand is against the law.

Two Bad Competitors.

There are two kinds of competitors with whom it is difficult to deal: They are the unintelligent and ignorant man, and the malicious man.

The unintelligent and ignorant can be educated through associations and made to realize the folly of their way.

The malicious man, on the other hand, is an anarchist. He is against the law. I want to say that such a man has no right under the starry flag of this country.

By educating the unintelligent man and securing his co-operation, the rest of the grocers, with the assistance of the jobbers, can force the malicious man to obey the law of common sense and right.

We need the jobber.

But we don't need him quite so badly as he needs us.

There is an axiom that the creature cannot be greater than the Creator. The retail dealers are the creators of the jobbers, and it is easy to understand that what they create they can control and alter if the creature proves useless or a menace.

If the jobbers have not loaned you their assistance in the past, it is your own fault.

Association Brings Prosperity.

The progress of our Association in Southern California has been phenomenal. Our jobbers report that the retail trade is in the most prosperous condition since they have been doing business in Southern California. Not only the retailers have made more money, but the jobbers have made more money.

The San Francisco jobbers have had the hardest season they ever had before. They deserve it.

I want to say that the jobbers of San Francisco and Portland do not treat their retail dealers as well as you do your horses. You feed your horse. If he does not know where you have put his feed, you lead him to it and take the cover off and show it to him, if it's necessary.

Do the jobbers do that to you?

They don't give a ——.

The jobbers could afford to spend $5000 per month to lead you and show you the way. If they should do this, inside of thirty days the matter of cutting prices among retail grocers would be a thing of the past. And the jobbers themselves would be making enormously greater profits than they are now.

Must Ask For Rights.

You will get the assistance of the jobbers, but not until you are prepared to ask for it.

At a meeting of the grocers I attended in Tacoma every jobber in the city was present. A Mr. Hyde, one of the jobbers, asked for the particulars of the plan on which we were working in Southern California. I explained the plan. When I got through, he said:

"That plan is right. You put me on a committee to see the manufacturers, and I will co-operate with your Retail Grocers' Association and will work as hard as I can."

In Seattle I met Mr. Goldsmith, of Schwabacher & Co. He is another big man who is broad enough between the eyes. Mr. Goldsmith said:

"Send me up a list of the goods that are being maintained in Southern California, and I will use my influence and the influence of my firm to see that they are supported in this city."

Portland is Unfortunate.

The Portland jobbers are a bad lot. When I was up there, I was told that while they might be pretty bad, the San Francisco jobbers were a great deal worse. I called their attention to the passage in the Scripture that says a man is responsible only in proportion as the light is put before him. I had shown the jobbers of Portland where they could help the retailers, and I had never done this for the San Francisco jobbers.

In Southern California we are blessed with a good secretary.

You will see that wherever there is a good, active first-class secretary the Association gets cohesive and there is a fair distribution of the burden among the members, and they are able to help themselves and get help from their jobbers.

If the San Francisco grocers would only reach out their hands and take advantage of the assistance the outside Association are ready and would be glad to give, they could have the most powerful Association in the country.

You can't get anything you don't reach for. Where there is disruption and graft there can be no results.

In Southern California the entire grocery trade (with the exception of two men in Los Angeles) are working together.

In spite of the splendid results we have accomplished we are still selling sugar and coal oil at a price that means a loss when the cost of doing business is taken into consideration. The men who want to pay 100 cents on the dollar must transfer the cost of handling these goods to something else. It is a bad thing to get into such a habit.

It is a foolish thing for business men to handle the products of the sugar magnates or Rockefeller's oil for nothing.

It is because the grocers do these things that they have got into the habit of putting too heavy a profit on tea and coffee. The result is that their tea and coffee trade is being taken away from them by the exclusive tea and coffee houses.

I want to say that these tea and coffee houses are entitled to the trade. They do not handle sugar and coal oil for nothing. This means that they do not make tea and coffee carry the expense of handling something else.

Constitution and By-Laws.

As the consideration of the "Constitution and By-Laws" was set for 11 o'clock, Mr. McGuire, chairman of that committee, was called upon to report. Much spirited discussion ensued over the various sections. The constitution was finally adopted as follows by the noon recess:

CONSTITUTION.

ARTICLE I.—NAME.

The name of this Association shall be **The California Retail Grocers' and Merchants' Association.**

ARTICLE II.—PURPOSES.

The purpose of this Association shall be to foster and maintain a better social feeling among the retail merchants of California, and inspire confidence among the members of the trade;

To better the State commercial laws:

To correct excessive and unmercantile competition;

To remove by concert of action such evils and customs as are against good policy and sound business principles, whether it be cutting of prices, selling by wholesale houses at retail, improper house to house peddling, the distribution and consumption of adulterated and unwholesome goods, the use of fictitious labels, dishonest advertising, the use of dishonest weights and measures, or whatesoever the evil may be;

To discountenance all gift schemes and giving of premiums; and

To attain the results which experience has proved are not attainable by individual or divided effort.

ARTICLE III.—MEMBERSHIP.

Any organization of retail merchants or any grocer or other person carrying on business as a dealer in the necessaries of life in the State of California, will be eligible for membership in this Association, providing, that no individual member will be accepted from a town in which there is an affiliating Association.

Sec. 2.—Honorary Members.—Persons may be made honorary members by a two-thirds vote of delegates present at any annual convention. Honorary members shall pay no dues. They shall be permitted all the privileges of the floor but shall not have the right to vote.

ARTICLE IV.—DUES.

Sec. 1.—The fee of affiliating associations shall be fixed at each annual convention at such sum for each member as the convention may direct.

President, Treasurer, Corresponding Secretary and five Directors

Sec. 2. The fee of individual members shall be three dollars per year.

Sec. 3. Each local Association that may be formed under the auspices of this Association shall pay to the Association two dollars and fifty cents for a charter and copies of constitution and by-laws, and their per capita tax for the ensuing year.

ARTICLE V.—OFFICERS.

Section 1. The elective officers shall consist of a President, three Vice-Presidents, Treasurer, Corresponding Secretary and five Directors.

Sec. 2. These officers, together with the presidents of all affiliating Associations, who shall, ex-officio, be Vice-Presidents, shall constitute the Board of Directors.

Sec. 3. Five members shall constitute a quorum of the Board of Directors.

ARTICLE VI.—ELECTIONS.

Section 1. Officers shall be nominated and elected at the regular annual convention and shall hold office for one year and until their successors have been elected and have qualified.

ARTICLE VII.—CONVENTIONS.

Section 1—Place. Conventions shall be held annually at such places as shall be fixed at the preceding convention.

Sec. 2—Time. The time for each convention shall be fixed by the Board of Directors at their pleasure.

Sec. 3—Delegates. (a) Individual members, whose dues may be paid, shall be entitled to vote, providing there be no more than two from any one community.

(b) Each affiliating organization shall be entitled to two delegates at large and the following representation: One delegate for each ten members or fraction thereof up to fifty, and one delegate for each additional fifty members or fraction thereof.

(c) Elective officers shall have all the rights and privileges of elected delegates and may be elected to office.

ARTICLE VIII.—FINANCES.

Section 1. All funds shall be received and recorded by the Secretary and transferred promptly to the Treasurer, who shall give a receipt therefor.

Sec. 2. The Treasurer shall disburse no moneys except on warrants drawn by the Secretary and signed by the President.

Sec. 3. No warrants shall be drawn on the Treasurer except by the order of the Board of Directors.

ARTICLE IX.—AMENDMENTS.

Any part of this Constitution can be repealed, altered, amended, suspended or annulled at any annual meeting when two-thirds of all the delegates present at such meeting vote in favor of such proposition.

Tuesday Afternoon.

Immediately after the noon recess, Mr. McGuire's report was again taken up and the following By-Laws were adopted after much spirited discussion.

BY-LAWS.

ARTICLE 1.—DUTIES OF OFFICERS.

Section 1. President. The President shall preside at all meetings of this Association and of the Board of Directors, he shall act as ex-officio member of all committees appointed and shall sign all warrants drawn on the Treasurer.

Sec. 2. Vice-Presidents. The Vice-Presidents shall, in the absence of the President, assume all the duties usually required of him. They shall serve in the order of their precedence.

Sec. 3. Treasurer. The Treasurer shall pay without delay, from the funds of the Association, warrants drawn on him by the Secretary when countersigned by the President. He shall give such bond as may be required by the Directors of this Association. Cost of securing such bond to be at the expense of the Association. He shall deliver to his succes-

sor in office all books and papers pertaining to his office.

Sec. 4. Secretary. (a) The Secretary shall keep accurate minutes of the transactions of the Association, solicit members and collect dues; also, keep the minutes of the various committees when requested; file all papers entrusted to him officially, unless otherwise ordered; issue all communications, notices and other correspondence not otherwise provided for; sign or attest, as the case may be, all certificates and reports issued by authority of the Association.

(b) He shall keep a register of all members of the Association, together with their accounts, and a regular set of books required for the proper conduct of the business.

(c) He shall countersign all orders drawn on the Treasurer over the President's signature.

(d) He shall give a bond, subject to the approval of the Board of Directors, to any amount that may be fixed by them. The cost of securing such bond to be at the expense of the Association.

(e) At the end of his official term, he shall deliver up to his successor in office all books, papers, moneys, or other property in his possession, belonging to the Association.

(f) He shall receive such compensation for his services as the Association may from time to time determine.

(g) He shall be the custodian of all properties of the Association.

Sec. 5. Board of Directors. (a) The Board of Directors shall assemble for regular meetings once each month at such time and place as shall be set by them at the next preceding regular monthly meeting, providing that the first regular monthly meeting of each new Board of Directors shall be held on the second Thursday of the month following their election.

(b) Special meetings shall be held at the call of the chair or on the written request of five (5) Directors. At special meetings only such business shall be transacted as is designated in the notice.

(c) Ample notice shall be sent to all members of the Board of Directors of the time and place of all meetings.

(d) The Board of Directors shall pass on all bills and no warrants shall be drawn on the Treasurer except for bills that they have ordered paid.

(e) The Board of Directors shall have power—

1. To form and carry out plans for organizing the merchants of interior cities.

2. To employ proper legal talent to draft laws that may be deemed desirable by the Association.

3. To employ a corresponding secretary and such other assistants for the Secretary as they may deem essential and fix their remuneration.

4. To take such other action as they may deem necessary that may not be in conflict with the requirements of this Constitution and By-Laws.

ARTICLE II.—EXPENSES.

Section 1. The actual expenses of the President, Secretary and Treasurer to all annual conventions shall be paid from the funds of this Association.

Sec. 2. Elective officers shall be allowed their railroad fares, both ways, for all meetings of the Board of Directors they may attend.

ARTICLE III.—COMMITTEES.

Section 1. The President shall, at the first meeting of the Board of Directors, appoint a Finance Committee, whose duty it shall be to audit all bills presented at monthly meetings and audit the books and the annual reports of the Treasurer and Secretary.

Sec. 2. Should any member of the Finance Committee be absent from a meeting, the acting president may appoint a member of the Board in his place for the time.

ARTICLE IV.—ABSENCES.

Section 1. Should an elective officer be absent from three consecutive regular monthly meetings of the Board of Directors he may be dropped from his position at the discretion of the Board of Directors and they shall have power to elect a successor.

Committees Make Reports.

The different committees were then called on for their reports. There was much discussion on many points. The resolutions finally adopted were as follows:

Pacific Coast Association.

J. R. Newberry presented the following resoltuions on Pacific Coast Grocers' Association:

Endorse Pacific Coast Idea.

Your Committee on Pacific Coast Association begs leave to report as follows:

Whereas, The retail grocers of California are at a disadvantage working alone, and we need the support of the jobbers and manufacturers of the other Pacific Coast State; and

Whereas, The co-operation of the retail grocers of Washington and Oregon is assured to the grocers of California through the Pacific Coast Association, Be it

Resolved, That the California Retail Grocers' and Merchants' Association endorse the ideas of the founders of the Pacific Coast Retail Grocers' Association; and be it further

Resolved, That the California State Association will use its every endeavor to secure the co-operation of the affiliating Associations of California in carrying out the plans of the Pacific Coast Retail Grocers' Association, and thus make association work more effective in Oregon and Washington, and, through the aid of those grocers, make association work more effective in California.

The Manufacturer Helped.

Whereas, The Pacific Coast Retail Grocers, by assisting in the maintainence of the selling prices of proprietary articles, thereby performs a very valuable service for the manufacturer of those goods, since, by so doing, the Association guarantees the continued popularity of the goods, Be it

Resolved, That the retail grocers of California feel that it is only right and proper and in the line of good business judgment for such manufacturers to assist in the maintainance of the Pacific Coast Retail Grocers' Association.

Jobbers' Cost Prices.

Whereas, After careful consideration, we find that the Pacific Coast Retail Grocers' Association proposes to issue a letter-circular of all the articles purchased by the retail distributor and give, in detail, the absolute cost of the manufacturer or producer to the jobbing trade, we think that this action will be of great benefit to all the grocers of the State and the Pacific Coast.

Maintenance of Prices.

H. H. Hauch of Alameda presented the following resolutions from the Committee on Maintenance of Prices:

An Executive Committee.

Your committee recommends that in the larger communities, where membership consists of widely varying interests and in which there is much difference in the size of the stores of members, an executive committee should be formed of the largest men who are interested in maintaining prices and who would have special influence with manufacturers and wholesalers. These committees should be kept in touch by the State secretary, so that matters of grave importance could be called to their attention promptly and effective action secured thereby.

Each local secretary should keep the State secretary informed as to the names and address of members of the various executive committees, so that communications can be sent out direct from the State office should matters of wide importance require their co-operation.

Members of the executive committee should also be subject to meetings at the call of their local secretary for the consideration of matters of local interest. When the executive committee has reached a decision, it must notify all the members of the Association in circulars over the names of all members of the executive committee, and such decision must be submitted for approval at the next regular meeting of the local Association.

Credit to Cutters.

Whereas, The cost of conducting the grocery business has been continually increasing both through the necessity for stores of finer appearance, better delivery service and the putting in of high-class fixtures; and

Whereas, The merchant who intends to pay one hundred cents on the dollar must secure a fair margin of profit on all the goods he sells; and

Whereas, The few cutting stores of each city usually fail after a short career in which they have demoralized the prices of the conservative trade and taken from the conservative grocers many of their customers, Be it

Resolved, That this Association considers that the jobber who supplies such cutting firms goods on credit is guilty of an act that is prejudicial to our interests and unfriendly and unfair to the rest of their trade.

Fixing Retail Selling Price.

Whereas, The highest courts of the land have decided that the manufacturer may name the price which consumers shall pay for his article, and also has the right to refuse to sell to dealers, both retail and wholesale, who fail to maintain the prices he may fix, Be it

Resolved, That we consider it to the best interests of the grocery trade for the manufacturer to require from the trade agreements to maintain a certain fixed retail selling price upon his product satisfactory to the retailer, and also that he require of the jobbing trade that they refuse to supply retail firms that insist upon cutting his established prices.

Want Contracts Enforced.

Whereas, When the manufacturer fails to require of every retail dealer handling his goods a contract to maintain the selling price, and when the manufacturer fails to enforce the contract in any instance, the trade is upset thereby and those parties who maintained the contract are put at a disadvantage by those who did not, and are therefore liable to lose trade, Be it

Resolved, That this Association favors the selling of goods on the contract plan by the manufacturer, and will co-operate with the manufacturer in maintaining such contract price only when the manufacturer enforces the price contract by every legal means in his power.

Helping Other Communities.

Whereas, The maintainance of prices of an article in one community tends to make it easier to maintain the selling price of that article in other communities; and

Whereas, The opposite of this is true, and the selling of an article at a cut rate in one community tends to disturb prices in another community and dissatisfy consumers who are paying a fair price with the dealer supplying them, Be it

Resolved, That it is the duty of each Retail Grocers' Association on the Pacific Coast to lend its strength and influence towards encouraging the goods of those manufacturers who may maintain their selling prices even though the grocers of those particular communities may not have been successful in establishing a card price.

Against Unprotected Goods.

Whereas, The success of the movement to maintain prices in any community in many instances depends upon the knowledge of the manufacturer if he fails to maintain a fair retail selling price in a certain community, he will lose business in many other communities; and

Whereas, When manufacturers will allow their goods to be cut in any community, it is very good evidence that they will allow their goods to be cut in other communities;

Resolved, That each affiliating Association in California should, in justice to itself, pass resolutions agreeing to discourage the sale of goods the prices of which the manufacturers will not maintain.

Help Protected Goods.

Whereas, Certain manufacturers have found it possible to minimize cutting on their goods by selling only through jobbers who sign a contract to sell these goods only to retailers who sign agreements to maintain the retail selling prices; Be it

Resolved, That we urge upon manufacturers the advisability of the contract plan. Be it further

Resolved, That we will assist in every way in our power to advance the sale of goods so protected.

Suggest National Action.

Whereas, The value of the maintainance of prices and the extent to which manufacturers can afford to devote themselves to this policy depends upon the extent to which they are supported by the retail grocery trade; Be it

Resolved That we urge the managers of the National Grocers' Association to use its influence to induce manufacturers of articles of widespread use to adopt the contract selling plan in all communities where the retail grocers are prepared to give such manufacturers the support that will warrant their undertaking this system.

Dead Beats and Collections.

J. G. Reed presented the following resolutions for his committee:

Plan of Collection Department.

Stockton, August 22, 1905.

Your Committee on Dead Beats and Collections begs leave to report:

1. That immediately after this Convention a report be printed of all the bills now in the hands of the State secretary for collection and that a copy of this report be sent to each individual and associate member.

The secretary of each affiliating Association should receive reports for all members for whom dues have been paid. Distribution of these should be attended to by the secretary of the affiliating Association.

Each individual member should receive a double postal card similar in form to the annexed, which will make it easier for them to report promptly all removals of customers who have failed to settle their accounts. This double postal should have blanks to carry the name of the debtor, amount of the bill, dates of first and last purchase, the debtor's last known address, occupation and other suggestions that may aid the collector. The postal sent to individual members should be addressed to the State secretary.

3. Upon receipt of an account either from an individual member or from the secretary of an affiliating Association, the State secretary should address the debtor asking that the account be paid, using a form somewhat similar to the annexed. Should a collection be made by means of these letters a commission of 10 per cent will be charged. This commission to be turned into the treasury of the State Association.

4. Should the debtor fail to make satisfactory arrangements for the payment of the account within a reasonable time after the letter has been sent, the account should be turned over to our attorneys for collection. The member should be informed that this action has been taken, and that the commission, when the collection is made, will be in accordance with the rates arranged by the Board of Directors, and the name of the debtor should then be put upon the next monthly report of delinquent debtors sent out by the State secretary.

5. The report of delinquent debtors reported to the State secretary should be printed once each month. At intervals of three or four months a complete list of all accounts submitted to the secretary should be printed.

6. Whenever affiliating Associations

An advertising campaign, says Fame, is like a journey. There is a certain stated distance to be covered. You may not go the whole way without pausing. Perhaps you go a few miles to-day, and a few more to-morrow, but you keep right on, toward the goal, always adding a little to the sum total of your miles. If you do not complete the distance, the whole is incomplete, and a failure, but the rounded out, perfect journey of regulated stages symbolizes well the well-balanced advertising campaign.

The poor crop prospect, with the unusual reduction of the carry-over, is helping the tone of the market for prunes, and the confidence of holders is strengthened by the promised comparative scarcity of apples this year. A scarcity of prunes would not be an unmixed evil. Is it not something to be facing the prospect of a paucity of prune literature, telling the public of merits that every boarder knows only too well? Is it not positively cause for congratulations when the growers cease from growling (at the grocers) and the "organs" are at rest?

To plug is to let air into the melon, causing withering and decay around the edges of the hole, no matter how carefully the plug is replaced. To plunk does no harm. Down on your knees over a fine, large one, shining green amid the vines of the patch; lean over and press one hand on each side—a quick, sharp squeeze—an ear inclined to hear the sound. Does it crackle in response? Does a sound come forth like a ripping of the heart within—a breaking down of those walls of solid juiciness? Then it has plunked, then it is ripe, then it is fit for the gods to eat.—Ex.

FOR RENT—A corner store suitable for grocery and bar, N. W. corner 22nd and Howard; 2 living rooms, a basement and a store room included. Lease will be given.

desire to have their local delinquent list printed in the State Report this should be done for them at as low a cost as practicable.

A Credit Rating Department.

Whereas, We recognize that a delinquent list and a collection agency is of inestimable value to the members of the California Retail Grocers' and Merchants' Association; and

Whereas, It is necessary to facilitate a more speedy location of bad debtors and obtain a ready co-operation of the various members with the State secretary, be it

Resolved, That the secretary undertake the issue of credit ratings when called upon by the individual members or secretaries of the affiliating Associations, that he shall keep a record of such ratings in his office for ready reference.

Legislative Necessities.

Geo. Alpers presented the following resolutions for his committee:

Thanks For Workers.

Your Committee on Legislation begs leave to report.

Whereas, A great deal of work was accomplished at the last session of the Legislature of value to the retail grocers and merchants of the State; be it

Resolved, That the thanks of this organization be extended to the Board of Directors for their splendid efforts in this work; be it further

Resolved, That special thanks be tendered to J. F. Paulding, who served as acting secretary at the time and through his untiring efforts secured recognition that would otherwise not have been accorded, and also to Secretary Frank B. Connolly and A. H. Powers, editor of the **Grocers' Advocate,** both of whom were actively instrumental in securing recognition from the Legislature.

Statute of Limitations.

Whereas, Much injustice is wrought through the present law with regard to the statute of limitations by which items of an account outlaw separately and begin to outlaw from the time the transaction took place, be it

Resolved, That this organization favors the passage of the law which would provide that an account should begin to outlaw only from the date of the last entry, either debit or credit. In other words, the account should not begin to outlaw until the customer quits buying from the dealer and that a payment should renew an account.

Short Weight Goods.

Whereas, Much dishonest competition is occasioned through the sale of packages of goods containing less than the customer is lead to believe can be found in the package, be it

Resolved, That we favor a law requiring that the net weight and measure of goods sold in packages be marked in plain figures upon the label, and that the delegates to the next National Convention be instructed to use every effort to commit the National Association to this policy, to the end that Congress may be urged to pass a law of this character.

Mutual Fire Insurance.

Whereas, The cost of insurance is much greater in California than in other States; and

Whereas, The merchants of many States are saving as much as 40 per cent. of the cost of their insurance through co-operative companies, be it

Resolved, That we favor the passage of a proper mutual fire insurance law for the State of California.

Trade Abuses.

Geo. B. Doyle of San Francisco presented the following resolutions for his committee:

Selling Hotels, Colleges, etc.

Whereas, Many wholesalers and manufacturers sell indiscriminately to all hotels, restaurants, boarding houses, colleges etc.;

Whereas, Much of that trade would otherwise go to retail dealers; and

Whereas, The majority of this business is ultimately secured by those firms which, while doing a retail business, pretend to be wholesalers, be it

Resolved, That the California Retail Grocers' and Merchants' Association disapprove of the practice on the part of wholesalers and manufacturers in selling to establishments that would otherwise be supplied by retail grocers, and whose trade really belongs to the retailers of their respective communities. Be it further

Resolved, That when a wholesaler or manufacturer insists upon continuing such a policy in the face of opposition of the retail grocers of any community, that we will consider such action on their part as unfriendly, and act accordingly.

Selling to Consumers.

Whereas, The sale of goods to consumers by wholesalers and manufacturers is not profitable to the wholesaler and makes the wholesaler the rival of the retailer, to whom he looks for the distribution of his goods; be it

Resolved, That we decidedly denounce such practice as short-sighted and unfair.

Whereas, The firm that sells to consumers in any one community makes it evident that they would sell to the consumers in other communities if circumstances made it profitable, be it

Resolved, That the affiliating Associations and individual members of the California Retail Grocers' and Merchants' Association pledge thmselves to confine their trade as far as possible to those concerns whose business is large enough to warrant their doing a strictly wholesale grocery business in each community where they operate.

Credit to Cash Cutters.

We also ask that the directors be asked to provide a remedy to prevent wholesalers and manufacturers from extending credit to retail cash stores which make a practice of cutting prices in different commodities below the line of safety, since by so doing these wholesalers furnish the capital to the cutters to destroy the business profits of the retailers that pay 100 cents on the dollar, and they are forced to ask for more on account of such evil.

Tea and Coffee Peddling.

Whereas, The retail grocers of many communities suffer from the unfair competition of tea and coffee peddlers, and the consuming public are generally deluded in the quality of the goods purchased from the persistent salesmen who play upon the sympathy and credulity of the innocent housewife, and who pay no rent, no taxes, no license, no insurance, no interest on investment, no clerk hire, no gas power or light, and pay nothing to support the local government;

Resolved, That each Association should use its influence with the legislative body of its community to secure the passage of ordinances tending to restrict peddlers and make them pay their just proportion toward conducting the local government.

Resolved, That we consider it unfair for any firm that seeks the trade of retail grocers to send out peddlers, or solicitors for peddlers, or supply peddlers with goods.

National Grocers' Association.

L. Warnke of Alameda reported the following resolutions for his committee:

Whereas, The dissemination of the association idea has been much encouraged during the past few years by the activity of the National Retail Grocers' Association; and

Whereas, The grocers of the country would be greatly benefited by the passage of a national pure food law; and

Whereas, The grocers of the country would be greatly benefited by the prevention of the passage of the Parcels Post bill, which was introduced at the last session of Congress by W. R. Hearst, owner of the San Francisco "Examiner"; and

Whereas, The grocers of the country can only secure recognition from the National Legislature through the medium of an organization that voices the sentiments of the grocers in many different States; and

Whereas, There are many movements of general value that can be assisted by the co-operation of grocers in widely different communties, be it

Resolved, That we consider it to the advantage of every Grocers' Association in California to affiliate with the National Retail Grocers' Association and lend its influence and financial support to the maintainance of the National Association of Retail Grocers of the United States. Be it further

Resolved, That a copy of this resolution be sent to every affiliating Association in California, with a letter advising them to forward their per capita tax to the National secretary, and, if possible, to send a delegate to the annual convention, which convenes at Niagara Falls in January.

Tea and Coffee Tax.

Your committee further reports:

Whereas, It seems to be the intention of our national Government to put a tax on tea and coffee at the earliest possible moment; and

Whereas, The retail grocer will undoubtedly bear the greater part of the burden of this tax; and

Whereas, This can only be prevented by interesting the grocers all over the United States to oppose such obnoxious tax, be it

Resolved, That we request the officers of the National Grocers' Association to start a campaign against this measure by informing the Associations of the United States, asking them to take the proper steps with their representatives in Washington to fight this measure when proposed.

Premium Schemes.

W. H. Poston of Pomona reported for his committee as follows:

Whereas, the adoption of premium schemes as a method of advertising by one manufacturer, invariably results in the adoption of similar schemes by his competitors; and

Whereas, The payment for these prem-



20-Mule Team Borax

WE will supply to any Retailer taking five cases or more of our **20-Mule Team Soap,** a beautiful steel lithograph of our 20-Mule Team, which can be hung in the window: also a supply of the latest Waltz Song, "Her Name is Maud," to be given out with every 25c purchase of 20-Mule Team products.

20-Mule Team Borax Soap

is acknowledged to be the best Soap on the market by all who have tried it. It is the only Borax Soap that really contains Borax, which is acknowledged to be the world's greatest cleanser.

Send us your order for a picture and the songs.

iums invariably has to be made by the retailer and later by the consumer; and

Whereas, In this way the retail grocers are forced to handle crockery, silverware, clocks, etc., generally to the disadvantage of other merchants and without adequate returns to the grocers for the amount of money invested and the special effort required; be it

Resolved, That this organization declare itself as being opposed to the use of premium schemes by manufacturers. Be it further

Resolved, That we will, in every instance, give preference in the sale of goods to those who seek to secure an increase of business because of quality and price considerations rather than by the giving away of presents.

Resolved, That the only legitimate basis of competition is quality and service, and that we are opposed to the giving of premiums in any form or manner.

Extension of Organization.

Frank B. Connolly of San Francisco reported for his committee as follows:

Your Committee on Extension of Organization begs leave to report as follows:

Our success at the Legislature with our existing strength shows that with further growth, we can secure any measure that is fair and proper. Our first problem, therefore, is to get greater strength.

Experience has taught that where Associations are organized in small towns, there is a tendency to lapse as soon as the first few abuses are overcome, unless some outide influence helps to keep up the interest.

In all cities the organizations gradually become dependent upon their secretary to supply ideas and usually the organization "goes to seed" unless an outside influence assists in keeping the members active in doing their part and in meeting changing conditions effectively.

Experience has also shown that it must be made easy for members to help, in order to get the best possible results, and that therefore the executive office of this organization should, as far as possible, lend its aid to all individual members and all affiliating Associations with suggestions, plainly and simply made, at intervals as frequent as funds and circumstances will permit.

With these thoughts in view, we make the following suggestions:

First—Grocers of standing in the smaller communities of the State should be solicited to join our State Association as individual members either by letter or personal solicitation.

Second—As far as practicable, an organizer should help to get the grocers of various communities together.

(a) In smaller communities the grocers should be induced to join the State Association direct and then be formed into branch associations. To hold these together, the State secretary should send to the secretary of each sub-association each month a letter calling for advice on certain matters and requiring a report. In this way monthly meetings can be made of interest.

(b) Affiliating Associations that have a paid secretary should also be communicated with in like manner.

Third—To all individual members, including members of branch associations, monthly reports should be made direct to members. Every effort should be made to make it easy for them to help report debtors who have moved and to keep up the Delinquent List otherwise, and to collect bad bills.

Fourth—Where Associations pay a $1 per capita tax, the reports, etc., should be sent to the secretary.

We would advise that the Directors print a small book containing a strongly-worded account of the purposes of our organization, together with a copy of the constitution and by-laws of the State Association and a suggested constitution and by-laws for branch asociations. The book should also have one leaf made in the form of an application for membership so it can be torn out and filled in by parties desiring to join the State Association.

We would suggest that the blank form sent to each affiliating Association should read somewhat as follows.

..... 1905.

California Retail Grocers' and Merchants' Association.

Gentlemen: Our regular monthly meeting was held on ..... with the following results:

1. Wholesalers, manufacturers, etc., selling to hotels, etc., that grocers can supply to good advantage. (Complaints must be specified, giving the name of the wholesaler, the parties sold and all other particulars as to dates, etc., that can be gathered.)

.....

.....

2. Wholesalers selling to customers. (Give particulars as above.)

.....

3. Wholesalers and manufacturers who are sending out short-weight goods. (Give particulars as above.)

.....

4. Goods on the protected price list that are being cut. (Give all particulars possible, and also state what steps have been taken by your members to have the cutting discontinued.)

.....

5. We would request that the State Association take up the above matter, and also .....

(Signed) .....

Secretary.

Pure Food.

N. E. Wilson of Los Angeles reported for his committee as follows:

Your Committee on Pure Food begs leave to report as follows:

Whereas, Much undesirable competition would be eliminated if dealers in cheap and imitation articles were required to label them for what they really are; and

Whereas, The margin of profit on high-class goods of standard quality is usually fair, while the profit on cheap goods is usually less than what it should be; and

Whereas, The public health and the building up of California's manufacturers would be improved by a proper enforcement of the Pure Food laws, be it

Resolved, That this Asociation take this opportunity of re-affirming its sympathy with the movement to enforce proper Pure Food laws and establish a high grade of purity for food products sold in this State.

Advise Food Commission.

Whereas, The effectiveness and value of Pure Food laws depend almost entirely upon their being enforced with uniform watchfulness through every part of the State; and

Whereas, Unless the enforcement of the Pure Food law is contant and uniform, great injustice is wrought upon innocent members of the trade, be it

Resolved, That the California Retail Grocers' and Merchants' Association favors the creation of a Pure Food Commission, clothed with ample authority and power to enforce the present Pure Food laws.

Want Coffee Standard.

Whereas, At certain seasons of the year, and especially at the close of the coffee season in August, much damaged, decayed, fermented, rotten, spoiled and underripe coffee is dumped on this market, and which is considered by this Association as unfit for human consumption, and that the sale of same is detrimental to the upholding of the trade of sound and wholesome coffee; and

Whereas, This Association suggests the advisability of a commission being appointed by the proper authorities to establish Government coffee standards on the same lines as Government tea standards, and thus restricting the importation and distribution of coffee not up to the proper standard; and

Whereas, As this is a matter of the utmost importance, that these resolutions be placed before the authorities at Washington so as to meet with immediate results, we would instruct our secretary to send a copy of these resolu-



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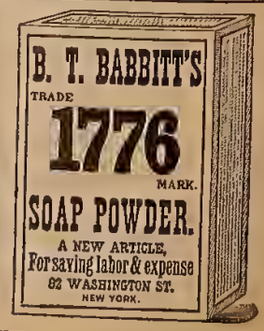
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ALWAYS UNIFORM!
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tions forthwith, properly signed by its officers.

Your Committee on General Resolutions begs leave to report as follows:

General Resolutions.

L. R. Eccleston of Fresno reported for his committee as follows.

The Official Paper.

Whereas, The growth of the California Retail Grocers' and Merchants' Association has been largely assisted and its strength and dignity increased through the efforts of the **Retail Grocers' Advocate,** be it

Resolved, That the thanks of the California Retail Grocers' and Merchants' Association be tendered the **Retail Grocers' Advocate** and its editor, Mr. A. H. Powers. Be it further

Resolved, That we again make the **Retail Grocers' Advocate** the official paper of the California Retail Grocers' and Merchants' Association, and urge upon the Pacific Coast grocers the desirability of subscribing to that paper in order they may keep in touch with the progress of the various Associations.

Thanks For Schilling.

Whereas, The firm of A. Schilling & Co. have refused to allow cutters to handle their goods and have in every way maintained a fair standard of prices for high-grade packing powder, coffees, teas, etc., be it

Resolved, That the thanks of the retail grocers of California are due to A. Schilling & Co. for their activity in this regard.

Enoch Morgan's Sons Appreciated.

Whereas, The firm of Enoch Morgan's Sons Co. has for many years exerted all its power and influence towards preventing the demoralization of the retail selling price of Sapolio; and

Whereas, By its active work in this regard, the Enoch Morgan's Sons Co has reduced the cutting on Sapolio to a minimum, be it

Resolved, That the thanks of the grocers of California are due to the Enoch Morgan's Sons Co. for the policy that it has followed in this matter.

Globe Mills Thanked.

Whereas, Since the Globe Mills have done a great deal in maintaining prices on their products, and have at all times been in harmony with the California Retail Grocers' Association; be it

Resolved, That the thanks of the California Retail Grocers' and Merchants' Association be tendered the Globe Mills.

Stockton Association Appreciated.

Whereas, Since our arrival in the beautiful City of Stockton we have been royally entertained, and received every courtesy possible at the hands of our host, the Stockton Retail Grocers' Association, be it

Resolved, That a vote of thanks be given the Stockton Retail Grocers' Association for its hospitality.

Mr. Pierce is Thanked.

Whereas, One of the most enjoyable portions of our visit to Stockton was the hospitality extended to the members of the California Retail Grocers' and Merchants' Association by C. D. Pierce, of the firm of Pierce & Co., the efficient and royal manner in which he entertained and provided an afternoon of pleasure and sight-seeing for us, is one we all shall long remember; therefore be it

Resolved, That a vote of thanks be given C. D. Pierce, of the firm of Pierce & Co., for his generous hospitality and courtesy.

Speakers Are Appreciated.

Whereas, Those present at the open meeting of the California Retail Grocers' and Merchants' Association, who heard the able addresses of Mr. F. B. Fancher on "The Value of Association to Larder Grocers"; State Secretary Frank B. Connolly on "What the Future Holds"; "Actual Profits," by H. Hauch, and the final address by J. R. Newberry on the "Business Side of Organizations," be it

Resolved, That a vote of thanks be tendered these gentlemen for their able and highly entertaining addresses. Be it further

Resolved, That these resolutions be placed on the minutes of the California Retail Grocers' and Merchants' Association, and also be published in the next current issue of the **Advocate.**

Whereas, The continued success of the California Retail Grocers' and Merchants' Association depends largely on the amount of money raised to meet the necessary expenses; and

Whereas, The number of members depends largely on the smallest possible rate, be it

Resolved, That the Ways and Means Committee recommend that the per capita tax for the ensuing year remain at $1 per member for associate members and $3 for individual members.

OAKLAND OPTIMISTIC.

J. G. Reed spoke of the Alameda County Association as follows:

"Much hard work has been expended upon our Association for the grocers of Alameda county. We feel that our efforts will soon be rewarded by definite returns in the near future. Owing to the proximity of San Francisco it is practically impossible for us to maintain prices without the co-operation of the dealers of that city. We have had to depend upon the efforts of the Pacific Coast Association to induce the manufacturers to maintain prices.

"Good work has been done in this regard. We are securing a profit on a number of articles that we have not been able to sell at a profit before. Had we had the co-operation of the other cities about the bay, we feel certain that we should have had a flour card long ago.

"When deputations from Alameda county and San Francisco waited upon the representatives of the mills to ask them to establish a selling price on their flour, all refused except the Globe Grain & Milling Co. That firm started a campaign to maintain prices and carried it out to the letter. This has been of great value to us. They have maintained prices on their flour absolutely and even the big cutters maintain the price on Globe brands. Their salesmen have been of as much assistance to us as another secretary, pounding into the dealers the theory that the manufacturer should maintain the retail selling price of his goods and could do so if he wanted to.

"The Del Monte Milling Co. deserves much credit for the stand they took. While they were not in position to maintain the selling price of their flour owing to their relations with the othe. mills, they did maintain the selling price of their meals. They even went so far as to threaten to bring certain large cutters into court and enforce their right by legal process. The result has been that the cutters discontinued selling their goods except at full prices. As soon as San Francisco is in shape to help us and give us a chance to do things, I am certain that we will be able to secure better results on the same lines. I want to point out to the rest of you gentlemen that there is not a grocer in this hall that does not suffer by the wicked prices put out by the San Francisco cutters. Those firms advertise in the big dailies which circulate in the surrounding cities. While your customer may not buy any goods from the cut-rate store, yet they read the advertisements in the paper and note the difference in the prices quoted and the prices you charge them and their confidence in your fairness is shaken and they feel you are robbing them. It is to your interest to see that the manufacturer who wants you to sell his goods should stop this, since when he allows the cutter to advertise his goods at cut prices, he is helping the cutter to advertise at your expense.

"Our association several years ago solved the trading stamp evil by securing the signatures of the grocers, in conection with the Merchants' Exchange of our city, to an agreement to discontinue the use of trading stamps.

"At the present time every grocer in Alameda county has signed an agreement to discontinue giving yeast cakes, agreeing to forfeit $25 if he violates the agreement. This agreement is being maintained and is saving our members from $3 to $40 per month apiece. The drummers for the yeast cake companies circulated lists for us some time ago, but their action resulted only in dissatisfaction, since they only secured the signatures of those who were willing to sign and, since several firms did not sign and had made no attempt to discontinue giving away yeast cakes, those who did sign thought the others were breaking their agreement and were angry.

"Our collection department and delinquent list have proven of considerable value. Our delinquent list is not the value it should be, because our members are slow in turning in their bills.

"We are now establishing a system of credit rating. I am encouraging the members to apply to our office for information as to parties desiring credit. We ask our members to get the party's occupation, their last residence and references as to merchants with whom they have dealt. Action in looking up these references has resulted in locating missing debtors for a number of our members.

"Numerous social gatherings that have been given by our Association have proven of great value in increasing fellowship.

"One of the travelers of the flour mills showed one of our members a long list of grocers who owed money to his firm. The drummer said: 'This is the reason why our members will not dare to fight our mills openly.' I want to suggest here that the grocers usually make more money by being financially independent than by gambling in futures. I think you will agree with me that it is the over buying in ordering futures and overbuying to take advantage of free deals that prevents dealers from being independent so that they cannot buy where they please."

SACRAMENTO SEES PROFITS.

A. A. Jost of Sacramento said:

"While to outsiders the grocers of Sacramento may at times seem a little close, yet we are very loyal to each other. This has been the result of our working together. Each member of our association, by referring to his books, now sees a profit that he never saw before. We now make 25c per sack on flour; 20c on each dollar's worth of sugar sold; 10c on a roll of butter; 5c on each dozen of eggs. The grocer is entitled to

ALPINE

Unquestionably the Best

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Made by the Improved Process and under the Personal Supervision of

J. B. MEYENBERG,

The **Inventor** and **Original Manufacturer** of Evaporated Cream, with his twenty years experience.

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FOR SALE BY ALL JOBBERS

"GRIFFIN EXTRAS"



CONCENTRATED SOUPS

1-lb. tins—4 dozen per case.

Each Tin makes a quart of Soup by adding 1½ pints of boiling water.

Tomato
Tomato-Okra
Chicken
Chicken-Gumbo
Consomme
Cream of Celery
Cream of Asparagus
Julienne
Clam Chowder
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Beef
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FREE DEAL: One Case Tomato Soup FREE with each 5 Cases Purchased.

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this profit. What is more, the public is willing to pay it, because these are the established and recognized prices. When a few grocers met together in San Francisco some five years ago in the corner of a small room, to discuss the desirability of a State Association, we decided then that it would be necessary for us to stand together in order to secure the best possible results. By united action, we have elevated the grocery business. The small beginning made there has helped largely to manifest the fact that one can be a grocer and still be a man.

"Unless we ask for things we will never get them. As men we do ourselves a great wrong when we do not demand what we are entitled to ask for."

SAN JOSE HOPEFUL.

J. W. Borchers of San Jose spoke as follows.

"It has been a great pleasure to have the honor to meet the gentlemen sent as delegates to this convention by the various cities of California. I was sent here by the San Jose grocers to see what it was possible for us to do.

"San Jose had a strong organization a short time ago and restrained price cutting for some time. Recently one of the men who would come under Mr. Newberry's heading of the "malicious cutter" decided to violate the established laws, largely as a matter of feeling. The result has been a considerable weakening of our organization.

"I feel that I can now go back to the grocers of San Jose and advise them that there is much for them to do.

"Last Friday night we had a strong meeting, with a number of speakers from among the association workers of San Francisco and Oakland. Much interest was expressed there and I feel that I have learned enough at this convention so that I can go back to the San Jose Association and help them get on their feet again."

FRESNO FIGHTING.

L. B. Eccleston of Fresno reported:

"A short time ago we had a very strong association. One man was always bucking the association and keeping us in hot water continually. Yet we were able to better our conditions in many ways and did not give much attention to him.

"We have one large store which has an immense country trade. There is another large store, 90 per cent of whose trade is in the city. This last store sent out wagons into the country and began to take away trade from the first store. Dissatisfaction was aroused by this action and soon practically all the grocers were sending out wagons. This resulted in a large addition to the expense of conducting business and to very considerable bad feeling. I have only taken hold of the active secretaryship recently. I hope that we can get good results in the future."

MODESTO HELPS MERCHANTS.

C. M. Clary of Modesto said:

"We were organized two and a half years ago with 10 members. Our association has increased in usefulness and strength continually. Last year we went to the retail grocers in the neighboring towns and added nine men to our membership. The members of our association have done much towards preventing the disastrous and foolish cutting of prices, although we are still selling flour at a foolishly small margin. Our collection department and credit rating department has done much good. It has been so valuable, in fact, that last month we invited the other merchants of the town to join us in this part of our work. As a result, practically the entire mercantile community of Modesto is united in a campaign against bad debts.

OAKDALE IS HELPING.

Scott M. Sampson of Oakdale reports that price conditions are very unfavorable in his community. They need help, particularly on the matter of getting a profit on flour. He joined the Modesto Association and had been benefited thereby.

STOCKTON ACHIEVES SUCCESS.

W. E. O'Connor reported for Stockton as follows:

"One of the things that has always stood the dealers of Stockton in good stead has been the protection accorded the merchants by the manufacturers of their own town. The Sperry, the Stockton and the Aurora Mills have always stood in with us to protect the selling price of flour. We had a very notorious cutter here who had stores in other communities in the San Joaquin Valley. When he refused to sign an agreement to protect the price of flour, Mr. Steinbeck of the Sperry Mills went to him and he secured his signature.

"Our Association has tried to keep the grocery business on safe and conservative lines. We have been pestered with cutters and have seen them all fade away. Last year when I attended the State Convention at San Jose we had two of them. One sold out and the other is in the hands of the receiver today. Among the members, there has been only one failure since the organization of our association. Among the men of the smart class, who knew too much to join the Grocery Association, there have been twelve or fifteen who have failed.

"Our association meets now as if it were only one family. I can call on any man in the grocery business in Stockton to assist in our work or to assist a fellow grocer."

RAINIER BEER

Is Not Unfair
But the Boycott is.

Investigate both sides of the question.

JOHN RAPP & SON, AGENTS
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Store Fixtures

DESIGNERS AND MANUFACTURERS OF
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San Francisco

NEXT CONVENTION CITY.

When President Pearson raised the question as to the next convention city, Mr. Paulding invited the convention to again meet in Southern California.

On motion of J. M. Sullivan, it was decided to leave the matter in the hands of the Directors since the expense of sending delegates to Southern California was so great that it would probably lessen the number of delegates in attendance.

Joy D. Campbell, chairman of the nominating committee, then presented his suggestion as to the officers for the ensuing year.

Honors for Jos. A. Stulz.

His report began with a complimentary resolution establishing a new office, that of honorary Past President, out of respect to Jos. A. Stulz. This tribute to the worth of Mr. Stulz was received with cheers by the assembled delegates.

J. J. Hayes moved that the resolution be adopted by a rising vote. He said that he had known Jos. A. Stulz for 20 years and during all that time Mr. Stulz has been a most unselfish worker in the cause of Association work and that he knew of no retail grocer who had ever shown such unselfish devotion to the cause of Association as had Mr. Stulz.

J. P. McGuire of San Francisco seconded the motion of Mr. Hayes stating at the same time that Mr. Stulz had certainly the right to every honor that could be bestowed on him because of the almost fatherly interest he had given to Association work. When the question was put every delegate present rose and Mr. Stulz was elected the first and only honorary Past President of the organization.

The following officers were then elected:

President, L. Warnke, Alameda.

First Vice-President, George B. Doyle, San Francisco.

Second Vice-President, Eugene W. Drury, Stockton.

Third Vice-President, Henry Wreden, San Francisco.

Recording Secretary, Frank B. Connolly, San Francisco.

Treasurer, John F. Schomer, San Francisco.

Directors: H. Hauch, Alameda; A. J. Nor, Oakland; George Golder, San Francisco; J. P. McGuire, San Francisco; J. W. Borchers, San Jose.

Pacific Coast Directors: J. R. Newberry, Los Angeles; F. B. Fancher, Sacramento, and H. Hauch, Alameda.

The only change from the program of the nominating committee was with regard to the third vice-president. E. W. Hale of Sacramento was named first, but while offering his fullest assistance, did not desire to hold any official position. Mr. E. Kilgore of Sacramento was named.

Frank B. Connolly placed in nomination H. Wreden of San Francisco. He called attention to the fact that Mr. Wreden was not only a large handler of groceries, but had been a good Association worker and had always fulfilled his official duties in his connection with the San Francisco organization, attending all meetings and doing what was expected of him. Mr. Connolly pointed out the necessity of having as many of the Board of Directors as possible from around the bay.

J. F. Paulding seconded Mr. Connolly's nomination of Mr. Wreden and stated that while Southern California would like to have a man on the Board the delegates recognized the fact that it was necessary to secure as much strength as possible, and the South would surrender that honor.

Mr. Kilgore, at this juncture, withdrew his name and Mr. Wreden was elected by acclamation.

Congratulates New Officers.

Mr. Pearson in a neat speech turned over the chair to the newly elected President and expressed the hope that the new officer would be accorded the same enthusiastic and earnest support that had been accorded him and had made his administration so pleasant.

On motion of Mr. McGuire a rising vote of thanks to the retiring President was taken.

Warnke Expresses Thanks.

Mr. Warnke was escorted to the chair, together with First Vice-President Doyle and Second Vice-President Drury. He expressed thanks with a great deal of feeling, stating that he considered his election an expression of confidence in him by the men who had learned to know him and his capacity through the work he had been able to do for them in his official capacity in the years gone by. He expressed the conviction that the personnel of the Board of Directors was such that everything that possibly could be done would be done.

George B. Doyle, the newly elected First Vice-President, insisted that it would have been wiser to elect a wiser and more able man to the position he held, yet he appreciated the honor conferred on him and would do his duty to the fullest. Speaking of the maintenance of prices, Mr. Doyle said he would maintain prices in his own store. If each individual member of this State Association would do the same, we could be sure of attaining the success we hope for.

E. W. Drury, the Second Vice-President, said that he was doubtful if he should extend his thanks to the State Association and he rather thought the delegates should be tendered sympathy and condolence. He promised to serve to the best of his ability.

Pay President's Expenses.

Secretary Connolly thanked the delegates for the honor they had conferred on him by re-electing him as secretary. He then spoke eloquently of the services of retiring President C. B. Pearson, and pointed out that Mr. Pearson had made five trips to San Francisco since he was president to attend meetings of the Directors. He said that the delegates had come half the way and knew the time and expense required and suggested that it was only right and fair for the Board of Directors to

(Continued on Page 32.)

LASH'S
KIDNEY & LIVER
BITTERS
CURES DYSPEPSIA.

HAVE YOU NOTICED
all these Signs around Town?



It shows that most of the Grocers keep what people ask for—WUNDER BEER If YOU don't, wake up phone to our bottling works and they will send their man to see you.
Phone South 1098

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WHOLESALE
Liquor Merchants
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Sole Proprietors



Royal Stag Bourbon and Rye.
Old Pal Kentucky Bourbon.
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P. Van der Kamp
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MONEY-WEIGHT SCALES
Pay for themselves in
Less than a Year.
Sold on Easy Monthly Payments
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J. F. Cutter Whiskey
IS THE BEST SELLER FOR THE RETAILER ON THE MARKET
E. Martin & Co.
Sole Agents
54 FIRST STREET
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NATIONAL ASSOCIATION RETAIL GROCERS of the UNITED STATES.

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OREGON.

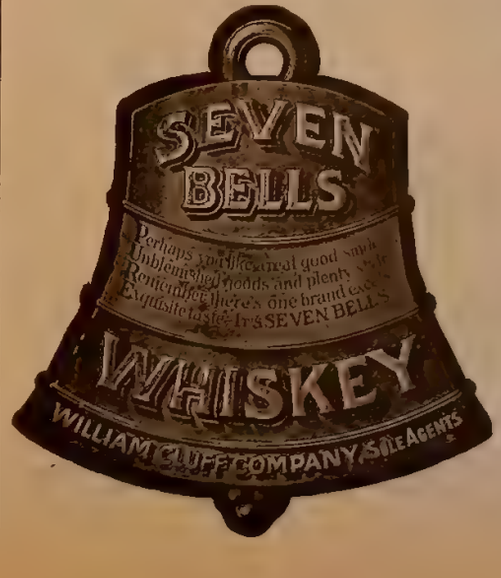
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Matches are so cheap that it becomes almost criminal to sell the inferior brands that scatter red-hot particles about them when lit. To have a glowing segment of match-head fly off into a window curtain, or to have the entire head fall in an incandescent condition upon the carpet, is very irritating even to the mildest temper, and the grocer who sells the dangerous matches is laying up for himself a store of retribution that may take the shape of lost trade.



WILLIAM CLUFF COMPANY
WHOLESALE GROCERS
SOLE AGENTS
SAN FRANCISCO CAL.

Grocery Markets.

Commercial Outlook of the Western World as shown by Present Conditions.

Office of the ADVOCATE.
Thursday Afternoon.

ADVANCES.

Boiled hams, ½ cent.

Fancy Eastern breakfast bacon to 20 cents; dry salt bacon, ½ cent.

Dry salt meats, sides to 10¾ cents; bellies to 12 cents, backs to 10¾ cents; fat backs to 10¼ cents.

Pure leaf lard ¼ cent.

Compound lard ¼ cent.

Turpentine, in cases to 56 cents; in drums and iron barrels to 80 cents.

Apricots, choice sacks to 8½ cents; fancy sacks to 9 cents, fancy, 25-lb. boxes, to 10 cents.

Peaches, choice, in sacks, to 9 cents; extra choice in sacks to 9½ cents; fancy in sacks to 10 cents.

Griffin Extras, extra solid pack tomatoes, 3s to $1.15, with peppers to $1.20; Cutting's solid pack, 2½s to 95 cents; standard to 75 cents; gallon standard to $2.10; solid pack to $2.85; puree to $2.45.

Arbuckle's coffee 1 cent.

All grades of smoked meats have advanced ½ cent per pound.

DECLINES.

English cured bacon, 10-12s, to 15 cents.

DEAL EXPIRED.

The Cottolene deal has been declared off.

NEW STYLE PACKAGE.

Pearline will hereafter be put up in a 7 oz. instead of a 6 oz. package as heretofore as a 5 cent seller.

The Weekly Report of the U. S. Department of Agriculture says for California:

"Beans and potatoes are doing well. Raisin picking has commenced in some vineyards."

SUGAR MARKET.

New York, Aug. 23d—Raw sugar is easier. The sale of 10,000 tons is reported on a basis of 4 cents.

New York, Aug. 17th—Willett & Gray report:

Raws—The market improved slighthly early in the week. Moderate quantities of cane sugars likely to come on the market in excess of what may be needed by the principal buyers can be absorbed readily by the other refiners. European markets proved a disappointment. The weakness was probably due to the very light demands for refined. With sufficient sugar in sight for requirements until the arrival of the new crop the trend of prices for old and new is to meet around 4 cents for centrifugals, unless troubles in Europe bring about even lower prices temporarily."

Refined—The market has been quiet. There has been a slight falling off in demand. No advance is expected now that raws have become easier.

New York Aug. 14th—M. G. Wanzor & Co. report:

Raw—The raw sugar market this week has been very strong. A large amount of business has been transacted and refiners are buying to-day at 4⅛ cents for spot and 4.14 cents for shipment. Holders of Cubas ask for 4.20 cents for shipment lots. Cables from Java announce that our refiners have bought 20,000 tons beet sugar present crop and 30,000 tons new crop. Prices on the first are supposed to have been equal to 4.10 and 4.12½ cents N. Y. and on the latter equal to 4 cents.

Refined—The large purchases of Cubas made a fortnight ago has placed refiners in a good position as regards stocks. Prices of raw sugars are now on a level that promises relaxation of the extreme caution that has been necessary for the past three months. Indications are that any change in the price will be an advance. Currant quotations seem safe during the remainder of the sugar season.

MAPLE SUGAR.

Bellefontaine, O., Aug. 13th—The F. N. Johnson Co. report:

"There has been considerably more inquiry for both maple sugar and syrup. Prices are highest for many years. Buyers do not hesitate to place liberal orders for September and October deliveries. The trade is learning the difference between pure and mixed goods and the pure goods meet with ready sale at far higher prices than the mixed. The market is decidedly in seller's favor."

TEA MARKET.

New York, Aug. 15th—John B. Brown & C. report:

"Cables from all sections record the new crop as being marketed at higher prices—and undoubtedly in a few weeks we will be working on a higher range of values for all kinds of tea."

Colombo, Ceylon—Tarrant & Co., in their tea market report for the month of May say:

"Indications point to a normal output during the ensuing month with improving quality. Quality should now continue to improve and prices advance the next two to three months, when a steady market may be looked for until October."

COFFEE.

The Lewin-Meyer Co. say:

"The market is very firm and coffee is becoming very scarce here. It now looks as if in a couple of months we will have to draw on other markets for our coffee supply.

"There has been an exceptionally large demand for the past two weeks and low grades are becoming very low. Importers are asking high prices.

"Coffee looks like exceptionally good property now."

M. J. Brandenstain & Co. report from their New York office:

New York, Aug. 14th—Statistics favor a steady market in the fall. The receipts this year for Rio and Santos are nearly a quarter of a million bags less than last year same date, and over one-half a million less than at the same date two years ago. If there is no duty agitation, we do not expect much of an advance, even in December, but unless receipts get larger and exchange is lower, it is pretty safe to figure on a steady market.

New York, Aug. 17th—Willett & Gray report.

"The market is now steady with a good undertone. Dealers in Havre, France, have sold freely to interior trade, who in turn have sold futures. Much of this trading must be undone in September. Havre dealers could not now get new supplies in Brazil at contract rates and are covering prices and the position of the shorts is not a happy one. The moderate movement of the current crop indicates two things: Smaller yields and the ability of the Brazilions to resist smaller values. The growing crops seem now in some jeopardy. Serious damage by frosts is reported by reliable and conservative authorities. All the features of the situation are for a better market and present values are certainly reasonable."

RICE.

New York, Aug. 15th—Dan Talmage Sons Co. report.

"The demand for the past week has been more active than for the past month. Quite a volume of business has been done with sections that usually obtain supplies from the south. Prices are firm and actually an item higher. At New Orleans receipts are light on account of continued rains."

CANNED FRUITS.

Packers are practically sold up on most varieties of canned fruits. Higher prices may rule for futures. The California Canneries Company this week announced an advance on peaches of 5 cents on all 2½ lb. Crawford peaches and on 2½ Water Lemon Clings and White Heath. The Central Cal. Canneries Co. have also advanced prices on peaches.

CANNED PINEAPPLE.

New York, Aug. 14th—Paul Taylor Brown Co. reports:

"The market on Singapore pineapples continues with an upward tendency. There are few offerings and these at decidedly higher prices. Buyers are showing very little interest in making purchases. They will soon realize that the higher prices have come to stay until the next pack."

CANNED TOMATOES.

Future and spot tomatoes of all grades have advanced 2½ to 5c on the dozen in local markets. From present outlooks still higher prices will be ruling.

The Cal. Fruit Canners' Association has advanced 2½ standard tomatoes from 65 to 70 cents. California has a large carry over of standard goods and crop conditions are favorable. Should the Eastern shortage result in any decidedly increased demand from Utah and the Rocky Mountain States further advances are probable.

Aberdeen, Md., Aug. 12th—Strasbaugh, Silver & Co. report:

"Sellers for the last week have been leading the advance. They do not seem inclined to accept orders except for carload lots. The market can be quoted at 77½ cents and 80 cents with no sellers."

Havre de Grace, Md., Aug. 12th—S. J. Seneca reports:

"Spot tomatoes are pretty generally cleaned up. The demand for futures is excellent at 75 cents but packers are holding off. They hesitate not so much through a desire for a higher price as through fear of short crop, which is sure to be the case since vines are in many instances free from either blossoms or fruit."

Troutville, Va., Aug. 12th—Layman, Bishop & Co. report:

"The prospect for the pack of tomatoes is the poorest we have ever known. Present indications are for not more than one-quarter the usual pack. Our market advanced 5 cents per dozen on all kinds this week. It looks very much as if the market will go still higher."

Baltimore, Aug. 11th—The "Trade" reports:

"The reduced acreage is reported as yielding poorly of fruit. Packers are dubious as to the probability of getting enough tomatoes. Already reports of early frosts come from northern Michigan. This report is premature but indicates the possibility of early cold weather. Tomatoes are selling in this market at wholesale for from 35 cents to 40 cents per bushel, which is double the price they should bring with canned tomatoes at present quotations."

CANNED CORN.

West Poland, Me., August 12th—B. M. Fernald reports:

"There is every prospect of a good crop of good quality corn. Jobbers who have not already placed their orders will find the market is as strong as earlier in the season. Maine packers are well sold out."

Baltimore, Md., August 11th—The "Trade" reports:

"From all sections are coming reports that the sugar corn crop is doing fairly well. The probability is that we will have quite a large corn pack of excellent quality."

DRIED FRUITS.

New York August 17th—Eastern jobbers who were skeptical of the reported crop shortage and held back orders until the last moment are now materially assisting upward prices on the Pacific Coast. Prominent brokers in this market asserted yesterday that 1905 Santa Clara prunes could not be bought for October shipment below 3½ cents, bag basis, although early in the day some business was put through on a 3½ cent basis. Many sellers on the Coast have advanced prices to a 4 cent basis. Peaches seem to be strong. Brokers find it hard to get firm quotations. Holders are much above the ideas of the buyers. There has been heavy speculative buying on apricots since they are the cheapest fruit on the list. In consequence, many districts, including those which produce low grades, have been cleaned up by the larger packers.

PRUNES.

New York, August 21st—In connection with the strong and advancing market for California prunes a prominent commission house has issued the following comparative statement and comment on the world's supply of prunes:

	1904	1905
France, lbs.	60,000,000	60,000,000
Bosnia, Servia ..	70,000,000	50,000,000
California, lbs. ..	150,000,000	75,000,000
Oregon, lbs.	15,000,000	15,000,000
Carryover, U. S..	40,000,000	10,000,000
Total	335,000,000	210,000,000

Geyserville, August 19th—Prune growers in the vicity of Geyserville have been offered 4½ cents straight for their crops this year, and many are refusing that figure.

San Jose, August 22nd—The basis now generally demanded for prunes is 3½ cents bag basis with some packers quoting on a 1 cent bag basis. Occasional sales are still being made on a shade less than 3½ cents basis. The quantity available at less than the last named basis is daily diminishing. Premiums are still being demanded on 30's and 90's by the sellers.

Salem, Or., August 18th—Last estimates place our yield at less than 3,000,000 pounds, which is about one-third of an average crop. The size of the fruit will be far above the average. Oregon growers are asking 2¾ or 2⅞ cents basis for 30-40's and 2½ cent basis for other sizes.

San Jose, August 19th—A letter received by the Cured Fruit Promotion Association from Budapest, Hungary, announces that the outlook for the new crop of prunes in Bosnia and Servia is that only half the amount of last year's crop is expected.

APRICOTS.

San Jose, August 22nd—Apricots are offered somewhat more freely, though sellers do not seem disposed to make concessions from their former quotations based on 7 cents for choice Royals f. o. b. coast.

Ventura, August 18th—The price of dried cots has jumped from 5½ and 6 cents during the drying season to 7 cents. Sales have been made at 7⅛ and 7¼ cents, while one lot of extra choice fruit was sold for 7½ cents. The apricot men who have not already sold will hold for 7½ cents and higher. One grower who follows the market closely predicts that 8 cents will be paid before the close of the season. The cause of this unexpected though not unwelcome rise in price is due to the fact that the crop of the northern orchards has fallen far short of the estimate.

Riverside, August 21st—The sea on opened with 5 cents offered for cots. Orchardists are now being offered 6½ cents. Most of the holders are waiting for from 7 to 8 cents.

RAISINS.

New York, August 17th—Local seeders have bought a few cars of 3 Crown



WESTERN MEAT COMPANY

SAN FRANCISCO, U. S. A.

TOMATOES--Pack 1904 MAPLE SHADE FARM BRAND

Solid Pack and Solid Pack with Peppers are trade winners. Quality finest. Prices right.

SUYDAM BROS. & ROGERS
WHOLESALE GROCERS
14-16 Spear Street, San Francisco.
Tel. Main 5396.

for seeding at 4½ cents f. o. b. Fresno. This is ½ cents above last year's opening basis but is not considered excessive in view of the prospective short crop and the close clean up on the market. The combine has not yet made prices.

DRIED APPLES.

Despatch, N. Y., August 12th—Bown Bros. report:

"We see no possibility of any decline in the price of apples. There is a strong probability of their being still higher."

Middleport, N. Y., August 12th—"There will not only be a small crop of evaporated apples, but most of the dry apples this year will be graded as No. 2's or seconds."

DATES AND CURRANTS.

New York, August 14th—The Hills Bros & Co. report:

Dates—Stocks of Persians are reduced. Our market will probably be bare before the arrival of the first direct cargo in November. An advance is to be noted in packed dates, which are now offered at 4¾ cents for Royal Excelsior and 4⅜ for Anchors.

Currants—Confidence in the market is gradually being restored. Operators in Greece are holding firm on the basis of our present quotations and show no anxiety to sell. It is probable that the lowest prices for new crop currants are now prevailing. A higher level of values is likely to be reached when the new law is thoroughly understood.

New York, August 15th—The Greek Currant Co. reports:

"The local market on currants is waiting the results of recent legislation. Until this market is thoroughly satisfied as to what these conditions are, very little business in the new crop can be expected in the high grades except what business is already being done."

WALNUTS.

Anaheim, August 17th—Jos. Fiscus reports that he received an offer of 10 cents for his soft shell walnuts. Local growers believe the crop will sell at from 11 to 12 cents this season.

Whittier, August 19th—J. A. Montgomery, secretary of the Southern California Walnut Growers Association, says:

"This year the crop of walnuts controlled by our association will probably amount to about 700 cars as against 765 cars last year. The price of this year's crop will be fixed at a meeting of the association on September 20th and it will not be below the quotations of last year, which were 10½ cents for standard and 11 cents for soft shell."

Santa Paula, August 21st—The Santa Paula Walnut Association estimates the current crop at about two-thirds of last year's crop.

ALMONDS.

Stockton, August 21st—Almonds are earlier than usual this season. The crop is larger than for three years. There are little prospects for high prices owing to heavy crops in Europe as well as in this State.

PEANUTS.

St. Louis, August 7th—St. Louis Edible Nut Company reports:

"Spanish shelled peanuts are still in demand. Recent advances have had no material effect on the trade."

Weldon, N. C., August 12th—The Carolina Peanut Company reports:

"Prices on both shelled and unshelled Spanish peanuts are very firm at the highest point of the season. The crop will be about the same as last year."

BEANS.

The acreage of pink, bayos and lima beans is larger this year than usual. Acreage is short of large and small whites. Spot stocks are small with firm prices.

Ventura, August 18th—Blackaye beans are jumping in price each day. Buyers are taking up all they can get at 3½ cents. The advance is due to the short acreage consequent upon the low prices of last year.

Sacramento, Cal., August 3rd—Wood, Curtis & Co. report:

"While many fields of beans have a poor crop owing to the cut worm, the acreage this season has been considerably larger than usual and we will have a fair crop. Limas and pinks promise a large crop. There will be a decided shortage in white varieties as farmers have planted less of these than usual and rather more, in proportion, of pinks. White varieties are now held very firm in all California markets. Bayos are about cleaned up. Limas nearly so. Pink are in large supply, although only inferior grades can be had. We have scarcely any black eyes in market.

San Francisco, August 4th.—Bray Bros. report:

"We are advised that there are about ten cars each of blackeyes and limas left in the south. It will be some weeks yet before the crop is harvested. We expect a moderate demand which will clean up all available blackeyes and limas."

Rockford, Mich., August 2nd—Dockeray Bros. report:

"At best, we do not look for over 80 per cent of the average crop of beans. There are no offerings from farmers."

Albion, N. Y., August 12th—Tilden & Sharping report:

"Trade is at a standstill. We are looking for a better market soon. The growing crop in this section does not look promising. With a small stock of old beans we cannot see why market should not be better."

HONEY.

Escondido, August 19th—The San Diego County Honey Producers' Association has decided to store their honey in the association warehouses in San Diego rather than to sell at prices now offered. It was reported that prevailing prices in the East and middle West range from 6 to 7½ cents.

Ventura, August 19th—Bee men are being offered 4½ cents for their honey but are refusing to sell at this figure. Ventura County has a good crop this year. The bee men expect at least 5 cents per pound and some think the price will go considerably higher.

San Jacinto—F. J. Farr of Elsinore, a man with large bee interests in this locality, reports the honey crop of Utah and Colorado to be a complete failure. He thinks producers should get 10 cents or over for comb and 5 cents for extracted honey this year as the California output is also light. This locality will produce about half a crop.

CANNED SALMON.

New York, August 22nd—Sockeye salmon confirmations are moderate. There is no cutting bring done by large interests.

New York, August 21st—The "Journal of Commerce" quotes a leading wholesaler as expressing the opinion that not over 10 per cent of the orders placed subject to approval of prices would be confirmed. It is asserted by those supposed to have inside information that a close agreement has been entered into by the packers both large and small. This agreement contemplates no diversion from the prices that have been fixed and the fish will be carried over next season or the season after that if necessary. A jobber is quoted as saying: "We have got along two years without sockeyes and can get along longer if the alternative is paying such prices as those now quoted."

Seattle, August 19th—The "Trade Register," in commenting upon the sockeye price recently announced says that the prices are reasonable if the estimates of the Kelley-Clarke Co. are correct, of 600,000 cases on the Sound and 400,000 cases on Fraser River. It adds: "Other smaller interests, accepting the higher estimates of 750,000 to 850,000 cases for the Sound and the same for British Columbia, have been booking at $1.25-1.30 for talls and $1.35-1.45 for flats. The pack of halves is reported unusually small this year by some, while others believe around 100,000 cases of halves have been packed. Should a larger pack than estimated prove true we would not be surprised to learn of prices weakening particularly on the ½-pound grade, especially with the smaller interests. Owing to the strong situation, it considers the prices even too low when the quality and standing of the sockeye in all markets are considered, together with the cost of production and uneven runs."

Seattle, August 20th—It is approximated that the pack of the six canneries in Anacortes will amount to 329,000 cases. The canners are now making small runs of humpback and silver salmon. They expect the fall run to begin in about twenty days.

Tacoma, August 20th—F. L. Denman, auditor of the Pacific Cold Storage Co., says:

"The prospects are excellent for a splendid trade at good prices. Conditions are much more favorable than they were a year ago. The peace that has been established between the big packing companies has helped matters, but the principal reason is that the market is practically bare of our stocks and therefore the demand is good. The run of sockeyes has fallen far short of expectations. In fact, 1905 has been a distinct failure as a "cycle" year. Salted salmon has advanced $1 per barrel in the last 30 days. As a result of the strong feeling, there has been more disposition to hold off as the future seems to give promise of still higher quotations."

Seattle, August 19th—The Post-Intelligencer says:

"It is now conceded by the cannerymen of Puget Sound that the sockeye salmon run is over. We approximate 800,000 cases packed for the season or about 40 per cent short of the run that was expected and on the basis of which the labor contracts were made at the opening of the season."

Seattle, August 19th—Philip Kelley of the Kelley-Clarke Co., in a recent interview said that the shortage of the past three seasons in the packing of sockeye salmon is a prominent factor in the prices that have been announced. At the present time there is not a case of sockeye salmon on the market and the new pack comes without any competition. Mr. Kelley states that the shortage of the sockeye pack will have a strengthening effect on the market for Alaska reds, which have been a drug on the market for the past two seasons. At the present time there is a large surplus of Alaska reds without any movement to speak of, and the shortage on the Sound and Fraser river will increase the value of this inferior class of fish. The conditions on the Fraser river are the same as on the Sound. In both districts the sockeye salmon are packed, and the same percentage of shortage is noted on the river. Mr. Kelley estimates that the total pack of sockeye salmon, Puget sound and Fraser river, will be between 800,000 and 1,000,000 cases.

Victoria, August 19th—British Columbia will pack more salmon this year than Puget Sound for the first time in the history of the business. The pack already amounts to 630,000 cases, which is 100,000 in excess of that on the Sound. The fish are still running although they are not plentiful.

Bellingham, August 19th—The canneries failed to get any fish at all from their traps to-day. The Pacific-American Fisheries canning plant proposes to dismantle all their sockeye traps shortly and put in others in the course of the silver salmon run.

Seattle, August 19th—Canneries report that the run of sockeye salmon on Puget Sound is over until the fall run commences.

Astoria, Or., August 18th—The steamer North Star, which left Nushagaka, Bristol Bay, on August 8th, reports: "The pack of all the canneries is exceedingly good. The pack of the various canneries are as follows:

Alaska Fishermen's Pack. Co.	51,257
Portland-Alaska Packer's Asso.	57,000
Columbia River Packers' Asso.	41,000
Alaska Packers' Asso, 2 canneries	229,000
Alaska Salmon Co., Wood River.	43,000

Portland, Or., August 17th—Present indications are that the pack of salmon on the Columbia will be short about 15 per cent over the previous year, on account of the light runs later in the season. With the exception of one or two days, no very large run of fish has appeared and the end of the season is now only a matter of a very few days. A peculiar feature of the past season has been the high price offered for the fish by packers and canners. Cold storage operators wanted the fish so badly that they outbid the canners fully a cent at times. This in itself will cause the pack of the canners to be very short.

The demand for Columbia river salmon has been very heavy this season. Most of the canners oversold their probable pack during the first few days of fishing. Prices that ruled were practically the same as last season, because the packers did not care to ask more.

In the local wholesale grocery market there has been an unusual demand for salmon during the past few days and this has caused an advance of about 10 to 15 cents per dozen to rule. Choice chinooks will be very hard to obtain in a few days, as even grocers themselves are said to have practically sold all the fish they can secure.

Bellingham, August 17th—The Bristol Bay Packing Company closes its plant to-day and will not run again until the silver salmon and dog salmon begin to run in September. Cannerymen generally have given up hope of a good humpbacked run.

Pt. Townsend, August 16th—The sockeye run is virtually finished. The Pt. Townsend Packing Co. will have attained 20,000 cases; Hillside Packing Co., 8,500.

Juneau, Alaska, August 8th—Col. H. N. Cutcheon, U. S. Fish Commissioner of Washington, D. C., who arrived in this city yesterday from his annual inspection of the canneries of Alaska, estimates the pack of salmon in Alaska at about 1,500,000 cases. The pack of the individual canneries will be apportioned as follows:

	Cases.
Bristol Bay	1,150,000
Chignic	100,000
Orca	35,000
Uyak	30,000
Cook Inlet	12,000
Yakutat	30,000
Dundas	13,000
Funter Bay	22,000
Taku	14,000
Carluk	30,000
Alitak	1,000

The pack of the Bristol May district will exceed that of previous years by at least 200,000 cases. He expects that the fall run of salmon will start September 15th and equal in numbers the spring run. In this case the pack of red salmon should exceed 1,500,000 cases.

HERRING.

Wieland Bros. say:

"The first 1905 Holland herring are due to arrive very shortly. The first arrivals are selling fast."

COD FISH.

Anacortes, Wash., August 15th—The schooner Lizzie Colby arrived from Bering Straits last week with 100,000 cod fish for a local plant. Captain Matheson reports that the vessels are all making satisfactory catches. The schooner Lucy, containing a large cargo of cod fish, is on her way down.

EASTERN FISH MARKET.

New York, August 15th—Strohmeyer & Arpe Co. report:

Irish Mackerel—The spring and summer fishing is practically over and no curing is reported in any other station. There is very little new mackerel left in Ireland at present. Shipments from Ireland to August 15th were 15,134 barrels.

Rolland Herring—Catch is slightly improved. Demand had improved also and prices are somewhat stronger.

Scotch Herring—Prices have given away slightly and are quoted somewhat below last week's figures. Catch is way behind last season's.

French Sardines—Catch is almost a failure so far. Stocks are rapidly decreasing. We will probably have still higher prices than we did a week ago.

Sprats—There is virtually nothing left over there and stocks here are gradually going into consumption. Prices are firm and in some cases higher.

Norway Smoked Sardines—Packers in Norway will accept no further contracts at old prices. If the catch of sardines in France and Portugal does not improve we may see higher prices for smoked sardines also.

Cutler, Me., August 11th—G. M. Williams reports:

"Smoked herring market is active at advanced prices. The stock of medium scaled herring is pretty well cleaned up. It will be some time before there will be any new herring to smoke."

New York, August 14th—Thos. Woodward & Son report:

"This seems to be an off year for salt fish. The few old Irish mackerel have now moved off. What new are coming on are taken as fast as they can be unloaded from the steamer. Prices are held firm and show a tendency to advance. Practically all the large Cape Shore mackerel have been sold. As soon as any fat fall fish are imported from Ireland, they will be sold at high prices."

AMERICAN SARDINES.

New York, August 9th—B. O. Bowers Co. reports:

"There have been no fish at the factories during the month of July. Few fish are being obtained at present time. Prices of fish range from three to four times in value by comparison with former years. The present offering price of goods for shipment to be made as soon as packed will not make the packer whole. We quote, subject to confirmation of all orders, for shipment as soon as packed, standard ¼ oils, drawn cans, at $2.30; ¼ mustards, oil sizes, at $2.30; ¼ mustards, large, sanitary cans, at $2.70, ¾ mustards, sanitary cans, $2.10 to $2.15; ¼ tomatoes, $3.50; fancy wrapped ¾ mustards, from $2.75 to $2.90, all f. o. b., factory points. There have been large oversales at above quotations."

PROVISIONS.

The local as well as the Eastern market on lard is exceptionally strong and another advance should take place any day.

COTTON SEED OIL.

New York, August 10th—Aspegren & Co. report:

"An advance in lard and other fat has strengthened the cotton seed market considerably during the past week. Values have advanced to the extent of ½ cents. If lard continues to advance it will make considerable difference in the amount of stocks to be carried over to next season. There is a steady undertone in the market and we believe it will remain firm."

Chas. Jacobson & Co.

210 - 212 Davis Street

DISTRIBUTERS OF

Fancy Butter and Honey

Dairy Butter and Eggs

JAMES M. ELLIS

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WHITTEMORE'S POLISHES.



The World's Standard. "Gilt Edge" dressing, blk.	$24 00
"Boston" Waterproof Polish (for men's and boys black shoes)	24 00
"Boston, Jr." 10c. size	10 00
"Dandy" Russet Combination	24 00
"Star" Russet Combination	9 00
"Dandy" Russet Paste	9 9
"Red Box" Russet Paste	5 00
"Champion" Black Friction Polish	24 00
"Champion, Jr." Black Friction Polish	10 00
"Elite" Combination (for box calf, black vici kid. etc.)	24 00
"Baby Elite" Combination (for box calf, black vici kid, etc.)	10 00
"Elite Paste" for box calf (two sizes)	$9 00 5 00
"Superb" Patent Leather Paste	9 0
"Blue Fox" Patent Leather Paste	5 00
"French Gloss" (in cartons, for ladies' black shoes)	9 00
"Royal Gloss," 4 oz. (for ladies' black shoes)	8 00
"Bossola" Waterproof Paste Polish, large	9 00
"Bossola" Waterproof Paste Polish, small	4 50
"Quick White" perfectly cleans dirty white shoes (two sizes)	$24 00 10 00

Cigars and Tobacco

M. G. Hoffman, for several years with M. A. Gunst & Co., has been appointed manager of the cigar and tobacco department of the Red Front Clothing Co., Inc.

C. B. Poar & Co. announce that when their present stock of tobacco is disposed of they will retire from the tobacco trade and give their attention exclusively to the cigar end of their business.

Ehrman Bros. & Co. report continued large business in the Optimo cigars of A. Santaella & Co. The sales in their territory now aggregate from 800,000 to 1,000,000 per month, and all signs point to a record year of at least 10,000,000 sold in this territory. It is a case of high grade goods energetically and constantly pushed.

I. Danziger agent for the West Indies Cigar Co., has become local representative of Wertheimer Bros. of Baltimore, Md., a leading clear Havana and seed and Havana manufacturing concern of that city.

The text of the Indiana anti-cigarette law seems to prohibit cigarette smoking in the State, says United States Tobacco Journal. A State ruling, however, to the effect that the law only applies to dealers, and that the individual smoker can smoke as much as he pleases, provided he gets his material from outside the State, has been generally accepted. This situation has been taken advantage of by an enterprising tobacco manufacturer for the purpose of introducing a new brand. The mails of every town in the State of late have been flooded with small yellow envelopes addressed to all sorts of people, including ministers, little children and sometimes women. On being opened, each of these envelopes is found to contain seven packages of cigarette papers, each package bearing the words: "Keep this, yourself; don't give it away," as well as a brief description of the virtues of a certain brand of tobacco. According to the postal authorities, the average of the packages delivered daily is about five bushels. Parents of the children who have received them and some of the ministers to whom they have been sent, have called at the postoffice and protested against such deliveries at their homes. The postmaster, however, has informed them that it is his duty to deliver the packages to the addresses on the envelopes. Very little discrimination seems to be used in addressing the packages, as many of them are received by persons who obviously are not smokers. Those who do smoke, however, are now getting their papers free, and as tobacco is not under the ban of the law, the result is that cigarettes are cheaper in Indiana than before.

The Retail Cigar and Tobacco Dealers' Association of New York recently held an interesting meeting. The principal subject that came up was the plans for the forthcoming tobacco exposition. Upon this matter Sidney J. Freeman, chairman of the committee on arangements, spoke at some length. He declared that the manufacturers would reap most of the benefits of the enterprise, which would have the effect of widely advertising his goods, while the retailer would only profit incidentally. President Lane said that a scheme was under consideration to print a number of tickets of admission, which should be distributed among members of the association, the latter to give them gratis to their cstomers. By this means, it is believed that the retailer can not only advertise the exposition and the association, but also promote his own trade. The regular price for tickets bought at the door will be fifty cents. Mr. Lane had also something to say on his old bug-bear, price cutting. While he acknowledged that each man must conduct his business to suit its special exigencies, he deplored the practice of giving away goods gratis. It was usual for this system to be adopted by manufacturers introducing new brands, but the effect on the retailer was often bad, for the latter receiving part of his supplies for nothing was able to cut prices and still make a profit, a practice which had a demoralizing effect on the market. Speaking of the business of the association, Mr. Lane said that it was improving every day and predicted a time when there would only be two jobbers in the city, the association and the Metropolitan Tobacco Co.



EHRMAN BROS. & CO.,
S. F. Distributers.

TACOMA'S BIG OUTING.

The Grocers' Association of Tacoma is one of the important institutions of that city. Its motto is: "Make Tacoma Grow." Its fifth annual picnic at Spanaway Park on July 26th was one of the events of the year. The grocers responsible largely for the success of the outing were: President J. H. McDonald, Vice-President C. H. Buelow, Treasurer C. F. W. Bachman Secretary Gustav Beutlich, Directors Chas. H. Plass, Robert McLean, E. O. Erickson, R. S. Bennaotts, J. W. Fiddes, and the following committies:

General Chairman, J A. Sproule.

Executive—C. Ebert, J. W. Fiddes, R. S. Bennatts, O. Holmes, C. H. Buelow, E. O. Erickson

Printing and Advertisements—C. Ebert, J. H. McDonald, Gustav Buetlich.

Baseball—J. A. Jones, H. K. Todd, W. J. Chisholm.

Sports and Prizes—J. W. Fiddes, R. S. Bennatts, Robert McLean.

Floor Committee—O. Holmes, H. S. Coblentz, Alexander A. Myhre, C. F. W. Bachman, H. W. Edmondson, M. McCarthy, James Wood

PLAN ANOTHER ROCHDALE.

Eureka, August 9th—D. D. Smith of San Francisco is soliciting subscriptions for the opening of a Rochdale store here. It is the intention to have the store owned by a corporation made up of citizens of Eureka, the shares to sell at $100 and giving no one the privilege of holding more than one share. All the stockholders in the company are to have their goods at wholesale prices, thus saving the middleman's profit. Whether or not he will succeed here is a question.

REPORTS BIG BUSINESS.

Mr. J. Todd Cook, a member and manager of the Spohn-Cook Co. of Los Angeles, is in the city visiting with his associates in the Spohn-Patrick Co.

Mr. Cook reports phenomenal sales of Carnation Cream and Snider's Catsup in Southern California.

FOUND THINGS CLEAN.

The editor of the "Delineator," a magazine for women, tells in his issue of September of a food-canning establishment he visited that was **clean.** From his comment, he evidently thinks this is unusual. A moment's thought should make him realize that modern comerce requires "system" for success and that dirt and disorder and system are not possible in the same establishment. It would be harder to find a cannery that was not clean than to find one such as he decribes. In his article he says:

"This visit was entirely unheralded by me and unexpected by the canners, so the prevailing conditions were those of every day. At the office I gave my card bearing the name of our magazine. An officer of the company, the treasurer, came to ask my business and I said that being interested in the methods of food preparation I would like to look over the plant. Without a moment's hesitation the gentleman became my guide, and I then investigated every department of a big business, from the refrigerating and cold storage rooms at the top, stocked with meats, game and vegetables of every kind, through the kitchens to the shipping department below, only to be astonished at, first, the hygienic methods to preserve purity; second, the absolute cleanliness of the entire establishment; and third, the neat and orderly appearance of the hundreds of employees. With such conditions in the best places, the others must fall in line, or their goods will surely remain unsold."

SYSTEM VS. SUCCESS.

Why One Man Succeeds Where Another Fails.

Some men always seem to succeed and do so without as much work and worry as others who fail.

The secret of this often lies in the method and system of the successful man's business. Watch what he does and you will see some of the secrets of his successful career.

Successful grocers all over the Coast as well as in the East are installing Rond Automatic Weighers, because they are a necessary economy to even a small grocer. You ought to learn about them.



Hunter
Baltimore
Rye
Is in all the elements of superior quality
The Perfect Whiskey
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SUPERIOR QUALITY
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Dry Wine Vineyards, ASTI, Fulton, Sebastopol, Cloverdale, Sonoma County, Cal.
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Sardines, Olive Oils, French Preserves, Washing Blue, French Castile Soap: Clover Leaf, Virgin, Dahlia, mottled, Wines and Liquors—A. V. H. Gin—imported goods only.
Sole Agents for the Genuine CLICQUOT Champagne
Only the GENUINE, Imported direct from France, bears Vignier's LABEL

News of the Coast.

CALIFORNIA.

Acton—Paul Backert, the well known grocer, has sold his store to L. K. Rayburn. Mr. Backert will continue his business at Lancaster.

Colegrove—George W. Snider has sold his store to L. G. Bunker, formerly of Los Angeles.

Downey—Anderson & Knight have succeeded Woodward & Co., grain and seed, and have added groceries.

Long Beach—W. H. Even sold grocery to J. N. Ferguson & Son.

Los Angeles—Mr. Roach has sold his interest in the grocery firm of Roach & Pratt to his partner, who has placed the store in charge of Mr. Hinton. Mr. Strawser has sold his grocery to A. Metzger. C. D. Lewis has sold to E. A. Burke. Jas. A. Williams, grocer, has been succeeded by J. F. Brown. Chas. H. Sach, grocer, is succeeded by R. A. Graham. A. J. Feese has sold to M. Schlosser, who will add new stock and greatly enlarge the business. Mr. King, of King & Johnson, grocers, is dead.

Pasadena—John Moore has purchased the Throop grocery.

Pomona—An important change in the Newberry grocery has been made public. J. R. Newberry has purchased the entire interests of Marsden Van Scoyoc in the business. Ed. Johnston, an employe of the store, becomes the new manager. Mr. Johnston is a thorough business man, pleasing and genial in disposition.

Riverside—I. A. Witherspoon has sold to Aldermann & Brown.

Saticoy—H. R. Wilson has moved his stock of groceries into the store recently vacated by D. O. Colley and where they formerly conducted a general merchandise store.

Santa Maria—The grocery store of Herron & Baker has been moved to the south side of Broadway, to make room for the projected Masonic hall.

Santa Paula—I. P. Browne, the pioneer grocer, has sold to E. R. Loyn, and will move to Los Angeles.

South Pasadena—Nathan Franks, grocer, is dead.

Sunset Beach—J. A. Armatage has opened a new grocery store at Sunset Beach.

IDAHO.

Harrison—S. W. Crane, jeweler, is putting in a grocery stock.

OREGON.

Albany—Chas. Miller has started a grocery.

Forest Grove—W. E. Dunsmore has bought Mr. Files' grocery. W. F. Schultz has bought Johnson & Johnson's grocery.

Portland—Griffith & Bellany's grocery was burned recently; loss $1,500, fully insured.

The Dalles—Geo. Ruch has advertised his grocery for sale.

UTAH.

Green ville—W. D. Price has discontinued his grocery.

Pleasant Grove—W. E. Clark has succeeded Clark Bros., general store.

WASHINGTON.

Bellingham—N. F. Felton has succeeded Wm. Teney, grocery.

Davenport—The Farmers' Co-operative Stock Co. is reported buying Cathcart Bros.' general store and C. C. Gibson's shoe and grocery store.

Everett—The Thueson Grocery Co. has been incorporated.

North Yakima—Lambert Benoit has purchased the grocery business of Snow Bros., which was started only a few weeks ago.

Ostrander—Geo. Smith is reported starting a grocery.

Seattle—Anderson & Co. have started a grocery. G. W. Harvey has sold a one-half interest in his grocery store to A. F. Young. J. C. Lang, president and general manager of the National Grocery Co., has returned from an extended business and pleasure trip through the Eastern States. The Noftsger Grocery Co. has been incorporated for $10,000 by M. R. and M. E. Noftsger and C. L. Parker.

Snohomish—The Snohomish Tea and Coffee Co. has removed to the new Feger building.

South Bend—Incendiaries set fire outside the oil room of Nettleton & Co.'s grocery store last week, causing losses aggregating $13,000. The stock of the firm was completely destroyed, with a loss of $4,000, partly covered by $2,000 insurance. Nettleton & Co. have again opened for business in a location opposite their former stand.

Spokane—F. H. Guse & Son, grocers, have removed to Milan. Singer & White have purchased R. R. Prynor & Son's grocery store. W. F. Miller has bought S. J. Brighton's grocery. T. J. Corbery has bought B. C. McCurry's grocery. Strong & Merrifield have bought Guesset & Hanson's grocery. J. E. Settles, an employe of Jeanot Bros., grocers, a few days since was arrested on the charge of larceny. This may be changed to a charge of embezzlement if the investigation in progress at the store warrants it. J. O. Jeanot of the firm is complaining witness.

Tacoma—Hanks & Son succeed Hanks & Chambers, grocers. Johnson Bros.' Tea Company has removed to the new Frye & Bruhn building. C. E. Chambers has sold his interests in the Smelter grocery firm of Hanks & Chambers, and the old firm of Hanks & Son is again in possession of the business.

BRITISH COLUMBIA.

Nanaimo—A. H. Meakin has succeeded D. Taylor & Co., grocery and hardware store.

Vancouver—F. Jeal is offering his grocery for sale. H. Brundrett has succeeded E. Stover, grocery.

Good News Travels Fast



From one end



of the country



to the other

Carnation Cream

IS

The Pantry Pass-word

Every Grocer is a Carnation Milkman.

Pacific Coast Condensed Milk Co.
Manufacturers
SEATTLE, - WASH.

Spohn-Patrick Company
Agents
SAN FRANCISCO, CAL.

IN ITS LAST DAYS.

The Snider Catsup Free Deal Likely to be Stopped.

The future orders for Snider's Catsup under the free deal are being reported to the Spohn-Patrick Co. in a very satisfactory quantity each day.

It is now apparent that the deal will be discontinued shortly and may be any day now, hence it behooves the few dealers that have not yet ordered under it to do so at once, if they would avail themselves of its advantages.

VISITS HOME OFFICE.

Mr. T. W. Whiteley, the Salt Lake City manager for the Spohn-Patrick Co., is on his annual vacation and is spending this week at the home office of his company.

Mr. Whiteley reports big sales of Carnation Cream and Snider's Catsup with the free deal. It is now one year since last Mr. Whiteley visited San Francisco.

ROCHDALE STORE TO MOVE.

Escondido, August 10th—The stockholders of the Escondido Rochdale Co. held their semi-anual meeting on Tuesday. E. J. Loveless, J. W. Jobes and Ed Merriam were elected directors. These, in connection with Dr. E. G. Logan and D. F. Markle will conduct the affairs for the coming year. The meeting unanimously voted that the store room now being built in the bank block be rented as soon as completed and the Rochdale store be moved into it.

CAN UPHOLD PROFITS.

Manufacturers of Carpet Sweepers Establish Their Right to Dictate Selling Price.

The manufacturers of the Bissell Carpet Sweepers have recognized the great value of being able to guarantee the dealer that the price of their goods will not be cut. Shortsighted manufacturers seeing only the immediate notoriety that comes from price cutting, are often pleased when department stores and others give publicity to the fact that their goods are being sold at less than the standard price. They overlook the fact that the conservative dealers will eventually be forced to meet this cut price and the profit on the goods will be so lessened that dealers would not care to handle them any more.

In their advertising the manufacturers of Bissell Sweepers say definitely:

"It is the only carpet sweeper ever sold on the market **under a sound policy of fixed retail prices** that guarantee to the dealer a good profit."

Have Legal Right.

They do not take this step inadvisedly. Their goods have been cut from time to time, and as soon as they have learned of the cutting, they have taken energetic steps to have the same stopped. In a letter to **a dealer in** Southern California who has secured much notoriety as a price cutter, they say:

"The manufacturer of a patented article can absolutely and unqualifiedly fix the retail price upon it, and **this right has been sustained** by both English and American courts.

"One of the most recent cases of this kind, decided a short time ago, was that of the Victor Talking Machine Co., which secured a verdict against the Fair of Chicago. The Fair purchased Victor Talking Machines from a jobber and assumed that they had a right to sell them at any price they saw fit. The court however, held that since the manufacturer has the right to withhold his product from the market entirely, he certainly has the lesser right to fix the prices at which it shall be sold.

Cannot Cut on Watches.

"A similar decision was given in the case of Robert Ingersoll & Bro., the manufacturers of the Ingersoll watches, against Chas. Brown & Son. The Circuit Court of the United States for the district of California issued an injunction against Chas. Brown & Son for offering the same at less than the prices fixed by the manufacturer."

In conclusion of their letter to this cutter they said:

"If you continue to sell Bissell "Cyco" Sweepers at cut prices, which are at once **seriously damaging to our interest** and demoralizing to our trade in Los Angeles, we shall have to proceed against you. If any of your competitors are offering the cyco-bearing sweepers at less than fixed retail prices and are cutting we will se that same is stopped."

It remains only to be stated that the cutter, after consulting with his lawyer, found it advisable to cease cutting on the Bissell Sweepers.

MANUFACTURE DELICACIES.

Julius Bunzl, the well-known tamale man, is now conected with the Colonial Packing Co., 1123-1125 Howard street, who are devoting themselves to manufacturing delicacies under the "Colonial" brand. Besides a full line of delicacies, they make tamales and enchiladas. This firm is the sole agent for Colburn's California Olive Oil.

BIG CONVENTION.

(Continued from page 26.)

be instructed to reimburse Mr. Pearson for the expenses of these trips.

The suggestion was unanimously adopted.

On motion of J. F. Paulding it was decided that any secretary of an affiliating association present at a meeting of the Directors should be allowed all privileges of the floor except the right to vote.

Tuesday Evening—The Banquet.

The banquet at the Yosemite Hotel was something to be long remembered. Forty grocers from Sacramento came up on a special train. Many of the grocers of Stockton were present and a number of the leading citizens of the city. The entire kitchen and waiting forces from both the Imperial and Yosemite hotels were employed, with the result that both in service and in the freshness and daintiness of the viands, nothing was left to be desired.

Plates were laid for 150 and there were few places at the table vacant.

The wine, which was of particularly fine quality, was the contribution of George West & Son. Ring Bros. of San Francisco also asisted in the entertainment of the Association by contributing two cases of Cooks Mineral Water.

The menu was as follows:

MENU

"This night I hold an old accustom'd feast
Whereto I have invited many a guest
such as I love."

DRY MARTINI

Chicken Gumbo a la Creole

Olives

Salted Almonds

Baked Sea Bass **Pommes Parisienne**

Cucumbers

Calves' Sweetbreads in Cases. **Petit Pois**

ROMAN PUNCH

"O Roman Punch: Delicious Dreams."

Fried Spring Chicken a la Maryland

Potato Croquettes **New Corn**

Waldorf Salad **Cheese Sticks**

"There is as much valor to be found in feasting as in fighting."

Lemon Ice Cream

Lady Pingers **Macaroons** **Angel Cake**

Nuts **Raisins**

FRUITS

"The ripest peach is highest on the tree"

COOK'S WATER

"Honest water, which ne'er left man in the mire."

McLaren's Cheese **Cafe Noir**

An Oratorical Feast.

One special feature of the evening was the fact that the speakers were intermixed with the other guests. This gave a pleasing air of spontaneity to the speaking.

Mr. Clark Wakefield, President of the Stockton Association, presided. With a brief address of welcome, he introduced W. E. O'Connor, Stockton's splendid secretary, who introduced each of the speakers with a brief but telling little speech.

The four special lights of the evening were F. B. Fancher, J. R. Newberry, L. Warnke and Frank B. Connolly.

Each shone in his own particular sphere.

Mr. Fancher's toast to the ladies was quite classic in its perfection and the finely rounded periods were delivered with the oratorical effect of a professional.

Mr. Newberry gave a talk on system that was not only full of sense but so full of interest that he enchained the constant attention of every man at the table.

Mr. Warnke sang a selection from Lohengrin and showed that he was not only possessed of a beautiful voice but that it was magnificently trained.

Mr. Connolly after telling several particularly good stories, read a topical poem that kept the entire table convulsed.

The other speakers all talked interestingly. The program was as follows:

PROGRAM.

President C. G. Wakefield presiding.
"Our feasts in every mess have folly."

W. E. O'Connor, Toastmaster.
"Look! he's winding up the watch of his wit; bye and bye it will strike. Then he will talk—good gods, how he will talk."

1. Address of Welcome—Eugene W. Drury. "Welcome, welcome, do I sing."
2. Response—Newly elected President. "So sweet and voluble is his discourse."
3. The Ladies—F. B. Fancher. "Drink to me only with thine eyes and I will pledge with mine."
4. Good Goods—Elias Kilgore. "There was room at the top—till I got there."
5. Sustem—J. R. Newberry. "Perfection is no trifle."
6. Overcoming Obstacles—J. F. Paulding. "Give me a lever and a place to stand and I will move the world."
7. Song—L. Warnke. "He is the sweetest of all singers."
8. Pacific Coast Our Territory—H. Hauch. "Bid me discourse, I will enchant thine ear."
9. Our City—Colvin B. Brown. "Let your light so shine."
10. Poem—F. B. Connolly. "The poet's eye, in a fine frenzy rolling."
11. The Pioneer of Association Work—Jos. A. Stulz. "A man of courage is also a man of faith."
12. Troubles of an Editor—A. H. Powers. "And still the wonders grew that one small head could carry all he knew."
13. Pleasant Memories—C. B. Pearson. "Why should the devil have all the good times?"

Remarks—By J. W. Borchers and A. A. Jost.

In the course of his talk, Mr. Newberry gave the following brief resume of the general principles that would tend to help the dealer establish a system for his store.

ADVICE BY NEWBERRY.

Keep the key of your store yourself.

Buy your own goods and see that the quality and quantity is what you paid for.

Make every price made in your establishment the absolute and fixed retail price.

When wholesale prices are to be made, follow your own judgment.

See that your customers get what they buy at the price and time agreed on.

Teach your clerks the cost, quality and value of your goods. To do this, you must first know them yourself.

Lead your help, don't drive them.

One good pair of eyes is worth six pairs of hands.

Industry together with knowledge will give you a clean store.

Know what you are doing.

Keep a young lady to do your detail work and let you know every day what has been transacted in cash, credit, total sales and purchases.

Keep in touch with your clerks, your customers and your stocks and what is going on.

Know, do not guess.

Remember that knowledge and industry is the price of success.

System is the carrying out of a set of rules. Necessity causes the creation of these rules. Any rule that is not required by necessity, is foolish and a hindrance in your business instead of a help.

Don't mistake activity for usefulness. You can disorganize men more in ten minutes in the morning than you can build up all day.

Give your employees only predigested knowledge.

A merchant should know the following things: First, how he can buy intelligently; second, how he can conduct his business and make of his employees good citizens and honorable men and women; third, that he must extend loyalty if he expects to receive it; fourth, that if he tries to do more business than his capital will warrant, he will fail.

In the concluding address of the evening, C. B. Pearson, the retiring President, spoke eloquently of the change that had taken place among Stockton's grocers since the formation of the Association and paid glowing tribute to Jos. Vassalo and the late W. E. Ruffner, who had been instrumental in bringing about its formation.

WHEAT SACKS SCARCE.

Portland.—Scarcity of wheat sacks is a feature of the markets this year, and dealers here say there will not be sacks enough to go round. Many farmers are said to be constructing bins now, in order to save their grain until such time as sacks may be procured. "Last year sacks were plentiful at 6½ cents in the country," a prominent firm reported, "but this year they are up to 7½ cents and 7¾ cents, and still the cry goes up for more."

THEY WON WATCHES.

Six Retail Dealers Obtain Valuable Watches as Reward for Selling Ponce de Leon Coffee.

In last week's Advocate we published the names of the two San Francisco grocery firms to each of which were awarded one of the $60 solid gold Waltham watches which the Porto Rico Company had offered to the grocers in this city selling the most Ponce de Leon coffee between April 15th and August 15th.

As many of the customers of the Porto Rico Co. are in Utah, Montana and Idaho and elsewhere far distant from San Francisco the company in fairness to all dealers did not make the award to grocers outside of San Francisco until the last of the past week, in order that the reports of all agents to August 15th might be in when award should be made.

The result discloses that the enterprising merchants who have each won one of the watches are far scattered, and are as follows:

Zion's Co-operative Mercantile Institute, Salt Lake City, Utah.

P. J. Brophy & Co., Butte, Mont.

Broadway Department Store, Los Angeles.

Hamilton Bros., San Diego, Cal.

WITHOUT PEER AS CLEANSER.

In the current issue of the Advocate will be found an advertisement of Twentieth Century Soap, of which Castle Bros. of this city are Pacific Coast agents.

This soap is highly endorsed as "a cleanser without a peer."

It was one of the most notable exhibits at the Pittsburg Pure Food Show held April 17th to May 6, last, under the auspices of the Retail Grocer's Association, and at the conclusion of the show received the following testimonial from the management:

Pittsburg, Pa., May 13, 1905.

Hoffheimer Soap Co., A. L. Jacobs, Pittsburgs Representative:

Dear Sir: It gives me pleasure to state from personal experience that Twentieth Century Soap stands without a peer as a cleanser, and your statement in your advertising literature is rather underdrawn, as there are so many things not mentioned that it can be used for with absolute success, covering all the uses to which soap is put from the bath to the coarsest work.

"Wishing you success in your introduction of a high article of merit and purity, I am, sincerely yours,

"H. A. McKELVEY, Secretary.

DIRECT LINE TELEPHONE CO.

The annual meeting of the stockholders of the Direct Line Telephone Co. was held Friday at the Alto building. The principal business was the election of the officers and directors. Joseph A Stulz was re-elected president; C. F. Runyan, first vice-president; George W. Emmons, second vice-president; William B. Pringle, secretary, and these, with the following, were elected as directors for the ensuing year: A. K. Andriano, C. K. Wertheimer and Robert Capelle. The financial statement was submitted and an effort will be made to increase the dividend this year.

INTERESTED MANY DELEGATES.

Grocers Learn Many Advantages of Register for Accounts.

One feature of unusual interest to the delegates attending the Convention of the State Grocers' Association at Stockton was a demonstration of the McCaskey Account Register, made by Mr. Frank, of the firm of Hawley & Frank, who are the Pacific Coast agents.

This register supplies the merchant with a wonderfully simple but effective system of keeping his accounts without regard to whether they are one hundred in number or fifteen hundred. It does for accounts what the cash register does for cash sales. It enables the merchant to know every night just what cash sales have been made and what credit sales. It keeps every account balanced and requires no more time to keep up than is required for a clerk to go to the cash register.

The system occasioned much favorable comment and created such a favorable impression that several orders were taken from the clever young business men in charge who made many friends among the delegates.

A glance at the advertisement on the first page of the cover will show to a limited extent something of this system. Full particulars can be secured by writing to Hawley & Frank, James Flood Building, San Francisco.

DAN
O'CALLAGHAN
REAL ESTATE
AND
INSURANCE BROKER
City Agent
Liverpool & London & Globe Ins. Co.
Telephone, Main 5238
22 Montgomery St., San Francisco
(Mr. O'Callaghan was for many years a member of the firm of O'Callaghan, Nelson & Co.)

New Brew
YOSEMITE
LAGER
BREWED BY THE
ENTERPRISE BREWING CO.
Telephone:
Mission 152.
Sixteenth and Folsom Sts.
SAN FRANCISCO, CAL.

Business Law for ...Business Men

A Reference Book of 574 Pages showing the

Laws of California

for Daily Use in Business Affairs.

Tells What You Should Know.

Compiled by **A. J. BLEDSOE,** Member of the Legislature for Sessions of 1891, 1893 and 1895.

Price, $3.50

Sent Post-paid on Receipt of Price by

Retail Grocers' Advocate,
456 Montgomery St., San Francisco
(Rooms 413–414)

Gilt Edge Whiskies
THE VERY BEST
WICHMAN, LUTGEN & CO.
Sole Proprietors.
Agents for Moerlein's Cincinnati BEER
29-31 Battery St., - San Francisco

SALEM BEER

SUITS THOSE WHO ARE PARTICULAR ABOUT THE BEER THEY USE.

IT HAS THE FLAVOR
IT HAS THE AGE
IT HAS REPUTATION
IT IS MADE RIGHT

Those who have used it know it. Those who do not know soon find it out after a trial.

SALEM BREWING ASSOC'N
BREWERS

BOTTLED EXCLUSIVELY BY THE
Sunset Bottling Co.
3109 20th Street
SOLE AGENTS

S. F. C. T. A. ELECT OFFICERS.

At their last annual meeting the San Francisco Commercial Travelers' Association elected the following officers:

President—Henry Heinz, of J. A. Drinkhouse & Co.

Vice-President—Frank McGeeney, of Lake & Co.

Recording Secretary—M. B. Mergen, of S. L. Leszynsky.

Financial Secretary—O. C. Sievers, of Tillmann & Bendel.

Treasurer—J. Armstrong, of Capitol Mills.

Sergeants-at-Arms—J. E. Brandon, Martin, Dangers & Camm; I. Iverson, Indepedent Wood Co.

Executive Committee—L. L. Remy, American Malting Co.; J. D. Wade, Tillmann & Bendell; P. Lange, Guillard Co.; E. C Smith, Vita Oil Co.; K. M. Borman, American Box Co.

Membership Committee—Nik Marisch, E. A. Fargo & Co.; W. H. Brown, Del Monte Milling Co.; Jack Devlin, Levenson & Co.

The organization has had a particularly prosperous year under the retiring president, C. C. Miller, of Kingan & Co. The records show 27 new members with no withdrawals. The attendance at the bi-monthly meetings have been developed by numerous social features, and have been greater than ever before.

At the last theatre party the funds of the organization were augmented by over $1000. Its success was due largely to the efforts of Emmett Dunn and H. H. Becker, who were particularly active, although it is a remarkable fact that every one of the eleven men on the entertainment committee attended every meeting of the committee, and all worked like Trojans.

The Asociation is very cosily quartered now at Laurel Hall, in the new Kreling Building, at 24 Eddy street.

SAN JOSE'S BANQUET.

Nearly fifty of San Jose's grocers attended the annual meeting and election last Friday night. L. Warnke of Alameda, J. G. Reed of Oakland and State Secretary Frank B. Connolly and Aaron H. Powers of San Francisco attended as the guests of honor.

The following officers were elected: President, H E. Jones; Vice-President, N. O. Bozelle; Treasurer, W. A. McDonold, Secretary J. Wm. Borchers.

D. W. Smythe was urged to retain the secretaryship, but as the representative of A. Schilling & Co. his time was so fully occupied that he insisted upon the employment of some one else who could devote more time to the office. Many knd and appreciative words were spoken of Mr. Smythe, and a vote of thanks was tendered him for having filled the position so long.

Mr. Borchers proposes to make every effort to increase the effectiveness of the organization.

A discussion of the desirability of retaining affiliation with the State Grocers' Association brought out the fact that the members realized that it was only through such co-operation that they could make the Association attain the greatest possible strength and effectiveness both in regard to influence with jobbers and manufacturers and also in securing recognition from the Legislature.

J. W. Borchers was elected to represent the Association at the State Convention, and he was allowed $15 to meet his expenses

A banquet, served at the Lemolle Grill after the meeting, was a very pleasant affair. There were many interesting talks made by the visitors, while J. H. Koerber, the man who really brought to the Association its first strength, spoke briefly but pointedly of the needs of the Association and the difficulties that beset the secretary.

HONORS FITTINGLY BESTOWED.

The introduction of the resolution extending the thanks of the grocers of California to A. Schilling & Co. for their pioneer work in maintaining retail prices that assured retail dealers of a fair profit was the occasion of a spirited discussion at the State Convention. Several delegates opposed the resolution on the ground that the Convention should not name any particular firm.

A number of delegates insisted that A. Schilling occupied a unique place among the manufacturers of the Pacific Coast in that he had not waited to be asked to take this position, but had been a pioneer in the movement to protect the dealer in his profit. It was urged, also, that while other firms had followed, many of them had required to be forced into line, while he had spent time and money in an effort to educate the trade to the necessity of having the manufacturer protect the retailer.

Most of those who opposed the resolution spoke in warm terms of their appreciation of the Schilling policy, and said they were pushing the Schilling goods. When they learned that Enoch Morgan's Sons Co. and the Globe Mills were also accorded a separate resolution of thanks, the resolutions were adopted with hardly a dissenting vote.

The grocery trade have learned to realize that the manufacturer who protects them and their trade from the malicious cutter is their friend indeed.

OPEN ADVERTISING CAMPAIGN.

It will be a matter of special interest to the grocery trade to know that with the opening of September the Joseph Campbell Co., packers of high grade soups, etc., are going to open an aggressive advertising campaign in behalf of their products.

In the campaign they will use the highest class publications appealing directly to housekeepers, such as the Ladies' Home Journal, Delineator, Good Housekeeping, Ladies' World, Woman's Home Companion, Ainslee's, Country Collender, Table Talk, Boston Cooking School Magazine, etc., in which will be placed advertising of the most striking and effective character.

That such a campaign of education will be carried on makes the products of the Campbell Co. exceptionally desirable to handle.

The grocers of the Pacific Coast should take this action of the Joseph Campbell Company into account when placing orders for the season's supply of canned soups, etc.

PROVES A REPEATER.

X-Ray Stove Polish is proving one of the strongest repeaters that has been introduced into this market for some time. This is a powdered stove polish that possesses many advantages over the old paste stove polishes, both in the matter of economy in application and also effectiveness. It also pays the retail dealer a good profit.

The goods have been received with greater popularity even than Messrs. R. A. Holcombe & Co., the Pacific Coast agents, anticipated, and to-day X-Ray Stove Polish is accepted throughout their territory as the standard of excellence.

HARRIS HAILS FROM TAHOE.

T. J. Harris, the genial and popular manager and chief salesman for Brigham, Hoppe & Co., has been spending his summer vacation in the Sierra mountains, a few miles from Tahoe, where fish and beautiful skies abound, and returned Monday to his desk rejuvenated by his outing.

GONE TO VIEW THE SEA.

F. J. Waizman, the popular manager of the city department of Tillmann & Bendel, is spending a well-earned vacation at Capitola, the beautiful seaside resort near Santa Cruz.

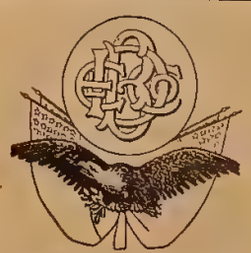
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Makes Credit Business a Pleasure.
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P. E. LENFESTEY,
220 California St., San Francisco

IT'S THE
WATER



OLYMPIA BEER CO.
Agents and Exclusive California Bottlers of the Famous
OLYMPIA BEER
BREWED IN OLYMPIA, WASH.
1423 Sansome St., San Francisco, Cal.



VALLEY BREW LAGER
from
Richmond Bottling Works.
Zimmerman & Ruhland,
'Phone Pine 1787.
32d and Clement Street,
San Francisco, Cal.

Champagne.

Veuve Clicquot, qts	$32.25
Veuve Clicquot, pts	34.25
Ruinart, Magnums, 6 to case.	30.50
Ruinart, qts, 1 doz to case	32.40
Ruinart, pts, 2 doz to case	34.20
Ruinart, ½ pts, 2 doz to case.	18.00
Vintage 1893, qts, 1 doz to cs.	46.50

Brandies.

	Per case
Martell's One Star, 1 doz qts.	$16.00
Martell's Two Star, 1 doz qts.	19.00
Martell's Three Star, 1 doz qts.	20.00
Martell's Three Star, 2 doz pts.	23.00
Martell's One Star, 2 doz ½'ks	13.00
Hennessy's One Star, 1 doz qts	17.50
Hennessy's Three Star, 1 doz qts	21.00
Calif. doz qts.	12.00



Cider
Hammond & Co.
Bottlers
Office and Depot
277 Seventh Street
Phone, Jessie 3371
—
SWEET CIDER
½ Gal. Bottles,
BOILED CIDER
Quarts .....
Pints .....

Mineral Waters.

Aetna, splits, 100 to cs	$6.50
Aetna, pts, 100 to case	9.00
Aetna, qts, 50 to case	7.50

GINGER ALE

Belfast Ginger Ale Co.,
D. Steimke & Co. Props.
All Carbonated Beverages.
COR. UNION AND OCTAVIA STS.

	PINTS.	QTS.
Soda Water	$ 80	$1 50
Ginger Ale	.80	1.50
Sarsaparilla	.80	1.50
and Iron	.80	1.50
Cider	.80	1.50
Cuban Punch	.80	1.50

Case Prices, 2 Doz. per Case.

Porter.
(E. & J. Burke's Guinness')

Stone, pts, 8 doz to bbl	$16.50
Glass, qts., 4 doz to bbl	14 00
Glass, pts., 8 doz to bbl	16.50

Specialties of
Hilbert Mercantile Co.

H. B. Ky. Bourbon, per gal	$2.75
H. B. Ky. Bourbon, Ex spcl	3.25
Union League Ky. Brbn, AA	2.50
Union League Ky. Brbn, 1 gal	2.25
El Monte Ky Brbn, 1 gal	2.25
Maryland, Monogram, 1 gal	2.75
Forum, Bourbon, 1 gal	2.00
W. H. McBrayer's Cedar Brook 5 yrs	3.00

Hunter Baltimore Rye.

Per case, 1 doz. 5's	13.00
In 5-case lots	12.50
In 10-case lots	12.00

Hilbert Mercantile Co.

H. B. Bourbon (spcl)	$10.00
H. B. Rye	10.00
H. B. pt. flasks, 4 doz to cs.	12.00
H. B. ½ pt flasks, 6 doz to cs	9.50
H. B. 1½-oz bots, per gr.	12.00
Union League "AA"	8.00
El Monte Bourbon	8.00
Forum Bourbon	7.00
J. Baumgardner Rye	12.00
Maryland Monogram	9.00

W. H. McBrayer's Cedar Brook.

Per case, 1 doz 5's	$12.00
Per case, 2 doz pts	13 00
Per case, 4 doz ½ pts	14.50
Per case, 20 doz 1½-oz	18.50

Jesse Moore Whiskies.

Ex Pony Bourbon	$18.00	$17.50	$17.00
AA Bourbon	11.00	10.50	10.00
C Bourbon	8.50	8.25	8.00
AA Bourbon, 6 doz, 4 oz	10.00	10.00	9.75
AA, Pt Flasks, 2 doz	9.00	8.75	8.50
AA, ½ Pt. Flasks 3 doz	6 75	6 50	6.25
Old Rye	11.00	10.50	10.00

Jesse Moore Hunt Co.
(In barrels or half barrels)

Extra Pony Bourbon, gal	$7.50
AA, Bourbon, gal	3.75
B, Bourbon, 1 gal	3.25
C, Bourbon, 1 gal	2.75
No. 1, Bourbon, 1 gal	2.25
AA Rye, gal	3.75
C Rye, 1 gal	2.75



STANDARD BOTTLING CO.
BEACH STREET
Between Stockton and Dupont
SOLE AGENTS
LOS ANGELES BREWING COMPANY.
Beer furnished Grocers in Bottles or Kegs.

Golden Gate
BOTTLING WORKS.
Blume & Gardner,
Proprietors.

Bottlers of the Celebrated
Standard.
Culmbacher.
Extra Pale.
XXX Porter.
Half and Half.
Lager and Steam Beer in Kegs.
160 Shotwell St.,
Phone: Capp 1761, S. F., Cal.



LANDIS TONIC BITTERS
Factory and Salesroom,
1664 Mission St.
Bottles, ..$7.00 Doz.
1 doz. per case.

WORTH INVESTIGATING.

For Sale—Hardware and general merchandise business, centrally located in thriving university town. Bona fide A 1 bargain. Excellent opportunity for country merchant wishing to give his children greater educational advantages and cultured surroundings. Will give long lease to responsible party. Address Box 123, Retail Grocers' Advocate.

FOR SALE.

Grocery, Feed and Vegetable Store in one of the best towns in Central California. Stock, fixtures, horses and wagons. Price $4,200. Does a yearly business of $25,000. Established 11 years. Address N. care

Retail Grocers' Advocate
456 Montgomery Street.

Mothers! Mothers!! Mothers!!!

Mrs. Winslow's Soothing Syrup

has been used for over SIXTY YEARS by MILLIONS of MOTHERS for their CHILDREN while TEETHING, with PERFECT SUCCESS. It SOOTHES the CHILD, SOFTENS the GUMS ALLAYS all PAIN; CURES WIND COLIC, and is the best remedy for DIARRHŒA. Sold by Druggists in every part of the world. Be sure and ask for "Mrs. Winslow's Soothing Syrup" and take no other kind. Twenty-five cts. a bottle

Phone Mission 288

J. MARSHALL & CO.'S

WORCESTERSHIRE SAUCE

BE SURE and GET the GENUINE

½ Pts., per doz. $1.20
Pts., per doz. 2.20

NO AGENTS

Office: Cor. 12th and Market Sts.

YOUR EVERY WANT IN

PAPER

Can be
Supplied by

A. ZELLERBACH & SONS

416-426 Sansome St.
SAN FRANCISCO

La Grande Laundry

Telephone Bush 12

23 Powell Street

Corner Ellis.

100 Taylor St., - - Cor. Turk St.
200 Montgomery Av., Cor. Kearny
202 Third Street, - Cor. Howard
1733 Market St., - Opp. Eleventh

GIVE THEM A TRIAL

LESLIE SALT

LESLIE STERILIZED SALT

Free Running (in Pkgs.) for table
Velvet Grain (in Bags) for kitchen
Sold by all Jobbers

ESTABLISHED RETAIL PRICES.

We give below the articles on which the manufacturers have established a retail price.

These prices are for common points like San Francisco, Los Angeles, Portland, Seattle, and all terminal points.

Where freight is paid it is should be added to prices quoted if the nature of the goods will permit.

Every Association on the Coast has the privilege of listing these goods, as the manufacturers thereof have bound themselves to see that these prices prevail in California, Oregon and Washington.

We would urgently request grocers to notify us promptly of any instances where the above prices are not being maintained.

Pacific Coast Retail Grocers' Ass'n.,
H. W. THURLOW, Secretary.
456 Montgomery St., Rooms 413-414
San Francisco, Cal.

BAKING POWDER.	
Schilling's 1-lb.	$0.45
Schilling's ½-lb.	.25
Schilling's ¼-lb.	.15
Rumford, 1-lb.	.30
Rumford, ½-lb.	.15
Rumford, 3-lb.	.75
Rumford, 5-lb.	1.25
BREAKFAST FOODS.	
Grape Nuts .....15c; 2 for	.25
Shredded Wheat Biscuits, 15c; 2 for	.25
Triscuit .....15c, 2 for	.25
Ralston Breakfast Food	.15
CATSUPS.	
"Our" Mothers, ½-pt.	.15
"Our" Mothers, pt.	.25
Bishop's, ½ pt.	.15
Bishop's, pt.	.25
Bishop's Chili Sauce, ½-pt.	.15
CEREALS.	
3-H. Mush	.10
Dr. Price's Wheat Celery Flakes .....15c; 2 for	.25
STARCH.	
Riverside Corn, lb.	.08
Riverside Gloss, lb.	.08
Elastic	.10
Pop Corn	.10
CEREAL COFFEE.	
Figprune Cereal	.25
Postum Cereal, large	.25
Postum Cereal, small	.15
COCOA AND CHOCOLATE.	
Lowney's Cocoa, ½-lb.	.25
Lowney's Ground Chocolate, 1-lb.	.30
COFFEE.	
Ponce De Leon, lb.	.40
Golden Gate, 1-lb. tins	.40
Wedding Breakfast, 1-lb tins	.35
M. J. B. COFFEE.	
1-lb. tins, Oakland, San Francisco	.35
1-lb tins, all other territory	.40
3-lb. tins, all territories	1.00
CRACKERS.	
Bishops' Princess Sodas, 1-lb.	.10
Bishops' Princess Sodas, 3-lbs.	.25
CREAMS.	
Alpine Cream.....10c; 3 for	.25
FLOUR.	
Globe Grain and Milling Co.	
"A1" Flour, 50-lb. sack	1.40
"Banquet" Flour, 50-lb. sack	1.30
Silver Star, 50-lb. sack	1.25
Whole Wheat Flour, 10-lb. sack	.40
Graham Flour, 10-lb. sack	.35
Corn Meals, 10-lb sack	.30
Standard Flour Co.	
Summit Snow, 50-lb. sack	1.35
Bay City Mills.	
White Foam, 50-lb sack	1.30
Bay City, 50-lb sack	1.30
Del Monte Milling Co.	
Corn Meals, 10-lb sack	.30
Del Monte Graham, 10-lb. sack	.35
Del Monte Whole Wheat Flour, 10-lb. sack	.40
Semola, 4-lb.	.25
Semola, 2-lb.	.15
Nutty Grains, 4-lb.	.25
Nutty Grains, 2-lb.	.15
Cream Flaked Oats .....15c; 2 for	.25
Peacock Buckwheat Flour, 3½-lb.	.25
Peacock Buckwheat Flour, 3-lb.	.20
Peacock Buckwheat Flour, 1½-lb.	.15
Cal. Flapjack Flour, 2-lb.	.15
LYE.	
Red Seal Lye, can	.10
Red Seal Lye, doz.	1.10
PEANUT BUTTER.	
Heron's Peanut Butter	.25
SALT.	
Shaker Salt, package	.10
Leslie Round Caddies, 2-lb.	.10
Leslie Cartons, 2-lb.	.10
Leslie Cartons, 3-lb.	.15
Leslie Pockets, 5-lb.	.10
Leslie Pockets, 3-lb.	.05
Leslie Cartons, 5-lb.	.20
SOAP.	
Sapolio .....10c. 3 for	.25
Monkey	.05
Sunlight	.05
Lifebuoy	.05

MECKFESSEL MADE PRESIDENT.

W. B. Meckfessel has been elected president and general manager of the Del Monte Milling Company, vice T. J. Parsons, deceased.

Clerk's Corner

Business Chances To-day.

"The commercial agencies' reports show that a large percentage of the men who engage in business are failures," said one of a group of several men dining together the other evening in an uptown restaurant.

"I have no doubt they are accurate," commented a second.

"They are believed to be so," said the first speaker, "but they do not really carry the discouragement that appears on the face of them.

"Some time ago I desired my son to engage in business instead of entering an overcrowded profession. One of his objections was this, that too many men failed in business—more than in the professions. I began an investigation of the many business failures. A large percentage are of very small concerns that carry little influence in the trade. They are confined to no locality. The reasons for these numerous failures in business in ordinarily prosperous times are principally a lack of knowledge and carelessness.

"That is the point I wish to make. I never neglect to urge my employes to aspire to become independent citizens by getting into a business of their own, but I invariably qualify it by the injunction that they must understand every detail of the business they undertake to conduct. After that they must exercise the greatest economy, care and industry to make it a success. Nothing is easy in itself, but all things become easy when the proper force is applied to them. That others have failed need not act as a discouragement to the ambitious. There are better opportunities for the young man with the proper qualifications to succeed in business for himself to-day than ever before."

Don't Be Too Old-Fashioned.

"All of us remember to a certain degree," said a prominent dry goods merchant of this city, "what our fathers told us when we were about to go out into the world to earn a living. I remember being instructed by my father, who was a merchant of the old school, never to waste anything, this being backed up by the text, 'wilful waste makes woeful want.'

"After having attained to a business of my own I had occasion to advertise for an office boy, and naturally wanted a bright, intelligent lad. In order to test the various applicants who presented at all likely I set them at various jobs. Two particularly attracted my attention, both being neat and bright looking. They were put to work unwrapping two packages of goods and placing them upon the counter. One little chap, evidently bearing in mind what had been told him at home, carefully unwound the string, wound it up, took the paper off, neatly folded that up, placed it away and finally put the goods on the counter, all of which occupied from 15 to 20 minutes. The other one whipped out a pocket knife, cut the cord, pulled the paper off, threw it under the counter, had the goods on the counter in a jiffy and immediately turned with the question: 'What next, sir?'"

The merchant paused and then continued: "Being an American I took the chap with the knife. He is my partner now."

Waiting for Something to Turn Up.

In this twentieth century no habit is more reprehensible than procrastination. But how many young men are idling along in their mediocre positions waiting for something to turn up. Nothing ever 'turns up" in the world If it does it is likely to be more damaging than beneficial. It is the duty of every one of the world's workers to make things turn up for him—to use every ounce of his ability and available energy in the development of his surroundings.

This is the difference between the life of the city and the life in pastoral villages and towns, here the strenuous example is in constant evidence, there it is peaceful, quiet and everything invites to repose and stagnation.

How often in the commercial world a young man wastes his good years in unproductive labor attended by comparative ease because he was waiting for luck to turn something up for him. At the same time his firm was begging for ideas and experimenting with suggestions that would place them in the lead of competitors. Don't loaf! Don't wait for anything better—seek it, and seek it ardently! Be strenuous!

WIELAND BROS.

121-123 Clay Street **San Francisco**

Importers and Commission Merchants

SPECIALTIES—Imported and domestic Swiss Cheese, Limburger, Brick Cheese, Edam, Roquefort, etc.; Mackerel, Codfish, Holland Herrings, Olive Oil, Spanish and California Olives, all kinds of Sausages and other delicacies

SOLE AGENTS for Sierra Cheese, German Breakfast Cheese, Brie, Camembert, Schloss, Kronen and Neufchatel Cheese.

WILLIAM E. HARM
Kartuffel-Buhr
183-185 Valencia St. Near 13th
Tel. Folsom 1911

Wholesale Dealer in
POTATOES, ONIONS
BEANS, EGGS
Etc., Etc., Etc.

WITZEL & BAKER, Commission Merchants

Telephone Main 718 — 314, 316 BATTERY ST., SAN FRANCISCO, CAL.

Fancy Creamery Butter and Ranch Eggs Our Specialty

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PATRICK & CO., RUBBER STAMPS

111-113 SANSOME STREET

One block south of old location.

CLASSIFIED WHOLESALE DIRECTORY.

AGENTS.
Beck-Wakefield Co.
122 Market .....Phone: Main 1433
Castle Bros.
463 Mission .....Phone: Priv. Ex. 15
Dodge, Sweeney & Co.
116 Market .....Phone: Drumm 125
J. P. Gillespie.
109 California .....Phone: Main 1972
Fred P. Hobbs & Co.
95 Market .....Phone: Main 1913
R. A. Holcombe & Co.
124 California .....Phone Main 5876
The C. B. Jennings Co.
121 California.....Phone. Main 74
Johnson-Locke Mercantile Co.
123 California ...Phone: Priv. Ex. 22
P. E. Lenfestey.
220 California.....Phone: —
Spohn-Patrick Co.
16-22 Front .....Phone: Main 536
J. T. Wilson.
1770 15th .....Phone: —

AUTOMATIC WEIGHER.
Bond Scale Co.
1640 San Fernando St..Los Angeles, Cal.

BAKING POWDER.
Royal Baking Powder Co.
Johnson-Locke Merc. Co..123 California
Schilling's Best.
A. Schilling & Co.....2nd and Folsom

BREAKFAST FOODS.
Malta Vita Pure Food Co.
Castle Bros. .....463 Mission
Dr. Price's Food.
115 Davis St. .....Phone: Bush 522

BREWERIES AND BOTTLED BEER.
Enterprise Brewing Co.
2015 Folsom .....Phone: Mission 152
Gambrinus Brewing Co.
160 13th .....Phone: South 83
Golden Gate Bottling Works.
160 Shotwell St.....Phone: Capp 1761
Los Angeles Brewing Co.
Standard Bottling Co.....
...Beach, bet. Stockton and Dupont
Olympia Beer Co.
1423 Sansome St. .....
Rainier Brewing Co.
John Rapp & Son.....8th and Townsend
Salem Brewing Ass'n.
Sunset Bottling Co.....3109 20th
The California Brewing Co.
111 Douglas .....Phone: Mission 228
Valley Brew Lager.
Zimmerman & Ruhland..3rd & Clement
Wunder Brewing Co.
Scott & Greenwich..Phone: South 1098

BITTERS.
Landis Tonic Bitters.
Landis-Patton Mfg. Co..1664 Mission St
Lash's Bitters Co.
116 2nd St.....Phone: Bush 360

CANNED SOUPS, MEATS, TAMALES.
Jos. Campbell Preserve Co.
R. A. Holcombe & Co..124 California St.
Spanish-American Food Co.
149 Fremont .....Phone: Main 3151

CANNED FRUITS.
Cal. Fruit Canners' Association.
Pine and Battery....Phone: Priv. Ex 41

CANNED MACKEREL.
Monterey Packing Co.
122 Davis .....Phone: Main 1161

CATSUPS.
Cal. Fruit Canners' Association
Pine and Battery ...Phone. Priv. Ex. 41
Jos. Campbell Preserve Co.
R. A. Holcombe & Co....124 California
T. A. Snider Preserve Co.
Spohn-Patrick Co.....16-22 Front

CIGARS.
Optimo.
Ehrman Bros. & Co.....225 California
Henry Miller.
Ehrman Bros. & Co. .....225 California

COFFEE, TEA, ETC.
M. J. Brandenstein & Co.
Spear and Mission..Phone: Priv. Ex. 36
The Porto Rico Co.
587-589 Howard.....Phone: Main 5813
A. Schilling & Co.
2nd & Folsom..Phone: Priv. Ex. 456

COMMISSION MERCHANTS.
Dodge, Sweeney & Co.
116 Market .....Phone: Drumm 125
William E. Harm.
183-185 Valencia....Phone: Folsom 1911
Wieland Bros.
121-123 Clay.....Phone: Main 365
Witzel & Baker.
314-316 Battery.....Phone: Main 718

CONDENSED MILKS AND CREAM.
Alpine Evaporated Cream Co.
Fred F. Hobbs & Co.....95 Market
Borden's Condensed Milk Co.
Johnson-Locke Merc. Co., 123 California
Helvetia Milk Condensing Co.
3 California .....Phone: Main 1168
Pacific Coast Con. Milk Co.
Spohn-Patrick Co. .....16-22 Front
Pacific Creamery Co.
115 Davis .....Phone: Bush 522

CONFECTIONERY.
"Cracker Jack."
Dodge, Sweeney & Co.....116 Market

CRACKERS.
Mutual Biscuit Co.
610 Battery.....Phone: Main 5005

FLOUR, MEALS, ETC.
Globe Grain & Milling Co.
Montgmy and Chestnut Phone. Bush 759

GRAPE JUICE.
Welch's Grape Juice Co.
Spohn-Patrick Co.....16-22 Front

INK, MUCILAGE, ETC.
Blackstone Manufacturing Co.
1960 Howard .....Phone: Capp 1111
SCott & Gilbert Co.
214 Mission .....Phone: Main 451

INSECT EXTERMINATOR.
Eureka Insect Exterminator.
Jos. Fusch .....22 Hampton Place

LAUNDRY.
LaGrande Laundry.
23 Powell .....Phone: Bush 12

METAL POLISH.
U. S. Metal Polish Co.
J. T. Wilson 1770 15th

NOTARY PUBLIC.
James M. Ellis.
323 Montgomery .....Phone: Main 5925

OIL TANKS.
S. F .Bowers & Co.
Fort Wayne .....Indiana

OLIVES AND OLIVE OIL, ETC.
Seville Packing Co.
Spohn-Patrick Co. .....Pine and Front

PAPER.
A. Zellerbach & Sons.
416-426 Sansome...Phone: Priv. Ex. 14

PASTES.
Royal and Queen's Taste.
C. R. Splivalo & Co.....347 Sacramento

PROVISIONS.
Anchor Packing Co.
140 8th .....Phone: South 355
Cudahy Packing Co.
418 Townsend ....Phone: Priv. Ex. 605
Heineman & Stern.
916 Larkin .....Phone: East 242
P. F. Rathjens.
1311-15 Pacific.....Phone: East 1875
Western Meat Co.
6th & Townsend ....Phone. Priv. Ex. 5
H. M. Wolter & Bro.
103 12th .....Phone: Mint 1763

REAL ESTATE AND INSURANCE.
Dan O'Callaghan.
22 Montgomery .....Phone: Main 5238

REFRIGERATORS.
Beck-Wakefield Co.
122 Market.....Phone: 1433

RUBBER STAMPS.
Patrick & Co.
111-113 Sansome .....Phone: Main 1768

SALT.
H. R. H. Salt.
Dodge, Sweeney & Co.....116 Market
Leslie Salt Co.
C. E. Whitney & Co.....715 Kohl Bldg.

SAUCES.
J. Marshall & Co.
12th and Market .....Phone: —

SCALES.
Moneyweight Scale Co.
Price & Co.....846 James Flood Bldg.
Standard Computing Scale Co.
Detroit ..... Michigan

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S. M. Bixby & Co.
New York .....N. Y.
Scott & Gilbert Co.
214-216 Mission.....Phone: Main 451
Whittemore Bros. & Co.
Boston ..... Mass.

SHORT CREDIT SYSTEM.
The Perfection.
P. E. Lenfestey .....220 California

SHREDDED WHEAT PRODUCTS.
The Natural Food Co.
Niagara Falls .....New York

SOAPS.
B. T. Babbitt (Inc.).
The C. B. Jennings Co. ...121 California
Enoch Morgan's Sons' Co. (Sapolio).
109 California .....Phone: Main 1972
Grandpa's Wonder Soap.
Castle Bros. .....463 Mission
Los Angeles Soap Co.
115 Davis .....Phone: Grant 110

SOOTHING SYRUP.
Mrs. Winslow's Soothing Syrup.
Anglo-American Drug Co.....New York

STARCH.
Riverside Corn and Gloss.
Kelley-Clarke Co. .....130 California

STORE FIXTURES.
Pacific Store and Office Fixture Co.
3253-3259 16th .....Phone: Bush 2571

SYRUPS, ETC.
Old Manse Maple Syrup.
Castle Bros. .....463 Mission St.
Pacific Coast Syrup Co.
713 Sansome .....Phone: Main 2

WINES, LIQUORS, ETC.
Ahrens, Pein & Bullwinkel.
620 Post .....Phone: East 720
Hilbert Mercantile Co.
136-144 2nd St.....Phone: Priv. Ex. 313
Italian-Swiss Colony.
Battery & Gr'nwich.Phone: Priv. Ex. 448
E. Martin & Co.
54 First .....Phone. Main 380
A. Vignier & Co.
429-431 Battery .....Phone: Main 1507
Wichman, Lutgen & Co.
29-31 Battery St. .....Phone: Main 5588

WHOLESALE GROCERS.
William Cluff Co.
201 Market,.....Phone: Priv. Ex. 419
Suydam Bros. & Rogers
14-16 Spear.....Phone: Main 5896



GUSTAV LIEBOLD PHONE SOUTH

GAMBRINUS BOTTLING CO.

Sole Agents and Bottlers of

Gambrinus Brewing Co.'s

PORTLAND, OREGON

SELECT PILSENER LAGER BEER

OFFICE AND BOTTLING WORKS

160 Thirteenth St., near Folsom, S. F.

Highest Grade Package Goods for Family Trade

ROYAL AND QUEEN'S TASTE

(1 lb packages) (5 lb cartons)

Macaroni, Vermicelli and Spaghetti

ROYAL ITALIAN A. B. C. PASTE, in 1 lb papers
GOLDEN GATE EGG NOODLES, in ½ lb papers

For Sale by all Jobbers

PETERS BROS., BALTZ & DITTMANN

PROPRIETORS

The California Brewing Co.

Douglas Street, bet. 17th and 18th

SAN FRANCISCO, CAL.

TOBOGGAN

MAPLE SYRUP -- IT IS BEST

Pacific Coast Syrup Co.

SAN FRANCISCO

THREE REFINERIES: SAN FRANCISCO, PORTLAND and SEATTLE.



There is a World of Meaning

in the simple statement that over

200,000

Bowser Self Measuring Oil Tanks

have been sold and also that we don't ask you to take our word in regard to the merits of our outfits but

Refer You to Any User

The Bowser Tank does away with the use of sloppy measures and funnels. It prevents all waste and over measure, both of which mean a money loss to you. It really costs you nothing as its savings soon pays its cost. If you want to make A PROFIT on your oil it will pay you to investigate. A request for Catalog "BB" will bring you full particulars free and without further obligation to you.

Write Today

S. F. BOWSER & CO. Fort Wayne, Ind.

EASTERN TICKETS
AT
HALF RATE

The Southern Pacific will sell round trip tickets to Eastern points at a one way rate on the following dates: August 15, 16, 24, 25, and September 7, 8, 9, 10, 11, 16, 17.

Rates to Principal Points:

Chicago	$72.50	New York	$108.50
St. Louis	67.50	Boston	109.50
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St. Paul	70.00	Baltimore	107.00
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Choice of Four Routes

Go via Ogden, Portland (at slight extra cost), El Paso or New Orleans. Liberal stop-overs. Return limit 90 days. Tickets good on Overland Limited, Chicago & St. Louis Special or any Southern Pacific train. Special low rates for Eastern conventions. Ask about it to-day.

SOUTHERN PACIFIC

THE GROCER SAVES MONEY

The Customer is Pleased,

Where

THE O. K. CHEESE CUTTER

is used.



$20.00 Net

F. O. B. Detroit, Mich.

Cuts the Cheese by weight, or money's worth. **Does it better than any other** — Is absolutely accurate. Cannot get out of order.

Our Testimonials Come from Satisfied Users.

We could not spare a single Cutter to send to the World's Fair at St. Louis—Needed all we could make to fill orders.

Catalog supplied from Dept. R. Write for one.
Give your Jobber's name and address.

The Standard Computing Scale Co., Ltd.

DETROIT, MICH.



SHREDDED WHOLE WHEAT RECOMMENDATION

The Best Cereal Food to Eat, and
The Best Cereal Food to Sell, is

Shreaded Whole Wheat

It is made in two forms, Shredded Wheat **BISCUIT** and **TRISCUIT.**

TRISCUIT is a CRACKER, not a "breakfast food." It is used as toast in place of ordinary bread toast, and for all purposes for which the common white cracker of commerce is used.

Shredded Wheat **BISCUIT** is the standard wheat food of the world, delicious for breakfast, or for every meal for every day in the year. It contains all the nutriment in the whole wheat in digestible form. A good seller all the year round.

THE NATURAL FOOD COMPANY
Niagara Falls, N. Y.

THE RETAIL GROCERS ADVOCATE

A. H. POWERS, Editor

SAN FRANCISCO, CAL., SEPTEMBER 1, 1905

Vol. 10, No. 35

M. J. B. Coffee

sells better than any other

Why?

IXL - Kapp and Street - W.G.M.

TAMALES

IN

KEY-OPENER CANS



THE ORIGINAL

Powdered STOVE POLISH

Mixes with water instantly.

Advertised Everywhere.

OUR GUARANTEES:

To give SATISFACTION or your MONEY BACK
To give a QUICK, BRILLIANT LUSTRE
To give Dealers a GOOD PROFIT

5-cent Size, per box, 3 doz., **Costs $1.50,** with ½ dozen free, **Sells for $2.10**

10-cent Size, per box, 3 doz., **Costs $2.50,** with ½ dozen free, **Sells for $4.20.**

R. A. Holcombe & Co. Pacific Coast Agents — 124 California St. San Francisco, Cal.

IT WILL BE YOUR BEST CUSTOMERS,

or some slow dealer's best ones, that call for

HAND SAPOLIO

Always supply it and you will keep their good will.

HAND SAPOLIO is a special toilet soap—superior to any other in countless ways—delicate enough for the baby's skin, and capable of removing any stain.

Costs the dealer the same as regular SAPOLIO, but should be sold at 10 cents per cake.



SEPTEMBER IS THE TIME

When our extensive advertising campaign in the magazines formally opens, the result will be an increase in the demand for the 21 kinds of

Campbells' SOUPS

Be ready to meet it by Buying NOW.

The accompanying copy will appear in the

Ladies' Home Journal,
Woman's Home Companion,
Ladies' World, Good Housekeeping,
Delineator, Ainslee's,
Table Talk,
Country Calendar,
Boston Cooking School Magazine,
Etc.





SEND NOW

FOR WINDOW DECORATION BOOKLET

IT IS FREE.

JOSEPH CAMPBELL COMPANY
CAMDEN, N. J.

Common Sense teaches Grocers to sell what pays Best

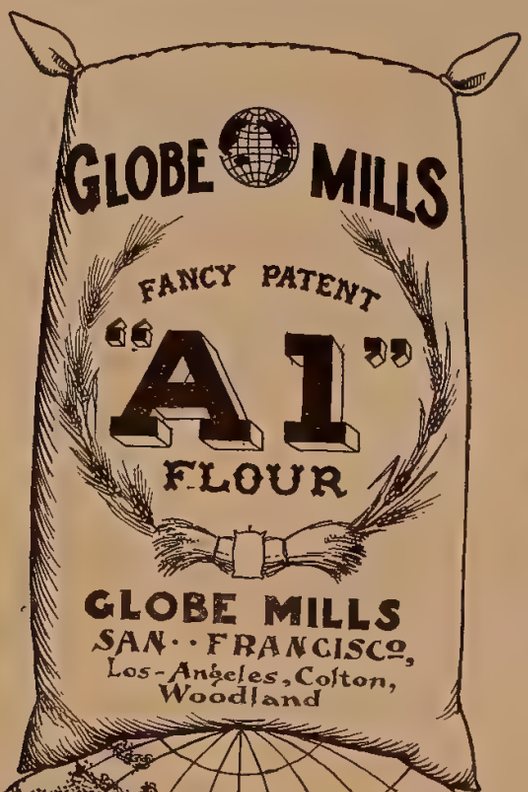
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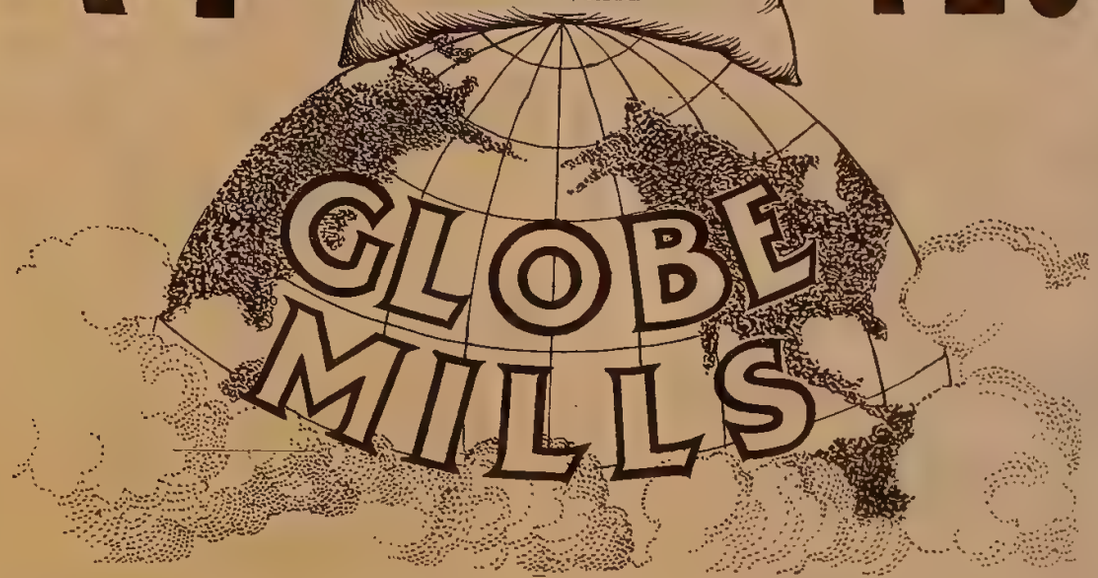
That's why **1000** Retail Grocers in the Bay Cities sell **"A 1" FLOUR.**

You can MONEY BACK our goods.

BEST ON EARTH

"A 1" FLOUR





We claim that **"A 1" FLOUR** will make MORE LOAVES OF BREAD to the barrel and BETTER BREAD than other flours.

WE MAINTAIN THE RETAIL SELLING PRICE.

Tell us how to do more and WE'LL DO IT!

GLOBE GRAIN & MILLING CO.

MONTGOMERY AND CHESTNUT STS., SAN FRANCISCO, CAL.

Telephone Bush 759.

(Please mention the ADVOCATE to Advertisers. It helps us materially.)

"BEST IN FLAVOR"

Most Profitable Hams and Bacon we have Ever Used

EIBEN & NOR, the well-known and highly respected Oakland Grocers, say:



NOTHING IS QUITE SO GOOD

WEST OAKLAND, CAL., Aug. 10, 1905.

THE CUDAHY PACKING CO.,
San Francisco, Cal.:

Gentlemen:—It gives us much pleasure to say "a good word" for your **Diamond "C" Hams** and **Diamond "C" Breakfast Bacon.**

During the long time that we have been engaged in the grocery business, we have handled a great many different kinds of Hams and Bacon, but we have now settled down to using **Cudahy's Diamond "C" Brand,** which we have found is the **best** in **flavor, mildest in taste, finest in trim,** and are the best and **most profitable** Hams and Bacon we have ever used. As long as you keep the quality up to the present standard, **we shall use no other.**

Yours very truly,
EIBEN & NOR.



FINEST IN FLAVOR AND APPEARANCE

"THE TASTE TELLS"

You Give Your Trade

THE BEST

when you sell

Old Gilt Edge Whiskey



RYE or BOURBON

AGED IN WOOD

Bot led Expressly for Family Trade.

PURITY UNQUESTIONED

SOLD EVERYWHERE

Wichman, Lutgen & Co.

SOLE PROPRIETORS

29-31 Battery Street San Francisco, Cal.

Any Way You Examine a

McCray Refrigerator



No. 410 Grocers' Refrigerator.

Inside or Outside, it is a True Realization of all that is Best in Refrigerator Construction

THE McCRAY REFRIGERATOR RANKS first in every way. It is sold entirely on its merits and is known everywhere for superiority.

McCRAY REFRIGERATORS are perfect refrigerators and will in a short time repay their cost through saving of butter and other provisions, and ice.

We can here give you but a faint idea of the McCray refrigerator. Let us send you our catalog showing our extensive line from which you can make a selection.

SOLD ON EASY PAYMENTS.
McCRAY REFRIGERATORS ARE GUARANTEED.

BECK - WAKEFIELD COMPANY

GENERAL AGENTS
122 Market Street, San Francisco, Cal.

Retail Grocers' Advocate

CALIFORNIA RETAIL GROCERS' AND MERCHANTS' ASSOCIATION — OFFICIAL PAPER — RETAIL GROCERS' ASSOCIATION

Vol. 10 — SAN FRANCISCO, CAL., SEPTEMBER 1, 1905 — No. 35

THE RETAIL GROCERS' ADVOCATE

Published Every Friday by
ADVOCATE PUBLISHING CO.

Subscriptions:
One Year $2.00
Single Copies ..... .10

PUBLICATION OFFICE:
456 MONTGOMERY STREET.
Rooms 413-414. - Tele. John 2001

Entered at the Postoffice at San Francisco as Second Class Matter.

Points to Watch

TOMATOES.
The tomato market is very strong at present figures.

DRIED FRUIT.
Eastern market reported very strong, and first hands withdrawn on peaches and apricots.

SUGAR.
Telegraphic advices report decline on raws in New York and probable change on refined also.

PACIFIC CODFISH.
Jobbers look for a steady market during September, and a slump after that time, due to the coming of new fish.

CANNED FRUITS.
The California Fruit Canners' Association has withdrawn prices on extra apricots, cherries of all kinds and most varieties of peaches, pie peaches and pears.

LIVELY LOS GATOS.

Los Gatos, Cal., Aug. 28, 1905.

A. H. Powers, San Francisco, Cal.

Dear Sir: Not having noticed any news from Los Gatos for some time in the Advocate, we thought we would write you a line or two and tell you some news.

Two San Jose grocery merchants have opened branch stores in our lively little town.

John F. Cunan & Sons of East San Jose have recently purchased the grocery stock of E. B. Readhead on East Main streeet, near Church street, and they are running it in connection with their large grocery store in East San Jose. They are doing a strictly cash business and they are making things hum.

Willis Smith, son of the senior partner of the Smith Meat and Grocery Company of San Jose, has opened a new meat market and grocery store on East Main street near the postoffice. He has everything fixed up in the latest style and is making the Meat Trust drink their own blood and chew their own cud. He has built up an extra fine trade. This is the only strictly cash meat market in Los Gatos. It is known all over the country as Smith's Cash Market. Subscriber.

CODFISH CHEESE.

Consular Agent Keating, of Port aux Basques, Newfoundland, writes regarding the new process of putting up codfish, known as "fish cheese." He says it is prepared from fresh cod and is put up in sealed tins of one pound each, which are packed in cases of 48 pounds and sold to the trade wholesale at $7 per case of forty-eight one-pound tins. It retails in the United States at 25 cents per tin. Being put up in a really fresh state it makes a delicious hash, fish cake, or fish ball.

A FAVORABLE OUTLOOK.

Promise of Better Conditions for the Retail Grocers of the Pacific Coast.

The State Grocers' Convention at Stockton was particularly valuable in pointing out to the trade how the success in various communities had been won and the influences that had tended to prevent an equal success being secured in other communities.

J. R. Newberry showed that the grocers of Los Angeles had faced practically the same conditions that are confronting the grocers of San Francisco. It only required active effort on the part of a few leading dealers to change these conditions.

The great mass of the trade is willing to follow any leader that can show them better returns for their investment than what they are receiving. But, like the man from Missouri, they must be shown before they are willing to act.

A few of the men who dare things for themselves would be able, by taking the initiative, to secure the following of practically the entire body of the grocery trade as soon as they were able to show that they were in earnest and that their ideas were reasonable and capable of being put into practical operation.

Where Opposition Lies.

There will be a few grocers who would oppose a movement to better price conditions, merely to show how smart they were and because they are in opposition to anything that would tend to restrain unbridled license in the matter of conducting their business. There is another portion of the trade who would be pleased to seize an opportunity of advertising themselves by selling goods at a less price than their competitors if they were allowed to do so.

The latest class is made up, as a general thing, of men of more than ordinary intelligence who could easily be made to realize that their policy of opposition, while penny wise, was dollar foolish. As soon as this was brought about, they would become staunch supporters of the movement and their influence could be counted on to help them restrain those malicious competitors who come under the class of "trade anarchists."

San Francisco the Key Stone.

San Francisco is without doubt the key stone of the Association arch both for California and the Pacific Coast. It rests with the better class of grocers of this city to decide whether they shall sell their groceries with a profit or at a loss.

It was with these ideas in view that the Committee on "Maintainance of Prices" at the recent State Convention suggested the formation of executive committees of the leading grocers in each community where the trade was made up of stores of largely varying importance.

In San Francisco there are 150 dealers who could unite to demand certain recognition and consideration from any manufacturer and could make it plain that they were not only entitled to what they asked, but could make it unprofitable for the manufacturer to refuse their requests, especially since they would have the backing of all the leading grocers in every large community of the State and of many in Oregon and Washington.

The Big Stick.

In the address delivered by F. B. Fancher on Monday evening, that gentleman explained that they had had various fights with wholesalers and commission men in the beginning, and had won these fights. He added that they did not have to fight any longer. As he put it:

"A mere request on our part is enough now to secure for us what we desire."

The reason for this is that the grocers would not request anything unreasonable.

In addition to this, the grocers had the power to secure what they asked by force, if it should be refused them.

A similar condition exists in Southern California. It was brought about largely through the activity of the largest stores in ten different cities of Southern California.

In San Francisco, this same result can be secured if the united action of only fifty men could be counted on. It would be rendered absolutely certain if a hundred men would act together. With 150 stores acting as a unit, backed up by the San Francisco Grocers' Association and the Association members throughout the State, there would be no question of their influence after the first trial of strength had been made and their power for good had been exhibited.

Leaders Make Plans.

State President Warnke, State Secretary Connolly and State Organizer Powers are satisfied that there can easily be brought together in San Francisco 150 of the largest retail grocers of the city for the purpose of bringing about common action to prevent unfair, unintelligent and undesirable competition. As soon as the details are arranged, the approval of the directors of the State Association will be asked for these plans and an active campaign will then be taken up.

The plan was approved at the State Convention at Stockton, and there is no doubt about its effectiveness.

While the executive committee in San Francisco will not necessarily be made up of the members of the "S. F. Retail Grocers," all its influence will be brought to bear to have all the grocers possible keep up their membership in that organization, since it is desirable to have only one official organization of the retail grocers for this city. It is the idea of the managers of the State Association to have this executive committee confine its efforts entirely to the matter of regulating competition wherever it lies in the power of the manufacturers to take such steps with the backing of the retail grocers.

The existence of such an executive committee would add 100 per cent to the power and the influence of every association of retail grocers in the State of California and would also increase the power and influence of the associations of retail grocers throughout the entire Pacific Coast.

EDITORIAL FOOLISHNESS.

San Francisco "Chronicle" Talks Wildly About Grocers' Plans.

If the "Chronicle" were not so big a paper, a recent editorial in its columns would have seemed ridiculous. It stated in its editorial that the grocers are inconsistent when they demand of the jobbers that they shall refrain from selling to consumers and, in the same breath, ask that they shall be allowed among themselves the privilege of lessening the cost of their insurance by forming mutual fire insurance companies.

The retail grocers are a part of a great machine which distributes the goods that the wholesale trade purchase in large quantities. The retail grocers go to a large expense in building up their capacity as distributors. When a wholesale firm makes use of this machine that the retail trade have built up, it is expected that they will pay the price for that service, which is that they shall send out all the goods they handle through this channel.

When any firm of wholesalers, overlooking the vast obligation they owe to the retail grocers for distributing their goods for them, seeks to secure a little temporary advantage by selling directly to some consumers who would otherwise buy of a retailer, they make for themselves the profit that would otherwise go to the retail distributor. That firm then takes an action that is distinctly unfriendly to the retail stores who are, in a light, their employees, and robs that employee of a part of the pay due him for services rendered.

Under the circumstances there is only one action for the employee to take; that is, to refuse further to serve an employer who robs him of the wages at the first opportunity, and confine his services to such firms as are willing to pay the full price that his services are unquestionably worth.

A Question of Advisability.

Every wholesale grocer in the country has a perfect right to sell to any consumer in the country if he so desires. This is not questioned.

At the same time, the retail grocers have a perfect right to purchase their goods from any firms of wholesalers they may desire.

This being so, they would be very foolish to serve a firm who seeks to compete directly with them for business that is essential for their fullest prosperity, and, by so doing add to the influence of such a firm, while there are numerous establishments that are perfectly willing to pay them for their help by doing business with them exclusiveley.

The difference between the action of the retail grocers in demanding that jobbers shall not sell to consumers and the asking for a mutual fire insurance law is very evident.

Legal Interference Different.

Although fire insurance statistics

Continued on page 9.

If you've read the Latest News,
The ***Carnation*** *Brand you'll choose*
WHEN LOOKING FOR

A SELLER THAT HAS MERIT.

"Seattle Health Board begins crusade against inferior Creams. Of nine brands of the Canned Article analyzed, only one (Carnation Cream) meets requirements."

Carnation Cream

"Carnation Cream, a Washington product, is the only brand of the nine so far analyzed which meets all requirements of the proposed standard, which is drawn closely on the United States Government Minimum Requirement Table. **Carnation ranks highest in Butter Fat and also in Solids."** The Seattle Post-Intelligencer, Tuesday, August 15th, 1905.

UNCLE SAM USES Carnation Cream

We have just delivered to the Navy Department at Mare Island

50,000 Pounds

of Carnation Cream.

The award was made at Washington, D. C., in the face of very spirited competition.



Grocers!

A Step in the Right Direction:

Sell CARNATION CREAM

Be a "Carnation" Milkman to your Customers and get most of the trade.

Sold by all Jobbers.

When in Portland seeing the World's Fair, you are invited to visit our booth.

Pacific Coast Condensed Milk Company
MANUFACTURERS
SEATTLE, - - - WASH.

SPOHN-PATRICK COMPANY
AGENTS
SAN FRANCISCO, - - - - - CALIFORNIA.

SPOHN-COOK COMPANY, Los Angeles.

SEASONABLE SUGGESTIONS.

Pointers "Borrowed" From the Columns of Various Careful Contemporaries.

Keep the store clean.

Don't let the flies in.

Glucose looks strong.

Keep the credits down.

Prepare for a big fall trade.

Deal with responsible wholesalers.

Fruit jars are moving rapidly again.

There's no excuse for an untidy store.

How about the pickling spices and vinegar?

When trade's dull is the time to wake 'em up.

The canned tomato market continues its upward flight.

The corn crop this year is estimated at about 2,700,000,000 bushels.

Season for strictly hot weather goods is fast waning. Push them.

Catch of Holland herring has run considerably behind that of a year ago.

Canned peas are firming up on the shortage in the pack both East and West.

Reports from Gloucester, Mass., say the market is firmer on Georges salt mackerel.

An estimated wheat crop of 719,731,000 bushels. Next to the largest on record.

Dried fruits are all advancing. All domestic products of this kind are on the up grade.

Reports from the primary tea markets note an improving trade at steady to firm prices.

The New York and Wisconsin pea packs are reported heavily short of last season's output.

Some of these "special deals" look very much like specials for the benefit of the manufacturer.

New Holland herring has arrived on the market. The quality is very good and prices are not high.

Canned peaches are very firm and packers in California are withdrawing quotations. These goods are safe to buy now.

Keep up with the season or a little ahead of it. The man who offers the goods just before they are called for is the one who will get the most of the trade.

All indication point to very prosperous fall trade, and there is no reason why there shouldn't be, if the pessimists and the croakers will only give it a chance.

How foolish it is to cut on sugar when it is such a large part of the business! Better cut on some line that you do not sell so much of, if you must slash.

The California Fruit Canners' Association has withdrawn prices on all grades of White Heath peaches and the cheaper grades of water and pie yellow free peaches.

With the opening of the school season comes the demand for cheap lines of stationery and school supplies. A show case devoted to this line will be a good proposition.

Prompt delivery is a virtue to be cultivated. It may not seem important to you if Mrs. Smith's can of corn is an hour behind time, but it may make a lot of difference to Mrs. Smith.

Educating the trade should be a part of every grocer's business. The taste for some lines like olives and olive oil has to be cultivated. By demonstrating these lines to the trade a good business can often be worked up.

Change the stocks around in the store once in a while. It means that you are alive. The same old cans in the same old place, week after month, soon become exceedingly monotonous, not only to the clerks, but to the trade.

Bright's disease and diabetes reap a large harvest among traveling men, while clerks in stores suffer more from consumption, due to long hours of indoor work. The death rate among clerks, however, is a little below the general standard.

Coffee and tea must be uniform in order to please. It is better to give a customer the goods she or he is used to than to take the risk of offending by giving the customer a superior article, particularly if the new goods are different in style from the old.

A Bedford, Mass., grocer, who refused to close his store on Thursday afternoon at the request of other merchants of the town is now being boycotted by Eastern wholesalers. He has engaged counsel to sue the wholesalers who refuse to sell goods to him.

In the process of polishing, rice loses an outer coating that it nutritious and well flavored, and yet unpolished rice, with more varied nutriment and by some considered of better flavor than the polished rice, would not find ready sale to a Northern housekeeper.

With so much tea in the country and with prices so low in consequence, the grocers should make a special effort to increase sales along this line. Jobbers say—at least some of them do—that the sales of tea have fallen off the past year in favor of coffee. Maybe the tea trade has been neglected.

A total of six thousand million or more dollars will go into the pockets of farmers and allied industries as the result of this year's crops. This means the biggest trade and commerce the United States every enjoyed; the greatest industrial activity; high wages; abundant money; confidence strengthened. It is time to be ready for work.

A shipment of 500,000 pounds of the breakfast food known as "Force" was recently received at Galveston from Liverpool, England. It was sent from Galveston by rail to San Francisco, to be shipped from there to Australia. It would seem from this that this American food product had found little favor in England, but was expected to suit their Antipodean cousins.—Journal of Commerce.

Pineapples are not only a fine dessert for the table, but one of the finest articles as a medicine. For indigestion they beat all medical preparations known to science. The eating of one or two slices after a meal will aid the digestion of food to such an extent that it creates an appetite. For throat trouble the juice of the pineapple straight, or in a syrup form, is exceedingly fine. It is a sure cure for croup among children. Whooping-cough is also relieved by its use. Some mild cases of diphtheria have been known to be cured by its use. For colds for adults the pineapple juice, in connection with whisky and syrup, is exceedingly beneficial.—American Grocer.

Flour depends for its general condition almost as much upon the dealer's care as upon the miller's skill, vigilance and integrity. Many a barrel of good flour has failed to give satisfaction to the consumer because the storekeeper has failed to take proper precautions in storing it. The places where flour is stored should be well ventilated, and the barrels should be raised above the floor, upon strips of wood, in order to allow the circulation of air beneatb them. Otherwise the flour may become damp or lose its sweetness of flavor. Flour stored in a hot and close atmosphere may become wormy or cause bread made from it to soon spoil. Flour absorbs foreign odors very readily.

It has been noticed that the windows containing mirrors conveniently placed for passersby to see their features, will attract men and women, and it is even asserted that goods placed immediately beneath a mirror, where they must be seen by anybody looking into the mirror, sell faster than anything else in the same window. Mirrors have other good uses for window-dressing dealers.

Here is a window attraction which always pleases, simple as it is: Soak a large piece of coarse sponge in water, squeeze half dry, then sprinkle in the openings red clover seed, millet, barley, lawn grass, oats, rice, etc. Hang this in the window, where the sun shines a portion of the day, and sprinkle lightly with water daily. It will soon form a mass of living green vegetation very refreshing to the eyes.

A MATTER OF HEALTH

ROYAL



BAKING POWDER

Absolutely Pure

HAS NO SUBSTITUTE

All Grocers should carry a full stock of Royal Baking Powder. It always gives the Greatest Satisfaction to customers, and in the end yields the larger profit to the Grocer.

If the Government Says So, You Can Bank on It.

NICELLE

Olive Oil

IS

The Purest and Finest



on the Market.

The U. S. Bureau of Chemistry, Washington, D. C., will vouch for this assertion.

Send us a Trial Order. You will be pleased and so will your Customers.

Write for a copy of

Salads: How to Make and Serve Them.

Spohn-Patrick Company, {Pacific Coast Agents} 16-22 Front Street, San Francisco

SPOHN-COOK COMPANY, Los Angeles.

PROFITS IN GELATINE.

The attention of the grocery trade is being called to Plymouth Rock Gelatine, which is being introduced to the Pacific Coast trade by the Fred F. Hobbs Co. This gelatine is sold to the grocery trade at $1.10 per dozen, with 1 dozen free with each three dozen purchased, thus making the cost about 82½ cents per dozen where four dozen packages are purchased. At this price, the grocers are able to secure a very handsome profit with the Plymouth Rock Gelatine as a 10-cent seller.

Although it has been on the local market only a few weeks, Mr. Hobbs reports numerous repeat orders from those who put it in stock early. This was brought about largely through the fact that with each carton containing a dozen packages, the grocers were given a dozen sample packages, each of which will make a pint of jelly. By the distirbution of the samples the grocers were able to introduce the gelatine to their trade, thus making the selling of the goods comparatively easy and simple.

GREECE'S CURRANT CROP.

Consul Horton, of Athens, reports that a request made by the Currant Bank of Greece upon its agents for estimates of the probable extent of the currant crop for the present year elicited reports from all the provinces and that the aggregate of these estimates places this year's crop at 355,845,000 liters (126,257 gallons) against 312,000,000 liters, (109,824 gallons) for the preceding year. If no adverse conditions occur through rain or disease in August, when the curants will be ready for shipping, the output will exceed that of last year by about 44,000,000 liters, equivalent to about 17,000 gallons.

LADIES WERE DEE-LIGHTED.

With this heading the "Record" of Stockton prints the following:

"A graceful acknowledgment of the appreciation which the visiting ladies who accompanied the delegates to the Grocers' Convention felt for the many kindnesses and courtesies shown them during their stay in this city was rendered at the reception held in their honor Tuesday evening, by their drawing up a personally signed letter of thanks to the local association.

"The entertaining of the wives of the delegates was an innovation, as it was something that had never been done at any other State Convention. The letter of appreciation follows.

"To the Gentlemen of the Stockton Retail Grocers' Association and Your Ladies: We wish to express our appreciation of the many courtesies extended to us during our stay in Stockton. You have made us feel that we made the various entertainments tendered us doubly pleasurable. We are all delighted with Stockton and its charming and interesting grocers and their wives. Mrs. A. H. Powers, Maude Sherwood Eccleston, Mrs. G. B. Doyle, Mrs. J. Lilienthal, Mrs. N. E. Wilson, Mrs. J. F. Paulding, Mrs. J. Wm. Borchers. Mrs. S. M. Mottaz.

"Stockton, August 22, 1905."

47TH EAGLE SHOOT.

The San Francisco Schuetzen-Verein is to hold its forty-seventh annual Schuetzenfest and Eagle Shoot at Shell Mound Park, Berkeley, on Wednesday, September 6th. The company leaves on the 9 a. m. boat. Numerous valuable prizes will be awarded. These prizes will be distributed at a social to be held at Saratoga Hall, 840 Geary streeet, on September 14th. This annual celebration of the San Francisco Schuetzen-Verein has been the source of a great deal of pleasure and interest to the German population of the city for many years.

ALPINE
Unquestionably the Best
CREAM
Made by the Improved Process and under the Personal Supervision of
J. B. MEYENBERG,
The Inventor and Original Manufacturer of Evaporated Cream, with his twenty years experience.
HE KNOWS HOW.
ALPINE EVAPORATED CREAM CO.,
95 Market St., Rooms 212-213. San Francisco, Cal.
Factory, Hollister, Cal.
FOR SALE BY ALL JOBBERS



YOU HAVE BOUGHT EXPENSIVE SCALES
TO SAVE OVERWEIGHT.
But There Is Still Some Waste.
THE BOND AUTOMATIC WEIGHER
GIVES NEITHER OVER NOR UNDER WEIGHT
IT IS EXACT
WRITE FOR CATALOGUE
BOND SCALE CO.
Office and Factory
1640 San Fernando Street,
LOS ANGELES
Branch Office and Salesrooms
220 California Street
San Francisco

CRACKER-JACK
THE MORE YOU EAT
THE MORE YOU WANT
THE WORLD'S GREATEST
5¢ SELLER
100 Packages to Case $3.65
Case weighs 40 pounds gross.
Dodge, Sweeney & Co., AGENTS SAN FRANCISCO

Babbitt's Standards.
ALWAYS UNIFORM!
ALWAYS RELIABLE!
ALWAYS THE BEST!



B. T. Babbitt's
Concentrated Lye,
The ready soap maker—a powerful disenfectant—an excellent fertilizer for dipping prunes, spraying trees, etc.
Manufactured by
B. T. Babbitt, (Inc.) New York City.



The C. B. JENNINGS CO., Agents, 121 California St., San Francisco, Cal.

FOOD PRESERVATIVES.

Dr. D. F. Ragan, San Francisco's Health Officer, Argues Against Their Use.

In his annual report, dated June 20, 1905, Dr. D. F. Ragan comments on the use of chemical food preservatives of an injurious nature as follows:

"Much has been written upon this subject.

"Chemical and bacteriological research have proven the value of the addition of chemical substances in the preservation of food, but statistics are lacking which show the ultimate action of these chemicals upon the human organism. A superficial reading of the authorities seems to indicate that none of these chemical adulterants added to food, work any serious hardship upon the human economy. But these conclusions have not been obtained by any scientific experiments of these chemicals upon the human body.

"Experiments upon the lower animals have shown the indication of these chemicals to be decidedly injurious, and by inference it is presumed that an equal amount of damage would result to the human being to whom similar chemicals had been administered.

"Experiments made by the Chemical Division of the Agricultural Department at Washington, D. C., all tend to prove the harmful action on the digestive and elminative organs—principally the kidneys—in dealing with these chemical preservatives.

"It seems to be a fact, which cannot be gainsaid, that large doses of these preservatives prove toxic in the human being, almost immediately; and smaller doses, within apparently safe limits, prove toxic after repeated and long-continued ingestion of these same preservatives.

"It is argued by those who oppose action of the constituted authorities against the use of these adulterants, that the use of these preservatives not only proves harmless when used in food intended for consumption, but really proves healthful in that they prevent the untoward effect of tainted foods. The plausibility of this argument is at once upset when we consider that it is a preposterous assumption that the alternative of "preserved food" is "tainted food."

"The individual is entitled to **absolutely pure food**, and if this for any reason, cannot be furnished to him, then he is entitled to foods preserved by means not objectionable to the laws of public or personal hygiene. To illustrate: If one is to receive a food which cannot immediately be served to him in an absolutely pure state, **then he is entitled to know** that the same has been preserved by such agents as cold, heat, or the addition of such harmless preservatives as salt or vinegar.

"Dr. Eccles has recently written a book upon the subject of "Food Preservation," which has created confusion in the minds of the lay reader as to the effects of food preservatives.

"Recent editorials in some of our local journals, which have upheld the work of the pure food crusade, show signs of faltering faith when they quote some of the apparently trenchant sentences from Dr. Eccles' book. Here is a sample: In the publication quoted appears this statement: 'More deaths occur from the use of foods not treated by preservatives than those treated by preservatives, as shown by the statistics of deaths reported from toxicosis, chief of which are cases of ptomaine poisoning.'

"This is a bold statement, and the force of it seems to have reached the solar plexus of the reasoning centers of the minds of the lay editors. The calmer view of this statement shows that no classification of mortality statistics show the **contributory causation of preservatives**; while statistics do furnish a contributory agency of impure food as a causal factor.

"It is easy to be bold in such statements when they are not subject to judicial review.

"Extremists develop in every controversy, and it is not to be wondered that the champions of poisoned food should rise to meet the contentions of the champions of purity in food products.

"Dr. Eccles also champions the use of preservatives on the ground that it satisfies an economical social want in that the use of them lightens the burden upon the poor consumer. This is true, but the ultimate conclusion is, that while it lightens the burden of today, upon the **present consumer**, it adds to the burden of the race in that it introduces a factor which counts for decay and degeneracy; and, as a race deteriorates, so the very foundation of society crumbles and the economical policy has at last proved suicidal. In other words, self-destruction is the final result of all these unnatural ingredients introduced into the human economy; if in large doses death is imediate, and self-apparent, while in small doses death is delayed; if not in the existing generation as an immediate result, then in the generations to come, as a remote result.

"Therefore, let the champions of adulterants be the champions of self-destruction, race destruction, etc., and organize themselves as the Simon Pure Suicide organization, of which Dr. Eccles may be the guide and philosopher. Let this enlistment, however, be of the volunteer rather than the conscript order."

A one-time grocer is the kind that gives his Customers something he would not give them if they knew better.

They soon find out.

Schilling's Best

keeps the customers it makes.

A STRONG CALL.

San Jose's Banquet Invitation Carries Many Logical Ideas.

The San Jose Grocers' Association invited every grocer in their city to their recent banquet. In the invitation they devoted a page to the following:

THE REASON

The Retail Grocers' Association as well as the associations of other sections of the State is adapted for the cash grocer as well as the credit grocer, the large grocer and the smaller dealer, those in the down town districts and those in the outside district, the grocer who advertises and the one who does not advertise—all kinds. It is a compromise of interests. You are a grocer; therefore this invitation, and whether you are a member of this association or not you are equally welcome and urged to be present on this occasion.

Kindly reply on enclosed postal not later than Wednesday night as to your acceptance of invitation, when ticket will be sent you, if favorable.

The gathering will assemble in the rooms of the Chamber of Commerce 40 North First Street, prior to the banquet.

A. P. Lepesh.,
J. W. Borchers.
H. E. Jones.
J. A. Belloli.
W. A. MacDonald, Secretary.
N. A. Bozelle, Chairman.

This call was written by D. W. Smythe, a representative of A. Schilling & Co., who served the grocers of San Jose as secretary for some time. They finally accepted Mr. Smythe's resignation with resolutions of regret, and J. Wm. Borchers was elected to the position.

SELL THE BEST.

People want ham and bacon sweet and of fine grain. When they get tough, coarse-grained and salty meat, they are dissatisfied, no matter how cheap it might have been. When they eat the kind that tastes like "more" they say. "Now that's the store I'm coming back to," and they tell their friends.

It is this fact that has secured for the Cudahy Packing Co. their enormous trade in Diamond "C" hams and bacon.

Quality like this can only be secured by carefully choosing the animals, and then, as carefully, curing the meat. The attention paid to the selection and the preparation of their Diamond "C" goods is the secret of their success.

EDITORIAL FOOLISHNESS.

(Continued from Page 5.)

show that the percentage of fire losses in California is considerably below the average for the United States, yet those same statistics show that the cost of buying insurance in this State is far in exces of that for the entire country. This is true because the Insurance Trust has so controlled the laws of California that the merchants are absolutely forbidden from uniting and hiring a capable man to underwrite their insurance at a fair margin.

In other words, the formation of mutual fire insurance companies on safe conditions such as rule in a few other States of the country, is **absolutely forbidden by law** in California.

Should the State Grocers' Association secure a law similar to that now in operation in other States, they would not seek to discontinue paying a third party for underwriting them. They would merely build up a machine by which carefully trained insurance men would be willing to write their insurance at a fair price and without that vast unnecessary expense which the recent scandal in the Equitable Insurance Co. of New York has shown permeates the large insurance companies.

How great this saving would be will be realized from the fact that the last report of the State Insurance Commissioner E. Myron Wolf showed that while over $10,000.000 had been paid for fire insurance in California during the past year, less than $4,000,000 had been distributed as losses. Allowing $3,000,000 as the expense of securing this business, etc., it means that the enormous sum of $3 000,000 has been taken out of California to help pay the fancy salaries of Eastern and foreign insurance companies, since there is only one California Insurance company operating in this field. And this drain has been going on for years.

Fixed by Competition.

The matter of the retail grocers requiring wholesalers not to sell to consumers is wholly a matter of competition to be regulated by supply and demand.

As soon as the trade of consumers is worth more to any firm than the trade of the retailers, they not only will have the power, but they would unquestionably be willing to sell entirely to consumers, and there would be no one, least of all a retail grocer, to question their right so to do or to ask for a law forbidding it.

The matter of being forced to pay in the neighborhood of 40 per cent more than is actually necessary for fire insurance is something that the retail grocers of California face because of the law which is controlled by the great Insurance Trust.

Last Call! The Trade has been notified, through the medium of a Circular issued by us, of the imminent withdrawal of

SNIDER'S CATSUP FREE DEAL



This notice may be taken as a FINAL WARNING and should remind you that you have little time left in which to earn an Extra Profit on SNIDER'S CATSUP.

Send Us Your Order Right Away!
You will lose money if you don't



SPOHN-PATRICK COMPANY, Sole Agents, 16-22 Front Street, S. F.
SPOHN-COOK COMPANY, Los Angeles.

Success in Business

Is best attained by getting the reputation of handling high grade goods at reasonable prices.

Therefore we advise that you handle



OUR PET BRAND Evaporated Cream

It Wins and Holds Trade.

It does not furnish as much tinware and water per can as the watery brands in large cans, but

It furnishes much substance in a small space;
It is richer in every way;
It is more skilfully prepared;
Tastes and looks better;
Is worth more,
and
Quality considered
Costs less.

Helvetia Milk Condensing Co.
HIGHLAND, ILL.
San Francisco Office:
3 California St.

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Each of these departments in this Price List is checked up and corrected every week by two or more reliable authorities on values. More than thirty wholesale houses co-operate with us to secure for our List the greatest accuracy possible.

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COLUMN 1.

Department 1.

COFFEE, CHICORY, ETC.

Green Coffee.

Mocha, Genuine Arabian	23	25
No 2	17	18
No. 3	16	
Kona (Hawaiian)	18	18
Mexican	13	13
Java, common	15	15
Java, brown plantation	20	25
Caracol, prime washed	13	16
Caracol, ordinary	13	14
Guatemala	11	17
Costa Rica	12½	16
Salvador	10¾	12

Roast Coffee.

Salvador	13	20
Costa Rica	16	20
Java	24	31
Mocha Aden	27	31
Prme W shd. C. A. Blends	19	24
Good C. A. Blends	18	20
Ordinary Blends	12	13

Private Brands.

Royal Java Roast	13
Lion, 100-lb	14.97
Arbuckle's, 100-lb	15 87
Arab, 1-lb tin	.13
Hill's Bros Arabian Roast	.27
"M.J.B.," 60 1's in case	.28
"M.J.B.," 30 2 s in case	.27
"M.J.B.," 24 3 s in case	.25

Schilling's Best Coffee.

	Tins: 30-lb price			
	60-lb case ½ off			
	1-lb cartons	1lb tins	2lb tins	3lb tins
5-star	36¼	30¼	38¼	38
4-star	29¼	32¼	31¼	31
3-star	25¾	28¾	27¾	27½
3-star Laquered (3-lb. tins only)				27½
2-star	22¼	25¼	21¼	24
1-star	18¾	21¾	20¾	20¼

Cartons only in 25, 50 or 100 lb cases can be assorted as required.

The Porto Rico Co.

Ponce de Leon, sealed cans only, 1-lb 30, 2-lb 29, 3-lb	28¼
Cream of Moca, 1-lb. cartons	.25
La Gloria de Porto Rico in bulk	.26

Ground Coffee.

Hill's Bros. Arabian Roast	.27
Cafe des Gourmands	.26
Mexomoka	.16

Chicory.

California	6
Belgian	7
German, Genuine	8

Coffee Extracts.

Bulk, per lb	.07
Vienna, ¼'s, 10-lb bx	.25
Vienna, 1's, 10-lb. bx	.25
Ackermann's, ½-gross bxs., gross	4 00

COLUMN 2.

Department 2.

TEAS.

Japan.

(Panfired, Sundried or Basket-fired.)

Extra Fancy	56	74
Fancy	44	55
Extra Choicest	39	43
Choicest	34	38
Fine	24	33
Fair	22	24

Green China.

(Gunpowder, Imperial or Young Hyson.)

Extra Fancy	55	76
Fancy	33	46
Choicest	25	37
Extra Choice	22	24
Fine	25	31
Fair	20	25

English Breakfast.

Extra Fancy	67	80
Fancy	51	66
Choicest	35	50
Choice	24	30
Fine	20	22
Fair	15	20

Oolong.

Extra Fancy	53	$1.50
Fancy	50	57
Extra Choice	36	48
Choicest	33	35
Fine	27	32
Fair	22	26

Ceylon and India

Broken Orange Pekoe	46	65
Broken Pekoe	33	56
Orange Pekoe	31	53
Pekoe	27	46
Pekoe Souchong	24	39

Schilling's Best Teas.

(Packed only in 16, 12, 8 and 6-oz. Cartons. Never in bulk.)

Japan, per lb	.45
do, 1 crn., 90c; 2 crn.	$1.80
English Breakfast	.45
do, 1 crn., 90c; 2 crn.	$1.80
Ceylon	.45
do, 1 crn., 90c; 2 crn.	$1.80
Oolong	52½
do, 1crn., 1.05, 2 crn.	2.10

TREE TEA

(Pride of Japan, etc.)

Packed in 1 lb. and ½ lb. cartons

Japan	37½
E. B. Congou	37½
Oolong	30
Gunpowder	45
Ceylon	45

COLUMN 3.

Department 3.

SUGAR AND SYRUPS.

The Western Sugar Refining Company quotes net cash prices as follows. Barrels are an advance of 10c, half barrels, 25c, boxes, 50c, 50-lb. bags, 10c.

Dry Granulated, 100-lb. sk	5 05	
Fruit Granulated	5 05	
Confectioners' A	4 95	
Cube	5 05	
Crushed	5 30	
Fine Crushed	5 30	
Candy Granulated	5 15	
Magnolia A	4 85	
Extra C	4 55	
Golden C	4 45	
Beet D. G.	4 85	
"D" Sugar	4 35	
H. & E. Crystal Dominos	8 05	
Bar Sugar, bbls.	6 06	

¼ cent off for prompt cash.

Do.	¼-bbls	6 80
Do.	40-lb. tins	8 60
Do.	30-lb tins	8 60
Do.	30 lb. boxes	7 45

SYRUPS.

Saratoga Drips (Long's)	gal.	Gal.
50-gal. bbls.		$ 50
30 gal. bbbls.		52
17 gal. bbls		55
5 gal. jackets		2 36
4¼ gal jackets		2 81
2 gal kits		1 23
1¼ gal. kits		94
1 gal tins		70

Pac. Coast Syrup Co.

Tea Garden Drips—	Case
12, 1 gal. tins	$8.40
30, ½ gal. tins	7.70
24, ¼ gal. tins	5.34

Orange Blossom Drips.

5 1 gal. tins	per case	$2 40
12 ½ gal. "	"	2 60
24 quart "	"	2 60
36 2-lb. "	"	2 85
50-gal. bbls		33
28-gal. ½-bbls.		35

MOLASSES.

New Orleans

Genuine Light, about 50 gals. bbls.	50
Genuine Light, 30 gal. ½ bbls.	52
Genuine Light, 15 gal ¼ bbl	55
Genuine Light, 5 gal. kegs, gal.	57

	Doz.
Pelican, 12 1 gal tins	9 60
Pelican, 20, ½ gal. tins	8.90
Pelican, 24, ¼ gal. tins	6.10

COLUMN 4.

Maple Syrup.

Woodlawn (Long's)	case. Case.
Gal cans, 10 to cs	$11 00
Gal. cans, 6 to cs	6 60
½ gal cans, 12 to cs	7 14
¼ gal cans, 24 to cs	8 10
10 gal. jackets, each	10 15
5 gal. jackets, each	5 11
4½ gal. jackets, each	4 63
Qts., glass, 12 in cs	4 60
Pts., glass, 24 in cs	4 90

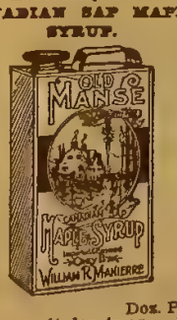
Pac. Coast Syrup Co.

Toboggan—	Doz.
⅛ gal. tins, 2 doz. to cs	2.25
¼ gal. tins, 2 doz. to cs	4.00
½ gal. tins, 20 to cs	7.20
1 gal. tins, 12 to cs	13.20

"OLD MANSE"

—Absolutely Pure—

CANADIAN SAP MAPLE SYRUP.



	Doz. Price.
1 gal. cans, ½ doz. in cs.	$15.00
½ gal. cans, 1 doz. in cs.	8.00
¼ gal. cans, 2 doz. in cs.	4.25
⅛ gal. cans, 4 doz. in cs.	2.60
Qt. bottles, 1 doz. in cs.	4.50
Pt. bottles, 2 doz. in cs.	3.00
Decanters, 1 doz. in cs.	5.50
4½ gal. Jackets, per gal.	1.15

Retail Discount—5 cases 5%, 10 cases 7½%; 25 cases or over, 10%.

On each package we offer to forfeit $1,000.00 if found short in measurement or containing any impurities.

Maple Sugar.

Vermont, gen. pure, abt. 30 1-lb bricks, per lb	.17
Vermont, gen. pure, abt. 30 1-lb bricks, per lb	15½
Log Cabin, in 1, ½ and ¼-lb bricks, assorted in 25-lb pails per lb	.15
Scudder's, in 1, ½ and ¼-lb bricks, asstd., per lb	.14

COLUMN 5.

Department 4.

DRIED FRUITS NUTS AND HONEY.

(Add ¼c for 50-lb boxes and ½c for 25-lb. boxes.)

Apples.

Sundried, sacks	5
Evap, fancy 50-lb bxs	8½
Evap, ex. choice, 50-lb bx.	8
Evap, choice 50-lb bx	7½

Apricots.

	1905 Crop
Choice Sacks	9
Fancy Sacks	10
Fancy, 25-lb boxes	10½

Blackberries.

In boxes, per lb	18

Cherries.

Pitted, in boxes, per lb	30
Unpitted, in boxes, per lb	11

Currants.

In bbls (tubs 6¾)	6½
In mats, 50-lb	7
Recleaned, in bbls	7
Recleaned, 25-lb boxes	7½
Recleaned, 50-lb boxes	7½
Recleaned 1-lb carts	8¼
Recleaned, 12-oz. carts	8¾

Dates.

Fard, 14-lb, per lb (70-lb 7)	8
Persian, 65-lb case	6½

Figs (California).

Black, sacks	5
Black, 25-lb boxes, per bx.	1.20
White, bags	4½ 5
White, 10-lb bx, per bx	60
White, 10 1-lb bcks, pr bx.	65 75

Figs (Imp. Smyrna.)

Fancy, 10-lb bx, per lb	18
Choice, 5-lb bx, per lb	16

Nectarines.

White	8½
Red	8

Peaches.

Choice, in sacks	10
Ex. choice, in sacks	10½
Fancy, in sacks	11

Pears.

Choice, ¼'s, in sacks	10
Ex choice, ⅓'s, in sacks	11
Fancy, ½'s, in sacks	12

Plums.

Unpitted	3
Pitted, bleached	9
Pitted, black	7

COLUMN 6.

Prunes.

	Sks.
30s-40s	7
40s-50s	5¾
50s-60s	4¾
60s-70s	3¾
70s-80s	3¼
80s-90s	2¾
90s-100s	2¾

Raisins.

	Box	½'s	¼'s	50 lb
6 Cr. Layers	$3.25	—	—	—
5 Cr. Layers	2.75	—	—	—
4 Cr. Layers	2.25	—	—	—
3 Cr. Layers	1.85	—	—	—
2 Cr. Layers	1.15	—	—	—
4 Cr. Loose	—	—	—	6½
3 Cr. Loose	—	—	—	05¾
2 Cr. Loose	—	—	—	04¾

Thompson Seedless, blchd, 50-lb boxes
Sultana Seedless, blchd, 48 1's, per lb. 8
Seedless Muscatels, 50-lb cases 4
Seeded, 1-lb cart. 7¾
Seeded, 12-oz. cart. 6

NUTS.

Almonds, fancy, I. X. L.		15
Almonds, choice, soft shell, Drake		14½
Almonds, shelled, No. 1.		32@35
Almonds, shelled, No. 2.		27@30
Almonds, shelled, Jordan, Imp		.58
Almonds, Jordan, Dom.	.37½	.40
Brazils, 210-lb sks, new	.12	.13
Chestnuts, Cal. Italian.	.09	.10
Cocoanuts, @ 100	4.50	5.50
Filberts, 175-lb sk.	.11	.12
Peanuts, Japanese, hand picked	.05½	.07
Peanuts, roasted	.06	.08
Pecans, polished	.14	.15
Pine		
Walnuts, hard shell		10¾
Walnuts, sft shll, No. 2		.13½
Walnuts, sft shll, No. 1.		.14½

COLUMN 7.

HONEY.

Water White, 2 5's, lb.	.07
Light Amber, 2 5's, lb.	.06
Lt. Amber, 10 1 gal tins, gal	.75
Lt. Amber, 20 ½ gal tins, gal	1.00
Lt. Amber 2-lb tins, doz.	2.60
Lt. Amber, 16-oz. bots, doz.	1.35
Comb, 1-lb glass jars, doz.	1.75
Comb, 2-lb glass jars, doz.	2.90

Pine Apples.

	Per Doz.
2 lb., fancy sliced, E. & C., 2 doz. in case	2 50
2 lb. grated, 2 doz in case.	2 25
2 lb. shredded, 2 doz. in case Hawaiian	1 65

Johnson's—Columbia.

2 lb. sliced, 2 doz. in case.	2 90
2 lb. grated, 2 doz. in case.	2 90
1 lb. sliced, 4 doz. in case.	1 15
1 lb. grated, 4 doz. in case.	1 15
gal., coreless, 4½ lb. to tin, ½ doz. in case, per lb.	16
gal., grated, 7 lb. to tins, ½ doz. in case, per lb.	12
2 lb., sliced, Baltimore, 2 doz. case	2 25
2 lbs., grated, Baltimore, 2 doz case	2 25
1 lb., cocktail, Baltimore ovals, 4 doz. case	1 25
2 lb., sliced, Singapore, 4 doz case	1 75
2 lb., sliced, Singapore, 2 doz. case	2 40

Royal Hawaiian,

2-lb grated, 2 doz. case	1 80
2-lb sliced, flats, 2 doz. case	2 00
Tall, 2-lb s'iced, 2 doz. case	2 00
HB Sliced, 2 doz. 3s	2 50
HB Whole, 2 doz. 3s	2.50
HB Grated, 2 doz 2s	2.25

COLUMN 8.

Department 5.

JELLIES, JAMS, ETC.

Griffin Extra Preserves.

Raspberry, strawberry, blackberry currant, loganberry, per doz. $2.00
Cherry, per doz. $2.00
Less 10 per cent in 5-case lots.
Apricot, Damson, Fig, Gooseberry, Gage, Peach, Plum, Quince, per doz. 2.00
Orange Marmalade. 2.00
Less 10 per cent 5 case lots.

Long's Preserves.

Strawberries, Raspberries, Blackberries, Loganberries, Cherries, Pineapples, Pears, Figs, in 20-oz. glass jars, 2 doz. in cs., per doz. $3 50
Apricot, Plum, Quince, Orange, Peach, in 20-oz. glass jars, 2 doz. in cs., per doz. 3 20
Asstd. 2 doz. in cs., per doz. 3 30

JAMS.

Curtice Bros. Co., Rochester, N. Y.

In 16 oz. Glass Jars.

Strawberry, raspberry, raspberry and currant, red cherry, white cherry, apricot, black currant, red currant, quince (sliced), peach (sliced), pear (sliced), blackberry, gooseberry, grape, green gage, egg plum, damson, pineapple marmalade, tomato marmalade, orange marmalade, per dozen, $1.95.

All above packed in cases of 2 dozen each.

COLUMN 9.

Long's Peerless Jams.

Strawberry, Raspberry, Blackberry, etc., in 16-oz. glass jars, 2 doz. in cs., per doz. 2 00

Long's Pure Currant Jelly.

Tumblers, 3 doz. in cs., doz. 2 00
30-lb. kits, per kit 3 00
15-lb. kits, per kit 1 75

Marmalades.

Orange (Dundee) 48-1's, doz. 2 75

COLUMN 10.

Apple Butter.

Cuttings, 5-lb. tins, per doz. $2.50
Heinz, 3's, 2 doz. in cs, doz. 2 25
Heinz, 3-lb. stone crocks, doz. 4 25
Heinz, 4½-lb stone crocks, dz 6 50
Heinz, 18-lb. stone crocks, lb. 11

Peach Butter.

Cuttings, 5-lb. tins, doz. 2 50
Heinz 4½-lb stone crocks, doz 3 00
Heinz, 18-lb. stone crocks, lb 14

Maraschino Cherries.

Long's, qts, 12 to cs, per cs. 6 50
Long's, pts., 24 to cs., per cs. 7 50

FRUIT	JELLIES 2 lb. Extra	2 lb. Stand	1 lb. Extra	Tumblers	Ex. Lunch 1 lb Glass	JAMS 2 lb. Extra	2 lb. Stand	1 lb. Extra	Tumblers	Ex. Lunch 16 oz G/a Preserves
Apple	1 55	1 35	1 00	85	1 75					
Apricot	1 55	1 35	1 00	85		1 60	1 35		90	1 80
Assorted	1 55	1 35	1 00	85	1 75	1 60	1 35		90	1 80
Assorted No. 2					1 75					
Blackberry	1 55	1 35	1 00	85	1 75	1 85	1 60		95	1 80
Cherry										1 80
Crabapple	1 55	1 35	1 00	85	1 75					1 80
Currant	1 75	1 50	1 10	85	1 90	1 85	1 60		95	1 80
Damson					1 75					1 80
Fig						1 60				1 80
Gooseberry	1 55	1 35	1 00	85	1 75				95	1 80
Grape (Catawba)					1 75					
Green Gage										1 80
Lemon	1 55	1 35	1 00	85						1 80
Loganberry					1 75					
Orange Marmalade		1 35	1 00	85		1 60			90	1 80
Peach	1 55	1 35	1 00	85		1 60	1 35		90	1 75
Plum	1 55	1 35	1 00	85	1 75	1 60	1 35		90	1 80
Quince	1 55	1 35	1 00	85	1 75	1 60	1 35		90	1 80
Raspberry	1 55	1 35	1 00	85	1 75	1 85	1 60		95	1 80
Strawberry	1 55	1 35	1 00	85	1 75	1 85	1 60		95	1 80

CANNED VEGETABLES.

Asparagus "Griffin Extras" Mammoth	$
Large White	
Medium White	
White Tips	
Artichokes, 2½'s, "Griffin	3 00
Beans, Stringless Extras"	1 20
Beans, Blue Lake	1 30
" " " gal	4 50
Beans, String, 2-lb	.80
Beans, String, gal	3.50
Beans, Lima, Soaked	1.00
Beans, French, Kidney, 2-lb.	1.15
Beans, French Red Kidney, 2-lb. "Joan of Arc" Brand, p.dz 1 case free with 10.	1.15
Pancy Eastern	1.85
Corn, Smith's Hulled, 3 doz. in case, per doz.	1.20
Hominy, Great Western, 3 lb	1.20
Corn, 2-lb, Western	.95
Corn, 2-lb, Maine	1.35
Dunbar's Okra, 2½-lb	1.70
Petit Pois, Griffin extra	1.50
Peas, Griffin extra sifted	1.25
Peas, Standard sifted	1.10
Peas, Standard Marrowfat	.95
Pumpkin, 3-lb.	1.37½
Spinach, 2½	1.75
Succotash, fancy, tins	1.40

Tomatoes.

	doz.
1's, Griffin's Ex. Solid Pack	$1.15
3's, Griffin's Ex., with peppers	1.20
2½'s, Cutting's Solid Pack	.95
2½'s, Cutting's Solid Pack, with peppers	.95
2½'s, Cutting's Standard	.75
Gallon, Standard	2.10
Gallon, Solid Pack	2.25
Gallon, Puree	2.50

Department 6.

CANNED FRUITS AND CANNED VEGETABLES.

KIND	Gallons Extras 3 lb. Grade	Gallons Extras 2½ lb. Grade	Gallons Extra Standard	Gallon Standard	Gallon Water	Gallon Pie
Apples			4 00	3 50		2 65
Apricots	5 75	5 00	4 50		2 75	2 40
" peeled						
" sliced						
Assorted						
Blackberries						
Cherries (Royal Anne)			4 25	4 00	3 75	3 40
Cherries (White)						
Cherries (Black)						3 65
Grapes (White Muscat)			5 25	4 60		3 65
Nectarines			3 50	3 10	2 50	2 25
Peaches (Yellow)	6 50	5 25	4 60	4 25		
Peaches (Lemon Cling)	7 75	7 00		5 00		
Peaches (Lemon Cling S.iced)	7 75	7 00				
Peaches (White Heath)			5 75	5 00		
Peaches (White Heath Sliced)			5 25	4 75		
Pears (Bartlett)	7 00	6 25	5 25	4 75	3 75	2 40 pld
Plums (Green Gage)	5 00	4 25	3 50	3 25	2 55	2 15 unpl
Plums (Egg)	5 00	4 25	3 50	3 25	2 55	2 30
Plums (Gold Drop)	5 00	4 25	3 50	3 25	2 55	2 30
Plums (Damson)					2 55	2 30
Raspberries						
Strawberries						

Department 7.

PROVISIONS.

Hams.

Eastern Standard, 17/19	.14
Eastern Standard, 15/16	.14
Eastern Standard, 12/14	.14½
Eastern Standard, 10/12	.14½
Eastern Fancy	10-12 .14½
Local cure, all averages	.13@.14½
Picnic Hams	.9½

Boiled Hams.

Skin on	.18½
Skin off	.20½

Breakfast Bacon.

Eastern Standard, 6/8	.18
Eastern Standard, 8/10	.16½
Eastern Standard, 10/12	.15½
Eastern Fancy	.20
Local cure	.16

English Cured Bacon.

Eastern cure, 8-10	.16
Eastern cure, 10/12	.15

Dry Salt Bacon.

Clear medium Bacon	.12½
Clear light medium	.12½
Clear Lt. med. select	.12½
Light Belly	.13½
Extra light Belly	none
Bacon Backs	.12¼
Bacon Bellies	.13

Dry Salt Meats.

Sides	.10¾
Bellies	.12
Backs	.10¾
Fat Backs	.10¼

Barreled Pork.

	Bbls.	½-bbls.
Spare Ribs	$	
Family Pork	14.50	7.50
Clear Pork	19.00	9.75
Pig Pork	22.50	11.50

Barreled Beef.

Mess Beef	11.50	6.00
Extra Mess Beef	11.50	6.00
Family Beef	11.50	6.00
Extra Family Beef	12.00	6 25
Beef Tongues	25.00	13.00

Pigs Feet.

Tierces, about 300 lb.	$18.00
Barrels, about 200 lbs.	13.50
½ Barrels, about 80 lbs.	5.00
Kegs, about 25 lbs.	2.10
Kits, about 15 lbs.	1.25

Honey Comb Tripe.

Tierces, about 300 lbs.	$17.00
Barrels, about 200 lbs	13.00
½ barrel, about 80 lbs.	5.00
Kegs, about 25 lbs.	2.10
Kits, about 15 lbs.	1.25

Sausages.

	Per lb.
Braunschweiger	17
Italian Salami	23
D'Arles	22
Mortadella	24
Bologna	8½
Frankfurters	8½
Garlic Sausage	9
Liver Sausage	8½
Pork Sausage	8½
Head Cheese	8½
Tongue Sausage	8½

Pure Leaf Lard.

Tierces, about 350 lbs net.	10½
½-bbls, about 100 lbs net.	10½
80-lb. Wood Tubs, 80-lbs. net.	10⅝
60-lb. Wood Tubs, 60 lbs. net.	10⅝
20-lb. Wood Pails, 20-lbs. net.	10⅝
50-lb. Cans, 1 to a case.	10½
20-lb. Cans, 4 to a case.	10⅝
10-lb Cans, 6 to a case.	10⅝
5-lb. Cans, 12 to a case.	11
3-lb. Cans, 20 to a case.	11¼

Compound Lard.

Tierces, about 350 lbs. net.	6¼
½-bbls., about 10 lbs. net.	6½
80-lb. Wood Tubs, 80 lbs. net	6⅜
60-lb. Wood Tubs, 60 lbs. net	6⅜
20-lb. Wood Tubs, 20 lbs. net	6⅜
50-lb. cans, 1 to a case	6⅝
50-lb. cans, 2 to a case	6½
20-lb. cans, 4 to a case	6⅝
10-lb. cans, 6 to a case	7
5-lb. cans, 12 to a case	7⅛
3-lb. cans, 20 to a case	7¼

P. F. Rathjens
PORK-PACKER
1311-1315 Pacific Street.

Sausages.

Garlick Frankfurter	10
Bologna	10
Blood and Liver	9
Tongue and Headcheese	—
Choice California Ham	12
Extra Light Bacon	15½
Medium Light Bacon	12½

Boiled Hams.

Kingan	20
Eastern	19
California	17

Mettwurst.

Extra Home Made..20, 22½, 25

LARD.

50 lb. tins	9
20 lb. tins	9½
10 lb. tins	10
5 lb. tins	10
3 lb. tins	10
1 lb. cups	11

ANCHOR PACKING CO.

140 Eighth St., S. F., Cal.
PORK PACKERS AND PROVISION DEALERS.

Boilers of Kingan and Anchor Hams.

SAUSAGES, COOKED MEATS, TONGUE

Hams, Kingan, boneless boiled	20c
Anchor, "	19c
Bacon (special)	16c
Lard, 55	9¾c
" 20	10c
" 10	10c
" 5	10¼c
" 3	10¾c

Please note that our hams are all hand tied.

Scientifically Cooked
Flavor Unexcelled



H. M. WOLTER & BRO.

Dealers in
...Boneless Boiled Hams...
Leading Grocers and Delicatessens Pronounce Them The Best.

103 12th St. Tel., Mint 1763

KINGAN'S ... 21¼
CUDAHY'S "REX" ... 20½

HEINEMAN & STERN
916 Larkin Street

	Lbs.	
Garlic Sausage,		
Ring	"	
Bologna	"	
Frankfurter	"	
Rollada	"	
Smoked Beef	"	
Pickled Meat	"	
Headcheese	"	
Tongues	Doz.	
Dried Beef	Lbs.	
Smoked Mutton,	"	

Prices quoted on application by telephone or letter

COLUMN 11.

COLUMN 12.

Department 8

CANNED MEATS

ALL PRICES ARE PER DOZEN	No. ½ Tins 4 Doz. in Case	No. ½ Tins 2 Doz. Tin in Case	No. 1 Tins 2 Doz. in Case	No. 2 Tins, 1 or 2 Doz. in Case	No. 6 Tins 1 Doz. in Case	No. 14 Tins ½ Doz. in Case	No. 1 Tins 1 Doz. in Case
Corned Beef	.....	.....	1 30	2 30	$ 25	18 25	.....
Roast Beef	.....	.....	1 30	2 30	$ 25	.....	.....
Roast Ribs of Beef, Boneless	.....	....	1 40	2 50	.....	.....	.....
Roast Mutton	.....	.....	.....	2 70	.....	.....	.....
Brisket Beef	.....	.....	1 40	2 50	.....	.....	.....
Boiled Beef	.....	.....	1 35	2 40	$ 25	.....	.....
Chipped Beef	.....	1 20	2 10	.....	15 50	.....	.....
Sliced Beef, in tins	.....	1 40	2 50	.....	.....	.....	.....
Sliced Beef, in glass	.....	1 45	2 75	.....	.....	.....	2 75
Brawn	.....	.....	1 40	2 45	8 25	.....	.....
Compressed Ham	.....	.....	1 50	2 75	.....	.....	.....
Lunch Tongue	.....	1 90	3 25	6 50	.....	.....	.....
Lambs Tongue	.....	1 70	2 95	.....	.....	.....	.....
Sliced Ham	.....	.....	3 70	6 40	.....	.....	.....
Sliced Bacon	.....	.....	.....	.....	.....	.....	2 80
Sliced Bacon in Glass	.....	.....	.....	.....	.....	.....	.....
Deviled Ham	40	80	.....	.....	.....	.....	.....
Potted Ham	40	80	.....	.....	.....	.....	.....
Potted Ox Tongue	40	80	.....	.....	.....	.....	.....
Potted Chicken	90	1 60	.....	.....	.....	.....	.....
Potted Turkey	90	1 60	.....	.....	.....	.....	.....
Deviled Chicken	90	1 60	.....	.....	.....	.....	.....
Deviled Turkey	90	1 60	.....	.....	.....	.....	.....
Boneless Chicken	.....	3 40	5 55	.....	.....	.....	.....
Boneless Turkey	.....	3 40	5 55	.....	.....	.....	.....
Veal Loaf	.....	1 10	2 10	.....	.....	.....	.....
Ham Loaf	.....	1 10	2 10	.....	.....	.....	.....
Beef Loaf	.....	1 10	2 10	.....	.....	.....	.....
Chicken Loaf	.....	1 60	2 75	.....	.....	.....	.....
Chicken Pate and Ham	.....	1 10	.....	.....	.....	.....	.....
Chili Con-Carne	.....	.....	1 40	.....	.....	.....	.....
Beefsteak and Onions	.....	.....	1 60	.....	.....	.....	.....
Hamburger Steak with Onions	.....	1 95	2 00	.....	.....	.....	.....
Frankfurter Bratwurst	.....	.....	2 00	.....	.....	.....	.....
Sweetbreads	.....	.....	2 40	.....	.....	.....	.....
Vienna Sausage	.....	.....	1 55	.....	.....	.....	.....
Oxford Sausage	.....	90	.....	.....	.....	.....	.....
Bologna Sausage	.....	.....	2 45	.....	.....	.....	.....
Vienna Sausage and Kraut	.....	.....	2 25	.....	.....	.....	.....
Corned Beef Hash	.....	.....	1 20	.....	.....	.....	.....
Lunch Sausage	.....	1 10	1 50	.....	.....	.....	.....
Ox Tongue, whole	.....	00	.....	No 1½	No 2	No 2½	No. 3
Minced Collops	.....	.....	.....	6 50	7 50	9 50	12 00
Tripe	.....	.....	.....	2 45	..	.....	.....
Pork Sausage	.....	.....	.....	1 75	..	.....	.....
Stewed Kidneys	.....	1 05	.....	2 50	..	.....	.....
Pork and Beans, Plain	.....	.....	90	1 40	.....	.....	1 85
Pork and Beans, with tom. s'c	.....	.....	95	1 45	.....	.....	1 90

Department 9.

FISH AND CHEESE.

Russian Caviar.

	Per doz
1-lb cans, 3 doz in case	$18 00
½-lb cans, 2 doz in case	6 75
¼-lb cans, 5 doz in case	3 85
⅛-lb cans, 6 doz in case	2 00
White Label Brand	6.50

CHEESE.

Foreign and Domestic.

	old	new
New York State Factory		15½
Cheddars, June make		
Twins, " "		16
Calif. State factory flats	11	13½
Calif. State factory Young Americans	13	15
Limburger, Eastern, ℔ lb	14½	15
Swiss, imported, ℔ lb		26
Roquefort, ℔ lb		38
Gouda, ℔ lb		27
Pineapples, Eastern, 6 in cs, ℔ case		$3 35
Pineapple, Eastern, 6 in cs, small		2.35
Holland or Edam, medium, plain, per doz	$ 8.50	9.00
Holland or Edam, medium, in bladders, per doz	9.50	10 50
Holland or Edam, large, plain, per doz	9.50	10.00
Holland or Edam, large, in bladders, per doz	10.50	11.50

Fancy.

Camembert Brie, Roquefort, and Gorgonzola, jars	$ 00
Parmesan C & B, sml bot, doz.	3.00
Parmesan C & B, lge bot, doz.	5.00

Bayle's.

Small ½-lb. 1-lb. 2½-lb 5-lb

Deviled Cheese { ...$1.00 $2.25 $4.00 $ 500 $9.00

After Dinner Cheese { $1.00 2.40 4.00 4 50 7.50

Roquefort Cheese { $1.00 2.40 4.00 4.50 7.50

SALT FISH.

Pacific Codfish.

Bndles, 50 lbs each, per lb	4½
Cs. selected, 100 lbs ea, pr lb	5½
Boneless, 30-lb boxes, per lb	6¾
Boneless Strips, 40lb bxs, pr lb	6¾
Boneless Blocks, 40lb bxs, p lb	6½
Boneless Tablets, 36 bxs, pr lb	8
Boneless Middles, 60 bxs, pr lb	9¾
Boneless Middles, extra, 60-lb boxes, per lb	10

Eastern Codfish.

Gen. Georges, 3 fish to cs.	$10.00
Gen. Georges, 12 fish to cs	9.00
Geo. Cur. Cod, 16, 18 fish to case	8 50
Geo. Cur. Cod, 40 fish to cs	8 00
Gen. Geo. Middles, 80 fish.	13½
Gen. Geo. Tablets, 36 fish.	11½
Gen. Geo. Blocks, 40 fish..	11½

Shredded Codfish.

Codfish, Beardsley's shredded, 2 doz. in case..... 1.00

Norwegian Mackerel.

Bloater, 200-lb. bbl., 120-130 fish	48.00
Bloater, 100-lb. ½ bbl., 60-65 fish	25.00
No. 1, 200-lb. bbl., 150-160 fish	36.00
No. 1, 100-lb. ½ bbl., 75-80 fish	19.00
No. 2, 200-lb. bbl., 220-240 fish	31.00
No. 2, 100-lb. ½ bbl., 110-120 fish	16.50
No. 3, 200-lb. bbl., 300-350 fish	26.00
No. 3, 100-lb. ½ bbl., 150- 175 fish	14.00

Irish Mackerel.

No. 1, 200-lb. bbl., 200-220 fish	none
No. 1, 80-lb. ½ bbl., 80-90 fish	none
No. 2, 200-lb. bbl., 325-350 fish	21.50
No. 2, 80-lb. ½ bbl., 130-140 fish	9.00
No. 2, 200-lb. bbl., 475-500 fish	20.50
No. 2, 80-lb. ½ bbl., 180-190 fish	9.00
No. 1, 10-lb kits, 15-16 fish	1.35
No. 2, 10-lb. kits, 20-22 fish	1.25

American Bloaters.

Shore Bloaters, 200-lb. bbl., 115-120 fish	27.00
Shore Bloaters, 80-lb. ½ bbl., 45-50 fish	11.50
Extra No. 1, 200-lb. bbl., 120-130 fish	26.00
Extra No. 1, 80-lb. ½ bbl., 50-55 fish	11.00
No. 1, 200-lb. bbl., 140-150 fish	none
No. 1, 80-lb. ½ bbl., 60-65 fish	none
No. 2, 200-lb. bbl., 130-140 fish	26.50
No. 2, 80-lb. ½ bbl., 55-60 fish	11.00
No. 2, 200-lb. bbl., 140-160 fish	none
No. 2, 80-lb. ½ bbl., 60-65 fish	none
No. 2, 200-lb. bbl., 160-180 fish	none
No. 2, 80-lb. ½ bbl., 70-80 fish	none
No. 2, 200-lb. bbl., 180-200 fish	none
No. 2, 80-lb. ½ bbl., 80-90 fish	none

In Kits.

Extra Mess, 7 to 8 fish, each	$2.00
No. 1, kits, 8-9 fish or 15-17 fish	1.50-1.35
No. 2, kits, 8-9 or 20-22 fish	1.25

Salmon.

King, bbls	$ 12 00
Oregon Silversides, bbls	none
Alaska Red, bbls	none
Alaska Red, ½-bbls, 100 lbs	none
Alaska Red, bbls	7 50 8.00
Bellies, ½-bbls, 100 lbs.	4 25 5 50
Tongues and Sounds, kits, 10lb	1 25
Tongues and Sounds, ½-bbls.	9 00

COLUMN 13.

New Herring. Pack 1905.

Holland, ex. selctd mxd bbls.	$17 50
Holland, ex. selctd mxd ½-bbl	9.50
Holland, ex. selctd mxd, keg	1 10
Holland, cheaper grade	90
Holland, cheap. gr., mxd, bbls	16.50
Holland, chp. gr., mxd, ½-bbl	8.75
Holland, ex. selct Milchner, bbl	19.00
Holland, ex. selct Milchner, ½-bbl	10.75
Holland, ex. selct Milchner, keg	1.25
Holland, cheaper grade	1.10
Holland, cheaper grade, bbls.	none
Holland, cheaper grade, ½-bbl	none
Labrador Split, 100 fish	5 25
Labrador, round, 100 fish	4.75
Pacific, ½-bbl	2.25

SMOKED FISH.

Bloaters, Grim., 100 in box	$2.65
do. do. 50 in box	1.50
Bloaters, Cromarty	2.65
Yarmouth, 100 in box	
Halibut, chunks	15
Herring, in boxes, Eastern	20
Herring, in boxes, Washington	15
Herring, boneless, Beardsley's tins, doz	$1.50
Herring, boneless, Beardsley's small, doz	1.00
Herring, Beardsley's Boneless, vacuum tumblers, 2 doz. in case	1.95
Finnan Haddies	1.75
Moir's Selected Red Herrings, 100s	3.10
Moir's Selected Red Herrings, 50s	1.35
Salmon, per lb	10 20

POTTED FISH.

	Per doz
Potted Crab	$1.35
Kipper Paste	1.00
Anchovy and Bloater Paste, plain pots	2.30
Ditto, fancy pots	4.75
Yarmouth Bloater Paste	75
Ditto, fancy pots	4.75
Kippered Herrings	1 90
Kippered Herrings, Moirs	1.00

CANNED FISH.

	Doz.
Anchovies, in oil, 2 doz. ½ pts., in glass, doz	4.00
Anchovies 2 doz. ¼ pts., doz	3 00
Bloaters, Yarmouth C. & B. ..doz	4.50
Codfish Balls, 2-lb tins, per doz	2.25
Eels, Hamburg, in jelly, 1-lb tins	1 90
Eels, smoked, 1-lb, ℔ doz	2.40
Finnan Haddies, 2-lb oval	2.25
Finnan Haddies, 1-lb, round, ℔ doz	2.00
Sardelles, imported, 1-lb tins	3.00
Sardelles, imported, in glass	3.00
Sardelles, domestic, 1-lb glass	2.25
Sardelles, Ankera, ½ keg	3 00

Mackerel.

1-lb tins, 50 in a case. 2-lb tins, 2 doz. in a case.

Gold Label, 1-lb tins	1.50
P. & W., 2-lb soused	2.75
P. & W., 2-lb, mustard	2.75
P. & W., 2-lb, tomato	2.75
Underwood, 2-lb, soused	2.85
Underwood, 2-lb, tomato	2.85
Underwood, 2-lb, mustard	2.85
Los Angeles, 2-lb, soused	2.55
Los Angeles, 2-lb, tomato	2.55
Los Angeles, 2-lb, mustard	2.55
Mt. Desert, 2-lb, soused	2.25
Mt. Desert, 2-lb, tomato	2.25
Mt. Desert, 1-lb, soused	1.25
Blueback, 1-lb, fresh	1.10

Crescent Mackerel.

Soused, 18 oz. tins, 4 doz. in case, doz	$1.80
Tomato, 18 oz. tins, 4 doz. in case, doz	1.80
Mustard, 18 oz. tins, 4 doz. in case, doz	1.80

1311-1315 Pacific Street.

Mackerel in Oil.

Bezier's	3.00 4.00
Lemarchand	5.00 7.00

Booth's Crescent Mackerel.



(Soused, Tomato and Mustard.)
1's, 4 doz. to case, per doz..... 1.80
2's, 2 doz. to case 2.50

Salmon.

Alaska Red, 1lb tins, doz	1 10
Alaska Red, 2lb tins, doz	1.50
Alaska Pink, 1lb tins, doz	80
Alaska Pink, 2lb tins, doz	1 50
Alaska Flats, 1lb tins, doz	1 40
Oregon Red, 1lb tins, doz	1 90
Oregon Red, 2lb tins, doz	1.65
Oregon Pink, 1lb tins, doz	80
Oregon Pink, 2lb tins, doz	1.50
Oregon Flats, 1lb tins, doz	1.00
Columbia River, 1lb talls	1.50
Columbia River, 1lb flats	1.75

French Sardines.

¼s, according to quality and size of tin, p. cas	9.50 12.50
⅛s, according to quality and size of tin, p. case	13.00 20.00

COLUMN 14.

American Sardines.

Packed 3 1-3 doz in a case.

¾s 50 tins in case.	
American ¼s in oil, per case	$3 50
American ¼s in oil, 5-case lots	3 35
American ¼s in oil, per doz	.50
American ¼s in mustard, doz.	.60
American ¼s in mustard, case	4 00
American ¾s in mustard, doz.	.90
American ¾s in mustard, case	3 00

Sprats.

Piloto	6.75 7.00
Menhis	6.75 7.00

SHELL FISH.

Abalones.

4 doz in cs, with shells, cs.. 6.00

Clams and Clam Juice.

	doz.
Doxsee Clams, 1-lb. tins	$1.65
Doxsee Clams, 2-lb. tins	2.65
Doxsee Clam Juice, 1-lb. tins	.90
Doxsee Clam Juice, 2-lb. tins	1.60
B & M Lunch Clams, flat tins	1.37½
Underwood Clams, 1-lb. tins	1.05
Underwood Clams, 2-lb. tins	1.60
P. & W. Clams, 1-lb. tins	1.00
P. & W. Clams, 2 lb. tins	1.50
Oxford Clams, 1-lb. tins	1.10
Oxford Clams, 2-lb. tins	1.50
P. & W. Clam Chowder	2.10
Burnham's Clam Bouillon, qts	00
Burnham's Clam Bouillon, pts	4 50
Burnham's Clam Bouillon, ½ pints	2.40

Lobsters.

	Doz.
Red Jackets, flats, 1s	2.85
Deep Sea Picnics, ½s	2.40
Triumph Talls, 1s	2.40

Oysters.

Oysters, Selects, 12 oz.	$1.60
Oysters, Selects, 6 oz.	3.25
Oysters, Standard, 10 oz.	2.00
Oysters, Standard, 5 oz.	1.10
Oysters, Standard, 3 oz.	1.70
Oysters, Standard, 4 oz.	.90

Shrimps.

Shrimps, pickled, 1-lb. tins	$1.10
Shrimps in Tomato Sauce, 1-lb. flats	
Dunbar's Picnics, 4 doz in cs	1.25
Dunbar's 1½-lb., 2 doz in cs	2.25
Pickled Shrimps, 1-lb., 4 doz in case	1 20

Department 10.

LAUNDRY MATERIALS.

Ammonia.

GREER'S WASHING AMMONIA

First grade absolutely pure. 180 Beaume Strength.

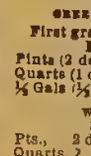
Pints (2 doz. to case) .$1 55 per doz.
Quarts (1 doz. to case). 2 55 " "
½ Gals (½ doz. to case) 4 25 " "

WASHING AMMONIA
Standard Grade,

Pts., 2 doz. to case, per doz. $ .75
Quarts, 2 " " " 1 25

GREER'S TOILET AMMONIA
Lavender and Violet.

Pints (2 doz to case) $2 50 per doz.



Parson's Household Ammonia

	per doz.
½ gals., 1 doz. in case	$4 50
Quarts, 1 doz. "	2 65
Pints, 2 doz. "	1 75
Dime size 8 doz. in case, per case	2 95

Bluing.



Liquid Laundry Bluing.

SCOTT & GILBERT CO.
Manufacturers
214-216 Mission Street

SUNSET

	doz.
¼ pints, 3 doz. case	40
½ pints, 3 doz. case	60
Pints, 2 doz. in case	75
Quarts, 2 doz. cs.	1 45

Bluing, ball.

Mikado, ½'s, 100-lb case, lb	20
Mikado, ¼'s, 100-lb case, lb	22
Nuremberg, A, ½'s, ℔ lb	33
Do A, D, ½'s, ℔ lb	25
Do A, C, R, ½'s, ℔ lb	21
Washerwoman, ½'s, ℔ lb	12
Do ¼'s, ℔ lb	14
German Ultramarine ½s, ℔ lb.	12
Do ¼'s, ℔ lb	14
Deschamp's French, 1's, ℔ lb.	28
Do ½'s, ℔ lb	29
Gold Medal, qt, ℔ doz	1.25
Do pt, ℔ doz	1.00
Do ½-pt, ℔ doz	75
Do ¼-pt, ℔ doz	45
Do China Label, qt, ℔ doz.	1.25
Greer's, 1 dz qts. & doz	2.25
2's, 2 doz. to cs	2.50
Do 3 doz. pts, ℔ doz	1.44
Do 3 doz. ½ pts, ℔ doz	.90
Pacific, 1 doz. qts, ℔ doz	1.10
do, 2 doz., qts & doz	.80
Do 3 doz. ½ pts, ℔ doz	.45

COLUMN 15.

Borax.

20-Mule Team, powdered 1's, cs. of 2 doz	$2 25
20-Mule Team, powdered 12-oz. cs. of 4 doz	3 60
20-Mule Team, powdered ¼'s, cs. of 3 doz (Less 5 per cent. in 5 case lots; 10 per cent. in 10 case lots).	3 84
Cartons, 1's, 2 doz. in box	.09
Lump, 25 lb. in box	.08
Powdered, 25 lb in box	.08½

Chloride of Lime.

Brockman's, 1's, ℔ lb	7½ 7½
Do ½'s, ℔ lb	8½ 9
Salter's Purity Brand, ex qual. doz	.85

Lye.

Big Bonanza Lye	
Case of 48-1 lb tins	3.30
5 case lots	3.25
Star Scrubbing Lye	
48-½ lb tins, per case	1.75
5 case lots	1.70
Merry War, 4 doz in case	3.10
Merry Nickel, 4 doz to case	1.75
Eagle Lye, 4 doz. in case	3.00
Do 3-case lots	3.50
Do 5-case lots	3.40
Tomson's Red Seal, 4 dz. to cs	4.00
Do 5-lb, 12 5s to case	4.50
American, 4 doz in case	3.25
Do in 5-case lots	3.00
Babbitt's Lye, 4 doz in case	3.25
Do in 5-case lots	3.00



BANNER LYE

Cs., 4 doz	$4.00
Cs., 2 doz	2.00

SPECIAL FREE DEAL

LIMITED

Freight Paid to Country Points

5 Case lots, per case	$4.25
One additional case free	
Net cost	3.54
3 Case lots, per case	4.25
One additional case free	
Net Cost	3.64

Sal Soda.

California, sks	85-90
California, bbls	90 100

Department 11

STARCHES.

RIVERSIDE



Corn.

must be retailed at 8c. 10 1's per lb. ..5½c

Gloss.

48 1's per lb 5½c
16 3's per lb 5¼c
12 6's per lb 6c

FREE.

During June 1 case corn free with each 5 box order, assorted or straight. Must be retailed at 8c.

Corn Starch.

Log Cabin, 40 1s, per pkg	4
Liberty, 40 1s, per pkg	5½
Duryea's, 40 1s, per pkg	7¾
Niagara, 5-box lots, pkg	5½
Niagara, 40 1s	5¾
Kingsford's, 40 1s, pkg	7¾
Lily Corn, 40 1s, per pkg	5¾
Lily Corn, 5-box lots	5½
Lily Corn, 20 1s, per pkg	5¾
Sioux City, 40 1s, per pkg	5¾
Sioux City, 5-box lots, pkg	5½
None Such, 40 1s, per pkg	5½

Laundry Starch.

Elastic Starch, 64/1's, per box	5 00
Celluloid, 64/1's, per box	6 00
Best Gloss, 48/1's, per lb	5½
Liberty Gloss, 48/1's, per lb	6¼
Liberty Gloss, 16/3's, per lb	6¼
Best, 12/6's, per lb	6½
Standard, bulk 40-lb. boxes	3½
Sioux Gloss, 48/1's	5¾
Sioux Gloss, 3's, 16 in box	5¼
Kingsford's S. G., 1's, 40-lb. bx	3½
Kingsford's S. G. 6's, 12 in crate	3½
Kingsford's Pure, 1's, 40-lb. bxs	7¾
Duryea's S. G., 1's, 40-lb. bxs	8
Duryea's S. G. 6's, 12 in crate	8½
Duryea's Superior, 1's, 40-lb. bx	7½
Niagara Gloss, 1's, 40-lb. bx	5½
Niagara Gloss, 6's, 12 in crate	6¼
Niagara Gloss, bulk, 50-lb. bxs	4½
Lily Gloss, 1's, 48-lb. box	5½
Lily Gloss, 6's, 12 in case	6¼
Lily Gloss, 3's, 16 in case	5¼
None Such, 1s, 48-lb. boxes	5½
None Such, 6s, 12 to crate	6
None Such, bulk, 50 lb box	4½

COLUMN 16.

Department 12

Soaps and Washing Powder

Western Star Soap

WHITE PETROLEUM BLEACHING.

100 bars per case $4.10

LASCO KOLD WATA NAPTHOL.

100 Bars per case $4.00

Free Delivery in San Francisco Oakland, Alameda and Berkeley

manufactured by

Los Angeles Soap Co.

San Francisco Office, 115 Davis St.

Telephone Grant 110.



THE BEAVER SOAP CO., Dayton, Ohio.

Grandpa's Wonder Soap.

100 cakes 4-oz $3.60

50 cakes 4-oz 3.50

Powdered Soap.

Grandma's Borax, 24 3-lb. per case $4.00

Grandma's Borax, 60 12-oz. per case 2.40

Peet Bros.

Silk Soap	2.80
Ammonia Benzoline	5.85
Cocoa Borax	4.10
Crystal White	3.95
Lily White (Floating)	3.80

Standard Soap Co.

Top Notch, 100, 10-oz	$3.50
Sunburst, 100 12-oz	3.75
Yellowstone, 100 14-oz	3.75
Marigold, 100 16-oz	3.90
Thomas' Cool Water, 100 13-oz	4.00
Thomas' Cool Water, 20 13-oz	.85
Milo, 100 4-oz., 100 cartons	6.50
Magno "Floating Borax," 100 10-oz.	4.00
Gold Medal Borax, 100 10-oz	5.50
Gold Medal Borax, 20 10-oz	1.15
Purity, "Floating," 5c size	3.90
Purity, "Floating," 10c size	6.25
Purity, "Floating," 10c size, 20	1.30
Electric Mineral, 100 16-oz	5.50
Electric Mineral, 20 16-oz	1.15
Peerless Kitchen, 100 10-oz	3.00
Peerless Kitchen, 20 10-oz	.65

Miscellaneos.

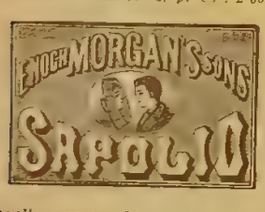
Miller's Naptha, per case. 4 doz. toilet free.	4.35
Fels Naptha, 100 14-oz	4.40
Hot or Cold, 100 10-oz	4.00
Life Buoy, 100	4.00
Mikado, 100 14-oz	3.90
Mikado, 20 14-oz	.85
Lenox, 100	3.00
Lenox, 20	.75
Ivory, 100 10-oz	7.00
Fairbanks Clairette, 100	3.35
Fairbanks' Santa Claus, 100	2.85
Fairbanks' Copco, 100	3.90
Fairbanks' Fairy Oval, 100	3.90
Grandpa's Wonder, large, 50	3.50
Grandpa's Wonder, small, 100	3.60
Peets' Pine Tar, 50	1.90
Peets' Pine Tar, 100	3.75
Babbitt's, 100	4.10
Jergins Pumice, 50 small	1.75
Jergins Pumice, 50 large	3.60
Uncle Sam's Tar, 100 small	3.50
Uncle Sam's Tar, 50 large	3.40
Stryker's Kitchen Soap, 100s	3.50
Stryker's Kitchen Soap, 20s	.75
Pearl, 100, large	4.00

Castile Soap.

La Lune White Castile, lb	7¾
White Virgin, per lb	7¾
White, Conti	14 15
Mottled, Imported per lb.	6½ 7
Clover Leaf White	13
La Boulon	7½

Scouring Soaps.

Bon Ami, 3 doz to cs, pr cs	2 50



Sapolio, scouring, ½ gross box, per box	4 50
Sapolio, hand, ½ gross box, per box	4 50

WASHING POWDERS.

Gold Dust, 24 3's, per case	4.50
Gold Dust, 100/10-oz	4.50
Gold Dust Dust free with 5 at $4 40 for 1 oz.	
Lavarine, 36 1-lb., per case	3.00
Lavarine, 100 5c pkgs	2.50
Pearline, 36 1-lb. pkgs	3.10
Pearline, 100 6-oz pkgs	3.75
Soaperine, 20 3-lb. pgs	3.60
Soaperine, 50 1-lb. pkgs	3.35
Soaperine, 100 ½-lb. pkgs	3.60
Babbitt's 1776 6-oz	2 85
Kleeno, 72/1's	4 50
Kleeno, 24/3's	4.25
Kleeno, 100/1½'s	2.75
Grandma's Borax, powdered 24 3s	4.00
do. 60, 2s8	2 40

COLUMN 17.

Department 13

OILS, PAINTS, ETC.

Coal Oil.

Water white, coal, bulk	12½
Pearl, cases, 25's	18
Astral, cases, 25's	18
Star, cases, 25's	17½
Ex. Star, cases, 25's	20½
Elaine, cases, 25's	26

Gasoline and Benzine.

86° Gasoline, bulk, 25 cases	31
74° Gasoline, bulk 16 cases	22
63° Benzine, bulk, 13 cases	19

Turpentine.

Strictly Pure, cases, 2-5's	56
Do drums or iron bbls.	80

Linseed Oil.

Strictly pure, raw, bbls	gal 60
Do. boiled, in bbls	gal 62
Do. raw, cs, 2-5's	gal 65
Do. boiled, cs, 2-5's	gal 67

Castor Oil.

Baker's AA, cs, 2-5's	1.16
Pure, No. 2, cs, 2-5's	1.05
No. 1, cs, 2-5's	.70

Lard Oil.

Strictly pure, bbls., 75 cs	80
Sup. Win., str., bbls. 65 cs	70
No. 1, bbls. 55 cs	60

Neatsfoot Oil.

Cooper's bbls, 75 cs	80
Extra, bbls, 62½ cases	67½
No. 1, bbls, 57½ cases	62½

Lubricating Oils.

Star Cylinder Oil, bbls, 60 cs	.65
Columbia Cyl. Oil, bbls, 40 cs	.45
Gem Cyl. Oil, bbls, 30 cs	.90
Ruby Cyl. Oil, bbls, 50 cs	.60
Star Engine Oil, bbls, 50 cs	.55
Columbia Eng. Oil, bbls, 30 cs	.35
Paragon Eng. Oil, bbls, 45 cs	.55
Red Eng. Oil, bbls, 27 cs	.32
Star Mach. Oil, bbls, 30 cs	.35
Star Dynamo Oil, bbls, 50 cs	.55
Star Spindle Oil, bbls, 40 cs	.45
Star Sep'tor Oil, bbls, 50 cs	.55
Favorite Sep'tor Oil, bbls, 25 cs	.30

Miscellaneous Oils.

Union Salad Oil	.45 50
Globe Salad Oil	.45 50
Pure Sperm Oil	.75 80
No. 1 Polar	.50 55
China Nut oil, ord'ry	62½
China Nut oil, No. 1	.80

WHITE LEAD.

Pioneer, in kegs	7¼ 8

DRY PAINTS.

Eng. Paris White, bbls.	1.35 1.60
Whiting, bbls	1.00 1.15
Kalsomine, bbls	1¼
Prince's Min'l B'wn, bbls	1.65
Yellow Ochre, bbls	1½
Eng. Ven. Red, bbls	1.50

Department 14

FARINACEOUS GOODS.

Flours.

GLOBE MILLS,

Cor Chestnut and Montgomery

California Selected Wheat,

Barrel

** "Banquet" (fancy patent) $5.05

*** "Silver Star" (patent) 4.65

Blended Wheat,

*"A1" Family 5.15

Entire Eastern Wheat.

Globe, Bakers'

(⅛ bbls. 10 cents per bbl. higher.)

* "A1" must be retailed for not less than $1.40 per ¼ sack.

** "Banquet" must be retailed for not less than $1.30 per ¼ sack.

*** "Silver Star" must be retailed for not less than $1.25 per sack.

FLOURS.

Allen's Boston Brown Bread Flour, 24 pkgs, per case	3.60
Allen's Flour, 10 10-lb bags, per bag	4.50
Cal. Family	$5.05 $5.10
Cal. Bakers', extra	4.80 4.90
Buckwheat, 10-lb sacks, per 100 lbs	$4.50
Self Rising Buckwheat, 10-lb sacks, per 100 lbs	6.00
Graham, 10-lb sacks, per 100 lbs	3 25
Rice, 10-lb sks, per 100 lbs	3.00
Rye, 10-lb sacks, per 100 lbs	3.75
Whole Wheat, 10-lb sacks, per 100 lbs	3 50

Meals.

Yellow Corn, 10-lb sacks, 100 lb.	$2.75
White Corn, 10-lb. sacks, 100 lb.	2.75
Ex. Cream Yellow, 10-lb. sacks, per 100 lbs.	3.75
Ex. Cream White, 10-lb sacks, per 100 lbs.	3.75
Oat Meal, 10-lb. sacks, pr 100 lbs	4.25
Steel-Cut Oat, 10-lb sacks, per 100 lbs	4.50

Pearled Cereals.

Pearl Barley	$6 00
Pearl Wheat, 150-lb bbls	4.40

Rice.

Choice Seed Japan	$0.04
Good Seed Japan	.03¾
Fair Seed Japan	.03½
Fancy Head Rice	5½ .06
Long Grain Rice	04 .05
China No. 1	6
China No. 2	4½

COLUMN 18.

Rolled Cereals.

Rolled Oats, 7s and 10s, pr 100 lbs	4 50
Ex. Crm Rld Ots. 180-lb, bbl	$7.50
Ex Crm Rld Ots, 180-lb, 90-lb sks	7.00
Frld Reid Wheat, 150-lb, bbls.	4 40
Dr. Price's Food, pee case 5-case lots, $3.85	4.00

Sago and Tapioca.

Sago, original sacks, lb	02½ .03
Sago, 48/1's, per doz	.70
Instantaneous Tapioca, 50/1's, per case	5.00
Instantaneous Tapioca, 36 to case	2.70
Tapioca, Flake	.03
Tapioca, repacked, per lb	.04½
One Minute Tapioca, 36 to cs	2.75
Arrowroot, Taylor's Bermuda, 12-lb box, 1, ½ and ¼ lb pkgs, per lb	12½

Miscellaneous.

Groats Oat, 10-lb sks, 100 lbs	$4.50
Groats Buckwheat, 10-lb sks, 100 lbs	10.00
Hominy, lgs, 10-lb sks, 100 lb	3.75
Hominy, sml, 10-lb sks, 100 lbs	4.00
Split Peas (yel.) 25 and 50-lb boxes, 100 lbs	5.50
Split Peas (grn.) 25 and 50-lb boxes, 100 lbs	5.50
German Lentils, per lb	.05½
Cracked Wheat, per 100 lbs	3.75
Farena, per 100 lbs	4.00
Pearl Grits, per 100 lbs	4.25
Capitol Mills Pearled Hominy, bbls	3.00
Capitol Mills Gran. Hominy, bbls	8.50
Capitol Mills New Process B. W. Flour, bbl	9.00
Capitol Mills Steel Cut Oat Meal, bbl	8.50

Breakfast Foods.

Capit'l Mills R'll'd Oats, 36/2's	3.60
Grape Nuts, 1 & 3 doz, pr doz	1.40
Breakfast Gem, case 3 doz	3.60
Wheatine, 36/2's, pr cs	2.75
Germea, 20 4-lb pkgs, pr cs	4.00
Germea, 24 2-lb pkgs, per case	3 10
H-O Buckwheat, 2 doz 3-lb pkgs, per case	3.75
H.-O. Pancake Flour, case	3.90
H.-O. Oats, 24/2's, per case	3.15
Cream of Wheat, 36/2's	5.25
Crespo, 36/2's	2.75



MALTA VITA

36 2s, case $4.00

Our Mothers' Mush, 36 to cs	2.75
Twin Brothers Mush, 36 to cs	3.00
Carnation Wheat Flakes, 24/5's	5.40
A B C Breakfast Wheat, 72/2's	5.00
A B C Breakfast Wheat, 36/2's	2.60
Granola, 24/1's	2.25
Flaked Rice, 24/1's	3.00
Ralston Breakfast Food, 36/2's	4.50
Do. Barley Food, 36/2's	4.25
Do. Health Oats, 36/2's	4.00
Do. Hominy Grits, 36/2's	4.00
Do. Health Crisp, 36 2's	3.60
Do. Select Bran, 24/3's	2.50
Do. Pancake Flour, 36/2's	3.75
Do. Whole Wht Flr, 4/4's	5.50
Quaker Oats, 36 2s	3.90
Scotch Oats 36 2s	3.60
Acme Grano, 20/4's, per case	3.75
Acme Gluten Farina, 24/1's, pr case	1.85
Acme Gluten Flour, 10-lb sks	.80
Acme Wheat Flakes, 36/2's	3.00



Dr. Price's Wheat Flake Celery Food.

Per case... $ 3 75

Pastes (Domestic).

Macaroni, Vermicelli, etc.—	
No. 1 Extra, per box	.27
No. 1 Extra, 15 lbs	.52
No. 1 Extra, 25 lbs	.82
No. 1 Extra, 50 lbs	1.65
No. 1 Extra, 100 lbs	3.30
No. 1 Extra, ½ boxes	.15
Macaroni, Vermicelli & Spaghetti, No. 2	.20
Royal Macaroni, Verm'l & Sp'tti, 24 1-lb pkgs, per case	1.70
Queen's Taste Mac, Verm. & Sp. 12 3-lb cartons i case	2.15
It. Paste, ass'd, ab 25 lbs c, lb	.6½
Royal It Paste, 24 1-lb pkg c, pkg	.8½
Golden Gate Egg Noodles, 24 1-lb. pkgs in case, per cs	1.90
Farina, 24 1-lb pkgs	1.50

Discount 2 per cent for cash only.

COLUMN 19.

Department 15.

SPICES

PURE—Square Tins, Full Net Weight.

	⅛'s	¼'s	½'s	1's	2½ lbs.	5 lbs.	Blk
Allspice	$0 70	$0 95	$1 60	$ 2 80	$ 6 70	$12 75	21
Cinnamon	1 15	1 80	3 30	6 25	15 25	30 00	43
Cloves	90	1 35	2 40	4 35	10 60	20 55	31
Ginger	75	1 05	1 75	3 10	7 50	14 30	23
Mace	1 75	3 00	5 65	10 90	26 95	53 30	73
Mustard	70	95	1 60	2 80	6 70	12 75	21
Nutmeg	1 25	2 05	3 80	7 15	17 60	34 60	49
Pepper	80	1 10	1 90	3 40	8 25	15 85	25
Cayenne	80	1 15	2 00	3 55	8 65	16 85	25
W. Pepper	95	1 45	2 65	4 65	11 75	22 90	34
Sage	70	95	1 60	2 80	6 70	12 75	21
Thyme	70	1 00	1 65	2 95	7 10	13 60	22
Savory	70	1 00	1 65	2 95	7 10	13 60	22
Marjoram	75	1 10	1 85	3 30	7 85	15 10	24
Poultry Seasoning		1 50					

SECOND GRADE—Round Tins, Short Weight.

	¼'s	½'s	1's	2½ lbs.	5 lbs.	Blk.
Allspice	55	1	1 75	3 95	7 60	13
Cinnamon	65	1 20	2 10	4 90	9 50	16
Cloves	55	1 25	2 25	5 20	10 20	17
Ginger	55	1 00	1 75	3 95	7 60	13
Mace	1 20	2 30	4 40	10 50	21 00	34
Mustard	50	90	1 50	3 60	7 00	12
Nutmegs	85	1 70	3 10	7 40	14 60	24
Pepper	60	1 15	2 00	4 55	8 90	15
Cayenne	60	1 15	2 00	4 55	8 90	15
W. Pepper	75	1 45	2 65	6 15	12 05	20
Sage	55	1 00	1 75	3 95	7 60	13
Thyme	50	1 05	1 90	4 25	8 25	14
Savory	60	1 05	1 90	4 25	8 25	14
Marjoram	60	1 05	1 90	4 25	8 25	14

SCHILLING'S BEST SPICES.—Nature's Best.

Square tins. Never sold in bulk.

Small, medium, large sizes have sifting tops except Mustard.

	Small size per doz.	Medium size per doz.	Large size per doz.	Ex. Large size per doz.	Hotel size per tin.
Pepper	.75	1.20	2.20	3.75	.75
Mustard	.75	1.25	2.25	3.90	.81
Must. Comp.	.75	1.25	2.25	3.90	.81
Ginger	.75	1.25	2.25	3.90	.81
Allspice	.75	1.10	2.00	3.50	.73
Cinnamon	.90	2.25	4.25	7.50	1.35
Cloves	.85	1.40	2.60	4.75	.87
Nutmegs	1.60	2.75	5.25	10.00	2.00
Mace	1.75	3.00	5.75	11.50	2.15
Cayenne	.90	1.50	2.75	5.00	.93
Wh. Pepper	.95	1.75	3.25	5.75	1.00
Sage	.75	1.25	2.25	3.90	.81
Thyme	.85	1.40	2.60	4.75	.87
Marjoram	.95	1.75	3.25	5.75	1.26
Savory	.85	1.40	2.60	4.75	.87
Cases contain	4 doz.	4 doz.	2 doz.	2 doz.	1 doz.
Gross weight	22 lbs.	23 lbs.	24 lbs.	40 lbs.	53 lbs.

MUSTARD.

Colman's, ¼'s, 12 lb to box, lb.	.52
Colman's, ½'s, 12 lb to box, lb.	.48
Colman's, 1's, 12 lb to box, lb.	.48
Colman's, 5's, per lb.	.40

Mustard, Prepared.

Small bottles, 2 doz to cs, pr doz	.55
Small straights, fancy, 24 to case per doz	.95
Webb's Glass Top	1.35
Large Dusseldorfer, 2 doz to cs	1.60
In 3-gal kegs, per keg	1.15
In 5-gal kegs, per keg	1.70
Louit Freres, French, doz	2.25
Eddy's Salad Mustard—	
6-oz., 2 doz to case	.92½
8-oz., 2 doz to case	1.35
12-oz., 2 doz to case	2.00
Hirshes Horseradish Mustard—	
10-oz., 2 doz to case	1.25

Department 16

BAKING POWDER AND FLAVORING EXTRACTS.

ROYAL

	1 cs. lot	5 cs. lot	15 cs. lot
¼ lb cans	$ 1 38	$ 1 36	$ 1 34
6 oz cans	1 92	1 89	1 87
½ lb cans	2 57	2 52	2 50
12 oz cans	3 82	3 76	3 72
1 lb cans	4 95	4 85	4 80
2½ lb cans	11 55	11 40	11 28
3 lb cans	13 60	13 34	13 20
5 lb cans	22 35	21 90	21 68

An extra discount of 1 per cent if packed in barrels.

Schilling's Best Baking Powder.

Never sold in bulk.

10-lb. tins, per doz	$39.00
5-lb. tins, per doz	20.00
4-lb. tins, per doz	16.00
3-lb. tins, per doz	12.50
2½-lb. tins, per doz	10.50
16-oz. tins, per gross	$53.00
12-oz. tins, per gross	41.00
8-oz. tins, per gross	28.00
6-oz. tins, per gross	22.50
4-oz. tins, per gross	16.50

TROPHY

4 oz, per doz	$0.95
6 oz, "	1.35
8 oz, "	1.70
12 oz, "	2.35
1 lb., "	3.00
2½ lb., "	7.50
3 lb., "	9.00
6 lb., "	14.50

MISCELLANEOUS.

Home, 10 oz	$0.90
Home, 25 oz	2.00
Home, 50 oz	4.00
Home, 80 oz	6.00
K. C., 10 oz	.85
K. C., 16 oz	1.25
K. C., 25 oz	2.12½
K. C., 50 oz	4.00
K. C., 80 oz	6.50

COLUMN 20.

Cream Tartar.

Standard, bulk, 30-lb box	.27
Standard, 12 1-lb tins	.28
Pure, bulk, 30-lb box	.38
Pure, 5-lb tins, per lb	.33
Pure, ½-lb tins, per doz	5.00

SODA.

Churches, A. & H., or Dwight's Cow Brand, 60 lbs. to case.

1-lb	per lb. $0.05
½-lb	per lb. .05½

EXTRACTS FLAVORING.

GUITTARDS' "PURE"

per doz	2 oz	4 oz	6 oz	8 oz
Vanilla	$2 50	$4 75	$7 00	$9 00
Lemon	1 75	3 25	4 50	6 00

Net weight. Patent Sprinkler Tops

Schilling's Best Extracts.

Triple Strength, Pure and Uncolored Sprinkling Tops.

Net weight. Never sold in bulk.

	Lemon and Vanilla and Others. per doz.	Lemon and Vanilla Rose. per doz.
1 oz	1.30	1.35
2 oz	2.00	3.00
4 oz	3.75	5.75
6 oz	5.50	8.50
8 oz	7.25	11.00
16 oz	14.00	21.50
32 oz	27.00	42.00

Souder's Flavoring Extracts.

Price per gross.

	2 oz.	4 oz.	8 oz.
Reg. Lemon	9.00	18.00	54.00
Reg. Vanilla	14.40	28.80	72.00
XX Lemon	18.00	36.00	72.00
XX Vanilla	21.00	42.00	84.00
Asrtd Flavors	18.00	36.00	72.00
Rose Coloring	18.00	36.00	.....
Yellow Colrng	18.00	36.00	.....
Jamaica Gngr	18.00	.....	.....

Assorted flavors contain strawberry, pineapple, orange, almond, rose, etc.



"Vanilla" Extracts.

Lemon, 2 oz., per doz. $2.00
Vanilla, 2 oz., per doz. 2.00
Assorted Flavors, per doz. 2.00

COLUMN 21.

Department 17

CANDIES.

Lozenges.
(5-lb. boxes.)

XXX Peppermint, pails	13 14
Thin Peppermint	.16
T. T. Peppermint	18
Druggist Peppermint	25
Musk, fluted, pails	.20
Cinnamon, Lemon, Sassafras, Rose	.16
Midget Fruit	.20
Conversation and Hearts	.15
Lilliput Conv. Hearts	17
Midget Conv. Lozenges	18
Crown T. T. Lozenges, 24 5ct. pkgs	.80
Aurora Lozenges, 24 5ct. pkgs	.80
Cough Troches, 5 lb bxs	.25
Eagle Wafers, Peppermints, Wintergreen	.25

Mixed Candy.
(30-lb. pails.)

Plain Mixed	8½
Pacific Mixed	10
Royal Mixed	12½
Grocers' Mixed	10
Yankee Mixed	13
American Mixed	13
Fancy A, Mixed	14½
Fancy C, Mixed	14
French S, Mixed	16
French No. 1, Mixed	18
French Extra Mixed	20
Lady, Mixed	15
Broken Mixed	9

Steam Panwork.

Anis Seed	.22
Aromatic Cachous	.18
Assorted Berries	.16
Assorted Dragee	.14
Assorted Imperials	.16
Assorted Small Seeds	.22
Birds' Eggs	.16
Boston Baked Beans	.17
Burnt Peanuts	.18
Burnt Almonds	.25
Caraway Seed, smooth	.22
Caraway Seed, pearled	.22
Celery Seed	.22
Cinnamon Beans, large red	.15
Cinnamon Beans, Imperials	.16
Coriander Seed, pearled	.32
Jelly Beans, pails	12½ 14
Jelly Birds' Eggs	.16
Jelly Cranberries	.16
Jelly Limes	.16
Jelly Raspberries	.16
Jordon Almonds, fine	.45
Jordon Almonds, imitation	.18
Licorice Beans	.15
Red Hots	.25
Ringed Marbles	.16
Sugar Coated Licorice Tablets	.20
Sugar Almonds	.25
Sugar Plums	.16

Stick Candy.
(30-lb. pails.)

Assortment: Peppermint, Lemon, Rose, Clove, Anis, Cinnamon, Sassafras, Vanilla, Pineapple, Wintergreen 8½

Hoarhound	9
Hoarhound, wrapped	.11
Peanut Sticks	.13
Peanut Sticks, wrapped	.13
Cocoanut Sticks	.13
Cocoanut Sticks, wrapped	.13

Taffies.

Peanut Taffy	.15
Peanut Flake	.15
Peanut Squares	.14
Cocoanut Taffy	.15
Cocoanut Squares	.15
Chunks: Vanilla, Rose, Chocolate, Lemon, Molasses	.14
Broken Taffy of broken chunk	13

Drops and Lumps.
(30-lb. pails.)

Mixed Drops and Lumps	8½
Molasses Peppermint Lumps	.11
Hoarhound Drops	.11
Crystal Rocks	12½

Gum Goods.
(5-lb. boxes.)

A. B. Gum Drops, assorted	9
A. B. Gum Drops, Licorice	9
A. B. Gum Drops, Crystalized	.11
A. B. Bonbons, plain, in bbls	7
A. B. Bonbons, fancy, in bbls	7½
A. B. Bonbons, fancy, crystallized, 5-lb. boxes	.14
A. B. Fruits	.18
Royal Gum Drops	.15
Genuine Gum Drops, hard	.25
Jelly Squares, assorted	.14
Bijou Sticks	.18
Spiced Jelly Drops	.20
New Turkish Figs	.16
Fig Paste, plain	.17
Fig Paste, tricolor	.18

Cream Goods.
(5-lb. boxes.)

Fondans Creams	.14
Hand Dipped	.19
Hand Dipped, with nuts on	.21
Fruit and nut ices	.18
Cream Peppermint	20
Crushed Fruit Bonbons	.30

Chocolates.
(5-lb. boxes.)

Chocolate, plain	.14
Chocolate, Hand Made	20
Chocolate Dipped Bonbons	20
Chocolate Dipped Bonbons, with nuts	22
Chocolate, Climax, 30-lb pails	.16
Chocolate Chips	.23
Chocolate Nonpareil Drops	20
Chocolate Wafers	22
Chocolate Cream Tablets, 30 in box	1 10

COLUMN 22.

Marshmallows, Nougats, Etc.

Occidental Marshmallows, 5-lb tins	.28
Occidental Marshmallows, 3-lb tins	.30
Dipping Marshmallows, 5-lb. boxes	.25
Angel Food, 5-lb. boxes	.20
French Nouget, 30 5c slices in box	1.00
Walnut, Apricot, Spanish Nouget, 5-lb boxes, per lb	.25

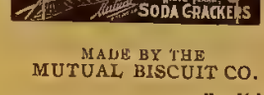
Sundries.

Opera Caramels	.19
Rock Candy, white & red	.15
Rock Candy, brown	16
Licorice Drops	.20
Licorice Sticks, 16 to lb	.28
Locorice Tablets, 5 lb bxs	.25
Licorice Tablets, 24 5c bxs	.80
Licorice Penny Sticks, 100 in box	.65
Buttercups, 5-lb tins	.2

CHEWING GUM.

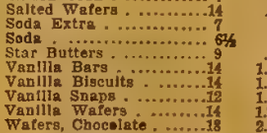
	Single	Box
Sweet Wheat, per box		.50
Tutu Sugar Plum, box		.55
Yankee Spruce, 20 pcs		.55
Sen Sen, 20 pcs		.55
Red Rooster, 20 pcs		.55
Sweet Heart, 20 pcs		.55
Newton's Pepsin, 20 pcs		.55
Bloodberry, 20 pcs		.60
Pepsin Sticks, 20pcs		.60
Chiclets, 40 5c pkgs		1.25
" 3-lb. boxes		1.35
" 10 10c pkgs		.80
" 12 25c pkgs		2.00

CRACKERS.



MADE BY THE
MUTUAL BISCUIT CO.

	lb.	⅛ box
Almond Drops	15	
Animals	12½	$1.20
Arrowroot	14	1.50
Assorted	12	1.15
Assorted, extra	14	1.30
Assorted, fancy	20	1.75
Assorted Wafers	16	1.90
Assorted Jumbles	14	1.25
Boston	9	.60
Butters, Mutual	10	.70
Butter Scotch	14	1.50
Butter, Star	9	.60
California Lunch	9	.90
Champion	9	.65
Chips, Mutual	14	1.10
Chocolate Biscuits	16	1.80
Chocolate Fingers	15	1.50
Chocolate Wafers	18	2.15
Cocoanut Bonbon	14	1.25
Cocoanut Finger	15	1.50
Cocoanut Marshmallows	15	1.50
Cocoanut Taffy	15	1.80
Cocoanut Wafer	16	1.50
Coffee	12	1.25
Coffe Iced	15	1.35
Cornhill	10	1.10
Cracker Meal	6	1.10
Currant Cakes	1	1.10
Egg Jumble	14	1.25
Fruit Biscuits	14	2.40
Ginger Cakes	1	1.40
Ginger, Nut	1	1.40
Ginger Wafers	14	1.75
Graham	10	1.20
Graham Gem	9	.75
Graham Unsweetened	9	
Honey Fingers	14	1.25
Honey Pumbles	12	1.00
Honey Drops, spiced	15	1.60
Honeysuckle	16	
Jelly Fingers	16	1.50
Jenny Lind	12	1.10
Lady Fingers	15	1.30
Lady Fingers Iced	16	1.40
La Grande	11	1.10
Lemon Biscuit	14	1.25
Lemon Brittles	14	1.35
Lemon Snap	12	1.20
Lemon Wafers	14	1.75
Macaroon Almond	40	
Mutual Flakes	14	.90
Mutual Tea	15	1.60
Nic Nac, No. 1	10	1.10
Nic Nac	12½	1.25
Oysters	8	.70
Peoples Mixed	12½	1.25
Pilot Bread	4	.55
Pilot Bread Extra	5	.65
Pilot Saloon	7	.80
Ping Pong	16	1.50
Raisin Cake	12	1.10
Saloon Pilot	7	.80
Saloon Soda	7	
Salted Wafers	14	.90
Soda Extra	7	
Soda	6½	
Star Butters	9	.60
Vanilla Bars	14	1.40
Vanilla Biscuits	14	1.25
Vanilla Snaps	12	1.20
Vanilla Wafers	14	1.75
Wafers, Chocolate	18	2.15
Wafers, Ginger	14	1.75
Wafers, Lemon	14	1.75
Water Wafers	12	.90
Walnut Creams	16	1.50



COLUMN 23.

Department 18.

FANCY GROCERIES.

Snider's Baked Beans.

No. 1, 90c doz.; 4 doz. in case
No. 2, $1.40 doz.; 3 doz. in case
No. 3, $1.85 doz.; 2 doz. in case

Bouillion Capsules.

Anker's, 10 capsules in box, per doz boxes 2.75

Capers.

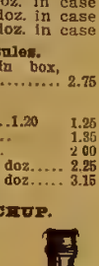
Capotes, 1 dz in cs	1.20	1.25
Nonpareil, small		1.35
Do large		2 00
"White Label," 6-oz, doz		2.25
"White Label," 10-oz, doz		3.15

TOMATO KETCHUP.

Catsups

Snider's

Qts., per doz.. $3 75
Pts., " 2 40
½-pints, per doz. 1 40





CAMPBELL'S

(¼ Pts. Condiments)

2 dozen to case

Tobasco Ketchup dozen $1 15

Tomato Ketchup, dozen..... $1 15

Salad Dressing, dozen 1 15

Chili Sauce, dozen $1 15

Assorted cases, dozen..... $1 15

Miscellaneous.

Our Mother's Ctsp ½-pt, doz	1 40
Our Mother's Ctsp, pts, doz	2 30
Blue Label, 25 ½ pts to cs	3 10
Blue Label, 25 pts to cs	5 00
Blue Label, 12 qts to cs	4 00
Mother's Own, pts	1.50
½ pts	.90
London's Rockaway, Pts., doz	2.25
Sailer's "Purity," doz	.90
H. B. Catsup, pts	2.15
" " ½-pts	1.25

Chocolate and Cocoa

CHOCOLATES.

Baker's.

German Sweet, 6-lb boxes, ⅛s and ¼s	2
Eagle, 12/1s	23
Premium, 12/1s	28
Vanilla, 12/1s	41
Powdered, ¼s, ⅛s, 1s, 12/1b. boxes	26

Subject to quantity discount.

Huyler's.

Vanilla, 12-lb. boxes	36
Premium, 12-lb. boxes	33

Lowney's.

Cream Cakes, per box	80
Ice Cream Drops, per doz	75

Ghirardelli's.
In paper

Eagle, 24 1-lb	21
Eagle, 12 1-lb	21½
Eagle, 12 ½-lb	22½
Eagle, 12 ¼-lb	24
Crescent, 6 6 to lb	17
Crescent, 12 5 to lb	16½
Cal, Sweet, 6 6 to lb	21½
Cal. Sweet, 12 6 to lb	21
Monarch, 12 1&½-lb	26
Monarch, 12 1-lb	25
Monarch, 12 ½-lb	27
Star, 24 1-lb	19
Star, 12 1-lb	19½

Ground.
In tins

Ghirardelli's, 12 1-lb tins	26½
Ghirardelli's 24 1-lb tins	26
Ghirardelli's, 60 1-lb. tins	25½

In delivery cases.

Ghirardelli's 60 3-lb tins	24
Venard's, 24 1-lb tins	21
Venard's, 60 3-lb tins	20
Miner's, 12 1-lb tins	22½
Miner's, 24 1-lb tins	22
Miner's, 20 3-lb tins	22

5 per cent off on 120-lb. lots

COCOAS.

Baker's Bkfst, 6/1's&½'s	36
Van Houten's, ¼'s and ½'s	35
Van Houten's, 1's	30
Royal Dutch, 12/¼'s	80
Royal Dutch, 12/½'s	75
Royal Dutch, 12/1's	70
Epp's, 14/½'s	40
Fry's, 12/½'s	39
Webb's, 6/½'s	23
Lowney's, 6/½'s	37
Ghirardelli's Bkfst, 6/½'s	38
Ghirardelli's Bkfst, 12/½'s	37½
Ghirardelli's Imprl, 6&12/½s	56
Miner's Bkfst, 6/½'s	37
Miner's Bkfst, 6/1-5's	38
Menier's, 1 ⅛s	47

COLUMN 24.

Condensed Milk

BORDEN'S CONDENSED MILK CO.



Gail Borden Eagle Brand	6.80
In 5-case lots	6.65
Pony	2.35
Challenge	4.70
Floral	4.65
Dime	3.75
Rose	4.40

(Each of above Brands 4 doz. in case)

Borden's Malted Milk, Trial Size, per doz. 90



Borden's Pioneer Brand Evaporated Cream

Large Cans, 4 doz. in cs 3.75
Peerless 4.70
Yacht 3.25
Family Size, 4 doz. in case.
Quarts, 2doz. in cs

ALL ABOVE BRANDS GUARANTEED



CARNATION CREAM

20 oz. cans 4 doz
Per case 4 00
5 cases 3 95
25 cases 3 90
50 cases 3 85

25c rebate from factory on return of jobber's dup. bill and signed contract



LILY

(large tin)

1 to 10 cs. .. $3 90
10 to 25 cs. 3 85

Helvetia Milk Condens'g Co.



Originators Evaporated Cream
Highland Evaporated Cream 4 doz in box $4.10
Baby Pet, 6 doz..... 3 00
Pet, reg., 4 doz., per case..... 3 35

Miscellaneous.

St. Charles, 4 doz., in case	$4 60
St. Charles, 5-case lots	4 50
Horlick's Malted Milk, doz	4 50
Jersey, 4 doz. per case	3.50

Cereal Coffee.

Fig Prune, per doz	$2 25
Postum, 24/½'s, per doz	1 35
Postum, 12/1's, per doz	2 25
Postum, 36/1's, per doz	2 25
Grains, 12, 2s	2.75

Chutney.

Chutney, asst, qts	$6 25
Chutney, asst, pts	3 75
Chutney, Major Grey, qts	6 50
Chutney, Major Grey, pts	4 25
Ban-ki-pore, pts	3 00

Cranberry Sauce. doz.

Anderson's 2s, 2 doz box	2.00
Tea Garden, 2s, gls, 12 box	4.00
Tea Garden, 1s, gls, 24 box	2.25
Cape Cod, 2 lb, gls, 12 box	3.50
Cape Cod, 1 lb, gls, 24 box	2.00
Home Made, 1s, 2 doz box	2.15
do 2s, glass, 1 doz box	4.00

COLUMN 25.

ALPINE

EVAPORATED CREAM

Per case

1 to 5 cases, 4 doz. to case	$3.60
5 to 10 " " "	3.55
10 to 25 " " "	3.50

Gallons

1 to 5 cases, 6 to case	3.35
5 to 10 " " "	3.30
10 to 25 " " "	3.25

Midgets, 8 doz. to case
1 to 5 cases, $3.90 | 5 to 10 cases, $3.85
10 to 25 cases, $3.80

Alpine Evaporated Cream Co.

Factory
HOLLISTER, CAL.

Office and Salesroom
95 Market Street
Rooms 212-213
San Francisco, Cal.

Phone: **Main 3443.**

Cottolene.

2's, 4's or 10's, per cs. of 60 lbs	7.00
5-case lots	6.90
10-case lots	6.85
25-case lots	6.75

With 2½ cases, ½ case free.
" 5 " 1 " "
" 10 " 2 " "

Price $7.50, $7.40, $7.35.

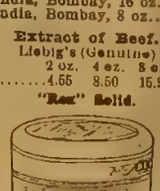
Curry Powder.

Cross & Blackwells, 2 oz	1.35
do 4 oz.	2.35
Do 8-oz	3.65
Do 16-oz	6.20
East India, Bombay, 16 oz	5.00
East India, Bombay, 8 oz	3.25

Extract of Beef.
Liebig's (Genuine)

	2 oz.	4 oz.	8 oz.	16 oz.
doz.	4.55	8.50	15.90	29.75

"Rex" Solid.



2-oz., doz. ... $3.96 8-oz., doz. ... $13.27
4-oz., doz. ... 7.20 16-oz., doz. .. 24.75

Marshall's

2 oz., per doz. $2.40

Gelatine.

Knox's, per doz.	1 20
Knox's, per gross	14 00
Cox's, per gross	12 00
Keck's, per doz	1.10

Ginger (Preserved).
½ doz jars in cs, per cs. .. 2.25

Lemon Sugar.

Gilt Edge, 24/½s, per doz	1.37½
Gilt Edge, 24/1s, per doz	1.85

Lime Juice.

Tahita, 24/8-oz, per doz	$1.25
Tahita, short measure, 16-oz	1 50
Tahita, full measure, 16-oz	1.75
Tahita, full measure, 32-oz	3.50
Tahita, bulk, gal	1.00

Mushrooms. doz.

Le Court, 100 to cs	$2.25
La Forrest, 100 to cs	2.75
Hotel, 100 to cs	1.85
Fancy Stuffed, pts	4.00

COLUMN 26.

OLIVES.

OLIVES IN BULK.

	25 gl.	10 gl.	5 gl.	3 gl.
Ex. No 1, Qu'a.	1 10	11 50	6 00	$3 75
Lge No 1, "	1 00	10 50	5 00	3 25
No 1 Qu'a "	85	8 75	4 75	2 90
No 2 "	85	8 75	4 50	2 85
Manzanilla	70	7 25	3 75	2 40

Extra charge for kegs & barrels.



Olives

SEVILLE PACKING CO.

White Label Queen Olives—

28-oz., per doz.	$5.50
18-oz., "	3.75
6-oz., "	1 25

Pim-Olas

8 oz, 2 doz, per cs, per doz	$6 10
1w " " "	3 55

Baby Pim-Olas

10-oz, 2 doz. in case, per doz.	$2.50
6-oz, 2 doz. in case, per doz.	1.50

Olive Oil

NICELLE

	Case
½ pints, 4 doz.	$9 00
Pints, 2 doz	8 55
Quarts, 1 doz.	7 85
22-oz.	9 00



CRYSTAL BRAND OLIVE OIL.
Pure California Products.

7-oz.
Per doz...$2.40
3 doz..... 6.75

14-oz.
Per doz... 4.50

Quarts.
Per doz... 7.25

Put up by
G. O. Ryden.

MISCELLANEOUS

Golden Gate, in gal tins, per gal	1 80
" ½ " "	1 85
" ¼ " "	1 90
Pala Grove, pure Cal., qts. .. dz.	7 75
Cooper's qts., ₩ doz.	10.00
Cooper's pts. ₩ cs of 2 doz.	10.00
Antonini, J.P.S., qts, Wcs.	7.40
Do 1¾-gal. tins, ₩ tin.	2.90
Duret, qts, pts, ₩ doz ca.	6.00 7.00
Lucca, Crosse & Blackwell's qts.	7.50
Lucca, Crosse & Blackwell's pts, 2 doz.	8.25
Lucca, Crosse & Blackwell's ½ pts, 3 doz.	7.25

Salad Oil.

Durand Oil.

Quarts, 1 doz. to case, per case.	$1.65
Pints, 2 " " " "	1 75
½-Pts., 3 " " " "	1.85

Puritan Salad Oil

Quarts, 1 doz. to case, per case	1.90
F. Dubec & Fils, 1 dz qts, per case	1.50
Imitation Lucca, qts	1.50

"Primrose" Salad Oil.

Tierces, about 50 gal. gal.	$ .40
1 gal tins, 10 to case, gal.	.70
5 gal tins, 1 to case, gal.	.45
½ gal tins, 50 to cs., gal.	.75
Quart bottles, 12 to cs, doz	1 85
Pint bottles, 24 to cs, doz	1.00
½ Pint bot., 36 to cs, doz.	.85

Paprika.

Gordon Packing Co.

1-16 lb	doz	½ lb.	doz 6 00
¼ lb	doz	1 lb	doz
¼ lb	doz	Bulk, lb.	

Peanut Butter

Heron's, 2 doz to cs, per dz. 2.40

Peels.

Citron, 25-lb box	$ 13½
Citron, 10-lb box	14
Lemon, 25-lb box	11½
Lemon, 10-lb box	12½
Orange, 25-lb box	11½
Orange, 10-lb box	12

COLUMN 27.

PICKLES.

Gordon Packing Co.

California—Mixed or Plain.

No. 1, bbls, per gal.	$0.24 to $0.27
No. 1, ½ bbls, per gal.	.26 to .29
No. 1, 10-gal keg, p kg.	2.25 to 2.45
No. 1, 5-gal keg, p keg.	1.15 to 1.25
No. 1, 3-gal keg, p keg.	.80 to .85
No. 2, bbls, per gal.	.22
No. 2, ½ bbls, per gal.	.24
No. 2, 10-gal keg, per keg.	2 10
No. 2, 5-gal keg, per keg.	1 05
No. 2, 3-gal keg, per keg.	.80
No. 3, bbls, per gal.	.14
No. 3, 10-gal keg, per keg.	1 15
No. 3, 5-gal keg, per keg.	.60
No. 3, 3-gal keg, per keg.	.55

SWEET—"PACIFIC."

Bbls, ₩ gal	51
½ bbls, ₩ gal.	53
10-gal keg, per keg.	5.00
5-gal. keg, ₩ keg	2.75
3-gal. keg, ₩ keg	1.75
Square, 1doz ½-gal. ₩ doz.	2.25
Square, 2 doz ¼-gal, ₩ doz.	1.60
Square, 4 doz ⅛-gal., ₩ doz	1.25
Round, qts, ₩ doz.	3.75
Round, pts, ₩ doz.	2 50
Round, ½ pts, ₩ doz.	1.75

Crosse & Blackwell's.

	Doz.
Mxd Pkls, pat tops, pts.	4.15
Mxd Pkles, Pat tops, ½ pt.	2.50
Mxd Pkls, corks, pts.	3.95
Chow Chow, pat tops, pts.	4.15
Chow Chow, pat top, ½ pt.	2.50
Chow Chow, corks, pts.	3.95
Onions, pat tops, pts.	4.15
Onions, pat tops, ½ pts.	2.50

Root Beer



Less 5 per cent. on gross lots

Hires', case of 1 gr.	20 00
6 doz. lots	10 00
2 "	5 00
1 "	1 75

Hires' Carbonated Root Beer cs of 2-dz pt bottles, patent tops, per cs $2.00 in 5 case lots 1 95

Hires' Carbonated Ginger Ale Per case 2 00
5-case lots, $1.95.



Hires' Rootbeer Carbonated and Ginger Ale empty bottles, if returned to Koehn-Patrick Company, will be received by them at 25c. per case of 2 doz. bottles (with case) Delivered at San Francisco.

COLUMN 28.

Saratoga Chips.

(Less 5 per cent)

Boxes, 15 and 30-lb, per lb.	$0.20
Cartons, 6-oz, 2 doz in cs, doz	1.30

SAUCES.

SNIDER'S SALAD DRESSING



Pints, 1 doz. in case, doz. $2.75

Hlf-Pts, 2 doz. in case, doz. 1.75



Snider's Oyster Cocktail S'ce pints, 2 doz to c'se, doz .2 40

Same gallon jugs, 6 to case, per gal. 1 80

Snider's Chili Sauce, pints, 1 doz. to c'se doz 2 40

Same, half pts 2 doz. to c'se doz 1 45

Bayle's Tabasco Pepper Sauce, in cases, 6, ½-doz. boxes, per doz. $3 00
boxes of 12 bottles, per doz. 3.50

Holbrook's W'cestershire, ½'s. 2.40
Do pts. 4.00
Do qts.
*Lea & Perrin's Worcestershire, sma" 2.75
*Lea & Perrin's Worcestershire, medium 5.00
*Lea & Perrin's Worcestershire, large 8.25
*5 cases 5c ₩ doz less.
Ban-ki-por, ½ pts, 2 doz case, per doz 2.40
Ban-ki-por, pts, 1 doz case. 3.80
Tobasco, McIlheny 4 00
Tobasco, New Iberia 3.50
Braunhardt's:
Tropical, ½-pts, 2 doz. per case 4.50
" pints, 2 doz. " " 8.10
Bengal Worcester, ½ pt. .55
Bengal Worcester, pt 1.05
Pepper, sprinkle top, ½ pt. 2.00
Superior Pepper, small .75
Superior Pepper, large 1.50

Pure Food Pk'g Co.

Worcester Sauce, London Club, ½ pts, do .75

Salad Dressing.

Durkee, small, 2 doz, ₩ doz.	2.55
Do large, 1 doz, ₩ d.	4.80
Do picnic size, 4 dz, ₩ ds.	1.00
My Wife's. 1 dz. 16-oz. case.	2.75
My Wife's. 2 doz. ½ pt. cs.	3.40

Alpha Salad Cream.

Jumbo, 1 doz. to case, per case.	4.25
Do large, 2 doz. " "	4.70
Do picnic, 2 " " "	2.50

El Paso Manfg. Co.
1653 Mission St.

Manufacturers

Flavoring Extracts
Fruit Juices
Syrup
Salad Dressing
Bluing
Ammonia

Meat and Salad Dressing, doz. .90

COLUMN 29.

SOUPS.



CAMPBELL'S (1-lb. Condensed). Packed 48 1-lb. cans to case. Straight cases of any variety, or following assortment:

8 Tomato, 6 Vegetable, 4 Ox Tail, 3 Mock Turtle, 3 Chicken Gumbo, 2 Tomato Okra, 1 Julienne, 2 Beef, 2 Consomme, 2 Pea, 2 Celery, 2 Vermicelli-Tomato, 2 Clam Chowder, 2 Mutton Broth, 2 Bouillon, 3 Chicken, 2 Mulligatany.
Price, per doz, any variety .$0.90

Miscellaneous.

Snider's Tomato—$1 lb tins 2 doz. in case, per d.	$2.80
Same—2 lb tins 2 doz. in case, per doz.	1.35
Van Camp's assrtd, per doz.	.90
Van Camp's straight, per doz.	.90

SALT.



LESLIE SALT.

Free Running—

Cartons, 20 5s	$ 2.50
Cartons, 24 3s	2.00
Cartons, 48 2s	2.75
Caddies, 50 2s	3 60

Velvet Grain—

Bales, 50 3s	1 50
Bales, 30 5s	1.50
Bales, 15 10s	1.50
Bales, 8 20s	1.50
50-lb sacks, per ton	18.00

H. B. K. Liverpool.

Bales of 75, 2's, per bale	$1.25
Bales of 40, 4's, and 15 10's	2.0
Bags, 200s (50s $5), per ton	7.50

Rock Salt.

Half-Ground, 100-lb sacks, per ton	$4.25
Stock, 100-lb sacks, per ton	4.00
Liverpool Lump, per ton	13.50
Cal. Table and Dairy, pr bale.	1.0
Cal. Table and Dairy, 50's, per ton	6.25

Package Salt.

Shaker Salt, per doz.	$0.90
R. S. V. P., 3's, 24 to cs, p. cs.	2.25
R. S. V. P., 5's, 20 to cs, p. cs.	2.75

Celery Salt.

Mertens, 1 doz in box. 1.05

Sauerkraut.

Barrels, per lb.	.02¾
½ bbls	.03
¼ bbls	.03¼
3-gal kegs, per keg	.90
5-gal kegs, per keg.	1.15
10-gal kegs, per keg.	2.25
2-lb tins, 2 doz in cs, doz.	1.35
2½-lb tins, 2 doz in cs, doz.	1.60

COLUMN 30.

SPANISH DELICACIES.

Specialties of the **Spanish-American Food Co.**
149-155 Fremont St.
Medal Goods, Paris Exposition.



TAMALES. Doz.

I. X. L., W. G. M. and Kapp & Sheet Brands.	
No. 1 Boneless Chicken Tamales in key-op. cans	1.30
No. 2 Not Boneless Chicken Tamales in key op. cans	1.00

Spanish-American Brand.

Beef Tamales in key op. cans	.95
Extra Special Boneless Tamales in key op. cans	1.60
Chili Con Carne, 1 lb.	1.20
Enchiladas, in key-opener cans	1.20
FRIJOLES, 1 lb	.90
Tripe, Spanish style, 1 lb	1.25
Minced Deep Sea Clams, 1 pt.	1.00
Minced Deep Sea Clams, 2 pt	1.65
Clam Juice, 1 pt.	.95
Clam Juice, 2 pt.	1.50
Cal. Baked Beans, tomato sauce, 1 lb., 4 doz in case.	.85
Cal. Baked Beans, tomato sauce, 2 lbs., 2 doz to case	1.35
Cal. Baked Beans, tomato sauce, 3 lbs. 2 doz to case	1.75

Chili Beans (Tamale Sauce) 1 lb, 4 doz to case	.85
2 lb, 2 " "	1.35
2 lb, 2 " "	1.75
Deviled Oysters, for Sandwiches 4 doz to case	1.40
Pate Chicken Liver for sandws. 4 doz. to case	1.40
Macaroni and Cheese, with Tomato sauce, 1 lb, 4 dz, ea.	.90

Concentrated Soups.

Pints (20 kinds).....doz. .90
Beef, Tomato, Ox Tail, Mock Turtle, Mulligatawny, Rice Tomato, Consomme, Green Pea, Bean, Clam Chowder, Vegetable, Chicken Rice, Chicken Barley, Chicken Giblet, Chicken Gumbo, Cream Chicken, Cream Celery, Beef Bouillon, Chicken Bouillon, Clam Bouillon.
Quarts (9 kinds)...doz. $1.85
Chicken, Beef, Mock Turtle, Ox Tail, Tomato, Mulligatawny, Vegetable, Clam Chowder, Cream of Celery.

Truffles.

Rilhac, 100/¼'s, per doz.	12.00
Rilhac, 100/ 1-16's, per doz.	3.00
La Forrest, 100/¼'s, per doz.	17.00

Vinegar.

	½ Bbl.	10 gal.	5 gal.	3 gal.
30 grain	08	10	1 15	65 50
40 grain	10	12	1 35	75 60
50 grain	12	14	1 70	90 80
60 grain	14	16	2 00	1 10 95
80 grain	16	18	2 65	1 50 1 25
90 grain	18	20	3 50	1 85 1 65
100 grain	20	22	3 85	2 10 1 85

Hammond's Vinegar.

Salad, qts, per doz. 1.35

Yeast Cakes.

Great Western	1.00
Gillett's Magic	1.20
Yeast Foam	1.20

Pure Oregon Apple Cider Vinegar.

Bbls.	22c gall n
½-bbl.	24c "

Guaranteed.

COLUMN 31.

Department 19.

GROCERY SUNDRIES.

Axle Grease.

H. & L., per case.....$1.50
C. & S., 2-doz case, per case... 2.00
" 5 cs lots.... ... .1.95
" 10 cs lots.....1.85
Frazer's, 2 doz tins, per case..2.25
Frazer's, 4 doz wd, per case... 3.60
Frazer's, 15-lb palls..... .85
Mica, 3 doz tins, per case..... 2.25

Paper Bags.

Automatic, Self-opening, 500 in pkg. List.

¼-lb . .....$1.00 3-lb 4.80
½-lb . . .. 1.20 10-lb 5.20
1-lb . ..... 1.60 12-lb 6.20
1½-lb . . ... 1.70 14-lb 8.30
2-lb . ..... 2.00 16-lb 9.00
3-lb . . .. 2.50 20-lb 10.00
4-lb . ..... 2.90 25-lb 11.00
5-lb . . .. 3.40 30-lb 12.00
6-lb . ..... 4.00 35-lb 15.00
7-lb 4.40

Discounts from above List:
(Cheapest).....50 pct and 5, 10's
Eagle or Equal....50 pct and 2, 10's
White Fibre, or any white bag, ...50 pct and 1, 10's
Mikado (striped) .....40 pct
Sugar Bags, broad bottom, lb....06
Lion, 40 per cent and 1....1.10

Bluestone.

Barrels, per lb (5 bbls 5½c) .$0.05¾

Bathbrick.

Bristol, 2 doz, per case (25 case lots 67½c) $0.85
Powdered, 20 1's, per case 1.15
Powdered, 40 ½'s, per case 1.25

CANDLES.

Adamantine.

Schneider's 10 oz, 20's.....$0.07
Schneider's 12 oz, 20's..... .08½
Schneider's 14 oz, 20's..... .09½
Parafine, 20 1 lb. cakes...1.95
do, 5 bx. lots.....1.85
do 40 1 lb cakes.....3.90
do 5 bx lots.....3.75
do 100 1 lb cakes.....9.75
do 5 bx lots.....8.75
P. & G. Adamantine, 10 oz. 8¼
do 12 oz. 9¼
do 14 oz. 10½
Yacht Club Quartz Candles
20 sets 14 oz..... .10
40 sets 14 oz. ..... .09¾

Stearic.

Schneider's 14 oz 20's or 40' .12
Schneider's 16 oz 20's or 40's. .13½

Paraffine, Etc. Per lb.

4s, 6s, in cartons of 36-lb bxs..10¼
12s, in cartons of 36-lb bxs.....10¾
½-lb, in cartons of 25-lb bxs...10¼
1-lb, in cartons of 25-lb bxs....10¼
Colored 1c higher.

Beeswax, pure for churches.. 40
Do No 2..... 30
Do No. 3..... 25
Christmas, all sizes.....$ 8½
Do holders, ⅜ gross. 85
Wax Tapers, ⅜ doz pkgs (⅜ gross 8.00).....65 75
Night Lights, German, on pap & wd, (doz 40)..... 65
Do French, on tin, doz.. ..... .50, .75, 1.10

Cordage.

Basis price: Manila 14½c. Sisal 9¾c (5,000 lbs ¼c, and 10,000 lbs ½c less.)

Egg Pood.

Pratt's, 26-oz, 2 doz in cs....$2.25
Wellington's, 1-lb, 2 doz box.. 2.00

Fly Paper.



Fly-Net, Per case $2.60
Magnet, per case.....$2.50
Tanglefoot, per case..... 2.90
Tanglefoot Holders, per case of 50 75

Fruit Jars.

(Net cash — no discount)

Mason's, pts, per gr..... 7.35
Mason's qts, per gr..... 8.05
Mason's, ½ gals 11.40

Fruit Jar Caps.

Porcelain, 6 doz to box, per bx 2.40

Fruit Jar Rubbers.

No. 1 white, per lb..... 50–60c
"Gold Seal," cartons, per gr.. .75
"Badgers," cartons, per gr.... .60

Hops.

No. 1, ¼ lb, 30-lb. box, lb..... .30
No. 1, ½ lb, 30-lb box, lb..... .30
No. 1, 1 lb, 30-lb box, lb..... .30
Less than 30-lb boxes..... .31

Horseradish.

½-pts, 2 doz in box, doz..... 1.10
Pts, 1 doz in box, per doz.... 1.50
Qts, 1 doz in box, per doz..... 2.75
Bulk, per gal ..... .75

Glue.

Le Page's, 1 oz, per doz..... .75
Le Page's, 2 oz, per doz..... 1.15
Le Page's ½-gill tins, per doz. 1.20
Le Page's, 1-gill tin, per doz.. 1.60
Standard, small, per doz..... .50

COLUMN 32.

EUREKA INSECT EXTERMINATOR.



Manufactured by
Jos. Pusch, 22 Hampton Place San Francisco.

10c size, doz ..... .75
25c size, doz 1.75
60c size, doz 4.50
1.00 size, doz 8.00

Harmless to persons or animals; does not irritate the skin or injure the eyes.

MATCHES.

Metroplitan, full count, per tin..$1.10
Universal, shrt count, pr tin .75
Boys' block pap pkg, per doz .81½
Swedish Safety, per gross..... .80
Swedish wind, 1 gross..... 85
Vulcan Parafine, 65s, ⅜ gross (50 gross 50c) .....50 .55
Japanese Safety, per gross..... .50
Squirrel Matches, 55s, per gross .43
Ship Safety Matches, la ge, gross .75
" " small, " .65

Diamond Match Co.'s.

Anchor, 200 ..... 1.70
Do 500s..... 4.00
Domino, case..... 2.75
Domino, 5-case lots 2.50
G. G., 60s..... 2.75
Red Top Safety 3.35
S. & C., Eastern Parlor, 80s.... 4.25
Press, 100s, 5-gross cs..... 4.75
Little Star, per cs..... 2.25
Search Light, 500s, large 1 gr.. 4.75
(Discount of 25c per case on 5 cs lots)

Paper, Wrapping.

Butter, White, ⅜ ream..... 20
Do Waxed ⅜ ream..... 25
Manilla, No. 2, roll, any sz. lb....3½
Manilla, No. 1, rolls or reams, ⅜ lb..... 5
Straw, ⅜ ream..... 70
Do rolls any size, ⅜ lb.... 3¼
Drab, ⅜ ream..... 60
Do rolls any size, ⅜ lb.... 2⅝
Metropolitan White Fibre Rolls, per pound 4

Paper, Toilet.

Columbia, in rolls, 7 oz, per cs of 100 ..... 2.75
Royal, 100 rolls of 500 shts.....4.00
Pilot, 100 tablets of 500 shts..3.75
Golden Eagle, 100 tablets of 1,000 sheets 8.00

Polishes, Shoe.

Mason's.

Mason's Colt-Coron-Ide Per gross $4.70; per doz. 40c
Mason's Paste Stove Polish Per gross $4 70; ¼-gross $1 20
Mason's Challenge, per doz ..... .40
Mason's Challenge, per gross... 4.70
Challenge Shoe Dressing, small per doz ..... $ 75
large " " 1 50
Russett Comb'n. shoe Dressing small, per doz 75
large, " " 1 50
Black Comb'n Shoe Dressing small per doz 85
Patent Leather Polish, per doz 50
Mason's, No. 4 45
" " per gross 5 20
" No. 3 per doz 35
" " per gross. 3 40
" No 2 per doz 30
" per gross..... 3 00
" No. 1 per doz..... 25
" " per gross 2 80

Scott & Gilbert Co.

Manufacturers.
210-216 Mission St., San Francisco



In 3 dozen cases per

Alaska Seal Cil.... 20 00
Top Notch 15 00
Russian 12 00
Boss..... ..... 9 00

Bixby's.



Jet Oil.....per doz. 85
Jet Oil, 3 doz. in box, with Marvel Brush Free 2 55

COLUMN 33.

BIXBY'S—Continued

Royal Polish ..... per doz. 85
Royal Polish, 3 doz. in box, with 8 pkgs. 5c Carpet Tacks free.2 55
Shoe Satin, Small Comb, per doz. 80
Shoe Satin, Large Comb, per doz. 1 25
No. 5, Shoe Satin Paste, per doz. 40
No. 10, Shoe Satin Paste, p doz 85
Satinola, Small Comb 80
Satinola, Large Comb 1 25
No. 5, Satinola Paste. 40
No. 10, Satinola Paste..... 85
"BBB" Blacking Size M 3 dz. in box ..... } 1 25
½doz. paste free }
"BBB" Blacking, Size B. 3 doz. in box ..... } 2 50
1 doz. paste FREE ..... }

Polish, Stove.

Rising Sun, large pkg, ⅜ gross.6.25
Do 5-gross lots, ⅜ gross..6.00
Do Small pkg, ⅜ gross....4 25
Sun Paste, large, ¼ gross, per gross 3.00
Sun Paste, small, ¼ gross, per gross 5.00
Enameline, No. 4 tins, ⅜ gross.5.00
Do No. 6 tins, ⅜ gross.....8.25
Do Liquid, pt-tins, bx 3 doz.2.25



Small, 3 doz. to cs., per cs..$1.50
Large, 3 doz. to cs., per cs. 2.50
(½ doz. free with each case)

Polish, Metal.

Electro Silicon, 1 gr in case, per doz ..... .80
Brilliantshine, ½ pts, per doz.. .90
Brilliantshine, pts, per doz.... 1.70
Brilliantshine, qts, per doz.... 3.10

U. S. Metal Polish.



POLISH

Doz.
Qts...$3 00
Pts.. 1 70
½ Pts. 90

PASTE

lb...$3 00
½ lb . 1 75
3 oz... 50

GEO. W. HOFFMAN INDIANAPOLIS IND

Barkeepers Friend powder gr .$18 00

U. S. METALLIC POLISH

PASTE is put up by a Practical Chemist; also in Liquid Form. Free from Acid or Grit. 20 years in the Markets of the World. **J. T. WILSON,** Pacific Coast Agt., 1770 15th St., S. F. For sale by all dealers. Also the Barkeepers' Friend Cleaning Powder.

Rope.

Manila, 1¼-in. cordage ..... .15
Sisal, 1¼-in. cordage ..... .10¾

Seeds.

Anis 14½
Canary 7
Caraway 8 10
Celery 15
Coriander 15
Cumin 18
Flax, ground 4
Flax, whole 3¾
Hemp, sacks 4½
Millet 6½
Mustard 5½
Poppy (Or. sks 9¼)..... 10¼
Rape, Cal..... 4¾
Bird gravel, 40 2s..... 2 00
Bird Seed Mixed 48—1-lb. pkg 7½

Original sacks ½c less.

Sheep Dip.

Little's, 10½-gal tins, per gal$1.05
Little's, 5-gal drums, per gal.. 1.05
Smith's, 10½-gal tins, per gal. .95
Smith's, 5-gal drums, per gal .95

Twine.

Cotton, 4 ply, 100-lb bls, per lb 20
Do 3 ply, 100-lb bls, per lb.... 20
Do 2-lb cones, per lb 20
Hemp, 8-oz balls, per 3-lb pkg.. 70
Do, 4-oz. balls, per 3-lb pkg. 75
Do 2-oz balls, ⅜ 3-lb pkg. ..
Sack, 4 ply, 12-lb pkgs, per lb. 33

Wax.

Fruit,...25 6-oz. pkgs 1.10;.. 9-oz. .80
Japan, per lb 20
Beeswax 35

Wax Strings.

12 in. 10 pkg. 100 stgs each..... 1 65
14 in. 10 pkg. 100 stgs each.... 1 75

COLUMN 34.

COLUMN 35.

Department 20.

WOOD AND WILLOW WARE

AXE HANDLES.

Ex, 36-in., doz.....$2.25
No. 1, 36-in., doz..... 1.75
No. 2, 36-in., doz..... 1.25
No. 3, 36-in., doz..... 1.05
Ex, 38-in., doz..... 4.00
Ex, 40-in., doz..... 4.25

BASKETS.

Per Doz.

Cal., Open, Spruce, No. 3.. .60
Cal., Open, Spruce, No. 4.. .60
Cal., Open, Spruce, No. 5.. .84
Cal., Satchel, Spruce, nest, 0-5 ..... 1.10
Cal., Satchel, Spruce, nest, 1-5 ..... 1.00
Cal., Satchel, Spruce, nest, 1-41 ..... .71
German market, nest of 4 1.25
Clothes, Oval, Wil., No. 0. 4.00
Clothes, Oval, Wil., No. 1. 6.75
Clothes, Oval, Wil., No. 2. 8.00
Clothes, Oval, Wil., No. 3. 9.00
Clothes, Oval, Wil., nest 4.. 3.17
Japanese Telescope, nest of 5, size 18x12x7..... 1.00
Same, size 20x13½x7..... 1.25
Same, size 24x15x10..... 1.75

BOWLS, WOODEN.

Per Doz.

Maple, No. 1, 11-inch..... .75
Do No. 2, 13-inch..... 1.50
Do No. 3, 15-inch..... 2.75
Do No. 4, 17-inch..... 4.25
Do No. 5, 19-inch..... 5.75
Do No. 6, 21-inch..... 7.50

Per nest.

Maple Nests, 3, 13, 15, 17-inch ..... .71
Same, 4, 13, 15, 17, 19-inch 1.20
Same, 5, 13 to 21-inch... 1.81

BROOMS.

Per Doz.

Patent Cap, No. 1..... 3.80
Patent Cap, No. 3..... 3.60
Patent Cap, No. 8..... 3.35
Extra Patent, No. 1..... 3.85
Extra Patent, No. 2..... 2.60
Extra Patent, No. 3..... 2.40
Ladies' Pride, No. 1..... 2.85
Ladies' Pride, No. 2..... 2.60
Ladies' Pride, No. 3..... 2.40
Little Beauties 3.00
Ladies' Delight 2.80
Toy, 2 strings..... .90 1.35
Wisp, 2 strings ..... .90 1.25

BRUSHES.

Per Doz.

Dust 2.00 12.00
Scrubbing ..... .55 3.00
Dandy 1.50 5.75

Shoe Brushes.

No. 1, black tampico 1.10
No. 2, bristles 1.65
No. 3, white bristles 1.75
No. 4, bristles 2.00
No. 5, white bristles 2.25
No. 6, horse hair 2.70
No. 7, bristles 3.90

Stove Brushes.

Per Doz.

No. 1, tampico, handles...90c-$1.10
No. 2, bristles, handles..... 1.85
No. 3, tampico, handles 1.85
No. 4 bristles, handles..... 3.25

Ox Fibre Brushes.

Per Doz.

Scrub, T. & B., 9x2½ in face .80
Do Hub, 10x2¾ in face. 2.00
Do Magic, 7½x2 in face 1.10
Do Owl, 6½x1½ in face .85
Do Cat, 10½x2½ in face 1.50
Do Rat, 8½x2½ in face 1.25
Do Mouse, 6¾x2½ in fa 1.00
Do Alligator, 10½x2¾ in face 2.25
Do Goose, 8¾x2¾ in fce 2.00
Do Duck, 6½x2¾ in fce 1.50
Stove, Hustler, 8½x2½ in face 2.25
Sink, Bell, 3½x2½ in face 1.40
Sink, Gong, 4¾x3¾ in face 2.25
Horse, Pointer, 10x3¼ in face 3.00
Creamery, Jersey, 9x5 in face 3.25
Creamery, Holstein, 9½x5¼ in face 3.50
Dust, Peacock, 10½x4 in face 2.25
Hand, Windsor, 4½x1¾ in face, per gross..... 6.00
Whitewash, Snowstorm, 9-in. per doz. 2.00
Same, 8-in. per doz..... 1.75
Same, 7-in. per doz..... 1.50

CAN OPENERS.

Diamond per doz $0.75
Crown per doz 1.25
Scissors, per doz. 2.25

CARPET SWEEPERS.

Bissells, per doz. 25.00 to 27.00
King, per doz 24.00

CHEESE SAFES.

Round, No. 1 10-in $2.20
Round, No. 2 22-in..... 2.25
Round, No. 3, 24-in..... 3.50
Square each 4.00

Clothes Line.

Hemp, 40-foot, per doz $0.80
Hemp, 60-foot, per doz. 1.25
Cotton, 40-foot, per doz..... .80
Cotton, 60-foot, per doz..... 1.20
Cotton, 75-foot, per doz..... 1.75
Manila, 40-foot, per doz..... 1.25
Manila, 60-foot, per doz 2.50
Sash Cord, 50-foot, per doz.... 1.75
Sash Cord, 80-foot, per doz.... 3.00
Wire Cord, 50-foot, per doz.. 1.05
Wire Cord, 75-foot, per doz.. 1.60
Wire Cord, 100-foot, per doz.. 2.75

COLUMN 36.

Clothes Line Pulleys.

Galv. Iron, per doz $0.50

CLOTHESPINS.

Common, per box of 5 gross .70
U. S. Patent Spring, per gr .60

COFFEE MILLS.

Enterprise Family, No. 1. doz.$2.50
Enterprise, Family, No. 2, doz 3.50
Enterprise, counter, ea.. .$ 50-$5.00

CORKS.

Wine, pt size, per M.....$4.75
Wine, qt size, per M..... 5.25

Demijohns.

Discount: on ¼ gal. 2, 3 and 5 gals. 30-10; on 1 gal and 1 ga 20-10-5.

¼-gal.. doz..$3.25 2-gal.. doz..$10.50
½-gal.. doz.. 4.50 3-gal.. doz.. 13.50
1-gal. doz... 6.50 5-gal.. doz.. 19.00

Dust Pans.

No. 1 Japan. doz..... .68
Covered, doz 1.25
Janitor, doz 2.25

Dusters.

China fancy colored. doz.. . .80
Standard Turkey, No. 10, doz.. 1.00
Standard Turkey, No. 12 doz.. 2.10
Standard Turkey No. 14, doz.. 2.75
Standard Turkey, No. 16, doz.. 3.25
Standard Turkey, No. 18 doz . 3.75

DOOR MATS, COCOA.

	Per Doz.
Light, No. 1. 14x24.....	4.00
Do No. 2. 16x27.....	5.50
Do No. 3. 18x30.....	7.25
Do No. 4. 20x33.....	9.00
Medium, No. 1. 14x25.....	5.25
Medium, No. 2. 16x27	6.75
Medium, No. 3. 18x30.....	8.50
Medium, No. 4. 20x33.....	10.25
Extra, No. 2. 16x27.....	9.50
Extra, No. 3. 18x30.....	12.50
Extra, No. 4. 20x33.....	15.00
Extra, No. 5, 22x36.....	18.00
Keystone Steel Mats.....	

Faucets.

Cork lined, No. 1, doz.....$0.60
Cork lined, No. 2. doz..... 75
Cork lined, No. 3, doz..... 90
Cork lined, No. 4. doz..... 1.25
Cork lined, No. 5, doz..... 1.50
Molasses Gates $0.25
Self-Measuring Faucets, each. 3.00
Syrup Pumps (Ent'rprise), ea. 5.75
Syrup Pumps with auger, ea.. 6.00

Ironing Boards.

4-ft., per doz... ..... 4.20
4½-ft., per doz. 4.75
5-ft., per doz 5.25
5½-ft., per doz 5.75

LAMP CHIMNEYS.

XX Eureka Grade.
Eureka Crimp Top in Cartons.

	Per Doz.
No. O or E, 6 doz. in case	.75
No. 1 or A, 6 doz. in case	.75
No. 2 or B, 6 doz. in case.	.95

Eureka Electric.
In Cartons.

No. 2, 6 doz. in case, per doz. 1.00

Lantern Globes. per doz.
Packed 5 doz. in case.... .70

Eureka Rochester.

	Per Doz.
No. 1, 6 doz. in case.....	.85
No. 2, 6 doz in case	1.05
No. 3, 6 doz in case.....	2.10

Macbeath Pearl Top.

No. 1 or A, 6 doz. in case.	.85
No. 2 or B, 6 doz. in case.	1.05

La Bastie.
Heaviest and best in market.

	Per Doz.
No A, plain bulk, 6 doz. in case	1.20
No B, plain bulk, 6 doz in case	1.50
No A, crimp bulk, 6 doz. in case	1.30
No B, crimp bulk, 6 doz. in case	1.60

Common Chimney.

	Per Doz.
No 0 or E, 6 doz. in case.	.40
No. 1 or A, 6 doz. in case..	.45
No 2 or B 6 doz in case.	.65

Common Rochester.

No. 1, 6 doz. in case.....	.80
No. 2, 6 doz. in case.....	.90
No 3, 3 doz. in case.....	2.00

Lamp Burners.

0 or E, per doz $0.50	
1 or A, per doz	.60
2 or B, per doz..4.....	.75
(Blaze fits 13 collar, takes E wick)	
Solar Burners, doz	1.50

LEMON SQUEEZERS.

Ball, per doz $0.80	
Glass, No. 1, per doz.....	50
Glass, No. 2 (for oranges) doz	85

MOPS AND HANDLES.

	Per Doz.
9-lb. Mops . ...1.20 and	1.50
12 lb Mops	1.65
Patent Mop Handles	1.00
Plain Mop Handles	.90

PAILS.

	Per Doz.
Wood, painted, 3 hoops...	2.25
Wood, varnished, 3 hoops	2.25
White Cedar, 3 galv hoops	2.75
Flyer	3.50
Galvanized 10 quarts	1.75
Galvanized, 12 quarts	2.05
Galvanized, 14 quarts	2.35

SHELF PAPER.

	Per gross.
Narrow, assorted colors.	.12
Wide, assorted colors....	.35

COLUMN 37.

TUBS.

White Cedar—No. 0, 13.00; No. 1, 10.50; No. 2, 9.00; No. 3, 8.00.

Painted or varnished—No. 0, 11.40; No. 1, 9.60; No. 2, 8.40; No. 3, 7.20.

Fiber—No. 0, 18.00; No. 1, 14.50; No. 2, 12.50; No. 3, 11.00.

Galvanized—No. 1, 5.50; No. 2, 6.20. No. 3, 7.20.

WASHBOARDS.

	Per Doz.
California, regular size.....	2.10
California, small	.90
Stag	2.75
Bronze	3.50
Good Enough	2.25
Anchor, single	1.90
Nameless	2.25
Peerless, double	3.50
North Star	3.50
North Star, protector....	4.00
Crystal Glass	4.00
Misses	1.50
Toy	.90

WICKING.

	Grs.
Lamp, 0 or E, ⅜-in.....$0.30	
Lamp, 1 or A, ⅝-in.....	.40
Lamp, 2 or B, 1-in.....	.60
Lamp, 3 or D, 1½-in.....	.90
No. 1 Rochester	2.00
No. 2 Rochester	2.75
No 3. Mammoth	3.25
Junior Rochester	1.50
Stoves, 3-in	1.80
Stoves, 3½-in.	2.25
Stoves, 4-in	2.50
Stoves, 4½-in	2.90
Stoves, 5-in	3.50

WRINGERS.
Wood Frame Novelty.

Two top screws; iron tub clamps.

	Per Doz.
No. 350, 10x1¾ in	30.00
No. 351, 11x1¾ in $36.00	
No. 352, 12x1¾ in	42.00

One top screw; wooden top clamps.

No. 360, 10x1¾ in.....$31.00	
No. 361, 11x1¾ in.....	36.00
No. 362, 12x1¾ in.....	42.00

Ball Bearing.

No. 380, 10x1¾ in.....$40.00	

MISCELLANEOUS.

Barrels, paper, 100-lbs, ea.	.80
Barrels, pa. 50 lbs ea.....	.65
Barrel Covers, 11-in. (flour barrel size), per doz.....	1.80
Barrel Covers, 21-in (sugar barrel size), per doz.	2.70
Basins, fiber, 12-in., pr dz.	2.25
Basins, fiber, 1½-in., per doz.	2.50
Brownies, per doz... .75	1.00 1.25
Butter Ladles, plain, doz....	45
Butter Ladles, clays, doz	85
Butter Spades, doz	40
Dishes, oval 1, 2 and 3-lb. per 1,000.....2 20, 2.30, 2.90	
Dishes, wire end..... .....1.35, 1.80, 2.35, 2.85,	3.25
Egg Beaters, Dover.....	1.00
Lemon Squeezers, fiber, dz	1.25
Measures, fiber, 4 pcs..... (Set pt., qt., ½ gal and funnel)	1.25
Lanterns, O Tubular, doz.	5.00
Lanterns, candle, frame, only doz.	1 00
Lantern Candle, with chimney, doz.	1.75
Lantern globes, in bbls.	70@95
Mouse Traps, 1 to 6 holes, doz., 6 holes.....	.60
Traps, mouse, "Does-it-easy," doz.	25
Traps, rat, "Blizzard," doz....	1.25
Nest Eggs per doz.....	20
Oil Cans, 1 gal., cush., per doz	1.50-4.50
Oil Cans, 1 gal., galvanized Iron	2.00
Oil Cans, 5 gal., galvanized iron	6.00
Potato Mashers, per doz.	45@75
Rolling Pins, per doz.	1.20 and 1.45
Spoons, wooden...30c. 37c	.65
Step Ladders, each per ft	40
Tacks, steel, asstd. 2-oz, doz...	25
Tacks, Common, 2 oz., doz..	10
Tapers, gas, 30/17-in, stgs. doz	65
Tobacco Cutters, standard, ea	80
Toothpicks, per case, 110 box	2.25
Twine Holders, hanging, doz.	2 00
Twine Holders, counter, doz .	3.10
Spittoons, fiber, 13-inch..	6.00
Spittoons, fiber, 12-inch..	4.75
Spittoons, fiber, 9-inch...	4.00
Whips	90
Window Screens, 12-in., doz..	1 80
Window Screens, 18-in., doz .	2.20
Window Screens, 24-in., doz..	2.64

STATIONERY.

Blank Books.

Counter, 48-leaf . .....$	50
Counter, 92-leaf	75
Cap, Day & Ledger, per 100 pp	10@ 40
Full bound	50@ 75

Writing Paper.

	Ream.
Commercial Note, 5lb....	45@ 75
Commercial Note, 6lb...	50@ 90
Letter, 10 lb, ex.....	90@1.50
Cap, 12 lb, ex.....	1.00@1.80

COLUMN 38.

Envelopes.

	Per M
XX, 5-in.	1.00@1 50
XX, 6-in.	1.10@1.60
XXX, 10-in.	2.80
XX, 4-in., Baronial, cream or white	1.40@1.80
XX, 5-in., Baronial cream or white.....	1.60@2.00

Inks.

Scott & Gilbert Co.,
Manufacturers,
214-216 Mission Street, San Francisco

SUNSET BLUE BLACK



	gross
Cones, 3 dozen case	$4.50
2 oz. round studs 3 dz.	4 50
	doz.
4 oz. round studs, 3 dz	75
½ pints, 2 doz case..	1 25
Pints, 2 doz. in case	2 00
Quarts, 1 doz. in case	3 50
	gal.
5 gallon kegs	70
10 gallon kegs	60
Barrels	50
Assorted colors.	doz
1 oz. stands, any color	50
2 oz. stands, any co or	75

BLACKSTONE MFG. CO.
1960 Howard St., S. P., Cal.



	Gross
Cones, 3 doz to cs.....$3.75	
2-oz., Rnd Cylndr, 3 doz to cs..	3.90
3-oz., Rnd Cylndr, 3 doz to cs..	5.75
4-oz., Rnd Cylndr, 3 doz to cs..	6.50
	Doz.
8-oz., Rnd Cylndr, 2 doz to cs..	1.15
16-oz., Rnd Cylndr, 1 doz to cs.	2.00
Full qts., Rnd Cylndr, 1 doz to cs	3.75

Above prices are for Jet Black, Blue Black, Green, Blue, Violet and Carmine Inks.

(Copying Inks 10 per cent additional.)

Miscellaneous.

Carter's or Sanford blk cylinder, gross	4.50
Sanford's, 4 oz., black cylinders, doz.	60
Sanford's ½ pt, doz.....	1.75@2.00
Sanford's pts, doz	3.00@4.50
Sanford's qts., doz.	5.00@7.50

Lead Pencils.

	Gross.
Plain cedar	60
Black polished	1.10
Cedar, rubber tip	1.00
Red polished, metal rubber tip	1.50@3.50
Carpenters'	1.75@2.25
Eagle Automatic, doz.. doz.	85@2.00 40@1.80



Mucilage

Scott & Gilbert Company
Mnfrs., 214-216 Mission St
San Francisco, Cal

SUNSET EXTRA HEAVY

	doz.
2 oz. cones, 3 doz. cs.	37½
3 oz. cones, 3 doz. cs	75
½ pints, 1 doz. case	2 00
Pints, 1 doz. in case	3 50
Quarts, 1 doz. in case	7 00
Gallons, ½ doz. ea	20 00

Blackstone Mfg. Co.
1960 Howard St. S. P., Cal.

	Gross.
2-oz. Cones, 3 doz. to cs.....$4.00	
3-oz. cylndrs. 3 doz to cs.....	5.75
	Doz.
8-oz. round, 2 doz to cs.....	1.75
16-oz. round, 1 doz. to cs....	3.00
Full qts., 1 doz, to cs.....	5.00

Bulk quotations (5, 10 and 30-gal.) on application.

Steel Pens.

	per gr. Gross.
Railroad, 1 gross in box.....$0.40	
Stub No. 413	40
Falcon	40
Bank	40
Easy Writer	50
Extra Fine	45
Elastic	45
Railroad Stub	40
Ladies' Falcon	40
School	40
Spencerian No. 1	85
Gillotts No. 404	50
Gillotts No. 303	1.00

COLUMN 39.

Department 22.

TOBACCO, CIGARS, SMOKERS' SUPPLIES, ETC.

AMERICAN TOBACCO CO.

Plug Tobacco.

Battle Ax, 16 oz, 3x12, 5 cuts, 12, 24 lb	39
Big Gun, 8 lb. butts, also 16 lb. butts, 16 oz., 3x12, 6 cuts . .	.44
Brandywine 1 to lb., 24x9, 3 cuts, 4 and 8 lb . . .	46
Bullion, 16 oz 3x1 , 12 lb.... " 6 to lb., 1x6 2 lb	47 50
Burr Oak, 16 oz., 3 x 12 emb., 6 and 12 lb.	49
Climax, 16 oz, 2x12, 6 cuts, 6, 12 and 30 lb . . .	46
Climax, 7 oz, 2x12, 6 & 8 cuts, 7, 10½ and 21 lb.	48
Climax, 7 oz, 3x12, thin, 7 and 14 lb . . .	48
Climax, 6 to lb, 2x3, Twin 4s 4 lb boxes	50
Climax, 14 to lb, 1x3 Figs 4 lb boxes . . .	54
Cross Bow, 14 oz, 3x12 4 cuts 14 lb . . .	38
Drummond Nat., 5⅓ oz 3x12, 3 cuts, 5, 8, and 12 lb	63
Five Brothers, 4 oz, 3x6, 2 cuts, 4 and 8 lb	55
Gold Rope 7 to lb, 3, 6, 12 lb. .	56
Gold Rope 14 to lb 4, 8 lb	58
Good Luck, 3x6, 10 lb . . .	45
Granger Twist, 12 and 15 lb pails	45
Horse Shoe 16 oz 3x 2, 6 cuts, 8, 12 and 4 lb	44
J T., 7 oz, R & R, 2x6, 2 cuts, 10½ and 21 lb . . .	39
J T ,7 oz. Smo. 2x6, 2 cuts, 10½ and 21 lb.	39
J. T., 14 oz, Smo 3x12 4 cuts, 10½ and 21 lb.	39
Newsboy, 48 plugs to 10 lbs. 2½x4½, 10, 15 and 25 lb.....	40
Nobby Spun Roll, 7 to lb, 1½x3½, 3, 6 and 12 lb.....	57
Old Honesty, 15 oz, 3x 2, 6 cuts, 7½, 15 and 30 lb	44
Old Kentucky, 6 to lb. R. & R., 8, 16½ and 25 lb.	48
Old Peach and Honey, 6 to lb 8 lb but s	48
Out of Sight. 12 butts, 12 oz., 3x12, 3 cuts.....	35
Piper Heidsieck 3 oz, 2⅝x3 3 cuts, 4, 7, 14 lb	50
Saw Log, 16 oz, 2x12, 6 cuts 24 lb.....	56
Saw Log, 32 oz, 3x12 12 cuts, 30 and 48 lb	46
Something Good, 5½ 12 lb, 2x4 9, 18 lb.....	45
Spear Head 16 oz, 2x12, 6 cuts 6, 18 and 30 lb	45
Spear Head, 7 oz 2x12, 6 cuts, 7, 10½ and 21 lb	48
Standard N vy, 14 oz 3x12 4 cuts, 14 and 28 lb	38
Star, 16 oz, 3x12, 6 cuts, 12 24 and 52 lb . . .	45
Weissinger's Special, 5 1-3 oz., 3 x 12 emb, 2, 6, 12 lb.	63
W. N. T. Nat. Leaf, 6 and 12 lbs., bxs., 5½ ozs., 3x12....	57

Smoking Tobacco.

(5-lb Cartons, 25 and 30-lb cases.)

Seal of N. C., 1⅝ oz, foil.....$0.68	
Seal of N. C., 3½ oz, foil.....	62
Seal of N. C., 8 oz, foil.....	.59
Seal of N. C., 16 oz, foil.....	.69
Old Gold, 1⅝ oz. foil or pouch	.70
Old English curve cut, 1⅝ oz	.74
Old English curve cut, 3½ oz	.74
(In curved tins.)	
Pedro, 2½ oz, foil.....	.49
Pedro, 2½ oz, pouch.....	.51
Pedro, 2½ oz, assorted.....	.50
Pedro, 16 oz, tin canisters....	52
Dixie Queen, 1⅝ oz, foil.....	40
Dixie Queen, 16 oz, tin canisters, 6-lb cartons, 24-lb cas	.43
Duke's Mixture, 1⅝-oz sack..	39
Arlington, 1⅝ oz, foil.....	.65
Cross Cut, 1⅝ oz, foil.....	.60
Duke's Cameo, 1⅝ oz.....	.42
Duke's Cameo, 2½ oz, foil ..	.45
Melrose, 1⅝ oz, foil.....	.65
Fragrant Vanity Fair, 1⅝ oz, foil	.95
Red Indian Plug Cut, 1⅝ oz and 3½ oz, foil:.....	.42
Red Indian Plug Cut, 16-oz pails	.44
Fashion, 1⅝ oz	.42
Fashion, 16-oz pails.....	.44
Bull Durham, 1 oz.....	.65
Bull Durham, 1⅝ oz.....	.65
Bull Durham, 3½ oz.....	.60
Bull Durham, 8 oz.....	.58
Bull Durham, 16 oz.....	.58
Pick Leaf, gran, 1 oz, 25-lb cs	.90
Cers Cake, gran, 1-lb bags, 25-lb cases, per lb.....	.28
Echo Plug Cut, 1⅝ oz.....	.48
Red Bell, 1⅝ oz.....	.42

COLUMN 40.

Red Bell, 16-oz pails.....	.43
Oriental Mixture, 3½-oz tin..	1.00
Imperial Mixture, 2½-oz tin.	1.30
Plum, 1⅝ oz, foil.....	.62
Three Kings Mixture, 3½-oz tins	1.35
Monte Cristo Mixture, 3½-oz tins	1.50
Yale Mixture, 1-oz tin.....	1.35
Yale Mixture, 1⅝-oz tin....	1.60
Yale Mixture, 3½-oz tin.....	1.55
Honey Dip Twist, 10 to lb....	.46
Master Workman, 10-oz plug, smoking	.46
Old Virginia Plug, smoking, 5 oz, 10½ lb., 6x5.....	.42

Fine Cut Chewing.

Hiawatha, 1 oz.....	.59
Hiawatha, 10-lb bulk, bright or dark	.59
Hiawatha b'ght or d'k, 1-lb tins, 5-lb. pails	.68
Sweet Cuba, b'ght or d'k, 1-lb tins, 5-lb. pails	.46

Cigarettes.

Fragrant Vanity Fair $4 08	
Duke's Cameo	4.08
Sweet Caporal	4.08
Virginia Brights	4 08
Old Dominion	3.98
Pets (foil packages).....	6.52
Richmond Straight Cuts.....	6.62
Turkish Trophies	7.75
Egyptian Deities, No. 1, 10s	21.50
Egyptian Deities, No. 3, 10s	$18.36, 19.88
Mogul	11.22

Cheroots, Etc.

Vaporettes in tin foil, 5 for 10	14.00
Old Virginia Cheroots, 5's....	14.00
Jumbo Stogies, 100 in carton	13.50
Between the Acts Little Cigars, 10's, tin and paper..	8.50
Bengal Little Cigars, 10's....	7.50
Royal Bengal 10 in pkg.....	12.00
Van Bibber Little Cigars....	17.50
Sub Rosa Cigarros, 10s, per 1 000	4.10
Florodora	12,50

Cigarette Papers.

Vanity Fair, 50 pkgs in box..	1 05
Wheat Straw, 50 pkgs in box.	1.25
Wheat Straw 100 pkgs in box	2.50
Wild Oats, 40 pkgs in box....	.90
Red Seal, 50 pkgs in box....	.25
Corn Husk 50 pkgs in box...	1.15
Corn Husk, 100 pkgs in box..	2.30
Interbrook, 50	1.15
" 100.	2.25

THE NILSON CO.

Hoffmann House Little Cigars, 10 in package, 250 in carton $7.50
Hoffmann House Magnums, 10 package 100 in carton.....12.00
Hoffmann House Petit Duc, 10 in package 100 in cart'n 15.00
Hoffmann House Cavaliers 10 in package, 100 in cart'n.18.50

J. R. PACE TOBACCO CO.

Scroll Tag, twist, 6 to lb....	.66
Scroll Tag, 10 oz.....	.66
Mastiff Plug Cut, 1⅝ oz.....	.67½
Mastiff Plug Cut, 3½ oz.....	.65½
Mastiff Plug Cut, 10 oz.....	.52

AMERICAN SNUFF CO.

French Rappee, 1⅝ oz, pr dz.	.96
French Rappee, 3½ oz, pr dz.	1.80
French Rappee 16-oz jars, per lb	.65
Maccaboy, 1⅝ oz, per doz....	.96
Maccaboy, 3½ oz, per doz ..	1.80
Maccaboy 16-oz jars, per lb.	.60
Irish High Toast, 16-oz. jars, per lb	.57
Scotch Lilientnal's, in bladders	.60

CIGARS.

Porto Rico Cigar Co.

El Primero, Forziano Porto Rico	30.00
El Manifesto, Invincible Roosevelt Porto Rico $7.50	

PIPES.

	Per Doz.
Cobs, Hot Shot, 3 doz.....	$0.25
Cobs, Gem, 3 doz.....	.25
Cobs, No. 3, 3 doz.....	.50
Brier, W. P. & Co., Assorted, 3 doz	2.00
Brier, Display Stands, 1 doz...	2.00
Brier, Showcase Assortment, 3 doz	6.00
Pipe Mounts, 1 doz.....	.75
Cherry Stems, 2¼x6 in.....	2.00
Cherry Stems 2d 2½x6 in.....	.85
Clay Pipes, T. D., 1½ gross per box	1.25
	Per Box.
Clay Pipes, Woodstock, 1½ gr., per box	1.35
Uncle Sam Cob Pipe, 3 doz box	1.00
Felinse Patent Cob Pipe, 3 doz. box	2.25
Climax Cob Pipe, 3 doz. box...	2.25
Jewel Cob Pipe, 3 doz. box....	.90
Dewey Cob Pipe, 3 doz. box...	2.50
No. 19 Cob Pipes, 1 doz box....	2.00

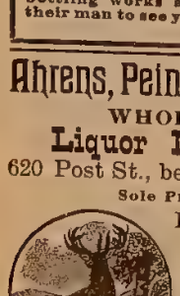
LASH'S
KIDNEY & LIVER
BITTERS
CURES DYSPEPSIA.

HAVE YOU NOTICED
all these Signs around Town?



It shows that most of the Grocers keep what people ask for—WUNDER BEER If YOU don't, wake up phone to our bottling works and they will send their man to see you.
Phone South 1098

Ahrens, Pein & Bullwinkel
WHOLESALE
Liquor Merchants
620 Post St., bet. Taylor & Jones
Sole Proprietors



Royal Stag Bourbon and Rye.
Old Pal Kentucky Bourbon.
Celebrated Chief Tonic.
Hiawatha Bitters.
Chief Bitters.
Diamond Star Rye and Bourbon.
Tiliawood Bourbon.
Importers
Slater V. O. Scotch Whiskey, Scotland.
Thorpe & Co.
Mermaid Old Tom Gin, London.
P. Van der Kamp
Fine Old Wood Cock Gin, Holland.
Maurailla Freres Cognac, France.

MONEY-WEIGHT SCALES
Pay for themselves in
Less than a Year.
Sold on Easy Monthly Payments
PIERCE & CO.
Flood Bldg. (8th Floor) Market & Powell



J. F. Cutter Whiskey
IS THE BEST SELLER FOR THE RETAILER ON THE MARKET
E. Martin & Co.
Sole Agents
54 FIRST STREET
San Francisco

ASSOCIATION DIRECTORY

NATIONAL ASSOCIATION RETAIL GROCERS of the UNITED STATES.

Organized August 31, 1893.

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Vice President
L. F. Padberg .....St. Louis, Mo.
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Secretary
Fred Mason.....St. Paul, Minn.
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Second Vice President
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Established November, 1901.

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Vice Presidents
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Second, Geo. B. Doyle.....San Francisco
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AN EDITOR SECRETARY.

Charley Thorpe, of "The Retail Grocers' Advocate," was made secretary of the State Association and was presented with a floral offering all in one day. Charley is "getting there with both feet." The trade press brethren that received him coolly in the beginning now look properly foolish when Mr. Thorpe's "name is told."—Merchants' Review.



WILLIAM CLUFF COMPANY
WHOLESALE GROCERS
SOLE AGENTS
SAN FRANCISCO CAL.

Groeery Markets.

Commercial Outlook of the Western World as shown by Present Conditions.

Office of the ADVOCATE.
Thursday Afternoon.

ADVANCES.

Gallon standard tomatoes, to $2.25; gallon puree, to $2.50.

New York State Factory cheese, cheddars, to 15½ cents; twins, to 16 cents; California State Factory Young Americas, to 13 to 15 cents.

Apricots, choice sacks, to 9 cents; fancy, to 10 cents; 25-lb. boxes, to 10½ cents.

Peaches, choice in sacks, to 10 cents; extra choice, in sacks, 10½ cents; fancy in sacks, to 11 cents.

Pioneer white lead, to 7¼ and 8 cents.

Fancy Bayo beans, to $4.65.

DECLINES.

Local cure hams, all averages, to 12 to 14½ cents; boiled hams with skin on, to 18¼ cents.

CALIFORNIA CROP CONDITIONS.

The United States Department of Agriculture for California says:

"The hay crop is the best for several years in nearly all parts of the State. The prospects for beans in some sections are promising. The yield of grapes will not be so heavy as estimated a few weeks ago, owing to the extreme heat in July and a few days of this month. It is estimated that the orange crop of Southern California will be the heaviest ever harvested. Walnut, almonds and olives are in good condition. Almond picking has commenced."

SUGAR.

August 28th — Telegraphic advices from New York report a further decline on raws in Europe to a basis of 3.95 cents; also indications of a probable change in refined in New York soon. Advices during the past week have indicated a very unsettled market. On August 23d sales were reported of 10,000 tons of raw sugar on a 4-cent basis. The market grew weaker during the latter part of the week and on Monday opened with a sale of 2,000 tons, prompt shipment, Cuba, basis 3.95 cents. European beet sugar was reported weak and lower with refined unchanged.

New York, August 24th—Willett & Gray report:

Raws—We have to report the market unsettled since our last review. Prices declined steadily on sales of Cubas and centrifugals, which were quoted at 4 cents. According to advices from Europe, the decline is said to be due to the fear that the beet crop will be the largest on record. The close is barely steady, with the prospect that the price here, although very low, may not have touched bottom yet.

Refined—There is no material change to note. Supplies already engaged cover the wants of most of the trade for two weeks longer. Sooner or later reductions will no doubt be made following the decline in raws.

GLUCOSE.

Philadelphia, August 25th—The "Grocery World" reports.

"It is now definitely known that the New York Glucose Company, which is the name of the glucose trust, has made peace with the independent companies. All the glucose houses have concurred in the advances of the last few weeks. There is nothing certain as to a further advance. The outside glucose companies started fighting against the New York Glucose Company because it had taken certain yearly cut rates. They showed their displeasure by cutting prices and forcing the New York Glucose Company also to drop. The prices have already advanced 20 points and syrup 2 cents per gallon."

COFFEE.

The Lewin-Meyer Co. say:

"The coffee market is very fluctuating, and roasters are not buying nearly as freely as last week. They are looking for lower prices, which we do not regard as likely under present conditions.

"The visible supply is small and the demand is large. So far this year 56,000 more bags of coffee have been sold in this market than at this time last year, some of it going to outside points."

New York, August 24th—Willett & Gray report:

"There has been a steady market with an active demand. It is generally admitted that assortments in the hands of the interior trade will necessitate steady purchases to keep up with requirements. Confirmation among dealers is improving. Definite crop reports prove a much smaller yield this season than people were led to believe. There remains no doubt whatever that the production of the current season will be considerably less than consumption. The frost damage in Sao Paulo, which is confirmed from several reliable quarters, forces the conclusion that a large crop of Santos next season is out of the question."

TEA.

M. J. Brandenstein & Co. say:

"Cable advices received from Japan Tuesday announce an advance of two cents per pound in Japan teas.

"Gunpowders have also advanced two cents in the primary markets.

"Congous are extremely scarce and the advance noted in our last reports is fully maintained.

"Oolongs are still selling at the same price as last year."

RICE.

M. Phillips & Co. say:

"The market is in good condition, but little trading is reported, as buyers are holding off for new crop."

CANNED FRUITS.

The California Fruit Canners' Association have withdrawn their prices entirely on extra apricots, cherries of all descriptions, peaches of most varieties as well as on pie peaches and pears. All grades of canned fruit are firm. Pears are still strongly held, although the size of the pack is far in excess of what was expected.

M. J. Fontane, general superintendent of the California Fruit Canners Association, says that the three plants at Fresno, Hanford and Visalia have put up more than 15,000,000 cans more than last year.

CANNED TOMATOES.

During the past week the prices of canned tomatoes have advanced about 10 cents per dozen. Tomatoes that were being offered at 62½ cents and 65 cents two weeks ago are now bringing 75 cents. This is the Association price both for spots and futures. Outside packers are not making prices, as many of them expect an 80-cent price. This is based on the fact that Utah will have only a one-fourth pack, while the pack of Colorado will be light, and the California pack will be much less than that of 1904, since the low prices of tomatoes during the past year discouraged the planting of the vines. The shortage in the Last will, it is thought, mean that the Rocky Mountain States and states west of the Missouri River will look to California for from 100,000 to 200,000 cases of their goods. This will tend to strengthen the California market materially.

New York, August 28th—Tomatoes are firm. Several large sales have been made at 85 cents, with 87½ cents asked.

Philadelphia, Pa., August 25th—The "Grocery World" says that a syndicate of canned goods speculators have been gathering from between 150,000 to 500,000 cases of tomatoes since January 1st, which has cost them from 60 to 70 cents. They could be sold at present prices for a good profit, but the syndicate is expecting still higher prices.

Baltimore, Md., August 18th—The "Trade" says:

"Rains like those of last spring have been marking the present week of August. This excessive rain was injurious to the crops. The returns of tomatoes on the Chesapeake region are so small that the market stalls are taking nearly all that are received at 40 to 55 cents per bushel. The canneries have to wait for better conditions. The market for canned tomatoes shows clearly that these facts are well known to the buyers, and the market is firm in sellers' favor. Quotations are as follows:

No. 3 Standards, 75 to 80 cents; No. 2 Standard, 55 cents; No. 3 Seconded, 70 cents; Gallons, $2.

CANNED CORN.

The corn pack will be late this season, but otherwise the situation is normal.

Baltimore, Md., August 18th—The "Trade" reports.

"Correspondents write that corn is not filling out in the ears and that large quantities will go to fodder. Packers in Maine and New York are becoming very short for their needs, and some canneries have shut down entirely. Quotations are:

"New York, 80 to 85 cents; Maine, $1.05 to $1.10; Maryland, 77½ to 80 cents; Dry pack and Western, 75 to 80 cents.

CANNED PEAS.

Baltimore, Md., August 18th—The "Trade" reports:

"Buying of peas is at last setting in. As there are no very heavy amounts to trade in, the packers are not cutting prices. The buyers are finding that they made a mistake in delaying with the hope that the season would make cheaper prices at its end."

DRIED FRUIT.

The dried fruit market continues to show strength with first hands entirely withdrawn on peaches and apricots. The situation has developed unlooked-for strength. The crop of dried apricots is now out of the way. It is estimated at 16,000 tons. The crop of dried peaches is estimated at 18,000 tons, and apples at 1,500 to 2,000 tons. The Eastern trade has been holding off on new business, thinking the prices too high.

Yuba City—Another heavy rain fell here last week, in addition to Sunday night, has done considerable damage to peaches and prunes. The greatest damage reported has been in almond orchards.

Los Gatos—Dried apricots are selling at 7 to 7½ cents. Prunes are selling on a 3-cent basis, with some sales as high as 3¼ cents. Deliveries are falling short of contracts in nearly every instance.

RAISINS.

New York, August 28th—Spot raisins are strong. Choice seeded are practically exhausted. Spot Coast seeded are higher.

Fresno, August 27th—Raisin growers are alarmed owing to the shortage of labor available for gathering the crop of grapes. Both the Santa Fe and Southern Pacific railroads have been asked to reduce their rates in order to allow laborers to come to Fresno. Many laborers have been taken to Colorado and Utah to work newly developed sugar beet lands, and others are employed in the hop fields where the work usually is over ten days before grape picking begins. Growers will have to pay about 10 per cent more for labor this year.

PRUNES.

New York, August 28th—The market is firm. Spots are in fair demand from 2¾ to 2 7-8 cents, with futures quiet at 3½ cents, Coast basis.

Los Gatos, August 27th—The prune crop is considerably shorter than estimated. Short sellers have been covering and have purchased freely on a 3 and 3¼-cent basis. There are rumors that 3½ cents have been paid in some instances.

DRIED PEACHES.

Stockton, August 25th—Nearly 5,000 boxes of peaches have been placed in the local cold storage plant, to be put on the market as soon as peaches grow scarce.

Porterville—Griffin, Skelley & Co. are paying 7 to 8 cents for peaches.

DRIED APRICOTS.

San Jose, August 26th—A well-known orchardist estimates the damage to the apricots during this year's hot spell at 20 per cent. Another grower states that about 10 per cent are falling to the ground and went to waste.

Ventura—The output of apricots this year will be 1,000 to 1,200 tons, against 1,500 tons last year. Growers are refusing 7 cents, feeling certain they will get 8 cents. Several sales have been made at 7½ cents.

Santa Paula—About half of the crop of this district has been sold at prices ranging from 6½ to 7 cents.

Elsinore—A carload of dried apricots was loaded last week at prices ranging from 6 to 7 cents.

Haywards—Several sales of dried apricots are reported at 7½ cents.

Watsonville—Dried apricots around Bloomington were all pooled and sold at 6 cents per pound.

Hemet—Antonion Abreau has sold a car of dried apricots to the Armsby Company at 7¼ cents.

DRIED APPLES.

The first of the new crop of evaporated apples are now arriving.

DRIED FIGS.

New York, August 24th—The first shipment of new figs arrived from Smyrna on Saturday.

WALNUTS.

Ventura—The walnut crop at Saticoy is improved materially during the past two weeks.

ALMONDS.

Quotations on new Nonpareil and I. X. L. almonds were recently sent out at 13½ and 12½ cents respectively. These have since been withdrawn. Guggenheim & Co. are quoting a small stock of new goods at N. P., 15 cents; and I. X. L., 14 cents.

BEANS.

Goleta, Cal., August 17th—The bean vines are making prodigious growth, but are putting on very few pods. It is thought this is the result of exceptionally foggy weather.

Oxnard, Cal.—The Lima bean outlook for the Carpinteria section was never better. Blackeyes are also yielding well.

HONEY.

Hemet—J. W. George, a director of the California Honey Producers' Association, which represents about one-fourth of the bees in the southern seven counties of the State, says:

"All crops in the Southwest are below par. Southern California will produce about one-third of a crop, with fair prospects in the Central part of the State. Colorado will have about 60 per cent of a crop. Wyoming will have the lightest in years. The Association is advising its members to hold their crops to the following prices: White, 5 cents; light amber, 4¾ cents; amber, 4 cents.

CANNED SALMON.

The past week has shown much excitement in the canned salmon market. It was rumored on August 23d that the Alaska Packers' Association was about to withdraw prices on all brands of red Alaska. On August 24th, the rumor became a well-founded report, and on August 25th the report was verified. Outside packers met the cut without allowing rebates on futures. On Monday of this week it was found that the jobbers had taken up practically all their



WESTERN MEAT COMPANY

SAN FRANCISCO, U. S. A.

needs of red Alaska and there was a rumor that the advance was pending. It is said that over 1,000,000 cases of red Alaska weer sold at the decline. In their circular the J. K. Armsby Co. agreed to rebate 15 cents to customers who had purchased Alaska reds from them since their $1 price was announced, provided that the customers duplicated their original order immediately at 85 cents per dozen, such rebates to be deducted from the invoice.

New York, August 28th—Wholesalers are reselling Alaska red to retailers at $1. The reported heavy shortage on the Columbia River pack is turning attention to sockeyes and confirmations are more numerous than at any time since prices were named. Rumors of a cut of 5 cents on sockeyes are rife, but are not considered well founded.

Bellingham, August 26th—Without doubt more than 1,000,000 cases of salmon have been packed by the Puget Sound canneries this season. The fall catch will swell the aggregate considerably. The Bellingham Cannery of the Pacific-American Fisheries upheld its reputation as the largest fish cannery in the world by putting up 180,000 cases, or nearly double the pack of any other salmon cannery.

Astoria, August 26th—According to figures given by canners to the Associated Press, the salmon pack of the Columbia River will only be 300,000 cases. There are some who figure the pack as low as 250,000. The majority of canners expect the output to approach that of last year's pack of 350,000 cases. The canneries are largely oversold since every concern had at least 40 per cent more gear in use this season than last year, while the cold storage men took 1,600,000 lbs of fish. The season has not been a failure, although it has not been so good as last year from the standpoint of the cannerymen.

Blaine, Washington, August 25th—It is reported that the seven Blaine and Port Roberts canneries have so far packed a total of 368,000 cases, of which 325,000 are sockeyes.

Anacortes, August 25th—Six local canneries are estimated to have packed 324,000 cases of sockeyes, whereas cans were made for approximately a 500,000 case pack. As guarantee contracts were made with the Chinese for the full pack, the labor bill for the full amount will have to be paid. The pack of humpback and silver sides will not reach over 30,000 cases. Instead of the 20-day big run of sockeyes expected there were only 12.

Bellingham, Wash., August 24th—The "Pacific Fisherman" estimates the Puget Sound pack of salmon at 800,000 cases.

Seattle, August 25th—Captain D. H. Jarvis, general manager of the Northwestern Fisheries Company, estimated the Alaska pack of salmon this season at 1,600,000. Nearly all the salmon variety known as Alaska reds. Captain Jarvis states that the total pack of the 32 canneries operating this year would perhaps fall some 200,000 cases short of that of last year.

Seattle, August 26th—The "Trade Register" says:

"Local brokers report the sockeye market firm at opening prices, and that offers of less money are being declined all along the line. They estimate that between 25 and 40 per cent of the sales booked before the naming of prices have been confirmed at the prices named. Buyers as a rule are reported taking sockeyes in small quantities and increasing their purchases of other grades, particularly Alaska reds."

New York, August 19th—The "Journal of Commerce" says:

"Brokers are said to be offering cuts on sockeye salmon, agreeing to confirm orders at $1.25 for talls, $1.35 for flats and 95 cents for ½-lbs. Leading trade authorities express the opinion that there was not the slightest foundation for the rumors on cut prices. New England jobbers are reported to be confirming orders freely at the opening prices.

Seattle, August 24th—A United States revenue cutter, while cruising in Bering Sea, found four Japanese schooners engaged in salmon poaching off Atto Island, and 30,000 salted salmon were captured.

CODFISH.

Jobbers predict a steady market on Pacific codfish for the next thirty days, and a slump in prices after that time, owing to the new fish coming on the market. The San Francisco codfish fleet now in Bering Sea is reported to have made a good catch. They will probably start for this port on September 15th, and will bring about one million fish.

Seattle, August 24th—The schooner Harold Blekum returned to this port yesterday with 142,000 codfish. This is the largest catch made by any one single vessel for many years. The Blekum has been cruising for more than four months.

CHEESE.

Wieland Bros. say:

"The market is steadily firming."

HAY.

Somers & Co. say:

"A feature of the market has been the heavy arrivals by water, very nearly 50 per cent of arrivals being by schooner. Of this there is practically no good quality hay, the bulk of shipments being alfalfa and low-land oat hay. Everything points towards a continuance of heavy shipments both by water and rail for the next four or five weeks.

"One disappointing report for the the week is that the Manila contract for 2500 tons of hay will probably be let on Puget Sound.

"Alfalfa is now arriving quite freely with strictly choice third-cutting holding its own and poorer grades weaker. Other grades remain unchanged, with the exception of barley and oat hay, of which none is arriving at present.

Choice wheat hay, $12.50 to 13.50.
Other grades, same, $9.50 to $10.50.
Other grades, wheat, $7.50 to $9.00.
Wheat and oat, $8.00 to $10.00.
Tame oat, $7.00 to $10.50.
Oat and clover, $5.50 to $8.50.
Wild oat, $5.00 to $8.00.
Barley and oat, $7.00 to $9.50.
Stock hay, $4.50 to $5.50.
Alfalfa, $5.50 to $9.00.
Straw, per bale, 25 to 40 cents.

"GOOD ON YOU."

The "Leader" of Point Richmond approves of the action of the grocers at their recent State Convention, as follows:

"'Pay up,' says the California Retail Grocers' Association. That was the concensus of the meeting held at Stockton yesterday. The grocers have a big blacklist and they are after the man who does not pay his grocery bill good and strong. Every line of business should have such protective associations and there would be less bill beating."

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With 3 dozen packages at $1.10, we give 1 dozen free.
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Per Dozen 82½c

It sells at 10c or.....$1.20

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FOR ADVERTISING-- With each dozen is given 12 sample packages, each of which will make 1 pint of jelly.

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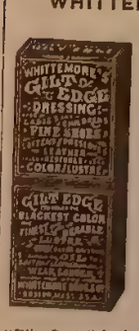
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"Dandy" Russet Paste	9 00
"Red Box" Russet Paste	5 00
"Champion" Black Friction Polish	24 00
"Champion, Jr" Black Friction Polish.	10 00
"Elite" Combination (for box calf, black vici kid. etc.)	24 00
"Baby Elite" Combination (for box calf, black vici kid, etc.)	10 00
"Elite Paste" for box calf (two sizes)	$9 00 5 00
"Superb" Patent Leather Paste	9 0
"Blue Fox" Patent Leather Paste	5 00
"French Gloss" (in cartons, for ladies' black shoes)	9 00
"Royal Gloss," 4 oz. (for ladies' black shoes)	8 00
"Bossola" Waterproof Paste Polish, large	9 00
"Bossola" Waterproof Paste Polish, small	4 50
"Quick White" perfectly cleans dirty white shoes (two sizes)	$24 00 10 00

Cigars and Tobacco

Herman Moss, of the S. R. Moss Cigar Co., has opened offices at 207 Battery street.

H. Anton Bock, manufacturer of the Don Antonio clear Havana cigars, is due to arrive in this city shortly.

Sam Caro is in the city in the interest of Pedro Madrone & Co., who will deal directly with the retail trade.

The new retail store of M. A. Gunst & Co. at Taylor and Market streets is now open. Jack Wilson is the manager.

Telephone order swindlers are now operating in New England. The method of working is to telephone in an order giving the name of some well known store and then send a man after them, who takes the goods elsewhere.

Internal Revenue receipts from the tobacco industry during the past fiscal year were $45,659,910, an increase of $1,000,000 over the previous year. Though tobacco provides but 20 per cent of the internal revenue, it provided 80 per cent of the increase.

Advices from Porto Rico indicate that labor troubles in the island are gradually being settled and promise to be adjusted shortly. The American West Indies Trading Co. has settled its difficulties satisfactorily, and other firms are progressing in the same direction.

The Amercan Tobacco Co. and the Morton Trust Co. has filed an answer to the suit of Richard F. Dana of New York, who seeks to have set aside the merger of the original tobacco company and the Continental and Consolidated Tobacco companies into the present corporation. The answer contains a denial that the merger is illegal and also states that it would be impossible to carry out Mr. Dana's proposition to distribute the assets of the merged corporation among the holders of the three constituent companies in the proportion in which they were held at the time of the consolidation.

Washington advices say: Postal authorities are now looking up the law to see if the American Tobacco Company is violating those statutes that control the use of the United States mails. The investigation now under way is the result of the recent anti-cigarette law of Indiana and the means employed by the cigarette manufacturers to nullify that law. The tobacco company is not amenable to the Indiana statute, as it is a foreign corporation, and engaged in interstate commerce, using the mails as the vehicle for the transportation of its goods. The "makings" for cigarettes have so flooded the State that the anti-cigarette law has not only become practically a dead letter, but the old law prohibiting the sale of cigarettes to children, which was enforced with reasonable diligence, has also fallen into disrespect.



EHRMAN BROS. & CO.,
S. F. Distributers.

The Department of Commerce and Labor has issued the following circular to manufacturers and exporters: The Department of Commerce and Labor is desirous of securing the co-operation of manufacturers and other persons interested in the efforts being made by this Department, through the Bureau of Manufactures, to extend the foreign trade of the United States. In furtherance of this work, it is proposed to establish a comprehensive card index which will enable the Department upon application, to furnish information desired by manufacturers or by intending purchasers, and it is contemplated to extend the system, if the necessary authority shall be granted by Congress, to our principal consulates. To enable the Bureau to prepare such an index, you are respectfully requested to fill in the accompanying blank, and furnish any additional information which you may desire to have recorded in connection with your business.

PAYING FOR PREMIUMS.

An independent tobacco company inserts in its packages of cut plug tobacco a bit of advertising matter which tells the story of who pays for the premiums "given" by the American Tobacco Company. It reads thus:

Notice.

Your special attention is called to the fact that this package of H-O cut plug contains 3 1-3 ounces of the best tobacco that can be made for the money. Other competing brands only give 3 ounces. We therefore give you one-third of an ounce more of better tobacco for your money.

We do not redeem any coupons or tags, and therefore do not have to reduce the quality or weight of H-O cut plug to give you presents, but we give you your full weight. We ask you to use H-O cut plug strictly on its merits. Dealers may try to force you to buy some other brand, claiming it is good as H-O cut plug because he makes more profit on it. Insist on having H-O cut plug, and you will get the best tobacco for your money in the world. We guarantee it.

Wonder whether consumers have not yet "tumbled" to this situation?

STRONG ADVERTISING.

Retail Grocers Will Receive Help in Moving Campbell's Soups.

There is probably not a single housewife in this great country that can read who will not have had her attention called to Campbell's Soups from one to ten times each month during the next six months.

The Campbell Preserve Company, besides continuing its street car ads, is using full pages in many magazines and very large space in all of the leading journals devoted to women calling attention to their twenty-one kinds of soups. These advertisements are beautifully made up and wonderfully effective.

The Joseph Campbell Company sold over 16,000,000 cans in 1904. Their extensive advertising, together with the splendid quality of their goods, will unquestionably increase this business very materially, and every grocer should see that he gets his share of the new sales.

BUILDS MANY SAFES.

The Herman Safe Company shipped this week the vaults for the Capitol Bank and Trust Co. at Sacramento. The firm has completed the installation of sixty vaults in the new postoffice building. This is its largest contract in this city.

THE BANQUET POEM.

A Few of the Verses Read Recently by Frank B. Connolly at Stockton.

We all have remarked how the Stockton Boys strived
To entertain us since the night we arrived.
They have more than succeeded; we have had a swell time,
And that's why I'm singing their praises in rhyme.

We visited their baths, and some took their wives,
Where Powers, Doyle and Reed made sensational dives.

Aubrey showed us his store as we passed it by chance,
While O'Connor and Warnke to the music did dance.

The welcoming over, the entire bunch
Took the boat down the river, to enjoy a swell lunch.

To see "Juliana de Kol," and the rest of the herd,
And Hauch said to Cusack, "Friend Pierce is a bird."

He served Holstein Punch, and we all drank a lot,
And while homeward bound, we met Sullivan's yacht.

Then Alpers told McGuire for President he was a winner
So John P. swelled up and bought us a dinner.

Hayes and Aubrey examined my financial report
At one in the morning, and thought it great sport.

We listened to Newberry because he is much older,
And then we elected Doyle, Drury and Golder,
And praised C. B. Pearson and Fancher so stern,
Then Hayes made a motion: "It's time to adjourn."

I must not forget the praise and the honor
That all of us owe to Billy O'Connor.

For his untiring efforts he ought to be blest—
I will not say any more, you can imagine the rest.

And now in concluding this original ditty,
Here's a toast all will praise: "Stockton for a Convention City!"

FOOLISH PARSIMONY.

It is a pity that conventions place a low value on the benefits of organization. At Syracuse the per capita tax was made 35 cents for associations having less than 500 members, and 30 cents where they number more. This is the price of two cocktails or two perfecto cigars, and is not indicative of a strenuous interest in the work. We hope to see the day when every grocer feels that organization is worth what ex-President A. W. Farlinger, of Georgia, places it, viz., twenty dollars per annum for five years. That means business.—American Grocer.

The Best in Quality
The Best in Flavor
The Purest Type



Hunter Whiskey

HILBERT MERCANTILE CO.,
136-144 Second St., San Francisco, Cal.
Telephone Private 313.

Call for ASTI WINES

PRODUCED BY THE ITALIAN SWISS COLONY

Dry Wine Vineyards, ASTI, Fulton, Sebastopol, Cloverdale, Sonoma County, Cal.
Sweet Wine Vineyards, Madera, Madera County, Kingsburg, Fresno County, and Lemoore, Kings County, Cal.
Office and Salesrooms, Cor. Battery and Greenwich Sts.
Vaults, 1235-1267 Battery St. 101-169 Greenwich St. 1334-1336 Sansome St., S. F.
P. C. Rossi, President Telephone Private Exchange 448. A. Sbarboro, Secretary

A. VIGNIER CO.
429-431 Battery Street San Francisco
IMPORTERS
Sardines, Olive Oils, French Preserves, Washing Blue, French Castile Soap: Clover Leaf, Virgin, Dahlia, mottled, Wines and Liquors—A. V. H. Gin—imported goods only.
Sole Agents for the Genuine CLICQUOT Champagne
Only the GENUINE, Imported direct from France, bears Vignier's LABEL

News of the Coast.

CALIFORNIA.

Long Beach—Atwater & Carl announce that after September 25th their grocery will be conducted on a strictly cash basis.

Long Beach—J. N. Ferguson has purchased the property at the corner of Anaheim and California streets, including store building and stock of groceries and will engage in the general grocery business, making deliveries to patrons.

Los Angeles—Duvall & Klages, grocers at Central avenue, have leased a part of the Robinson building and will shortly open a grocery there.

Monrovia—A handsome business block is projected here, to be occupied by F. Jones' grocery. Frank Hicks has sold his grocery store to Chas. Thomas of Redondo.

Oakland—The grocery store of F. J. Wetmore, at Thirty-third street and San Pablo avenue, was broken into recently and $5 taken from the till. Entrance was gained through a rear window.

Petaluma—The grocery of F. H. Ross was damaged by fire on the night of August 23d. The loss on the stock is estimated at $900, insurance $1600; damage to building, $800; insurance, $1000. The building is the property of the Golden Eagle Milling Company.

San Bernardino—J. R. Fowlkes of Dyersburg, Tennessee, is in the city prospecting the place as a possible location for a wholesale grocery house. Mr. Fowlkes formerly conducted a wholesale house at Dyersburg, located 75 miles from Memphis, and he found it very successful and a good thing for the town.

San Pedro—E. E. Holland has resigned his position as manager of the Nelson Ward grocery, and after a short vacation will go into mining. Fred Kirkwood will succeed Mr. Holland at the Ward grocery.

Santa Ana—J. N. Trickey & Co. have just put on another delivery wagon, an improvement made necessary by the constantly increasing trade at this popular grocery. This makes four wagons in constant use by this store.

Santa Ana—George Hummel, late of Los Angeles, has taken charge of the Sunset Grocery Company's store.

Santa Barbara—J. C. Mann will shortly open a grocery in the popular Oak Park suburb.

Santa Paula—I. P. Browne has sold his grocery business and stock to Mr. E. R. Layne, formerly of San Diego.

Vacaville—E. F. and R. C. Gray have purchased the grocery business of S. R. Maclay, and will conduct it under the firm name and style of Gray Bros. & Co.

IDAHO

Glens Falls—The Glenns Falls Mercantile Co. has purchased the grocery department of E. Pearson's general store.

Wallace—F. J. Reding, a well known grocer, was married a few days since in Missoula, Mont., to Miss Margaret C. Black, formerly head nurse at the Wallace hospital.

OREGON.

Albany—Miller's Grocery is the name of a new store which has just been opened.

Arleta—Hansen & Reinhardt have started a grocery.

Dayton—E. V. Filer is opening a grocery store.

La Grande—J. M. White, grocer, has sold his feed department to William Smith.

Portland—A. J. Farmer, one of the largest and most successful grocers in the city, has sold his grocery at 281 Third street, on account of ill health and retired permanently from trade. E. B. Colwell, the purchaser, paid, it is stated, $18,000 for the stock and fixtures. He has installed G. F. Teed, a grocer of experience, as manager. Mr. Farmer amassed a small fortune during the eleven years that he was in trade in this city. On August 28th fire damaged Kertz & Young's grocery to the extent of $2,400, with insurance of $1,000.

WASHINGTON.

Aberdeen—The Dunlop Mercantile Co., recently incorporated, will engage in the grocery business, opening a new store adjoining the Red Cross Pharmacy. A. F. Coats is president, H. C. Dunlop vice president and C. M. Fridlander secretary.

Centralia—J. N. Tidrow, recently from Tennessee, has purchased the grocery business of Fread & Batt, and will continue at the former stand. Mr. Tidrow is an experienced merchant, and still owns a store in his former home.

Olympia—C. J. Van Eaton is once more sole proprietor in his grocery business, having succeeded to the firm of Van Eaton & Douglas during the week. M. E. George, son of O. George the well known grocer, has embarked in business on his own account, having purchased the confectionery and fruit store of R. Bushman & Co.

Seattle—The Noftsger Grocery Co. has incorporated, with $10,000 capital. Wa Chong Co., tea and Oriental goods dealers, have incorporated, with $10,000 capital. A. T. Young has bought G. W. Harvey's grocery.

South Bend—Insurance was last week adjusted on the grocery stock of Nettleton & Co., and the firm is enlarging its present store building to accommodate increased stock. The total loss suffered was $4,700, with $2,000 insurance.

Spokane—J. E. Settles, an employe of Jeannot Bros.' grocery, has been arrested on a charge of larceny, J. O. Jeannot being the complaining witness. Kennett & Flemming's grocery stock at Springdale has been assigned to the Spokane Jobbers' Association. Singer & White have bought Pynor & Son's grocery. Strong & Merrifield have purchased Guesset & Hanson's grocery store at Spokane.

Sumas—Peter West, general merchant, has purchased the grocery department of A. E. Lapp's store, and the latter will hereafter handle dry goods and furnishing lines.

Tacoma—George Breesemann has started a grocery. J. Jensen has bought J. M. Dennett's grocery. Hanks & Son have succeeded Hanks & Chambers grocery.

Wenatchee—G. C. Galentine is opening a grocery store.

BRITISH COLUMBIA.

Nanaimo—A. H. Meakin has succeeded D. Taylor & Co.

Vancouver—H. Brundrett has succeeded E. Stover, grocer.

SHOULD STOCK NOW.

Grocers generally are interested in the free deal of the T. A. Snider Preserve Company, for by it they are offered at a very alluring price an article that adds to the attractiveness of their store and which always sells.

This is probably the finest catsup offered to the trade—there is none superior; it is known in every household where the art of good living is cultivated, and it is always splendidly advertised—three considerations which with price made an article desirable to the dealer.

This deal is subject to withdrawal without notice, hence the live and down-to-business grocer will not delay in arranging for a sufficient supply for his trade during the year.

DUTY ON TEA AND COFFEE.

President Green of the National Association expresses himself as follows in 'National Trade Press Bulletin":

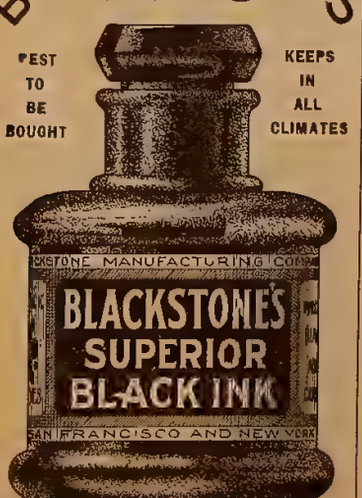
"My attention has been called to a proposition to place a duty upon coffee and tea, which, it is said, will be presented to Congress at its next session. This legislation, if enacted, will work a hardship upon the retail grocers of the United States as well as the poorer class of consumers. If, upon further inquiry, the information seems to be well grounded, prompt and vigorous action should be taken to prevent the passage of this unjust legislation. It is my information that the proposition is being fostered and encouraged by the large importers of cheap coffees, such as the Arbuckle Bros., and others who hold millions of pounds of coffee, who, if there is a tax of three cents per pound upon coffee, would be benefited to the amount of millions of dollars.

"Believing as I do, that this is a matter of vital importance to the grocers, I submit it to the earnest consideration of the trade press, and leave it with them to place it before the trade in general."

BLACKSTONE'S INKS

BEST TO BE BOUGHT

KEEPS IN ALL CLIMATES



Blackstone Manufacturing Co.
(Incorporated)
MANUFACTURERS OF
WRITING FLUIDS,
Mucilage, Shoe Polish, Shoe Paste, Shoe Dressing and Liquid Glue.
Office and Factory,
1960 Howard St. San Francisco
Telephone Capp 1111.

RAINIER BEER

Is Not Unfair
But the Boycott is.

Investigate both sides of the question.

JOHN RAPP & SON, AGENTS
Phone South 473.

PACIFIC STORE AND OFFICE FIXTURE CO. INC.
TEL. BLUE 2571 F. A. OEHM, Pres.

Store Fixtures

DESIGNERS AND MANUFACTURERS OF
STORE, OFFICE AND BAR FIXTURES
3253-3259 SIXTEENTH ST.
San Francisco

Jacobson, Reimers & Co.
210-212 Davis Street
DISTRIBUTERS OF
Fancy Butter and Honey
Dairy Butter and Eggs

Produce Market

THURSDAY AFTERNOON

BUTTER.

The butter market is steady, with prices as last week.

California creamery, extras	27	28
" " firsts	25	26
" " seconds		24
" dairy, extras		
" " firsts		23½
" " seconds		
Store butter	18	19
Storage		
" Creamery extras		
Pickled		
Keg		

EGGS.

There has been no change in the price of eggs since our last report. The market is in good condition.

California Ranch white	32	
" " mixed colors	28	30
" Gathered	25	27½
Standard		
Seconds		
Eastern, selected	22½	24
Standard	18	20
Seconds	17	
Storage, Cal., Selected		
" " Standard		
" " Seconds		
" Eastern Selected		
" " Standard		
" " Seconds		

CHEESE.

The market is very firm and slowly advancing.

California full cream	13	13½
" choice	12	12½
" common	Nominal	
Young Americas	14	
Eastern full cream	16	16½
Oregon		

POULTRY.

Market firm at quoted prices. Good stock is in demand.

Turkeys, young live	22	24
" old gobblers	19	20
Dressed Turkeys	nominal	
Roosters, young, per doz	5 00	6 00
" old "	4 50	5 00
Hens	5 00	6 00
Fryers, per doz	3 50	5 00
Broilers, per doz, large	3 50	4 00
" " small	2 50	3 00
Ducks young	4 00	5 00
" old	3 50	4 00
Pigeons, young	1 50	1 75
" old		1 25
Geese' per pair, old 1.50 2.00; young	1 50	2 00

BEANS AND PEAS.

Prices are firmly maintained.

Small Whites	3 00	3 75
Large "	2 50	2 85
Pea Bean		
Pink	3 25	3 75
Horse	1 10	1 75
Red	6 00	7 00
Kidney	Nominal	
Lima	5 50	5 65
Bayos	4 00	4 50
Butter (large)	nominal	
Black Eyes	3 25	3 50
Dried Green Peas, per 100 lbs	2 00	2 40
" Miles " " " "	2 00	2 40

POTATOES AND ONIONS.

The market is quiet on onions and steady on potatoes.

River Burbank	40	65
Salinas " No. 1, 80c-$1.00;	No. 2, 60c	
Oregons, Old	Nom.	
Merced Sweets	Nom.	
Australian onions	Nom.	
Red (new)	Nom.	
Yellow (new)	70	80
Garnet Chili	40	50

Attracting Trade

A Bargain Department Talk.

If there is any time of the year when the bargain department should be made useful it is in the midsummer when people must be pulled into the store by the strength of the inducements offered, says the Commercial Bulletin.

Then it is up to the manager of the bargain department to devise some new scheme—something attractive enough to get the shoppers out.

How is he going to do it?

All the journalist can do is to offer a few suggestions once in a while, but whether they will work at all or not is a question that can not be answered easily.

"Sales" are the means of disposing of the bargain counter stock. In fact when you come to think of it, "sales" are used in all departments of the store all the time. They may not be special sales, but they are there just the same.

For one thing, the bargain counter man should take advantage of every local occasion to attract trade.

For instance, there may be a street fair or a market day during the next month. That must not be overlooked. Special bargains and special advertising must be used for that day.

Or it may be a baseball game between the local Swatters and the Jonesville Butterfingers. See that the crowd at the ball game has plenty of your circulars. Give a prize to the man who makes a home run or puts the ball over the fence or makes the most base hits.

It may be there is a convention or a circus or a gathering of any kind in the town. Trim the windows and get out advertising matter to correspond. That will show the people that you are right up to date.

These are general suggestions. Now some one wants to know what kind of a sale to have on the days before mentioned and how to advertise it.

How To Do It.

Well, if it's a ball game, why not make a special run on base balls, bats, masks, mitts, etc.? You can, of course, use other trade pullers that day, but it would undoubtedly be a good time to do some business in this particular line.

Fill the window full of them. You can put in rubber balls and everything else in the same line, too. Be sure to use plenty of price tickets and distribute handbills freely.

Call it a "Baseball Bargain Day," and make a number of very special prices for the hour following the close of the game, with the idea of bringing the crowd to your store as soon as the game is over.

If there is a market day in town the sale can be called the "Market Day Sale," or, in fact, any attractive title.

If there is a convention of some lodge of course you will decorate in the colors and emblems of the lodge, and make reference to it in your sale title in some way.

A circus always brings a big crowd and the bargain department man should improve this chance to the utmost. Have a couple of clowns of your own follow the parade on mules and throw handbills.

Distribute advertising fans, with a list of bargains for the day attached, to the crowd going into the circus. The bargain list can be printed on a slip of paper and attached by one end to the fan. It will be pulled off eventually, but not before it has been read in most cases.

If there is a picnic see that your fans are there and that your advertisement has been worked in in every possible way.

Value of Personality.

"Personality" is a great factor in business. It is a sort of an indefinite term and may mean little to a lot of us, but yet it must be reckoned with. The successful bargain store man should use his personality. He should be a good "mixer." At the risk of overdoing it we should say that he should go to the ball game if it is a big one and that he should try to take in the picnics and meetings generally. The wider his acquaintance is the more friends he will (or ought to) have. Anyway, the successful business man should be, and nearly always is, public-spirited and in touch with the daily happenings of the town.

If the man with a bargain store or department wants to succeed to the limit he should mix with the crowd.

How Hour Sales Work.

Hour sales are good in hot weather. You can make the shoppers come in the heat of the day if you put prices low enough. This is rather a mean trick, however, and the most of the hour sales will be better held in the morning or afternoon.

Hot weather goods are, of course, the kind to push now. You might have a 'Hot Weather Ware Sale." It could include such things as fans, lemon squeezers, lemonade glasses, flower vases and ice cups, ice picks, water pitchers, corkscrews, paper napkins, lunch sets, etc. It might also take in hot weather ware from the dry goods stock such as light weight underwear, bathing suits, hose, sunbonnets, wash goods, etc.

Keep the bargain counter cool. Pull down the awning or even the shades to keep the sun from it. The hot sun shining on a lot of bright tinware is not inviting on a summer day.

DAN O'CALLAGHAN
REAL ESTATE
AND
INSURANCE BROKER
City Agent
Liverpool & London & Globe Ins. Co.
Telephone, Main 5238
22 Montgomery St., San Francisco
(Mr. O'Callaghan was for many years a member of the firm of O'Callaghan, Nelson & Co.)

New Brew
YOSEMITE LAGER
BREWED BY THE
ENTERPRISE BREWING CO.
Telephone: Mission 152.
Sixteenth and Folsom Sts.
SAN FRANCISCO, CAL.



Cailler's Croquettes retail at 5, 10, 25 and 50c

MORE Cailler's GENUINE SWISS MILK CHOCOLATE Is consumed in the United States to-day, than the combined export product of any three European Chocolate manufacturers now on sale in this country. Even more surprising is the fact that we are unable to fill orders for many of the most popular packages. To meet the constantly growing demand for **Cailler's Chocolates**, F. L. CAILLER LTD. are rushing to completion their mammoth new factory, costing over two million (2,000,000) francs.

CAILLER'S SWISS MILK CHOCOLATE
is made of the finest cocoa beans, cream and sugar. It has an inimitable flavor, is smooth, rich and specially recommended by the highest medical authorities as the best for children, invalids and athletes, etc.
Write for Sample and Price List to
SPOHN-PATRICK COMPANY SOLE AGENTS 16-22 Front St., S. F.

Business Law for ...Business Men

A Reference Book of 574 Pages showing the

Laws of California

for Daily Use in Business Affairs.

Tells What You Should Know.

Compiled by **A. J. BLEDSOE,** Member of the Legislature for Sessions of 1891, 1893 and 1895.

—— Price, $3.50 ——

Sent Post-paid on Receipt of Price by

Retail Grocers' Advocate,
456 Montgomery St., San Francisco
(Rooms 413-414)

Gilt Edge Whiskies

THE VERY BEST
WICHMAN, LUTGEN & CO.
Sole Proprietors.
Agents for Moerlein's Cincinnati BEER
29-31 Battery St., - San Francisco

SALEM BEER

SUITS THOSE WHO ARE PARTICULAR ABOUT THE BEER THEY USE.

IT HAS THE FLAVOR
IT HAS THE AGE
IT HAS REPUTATION
IT IS MADE RIGHT

Those who have used it know it. Those who do not know soon find it out after a trial.

SALEM BREWING ASSOC'N
BREWERS

BOTTLED EXCLUSIVELY BY THE
Sunset Bottling Co.
3109 20th Street
SOLE AGENTS

THE CALIFORNIA.

A season of burlesque, advertised as the "burlesque wheel," began at the California Theatre last Sunday evening, under the management of Charles P. Hall, the well-known theatrical magnate, who controls the California as well as a chain of theatres. Popular prices prevail at the California during the burlesque season. The bill will be changed weekly, with a new company appearing direct from the East. The first company to appear is the Dainty Paree Burlesquers, who present "A Married Bachelor." The company comprises forty singers, comedians, dancers, show girls and chorus singers, equipped with a wealth of gorgeous new costumes and scenery. The show is light and full of fun and songs and has drawn good houses. The last performance is to be given on Sunday evening. It will be followed on Monday evening by the second company forming the "burlesque wheel," consisting of the well-known Fay Foster burlesque company. This company is renowned for the number of pretty women in its ranks. It will present two farces and burlesque and vaudeville numbers, "The Mysterious Mrs. Baffles," a parody on the Raffles stories, and "Cleopatra in Central Park." The company includes Louise Dacre, the happy girl; Vivian, the female barytone; the Rozinos, in their "bounding billiard table juggling"; McNatti, Keegan and Mulligan, the fun-makers; McIntyre and McAvoy, black-faced comedians; Bessie Rosa, the petite soubrette, and Charles Wilson, the "turkey man."

MAJESTIC.

Ola Humphreys is scoring a decided success this week as Peg Woffington. This clever actress finds scope for all the delicate shades of acting which her former work at this playhouse has shown her capable of. Miss Humphreys is a conscientious actress as well as a talented one, and one may well look to her for still better work as the weeks make her better acquainted with her environment. The cast throughout is worthy of great praise and the stage settings are of the kind for which the Majestic is becoming famous—carefully planned and elaborately mounted. The spectacular scene wherein the mob rushes down the aisle to interrupt the play is handled finely and called out last night prolonged applause. "Pretty Peggy" is bound to fill the Majestic for the rest of the week.

THE ALCAZAR.

A succession of jammed houses nightly testifies to the loyalty of the enormous following that White Whittlesey has built up by his art. He has scored a double success this week in Jack Condon's "The Great Interrogation" and Oscar Wilde's brilliant comedy, "The Importance of Being Earnest." For the coming week he offers the first local presentation of George Fleming's fine dramatization of "The Light That Failed," a Rudyard Kipling romance. It is the story of the war artist on the Soudan, who is stricken blind while protecting a companion and regains his sight sufficiently to complete a great painting which is destroyed by a vixenish girl of the slums, tortured by jealousy of Maisie, the girl artist with whom he is in love. His failing sight mercifully prevents for a time the realization of the great disaster which in the end unites him more closely to his sweetheart.

CENTRAL THEATRE.

Vice and virtue have a fierce struggle this week at the Central in "On the Bridge at Midnight," in which the virtuous ones win and the villains are punished. There are several remarkable scenic effects. In one scene, a "jackknife" bridge over the Chicago river is shown in working order, raising in the air, while big ships and tugs, with passengers aboard, cross the stage in view of the audience. In connection with this scene, there is a thrilling life-saving act.

THE TIVOLI.

A splendid production of "Erminie" is concluding the comic opera season at the Tivoli. It is a pretty little opera, full of melody and fun and the company makes the most of every opportunity to add to its interest. The cast is very strong, each part being handled to splendid advantage, while the stage setting, the costuming and chorus are all of the very best, the chorus in particular being in good voice and training, while their picturesque attire, particularly in the second act during the birthday celebration of Erminie, was unique and becoming. The grand opera season begins on September 11th.

GRAND OPERA HOUSE.

Denis O'Sullivan has been drawing crowds to the big Mission street theatre to see "The Colleen Bawn" and hear his rendition of the quaint and melodious old Irish airs. Mr. O'Sullivan is well supported and this week has been even more successful than his first week. On Sunday afternoon he opens the last week of his engagement with the first production in America of Bidwell's musical play, "Peggy Machree."

THE CHUTES.

There is a long list of new acts in the fine theatre at the Chutes this week. Albini, illusionist; Nellie Maguire, character vocalist; Earl Sisters, singers and dancers; Les Parisiennes, novelty dancers; Hallen and Hayes, comedians; a baritone singer and a series of interesting moving pictures. The concessions are all interesting. They include Chiquita, the 'living doll"; Annie Redline, the 600-pound lady; the 1½-pound baby in the incubator; the Johnstown Flood and other novelties.

FISCHER'S.

An interesting vaudeville bill is attracting crowds to Fischer's. The Four Roberts present a pretty and unny sketch entitled "A Doll Maker's Dilemma." The program includes enough of variety to satisfy everybody. There is a matinee every day and two performances each evening, one beginning at 7:30 and the other at 9 o'clock.

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Clerk's Corner

Looking to the Future.

Not a few of the young men holding clerkships to-day are indulging in a dream of the time to come when they will be able to go into business for themselves. They are living along economical lines and laying away a little each month in pursuance of their cherished ideas.

Many of these clerks are under excellent tutorage. They are working for men who are successful in business, and each day imbibing knowledge that will be of value to them in the years to come. Some are not so fortunate. Their employers are of the easy-going kind, who fail to recognize the true value of business economy. Clerks so situated must study these things out for themselves. They have to learn to appreciate the value of little things. A large percentage of business failures are caused through indifference to the great importance of the minor matters that arise constantly in every day's business.

How Small Things Count.

There is a good, and a true story of a great firm, well known throughout the country, who figured on an engineering contract a few years ago. They had everything calculated to the last cent, except the cost of some dredging. On this they could not quite figure within the half of one cent per cubic foot without obtaining more facts.

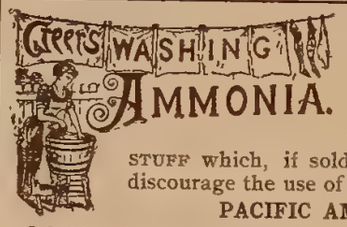
"We had better investigate," said the older partner, "and find out just how much we will have to dredge."

"Nonsense," said the younger and more active partner "It is only a half a cent anyhow, and that is not worth bothering about."

So they signed the contract. After they had worked six months it developed that the firm would have to dredge away about ten million cubic feet of material. It also turned out that it would cost them exactly one-half a cent per cubic foot more to do the work than they were getting for it. Ten million cubic feet at half a cent each, which the younger partner had thought was "not worth bothering about," amounted to just $50,000. The firm has been working just three years now to fulfill a contract at a heavy loss, simply because a man did not consider that half a cent was worth bothering about.

THE IMPORTANT OFFICER.

Let the secretary but be made of the right material and we always have hopes of the association. The other officers are seemingly of less vital importance, but the national president is showing that a mighty good man can be found in the chairmanship; also, that he can run both offices.—Merchants' Review.



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Is it worth 10 cents a day to handle your oils without waste?

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Is it worth 10 cents a day to have no leaky, dirty measures and funnels to handle?

Is it worth 10 cents a day to keep your oil room neat and clean?

We might propound a hundred questions equally as pertinent. If any of these are worth 10 cents a day, is not the combination of the many worth more than the cost of a "Bowser Self Measuring Oil Tank" which will give you all of these advantages?

LET US GIVE YOU FULL PARTICULARS—ASK FOR CATALOG "BB"

S. F. BOWSER & CO.

FORT WAYNE, INDIANA

EASTERN TICKETS
AT
HALF RATE

The Southern Pacific will sell round trip tickets to Eastern points at a one way rate on the following dates: August 15, 16, 24, 25, and September 7, 8, 9, 10, 11, 16, 17.

Rates to Principal Points:

Chicago	$72.50	New York	$108.50
St. Louis	67.50	Boston	109.50
Memphis	67.50	Philadelphia	107.50
St. Paul	70.00	Baltimore	107.00
Missouri River Points	60.00	Washington	107.00

Choice of Four Routes

Go via Ogden, Portland (at slight extra cost), El Paso or New Orleans. Liberal stop-overs. Return limit 90 days. Tickets good on Overland Limited, Chicago & St. Louis Special or any Southern Pacific train. Special low rates for Eastern conventions. Ask about it to-day.

SOUTHERN PACIFIC

THE GROCER SAVES MONEY

The Customer is Pleased,

Where

THE O. K. CHEESE CUTTER

is used.



$20.00 Net

F. O. B. Detroit, Mich.

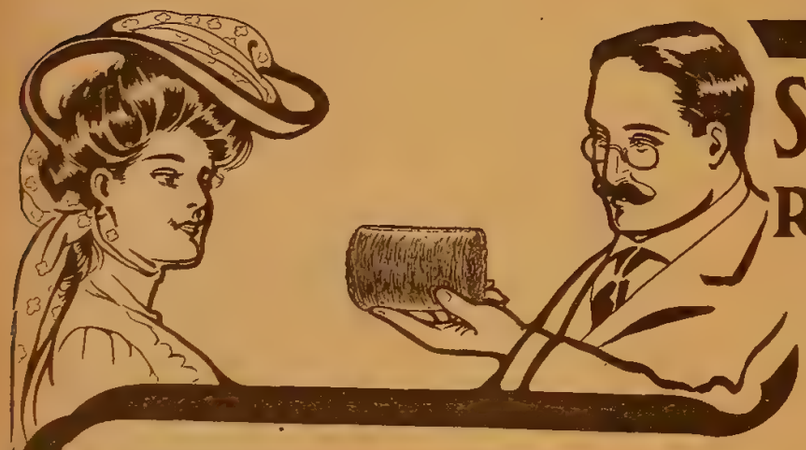
Cuts the Cheese by weight, or money's worth. Does it better than any other — Is absolutely accurate. Cannot get out of order.

Our Testimonials Come from Satisfied Users.

We could not spare a single Cutter to send to the World's Fair at St. Louis—Needed all we could make to fill orders.

Catalog supplied from Dept. R. Write for one.
Give your Jobber's name and address.

The Standard Computing Scale Co., Ltd.
DETROIT, MICH.



SHREDDED WHOLE WHEAT RECOMMENDATION

The Best Cereal Food to Eat, and
The Best Cereal Food to Sell, is

Shredded Whole Wheat

It is made in two forms, Shredded Wheat BISCUIT and TRISCUIT.

TRISCUIT is a CRACKER, not a "breakfast food." It is used as toast in place of ordinary bread toast, and for all purposes for which the common white cracker of commerce is used.

Shredded Wheat **BISCUIT** is the standard wheat food of the world, delicious for breakfast, or for every meal for every day in the year. It contains all the nutriment in the whole wheat in digestible form. A good seller all the year round.

THE NATURAL FOOD COMPANY
Niagara Falls, N. Y.

THE RETAIL GROCERS ADVOCATE

A. H. POWERS, Editor

SAN FRANCISCO, CAL., SEPTEMBER 8, 1905

Vol. 10, No. 36

M. J. B. Coffee

sells better than any other

Why?

IXL - Kapp and Street - W.G.M.

TAMALES

IN

KEY-OPENER CANS

Leslie Quality

All Salt is cheap, but much Salt is contaminated and therefore not fit to be taken into the human system.

LESLIE

STERILIZED SALT

is Pure and Wholesome.

The Trade can Trust any promise made in the name of SAPOLIO; and, therefore, there need be no hesitation about stocking

HAND SAPOLIO

It is boldly advertised, and will both sell and satisfy.

HAND SAPOLIO is a special toilet soap—superior to any other in countless ways—delicate enough for the baby's skin, and capable of removing any stain.

Costs the dealer the same as regular SAPOLIO, but should be sold at 10 cents per cake.

JUST A FEW DAYS MORE

And all the women of the United States will commence to learn more about

Campbell's SOUPS

than ever before. **Our Educational** Campaign will begin September first -- starting with "copy" as shown below and running in such publications as:

Ladies' Home Journal, Delineator, Good Housekeeping, Ainslee's, Woman's Home Companion, Ladies' World, Country Calendar, Table Talk, Boston Cooking School Magazine, Etc.



THIS PUBLICITY, TOGETHER WITH OUR OTHER PLANS FOR THE COMING YEAR WILL GREATLY INCREASE THE DEALERS' SALES OF

Campbell's 21 Kinds

SEND FOR FREE

WINDOW DECORATION BOOKLET

IT'S VALUABLE



JOSEPH CAMPBELL COMPANY

32-52 FRONT STREET

CAMDEN, NEW JERSEY.

Common Sense teaches Grocers to sell what pays Best

AND GIVES SATISFACTION.

That's why **1000** Retail Grocers in the Bay Cities sell **"A 1" FLOUR.**

You can MONEY BACK our goods.

BEST ON EARTH

"A 1" FLOUR



We claim that **"A 1" FLOUR** will make MORE LOAVES OF BREAD to the barrel and BETTER BREAD than other flours.

WE MAINTAIN THE RETAIL SELLING PRICE.

Tell us how to do more and WE'LL DO IT!

GLOBE GRAIN & MILLING CO.

MONTGOMERY AND CHESTNUT STS., SAN FRANCISCO, CAL.

Telephone Bush 759.

(Please mention the ADVOCATE to Advertisers. It helps us materially.)

"BEST IN FLAVOR"

Most Profitable Hams and Bacon we have Ever Used

EIBEN & NOR, the well-known and highly respected Oakland Grocers, say:



NOTHING IS QUITE SO GOOD

West Oakland, Cal., Aug. 10, 1905.

THE CUDAHY PACKING CO.,
San Francisco, Cal.:

Gentlemen: — It gives us much pleasure to say "a good word" for your **Diamond "C" Hams** and **Diamond "C" Breakfast Bacon.**

During the long time that we have been engaged in the grocery business, we have handled a great many different kinds of Hams and Bacon, but we have now settled down to using **Cudahy's Diamond "C" Brand,** which we have found is the **best** in **flavor, mildest in taste, finest in trim,** and are the best and **most profitable** Hams and Bacon we have ever used. As long as you keep the quality up to the present standard, **we shall use no other.**

Yours very truly,
EIBEN & NOR.



FINEST IN FLAVOR AND APPEARANCE

"THE TASTE TELLS"

ALPINE

Unquestionably the Best

CREAM

Made by the Improved Process and under the Personal Supervision of

J. B. MEYENBERG,

The **Inventor** and **Original Manufacturer** of Evaporated Cream, with his twenty years experience.

HE KNOWS HOW.

ALPINE EVAPORATED CREAM CO.,
95 Market St., Rooms 212-213. San Francisco, Cal.
Factory, Hollister, Cal.

FOR SALE BY ALL JOBBERS



YOU HAVE BOUGHT EXPENSIVE SCALES
TO SAVE OVERWEIGHT.
But There Is Still Some Waste.

THE BOND AUTOMATIC WEIGHER

GIVES NEITHER OVER NOR UNDER WEIGHT
IT IS EXACT

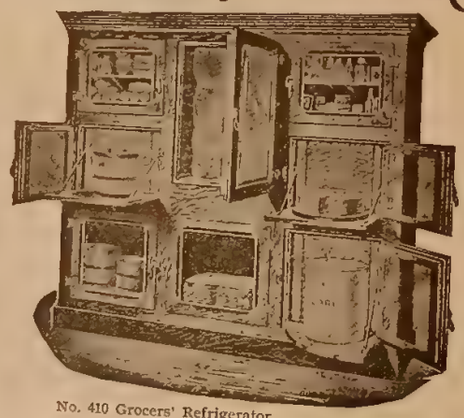
WRITE FOR CATALOGUE

BOND SCALE CO.
Office and Factory
1640 San Fernando Street,
LOS ANGELES

Branch Office and Salesrooms
220 California Street
San Francisco

Any Way You Examine a

McCray Refrigerator



No. 410 Grocers' Refrigerator.

Inside or Outside, it is a True Realization of all that is Best in Refrigerator Construction

THE McCRAY REFRIGERATOR RANKS

first in every way. It is sold entirely on its merits and is known everywhere for superiority.

McCRAY REFRIGERATORS are perfect refrigerators and will in a short time repay their cost through saving of butter and other provisions, and ice.

We can here give you but a faint idea of the McCray refrigerator. Let us send you our catalog showing our extensive line from which you can make a selection.

SOLD ON EASY PAYMENTS.
McCRAY REFRIGERATORS ARE GUARANTEED.

BECK - WAKEFIELD COMPANY
GENERAL AGENTS
122 Market Street, San Francisco, Cal.

Retail Grocers' Advocate

CALIFORNIA RETAIL GROCERS' AND MERCHANTS' ASSOCIATION — OFFICIAL PAPER — RETAIL GROCERS' ASSOCIATION

Vol. 10 — SAN FRANCISCO, CAL., SEPTEMBER 8, 1905 — No. 36

Published Every Friday by
ADVOCATE PUBLISHING CO.

Subscriptions:
One Year $2.00
Single Copies ..... .10

PUBLICATION OFFICE:
456 MONTGOMERY STREET.
Rooms 413-414. - Tele. John 2001

Entered at the Postoffice at San Francisco as Second Class Matter.

Points to Watch

PRUNES.
Growers are getting 3½ cents for prunes, bag basis, which is 50 per cent more than last year.

RAISINS.
Growers are now expecting a 5-cent sweat-box price (ungraded), as against 1¾ cents last year.

MINCEMEAT.
Higher prices are predicted, owing to the advance in most of the articles that are employed in its manufacture.

HONEY.
Bee raisers of Southern California are looking for better prices as fall advances, owing to general shortages in production.

CANNED SALMON.
Jobbers have loaded up on Alaska red at 85 cents a dozen. The Association has now put back the price to jobbers to $1 per dozen.

WALNUTS.
Growers are asking 12½ to 13 cents for soft shells. This will mean 15 to 16 cents to the retail grocer. Imported spot walnuts are higher.

CANNED TOMATOES.
The situation is becoming so strained in Eastern markets that many packers expect the Rocky Mountain States to buy in California, which will affect prices materially.

CANNED FRUITS.
The situation is made much stronger by the fact that the Maryland peach crop was a failure and the demand for Michigan peaches for immediate consumption has kept the prices above packers' figures.

THE TRADING STAMP LAW.

An article by the Associated Press recently announced that the United States court in Washington had decided the Anti-Trading Stamp Law, which is similar to that passed in California, to be unconstitutional. The Advocate printed this dispatch. We are pleased to give herewith a statement from the "New England Grocer," which tends to show that the first news was incorrect.

Trading Stamp Men Lose.

"Upon the ground that he had no jurisdiction, Judge Hanford, Seattle, refused to issue the injunction prayed for by Sperry & Hutchinson, a trading stamp company, forbidding the attorney-general, the prosecuting attorney and the sheriff from proceeding against them under the law passed by the last legislature. The enforcement of the law would make it impossible for the trading stamp company to do business in this State. **In no way did the court pass upon the constitutionality of the law.** The demurrer raised simply the question of the court's lack of jurisdiction. The court declared that the United States courts have no jurisdiction of an action the purpose of which was to prevent a State from enforcing criminal laws within the State."

WILL EDUCATE GROCERS.

Prominent Dealers Decide on Plans to Bring Better Conditions.

WANT AID OF JOBBERS.

Will Make It Essential for all to Secure Profits.

A very valuable conference of retail grocers was held at the St. Francis Hotel on Wednesday evening. There were present:

Pacific Coast Association Directors—J. R. Newberry, Los Angeles; F. B. Fancher, Sacramento; H. Hauch.

State President, L. Warnke, Alameda; State Secretary, Frank B. Connolly, San Francisco; H. Duncan, Oakland.

San Francisco—Bibo-Newman Co., Rathjen Bros., Irvine Bros., McCaw Bros., Doyle & McGowan, Arnold Bros., John W. King. John F. Schomer, Golder Bros., J. Salomon.

Educational Campaign Planned.

Mr. Newberry was introduced by Mr. Connolly who called the meeting to order and an informal discussion ensued.

Mr. Newberry explained that the purpose of the Pacific Coast Retail Grocers' Association was to bring about the greatest possible stability of trade conditions and that this would only be absolutely assured when the retailer and the jobber were working together to co-operate with the manufacturer in helping the latter maintain the prices he might fix.

Mr. Newberry called attention to the fact that, at the present time, the jobbers were selling a large portion of their goods at cost. This meant that they would have to average at least 12 to 14 per cent on the rest of their sales in order to meet their expenses, which would average 6 per cent. In some instances their profits were greater than those of the retail grocers.

He pointed out that, if the retail grocer knew what the jobber paid for his goods he would not submit to being charged an unduly high price for anything. As a consequence, the Pacific Coast jobbers, in self defense, would find it necessary to turn to the manufacturers as the Eastern jobbers were already doing, to ask the manufacturer to fix a price below which his goods should not be sold to the retailer and he would then sympathize with the retailer in his attempts to get the manufacturer to fix a retail selling price and would help bring that condition about.

Actual Cost Letter.

Mr. Newberry then explained that the Pacific Coast Retail Grocers' Association proposed to issue a letter on the 1st and 15th of each month, to be called "Actual Costs," in which the price actually paid for certain goods by jobbers would be given. Each letter is to contain the cost price of 50 or more articles so that, by the end of the year, the jobbers' cost will have been given, together with price changes, on about one thousand different articles.

Value to the Retailer.

'Jobbers often tell retailers they are giving them "actual cost" prices on goods," said Mr. Newberry. "It is a good thing to know if this is true.

"When a jobber sells one item at cost or nearly cost, he must get a double profit on something else, either from that grocer or somebody else. It is a good thing for a dealer to be sure that he isn't paying for somebody else's 'ground floor' prices.

Value to the Jobber.

"When the jobbers find that the retail grocers are posted on costs so that they cannot be induced to pay a double profit on something to make up for the loss on something else, they are going to turn to the manufacturers and demand that goods be sold on the contract plan so that they can get a fair profit on numerous things they now sell at cost without fear that some competitor will be undermining them. To do this they must have the assistance of the retail grocers. The result will be valuable co-operation.

Not Fighting the Jobbers.

"We are not fighting the jobbers," Mr. Newberry added. "We want the jobber to get a profit. But we want a profit, two.

"We think the distributors of food products should have a margin of at least 30 per cent, of which two-thirds should go to the retailer and one-third to the jobber.

'We are willing to help the jobber get his 10 per cent. But we are going to insist on getting our 20 per cent any way. We are willing to help him get his share if he will help us get ours. We have got the power and the organization to get our share now, although in some instances we will have to fight for it. If the jobbers were with us, both they and ourselves could get our profits without any trouble at all.

"The Pacific Coast territory is a country all by itself, with no outside competing jobbing centers.

"When the jobbers are prepared to say to the manufacturer: **"You can count on our refusing to sell any cutter you may instruct us not to supply,"** then the cutter would have to quit.

"When the jobbers are prepared to say that, the retail grocers are prepared to join the jobbers in saying to the manufacturer: 'We want you to demand of the jobbers that they shall not sell to retailers below a certain fixed price and demand a contract from them to that effect and **require that such contract be enforced.**'

"Our retail grocers are well enough organized to-day so that many manufacturers are prepared to demand of jobbers (as they have a perfect legal right to do) that the jobbers shall not supply firms that may cut their fixed prices.

"Our retail grocers are also well enough organized so that they can make it very unprofitable for any wholesale grocer to refuse to comply with such a demand from a manufacturer.

"So it can be seen that while we need the jobbers, we can be of much more use to them than they can be to us and we hope and expect to eventually lead them to the way of better methods and fair profits.

Plan Enthusiastically Endorsed.

'Every grocer present endorsed the idea. All insisted that they wanted a

Continued on page 8.

WANT FLOUR PROFITS.

Leading Merchants Protest Against Policy of Local Mills.

At the meeting of the directors for California of the Pacific Coast Retail Grocers' Association on Wednesday evening. J. R. Newberry said:

'Why should the retail grocers continue distributing the products of the sugar magnates, the oil kings and the meat barons for nothing. It is no wonder they become enormously rich when they have the 210,000 retail grocers of the country working for them without pay."

This brought up the matter of the local flour situation.

State Secretary Connolly said he was given to understand that the other mills would gladly fix prices if the Sperry Milling Company would do so.

John W. King said that Mr. Sherwood of the Sperry Milling Company had assured him that they would gladly establish prices if the retail grocers wanted him to.

All joined in praising the attitude of the Globe Mills in taking the initiative in protecting tthe retail selling price of flour.

The grocers from Alameda county all said that they were selling practically none but "A-1" flour to their best trade.

Mr. Connolly said that since January 1st. he had sold more than 250 barrels of "A-1" flour and that he told the drummers from the other mills that he told his customers how much better "A-1" flour was than the other standard brands, agreeing to take it back if they did not find its quality made it well worth the difference in price. This had meant a profit of $100 that he would not have received had not the Globe Mills taken the stand they did.

The Sacramento grocers and Mr. Newberry told the San Francisco merchants that they had themselves to blame if they did not get a proper price for flour. Mr. Newberry insisted that ten men with "backbone" enough to stand up for what was right, could supply stamina enough to influence one hundred more and that these men could, by intelligent action bring about any reasonable concession from a manufacturer.

Mr. Connolly here explained a plan he had perfected of an executive committee of 150 of the larger retail grocers. The idea was to enable the larger men to get together and decide upon some common course to follow that could enable them to make their influence felt with manufacturers. This was warmly approved.

John W. King then introduced the following resolution:

Resolved, That we consider that steps should be taken by the manufacturers of flour to prevent their goods being sold at less than a satisfactory price—which should leave a margin of at least 25 cents a sack.

This resolution was signed by:
John W. King.
Bibo-Newman Co.
Rathjen Bros.
J. F. Schomer.
McCan Bros.
Golder Bros.
Irvine Bros.
Connolly Bros.

A similar resolution was suggested

(Continued on Page 8.)

SNIDER'S Free Deal

IMPORTANT

Retailers should read this notice and send in their orders **IMMEDIATELY,** mentioning their jobber's name, or else they will not be entitled to the **Free Goods** which actually represents a **CASH** consideration equivalent to an

Extra Profit of 20% on Sales of Snider's Catsup.

Snider's Catsup Free Deal.

We quote you herewith FREE DEAL on the new pack Snider's Catsup, subject to delivery after September 1st, 1905.

THERE IS NO QUANTITY LIMIT -- BUT THE TIME IS LIMITED.

Buy Big, and your profit will be correspondingly large. **Snider's Free Deal will be withdrawn without notice.**

This is the only notice you will receive from us respecting Deal. Mail your order to-day and you will be sure of getting FREE GOODS.

Anticipating your valued favors and again urging you to take advantage of this exceptional offer, we beg to remain,

Yours truly,

16-22 Front Street, San Francisco.

Spohn-Patrick Company.

SPOHN-COOK COMPANY, LOS ANGELES, CAL.

(Fill out this blank and mail it to us to-day)

Date_____

SPOHN-PATRICK COMPANY,

SAN FRANCISCO, CAL.

GENTLEMEN: — Please enter my order for the number of cases herewith indicated, to be delivered with FREE GOODS after September 1st, 1905:

FREE DEAL	Write in plain figures in this column Number of Cases SNIDER'S CATSUP you wish to purchase.	Cases FREE
OFFER No. 1.— 1 Case Pints Snider's Catsup Free with each order for 5 Cases Pints Snider's Catsup.....		
OFFER No. 2.— 1 Case ½-Pints Snider's Catsup Free with each order for 3 Cases Pints and 2 Cases ½-Pints Snider's Catsup.....		
OFFER No. 3.— 1 Case ½-Pints Snider's Catsup Free with each order for 10 Cases of ½-Pints Snider's Catsup.....		
OFFER No. 4.— ½ Case ½-Pints Snider's Catsup Free with each order for 5½ Cases ½-Pints Snider's Catsup.....		
OFFER No. 5.— 1 Case Quarts Snider's Catsup Free with each order for 10 Cases Quarts Snider's Catsup.....		
OFFER No. 6.— ½ Case Quarts Snider's Catsup Free with each order for 5½ Cases Quarts Snider's Catsup.....		

Remarks . . . . . Prices Unchanged

Ship my order through . . . . . (Jobber's name here)

Name . . . . . (Name of Firm here) . . . . . Per . . . . . .

City . . . . . State . . . . . .

SEASONABLE SUGGESTIONS.

Pointers "Borrowed" From the Columns of Various Careful Contemporaries.

Cheese is strong.

Sell boxes and barrels.

Use the show windows.

Use plenty of price cards.

Holland herring are advancing.

Don't forget the profit in discounts.

Try advertising for that tired feeling.

School stationery will be wanted soon.

The hands on the clock always move forward.

Time now to begin looking after collections.

It is easy to trust; it's sometimes hard to collect.

Individual effort is excellent, but too often ineffective.

The largest sales don't always mean the largest profits.

The lard market is firm. Looks like a good time to buy.

Raisins, prunes, peaches, apricots, all are tending upward.

"Penny goods" will be the leader in many candy departments.

A good many can say, "I told you so," on the coffee advance.

A trading stamp scheme under any other name smells just as bad.

Every victory won for legitimate trade reform helps win another.

Tarragona almonds are very likely to be higher, contrary to expectations.

Keep the crackers moving these days. Hot, damp weather is not good for them.

Canned tomatoes, spots and futures, seem to be headed for a further rise in prices.

New Orleans advices continue to report light receipts and a firm market for rice.

Do not tackle "strictly cash" unless you believe it is the only way to do business.

You fool fish with bait, but the hook catches them; 'tis the same with trading stamps.

Catch of cod and mackerel is short and high prices will likely prevail the coming season.

Who'll pay back to the grocers an indemnity for all they have lost on the trading stamp craze?

Now or never with the summer beverages. Better advertise them and put them in the window.

He who pulls alone has his labor for his pains; he who acts conjointly with his fellows gets results.

Keep the cheese under cover. It is too attractive to the flies and other loafers when in the open.

A good display case for cured fruits and crackers is a silent salesman who does not draw large wages.

The trading stamp incubus was a vexatious burden; the parcels post would be even harder to bear.

Many a grocer's profits are lost through inaccurate scales. Time is sure to be lost with an old scale.

The domestic sardine pack is disappointing to date. Reports say that so far no mustards have been put up.

Prices on raisins, California goods, will be higher than last year. The "trust" seems to be in full control.

No cash business can grow which is not advertised, but there is other good advertisement besides printers' ink.

The grocer who buys goods from an unknown firm at the solicitation of an unknown salesman assumes a big risk.

Brazil coffee markets are firmer, offerings from both Rio and Santos being at an advance over recent prices Stock up.

Better adopt some of the short credit system before the fall trade begins—if you have not already. You will save time and money by it.

Why shouldn't the dealer who is charged with selling adulterated food have the same rights under the law as does the milk dealer?

When you hear you are being talked about because you insist on strictly cash, remember that is the best free advertising you can get.

Fall is the season of the largest demand for cordage of every kind. Cotton cordage is higher than last year, but other kinds show little change.

How about the woodenware? Isn't it neglected? Why not make a few bargains in this department to remind the trade that you carry a full line?

All indications point to higher prices on walnuts. The French crop will be short, but of good quality. California does not promise more than an average crop.

Only by organization can trade evils be met and overcome. The united trade means victory; the spasmodic effort of the individual tradesman spells defeat

Paint the delivery wagons. A handsome wagon and a high-stepping horse are a good advertisement. People like to have good looking rigs drive up to their doors.

The French sardine pack is short this year. With a short foreign pack and a prospective shortage in the domestic pack, sardines look like a good, safe purchase.

Currants remain strong. The legislation referred to in this paper previously is now in force and the concensus of opinion is that it will work for higher prices.

Within a short time the lamp season will be here. The call for lanterns, lamps, globes, chimneys, candles, wicks, burners, etc., comes with the shortening of the days Get your stock ready.

Packages that show the goods are better than those that do not for display purposes. Hence, the bottles and glass cans should be given a prominent place. People like to see what they are getting.

There's no excuse for neglecting to properly dress the show windows. Attractive "eyes" to the store draw a great deal of trade, and anything that increases business should be given careful attention.

Itis predicted in quarters well informed that, on account of the shortage in the crop just ended and the high cost in English markets, large Brazil nuts will be selling higher here within the next thirty days.

Don't let a call for anything in groceries pass unheeded. It may not be advisable to stock a line just because one person has asked for it, but that one call may be a tip on which way the demand will turn.

It seems assured that the crockery manufacturers have gotten together again and that higher prices on some lines are not impossible. A few years ago there was a very strong organization among the makers of these goods, but it did not last.

Give the crockery and glassware departments a little better choice. Bring them to the front and display the glassware. Put a black cloth behind the crockery shelving or paint the wall black. A dull black finish for the shelving will set the crockery off, too.

FRESNO IS AMBITIOUS.

Wants Next State Grocers' Convention to be Held in Raisin City.

Fresno, August 24th—L. R. Eccleston, who returned yesterday from the Convention of the California Retail Grocers' and Merchants' Association, reports a very profitable meeting. Mr. Eccleston states that the place for the next meeting of the Association was not fixed by the Convention, but was left to an executive committee. He thinks it should be a fine thing for Fresno to offer to entertain the Convention next year, as it would bring a great many visitors here, and be a valuable advertisement. He will bring the matter up at the next meeting of the local Grocers' Association, of which he is secretary.

TROUBLE IN ROCHDALE STORE.

San Diego—During the past few days some members of the San Diego Rochdale company have been circulating petitions in an effort to secure two-thirds of the membership of the company in order that the concern might go into liquidation. The board of directors claim that the petitions are being circulated through spite work. It is claimed that during the past two months several hundred dollars of the indebtedness of the company has been paid off and that notwithstanding the fact that it is the dull time of the year.

A MATTER OF HEALTH

ROYAL



BAKING POWDER

Absolutely Pure

HAS NO SUBSTITUTE

All Grocers should carry a full stock of Royal Baking Powder. It always gives the Greatest Satisfaction to customers, and in the end yields the larger profit to the Grocer.

If the Government Says So,

You Can Bank on It.

Nicelle Olive Oil



IS

The Purest and Finest

on the Market.

The U. S. Bureau of Chemistry, Washington, D. C., will vouch for this assertion.

Send us a Trial Order. You will be pleased and so will your Customers.

Write for a copy of

Salads: How to Make and Serve Them.

SEVILLE PACKING CO.

Exclusivists in Olives and Olive Products . .

NEW YORK CITY . SEVILLE, SPAIN

Spohn-Patrick Company

Pacific Coast Agents

16-18-20-22 Front Street San Francisco, Cal.

BRANCH HOUSES

Portland, Seattle, Denver, Salt Lake City

SPOHN-COOK COMPANY, Los Angeles, Cal.

A POLICY THAT PAYS.

When a manufacturer can assure the retail grocer that the goods he makes will not be cut—or rather, that the man who cuts will do so at the cost of not being able to buy them again—the retail grocer is going to feel safe in building up a trade on those goods.

It is the policy that, more effectively than other, makes an article continuously popular.

It is this policy that has won so many friends for "Schillings' Best" on the Pacific Coast.

A few shortsighted cranks say: "I don't care whether it pays or not, I'm not going to let any man say at what price I shall sell my goods."

This sounds as if the man were in business for some other purpose than to make money. He should remember that while the laws established by "Schilling's Best" may prevent him from annoying his neighbor, yet they also prevent some vicious neighbor from annoying him.

The Schilling policy has made money for the retail grocers. The example of its success is going to help them make more.

WASHINGTON LINING UP.

Seattle, September 4th—The Washington State Grocers' Association will be urged at the meeting next week to demand of the manufacturers that prices be maintained on staples. This action will be urged by Lieutenant-Governor C. E. Coon, who is president of the association, and emphasized by other members and some prominent outside speakers. It has been pointed out by J. R. Newberry, a prominent California grocer and one of the best-known men in the business, that the remedy lies entirely in the hands of the manufacturers and big producers. This view has been adopted by the leading members of the State Association and action will be taken at the Tacoma meeting next week to bring the manufacturers into line.

WINS BY QUALITY.

The leading packing house products in the bulk of the better class California grocery stores to-day bear the Diamond "C" trademark.

This splendid position was not secured by luck or through chance. The quality of the goods attracted the attention of the trade. The business-like persistence of the sales force would not allow this superior quality to be forgotten.

Every Diamond "C" ham and side of bacon is made from a hog chosen from hundreds. The meat is specially trimmed, specially cured, specially smoked and specially packed to attract the consumer's eye. They look good, they smell good.

They taste good and they are tender and juicy.

These are the reasons why so many firms make a specialty of Diamond "C" goods.

KLONDIKERS WANT PROFITS.

Tacoma, Wash., September 4th—Merchandise wars promise to become a thing of the past in the Klondike. Wholesalers and retailers have organized for the first time in the history of the camp and have formed a combination to maintain uniform quotations for the Dawson market. The undertaking became effective last week. The retailers have stiffened a number of their quotations. On the whole the wholesale rates are changed but little, while every jobber or wholesaler has one price to offer. The only difference that may be gained by getting prices will be on the different quality of goods.

AN EXCEPTIONAL OPPORTUNITY.

In another column we print the advertisement of a grocery store. This store is the best located and best paying store in one of the best residence cities of the Coast. The proprietor intends retiring from business and will sell for that reason. A thorough grocer who wants to take up a business built up by a wide-awake man can do no better.

WILL EDUCATE GROCERS.

(Continued from Page 5.)

profit and wanted to know that the cutters would be controlled.

A suggestion of John W. King that the flour mills and sugar refineries be asked to use their power to assist in maintaining a fair retail selling price on their products was discussed and its practicability made evident.

This matter is treated of in another column.

Mr. Newberry explained that a charge of $5 per annum was to be made for the "Actual Costs" letters. The money received from these letters was to be used in maintaining an effective executive office for the Pacific Coast Retail Grocers' Association, in strengthening existing associations and in forming associations where none now exist.

At the conclusion of the meeting every man present subscribed for a copy of the "Actual Costs" letter.

Send in Your Name.

Any grocer who may desire to receive these letters, should fill out the attached blank. If they do not desire to remit at once, they need send only the order and collection will be made six months from date:

..... 1905.

Pacific Coast Retail Grocers' Ass'n., 456 Montgomery St., Room 415, San Francisco, Cal.

Gentlemen:—Please send us for one year (beginning with the first number) your

ACTUAL COSTS LETTER,

for which we agree to pay your regular subscription price of $5.00.

Name .....

Address .....

PLYMOUTH ROCK PLEASES.

"Its quality is the best, it pays the best profit and it's the easiest to sell." This is the way Fred F. Hobbs talks about Plymouth Rock Gelatine.

Though new to the Coast, this gelatine has been a winner whenever it has been introduced. It costs 82½ cents in lots of 3 dozen and is a 10-cent seller. As each dozen carries a dozen samples each of which will make a pint of jelly, it is easy to see that the grocer, who is well in touch with his trade can induce a trial.

The quality of the goods does the rest.

WANT FLOUR PROFITS.

(Continued from Page 5.)

in regard to the sugar refineries. This met unanimous approval.

It was deemed wisest to devote the influence of the trade towards establishing flour prices first. With this accomplished, it was argued that the jobbers, who are now losing money on sugar, would be glad to enter into the combination with the retail grocers to bring about the desired results.

LILY
CREAM
THE ORIGINAL
BIG CAN

For Sale by All Jobbers.

Pacific Creamery Co.
San Francisco Office, 115 Davis St.

CRACKER-JACK
THE MORE YOU EAT
THE MORE YOU WANT
THE WORLD'S GREATEST
5¢ SELLER

100 Packages to Case $3.65
Case weighs 40 pounds gross.
Dodge, Sweeney & Co., AGENTS SAN FRANCISCO

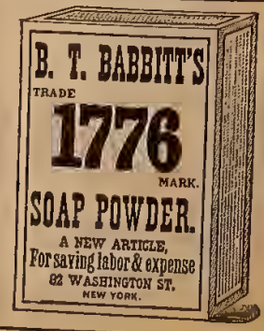
Babbitt's Standards.
ALWAYS UNIFORM!
ALWAYS RELIABLE!
ALWAYS THE BEST!



B. T. Babbitt's
Concentrated Lye,

The ready soap maker—a powerful disenfectant—an excellent fertilizer for dipping prunes, spraying trees, etc.

Manufactured by
B. T. Babbitt, (Inc.) New York City.



The C. B. JENNINGS CO., Agents, 121 California St., San Francisco, Cal.

STAMPS CAUSE LOSS.

Expense Greater Than Profits on New Business Secured.

A Tacoma, Wash., retail grocer, who was one of the victims of the stamp craze, has written the following letter to Secretary Beutlich, of the Retail Grocers' Association, in which letter he tells why there are to be no more trading stamps for him:

"Tacoma, Wash., Aug. 24, 1905.

"Dear Sir:—After one years' experienec with the trading stamps, I sincerely feel that they do the grocery business a great deal of harm. It cost the Blue Ribbon Grocery over $100 per month, and I found that we were out of pocket about $60 a month. That is, we received a little extra trade through them, on which we cleared as near as I can judge, about $40, and to offset this extra business we had to give the stamps to our old cash trade who demanded them, thereby making us fork out $60 per month in that way. Simering the whole thing down, I would sooner shovel ditches than ever have anything to do with the d——d stamps again. Yours respectfully, A. H. Switzer.

"P. S.—The annoyance and bickerings a fellow gets into with his customers through the cussed things are sufficient to drive him crazy, let alone the money loss. A. H. S."

McCARTHY BROS. TO MOVE.

McCarthy Bros. are about to remove from their present location, at No. 113 Front street, to Nos. 107-109 on the same block. They will retain the present building as a warehouse, probably connecting same with the new quarters by means of a runway in the rear. They are installing the newest models of coffee roasters.

Schilling's Best

policy is the best policy for you as well as for them --- it pays

Money back is the modern way to do business — and do it right.

SAFE TO RECOMMEND.

When you offer your customer a stuffed olive, you want to know that it is an article that will please her.

You do this when you give Pim-Olas, for they are put up in a glass without preservatives or injurious substances of any kind.

This is not the ease, however, when you ask her to take bulk stuffed olives. In order to keep in bulk, stuffed olives must have a preservative of some kind about them, and this is injurious to the health of the user.

It is therefore that all good livers who clearly comprehend the situation use Pim-Olas, the high class article put up by the Seville Packing Co.

NONE OTHER JUST AS GOOD.

The leading seller in the line of Chili Sauces is Snider's. This article is made from choice ripe tomatoes, according to a receipt long held by the Snider people, and which their competitors have vainly sought to discover.

The consequence is that Snider's Chili Sauce stands in a class by itself—unsurpassed.

The agents, the Spohn-Patrick Company, report very large sales of this sauce in every part of their territory, the Pacific Coast.

ANAHEIM ORGANIZES.

Anaheim, Cal., August 12th.—The Anaheim Retail Merchants' Association has completed its organization and is now ready for business. Through the organization the merchants will be protected against the loss of bad accounts, and the extra percentage which they are now compelled to add to their selling price to protect themselves will be saved to the buyer. All of the leading retail merchants of Anaheim are numbered among the charter members. The Association will welcome as members retailers in all lines of business from any part of Orange county. Already two of the leading merchants of Fullerton have announced their intention of joining the Association.

ASSOCIATION NEWS.

Syracuse, N. Y.—The State Convention held here on August 7th, 8th and 9th brought together the largest number of delegates ever assembled in this State. The Convention met on the morning of the 7th. They held no session in the afternoon, but convened again in the evening to hear the several addresses. On Tuesday morning the delegates were the guests of the Merrill-Soule Co.'s factory, and at 10:30 the session was resumed. There was an evening session when a number of addresses were delivered. Wednesday was devoted to the reports of committees, election of officers and the reading of numerous addresses.

NOTICE TO CREDITORS.

Estate of Joseph Turner, Deceased.

Notice is hereby given by the undersigned, Martha T. Stearns, Administratrix of the estate of Joseph Turner, deceased, to the creditors of, and all persons having claims against the said deceased, to exhibit them with the necessary vouchers, within..... months after the first publication of this notice, to the said Administratrix, at Room 746 Mills Building, corner Bush and Montgomery streets, the same being her place for the transaction of the business of the said estate in the City and County of San Francisco, State of California.

MARTHA T. STEARNS.
Administratrix of the Estate of Joseph Turner, Deceased.

Dated at San Francisco, Aug 21, 1905.
Date of first publication, Sept. 8, 1905.

THE DEMAND FOR Malta-Vita



The quality of Malta-Vita explains its rapidly increasing sales. Malta-Vita doesn't belong to the **tasteless** variety of flaked wheat foods. It's good to eat and the public is finding this out. Malta-Vita's crisp brown flakes are healthful, too.

NO PREMIUMS USED

Premiums are not given with Malta-Vita. It is sold strictly on its food merits, and intelligent people appreciate this fact.

Malta-Vita Pure Food Co.

BATTLE CREEK, MICH., and TORONTO, CANADA.

VERY BEST QUALITY SELLER

CARNATION CREAM

POPULAR WITH { CONSUMER DEALER

Every Grocer is a Carnation Milkman.

Pacific Coast Condensed Milk Co.
Manufacturers
SEATTLE, - WASH.

Spohn-Patrick Company
Agents
SAN FRANCISCO, CAL.

SAFE FOODS.

Mary Hinman Abel Advises Women How to Get Them.

In the September "Delineator" is begun a series of articles on "Pure Food Matters" by Mrs. Mary Hinman Abel, an authority on household science. The first article deals with the consumer's side of the question. In this, she says:

Buyers Must be Educated.

The buyer must be educated to know what he is buying.

To quote the English hygienist Richardson, "A people was never made clean and healthy against its will."

In this matter of food, who is at the end of the line?

The woman of the household, for in any country it is the family group that consumes the bulk of the food.

If goods remain on the shelf, no more of that kind will be bought by the merchant. Whatever is sold, is speedily replaced Only in this way does demand influence supply, and the home as a consumer can improve the source of supply by becoming a discriminating selecter of goods rather than the helpless funnel into which all is poured.

Although the analysis of 1000 varieties of food products may be found in the great treatises, yet probably 100 would cover the number in ordinary use in any household. To learn their nutritive value in their best estate, the main process of manufacture, how marketed, what falsifications are to be looked for and how such tampering is regulated by law, or may be regulated, is fully within the scope of any woman of ordinary intelligence.

Endorses Food Exhibits.

Few things can vie in educational value with the "show." We crave ocular demonstration, we need to "touch, taste and handle"; it is the kindergarten method, if you will, but a most effective one also for the average man and woman. A food exhibit on some scale is possible in every town, only it must be educational in character, in no sense a money-making scheme. The plan must be broad in scope, including, for instance, the effect of impure water and milk in producing typhoid fever, a department which the physicians would undertake. It must, of course, be made attractive to the average sight-seer and thus offer ample consolation for the lack of quarter-pound packages of samples.

The graphic method could be brought to bear on the nutritive values of food and the methods of manufacture and marketing. A lecture on labels with a goodly array of bottles and cans for illustration would surely help the hearers to form the label-reading habit. And we might even come to trust under their own names certain new foods, as oleomargarine, glucose and cottonseed oil, could the methods of manufacture be shown and their wholesomeness guaranteed by people whom we know and trust As it is, they are sold to us under old familiar names and these three foods are said to make up the great bulk of adulteration.

Defends the Dealer.

Sooner or later if we follow out this practical education we shall learn that those who serve us in market and provision stores are for the most part hard-working men and women who are as honest as the state of competition and the ignorance of the buyer will let them be. They would tell you that they need:

First—Just laws, well enforced, that will set the standard of competition on a decent level instead of leaving it to be set by the meanest man in the business.

Second—A public that will buy what they set out to buy instead of being decoyed by every flashy advertisement and decorated window; who will read their labels and give some intelligent heed to the whole business of buying food as they now give to purchase of clothing.

The igorance of the buyer as to food is very great and especially such foods as have been changed by recent methods of manufacture.

It seems to be too much of a strain on the average mind to learn, for instance, that there are now three kinds of vinegar made, and consequently all are sold to us under the one familiar name, cider vinegar.

People do not seem to know that bright vegetable colors are destroyed by heat, and demand that the preserved strawberry should be red, the canned pea green by whatever means it may be attained. A reputable cannery is said to be adding, for the first time, red coloring matter to the tomatoes because the demand is for a very red tomato. It is even possible to be as ignorant as was the woman who wanted the new pack of tomatoes in April.

Only Knowledge Needed.

I am told that the label, "warranted to keep any length of time in any climate" does not arouse the suspicions of those who yet stoutly insist on "no preservatives"

Catsup, they expect, will keep indefinitely uncorked and in a warm room. They buy without question "sweet" cider in February and "new" maple sugar before the sap has started in the Maine woods. Those of us who are not ignorant, have given up in the most ignoble way and "expect to be cheated."

Now consider the difference it would soon make in any community if even a small number of householders began to study the question of the food supply in somewhat the way I have indicated. They would necessarily impart to their neighbors the new-found knowledge. The dealers would soon know that a spirit of inquiry was abroad, and the best of them would welcome it. When the officials and the physicians of the town began to cooperate, everyone would know that the movement had the advice of those who ought to be competent to guide it.

THE PROOF OF THE PUDDING.

How Grocers Are Proving the Value of Bond Automatic Weighers.

Letters from grocers all over the State express their satisfaction with the Bond Automatic Weigher. These machines are now in use in so many stores that their economic value is proved beyond question. Many dealers may feel at first thought that they would not save enough through the use of this machine to make it worth buying. However, all kinds and sizes of grocers have installed these weighers and there is one undivided judgment: They pay.

Quality

Counts before QUANTITY with shrewd buyers



—Our Goods are Always Satisfactory—

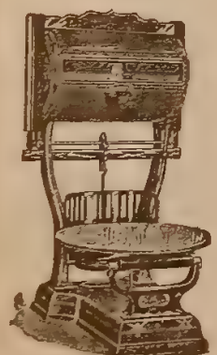
Helvetia Milk Condensing Co.
Highland, Ill.
San Francisco Office, 3 Calif'a St.

FIRST HIGHEST AWARD

The Complete Exhibit of the

Dayton Money-Weight Scales

At St. Louis World's Fair, 1904, received the HIGHEST AWARD and GOLD MEDAL.



MANUFACTURED BY
Computing Scale Co.
DAYTON, OHIO

1—They give the correct value of the article being weighed.
2—They prevent loss from errors in calculation.
3—They save time required in making calculation
4—They are made better than ordinary scales.
5—With proper care they will last an ordinary life-time.
6—The pivots are of hardened tool steel, and with agate bearings inserted at the proper point, are practically indestructible.
7—They are sensitive to the very small fraction of an ounce.
8—They are an ornament to any store.
9—They are the only scale that is mechanically honest.
10—Customers, knowing them to be an honest scale, like to have their purchases weighed on them.
11—Sold on easy monthly payments.

With the **Money Weight Scales** you at once weigh goods **AT THEIR MONEY VALUE.**

Send for further information to

PIERCE & CO., PACIFIC COAST AGENTS

846 James Flood Building, Cor. Market and Powell Sts., San Francisco, Cal.

COLUMN 11.

COLUMN 12.

Department 8

CANNED MEATS

ALL PRICES ARE PER DOZEN	No. ¼ Tins 4 Doz. in Case	No. ½ 2 Doz. Tins in Case	No. 1 Tins 2 Doz. in Case	No. 2 Tins, 1 or 2 Doz. in Case	No. 6 Tins 1 Doz. in Case	No. 14 Tins ½ Doz. in Case	No. 1 Tins 1 Doz. in Case
Corned Beef			1 30	2 30	8 25	18 25	
Roast Beef			1 30	2 30	8 25		
Roast Ribs of Beef, Boneless			1 40	2 50			
Roast Mutton				2 70			
Brisket Beef			1 40	2 50			
Boiled Beef			1 35	2 40	8 25		
Chipped Beef		1 20	2 10		15 50		
Sliced Beef, in tins		1 40	2 50				
Sliced Beef, in glass		1 45	2 75				2 75
Brawn			1 40	2 45	8 25		
Compressed Ham			1 50	2 75			
Lunch Tongue		1 90	3 25	6 50			
Lambs Tongue		1 70	2 95				
Sliced Ham			3 70	6 40			
Sliced Bacon							2 80
Sliced Bacon in Glass							
Deviled Ham	40	80					
Potted Ham	40	80					
Potted Ox Tongue	40	80					
Potted Chicken	90	1 60					
Potted Turkey	90	1 60					
Deviled Chicken	90	1 60					
Deviled Turkey	90	1 60					
Boneless Chicken		3 40	5 55				
Boneless Turkey		3 40	5 55				
Veal Loaf		1 10	2 10				
Ham Loaf		1 10	2 10				
Beef Loaf		1 10	2 10				
Chicken Loaf		1 60	2 75				
Chicken Pate and Ham		1 10					
Chili Con-Carne			1 40				
Beefsteak and Onions			1 60				
Hamburger Steak with Onions		1 95	3 00				
Frankfurter Bratwurst			2 00				
Sweetbreads			2 40				
Vienna Sausage		90	1 55				
Oxford Sausage			2 45				
Bologna Sausage			2 25				
Vienna Sausage and Kraut			1 20				
Corned Beef Hash		1 10	1 50				
Lunch Sausage		90		No 1½	No 2	No 2½	No. 3
Ox Tongue, whole				6 50	7 50	9 50	12 00
Minced Collops				2 45			
Tripe				1 75			
Pork Sausage		1 05		2 50			
Stewed Kidneys							
Pork and Beans, Plain			90	1 40			1 85
Pork and Beans, with tom. sc'e			95	1 45			1 90

Department 9.

FISH AND CHEESE.

Russian Caviar.

	Per doz
1-lb cans, 2 doz in case	$12 00
½-lb cans, 2 doz in case	6 50
¼-lb cans, 5 doz in case	3 50
⅛-lb cans, 6 doz in case	1 90
White Label Brand	3.50

CHEESE.

Foreign and Domestic.

	old	new
New York State Factory		16
Cheddars, June make, Twins, " "		16½
Calif. State factory flats	11	13½
Calif. State factory Young Americans	13	15
Limburger, Eastern, ₩ lb	14½	15
Swiss, imported, ₩ lb		26
Roquefort, ₩ lb		38
Gouda, ₩ lb		27
Pineapples, Eastern, 6 in cs, ₩ case		$8 35
Pineapple, Eastern, 6 in cs, small		2.35
Holland or Edam, medium, plain, per doz	$ 8.50	9.00
Holland or Edam, medium, in bladders, per doz	9.50	10 00
Holland or Edam, large, plain, per doz	9.50	10.00
Holland or Edam, large, in bladders, per doz	10.50	11.50

Fancy.

Camembert Brie, Roquefort, and Gorgonzola, jars	3 00
Parmesan C & B, sml bot, doz.	3.00
Parmesan C & B, lge bot, doz.	5.00

Bayle's.

	Small ½-lb.	1-lb.	2½-lb	5-lb
Deviled Cheese	$1.00	$2 25	$4.00	$ 5.00 $9.00
After Dinner Cheese	$1.00	2.40	4.00	4 50 7.50
Roquefort Cheese	$1.00	2.40	4.00	4.50 7.50

SALT FISH.

Pacific Codfish.

Bndles, 50 lbs each, per lb	4½
Cs. selected, 100 lbs ea, pr lb	5½
Boneless, 30-lb boxes, per lb	6½
Boneless Strips, 40lb bxs, pr lb	6¾
Boneless Blocks, 40lb bxs, p lb	6½
Boneless Tablets, 36 bxs, pr lb	8
Boneless Middles, 60 bxs, pr lb	9¾
Boneless Middles, extra, 60-lb boxes, per lb	10

Eastern Codfish.

Gen Georges, 3 fish to cs.	$10.00
Gen. Georges, 12 fish to cs	9.00
Geo. Cur. Cod, 16, 18 fish to case	8 50
Geo. Cur. Cod, 40 fish to cs	8 00
Gen. Geo. Middles, 60 fish.	13½
Gen. Geo. Tablets, 36 fish.	11½
Gen. Geo. Blocks, 40 fish..	11½

Shredded Codfish.

Codfish, Beardsley's shredded, 2 doz. in case 1.00

Norwegian Mackerel.

Bloater, 200-lb. bbl., 120-130 fish	48.00
Bloater, 100-lb. ½ bbl., 60-65 fish	25.00
No. 1, 200-lb. bbl., 150-160 fish	38.00
No. 1, 100-lb. ½ bbl., 75-80 fish	20.00
No. 2, 200-lb. bbl., 220-240 fish	31.00
No. 2, 100-lb. ½ bbl., 110-120 fish	16.50
No. 3, 200-lb. bbl., 300-350 fish	26.00
No. 3, 100-lb. ½ bbl., 150- 175 fish	14.00

Irish Mackerel.

No. 1, 200-lb. bbl., 200-220 fish	none
No. 1, 80-lb. ½ bbl., 80-90 fish	none
No. 2, 200-lb. bbl., 325-350 fish	21.50
No. 2, 80-lb. ½ bbl., 130-140 fish	9.00
No. 2, 200-lb. bbl., 475-500 fish	20.50
No. 2, 80-lb. ½ bbl., 180-190 fish	9.00
No. 1, 10-lb kits, 15-16 fish	1.35
No. 2, 10-lb. kits, 20-22 fish	1.25

American Bloaters.

Shore Bloaters, 200-lb. bbl., 115-120 fish	27.00
Shore Bloaters, 80-lb. ½ bbl., 45-50 fish	11.50
Extra No. 1, 200-lb. bbl., 120-130 fish	26.00
Extra No. 1, 80-lb. ½ bbl., 50-55 fish	11.00
No. 1, 200-lb. bbl., 140-150 fish	none
No. 1, 80-lb. ½ bbl., 60-65 fish	none
No. 2, 200-lb. bbl., 130-140 fish	28.50
No. 2, 80-lb. ½ bbl., 55-60 fish	11.00
No. 2, 200-lb. bbl., 140-160 fish	none
No. 2, 80-lb. ½ bbl., 60-65 fish	none
No. 2, 200-lb. bbl., 160-180 fish	none
No. 2, 80-lb. ½ bbl., 70-80 fish	none
No. 2, 200-lb. bbl., 180-200 fish	none
No. 2, 80-lb. ½ bbl., 80-90 fish	none

In Kits.

Extra Mess, 7 to 8 fish, each	$2 00
No. 1, kits, 8-9 fish or 15-17 fish	1.85
No. 2, kits, 8-9 or 20-22 fish	1.25

Salmon.

King, bbls	$ 12 00
Oregon Silversides, bbls	none
Alaska Red, bbls	none
Alaska Red, ½-bbls, 100 lbs	none
Alaska Red, kits	none
Bellies, bbls	7 50 8.00
Bellies, ½-bbls, 100 lbs	4 25 5 50
Bellies, ½-bbls, 100 lbs	1 25
Tongues and Sounds, kits, 10lb	9 00
Tongues and Sounds, ½-bbls	

COLUMN 13.

New Herring. Pack 1905.

Holland, ex. selctd mxd bbls.	$ 17 00
Holland, ex. selctd mxd ½-bbl	9.00
Holland, ex. selctd mxd, keg	1 00
Holland, cheaper grade	90
Holland, cheap. gr., mxd, bbls	16.00
Holland, chp. gr., mxd, ½-bbl	8.50
Holland, ex. selct Milchner, bbl	20.00
Holland, ex. selct Milchner, ½-bbl	10.50
Holland, ex. selct Milchner, keg	1.20
Holland, cheaper grade	1.00
Holland, cheaper grade, bbls.	18.00
Holland, cheaper grade, ½-bbl	9.50
Labrador Split, 100 fish	5 25
Labrador, round, 100 fish	4.75
Pacific, ½-bbl	2.25

SMOKED FISH.

Bloaters, Grim., 100 in box	$2.65
do. do. 50 in box	1.50
Bloaters, Cromarty	2.65
Yarmouth, 100 in box	
Halibut, chunks	15
Herring, in boxes, Eastern	20
Herring, in boxes, Washington	15
Herring, boneless, Beardsley's tins, doz	$1.50
Herring, boneless, Beardsley's small, doz	1.00
Herring, Beardsley's Boneless, vacuum tumblers, 2 doz. in case	1.95
Finnan Haddies	1.75
Moir's Selected Red Herrings, 100s	8.10
Moir's Selected Red Herrings, 50s	1.35
Salmon, per lb	.10 20

POTTED FISH.

	Per doz
Potted Crab	$1.35
Kipper Paste	1.00
Anchovy and Bloater Paste, plain pots	2.30
Ditto, fancy pots	4.75
Yarmouth Bloater Paste	75
Ditto, fancy pots	4.75
Kippered Herrings	1 90
Kippered Herrings, Meirs	1.90

CANNED FISH.

	Doz.
Anchovies, in oil, 2 doz, ½ pts., in glass, doz	4.00
Anchovies 2 doz. ¼ pts., doz	3 00
Bloaters, Yarmouth C. & B. ..doz	4.50
Codfish Balls, 2-lb tins, per doz	2.25
Eels, Hamburg, in jelly, 1-lb tins	1 90
Eels, smoked, 1-lb, ₩ doz	2.40
Finnan Haddies, 2-lb oval	2.25
Finnan Haddies, 1-lb, round, ₩ doz	2.00
Sardelles, imported, 1-lb tins	3.00
Sardelles, imported, in glass	3 00
Sardelles, domestic, 1-lb glass	2.25
Sardelles, Ankers, ½ keg	3.00

Mackerel.

1-lb tins, 50 in a case.
2-lb tins, 2 doz. in a case.

Gold Label, 1-lb tins	1.50
P. & W., 2-lb soused	2.75
P. & W., 2-lb, mustard	2.75
P. & W., 2-lb, tomato	2.75
Underwood, 2-lb, soused	2.35
Underwood, 2-lb, tomato	2.35
Underwood, 2-lb, mustard	2.35
Los Angeles, 2-lb, soused	2.55
Los Angeles, 2-lb, tomato	2.55
Los Angeles, 2-lb, mustard	2.55
Mt. Desert, 2-lb, soused	2.25
Mt. Desert, 2-lb, tomato	2.25
Mt. Desert, 1-lb, soused	1.25
Blueback, 1-lb, fresh	1.10

Crescent Mackerel.

Soused, 18 oz, tins, 4 doz. in case, d	$1.80
Tomato, 18 oz. tins, 4 doz. in case, doz	1 80
Mustard, 18 oz. tins, 4 doz. in case, doz	1.80

1311-1315 Pacific Street.

Mackerel in Oil.

Bezler's	3.00 4.00
Lemarchand	5.00 7.00

Booth's Crescent Mackerel.



(Soused, Tomato and Mustard.)
1's, 4 doz. to case, per doz. 1.80
2's, 2 doz. to case 2.50

Salmon.

Alaska Red, 1lb tins, doz	1 10
Alaska Red, 2lb tins, doz.	1 50
Alaska Pink, 1lb tins, doz	80
Alaska Pink, 2lb tins, doz	1.40
Alaska Flats, 1lb tins, doz.	1 40
Oregon Red, 1lb tins, doz.	1 90
Oregon Red, 2lb tins, doz.	1 65
Oregon Pink, 1lb tins, doz	80
Oregon Pink, 2lb tins, doz	1.60
Oregon Flats, 1lb tins, doz.	1.00 1 60
Columbia River, 1lb tails	1.00
Columbia River, 1lb flats	1.75

French Sardines.

¼s, according to quality and size of tin, p. cas	9.50 12 50
½s, according to quality and size of tin, p. case	19.00 20.00

COLUMN 14.

American Sardines.

Packed 3 1-3 doz in a case.
¼s 50 tins in case.

American ¼s in oil, per case	$3 50
American ¼s in oil, 5-case lots	3 35
American ¼s in oil, per doz	.50
American ¼s in mustard, doz.	.60
American ¼s in mustard, case	4 00
American ¼s in mustard, doz.	.90
American ¼s in mustard, case	3 00

Sprats.

Piloto	6.75 7.00
Menhie	6.75 7.00

SHELL FISH.

Abalones.

4 doz in cs, with shells, cs.. 6.00

Clams and Clam Juice.

	doz.
Doxsee Clams, 1-lb. tins	$1.65
Doxsee Clams, 2-lb. tins	2.65
Doxsee Clam Juice, 1-lb. tins	.90
Doxsee Clam Juice, 2-lb. tins	1.60
B & M Lunch Clams, flat tins	1.37½
Underwood Clams, 1-lb. tins	1.05
Underwood Clams, 2-lb. tins	1.60
P. & W. Clams, 1-lb. tins	1.00
P. & W. Clams, 2 lb. tins	1.50
Oxford Clams, 1-lb. tins	1.10
Oxford Clams, 2-lb. tins	1.50
P. & W. Clam Chowder	2.10
Burnham's Clam Bouillon, qts	00
Burnham's Clam Bouillon, pts	4 50
Burnham's Clam Bouillon, ½ pints	2.40

Lobsters.

	Doz.
Red Jackets, flats, 1s	2.35
Deep Sea Picnics, ½s	2.40
Triumph Talls, 1s	2.40

Oysters.

Oysters, Selects, 12 oz	$1.60
Oysters, Selects, 6 oz	3.25
Oysters, Standard, 10 oz	2.00
Oysters, Standard, 5 oz	1.10
Oysters, Standard, 2 oz	1.70
Oysters, Standard, 4 oz	.90

Shrimps.

Shrimps, pickled, 1-lb. tins	$1.10
Shrimps in Tomato Sauce, 1-lb. flats	
Dunbar's Picnics, 4 doz in cs	1.25
Dunbar's 1½-lb., 2 doz in cs	2.25
Pickled Shrimps, 1-lb., 4 doz in case	1 20

Department 10.

LAUNDRY MATERIALS.

Ammonia.

GREER'S WASHING AMMONIA

First grade absolutely pure. 180 Beaume Strength.

Pints (2 doz. to case)	$1 55 per doz.
Quarts (1 doz. to case)	2 65 " "
½ Gals (½ doz. to case)	4 25 " "

WASHING AMMONIA
Standard Grade,

Pts., 2 doz. to case, per doz	$ .75
Quarts, 2 " " " "	1 25

GREER'S TOILET AMMONIA
Lavender and Violet.
Pints (2 doz. to case) ... $2 50 per doz.



Parson's Household Ammonia

	per doz.
½ gals., 1 doz. in case	$4 50
Quarts, 1 doz. "	2 65
Pints, 2 doz. "	1 75
Dime size 3 doz. in case, per case	2 95

Bluing.



Liquid Laundry Bluing.

SCOTT & GILBERT CO.
Manufacturers
214-216 Mission Street

SUNSET

	doz.
¼ pints, 3 doz case	40
½ pints, 3 doz case	60
Pints, 2 doz. in case	75
Quarts, 2 doz. cs.	1 45

Bluing, ball.

Mikado, ½'s, 100-lb case, lb	.20
Mikado, ¼'s, 100-lb case, lb	.22
Nuremberg, A, ½'s, ₩ lb	.33
Do A, D, ½'s, ₩ lb	.25
Do A, C, R, ½'s, ₩ lb	.21
Washerwoman, ½'s, ₩ lb	.12
Do ¼'s, ₩ lb	.14
German Ultramarine ½s, ₩ lb.	.12
Do ¼'s, ₩ lb	.14
Deschamp's French, 1's, ₩ lb	.28
Do ½'s, ₩ lb	.29
Gold Medal, qt. ₩ doz	1.25
Do pt. ₩ doz	1.00
Do ½-pt. ₩ doz	75
Do ¼-pt. ₩ doz	45
Do China Label, qt, ₩ doz	1.25
Greer's, 1 dz qts. & doz	2.25
2's, 2 doz to cs	2.50
Do 3 doz. pts, ₩ doz	1.44
Do 3 doz. ½ pts, ₩ doz	90
Pacific, 1 doz. qts, ₩ doz	1.10
do, 2 doz, qts & doz	.80
Do 3 doz. ½ pts, ₩ doz	65

COLUMN 15.

Borax.

20-Mule Team, powdered 1's, cs. of 2 doz	$2 25
20-Mule Team, powdered 12-oz. cs. of 4 doz	3 60
20-Mule Team, powdered ¼'s, cs. of 3 doz	3 84

(Less 5 per cent. in 5 case lots; 10 per cent. in 10 case lots).

Cartons, 1's, 2 doz. in box	.09
Lump, 25 lb. in box	.08
Powdered, 25 lb in box	.06½

Chloride of Lime.

Brookman's, 1's, ₩ lb	7½ 7½
Do ½'s, ₩ lb	8½ 9

Salter's Purity Brand, ex qual. doz ..... .85

Lye.

Big Bonanza Lye

Case of 48-1 lb tins	3.30
5 case lots	3.25

Star Scrubbing Lye

48-½ lb tins, per case	1.75
5 case lots	1.70
Merry War, 4 doz in case	3.10
Merry Nickel, 4 doz to case	1.75
Eagle Lye, 4 doz. in case	3.00
Do 5-case lots	3.50
Do 5-case lots	3.40
Tomson's Red Seal, 4 dz. to cs	4.00
Do 5-lb, 12 5s to case	4.50
American, 4 doz in case	3.25
Do in 5-case lots	3.00
Babbitt's Lye, 4 doz in case	3.25
Do in 5-case lots	3.00



BANNER LYE

Cs., 4 doz	$4.00
Cs., 2 doz	2.00

SPECIAL FREE DEAL

LIMITED

Freight Paid to Country Points

5 Case lots, per case	$4.25
One additional case free	
Net cost	3.54
3 Case lots, per case	4.25
One additional case free	
Net Cost	3.64

Sal Soda.

California, sks	85-90
California, bbls	90 100

Department 11

STARCHES.

RIVERSIDE



Corn.

must be retailed at 8c.
40 1's per lb. .5½c

Gloss.

48 1's per lb 5½c
16 3's per lb 5¼c
12 6's per lb 6c

FREE.

During June 1 case corn free with each 5 box order, assorted or straight. Must be retailed at 8c.

Corn Starch.

Log Cabin, 40 1s, per pkg	4
Liberty, 40 1s, per pkg	5½
Duryea's, 40 1s, per pkg	7¾
Niagara, 5-box lots, pkg	5½
Niagara, 40 1s	5⅝
Kingsford's, 40 1s, pkg	7¼
Lily Corn, 40 1s, per pkg	5½
Lily Corn, 5-box lots	5½
Lily Corn, 20 1s, per pkg	5⅞
Sioux City, 40 1s, per pkg	5⅞
Sioux City, 5-box lots, pkg	5½
None Such, 40 1s, per pkg	5½

Laundry Starch.

Elastic Starch, 64/1's, per box	5 00
Celluloid, 64/1's, per box	5 00
Best Gloss, 48/1's, per lb	5½
Liberty Gloss, 48/1's, per lb	5½
Liberty Gloss, 16/3's, per lb	5½
Best, 12/6's, per lb	5½
Standard, bulk 40-lb, boxes	3½
Sioux Gloss, 48/1's	5½
Sioux Gloss, 3's, 16 in box	5½
Kingsford's S. G., 1's, 40-lb. bx	3½
Kingsford's S. G. 6's, 12 in crate	3½
Kingsford's Pure, 1's, 40-lb. bxs	7½
Duryea's S. G., 1's, 40-lb. bxs	3
Duryea's S. G. 6's, 12 in crate	3½
Duryea's Superior, 1's, 40-lb. bx	7½
Niagara Gloss, 1's, 40-lb. bxs	5½
Niagara Gloss, 6's, 12 in crate	6¼
Niagara Gloss, bulk, 50-lb. bxs	4½
Lily Gloss, 1's, 48-lb. box	5½
Lily Gloss, 6's, 12 in case	6¼
Lily Gloss, 3's, 16 in case	5¼
None Such, 1s, 48-lb boxes	5½
None Such, 6s, 12 to crate	6
None Such, bulk, 50 lb box	4¼

COLUMN 6.

Prunes.

	Sks.
30s-40s	7
40s-50s	5¾
50s-60s	4¾
60s-70s	4¼
70s-80s	3¾
80s-90s	3¼
90s-100s	2¾

Raisins.

	Box	½'s	¼'s	50 lb
6 Cr. Layers	$3.25	—	—	—
5 Cr. Layers	2.75	—	—	—
4 Cr. Layers	2.25	—	—	—
3 Cr. Layers	1.85	—	—	—
2 Cr. Layers	1.15	—	—	—
4 Cr. Loose	—	—	—	05¾
3 Cr. Loose	—	—	—	05¼
2 Cr. Loose	—	—	—	04¾

Thompson Seedless, bichd, 50-lb boxes .....
Sultana Seedless, bichd, 48 1's, per lb..... 5
Seedless Muscatels, 50-lb cases 4
Seeded, 1-lb cart..... 7¾
Seeded, 12-oz. cart..... 6

NUTS.

Almonds, fancy, I. X. L.	15
Almonds, choice, soft shell, Drake	14½
Almonds, shelled, No. 1.	32-35
Almonds, shelled, No. 2.	27-30
Almonds, shelled, Jordan, Imp	.38
Almonds, Jordan, Dom.	.37½ .40
Brazils, 210-lb sks, new	.12 .13
Chestnuts, Cal. Italian.	.09 .10
Cocoanuts, @ 100	4.50 5.50
Filberts, 175-lb sk.	.11 .12
Peanuts, Japanese, hand picked	.05½ .07
Peanuts, roasted	.08 .09
Pecans, polished	.14 .15
Pine	
Walnuts, hard shell	10½
Walnuts, sft shll, No. 2	.13½
Walnuts, sft shll, No. 1.	.14½

COLUMN 7.

HONEY.

Water White, 2 5's, lb	.07
Light Amber, 2 5's, lb	.06
Lt. Amber, 10 1 gal tins, gal	.75
Lt. Amber, 20 ½ gal tins, gal	1.00
Lt. Amber 2-lb tins, doz	2.60
Lt. Amber, 16-oz. bots, doz	1.35
Comb, 1-lb glass jars, doz	1.75
Comb, 2-lb glass jars, doz	2.90

Pine Apples.

	Per Doz.
2 lb., fancy sliced, E. & C., 2 doz. in case	2 50
2 lb. grated, 2 doz in case.	2 25
2 lb. shredded, 2 doz. in case Hawaiian	1 65

Johnson's—Columbia.

2 lb. sliced, 2 doz. in case.	2 30
2 lb. grated, 2 doz. in case.	2 30
1 lb. sliced, 4 doz. in case.	1 15
1 lb. grated, 4 doz. in case.	1 15
gal., coreless, 4½ lb. to tin, ½ doz. in case, per lb	16
gal., grated, 7 lb. to tins, ½ doz. in case, per lb	18
2 lb., sliced, Baltimore, 2 doz. case	2 25
2 lbs., grated, Baltimore, 2 doz case	2 25
1 lb., cocktail, Baltimore ovals, 4 doz. case	1 25
2 lb., sliced, Singapore, 4 doz case	1 75
3 lb., sliced, Singapore, 2 doz. case	2 40

Royal Hawaiian,
2-lb grated, 2 doz. case 1 80
2-lb sliced, flats, 2 doz. case 2 00
Tall, 2-lb sliced, 2 doz. case.. 2 00
HB Sliced, 2 doz. 3s..... 2 50
HB Whole, 2 doz. 3s..... 2.50
HB Grated, 2 doz 2s..... 2.25

COLUMN 8.

Department 5.

JELLIES, JAMS, ETC.

Griffin Extra Preserves.

Raspberry, strawberry, blackberry currant, loganberry, per doz....$2.00
Cherry, per doz. $2.00
Less 10 per cent in 5-case lots.
Apricot, Damson, Fig, Gooseberry, Gage, Peach, Plum, Quince, per doz..... 2.00
Orange Marmalade..... 2.00
Less 10 per cent 5 case lots.

Long's Preserves.

Strawberries, Raspberries, Blackberries, Loganberries, Cherries, Pineapples, Pears, Figs, in 20-oz. glass jars, 2 doz. in cs., per doz.....$3 50
Apricot, Plum, Quince, Orange, Peach, in 20-oz. glass jars, 2 doz. in cs., per doz..... 3 20
Asstd, 2 doz. in cs., per doz... 3 30

JAMS.

Curtice Bros. Co., Rochester, N. Y.

In 16 oz. Glass Jars.

Strawberry, raspberry, raspberry and currant, red cherry, white cherry, apricot, black currant, red currant, quince (sliced), peach (sliced), pear (sliced), blackberry, gooseberry, grape, green gage, egg plum, damson, pineapple marmalade, tomato marmalade, orange marmalade, per dozen, $1.95.

All above packed in cases of 2 dozen each.

COLUMN 9.

Long's Peerless Jams.

Strawberry, Raspberry, Blackberry, etc., in 16-oz. glass jars, 2 doz. in cs., per doz.. 2 00

Long's Pure Currant Jelly.

Tumblers, 2 doz. in cs., doz.. 2 00
30-lb. kits, per kit 3 00
15-lb. kits, per kit..... 1 75

Marmalades.

Orange (Dundee) 48-1's, doz. 2 75

COLUMN 10.

Apple Butter.

Cuttings, 5-lb. tins, per doz.....$2.50
Heinz, 2's, 2 doz. in cs, doz..$2.25
Heinz, 3-lb stone crocks, doz. 4.25
Heinz, 4½-lb stone crocks, dz 6.50
Heinz, 18-lb. stone crocks, lb.. .11

Peach Butter.

Cutting's, 5-lb. tins, doz.... 2.50
Heinz 4½-lb stone crocks, doz 3.00
Heinz, 18-lb. stone crocks, lb .14

Maraschino Cherries.

Long's, qts, 12 to cs, per cs.. 6.50
Long's, pts., 24 to cs., per cs. 7.50

FRUIT	JELLIES: 2 lb. Extra	2 lb. Stand	1 lb. Extra	Tumblers	Ex. Lunch 1 lb Glass	JAMS: 2 lb. Extra	2 lb Stand	1 lb. Extra	Tumblers	Ex. Lunch 16 oz. G/s Preserves
Apple	1 55	1 35	1 00	85	1 75					
Apricot	1 55	1 35	1 00	85		1 60	1 35	90	90	1 80
Assorted	1 55	1 35	1 00	85	1 75	1 60	1 35	95	90	1 80
Assorted No. 2					1 75				95	1 80
Blackberry	1 55	1 35	1 00	85	1 75	1 85	1 60	95	90	1 80
Cherry										1 80
Crabapple	1 55	1 35	1 00	85	1 75					
Currant	1 75	1 50	1 10	85	1 90	1 85	1 60	95	90	1 80
Damson					1 75					1 80
Fig						1 60				1 80
Gooseberry	1 55	1 35	1 00	85	1 75				90	1 80
Grape (Catawba)					1 75			95		
Green Gage										1 80
Lemon	1 55	1 35	1 00	85						
Loganberry					1 75					1 80
Orange Marmalade		1 35	1 00	85		1 60		90	90	1 75
Peach	1 55	1 35	1 00	85		1 60	1 35	90	90	1 80
Plum	1 55	1 35	1 00	85	1 75	1 60	1 35	90	90	1 80
Quince	1 55	1 35	1 00	85	1 75	1 60	1 35	90	90	1 80
Raspberry	1 55	1 35	1 00	85	1 75	1 85	1 60	95	95	1 80
Strawberry	1 55	1 35	1 00	85	1 75	1 85	1 60	95	95	1 8

CANNED VEGETABLES.

Asparagus "Griffin Extras" Mammoth	$
Large White	
Medium White	
White Tips	
Artichokes, 2½'s, "Griffin	3 00
Beans, Stringless Extras"	1 20
Beans, Blue Lake	1 30
" " gal	4 50
Beans, String, 2-lb	.80
Beans, String, gal	3.50
Beans, Lima, Soaked	1 00
Beans, French, Kidney, 2-lb.	1.15
Beans, French Red Kidney, 2-lb. "Joan of Arc" Brand, p.dz. 1 case free with 10.	1.15
Pancy Eastern	1.85
Corn, Smith's Hulled, 2 doz. in case, per doz.	1.20
Hominy, Great Western, 3 lb	1.20
Corn, 2-lb. Western	.95
Corn, 2-lb. Maine	1.35
Dunbar's Okra, 2½-lb	1.70
Petit Pois, Griffin extra	1.50
Peas, Griffin extra sifted	1.25
Peas, Standard sifted	1.10
Peas, Standard Marrowfat	.95
Pumpkin, 3-lb.	1.37½
Spinach, 2½	1.75
Succotash, fancy, tins	1.40

Tomatoes.

	doz.
3's, Griffin's Ex. Solid Pack	$1.15
3's, Griffin's Ex., with peppers	1.20
2½'s, Cutting's Solid Pack	.95
2½'s, Cutting's Solid Pack, with peppers	.95
2½'s, Cutting's Standard	.75
Gallon, Standard	2 10
Gallon, Solid Pack	2 25
Gallon, Puree	2.50

Department 6.

CANNED FRUITS AND CANNED VEGETABLES.

KIND	8 lb. Extras	2½ lb. Extras	2½ lb. Extra Standards	2½ lb. Standards	2½ Second	2½ Water	2½ Pie	Gallons Extras 8 lb. Grade	Gallons Extras 2½ lb. Grade	Gallons Extra Standard	Gallon Standard	Gallon Water	Gallon Pie
Apples	2 25	1 65	1 40	1 30	1 15	1 05	1 05			4 00	3 50		
Apricots	2 50		1 35	1 25	1 10	1 00	1 00	5 75	5 00	4 50		2 75	2 40
" peeled													
" sliced													
Assorted													
Blackberries	2 25	1 70	1 45	1 35	1 20								
Cherries Royal Anne)										4 25	4 00	3 75	3 40
Cherries (White)													
Cherries (Black)	2 00	1 35	1 20	1 10	95	90	90			5 25	4 60		3 65
Grapes (White Muscat)		1 60		1 25	1 10					3 50	3 10	2 50	2 25
Nectarines													
Peaches (Yellow)	2 65							6 50	5 25	4 60	4 25		
Peaches (Lemon Cling)	2 75							7 75	7 00		5 00		
Peaches (Lemon Cling Sliced)	2 75				1 40			7 75	7 00	5 75	5 00		
Peaches (White Heath)										5 25	4 75		
Peaches (White Heath Sliced)	2 65			1 55									
Pears (Bartlett)	2 75	2 25	2 00	1 90	1 35		1 00						
Plums (Green Gage)	2 10	1 45	1 20	1 10	95		1 05 pld	7 00	6 25	5 25	4 75	3 75	2 40 pld
Plums (Egg)	2 10	1 45	1 20	1 10	95		90	5 00	4 25	3 50	3 25	2 55	2 15 unpl
Plums (Gold Drop)	2 10	1 45	1 20	1 10	95		90	5 00	4 25	3 50	3 25	2 55	2 30
Plums (Damson)	2 15	1 50	1 25	1 15	1 05		90	5 00	4 25	3 50	3 25	2 55	2 30
Raspberries		2 60	2 35	2 10	1 95		90						
Strawberries		2 10	1 85	1 70	1 45								

Department 7.

PROVISIONS.

Hams.

Eastern Standard, 17/19	.14
Eastern Standard, 15/16	.14
Eastern Standard, 12/14	.14¼
Eastern Standard, 10/12	.14¼
Eastern Fancy	10-12 .14½
Local cure, all averages	.13-.13¾
Picnic Hams	.09¼

Boiled Hams.

Skin on	.18½
Skin off	.20½

Breakfast Bacon.

Eastern Standard, 6/8	.18
Eastern Standard, 8/10	.16½
Eastern Standard, 10/12	.15½
Eastern Fancy	.20
Local cure	.16

English Cured Bacon.

Eastern cure, 8-10	.16
Eastern cure, 10/12	.15

Dry Salt Bacon.

Clear medium Bacon	.12½
Clear light medium	.12½
Clear Lt. med. select	.12½
Light Belly	.13½
Extra light Belly	none
Bacon Backs	.12¼
Bacon Bellies	.13

Dry Salt Meats.

Sides	.10¾
Bellies	.12
Backs	.10¾
Fat Backs	.10¼

Barreled Pork.

	Bbls.	½-bbls.
Spare Ribs	$	
Family Pork	14.50	7.50
Clear Pork	19.00	9.75
Pig Pork	22.50	11.50

Barreled Beef.

Mess Beef	11.50	6.00
Extra Mess Beef	11.50	6.00
Family Beef	11.50	6.00
Extra Family Beef	12.00	6 25
Beef Tongues	25.00	13.00

Pigs Feet.

Tierces, about 300 lb	$18.00
Barrels, about 200 lbs	13.50
½ barrels, about 80 lbs	5.00
Kegs, about 25 lbs	2.10
Kits, about 15 lbs	1.25

Honey Comb Tripe.

Tierces, about 300 lbs	$17.00
Barrels, about 200 lbs	13.00
½ barrel, about 80 lbs	5.00
Kegs, about 25 lbs	2.10
Kits, about 15 lbs	1.25

Sausages.

	Per lb.
Braunschweiger	17
Italian Salami	23
D'Arles	22
Mortadella	24
Bologna	8½
Frankfurters	8½
Garlic Sausage	9
Liver Sausage	8½
Pork Sausage	8½
Head Cheese	8½
Tongue Sausage	8½

Pure Leaf Lard.

Tierces, about 350 lbs net	10½
½-bbls, about 100 lbs net	10¾
80-lb. Wood Tubs, 80-lbs. net	10¾
60-lb. Wood Tubs, 60 lbs. net	10⅝
20-lb. Wood Pails, 20-lbs. net	11¼
50-lb. Cans, 1 to a case	10¾
20-lb. Cans, 4 to a case	10⅞
10-lb Cans, 6 to a case	11
5-lb. Cans, 12 to a case	11¼
3-lb. Cans, 20 to a case	11½

Compound Lard.

Tierces, about 350 lbs. net	6¼
½-bbls., about 10 lbs. net	6½
80-lb. Wood Tubs, 80 lbs. net	6⅜
60-lb. Wood Tubs, 60 lbs. net	6⅜
20-lb. Wood Tubs, 20 lbs. net	6⅞
50-lb. cans, 1 to a case	6⅝
50-lb. cans, 2 to a case	6⅝
20-lb. cans, 4 to a case	6⅝
10-lb. cans, 6 to a case	7
5-lb. cans, 12 to a case	7¼
3-lb. cans, 20 to a case	7¼

P. F. Rathjens
PORK PACKER
1311-1315 Pacific Street.

Sausages.

Garlick Frankfurter 10
Bologna 10
Blood and Liver..... 9
Tongue and Headcheese...—
Choice California Ham....12
Extra Light Bacon.....15½
Medium Light Bacon.....12½

Boiled Hams.

Kingan 20
Eastern 19
California 17

Mettwurst.

Extra Home Made..20, 22½, 25

LARD.

50 lb tins..... $
20 lb. tins..... 9½
10 lb. tins.....10
5 lb. tins.....10
3 lb tins.....10
1 lb. cups.....11

ANCHOR PACKING CO.
140 Eighth St., S. F., Cal.
PORK PACKERS AND PROVISION DEALERS.
Boilers of Kingan and Anchor Hams.
SAUSAGES, COOKED MEATS, TONGUE

Hams, Kingan, boneless boiled	20c
" Anchor, "	19c
Bacon (special)	16c
Lard, 55	9¾c
" 20	10c
" 10	10c
" 5	10½c
" 3	10¾c

Please note that our hams are all hand tied.

Scientifically Cooked
Flavor Unexcelled



H. M. WOLTER & BRO.
Dealers in
...Boneless Boiled Hams...
Leading Grocers and Delicatessens Pronounce Them The Best.
103 12th St. Tel., Mint 1763
KINGAN'S 21½
CUDAHY'S "REX"...20½

HEINEMAN & STERN
916 Larkin Street

Garlic Sausage,	Lbs.	Prices quoted on application by telephone or letter
Ring	"	
Bologna	"	
Frankfurter	"	
Rollada	"	
Smoked Beef	"	
Pickled Meat	"	
Headcheese	"	
Tongues	Doz.	
Dried Beef	Lbs.	
Smoked Mutton,	"	

COLUMN 21.

Department 17

CANDIES.

Lozenges.
(5-lb. boxes.)

XXX Peppermint, pails	14
Thin Peppermint	.16
T. T. Peppermint	18
Druggist Peppermint	25
Musk, fluted, pails	.20
Cinnamon, Lemon, Sassafras, Rose	.16
Midget Fruit	.20
Conversation and Hearts	.15
Lilliput Conv. Hearts	17
Midget Conv. Lozenges	18
Crown T. T. Lozenges, 24 5ct. pkgs	.80
Aurora Lozenges, 24 5ct. pkgs	.80
Cough Troches, 5 lb bxs	.25
Eagle Wafers, Peppermints, Wintergreen	.25

Mixed Candy.
(80-lb. pails.)

Plain Mixed	8½
Pacific Mixed	10
Royal Mixed	12½
Grocers' Mixed	10
Yankee Mixed	13
American Mixed	18
Fancy A. Mixed	14½
Fancy C. Mixed	14
French S. Mixed	16
French No. 1, Mixed	18
French Extra Mixed	20
Lady, Mixed	15
Broken Mixed	9

Steam Panwork.

Anis Seed	22
Aromatic Cachous	18
Assorted Berries	16
Assorted Drages	14
Assorted Imperials	16
Assorted Small Seeds	22
Birds' Eggs	16
Boston Baked Beans	17
Burnt Peanuts	18
Burnt Almonds	25
Caraway Seed, smooth	22
Caraway Seed, pearled	22
Celery Seed	22
Cinnamon Beans, large red	15
Cinnamon Beans, Imperials	16
Coriander Seed, pearled	32
Jelly Beans, pails	12½ 14
Jelly Birds' Eggs	16
Jelly Cranberries	16
Jelly Limes	16
Jelly Raspberries	16
Jordon Almonds, fine	45
Jordon Almonds, imitation	18
Licorice Beans	15
Red Hots	25
Ringed Marbles	16
Sugar Coated Licorice Tablets	20
Sugar Almonds	25
Sugar Plums	16

Stick Candy.
(30-lb. pails.)

Assortment: Peppermint, Lemon, Rose, Clove, Anis, Cinnamon, Sassafras, Vanilla, Pineapple, Wintergreen	8½
Hoarhound	9
Hoarhound, wrapped	11
Peanut Sticks	13
Peanut Sticks, wrapped	13
Cocoanut Sticks	13
Cocoanut Sticks, wrapped	13

Taffies.

Peanut Taffy	15
Peanut Flake	15
Peanut Squares	14
Cocoanut Taffy	15
Cocoanut Squares	15
Chunks: Vanila, Rose, Chocolate, Lemon, Molasses	14
Broken Taffy of broken chunk	13

Drops and Lumps.
(30-lb. pails.)

Mixed Drops and Lumps	8½
Molasses Peppermint Lumps	11
Hoarhound Drops	11
Crystal Rocks	12½

Gum Goods.
(5-lb. boxes.)

A. B. Gum Drops, assorted	9
A. B. Gum Drops, Licorice	9
A. B. Gum Drops, Crystalized	11
A. B. Bonbons, plain, in bbls	7
A. B. Bonbons, fancy, in bbls	7½
A. B. Bonbons, fancy, crystallized, 5-lb. boxes	14
A. B. Fruits	18
Royal Gum Drops	16
Genuine Gum Drops, hard	25
Jelly Squares, assorted	14
Bijou Sticks	18
Spiced Jelly Drops	20
New Turkish Figs	16
Fig Paste, plain	17
Fig Paste, tricolor	18

Cream Goods.
5-lb. boxes.)

Fondans Creams	14
Hand Dipped	19
Hand Dipped, with nuts on	21
Fruit and nut Ices	18
Cream Peppermint	20
Crushed Fruit Bonbons	30

Chocolates.
(5-lb. boxes.)

Chocolate, plain	14
Chocolate, Hand Made	20
Chocolate Dipped Bonbons	20
Chocolate Dipped Bonbons, with nuts	22
Chocolate, Climax, 30-lb pails	16
Chocolate Chips	28
Chocolate Nonpareil Drops	20
Chocolate Wafers	22
Chocolate Cream Tablets, 30 in box	1 10

COLUMN 22.

Marshmallows, Nougats, Etc.

Occidental Marshmallows, 5-lb tins	.28
Occidental Marshmallows, 3-lb tins	.30
Dipping Marshmallows, 5-lb. boxes	.25
Angel Food, 5-lb. boxes	.20
French Nouget, 30 5c slices in box	1.00
Walnut, Apricot, Spanish Nouget, 5-lb boxes, per lb	.25

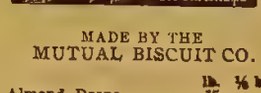
Sundries.

Opera Caramels	10
Rock Candy, white & red	.15
Rock Candy, brown	16
Licorice Drops	.20
Licorice Sticks, 16 to lb	.28
Locorice Tablets, 5 lb bxs	.25
Licorice Tablets, 24 5c bxs	.80
Licorice Penny Sticks, 100 in box	.65
Buttercups, 5-lb tins	.2

CHEWING GUM.

	Single	Box
Sweet Wheat, per box		.50
Tulu Sugar Plum, box		.55
Yankee Spruce, 20 pcs		.55
Sen Sen, 20 pcs		.55
Red Rooster, 20 pcs		.55
Sweet Heart, 20 pcs		.55
Newton's Pepsin, 20 pcs		.55
Bloodberry, 20 pcs		.60
Pepsin Sticks, 20pcs		.60
Chiclets, 40 5c pkgs		1.25
" 3-lb. boxes		1.35
" 10 10c pkgs		.80
" 12 25c pkgs		2.00

CRACKERS.



MADE BY THE
MUTUAL BISCUIT CO.

	lb.	⅛ box
Almond Drops	15	
Animals	12½	$1.20
Arrowroot	14	1.60
Assorted	12	1.15
Assorted, extra	14	1.30
Assorted, fancy	20	1.75
Assorted Wafers	16	1.90
Assorted Jumbles	14	1.25
Boston	9	.60
Butters, Mutual	10	.70
Butter Scotch	14	1.50
Butter, Star	9	.60
California Lunch	9	.90
Champion	9	.65
Chips, Mutual	14	1.10
Chocolate Biscuits	16	1.80
Chocolate Fingers	15	1.50
Chocolate Wafers	18	2.15
Cocoanut Bonbon	14	1.25
Cocoanut Finger	15	1.50
Cocoanut Marshmallows	15	1.50
Cocoanut Taffy	15	1.80
Cocoanut Wafer	16	1.50
Coffee	12	1.25
Coffe Iced	15	1.35
Cornhill	10	1.10
Cracker Meal	6	1.10
Currant Cakes	12	1.10
Egg Jumble	14	1.25
Fruit Biscuits	14	2.40
Ginger Cakes	10	1.40
Ginger, Nut	11	1.40
Ginger Wafers	14	1.75
Graham	10	1.20
Graham Gem	9	.75
Graham Unsweetened	9	
Honey Fingers	14	1.25
Honey Pumbles	12	1.00
Honey Drops, spiced	15	1.60
Honeysuckle	16	
Jelly Fingers	16	1.50
Jenny Lind	12	1.10
Lady Fingers	15	1.30
Lady Fingers Iced	16	1.40
La Grande	11	1.10
Lemon Biscuit	14	1.25
Lemon Brittles	14	1.35
Lemon Snap	12	1.20
Lemon Wafers	14	1.75
Macaroon Almond	40	
Mutual Flakes	14	.90
Mutual Tea	15	1.60
Nic Nac, No. 1	10	1.10
Nic Nac	12½	1.25
Oysters	8	.70
Peoples Mixed	12½	1.25
Pilot Bread	4	.65
Pilot Bread Extra	5	.65
Pilot Saloon	7	.80
Ping Pong	16	1.50
Raisin Cake	12	1.10
Saloon Pilot	7	.80
Saloon Soda	7	
Salted Wafers	14	.90
Soda Extra	7	
Soda	6½	
Star Butters		
Vanilla Bars	14	1.40
Vanilla Biscuits	14	1.25
Vanilla Snaps	12	1.20
Vanilla Wafers	14	1.75
Wafers, Chocolate	18	2.15
Wafers, Ginger	14	1.75
Wafers, Lemon	14	1.75
Water Wafers	12	.90
Walnut Creams	16	1.50

COLUMN 23.
Department 18.

FANCY GROCERIES.

Snider's Baked Beans.

No. 1, 90c doz.; 4 doz. in case	
No. 2, $1.40 doz.; 3 doz. in case	
No. 3, $1.85 doz.; 2 doz. in case	

Bouillion Capsules.

Anker's, 10 capsules in box, per doz boxes	2.75

Capers.

Capotes, 1 dz in cs	1.20	1.25
Nonpareil, small		1.35
Do large		2.00
"White Label," 6-oz. doz		2.25
"White Label," 10-oz. doz		3.15

TOMATO KETCHUP.

Catsups

Snider's

Qts., per doz	$3 75
Pts., "	2 40
½-pints, per doz.	1 40





CAMPBELL'S

(½ Pts. Condiments)

2 dozen to case

Tobasco Ketchup dozen $1 15

Tomato Ketchup, dozen $1 15

Salad Dressing, dozen 1 15

Chili Sauce, dozen $1 15

Assorted cases. dozen $1 15

Miscellaneous.

Our Mother's Ctsp ½-pt, doz	1 40
Our Mother's Ctsp, pts, doz	2 30
Blue Label, 25 ½ pts to cs	3 10
Blue Label, 25 pts to cs	5 00
Blue Label, 12 qts to cs	4 00
Mother's Own, pts	1.50
½ pts	.90
London's Rockaway, Pts., doz	2.25
Sailer's "Purity," doz	.90
H. B. Catsup, pts	2.15
" " ½-pts	1.25

Chocolate and Cocoa

CHOCOLATES.
Baker's.

German Sweet, 6-lb boxes, ⅛s and ¼s	2
Eagle, 12/1s	28
Premium, 12/1s	28
Vanilla, 12/1s	41
Powdered, ¼s, ½s, 1s, 12/1lb. boxes	26

Subject to quantity discount.

Huyler's.

Vanilla, 12-lb. boxes	36
Premium, 12-lb. boxes	33

Lowney's.

Cream Cakes, per box	80
Ice Cream Drops, per doz	75

Ghirardelli's.
In paper

Eagle, 24 1-lb	21
Eagle, 12 1-lb	21½
Eagle, 12 ½-lb	22½
Eagle, 12 ¼-lb	24
Crescent, 6 5 to lb	17
Crescent, 12 5 to lb	16½
Cal, Sweet, 6 5 to lb	21½
Cal. Sweet, 12 5 to lb	21
Monarch, 12 1&½-lb	26
Monarch, 12 1-lb	25
Monarch, 12 ½-lb	27
Star, 24 1-lb	19
Star, 12 1-lb	19½

Ground.
In tins

Ghirardelli's, 12 1-lb tins	26½
Ghirardelli's 24 1-lb tins	26
Ghirardelli's, 60 1-lb tins	25½

In delivery cases.

Ghirardelli's 60 3-lb tins	24
Venard's, 24 1-lb tins	21
Venard's, 60 3-lb tins	20
Miner's, 12 1-lb tins	22½
Miner's, 24 1-lb tins	22
Miner's, 20 3-lb tins	22

5 per cent off on 120-lb. lots

COCOAS.

Baker's Bkfst, 6/1's&½'s	30
Van Houten's, ¼'s and ½'s	35
Van Houten's, 1's	80
Royal Dutch, 12/¼'s	80
Royal Dutch, 12/½'s	75
Royal Dutch, 12/1's	70
Epp's, 14/½'s	40
Fry's, 12/½'s	39
Webb's, 6/½'s	23
Lowney's, 6/½'s	37
Ghirardelli's Bkfst, 6/½'s	38
Ghirardelli's Bkfst, 12/½'s	37½
Ghirardelli's Impri, 6&12/½s	56
Miner's Bkfst, 6/½'s	37
Miner's Bkfst, 6/1-5's	38
Menier's, 1, ½s	47

COLUMN 24.

Condensed Milk

BORDEN'S CONDENSED MILK CO.



Gail Borden Eagle Brand (in 5-case lots	6.80 6.65
Pony	2 25
Challenge	4.70
Floral	4.65
Dime	8.75
Rose	1.40

(Each of above Brands 4 doz. in case)

Borden's Malted Milk, Trial Size, per doz. .90



Borden's Pioneer Brand Evaporated Cream

Large Cans, 4 doz. in cs	3.75
Peerless	4.70
Yacht	2.25

Family Size, 4 doz. in case. Quarts, 2 doz. in cs

ALL ABOVE BRANDS GUARANTEED



CARNATION CREAM

20 oz. cans 4 doz	
Per case	4 00
5 cases	3 95
25 cases	3 90
50 cases	3 85

25c rebate from factory on return of jobber's cap, bill and signed contract

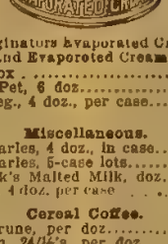


LILY

[large tin]

1 to 10 cs	$3 90
10 to 25 cs	3 85

Helvetia Milk Condens'g Co.



Originators Evaporated Cream

Highland Evaporated Cream 4 doz in box	$4.10
Baby Pet, 6 doz	3 00
Pet, reg., 4 doz., per case	3 35

Miscellaneous.

St. Charles, 4 doz., in case	$4 60
St. Charles, 5-case lots	4 50
Horlick's Malted Milk, doz	4 50
Jersey, 4 doz. per case	3.50

Cereal Coffee.

Fig Prune, per doz	$2 25
Postum, 24/½'s, per doz	1 35
Postum, 12/1's, per doz	2 25
Postum, 36/1's, per doz	2 25
Grains, 12, 2s	2.75

Chutney.

Chutney, asst, qts	$6 25
Chutney, asst, pts	3 75
Chutney, Major Grey, qts	6 50
Chutney, Major Grey, pts	4 25
Ban-ki-pore, pts	3 00

Cranberry Sauce. doz.

Anderson's 2s, 2 doz box	2.00
Tea Garden, 2s, gls, 12 box	4.00
Tea Garden, 1s, gls, 24 box	2.25
Cape Cod, 2 lb, gls, 12 box	3.50
Cape Cod, 1 lb, gls, 24 box	2.00
Home Made, 1s, 2 doz box	2.15
do 2s, glass, 1 doz box	4.00

COLUMN 25.

ALPINE

EVAPORATED CREAM

Per case

1 to 5 cases, 4 doz. to case	$3.60
5 to 10 " " "	3.55
10 to 25 " " "	3.50

Gallons

1 to 5 cases, 6 to case	3.35
5 to 10 " " "	3.30
10 to 25 " " "	3.25

Midgets, 8 doz. to case

1 to 5 cases, $3.90 | 5 to 10 cases, $3.85
10 to 25 cases, $3.80

Alpine Evaporated Cream Co.

Factory
HOLLISTER, CAL.

Office and Salesroom
95 Market Street
Rooms 212-213
San Francisco, Cal.

Phone: Main 3443.

Cottolene.

2's, 4's or 10's, per cs. of 60 lbs	7.00
5-case lots	6.90
10-case lots	6.85
25-case lots	6.75

With 2½ cases, ¼ case free.
" 5 " 1 " "
" 10 " 2 " "

Price $7.50, $7.40, $7.35.

Curry Powder.

Cross & Blackwells, 2 oz	1.35
do 4 oz.	2.35
Do 8-oz.	3.65
Do 16-oz.	6.20
East India, Bombay, 16 oz	5.00
East India, Bombay, 8 oz	3.25

Extract of Beef.
Liebig's (Genuine)

2 oz.	4 oz.	8 oz.	16 oz.
doz. 4 55	8.50	15.90	29.75

"Rex" Relid.



2-oz., doz	$3.96	8-oz., doz	$13.27
4-oz., doz	7.20	16-oz., doz	24.75

Marshall's
2 oz., per doz. $2.40

Gelatine.

Knox's, per doz	1 20
Knox's, per gross	14 00
Cox's, per gross	12 00
Keck's, per doz	1.10

Ginger (Preserved).
½ doz jars in cs, per cs. 2.25

Lemon Sugar.

Gilt Edge, 24/½s, per doz	1.37½
Gilt Edge, 24/1s, per doz	1.85

Lime Juice.

Tahita, 24/8-oz, per doz	$1.25
Tahita, short measure, 16-oz	1.50
Tahita, full measure, 16-oz	1.75
Tahita, full measure, 32-oz	3.50
Tahita, bulk, gal	1.00

Mushrooms. doz.

Le Court, 100 to cs	$2 25
La Forrest, 100 to cs	2.75
Hotel, 100 to cs	1.85
Fancy Stuffed, pts	4.00

COLUMN 16.
Department 12
Soaps and Washing Powder

Western Star Soap
WHITE PETROLEUM BLEACHING.
100 bars per case $4.10

LASCO KOLD WATA NAPTHOL.
100 Bars per case $4.00
Free Delivery in San Francisco Oakland, Alameda and Berkeley
manufactured by
Los Angeles Soap Co.
San Francisco Office, 115 Davis St.
Telephone Grant 110.



THE BEAVER SOAP CO., Dayton, Ohio.
Grandpa's Wonder Soap.
100 cakes 4-oz $3.50
50 cakes 4-oz 3.50

Powdered Soap.
Grandma's Borax, 24 3-lb. per case $4.00
Grandma's Borax, 60 12-oz. per case 2.40

Peet Bros.
Silk Soap 2.80
Ammonia Benzeline 3.85
Cocoa Borax 4.10
Crystal White 3.95
Lily White (Floating)..... 3.80

Standard Soap Co.
Top Notch, 100, 10-oz.....$3.50
Sunburst, 100 12-oz 3.75
Yellowstone, 100 14-oz 3.75
Marigold, 100 16-oz 3.90
Thomas' Cool Water, 100 13-oz 4.00
Thomas' Cool Water, 20 13-oz .85
Milo, 100 4-oz., 100 cartons.... 6.50
Magno "Floating Borax," 100 10-oz. 4.00
Gold Medal Borax, 100 10-oz... 5.50
Gold Medal Borax, 20 10-oz.... 1.15
Purity, "Floating," 5c size.... 3.80
Purity, "Floating," 10c size.. 6.25
Purity, "Floating," 10c size, 20 1.30
Electric Mineral, 100 16-oz.... 5.50
Electric Mineral, 20 16-oz..... 1.15
Peerless Kitchen, 100 10-oz.... 3.00
Peerless Kitchen, 20 10-oz..... .65

Miscellaneos.
Miller's Naptha, per case. 4.35
2 doz to bx, frt. free.
Fels Naptha, 100 14-oz..... 4.10
Hot or Cold, 100 10-oz..... 4.00
Life Buoy, 100 ..... 4.00
Mikado, 100 14-oz..... 3.60
Mikado, 20 14-oz..... .85
Lenox, 100 ..... 3.00
Lenox, 20 ..... .75
Ivory, 100 10-oz..... 7.00
Fairbanks Clairette, 100 ..... 3.35
Fairbanks' Santa Claus, 100... 2.85
Fairbanks' Copco, 100 ..... 3.90
Fairbanks' Fairy Oval, 100.... 3.90
Grandpa's Wonder, large, 50.. 3.50
Grandpa's Wonder, small, 100. 3.60
Peets' Pine Tar, 50 ..... 1.90
Peets' Pine Tar, 100 ..... 3.75
Babbitt's, 100 ..... 4.10
Jergins Pumice, 50 small..... 1.75
Jergins Pumice, 50 large..... 3.00
Uncle Sam's Tar, 100 small.... 3.50
Uncle Sam's Tar, 50 large..... 3.40
Stryker's Kitchen Soap, 100s... 3.50
Stryker's Kitchen Soap, 20s..... .75
Pearl, 100, large..... 4.00

Castile Soap.
La Luna White Castile, lb 7¾
White, Virgin, per lb..... 7¾
White, Conti 14 15
Mottled, Imported, per lb. 6½ 7
Clover Leaf White 13
La Boulen 7½

Scouring Soaps.
Bon Ami, 3 doz to cs, pr cs .. 2 50



Sapolio, scouring, ½ gross box, per box 4 50
Sapolio, hand ½ gross box, per box 4 50

WASHING POWDERS.
Gold Dust, 24 5c, per case ... 4.50
Gold Dust, 100 10-oz 4.00
Gold Dust, 100 with Tea Spoon, 24 for 100c.
Lautz Bros 36 1-lb, per case.... 3 00
Lautz Bros 50 pkgs 3 50
Pearline 36 1-lb. pkg 3.10
Pearline 72 6-oz pkgs 3.75
Pearline 50 3-lb pkgs..... 3.60
Pearline 20 1-lb pkgs 3.35
Soapine 100 ½-lb. pkgs .. 3 60
Babbitt 1776 6-oz 2 85
Rub-No-More 72 ..... 4 50
Rub-No-More 24 ..... 4.25
Rub-No-More 100 ..... 3.75
Gold Dust, Gen. Purpose Powder, 24 4 00
Gold Dust, Gen. Purpose Powder, 60 ..... 2 40

COLUMN 17.

Department 13
OILS, PAINTS, ETC.

Coal Oil.
Water white, coal, bulk..... 12½
Pearl, cases, 25's 18
Astral, cases, 25's 18
Star, cases, 25's 17½
Ex. Star, cases, 25's 20½
Elaine, cases, 25's 26

Gasoline and Benzine.
86° Gasoline, bulk, 25 cases.... 31
74° Gasoline, bulk 16 cases..... 22
63° Benzine, bulk, 13 cases..... 19

Turpentine.
Strictly Pure, cases, 2-5's..... 86
Do drums or iron bbls. 80

Linseed Oil.
Strictly pure, raw, bbls.....gal 60
Do. boiled, in bbls...gal 62
Do. raw, cs, 2-5's....gal 64
Do. boiled, cs, 2-5's..gal 67

Castor Oil.
Baker's AA, cs, 2-5's 1.16
Pure, No. 2, cs, 2-5's..... 1.05
No. 1, cs, 2-5's ..... .70

Lard Oil.
Strictly pure, bbls., 75 cs..... 80
Sup. Win., str., bbls. 65 cs.... 70
No. 1, bbls. 55 cs 60

Neatsfoot Oil.
Cooper's bbls, 75 cs..... 80
Extra, bbls. 62½ cases..... 67½
No. 1, bbls. 57½ cases..... 62½

Lubricating Oils.
Star Cylinder Oil, bbls, 60 cs..65
Columbia Cyl. Oil, bbls, 40 cs..45
Gem Cyl. Oil, bbls, 30 cs.....80
Ruby Cyl. Oil, bbls, 50 cs.....60
Star Engine Oil, bbls, 50 cs...55
Columbia Eng. Oil, bbls, 30 cs.35
Paragon Eng. Oil, bbls, 45 cs...55
Red Eng. Oil, bbls, 27 cs.....32
Star Mach. Oil, bbls, 30 cs....35
Star Dynamo Oil, bbls, 50 cs...55
Star Spindle Oil, bbls, 40 cs....45
Star Sep'tor Oil, bbls, 50 cs....55
Favorite Sep'tor Oil, bbls, 25 cs.30

Miscellaneous Oils.

Union Salad Oil	.45	50
Globe Salad Oil	.45	50
Pure Sperm Oil	.75	80
No. 1 Polar	.50	55
China Nut oil, ord'ry	62½	
China Nut oil, No. 1	.80	

WHITE LEAD.
Pioneer, in kegs 7¼ 8

DRY PAINTS.

Eng. Paris White, bbls.	1.35	1.60
Whiting, bbls	1.00	1.15
Kalsomine, bbls		1¼
Prince's Min'l B'wn, bbls		1.65
Yellow Ochre, bbls		1½
Eng. Ven. Red, bbls.....		1.50

Department 14
FARINACEOUS GOODS.

Flours.
GLOBE MILLS,
Cor. Chestnut and Montgomery
California Selected Wheat,

	Barrel
** "Banquet" (fancy patent)..$5.05	
*** "Silver Star" (patent)....	4.65
Blended Wheat,	
*"Al" Family	5.15
Entire Eastern Wheat.	
Globe, Bakers'	

(½ bbls. 10 cents per bbl. higher.)
*"Al" must be retailed for not less than $1.40 per ¼ sack.
**"Banquet" must be retailed for not less than $1.30 per ¼ sack.
***"Silver Star" must be retailed for not less than $1.25 per sack.

FLOURS.

Allen's Boston Brown Bread Flour, 24 pkgs, per case.....	3.60
Allen's Flour, 10 10-lb bags, per bbl	4.50
Cal Family	$5.00 $5.10
Cal. Bakers', extra.....	4 80 4.90
Buckwheat, 10-lb sacks, per 100 lbs	$4.50
Self Rising Buckwheat, 10-lb sacks, per 100 lbs.....	6.00
Graham, 10-lb sacks, per 100 lbs	3.25
Rice, 10-lb sks, per 100 lbs.....	3.00
Rye, 10-lb sacks, per 100 lbs....	3.75
Whole Wheat, 10-lb sacks, per 100 lbs	3 50

Meals.

Yellow Corn, 10-lb sacks, 100 lb.	$2.75
White Corn, 10-lb. sacks, 100 lb.	2.75
Ex. Cream Yellow, 10-lb. sacks, per 100 lbs.	3.75
Ex. Cream White, 10-lb sacks, per 100 lbs.	3.75
Oat Meal, 10-lb. sacks, pr 100 lbs	4.25
Steel-Cut Oat, 10-lb sacks, per 100 lbs	4.50

Pearled Cereals.

Pearl Barley, ...	$6 00
Pearl Wheat, 150-lb bbls.....	4.40

Rice.

Choice Seed Japan..	$0 04
Good Seed Japan	.03¾
Fair Seed Japan	.03½
Fancy Head Rice	5½ .06
Long Grain Rice	.04 .05
China No. 1	5 6
China No. 2	4 4½

COLUMN 18.

Rolled Cereals.

Rolled Oats, 7s and 10s, pr 100 lbs	4 50
Ex. Crm Rld Ots. 180-lb, bbl..	$7.50
Ex Crm Rld Ots, 180-lb, 90-lb sks	7.00
Prld Rold Wheat, 150-lb, bbls.	4 40
Dr. Price's Food, pee case ...	4.00
5-case lots, $3.85	

Sago and Tapioca.

Sago, original sacks, lb....02½	.03
Sago, 48/1's, per doz.....	.70
Instantaneous Tapioca, 50/1's, per case	5.00
Instantaneous Tapioca, 36 to case	2.70
Tapioca, Flake	.03
Tapioca, repacked, per lb...	.04¾
One Minute Tapioca. 36 to cs	2.75
Arrowroot, Taylor's Bermuda, 12-lb box, 1, ½ and ¼ lb pkgs, per lb.....	22½

Miscellaneous.

Greats Oat, 10-lb scks, 100 lbs.	$4.50
Greats Buckwheat, 10-lb sks, 100 lbs	10.00
Hominy, igs, 10-lb sks, 100 lb.	3.75
Hominy, sml, 10-lb sks, 100 lbs	4.00
Split Peas (yel.) 25 and 50-lb boxes, 100 lbs.....	5.50
Split Peas (grn.) 25 and 50-lb boxes, 100 lbs.....	5.50
German Lentils, per lb.....	.05½
Cracked Wheat, per 100 lbs ...	3.75
Farena, per 100 lbs.....	4.50
Pearl Grits, per 100 lbs.....	4.25
Capitol Mills Pearled Hominy, bbls.	8.00
Capitol Mills Gran. Hominy, bbls.	8.50
Capitol Mills New Process B. W. Flour, bbl.....	9.00
Capitol Mills Steel Cut Oat Meal, bbl.	8.50

Breakfast Foods.

Capit'l Mills R'll'd Oats, $6/2's	$.60
Grape Nuts, 1 & 2 doz, pr doz	1.40
Breakfast Gem, case 3 doz.....	2.80
Wheatine, 36/2's, pr cs.....	3.75
Germea, 20 4-lb pkgs, pr cs....	4.00
Germea, 24 2-lb pkgs, per case.	3 10
H.-O Buckwheat, 2 doz 3-lb pkgs, per case	3.75
H.-O. Pancake Flour, case.....	3.90
H.-O. Oats, 24/2's, per case....	3.15
Cream of Wheat, 36/2's.....	5.25
Crespo, 36/2's	2.75



MALTA VITA
36 2s, case $2.85

Our Mothers' Mush, 36 to cs..	2.75
Twin Brothers Mush, 36 to cs..	3.00
Carnation Wheat Flakes, 24/5's	5.40
A B C Breakfast Wheat, 72/2's	5.00
A B C Breakfast Wheat, 36/2's	2.60
Granola, 24/1's	2.25
Flaked Rice, 24/1's	3.00
Ralston Breakfast Food, 36/2's	4.50
Do. Barley Food, 36/2's....	4.25
Do. Health Oats, 36/2's....	4.00
Do. Hominy Grits, 36/2's..	4.00
Do. Health Crisp, 36-4's....	3 60
Do. Select Bran, 24/3's....	2.50
Do. Pancake Flour, 36/2's	3.75
Do. Whole Wht Flr, 4/4¼s'	5.50
Quaker Oats, 36 2s	3.80
Scotch Oats, 36 2s	3.60
Acme Grano, 20/4's, per case..	3.75
Acme Gluten Farina, 24/1's, pr case	1.85
Acme Gluten Flour, 10-lb sks..	.80
Acme Wheat Flakes, 36/2's....	3.00



Dr. Price's Wheat Flake Celery Food.
Per case...$ 3 75

Pastes (Domestic).

Macaroni, Vermicelli, etc. - No. 1 Extra, per box.....	.27
No. 1 Extra, 15 lbs.	.52
No. 1 Extra, 25 lbs.	.82
No. 1 Extra, 50 lbs.	1.65
No. 1 Extra, 100 lbs.	3.30
No. 1 Extra, ½ boxes	.15
Macaroni, Vermicelli & Spaghetti, No. 2	.20
Royal Macaroni, Verm'l & Sp'ti, 24 1-lb pkgs, per case	1.70
Queen's Taste Mac., Verm. & Sp. 12 2-lb cartons i case.....	2.15
R. Paste, ass'd, ab. 18 lbs, c. lb.	.6½
Royal R. Paste, 24 1-lb pkg c., pkg.	.8½
Golden Gate Egg Noodles, 24 1-lb pkgs in case, per cs.	1.90
Farina, 24 1-lb pkgs	1.50
Discount 2 per cent for cash only.	

COLUMN 19.

Department 15.
SPICES

PURE—Square Tins, Full Net Weight.

	⅛'s	¼'s	½'s	1 lb	2½ lbs.	5 lbs.	Blk
Allspice	$0 70	$0 95	$1 60	$ 2 80	$ 6 70	$12 75	21
Cinnamon	1 15	1 80	3 30	6 25	15 25	30 00	43
Cloves	90	1 35	2 40	4 35	10 60	20 55	31
Ginger	75	1 05	1 75	3 10	7 50	14 30	23
Mace	1 75	3 00	5 65	10 90	26 95	53 30	73
Mustard	70	95	1 60	2 80	6 70	12 75	21
Nutmeg	1 25	2 05	3 80	7 15	17 60	34 60	49
Pepper	80	1 10	1 90	3 40	8 25	15 85	25
Cayenne	80	1 15	2 00	3 55	8 65	16 65	26
W. Pepper	95	1 45	2 65	4 85	11 76	22 90	34
Sage	70	95	1 60	2 80	6 70	12 75	21
Thyme	70	1 00	1 65	2 95	7 10	13 50	22
Savory	70	1 00	1 65	2 95	7 10	13 50	22
Marjoram	75	1 10	1 85	3 30	7 85	15 10	24
Poultry Seasoning	....	1 50	.....	.....	.....	.....	..

SECOND GRADE—Round Tins, Short Weight.

	¼'s	½'s	1's	2½ lbs.	5 lbs.	Blk
Allspice	55	1 00	1 75	3 95	7 60	13
Cinnamon	65	1 20	2 10	4 90	9 50	16
Cloves	65	1 25	2 25	5 20	10 20	17
Ginger	55	1 00	1 75	3 95	7 60	10
Mace	1 20	2 30	4 40	10 50	21 00	34
Mustard	55	90	1 50	3 60	7 00	12
Nutmegs	85	1 70	3 10	7 40	14 60	24
Pepper	60	1 15	2 00	4 55	8 90	15
Cayenne	60	1 15	2 00	4 65	8 90	15
W. Pepper	75	1 45	2 65	6 15	12 05	20
Sage	55	1 00	1 75	3 95	7 60	13
Thyme	60	1 05	1 90	4 25	8 25	14
Savory	60	1 05	1 90	4 25	8 25	14
Marjoram	60	1 05	1 90	4 25	8 25	14

SCHILLING'S BEST SPICES.—Nature's Best.
Square tins. Never sold in bulk.
Small, medium, large sizes have sifting tops except

Mustard.

	Small size per doz.	Medium size per doz.	Large size per doz	Ex. Large size per doz.	Hotel size per tin.
Pepper	.75	1.20	2.20	3.75	.75
Mustard	.75	1.25	2.25	3.90	.81
Must. Comp.	.75	1.25	2.25	3.90	.81
Ginger	.75	1.25	2.25	3.90	.81
Allspice	.75	1.10	2.00	3.50	.73
Cinnamon ...	.90	2.25	4.25	7.50	1.85
Cloves	.80	1.40	2.60	4.75	.87
Nutmegs	1.60	2.75	5.25	10.00	2.00
Mace	1.75	3.00	5.75	11.50	2.15
Cayenne	.90	1.50	2.75	5.00	.93
Wh. Pepper...	.95	1.75	3.25	5.75	1.00
Sage	.75	1.25	2.25	3.90	.81
Thyme	.85	1.40	2.60	4.75	.87
Marjoram ...	.95	1.75	3.25	6.75	1.26
Savory	.85	1.40	2.60	4.75	.87
Cases contain..	6 doz.	4 doz.	2 doz.	2 doz.	1 doz.
Gross weight..	22 lbs.	23 lbs.	24 lbs.	40 lbs.	53 lbs.

MUSTARD.

Colman's, ¼'s, 12 lb to box, lb.	.52
Colman's, ½'s, 12 lb to box, lb.	.48
Colman's, 1's, 12 lb to box, lb..	.48
Colman's, 5's, per lb.....	.40

Mustard, Prepared.

Small bottles, 24 to cs, pr doz	.55
Small straights, fancy, 24 to case per doz	.95
Webb's Glass Top	1.35
Large Dusseldorfer, 24 to cs	1.60
In 5-gal kegs, per keg.....	1.15
In 5-gal kegs, per keg.....	1.70
Louit Freres, French, doz.....	2.25
Eddy's Salad Mustard— 6-oz., 24 to case.....	.92½
8-oz., 24 to case.....	1.35
12-oz., 24 to case.....	2.00
Hirshes Horseradish Mustard— 10-oz., 24 to case.....	1.25

Department 16
BAKING POWDER AND FLAVORING EXTRACTS.

ROYAL

	1 cs. lot	5 cs. lot	15 cs. lot
¼ lb cans	$ 1 38	$ 1 36	$ 1 34
6 oz cans	1 92	1 89	1 87
½ lb cans	2 57	2 52	2 50
12 oz cans	3 82	3 75	3 72
1 lb cans	4 95	4 85	4 80
2½ lb cans	11 85	11 40	11 28
3 lb cans	13 60	13 34	13 20
5 lb cans	22 35	21 90	21 68

An extra discount of 1 per cent if packed in barrels.

Schilling's Best Baking Powder.
Never sold in bulk.

10-lb. tins, per doz.	$39.00
5-lb. tins, per doz.	20.00
4-lb. tins, per doz.	16.00
3-lb. tins, per doz.	12.50
2½-lb. tins, per doz.	10.50
16-oz. tins, per gross.	$53.00
12-oz. tins, per gross.	41.00
8-oz. tins, per gross.	28.00
6-oz. tins, per gross.	22.50
4-oz. tins, per gross.	16.50

TROPHY

4 oz, per doz.	$0.95
6 oz, "	1.35
8 oz, "	1.70
12 oz, "	2.35
1 lb., "	3.00
2½ lb., "	7.50
3 lb., "	9.00
6 lb., "	14.50

MISCELLANEOUS.

Home, 10 oz.	$0.90
Home, 25 oz.	2.00
Home, 50 oz.	4.00
Home, 80 oz.	6.00
K. C., 10 oz.	.85
K. C., 15 oz.	1.25
K. C., 25 oz.	2.12½
K. C., 50 oz.	4.00
K. C., 80 oz.	6.50

COLUMN 20.

Cream Tartar.

Standard, bulk, 30-lb box.....	27
Standard, 12 1-lb tins.....	.28
Pure, bulk, 30-lb box.....	.33
Pure, 5-lb tins, per lb.....	.33
Pure, ½-lb tins, per doz.....	5.00

SODA.
Churches, A. & H., or Dwight's Cow Brand, 60 lbs. to case.
1-lb .....per lb. $0.05
½-lb .....per lb. .05½

EXTRACTS FLAVORING.
GUITTARDS' "PURE"

per doz	2 oz	4 oz	6 oz	8 oz
Vanilla ..	$2 50	$4 75	$7 00	$9 00
Lemon	1 75	3 25	4 50	6 00

Net weight. Patent Sprinkler Tops

Schilling's Best Extracts.
Triple Strength, Pure and Uncolored Sprinkling Tops.
Net weight. Never sold in bulk.

	Lemon and Others. per doz.	Vanila and Rose. per doz.
1 oz.....	1.30	1.80
2 oz.....	2.00	3.00
4 oz.....	3.75	5.75
6 oz.....	5.50	8.50
8 oz.....	7.25	11.00
16 oz.....	14.00	21.50
32 oz.....	27.00	42.00

Souder's Flavoring Extracts.
Price per gross.

	2 oz.	4 oz.	8 oz.
Reg. Lemon...	9.00	18.00	54.00
Reg. Vanilla..	14.40	28.80	72.00
XX Lemon....	18.00	36.00	72.00
XX Vanilla...	21.00	42.00	84.00
Asrtd Flavors.	18.00	36.00	72.00
Rose Coloring.	18.00	36.00	.....
Yellow Colrng.	18.00	36.00	.....
Jamaica Gngr..	18.00	.....	.....

Assorted flavors contain strawberry, pineapple, orange, almond, rose, etc.



"Vema" Extracts."
Lemon, 2 oz., per doz. 80
Vanilla, 2 oz., per doz. 80
Assorted Flavors, per doz. 80

COLUMN 31.

Department 19.
GROCERY SUNDRIES.

Axle Grease.

H. & L., per case.....$1.50
C. & S., 2-doz case, per case... 2.00
" 5 cs lots 1.95
" 10 cs lots 1.85
Frazer's, 2 doz tins, per case..2.25
Frazer's, 4 doz wd, per case... 3.60
Frazer's, 15-lb pails..... .85
Mica, 3 doz tins, per case..... 2.25

Paper Bags.

Automatic, Self-opening, 500 in pkg. List.

¼-lb . .....$1.00 8-lb 4.80
½-lb . . .. 1.20 10-lb 5.20
1-lb . ..... 1.60 12-lb 6.30
1½-lb . .. .. 1.70 14-lb 8.30
2-lb . ..... 2.00 16-lb 9.00
3-lb . .. . 2.50 20-lb 10.00
4-lb . ..... 2.90 25-lb 11.00
5-lb . . .. 3.40 30-lb 13.00
6-lb . ..... 4.00 35-lb 15.00
7-lb . ..... 4.40 .....

Discounts from above List:
(Cheapest).....50 pct and 5, 10's
Eagle or Equal....50 pct and 2, 10's
White Fibre, or any white bag, ...50 pct and 1, 10's
Mikado (striped) .....40 pct
Sugar Bags, bread bottom, lb....06
Lion, 40 per cent and 1.....1.10

Bluestone.

Barrels, per lb (5 bbls 5½c) .$0.05¾

Bathbrick.

Bristol, 2 doz, per case (25 case lots 67½c) $0.85
Powdered, 20 1's, per case 1.15
Powdered, 40 ½'s, per case 1.25

CANDLES.
Adamantine.

Schneider's 10 oz. 20's.....$0.07
Schneider's 12 oz. 20's..... .08½
Schneider's 14 oz. 20's..... .09½
Paraffine, 20 1 lb. cakes...1.95
do, 5 bx. lots.....1.85
do 40 1 lb cakes.....3.90
do 5 bx lots.....3.75
do 100 1 lb cakes.....9.75
do 5 bx lots.....8.75
P. & G. Adamantine, 10 oz. 8¼
do 12 oz. 9¼
do 14 oz. 10½
Yacht Club Quartz Candles
20 sets 14 oz..... .10
40 sets 14 oz..... .09¾

Stearic.

Schneider's 14 oz 20's or 40' .12
Schneider's 16 oz 20's or 40's. .13½

Paraffine, Etc. **Per lb.**

4s, 6s, in cartons of 36-lb bxs..10¼
12s, in cartons of 36-lb bxs....10¾
½-lb, in cartons of 25-lb bxs...10¼
1-lb, in cartons of 25-lb bxs....10¼
Colored 1c higher.
Beeswax, pure for churches.. 40
Do No 2..... 30
Do No. 3..... 25
Christmas, all sizes.....8 8½
Do holders, ℔ gross..... 85
Wax Tapers, ℔ doz pkgs (℔ gross 8.00).....65 75
Night Lights, German, on pap & wd, (doz 40)..... 65
Do French, on tin, doz.. .....50, .75, 1.10

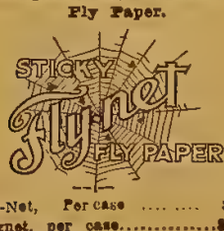
Cordage.

Basis price: Manila 14½c. Sisal 9¾c (5,000 lbs ¼c, and 10,000 lbs ½c less.)

Egg Food.

Pratt's, 26-oz, 2 doz in cs....$2.25
Wellington's, 1-lb, 2 doz box.. 2.00

Fly Paper.



Fly-Net, Per case $2.60
Magnet, per case.....$2.50
Tanglefoot, per case..... 2.90
Tanglefoot Holders, per case of 50 ..... .75

Fruit Jars.

(Net cash — no discount)

Mason's, pts, per gr..... 7.35
Mason's qts, per gr..... 8.05
Mason's, ½ gals 11.40

Fruit Jar Caps.

Porcelain, 6 doz to box, per bx 2.40

Fruit Jar Rubbers.

No. 1 white, per lb..... 50-60c
"Gold Seal," cartons, per gr.. .75
"Badgers," cartons, per gr.... .60

Hops.

No. 1, ¼ lb, 30-lb. box, lb..... .30
No. 1, ½ lb, 30-lb box, lb..... .30
No. 1, 1 lb, 30-lb box, lb..... .30
Less than 30-lb boxes..... .31

Horseradish.

½-pts, 2 doz in box, doz..... 1.10
Pts, 1 doz in box, per doz.... 1.50
Qts, 1 doz in box, per doz..... 2.75
Bulk, per gal ..... .75

Glue.

Le Page's, 1 oz, per doz..... .75
Le Page's, 2 oz, per doz..... 1.15
Le Page's ½-gill tins, per doz. 1.20
Le Page's, 1-gill tin, per doz.. 1.60
Standard, small, per doz..... .50

COLUMN 32.

EUREKA INSECT EXTERMINATOR.



Manufactured by
Jos. Pusch, 22 Hampton Place
San Francisco.

10c size, doz ..... .75
25c size, doz 1.75
60c size, doz 4.50
1.00 size, doz 8.00

Harmless to persons or animals; does not irritate the skin or injure the eyes.

MATCHES.

Metropltan, full count, per tin.$1.10
Universal, shrt count, pr tin .75
Boys' block pap pkg, per doz .8½
Swedish Safety, per gross..... .80
Swedish wind, 1 gross..... 35
Vulcan Paraffine, 65s, ℔ gross (50 gross 50c) .....50 .55
Japanese Safety, per gross..... .50
Squirrel Matches, 55s, per gross .43
Ship Safety Matches, la ge, gross .75
" " small, " .65

Diamond Match Co.'s.

Anchor, 200 . ..... 1.70
..Do 500s..... ..... 4.00
Domino, case..... 2.75
Domino, 5-case lots 2.50
G. G., 60s..... 2.75
Red Top Safety 3.25
S. & C., Eastern Parlor, 80s.... 4.25
Press, 100s, 5-gross cs..... 4.75
Little Star, per cs..... 2.25
Search Light, 500s, large 1 gr.. 4.75
(Discount of 25c per case on 5 cs. lots)

Paper, Wrapping.

Sutter, White, ℔ ream..... 20
Do Waxed ℔ ream..... 25
Manilla, No. 2, roll, any sz. lb....9½
Manilla, No. 1, rolls or reams, ℔ lb..... 5
Straw, ℔ ream..... 70
Do rolls any size, ℔ lb.... 3¼
Drab, ℔ ream..... 60
Do rolls any size, ℔ lb.... 2⅜
Metropolitan White Fibre Rolls, per pound 4

Paper, Toilet.

Columbia, in rolls, 7 oz, per cs of 100 ..... 2.75
Royal, 100 rolls of 500 shts....4.00
Pilot, 100 tablets of 500 shts..3.75
Golden Eagle, 100 tablets of 1,000 sheets 8.00

Polishes, Shoe.

Mason's.

Mason's Colt-Ceron-Ide Per gross $4.70; per doz. 40c
Mason's Paste Stove Polish Per gross $4 70. ½-gross $1 20
Mason's Challenge, per doz .... .40
Mason's Challenge, per gross... 4.70
Challenge Shoe Dressing, small per doz ... .. $ 75
large " " 1 50
Russett Comb'n. shoe Dressing small, per doz 75
large, " " 1 50
Black Comb'n Shoe Dressing small per doz 85
Patent Leather Polish, per doz 50
Mason's, No. 4 45
" " per gross 5 20
" No. 3 per doz 35
" " per gross. ... $ 40
" No 2 per doz .. 30
" per gross..... 3 00
" No. 1 per doz .. 25
" " per gross .. 2 80

Scott & Gilbert Co.
Manufacturers.
214-216 Mission St., San Francisco



In ½ dozen cases per

Alaska Seal Oil....	20 00
Top Notch	15 00
Russian	12 00
Boss.....	9 00

Bixby's.



Jet Oil.....per doz. .85
Jet Oil, 3 doz. in box, with Marvel Brush Free 2 55

COLUMN 33.

BIXBY'S—Continued

Royal Polish . . . per doz. .85
Royal Polish 3 doz. in box, with 8 pkgs. 5c Carpet Tacks free.2 55
Shoe Satin, Small Comb, per doz. 80
Shoe Satin, Large Comb, per doz. 1 25
No. 5, Shoe Satin Paste, per doz. .40
No. 10, Shoe Satin Paste, p doz .85
Satinola, Small Comb 80
Satinola, Large Comb 1 25
No. 5, Satinola Paste, ... 40
No. 10, Satinola Paste..... 85
"BBB" Blacking Size M. 3 dz. in box ..... } 1 25
¼doz. paste free .. }
"BBB" Blacking, Size B. 3 doz. in box .... } 2 50
1 doz. paste FREE .... }

Polish, Stove.

Rising Sun, large pkg, ℔ gross.6.25
Do 5-gross lots, ℔ gross..6.00
Do Small pkg, ℔ gross....4 25
Sun Paste, large, ¼ gross, per gross 3.00
Sun Paste, small, ¼ gross, per gross 5.00
Enameline, No. 4 tins, ℔ gross.5.00
Do No. 6 tins, ℔ gross.....8.25
Do Liquid, pt-tins, bx 3 doz.2.25



Small, 3 doz. to cs., per cs.$1.50
Large, 3 doz. to cs., per cs. 2.50
(½ doz. free with each case)

Polish, Metal.

Electro Silicon, 1 gr in case, per doz ..... .80
Brilliantshine, ½ pts, per doz.. .90
Brilliantshine, pts, per doz.... 1.70
Brilliantshine, qts, per doz.... 3.10

U. S. Metal Polish.



POLISH

Doz.	
Qts..	$3 00
Pts.	1 70
½ Pts.	90

PASTE

lb...	$3 00
½ lb .	1 75
3 oz...	50

Barkeepers friend powder gr. $18.00

U. S. METALLIC POLISH

PASTE is put up by a Practical Chemist; also in Liquid Form. Free from Acid or Grit. 20 years in the Markets of the World. J. T. WILSON, Pacific Coast Agt., 1770 15th St, S. F. For sale by all dealers. Also the Barkeepers' Friend Cleaning Powder.

Rope.

Manila, 1¼-in. cordage ..... .15
Sisal, 1¼-in. cordage ..... .10¼

Seeds.

Anis 14½
Canary 7
Caraway 8 10
Celery 15
Coriander 15
Cumin 13
Flax, ground 4
Flax, whole 3¾
Hemp, sacks 4½
Millet 6½
Mustard 5½
Poppy (Or. sks 9¼)..... 10¾
Rape, Cal..... 4¾
Bird gravel, 40 2s..... 2 00
Bird Seed Mixed 48—1-lb. pkg 7½
Original sacks ½c less.

Sheep Dip.

Little's, 10½-gal tins, per gal$1.05
Little's, 5-gal drums, per gal.. 1.05
Smith's, 10½-gal tins, per gal .95
Smith's, 5-gal drums, per gal .95

Twine.

Cotton, 4 ply, 100-lb bls, per lb 20
Do 3 ply, 100-lb bls, per lb.... 20
Do 2-lb cones, per lb 20
Hemp, 8-oz balls, per 3-lb pkg.. 70
Do, 4-oz. balls, per 3-lb pkg. 75
Do 2-oz balls ℔ 3-lb pkg. ..
Sack, 4 ply, 12-lb pkgs, per lb. 33

Wax.

Fruit,...25 6-oz. pkgs 1.10;.. 9-oz. .80
Japan, per lb..... 20
Beeswax 35

Wax Strings.

12 in. 10 pkg 100 stgs each ... 1 65
14 in. 10 pkg. 100 stgs each.. .. 1 75

COLUMN 34.

COLUMN 35.

Department 20.
WOOD AND WILLOW WARE

AXE HANDLES.

Ex. 36-in., doz.....$2.25
No. 1, 36-in., doz..... 1.75
No. 2, 36-in., doz..... 1.25
No. 3, 36-in., doz..... 1.05
Ex. 38-in., doz..... 4.00
Ex. 40-in., doz..... 4.25

BASKETS.

	Per Doz.
Cal., Open, Spruce, No. 3..	.60
Cal., Open, Spruce, No. 4..	.60
Cal., Open, Spruce, No. 5..	.84
Cal., Satchel, Spruce, nest, 0-5	1.10
Cal., Satchel, Spruce, nest, 1-5	1.00
Cal., Satchel, Spruce, nest, 1-41	.71
German market, nest of 4	1.25
Clothes, Oval, Wil., No. 0.	6.00
Clothes, Oval, Wil., No. 1.	6.75
Clothes, Oval, Wil., No. 2.	8.00
Clothes, Oval, Wil., No. 3.	9.00
Clothes, Oval, Wil., nest 4...	3.17
Japanese Telescope, nest of 5, size 18x12x7.....	1.80
Same, size 20x13½x7.....	1.25
Same, size 24x15x10.....	1.75

BOWLS, WOODEN.

	Per Doz.
Maple, No. 1, 11-inch.....	.75
Do No. 2, 13-inch.....	1.50
Do No. 3, 15-inch.....	2.75
Do No. 4, 17-inch.....	4.25
Do No. 5, 19-inch.....	6.75
Do No. 6, 21-inch.....	7.50
	Per nest.
Maple Nests, 3, 13, 15, 17-inch	.71
Same, 4, 13, 15, 17, 19-inch	1.20
Same, 5, 13 to 21-inch...	1.81

BROOMS.

	Per Doz.
Patent Cap, No. 1.....	3.30
Patent Cap, No. 2.....	3.60
Patent Cap, No. 3.....	3.85
Extra Patent, No. 1.....	3.85
Extra Patent, No. 2.....	2.60
Extra Patent, No. 3.....	2.40
Ladies' Pride, No. 1.....	2.85
Ladies' Pride, No. 2.....	2.60
Ladies' Pride, No. 3.....	2.40
Little Beauties	3.00
Ladies' Delight	2.80
Toy, 2 strings.....	.90 1.35
Wisp, 2 strings	.90 1.25

BRUSHES.

	Per Doz.
Dust	2.00 12 00
Scrubbing	.55 3.00
Dandy	1.50 5.75

Shoe Brushes.

No. 1, black tampico	1.10
No 2, bristles	1.65
No. 3, white bristles	1.75
No 4, bristles	2.00
No. 5, white bristles	2.25
No. 6, horse hair	2.70
No. 7, bristles	3.90

Stove Brushes.

	Per Doz.
No. 1, tampico, handles...90c-$1.10	
No. 2, bristles, handles.....	1.85
No. 3, tampico, handles.....	1.85
No. 4, bristles, handles.....	3.25

Ox Fibre Brushes.

	Per Doz.
Scrub, T. & B., 9x2½ in face	.80
Do Hub, 10x2¾ in face.	2.00
Do Magic, 7½x2 in face	1.10
Do Owl, 6½x1½ in face	.85
Do Cat, 10½x2½ in face	1.50
Do Rat, 8½x2½ in face	1.25
Do Mouse, 6¼x2½ in fa	1.00
Do Alligator, 10½x2¾ in face	2.25
Do Goose, 8¾x2¾ in fce	2.00
Do Duck, 6½x2¾ in face	1.50
Stove, Hustler, 8½x2¼ in face	2.25
Sink, Bell, 8½x2½ in face	1.40
Sink, Gong, 4¾x3¾ in face	2.25
Horse, Pointer, 10x3¼ in face	3.00
Creamery, Jersey, 9x5 in face	3.35
Creamery, Holstein, 9½x 5¼ in face	3.50
Dust, Peacock, 10½x4 in face	3.25
Hand, Windsor, 4½x1¼ in face, per gross.....	6.00
Whitewash, Snowstorm, 9-in, per doz.....	2.00
Same, 8-in, per doz.....	1.75
Same, 7-in, per doz	1.50

CAN OPENERS.

Diamond per doz $0.75
Crown per doz 1.25
Scissors, per doz 2.25

CARPET SWEEPERS.

Bissells, per doz.25.00 to 27.00
King, per doz 24.00

CHEESE SAFES.

Round, No. 1 10-in $2.20
Round, No. 2 22-in..... 2.25
Round, No. 3, 24-in..... 3 50
Square, each 4.00

Clothes Line.

Hemp, 40-foot per doz $0.80
Hemp, 60-foot, per doz 1.25
Cotton, 40-foot, per doz..... .80
Cotton, 60-foot, per doz..... 1.20
Cotton, 75-foot, per doz..... 1 75
Manilla, 40 foot per doz..... 1 25
Manilla, 60-foot per doz 2 50
Sash Cord, 50 foot, per doz ... 1 75
Sash Cord, 80-foot, per doz.... 3 00
Wire Cord, 50-foot, per doz.. 1 05
Wire Cord, 75-foot, per doz.. 1.50
Wire Cord, 100-foot, per doz.. 2.75

COLUMN 26.

OLIVES.

OLIVES IN BULK.

	25 gl.	10 gl.	5 gl.	3 gl.
Ex. No 1. Qu'n.	1 10	11 50	6 00	3 75
Lge No 1. "	1 00	10 50	5 50	3 25
No 1 Qu'n	85	9 75	4 75	2 90
No 2 "	85	8 75	4 50	2 85
Manzanilla	70	7 25	3 75	2 40

Extra charge for kegs & barrels.



Olives

SEVILLE PACKING CO.

White Label Queen Olives—

28-oz., per doz.	$5.50
18-oz., "	3.75
6-oz., "	1 25

Pim-Olas

18 oz. 2 doz. per cs. per doz . . .$6 10
10 " " " " 3 55

Baby Pim-Olas

10-oz , 2 doz. in case, per doz. . $2.50
6-oz , 2 doz. in case, per doz... 1.50

Olive Oil

NICKLE

	Case
½ pints, 4 doz	$9 00
Pints, 2 doz	8 55
Quarts, 1 doz	7 85
2-oz.	9 00



CRYSTAL BRAND OLIVE OIL.
Pure California Products.

7-oz.
Per doz...$2.40
3 doz..... 6.75

14-oz.
Per doz... 4.50

Quarts.
Per doz... 7.25

Put up by
G. O. Ryden.

MISCELLANEOUS

Golden Gate, in gal tins, per gal	1 80
" ½ " "	1 85
" ¼ " "	1 90
Pala Grove, pure Cal., qts. . dz	7 75
Cooper's qts., ⅌ doz.	10.00
Cooper's pts, ⅌ cs of 2 doz.	10.00
Antonini, J.P.S., qts, ⅌cs..	7.40
Do 1¼-gal. tins, ⅌ tin..	2.90
Duret, qts, pts, ⅌ doz cs..6.00	7.00
Lucca, Crosse & Blackwell's qts.	7.50
Lucca Crosse & Blackwell's pts, 2 doz.	8.25
Lucca Crosse & Blackwell's ½ pts, 3 doz.	7.25

Salad Oil.

Durand Oil.

Quarts, 1 doz to case, per case.	$1 65
Pints, 2 " " " ..	1.75
½-Pts.. 3 " " " .	1 85

Puritan Salad Oil

Quarts, 1 doz to case, per case	1.90
A. Dubec & Fils, 1 dz qts, per case	1.50
Imitation Lucca, qts	1.75

"Primrose" Salad Oil.

Tierces, about 50 gal, gal.	$ .40
1 gal. tins, 10 to case, gal.	.70
5 gal tins, 1 to case, gal..	.45
½ gal tins, 20 to cs., gal.	.75
Quart bottles, 12 to cs, doz	1.85
Pint bottles, 24 to cs, doz	1.00
½ pint bot., 36 to cs, doz.	.85

Paprika.

Gordon Packing Co.

1-16 lb .. doz		½ lb. . doz	6 00
¼ lb doz		1 lb doz	
¼ lb .. d z		Bulk, lb.....	

Peanut Butter

Heron's, 2 doz to cs, per dz. .2.40

Peels.

Citron, 25-lb box	13½
Citron, 10-lb box	14
Lemon, 25-lb box	11½
Lemon, 10-lb box	12½
Orange, 25-lb box	11½
Orange, 10-lb box	12

COLUMN 27.

PICKLES.

Gordon Packing Co.

California—Mixed or Plain

No. 1, bbls, per gal.	$0.24 to $0.27
No. 1, ½ bbls, per gal..	.26 to .29
No 1, 10-gal keg, p kg.	2.25 to 2 45
No. 1, 5-gal keg, p keg.	1.15 to 1.25
No. 1, 3-gal keg, p keg.	.80 to .85
No. 2, bbls, per gal.	.22
No. 2, ½ bbls, per gal.	.24
No. 2, 10-gal keg, per keg.	2 10
No. 2, 5-gal keg, per keg.	1 05
No. 2, 3-gal keg, per keg.	.80
No. 3, bbls, per gal.	.14
No. 3, 10-gal keg, per keg.	1 15
No. 3, 5-gal keg, per keg.	.60
No. 3, 3-gal keg, per keg.	.55

SWEET—"PACIFIC."

Bbls, ⅌ gal	51
½ bbls, ⅌ gal.	53
10-gal keg, per keg.	5.00
5-gal. keg, ⅌ keg	2.75
3-gal. keg, ⅌ keg	1.75
Square, 1doz ½-gal. ⅌ doz..	2 25
Square, 2 doz ½-gal, ⅌ doz..	1.60
Square, 4 doz ¼-gal., ⅌ doz	1.25
Round, qts, ⅌ doz.	3.75
Round, pts, ⅌ doz.	2 50
Round, ½ pts, ⅌ doz.	1 75

Crosse & Blackwell's.

	Doz
Mxd Pkls, pat tops, pts..	4.15
Mxd Pkles, Pat tops, ½ pt..	2.10
Mxd Pkls, corks, pts.	3.95
Chow Chow, pat tops, pts..	4.15
Chow Chow, pat top, ½ pt.	2.50
Chow Chow, corks, pts.	3.95
Onions, pat tops, pts.	4.15
Onions, pat tops, ½ pts.	2.50

Root Beer



Less 5 per cent. on gross lots

Hires', case of 1 gr.	20 00
6 doz. lots	10 00
3 "	5 00
1 "	1 75

Hires' Carbonated Root Beer cs of 2-dz pt bottles, patent tops, per cs $2.00 in 5 case lots 1 95
Hires' Carbonated Ginger Ale Per case 2 00
5-case lots, $1.95.



Hires' Rootbeer Carbonated and Ginger Ale empty bottles, if returned to Shohn-Patrick Company, will be received by them at 25c. per case of 2 doz. bottles (with case) Delivered at San Francisco.

COLUMN 28.

Saratoga Chips.

(Less 5 per cent)

Boxes, 15 and 30-lb. per lb.	$0.20
Cartons, 6-oz, 2 doz in cs, doz	1.30

SAUCES.

SNIDER'S SALAD DRESSING



Pints, 1 doz. in case, doz.	$2.75
Hlf-Pts, 2 doz. in case, doz.	1.75



Snider's Oyster Cocktail S'ce pints, 2 doz to c'se, doz	.2 40
Same gallon jugs, 6 to case, per gal	1 80
Snider's Chili Sauce, pints, 1 doz. to c'se doz	2 40
Same, half pts 2 doz. to c'se doz	1 45

Bayle's Tabasco Pepper Sauce, in cases, 6, ½-doz. boxes, per doz.	$3 00
boxes of 12 bottles, per doz...	3.50
Holbrook's W'cestershire, ½'s.	2.40
Do pts.	4.00
Do qts.	
*Lea & Perrin's Worcestershire, sma"	2.75
*Lea & Perrin's Worcestershire, medium	5.00
*Lea & Perrin's Worcestershire, large	8.25
*5 cases 5c ⅌ doz less.	
Ban-ki-por, ½ pts, 2 doz case, per doz	2.40
Ban-ki-por, pts, 1 doz case.	3.80
Tobasco, McIlheny	4.00
Tobasco, New Iberia	3.50
Braunhardt's:	
Tropical, ½-pts, 2 doz. per case	4.50
pints, 2 doz. " "	8.10
Bengal Worcester, ½ pt.	.55
Bengal Worcester, pt	1.05
Pepper, sprinkle top, ½ pt.	2.00
Superior Pepper, small	.75
Superior Pepper, large	1.50

Pure Food Pk'g Co.

Worcester Sauce, London Club, ½ pts, do	.75

Salad Dressing.

Durkee, small, 2 doz, ⅌ doz.	2.50
Do large, 1 doz, ⅌ d.	4.80
Do picnic size, 4 dz, ⅌ dz.	1.00
My Wife's, 1 dz 16-oz. case.	2.75
My Wife's, 2 doz. ½ pt, cs.	3.40

Alpha Salad Cream.

Jumbo, 1 doz. to case, per case	4.25
Do large, 2 doz. " "	4.70
Do picnic, 2 " " "	2.50

El Paso Manfg. Co.
1653 Mission St.

Manufacturers

Flavoring Extracts
Fruit Juices
Syrup
Salad Dressing
Bluing
Ammonia

Meat and Salad Dressing, doz. .90



COLUMN 29.

SOUPS.



CAMPBELL'S (1-lb. Condensed). Packed 48 1-lb. cans to case. Straight cases of any variety, or following assortment:

8 Tomato, 6 Vegetable, 4 Ox Tail, 3 Mock Turtle, 3 Chicken Gumbo, 3 Tomato Okra, 1 Julienne, 2 Beef, 2 Consomme, 2 Pea, 2 Celery, 2 Vermicelli-Tomato, 2 Clam Chowder, 2 Mutton Broth, 2 Bouillon, 3 Chicken, 2 Mulligatany.
Price, per doz, any variety .$0.90

Miscellaneous.

Snider's Tomato—3 lb tins 2 doz. in case, per d.	$2.60
Same—2 lb tins 2 doz. in case, per doz.	1.85
Van Camp's asstd, per doz.	.90
Van Camp's straight, per doz.	.90

SALT.



LESLIE SALT.

Free Running—

Cartons, 20 5s	$ 2.50
Cartons, 24 3s	2.00
Cartons, 48 2s	2.75
Caddies, 50 2s	3.60

Velvet Grain—

Bales, 50 3s	1.50
Bales, 30 5s	1.50
Bales, 15 10s	1.50
Bales, 8 20s	1.50
50-lb sacks, per ton	18.00

H. B. K. Liverpool.

Bales of 75, 2's, per bale.	$1.25
Bales of 40, 4's, and 15 10's.	2.0
Bags, 200s (50s $5), per ton..	7.50

Rock Salt.

Half-Ground, 100-lb sacks, per ton	$4.25
Stock, 100-lb sacks, per ton.	4.00
Liverpool Lump, per ton.	13.50
Cal. Table and Dairy, pr bale.	1.0
Cal. Table and Dairy, 50's, per ton	6.25

Package Salt.

Shaker Salt, per doz.	$0.90
R. S. V. P., 3's, 24 to cs, p. cs.	2.25
R. S. V. P., 5's, 20 to cs, p. cs.	2.75

Celery Salt.

Mertens, 1 doz in box.	1.05

Sauerkraut.

Barrels, per lb.	.02¾
½ bbls	.03
¼ bbls	.03¼
3-gal kegs, per keg.	.90
5-gal kegs, per keg.	1.15
10-gal kegs, per keg.	2.25
2-lb tins, 2 doz in cs, doz.	1.85
2½-lb tins, 2 doz in cs, doz..	1.60

COLUMN 30.

SPANISH DELICACIES
Specialties of the
Spanish-American Food Co.
149-155 Fremont St.
Medal Goods. Paris Exposition.



TAMALES. Doz.

I. X. L., W. G. M. and Kapp & Sheet Brands.	
No. 1 Boneless Chicken Tamales in key-op cans	1.30
No. 2 Not Boneless Chicken Tamales in key op. cans	1.00

Spanish-American Brand.

Beef Tamales in key op. cans	.95
Extra Special Boneless Tamales in key op. cans	1.60
Chili Con Carne, 1 lb.	1.20
Enchiladas, in key-opener cans	1.20
FRIJOLES, 1 lb	.90
Tripe, Spanish style, 1 lb	1.25
Minced Deep Sea Clams, 1 pt.	1.00
Minced Deep Sea Clams, 2 pt	1.65
Clam Juice, 1 pt.	.95
Clam Juice, 2 pt.	1.50
Cal. Baked Beans, tomato sauce, 1 lb., 4 doz in case.	.85
Cal. Baked Beans, tomato sauce, 2 lbs., 2 doz to case	1.35
Cal. Baked Beans, tomato sauce, 3 lbs . 2 doz to case.	1.75

Chili Beans (Tamale Sauce) 1 lb, 4 d z to case.	.85
2 lb, 2 " "	1.35
2 lb, 2 " "	1.75

Deviled Oysters, for Sandwiches 4 doz to case	1.40
Pate Chicken Liver for sandws. 4 doz. to case	1.40

Macaroni and Cheese, with Tomato sauce, 1 lb, 4 dz. cs.. .90

Concentrated Soups.

Pints (20 kinds).....doz. .90
Beef, Tomato, Ox Tail, Mock Turtle, Mulligatawny, Rice Tomato, Consomme, Green Pea, Bean, Clam Chowder, Vegetable, Chicken Rice, Chicken Barley, Chicken Giblet, Chicken Gumbo, Cream Chicken, Cream Celery, Beef Bouillon, Chicken Bouillon, Clam Bouillon.
Quarts (9 kinds)...doz. $1.85
Chicken, Beef, Mock Turtle, Ox Tail, Tomato, Mulligatawny, Vegetable, Clam Chowder, Cream of Celery.

Truffles.

Rilhac, 100/¼'s, per doz.	12.00
Rilhac, 100/ 1-16's, per doz.	3.00
La Forrest, 100/¼'s, per doz.	17.00

Vinegar.

	½ Bbl.	10 gal.	5 gal.	3 gal.
30 grain.	08	10	1 15	65 50
40 grain.	10	12	1 35	75 60
50 grain.	12	14	1 70	90 80
60 grain.	14	16	2 00	1 10 95
80 grain	16	18	2 65	1 50 1 25
90 grain	18	20	3 50	1 85 1 65
100 grain.	20	22	3 85	2 00 1 85

Hammond's Vinegar.

Salad, qts, per doz. 1.25

Yeast Cakes.

Great Western	1.00
Gillett's Magic	1.20
Yeast Foam	1.20

Pure Oregon Apple Cider Vinegar.

Bbls.	22c gall n
½-bbl.	24c "

Guaranteed.

LASH'S
KIDNEY & LIVER
BITTERS
CURES DYSPEPSIA.

HAVE YOU NOTICED
all these Signs around Town?



It shows that most of the Grocers keep what people ask for—WUNDER BEER If YOU don't, wake up phone to our bottling works and they will send their man to see you.
Phone South 1098

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WHOLESALE
Liquor Merchants
620 Post St., bet. Taylor & Jones
Sole Proprietors



Royal Stag Bourbon and Rye.
Old Pal Kentucky Bourbon.
Celebrated Chief Tonic.
Hiawatha Bitters.
Chief Bitters.
Diamond Star Rye and Bourbon.
Tiliawood Bourbon.
Importers
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P. Van der Kamp
Fine Old Wood Cock Gin, Holland.
Maurailla Freres Cognac, France.

MONEY-WEIGHT SCALES
Pay for themselves in
Less than a Year.
Sold on Easy Monthly Payments
PIERCE & CO.
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J. F. Cutter Whiskey
IS THE BEST SELLER FOR THE RETAILER ON THE MARKET
E. Martin & Co.
Sole Agents
54 FIRST STREET
San Francisco

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Davenport.
Secretary .....E. E. Lucas

Dayton Commercial Association.
President .....J. H. Day
Secretary .....U. Z. Ellis

Downes.
Secretary .....J. H. Cupple

Edwall.
Secretary .....Thos. Campbell

Ellensburg.
Secretary .....J. A .Shoudy

Everett Grocers' Association.
President .....B. L. Ridgeway
Vice-President .....M. H. Wildes
Treasurer .....A. Thueson
Secretary .....T. C. Simmons
Directors—B. L. Ridgway, J. A. Myers, C. A. Hansen, T. C. Simmons, E. P. McFall.

Elma.
President .....J. W. Streubel
Secretary .....Frank Grundevater

Garfield.
Secretary .....Louis Weisenbach

Harington.
Secretary .....Earl Haynes

Hoquiam.
Secretary .....L. H. Brewer

Inland Empire Retail Dealers' Ass'n.
President
M. E. Hay .....Wilbur
Treasurer
C. E. Meyers .....Davenport
Secretary
Philip Carbray ..... Wilbur
Directors
Thos. Campbell, Edwall; J. C. Driscoll, Reardan; J. C. Keller, Almira; E. E. Lucas, Davenport.

Latah.
Secretary .....J. O. Adams

Montesano.
Secretary .....Law Brothers

North Yakima Retail Grocers' Ass'n.
President .....F. M. Spain
Vice President .....Stanley Coffin
Secretary .....
Treasurer .....J. A. Kiels
Directors—Arthur Coffin and I. Mailloux.

Odessa.
Secretary .....H. C. Phillips

Olympia.
Secretary .....C. H. Guiberson

Palouse.
Secretary .....W. W. Boone

Port Townsend.
Secretary .....Hon. C. E. Coon

Pullman.
Secretary .....L. C. Richardson

Reardan.
Secretary .....C. A. Menger

Ritzville.
Secretary .....D. A. Davenny

Seattle Retail Grocers' Association.
President .....A. F. Bickford
1st Vice President.....O. W. Hemphill
2nd Vice President.....G. B. Helgresen
Treasurer .....F. L. Heidrich
Secretary .....J. J. Higgins

South Bend.
Secretary .....Jas. Prinder

Spokane Grocers' Association.
President .....W. D. Churchill
1st Vice President.....J. F. Spiger
2nd Vice President.....H .O. Ashbury
Secretary .....E. W. Cory
Treasurer .....C. Andersen

Sprague.
President .....Victor
Secretary .....Walter J. Gray

Tacoma Grocers' Protective Association.
President .....J. H. McDonald
Vice President .....C. H. Buelow
Treasurer .....C. F. W. Bachman
Secretary .....Gustav Beutlich
Directors—Chas. H. Plass, Robt. McLean, E .O. Erickson, R. S. Bennatts, J. W. Fiddes.

Walla Walla.
Secretary .....John G. Muntinga

Whatcom County Grocers' Association.
President .....C. B. Willyard
Vice President .....A. S. Wilson
Treasurer .....P. C. Williams
Secretary .....C. Lindberg

Wilbur.
Secretary .....W. E. Horshman

OREGON.

Astoria Grocers' Association.
Secretary .....J. T. Ross

Portland Grocers' Association.

Lane County Grocers' Association.
President .....W. M. Green
Secretary.....Geo. T. Hall, Jr., Eugene

Portland.
President .....F. W. Funk
Vice President .....W. M. Selwood
Secretary .....N. Raymond
Assistant Secretary .....C. A. Bell

Canned salmon will hardly be lower on any grade than present prices. The disappointing size of the pack, it would seem, assures this much. Both the Columbia River and Puget Sound packs are smaller than expected to be. Alaska is yet to be heard from, but chinooks (Columbia River) and sockeyes (Puget Sound) are in a different class.



WILLIAM CLUFF COMPANY
WHOLESALE GROCERS
SOLE AGENTS
SAN FRANCISCO CAL.

COLUMN 36.

Clothes Line Pulleys.
Galv. Iron, per doz $0 80

CLOTHESPINS.
Common, per bx of 5 gross .70
U. S. Patent Spring, per gr .60

COFFEE MILLS.
Enterprise Family, No. 1, doz. $2.50
Enterprise, Family, No. 2 doz 3 50
Enterprise, counter, ea....5.50-35.00

CORKS.
Wine, pt size, per M.....$4.75
Wine, qt size, per M..... 5.25

Demijohns.
Discount: on ¼ gal. 2, 3 and 5 gals. 50-10; on ½ and 1 gal 50-10-5.

¼-gal.. doz.	$2.25	2-gal., doz.	$10.50
½-gal.. doz.	4.50	3-gal., doz.	13.50
1-gal.. doz.	6.50	5-gal., doz.	19.00

Dust Pans.
No. 1 Japan, doz..... .63
Covered, doz 1.25
Janitor, doz 2.25

Dusters.
China, fancy colored, doz..... .80
Standard Turkey, No. 10, doz.. 1.60
Standard Turkey, No. 12, doz.. 2 10
Standard Turkey, No. 14, doz.. 2.75
Standard Turkey, No. 16, doz.. 3.25
Standard Turkey, No. 18, doz.. 3.75

DOOR MATS, COCOA.

	Per Doz.
Light, No. 1, 14x24.....	4.00
Do No. 2, 16x27.....	5.50
Do No. 3, 18x30.....	7.25
Do No. 4, 20x33.....	9.00
Medium, No. 1, 14x25.....	5.25
Medium, No. 2, 16x27.....	6.75
Medium, No. 3, 18x30.....	8.50
Medium, No. 4, 20x33.....	10.25
Extra, No. 2, 16x27.....	9.50
Extra, No. 3, 18x30.....	12.50
Extra, No. 4, 20x33.....	15.00
Extra, No. 5, 22x36.....	18.00
Keystone Steel Mats.....	

Faucets.
Cork lined, No. 1, doz.....$0.60
Cork lined, No. 2, doz..... 75
Cork lined, No. 3, doz..... 90
Cork lined, No. 4, doz..... 1.25
Cork lined, No. 5, doz..... 1.50
Molasses Gates $0.25
Self-Measuring Faucets each. 3.00
Syrup Pumps (Ent'rprise), ea. 5.75
Syrup Pumps with auger, ea.. 6.00

Ironing Boards.
4-ft. per doz..... 4 20
4½-ft., per doz..... 4.75
5-ft., per doz 5.25
5½-ft., per doz 5 75

LAMP CHIMNEYS.
XX Eureka Grade.
Eureka Crimp Top in Cartons.

	Per Doz.
No. O or E, 6 doz. in case	.75
No. 1 or A, 6 doz. in case	.75
No. 2 or B, 6 doz. in case.	.95

Eureka Electric.
In Cartons.
No. 2, 6 doz. in case, per doz. 1.00
Lantern Globes, per doz.
Packed 5 doz. in case..... .70

Eureka Rochester.

	Per Doz.
No. 1, 6 doz. in case....	.85
No. 2, 6 doz. in case.....	1.05
No. 3, 6 doz. in case.....	2.10

Macbeath Pearl Top.
No. 1 or A, 6 doz. in case. .85
No. 2 or B, 6 doz. in case. 1.05

La Bastie.
Heaviest and best in market.

	Per Doz.
No. A, plain bulk, 6 doz. in case	1.20
No. B, plain bulk, 6 doz in case	1.50
No. A, crimp bulk, 6 doz. in case	1.30
No B, crimp bulk, 6 doz. in case	1.60

Common Chimney.

	Per Doz.
No 0 or E, 6 doz. in case.	.40
No. 1 or A, 6 doz. in case..	.45
No 2 or B, 6 doz in case.	.65

Common Rochester.
No. 1, 6 doz. in case..... .80
No. 2, 6 doz. in case..... .90
No. 3, 3 doz. in case..... 2.00

Lamp Burners.
0 or E, per doz.....$0.50
1 or A, per doz..... 60
2 or B, per doz..4..... 75
(Blaze fits 12 collar, takes E wick)
Solar Burners, doz 1.50

LEMON SQUEEZERS.
Ball, per doz $0.80
Glass, No. 1, per doz..... 50
Glass, No. 2 (for oranges) doz 85

MOPS AND HANDLES.

	Per Doz.
8-lb. Mops	1.20 and 1.50
12-lb Mops	1 65
Patent Mop Handles	1.00
Plain Mop Handles	.90

PAILS.

	Per Doz.
Wood, painted, 3 hoops...	2.25
Wood, varnished, 3 hoops	2.25
White Cedar, 3 galv hoops	2.75
Fiber	3.50
Galvanized 10 quarts	1.75
Galvanized, 12 quarts	2.05
Galvanized 14 quarts	2.35

SHELF PAPER.

	Per gross.
Narrow, assorted colors.	.12
Wide, assorted colors....	.25

COLUMN 37.

TUBS.
White Cedar—No. 0, 13.00; No. 1, 10.50; No. 2, 9.00; No. 3, 8.00.
Painted or varnished—No. 0, 11.40; No. 1, 9.60; No. 2, 8.40; No. 3, 7.20.
Fiber—No. 0, 18.00; No. 1, 14.50; No. 2, 12.50; No. 3, 11.00.
Galvanized—No. 1, 5.50; No. 2, 6.20; No. 3, 7 20.

WASHBOARDS.

	Per Doz.
California, regular size.....	2.10
California, small	.90
Stag	2.75
Bronze	3.50
Good Enough	2.25
Anchor, single	1.90
Nameless	2.25
Peerless, double	3.50
North Star	3.50
North Star, protector....	4.00
Crystal Glass	4 00
Misses	1.50
Toy	.90

WICKING.

	Grs.
Lamp, 0 or E, ¾-in.....$0.30	
Lamp, 1 or A, ⅞-in..... .40	
Lamp, 2 or B, 1-in..... .60	
Lamp, 3 or D, 1¼-in..... .90	
No. 1 Rochester 2.00	
No. 2 Rochester 2.75	
No. 3, Mammoth 3.25	
Junior Rochester 1.50	
Stoves, 3-in 1.80	
Stoves, 3½-in. 2.25	
Stoves, 4-in 2.50	
Stoves, 4½-in 2 90	
Stoves, 5-in 3.50	

WRINGERS.
Wood Frame Novelty.
Two top screws; iron tub clamps.

	Per Doz.
No. 350, 10x1¾ in	30.00
No. 351, 11x1¾ in	36.00
No. 352, 12x1¾ in	42.00
One top screw; wooden top clamps.	
No. 360, 10x1¾ in.....	31.00
No. 361, 11x1¾ in.....	36.00
No. 362, 12x1¾ in.....	42.00
Ball Bearing.	
No. 380, 10x1¾ in.....	40.00

MISCELLANEOUS.
Barrels, paper, 100-lbs, ea. .80
Barrels, pa., 50 lbs ea..... .65
Barrel Covers, 17-in. (flour barrel size), per doz..... 1 80
Barrel Covers, 21-in (sugar barrel size), per doz. 2.70
Basins, fiber, 12-in., pr dz. 2.25
Basins, fiber, 1½-in., per doz. 2.50
Brownies, per doz... .75 1.00 1.25
Butter Ladles, plain, doz.... 45
Butter Ladles, clays, doz 85
Butter Spades, doz 40
Dishes, oval 1, 2 and 3-lb, per 1,000.....2.20, 2.30, 2.90
Dishes, wire end..... .....1.35, 1.80, 2.35, 2.85, 3.25
Egg Beaters, Dover..... 1.00
Lemon Squeezers, fiber, dz 1.25
Measures, fiber, 4 pcs..... 1.25
(Set pt., qt., ½ gal and funnel)
Lanterns, O Tubular, doz. 5.00
Lanterns, candle, frame, only doz. 1.00
Lantern Candle, with chimney, doz. 1.75
Lantern globes, in bbls. 70@95
Mouse Traps, 1 to 6 holes, doz., 6 holes..... .60
Traps, mouse, "Does-it-easy," doz. 25
Traps, rat, "Blizzard," doz.... 1.25
Nest Eggs, per doz..... 20
Oil Cans, 1 gal., cush., per doz 1.50-4 50
Oil Cans, 1 gal., galvanized Iron 2.00
Oil Cans, 5 gal., galvanized Iron 6.00
Potato Mashers, per doz. 45@75
Rolling Pins, per doz. 1.20 and 1.45
Spoons, wooden...30c, 37c .65
Step Ladders, each per ft. ..... 17 .40
Tacks, steel, asstd, 2-oz, doz... 25
Tacks, Common, 2 oz., doz.. 10
Tapers, gas, 30/17-in, stgs. doz 65
Tobacco Cutters, standard, ea 80
Toothpicks, per case, 110 box 2.25
Twine Holders, hanging, doz. 2 00
Twine Holders, counter, doz.. 3.10
Spittoons, fiber, 13-inch.. 6.00
Spittoons, fiber, 12-inch.. 4.75
Spittoons, fiber, 9-inch... 4.00
Whips 90
Window Screens, 12-in., doz.. 1 60
Window Screens, 18-in., doz.. 2.20
Window Screens, 24-in., doz.. 2.64

STATIONERY.
Blank Books.
Counter, 48-leaf .....$ 50
Counter, 92-leaf 75
Cap, Day & Ledger, per 100 pp ..... 10@ 40
Full bound ..... 50@ 75

Writing Paper.

	Ream
Commercial Note, 5lb ..	45@ 75
Commercial Note, 6lb ..	50@ 90
Letter, 10 lb, ex.....	90@1.50
Cap, 12 lb, ex.....	1.00@1.80

COLUMN 38.

Envelopes.

	Per M
XX, 5-in.	1.00@1.50
XX, 6-in.	1.10@1.60
XXX, 10-in.	2.80
XX, 4-in., Baronial, cream or white	1.40@1.80
XX, 5-in., Baronial cream or white.....	1.60@2.00

Inks.
Scott & Gilbert Co.,
Manufacturers,
214-216 Mission Street, San Francisco

SUNSET BLUE BLACK



	gross
Cones, 3 dozen case	$4.50
2 oz. round studs 3 dz..	4 50
	doz.
4 oz. round studs, 3 dz.	75
½ pints, 2 doz case..	1 25
Pints, 2 doz. in case	2 00
Quarts, 1 doz. in case	3 50
	gal.
5 gallon kegs	70
10 gallon kegs .	60
Barrels ..	50
Assorted colors,	doz
1 oz, stands, any color	50
2 oz. stands, any color	75

BLACKSTONE MFG. CO.
1960 Howard St., S. F., Cal.



	Gross
Cones, 3 doz to cs.....	$3.75
2-oz., Rnd Cylndr, 3 doz to cs..	2.90
3-oz., Rnd Cylndr, 3 doz to cs..	5.75
4-oz., Rnd Cylndr, 3 doz to cs..	6.50
	Doz.
8-oz., Rnd Cylndr, 2 doz to cs..	1.15
16-oz., Rnd Cylndr, 1 doz to cs.	2.00
Full qts., Rnd Cylndr, 1 doz to cs	3.75

Above prices are for Jet Black, Blue Black, Green, Blue, Violet and Carmine Inks.
(Copying Inks 10 per cent additional.)

Miscellaneous.

	Gross.
Carter's or Sanford blk cylinder, gross	4.50
Sanford's, 4 oz., black cylinders, doz.	60
Sanford's ½ pt, doz.....	1.75@2.00
Sanford's pts, doz	3.00@4.50
Sanford's qts., doz.	5.00@7.50

Lead Pencils.

	Gross.
Plain cedar	60
Black polished	1.10
Cedar, rubber tip	1.00
Red polished, metal rubber tip	1.50@3.50
Carpenters'	1.75@2.25
Eagle Automatic, doz.. doz.	85@2.00 40@1.80



Mucilage
Scott & Gilbert Company
Mnfrs., 214-216 Mission St
San Francisco, Cal

SUNSET EXTRA HEAVY

	doz
2 oz. cones, 3 doz. ea	37½
3 oz. cones, 3 doz. ea.	75
½ pints, 1 doz case	2 00
Pints, 1 doz. in case	3 50
Quarts, 1 doz. in case	7 00
Gallons, ½ doz. ea	20 00

Blackstone Mfg. Co.
1960 Howard St. S. F., Cal.

	Gross.
2-oz. Cones, 3 doz. to cs.....	$4.00
3-oz. cylndrs, 3 doz to cs.....	5.75
	Doz.
8-oz. round, 2 doz to cs.....	1.75
16-oz. round, 1 doz. to cs.....	3.00
Full qts., 1 doz. to cs.....	5.00

Bulk quotations (5, 10 and 30-gal.) on application.

Steel Pens.

	per gr. Gross.
Railroad, 1 gross in box.....	$0.40
Stub No. 413	40
Falcon	40
Bank	40
Easy Writer	50
Extra Fine	45
Elastic	45
Railroad Stub	40
Ladies' Falcon	40
School	40
Spencerian No. 1	85
Gillotts No. 404	50
Gillotts No. 303	1.00

COLUMN 39.

Department 22.

TOBACCO, CIGARS, SMOKERS' SUPPLIES, ETC.

AMERICAN TOBACCO CO.

Plug Tobacco.

Battle Ax, 16 oz, 3x12, 6 cuts, 12, 24 lb	39
Big Gun, 8 lb. butts, also 16 lb. butts, 16 oz., 3x12, 6 cuts.....	.44
Brandywine 4 to lb., 2½x9, 3 cuts, 4 and 8 lb	46
Bullion, 16 oz. 3x12, 12 lb.... ..	47
" 6 to lb., 1x6, 20 lb ..	50
Burr Oak, 16 oz., 3 x 12 emb., 8 and 12 lb.	48
Climax, 16 oz, 2x12, 6 cuts, 6, 12 and 30 lb	45
Climax, 7 oz, 2x12, R & R 6 cuts. 7, 10½ and 21 lb	48
Climax, 7 oz, 3x12, thin, 7 and 14 lb	48
Climax, 6 to lb, 2x3, Twin 6s. 4 lb boxes	50
Climax, 14 to lb, 1x8, Figs 4 lb boxes	54
Cross Bow, 14 oz, 3x12, 4 cuts 14 lb	38
Drummond Nat., 6½ oz. 3x12, 3 cuts, 5, 8, and 12 lb	63
Five Brothers, 4 oz, 3x6, 2 cuts, 4 and 8 lb.....	65
Gold Rope 7 to lb. 3, 6, 12 lb. ..	56
Gold Rope 14 to lb. 4, 8 lb	58
Good Luck, 3x6, 10 lb.	45
Granger Twist, 12 and 15 lb pails	45
Horse Shoe, 16 oz, 3x12, 6 cuts, 8, 12 and 24 lb	44
J. T., 7 oz. R & R, 2x6, 2 cuts, 10½ and 21 lb	39
J T., 7 oz. Smo. 2x6, 2 cuts, 10½ and 21 lb.	39
J. T., 14 oz, Smo. 3x12, 4 cuts, 10½ and 21 lb. ... R & R	39
Newsboy, 48 plugs to 10 lbs. 2¾x4½, 10, 15 and 25 lb.....	40
Nobby Spun Roll, 7 to lb, 1½x8½ 3, 6 and 12 lb.....	57
Old Honesty, 15 oz, 3x12, 6 cuts, 7½, 15 and 30 lb	44
Old Kentucky, 6 to lb, R. & R., 8, 16½ and 25 lb...	48
Old Peach and Honey, 6 to lb 8 lb. butts	48
Out of Sight, 12 butts, 12 oz., 3x12, 8 cuts.....	35
Piper Heidsieck, 5½ oz, 2½x8, 3 cuts, 4, 7, 14 lb	69
Red Cross, 16 oz 3x12, 4 cuts 12 and 24 butts	33
Red Ribbon Twist, 10 to lb, 6 inch, 8 lb pecks, 16 lb. ½ bus	40
Saw Log, 16 oz, 2x12, 6 cuts, 24 lb.....	46
Saw Log, 32 oz, 8x12, 12 cuts, 32 and 48 lb	46
Something Good, 5½ to lb, 2x4 9, 18 lb.....	45
Spear Head 16 oz, 2x12, 6 cuts, 6, 18 and 30 lb.	45
Spear Head, 7 oz. 2x12, 6 cuts, 7, 10½ and 21 lb	48
Standard Navy, 14 oz, 3x12, 4 cuts, 14 and 28 lb.	28
Star, 16 oz, 3x12, 6 cuts, 12, 24 and 52 lb	45
Weissinger's Special, 5 1-3 oz., 8 x 12 emb, 2, 6, 12 lb.	63
W. N. T. Nat. Leaf, 6 and 12 lbs., bxs., 5½ ozs., 3x12....	57

Smoking Tobacco.
(5-lb Cartons, 25 and 30-lb cases.)

Seal of N. C., 1⅞ oz, foil.....$0.68	
Seal of N. C., 3½ oz, foil.....	.62
Seal of N. C., 8 oz, foil.....	.59
Seal of N. C., 16 oz, foil.....	.59
Old Gold, 1⅞ oz, foil or pouch	.70
Old English curve cut, 1⅞ oz	.74
Old English curve cut, 3½ oz (In curved tins.)	.74
Pedro, 2½ oz, foil.....	.49
Pedro, 2½ oz, pouch.....	.51
Pedro, 2½ oz, assorted.....	.50
Pedro, 16 oz, tin canisters....	.52
Dixie Queen, 1⅞ oz, foil.....	.40
Dixie Queen, 16 oz, tin canisters, 6-lb cartons, 24-lb cas	.43
Duke's Mixture, 1⅞-oz sack..	.39
Arlington, 1⅞ oz, foil.....	.65
Cross Cut, 1⅞ oz, foil.....	.60
Duke's Cameo, 1⅞ oz.....	.42
Duke's Cameo, 2½ oz, foil....	.45
Melrose, 1⅞ oz, foil.....	.65
Fragrant Vanity Fair, 1⅞ oz, foil	.95
Red Indian Plug Cut, 1⅞ oz and 3½ oz, foil.....	.42
Red Indian Plug Cut, 16-oz pails	.44
Fashion, 1⅞ oz	.41
Fashion, 16-oz pails.....	.44
Bull Durham, 1 oz.....	.85
Bull Durham, 1⅞ oz.....	.65
Bull Durham, 3½ oz.....	.60
Bull Durham, 8 oz.....	.58
Bull Durham, 16 oz.....	.58
Pick Leaf, gran, 1 oz, 25-lb cs	.60
Corn Cake, gran, 1-lb bags, 25-lb cases, per lb.....	.23
Bobo Plug Cut, 1⅞ oz.....	.42
Red Bell, 1⅞ oz.....	.42

COLUMN 40.

Red Bell, 16-oz pails.....	.43
Oriental Mixture, 3½-oz tin..	1.00
Imperial Mixture, 3½-oz tin.	1.00
Plum, 1⅞ oz, foil.....	.62
Three Kings Mixture, 3½-oz tins	1.35
Monte Cristo Mixture, 3½-oz tins	1.50
Yale Mixture, 1-oz tin.....	1.35
Yale Mixture, 1⅞-oz tin.....	1.60
Yale Mixture, 3½-oz tin.....	1.55
Honey Dip Twist, 10 to lb....	.40
Master Workman, 10-oz plug, smoking	.40
Old Virginia Plug, smoking, 5 oz, 10½ lb., 6x6.....	.42

Fine Cut Chewing.

Hiawatha, 1 oz.....	.59
Hiawatha, 10-lb bulk, bright or dark	.59
Hiawatha, b'ght or d'k, 1-lb tins, 5-lb. pails	.58
Sweet Cuba, b'ght or d'k, 1-lb tins, 5-lb. pails	.46

Cigarettes.

Fragrant Vanity Fair $4 08	
Duke's Cameo	4.08
Sweet Caporal	4.08
Virginia Brights	4 08
Old Dominion	3.98
Pets (foil packages).....	6.52
Richmond Straight Cuts.....	6.62
Turkish Trophies	7.75
Egyptian Deities, No. 1, 10s..	21.50
Egyptian Deities, No. 2, 10s	$13.36, 19.88
Mogul	11.22

Cheroots, Etc.

Vaporettes in tin foil, 5 for 10	14.00
Old Virginia Cheroots, 5's....	14.00
Jumbo Stogies, 100 in carton	12 50
Between the Acts Little Cigars, 10's, tin and paper..	8.50
Bengal Little Cigars, 10's....	7.50
Royal Bengal, 10 in pkg.....	12.00
Van Bibber Little Cigars....	17.50
Sub Rosa Cigarros, 10s, per 1,000	4.10
Florodora	12.50

Cigarette Papers.

Vanity Fair, 50 pkgs in box..	1 05
Wheat Straw, 50 pkgs in box.	1 25
Wheat Straw, 100 pkgs in box	2.50
Wild Oats, 40 pkgs in box....	.80
Red Seal, 50 pkgs in box.....	.25
Corn Husk, 50 pkgs in box...	1.15
Corn Husk, 100 pkgs in box..	2.30
Interlock, 50	1.15
" 100	2.25

THE NILSON CO.

Hoffmann House Little Cigars, 10 in package, 250 in carton	$7.50
Hoffmann House Mammums, 10 package, 100 in carton.	12.00
Hoffmann House Petit Duc, 10 in package, 100 in cart'n.	15.00
Hoffmann House Cavaliers, 10 in package, 100 in cart'n.	18.50

J. B. PACE TOBACCO CO.

Scroll Tag, twist, 6 to lb....	.56
Scroll Tag, 10 oz.....	.56
Mastiff Plug Cut, 1⅞ oz.....	.67½
Mastiff Plug Cut, 3½ oz.....	.65½
Mastiff Plug Cut, 10 oz.....	.52

AMERICAN SNUFF CO.

French Rappee, 1⅞ oz, pr dz.	.96
French Rappee, 3½ oz, pr dz.	1.80
French Rappee, 16-oz jars, per lb	.66
Maccaboy, 1⅞ oz, per doz....	.96
Maccaboy, 3½ oz, per doz....	1.80
Maccaboy, 16-oz jars, per lb.	.60
Irish High Toast, 16-oz. jars, per lb	.57
Scotch Lillenthal's, in bladders	.60

CIGARS.
Porto Rico Cigar Co.

El Primero, Forziane Porto Rico	$30.00
El Manifesto, Invincible Roosevelt Porto Rico	37.50

PIPES.

	Per Doz.
Cobs, Hot Shot, 3 doz.....	$0.25
Cobs, Gem, 3 doz.....	.25
Cobs, No. 3, 3 doz.....	.50
Brier, W. P. & Co., Assorted, 3 doz	2.00
Brier, Display Stands, 1 doz...	2.00
Brier, Showcase Assortment, 3 doz	6.00
Pipe Mounts, 1 doz.....	.75
Cherry Stems, 2½x6 in.....	2.00
Cherry Stems, 2d 2½x6 in.....	.85
Clay Pipes, T. D., 1½ gross per box	1.25

	Per Box.
Clay Pipes, Woodstock, 1½ gr., per box	1.25
Uncle Sam Cob Pipe, 3 doz box	1.00
Eclipse Patent Cob Pipe, 3 doz. box	2.25
Climax Cob Pipe, 3 doz. box...	2.25
Jewel Cob Pipe, 3 doz. box....	.90
Dewey Cob Pipe, 3 doz. box...	2.50
No. 19 Cob Pipes, 1 doz box....	2.00

DRIED PEACHES.

San Jose, September 1st—There is nothing new in the apricot situation. Buyers are still after this fruit, but the bulk of it is out of growers' hands. Many of the growers are drying peaches and 7 to 7½ cents is being offered in the bins.

DRIED APPLES.

Lockport, N. Y., August 25th—Wm. E. Shafer reports:

"Few evaporators expect to open. If a wind comes and blows the apples off, they will start for a short run. At the best, if such happens, they do not expect to make over one-third as many as last season."

Sodus Center, N. Y., August 26th—E. B. Mather reports:

"There is absolutely no selling of evaporated apples for future delivery here in the country. If there is 35 per cent of last year's crop I would certainly sell evaporated apples in New York at 7¼ cents for October-November. To have 25 per cent of last year's crop we should have one full tree of apples out of every five trees, but in my judgment it comes nearer being one treee out of ten."

CURRANTS.

New York, August 26th—The Hills Bros. Co. reports:

"The market in Greece is settling down to a little lower basis, and present quotations from that market for new crop continue on a parity with our previous offerings."

WALNUTS.

Anaheim, Cal., September 5th—The outlook at present is for about two-thirds as many walnuts as last year, with the quality better than last year. There will likely be more than the average quantity of small nuts. Prices will no doubt be higher than last year. It is thought that the Association price will be 12½ or 13 cents per pound for soft shells. Buyers are already in the field trying to contract at any price below 11 cents.

ALMONDS.

The almond market is unchanged. The Association has not named prices, and both sides are holding off from doing so in fear that the other will cut under

LIMA BEANS.

San Luis Opispo, August 31st—Reports from the bean raising sections of the country are to the effect that the yield will be about double that of last year. During July and August there were heavy fogs which were favorable to the growing crop. The present indications are that the crop will be threshed before the autumn rains set in.

Santa Barbara, September 2d—It is estimated that the crop for 1905 will be about double that of the previous year. Six hundred thousand sacks of limas and other kinds of beans is the estimate of the experts who are in close touch with conditions.

Santa Monica, September 2d—The acreage devoted to limas is much larger than ever before.

Santa Barbara, Cal., September 4th—W. L. Lewis, the bean-buyer, after examining the Carpinteria section of Santa Barbara county, says the lima outlook was never better for an immense crop.

BEANS.

Sacramento, Cal., August 22d—Wood. Curtis & Co. report:

"Owing to the limited stocks available, beans are held firm. To-day's values are for strictly recleaned beans, f. o. b., common shipping points, California. Lady Washingtons, per cwt., $2.65 to $2.75; Limas, per cwt., $5.25; Bayos, per cwt., $4.25 to $4.50, very scarce. Pinks, nothing but very low grade stock available, price ranging from $1.50 to $2.25."

San Francisco, August 22d—W. C. Barnard Co. report:

"In line with our advices last week, spot Blackeyes have advanced from $3.25 to $3.75; futures from $2.75 to $4.00. We should have a large crop and fine quality of limas unless we have early rains. Prices for early shipment are bound to be high, owing to the fact that old stocks are practically exhausted and Eastern jobbers will want early delivery. Quotations to-day are as follows. Choice Lady Washington beans, $2.70; fair grades Lady Washingtons, $2 to $2.50; pinks, from $1.70 to $2.15; limas, $5.70; Blackeyes, $3.50 to $4; Bayos, $3.25 to $4.25; small whites, $3 to $3.65; Garavanzos. $3; horse beans, bugless, $2; horse beans, with bugs, $1.30 to $1.50; limas, September-October shipment, $3.50; October-November, $3.35; November-December. $3.30; Blackeyes, September-October shipment, $4; red kidneys, September-October shipment, $4."

Detroit, Mich., August 24th—H. E. Botsford & Co. report:

"There are fewer beans in the States of Michigan and New York to-day than at the same time in any previous year. The growing crop, although planted late, is reported doing nicely. The acreage is less than a year ago by about one-third, and if we have favorable weather this fall. Michigan will raise about 75 per cent of last year's crop. New York State reports that they will have about 50 per cent of a crop. We think that the old 1904 crop will be entirely cleaned up before the new beans come on the market. Considering that the whole of Europe enters the new season without the least stock of old beans, it is more than certain that prices will go higher."

Laingsburg, Mich., August 25th—The C. B. Bailey Co. report:

"We have about 70 per cent of last year's acreage."

WALNUTS.

New York, September 5th—Imported spot walnuts are higher: Grenobles and Naples, 12½ cents; French, 9½ to 10 cents.

HONEY.

Denver, Colo., August 23d—The Colorado Honey Producers' Association reports: "No carlond shipments of honey are likely to be made from Colorado this year, as the production will barely cover the home consumption."

Los Angeles—H. J. Mercer, secretary of the California National Honey Producers' Association, says:

"With the market practically cleaned up last spring, coupled with the fact that the honey crop is light in all Eastern producing States, the honey men of Southern California may reasonably look for better prices the coming fall and winter. The present market price for extracted honey is around 5 cents. The crop will be about 125,000 cans of the extracted. Of comb honey Southern California will have, it is thought, not more than 15 carloads. While California will have about the largest crop in many years, there are some localities where the bees have done practically nothing. In Los Angeles county, from Newhall to the county line, production has been abundant, as also in the bee territory around Corona. But San Diego and Orange counties can share very little in this year's returns. Arizona is nearer to a honey failure this year than in twenty years. The crop has not been so light throughout the East in a decade. Texas is said to be only within 60 per cent of its normal production."

CANNED SALMON.

The Alaska Packers' Association, having sold since August 24th last at 85 cents per dozen all red salmon of previous packs, withdrew that price, and has authorized the J. K. Armsby Co., its general agents for the United States, to resume the selling of its 1905 pack of Alaska salmon at the opening prices of July 6, 1905, which are: Alaska red, $1 per dozen; Alaska kin, 95 cents; Alaska cohoes, 85 cents; Alaska pink, 75 cents per dozen f. o. b. San Francisco. It is estimated that close to 1,000,000 cases were sold at the 85-cent basis. The bulk of the 1905 pack has been sold for delivery on arrival of the fleet from Alaska. keen competition among the jobbers has resulted in large sales to retailers at $1 per dozen and even less.

Sockeye—There has been no reduction in the price of sockeyes. The J. K. Armsby Co. report that practically the entire pack has already been sold at the opening figures and that the prices will not be changed.

New York, August 29th—Frank L. Deming, a representative of the Pacific-American Fisheries, said in an interview:

"At the very time it was reported that buyers were not confirming orders on the basis of $1.35 f. o. b. for talls, the Pacific-American Fisheries, which we represent, had already confirmed orders for half its pack The Alaska Packers' Association, next to us the largest packers of sockeyes in the country, came out

(Continued on page 24.)

ADD TO YOUR

PROFITS

BY SELLING

Plymouth Rock

GRANULATED

GELATINE

IT IS THE **BEST** and **PURE**ST MADE.
Granulated and can be measured with a spoon.
Free from Odor and Taste.
Endorsed by Physicians and Housewives everywhere.

AND THE MARGIN IS SATISFACTORY.

FIGURE IT OUT

With 3 dozen packages at $1.10, we give 1 dozen free.
This makes 4 dozen for $3.30 or

Per Dozen 82½c

It sells at 10c or.....$1.20

By the gross, it costs $12.50 with 4 dozen free.
This makes 16 dozen for $12.50 or.....per dozen, 78c

It sells at 10c or..... $1.20

FOR ADVERTISING-- With each dozen is given 12 sample packages, each of which will make 1 pint of jelly.

FOR SALE BY ALL JOBBERS

FRED. F. HOBBS CO.

Merchandise Brokers

AGENTS

95 Market St. (Buckley Bldg.)

SAN FRANCISCO, CAL.

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NOTARY PUBLIC

AND

Commissioner of Deeds

FIRE AND MARINE INSURANCE EFFECTED

323 Montgomery Street

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WHITTEMORE'S POLISHES.



The World's Standard.

"Gilt Edge" dressing, blk.	$24 00
"Boston" Waterproof Polish (for men's and boys black shoes)	24 00
"Boston, Jr." 10c. size	10 00
"Dandy" Russet Combination	24 00
"Star" Russet Combination	9 00
"Dandy" Russet Paste	9 00
"Red Box" Russet Paste	5 00
"Champion" Black Friction Polish	24 00
"Champion, Jr." Black Friction Polish.	10 00
"Elite" Combination (for box calf, black vici kid. etc.)	24 00
"Baby Elite" Combination (for box calf, black vici kid, etc.)	10 00
"Elite Paste" for box calf (two sizes)	$9 00 5 00
"Superb" Patent Leather Paste	9 0
"Blue Box" Patent Leather Paste	5 00
"French Gloss" (in cartons, for ladies' black shoes)	9 00
"Royal Gloss," 4 oz. (for ladies' black shoes)	8 00
"Bossola" Waterproof Paste Polish, large	9 00
"Bossola" Waterproof Paste Polish, small	4 50
"Quick White" perfectly cleans dirty white shoes (two sizes)	$24 00 10 00

Groeery Markets.

Commercial Outlook of the Western World as shown by Present Conditions.

Office of the ADVOCATE.
Thursday Afternoon.

ADVANCES.

Yellow cornmeal, Eastern, 10s, to $2.30; 25s, to $2.20; 50s, to $2.15; white, 10s, to $2.30; 25s, to $2.20; 10s, to $2.15.

Virgin White Castile Soap, per lb., to 8¼ cents.

California flat cheese, to 13½ cents; Young America, to 14½ cents.

P. & W. boned chicken, 1s, to $5.15; turkey, 1s, to $5.15.

Bayo beans, to $4.65.

Sago, per lb., to 3⅝ cents.

Pearl tapioca, to 3⅝ cents.

Cotton twine, per lb., to 21 cents; cones, to 24 cents.

Milchner herrings, kegs, to $1.10; volle, to $1.

Tiger starch, bulk, to 4⅛ cents.

Flagmol oil, quarts, to $4.75; pints, to $3.50.

Buffalo and Lily Gloss and Niagara Gloss starches advanced ⅛ cent.

New York State Factory cheese, Cheddars, to 16 cents; twins, to 16½ cents.

Norwegian mackerel, No. 1, 200-lb. bbls., to $38.00; half-bbls., 100 lbs., to $20.00.

Holland herring, extra selected milchner, bbls., to $20.00.

Pure leaf lard, ¼ cent per lb.

DECLINES.

Possel oil, pints, to $5.00.

Lentils, to 5 cents.

Russian caviar, 1-lb. cans, case of 2 doz., to $12.00; ½-lb. cans, case of 2 doz., to $6.50; ¼-lb. cans, 5 doz. in case, to $3.50; ⅛-lb. cans, 6 doz. in case, to $1.90.

Holland herring, extra selected, mixed, bbls., to $17.00; half-bbls., to $9.00; kegs to $1.00; cheap grade, mixed, bbls., to $16.50; half-bbls., to $8.50; extra select milchner, half-bbls., to $10.50; keg, to $1.20; cheaper grade, to $1.00.

Gold Dust, 100 10-oz., to $4.00.

AGAIN IN MARKET.

Tillmann sliced pineapple, 2½s, at $2.50.

Kerjean sprats, at $6.50.

Dunbar shrimps, large, at $2.05; small, at $1.05.

NEW IN MARKET.

Colgan's Taffy Tolu Gum, cartons, 20, at 50 cents; Tolu Gum, jars, 104 pckgs., at $2.75.

COAST CROP CONDITIONS.

The United States Department of Agriculture in its weekly report for California says:

"Bean harvest has commenced. Prospects are good for a heavy crop in the vicinity of San Luis Obsipo, and a fair crop in the Santa Maria district. Grain is below average and hay the best crop for several years. Many reports indicate a light crop of grapes. Raisin grapes are of superior quality. The deciduous fruit crop is fair, but not as good as expected. Apples will yield heavily in Humboldt and Santa Cruz counties. Orange trees were benefited by the hot weather, and the outlook is good for a record-breaking crop. Walnuts, almonds and olives are doing well. It is probable the heat injured walnuts slightly."

SUGAR MARKET.

Sugar declined 10 cents on Wednesday morning, August 31st.

New York, September 5th—Raw sugar is dull, tone weak. Refined quiet and unchanged. The market has been unsettled during the entire week past.

New York, August 31st—Willett & Gray report:

Raws—The sugar markets of the world are unsettled. A preliminary estimate of the world's production and consumption, based on the best obtainable information at this early date indicates very full supplies for the new year and a consequent low level of prices at least until the extent of the sowings of the next European beet crop is known.

Refined—Influenced by the weakness of the raw sugar market, the buyers of refined have adopted a waiting policy. The Federal made a reduction of 10 points, to basis of granulated at 5.07 cents less 1 per cent cash, for prompt shipment. The making of these concessions has not increased business to any appreciable extent, the opinion being general that even lower prices will be established in the near future.

COFFEE.

M. H. Brandenstein Co. report:

"Low-grade coffees are very scarce. This is especially true of unwashed Salvadors."

New York, August 31st—Willett & Gray report:

"There seems to be nothing that should give rise to any apprehension of lower prices. No one entertains the least idea of a large crop in Rio and Santos this season. Several good houses agree on an average not to exceed 10,250,000 bags. We are also assured that the outlook for the outside or mild crops does not justify more than about 4,250,000 to 4,500,000 bags for the season. With a total production of 14,500,000 to 14,750,000 million bags for the crop season, in a period of increasing consumption and general business prosperity, the prospects of losing from the world's visible supply another 2,000,000 bags of coffee within the next ten months provides the best reason for believing in the stability of the market and the prospects of further upward movements. Brazil could easily dispose of current receipts, or even a much larger movement if willing to shade prices somewhat; but Brazil has the best of reasons for holding firm. But while Brazil is holding firm, it is a fact that Europe and the States are buying right along in Rio and Santos, from the actual necessity of getting coffee, no matter what the price. Coffee is quite safe on its legitimate merits, is about the cheapest commodity of daily consumption, and all the accidents liable to the production in Brazil can only be in favor of higher prices."

New York, August 29th—Volney Green & Son report:

"The market continues strong and healthy. Low grades are practically out of the market, and what few lots are offering are out of all proportion to the high grades in price. There seems to be a general feeling of confidence among the trade in the future of the market. Javas are steady. Mocha is doing better, and holders are asking higher prices, owing to an advancing market in Arabia."

TEA.

New York, August 29th—Jed Frye & Co. report:

Green Teas—Ping Sueys—Arrivals at Shanghai are small, as compared with previous years. Since our last mail advices, dated July 14th, cables report the market as two cents a pound higher, owing largely to shortage and a further advance in the prices of exchange. Extra and first Ping Suey gunpowders will be in short supply and prices higher. Pea Leafs are also said to be manufactured less freely, and during the next coming months an advance may be looked for in these kinds.

Congous—Our last mail advices were dated July 15th. The quality is above that of last year.

Formosa Oolong—A strong and steady demand has continued at Amoy, and has had a tendency to advance prices for cargo and medium grades. We look for advancing figures during the rest of the tea season in Amoy.

RICE.

M. J. Brandenstein & Co. report:

"The market is very strong."

M. Philips & Co. say:

"Prices are unchanged, but firmly held. Buyers are holding off for new stock."

New York, August 29th—Dan Talmage Sons' Co. report:

"Purchases, individually considered, are on a larger scale, evidencing that stocks had run to low ebb and a growing confidence as to the stability of prices. Rains are retarding the cutting of the crop. More or less anxiety is felt lest the early grain, now ready for the sickle, may become over-ripe and shatter in the taking off, further reducing what promises to be the lightest yield at any time the past forty years. Rains are falling in many localities in the Southwest. These are of great benefit to the later and larger crop, but are delaying and damaging to such portions as are now ripe and ready for the harvester."

CANNED FRUITS.

Baltimore, Md., August 25th—The "Trade" reports:

"Packers are beginning to calculate on leaving out their anticipations for a peach pack this year, owing to meagre arrivals. Michigan has a good crop, but the demand for immediate consumption has made prices too high for the packers. The peach situation therefore in the Eastern half of the United States is likely to benefit the California peach grower at the expense of the California peach packer. The general position of caned goods at present indicates a clearing up of all kinds of stock during fall and winter beyond anything that has occurred in years. And whilst the result will be profits for the packer, it will leave him an open door for a splendid season in 1906."

CANNED PINEAPPLE.

New York, August 26th—Paul Taylor Brown Co. report:

"The situation on Singapore pineapple has decidedly improved during the last week. The market is firm in Singapore, as a cable this morning from there declines an offer which we made yesterday to our Singopore office at a shade off the prices quoted last week."

CANNED TOMATOES.

New York, August 30th—The re-sale of 1,000 cases of tomatoes is reported at 85 cents delivered. Packers are firm and buyers indifferent.

Aberdeen, Md., August 26th—Strasbaugh, Silver & Co. report:

"Tomatoes are $18 to $20 per ton, and what it costs to pack them, at this price. The cost of packing 3s, standard tomatoes, is about 10 cents per basket. Packers this week have paid 20 cents, and in some cases above 30 cents a basket for tomatoes on the peninsula of Maryland and Delaware, besides paying freight, making the cost of packing full standard 3s tomatoes at 20 cents per basket, 80 cents per dozen, and at 30 cents 97 cents per dozen. If this condition should obtain the greater part of the season it will be necessary to have the $1 mark to even realize the cost of packing 3s full standard tomatoes."

Bel Air, Md., August 26th—Finney & Robinson report:

"Heavy rains here yesterday which will not do the crop any good. Are looking for a dollar market before many days; 85-cent goods appear to be cleaned up. Are now quoting 90 cents factory."

Baltimore, Md., August 25th—The "Trade" reports:

"From all sections there comes the general report of a 50 per cent acreage, and only about 50 per cent of a crop from this half acreage. Brokers' quotations on Wednesday of this week advanced to 80 cents and 85 cents for standard No. 3. Packers in the East refused to contract early in the season for tomatoes at from $7 to $8.50 per ton when they were offered by the growers. As a consequence, they are buying in the field and paying from $12 to $16 per ton. As tomatoes must cost half that for packers to make anything at 75 cents per dozen, a price of 85 cents seems to be absolutely necessary.

New York, August 23d—The correspondent of "The Trade" of Baltimore writes: "The upward tendency of tomatoes is still a feature of the trade and predictions of $1 goods before the end of the year are freely made. Some Baltimore canners are already quoting 90 cents for new packed goods. At present this eliminates them from the market as factors in the situation, excepting in so far as their attitude strengthens the market and causes others to be firm in their views regarding sales. Jobbers have bought some spot goods at 85 cents, though naturally such sales are chiefly of small quantities. Baltimore advices received here reported sales for immediate shipment for Western account at 82½ cents f. o. b., for new packed goods.

CANNED CORN.

Aberdeen, Md., August 26th—Strasbaugh, Silver & Co. report:

"All corn factories heard from in Maryland and Delaware report ears not properly matured, and a yield of about two-thirds per acre, in comparison with last year. It is difficult to pack the usual proportion of fancy corn. Packers who have been fortunate enough to be in a position to offer fancy grades are very firm in their ideas, and are loath to consider concessions of any kind."

DRIED FRUIT.

Havre, France—United States Consul "There will be a good demand for apples and apricots. Careful packing and honorable dealing are sure to secure for American dealers a large part of the French trade. The chances are that the French prune crop will be above the average. The large sizes, however, are not abundant."

PRUNES.

San Jose, September 1st—J. D. Radford, President of the First National Bank, who made an estimate from information collected from the growers early in the summer, says the yield will fall considerably below that estimate, and expects this season's crop to be about a third of the average. Colonel Philo Hersey, of the Santa Clara County Fruit Exchange, estimates the output at 40,000,000 pounds. The information in possession of the California Fruit Exchange leads to the estimate of "from a quarter to a third of a crop, certainly nowhere near a half."

Los Gatos, August 28th—In all probability the last lots of prunes will be delivered before September 1st. The crop is considerably shorter than estimated. While 3-cent and 3¼-cent basis was freely paid, there are rumors that 3½ cents was paid in two or three instances. At the present time buyers are not in the field in any great numbers, though there seems to be a feeling among packers that prunes are cheap of 3¼ cents. It is the concensus of opinion among people who are posted in prunes that the crop of 1905 and also the crop of 1904 will be entirely cleaned up by spring.

Kendrick, Idaho, September 2d—The dust storm last week played havoc with the fruit on the trees. In many instances they were stripped of nearly all the fruit. Prune-growers say there will be plenty left to dry yet. One grower has been offered 4 cents per pound for his dried prunes.

RAISINS.

The raisin combine will probably make prices about October 1st.

New York, September 1st—New crop loose are being offered by interests outside the combine at prices guaranteed 7 per cent under Association opening.

Selma, September 4th—The first of the new crop will begin to come in by the latter part of the week. It is now estimated that the crop will not be over 20 per cent short in this vicinity. The vineyards that were pruned early are bearing lightest as the frosts caught the tender vines at a critical time. The packers estimate that 2500 tons of raisins will be shipped from Selma this season in comparison with a vield last year of 4000 tons. Buyers are already offering better than 4 cents for available crops, and the tendency is strong toward 4½ and 5 cents, as against 1¾ cents last year.



WESTERN MEAT COMPANY

SAN FRANCISCO, U. S. A.

News of the Coast.

CALIFORNIA.

Alhambra—L. S. Powell, the enterprising grocer, has purchased the stock and business of the Britten store, formerly the Harris grocery store It is understood that he will operate the two stores here for the present at least.

Berkeley—Wm. Canaday has purchased the store formerly conducted by Mr. Ansly at 2300 Lilly.

Eureka—The grocery and vegetable store of Sorense & Matzen has been attached at the instance of San Francisco wholesalers.

Fresno—The recent assault upon Mrs. E. S. Kallman, the Belmont avenue grocer, has been in part cleared up by the police in the arrest of Thomas Easterbrook, the contractor, charged with the crime. Mrs. Kallman says that on several occasions Easterbrook has threatened her life and also that of her husband Easterbrook was arrested some weeks ago on a complaint of Mrs. Kallman for letting his chickens and cow get into her yard and destroying some vegetables. For this he was fined $5 in the police court, which embittered him against Mrs. Kallman. He went to her and called her vile names and threatened to kill her shortly, if she troubled him again.

Los Angeles—Duvall & Klages are under full headway in the new Robinson building with a stock of high-grade groceries. They have the largest room on the avenue fitted up in modern style

Los Angeles—Residents of Los Angeles of about a score of years ago remember the Cable grocery store, started by A. M. Rossen, at the corner of Second and Spring streets and named for the old cable line which ran out Second street. About eighteen years ago the store was bought by Anderson & Chanslor, who removed it to 136 South Spring, where it has been located ever since. Anderson & Chanslor sold out in 1891 to the Anderson & Chanslor Company, composed of A Benheim, C. H. Plummer and A. J. Prosser. April 1st next the store which had such a humble beginning in the days of the old cable line will be installed in one of the finest store and office buildings in Los Ageles. The building, which will stand on the east side of Spring street, just below the corner of Fourth, now is in process of erection, and the estimated cost will be about $175,000. The Anderson & Chanslor Company has taken a long-term lease of the entire building, which will cover a ground space of 60 by 159 feet. It will be seven stories and basement and will be constructed of brick and steel. There will be on the first floor two store-rooms, one large and the other smaller, in a deep recess, which will be occupied by the Anderson & Chanslor Company. The upper part will be rented for offices.

Marysville—One of the best grocery stores in Marysville is the Juch Grocery on D street, between Third and Fourth. This store has undergone many improvements in the interior which will greatly facilitate the conduct of the business. The store has been remodeled throughout and repainted and presents a most attractive appearance. The business has increased to such an extent that it has necessitated the building of a large store room in the rear and many other changes.

Modesto—The grocery store of F. Medina and several other buildings were burned August 30th. The total loss will prabably reach $10,000; insurance, about $5500.

Ontario—Blain & Young is the name of an enterprising grocery firm which now occupies the Odd Fellows' building on Euclid avenue. The gentlemen succeeded J. O. Henderson and will conduct the business in an up-to-date manner. Both members of the firm are very popular in this community and are thoroughly conversant with the grocery business.

Pasadena—Marshall H Booher, for a number of years prominent in mercantile circles in Pasadena and Los Angeles, recently died at his home in this city. Mr. Booher came to this city from Shreveport, La., and engaged in the grocery business, a little later forming a business connection with a wholesale grocery house in Los Angeles, a connection which continued until his death. He was forty-two years old and leaves a widow and two children.

Uplands—The McCulloch Co's grocery has again changed hands, H. Klindt, of Los Angeles, being the purchaser. Mr. Klindt and his estimable family are gladly welcomed back to Upland after a two years' residence at Long Beach and Los Angeles. G. W Tillapaugh has sold his buildings on the corner of Second avenue and Ninth street to Mr. Woodhead, residing at the head of Euclid avenue, and will close out his grocery stock at cost or sell it in a lump.

IDAHO.

Heyburn—J. H. Dauer has succeeded Dauer & Hoggan, groceries, hardware and lumber.

Moscow—Incendiary attempts to set fire to the Boston store and O. C. Carsow's grocery store recently failed through prompt discovery.

Stites—T. F. Oliver will start a grocery.

MONTANA.

Butte—Vroom & Montgomery are reported discontinuing their grocery business. The Butte Wholesale Grocery Company has been incorporated for $200,000.

OREGON.

Albany—C. Milton has started a grocery. Miller's grocery, recently opened, announces the establishment of a meat market in connection.

Corvallis—R. L. Taylor has started a grocery.

Dayton—E. V. Filer will start a grocery.

Grants Pass—A. D. Swane has started a grocery.

Portland—McKinnon & Smith, grocers, have incorporated. Kertz & Young, grocers, were recently burned out. The McKinnon Grocery Co. has sold to A. T. Sauter, C. E. Wollenstein and F. J. Fellows. The new name will be the City Grocery. It is not incorporated. F. H. Reeves, who has been conducting a grocery, has sold out to J. Hohman. G Mannings has succeeded Manning & Lee, grocers. The Wallace Grocery Co. contemplates selling out. E. B. Colwell has bought A. J. Farmer's grocery store.

Waterloo—J. Hardin, grocer, is reported attached

UTAH.

Ogden—W. M. Goodale has succeeded the Ogden Mros. Grocery Co.

WASHINGTON.

Aberdeen—Maxey & Co., grocers, have incorporated.

Burlington—Oscar Peterson has purchased a half interest with J. A. Childs in the business of the Burlington Grocery Company. The new company is adding a bakery and other lines, and has incorporated the Burlington Mercantile Company, witha capital stock of $2000

Centralia—Fread & Batt, grocers, are reported sold out.

Davenport—D. G. Lorenze is opening a grocery and confectionery store.

La Conner—L. W. Vaughn & Son, grocers, has commenced the construction of a new building, 44x60 feet in dimensions, which will be used for store and warehouse purposes.

Olympia—Mr. Van Eaton has succeeded Van Eaton & Douglas, grocers.

Seattle—A. T. Young has purchased G. W. Harvey's grocery store. H. Wheeler has bought C. H. Goudey's grocery.

Snohomish—Litigation for the possession of the E. F. Schoennauer grocery stock has been re-opened when Beckwith & Son, who had purchased the goods from a Tacoma wholesale firm, commenced an action to recover them from Schwabacher Bros., of Seattle, the latter firm having secured possession under a writ of replevin. The court ruled against Beckwith & Son and an appeal has been taken from this decision.

Spokane—McHugh & Greig, proprietors of the A. & A. grocery, have bought the bankrupt stock of the Inland Fish & Oyster Company and are handling the stock at their store, corner of First and Monroe.

Tacoma—G. Breesman has started a grocery store.

Walla Walla—Thieves made away with a large quantity of groceries and clothing from Gilbert's store.

Wenatchee—G. C. Galentine has started a grocery store.

BRITISH COLUMBIA.

Vancouver—McKinnon & Gow are starting a grocery.

The higher prices for Irish mackerel are due to the exceptionally large demand for fresh mackerel which has taken the bulk of receipts at a price above even the advanced market for the salted fish. This naturally makes the supply of salt mackerel very small, more than the actual shortage in the catch.

BLACKSTONE'S INKS

BEST TO BE BOUGHT

KEEPS IN ALL CLIMATES



Blackstone Manufacturing Co.
(Incorporated)
MANUFACTURERS OF
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Is Not Unfair
But the Boycott is.

Investigate both sides of the question.

JOHN RAPP & SON, AGENTS
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PACIFIC STORE AND OFFICE FIXTURE CO. INC.
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Store Fixtures

DESIGNERS AND MANUFACTURERS OF
STORE, OFFICE AND BAR FIXTURES
3253-3259 SIXTEENTH ST.
San Francisco

Cigars and Tobacco

"Simply great!" is the sententious manner in which Ehrman Bros. & Co. speak of the demand for the Optimo cigars. They are selling better than ever, and that tells the whole story.

The Tampa correspondent of "Tobacco" writes: "Senor Antonio Santaella, of A. Santaella & Co., is expected from Havana Sunday. As was stated a week ago, his purchases amount to 8,000 bales of the best Cuban tobacco. There is nothing new to record in the factory conditions, as no change is possible until the addition is completed, all the space on two floors of the factory being occupied by cigar makers."

Philadelphia—The one topic of trade consideration and speculation is still the purpose of the American Tobacco Co. to operate throught the Seventh and Chestnut streets store of Le Compte, Dusel & Goodloe a central jobbing house which it is believed will eventually make an effort to drive others out of business.

The Tampa correspondent of "Tobacco" writes to that journal under date of August 19th: "At Jose Lovera & Co. orders are exceptionally good for this period of the year. In fact, business has continued excellent through these summer months. Heavy shipments are going out this week, including another invoice to Alaska." Maj. F. S. Burrows of this city is the Pacific Coast agent for the Lovera goods, and if all stories on the street may be believed, is doing a great business.

Our trade with Porto Rico in tobacco and cigars during the fiscal year ended June 30th last, discloses some very interesting features. That trade is not entirely one-sided, as generally believed, for during the year mentioned we exported to Porto Rico 500,852 pounds of tobacco, valued at $166,592. Of course, this is but one-fifth of the value of tobacco and cigars imported from Porto Rico, but then it is something in return.

"The Daily Bulletin, the Exponent of Philippine Commerce," published at Manila, P. I., in its issue of July 1st, contains the following paragraph anent the tariff question: "Fairly good cigars are exported at one cent each. The total exportations of tobacco, cigars and cigarettes during the past three years were as follows: 1901, $2,217,728; 1902, $2,501,367; 1903, $1,882,012. These exportations were mainly to European countries. The United States tariff, even with the 25 per cent reduction in favor of the Philippines, practically precludes the sale there of Manila cigars Moreover, forty-three of our States are now producing tobacco. The wages of American tobacco workers average $1.36 4-5 a day, against 35½ cents a day in Manila. Tobacco is a well-established and profitable industry in the Philippines—even irrespective of the United States home market. What it would grow to with that great and increasing market open to it is impossible of prediction. Manila has thirty-one cigar and cigarette factories employing 12,168 persons."

Major Louis Boyer, who is proprietor of one of the finest (and some visitors say the finest) retail cigar stores in New York, has been spending a few weeks in California, and left for the East last Thursday. Major Boyer is an old-time San Franciscan, having resided here from 1868 to 1885, but of late years he has been catering to the high-grade cigar trade of the Eastern metropolis. But it may not be for long. He has been looking over California during his present stay here, and his wife, who preceeded him here, is even more set on living by the Golden Gate than he. Hence it may not be many moons ere he is here again and in trade. Speaking of conditions in New York at present, Major Boyer said: "My trade has been good this year beyond my most sanguine expectations, and a part of this prosperity I attribute to the decline in favor of the Trust stores. Everybody is becoming anti-trust, and several labor unions have recently adopted rules fining their members for patronizing a trust store. Expulsion is resorted to in cases of obdurate violations of the Union rules."



EHRMAN BROS. & CO.,
S. F. Distributers.

Cigar Sales by Grocers.

Some retail grocers still sell tobacco and cigars, though the practice is by no means as common as it once was. It obtains in the West more than it does in the East.

A grocery salesman who has just returned from a trip says that many retail grocers are throwing out trust goods on the ground that the trust is working against the retailer in maintaining a system of retail stores, and for this reason they refuse to buy trust brands any longer.

While the total quantity of tobacco handled by retail grocers doesn't amount to so much as it once did, their action in throwing out trust brands is an indication of the trend of public opinion and is a warning of what may occur later if the practices of the trust are not modified.—Tobacco.

Smoking is Good for Men.

Why should men smoke? There are some good reasons. Many break off from a brain-concentrating occupation for a smoke who would probably enjoy no interval at all otherwise.

Such breaks are not only advantageous, they are often positively necessary; therefore, the practice that encourages and helps to obtain them is a distinctly beneficial one.

Smoking helps the subject to rest. Sedentarily employed, a man may be induced to sit for many hours during the day without enjoying an interval if he have nothing to break off for.

But a cigarette or pipe will give him occasion to put his hands in his pockets and walk up and down the room or may induce him to go out of doors a little, so that he may obtain a pleasant and reinvigorating change from labor.

Where he to merely stop his routine work and do absolutely nothing, his thoughts would be certain to wander back to duty again, and both he and his work would suffer in the end.

On the other hand, the more restless some temperaments are, the more will they derive advantage from smoking, in moderation. A pipe helps to smooth down irritability; it soothes a troubled spirit and gives comfort to the weary.

At no time of life is smoking of greater advantage than during retiring old age.—"Secret of Good Health and Long Life," by Haydn Brown.

MAINTAINING PRICES.

Spokane, August 19th—The Retail Grocers' Association of this city has been informed by the N. K. Fairbanks Co. that they will take active measures to maintain established prices in that city. The Postum Cereal Co. has stated that it will take steps to see that a uniform price is maintained on Postum Cereal and Grape Nuts. The Association has decided that the giving of trade stamps and of cash discounts on sugar and flour is equivalent to a cut in the price

DEMANDS FAIR TREATMENT.

Retail grocers of Spokane, Wash., are protesting against the action of certain jobbers in selling to people who would otherwise have bought of them. They have sent the following letter to the commission men of their city and have received satisfactory answers from all but two firms:

Dear Sir:—The retail grocers of the city desire you to make a definite statement to them as to the position your firm takes relative to the distribution of the goods you handle to the consumer.

We find some of the commission houses who go to the dealer, representing themselves as wholesalers, and as such soliciting the trade of the retailer; these same commission houses we often find going to the consumer (the customer of the retailer) direct, and selling to them at the same or at a less price than to the retailer, thus cutting off the trade of their own customers. This custom is manuifestly unjust to your own customer, and we the wholesaler. As an illustration: Recently a saloon man ordered a case of lemons from a grocer; during the day they were delivered, but were refused, as, after ordering the lemons from the grocer, the saloon man had found that he could buy the lemons from a commission house for $6.00, which was a little less than the grocer asked. The grocer lost 10 per cent on the sale besides his work and trouble; the commission man gained nothing but the ill-will of the grocer, for that was his price the same day to the grocer. Our position is that there are grocers and fruit stands in the city sufficient to take care of the retail trade and to do so on a very close margin; we do not, however, feel that we should be compelled to compete with those from whom we purchase our stock and we believe that if you will give the question fair consideration you will agree with us and use your best endeavors to protect the retailer in what rightfully belongs to him, the retail trade of the city.

Knowing the thoroughness of the organization of the commission houses of the city, we feel that it would be easy for your association to come to an understanding whereby you will be willing to leave the retail trade to the retailer and the wholesale trade to the wholesaler. We feel that such an understanding will be of mutual benefit and cannot result in any detriment to the wholesaler. Very truly yours,

Spokane Grocers' Association.

A VALUABLE SECRETARY.

In an account of the St. Paul Grocers' Association the "Trade" of that city devotes the following paragraph to J. J. Ryan, secretary of the St. Paul Retail Grocers' Association. Mr. Ryan is well known in this city, being related to one of the stars of our local detective force and having attended the National Convention here in 1904:

"J. J. Ryan was elected to succeed Mr. Mason as secretary of the St. Paul Association some years ago, and has shown remarkable tact and ability in association work. He was a salesman in the city for about twenty years and knew nearly every grocer and clerk personally, and was one of the first men to advocate Sunday and early closing. It was mainly through his efforts that the Sunday closing law was passed and carried to the Supreme Court where it was declared constitutional. He has successfully defended the peddlers' license before the city council and enforced it on the streets more rigidly than ever before. Mr. Ryan is also under an injunction on account of his efforts to protect the business men's profits from the trading stamp concerns. He has established a credit and collection department second to none in the country—over $10,000 having been collected and turned over to the grocers in the past three years. Prior to that time, these collections were made by outside parties who very often failed to make any report. That he is meeting with success in his efforts to see that the grocers sell only pure foods is proven by the fact that no grocer of St. Paul has had to pay a fine."

TEA AND COFFEE PROBLEM.

Why Specialty Houses Have Secured the Business from the Retail Grocers.

In a recent advertisement an Eastern wholesale house says:

"Why has the retail grocer lost so much business to stores that handle nothing but tea and coffee?

"Ever think over that?

"There can only be one reason: the general public can get more satisfactory goods at the tea and coffee stores than they can at the retail grocer's.

"And why, in turn, is that?

"It must be because the retail grocer, having many things to sell, hasn't had the time to study his people like the tea and coffee man, who has only two things to sell."

Call for ASTI WINES

PRODUCED BY THE **ITALIAN SWISS COLONY**

Dry Wine Vineyards, ASTI, Fulton, Sebastopol, Cloverdale, Sonoma County, Cal.
Sweet Wine Vineyards, Madera, Madera County, Kingsburg, Fresno County, and Lemoore, Kings County, Cal.

Office and Salesrooms, Cor. Battery and Greenwich Sts.
Vaults, 1235-1267 Battery St. 101-169 Greenwich St. 1334-1336 Sansome St., S. F.
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429-431 BATTERY STREET SAN FRANCISCO

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Sardines, Olive Oils, French Preserves, Washing Blue, French Castile Soap: Clover Leaf, Virgin, Dahlia, mottled, Wines and Liquors—**A. V. H. Gin**—imported goods only.

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Only the GENUINE, Imported direct from France, bears Vignier's LABEL

Business Law for ...Business Men

A Reference Book of 574 Pages showing the

Laws of California

for Daily Use in Business Affairs.

Tells What You Should Know.

Compiled by **A. J. BLEDSOE,** Member of the Legislature for Sessions of 1891, 1893 and 1895.

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456 Montgomery St., San Francisco
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THE VERY BEST
WICHMAN, LUTGEN & CO.
Sole Proprietors.
Agents for Moerlein's Cincinnati BEER
29-31 Battery St., - San Francisco

SALEM BEER

SUITS THOSE WHO ARE PARTICULAR ABOUT THE BEER THEY USE.

IT HAS THE FLAVOR
IT HAS THE AGE
IT HAS REPUTATION
IT IS MADE RIGHT

Those who have used it know it. Those who do not know soon find it out after a trial.

SALEM BREWING ASSOC'N
BREWERS

BOTTLED EXCLUSIVELY BY THE
Sunset Bottling Co.
3109 20th Street
SOLE AGENTS

MAJESTIC.

Much interest has been excited by Maurice V. Samuel's new play "The Conflict." It is based on a masterpiece of fiction by Balzac and is full of action and heart interest. The company was cast to good advantage and their interpretation of the various roles was thoroughly satisfactory. "The Sea Wolf" follows next Monday. This is another new play and is a dramatization of Jack London's novel of that name.

ALCAZAR.

Kipling's story, "The Light That Failed," was given its first stage production this week at the Alcazar. White Whittlesey, as "Dick," the artist hero, has a strong part which he makes the most of. Miss Lawton Miss Belgarde and Miss Allen have the leading feminine roles and all win deserved applause. The play is rather sad but it is intensely dramatic. Next week Otis Skinner's success, "Vilion the Vagabond," will be played, with White Whittlesey in the leading role.

GRAND OPERA HOUSE.

"Peggy Machree," a new Irish play, is the vehicle for Denis O'Sullivan's newest success. Mr. O'Sullivan's performance is in his best vein. and his many songs are enthusiastically approved and encored. Grace Palotta is delightful as Peggy Machree. Next Sunday matinee, "York State Folks," begins a week's engagement. This delightful pastoral play recently scored a great triumph in New York City.

CALIFORNIA.

With the appearance this week of the Fay Foster Burlesquers at the California Theatre, that popular playhouse has demonstrated the worth of the "burlesque wheel," which is to hold the boards for the season. The Fay Foster Company gives its final performances this Saturday and Sunday afternoons and evenings. For next week, commencing with Monday night, the 'Brigadier Burlesquers," consisting of forty clever people with the famous comedian, Edmond Hayes, at its head. will appear in the well-known farcical comedy, "The Wise Guy." Edmond Hayes is well known in this city and his return here is sure to be greeted by a host of admirers. The Brigadier Burlesquers has for one of its principal features a "beauty chorus" of twenty pretty and shapely women. who are good singers and dancers. They are exceptionally strong in vaudeville performers. The company to follow the Brigadier Burlesquers is the renowned "Kentucky Belles."

TIVOLI OPERA HOUSE.

These are the last nights of "Erminie" at the Tivoli. Those who have not seen it should do so before it is too late. Next Monday night will open the most brilliant grand opera season in the history of the Tivoli. Monday, Friday and Sunday nights "Ill Trovatore" will be given; Tuesday, Thursday and Saturday nights "Rigoletto," and Wednesday night and Saturday matinee Puccini's "Manon Lescaut."

CENTRAL THEATRE.

A border melodrama, "The James Boys in Missouri," founded on incidents in the lives of the noted bandits of that name, kept the Central audiences thrilled this week. A very pretty love story runs through the drama and it is filled with pathetic situations. One scene showing the holding up of a train, the fight between the Bently gang and the train crew and the blowing up and robbing of the express cars, elicited numerous curtain calls.

FISCHER'S THEARTE.

A capital bill is being presented at Fischer's this week. Daly and Murphy, the talking comedians and dancers, headed the list. The program includes some clever sketches and music with a lot of new biograph pictures and some daring tumblers. There are two performances each evening and a matinee every afternoon.

THE CHUTES.

The bill at the big free theatre is up to the usual high standard of excellence. Among the features at the big pleasure grounds are: The Great Albini; Boxing Kangaroo; the Circle Swing; the Johnstown Flood; Amateur Night, Thursday, and fireworks Saturday night.

ROCHDALE DIFFICULTIES.

San Diego, August 28th—The "Sun" says:

"A movement is under way for the liquidation of the San Diego Rochdale Company. It is thought that a majority of the members are in favor of continuing the store a while longer anyway. The annual meeting of the board of directors will be held in September, and a proposition to continue the store through the winter will probably be advanced. The present Rochdale manager has considerably reduced the indebtedness, and is conducting the business in first-class manner. A good winter season is confidently predicted and several of the directors stated that if a majority of the members were accurately informed of the state of affairs they would certainly be in favor of making one more good trial."

Greatest Bargain Ever.

A thorough grocer can buy one of the best established and best paying grocery businesses on the Pacific Coast in one of the finest residence towns of California.

Proprietor intends retiring from business. References: Bradstreet's Commercial Agency, or any wholesale grocery house.

A five years' lease will be given—moderate rent.

Apply, Box A, Retail Grocers' Advocate, 456 Montgomery street, S. F., Cal.

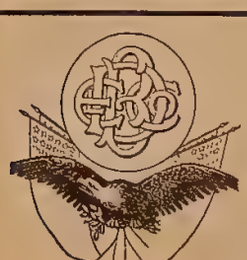
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Makes Credit Business a Pleasure.
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OLYMPIA BEER
BREWED IN OLYMPIA, WASH.
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VALLEY BREW LAGER
from
Richmond Bottling Works.
Zimmerman & Ruhland,
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32d and Clement Street,
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Champagne.

Veuve Clicquot, qts	$32.25
Veuve Clicquot, pts	34.25
Ruinart, Magnums, 6 to case	30.50
Ruinart, qts, 1 doz to case	32.40
Ruinart, pts, 2 doz to case	34.20
Ruinart, ½ pts, 2 doz to case	18.00
Vintage 1893, qts, 1 doz to cs	46.50

Brandies.

	Per case
Martell's One Star, 1 doz qts	$16.00
Martell's Two Star, 1 doz qts	19.00
Martell's Three Star, 1 doz qts	20.00
Martell's Three Star, 2 doz pts	23.00
Martell's One Star, 2 doz f'ks	13.00
Hennessy's One Star, 1 doz qts	17.50
Hennessy's Three Star, 1 doz qts	21.00
Calif. dox qts	12.00



Cider
Hammond & Co.
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SWEET CIDER
¼ Gal. Bottles,
BOILED CIDER
Quarts .....
Pints .....

Mineral Waters.

Aetna, splits, 100 to cs	$6.50
Aetna, pts, 100 to case	9.00
Aetna, qts, 50 to case	7.50

GINGER ALE

Belfast Ginger Ale Co.,
D. Steimke & Co. Props.
All Carbonated Beverages.
COR. UNION AND OCTAVIA STS.

	PINTS.	QTS.
Soda Water	$ .80	$1.50
Ginger Ale	.80	1.50
Sarsaparilla	.80	1.50
and Iron	.80	1.50
Cider	.80	1.50
Cuban Punch	.80	1.50

Case Prices, 2 Doz. per Case.

Porter.
(E. & J. Burke's Guinness')

Stone, pts, 2 doz to bbl	$16.50
Glass, qts., 4 doz to bbl	14.00
Glass, pts., 8 doz to bbl	16.50

Specialties of
Hilbert Mercantile Co.

H. B. Ky. Bourbon, per gal	$2.75
H. B. Ky. Bourbon, Ex spcl	3.25
Union League Ky. Brbn, AA	2.50
Union League Ky. Brbn, 1 gal	2.25
El Monte Ky Brbn, 1 gal	2.25
Maryland, Monogram, 1 gal	2.75
Forum, Bourbon, 1 gal	2.00
W. H. McBrayer's Cedar Brook 5 yrs	3.00

Hunter Baltimore Rye.

Per case, 1 doz. 5's	13.00
In 5-case lots	12.50
In 10-case lots	12.00

Hilbert Mercantile Co.

H. B. Bourbon (spcl)	$10.00
H. B. Rye	10.00
H. B. pt. flasks, 4 doz to cs	12.00
H. B. ½ pt flasks, 6 doz to cs	9.50
H. B. 1½-oz bots, per gr	12.00
Union League "AA"	8.00
El Monte Bourbon	8.00
Forum Bourbon	7.00
J. Baumgardner Rye	12.00
Maryland Monogram	9.00

W. H. McBrayer's Cedar Brook.

Per case, 1 doz 5's	$12.00
Per case, 2 doz pts	13.00
Per case, 4 doz ½ pts	14.50
Per case, 20 doz 1½-oz	18.50

Jesse Moore Whskies.

Ex Pony Bourbon	$13.00	$17.50	$17.00
AA Bourbon	11.00	10.50	10.00
C Bourbon	8.50	8.25	8.00
AA Bourbon, 5 doz, 4 oz	10.00	10.00	9.75
AA, Pt Flasks, 2 doz	9.00	8.75	8.50
AA, ½ Pt. Flasks 2 doz	6.75	6.50	6.25
Old Rye	11.00	10.50	10.00

Jesse Moore Hunt Co.
(In barrels or half barrels)

Extra Pony Bourbon, gal	$7.50
AA, Bourbon, gal	3.75
B, Bourbon, 1 gal	3.25
C, Bourbon, 1 gal	2.75
No. 1, Bourbon, 1 gal	2.25
AA Rye, gal	3.75
C Rye, 1 gal	2.75



STANDARD BOTTLING CO.
BEACH STREET
Between Stockton and Dupont
SOLE AGENTS
LOS ANGELES BREWING COMPANY.
Beer furnished Grocers in Botles or Kegs.

Golden Gate
BOTTLING WORKS.
Blume & Gardner,
Proprietors.

Bottlers of the Celebrated
Standard.
Culmbacher.
Extra Pale.
XXX Porter.
Half and Half.
Lager and Steam Beer in Kegs.
160 Shotwell St.,
Phone: Capp 1761, S. F., Cal.



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BITTERS
Factory and Salesroom,
1664 Mission St.
Bottles, ..$7.00 Doz.
1 doz. per case.

Jacobson, Reimers & Co.
210-212 Davis Street
DISTRIBUTERS OF
Fancy Butter and Honey
Dairy Butter and Eggs

Produce Market
THURSDAY AFTERNOON

BUTTER.

The butter market is very firm with prices unchanged. "Dairy" is out of market.

California creamery, extras	27	28
" " firsts	25	26
" " seconds		24
" dairy, extras		
" " firsts		
" " seconds		
Store butter	18	19
Storage		
" Creamery extras		
Pickled		
Keg		

EGGS.

California ranch eggs have advanced about one cent; otherwise the market is firm, but unchanged.

California Ranch white	32½	33
" " mixed colors	28	30
" Gathered	25	27½
Standard		
Seconds		
Eastern, selected	23½	24
Standard	18	20
Seconds	17	
Storage, Cal., Selected		
" " Standard		
" " Seconds		
" Eastern Selected		
" " Standard		
" " Seconds		

CHEESE.

Prices are unchanged, but market is weak.

California full cream	13	13½
" choice	12	12½
" common	Nominal	
Young Americas	14	
Eastern full cream	16	16½
Oregon		

POULTRY.

The poultry market is in excellent shape and prices are very firm. Hens are very scarce.

Turkeys, young live	22	24
" old gobblers	19	20
Dressed Turkeys	nominal	
Roosters young, per doz	5 00	6 00
" old "	4 50	5 00
Hens	5 00	7 00
Fryers, per doz	3 50	5 00
Broilers, per doz, large	3 50	4 00
" " small	2 50	3 00
Ducks young	4 00	5 00
" old	3 50	4 00
Pigeons, young	1 50	1 75
" old		1 25
Geese' per pair, old 1.50 2.00; young	1 50	2 00

BEANS AND PEAS.

Pinks, bayous, limas and blackeyes are very scarce and the market is well maintained.

Small Whites	3 00	3 75
Large "	2 50	2 85
Pea Bean		
Pink	3 25	3 75
Horse	1 10	1 75
Red	Nomiual	
Kidney	Nominal	
Lima	5 50	5 65
Bayos	4 00	4 50
Butter (large)	nominal	
Black Eyes	3 75	4 00
Dried Green Peas, per 100 lbs	2 00	2 40
" Miles " " "	2 00	2 40

POTATOES AND ONIONS.

Potato and onion market is quiet, with prices as last week

River Burbank	40	65
Salinas " No. 1, 80c-$1.00;	No. 2,	60c
Oregons, Old	Nom.	
Merced Sweets	Nom.	
Australian onions	Nom.	
Red (new)	Nom.	
Yellow (new)	70	80
Garnet Chili	40	50

GROCERY MARKETS.

Continued from page 21.

with the same price as ours and will tell you that their entire pack of sockeyes is practically sold, the bulk of it for export. We have turned down some tempting propositions from abroad. As to the total pack of sockeyes on Puget Sound, counting eight dozen to the case of halves, as near as we can estimate it, is between 650,000 and 700,000 cases, against 1,200,000 in 1901. This year's pack came on an absolutely bare market, and there are three lean years to come. Our price for sockeyes, without regard to what our competitors may do, will be $1.35 for talls, $1.50 for flats and $1 for halves for this season and higher next."

Seattle, September 2d—The "Trade Register" estimates the pack for various canning centers as follows: The Sound, over 1,000,000 cases, with 850,000 cases of sockeyes; Fraser River, about 800,000, with 350,000 cases from the northern rivers; Columbia River, 278,500 cases.

Vancouver, B. C., September 2d—The official figures of the salmon pack on the Frazer River are 782,442 cases, which falls very little short of the estimate of 800,000 cases, made early in the season.

Seattle, Wash., August 31st—The "Post-Intelligencer" says:

"According to the best information obtainable on the sockeye salmon pack for Puget Sound, the total pack is 793,600 cases. While the pack of fall salmon has not been completed at this time, it is estimated that it will not exceed 150,000, making the total pack for the Sound, of both grades, reach the total of 943,000 cases.

"These figures show a considerable decrease over the season of 1901. In 1901, 358,640 cases more of sockeyes were packed than for the season just closed, the sockeye pack for that year on Puget Sound being 1,152,243 cases. The total pack for 1901, including the fall grades, was 1,410,444."

CHEESE.

Wieland Bros. report:

"Martin's New York cheese has advanced again and quotations are firm, with no prospect of a decline."

MACKEREL.

Wieland Bros. say:

"Norway No. 1 mackerel are scarce, and $2 per barrel higher in price."

Gloucester, Mass., August 24th—John Pew & Son report:

"The market is scantily stocked with all grades. Prospect for the remainder of the season for a considerable catch is very unfavorable. It now looks as if good bloaters and No. 1's will be luxuries through the coming nine months."

New York, August 28th—Strohmeyer & Arpe Co. report.

Scotch Herrings—Shipments are coming in quite freely, but demand is good and prices slightly higher than last week.

Irish Mackerel—Firmer. Very few spring mackerel arriving.

Imported Oil Sardines—The catch in France and Portugal has not changed for the better, and supplies of suitable fish for the American trade are not coming forward.

CODFISH.

Gloucester, Mass., August 24th—John Pew & Son report:

"Market for all grades of codfish continues firm. Receipts up to date not up to expectations, the catch this year to August 1st being short 48,000 quintals as compared with 1904 for the same period. It is hoped that the catch of the balance of the fleet on their first trips with the catch of the vessels on their second trips will bring the total Bank catch at the close of the season equal or more than last year's. The stock of large and medium Georges and shore codfish is moderate. In Bank cod the market at present is fairly supplied. In the various kinds of ground fish the market is well stocked. We do not anticipate any lower prices on codfish this year than those now prevailing."

CAVIAR.

Wieland Bros. say:

"Caviar in tins is cheaper than last season."

MINCE MEAT.

Philadelphia, Pa. — The "Grocery World" says:

"The opening prices of new mincemeat will probably be considerably higher than last year, owing to the advances which have occurred in nearly all the raw materials employed. Raisins have advanced several cents per pound. Currants are much higher, and so are meat and suet. The apple crop is short and all apple products have advanced sharply."

SPICES.

Baltimore, Md., August 24th—McCormick & Co. report:

"An active market, with upward tendency. Foreign markets are higher at this time, due to heavy demand, which will soon be felt here. The spot demand for pepper is quite heavy; the position is strong, and would warrant an advance."

PICKLE OUTLOOK.

Promise of Large Output of Particularly Fine Quality.

F. L. Matthes, manager of the Pacific Vinegar and Pickle Works, writes about the pickle situation as follows:

"We note with pleasure from facts and statistics gathered from all points of the pickle industry on this Coast, that the annual pace of progress showing a further improvement over the preceding year is not only maintained this year, but has taken a sudden stride quite in excess of that of any heretofore reported.

"Favorable climatic conditions, so reliable in this quarter, and so necessary to successful and profitable culture of vegetation, is in the main responsible for the high standard of packing now resorted to and recognized by us as a matter of most importance, which, of course, in turn has given quite a healthful impetus to the trade to such an extent that the output has been trebled to meet the demand thus created, and thereby increasing the total acreage planted over that of any preceding year.

"The present crop, about one-third of which has been harvested, is the largest in the history of this Coast, free from blemish or blight.

"If the improvements in this line, as above noted, continue in the same ratio, the time is close at hand when the industry will rank among the foremost of the Pacific Coast."

HAY.

Somers & Co. say.

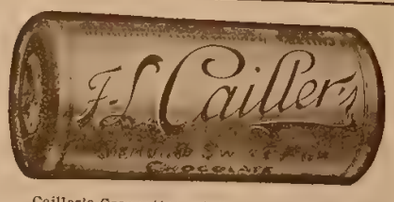
"As noted last week, an unusually large portion of arrivals is by water, and quite a portion of these arrivals is alfalfa.

"Some districts are well cleaned up, while others still have a lot to be baled. Stockton reports about 1500 tons yet in stacks and cocks; Napa and Sonoma counties have still a large quantity to ship us, while the Livermore and Hollister districts show rapid progress towards the entire cleaning up of their fields.

"Town trade shows weakness. To sum up the situation, the sole feature of the market is its dullness, and we can anticipate no activity until after the rains set in. Prices are unchanged."

DAN O'CALLAGHAN
REAL ESTATE
AND
INSURANCE BROKER
City Agent
Liverpool & London & Globe Ins. Co.
Telephone, Main 5238
22 Montgomery St., San Francisco
(Mr. O'Callaghan was for many years a member of the firm of O'Callaghan, Nelson & Co.)

New Brew
YOSEMITE LAGER
BREWED BY THE
ENTERPRISE BREWING CO.
Telephone: Mission 152.
Sixteenth and Folsom Sts.
SAN FRANCISCO, CAL.



Cailler's Croquettes retail at 5, 10, 25 and 50c

MORE Cailler's GENUINE SWISS MILK CHOCOLATE Is consumed in the United States to-day, than the combined export product of any three European Chocolate manufacturers now on sale in this country. Even more surprising is the fact that we are unable to fill orders for many of the most popular packages. To meet the constantly growing demand for **Cailler's Chocolates,** F. L. CAILLER LTD. are rushing to completion their mammoth new factory, costing over two million (2,000,000) francs.

CAILLER'S SWISS MILK CHOCOLATE
is made of the finest cocoa beans, cream and sugar. It has an inimitable flavor, is smooth, rich and specially recommended by the highest medical authorities as the best for children, invalids and athletes, etc.
Write for Sample and Price List to
SPOHN-PATRICK COMPANY SOLE AGENTS 16-22 Front St., S. F.

CLASSIFIED WHOLESALE DIRECTORY.

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Castle Bros.
463 Mission .....Phone: Priv. Ex. 15
Dodge, Sweeney & Co.
116 Market .....Phone: Drumm 125
J. P. Gillespie.
109 California .....Phone: Main 1972
Fred F. Hobbs & Co.
95 Market .....Phone: Main 1913
R. A. Holcombe & Co.
124 California .....Phone Main 5876
The C. B. Jennings Co.
121 California .....Phone. Main 74
Johnson-Locke Mercantile Co.
123 California ...Phone: Priv. Ex. 22
P. E. Lenfestey.
220 California .....Phone: —
Spohn-Patrick Co.
16-22 Front .....Phone: Main 536
J. T. Wilson.
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Johnson-Locke Merc. Co..123 California
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Castle Bros. .....463 Mission
Dr. Price's Food.
115 Davis St. .....Phone: Bush 522

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Enterprise Brewing Co.
2015 Folsom .....Phone: Mission 152
Gambrinus Brewing Co.
160 13th .....Phone: South 83
Golden Gate Bottling Works.
160 Shotwell St.....Phone: Capp 1761
Los Angeles Brewing Co.
Standard Bottling Co.....
...Beach, bet. Stockton and Dupont
Olympia Beer Co.
1423 Sansome St. .....
Rainier Brewing Co.
John Rapp & Son.....8th and Townsend
Salem Brewing Ass'n.
Sunset Bottling Co.....3109 20th
The California Brewing Co.
111 Douglas .....Phone: Mission 228
Valley Brew Lager.
Zimmerman & Ruhland..3rd & Clement
Wunder Brewing Co.
Scott & Greenwich..Phone: South 1098

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Landis-Patton Mfg Co..1664 Mission St
Lash's Bitters Co.
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R. A. Holcombe & Co..124 California St.
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Ehrman Bros. & Co.....225 California
Henry Miller.
Ehrman Bros. & Co. .....225 California

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M. J. Brandenstein & Co.
Spear and Mission..Phone: Priv. Ex. 36
The Porto Rico Co.
587-589 Howard.....Phone: Main 5813
A. Schilling & Co.
2nd & Folsom..Phone: Priv. Ex. 456

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William E. Harm.
183-185 Valencia.....Phone: Folsom 1911
Wieland Bros.
121-123 Clay.....Phone: Main 365
Witzel & Baker.
314-316 Battery.....Phone: Main 718

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Alpine Evaporated Cream Co.
Fred F. Hobbs & Co.....95 Market
Borden's Condensed Milk Co.
Johnson-Locke Merc. Co., 123 California
Helvetia Milk Condensing Co.
3 California .....Phone: Main 1168
Pacific Coast Con. Milk Co.
Spohn-Patrick Co.....16-22 Front
Pacific Creamery Co.
115 Davis .....Phone: Bush 522

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"Cracker Jack."
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Seville Packing Co.
Spohn-Patrick Co. .....Pine and Front

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A. Zellerbach & Sons.
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C. R. Splivalo & Co.....347 Sacramento

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Cudahy Packing Co.
418 Townsend ....Phone: Priv. Ex. 605
Heineman & Stern.
916 Larkin .....Phone: East 242
P. F. Rathjens.
1311-15 Pacific.....Phone: East 1875
Western Meat Co.
6th & Townsend ....Phone. Priv. Ex. 5
H. M. Wolter & Bro.
103 12th .....Phone: Mint 1763

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RUBBER STAMPS.

Patrick & Co.
111-113 Sansome .....Phone: Main 1768

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Dodge, Sweeney & Co.....116 Market
Leslie Salt Co.
C. E. Whitney & Co.....715 Kohl Bldg.

SAUCES.

J. Marshall & Co.
12th and Market .....Phone: —

SCALES.

Moneyweight Scale Co.
Price & Co.....846 James Flood Bldg.
Standard Computing Scale Co.
Detroit .....Michigan

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S. M. Bixby & Co.
New York .....N. Y.
Scott & Gilbert Co.
214-216 Mission.....Phone: Main 451
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The C. B. Jennings Co. ...121 California
Enoch Morgan's Sons' Co. (Sapolio).
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Castle Bros. .....463 Mission
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Mrs. Winslow's Soothing Syrup.
Anglo-American Drug Co.....New York

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Kelley-Clarke Co. .....130 California

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713 Sansome .....Phone: Main 2

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Ahrens, Fein & Bullwinkel.
620 Post .....Phone. East 720
Hilbert Mercantile Co.
136-144 2nd St.....Phone: Priv. Ex. 313
Italian-Swiss Colony.
Battery & Gr'nwich.Phone: Priv. Ex. 448
E. Martin & Co.
64 First .....Phone. Main 380
A. Vignier & Co.
429-431 Battery .....Phone: Main 1507
Wichman, Lutgen & Co.
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SELECT PILSENER LAGER BEER

OFFICE AND BOTTLING WORKS

160 Thirteenth St., near Folsom, S. F.

Highest Grade Package Goods for Family Trade

ROYAL AND QUEEN'S TASTE

(1 lb packages) (2½ lb cartons)

Macaroni, Vermicelli and Spaghetti

ROYAL ITALIAN A. B. C. PASTE, in 1 lb papers
GOLDEN GATE EGG NOODLES, in ½ lb papers

For Sale by all Jobbers

PETERS BROS., BALTZ & DITTMANN

PROPRIETORS

The California Brewing Co.

Douglas Street, bet. 17th and 18th

SAN FRANCISCO, CAL.

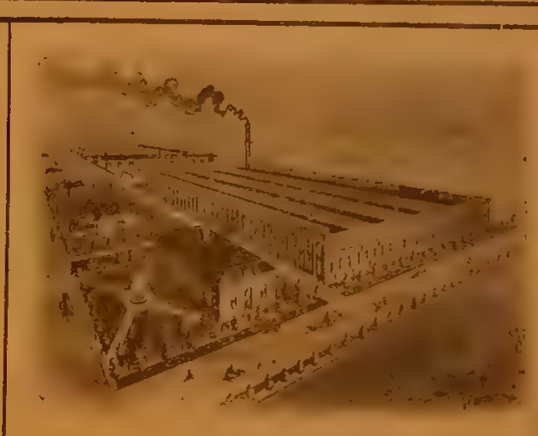
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MAPLE SYRUP -- IT IS BEST

Pacific Coast Syrup Co.

SAN FRANCISCO

THREE REFINERIES: SAN FRANCISCO, PORTLAND and SEATTLE.



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BOWSER SELF MEASURING OIL TANKS

are sold under our positive guarantee that they will prove durable and exactly as claimed for them.

YOU HAVE A RIGHT

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You will readily see by looking at the above cut or by referring to Dun or Bradstreet, that WE are in position to make good our guarantee. We are not experimenting, but are putting out the best goods possible to make and behind which we put our entire plant. You take no chances in ordering a

BOWSER OUTFIT

It is the only economical, convenient, clean and satisfactory method of storing and handling your oil.

It will save you oil, time, labor and money.

Write now for Catalog "BB"—it will cost you nothing.

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WORTH INVESTIGATING.

For Sale—Hardware and general merchandise business, centrally located in thriving university town. Bona fide A 1 bargain. Excellent opportunity for country merchant wishing to give his children greater educational advantages and cultured surroundings. Will give long lease to responsible party. Address Box 123, Retail Grocers' Advocate.

FOR SALE.

Grocery, Feed and Vegetable Store in one of the best towns in Central California. Stock, fixtures, horses and wagons. Price $4.200. Does a yearly business of $25.000. Established 11 years. Address N. care
Retail Grocers' Advocate
456 Montgomery Street.

Mothers! Mothers!! Mothers!!!

Mrs. Winslow's Soothing Syrup

has been used for over SIXTY YEARS by MILLIONS of MOTHERS for their CHILDREN while TEETHING, with PERFECT SUCCESS. It SOOTHES the CHILD, SOFTENS the GUMS ALLAYS all PAIN; CURES WIND COLIC, and is the best remedy for DIARRHŒA. Sold by Druggists in every part of the world. Be sure and ask for "Mrs. Winslow's Soothing Syrup." and take no other kind. Twenty-five cts. a bottle

Phone Mission 288

J. MARSHALL & CO.'S

WORCESTERSHIRE SAUCE

BE SURE and GET the GENUINE

½ Pts., per doz. $1.20
Pts., per doz..... 2.20

NO AGENTS

Office: Cor. 12th and Market Sts.

YOUR EVERY WANT IN

PAPER

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A. ZELLERBACH & SONS
416-426 Sansome St.
SAN FRANCISCO

La Grande Laundry

Telephone Bush 12

23 Powell Street

Corner Ellis.

100 Taylor St., - - Cor. Turk St.
200 Montgomery Av., Cor. Kearny
202 Third Street, - Cor. Howard
1733 Market St., - Opp. Eleventh

GIVE THEM A TRIAL

LESLIE SALT

Free Running (in Pkgs.) for table
Velvet Grain (in Bags) for kitchen
Sold by all Jobbers

Attracting Trade

The Special Sale Dislay.

It is not a good plan to give up the entire window to goods for which a forced sale is desired, but it is a good plan to show prices on such, says the "Inland Grocer." A bargain table should be arranged in the interior of the store and only small samples shown in the window. A card announcing the sale of remnants of stock often helps to start a sale of goods which have represented idle money for weeks or months past.

The main advantage of this sort of window display is in the fact that it is likely to attract attention to neglected lines or those originally over-stocked Goods of this description will vary in different stores. They may be displayed in neat fancy baskets, arranged in triangles or hung from brass rods attached by chains to the ceiling of the windows. Price tickets should be attached to the different lots.

Avoid Overcrowding.

Overcrowding should be avoided as in case of every window display. The window should be made as attractive as the material permits. The idea of a remnant sale can not be carried out by a grocer as it can by a dry goods or shoe dealer. The grocer must sell his staple and fancy lines at regular prices and keep his stock up to the top notch. The odds and ends to be displayed for a sale of this kind must be handled in such connection with the regular lines as to prevent one interfering with the other. Remnants and stickers must be sold often at any price they will bring. Fresh and attractive goods should sell at the proprietor's price.

The idea of a window of this character is all that is indicated here The writer has designed several such windows, but in no two cases were the stock offered as remnants the same. Stove polish was the leading sticker in one, yeast in another, a package cereal in a third, can openers and mustard in another, liquid coffee in still another. The arrangement in each case made the fresh goods most ttractive in appearance and the stale goods most attractive in price. Both moved to the proprietor's satisfaction.

A Grocer Who Tumbled.

Some twelve months ago the writer called the attention of a well-known grocer to the condition of his store windows, says the "Inland Grocer." Situated at the junction of one of the avenues, and with two windows on the side of the street, was one of the best opportunities to be found anywhere for making a handsome window display. But how that grocer neglected his opportunity, one window containing nothing but canned goods, the other filled with chests of tea, whilst the window on the avenue side was a strange combination, consisting of all odds and ends piled any old way, and had the appearance of not having been touched for months! When the grocer's attention had been called to this, he replied: "Oh, I have no time to attend to window dressing; I have got on so far without it, and I guess I am not missing much." The conversation closed with the remark by the writer that he (the grocer) should see So-and-so's window and no doubt he would change his opinion about window displays. The advice was taken, with the result that the grocer in question tried his hand, had his windows re-modeled, and to-day he wonders why he did not "tumble" years ago.

ARMER BROS. FAIL.

Armer Bros., dealers in coffee at 21 Main street, have turned over about $30,000 worth of assets to meet obligations amounting to about $65,000. About one-half of this amount is owed to the local banks.

Clerk's Corner

Divide Responsibility Among Employes

I believe that an employer should judiciously parcel out responsibility among his employes, says a recent speaker before the Illinois Grocers' Association. This man should have charge of making the window displays; another of opening and distributing the goods among the stock; another of keeping the store cleaned and dusted, etc., and thus responsibility should be distributed to cover all parts and details of the business

As nearly as possible, the employer should not interfere after he has once made an employe responsible to him for results. He should suggest, guide and direct. He should be patient while the employe is learning how to best discharge this responsibility and in the end he will find that this method will relieve him largely of the cares and trials of the smaller matters about his store, and it will shape in the end a perfect organization and a smooth running machine. This makes each man practically a working partner in the business—responsible for the care of his part of the machinery.

Basis of Loyalty.

This develops loyalty, self-reliance, and intelligent handling of affairs. Such faithfulness and careful industry on the part of the employes are the keys for their promotion. But the employes can only cultivate this absolute reliability if they have some responsibility in one form or another.

Employers Rob Themselves.

Many employers rob themselves of the flower of their employes' service, either through lack of tact in drawing out the best that is in them, or through pure meanness and brutality of disposition.

There is a great difference between work that is done mechanically in the spirit of a task that must be got rid of and energetic work done in the joyous spirit of a creator.

Reliability Leads to Success.

Absolute reliability in an employe is indispensable if he expects to advance. No employer likes to be surrounded with those in whom he lacks confidence. He wants to feel that whether he is absent or present the work will go on the same; that, if anything, his assistants will try to be more faithful when he is away.

The employe who advances rapidly is the one always on the watch to promote his employer's interests, the one who in every way tries to supplement him, to make his work lighter, to carry out his plans.

The employer ought, in the course of time, to be able to find one man whom he can train to assume all the responsibility of the business in case of illness or a short vacation. The head clerk should be a confidential man, somewhat of a privileged character, whom the other clerks should respect as one in whom the employer has vested special authority.

The employer will, however, often find himself in a delicate position if such a privileged clerk becomes too domineering.

The head clerk should only exercise his full authority in the absence of the employer. As soon as a clerk begins to feel that he is such an important personage that the success of the business depends on him it is time to show him that he is mistaken, either by a lecture or dismissal.

WHALEY'S SUIT FAILS.

Edward E. Whaley's suit against Suydam Brothers & Rogers, formerly the Pennell-Suydam Company, for $6443.47 on an alleged contract, was recently tried by Judge Hebbard and judgment was quickly given against Whaley. He said he had made an agreement with the defendant corporation, by which he turned over to it his own business and entered into its employ at a salary of $150 per month and commissions. In the answer to the complaint it was stated that he had been paid $150 a month, and had not earned commissions, and his other allegations were denied. Whaley was the only witness called. The Judge sustained the point that he had no case, as the alleged contract was not in writing and there was a dispute over its terms.

WIELAND BROS.

121-123 Clay Street San Francisco

Importers and Commission Merchants

SPECIALTIES—Imported and domestic Swiss Cheese, Limburger, Brick Cheese, Edam, Roquefort, etc.; Mackerel, Codfish, Holland Herrings, Olive Oil, Spanish and California Olives, all kinds of Sausages and other delicacies.

SOLE AGENTS for Sierra Cheese, German Breakfast Cheese, Brie, Camembert, Schloss, Kronen and Neufchatel Cheese.

WILLIAM E. HARM
Kartuffel-Buhr
183-185 Valencia St. Near 13th
Tel. Folsom 1911
Wholesale Dealer in
POTATOES, ONIONS
BEANS, EGGS
Etc., Etc., Etc.

WITZEL & BAKER, Commission Merchants

Telephone Main 718 314, 316 BATTERY ST., SAN FRANCISCO, CAL.

Fancy Creamery Butter and Ranch Eggs Our Specialty

REMOVED

PATRICK & CO., RUBBER STAMPS

111-113 SANSOME STREET

One block south of old location.

THE RETAIL GROCERS ADVOCATE

A. H. POWERS, Editor

SAN FRANCISCO, CAL., SEPTEMBER 15, 1905

Vol. 10, No. 37

M. J. B. Coffee

sells better than any other

Why?

IXL - Kapp and Street - W.G.M.

TAMALES

IN

KEY-OPENER CANS

RAINIER BEER

Is Not Unfair
But the Boycott is.

Investigate both sides of the question.

JOHN RAPP & SON, AGENTS
Phone South 473.

IF A CUSTOMER

asks for

HAND SAPOLIO

and you can not supply it, will he not consider you behind the times?

HAND SAPOLIO is a special toilet soap—superior to any other in countless ways—delicate enough for the baby's skin, and capable of removing any stain.

Costs the dealer the same as regular SAPOLIO, but should be sold at 10 cents per cake.

EASTERN TICKETS
AT
HALF RATE

The Southern Pacific will sell round trip tickets to Eastern points at a one way rate on the following dates: August 15, 16, 24, 25, and September 7, 8, 9, 10, 11, 16, 17.

Rates to Principal Points:

Chicago	$72.50	New York	$108.50
St. Louis	67.50	Boston	109.50
Memphis	67.50	Philadelphia	107.50
St. Paul	70.00	Baltimore	107.00
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Choice of Four Routes

Go via Ogden, Portland (at slight extra cost), El Paso or New Orleans. Liberal stop-overs. Return limit 90 days. Tickets good on Overland Limited, Chicago & St. Louis Special or any Southern Pacific train. Special low rates for Eastern conventions. Ask about it to-day.

SOUTHERN PACIFIC

THE GROCER SAVES MONEY

The Customer is Pleased,

Where

THE O. K. CHEESE CUTTER

is used.



$20.00 Net

F. O. B. Detroit, Mich.

Cuts the Cheese by weight, or money's worth. Does it better than any other — Is absolutely accurate. Cannot get out of order.

Our Testimonials Come from Satisfied Users.

We could not spare a single Cutter to send to the World's Fair at St. Louis—Needed all we could make to fill orders.

Catalog supplied from Dept. R. Write for one.
Give your Jobber's name and address.

The Standard Computing Scale Co., Ltd.

DETROIT, MICH.



SHREDDED WHOLE WHEAT RECOMMENDATION

The Best Cereal Food to Eat, and
The Best Cereal Food to Sell, is

Shredded Whole Wheat

It is made in two forms, Shredded Wheat **BISCUIT** and **TRISCUIT.**

TRISCUIT is a CRACKER, not a "breakfast food." It is used as toast in place of ordinary bread toast, and for all purposes for which the common white cracker of commerce is used.

Shredded Wheat **BISCUIT** is the standard wheat food of the world, delicious for breakfast, or for every meal for every day in the year. It contains all the nutriment in the whole wheat in digestible form. A good seller all the year round.

THE NATURAL FOOD COMPANY
Niagara Falls, N. Y.

Common Sense teaches Grocers to sell what pays Best

AND GIVES SATISFACTION.

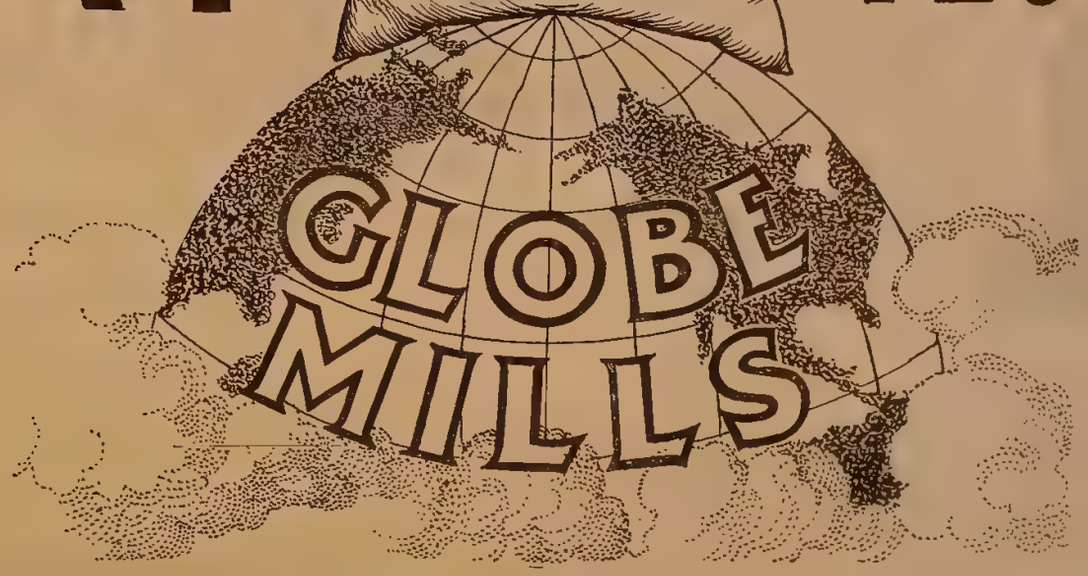
That's why **1000** Retail Grocers in the Bay Cities sell **"A 1" FLOUR.**

You can MONEY BACK our goods.

BEST ON EARTH

"A 1" FLOUR





We claim that **"A 1" FLOUR** will make MORE LOAVES OF BREAD to the barrel and BETTER BREAD than other flours.

WE MAINTAIN THE RETAIL SELLING PRICE.

Tell us how to do more and WE'LL DO IT!

GLOBE GRAIN & MILLING CO.

MONTGOMERY AND CHESTNUT STS., SAN FRANCISCO, CAL.

Telephone Bush 759.

(Please mention the ADVOCATE to Advertisers. It helps us materially.)

EASTERN TICKETS
AT
HALF RATE

The Southern Pacific will sell round trip tickets to Eastern points at a one way rate on the following dates: August 15, 16, 24, 25, and September 7, 8, 9, 10, 11, 16, 17.

Rates to Principal Points:

Chicago	$72.50	New York	$108.50
St. Louis	67.50	Boston	109.50
Memphis	67.50	Philadelphia	107.50
St. Paul	70.00	Baltimore	107.00
Missouri River Points	60.00	Washington	107.00

Choice of Four Routes

Go via Ogden, Portland (at slight extra cost), El Paso or New Orleans. Liberal stop-overs. Return limit 90 days. Tickets good on Overland Limited, Chicago & St. Louis Special or any Southern Pacific train. Special low rates for Eastern conventions. Ask about it to-day.

SOUTHERN PACIFIC

THE GROCER SAVES MONEY

The Customer is Pleased,

Where

THE O. K. CHEESE CUTTER

is used.



$20.00 Net

F. O. B. Detroit, Mich.

Cuts the Cheese by weight, or money's worth. **Does it better than any other**—Is absolutely accurate. Cannot get out of order.

Our Testimonials Come from Satisfied Users.

We could not spare a single Cutter to send to the World's Fair at St. Louis—Needed all we could make to fill orders.

Catalog supplied from Dept. R. Write for one.
Give your Jobber's name and address.

The Standard Computing Scale Co., Ltd.

DETROIT, MICH.



SHREDDED WHOLE WHEAT RECOMMENDATION

The Best Cereal Food to Eat, and
The Best Cereal Food to Sell, is

Shredded Whole Wheat

It is made in two forms, Shredded Wheat **BISCUIT** and **TRISCUIT.**

TRISCUIT is a CRACKER, not a "breakfast food." It is used as toast in place of ordinary bread toast, and for all purposes for which the common white cracker of commerce is used.

Shredded Wheat **BISCUIT** is the standard wheat food of the world, delicious for breakfast, or for every meal for every day in the year. It contains all the nutriment in the whole wheat in digestible form. A good seller all the year round.

THE NATURAL FOOD COMPANY
Niagara Falls, N. Y.

Retail Grocers' Advocate

CALIFORNIA RETAIL GROCERS' AND MERCHANTS' ASSOCIATION — OFFICIAL PAPER — RETAIL GROCERS' ASSOCIATION

Vol. 10 — SAN FRANCISCO, CAL., SEPTEMBER 15, 1905 — No. 37

Published Every Friday by
ADVOCATE PUBLISHING CO.

Subscriptions:
One Year $2.00
Single Copies ..... .10

PUBLICATION OFFICE:
456 MONTGOMERY STREET.
Rooms 413-414. - Tele. John 2001

Entered at the Postoffice at San Francisco as Second Class Matter.

Points to Watch

BROOMS—
The crop of broom corn was not short this year. Prices on this line will not advance this fall.

ROLLED OATS—
Manufacturers have gotten together and boosted prices. Some look for a still further advance.

RAISINS—
The combine of growers and packers is complete. The crop is short. High prices are expected for the new crop.

TEA—
There has been a heavy shortage in the tea crop in all producing countries, rendering a strong market for the next year a certainty.

RICE—
The U. S. official "Crop Register" announces that the acreage devoted to rice this season (1905-06) is only about 490,000 acres as against 662,000 acres last year.

CANNED TOMATOES—
The Eastern shortage is strengthening the local tomato market as California will have to supply territory that usually buys in the East.

PRESERVES—
Scarcity of apples and higher prices for glucose are making the cheaper grades of preserves more expensive.

CANNED CORN—
A full pack is promised and the market is very dull and heavy. Lower prices are expected.

A USEFUL EXECUTIVE.

Escondido has a mayor who is far more useful than ornamental, even though he is a good looking man, in the person of Sig. Steiner. The "Times" of that city tells of his heroic fighting of a serious fire recently. The hose of the fire company was found to be too short to reach the burning building and it was given up for lost till Mayor Steiner, calling on Mr Eugene Abell for assistance, attacked the flames with fire extinguishers and finally so controlled it that an impromptu bucket brigade was able to finish the good work.

A big celebration was held at Escondido on September 9th, when the citizens celebrated the burning of the irrigation bonds which had long been an incumbrance to the community. There were special excursions from San Diego and Los Angeles and a big time generally.

WANTS THE ADVOCATE.

Mr. A. H. Powers, Editor Retail Grocers' Advocate.

Dear Mr. Powers: I wish you would send me your paper weekly, as I like to keep in touch with all my old friends.

I do hope some day to be able to make you a visit. Meantime, should you visit New York City please call on us.

With kind personal regards to yourself and Mr. Stulz, and Mr. Connolly, and all the other good fellows that I have met in Association work.

Yours very truly,
FRED MASON.

TO MAINTAIN PRICES.

Wholesale Grocer of Southern States Tells How It is Done.

In an address before the National Wholesale Grocers' Association which convened at Milwaukee recently, J A. Van Hoose, president of the Southern Wholesale Grocers, told some very interesting facts about maintaining prices as fixed by manufacturers. Among other things, he said:

"We are now entering upon our fifteenth year. It costs some $20,000 to run our Association. There are about 900 wholesale groceries who are working under our plan.

"We have some very excellent plans, I dare say as good almost as some of the Northern, Eastern and Western people have. We have, for instance, our Cottolene plan.

The Cottolene Plan.

"The N. K. Fairbanks Company absolutely committed to me the decision in regard to all complaints in regard to cutting on Cottolene. It is absolute czar power

"We have now been working that plan three years. The sale of Cottolene has vastly increased in our territory, and I wish to make what I believe, Mr. Chairman, is one of the most remarkable reports that has ever been made in the history of commercial distribution—that **at the last rebate period, when I sent out more than 900 checks, there was only one check held out on account of an unadjusted complaint.** That is the practical elimination of the thief and the cutter.

"Mr. Gilmore demanded that we should secure 95 per cent of individual signatures before he would adopt the same plan on Ariosa coffee; and the 95 per cent was produced.

Details of the Plan.

"There is absolutely no appeal from my decision; there is no higher court except the courts of the land; my decision stands as final.

"If A reports B or B's salesman we take that up with three affidavits.

"We require the man who is the active manager, head of that firm, to make an affdavit. which is a scorcher;

"We require an affidavit from the salesman who made the sale.

'If any of you have been out in Texas and seen a Texas ranchman lassoo a steer, you know he makes one cinch and then takes another until the animal is down.

The third cinch which we take around the horn of the saddle is that **finally we require an affidavit from the retailer**—this is rather radical, but the thief and cutter are moving out of Southern territory or are getting down to business as gentlemen should get down to business.

An nteresting Example.

"There was a complaint made to me that a man had cut the price of cottolene. The investigation developed that that salesman sent in a sworn affidavit to the effect that he had not. He lied to his house, lied to his God, lied to his conscience. When it was proven that he had, under that Czar dictatorial power given me, I decided that only one or two things was permissible: dismissal without recommendation or that he should pay $50 out of his own pocket. The house replied that they

Continued on page 9.

Very Expensive Business.

Jobbers Buy Trade at Expense of Retailers' Profits.

For nearly two years the retail grocers of Southern California have been getting a fair profit on numerous articles because the manufacturer would not sell to cutters and would not allow jobbers to sell to cutters. When the jobbers found how greatly this help their customers, they were glad to refrain from selling cutters.

A few San Francisco jobbers have now "butted in" to that territory. They are selling a store whose avowed purpose is to sell groceries at less than reasonable prices in order to advertise their other goods.

Treacherous Wholesale Grocers.

Such action on the part of a San Francisco wholesale grocer is the basest of treachery.

Worse than that, it is bad business.

No wholesale grocer, mill or commission house in Los Angeles will sell the firm in question.

If the San Francisco jobbing houses refused to sell them until they agreed not to sell their goods except with a profit, they could not get goods at all because they could not afford to buy them in Chicago and no jobbing house in any other city would be willing to sacrifice the welfare of the grocery trade in such an outrageous manner.

Where 'Frisco Suffers.

The grocers of Southern California have established the possibility of maintaining fair retail selling prices.

Through the results they have attained, they have taught San Francisco grocers how they could proceed to advantage.

When San Francisco jobbers "butt in" to a territory that they cannot sell in to advantage they do it for some motive. That motive may not be to try to cripple the grocers' association. But it looks like it.

Firms that had the welfare of the retail grocers at heart, would be employing every influence in their power to prevent the development of a force that was being created for the avowed purpose of destroying the profits of the retailer. Those wholesale grocers who lend themselves to this wicked scheme will find that they have taken a step that is hurtful to their customers and will be likely to engender a feeling of antagonism that will not be beneficial to them in the long run.

SLEEPY EASTERNERS.

The "Grocery World" of Philadelphia, in its issue of September 4, prints the first half of an account of the State Grocers' Convention held in that city on August 22, 23 and 24.

The Retail Grocers' Advocate" of New York, in its issue of September 1, publishes a splendid account of the State Grocers' Convention held at Syracuse, August 7, 8 and 9.

The "Retail Grocers' Advocate" of San Francisco printed an account of the State Grocers' Convention held at Stockton, August 21 and 22, in its issue of August 25, with 12 pages of extra reading matter.

Theatre Party Progress.

'Frisco Grocers Make Arrangements For a Big Time at the Majestic.

There will be a big time at the Majestic theatre on Monday evening, September 25th, when the retail grocers and their friends will assist in the opening performance of Barney Bernard in "His Honor, the Mayor."

Mr. H. W. Burmeister, the chairman of the committee that has the entertainment in charge, has been very active, and Messrs. Connolly, Doyle, Cusack and Wreden who make up the committee, are working like beavers. They have been largely assisted by President Salomon, J. M. Sullivan and the Association's Board of Directors.

Boxes Go Quickly.

As soon as the sale of seats was opened, orders came up for practically all the boxes. The sale of these seats was left with State Secretary Frank B. Connolly. Irders for boxes were received from

M. J. Brandenstein & Co.
Pacific Coast Syrup Co.
Wm. Cluff Co.
Saroni & Co.
S. F. Commercial Travelers.
Cal. State Grocers' Association.

A. Schilling & Co. purchased 15 tickets.

It has been decided to send five tickets to each of the leading wholesale houses of the city. As they cost only 75 cents each, it is hardly probable that they will be returned.

A special man will be sent to call on the San Francisco grocers to see that they can get their tickets in ample time.

Efforts will be made to see that the Alameda County grocers and their wives have seats in a special section of the house.

A Good Time Promised.

The performance promises to afford much entertainment.

The play is said to be extremely bright and funny. Mr. Bernard is a very clever comedian. The committee will see that he is well supplied with local hits and there should be lots of fun for everybody.

The proceeds will be employed to pay the local Association's per capita tax to the State Association and the expenses of the delegates to the recent convention. Any surplus fund will be turned in to the Association's treasury.

DIAMOND "C" WINNERS.

Diamond "C" products have been decided favorites on the Pacific Coast. They have won their high position by merit. Customers may not kick at a piece of salty or tough ham but they never remember them pleasantly. When they taste a ham with a rich nutty flavor, fine of grain and of special excellence, they feel pleased and they tell the grocer about it and buy more. This fact is what has made the trade push Diamond "C" hams and bacons so vigorously

STARCH PLANT ENLARGED.

Tacoma, Wash.—As soon as the $200,000 bond issue, which the Pacific Starch Co. authorized, is floated, the company will make large improvements in its plant. The Jackson, Mich., branch will be moved to Tacoma and the whole business will be conducted under the sole management of W R. Reynolds, who is secretary and treasurer of the company. The present equipment of the plant will be remodeled and much new and improved machinery will be added.

FOR FIRST-CLASS TRADE

Diamond "C" Goods Are Recommended.

The Leading Grocery Firm of Chico Writes:



NOTHING IS QUITE SO GOOD

CHICO, CAL., June 1, 1905.

THE CUDAHY PACKING CO.,
San Francisco, Cal.:

Gentlemen:—There is one great pleasure that we are enjoying, and that is selling your **Diamond "C" Hams** and **Bacon.**

For First-Class Trade, we Highly Recommend Them.

We remain,

Yours respectfully,

F. W. MILLER CO.
INCORPORATED.



FINEST IN FLAVOR AND APPEARANCE

"THE TASTE TELLS"

GREATEST VALUE

EVER RECEIVED FOR MY MONEY.



H. N. EDLIN, 1264-1266 Devisadero St.

who owns one of the Most Attractive and Progressive Grocery Stores in the Western Addition, says:

HAWLEY & FRANK:

San Francisco, September 12, 1905.

GENTLEMEN:—My investment in your **McCaskey Account Register** has, I am satisfied, given me the **Greatest Value I Have Ever Received** for my money. It has resulted in the saving of several hours of time each day and of several days at the end of each month, since where I formerly had to begin about the 24th of each month to make out my monthly statements, I now have them ready in less than 30 minutes. Your **McCaskey Account Register** has given me a **simple** and **complete system** for keeping my accounts that makes my book-keeping no more trouble than I have had in keeping account of my cash sales with my cash registers. I would not be without it.

Very truly yours,

H. N. EDLIN.

The McCaskey ACCOUNT Register, like the National CASH Register, stands KING of them ALL

Write or Phone To-day for Particulars.

Our Representatives will be Pleased to Call and Show You the Register. Easy Payments.

HAWLEY & FRANK, Pacific Coast Agents

James Flood Bldg., Powell & Market Sts., (Phone: Montgomery 1064) **San Francisco, Cal.**

SEASONABLE SUGGESTIONS.

Pointers "Borrowed" From the Columns of Various Careful Contemporaries.

Make the collections quickly.

Spices are in large demand

The cured fish season is here.

Jelly tumblers are big sellers.

Coffee market is very strong.

Canned tomatoes keep on climbing

A clean store maketh a full cash register.

Pancake and maple syrup season is coming fast.

More packages of crackers are being sold than ever before.

Put the last of that summer goods on the bargain counter.

Fruit jars are selling better again. The fall demand is here.

Good judges believe that the prune market will yet advance.

Vinegar for pickling is one of the very active lines just now.

It is expected that Brazil nuts will advance on the short crop.

California dried fruits are expected to make a further advance.

Half-pound cans of Columbia River salmon are like angels' visits.

Reports from the south indicate a continued strong rice market

Look up the stock of lamp chimneys—the evenings are getting long.

Basket-fired Japan teas of all grades are scarce in the first crop this year.

Evaporated apples are carrying the sun dried fruit with them on the rise.

There is economy in a good stout paper bag or in substantial wrapping paper.

Ax handles and similar wooden goods sell better in the fall than at any other time.

Men love power. Organization gives power, therefore men cling to co-operative effort.

"Keep it under cover but not out of sight"—use glass covers or glass fronts to your bins.

You do a good turn for your own business every time you do a good turn for the town.

Your guarantee means much to the public you are serving. Do you make it prominent?

It is claimed by the packers that there will not be enough cured peaches to go around.

Keep the candy counter stocked with fresh goods. Try a few more box goods. They are full of profit.

The pea pack is only 40 per cent of the average, and already the packers are making short deliveries.

New Norway herring is on the market. The quality is very fine, but prices are rather high, owing to the short catch.

Don't drift behind the procession. Be fully abreast, if not a little ahead of it. Don't be a trailer in business. Be a leader.

Washtubs and other woodenware of this kind are firmer owing to the scarcity of timber suited to their manufacture.

Chocolate and cocoa will sell easier from now on as they make a better cool weather drink than a summer beverage.

Call the attention of the clerks to the lines that are moving slowly. A little suggestion by them will often result in a sale.

Higher prices are being asked by the manufacturers of starch. The "trust" claims that it has been making no money lately.

The rank and file of retail grocers often fail to appreciate the power that lies within their grasp if they would only get together.

Shore deliveries are being made by some of the canners of string and wax beans, although the pack is not very much below the average.

When you get a good coffee stick to it. You can build up a trade this way but never by shifting from one line to the other every month or so.

It appears that the crop of broom corn is one of the few that are not short this year and the prices on this line will not be advanced this fall.

September first means an augmented trade to many city grocers. Don't forget to have the order clerk call on the families that have just come back.

Prices on the new Holland herring are high. Usually the opening figures are low and advances take place later, but this year the market started in high.

Deliveries mean a big lot in the business of conducting a retail grocery or other retail business. Promptness is an important thing with a store's customers.

Have any of the clerks acquired the sampling habit. If so, they may find it hard to be civil to customers. For sampling makes the health to fail and the spirits to sour.

The Cape Cod cranberry crops is reported not more than two-thirds that of last year, the damage being caused mainly by winter killing and dry weather on the old bogs.

This is the year when the California deciduous fruit grower is coming into his own. Prices have been way up all season on everything and there is no sign of any lower range.

Cigars should be kept moist Everyone knows that, but still you will find a merchant once in a while who keeps his stock in a tight case without anything to give out moisture.

Don't delay laying in a stock of school supplies, such as cheap stationery. There will shortly be a big demand for these goods. The schools will soon open for the fall term

House-to-house canvassers are an evil that the country grocer has little experience with—and he should be thankful. In some of the larger cities they sell everything from bluing to flour.

A cheap and at the same time legal catsup may not be easy to get hold of this winter on account of the high price of tomatoes. The ten-cent bottle may be a minus quantity in pure food states.

The grocer who allows himself to be worried by what he hears of the doings of his competitors is a very foolish man—most of the time. Lots of people are worried by things which never really happen.

Make up "quantity prices" now for the big buyers. No reason why you can't sell canned goods by the case as well as the catalog houses can. This is the time of year when the trade has the money—if ever.

Grocers should give a last long push on picnic goods, before it gets too late in the year. There's lots of time remaining to sell such as bottled olives, sardines, salad dressings, potted meats, etc., to outing parties.

Owing to the short crop of prunes this year there will be a particular scarcity in small sizes. When the yield is light the fruit is always large, and the smaller sizes will doubtless command a premium this year.

A good crop of cranberries is looked for this fall in Wisconsin. The reports received from the big lands are very encouraging, as the bushes are said to be full of fruit and without any indications of blight or other trouble.

Manufacturers of rolled oats have gotten together and boosted prices on account, it is claimed, of the heavy demand. The factories are already oversold, and some look for an advance of a dollar a barrel before the winter is under way.

At 10 cents a pound retail, sound standard red Alaska canned salmon is probably the cheapest food in the market, as it means a pound of solid meat ready for use, full of nutriment and very palatable. There are no shells, no bones, no head or feet, no scales or entrails that must be thrown away

A radical sentiment on the premium question is the only position that has promise of doing away with the evil "No compromise!" shall be the cry. "Merit" as it applies to goods and "service" is all the organized grocers regard essential to the proper and profitable distribution of commodities.

Time can be saved by having things well located. Not only that, but a sale is sometimes missed by the stock's being out of place. If each line has its particular spot and is kept there the clerk can tell in a minute how much stock there is on hand and will never tell the customer that it is "out" when there is plenty of it where it should not be.

A MATTER OF HEALTH

ROYAL



BAKING POWDER

Absolutely Pure

HAS NO SUBSTITUTE

All Grocers should carry a full stock of Royal Baking Powder. It always gives the Greatest Satisfaction to customers, and in the end yields the larger profit to the Grocer.

If the Government Says So,

You Can Bank on It.

Nicelle Olive Oil



IS

The Purest and Finest

on the Market.

The U. S. Bureau of Chemistry, Washington, D. C., will vouch for this assertion.

Send us a Trial Order. You will be pleased and so will your Customers.

Write for a copy of

Salads: How to Make and Serve Them.

SEVILLE PACKING CO.

Exclusivists in Olives and Olive Products . .

NEW YORK CITY . SEVILLE, SPAIN

Spohn-Patrick Company

Pacific Coast Agents

16-18-20-22 Front Street San Francisco, Cal.

BRANCH HOUSES

Portland, Seattle, Denver, Salt Lake City

SPOHN-COOK COMPANY, Los Angeles, Cal.

OUR GUARANTEE FOLLOWS OUR GOODS.

"Griffin Extras" Concentrated Soups

Are a Household Joy.

These Soups are unique, enjoying the distinction of being made by the originator of concentrated soups, whose long experience, supplemented by the highly nutritive properties of California beef and vegetables, insures to the consumer a value not to be found in any other soups.

Beef from California's verdant pastures; milk and cream from the finest dairies of which our State is justly proud, and vegetables from our California farms, furnish the foundation upon which we build GRIFFIN SOUPS, a strictly pure *California product* of rare merit and exceptional value.

We offer a selection of the following kinds:

Tomato
Tomato-Okra
Chicken
Chicken-Gumbo
Consomme
Cream of Asparagus
Cream of Celery
Julienne
Mulligatawney



Clam Chowder
Ox-Tail
Mock Turtle
Beef
Vegetable
Puree of Bean
Puree of Pea
Puree of Lentil
Bouillon

DIRECTIONS. — Each tin makes from four to five good portions of soup by adding one and one-half pints of boiling water. If desired, a small piece of butter may be added to enrich the flavor.

Griffin Soups sell at 10 cents a tin.
90 cents a dozen.

Free Deal | While the Free Deal is effective, you are entitled to **one case of Tomato Soup FREE** with each 5 cases of soups purchased. | Free Deal

Send us your order.

CALIFORNIA FRUIT CANNERS ASSOCIATION

Largest Packers of Canned Fruits and Vegetables in the World.

SPOHN-PATRICK COMPANY

Distributers

16-18-20-22 Front Street - - - San Francisco, California.

very forcibly was a statement of Mr. Fancher's in which he said that after eighteen months' trial of established prices in the city of Sacramento the largest firms had found that while their volume of business had decreased 10 per cent they were more than compensated by the larger profit gained thereby and were able to do what they had never been permitted to do before, to declare dividends that made the investment more profitable than any other in which staple commodities were handled. And further, that the small dealer was gaining a competence with an ease he had never known before uniform prices were established.

An Educational Committee.

Under the head of new business Mr. Hauch proposed a plan for creating more interest in the meetings of the Association. It was that a committee be appointed to be known as the Educational Committee and that its duty should be to select subjects of particular moment in the everyday experience of the grocery establishment and select a member to prepare a paper on the chosen topic and lead the discussion. Such subjects as Our Delivery System, Futures, Free Deals, Peddlers, etc., would give many evenings of interesting discussion. A committee consisting of Messrs. Hauch, Nor and Cushing was appointed to carry out this work.

Thanks for Stockton.

It was moved, seconded and carried that the secretary send a letter, expressing to the members of the Stockton Grocers' Association our appreciation for the splendid entertainment and hospitality accorded our delegates to the State convention.

The secretary called attention to the fact that it was now time to revise he delinquent list and asked that a committee be appointed to consider ways and means of printing the same. Messrs. Warnke, Thomas and Cushing were appointed on that committee.

The secretary reported that the new schedule of dues had been satisfactorily accepted by the members. The secretary's salary was taken under consideration, and on motion of Mr. Hoffman, seconded by Mr. Hauch and unanimously carried, the secretary's salary was raised $20.00, the same to begin from date.

The meeting then adjourned until Monday, September 25th.

TO FIGHT HIGH LICENSES.

The first meeting of the joint campaign committee of the Knights of the Royal Arch, California Liquor Dealers' Association and San Francisco Retail Grocers' Association was called at the Parrott Building Assembly Hall last Tuesday afternoon by E. L. Wagner, who presided.

The selection of officers was the first order of business, those elected being E. L. Wagner, chairman; J. T. Hurley, vice chairman; Harry Keeler, secretary; Charles Mitchell, treasurer.

Permanent headquarters will be located in the Baldwin Annex about the 15th of this month. The plan of action has not yet been fully defined, owing to a rumor afloat that the makers of the high license petition propose pledging the candidates for supervisorial honors at the next election in November to enact a high license ordinance instead of voting on the proposition.

The appointment of under committeemen will be from the three associations, appointed from the districts they represent.—S. F. "Evening Post."

SOLD SHORT WEIGHT BUTTER.

Robert Deitrich, a grocer, was arrested last week at the instance of one of the State Dairy Bureau inspectors for selling squares of butter which were not marked with the weight of the package, as is required by law. This is said to be the first gun of what promises to be a vigorous campaign against those alleged to violate this particular law, passed in the interests of the consumer.

A FINE GELATINE.

Grocers will find that their trade will be thoroughly satisfied with Plymouth Rock granulated gelatine. This gelatine is a 10-cent seller that gives the dealer a profit of nearly 50 per cent and at the same time is of the highest quality. Fred F. Hobbs & Co. are the local agents.

TO MAINTAIN PRICES.

(Continued from Page 5.)

would take the first and not the second; that no man should take a grip out of that establishment for them who thought no more of the honor of that house than to take its honor and trample it into the State of Arkansas. (Great applause.)

"That man to-day is a wanderer on the face of this earth, without a job, because he has no recommendation; and the pathos is that he lost the house which he had half paid for.

"It had to be done.

"There were 5,000 other salesmen in that territory who were trying to make their living like men and gentlemen; and **for their honor and protection, and the safety of their own integrity in business,** it had to be done."

Pacific Coast Possibilities.

If the manufacturer is in earnest and can get the honest support of the retailer, he can secure success.

If the retailers stand together they can make the manufacturer want to protect the retail selling price of his goods and they can secure success.

If the jobber will 'stand in" as the jobbers of the Southern States are doing, success will be theirs without a struggle and hundreds of thousands of dollars would be saved annually to the distributors of food products who are to-day selling goods without a profit because of the folly or malice of a few foolish firms.

Schilling's Best

policy is the best policy for you as well as for them --- it pays

Money back is the modern way to do business — and do it right.

MAKE MORE PROFIT

MILL Goods

(20 Varieties)

IN

2-lb. and 5-lb.

CARTONS



No Germs – No Bugs

The Only Reliable

Superior Quality — Thoroughly Sterilized
Always Fresh, Neat and Crisp

Most Profitable

SELLING PRICE ABSOLUTELY PROTECTED

No Waste –:– Easily Handled –:– Attractive for Display

Manufactured and Packed EXCLUSIVELY by Machinery and therefore

ABSOLUTELY CLEAN

For Sale by All Jobbers. Del Monte Milling Co.



WE CAN SHOW YOU

larger sales and more satisfied customers

in this territory than all the rest of our competitors put together

Every Grocer Is A Carnation Milkman.

Pacific Coast Condensed Milk Co.
Manufacturers

Spohn-Patrick Company, San Francisco

Spohn-Cook Company, Los Angeles
Agents

OAKLAND REPORTS RESULTS.

Delegates to State Convention Tell What They Learned and Suggest New Ideas.

Secretary J. G. Reed of Oakland sends us the following interesting report of Oakland's last meeting:

Oakland, Sept. 12, 1905.

Grocers' Advocate:. A very important meeting of the Alameda County Retail Grocers' Association was held Monday evening, September 11th. The usual order of business was rushed through in order that the report of the delegates to the Stockton Convention might be made.

A great deal of satisfaction was manifested over the honors conferred upon three of their delegates by the Convention. Mr. Warnke received congratulation on his election to the office of President of the State Association, and Mr Hauch on being made director of the Pacific Coast and State Association, and also Mr. Nor for the honor conferred upon him.

The secretary outlined the work accomplished at the convention and explained the program of entertainment the Stockton grocers had prepared for the delegates. He said the keynote of the convention was the good fellowship existing among the grocers not only in Stockton but in every locality where results had been obtained. This fact was brought out by Messrs. Fancher and Newberry, and in fact by all the representatives of the Stockton Association at the convention.

Important Work Done.

The construction work of the convention consisted of a new constitution and plans for making the State Secretary's office more effective. In order to do this a delinquent list of dead beats similar to that which Mr. Paulding initiated last October was authorized. A credit rating bureau was ordered and a plan of Mr Paulding's, which he put in operation last November, was also adopted consisting in the establishment of an Executive Committee in every locality composed of the leading grocers to take active measures in supporting the prices established and maintained by the manufacturer on h's standard brands.

The reason the Stockton convention was so successful was the fact that it was so well planned. Too much credit cannot be given Mr. Powers for his untiring efforts in outlining the numerous reports and for his splendid report of the convention's work.

Stockton's Splendid Hospitality.

Mr. Hauch spoke of the splendid hospitality and entertainment given the delegates by the Stockton Association, and dwelt upon the solidarity and good fellowship manifested by its grocers. One idea that impressed him and means more for the successful results was the recognition by the convention of those manufacturers and wholesalers who have shown themselves to be consistent and staunch friends of the grocer.

This was the indorsement of Enoch Morgan's Sons, A. Schilling & Co. and The Globe Mills, for their endeavor to protect the grocer and assure him a profit Mr. Hauch then explained the plan of the Pacific Coast Association to publish a semi-monthly list of the prices made by the manufacturer to the jobber. Great interest was manifested in this plan and called forth an expression of approval from all those present.

Mr. Warnke then spoke upon a conference held at the St. Francis Hotel, San Francisco, Tuesday evening, September 5th. He said that one of the far-reaching results as a consequence of this conference was that the leading grocers of San Francisco had signed up agreeing to support those mills who would give a margin of 25 cents a sack on their flour and at the same time guarantee a uniform price. Mr. Warnke closed his remarks with a glowing description of the entertainment of the Stockton grocers.

Convention an Inspiration.

Mr. Hoffman said that the convention was a great inspiration to him and his colleagues He expected immense results from its work and said that it was a happy circumstance that grocers from all parts of the State should meet in Stockton and see the result of what can be done when the grocers will work together. He said that Stockton had done talking long ago and were now doing things. He spoke at length on the price card they had established, the total absence of price signs in the windows of the Stockton grocery stores and of the neat and prosperous appearance of their establishments.

Mr. Manning spoke of the number of eloquent speakers the grocers had in their midst and particularly the eloquence of Mr. Fancher in his addresses at the Pierce Stock Farm and also at the banquet. One fact that struck him



YOU HAVE BOUGHT EXPENSIVE SCALES
TO SAVE OVERWEIGHT.
But There Is Still Some Waste.

THE BOND AUTOMATIC WEIGHER

GIVES NEITHER OVER NOR UNDER WEIGHT
IT IS EXACT

WRITE FOR CATALOGUE

BOND SCALE CO.
Office and Factory
1640 San Fernando Street,
LOS ANGELES

Branch Office and Salesrooms
220 California Street
San Francisco

LILY CREAM

THE ORIGINAL
BIG CAN

For Sale by All Jobbers.

Pacific Creamery Co.
San Francisco Office, 115 Davis St.

CRACKER-JACK

THE MORE YOU EAT
THE MORE YOU WANT
THE WORLD'S GREATEST 5¢ SELLER

100 Packages to Case $3.65
Case weighs 40 pounds gross.
Dodge, Sweeney & Co., AGENTS SAN FRANCISCO

Babbitt's Standards.

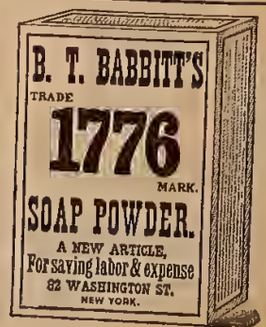
ALWAYS UNIFORM!
ALWAYS RELIABLE!
ALWAYS THE BEST!



B. T. Babbitt's Concentrated Lye,

The ready soap maker—a powerful disenfectant—an excellent fertilizer for dipping prunes, spraying trees, etc.

Manufactured by
B. T. Babbitt, (Inc.) New York City.



The C. B. JENNINGS CO., Agents, 121 California St., San Francisco, Cal.

very forcibly was a statement of Mr. Fancher's in which he said that after eighteen months' trial of established prices in the city of Sacramento the largest firms had found that while their volume of business had decreased 10 per cent they were more than compensated by the larger profit gained thereby and were able to do what they had never been permitted to do before, to declare dividends that made the investment more profitable than any other in which staple commodities were handled. And further, that the small dealer was gaining a competence with an ease he had never known before uniform prices were established.

An Educational Committee.

Under the head of new business Mr. Hauch proposed a plan for creating more interest in the meetings of the Association. It was that a committee be appointed to be known as the Educational Committee and that its duty should be to select subjects of particular moment in the everyday experience of the grocery establishment and select a member to prepare a paper on the chosen topic and lead the discussion. Such subjects as Our Delivery System, Futures, Free Deals, Peddlers, etc., would give many evenings of interesting discussion. A committee consisting of Messrs. Hauch, Nor and Cushing was appointed to carry out this work.

Thanks for Stockton.

It was moved, seconded and carried that the secretary send a letter, expressing to the members of the Stockton Grocers' Association our appreciation for the splendid entertainment and hospitality accorded our delegates to the State convention.

The secretary called attention to the fact that it was now time to revise he delinquent list and asked that a committee be appointed to consider ways and means of printing the same. Messrs. Warnke, Thomas and Cushing were appointed on that committee.

Schilling's Best

policy is the best policy for you as well as for them --- it pays

Money back is the modern way to do business — and do it right.

The secretary reported that the new schedule of dues had been satisfactorily accepted by the members. The secretary's salary was taken under consideration, and on motion of Mr. Hoffman, seconded by Mr. Hauch and unanimously carried, the secretary's salary was raised $21.00, the same to begin from date.

The meeting then adjourned until Monday, September 25th.

TO FIGHT HIGH LICENSES.

The first meeting of the joint campaign committee of the Knights of the Royal Arch, California Liquor Dealers' Association and San Francisco Retail Grocers' Association was called at the Parrott Building Assembly Hall last Tuesday afternoon by E. L. Wagner, who presided.

The selection of officers was the first order of business, those elected being E. L. Wagner, chairman; J. T. Hurley, vice chairman; Harry Keeler, secretary; Charles Mitchell, treasurer.

Permanent headquarters will be located in the Baldwin Annex about the 15th of this month. The plan of action has not yet been fully defined, owing to a rumor afloat that the makers of the high license petition propose pledging the candidates for supervisorial honors at the next election in November to enact a high license ordinance instead of voting on the proposition.

The appointment of under committeemen will be from the three associations, appointed from the districts they represent.—S. F. "Evening Post."

SOLD SHORT WEIGHT BUTTER.

Robert Deitrich, a grocer, was arrested last week at the instance of one of the State Dairy Bureau inspectors for selling squares of butter which were not marked with the weight of the package, as is required by law. This is said to be the first gun of what promises to be a vigorous campaign against those alleged to violate this particular law, passed in the interests of the consumer.

A FINE GELATINE.

Grocers will find that their trade will be thoroughly satisfied with Plymouth Rock granulated gelatine. This gelatine is a 10-cent seller that gives the dealer a profit of nearly 50 per cent and at the same time is of the highest quality. Fred F. Hobbs & Co. are the local agents.

TO MAINTAIN PRICES.

(Continued from Page 5.)

would take the first and not the second; that no man should take a grip out of that establishment for them who thought no more of the honor of that house than to take its honor and trample it into the State of Arkansas. (Great applause.)

"That man to-day is a wanderer on the face of this earth, without a job, because he has no recommendation; and the pathos is that he lost the house which he had half paid for.

"It had to be done.

"There were 5,000 other salesmen in that territory who were trying to make their living like men and gentlemen; and **for their honor and protection, and the safety of their own integrity in business,** it had to be done."

Pacific Coast Possibilities.

If the manufacturer is in earnest and can get the honest support of the retailer, he can secure success.

If the retailers stand together they can make the manufacturer want to protect the retail selling price of his goods and they can secure success.

If the jobber will 'stand in" as the jobbers of the Southern States are doing, success will be theirs without a struggle and hundreds of thousands of dollars would be saved annually to the distributors of food products who are to-day selling goods without a profit because of the folly or malice of a few foolish firms.

MAKE MORE PROFIT

MILL Goods

(20 Varieties)

IN

2-lb. and 5-lb.

CARTONS

No Germs – No Bugs



The Only Reliable

Superior Quality — Thoroughly Sterilized
Always Fresh, Neat and Crisp

Most Profitable

SELLING PRICE ABSOLUTELY PROTECTED

No Waste –:– Easily Handled –:– Attractive for Display

Manufactured and Packed EXCLUSIVELY by Machinery and therefore

ABSOLUTELY CLEAN

For Sale by All Jobbers. Del Monte Milling Co.



WE CAN SHOW YOU

larger sales and more satisfied customers

in this territory than all the rest of our competitors put together

Every Grocer Is A Carnation Milkman.

Pacific Coast Condensed Milk Co.
Manufacturers
Spohn-Patrick Company, San Francisco
Spohn-Cook Company, Los Angeles
Agents

Success in Business

Is best attained by getting the reputation of handling high grade goods at reasonable prices.

Therefore we advise that you handle



OUR PET BRAND Evaporated Cream

It Wins and Holds Trade.

It does not furnish as much tinware and water per can as the watery brands in large cans, but

It furnishes much substance in a small space;
It is richer in every way;
It is more skilfully prepared;
Tastes and looks better;
Is worth more,
and
Quality considered
Costs less.

Helvetia Milk Condensing Co.
HIGHLAND, ILL.
San Francisco Office:
3 California St.

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Each of these departments in this Price List is checked up and corrected every week by two or more reliable authorities on values. More than thirty wholesale houses co-operate with us to secure for our List the greatest accuracy possible.

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COLUMN 1.
Department 1.

COFFEE, CHICORY, ETC.

Green Coffee.

Mocha, Genuine Arabian	23	25
No. 2	17	18
No. 3	16	
Kona (Hawaiian)	19	18
Mexican	18	18
Java, common	15	18
Java, brown plantation	20	26
Caracol, prime washed	18	16
Caracol, ordinary	18	14
Guatemala	11	17
Costa Rica	12½	16
Salvador	10¾	13

Roast Coffee.

Salvador	12	20
Costa Rica	16	20
Java	24	31
Mocha Aden	27	31
Prme W shd. C. A. Blends	19	24
Good C. A. Blends	18	20
Ordinary Blends	12	13

Private Brands.

Royal Java Roast	13
Lion, 100-lb	14.87
Arbuckle's, 100-lb	15 87
Arab, 1-lb tin	.18
Hill's Bros Arabian Roast	.27
"M.J.B.," 60 1's in case	.28
"M.J.B.," 80 2 s in case	.27
"M.J.B.," 24 3 s in case	.25

Schilling's Best Coffee.

Tins; 30-lb price 60-lb case ¼ off			
1-lb cartons	1lb tins	2lb tins	3lb tins
5-star	36¼	39¼	38¼ 38
4-star	29¼	32¼	31½ 31
3-star	25¾	28¾	27¾ 27½
3-star Laquered (3-lb. tins only)			27½
2-star	22¼	25¼	24¼ 24
1-star	18¾	21¾	20¾ 20½

Cartons only in 25, 50 or 100 lb cases can be assorted as required.

The Porto Rico Co.

Ponce de Leon, sealed cans only, 1-lb 30, 2-lb 29, 3-lb	28½
Cream of Moca, 1-lb. cartons	25
La Gloria de Porto Rico in bulk	26

Ground Coffee.

Hill's Bros. Arabian Roast	.27
Cafe des Gourmands	.25
Mexomoka	.15

Chicory.

California	6
Belgian	7
German, Genuine	8

Coffee Extracts.

Bulk, per lb.	.07
Vienna, ¼'s, 10-lb bx	.25
Vienna, 1's, 10-lb. bx	.25
Ackermann's, ½-gross bxs., gross	4 00

COLUMN 2.
Department 2.

TEAS.

Japan.

(Panfired, Sundried or Basket-fired.)		
Extra Fancy	56	74
Fancy	44	55
Extra Choicest	39	43
Choicest	34	38
Fine	24	33
Fair	22	24

Green China.

(Gunpowder, Imperial or Young Hyson.)		
Extra Fancy	55	76
Fancy	38	46
Choicest	35	37
Extra Choice	32	34
Fine	25	31
Fair	20	25

English Breakfast.

Extra Fancy	67	80
Fancy	51	66
Choicest	35	50
Choice	24	36
Fine	20	22
Fair	15	20

Oolong.

Extra Fancy	53	$1.50
Fancy	50	57
Extra Choice	36	48
Choicest	33	35
Fine	27	32
Fair	22	26

Ceylon and India

Broken Orange Pekoe	36	65
Broken Pekoe	33	56
Orange Pekoe	31	53
Pekoe	27	46
Pekoe Souchong	24	39

Schilling's Best Teas.

(Packed only in 16, 12, 8 and 6-oz. Cartons. Never in bulk.)

Japan, per lb	.45
do, 1 crn., 90c; 2 crn.	$1.80
English Breakfast	.45
do, 1 crn., 90c; 2 crn.	$1.80
Ceylon	.45
do, 1 crn., 90c; 2 crn.	$1.80
Oolong	52½
do, 1crn., 1.05, 2 crn.	2.10

TREE TEA

(Pride of Japan, etc.)

Packed in 1 lb. and ½ lb. cartons

Japan	37½
E. B. Congou	37½
Oolong	.50
Gunpowder	.45
Ceylon	.60

COLUMN 3.
Department 3.

SUGAR AND SYRUPS.

The Western Sugar Refining Company quotes net cash prices as follows. Barrels are an advance of 10c, half barrels, 25c, boxes, 50c, 50-lb. bags, 10c.

Dry Granulated, 100-lb. sk	4 95
Fruit Granulated	4 95
Confectioners' A	4 95
Cube	5 20
Crushed	5 20
Fine Crushed	5 20
Candy Granulated	5 15
Magnolia A	4 55
Extra C	4 45
Golden C	4 35
Beet D. G.	4 85
"D" Sugar	4 25
H. & E. Crystal Dominos	7 95
Bar Sugar, bbls.	6 00

¼ cent off for prompt cash.

Do.	½-bbls	6 80
Do.	40-lb. tins	8 60
Do.	30-lb tins	8 60
Do.	30 lb. boxes	7 45

SYRUPS.

Saratoga Drips (Long's)	gal.	Gal.
50-gal. bbls.		$ 50
30 gal. bbls.		52
17 gal. bbls.		55
5 gal. jackets		2 36
4¼ gal jackets		2 61
2 gal kits		1 23
1½ gal. kits		94
1 gal tins		70

Pac. Coast Syrup Co.

Tea Garden Drips—	Case
12, 1 gal. tins	$5.40
20, ½ gal. tins	7.70
24, ¼ gal. tins	5.34

Orange Blossom Drips.

6 1 gal.	tins	per case	$2 40
12 ½ gal.	"	"	2 60
24 quart	"	"	2 60
36 2-lb.	"	"	2 85
50-gal. bbls			33
28-gal. ½-bbls.			35

Molasses.

New Orleans.

Genuine Light, about 70 gals. bbls.	.50
Genuine Light, 30 gal. ½ bbls.	.52
Genuine Light, 15 gal. ¼ bbl	55
Genuine Light, 5 gal. kegs, gal	67

	Doz.
Pelican, 12 1 gal tins	9 60
Pelican, 20, ½ gal. tins	8.90
Pelican, 24, ¼ gal. tins	6.10

COLUMN 4.

Maple Syrup.

Woodlawn (Long's)	case.	Case.
Gal cans, 10 to cs.		$11 00
Gal. cans, 6 to cs.		6 60
½ gal cans, 12 to cs.		7 14
¼ gal cans, 24 to cs.		8 10
10 gal. jackets, each		10 16
5 gal. jackets, each		5 11
4½ gal. jackets, each		4 63
Qts., glass, 12 in cs.		4 60
Pts., glass, 24 in cs.		4 90

Pac. Coast Syrup Co.

Toboggan—	Doz.
⅛ gal. tins, 2 doz. to cs.	2.25
¼ gal. tins, 2 doz. to cs.	4.00
½ gal. tins, 20 to cs.	7.20
1 gal. tins, 12 to cs.	13.20

"OLD MANSE"
—Absolutely Pure—
CANADIAN SAP MAPLE SYRUP.



	Doz. Price.
1 gal. cans, ½ doz. in cs.	$14 00
½ gal. cans, 1 doz. in cs.	7 50
¼ gal. cans, 2 doz. in cs.	4 25
⅛ gal. cans, 4 doz. in cs.	2 50
Qt. bottles, 1 doz. in cs.	4.50
Pt. bottles, 2 doz. in cs.	2.75
Decanters, 1 doz. in cs.	5.50
4½ gal. Jackets, per gal.	1.00

Retail Discount 25 cases 5%, 10 cases 7½%; 25 cases or over, 10%

On each package we offer to forfeit $1,000.00 if found short in measurement or containing any impurities.

Maple Sugar.

Vermont, gen. pure, abt. 30 1-lb bricks, per lb	.17
Vermont, gen. pure, abt. 20 3-lb bricks, per lb	.16½
Log Cabin, in 1, ½ and ¼-lb bricks, assorted in 25-lb pails per lb	.15
Scudder's, in 1, ½ and ¼-lb bricks, asstd., per lb	.14

COLUMN 5.
Department 4.

DRIED FRUITS, NUTS AND HONEY.

(Add ¼c for 50-lb boxes and ½c for 25-lb. boxes.)

Apples.

Sundried, sacks	5
Evap, fancy 50-lb bxs	8½
Evap, ex. choice, 50-lb bx.	8
Evap, choice 50-lb bx.	7½

Apricots.

	1905 Crop
Choice Sacks	9
Fancy Sacks	10
Fancy, 25-lb boxes	10½

Blackberries.

In boxes, per lb.	13

Cherries.

Pitted, in boxes, per lb	30
Unpitted, in boxes, per lb	11

Currants.

In bbls (tubs 63¾)	6½
In mats, 50-lb	7
Recleaned, in bbls.	7
Recleaned 25-lb boxes	7½
Recleaned, 50-lb boxes	7½
Recleaned 1-lb carts	8¼
Recleaned 12-oz. carts	6¾

Dates.

Fard, 14-lb, per lb (70-lb 7)	8
Persian, 65-lb case	5½

Figs (California).

Black, sacks	5
Black, 25-lb boxes, per bx.	1.20
White, bags	4½ 5
White, 10-lb bx, per bx.	60
White, 10 1-lb boks, pr bx.	65 75

Figs (Imp. Smyrna.)

Fancy, 10-lb bx, per lb.	18
Choice, 5-lb bx, per lb.	16

Nectarines.

White	8½
Red	8

Peaches.

Choice, in sacks	10
Ex. choice, in sacks	10½
Fancy, in sacks	11

Pears.

Choice, ½'s, in sacks	10
Ex. choice, ½'s, in sacks	11
Fancy, ½'s, in sacks	12

Plums.

Unpitted	8
Pitted, bleached	9
Pitted, black	7

COLUMN 6.

Prunes.

	Sks.
30s-40s	7
40s-50s	5¾
50s-60s	4¾
60s-70s	4¼
70s-80s	3¾
80s-90s	3¼
90s-100s	2¾

Raisins.

	Box	½'s	¼'s	50 lb
6 Cr. Layers	3.25	—	—	—
5 Cr. Layers	2.75	—	—	—
4 Cr. Layers	2.25	—	—	—
3 Cr. Layers	1.85	—	—	—
2 Cr. Layers	1 15	—	—	—
4 Cr. Loose	—	—	—	05¾
3 Cr. Loose	—	—	—	05¼
2 Cr. Loose	—	—	—	04¾

Thompson Seedless, bichd, 50-lb boxes
Sultana Seedless, bichd, 48 1's, per lb. 8
Seedless Muscatels, 50-lb cases 4
Seeded, 1-lb cart. 7¾
Seeded, 12-oz. cart. 6

NUTS.

Almonds, fancy, I. X. L.	15
Almonds, choice, soft shell, Drake	14½
Almonds, shelled, No. 1.	13
Almonds, shelled, No. 2.	32-35
Almonds, shelled, Jordan, Imp	27-30
Almonds, Jordan, Dom.	.58
Brazils, 210-lb sks, new	37½ .40
Chestnuts, Cal. Italian.	.12 .13
Cocoanuts, @ 100	.09 .10
Filberts, 175-lb sk.	4.50 5.50
Peanuts, Japanese, hand picked	.11 .12
Peanuts, roasted	.05½ .07
Pecans, polished	.08 .09
Pine	.14 .15
Walnuts, hard shell	10¼
Walnuts, sft shll, No. 2	13½
Walnuts, sft shll, No. 1.	14½

COLUMN 7.

HONEY.

Water White, 2 5's, lb.	.07
Light Amber, 2 5's, lb.	.06
Lt. Amber, 10 1 gal tins, gal	.75
Lt. Amber, 20 ½ gal tins, gal	1.00
Lt. Amber 2-lb tins, doz.	2.60
Lt. Amber, 16-oz. bots, doz.	1.35
Comb, 1-lb glass jars, doz.	1.75
Comb, 2-lb glass jars, doz.	2.90

Pine Apples.

	Per Doz.
2 lb., fancy sliced, E. & C., 2 doz. in case	2 50
2 lb. grated, 2 doz in case.	2 25
2 lb. shredded, 2 doz. in case Hawaiian	1 65

Johnson's—Columbia.

2 lb. sliced, 2 doz. in case.	2 90
2 lb. grated, 2 doz. in case.	2 90
1 lb. sliced, 4 doz. in case.	1 15
1 lb. grated, 4 doz. in case.	1 15
gal., coreless, 4½ lb. to tin, ½ doz. in case, per lb.	16
gal., grated, 7 lb. to tins, ½ doz. in case, per lb.	18
2 lb., sliced, Baltimore, 2 doz case	2 25
2 lbs., grated, Baltimore, 2 doz case	2 25
1 lb., cocktail, Baltimore ovals, 4 doz. case	1 25
2 lb., sliced, Singapore, 4 doz case	1 75
3 lb., sliced, Singapore, 2 doz. case	2 40
Royal Hawaiian, 2-lb grated, 2 doz. case	1 80
2-lb sliced, flats, 2 doz. case	2 00
Tall, 2-lb s'iced, 2 doz. case.	2 00
HB Sliced 2 doz. 3s.	2 50
HB Whole, 2 doz. 3s.	2.50
HB Grated, 2 doz 2s.	2.25

COLUMN 8.

Department 5.

JELLIES, JAMS, ETC.

Griffin Extra Preserves.

Raspberry, strawberry, blackberry currant, loganberry, per doz. ..$2.00
Cherry, per doz. $2.00
Less 10 per cent in 5-case lots.
Apricot, Damson, Fig, Gooseberry, Gage, Peach, Plum, Quince, per doz. ... 2.00
Orange Marmalade. . 2.00
Less 10 per cent 5 case lots.

Long's Preserves.

Strawberries, Raspberries, Blackberries, Loganberries, Cherries, Pineapples, Pears, Figs, in 20-oz. glass jars, 2 doz. in cs., per doz.....$3 50
Apricot, Plum, Quince, Orange, Peach, in 20-oz. glass jars, 2 doz. in cs., per doz. 3 20
Asstd, 2 doz. in cs., per doz... 3 30

JAMS.

Curtice Bros. Co., Rochester, N. Y.

In 16 oz. Glass Jars.

Strawberry, raspberry, raspberry and currant, red cherry, white cherry, apricot, black currant, red currant, quince (sliced), peach (sliced), pear (sliced), blackberry, gooseberry, grape, green gage, egg plum, damson, pineapple marmalade, tomato marmalade, orange marmalade, per dozen. $1.95.

All above packed in cases of 2 dozen each.

COLUMN 9.

Long's Peerless Jams.

Strawberry, Raspberry, Blackberry, etc., in 16-oz. glass jars, 2 doz. in cs., per doz.. 2 00
Long's Pure Currant Jelly.
Tumblers, 2 doz. in cs., doz.. 2 00
30-lb. kits, per kit . 3 00
15-lb. kits, per kit. 1 75

Marmalades.

Orange (Dundee) 48-1's, doz. 2 75

COLUMN 10.

Apple Butter.

Cuttings, 5-lb. tins, per doz. .$2.50
Heinz, 2's, 2 doz. in cs, doz. $2 25
Heinz, 3-lb stone crocks, doz. 4 25
Heinz, 4½-lb stone crocks, dz 6 50
Heinz, 18-lb. stone crocks, lb.. 11

Peach Butter.

Cuttings, 5-lb. tins, doz. 2 50
Heinz 4½-lb stone crocks, doz 3 00
Heinz, 18-lb. stone crocks, lb 14

Maraschino Cherries.

Long's, qts, 12 to cs, per cs.. 6 50
Long's, pts., 24 to cs., per cs. 7 50

FRUIT	JELLIES 2 lb. Extra	2 lb. Stand	1 lb. Extra	Tumblers	Ex. Lunch 1 lb Glass	JAMS 2 lb. Extra	2 lb. Stand	1 lb. Extra	Tumblers	Ex. Lunch 16 oz G/A Preserves
Apple	1 55	1 35	1 00	85	1 75					
Apricot	1 55	1 35	1 00	85		1 60	1 35	90	90	1 80
Assorted	1 55	1 35	1 00	85	1 75	1 60	1 35	90	90	1 80
Assorted No 2					1 75				90	1 80
Blackberry	1 55	1 35	1 00	85	1 75	1 60	1 35	90	90	1 80
Cherry									95	1 80
Crabapple	1 55	1 35	1 00	85	1 75	1 60	1 35	90	90	1 80
Currant	1 75	1 50	1 10	85	1 90					1 80
Damson				85	1 90	1 85	1 60	95	90	1 80
Fig					1 75					1 80
Gooseberry	1 55	1 35	1 00	85	1 75	1 60				1 80
Grape (Catawba)					1 75			95	90	1 80
Green Gage										
Lemon	1 55	1 35	1 00	85						1 80
Loganberry					1 75					
Orange Marmalade		1 35	1 00	85		1 60		90	90	1 80
Peach	1 55	1 35	1 00	85		1 60	1 35	90	90	1 75
Plum	1 55	1 35	1 00	85	1 75	1 60	1 35	90	90	1 80
Quince	1 55	1 35	1 00	85	1 75	1 60	1 35	90	90	1 80
Raspberry	1 55	1 35	1 00	85	1 75	1 60	1 35	90	90	1 80
Strawberry	1 55	1 35	1 00	85	1 75	1 85	1 60	95	95	1 80

Department 6.

CANNED FRUITS AND CANNED VEGETABLES.

1 lb. Extras	2½ lb. Extras	2½ lb. Extra Standards	2½ lb. Standards	2½ Second	2½ Water	2½ Pie	KIND	Gallons Extras 8 lb. Grade	Gallons Extras 2½ lb. Grade	Gallons Extra Standard	Gallon Standard	Gallon Water	Gallon Pie
2 25	1 65	1 40	1 30	1 15	1 05	1 05	Apples			4 00	3 50		2 65
2 50		1 35	1 25	1 10	1 00	1 00	Apricots	5 75	5 00	4 50		2 75	2 40
							" peeled						
							" sliced						
							Assorted						
2 25	1 70	1 45	1 35	1 20			Blackberries						
							Cherries (Royal Anne)			4 25	4 00	3 75	3 40
							Cherries (White)						
							Cherries (Black)						
2 00	1 35	1 20	1 10	95	90	90	Grapes (White Muscat)			5 25	4 60		3 65
	1 60		1 25	1 10			Nectarines			3 50	3 10	2 50	3 65
2 65													2 25
							Peaches (Yellow)	6 50	5 25	4 60	4 25		
2 75													
2 75							Peaches (Lemon Cling)	7 75	7 00		5 00		
				1 40			Peaches (Lemon Cling Sliced)	7 75	7 00				
2 65							Peaches (White Heath)			5 75	5 00		
			1 55				Peaches (White Heath Sliced)			5 25	4 75		
2 75	2 25	2 05	1 90	1 35		1 00							
						1 05 pld	Pears (Bartlett)	7 00	6 25	5 25	4 75	3 75	2 50 pld
2 10	1 45	1 20	1 10	95	90	90							2 15 unpl
2 10	1 45	1 20	1 10	95	90	90	Plums (Green Gage)	5 00	4 25	3 50	3 25	2 55	2 30
2 10	1 45	1 20	1 10	95	90	90	Plums (Egg)	5 00	4 25	3 50	3 25	2 55	2 30
2 15	1 50	1 25	1 15	1 05	95	95	Plums (Gold Drop)	5 00	4 25	3 50	3 25	2 55	2 30
	2 00	2 35	2 10	1 95			Plums (Damson)						
	2 10	1 85	1 70	1 45			Raspberries						
							Strawberries						

CANNED VEGETABLES.

Asparagus "Griffin Extras" Mammoth	$
Large White	
Medium White	
White Tips	
Artichokes, 2½'s, "Griffin	3 00
Beans, Stringless Extras"	1 20
Beans, Blue Lake	1 30
" " " gal	4 50
Beans, String, 2-lb	.80
Beans, String, gal	3.50
Beans, Lima, Soaked	1.00
Beans, French, Kidney, 2-lb.	1.15
Beans, French Red Kidney, 2-lb. "Joan of Arc" Brand, p.dz. 1 case free with 10.	1.15
Pancy Eastern	1.85
Corn, Smith's Hulled, 2 doz. in case, per doz.	1.20
Hominy, Great Western, 3 lb	1.20
Corn, 2-lb, Western	.95
Corn, 2-lb, Maine	1.35
Dunbar's Okra, 2½-lb	1.70
Petit Pois, Griffin extra	1.50
Peas, Griffin extra sifted	1.25
Peas, Standard sifted	1.10
Peas, Standard Marrowfat	.95
Pumpkin, 3-lb.	1.37½
Spinach, 2½	1.75
Succotash, fancy, tins	1.40

Tomatoes.

	doz.
2's, Griffin's Ex. Solid Pack	$1.15
2's, Griffin's Ex., with peppers	1 20
2½'s, Cutting's Solid Pack	.95
2½'s, Cutting's Solid Pack, with peppers	.95
2½'s Cutting's Standard	.75
Gallon, Standard	2.10
Gallon, Solid Pack	2.25
Gallon, Puree	2.50

P. J. Rathjens PORK PACKER

1311-1315 Pacific Street.

Sausages.

Garlick Frankfurter	10
Bologna	10
Blood and Liver	9
Tongue and Headcheese	—
Choice California Ham	12
Extra Light Bacon	15½
Medium Light Bacon	12½

Boiled Hams.

Kingan	20
Eastern	19
California	17

Mettwurst.

Extra Home Made..20, 22½, 25

LARD.

50 lb. tins	9
20 lb. tins	9½
10 lb. tins	10
5 lb. tins	10
2 lb. tins	10
1 lb. cups	11

Department 7.

PROVISIONS.

Hams.

Eastern Standard, 17/19		.14
Eastern Standard, 15/16		.14
Eastern Standard, 12/14		.14½
Eastern Standard, 10/12		.14½
Eastern Fancy	10-12	.14½
Local cure, all averages	13-1	3½
Picnic Hams		.9½

Boiled Hams.

Skin on	.18½
Skin off	.20½

Breakfast Bacon.

Eastern Standard, 8/10	.18
Eastern Standard, 8/10	.16½
Eastern Standard, 10/12	.15½
Eastern Fancy	.20
Local cure	.16

English Cured Bacon.

Eastern cure, 8-10	.16
Eastern cure, 10/12	.15

Dry Salt Bacon.

Clear medium Bacon	.12½
Clear light medium	.12½
Clear Lt. med. select	.12½
Light Belly	.13½
Extra light Belly	none
Bacon Backs	.12¼
Bacon Bellies	.13

Dry Salt Meats.

Sides	.10¾
Bellies	.12
Backs	.10¾
Fat Backs	.10¼

Barreled Pork.

	Bbls.	½-bbls.
Spare Ribs	$	
Family Pork	14.50	7.50
Clear Pork	19.00	9.75
Pig Pork	22.50	11.50

Barreled Beef.

Mess Beef	11.50	6.00
Extra Mess Beef	11.50	6.00
Family Beef	11.50	6.00
Extra Family Beef	12.00	6 25
Beef Tongues	25.00	13.00

Pigs Feet.

Tierces, about 300 lb.	$18.00
Barrels, about 200 lbs.	13.50
½ barrels, about 80 lbs.	5.00
Kegs, about 25 lbs.	2.10
Kits, about 15 lbs.	1.25

Honey Comb Tripe.

Tierces, about 300 lbs.	$17 00
Barrels, about 200 lbs	13.00
½ barrel, about 80 lbs.	5.00
Kegs, about 25 lbs.	2.10
Kits, about 15 lbs.	1.25

Sausages.

	Per lb
Braunschweiger	17
Italian Salami	23
D'Arles	22
Mortadella	24
Bologna	8½
Frankfurters	8½
Garlic Sausage	9
Liver Sausage	8½
Pork Sausage	8½
Head Cheese	8½
Tongue Sausage	8½

Pure Leaf Lard.

Tierces, about 350 lbs net.	10½
½-bbls. about 100 lbs net.	10¾
80-lb. Wood Tubs, 80-lbs. net.	10¾
60-lb. Wood Tubs, 60 lbs. net.	10¾
20-lb. Wood Pails, 20-lbs. net.	11⅛
50-lb. Cans, 1 to a case	10¾
20-lb. Cans, 4 to a case	10¾
10-lb Cans, 6 to a case	10¾
5-lb. Cans, 12 to a case	11¼
3-lb. Cans, 20 to a case	11⅜

Compound Lard.

Tierces, about 350 lbs net.	6¼
½-bbls., about 100 lbs. net.	6½
80-lb. Wood Tubs, 80 lbs. net	6⅜
60-lb. Wood Tubs, 60 lbs. net	6⅜
20-lb. Wood Tubs, 20 lbs. net	6⅜
50-lb. cans, 1 to a case	6⅜
50-lb. cans, 2 to a case	6½
20-lb. cans, 4 to a case	6⅝
10-lb. cans, 6 to a case	7
5-lb. cans, 12 to a case	7⅛
3-lb. cans, 20 to a case	7⅛

ANCHOR PACKING CO.

140 Eighth St., S. F., Cal.
PORK PACKERS AND PROVISION DEALERS.

Boilers of Kingan and Anchor Hams.

SAUSAGES, COOKED MEATS, TONGUE

Hams, Kingan, boneless boiled	20c
Anchor, "	19c
Bacon (special)	19c
Lard, 55	16c
" 20	9¾c
" 10	10c
" 5	10c
" 3	10¼c
	10⅜c

Please note that our hams are all hand tied.

Scientifically Cooked
Flavor Unexcelled



H. M. WOLTER & BRO.

Dealers in
...Boneless Boiled Hams...
Leading Grocers and Delicatessens Pronounce Them The Best.

103 12th St. Tel., Mint 1763

KINGAN'S 21½
CUDAHY'S "REX" . . . 20½

HEINEMAN & STERN
916 Larkin Street

	Lbs.
Garlic Sausage, Ring	
Bologna	"
Frankfurter	"
Rolinda	"
Smoked Beef	"
Pickled Meat	"
Headcheese	"
Tongues	Doz.
Dried Beef	Lbs.
Smoked Mutton,	"

Prices quoted on application by telephone or letter

COLUMN 11.

COLUMN 12.

Department 8

CANNED MEATS

ALL PRICES ARE PER DOZEN	No. ½ Tins 4 Doz. in Case	No ½ 2 Doz. Tins in Case	No. 1 Tins 2 Doz. in Case	No. 2 Tins, 1 or 2 Doz in Case	No. 6 Tins 1 Doz. in Case	No. 14 Tins ½ Doz. in Case	No. 1 Tins 1 Doz. in Case
Corned Beef			1 30	2 30	$ 25	18 25	
Roast Beef			1 30	2 30	$ 25		
Roast Ribs of Beef, Boneless			1 40	2 50			
Roast Mutton				2 70			
Brisket Beef			1 40	2 50			
Boiled Beef			1 35	2 40	$ 25		
Chipped Beef			2 10		15 50		
Sliced Beef, in tins		1 20	2 50				
Sliced Beef, in glass		1 40	2 75				
Brawn		1 45	1 40	2 45	8 25		2 75
Compressed Ham			1 50	2 75			
Lunch Tongue			$ 25	6 50			
Lambs Tongue		1 90	2 95				
Sliced Ham		1 70	3 70	6 40			
Sliced Bacon							
Sliced Bacon in Glass							2 80
Deviled Ham	40		80				
Potted Ham	40		80				
Potted Ox Tongue	40		80				
Potted Chicken	90	1 60					
Potted Turkey	90	1 60					
Deviled Chicken	90	1 60					
Deviled Turkey	90	1 60					
Boneless Chicken		3 40	5 55				
Boneless Turkey		3 40	5 55				
Veal Loaf		1 10	2 10				
Ham Loaf		1 10	2 10				
Beef Loaf		1 10	2 10				
Chicken Loaf		1 60	2 75				
Chicken Pate and Ham		1 10					
Chili Con-Carne			1 40				
Beefsteak and Onions			1 60				
Hamburger Steak with Onions		1 95	2 00				
Frankfurter Bratwurst			2 00				
Sweetbreads			2 40				
Vienna Sausage		90	1 55				
Oxford Sausage			2 45				
Bologna Sausage			2 25				
Vienna Sausage and Kraut			1 20				
Corned Beef Hash		1 10	1 50				
Lunch Sausage		90		No 1½	No 2	No 2½	No. 3
Ox Tongue, whole				6 50	7 50	9 50	13 00
Minced Collops				2 45			
Tripe				1 75			
Pork Sausage				2 50			
Stewed Kidneys		1 05					1 85
Pork and Beans, Plain			90	1 40			1 90
Pork and Beans, with tom. sc's			95	1 45			

Department 9.

FISH AND CHEESE.

Russian Caviar.

	Per doz
1-lb cans, 2 doz in case	$12 00
½-lb cans, 2 doz in case	6 50
¼-lb cans, 5 doz in case	3 50
⅛-lb cans, 6 doz in case	1 50
White Label Brand	3.50

CHEESE.

Foreign and Domestic.

	old	new
New York State Factory Cheddars, June make		16½
Twins, " "		17
Calif. State factory flats	11	13½
Calif. State factory Young Americans	13	15
Limburger, Eastern, ₩ lb	14½	15
Swiss, imported, ₩ lb		26
Roquefort, ₩ lb		38
Gouda, ₩ lb		27
Pineapples, Eastern, 6 in cs, ₩ case		$3 35
Pineapple, Eastern, 6 in cs, small		2.35
Holland or Edam, medium, plain, per doz	$ 8.50	9.00
Holland or Edam, medium, in bladders, per doz	9.50	10 00
Holland or Edam, large, plain, per doz	9.50	10.00
Holland or Edam, large, in bladders, per doz	10.50	11.50

Fancy.

Camembert Brie, Roquefort, and Gorgonzola, jars	3 00
Parmesan C & B, sml bot, doz	3.00
Parmesan C & B, lge bot, doz	5.00

Bayle's.

	Small ½-lb.	1-lb.	2½-lb	5-lb
Deviled Cheese	$1.00	$2 25	$4.00	$ 500 $9.00
After Dinner Cheese	$1.00	2.40	4.00	4 50 7.50
Roquefort Cheese	$1.00	2.40	4.00	4.50 7.50

SALT FISH.

Pacific Codfish.

Bndles, 50 lbs each, per lb	4½
Cs. selected, 100 lbs ea, pr lb	5½
Boneless, 30-lb boxes, per lb	6¾
Boneless Strips, 40lb bxs, pr lb	6¾
Boneless Blocks, 40lb bxs, p lb	6½
Boneless Tablets, 36 bxs, pr lb	8
Boneless Middles, 60 bxs, pr lb	9¾
Boneless Middles, extra, 60-lb boxes, per lb	10

Eastern Codfish.

Gen Georges, $ fish to cs	$10.00
Gen. Georges, 12 fish to cs	9.60
Geo. Cur. Cod, 16, 18 fish to case	8 50
Geo. Cur. Cod, 40 fish to cs	8 00
Gen. Geo. Middles, 60 fish.	13½
Gen. Geo. Tablets, 36 fish.	11½
Gen. Geo. Blocks, 40 fish..	11½

Shredded Codfish.

Codfish, Beardsley's shredded, 2 doz. in case 1.00

Norwegian Mackerel.

Bloater, 200-lb. bbl., 120-130 fish	48.00
Bloater, 100-lb. ½ bbl., 60-65 fish	25.00
No. 1, 200-lb. bbl., 150-160 fish	38.00
No. 1, 100-lb. ½ bbl., 75-80 fish	20.00
No. 2, 200-lb. bbl., 220-240 fish	31.00
No. 2, 100-lb. ½ bbl., 110-120 fish	16.50
No. 3, 200-lb. bbl., 300-350 fish	26.00
No. 3, 100-lb. ½ bbl., 150- 175 fish	14.00

Irish Mackerel.

No. 1, 200-lb. bbl., 200-220 fish	none
No. 1, 80-lb. ½ bbl., 80-90 fish	none
No. 2, 200-lb. bbl., 325-350 fish	21.50
No. 2, 80-lb. ½ bbl., 130-140 fish	9.00
No. 2, 200-lb. bbl., 475-500 fish	20.50
No. 2, 80-lb. ½ bbl., 180-190 fish	9.00
No. 1, 10-lb kits, 15-16 fish	1.35
No. 2, 10-lb. kits, 20-22 fish	1.25

American Bloaters.

Shore Bloaters, 200-lb. bbl., 115-120 fish	27.00
Shore Bloaters, 80-lb. ½ bbl., 45-50 fish	11.50
Extra No. 1, 200-lb. bbl., 120-130 fish	26.00
Extra No. 1, 80-lb. ½ bbl., 50-55 fish	11.00
No. 1, 200-lb. bbl., 140-150 fish	none
No. 1, 80-lb. ½ bbl., 60-65 fish	none
No. 2, 200-lb. bbl., 130-140 fish	28.50
No. 2, 80-lb. ½ bbl., 55-60 fish	11.00
No. 2, 200-lb. bbl., 140-160 fish	none
No. 2, 80-lb. ½ bbl., 60-65 fish	none
No. 2, 200-lb. bbl., 160-180 fish	none
No. 2, 80-lb. ½ bbl., 70-80 fish	none
No. 2, 200-lb. bbl., 180-200 fish	none
No. 2, 80-lb. ½ bbl., 80-90 fish	none

In Kits.

Extra Mess, 7 to 8 fish, each	$2.00
No. 1, kits, 8-9 fish or 15-17 fish	1.85
No. 2, kits, 8-9 or 20-22 fish	1.25

Salmon.

King, bbls	$	12 00
Oregon Silversides, bbls		none
Alaska Red, bbls		none
Alaska Red, ½-bbls, 100 lbs		none
Alaska Red, kits	7 50	8.00
Bellies, bbls	4 25	5 50
Bellies, ½-bbls, 100 lbs	2 25	2.50
Tongues and Sounds, kits, 10lb		1 25
Tongues and Sounds, ½-bbls		9 00

COLUMN 13.

New Herring. Pack 1905.

Holland, ex. selctd mxd bbls.	$17 00
Holland, ex. selctd mxd ½-bbl	9.00
Holland, ex. selctd mxd, keg	1 00
Holland, cheaper grade	90
Holland, cheap. sr., mxd, bbls	16.00
Holland, chp. sr., mxd, ½-bbl	8.50
Holland, ex. selct Milchner, bbl	19.00
Holland, ex. selct Milchner, ½-bbl	10.00
Holland, ex. selct Milchner, keg	1.10
Holland, cheaper grade	1.00
Holland, cheaper grade, bbls	
Holland, cheaper grade, ½-bbl	9.50
Labrador Split, 100 fish	5 25
Labrador, round, 100 fish	4 75
Pacific, ½-bbl	2.25

SMOKED FISH.

Bloaters, Grim., 100 in box	$3.65
do. do. 50 in box	1.50
Bloaters, Cromarty	2.65
Yarmouth, 100 in box	
Halibut, chunks	15
Herring, in boxes, Eastern	20
Herring, in boxes, Washington	15
Herring, boneless, Beardsley's tins, doz	$1.50
Herring, boneless, Beardsley's small, doz	1.00
Herring, Beardsley's Boneless, vacuum tumblers, 2 doz. in case	1.95
Finnan Haddies	1.75
Muir's Selected Red Herrings, 100s	9.10
Muir's Selected Red Herrings, 50s	1.75
Salmon, per lb	16 20

POTTED FISH.

	Per doz
Potted Crab	$1.35
Kipper Paste	1.00
Anchovy and Bloater Paste, plain pots	2.30
Ditto, fancy pots	4.75
Yarmouth Bloater Paste	75
Ditto, fancy pots	4.75
Kippered Herrings	1 90
Kippered Herrings, Meirs	1.90

CANNED FISH.

	Doz.
Anchovies, in oil, 2 doz. ½ pts., in glass, doz	4.00
Anchovies 2 doz. ¼ pts., doz	3 00
Bloaters, Yarmouth C. & B. ..doz	4.50
Codfish Balls, 2-lb tins, per doz	2.25
Eels, Hamburg, in jelly, 1-lb tins	1 90
Eels, smoked, 1-lb, ₩ doz	2.40
Finnan Haddies, 2-lb oval	2.25
Finnan Haddies, 1-lb, round, ₩ doz	2.00
Sardelles, imported, 1-lb tins	3.00
Sardelles, imported, in glass	3.00
Sardelles, domestic, 1-lb glass	2.25
Sardelles, Ankera, ½ keg	3 00

Mackerel.

1-lb tins, 50 in a case.
2-lb tins, 2 doz. in a case.

Gold Label, 1-lb tins	1.50
P. & W., 2-lb soused	2.75
P. & W., 2-lb, mustard	2.75
P. & W., 2-lb, tomato	2.75
Underwood, 2-lb, soused	2.85
Underwood, 2-lb, tomato	2.85
Underwood, 2-,lb mustard	2.85
Los Angeles, 2-lb, soused	2.55
Los Angeles, 2-lb, tomato	2.55
Los Angeles, 2-lb, mustard	2.55
Mt. Desert, 2-lb, soused	2.25
Mt. Desert, 2-lb, tomato	2.25
Mt. Desert, 1-lb, soused	1.35
Blueback, 1-lb, fresh	1.10

Crescent Mackerel.

Soused, 18 oz. tins, 4 doz. in case, doz	$1.80
Tomato, 18 oz. tins, 4 doz. in case, doz	1.80
Mustard, 18 oz. tins, 4 doz. in case, doz	1.80

1311-1315 Pacific Street.

Mackerel in Oil.

Bezler's	3.00	4.00
Lemarchand	5.00	7.00

Booth's Crescent Mackerel.



(Soused, Tomato and Mustard.)
1's, 4 doz. to case, per doz 1.80
2's, 2 doz. to case 2.50

Salmon.

Alaska Red, 1lb tins, doz	1 10
Alaska Red, 2lb tins, doz.	1.50
Alaska Pink, 1lb tins, doz	80
Alaska Pink, 2lb tins, doz	1 50
Alaska Flats, 1lb tins, doz.	1 40
Oregon Red, 1lb tins, doz.	1 90
Oregon Red, 2lb tins, doz.	1.65
Oregon Pink, 1lb tins, doz	80
Oregon Pink, 2lb tins, doz	1.60
Oregon Flats, 1lb tins, doz.	1.00 1.60
Columbia River, 1lb talls	1.60
Columbia River, 1lb flats	1.75

French Sardines.

⅛s, according to quality and size of tin, p. cas	9.50	12.50
¼s, according to quality and size of tin, p. case	19.00	20.00

COLUMN 14.

American Sardines.

Packed $ 1-3 doz in a case.
¾s 50 tins in case.

American ⅛s in oil, per case	$3 50
American ⅛s in oil, 5-case lots	3 35
American ⅛s in oil, per doz	.50
American ⅛s in mustard, doz.	.60
American ⅛s in mustard, case	4 00
American ¼s in mustard, doz.	.90
American ¼s in mustard, case	3 00

Sprats.

Piloto	6.75	7.00
Menhie	6.75	7.00

SHELL FISH.

Abalones.

4 doz in cs, with shells, cs.. 6.00

Clams and Clam Juice.

	doz.
Doxsee Clams, 1-lb. tins	$1.65
Doxsee Clams, 2-lb, tins	2.65
Doxsee Clam Juice, 1-lb. tins	.90
Doxsee Clam Juice, 2-lb. tins	1.60
B & M Lunch Clams, flat tins	1.37½
Underwood Clams, 1-lb. tins	1.05
Underwood Clams, 2-lb. tins	1.60
P. & W. Clams, 1-lb. tins	1.00
P. & W. Clams, 2 lb. tins	1.50
Oxford Clams, 1-lb. tins	1.10
Oxford Clams, 2-lb. tins	1.50
P. & W. Clam Chowder	2.10
Burnham's Clam Bouillon, qts	00
Burnham's Clam Bouillon, pts	4 50
Burnham's Clam Bouillon, ½ pints	2.40

Lobsters.

	Doz.
Red Jackets, flats, 1s	3.85
Deep Sea Picnics, ½s	2.40
Triumph Tails, 1s	2.40

Oysters.

Oysters, Selects, 12 oz	$1.60
Oysters, Selects, 6 oz	3.25
Oysters, Standard, 10 oz	2.00
Oysters, Standard, 5 oz	1.10
Oysters, Standard, 3 oz	1.70
Oysters, Standard, 4 oz	.90

Shrimps.

Shrimps, pickled, 1-lb. tins	$1.10
Shrimps in Tomato Sauce, 1-lb. flats	
Dunbar's Picnics, 4 doz in cs	1.25
Dunbar's 1½-lb., 2 doz in cs	2.25
Pickled Shrimps, 1-lb., 4 doz in case	1 20

Department 10.

LAUNDRY MATERIALS.

Ammonia.

GREEN'S WASHING AMMONIA

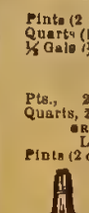
First grade absolutely pure. 180 Beaume Strength.

Pints (2 doz. to case)	$1 55 per doz.
Quarts (1 doz. to case)	2 55 " "
½ Gals (½ doz. to case)	4 25 " "

WASHING AMMONIA
Standard Grade,

Pts., 2 doz. to case, per doz	$ .75
Quarts, 2 " " " "	1 25

GREEN'S TOILET AMMONIA
Lavender and Violet.
Pints (2 doz to case) .. $2 50 per doz.



Parson's Household Ammonia

	per doz.
½ gals., 1 doz. in case	$4 50
Quarts, 1 doz. "	2 65
Pints, 2 doz. "	1 75
Dime size 3 doz. in case, per case	2 95

Bluing.



Liquid Laundry Bluing.

SCOIT & GILBERT CO.
Manufacture s
214-216 Mission Street

SUNSET

	doz.
¼ pints, 3 doz. case	40
½ pints, 3 doz case	60
Pints, 2 doz. in case	75
Quarts, 2 doz. cs. 1	45

Bluing, ball.

Mikado, ½'s, 100-lb case, lb	.20
Mikado, ¼'s, 100-lb case, lb	.22
Nuremberg, A, ½'s, ₩ lb	.33
Do A, D, ½'s, ₩ lb	.25
Do A, C, R, ½'s, ₩ lb	.21
Washerwoman, ½'s, ₩ lb	.12
Do ¼'s, ₩ lb	.14
German Ultramarine ½s, ₩ lb	.12
Do ¼'s, ₩ lb	14
Deschamp's French, 1's, ₩ lb	.28
Do ½'s, ₩ lb	.39
Gold Medal, qt, ₩ doz	1.25
Do pt, ₩ doz	1.00
Do ½-pt, ₩ doz	75
Do ¼-pt, ₩ doz	45
Do China Label, qt, ₩ doz	1.25
Greer's, 1 dz qts. & doz	2.25
2's, 2 doz. to cs	2.50
Do 1 doz. pts, ₩ doz	1.44
Do 2 doz. ½ pts, ₩ doz	.80
Pacific, 1 doz. qts, ₩ doz	1.10
do, 2 doz., qts & doz	.80
Do 2 doz. ½ pts, ₩ doz	45

COLUMN 15.

Borax.

20-Mule Team, powdered 1's, cs. of 2 doz	$2 25
20-Mule Team, powdered 12-oz. cs. of 4 doz	3 60
20-Mule Team, powdered ¼'s, cs. of 3 doz (Less 5 per cent. in 5 case lots; 10 per cent. in 10 case lots).	3 84
Cartons, 1's, 2 doz. in box	.09
Lump, 25 lb. in box	.08
Powdered, 25 lb in box	.08½

Chloride of Lime.

Brockman's, 1's, ₩ lb	7½	7½
Do ½'s, ₩ lb	8½	9

Salte.'s Purity Brand, ex qual. doz ..... .85

Lye.

Big Bonanza Lye
Case of 48-1 lb tins 3.80
5 case lots 3.25

Star Scrubbing Lye
48-½ lb tins, per case 1.75
5 case lots 1.70

Merry War, 4 doz in case	3.10
Merry Nickel, 4 doz to case	1.75
Eagle Lye, 4 doz. in case	3.00
Do 3-case lots	3.50
Do 5-case lots	3.40
Tomson's Red Seal, 4 dz. to cs	4.00
Do 5-lb, 12 5s to case	4.50
American, 4 doz in case	3.25
Do in 5-case lots	3.00
Babbitt's Lye, 4 doz in case	3.25
Do in 5-case lots	3.00



BANNER LYE

Cs., 4 doz	$4.00
Cs., 2 doz	2.00

SPECIAL FREE DEAL

LIMITED

Freight Paid to Country Points

5 Case lots, per case	$4.25
One additional case free	
Net cost	3.64
3 Case lots, per case	4.35
One additional case free	
Net Cost	3.64

Sal Soda.

California, sks	85-90
California, bbls	90 100

Department 11

STARCHES.

RIVERSIDE



Corn.
must be retailed at 8c.
10 1's per lb. ..5½c

Gloss.
48 1's per lb 5½c
16 3's per lb 5½c
12 6's per lb 6c

FREE.
During June 1 case corn free with each 5 box order, assorted or straight.
Must be retailed at 8c.

Corn Starch.

Log Cabin, 40 1s, per pkg	.4
Liberty, 40 1s, per pkg	.5½
Duryea's, 40 1s, per pkg	.7¾
Niagara, 5-box lots, pkg	.5½
Niagara, 40 1s	.5¾
Kingsford's, 40 1s, pkg	.7¾
Lily Corn, 40 1s, per pkg	.5¾
Lily Corn, 5-box lots	.5½
Lily Corn, 20 1s, per pkg	.5½
Sioux City, 40 1s, per pkg	.5½
Sioux City, 5-box lots, pkg	5½
None Such, 40 1s, per pkg	.5½

Laundry Starch.

Elastic Starch, 64/1's, per box	5 00
Celluloid, 64/1's, per box	5 00
Best Gloss, 48/1's, per lb	.5½
Liberty Gloss, 48/1's, per lb	.5½
Liberty Gloss, 16/3's, per lb	.5½
Best, 12/6's, per lb	.5½
Standard, bulk 40-lb. boxes	.3½
Sioux Gloss, 48/1's	.5¾
Sioux Gloss, 3's, 16 in box	.5½
Kingsford's S. G., 1's, 40-lb. bx	.3½
Kingsford's S. G. 6's, 12 in crate	.3½
Kingsford's Pure, 1's, 40-lb. bxs	.7½
Duryea's S. G., 1's, 40-lb. bxs	.8
Duryea's S. G. 6's, 12 in crate	.3½
Duryea's Superior, 1's, 40-lb. bx	7½
Niagara Gloss, 1's, 40-lb. bxs	.5½
Niagara Gloss, 6's, 12 in crate	.6¼
Niagara Gloss, bulk, 50-lb. bxs	4½
Lily Gloss, 1's, 48-lb. box	.5½
Lily Gloss, 6's, 12 in case	.6¼
Lily Gloss, 3's, 16 in case	.5¼
None Such, 1s, 48-lb. boxes	.5½
None Such, 6s, 12 to crate	.6
None Such, bulk, 50 lb box	.4½

COLUMN 16.

Department 12

Soaps and Washing Powder

Western Star Soap

WHITE PETROLEUM BLEACHING.

100 bars per case $4.10

LASCO KOLD WATA NAPTHOL.

100 Bars per case $4.00

Free Delivery in San Francisco Oakland, Alameda and Berkeley

manufactured by

Los Angeles Soap Co.

San Francisco Office, 115 Davis St.

Telephone Grant 110.



THE BEAVER SOAP CO., Dayton, Ohio.

Grandpa's Wonder Soap.

100 cakes 4-oz $3.60

50 cakes 4-oz 3.50

Powdered Soap.

Grandma's Borax, 24 3-lb. per case $4.00

Grandma's Borax, 60 12-oz. per case 2.40

Peet Bros.

Silk Soap 2.80

Ammonia Benzoline 3.85

Cocoa Borax 4.10

Crystal White 3.85

Lily White (Floating)..... 3.80

Standard Soap Co.

Top Notch, 100, 10-oz..... $3.50

Sunburst, 100 12-oz 3.75

Yellowstone, 100 14-oz 3.75

Marigold, 100 16-oz 3.90

Thomas' Cool Water, 100 13-oz 4.00

Thomas' Cool Water, 20 13-oz .85

Milo, 100 4-oz., 100 cartons.... 6.50

Magno "Floating Borax," 100 10-oz. 4.00

Gold Medal Borax, 100 10-oz... 5.50

Gold Medal Borax, 20 10-oz.... 1.15

Purity, "Floating," 5c size..... 3.90

Purity, "Floating," 10c size.. 6.25

Purity, "Floating," 10c size, 20 1.30

Electric Mineral, 100 16-oz.... 5.50

Electric Mineral, 20 16-oz..... 1.15

Peerless Kitchen, 100 10-oz.... 3.00

Peerless Kitchen, 20 10-oz..... .65

Miscellaneous.

Miller's Naptha, per case..... 4.35
½ doz. toilet free.

Fels Naptha, 100 14-oz..... 4.40

Hot or Cold, 100 10-oz..... 4.00

Life Buoy, 100 ..... 4.00

Mikado, 100 14-oz..... 3.90

Mikado, 20 14-oz..... .85

Lenox, 100 ..... 3.00

Lenox, 20 ..... .75

Ivory, 100 10-oz..... 7.00

Fairbanks Clairette, 100 ..... 3.35

Fairbanks' Santa Claus, 100... 2.85

Fairbanks' Copco, 100 ..... 3.90

Fairbanks' Fairy Oval, 100.... 3.90

Grandpa's Wonder, large, 50.. 3.50

Grandpa's Wonder, small, 100. 3.60

Peets' Pine Tar, 50 ..... 1.90

Peets' Pine Tar, 100 ..... 3.75

Babbitt's, 100 ..... 4.10

Jergins Pumice, 50 small..... 1.75

Jergins Pumice, 50 large..... 3.00

Uncle Sam's Tar, 100 small.... 3.50

Uncle Sam's Tar, 50 large..... 3.40

Stryker's Kitchen Soap, 100s... 3.50

Stryker's Kitchen Soap, 20s.... .75

Pearl, 100, large..... 4.00

Castile Soap.

La Lune White Castile, lb 7¾

White, Virgin, per lb..... 7¾

White, Conti 14 15

Mottled, Imported, per lb. 6½ 7

Clover Leaf White 13

La Boulen 7½

Scouring Soaps.

Ben Ami, 3 doz to cs, pr cs.. 2 50



Sapolio, scouring, ½ gross box, per box 4 50

Sapolio, hand, ½ gross box, per box 4 50

WASHING POWDERS.

Gold Dust, 24 3's, per case.... 4.50

Gold Dust, 100/10-oz..... 4.00

Gold Dust Deal, 1 cs free with 5 at $4.50 for 5=$4.40 for 10 oz.

Lavarine, 36 1-lb, per case.... 3.00

Lavarine, 100 5c pkgs..... 3.50

Pearline, 36 1-lb. pkgs..... 3.10

Pearline, 100 6-oz pkgs..... 3.75

Soaperine, 20 3-lb. pgs..... 3.60

Soaperine, 50 1-lb. pkgs 3.35

Soaperine, 100 ½-lb. pkgs 3.60

Babbitt's 1776, 6-oz..... 2.85

Kleeno, 72/1's 4 50

Kleeno, 24/3's 4.25

Kleeno, 100/1½'s 3.75

Grandma's Borax, powdered, 24 3s..... 4.00

do, 60, ⅜ 8 ..... 2.40

COLUMN 17.

Department 13

OILS, PAINTS, ETC.

Coal Oil.

Water white, coal, bulk..... 12½

Pearl, cases, 25's 18

Astral, cases, 25's 18

Star, cases, 25's 17½

Ex. Star, cases, 25's 20½

Elaine, cases, 25's 26

Gasoline and Benzine.

86° Gasoline, bulk, 25 cases.... 31

74° Gasoline, bulk 16 cases..... 22

63° Benzine, bulk, 13 cases..... 19

Turpentine.

Strictly Pure, cases, 2-5's..... 86

Do drums or iron bbls. 80

Linseed Oil.

Strictly pure, raw, bbls.....gal 54

Do. boiled, in bbls...gal 56

De. raw, cs, 2-5's...gal 59

Do. boiled, cs, 2-5's..gal 61

Castor Oil.

Baker's AA, cs, 2-5's 1.16

Pure, No. 2, cs, 2-5's..... 1.05

No. 1, cs, 2-5's ..... .70

Lard Oil.

Strictly pure, bbls., 75 cs..... 80

Sup. Win., str., bbls. 65 cs.... 70

No. 1, bbls. 55 cs 60

Neatsfoot Oil.

Cooper's bbls, 75 cs..... 80

Extra, bbls, 62½ cases..... 67½

No. 1, bbls, 57½ cases..... 62½

Lubricating Oils.

Star Cylinder Oil, bbls, 60 cs..65

Columbia Cyl. Oil, bbls, 40 cs..45

Gem Cyl. Oil, bbls, 30 cs.....30

Ruby Cyl. Oil, bbls, 50 cs.....60

Star Engine Oil, bbls, 50 cs...55

Columbia Eng. Oil, bbls, 30 cs.35

Paragon Eng. Oil, bbls, 45 cs..55

Red Eng. Oil, bbls, 27 cs.....32

Star Mach. Oil, bbls, 30 cs....35

Star Dynamo Oil, bbls, 50 cs...55

Star Spindle Oil, bbls, 40 cs...45

Star Sep'tor Oil, bbls, 50 cs...55

Favorite Sep'tor Oil, bbls, 25 cs.30

Miscellaneous Oils.

Union Salad Oil 45 50

Globe Salad Oil 45 50

Pure Sperm Oil 75 80

No. 1 Polar 50 55

China Nut oil, ord'ry.....62½

China Nut oil, No. 1.....80

WHITE LEAD.

Pioneer, in kegs 7¼ 8

DRY PAINTS.

Eng. Paris White, bbls. 1.35 1.60

Whiting, bbls 1.00 1.15

Kalsomine, bbls 1¼

Prince's Min'l B'wn,bbls 1.65

Yellow Ochre, bbls 1½

Eng. Ven. Red, bbls.... 1.50

Department 14

FARINACEOUS GOODS.

Flours.

GLOBE MILLS,

Cor. Chestnut and Montgomery

California Selected Wheat,

Barrel

** "Banquet" (fancy patent)..$5.05

*** "Silver Star" (patent).... 4.65

Blended Wheat.

*"A1" Family 5.15

Entire Eastern Wheat.

Globe, Bakers' .....

(½ bbls. 10 cents per bbl. higher.)

*"A1" must be retailed for not less than $1.40 per ¼ sack.

**"Banquet" must be retailed for not less than $1.30 per ¼ sack.

***"Silver Star" must be retailed for not less than $1.25 per sack.

FLOURS.

Allen's Boston Brown Bread Flour, 24 pkgs, per case..... 3.60

Allen's Flour, 10 10-lb bags, per bag 4.50

Cal. Family $5.05 $5.10

Cal. Bakers', extra..... 4.80 4.90

Buckwheat, 10-lb sacks, per 100 lbs $4.50

Self Rising Buckwheat, 10-lb sacks, per 100 lbs..... 6.00

Graham, 10-lb sacks, per 100 lbs 3.25

Rice, 10-lb sks, per 100 lbs..... 3.00

Rye, 10-lb sacks, per 100 lbs.... 3.75

Whole Wheat, 10-lb sacks, per 100 lbs 3.50

Meals.

Yellow Corn, 10-lb sacks, 100 lb. $2.75

White Corn, 10-lb. sacks, 100 lb. 2.75

Ex. Cream Yellow, 10-lb. sacks, per 100 lbs. 3.75

Ex. Cream White, 10-lb sacks, per 100 lbs. 3.75

Oat Meal, 10-lb. sacks, pr 100 lbs 4.25

Steel-Cut Oat, 10-lb sacks, per 100 lbs 4.50

Pearled Cereals.

Pearl Barley, ...$6 00

Pearl Wheat, 150-lb bbls..... 4.40

Rice.

Choice Seed Japan..... $0.04

Good Seed Japan..... .03¾

Fair Seed Japan..... .03½

Fancy Head Rice ..... 5½ .06

Long Grain Rice ..... .04 .05

China No. 1 ..... 5 6

China No. 2 ..... 4 4½

COLUMN 18.

Rolled Cereals.

Rolled Oats, 7s and 10s, pr 100 lbs 4.50

Ex. Crm Rld Ots. 180-lb, bbl..$7.50

Ex Crm Rld Ots, 180-lb, 90-lb sks 7.00

Prid Rold Wheat, 150-lb, bbls. 4 40

Dr. Price's Food, pee case 4.00
5-case lots, $3.85

Sago and Tapioca.

Sago, original sacks, lb....02½ .03

Sago, 48/1's, per doz..... .70

Instantaneous Tapioca, 50/1's, per case 5.00

Instantaneous Tapioca, 36 to case 2.70

Tapioca, Flake ..... .03

Tapioca, repacked, per lb... .04½

One Minute Tapioca, 36 to cs 2.75

Arrowroot, Taylor's Bermuda, 12-lb box, 1, ½ and ¼ lb pkgs, per lb..... 33½

Miscellaneous.

Groats Oat, 10-lb sacks, 100 lbs.$4.50

Groats Buckwheat, 10-lb sks, 100 lbs 10.00

Hominy, lgs, 10-lb sks, 100 lb. 3.75

Hominy, sml, 10-lb sks, 100 lbs 4.00

Split Peas (yel.) 25 and 50-lb boxes, 100 lbs..... 5.50

Split Peas (grn.) 25 and 50-lb boxes, 100 lbs..... 5.50

German Lentils, per lb..... .05½

Cracked Wheat, per 100 lbs ...3.75

Farena, per 100 lbs..... 4.50

Pearl Grits, per 100 lbs..... 4.25

Capitol Mills Pearled Hominy, bbls. 3.00

Capitol Mills Gran. Hominy, bbls. 8.50

Capitol Mills New Process B. W. Flour, bbl..... 9.00

Capitol Mills Steel Cut Oat Meal, bbl. 8.50

Breakfast Foods.

Capit'l Mills R'll'd Oats, 36/2's 3.60

Grape Nuts, 1 & 2 doz, pr doz 1.40

Breakfast Gem, case 3 doz..... 3.00

Wheatine, 36/2's, pr cs..... 3.75

Germea, 20 4-lb pkgs, pr cs.... 4.00

Germea, 24 2-lb pkgs, per case. 3.10

H-O Buckwheat, 2 doz 3-lb pkgs, per case 3.75

H.-O. Pancake Flour, case..... 3.90

H.-O. Oats, 24/2's, per case.... 3.15

Cream of Wheat, 36/2's..... 5.25

Crespo, 36/2's 2.75



MALTA VITA

36 1s, case

$4.00

Our Mothers' Mush, 36 to cs.. 2.75

Twin Brothers Mush, 36 to cs.. 3.00

Carnation Wheat Flakes, 24/5's 5.40

A B C Breakfast Wheat, 72/2's 5.00

A B C Breakfast Wheat, 36/2's 2.60

Granola, 24/1's 2.25

Flaked Rice, 24/1's 3.00

Ralston Breakfast Food, 36/2's 4.50

Do. Barley Food, 36/2's.... 4.25

Do. Health Oats, 36/2's.... 4.00

Do. Hominy Grits, 36/2's.. 4.00

Do. Health Crisp, 36-2's.... 3.60

Do. Select Bran, 24/3's.... 2.50

Do. Pancake Flour, 36/2's 3.75

Do. Whole Wht Flr, 4/4's 5.50

Quaker Oats, 36 2s 3.80

Scotch Oats 36 2s 3.65

Acme Grano, 20/4's, per case.. 3.75

Acme Gluten Farina, 24/1's, pr case 1.85

Acme Gluten Flour, 10-lb sks.. .80

Acme Wheat Flakes, 36/2's.... 3.00



Dr. Price's Wheat Flake Celery Food.

Per case...$ 3 75

Pastes (Domestic).

Macaroni, Vermicelli, etc.—

No. 1 Extra, per box..... .27

No. 1 Extra, 15 lbs..... .52

No. 1 Extra, 25 lbs..... .82

No. 1 Extra, 50 lbs..... 1.65

No. 1 Extra, 100 lbs..... 3.30

No. 1 Extra, ½ boxes ..... .15

Macaroni, Vermicelli & Spaghetti, No. 2 ..... .20

Royal Macaroni, Verm'l & Sp'tti, 24 1-lb pkgs., per case..... 1.70

Queen's Taste Mac., Verm. & Sp. 12 3-lb cartons i case 2.15

R. Paste, ass'd, ab. 18 lbs. c., lb. .6½

Royal R. Paste, 24 1-lb pkg c., pkg .8½

Golden Gate Egg Noodles, 24 1-lb. pkgs in case, per cs. . 1.90

Farina, 24 1-lb pkgs..... 1.50

Discount 2 per cent for cash only.

COLUMN 19.

Department 15.

SPICES

PURE—Square Tins, Full Net Weight.

	⅛'s	¼'s	½'s	1 lb	2½ lbs.	5 lbs.	Blk
Allspice	$0 70	$0 95	$1 60	$ 2 80	$ 6 70	$12 75	21
Cinnamon	1 15	1 80	3 30	6 25	15 25	30 00	43
Cloves	90	1 35	2 40	4 75	10 60	20 55	31
Ginger	75	1 05	1 75	3 10	7 50	14 30	23
Mace	1 75	3 00	5 65	10 90	26 95	53 30	73
Mustard	70	95	1 60	2 80	6 70	12 75	11
Nutmeg	1 25	2 05	3 80	7 15	17 60	34 60	49
Pepper	80	1 10	1 90	3 40	8 25	16 35	25
Cayenne	80	1 15	2 00	3 55	8 65	16 85	25
W. Pepper	95	1 45	2 65	4 85	11 75	22 90	34
Sage	70	95	1 60	2 80	6 70	12 75	21
Thyme	70	1 00	1 65	2 95	7 10	13 50	22
Savory	70	1 00	1 65	2 95	7 10	13 50	22
Marjoram	75	1 10	1 85	3 30	7 85	15 10	24
Poultry Seasoning		1 50					

SECOND GRADE—Round Tins, Short Weight.

	¼'s	½'s	1's	2½ lbs.	5 lbs.	Blk.
Allspice	55	1 [illegible]	1 75	3 95	7 60	13
Cinnamon	65	1 20	2 10	4 90	9 50	16
Cloves	65	1 25	2 25	5 20	10 20	17
Ginger	55	1 00	1 75	3 95	7 60	13
Mace	1 20	2 30	4 40	10 50	21 00	34
Mustard	[illegible]	90	1 50	3 60	7 00	12
Nutmegs	85	1 70	3 10	7 40	14 60	24
Pepper	60	1 15	2 00	4 55	8 90	15
Cayenne	[illegible]	1 15	2 00	4 55	8 90	15
W. Pepper	75	1 45	2 65	6 15	12 05	20
Sage	55	1 00	1 75	3 95	7 60	13
Thyme	50	1 05	1 90	4 25	8 25	14
Savory	60	1 05	1 90	4 25	8 25	14
Marjoram	60	1 05	1 90	4 25	8 26	14

SCHILLING'S BEST SPICES.—Nature's Best.

Square tins. Never sold in bulk.

Small, medium, large sizes have sifting tops except Mustard.

	Small size per doz.	Medium size per doz.	Large size per doz.	Ex. Large size per doz.	Hotel size per tin.
Pepper	.75	1.20	2.20	3.75	.73
Mustard	.75	1.25	2.25	3.90	.81
Must. Comp.	.75	1.25	2.25	3.90	.81
Ginger	.75	1.25	2.25	3.90	.81
Allspice	.75	1.10	2.00	3.50	.73
Cinnamon	.90	2.25	4.25	7.50	1.35
Cloves	.85	1.40	2.60	4.75	.87
Nutmegs	1.60	2.75	5.25	10.00	2.00
Mace	1.75	3.00	5.75	11.50	2.15
Cayenne	.90	1.50	2.75	5.00	.93
Wh. Pepper	.95	1.75	3.25	6.75	1.00
Sage	.75	1.25	2.25	3.90	.81
Thyme	.85	1.40	2.60	4.75	.87
Marjoram	.95	1.75	3.25	5.75	1.26
Savory	.85	1.40	2.60	4.75	.87
Cases contain	$ doz.	4 doz.	2 doz.	2 doz.	1 doz.
Gross weight	22 lbs.	23 lbs.	24 lbs.	40 lbs.	53 lbs.

MUSTARD.

Colman's, ¼'s, 12 lb to box, lb. .52

Colman's, ½'s, 12 lb to box, lb. .48

Colman's, 1's, 12 lb to box, lb.. .48

Colman's, 5's, per lb..... .40

Mustard, Prepared.

Small bottles, 24 to cs, pr doz .55

Small straights, fancy, 24 to case per doz ..... .95

Webb's Glass Top 1.35

Large Dusseldorfer, 24 to cs 1.60

In 3-gal kegs, per keg..... 1.15

In 5-gal kegs, per keg..... 1.70

Louit Freres, French, doz..... 2.25

Eddy's Salad Mustard—

6-oz., 24 to case..... .92½

8-oz., 24 to case..... 1.35

12-oz., 24 to case..... 2.00

Hirshes Horseradish Mustard—

10-oz., 24 to case..... 1.25

Department 16

BAKING POWDER AND FLAVORING EXTRACTS.

ROYAL

	1 cs. lot	5 cs. lot	15 cs. lot
½ lb cans	$ 1 88	$ 1 86	$ 1 84
6 oz cans	1 92	1 89	1 87
½ lb cans	2 57	2 52	2 50
12 oz cans	3 82	3 75	3 72
1 lb cans	4 95	4 85	4 80
2½ lb cans	11 55	11 40	11 28
3 lb cans	13 60	13 34	13 20
5 lb cans	22 35	21 90	21 68

An extra discount of 1 per cent if packed in barrels.

Schilling's Best Baking Powder.

Never sold in bulk.

10-lb. tins, per doz	$39.00
5-lb. tins, per doz	20.00
4-lb. tins, per doz	16.00
3-lb. tins, per doz	12.50
2½-lb. tins, per doz	10.50
16-oz. tins, per gross	$53.00
12-oz. tins, per gross	41.00
8-oz. tins, per gross	28.00
6-oz. tins, per gross	22.50
4-oz. tins, per gross	16.50

TROPHY

4 oz, per doz	$0.95
6 oz, "	1.35
8 oz, "	1.70
12 oz, "	2.35
1 lb., "	3.00
2½ lb., "	7.50
3 lb., "	9.00
6 lb., "	14.60

MISCELLANEOUS.

Home, 10 oz	$0.90
Home, 25 oz	2.00
Home, 50 oz	4.00
Home, 80 oz	6.00
K. C., 10 oz	.85
K. C., 15 oz	1.25
K. C., 25 oz	2.12½
K. C., 50 oz	4.00
K. C., 80 oz	6.50

COLUMN 20.

Cream Tartar.

Standard, bulk, 20-lb box..... 27

Standard, 12 1-lb tins..... .28

Pure, bulk, 30-lb box..... .33

Pure, 5-lb tins, per lb..... .33

Pure, ½-lb tins, per doz..... .70

SODA.

Churches, A. & H., or Dwight's Cow Brand, 60 lbs. to case.

1-lb ..... per lb. $0.05

½-lb ..... per lb. .05½

EXTRACTS FLAVORING.

GUITTARDS' "PURE"

per doz	2 oz	4 oz	6 oz	8 oz
Vanilla	$ 2 50	$4 75	$7 00	$9 00
Lemon	1 75	3 25	4 50	6 00

Net weight. Patent Sprinkler Tops

Schilling's Best Extracts.

Triple Strength, Pure and Uncolored Sprinkling Tops.

Net weight. Never sold in bulk.

	Lemon and Vanila and Others. per doz.	Rose. per doz.
1 oz	1.30	1.30
2 oz	2.00	3.00
4 oz	3.75	5.75
6 oz	5.50	8.50
8 oz	7.25	11.00
16 oz	14.00	21.50
32 oz	27.00	42.00

Souder's Flavoring Extracts.

Price per gross.

	2 oz.	4 oz.	8 oz.
Reg. Lemon	9.00	18.00	54.00
Reg. Vanilla	14.40	28.80	72.00
XX Lemon	18.00	36.00	72.00
XX Vanilla	21.00	42.00	84.00
Asrtd Flavors	18.00	36.00	72.00
Rose Coloring	18.00	36.00	.....
Yellow Colrng	18.00	36.00	.....
Jamaica Gngr	18.00	.....	.....

Assorted flavors contain strawberry, pineapple, orange, almond, rose, etc.



"Vesuv" Extract.

Lemon, 2 oz., per doz..... .80

Vanilla, 2 oz., per doz..... .80

Assorted Flavors, per doz..... .80

COLUMN 21.

Department 17

CANDIES.

Lozenges.
(5-lb. boxes.)

XXX Peppermint, palls	.13 14
Thin Peppermint	.16
T. T. Peppermint	18
Druggist Peppermint	25
Musk, fluted, palls	.20
Cinnamon, Lemon, Sassafras, Rose	.16
Midget Fruit	.20
Conversation and Hearts	.15
Lilliput Conv. Hearts	17
Midget Conv. Lozenges	18
Crown T. T. Lozenges, 24 5ct. pkgs	.80
Aurora Lozenges, 24 5ct. pkgs	.80
Cough Troches, 5 lb bxs	.25
Eagle Wafers, Peppermints, Wintergreen	.25

Mixed Candy.
(30-lb. palls.)

Plain Mixed	8½
Pacific Mixed	10
Royal Mixed	12½
Grocers' Mixed	10
Yankee Mixed	13
American Mixed	13
Fancy A, Mixed	14½
Fancy C, Mixed	14
French S, Mixed	16
French No. 1, Mixed	18
French Extra Mixed	20
Lady, Mixed	15
Broken Mixed	9

Steam Panwork.

Anis Seed	22
Aromatic Cachous	18
Assorted Berries	16
Assorted Dragee	14
Assorted Imperials	16
Assorted Small Seeds	22
Birds' Eggs	16
Boston Baked Beans	17
Burnt Peanuts	18
Burnt Almonds	25
Caraway Seed, smooth	22
Caraway Seed, pearled	22
Celery Seed	22
Cinnamon Beans, large red	15
Cinnamon Beans, Imperials	16
Coriander Seed, pearled	22
Jelly Beans, palls	12½ 14
Jelly Birds' Eggs	16
Jelly Cranberries	16
Jelly Limes	16
Jelly Raspberries	16
Jordon Almonds, fine	45
Jordon Almonds, imitation	18
Licorice Beans	15
Red Hots	25
Ringed Marbles	16
Sugar Coated Licorice Tablets	20
Sugar Almonds	25
Sugar Plums	16

Stick Candy.
(30-lb. palls.)

Assortment: Peppermint, Lemon, Rose, Clove, Anis, Cinnamon, Sassafras, Vanilla, Pineapple, Wintergreen 8½

Hoarhound	9
Hoarhound, wrapped	11
Peanut Sticks	13
Peanut Sticks, wrapped	13
Cocoanut Sticks	13
Cocoanut Sticks, wrapped	13

Taffies.

Peanut Taffy	15
Peanut Flake	15
Peanut Squares	14
Cocoanut Taffy	15
Cocoanut Squares	15
Chunks: Vanila, Rose, Chocolate, Lemon, Molasses	14
Broken Taffy of broken chunk	13

Drops and Lumps.
(30-lb. palls.)

Mixed Drops and Lumps	8½
Molasses Peppermint Lumps	11
Hoarhound Drops	11
Crystal Rocks	12½

Gum Goods.
(5-lb. boxes.)

A. B. Gum Drops, assorted	9
A. B. Gum Drops, Licorice	9
A. B. Gum Drops, Crystalized	11
A. B. Bonbons, plain, in bbls	7
A. B. Bonbons, fancy, in bbls	7½
A. B. Bonbons, fancy, crystalized, 5-lb. boxes	14
A. B. Fruits	18
Royal Gum Drops	15
Genuine Gum Drops, hard	25
Jelly Squares, assorted	14
Bijou Sticks	18
Spiced Jelly Drops	20
New Turkish Figs	16
Fig Paste, plain	17
Fig Paste, tricolor	18

Cream Goods.
5-lb. boxes.)

Fondans Creams	14
Hand Dipped	19
Hand Dipped, with nuts on	21
Fruit and nut ices	18
Cream Peppermint	20
Crushed Fruit Bonbons	30

Chocolates.
(5-lb. boxes.)

Chocolate, plain	14
Chocolate, Hand Made	20
Chocolate Dipped Bonbons	20
Chocolate Dipped Bonbons, with nuts	22
Chocolate, Climax, 30-lb palls	14
Chocolate Chips	32
Chocolate Nonpareil Drops	20
Chocolate Wafers	22
Chocolate Cream Tablets, 30 in box	1 10

COLUMN 22.

Marshmallows, Nougats, Etc.

Occidental Marshmallows, 5-lb tins	.28
Occidental Marshmallows, 3-lb tins	.30
Dipping Marshmallows, 5-lb. boxes	.25
Angel Food, 5-lb. boxes	.20
French Nouget, 30 5c slices in box	1.00
Walnut, Apricot, Spanish Nouget, 5-lb boxes, per lb	.25

Sundries.

Opera Caramels	19
Rock Candy, white & red	.15
Rock Candy, brown	16
Licorice Drops	.20
Licorice Sticks, 16 to lb	.28
Locorice Tablets, 5 lb bxs	.25
Licorice Tablets, 24 5c bxs	.80
Licorice Penny Sticks, 100 in box	.65
Buttercups, 5-lb tins	.2

CHEWING GUM.

	Single	Box
Sweet Wheat, per box		.50
Tulu Sugar Plum, box		.55
Yankee Spruce, 20 pcs		.55
Sen Sen, 20 pcs		.55
Red Rooster, 20 pcs		.55
Sweet Heart, 20 pcs		.55
Newton's Pepsin, 20 pcs		.55
Bloodberry, 20 pcs		.60
Pepsin Sticks, 20pcs		.60
Chiclets, 40 5c pkgs		1.25
" 3-lb. boxes		1.35
" 10 10c pkgs		.80
" 12 25c pkgs		2.00

CRACKERS.



MADE BY THE
MUTUAL BISCUIT CO.

	lb.	⅛ box
Almond Drops	.15	
Animals	12½	$1.20
Arrowroot	14	1.50
Assorted	12	1.15
Assorted, extra	14	1.30
Assorted, fancy	20	1.75
Assorted Wafers	16	1.90
Assorted Jumbles	14	1.25
Boston	9	.60
Butters, Mutual	10	.70
Butter Scotch	14	1.50
Butter, Star	9	.60
California Lunch	9	.90
Champion	9	.65
Chips, Mutual	14	1.10
Chocolate Biscuits	16	1.80
Chocolate Fingers	15	1.50
Chocolate Wafers	18	2.15
Cocoanut Bonbon	14	1.25
Cocoanut Finger	15	1.50
Cocoanut Marshmallows	15	1.50
Cocoanut Taffy	15	1.80
Cocoanut Wafer	16	1.50
Coffee	12	1.25
Coffe Iced	15	1.35
Cornhill	10	1.10
Cracker Meal	6	1.10
Currant Cakes	12	1.10
Egg Jumble	14	1.25
Fruit Biscuits	14	2.40
Ginger Cakes	10	1.40
Ginger, Nut	11	1.40
Ginger Wafers	14	1.75
Graham	10	1.20
Graham Gem	9	.75
Graham Unsweetened	9	
Honey Fingers	14	1.25
Honey Pumbles	12	1.00
Honey Drops, spiced	15	1.60
Honeysuckle	16	
Jelly Fingers	16	1.50
Jenny Lind	12	1.10
Lady Fingers	15	1.30
Lady Fingers Iced	16	1.40
La Grande	11	1.10
Lemon Biscuit	14	1.25
Lemon Brittles	14	1.35
Lemon Snap	12	1.20
Lemon Wafers	14	1.75
Macaroon Almond	40	
Mutual Flakes	14	.90
Mutual Tea	15	1.60
Nic Nac, No. 1	10	1.10
Nic Nac	12½	1.25
Oysters	8	.70
Peoples Mixed	12½	1.25
Pilot Bread	4	.55
Pilot Bread Extra	5	.65
Pilot Saloon	7	.80
Ping Pong	16	1.50
Raisin Cake	12	1.10
Saloon Pilot	7	.80
Saloon Soda	7	
Salted Wafers	14	.90
Soda Extra	7	
Soda	6½	
Star Butters	9	.60
Vanilla Bars	14	1.40
Vanilla Biscuits	14	1.25
Vanilla Snaps	12	1.20
Vanilla Wafers	14	1.75
Wafers, Chocolate	18	2.15
Wafers, Ginger	14	1.75
Wafers, Lemon	14	1.75
Water Wafers	12	.90
Walnut Creams	16	1.50

COLUMN 23.

Department 18.

FANCY GROCERIES.

Snider's Baked Beans.

No. 1, 90c doz; 4 doz. in case
No. 2, $1.40 doz.; 3 doz. in case
No. 3, $1.85 doz.; 2 doz. in case

Bouillion Capsules.

Anker's, 10 capsules in box, per doz boxes 2.75

Capers.

Capotes, 1 dz in cs	1.20	1.25
Nonpareil, small		1.35
Do large		2.00
"White Label," 6-oz, doz		2.25
"White Label," 10-oz, doz		3.15

TOMATO KETCHUP.

Catsups

Snider's

Qts., per doz	$3 75
Pts., "	2 40
½-pints, per doz.	1 40





CAMPBELL'S

(½ Pts. Condiments)

2 dozen to case

Tobasco Ketchup dozen	$1 15
Tomato Ketchup, dozen	$1 15
Salad Dressing, dozen	1 15
Chili Sauce, dozen	$1 15
Assorted cases, dozen	$1 15

Miscellaneous.

Our Mother's Ctsp ½-pt, doz	1 40
Our Mother's Ctsp, pts, doz	2 30
Blue Label, 25 ½ pts to cs	3 10
Blue Label, 25 pts to cs	5 00
Blue Label, 12 qts to cs	4 00
Mother's Own, pts	1.50
½ pts	.90
London's Rockaway, Pts., doz	2.25
Sailer's "Furnty," doz	.90
H. B. Catsup, pts	2.15
" ½-pts	1.25

Chocolate and Cocoa

CHOCOLATES.

Baker's.

German Sweet, 6-lb boxes, ⅛s and ¼s	2
Eagle, 12/1s	23
Premium, 12/1s	28
Vanilla, 12/1s	41
Powdered, ¼s, ½s, 1s, 12/lb. boxes	26

Subject to quantity discount.

Huyler's.

Vanilla, 12-lb. boxes	36
Premium, 12-lb. boxes	33

Lowney's.

Cream Cakes, per box	80
Ice Cream Drops, per doz	75

Ghirardelli's.
In paper

Eagle, 24 1-lb	21
Eagle, 12 1-lb	21½
Eagle, 12 ½-lb	22½
Eagle, 12 ¼-lb	24
Crescent, 6 5 to lb	17
Crescent, 12 5 to lb	16½
Cal, Sweet, 6 6 to lb	21½
Cal. Sweet, 12 6 to lb	21
Monarch, 12 1&½-lb	26
Monarch, 12 1-lb	25
Monarch, 12 ½-lb	27
Star, 24 1-lb	19
Star, 12 1-lb	19½

Ground.
In tins

Ghirardelli's, 12 1-lb tins	26½
Ghirardelli's 24 1-lb tins	26
Ghirardelli's, 60 1-lb. tins	24½

In delivery cases.

Ghirardelli's 60 3-lb tins	24
Venard's, 24 1-lb tins	21
Venard's, 60 3-lb tins	20
Miner's, 12 1-lb tins	22½
Miner's, 24 1-lb tins	22
Miner's, 20 3-lb tins	22

5 per cent off on 120-lb. lots

COCOAS.

Baker's Bkfst, 6/1's&½'s	36
Van Houten's, ¼'s and ½'s	35
Van Houten's, 1's	30
Royal Dutch, 12/¼'s	30
Royal Dutch, 12/½'s	75
Royal Dutch, 12/1's	70
Epp's, 14/½'s	40
Fry's, 12/½'s	39
Webb's, 6/½'s	23
Lowney's, 6/½'s	37
Ghirardelli's Bkfst, 6/½'s	38
Ghirardelli's Bkfst, 12/½'s	37½
Ghirardelli's Impri, 6&12/½s	56
Miner's Bkfst, 6/½'s	37
Miner's Bkfst, 6/1-5's	38
Menier's, 1 ½s	47

COLUMN 24.

Condensed Milk

BORDEN'S CONDENSED MILK CO.



Gail Borden Eagle Brand	6.80
In 5-case lots	6.65
Pony	2 25
Challenge	4.70
Floral	4.65
Dime	3 75
Rose	4.40

(Each of above Brands 4 doz. in case)

Borden's Malted Milk, Trial Size, per doz. 90



Borden's Pioneer Brand Evaporated Cream

Large Cans, 4 doz. in cs	3.75
Peerless	4.70
Yacht	3.25
Family Size, 4 doz. in case. Quarts, 2 doz. in cs	

ALL ABOVE BRANDS GUARANTEED



CARNATION CREAM

20 oz. cans 4 doz	
Per case	4 00
5 cases	3 95
25 cases	3 90
50 cases	3 85

25c rebate from factory on return of jobber's dup. bill and signed contract



LILY

(large tin)

1 to 10 cs	$3 99
10 to 25 cs	3 85

Helvetia Milk Condens'g Co.



Originators Evaporated Cream

Highland Evaporated Cream 4 doz in box	$4.00
Baby Pet, 6 doz	3 00
Pet, reg., 4 doz., per case	3 35

Miscellaneous.

St. Charles, 4 doz., in case	$4 60
St. Charles, 5-case lots	4 50
Horlick's Malted Milk, doz	4 50
Jersey, 4 doz. per case	3 50

Cereal Coffee.

Fig Prune, per doz	$2 25
Postum, 24/½'s, per doz	1 35
Postum, 12/1's, per doz	2 25
Postum, 36/1's, per doz	2 25
Grains, 12, 25	2.75

Chutney.

Chutney, asst, qts	$6 25
Chutney, asst, pts	3 75
Chutney, Major Grey, qts	6 50
Chutney, Major Grey, pts	4 25
Ban-ki-pore, pts	3 00

Cranberry Sauce. doz

Anderson's 2s, 2 doz box	2.00
Tea Garden, 2s, gls, 12 box	4.00
Tea Garden, 1s, g's, 24 box	2.25
Cape Cod, 2 lb, gls, 12 box	3 50
Cape Cod, 1 lb. gls, 24 box	2.00
Home Made, 1s, 2 doz box	2 15
do 2s, glass, 1 doz box	4.00

COLUMN 25.

ALPINE

EVAPORATED CREAM

	Per case
1 to 5 cases, 4 doz. to case	$3.60
5 to 10 " " " "	3.55
10 to 25 " " " "	3.50

Gallons

1 to 5 cases, 6 to cs	3.35
5 to 10 " " " "	3.30
10 to 25 " " " "	3.25

Midgets, 8 doz. to case

1 to 5 cases, $3.90 | 5 to 10 cases, $3.85 | 10 to 25 cases, $3.80

Alpine Evaporated Cream Co.

Factory
HOLLISTER, CAL.

Office and Salesroom
95 Market Street
Rooms 212 213
San Francisco, Cal.

Phone: **Main 3443.**

Cottolene.

3's, 4's or 10's, per cs. of 60 lbs	7.00
5-case lots	6.90
10-case lots	6.85
25-case lots	6.75

With 2½ cases, ½ case free.
" 5 " 1 " "
" 10 " 2 " "

Price $7.50, $7.40, $7.35.

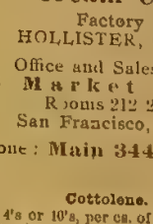
Curry Powder.

Cross & Blackwells, 2 oz	1.35
do 4 oz.	2.35
Do 8-oz	3.65
Do 16-oz	6.20
East India, Bombay, 16 oz	5.00
East India, Bombay, 8 oz	3.25

Extract of Beef.
Liebig's (Genuine)

	2 oz	4 oz.	8 oz.	16 oz
doz.	4.55	8.50	15.90	29.75

"Rex" Solid.



2-oz., doz	$3.96
4-oz., doz	7.20
8-oz., doz	$13.27
16-oz., doz	24.75

Marshall's

2 oz., per doz	$2.40

Gelatine.

Knox's, per doz	1 20
Knox's, per gross	14 00
Cox's, per gross	12 00
Keck's, per doz	1.10

Ginger (Preserved).

½ doz jars in cs, per cs	1 25

Lemon Sugar.

Gilt Edge, 24/½'s, per doz	1 37½
Gilt Edge, 24/1s, per doz	1 85

Lime Juice.

Tahita, 24/8-oz, per doz	$1 25
Tahita, short measure, 16 oz	1 50
Tahita, full measure, 16-oz	1.75
Tahita, full measure, 32-oz	3.50
Tahita, bulk, gal	1 00

Mushrooms. doz

Le Court, 100 to cs	$2 25
La Forrest, 100 to cs	2.75
Hotel, 100 to cs	1.85
Fancy Stuffed, pts	4.00

COLUMN 26.

OLIVES.

OLIVES IN BULK.

	25 gl.	10 gl.	5 gl.	8 gl.
Ex. No. 1, Qu'n	1 10	11 50	6 00	$ 3 75
Ige No. 1 "	1 00	10 50	5 00	3 25
No. 1 Qu'n	95	9 75	4 75	2 90
No. 2 "	85	8 75	4 50	2 85
Manzanilla	70	7 25	3 75	2 40

Extra charge for kegs & barrels.



Olives

SEVILLE PACKING CO.

White Label Queen Olives—

28-oz., per doz.	$5.50
18-oz., "	3.75
6-oz., "	1 25

Pim-Olas

18 oz. 2 doz. per ca. per doz	$6 10
10 " " " "	3 55

Baby Pim-Olas

10-oz., 2 doz. in case, per doz.	$2.50
6-oz., 2 doz. in case, per doz	1.50

Olive Oil

NICOLLI

	Case
½ pints, 4 doz	$8 00
Pints, 2 doz	8 55
Quarts, 1 doz	7 85
½-oz.	9 00



CRYSTAL BRAND OLIVE OIL.

Pure California Products.

7-oz.
Per doz...$2.40
3 doz..... 6.75

14-oz.
Per doz... 4.50

Quarts.
Per doz... 7.25

Put up by
G. O. Ryden.

MISCELLANEOUS

Golden Gate, in gal tins, per gal	1 8
" ½ " "	1 85
" ¼ " "	1 90
Pala Grove, pure Cal., qts., dz	7 75
Cooper's qts., ⅌ doz.	10.00
Cooper's pts, ⅌ cs of 2 doz	10.00
Antonini J.P.S., qts, ⅌cs..	7.40
Do 1½-gal. tins, ⅌ tin..	2.90
Duret, qts, pts, ⅌ doz cs..6.00	7.00
Lucca, Crosse & Blackwell's qts.	7.50
Lucca, Crosse & Blackwell's pts, 2 doz	8.25
Lucca, Crosse & Blackwell's ½ pts, 3 doz	7.25

Salad Oil.

Duran Oil.

Quarts, 1 doz. cases, per case,	$1 65
Pints, 2 " "	1 75
½-pts, 2 " "	1 85

Puritan Salad Oil.

Quarts 1 doz in case, per case	1.50
Duboc & Fils, 1 dz qts per case	1.50
Imitation Lucca, qts	1 00

"Primrose" Salad Oil.

Tierces, about 70 gal, gal	$ .40
1 gal tins, 10 to case, gal.	.70
½ gal tins, 1 to case, gal.	.45
¼ gal tins, 2 to cs, gal.	.75
Quart bottles, 12 to cs, doz	1 65
Pint bottles, 24 to cs, doz	1.00
pint bot., 36 to cs, doz.	.75

Paprika.

Gordon Packing Co.

1-16 lb	doz	½ lb	doz 0.60
⅛ lb	doz	1 lb	doz
¼ lb	doz	Bulk, lb	

Peanut Butter

Hand-picked, 2 doz to cs, per doz .2 40

Peels.

Citron, 25-lb box	$ 14
Citron, 10-lb box	14
Lemon, 25-lb box	11½
Lemon, 10-lb box	12
Orange, 25-lb box	11½
Orange 10-lb box	12

COLUMN 27.

PICKLES.

Gordon Packing Co.

California—Mixed or Plain

No. 1 bbls, per gal	$0.24 to $0.27
No. 1, ½ bbls, per gal	26 to 29
No. 1, 10-gal keg, p kg	2.50 to 2.75
No. 1, 5-gal keg, p keg	1.35 to 1.25
No. 1, 3-gal keg, p keg	.80 to .85
No. 2, bbls, per gal	.22
No. 2, ½ bbls, per gal	.24
No. 2, 10-gal keg, per keg	2 10
No. 2, 5-gal keg, per keg	1 05
No. 2, 3-gal keg, per keg	.80
No. 3, bbls, per gal	.14
No. 3, 10-gal keg, per keg	1 10
No. 3, 5-gal keg, per keg	.60
No. 3, 3-gal keg, per keg	.55

SWEET—"PACIFIC."

	Doz.
Bbls, ⅌ gal	51
½ bbls, ⅌ gal	53
10-gal keg per keg	5.00
5-gal. keg, ⅌ keg	2.75
3-gal. keg, ⅌ keg	1.75
Square, 1doz ½-gal, ⅌ doz	2 25
Square, 2 doz ¼-gal, ⅌ doz	1 60
Square, 4 doz ⅛-gal., ⅌ doz	1.25
Round, qts, ⅌ doz	3 75
Round, pts, ⅌ doz	2 70
Round, ½ pts, ⅌ doz	1 75

Crosse & Blackwell's.

	Doz.
Mxd Pkls, pat tops, pts	4.15
Mxd Pkles, Pat tops, ½ pt	2.30
Mxd Pkls, corks, pts	3.95
Chow Chow, pat tops, pts	4.15
Chow Chow, pat top, ½ pt	2.50
Chow Chow, corks, pts	3.95
Onions, pat tops, pts	4.15
Onions, pat tops, ½ pts	2.50

Root Beer



Less 5 per cent. on gross lots

Hires', case of 1 gr	20 00
6 doz. lots	10 00
2 "	5 00
1 "	1 75

Hires' Carbonated Root Beer cs of 2-dz pt bottles, patent tops, per cs $2.00 in 5 case lots 1.95

Hires' Carbonated Ginger Ale Per case 2 00

5-case lots, $1.95



Hires' Rootbeer Carbonated and Ginger Ale empty bottles, if returned to Joseph Patrick Company, will be received by them at 25c. per case of 2 doz. bottles (with case) Delivered at San Francisco.

COLUMN 28.

Saratoga Chips.

(Less 5 per cent)

Boxes, 15 and 30-lb, per lb	$0.20
Cartons, 6-oz, 2 doz in cs, doz	1.30

SAUCES.

SNIDER'S SALAD DRESSING



Pints, 1 doz. in case, doz.	$2.75
Hlf-Pts, 2 doz in case, doz.	1.75



Snider's Oyster Cocktail S'ce pints, 2 doz to c'se, doz	.2 40
Same gallon jugs, 6 to case, per gal	1 80
Snider's Chili Sauce, pints, 1 doz. to c'se doz	2 40
Same, half pts 2 doz to c'se doz	1 45

Bayle's Tabasco Pepper Sauce, in cases, ¼-doz. boxes, per doz.	$3 00
boxes of 12 bottles, per doz	3.50
Holbrook's W'cestershire, ½'s	2.40
Do pts	4.00
Do qts	
*Lea & Perrin's Worcestershire, sms"	2.75
*Lea & Perrin's Worcestershire, medium	5.00
*Lea & Perrin's Worcestershire, large	8.25
*5 cases 5c ⅌ doz less.	
Ban-ki-por, ½ pts, 2 doz case, per doz	2.40
Ban-ki-por, pts, 1 doz case	3.80
Tobasco, McIlheny	4.00
Tobasco, New Iberia	3.50
Braunhardt's:	
Tropical, ½-pts, 2 doz. per case	4.50
" pints, 2 doz. " "	8.10
Bengal Worcester, ½ pt	.55
Bengal Worcester, pt	1.05
Pepper, sprinkle top, ½ pt	2.00
Superior Pepper, small	.75
Superior Pepper, large	1.50

Pure Food Pk'g Co.

Worcester Sauce, London Club, ½ pts, do	.75

Salad Dressing.

Durkee, small, 2 doz, ⅌ doz	2.55
Do large, 1 doz, ⅌ doz	4.80
Do picnic size, 4 dz, ⅌ dz	1.00
My Wife's, 1 dz, 16-oz, case	2.75
My Wife's, 2 doz, ½ pt, cs	3.40

Alpha Salad Cream.

Jumbo, 1 doz. to case, per case	4.25
Do large, 2 doz. " "	4.70
Do picnic, 2 " " "	2.50

El Paso Manfg. Co.
1653 Mission St.

Manufacturers

Flavoring Extracts
Fruit Juices
Syrup
Salad Dressing
Bluing
Ammonia

Meat and Salad Dressing, doz. .90

COLUMN 29.

SOUPS.



CAMPBELL'S (1-lb. Condensed). Packed 48 1-lb. cans to case. Straight cases of any variety, or following assortment:

8 Tomato, 6 Vegetable, 4 Ox Tail, 3 Mock Turtle, 3 Chicken Gumbo, 2 Tomato Okra, 1 Julienne, 3 Beef, 2 Consomme, 2 Pea, 2 Celery, 2 Vermicelli-Tomato, 2 Clam Chowder, 2 Mutton Broth, 2 Bouillon, 3 Chicken, 2 Mulligatany.
Price, per doz, any variety .$0.90

Miscellaneous.

Snider's Tomato—3 lb tins 2 doz. in case, per d	$2.60
Same—2 lb tins 2 doz. in case, per doz	1.85
Van Camp's asstd, per doz	.90
Van Camp's straight, per doz	.90

SALT.



LESLIE SALT.

Free Running—

Cartons, 20 5s	$ 2.50
Cartons, 24 3s	2.00
Cartons, 48 2s	2.75
Caddies, 50 2s	3.60

Velvet Grain—

Bales, 50 3s	1.50
Bales, 30 5s	1.50
Bales, 15 10s	1.50
Bales, 8 20s	1.50
50-lb sacks, per ton	18.00

H. B. H. Liverpool.

Bales of 75, 2's, per bale	$1.25
Bales of 40, 4's, and 15 10's	2.0
Bags, 200s (50s $5), per ton	7.50

Rock Salt.

Half-Ground, 100-lb sacks, per ton	$4.25
Stock, 100-lb sacks, per ton	4.00
Liverpool Lump, per ton	13.50
Cal. Table and Dairy, pr bale	1.0
Cal. Table and Dairy, 50's, per ton	6.25

Package Salt.

Shaker Salt, per doz	$0.90
R. S. V. P., 3's, 24 to cs, p. cs.	2.25
R. S. V. P., 5's, 20 to cs, p. cs.	2.75

Celery Salt.

Mertens, 1 doz in box	1.05

Sauerkraut.

Barrels, per lb	.02¾
½ bbls	.03
¼ bbls	.03¼
3-gal kegs, per keg	.90
5-gal kegs, per keg	1.15
10-gal kegs, per keg	2.25
2-lb tins, 2 doz in cs, doz	1.35
2½-lb tins, 2 doz in cs, doz	1.60

COLUMN 30.

SPANISH DELICACIES.

Specialties of the **Spanish-American Food Co.**
149-155 Fremont St.
Medal Goods. Paris Exposition.



TAMALES. Doz.

I. X. L., W. G. M. and Kapp & Sheet Brands.	
No. 1 Boneless Chicken Tamales in key-op. cans	1.80
No. 2 Not Boneless Chicken Tamales in key op. cans	1.00

Spanish-American Brand.

Beef Tamales in key op. cans	.95
Extra Special Boneless Tamales in key op. cans	1.60
Chili Con Carne, 1 lb	1.20
Enchiladas, in key-opener cans	1.20
FRIJOLES, 1 lb	.90
Tripe, Spanish style, 1 lb	1.35
Minced Deep Sea Clams, 1 pt.	1.00
Minced Deep Sea Clams, 2 pt	1.65
Clam Juice, 1 pt	.95
Clam Juice, 2 pt	1.50
Cal. Baked Beans, tomato sauce, 1 lb., 4 doz in case	.85
Cal. Baked Beans, tomato sauce, 2 lbs., 2 doz to case	1.35
Cal. Baked Beans, tomato sauce, 3 lbs. 2 doz to case	1.75

Chili Beans (Tamale Sauce)	
1 lb, 4 d z to case	.85
2 lb, 2 " "	1.35
2 lb, 2 " "	1.75

Deviled Oysters, for Sandwiches 4 doz to case	1.40
Pate Chicken Liver for sandws. 4 doz. to case	1.40

Macaroni and Cheese, with Tomato sauce, 1 lb, 4 dz. ca.. .90

Concentrated Soups.

Pints (20 kinds)....doz. .90
Beef, Tomato, Ox Tail, Mock Turtle, Mulligatawny, Rice Tomato, Consomme, Green Pea, Bean, Clam Chowder, Vegetable, Chicken Rice, Chicken Barley, Chicken Giblet, Chicken Gumbo, Cream Chicken, Cream Celery, Beef Bouillon, Chicken Bouillon, Clam Bouillon.
Quarts (9 kinds)...doz. $1.85
Chicken, Beef, Mock Turtle, Ox Tail, Tomato, Mulligatawny, Vegetable, Clam Chowder, Cream of Celery.

Truffles.

Rilhac, 100/¼'s, per doz	12.00
Rilhac, 100/ 1-16's, per doz	3.00
La Forrest, 100/¼'s, per doz	17.00

Vinegar.

	½ Bbl.	10 bbl.	5 gal.	8 gal.
30 grain	08	10	1 15	65 50
40 grain	10	12	1 35	75 60
50 gr in	12	14	1 70	90 80
60 grain	14	16	2 00	1 10 95
80 grain	16	18	2 65	1 50 1 25
90 grain	18	20	3 50	1 85 1 65
100 grain	20	22	3 85	2 10 1 85

Hammond's Vinegar.

Salad, qts, per doz	1.25

Yeast Cakes.

Great Western	1.00
Gillett's Magic	1.20
Yeast Foam	1.20

Pure Oregon Apple Cider Vinegar.

Bbls	22c gall n
½-bbl	24c "

Guaranteed.

COLUMN 31.

Department 19.
GROCERY SUNDRIES.

Axle Grease.

H. & L., per case.....$1.50
C. & S., 2-doz case, per case... 2.00
" 5 cs lots 1.95
" 10 cs lots 1.85
Frazer's, 2 doz tins, per case..2.25
Frazer's, 4 doz wd, per case... 3.60
Frazer's, 15-lb pails..... .85
Mica, 3 doz tins, per case..... 2.25

Paper Bags.

Automatic, Self-opening, 500 in pkg. List.

¼-lb . .....$1.00 8-lb 4.80
½-lb . ..... 1.30 10-lb 5.20
1-lb . ..... 1.60 12-lb 6.30
1½-lb . ..... 1.70 14-lb 8.30
2-lb . ..... 2.00 16-lb 9.00
3-lb . ..... 2.50 20-lb 10.00
4-lb . ..... 3.00 25-lb 11.00
5-lb . ..... 3.40 30-lb 12.00
6-lb . ..... 4.00 35-lb 15.00
7-lb 4.40

Discounts from above List:
Sea (Cheapest).....50 pct and 5, 10's
Eagle or Equal....50 pct and 2, 10's
White Fibre, or any white bag, ...50 pct and 1, 10's
Mikado (striped) .....40 pct
Sugar Bags, broad bottom, lb....06
Lion, 40 per cent and 1.....1.10

Bluestone.

Barrels, per lb (5 bbls 5½c) .$0.05¾

Bathbrick.

Bristol, 2 doz, per case (25 case lots 67½c) $0.85
Powdered, 20 1's, per case 1.15
Powdered, 40 ½'s, per case 1.25

CANDLES.

Adamantine.

Schneider's 10 oz. 20's.....$0.07
Schneider's 12 oz. 20's..... .08½
Schneider's 14 oz. 20's..... .09½
Parafine, 20 1 lb. cakes...1.95
do, 5 bx. lots.....1.85
do 40 1 lb cakes.....3.90
do 5 bx lots.....3.75
do 100 1 lb cakes.....9.75
do 5 bx lots.....8.75
P. & G. Adamantine, 10 oz. 8¼
do 12 oz. 9¼
do 14 oz. 10½
Yacht Club Quartz Candles
20 sets 14 oz..... .10
40 sets 14 oz..... .09¾

Stearic.

Schneider's 14 oz 20's or 40' .12
Schneider's 16 oz 20's or 40's. .13¼

Parafine, Etc. Per lb.

4s, 6s, in cartons of 36-lb bxs..10¼
12s, in cartons of 36-lb bxs.....10¼
½-lb, in cartons of 25-lb bxs...10¼
1-lb, in cartons of 25-lb bxs...10¼
Colored 1c higher.

Beeswax, pure for churches.. 40
Do No 2..... 30
Do No. 3..... 25
Christmas, all sizes.....$ 8½
Do holders, ℔ gross..... 85
Wax Tapers, ℔ doz pkgs (℔ gross 8.00).....65 75
Night Lights, German, on pap & wd, (doz 40)..... 65
Do French, en tin, doz.. ..... .50, .75, 1.10

Cordage.

Basis price: Manila 14½c. Sisal 13¼c (5,000 lbs ¼c, and 10,000 lbs ½c less.)

Egg Food.

Pratt's, 26-oz, 2 doz in cs....$2.25
Wellington's, 1-lb, 2 doz box.. 2.00

Fly Paper.



Fly-Net, Per case $2.60
Magnet, per case.....$2.50
Tanglefoot, per case..... 2.90
Tanglefoot Holders, per case of 50 75

Fruit Jars.

(Net cash — no discount)

Mason's, pts, per gr..... 7.35
Mason's qts, per gr..... 8.05
Mason's, ½ gals 11.40

Fruit Jar Caps.

Porcelain, 6 doz to box, per bx 2.40

Fruit Jar Rubbers.

No. 1 white, per lb..... 50-60c
"Gold Seal," cartons, per gr.. .75
"Badgers," cartons, per gr.... .60

Hops.

No. 1, ¼ lb, 30-lb. box, lb..... .30
No. 1, ½ lb, 30-lb box, lb..... .30
No. 1, 1 lb, 30-lb box, lb..... .30
Less than 30-lb boxes..... .31

Horseradish.

½-pts, 2 doz in box, doz..... 1.10
Pts, 1 doz in box, per doz.... 1.50
Qts, 1 doz in box, per doz..... 2.75
Bulk, per gal ..... .75

Glue.

Le Page's, 1 oz, per doz..... .75
Le Page's, 2 oz, per doz..... 1.15
Le Page's ½-gill tins, per doz. 1.20
Le Page's, 1-gill tin, per doz.. 1.60
Standard, small, per doz..... .50

COLUMN 32.

EUREKA INSECT EXTERMINATOR.



Manufactured by
Jos. Fusch, 22 Hampton Place
San Francisco.

10c size, doz 75
25c size, doz 1.75
60c size, doz 4.50
1.00 size, doz 8.00

Harmless to persons or animals; does not irritate the skin or injure the eyes.

MATCHES.

Metropltan, full count, per tin..$1.10
Universal, shrt count, pr tin .75
Boys' block pap pkg, per doz .81½
Swedish Safety, per gross..... .80
Swedish wind, 1 gross..... 85
Vulcan Parafine, 65s, ℔ gross (50 gross 50c) .....50 .55
Japanese Safety, per gross..... .50
Squirrel Matches, 55s, per gross .43
Ship Safety Matches, la ge, gross .75
" " small, " .65

Diamond Match Co.'s.

Anchor, 200 ..... 1.70
Do 500s..... 4.00
Domino, cases..... 2.75
Domino, 5-case lots 2.50
G. G. 60s..... 2.75
Red Top Safety 3.25
S & C., Eastern Parlor, 80s.... 4.25
Press, 100s, 5-gross cs..... 4.75
Little Star, per cs..... 2.25
Search Light, 500s, large 1 gr.. 4.75
(Discount of 25c per case on 5 cs lots)

Paper, Wrapping.

Butter, White, ℔ ream..... 20
Do Waxed ℔ ream..... 25
Manilla, No. 2, roll, any sz lb....3½
Manilla, No. 1, rolls or reams, ℔ lb..... 5
Straw, ℔ ream..... 70
Do rolls any size, ℔ lb.... 3¼
Drab, ℔ ream..... 60
Do rolls any size, ℔ lb.... 2⅝
Metropolitan White Fibre Rolls, per pound..... 4

Paper, Toilet.

Columbia, in rolls, 7 oz, per cs of 100 .....2.75
Royal, 100 rolls of 500 shts.....4.00
Pilot, 100 tablets of 500 shts..3.75
Golden Eagle, 100 tablets of 1,000 sheets 8.00

Polishes, Shoe.

Mason's.

Mason's Colt-Coron-ide Per gross $4.70; per doz. 40c
Mason's Paste Stove Po ish Per gross $1 70 ¼-gross $1 20
Mason's Challenge, per doz .... .40
Mason's Challenge, per gross... 4.70
Challenge Shoe Dressing, small per doz .$ 75
large " " 1 50
Russett Comb'n. shoe Dressing small, per doz 75
large, " " 1 50
Black Comb'n Shoe Dressing small per doz .. 85
Patent Leather Polish, per doz .. 50
Mason's, No. 4 .. 45
" " per gross 5 20
" No. 3 per doz 35
" " per gross. . 3 40
" No 2 per doz 30
" per gross..... 3 00
" No. 1 per doz . 25
" " per gross . 2 80

Scott & Gilbert Co.

Manufacturers.
215-216 Mission St., San Francisco



In 4 dozen cases per

Alaska Seal Oil.... 20 00
Top Notch 15 0
Russian 12 00
Boss..... 9 00

Bixby's.



Jet Oil ..... per doz. 85
Jet Oil, 3 doz. in box, with Marvel Brush Free 2 55

COLUMN 33.

BIXBY'S—Continued

Royal Polish ..... per doz. 85
Royal Polish 3 doz. in box, with 8 pkgs. 5c Carpet Tacks free.2 55
Shoe Satin, Small Comb, per doz 80
Shoe Satin, Large Comb per doz 1 25
No. 5, Shoe Satin Paste, per doz. 40
No. 10, Shoe Satin Paste, p doz 85
Satinola, small comb 80
Satinola, large Comb 1 25
No. 5, Satinola Paste 40
No. 10, Satinola Paste 85
"BBB" Blacking Size M 3 doz in box .. } 1 25
½doz. paste free .. }
"BBB" Blacking, Size B. 3 doz. in box .. } 2 50
1 doz. paste FREE .. }

Polish, Stove.

Rising Sun, large pkg, ℔ gross.6.25
Do 5-gross lots, ℔ gross..6.00
Do Small pkg, ℔ gross....4 25
Sun Paste, large, ¼ gross, per gross 8.00
Sun Paste, small, ¼ gross, per gross 5.00
Enameline, No. 4 tins, ℔ gross.5.00
Do No. 6 tins, ℔ gross.....8.25
Do Liquid, pt-tins, bx 3 doz.2.25



Small, 3 doz. to cs., per cs..$1.50
Large, 3 doz. to cs., per cs. 2.50
(½ doz. free with each case)

Polish, Metal.

Electro Silicon, 1 gr in case, per doz ..... .80
Brilliantshine, ½ pts, per doz.. .90
Brilliantshine, pts, per doz.... 1.70
Brilliantshine, qts, per doz.... 3.10

U. S. Metal Polish.



POLISH

Doz

Qts . $3 00
Pts. . 1 70
½ Pts 90

PASTE

lb.. $3 00
½ lb . 1 75
3 oz. . 50

Barkeepers Friend powder gr. $18.00

U. S. METALLIC POLISH PASTE is put up by a Practical Chemist; also in Liquid Form. Free from Acid or Grit. 20 years in the Markets of the World. **J. T. WILSON,** Pacific Coast Agt., 1770 15th St., S. F. For sale by all dealers. Also the Barkeepers' Friend Cleaning Powder.

Rope.

Manila, 1¼-in. cordage ..... .15
Sisal, 1¼-in. cordage 10¾

Seeds.

Anis 10
Canary 7
Caraway 8 10
Celery 15
Coriander 15
Cumin 13
Flax, ground 1
Flax, whole 3¾
Hemp, sacks 4½
Millet 6½
Mustard 5½
Poppy (Or. sks 9¼). 10¾
Rape, Cal. 4¾
Bird gravel, 40 2s 2 00
Bird Seed Mixed 48-1-lb. pkg 7½

Original sacks 1c less.

Sheep Dip.

Little's, 10½-gal tins per gal$1 05
Little's, 5-gal drums, per gal . 1 05
Smith's, 10½-gal tins, per gal. 95
Smith's, 5-gal drums, per gal . 95

Twine.

Cotton, 4 ply, 100-lb bls. per lb 20
Do 3 ply, 100-lb bls. per lb ... 20
Do 2-lb cones, per lb 20
Hemp, 8-oz balls, per 3-lb pkg.. 70
Do, 4-oz. balls, per 3-lb pkg. 75
Do 2-oz balls, ℔ 3-lb pkg.. ..
Sack, 4 ply, 12-lb pkgs, per lb 33

Wax.

Fruit.. 25 6-oz. pkgs 1 10; 9-oz. 80
Japan, per b. 20
Beeswax 35

Wax Strings.

12 in. 10 pkg. 100 strgs each . 1 65
14 in. 10 pkg. 100 strgs each. ... 1 75

COLUMN 34.

COLUMN 35.

Department 20.
WOOD AND WILLOW WARE

AXE HANDLES.

Ex. 36-in., doz..... .....$2.25
No. 1, 36-in., doz..... ..... 1.75
No. 2, 36-in., doz..... ..... 1.25
No. 3, 36-in., doz..... ..... 1.05
Ex. 38-in., doz..... ..... 4.00
Ex. 40-in., doz 4.25

BASKETS.

	Per Doz.
Cal., Open, Spruce, No. 3..	.60
Cal., Open, Spruce, No. 4..	.60
Cal., Open, Spruce, No. 5..	.84
Cal., Satchel, Spruce, nest, 0-5	1.10
Cal., Satchel, Spruce, nest, 1-5	1.00
Cal., Satchel, Spruce, nest, 1-41	.71
German market, nest of 4	1.25
Clothes, Oval, Wil., No. 0.	6.00
Clothes, Oval, Wil., No. 1.	6.75
Clothes, Oval, Wil., No. 2.	8.00
Clothes, Oval, Wil., No. 3.	9.00
Clothes, Oval, Wil., nest 4...	3.17
Japanese Telescope, nest of 5, size 18x12x7.....	1.00
Same, size 20x13¼x7.....	1 25
Same, size 24x15x10.....	1 75

BOWLS, WOODEN.

	Per Doz.
Maple, No. 1, 11-inch.....	.75
Do No. 2, 13-inch.....	1.50
Do No. 3, 15-inch.....	2.75
Do No. 4, 17-inch.....	4.25
Do No. 5, 19-inch.....	6.75
Do No. 6, 21-inch.....	7.50
	Per nest.
Maple Nests, 3, 13, 15, 17-inch	.71
Same, 4, 13, 15, 17, 19-inch	1.20
Same, 5, 13 to 21-inch...	1.81

BROOMS.

	Per Doz.
Patent Cap, No. 1.....	3.80
Patent Cap, No. 2.....	3.60
Patent Cap, No. 3.....	3.35
Extra Patent, No. 1.....	3.85
Extra Patent, No. 2.....	2.60
Extra Patent, No. 3.....	2.40
Ladies' Pride, No 1.....	2.85
Ladies' Pride, No. 2.....	2.60
Ladies' Pride No 3.....	2 40
Little Beauties	3.00
Ladies' Delight	2.80
Toy, 2 strings.....	.90 1.35
Wisp, 2 strings	.90 1.25

BRUSHES.

	Per Doz
Dust	2 00 12 00
Scrubbing	.55 3 00
Dandy	1.50 5 75

Shoe Brushes.

No 1, black tampico 1.10
No. 2, bristles 1.65
No 3, white bristles 1.75
No 4 bristles 2.00
No 5, white bristles 2.25
No 6, horse hair 2.70
No 7, bristles 3.90

Stove Brushes.

	Per Doz
No 1 tampico, handles	90c-$1.10
No 2 bristles, handles.....	1.85
No 3 tampico, handles.....	1.85
No 4 bristles handles	3.25

Ox Fibre Brushes.

	Per Doz.
Scrub, T & B., 9x2½ in face	.80
Do Hub, 10x2¾ in face.	2 00
Do Magic, 7½x2 in face	1.10
Do Owl, 6¼x1½ in face	.85
Do Cat, 10½x2¼ in face	1.60
Do Rat, 8½x2¼ in face	1.25
Do Mouse, 6¼x2¼ in fa	1 00
Do Alligator, 10½x2¾ in face	2.25
Do Goose 8¾x2¾ in fce	2 00
Do Duck 6¼x2¾ in fce	1.50
Stove Hustler, 8½x2½ in face	2.25
Stove Bell 3½x2¼ in face	1 40
Sink Gone 13½x2¾ in face	2.25
Horse Pointer 10x3¼ in face	3.00
Creamery Jersey, 9x6 in face	3.35
Creamery Holstein, 9½x5¼ in face	3.50
Dust Pedestal 10½x4 in face	2.25
Hand Windsor, 4½x1¼ in face per gross	6 00
Whitewash Snowstorm, 9-in. per doz	2.00
Same 8-in. per doz .	1 75
Same 7-in. per doz .	1 50

CAN OPENERS.

Triumph, per doz .. $0 75
Crown, per doz . 1 75
Climax, per doz . 2 25

CARPET SWEEPERS.

Pigeon, per doz ..$ 9 00 to 27 00
King, per doz 24 00

CHEESE SAFES.

Round No 1 40-in $2 20
Round No 2 32-in 2 75
Round No 3 24-in 3 50
Square, each 4.00

Clothes Line.

Hemp, 40 feet, per doz $0 80
Hemp, 60 feet, per doz 1 25
Cotton, 40 feet, per doz 80
Cotton, 60 feet, per doz 1 20
Cotton, 72 feet, per doz 1 75
Manila, 40 feet, per doz 1 25
Manila, 60 feet, per doz 2 50
Sash Cord, 70 feet, per doz 1 75
Sash Cord, 80 feet, per doz 2 00
Wire Cord, 50 feet, per doz 1 05
Wire Cord, 75-foot, per doz 1 60
Wire Cord, 100-foot, per doz 2 75

COLUMN 36.

Clothes Line Pulleys.

Galv. Iron, per doz ..$0.50

CLOTHESPINS.

Round, per box of 5 gross .70
S. Patent Spring, per gr .60

COFFEE MILLS.

Enterprise, Family, No 1 doz..$2.50
Enterprise Family, No. 2, doz 3.50
Enterprise, counter, ea.... 5.50-$5.00

CORKS.

Wine pt size per M.. .....$4.75
Wine qt size per M..... 6.25

Demijohns.

Discount on 5-gal. 2, 3 and 5 gals. 30-10 on 1 and 1 on 10-10.

½-gal. doz ..$3.25 2-gal. doz..$10.50
1-gal. doz... 4.50 3-gal., doz.. 13.50
1-gal. doz... 8.50 5-gal., doz . 19.00

Dust Pans.

No 1 Japan, doz..... .....$.63
Covered, doz 1.25
Japned, doz 2.25

Dusters.

Chicken feather, colored doz..... .80
Standard Turkey, No 10, doz.. 1.00
Standard Turkey No 12, doz.. 2.10
Standard Turkey, No. 14, doz.. 2.75
Standard Turkey, No. 16, doz.. 3.25
Standard Turkey No 18, doz . 3.75

DOOR MATS, COCOA.

Per Doz.

Light, No 1, 14x24 ..... 4.00
Do No. 2, 16x27..... 5.50
Do No. 3, 18x30..... 7.25
Do No. 4, 20x33..... 9.00
Medium, No. 1, 14x25..... 5.25
Medium, No. 2, 16x27..... 6.75
Medium, No. 3, 18x30..... 8.50
Medium, No. 4, 20x33 .....10.25
Extra No. 2, 16x27 ..... 9.50
Extra, No. 3, 18x30.....12.50
Extra, No. 4, 20x33 .....15.00
Extra, No. 5, 22x36.....18.00
Keystone Steel Mats.....

Faucets.

Cork lined, No. 1, doz.....$0.60
Cork lined, No. 2, doz ..... .75
Cork lined, No. 3, doz. .... .90
Cork lined, No. 4 doz 1.25
Cork lined, No. 5, doz..... 1.50
Molasses Gates $0.25
Self-Measuring Faucets each. 3.00
Screw Pumps (Enterprise) ea. 5.75
Syrup Pumps with auger, ea 6.00

Ironing Boards.

4-ft., per doz 4.20
4½-ft., per doz 4.75
5-ft., per doz 5.25
5½-ft., per doz 5.75

LAMP CHIMNEYS.

XX Eureka Grade.
Eureka Crimp Top in Cartons.

Per Doz.

No. O or E, 6 doz. in case .75
No. 1 or A, 6 doz. in case .75
No. 2 or B, 6 doz. in case. .95

Eureka Electric.
In Cartons.

No. 1, 6 doz in case, per doz..1.00

Lantern Globes. per doz.

Bulged, 5 doz. in case.... .70

Eureka Rochester.

Per Doz.

No. 0, 6 doz in case.... .85
No. 1, 6 doz in case..... 1.05
No. 2, 6 doz in case 2.10

Macbeth Pearl Top.

No. 1 or A, 6 doz. in case. .85
No. 2 or B, 6 doz. in case. 1.05

La Bastie.
Heaviest and best in market.

Per Doz.

No. A plain bulk, 6 doz. in case 1.20
No. B plain bulk, 6 doz in case 1.50
No. A crimp bulk, 6 doz. in case 1.80
No. B crimp bulk, 6 doz. in case 1.60

Common Chimney.

Per Doz.

No. 1 or E, 6 doz. in case. .40
No. 2 or A, 6 doz in case.. .45
No. 2 or B, 6 doz. in case. .65

Common Rochester.

No. 1, 6 doz in case..... .80
No. 2, 6 doz. in case..... .90
No. 3, 2 doz. in case..... 2.00

Lamp Burners.

No. 0 or E, per doz $0.50
No. 1 or A, per doz ..... .60
No. 2 or B, per doz 4..... .75
No. 2½ or B½, per doz 1.00
No. 3 or D, per doz 1.50

LEMON SQUEEZERS.

Ball, per doz $0.80
Glass, No. 1, per doz..... 60
Glass, No. 2 (for oranges) doz .85

MOPS AND HANDLES.

Per Doz

No. 1 Mops ..... 1.20 and 1.50
No. 2 Mops 1.85
Patent Mop Handles 1.00
Bar Mop Handles ..... .90

PAILS.

Per Doz.

Wood, painted, 3 hoops... 2.25
Wood, varnished, 3 hoops 2.25
Wood, Cedar, 3 galv. hoops 2.75
Tinner 3.50
Galvanized, 10 quarts 1.75
Galvanized, 12 quarts 2.05
Galvanized 14 quarts 2.25

SEELP PAPER.

Per gross.

Narrow, assorted colors. .12
Wide assorted colors.... .35

COLUMN 37.

TUBS.

White Cedar—No 0, 13.00; No. 1, 10.50; No. 2, 9.00; No. 3, 8.00.

Painted or varnished—No. 0, 11.40; No. 1, 9.60; No. 2, 8.40; No. 3, 7.20.

Fiber—No. 0, 18.00; No. 1, 14.50; No. 2, 12.50; No. 3, 11.00.

Galvanized—No. 1, 5.50; No. 2, 6.20; No. 3, 7.20.

WASHBOARDS.

Per Doz

California, regular size. 2.10
California, small ..... .90
Stag 2.75
Bronze 3.50
Good Enough 2.25
Anchor, single 1.90
Nameless 2.25
Peerless, double 3.50
North Star 3.50
North Star, protector.... 4.00
Crystal Glass 4.00
Misses 1.50
Toy ..... .90

WICKING.

Grs

Lamp, 0 or E, ⅜-in.....$0.30
Lamp, 1 or A, ½-in..... .40
Lamp, 2 or B, 1-in..... .60
Lamp, 3 or D, 1½-in..... .90
No. 1 Rochester 2.00
No. 2 Rochester 2.75
No. 3, Mammoth 3.25
Junior Rochester 1.50
Stoves, 3-in 1.90
Stoves 3½-in. 2.25
Stoves, 4-in 2.50
Stoves, 4½-in 2.90
Stoves, 5-in 3.50

WRINGERS.
Wood Frame Novelty.

Two top screws; iron tub clamps.

Per Doz.

No. 350, 10x1¾ in 30.00
No. 351, 11x1¾ in 36.00
No. 352, 12x1¾ in 42.00

One top screw; wooden top clamps.

No. 360, 10x1¾ in.....31.00
No. 361, 11x1¾ in.....36.00
No. 362, 12x1¾ in.....42.00

Ball Bearing.

No. 380, 10x1¾ in.....40.00

MISCELLANEOUS.

Barrels, paper, 100-lbs, ea. .80
Barrels, pa., 50 lbs ea..... .65
Barrel Covers, 17-in. (flour barrel size), per doz..... 1.80
Barrel Covers, 21-in (sugar barrel size), per doz. 2.70
Basins, fiber, 12-in., pr dz. 2.25
Basins, fiber, 1½-in., per doz 2.50
Brownies, per doz... .75 1.00 1.25
Butter Ladles, plain, doz.... 45
Butter Ladles, clays, doz ... 85
Butter Spades, doz 40
Dishes, oval 1, 2 and 3-lb, per 1,000.....2.20, 2.30, 2.90
Dishes, wire end..... ....1.35, 1.80, 2.35, 2.85, 3.25
Egg Beaters, Dover..... 1.00
Lemon Squeezers, fiber, dz 1.25
Measures, fiber, 4 oz..... 1.25
(Set pt., qt., ½ gal and funnel)
Lanterns, O Tubular, doz. 5.00
Lanterns, candle, frame, only doz. 1.00
Lantern Candle, with chimney, doz. 1.75
Lantern globes, in bbls. .70@.95
Mouse Traps, 1 to 6 holes, doz., 6 holes ..... .60
Traps, mouse, "Does-it-easy," doz 25
Traps, rat, "Blizzard," doz.... 1.25
Nest Eggs per doz 20
Oil Cans, 1 gal., cush., per doz 1.50 4.70
Oil Cans, 1 gal., galvanized Iron 3.00
Oil Cans, 5 gal., galvanized iron 6.00
Potato Mashers, per doz. .45@.75
Rolling Pins, per doz. 1.20 and 1.45
Spoons, wooden...30c. 37c .65
Step Ladders, each per ft. ..... .17 .40
Tacks, steel, asstd, 2-oz, doz... 25
Tacks, Common, 2 oz., doz.. 10
Tapers, ga. 30/17-in. sigs doz 65
Tobacco Cutter, standard, ea 80
Toothpicks, per case, 110 box 2.25
Twine Holders, hanging, doz. 2.00
Twine Holders, counter, doz. 3.10
Spittoons, fiber 13-inch .. 6.00
Spittoons, fiber 12-inch.. 4.75
Spittoons, fiber, 9-inch.. 4.00
Whips ..... .90
Window Screens, 12-in., doz.. 1.60
Window Screens, 18-in., doz.. 2.20
Window Screens 24-in doz . 2.64

STATIONERY.

Blank Books.

Counter, 48-leaf ..... $ .50
Counter 92-leaf ..... .75
Cap, Day & Ledger, per 100 pp ..... 10@ .40
Full bound ..... 50@ .75

Writing Paper.

Ream.

Commercial Note, 5lb.. 45@ .75
Commercial Note, 6lb . 50@ .90
Letter, 10 lb, ex . . . 90@1.50
Cap, 12 lb, ex..... 1.00@1.80

COLUMN 38.

Envelopes.

Per M

XX, 5-in. ..... 1.00@1.50
XX, 6-in. ..... 1.10@1.60
XXX, 10-in. 2.80
XX, 4-in, Baronial, cream or white ..... 1.40@1.80
XX, 5-in., Baronial cream or white..... 1.60@2.00

Inks.

Scott & Gilbert Co.,
Manufacturers,
214-216 Mission Street, San Francisco

SUNSET BLUE BLACK



gross

Cones, 3 dozen case .$4.50
2 oz. round studs 3 dz.. 4.50

doz.

4 oz. round studs 3 dz .75
½ pints, 2 doz. in case.. 1.25
Pints, 2 doz. in case .2.00
Quarts, 1 doz in case 3.50

gal.

5 gallon kegs .70
10 gallon kegs .60
Barrels .40

Assorted colors. doz
1 oz. stands, any color .50
2 oz. stands, any color .75

BLACKSTONE MFG. CO.
1960 Howard St., S. P., Cal.



Gross

Cones, 3 doz to cs.....$3.75
2-oz., Rnd Cylndr, 3 doz to cs.. 3.90
3-oz., Rnd Cylndr, 3 doz to cs.. 5.75
4-oz., Rnd Cylndr, 3 doz to cs.. 6.50

Doz.

8-oz., Rnd Cylndr, 2 doz to cs.. 1.15
16-oz., Rnd Cylndr, 1 doz to cs. 2.00
Full qts., Rnd Cylndr, 1 doz to cs 3.75

Above prices are for Jet Black, Blue Black, Green, Blue, Violet and Carmine Inks.

(Copying Inks 10 per cent additional.)

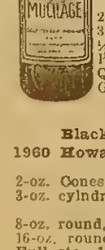
Miscellaneous.

Carter's or Sanford blk cylinder, gross 4.50
Sanford's, 4 oz., black cylinders, doz.. 60
Sanford's ½ pt. doz..... 1.75@2.00
Sanford's pts, doz . ..... 3.00@4.50
Sanford's qts., doz. ..... 5.00@7.50

Lead Pencils.

Gross.

Plain cedar 60
Black polished 1.10
Cedar, rubber tip 1.00
Red polished, metal rubber tip ..... 1.50@3.50
Carpenters' ..... 1.75@2.25
Eagle Automatic, doz.. 85@2.00
doz. ..... 40@1.80



Mucilage

Scott & Gilbert Company
Makers, 214-216 Mission St
San Francisco, Cal

SUNSET EXTRA QUALITY

doz

2 oz cones, 3 doz to cs 37½
3 oz cones, 3 doz. cs .75
½ pints, 1 doz case 2.00
Pints, 1 doz. in case 3.50
Quarts, 1 doz. in case 7.00
Gallons, ½ doz. cs 20.00

Blackstone Mfg. Co.
1960 Howard St. S. P., Cal.

Gross.

2-oz. Cones, 3 doz. to cs.....$4.00
3-oz. cylndrs. 3 doz to cs..... 5.75

Doz

8-oz. round, 2 doz to cs..... 1.75
16-oz. round, 1 doz. to cs..... 3.00
Full qts., 1 doz. to cs..... 5.00

Bulk quotations (5, 10 and 30-gal.) on application.

Steel Pens. per gr Gross.

Railroad, 1 gross in box.....$0.40
Stub No. 413 40
Falcon 40
Bank 40
Easy Writer 50
Extra Fine 45
Elastic 45
Railroad Stub 40
Ladies' Falcon 40
School 40
Spencerian No. 1 85
Gillotts No. 404 50
Gillotts No. 303 ..... 1.00

COLUMN 39.

Department 22.

TOBACCO, CIGARS, SMOKERS' SUPPLIES, ETC.

AMERICAN TOBACCO CO.

Plug Tobacco.

Battle Ax, 16 oz, 3x12, 5 cuts, 12-24 lb .59
Big Gun, 8 lb. butts, also 16 lb. butts, 16 oz., 3x12, 6 cuts.. .14
Brandywine 4 to lb., 2¼x9, 3 cuts, 4 and 8 lb .46
Bullion, 16 oz 3x12, 12 lb..... .47
" 6 to lb., 1x6, 20 lb .50
Burr Oak, 16 oz., 3 x 12 emb., 6 and 12 lb. ..... .42
Climax, 16 oz, 2x12, 6 cuts, 6, 12 and 30 lb ..... .45
Climax, 7 oz, 2x12, 5 & R 6 cuts, 7, 10½ and 21 lb. .48
Climax, 7 oz, 3x12, thin, 7 and 14 lb ..... .48
Climax, 6 to lb, 2x3, Twin 48 4 lb boxes .50
Climax, 14 to lb, 1x8, Figs 4 lb boxes ..... .54
Cross Bow, 14 oz, 3x12 4 cuts 14 lb .38
Drummond Nat., 5½ oz 3x12, 8 cuts, 5, 8, and 12 lb .63
Five Brothers, 4 oz, 3x6, 2 cuts, 4 and 8 lb ..... .15
Gold Rope 7 to lb. 3, 6, 12 lb. .56
Gold Rope 14 to lb. 4, 8 lb .58
Good Luck, 3x6, 10 lb .45
Granger Twist, 12 and 15 lb pails .45
Horse Shoe, 16 oz, 3x 2, 6 cuts, 8, 12 and 24 lb .41
J T., 7 oz, R & R 2x6, 2 cuts, 10½ and 21 lb ..... .39
J T., 7 oz, Smo. 2x6, 2 cuts, 10½ and 21 lb. ..... .39
J. T., 14 oz, Smo. 3x12, 4 cuts, 10½ and 21 lb. R & R .39
Newsboy, 48 plugs to 10 lbs. 2¼x4½, 10, 15 and 25 lb..... .40
Nobby Spun Roll, 7 to lb, 1¼x3½ 3, 6 and 12 lb ..... .57
Old Honesty, 15 oz, 3x 2, 6 cuts, 7½, 15 and 30 lb .44
Old Kentucky, 6 to lb, R. & R., 8, 16½ and 25 lb... .48
Old Peach and Honey, 6 to lb 8 lb butts .48
Out of Sight, 12 butts, 12 oz., 3x12, 3 cuts. .. .35
Piper Hidsieck 3½ oz, 2½x5 3 cuts, 4, 7, 14 lb .69
Red Cross 16 oz 3x12, 4 cuts 12 and 24 butts .33
Red Ribbon Twist, 10 to lb, 6 inch, 8 lb pecks, 16 lb ½ lbs .40
Saw Log, 16 oz, 2x12, 6 cuts 24 lb..... .36
Saw Log, 32 oz, 4x12 12 cuts, 32 and 48 lb .46
Something Good, 5½ to lb, 2x1 9, 18 lb..... .45
Spear Head 16 oz, 2x12, 6 cuts, 6, 18 and 30 lb. .45
Spear Head, 7 oz 2x12, 6 cuts, 7, 10½ and 21 lb .48
Standard Navy, 14 oz, 3x12, 4 cuts, 14 and 28 lb .28
Star, 16 oz, 3x12, 6 cuts, 12 24 and 52 lb ..... .45
Weissinger's Special, 5 1-3 oz., 3 x 12 emb, 2, 6, 12 lb. ..... .63
W. N. T. Nat. Leaf, 6 and 12 lbs., bxs., 5½ ozs., 3x12.... .57

Smoking Tobacco.

(5-lb Cartons, 25 and 30-lb cases.)

Seal of N. C., 1⅞ oz, foil.....$0.68
Seal of N. C., 3½ oz, foil..... .62
Seal of N. C., 8 oz, foil..... .59
Seal of N. C., 16 oz, foil..... .59
Old Gold, 1⅞ oz, foil or pouch ..... .70
Old English curve cut, 1⅞ oz .74
Old English curve cut, 3½ oz .74

(In curved tins.)

Pedro, 2½ oz, foil..... .49
Pedro, 2½ oz, pouch..... .51
Pedro, 2½ oz, assorted.. ..... .50
Pedro, 16 oz, tin canisters.... .52
Dixie Queen, 1⅞ oz, foil..... .40
Dixie Queen, 16 oz, tin canisters, 6-lb cartons, 24-lb cas .43
Duke's Mixture, 1⅞-oz sack.. .39
Arlington, 1⅞ oz, foil..... .65
Cross Cut, 1⅞ oz, foil..... .60
Duke's Cameo, 1⅞ oz..... .42
Duke's Cameo, 2½ oz, foil.... .45
Melrose, 1⅞ oz, foil..... .65
Fragrant Vanity Fair, 1⅞ oz, foil ..... .95
Red Indian Plug Cut, 1⅞ oz and 3½ oz, foil..... .42
Red Indian Plug Cut, 16-oz pails . ..... .44
Fashion, 1⅞ oz ..... .41
Fashion, 16-oz pails..... .44
Bull Durham, 1 oz..... .65
Bull Durham, 1⅞ oz..... .65
Bull Durham, 3½ oz..... .60
Bull Durham, 8 oz..... .58
Bull Durham, 16 oz..... .58
Pick Leaf, gran, 1 oz, 25-lb cs .60
Corn Cake, gran, 1-lb bags, 25-lb cases, per lb..... .23
Echo Plug Cut, 1⅞ oz..... 48
Red Bell, 1⅞ oz..... .42

COLUMN 40.

Red Bell, 16-oz pails..... .43
Oriental Mixture, 3½-oz tin.. 1.00
Imperial Mixture, 2½-oz tin. 1.00
Plum, 1⅞ oz, foil..... 1.20
Three Kings Mixture, 3½-oz tins ..... .62
Monte Cristo Mixture, 3½-oz tins 1.35
Yale Mixture, 1-oz tin..... 1.50
Yale Mixture, 1⅞-oz tin..... 1.85
Yale Mixture, 3½-oz tin..... 1.60
Honey Dip Twist, 10 to lb.... 1.55
Master Workman, 10-oz plug, smoking ..... .46
Old Virginia Plug, smoking, 5 oz, 10½ lb., 6x5..... .42

Fine Cut Chewing.

Hiawatha, 1 oz..... .59
Hiawatha, 10-lb bulk, bright or dark ..... .59
Hiawatha, b'ght or d'k, 1-lb tins, 5-lb. pails ..... .58
Sweet Cuba, b'ght or d'k, 1-lb tins, 5-lb. pails ..... .46

Cigarettes.

Fragrant Vanity Fair $4.08
Duke's Cameo 4.08
Sweet Caporal 4.08
Virginia Brights 4.08
Old Dominion 3.98
Pets (foil packages)..... 6.52
Richmond Straight Cuts..... 6.62
Turkish Trophies 7.75
Egyptian Deities, No. 1, 10s..21.50
Egyptian Deities, No. 3, 10s $18.36, 19.32
Mogul 11.22

Cheroots, Etc.

Vaporettes in tin foil, 5 for 10 14.00
Old Virginia Cheroots, 5's.. .14.00
Jumbo Stogies, 100 in carton 12.50
Between the Acts Little Cigars, 10's, tin and paper.. 8.50
Bengal Little Cigars, 10's.... 7.50
Royal Bengal, 10 in pkg.....12.00
Van Bibber Little Cigars....17.50
Sub Rosa Cigarros, 10s, per 1,000 ..... 4.10
Florodora 12.50

Cigarette Papers.

Vanity Fair, 50 pkgs in box.. 1.05
Wheat Straw, 50 pkgs in box. 1.25
Wheat Straw, 100 pkgs in box 2.50
Wild Oats, 40 pkgs in box.... .90
Red Seal, 50 pkgs in box..... .25
Corn Husk 50 pkgs in box .. 1.15
Corn Husk, 100 pkgs in box.. 2.20
Interlock, 50 ..... 1.15
" 100..... 2.25

THE WILSON CO.

Hoffmann House Little Cigars 10 in package, 250 in carton $7.50
Hoffmann House Magnums, 10 package, 100 in carton 12.00
Hoffmann House Petit Duc, 10 in package 100 in cart'n 15.00
Hoffmann House Cavaliers 10 in package, 100 in cart'n.18.50

J. R. PACE TOBACCO CO.

Scroll Tag, twist, 6 to lb.... .66
Scroll Tag, 10 oz..... .66
Mastiff Plug Cut, 1⅞ oz..... .67½
Mastiff Plug Cut, 3½ oz..... .65½
Mastiff Plug Cut, 10 oz..... .52

AMERICAN SNUFF CO.

French Rappee, 1⅞ oz, pr dz. .96
French Rappee, 3½ oz, pr dz. 1.80
French Rappee, 16-oz jars, per lb ..... .65
Maccaboy, 1⅞ oz, per doz.... .96
Maccaboy, 3½ oz, per doz.... 1.80
Maccaboy 16-oz jars, per lb. .60
Irish High Toast, 16-oz. jars, per lb ..... .57
Scotch Lillienthal's, in bladders ..... .60

CIGARS.

Porto Rico Cigar Co.

El Primero, Forziano Porto Rico 30.00
El Manifesto, Invincible Roosevelt Porto Rico 87.50

PIPES.

Per Doz.

Cobs, Hot Shot, 3 doz.....$0.25
Cobs, Gem, 3 doz..... .35
Cobs, No. 3, 3 doz..... .50
Brier, W. P. & Co., Assorted, 3 doz 2.00
Brier, Display Stands, 1 doz... 2.00
Brier, Showcase Assortment, 3 doz 6.00
Pipe Mounts, 1 doz..... .75
Cherry Stems, 2½x6 in..... 2.00
Cherry Stems, 2d 2½x6 in..... .85
Clay Pipes, T. D., 1½ gross per box 1.25

Per Box.

Clay Pipes, Woodstock, 1½ gr., per box 1.25
Uncle Sam Cob Pipe, 3 doz box 1.00
Eclipse Patent Cob Pipe, 3 doz. box 2.25
Climax Cob Pipe, 3 doz. box... 2.25
Jewel Cob Pipe, 3 doz. box.... .90
Dewey Cob Pipe, 3 doz. box... 2.50
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WHOLESALE GROCERS
SOLE AGENTS
SAN FRANCISCO CAL.

Groeery Markets.

Commercial Outlook of the Western World as shown by Present Conditions.

Office of the ADVOCATE.
Thursday Afternoon.

ADVANCES.

New York factory cheese, cheddars to 16½ cents; twins to 17 cents.

Bloaters, 100's, from $2.50 to $2.75.

Hayward tomatoes 2½'s standard, from 75c to 77½c. Palo Alto, 2½'s extra standard, from 77½c to 80c.

Fancy Rayo beans, from $4.65 to $4.80.

DECLINES.

Raw linseed oil, barrels to 54 cents per gal.; cases to 59 cents; boiled, barrels to 56 cents; cases to 61 cents.

Select Milchner Holland herring, barrel to $19.00; half barrel to $10.00; kegs to $1.10.

Lima beans, from $6.15 to $6.00. Pinks, from $3.70 to $3.60. Small white, from $4.00 to $3.90.

SUGAR.

New York, Sept. 12.—Raw sugar neglected. Refiners out of the market. European market slightly easier.

Philadelphia, Sept. 1.—The "Grocery World" says:

"The raw situation abroad seems hopelessly weak. During the week it has been announced that the European beet crop would reach 6,250,000 tons, which is unprecedentedly large. When the cane sugar crop of 4,500,000 tons is added, the aggregate represents the largest sugar crop the world has ever known. This weakening prospect, aggravated by several bad failures and suicides in France, due to the collapsed market, has pushed raws steadily down. The outlook for refined sugar for the coming year is, therefore, for low prices."

MAPLE SUGAR.

Middlefield, Ohio, Sept. 1.—Robinson & Co. report:

"There is very little unsold maple products in the hands of wholesale dealers and prices will probably go higher as the cold weather gets nearer. Dealers will do well to stock up if they can get it, as it will be only a short time until last spring's crop will be entirely sold."

COFFEE.

The Lewin-Meyer Co. says:

"There is little trading going on, buyers being influenced to hold off by the fact that the New York market is down ¼ cent, though still above parity with San Francisco.

"In two or three weeks' roasters will be compelled to resume buying as they have only light stocks on hand, and then the market will become stronger again."

New York, Sept. 1.—Henry Nordlinger & Co. report:

"Inland distributors who allowed their stocks to run down to a minimum in the hope of being able to replenish same to advantage out of the new crop, have at last been compelled to buy. This has created a healthy trade demand throughout the month which, in turn, helped to bring about a further advance in prices. The receipts at Rio and Santos this year are about 15 per cent smaller than last year and about 30 per cent smaller ehan two years ago. Planters are holding firmly since they are in a better financial condition than before owing to the higher price realized last year. At the same time they realize that their position is made stronger through the absence of old accumulations on the plantations (for the first time in years). We think the trade need not expect large crops of Rio and Santos for some years to come."

TEA.

The market is very firm. The fact that the crop has been short in every tea producing country, Japan, China, India and Ceylon, makes a continued strong market certain, and a big boom is predicted by importers when the true condition of the world's supply is fully known.

New York, Sept. 5.—John. B. Brown & Co. report.

Green Teas—Cables received from Shanghai this morning quote stock of green teas as considerably smaller than arrivals to date during the corresponding time of last year. Prices have increased somewhat.

Congou teas are firmer, owing to the scarcity of tea in Manchuria. During the war in the Far East, dealers have been without stock, but now that the general trade will soon be opened, a rush of Congous is expected from Shanghai to the ports around Manchuria, Corea and Siberia.

Japan teas on this market reflect a higher range of values based largely on the speculative demand in Japan. Japan holders, being the largest in the United States, have advanced stock from ½c to 3c per pound. Prices on this market are several cents a pound less than what the same teas can be duplicated for at Shanghai. We have for several months predicted more active business and higher rates, and we are still of this opinion.

RICE.

M. Phillips & Co. say:

"The market is very firm, and owing to the fact that the southern crop will be considerably short of last year, high prices, as compared with former years, are a certainty."

Charleston, S. C., Sept. 2.—Samuel G. Stoney reports:

"Owing to the greatly reduced acreage there will be a scarcity of Carolina rice this year. The quality should be first class in every respect. It will be held at full figures as really good, sound rice seems to be scarce in the Southwest this season. It is confidently expected that the good grade of Carolina rice will command about 5 cents and a little over for attractive, well milled lots."

New York, Sept. 5.—Dan Talmage Sons Co reports:

"Assortments are now full and all that could be desired. Lessening supplies in the South promise corresponding shortening of receipts at this point. In consequence, the market rules firm. Harvest is being pushed rapidly and planters are so busy saving the crop that they will not have time for selling for several weeks. The demand has been better at New Orleans. As receipts have been less, the market has firmed."

DRIED FRUIT.

New York, September 12.—Prunes are easier, straight cars of 50s offered at 3¼c basis and 40-60s at 3½c basis. Peaches and apricots firm but quiet, as buyers expect lower prices. Smyrna figs show poor quality generally with prices advancing.

PRUNES.

New York, Sept. 1.—Spot stocks of all kinds are small and are finding a very good outlet on small orders at full price. The Coast market for new crop prunes for October shipment is steadily advancing, and according to advices by wire it is becoming increasingly difficult to buy 50s to 80s, inclusive, or any assortment within those sizes on a 3¾c f. o. b. basis. Some packers have withdrawn from the market as sellers at any price, for the present, and others decline to entertain bids of anything below a 4c f. o. b. bag basis, which, it is predicted in some quarters usually conservative, will be the inside of the market by the time new fruit is ready for shipment in October.

Philadelphia, Pa., Sept. 1.—The "Grocery World" says:

"Spot prunes are in good shape and firm. Fortys are practically out of the market. Fifties are only slightly less scarce and holders want a 3 1-8c basis for them. Small sizes are also scarce. For Santa Claras a 3¾c basis is asked, and prophesies are freely made that the asking will go to 4 cents."

RAISINS.

Fresno, Cal., Sept. 9.—The amalgamation of the raisin growers and raisin packers has now been legally effected along the lines decided on at the mass meeting of growers held July 21st. There has been seven weeks of diplomatic fencing but now the combine is completed and controls the raisin situation strongly.

Fresno, Cal., Aug. 30.—Minnewawa Home Packing Co. reports:

"Prices of raisins are going to be high as the quantity outside of the association will be limited. The association seems to have a firm grasp this season and undoubtedly will have for the next two years, since the growers are all signed up for a term of three years."

DRIED PEACHES.

Fresno, Cal., Aug. 30.—Minnewawa Home Packing Co. reports:

"Some growers have been offered 8½c for dried peaches by certain packers who had sold short and had to cover."

DRIED APPLES.

Newark, N. J., Sept. 4.—E. V. Pierson & Co. report:

"Evaporators are refusing to make contracts at ruling market prices as green stock commands more money with barreled apple men."

New York, Sept. 5.—Delmarle Bros. report:

"Indications point to a slightly weaker market for dried apples since export orders are coming in in a very small way and buyers here are not inclined to bid for apples."

OLIVES.

San Bernardino, Cal., Sept. 7.—The olive crop is showing up better every day. There will be more than double the amount estimated early in the season. Some trees are hanging to the ground with their load.

ALMONDS.

Prices on the Hatch, or paper-shell varieties of almonds were named this week as follows:

Nonpariels	14 to 15c
I. X. L.	12½ to 13½c
Ne Plus Ultras	12½ to 13c

There are several associations, all of which have been waiting for the others to name the price, fearful to make a price that would be too high, so that the other associations would cut under and get the business; or too low, and have speculators gobble up the offerings and make the profit. Prices on soft-shell will probably be made in a week or ten days. The crop this year is reported to be about 2000 to 2500 tons, or about two-thirds of a full crop.

WALNUTS.

Anaheim, Sept. 5.—The walnut crop in Anaheim and Fullerton will be light this season and growers expect to receive the highest prices paid in years, some holding that the figures will go up to at least 13c a pound. The crop was light last year and this year's output will not be as heavy as that of last season. Some buyers are now here offering 12c net but no one will sell at this price. Only a few cars will be shipped independent of the exchanges.

Santa Ana.—Walnut-buyers are offering 12c per pound for nuts, irrespective of grades, and offer to take the entire yield at that figure. The association price has not yet been fixed, but walnut men say that 12½c to 13c will probably be the figures for first-class soft-shells.

Anaheim—John Hanna of Miraflores says that he last week refused 12c per pound for his nut crop, taking the run of the orchard, made by an independent buyer. Mr. Hanna's trees are laden with the best crop of nuts ever borne by them, and he thinks that he will receive 13c for them, or better.

New York, Sept. 2.—The Hills Bros. Co. report:

"Walnuts show an advance of ½c on all grades."

PEANUTS.

Waverly, Tenn., Aug. 31.—J. P. Cowen & Co. report.

"The growing crop of peanuts is looking fine. Prospects look favorable for the best crop in several years. Farmers are selling old nuts at a much reduced price."

BEANS.

Los Angeles, Aug. 31.—Holmes & Stockard report:

"Excessively hot weather in the lima bean district has done considerable damage. We think the damage will not be less than 20 per cent. Values have advanced in consequence. 'Weather' market will prevail for the next few weeks. Shorts are offering growers $3.25. This means $3.35 to $3.40 f. o. b. Growers refuse to sell."

Detroit, Mich., Sept. 2.—Carson, Craig & Co. report:

"Offerings during the past week have not been adequate to fill the demand for old beans. The uncertainty of the outcome of the new crop has restricted offerings for October."

Ovid, Mich., Sept. 2.—Chas. Cowan Seed Co. report:

"We figure about 50 per cent of a crop compared with 1904 crop on account of poor yield."

Avon, N. Y., Sept. 2.—S. M. Pense reports:

"Rust is working havoc in many fields. The medium early and late varieties are destined to be very short, owing to excessive rains, followed by hot suns."

CANNED FRUITS.

The local situation is very strong in all varieties. Only pears, which were the strongest of all in the beginning, are wavering slightly. Peaches are particularly strong, several canners having marked up their varieties 5 to 10c a dozen all along the line. Gallon goods show particular strength. Apricots that opened at $1.75 now bring $2 and $2.25 is asked. Blackberries that opened at $2.75 cannot be touched for less than $3.75. Gallon peaches are being quoted at $3 that were offered earlier at $2.50. day. The association has withdrawn prices and the fact is now evident that the California pack will have to furnish supplies for much territory that has heretofore bought in the East.

PRESERVES.

Chicago, Ill., Sept. 2.—J. A. Lamon reports:

"Owing to the short crop of apples and the advance in glucose, cheaper jellies and preserves already show a loss on futures sold early in the season. Further advances are looked for."

CANNED TOMATOES.

New York, Sept. 12.—The bulk of available supplies are controlled by a syndicate of large operators. Their manipulations, together with the fact that the crop is undoubtedly very short, have resulted in sales, factory, at 90c, with market very unsettled, and some asking 95c.

Baltimore, Md., Sept. 1.—The "Trade" says.

"Here, in the Chesapeake region, tomatoes are worth 85c to 90c today. And packers cannot pack them at cost price less than 80c. The California man says they can pack tomatoes out there at 70c per dozen at present, but it costs $1 per dozen to freight them to the East.

"Ohio, Indiana and Kentucky are having a very poor result from their tomato fields. At the height of the tomato season they are getting only enough tomatoes to keep a factory running three days out of six.

"Here in Maryland the country pack-



WESTERN MEAT COMPANY

SAN FRANCISCO, U. S. A.

ers and the growers holding growers' contracts for tomatoes at $6 per ton, have gotten out injunctions restraining growers from disposing of the crop. But the growers are getting $25 per ton for them, and in these days graft is more than even honesty can stand.

"The California packer, therefore, disposes of his goods half way across the continent, and we can, therefore, expect to see large quantities sold in Chicago and St. Louis at the still advancing prices canned tomatoes are bringing.

"The two extremes of East and West will be competing for the mid-continent trade."

Anaheim, Cal., Sept. 9.—The local cannery is running on tomatoes. There will not be half a crop this season.

Bridgeville, Del., Sept. 2.—H. P. Cannon reports:

"Tomatoes are a very short crop. Some fields are yielding only about one-fifth to one-fourth of a crop. The average is not more than 40 to 50 per cent of a fair crop."

Baltimore, Md., Sept. 2.—Thos. J. Meehan & Co. report:

"Light receipts and high cost of raw tomatoes caused marked advances this week. Gallon tomatoes advanced from $2.10 to $2.25, with indications of higher prices. There has been a stiffening in 2's and 3's. Canners are voluntarily paying growers an advance over the contract price (between $7 and $8 a ton) to induce them to deliver on contracts rather than sell their goods on the open market, where $25 is being paid."

Princess Anne, Md., Sept. 4.—M. Dashiell reports:

"Heavy rains are making a short crop of tomatoes shorter. This week and next will practically constitute the packing season. There were fewer goods packed in August than for years."

CANNED CORN.

New York, Aug. 30.—The Baltimore "Trade" correspondent reports.

"The market is dull, and advices from the West indicate a weak feeling there. New York State promises to have a larger output than crop reports formerly indicated. Maine promises well at present, though, of course, much depends upon the frost in the latter State. So far as spot business is concerned there is none."

Philadelphia, Pa., Sept. 1.—The "Grocery World" says:

"The pack is large everywhere but in certain sections of New York State. The pack in Maryland is very large, especially of the crushed brands, and the Western pack is enormous. One very large Illinois packer wrote his Eastern representative during the week that his production would average five cases to the acre more than last year. All through the West the yield has been tremendous. The pack of corn is now on in Maine, and the prospects are better than they have been for years. Already some surplus new corn has been offered at sharply shaded prices."

Bridgeville, Del., Sept. 2.—H. P. Cannon reports:

"Corn packing is over in this section. Crop was of good quality, but only about 75 per cent of a yield."

CANNED SALMON.

New York, Sept. 12.—Red Alaska salmon is dull. There is a better demand for sockeye. The sale of several cars on basis of $1.35 for talls is reported.

New York, Sept. 7.—The restoration of the $1 f. o. b. basis has been accepted somewhat apathetically by the trade here, the general opinion being that it would be without influence upon the actual market, which the jobber will make for some time to come. Retailers, as late as Saturday, were reported to be buying freely and having their orders filled on the cut rate basis. Sockeyes are quiet, some jobbers, who contracted on a $1.25 f. o. b. basis for talls before opening prices were announced by the large packers, are still selling on that basis, while the principal packing interests adhere to their $1.35 f. o. b. talls basis and assert that there will be no departure from it by them this season.

Victoria, B. C., Sept. 9.—Official figures of the Fraser river salmon pack for the current season give it as 784,442 cases, to which will be added a sufficient margin to bring it up to 800,000 cases. The Northern pack will approximate 150,000 cases, and the Vancouver Island pack in the neighborhood of 100,000. The selling price has already been fixed and submitted to the English agents, but cannot as yet be made public.

Seattle, Wash., Sept. 5.—T. K. Kershaw, State Fish Commissioner, declares that the end of the sockeye salmon industry on Puget Sound is but a matter of a few years unless the Legislature by stringent laws at once prohibits traps at the mouths of streams where the fish go to spawn. Mr. Kershaw points to the fact that in 1901, when the packers were without the improved facilities of today for catching and packing fish, the pack was 1,152,000 cases. He estimates this year the pack will be about 800,000 cases.

"The only construction that can be placed on those figures," said Mr. eKrshaw, "is that the salmon are being depleted in Washington waters and if it is kept on at this rate the time is near when there will be no more fish of that species in the Sound."

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This makes 4 dozen for $3.30 or

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It sells at 10c or.....$1.20

By the gross, it costs $12.50 with 4 dozen free.
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It sells at 10c or..... $1.20

FOR ADVERTISING-- With each dozen is given 12 sample packages, each of which will make 1 pint of jelly.

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Merchandise Brokers

AGENTS

95 Market St. (Buckley Bldg.)

SAN FRANCISCO, CAL.

CODFISH.

The new pack of Pacific codfish will be on the market in about a week. There will be no carryover of old fish, and the supply is quite likely to be short, as recent arrivals brought very light cargoes.

HOLLAND HERRING.

Wieland Bros. say:

The catch of Holland herring is still far below the quantity caught during the same period of last year and we hardly think that we will see much lower prices than those made today.

FISH.

New York, Aug. 30.—Leber & Son report:

"**Holland Herring**—The catch to date of the Dutch fleet is only 93,000 bbls., as against 172,000 bbls. last year. Prices in Holland rule 50 per cent higher than at same date last year. Higher prices must rule for some time to come as shipments to this side are entirely inadequate to supply the demand occasioned by the cool weather so early this fall."

New York, Sept. 5.—Strohmeyer & Co. report:

"**Holland Herring**—Catch continues poor. Prices are higher and supply small.

"**Scotch Herring**—Good supply and good demand. Prices unchanged.

"**Imported Sardines**—France reports continued failure of catch with nothing doing in Portugal. Stocks gradually going into consumption.

"**Norway Mackerel**—First of this season's fish have arrived—mostly small. Quality is very pretty for this time of the year."

PROVISIONS.

The Cudahy Packing Co. say:

"The market is unchanged as to prices from last week, but is not as strong as for some time past."

CHEESE.

Wieland Bros. say:

"Martin's cheese is higher again and it looks as if another advance of ½c per pound would take place shortly."

COTTON SEED OIL.

New York, Aug. 31.—Aspegren & Co. report:

"The demand is increasing and is especially good for compound lard purposes. Orders are coming in from Europe. Liberal supply and offers to sell prevent higher prices."

SPICES.

Baltimore, Md., Aug. 31.—McCormick & Co. report:

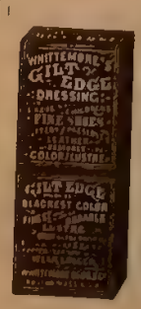
"The demand is exceedingly active. The foreign markets, in many instances, are higher than our own. Reports of higher freights, in addition to short crops of pepper, have greatly strengthened the market. You can expect a higher level of prices for all grades of pepper during fall and winter."

New York, Sept. 5.—John Clarke reports.

"The market is firm and exhibits a decided upward tendency on continued advices of short crops and the enormous consuming demand of America."

JAMES M. ELLIS
NOTARY PUBLIC
AND
Commissioner of Deeds
FIRE AND MARINE INSURANCE EFFECTED
323 Montgomery Street
Residence 1233 Geary St.
Tel. Main 5925, SAN FRANCISCO

WHITTEMORE'S POLISHES.



The World's Standard.

"Gilt Edge" dressing, blk.	$24 00
"Boston" Waterproof Polish (for men's and boys black shoes)	24 00
"Boston, Jr." 10c. size	10 00
"Dandy" Russet Combination	24 00
"Star" Russet Combination	9 00
"Dandy" Russet Paste	9 00
"Red Box" Russet Paste	5 00
"Champion" Black Friction Polish	24 00
"Champion, Jr." Black Friction Polish	10 00
"Elite" Combination (for box calf, black vici kid, etc.)	24 00
"Baby Elite" Combination (for box calf, black vici kid, etc.)	10 00
"Elite Paste" for box calf (two sizes)	$9 00 5 00
"Superb" Patent Leather Paste	9 0
"Blue Box" Patent Leather Paste	5 00
"French Gloss" (in cartons, for ladies' black shoes)	9 00
"Royal Gloss," 4 oz. (for ladies' black shoes)	8 00
"Bossola" Waterproof Paste Polish, large	9 00
"Bossola" Waterproof Paste Polish, small	4 50
"Quick White" perfectly cleans dirty white shoes (two sizes)	$24 00 10 00

Cigars and Tobacco

The tobacco crop in many parts of Kentucky has been greatly damaged by recent heavy rains.

The Rough Rider cigars are enjoying an increasing popularity under the energetic pushing of J. L. Jerichau, who has recently added Oakland to his territory.

M. Baskower & Co., who will hereafter give their attention exclusively to the jobbing trade, have been remodeling their Montgomery street store and have put in a new and striking show window.

The J. A. Drinkhouse Co. report a steady improvement in trade and say the Manuel Lopez clear Havanas and N. B. M. and Old Government Porto Rico cigars are enjoying a full share of this improved condition.

Revised estimates of the damage to tobacco by hail in Windsor, Conn., and vicinity recently, place the loss at not less than $200,000. The storm was the second in the Connecticut Valley this season, tobacco growers in Hampshire county, Massachusetts, losing $100,000 last month in a storm which lasted but a few minutes.

Washington, D. C., August 31.—Information received here from reliable sources indicates that the Tobacco Trust did not benefit to any appreciable extent by the errors in computations recently made by the Bureau of Statistics of the Agricultural Department. In the first place the farmers of the Dark Tobacco Districts have been holding their tobacco for higher prices and have been working all summer to effect a combination for that purpose, so there is no reason to believe any considerable amount was picked up on the report of an unusually large crop.

A recent writer gives the cause for the prejudice against cigarettes. He says that so rapidly did the trade in cigarettes grow that cigar dealers started a crusade against them, publishing ingenious yarns concerning the drugging of cigarettes with Dover's powders, opium, morphine and chloral hydrate They claimed that the tobacco used was made from cigar stumps picked up on the streets, and that the papers were bleached with white lead, arsenic, antimony and mercury. They were manufactured by people afflicted with foul diseases. The campaign came to any end finally, but was taken up then by the W. C. T. U.

The speed at which cigar-making can be done by hand varies according to the skill of the workman and according to the sizes and shapes of the cigars. The many variations in size and shape give rise to many differences in the piece-price wages for bunch-making and rolling. In a working day of eight hours a cigar-maker of average skill, making his own long filler bunches as well as rolling them, would complete 225 to 275 straight cigars, 200 to 250 shaped cigars or 150 to 200 perfectors—all from four and a half to five inches in length. An unusually speedy workman would bunch and roll 300 to 325 straight cigars, 275 to 300 shaped shaped cigars, or 225 to 250 perfectos. By team work there is perhaps some economy of labor. By using molds there is a saving of nearly one-third the time required to make a given number of cigars. A number of manufacturers who were consulted declared that a cigarmaker who could make 800 cigars complete a week without molds could make 1200 with molds, and that a bunchmaker who could make 2000 bunches without molds could make 4000 with molds.

Apropos of the seizure of the 108 bales of tobacco in New York last week, the following dispatch may be of interest: The fact that thousands of pounds of tobacco could be slipped through the Tampa customs house in one shipment on the payment of 28 cents per pound duty, instead of $1.48 per pound, came as a revelation to those who had not followed the matter for years, waiting for a favorable opportunity to demonstrate to the authorities the truth of the charge that the government is being defrauded, intentionally or otherwise, out of several millions of dollars yearly in the classification of tobacco at the customs houses. Consequently an effort was made in some quarters to ridicule the charges, which was ably supported by violent protestations from the Tampa officials.

The first month of the new fiscal years, that is July, started in auspiciously for our cigar and tobacco industries, says the United States Tobacco Journal. It records an increase of 29,186,300 in the output of cigars in a total output of 580,355,750; an increase of 12,015,629 in the output of little cigars in a total output of 66,803,629; an increase of 8,987,314 in the output of cigarettes in a total output of 284,465,501; and an increase of 2,450,137 pounds in the production of manufactured tobacco in a total production of 25,978,365 pounds. The only decrease during the month was in snuff to the amount of 329,098 pounds in a total production of 1,233,385 pounds. If July's record be taken as a criterion for the entire year, the outlook for the trade is simply phenomenal.

Pointers About Cigars.

A cigar expert, writing on the condition of a cigar and how it is told, says:

"A cigar must possess that soft, spongy or corky feeling, for that, in my opinion, is actually the secret of the entire cigar business, for the following reasons:

"When a smoker lights a cigar he smokes with his mouth, not with the eyes, and it is an undisputed fact among cigar manufacturers that unless a cigar is a free smoker it is no more a cigar than a punk stick

"Another point for a dealer to consider is whether the wrapper has a firm hold on the bunch. By this I mean, in rolling a bunch, the wrapper should lap at least one-half an inch. Unless these conditions exist in a cigar it will be a poor smoke, regardless of the grade of tobacco it may have been made of.

"Dealers oftentimes, when choosing their brands, look for uniformity in shape, when that actually amounts to the least. I don't wish to be misunderstood that uniformity of shape should not exist; what I mean is that it is not the most important feature about a cigar.

"Hope that readers will note these remarks, as my experience has proven them to be true."



EHRMAN BROS. & CO.,
S. F. Distributers.

AGAINST PREMIUM SCHEMES.

Diamond Match Company Wants to Know How California Grocers Fail.

The following letter from Fred Mason, now in the employ of the Diamond Match Company, has been received by Frank B. Connolly, secretary of the State Grocers' Association:

California Retail Grocers' and Merchants' Association:

Gentlemen: The Diamond Match Company are working the trade in California with their salesmen, offering the Domino Match, which possesses the following five points of safety:

1. **Safety**—Heads prevent fire from side friction. The box can be dropped, broken, or roughly handled, with a minimum liability of ignition.
2. **Safety**—Rodents when attacking or gnawing the wax on splint end cannot ignite the match, because the main head is non-ignitable by friction; main head contains no phosphorus.
3. **Safety**—There is no danger of ignition by stepping, treading or walking on Domino Safety Matches.
4. **Safety**—Protected tips—strike anywhere—heads don't fly
5. **Safety**—The boxes are printed with black ink on white box board, and bear the distinctive marks of The Diamond Match Company (Beware of Imitations).

It also has the indorsement of the Fire Chiefs and Insurance Underwriters in eight of the principal cities of the United States.

This match has become very popular in the Eastern cities.

The Diamond Match Company give no premiums, but are ready at all times to co-operate with the wholesale and retail grocer to sell their products, depending upon quality to consumer, and the interest of the grocers to push the sale of their matches in profits.

There is a matter of great importance to your Association and to your company that we wish you would present to your Association. The writer knows that your members have expressed themselves frequently and in no indefinite manner, their desire to do away with premiums. The Diamond Match Company have respected that desire, because they believe premiums are demoralizing both to the quality of the goods, and to the profit of the retail grocer.

Now we are confronted with this proposition: Some of our competitors are using premiums to sell their matches Do your members mean to stand by their resolution and not handle goods with premiums?

The writer believes they will, but would like to have some expression from your Association to convince this Company that we will win by keeping out of this practice.

Your prompt reply will be appreciated.

With kind personal regards,

Yours truly,

Diamond Match Company.

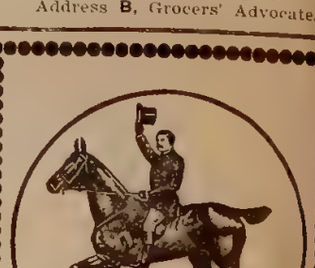
By FRED MASON.

The matter will be taken up at the meeting of the Directors of the State Association on Thursday evening.

GROCERY FOR SALE.

An old established grocery and delicatessen store in the Mission. Transfer corner; home cooking; living rooms; rent $40.00. Full value in sight.

Address **B**, Grocers' Advocate.



Why it Leads

Competition is the life of trade, but success is only won by merit. That is why

Hunter Whiskey

is far in the lead with popular preference. Its quality, age, purity, flavor is the most perfect combination ever made.

HILBERT MERCANTILE CO.,
136-144 Second St., San Francisco, Cal.
Telephone Private 313.

Call for ASTI WINES

PRODUCED BY THE **ITALIAN SWISS COLONY**

Dry Wine Vineyards, ASTI, Fulton, Sebastopol, Cloverdale, Sonoma County, Cal.
Sweet Wine Vineyards, Madera, Madera County, Kingsburg, Fresno County, and Lemoore, Kings County, Cal.

Office and Salesrooms, Cor. Battery and Greenwich Sts.

Vaults, 1235-1267 Battery St. 101-189 Greenwich St. 1334-1336 Sansome St., S. F.

P. C. ROSSI, President Telephone Private Exchange 448. A. SBARBORO, Secretary

A. VIGNIER CO.

429-431 BATTERY STREET SAN FRANCISCO

IMPORTERS

Sardines, Olive Oils, French Preserves, Washing Blue, French Castile Soap: Clover Leaf, Virgin, Dahlia, mottled, Wines and Liquors—**A. V. H. Gin**—imported goods only.

Sole Agents for the Genuine CLICQUOT Champagne

Only the **GENUINE**, Imported direct from France, bears Vignier's LABEL

News of the Coast.

CALIFORNIA.

Altadena—A branch store of the Model Grocery Company of Pasadena will open for business about September 15. The growing trade of the popular grocery in the northern section has necessitated the establishment of this branch. The building has been fitted with new fixtures throughout and a new stock is now being placed upon the shelves. The store will be in charge of F W. Cornell, who will be assisted by Chester Vail. Both have long been connected with the Model Grocery Company.

Anaheim—Wallop Bros. have opened their new grocery store in the Odd Fellows' building. J. N. Ferguson & Co. have opened a grocery and general store.

Fullerton—The old grocery store building occupied by Drips & Whisnant has been moved across the street, where it will be continued until the two-story brick structure on the old site is completed.

Long Beach—The grocery of Atwater & Carl is now conducted on a strictly cash basis.

Los Angeles—W L. King has purchased the store of A. L. Elmstead at 2020 South Main street, Los Angeles. Mr. King is an experienced grocer from Keokuk, Iowa.

Los Angeles—S. A. Graham has sold his grocery stock to W. Esplin, an Eastside man, who will continue the business at the same corner. Mr. Graham has his new three-story building about plastered and will soon occupy it J. L. Stuart, corner East Main and Griffin, has sold his grocery stock to J. McPherson, who comes recently from Providence, Rhode Island. N. Smookler, who conducts a small grocery at No. 900 Sunset boulevard, was recently buncoed by a stranger who presented a check for $8.80 and which Smookler cashed. The check was drawn by Thomas Culberson on the First National Bank and was made payable to and indorsed by W Durant. The bank refused payment.

Ocean Park—W. C. Mushet has been appointed receiver in bankruptcy for W. F. Hewitt grocer. The amount of Hewitt's debts is $1597.16. The United Wholesale Grocery Company, the Globe Grain & Milling Company and Crombie & Co. are the principal creditors.

Pacific Grove—A E. Oliver and W. D. Lowe have purchased the grocery store of M. R. Stansbury & Son. Mr. Oliver is a young man of unimpeachable character who has spent the greater part of his life in Pacific Grove and Monterey. He entered the employ of C E. Tuck when a mere lad and worked for Mr. Tuck until he sold to Mr. Preble. Since that time Mr. Oliver has been in the employ of the Preble Grocery Company. Mr. Lowe has resided in Monterey for upwards of a year past. For a time he was in business for himself in New Monterey, but of late he has been in the employ of the Preble Grocery Company in Monterey. The new firm merits and will no doubt receive a continuation of the liberal patronage heretofore accorded Messrs. Stansbury and son.

Pasadena—D. W. Herlihy, of the Model Grocery Company, was recently given a verdict for $200 in the case against the Pacific Electric Railway Company for the killing of a horse of the grocery company a few months ago.

Red Bluff—Vernon McMaster, who recently graduated from the Red Bluff Union High School, has returned from an Eastern trip and has taken a permanent position in his father's grocery store Vernon is a bright young man and well adapted to a business career.

Redlands—The grocery store of S. L. Gregg has been moved from its old stand at 227 North Orange street to 120 East State street in the Ford building.

San Pedro—J. H. Kitterman, who was formerly in the grocery business at the corner of O'Farrell and Mesa streets, has moved his stock of goods to the new store at the corner of Pacific avenue and Sepulveda streets. Mr. Kitterman has greatly enlarged his stock of goods.

Santa Barbara—J. C Mann will open a grocery in the Oak Park suburb.

Sawtelle—The grocery store of William Driggs was destroyed by fire on the afternoon of September 1st. The fire was caused by the explosion of a gasoline tank and caused a loss of $5000 with insurance on the stock and building.

Upland—Henry Klindt, who recently purchased the grocery stock of the McCulloch Co., has taken possession and will continue the business at the old stand. Mr. Klindt came to Upland, then North Ontario, in 1896, since which time he has been engaged in business here, excepting the last two years, when he has resided at Long Beach and Los Angeles.

IDAHO.

Moscow—J R. Bridges & Son are opening a grocery store.

Post Falls—E. J. McSherry, who recently closed out his grocery store at Garfield, Wash., is engaging in the same line of business in this place.

Rupert—W. D. Crocker has opened a grocery store.

Stites—Thomas F. Oliver is opening a grocery store.

OREGON.

Barrett—The store of Laman & Dunn has been enlarged and a new stock of groceries put in.

Independence—The big grocery store of McCready & Earhart has been sold to A. W. Cooper. Mr. McCuen, of Albany, will occupy a part of the building with a stock of dry goods and clothing.

Portland—C. E. Wallenstein is opening a grocery store. Cassou & Denny have succeeded Cassou Bros., grocers. Fire recently damaged Keats & Young's grocery store $1000; insured.

WASHINGTON.

Anacortes—A. Allen, recently from Battle Creek, Mich., has purchased the grocery department of E. S Cook's store and is arranging to add lines of dry goods, furnishings, stationery, etc. Mr. Cook retains his extensive hardware business, and will continue to handle hay and feed.

Centralia—C. C. Borchers has opened a tea and coffee store.

Davenport—D. G. Lorenzi is reported about to open a grocery store.

Granger—J. M. Hutton, of Anacortes, and Chas. Vinup, of Linden, have started a grocery store here.

Mabton—Joseph Boudray, formerly of the Hub Mercantile Company, has purchased Frank Albert's grocery store.

Medical Lake—E. B. Copeland, grocer, is reported to have discontinued.

Orting—T. R Kenny is opening a grocery store.

Seattle—Howard Wheeler has purchased C. H. Gouley's grocery store. H. Thomas has purchased G. Hughes' grocery store.

Spokane—The Indiana Grocery Company has dissolved. F. W Callow & Co. have purchased E. E. Woodward's grocery store.

Tacoma—Babcock & Tully, grocers, have dissolved partnership, S. T. Babcock continuing the business.

WORDS OF APPROVAL.

Los Angeles Herald Comments on Southern California Grocers' Association.

In a recent special number the Los Angeles Herald refers to the organization of the retail grocers of Southern California, Cal., as follows:

"The Southern California Retail Grocers' Association, chartered as an auxiliary of the California Grocers' and Merchants' Association, has an office in the Tajo building, in charge of Secretary Paulding

"The organization of the association and the rules governing it has resulted in bettering the condition of the grocery business generally. The system adopted has weeded out unprofitable patrons, as a list of all irresponsible, slow, or non-paying customers has been made for ready reference. The system has resulted in giving merchants value for their goods, and the smaller dealers who run close are now enabled to a larger extent to meet their obligations when the collector for the wholesale houses comes around.

Sharp Competition.

"There are very few strictly cash supply firms in Los Angeles. More or less bookkeeping is necessary, due largely to sharp competition. The grocers state that they have no trouble worth mentioning with residents who own property, or with heads of families who have regular employment in the city. The transients and improvidents are the people who cause most of the losses.

"The retail trade of the city is in a very healthy condition and with the expansion of the residence districts in every direction plans are being made for the opening of new stores for the convenience of the public."

ONCE USED, ALWAYS WANTED.

Snider Catsup predominates all over the West as well as throughout the East.

Grocers are aware of the fact that they have no trouble in disposing of Snider condiments. The name "Snider" is a household word—and why should any grocer experiment with an unknown quantity for the sake of a little increase in profit, when the genuine Snider goods can be purchased of every jobber's salesman.

Snider's goods are always uniform in quality, and grocers never have to exert themselves in order to sell them. It requires no force nor extra time on his part to sell.

Besides, Snider's goods are sold on a satisfactory margin of profit, and on the basis of quick sales and fair profits. One bottle sells another.



Why

put yourself at a disadvantage by waiting, when you know

SNIDER'S

Catsup

Free Deal

may be withdrawn any day and without notice.



Thinking Grocers Act!

You have little time left.

20% Extra Profit

is not to be scoffed at.

Send us your order at once.
Mention your wholesaler's name.

Spohn - Patrick Company
Sole Agents
16-22 Front Street, San Francisco.

SPOHN-COOK COMPANY, Los Angeles.

BLACKSTONE'S INKS

BEST TO BE BOUGHT

KEEPS IN ALL CLIMATES



Blackstone Manufacturing Co.
(Incorporated)
MANUFACTURERS OF
WRITING FLUIDS,
Mucilage, Shoe Polish, Shoe Paste, Shoe Dressing and Liquid Glue.
Office and Factory,
1960 Howard St. San Francisco
Telephone Capp 1111.

PACIFIC STORE AND OFFICE FIXTURE CO. INC.
TEL. BLUE 2571
F. A. OEHM, Pres.

Store Fixtures

DESIGNERS AND MANUFACTURERS OF
STORE, OFFICE AND BAR FIXTURES

3253-3259 SIXTEENTH ST.
San Francisco

Jacobson, Reimers & Co.
210-212 Davis Street
DISTRIBUTERS OF
Fancy Butter and Honey
Dairy Butter and Eggs

Produce Market

THURSDAY AFTERNOON

BUTTER.

The market is firm. Storage butter is now in market and is selling at good prices.

California creamery, extras	27	28
" " firsts	25	26
" " seconds		24
" dairy, extras		
" " firsts		
" " seconds		
Store butter	19	20
Storage	22½	23
" Creamery extras	24	25
Pickled	22½	
Keg	23	

EGGS.

The market is "booming." Prices are materially higher than last week, and storage are now quoted at good prices.

California Ranch white	36	37½
" " mixed colors	32½	34
" Gathered,	26	27½
Standard		
Seconds		
Eastern, selected	24	25
Standard	22½	23
Seconds	19½	21
Storage, Cal., Selected	26	27
" " Standard	24	25
" " Seconds		
" Eastern Selected		
" " Standard		
" " Seconds		

CHEESE.

The market is weak. Plenty of stock is coming in, but demand is light.

California full cream	13	13½
" choice	12	12½
" common		Nominal
Young Americas	14	
Eastern full cream	16	16½
Oregon		

POULTRY.

Good stock, especially hens, is in demand at good prices. The market for other stock is steady.

Turkeys, young live	22	24
" old gobblers	19	20
Dressed Turkeys	nominal	
Roosters young, per doz	5 00	6 00
" old "	5 00	6 00
Hens	5 00	7 00
Fryers, per doz	3 50	5 00
Broilers, per doz, large	3 50	4 00
" " small	3 00	3 50
Ducks young	4 00	5 00
" old	3 50	4 00
Pigeons, young	1 75	2 00
" old		1 25
Geese' per pair, old 1.50 2.00; young	2 00	2 50

BEANS AND PEAS.

Fine pinks, bayous, limas and blackeyes are very scarce, while rain damaged stock is in superabundance.

Small Whites	3 00	3 75
Large "	2 50	2 85
Pea Bean		
Pink	3 25	
Horse	1 10	1 75
Red	Nomiual	
Kidney	Nominal	
Lima	5 50	5 65
Bayes	4 00	4 50
Butter (large)	nominal	
Black Eyes	3 75	4 00
Dried Green Peas, per 100 lbs	2 00	2 40
" Miles " " " "	2 00	2 40

POTATOES AND ONIONS.

Potato and onion market is quiet, with prices as last week.

River Burbank	40	65
Salinas " No. 1, 80c-$1.00;	No. 2, 60c	
Oregons, Old	Nom.	
Merced Sweets	Nom.	
Australian onions	Nom.	
Red (new)	Nom.	
Yellow (new)	70	80
Garnet Chili	40	50

Amusements

THE TIVOLI.

The finest grand opera company evet offered the San Francisco public at popular prices is now presenting the standard grand operas at the Tivoli with seats ranging from $2 to 50 cents. The singers are exceptionally strong and music lovers are enjoying a genuine artistic treat. On Saturday evening Tetrazzina sings in Rigoletto. On Sunday night "Il Trovatore" is played. Next week the offerings include "Lucia," "Manon Lescaut," "Cavalleria Rusticana" and "I Pagliacci."

THE MAJESTIC.

"The Sea Wolf" has been drawing splendid houses to this theatre. The play is a dramatization of Jack London's great novel and carries into reality the wonderful swing and excitement of that great book. The cast is a strong one and the staging is wonderfully effective. The piece is one of the strongest seen here in a long time and is well worth an evening. "Alabama" is promised for next week. Elaborate preparations are being made for the first production on Monday, Sept. 25th, of "His Honor, the Mayor," a new play in which Barney Bernard is to star. The Grocers' Association is to have a theatre party on the opening night of "His Honor."

THE ALCAZAR.

"Villon, the Vagabond," a tense and picturesque romantic drama of the fifteenth century, is the Alcazar's attraction, with White Whittlesey as Francois Villon, the dissolute poet. His adventures and escapes, his fights and his love affairs all lend themselves to a picturesque and busy drama of romance, aglow with life and color and resounding with the clash of steel. Villon is precisely suited to the Whittlesey temperament and method. The production is an elaborate one. There will be fine contrast between the splendors of the French Court, and the revels of Villon's ragged, roystering companions in the wine room of the Fir Cone Tavern. Next Monday Mr. Whittlesey will appear in Richard Mansfield's original role of the romantic German musician in "The First Violin," played for many months at the Garden Theatre, New York. This delightful play has much of the peculiar atmosphere that made "Old Heidelberg" so fascinating. For his third and last week Whittlesey will present James K. Hack·tt's romantic comedy "Don Caesar's Return."

THE CALIFORNIA.

Edmond Hayes and Battling Nelson have been the chief actors at the California this week in a musical extravaganza termed "The Wise Guy." The entertainment is varied enough to suit the most restless minds. It rang all the changes of polite vaudeville from burnt cork dialecticians to prima donnas. Some very pretty and effective work is done by the chorus. A number of their songs are very tuneful, while brightly colored costumes and clever dancing add to the attractiveness of the show. The play has been roundly applauded by crowded houses. Battling Nelson, the world's champion lightweight pugilist, plays the lead in a three-round bout. He is supported by "Bobby" Lundie, the Olympic Club scrap artist; George Siler, the veteran referee from Chicago; and Frank E. McNish of the Brigadiers Burlesque Company, who did the announcing. The Dane does some clever boxing. "The Wise Guy" gives its last performance on Sunday evening. "Kentucky Belles" open on Monday evening.

GRAND OPERA HOUSE.

"York State Folks" has drawn crowds of people who like the realistic farm style of drama. Myron Cooper, the leading personage of the play, is a simple, honest old man, whose life is simple yet full of a romantic interest. Opposed to him is Simon Peter Martin, the strongminded president of the village, whose temper and stubbornness furnish the stumbling block of the story. He forms a vivid contrast to the old village organist, Cooper. These people one feels he has known always, and it is the same with the lighter characters which add to the comedy elements. It is all a simple tale of village life with plenty of heart interest, a few tears and a great many laughs. Two weeks of melodrama follow, beginning on Monday evening with "The Queen of the Highway."

CENTRAL.

In "Wedded But No Wife," the struggle between vice and villainy is cleverly portrayed at the Central. It revolves around a young minister and his bride who are beset by enemies who seek to part the young couple in order to secure control of a fortune that has been left to the minister's wife. The bride is falsely accused and with every circumstance against her, she is driven out from her husband's home. After a time the minister relents and seeks his wife. The villains try to keep the young couple apart. There are many intricate situations and exciting scenes but in the end everything is made clear and the villains are punished and those they have wronged are reunited and made happy. Herschell Mayall and Edna Ellsmere have the roles of the minister and his wife. Little Ollie Cooper, the child actress, who was last seen in this city with Florence Roberts at the California Theatre, plays the part of the minister's child very effectively. Next week "The White Negress of Japan" is to be produced.

FISHER'S.

They are living up to their motto: "If it's at Fisher's it's good." Their bill this week includes several short sketches, some good singing, a clever monologist, two burlesque magicians with some really good tricks, supple acrobats, a marvelous trick dog and new moving pictures. This is hard to beat at 10, 20 and 30 cents. There are two performances each evening.

THE CHUTES.

Chiquita, "The living Doll;" a 1½-pound baby in the incubators; the plump lady who measures 7 feet 4 inches around the waist; the circle swing; the free theatre with its big bill; the zoo; the numerous other free attractions and the crowd keep up the interest in this big pleasure ground.

A ROCHDALE EXPANDS.

Pixley, Cal., August 29.—The Rochdale Co of Pixley has bought out Mrs. M E. Dayton's stock of general merchandise and have moved their stock of goods into the store that she occupied on account of having more room

Put some of the "new" groceries in the window and call the attention of the trade to them. This is the time when the grocer can have in a number of fresh lines, such as canned fruits, cured fruits, canned peas and beans, strawberries, etc., new mackerel, and other 1905 pack goods They will be attractive to the trade because of their freshness.

NOTICE TO CREDITORS.

Estate of Joseph Turner, Deceased.

Notice is hereby given by the undersigned, Martha T. Stearns, Administratrix of the estate of Joseph Turner, deceased, to the creditors of, and all persons having claims against the said deceased, to exhibit them with the necessary vouchers, within..... months after the first publication of this notice, to the said Administratrix, at Room 716 Mills Building, corner Bush and Montgomery streets, the same being her place for the transaction of the business of the said estate in the City and County of San Francisco, State of California

MARTHA T. STEARNS,
Administratrix of the Estate of Joseph Turner, Deceased.

Dated at San Francisco, Aug. 21, 1905.
Date of first publication, Sept. 8, 1905.

DAN O'CALLAGHAN
REAL ESTATE
AND
INSURANCE BROKER
City Agent
Liverpool & London & Globe Ins. Co.
Telephone, Main 5238
22 Montgomery St., San Francisco
(Mr. O'Callaghan was for many years a member of the firm of O'Callaghan, Nelson & Co.)

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YOSEMITE LAGER
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ENTERPRISE BREWING CO.
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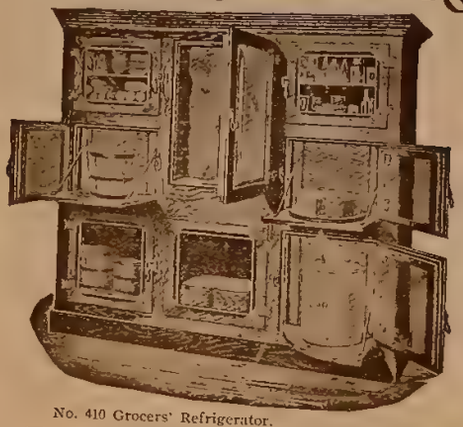
We would call the attention of our readers to the letter of H. N. Edlin, the Devisadero street grocer, on page 4 of this issue of the **Advocate.**

In this letter Mr. Edlin says that the McCaskey Account Register has, in a short time, become as necessary to him in keeping his accounts as his cash register in keeping track of his cash sales. That it saves him several hours time each day and several days' work at the end of each month, and that it has given him a simple and effective system of bookkeeping.

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Veuve Clicquot, pts	34.25
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Ruinart, qts, 1 doz to case.	32.40
Ruinart, pts, 2 doz to case.	34.20
Ruinart, ½ pts, 2 doz to case.	18.00
Vintage 1893, qts, 1 doz to cs.	46.50

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Martell's One Star, 1 doz qts.	$16.00
Martell's Two Star, 1 doz qts.	19.00
Martell's Three Star, 1 doz qts.	20.00
Martell's Three Star, 2 doz pts.	23.00
Martell's One Star, 2 doz f'ks	18.00
Hennessy's One Star, 1 doz qts	17.50
Hennessy's Three Star, 1 doz qts	21.00
Calif. doz qts	12.00



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Maryland, Monogram, 1 gal	2.75
Forum, Bourbon, 1 gal	2.00
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Hunter Baltimore Rye.

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In 5-case lots	12.50
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El Monte Bourbon	8.00
Forum Bourbon	7.00
J. Baumgardner Rye	12.00
Maryland Monogram	9.00

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Per case, 2 doz pts	13.00
Per case, 4 doz ½ pts	14.50
Per case, 20 doz 1½-oz	18.50

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C Bourbon	8.50	8.25	8.00
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AA, Pt Flasks, 2 doz.	9.00	8.75	8.50
AA, ½ Pt. Flasks 3 doz.	6.75	6.50	6.25
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(In barrels or half barrels)

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C, Bourbon, 1 gal	2.75
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Bottles, $7.00 Doz.
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BE SURE and GET the GENUINE

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Free Running (in Pkgs.) for table
Velvet Grain (in Bags) for kitchen
Sold by all Jobbers

Clerk's Corner

A Bunch of Early Risers.

The members of a flourishing metaphysical sect believe that in rising and setting to work with the sun and retiring when his beams vanish lies the smooth and easy road to the universally desired success in one's chosen work. Early rising, of course, must be relative, regulated by common sense and the hour of retiring, but there are many who believe that the early hours of the day are those in which good work may be most easily performed. Gladstone rose and began work early, as did Bacon. Everyone knows Franklin's homely couplet about "early to bed and early to rise." "Sleep little," says Locke; "great sleepers become brutalized."

Frederick the Great, feeling that he lay too late in bed, issued orders that a wet towel should be thrown over his face at a given time. Until the end of his life he rose at 4 o'clock every morning, as did Henry IV of France.

John Quincy Adams always rose early. Rockefeller, Russell Sage and Mrs. Hetty Green are invariably up betimes, while several of the world's greatest money makers confess to an "unlucky feeling" if they lie late or oversleep Thomas Edison can scarcely be said to rise early, since he only retires by snatches and can pass a remarkably long period of time without rest.

President Roosevelt often astonishes less "strenuous" individuals by his early morning habits. Stevenson woke and got to work early, even if he wrote in bed. And was not Carlyle given to hard tasks in the early morn? And Ruskin and Douglas Jerrold and William Morris and the elder Astors, Vanderbilts, and Jay Gould? And Xenophon and John Randolph, and Henry Clay and President McKinley, and Plutarch, and Alexander Severus, and the great oriental, Saladin; and William Penn, and hosts of other great and famous workers of and for whom the world has been grateful and proud? Milton did his best work early in the day.

The Argumentative Clerk.

There is no man that I cordially dislike more than the argumentative clerk, he who always knows better than you what you want, who understands merchandise much better than you and insists on reminding you of that fact, says a writer in the Business Man's Magazine.

I watched one the other day. "My dear man," he was saying to a customer that did not think a pair of gloves fitted him; "I know more about gloves than you do."

One of the largest shoe concerns in this country is hurting its own trade considerably by the policy of always selling a pair of shoes whether they fit or not, whether they are the style wanted or something very different. Their clerks are instructed from headquarters to make a sale at all costs, to persuade and argue with the customers until they get the cash. They dissatisfy a great many that they succeed in selling to, and offend a great many who refuse to be deceived.

The clerk and the customers do not stand on equal terms. The clerk is in his place to please the customer, to serve him properly and to have respect for his views and even his whims—to make purchasing a distinct pleasure rather than a disagreeable task.

Gratifying Ambition.

"In your railroad department I observe," says an observer, "that M. E. Ingalls, occupying a high position in the railroad world, makes the statement that he has succeeded in gratifying several early ambitions, and that he really enjoys it. He wanted to be able to ride in a 'hack'—I suppose he meant a cab, and it's a costly business—whenever he wished; to have all the kid gloves he could wear, and, finally, to do as he pleased, and never have to hurry to the office.

"The first two are mere whims. I myself for forty years have had a strong desire to take a day off, and eat all the bananas I wanted. From boyhood I have had a hungering for bananas As a matter of fact I could purchase for fifty cents more than I could eat in a day—more than could satisfy that unfulfilled longing, but I have never done it. It's a great satisfaction, however, to know that I still have the desire, that I have the money and that the bananas are there whenever I want them. Perhaps I shall bring them all together some day.

"But the other of Mr. Ingalls' achievements! O, it's mighty fine to be able to do as you please—to never have to 'hurry to the office' and still to be in the fray and have an office to hurry to. There's only one thing better and that is to be on the sunny side of forty and to be steadily climbing up the ladder to the point where you know you won't have to hurry to the office some day. That last of Mr. Ingalls' is an ambition worth any man's best efforts.

A Clerk Who Knew How.

A couple of years ago a man opened a grocery in one of the cities of a neighboring State. He was what is called a good fellow, but he had never learned the story of the value of little things. He continued along in business for a couple of years, most of the time hanging on to the ragged edge of despair, uncertain whether or not another week would find him still in business. Luckily for him he had a newly employed clerk who knew how to take advantage of opportunity when it came knocking at the door. Within half a block of the store was situated the high school. Several times on rainy days, some of the pupils had run into the store during the noon hour and purchased a few cakes for lunch. On one of these occasions a pupil while making his purchase, remarked to the clerk that it rained too hard for him to go to the regular lunching place. The clerk began making inquiries at once, and soon ascertained the fact that a great number of the pupils lived too far away to get home for dinner, and that they were accustomed to going to a lunch counter three blocks away for their noon luncheon. This bright clerk immediately saw great possibilities in this condition of things, and before the next noon came around he had a small gas stove and a coffee pot doing active service. It took but a single day for the pupils of that school to learn that they could get an excellent lunch close by. The ultimate result of that clerk's quick wit and prompt action was the saving of the proprietor from bankruptcy. The pupils are eating at that store to-day; and the profits from their patronage not only pays the rent of $30 a month, but a great part of the clerk hire as well.



It has come to our knowledge that there is an attempt to introduce on the market a WASHING AMMONIA made from **Bones and Animal Refuse.** We trust that the trade will take time to investigate the character of this STUFF which, if sold to the consumer, will only tend to discourage the use of Ammonia as a household article.

PACIFIC AMMONIA BOTTLING CO.,
Sole Manufacturers of Ammonia from mineral products on the Pacific Coast
GEO. HERRMANN, Pres., 310 Sacramento St., San Francisco, Cal.

CAUTION—As there are numerous brands of impure and weak washing ammonia offered to the trade imitating the style of our label, be careful to see that our signature Trade Mark is on each bottle.

Trade Mark.

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R. A. Holcombe & Co.
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Johnson-Locke Mercantile Co.
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T. A. Snider Preserve Co.
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Henry Miller.
Ehrman Bros. & Co. .....225 California

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587-589 Howard.....Phone: Main 5813

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Cudahy Packing Co.
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Heineman & Stern.
916 Larkin .....Phone: East 242

P. F. Rathjens.
1311-15 Pacific.....Phone: East 1875

Western Meat Co.
6th & Townsend ....Phone. Priv. Ex. 5

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122 Market.....Phone: 1433

RUBBER STAMPS.

Patrick & Co.
111-113 Sansome .....Phone: Main 1768

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Dodge, Sweeney & Co.....116 Market

Leslie Salt Co.
C. E. Whitney & Co.....715 Kohl Bldg.

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J. Marshall & Co.
12th and Market .....Phone: —

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Price & Co.....846 James Flood Bldg.

Standard Computing Scale Co.
Detroit ..... Michigan

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New York .....N. Y.

Scott & Gilbert Co.
214-216 Mission.....Phone: Main 451

Whittemore Bros. & Co.
Boston ..... Mass.

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The Natural Food Co.
Niagara Falls .....New York

SOAPS.

B. T. Babbitt (Inc.).
The C. B. Jennings Co ..121 California

Enoch Morgan's Sons' Co. (Sapolio).
109 California .....Phone: Main 1972

Grandpa's Wonder Soap.
Castle Bros. .....463 Mission

Los Angeles Soap Co.
115 Davis .....Phone: Grant 110

SOOTHING SYRUP.

Mrs. Winslow's Soothing Syrup.
Anglo-American Drug Co.....New York

STARCH.

Riverside Corn and Gloss.
Kelley-Clarke Co., ...130 California

STORE FIXTURES.

Pacific Store and Office Fixture Co.
3253-3259 16th .....Phone: Bush 2671

SYRUPS, ETC.

Old Manse Maple Syrup.
Castle Bros. .....463 Mission St.

Pacific Coast Syrup Co.
713 Sansome .....Phone: Main 2

WINES, LIQUORS, ETC.

Ahrens, Fein & Bullwinkel.
620 Post .....Phone: East 720

Hilbert Mercantile Co.
136-144 2nd St.....Phone: Priv. Ex. 313

Italian-Swiss Colony.
Battery & Gr'nwich.Phone: Priv. Ex. 448

E. Martin & Co.
54 First .....Phone. Main 380

A. Vignier & Co.
429-431 Battery .....Phone: Main 1507

Wichman, Lutgen & Co.
29-31 Battery St. .....Phone: Main 5588

WHOLESALE GROCERS.

William Cluff Co.
201 Market.....Phone: Priv. Ex. 419

Suydam Bros. & Rogers
14-16 Spear.....Phone: Main 5896



GUSTAV LIEBOLD PHONE SOUTH

GAMBRINUS BOTTLING CO.

Sole Agents and Bottlers of

Gambrinus Brewing Co.'s

PORTLAND, OREGON

SELECT PILSENER LAGER BEER

OFFICE AND BOTTLING WORKS

160 Thirteenth St., near Folsom, S. F.

Highest Grade Package Goods for Family Trade

ROYAL AND QUEEN'S TASTE

(1 lb packages) (½ lb cartons)

Macaroni, Vermicelli and Spaghetti

ROYAL ITALIAN A. B. C. PASTE, in 1 lb papers
GOLDEN GATE EGG NOODLES, in ½ lb papers

For Sale by all Jobbers

PETERS BROS., BALTZ & DITTMANN

PROPRIETORS

The California Brewing Co.

Douglas Street, bet. 17th and 18th

SAN FRANCISCO, CAL.

TOBOGGAN

MAPLE SYRUP -- IT IS BEST

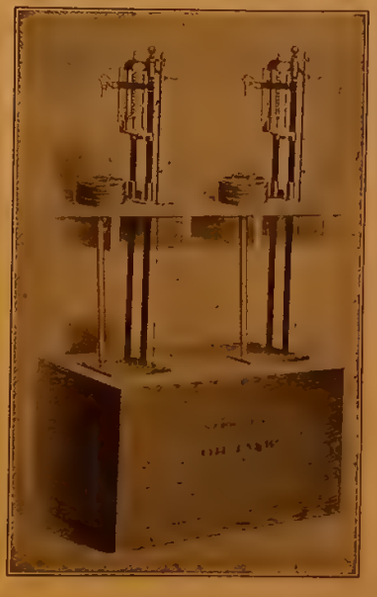
Pacific Coast Syrup Co.

SAN FRANCISCO

THREE REFINERIES: SAN FRANCISCO, PORTLAND and SEATTLE.

DON'T DECIDE

NOT TO BUY NOW UNTIL YOU HAVE FULLY INVESTIGATED



DOUBLE CELLAR OUTFIT

The Bowser

Self Measuring

Oil Outfit

is greatly improved and the best we have ever made. It has many advantages which you would find would materially assist you in making a profit on your oil handled. In fact, it will in a very short time save you more than it cost. It costs you nothing to investigate. Write today for full information. It's free. Ask for Catalog "B B"

S. F. BOWSER & COMPANY

FORT WAYNE, INDIANA

He Knows How

John B. Meyenberg is the Inventor and Original Manufacturer of Evaporated Cream. For TWENTY (20) YEARS the making of Evaporated Cream has been his life work. All the fruit of that special knowledge and experience he has put into the manufacture of

ALPINE CREAM

POPULAR WITH CONSUMERS BECAUSE OF

Purity -- This is ABSOLUTELY GUARANTEED.

Rich Flavor -- Is UNEXCELLED. Has not the "cooked taste" of other creams.

Golden Glow -- PROVES ITS RICHNESS IN BUTTERFAT.

POPULAR WITH RETAILERS BECAUSE OF

Satisfaction -- Customers want no other when they have once tried ALPINE.

Advertising -- Its good qualities are being told in many ways.

Profit -- The selling price is maintained and insures a fair margin for the retail grocer.

For Sale by all Jobbers.

ALPINE EVAPORATED CREAM COMP'Y

95 Market St., Rooms 212-213, San Francisco.

(Factory: Hollister, Cal.)

THE RETAIL GROCERS ADVOCATE

A. H. POWERS, Editor

SAN FRANCISCO, CAL., SEPTEMBER 22, 1905

Vol. 10, No. 38

M. J. B. Coffee

sells better than any other

Why?

IXL - Kapp and Street - W.G.M.

TAMALES

IN

KEY-OPENER CANS

RAINIER BEER

Is Not Unfair
But the Boycott is.

Investigate both sides of the question.

JOHN RAPP & SON, AGENTS
Phone South 473.

YOU ARE ALWAYS SURE of a sale and a profit if you stock SAPOLIO. You can increase your trade and the comfort of your customers by stocking

HAND SAPOLIO

at once. It will sell and satisfy.

HAND SAPOLIO is a special toilet soap—superior to any other in countless ways—delicate enough for the baby's skin, and capable of removing any stain.

Costs the dealer the same as regular SAPOLIO, but should be sold at 10 cents per cake.

THE OVERLAND LIMITED

has

Electric Lights in Every Berth

The new composite-observation cars, the train libraries, excellent dining-car service, luxuriously appointed sleeping cars, and the courtesy of the attendants make this one of the finest trains in America.

The magnificent scenery of the Sierra Nevada and Rocky Mountains, and the novelty of crossing the great Salt Lake by rail add to the enjoyment of the trip, and make it one of unusual interest.

San Francisco to Chicago in less than three days.

Full particulars of agent,

SOUTHERN PACIFIC

THE GROCER SAVES MONEY

The Customer is Pleased,

Where

THE O. K. CHEESE CUTTER

is used.



$20.00 Net

F. O. B. Detroit, Mich.

Cuts the Cheese by weight, or money's worth. **Does it better than any other**—Is absolutely accurate. Cannot get out of order.

Our Testimonials Come from Satisfied Users.

We could not spare a single Cutter to send to the World's Fair at St. Louis—Needed all we could make to fill orders.

Catalog supplied from Dept. R. Write for one.
Give your Jobber's name and address.

The Standard Computing Scale Co., Ltd.

DETROIT, MICH.



SHREDDED WHOLE WHEAT RECOMMENDATION

The Best Cereal Food to Eat, and
The Best Cereal Food to Sell, is

Shredded Whole Wheat

It is made in two forms, Shredded Wheat **BISCUIT** and **TRISCUIT.**

TRISCUIT is a CRACKER, not a "breakfast food." It is used as toast in place of ordinary bread toast, and for all purposes for which the common white cracker of commerce is used.

Shredded Wheat **BISCUIT** is the standard wheat food of the world, delicious for breakfast, or for every meal for every day in the year. It contains all the nutriment in the whole wheat in digestible form. A good seller all the year round.

THE NATURAL FOOD COMPANY
Niagara Falls, N. Y.

Common Sense teaches Grocers to sell what pays Best

AND GIVES SATISFACTION.

That's why **1000** Retail Grocers in the Bay Cities sell **"A 1" FLOUR.**

You can MONEY BACK our goods.

BEST ON EARTH

"A 1" FLOUR



We claim that **"A 1" FLOUR** will make MORE LOAVES OF BREAD to the barrel and BETTER BREAD than other flours.

WE MAINTAIN THE RETAIL SELLING PRICE.

Tell us how to do more and WE'LL DO IT!

GLOBE GRAIN & MILLING CO.

MONTGOMERY AND CHESTNUT STS., SAN FRANCISCO, CAL.

Telephone Bush 759.

(Please mention the ADVOCATE to Advertisers. It helps us materially.)

FOR FIRST-CLASS TRADE

Diamond "C" Goods Are Recommended.

The Leading Grocery Firm of Chico Writes:



NOTHING IS QUITE SO GOOD

CHICO, CAL., June 1, 1905.

THE CUDAHY PACKING CO.,
San Francisco, Cal.:

Gentlemen: — There is one great pleasure that we are enjoying, and that is selling your **Diamond "C" Hams** and **Bacon.**

For First-Class Trade, we Highly Recommend Them.

We remain,

Yours respectfully,

F. W. MILLER CO.
INCORPORATED.



FINEST IN FLAVOR AND APPEARANCE

"THE TASTE TELLS"

Any Way You Examine a McCray Refrigerator



No. 410 Grocers' Refrigerator.

Inside or Outside, it is a True Realization of all that is Best in Refrigerator Construction

THE McCRAY REFRIGERATOR RANKS

first in every way. It is sold entirely on its merits and is known everywhere for superiority.

McCRAY REFRIGERATORS are perfect refrigerators and will in a short time repay their cost through saving of butter and other provisions, and ice.

We can here give you but a faint idea of the McCray refrigerator. Let us send you our catalog showing our extensive line from which you can make a selection.

SOLD ON EASY PAYMENTS.
McCRAY REFRIGERATORS ARE GUARANTEED.

BECK - WAKEFIELD COMPANY
GENERAL AGENTS
122 Market Street, San Francisco, Cal.

MAKE MORE PROFIT

MILL Goods

(20 Varieties)
IN
2-lb. and 5 lb.
CARTONS
No Germs – No Bugs



The Only Reliable

Superior Quality — Thoroughly Sterilized
Always Fresh, Neat and Crisp

Most Profitable

SELLING PRICE ABSOLUTELY PROTECTED
No Waste –:– Easily Handled –:– Attractive for Display
Manufactured and Packed **EXCLUSIVELY** by Machinery and therefore
ABSOLUTELY CLEAN

For Sale by All Jobbers. **Del Monte Milling Co.**

Retail Grocers' Advocate

CALIFORNIA RETAIL GROCERS' AND MERCHANTS' ASSOCIATION — OFFICIAL PAPER — RETAIL GROCERS' ASSOCIATION

Vol. 10 — SAN FRANCISCO, CAL., SEPTEMBER 22, 1905 — No. 38

THE RETAIL GROCERS' ADVOCATE

Published Every Friday by
ADVOCATE PUBLISHING CO.

Subscriptions:
One Year $2.00
Single Copies ..... .10

PUBLICATION OFFICE:
456 MONTGOMERY STREET.
Rooms 413-414. - Tele. John 2001

Entered at the Postoffice at San Francisco as Second Class Matter.

Points to Watch

SARDINES.
The French sardine pack has been bad, and importers are looking for higher prices as soon as present stocks in this country are diminished.

MAPLE SUGAR.
The 1905 crop is already out of the growers' hands in Ohio, Pennsylvania and Vermont, and higher prices are predicted before 1906 sap is sugared.

CANNED TOMATOES.
A sale of 3000 cases of California standard tomatoes to a St. Louis firm is reported at 80 cents. Local owners have practically withdrawn prices.

WALNUTS.
A ig Eastern dealer insists that the opening prices on walnuts will be the lowest of the next twelve month.

CANNED SALMON.
Jobbers paid 85 cents for thin Red Alaska salmon and are selling it at all sorts of prices from 87½ cents to $1.20 a dozen. It will never be cheaper.

CODFISH.
The Atlantic catch is still short. This means a continued Eastern demand for Pacific cod and higher prices.

OLIVES.
According to the "Grocery World" there will be decided advances in olives owing to crop shortage and poor quality.

A MODERN NECESSITY.

In these days of close competition the grocer cannot afford to lose profits through careless leaks. One of the necessities of the modern grocery store is the Money Weight Scale, which helps the grocer to give the customer exactly as much as is purchased. With the old scales, when the goods are put up by a clerk who has no immediate interest in weighing accurately, the grocer suffered to the extent of hundreds of dollars every year through overweight and wrong calculations.

The Money Weight Scale enables him to obviate this evil very materially. Its factory is the largest of its kind in the world, and it is said that 90 per cent of the computing scales on this market are produced by the Money Weight Scale Company. Pierce & Co. are the Pacific Coast agents. They have offices in the James Flood Building, Market and Powell streets.

BUILD A WAREHOUSE.

Butte, Mont.—The Butte Wholesale Grocery Co. will erect a warehouse to cost about $30,000 in the near future.

Convention Was Valuable.

'Frisco Delegates to Stockton Report About Good Work Done There.

The principal events of the meeting of the San Francisco Retail Grocers, on Wednesday evening, was the report of H. W. Burmeister for the Theatre Party Committee and the report of the delegates to the State convention.

Mr. Burmeister said that the theatre was to cost $450. He told of the excellence of the play in which Barney Bernard was to appear as "His Honor, the Mayor." A large part of the tickets had been sold.

Mr. Connolly reported that nearly all the orchestra seats had already been taken and that all the boxes had been sold.

J. P. McGuire, chairman of the Grievance Committee complained that Joseph A. Stulz was employing a premium device. Geo. B. Doyle protested against attention being directed towards Mr. Stulz when other members were giving premiums and trading stamps without any attention being paid to it.

Mr. Connolly insisted that the Association would lose members if they made it a practice to single out individuals for censure while overlooking the same thing in others. He insisted that it was not wise to make fish of one and flesh of another. He added that he thought it unwise for Mr. Stulz to give premiums and not consistent with his past work for the Association. H. W. Burmeister advised that no action be taken for thirty days.

The secretary was instructed to write to Mr. Stulz and ask him to reconsider his actions as to giving premiums, and to notify the Association within 30 days as to his intentions.

Delegates' Report.

H. W. Burmeister was the first delegate to the Stockton convention called on to report. He told of the value that accrues to grocery merchants from coming in contact with the successful working forces of other cities. Mr. Burmeister reviewed the resolutions that he thought best pointed the way to better trade conditions

He pointed out how much more the little grocers received from associations than the big grocers and told of the big men who were at the Stockton convention.

In conclusion he said, that the chief lesson he had learned was the value and necessity of being a 'booster" rather than a 'knocker."

John P. McGuire told his idea of how some of the political wires of the convention had been pulled and that he had a good time.

H. Wolking spoke of the lesson taught by the splendid feeling existing among the grocers of Sacramento and Stockton, where the grocers were not bickering among themselves, and the results that were secured in consequence.

J. M. Sullivan said he had attended

Continued on page 8.

Jobbers Called Down.

Manufacturers Do Not Desire Their Goods Used as Bait for Suckers.

Big department stores are always looking for suckers. They offer them "something for nothing," and then rob them when they get a chance.

The "bait" the Broadway Department Store of Los Angeles is offering its "suckers" is the offering of a few grocery staples with whose price all housewives are familiar, at prices that leave no profit. They are under heavy expense with big rent, an expensive salesforce and large advertising, and this expense together with their losses on their "grocery" baits, they tack on to other goods and make the "suckers" pay in directly for what they are told is a "gift."

Many wholesalers are not willing to help a department store work this rotten and dishonest game of advertising at the expense of the retail grocers.

All the wholesale grocers in Los Angeles have taken the stand that they will not lend themselves to the schemes of a firm that avows openly its intent to disrupt trade conditions for the sake of luring gullible innocents into its other departments where they will make up on the dishonest advertising in the grocery departments by equally dishonest high prices on other goods.

Two wholesale grocery firms in San Francisco have declared themselves as opposed to aiding and abetting the methods of these dishonest advertisers. They are:

Haas Bros.
J. H. Newbauer & Co.

Several wholesale houses who owe their wealth to the retail grocers have been willing, for the sake of a few orders, to sacrifice the welfare of the retail grocery trade.

The **Advocate** does not give them the publicity they deserve now, because the Retail Grocers' Association of Los Angeles has not asked for it. The Los Angeles grocers evidently think that the wholesale grocers of San Francisco have enough sense and decency to realize that it pays to do what should be done without being forced to be decent.

The **Advocate** would like to see such a state of affairs, but hardly hopes for it. There are several wholesale grocers of San Francisco who say: "What is the welfare of the Los Angeles grocers to us?"

They are like the man who spat out of the window of an office building. When a friend remonstrated that he would annoy the people on the pavement below, he said: **"Oh, they're no friends of mine."**

But the manufacturers of the big staples realize that they have much at stake. They realize that inactivity on their part would mean the loss of trade and prestige. They have warned the San Francisco jobbers that the Los Angeles retailers are their friends and that they will not stand by to help rob them for the sake of a faking department store, who would be willing to ruin the 600 retail grocery stores of its city if that would help them to get a hold on ten gullible 'suckers" they could rob in their other departments.

It is the fault of the grocers themselves that more manufacturers have not taken this step.

All Boxes Sold.

Large Advance Sale Guarantees Success of Grocers' Theater Party.

"HIS HONOR, THE MAYOR," PLEASES.

The advance sale of seats for the Grocers' Theater Party on Monday evening, September 25th, insures a successful evening both socially and financially. Every one of the boxes on the orchestra floor have been sold. Those who have not yet exchanged their tickets for seats will find it necessary to act promptly if they do not wish to be forced to accept seats in the dress circle.

"His Honor, the Mayor" is a very funny farce-comedy. It is the story of a diminutive but hustling German theatrical manager named Adolph Slitz, who is a member of the Broad of Aldermen. In the absence of the Mayor, Mr. Slitz becomes Mayor pro tem., and his brief reign as the chief executive of the City of San Francisco gives opportunity for a great deal of fun and laughter.

Barney Bernard plays the part of Adolph Slitz. It is different from any role that he has ever appeared in in



BARNEY BERNARD.

San Francisco. He impersonates a German, and it would be hard to recognize in him the Hebrew caricaturist.

There is a long list of characters, all of which are strongly cast. Lillian O'Neil, a very beautiful woman, plays the part of Lillian Hustle, a successful prima donna. Irene Outtrim, a very pretty girl with a beautiful voice, has the part of Pauline Lucky, who wishes to be a prima donna. The masculine part of the cast is in strong hands, and the play is splendidly costumed and presented with interesting stage effects.

Everyone who goes to the performance will not only be helping a good cause, but will also be having a particularly jolly evening.

The committee has been working hard in selling seats. In this regard, State Secretary Frank B. Connolly and J. M. Sullivan are the star performers, both of these gentlemen having sold several hundred seats apiece.





If It's "Nicelle"
It's Sure to Sell

"NICELLE" OLIVE OIL

THE PUREST

Olive Oil on this or any other Market.

The United States Government Bureau of Chemistry
will substantiate our Purity Claims.

SUPERB QUALITY

More Highly Refined than other brands, **Clear, Brilliant,**
Has a **rich, delicate, nutty flavor.**

A Reputation Maker
For High-Class Trade

RECOMMENDED BY

Janet McKenzie Hill,
Editor The Boston Cooking School Magazine.

Cornelia Bedford and **Mrs. Helen Armstrong**
Culinary Editor Table Talk
Lecturer and Teacher of Cookery, Chicago.

Write for a Copy of

"Salads: How to Make and Serve Them."

Send us an order for Nicelle Olive Oil and furnish a list of your best customers, and we will send a copy of this book to each of them.

Pim-Olas. Selected large Queen Olives, stuffed with mild sweet peppers specially treated, wholesome, delicious, appetizing, an ideal table relish.

Baby Pim-Olas Are made of large manzanilla olives, prepared exactly as Pim Olas differing only in flavor which some connoisseurs prefer.

White Label Queen Olives Only the finest hand selected fruit used, directly imported, prepared and packed with the greatest care.

FORK GIVEN WITH EACH BOTTLE. SAMPLE BOTTLE WILL BE MAILED ANYWHERE ON RECEIPT OF 15 CENTS

Nicelle Olive Oil Made in Nice, France, only from selected sound olives, Absolutely pure, unadulterated, having a unique and delicious flavor, peculiar to itself, and superior to any other oil

SOLD BY ALL DEALERS.

Seville Packing Company, New York.
EXCLUSIVISTS IN OLIVES AND OLIVE PRODUCTS.

SPOHN - PATRICK COMPANY

PACIFIC COAST AGENTS

16-18-20-22 FRONT STREET, SAN FRANCISCO, CAL.

Branch Houses: Portland, Seattle, Denver, Salt Lake City.

SPOHN - COOK COMPANY - - LOS ANGELES.

SEASONABLE SUGGESTIONS.

Pointers "Borrowed" From the Columns of Various Careful Contemporaries.

Keep the barrel of fish covered.

Be prompt with the delivery. It pays.

Try to become a tea and coffee expert. It will pay.

Cured fish is selling again in good quantities. It is high, as a rule.

Something doing every day in the canned salmon market. Red Alaska will never be cheaper.

Now is the time to repaint the interior of the store and rearrange the stock. Then for the heavy fall run

Get rid of strictly warm weather items as fast as ever you can. Delay to move such goods is apt to prove fatal.

The show window is wonderful as a help when it is properly utilized. It is a sad handicap when it harbors dirt and dead flies.

Can you walk into the store in the dark and put your hand on any line of goods? If you can, you know the stock as you should know it.

Now is the time to work up enthusiasm on that new line of coffee. People will take more interest in it as soon as the weather turns cool.

Tea is steady to strong. The peace between Japan and Russia eliminates some of the uncertainties that were constantly present in the tea situation.

The first consideration in the window service should be cleanliness. After that constant change of design and goods. After that the nature of the design.

Use plenty of window cards and put price cards freely about the store. They need not be elaborate. They should simply tell their story briefly and clearly.

The world's visible supply of coffee on September 1st this year was 12,102,496 bags, against 11,465,641 bags on August 1st this year, and 13,492,498 last year.

The show window is one of the greatest aids to success when properly used. In nine out of ten business failures the cause should be writ large: "Didn't properly use the show window."

Let the window tell your story to the public—the story of good goods, honest dealing and good service. The truth cannot be disguised when the observer is interested enough to look closely.

Use plenty of mirrors in the window, strips of them, horizontally and perpendicularly. They will attract people, add to the apparent size of the window and make a few goods look like many.

Get the new groceries out. Be the first to offer the new canned tomatoes, corn, etc. When the new raisins and prunes come in give them a front position. New rice is now to be had. Advertise it.

All cured fruit is high. This has been noted from time to time, and is no particular news. However, apples and apricots have both been marked up this week about a cent a pound. And the end is not yet.

The dried apple crop will be short and in New York State the bulk of the supply will be low grade fruit Dealers are now paying a little more for prunes than they would have paid had apples been a full crop.

Better get a new tank for the kerosene this fall. The season of the heavy demand is coming and it will be time and money saved to have an up-to-date self-measuring pump. It may save a fire in the store, too.

Reports indicate that there may be a decline in canned corn, owing to the large pack. Although it is too early to speak with assurance, it is very evident that the production of corn will be large and that a lower level is not impossible.

There is no class of trade that is not attracted by cleanliness—or at least no class worth considering. Once a week is none too often to give the store a thorough scrubbing, and twice a week would be better in the spring, summer and fall.

When the stock is small and the selling force is limited to one or two men, there will be excuse if the window is neglected, but we do not see how the owner can excuse himself. The welfare of the business demands a well-kept window.

Some people say the show window service is exaggerated as to its influence upon sales. Probably their window service is of little influence upon their sales. But that proves nothing, except that they are missing valuable opportunities.

Its low cost is one of the greatest merits of the window service. What other advertisement costs so little to maintain? Probably if it were more expensive there would be more desire to make every day count in the window service, and then the changes would always be frequent

The tea and coffee question becomes ever more pressing to the retail trade at large. The delicatessen dealers are making a big bid for the trade of the coffee and tea drinkers of New York, and it behooves the grocers to be up and doing. Premiums will not do as a substratum for a fine tea and coffee trade. Quality must be the foundation.

A St. Louis shoe dealer covered the window floor with sawdust dyed green and upon the sawdust he placed mats of white cotton-batting for the shoes to stand upon. How would green sawdust suit the grocer who wishes to make a striking floor upon which to exhibit fresh fruits? Oranges and lemons would show up finely upon a green ground.

When business is so good as it will be this fall it is the time to devote more energy to the expansion of the fancy grocery department. When the trade has plenty of money it will buy these lines with freedom Some extra nice bottled goods or something different in the way of canned food may be a fine thing to add to your line. But it must not be left to sell itself. Advertise and demonstrate it.

A form of grocery advertising that is not extensively used and yet is effective is the plan of taking up some one article of foodstuff that is not well known and explaining about it. If told in a crisp, talky style such an ad is interesting to every housewife. Something of the history of the product can be told as well as the best methods of preparing it. A list of prices, together with the different size packages it comes in—if it is cartoned goods—should follow the descriptive matter.

If a lot of candies or prunes are dumped down upon the floor of the window and ticketed at a low price, the sale may be small, for the cavalier or rough treatment of the goods will inevitably suggest suspicions of inferiority of quality. But let only a few pounds be shown, spread upon strips of delicately colored satin, a handful upon each, and then ticketed at the same low price, they should sell well because their treatment and surroundings would suggest that the quality was better than the reality.

This is the time of the year when the retail catalogue house gets the farmer's order for enough groceries to last him through the winter. Why not go after the farm trade on the same scale? Make prices on cases of tomatoes, corn, canned fruits, etc. put up combinations of canned goods, dried fruits, sugar, and other necessities, pricing them a little under the regular small lot figures. The chances are that when you have done this you will find that your prices are lower than the mail order house figures, especially when freight is added.

Salmon has become a staple food product in its various preserved shapes, yet doubtless there are grocers who are not posted at to the various kinds. Salmon is salmon, but all salmon does not bring the same price. Prices range from the royal Chinook at the top to the chum or dog salmon at the bottom. These are the varieties: Royal Chinook, Sockeye, Blueback, Tye, or Red Salmon; Silver, Cohoe or Medium Red Salmon; Humpback or Pink Salmon; Steelhead, Chum or Dog Salmon. It is not safe to judge canned salmon by its color. The oiliness and flavor are safer tests.

THE DEMAND FOR Malta-Vita



The quality of Malta-Vita explains its rapidly increasing sales. Malta-Vita doesn't belong to the **tasteless** variety of flaked wheat foods. It's good to eat and the public is finding this out. Malta-Vita's crisp brown flakes are healthful, too.

NO PREMIUMS USED

Premiums are not given with Malta-Vita. It is sold strictly on its food merits, and intelligent people appreciate this fact.

Malta-Vita Pure Food Co.

BATTLE CREEK, MICH., and TORONTO, CANADA.

A MATTER OF HEALTH

ROYAL



BAKING POWDER

Absolutely Pure

HAS NO SUBSTITUTE

All Grocers should carry a full stock of Royal Baking Powder. It always gives the Greatest Satisfaction to customers, and in the end yields the larger profit to the Grocer.

RICE CROP CONDITIONS.

Department of Agriculture Explains Reason For Shortage and High Prices.

The following interesting and important bulletin was printed in the August "Crop Reporter" of the U. S. Department of Agriculture:

"The unusual and unprecedented low range of values for all styles and grades of edible rice, prevailing during the fall and winter of 1904-5, and even up to April, had a demoralizing effect upon the entire rice industry of the United States. Prices remaining below the cost of production not only resulted disastrously to a large number of planters, but were calculated to delay the preparation of the soil for the coming crop of 1905-6. As a consequence, many farmers held back from planting.

"The extremely low prices for American rice induced a greater movement in the way of distribution than was ever known and as early as April it was evident that not only the surplus stock carried over from last season would be consumed, but that the crop of 1904-5 was scarcely sufficient to meet the average requirements of the trade up to the coming of the new crop.

"As soon as these conditions became generally known a sharp advance in the prices of all grades of rice become general, and the improvement in values naturally added great strength to the situation.

Rains Prevent Planting.

"April, however, was accompanied with excessive rains, extending well into the month of May, which prevented plowing, and where last season on May 20 over 86 per cent of the crop was planted and sufficiently far advanced to enable this Department to pass upon "the stand," this year (1905-6) at the same date not exceeding 30 per cent of the intended rice area was planted, and not exceeding 50 per cent of the plowing was done.

"The acreage for the season of 1905-6, by necessity of late field operations, and for other reasons before referred to, is largely reduced. An excessively dry spell in early June made the land in the Gulf Coast section so hard as to make further plowing impossible, and this, succeeded by excessive rains and floods, carried the planters over the planting period, though this season, throughout the Gulf Coast section, it was extended to the first week in July.

"Upland" Cultivation Declines.

"In North Carolina, and the section of the State where the cultivation of upland rice is confined, the rice industry has continued to diminish for several years, until now, the cultivation of upland rice is confined to "small patches."

"In the tidewater section of the State, along the Cape Fear River and its tributaries the reduction in acreage is even greater.

"In South Carolina there is a marked reduction in acreage. In Georgia the reduced acreage is not less than 21 per cent.

Less Than Half Acreage.

"While the acreage of the two Carolinas and Georgia last season was estimated at 44,100 acres, this season (1905-6) it is estimated to be about 24,100 acres, or a reduction of about 55 per cent.

"In Louisiana and the alluvial district along the Mississippi River and its tributaries we are advised of a marked reduction in acreage. In Texas we find a reduction in acreage. Much new land is, however, taking the place of abandoned acreage. The reduction in acreage will scarcely exceed 16 per cent.

"In Florida, Alabama and Mississippi a reduction of acreage of about 25 per cent is most likely.

"The total area devoted to the cultivation of rice in the United States last season was estimated to have been 662,006 acres; this season, 1905-6, the acreage will not exceed 490,000 acres, which indicates a total net reduction in acreage for the United States of 26 per cent."

NATIONAL PRESIDENT PLEASED.

Results of California's State Convention Cause for Approval.

Mr. F. B. Connolly, 456 Montgomery St., San Francisco, Cal.

Dear Mr. Connolly: I read the account of your State Convention in the Grocers' Advocate with much pleasure.

The gentleman whom you have elected president, Mr. Warnke, is a man of great ability and if the other officers are of the same strength, with yourself to help keep up the enthusiasm, there is no doubt that you will accomplish much during the next year.

I am much pleased to read your resolutions, because they embodied mostly what I had written you in what would have been my speech, had I been with you.

The Pennsylvania Convention was also a very great success. I think it was the best convention that I ever attended. They have not affiliated with the National for three or four years through a misunderstanding with Mr. Mason, but I am pleased to say that I have already received some of the per capita tax and no doubt before long that I shall receive the whole per capita tax for the State of Pennsylvania.

Before the time of the convention at Niagara Falls I think we shall have passed through any experimental stage and shall have placed the National on a self-sustaining basis.

The bills that are coming before Congress need a great deal of work by some one. I have not concluded yet just how to manage our part of it before the Congressional Committee. Before the time comes we shall have everything prepared and will keep the grocers of the country, from one end to the other, well posted.

The next few months will slip away very fast when we shall again meet in convention at Niagara Falls. I hope to see a goodly company from the Pacific Coast and I do not think I shall be disappointed, from what I can learn.

Your convention taking the stand it did in regard to the per capita is very assuring. It makes me feel that I want to do still more for the Association at large than I have done in the past. Every resolution passed of that kind places me under greater obligations.

I thank you again and again for your kindly words of appreciation and I assure you my sympathies shall always extend to the grocers of California and the Pacific Coast.

Let me hear from you again soon.

Very truly yours,

JOHN A. GREEN, President.

A SATISFACTORY GELATINE.

It Gives Profits to the Grocer and Pleases His Customers.

Fred. F. Hobbs & Co. are introducing to the Pacific Coast trade the Plymouth Rock Gelatine. This gelatine is granulated and can be measured with a spoon. Every package is divided into two parts, each of which makes one full quart of gelatine. It is positively free from odor and each package also contains a small package of pink coloring to be used for fancy deserts. It requires no cooking or straining. It dissolves quickly and readily, and can be made ready for serving in an hour by using ice. This gelatine has been endorsed by physicians, cooking experts and good housekeepers everywhere. With each carton of Plymouth Rock Gelatine containing one dozen 10-cent packages, a dozen sample packages are given, each of which contains sufficient gelatine to make a pint of jelly. The excellence of the goods is such that the distribution of these samples invariably results in numerous orders, and wherever it has been placed repeat orders have been the rule.

CONVENTION WAS VALUABLE.

(Continued from Page 5.)

all the State conventions and that the one at Stockton was the best of all. He said that if the plans approved at the convention were carried out by the directors, the next convention would be a hummer.

J. W. Offermann took exception to the criticisms made of some of the big men at the convention. He insisted that Mr. Newberry of Los Angeles was showing his sincerity by his work for the grocers. Mr. Fancher of Sacramento had shown the necessity of good fellowship if results were to be secured. This, he thought, was the most valuable lesson of the convention.

Mr. McGuire at this juncture paid a handsome tribute to Mr. Newberry.

Geo. B. Doyle gave the details of the meeting of the convention and how every plan was submitted to committees and then to the convention. He insisted that no attempt was made by any one person to "run" the convention, the idea of all being to consider the desires of every delegate in the cause of harmony and results.

Frank S. Connolly said that he was satisfied that the convention had already brought about a better feeling in San Francisco. As State Secretary he would see that the Association plans were carried out. Since San Francisco had six out of the eleven directors, the interests of the local grocers would not be neglected.

Under "Good and Welfare," Mr. Connolly suggested the appointment of a "Committee on Entertainment and Instruction," who should provide a program for each meeting night with the understanding that the entertainment should be the "special order" for 15 or 20 minutes, beginning at 9:30. This matter was laid over.

A committee was appointed to arrange for another hall.



OVERWEIGHT
IS MORE OFTEN DUE TO CARELESSNESS
THAN TO A
POOR SCALE.

THE BOND
AUTOMATIC WEIGHER
IS NEVER CARELESS.

WRITE FOR CATALOGUE
BOND SCALE CO.
Office and Factory
1640 San Fernando Street,
LOS ANGELES
Branch Office and Salesrooms
220 California Street
San Francisco

LILY
CREAM
THE ORIGINAL
BIG CAN

For Sale by All Jobbers.

Pacific Creamery Co.
San Francisco Office, 115 Davis St.

CRACKER-JACK
THE MORE YOU EAT
THE MORE YOU WANT
THE WORLD'S GREATEST
5¢ SELLER

100 Packages to Case $3.65
Case weighs 40 pounds gross.
Dodge, Sweeney & Co., AGENTS SAN FRANCISCO

WASHINGTON IN LINE.

Look Forward to Closer Affiliation With Other Pacific Coast Grocers.

Tacoma, Wash., Sept. 14—The convention of the State Grocers' Association at Tacoma on Tuesday and Wednesday, September 12th and 13th, was a splendid success. There were delegates represented from Seattle, Spokane, Everett, Port Townsend, Centralia and Tacoma. Oregon was represented by F. Dresser and California by J. R. Newberry and J. D. Campbell.

Jobbers Help Retailers.

The sentiment of the Washington grocers was well expressed by their president, Lieutenant-Governor C. E. Coon, who expressed appreciation of the possibilities of co-operative effort on the part of the grocers in the three Coast States. He also spoke eloquently of the help accorded the Washington retailers by their jobbers, saying:

"In our effort to better retail trade conditions in this State, we have been very ably assisted by the Washington wholesale grocers and manufacturers as a whole. I have made inquiry of members in different parts of the State and find that the wholesalers and manufacturers have vied with each other in rendering financial and moral support. This, when contrasted with the antagonistic and indifferent position of the wholesalers and manufacturers of Oregon and California is all the more striking and should be a source of gratitude and encouragement for the work we are trying to do.

"Recent events in Oregon encourage the hope for better conditions there in the future. Our California friends are making substantial progress in impressing upon the selfish and indifferent wholesaler and manufacturer there the injury to trade resulting from their action and for which we, in this State, are made to suffer.

"It is well known that some of our cutters would have to go out of business were it not for the piratical aid extended by those outside of our borders.

"Another wonderful help to the Association is the trade press of the State and. I might say with truth, of the United States."

Good Resolutions Adopted.

Resolutions were passed covering the following matters:

1st—Endorsing the Dixon bill now before Congress, compelling Government employes to pay legitimate accounts.

2nd—Against the using of trading stamps and other gift premium schemes.

3rd—Against putting out short weights and measures whether by manufacturers, producers, wholesalers or retailers.

4th—Condemning the Parcels Post law.

5th—Declaring positively in favor of the manufacturers fixing and maintaining retail prices on their products and promising preference to manufacturers who take such steps.

6th—Thanks to J. R. Newberry.

7th—That the per capita tax of all local Associations shall be computed on July 1st, and shall be due and payable at that time.

8th—Thanks to Lovett M. Wood, delegate to the national convention.

9th—Favoring a national pure food law.

10th—Favoring preferential support to those jobbers who refuse to sell to cutters.

Numerous interesting addresses were delivered which will be printed later.

Officers Chosen.

Officers of the Washington State Grocers' Association were elected as follows:

President—Chas. E. Coon, Port Townsend.

Vice-President—Chas. H. Plass, Tacoma.

Treasurer—C. H. Buelow, Spokane.

Secretary—J. J. Higgins, Seattle.

Directors for Washington for Pacific Coast Retail Grocers' Association—C. H. Plass. C. Anderson and A. F. Bickford.

The following nine gentlemen were elected trustees for the State Association: Spokane, E. E. Parmeter; Sprague, Walter J. Gray; North Yakima, E. Maillious; Seattle, A. F. Bickford; Tacoma, J. H. McDonald; Everett, J. A. Myers; Port Townsend, Chas. E. Coon; Aberdeen, Eugene Shelley; Centralia, Wm. Scales.

Pacific Directors Meet.

Pursuant to the requirements of their constitution and by-laws, a meeting of the Pacific Coast Retail Grocers' Association was held at Tacoma during the State convention. Those present were.

California—J. R. Newberry, Los Angeles; J. D. Campbell, Stockton.

Oregon—F. Dresser. Portland.

Washington—Chas. H. Plass, Tacoma; C. Anderson, Spokane; A. F. Bickford, Seattle.

F. B. Fancher of Sacramento was elected president for the ensuing 12 months; H. Hauch of Alameda, treasurer; J. R. Newberry of Los Angeles, first vice-president; F. Dresser of Portland, second vice-president; C. Anderson of Spokane, third vice-president.

The directors approved the steps already taken and authorized the publication of the "Actual Costs" letter.

TO PROTECT PRICES.

New Plan to Make Cutting by Retail Grocers Impossible.

In his last "Bulletin" of the Southern California Grocers' Association, Secretary J. F. Paulding makes public the following plan by which A. Schilling & Co. expect to protect the grocery trade in their profits:

"The most elaborate plan ever devised for the protection of retail prices has been outlined by Mr. Schilling, of the firm of A. Schilling & Co. of San Francisco. The plan undertaken is remarkably simple after the original details have been mastered, but it takes a master mind to figure out the amount of detail matter necessary to put the plan into operation. Those who read the plan as outlined below will not realize how difficult a problem it is to master all the details, until they try for themselves. By simply reading the plan, it will seem simple, yet the detail work necessary in order to make it simple, caused many days of study on the part of not only Mr. Schilling but others who were conferred with from time to time. The plan is as follows:

"Each case of goods has a certain case number and every can in the case is numbered the same as the case. Inside the case is put a profit draft ready for the signature of the retailer who bought the case of goods. This profit draft bears the same number as the case containing the baking powder.

"The goods go to the dealer charged at full retail price and the case number is recorded together with the name of the purchaser.

"The retail dealer upon receiving the goods which have been charged up to him at full retail price, opens the case and finds a profit draft for his profits, and can indorse the draft and use same in payment of the goods just received, or he can indorse it and pay to any other wholesaler, and is not out anything by him having had the goods charged up to him at full retail price. In indorsing the draft the retailer signs an agreement not to sell the goods at a less price than established by the firm of A. Schilling & Company. This draft cannot get into the hands of any other persons than the one to whom the goods are charged, and if it should it would be no good until indorsed by the party receiving the case numbered as charged on the books.

"When the goods are sold through the jobber the numbers of the cases are taken and the jobber receiving the goods are held responsible for continued cutting, for he is notified by the firm of A. Schilling & Company not to sell to anyone who does not maintain the retail price. He must also agree to furnish the name of retailer who bought case number corresponding to those that might be cut at any time.

"This plan is almost identical with that which was submitted to several manufacturers by the Pacific Coast Association last January. About the only different is that the price charged the retailer is full retail price, whereas the Coast plan contemplated withholding about half of the profits. Also that the returns were to be paid with a rebate certificate to be signed by the purchaser in place of a draft.

"We think there is no doubt that this plan will succeed and every retailer who desires a profit should lend every assistance possible to help make the plan a success."

Anybody
can slash and cut
and make believe

Only they can't
do it with

Schilling's
Best



"Every indication points toward a flourishing Fall and Winter business."—*Judicious Advertising.*

Keep A Full Supply
of
Carnation Cream
On Hand

and you will get your share of Cream business.

If you sell Carnation Cream, you can be the Milkman to most of your customers.

PACIFIC COAST CONDENSED MILK CO. Manufacturers, Seattle, Wash. | SPOHN-PATRICK COMPANY Agents, San Francisco, Cal.

A DESIRABLE INNOVATION.

Progressive Idea to Lessen Waste of Handling Mill Products and Increase Profits.

Every retail grocer has been annoyed by the necessity of breaking small packages of meals. What with leakage, down weight, careless weighing by thoughtless clerks, and what not, it is seldom that a sack of meal can be broken without ultimate loss.

To this should be added the annoyance of a dirty corner Meals, under the most favorable circumstances, are not cleanly goods to handle. They attract moths and flies. Even when the sack is not opened, they are liable to develop weavils and suffer from dampness and the absorption of foreign odors. When opened once, the likelihood of loss in this way is largely increased.

Many careful grocers have noted this and so many of them spoke about it that the Del Monte Milling Co. recently put up an entire line of meals (about twenty-five varieties) in two-pound and five-pound cartons, sealed so as to be entirely air tight. These new packages, which are all put up under the "Peacock" brand, have proven enormously popular and also highly profitable for the grocers handling them.

A Boon to Housewives.

They are right in line with the spirit of today when housewives use gas stoves, families live in flats and have telephones with which to order frequently. The smaller packages are a great boon to such housekeepers since they enable them to have variety in their breakfasts without their shelves being cluttered up with a great mess of sacks that are in the way and grow stale unless the household is kept down to a uniform diet.

The Del Monte Milling Co. have ever been in the forefront of progress in this regard. They were the first of the California mills to present their trade with buckwheat flour and whole wheat flour. And now they have come into the market with a line of package goods that will tend to make the grocery business easier and pleasanter.

They do not propose to leave all the work of popularizing these packages to the grocers. An active advertising campaign will be instituted at once. Trained canvassers will be sent from house to house to tell the ladies of the innovation and its merits. These canvassers will distribute beautifully illustrated booklets, carrying numerous valuable recipes and describing the various goods that can be bought in these packages.

Carry Good Profits.

In addition to this, the profits of the grocer will be carefully protected Whereas, the profits on bulk meals is usually from 20 to 30 per cent, the profit on the package goods will be from 30 to 50 per cent. What is more, the manufacturers will fix the selling price of each package and insist that it be maintained. They will not supply these goods to a firm that will not agree to maintain their established prices and a firm that may cut them will find itself saddled with troubles galore.

The grocer need not "load up" on these cereals—as they usually have to do on those of Eastern manufacture in order to get a profit. Meals are in the list of perishable goods. Even those that have been sterilized are likely to deteriorate through age and dampness if kept too long. Buying from a Pacific Coast concern, the grocer can get his goods as he needs them and can insure to his trade freshness and freedom from weavils or other animal life since the meals will be sterilized before packing and the cartons will be made of heavy cardboard.

When a firm like the Del Monte Milling Co. guarantees that it will not let its prices be cut, the retail grocers may feel safe in putting the goods in stock. The trade should also lend encouragement to a manufacturer who seeks to supply a need along new lines, especially when this firm also plans to protect the grocer in his profits

WANT BETTER COFFEES.

"The farmer should be a good customer for a higher-priced coffee than he ordinarily uses, say a thirty-cent line," said a Minneapolis retail grocer recently.

"Instead, most of the farmers drink coffee that retails around 15 to 20 cents a pound. The average farmer nowadays has a bunch of cows and markets his cream, many drawing a check of perhaps $50 a month regularly from the creamery. Then he has his chickens, garden produce and his annual crop.

"He is thus well fixed and can better afford a thirty-cent coffee than the laboring man in the city a twenty-five cent grade which he frequently buys

"We find that the tendency of the farm trade is gradually working towards better coffee, but it is not as rapid as it should be.

"In these days of high coffees the quality of the eighten-cent coffee or the twenty-cent is not what it was a few years ago and the retailer who works his country trade up to a higher priced coffee is doing his customers a favor and making a better profit for himself."

NEVER HAS COMPLAINTS.

B. J. Brophy & Co. of Butte, Mont., one of the firms that received a $60 gold watch from the Porto Rico Co. for being one of the four firms outside of San Francisco to sell the most Ponce de Leon coffee between April 15th and August 15th, in a letter acknowledging the receipt of the watch said:

"We are getting along very well with your Ponce de Leon coffee. It goes steadily in a non-diminishing stream, and we never have a complaint of it. It has, of course, a flavor particularly its own, which requires two or more trials to popularize itself. But after those trials the coffee is established strongly in the consumer's favor.

"We have an order for some now on the road, which we wish you would forward as promptly as possible."

Quality

Counts before QUANTITY with shrewd buyers



—Our Goods are Always Satisfactory—

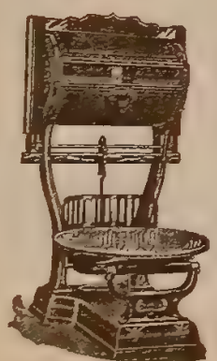
Helvetia Milk Condensing Co.
Highland, Ill.
San Francisco Office, 3 Calif'a St.

FIRST HIGHEST AWARD

The Complete Exhibit of the

Dayton Money-Weight Scales

At St. Louis World's Fair, 1904, received the HIGHEST AWARD and GOLD MEDAL.



MANUFACTURED BY
Computing Scale Co.
DAYTON, OHIO

1—They give the correct value of the article being weighed.
2—They prevent loss from errors in calculation.
3—They save time required in making calculation.
4—They are made better than ordinary scales.
5—With proper care they will last an ordinary life-time.
6—The pivots are of hardened tool steel, and with agate bearings inserted at the proper point, are practically indestructible.
7—They are sensitive to the very small fraction of an ounce.
8—They are an ornament to any store.
9—They are the only scale that is mechanically honest.
10—Customers, knowing them to be an honest scale, like to have their purchases weighed on them.
11—Sold on easy monthly payments.

With the **Money Weight Scales** you at once weigh goods **AT THEIR MONEY VALUE.**

Send for further information to

PIERCE & CO., PACIFIC COAST AGENTS

846 James Flood Building, Cor. Market and Powell Sts., San Francisco, Cal.

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Each of these departments in this Price List is checked up and corrected every week by two or more reliable authorities on values. More than thirty wholesale houses co-operate with us to secure for our List the greatest accuracy possible.

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COLUMN 1.

Department 1.

COFFEE, CHICORY, ETC.

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Mexican	12	13
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Java, brown plantation	30	35
Caracol, prime washed	13	16
Caracol, ordinary	13	14
Guatemala	11	17
Costa Rica	12½	16
Salvador	10¾	12

Roast Coffee.

Salvador	13	20
Costa Rica	16	20
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Arbuckle's, 100-lb	15.87
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"M.J.B.," 60 1's in case	.28
"M.J.B.," 80 2 s in case	.27
"M.J.B.," 94 3 s in case	.25

Schilling's Best Coffee.

Tins: 30-lb price
60-lb case ¼ off

	1-lb cartons	1lb tins	2lb tins	3lb tins
5-star	36¼	39¼	38¼	38
4-star	29¼	32¼	31¼	31
3-star	25¾	28¾	27¾	27½
3-star Laquered (3-lb. tins only)				27½
2-star	22¼	25¼	24¼	24
1-star	18¾	21¾	20¾	20¼

Cartons only in 25, 50 or 100 lb cases can be assorted as required.

The Porto Rico Co.

Ponce de Leon, sealed cans only, 1-lb 30, 2-lb 29, 3-lb 28½

Cream of Moca, 1-lb. cartons 25

La Gloria de Porto Rico in bulk 26

Ground Coffee.

Hill's Bros. Arabian Roast	27
Cafe des Gourmands	25
Mexomoka	25

Chicory.

California	6
Belgian	7
German, Genuine	8

Coffee Extracts.

Bulk, per lb.	07
Vienna, ¼'s, 10-lb bx.	25
Vienna, 1's, 10-lb. bx.	25
Ackermann's, ½-gross bxs., gross	4 00

COLUMN 2.

Department 2.

TEAS.

Japan.

(Panfired. Sundried or Basket-fired.)

Extra Fancy	56	74
Fancy	44	55
Extra Choicest	39	43
Choicest	34	38
Fine	24	33
Fair	22	24

Green China.

(Gunpowder, Imperial or Young Hyson.)

Extra Fancy	55	76
Fancy	33	46
Choicest	25	37
Extra Choice	22	24
Fine	26	31
Fair	20	25

English Breakfast.

Extra Fancy	57	80
Fancy	51	66
Choicest	35	50
Choice	24	36
Fine	20	22
Fair	15	20

Oolong.

Extra Fancy	56	$1.50
Fancy	50	57
Extra Choice	36	48
Choicest	33	35
Fine	27	33
Fair	22	26

Ceylon and India

Broken Orange Pekoe	36	65
Broken Pekoe	33	56
Orange Pekoe	31	53
Pekoe	27	46
Pekoe Soucheng	24	39

Schilling's Best Teas.

(Packed only in 16, 12, 8 and 6-oz. Cartons. Never in bulk.)

Japan, per lb	45
do, 1 crn., 90c; 2 crn.	$1.80
English Breakfast	45
do, 1 crn., 90c; 2 crn.	$1.80
Ceylon	45
do, 1 crn., 90c; 2 crn.	$1.80
Oolong	52½
do, 1crn., 1.05, 2 crn.	2.10

TREE TEA

(Pride of Japan, etc.)
Packed in 1 lb. and ½ lb. cartons

Japan	37½
E. B. Congou	37½
Oolong	50
Gunpowder	45
Ceylon	50

COLUMN 3.

Department 3.

SUGAR AND SYRUPS.

The Western Sugar Refining Company quotes net cash prices as follows. Barrels are an advance of 10c, half barrels, 25c, boxes, 50c, 50-lb. bags, 10c.

Dry Granulated, 100-lb. sk.	4 75
Fruit Granulated	4 75
Confectioners' A	4 75
Cube	5 00
Crushed	5 00
Fine Crushed	5 00
Candy Granulated	4 85
Magnolia A	4 85
Extra C	4 25
Golden C	4 15
Beet D. G.	4 85
"D" Sugar	4 05
H. & E. Crystal Dominos	7 75
Bar Sugar, bbls.	6 06
¼ cent off for prompt cash.	
Do. ½-bbls	6 80
Do. 40-lb. tins	8 60
Do. 30-lb tins	8 60
Do. 30 lb. boxes	7 45

SYRUPS.

Saratoga Drips (Long's)	gal.	Gal.
50-gal. bbls.		$ 50
30 gal. bbbls.		52
17 gal. bbls.		55
5 gal. jackets	2 36	
4½ gal jackets	2 61	
2 gal kits	1 23	
1½ gal. kits	94	
1 gal tins	70	

Pac. Coast Syrup Co.

Tea Garden Drips—	Case
12, 1 gal. tins	$5.40
20, ½ gal. tins	7.70
24, ¼ gal. tins	5.34

Orange Blossom Drips.

		Doz.
6 1 gal. tins	per case	$2 40
12 ½ gal.	" "	2 60
24 quart	" "	2 85
36 2-lb.	" "	33
50-gal. bbls		35
28-gal. ½-bbls.		

Molasses.

New Orleans.

Genuine Light, about 50 gals. bbls.	50
Genuine Light, 30 gal. ½ bbls.	52
Genuine Light, 15 gal. ¼ bbl.	55
Genuine Light, 5 gal. kegs, gal	57

	Doz.
Pelican, 12 1 gal tins	9.60
Pelican, 20, ½ gal. tins	8.90
Pelican, 24, ¼ gal. tins	6.10

COLUMN 4.

Maple Syrup.

Woodlawn (Long's)	case. Case.
Gal cans, 10 to cs.	$11 00
Gal. cans, 6 to cs.	6 60
½ gal cans, 12 to cs.	7 14
¼ gal cans, 24 to cs.	8 10
10 gal. jackets, each	10 15
5 gal. jackets, each	5 11
4½ gal jackets, each	4 63
Qts., glass, 12 in cs.	4 60
Pts., glass, 24 in cs.	4 90

Pac. Coast Syrup Co.

Tobaggan—	Doz.
⅛ gal. tins, 2 doz. to cs.	2.25
¼ gal. tins, 2 doz. to cs.	4.00
½ gal. tins, 20 to cs.	7.20
1 gal. tins, 12 to cs.	13.20

"OLD MANSE"
—Absolutely Pure—
CANADIAN SAP MAPLE SYRUP.



	Doz.	Price.
1 gal. cans, ⅛ doz. in cs.		$14 00
⅛ gal. cans, 1 doz. in cs.		7.50
¼ gal. cans, 2 doz. in cs.		4.25
⅛ gal. cans, 4 doz. in cs.		2.50
Qt. bottles, 1 doz. in cs.		4.50
Pt. bottles, 2 doz. in cs.		2.75
Decanters, 1 doz. in cs.		5.50
4½ gal. Jackets, per gal.		1.00

Retail Discount—5 cases 5%; 10 cases 7½%; 25 cases or over, 10%.

On each package we offer to forfeit $1,000.00 if found short in measurement or containing any impurities.

Maple Sugar.

Vermont, gen. pure, abt. 20 1-lb bricks, per lb	17
Vermont, gen. pure, abt. 10 2-lb bricks, per lb	15½
Log Cabin, in 1, ½ and ¼-lb bricks, assorted in 25-lb pails per lb	15
Scudder's, in 1, ½ and ¼-lb. bricks, asstd., per lb	14

COLUMN 5.

Department 4.

DRIED FRUITS, NUTS AND HONEY.

(Add ¼c for 50-lb boxes and ½c for 25-lb. boxes.)

Apples.

Sundried, sacks	4
Evap, fancy 50-lb bxs.	8½
Evap, ex. choice, 50-lb bx.	8
Evap, choice 50-lb bx.	7½

Apricots.

	1905 Crop
Choice Sacks	11
Fancy Sacks	12
Fancy, 25-lb boxes	12½

Blackberries.

In boxes, per lb.	13

Cherries.

Pitted, in boxes, per lb.	30
Unpitted, in boxes, per lb	11

Currants.

In bbls (tubs 6¾)	6½
In mats, 50-lb	7
Recleaned, in bbls.	7
Recleaned 25-lb boxes	7½
Recleaned, 50-lb boxes	7¾
Recleaned, 1-lb carts.	8¼
Recleaned, 12-oz. carts.	6¾

Dates.

Ford, 14-lb, per lb (70-lb 7)	8
Persian, 65-lb case	8½

Figs (California).

Black, sacks	5
Black, 25-lb boxes, per bx.	1.20
White, bags	4½ 5
White, 10-lb bx, per bx.	60
White, 10 1-lb bcks, pr bx.	65 75

Figs (Imp. Smyrna.)

Fancy, 10-lb bx, per lb.	
Choice, 5-lb bx, per lb.	16

Nectarines.

White	8½
Red	8

Peaches.

Choice, in sacks	10
Ex. choice, in sacks	12
Fancy, in sacks	12½

Pears.

Choice, ½'s, in sacks	10
Ex. choice, ½'s, in sacks	11
Fancy, ½'s, in sacks	12

Plums.

Unpitted	8
Pitted, bleached	9
Pitted, black	7

COLUMN 6.

Prunes.

	Sks.
20s-40s	8
40s-50s	6
50s-60s	5½
60s-70s	4¾
70s-80s	4½
80s-90s	4¼
90s-100s	3¾

Raisins.

	Box	½'s	¼'s	50 lb
6 Cr. Layers	$ 3.25	—	—	—
5 Cr. Layers	2.75	—	—	—
4 Cr. Layers	2.25	—	—	—
3 Cr. Layers	1.85	—	—	—
2 Cr. Layers	1.15	—	—	—
4 Cr. Loose	—	—	—	6½
3 Cr. Loose	—	—	—	05¼
2 Cr. Loose	—	—	—	04¾

Thompson Seedless, bichd. 50-lb boxes 11

Sultana Seedless, bichd. 48 1's per lb. 8

Seedless Muscatels, 50-lb cases 5½

Seeded, 1-lb cart. 7¾

Seeded, 12-oz. cart. 6

NUTS.

Almonds, fancy, I. X. L.	15
Almonds, choice, soft shell, Drake	14½
Almonds, shelled, No. 1.	18
Almonds, shelled, No. 2.	$2-35 27-30
Almonds, whole, Jordan, Imp	.38
Almonds, Jordan, Dom.	.37½ .40
Brazils, 210-lb sks, new	.12 .13
Chestnuts, Cal. Italian.	.09 .10
Cocoanuts, ₱ 100	4.50 5.50
Filberts, 175-lb sk.	.11 .12
Peanuts, Japanese, hand picked	.06½ .07
Peanuts, roasted	.08 .08
Pecans, polished	.14 .15
Pine	
Walnuts, hard shell	10½
Walnuts, sft shll, No. 2	.13½
Walnuts, sft shll, No. 1.	.14½

COLUMN 7.

HONEY.

Water White, 2 5's, lb.	.07
Light Amber, 2 5's, lb.	.06
Lt. Amber, 10 1 gal tins, gal	.75
Lt. Amber, 20 ½ gal tins, gal	1.00
Lt. Amber 2-lb tins, doz.	2.60
Lt. Amber, 16-oz. bots, doz.	1.85
Comb, 1-lb glass jars, doz.	1.75
Comb, 2-lb glass jars, doz.	2.90

Pine Apples.

	Per Doz.
2 lb., fancy sliced, E. & C., 2 doz. in case	2 50
2 lb. grated, 2 doz in case.	2 25
2 lb. shredded, 3 doz. in case Hawaiian	1 65

Johnson's—Columbia.

2 lb. sliced, 2 doz. in case.	2 30
2 lb. grated, 3 doz. in case.	2 30
1 lb. sliced, 4 doz. in case.	1 15
1 lb. grated, 4 doz. in case.	1 15
gal., coreless, 4½ lb. to tin, ½ doz. in case, per lb.	16
gal., grated, 7 lb. to tins, ½ doz. in case, per lb.	16
2 lb., sliced, Baltimore, 2 doz. case	2 35
2 lbs., grated, Baltimore, 2 doz case	2 35
1 lb., cocktail, Baltimore ovals, 4 doz. case	1 35
2 lb., sliced, Singapore, 4 doz case	1 75
2 lb., sliced, Singapore, 2 doz. case	2 40

Royal Hawaiian,

2-lb grated, 3 doz. case	1 80
2-lb sliced, flats, 2 doz. case	2 00
Tall, 2-lb sliced, 2 doz. case.	2 00
HB Sliced, 2 doz. 3s.	2 50
HB Whole, 2 doz. 3s.	2.50
HB Grated, 2 doz 2s.	2.25

COLUMN 8.

Department 5.

JELLIES, JAMS, ETC.

Griffin Extra Preserves.

Raspberry, strawberry, blackberry currant, loganberry, per doz. $2 00

Cherry, per doz. $2.00

Less 10 per cent in 5-case lots.

Apricot, Damson, Fig, Gooseberry, Gage, Peach, Plum, Quince, per doz. 2.00

Orange Marmalade. 2.00

Less 10 per cent 5 case lots.

Long's Preserves.

Strawberries, Raspberries, Blackberries, Loganberries, Cherries, Pineapples, Pears, Figs, in 20-oz. glass jars, 2 doz. in cs., per doz. $3 50

Apricot, Plum, Quince, Orange, Peach, in 20-oz. glass jars, 2 doz. in cs., per doz. 3 20

Asstd, 2 doz. in cs., per doz. 3 30

JAMS.

Curtice Bros. Co., Rochester, N. Y.

In 16 oz. Glass Jars.

Strawberry, raspberry, raspberry and currant, red cherry, white cherry, apricot, black currant, red currant, quince (sliced), peach (sliced), pear (sliced), blackberry, gooseberry, grape, green gage, egg plum, damson, pineapple marmalade, tomato marmalade, orange marmalade, per dozen, $1.95.

All above packed in cases of 2 dozen each.

COLUMN 9.

Long's Peerless Jams.

Strawberry, Raspberry, Blackberry, etc., in 16-oz. glass jars, 2 doz. in cs., per doz. 2 00

Long's Pure Currant Jelly.

Tumblers, 2 doz. in cs., doz. 2 00

30-lb. kits, per kit 3 00

15-lb. kits, per kit. 1 75

Marmalades.

Orange (Dundee) 48-1's, doz. 2 75

COLUMN 10.

Apple Butter.

Cuttings, 5-lb. tins, per doz.	$2.50
Heinz, 2's, 2 doz. in cs, doz.	$2 25
Heinz, 3-lb stone crocks, doz.	4 25
Heinz, 4½-lb stone crocks, dz	6 60
Heinz, 18-lb. stone crocks, lb.	11

Peach Butter.

Cutting's, 5-lb. tins, doz.	2 50
Heinz 4½-lb stone crocks, doz	9 00
Heinz, 18-lb. stone crocks, lb	14

Maraschino Cherries.

Long's, qts, 12 to cs, per cs.	6 50
Long's, pts., 24 to cs., per cs.	7 50

FRUIT	JELLIES: 2 lb. Extra	2 lb. Stand	1 lb. Extra	Tumblers	Ex. Lunch 11b Glass	JAMS: 2 lb. Extra	2 lb. Stand	1 lb. Extra	Tumblers	Ex. Lunch 16 oz. G/s Preserves
Apple	1 55	1 35	1 00	85	1 75					
Apricot	1 55	1 35	1 00	85		1 60	1 35	90	90	1 80
Assorted	1 55	1 35	1 00	85	1 75	1 60	1 35	90	90	1 80
Assorted No. 2					1 75					
Blackberry	1 55	1 35	1 00	85	1 75	1 85	1 60	90	90	1 80
Cherry										
Crabapple	1 55	1 35	1 00	85	1 75					1 80
Currant	1 75	1 50	1 10	85	1 90	1 85	1 60	95	90	1 80
Damson					1 75					1 80
Fig						1 60				1 80
Gooseberry	1 55	1 35	1 00	85	1 75					1 80
Grape (Catawba)					1 75			95	90	1 80
Green Gage										
Lemon	1 55	1 35	1 00	85						1 80
Loganberry					1 75					
Orange Marmalade		1 35	1 00	85		1 60		90	90	1 80
Peach	1 55	1 35	1 00	85		1 60	1 35	90	90	1 75
Plum	1 55	1 35	1 00	85	1 75	1 60	1 35	90	90	1 80
Quince	1 55	1 35	1 00	85	1 75	1 60	1 35	90	90	1 80
Raspberry	1 55	1 35	1 00	85	1 75	1 60	1 35	90	90	1 80
Strawberry	1 55	1 35	1 00	85	1 75	1 85	1 60	95	95	1 80

CANNED VEGETABLES.

Asparagus "Griffin Extras" Mammoth	$
Large White	
Medium White	
White Tips	
Artichokes, 2½'s. "Griffin	3 00
Beans, Stringless Extras"	1 20
Beans, Blue Lake	1 30
" " gal	4 50
Beans, String, 2-lb	.80
Beans, String, gal	2.50
Beans, Lima, Soaked	1.00
Beans, French, Kidney, 2-lb.	1.15
Beans French Red Kidney, 2-lb. "Joan of Arc" Brand, p.dz. 1 case free with 10.	1.15
Fancy Eastern	1.85
Corn, Smith's Hulled, 2 doz. in case, per doz.	1.20
Hominy, Great Western, 3 lb	1.20
Corn, 2-lb, Western	.95
Corn, 2-lb, Maine	1.35
Dunbar's Okra, 2½-lb	1.70
Petit Pois, Griffin extra	1.50
Peas, Griffin extra sifted	1.25
Peas, Standard sifted	1.10
Peas, Standard Marrowfat	.95
Pumpkin, 3-lb.	1.87½
Spinach, 2½	1.75
Succotash, fancy, tins	1.40

Tomatoes.

	doz.
3's, Griffin's Ex. Solid Pack	$1.15
3's Griffin's Ex., with peppers	1.20
2½'s, Cutting's Solid Pack	.95
2½'s Cutting's Solid Pack, with peppers	.95
2½'s Cutting's Standard	.75
Gallon, Standard	2.10
Gallon, Solid Pack	2.25
Gallon, Puree	2.50

Department 6.

CANNED FRUITS AND CANNED VEGETABLES.

KIND	Gallons Extras 3 lb. Grade	Gallons Extras 2½ lb. Grade	Gallons Extra Standard	Gallon Standard	Gallon Water	Gallon Pie	3 lb. Extras	2½ lb. Extras	2½ lb. Extra Standards	2½ lb. Standards	2½ Second	2½ Water	2½ Pie
Apples			4 00	3 50			2 25	1 65	1 40	1 30	1 15	1 05	1 05
Apricots	5 75	5 00	4 50			2 65	2 50		1 35	1 25	1 10	1 00	1 00
" peeled					2 75	2 40							
" sliced													
Assorted													
Blackberries			4 25	4 00	3 75	3 40	2 25	1 70	1 45	1 35	1 20		
Cherries (Royal Anne)													
Cherries (White)													
Cherries (Black)			5 25	4 60		3 65	2 00	1 35	1 20	1 10	95	90	90
Grapes (White Muscat)			3 50	3 10	2 50	3 65		1 60		1 25	1 10		
Nectarines						2 25	2 65						
Peaches (Yellow)	6 50	5 25	4 60	4 25			2 75						
Peaches (Lemon Cling)	7 75	7 00		5 00			2 75				1 40		
Peaches (Lemon Cling Sliced)							2 65						
Peaches (White Heath)	7 75	7 00	5 75	5 00						1 55			
Peaches (White Heath Sliced)			5 25	4 75			2 75	2 25	2 00	1 90	1 35		1 00
Pears (Bartlett)							2 10	1 45	1 20	1 10	95	90	1 05 pld
Plums (Green Gage)	7 00	6 25	5 25	4 75	3 75	2 40 pld	2 10	1 45	1 20	1 10	85	90	90
Plums (Egg)	5 00	4 25	3 50	3 25	2 55	2 15 unpl	2 10	1 45	1 20	1 10	85	90	90
Plums (Gold Drop)	5 00	4 25	3 50	3 25	2 55	2 30	2 15	1 50	1 25	1 10	95	90	90
Plums (Damson)			3 50	3 25	2 55	2 30		2 00	2 35	1 15	1 05	95	95
Raspberries								2 10	1 85	2 10	1 95		
Strawberries										1 70	1 45		

Department 7.

PROVISIONS.

Hams.

Eastern Standard, 17/19	.13½
Eastern Standard, 15/16	.13½
Eastern Standard, 12/14	.13¾
Eastern Standard, 10/12	.13¾
Eastern Fancy	10-12 .14¼
Local cure, all averages	13¾ .15½
Picnic Hams	.10

Boiled Hams.

Skin on	.18½
Skin off	.20½

Breakfast Bacon.

Eastern Standard, 6/8	.17
Eastern Standard, 8/10	.15½
Eastern Standard, 10/12	.14½
Eastern Fancy	.19½
Local cure	.16

English Cured Bacon.

Eastern cure, 8-10	.15½
Eastern cure, 10/12	.14½

Dry Salt Bacon.

Clear medium Bacon	.12½
Clear light medium	.12½
Clear Lt. med. select	.12½
Light Belly	.13½
Extra light Belly	none
Bacon Backs	.12¼
Bacon Bellies	.13

Dry Salt Meats.

Sides	.10¾
Bellies	.12
Backs	.10¾
Fat Backs	.10¼

Barreled Pork.

	Bbls.	½-bbls.
Spare Ribs	$	
Family Pork	14.50	7.50
Clear Pork	19.00	9.75
Pig Pork	22.50	11.50

Barreled Beef.

Mess Beef	11.50	6.00
Extra Mess Beef	11.50	6.00
Family Beef	11.50	6.00
Extra Family Beef	12.00	6 25
Beef Tongues	25.00	13.00

Pigs Feet.

Tierces, about 300 lb.	$18.00
Barrels, about 200 lbs.	13.50
½ barrels, about 80 lbs.	5.00
Kegs, about 25 lbs.	2.10
Kits, about 15 lbs.	1.25

Honey Comb Tripe.

Tierces, about 300 lbs.	$17.00
Barrels, about 200 lbs	13.00
½ barrel, about 80 lbs.	5.00
Kegs, about 25 lbs.	2.10
Kits, about 15 lbs.	1.25

Sausages.

	Per lb.
Braunschweiger	17
Italian Salami	23
D'Arles	22
Mortadella	24
Bologna	8½
Frankfurters	8½
Garlic Sausage	9
Liver Sausage	8½
Pork Sausage	8½
Head Cheese	8½
Tongue Sausage	8½

Pure Leaf Lard.

Tierces, about 350 lbs net.	10
½-bbls, about 100 lbs net.	10¼
80-lb. Wood Tubs, 80-lbs. net.	10¼
60-lb. Wood Tubs, 60 lbs. net.	10⅜
20-lb. Wood Pails, 20-lbs. net.	10⅝
50-lb. Cans, 1 to a case.	10¼
20-lb. Cans, 4 to a case.	10¾
10-lb Cans, 6 to a case.	10¾
5-lb. Cans, 12 to a case.	10⅞
3-lb. Cans, 20 to a case.	11

Compound Lard.

Tierces, about 350 lbs. net.	6½
½-bbls., about 100 lbs. net.	6½
80-lb. Wood Tubs, 80 lbs. net	6¾
60-lb. Wood Tubs, 60 lbs. net	6⅞
20-lb. Wood Tubs, 20 lbs. net	6⅞
50-lb. cans, 1 to a case.	6⅞
50-lb. cans, 2 to a case.	6½
20-lb. cans, 4 to a case.	6½
10-lb. cans, 6 to a case.	6⅝
5-lb. cans, 12 to a case.	7
3-lb. cans, 20 to a case.	7¼

ANCHOR PACKING CO.

140 Eighth St., S. F., Cal.
PORK PACKERS AND PROVISION DEALERS.
Boilers of Kingan and Anchor Hams.
SAUSAGES, COOKED MEATS, TONGUE

Hams, Kingan, boneless boiled	20c
Anchor, "	19c
Bacon (special)	19c
Lard, 55	16c
" 20	9¾c
" 10	10c
" 5	10c
" 3	10¼c
	10⅜c

Please note that our hams are all band tied.

P. F. Rathjens PORK PACKER

1311-1315 Pacific Street.

Sausages.

Garlic Frankfurter	10
Bologna	10
Blood and Liver	9
Tongue and Headcheese	—
Choice California Ham	12
Extra Light Bacon	15½
Medium Light Bacon	12½

Boiled Hams.

Kazan	20
Extra	19
California	17

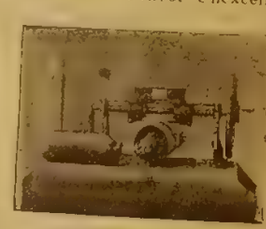
Mettwurst.

Extra Home Made..20, 22½, 25

LARD.

50 lb tins	9
20 lb tins	9½
10 lb tins	10
5 lb tins	10
2 lb tins	10
1 lb cups	11

Scientifically Cooked
Flavor Unexcelled



H. M. WOLTER & CO.

Dealers in

..Boneless Boiled Ham..

Leading Grocers and Delicatessens Pronounce Them the Best.

103 12th St. Tel. Mint 1763

KINGAN'S 22
H. M. WOLTER & CO LEADER 21

HEINEMAN & STERN

916 Larkin Street

Garlic Sausage,	Lbs.	
Ring	"	
Bologna	"	
Frankfurter	"	
Rollads	"	
Smoked Beef	"	
Pickled Meat	"	
Headcheese	"	
Tongues	"	
Dried Beef	Doz.	
Smoked Mutton,	Lbs.	

Prices quoted on application by telephone or letter

COLUMN 12.

Department 8

CANNED MEATS

ALL PRICES ARE PER DOZEN	No. ¼ Tins 4 Doz. in Case	No. ½ 2 Doz. Tins in Case	No. 1 Tins 2 Doz. in Case	No. 2 Tins, 1 or 2 Doz. in Case	No. 6 Tins 1 Doz. in Case	No. 14 Tins ½ Doz. in Case	No. 1 Tins 1 Doz. in Case
Corned Beef			1 30	2 30	3 25	18 25	
Roast Beef			1 30	2 30	3 25		
Roast Ribs of Beef, Boneless			1 40	2 50			
Roast Mutton				2 70			
Brisket Beef			1 40	2 50			
Boiled Beef			1 35	2 40	3 25		
Chipped Beef		1 20	2 10		15 50		
Sliced Beef, in tins		1 40	2 50				
Sliced Beef, in glass		1 45	2 75				
Brawn			1 40	2 45	3 25		2 75
Compressed Ham			1 50	2 75			
Lunch Tongue		1 90	3 25	6 50			
Lambs Tongue		1 70	2 95				
Sliced Ham			3 70	6 40			
Sliced Bacon							2 80
Sliced Bacon in Glass							
Deviled Ham	40	80					
Potted Ham	40	80					
Potted Ox Tongue	40	80					
Potted Chicken	90	1 60					
Potted Turkey	90	1 60					
Deviled Chicken	90	1 60					
Deviled Turkey	90	1 60					
Boneless Chicken		3 40	5 55				
Boneless Turkey		3 40	5 55				
Veal Loaf		1 10	2 10				
Ham Loaf		1 10	2 10				
Beef Loaf		1 10	2 10				
Chicken Loaf		1 60	2 75				
Chicken Pate and Ham		1 10					
Chili Con-Carne			1 40				
Beefsteak and Onions			1 60				
Hamburger Steak with Onions		1 95	2 00				
Frankfurter Bratwurst			2 00				
Sweetbreads			2 40				
Vienna Sausage		90	1 55				
Oxford Sausage			2 45				
Bologna Sausage			2 25				
Vienna Sausage and Kraut			1 20				
Corned Beef Hash		1 10	1 60				
Lunch Sausage		90		No½	No 2	No2½	No. 3
Ox Tongue, whole			6 50	7 50	9 50		12 00
Minced Collops			2 45				
Tripe			1 75				
Pork Sausage		1 05	2 50				
Stewed Kidneys							1 85
Pork and Beans, Plain			90	1 40			1 90
Pork and Beans, with tom. sc'e			95	1 45			

Department 9.

FISH AND CHEESE.

Russian Caviar.

	Per doz
1-lb cans, 3 doz in case	$12 60
½-lb cans, 2 doz in case	6 50
¼-lb cans, 5 doz in case	3 50
⅛-lb cans, 6 doz in case	1 90
White Label Brand	3.50

CHEESE.

Foreign and Domestic.

	old	new
New York State Factory		16½
Cheddars, June make		
Twins, " "		17
Calif. State factory flats	11	13½
Calif. State factory Young Americans	13	15
Limburger, Eastern, ₩ lb	14½	15
Swiss, imported, ₩ lb		26
Roquefort, ₩ lb		38
Gouda, ₩ lb		27
Pineapples, Eastern, 6 in cs, ₩ case		$3 35
Pineapple, Eastern, 6 in cs, small		2.35
Holland or Edam, medium, plain, per doz	$ 8.50	9.00
Holland or Edam, medium, in bladders, per doz	9.50	10 50
Holland or Edam, large, plain, per doz	9.50	10.00
Holland or Edam, large, in bladders, per doz	10.50	11.50

Fancy.

Camembert Brie, Roquefort, and Gorgonzola, jars..... $ 00
Parmesan C & B, sml bot, doz. 3.00
Parmesan C & B, lge bot, doz. 5.00

Bayle's.

	Small ½-lb.	1-lb.	2½-lb	5-lb
Deviled Cheese	$1.00	$2.25	$4.00	$ 500 $9.00
After Dinner Cheese	$1.00	2.40	4.00	4 50 7.50
Roquefort Cheese	$1.00	2.40	4.00	4.50 7.50

SALT FISH.

Pacific Codfish.

Bndles, 50 lbs each, per lb	4½
Cs, selected, 100 lbs ea, pr lb	5½
Boneless, 30-lb boxes, per lb	6¾
Boneless Strips, 40lb bxs, pr lb	6¾
Boneless Blocks, 40lb bxs, p lb	6½
Boneless Tablets, 36 bxs, pr lb	8
Boneless Middles, 60 bxs, pr lb	9¾
Boneless Middles, extra, 60-lb boxes, per lb	10

Eastern Codfish.

Gen Georges, 3 fish to cs	$10.00
Gen. Georges, 12 fish to cs	9.00
Geo. Cur. Cod, 16, 18 fish to case	8 50
Geo. Cur. Cod, 40 fish to cs	8 00
Gen. Geo. Middles, 60 fish.	13½
Gen. Geo. Tablets, 36 fish.	11½
Gen. Geo. Blocks, 40 fish..	11½

Shredded Codfish.

Codfish, Beardsley's shredded, 2 doz. in case.....1.00

Norwegian Mackerel.

Bloater, 200-lb. bbl., 120-130 fish	48.00
Bloater, 100-lb. ½ bbl., 60-65 fish	25.00
No. 1, 200-lb. bbl., 150-160 fish	38.00
No. 1, 100-lb. ½ bbl., 75-80 fish	20.00
No. 2, 200-lb. bbl., 220-240 fish	31.00
No. 2, 100-lb. ½ bbl., 110-120 fish	16.50
No. 3, 200-lb. bbl., 300-350 fish	26.00
No. 3, 100-lb. ½ bbl., 150-175 fish	14.00

Irish Mackerel.

No. 1, 200-lb. bbl., 200-220 fish	none
No. 1, 80-lb. ½ bbl., 80-90 fish	none
No. 2, 200-lb. bbl., 325-350 fish	21.50
No. 2, 80-lb. ½ bbl., 130-140 fish	9.00
No. 2, 200-lb. bbl., 475-500 fish	20.50
No. 2, 80-lb. ½ bbl., 180-190 fish	9.00
No. 1, 10-lb kits, 15-16 fish	1.35
No. 2, 10-lb. kits, 20-22 fish	1.25

American Bloaters.

Shore Bloaters, 200-lb. bbl., 115-120 fish	27.00
Shore Bloaters, 80-lb. ½ bbl., 45-50 fish	11.50
Extra No. 1, 200-lb. bbl., 120-130 fish	26.00
Extra No. 1, 80-lb. ½ bbl., 50-55 fish	11.00
No. 1, 200-lb. bbl., 140-150 fish	none
No. 1, 80-lb. ½ bbl., 60-65 fish	none
No. 2, 200-lb. bbl., 130-140 fish	28.50
No. 2, 80-lb. ½ bbl., 55-60 fish	11.00
No. 2, 200-lb. bbl., 140-160 fish	none
No. 2, 80-lb. ½ bbl., 60-65 fish	none
No. 2, 200-lb. bbl., 160-180 fish	none
No. 2, 80-lb. ½ bbl., 70-80 fish	none
No. 2, 200-lb. bbl., 180-200 fish	none
No. 2, 80-lb. ½ bbl., 80-90 fish	none

In Kits.

Extra Mess, 7 to 8 fish, each...$2.00
No. 1, kits, 3-9 fish or 15-17 fish 1 50-1.35
No. 2, kits, 3-9 or 20-23 fish..... ...1.25

Salmon.

King, bbls	$ 12 00
Oregon Silversides, bbls	none
Alaska Red, bbls	none
Alaska Red, ½-bbls, 100 lbs	none
Alaska Red, kits	none
Bellies, bbls	7 50 8.00
Bellies, ½-bbls, 100 lbs.	4 25 5 50
Tongues and Sounds, kits, 10lb	1 25
Tongues and Sounds, ½-bbls..	9 00

COLUMN 13.

New Herring. Pack 1905.

Holland, ex. selctd mxd bbls.	$ 17 00
Holland, ex. selctd mxd ½-bbl	9.00
Holland, ex. selctd mxd, keg.	1.00
Holland, cheaper grade	90
Holland, cheap. gr., mxd, bbls	16.00
Holland, chp. gr., mxd, ½-bbl	8.50
Holland, ex. selct Milchner, bbl	19.00
Holland, ex. selct Milchner, ½-bbl	10.00
Holland, ex. selct Milchner, keg	1.10
Holland, cheaper grade	1.00
Holland, cheaper grade, bbls.	9.50
Holland, cheaper grade, ½-bbl	5 25
Labrador Split, 100 fish	4.75
Labrador, round, 100 fish	2.25
Pacific, ½-bbl	

SMOKED FISH.

Bloaters, Grim., 100 in box	$2.65
do. do. 50 in box	1.50
Bloaters, Cromarty	2.65
Yarmouth, 100 in box	
Halibut, chunks	15
Herring, in boxes, Eastern	20
Herring, in boxes, Washington	15
Herring, boneless, Beardsley's tins, doz	$1.50
Herring, boneless, Beardsley's small, doz	1.00
Herring, Beardsley's Boneless, vacuum tumblers, 2 doz. in case	1.95
Finnan Haddies	1.75
Moir's Selected Red Herrings, 100s	2.10
Moir's Selected Red Herrings, 50s	1.25
Salmon, per lb	.10 20

POTTED FISH.

	Per doz
Potted Crab	$1.35
Kipper Paste	1.00
Anchovy and Bloater Paste, plain pots	2.30
Ditto, fancy pots	4.75
Yarmouth Bloater Paste	75
Ditto, fancy pots	4.75
Kippered Herrings	1 90
Kippered Herrings, Moirs	1.00

CANNED FISH.

	Doz.
Anchovies, in oil, 2 doz. ½ pts., in glass, doz	4.00
Anchovies 2 doz. ¼ pts., doz	3 00
Bloaters, Yarmouth C. & B.	4.50
Codfish Balls, 2-lb tins, per doz	2.25
Eels, Hamburg, in jelly, 1-lb tins	1 90
Eels, smoked, 1-lb, ₩ doz	2.40
Finnan Haddies, 2-lb oval	2.25
Finnan Haddies, 1-lb, round, ₩ doz	2.00
Sardelles, imported, 1-lb tins	3.00
Sardelles, imported, in glass	3.00
Sardelles, domestic, 1-lb glass	2.25
Sardelles, Ankera, ⅛ keg	3.00

Mackerel.

1-lb tins, 50 in a case.
2-lb tins, 2 doz. in a case.

Gold Label, 1-lb tins	1.50
P. & W., 2-lb soused	2.75
P. & W., 2-lb, mustard	2.75
P. & W., 2-lb, tomato	2.75
Underwood, 2-lb, soused	2.35
Underwood, 2-lb, tomato	2.35
Underwood, 2-,lb mustard	2.35
Los Angeles, 2-lb, soused	2.55
Los Angeles, 2-lb, tomato	2.55
Los Angeles, 2-lb, mustard	2.55
Mt. Desert, 2-lb, soused	2.25
Mt. Desert, 2-lb, tomato	2.25
Mt. Desert, 2-lb, soused	1.35
Blueback, 1-lb, fresh	1.10

Crescent Mackerel.

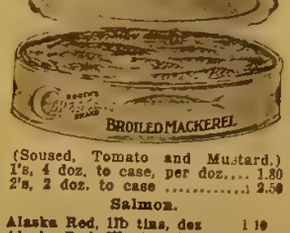
Soused, 18 oz, tins, 4 doz. in case, doz. $1.80
Tomato, 18 oz. tins, 4 doz. in case, doz. 1.80
Mustard, 18 oz. tins, 4 doz. in case, doz. 1.80

1311-1315 Pacific Street.

Mackerel in Oil.

Bezler's	3.00 4.00
Lemarchand	5.00 7.00

Booth's Crescent Mackerel.



(Soused, Tomato and Mustard.)
1's, 4 doz. to case, per doz.... 1.80
2's, 2 doz. to case 2.50

Salmon.

Alaska Red, 1lb tins, doz	1 10
Alaska Red, 2lb tins, doz.	1.50
Alaska Pink, 1lb tins, doz	80
Alaska Pink, 2lb tins, doz	1.40
Alaska Flats, 1lb tins, doz.	1 40
Oregon Red, 1lb tins, doz.	1 60
Oregon Red, 2lb tins, doz.	1.65
Oregon Pink, 1lb tins, doz	80
Oregon Pink, 2lb tins, doz	1.60
Oregon Flats, 1lb tins, doz.	1.00 1.60
Columbia River, 1lb talls.	1.50
Columbia River, 1lb flats.	1.75

French Sardines.

⅛s, according to quality and size of tin, p. cas	9.50 12.50
¼s, according to quality and size of tin, p. case.	19.00 20.00

COLUMN 14.

American Sardines.

Packed 3 1-3 doz in a case.
⅜s 50 tins in case.

American ⅛s in oil, per case	$3 50
American ⅛s in oil, 5-case lots	3.35
American ⅛s in oil, per doz	.50
American ⅛s in mustard, doz.	.60
American ⅛s in mustard, case	4 00
American ¼s in mustard, doz.	.90
American ¼s in mustard, case	3 00

Sprats.

Pilots	6.75 7.00
Menhie	6.75 7.00

SHELL FISH.

Abalones.

4 doz in cs, with shells, cs.. 6.00

Clams and Clam Juice.

	doz.
Doxsee Clams, 1-lb. tins	$1.65
Doxsee Clams, 2-lb. tins	2.65
Doxsee Clam Juice, 1-lb. tins	.90
Doxsee Clam Juice, 2-lb. tins	1.60
B & M Lunch Clams, flat tins	1.37½
Underwood Clams, 1-lb. tins	1.05
Underwood Clams, 2-lb. tins	1.60
P. & W. Clams, 1-lb. tins	1.00
P. & W. Clams, 2 lb. tins	1.50
Oxford Clams, 1-lb. tins	1.10
Oxford Clams, 2-lb. tins	1.50
P. & W. Clam Chowder	2.10
Burnham's Clam Bouillon, qts	00
Burnham's Clam Bouillon, pts	4 50
Burnham's Clam Bouillon, ½ pints	2.40

Lobsters.

	Doz.
Red Jackets, flats, 1s	3.85
Deep Sea Picnics, ½s	2.40
Triumph Talls, 1s	2.40

Oysters.

Oysters, Selects, 12 oz	$1.60
Oysters, Selects, 6 oz	3.25
Oysters, Standard, 10 oz	2.00
Oysters, Standard, 5 oz	1.10
Oysters, Standard, 3 oz	1.70
Oysters, Standard, 4 oz	.90

Shrimps.

Shrimps, pickled, 1-lb, tins	$1.10
Shrimps in Tomato Sauce, 1-lb. flats	
Dunbar's Picnics, 4 doz in cs	1.25
Dunbar's 1½-lb., 2 doz in cs	2.25
Pickled Shrimps, 1-lb., 4 doz in case	1 20

Department 10.

LAUNDRY MATERIALS.

Ammonia.

GREEN'S WASHING AMMONIA

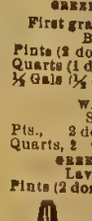
First grade absolutely pure. 180 Beaume Strength.

Pints (2 doz. to case) .$1 55 per doz.
Quarts (1 doz. to case). 2 65 " "
½ Gals (½ doz. to case) 4 25 " "

WASHING AMMONIA
Standard Grade,

Pts., 2 doz. to case, per doz... $ .75
Quarts, 2 " " " " 1 25

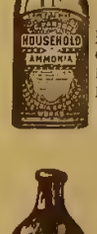
GREEN'S TOILET AMMONIA
Lavender and Violet.
Pints (2 doz. to case).... $2 50 per doz.



Parson's Household Ammonia

	per doz.
½ gals., 1 doz. in case	$4 50
Quarts, 1 doz. "	2 65
Pints, 2 doz. "	1 75
Dime size 3 doz. in case, per case	2 95

Bluing.



Liquid Laundry Bluing.

SCOTT & GILBERT CO.
Manufacturers
214-216 Mission Street

SUNSET

	doz.
½ pints, 3 doz. case	40
⅓ pints, 3 doz case	60
Pints, 2 doz. in case	75
Quarts, 2 doz. cs.	1 45

Bluing, ball.

Mikado, ½'s, 100-lb case, lb	20
Mikado, ¼'s, 100-lb case, lb	22
Nuremberg, A, ½'s, ₩ lb	33
Do A, D, ½'s, ₩ lb	25
Do A, C, R, ½'s, ₩ lb	21
Washerwoman, ½'s, ₩ lb	12
Do ¼'s, ₩ lb	14
German Ultramarine ½s, ₩ lb.	12
Do ¼'s, ₩ lb	14
Deschamp's French, 1's, ₩ lb	28
Do ½'s, ₩ lb	29
Gold Medal, qt, ₩ doz	1.25
Do pt, ₩ doz	1.00
Do ½-pt, ₩ doz	75
Do ¼-pt, ₩ doz	45
Do China Label, qt, ₩ doz	1.25
Greer's, 1 dz qts. & doz	2.25
2's, 2 doz. to cs	2.50
Do 1 doz. pts, ₩ doz	1.44
Do 2 doz. ½ pts, ₩ doz	90
Pacific, 1 doz. qts, ₩ doz	1.10
do, 2 doz., qts & doz	.80
Do 3 doz. ½ pts, ₩ doz	65

COLUMN 15.

Borax.

20-Mule Team, powdered 1's, cs. of 3 doz	$2 25
20-Mule Team, powdered 12-oz. cs. of 4 doz	3 60
20-Mule Team, powdered ¼'s, cs. of 8 doz (Less 5 per cent. in 5 case lots; 10 per cent. in 10 case lots).	3 84
Cartons, 1's, 2 doz. in box	.09
Lump, 25 lb. in box	.03
Powdered, 25 lb in box	.03½

Chloride of Lime.

Brockman's, 1's, ₩ lb	7½ 7½
Do ½'s, ₩ lb	8½ 9
Salter's Purity Brand, ex qual. doz	.85

Lye.

Big Bonanza Lye Case of 48-1 lb tins	3.80
5 case lots	3.25
Star Scrubbing Lye 48-½ lb tins, per case	1.75
5 case lots	1.70
Merry War, 4 doz in case	3.10
Merry Nickel, 4 doz to case	1.75
Eagle Lye, 4 doz. in case	3.40
Do 3-case lots	3.50
Do 5-case lots	3.40
Tomson's Red Seal, 4 dz. to cs	4.00
Do 5-lb, 12 5s to case	1.50
American, 4 doz in case	3.25
Do in 5-case lots	3.00
Babbitt's Lye, 4 doz in case	3.25
Do in 5-case lots	3.00



BANNER LYE

Cs., 4 doz.	$4.00
Cs., 2 doz.	2.00

SPECIAL FREE DEAL

LIMITED

Freight Paid to Country Points

5 Case lots, per case	$4.25
One additional case free Net cost	3.64
3 Case lots, per case	4.25
One additional case free Net Cost	3.64

Sal Soda.

California, sks	85-90
California, bbls	90 100

Department 11

STARCHES.

RIVERSIDE



Corn.
must be retailed at 8c.
10 1's per lb. ..5½c

Gloss.
18 1's per lb 5½c
16 3's per lb 5½c
12 6's per lb 6c

FREE.
During June 1 case corn free with each 5 box order, assorted or straight
Must be retailed at 8c.

Corn Starch.

Log Cabin, 40 1s, per pkg	4
Liberty, 40 1s, per pkg	5½
Duryea's, 40 1s, per pkg	7½
Niagara, 5-box lots, pkg	5½
Niagara, 40 1s	5½
Kingsford's, 40 1s, pkg	7½
Lily Corn, 40 1s, per pkg	5½
Lily Corn, 5-box lots	5½
Lily Corn, 20 1s, per pkg	5½
Sioux City, 40 1s, per pkg	5½
Sioux City, 5-box lots, pkg	5½
None Such, 40 1s, per pkg	5½

Laundry Starch.

Elastic Starch, 64/1's, per box	5 00
Celluloid, 64/1's, per box	5 00
Best Gloss, 48/1's, per lb	5½
Liberty Gloss, 48/1's, per lb	5½
Liberty Gloss, 16/3's, per lb	5½
Best, 12/6's, per lb	5½
Standard, bulk 40-lb, boxes	3½
Sioux Gloss, 48/1's	5½
Sioux Gloss, 3's, 16 in box	5½
Kingsford's S. G., 1's, 40-lb. bx	3½
Kingsford's S. G. 6's, 12 in crate	3½
Kingsford's Pure, 1's, 40-lb. bxs	7½
Duryea's S. G., 1's, 40-lb. bxs	3
Duryea's S. G. 6's, 12 in crate	3½
Duryea's Superior, 1's, 40-lb. bx	7½
Niagara Gloss, 1's, 40-lb. bxs	5½
Niagara Gloss, 6's, 12 in crate	6½
Niagara Gloss, bulk, 50-lb. bxs	4½
Lily Gloss, 1's, 48-lb. box	5½
Lily Gloss, 6's, 12 in case	6½
Lily Gloss, 3's, 16 in case	5½
None Such, 1s 48-lb. boxes	5½
None Such, 6s, 12 to crate	6
None Such, bulk, 50 lb box	4½

COLUMN 16.

Department 12

Soaps and Washing Powder

Western Star Soap

WHITE PETROLEUM BLEACHING.

100 bars per case $4.10

LASCO KOLD WATA NAPTHOL.

100 Bars per case $4.00

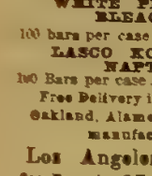
Free Delivery in San Francisco Oakland, Alameda and Berkeley

manufactured by

Los Angeles Soap Co.

San Francisco Office, 115 Davis St.

Telephone Grant 110.



THE BEAVER SOAP CO.,
Dayton, Ohio.

Grandpa's Wonder Soap.

100 cakes 4-oz $3.60
50 cakes 4-oz 3.50

Powdered Soap.

Grandma's Borax, 24 3-lb. per case $4.00
Grandma's Borax, 60 12-oz. per case 2.40

Pest Bros.

Silk Soap 2.80
Ammonia Benzoline 3.85
Cocoa Borax 4.10
Crystal White 3.95
Lily White (Floating) 3.80

Standard Soap Co.

Top Notch, 100, 10-oz. $3.50
Sunburst, 100 12-oz 3.75
Yellowstone, 100 14-oz 3.75
Marigold, 100 16-oz 3.90
Thomas' Cool Water, 100 13-oz 4.00
Thomas' Cool Water, 20 13-oz .85
Mile, 100 4-oz., 100 cartons.... 6.50
Magno "Floating Borax," 100 10-oz. 4.00
Gold Medal Borax, 100 10-oz... 5.50
Gold Medal Borax, 20 10-oz.... 1.15
Purity, "Floating," 5c size.... 3.90
Purity, "Floating," 10c size.. 6.25
Purity, "Floating," 10c size, 20 1.30
Electric Mineral, 100 16-oz.... 5.50
Electric Mineral, 20 16-oz..... 1.15
Peerless Kitchen, 100 10-oz.... 3.00
Peerless Kitchen, 20 10-oz..... .65

Miscellaneous.

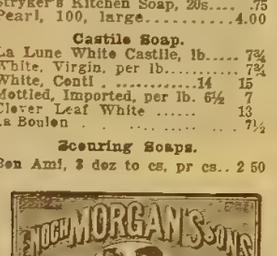
Miller's Naptha, per case..... 4.35
½ doz. toilet free.
Fels Naptha, 100 14-oz..... 4.40
Hot or Cold, 100 10-oz..... 4.00
Life Buoy, 100 ..... 4.00
Mikado, 100 14-oz..... 3.50
Mikado, 20 14-oz..... .85
Lenox, 100 ..... 3.00
Lenox, 20 ..... .75
Ivory, 100 10-oz..... 7.00
Fairbanks Clairette, 100 ..... 3.35
Fairbanks' Santa Claus, 100... 2.85
Fairbanks' Copco, 100 ..... 3.90
Fairbanks' Fairy Oval, 100.... 3.90
Grandpa's Wonder, large, 50.. 3.50
Grandpa's Wonder, small, 100. 3.60
Peets' Pine Tar, 50 ..... 1.90
Peets' Pine Tar, 100 ..... 3.75
Babbitt's, 100 ..... 4.10
Jergins Pumice, 50 small..... 1.75
Jergins Pumice, 50 large..... 3.00
Uncle Sam's Tar, 100 small.... 3.50
Uncle Sam's Tar, 50 large..... 3.40
Stryker's Kitchen Soap, 100s... 3.50
Stryker's Kitchen Soap, 20s.... .75
Pearl, 100, large..... 4.00

Castile Soap.

La Lune White Castile, lb..... 7¾
White, Virgin, per lb..... 7¾
White, Conti 14 15
Mottled, Imported, per lb. 6½ 7
Clover Leaf White 13
La Boulon 7½

Scouring Soaps.

Ben Amf, 3 doz to cs, pr cs.. 2 50



Sapolio, scouring, ½ gross box, per box 4 50
Sapolio, hand, ½ gross box, per box 4 50

WASHING POWDERS.

Gold Dust, 24 3's, per case.... 4.50
Gold Dust, 100/10-oz..... 4.00
Good Dust Deal, 1 cs. free with 5 at $4.50 for 5—$4.40 for 10 oz.
Lavarine, 36 1-lb., per case.... 3.00
Lavarine, 100 5c pkgs. 3.50
Pearline, 36 1-lb. pkgs..... 3.10
Pearline, 100 6-oz pkgs..... 3.75
Soaperine, 20 2-lb. pgs..... 3.60
Soaperine, 50 1-lb. pkgs 3.35
Soaperine, 100 ½-lb. pkgs 3.60
Babbitt's 1776, 6-oz..... 2.85
Kleeno, 72/1's 4.50
Kleeno, 24/2's 4.25
Kleeno 100/1½'s 3.75
Grandma's Borax, powdered, 24 3s 4.00
do. 60, ¾s 2.40

COLUMN 17.

Department 13

OILS, PAINTS, ETC.

Coal Oil.

Water white, coal, bulk..... 12½
Pearl, cases, 25's 18
Astral, cases, 25's 18
Star, cases, 25's 17½
Ex. Star, cases, 25's 20½
Elaine, cases, 25's 26

Gasoline and Benzine.

86° Gasoline, bulk, 25 cases.... 31
74° Gasoline, bulk 16 cases..... 22
63° Benzine, bulk, 13 cases..... 19

Turpentine.

Strictly Pure, cases, 2-5's..... 86
Do drums or iron bbls. 80

Linseed Oil.

Strictly pure, raw, bbls.....gal 54
Do. boiled, in bbls...gal 56
Do. raw, cs, 2-5's....gal 59
Do. boiled, cs, 2-5's..gal 61

Castor Oil.

Baker's AA, cs, 2-5's 1.16
Pure, No. 2, cs, 2-5's..... 1.05
No. 1, cs, 2-5's ..... .70

Lard Oil.

Strictly pure, bbls., 75 cs..... 80
Sup. Win., str., bbls. 65 cs.... 70
No. 1, bbls. 55 cs 60

Neatsfoot Oil.

Cooper's bbls, 75 cs..... 80
Extra, bbls, 62½ cases..... 67½
No. 1, bbls, 57½ cases..... 62½

Lubricating Oils.

Star Cylinder Oil, bbls, 60 cs..65
Columbia Cyl. Oil, bbls, 40 cs..45
Gem Cyl. Oil, bbls, 30 cs.....30
Ruby Cyl. Oil, bbls, 50 cs.....60
Star Engine Oil, bbls, 50 cs....55
Columbia Eng. Oil, bbls, 30 cs.35
Paragon Eng. Oil, bbls, 45 cs..55
Red Eng. Oil, bbls, 27 cs.....32
Star Mach. Oil, bbls, 30 cs.....35
Star Dynamo Oil, bbls, 50 cs...55
Star Spindle Oil, bbls, 40 cs....45
Star Sep'tor Oil, bbls, 50 cs....55
Favorite Sep'tor Oil, bbls, 25 cs.30

Miscellaneous Oils.

Union Salad Oil 45 50
Globe Salad Oil 45 50
Pure Sperm Oil 75 80
No. 1 Polar 50 55
China Nut oil, ord'ry.....62½
China Nut oil, No. 1.....80

WHITE LEAD.

Pioneer, in kegs 7¼ 8

DRY PAINTS.

Eng. Paris White, bbls.	1.35	1.60
Whiting, bbls	1.00	1.15
Kalsomine, bbls		1¼
Prince's Min'l B'wn, bbls		1.65
Yellow Ochre, bbls		1½
Eng. Ven. Red, bbls....		1.50

Department 14

FARINACEOUS GOODS.

FLOURS.

Globe Grain & Milling Co.
Cor. Chestnut and Montgomery

California Selected Wheat,

Barrel
** "Banquet" (fancy patent)..$5.05
*** "Silver Star" (patent).... 4.65

Blended Wheat.

*"A1" Family 5.15

Entire Eastern Wheat.

Globe, Bakers' .....
(⅛ bbls. 10 cents per bbl. higher.)
*"A1" must be retailed for not less than $1.40 per ¼ sack.
**"Banquet" must be retailed for not less than $1.30 per ¼ sack.
***"Silver Star" must be retailed for not less than $1.25 per sack.

Miscellaneous Flours.

Cal. Family	4.60	$5.15
Cal. Bakers', extra.	4.50	4.90
Rye Flour		4.75
Rye Meal		4.50
Graham		4.50
Whole Wheat		4.75

Meals in Sacks or Boxes.

Less 10 per cent
Bales 100 lbs.
10 10-lb. sacks

Self Raising Buckwheat Flour	$6.00
Advent Flour	3.50
Buckwheat Flour—new process	4.75
Buckwheat Flour—Patent Roller	4.50
Buckwheat Groats	10.00
Corn Flour, white or yellow	2.75
Corn Meal, pearled or yellow	2.75
Corn Meal, pearled, white	.75
Corn Meal, Extra Cream, yellow	3.75
Corn Meal, Extra Cream, white	3.75
Cracked Wheat, Pearled—new process	3.75
Del Monte Rolled Wheat, bale, 10 7-lb. and 10 10-lb sacks	3.50
Del Monte Rolled Oats, bale, 10 7-lb. and 10 10-lb. sacks	4.50
Farina	4.50
Graham Flour, Patent Roller	3.25
Hominy, large	3.75

COLUMN 18.

Bales 100 lbs
10 10-lb. sacks.

Hominy, small	4.00
Oat Meal, granulated....	4.25
Oat Meal, Patent Cut A, B or C	4.50
Oat Groats	4.50
Pearled Barley, No. 1, 25 lb. and 50 lb. Boxes....	6.00
Pearled Barley, No. 2, 25 lb. and 50 lb. Boxes....	6.00
Pearled Barley, No. 3, 25 lb. and 50 lb. Boxes....	6.00

Bales 100 lbs.
10 10-lb. sacks

Rice Flour, Patent Roller	8.00
Rye Meal, Patent Roller..	3.50
Rye Flour, Patent Roller.	3.75
Split Peas, yellow, 25-lb. boxes	5.50
Split Peas, green, 25-lb. boxes	5.50
Whole Wheat Flour, Patent Roller	3.50

Wheat Meal, fine or coarse 3.75
In 50-lb. sacks deduct ¼ cent per pound from above prices.
In 25-lb. sacks deduct ⅛ cent per pound from above prices.

Meals in Sacks and Barrels.
(Less 10 per cent.)

Extra Cream Rolled Oats, in wood, 180 lbs. net..	$7.50
Extra Cream Rolled Oats, in sacks (180) 90 lbs. net sacks	7.00
Alta Mills Rolled Oats, in wood, 180 lbs. net.....	6.50
Alta Mills Rolled Oats in sacks (180) lbs., 90 lbs. net sacks	6.00
Rolled Wheat in wood, 150 lbs. net	4.40
Rolled Wheat in sacks, 150 lbs. 75 lbs. net sacks	3.90

PACKAGE CEREALS.

Less 20 per cent. Per case.

Self-Raising Buckwheat Flour—	
20 3½ lb. pkgs.....	$4 75
40 1¾ lb. pkgs.....	5.00
24 3 lb. pkgs.....	4.75
California Flap Jack Flour, 36 2 lb. pkgs.....	4.75
Semola, 20 4 lb. pkgs.....	4.50
Nuttygrains, 20 4 lb. pkgs.	4.50
California Cream Flake Oats, 36 2 lb. pkgs.....	4.50
Farina, 24 1 lb. pkgs.....	2.00
Primrose Wheat, 36 2 lb. pkgs.	4.50

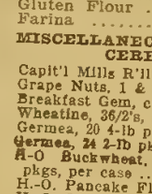
PEACOCK CEREALS.
Manufactured by the Del Monte Milling Co.

(Net f. o. b. S. F.) Per case.

	36 2's	20 5's
Buckwheat Flour...	3.55	4.75
Yellow Corn Meal...	2.25	3.10
White Corn Meal...	2.25	3.10
Cracked Wheat, p'rld	3.25	4.20
Graham Flour.....	2.75	3.50
Large Hominy.....	3.25	4.20
Small Hominy.....	3.40	4.35
Oat Meal, Grnltd....	3.55	4.55
St'l Cut Oat Meal, A, B or C.....	3.65	4.75
Pearl Barley.....	4.65	6.10
Rice Flour, Pat. Rlr..	5.90	7.90
Rye Flour, Pat. Rlr..	3.25	4.20
Rye Meal, Pat Rlr..	3.15	4.00
Split Peas, Yellow..	4.35	5.60
Split Peas, Green...	4.35	5.60
Whole Wheat Flour, Pat. R'lr.	2.90	3.75
Gluten Flour	4.20	5.90
Farina	3.45	4.85

MISCELLANEOUS PACKAGE CEREALS.

Capit'l Mills R'll'd Oats, 36/2's	3.60
Grape Nuts, 1 & 2 doz, pr doz	1.40
Breakfast Gem, case 3 doz.....	2.00
Wheatine, 36/2's, pr cs.....	3.75
Germea, 20 4-lb pkgs, pr cs....	4.00
Germea, 24 2-lb pkgs, per case.	3 10
A-O Buckwheat, 2 doz 2-lb pkgs, per case	3.75
H.-O. Pancake Flour, case.....	3.90
H.-O. Oats, 24/2's, per case....	3.15
Cream of Wheat, 36/2's.....	5.25
Crespo, 36/2's	2.75
Snow Flakes, 36/2.....	3.00



MALTA VITA

36 1s, case $4.00

Our Mother's Mush, 36/2..	2.75
Twin Brothers Mush, 36/2	3.00
Carnation Wheat Flakes, 24/5's	5.40
A B C Breakfast Wheat, 72/2's	5.00
A B C Breakfast Wheat, 36/2's	2.60
Flaked Rice, 24/1's	3.00
Ralston Breakfast Food, 36/2's	4.50
Do. Barley Food, 36/2's....	4.25
Do. Health Oats, 36/2's....	4.00
Do. Hominy Grits, 36/2's..	4.00
Do. Health Crisp, 36-2's....	3.60
Do. Select Bran, 24/3's....	2.50
Do. Pancake Flour, 36/2's	3.75
Do. Whole Wht Flr, 4/4½'s'	5.50
Quaker Oats, 36 2s	3.80
Scotch Oats 36 2s	3.65

Continued on Col. 25, Page 15.

COLUMN 19.

Department 15.

SPICES

PURE—Square Tins, Full Net Weight.

	⅛'s	¼'s	½'s	1's	2½ lbs.	5 lbs.	Blk
Allspice	$0 70	$0 95	$1 60	$ 2 80	$ 6 70	$12 75	21
Cinnamon	1 15	1 80	3 30	6 25	15 25	30 00	43
Cloves	90	1 35	2 40	4 35	10 60	20 55	31
Ginger	75	1 05	1 75	3 10	7 50	14 30	23
Mace	1 75	3 00	5 65	10 90	28 95	53 30	73
Mustard	70	95	1 60	2 80	6 70	12 75	21
Nutmeg	1 25	2 05	3 80	7 15	17 60	34 60	49
Pepper	80	1 10	1 90	3 40	8 25	15 85	25
Cayenne	80	1 15	2 00	3 55	8 65	16 65	25
W. Pepper	95	1 45	2 65	4 65	11 75	22 90	34
Sage	70	95	1 60	2 80	6 70	12 75	21
Thyme	70	1 00	1 65	2 95	7 10	13 50	22
Savory	70	1 00	1 65	2 95	7 10	13 50	22
Marjoram	75	1 10	1 85	3 30	7 85	15 10	22
Poultry Seasoning		1 50	.....	.....	.....	.....	..

SECOND GRADE—Round Tins, Short Weight.

	¼'s	½'s	1's	2½ lbs.	5 lbs.	Blk.
Allspice	55	1 00	1 75	3 95	7 60	13
Cinnamon	65	1 20	2 10	4 90	9 50	16
Cloves	65	1 25	2 25	5 20	10 20	17
Ginger	55	1 00	1 75	3 95	7 60	13
Mace	1 20	2 30	4 40	10 50	21 00	34
Mustard	55	90	1 50	3 60	7 00	12
Nutmegs	85	1 70	3 10	7 40	14 60	24
Pepper	80	1 15	2 00	4 65	8 90	15
Cayenne	60	1 15	2 00	4 65	8 90	15
W. Pepper	75	1 45	2 65	6 15	12 05	20
Sage	55	1 00	1 75	3 95	7 60	13
Thyme	60	1 05	1 90	4 25	8 25	14
Savory	60	1 05	1 90	4 25	8 25	14
Marjoram	60	1 05	1 90	4 25	8 25	14

SCHILLING'S BEST SPICES.—Nature's Best.

Square tins. Never sold in bulk.
Small, medium, large sizes have sifting tops except

Mustard.

	Small size per doz.	Medium size per doz.	Large size per doz.	Ex. Large size per doz.	Hotel size per tin.
Pepper	.75	1.20	2.20	3.75	.75
Mustard	.75	1.25	2.25	3.90	.81
Must. Comp.	.75	1.25	2.25	3.90	.81
Ginger	.75	1.25	2.25	3.90	.81
Allspice	.75	1.10	2.00	3.50	.73
Cinnamon ...	.90	2.25	4.25	7.50	1.35
Cloves	.80	1.40	2.60	4.75	.87
Nutmegs	1.60	2.75	5.25	10.00	2.00
Mace	1.75	3.00	5.75	11.50	2.15
Cayenne	.90	1.50	2.75	5.00	.93
Wh. Pepper...	.95	1.75	3.25	5.75	1.00
Sage	.75	1.25	2.25	3.90	.81
Thyme	.85	1.40	2.60	4.75	.87
Marjoram ...	.95	1.75	3.25	5.75	1.26
Savory	.85	1.40	2.60	4.75	.87
Cases contain..	6 doz.	4 doz.	2 doz.	2 doz.	1 doz.
Gross weight..	22 lbs.	24 lbs.	40 lbs.	23 lbs.	53 lbs.

MUSTARD.

Colman's, ¼'s, 12 lb to box, lb.	.52
Colman's, ½'s, 12 lb to box, lb.	.48
Colman's, 1's, 12 lb to box, lb..	.48
Colman's, 5's, per lb.....	.40

Mustard, Prepared.

Small bottles, 24 to cs, pr doz	.55
Small straights, fancy, 24 to case per doz	.95
Webb's Glass Top	1.35
Large Dusseldorfer, 24 to cs	1.60
In 3-gal kegs, per keg.....	1.15
In 5-gal kegs, per keg.....	1.70
Louit Freres, French, doz....	2.25
Eddy's Salad Mustard—	
6-oz., 24 to case.....	.92½
8-oz., 24 to case.....	1.35
12-oz., 24 to case.....	2.00
Hirshes Horseradish Mustard—	
10-oz., 24 to case.....	1.25

Department 16

BAKING POWDER AND FLAVORING EXTRACTS.

ROYAL

	1 cs. lot	5 cs. lot	15 cs. lot
¼ lb cans....	$ 1 35	$ 1 35	$ 1 34
6 oz cans....	1 92	1 89	1 87
½ lb cans....	2 57	2 52	2 50
12 oz cans....	3 82	3 75	3 72
1 lb cans ..	4 95	4 85	4 80
2½ lb cans..	11 85	11 40	11 28
3 lb cans ..	13 60	13 34	13 20
5 lb cans ..	22 35	21 90	21 68

An extra discount of 1 per cent if packed in barrels.

Schilling's Best Baking Powder.

Never sold in bulk.

10-lb. tins, per doz.....	$39.00
5-lb. tins, per doz.....	20.00
4-lb. tins, per doz.....	16.00
3-lb. tins, per doz.....	12.50
2½-lb. tins, per doz	10.50
16-oz. tins, per gross....	$53.00
12-oz. tins, per gross....	41.00
8-oz. tins, per gross....	28.00
6-oz. tins, per gross....	22.50
4-oz. tins, per gross....	16.50

TROPHY

4 oz, per doz.....	$0.95
6 oz, "	1.35
8 oz, "	1.70
12 oz, "	2.35
1 lb., "	3.00
2½ lb., "	7.50
3 lb., "	9.00
6 lb., "	14.50

MISCELLANEOUS.

Home, 10 oz.....	$0.90
Home, 25 oz.....	2.00
Home, 50 oz.....	4.00
Home, 80 oz.....	6.00
K. C., 10 oz.....	.85
K. C., 15 oz.....	1.25
K. C., 25 oz.....	2.12½
K. C., 50 oz.....	4.00
K. C., 80 oz.....	6.50

COLUMN 20.

Cream Tartar.

Standard, bulk, 30-lb box.....	.27
Standard, 12 1-lb tins.....	.33
Pure, bulk, 30-lb box.....	.33
Pure, 5-lb tins, per lb.....	.33
Pure, ½-lb tins, per doz.....	5.00

SODA.

Churches, A. & H., or Dwight's Cow Brand, 60 lbs. to case.

1-lb	per lb. $0.05
½-lb	per lb. .05½

EXTRACTS FLAVORING.
GUITTARDS' "PURE"

per doz	2 oz	4 oz	6 oz	8 oz
Vanilla ..	$2 50	$4 75	$7 00	$9 00
Lemon	1 75	3 25	4 50	6 00

Net weight. Patent Sprinkler Tops

Schilling's Best Extracts.
Triple Strength, Pure and Uncolored Sprinkling Tops.
Net weight. Never sold in bulk.

	Lemon and Others. per doz.	Vanila and Rose. per doz
1 oz.....	1.30	1.80
2 oz.....	2.00	3.00
4 oz.....	3.75	5.75
6 oz.....	5.50	8.50
8 oz.....	7.25	11.00
16 oz.....	14.00	21.50
32 oz.....	27.00	42.00

Souder's Flavoring Extracts.
Price per gross.

	2 oz.	4 oz.	8 oz.
Reg. Lemon...	9.00	18.00	54.00
Reg. Vanilla..	14.40	28.80	72.00
XX Lemon....	18.00	36.00	72.00
XX Vanilla....	21.00	42.00	84.00
Asrtd Flavors.	18.00	36.00	72.00
Rose Coloring.	18.00	36.00	....
Yellow Colrng.	18.00	36.00	....
Jamaica Gngr..	18.00	....	....

Assorted flavors contain strawberry, pineapple, orange, almond, rose, etc.



"Vane" Extracts.

Lemon, 2 oz., per doz.....	.60
Vanilla, 2 oz., per doz.....	.80
Assorted Flavors, per doz....	.80

COLUMN 21.

Department 17

CANDIES.

Lozenges.
(5-lb. boxes.)

XXX Peppermint, pails	13 14
Thin Peppermint	.16
T. T. Peppermint	18
Druggist Peppermint	25
Musk, fluted, pails	.20
Cinnamon, Lemon, Sassafras, Rose	.16
Midget Fruit	.20
Conversation and Hearts	.15
Lilliput Conv. Hearts	17
Midget Conv. Lozenges	18
Crown T. T. Lozenges, 24 5ct. pkgs	.80
Aurora Lozenges, 24 5ct. pkgs	.80
Cough Troches, 5 lb bxs	.25
Eagle Wafers, Peppermints, Wintergreen	.25

Mixed Candy.
(30-lb. pails.)

Plain Mixed	8½
Pacific Mixed	10
Royal Mixed	12½
Grocers' Mixed	10
Yankee Mixed	13
American Mixed	13
Fancy A, Mixed	14½
Fancy C, Mixed	14
French 8, Mixed	16
French No. 1, Mixed	18
French Extra Mixed	20
Lady, Mixed	15
Broken Mixed	9

Steam Panwork.

Anis Seed	.22
Aromatic Cachous	.18
Assorted Berries	.16
Assorted Dragee	.14
Assorted Imperials	.16
Assorted Small Seeds	.22
Birds' Eggs	.16
Boston Baked Beans	.17
Burnt Peanuts	.18
Burnt Almonds	.25
Caraway Seed, smooth	.22
Caraway Seed, pearled	.22
Celery Seed	.22
Cinnamon Beans, large red	.16
Cinnamon Beans, Imperials	.16
Coriander Seed, pearled	.22
Jelly Beans, pails	12½ 14
Jelly Birds' Eggs	.16
Jelly Cranberries	.16
Jelly Limes	.16
Jelly Raspberries	.16
Jordon Almonds, fine	.45
Jordon Almonds, imitation	.18
Licorice Beans	.16
Red Hots	.25
Ringed Marbles	.16
Sugar Coated Licorice Tablets	.20
Sugar Almonds	.25
Sugar Plums	.16

Stick Candy.
(30-lb. pails.)

Assortment: Peppermint, Lemon, Rose, Clove, Anis, Cinnamon, Sassafras, Vanilla, Pineapple, Wintergreen	8½
Hoarhound	9
Hoarhound, wrapped	11
Peanut Sticks	13
Peanut Sticks, wrapped	13
Cocoanut Sticks	13
Cocoanut Sticks, wrapped	13

Taffies.

Peanut Taffy	.15
Peanut Flake	.15
Peanut Squares	.14
Cocoanut Taffy	.15
Cocoanut Squares	15
Chunks: Vanila, Rose, Chocolate, Lemon, Molasses	14
Broken Taffy of broken chunk	13

Drops and Lumps.
(30-lb. pails.)

Mixed Drops and Lumps	8½
Molasses Peppermint Lumps	11
Hoarhound Drops	11
Crystal Rocks	12½

Gum Goods.
(5-lb. boxes.)

A. B. Gum Drops, assorted	9
A. B. Gum Drops, Licorice	9
A. B. Gum Drops, Crystallized	11
A. B. Bonbons, plain, in bbls	7
A. B. Bonbons, fancy, in bbls	7½
A. B. Bonbons, fancy, crystallized, 5-lb. boxes	14
A. B. Fruits	18
Royal Gum Drops	15
Genuine Gum Drops, hard	25
Jelly Squares, assorted	14
Bijou Sticks	18
Spiced Jelly Drops	20
New Turkish Figs	16
Fig Paste, plain	17
Fig Paste, tricolor	18

Cream Goods.
(5-lb. boxes.)

Fondans Creams	14
Hand Dipped	19
Hand Dipped, with nuts on	21
Fruit and nut Ices	18
Cream Peppermint	20
Crushed Fruit Bonbons	30

Chocolates.
(5-lb. boxes.)

Chocolate, plain	16
Chocolate, Hand Made	20
Chocolate Dipped Bonbons	20
Chocolate Dipped Bonbons, with nuts	22
Chocolate, Climax, 30-lb pails	16
Chocolate Chips	28
Chocolate Nonpareil Drops	20
Chocolate Wafers	22
Chocolate Cream Tablets, 30 in box	1 10

COLUMN 22.

Marshmallows, Nougats, Etc.

Occidental Marshmallows, 5-lb tins	.28
Occidental Marshmallows, 3-lb tins	.30
Dipping Marshmallows, 5-lb. boxes	.25
Angel Food, 5-lb. boxes	.20
French Nouget, 30 5c slices in box	1.00
Walnut, Apricot, Spanish Nouget, 5-lb boxes, per lb	.25

Sundries.

Opera Caramels	19
Rock Candy, white & red	.15
Rock Candy, brown	16
Licorice Drops	.20
Licorice Sticks, 16 to lb	.28
Locorice Tablets, 5 lb bxs	.25
Licorice Tablets, 24 5c bxs	.80
Licorice Penny Sticks, 100 in box	.65
Buttercups, 5-lb tins	.2

CHEWING GUM.

	Single	Box
Sweet Wheat, per box		.50
Tulu Sugar Plum, box		.55
Yankee Spruce, 20 pcs		.55
Sen Sen, 20 pcs		.55
Red Rooster, 20 pcs		.55
Sweet Heart, 20 pcs		.55
Newton's Pepsin, 20 pcs		.55
Bloodberry, 20 pcs		.60
Pepsin Sticks, 20pcs		.60
Chiclets, 40 5c pkgs		1.25
" 3-lb. boxes		1.35
" 10 10c pkgs		.80
" 12 25c pkgs		2.00

CRACKERS.



MADE BY THE
MUTUAL BISCUIT CO.

	lb.	¼ box
Almond Drops	15	
Animals	12½	$1.20
Arrowroot	14	1.50
Assorted	12	1.15
Assorted, extra	14	1.30
Assorted, fancy	20	1.75
Assorted Wafers	16	1.90
Assorted Jumbles	14	1.25
Boston	9	.60
Butters, Mutual	10	.70
Butter Scotch	14	1.50
Butter, Star	9	.60
California Lunch	9	.90
Champion	9	.65
Chips, Mutual	14	1.10
Chocolate Biscuits	16	1.80
Chocolate Fingers	15	1.50
Chocolate Wafers	18	2.15
Cocoanut Bonbon	14	1.25
Cocoanut Finger	15	1.50
Cocoanut Marshmallows	15	1.50
Cocoanut Taffy	15	1.80
Cocoanut Wafer	16	1.50
Coffee	12	1.25
Coffe Iced	15	1.35
Cornhill	10	1.10
Cracker Meal	6	1.10
Currant Cakes	12	1.10
Egg Jumble	14	1.25
Fruit Biscuits	14	2.40
Ginger Cakes	10	1.40
Ginger, Nut	11	1.40
Ginger Wafers	14	1.75
Graham	10	1.20
Graham Gem	9	.75
Graham Unsweetened	9	
Honey Fingers	14	1.25
Honey Pumbles	12	1.00
Honey Drops, spiced	15	1.60
Honeysuckle	16	
Jelly Fingers	16	1.50
Jenny Lind	12	1.10
Lady Fingers	15	1.30
Lady Fingers Iced	16	1.40
La Grande	11	1.10
Lemon Biscuit	14	1.25
Lemon Brittles	14	1.35
Lemon Snap	12	1.20
Lemon Wafers	14	1.75
Macaroon Almond	40	
Mutual Flakes	14	.90
Mutual Tea	15	1.60
Nic Nac, No. 1	10	1.10
Nic Nac	12½	1.25
Oysters	8	.70
Peoples Mixed	12½	1.25
Pilot Bread	4	.55
Pilot Bread Extra	5	.65
Pilot Saloon	7	.80
Ping Pong	16	1.50
Raisin Cake	12	1.10
Saloon Pilot	7	.80
Saloon Soda	7	
Salted Wafers	14	.90
Soda Extra	7	
Soda	6½	
Star Butters	9	.60
Vanilla Bars	14	1.40
Vanilla Biscuits	14	1.25
Vanilla Snaps	12	1.20
Vanilla Wafers	14	1.75
Wafers, Chocolate	18	2.15
Wafers, Ginger	14	1.75
Wafers, Lemon	14	1.75
Water Wafers	12	.90
Walnut Creams	16	1.50

COLUMN 23.
Department 18.

FANCY GROCERIES.

Snider's Baked Beans.
No. 1, 90c doz.; 4 doz in case
No. 2, $1.40 doz.; 3 doz. in case
No. 3, $1.85 doz.; 2 doz. in case

Bouillion Capsules.

Anker's, 10 capsules in box, per doz boxes	2.75

Capers.

Capotes, 1 dz in cs	1.20 1.25
Nonpareil, small	1.35
De large	2.00
"White Label," 6-oz, doz	2.25
"White Label," 10-oz, doz	3.15

TOMATO KETCHUP.

Catsups

Snider's

Qts., per doz	$8 75
Pts., "	2 40
½-pints, per doz.	1 40





CAMPBELL'S
(½ Pts. Condiments)

2 dozen to case

Tobasco Ketchup dozen $1 15

Tomato Ketchup, dozen $1 15

Salad Dressing, dozen 1 15

Chili Sauce, dozen $1 15

Assorted cases, dozen $1 15

Miscellaneous.

Our Mother's Ctsp ½-pt, doz	1 40
Our Mother's Ctsp, pts, doz	2 30
Blue Label, 25 ½ pts to cs	3 10
Blue Label, 25 pts to cs	5 00
Blue Label, 12 qts to cs	4 00
Mother's Own, pts	1.50
½ pts	.90
London's Rockaway, Pts., doz	2.25
Sailer's "Purity," doz	.90
H. B. Catsup, pts.	2.15
" ½-pts.	1.25

Chocolate and Cocoa

CHOCOLATES.

Baker's.

German Sweet, 6-lb boxes, ⅛s and ¼s	2
Eagle, 12/1s	23
Premium, 12/1s	28
Vanilla, 12/1s	41
Powdered, ⅛s, ½s, 1s, 12/lb. boxes	26

Subject to quantity discount.

Huyler's.

Vanilla, 12-lb. boxes	36
Premium, 12-lb. boxes	33

Lowney's.

Cream Cakes, per box	80
Ice Cream Drops, per doz	75

Ghirardelli's.
In paper

Eagle, 24 1-lb	21
Eagle, 12 1-lb	21½
Eagle, 12 ½-lb	22½
Eagle, 12 ¼-lb	24
Crescent, 6 5 to lb	17
Crescent, 12 5 to lb	16½
Cal, Sweet, 6 6 to lb	21½
Cal. Sweet, 12 6 to lb	21
Monarch, 12 1&½-lb	26
Monarch, 12 1-lb	25
Monarch, 12 ½-lb	27
Star, 24 1-lb	19
Star, 12 1-lb	19½

Ground.
In tins

Ghirardelli's, 12 1-lb tins	26½
Ghirardelli's 24 1-lb tins	26
Ghirardelli's, 60 1-lb. tins	23½

In delivery cases.

Ghirardelli's 60 3-lb tins	24
Venard's, 24 1-lb tins	21
Venard's, 60 3-lb tins	20
Miner's, 12 1-lb tins	22½
Miner's, 24 1-lb tins	22
Miner's, 20 3-lb tins	22

5 per cent off on 120-lb. lots

COCOAS.

Baker's Bkfst, 6/1's&½'s	30
Van Houten's, ¼'s and ½'s	85
Van Houten's, 1's	80
Royal Dutch, 12/¼'s	80
Royal Dutch, 12/½'s	75
Royal Dutch, 12/1's	70
Epp's, 14/½'s	40
Fry's, 12/½'s	39
Webb's, 6/½'s	23
Lowney's, 6/½'s	37
Ghirardelli's Bkfst, 6/½'s	38
Ghirardelli's Bkfst, 12/½'s	37½
Ghirardelli's Impri, 6&12/½s	56
Miner's Bkfst, 6/½'s	37
Miner's Bkfst, 6/1-5's	33
Menier's, 1-½s	47

COLUMN 24.

Condensed Milk

BORDEN'S CONDENSED MILK CO.



Gail Borden Eagle Brand	$6.80
In 5-case lots	6.65
Pony	2.25
Challenge	4.70
Floral	4.65
Dime	3.75
Rose	4.40

(Each of above Brands 4 doz. in case)

Borden's Malted Milk, Trial Size, per doz. 90



Borden's Pioneer Brand Evaporated Cream

Large Cans, 4 doz. in cs	3.75
Peerless	4.70
Yacht	3.25
Family Size, 4 doz. in case.	
Quarts, 2 doz. in cs	

ALL ABOVE BRANDS GUARANTEED



CARNATION CREAM

	20 oz. cans	4 doz
Per case		4 00
5 cases		3 95
25 cases		3 90
50 cases		3 85

25c rebate from factory on return of jobber's dup. bill and signed contract



LILY
[large tin]

1 to 10 cs	$3 90
10 to 25 cs	3 85

Helvetia Milk Condens'g Co.



Originators Evaporated Cream

Highland Evaporated Cream 4 doz in box	$4.10
Baby Pet, 6 doz	3 00
Pet, reg., 4 doz., per case	3 35

Miscellaneous.

St. Charles, 4 doz., in case	$4 60
St. Charles, 5-case lots	4 50
Horlick's Malted Milk, doz	4 50
Jersey, 4 doz. per case	3 50

Cereal Coffee.

Fig Prune, per doz	$2 25
Postum, 24/½'s, per doz	1 35
Postum, 12/1's, per doz	2 25
Postum, 36/1's, per doz	2 25
Grains, 12, 2s	2.75

Chutney.

Chutney, asst, qts	$6 25
Chutney, asst, pts	3 75
Chutney, Major Grey, qts	6 50
Chutney, Major Grey, pts	4 25
Ban-ki-pore, pts	3 00

Cranberry Sauce. doz.

Anderson's 2s, 2 doz box	2.00
Tea Garden, 2s, gls, 12 box	4.00
Tea Garden, 1s, gls, 24 box	2.25
Cape Cod, 2 lb, gls, 12 box	3.50
Cape Cod, 1 lb, gls, 24 box	2.00
Home Made, 1s, 2 doz box	2.15
do 2s, glass, 1 doz box	4.00

Rice.

Choice Seed Japan	$0 04
Good Seed Japan	03¾
Fair Seed Japan	03½
Fancy Head Rice	5 00
Long Grain Rice	04 05
China No. 1	5 6
China No. 2	4 4½

COLUMN 25.

ALPINE

EVAPORATED CREAM

	Per case
1 to 5 cases, 4 doz. to case	$3.60
5 to 10 " " "	3.55
10 to 25 " " "	3.50

Gallons

1 to 5 cases, 6 to case	3.35
5 to 10 " " "	3.30
10 to 25 " " "	3.26

Midgets, 8 doz. to case
1 to 5 cases, $3.90 | 5 to 10 cases, $3.85
10 to 25 cases, $3.80

Alpine Evaporated Cream Co.

Factory
HOLLISTER, CAL.

Office and Salesroom
95 Market Street
Rooms 212-213
San Francisco, Cal.
Phone: **Main 3443.**

Cottolene.

2's, 4's or 10's, per cs. of 60 lbs	7.00
5-case lots	6.90
10-case lots	6.85
25-case lots	6.75

With 2½ cases, ½ case free.
" 5 " 1 " "
" 10 " 2 " "

Price $7.50, $7.40, $7.35.

Curry Powder.

Cross & Blackwells, 2 oz	1.35
do 4 oz	2.35
Do 8-oz	3.65
Do 16-oz	6.20
East India, Bombay, 16 oz	5.00
East India, Bombay, 8 oz	3.25

Extract of Beef.
Liebig's (Genuine)

2 oz.	4 oz.	8 oz.	16 oz.
doz. 4.55	8.50	15.90	29.75

"Rex" Balls.



2-oz., doz	$3.96
4-oz., doz	7.20
8-oz., doz	$13.27
16-oz., doz	24.75

Marshall's

2 oz., per doz	$2.40

Gelatine.

Knox's, per doz	1 20
Knox's, per gross	14 00
Cox's, per gross	12 00
Keck's, per doz	1.10
Plymouth Rock, per doz	$1.10
(1 doz. free with 3 doz.)	
Plymouth Rock, per gross	12.50
(4 doz free with gross.)	

Ginger (Preserved).

½ doz jars in cs, per cs	2.25

Lemon Sugar.

Gilt Edge, 24/½s, per doz	1.37½
Gilt Edge, 24/1s, per doz	1.85

Lime Juice.

Tahita, 24/8-oz, per doz	$1.25
Tahita, short measure, 16-oz	1.50
Tahita, full measure, 16-oz	1.75
Tahita, full measure, 32-oz	3.50
Tahita, bulk, gal	1.00

Mushrooms. doz.

Le Court, 100 to cs	$2 25
La Forrest, 100 to cs	2.75
Hotel, 100 to cs	1.85
Fancy Stuffed, pts	4.00

Continued from Col. 18.



Dr. Price's Wheat Flake Celery Food.
Per case...$ 3 75

Pastes (Domestic).

Macaroni, Vermicelli, etc.—	
No 1 Extra, per box	.27
No. 1 Extra, 15 lbs	.52
No. 1 Extra, 25 lbs	.82
No. 1 Extra, 50 lbs	1.65
No 1 Extra, 100 lbs	3.30
No. 1 Extra, ½ boxes	.15
Macaroni, Vermicelli & spaghetti, No. 2	.20
Royal Macaroni, Verm'i & Sp'tti, 24 1-lb pkgs, per case	1.70
Queen's Taste Mac., Verm. & Sp. 12 3-lb cartons 1 case	2 15
It. Paste, ass'd, ab 18 lbs. c, lb.	6½
Royal It. Paste, 24 1-lb pkg c., pkg	8½
Golden Gate Egg Noodles, 24 1-lb pkgs in case, per cs	1.90
Farina, 24 1-lb pkgs	1.50

Discount 2 per cent for cash only.

COLUMN 26.

OLIVES.

OLIVES IN BULK.

	25 gl.	10 gl.	5 gl.	3 gl.
Ex. No. 1, Qu'a.	1 10	11 50	6 00	$ 75
Lge No. 1, "	1 00	10 50	5 00	$ 25
No. 1 Qu'a . . .	95	9 75	4 75	2 90
No. 2 "	85	8 75	4 50	2 85
Manzanilla . . .	70	7 25	3 75	2 40

Extra charge for kegs & barrels.



Olives

SEVILLE PACKING CO.

White Label Queen Olives—

28-oz., per doz...$5.50
18-oz., " ... 3.75
6-oz., " 1 25

Pim-Olas

18 oz, 2 doz, per cs, per doz.....$6 10
19 " " " 3 55

Baby Pim-Olas

10-oz, 2 doz. in case, per doz.....$2.50
6-oz., 2 doz. in case, per doz.... 1.50

Olive Oil

NICELLI

	Case
½ pints, 4 doz.	$9 00
Pints, 2 doz	8 55
Quarts, 1 doz.	7 85
2½-oz.	9 00



CRYSTAL BRAND OLIVE OIL.
Pure California Products.

7-oz.
Per doz...$2.40
3 doz..... 6.75

14-oz.
Per doz... 4.50

Quarts.
Per doz... 7.25

Put up by
G. O. Ryden.

MISCELLANEOUS

Golden Gate, in gal tins, per gal	1 80
" ½ " "	1 85
" ¼ " "	1 90
Pals Grove, pure Cal., qts. . . dz.	7 75
Cooper's qts., ½ doz.	10.00
Cooper's pts, ½ cs of 2 doz.	10.00
Antonini, J.P.S., qts, ½cs..	7.49
Do 1½-gal. tins, ½ tin..	2.90
Duret, qts, pts, ½ doz cs.	6.00 7.00
Lucca, Crosse & Blackwell's qts.	7.50
Lucca, Crosse & Blackwell's pts, 2 doz.	8.25
Lucca, Crosse & Blackwell's ½ pts, 3 doz.	7.25

Salad Oil.

Durand Oil.

Quarts, 1 doz. to case, per case.	$1.65
Pints, 2 " " "	1.75
½-Pts., 3 " " "	1.85

Puritan Salad Oil

Quarts, 1 doz to case, per case	1.90
F. Dubec & Fils, 1 dz qts, per case	1.50
Imitation Lucca, qts	1.70

"Primrose" Salad Oil.

Tierces, about 50 gal, gal.	$ .40
5 gal tins, 10 to case, gal.	.70
½ gal tins, 20 to cs, gal.	.45
Quart bottles, 12 to cs, doz	1 85
Pint bottles, 24 to cs, doz	1.00
½ Pint bot., 36 to cs, doz.	.85

Paprika.

Gordon Packing Co.

1-16 lb	doz	½ lb. . .	doz 6 00
⅛ lb	doz	1 lb	doz
¼ lb	doz	Bulk, lb.	

Peanut Butter

Heron's, 2 doz to cs, per doz. . 2.40

Peels.

Citron, 25-lb box	13½
Citron, 10-lb box	14
Lemon, 25-lb box	11½
Lemon, 10-lb box	12½
Orange, 25-lb box	11½
Orange, 10-lb box	12

COLUMN 27.

PICKLES.

Gordon Packing Co.

California—Mixed or Plain.

No. 1, bbls, per gal.	$0.24 to $0.27
No. 1, ½ bbls, per gal. .	.26 to .29
No. 1, 10-gal keg, p kg.	2.25 to 2.45
No. 1, 5-gal keg, p keg.	1.15 to 1.25
No. 1, 3-gal keg, p keg.	.80 to .85
No. 2, bbls, per gal.	.22
No. 2, ½ bbls, per gal.	.24
No. 2, 10-gal keg, per keg.	2 10
No. 2, 5-gal keg, per keg.	1 05
No. 2, 3-gal keg, per keg.	.80
No. 3, bbls, per gal.	.14
No. 3, 10-gal keg, per keg.	1 15
No. 3, 5-gal keg, per keg.	.60
No. 3, 3-gal keg, per keg.	.55

SWEET—"PACIFIC."

Bbls, ½ gal	51
½ bbls, ½ gal.	53
10-gal keg, per keg.	5.00
5-gal. keg, ½ keg	2.75
3-gal. keg, ½ keg	1.75
Square, 1doz ½-gal. ½ doz.	2.25
Square, 2 doz ¼-gal, ½ doz.	1.60
Square, 4 doz ⅛-gal., ½ doz	1.25
Round, qts, ½ doz.	3.75
Round, pts, ½ doz.	2.50
Round, ½ pts, ½ doz.	1.75

Crosse & Blackwell's.

	Doz.
Mxd Pkls, pat tops, pts.	4.15
Mxd Pkles, Pat tops, ½ pt.	2.50
Mxd Pkls, corks, pts.	3.95
Chow Chow, pat tops, pts.	4.15
Chow Chow, pat top, ½ pt.	2.50
Chow Chow, corks, pts.	3.95
Onions, pat tops, pts.	4.15
Onions, pat tops, ½ pts.	2.50

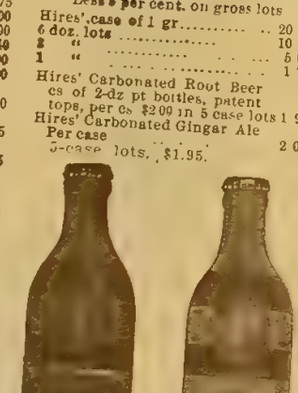
Root Beer



Less 5 per cent. on gross lots

Hires', case of 1 gr.	20 00
6 doz. lots	10 00
2 "	5 00
1 "	1 75

Hires' Carbonated Root Beer cs of 2-dz pt bottles, patent tops, per cs $2.00 in 5 case lots 1 95
Hires' Carbonated Gingar Ale Per case 2 00
5-case lots, $1.95.



Hires' Rootbeer Carbonated and Ginger Ale empty bottles, if returned to Goohu-Patrick Company, will be received by them at 25c. per case of 2 doz. bottles (with case) Delivered at San Francisco.

COLUMN 28.

Saratoga Chips.

(Less 5 per cent)

Boxes, 15 and 30-lb. per lb.	$0.20
Cartons, 6-oz. 2 doz in cs, doz	1.30

SAUCES.

SNIDER'S SALAD DRESSING



Pints, 1 doz. in case, doz. $2.75
Hlf-Pts, 2 doz. in case, doz. 1.75



Snider's Oyster Cocktail S'ce pints, 2 doz to c'se, doz .2 40

Same gallon jugs, 6 to case, per gal..... 1 80

Snider's Chili Sauce, pints, 1 doz. to c'se doz 2 40

Same, half pts 2 doz. to c'se doz . . 1 45

Bayle's Tabasco Pepper Sauce, in cases, 6, ½-doz. boxes, per doz. $3 00
boxes of 12 bottles, per doz.... 3.50

Holbrook's W'cestershire, ½'s	2.40
Do pts.	4.00
Do qts.	
*Lea & Perrin's Worcestershire, sms"	2.75
*Lea & Perrin's Worcestershire, medium	5.00
*Lea & Perrin's Worcestershire, large	8.25

*5 cases 5c ½ doz less.

Ban-ki-por, ½ pts, 2 doz case, per doz	2.40
Ban-ki-por, pts, 1 doz case.	3.80
Tobasco, McIlheny	4.00
Tobasco, New Iberia	3.50
Braunhardt's Tropical, ½-pts, 2 doz. per case	4.50
" pints, 2 doz. " "	8.10
Bengal Worcester, ½ pt.	.55
Bengal Worcester, pt	1.05
Pepper, sprinkle top, ½ pt.	2.00
Superior Pepper, small	.75
Superior Pepper, large	1.50

Pure Food Pk'g Co.

Worcester Sauce, London Club, ½ pts, do	.75

Salad Dressing.

Durkee, small, 2 doz, ½ doz.	2.55
Do large, 1 doz, ½ d.	4.30
Do picnic size, 4 dz, ½ dz.	1.00
My Wife's, 1 dz. 16-oz, case.	2.75
My Wife's, 2 doz, ½ pt. cs.	3.40

Alpha Salad Cream.

Jumbo, 1 doz. to case, per case	4 25
Do large, 2 doz. " " "	4.70
Do picnic, 2 " " "	2.50

El Paso Manfg. Co.
1653 Mission St.

Manufacturers of

Flavoring Extracts
Fruit Juices
Syrup
Salad Dressing
Bluing
Ammonia

—

Meat and Salad Dressing, doz. .90

COLUMN 29.

SOUPS.



CAMPBELL'S (1-lb. Condensed). Packed 48 1-lb. cans to case. Straight cases of any variety, or following assortment:

8 Tomato, 6 Vegetable, 4 Ox Tail, 2 Mock Turtle, 3 Chicken Gumbo, 2 Tomato Okra, 1 Julienne, 2 Beef, 2 Consomme, 2 Pea, 2 Celery, 2 Vermicelli-Tomato, 2 Clam Chowder, 2 Mutton Broth, 2 Bouillon, 3 Chicken, 2 Mulligatany
Price, per doz. any variety .$0.90

Miscellaneous.

Snider's Tomato—$ lb tins 2 doz. in case, per d.	$2 60
Same—2 lb tins 2 doz. in case, per doz.	1.35
Van Camp's asstd, per doz.	.90
Van Camp's straight, per doz.	.90

SALT.



LESLIE SALT.

Free Running—

Cartons, 20 5s	$ 2.50
Cartons, 24 3s	2.00
Cartons, 48 2s	2.75
Caddies, 50 2s	3.60

Velvet Grain—

Bales, 50 3s	1.75
Bales, 30 5s	1.75
Bales, 15 10s	1.75
Bales, 8 20s	1.75
50-lb sacks, per ton	18.00

H. B. H. Liverpool.

Bales of 75, 2's, per bale.	$1.25
Bales of 40, 4's, and 15 10's.	2.0
Bags, 200s (50s $5), per ton..	7.50

Rock Salt.

Half-Ground, 100-lb sacks, per ton	
Stock, 100-lb sacks, per ton.	$4.25
Liverpool Lump, per ton.	4.00
Cal. Table and Dairy, pr bale.	13.50
Cal. Table and Dairy, 50's, per ton	1.0
	6.25

Package Salt.

Shaker Salt, per doz.	$0.90
R. S. V. P., 3's, 24 to cs, p. cs.	2.25
R. S. V. P., 5's, 20 to cs, p. cs.	2.75

Celery Salt.

Mertens, 1 doz in box.	1.05

Sauerkraut.

Barrels, per lb.	.02¾
½ bbls	.03
¼ bbls	.03¼
3-gal kegs, per keg.	.90
5-gal kegs, per keg.	1.15
10-gal kegs, per keg.	2.25
2-lb tins, 2 doz in cs, doz.	1.35
2½-lb tins, 2 doz in cs, doz.	1.60

COLUMN 30.

SPANISH DELICACIES.

Specialties of the **Spanish-American Food Co.**
149-155 Fremont St.
Medal Goods, Paris Exposition.



TAMALES. Doz.

I. X. L., W. G. M. and Kapp & Sheet Brands.	
No. 1 Boneless Chicken Tamales in key-op cans	1.30
No. 2 Not Boneless Chicken Tamales in key op. cans	1.00

Spanish-American Brand.

Beef Tamales in key op. cans	.95
Extra Special Boneless Tamales in key op. cans	1.60
Chili Con Carne, 1 lb.	1.20
Enchiladas, in key-opener cans	1.20
FRIJOLES, 1 lb	.90
Tripe, Spanish style, 1 lb	1.25
Minced Deep Sea Clams, 1 pt.	1.25
Clam Juice, 1 pt.	1 10
Cal. Baked Beans, tomato sauce, 1 lb., 4 doz in case.	.85
Cal. Baked Beans, tomato sauce, 2 lbs., 2 doz to case	1.35
Cal. Baked Beans, tomato sauce, 3 lbs . 2 doz to case	1.75

Chili Beans (Tamale Sauce)

1 lb, 4 d z to case	.85
2 lb, 2 " "	1.35
2 lb, 3 " "	1.75

Deviled Oysters, for Sandwiches 4 doz to case	1.40
Pate Chicken Liver for sandws. 4 doz. to case	1.40

Macaroni and Cheese, with Tomato sauce, 1 lb, 4 dz. cs.. .90

Concentrated Soups.

Pints (20 kinds)....doz. .90
Beef, Tomato, Ox Tail, Mock Turtle, Mulligatawny, Rice Tomato, Consomme, Green Pea, Bean, Clam Chowder, Vegetable, Chicken Rice, Chicken Barley, Chicken Giblet, Chicken Gumbo, Cream Chicken, Cream Celery, Beef Bouillon, Chicken Bouillon, Clam Bouillon.
Quarts (9 kinds)...doz. $1.85
Chicken, Beef, Mock Turtle, Ox Tail, Tomato, Mulligatawny, Vegetable, Clam Chowder, Cream of Celery.

Truffles.

Rilhac, 100/¼'s, per doz.	12.00
Rilhac, 100/ 1-16's, per doz.	3.00
La Forrest, 100/¼'s, per doz.	17.00

Vinegar.

	½ Bbl.	10 gal.	5 gal.	2 gal.
30 grain	08	10	1 15	65 50
40 grain	10	12	1 35	75 60
50 grain	12	14	1 70	90 80
60 grain	14	16	2 00	1 10 95
80 grain	16	18	2 65	1 50 1 25
90 grain	18	20	3 50	1 85 1 65
100 grain	20	22	3 85	2 00 1 85

Hammond's Vinegar.

Salad, qts, per doz.	1.25

Yeast Cakes.

Great Western	1.00
Gillett's Magic	1.20
Yeast Foam	1.20

Pure Oregon Apple Cider Vinegar.

Bbls.	22c gall n
½-bbl.	24c "

Guaranteed.

COLUMN 31.

Department 19.
GROCERY SUNDRIES.

Axle Grease.

H. & L., per case.....$1.50
C. & S., 2-doz case, per case... 2.00
" 5 cs lots 1.95
" 10 cs lots 1.85
Frazer's, 2 doz tins, per case..2.25
Frazer's, 4 doz wd, per case... 3.60
Frazer's, 15-lb pails..... .85
Mica, 3 doz tins, per case..... 2.25

Paper Bags.

Automatic, Self-opening, 500 in pkg.

List.

¼-lb . .....$1.00 8-lb 4.80
½-lb . ..... 1.20 10-lb 5.20
1-lb . ..... 1.60 12-lb 6.30
1½-lb . ... 1.70 14-lb 8.30
2-lb . ..... 2.00 16-lb 9.00
3-lb . ..... 2.50 20-lb 10.00
4-lb . ..... 3.00 25-lb 11.00
5-lb . ..... 3.40 30-lb 13.00
6-lb . ..... 4.00 35-lb 15.00
7-lb ..... 4.40 .....

Discounts from above List:
(Cheapest).....50 pct and 5, 10's
Eagle or Equal....50 pct and 2, 10's
White Fibre, or any white bag, ...50 pct and 1, 10's
Mikado (striped) .....40 pct
Sugar Bags, broad bottom, lb....06
Lion, 40 per cent and 1....1.10

Bluestone.

Barrels, per lb (5 bbls 5½c) .$0.05¾

Bathbrick.

Bristol, 2 doz, per case (25 case lots 67½c) $0.85
Powdered, 20 1's, per case 1.15
Powdered, 40 ½'s, per case 1.25

CANDLES.

Adamantine.

Schneider's 10 oz. 20's.....$0.97
Schneider's 12 oz. 20's..... .08½
Schneider's 14 oz. 20's..... .09½
Parafine, 20 1 lb. cakes...1.95
do, 5 bx. lots..... 1.85
do 40 1 lb cakes..... 3.90
do 5 bx lots..... 3.75
do 100 1 lb cakes..... 9.75
do 5 bx lots..... 8.75
P. & G. Adamantine, 10 oz. 8¼
do 12 oz. 9¼
do 14 oz. 10½
Yacht Club Quartz Candles
20 sets 14 oz..... .10
40 sets 14 oz..... .09¾

Stearic.

Schneider's 14 oz 20's or 40' .12
Schneider's 16 oz 20's or 40's. .13½

Paraffine, Etc. Per lb.

4s, 6s, in cartons of 36-lb bxs..10¼
12s, in cartons of 36-lb bxs.....10¼
½-lb, in cartons of 25-lb bxs...10¼
1-lb, in cartons of 25-lb bxs....10¼
Colored 1c higher.
Beeswax, pure for churches.. 40
Do No 2..... 30
Do No. 3..... 25
Christmas, all sizes.....$ 3½
Do holders, ₩ gross..... 85
Wax Tapers, ₩ doz pkgs (₩ gross 8.00).....65 75
Night Lights, German, on pap & wd, (doz 40)..... 65
Do French, on tin, doz.. .....50, .75, 1.10

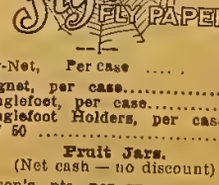
Cordage.

Basis price: Manila 14½c. Sisal 9¾c (5,000 lbs ¼c, and 10,000 lbs ½c less.)

Egg Food.

Pratt's, 26-oz, 2 doz in cs....$2.25
Wellington's, 1-lb, 2 doz box.. 2.00

Fly Paper.



Fly-Net, Per case $2.60
Magnet, per case.....$1.50
Tanglefoot, per case..... 2.90
Tanglefoot Holders, per case of 50 ..... .75

Fruit Jars.

(Net cash — no discount)

Mason's, pts, per gr..... 7.35
Mason's qts, per gr..... 8.05
Mason's, ½ gals 11.40

Fruit Jar Caps.

Porcelain, 6 doz to box, per bx 2.40

Fruit Jar Rubbers.

No. 1 white, per lb..... 50-60c
"Gold Seal," cartons, per gr.. .75
"Badgers," cartons, per gr.... .60

Hops.

No. 1, ¼ lb, 30-lb. box, lb..... .30
No. 1, ½ lb, 30-lb box, lb..... .30
No. 1, 1 lb, 30-lb box, lb..... .30
Less than 30-lb boxes..... .31

Horseradish.

½-pts, 2 doz in box, doz..... 1.10
Pts, 1 doz in box, per doz.... 1.50
Qts, 1 doz in box, per doz..... 2.75
Bulk, per gal ..... .75

Glue.

Le Page's, 1 oz, per doz..... .75
Le Page's, 2 oz, per doz..... 1.15
Le Page's ½-gill tins, per doz. 1.20
Le Page's, 1-gill tin, per doz.. 1.60
Standard, small, per doz..... .50

COLUMN 32.

EUREKA INSECT EXTERMINATOR.



Manufactured by
Jos. Fusch, 22 Hampton Place
San Francisco.

10c size, doz ..... .75
25c size, doz 1.75
60c size, doz 4.50
1.00 size, doz 8.00

Harmless to persons or animals; does not irritate the skin or injure the eyes.

MATCHES.

Metropltan, full count, per tin.$1.10
Universal, shrt count, pr tin .75
Boys' block pap pkg, per doz .81½
Swedish Safety, per gross..... .80
Swedish wind, 1 gross..... 85
Vulcan Parafine, 65s, ₩ gross (50 gross 50c) .....50 .55
Japanese Safety, per gross..... .50
Squirrel Matches, 55s, per gross .43
Ship Safety Matches, la ge, gross .75
" " small, " .65

Diamond Match Co.'s.

Anchor, 200 ..... 1.70
..Do 500s..... 4.00
Domino, case..... 2.75
Domino, 5-case lots 2.50
G. G., 60s..... 2.75
Red Top Safety 3.25
S. & C., Eastern Parlor, 80s.... 4.25
Press, 100s, 5-gross cs..... 4.75
Little Star, per cs..... 2.25
Search Light, 500s, large 1 gr.. 4.75
(Discount of 25c per case on 5 cs lots)

Paper, Wrapping.

Butter, White, ₩ ream..... 20
Do Waxed ₩ ream..... 25
Manilla, No. 2, roll, any sz. lb....3½
Manilla, No. 1, rolls or reams, ₩ lb..... 5
Straw, ₩ ream..... 70
Do rolls any size, ₩ lb.... 3¼
Drab, ₩ ream..... 60
Do rolls any size, ₩ lb.... 2⅝
Metropolitan White Fibre Rolls, per pound 4

Paper, Toilet.

Columbia, in rolls, 7 oz, per cs of 100 .....2.75
Royal, 100 rolls of 500 shts.....4.00
Pilot, 100 tablets of 500 shts..2.75
Golden Eagle, 100 tablets of 1,000 sheets 3.00

Polishes, Shoe.

Mason's.

Mason's Colt-Ceron-Ide Per gross $4.20; per doz. 40c
Mason's Paste Stove Polish Per gross $4 70 ¼-gross $1.20
Mason's Challenge, per doz..... .40
Mason's Challenge, per gross... 4.70
Challenge Shoe Dressing, small per doz ..... $ 75
large " " 1 50
Russett Comb'n. shoe Dressing small, per doz 75
large, " " 1 50
Black Comb'n Shoe Dressing small per doz 85
Patent Leather Polish, per doz 50
Mason's, No. 4 45
" " per gross 5 20
" No. 3 per doz 35
" " per gross..... 3 40
" No 2 per doz 30
" " per gross..... 3 00
" No. 1 per doz 25
" " per gross 2 80

Scott & Gilbert Co.

Manufacturers.
214-216 Mission St., San Francisco



In 3 dozen cases per

Alaska Seal Oil.... 20 00
Top Notch ... 15 0
Russian 12 00
Boss..... . 9 00

Bixby's.



Jet Oil .....per doz. 85
Jet Oil, 3 doz. in box, with Marvel Brush Free 2 55

COLUMN 33.

BIXBY'S—Continued

Royal Polish ..... per doz. 85
Royal Polish 3 doz. in box, with 8 pkgs. 5c Carpet Tacks free.2 55
Shoe Satin, Small Comb, per doz. 80
Shoe Satin, Large Comb, per doz. 1 25
No. 5, Shoe Satin Paste, per doz. 40
No. 10, Shoe Satin Paste, p doz 85
Satinola, Small Comb 80
Satinola, Large Comb 1 25
No. 5, Satinola Paste, ... 40
No. 10, Satinola Paste 85
"BBB" Blacking Size M. 3 dz. in box 1 25
½doz. paste free
"BBB" Blacking, Size B. 3 doz. in box 2 50
1 doz. paste FREE

Polish, Stove.

Rising Sun, large pkg, ₩ gross.6.25
Do 5-gross lots, ₩ gross..6.00
Do Small pkg, ₩ gross....4 25
Sun Paste, large, ¼ gross, per gross 8.00
Sun Paste, small, ¼ gross, per gross 5.00
Enameline, No. 4 tins, ₩ gross.5.00
Do No. 6 tins, ₩ gross.....8.25
Do Liquid, pt-tins, bx 3 doz.2.25



Small, 3 doz. to cs., per cs..$1.50
Large, 3 doz. to cs., per cs. 2.50
(½ doz. free with each case)

Polish, Metal.

Electro Silicon, 1 gr in case, per doz ..... .80
Brilliantshine, ½ pts, per doz.. .90
Brilliantshine, pts, per doz.... 1.70
Brilliantshine, qts, per doz.... 3.10

U. S. Metal Polish.



POLISH

Doz

Qts.. $3 00
Pts.... 1 70
½ Pts. 90

PASTE

lb...$3 00
½ lb . 1 75
3 oz... 50

Barkeep rs Friend powder gr..$18.00

U. S. METALLIC POLISH

PASTE is put up by a Practical Chemist; also in Liquid Form. Free from Acid or Grit. 20 years in the Markets of the World. J. T. WILSON, Pacific Coast Agt., 1770 15th St., S. F. For sale by all dealers. Also the Barkeepers' Friend Cleaning Powder.

Rope.

Manila, 1¼-in. cordage ..... .15
Sisal, 1¼-in. cordage ..... .10¾

Seeds.

Anis 14½
Canary 7
Caraway 8 10
Celery 15
Coriander 15
Cumin 13
Flax, ground 4
Flax, whole 3¾
Hemp, sacks 4½
Millet 6½
Mustard 5½
Poppy (Or. sks 9¼)..... 10¼
Rape, Cal. 4¾
Bird gravel, 40 2s..... 2 00
Bird Seed Mixed 48—1-lb. pkg 7½

Original sacks ½c less.

Sheep Dip.

Little's, 10½-gal tins, per gal$1.05
Little's, 5-gal drums, per gal.. 1.05
Smith's, 10½-gal tins, per gal. .95
Smith's, 5-gal drums, per gal .95

Twine.

Cotton, 4 ply, 100-lb bls, per lb 20
Do 3 ply, 100-lb bls, per lb.... 20
Do 2-lb cones, per lb 20
Hemp, 8-oz balls, per 3-lb pkg.. 70
Do, 4-oz. balls, per 3-lb pkg. 75
Do 2-oz balls, ₩ 3-lb pkg...
Sack, 4 ply, 12-lb pkgs, per lb. 33

Wax.

Fruit...25 6-oz. pkgs 1.10; .. 9-oz. .80
Japan, per lb..... 20
Beeswax 35

Wax Strings.

12 in. 10 pkg 100 stgs each 1 65
14 in. 10 pkg 100 stgs each.... 1 75

COLUMN 34.

COLUMN 35.

Department 20.
WOOD AND WILLOW WARE

AXE HANDLES.

Ex, 36-in., doz..... .....$2.25
No. 1, 36-in., doz..... 1.75
No. 2, 36-in., doz..... 1.25
No. 3, 36-in., doz..... 1.05
Ex, 38-in., doz..... 4.00
Ex, 40-in., doz..... 4.25

BASKETS.

Per Doz.

Cal., Open, Spruce, No. 3.. .60
Cal., Open, Spruce, No. 4.. .60
Cal., Open, Spruce, No. 5.. .84
Cal., Satchel, Spruce, nest, 0-5 ..... 1.10
Cal., Satchel, Spruce, nest, 1-5 ..... 1.00
Cal., Satchel, Spruce, nest, 1-41 ..... .71
German market, nest of 4 1.25
Clothes, Oval, Wil., No. 0. 6.00
Clothes, Oval, Wil., No. 1. 6.75
Clothes, Oval, Wil., No. 2. 8.00
Clothes, Oval, Wil., No. 3. 9.00
Clothes, Oval, Wil., nest 4... 8.17
Japanese Telescope, nest of 5, size 18x12x7..... 1.00
Same, size 20x13½x7..... 1.25
Same, size 24x15x10..... 1.75

BOWLS, WOODEN.

Per Doz.

Maple, No. 1, 11-inch..... .75
Do No. 2, 13-inch..... 1.50
Do No. 3, 15-inch..... 2.75
Do No. 4, 17-inch..... 4.25
Do No. 5, 19-inch..... 5.75
Do No. 6, 21-inch..... 7.50

Per nest.

Maple Nests, 3, 13, 15, 17-inch ..... .71
Same, 4, 13, 15, 17, 19-inch 1.20
Same, 5, 13 to 21-inch... 1.81

BROOMS.

Per Doz.

Patent Cap, No. 1..... 3.30
Patent Cap, No. 2..... 3.60
Patent Cap, No. 3..... 3.35
Extra Patent, No. 1..... 3.35
Extra Patent, No. 2..... 2.60
Extra Patent, No. 3..... 2.40
Ladies' Pride, No. 1..... 2.35
Ladies' Pride, No. 2..... 2.60
Ladies' Pride, No. 3..... 2.40
Little Beauties 3.00
Ladies' Delight 2.80
Toy, 2 strings..... .80 1.35
Wisp, 2 strings ..... .90 1.25

BRUSHES.

Per Doz.

Dust 2.00 12 00
Scrubbing ..... .55 3.00
Dandy 1.50 5.75

Shoe Brushes.

No. 1, black tampico 1.10
No. 2, bristles 1.65
No. 3, white bristles 1.75
No 4, bristles 2.00
No. 5, white bristles 2.25
No. 6, horse hair 2.70
No. 7, bristles 3.90

Stove Brushes.

Per Doz.

No. 1, tampico, handles...90c-$1.10
No. 2, bristles, handles..... 1.35
No. 3, tampico, handles..... 1.85
No. 4, bristles, handles..... 3.25

Ox Fibre Brushes.

Per Doz.

Scrub, T. & B., 9x2½ in face .80
Do Hub, 10x2¾ in face. 2.00
Do Magic, 7½x2 in face 1.10
Do Owl, 6½x1½ in face .85
Do Cat, 10½x2¼ in face 1.60
Do Rat, 8½x2½ in face 1.25
Do Mouse, 6¼x2½ in fa 1.00
Do Alligator, 10½x2¾ in face 2.25
Do Goose, 8¾x2¾ in fce 2.00
Do Duck, 6½x2¾ in fce 1.50
Stove, Hustler, 3½x2½ in face 2.25
Sink, Bell, 3½x2½ in face 1.40
Sink, Gong, 4¾x3¾ in face 2.25
Horse, Pointer, 10x3¼ in face 3.00
Creamery, Jersey, 9x5 in face 3.25
Creamery, Holstein, 9½x5½ in face 3.50
Dust, Peacock, 10½x4 in face 2.25
Hand, Windsor, 4½x1¼ in face, per gross..... 6.00
Whitewash, Snowsterm, 9-in., per doz..... 2.00
Same, 8-in., per doz..... 1.75
Same, 7-in., per doz..... 1.50

CAN OPENERS.

Diamond, per doz $0.75
Crown, per doz 1.25
Scissors, per doz..... 2.25

CARPET SWEEPERS.

Bissells, per doz. 25.00 to 27.00
King, per doz..... 24.00

CHEESE SAFES.

Round, No. 1, 10-in.....$2.20
Round, No. 2 22-in..... 2.25
Round, No. 3, 24-in..... 3.50
Square, each 4.00

Clothes Line.

Hemp, 40-foot, per doz.....$0.80
Hemp, 60-foot, per doz..... 1.25
Cotton, 40-foot, per doz..... .80
Cotton, 60-foot, per doz..... 1.20
Cotton, 75-foot, per doz..... 1.75
Manila, 40-foot, per doz..... 1.25
Manila 60-foot per doz 2.50
Sash Cord, 50-foot, per doz.... 1.75
Sash Cord 80-foot, per doz.... 3.00
Wire Cord, 50-foot, per doz.. 1.05
Wire Cord, 75-foot, per doz.. 1.60
Wire Cord, 100-foot, per doz.. 2.75

COLUMN 36.

Clothes Line Pulleys.

Galv. Iron, per doz.....$0.50

CLOTHESPINS.

Common, per bx of 5 gross .70
U. S. Patent Spring, per gr .60

COFFEE MILLS.

Enterprise, Family, No. 1, dor.$2.50
Enterprise, Family, No. 2, doz. 3.50
Enterprise, counter, ea....5.50-$5.00

CORKS.

Wine, pt size, per M.....$4.75
Wine, qt size, per M..... 5.25

Demijohns.

Discount: on ¼ gal., 2, 3 and 5 gals. 50-10; on ½ and 1 gal. 50-10-5.

¼-gal., doz..$3.25 2-gal., doz..$10.50
½-gal., doz.. 4.50 3-gal., doz.. 13.50
1-gal., doz... 6.50 5-gal., doz.. 19.00

Dust Pans.

No. 1 Japan, doz..... .63
Covered, doz 1.25
Janitor, doz 2.25

Dusters.

China, fancy colored, doz.... .80
Standard Turkey, No. 10, doz.. 1.60
Standard Turkey, No. 12, doz.. 2.10
Standard Turkey, No. 14, doz.. 2.75
Standard Turkey, No. 16, doz.. 3.25
Standard Turkey, No. 18, doz.. 3.75

DOOR MATS, COCOA.

	Per Doz.
Light, No. 1, 14x24.....	4.00
Do No. 2, 16x27.....	5.50
Do No. 3, 18x30.....	7.25
De No. 4, 20x33.....	9.00
Medium, No. 1, 14x25.....	5.25
Medium, No. 2, 16x27.....	6.75
Medium, No. 3, 18x30.....	8.50
Medium, No. 4, 20x33.....	10.25
Extra, No. 2, 16x27.....	9.50
Extra, No. 3, 18x30.....	12.50
Extra, No. 4, 20x33.....	15.00
Extra, No. 5, 22x36.....	18.00
Keystone Steel Mats.....	

Faucets.

Cork lined, No. 1, doz.....$0.60
Cork lined, No. 2, doz..... 75
Cork lined, No. 3, doz..... 90
Cork lined, No. 4, doz..... 1.25
Cork lined, No. 5, doz..... 1.50
Molasses Gates $0.25
Self-Measuring Faucets, each. 3.00
Syrup Pumps (Ent'rprise), ea. 5.75
Syrup Pumps with auger, ea.. 6.00

Ironing Boards.

4-ft., per doz..... 4.20
4½-ft., per doz..... 4.75
5-ft., per doz 5.25
5½-ft., per doz 6.75

LAMP CHIMNEYS.

XX Eureka Grade.
Eureka Crimp Top in Cartons.

	Per Doz.
No. O or E, 6 doz. in case	.75
No. 1 or A, 6 doz. in case	.75
No. 2 or B, 6 doz. in case.	.95

Eureka Electric.
In Cartons.

No. 2, 6 doz. in case, per doz. 1.00

Lantern Globes. per doz.
Packed 5 doz. in case.... .70

Eureka Rochester.

	Per Doz.
No. 1, 6 doz. in case....	.85
No. 2, 6 doz. in case.....	1.05
No. 3, 6 doz. in case.....	2.10

Macbeath Pearl Top.

No. 1 or A, 6 doz. in case. .85
No. 2 or B, 6 doz. in case. 1.05

La Bastie.
Heaviest and best in market.

	Per Doz.
No. A, plain bulk, 6 doz. in case	1.20
No. B, plain bulk, 6 doz in case	1.50
No. A, crimp bulk, 6 doz. in case	1.30
No. B, crimp bulk, 6 doz. in case	1.60

Common Chimney.

	Per Doz.
No. 0 or E, 6 doz. in case.	.40
No. 1 or A, 6 doz. in case..	.45
No. 2 or B, 6 doz. in case.	.65

Common Rochester.

No. 1, 6 doz. in case.....	.80
No. 2, 6 doz. in case.....	.90
No. 3, 3 doz. in case.....	2.00

Lamp Burners.

0 or E, per doz.....$0.50
1 or A, per doz..... 60
2 or B, per doz..4..... 75
(Blaze fits 13 collar, takes E wick)
Solar Burners, doz 1.50

LEMON SQUEEZERS.

Ball, per doz $0.80
Glass, No. 1, per doz..... 50
Glass, No. 2 (for oranges) doz 85

MOPS AND HANDLES.

	Per Doz.
9-lb. Mops	1.20 and 1.50
12-lb Mops	1 65
Patent Mop Handles	1.00
Plain Mop Handles	.90

PAILS.

	Per Doz.
Wood, painted, 2 hoops...	2.25
Wood, varnished, 2 hoops	2.25
White Cedar, 2 galv hoops	2.75
Piper	3.50
Galvanized, 10 quarts	1.75
Galvanized, 12 quarts	2.05
Galvanized, 14 quarts	2.25

SHELF PAPER.

	Per gross.
Narrow, assorted colors.	.12
Wide, assorted colors....	.85

COLUMN 37.

TUBS.

White Cedar—No. 0, 13.00; No. 1, 10.50; No. 2, 9.00; No. 3, 8.00.

Painted or varnished—No. 0, 11.40; No. 1, 9.60; No. 2, 8.40; No. 3, 7.20.

Fiber—No. 0, 18.00; No. 1, 14.50; No. 2, 12.50; No. 3, 11.00.

Galvanized—No. 1, 5.50; No. 2, 6.20; No. 3, 7.20

WASHBOARDS.

	Per Doz.
California, regular size.....	2 10
California, small	.90
Stag	2.75
Bronze	3.50
Good Enough	2.25
Anchor, single	1.90
Nameless	2.25
Peerless, double	3.50
North Star	3.50
North Star, protector....	4.00
Crystal Glass	4.00
Misses	1.50
Toy	.90

WICKING.

	Grs.
Lamp, 0 or E, ⅜-in.....$0.30	
Lamp, 1 or A, ⅝-in.....	.40
Lamp, 2 or B 1-in.....	.60
Lamp, 3 or D, 1½-in.....	.90
No. 1 Rochester	2.00
No. 2 Rochester	2.75
No. 3, Mammoth	9.25
Junior Rochester	1 50
Stoves, 3-in	1.80
Stoves, 3½-in.	2.25
Stoves, 4-in	2.50
Stoves, 4½-in	2 90
Stoves, 5-in	3.50

WRINGERS.
Wood Frame Novelty.

Two top screws; iron tub clamps.

	Per Doz.
No. 350, 10x1¾ in	30.00
No. 351, 11x1¾ in	36.00
No. 352, 12x1¾ in	42.00

One top screw; wooden top clamps.

No. 360, 10x1¾ in.....	31.00
No. 361, 11x1¾ in.....	36.00
No. 362, 12x1¾ in.....	42.00

Ball Bearing.

No. 380, 10x1¾ in.....	40.00

MISCELLANEOUS.

Barrels, paper, 100-lbs, ea. .80
Barrels, pa., 50 lbs ea..... .65
Barrel Covers, 17-in. (flour barrel size), per doz..... 1.80
Barrel Covers, 21-in (sugar barrel size), per doz..... 2.70
Basins, fiber, 12-in., pr dz. 2.25
Basins, fiber, 1½-in., per doz..... 2.50
Brownies, per doz... .75 1.00 1.25
Butter Ladles, plain, doz.... 45
Butter Ladles, clays, doz 85
Butter Spades, doz 40
Dishes, oval 1, 2 and 3-lb, per 1,000.....2.20, 2.30, 2.50
Dishes, wire end.....
.....1.35, 1.80, 2.35, 2.85, 3.25
Egg Beaters, Dover..... 1.00
Lemon Squeezers, fiber, dz 1.25
Measures, fiber, 4 pcs..... 1.25
(Set pt., qt., ½ gal and funnel)
Lanterns, O Tubular, doz. 5.00
Lanterns, candle, frame, only doz..... 1 00
Lantern Candle, with chimney, doz..... 1.75
Lantern globes, in bbls. .70@.95
Mouse Traps, 1 to 6 holes, doz., 6 holes..... .60
Traps, mouse, "Does-it-easy," doz..... 25
Traps, rat, "Blizzard," doz.... 1.25
Nest Eggs, per doz..... 20
Oil Cans, 1 gal., cush., per doz 1 50-4 00
Oil Cans, 1 gal., galvanized Iron 2.00
Oil Cans, 5 gal., galvanized iron 6.00
Potato Mashers, per doz. .45@.75
Rolling Pins, per doz 1.20 and 1.45
Spoons, wooden...30c, 37c .65
Step Ladders, each per ft ..... .17 .40
Tacks, steel, asstd, 2-oz, doz... 25
Tacks, Common, 2 oz., doz.. 20
Tapers, gas, 30/17-in. stgs doz 65
Tobacco Cutters, standard, ea 80
Toothpicks, per case, 110 box 2.25
Twine Holders, hanging, doz. 2.00
Twine Holders, counter, doz.. 3 10
Spittoons, fiber, 13-inch.. 6.00
Spittoons, fiber, 12-inch.. 4.75
Spittoons, fiber, 9-inch... 4.00
Whips 90
Window Screens, 12-in., doz.. 1.80
Window Screens, 18-in., doz.. 2.20
Window Screens, 24-in., doz.. 2.64

STATIONERY.

Blank Books.

Counter, 48-leaf ..... $ 50
Counter, 92-leaf 75
Cap, Day & Ledger, per 100 pp ..... 10@ 40
Full bound ..... 50@ 75

Writing Paper.

	Ream
Commercial Note, 5lb....	45@ 75
Commercial Note, 6lb...	50@ 90
Letter, 10 lb, ex.....	90@1 50
Cap, 12 lb, ex.....	1.00@1.80

COLUMN 38.

Envelopes.

	Per M
XX, 5-in.	1.00@1.50
XX, 6-in.	1.10@1.60
XXX, 10-in.	2.80
XX, 4-in., Baronial, cream or white	1.40@1.80
XX, 5-in., Baronial cream or white.....	1.60@2.00

Inks.

Scott & Gilbert Co.,
Manufacturers,
214-216 Mission Street, San Francisco

SUNSET BLUE BLACK



	gross
Cones, 3 dozen case	$4.50
2 oz. round studs 3 dz..	4 50
	doz.
4 oz. round studs, 3 dz	75
½ pints, 2 doz case..	1 25
Pints, 2 doz. in case	2 00
Quarts, 1 doz. in case	3 50
	gal.
5 gallon kegs	70
10 gallon kegs .	60
Barrels ..	50
Assorted colors.	doz
1 oz, stands, any color	50
2 oz. stands, any color	75

BLACKSTONE MFG. CO.
1960 Howard St., S. F., Cal.



	Gross
Cones, 3 doz to cs.....	$3.75
2-oz., Rnd Cylndr, 3 doz to cs..	3.90
3-oz., Rnd Cylndr, 3 doz to cs..	5.75
4-oz., Rnd Cylndr, 3 doz to cs..	6.50
	Doz.
8-oz., Rnd Cylndr, 2 doz to cs..	1.15
16-oz., Rnd Cylndr, 1 doz to cs.	2.00
Full qts., Rnd Cylndr, 1 doz to cs	3.75

Above prices are for Jet Black, Blue Black, Green, Blue, Violet and Carmine Inks.

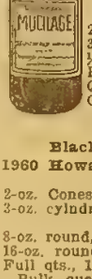
(Copying Inks 10 per cent additional.)

Miscellaneous.

Carter's or Sanford blk cylinder, gross	4.50
Sanford's, 4 oz., black cylinders, doz.	60
Sanford's ½ pt, doz.....	1.75@2.00
Sanford's pts, doz	3.00@4.50
Sanford's qts., doz.	5.00@7.50

Lead Pencils.

	Gross.
Plain cedar	60
Black polished	1.10
Cedar, rubber tip	1.00
Red polished, metal rubber tip	1.50@3.50
Carpenters'	1.75@2.25
Eagle Automatic, doz..	85@2.00
doz.	40@1.80



Mucilage

Scott & Gilbert Company
Mnfrs., 214 216 Mission St
San Francisco, Cal

SUNSET EXTRA HEAVY

	doz
2 oz. cones, 3 doz. cs	37½
3 oz. cones, 3 doz. cs	75
½ pints, 1 doz. case	2 00
Pints, 1 doz. in case	3 50
Quarts, 1 doz. in case	7 00
Gallons, ½ doz. ca e	20 00

Blackstone Mfg. Co.
1960 Howard St. S. F., Cal.

	Gross.
2-oz. Cones, 3 doz. to cs.....	$4.00
3-oz. cylndrs. 3 doz to cs.....	5.75
	Doz.
8-oz. round, 2 doz to cs.....	1.75
16-oz. round, 1 doz. to cs.....	3.00
Full qts., 1 doz. to cs.....	5.00

Bulk quotations (5, 10 and 30-gal.) on application.

Steel Pens.	per gr. Gross.
Railroad, 1 gross in box.....$0.40	
Stub No. 413	40
Falcon	40
Bank	40
Easy Writer	50
Extra Fine	45
Elastic	45
Railroad Stub	40
Ladies' Falcon	40
School	40
Spencerian No. 1	85
Gilletts No. 404	50
Gilletts No. 303	1.00

COLUMN 39.

Department 22.

TOBACCO, CIGARS, SMOKERS' SUPPLIES, ETC.

AMERICAN TOBACCO CO.

Plug Tobacco.

Battle Ax, 16 oz, 8x12, 8 cuts, 12, 24 lb	39
Big Gun, 8 lb. butts, also 16 lb. butts, 16 oz., 3x12, 6 cuts.....	44
Brandywine 4 to lb., 2¼x9. 3 cuts, 4 and 8 lb	46
Bullion, 16 oz. 3x14, 12 lb....	47
" 6 to lb., 1x6, 20 lb ..	50
Burr Oak, 16 oz., 3 x 12 emb., 6 and 12 lb.	42
Climax, 16 oz, 2x12, 6 cuts, 6, 12 and 30 lb	45
Climax, 7 oz, 2x12, R & R 6 cuts, 7, 10½ and 21 lb.	48
Climax, 7 oz, 8x12, thin, 7 and 14 lb	48
Climax, 6 to lb, 2x3, Twin 4s. 4 lb boxes	50
Climax, 14 to lb, 1x3, Figs 4 lb boxes	54
Cross Bow, 14 oz, 3x12, 4 cuts 14 lb	38
Drummond Nat., 5½ oz 3x12, 3 cuts, 6, 8, and 12 lb ..	63
Five Brothers, 4 oz, 3x6, 2 cuts, 4 and 8 lb ...	65
Gold Rope 7 to lb. 3, 6, 12 lb.	56
Gold Rope 14 to lb. 4, 8 lb	58
Good Luck, 3x6, 10 lb.	45
Granger Twist, 12 and 15 lb pails	45
Horse Shoe, 16 oz, 3x12, 6 cuts, 8, 12 and 24 lb	44
J T., 7 oz, R & R, 2x6, 2 cuts, 10½ and 21 lb	39
J T., 7 oz, Smo. 2x6, 2 cuts, 10½ and 21 lb. ...	39
J. T., 14 oz, Smo. 3x12, 4 cuts, 10½ and 21 lb. .... R & R....	39
Newsboy, 48 plugs to 10 lbs. 2¼x4½, 10, 15 and 25 lb.....	40
Nobby Spun Roll, 7 to lb, 1½x8½, 3, 6 and 12 lb.....	57
Old Honesty, 15 oz, 3x12, 6 cuts, 7½, 15 and 30 lb ...	44
Old Kentucky, 6 to lb, R. & R., 8, 16½ and 25 lb...	48
Old Peach and Honey, 6 to lb 8 lb butts ..	48
Out of Sight, 12 butts, 12 oz., 3x12, 3 cuts.....	35
Piper Heidsieck, 5½ oz, 2½x8, 3 cuts, 4, 7, 14 lb	69
Red Cross, 16 oz, 3x12, 4 cuts 12 and 24 butts ..	33
Red Ribbon Twist, 10 to lb, 6 inch, 8 lb pecks, 16 lb ½ bbls	40
Saw Log, 16 oz, 2x12, 6 cuts 24 lb.....	46
Saw Log, 32 oz, 3x12, 12 cuts, 32 and 48 lb ...	46
Something Good, 5½ to lb, 2x4 9, 18 lb.....	45
Spear Head 16 oz, 2x12, 6 cuts, 6, 18 and 30 lb.	45
Spear Head, 7 oz, 2x12, 6 cuts, 7, 10½ and 21 lb ..	48
Standard Navy, 14 oz, 3x12, 4 cuts, 14 and 28 lb.	38
Star, 16 oz, 3x12, 6 cuts, 12, 24 and 52 lb	45
Weissinger's Special, 5 1-3 oz., 3 x 12 emb, 2, 6, 12 lb.	63
W. N. T. Nat. Leaf, 6 and 12 lbs., bxs., 5½ ozs., 3x12....	57

Smoking Tobacco.

(5-lb Cartons, 25 and 30-lb cases.)

Seal of N. C., 1⅝ oz, foil.....$0.68	
Seal of N. C., 3½ oz, foil.....	.62
Seal of N. C., 8 oz, foil.....	.59
Seal of N. C., 16 oz, foil.....	.59
Old Gold, 1⅝ oz, foil or pouch	.70
Old English curve cut, 1⅝ oz	.74
Old English curve cut, 3½ oz (In curved tins.)	.74
Pedro, 2½ oz, foil.....	.49
Pedro, 2½ oz, pouch.....	.51
Pedro, 2½ oz, assorted.....	.50
Pedro, 16 oz, tin canisters....	52
Dixie Queen, 1⅝ oz, foil.....	.40
Dixie Queen, 16 oz, tin canisters, 6-lb cartons, 24-lb cas	.43
Duke's Mixture, 1⅝-oz sack..	39
Arlington, 1⅝ oz, foil.....	.65
Cross Cut, 1⅝ oz, foil.....	.60
Duke's Cameo, 1⅝ oz.....	.42
Duke's Cameo, 2½ oz, foil....	.45
Melrose, 1⅝ oz, foil.....	.65
Fragrant Vanity Fair, 1⅝ oz, foil	.95
Red Indian Plug Cut, 1⅝ oz and 3½ oz, foil.....	.42
Red Indian Plug Cut, 16-oz pails	.44
Fashion, 1⅝ oz	.41
Fashion, 16-oz pails.....	.44
Bull Durham, 1 oz.....	.65
Bull Durham, 1⅝ oz.....	.65
Bull Durham, 3½ oz.....	.60
Bull Durham, 8 oz.....	.58
Bull Durham, 16 oz.....	.58
Pick Leaf, gran, 1 oz, 25-lb cs	.60
Cora Cake, gran, 1-lb bags, 25-lb cases, per lb.....	.28
Echo Plug Cut, 1⅝ oz.....	.48
Red Bell, 1⅝ oz.....	.42

COLUMN 40.

Red Bell, 16-oz pails.....	.43
Oriental Mixture, 3½-oz tin..	1.00
Imperial Mixture, 3½-oz tin.	1.20
Plum, 1⅝ oz, foil.....	.62
Three Kings Mixture, 3½-oz tins	1.35
Monte Cristo Mixture, 3½-oz tins	1.50
Yale Mixture, 1-oz tin.....	1.35
Yale Mixture, 1⅝-oz tin.....	1.60
Yale Mixture, 3½-oz tin.....	1.55
Honey Dip Twist, 10 to lb....	.46
Master Workman, 10-oz plug, smoking	.46
Old Virginia Plug, smoking, 5 oz, 10½ lb., 6x5.....	.42

Fine Cut Chewing.

Hiawatha, 1 oz.....	.59
Hiawatha, 10-lb bulk, bright or dark	.59
Hiawatha, b'ght or d'k, 1-lb tins, 5-lb. pails	.58
Sweet Cuba, b'ght or d'k, 1-lb tins, 5-lb. pails	.46

Cigarettes.

Fragrant Vanity Fair $4 08	
Duke's Cameo	4.08
Sweet Caporal	4.08
Virginia Brights	4 08
Old Dominion	3.98
Peta (foil packages).....	6.52
Richmond Straight Cuts.....	6.52
Turkish Trophies	7.75
Egyptian Deities, No. 1, 10s..	21.50
Egyptian Deities, No. 2, 10s	$18.36, 19.32
Mogul	11.22

Cheroots, Etc.

Vaporettes in tin foil, 5 for 10	14.00
Old Virginia Cheroots, 5's....	14.00
Jumbo Stogies, 100 in carton	12 50
Between the Acts Little Cigars, 10's, tin and paper..	8.50
Bengal Little Cigars, 10's....	7.50
Royal Bengal, 10 in pkg.....	12.00
Van Bibber Little Cigars....	17.50
Sub Rosa Cigarros, 10s, per 1,000	4.10
Florodora	12.50

Cigarette Papers.

Vanity Fair, 50 pkgs in box..	1 05
Wheat Straw, 50 pkgs in box.	1.25
Wheat Straw, 100 pkgs in box	2.50
Wild Oats, 40 pkgs in box....	.90
Red Seal, 50 pkgs in box	.25
Corn Husk, 50 pkgs in box...	1.15
Corn Husk, 100 pkgs in box..	2.30
Interlock, 50	1.15
" 100	2.25

THE WILSON CO.

Hoffmann House Little Cigars, 10 in package, 250 in carton	$7.50
Hoffmann House Magnums, 10 package, 100 in carton.....	12.00
Hoffmann House Petit Duc, 10 in package, 100 in cart'n.	15.00
Hoffmann House Cavaliers, 10 in package, 100 in cart'n.	18.50

J. R. PACE TOBACCO CO.

Scroll Tag, twist, 6 to lb....	.68
Scroll Tag, 10 oz	.66
Mastiff Plug Cut, 1⅝ oz.....	.67½
Mastiff Plug Cut, 3½ oz.....	.65½
Mastiff Plug Cut, 10 oz.....	.52

AMERICAN SNUFF CO.

French Rappee, 1⅝ oz, pr dz.	.96
French Rappee, 3½ oz, pr dz.	1.80
French Rappee, 16-oz jars, per lb	.65
Maccaboy, 1⅝ oz, per doz....	.96
Maccaboy, 3½ oz, per doz....	1.80
Maccaboy, 16-oz jars, per lb.	.60
Irish High Toast, 16-oz. jars, per lb	.57
Scotch Lillienthal's, in bladders	.60

CIGARS.

Porto Rico Cigar Co.

El Primero, Forziano Porto Rico	30.00
El Manifesto, Invincible Roosevelt Porto Rico	87.50

PIPES.

	Per Doz.
Cobs, Hot Shot, 3 doz.....	$0.25
Cobs, Gem, 3 doz.....	.25
Cobs, No. 3, 3 doz.....	.50
Brier, W. P. & Co., Assorted, 3 doz	2.00
Brier, Display Stands, 1 doz...	2.00
Brier, Showcase Assortment, 3 doz	6.00
Pipe Mounts, 1 doz.....	.75
Cherry Stems, 2½x6 in.....	2.00
Cherry Stems, 2d 2½x6 in.....	.85
Clay Pipes, T. D., 1½ gross per box	1.35
	Per Box.
Clay Pipes, Woodstock, 1½ gr., per box	1.25
Uncle Sam Cob Pipe, 3 doz box	1.00
Eclipse Patent Cob Pipe, 3 doz. box	2.25
Climax Cob Pipe, 3 doz. box...	2.25
Jewel Cob Pipe, 3 doz. box....	.90
Dewey Cob Pipe, 3 doz. box...	2.50
No. 19 Cob Pipes, 1 doz box....	2.00

LASH'S
KIDNEY & LIVER
BITTERS
CURES DYSPEPSIA.

HAVE YOU NOTICED
all these Signs around Town?



It shows that most of the Grocers keep what people ask for—WUNDER BEER
If YOU don't, wake up phone to our bottling works and they will send their man to see you.
Phone South 1098

Ahrens, Pein & Bullwinkel
WHOLESALE
Liquor Merchants
620 Post St., bet. Taylor & Jones
Sole Proprietors



Royal Stag Bourbon and Rye.
Old Pal Kentucky Bourbon.
Celebrated Chief Tonic.
Hiawatha Bitters.
Chief Bitters.
Diamond Star Rye and Bourbon.
Tiliawood Bourbon.
Importers
Slater V. O. Scotch Whiskey, Scotland.
Thorpe & Co.
Mermaid Old Tom Gin, London.
P. Van der Kamp
Fine Old Wood Cock Gin, Holland.
Maurailla Freres Cognac, France.

MONEY-WEIGHT SCALES
Pay for themselves in
Less than a Year.
Sold on Easy Monthly Payments
PIERCE & CO.
Flood Bldg. (8th Floor) Market & Powell



J. F. Cutter Whiskey
IS THE BEST SELLER FOR THE RETAILER ON THE MARKET
E. Martin & Co.
Sole Agents
54 FIRST STREET
San Francisco

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Organized August 31, 1893.

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Oregon—F. Dresser, Portland; E. Younger, Pendleton.

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Assistant Secretary.....C. A. Bell

CHANGE IN FIRM.

The firm of H. M. Wolter & Bros. has been dissolved, Chas. G. Johnson, formerly with the Hammond Packing Co., having purchased H. J. Wolter's interest in this progressive firm, which will hereafter be known under the firm name of H. M. Wolter & Co. The firm make a specialty of preparing for the market fancy boiled Eastern hams.



WILLIAM CLUFF COMPANY
WHOLESALE GROCERS
SOLE AGENTS
SAN FRANCISCO CAL.

Groeery Markets.

Commercial Outlook of the Western World as shown by Present Conditions.

Office of the ADVOCATE.
Thursday Afternoon.

ADVANCES.

Haywards peas, 2 lb., to 97½ cents; Ideal, 2 lb to 95 cents.

No 1 honey (strained), to 6½ cents; G Star, 1-gal. tins, to 90 cents, ½-gall. to $1.00; 2-lb., to $3.00; San Diego, 8-oz. glass, to 95 cents.

Sago to 3¾ cents.

Pearl tapioca, to 4 cents.

Ground flaxseed, to 4 cents.

Tomatoes, standard, 2½s, to 85 cents; solid, 2½c. to 95 cents; 3s, to $1.05.

Sal soda, sacks, to $1.05; barrels, to $1.10.

Star sago, 1-lb. carton, per dozen, to 75 cents; pearl tapioca, 1-lb., to 75 cents; flake, 1-lb., to 75 cents.

Velvet-grain Leslie salt, to $1.75 per bale of 50-3s, 30-5s, 15-10s, and 8-20s.

Choice apricots, sacks, to 11 cents; fancy sacks to 12 cents; fancy, 25 boxes, to 12½ cents.

Extra choice peaches, in sacks, to 12 cents; fancy, in sacks, to 12½ cents.

Prunes, in sacks, 30-40s, to 8 cents; 40-50s, to 6 cents; 50-60s, to 5¼ cents; 60-70s to 4¾ cents; 70-80s, to 4¼ cents; 80-90s, to 3¾ cents, and 90-100s, to 3¼ cents.

Seedless muscatel raisins, 50-lb. casks, to 5½ cents.

DECLINES.

Beans, small white to $3.80; large white, to $2.90; pinks, to $2.80; limas, to $5.50.

Lemoine sardines, to $10.75.

Sugars declined 20 cents per 100.

Hams, ½ cent.

Bacon, ½ cent.

Pure leaf lard, ½ cent.

SCARCE IN MARKET.

Bayo beans.

Golden Star olives, 20 oz. and 30 oz.

American sardines, ¼ oil, key opener.

Yeast foam.

Libby chip beef, ⅛s.

La Virginia oil, ½-gal. tins.

AGAIN IN STOCK.

Virgin White castile, at 7¾ cents.

CALIFORNIA CROP CONDITIONS.

The Weekly Report of the United States Department of Agriculture says:

"Conditions have been generally favorable for maturing of late fruits. The first crop of raisin grapes in the San Joaquin Valley are curing steadily. If fair weather continues, raisins will be ready for the packing houses in a few days. Raisins are reported excellent in quality, but yield in some sections is below the average. Prune harvest is almost completed. The yield is lighter than was anticipated, but the fruit is of good size and quality. Apple crop will probably be the best for several years both in quality and quantity. Almonds are yielding large crop. Bean harvest is in progress in all sections, and reports indicate that the crop will be very large."

SUGAR.

There have been two declines of 10 cents each since our issue of last week

New York, September 19th—There was another decline of 10 cents in Federal sugar to-day, now at 4.75 net cash; others unchanged. Raws continue dull and unchanged.

New York, September 18th—Federal, 5 points lower to-day, at 4.85 cents net cash; others, 10 points lower, at 4.90 cents net cash. The week has been a dull one, with raw sugar neglected. There was a decline of 10 points for Federal, to 4.90 cents net cash on Thursday, September 11th, followed by the decline noted above.

New York, September 12—M. G. Wanzor & Co report.

"**Raws**—Conditions this week show no improvement over last. The uncertainty regarding the state of the raw market is cutting off the demand for refined.

"**Refined**—The market to-day is virtually on a basis of granulated 5.05 cents with all discounts deducted, less 1 per cent. As this leaves a difference of 111 points between the cost of centrifugals and the net cash price of granulated, a decline is confidently expected."

New Orleans, September 9th.—G. Schwartz reports:

"The disposition of holders to unload before a new crop comes in shows a marked increase. The prospects for a large crop were never more promising."

MOLASSES.

New York, September 12th—N W Taussig Co report.

"The market is a little firmer on low grades of goods and black strap. No changes have taken place in price, but the market is quoted considerably firmer."

Cairo, Ga, September 9th—W B. Roddenberg reports:

"The sugar cane acreage in Georgia and Florida is fully 25 per cent short of last year. Condition of cane is about the same. Prices will undoubtedly rule higher as the supply will not be sufficient to meet the demand."

MAPLE SUGAR.

Bellefontaine, Ohio, September 9th—F. N. Johnson Co report:

"About the only holders of maple syrup in Ohio, Pennsylvania or Vermont that have anything to offer are the jobbers and retail grocers. Markets will be cleaned up entirely before any of the crop of 1906 is harvested. Higher prices will surely prevail."

TEA.

A. Schilling & Co say:

"Prices in the Orient are very firm and much higher than last year, owing to the shortage in the Japan and China crops. Undoubtedly we shall see a very strong market in this country before the next season's crop comes in."

New York, September 12th—John B. Brown & Co. report:

Green Teas—Cable advices from Shanghai advise advance of 1 cent per pound, which brings the price of teas in that country to a higher basis than those ruling in America. A large number of orders to fill and scarcity of stocks due to the wet wheater explain the situation. No lower prices are expected this coming season.

Japans—Since peace was declared a strong competitive demand has arisen in Japan which has tended to increase prices. The market in Japan seems to be continually advancing.

Oolongs—The entire Formosa crop has been placed at continued steady values and slight rise of price.

Congous—The market in Shanghai has advanced 1 to 2 cents per pound for moving crops, owing to the large export demand especially for teas available for Corea, Manchuria and Siberia.

Home Market—Prices are slightly advancing. Some grades, particularly Ping Sueys and low grade Congous, have advanced within the past ten days. There seems to be no immediate prospect of lower prices.

COFFEE.

The Lewin-Meyer Co. report:

"There has been no notable change in the coffee situation since last week. Roasters are buying little at present on account of having purchased heavily in August, but greater activity must follow shortly as existing stocks in roasters' hands are being rapidly depleted. Prices are down another quarter-cent."

New York, September 12th—Volney Green & Son report:

"Brazil coffees have ruled irregular, showin ⅛ to ¼ cent decline. Options have also ruled irregular, but now show no change. Mild grades continue fir and unchanged, except Mochas, which show ¼ cent advance."

New York, September 8th—M. J. Brandenstein & Co. report.

"The receipts of Brazil coffee to date are about 350,000 bags less than at the same time last year and about 750,000 less than at the same date the year before last. The world's visible supply is nearly 1,500,000 bags less than at the same date last year. On these statistics, and especially with the high rate of sterling exchange now ruling in Brazil, it looks as if present prices are reasonable, and unless something unforeseen happens should gradualy harden from now until the end of the season. Mild coffees in comparatively short supply and all grades are strong."

RICE.

M. Phillips & Co. say:

"The market is firm, but unchanged. Buyers are awaiting reports on the new crop."

Portland, Ore., September 14th—Captain Mentzenhin of the steamship Arabia reports:

"The rain has been so excessive in Japan of late that the rice crop is almost ruined. It is feared that a rice famine will result."

New York, September 12th—Dan Talmage & Son Co. report:

"The market has been strong since local prices are somewhat under the parity of primary markets. Mills at New Orleans are selling output daily at full values, which shows a decided advance over last week."

New Orleans, September 9th—G. Schwartz reports:

"Prices on both rough and clean are decidedly higher. The whole country seems to be bare of rice and orders are far in excess of any previous year."

Charlestown, S. C., September 9th—Samuel G. Stoney reports:

"New rice is coming in slowly, as planters are not disposed to rush their small holdings on the market this season. A comparatively small amount of Carolina rice will be produced owing to the greatly reduced acreage. The mills are entirely cleaned up of all old rice, both rough and clean, and the new season wil open up with "swept decks." It is confidently expected that good grades of Carolina rice will easily bring from 4½ to 5 cents."

CANNED FRUITS.

There has been a strong demand from the East for everything in the way of cheap peaches. Most of the business is being declined, however, as packers are heavily sold. The pack of late peaches will be completed in a short time. Most canneries report that indications now are for full deliveries in all grades of canned friuts.

California canneries are devoting themselves to tomatoes almost entirely. A sale of 3000 cases of 2½s standards in St Louis at 80 cents is reported. These goods were sold subject to quality, being like sample submitted. The canners have all practically withdrawn prices.

Baltimore, Sept. 7th—The "Trade" says:

"California will get an opportunity this year such as she has never before had of entering the Eastern market with canned fruits. Peaches she usually has a field in, but this year she will have the field to herself, except in so far as Michigan may supply that local section."

CANNED PINEAPPLE.

New York, September 8th—Paul Taylor Brown Co reports:

"A letter from Singapore, dated August 3d, says: 'We do not anticipate lower prices in the future, owing to the important rise in exchange, together with higher prices for tin plate.'"

CANNED TOMATOES.

New York, September. 20—Canned tomatoes are easier at 95 cents. There have been many rejections on account of quality.

New York, September 19th—Tomatoes are strong. There are many buyers at 95 cents, with sellers asking $1.00.

New York, September 15th—The tomato market is quite excited. Several sales have been reported at $1.00, with 95 cents offered for 50,000 cases.

Aberdeen, Md., September 9th—Straus baugh, Silver & Co. report:

"Tomato patches and vines, especially in low places, suffered irretrievably from being flooded by heavy rains from Saturday to Monday. Raw stock is averaging 70 cents per bushel ($20 to $25 per ton), against contract price of $6.00 per ton."

Baltimore, Md., September 9th—Thomas J. Meehan & Co. report:

"Growers and canners were given another set-back by the irregularity of the weather this week. The cost of raw tomatoes for canning purposes continued all the week at the highest price of the season, averaging 70 cents per bushel.

Noutville, Va., September 9th—Layman & Bishop report.

"The tomato crop has been the nearest approach to a complete failure we have ever seen. There are not over 15 to 20 carloads where there should be nearly 200. Our market is firm at 62½ cents for 2's and 85 cents for 3's, and is sure to be higher in a few days."

Baltimore, Md., September 8th—The "Trade" says.

"The tomato situation depends largely upon the extent of the crop of Missouri Valley. That section planted about double its usual acreage of tomatoes. It seemed for a while as if it would prove a valuable auxiliary to the Indiana tomato canneries in this remarkable season. But the last reports are that it is doubtful if they will have more of a crop than any other section of the country. Standard tomatoes of gallon size are greatly missing. They advanced 15 cents in the week. Another advance in general quotations is expected. Everything regarding tomatoes now depends upon the weather for the balance of the month."

CANNED CORN.

Baltimore, Md., September 11th—Wm. G. Michael & Co. report:

"The corn market continues dull, although the prospect is for only half a crop in this section compared with last year. We quote: Sugar corn, 52½ to 55 cents; standard sugar corn, 60 cents; Lancy shoepeg, 65 to 70 cents."

Baltimore, Sept. 8th—The "Trade" reports.

"The most of the sugar corn packed that will be secured by canneries has been harvested by this time. It will probably be enough to carry the country over until the beginning of another season. The market is quiet, with no interest as yet in actual purchases."

Philadelphia, Pa., September 8th—The "Grocery World" says:

"Corn is unchanged and very dull. In some sections the pack will probably be below the first estimates, but, nevertheless, will probably be large enough to cause great weakness. There is at present no pressure to sell corn, however."

West Poland, Me., September 8th—B. M. Fernald, of Fernald, Keene & True Co., reports:

"The dry weather in August has cut down the pack of corn materially, so that we now anticipate only a fair average pack. The quality will be the finest for many seasons. The market is very quiet. Packers have little to offer, most of them having been well sold up on futures early in the season."

RAISINS.

Fresno, September 15th—The raisin combine to-night fixed prices on bleached goods. The prices are about 2 cents higher than ever before. They are:

Bleached Thompson Seedless—Extra fancy, 10½ cents; fancy, 9 cents; choice, 8 cents; standard, 7 cents.

Bleached Sultanas—Fancy, 7 cents; choice, 6 cents; standard, 5½ cents.

The above prices are f. o. b. common shipping points and on condition that the raisins are paid for before shipment; discount for cash 1½ per cent.

These prices are for goods packed in fifty-pound cases. The combine is holding off remaining prices as long as possible in order to prevent the outsiders from cutting under. They held off the prices on bleached goods until they were in the packing houses ready for shipment. It is understood that the prices on muscats will not be announced until well into October. The prices named will depend largely upon the



WESTERN MEAT COMPANY

SAN FRANCISCO, U. S. A.

number of outside growers who come into the association in the meantime. The combine has decided to bring suit against any grower who sells his goods to outside packers in violation of his contract.

New York, September 19th—The trade are not taking the California Seedless Sultanas at opening prices, but are buying imported, which are relatively cheaper than the California fruit.

New York, September 15th—Outside packers are offering new loose at following prices: 2 crown, 5 cents; 3 crown, 5½ cents; 4 crown, 6 cents. There have been no takers.

Hanford, Kings County, Cal., September 13th—A canvass of the raisin crop of this county by the Raisin Association would tend to indicate that only about one-third of the crop of the county is in the association. The work of canvassers has not yet been completed. The results so far show that outside vineyardists interviewed expect 3138 tons of muscats, 73¾ tons of sultanas and 386¼ tons of Thompson seedless. The crops of those in the association total only 1166 tons of muscats, 24¼ tons of sultanas, and 7 tons of Thompson seedless.

New York, September 9th—Last year at this time there were about 18,000 tons of loose muscatel raisins on the Pacific Coast. To-day there is not more than 1000 tons all told. Although the association has not fixed prices, outside sellers are said to have taken many orders, and are now quoting f. o. b. Coast as follows: 2 crown, 4½ cents; 3 crown, 5½ cents; 4 crown, 6 cents. At the present cost of goods in the sweat box these are considered low prices, since 4 to 4½ cents is being paid for raisins in the sweat box. Owing to the shortage of the crop a further advance in the near future is expected.

San Diego, Cal.—The crop of raisins in this section will not be heavy, although the quality will be excellent. The light crop is thought to be due to the fact that the strength of the vines this year has gone into the wood growth under the influence of the wet winter.

PRUNES.

New York, September 16th—There is a fair demand in spot goods for 40s at 7¼ cents, 50s at 6 cents and 60s at 5¼ cents, in 25-lb. boxes, New York.

New York, September 15th—Offerings are being made of 50s, October shipment, at 3⅜ cents, Coast basis, with no takers.

Salem, Ore., September 15th—Clinton J. Kurtz reports:

"Dried prunes are eagerly sought by dealers. Most of this year's crop has already been contracted for and there are not enough to fill orders."

Bordeaux, France, August 17th—United States Consul D. J. Murphy reports.

"The prune crop of this district will be even larger than that of last year. Conditions for a good crop have been favorable, the warm dry weather promising an excellent quality of prune, large and sweet."

DRIED APRICOTS.

New York, September 8th—A large packer has informed Eastern correspondents that the quantity of apricots on the Coast is small and held at high figures. In Southern California only about 300 tons were found, mostly poor, with holders asking 7 to 7½ cents. In Ventura about 500 tons were unsold at the end of August, with 7 cents as an inside figure for any grade fruit. In Santa Clara Valley and the North there were practically none left in growers' hands outside the large lots in strong hands. The entire stock in growers' hands is estimated at not over 1000 tons.

DRIED APPLES.

New York, September 12th—Del Marle Bros. report:

"The market in future evaporated apples has advanced during the past week, and sales have been made at 7¼ cents for November, and 7⅛ cents for December."

Middleport, N. Y., September 11th—R. T. Chase reports:

"Nothing can save us from a shortage of evaporated apples except heavy windstorms which might braise them to such an extent that they could not be shipped green."

Wolcott, N. Y., September 4th—Johnson & Northrup report:

"Such high prices are being offered by the green apple dealers for reasonably good apples that apples to evaporate must be poor in quality and small in quantity. Probably about 20 per cent of last year's make will be manufactured. Prices must range higher than present New York quotations."

WALNUTS.

New York, September 9th—A prominent concern declines to book further orders for California walnuts subject to approval of opening prices because they have already sold on that basis more than their expected share of the crop. This firm said: "Instead of the crop of 1000 to 1200 cars of walnuts for 1905 we think the actual figures will be about 450 cars, at the outside 500 cars. The crop is very short and prices are bound to rule strong. The crop of foreign walnuts is also short and will be high, and the trade that hold off this season expecting to buy cheap walnuts pay for their expectations. The first price named will be the lowest, as the

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GELATINE

IT IS THE **BEST** and **PUREST** MADE.
Granulated and can be measured with a spoon.
Free from Odor and Taste.
Endorsed by Physicians and Housewives everywhere.

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FIGURE IT OUT

With 3 dozen packages at $1.10, we give 1 dozen free.
This makes 4 dozen for $3.30 or

Per Dozen 82½c

It sells at 10c or.....$1.20

By the gross, it costs $12.50 with 4 dozen free.
This makes 16 dozen for $12.50 or.....per dozen, 78c

It sells at 10c or.....$1.20

FOR ADVERTISING-- With each dozen is given 12 sample packages, each of which will make 1 pint of jelly.

FOR SALE BY ALL JOBBERS

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AGENTS

95 Market St. (Buckley Bldg.)

SAN FRANCISCO, CAL.

States west of Chicago are capable of absorbing every pound of California walnuts raised this year; consequently it is reasonable to expect the Atlantic seaboard and Eastern States will have to depend on foreign supplies this season."

Bordeaux, France, August 17th—D. J. Murphy, United States Consul, reports:

"Owing to the warm and dry weather walnuts have fallen from the trees in such quantities as to seriously alarm the growers. Even should favorable weather prevail during the balance of the growing season, the crop will fall below that of last year. It is impossible to quote prices now."

ALMONDS.

New York, September 16th—The trade are taking hold of almonds with fair interest at the opening prices.

NUTS.

New York, September 9th—Hills Bros. Co. report:

Almonds—A fair demand, at 12 cents for spot. New crop October shipment are offered at the same figure.

Walnuts—Spot stocks show an advance of ¼ cent for the week.

Brazils—An exceptionally heavy demand has resulted in the advance of ¼ to ½ cent. Pospects are for somewhat higher prices in the immediate future.

PEANUTS.

Weldon, N. C., September 11th—Carolina Peanut Co. report:

"Spanish peanuts firm at the highest price of the season. Stocks are entirely cleaned up out of hands of farmers and merchants. The new crop will come on a bare market."

LIMA BEANS.

Ventura, September 16th—Considerable damage has been done to growing lima beans in a few sections by the late hot spell. Estimates of loss vary from 25 to 60 per cent. The hot weather caught the beans while they were still small and forming and shriveled them up to a point of uselessness. The damage is confined to a few sections. A record-breaking lima bean harvest is still the prediction.

Pinckney, Mich., September 9th—Thomas Read reports:

"The quality of beans in this district will be fine and the yield above the average of former years."

Pontiac, Mich., Sept. 9th—O. M. Carpenter reports:

"I do not look for nearly as large a yield of beans as in 1904. Very few beans are left in this section. Grower is now getting $1.35 per bushel."

Rockford, Mich., September 4th—Dockeray Bros. report:

"A two days' rain has soaked everything, including beans already pulled. Even those unpulled cannot fail to suffer some damage. Prices range from $1.50 to $1.55 f. o. b. More rain will certainly cause some advance."

Albion, N. Y., September 8th—Tilden & Scharping report.

"There will be a short crop of early planted beans. The late planted beans are better and will turn out three-quarters of a crop if they do not get hurt by frosts. We think there will not be much less than half an average crop."

Scottsville, N. Y., Sept. 8th—J. C. McVean Jr., reports:

"The bean crop of this State will be about 70 per cent of last year. The shortage is caused by blight due to excessive rains."

(Continued on page 24.)

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The World's Standard, "Gilt Edge" dressing, blk.	$24	00
"Boston" Waterproof Polish (for men's and boys black shoes)	24	00
"Boston, Jr." 10c. size	10	00
"Dandy" Russet Combination	24	00
"Star" Russet Combination	9	00
"Dandy" Russet Paste	9	0
"Red Box" Russet Paste	5	00
"Champion" Blacki riction Polish	24	00
"Champion, Jr." Black Friction Polish.	10	00
"Elite" Combination (for box calf, black vici kid. etc.)	24	00
"Baby Elite" Combination (for box calf, black vici kid, etc.)	10	00
"Elite Paste" for box calf (two sizes)	$9 00	5 00
"Superb" Patent Leather Paste	9	0
"Blue Fox" Patent Leather Paste	5	00
"French Gloss" (in cartons, for ladies' black shoes)	9	00
"Royal Gloss," 4 oz. (for ladies' black shoes)	8	00
"Bossola" Waterproof Paste Polish, large	9	00
"Bossola" Waterproof Paste Polish, small	4	50
"Quick White" perfectly cleans dirty white shoes (two sizes)	$24 00	10 00

Cigars and Tobacco

McGovern & Smith is the name of the new firm conducting the well-known Semaphore stand at 1032 Market street.

H. L. Polack, San Francisco representative of the Cuban-American Manufacturing Co. of Tampa, Florida, and Havana, Cuba, is doing a very successful trade with the Elite imported cigars, which are exclusively handled in this market by Sam Newmark, importer of fine cigars, of 213 Montgomery stret.

One of the most popular cigar stands of Oakland is that of H. Scharman, at Fourteenth and Washington streets. Mr. Scharman is an extensive handler of the El Modelo cigars, and has his own brand, the Del Monda, also made by the Cuban-American Manufacturing Co.

J. L. Jerichau has just taken the San Francisco agency for the Publicos, clear Havana goods, of the Jose Lovera Co. Mr. Jerichau has made a ten strike with the Rough Rider, which is now one of the best-known nickel cigars in this market, and is on sale at over 500 stands.

George G. Shaffer is one of the most progressive dealers in the far-out Mission section, and his stand at Twenty-fourth and Mission streets carries a large and varied stock. Shaffer's does a big trade in high-grade as well as nickel goods. He handles the El Modelo in case lots.

J. M. de Bare, of 2520 Mission street, has one of the most important stands in the Mission district. One may find here almost any cigar he calls for and a selection of pipes without a superior in San Francisco. A handsome electric sign adorns the front of the store and informs passers-by that the El Modelo is the leader.

An Eastern cigar dealer is after the "trust" with "a sharp stick." He recently placed in his show window an elaborate cartoon advertising one of his cigars through the medium of ridicule and denunciation of the "Trust." The principal theme was the coupon. Lurid illustrations depicted the ultimate fate of those that enticed by the bait of premiums consume "trust" goods, while contrasted was the beatitude of the smoker of the brand advertised. Well, there are several opinions concerning the value of this kind of advertising, and there is a proverb prevalent in mercantile communities that every knock is a boost.

Conditions in the manufacturing end of the cigar business are badly congested in some localities. A trip through one of the principal manufacturing centers showed that numerous factories are in the same condition, says "Tobacco." Orders are piled up so badly that shipments are made in smal lots, just to keep the dealers supplied, in the hope that it will be possible to catch up and get something ahead before the fall rush actually begins.

The Tampa correspondent of "Tobacco" says: "Senor Antonio Santaella, of Optimo fame, arrived from Cuba Sunday, having completed his purchase of a big stock of the best Vuelta Abajo leaf. The Senor left at once for Chicago to be absent two months or more. During his absence the factory addition will be nearly completed. It is now up to the second story. The enlarged Santaella factory will be 265 feet long and will have twenty-three windows in a row from end to end, making this the biggest individual cigar factory in use anywhere."

Paterson, N. J.—Price cutting, inaugurated by the trust stores, has caused disturbance in the retail trade. Paterson is a fair trade center, though so much of the population is made up of mill operatives that in numerous localities only the low-priced grade of goods are handled. Retailers in the better districts of the city complain that the trust stores began to cut prices and that they were compelled to do likewise or lose business. The effect of it all is that business is on an unsatisfactory basis and steadily getting worse.

Chairman Freeman has returned from his trip to the West in the interest of the great tobacco exposition in October, bringing back a number of contracts and promises of a good many more. In a number of instances the only thing that stood between Chairman Freeman and a contract was the fact that the concerns were incorporations, and nothing short of the full board of directors could authorize an appropriation to defray the expense of an exhibit. He found some firms who had heretofore misunderstood the proposition entirely, and when Chairman Freeman made a personal explanation of the movement, and demonstrated what the exposition is going to be, it changed matters so completely that it will be necessary for boards of drectors to reconsider the matter.—Tobacco.



EHRMAN BROS. & CO.,
S. F. Distributers.

STAMPS A CURSE.

The Retail Merchants' Association of Pennsylvania opened its ninth annual convention at the Continental Hotel in Philadelphia Tuesday by an attack on trading stamps. About 400 delegates from every part of the State were present, and Grocer Thomas Martindale voiced the sentiment of the gathering on the coupon evil. Said he: "One thing I am glad to say I think has run its race, and that is the trading stamp business. Trading stamps are the greatest curse that has ever fallen on our business. They are an unmixed evil. Many who used them at first have seen their danger and dropped them, and those who are mixed up with them now are anxious to get out. The trading stamp scheme is an unnatural way of doing business. It can't last long, and it should not have lasted as long as it has. I hope this convention will do much toward hastening the end."

YOU GIVE IT AWAY.

Where Some of the Grocer's Hard-Earned Profits Go to.

No matter how good a hand scale you have you give overweight. It is not the fault of the scale, but of the man who handles the scoup. If he didn't give overweight, the time he lost would cost more than the goods saved.

Heretofore this has been an evil without a remedy, but the Bond Automatic Weigher has solved the difficulty, and insures exact weight and increased speed.

NIAGARA DRAWS CROWDS.

Threatened Destruction of the Great Cataract Quickens Desire to See it Before it "Dries Up."

More pilgrims have gazed upon the beauties of the picturesque Niagara Falls region this year than ever before in its history. This, it is thought, is largely due to newspaper talk about the possible destruction of the falls in the near future.

Instead of detracting from its beauty and grandeur, the harnessing of the cataract to many industries has added greatly to the popular interest in it. The "show place" among these industries is the beautiful "conservatory" in which shredded wheat is made. Not only the industry itself, but the noble building in which it is housed is singularly fascinating to the popular mind. Its location in the heart of the choicest residence district in Niagara Falls is the result of a search for cleanliness and beauty. There are wheat foods and wheat foods, but only one shredded whole wheat food, and the thousands who visit the falls never seem to tire of going through this "castle of light" and noting the extraordinary provisions made for the welfare of the employes and witnessing the process of shredding wheat.

Here are made every day in the year 1,250,000 shredded wheat bicuits—and, of course, the company would not make them if the people did not eat them. It is not known how many people have passed through "the home of shredded wheat" this year, but so great have been the crowds that it has come to be an interesting question as to which is the greater attraction at Niagara Falls, the cataract itself or the conservatory into which pours every day a constant stream of golden grain which emerges in the form of shredded wheat.

No pilgrim to the falls should consider his trip complete without a visit through this unique establishment

Talk is still rife of the proposition to put an import tax on coffee when congress meets in December. Whether this will be done or not is a question, but apparently it would be a bad thing for the grocer. He would almost invariably have to absorb anywhere from a part to all of the tax and it would simply cut down his profits on coffee—already small enough—to that extent. A tax on tea would not be felt so much, although it would have the same general effect.

IN LINE FOR BEST TRADE.

A light palatable article for lunches is always in season.

At almost anytime the grocer is likely to have a call for something suitable for a light spread, and what more appropriate for such purposes than Pim-Olas and "White Label" Queen Olives.

They are put up of the best olives of Spain, and make a very attractive package for the show window and the display counter.

The dealer who carries this class of goods is in line for the best trade.



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Every Sideboard Needs It
Every Buyer Likes It
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Sole Agents for the Genuine CLICQUOT Champagne
Only the GENUINE, Imported direct from France, bears Vignier's LABEL

News of the Coast.

CALIFORNIA.

San Francisco—The grocery of Gosliner & Magner, 228 O'Farrell street, was visited by a burglar early Sunday morning, September 10th, and $18 stolen from a small tin box that had been hidden in a show window in front. W. Eppey, a clerk, informed Policeman Harry Hook that when he locked up late Saturday night there was a young man in the store who told Eppey he had bolted the rear door. When Eppey reached the store on Sunday morning the rear door was wide open and the small tin box had been emptied of its contents.

Carlsbad—C. E. Kreutzkamp has removed his shoe store and repair shop to his place from Oceanside, and will conduct it in connection with his grocery here.

Fresno—W. D Wiley, manager of the grocery department of the Kutner & Goldstein Company, and a party of friends recently spent three weeks in Mono canyon, near the summit of the Sierras. They found excellent fishing and hunting, and were especially impressed by the beautiful scenery of the South Fork canyon.

Ocean Park—W. F. Hewitt, grocer, has been forced into bankruptcy by the United Wholesale Grocery Company, the Globe Grain and Milling Company and the firm of Crombie & Co., whose cleams aggregate over $1500. W. C. Mushet, secretary of the Wholesalers' Board of Trade, was appointed receiver by Judge Wellborn, on petition of the creditors.

Petaluma—S. H. Ross has vacated the grocery recently injured by fire at the Washington street bridge The burned portion will be rebuilt. Mr. Ross is uncertain as to his future movements, but will "lay off" for a month.

Pomona—E. J. Merriman is moving his grocery store from 418 West Second street to the room formerly occupied by the Pomona Tea store at 171 West Second street. He has secured a lease of his new store for five years and is now putting in shelving and other fixtures.

Santa Rosa—E. J. Spellacy of San Francisco has opened a new grocery store at 14 Main street, and he will also have the agency of the well-known Hibernia Brewery of San Francisco, the largest steam beer brewery on the Pacific Coast. Mr. Spellacy is an old hand at the grocery business, and is said to understand it thoroughly.

Sebastopol—Geo McFarlane has had a gallery built in his grocery store for the purpose of storing goods. He has also made other improvements about the premises.

Stockton—J. E. Williamson, grocer, has filed a voluntary petition to be declared a bankrupt. His schedule shows his liabilities to be $4022.75 and his assets $1324.15.

Ventura—M. L. Stahl, proprietor of the Ventura Grocery, recently returned from his trip to Portland and the Fair, whither he went in search of muchneeded rest and change. He was greatly pleased with his visit, and comes back much improved in health and ready to get into harness with his old-time vim

IDAHO.

Moscow—J. R. Bridges & Son are opening a grocery store.

Post Falls—E. J. McSherry, formerly in the same line at Garfield, is opening a grocery store.

Rupert—W. D. Crocker has started a grocery.

Wallace—C. F. Fisher is reported closing his brocery.

MONTANA.

Butte—Vroom & Montgomery reported discontinuing grocery business.

WASHINGTON.

Bellingham—Geo. Smith has been appointed trustee for Hans Pearson's grocery.

Medical Lake—E. B. Copeland, grocer, reported to have discontinued.

Meyers Falls—C. W. Nelson, groceries and hardware, is adding dry goods stock.

North Yakima—J. J. McDonald's grocery is reported closed under foreclosure of mortgage.

Seattle—H. Wheeler has purchased C. H. Goudey's grocery. H. Thomas has purchased G. Hughes' grocery store.

Spokane—W. P. Smith has succeeded Kenny & Smith, proprietors of the Indiana Grocery Company. Mary J. McIntosh has sold the Eureka Grocery store to M. A. Allen, for a consideration of $1000.

SUPERB SANITARY CONDITIONS.

The Joseph Campbell Company, Camden, N. J., is composed of a band of expansionists. They are so active in pushing ten-cent soups that the demand, which took 16,000,000 tins last year, is regarded as the forerunner of requirements that must reach 50,000,000 tins, when the peg will be advanced to the 100,000,000 mark. And that would simply mean one tin of soup for each family every two months.

We were astonished at the changes made in three years in the plant at Camden and the superb sanitary conditions under which concentrated soups are now made. The list of raw materials used in one day was a revelation. Automatic processes are followed, and so superior are methods that it is no wonder the company believe in the open factory door as being the key to public confidence.—N. Y. American Grocer.

SIMPLIFIES BOOKKEEPING.

A Sstem That Records Accounts as the Cash Register Does Cash Payments.

Every retail grocer can be benefited more than he realizes by a system that will enable him to save time in his bookkkeeping and at the same time keep in better touch with the actual condition of his business. This fact has helped the success of the McCaskey Account Register. It is well to consider the following things:

The courts say: **"We don't want the ledger, we want the original entry."** You have it on the McCaskey Duplicating Pad, and the customer has a copy of it.

The McCaskey Account Register keeps accounts, don't draw any salary and will pay for itself in the saving of clerk hire before you know it.

Keeping accounts in books is unkeeping them in many cases, as **every time they are copied there's one more chance to make a mistake;** it is like a story, every time it's told it's a little different. But keeping accounts in the McCaskey Register is right, because you only write them once, and they are correct.

The McCaskey **saves many hours** of labor and expense.

When accounts are kept by the McCaskey systerm, your customers get a copy of each and every purchase at the time it is made, showing the date, the clerk that sold the goods, the items comprising same, the amount, the balance brought forward and the grand total down to the minute. **There is no chance for dispute.**

Hawley & Frank, James Flood building, Market and Powell streets, are the Pacific Coast agents. They will gladly forward any information desired. The McCaskey Account Registers are sold on easy payments.

FOR SALE.—Thriving store and fixtures, worth about $2000, at Los Gatos. Living rooms over store. A lease will be given. Rent cheap. Apply Jos. Cunan, Los Gatos, or John F. Cunan, East San Jose.

GROCERY FOR SALE.

An old established grocery and delicatessen store in the Mission. Transfer corner; home cooking; living rooms; rent $40.00. Full value in sight.
Address B, Grocers' Advocate.

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provide against loss of profit.

You can do this if you are prompt. Take our advice and send us your order for Snider's Catsup at once.

Snider's Free Deal
is about to be
Withdrawn.

We repeat:
Send us your order at once. This is a final warning. Take heed. If you do not earn **20%** Extra Profit on your sales of Snider's Catsup, you have only yourself to blame.

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Sole Agents
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Spohn-Cook Company, Los Angeles.

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CREAM
Made by the Improved Process and under the Personal Supervision of
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The **Inventor** and **Original Manufacturer** of Evaporated Cream, with his twenty years experience.
HE KNOWS HOW.
ALPINE EVAPORATED CREAM CO.,
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Factory, Hollister, Cal.
FOR SALE BY ALL JOBBERS

Jacobson, Reimers & Co.
210-212 Davis Street
DISTRIBUTERS OF
Fancy Butter and Honey
Dairy Butter and Eggs

Produce Market

THURSDAY AFTERNOON

BUTTER.

The butter market is very firm and advancing. Storage advanced ½ cent.

California creamery, extras	28	29
" " firsts	25	26
" " seconds		24
dairy, extras		
" " firsts		
" " seconds		
Store butter	19	20
Storage		23
Creamery extras		25
Pickled	22½	
Keg	23	

EGGS.

California ranch eggs are higher than last week, and the market is steadily gaining all around.

California Ranch white	38	40
" " mixed colors	35	37
" Gathered	25	27½
Standard		
Seconds		
Eastern, selected	24	25
Standard	22½	23
Seconds	19½	21
Storage, Cal., Selected	26	27
" " Standard	24	25
" " Seconds		
" Eastern Selected		
" " Standard		
" " Seconds		

CHEESE.

The cheese market shows no change.

California full cream	13	13½
" choice	12	12½
" common	Nominal	
Young Americas	14	
Eastern full cream	16	16½
Oregon		

POULTRY.

Hens are in brisk demand. Other stock is about as last week.

Turkeys, young live	22	24
" old gobblers	19	20
Dressed Turkeys	nominal	
Roosters, young, per doz	5 00	6 00
" old "	5 00	6 00
Hens	5 00	7 00
Fryers, per doz	3 50	5 00
Broilers, per doz, large	3 50	4 00
" " small	3 00	3 50
Ducks young	4 00	5 00
" old	4 00	5 00
Pigeons, young	1 75	2 00
" old		1 25
Geese, per pair, old 1 50 2.00; young	2 00	2 50

BEANS AND PEAS.

so badly th... small lots just now. Damaged pinks are in superabundance. Good grades of pinks, bayous, limas and blackeyes are scarce.

Small Whites	3 00	3 75
Large "	2 50	2 85
Pea Bean		
Pink	3 25	2 65
Horse	1 10	1 85
Red	Nomiual	
Kidney	Nominal	
Lima	5 00	5 25
Bayos	4 00	4 50
Butter (large)	nominal	
Black Eyes	3 75	4 00
Dried Green Peas, per 100 lbs	2 00	2 40
" Niles " " " "	2 00	2 40

POTATOES AND ONIONS.

Potato and onion market is quiet, with prices as last week.

River Burbank	40	65
Salinas " No. 1, 80c-$1.00;	No. 2, 60c	
Oregons, Old	Nom.	
Merced Sweets	Nom.	
Australian onions	Nom.	
Red (new)	Nom.	
Yellow (new)	70	80
Garnet Chili	40	50

GROCERY MARKETS.

Continued from page 21.

CANNED SALMON.

New York, September 19th—There are reports of sales of sockeye talls at $1.22½, but these are not confirmed. It is also reported that the unsold balance of the Puget Sound pack is now controlled by the large packing interests.

Bellingham, September 18th—The meat of the sockeye salmon caught on Saturday night did not cook up properly. As a consequence the canneries will put up no more of the belated run after to-morrow. This is a source of considerable disappointment since the canneries expected the second run to swell the size of the pack. The second run is phenomenally late and has proven overripe for canning.

Victoria, B. C., September 14th—J. B. Babcock, Fish Commissioner for British Columbia, reports that the spawning of sockeye salmon this year was very satisfactory. As a consequence the run four years from now will be exceptionally large. Circumstances point to a small run for the next three years.

Bellingham, September 14th—A fair catch of fish was brought in from the traps to the Pacific-American Fisheries last night for the first time in many days. The majority were silversides. Some of the cannerymen are of the opinion that the run of fall fish will be light, while others believe there will be plenty of them.

Seattle, September 9th—The "Trade Register" says:

"The sockeye market remains firm at opening prices and some local brokers estimate that as much as 60 per cent of the pack has been sold. It is reported also that the heavy sales in red Alaska have resulted in nearly cleaning up the market of both spot and future stocks of that grade."

CODFISH.

C. P. Overton, of the Union Fish Co. says:

"The few vessels of the Berhing Sea fleet that have already arrived have made short catches owing to the scarcity of fish. The remainder of the fleet will probably get an average catch if the weather will permit the vessels to remain out later than usual."

SARDINES.

Wieland Bros. say:

"The catch of sardines on the coast of France is practically over, and the result of the catch has been a great disappointment. We will see higher prices as soon as stocks in the United States are somewhat diminished."

AMERICAN SARDINES.

New York, September 12th—B. O. Bowers Co. reports:

"Large quantites of goods sold under contract have been delivered during the past two weeks since the run of fish began. Some of the cheaper standards in quantity lots can be bought as low as $2 for both oils and mustards. Higher grades of standards bring from $2.10 to $2.15."

FISH.

New York, September 11th.—Strohmeyer & Arpe Co. report:

Irish Mackerel—Autumn fishing in Ireland has been very light. Prices are very firm and there is a good demand.

Norway Mackerel—Catch in the North Sea very good so far, but fish run very small.

Imported Oil Sardines—Catch in France continues nil. In Portugal no catch at present. In Spain there is nothing doing.

Sprats—Stocks are getting low and prices have been advanced all along the line. Remaining stocks are in firm hands.

Stock Fish—Prices are higher than they have ever been before. Buyers are holding off waiting for holders to reduce their unreasonable demands.

Holland Herring—Catch poor and prices higher.

Scotch Herring—Large falls very scarce and prices advancing.

New York, Sept. 8.—Thos. Woodward & Sons report:

Imported Herring—The market was weakened by hot weather and heavy receipts. Owing to shortage in catch of both Holland and Scotch herrings, we now look for higher prices.

Codfish—The catch is short and prices will probably rule high through the season.

Philadelphia, Pa., Sept. 8.—Thos. M. Shriver & Co. report:

Irish Mackerel—Up to this writing, fishing in Ireland has been very discouraging. Indications are that prices will be higher. The stock of fall Irish mackerel is about exhausted.

American Mackerel.—There is but little stock on the market. It is possible a few more may be caught but not many.

Canadian Mackerel—The catch is almost a failure and quality very poor.

PROVISIONS.

The Cudahy Packing Co. report:

"The market is firm at present quotations."

CHEESE.

Wieland Bros. report:

"Martin's cheese is firm at present quotations."

OLIVES.

Philadelphia, Pa., Sept. 8.—The "Grocery World" says:

"All importers of olives have refused to take their usual orders for delivery throughout the season. They have authorized their representatives to sell at present prices only up to October 1st. Advices received from Spain are extremely discouraging, and it is now even said that the crop will be inferior in quality as well as quantity. There are very few spot olives about and it is as sure as anything can be that prices will advance during the next few months."

COTTON SEED OIL.

New York, N. Y., Sept. 7.—Aspegren & Co. report:

"Increased offerings of new crop crude oil at 23½c with not much demand and light demand for refined from abroad, caused a decline of about 1½c this week. The market remains weak."

SPICES.

Baltimore, Md., Sept. 7.—McCormick & Co. report:

"Consumption of peppers has been greater than ever before known. Owing to the shortage in primary markets indications point to higher values."

HAY.

Somers & Co. report:

"In most districts everything is under cover, many raisers having profited by their experience of last year by starting to market or house their crops immediately after baling.

"Owing to the scarcity choice hay will be called out of storage immediately.

"As we write 500 tons of cheaper grades are being shipped for the Russians and it is hoped that more will be moved westward during the winter to relieve us of our surplus crop.

"Except for a growing scarcity of straw on the market, which is helping sales at somewhat higher prices, quotations continue as last week:

"Choice wheat hay, $12.50 to $13.50.
"Other grades same, $9.50 to $10.50.
"Other grades wheat, $7.50 to $9.00.
"Wheat and oat, $8.00 to $10.00.
"Tame oat, $7.00 to $10.50.
"Oat and clover, $5.50 to $8.50.
"Wild oat, $5.00 to $8.00.
"Barley and oat, $7.00 to $9.50
"Stock hay, $4.50 to $5.50.
"Alfalfa, $5.50 to $9.00.
"Straw, per bale, 25c to 40c."

NOTICE TO CREDITORS.

Estate of Joseph Turner, Deceased.

Notice is hereby given by the undersigned, Martha T. Stearns, Administratrix of the estate of Joseph Turner, deceased, to the creditors of, and all persons having claims against the said deceased, to exhibit them with the necessary vouchers, within..... months after the first publication of this notice, to the said Administratrix, at Room 746 Mills Building, corner Bush and Montgomery streets, the same being her place for the transaction of the business of the said estate in the City and County of San Francisco, State of California.

MARTHA T. STEARNS,
Administratrix of the Estate of Joseph Turner, Deceased.

Dated at San Francisco, Aug. 21, 1905.
Date of first publication, Sept. 8, 1905.

DAN O'CALLAGHAN
REAL ESTATE
AND
INSURANCE BROKER
City Agent
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22 Montgomery St., San Francisco
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CAILLER'S
THE GENUINE IMPORTED SWISS MILK CHOCOLATE.
Easy to Sell A Quick Duplicator Profitable to Handle
If you are interested in this delicious confection, we will send you a free sample, descriptive literature and a price list. If you prefer, a representative will call and explain the merits of the goods. Just in! Beautiful colored lithographed show cards. Call and Get Some.
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Business Law for ...Business Men

A Reference Book of 574 Pages showing the

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Tells What You Should Know.

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Agents for Moerlein's Cincinnati BEER
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SALEM BEER

SUITS THOSE WHO ARE PARTICULAR ABOUT THE BEER THEY USE.

IT HAS THE FLAVOR
IT HAS THE AGE
IT HAS REPUTATION
IT IS MADE RIGHT

Those who have used it know it. Those who do not know soon find it out after a trial.

SALEM BREWING ASSOC'N
BREWERS

BOTTLED EXCLUSIVELY BY THE
Sunset Bottling Co.
3109 20th Street
SOLE AGENTS

Amusements

ALCAZAR.

White Whittlesey appears this week in the Mansfield role of a young German noblewoman in the "First Violin." This is the story of a high-minded young man betrayed by a woman, ruined in fortune and unjustly suspected, who begins live anew as the first violin of an orchestra. He falls in love with a pretty English girl who is studying music in the conservatory and it is the bringing of right out of wrong and the developing of the best that there is in the noble people of the play that makes up the story. Miss Lawton is the English girl, and does her work well. The scenes are laid in Cologne and the atmosphere of the play is very German. Mr. Whittlesey's farewell week begins Monday next, when "The Last Appeal," a romantic drama dealing with the pomp and glitter of the Austrian Court, is to be presented. A new stock company follows with an elaborate production of Hall Caine's "The Eternal City."

MAJESTIC.

Jas. Neill and his company are presenting Thomas' famous play, "Alabama" this week. Mr. Neill takes the part of Colonel Moberly, a relic of the Confederacy. The rest of the company is strongly cast and the play is well staged and is being well produced. Burney Bernard follows next week in "His Honor the Mayor," and on Monday evening the grocers and their friends will occupy the entire house.

CALIFORNIA.

Jimmy Britt is the brightest particular star at the California this week. He spars three rounds with Frank Rafael at the conclusion of the show, and the entire house waits to see his performance, which is full of ginger and gives people a chance to understand what the little ex-champion looks like in action. The burlesque company of the week is known as the Kentucky Belles. They have a piece known as "Murphy's Mistake," which is full of vaudeville stunts and horse play with the usual bevy of chorus girls.

GRAND OPERA HOUSE.

High-class melodrama well staged and with an exceptionally strong cast is the bill at the Grand for this week. Their first production is "Queen of the Highway," a story of the frontier and a band of highwaymen of whom a daring woman is one of the leading members. Aileen May fills the title role most satisfactorily. Loretta Taylor also does some very good work as the outlaw's daughter. The piece is full of thrilling incidents which are produced in a very realistic manner. Beginning with Sunday afternoon, "Held for Ransom" is to be put on by the same company.

TIVOLI OPERA HOUSE.

Packed houses continue to reward the Tivoli for its daring to bring out such a band of splendid singers as that with which it is presenting its grand opera this season. On Friday and Saturday evening "Cavalleria Rusticana" and "Pagliacci" are to be sung, and on Sunday night "Rigoletto." Next week's repertoire includes "Traviata," "Masked Ball," "Barber of Seville," "Cavalleria Rusticana" and "Pagliacci."

CENTRAL THEATER.

The Central Theater has a winner in the "White Tigress of Japan." There is a thrill for every minute and there seems to be about one hundred minutes to the hour. The story of the drama deals with the wrongs done to a Russian woman who escapes from Siberia and goes to Japan. She rises to high rank there, and because of her hatred for the Russians is called the White Tigress of Japan. The management say that they have been making preparations for this play for many weeks and the wonderful scenic effect would show that this is true. Edna Ellsmere plays the Tigress and scores a very decided hit in the role. Herschel Mayall as an American naval officer arouses the house to enthusiasm by helping those in distress at critical moments. The stage is crowded with people and the mob scenes are very effectively done. The piece is to followed by "Escaped from the Harem."

FISCHER'S.

They have the usual strong bill at Fischer's. The program is a varied one and up to the high standard established by this house. There are two performances every evening and a matinee each afternoon.

CHUTES.

They have a new "shocker" at the big pleasure grounds this week. Zarrow coasts down a narrow plank on a bicycle and in the course of his descent jumps a gap in the pathway about twenty feet wide. This exhibition is given in the open air both in the afternoon and evening. The free show in the big theater has several new features.

A JOURNALISTIC TRIUMPH.

A splendid account of the sixth annual convention of the Washington State Grocers' Association was printed in the "West Coast Trade" of September 14th. Since the convention occupied Tuesday and Wednesday September 12th and 13th, it is easy to understand that the paper had a very busy time. The publication will be of great value to the Association members of Washington, who should keep it for reference.

TURNING DOWN FUTURES.

"In the West several influences have worked toward a big subtraction from the volume of future canned goods business," says the "Commercial Bulletin" of Minneapolis, in discussing why the sale of futures is less this year than before. 'One of the most prominent is the retailer's discovery that with few exceptions there is nothing in future caned goods buying for him. Another is the fact that many retailers are just getting square on big bills contracted two and three years ago. The sensible advice of the sensible jobber to his retail customer is another factor. There are too many people in the trade who forget that the educated and up-to-date retailer is a thinker and a mighty influence in the distribution of merchandise."

MARQUAT-ELLIOTT COMPANY... Los Angeles, Cal.—The Ward-Elliott Company has been reincorporated under the style of the Marquat-Elliott Company.

Greatest Bargain Ever.

A thorough grocer can buy one of the best established and best paying grocery businesses on the Pacific Coast in one of the finest residence towns of California.

Proprietor intends retiring from business. References: Bradstreet's Commercial Agency, or any wholesale grocery house.

A five years' lease will be given—moderate rent.

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OLYMPIA BEER
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from
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San Francisco, Cal.

Champagne.

Veuve Clicquot, qts.	$32.25
Veuve Clicquot, pts.	34.25
Ruinart, Magnums, 6 to case.	30.50
Ruinart, qts, 1 doz to case.	32.40
Ruinart, pts, 2 doz to case.	34.20
Ruinart, ½ pts, 2 doz to case.	18.00
Vintage 1893, qts, 1 doz to cs..	46.50

Brandies.

	Per case
Martell's One Star, 1 doz qts.	$16.00
Martell's Two Star, 1 doz qts.	19.00
Martell's Three Star, 1 doz qts.	20.00
Martell's Three Star, 2 doz pts.	22.00
Martell's One Star, 2 doz f'ks	18.00
Hennessy's One Star, 1 doz qts	17.50
Hennessy's Three Star, 1 doz qts	21.00
Calif. doz qts.	13.00



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SWEET CIDER
½ Gal. Bottles,
BOILED CIDER
Quarts .....
Pints .....

Mineral Waters.

Aetna, splits, 100 to cs.	$6.50
Aetna, pts, 100 to case.	9.00
Aetna, qts, 50 to case.	7.50

GINGER ALE
Belfast Ginger Ale Co.,
D. Steinke & Co. Props.
All Carbonated Beverages.
COR. UNION AND OCTAVIA STS.

	PINTS.	QTS.
Soda Water..	$ .80	$1 50
Ginger Ale..	.80	1.50
Sarsaparilla.	.80	1.50
and Iron..	.80	1.50
Cider	.80	1.50
Cuban Punch	.80	1.50

Case Prices, 2 Doz. per Case.

Porter.
(E. & J. Burke's Guinness')

Stone, pts, 8 doz to bbl... ...	$16.50
Glass, qts., 4 doz to bbl.....	14.00
Glass, pts., 8 doz to bbl.....	16.50

Specialties of
Hilbert Mercantile Co.

H. B. Ky. Bourbon, per gal...	$2.75
H. B. Ky. Bourbon, Ex spcl..	3.25
Union League Ky. Brbn, AA..	2.50
Union League Ky. Brbn, 1 gal	2.25
El Monte Ky Brbn, 1 gal....	2.25
Maryland, Monogram, 1 gal..	2.75
Forum, Bourbon, 1 gal.....	2.00
W. H. McBrayer's Cedar Brook 5 yrs	3.00

Hunter Baltimore Rye.

Per case, 1 doz. 5's.....	13.00
In 5-case lots	12.50
In 10-case lots	12.00

Hilbert Mercantile Co.

H. B. Bourbon (spcl).....	$10.00
H. B. Rye	10.00
H. B. pt. flasks, 4 doz to cs..	12.00
H. B. ½ pt flasks, 6 doz to cs	9.50
H. B. 1½-oz bots, per gr....	12.00
Union League "AA"	8.00
El Monte Bourbon	8.00
Forum Bourbon	7.00
J. Baumgardner Rye	12.00
Maryland Monogram	9.00

W. H. McBrayer's Cedar Brook.

Per case, 1 doz 5's.....	$12.00
Per case, 2 doz pts.....	13 00
Per case, 4 doz ½ pts.....	14.50
Per case, 20 doz 1½-oz.....	18.50

Jesse Moore Whiskies.

Ex Pony Bourbon.	$18.00	$17.50	$17.00
AA Bourbon	11.00	10.50	10.00
C Bourbon	8.50	8.25	8.00
AA Bourbon, 5 doz. 4 oz.....	10.00	10.00	9.75
AA, Pt Flasks, 2 doz.	9.00	8.75	8.50
AA, ½ Pt. Flasks $ doz.	6.75	6.50	6.25
Old Rye	11.00	10.50	10.00

Jesse Moore Hunt Co.
(In barrels or half barrels)

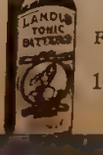
Extra Pony Bourbon, gal.....	$7.50
AA, Bourbon, gal	3.75
B, Bourbon, 1 gal.....	3.25
C, Bourbon, 1 gal	2.75
No. 1, Bourbon, 1 gal.....	2.25
AA Rye, gal	3.75
C Rye, 1 gal	2.75



STANDARD BOTTLING CO.
BEACH STREET
Between Stockton and Dupont
SOLE AGENTS
LOS ANGELES BREWING COMPANY.
Beer furnished Grocers in Bottles or Kegs

Golden Gate BOTTLING WORKS.
Blume & Gardner,
Proprietors.

Bottlers of the Celebrated
Standard.
Culmbacher.
Extra Pale.
XXX Porter.
Half and Half.
Lager and Steam Beer in Kegs.
166 Shotwell St.,
Phone: Capp 1761. S. F., Cal.



LANDIS TONIC BITTERS
Factory and Salesroom,
1664 Mission St.
Bottles, ..$7.00 Doz.
1 doz. per case.

WORTH INVESTIGATING.

For Sale—Hardware and general merchandise business, centrally located in thriving university town. Bona fide A 1 bargain. Excellent opportunity for country merchant wishing to give his children greater educational advantages and cultured surroundings. Will give long lease to responsible party. Address Box 123, Retail Grocers' Advocate.

FOR SALE.

Grocery, Feed and Vegetable Store in one of the best towns in Central California. Stock, fixtures, horses and wagons. Price $4,200. Does a yearly business of $25,000. Established 11 years. Address N. care
Retail Grocers' Advocate
456 Montgomery Street.

Mothers! Mothers!! Mothers!!!

Mrs. Winslow's Soothing Syrup

has been used for over SIXTY YEARS by MILLIONS of MOTHERS for their CHILDREN while TEETHING, with PERFECT SUCCESS. It SOOTHES the CHILD, SOFTENS the GUMS, ALLAYS all PAIN; CURES WIND COLIC, and is the best remedy for DIARRHŒA. Sold by Druggists in every part of the world. Be sure and ask for "Mrs. Winslow's Soothing Syrup," and take no other kind. Twenty-five cts. a bottle

Phone Mission 286

J. MARSHALL & CO.'S

WORCESTERSHIRE SAUCE

BE SURE and GET the GENUINE

½ Pts., per doz. $1.20
Pts., per doz. 2.20

NO AGENTS

Office: Cor. 12th and Market Sts.

YOUR EVERY WANT IN

PAPER

Can be
Supplied by

A. ZELLERBACH & SONS
416-426 Sansome St.
SAN FRANCISCO

La Grande Laundry

Telephone Bush 12

23 Powell Street

Corner Ellis.

100 Taylor St., - - Cor. Turk St.
200 Montgomery Av., Cor. Kearny
202 Third Street, - Cor. Howard
1733 Market St., - Opp. Eleventh

GIVE THEM A TRIAL

LESLIE SALT

LESLIE STERILIZED SALT

Free Running (in Pkgs.) for table
Velvet Grain (in Bags) for kitchen
Sold by all Jobbers

Clerk's Corner

Didn't Know His Customers.

Our friend of the Uncle Sam physique was caught napping one day this week, and his various assistants were accessories before the fact, says the "Inland Grocer." A personal friend of his, who had recently moved his family into the neighborhood, stopped to speak to him as he stood in the front end of his store.

"Hello, James," he remarked. "I have not seen you since you told me you were coming to live in God's country. Why don't you come around?"

"Fact is, old man, that I get away from home while you are down at the market and get home after you close up," said the visitor. "I guess my folks are around once in a while."

"That so?" queried the old man. "I'd like to make their acquaintance. Bring them around and introduce them. We will treat you right."

"Sure, Mike," was the response. "Wait a minute."

Whose Children Are These?

Two children, a boy and a girl, were engaged in making purchases inside the store. They had filled a basket and were waiting for their change when they caught sight of the newcomer and waved hands to him.

"Whose kids are these?" he asked, in a low voice of the proprietor.

"New to me," was the response. "They have been coming for some time, but always take their goods home and pay cash, so I have not learned who they are."

"Good customers?" asked the other.

"None better—guess I'll have to get acquainted with them," said the old man as he started to speak to the older one.

Before he could reach her she ran up to the visitor, whom she greeted as "papa," and of whom she demanded that he carry home the full basket.

"My daughter, Mr. Colonialwaarenhandler," laughed the visitor. "We have been your customers for three months and you don't know us yet."

The old gentleman passed off the incident jovially, and made friends with the children with his usual tact, but the employes of the store were quick to observe that the incident did not please him.

Hunting the Remedy.

"We must devise a way to know everyone who calls here," he said at the weekly council which he held with his clerks the following Monday night. "I have noticed more than once that we have regular customers whose names and addresses we don't know, and whose trade might be increased if we could get at them. We must try to get the names of all the people in the neighborhood. It is worth a good deal to each of you to be able to speak to a customer by name, and I would like to be able to send goods to the home of each, on order, without asking the address, which we ought to know. Each of us should know the children's first names, their parents' surnames and their addresses. If we can get their credit rating also that will be of value, but we ought not to neglect those who pay cash."

"That litttle girl you were introduced to at the door the other day is a bargain hunter," interjected a clerk. "She hunts around and asks prices to beat the band before she buys anything."

"She may have the making of a business woman in her," responded the proprietor. "Anyhow, she is expected to buy according to her available cash, and I prefer that to a credit beyond what the family can afford. It does not make much difference, anyhow, on the general argument. We ought to know our customers, and I hope never to see a regular customer enter or leave the store again without recognition by our people here."

Attracting Trade

Information for Auto Tourists.

The Mint of Hints has frequently called attention to the cash value of a reputation as a bureau of information. Such a reputation brings many transient callers to the store that possesses it, and few of them depart without making some purchase, so that the increased sales foots up a respectable figure in the aggregate.

There is a comparatively small store near New York, on a road much traveled by automobile tourists, which has built up a most profitable connection within the past few years, by gaining a reputation for cheerfully furnishing information for these tourists.

The proprietor of this store and his assistants have become perfect encyclopedias as to the geography of the surrounding country. They can give a tourist correct and explicit directions as to the best roads to take to reach any desired point within a radius of many miles. They know all about the roads leading in every direction, what ones are sandy or hilly, and what ones are best adapted to automobile traffic.

Further than that they not only know the locations of every garage and repair shop along the different roads, but they know all about the hotels and houses of refreshment, and direct tourists as to the best places to stop for a luncheon or dinner. In fact the store carries a considerable variety of business cards, of hotels, restaurants, and automobile repair shops, which are distributed to tourists.

As a result hundreds of automobiles stop at this little store in the course of a season, and the amount of business which it derives from this source is large and profitable.

Applicable in Many Places.

Now there would seem to be a hint in all of this which might be utilized by scores of dealers in suburban localities in many sections, and they might go even further than the dealer above referred to has done in making known their ability and willingness to furnish information to tourists. They might display small but conspicuous signs, reading:

Automobile Tourists
Bureau
of Information.

Then too, they might get out some special cards On one side they might have printed their regular business card and on the other something like this:

"Information for automobile tourists cheerfully furnished. We know all about the roads in this section, and can tell you the best and shortest routes to all points of interest, as well as the best hotels, garage and repair shops. We also have a public telephone, and keep the most varied stock in this section."

These cards could be widely distributed. It would be well to leave a number of them at all of the garage and automobile repair shops in the cities and large towns within a radius of forty to fifty miles, as well as at all of the hotels which make a specialty of catering to automobile tourists.

Cards would naturally be given to all tourists who call and they would naturally pass the word to others whom they met upon the road that the store was a reliable place to secure information.

The expense for printing and distributing the cards would be trfling, and it should not be difficult for a bright man to acquire the necessary knowledge as to roads and other matters in a comparatively short time, while the additional business that could be attracted in a short time should prove a considerable item.

The Booklet as a Trade Bringer.

The booklet is the ideal form of descriptive advertising. It is the only medium for telling the advertiser's story in his own way and in detail to the prospective buyer. It permits him to tell it—the newspaper or poster permits him to only hint it.

The booklet is an exclusive announcement. Yours should have an individuality of their own which will cause them to stand out distinctly and secure instant recognition.

In most cases it would be well for the dealer who advertises to employ some distinctive feature that shall appear in all of his newspaper advertising. If a peculiar type is selected, it should be so far out of the ordinary that it will stand out from among the other type faces in the paper, and a hard and fast agreement should be made with the newspaper publisher that no other advertiser shall be permitted to use the same style of type in his columns.

WIELAND BROS.

121-123 Clay Street San Francisco

Importers and Commission Merchants

SPECIALTIES—Imported and domestic Swiss Cheese, Limburger, Brick Cheese, Edam, Roquefort, etc.; Mackerel, Codfish, Holland Herrings, Olive Oil, Spanish and California Olives, all kinds of Sausages and other delicacies.

SOLE AGENTS for Sierra Cheese, German Breakfast Cheese, Brie, Camembert, Schloss, Kronen and Neufchatel Cheese.

WILLIAM E. HARM
Kartuffel-Buhr
183-185 Valencia St. Near 13th
Tel. Folsom 1911

Wholesale Dealer in
POTATOES, ONIONS
BEANS, EGGS
Etc., Etc., Etc.

WITZEL & BAKER, Commission Merchants

Telephone Main 715 314, 316 BATTERY ST., SAN FRANCISCO, CAL.

Fancy Creamery Butter and Ranch Eggs Our Specialty

REMOVED

PATRICK & CO., RUBBER STAMPS

111-113 SANSOME STREET

One block south of old location.

CLASSIFIED WHOLESALE DIRECTORY.

AGENTS.
Beck-Wakefield Co.
122 Market .....Phone: Main 1433
Castle Bros.
463 Mission .....Phone: Priv. Ex. 15
Dodge, Sweeney & Co.
116 Market .....Phone: Drumm 125
J. P. Gillespie.
109 California .....Phone: Main 1972
Fred P. Hobbs & Co.
95 Market .....Phone: Main 1913
R. A. Holcombe & Co.
124 California .....Phone Main 5876
The C. B. Jennings Co.
121 California.....Phone. Main 74
Johnson-Locke Mercantile Co.
123 California ...Phone: Priv. Ex. 22
P. E. Lenfestey.
220 California .....Phone: —
Spohn-Patrick Co.
16-22 Front .....Phone: Main 536
J. T. Wilson.
1770 15th .....Phone: —

AMMONIA.
Pacific Ammonia Bottling Works.

AUTOMATIC WEIGHER.
Bond Scale Co.
1640 San Fernando St..Los Angeles, Cal.

BAKING POWDER.
Royal Baking Powder Co.
Johnson-Locke Merc. Co..123 California
Schilling's Best.
A. Schilling & Co.....2nd and Folsom

BREAKFAST FOODS.
Malta Vita Pure Food Co.
Castle Bros. .....463 Mission
Dr. Price's Food.
615 Davis St. .....Phone: Bush 522

BREWERIES AND BOTTLED BEER.
Enterprise Brewing Co.
2015 Folsom .....Phone: Mission 152
Gambrinus Brewing Co.
160 13th .....Phone: South 83
Golden Gate Bottling Works.
160 Shotwell St.....Phone: Capp 1761
Los Angeles Brewing Co.
Standard Bottling Co.....
...Beach, bet. Stockton and Dupont
Olympia Beer Co.
1423 Sansome St. .....
Rainier Brewing Co.
John Rapp & Son.....8th and Townsend
Salem Brewing Ass'n.
Sunset Bottling Co.....3109 20th
The California Brewing Co.
111 Douglas .....Phone: Mission 228
Valley Brew Lager.
Zimmerman & Ruhland..3rd & Clement
Wunder Brewing Co.
Scott & Greenwich..Phone: South 1098

BITTERS.
Landis Tonic Bitters.
Landis-Patton Mfg. Co..1664 Mission St
Lash's Bitters Co.
116 2nd St. .....Phone: Bush 360

CANNED SOUPS, MEATS, TAMALES.
Jos. Campbell Preserve Co.
R. A. Holcombe & Co..124 California St.
Spanish-American Food Co.
149 Fremont .....Phone: Main 3151

CANNED FRUITS.
Cal. Fruit Canners' Association.
Pine and Battery....Phone: Priv. Ex 41

CANNED MACKEREL.
Monterey Packing Co.
122 Davis .....Phone: Main 1161

CATSUPS.
Cal. Fruit Canners' Association
Pine and Battery ...Phone. Priv. Ex. 41
Jos. Campbell Preserve Co.
R. A. Holcombe & Co....124 California
T. A. Snider Preserve Co.
Spohn-Patrick Co.....16-22 Front

CIGARS.
Optimo.
Ehrman Bros. & Co.....225 California
Henry Miller.
Ehrman Bros. & Co. .....225 California

COFFEE, TEA, ETC.
M. J. Brandenstein & Co.
Spear and Mission..Phone: Priv. Ex. 36
The Porto Rico Co.
587-589 Howard.....Phone: Main 5813
A. Schilling & Co.
2nd & Folsom..Phone: Priv. Ex. 456

COMMISSION MERCHANTS.
Dodge, Sweeney & Co.
116 Market .....Phone: Drumm 125
William E. Harm.
183-185 Valencia....Phone: Folsom 1911
Wieland Bros.
121-123 Clay.....Phone: Main 365
Witzel & Baker.
314-316 Battery.....Phone: Main 718

CONDENSED MILKS AND CREAM.
Alpine Evaporated Cream Co.
Fred F. Hobbs & Co.....95 Market
Borden's Condensed Milk Co.
Johnson-Locke Merc. Co., 123 California
Helvetia Milk Condensing Co.
3 California .....Phone: Main 1168
Pacific Coast Con. Milk Co.
Spohn-Patrick Co. .....16-22 Front
Pacific Creamery Co.
115 Davis .....Phone: Bush 522

CONFECTIONERY.
"Cracker Jack."
Dodge, Sweeney & Co.....116 Market

CRACKERS.
Mutual Biscuit Co.
610 Battery.....Phone: Main 5005

FLOUR, MEALS, ETC.
Globe Grain & Milling Co.
Montgmy and Chestnut Phone. Bush 759

GRAPE JUICE.
Welch's Grape Juice Co.
Spohn-Patrick Co.....16-22 Front

INK, MUCILAGE, ETC.
Blackstone Manufacturing Co.
1960 Howard .....Phone: Capp 1111
SCott & Gilbert Co.
214 Mission .....Phone: Main 451

INSECT EXTERMINATOR.
Eureka Insect Exterminator.
Jos. Fusch .....22 Hampton Place

LAUNDRY.
LaGrande Laundry.
23 Powell .....Phone: Bush 12

METAL POLISH.
U. S. Metal Polish Co.
J. T. Wilson 1770 15th

NOTARY PUBLIC.
James M. Ellis.
323 Montgomery .....Phone: Main 5925

OIL TANKS.
S. F. Bowers & Co.
Fort Wayne .....Indiana

OLIVES AND OLIVE OIL, ETC.
G. O. Ryden.
Seville Packing Co.
Spohn-Patrick Co. .....Pine and Front

PAPER.
A. Zellerbach & Sons.
416-426 Sansome...Phone: Priv. Ex. 14

PASTES.
Royal and Queen's Taste.
C. R. Splivalo & Co.....347 Sacramento

PICKLES, ETC.
Gordon Packing Co.

PROVISIONS.
Anchor Packing Co.
140 8th .....Phone: South 355
Cudahy Packing Co.
418 Townsend ....Phone: Priv. Ex. 605
Meineman & Stern.
916 Larkin .....Phone: East 242
P. F. Rathjens.
1311-15 Pacific.....Phone: East 1875
Western Meat Co.
6th & Townsend ....Phone. Priv. Ex. 5
H. M. Wolter & Bro.
103 12th .....Phone: Mint 1763

REAL ESTATE AND INSURANCE.
Dan O'Callaghan.
22 Montgomery .....Phone: Main 5238

REFRIGERATORS.
Beck-Wakefield Co.
122 Market.....Phone: 1433

RUBBER STAMPS.
Patrick & Co.
111-113 Sansome .....Phone: Main 1768

SALT.
H. R. H. Salt.
Dodge, Sweeney & Co.....116 Market
Leslie Salt Co.
C. E. Whitney & Co.....715 Kohl Bldg.

SAUCES.
J. Marshall & Co.
12th and Market .....Phone: —

SCALES.
Moneyweight Scale Co.
Price & Co.....846 James Flood Bldg.
Standard Computing Scale Co.
Detroit .....Michigan

SHOE POLISH.
S. M. Bixby & Co.
New York .....N. Y.
Scott & Gilbert Co.
214-216 Mission.....Phone: Main 451
Whittemore Bros. & Co.
Boston .....Mass.

SHORT CREDIT SYSTEM.
The Perfection.
P. E. Lenfestey .....220 California

SHREDDED WHEAT PRODUCTS.
The Natural Food Co.
Niagara Falls .....New York

SOAPS.
B. T. Babbitt (Inc.).
The C. B. Jennings Co. ...121 California
Enoch Morgan's Sons' Co. (Sapolio).
109 California .....Phone: Main 1972
Grandpa's Wonder Soap.
Castle Bros. .....463 Mission
Los Angeles Soap Co.
115 Davis .....Phone: Grant 110

SOOTHING SYRUP.
Mrs. Winslow's Soothing Syrup.
Anglo-American Drug Co.....New York

STARCH.
Riverside Corn and Gloss.
Kelley-Clarke Co. .....130 California

STORE FIXTURES.
Pacific Store and Office Fixture Co.
3253-3259 16th .....Phone: Bush 2571

SYRUPS, ETC.
Old Manse Maple Syrup.
Castle Bros. .....463 Mission St.
Pacific Coast Syrup Co.
713 Sansome .....Phone: Main 2

WINES, LIQUORS, ETC.
Ahrens, Pain & Bullwinkel.
620 Post .....Phone: East 720
Hilbert Mercantile Co.
136-144 2nd St....Phone: Priv. Ex. 313
Italian-Swiss Colony.
Battery & Gr'nwich.Phone: Priv. Ex. 448
E. Martin & Co.
54 First .....Phone. Main 380
A. Vignier & Co.
429-431 Battery .....Phone: Main 1507
Wichman, Lutgen & Co.
29-31 Battery St. .....Phone: Main 5588

WHOLESALE GROCERS.
William Cluff Co.
201 Market.....Phone: Priv. Ex. 419
Suydam Bros. & Rogers
14-16 Spear.....Phone: Main 5896



GUSTAV LIEBOLD PHONE SOUTH

GAMBRINUS BOTTLING CO.

Sole Agents and Bottlers of

Gambrinus Brewing Co.'s

PORTLAND, OREGON

SELECT PILSENER LAGER BEER

OFFICE AND BOTTLING WORKS

160 Thirteenth St., near Folsom, S. F.

Highest Grade Package Goods for Family Trade

ROYAL AND QUEEN'S TASTE

(1 lb packages) (2½ lb cartons)

Macaroni, Vermicelli and Spaghetti

ROYAL ITALIAN A. B. C. PASTE, in 1 lb papers
GOLDEN GATE EGG NOODLES, in ½ lb papers

For Sale by all Jobbers

PETERS BROS., BALTZ & DITTMANN

PROPRIETORS

The California Brewing Co.

Douglas Street, bet. 17th and 18th

SAN FRANCISCO, CAL.

TOBOGGAN

MAPLE SYRUP -- IT IS BEST

Pacific Coast Syrup Co.

SAN FRANCISCO

THREE REFINERIES: SAN FRANCISCO, PORTLAND and SEATTLE.

TAKE NO RISKS WITH GASOLINE

BUT USE A

BOWSER LONG DISTANCE GASOLINE STORAGE OUTFIT

IT IS AN ABSOLUTE PROTECTION FROM FIRE AND RESULTING LOSS



PUMP IN STORE--TANK BURIED

ONLY ONE GALLON OF GASOLINE IN BUILDING AND THAT INSIDE PUMP

TANK OF HEAVY STEEL, RIVETED AND SOLDERED

IT IS PERMITTED BY THE INSURANCE COMPANIES

MEASURES GALLONS, HALF GALLONS OR QUARTS

PUMP ALL OF METAL

ASK FOR CATALOG "88"—THERE'S NO TIME LIKE NOW

S. F. BOWSER & CO. - FORT WAYNE, INDIANA

The Only Account Register

THAT IS PRACTICAL FOR LARGE STORES.

It Makes No Difference Whether You Have 100 Customers
Or 5000, We Handle Them in the Same Simple Manner.

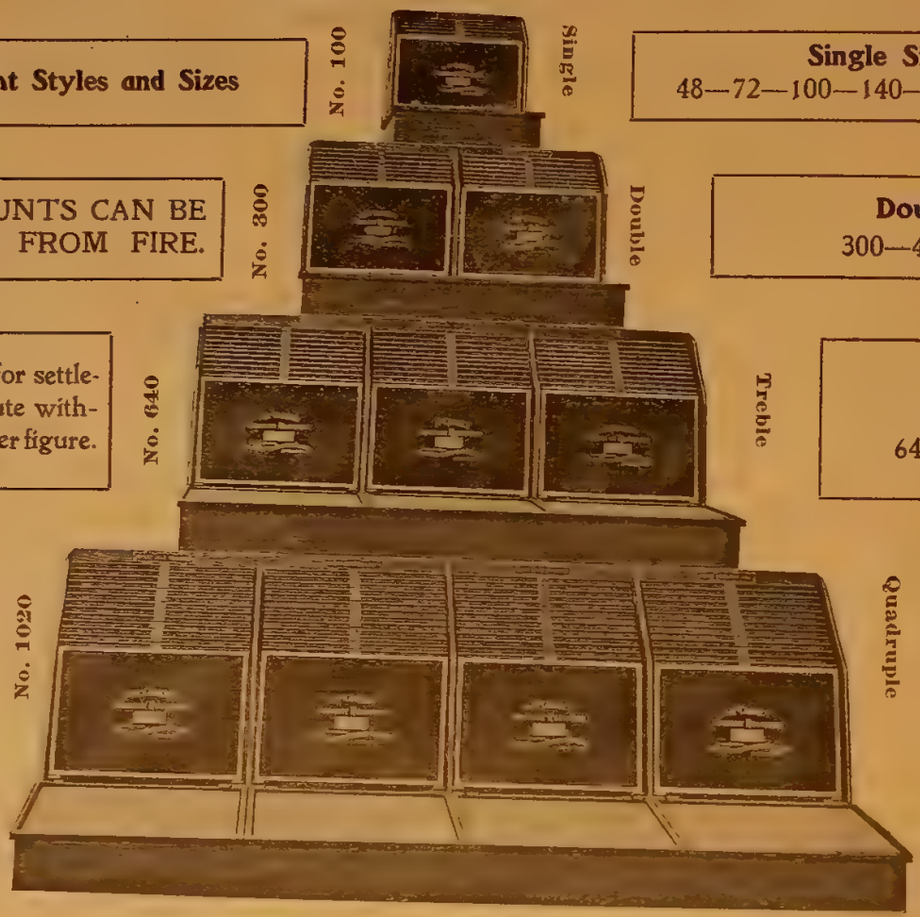
75 Different Styles and Sizes

YOUR ACCOUNTS CAN BE PROTECTED FROM FIRE.

They are ready for settlement at any minute without making another figure.

The McCASKEY compells your clerks to be careful.

No charges forgotten with the McCASKEY System.



Single Sizes:
48—72—100—140—200—240—300

Doubles:
300—420—500

Trebles:
640—760—940

Quadruples:
1020
1260
Etc.

No limit as to number of accounts.

WRITE FOR CATALOGUE

The McCASKEY REGISTER COMPANY, Alliance, Ohio,
Manufacture the Famous Multiplex Carbon Back Counter Pads and Sales Slips.
Also Single Carbon and Folding Pads.

HAWLEY & FRANK, Pacific Coast Agents, **Jas. Flood Bldg., Powell & Market Sts.**
Phone Montgomery 1064. San Francisco, Cal.

Our Representatives will be pleased to Call and Show You the Register.

Babbitt's Standards.

ALWAYS UNIFORM!
ALWAYS RELIABLE!
ALWAYS THE BEST!



B. T. Babbitt's Concentrated Lye,

The ready soap maker—a powerful disenfectant—an excellent fertilizer for dipping prunes, spraying trees, etc.

Manufactured by
B. T. Babbitt, (Inc.) New York City.



The C. B. JENNINGS CO., Agents, 121 California St., San Francisco, Cal.

THE RETAIL GROCERS ADVOCATE

A. H. POWERS, Editor

SAN FRANCISCO, CAL., OCTOBER 6, 1905

Vol. 10, No. 40

M. J. B. Coffee

sells better than any other

Why?

IXL - Kapp and Street - W.G.M.

TAMALES

IN

KEY-OPENER CANS

RAINIER BEER

Is Not Unfair
But the Boycott is.

Investigate both sides of the question.

JOHN RAPP & SON, AGENTS
Phone South 473.



JOHN A. GREEN,

President of the

NATIONAL RETAIL GROCERS ASSOCIATION

An Up-to-date Retail Grocer who is **Devoting His Best Energies** for the **Advancement** and **Protection** of the **Interests** of the **Retail Grocers** of the **United States,** says:

CLEVELAND, OHIO, August 26, 1905.

THE McCASKEY REGISTER CO.,
ALLIANCE, OHIO.

Gentlemen: — I am pleased to inform you that The McCaskey Register bought from you several months ago for my store is, I believe, the **QUICKEST** and **MOST SATISFACTORY** system of KEEPING ACCOUNTS I have ever seen. Wishing you success, I am,

Yours truly,
JOHN A. GREEN.



If you wish information about the great ONE-WRITING Totaling System of Keeping Accounts, write us for Catalogue.

HAWLEY & FRANK, Pacific Coast Agents, Jas. Flood Building, Powell and Market Streets, S. F.
Telephone, Montgomery 1064.

THE McCASKEY REGISTER CO., - - ALLIANCE, OHIO,
Manufacturers of the Famous Multiplex Carbon Back Order Pads.

THE OVERLAND LIMITED

has

Electric Lights in Every Berth

The new composite-observation cars, the train libraries, excellent dining-car service, luxuriously appointed sleeping cars, and the courtesy of the attendants make this one of the finest trains in America.

The magnificent scenery of the Sierra Nevada and Rocky Mountains, and the novelty of crossing the great Salt Lake by rail add to the enjoyment of the trip, and make it one of unusual interest.

San Francisco to Chicago in less than three days.

Full particulars of agent,

SOUTHERN PACIFIC

THE GROCER SAVES MONEY

The Customer is Pleased,

Where

THE O. K. CHEESE CUTTER

is used.



$20.00 Net

F. O. B. Detroit, Mich.

Cuts the Cheese by weight, or money's worth. **Does it better than any other**—Is absolutely accurate. Cannot get out of order.

Our Testimonials Come from Satisfied Users.

We could not spare a single Cutter to send to the World's Fair at St. Louis—Needed all we could make to fill orders.

Catalog supplied from Dept. R. Write for one.
Give your Jobber's name and address.

The Standard Computing Scale Co., Ltd.

DETROIT, MICH.



SHREDDED WHOLE WHEAT RECOMMENDATION

The Best Cereal Food to Eat, and
The Best Cereal Food to Sell, is

Shredded Whole Wheat

It is made in two forms, Shredded Wheat **BISCUIT** and **TRISCUIT.**

TRISCUIT is a CRACKER, not a "breakfast food." It is used as toast in place of ordinary bread toast, and for all purposes for which the common white cracker of commerce is used.

Shredded Wheat **BISCUIT** is the standard wheat food of the world, delicious for breakfast, or for every meal for every day in the year. It contains all the nutriment in the whole wheat in digestible form. A good seller all the year round.

THE NATURAL FOOD COMPANY
Niagara Falls, N. Y.

GE

Common Sense teaches Grocers to sell what pays Best

AND GIVES SATISFACTION.

That's why **1000** Retail Grocers in the Bay Cities sell **"A 1" FLOUR.**

You can MONEY BACK our goods.

BEST ON EARTH

"A 1" FLOUR





We claim that **"A 1" FLOUR** will make MORE LOAVES OF BREAD to the barrel and BETTER BREAD than other flours.

WE MAINTAIN THE RETAIL SELLING PRICE.

Tell us how to do more and WE'LL DO IT!

GLOBE GRAIN & MILLING CO.

MONTGOMERY AND CHESTNUT STS., SAN FRANCISCO, CAL.

Telephone Bush 759.

(Please mention the ADVOCATE to Advertisers. It helps us materially.)

FINEST EVER USED

DURING GROCERY EXPERIENCE OF 30 YEARS.

WATT & CO., of Grass Valley, give their Testimony, as follows:

GRASS VALLEY, CAL., June 14, 1905.

The Cudahy Packing Co.,
San Francisco, Cal.

Gentlemen:—

Your Diamond "C" Hams and Diamond "C" Breakfast Bacon **are giving perfect satisfaction,** and I am free to say that they are the **finest we have ever used** during our experience in the grocery business, covering a period of **more than thirty years.**

Yours respectfully,
WATT & CO.
By S. GRANGER.



NOTHING IS QUITE SO GOOD



FINEST IN FLAVOR AND APPEARANCE

"THE TASTE TELLS"

PROGRESSIVE DEALERS foresee that certain articles can be depended on as sellers. Fads in many lines may come and go, but SAPOLIO goes on steadily. That is why you should stock

HAND SAPOLIO

HAND SAPOLIO is a special toilet soap—superior to any other in countless ways—delicate enough for the baby's skin, and capable of removing any stain.
Costs the dealer the same as regular SAPOLIO, but should be sold at 10 cents per cake.

Retail Grocers' Advocate

CALIFORNIA RETAIL GROCERS' AND MERCHANTS' ASSOCIATION

OFFICIAL PAPER

RETAIL GROCERS' ASSOCIATION

Vol. 10 SAN FRANCISCO, CAL., OCTOBER 6, 1905 No. 40

THE RETAIL GROCERS ADVOCATE

Published Every Friday by
ADVOCATE PUBLISHING CO.

Subscriptions:
One Year $2.00
Single Copies ..... .10

PUBLICATION OFFICE:
456 MONTGOMERY STREET.
Rooms 413-414. - Tele. John 2001

Entered at the Postoffice at San Francisco as Second Class Matter.

Points to Watch

HOLLAND HERRING—
The catch of Holland Herring has been extremely short.

DRIED APPLES—
The shortage of Eastern crops becomes more pronounced as the season progresses.

COFFEE—
Salvador coffee is selling in San Francisco for less than it can today be bought in the country of production and laid down here.

AMERICAN SARDINES—
Packers have agreed to close their plants a month earlier than usual this year in order to curtail the pack. Prices will be advanced.

RICE—
Read the price reports on page 20. Prices are advancing, and weather conditions have been and are such as to make still higher prices almost certain.

CRANBERRIES—
The Massachusetts bogs will be about 150,000 barrels short this year; the Wisconsin crop is also short. Boston advises an advance of $1.00 a barrel and foretells more.

WALNUTS—
Are not going to be lower. French walnuts are advancing and speculators and jobbers snapped up nearly all the California nuts at opening prices as soon as the prices were announced.

THE GOODS ARE RIGHT

And the Profit to the Trade Is Also Right.

The trade of the Egg-O-See Co., manufacturers of Egg-O-See, is being built on the solid foundation of satisfaction to the consumer and fair profit to the dealer.

When these two prime requisites are assured, together with business push and acumen, the success of any article may be considered as certain, and all these are united in favor of Egg-O See.

The article is one of superior merit, and the company manufacturing it have recently let contracts to the amount of $500,000 for the purpose of acquainting the consumers with its claims upon their attention as a high class cereal food.

On this coast of salesmen and demonstrators are at work under the personal direction of Claude E. Pierce, proving the goods and creating a demand which the grocer has only to stock Egg-O-See to benefit from.

WILL NOT MOVE.

In regard to a rumor that they were to move their big plant across the bay, an official of the Western Meat Company said: "My company has no intention whatever of removing to the other side of the bay. The company is now employing 1,800 men in its $4,000,000 plant, occupying 4,500 acres in South San Francisco, and it would be out of the question to even consider removing."

PRINCIPLES AT STAKE.

Valuable Co-operation of California Retail Grocers Will Be Shown.

Honest competition is a desirable thing in trade.

No honest man wants to be forced to compete with bunco steerers and sure thing gamblers.

Certain wholesale grocers of San Francisco are taking steps to force this kind of competition on the grocers of Los Angeles, and, indirectly, of northern California. A big department store of Los Angeles, in order to attract unsuspecting victims into its other departments, where they can make up the loss on groceries by selling them other lines, the value of which they do not know, has put in a grocery department and makes a specialty of offering these lines at prices that are sometimes less than cost.

The enormous expenses of this establishment require a large margin of profit. Therefore, when one line is sold with too small a margin, the "sucker" is always made to pay more for some other goods, since the department store has to pay dividends.

The Los Angeles department store decided to work this bunco game on the people of Los Angeles at the expense of the Los Angeles retail grocers.

The Los Angeles jobbers refused to be parties to such disreputable methods.

The store in question found certain San Francisco jobbers ready to help them without regard to consequences.

These jobbers did not care that the action they were taking would disrupt trade conditions in Southern California which for the past year have been better than for a quarter of a century. They did not care that if they broke up the maintenance of prices in Los Angeles that it would put back seriously the movement to better trade conditions in San Francisco and other Northern California cities.

Thinking only of making an immediate sale, blinded by the prospect of securing a few extra nickels, they were willing to co-operate with a firm whose avowed purpose was to steal business and take thousands of dollars out of the pockets of the retail grocers whom they have to thank for their enormous accumulations of wealth.

Two San Francisco wholesalers have refused absolutely to sell goods to firms whom they consider as following improper and dangerous trade methods. These firms are:

Hass Bros.
J. H. Newbauer & Co.

Another San Francisco firm has said that had they known what the conditions were as they read them in the Advocate, they would not have sold a dollar's worth of goods to this department store, since they did not want to act in a manner that would hurt the grocery trade of any part of the state.

The Advocate hopes every wholesale grocer in San Francisco will take that stand in regard to this matter.



JOS. A. STULZ.

Union Labor, Independent Republican and Independent Democratic Nominee For Public Administrator.

FAIR PLAY.

A Review of Municipal Conditions and Prejudices and the Causes Therefor.

Many of the best citizens of San Francisco honestly believe that the administration of Mayor Schmitz has been disgracefully dishonest and that the commercial and industrial condition of the city of San Francisco is deplorable.

This impression has been created through constant repetition by three of the leading newspapers of the city, together with an active campaign by men whose position in the business world is such that a statement from them with regard to commercial matters woul be accepted ordinarily by the great mass of citizens as being true, since their business acquaintances would not deem them capable of exploting statements that would tend to seriously injure a reputable man or the good name of the city of San Francisco unless they had good and sufficient proofs to warrant their assertions

It is a great misfortune that they have proven unworthy of this confidence.

If one-tenth of the corrupt practices attributed to Mayor Schmitz and his supporters by these men and their newspaper allies were true, the city of San Francisco would be up in arms, dozens of indictments would be on the Court files and San Francisco, commercially and industrially, would be paralized.

The prosperity of the city due largely to industrial peace, speaks for itself. New buildings, and increased bank clearings tell the story.

Who Pulls the Strings.

It is interesting to study the causes which have impelled action on the part of the newspapers and certain leaders among our merchants who are so industriously defaming San Francisco by giving wide publicity to false statements concerning her political and commercial conditions.

There are four influences that have tended to bring about these conditions:

The Politicans—The most active element in the movement for discrediting the administration is a small band of disgruntled and jealous politicians whose record for rottenness and dishonesty was such that the entire Republican party arose to drive them out a few short years ago. With these men are associated a number of practical politicans representing the large corporate interests who, while personally clean themselves, are willing, in politics, to accept the service of any creature no matter how despicable in order to win success. With these practical politicans are allied certain citizens who are anxious and willing to fulfill their civic obligations by assisting in local politics in a practical way, but who lack sincerity since they know the dishonest motives of the men with whom they are allied, and yet are prepared to work with men they must despise in order to win success in their fights. They are also assisted by numerous clean minded and patriotic but misguided citizens among whom are several grocers, who be-

Continued on page 8.

Our Premium is in Each Can

CARNATION CREAM

We make it a point to give you the very best

Evaporated Cream

that the highest grade milk, absolute cleanliness and intelligent manufacturing can produce.

Under these conditions isn't it natural that Every Grocer should sell CARNATION CREAM - - and be the milkman to most of his customers?

PACIFIC COAST CONDENSED MILK CO., Manufacturers, Seattle, Wash., U. S. A.

SPOHN-PATRICK COMPANY } Agents { San Francisco, Cal.
SPOHN-COOK COMPANY } { Los Angeles, Cal.

SEASONABLE SUGGESTIONS.

Pointers "Borrowed" From the Columns of Various Careful Contemporaries.

Advertise the new goods.

Lamp goods to the front.

Fruit jars are still moving.

Keep the store clean. It pays.

Keep everything under glass that is possible.

Don't be afraid of price cards. They help a lot.

Use a good quality of wrapping paper and bags.

Cheese is strong. The demand seems to be unusually heavy.

Cured fish is moving better each week. It is high, as a rule.

Don't neglect that window after the fruits and vegetables are taken out.

Collections are now in order. Promptness in them will save money.

Pancake flour is coming to its own again. Get a good line in. Syrup goes with it.

A new scale might save you some profits that are now going out in "down weight."

Don't buy too heavily just now. This is often the tendency when a big trade is in sight.

Look out for the box-car men. Notify your food commissioner when they are to deliver the goods.

Why not treat premiums like trading stamps have been treated in many places—leave them alone?

Now is a good time to make a beginning on selling the boxes and barrels instead of giving them away.

Pickles are still being put up. That means a demand for spices and vinegar. Also jars, both stone and glass.

When in doubt cut out the big quantity. You will never be "stuck" on the goods you leave in the other fellow's hands.

Good fixtures in the store not only present an attractive appearance and save stock and time, but they also economize space.

The supply of shore mackerel is said to be way short of that of last year—25 per cent. Prices have been steadily advancing.

All the tales from the tomato packing districts of the east are to the effect that the crop is short and that prices are likely to be almost anything.

Make up combinations of groceries to sell for a dollar or two or five. These are always attractive. That's how some of the mail order houses get business.

Canned fruits and vegetables should be sold by the case now. There is a certain part of the trade that always buys in these quantities. Go after this business.

Candy manufacturers are very busy. It is generally believed that the fall and winter business will be a record breaker. Everybody is able to buy candy this year.

Exports of canned beef for eight months ending Aupgust were 48,682,304 pounds, valued at $4,739,471; against 30,012,803 pounds, valued at $3,029,348, for corresponding time the previous year.

Recent advices state that the Maine pack of corn is late and will probably not be completed much if any sooner than September 24th. Present indications are that there will be a normal but not large pack.

Rolled oats are a very strong pro position these days. This in spite of the fact that the oats market is easy. The demand for the finished product is very heavy, however, and the mills are said to be made to fill all orders.

The rise in tomatoes is somewhat sensational. The great bull factor has been unfavorable weather for the crop. There is big money in packing No. 3 Standards at 95 cents and $1.00, the present asking price at factory. Read carefully advices from Baltimore in the regular market report.

The outlook for the cranberry crop on the Cape this year is even poorer than it was a month age, at the time of the meeting of the Cape Cod Cranberry Growers' Association in Wareham, when it was estimated that this year's output would reach only about 69 per cent. of last year's crop.

Have you noticed how the big department stores strive for a trade in tea and coffee? They do not make prominent cheap grades, but advertise their own blends and generally at full prices. They make quality the main object, realizing that if coffee in the cup gives gratification to the buyer, the price will not count. These blends sell from 25 to 40 cents, with the push on a 35 cent coffee, or three pounds for a dollar.

Except to the grocer who has been "stuck" once too often with unsalable breakfast foods the progress of this commodity is interesting. About the same number are on the market that has been for the past year and there have been few if any new ones launched nor have many died in that time. A certain few seem to have a practical monopoly of the demand now and others have ceased to try to butt into the charmed circle.

A sweeping order has been issued by Commissioner of Internal Revenue Yerkes imposing upon manufacturers and dealers in patent medicines composed largely of distilled liquors the liabilities of dealers and rectifiers in liquors. Druggists and others handling such patent medicines must pay the license required by law of a retail liquor dealer, according to Mr. Yerkes' decision today. After December 1st, 1905, licenses will be required for the handling of such goods.

The world is pointed straight for cheap sugar. At present the promise is for a visible supply on September 1st, 1906, larger than ever before recorded. The visible supply on September 1st last was unusually small, smaller than for a number of years. The abundant promise in the beet and cane industries assures us cheap sugar during the ensuing year, and a consumption of the article on a scale permitted by the generous supply and a low range of prices. The market price has already sunk quite low, but a lower level is expected to be reached.—"Merchants Review," New York.

The coffee and tea consumer is less often won by promise of cut prices than is the buyer of cheap canned goods. The exjerienced coffee and tea drinkers are aware that price cuts come out of the quality. They are perhaps more often drawn by hopes of superior quality, superior to the general, without much thought about price, than any other class of buyers, and yet if there is one thing the average tea-store manager insists upon it is the use of premiums—something to make consumers forget the appearance and fragrance of fine goods, and inducing them to sink disappointment in an ornamental piece of furniture.

HURRAH FOR TEXAS.

Dallas should win the votes of all Pacific Coast delegates for the National Convention of 1907. Julian Capers writes:

Dallas, Texas, Sept. 25th, 1905.

Friend Powers:—As you are aware this city has announced as a candidate for the 1907 convention of the National Association.

We did the best we could at Kansas City, but you were too many for us, now this time we are going to prepare for a great fight. We are going to take a car load of people from this great state and we are going to make the fight of our lives.

Will you not help us?

Geographically speaking, it would be to the interests of your people to have it come here.

We nor any portion of the South has ever yet had a National Convention of this body. We certainly deserve some recognition for our loyal support of the National, and the splendid local and state organization we have built up.

I thank you in advance for your help and support. With personal best wishes I remain,

Yours very truly,
Julian Capers.

A MATTER OF HEALTH

ROYAL



BAKING POWDER

Absolutely Pure

HAS NO SUBSTITUTE

All Grocers should carry a full stock of Royal Baking Powder. It always gives the Greatest Satisfaction to customers, and in the end yields the larger profit to the Grocer.

For Fall Trade

Pim-Olas

Olives stuffed with sweet Spanish peppers and preserved in a delicately flavored sauce.

"White Label" Queen Olives

Under this brand you will not only find the finest but the most complete assortment of high grade olives obtainable.

Nicelle Olive Oil

Famous all over the world for its purity, richness, brilliancy and exquisite nutty flavor.

If you are looking for the Best Olives and Olive Products, you are looking for the goods grown and packed by the **Seville** Packing Company, Exclusivists in Olives and Olive Products, New York City and Seville, Spain.

Prices are not as high as some of our competitors charge for inferior goods. Products are carefully packed.

A word from you will bring full information.

Spohn-Patrick Company

Paolfic Coast Agents

16-18-20-22 Front Street San Francisco, Cal.

BRANCH HOUSES

Portland, Seattle, Denver, Salt Lake City

SPOHN-COOK COMPANY, Los Angeles, Cal.

FAIR PLAY.

(Continued from Page 5.)

lieve these politicans to be acting from disinterested motives!

The Citizens Alliance—This organization is headed by a man who openly boasts that he is merely a temporary resident of San Francisco and therefore would not be personally affected by any havoc he may cause. It was created to destroy the power of the labor unions at any cost. A part of the price they are willing to pay would seem to be the reputation of the city. It is the influence of individuals in the management of this organization that accounts for the activity of certain large commercial interests There are other business men who follow these merchants whom they recognize as leaders because they do not believe these men would foster lies in order to accomplish their ends.

The Newspapers—The same commercial influences that have aroused the activity of merchants are able to control those concerns who are the large advertisers in the daily papers—and the policy of every paper in the land is influenced more or less, (principally more), by the requirements of the business office. To these conditions is added the further deplorable fact that the papers of San Francisco are all "one man" papers and the one man, in every instance has acquired a vast arrogance through long continued and undisputed yielding to their demands by politicans who were willing to accord patronage in return for support and "leading citizens" who were willing to surrender money or residence propetty rather than face an exposure of personal delinquencies When these papers were disgruntled by refusals to accede to demands for patronage or money, or both, they yielded without much pressure to the demands of their advertisers and the politicians to assist in a campaign of calumny. They influence many readers who believe they are acting from disinterested motives, even when they praise rotten politicians whom they excoriated only a few months before.

Gas, Water and Street Cars—All these great corporations are opposed to the local administration. Schmitz stands for Municipal Ownership; for cheaper gas; for proper water rates and for taxation on a business basis. All these things. these corporations do not want and their chief officers and large stockholders, all "leading citizens" who have for years back purjured themselves and bribed rotten officials, finding new methods necessary have helped to raise the cry of "Graft" and try to kill by defamation the man who represents a power they cannot debauch. In this they are assisted by many honest, clean minded, patriotic citizens who believe these "leading citizens" to be honest and acting from disinterested motives.

Deeds Not Words.

Why do not these men who talk so much of the rottenness of the administration find something tangible?

A third of the office holders of the city are Democrats. Half the remainder are enemies of the Schmitz regime.

All these men would be glad to "kill" the administration. If there was graft that touched the Mayor, it would have been pointed out long ago especially with two unfriendly grand juries assisted by a posse of private detectives and a Democratic District Attorney anxious to "do up" Schmitz.

Dishonesty, graft and other crookedness cannot be easily concealed especially in the case of a city's chief executive and particularly when the District Attorney, the Grand Jury and the Supervisors would gladly expose any corruption they could find.

Individual Instances.

If the present administration were one of graft the grocers would be the first to suffer.

Have they been bled?

The **Advocate** doesn't know of an instance.

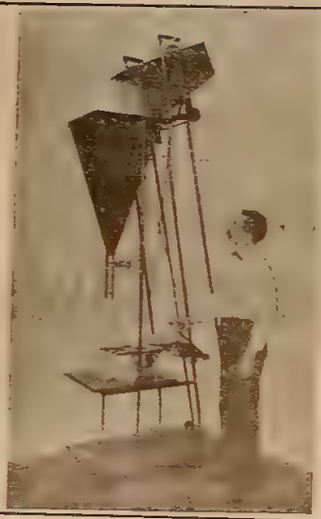
We do know of many favors granted where money could have been secured, however, and there was not even a remote hint that it would be acceptable.

Do you know of any instances that besmirch the fair fame of Mayor Schmitz?

If you don't know and your friends don't know and the Grand Juries can't find any, are there likely to be any?

The present administration has been friendly to the retail grocery interests.

What has the other side to offer?



The Best Hand Weigher Loses 2% In Overweight

THE

BOND AUTOMATIC WEIGHER

SAVES THIS

That is, 10c a sack on sugar, 13c a sack on rice, 4c a sack on beans.

Write for particulars

BOND SCALE CO.

Office and Factory
1640 San Fernando Street,
LOS ANGELES

Branch Office and Salesrooms
220 California Street
San Francisco

Satisfaction Sells Goods



Lily CREAM

Satifies

Its Pure
That's Sure

At All Jobbers

Pacific Creamery Co.

San Francisco Office, 115 Davis St.

Phone, Bush 522.

CRACKER-JACK

THE MORE YOU EAT
THE MORE YOU WANT
THE WORLDS GREATEST
5¢ SELLER

100 Packages to Case $3.65
Case weighs 40 pounds gross.

Dodge, Sweeney & Co., AGENTS SAN FRANCISCO

Babbitt's Standards.

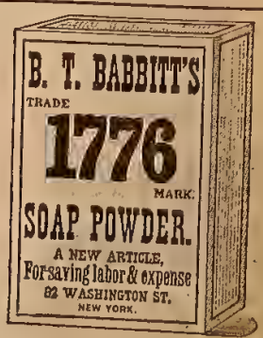
ALWAYS UNIFORM!
ALWAYS RELIABLE!
ALWAYS THE BEST!



B. T. Babbitt's Concentrated Lye,

The ready soap maker—a powerful disenfectant—an excellent fertilizer for dipping prunes, spraying trees, etc.

Manufactured by
B. T. Babbitt, (Inc.) New York City.



The C. B. JENNINGS CO., Agents, 121 California St., San Francisco, Cal.

JOS. A. STULZ HONORED.

Will Be Nominee of Three Tickets for Public Administrator.

Many honors have been thrust upon Joseph A. Stulz in the past. As president of the local Grocers' Association, as president of the State Grocers' Association, as vice president of the National Grocers' Association, as president of the Automatic Direct Line Telephone Co., he was accorded great consideration without requesting it. And last week, leading Union Labor men, Republicans and Democrats, conferring as to a man well fitted to serve as Public Administrator united in deciding to proffer the nomination to Mr. Stulz.

When a man chooses an administrator supervise the proper handling of his estate after his death, he selects a man known as a successful business man of whose integrity he is sure and in whom kindness and gentleness are predominant qualities.

When a city chooses a Public Administrator to supervise the proper handling of the estates of those who have not provided for the settlement of their estates by will, they should use the same judgment.

Would it be possible to find a man more suitable for the place in every way than Joseph A. Stulz?

Every grocer, every clerk, every driver, every customer, every traveling man, every wholesaler and every other person who knows him will unite in exclaiming: "Stulz is the man."

Mr. Stulz's name will be found on three (3) tickets: the **Union Labor**, the **Independent Republican** and the **Independent Democratic.**

He will have the enthusiastic support of hundreds of men who would vote for him even if they did not vote for any other candidate on these tickets.

Service
and
Success

partners

The good Grocer
and
Schilling's Best

WINNING FRIENDS DAILY.

A Simple, Easy and Accurate System of Keeping Accounts.

The retail grocers of San Francisco, following in the line of their brothers in Southern California, are rapidly awakening to the advantages of the McCaskey Account Register.

Thousands of merchants in this country have found that this system, above all others, insures them at all times a knowledge of their business impossible for them to obtain in any other way, at the same time their bookkeeping is simplified and rendered vastly more easy.

Hawley & Frank, the Pacific Coast agents, have a most efficient force of salesmen, who are explaining to the grocery trade the merits of the McCaskey system, and are meeting with unexpected success in securing orders.

If you are interested in getting a good account system write them to their San Francisco office in the James Flood Building.

THEY CATCH TRADE.

At no season of the year is there any article that a grocer handles which more tends to render his store attractive to good livers than olives in bottles.

The "White Label" Queen olives of the Seville Packing Company make a notable addition to any show window or show case, and never fail to attract the very best class of customers to the store displaying them.

The Pim-Olas, also put up by the Seville Company, are a high class article, and equally attractive with the olives packed by this company, and like the former they yield the dealer a most satisfactory profit.

SHOULD BE IN STOCK.

Small Meal Packages Which Lessen Waste in Handling Mill Products.

The Del Monte Milling Co. are putting up a line of meals that is certain to prove of exceptional interest to the grocery trade. They are in small packages, so that the dealer who carries them can meet the demand for small quantities, without the necessity of weighing them out on each individual order, and suffering the loss from leakage, down-weight, careless weighing of hurrying or careless clerks attendant upon the old fashion of serving meals.

A GENERAL DELIVERY.

Escondido, Cal., September 22nd—According to the Advocate of this city four of the big grocery stores in Escondido have decided to club together and run a common delivery service. They will ask for bids from someone to furnish a team and drive the same. It is understood that these firms will not do any more house-to-house soliciting for trade in town.

EFFECT OF CUTTING.

Because of the cut of 60 cents per case made in red Alaska salmon, the Alaska Packers' Association announced on September 28th that, for the first time in 12 years, it would not declare the usual monthly dividend. In explaining their action in cutting the price of red Alaska, to the stockholders, the directors say:

"This had the immediate effect of moving surplus stocks into consumption. The volume of sales has been phenomenally large insuring an enormous reduction of stocks and a great increase in consumption. This was deemed a wiser policy to be adopted at this juncture, although at the expense of immediate profits, than to continue to maintain a high level of prices while holding increased quantities of salmon, augmented from the present season's pack, and becoming further burdened with constantly accumulating carriage charges."

The directors express expectation that they will be able to resume the payment of dividends before long. The Alaska Packers' Association have up to date paid 141 concesutive monthly dividends, aggregating $5,469,371.75 since its incorporation in 1893.

ARE YOU SELLING
Egg-O-See?



Over 80 per cent. of the retailers have put EGG-O-SEE in stock and are pushing the sale of same, as they are allowed a good, fair profit in the sale of EGG-O-SEE. NO SCHEMES connected with the goods to bother the retailer.

EGG-O-SEE is packed 36 packages to the case.

Price per single case - - - - - $3.60
Price, five cases, per case - - - $3.50

and retails at 15 cents or two for 25 cents, and the keeping qualities of every package guaranteed.

Now is it to your interest to handle EGG-O-SEE and does the profit suit you? If you are not selling EGG-O-SEE, place your order with any jobber at once. They all carry it. Or send same to

C. E. PIERCE, Pacific Coast Manager,
537 Geary St., San Francisco.

Better Profits

Greater Economy in
CEREAL GOODS
A New Departure.



ALL MEALS
Can Now be Secured in
2-lb. and 5-lb. Cartons
UNDER THE
PEACOCK BRAND

Thoroughly Sterilized — No Waste — No Bugs — Attractive Packages
Packed by Machinery — Not Touched by Human Hands.

Selling Price Absolutely Protected.

Sole Manufacturers:
DEL MONTE MILLING CO.
San Francisco and Los Angeles.

News of the Coast.

CALIFORNIA.

Pasadena—The Model Grocery Company has leased two fine rooms on the first floor, one for a branch grocery and the other for a meat market F. W. Cornell will be manager of these departments.

Petaluma—Herman Peters, the well known liquor dealer, has purchased the stock in the grocery store of D. J. Healey which was recently bought by Schott Bros., and closed a few weeks later. Mr. Peters will run both the saloon and grocery. The store will be remodelled and a number of improvements made. Mr. Peters is well known in Petaluma and will no doubt make a success in his new undertaking. His brother, H. J. Peters, is also connected with the deal. The firm will be known as Peters & Peters.

Porterville—S. M. Williams, grocer and gent's furnishing goods dealer, is having an addition built at the rear of his business place, the Chapman block, 16x24 to use as a storehouse.

Rialto—Bohannon & Co. have sold their stock of groceries to Farner & Johnson, who will make an addition to their present building to accommodate the new stock. The former retain their stock of dry goods, shoes, etc.

San Diego—In 1902 a modest grocery store at corner of 10th and F streets bore over its entrance the name of M. F. Heller. A few months after opening this store Mr. Heller took a storeroom 18x25 feet on the corner of 11th and F streets. The business steadily increased at this point to such an extent that it demanded larger quarters which were secured at northwest corner of 8th and F streets in 1895. The quarters again proving too small, a move was made in 1899 to the double storeroom at northeast corner of 6th and E, where the store remained until September 12th when it was moved to elegant new quarters in the Fox-Heller building at 847 to 853 Fifth street. The present stores occupies a space of 50x100 feet, with basement. Counters are conspicuous by their absence; shelving on side walls and modern showcases are used for display purposes. Just back of the center of the store is located their private office, bookkeepers and cashier's departments. In the rear is the order and reserve stock space. The finish of the store and furniture is weathered oak, mission style. It's a modern store, employing eighteen regular employees and requires seven teams in its delivery department.

Santa Monica—H. C. Burmister, the grocer of Ocean Park, has asked that the city license for outside grocers be reduced from $7.50 to $2 per month.

Visalia—Fire destroyed $22,000 worth of property in this town September 26th The Trades' Union Grocery Store sustained a loss of $2,000 covered by insurance.

Wheatland—G. W. Ostrom has purchased the grocery business of W. N. Rich.

IDAHO.

Post Falls—E. J. McSherry is starting a grocery.

Rathdrum—Larson Bros., are reported selling out their bakery and grocery.

Sand Point—M. M. Hulbert is opening a grocery store.

Stites—The Oliver Supply Company has opened a grovery store.

Weiser—C. A. Phelps has started a grocery.

MONTANA.

Billings—Stone, Wardell & Wells are about to establish a branch grocery house.

OREGON.

Albany—J. Blaser has succeeded Blaser & Wennersten, grocers Fire at Albany recently destroyed a fruit dryer owned by Lasell Bros. & Co., grocers, entailing a loss of $3,500.

Dayton—E. V. Filer & Son have started a grocery.

Eagle Point—D. R. Irving, grocer is moving his stock to a new location.

Portland—The grocery firm of Renner & Beckwith has been changed to Beckwith & Smith. Their grocery is at 340 Union avenue. The Idaho Grocery Co, with principal offices in this city, has been incorporated with a capital stock of $50,000. The incorporaters are I. Lang, E. J. Hall and F. S. Coates. This is the new wholesale grocery house for Lewiston. It will be ready for business, it is stated, about December 1.

La Fayette—C. W. Johnson is starting a grocery store

North Powder—S. D. Nelson is opening a grocery store.

Eugene—Bradley & Reynolds have started a grocery and crockery store.

La Grande—C. Ralston, grocer and shoe dealer, is dead.

Stayton—Stayton is to have a new grocery store.

WASHINGTON.

Ballard—F. R. Yesta & Son, grocers, have started a branch store. Hackett Bros., have purchased R. L. Morton's grocery store.

Bellingham—L. Parker has succeeded Stearns & Parker, grocers.

Dunlap—H. L. Roedler has opened a grocery store.

Kapowsin—C. Schoo has opened a grocery store.

Lewiston—The Lang Grocery Company of Portland has purchased the George Lake property for $5,000 and are arranging to erect a brick block for wholesale grocery business

Medical Lake—W. B. Leyson is selling out his grocery.

Port Orchard—D. R. Irving, grocer, has removed his store to a new location.

Seattle—Bailey & Ryan have opened a grocery store. Fred McCoy & Co., grocers, have incorporated with $12,000 capital. The A. E MacCulsky Co., wholesale grocers, have filed a petition in bankruptcy.

Snohomish—Guhr Bros., grocers, have incorporated.

Sunnyside—Harry Nelson is starting a bakery.

Quality

Counts before QUANTITY with shrewd buyers



—Our Goods are Always Satisfactory—

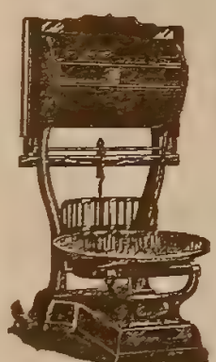
Helvetia Milk Condensing Co.
Highland, Ill.
San Francisco Office, 3 Calif'a St.

FIRST HIGHEST AWARD

The Complete Exhibit of the

Dayton Money-Weight Scales

At St. Louis World's Fair, 1904, received the HIGHEST AWARD and GOLD MEDAL.



MANUFACTURED BY
Computing Scale Co.
DAYTON, OHIO

1—They give the correct value of the article being weighed.
2—They prevent loss from errors in calculation.
3—They save time required in making calculation.
4—They are made better than ordinary scales.
5—With proper care they will last an ordinary life-time.
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7—They are sensitive to the very small fraction of an ounce.
8—They are an ornament to any store.
9—They are the only scale that is mechanically honest.
10—Customers, knowing them to be an honest scale, like to have their purchases weighed on them.
11—Sold on easy monthly payments.

With the **Money Weight Scales** you at once weigh goods **AT THEIR MONEY VALUE.**

Send for further information to

PIERCE & CO., PACIFIC COAST AGENTS

846 James Flood Building, Cor. Market and Powell Sts., San Francisco, Cal.

INDEX

Each of these departments in this Price List is checked up and corrected every week by two or more reliable authorities on values. More than thirty wholesale houses co-operate with us to secure for our List the greatest accuracy possible.

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COLUMN 1.
Department 1.

COFFEE, CHICORY, ETC.

Green Coffee.

Mocha, Genuine Arabian	23	25
No 2	17	18
No. 3	16	
Kona (Hawaiian)	19	18
Mexican	13	13
Java, common	15	13
Java, brown plantation	20	25
Caracol, prime washed	13	16
Caracol, ordinary	13	14
Guatemala	11	17
Costa Rica	12½	16
Salvador	10½	12

Roast Coffee.

Salvador	13	20
Costa Rica	16	20
Java	24	31
Mocha Aden	27	31
Prme W shd, C. A. Blends	19	24
Good C. A. Blends	13	20
Ordinary Blends	13	13

Private Brands.

Royal Java Roast	13
Lion, 100-lb	14.97
Arbuckle's, 100-lb	15.87
Arab, 1-lb tin	.13
Hill's Bros. Arabian Roast	.27
"M.J.B.," 60 1's in case	.28
"M.J.B.," 30 2 s in case	.27
"M.J.B.," 24 3 s in case	.25

Schilling's Best Coffee.

Tins: 30-lb price
60-lb case ¼ off

	1-lb cartons	1lb tins	2lb tins	3lb tins
5-star	36¼	39¼	38¼	38
4-star	29¼	32¼	31¼	31
3-star	25¾	28¾	27¾	27½
3-star Laquered (3-lb. tins only)				27½
2-star	22¼	25¼	24¼	24
1-star	18¾	21¾	20¾	20½

Cartons only in 25, 50 or 100 lb cases can be assorted as required.

The Porto Rico Co.

Ponce de Leon, sealed cans only, 1-lb 30, 2-lb 29, 3-lb 28½
Cream of Moca, 1-lb. cartons.25
La Gloria de Porto Rico in bulk ...26

Ground Coffee.

Hill's Bros. Arabian Roast	.27
Cafe des Gourmands	.26
Mexomoka	.15

Chicory.

California	6
Belgian	7
German, Genuine	8

Coffee Extracts.

Bulk, per lb.	.07
Vienna, ¼'s, 10-lb bx.	.35
Vienna, 1's, 10-lb. bx.	.35
Ackermann's, ½-gross bxs., gross	4 00

COLUMN 2.
Department 2.

TEAS.

Japan.

(Panfired, Sundried or Basket-fired.)

Extra Fancy	56	74
Fancy	44	55
Extra Choicest	39	43
Choicest	34	38
Fine	24	33
Fair	23	24

Green China.

(Gunpowder, Imperial or Young Hyson.)

Extra Fancy	55	76
Fancy	33	46
Choicest	35	37
Extra Choice	32	34
Fine	25	31
Fair	20	25

English Breakfast.

Extra Fancy	67	80
Fancy	51	66
Choicest	35	50
Choice	34	30
Fine	20	22
Fair	15	20

Oolong.

Extra Fancy	52	$1.50
Fancy	50	57
Extra Choice	36	48
Choicest	33	35
Fine	27	32
Fair	22	26

Ceylon and India

Broken Orange Pekoe	36	65
Broken Pekoe	33	56
Orange Pekoe	31	53
Pekoe	27	46
Pekoe Souchong	24	39

Schilling's Best Teas.

(Packed only in 16, 12, 8 and 4-oz. Cartons. Never in bulk.)

Japan, per lb.....45
do, 1 crn., 90c; 2 crn..$1.80
English Breakfast.....45
do, 1 crn., 90c; 2 crn..$1.80
Ceylon.....45
do, 1 crn., 90c; 2 crn..$1.80
Oolong.....52½
do, 1crn., 1.05, 2 crn.....2.10

TREE TEA

(Pride of Japan, etc.)

Packed in 1 lb. and ½ lb. cartons

Japan	37½
H. B. Congou	37½
Oolong	50
Gunpowder	45
Ceylon	40

COLUMN 3.
Department 3.

SUGAR AND SYRUPS.

The Western Sugar Refining Company quotes net cash prices as follows. Barrels are an advance of 10c, half barrels, 25c, boxes, 50c, 50-lb. bags, 10c.

Dry Granulated, 100-lb. sk.	4 75
Fruit Granulated	4 75
Confectioners' A	4 75
Cubes	5 00
Crushed	5 00
Fine Crushed	5 00
Candy Granulated	4 85
Magnolia A	4 30
Extra C	4 25
Golden C	4 15
Beet D. G.	4 85
"D" Sugar	4 05
H. & E. Crystal Dominos	7 75
Bar Sugar, bbls.	6 06

¼ cent off for prompt cash.

Do.	½-bbls	6 80
Do.	40-lb. tins	8 60
Do.	30-lb tins	8 60
Do.	30 lb. boxes	7 45

SYRUPS.

Saratoga Drips (Long's)	gal.
50-gal. bbls.	$ 50
30 gal. bbbls.	52
17 gal. bbls.	55
5 gal. jackets	2 36
4½ gal jackets	2 61
2 gal kits	1 23
1½ gal. kits	94
1 gal tins	70

Pac. Coast Syrup Co.

Tea Garden Drips—	Case
12, 1 gal. tins	$8.40
20, ½ gal. tins	7.70
24, ¼ gal. tins	5.34

Orange Blossom Drips.

6 1 gal.	tins	per case	$2 40
12 ½ gal.	"	"	2 60
24 quart	"	"	2 40
36 2-lb.	"	"	2 85
60-gal. bbls			33
28-gal. ½-bbls.			35

Molasses.

New Orleans.

Genuine Light, about 50 gals. bbls.	.50
Genuine Light, 30 gal. ½ bbls.	.52
Genuine Light, 15 gal. ¼ bbl.	.55
Genuine Light, 5 gal. kegs, gal.	57

	Doz.
Pelican, 12 1 gal tins	9.60
Pelican, 20, ½ gal. tins	8.90
Pelican, 24, ¼ gal. tins	6.10

COLUMN 4.

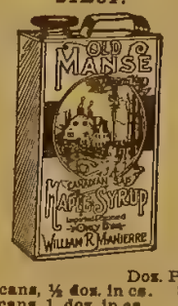
Maple Syrup.

Woodlawn (Long's)	case. Case.
Gal cans, 10 to cs.	$11 00
Gal. cans, 6 to cs.	6 60
½ gal cans, 12 to cs.	7 14
¼ gal cans, 24 to cs.	3 10
10 gal. jackets, each	10 15
5 gal. jackets, each	5 11
4½ gal. jackets, each	4 63
Qts., glass, 12 in cs.	4 60
Pts., glass, 24 in cs.	4 90

Pac. Coast Syrup Co.

Toboggan—	Doz.
⅛ gal. tins, 2 doz. to cs.	2.25
¼ gal. tins, 2 doz. to cs.	4.00
½ gal. tins, 20 to cs.	7.20
1 gal. tins, 12 to cs.	13.20

"OLD MANSE" —Absolutely Pure— CANADIAN SAP MAPLE SYRUP.



	Dz.	Price.
1 gal. cans, ½ doz. in cs.		$14.00
½ gal. cans, 1 doz. in cs.		7.50
¼ gal. cans, 2 doz. in cs.		4.25
⅛ gal. cans, 4 doz. in cs.		2.50
Qt. bottles, 1 doz. in cs.		4.50
Pt. bottles, 2 doz. in cs.		2.75
Decanters, 1 doz. in cs.		5.50
4½ gal. Jackets, per gal.		1.00

Retail Discount—5 cases 5%; 10 cases 7½%; 25 cases or over, 10%.

On each package we offer to forfeit $1,000.00 if found short in measurement or containing any impurities

Maple Sugar.

Vermont, gen. pure, abt. 30 1-lb bricks, per lb.	.17
Vermont, gen. pure, abt. 30 1-lb bricks, per lb	.15½
Log Cabin, in 1, ½ and ¼-lb bricks, assorted in 25-lb pails per lb	.15
Scudder's, in 1, ½ and ¼-lb. bricks, asstd., per lb.	.14

COLUMN 5.
Department 4.

DRIED FRUITS, NUTS AND HONEY.

(Add ¼c for 50-lb boxes and ½c for 25-lb. boxes.)

Apples.

Sundried, sacks	5
Evap, fancy 50-lb bxs.	9
Evap, ex. choice, 50-lb bx.	8½
Evap, choice 50-lb bx.	8

Apricots.

	1907 Crop
Choice Sacks	10
Fancy Sacks	11
Fancy, 25-lb boxes	12

Blackberries.

In boxes, per lb	13

Cherries.

Pitted, in boxes, per lb.	30
Unpitted, in boxes, per lb	11

Currants.

In bbls (tubs 6¾)	6½
In mats, 50-lb	7
Recleaned, in bbls.	7
Recleaned, 25-lb boxes	7½
Recleaned, 50-lb boxes	7½
Recleaned, 1-lb carts.	8½
Recleaned, 12-oz. carts.	6¾

Dates.

Fard, 14-lb, per lb (70-lb 7)	8
Persian, 65-lb case	5½

Figs (California).

Black, sacks	4½
Black, 25-lb boxes, per bx.	1.20
White, bags	4½ 5
White, 10-lb bx, per bx.	60
White, 10 1-lb bcks, pr bx.	65 75

Figs (Imp. Smyrna.)

Fancy, 10-lb bx, per lb.	18
Choice, 5-lb bx, per lb.	16

Nectarines.

White	8½
Red	8

Peaches.

Choice, in sacks	10
Ex. choice, in sacks	12
Fancy, in sacks	12½

Pears.

Choice, ½'s, in sacks	12
Ex. choice, ½'s, in sacks	12
Fancy, ½'s, in sacks	14

Plums.

Unpitted	3
Pitted, bleached	9
Pitted, black	8

COLUMN 6.

Prunes.

	Sks.
30s-40s	$
40s-50s	6
50s-60s	5¾
60s-70s	4¾
70s-80s	4¼
80s-90s	3¾
90s-100s	3¼

Raisins.

	Box	½'s	¼'s	50 lb
6 Cr. Layers	3.25	—	—	—
5 Cr. Layers	2.75	—	—	—
4 Cr. Layers	2.25	—	—	—
3 Cr. Layers	1.85	—	—	—
2 Cr. Layers	1.15	—	—	—
4 Cr. Loose	—	—	—	05¾
3 Cr. Loose	—	—	—	05½
2 Cr. Loose	—	—	—	04¾

Thompson Seedless, bkhd. 50-lb boxes 11

Suitana Seedless, bkhd. 42 l's, per lb..... 8

Seedless Muscatels, 50-lb cases 5½

Seeded, 1-lb cart..... 7¾

Seeded, 12-oz. cart..... 6

NUTS.

Almonds, fancy, L. X. L.	14
Almonds, choice, soft shell, Drake	14½
	12
Almonds, shelled, No. 1.	32-35
Almonds, shelled, No. 2.	27-30
Almonds, shelled, Jordan, Imp.	.38
Almonds, Jordan, Dom.	.37½ .40
Brazils, 210-lb sks, new	.12 .13
Chestnuts, Cal. Italian.	.09 .10
Chestnuts, ₰ 100.....	4.50 5.50
Filberts, 175-lb sk.....	.11 .12
Peanuts, Japanese, hand picked	.05½ .07
Peanuts, roasted	.08 .09
Pecans, polished	.15
Pine	
Walnuts, hard shell	10½
Walnuts, sft shll, No. 2	.13½
Walnuts, sft shll, No. 1.	.14½

COLUMN 7.

HONEY.

Water White, 2 5's, lb.....	.07
Light Amber, 2 5's, lb.....	.06
Lt. Amber, 10 1 gal tins, gal	.75
Lt. Amber, 20 ½ gal tins, gal	1.00
Lt. Amber 2-lb tins, doz.....	3.60
Lt. Amber, 16-oz., bots, doz...	1.35
Comb, 1-lb glass jars, doz....	1.75
Comb, 2-lb glass jars, doz...	3.00

Pine Apples.

	Per Doz.
3 lb., fancy sliced, E. & C., 2 doz. in case	2 50
2 lb. grated, 2 doz in case.	2 25
2 lb. shredded, 2 doz. in case Hawaiian	1 65

Johnson's—Columbia.

2 lb. sliced, 2 doz. in case.	2 30
2 lb. grated, 2 doz. in case.	2 30
1 lb. sliced, 4 doz. in case.	1 15
1 lb. grated, 4 doz. in case.	1 15
gal., coreless, 4½ lb. to tin, ½ doz. in case, per lb...	16
gal., grated, 7 lb. to tins, ½ doz. in case, per lb..	16
3 lb., sliced, Baltimore, 2 doz. case	2 25
3 lbs., grated, Baltimore, 2 doz case	2 25
1 lb., cocktail, Baltimore ovals, 4 doz. case.....	1 25
2 lb., sliced, Singapore, 4 doz case	1 75
3 lb., sliced, Singapore, 2 doz. case	2 40

Royal Hawaiian,

2-lb grated, 2 doz. case	1 80
2-lb sliced, flats, 2 doz. case	2 00
Tall, 2-lb sliced, 2 doz. case..	2 00
HB Sliced, 2 doz. 3s.....	2 50
HB Whole, 2 doz. 3s.....	2.50
HB Grated, 2 doz 2s.....	2.25
HB Sliced, 4 doz 1s	1.15
HB Grated, 4 doz. 1s	1.15

COLUMN 8.

Department 5.

JELLIES, JAMS, ETC.

Griffin Extra Preserves.

Raspberry, strawberry, blackberry currant, loganberry, per doz....$2.00

Cherry, per doz. $2.00

Less 10 per cent in 5-case lots.

Apricot, Damson, Fig, Gooseberry, Gage, Peach, Plum, Quince, per doz..... 2.00

Orange Marmalade..... 2.00

Less 10 per cent 5 case lots.

Long's Preserves.

Strawberries, Raspberries, Blackberries, Loganberries, Cherries, Pineapples, Pears, Figs, in 20-oz. glass jars, 2 doz. in cs., per doz.....$3 50

Apricot, Plum, Quince, Orange, Peach, in 20-oz. glass jars, 2 doz. in cs., per doz..... 3 20

Asstd. 2 doz. in cs., per doz... 3 30

JAMS.

Curtice Bros. Co., Rochester, N. Y.

In 16 oz. Glass Jars.

Strawberry, raspberry, raspberry and currant, red cherry, white cherry, apricot, black currant, red currant, quince (sliced), peach (sliced), pear (sliced), blackberry, gooseberry, grape, green gage, egg plum, damson, pineapple marmalade, tomato marmalade, orange marmalade, per dozen, $1.95.

All above packed in cases of 2 dozen each.

COLUMN 9.

Long's Peerless Jams.

Strawberry, Raspberry, Blackberry, etc., in 16-oz. glass jars, 2 doz. in cs., per doz.. 2 00

Long's Pure Currant Jelly.

Tumblers, 2 doz. in cs., doz.. 2 00
30-lb. kits, per kit 3 00
15-lb. kits, per kit..... 1 75

Marmalades.

Orange (Dundee) 48-1's, doz. 2 75

COLUMN 10.

Apple Butter.

Cuttings, 5-lb. tins, per doz.....$2.50
Heinz, 2's, 2 doz. in cs, doz..2 25
Heinz, 3-lb stone crocks, doz. 4 25
Heinz, 4½-lb stone crocks, dz 6 50
Heinz, 18-lb. stone crocks, lb... 11

Peach Butter.

Cuttings, 5-lb. tins, doz.....
Heinz 4½-lb stone crocks, doz 2 50
Heinz, 18-lb. stone crocks, lb 9 00
11

Maraschino Cherries.

Long's, qts, 12 to cs, per cs.. 6 50
Long's, pts., 24 to cs., per cs. 7 50

FRUIT	JELLIES: 2 lb. Extra	2 lb. Extra Stand	1 lb. Extra	Tumblers Ex. Lunch 1 lb Glass	JAMS: 2 lb. Extra	2 lb. Stand	1 lb. Extra	Tumblers Ex. Lunch 16 oz. Glass Preserves
Apple	1 55	1 35	1 00	85 1 75				
Apricot	1 55	1 35	1 00	85	1 60	1 35	90	90 1 80
Assorted	1 55	1 35	1 00	85 1 75	1 60	1 35	95	90 1 80
Assorted No. 2				1 75			95	1 80
Blackberry	1 55	1 35	1 00	85 1 75	1 85	1 60	95	90 1 80
Cherry								1 80
Crabapple	1 55	1 35	1 00	85 1 75				
Currant	1 75	1 60	1 10	85 1 90	1 85	1 60	95	90 1 80
Damson				1 75				1 80
Fig					1 60			1 80
Gooseberry	1 55	1 35	1 00	85 1 75			95	90 1 80
Grape (Catawba)				1 75				
Green Gage								1 80
Lemon	1 55	1 35	1 00	85				
Loganberry				1 75				1 80
Orange Marmalade		1 35	1 00	85	1 60		90	90 1 75
Peach	1 55	1 35	1 00	85	1 60	1 35	90	90 1 80
Plum	1 55	1 35	1 00	85 1 75	1 60	1 35	90	90 1 80
Quince	1 55	1 35	1 00	85 1 75	1 60	1 35	90	90 1 80
Raspberry	1 55	1 35	1 00	85 1 75	1 85	1 60	95	95 1 80
Strawberry	1 55	1 35	1 00	85 1 75	1 85	1 60	95	95 1 80

Department 6.

CANNED FRUITS AND CANNED VEGETABLES.

2 lb. Extras	2½ lb. Extras	2½ lb. Extra Standards	2½ lb. Standards	2½ Second	2½ Water	2½ Pie	KIND	Gallons Extra 8 lb. Grade	Gallons Extra 2½ lb. Grade	Gallons Extra Standard	Gallon Standard	Gallon Water	Gallon Pie
2 25	1 65	1 40	1 30	1 15	1 05	1 05	Apples			4 00	3 50		2 65
3 50		1 35	1 25	1 10	1 00	1 00	Apricots	5 75	5 00	4 50		2 75	2 40
							" peeled						
							" sliced						
							Assorted						
2 25	1 70	1 45	1 35	1 20			Blackberries			4 25	4 00	3 75	3 40
							Cherries (Royal Anne)						
							Cherries (White)						3 65
2 00	1 35	1 20	1 10	95	90	90	Cherries (Black)			5 25	4 60		3 65
	1 60		1 25	1 10			Grapes (White Muscat)			3 50	3 10	2 50	2 25
							Nectarines						
2 65							Peaches (Yellow)	6 50	5 25	4 60	4 25		
2 75							Peaches (Lemon Cling)	7 75	7 00		5 00		
2 75				1 40			Peaches (Lemon Cling Sliced)	7 75	7 00	5 75	5 00		
							Peaches (White Heath)			5 25	4 75		
2 65			1 55				Peaches (White Heath Sliced)						
2 75	2 25	2 00	1 90	1 35		1 00 } 1 05 pld	Pears (Bartlett)	7 00	6 25	5 25	4 75	3 75	2 40 pld 2 15 unpl
2 10	1 45	1 20	1 10	95	90	90	Plums (Green Gage)	5 00	4 25	3 50	3 25	2 55	2 30
2 10	1 45	1 20	1 10	95	90	90	Plums (Egg)	5 00	4 25	3 50	3 25	2 55	2 30
2 10	1 45	1 20	1 10	95	90	90	Plums (Gold Drop)	5 00	4 25	3 50	3 25	2 55	2 30
2 15	1 50	1 25	1 15	1 05	95	95	Plums (Damson)						
	2 00	2 35	2 10	1 95			Raspberries						
	2 10	1 85	1 70	1 45			Strawberries						

CANNED VEGETABLES.

Asparagus "Griffin Extras" Mammoth.....	$
Large White.....	
Medium White	
White Tips	
Artichokes, 2½'s, "Griffin	3 00
Beans, Stringless Extras"	1 20
Beans, Blue Lake	1 30
" " " gal.....	4 50
Beans, String, 2-lb	.80
Beans, String, gal	2.50
Beans, Lima, Soaked.....	1.00
Beans, French, Kidney, 2-lb.	1.15
Beans, French Red Kidney, 2-lb. "Joan of Arc" Brand, p.dz. 1 case free with 10.	1.15
Fancy Eastern.....	1.85
Corn, Smith's Hulled, 2 doz. in case, per doz.	1.20
Hominy, Great Western, 3 lb	1.20
Corn, 2-lb, Western	.95
Corn, 2-lb, Maine	1.35
Dunbar's Okra, 2½-lb	1.70
Petit Pois, Griffin extra.....	1.50
Peas, Griffin extra sifted.....	1.25
Peas, Standard sifted.....	1.10
Peas, Standard Marrowfat..	.95
Pumpkin, 3-lb.	1.37½
Spinach, 2½	1.75
Succotash, fancy, tins.....	1.40

Tomatoes.

	doz.
3's, Griffin's Ex. Solid Pack..	$1.15
3's, Griffin's Ex., with peppers	1.20
2½'s, Cutting's Solid Pack...	.95
2½'s, Cutting's Solid Pack, with peppers	.95
2½'s, Cutting's Standard.....	.75
Gallon, Standard	2.10
Gallon, Solid Pack	2.25
Gallon, Puree	2.50

P. E. Rathjens PORK PACKER

1311-1315 Pacific Street.

Sausages.

Garlick Frankfurter	10
Bologna	10
Blood and Liver	9
Tongue and Headcheese	—
Choice California Ham	12
Extra Light Bacon	15½
Medium Light Bacon	12½

Boiled Hams.

Kingan	20
Eastern	19
California	17

Mettwurst.

Extra Home Made..20, 22½, 25

LARD.

50 lb. tins	9
20 lb. tins	9½
10 lb. tins	10
5 lb. tins	10
2 lb. tins	10
1 lb. cups	11

Department 7.

PROVISIONS.

Hams.

Eastern Standard, 17/19	.13¼
Eastern Standard, 15/16	.13½
Eastern Standard, 12/14	.13¾
Eastern Standard, 10/12	.13¾
Eastern Fancy 10-12	.14¼
Local cure, all averages 12¾/14	.13½
Picnic Hams	.10

Boiled Hams.

Skin on	.18½
Skin off	.20½

Breakfast Bacon.

Eastern Standard, 6/8..	.17
Eastern Standard, 8/10.	.16½
Eastern Standard, 10/12	.14½
Eastern Fancy	.19½
Local cure	.16

English Cured Bacon.

Eastern cure, 8-10.....	.15½
Eastern cure, 10/12	.14½

Dry Salt Bacon.

Clear medium Bacon...	.12½
Clear light medium	.12
Clear Lt. med. select	.12½
Light Belly	.13½
Extra light Belly	none
Bacon Backs	.12½
Bacon Bellies	.13

Dry Salt Meats.

Sides	.10¾
Bellies	.12
Backs	.10¾
Fat Backs	.10¼

Barreled Pork.

	Bbls.	½-bbls.
Spare Ribs	$	
Family Pork	14.50	7.50
Clear Pork	19.00	9.75
Pig Pork	22.50	11.50

Barreled Beef.

Mess Beef	11.50	6.00
Extra Mess Beef ..	11.50	6.00
Family Beef	11.50	6.00
Extra Family Beef ..	12.00	6.25
Beef Tongues	25.00	13.00

Pigs Feet.

Tierces, about 300 lb.....	$18.00
Barrels, about 200 lbs.....	13.50
½ barrels, about 80 lbs.....	5.00
Kegs, about 25 lbs.	2.10
Kits, about 15 lbs.....	1.25

Honey Comb Tripe.

Tierces, about 300 lbs.....	$17.00
Barrels, about 200 lbs	13.00
½ barrel, about 80 lbs.....	5.00
Kegs, about 25 lbs.....	2.10
Kits, about 15 lbs.....	1.25

Sausages.

	Per lb.
Braunschweiger	17
Italian Salami	23
D'Arles	22
Mortadella	24
Bologna	8½
Frankfurters	8½
Garlic Sausage	9
Liver Sausage	8½
Pork Sausage	8½
Head Cheese	8½
Tongue Sausage	8½

Pure Leaf Lard.

Tierces, about 350 lbs net.....	10
½-bbls, about 100 lbs net.....	10¼
80-lb, Wood Tubs, 80-lbs. net..	10¼
60-lb. Wood Tubs, 60 lbs. net..	10⅜
20-lb. Wood Pails, 20-lbs. net..	10⅜
50-lb. Cans, 1 to a case.....	10¼
20-lb. Cans, 4 to a case.....	10¾
10-lb Cans, 6 to a case.....	10¾
5-lb. Cans, 12 to a case.....	10¾
3-lb. Cans, 20 to a case.....	11

Compound Lard.

Tierces, about 350 lbs. net..	6¼
½-bbls., about 100 lbs. net.	6½
80-lb. Wood Tubs, 80 lbs. net	6⅜
60-lb. Wood Tubs, 60 lbs. net	6⅜
20-lb. Wood Tubs, 20 lbs. net	6⅜
50-lb. cans, 1 to a case....	6½
50-lb. cans, 2 to a case....	6½
20-lb. cans, 4 to a case....	6⅝
10-lb. cans, 6 to a case....	7
5-lb. cans, 12 to a case....	7⅛
3-lb. cans, 20 to a case....	7¼

ANCHOR PACKING CO.

140 Eighth St., S. F., Cal.
PORK PACKERS AND PROVISION DEALERS.

Boilers of Kingan and Anchor Hams.

SAUSAGES, COOKED MEATS, TONGUE

Hams, Kingan, boneless boiled	20c
Anchor, "	19c
Bacon (special)	16c
Lard, 55	9¾c
" 20.....	10c
" 10.....	10c
" 5.....	10¼c
" 3.....	10⅝c

Please note that our hams are all hand tied.

Scientifically Cooked
Flavor Unexcelled



H. M. WOLTER & CO.

Dealers in

..Boneless Boiled Ham..

Leading Grocers and Delicatessens Pronounce Them the Best.

103 12th St. Tel. Mint 1763

KINGAN'S 22
H. M. WOLTER & CO LEADER 21

HEINEMAN & STERN

916 Larkin Street

Garlic Sausage,	Lbs.	
Ring	"	
Bologna	"	
Frankfurter	"	
Rollada	"	
Smoked Beef	"	
Pickled Meat	"	
Headcheese	"	
Tongues	Doz.	
Dried Beef	Lbs.	
Smoked Mutton,	"	

Prices quoted on application by telephone or letter

COLUMN 11.

COLUMN 12.

Department 8

CANNED MEATS

ALL PRICES ARE PER DOZEN	No. ½ Tins 4 Doz. in Case	No. ½ 2 Doz. Tins in Case	No. 1 Tins 2 Doz. in Case	No. 2 Tins, 1 or 2 Doz. in Case	No. 6 Tins 1 Doz. in Case	No. 14 Tins ½ Doz. in Case	No. 1 Tins 1 Doz. in Case
Corned Beef	.....	.....	1 30	2 30	8 25	18 25	.....
Roast Beef	.....	.....	1 30	2 30	8 25	.....	.....
Roast Rius of Beef, Boneless	.....	.....	1 40	2 50	.....	.....	.....
Roast Mutton	.....	.....	.....	2 70	.....	.....	.....
Brisket Beef	.....	.....	1 40	2 50	.....	.....	.....
Boiled Beef	.....	.....	1 35	2 40	8 25	.....	.....
Chipped Beef	.....	1 20	2 10	.....	15 50	.....	.....
Sliced Beef, in tins	.....	1 40	2 50	.....	.....	.....	.....
Sliced Beef, in glass	.....	1 45	2 75	.....	.....	.....	2 75
Brawn	.....	.....	1 40	2 45	8 25	.....	.....
Compressed Ham	.....	.....	1 50	2 75	.....	.....	.....
Lunch Tongue	.....	1 90	3 25	6 50	.....	.....	.....
Lambs Tongue	.....	1 70	2 95	.....	.....	.....	.....
Sliced Ham	.....	.....	3 70	6 40	.....	.....	.....
Sliced Bacon	.....	.....	.....	.....	.....	.....	2 80
Sliced Bacon in Glass	.....	.....	.....	.....	.....	.....	.....
Deviled Ham	40	80	.....	.....	.....	.....	.....
Potted Ham	40	80	.....	.....	.....	.....	.....
Potted Ox Tongue	40	80	.....	.....	.....	.....	.....
Potted Chicken	90	1 60	.....	.....	.....	.....	.....
Potted Turkey	90	1 60	.....	.....	.....	.....	.....
Deviled Chicken	90	1 60	.....	.....	.....	.....	.....
Deviled Turkey	90	3 40	6 55	.....	.....	.....	.....
Boneless Chicken	.....	3 40	5 55	.....	.....	.....	.....
Boneless Turkey	.....	1 10	2 10	.....	.....	.....	.....
Veal Loaf	.....	1 10	2 10	.....	.....	.....	.....
Ham Loaf	.....	1 10	2 10	.....	.....	.....	.....
Beef Loaf	.....	1 60	2 75	.....	.....	.....	.....
Chicken Loaf	.....	1 10	.....	.....	.....	.....	.....
Chicken Pate and Ham	.....	.....	1 40	.....	.....	.....	.....
Chili Con-Carne	.....	.....	1 60	.....	.....	.....	.....
Beefsteak and Onions	.....	1 95	2 00	.....	.....	.....	.....
Hamburger Steak with Onions	.....	.....	2 00	.....	.....	.....	.....
Frankfurter Bratwurst	.....	.....	2 40	.....	.....	.....	.....
Sweetbreads	.....	90	1 85	.....	.....	.....	.....
Vienna Sausage	.....	.....	2 45	.....	.....	.....	.....
Oxford Sausage	.....	.....	2 25	.....	.....	.....	.....
Bologna Sausage	.....	.....	1 20	.....	.....	.....	.....
Vienna Sausage and Kraut	.....	1 10	1 50	.....	.....	.....	.....
Corned Beef Hash	.....	90	.....	No 1½	No 2	No 2½	No. 3
Lunch Sausage	.....	.....	.....	6 50	7 50	9 50	12 00
Ox Tongue, whole	.....	.....	.....	2 45	.....	.....	.....
Minced Collops	.....	.....	.....	1 75	.....	.....	.....
Tripe	.....	1 05	.....	2 80	.....	.....	.....
Pork Sausage	.....	.....	.....	.....	.....	.....	.....
Stewed Kidneys	.....	.....	90	1 40	.....	.....	1 35
Pork and Beans, Plain	.....	.....	95	1 45	.....	.....	1 90
Pork and Beans, with tom. sc'e	.....	.....	.....	.....	.....	.....	.....

Department 9.

FISH AND CHEESE.

Russian Caviar.

	Per doz
1-lb cans, 2 doz in case	$12 00
½-lb cans, 2 doz in case	6 50
¼-lb cans, 5 doz in case	3 50
⅛-lb cans, 6 doz in case	1 90
White Label Brand	3.50

CHEESE.

Foreign and Domestic.

	old	new
New York State Factory		16½
Cheddars, June make		
Twins, " "		17
Calif. State factory fats	11	13½
Calif. State factory Young Americans	13	15
Limburger, Eastern, ₩ lb	14½	15
Swiss, imported, ₩ lb		26
Roquefort, ₩ lb		38
Gouda, ₩ lb		27
Pineapples, Eastern, 6 in cs, ₩ case		$3 35
Pineapple, Eastern, 6 in cs, small		2.35
Holland or Edam, medium, plain, per doz	$ 8.50	9.00
Holland or Edam, medium, in bladders, per doz	9.50	10 50
Holland or Edam, large, plain, per doz	9.50	10.00
Holland or Edam, large, in bladders, per doz	10.50	11.50

Fancy.

Camembert Brie, Roquefort, and Gorgonzola, jars	$ 00
Parmesan C & B, sml bot, doz	3.00
Parmesan C & B, lge bot, doz	5.00

Bayle's.

	Small ½-lb.	1-lb.	2½-lb	5-lb
Deviled Cheese	...$1.00	$2.25	$4.00	$ 500 $9.00
After Dinner Cheese	$1.00	2.40	4.00	4.50 7.50
Roquefort Cheese	$1.00	2.40	4.00	4.50 7.50

SALT FISH.

Pacific Codfish.

Bndles, 50 lbs each, per lb	4½
Cs, selected, 100 lbs ea, pr lb	5½
Boneless, 50-lb boxes, per lb	6¾
Boneless Strips, 40lb bxs, pr lb	6¾
Boneless Blocks, 40lb bxs, p lb	6½
Boneless Tablets, 25 bxs, pr lb	8
Boneless Middles, 60 bxs, pr lb	9¾
Boneless Middles, extra, 60-lb boxes, per lb	10

Eastern Codfish.

Gen Georges, 3 fish to cs	$10.00
Gen. Georges, 12 fish to cs	9.00
Geo. Cur. Cod, 16, 18 fish to case	8 50
Gen. Cur. Cod, 40 fish to cs	8 00
Gen. Geo. Middles, 60 fish.	13½
Gen. Geo. Tablets, 36 fish.	11½
Gen. Geo. Blocks, 40 fish..	11½

Shredded Codfish.

Codfish, Beardsley's shredded, 2 doz. in case 1.00

Norwegian Mackerel.

Bloater, 200-lb. bbl., 120-130 fish	44.00
Bloater, 100-lb. ½ bbl., 60-65 fish	23.00
No. 1, 200-lb. bbl., 150-160 fish	34.00
No. 1, 100-lb. ½ bbl., 75-80 fish	18.00
No. 2, 200-lb. bbl., 220-240 fish	30.00
No. 2, 100-lb. ½ bbl., 110-120 fish	16.00
No. 3, 200-lb. bbl., 300-350 fish	22.00
No. 3, 100-lb. ½ bbl., 150- 175 fish	12.00

Irish Mackerel.

No. 1, 200-lb. bbl., 200-220 fish	none
No. 1, 80-lb. ½ bbl., 80-90 fish	none
No. 2, 200-lb. bbl., 325-350 fish	21.50
No. 2, 80-lb. ½ bbl., 130-140 fish	9.00
No. 2, 200-lb. bbl., 475-500 fish	20.50
No. 2, 80-lb. ½ bbl., 180-190 fish	9.00
No. 1, 10-lb kits, 15-16 fish	1.35
No. 2, 10-lb. kits, 20-22 fish	1.25

American Bloaters.

Shore Bloaters, 200-lb. bbl., 115-120 fish	27.00
Shore Bloaters, 80-lb. ½ bbl., 45-50 fish	11.50
Extra No. 1, 200-lb. bbl., 120-130 fish	26.00
Extra No. 1, 80-lb. ½ bbl., 50-55 fish	11.00
No. 1, 200-lb. bbl., 140-150 fish	none
No. 1, 80-lb. ½ bbl., 60-65 fish	none
No. 2, 200-lb. bbl., 130-140 fish.	28.50
No. 2, 80-lb. ½ bbl., 55-60 fish.	11.00
No. 2, 200-lb. bbl., 140-160 fish.	none
No. 2, 80-lb. ½ bbl., 60-65 fish.	none
No. 2, 200-lb. bbl., 160-180 fish.	none
No. 2, 80-lb. ½ bbl., 70-80 fish.	none
No. 2, 200-lb. bbl., 180-200 fish.	none
No. 2, 80-lb. ½ bbl., 80-90 fish.	none

In Kits.

Extra Mess, 7 to 8 fish, each	$2.00
No. 1, kits, 8-9 fish or 15-17 fish	50—1.85
No. 2, kits, 8-9 or 20-22 fish	1.25

Salmon.

King, bbls	$ 12 00
Oregon Silversides, bbls	none
Alaska Red, bbls	none
Alaska Red, ½-bbls, 100 lbs	none
Alaska Red, kits	none
Bellies, bbls	7 50 8.00
Bellies, ½-bbls, 100 lbs.	4 25 5 50
Tongues and Sounds, kits, 10lb	1 25
Tongues and Sounds, ½-bbls	9 00

COLUMN 13.

New Herring. Pack 1905.

Holland, ex. selctd mxd bbls.	$17 00
Holland, ex. selctd mxd ½-bbl	9.00
Holland, ex. selctd mxd, keg	1.10
Holland, cheaper grade	90
Holland, cheap. gr., mxd, bbls	16.00
Holland, chp. gr., mxd, ½-bbl	8.50
Holland, ex. select Milchner, bbl	19.00
Holland, ex. select Milchner, ½-bbl	10.00
Holland, ex. select Milchner, keg	1.20
Holland, cheaper grade	1.00
Holland, cheaper grade, bbls	
Holland, cheaper grade, ½-bbl	9 50
Labrador Split, 100 fish	5 25
Labrador, round, 100 fish	4.75
Pacific, ½-bbl	2.25

SMOKED FISH.

Bloaters, Grim., 100 in box	$2.65
do. do. 50 in box	1.50
Bloaters, Cromarty	2.65
Yarmouth, 100 in box	
Halibut, chunks	15
Herring, in boxes, Eastern	20
Herring, in boxes, Washington	15
Herring, boneless, Beardsley's tins, doz	$1.50
Herring, boneless, Beardsley's small, doz	1.00
Herring, Beardsley's Boneless, vacuum tumblers, 2 doz. in case	1.25
Finnan Haddies	1.75
Moir's Selected Red Herrings, 100s	2.10
Moir's Selected Red Herrings, 50s	1.35
Salmon, per lb	10 20

POTTED FISH.

	Per doz
Potted Crab	$1.35
Kipper Paste	1.00
Anchovy and Bloater Paste, plain pots	2.30
Ditto, fancy pots	4.75
Yarmouth Bloater Paste	75
Ditto, fancy pots	4.75
Kippered Herrings	1 90
Kippered Herrings, Meire	1.90

CANNED FISH.

	Doz.
Anchovies, in oil, 2 doz. ½ pts., in glass, doz	4.00
Anchovies 2 doz. ¼ pts., doz	3 00
Bloaters, Yarmouth C. & B. ..doz	4.50
Codfish Balls, 2-lb tins, per doz	2.25
Eels, Hamburg, in jelly, 1-lb tins	1 90
Eels, smoked, 1-lb, ₩ doz	2.40
Finnan Haddies, 2-lb oval	2.25
Finnan Haddies, 1-lb, round, ₩ doz	2.00
Sardelles, imported, 1-lb tins	3.00
Sardelles, imported, in glass	3.00
Sardelles, domestic, 1-lb glass	2.25
Sardelles, Ankera, ½ keg	3.00

Mackerel.

1-lb tins, 50 in a case.
2-lb tins, 2 doz. in a case.

Gold Label, 1-lb tins	1.50
P. & W., 2-lb soused	2.75
P. & W., 2-lb, mustard	2.75
P. & W., 2-lb, tomato	2.75
Underwood, 2-lb, soused	2.85
Underwood, 2-lb, tomato	2.85
Underwood, 2-,lb mustard	2.85
Les Angeles, 2-lb, soused	2.55
Los Angeles, 2-lb, tomato	2.55
Los Angeles, 2-lb, mustard	2.55
Mt. Desert, 2-lb, soused	2.25
Mt. Desert, 2-lb, tomato	2.25
Mt. Desert, 1-lb, soused	1.25
Blueback, 1-lb, fresh	1.10

Crescent Mackerel.

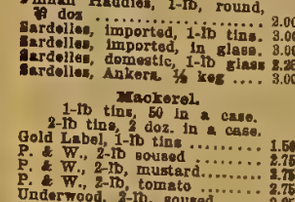
Soused, 18 oz. tins, 4 doz. in case, d'z	$1.80
Tomato, 18 oz. tins, 4 doz. in case, doz	1.80
Mustard, 18 oz. tins, 4 doz. in case, doz	1.80

1311-1315 Pacific Street.

Mackerel in Oil.

Bezier's	3.00 4.00
Lemarchand	5.00 7.00

Booth's Crescent Mackerel.



(Soused, Tomato and Mustard.)
1's, 4 doz. to case, per doz.... 1.80
2's, 2 doz. to case 2.50

Salmon.

Alaska Red, 1lb tins, doz	1 10
Alaska Red, 2lb tins, doz.	1.50
Alaska Pink, 1lb tins, doz	80
Alaska Pink, 2lb tins, doz	1.40
Alaska Flats, 1lb tins, doz.	1 40
Oregon Red, 1lb tins, doz.	1 60
Oregon Red, 2lb tins, doz.	1.65
Oregon Pink, 1lb tins, doz	80
Oregon Pink, 2lb tins, doz	1.60
Oregon Flats, 1lb tins, doz.	1.00
Columbia River, 1lb talls	1.60
Columbia River, 1lb flats	1.75

French Sardines.

¼s, according to quality and size of tin, p. cas	9.50 12.50
½s, according to quality and size of tin, p. case	19.00 30.00

COLUMN 14.

American Sardines.

Packed 3 1-3 doz in a case.
¾s 50 tins in case.

American ¼s in oil, per case	$3 50
American ¼s in oil, 5-case lots	3 35
American ¼s in oil, per doz	.50
American ¼s in mustard, doz	.90
American ¼s in mustard, case	4 00
American ¾s in mustard, doz	.90
American ¾s in mustard, case	3 00

Sprats.

Piloto	6.75 7.00
Menhie	6.75 7.00

SHELL FISH.

Abalones.

4 doz in cs, with shells, cs | 6.00

Clams and Clam Juice.

	doz.
Doxsee Clams, 1-lb. tins	$1.65
Doxsee Clams, 2-lb. tins	2.65
Doxsee Clam Juice, 1-lb. tins	.30
Doxsee Clam Juice, 2-lb. tins	1.60
B & M Lunch Clams, flat tins	1.37½
Underwood Clams, 1-lb. tins	1.05
Underwood Clams, 2-lb. tins	1.60
P. & W. Clams, 1-lb. tins	1.00
P. & W. Clams, 2 lb. tins	1.50
Oxford Clams, 1-lb. tins	1.10
Oxford Clams, 2-lb. tins	1.50
P. & W. Clam Chewder	2.10
Burnham's Clam Bouillon, qts	00
Burnham's Clam Bouillon, pts	4 50
Burnham's Clam Bouillon, ½ pints	2.40

Lobsters.

	Doz.
Red Jackets, flats, 1s	2.85
Deep Sea Picnics, ½s	2.40
Triumph Talls, 1s	2.40

Oysters.

Oysters, Selects, 12 oz	$1.60
Oysters, Selects, 6 oz	3.25
Oysters, Standard, 10 oz	2.00
Oysters, Standard, 5 oz	1.10
Oysters, Standard, 3 oz	1.70
Oysters, Standard, 4 oz	.90

Shrimps.

Shrimps, pickled, 1-lb. tins	$1.10
Shrimps in Tomato Sauce, 1-lb. flats	
Dunbar's Picnics, 4 doz in cs	1.25
Dunbar's 1½-lb., 2 doz in cs	2.25
Pickled Shrimps, 1-lb., 4 doz in case	1 20

Department 10.

LAUNDRY MATERIALS.

Ammonia.

GREER'S WASHING AMMONIA

First grade absolutely pure. 180 Beaume Strength.

Pints (2 doz. to case)	$1 55 per doz.
Quarts (1 doz. to case)	2 55 " "
½ Gals (½ doz. to case)	4 25 " "

WASHING AMMONIA
Standard Grade,

Pts., 2 doz. to case, per doz	$ .75
Quarts, 2 " " "	1 25

GREER'S TOILET AMMONIA
Lavender and Violet.

Pints (2 doz. to case) ..... $2 50 per doz.



Parson's Household Ammonia

	per doz.
½ gals., 1 doz. in case	$4 50
Quarts, 1 doz. "	2 65
Pints, 2 doz. "	1 75
Dime size 3 doz. in case, per case	2 95

Bluing.



Liquid Laundry Bluing.

SCOTT & GILBERT CO.
Manufacturers
214-216 Mission Street

SUNSET

	doz.
¼ pints, 3 doz. case	40
½ pints, 3 doz case	60
Pints, 2 doz. in case	75
Quarts, 2 doz. cs.	1 45

Bluing, ball.

Mikado, ½'s, 100-lb case, lb	.20
Mikado, ¼'s, 100-lb case, lb	.22
Nuremberg, A, ½'s, ₩ lb	.33
Do A, D, ½'s, ₩ lb	.25
Do A, C, R, ½'s, ₩ lb	.21
Washerwoman, ½'s, ₩ lb	.12
Do ¼'s, ₩ lb	.14
German Ultramarine ½s, ₩ lb	.12
Do ¼'s, ₩ lb	.14
Deschamp's French, 1's, ₩ lb	.28
Do ½'s, ₩ lb	.29
Gold Medal, qt, ₩ doz	1.25
Do pt, ₩ doz	1.00
Do ½-pt, ₩ doz	75
Do ¼-pt, ₩ doz	45
Do China Label, qt, ₩ doz	1.25
Greer's, 1 doz qts. & doz	2.25
2's, 2 doz. to cs	2.50
Do 3 doz. pts, ₩ doz	1.44
Do 3 doz. ½ pts, ₩ doz	90
Pacific, 1 doz. qts, ₩ doz	1.10
do. 2 doz., qts & doz	.80
Do 3 doz. ½ pts, ₩ doz	45

COLUMN 15.

Borax.

20-Mule Team, powdered 1's, cs. of 2 doz	$2 25
20-Mule Team, powdered 12-oz. cs. of 4 doz	3 60
20-Mule Team, powdered ¼'s, cs. of 8 doz	3 84

(Less 5 per cent. in 5 case lots; 10 per cent. in 10 case lots).

Cartons, 1's, 2 doz. in box	.09
Lump, 25 lb. in box	.08
Powdered, 25 lb in box	.06½

Chloride of Lime.

Breckman's, 1's, ₩ lb	7¼ 7½
Do ½'s, ₩ lb	8½ 9

Salter's Purity Brand, ex qual. doz ..... M

Lye.

Big Bonanza Lye

Case of 48-1 lb tins	3.30
5 case lots	3.25

Star Scrubbing Lye

48-½ lb tins, per case	1.75
5 case lots	1.70

Merry War, 4 doz in case	3.10
Merry Nickel, 4 doz to case	1.75
Eagle Lye, 4 doz, in case	3.00
Do 3-case lots	3.50
Do 5-case lots	3.40
Tomson's Red Seal, 4 dz. to cs	4.00
Do 5-lb, 12 5s to case	4.50
American, 4 doz in case	3.25
Do in 5-case lots	3.00
Babbitt's Lye, 4 doz in case	3.25
Do in 5-case lots	3.00



BANNER LYE

Cs., 4 doz	$4.00
Cs., 2 doz	2.00

SPECIAL FREE DEAL

LIMITED

Freight Paid to Country Points

5 Case lots, per case	$4.25
One additional case free Net cost	3.64
3 Case lots, per case	4.25
One additional case free Net Cost	3.64

Sal Soda.

California, pkgs	1.00
California, bbls	1.06

Department 11

STARCHES.

RIVERSIDE



Corn. must be retailed at 8c. 10 1's per lb. ..6½c

Gloss. 18 1's per lb 6½c
16 3's per lb 6¼c
12 6's per lb 6c

FREE.

During June 1 case corn free with each 5 box order, assorted or straight. Must be retailed at 8c.

Corn Starch.

Log Cabin, 40 1s, per pkg	4
Liberty, 40 1s, per pkg	5½
Duryea's, 40 1s, per pkg	7¾
Niagara, 5-box lots, pkg	5½
Niagara, 40 1s	5¾
Kingsford's, 40 1s, pkg	7¾
Lily Corn, 40 1s, per pkg	5¾
Lily Corn, 5-box lots	5½
Lily Corn, 20 1s, per pkg	5¾
Sioux City, 40 1s, per pkg	5¾
Sioux City, 5-box lots, pkg	5½
None Such, 40 1s, per pkg	6½

Laundry Starch.

Elastic Starch, 64/1's, per box	5 00
Celluloid, 64/1's, per box	5 00
Best Gloss, 48/1's, per lb	5½
Liberty Gloss, 48/1's, per lb	5½
Liberty Gloss, 16/3's, per lb	5½
Best, 12/6's, per lb	5½
Standard, bulk 40-lb. boxes	3½
Sioux Gloss, 48/1's	5½
Sioux Gloss, 8's, 16 in box	5½
Kingsford's S. G., 1's, 40-lb. bx	8½
Kingsford's S. G. 6's, 12 in crate	8½
Kingsford's Pure, 1's, 40-lb. bxs	7½
Duryea's S. G., 1's, 40-lb. bxs	8
Duryea's S. G. 6's, 12 in crate	8½
Duryea's Superior, 1's, 40-lb. bx	7½
Niagara Gloss, 1's, 40-lb. bxs	5½
Niagara Gloss, 6's, 12 in crate	6¼
Niagara Gloss, bulk, 50-lb. bxs	4½
Lily Gloss, 1's, 48-lb. box	5½
Lily Gloss, 6's, 12 in case	6¼
Lily Gloss, 8's, 16 in case	5¼
None Such, 1s, 48-lb. boxes	5½
None Such, 6s, 12 to crate	6
None Such, bulk, 50 lb box	4½

COLUMN 16.

Department 12

Soaps and Washing Powder

Western Star Soap

WHITE PETROLEUM BLEACHING.

bars per case $4.10

LASCO KOLD WATA NAPTHOL.

Bars per case $4.00

Free Delivery in San Francisco Oakland, Alameda and Berkeley

manufactured by

Los Angeles Soap Co.

San Francisc Office, 115 Davis St.

Telephone Grant 110.



THE BEAVER SOAP CO., Dayton, Ohio.

Grandpa's Wonder Soap.

100 cakes 4-oz $3.60

50 cakes 4-oz 3.50

Powdered Soap.

Grandma's Borax, 24 3-lb. pkgs $4.00

Grandma's Borax, 60 12-oz. pkgs, case 2.40

Peet Bros.

Soap 2.80

Ammonia Benroline 3.85

Borax 4.10

Crystal White 3.95

White (Floating) 3.80

Standard Soap Co.

Top Notch, 100 10-oz. $3.50

Sunburst, 100 12-oz 2.75

Yellowstone, 100 14-oz 3.75

Marigold, 100 16-oz 3.90

Thomas' Cool Water, 100 13-oz 4.00

Thomas' Cool Water, 20 13-oz .85

Mule, 100 4-oz., 100 cartons. 6.50

Mamo "Floating Borax," 100 4-oz. 4.00

Gold Medal Borax, 100 10-oz.... 5.50

Gold Medal Borax, 50 10-oz.... 1.15

Purity, "Floating," 5c size.... 3.90

Purity, "Floating," 10c size.. 6.25

Purity, "Floating," 10c size, 20 1.30

Electric Mineral, 100 16-oz.... 5.50

Electric Mineral, 20 16-oz..... 1.15

Peerless Kitchen, 100 10-oz.... 3.00

Peerless Kitchen, 20 10-oz..... .65

Miscellaneos.

Miller's Naptha, per case..... 4.35

doz. toilet free.

Fels Naptha, 100 14-oz..... 4.40

Hot or Cold, 100 10-oz..... 4.00

Life Buoy, 100 ..... 4.00

Lifeade, 100 14-oz..... 3.90

Lifeade, 20 14-oz..... .85

Lenox, 100 ..... 3.00

Lenox, 20 ..... .75

Ivory, 100 10-oz..... 7.00

Fairbanks Clairette, 100 ..... 3.35

Fairbanks' Santa Claus, 100... 2.85

Fairbanks' Copco, 100 ..... 3.90

Fairbanks' Fairy Oval, 100.... 3.90

Grandpa's Wonder, large, 50.. 3.50

Grandpa's Wonder, small, 100. 3.60

Peets' Pine Tar, 50 ..... 1.90

Peets' Pine Tar, 100 ..... 3.75

Dobbitt's, 100 ..... 4.10

Jergins Pumice, 50 small..... 1.75

Jergins Pumice, 50 large..... 3.00

Uncle Sam's Tar, 100 small.... 3.50

Uncle Sam's Tar, 50 large..... 3.40

Stryker's Kitchen Soap, 100s... 3.50

Stryker's Kitchen Soap, 20s.... .75

Pearl, 100, large 4.00

Castile Soap.

Lune White Castile, lb..... 7¾

White, Virgin, per lb..... 7¾

White Conti 15

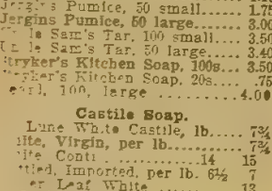
Mottled, Imported, per lb. 6½ 7

Silver Leaf White 13

Boolen 9½

Scouring Soaps.

Ami, 3 doz to cs, pr cs.. 2 50



Sapolio, scouring, ½ gross box, per box 4 50

Sapolio, hand, ½ gross box, per box 4 50

WASHING POWDERS.

Gold Dust, 24 5's, per case.... 4.50

Gold Dust, 100/10-oz..... 4.50

Gold Dust, 1 cs. free with 5 cs. or 10 cs. for 1-0z.

Grande, 36 1-lb, per case.... 3.00

Rinso, 36 5c pkgs..... 2.50

Rinso, 24 1-lb. pkgs..... 3.10

Rinso, 10 6-oz pkgs..... 3.75

Rinso, 20 3-lb pkgs..... 3.60

Rinso, 20 1-lb. pkgs 3.25

Rinso, 100 ½-lb. pkgs 3.60

Lux, 176 6-oz..... 2.85

Lux, 72 1½ 4.50

Lux, 21 3's 4.25

Lux, 100/1½'s 3.75

Colman's Borax, powdered, 24 2s..... 4.00

Co. 65 ..... 2.40

COLUMN 17.

Department 13

OILS, PAINTS, ETC.

Coal Oil.

Water white, coal, bulk..... 12½

Pearl, cases, 25's 18

Astral, cases, 25's 18

Star, cases, 25's 17½

Ex. Star, cases, 25's 20½

Elaine, cases, 25's 26

Gasoline and Benzine.

86° Gasoline, bulk, 25 cases.... 31

74° Gasoline, bulk 16 cases..... 22

63° Benzine, bulk, 13 cases..... 19

Turpentine.

Strictly Pure, cases, 2-5's..... 88

Do drums or iron bbls. 82

Linseed Oil.

Strictly pure, raw, bbls.....gal 50

Do. boiled, in bbls....gal 52

Do. raw, cs, 2-5's....gal 55

Do. boiled, cs, 2-5's..gal 57

Castor Oil.

Baker's AA, cs, 2-5's 1.16

Pure, No. 2, cs, 2-5's..... 1.05

No. 1, cs, 2-5's ..... .70

Lard Oil.

Strictly pure, bbls., 75 cs..... 80

Sup. Win., str., bbls. 65 cs.... 70

No. 1, bbls. 55 cs 60

Neatsfoot Oil.

Cooper's bbls, 75 cs..... 80

Extra, bbls, 62½ cases..... 67½

No. 1, bbls, 57½ cases..... 62½

Lubricating Oils.

Star Cylinder Oil, bbls, 60 cs..65

Columbia Cyl. Oil, bbls, 40 cs..45

Gem Cyl. Oil, bbls, 30 cs.....90

Ruby Cyl. Oil, bbls, 50 cs.....60

Star Engine Oil, bbls, 50 cs...55

Columbia Eng. Oil, bbls, 30 cs.35

Paragon Eng. Oil, bbls, 45 cs..55

Red Eng. Oil, bbls, 27 cs.....32

Star Mach. Oil, bbls, 30 cs.....35

Star Dyname Oil, bbls, 50 cs...55

Star Spindle Oil, bbls, 40 cs....45

Star Sep'tor Oil, bbls, 50 cs....55

Favorite Sep'tor Oil, bbls, 25 cs.30

Miscellaneous Oils.

Union Salad Oil	.45	50
Globe Salad Oil	.45	50
Pure Sperm Oil	.75	80
No. 1 Polar	.50	
China Nut oil, ord'ry	62½	
China Nut oil, No. 1	.80	

WHITE LEAD.

Pioneer, in kegs 7¼ 8

DRY PAINTS.

Eng. Paris White, bbls.	1.35	1.60
Whiting, bbls	1.00	1.15
Kalsomine, bbls		1¼
Prince's Min'l B'wn,bbls		1.65
Yellow Ochre, bbls		1½
Eng. Ven. Red, bbls.		1.50

Department 14

PARINACEOUS GOODS.

FLOURS.

Globe Grain & Milling Co.
Cor. Chestnut and Montgomery

California Selected Wheat,

Barrel

** "Banquet" (fancy patent)..$5.05

*** "Silver Star" (patent).... 4.6

Blended Wheat,

*"A1" Family 5.15

Entire Eastern Wheat.

Globe, Bakers' .....

(⅛ bbls. 10 cents per bbl. higher.)

*"A1" must be retailed for not less than $1 40 per ¼ sack.

**"Banquet" must be retailed for not less than $1.30 per ¼ sack.

***"Silver Star" must be retailed for not less than $1.25 per sack.

Miscellaneous Flours.

Cal. Family	4 60	$5.15
Cal. Bakers', extra.	4.80	4 90
Rye Flour		4.75
Rye Meal		4.75
Graham		4.50
Whole Wheat		4.50

Meals in Sacks or Boxes.

Less 10 per cent.

	Bales 100 lbs. 10 10-lb. sacks
PEACOCK Self Raising Buckwheat Flour	$6.00
Advent Flour	3.50
Buckwheat Flour—new process	4.75
Buckwheat Flour—Patent Roller	4.50
Buckwheat Groats	10.00
Corn Flour, white or yellow	2.75
Corn Meal, pearled or yellow	2.75
Corn Meal, pearled, white	.75
Corn Meal, Extra Cream, yellow	3.75
Corn Meal, Extra Cream, white	3.75
Cracked Wheat, Pearled—new process	3.75
Rolled Wheat, bale, 10 7-lb. and 10 10-lb sacks	3.50
Rolled Oats, bale, 10 7-lb. and 10 10-lb. sacks	4.50
Farina	4.50
Graham Flour, Patent Roller	3.25
Hominy, large	3.75

COLUMN 18.

	Bales 100 lbs. 10 10-lb. sacks
Hominy, small	4.00
Oat Meal, granulated	4.25
Oat Meal, Patent Cut A, B or C	4.50
Oat Groats	4.50
Pearled Barley, No. 1, 25 lb. and 50 lb. Boxes	6.00
Pearled Barley, No 2, 25 lb. and 50 lb. Boxes	6.00
Pearled Barley, No. 3, 25 lb. and 50 lb. Boxes	6.00

	Bales 100 lbs. 10 10-lb. sacks
Rice Flour, Patent Roller	3.00
Rye Meal, Patent Roller	3.50
Rye Flour, Patent Roller.	3.75
Split Peas, yellow, 25-lb. boxes	5.50
Split Peas, green, 25-lb. boxes	5.50
Whole Wheat Flour, Patent Roller	3.50
Wheat Meal, fine or coarse	3.75

In 50-lb. sacks deduct ¼ cent per pound from above prices.

In 25-lb. sacks deduct ⅛ cent per pound from above prices.

Meals in Sacks and Barrels.

(Less 10 per cent.)

Extra Cream Rolled Oats, in wood, 180 lbs. net.	$7.50
Extra Cream Rolled Oats, in sacks (180) 90 lbs. net sacks	7.00
Alta Mills Rolled Oats, in wood, 180 lbs. net	6.50
Alta Mills Rolled Oats in sacks (180) lbs., 90 lbs. net sacks	6.00
Rolled Wheat in wood, 150 lbs. net	4.40
Rolled Wheat in sacks, 150 lbs. 75 lbs. net sacks	3.90

PACKAGE CEREALS.

Less 20 per cent. Per case.

PEACOCK Self-Raising Buckwheat Flour—	
20 3½ lb. pkgs	$4 75
40 1¾ lb. pkgs	5.00
24 3 lb. pkgs	4.75
California Flap Jack Flour, 36 2 lb. pkgs	4.75
Semola, 20 4 lb. pkgs	4.50
Nuttygrains, 20 4 lb. pkgs.	4.50
California Cream Flake Oats, 36 2 lb. pkgs	4.50
Farina, 24 1 lb. pkgs	2.00
Primrose Wheat, 36 2½ lb. pkgs.	4.50

PEACOCK CEREALS.

Manufactured by the Del Monte Milling Co.

(Net f. o. b. S. F.)

	Per case. 36 2's	20 5's
Buckwheat Flour	3.55	4.75
Yellow Corn Meal	2.25	3.10
White Corn Meal	2.25	3.10
Cracked Wheat, p'rld.	3.25	4.20
Graham Flour	2.75	3.50
Large Hominy	3.25	4.20
Small Hominy	3.40	4.35
Oat Meal, Grnltd	3.55	4.55
St'l Cut Oat Meal, A, B or C	3.65	4.75
Pearl Barley	4.65	6.10
Rice Flour, Pat. Rlr.	5.90	7.90
Rye Flour, Pat Rlr.	3.25	4.20
Rye Meal, Pat Rlr.	3.15	4.00
Split Peas, Yellow	4.35	5.60
Split Peas, Green	4.35	5.60
Whole Wheat Flour, Pat. R'lr.	2.90	3.75
Gluten Flour	4.20	5.90
Farina	3.45	4.85

MISCELLANEOUS PACKAGE CEREALS.

Capit'l Mills R'll'd Oats, 36/2's	3.60
Grape Nuts, 1 & 3 doz, pr doz	1.40
Breakfast Gem, case 3 doz	3.00
Wheatine, 36/2's, pr cs	3.75
Germea, 20 4-lb pkgs, pr cs	4.00
Germea, 24 2-lb pkgs, per case.	3 10
H.-O Buckwheat, 3 doz 3-lb pkgs, per case	3.75
H.-O. Pancake Flour, case	3.90
H.-O. Oats, 24/2's, per case	3.15
Cream of Wheat, 36/2's	5.25
Crespe, 36/2's	2.75
Snow Flakes, 36/2	3.00



MALTA VITA

36 1s, case $4.00

Our Mother's Mush, 36/2.	2.75
Twin Brothers Mush, 36/2	3.00
Carnation Wheat Flakes, 24/5's	5.40
A B C Breakfast Wheat, 72/2's	5.00
A B C Breakfast Wheat, 36/2's	2.60
Flaked Rice, 24/1's	3.00
Ralston Breakfast Food, 36/2's	4.50
Do. Barley Food, 36/2's	4.25
Do. Health Oats, 36/2's	4.00
Do. Hominy Grits, 36/2's	4.00
Do. Health Crisp, 36-1's	3 60
Do. Select Bran, 24/3's	2.50
Do. Pancake Flour, 36/2's	3.75
Do. Whole Wht Flr, 4/1½'s	5.50
Quaker Oats, 36 2s	3.80
Scotch Oats, 36 2s	3.65

Continued on Col. 25, Page 15.

COLUMN 19.

Department 15.

SPICES

PURE—Square Tins, Full Net Weight.

	⅛'s	¼'s	½'s	1's	2½ lbs.	5 lbs.	Blk
Allspice	$0 70	$0 95	$1 60	$ 2 80	$ 6 70	$12 75	21
Cinnamon	1 15	1 80	3 30	6 25	16 25	30 00	43
Cloves	90	1 35	2 40	4 35	10 60	20 55	31
Ginger	75	1 05	1 75	3 10	7 50	14 30	22
Mace	1 75	3 00	5 65	10 90	26 95	53 30	73
Mustard	70	95	1 60	2 80	6 70	12 75	21
Nutmeg	1 25	2 05	3 80	7 15	17 60	34 60	49
Pepper	80	1 10	1 90	3 40	8 25	15 85	25
Cayenne	80	1 15	2 00	3 55	8 65	16 65	26
W. Pepper	95	1 45	2 65	4 65	11 75	22 90	34
Sage	70	95	1 60	2 80	6 70	12 75	21
Thyme	70	1 00	1 65	2 95	7 10	13 50	22
Savory	70	1 00	1 65	2 95	7 10	13 50	22
Marjoram	75	1 10	1 85	3 30	7 85	15 10	24
Poultry Seasoning	....	1 50	....	....	....	....	..

SECOND GRADE—Round Tins, Short Weight.

	¼'s	½'s	1's	2½ lbs.	5 lbs.	Blk.
Allspice	55	1 00	1 75	3 95	7 60	13
Cinnamon	65	1 20	2 10	4 90	9 50	16
Cloves	65	1 25	2 25	5 20	10 20	17
Ginger	55	1 00	1 75	3 95	7 60	13
Mace	1 20	2 30	4 40	10 50	21 00	34
Mustard	55	90	1 50	3 60	7 00	12
Nutmegs	85	1 70	3 10	7 40	14 80	24
Pepper	60	1 15	2 00	4 55	8 90	15
Cayenne	60	1 15	2 00	4 55	8 90	15
W. Pepper	75	1 45	2 65	6 15	12 05	20
Sage	55	1 00	1 75	3 95	7 60	13
Thyme	60	1 05	1 90	4 25	8 25	14
Savory	60	1 05	1 90	4 25	8 25	14
Marjoram	60	1 05	1 90	4 25	8 25	14

SCHILLING'S BEST SPICES.—Nature's Best.

Square tins. Never sold in bulk.

Small, medium, large sizes have sifting tops except Mustard.

	Small size per doz.	Medium size per doz.	Large size per doz.	Ex. Large size per doz.	Hotel size per tin.
Pepper	.75	1.20	2.20	3.75	.75
Mustard	.75	1.25	2.25	3.90	.81
Must. Comp.	.75	1.25	2.25	3.90	.81
Ginger	.75	1.25	2.25	3.90	.81
Allspice	.75	1.10	2.00	3.50	.73
Cinnamon	.80	2.25	4.25	7.50	1.35
Cloves	.85	1.40	2.60	4.75	.87
Nutmegs	1.60	2.75	5.25	10.00	2.00
Mace	1.75	3.00	5.75	11.50	2.15
Cayenne	.90	1.50	2.75	5.00	.93
Wh. Pepper	.95	1.75	3.35	5.75	1.00
Sage	.75	1.25	2.25	3.90	.81
Thyme	.85	1.40	2.60	4.75	.87
Marjoram	.95	1.75	3.25	5.75	1.20
Savory	.85	1.40	2.60	4.75	.87
Cases contain	6 doz.	4 doz.	2 doz.	1 doz.	1 doz.
Gross weight	32 lbs.	23 lbs.	24 lbs.	40 lbs.	53 lbs.

MUSTARD.

Colman's, ¼'s, 12 lb to box, lb.	.52
Colman's, ½'s, 12 lb to box, lb.	.48
Colman's, 1's, 12 lb to box, lb.	.48
Colman's, 5's, per lb.	.40

Mustard, Prepared.

Small bottles, 24 to cs, pr doz	.55
Small straights, fancy, 24 to case per doz	.95
Webb's Glass Top	1.35
Large Dusseldorfer, 24 to cs	1.60
In 3-gal kegs, per keg	1.15
In 5-gal kegs, per keg	1.70
Louit Freres, French, doz	2.25
Eddy's Salad Mustard—	
6-oz., 24 to case	.32½
8-oz., 24 to case	1.35
12-oz., 24 to case	2.00
Hirshes Horseradish Mustard—	
10-oz., 24 to case	1.25

Department 16

BAKING POWDER AND FLAVORING EXTRACTS.

ROYAL

	1 cs. lot	5 cs. lot	15 cs. lot
¼ lb cans	$ 1 88	$ 1 86	$ 1 84
6 oz cans	1 92	1 89	1 87
½ lb cans	2 57	2 52	2 50
12 oz cans	3 32	3 75	3 72
1 lb cans	4 85	4 85	4 80
2½ lb cans	11 65	11 40	11 25
3 lb cans	13 60	13 34	13 20
5 lb cans	22 35	21 90	21 68

An extra discount of 1 per cent if packed in barrels.

Schilling's Best Baking Powder.

Never sold in bulk.

10-lb. tins, per doz	$30.00
5-lb. tins, per doz	30.00
4-lb. tins, per doz	16.00
3-lb. tins, per doz	12.50
2½-lb. tins, per doz	10.50
16-oz. tins, per gross	$58.00
12-oz. tins, per gross	41.00
8-oz. tins, per gross	28.00
6-oz. tins, per gross	22.50
4-oz. tins, per gross	16.50

TROPHY

4 oz, per doz	$0.95
6 oz, "	1.35
8 oz, "	1.70
12 oz, "	2.35
1 lb., "	3.00
2½ lb., "	7.50
3 lb., "	9.00
6 lb., "	14.50

MISCELLANEOUS.

Home, 10 oz	$0.90
Home, 25 oz	2.00
Home, 50 oz	4.00
Home, 80 oz	6.00
K. C., 10 oz	.85
K. C., 15 oz	1.25
K. C., 25 oz	2.12½
K. C., 50 oz	4.00
K. C., 80 oz	6.50

COLUMN 20.

Cream Tartar.

Standard, bulk, 30-lb box	27
Standard, 12 1-lb tins	.28
Pure, bulk, 30-lb box	.38
Pure, 5-lb tins, per lb	.38
Pure, ½-lb tins, per doz	5.00

SODA.

Churches, A. & H., or Dwight's Cow Brand, 60 lbs. to case.

1-lb	per lb. $0.05
½-lb	per lb. .05½

EXTRACTS FLAVORING.

GUITTARDS' "PURE"

per doz	2 oz	4 oz	8 oz
Vanilla	$2 50	$4 75	$7 00	$9 00
Lemon	1 75	3 25	4 50	6 00

Net weight. Patent Sprinkler Tops

Schilling's Best Extracts.

Triple Strength, Pure and Uncolored Sprinkling Tops.

Net weight. Never sold in bulk.

	Lemon and Others. per doz.	Vanila and Rose. per doz.
1 oz	1.80	1.80
2 oz	2.00	3.00
4 oz	3.75	5.75
6 oz	5.50	8.50
8 oz	7.25	11.00
16 oz	14.00	21.50
32 oz	27.00	42.00

Souder's Flavoring Extracts.

Price per gross.

	2 oz.	4 oz.	8 oz.
Reg. Lemon	9.00	18.00	54.00
Reg. Vanilla	14.40	28.80	72.00
XX Lemon	18.00	36.00	72.00
XX Vanilla	21.00	42.00	84.00
Asrtd Flavors	18.00	36.00	72.00
Rose Coloring	18.00	36.00	.....
Yellow Colrng	18.00	36.00	.....
Jamaica Gngr	18.00	.....	.....

Assorted flavors contain strawberry, pineapple, orange, almond, rose, etc.



"Vanilla" Extracts.

Lemon, 2 oz., per doz..... 80
Vanilla, 2 oz., per doz..... 80
Assorted Flavors, per doz..... 80

COLUMN 21.
Department 17

CANDIES.

Lozenges.
(5-lb. boxes.)

XXX Peppermint, pails.. ...13 14
Thin Peppermint ..... .16
T. T. Peppermint 18
Druggist Peppermint 25
Musk, fluted, pails ..... .20
Cinnamon, Lemon, Sassafras, Rose ..... .16
Midget Fruit ..... .20
Conversation and Hearts. .15
Lilliput Conv. Hearts..... 17
Midget Conv. Lozenges... 18
Crown T. T. Lozenges, 24 5ct. pkgs ..... .80
Aurora Lozenges, 24 5ct. pkgs ..... .80
Cough Troches, 5 lb bxs... .25
Eagle Wafers, Peppermints, Wintergreen ... .25

Mixed Candy.
(30-lb. pails.)

Plain Mixed 8½
Pacific Mixed 10
Royal Mixed 12½
Grocers' Mixed 10
Yankee Mixed 13
American Mixed 13
Fancy A, Mixed 14½
Fancy C, Mixed 14
French S, Mixed 16
French No. 1, Mixed 18
French Extra Mixed 20
Lady, Mixed 15
Broken Mixed 9

Steam Panwork.

Anis Seed 22
Aromatic Cachous 18
Assorted Berries 16
Assorted Dragee 14
Assorted Imperials 16
Assorted Small Seeds..... 22
Birds' Eggs 16
Boston Baked Beans 17
Burnt Peanuts 18
Burnt Almonds 25
Caraway Seed, smooth 22
Caraway Seed, pearled 23
Celery Seed 22
Cinnamon Beans, large red...15
Cinnamon Beans, Imperials....16
Coriander Seed, pearled 22
Jelly Beans, pails 12½ 14
Jelly Birds' Eggs 16
Jelly Cranberries 16
Jelly Limes 16
Jelly Raspberries 16
Jordon Almonds, fine 45
Jordon Almonds, imitation..... 18
Licorice Beans 15
Red Hots 25
Ringed Marbles 16
Sugar Coated Licorice Tablets 20
Sugar Almonds 25
Sugar Plums 16

Stick Candy.
(30-lb. pails.)

Assortment: Peppermint, Lemon, Rose, Clove, Anis, Cinnamon, Sassafras, Vanilla, Pineapple, Wintergreen 8½
Hoarhound 9
Hoarhound, wrapped 11
Peanut Sticks 13
Peanut Sticks, wrapped..... 13
Cocoanut Sticks 13
Cocoanut Sticks, wrapped 13

Taffies.

Peanut Taffy 15
Peanut Flake 15
Peanut Squares 14
Cocoanut Taffy 15
Cocoanut Squares 15
Chunks: Vanila, Rose, Chocolate, Lemon, Molasses 14
Broken Taffy of broken chunks 13

Drops and Lumps.
(30-lb. pails.)

Mixed Drops and Lumps 8½
Molasses Peppermint Lumps...11
Hoarhound Drops 11
Crystal Rocks 12½

Gum Goods.
(5-lb. boxes.)

A. B. Gum Drops, assorted.... 9
A. B. Gum Drops, Licorice..... 9
A. B. Gum Drops, Crystalized.11
A. B. Bonbons, plain, in bbls... 7
A. B. Bonbons, fancy, in bbls. 7½
A. B. Bonbons, fancy, crystallized, 5-lb. boxes 14
A. B. Fruits 18
Royal Gum Drops 16
Genuine Gum Drops, hard.....25
Jelly Squares, assorted..... 14
Bijou Sticks 18
Spiced Jelly Drops 20
New Turkish Figs 16
Fig Paste, plain 17
Fig Paste, tricolor 18

Cream Goods.
(5-lb. boxes.)

Fondans Creams 14
Hand Dipped 19
Hand Dipped, with nuts on...21
Fruit and nut ices 18
Cream Peppermint 20
Crushed Fruit Bonbons 30

Chocolates.
(5-lb. boxes.)

Chocolate, plain 14
Chocolate, Hand Made 20
Chocolate Dipped Bonbons... 20
Chocolate Dipped Bonbons, with nuts 22
Chocolate, Climax, 30-lb pails 16
Chocolate Chips 22
Chocolate Nonpareil Drops... 20
Chocolate Wafers 22
Chocolate Cream Tablets, 30 in box 1 10

COLUMN 22.

Marshmallows, Nougats, Etc.

Occidental Marshmallows, 5-lb tins ..... .28
Occidental Marshmallows, 3-lb tins ..... .30
Dipping Marshmallows, 5-lb. boxes ..... .25
Angel Food, 5-lb. boxes ..... .20
French Nouget, 30 5c slices in box 1.00
Walnut, Apricot, Spanish Nouget, 5-lb boxes, per lb..... .25

Sundries.

Opera Caramels 19
Rock Candy, white & red .15
Rock Candy, brown 16
Licorice Drops ..... .20
Licorice Sticks, 16 to lb... .28
Locorice Tablets, 5 lb bxs .25
Licorice Tablets, 24 5c bxs .80
Licorice Penny Sticks, 100 in box ..... .65
Buttercups, 5-lb tins..... .2

CHEWING GUM.

	Single	Box
Sweet Wheat, per box		.50
Tulu Sugar Plum, box		.55
Yankee Spruce, 20 pcs.....		.55
Sen Sen, 20 pcs.....		.55
Red Rooster, 20 pcs.....		.55
Sweet Heart, 20 pcs.....		.55
Newton's Pepsin, 20 pcs.....		.55
Bloodberry, 20 pcs.....		.60
Pepsin Sticks, 20pcs.....		.60
Chiclets, 40 5c pkgs.....		1.25
" 3-lb. boxes.....		1.35
" 10 10c pkgs		.80
" 12 25c pkgs		2.00

CRACKERS.



MADE BY THE
MUTUAL BISCUIT CO.

	lb.	⅛ box
Almond Drops	15	
Animals	12½	$1.20
Arrowroot	14	1.50
Assorted	12	1.15
Assorted, extra	14	1.30
Assorted, fancy	20	1.75
Assorted Wafers	16	1.90
Assorted Jumbles	14	1.25
Boston	9	.60
Butters, Mutual	10	.70
Butter Scotch	14	1.50
Butter, Star	9	.60
California Lunch	9	.90
Champion	9	.65
Chips, Mutual	14	1.10
Chocolate Biscuits	16	1.80
Chocolate Fingers	15	1.50
Chocolate Wafers	18	2.15
Cocoanut Bonbon	14	1.25
Cocoanut Finger	15	1.50
Cocoanut Marshmallows.	15	1.50
Cocoanut Taffy	15	1.80
Cocoanut Wafer	16	1.50
Coffee	12	1.26
Coffe Iced	15	1.35
Cornhill	10	1.10
Cracker Meal	8	1.10
Currant Cakes	10	1.10
Egg Jumble	14	1.25
Fruit Biscuits	14	2.40
Ginger Cakes	10	1.40
Ginger, Nut	11	1.40
Ginger Wafers	14	1.75
Graham	10	1.20
Graham Gem	9	.75
Graham Unsweetened ..	9	
Honey Fingers	14	1.25
Honey Pumbles	12	1.00
Honey Drops, spiced	15	1.60
Honeysuckle	16	
Jelly Fingers	16	1.50
Jenny Lind	12	1.10
Lady Fingers	15	1.30
Lady Fingers Iced	16	1.40
La Grande	11	1.10
Lemon Biscuit	14	1.25
Lemon Brittles	14	1.35
Lemon Snap	12	1.20
Lemon Wafers	14	1.75
Macaroon Almond	40	
Mutual Flakes	14	.90
Mutual Tea	15	1.60
Nic Nac, No. 1.....	10	1.10
Nic Nac	12½	1.25
Oysters	8	.70
Peoples Mixed	12½	1.25
Pilot Bread	4	.55
Pilot Bread Extra	5	.65
Pilot Saloon	7	.80
Ping Pong	16	1.50
Raisin Cake	12	1.10
Saloon Pilot	7	.80
Saloon Soda	7	
Salted Wafers	14	.90
Soda Extra	7	
Soda	6½	
Star Butters	9	.60
Vanilla Bars	14	1.40
Vanilla Biscuits	14	1.25
Vanilla Snaps	12	1.20
Vanilla Wafers	14	1.75
Wafers, Chocolate	18	2.15
Wafers, Ginger	14	1.75
Wafers, Lemon	14	1.75
Water Wafers	12	.90
Walnut Creams	16	1.50

COLUMN 23.
Department 18.

FANCY GROCERIES.

Snider's Baked Beans.

No. 1, 90c doz.; 4 doz. in case
No. 2, $1.40 doz.; 3 doz. in case
No. 3, $1.85 doz.; 2 doz. in case

Bouillion Capsules.

Anker's, 10 capsules in box, per doz boxes 2.75

Capers.

Capotes, 1 dz in cs 1.20 1.25
Nonpareil, small 1.35
De large 2.00
"White Label," 6-oz, doz..... 2.25
"White Label," 10-oz, doz..... 3.15

TOMATO KETCHUP.



Catsups

Snider's

Qts., per doz.. .. $3 75
Pts. " 2 40
½-pints, per doz. 1 40



CAMPBELL'S

(½ Pts. Condiments)

2 dozen to case

Tobasco Ketchup dozen.....$1 15

Tomato Ketchup, dozen..... $1 15

Salad Dressing, dozen 1 15

Chili Sauce, dozen..... $1 15

Assorted cases. dozen..... $1 15

Miscellaneous.

Our Mother's Ctsp ½-pt, doz.. 1 40
Our Mother's Ctsp, pts, doz... 2 30
Blue Label, 25 ½ pts to cs.... 3 10
Blue Label, 25 pts to cs..... 5 00
Blue Label, 12 qts to cs.....4 00
Mother's Own, pts.....1.50
½ pts ..... .90
London's Rockaway, Pts., doz . 2.25
Salfer's "Purity," doz ..... .90
H. B. Catsup, pts. 2.15
" " ½-pts. 1.25

Chocolate and Cocoa

CHOCOLATES.

Baker's.

German Sweet, 6-lb boxes, ⅛s and ¼s 2
Eagle, 12/1s 28
Premium, 12/1s 28
Vanilla, 12/1s 28
Powdered, ⅛s, ¼s, 1s, 12/1lb. boxes 26
Subject to quantity discount.

Huyler's.

Vanilla, 12-lb. boxes 36
Premium, 12-lb. boxes 33

Lowney's.

Cream Cakes, per box..... 80
Ice Cream Drops, per doz... 75

Ghirardelli's.

In paper

Eagle, 24 1-lb 21
Eagle, 12 1-lb 21½
Eagle, 12 ½-lb 22½
Eagle, 12 ¼-lb 24
Crescent, 6 5 to lb..... 17
Crescent, 12 5 to lb..... 16½
Cal, Sweet, 6 6 to lb..... 21½
Cal. Sweet, 12 6 to lb..... 21
Monarch, 12 1&½-lb..... 26
Monarch, 12 1-lb..... 26
Monarch, 12 ½-lb..... 27
Star, 24 1-lb 19
Star, 12 1-lb. 19½

Ground.

In tins

Ghirardelli's, 12 1-lb tins 26½
Ghirardelli's 24 1-lb tins.....26
Ghirardelli's, 60 1-lb. tins..... 25½
In delivery cases.
Ghirardelli's 60 3-lb tins.....24
Venard's, 24 1-lb tins.....21
Venard's, 60 3-lb tins.....20
Miner's, 12 1-lb tins.....22½
Miner's, 24 1-lb tins.....22
Miner's, 20 3-lb tins.....22
5 per cent off on 120-lb. lots

COCOAS.

Baker's Bkfst, 6/1's&½'s.....36
Van Houten's, ¼'s and ½'s.....85
Van Houten's, 1's 80
Royal Dutch, 12/¼'s 80
Royal Dutch, 12/½'s 75
Royal Dutch, 12/1's 70
Epp's, 14/½'s 40
Fry's, 12/½'s 39
Webb's, 6/½'s 23
Lowney's, 6/½'s 37
Ghirardelli's Bkfst, 6/½'s 38
Ghirardelli's Bkfst, 12/½'s.....37½
Ghirardelli's Impri, 6&12/½s...56
Miner's Bkfst, 6/½'s 37
Miner's Bkfst, 6/1-5's..... 38
Menier's, 1 ½s 47

COLUMN 24.
Condensed Milk

BORDEN'S CONDENSED MILK CO.



Gail Borden Eagle rand 6.80
In 5-case lots 6.65
Pony..... 2 25
Challenge .4.70
Floral 4.65
Dime 3.75
Rose..... 1.40
(Each of above Brands 4 doz. in case)

Borden's Malted Milk, Trial Size, per doz. 90



Borden's Pioneer Brand Evaporated Cream

Large Cans, 4 doz. in cs. 3.75
Peerless 4.70
Yacht .. 3.25
Family Size, 4 doz. in case. Quarts, 2 doz. in cs

ALL ABOVE BRANDS GUARANTEED



CARNATION CREAM

20 oz. cans 4 doz	
Per case	4 00
5 cases	3 95
25 cases	3 90
50 cases	3 85

25c rebate from factory on return of jobber's dup. bill and signed contract

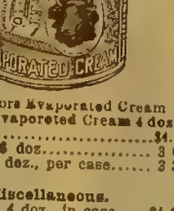


LILY

[large tin]

1 to 10 cs. $3 90
10 to 25 cs. 3 85

Helvetia Milk Condens'g Co.



Originators Evaporated Cream
Highland Evaporated Cream 4 doz in box $4.10
Baby Pet, 6 doz..... 3 00
Pet, reg., 4 doz., per case..... 3 35

Miscellaneous.

St. Charles, 4 doz., in case.....$4 60
St. Charles, 5-case lots..... 4 50
Horlick's Malted Milk, doz.... 4 50
Jersey, 4 doz. per case..... 3.50

Cereal Coffee.

Fig Prune, per doz.....$2 25
Postum, 24/½'s, per doz..... 1 35
Postum, 12/1's, per doz..... 2 25
Postum, 36/1's, per doz..... 2 25
Grainо, 12, 2s 2.75

Chutney.

Chutney, asst, qts.....$6 25
Chutney, asst, pts..... 3 75
Chutney, Major Grey, qts..... 6 50
Chutney, Major Grey, pts..... 4 25
Ban-ki-pore, pts 3 00

Cranberry Sauce. doz.

Anderson's 2s, 2 doz box.. 2.00
Tea Garden, 2s, gls, 12 box. 4.00
Tea Garden, 1s, gls, 24 box. 2.25
Cape Cod, 2 lb, gls, 12 box. 3.50
Cape Cod, 1 lb. gls, 24 box. 2.00
Home Made, 1s, 2 doz box. 2.15
do 2s, glass, 1 doz box.. 4.00

Rice.

Choice Seed Japan.....$0 04¼
Good Seed Japan..... .04
Fair Seed Japan..... 03¾
Fancy Head Rice ..... 5½ .06
Long Grain Rice ..... .05
China No. 1 ..... 5 6
China No. 2 ..... 4 4½

COLUMN 25.

ALPINE

EVAPORATED CREAM

	Per case
1 to 5 cases, 4 doz. to case	$3.60
5 to 10 " " "	3.55
10 to 25 " " "	3.50

Gallons

1 to 5 cases, 6 to case	3.35
5 to 10 " " "	3.30
10 to 25 " " "	3.25

Midgets, 8 doz. to case

1 to 5 cases, $3.90; 5 to 10 cases, $3.85
10 to 25 cases, $3.80

Alpine Evaporated Cream Co.

Factory
HOLLISTER, CAL.

Office and Salesroom
95 Market Street
Rooms 212-213
San Francisco, Cal.
Phone: Main 3443.

Cottolene.

2's, 4's or 10's, per cs. of 60 lbs . 7 00
5-case lots 6.90
10-case lots 6.85
25-case lots 6.75

Curry Powder.

Cross & Blackwells, 2 oz..1.35
do 4 oz. 2.35
Do 8-oz.....3.65
Do 16-oz.....6.20
East India, Bombay, 16 oz..... 5.00
East India, Bombay, 8 oz..... 3.25

Extract of Beef.
Liebig's (Genuine)

2 oz.	4 oz.	8 oz.	16 oz.
doz. 4.55	8.50	16.90	29.75

"Rex" Solid.



2-oz., doz....$3.96 8-oz., doz...$13.27
4-oz., doz.... 7.20 16-oz., doz.. 24.75

Marshall's

2 oz., per doz.....$2.40

Gelatine.

Knox's, per doz..... 1 20
Knox's, per gross..... 14 00
Cox's, per gross 12 00
Keck's, per doz 1.10
Plymouth Rock, per doz.. ....$1.10
(1 doz. free with 3 doz.)
Plymouth Rock, per gross..... 12.50
(4 doz. free with gross.)

Ginger (Preserved).

½ doz jars in cs, per cs.. 2.25

Lemon Sugar.

Gilt Edge, 24/½s, per doz.... 1.37½
Gilt Edge, 24/1s, per doz.... 1.85

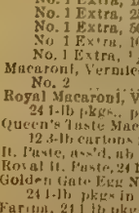
Lime Juice.

Tahita, 24/8-oz, per doz.....$1.25
Tahita, short measure, 16-oz.. 1.50
Tahita, full measure, 16-oz.... 1.75
Tahita, full measure, 32-oz.... 3.50
Tahita, bulk, gal..... 1.00

Mushrooms. doz.

Le Court, 100 to cs..... $2 25
La Forrest, 100 to cs,..... 2.75
Hotel, 100 to cs..... 1.85
Fancy Stuffed, pts..... 4.00

Continued from Col. 18.



Dr. Price's Wheat Flake Celery **Food.**

Per case...$ 3 75

Pastes (Domestic).

Macaroni, Vermicelli, etc.—
No. 1 Extra, per box..... .27
No. 1 Extra, 15 lbs. ..... .52
No. 1 Extra, 25 lbs. ..... .82
No. 1 Extra, 50 lbs. 1.65
No. 1 Extra, 100 lbs. 3.30
No. 1 Extra, ½ boxes ..... .15
Macaroni, Vermicelli & spaghetti, No. 2 ..... .20
Royal Macaroni, Verm'l & Sp'ti, 24 1-lb pkgs., per case . 1.70
Queen's Taste Mac., Verm. & Sp. 12 4-lb cartons 1 case 2.15
R. Paste, assd, nb 18 lbs c., lb. .6½
Royal R. Paste, 24 1-lb pkg c., pkg .8½
Golden Gate Egg Noodles, 24 1-lb pkgs in case, per cs. . 1.90
Farina, 24 1 lb pkgs 1 50
Discount 2 per cent for cash only.

COLUMN 26.

OLIVES.

OLIVES IN BULK.

	25 gl.	10 gl	5 gl.	3 gl.
Ex. No 1. Qu.	1 00	11 00	6 00	3 75
Lge No 1. "	1 00	10 00	5 00	3 25
No 1 Qu'n	95	9 75	4 75	2 90
No 2 "	85	8 75	4 50	2 85
Manzanilla	70	7 25	3 75	2 40

Extra charge for kegs & barrels.



Olives

SEVILLE PACKING CO.

White Label Queen Olives—

28-oz., per doz.	$5.50
18-oz., "	3.75
6-oz., "	1 25

Pim-Olas

18 oz 2 doz, per cs, per doz	$6 10
16 " " " "	3 55

Baby Pim-Olas

10-oz., 2 doz. in case, per doz.. $2.50
6-oz., 2 doz. in case, per doz.... 1.50

Olive Oil

NICKLE

	Case
½ pints, 4 doz.	$3 00
Pints, 2 doz	3 55
Quarts, 1 doz.	7 85
½-gal.	3 60



CRYSTAL BRAND OLIVE OIL.
Pure California Products.

7-oz.
Per doz...$2.40
3 doz..... 6.75

14-oz.
Per doz... 4.50

Quarts.
Per doz... 7.25

Put up by
G. O. Ryden.

MISCELLANEOUS

Golden Gate, in gal tins, per gal	1 8
" ½ " "	1 85
" ¼ " "	1 90
Pala Grove, pure Cal., qts. .. dz.	7 75
Cooper's qts., ½ doz.	10.00
Cooper's pts, ½ cs of 2 doz.	10.00
Antonini, J.P.S., qts. Wcs..	7.40
Do 1½-gal. tins, ½ tin..	2.90
Duret, qts, pts, ½ doz cs.	6.00 7.00
Lucca, Crosse & Blackwell's qts.	7.50
Lucca, Crosse & Blackwell's pts, 2 doz.	8.25
Lucca, Crosse & Blackwell's ½ pts, 3 doz.	7.25

Salad Oil.

Durand Oil.

Quarts, 1 doz. to case, per case	$1.65
Pints, 2 " " "	1.75
½ Pts., 3 " " "	1 85

Puritan Salad Oil

Quarts, 1 doz. to case, per case..	1.90
F. Dubec & Fils, 1 dz qts, per case	1.50
Imitation Lucca, qts	1 70

"Primrose" Salad Oil.

Tierces, about 50 gal. gal.	$ .40
1 gal tins, 10 to case, gal.	.70
5 gal. tins, 1 to case, gal..	.45
½ gal. tins, 20 to cs, gal.	.75
Quart bottles, 12 to cs, doz	1.55
Pint bottles, 24 to cs, doz	1.00
½ pint bot., 36 to cs, doz.	.85

Paprika.

Gordon Packing Co.

1-16 lb	doz	½ lb.	doz 6.00
⅛ lb	doz	1 lb	doz
¼ lb	doz	Bulk, lb.	

Peanut Butter

Heron's, 2 doz to cs, per dz. 2.40

Peels.

Citron, 25-lb box	13½
Citron, 10-lb box	14
Lemon, 25-lb box	11½
Lemon, 10-lb box	12½
Orange, 25-lb box	11½
Orange, 10-lb box	12

COLUMN 27.

PICKLES.

Gordon Packing Co.

California—Mixed or Plain.

No. 1, bbls, per gal.	$0.24 to $0.27
No. 1, ½ bbls, per gal.	.26 to .29
No. 1, 10-gal keg, p kg.	2.25 to 2.45
No. 1, 5-gal keg, p keg.	1.15 to 1.25
No. 1, 3-gal keg, p keg.	.80 to .85
No. 2, bbls, per gal.	.22
No. 2, ½ bbls, per gal.	.24
No. 2, 10-gal keg, per keg.	2 10
No. 2, 5-gal keg, per keg.	1 05
No. 2, 3-gal keg, per keg.	.80
No. 3, bbls, per gal.	.14
No. 3, 10-gal keg, per keg.	1 15
No. 3, 5-gal keg, per keg.	.60
No. 3, 3-gal keg, per keg.	.55

SWEET—"PACIFIC."

Bbls, ½ gal	51
½ bbls, ½ gal.	53
10-gal keg, per keg.	5.00
5-gal. keg, ½ keg	2.75
3-gal. keg, ½ keg	1.75
Square, 1doz ½-gal, ½ doz.	2 25
Square, 2 doz ¼-gal, ½ doz.	1.60
Square, 4 doz ⅛-gal., ½ doz	1.25
Round, qts, ½ doz.	3.75
Round, pts, ½ doz.	2 50
Round, ½ pts, ½ doz.	1.75

Crosse & Blackwell's.

	Doz.
Mxd Pkls, pat tops, pts.	4.15
Mxd Pkles, Pat tops, ½ pt.	2.10
Mxd Pkls, corks, pts.	3.95
Chow Chow, pat tops, pts.	4.15
Chow Chow, pat top, ½ pt.	2.50
Chow Chow, corks, pts.	3.95
Onions, pat tops, pts.	4.15
Onions, pat tops, ½ pts.	2.50

Root Beer



Less 5 per cent. on gross lots

Hires', case of 1 gr.	20 00
6 doz. lots	10 00
3 "	5 00
1 "	1 75

Hires' Carbonated Root Beer cs of 2-dz pt bottles, patent tops, per cs $2.00 in 5 case lots 1 95

Hires' Carbonated Gingar Ale Per case. 2 00
5-case lots, $1.95.



Hires' Rootbeer Carbonated and Ginger Ale empty bottles, if returned to Knohn-Patrick Company, will be received by them at 25c. per case of 2 doz. bottles (with case) Delivered at San Francisco.

COLUMN 28.

Saratoga Chips.

(Less 5 per cent)

Boxes, 16 and 30-lb, per lb.	$0.20
Cartons, 6-oz, 2 doz in cs, doz	1 30

SAUCES.

SNIDER'S SALAD DRESSING

Pints, 1 doz. in case, doz.	$2.75
Hlf-Pts, 2 doz. in case, doz.	1.75





Snider's Oyster Cocktail S'ce pints, 2 doz to c'se, doz	2 40
Same gallon jugs, 6 to case, per gal.	1 80
Snider's Chili Sauce, pints, 1 doz. to c'se doz	2 40
Same, half pts 2 doz. to c'se doz	1 45

Bayle's Tabasco Pepper Sauce, in cases, 6, ½-doz. boxes, per doz.	$3 00
boxes of 12 bottles, per doz.	3.50
Holbrook's W'cestershire, ½'s.	2.40
Do pts.	4.00
Do qts.	
*Lea & Perrin's Worcestershire, sma'l	2.75
*Lea & Perrin's Worcestershire, medium	5.00
*Lea & Perrin's Worcestershire, large	8.25
*5 cases 5c ½ doz less.	
Ban-ki-por, ½ pts, 2 doz case, per doz	2.40
Ban-ki-por, pts, 1 doz case.	3.80
Tobasco, McIlheny	4.00
Tobasco, New Iberia	3.50
Braunhardt's:	
Tropical, ½-pts, 2 doz. per case	4.50
" pints, 2 doz. " "	8.10
Bengal Worcester, ½ pt.	.55
Bengal Worcester, pt	1.05
Pepper, sprinkle top, ½ pt.	2.00
Superior Pepper, small	.75
Superior Pepper, large	1.50

Pure Food Pk'g Co.

Worcester Sauce, London Club, ½ pts, do	.75

Salad Dressing.

Durkee, small, 2 doz, ½ doz.	3.5b
Do large, 1 doz, ½ doz.	4.30
Do picnic size, 4 dz, ½ dz.	1.00
My Wife's, 1 dz. 16-oz, case.	2.75
My Wife's, 2 doz, ½ pt, cs.	3.40

Alpha Salad Cream.

Jumbo, 1 doz. to case, per case.	4.25
Do large, 2 doz. " "	4.70
Do picnic, 2 " " "	2.50

El Paso Manfg. Co.
1653 Mission St.

Manufacturers

Flavoring Extracts
Fruit Juices
Syrup
Salad Dressing
Bluing
Ammonia

—

Meat and Salad Dressing, doz. .90



COLUMN 29.

SOUPS.



CAMPBELL'S (1-lb. Condensed). Packed 48 1-lb. cans to case. Straight cases of any variety, or following assortment:

2 Tomato, 6 Vegetable, 4 Ox Tail, 3 Mock Turtle, 3 Chicken Gumbo, 2 Tomato Okra, 1 Julienne, 3 Beef, 2 Consomme, 2 Pea, 2 Celery, 2 Vermicelli-Tomato, 2 Clam Chowder, 2 Mutton Broth, 2 Bouillon, 3 Chicken, 2 Mulligatany.
Price, per doz, any variety... $0.90

Miscellaneous.

Snider's Tomato—3 lb tins 2 doz. in case, per doz	$3.60
Same—2 lb tins 2 doz. in case, per doz.	1.35
Van Camp's asstd, per doz.	.90
Van Camp's straight, per doz.	.90

SALT.



LESLIE SALT.

Free Running—	
Cartons, 20 5s	$ 2.50
Cartons, 24 3s	2.00
Cartons, 48 2s	2.75
Caddies, 50 2s	3.60
Velvet Grain—	
Bales, 50 3s	1.75
Bales, 30 5s	1.75
Bales, 15 10s	1.75
Bales, 8 20s	1.75
Pockets, 75 2s	1.75
Pockets, 40 4s	1.75
50-lb sacks, per ton	18.00
H. R. H. Liverpool.	
Bales of 75, 2's, per bale	$1.25
Bales of 40, 4's, and 15 10's	2.0
Bags, 200s (50s $5), per ton	7.50
Rock Salt.	
Half-Ground, 100-lb sacks, per ton	$4.25
Stock, 100-lb sacks, per ton	4.00
Liverpool Lump, per ton	13.50
Cal. Table and Dairy, pr bale.	1.0
Cal. Table and Dairy, 50's, per ton	6.25
Package Salt.	
Shaker Salt, per doz.	$0.90
R. S. V. P., 3's, 24 to cs, p. cs.	2.25
R. S. V. P., 6's, 20 to cs, p. cs.	2.75
Celery Salt.	
Mertens, 1 doz in box.	1.05
Sauerkraut.	
Barrels, per lb.	.02¾
½ bbls	.03
¼ bbls	.03¼
3-gal kegs, per keg.	.80
5-gal kegs, per keg.	1.15
10-gal kegs, per keg.	2.25
2-lb tins, 2 doz in cs, doz.	1.35
2½-lb tins, 2 doz in cs, doz.	1.60

COLUMN 30.

SPANISH DELICACIES.

Specialties of the **Spanish-American Food Co.**
149-155 Fremont St.
Medal Goods. Paris Exposition.



TAMALES. Doz.

I. X. L., W. G. M. and Kapp & Sheet Brands.	
No. 1 Boneless Chicken Tamales in key-op. cans	1.30
No. 2 Not Boneless Chicken Tamales in key op. cans	1.00
Spanish-American Brand.	
Beef Tamales in key op. cans	.95
Extra Special Boneless Tamales in key op. cans	1.60
Chili Con Carne, 1 lb.	1.20
Enchiladas, in key-opener cans	1.20
FRIJOLES, 1 lb	.90
Tripe, Spanish style, 1 lb	1.25
Minced Deep Sea Clams, 1 pt.	1.25
Clam Juice, 1 pt.	1.10
Cal. Baked Beans, tomato sauce, 1 lb., 4 doz in case.	.85
Cal. Baked Beans, tomato sauce, 2 lbs., 3 doz to case	1.35
Cal. Baked Beans, tomato sauce, 3 lbs. 2 doz to case.	1.75
Chili Beans (Tamale Sauce)	
1 lb, 4 doz to case.	.85
2 lb, 2 " "	1.35
2 lb, 2 " "	1.75
Deviled Oysters, for Sandwiches 4 doz to case	1.40
Pate Chicken Liver for sandws. 4 doz. to case	1.40
Macaroni and Cheese, with Tomato sauce, 1 lb, 4 dz. cs.	.90

Concentrated Soups.

Pints (20 kinds)..... doz. .90
Beef, Tomato, Ox Tail, Mock Turtle, Mulligatawny, Rice Tomato, Consomme, Green Pea, Bean, Clam Chowder, Vegetable, Chicken Rice, Chicken Barley, Chicken Giblet, Chicken Gumbo, Cream Chicken, Cream Celery, Beef Bouillon, Chicken Bouillon, Clam Bouillon.
Quarts (9 kinds)... doz. $1.85
Chicken, Beef, Mock Turtle, Ox Tail, Tomato, Mulligatawny, Vegetable, Clam Chowder, Cream of Celery.

Truffles.

Rilhac, 100/¼'s, per doz.	12.00
Rilhac, 100/ 1-16's, per doz.	3.00
La Forrest, 100/¼'s, per doz.	17.00

Vinegar.

	¼ Bbl.	½ bbl.	5 gal.	3 gal.
30 grain.	08	10	1 15	65 50
40 grain.	10	12	1 35	75 60
50 grain.	12	14	1 70	90 80
60 grain.	14	16	2 00	1 10 95
80 grain	16	18	2 65	1 50 1 25
90 grain	18	20	3 50	1 85 1 65
100 grain.	20	22	3 85	2 00 1 85

Hammond's Vinegar.

Salad, qts, per doz. 1.25

Yeast Cakes.

Great Western	1.00
Gillett's Magic	1.20
Yeast Foam	1.20

Pure Oregon Apple Cider Vinegar.

Bbls.	22c gallon
½-bbl.	24c "

Guaranteed.

COLUMN 31.

Department 19.
GROCERY SUNDRIES.

Axle Grease.

H. & L., per case.....$1.50
C. & S., 2-doz case, per case... 2.00
" 5 cs lots 1.90
" 10 cs lots 1.85
Frazer's, 2 doz tins, per case..2.25
Frazer's, 4 doz wd, per case... 3.60
Frazer's, 15-lb pails..... 85
Mica, 3 doz tins, per case..... 2.25

Paper Bags.

Automatic, Self-opening, 500 in pkg. List.

¼-lb . .....$1.00 8-lb 4.80
½-lb . . .. 1.20 10-lb 5.20
1-lb . ..... 1.60 12-lb 6.30
1½-lb . . .. 1.70 14-lb 8.30
2-lb . ..... 3.00 16-lb 9.00
3-lb . . .. 3.50 20-lb 10.00
4-lb . ..... 2.90 25-lb 11.00
5 lb . . .. 3.40 30-lb 12.00
6-lb . ..... 4.00 35-lb 15.00
7-lb . ..... 4.40 .....

Discounts from above List:
(Cheapest).....50 pct and 5, 10's
Eagle or Equal....50 pct and 2, 10's
White Fibre, or any white bag, ...50 pct and 1, 10's
Mikado (striped) .....40 pct
Sugar Bags, broad bottom, lb....06
Lion, 40 per cent and 1.....1.10

Bluestone.

Barrels, per lb (5 bbls 6½c) .$0.05¾

Bathbrick.

Bristol, 3 doz, per case (25 case lots 67½c) $0.85
Powdered, 20 1's, per case 1.15
Powdered, 40 ½'s, per case 1.25

CANDLES.

Adamantine.

Schneider's 10 oz, 20's.....$0.07
Schneider's 12 oz, 20's..... .08½
Schneider's 14 oz, 20's..... .09½
Parafine, 20 1 lb. cakes...1.85
do, 5 bx. lots.....1.85
do 40 1 lb cakes.....3.90
do 5 bx lots.....3.75
do 100 1 lb cakes.....9.75
do 5 bx lots.....8.75
P. & G. Adamantine, 10 oz. 8¼
do 12 oz. 9¼
do 14 oz. 10½
Yacht Club Quartz Candles
20 sets 14 oz..... .10
40 sets 14 oz. ..... .09¾

Stearic.

Schneider's 14 oz 20's or 40' .12
Schneider's 16 oz 20's or 40's. .13½

Parafine Per lb.

4s, 6s, in cartons of 36-lb bxs..10¼
12s, in cartons of 36-lb bxs.....10¼
½-lb, in cartons of 25-lb bxs...10¼
1-lb, in cartons of 25-lb bxs....10¼
Colored 1c higher.

Beeswax, pure for churches.. 40
Do No 2..... 30
Do No. 3..... 25
Christmas, all sizes.....8 8½
Do holders, ₩ gross..... 85
Wax Tapers, ₩ doz pkgs (₩ gross 3.00).....65 75
Night Lights, German, on pap & wd, (doz 40)..... 65
Do French, on tin, doz.. .....50, .75, 1.10

Cordage.

Basis price: Manila 14½c. Sisal 9¾c (5,000 lbs ¼c, and 10,000 lbs ½c less.)

Egg Food.

Pratt's, 26-oz, 2 doz in cs....$2.25
Wellington's, 1-lb, 2 doz box.. 2.00

Fly Paper.



Fly-Net, Per case $2.60
Magnet, per case.....$2.50
Tanglefoot, per case..... 2.90
Tanglefoot Holders, per case of 50 ..... .75

Fruit Jars.

(Net cash — no discount)

Mason's, pts, per gr..... 7.35
Mason's qts, per gr..... 8.05
Mason's, ½ gals 11.40

Fruit Jar Caps.

Porcelain, 6 doz to box, per bx 2.40

Fruit Jar Rubbers.

No. 1 white, per lb..... 50-60c
"Gold Seal," cartons, per gr.. .75
"Badgers," cartons, per gr.... .60

Hops.

No. 1, ¼ lb, 30-lb. box, lb..... .30
No. 1, ½ lb, 30-lb box, lb..... .30
No. 1, 1 lb, 30-lb box, lb..... .30
Less than 30-lb boxes..... .31

Horseradish.

½-pts, 2 doz in box, doz..... 1.10
Pts, 1 doz in box, per doz.... 1.50
Qts, 1 doz in box, per doz..... 2.75
Bulk, per gal ..... .75

Glue.

Le Page's, 1 oz, per doz..... .75
Le Page's, 2 oz, per doz..... 1.15
Le Page's ½-gill tins, per doz. 1.20
Le Page's, 1-gill tin, per doz.. 1.60
Standard, small, per doz..... .50

COLUMN 32.

EUREKA INSECT EXTERMINATOR.



Manufactured by
Jos. Pusch, 22 Hampton Place
San Francisco.

10c size, doz 75
25c size, doz 1.75
60c size, doz 4.50
1.00 size, doz 8.00

Harmless to persons or animals; does not irritate the skin or injure the eyes.

MATCHES.

Metropltan, full count, per tin.$1.10
Universal, shrt count, pr tin .75
Boys' block pap pkg, per doz .81½
Swedish Safety, per gross..... .80
Swedish wind, 1 gross..... 35
Vulcan Parafine, 65s, ₩ gross (50 gross 50c) .....50 .55
Japanese Safety, per gross..... .50
Squirrel Matches, 55s, per gross .43
Ship Safety Matches, la ge, gross .75
" " small, " .65

Diamond Match Co.'s.

Anchor, 200 . ..... 1.70
Do 500s..... 4.00
Domino, case 2.75
G. G., 60s..... 2.75
Red Top Safety 3.25
S. & C., Eastern Parler, 30s.... 4.25
Press, 100s, 5-gross cs..... 4.75
Little Star, per cs..... 2.25
Search Light, 500s, large 1 gr.. 4.75
(Discount of 25c per case on 5 cs. lots)

Paper, Wrapping.

Butter, White, ₩ ream..... 20
Do Waxed ₩ ream..... 25
Manilla, No. 2, roll, any sz, lb....3½
Manilla, No. 1, rolls or reams, ₩ lb..... 5
Straw, ₩ ream..... 70
Do rolls any size, ₩ lb.... 3¼
Drab, ₩ ream..... 60
Do rolls any size, ₩ lb.... 2¾
Metropolitan White Fibre Rolls, per pound 4

Paper, Toilet.

Columbia, in rolls, 7 oz, per cs of 100 .....2.75
Royal, 100 rolls of 500 shts.....4.00
Pilot, 100 tablets of 500 shts..3.75
Golden Eagle, 100 tablets of 1,000 sheets 8.00

Polishes, Shoe.

Mason's.

Mason's Colt-Coron-Ide
Per gross $4.70; per doz. 40c
Mason's Paste Stove Polish
Per gross $1 70; ½-gross $1 20
Mason's Challenge, per doz ... .40
Mason's Challenge, per gross... 4.70
Challenge Shoe Dressing, small per doz $ 75
large " " 1 50
Russett Comb'n. shoe Dressing small, per doz .. 75
large, " " 1 50
Black Comb'n Shoe Dressing small per doz 85
Patent Leather Polish, per doz 50
Mason's, No. 4 .. 45
" " per gross 5 20
" No. 3 per doz 35
" " per gross. 3 40
" No 2 per doz . 30
" per gross..... 3 00
" No. 1 per doz . 25
" " per gross . 2 80

Scott & Gilbert Co.
Manufacturers.
211-216 Mission St., San Francisco



In 3 dozen cases per

Alaska Seal Oil.... 20 00
Top Notch . 15 00
Russian 12 00
Boss..... . 9 00

Bixby's.



Jet Oil.....per doz. 85
Jet Oil, 3 doz. in box, with Marvel Brush Free 2 55

COLUMN 33.

BIXBY'S—Continued

Royal Polish ..... per doz. 85
Royal Polish, 3 doz. in box, with 8 pkgs. 5c Carpet Tacks free.2 55
Shoe Satin, Small Comb, per doz. 80
Shoe Satin, Large Comb, per doz. 1 25
No. 5, Shoe Satin Paste, per doz. 40
No. 10, Shoe Satin Paste, p doz 85
Satinola, small Comb..... 80
Satinola, Large Comb 1 25
No. 5, Satinola Paste. 40
No. 10, Satinola Paste..... 85
"BBB" Blacking Size M. 3 dz. in box ..... } 1 25
½doz. paste free ..... }
"BBP" Blacking, Size B. 3 doz. in box ..... } 2 50
1 doz. paste FREE ..... }

Polish, Stove.

Rising Sun, large pkg, ₩ gross.6.25
Do 5-gross lots, ₩ gross..6.00
Do Small pkg, ₩ gross....4 25
Sun Paste, large, ¼ gross, per gross 8.00
Sun Paste, small, ¼ gross, per gross 5.00
Enameline, No. 4 tins, ₩ gross.5.00
Do No. 6 tins, ₩ gross.....3.25
Do Liquid, pt-tins, bx 3 doz.2.25



Small, 3 doz. to cs., per cs. $1.50
Large, 3 doz. to cs., per cs. 2.50
(½ doz. free with each case)

Polish, Metal.

Electro Silicon, 1 gr in case, per doz ..... .80
Brilliantshine, ½ pts, per doz.. .90
Brilliantshine, pts, per doz.... 1.70
Brilliantshine, qts, per doz.... 3.10

U. S. Metal Polish.



POLISH

Doz

Qts ..$3 00
Pts.... 1 70
½ Pts. 90

PASTE

lb...$3 00
½ lb . 1 75
3 oz... 50

Barkeep rs Friend powder gr..$18.00

U. S. METALLIC POLISH

PASTE is put up by a Practical Chemist; also in Liquid Form. Free from Acid or Grit. 20 years in the Markets of the World. **J. T. WILSON,** Pacific Coast Agt., 1770 15th St., S. F. For sale by all dealers. Also the Barkeepers' Friend Cleaning Powder.

Rope.

Manila, 1¼-in. cordage ..... .15
Sisal, 1¼-in. cordage ..... .10¾

Seeds.

Anis 14½
Canary 7
Caraway 8 10
Celery 15
Coriander 15
Cumin 13
Flax, ground 4
Flax, whole 3¾
Hemp, sacks 4¼
Millet 6½
Mustard 5½
Poppy (Or. sks 9¾)..... 10¼
Rape, Cal..... 4¾
Bird gravel, 40 2s..... 2.00
Bird Seed Mixed 48—1-lb. pkg.. 8

Original sacks ½c less.

Sheep Dip.

Little's, 10½-gal tins, per gal$1.05
Little's, 5-gal drums, per gal.. 1.05
Smith's, 10½-gal tins, per gal. .95
Smith's, 5-gal drums, per gal .95

Twine.

Cotton, 4 ply, 100-lb bls, per lb 20
Do 3 ply, 100-lb bls, per lb.... 20
Do 2-lb cones, per lb 20
Hemp, 8-oz balls, per 3-lb pkg.. 70
Do, 4-oz. balls, per 3-lb pkg. 75
Do 2-oz balls, ₩ 3-lb pkg.. ..
Sack, 4 ply, 12-lb pkgs, per lb. 33

Wax.

Fruit,...25 6-oz. pkgs 1.10; .. 9-oz. .80
Japan, per lb..... 17
Beeswax 35

Wax Strings.

12 in. 10 pkg. 100 stgs each..... . 1 65
14 in. 10 pkg. 100 stgs each..... 1 75

COLUMN 34.

COLUMN 35.

Department 20.
WOOD AND WILLOW WARE

AXE HANDLES.

Ex, 36-in., doz.....$2.25
No. 1, 36-in., doz..... 1.75
No. 2, 36-in., doz..... 1.25
No. 3, 36-in., doz..... 1.05
Ex, 38-in., doz..... 4.00
Ex, 40-in., doz..... 4.25

BASKETS.

Per Doz.

Cal., Open, Spruce, No. 3.. .60
Cal., Open, Spruce, No. 4.. .80
Cal., Open, Spruce, No. 5.. .84
Cal., Satchel, Spruce, nest, 0-5 ..... 1.10
Cal., Satchel, Spruce, nest, 1-5 ..... 1.00
Cal., Satchel, Spruce, nest, 1-41 ..... .71
German market, nest of 4 1.25
Clothes, Oval, Wil., No. 0. 4.00
Clothes, Oval, Wil., No. 1. 6.75
Clothes, Oval, Wil., No. 2. 8.00
Clothes, Oval, Wil., No. 3. 9.00
Clothes, Oval, Wil., nest 4... 2.48
Japanese Telescope, nest of 5, size 18x12x7..... 1.40
Same, size 20x13½x7..... 1.25
Same, size 24x15x10..... 1.75

BOWLS, WOODEN.

Per Doz.

Maple, No. 1, 11-inch..... .75
Do No. 2, 13-inch..... 1.50
Do No. 3, 15-inch..... 2.75
Do No. 4, 17-inch..... 4.25
Do No. 5, 19-inch..... 5.75
Do No. 6, 21-inch..... 7.50

Per nest.

Maple Nests, 3, 13, 15, 17-inch ..... .71
Same, 4, 13, 15, 17, 19-inch 1.20
Same, 5, 13 to 21-inch... 1.81

BROOMS.

Per Doz.

Patent Cap, No. 1..... 3.80
Patent Cap, No. 2..... 3.60
Patent Cap, No. 3..... 3.35
Extra Patent, No. 1..... 3.35
Extra Patent, No. 2..... 3.60
Extra Patent, No. 3..... 2.40
Ladies' Pride, No. 1..... 3.35
Ladies' Pride, No. 2..... 2.60
Ladies' Pride, No. 3..... 2.40
Little Beauties 3.00
Ladies' Delight 2.80
Toy, 2 strings..... .90 1.35
Wisp, 2 strings . ..... .90 1.25

BRUSHES.

Per Doz.

Dust 2.00 12.00
Scrubbing . ..... .55 3.00
Dandy 1.50 5.75

Shoe Brushes.

No. 1, black tampico 1.10
No. 2, bristles 1.65
No. 3, white bristles 1.75
No 4, bristles 2.00
No. 5, white bristles 2.25
No. 6, horse hair 2.70
No. 7, bristles 3.90

Stove Brushes.

Per Doz.

No. 1, tampico, handles...90c-$1.10
No. 2, bristles, handles..... 1.85
No 3, tampico, handles..... 1.85
No. 4, bristles, handles..... 3.25

Ox Fibre Brushes.

Per Doz.

Scrub, T. & B., 9x2½ in face .80
Do Hub, 10x2¾ in face. 2.00
Do Magic, 7½x2 in face 1.10
Do Owl, 6½x1¼ in face .85
Do Cat, 10½x2½ in face 1.50
Do Rat, 8½x2½ in face 1.25
Do Mouse, 6¼x2½ in fa 1.00
Do Alligator, 10½x2¾ in face 2.25
Do Goose, 8¾x2¾ in fce 2.00
Do Duck, 6½x2¾ in fce 1.50
Stove, Hustler, 8½x2½ in face 2.25
Sink, Bell, 3¼x2½ in face 1.40
Sink, Gong, 4¾x3¾ in face 2.25
Horse, Pointer, 10x3¼ in face 3.00
Creamery, Jersey, 9x5 in face 3.25
Creamery, Holstein, 9½x5½ in face 3.50
Dust, Peacock, 10½x4 in face 3.25
Hand, Windsor, 4½x1¼ in face, per gross..... 6.00
Whitewash, Snowstorm, 9-in., per doz 2.00
Same, 8-in., per doz..... 1.75
Same, 7-in., per doz 1.50

CAN OPENERS.

Diamond per doz $0.75
Crown per doz 1.25
Safeguard per doz. 2.25

CARPET SWEEPERS.

Bissells, per doz 25.00 to 27.00
King, per doz 24.00

CHEESE SAFES.

Round No 1, 10-in $2.20
Round, No. 2, 22-in..... 2.25
Round No 3 24-in..... 3.50
Square, each 4.00

Clothes Line.

Hemp 40-foot, per doz.....$0.80
Hemp, 60-foot, per doz..... 1.25
Cotton, 40-foot, per doz..... .80
Cotton, 60-foot, per doz..... 1.20
Cotton, 75-foot, per doz..... 1.75
Manila, 40-foot, per doz .. 1.25
Manila 60-foot per doz ... 2.50
Sash Cord 50-foot, per doz ... 1 75
Sash Cord 80-foot per doz.... 3 00
Wire Cord 50 foot, per doz . 1.05
Wire Cord, 75-foot, per doz.. 1.60
Wire Cord, 100-foot, per doz.. 2.75

COLUMN 36.

Clothes Line Pullays.

Galv Iron, per doz . .. $0.50

CLOTHESPINS.

Common ; er bx of 5 gross .70
U. S. Patent Spring, per gr .60

COFFEE MILLS.

Enterprise Family, No 1 doz $2 50
Enterprise Family, No. 2, doz 3 50
Enterprise, counter, ea.. .5 50-$5.00

CORKS.

Wine, pt size, per M.....$4.75
Wine, qt size, per M..... 5.25

Demijohns.

Discounts: on 1, 2 and 3 gals. 30-10; on 4 and 5 gal. 30-10-5.

¼-gal.. doz..$3.25 2-gal., doz..$10.50
½-gal doz.. 4.50 3-gal., doz.. 13.50
1-gal.. doz.. 6.50 5-gal., doz.. 19.00

Dust Pans.

No. 1 Japan, doz..... .63
Covered, doz 1.25
Janitor, doz 2.25

Dusters.

China fancy colored, doz.... .80
Standard Turkey, No. 10, doz.. 1.60
Standard Turkey, No 12 doz . 2.10
Standard Turkey No. 14, doz.. 2 75
Standard Turkey, No. 16, doz.. 3.25
Standard Turkey, No 18, doz.. 3.75

DOOR MATS, COCOA.

	Per Doz.
Light, No. 1, 14x24.....	4.00
Do No. 2, 16x27.....	5.50
Do No. 3, 18x30.....	7.25
Do No. 4, 20x33.....	9.00
Medium No. 1, 14x25.....	5.25
Medium, No. 2, 16x27.....	6.75
Medium No. 3, 18x30.....	8.50
Medium, No. 4, 20x33.....	10 25
Extra, No. 2, 16x27.....	9.50
Extra, No. 3, 18x30.....	12.50
Extra, No. 4, 20x33.....	15.00
Extra, No. 5, 22x36.....	18 00
Keystone Steel Mats.....	

Faucets.

Cork lined, No. 1, doz.....$0.60
Cork lined, No. 2, doz..... .75
Cork lined, No. 3, doz..... .90
Cork lined, No. 4, doz..... 1.25
Cork lined, No. 5, doz..... 1.50
Molasses Gates $0.25
Self-Measuring Faucets, each. 3.00
Syrup Pumps (Ent'rprise), ea. 5.75
Syrup Pumps with auger, ea.. 6.00

Ironing Boards.

4-ft. per doz.. .... 4 20
4½-ft. per doz..... 4.75
5-ft., per doz 5.25
5½-ft . per doz 5.75

LAMP CHIMNEYS.

XX Eureka Grade.
Eureka Crimp Top in Cartons.

	Per Doz.
No. O or E, 6 doz. in case	.75
No. 1 or A, 6 doz. in case	.75
No. 2 or B, 6 doz. in case.	.95

Eureka Electric.
In Cartons.

No. 2, 6 doz in case, per doz..1.00

Lantern Globes. per doz.
Packed 5 doz. in case..... .70

Eureka Rochester.

	Per Doz.
No. 1, 6 doz. in case.....	.85
No. 2, 6 doz. in case.....	1.05
No. 3, 6 doz. in case.....	2.10

Macbeath Pearl Top.

No. 1 or A, 6 doz. in case. .85
No. 2 or B, 6 doz. in case. 1.05

La Bastie.
Heaviest and best in market.

	Per Doz.
No. A, plain bulk, 6 doz. in case	1.20
No B, plain bulk, 6 doz in case	1.50
No. A, crimp bulk, 6 doz. in case	1.30
No. B, crimp bulk, 6 doz. in case	1.60

Common Chimney.

	Per Doz.
No 0 or E, 6 doz. in case.	.40
No. 1 or A, 6 doz. in case..	.45
No. 2 or B, 6 doz. in case.	.65

Common Rochester.

No. 1, 6 doz. in case..... .30
No. 2, 6 doz. in case..... .90
No. 3, 3 doz. in case..... 2.00

Lamp Burners.

0 or E, per doz.....$0.50
1 or A, per doz..... 60
2 or B, per doz..4..... 75
(Blaze fits 13 collar, takes E wick)
Solar Burner, doz 1.50

LEMON SQUEEZERS.

Ball, per doz $0.30
Glass, No. 1, per doz..... 50
Glass No. 2 (for oranges) doz 85

MOPS AND HANDLES.

	Per Doz
8-lb Mops . .....1.20 and 1.75	
12-lb Mops . ..... 1 60 and 2.20	
Patent Mop Handles	1.00
Plain Mop Handles	.90

PAILS.

	Per Doz.
Wood, painted, 3 hoops...	2.25
Wood, varnished, 3 hoops	2.25
White Cedar, 3 galv hoops	2.75
Fiber	3.50
Galvanized 10 quarts	1.75
Galvanized 12 quarts	2.05
Galvanized 14 quarts	2 25

SHELF PAPER.

	Per gross.
Narrow, assorted colors.	.12
Wide, assorted colors....	.35

COLUMN 37.

TUBS.

White Cedar—No. 0, 13.00; No. 1, 10.50; No. 2, 9.00; No. 3, 8 00
Painted or varnished—No. 0, 11.40; No. 1, 9.60; No. 2, 8.40; No. 3, 7.20.
Fiber—No. 0, 13.00; No. 1, 14.50; No. 2, 12.50; No. 3, 11.00.
Galvanized—No. 1, 5.50; No. 2, 6 20 No 3 7 20

WASHBOARDS.

	Per Doz.
California, regular size.....	2 10
California, small	.90
Stag	2.75
Bronze	3.50
Good Enough	2.25
Anchor, single	1.90
Nameless	2.25
Peerless, double	3.50
North Star	3.50
North Star, protector....	4.00
Crystal Glass	4.00
Misses	1.50
Toy	.90

WICKING.

	Grs.
Lamp, 0 or E, ⅝-in.....$0.30	
Lamp, 1 or A, ⅞-in.....	.40
Lamp, 2 or B, 1-in.....	.60
Lamp, 3 or D, 1½-in.....	.80
No. 1 Rochester	2.00
No. 2 Rochester	2.75
No. 3, Mammoth	9.25
Junior Rochester	1.50
Stoves, 3-in	1.80
Stoves, 3½-in.	2.25
Stoves, 4-in	2.50
Stoves, 4½-in	2.90
Stoves, 5-in	3.50

WRINGERS.
Wood Frame Novelty.

Two top screws; iron tub clamps.

	Per Doz.
No 350, 10x1¾ in	30.00
No. 351, 11x1¾ in	36.00
No. 352, 12x1¾ in	42.00

One top screw; wooden top clamps.

No. 360, 10x1¾ in.....	31.00
No. 361, 11x1¾ in.....	36.00
No. 362, 12x1¾ in.....	42.00

Ball Bearing.

No. 380, 10x1¾ in.....	46.00

MISCELLANEOUS.

Barrels, paper, 100-lbs, ea. .80
Barrels, pa., 50 lbs ea..... .65
Barrel Covers, 17-in. (flour barrel size), per doz..... 1.80
Barrel Covers, 21-in (sugar barrel size), per doz. 2.70
Basins, fiber, 12-in., pr dz. 2.25
Basins, fiber, 1½-in., per doz. 2.50
Brownies, per doz... .75 1.00 1.25
Butter Ladles, plain, doz.... 45
Butter Ladles clays, doz 85
Butter Spades, doz 40
Dishes, oval 1, 2 and 3-lb, per 1,000.....2.20, 2.30, 2 90
Dishes, wire end..... .....1.35, 1.80, 2.35, 2.85, 3.25
Egg Beaters, Dover..... 1.00
Lemon Squeezers, fiber, dz 1.25
Measures, fiber, 4 pcs..... 1.25
(Set pt., qt., ½ gal and funnel)
Lanterns, O Tubular, doz. 5.00
Lanterns, candle, frame, only doz. 1.00
Lantern Candle, with chimney, doz. 1.75
Lantern globes, in bbls. 70@95
Mouse Traps, 1 to 6 holes, doz., 6 holes..... .60
Traps, mouse, "Does-it-easy," doz. 25
Traps, rat, "Blizzard," doz.... 1.25
Nest Eggs, per doz..... 20
Oil Cans, 1 gal., cush., per doz 1 50-4.50
Oil Cans, 1 gal., galvanized Iron 2.00
Oil Cans, 5 gal., galvanized iron 6.00
Potato Mashers, per doz. 45@75
Rolling Pins, per doz. 1.20 and 1.45
Spoons, wooden...30c, 37c .65
Step Ladders, each per ft ....17 .40
Tacks, steel, asstd, 2-oz, doz... 25
Tacks, Common, 2 oz., doz.. 10
Tapers, gas, 30/17-in. stgs. doz 65
Tobacco Cutters, standard, ea 80
Toothpicks, per case, 110 box 2.25
Twine Holders, hanging, doz 2.00
Twine Holder, counter, doz.. 3.10
Spittoons, fiber, 13-inch... 6.00
Spittoons, fiber, 12-inch.. 4.75
Spittoons, fiber, 9-inch... 4.00
Whips 90
Window Screens, 12-in., doz.. 1.60
Window Screens, 18-in., doz.. 2.20
Window Screens, 24-in., doz.. 2 64

STATIONERY.

Blank Books.

Counter, 48-leaf . .....$	50
Counter, 92-leaf	75
Cap, Day & Ledger, per 100 pp . . .. 10@	40
Full bound . ..... 50@	75

Writing Paper.

	Ream.
Commercial Note, 5lb....	45@ 75
Commercial Note, 6lb...	50@ 90
Letter, 10 lb. ex	90@1 50
Cap, 12 lb, ex.....	1.00@1.50

COLUMN 38.

Envelopes.

	Per M
XX, 5-in.	1.00@1.50
XX, 6-in.	1.10@1.60
XXX, 10-in.	2.80
XX, 4-in., Baronial, cream or white	1.40@1.80
XX, 5-in., Baronial cream or white.....	1.60@2.00

Inks.

Scott & Gilbert Co.,
Manufacturers,
214-216 Mission Street, San Francisco

SUNSET BLUE BLACK



	gross
Cones, 3 dozen case	$4.50
2 oz. round studs 3 dz..	4 50
	doz.
4 oz. round studs, 3 dz.	75
½ pints, 2 doz case..	1 25
Pints, 2 doz. in case	2 00
Quarts, 1 doz. in case	3 50
	gal.
5 gallon kegs	70
10 gallon kegs .	60
Barrels	50
Assorted colors.	doz.
1 oz, stands, any color	50
2 oz. stands, any color	75

BLACKSTONE MFG. CO.
1960 Howard St., S. F., Cal.



	Gross
Cones, 3 doz to cs.....	$3.75
2-oz., Rnd Cylndr, 3 doz to cs..	3.90
3-oz., Rnd Cylndr, 3 doz to cs..	5.75
4-oz., Rnd Cylndr, 3 doz to cs..	6.50
	Doz.
8-oz., Rnd Cylndr, 2 doz to cs..	1.15
16-oz., Rnd Cylndr, 1 doz to cs.	2.00
Full qts., Rnd Cylndr, 1 doz to cs	3.75

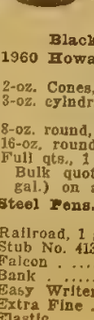
Above prices are for Jet Black, Blue Black, Green, Blue, Violet and Carmine Inks.
(Copying Inks 10 per cent additional.)

Miscellaneous.

Carter's or Sanford blk cylinder, gross	4.50
Sanford's, 4 oz., black cylinders, doz..	60
Sanford's ½ pt, doz.....	1.75@2 00
Sanford's pts, doz	3.00@4.50
Sanford's qts., doz.	5.00@7.50

Lead Pencils.

	Gross.
Plain cedar	60
Black polished	1.10
Cedar, rubber tip	1.00
Red polished, metal rubber tip	1.50@3.50
Carpenters'	1.75@2.25
Eagle Automatic, doz..	85@2.00
doz.	40@1.80



Mucilage

Scott & Gilbert Company
Mnfrs., 214-216 Mission St
San Francisco, Cal.

SUNSET EXTRA MPAVY

	doz.
2 oz. cones, 3 doz. cs.	37½
3 oz. cones, 3 doz. cs.	75
½ pints, 1 doz. case	2 00
Pints, 1 doz. in case	3 50
Quarts, 1 doz. in case	7 00
Gallons, ½ doz. ca	20 00

Blackstone Mfg. Co.
1960 Howard St. S. F., Cal.

	Gross.
2-oz. Cones, 3 doz. to cs.....	$4.00
3-oz. cylndrs, 3 doz to cs.....	5.75
	Doz.
8-oz. round, 2 doz to cs.....	1.75
16-oz. round, 1 doz. to cs.....	3.00
Full qts., 1 doz. to cs.....	5.00

Bulk quotations (5, 10 and 30-gal.) on application.

Steel Pens.

	per gr. Gross.
Railroad, 1 gross in box.....$0.40	
Stub No. 413	40
Falcon	40
Bank	40
Easy Writer	50
Extra Fine	45
Elastic	45
Railroad Stub	40
Ladies' Falcon	40
School	40
Spencerian No. 1	85
Gillotts No. 404	50
Gillotts No. 303	1.00

COLUMN 39.

Department 22.

TOBACCO, CIGARS, SMOKERS' SUPPLIES, ETC.

AMERICAN TOBACCO CO.

Plug Tobacco.

Battle Ax, 16 oz, 3x12, 6 cuts, 12, 24 lb	39
Big Gun, 8 lb. butts, also 16 lb. butts, 16 oz., 3x12, 6 cuts.....	.44
Brandywine 4 to lb., 2½x9, 3 cuts, 4 and 8 lb	46
Bulldog, 16 oz. 3x12, 12 lb....	47
" 6 to lb., 1x6, 20 lb .	50
Burr Oak, 16 oz., 3 x 12 emb., 6 and 12 lb.	43
Climax, 16 oz, 2x12, 6 cuts, 6, 12 and 24 lb	45
Climax, 7 oz, 2x12, R & R 6 cuts, 7, 10½ and 21 lb.	48
Climax, 7 oz, 3x12, thin, 7 and 14 lb	48
Climax, 6 to lb, 2x3, Twin 4s. 4 lb boxes	50
Climax, 14 to lb, 1x3, Figs 4 lb boxes	54
Cross Bow, 14 oz, 3x12, 4 cuts 14 lb	38
Drummond Nat., 5½ oz. 3x12, 3 cuts, 5, 8, and 12 lb	63
Five Brothers, 4 oz, 3x6, 2 cuts, 4 and 8 lb.....	65
Gold Rope 7 to lb. 3, 6, 12 lb. ..	56
Gold Rope 14 to lb. 4, 8 lb ...	58
Good Luck, 3x6, 10 lb.	45
Granger Twist, 12 and 15 lb pails	45
Horse Shoe, 16 oz, 3x12, 6 cuts, 8, 12 and 24 lb	44
J. T., 7 oz, R & R, 2x6, 2 cuts, 10½ and 21 lb	39
J. T., 7 oz, Smo. 2x6, 2 cuts, 10½ and 21 lb	39
J. T., 14 oz, Smo. 3x12, 4 cuts, 10½ and 21 lb. .. R & R .	39
Newsboy, 48 plugs to 10 lbs. 2½x4½, 10, 15 and 25 lb.....	40
Nobby Spun Roll, 7 to lb, 1½x8½, 3, 6 and 12 lb..... .	57
Old Honesty, 15 oz, 3x12, 6 cuts, 8½, 15 and 30 lb	44
Old Kentucky, 6 to lb, R. & R., 8, 16½ and 25 lb...	48
Old Peach and Honey, 6 to lb 8 lb. butts	48
Out of Sight, 12 butts, 12 oz., 3x12, 3 cuts.....	35
Piper Heidsieck, 5½ oz, 2½x8, 3 cuts, 4, 7, 14 lb	69
Red Cross, 16 oz 3x12, 4 cuts 12 and 24 butts	33
Red Ribbon Twist, 10 to lb, 6 inch, 8 lb packs, 16 lb. ½ bus	40
Saw Log, 16 oz, 2x12, 6 cuts, 24 lb.....	46
Saw Log, 32 oz, 8x12, 12 cuts, 32 and 48 lb	46
Something Good, 5½ to lb, 2x4 9, 18 lb.....	45
Spear Head 16 oz, 2x12, 6 cuts, 6, 15 and 30 lb.	45
Spear Head, 7 oz, 2x12, 6 cuts, 7, 10½ and 21 lb	48
Standard Navy, 14 oz, 3x12, 4 cuts, 14 and 28 lb.	38
Star, 16 oz, 3x12, 6 cuts, 12, 24 and 52 lb	45
Weissinger's Special, 5 1-3 oz., 3 x 12 emb, 2, 6, 12 lb.	63
W. N. T. Nat. Leaf, 6 and 12 lbs., bxs., 5½ ozs., 3x12....	57

Smoking Tobacco.

(5-lb Cartons, 25 and 30-lb cases.)

Seal of N. C., 1⅞ oz, foil.....$0.68	
Seal of N. C., 3½ oz, foil.....	.62
Seal of N. C., 8 oz, foil.....	.59
Seal of N. C., 16 oz, foil.....	.59
Old Gold, 1⅞ oz, foil or pouch	.70
Old English curve cut, 1⅞ oz	.74
Old English curve cut, 3½ oz (In curved tins.)	.74
Pedro, 2½ oz, foil.....	.49
Pedro, 2½ oz, pouch.....	.51
Pedro, 2½ oz, assorted.....	.50
Pedro, 16 oz, tin canisters....	.52
Dixie Queen, 1⅞ oz, foil.....	.40
Dixie Queen, 16 oz, tin canisters, 6-lb cartons, 24-lb cas	.43
Duke's Mixture, 1⅞-oz sack..	39
Arlington, 1¾ oz, foil.....	.65
Cross Cut, 1⅞ oz, foil.....	.60
Duke's Cameo, 1⅞ oz.....	.42
Duke's Cameo, 2½ oz, foil....	.45
Melrose, 1⅞ oz, foil.....	.65
Fragrant Vanity Fair, 1⅞ oz, foil	.95
Red Indian Plug Cut, 1⅞ oz and 3½ oz, foil.....	.42
Red Indian Plug Cut, 16-oz pails	.44
Fashion, 1⅞ oz	.41
Fashion, 16-oz pails.....	.44
Bull Durham, 1 oz.....	.65
Bull Durham, 1⅞ oz.....	.65
Bull Durham, 3½ oz.....	.60
Bull Durham, 8 oz.....	.58
Bull Durham, 16 oz.....	.58
Pick Leaf, gran, 1 oz, 25-lb cs	.90
Corn Cake, gran, 1-lb bags, 25-lb cases, per lb.....	.28
Boko Plug Cut, 1⅞ oz.....	.48
Red Bell, 1⅞ oz.....	.42

COLUMN 40.

Red Bell, 16-oz pails.....	.48
Oriental Mixture, 3½-oz tin..	1.00
Imperial Mixture, 3½-oz tin.	1.20
Plum, 1⅞ oz, foil.....	.62
Three Kings Mixture, 3½-oz tins	1.35
Monte Cristo Mixture, 3½-oz tins	1.50
Yale Mixture, 1-oz tin.....	1.35
Yale Mixture, 1⅞-oz tin.....	1.60
Yale Mixture, 3½-oz tin.....	1.55
Honey Dip Twist, 10 to lb....	.46
Master Workman, 10-oz plug, smoking	.46
Old Virginia Plug, smoking, 5 oz, 10½ lb., 6x6.....	.42

Fine Cut Chewing.

Hiawatha, 1 oz.....	.59
Hiawatha, 10-lb bulk, bright or dark	.59
Hiawatha, b'ght or d'k, 1-lb tins, 5-lb. pails	.58
Sweet Cuba, b'ght or d'k, 1-lb tins, 5-lb. pails	.46

Cigarettes.

Fragrant Vanity Fair $4 08	
Duke's Cameo	4.08
Sweet Caporal	4.08
Virginia Brights	4 08
Old Dominion	3 98
Pets (foil packages).....	6.52
Richmond Straight Cuts.....	6.62
Turkish Trophies	7.75
Egyptian Deities, No. 1, 10s...	21.50
Egyptian Deities, No. 2, 10s	$18.36, 19.33
Mogul	11.22

Cheroots, Etc.

Vaporettes in tin foil, 5 for 10	14.00
Old Virginia Cheroots, 5's....	14 00
Jumbo Stogies, 100 in carton	12 50
Between the Acts Little Cigars, 10's, tin and paper...	8 50
Bengal Little Cigars, 10's....	7.50
Royal Bengal, 10 in pkg.....	12.00
Van Bibber Little Cigars....	17.50
Sub Rosa Cigarros, 10s, per 1,000	4.10
Florodora	12.50

Cigarette Papers.

Vanity Fair, 50 pkgs in box..	1 05
Wheat Straw, 50 pkgs in box.	1 25
Wheat Straw, 100 pkgs in box	2.50
Wild Oats, 40 pkgs in box....	.80
Red Seal 50 pkgs in box	25
Corn Husk, 50 pkgs in box...	1.15
Corn Husk, 100 pkgs in box..	2.30
Interlock, 50	1 15
" 100	2.25

THE KILSON CO.

Hoffmann House Little Cigars, 10 in package, 250 in carton	$7.50
Hoffmann House Mammums, 10 package, 100 in carton 12 00	
Hoffmann House Petit Duc, 10 in package, 100 in cart'n 15 00	
Hoffmann House Cavaliers, 10 in package, 100 in cart'n.18.50	

J. R. PACE TOBACCO CO.

Scroll Tag, twist, 6 to lb....	.66
Scroll Tag, 10 oz.....	.66
Mastiff Plug Cut, 1⅞ oz.....	.67½
Mastiff Plug Cut, 3½ oz.....	.65½
Mastiff Plug Cut, 10 oz.....	.52

AMERICAN SNUFF CO.

French Rappee, 1¾ oz, pr dz.	.96
French Rappee, 3½ oz, pr dz.	1.80
French Rappee, 16-oz jars, per lb	.65
Maccaboy, 1⅞ oz, per doz....	.96
Maccaboy, 3½ oz, per doz....	1.80
Maccaboy, 16-oz jars, per lb.	.60
Irish High Toast, 16-oz. jars, per lb	.57
Scotch Lillenthal's, in bladders	.60

CIGARS.

Porto Rico Cigar Co.

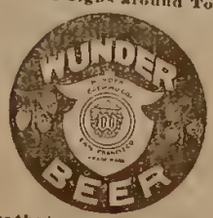
El Primero, Forziane Porto Rico	30.00
El Manifesto, Invincible Roosevelt Porto Rico 87.50	

PIPES.

	Per Doz.
Cobs, Hot Shot, 3 doz.....$0.25	
Cobs, Gem, 3 doz.....	.25
Cobs, No. 3, 3 doz.....	.50
Brier, W. P. & Co., Assorted, 3 doz	2.00
Brier, Display Stands, 1 doz...	2.00
Brier, Showcase Assortment, 3 doz	6.00
Pipe Mounts, 1 doz.....	.75
Cherry Stems, 2½x6 in.....	2.00
Cherry Stems, 2d 2½x6 in.....	.85
Clay Pipes, T. D., 1½ gross per box	1.25
	Per Box.
Clay Pipes, Woodstock, 1½ gr., per box	1.25
Uncle Sam Cob Pipe, 3 doz box	1.00
Eclipse Patent Cob Pipe, 3 doz. box	2.25
Climax Cob Pipe, 3 doz. box...	2.25
Jewel Cob Pipe, 3 doz. box....	.90
Dewey Cob Pipe, 3 doz. box...	2.50
No. 15 Cob Pipes, 1 doz box....	2.00

LASH'S
KIDNEY & LIVER
BITTERS
CURES DYSPEPSIA.

HAVE YOU NOTICED
all these Signs around Town?



It shows that most of the Grocers keep what people ask for—WUNDER BEER If YOU don't, wake up phone to our bottling works and they will send their man to see you.

Phone South 1098

Ahrens, Pein & Bullwinkel
WHOLESALE
Liquor Merchants
620 Post St., bet. Taylor & Jones
Sole Proprietors



Royal Stag Bourbon and Rye.
Old Pal Kentucky Bourbon.
Celebrated Chief Tonic.
Hiawatha Bitters.
Chief Bitters.
Diamond Star Rye and Bourbon.
Tiliawood Bourbon.
Importers
Slater V. O. Scotch Whiskey, Scotland.
Thorpe & Co.
Mermaid Old Tom Gin, London.
P. Van der Kamp
Fine Old Wood Cock Gin, Holland.
Maurailla Freres Cognac, France.

MONEY-WEIGHT SCALES
Pay for themselves in Less than a Year.
Sold on Easy Monthly Payments
PIERCE & CO.
Flood Bldg. (8th Floor) Market & Powell



J. F. Cutter Whiskey
IS THE BEST SELLER FOR THE RETAILER ON THE MARKET
E. Martin & Co.
Sole Agents
51 FIRST STREET
San Francisco

ASSOCIATION DIRECTORY

NATIONAL ASSOCIATION RETAIL GROCERS of the UNITED STATES.

Organized August 31, 1893.

President
John A. Green.....Cleveland, O.
Vice President
L. F. Padberg .....St. Louis, Mo.
Treasurer
Henry W. Schwab.....Milwaukee, Wis.
Secretary
Fred Mason.....St. Paul, Minn.
Directors
C. J. Kramer, Little Rock, Ark.; Wm. Gray, Brooklyn, N. Y.; W. J. Galligan, Loveland, Colo.

PACIFIC COAST RETAIL GROCERS' ASSOCIATION.

President
F. B. Faucher.....Sacramento, Cal.
First Vice President
J. R. Newberry.....Los Angeles, Cal
Second Vice President
F. Dresser .....Portland, Ore.
Third Vice President
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Treasurer
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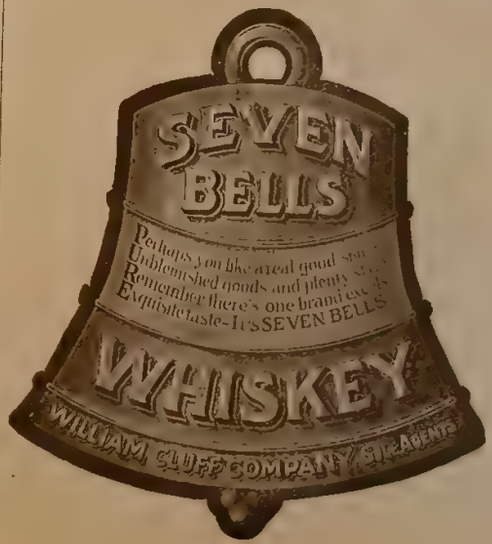
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CODFISH FLEET ARRIVING.

Two vessels of the codfish fleet arrived from the Okhotsk sea last Wednesday. They brought 175,000 fish and 208,000 fish respectively. On August 24th, they spoke the "City of Papeete" with 150,000 fish. The schooner "John D. Spreckels" started from the fishing grounds for San Francisco on August 27th and is expected daily.



WILLIAM CLUFF COMPANY
WHOLESALE GROCERS
SOLE AGENTS
SAN FRANCISCO CAL.

Grocery Markets.

Commercial Outlook of the Western World as shown by Present Conditions.

Office of the ADVOCATE.
Thursday Afternoon.

ADVANCES.

Solid pack tomatoes, 3s to $1.05; 3s with chili to $1.10.
Limburger cheese, to 15 cents.
Standard peas, gal. to $4.75.
Lestic salt, bales, per bale, to $1.75.
Extra selected Holland herring, mixed, keg, to $1.10; Milchner, to $1.20.
Turpentine cases of 2-5's, to 88 cents; in barrels, to 82 cents.
Fancy evaporated apples, 50-lb. boxes to 9 cents; extra choice, to 8½ cents; choice, to 8 cents.

DECLINES.

Small white beans, to $3.70; pink, to $2.55; lima, to $3.85; bayo, to $3.75.
Norwegian bloater, 200 bbl. 120-130 fish, to $44; ½ bbl. 60-65 fish, to $28; No 1, 200-lb. bbl 150-160 fish, to $34; ½ bbl 75-80 fish to $18; No. 2, 200-lb. bbl. 220-240 fish, to $30; ½ bbl. 110-120 fish, to $16; No. 3, 300-350 fish, to $22; ½ bbl. to $12.

NEW IN MARKET.

Citron, 25-lb. boxes, at 13¾ cents; 10-lb. boxes, at 13¾ cents.
Lemon peel, 25-lb. boxes, at 11½ cents; 10-lb. boxes, at 11½ cents.
Orange peel, 25-lb. boxes, at 11 cents; 10-lb. boxes, at 11½ cents.

SCARCE IN MARKET.

Dunbar shrimp, small.
Smiths' curry.
Palo Alto peas, gal.
Mason's russet polish.

AGAIN IN STOCK.

Black Jack Stove Polish, at 80 cents.

WITHDRAWN.

Babbitt soap, deal.
Golden Star catsup, deal.

SUGAR.

Locally there has been no change. The market is quiet.

New York, Oct. 3rd—Raws are steadier. 1,000 tons Cuban sugar afloat, nearby sold today at 3⅝ cents 96-degree test.

Last Saturday raws sold on a basis of 3 11-16 cents. On Monday the market for raws opened weak, seller's basis 3.56 cents. Steadier on Tuesday. Refined is in limited demand. There was a decline of 20 points by Arbuckle on Thursday, Sept. 28th. On Saturday, Sept. 30th the American and Howell refineries reduced refined 10 points to basis of 4.70 cents net, less 1 per cent for cash. There have been no changes since.

New York, Sept. 26th—M. G. Wanzor reports:

"There have been sales of raw during this week at 3¾ and 3⅝ cents. Although prices are little lower than last week, the tone of the market has improved preceptibly. This is the result of a better feeling in Europe. If the higher prices shown by the Europeans can be maintained the American market will not remain long irresponsive."

COFFEE.

The Lewin-Meyer Co. say:

"The Eastern market has firmed considerably in the past few days, and locally there are larger enquiries than for some time.

"Europe is outbidding this country in the Salvador market, paying a price that would make it cost more laid down in San Francisco than it is selling for here.

"If Europe continues buying at present prices there will be an advance in San Francisco prices on Salvador coffees."

Honolulu, H. T., Sept. 22nd—There have been frequent rains in Kona which have done much damage to the coffee crop.

New York, Sept. 23rd—Henry Nordlinger & Co. report:

"An exhaustive statement published this week by the Bureau of Commerce and Labor at Washington, D. C., quoats statistics that a duty of 3 or 4 cents per pound would be of great benefit to the United States possessions besides bringing a revenue of nearly $38,000,000 in the United States Treasury without curtailing consumption. It remains to be seen whether Congress will pass such a measure. In the meantime buyers through the country will do well to protect themselves in the way of carrying larger stocks. Ruling prices are not high considering the improved statistical position of the article."

TEA.

New York, Sept. 26th—John B. Brown & Co. report.

Congous—Last mail advices from Shanghai report a smaller business as the prices demanded by the natives are too high to warrant shipments to the United States except at apparent losses.

Pingsueys—Prices hold firm at last week's quotations which were an advance of 1 to 2 Taels for good chops. Late arrivals of second crop are rather poor in quality but still are meeting with favorable attention.

Fychows—Finest Fong Mees and Chun Mees are selling at full rates.

Country Teas—First Young Hysons and First Imperials will be scarce and the quality of these grades will be interior. We still predict a shortage for the season to be 25 to 30 per cent compared with last year's average exports.

Indias and Ceylons—The general average of Assams and Darjeelings which are offered show exceptionally fine quality but the prices are extreme. The choicest liquoring tippy teas are held at $1.65 to $3.00 per pound.

Formosas—An active business is reported; prices for grades fully up to superior and below have advanced and very little tea can be secured under 16 cents cost and freight.

Japans—There is but a limited offering of desirable stock. Low grade teas will cost on an average at least 5 cents per pound, higher than the same grades sold at last year.

RICE.

M. Phillips & Co. say:

"**Jap Rice**—The mills in the South have put up their prices another ⅛ and some of the mills have withdrawn from the market owing to the wet weather during harvesting. It looks now and we can almost say without doubt, 'Look out for extreme prices on every grade of rice during the season of 1905 and 1906. We consider that money put into rice at present prices will be the best investment of any staple on the market.

"**Fancy Head Rice**—The jobbers and dealers are selling in ten bag lots for less money than they can lay the goods down in car load lots. Our advise is to buy, not only for your immediate wants but what you will need for the next six months."

New York, Sept. 26th—Dan Talmage's Sons Co. report:

"Prices are strong, and recent arrivals are held at quite an advance over previous range of values. Receipts are light and mostly sold to arrive. Offerings of Old Crop have been rapidly reduced, so that at present writing, stock of all kinds are at a minimum point probably less than at any equal period past decade.

"At New Orleans, active conditions prevail, and under stimulus of free enquiry values are well sustained at trifle advanced figures. Receipts of rough are forty per cent less, and sales of cleaned about ten per cent more than at equal date last season."

Charlestown, S. C., Sept. 25th—Samuel G. Stoney, reports:

"Crops will turn out much below the estimates made on September 1st. Some planters claim that there will be 10 to 15 per cent less than what they had every reason to expect during the cutting of the rice. This condition, together with the very small acreage, will reduce the supply of Carolina rice to the lowest point we have had for many years. The quality of the rice is very high. The grain seems to be well graded and makes attractive samples."

CANNED FRUITS.

The market in all canned fruits is firmly established. Those who have bought futures this year will be able to sell at a profit. Pears have firmed noticeably during the week. Prices have been withdrawn on 3-lb. extra apricots, 2-lb. extra apricots have been advanced 20 cents. 2½-lb. lemon cling peaches have been advanced to $2 per dozen which is 15 cents over opening prices. Prices are withdrawn on water and gallon pie peaches. The practical failure of the Baltimore peach crop has helped to strength the California market materially.

CANNED TOMATOES.

The market, locally is very strong and is firming.

New York, Oct. 3rd—Many rejections are being made on account of quality, the market is unsettled with offerings of standard 3's at 90 and 92½ cents.

Ogden, Utah, Sept. 27th—Manager Pierce of the Utah Canning Company, says:

"Last week's frosts caused $15,000 damage to tomatoes. The crop promised about 20 per cent of the normal. This cold spell has ruined half the vegetables left on the vines. The canners of Weber Company usually put up 300,000 cases. This years' pack was estimated at 30,000. Because of the frosts it will probably not be more than 5,000."

Ridgeville, Del., Sept. 22nd—H. B. Cannon reports:

"The weather is entirely too wet for tomatoes. The pack practically ends this week. During the first four days of this week I was able to run only 8 hours with one of my three lines of machinery. Tomatoes must go higher."

Aberdeen, Md. Sept. 23rd—Strasbaugh, Silver & Co. report:

"While some of the packing houses will not close for a week yet, circumstances indicate that there will be only a half pack on the peninsula of Maryland and Delaware which is the greatest tomato producing section of the United States. A few canneries that were able to get fruit at moderate figures are establishing prices on general quotations. Although round lots are difficult to secure and considerable buying would soon force all prices above

THE DEMAND FOR
Malta-Vita



The quality of Malta-Vita explains its rapidly increasing sales. Malta-Vita doesn't belong to the **tasteless** variety of flaked wheat foods. It's good to eat and the public is finding this out. Malta-Vita's crisp brown flakes are healthful, too.

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U. S. Government Inspected.
For Quality, Unsurpassed.

WESTERN MEAT COMPANY

SAN FRANCISCO, U. S. A.

$1.00. There is a decided scarcity of strictly standard tomatoes since many packers are seeking to secure quantity by filling the tins with water while branding them as standards. This practise will, of course, prove detrimental not only to the interest of the dishonest packers but to the industry as a whole."

Bel Air, Md., Sept. 22nd—Finney & Robinson report:

"We had two very severe rains recently causing the tomatoes to rot on the vines. An order for 10,000 cases of Standard 3's at 90 has only been partly filled, as only 2 or 3 cars could be bought at that price. When the buying once starts in, we think tomatoes will sell freely at over $1.00.

Princess Anne, Md., Sept. 23rd—C. M. Dashiell reports:

"The tomato season of 1905 has been unprecedented. The packing is practically over although no frosts have come yet to kill the vines. It seems to be admitted that there will not be enough tomatoes to go around.'

Newport, Tenn., Sept. 19th—Stokely Bros & Co report:

"The tomato pack this year was no more than half the average crop."

New York, Sept. 22nd—The crop this year will be far below the average of the last three years which was 5,500,000 cases. In Virginia, a packer who in 1901 put up about 35,000 cases from 500 acres, this year will put up about 17,500 from 625 acres. One section of Virginia which ordinarily packs about 400,000 will this year pack only 50,000.

CANNED CORN.

Baltimore, Sept. 22nd—The "Trade" reports:

"There will probably be a fair average pack of corn as far as quantity is concerned. The indications are for steady prices during the fall and winter at present quotations. The spot market is steady and there is no interest as all buyers seem well supplied.'

RAISINS.

The 1905 crop of raisins is estimated by some authorities to be about 35 000 tons. The 1904 crop was 50,000 tons of which 20,000 was very poor stock used largely in manufacturing and there was a carry over of about 30,000 tons from 1903. This means that the 1905 crop is about one third of last seasons supply and will have to cover the requirements until October of next year without any carry over to help.

Fresno, Sept. 29th—One of the outside packing concerns is said to be offering fancy seed 1905 crop at 6¾ cents, f. o. b. Fresno.

New York, Sept. 28th—The sale is reported of a car of outside fancy seeded 1905 at 7 cents Coast.

Fresno, Sept. 27th—Nearly all the first crop raisins are dried and stacked. Many of them are already in the packing houses.

PRUNES.

New York, Oct. 3rd—Santa Clara 40's are being offered at 3¼ cents, Coast basis and sales have been made of outside 40's, 50's and 60's on a 3 cent basis. Offerings are made of Santa Clara 40's to 90's at a 3½-3¾ cent Coast basis. Supply of spot fruit is limited.

New York, Sept. 25th—Courtney C. Hauck, a prominent fruit broker of New York, in an interview with the "Commercial" today says:

"One of the remarkable features of the prune situation in California is that even at this early date, crops are practically out of growers' hands. Good authorities estimate only about 300 cars left in first hands of which all but 20 per cent is controlled by packers. The growers expect 4 cents, 4-sizes bag basis, for what they have left. An order sent out to the Coast for 10 cars of 40-50's would cause an advance of ½ cent. There are very few small sizes and 30-40's are scarce."

Santa Rosa, Sept. 28th—The quality of this year's prune crop is very fine. Several cars have been shipped to Philadelphia for trans-shipment to France, England, Germany and other European countries.

DRIED APPLES.

Lockport, N. Y., Sept. 22nd—W. E. Shaeffer reports:

"The local market in exaporated apples is higher than the New York market. The farmers are selling their fruit green for immediate consumption and only the off quantity fruit will be used for drying. The large exaporators have given up all hope of satisfying demands this season. The output will not be more than 25 per cent of last seasons. It would not be at all surprising to see 10 cent apples for November delivery."

Sodus Center, N. Y., Sept. 25th—E. B. Mather reports:

"Putting speculation aside, the present prices of evaporated apples are low as against the prices at which green apples are being bought and sold."

New York, Sept. 26th—Delmarle Bros report:

"No offers of dried apples are coming in from the country to sell. In fact, dealers show more inclination to buy. Dealers in the country are expecting dried apples to sell for 8 cents and over."

PEACHES AND APRICOTS.

New York, Sept. 30th—Spot peaches and apricots are scarce. Choice Crawfords, 50-lb. boxes, are quoted at 8½ cents Coast and choice Royal Cots at 8¼ cents.

WALNUTS.

J. K. Armsby Co. report:

"California nuts are practically out of first hands. Buyers confirmed orders readily at opening prices and, as the crop was light, there was very active buyings."

New York, Oct. 3rd—Cables announce further slight advance abroad on French walnuts. California walnuts are active and strong.

Santa Ana, Sept. 28th—J. A. Montgomery, Secretary of the Southern California Walnut Growers' Association reports:

"A market could be found for twice the present output at prevailing prices. The Southern California output for this season has almost entirely been sold. Our Association represents 25,000 acres of walnut groves. They shipped 506 cars last year. The crop this year will be about 75 cars less. The prices are 1 cent above last years' prices. Present weather conditions are favorable to a good crop of clean nuts."

ALMONDS.

New York, Oct. 3rd—The market is quiet and steady.

Yuba City, Sept. 27th—The Association of Almond Growers have apparently become tired of "holding the umbrella" for the smart "outside growers" who refuse to enter the Association and sell their crop at a shade less than the price the Association makes. The outside growers this year made contracts with their buyers to sell at a price to be fixed later by the Association. The Association, instead of fixing prices, however, shipped their almonds to selling agents in the East making private contracts with each agent to sell the almonds without making the price and terms of the contract public. There are numerous Associations in California and a movement is now on foot towards consolidating them under one head as the Walnut Growers' of Southern California are consolidated.

HONEY.

Bishop, Cal., Sept. 27th—The Bee Keepers' Association at a recent meeting sold the entire crop of honey at 9 cents per pound, delivered at the Valley Railroad Depot. The price holds for all acceptable goods whether first or second class. The crop is very short, being estimated at about 60 tons.

Denver, Colo., Sept. 19th—The Colorado Honey Producers' Association says:

"The Colorado crop will not be more than what is needed for home consumption. We will probably not have a carload to ship out of the state."

BEANS.

Ventura, Sept. 28th—The bean harvest is in full blast. The yield is said to even exceed the estimate of a few weeks ago. The total for the crop has been estimated at 650,000 sacks. Some growers have contracted for 3 cents. Others are asking 3¼ to 3½ cents.

Sacramento, Sept. 20th—Beans are from ten days to two weeks late this year. The crop outlook is reasonably good. With favorable weather conditions. California should harvest a crop considerably above the average. Limas are in much better condition than was first reported. Growers are very firm

(Continued on page 24.)

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IT IS THE **BEST** and **PUREST** MADE.
Granulated and can be measured with a spoon.
Free from Odor and Taste.
Endorsed by Physicians and Housewives everywhere.

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With 3 dozen packages at $1.10, we give 1 dozen free.
This makes 4 dozen for $3.30 or

Per Dozen 82½c

It sells at 10c or.....$1.20

By the gross, it costs $12.50 with 4 dozen free.
This makes 16 dozen for $12.50 or.....per dozen, 78c

It sells at 10c or.....$1.20

FOR ADVERTISING-- With each dozen is given 12 sample packages, each of which will make 1 pint of jelly.

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"French Gloss" (in cartons, for ladies' black shoes)	9 00
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PRESIDENT PARRY REPORTS.

Grocers and Other Handlers of Tobaccos Will Be Asked to Help.

President J. S. Parry addressed a large and enthusiastic meeting of the Retail Cigar Dealers' Association of San Francisco on Wednesday evening. He reported the details of the work of the Retail Cigar Dealers in conjunction with the Grocers' Associations and others by which was secured the passage of a law, making the giving of trading stamps and coupons illegal. He spoke of the action to be followed in the future in combating the giant tobacco trust. This monopoly, he pointed out was not only seeking to steal away the trade of the smaller dealers by unfair competition but was forcing up rents to such an extent that profits were reduced to a mimimum.

Grocers Are Interested.

In concluding his address, Mr. Parry said:

"I would suggest also that, inasmuch as the retail grocers of our city and State and Coast are very large handlers of tobacco and cigars and have heretofore willingly and vigorously assisted us when called on, that an appeal be now made to them, calling to their especial attention the seriousness of the situation which affects this branch of their business and ours alike. I advise therefore, that we request both the local Grocers' Association of San Francisco, and also the California State Grocers' Association to appoint committees of three to confer with a like committee from our Association in order that proper and effective plans may be decided upon and put into action to the end that we may protect ourselves against our common enemy."

After denouncing the methods employed by the trust to lessen profits and divert the trade of the independent dealer to their own stores, Mr Parry dwelt upon the necessity of concerted action. He urged particularly a "war of agitation, education and publicity of these conditions to our entire people."

The Trading Stamp Fight.

Mr. Parry paid a fitting tribute to the efforts of Attorneys C. A. Son and Allen G. Wright in the interests of the anti-trading stamp bill. Various associations contributed $1,030.50 to help get the law of which the cigar dealers contributed $250. The expenses were $1,018.70 as the lawyers cut their fees in half when the Supreme Court adjudged the law unconstitutional.

Mr Parry stated that a meeting of the Advisory Board and Directors would be held to consider further plans for "killing or curing the coupon and some other evils." He then made the following recommendations:

First—That the Cigar and Tobacco Dealers' Association affiliate with the national organization.

Second—That the "Independent" stamp be placed on all packages so that both dealer and consumer can distinguish them from trust goods.

Third—The appointment of a special committee to work with the "Anti-Japanese-Chinese League" and all Labor Unions, etc., to defeat the attempts being made by the Tobacco Trust for a lower tariff on tabacco and cigars brought in from the Philippines and protect American labor from the necessity of competing with coolies.

Fourth—To prepare a measure similar to the Atjen-Tawney bill.

Fifth—That steps be taken towards sending a representative of the Association to participate in the conference of independent tobacco growers, manufacture and dealers which is to be held at New York, October 23rd to 29th in connection with the Independent Tobacco shows.

In explaining his ideas of the possible value of this conference, Mr. Parry said.

To Fight Trust Coupons.

"I believe a system of amalgamation of the entire independent interests can be devised, combining every interest from the man that plants the seed to the consumer. By a system of stamps or coupons, authorized by such amalgamation, with proper and sufficient places of redemption, we would not only stay our loss of trade to the trust coupon system, but regain for us that which has already been taken away.

"Now that our effort, has been lost in trying to wipe out the coupon evil I am forced, against my will, to advocate the fighting of fire with fire and believe the only way even that can be successfully done is by the amalgamating of all independent interests, the manufacturer identifying his goods with the independent stamp on all packages and furnishing the retailer with amalgamated independent coupons to the amount of each and every order. Of course coupons will have to be arranged so the manufacturer will get fair play, but that is only a matter of detail and can be very easily adjusted."

Mr. Parry's address was warmly applauded and every suggestion was approved with much enthusiasm.

Mr. Parry's report was listened to with marked attention on the part of the cigar dealers present, and after brief discussion all its recommendations, with the exception of that relating to sending a delegate to the New York Tobacco Show, which was referred to the Board of Directors, were adopted unanimously.

The Board of Directors meet next week to consider important matters relating to the welfare of the trade, and will undoubtedly send a delegate to the New York meeting this month.

I. Danziger, the enterprising Pacific Coast representative of the West Indies Cigar Co., is away on a trip to the country in the interest of his house.



PRESIDENT J. S. PARRY, OF RETAIL CIGAR DEALERS' ASSOCIATION.



EHRMAN BROS. & CO.,
S. F. Distributers.

WINS NEW TRADE.

From many parts of California, Nevada and Arizona retail grocers are writing the Cudahy Packing Company telling them of the value they have found in the Diamond "C" hams and bacons. Because of the splendid flavor and fine appearance of these goods, the customers are so thoroughly satisfied that they not only come back for more, but usually send their friends.

It is on the basis of quality that permanent business is built up and it is on the basis of quality that the Cudahy Packing Company have been able to build up its enormous trade on Diamond "C" goods.



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Telephone Private 313.

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Sardines, Olive Oils, French Preserves, Washing Blue, French Castile Soap: Clover Leaf, Virgin, Dahlia, mottled, Wines and Liquors—A. V. H. Gin—imported goods only.

Sole Agents for the Genuine CLICQUOT Champagne
Only the GENUINE, Imported direct from France, bears Vignier's LABEL

TALKS OF THE TRUST.

Eastern Dealer Declares His Business Has Grown as Never Before Since He Lined Up as an Independent.

Robert E. Lane, the head and front of the independent movement in the East, for 18 months national president of the Cigar Dealers' Association of America, and now president of the Retail Cigar and Tobacco Dealers' Association of New York, has been telling Tabacco some pertinent facts about his fight with the trust.

To thoroughly appreciate the force of Mr. Lane's remarks, it may be well to recall that he is the biggest individual retailer in New York, and within the past few years he has branched out extensively as a manufacturer With the possible exception of M. A. Gunst & Co., of San Francisco, Mr. Lane is undoubtedly the largest retail handler of cigars in the United States.

"Experience has taught me," said President Lane, "that a business man never accomplishes anything that is really worth while without taking some chances. I fully realized this when I decided to align myself with the independent movement. Many friends, both in and out of the trade, told me that I was making a mistake, that the wise thing for me to do was to avoid antagonizing the trust in any way.

"Well, I have been thinking the matter over lately, and I have come to the conclusion that either I am a fool, and most of the other prominent dealers in the East are right in knuckling down to the trust, as most of them have, or else I am right and most of the others are foolish.

"I am prepared to say, however, and say most positively, that I have no regrets for the course I have followed. Since I adopted the position which I have maintained for the past several years, my business has prospered and grown faster than ever before, and while I do not care to boast, I will say that my receipts during the past year have been larger by many thousands of dollars than in any previous year since I have been in business.

"My sales of imported cigars are large, especially during the holiday season. Only a few years ago my total sales of imported cigars in the holiday season were 90 per cent trust brands, and 10 per cent independent goods. In a single year the proportions were reversed, and I sold only 10 per cent of trust goods, and 90 per cent of the product of the independent manufacturers. Since that season my sales of trust goods have hardly averaged one per cent, although my total volume of sales of imported cigars have increased enormously.

"Located as I am in the financial district, I have a large number of customers who are intimately associated with various combinations and trusts, and when I first declared my antagonism to the tabacco trust, I naturally expected to lose many of these customers. To my surprise hardly one of them left me, and what is more many of the bankers, brokers, and counsellors for different trusts, have made a special point of asking me to be sure and give them cigars from the independent factories, as they were convinced that the brands of cigars controlled by the tobacco trust had greatly deteriorated in quality.

"Many threats have reached me from time to time as to the big sums of money the trust was ready to spend to punish me and drive me out of business, but there is an old saying that threatened men live long, and my business is in a healthier condition today than ever before.

"It seems to me, however, that the independent manufacturers throughout the country are making a mistake that they do not exert themselves to promote a more vigorous and continuous agitation against the tobacco trust. Had they adopted this policy of agitation and publicity a few years ago, and kept it up unceasingly, I believe that they would be in a far better position than they are today.

"I know that there have been times when it seemed that it was costing me much in time, as well as in money, and annoyance to maintain my stand as an independent, but I feel today that it has been time, money and labor well invested, and that I am in a far stronger position than I could ever have hoped to be if I had knuckled down to the trust.

"What is wanted today, is more courage on the part of independent manufacturers and dealers, and agitation, more agitation, and still more agitation."

S A. Beckett has opened a new cigar stand at 411 Market street, where he is carrying a complete line of cigars, both imported and American manufacture.

The Tampa correspondent of Tobacco says: "A. Santaella & Co. are already receiving orders for holiday goods. Judging from the style and tone of everything pertaining to the factory and their businesss, it is safe to predict the packages of Optimo cigars for the holidays will be a thing of beauty and a joy to those who receive them."

Ehrman Bros. & Co., San Francisco, distributors of the Optimo, the leading clear Havana cigar in this market, are very busy these days, filling the heavy orders which are coming in for this popular cigar.

TRUST SUES LOCAL COMPANY.

The American Cigar Company, organized under the laws of New Jersey, commenced suit last Friday in the United States Circuit Court against the American Cigar Company of California to restrain the latter from using the former's title, and from continuing alleged frauds against the complainants.

The complaint, which is a long one, sets forth charges of conspiracy and fraud, and claims the defendant corporation indulges in dishonest business methods to the detriment of the business of the Eastern corporation.

"On or about July 3, 1905," says the complaint, "the respondents did conspire and agree among themselves to commit a fraud upon the American Cigar Company, and agreed to represent themselves as the complainant for the purpose of securing their business."

A corporation was formed, and W. B. Woolbridge, Henry E. Burton, E. S. Connor, W. D. Harrington and L. Mayre were elected directors. The complaint states that the capital stock of the accused company is $75,000, of which but $5 has been subscribed—a dollar from each of the directors. The latter are made codefendants in the suit. Upon incorporating, the firm commenced a campaign of literature, so the complaint alleges, in which it represented itself to be the real original American Cigar Company, with branches and factories in New York, Key West and elsewhere Letters sent to retailers stated that the company had inaugurated a new system of business and would thereafter deal direct with the consumer, thus cutting out the jobbers to whom the complainants sell their goods.

Judge W. W. Morrow issued a temporary restraining order, returnable October 9th, at which time the merits of the dispute will be heard.

FOR SALE.—Thriving store and fixtures, worth about $2000, at Los Gatos. Living rooms over store A lease will be given. Rent cheap. Apply Jos. Cunan, Los Gatos, or John F. Cunan, East San Jose.

GROCERY FOR SALE.

An old established grocery and delicatessen store in the Mission. Transfer corner; home cooking; living rooms; rent $40.00. Full value in sight.
Address B, Grocers' Advocate.

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Blackstone Manufacturing Co.
(Incorporated)
MANUFACTURERS OF
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Snider Catsup

Free Deal Is Off

Like Snider's Catsup, the deal was more popular this year than ever before.

An increase in sales of about 35% as a result.

PACIFIC STORE AND OFFICE FIXTURE CO. INC.
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ALPINE
Unquestionably the Best
CREAM
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The Inventor and Original Manufacturer of Evaporated Cream, with his twenty years experience.
HE KNOWS HOW.
ALPINE EVAPORATED CREAM CO.,
95 Market St., Rooms 212-213. San Francisco, Cal.
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210-212 Davis Street

DISTRIBUTERS OF

Fancy Butter and Honey

Dairy Butter and Eggs

Produce Market

THURSDAY AFTERNOON

BUTTER.

The butter market is steady without change in quotations.

California creamery, extras	28	29
" " firsts	25	26
" " seconds		24
" dairy, extras		
" " firsts		
" " seconds		
Store butter	19	20
Storage		23
" Creamery extras		25
Pickled		22½
Keg		23

EGGS.

The market remains steady owing to light buying. An increased demand would send prices up.

California Ranch white	40	42
" " mixed colors	37	39
" Gathered	26	27½
Standard		
Seconds		
Eastern, selected	24	25
" Standard	22½	23
" Seconds	19½	21
Storage, Cal., Selected	26	27
" " Standard	24	25
" " Seconds		
" Eastern Selected		
" " Standard		
" " Seconds		

CHEESE.

The cheese market shows no change.

California full cream	13	13½
" choice	12	12½
" common	Nominal	
Young Americas	14	
Eastern full cream	16	16½
Oregon		

POULTRY.

Owing to light arrivals the market is firming.

Turkeys, young live	23	25
" old gobblers	20	21
Dressed Turkeys	nominal	
Roosters young, per doz	5 00	6 00
" old "	4 00	5 00
Hens	5 00	7 00
Fryers, per doz	3 50	4 00
Broilers, per doz, large	3 50	4 00
" " small	3 00	3 50
Ducks young	4 00	5 00
" old	4 00	5 00
Pigeons, young	1 75	2 00
" old		1 25
Geese' per pair, old 1.50 2.00; young	1 50	2 00

BEANS AND PEAS.

The market is fluctuating and weak, as buyers are holding off to see what the future conditions will be.

Small Whites	3 00	3 50
Large "	3 25	2 50
Pea Bean		
Pink		
Horse	2 10	2 40
Red	1 20	1 85
Kidney	4 00	4 50
Lima	3 75	4 25
Bayes	3 60	3 85
Butter (large)	2 75	3 00
Black Eyes	nominal	
Dried Green Peas, per 100 lbs	3 75	4 00
" Niles " " " "	2 00	2 40

POTATOES AND ONIONS.

Potato and onion market is quiet, with prices as last week.

River Burbank	40	65
Salinas " No. 1, 80c-$1.00;	No. 2, 60c	
Oregons, Old	Nom.	
Merced Sweets	Nom.	
Australian onions	Nom.	
Red (new)	Nom.	
Yellow (new)	70	80
Garnet Chili	40	60

Continued from page 21.

in their ideas and it is likely that firm values will be maintained, at least until the harvest season is ended. Spot limas are quoted at $5.25 to $5.50.

Detroit, Mich., Sept. 23rd—Carson, Craig & Co. report:

"The bean crop of our state promises a yield of about 4,500,000 bushels, which is about 500,000 bushels less than last year. With continued good weather, until all are harvested, the quality will be much better than last season, when the crop was severly impaired by wet weather which materially injured the color and carrying quality of the beans. Owing to the poor potato crop in this and adjoining states, we think price of beans will be well maintained around present values, viz: $1.60 for October for choice hand picked pea beans."

PEAS.

Milwaukee, Wis.—L. Teweles & Co. report:

"The pea market has advanced from 5 to 10 cents owing to continued wet weather. The new crop is fully one month late."

CANNED SALMON.

The Griffith, Durney Co. estimates this season's salmon pack as follows:

Alaska	2,000,000
Puget Sound, incl'g fall pack	1,200,000
British Columbia, inc' fall pack	1,200,000
Columbia River, spring-fall	325,000
Outside rivers and bays	125,000
Total	**4,850,000**

There is considerable cutting reported on Sockeye. The Alaska Packers' Association sold heavily before the cut on red and insist that not only are not cutting but do not need to cut. The following telegrams explain themselves.

Vancouver, B. C., Sept. 26th—According to cable advices from London the Puget Sound canneries, in order to get rid of their pack of 75,000 sockeye, have cut the price of 1-lb. talls 5s per case (about 30 cents per dozen). The British Columbia Canneries look upon this action of the Washington Canneries as a breach of faith.

Bellingham, Sept. 28th—Canneries of this city deny that they have been selling sockeyes salmon in the London market at cut rates. The Pacific-American Fisheries deny that they have been selling in England at all. The fall silver salmon are now showing up in better quantities than at any time before. Good catches are being received daily by the Pacific-American Fisheries. The Bellingham Caning Company is putting up a few thousand silver salmon daily.

Seattle, Sept. 21st—Brady & Company report:

"Some of the packers are holding the price of red Alaska at $1.00, others at 95 cents. Most of the demand at present time is for the cheaper grades of salmon. They are offered at: pinks, 72½ cents; Chums, 65 to 67½ cents. The latter are practically all sold up."

SHELL FISH.

New Orleans, Sept. 18th—Ahron-Seiberts Co. report:

"**Shrimps**—Up to the present time, the catch has been fairly good. Packers are still sold up and unless the warm weather continues, the pack is going to be short of expectations.

"**Oysters**—A very few of the packers care to take on any more business even at advanced prices. Packers are quoting the following figures f. o. b. factory New Orleans for shipment up to January 1st, 1906: 4 oz., 70 cents; 5 oz., 75 cents; 8 oz., $1.30; 10 oz., $1.40."

MACKEREL.

Wieland Bros. report:

"The catch of Norwegian mackerel was fairly good so far and prices are lower."

HERRING.

Wieland Bros. say:

"Holland herrings will remain high in price on account of the extremely short catch."

New York, Sept. 26th—Strohmeyer & Arpe Co. report:

Irish Mackerel—Fishing in Ireland has been very light owing to the unfavorable weather and the catch has been small.

Norway Mackerel—Demand for Norway mackerel has been so good that prices have been advanced slightly all round. Norway mackerel are certainly cheap at present prices.

Holland Herring—Catch very bad and prices have advanced materially. Buyers are afraid to take on stock at the present very high prices.

Scotch Herring—Prices have been advanced all round. Demand is only fair.

Imported Sardines—French catch is still bad. Even small fish seem to have disappeared. There is almost no catch in Portugal. France already has advanced prices. Portugal will follow if small fish are not caught soon.

AMERICAN SARDINES.

New York, Sept. 26th—Jed Frye Co. report:

"Sardine packers on the entire Coast of Maine met at Eastport last week and the meeting agreed to close their factories November 1st instead of December 1st. This will curtail the pack materially. It was also decided to establish a gradual advance in the scale of prices."

PICKLES.

Pacific Vinegar and Pickle Works report:

"The pickle crop is exceedingly short this year. Although our acreage was almost double that of last year the amount of cucumbers available for high class pickles will not be much greater than we secured last year. We have been more fortunate than many other, who have had to depend upon buying their cucumbers in the open market. Although the crop of cucumbers is short all over the United States, this will not affect our prices on our California Home Brand."

Davenport, Iowa, Sept. 26th—T. W. Smith & Co. report:

"The pickle crop is going to run even shorter than we expected even with last year's carry over, there will be no surplus this year. Owing to the small number of cucumbers on the vines, the farmers were able to pick close. This has resulted in there being very few large pickles. There will certainly be a rise in the prices during the fall and constantly higher prices next spring."

OLIVES.

Fernando, Sept. 27th—The olive crop is turning out much better than was at first expected. Prices were never more encouraging. At least half of the crop has already been contracted for.

CRANBERRIES.

According to the "New England Grocer" cranberries have advanced from $5 to $6 per bbl. Owners of the cranberry bogs state that the crop is only half of what was expected. The late fruit appears to be in better condition but higher prices are expected by Thanksgiving. It is estimated that the crop will be 50,000 bbls less than was anticipated a few weeks ago when a shortage of 100,000 bbls was expected.

COTTON SEED OIL.

New York, Sept. 21st—Aspegren & Co report.

"Further decline during September has been occasioned by the heavy liquidation of October oil and also short selling of May. Traders are beginning to realize the cheapness of oil now and are buying largely especially for May deliveries. This has resulted in the advance of the May market 1½ cent."

NOTICE TO CREDITORS.

Estate of Joseph Turner, Deceased.

Notice is hereby given by the undersigned, Martha T. Stearns, Administratrix of the estate of Joseph Turner, deceased, to the creditors of, and all persons having claims against the said deceased, to exhibit them with the necessary vouchers, within four (4) months after the first publication of this notice, to the said Administratrix, at Room 716 Mills Building, corner Bush and Montgomery streets, the same being her place for the transaction of the business of the said estate in the City and County of San Francisco, State of California.

MARTHA T. STEARNS,
Administratrix of the Estate of Joseph Turner, Deceased.

Dated at San Francisco, Aug. 31, 1905.
Date of first publication, Sept. 29, 1905.

DAN O'CALLAGHAN

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AND

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THE FINEST EATING CHOCOLATE

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Easy to Sell A Quick Duplicator Profitable to Handle

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SUITS THOSE WHO ARE PARTICULAR ABOUT THE BEER THEY USE.

IT HAS THE FLAVOR
IT HAS THE AGE
IT HAS REPUTATION
IT IS MADE RIGHT

Those who have used it know it. Those who do not know soon find it out after a trial.

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SOLE AGENTS

Amusements

ALCAZAR.

The new stock company at the Alcazar opened this week in Hall Caine's "The Eternal City." Chas. Waldron, the new leading man, won the instant favor of the Alcazar audience. He has a strong, clear voice and fills his role in looks and manner. Lucia Moore, the new leading lady, is a beautiful women with a rich and musical voice who won much praise for her presentation of the difficult role of Donna Roma. The Eternal City is a big play with a big theme and is peopled with big, forceful characters. It has many beautiful stage pictures and is presented with an extremely effective musical setting composed by Mascagni. A great many people are required for the cast. Its last production will be given Sunday evening. It will be followed on Monday evening by that wildly absurd farce, "What Happened to Jones" in which Lenora Kirwin, the new soubrette, will make her first appearance.

MAJESTIC.

Edythe Chapman Neill makes very real the "Thelma" of Marie Corelli at the Majestic. The piece is given a very artistic presentation by the Neill Company. The stage settings are very beautiful. The reproduction of a forest with a real water fall is warmly applauded every evening. James Neill has a strong part in Sir Philip and the other players of the company are well cast.

CALIFORNIA.

The most recent spoke in the "Burlesque Wheel" at the California is proving as popular as its predecessors. This week the Ideal Extravanza Company is producing "Every Day Life" which is full of variety and pretty girls who sometimes wear very pretty dresses and sometimes almost none at all. This week's bill includes Frank O'Brien, a funny tramp comedien, Katherine Klare a pretty girl who has a beautiful voice and knows how to wear beautiful gowns, Carrie Franklin, a plump lady who fills the soubrette role successfully and several interesting variety turns including a miniature minstrel show. The California presents a pleasant evening's entertainment for those who wish to laugh.

GRAND OPERA HOUSE.

"Arizona" has been drawing crowded houses this week. The story of the play is full of vitality and action. The whole atmosphere is thoroughly American and the audience can sympathize with every emotion of the principal actors. The company is a strong one, each part being in good hands and the stage setting is all that could be desired. Next week "The Sultan of Sulu" is to be presented.

CENTRAL.

The first San Francisco production of the "Lighthouse By the Sea" was presented at the Central this week with Herschel Mayall and Edna Ellsmere in the leading roles. The play is an interesting story of love and ambition. There are several extremely realistic scenes which are staged to very good advantage It is to be followed next week by "The White Caps" by the same author.

FISHERS.

Hell is playing the fluegel horn this week. This is Herr Francis Hell who played with Shields at the Midwinter Fair and later with Sousa. A Novel feature of the program is the presentation of 104 scenes from Ben Hur with an interesting description of each scene by a capable lecturer. The bill includes a playlet, a freak bicyclist, some sketch artists with an illustrated song and some laughable pictures on the biograph.

FOOLISH SACRIFICES.

Necessary Profits That Retail Dealers Are Forced to Abandon.

No retail grocer can afford to ask an unduly high price for any one article. As soon as he does, he will be at a disadvantage to his competitors who will sell for less.

Since it requires from 10 to 15 per cent of his gross receipt to pay the expenses of running his store, the men who sell flour and a few other staples at a less margin than this is netting a permanent loss and courting failure, since competitors will not allow him to make up enough on other articles.

The grocers of San Francisco and the cities across the bay have been forced to submit to a loss of this kind for years through the failure of the flour mills to assist in preventing a few cutters from selling those goods at a price less than leaves a fair living margin

It is the business of every retailer to let the mills know that they realize this.

One San Francisco mill, the **Globe Grain and Milling Co.,** is lending its aid to the retail grocery trade to help prevent the cutter from demoralizing the selling price of flour.

This mill is acting on the request of the retail grocers and is entitled to their active assistance. This is true for two reasons: First, because by assisting the Globe Milling Co., the grocers secure a profit they would not get otherwise; second, by giving preference to the Globe Milling Co., they are establishing the fact that they appreciate the value of protection for themselves from the flour mills and also that it pays a mill to give them this protection.

The **Advocate** hopes to see the grocers of San Francisco a unit in supporting their friends so strongly that every mill will want to be counted among their friends.

SPROATS OPEN AGAIN.

It is reported that Sproat of Sproat's Market fame, has opened a store in St. Louis which he is running on the same principal as that which enabled him to do up the San Francisco jobbers so thoroughly. It is said that he intends playing the wholesalers of St. Louis the same game that he worked so successfully in this city, Denver, and Salt Lake City.

Greatest Bargain Ever.

A thorough grocer can buy one of the best established and best paying grocery businesses on the Pacific Coast in one of the finest residence towns of California.

Proprietor intends retiring from business. References: Bradstreet's Commercial Agency, or any wholesale grocery house.

A five years' lease will be given—moderate rent.

Apply, Box A, Retail Grocers' Advocate, 456 Montgomery street, S. F., Cal.

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Makes Credit Business a Pleasure.
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OLYMPIA BEER CO.
Agents and Exclusive California Bottlers of the Famous
OLYMPIA BEER
BREWED IN OLYMPIA, WASH.
1423 Sansome St., San Francisco, Cal.



VALLEY BREW LAGER
from
Richmond Bottling Works.
Zimmerman & Ruhland,
'Phone Pine 1787.
32d and Clement Street,
San Francisco, Cal.

Champagne.

Veuve Clicquot, qts.	$32.25
Veuve Clicquot, pts.	34.25
Ruinart, Magnums, 6 to case.	30.50
Ruinart, qts, 1 doz to case.	32.40
Ruinart, pts, 2 doz to case.	34.20
Ruinart, ½ pts, 2 doz to case.	18.00
Vintage 1893, qts, 1 doz to cs.	46.50

Brandies.

	Per case
Martell's One Star, 1 doz qts.	$16.00
Martell's Two Star, 1 doz qts.	19.00
Martell's Three Star, 1 doz qts.	20.00
Martell's Three Star, 2 doz pts.	23.00
Martell's One Star, 2 doz f'ks	18.00
Hennessy's One Star, 1 doz qts	17.50
Hennessy's Three Star, 1 doz qts	21.00
Calif. doz qts.	13.00



Cider
Hammond & Co.
Bottlers
Office and Depot
277 Seventh Street
Phone, Jessie 3371

SWEET CIDER
½ Gal. Bottles,
BOILED CIDER
Quarts .....
Pints .....

Mineral Waters.

Aetna, splits, 100 to cs.	$6.50
Aetna, pts, 100 to case.	9.00
Aetna, qts, 50 to case.	7.50

GINGER ALE
Belfast Ginger Ale Co.,
D. Steimke & Co. Prop's.
All Carbonated Beverages.
COR. UNION AND OCTAVIA STS.

	PINTS.	QTS.
Soda Water..	$ .80	$1.50
Ginger Ale..	.80	1.50
Sarsaparilla.	.80	1.50
and Iron..	.80	1.50
Cider ..	.80	1.50
Cuban Punch	.80	1.50

Case Prices, 2 Doz. per Case.

Porter.
(E. & J. Burke's Guinness')
Stone, pts, 8 doz to bbl. $16.50
Glass, qts., 4 doz to bbl. 14.00
Glass, pts., 8 doz to bbl. 16.50

Specialties of
Kilbert Mercantile Co.

H. B. Ky. Bourbon, per gal.	$2.75
H. B. Ky. Bourbon, Ex spcl.	3.25
Union League Ky. Brbn, AA.	2.50
Union League Ky. Brbn, 1 gal	2.25
El Monte Ky Brbn, 1 gal.	2.25
Maryland, Monogram, 1 gal.	2.75
Forum, Bourbon, 1 gal.	2.00
W. H. McBrayer's Cedar Brook 5 yrs	3.00

Hunter Baltimore Rye.

Per case, 1 doz. 5's	13.00
In 5-case lots	12.50
In 10-case lots	12.00

Kilbert Mercantile Co.

H. B. Bourbon (spcl)	$10.00
H. B. Rye	10.00
H. B. pt. flasks, 4 doz to cs.	12.00
H. B. ½ pt flasks, 6 doz to cs	9.50
H. B. 1½-oz bots, per gr.	12.00
Union League "AA"	8.00
El Monte Bourbon	8.00
Forum Bourbon	7.00
J. Baumgardner Rye	12.00
Maryland Monogram	9.00

W. H. McBrayer's Cedar Brook.

Per case, 1 doz 5's.	$12.00
Per case, 2 doz pts.	13.00
Per case, 4 doz ½ pts.	14.50
Per case, 20 doz 1½-oz.	18.50

Jesse Moore Whiskies.

Ex Pony Bourbon.	$18.00	$17.50	$17.00
AA Bourbon	11.00	10.50	10.00
C Bourbon	8.50	8.25	8.00
AA Bourbon, 5 doz, 4 oz.	10.00	10.00	9.75
AA, Pt Flasks, 2 doz.	9.00	8.75	8.50
AA, ½ Pt. Flasks 3 doz.	6.75	6.50	6.25
Old Rye	11.00	10.50	10.00

Jesse Moore Kant Co.
(In barrels or half barrels)

Extra Pony Bourbon, gal.	$7.50
AA, Bourbon, gal	3.75
B, Bourbon, 1 gal.	3.25
C, Bourbon, 1 gal	2.75
No. 1, Bourbon, 1 gal.	2.25
AA Rye, gal	3.75
C Rye, 1 gal	2.75



STANDARD BOTTLING CO.
BEACH STREET
Between Stockton and Dupont
SOLE AGENTS
LOS ANGELES BREWING COMPANY.
Beer furnished Grocers in Botles or Kegs.

Golden Gate
BOTTLING WORKS.
Blume & Gardner,
Proprietors.

Bottlers of the Celebrated
Standard.
Culmbacher.
Extra Pale.
XXX Porter.
Half and Half.
Lager and Steam Beer in Kegs.
160 Shotwell St.,
Phone: Capp 1761, S. F., Cal.



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TONIC
BITTERS
Factory and
Salesroom,
1664 Mission St.
Bottles, ..$7.00 Doz.
1 doz. per case.

WORTH INVESTIGATING.

For Sale—Hardware and general merchandise business, centrally located in thriving university town. Bona fide A 1 bargain. Excellent opportunity for country merchant wishing to give his children greater educational advantages and cultured surroundings. Will give long lease to responsible party. Address Box 123, Retail Grocers' Advocate.

FOR SALE.

Grocery, Feed and Vegetable Store in one of the best towns in Central California. Stock, fixtures, horses and wagons. Price $4,200. Does a yearly business of $25,000. Established 11 years. Address N. care
Retail Grocers' Advocate
456 Montgomery Street.

Mothers! Mothers!! Mothers!!!

Mrs. Winslow's Soothing Syrup

has been used for over SIXTY YEARS by MILLIONS of MOTHERS for their CHILDREN while TEETHING, with PERFECT SUCCESS. It SOOTHES the CHILD, SOFTENS the GUMS, ALLAYS all PAIN; CURES WIND COLIC, and is the best remedy for DIARRHŒA. Sold by Druggists in every part of the world. Be sure and ask for "Mrs. Winslow's Soothing Syrup," and take no other kind. Twenty-five cts. a bottle

Phone Mission 238

J. MARSHALL & CO.'S

WORCESTERSHIRE SAUCE

BE SURE and GET the GENUINE

½ Pts., per doz. $1.20
Pts., per doz. 2.20

NO AGENTS

Office: Cor. 12th and Market Sts.

YOUR EVERY WANT IN

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Supplied by

A. ZELLERBACH & SONS
416-426 Sansome St.
SAN FRANCISCO

La Grande Laundry

Telephone Bush 12

23 Powell Street

Corner Ellis.

100 Taylor St., - - Cor. Turk St.
200 Montgomery Av., Cor. Kearny
202 Third Street, - Cor. Howard
1733 Market St., - Opp. Eleventh

GIVE THEM A TRIAL

LESLIE
STERILIZED SALT

Free Running (in Pkgs.) for table
Velvet Grain (in Bags) for kitchen
Sold by all Jobbers

Clerk's Corner

Who Is Happiest?

"I have often tried to figure it out," said an old retired insurance agent the other day, "whether a man is better off working for some one else or for himself. For my own part, while I have been an employe all my life—and it has not always been an inseparable longing within me to be my own manager—my own 'boss.' It is true that I have done very well (thanks to an economical and sensible wife), better perhaps than if I had given up my position and branched out for myself; but that failing has impelled me to study very closely the methods of other men.

Strong Men Winners.

"I have noticed that nearly all successful business men of mature years have never been employes—at least, not since early youth. They began to strike out for themselves quite early and in a small way. The majority have met, battled with and overcome many obstacles. As to an easy time—they haven't had it. They have been men of strong fiber and with constitutions capable of enduring great strain and anxiety. Sometimes an employe suffers serious moments when he loves his position, but the man in business is often threatened with complete financial loss. Successive encounters with fortune finally strengthen his powers and if he has the determination and profits intelligently by failures he succeeds in the end.

"The employe, on the other hand, while escaping the big responsibilities, can, by thrift and what is called 'fortunate investments,' but which in reality is the exercise of prudence and good business sense, often increase in commercial pursuits his savings and in the end he is as independent as the business man who has been his own employer all his life. For my own part, never having been in business, I think every young man should look forward to the day when he shall be the master of his own business and his own time, if not the employer of others."

The Man Who Thinks.

"The great problems of this world are not going to be handed over to the men of muscles but to the men of brains," said a lecturer, and then he developed the idea for his hearers.

It is true that the forces that exert the most powerful influences are the forces of thought. A man thinks; he sets something in motion. The man of brains shapes his thought as it surges forth and immediately it becomes something worth pursuing. He develops it into a concrete substance by energetic acts. He brings to his service that other human force—muscle, that does not think. It performs the laborious work for the man who does the thinking.

If every young man who is compelled to begin life by entering the service of another would learn to think, it is only a matter of time until the power of his thought, well-directed, has wrought for him a mighty change, and he himself is thinking for others and directing their forces for his own greater success.

THE GROCER'S CANDLE.

When a grocer has to sell on a close margin at one end and gives part of that margin away in over weight at the other end, the piece in between is pretty short.

Great efforts are being made to secure a legitimate margin on staples, and the Bond Scale Co., is showing dealers how to give only what is paid for.

The Bond Automatic Weigher insures absolute accuracy independent of the operator's care. It puts out the flame at the lower end of the candle.

Attracting Trade

THE SHOW WINDOW.

A Trade Attracter That Should Not Be Overlooked.

If you want to catch the people
You must make the window bright;
If you want to hold the people
You must trim the window right;
If you want to lead your rivals
You must give the window care;
If you want to "knock 'em silly"
You must never trouble spare.

A Green Grocery Display.

The fruit and vegetable divisions still engross a large share of the grocers' attention, and increased ingenuity in arranging them for window display. One seen this week was unique and easily arranged, says an exchange.

The window ledge was carpeted with potaties—big, white fellows, not polished, but showing the natural gloss with enough of the soil on the skin to give an impression of their being new. Two large octagonal baskets of wickerwork, showing the contents, were placed about equally distant from the sides of the space, well back. These were heaped with fine peaches. Three fruit dishes set at intervals well to the front contained respectively Niagara, Concord and Delaware grapes. These dishes were set in triangles bordered by huge cucumbers, set atop the groundwork of potatoes. In one rear corner was a glass tumbler containing mint; in the other a fine bunch of celery. At the one side against the wall was a display of spices in cans.

This display depended almost entirely upon the quality of the goods shown, and the window dresser selected the best stock on hand without particular regard for harmony in color or use. The peaches looked so well that they were sold, winding up the day's supply, before evening.

Sold the Tomatoes.

Another display noticed consisted of tomatoes only. They were shown on day when tomatoes were hard to find in the market at any price. The window dresser nearly filled a large wash basket with paper, then wrapped two dozen tomatoes in tissue and placed them atop the "filler." A few of the tomatoes being placed without wrapping in conspicuous positions gave the impression that the basket was filled with tomatoes in wrappers. The arrangement was in harmony with the idea that the goods are scarce and costly and a price card attached to it named a stiff price for them. They sold so quickly that the proprietor was obliged to explain the deception to satisfy a customer who wished a supply from the window when told that the stock on hand had been exhausted. After that experience the display was, of course, changed to show goods in stock.

A Good Display.

Here is a good display seen uptown which can be easily made by any grocer:

The display was arranged in the form of an embankment, beginning about a foot from the window front and at the bottom, and slanting backward to a height of about six feet. It was covered with a gauze matting in colors. Flanked on either side were iron columns entwined with oblong crackers and other pastry boxes (of goods) from the Consumers' Biscuit Co., laid across. Occupying the space at the bottom and front of the window was a row of small baskets filled with a variety of articles; there were oranges, lemons, figs, dates, raisins, candies, etc. On the embankment set upon narrow shelves were a multitude of miscellaneous articles. The largest ones began at the bottom and were arranged in layers. They composed all sorts of fancy canister, tubular, glassware and package goods, making a solid bank of bright labeled and handsomely prepared groceries most beautiful to behold, and forming an exhibit that was attractive in the extreme. No particular design was followed, it being simply a commonplace display of examples such as any retail grocer is able to make if he will. But it was effective, as the inquiries made fully attested.

BRITISH COLUMBIA NEWS.

Nelson—R. Kaye, of A. McDonald & Co., wholesale grocery, is dead.

New Westminster—Adams & Deans have succeeded J. D. Rae and wife, grocers.

WIELAND BROS.

121-123 Clay Street San Francisco

Importers and Commission Merchants

SPECIALTIES—Imported and domestic Swiss Cheese, Limburger, Brick Cheese, Edam, Roquefort, etc.; Mackerel, Codfish, Holland Herrings, Olive Oil, Spanish and California Olives, all kinds of Sausages and other delicacies.

SOLE AGENTS for Sierra Cheese, German Breakfast Cheese, Brie, Camembert, Schloss, Kronen and Neufchatel Cheese.

WILLIAM E. HARM
Kartuffel-Buhr
183-185 Valencia St. Near 13th
Tel. Folsom 1911
Wholesale Dealer in
POTATOES, ONIONS
BEANS, EGGS
Etc., Etc., Etc.

WITZEL & BAKER, Commission Merchants

Telephone Main 718 314, 316 BATTERY ST., SAN FRANCISCO, CAL.

Fancy Creamery Butter and Ranch Eggs Our Specialty

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PATRICK & CO., RUBBER STAMPS

111-113 SANSOME STREET

One block south of old location.

CLASSIFIED WHOLESALE DIRECTORY.

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122 Market .....Phone: Main 1433

Castle Bros.
463 Mission .....Phone: Priv. Ex. 15

Dodge, Sweeney & Co.
116 Market .....Phone: Drumm 125

J. P. Gillespie.
109 California .....Phone: Main 1972

Fred P. Hobbs & Co.
95 Market .....Phone: Main 1913

E. A. Holcombe & Co.
124 California .....Phone Main 5876

The C. B. Jennings Co.
121 California .....Phone. Main 74

Johnson-Locke Mercantile Co.
123 California ...Phone: Priv. Ex. 22

P. E. Lenfestey.
220 California .....Phone: —

Spohn-Patrick Co.
16-22 Front .....Phone: Main 536

J. T. Wilson.
1770 15th .....Phone: —

AMMONIA.

Pacific Ammonia Bottling Works.

AUTOMATIC WEIGHER.

Bond Scale Co.
1640 San Fernando St..Los Angeles, Cal.

BAKING POWDER.

Royal Baking Powder Co.
Johnson-Locke Merc. Co..123 California

Schilling's Best.
A. Schilling & Co.....2nd and Folsom

BREAKFAST FOODS.

Malta Vita Pure Food Co.
Castle Bros. .....463 Mission

Dr. Price's Food.
115 Davis St. .....Phone: Bush 522

BREWERIES AND BOTTLED BEER.

Enterprise Brewing Co.
2015 Folsom .....Phone: Mission 152

Gambrinus Brewing Co.
160 13th .....Phone: South 83

Golden Gate Bottling Works.
160 Shotwell St.....Phone: Capp 1761

Los Angeles Brewing Co.
Standard Bottling Co.....
...Beach, bet. Stockton and Dupont

Olympia Beer Co.
1423 Sansome St. .....

Rainier Brewing Co.
John Rapp & Son.....8th and Townsend

Salem Brewing Ass'n.
Sunset Bottling Co.....3109 20th

The California Brewing Co.
111 Douglas .....Phone: Mission 228

Valley Brew Lager.
Zimmerman & Ruhland..3rd & Clement

Wunder Brewing Co.
Scott & Greenwich..Phone: South 1098

BITTERS.

Landis Tonic Bitters.
Landis-Patton Mfg. Co..1664 Mission St

Lash's Bitters Co.
116 2nd St.....Phone: Bush 360

CANNED SOUPS, MEATS, TAMALES.

Jos. Campbell Preserve Co.
R. A. Holcombe & Co..124 California St.

Spanish-American Food Co.
149 Fremont .....Phone: Main 3151

CANNED FRUITS.

Cal. Fruit Canners' Association.
Pine and Battery....Phone: Priv. Ex 41

CANNED MACKEREL.

Monterey Packing Co.
122 Davis .....Phone: Main 1161

CATSUPS.

Cal. Fruit Canners' Association
Pine and Battery ...Phone. Priv. Ex. 41

Jos. Campbell Preserve Co.
R. A. Holcombe & Co....124 California

T. A. Snider Preserve Co.
Spohn-Patrick Co.....16-22 Front

CIGARS.

Optimo.
Ehrman Bros. & Co.....225 California

Henry Miller.
Ehrman Bros & Co. .....225 California

COFFEE, TEA, ETC.

M. J. Brandenstein & Co.
Spear and Mission..Phone: Priv. Ex. 36

The Porto Rico Co.
587-589 Howard.....Phone: Main 5813

A. Schilling & Co.
2nd & Folsom..Phone: Priv. Ex. 456

COMMISSION MERCHANTS.

Dodge, Sweeney & Co.
116 Market .....Phone: Drumm 125

William E. Harm.
183-185 Valencia....Phone: Folsom 1911

Wieland Bros.
121-123 Clay .....Phone: Main 365

Witzel & Baker.
314-316 Battery.....Phone: Main 718

CONDENSED MILKS AND CREAM.

Alpine Evaporated Cream Co.
Fred F. Hobbs & Co.....95 Market

Borden's Condensed Milk Co.
Johnson-Locke Merc. Co., 123 California

Helvetia Milk Condensing Co.
3 California .....Phone: Main 1168

Pacific Coast Con. Milk Co.
Spohn-Patrick Co. .....16-22 Front

Pacific Creamery Co.
115 Davis .....Phone: Bush 522

CONFECTIONERY.

"Cracker Jack."
Dodge, Sweeney & Co.....116 Market

CRACKERS.

Mutual Biscuit Co.
610 Battery.....Phone: Main 5005

FLOUR, MEALS, ETC.

Globe Grain & Milling Co.
Montgmy and Chestnut Phone. Bush 759

GRAPE JUICE.

Welch's Grape Juice Co.
Spohn-Patrick Co.....16-22 Front

INK, MUCILAGE, ETC.

Blackstone Manufacturing Co.
1960 Howard .....Phone: Capp 1111

SCott & Gilbert Co.
214 Mission .....Phone: Main 451

INSECT EXTERMINATOR.

Eureka Insect Exterminator.
Jos. Fusch .....22 Hampton Place

LAUNDRY.

LaGrande Laundry.
23 Powell .....Phone: Bush 12

METAL POLISH.

U. S. Metal Polish Co.
J. T. Wilson 1770 16th

NOTARY PUBLIC.

James M. Ellis.
323 Montgomery .....Phone: Main 5925

OIL TANKS.

S. F. Bowers & Co.
Fort Wayne .....Indiana

OLIVES AND OLIVE OIL, ETC.

G. O. Ryden.

Seville Packing Co.
Spohn-Patrick Co. .....Pine and Front

PAPER.

A. Zellerbach & Sons.
416-426 Sansome...Phone: Priv. Ex. 14

PASTES.

Royal and Queen's Taste.
C. R. Splivalo & Co.....347 Sacramento

PICKLES, ETC.

Gordon Packing Co.

PROVISIONS.

Anchor Packing Co.
140 8th .....Phone: South 355

Cudahy Packing Co.
418 Townsend ....Phone: Priv. Ex. 605

Heineman & Stern.
916 Larkin .....Phone: East 242

P. P. Rathjens.
1311-15 Pacific.....Phone: East 1875

Western Meat Co.
6th & Townsend ....Phone. Priv. Ex. 5

E. M. Wolter & Bro.
103 12th .....Phone: Mint 1763

REAL ESTATE AND INSURANCE.

Dan O'Callaghan.
22-Montgomery .....Phone: Main 5238

REFRIGERATORS.

Beck-Wakefield Co.
122 Market.....Phone: 1433

RUBBER STAMPS.

Patrick & Co.
111-113 Sansome .....Phone: Main 1768

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H. E. H. Salt.
Dodge, Sweeney & Co.....116 Market

Leslie Salt Co.
C. E. Whitney & Co.....715 Kohl Bldg.

SAUCES.

J. Marshall & Co.
12th and Market .....Phone: —

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Moneyweight Scale Co.
Price & Co.....846 James Flood Bldg.

Standard Computing Scale Co.
Detroit .....Michigan

SHOE POLISH.

S. M. Bixby & Co.
New York .....N. Y.

Scott & Gilbert Co.
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Whittemore Bros. & Co.
Boston .....Mass.

SHORT CREDIT SYSTEM.

The Perfection.
P. E. Lenfestey .....220 California

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The Natural Food Co.
Niagara Falls .....New York

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The C. B. Jennings Co. ...121 California

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109 California .....Phone: Main 1972

Grandpa's Wonder Soap.
Castle Bros. .....463 Mission

Los Angeles Soap Co.
115 Davis .....Phone: Grant 110

SOOTHING SYRUP.

Mrs. Winslow's Soothing Syrup.
Anglo-American Drug Co.....New York

STARCH.

Riverside Corn and Gloss.
Kelley-Clarke Co. .....130 California

STORE FIXTURES.

Pacific Store and Office Fixture Co.
3253-3259 16th .....Phone: Bush 2571

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Pacific Coast Syrup Co.
713 Sansome .....Phone: Main 2

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136-144 2nd St. ...Phone: Priv. Ex. 313

Italian-Swiss Colony.
Battery & Gr'nwich.Phone: Priv. Ex. 448

E. Martin & Co.
54 First .....Phone. Main 380

A. Vignier & Co.
429-431 Battery .....Phone: Main 1507

Wichman, Lutgen & Co.
29-31 Battery St. .....Phone: Main 5588

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Suydam Bros. & Rogers
14-16 Spear.....Phone: Main 5896



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OFFICE AND BOTTLING WORKS

160 Thirteenth St., near Folsom, S. F.

Highest Grade Package Goods for Family Trade

ROYAL AND QUEEN'S TASTE

(1 lb packages) (½ lb cartons)

Macaroni, Vermicelli and Spaghetti

ROYAL ITALIAN A. B. C. PASTE, in 1 lb papers
GOLDEN GATE EGG NOODLES, in ½ lb papers

For Sale by all Jobbers

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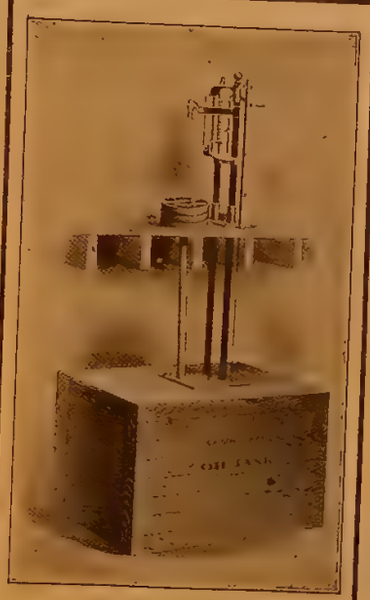
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MAPLE SYRUP -- IT IS BEST

Pacific Coast Syrup Co.

SAN FRANCISCO

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IT PUMPS AND MEASURES AN ACCURATE GALLON, HALF-GALLON OR QUART AS DESIRED DIRECTLY INTO THE CUSTOMER'S CAN WITHOUT THE USE OF MEASURES OR FUNNELS

Save Time and Valuable Space

This can be done by installing a

BOWSER SELF MEASURING THREE & MEASURE OIL TANK

with tank in cellar and pump on store floor, and so do away with running down cellar or to a back room each time oil is drawn. It saves in other ways as well. Let us tell you more. Write for Catalog "BB" today.

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THE BEST

when you sell

Old Gilt Edge Whiskey

RYE or BOURBON

AGED IN WOOD

Bottled Expressly for Family Trade.

PURITY UNQUESTIONED

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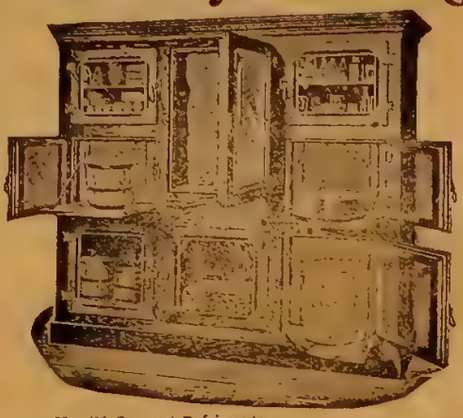
Wichman, Lutgen & Co.

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29-31 Battery Street San Francisco, Cal.

Any Way You Examine a

McCray Refrigerator



Inside or Outside, it is a True Realization of all that is Best in Refrigerator Construction

No. 410 Grocers' Refrigerator.

THE McCRAY REFRIGERATOR RANKS first in every way. It is sold entirely on its merits and is known everywhere for superiority.

McCRAY REFRIGERATORS are perfect refrigerators and will in a short time repay their cost through saving of butter and other provisions, and ice.

We can here give you but a faint idea of the McCray refrigerator. Let us send you our catalog showing our extensive line from which you can make a selection.

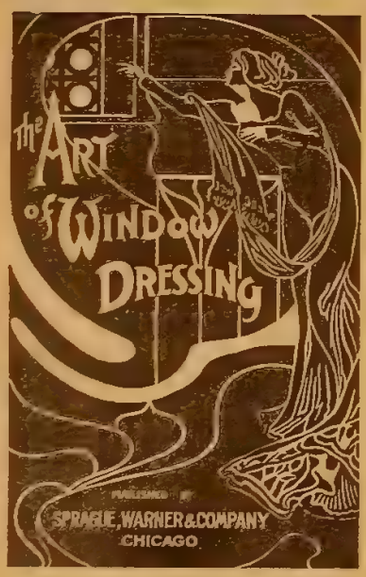
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WINDOW DRESSING FOR GROCERS

Many New and Simple Designs for arranging your windows so they will draw trade.

We are offering this work at the nominal sum of *Fifty Cents*

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Retail Grocers' Advocate, - - 456 Montgomery St.

SAN FRANCISCO.

THE RETAIL GROCERS ADVOCATE

A. H. POWERS, Editor

SAN FRANCISCO, CAL., OCTOBER 13, 1905

Vol. 10, No. 41

M. J. B. Coffee

sells better than any other

Why?

IXL - Kapp and Street - W.G.M.

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IN

KEY-OPENER CANS

RAINIER BEER

Is Not Unfair
But the Boycott is.

Investigate both sides of the question.

JOHN RAPP & SON, AGENTS
Phone South 473.



GREATEST VALUE

EVER RECEIVED FOR MY MONEY.

H. N. EDLIN, 1264-1266 Devisadero St.

who owns one of the Most Attractive and Progressive Grocery Stores in the Western Addition, says:

WILLIAM A. HAWLEY.

San Francisco, September 12, 1905.

Dear Sir—My investment in your **McCaskey Account Register** has, I am satisfied, given me the **Greatest Value I Have Ever Received** for my money. It has resulted in the saving of several hours of time each day and of several days at the end of each month; since where I formerly had to begin about the 24th of each month to make out my monthly statements, I now have them ready in less than 30 minutes. Your **McCaskey Account Register** has given me a **simple** and **complete system** for keeping my accounts that makes my book-keeping no more trouble than I have had in keeping account of my cash sales with my cash registers. I would not be without it.

Very truly yours, H. N. EDLIN.

Write or Phone To-day for Particulars.

Our representatives will be pleased to call and show you the Register. Easy payments.

WILLIAM A. HAWLEY, Pacific Coast Agent

JAMES FLOOD BUILDING, Powell and Market Sts., SAN FRANCISCO.
(Phone, Montgomery **1064**)

THE McCASKEY REGISTER CO., ALLIANCE, OHIO, Manufacturers of the FAMOUS MULTIPLEX CARBON BACK ORDER PADS.

THE OVERLAND LIMITED

has

Electric Lights in Every Berth

The new composite-observation cars, the train libraries, excellent dining-car service, luxuriously appointed sleeping cars, and the courtesy of the attendants make this one of the finest trains in America.

The magnificent scenery of the Sierra Nevada and Rocky Mountains, and the novelty of crossing the great Salt Lake by rail add to the enjoyment of the trip, and make it one of unusual interest.

San Francisco to Chicago in less than three days.

Full particulars of agent,

SOUTHERN PACIFIC

THE GROCER SAVES MONEY

The Customer is Pleased,

Where

THE O. K. CHEESE CUTTER

is used.



$20.00 Net

F. O. B. Detroit, Mich.

Cuts the Cheese by weight, or money's worth. **Does it better than any other** — Is absolutely accurate. Cannot get out of order.

Our Testimonials Come from Satisfied Users.

We could not spare a single Cutter to send to the World's Fair at St. Louis—Needed all we could make to fill orders.

Catalog supplied from Dept. R. Write for one.
Give your Jobber's name and address.

The Standard Computing Scale Co., Ltd.

DETROIT, MICH.



SHREDDED WHOLE WHEAT RECOMMENDATION

The Best Cereal Food to Eat, and
The Best Cereal Food to Sell, is

Shredded Whole Wheat

It is made in two forms, Shredded Wheat **BISCUIT** and **TRISCUIT.**

TRISCUIT is a CRACKER, not a "breakfast food." It is used as toast in place of ordinary bread toast, and for all purposes for which the common white cracker of commerce is used.

Shredded Wheat **BISCUIT** is the standard wheat food of the world, delicious for breakfast, or for every meal for every day in the year. It contains all the nutriment in the whole wheat in digestible form. A good seller all the year round.

THE NATURAL FOOD COMPANY
Niagara Falls, N. Y.

Common Sense teaches Grocers to sell what pays Best

AND GIVES SATISFACTION.

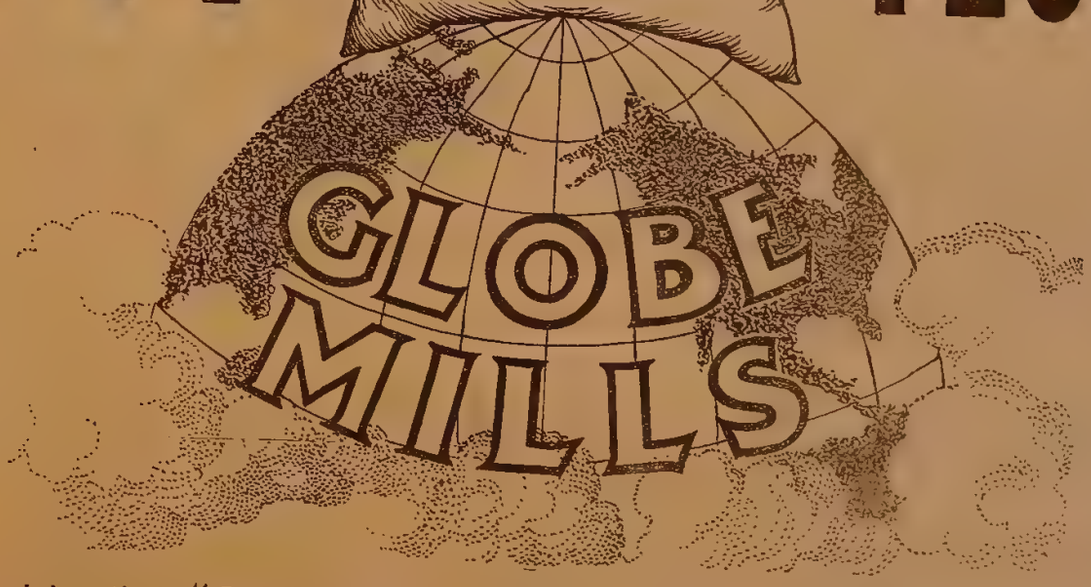
That's why **1000** Retail Grocers in the Bay Cities sell **"A 1" FLOUR.**

You can MONEY BACK our goods.

BEST ON EARTH

"A 1" FLOUR





We claim that **"A 1" FLOUR** will make MORE LOAVES OF BREAD to the barrel and BETTER BREAD than other flours.

WE MAINTAIN THE RETAIL SELLING PRICE.

Tell us how to do more and WE'LL DO IT!

GLOBE GRAIN & MILLING CO.

MONTGOMERY AND CHESTNUT STS., SAN FRANCISCO, CAL.

Telephone Bush 759.

(Please mention the ADVOCATE to Advertisers. It helps us materially.)

For First-Class Trade

WE HIGHLY RECOMMEND THEM.

Chico's Leading Grocers Write as Follows:

CHICO, CAL., June 1, 1905.

Cudahy Packing Co.,
San Francisco, Cal.

GENTLEMEN—

There is one great pleasure that we are enjoying, and that is selling your **DIAMOND "C"** Hams and Bacon.

For first-class trade we **highly recommend them.**

We remain,

Yours respectfully,

F. W. MILLER CO.
(Incorporated.)



NOTHING IS QUITE SO GOOD



FINEST IN FLAVOR AND APPEARANCE

"THE TASTE TELLS"

IT WILL BE YOUR BEST CUSTOMERS,

or some slow dealer's best ones, that call for

HAND SAPOLIO

Always supply it and you will keep their good will.

HAND SAPOLIO is a special toilet soap—superior to any other in countless ways—delicate enough for the baby's skin, and capable of removing any stain.
Costs the dealer the same as regular SAPOLIO, but should be sold at 10 cents per cake.

Retail Grocers' Advocate

CALIFORNIA RETAIL GROCERS' AND MERCHANTS' ASSOCIATION — OFFICIAL PAPER — RETAIL GROCERS' ASSOCIATION

Vol. 10 — SAN FRANCISCO, CAL., OCTOBER 13, 1905 — No. 41

THE RETAIL GROCERS ADVOCATE

Published Every Friday by
ADVOCATE PUBLISHING CO.

Subscriptions:
One Year $2.00
Single Copies ..... .10

PUBLICATION OFFICE:
456 MONTGOMERY STREET.
Rooms 413-414. - Tele. John 2601

Entered at the Postoffice at San Francisco as Second Class Matter.

Points to Watch

JOSEPH A. STULZ—
Everyone who knows "Joe" Stulz knows he is honest and a successful business man. He is the kind of a man we want as Public Administrator. **Vote for him.** He is on three tickets—Union Labor, Independent Republican and Independent Democrats.

THREE SUPERVISORS—
There are three grocers Supervisors on the Union Labor, Independent Republican and Independent Democratic tickets, headed by Eugene E. Schmitz. There are none but professional politicians on the Fusion ticket. Which side will be most likely to look after the grocers' interests.

TOMATOES—
The season is drawing to its close and the pack on this Coast has been light. The pack in the East has also been light.

COFFEE—
Europeans are buying heavily of Central American coffees at prices above parity with present San Francisco prices.

TEAS—
Young Hysons and Formosas are much lower in America than other commercial centers of the world.

RAISINS—
An attempt was made to break the Association price on seeded Raisins this week. The combine refused to meet the cut and the outsiders raised their prices. There is little liability of lower prices and possibility of advances.

CRANBERRIES—
The crop is short in Massachusetts, New Jersey and Wisconsin.

SPANISH OLIVES—
The Spanish Olive crop has been a failure. Prices have been advanced by telegraph 10 per cent, and will go higher.

HOLLAND HERRING—
The catch of Holland Herring has been poor rendering high prices certain.

ASSOCIATION NEWS.

Ballard, Wash.—The grocers have organized an Association with the following officers: President, T. O. Anderson; First Vice President, C. H. Wilson; Second Vice President, W. S. Bennett; Secretary, R. D. Mackenzie; Treasurer, R. E. Gibbons. The Ballard grocers were assisted in getting together by Messrs. D. F. Powers, J. C. Leslie, A. F. Bickford, T. J. Higdem and J. J. Higgins of Seattle.

Cleveland, O.—The different Grocers' Associations of Ohio are being urged to pledge the candidates for the Legislature before election to assist in securing a better garnishment law.

Chicago, Ill.—The Pure Food Show of the Grocers and Butchers' Association is proving a splendid success. There are more than 60 exhibitors all of whom express great satisfaction.

Pennsylvania—The State Association has 98 auxiliaries.

New Orleans, La.—The Grocers' Association has decided to stop dealing with the Pelican Cracker Factory and the National Biscuit Company until these companies discontinue charging cracker prices for the card board carried in their tins of cakes.

MILLERS MEET GROCERS.

Discuss Situation With Representative Committee of Large Grocers.

Every mill was represented on Wednesday evening at the meeting of the committee of seventeen appointed by the "Committee of 100" last Thursday.

The situation was discussed in detail and much inteerst was expressed by the millers present. At a late hour, it was decided to have another meeting in a short time, at which something definite should be decided.

LAST WEEK'S MEETING.

A thorough representative body of grocers met at the Kreling building on last Thursday evening to consider the flour situation.

State Secretary Connolly had successfully concluded the formation of an effective "Committee of One Hundred." While some of the leading gentlemen on this committee were not able to attend the meeting in person, yet they all signed an agreement to abide by any decisions that might be reached and all expressed the desire to have the mills set a retail price and they agreed to co-operate on any lines of action that may be decided on by the committee.

The San Francisco grocers were assisted in their deliberations by a committee of eight grocers from Alameda county, of whom five were from Oakland, two from Alameda, and one from Berkeley.

Harry B. Arnold was elected Chairman of the committee and Frank B. Connolly secretary.

Mr. Connolly made a brief statement of conditions and also of the opinions of the grocers as expressed to him.

The chairman called for expressions of opinion and every speaker expressed the feeling that there should be a better margin on handling flour.

It was the unanimous feeling that the mills owed it to the retail grocery trade not to allow the price to be demoralized by a few cutters.

Nearly every grocer in the meeting was called upon for an expression of his views.

The general concensus of opinion was that a margin on flour should be greater.

Secretary Connolly reported that a number of grocers who were not in attendance at the meeting felt that the margin should not be more than 20 cents. Several of the grocers present felt that it would be safer to begin with a margin of 15 cents.

The chair was then instructed to appoint a committee of three to appoint a committee of fifteen to which the chair and the secretary were added, making a committee of seventeen, to present the views of the "Committee of One Hundred" to the millers, and let them understand what the grocers desired and the course of action they proposed to follow.

It was also decided to request the organization of Alameda county to send a delegation to attend this meeting.

The committee reported back a strong committee which represented every section of the city. Their choice met the approval of the organization.

SHAPING SENTIMENT.

Trade Leaders Recognize the Danger of Antagonizing Retail Grocers.

The jobbing trade of San Francisco are realizing the importance of protecting the established retail grocery trade from the incursion of adventurers who would like to use the business of established grocers as bait to pull sucker into their stores in order that they may sell them other goods at fancy prices.

State Secretary Connolly has been interviewing the jobbing trade with regard to this matter and, with the exception of one large house, he has received assurances from all those to whom he has presented the matter that they will protect the grocery trade as far as lies in their power, and will not make themselves a party to the breaking up of conditions established by the retail grocers of any community which tends to make prices stable and fair.

Two firms have taken this position from the beginning. These firms are:

Haas Bros.
J. H. Newhauer & Company.

Among those who have agreed not to supply the cutters of other communities are:

Wellman, Peck & Co.
Wm. Cluff & Company.
M. Ehrman & Co.
Sussman Wormser & Co.

Manufacturers Take Action.

Enoch Morgan's Sons Co. have already notified the jobbers that it will be a violation of their contract to sell Sapolio to a department store. This is being strictly enforced.

The Natural Food Co. has also notified every jobber that they must not sell the "Shredded Wheat" products to the department store cutters.

Owing to his efforts in organizing the Committee of One Hundred and the intervention of a holiday, Mr. Connolly was unable to complete the canvass of the wholesale trade. As a consequence, no definite action will be advised before the time of going to press although, unquestionably, he will be able to report to the Directors of the State Grocers Association when they meet on this (Thursday) evening.

The **Advocate** will be able to advise its readers in its issue of next week as to the steps the State Directors may consider most desirable.

FOUR GROCER CANDIDATES.

The Trade Generously Recognized by the Anti-Fusion Interests.

The grocers of San Francisco should be interested in the fact that four retail grocers have received recognition from the anti-fusion elements of this city. These gentlemen are:

Joseph A. Stulz, for Public Administrator.

W. W. Sanderson, of Hooper & Jennings, for Supervisor.

Con. J. Harrigan, 1348 Folsom street, for Supervisor.

P. M. McGushin, 410 Stevenson street, for Supervisor.

There is not a single representative of the grocery interests on the Fusion ticket. Every candidate of the Fusion ticket is either a deputy in some local office or else holds the position which he is now asking for.

Under the circumstances it would seem as if the Fusion ticket which made such a great splurge about "taking the City Government out of politics" was given over entirely to practical politicians, while the ordinary business men of the city were to be found only on the ticket which these politicans are denouncing in their speeches as a ticket of "professional grafters."

Jos. A. Stulz for Public Administrator, a successful business man of tried integrity. **Union Labor, Ind. Rep., Ind. Dem.**

FOOLISH PRETENCES.

Politicians Seek to Gain Dignity by Posing as Reformers.

It would be hard to conceive anything more silly than a lot of hardened, time-worn politicians hanging big labels on themselves reading: "We are reformers. We intend to purify the city."

Yet that is just what has been done in San Francisco. It is not surprising, therefore, that in spite of the prejudice against Schmitz because of his labor union affiliations, the sensible business men of the city cannot be made to grow enthusiastic over the outlook.

The real issue in the election now pending is not "Reform."

The fusion with the McNab democracy was made solely with a view on the part of various politicians to get office.

If the citizens of San Francisco were suffering (instead of being unprecedentedly prosperous) there would be no question about getting a business man of standing as candidate for mayor and having him supported by the voters. But when the voters are prosperous and the city at peace, the calamity howlers have got to get a "leader" from the "profesh" to oppose a man like Schmitz.

John Partridge is a good man and has always been a good politician and a good programmer. But this talk about him as a reformer, who thinks practical politics are "real horrid," who considers the appointment of faithful workers to responsible positions as only another form of bribery, is funny. If he is made mayor, it is dollars to doughnuts that no man will get a job who did not work hard for the "League" As a matter of fact, the plum Mr. Partridge picked from the local political tree and is even now enjoying, was not a gift of affection but a reward for work done.

This is right and proper, though Partridge, in a recent speech, expressed horror at the "wickedness" of such a thing.

As a matter of fact, every claim of superior virtue on the part of the "reformers" fails to pass muster in the same way.

This is a campaign of politicians.

The "Ins" have been good friends to the grocers.

They have been good friends to the working classes who make up three-fourths of the voters.

Under the circumstances, the "Outs" will have a hard time to get the votes of these men, who consider the city government a good, clean one, as far as they, personally, know. The only sign of corruption they find is in the columns of the press and in the mouths of jealous politicians.

The people do not always believe all they hear. Especially will they question calumnies against proven friends when coming from sources they have learned to distrust in the past.

There are four men interested in groceries on the ticket headed by Eugene Schmitz for mayor They are:

Joseph A. Stulz, for Public Administrator;
W. W. Sanderson, for Supervisor;
P. M. McGushin, for Supervisor;
Con. J. Harrigan, for Supervisor.

This certainly looks good to the Advocate.

California's Choicest Food Products

GRIFFIN EXTRAS

Pure and Wholesome



Griffin Catsup

(Not Colored)

Used by St. Francis Hotel,
Clubs, Cafes and Other Discriminating Trade.

Put up in Pint and One-half Pint Glass Bottles.

Made from the finest quality of full, ripe tomatoes, pure spices and the best malt vinegar, by the most modern processes known to the catsup making art, producing a condiment that is a delight to the palate of the most fastidious.

Griffin Catsup sells at 25c pints, 15c half pints.



Griffin Oyster Cocktail Sauce

(Not Colored)

Like GRIFFIN TOMATO CATSUP, this sauce is selected and handled with extreme care and cleanliness, combined with the best skill known to the culinary art, from the purest and best ingredients purchasable. It is packed in full pint bottles only, and is a sauce most excellent, having that peculiarly delightful flavor which gives character to a true cocktail sauce. No cost or pains are spared in order that GRIFFIN OYSTER COCKTAIL SAUCE shall rank **first** as a sauce of merit and a delight to the epicure.

Griffin Oyster Cocktail Sauce sells at 25c pints.

OUR GUARANTEE FOLLOWS OUR GOODS

Announcement of the FREE DEAL on "Griffin Extras" CATSUP and OYSTER COCKTAIL SAUCE.

With **5-Case** Orders for "Griffin Extras" **Catsup** we will give FREE ..... { 1 Case "Griffin Extras" **Catsup,** or 1 Case "Griffin Extras" **Oyster Cocktail Sauce**

With **5-Case** Orders for "Griffin Extras" **Oyster Cocktail Sauce** we will give FREE { 1 Case "Griffin Extras" **Oyster Cocktail Sauce** or 1 Case "Griffin Extras" **Catsup.**

Send us Your Orders for Immediate or Future Delivery.

CALIFORNIA FRUIT CANNERS ASSOCIATION

Largest Packers of Canned Fruits and Vegetables in the World.

SEASONABLE SUGGESTIONS.

Pointers "Borrowed" From the Columns of Various Careful Contemporaries.

Cloves are working higher.

Tea firm, with rising tendency.

Don't be deceptive in your show window display.

There is much talk in New York of a coffee duty.

Flypaper is not quite dead, but will be out of it soon.

A lot of tea sold in London recently at $6.37½ a pound.

Olives are high in price and will probably go higher.

Catch of Holland herring continues to show up in poor quality.

The test of good merchandising is the securing of a good profit.

Canned tomatoes got wobbly when No. 3 standards touched $1.00.

There should always be time enough to dress the window properly.

Elbow grease, persistency and enthusiasm make the window pay.

Put the new goods to the front and tell the trade that they are new.

When an article will not budge at a dollar, a cut to 99 cents may move it.

The pickle crop is practically a failure in the East and very short in the West.

On account of a light pack it is thought that French sardines will advance.

New dates will not be here until late in October. The first to arrive will be Persians.

Owing to a shortage in the European crops small olives are scarce and higher.

Manufacturers have advanced clothes pins somewhat. Wood is getting scarce.

Try the show window with plain price cards to move some of those slow sellers. It will always help.

Have the clerks report every call for an article not in stock. You will get valuable suggestions in this way.

Study up on tea and coffee. Your knowledge will come in very nicely some day. In fact, you can well use it every day.

Polish up those lanterns and put them in the window for a change. Lamp goods of all kinds should go with them, too.

Fresh oyster crackers are wanted with the oysters. How is your stock? There is nothing that is much worse than a stale cracker.

A row of clear glass bottles, each showing a different breakfast cereal, would be an improvement upon the usual piles of breakfast food cartons.

Foreign olive crops are all very short and it looks as if higher prices might be asked for these goods a little later. The California crop is an average one.

Owing to the general prosperity of the country—or some other reason—there is a very large trade in candy. Are you getting your share of the candy trade?

Courtesy counts for as much as any one thing in winning trade. With courtesy, goes attractive helpers, comely in looks, neat in dress, winning in manners—tactful folks.

Look out for canned tomatoes and corn just a "leetle" bit under grade this season. Prices may be tempting, but consumers may not stand for wet corn and watery, greenish tomatoes.

An oyster can holding something over half the amount in the regular size has been put on the market this year. This is designed for the family trade for whom the regular can is too large.

Go after the case trade now. Make prices on cases of tomatoes, corn, peas, peaches and on boxes of dried apples, prunes and apricots. A sack sugar price may land a few big orders.

It is said that the reason why so small a quantity of black tea is produced in Japan is because the Japanese tea leaf cannot stand the fermentation undergone by the Chinese variety.

Green and Congou teas promise to be in small supply among the imports to this country this year, the production being light, while London is said to be picking up parcels in our market.

People are willing to pay a good margin if it covers a pleasing, up-to-date service. Those consumers forced to practice a rigid economy appreciate style as much, if not more, than the careless rich.

It is said that the crop of maple sugar is already out of the growers' hands. If this is the case it will probabyl mean higher prices during the winter, as that is the season of the biggest demand.

Dried apples are generally among the cheap fruits, but this year they will roost on an upper shelf. The crop in the best producing districts is short and the output is likely to be below normal.

Retail grocers that do not handle bread are often losing a good opportunity. Many country grocers make a good thing of handling city baked bread. A general line of bakery goods often pays, too.

Perhaps the delivery man is a more important factor than you have realized. He gets nearly all the kicks from the housewife, and if he is careless and does not repeat them to the proprietor the store will suffer.

"My competitor tries to give as much as possible for one dollar, while I try to see how much of the dollar I can keep for myself and satisfy the buyer." So remarked one of the most successful of American retailers.

Consul General Seeger, of Rio Janeiro, writes that the shipments of coffee from the interior of Brazil are not as large as was expected. The reasons for this were climatic and favorable financial conditions among the planters.

Opening prices on California walnuts were about one cent a pound higher than the corresponding figures a year ago. The yield is short and as the foreign crops are none too large, it is likely that walnuts will rule higher the coming winter than last.

One of the articles in the enterprising dealer's business creed should be a rule requiring a sample of every new invoice to be exhibited in the show window. If every article has a fair show in this manner there will be small chance of its becoming a shelf-sticker, provided it has any merit.

Style in the package counts in favor of a good profit; so does the character of the twine. A bit or green, red or pink twine may help hold a customer. A clean store, attractive shelves, pretty displays in window, on counters or on the floor; bright scales, are a few factors that make it easy to get a good profit.

With a rat-trap closed tight upon a plug of Schneider tobacco and a placard bearing the inscription, "Have caught the best at least—Schneider Plug," as the central features of his window display, retailer James I. Hassan, 6633 Woodland avenue, is attracting considerable attention this week.—Phila. Corres. Tob. Leaf.

Exacting customers are not relished by dealers generally, and yet they have their value. They keep the dealer up to the mark, apprise him of little leaks, little faults and little obstacles to success that may grow into great ones and imperil his business, whereas the easy-going or timid customers may say nothing, yet transfer their patronage to another dealer, on account of some fault or fancied fault of which the dealer is entirely ignorant. Better a thousand complaints, when there is cause for them, than loss of trade because the customers refuse to kick.—Delicatessen.

There is likely to be a shortage in the "home-made" jellies and jams this year. These are machine-made goods but put up under the formulae used by the housewife. Hence they are popular in many quarters. But, owing to a shortage in the fruit crops it is predicted that these will not be so plentiful. However, every grocer can have a line of these for himself if he knows any woman among his customers who makes them well. On account of the general prejudice created against "boughten" jellies by the large amount of adulteration that has been disclosed these home-made goods should sell very readily.

A MATTER OF HEALTH

ROYAL



BAKING POWDER

Absolutely Pure

HAS NO SUBSTITUTE

All Grocers should carry a full stock of Royal Baking Powder. It always gives the Greatest Satisfaction to customers, and in the end yields the larger profit to the Grocer.

For Fall Trade

Pim-Olas

Olives stuffed with sweet Spanish peppers and preserved in a delicately flavored sauce.

"White Label" Queen Olives

Under this brand you will not only find the finest but the most complete assortment of high grade olives obtainable.

Nicelle Olive Oil

Famous all over the world for its purity, richness, brilliancy and exquisite nutty flavor.

If you are looking for the Best Olives and Olive Products, you are looking for the goods grown and packed by the **Seville** Packing Company, Exclusivists in Olives and Olive Products, New York City and Seville, Spain.

Prices are not as high as some of our competitors charge for inferior goods. Products are carefully packed.

A word from you will bring full information.

Spohn-Patrick Company

Pacific Coast Agents

16-18-20-22 Front Street San Francisco, Cal.

Branch Houses

Portland, Seattle, Denver, Salt Lake City

SPOHN-COOK COMPANY, Los Angeles, Cal.

CHANGE IN AGENCY.

William A. Hawley Secures Exclusive Agency for McCaskey Account Register.

William A. Hawley, Pacific Coast representative of the McCaskey Account Register, returned last Saturday from a three weeks' visit to the factory, whither he went for the purpose of perfecting arrangements for pushing the sale of this "friend of retail merchants" on this coast.

Mr. Hawley signalized his return and showed his confidence in this article by at once purchasing the interest in the coast agency of his partner, Mr. Frank, and now assumes absolutely control of it.

The McCaskey Account Register has already been placed in many leading groceries both in San Francisco and elsewhere throughout the coast, and all who have tried it speak in the highest terms of it.

Read the testimonial of H. N. Edlin of 1264-1266 Devisadero street on the first page of cover.

A LOSING PROPOSITION.

If You Give Your Customer More Than She Pays For.

Would you knowingly give a customer one dollar and two cents change for one dollar? Not if you could help it, and yet if you will carefully weigh over the packages of sugar put up for delivery you are almost certain to find them 2 per cent overweight. This is not the fault of the scale, nor of the operator, but because the time necessary to get exact weight is of more value than the goods saved.

The Bond Automatic Weigher gives exactly what you want it to—no more, no less, and does it in one-fifth the time required for hand weighing.

GIVE GOOD PROFIT.

Egg-O-See Sold on Basis Satisfactory to Retailers.

The campaign in behalf of Egg-O-See is showing most satisfactory results to the Egg-O-See Company, and in the past thirty days sales on the Pacific Coast have more than doubled.

Several carloads have arrived at the leading distributing points on the coast in the past two weeks and several additonal are due to arrive at once.

Claude E. Pierce, Pacific Coast manager for the company, has gone to Portland, Seattle and Tacoma, to look after the interests of his goods in the Northwest territory, and will be absent for several days.

The great improvement in sales in this territory is due, first, to the wide advertising being given them, and second, to the fact that the retailer is assured a handsome profit, buying Egg-O-See at $3.60 per case of three dozen, or five case lots at $3.50 per case, and retailing at 15 per package, or two packages for 25 cents.

No other flake food gives such excellent results.

In this connection the following from the Los Angeles Retail Merchants' Report speaks for itself:

Egg-O-See Co. Establish Retail Price.

In order that the consuming public may be fully familiar with the retail price established by the Egg-O-See people they advertise in the Ladies' Home Journal that Egg-O-See sells in all eastern territory at 10 cents and from the Rocky mountains west at 15 cents or two for 25 cents. This is a start in the right direction, and it remains to be seen whether the company will maintain the price they have established in this territory or not. It makes it much easier to maintain a price if the price is made public to the consumer, and we hope for the continued support of the Egg-O-See Company.

CONSTANTLY GAINING.

The System That Has Revolutionized Retail Bookkeeping.

Old methods, new methods, methods good, bad and indifferent, are all giving way before the steady onward march of The Perfection Short Credit System.

In some instances one dealer's taking up this method in a town has been the means of placing it in nearly every store in the place, for once understood, the system sells itself.

Its first cost is low, and it is economical in operation—the only tag system that never uses more than one tag a day for any customer.

Jos. A. Stulz for **Public Administrator**, a successful business man of tried integrity. **Union Labor, Ind. Rep., Ind. Dem.**



In Business to Make Money? Then Use THE

BOND AUTOMATIC WEIGHER

IT SAVES 2% IN ACCU ACY, 80% IN TIME AND 100% IN NEATNESS.

Portable or for balcony attachment.

Write for particulars.

BOND SCALE CO.

Office and Factory
1640 San Fernando Street,
LOS ANGELES

Branch Office and Salesrooms
220 California Street
San Francisco

Satisfaction Sells Goods



Lily CREAM

Satifies

Its Pure
That's Sure

At All Jobbers

Pacific Creamery Co.

San Francisco Office, 115 Davis St.

Phone, Bush 522.

CRACKER-JACK

THE MORE YOU EAT
THE MORE YOU WANT
THE WORLD'S GREATEST 5¢ SELLER

100 Packages to Case $3.65
Case weighs 40 pounds gross.

Dodge, Sweeney & Co., AGENTS SAN FRANCISCO

Babbitt's Standards.

ALWAYS UNIFORM!
ALWAYS RELIABLE!
ALWAYS THE BEST!



B. T. Babbitt's Concentrated Lye,

The ready soap maker—a powerful disenfectant—an excellent fertilizer for dipping prunes, spraying trees, etc.

Manufactured by
B. T. Babbitt, (Inc.) New York City.



The C. B. JENNINGS CO., Agents, 121 California St., San Francisco, Cal.

OUR MEETINGS.

What They Offer and What We Hope They Will Result In.

(By J. G. REED.)

The Alameda County Grocers' Association hold their regular meetings on the first and third Mondays in every month.

It is very necessary that every member attend these meetings. The success of this work is largely a result of the good fellowship engendered by the members meeting together and the educational value to the members from meeting and interchanging ideas and experiences of their everyday business life.

This is what prepares the way for positive and money-making results.

Enthusiasm in organization work is what gives these results. Enthusiasm is what lifts a man from the common level to a place high above the ordinary run of men. It is what wins.

The educational value of our meetings is to be put to a practical test from now on. A program has been formulated to give them interest, enthusiasm and of importance that they cannot be missed. At least one meeting a month a paper is to be prepared and read by some one selected for that purpose who is particularly qualified to give valuable information and experience. The subject of these papers will be on trade problems of every day interest. The following subjects have been chosen for discussion:

"The Buying of Futures. Does It Pay."
"Tea and Coffee Trade."
"Free Deals."
"Our Delivery System."
"Bulk and Package Goods."
"Private Brands."
"Credit Ratings," etc.

After the regular paper has been read at each meeting, a discussion of its subject matter will be taken up by the members. In order to make these discussions valuable it is the wish of the Committee having this work in charge that the members send in questions on the above mentioned topics to the Secretary. The members are particularly urged to follow up this suggestion, as every man in his business meets with difficulties which his experience does not help him to solve and which some other man having settled the question for himself can be of great assistance to him.

What the Association Promises.

Every member is urged to consider what the Association can mean to him **if he will but make use of it.**

Many a man has failed because he has neglected his opportunity. It is up to the grocer to use the power that lies in his co-operation. It is up to the grocer to improve his trade conditions.

It is the Association that stands between the individual grocer and the encroachment of the manufacturers and wholesalers on one hand and the bargain hunting consumer and the dead beat on the other. As long as the individual grocers are kept apart and antagonistic to their fellow grocers, these forces have the opportunity to work his ruin.

But let the grocers meet in good fellowship and agree to act together toward all malefactors of their business interests and they have a protection that is worth more than all the contributions they make toward keeping up their organization.

Those antagonistic to the Grocers' Association are so because they do not want publicity given to their methods.

When the manufacturer, who allows his goods to be cut and the wholesaler who sells to the consumer, and the dead beat who operates on innocent merchants, are publisned, these wrong doers flee for the darkness like vermin when light is turned upon them.

Every Member Must Help.

The Association is your own organization.

Whatever it does is the result of a majority's action.

That it has not accomplished more, is because YOU have not given YOUR time in attending its meetings and taking part in its deliberations.

It is up to YOU to give determined emphasis to Association work.

Support those millers who have taken the time and trouble to give you protection in the selling price of their flour and a profit. Likewise those manufacturers who have followed the same principal.

It is up to YOU to encourage those wholesalers who sell only to the trade and will not countenance trade pirates who use the credit of the wholesaler to sell goods at a loss and then fall for 40 cents on the dollar.

"Community of profit is absolutely essential to a partnership."

Webster.

PROPERLY CONDENSED.

It is very annoying to consumers to lose part of the contents of a can of evaporated cream because it spoils after opening and before being used up. The Helvetia Milk Condensing Co are overcoming this trouble by evaporating their product to so heavy a consistency that it is not readily permeated by germs that float in the air, and hence remains sweet much longer than goods of lighter consistency. It is therefore seen that their product is more valuable not only for this reason but because it goes further.

MAPLE SYRUP.

Chicago, Ill., Sept. 30th.—In Wisconsin, Minnesota and the Dakotas only sap syrup can be sold as maple syrup. Manufacturers are prevented by heavy penalties from selling as maple syrup. syrup made from maple sugar. As the result of this law being enforced, prices on maple syrup will be advanced 25 per cent.



More...

Carnation Cream

SOLD IN THIS MARKET THAN ALL OTHER BRANDS COMBINED. There is nothing about the evaporating and sterilizing of cream that we do not know. We manufacture evaporated cream exclusively, and just one brand—CARNATION CREAM. It is our only business, and we have always given the consumer the richest and best cream made. CARNATION CREAM has no equal.

Pacific Coast Condensed Milk Co.

—MANUFACTURERS—

SEATTLE, WASH. U. S. A.

SPOHN-PATRICK CO PANY, SPOHN-COOK COMPANY — Agents — San Francisco, Cal. Los Angeles, cal.

Partners:

Grocers

and

Schilling's Best

Better Profits

Greater Economy in

Cereal Goods

A New Departure.

DEL MONTE MILLING CO.
PEACOCK BRAND
CEREALS

ALL MEALS

Can Now be Secured in

2-lb. and 5-lb. Cartons

UNDER THE

PEACOCK BRAND

Thoroughly Sterilized — No Waste — No Bugs — Attractive Packages
Packed by Machinery — Not Touched by Human Hands.

Selling Price Absolutely Protected.

Sole Manufacturers:

DEL MONTE MILLING CO.

San Francisco and Los Angeles.

High Quality and Fair Price Always Win.

For this reason

Our Pet Brand Evaporated Cream



and every brand bearing our cap label

is fast superceding its poor imitations which have had a run on account of the bulk of their package which deceived the eye.

However, since consumers have ascertained the difference in food value, richness and perfection, they became wise.

They have learned that "Our Pet" brand is cheap compared with others at any price and they will not be deceived again.

HELVETIA MILK CONDENSING CO.

Helvetia Milk Condensing Co., - Highland, Ill.

San Francisco Office, 3 California St.

INDEX

Each of these departments in this Price List is checked up and corrected every week by two or more reliable authorities on values. More than thirty wholesale houses co-operate with us to secure for our List the greatest accuracy possible.

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COLUMN 1.

Department 1.

COFFEE, CHICORY, ETC.

Green Coffee.

Mocha, Genuine Arabian	23	25
No 2	17	18
No. 3	16	
Kona (Hawaiian)	10	18
Mexican	12	18
Java, common	15	18
Java, brown plantation	20	25
Caracol, prime washed	13	16
Caracol, ordinary	13	14
Guatemala	11	17
Costa Rica	12½	16
Salvador	10¾	12

Roast Coffee.

Salvador	20
Costa Rica	20
Java	31
Mocha Aden	31
Prme W shd. C. A. Blends	24
Good C. A. Blends	20
Ordinary Blends	12

Private Brands.

Royal Java Roast	18
Lion, 100-lb	14.87
Arbuckle's, 100-lb	15.87
Arab, 1-lb tin	.18
Hill's Bros Arabian Roast	.27
"M.J.B.," 60 1's in case	.28
"M.J.B.," 30 2 s in case	.27
"M.J.B.," 24 3 s in case	.25

Schilling's Best Coffee.

Tins: 30-lb price 60-lb case ½ off

cartons	1-lb tins	2lb tins	3lb tins
5-star	34¼	30¼	38¼
4-star	29¼	32¼	31¼
3-star	25¼	28¾	27¾
3-star Laquered (3-lb. tins only)			27½
2-star	22¼	25¼	24¼
1-star	18¾	21¾	20¾

Cartons only in 25, 50 or 100 lb cases can be assorted as required.

The Porto Rico Co.

Ponce de Leon, sealed cans only, (1-lb 30, 2-lb 29, 3-lb	28½
Cream of Moca, 1-lb. cartons	25
La Gloria de Porto Rico in bulk	26

Ground Coffee.

Hill's Bros. Arabian Roast	27
Cafe des Gourmands	26
Mexomoka	15

Chicory.

California	6
Belgian	7
German, Genuine	8

Coffee Extracts.

Bulk, per lb.	07
Vienna, ¼'s, 10-lb bx.	25
Vienna, 1's, 10-lb. bx.	35
Ackermann's, ½-gross bxs., gross	4 00

COLUMN 2.

Department 2.

TEAS.

Japan.

(Panfired. Sundried or fired.)	Basket-	
Extra Fancy	56	74
Fancy	41	55
Extra Choicest	39	43
Choicest	34	38
Fine	24	33
Fair	22	24

Green China.

(Gunpowder, Imperial or Young Hyson.)

Extra Fancy	55	76
Fancy	33	46
Choicest	35	37
Extra Choice	32	34
Fine	26	31
Fair	20	25

English Breakfast.

Extra Fancy	67
Fancy	51
Choicest	35
Choice	24
Fine	20
Fair	15

Oolong.

Extra Fancy	53	$1.50
Fancy	50	57
Extra Choice	36	48
Choicest	33	35
Fine	27	32
Fair	22	26

Ceylon and India

Broken Orange Pekoe	36	65
Broken Pekoe	33	56
Orange Pekoe	31	53
Pekoe	27	46
Pekoe Souchong	24	39

Schilling's Best Teas.

(Packed only in 16, 12, 8 and 6-oz. Cartons. Never in bulk.)

Japan, per lb.	$0.45
do, 1 crown	.90
do, 2 crown	1.80
English Breakfast	.45
do, 1 crown	.90
do, 2 crown	1.80
Ceylon	.45
do, 1 crown	.90
do, 2 crown	1.80
Oolong	.52½
do, 1 crown	1.05
do, 2 crown	2.10

TREE TEA

(Pride of Japan, etc.)

Packed in 1 lb. and ½ lb. cartons

Japan	37½
E. B. Congou	37½
Oolong	50
Gunpowder	45
Ceylon	40

COLUMN 3.

Department 3.

SUGAR AND SYRUPS.

The Western Sugar Refining Company quotes net cash prices as follows. Barrels are an advance of 10c, half barrels, 25c, boxes, 50c, 50-lb. bags, 10c.

Dry Granulated, 100-lb. sk.	4 75
Fruit Granulated	4 75
Confectioners' A	4 75
Cube	5 00
Crushed	5 00
Fine Crushed	5 00
Candy Granulated	4 85
Magnolia A	4 35
Extra C	4 25
Golden C	4 15
Beet D. G.	4 05
"D" Sugar	4 05
H. & E. Crystal Dominos	7 75
Bar Sugar, bbls.	6 06

¼ cent off for prompt cash.

Do.	4-bbls	6 80
Do.	40-lb. tins	8 60
Do.	20-lb tins	8 60
Do.	10 lb. boxes	7 45

SYRUPS.

Saratoga Drips (Long's)	gal.	Gal.
50-gal bbls.		$ 50
30 gal. bbls.		52
17 gal. bbls.		55
5 gal. jackets		2 36
4½ gal jackets		2 61
2 gal kits		1 23
1½ gal. kits		91
1 gal tins		70

Pac. Coast Syrup Co.

Tea Garden Drips—	Case
12, 1 gal. tins	$8.40
20, ½ gal. tins	7.70
24, ¼ gal. tins	5.34

Orange Blossom Drips.

6 1 gal. tins	per case	$2 40
12 ½ gal.	"	2 60
24 quart	"	2 60
36 2-lb.	"	2 85
50-gal. bbls		33
28-gal. ½-bbls.		35

Molasses.

New Orleans

Genuine Light, about 50 gals. bbls.	50
Genuine Light, 30 gal. ½ bbls.	52
Genuine Light, 15 gal. ¼ bbl.	55
Genuine Light, 5 gal. kegs, gal	57

	Doz.
Pelican, 12 1 gal tins	9 60
Pelican, 20, ½ gal. tins	8.90
Pelican, 24, ¼ gal. tins	6 10

COLUMN 4.

Maple Syrup.

Woodlawn (Long's)	case.	Case.
Gal cans, 10 to cs		$11 00
Gal. cans, 6 to cs		6 60
½ gal cans, 12 to cs		7 14
¼ gal cans, 24 to cs		8 10
10 gal. jackets, each		10 15
5 gal. jackets, each		5 11
4½ gal jackets, each		4 63
Qts., glass, 12 in cs		4 60
Pts., glass, 24 in cs		4 90

Pac. Coast Syrup Co.

Toboggan—	Doz.
⅛ gal. tins, 2 doz. to cs	2.25
¼ gal. tins, 2 doz. to cs	4.00
½ gal. tins, 20 to cs	7.20
1 gal. tins, 12 to cs	13.20

"OLD MANSE" —Absolutely Pure— CANADIAN SAP MAPLE SYRUP.



	Doz. Price.
1 gal. cans, ⅛ doz. in cs.	$14 00
⅛ gal. cans, 1 doz. in cs.	7.50
¼ gal. cans, 2 doz. in cs.	4.25
½ gal. cans, 4 doz. in cs.	2.50
Qt. bottles, 1 doz. in cs.	4.50
Pt. bottles, 2 doz. in cs.	2.75
Decanters, 1 doz. in cs.	5.50
4½ gal. Jackets, per gal.	1.00

Retail Discount—5 cases 5%; 10 cases 7½%; 25 cases or over, 10%.

On each package we offer to forfeit $1,000.00 if found short in measurement or containing any impurities

Maple Sugar.

Vermont, gen. pure, abt. 30 1-lb bricks, per lb	17
Vermont, gen. pure, abt. 80 3-lb bricks, per lb	15½
Log Cabin, in 1, ½ and ¼-lb bricks, assorted in 25-lb pails per lb	15
Scudder's, in 1, ½ and ¼-lb bricks, asstd., per lb	14

COLUMN 5.

Department 4.

DRIED FRUITS, NUTS AND HONEY.

(Add ¼c for 50-lb boxes and ½c for 25-lb. boxes.)

Apples.

Sundried, sacks	5
Evap, fancy 50-lb bxs	9
Evap, ex. choice, 50-lb bx.	8½
Evap, choice 50-lb bx.	8

Apricots.

	1905 Crop
Choice Sacks	9
Fancy Sacks	10
Fancy, 25-lb boxes	11

Blackberries.

In boxes, per lb.	13

Cherries.

Pitted, in boxes, per lb	30
Unpitted, in boxes, per lb	11

Currants.

In bbls (tubs 6¾)	6½
In mats, 50-lb	7
Recleaned, in bbls	7
Recleaned 25-lb boxes	7½
Recleaned, 50-lb boxes	7½
Recleaned 1-lb carts	8¼
Recleaned 12-oz. carts	6¾

Dates.

Fard, 14-lb, per lb (70-lb 7)	8
Persian, 65-lb case	5½

Figs (California).

Black, sacks	4
Black, 25-lb boxes, per bx.	1.20
White, bags	4½ 5
White, 10-lb bx. per bx.	60
White, 10 1-lb bcks, pr bx.	65 75

Figs (Imp. Smyrna.)

Fancy, 10-lb bx, per lb.	18
Choice, 5-lb bx, per lb.	16

Nectarines.

White	8½
Red	8

Peaches.

Choice, in sacks	10
Ex. choice, in sacks	12
Fancy, in sacks	12½

Pears.

Choice, ¼'s, in sacks	12
Ex. choice, ½'s, in sacks	12
Fancy, ½'s, in sacks	14

Plums.

Unpitted	3
Pitted, bleached	9
Pitted, black	8

COLUMN 6.

Prunes.

	Sks.
10s-40s	5
40s-50s	6
50s-60s	5¼
60s-70s	4¾
70s-80s	4½
80s-90s	3¾
90s-100s	3¼

Raisins.

	Box	½'s	¼'s	50 lb
6 Cr. Layers	3.25	—	—	$.10
5 Cr. Layers	2.75	—	—	2 60
4 Cr. Layers	2.25	—	—	2.10
3 Cr. Layers	1.85	—	—	1.60
2 Cr. Layers	1.15	—	—	1.50
4 Cr. Loose	—	—	—	07
3 Cr. Loose	—	—	—	06½
2 Cr. Loose	—	—	—	06

Thompson Seedless, bkhd, 50-lb boxes 11

Sultana Seedless, bkhd, 48 1's, per lb. 8

Seedless Muscatels, 50-lb cases 5½

Seeded, 1-lb cart. 8½

Seeded, 12-oz. cart. 7½

NUTS.

Almonds, fancy, I. X. L.	14
Almonds, choice, soft shell, Drake	14½
Almonds, shelled, No. 1	32-35
Almonds, shelled, No. 2	27-30
Almonds, shelled, Jordan, Imp	.38
Almonds, Jordan, Dom.	.37½ .40
Brazils, 210-lb sks, new	.12 .13
Chestnuts, Cal. Italian	.09 .10
Cocoanuts, $9 100's	4.50 5.50
Filberts, 175-lb sk	.11 .12½
Peanuts, Japanese, hand picked	.05½ .07
Peanuts, roasted	.08 .09
Pecan, polished	.15
Pine	
Walnuts, hard shell	10½
Walnuts, sft shll, No. 2	13½
Walnuts, sft shll, No. 1.	14½

COLUMN 7.

HONEY.

Water White, 2 5's, lb	.0
Light Amber, 2 5's, lb	.06
Lt. Amber, 10 1 gal tins, gal	.75
Lt. Amber, 20 ½ gal tins, gal	1.00
Lt. Amber 2-lb tins, doz	2.60
Lt. Amber, 16-oz. bots, doz	1.35
Comb, 1-lb glass jars, doz	1.75
Comb, 2-lb glass jars, doz	2.90

Pine Apples.

	Per Doz.
2 lb., fancy sliced, E. & C., 2 doz. in case	2 50
2 lb. grated, 2 doz in case.	2 25
2 lb. shredded, 2 doz. in case Hawaiian	1 65
Johnson's—Columbia.	
2 lb. sliced, 2 doz. in case.	2 30
2 lb. grated, 2 doz. in case.	2 30
1 lb. sliced, 4 doz. in case.	1 15
1 lb. grated, 4 doz. in case.	1 15
gal., cereless, 4½ lb. to tin, ½ doz. in case, per lb.	16
gal., grated, 7 lb. to tins, ½ doz. in case, per lb.	16
2 lb., sliced, Baltimore, 2 doz. case	2 35
2 lbs., grated, Baltimore, 2 doz case	2 35
1 lb., cocktail, Baltimore ovals, 4 doz. case	1 35
2 lb., sliced, Singapore, 4 doz case	1 75
3 lb., sliced, Singapore, 2 doz. case	2 40
Royal Hawaiian, 2-lb grated, 2 doz. case	1 80
2-lb sliced, flats, 2 doz. case	2 00
Tall, 2-lb sliced, 2 doz. case	2 00
HB Sliced, 2 doz 3s	2 50
HB Whole, 2 doz, 3s	2.50
HB Grated, 2 doz 2s	2 25
HB Sliced, 4 doz 1s	1.15
HB Grated, 4 doz. 1s	1.15

COLUMN 8.

Department 5.

JELLIES, JAMS, ETC.

Griffin Extra Preserves.

Raspberry, strawberry, blackberry currant, loganberry, per doz. $2.00

Cherry, per doz. $2.00

Less 10 per cent in 5-case lots.

Apricot, Damson, Fig, Gooseberry, Gage, Peach, Plum, Quince, per doz. 2.00

Orange Marmalade 2.00

Less 10 per cent 5 case lots.

Long's Preserves.

Strawberries, Raspberries, Blackberries, Loganberries, Cherries, Pineapples, Pears, Figs, in 20-oz. glass jars, 2 doz. in cs., per doz. $3 50

Apricot, Plum, Quince, Orange, Peach, in 20-oz. glass jars, 2 doz. in cs., per doz. 3 20

Asstd. 2 doz. in cs., per doz. 3 30

JAMS.

Curtice Bros. Co., Rochester, N. Y.

In 16 oz. Glass Jars.

Strawberry, raspberry, raspberry and currant, red cherry, white cherry, apricot, black currant, red currant, quince (sliced), peach (sliced), pear (sliced), blackberry, gooseberry, grape, green gage, egg plum, damson, pineapple marmalade, tomato marmalade, orange marmalade, per dozen, $1.95.

All above packed in cases of 2 dozen each

COLUMN 9.

Long's Peerless Jams.

Strawberry, Raspberry, Blackberry, etc., in 16-oz. glass jars, 2 doz. in cs., per doz. 2 00

Long's Pure Currant Jelly.

Tumblers, 2 doz. in cs., doz. 2 00

30-lb. kits, per kit 3 00

15-lb. kits, per kit 1 75

Marmalades.

Orange (Dundee) 48-1's, doz. 2 75

COLUMN 10.

Apple Butter.

Cuttings, 5-lb. tins, per doz. $2.50

Heinz, 1's, 2 doz. in cs, doz. 2 25

Heinz, 3-lb stone crocks, doz. 4 25

Heinz, 4½-lb stone crocks, dz 6 50

Heinz, 18-lb. stone crocks, lb 11

Peach Butter.

Cuttings, 5-lb. tins, doz. 2 50

Heinz 4½-lb stone crocks, doz 9 00

Heinz, 18-lb. stone crocks, lb 11

Maraschino Cherries.

Long's, qts, 12 to cs, per cs. 6 60

Long's, pts., 24 to cs., per cs. 7 50

FRUIT	JELLIES 2 lb. Extra	JELLIES 2 lb. Stand.	JELLIES 1 lb. Extra	JELLIES Tumblers	JELLIES Ex. Lunch 1 lb Glass	JAMS 2 lb. Extra	JAMS 2 lb. Stand.	JAMS 1 lb. Extra	JAMS Tumblers	JAMS Ex. Lunch 16 oz. Gls Preserves
Apple	1 55	1 35	1 00	85	1 75					
Apricot	1 55	1 35	1 00	85		1 60	1 35	90	90	1 80
Assorted	1 55	1 35	1 00	85	1 75	1 60	1 35	95	90	1 80
Assorted No. 2					1 75				95	1 80
Blackberry	1 65	1 35	1 00	85	1 75	1 85	1 60	95	90	1 80
Cherry										1 80
Crabapple	1 55	1 35	1 00	85	1 75					1 80
Currant	1 75	1 50	1 10	85	1 90	1 85	1 60	95	90	1 80
Damson					1 75					1 80
Fig						1 60				1 80
Gooseberry	1 55	1 35	1 00	85	1 75			85	90	1 80
Grape (Catawba)					1 75					
Green Gage										1 80
Lemon	1 55	1 35	1 00	85						
Loganberry					1 75					1 80
Orange Marmalade		1 35	1 00	85		1 60		90	90	1 75
Peach	1 55	1 35	1 00	85		1 60	1 35	90	90	1 80
Plum	1 55	1 35	1 00	85	1 75	1 60	1 35	90	90	1 80
Quince	1 55	1 35	1 00	85	1 75	1 60	1 35	90	90	1 80
Raspberry	1 55	1 35	1 00	85	1 75	1 60	1 35	90	90	1 80
Strawberry	1 55	1 35	1 00	85	1 75	1 85	1 60	95	95	1 80

Department 6.

CANNED FRUITS AND CANNED VEGETABLES.

CANNED VEGETABLES.

Asparagus "Griffin Extras" Mammoth	$
Large White	
Medium White	
White Tips	
Artichokes, 2½'s "Griffin	3 00
Beans, Stringless Extras"	1 20
Beans, Blue Lake	1 30
" " gal	4 50
Beans, String, 2-lb	.80
Beans, String, gal	3.50
Beans, Lima, Soaked	1 60
Beans, French, Kidney, 2-lb.	1.15
Beans, French Red Kidney, 2-lb. "Joan of Arc" Brand, p.dz 1 case free with 10.	1.15
Fancy Eastern	1.85
Corn, Smith's Hulled, 2 doz. in case, per doz.	1.20
Hominy, Great Western, 2 lb	1.20
Corn, 2-lb, Western	.95
Corn, 2-lb, Maine	1.35
Dunbar's Okra, 2½-lb	1.70
Petit Pois, Griffin extra	1.50
Peas, Griffin extra sifted	1.25
Peas, Standard sifted	1.10
Peas, Standard Marrowfat	.95
Pumpkin, 3-lb.	1.87½
Spinach, 2½	1.75
Succotash, fancy, tins	1.40

Tomatoes.

	doz.
3's, Griffin's Ex. Solid Pack	$1.15
3's Griffin's Ex., with peppers	1.20
2½'s, Cutting's Solid Pack	.95
2½'s, Cutting's Solid Pack, with peppers	.95
2½'s, Cutting's Standard	.75
Gallon, Standard	2.10
Gallon, Solid Pack	2 25
Gallon, Puree	2.50

P. J. Rathjens PORK PACKER

1311–1315 Pacific Street.

Sausages.

Garlick Frankfurter 10
Bologna 10
Blood and Liver 9
Tongue and Headcheese .....—
Choice California Ham 12
Extra Light Bacon 15½
Medium Light Bacon 12½

Boiled Hams.

Kingan 20
Eastern 19
California 17

Mettwurst.

Extra Home Made..20, 22½, 25

LARD.

50 lb. tins 9
20 lb. tins 9½
10 lb. tins 10
5 lb. tins 10
2 lb. tins 10
1 lb. cups 11

KIND	1 lb. Extras	2½ lb. Extras	2½ lb. Extra Standards	2½ lb. Standards	2½ Second	2½ Water	2½ Pie	Gallons Extras 2 lb. Grade	Gallons Extras 2½ lb. Grade	Gallons Extra Standard	Gallon Standard	Gallon Water	Gallon Pie
Apples										4 00	3 50		2 65
Apricots	2 25	1 65	1 40	1 30	1 15	1 05	1 05	5 75	5 00	4 50		2 75	2 40
" peeled	2 50		1 35	1 25	1 10	1 00	1 00						
" sliced													
Assorted													
Blackberries	2 25	1 70	1 45	1 35	1 20								
Cherries (Royal Anne)										4 25	4 00	3 75	3 40
Cherries (White)													
Cherries (Black)	2 00	1 35	1 20	1 10	95	90	90			5 25	4 60		3 65
Grapes (White Muscat)		1 60		1 25	1 10					3 50	3 10	2 50	3 65
Nectarines	2 65												2 25
Peaches (Yellow)								6 50	5 25	4 60	4 25		
Peaches (Lemon Cling)	2 75												
Peaches (Lemon Cling Sliced)					1 40			7 75	7 00		5 00		
Peaches (White Heath)	2 65							7 75	7 00				
Peaches (White Heath Sliced)				1 55						5 75	5 00		
Pears (Bartlett)	2 75	2 25	2 00	1 90	1 35		1 00			5 25	4 75		
Plums (Green Gage)	2 10	1 45	1 20	1 10	95	90	1 05 pld	7 00	6 25	5 25	4 75	3 75	2 40 pld
Plums (Egg)	2 10	1 45	1 20	1 10	95	90	90	5 00	4 25	3 50	3 25	2 55	2 15 unpl
Plums (Gold Drop)	2 10	1 45	1 20	1 10	95	90	90	5 00	4 25	3 50	3 25	2 55	2 30
Plums (Damson)	2 15	1 50	1 25	1 15	1 05	95	95	5 00	4 25	3 50	3 25	2 55	2 30
Raspberries		2 80	2 35	2 10	1 95								2 30
Strawberries		2 10	1 85	1 70	1 45								

Department 7.

PROVISIONS.

Hams.

Eastern Standard, 17/19	.13¼
Eastern Standard, 15/16	.13½
Eastern Standard, 12/14	.13½
Eastern Standard, 10/12	.13½
Eastern Fancy	10-12 .14
Local cure, all averages	12½ .13¼
Picnic Hams	.9½

Boiled Hams.

Skin on	.18½
Skin off	20½

Breakfast Bacon.

Eastern Standard, 6/8	.17
Eastern Standard, 8/10	.15½
Eastern Standard, 10/12	.14½
Eastern Fancy	.19
Local cure	.16

English Cured Bacon.

Eastern cure, 8-10	.15
Eastern cure, 10/12	.14

Dry Salt Bacon.

Clear medium Bacon	.12½
Clear light medium	.12
Clear Lt. med. select	.12½
Light Belly	.13½
Extra light Belly	none
Bacon Backs	.12¼
Bacon Bellies	.13

Dry Salt Meats.

Sides	.10¾
Bellies	.12
Backs	.10¾
Fat Backs	.10¼

Barreled Pork.

	Bbls.	½-bbls.
Spare Ribs	$	
Family Pork	14.50	7.50
Clear Pork	19.00	9.75
Pig Pork	22.50	11.50

Barreled Beef.

Mess Beef	11.50	6.00
Extra Mess Beef	11.50	6.00
Family Beef	11.50	6.00
Extra Family Beef	12.00	6 25
Beef Tongues	25.00	13.00

Pigs Feet.

Tierces, about 300 lb	$18.00
Barrels, about 200 lbs	13.50
½ barrels, about 80 lbs	5.00
Kegs, about 25 lbs	2.10
Kits, about 15 lbs	1.25

Honey Comb Tripe.

Tierces, about 300 lbs	$17.00
Barrels, about 200 lbs	13.00
½ barrel, about 80 lbs	5.00
Kegs, about 25 lbs	2.10
Kits, about 15 lbs	1.25

Sausages.

	Per lb
Braunschweiger	17
Italian Salami	23
D'Arles	22
Mortadella	22
Bologna	24
Frankfurters	8½
Garlic Sausage	8½
Liver Sausage	9
Pork Sausage	8½
Head Cheese	8½
Tongue Sausage	8½

Pure Leaf Lard.

Tierces, about 350 lbs net	10
½-bbls, about 100 lbs net	10¼
80-lb. Wood Tubs, 80-lbs. net	10¼
60-lb. Wood Tubs, 60 lbs. net	10⅜
20-lb. Wood Pails, 20-lbs. net	10⅝
50-lb. Cans, 1 to a case	10¼
20-lb. Cans, 4 to a case	10¾
10-lb Cans, 6 to a case	10¾
5-lb. Cans, 12 to a case	10¾
3-lb. Cans, 20 to a case	10⅞

Compound Lard.

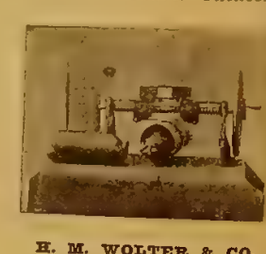
Tierces, about 350 lbs. net	6¼
½-bbls., about 10 lbs. net	6½
80-lb. Wood Tubs, 80 lbs. net	6⅜
60-lb. Wood Tubs, 60 lbs. net	6⅜
20-lb. Wood Tubs, 20 lbs. net	6⅜
50-lb. cans, 1 to a case	6½
50-lb. cans, 2 to a case	6½
20-lb. cans, 4 to a case	6⅝
10-lb. cans, 6 to a case	7
5-lb. cans, 12 to a case	7⅛
3-lb. cans, 20 to a case	7¼

ANCHOR PACKING CO.
140 Eighth St., S. F., Cal.
PORK PACKERS AND PROVISION DEALERS.
Boilers of Kingan and Anchor Hams.
SAUSAGES, COOKED MEATS, TONGUE

Hams, Kingan, boneless boiled	20c
Anchor, "	19c
Bacon (special)	16c
Lard, 55	9¾c
" 20	10c
" 10	10c
" 5	10¼c
" 3	10⅝c

Please note that our hams are all hand tied.

Scientifically Cooked
Flavor Unexcelled



H. M. WOLTER & CO.
Dealers in
..Boneless Boiled Ham..
Leading Grocers and Delicatessens Pronounce Them the Best.
103 12th St. Tel. Mint 1763

KINGAN'S 22
H. M. WOLTER & CO LEADER 21

HEINEMAN & STERN
916 Larkin Street

	Lbs.
Garlic Sausage, Ring	
Bologna	"
Frankfurter	"
Rollada	"
Smoked Beef	"
Pickled Meat	"
Headcheese	"
Tongues	
Dried Beef	Doz.
Smoked Mutton,	Lbs.

Prices quoted on application by telephone or letter

COLUMN 11. COLUMN 12.

Department 8

CANNED MEATS

ALL PRICES ARE PER DOZEN	No. ½ Tins 4 Doz. in Case	No. ½ Tins 2 Doz. Tins in Case	No. 1 Tins 2 Doz. in Case	No. 2 Tins, 1 or 2 D z in Case	No. 6 Tins 1 Doz. in Case	No. 14 Tins ½ Doz. in Case	No. 1 Tins 1 Doz. in Case
Corned Beef	.....	.....	1 30	2 70	$ 25	18 25	.....
Roast Beef	.....	.....	1 30	2 50	8 25	.....	.....
Roast Ribs of Beef, Boneless	.....	.....	1 40	2 50	.....	.....	.....
Roast Mutton	.....	.....	.....	2 70	.....	.....	.....
Brisket Beef	.....	.....	.....	2 50	.....	.....	.....
Boiled Beef	.....	.....	1 35	2 40	8 25	.....	.....
Chipped Beef	.....	1 20	2 10	.....	15 50	.....	.....
Sliced Beef, in tins	.....	1 40	2 50	.....	.....	.....	.....
Sliced Beef, in glass	.....	1 45	2 75	.....	.....	.....	2 75
Brawn	.....	.....	1 40	2 45	8 25	.....	.....
Compressed Ham	.....	.....	1 50	2 75	.....	.....	.....
Lunch Tongue	.....	1 90	2 25	6 50	.....	.....	.....
Lambs Tongue	.....	1 70	2 95	.....	.....	.....	.....
Sliced Ham	.....	.....	3 70	6 40	.....	.....	.....
Sliced Bacon	.....	.....	.....	.....	.....	.....	2 80
Sliced Bacon in Glass	.....	.....	.....	.....	.....	.....	.....
Deviled Ham	40	80	.....	.....	.....	.....	.....
Potted Ham	40	80	.....	.....	.....	.....	.....
Potted Ox Tongue	40	80	.....	.....	.....	.....	.....
Potted Chicken	90	1 60	.....	.....	.....	.....	.....
Potted Turkey	90	1 60	.....	.....	.....	.....	.....
Deviled Chicken	90	1 60	.....	.....	.....	.....	.....
Deviled Turkey	90	1 60	.....	.....	.....	.....	.....
Boneless Chicken	.....	3 40	5 55	.....	.....	.....	.....
Boneless Turkey	.....	3 40	5 55	.....	.....	.....	.....
Veal Loaf	.....	1 10	2 10	.....	.....	.....	.....
Ham Loaf	.....	1 10	2 10	.....	.....	.....	.....
Beef Loaf	.....	1 10	2 10	.....	.....	.....	.....
Chicken Loaf	.....	1 60	2 75	.....	.....	.....	.....
Chicken Pate and Ham	.....	1 10	.....	.....	.....	.....	.....
Chili Con-Carne	.....	.....	1 40	.....	.....	.....	.....
Beefsteak and Onions	.....	.....	1 60	.....	.....	.....	.....
Hamburger Steak with Onions	.....	1 95	2 00	.....	.....	.....	.....
Frankfurter Bratwurst	.....	.....	2 00	.....	.....	.....	.....
Sweetbreads	.....	.....	2 40	.....	.....	.....	.....
Vienna Sausage	.....	90	1 55	.....	.....	.....	.....
Oxford Sausage	.....	.....	2 45	.....	.....	.....	.....
Bologna Sausage	.....	.....	2 25	.....	.....	.....	.....
Vienna Sausage and Kraut	.....	.....	1 20	.....	.....	.....	.....
Corned Beef Hash	.....	1 10	1 50	.....	.....	.....	.....
Lunch Sausage	.....	90	.....	No½ 1 40	No 2 1 75	No2½ 2 50	No. 3 3 00
Ox Tongue, whole	.....	.....	.....	6 50	7 50	9 50	12 00
Minced Collops	.....	.....	.....	2 45	.....	.....	.....
Tripe	.....	.....	.....	1 75	.....	.....	.....
Pork Sausage	.....	1 05	.....	2 50	.....	.....	.....
Stewed Kidneys	.....	.....	.....	.....	.....	.....	.....
Pork and Beans, Plain	.....	.....	90	1 40	.....	.....	1 85
Pork and Beans, with tom. sc'e	.....	.....	95	1 45	.....	.....	1 90

Department 9.

FISH AND CHEESE.

Russian Caviar.

	Per doz
1-lb cans, 2 doz in case	$12 00
½-lb cans, 2 doz in case	6 50
¼-lb cans, 5 doz in case	3 50
⅛-lb cans, 4 doz in case	1 90
White Label Brand	3.50

CHEESE.

Foreign and Domestic.

	old	new
New York State Factory		16½
Cheddars, June make.. Twins, " "		17
Calif. State factory flats	11	13½
Calif. State factory Young Americans	13	15
Limburger, Eastern, ℔ lb	14½	15
Swiss, imported, ℔ lb		26
Roquefort, ℔ lb		38
Gouda, ℔ lb		27
Pineapples, Eastern, 6 in cs, ℔ case		$3 35
Pineapple, Eastern, 6 in cs, small		2.35
Holland or Edam, medium, plain, per doz		$ 8.50 9.00
Holland or Edam, medium, in bladders, per doz		9.50 10 00
Holland or Edam, large, plain, per doz		9.50 10.00
Holland or Edam, large, in bladders, per doz		10.50 11.50

Fancy.

Camembert Brie, Roquefort, and Gorgonzola, jars	3 00
Parmesan C & B, sml bot, doz	3.00
Parmesan C & B, lge bot, doz	5.00

Bayle's.

Small ½-lb. 1-lb. 2½-lb 5-lb

Deviled Cheese	$1.00	$2 25	$4.00	$ 500	$9.00
After Dinner Cheese	$1 00	2.40	4.00	4 50	7.50
Roquefort Cheese	$1.00	2.40	4.00	4.50	7.50

SALT FISH.

Pacific Codfish.

Bndles, 50 lbs each, per lb	4½
Cs, selected, 100 lbs ea, pr lb	5¼
Boneless, 30-lb boxes, per lb	6¾
Boneless Strips, 40lb bxs, pr lb	6¾
Boneless Blocks, 40lb bxs, p lb	6½
Boneless Tablets, 36 bxs, pr lb	8
Boneless Middles, 60 bxs, pr lb	9¾
Boneless Middles, extra, 60-lb boxes, per lb	10

Eastern Codfish.

Gen Georges, 5 fish to cs	$10.00
Gen. Georges, 12 fish to cs	9.00
Geo. Cur. Cod, 16, 18 fish to case	8 50
Geo. Cur. Cod, 40 fish to cs	8 00
Gen. Geo. Middles, 50 fish.	13½
Gen. Geo. Tablets, 36 fish.	11½
Gen. Geo. Blocks, 40 fish..	11½

Shredded Codfish.

Codfish, Beardsley's shredded, 2 doz. in case 1.00

Norwegian Mackerel.

Bloater, 200-lb. bbl., 120-130 fish	44.00
Bloater, 100-lb. ½ bbl., 60-65 fish	23.00
No. 1, 200-lb. bbl., 150-160 fish	34.00
No. 1, 100-lb. ½ bbl., 75-80 fish	18.00
No. 2, 200-lb. bbl., 220-240 fish	30.00
No. 2, 100-lb. ½ bbl., 110-120 fish	16.00
No. 3, 200-lb. bbl., 300-350 fish	22.00
No. 3, 100-lb. ½ bbl., 150- 175 fish	12.00

Irish Mackerel.

No. 1, 200-lb. bbl., 200-220 fish	none
No. 1, 80-lb. ½ bbl., 80-90 fish	none
No. 2, 200-lb. bbl., 325-350 fish	21.50
No. 2, 80-lb. ½ bbl., 130-140 fish	9.00
No. 2, 200-lb. bbl., 475-500 fish	20.50
No. 2, 80-lb. ½ bbl., 180-190 fish	9.00
No. 1, 10-lb kits, 15-16 fish	1.35
No. 2, 10-lb. kits, 20-22 fish	1.25

American Bloaters.

Shore Bloaters, 200-lb. bbl., 115-120 fish	27.00
Shore Bloaters, 80-lb. ½ bbl., 45-50 fish	11.50
Extra No. 1, 200-lb. bbl., 120-130 fish	26.00
Extra No. 1, 80-lb. ½ bbl., 50-55 fish	11.00
No. 1, 200-lb. bbl., 140-150 fish	none
No. 1, 80-lb. ½ bbl., 60-65 fish	none
No. 2, 200-lb. bbl., 130-140 fish	28.50
No. 2, 80-lb. ½ bbl., 55-60 fish	11.00
No. 2, 200-lb. bbl., 140-160 fish	none
No. 2, 80-lb. ½ bbl., 60-65 fish	none
No. 2, 200-lb. bbl., 160-180 fish	none
No. 2, 80-lb. ½ bbl., 70-80 fish	none
No. 2, 200-lb. bbl., 180-200 fish	none
No. 2, 80-lb. ½ bbl., 80-90 fish	none

In Kits.

Extra Mess, 7 to 8 fish, each	$2.00
No. 1, kits, 8 9 fish or 15-17fish	1 50-1.85
No. 2, kits, 8-9 or 20-22 fish	1.25

Salmon.

King, bbls		12 00
Oregon Silversides, bbls		none
Alaska Red, bbls		none
Alaska Red, ½-bbls, 100 lbs		none
Alaska Red, kits		none
Bellies, bbls	7 50	8.00
Bellies, ½-bbls, 100 lbs.	4 25	5 50
Tongues and Sounds, kits, 10lb		1 25
Tongues and Sounds, ½-bbls.		9 00

COLUMN 13.

New Herring. Pack 1905.

Holland, ex. selctd mxd bbls.	$17 00
Holland, ex. selctd mxd ½-bbl	9.00
Holland, ex. selctd mxd, keg.	1 10
Holland, cheaper grade	90
Holland, cheap. gr., mxd, bbls	16 00
Holland, chp. gr., mxd, ½-bbl	8.50
Holland, ex. selct Milchner, bbl	19.00
Holland, ex. selct Milchner, ½-bbl	10.00
Holland, ex. selct Milchner, keg	1.20
Holland, cheaper grade	1.00
Holland, cheaper grade, bbls.	
Holland, cheaper grade, ½-bbl	9 50
Labrador Split, 100 fish	5 25
Labrador, round, 100 fish	4 75
Pacific, ½-bbl	2.25

SMOKED FISH.

Bloaters, Grim., 100 in box	$2.65
do. do. 50 in box	1.50
Bloaters, Cromarty	2.65
Yarmouth, 100 in box	
Halibut, chunks	15
Herring, in boxes, Eastern	20
Herring, in boxes, Washington	15
Herring, boneless, Beardsley's tins, doz	$1.50
Herring, boneless, Beardsley's small, doz	1.00
Herring, Beardsley's Boneless, vacuum tumblers, 2 doz. in case	1.95
Finnan Haddies	1.75
Moir's Selected Red Herrings, 100s	2.10
Moir's Selected Red Herrings, 50s	1.25
Salmon, per lb	18 20

POTTED FISH.

	Per doz
Potted Crab	$1.35
Kipper Paste	1.00
Anchovy and Bloater Paste, plain pots	2.30
Ditto, fancy pots	4.75
Yarmouth Bloater Paste	75
Ditto, fancy pots	4.75
Kippered Herrings	1 90
Kippered Herrings, Meirs	1.90

CANNED FISH.

	Doz.
Anchovies, in oil, 2 doz. ½ pts., in glass, doz	4.00
Anchovies 2 doz. ¼ pts., doz	3 00
Bloaters, Yarmouth C. & B. ..doz	4.50
Codfish Balls, 2-lb tins, per doz	2.25
Eels, Hamburg, in jelly, 1-lb tins	1 90
Eels, smoked, 1-lb, ℔ doz	2.40
Finnan Haddies, 2-lb oval	2.25
Finnan Haddies, 1-lb, round, ℔ doz	2 00
Sardelles, imported, 1-lb tins	3.00
Sardelles, imported, in glass	3 00
Sardelles, domestic, 1-lb glass	2 25
Sardelles, Ankers, ½ keg	3.00

Mackerel.

1-lb tins, 50 in a case. 2-lb tins, 2 doz. in a case.

Gold Label, 1-lb tins	1.50
P. & W., 2-lb soused	2.75
P. & W., 2-lb, mustard	2.75
P. & W., 2-lb, tomato	2.75
Underwood, 2-lb, soused	2.85
Underwood, 2-lb, tomato	2.85
Underwood, 2-,lb mustard	2.85
Los Angeles, 2-lb, soused	2.55
Los Angeles, 2-lb, tomato	2.55
Los Angeles, 2-lb, mustard	2.55
Mt. Desert, 2-lb, soused	2.25
Mt. Desert, 2-lb, tomato	2.25
Mt. Desert, 1-lb, soused	1.85
Blueback, 1-lb, fresh	1.10

Crescent Mackerel.

Soused, 18 oz. tins, 4 doz. in case, d z	$1.80
Tomato, 18 oz. tins, 4 doz. in case, doz	1.80
Mustard, 18 oz. tins, 4 doz. in case, doz	1.80

1311-1315 Pacific Street.

Mackerel in Oil.

Bezier's	3.00	4.00
Lemarchand	5.00	7.00

Booth's Crescent Mackerel.



(Soused, Tomato and Mustard.)
1's, 4 doz. to case, per doz 1.80
2's, 2 doz. to case 2.50

Salmon.

Alaska Red, 1lb tins, doz	1 10
Alaska Red, 2lb tins, doz.	1 50
Alaska Pink, 1lb tins, doz	80
Alaska Pink, 2lb tins, doz	1 00
Alaska Flats, 1lb tins, doz.	1 40
Oregon Red, 1lb tins, doz.	1 00
Oregon Red, 2lb tins, doz.	1.05
Oregon Pink, 1lb tins, doz	80
Oregon Pink, 2lb tins, doz	1.00
Oregon Flats, 1lb tins, doz.	1.00
Columbia River, 1lb talls.	1.00
Columbia River, 1lb flats.	1.75

French Sardines.

¼s, according to quality and size of tin, p. cas	9.50	12.50
½s, according to quality and size of tin, p. case	19.00	20.00

COLUMN 14.

American Sardines.

Packed 3 1-3 doz in a case. ¾s 50 tins in case.

American ⅛s in oil, per case	$3 50
American ¼s in oil, 5-case lots	3 35
American ½s in oil, per dos	.50
American ¼s in mustard, doz.	.60
American ½s mustard, case	4 00
American ¾s in mustard, doz.	.90
American ¾s in mustard, case	3 00

Sprats.

Piloto	6.75	7.00
Menhie	6.75	7.00

SHELL FISH.

Abalones.

4 doz in cs, with shells, cs.. 6.00

Clams and Clam Juice.

	doz.
Doxsee Clams, 1-lb. tins	$1 65
Doxsee Clams, 2-lb. tins	2.65
Doxsee Clam Juice, 1-lb. tins	.90
Doxsee Clam Juice, 2-lb. tins	1.60
B & M Lunch Clams, flat tins	1.37½
Underwood Clams, 1-lb. tins	1.05
Underwood Clams, 2-lb. tins	1.60
P. & W. Clams, 1-lb. tins	1.00
P. & W. Clams, 2 lb. tins	1.50
Oxford Clams, 1-lb. tins	1.10
Oxford Clams, 2-lb. tins	1.50
P. & W. Clam Chowder	2.10
Burnham's Clam Bouillon, qts	00
Burnham's Clam Bouillon, pts	4 50
Burnham's Clam Bouillon, ½ pints	2.40

Lobsters.

	Doz.
Red Jackets, flats, 1s	2.85
Deep Sea Picnics, ½s	2.40
Triumph Talls, 1s	2.40

Oysters.

Oysters, Selects, 12 oz	$1.60
Oysters, Selects, 6 oz	3.25
Oysters, Standard, 10 oz	2.00
Oysters, Standard, 5 oz	1.10
Oysters, Standard, 3 oz	1.70
Oysters, Standard, 4 oz	.90

Shrimps.

Shrimps, pickled, 1-lb. tins	$1.10
Shrimps in Tomato Sauce, 1-lb. flats	
Dunbar's Picnics, 4 doz in cs	1.25
Dunbar's 1½-lb., 2 doz in cs	2.25
Pickled Shrimps, 1-lb., 4 doz in case	1 20

Department 10.

LAUNDRY MATERIALS.

Ammonia.

GREER'S WASHING AMMONIA

First grade absolutely pure. 180 Beaume Strength.

Pints (2 doz. to ca-e) .$1 55 per doz.
Quarts (1 doz. to case). 2 55 " "
½ Gals (½ doz. to case) 4 25 " "

WASHING AMMONIA

Standard Grade,

Pts., 2 doz. to case, per doz.. $ .75
Quarts, 2 " " " " .. 1 25

GREER'S TOILET AMMONIA

Lavender and Violet.

Pints (2 doz to case) .. $2 50 per doz.



Parson's Household Ammonia

	per doz.
½ gals., 1 doz. in case	$4 50
Quarts, 1 doz. "	2 65
Pints, 2 doz. "	1 75

Dime size 3 doz. in case, per case 2 95

Bluing.



Liquid Laundry Bluing.

SCOTT & GILBERT CO.
Manufacture s
211-216 Mission Street

SUNSET

	doz.
¼ pints, 3 doz case	40
½ pints, 3 doz case	60
Pints, 2 doz. in case	75
Quarts, 2 doz. cs. 1	45

Bluing, ball.

Mikado, ½'s, 100-lb case, lb	20
Mikado, ¼'s, 100-lb case, lb	22
Nuremberg, A, ½'s, ℔ lb	33
Do A, D, ½'s, ℔ lb	25
Do A, C, R, ½'s, ℔ lb	21
Washerwoman, ½'s, ℔ lb	12
Do ¼'s, ℔ lb	14
German Ultramarine ½s, ℔ lb	12
Do ¼'s, ℔ lb	14
Deschamp's French, 1's, ℔ lb	28
Do ½'s, ℔ lb	29
Gold Medal, qt, ℔ doz	1.25
Do pt, ℔ doz	1.00
Do ½-pt, ℔ doz	75
Do ¼-pt, ℔ doz	45
Do China Label, qt, ℔ doz	1.25
Greer's, 1 dz qts. & doz	2.25
2's, 2 doz. to cs	2.50
Do 3 doz. pts, ℔ doz	1.44
Do 3 doz. ½ pts, ℔ doz	90
Pacific, 1 doz. qts, ℔ doz	1.10
do, 2 doz., qts & doz	.80
Do 3 doz. ½ pts, ℔ doz	65

COLUMN 15.

Borax.

20-Mule Team, powdered 1's, cs. of 2 doz	$2 25
20-Mule Team, powdered 12-oz. cs. of 4 doz	3 60
20-Mule Team, powdered ¼'s, cs. of 3 doz	3 84

(Less 5 per cent. in 5 case lots; 10 per cent. in 10 case lots).

Cartons, 1's, 2 doz. in box	.09
Lump, 25 lb. in box	.08
Powdered, 25 lb in box	.08½

Chloride of Lime.

Brookman's, 1's, ℔ lb	7½	7½
Do ½'s, ℔ lb	8½	9

Salter's Purity Brand, ex qual doz ..... .85

Lye.

Big Bonanza Lye

Case of 48-1 lb tins 3.30
5 case lots 3.25

Star Scrubbing Lye

48-½ lb tins, per case 1.75
5 case lots 1.70

Merry War, 4 doz in case	3.10
Merry Nickel, 4 doz to case	1.75
Eagle Lye, 4 doz. in case	3.60
Do 3-case lots	3.56
Do 5-case lots	3.40
Tomson's Red Seal, 4 dz. to cs	4.00
Do 5-lb, ... 12 5s to case	4.60
American, 4 doz in case	3.25
Do in 3-case lots	3.00
Babbitt's Lye, 4 doz in case	3.25
Do in 5-case lots	3.00



BANNER LYE

Cs., 4 doz.	$4.00
Cs., 2 doz.	2.00

SPECIAL FREE DEAL

LIMITED

Freight Paid to Country Points

5 Case lots, per case $4.25
One additional case free
Net cost 3.64
3 Case lots, per case 4.25
One additional case free
Net Cost 3.64

Sal Sodas.

California, pkgs	1.00
California, bbls	1.06

Department 11

STARCHES.

RIVERSIDE

Corn.



must be retailed at 8c. 40 1's per lb. ..5½c

Gloss.

48 1's per lb	5½c
16 3's per lb	5¼c
12 6's per lb	6c

FREE.

During June 1 case corn free with each 5 box order, assorted or straight. Must be retailed at 8c.

Corn Starch.

Log Cabin, 40 1s, per pkg	4
Liberty, 40 1s, per pkg	5½
Duryea's, 40 1s, per pkg	7¾
Niagara, 5-box lots, pkg	5½
Niagara, 40 1s	5⅝
Kingsford's, 40 1s, pkg	7¾
Lily Corn, 40 1s, per pkg	5⅝
Lily Corn, 5-box lots	5½
Lily Corn, 20 1s, per pkg	5⅞
Sioux City, 40 1s, per pkg	5⅞
Sioux City, 5-box lots, pkg	5½
None Such, 40 1s, per pkg	5½

Laundry Starch.

Elastic Starch, 64/1's, per box	5 00
Celluloid, 64/1's, per box	5 00
Best Gloss, 48/1's, per lb	5½
Liberty Gloss, 48/1's, per lb	5½
Liberty Gloss, 16/3's, per lb	5½
Best, 12/6's, per lb	5½
Standard, bulk 40-lb. boxes	3½
Sioux Gloss, 48/1's	5⅝
Sioux Gloss, 3's, 16 in box	5½
Kingsford's S. G., 1's, 40-lb. bx	8½
Kingsford's S. G, 6's, 12 in crate	8½
Kingsford's Pure, 1's, 40-lb. bxs	7½
Duryea's S. G., 1's, 40-lb. bxs	8
Duryea's S. G. 6's, 12 in crate	8½
Duryea's Superior, 1's, 40-lb. bx	7½
Niagara Gloss, 1's, 40-lb. bxs	5½
Niagara Gloss, 6's, 12 in crate	6½
Niagara Gloss, bulk, 50-lb. bxs	4½
Lily Gloss, 1's, 48-lb. box	5½
Lily Gloss, 6's, 12 in case	6½
Lily Gloss, 3's, 16 in case	5½
None Such, 1s, 48-lb. boxes	5½
None Such, 6s, 12 to crate	6
None Such, bulk, 50 lb box	4½

COLUMN 16.

Department 12

Soaps and Washing Powder

Western Star Soap

WHITE PETROLEUM BLEACHING.

100 bars per case $4.10

LASCO KOLD WATA NAPTHOL.

100 Bars per case $4.00

Free Delivery in San Francisco Oakland, Alameda and Berkeley

manufactured by

Los Angeles Soap Co.

San Francisco Office, 115 Davis St.

Telephone Grant 110.



THE BEAVER SOAP CO.,

Dayton, Ohio.

Grandpa's Wonder Soap.

100 cakes 4-oz $3.60

50 cakes 4-oz 3.50

Powdered Soap.

Grandma's Borax, 24 3-lb. per case $4.00

Grandma's Borax, 60 12-oz. per case 2.40

Peet Bros.

Silk Soap	2.80
Ammonia Benzoline	3.85
Cocoa Borax	4.10
Crystal White	3.95
Lily White (Floating)	3.80

Standard Soap Co.

Top Notch, 100, 10-oz	$3.50
Sunburst, 100 12-oz	3.75
Yellowstone, 100 14-oz	3.75
Marigold, 100 16-oz	3.90
Thomas' Cool Water, 100 13-oz	4.00
Thomas' Cool Water, 20 13-oz	.85
Milo, 100 4-oz., 100 cartons	6.50
Magno "Floating Borax," 100 10-oz.	4.00
Gold Medal Borax, 100 10-oz	5.50
Gold Medal Borax, 20 10-oz	1.15
Purity, "Floating," 5c size	3.90
Purity, "Floating," 10c size	6.25
Purity, "Floating," 10c size, 20	1.30
Electric Mineral, 100 16-oz	5.50
Electric Mineral, 20 16-oz	1.15
Peerless Kitchen, 100 10-oz	3.00
Peerless Kitchen, 20 10-oz	.65

Miscellaneous.

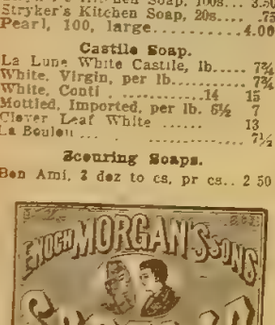
Miller's Naptha, per case	4.35
½ doz. toilet free.	
Fels Naptha, 100 14-oz	4.40
Hot or Cold, 100 10-oz	4.00
Life Buoy, 100	4.00
Mikado, 100 14-oz	3.90
Mikado, 20 14-oz	.85
Lenox, 100	3.00
Lenox, 20	.75
Ivory, 100 10-oz	7.00
Fairbanks Clairette, 100	3.35
Fairbanks' Santa Claus, 100	2.85
Fairbanks' Copco, 100	3.90
Fairbanks' Fairy Oval, 100	3.90
Grandpa's Wonder, large, 50	3.50
Grandpa's Wonder, small, 100	3.60
Peets' Pine Tar, 50	1.90
Peets' Pine Tar, 100	3.75
Babbitt's, 100	4.10
Jergins Pumice, 50 small	1.75
Jergins Pumice, 50 large	3.00
Uncle Sam's Tar, 100 small	3.50
Uncle Sam's Tar, 50 large	3 40
Stryker's Kitchen Soap, 100s	3.50
Stryker's Kitchen Soap, 20s	.75
Pearl, 100, large	4.00

Castile Soap.

La Luna White Castile, lb	7¾
White, Virgin, per lb	7¾
White, Conti	15
Mottled, Imported, per lb. 6½	7
Clover Leaf White	13
La Boulou	7½

Scouring Soaps.

Ben Ami, 2 doz to cs, pr cs.. 2 50



Sapolio, scouring, ½ gross box, per box	4 50
Sapolio, hand, ½ gross box, per box	4 50

WASHING POWDERS.

Gold Dust, 24 5's, per case	4.50
Gold Dust, 100/10-oz	4 00
Gold Dust, 1 cs free with 5 at $4.00 for 5=$4.40 for 30 oz.	
Lavarine, 36 1-lb., per case	3.00
Lavarine, 100 5c pkgs	3.50
Pearline, 36 1-lb. pkgs	3 10
Pearline, 100 6-oz pkgs	3 75
Soaperine, 20 3-lb. pgs	3 60
Soaperine 50 1-lb. pkgs	3 35
Soaperine, 100 ½-lb. pkgs	3 60
Babbitt's 1776, 6-oz	2 85
Kleeno, 72/1's	4 50
Kleeno, 24/3's	4 25
Kleeno, 100/1½'s	3 75
Grandma's Borax, powdered, 24 2s	4.00
do. 60, 2¼s	2 40

COLUMN 17.

Department 13

OILS, PAINTS, ETC.

Coal Oil.

Water white, coal, bulk	12½
Pearl, cases, 25's	18
Astral, cases, 25's	18
Star, cases, 25's	17½
Ex. Star, cases, 25's	20½
Elaine, cases, 25's	26

Gasoline and Benzine.

86° Gasoline, bulk, 25 cases	31
74° Gasoline, bulk 16 cases	22
63° Benzine, bulk, 13 cases	19

Turpentine.

Strictly Pure, cases, 2-5's	91
Do drums or iron bbls.	85

Linseed Oil.

Strictly pure, raw, bbls	gal 50
Do. boiled, in bbls	gal 52
Do. raw, cs, 2-5's	gal 55
Do. boiled, cs, 2-5's	gal 57

Castor Oil.

Baker's AA, cs, 2-5's	1.16
Pure, No. 2, cs, 2-5's	1.05
No. 1, cs, 2-5's	.70

Lard Oil.

Strictly pure, bbls., 75 cs	80
Sup. Win., str., bbls. 65 cs	70
No. 1, bbls. 55 cs	60

Neatsfoot Oil.

Cooper's bbls, 75 cs	80
Extra, bbls, 62½ cases	67½
No. 1, bbls, 57½ cases	62½

Lubricating Oils.

Star Cylinder Oil, bbls, 60 cs	.65
Columbia Cyl. Oil, bbls, 40 cs	.45
Gem Cyl. Oil, bbls, 80 cs	.80
Ruby Cyl. Oil, bbls, 50 cs	.60
Star Engine Oil, bbls, 50 cs	.55
Columbia Eng. Oil, bbls, 30 cs	.35
Paragon Eng. Oil, bbls, 45 cs	.55
Red Eng. Oil, bbls, 27 cs	.32
Star Mach. Oil, bbls, 30 cs	.35
Star Dynamo Oil, bbls, 50 cs	.55
Star Spindle Oil, bbls, 40 cs	.45
Star Sep'tor Oil, bbls, 50 cs	.55
Favorite Sep'tor Oil, bbls, 25 cs	.30

Miscellaneous Oils.

Union Salad Oil	.45	50
Globe Salad Oil	.45	50
Pure Sperm Oil	.75	80
No. 1 Polar	.50	55
China Nut oil, ord'ry	62½	
China Nut oil, No. 1	.80	

WHITE LEAD.

Pioneer, in kegs 7¼ 8

DRY PAINTS.

Eng. Paris White, bbls.	1.35	1.60
Whiting, bbls	1.00	1.15
Kalsomine, bbls		1¼
Prince's Min'l B'wn, bbls		1.65
Yellow Ochre, bbls		1½
Eng. Ven. Red, bbls		1.50

Department 14

FARINACEOUS GOODS.

FLOURS.

Globe Grain & Milling Co.

Cor. Chestnut and Montgomery

California Selected Wheat,

Barrel

** "Banquet" (fancy patent)..$5.05

*** "Silver Star" (patent)..... 4.65

Blended Wheat,

*"Al" Family 5.15

Entire Eastern Wheat.

Globe, Bakers' .....

(½ bbls. 10 cents per bbl. higher.)

*"A1" must be retailed for not less than $1.40 per ¼ sack.

**"Banquet" must be retailed for not less than $1.30 per ¼ sack.

***Silver Star" must be retailed for not less than $1.25 per sack.

Miscellaneous Flours.

Cal. Family	4 80	$5.15
Cal. Bakers' extra	4.80	4 90
Rye Flour		4.75
Rye Meal		4 50
Graham		4 50
Whole Wheat		4.75

Meals in Sacks or Boxes.

Less 10 per cent.

	Bales 100 lbs. 10 10-lb. sacks
PEACOCK Self Raising Buckwheat Flour	$3.00
Advent Flour	3.50
Buckwheat Flour—new process	4 75
Buckwheat Flour—Patent Roller	4.50
Buckwheat Groats	10.00
Corn Flour, white or yellow	2.75
Corn Meal, pearled or yellow	2.75
Corn Meal, pearled, white	.75
Corn Meal, Extra Cream, yellow	3.75
Corn Meal, Extra Cream, white	3.75
Cracked Wheat, Pearled—new process	3.75
Rolled Wheat, bale, 10 7-lb. and 10 10-lb sacks	3.50
Rolled Oats, bale 10 7-lb and 10 10-lb. sacks	4.50
Farina	4.50
Graham Flour, Patent Roller	3.25
Hominy, large	3 75

COLUMN 18.

	Bales 100 lbs. 10 10-lb. sacks.
Hominy, small	4.00
Oat Meal, granulated	4.25
Oat Meal, Patent Cut A, B or C	4.50
Oat Groats	4.50
Pearled Barley, No. 1, 25 lb. and 50 lb. Boxes	6.00
Pearled Barley, No. 2, 25 lb. and 50 lb. Boxes	6.00
Pearled Barley, No. 3, 25 lb. and 50 lb. Boxes	6.00
	Bales 100 lbs. 10 10-lb. sacks
Rice Flour, Patent Roller	3.00
Rye Meal, Patent Roller	3.50
Rye Flour, Patent Roller	3.75
Split Peas, yellow, 25-lb. boxes	5.50
Split Peas, green, 25-lb. boxes	5.50
Whole Wheat Flour, Patent Roller	3.50
Wheat Meal, fine or coarse	3.75

In 50-lb. sacks deduct ¼ cent per pound from above prices.

In 25-lb sacks deduct ⅛ cent per pound from above prices.

Meals in Sacks and Barrels.

(Less 10 per cent.)

Extra Cream Rolled Oats, in wood, 180 lbs. net	$7.50
Extra Cream Rolled Oats, in sacks (180) 90 lbs. net sacks	7.00
Alta Mills Rolled Oats, in wood, 180 lbs. net	6.50
Alta Mills Rolled Oats in sacks (180) lbs., 90 lbs. net sacks	6.00
Rolled Wheat in wood, 150 lbs. net	4.40
Rolled Wheat in sacks, 150 lbs. 75 lbs. net sacks	3.90

PACKAGE CEREALS.

Less 20 per cent. Per case.

PEACOCK Self-Raising Buckwheat Flour—	
20 3½ lb. pkgs	$4 75
40 1¾ lb. pkgs	5.00
24 3 lb. pkgs	4.75
California Flap Jack Flour, 36 2 lb. pkgs.	4.75
Semola, 20 4 lb pkgs	4.50
Nuttygrains, 20 4 lb. pkgs.	4.50
California Cream Flake Oats, 36 2 lb. pkgs	4.50
Farina, 24 1 lb. pkgs	2.00
Primrose Wheat, 36 2½ lb. pkgs.	4.50

PEACOCK CEREALS.

Manufactured by the Del Monte Milling Co.

(Net f. o. b. S. F.)

	Per case. 36 2's	20 5's
Buckwheat Flour	3.55	4.75
Yellow Corn Meal	2.25	3.10
White Corn Meal	2.25	3.10
Cracked Wheat prid.	3.25	4.20
Graham Flour	2.75	3.50
Large Hominy	3.25	4.20
Small Hominy	3.40	4.35
Oat Meal, Grnltd	3.55	4.55
St'l Cut Oat Meal, A, B or C	3.65	4.75
Pearl Barley	4.65	6.10
Rice Flour, Pat. Rlr.	5.90	7.90
Rye Flour, Pat Rlr.	3.25	4.20
Rye Meal, Pat Rlr.	3.15	4.09
Split Peas, Yellow	4.35	5.60
Split Peas, Green	4.35	5.60
Whole Wheat Flour, Pat. R'lr.	2.90	3.75
Gluten Flour	4.20	5.90
Farina	3.45	4 85

MISCELLANEOUS PACKAGE CEREALS.

Capit'l Mills R'll'd Oats, 36/2's	3.60
Grape Nuts, 1 & 2 doz, pr doz	1 40
Breakfast Gem, case 3 doz	3.40
Wheatine, 36/2's, pr cs	3.75
Germea, 20 4-lb pkgs, pr cs	4.00
Germea, 24 2-lb pkgs, per case	3 10
H-O Buckwheat, 2 doz 3-lb pkgs, per case	3.75
H.-O. Pancake Flour, case	3.90
H -O. Oats, 24/2's, per case	3.15
Cream of Wheat, 36/2's	5.25
Crespo, 36/2's	2.75
Snow Flakes, 36/2	3.00



MALTA VITA

36 1s, case $4.00

Our Mother's Mush, 36/2	2.75
Twin Brothers Mush, 36/2	3.00
Carnation Wheat Flakes, 24/5's	5.40
A B C Breakfast Wheat, 72/2's	5.00
A B C Breakfast Wheat, 36/2's	2 60
Flaked Rice, 24/1's	3.00
Ralston Breakfast Food, 36/2's	4 50
Do. Barley Food, 36/2's	4 25
Do. Health Oats, 36/2's	4.00
Do. Hominy Grits, 36/2's	4 00
Do. Health Crisp, 36/2's	3 60
Do. Select Bran, 24/3's	2.50
Do. Pancake Flour, 36/2's	3.75
Do. Whole Wht Flr. 4/14's	5.50
Quaker Oats, 36 2s	3.80
Scotch Oats 36 2s	3.60

Continued on Col. 25, Page 15.

COLUMN 19.

COLUMN 20.

Department 15.

SPICES

PURE—Square Tins, Full Net Weight.

	¼'s	½'s	1's	2½ lbs.	5 lbs.	Blk
Allspice	$0 70	$0 95	$1 60	$ 2 80	$ 6 70	$12 75
Cinnamon	1 15	1 80	3 30	6 25	15 25	30 00
Cloves	90	1 35	2 40	4 35	10 60	20 55
Ginger	75	1 05	1 75	3 10	7 50	14 30
Mace	1 75	3 00	5 65	10 90	26 95	53 30
Mustard	70	95	1 60	2 80	6 70	12 75
Nutmeg	1 25	2 05	3 80	7 15	17 60	34 60
Pepper	80	1 10	1 90	3 40	8 25	16 85
Cayenne	80	1 15	2 00	3 55	8 65	16 65
W. Pepper	95	1 45	2 65	4 65	11 75	22 90
Sage	70	95	1 60	2 80	6 70	12 75
Thyme	70	1 00	1 65	2 95	7 10	13 50
Savory	70	1 00	1 65	2 95	7 10	13 50
Marjoram	75	1 10	1 85	3 30	7 85	15 10
Poultry Seasoning		1 50				

SECOND GRADE—Round Tins, Short Weight.

	¼'s	½'s	1's	2½ lbs.	5 lbs.	Blk.
Allspice	55	1	1 75	3 95	7 60	13
Cinnamon	65	1 20	2 10	4 90	9 50	16
Cloves	65	1 25	2 25	5 20	10 20	17
Ginger	55	1 00	1 75	3 95	7 60	13
Mace	1 20	2 30	4 40	10 50	21 00	34
Mustard	55	90	1 50	3 60	7 00	12
Nutmegs	85	1 70	3 10	7 40	14 60	24
Pepper	60	1 15	2 00	4 55	8 90	15
Cayenne	60	1 15	2 00	4 55	8 90	15
W. Pepper	75	1 45	2 65	6 15	12 05	20
Sage	55	1 00	1 75	3 95	7 60	13
Thyme	60	1 05	1 90	4 25	8 25	14
Savory	60	1 05	1 90	4 25	8 25	11
Marjoram	60	1 05	1 90	4 25	8 25	14

SCHILLING'S BEST SPICES.—Nature's Best.

Square tins. Never sold in bulk.

Small, medium, large sizes have sifting tops except Mustard.

	Small size per doz.	Medium size per doz.	Large size per doz.	Ex. Large size per doz.	Hotel size per tin.
Pepper	.75	1.20	2.20	3.75	.78
Mustard	.75	1.25	2.25	3.90	.81
Must. Comp.	.75	1.25	2.25	3.90	.81
Ginger	.75	1.25	2.25	3.90	.81
Allspice	.75	1.10	2.00	3.50	.73
Cinnamon	.90	2.25	4.25	7.50	1.35
Cloves	.85	1.40	2.60	4.75	.87
Nutmegs	1.60	2.75	5.25	10.00	2.00
Mace	1.75	3.00	5.75	11.50	2.15
Cayenne	.90	1.50	2.75	5.00	.93
Wh. Pepper	.95	1.75	3.25	5.75	1.00
Sage	.75	1.25	2.25	3.90	.81
Thyme	.85	1.40	2.60	4.75	.87
Marjoram	.95	1.75	3.25	5.75	1.26
Savory	.85	1.40	2.60	4.75	.87
Cases contain	6 doz	4 doz.	2 doz.	2 doz.	1 doz.
Gross weight	22 lbs.	23 lbs.	24 lbs.	40 lbs.	53 lbs

MUSTARD.

Colman's, ¼'s, 12 lb to box, lb.	.52
Colman's, ½'s, 12 lb to box, lb.	.48
Colman's, 1's, 12 lb to box, lb.	.48
Colman's, 5's, per lb	.40

Mustard, Prepared.

Small bottles, 24 to cs, pr doz	.55
Small straights, fancy, 24 to case per doz	.95
Webb's Glass Top	1.35
Large Dusseldorfer, 24 to cs	1.60
In 3-gal kegs, per keg	1.15
In 5-gal kegs, per keg	1.70
Louit Freres, French, doz	2.25
Eddy's Salad Mustard—	
6-oz., 24 to case	.92½
8-oz., 24 to case	1.35
12-oz., 24 to case	2.00
Hirshes Horseradish Mustard—	
10-oz., 24 to case	1.25

Department 16

BAKING POWDER AND FLAVORING EXTRACTS.

ROYAL

	1 cs. lot	5 cs. lot	15 cs. lot
¼ lb cans	$ 1 38	$ 1 36	$ 1 34
6 oz cans	1 92	1 89	1 87
½ lb cans	2 57	2 52	2 50
12 oz cans	3 82	3 75	3 72
1 lb cans	4 95	4 85	4 80
2½ lb cans	11 45	11 40	11 28
3 lb cans	13 60	13 34	13 20
5 lb cans	22 35	21 90	21 68

An extra discount of 1 per cent if packed in barrels.

Schilling's Best Baking Powder.

Never sold in bulk.

10-lb. tins, per doz	$39.00
5-lb. tins, per doz	20.00
4-lb. tins, per doz	16.00
3-lb. tins, per doz	12.50
2½-lb. tins, per doz	10.50
16-oz. tins, per gross	$53.00
12-oz. tins, per gross	41.00
8-oz. tins, per gross	28.00
6-oz. tins, per gross	22.50
4-oz. tins, per gross	16.50

TROPHY

4 oz, per doz	$0.95
6 oz, "	1.35
8 oz, "	1.70
12 oz, "	2.35
1 lb., "	3.00
2½ lbs., "	7.50
3 lb., "	9.00
6 lb., "	14.50

MISCELLANEOUS.

Home, 10 oz	$0.90
Home, 25 oz	2.00
Home, 50 oz	4.00
Home, 80 oz	6.00
K. C., 10 oz	.85
K. C., 15 oz	1 25
K. C., 25 oz	2 12½
K. C., 50 oz	4.00
K. C., 80 oz	6.50

Cream Tartar.

Standard, bulk, 30-lb box	.27
Standard, 12 1-lb tins	.28
Pure, bulk, 30-lb box	.38
Pure, 5-lb tins, per lb	.38
Pure, ½-lb tins, per doz	5.00

SODA.

Churches, A. & H., or Dwight's Cow Brand, 60 lbs. to case.

1-lb	per lb. $0.05
½-lb	per lb. .05¾

EXTRACTS FLAVORING.

GUITTARDS' "PURE"

per doz	2 oz	4 oz	6 oz	8 oz
Vanilla	$2 50	$4 75	$7 00	$9 00
Lemon	1 75	3 25	4 50	6 00

Net weight. Patent Sprinkler Tops

Schilling's Best Extracts.

Triple Strength, Pure and Uncolored Sprinkling Tops.

Net weight. Never sold in bulk.

	Lemon and Others. per doz.	Vanila and Rose. per doz
1 oz	1.80	1.80
2 oz	2.00	3.00
4 oz	3.75	5.75
6 oz	5.50	8.50
8 oz	7.25	11.00
16 oz	14.00	21.50
32 oz	27.00	42.00

Souder's Flavoring Extracts.

Price per gross.

	2 oz.	4 oz.	8 oz.
Reg. Lemon	9.00	18.00	54.00
Reg. Vanilla	14.40	28.80	72.00
XX Lemon	18.00	36.00	72 00
XX Vanilla	21.00	42.00	84.00
Asrtd Flavors.	18.00	36.00	72.00
Rose Coloring.	18.00	36.00	.....
Yellow Colrng.	18.00	36.00	.....
Jamaica Gngr.	18.00	.....	.....

Assorted flavors contain strawberry, pineapple, orange, almond, rose, etc.



"Vesta" Extracts.

Lemon, 2 oz. per doz. $2.50

Vanilla, 2 oz. per doz. 2.50

Assorted Flavors, per doz. 2.50

COLUMN 21.

Department 17

CANDIES.

Lozenges.
(5-lb. boxes.)

XXX Peppermint, pails..	.13 14
Thin Peppermint	.16
T. T. Peppermint	18
Druggist Peppermint	25
Musk, fluted, pails	.20
Cinnamon, Lemon, Sassafras, Rose	.16
Midget Fruit	.20
Conversation and Hearts	.15
Lilliput Conv. Hearts	17
Midget Conv. Lozenges	18
Crown T. T. Lozenges, 24 5ct. pkgs	.80
Aurora Lozenges, 24 5ct. pkgs	.80
Cough Troches, 5 lb bxs	.25
Eagle Wafers, Peppermints, Wintergreen	.25

Mixed Candy.
(30-lb. pails.)

Plain Mixed	8½
Pacific Mixed	10
Royal Mixed	12½
Grocers' Mixed	10
Yankee Mixed	13
American Mixed	13
Fancy A, Mixed	14½
Fancy C, Mixed	14
French S, Mixed	16
French No. 1, Mixed	18
French Extra Mixed	20
Lady, Mixed	15
Broken Mixed	9

Steam Panwork.

Anis Seed	22
Aromatic Cachous	18
Assorted Berries	16
Assorted Dragee	14
Assorted Imperials	16
Assorted Small Seeds	22
Birds' Eggs	16
Boston Baked Beans	17
Burnt Peanuts	18
Burnt Almonds	25
Caraway Seed, smooth	22
Caraway Seed, pearled	22
Celery Seed	22
Cinnamon Beans, large red	15
Cinnamon Beans, Imperials	16
Coriander Seed, pearled	22
Jelly Beans, pails	12½ 14
Jelly Birds' Eggs	16
Jelly Cranberries	16
Jelly Limes	16
Jelly Raspberries	16
Jordon Almonds, fine	45
Jordon Almonds, imitation	18
Licorice Beans	15
Red Hots	25
Ringed Marbles	16
Sugar Coated Licorice Tablets	20
Sugar Almonds	25
Sugar Plums	16

Stick Candy.
(30-lb. pails.)

Assortment: Peppermint, Lemon, Rose, Clove, Anis, Cinnamon, Sassafras, Vanilla, Pineapple, Wintergreen 8½

Hoarhound	9
Hoarhound, wrapped	11
Peanut Sticks	13
Peanut Sticks, wrapped	13
Cocoanut Sticks	13
Cocoanut Sticks, wrapped	13

Taffies.

Peanut Taffy	15
Peanut Flake	15
Peanut Squares	14
Cocoanut Taffy	15
Cocoanut Squares	15

Chunks: Vanilla, Rose, Chocolate, Lemon, Molasses 14
Broken Taffy of broken chunk 13

Drops and Lumps.
(30-lb. pails.)

Mixed Drops and Lumps	8½
Molasses Peppermint Lumps	11
Hoarhound Drops	11
Crystal Rocks	12½

Gum Goods.
(5-lb. boxes.)

A. B. Gum Drops, assorted	9
A. B. Gum Drops, Licorice	9
A. B. Gum Drops, Crystalized	11
A. B. Bonbons, plain, in bbls	7
A. B. Bonbons, fancy, in bbls	7½
A. B. Bonbons, fancy, crystallized, 5-lb. boxes	14
A. B. Fruits	18
Royal Gum Drops	15
Genuine Gum Drops, hard	25
Jelly Squares, assorted	14
Bijou Sticks	18
Spiced Jelly Drops	20
New Turkish Figs	16
Fig Paste, plain	17
Fig Paste, tricolor	18

Cream Goods.
(5-lb. boxes.)

Fondans Creams	14
Hand Dipped	19
Hand Dipped, with nuts on	21
Fruit and nut ices	18
Cream Peppermint	20
Crushed Fruit Bonbons	30

Chocolates.
(5-lb. boxes.)

Chocolate, plain	14
Chocolate, Hand Made	20
Chocolate Dipped Bonbons	20
Chocolate Dipped Bonbons, with nuts	22
Chocolate, Climax, 30-lb pails	16
Chocolate Chips	28
Chocolate Nonpareil Drops	20
Chocolate Wafers	22
Chocolate Cream Tablets, 30 in box	1 10

COLUMN 22.

Marshmallows, Nougats, Etc.

Occidental Marshmallows, 5-lb tins	.28
Occidental Marshmallows, 3-lb tins	.30
Dipping Marshmallows, 5-lb. boxes	.25
Angel Food, 5-lb. boxes	.20
French Nouget, 30 5c slices in box	1.00
Walnut, Apricot, Spanish Nouget, 5-lb boxes, per lb	.25

Sundries.

Opera Caramels	19
Rock Candy, white & red	.15
Rock Candy, brown	16
Licorice Drops	.20
Licorice Sticks, 16 to lb	.20
Locorice Tablets, 5 lb bxs	.28
Licorice Tablets, 24 5c bxs	.25
Licorice Penny Sticks, 100 in box	.80
Buttercups, 5-lb tins	.65

CHEWING GUM.

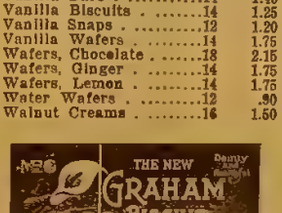
	Single	Box
Sweet Wheat, per box	..	.50
Tutu Sugar Plum, box	..	.55
Yankee Spruce, 20 pcs	..	.55
Sen Sen, 20 pcs	..	.55
Red Rooster, 20 pcs	..	.55
Sweet Heart, 20 pcs	..	.55
Newton's Pepsin, 20 pcs	..	.55
Bloodberry, 20 pcs	..	.60
Pepsin Sticks, 20pcs	..	.60
Chiclets, 40 5c pkgs	..	1.25
" 3-lb. boxes	..	1.35
" 10 0c pkgs	..	.80
" 12 25c pkgs	..	2.00

CRACKERS.



MADE BY THE
MUTUAL BISCUIT CO.

	lb.	¼ box
Almond Drops	15	
Animals	12½	$1.20
Arrowroot	14	1.50
Assorted	12	1.15
Assorted, extra	14	1.30
Assorted, fancy	20	1.75
Assorted Wafers	16	1.90
Assorted Jumbles	14	1.25
Boston	9	.60
Butters, Mutual	10	.70
Butter Scotch	14	1.50
Butter, Star	9	.60
California Lunch	9	.90
Champion	9	.65
Chips, Mutual	14	1.10
Chocolate Biscuits	16	1.80
Chocolate Fingers	15	1.50
Chocolate Wafers	18	2.15
Cocoanut Bonbon	14	1.25
Cocoanut Finger	15	1.50
Cocoanut Marshmallows	15	1.50
Cocoanut Taffy	15	1.80
Cocoanut Wafer	16	1.50
Coffee	12	1.25
Coffe Iced	15	1.35
Cornhill	10	1.10
Cracker Meal	6	1.10
Currant Cakes	12	1.10
Egg Jumble	14	1.25
Fruit Biscuits	14	2.40
Ginger Cakes	11	1.40
Ginger, Nut	11	1.40
Ginger Wafers	14	1.75
Graham	10	1.20
Graham Gem	9	.75
Graham Unsweetened	9	
Honey Fingers	14	1.25
Honey Pumbles	12	1.00
Honey Drops, spiced	15	1.60
Honeysuckle	16	
Jelly Fingers	16	1.50
Jenny Lind	12	1.10
Lady Fingers	15	1.30
Lady Fingers Iced	16	1.40
La Grande	11	1.10
Lemon Biscuit	14	1.25
Lemon Brittles	14	1.35
Lemon Snap	12	1.20
Lemon Wafers	14	1.75
Macaroon Almond	40	
Mutual Flakes	14	.90
Mutual Tea	15	1.60
Nic Nac, No. 1	10	1.10
Nic Nac	12½	1.25
Oysters	8	.70
Peoples Mixed	12½	1.25
Pilot Bread	4	.55
Pilot Bread Extra	5	.65
Pilot Saloon	7	.80
Ping Pong	16	1.50
Raisin Cake	12	1.10
Saloon Pilot	7	.80
Saloon Soda	7	
Salted Wafers	14	.90
Soda Extra	7	
Soda	6½	
Star Butters	9	.60
Vanilla Bars	14	1.40
Vanilla Biscuits	14	1.25
Vanilla Snaps	12	1.20
Vanilla Wafers	14	1.75
Wafers, Chocolate	18	2.15
Wafers, Ginger	14	1.75
Wafers, Lemon	14	1.75
Water Wafers	12	.90
Walnut Creams	16	1.50



COLUMN 23.

Department 18.

FANCY GROCERIES.

Snider's Baked Beans.

No. 1, 90c doz.; 4 doz. in case
No. 2, $1.40 doz.; 3 doz. in case
No. 3, $1.85 doz.; 2 doz. in case

Bouillion Capsules.

Anker's, 10 capsules in box, per doz boxes 2.75

Capers.

Capotes, 1 dz in cs	1.20	1.25
Nonpareil, small		1.35
De large		2.00
"White Label," 6-oz, doz		2.25
"White Label," 10-oz, doz		3.15

TOMATO KETCHUP.

Catsups

Snider's

Qts, per doz.. $3 75
Pts., " 2 40
½-pints, per doz. 1 40





CAMPBELL'S
(½ Pts. Condiments)

2 dozen to case

Tobasco Ketchup dozen $1 15

Tomato Ketchup, dozen..... $1 15

Salad Dressing, dozen 1 15

Chili Sauce, dozen $1 15

Assorted cases, dozen..... $1 15

Miscellaneous.

Our Mother's Ctsp ½-pt, doz	1 40
Our Mother's Ctsp, pts, doz	2 30
Blue Label, 25 ½ pts to cs	3 10
Blue Label, 25 pts to cs	5 00
Blue Label, 12 qts to cs	4 00
Mother's Own, pts	1.50
½ pts	.90
London's Rockaway, Pts., doz	2.25
Sailer's "Purity," doz	.90
H. B. Catsup, pts.	2.15
" ½-pts.	1.25

Chocolate and Cocoa

CHOCOLATES.

Baker's.

German Sweet, 6-lb boxes, ⅛s and ¼s	2
Eagle, 12/1s	23
Premium, 12/1s	28
Vanilla, 12/1s	41
Powdered, ¼s, ½s, 1s, 12/1b. boxes	6

Subject to quantity discount.

Huyler's.

Vanilla, 12-lb. boxes	36
Premium, 12-lb. boxes	33

Lowney's.

Cream Cakes, per box	80
Ice Cream Drops, per doz	75

Ghirardelli's.
In paper

Eagle, 24 1-lb	21
Eagle, 12 1-lb	21½
Eagle, 12 ½-lb	22½
Eagle, 12 ¼-lb	24
Crescent, 6 5 to lb	17
Crescent, 12 5 to lb	16½
Cal, Sweet, 6 5 to lb	21½
Cal. Sweet, 12 6 to lb	21
Monarch, 12 1&½-lb	26
Monarch, 12 1-lb	25
Monarch, 12 ½-lb	27
Star, 24 1-lb	19
Star, 12 1-lb	19½

Ground.
In tins

Ghirardelli's, 12 1-lb tins	26½
Ghirardelli's 24 1-lb tins	26
Ghirardelli's, 60 1-lb. tins	25½

In delivery cases.

Ghirardelli's 60 3-lb tins	24
Venard's, 24 1-lb tins	21
Venard's, 60 3-lb tins	20
Miner's, 12 1-lb tins	22½
Miner's, 24 1-lb tins	22
Miner's, 20 3-lb tins	22

5 per cent off on 120-lb. lots

COCOAS.

Baker's Bkfst, 6/1's&½'s	36
Van Houten's, ¼'s and ½'s	35
Van Houten's, 1's	80
Royal Dutch, 12/¼'s	80
Royal Dutch, 12/½'s	75
Royal Dutch, 12/1's	70
Epp's, 14/½'s	40
Fry's, 12/½'s	39
Webb's, 6/½'s	23
Lowney's, 6/½'s	37
Ghirardelli's Bkfst, 6/½'s	38
Ghirardelli's Bkfst, 12/½'s	37½
Ghirardelli's Impri, 5&12/½s	56
Miner's Bkfst, 6/½'s	37
Miner's Bkfst, 6/1-5's	38
Menier's, 1 ⅛s	47

COLUMN 24.

Condensed Milk

BORDEN'S CONDENSED MILK CO.



Gail Borden Eagle, 4 and 1lb 5 case lots	6.80 6.65
Pony	2.25
Challenge	4.70
Floral	4.65
Dime	2.75
Rose	4.40

(Each of above Brands 4 doz. in case)

Borden's Malted Milk, Trial Size, per doz. 90



Borden's Pioneer Brand Evaporated Cream

Large Cans, 4 doz. in cs. 3.75
Peerless 4.70
Yacht .. 3.25
Family Size, 4 doz. in case. Quarts, 2doz. in cs

ALL ABOVE BRANDS GUARANTEED



CARNATION CREAM

20 oz. cans 4 doz	
Per case	4 00
5 cases	3 95
25 cases	3 90
50 cases	3 85

2% rebate from factory on return of jobber's sup. bill and signed contract



LILY
[large tin]
1 to 10 cs. $3 90
10 to 25 cs.....3 85

Helvetia Milk Condens'g Co.



Originators Evaporated Cream
Highland Evaporated Cream 4 doz in box $4.10
Baby Pet, 6 doz..... 3 00
Pet, reg., 4 doz., per case..... 3 35

Miscellaneous.

St. Charles, 4 doz., in case	$4 60
St. Charles, 5-case lots	4 50
Horlick's Malted Milk, doz	4 60
Jersey, 4 doz. per case	3.50

Cereal Coffee.

Fig Prune, per doz	$2 25
Postum, 24/½'s, per doz	1 35
Postum, 12/1's, per doz	2 25
Postum, 36/1's, per doz	2 25
Grainо, 12, 2s	2.75

Chutney.

Chutney, asst, qts	$6 25
Chutney, asst, pts	3 75
Chutney, Major Grey, qts	6 50
Chutney, Major Grey, pts	4 25
Ban-ki-pore, pts	3 00

Cranberry Sauce. doz.

Anderson's 2s, 2 doz box	2.00
Tea Garden, 2s, gls, 12 box	4.00
Tea Garden, 1s, gls, 24 box	2 25
Cape Cod, 2 lb, gls, 12 box	3.50
Cape Cod, 1 lb, gls, 24 box	2.00
Home Made, 1s, 2 doz box	2.15
do 2s, glass, 1 doz box	4.00

Rice.

Choice Seed Japan	$0.0
Good Seed Japan	.04
Fair Seed Japan	.03½
Fancy Head Rice	5½ .06
Long Grain Rice	.05
China No. 1	5 6
China No. 2	4 4½

COLUMN 25.

ALPINE

EVAPORATED CREAM

	Per case
1 to 5 cases, 4 doz. to case	$3.60
5 to 10 " " "	3.55
10 to 25 " " "	3.50

Gallons

1 to 5 cases, 6 to case	3.35
5 to 10 " " "	3.30
10 to 25 " " "	3.25

Midgets, 8 doz. to case
1 to 5 cases, $3. 0 | 5 to 10 cases, $3.85
10 to 25 cases, $3.80

Alpine Evaporated Cream Co.

Factory
HOLLISTER, CAL.

Office and Salesroom
95 Market Street
Rooms 212-213
San Francisco, Cal.
Phone: Main 3443.

Cottolene.

2's, 4's or 10's, per cs. of 60 lbs	7 00
5-case lots	6.90
10-case lots	6.85
25-case lots	6.75

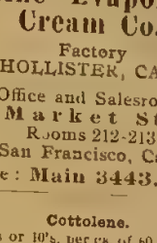
Curry Powder.

Cross & Blackwells, 2 oz	1.35
do 4 oz.	2.35
Do 8-oz	3.65
Do 16-oz	6.20
East India, Bombay, 16 oz	5.00
East India, Bombay, 8 oz	3.25

Extract of Beef.
Liebig's (Genuine)

2 oz.	4 oz.	8 oz.	16 oz
doz.	4.55	8.50	15.90	29.75

"Rex" Solid.



2-oz., doz....$3.96 8-oz., doz...$13.27
4-oz., doz....7.20 16-oz., doz.. 24.75

Marshall's

2 oz., per doz..... $2.40

Gelatine.

Knox's, per doz	1 20
Knox's, per gross	14 00
Cox's, per gross	12 00
Keck's, per doz	1.10
Plymouth Rock, per doz	$1.10
(1 doz. free with 3 doz.)	
Plymouth Rock, per gross	12.50
(4 doz. free with gross.)	

Ginger (Preserved).

½ doz jars in cs, per cs.. 2.25

Lemon Sugar.

Gilt Edge, 24/½s, per doz	1.37½
Gilt Edge, 24/1s, per doz	1.85

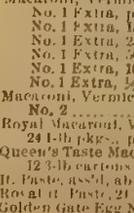
Lime Juice.

Tahita, 24/8-oz, per doz	$1.25
Tahita, short measure, 16-oz	1.50
Tahita, full measure, 16-oz	1.75
Tahita, full measure, 32-oz	3.50
Tahita, bulk, gal	1.00

Mushrooms. doz.

Le Court, 100 to cs	$2 25
La Forrest, 100 to cs	2 75
Hotel, 100 to cs	1.85
Fancy Stuffed, pts	4 00

Continued from Col. 18.



Dr. Price's Wheat Flake Celery Food.
Per case... $ 3 75

Pastes (Domestic).

Macaroni, Vermicelli, etc.—	
No. 1 Extra, per box	.27
No. 1 Extra, 15 lbs.	.52
No. 1 Extra, 25 lbs	.82
No. 1 Extra, 50 lbs.	1.65
No. 1 Extra, 100 lbs.	3.30
No. 1 Extra, ½ boxes	.15
Macaroni, Vermicelli & Spaghetti, No. 2	.20
Royal Macaroni, Verm'l & Sp'ti, 24 1-lb pkgs., per case	1.70
Queen's Taste Mac., Ve m. & Sp. 12 3-lb cartons 1 case	2 15
H. Paste, assd, ab 18 lbs c. lb.	6½
Royal H. Paste, 24 1-lb pkgs c., pkg.	8½
Golden Gate Egg Noodles, 24 1-lb pkgs in case, per cs.	1.90
Farina, 24 1-lb pkgs	1.50

Discount 2 per cent for cash only.

COLUMN 26.

OLIVES.

OLIVES IN BULK.

	25 gl.	10 gl.	5 gl.	3 gl.
Ex. No 1, Qu.	1 0	10 00	6 00	3 75
Lge No 1, "	1 00	10 00	6 00	3 25
No 1, Qu'a	95	9 75	4 75	2 90
No 2 "	85	8 75	4 50	2 85
Mammoth	70	7 25	3 75	2 40

Extra charge for kegs & barrels.



Olives

SEVILLE PACKING CO.

White Label Queen Olives—

28-oz., per doz.	$5.50
18-oz., "	3.75
6-oz., "	1 25

Pim-Olas

28-oz. 2 doz. per cs. per doz	$6 10
16 " " " "	3 55

Baby Pim-Olas

16-oz. 2 doz. in case, per doz.	$2.50
8-oz. 2 doz. in case, per doz.	1.50

Olive Oil

NICKLE

	Case
½ pints, 4 doz	$9 00
Pints 2 doz	8 55
Quarts, 1 doz	7 85
½ oz	9 00



CRYSTAL BRAND OLIVE OIL.
Pure California Products.

7-oz.
Per doz...$2.40
3 doz..... 6.75

14-oz.
Per doz... 4.50

Quarts.
Per doz... 7.25

Put up by
G. O. Ryden.

MISCELLANEOUS

Golden Gate, in gal tins, per gal	1 85
" ½ " "	1 85
" ¼ " "	1 90
Pale Grove, pure Cal., qts. .. dz	7 75
Cooper's qts.. ℔ doz.	10.00
Cooper's pts, ℔ cs of 2 doz...	10.00
Antonini, J.P.S., qts, ℔cs..	7.40
Do 1½-gal. tins, ℔ tin..	2.90
Duret, qts, pts, ℔ doz cs..6.00	7.00
Lucca, Crosse & Blackwell's qts.	7.50
Lucca, Crosse & Blackwell's pts, 2 doz	8.25
Lucca, Crosse & Blackwell's ½ pts, 3 doz	7.25

Salad Oil.

Durant Oil.

Quarts, 1 doz. to case, per case.	$1 65
Pints, 2 " " "	1.75
½-Pts, 3 " " "	1.85

Purdue salad Oil

Quarts, 1 doz to case, per case..	1.90
Pints & Fils, 1 dz qts, per case	1.50
Imitation Lucca, qts	1. 9

"Primrose" Salad Oil.

Tierces, about 50 gal, gal..	$ .40
1 gal tins, 10 to case, gal.	.70
½ gal tins, 10 to case, gal..	.45
½ gal tins, 10 to cs., gal.	.75
Quart bottles, 12 to cs, doz	1 65
Pint bottles, 24 to cs, doz	1.00
½ pint bot 36 to cs, doz.	.5

Paprika.

Gordon Packing Co.

1-16 lb	doz	½ lb ..	doz 0.0
⅛ lb	doz	1 lb	doz
¼ lb	doz	Bulk, lb	

Peanut Butter

Pail . . doz to cs, per dz.	2.40

Peels.

Citron, 25-lb box	14½
Citron, 10-lb box	14½
Lemon, 25-lb box	14½
Lemon, 10-lb box	12½
Orange, 25-lb box	11½
Orange 10-lb box	12

COLUMN 27.

PICKLES.

Gordon Packing Co.

California—Mixed or Plain.

No. 1, bbls, per gal	$0.24 to $0.27
No. 1, ½ bbls, per gal..	.26 to .29
No 1, 10-gal keg, p kg	2.25 to 2.45
No. 1, 5-gal keg p keg.	1.15 to 1.25
No. 1, 3-gal keg, p keg.	.80 to .85
No. 2, bbls, per gal	.22
No. 2, ½ bbls, per gal	.24
No. 2, 10-gal keg, per keg	2 10
No. 2, 5-gal keg, per keg	1 05
No. 2, 3-gal keg, per keg	.80
No. 3, bbls, per gal	.14
No. 3, 10-gal keg, per keg	1 15
No 3, 5-gal keg, per keg	.60
No. 3, 3-gal keg, per keg	.55

SWEET—"PACIFIC."

Bbls, ℔ gal	51
½ bbls, ℔ gal.	53
10-gal keg per keg	5.00
5-gal. keg, ℔ keg	2 5
3-gal. keg ℔ keg	1.75
Square, 1doz ½-gal ℔ doz..	2 25
Square, 2 doz ¼-gal, ℔ doz..	1 60
Square, 4 doz ⅛-gal., ℔ doz	1.25
Round, qts, ℔ doz	3.75
Round, pts, ℔ doz	2 50
Round, ½ pts, ℔ doz	1.75

Crosse & Blackwell's.

	Doz
Mxd Pkls, pat tops, pts..	4.15
Mxd Pkles, Pat tops, ½ pt..	2.0
Mxd Pkls, corks, pts	3 95
Chow Chow, pat tops, pts..	4.15
Chow Chow, pat top, ½ pt.	2.70
Chow Chow, corks, pts	3.95
Onions, pat tops, pts	4.15
Onions, pat tops, ½ pts	2.50

Root Beer



Less 5 per cent. on gross lots

Hires' case of 1 gr	20 00
6 doz lots	10 00
3 "	5 00
1 "	1 75

Hires' Carbonated Root Beer cs of 2-dz pt bottles, patent tops, per cs $2.00 in 5 case lots 1 95

Hires' Carbonated Gingar Ale Per case 2 00

5-case lots, $1.95.



Hires' Rootbeer Carbonated and Ginger Ale empty bottles, if returned to Snohn-Patrick Company, will be received by them at 25c. per case of 2 doz. bottles (with case) Delivered at San Francisco.

COLUMN 28.

Saratoga Chips.

(Less 5 per cent)

Boxes, 15 and 30-lb, per lb..	$0.20
Cartons, 6-oz. 2 doz in cs, doz	1.30

SAUCES.

SNIDER'S SALAD DRESSING



Pints, 1 doz. in case, doz.	$2.75
Hlf-Pts, 2 doz. in case, doz.	1.75



Snider's Oyster Cocktail S'ce pints, 2 doz to c'se, doz	.2 40
Same gallon jugs, 6 to case, per gal	1 30
Snider's Chili Sauce, pints, 1 doz. to c'se doz	2 40
Same, half pts 2 doz. to c'se doz	1 45

Bayle's Tabasco Pepper Sauce, in cases, 6, ½-doz boxes, per doz.	$3 00
boxes of 12 bottles, per doz.	8.50
Holbrook's W'cestershire, ½'s	2.40
Do pts.	4.00
Do qts.	
*Lea & Perrin's Worcestershire, sma'l	2.75
*Lea & Perrin's Worcestershire, medium	5.00
*Lea & Perrin's Worcestershire, large	8.25
*5 cases 5c ℔ doz less.	
Ban-ki-por, ½ pts, 2 doz case, per doz	2.40
Ban-ki-por, pts, 1 doz case	3.80
Tobasco, McIlheny	4 00
Tobasco, New Iberia	3.50
Braunhardt's	
Tropical, ½-pts, 2 doz. per case	4.50
" pints, 2 doz. " "	8.10
Bengal Worcester, ½ pt.	.55
Bengal Worcester, pt	1.05
Pepper, sprinkle top, ½ pt.	2.00
Superior Pepper, small	.75
Superior Pepper, large	1.50

Pure Food Pk'g Co.

Worcester Sauce, London Club, ½ pts, do	.75

Salad Dressing.

Durkee, small, 2 doz, ℔ doz	3.55
Do large, 1 doz, ℔ d	4.30
Do picnic size, 4 dz, ℔ dz.	1.00
My Wife's, 1 dz. 16-oz, case	2.75
My Wife's, 2 doz, ½ pt, cs.	3.40

Alpha Salad Cream.

Jumbo, 1 doz. to case, per case	4.25
Do large, 2 doz. " "	4.70
Do picnic, 2 " " "	2.50

El Paso Manfg. Co.
1653 Mission St.



Manufacturers

Flavoring Extracts
Fruit Juices
Syrup
Salad Dressing
Bluing
Ammonia

Meat and Salad Dressing, doz 90

COLUMN 29.

SOUPS.



CAMPBELL'S (1-lb. Condensed). Packed 48 1-lb. cans to case. Straight cases of any variety, or following assortment:

8 Tomato, 6 Vegetable, 4 Ox Tail, 3 Mock Turtle, 3 Chicken Gumbo, 2 Tomato Okra, 1 Julienne, 2 Beef, 2 Consomme, 2 Pea, 2 Celery, 2 Vermicelli-Tomato, 2 Clam Chowder, 2 Mutton Broth, 2 Bouillon, 3 Chicken, 2 Mulligatany.
Price, per doz, any variety .$0.90

Miscellaneous.

Snider's Tomato—3 lb tins 2 doz. in case, per dz	$2.40
Same—2 lb tins 2 doz. in case, per doz.	1.85
Van Camp's asstd, per doz	.90
Van Camp's straight, per doz.	.90

SALT.



LESLIE SALT.

Free Running—

Cartons, 20 5s	$ 2.50
Cartons, 24 3s	2.00
Cartons, 48 2s	2.75
Caddies, 50 2s	3. 60

Velvet Grain—

Bales, 50 3s	1 75
Bales, 30 5s	1.75
Bales, 15 10s	1.75
Bales, 8 20s	1.75
Pockets, 75 2s	1.75
Pockets, 40 5s	1.75
50-lb sacks, per ton	18.00

H. R. H. Liverpool.

Bales of 75, 2's, per bale	$1.25
Bales of 40, 4's, and 15 10's	2.0
Bags, 200s (50s $b), per ton..	7.50

Rock Salt.

Half-Ground, 100-lb sacks, per ton	$4.25
Stock, 100-lb sacks, per ton	4.00
Liverpool Lump, per ton	13.50
Cal. Table and Dairy, pr bale.	1.0
Cal. Table and Dairy, 50's, per ton	6.25

Package Salt.

Shaker Salt, per doz	$0.90
R. S. V. P., 3's, 24 to cs, p. cs.	2.25
R. S. V. P., 5's, 20 to cs, p. cs.	2.75

Celery Salt.

Mertens, 1 doz in box	1.05

Sauerkraut.

Barrels, per lb	.02¾
½ bbls	.03
¼ bbls	.03¼
3-gal kegs, per keg	.90
5-gal kegs, per keg	1.15
10-gal kegs, per keg	2.25
2-lb tins, 2 doz in cs, doz	1.35
2½-lb tins, 2 doz in cs, doz.	1.60

COLUMN 30.

SPANISH DELICACIES.

Specialties of the
Spanish-American Food Co.
149-155 Fremont St.
Medal Goods. Paris Exposition.



TAMALES.

	Doz
I. X. L., W. G. M. and Kapp & Sheet Brands.	
No. 1 Boneless Chicken Tamales in key-op cans	1.30
No. 2 Not Boneless Chicken Tamales in key op. cans	1.00

Spanish-American Brand.

Beef Tamales in key op. cans	.95
Extra Special Boneless Tamales in key op. cans	1.60
Chili Con Carne, 1 lb	1.20
Enchiladas, in key-opener cans	1.20
FRIJOLES, 1 lb	.90
Tripe, Spanish style, 1 lb	1.25
Minced Deep Sea Clams, 1 pt.	1.25
Clam Juice, 1 pt.	1 10
Cal. Baked Beans, tomato sauce, 1 lb., 4 doz in case	.85
Cal. Baked Beans, tomato sauce, 2 lbs., 3 doz to case	1.35
Cal. Baked Beans, tomato sauce, 3 lbs. 2 doz to case	1.75

Chili Beans (Tamale Sauce) 1 lb, 4 d z to case	.85
2 lb, 2 " "	1.35
2 lb, 2 " "	1.75
Deviled Oysters, for Sandwiches 4 doz to case	1.40
Pate Chicken Liver for sandws. 4 doz. to case	1.40
Macaroni and Cheese, with Tomato sauce, 1 lb, 4 dz. cs.	.90

Concentrated Soups.

Pints (20 kinds)....doz. .90
Beef, Tomato, Ox Tail, Mock Turtle, Mulligatawny, Rice Tomato, Consomme, Green Pea, Bean, Clam Chowder, Vegetable, Chicken Rice, Chicken Barley, Chicken Giblet, Chicken Gumbo, Cream Chicken, Cream Celery, Beef Bouillon, Chicken Bouillon, Clam Bouillon.
Quarts (9 kinds)...doz. $1.85
Chicken, Beef, Mock Turtle, Ox Tail, Tomato, Mulligatawny, Vegetable, Clam Chowder, Cream of Celery.

Truffles.

Rilhac, 100/¼'s, per doz	12.00
Rilhac, 100/ 1-16's, per doz	3.00
La Forrest, 100/¼'s, per doz	17.00

Vinegar.

	½ Bbl.	10 bbl.	5 gal.	3 gal.
30 grain	08	10	1 15	65 50
40 grain	10	12	1 35	75 60
50 gr in	12	14	1 70	90 80
60 grain	14	16	2 00	1 10 95
80 grain	16	18	2 65	1 50 1 25
90 grain	18	20	3 50	1 85 1 65
100 grain	20	22	3 85	2 10 1 85

Hammond's Vinegar.

Salad, qts, per doz	1.25

Yeast Cakes.

Great Western	1.00
Gillett's Magic	1.20
Yeast Foam	1.20

Pure Oregon Apple Cider Vinegar.

Bbls	22c gall n
½-bbl	24c "
Guaranteed.	

COLUMN 31.

Department 19.

GROCERY SUNDRIES.

Axle Grease.

H. & L., per case.....$1.50
C. & S., 2-doz case, per case... 2.00
" 5 cs lots..... 1.95
" 10 cs lots..... 1.85
Frazer's, 2 doz tins, per case..2.25
Frazer's, 4 doz wd, per case... 3.60
Frazer's, 15-lb pails..... 85
Mica, 3 doz tins, per case..... 2.25

Paper Bags.

Automatic, Self-opening, 500 in pkg. List.

¼-lb . .....$1.00 8-lb 4.80
½-lb . ..... 1.20 10-lb 5.20
1-lb . ..... 1.60 12-lb 6.30
1½-lb . ..... 1.70 14-lb 8.30
2-lb . ..... 2.00 16-lb 9.00
3-lb . ..... 2.50 20-lb 10.00
4-lb . ..... 2.90 25-lb 11.00
5 lb . ..... 3.40 30-lb 13.00
6-lb . ..... 4.00 35-lb 15.00
7-lb . ..... 4.40 .....

Discounts from above List:
(Cheapest).....50 pct and 5, 10's
Eagle or Equal....50 pct and 2, 10's
White Fibre, or any white bag, ...50 pct and 1, 10's
Mikado (striped) .....40 pct
Sugar Bags, broad bottom, lb....06
Lion, 40 per cent and 1.....1.10

Bluestone.

Barrels, per lb (5 bbls 5½c)..$0.05¾

Bathbrick.

Bristol, 2 doz. per case (25 case lots 67½c) $0.85
Powdered, 20 1 s, per case 1.15
Powdered, 40 ½'s, per case 1.25

CANDLES.

Adamantine.

Schneider's 10 oz. 20's.....$0.07
Schneider's 12 oz. 20's..... .08½
Schneider's 14 oz. 20's..... .09½
Parafine, 20 1 lb. cakes...1.95
do, 5 bx. lots.....1.85
do 40 1 lb cakes.....3.90
do 5 bx lots.....3.75
do 100 1 lb cakes.....9.75
do 5 bx lots.....8.75
P. & G. Adamantine, 10 oz. 8¼
do 12 oz. 9¼
do 14 oz. 10½
Yacht Club Quartz Candles
20 sets 14 oz..... .10
40 sets 14 oz. ..... .09¾

Stearic.

Schneider's 14 oz 20's or 40' .12
Schneider's 16 oz 20's or 40's. .13½

Paraffine Per lb.

4s, 6s, in cartons of 36-lb bxs. .10¼
12s, in cartons of 36-lb bxs.....10¾
½-lb, in cartons of 25-lb bxs...10¼
1-lb, in cartons of 25-lb bxs....10¼
Colored 1c higher.

Beeswax, pure for churches.. 40
Do No 2..... 30
Do No. 3..... 25
Christmas, all sizes..... 8 8½
Do holders, ℔ gross. 85
Wax Tapers, ℔ doz pkgs (℔ gross 8.00)..... .65 75
Night Lights, German, on pap & wd, (doz 40)..... 65
Do French, on tin, doz.. .....50, .75, 1.10

Cordage.

Basis price: Manila 14½c. Sisal 9¾c (5,000 lbs ¼c, and 10,000 lbs ½c less.)

Egg Food.

Pratt's, 26-oz, 2 doz in cs....$2.25
Wellington's, 1-lb, 2 doz box.. 2.00

Fly Paper.



Fly-Net, Per case ... ¥2.60
Magnet, per case.....$2.50
Tanglefoot, per case..... 2.90
Tanglefoot Holders, per case of 50 75

Fruit Jars.

(Net cash — no discount)

Mason's, pts, per gr..... ¥7.35
Mason's qts, per gr..... 8.05
Mason's, ½ gals 11.40

Fruit Jar Caps.

Porcelain, 6 doz to box, per bx 2.40

Fruit Jar Rubbers.

No. 1 white, per lb..... 50-60c
"Gold Seal," cartons, per gr.. .75
"Badgers," cartons, per gr.... .60

Hops.

No. 1, ¼ lb, 30-lb. box, lb..... .30
No. 1, ½ lb, 30-lb box, lb..... .30
No. 1, 1 lb, 30-lb box, lb..... .30
Less than 30-lb boxes..... .31

Horseradish.

½-pts, 2 doz in box, doz..... 1.10
Pts, 1 doz in box, per doz.... 1.50
Qts, 1 doz in box, per doz..... 2.75
Bulk, per gal ..... .75

Glue.

Le Page's, 1 oz, per doz..... .75
Le Page's, 2 oz, per doz..... 1.15
Le Page's ½-gill tins, per doz. 1.20
Le Page's, 1-gill tin, per doz.. 1.60
Standard, small, per doz..... .50

COLUMN 32.

EUREKA INSECT EXTERMINATOR.



Manufactured by
Jos. Fusch, 22 Hampton Place
San Francisco.

10c size, doz ..... .75
25c size, doz 1.75
60c size, doz 4.50
1.00 size, doz 8.00

Harmless to persons or animals; does not irritate the skin or injure the eyes.

MATCHES.

Metropolitan, full count, per tin..$1.10
Universal, shrt count, pr tin .75
Boys' block pap pkg, per doz .81½
Swedish Safety, per gross..... .80
Swedish wind, 1 gross..... 85
Vulcan Parafine, 65s, ℔ gross (50 gross 50c) ....50 .55
Japanese Safety, per gross..... .50
Squirrel Matches, 55s, per gross .43
Ship Safety Matches, la ge, gross .75
" " small, " .65

Diamond Match Co.'s.

Anchor, 200 ..... 1.70
Do 500s..... 4.00
Domino, cas..... 2.75
G. G. 60s..... 2.75
Red Top Safety 3.25
S. & C., Eastern Parlor, 80s ... 4.25
Press, 100s, 5-gross cs..... 4.75
Little Star, per cs..... 2.25
Search Light, 500s, large 1 gr.. 4.75
(Discount 25c per case on 5 cs lots)

Paper, Wrapping.

Butter, White, ℔ ream..... 20
Do Waxed ℔ ream..... 25
Manilla, No. 2, roll, any sz. lb. .3½
Manilla, No. 1, rolls or reams, ℔ lb. .....
Straw, ℔ ream..... 70
Do rolls any size, ℔ lb.... 3¼
Drab, ℔ ream..... 60
Do rolls any size, ℔ lb.... 2⅜
Metropolitan White Fibre Rolls, per pound 4

Paper, Toilet.

Columbia, in rolls, 7 oz, per cs of 100 .....2.75
Royal, 100 rolls of 500 shts.....4.00
Pilot 100 tablets of 500 shts..3.75
Golden Eagle, 100 tablets of 1,000 sheets 8.00

Polishes, Shoe.

Mason's.

Mason's Colt-Coron-ide Per gross $4.70; per doz. 40c
Mason's Paste Stove Po ish Per gross $4.70; ½ doss $1.20
Mason's Challenge, per doz .... .40
Mason's Challenge, per gross... 4.70
Challenge Shoe Dressing, small per doz ..... $ .75
large " " 1.50
Russett Comb'n. shoe Dressing small, per doz ..... .75
large, " " 1.50
Black Comb'n Shoe Dressing small per doz ..... .85
Patent Leather Polish, per doz ..... .50
Mason's, No. 4 ..... .45
" " per gross 5.20
" No. 3 per doz ..... .35
" " per gross. 3.40
" No 2 per doz ..... .30
" per gross..... 3.00
" No. 1 per doz ..... .25
" " per gross 2.80

Scott & Gilbert Co.

Manufacturers.
214-216 Mission St., San Francisco



In 3 dozen cases per

Alaska Seal Oil....	20 00
Top Notch	15 0
Russian	12 00
Boss.....	9 00

Bixby's.



Jet Oil ..... per doz.	85
Jet Oil 3 doz. in box, with Marvel Brush Free	2 55

COLUMN 33.

BIXBY'S—Continued

Royal Polish ... per doz.	85
Royal Polish, 3 doz. in box, with 8 pkgs. 5c Carpet Tacks free.	2 55
Shoe Satin, Small Comb per doz.	80
Shoe Satin, Large Comb per doz	1 25
No. 5, Shoe Satin Paste per doz	40
No. 10, Shoe Satin Paste. p doz	85
Satinola, small comb ...	80
Satinola, Large Comb ...	1 25
No. 5, Satinola Paste. ...	40
No. 10, Satinola Paste ...	85
"BBB" Blacking Size M 3 doz in box ... ½doz. paste free	1 25
"BBB" Blacking, Size B. 3 doz. in box ... 1 doz. paste FREE	2 50

Polish, Stove.

Rising Sun, large pkg, ℔ gross.	6.25
Do 5-gross lots, ℔ gross.	6.00
Do Small pkg, ℔ gross....	4 25
Sun Paste, large, ¼ gross, per gross	8.00
Sun Paste, small, ¼ gross, per gross	5.00
Enameline, No. 4 tins, ℔ gross.	5.00
Do No. 6 tins, ℔ gross.....	8.25
Do Liquid, pt-tins, bx 3 doz.	2.25



Small, 3 doz. to cs., per cs. $1.50
Large, 3 doz. to cs., per cs. 2.50
(½ doz. free with each case)

Polish, Metal.

Electro Silicon, 1 gr in case, per doz ..... .80
Brilliantshine, ½ pts, per doz.. .90
Brilliantshine, pts, per doz.... 1.70
Brilliantshine, qts, per doz.... 3.10

U. S. Metal Polish.



	POLISH Doz.
Qts	$3 00
Pts.	1 70
½ Pts	90
	PASTE
lb...	$3 00
½ lb .	1 75
3 oz...	50

Barkeepers Friend powder gr. $18.00

U. S. METALLIC POLISH

PASTE is put up by a Practical Chemist; also in Liquid Form. Free from Acid or Grit. 20 years in the Markets of the World. **J. T. WILSON,** Pacific Coast Agt., 1770 15th St., S. F. For sale by all dealers. Also the Barkeepers' Friend Cleaning Powder.

Rope.

Manila, 1¼-in. cordage ..... .15
Sisal, 1¼-in. cordage 10¼

Seeds.

Anis 14½
Canary 7
Caraway 8 10
Celery 15
Coriander 15
Cumin 18
Flax, ground 4
Flax, whole 33¾
Hemp, sacks 4½
Millet 6½
Mustard 5½
Poppy (Or. sks 9¾)..... 10¾
Rape, Cal..... 4¾
Bird gravel, 40 2s..... 2 00
Bird Seed Mixed 48—1-lb. pkg 8

Original sacks ½c less.

Sheep Dip.

Little's, 10½-gal tins, per gal$1.05
Little's, 5-gal drums, per gal.. 1.05
Smith's, 10½-gal tins, per gal. .95
Smith's, 5-gal drums, per gal .97

Twine.

Cotton, 4 ply, 100-lb bls. per lb 20
Do 3 ply, 100-lb bls. per lb.... 20
Do 2-lb cones, per lb 20
Hemp, 8-oz balls, per 3-lb pkg.. 70
Do, 4-oz. balls, per 3-lb pkg. 75
Do 2-oz balls ℔ 3-lb pkg .
Sack, 4 ply, 12-lb pkgs, per lb. 38

Wax.

Fruit.. 25 6-oz pkgs 1.10; 9-oz. .80
Japan, per lb..... 17
Beeswax 35

Wax Strings.

12 in. 10 pkg. 100 stgs each..... 1 65
14 in. 10 pkg. 100 stgs each.....1 75

COLUMN 34.

COLUMN 35.

Department 20.

WOOD AND WILLOW WARE

AXE HANDLES.

Ex. 36-in., doz.....$2.25
No. 1, 36-in., doz..... 1.75
No. 2, 36-in., doz..... 1.25
No. 3, 36-in., doz..... 1.05
Ex. 38-in., doz..... 4.00
Ex. 40-in., doz..... 4.25

BASKETS.

	Per Doz.
Cal., Open, Spruce, No. 3..	.60
Cal., Open, Spruce, No. 4..	.60
Cal., Open, Spruce, No. 5..	.84
Cal., Satchel, Spruce, nest, 0-5	1.10
Cal., Satchel, Spruce, nest, 1-5	1.00
Cal., Satchel, Spruce, nest, 1-41	.71
German market, nest of 4	1.25
Clothes, Oval, Wil., No. 0.	4.00
Clothes, Oval, Wil., No. 1.	6.75
Clothes, Oval, Wil., No. 2.	8.00
Clothes, Oval, Wil., No. 3.	9.00
Clothes, Oval, Wil., nest 4...	2.48
Japanese Telescope, nest of 5, size 18x12x7.....	1.40
Same, size 20x13¼x7.....	1.25
Same, size 24x15x10.....	1.75

BOWLS, WOODEN.

	Per Doz.
Maple, No. 1, 11-inch.....	.75
Do No. 2, 13-inch.....	1.50
Do No. 3, 15-inch.....	2.75
Do No. 4, 17-inch.....	4.25
Do No. 5, 19-inch.....	5.75
Do No. 6, 21-inch.....	7.50
	Per nest.
Maple Nests, 3, 13, 15, 17-inch	.71
Same, 4, 13, 15, 17, 19-inch	1.20
Same, 5, 13 to 21-inch...	1.81

BROOMS.

	Per Doz.
Patent Cap, No. 1.....	3.80
Patent Cap, No. 2.....	3.60
Patent Cap, No. 3.....	3.35
Extra Patent, No. 1.....	3.85
Extra Patent, No. 2.....	2.60
Extra Patent, No. 3.....	2.40
Ladies' Pride, No. 1.....	2.85
Ladies' Pride, No. 2.....	2.60
Ladies' Pride, No. 3.....	2.40
Little Beauties	3.00
Ladies' Delight	2.80
Toy 2 strings	.90 1.35
Wisp 2 strings	.90 1.25

BRUSHES.

	Per Doz.
Dust	2.00 12 00
Scrubbing	.55 3 00
Dandy	1.50 6.75

Shoe Brushes.

No. 1, black tampico 1.10
No 2 bristles 1.65
No. 3, white bristles 1.75
No 4 bristles 2.00
No. 5, white bristles 2.25
No 6 horse hair 2.70
No. 7, bristles 3.90

Stove Brushes.

	Per Doz.
No. 1, tampico, handles.	.90c-$1 10
No 2 bristles, handles	1 85
No 3 tampico, handles.....	1.85
No. 4 bristles, handles.....	3.25

Ox Fibre Brushes.

	Per Doz.
Scrub, T & B., 9x2¼ in face	80
Do Hub, 10x2¾ in face.	2.00
Do Magic, 7¼x2 in face	1.10
Do Owl, 6½x1¼ in face	.85
Do Cat, 10¼x2¼ in face	1.50
Do Rat, 8½x2¼ in face	1.25
Do Mouse 6¼x2¼ in fa	1.00
Do Alligator, 10½x2¾ in face	2.25
Do Goose, 8¾x2¾ in fce	2.00
Do Duck 6¼x2¾ in fce	1.50
Stove, Hustler 8½x2¼ in face	2.25
Sink Bell 3¼x2¼ in face	1 40
Sink Gong 4¾x3¾ in face	2.25
Horse, Pointer 10x3¼ in face	3.00
Creamery, Jersey, 9x5 in face	3.25
Creamery, Holstein, 9½x5¼ in face	3.50
Dust, Peacock, 10½x4 in face	2.25
Hand, Windsor, 4½x1¼ in face per gross	6.00
Whitewash Snowstorm, 9-in per doz	2.00
Same, 8-in, per doz.....	1.75
Same, 7-in per doz	1.50

CAN OPENERS.

Diamond, per doz $0.75
Crown per doz 1 25
Solid Steel, per doz 2.25

CARPET SWEEPERS.

Bissells, per doz 25 00 to 27.00
King, per doz 24.00

CHEESE SAFES.

Round, No 1 10 in. $2 20
Round, No 2 22-in 2 25
Round, No 3 24-in 3 50
Square, each 4 00

Clothes Line.

Hemp, 40 foot, per doz $0.80
Hemp, 60-foot, per doz..... 1.25
Cotton, 40 foot, per doz 80
Cotton, 60 foot, per doz 1 20
Cotton, 72-foot, per doz 1 75
Manila, 40-foot per doz 1 25
Manila, 60-foot per doz 2 50
Sash Cord, 50-foot, per doz . 1 75
Sash Cord, 80-foot, per doz . 3 00
Wire Cord, 50-foot, per doz.. 1.05
Wire Cord, 75-foot, per doz . 1 60
Wire Cord, 100-foot, per doz.. 2.75

COLUMN 36.

Clothes Line Pulleys.

Galv Iron per doz . $0 50

CLOTHESPINS.

Common, per box of 5 gross .70
U. S. Patent Spring per gr .60

COFFEE MILLS.

Enterprise Family No 1, doz $2 50
Enterprise Family No 2 doz 3 50
Enterprise, counter, ea....5.50-35.00

CORKS.

Wine, pt size per M.....$4 75
Wine, qt size, per M..... 5.75

Demijohns.

Discounts on glass: 2, 3 and 5 gals. 30-10; one gal and less 30-10-5.

½-gal., doz $3.25 2-gal., doz..$10 50
½-gal., doz.. 4 50 3-gal., doz.. 13 50
1-gal., doz.. 6 50 5-gal., doz.. 19 00

Dust Pans.

No. 1 Japan, doz..... .65
Covered, doz 1.25
Janitor, doz 2.25

Dusters.

China fancy colored, doz.... .80
Standard Turkey, No. 10, doz . 1.00
Standard Turkey No. 12, doz.. 2.10
Standard Turkey, No. 14, doz.. 2.75
Standard Turkey, No. 16, doz.. 3.25
Standard Turkey, No. 18, doz.. 3.75

DOOR MATS, COCOA.

	Per Doz.
Light, No 1, 14x24.....	4 00
Do No. 2 16x27.....	5.50
Do No. 3, 18x30.....	7.25
Do No. 4, 20x33.....	9.00
Medium No 1, 14x25.....	5.25
Medium, No. 2, 16x27.....	6.75
Medium, No. 3, 18x30.....	8.50
Medium No. 4, 20x33.....	10.25
Extra, No. 2, 16x27.....	9.70
Extra No. 3, 18x30.....	12.50
Extra, No. 4, 20x33.....	15.00
Extra, No. 5, 22x36.....	18.00
Keystone Steel Mats.....	

Faucets.

Cork lined, No. 1, doz $0 60
Cork lined, No. 2, doz..... 75
Cork lined, No. 3, doz..... 90
Cork lined, No. 4, doz..... 1.25
Cork lined, No. 5, doz..... 1.50
Molasses Gates $0 25
Self-Measuring Faucets each. 3.00
Sweep Pumps (Enterprise) ea. 5.75
Sweep Pumps with auger, ea.. 6.00

Ironing Boards.

4-ft., per doz 4.20
4½-ft., per doz..... 4 75
5 ft., per doz 5 25
5½-ft., per doz 5.75

LAMP CHIMNEYS.

XX Eureka Grade.

Eureka Crimp Top in Cartons.

	Per Doz.
No O or E, 6 doz. in case	.75
No 1 or A, 6 doz. in case	.75
No. 2 or B, 6 doz. in case.	.95

Eureka Electric.

In Cartons.

No 2, 6 doz. in case, per doz. 1.00

Lantern Globes. per doz

Packed 5 doz. in case.... .70

Eureka Rochester.

	Per Doz.
No 1, 6 doz in case....	.85
No 2, 6 doz in case.....	1.05
No 3, 6 doz. in case.....	2.10

Macbeath Pearl Top.

No. 1 or A, 6 doz. in case.	.85
No 2 or B, 6 doz. in case.	1.05

La Bastie.

Heaviest and best in market.

	Per Doz.
No A, plain bulk, 6 doz. in case	1.20
No B, plain bulk, 6 doz in case	1.50
No A, crimp bulk, 6 doz. in case	1.80
No. B, crimp bulk, 6 doz. in case	1.60

Common Chimney.

	Per Doz.
No 0 or E, 6 doz. in case.	.40
No. 1 or A, 6 doz. in case..	.45
No 2 or B, 6 doz in case.	.65

Common Rochester.

No. 1, 6 doz in case.....	.80
No. 2, 6 doz. in case.....	.90
No. 3, 3 doz in case.....	2.00

Lamp Burners.

0 or E, per doz.....$0 50	
1 or A, per doz	60
2 or B, per doz. 4.....	75
No. 2 fits 12 collar, takes E wick)	
Solar Burner, doz . . .	1 50

LEMON SQUEEZERS.

No 2, per doz $0 30	
Glass No 1 per doz	50
Glass No 2 (for oranges) doz	85

MOPS AND HANDLES.

	Per Doz
Cotton Mops .....1.20 and 1 65	
2 lb Mops	1 80
Extra Mop Handles	1 00
Plain Mop Handles	.90

PAILS.

	Per Doz.
Wood painted, 3 hoops...	2.25
Wood varnished, 3 hoops	2.25
White Cedar, 3 galv hoops	2 75
Flaring	3 50
Galvanized 10 quarts	1 75
Galvanized 12 quart	2 05
Galvanized 14 quarts	2 35

SHELF PAPER.

	Per gross.
2½ inch, assorted colors.	12
Wide, assorted colors ...	.35

COLUMN 37.

TUBS.

White Cedar—No. 0, 13.00; No. 1, 10.50, No. 2, 9.00; No. 3, 8.00.

Painted or varnished—No. 0, 11.40; No. 1, 9.60; No. 2, 8.40; No. 3, 7.20.

Fiber—No 0, 18.00; No. 1, 14.50; No. 2, 12.50; No. 3, 11.00.

Galvanized—No 1, 5.00; No. 2, 6.20 No 3 7.20.

WASHBOARDS.

	Per Dox
California, regular size.....	2 10
California, small	.90
Star	2.75
Bronze	3.50
Good Enough	2.25
Anchor, single	1.90
Nameless	2.25
Peerless, double	3.50
North Star	3.50
North Star, protector....	4.00
Crystal Glass	4 00
Misses	1.50
Toy	.90

WICKING.

	Grs
Lamp, 0 or E, ⅜-in....	.....$0.30
Lamp, 1 or A, ⅝-in.....	.40
Lamp, 2 or B, 1-in.....	.60
Lamp, 3 or D, 1½-in.....	.80
No. 1 Rochester	2.00
No. 2 Rochester	2 75
No. 3, Mammoth	9.25
Junior Rochester	1.50
Stoves, 3-in	1.80
Stoves, 3½-in.	2 25
Stoves, 4-in	2.50
Stoves, 4½-in	2 80
Stoves, 5-in	3 50

WRINGERS.

Wood Frame Novelty.

Two top screws; iron tub clamps.

	Per Doz.
No. 350, 10x1¾ in	30.00
No. 351, 11x1¾ in	36.00
No. 352, 12x1¾ in	42.00

One top screw; wooden top clamps.

No. 360, 10x1¾ in.....	31 00
No. 361, 11x1¾ in.....	36.00
No. 362, 12x1¾ in.....	42.00

Ball Bearing.

No 380, 10x1¾ in.....	40.00

MISCELLANEOUS.

Barrels, paper, 100-lbs, ea.	.80
Barrels, pa., 50 lbs ea.....	.65
Barrel Covers, 17-in. (flour barrel size), per doz.....	1.80
Barrel Covers, 21-in (sugar barrel size), per doz	2.70
Basins, fiber, 12-in., pr dz.	2.25
Basins, fiber, 14½-in., per doz	2.50
Brownies, per doz. .75 1.00	1 25
Butter Ladles, plain, doz...	45
Butter Ladles clays, doz ...	85
Butter Spades, doz	40
Dishes, oval 1, 2 and 3-lb, per 1 000.....2.20, 2.30,	2 90
Dishes, wire end, ...1.35, 1.80, 2.35, 2.85,	3.25
Egg Beaters, Dover.....	1.00
Lemon Squeezers, fiber, dz	1.25
Measures, fiber, 4 pcs..... (Set pt., qt., ½ gal and funnel)	1.25
Lanterns, O Tubular, doz.	5.00
Lanterns, candle, frame, only doz.	1.00
Lantern Candle, with chimney, doz.	1.75
Lantern globes, in bbls.	70@95
Mouse Traps, 1 to 6 holes, doz., 6 holes.....	.60
Traps, mouse, "Does-it-easy," doz.	25
Traps, rat, "Blizzard," doz....	1.25
Nest Eggs, per doz.....	20
Oil Cans, 1 gal., cush., per doz	1 50 4.50
Oil Cans, 1 gal., galvanized iron	2.00
Oil Cans, 5 gal., galvanized iron	6 00
Potato Mashers, per doz.	45@75
Rolling Pins, per doz.	1.20 and 1 45
Spoons, wooden....30c, 37c	.65
Step Ladders, each per ft	.17 40
Tacks, steel, asstd, 2-oz, doz...	25
Tacks, Common, 2 oz., doz..	10
Tapers, gas, 30/17-in sigs, doz	65
Tobacco Cutters, standard, ea	80
Toothpicks, per case, 110 box	2.25
Twine Holders, hanging, doz	2 00
Twine Holders, counter, doz..	3 10
Spittoons, fiber, 13-inch..	6.00
Spittoons, fiber, 12-inch..	4.75
Spittoons, fiber, 9-inch...	4.00
Whips	90
Window Screens, 12-in., doz..	1 60
Window Screens, 18-in., doz	2 20
Window Screens, 24-in . doz .	2 64

STATIONERY.

Blank Books.

Counter, 48-leaf . . . . .$	50
Counter, 92-leaf	75
Cap Day & Ledger, per 160 pp	10@ 40
Full bound	50@ 75

Writing Paper.

	Ream.
Commercial Note, 5lb . .	45@ 75
Commercial Note, 6lb . .	50@ 90
Letter 10 lb, ex	90@1 50
Cap 12 lb, ex	1 08@1 80

COLUMN 38.

Envelopes.

	Per M
XX, 5-in.	1.00@1 50
XX, 6-in.	1.10@1.60
XXX, 10-in.	2.80
XX, 4-in., Baronial, cream or white	1.40@1.80
XX, 5-in., Baronial cream or white.....	1.60@2.00

Inks.

Scott & Gilbert Co.,
Manufacturers,
214-216 Mission Street, San Francisco

SUNSET BLUE BLACK



Cones, 3 dozen case	gross $4.50
2 oz. round studs 3 dz.	4 50
	doz.
4 oz. round studs, 3 dz	75
½ pints, 2 doz case..	1 25
Pints, 2 doz in case	2 00
Quarts, 1 doz. in case	3 50
	gal.
5 gallon kegs	70
10 gallon kegs .	60
Barrels	50
Assorted colors,	doz
1 oz. stands, any color	50
2 oz stands, any color	75

BLACKSTONE MFG. CO.
1960 Howard St., S. F., Cal.



	Gross
Cones, 3 doz to cs.....$3.75	
2-oz., Rnd Cylndr, 3 doz to cs..	3.90
3-oz., Rnd Cylndr, 3 doz to cs..	5.75
4-oz., Rnd Cylndr, 3 doz to cs..	6.50
	Doz.
8-oz., Rnd Cylndr, 2 doz to cs..	1.15
16-oz., Rnd Cylndr, 1 doz to cs.	2.00
Full qts., Rnd Cylndr, 1 doz to cs	3.75

Above prices are for Jet Black, Blue Black, Green, Blue, Violet and Carmine Inks.

(Copying Inks 10 per cent additional.)

Miscellaneous.

Carter's or Sanford blk cylinder, gross	4.50
Sanford's, 4 oz., black cylinders, doz.	60
Sanford's ½ pt. doz.....	1.75@2 00
Sanford's pts, doz	3.00@4.50
Sanford's qts., doz.	5.00@7 50

Lead Pencils.

	Gross.
Plain cedar	60
Black polished	1.10
Cedar, rubber tip	1.00
Red polished, metal rubber tip	1.50@3 50
Carpenters'	..1.75@2.25
Eagle Automatic, doz.. doz.	85@2.00 40@1.80



Mucilage

Scott & Gilbert Company
Mnfrs., 214-216 Mission St
San Francisco, Cal

SUNSET EXTRA HEAVY

	doz
2 oz. cones, 3 doz. cs	37½
3 oz cones, 3 doz. cs	75
½ pints, 1 doz. case	2 00
Pints, 1 doz. in case	3 50
Quarts, 1 doz in case	7 00
Gallons, ½ doz. case	20 00

Blackstone Mfg. Co.

1960 Howard St. S. F., Cal.

	Gross.
2-oz. Cones, 3 doz. to cs.....$4.00	
3-oz. cylndrs. 3 doz to cs.....	5.75
	Doz.
8-oz. round, 2 doz to cs.....	1.75
16-oz. round, 1 doz. to cs.....	3.00
Full qts., 1 doz. to cs.....	5.00

Bulk quotations (5, 10 and 30-gal.) on application.

Steel Pens.

	per gr Gross.
Railroad, 1 gross in box.....$0.40	
Stub No. 413	40
Falcon	40
Bank	40
Easy Writer	50
Extra Fine	45
Elastic	45
Railroad Stub	40
Ladies' Falcon	40
School	40
Spencerian No 1	85
Gillotts No. 404	50
Gillotts No. 303	1.00

COLUMN 39.

Department 22.

TOBACCO, CIGARS, SMOKERS' SUPPLIES, ETC.

AMERICAN TOBACCO CO.

Plug Tobacco.

Battle Ax, 16 oz, 3x12, 6 cuts, 12, 24 lb	39
Big Gun, 8 lb. butts, also 16 lb. butts, 16 oz., 3x12, 6 cuts,	44
Brandywine 4 to lb., 2½x9, 3 cuts, 4 and 8 lb	46
Bullion, 16 oz 3x12, 12 lb....	47
" 6 to lb., 1x6, 20 lb	50
Burr Oak, 16 oz., 3 x 12 emb., 6 and 12 lb.	42
Climax, 16 oz, 2x12, 6 cuts, 6, 12 and 30 lb	45
Climax, 7 oz, 2x12, R & R 6 cuts, 7, 10½ and 21 lb	40
Climax, 7 oz, 8x12, thin, 7 and 14 lb	48
Climax, 6 to lb, 2x8, Twin 4s, 4 lb boxes	50
Climax, 14 to lb, 1x8, Figs 4 lb boxes	54
Cross Bow, 14 oz, 3x12, 4 cuts 14 lb	38
Drummond Nat., 5½ oz 3x12, 3 cuts, 6, 8, and 12 lb	63
Five Brothers, 4 oz, 3x6, 2 cuts, 4 and 8 lb	65
Gold Rope 7 to lb, 3, 6, 12 lb	56
Gold Rope 14 to lb, 4, 8 lb	58
Good Luck, 3x6, 10 lb.	45
Granger Twist, 12 and 15 lb pails	45
Horse Shoe, 16 oz, 3x12, 6 cuts, 8, 12 and 24 lb	44
J T., 7 oz, R & R 2x6, 2 cuts, 10½ and 21 lb	39
J T., 7 oz, Smo 2x6, 2 cuts, 10½ and 21 lb.	39
J. T., 14 oz, Smo. 3x12, 4 cuts, 10½ and 21 lb. R & R	39
Newsboy, 48 plugs to 10 lbs. 2¼x4¾, 10, 15 and 25 lb	40
Nobby Spun Roll, 7 to lb, 1½x8½, 3, 6 and 12 lb	57
Old Honesty, 15 oz, 3x12, 6 cuts, 7½, 15 and 30 lb	44
Old Kentucky, 6 to lb, R. & R., 3, 16½ and 25 lb	46
Old Peach and Honey, 6 to lb 8 lb butts	48
Out of Sight, 12 butts, 12 oz., 3x12, 3 cuts.....	35
Piper Hidestick, 5½ oz, 2⅜x8 3 cuts, 4, 7, 14 lb	69
Red Cross, 16 oz 3x12, 4 cuts 12 and 24 butts	33
Red Ribbon Twist, 10 to lb, 6 inch, 8 lb pecks, 16 lb ½ bus	40
Saw Log 16 oz 2x12, 6 cuts 24 lb.....	46
Saw Log, 32 oz, 3x12, 12 cuts, 32 and 48 lb	46
Something Good, 5½ to lb, 2x4 9, 18 lb.....	45
Spar Head 14 oz, 2x12, 6 cuts, 6, 18 and 30 lb	45
Spear Head, 7 oz 2x12, 6 cuts, 7, 10½ and 21 lb	48
Standard N-vy, 14 oz, 3x12, 4 cuts, 14 and 28 lb	38
Star, 16 oz, 3x12, 6 cuts, 12 24 and 52 lb	45
Weissinger's Special, 5 1-3 oz., 3 x 12 emb, 2, 6, 12 lb.	63
W. N. T. Nat. Leaf, 6 and 12 lbs., bxs., 5½ ozs., 3x12....	5[illegible]

Smoking Tobacco.

(5-lb Cartons, 25 and 30-lb cases.)

Seal of N. C., 1⅝ oz, foil.....$0.68	
Seal of N. C., 3½ oz, foil.....	.62
Seal of N. C., 8 oz, foil.....	.59
Seal of N. C., 16 oz, foil.....	.59
Old Gold, 1⅝ oz, foil or pouch	.70
Old English curve cut, 1⅝ oz	.74
Old English curve cut, 3½ oz (In curved tins.)	.74
Pedro, 2½ oz, foil.....	.49
Pedro, 2½ oz, pouch.....	.51
Pedro, 2½ oz, assorted.....	.50
Pedro, 16 oz, tin canisters....	52
Dixie Queen, 1⅝ oz, foil.....	40
Dixie Queen, 16 oz, tin canisters, 6-lb cartons, 24-lb cas	.43
Duke's Mixture, 1⅝-oz sack..	39
Arlington, 1⅝ oz, foil.....	.65
Cross Cut, 1⅝ oz, foil.....	.60
Duke's Cameo, 1⅝ oz.....	.42
Duke's Cameo, 2½ oz, foil....	.45
Melrose, 1⅝ oz, foil.....	.65
Fragrant Vanity Fair, 1⅝ oz, foil	.95
Red Indian Plug Cut, 1⅝ oz and 3½ oz, foil.....	.42
Red Indian Plug Cut, 16-oz pails	.44
Fashion, 1⅝ oz	.41
Fashion, 16-oz pails.....	.44
Bull Durham, 1 oz.....	.65
Bull Durham, 1⅝ oz.....	.65
Bull Durham, 3½ oz.....	.60
Bull Durham, 8 oz.....	.58
Bull Durham, 16 oz.....	.58
Pick Leaf, gran, 1 oz, 25-lb cs	.60
Corn Cake, gran, 1-lb bags, 25-lb cases, per lb.....	.23
Echo Plug Cut, 1⅝ oz.....	.48
Red Bell, 1⅝ oz.....	.42

COLUMN 40.

Red Bell, 16-oz pails.....	.43
Oriental Mixture, 3½-oz tin..	1.00
Imperial Mixture, 2½-oz tin.	1.20
Plum, 1⅝ oz, foil.....	.62
Three Kings Mixture, 3½-oz tins	1 35
Monte Cristo Mixture, 3½-oz tins	1.50
Yale Mixture, 1-oz tin.....	1 85
Yale Mixture, 1⅝-oz tin.....	1.60
Yale Mixture, 3½-oz tin.....	1.65
Honey Dip Twist, 10 to lb....	.46
Master Workman, 10-oz plug, smoking	.46
Old Virginia Plug, smoking, 5 oz, 10½ lb., 6x5.....	.42

Fine Cut Chewing.

Hiawatha, 1 oz.....	.59
Hiawatha, 10-lb bulk, bright or dark	.59
Hiawatha, bright or dk, 1-lb tins, 5-lb. pails	.58
Sweet Cuba, bright or dk, 1-lb tins, 5-lb. pails	.46

Cigarettes.

Fragrant Vanity Fair $4 68	
Duke's Cameo	4.08
Sweet Caporal	4.08
Virginia Brights	4 08
Old Dominion	8 98
Pets (foil packages).....	6.62
Richmond Straight Cuts.....	6.62
Turkish Trophies	7.75
Egyptian Deities, No. 1, 10s..	21.50
Egyptian Deities, No. 3, 10s	$18.36, 19.83
Mogul	11.32

Cheroots, Etc.

Vaporettes in tin foil, 5 for 10	1 00
Old Virginia Cheroots, 5's..	.10 00
Jumbo Stogies, 100 in carton	12 50
Between the Acts Little Cigars, 10's, tin and paper..	8 50
Bengal Little Cigars, 10's ..	7 50
Royal Bengal, 10 in pkg.....	12.00
Van Bibber Little Cigars....	17.50
Sub Rosa Cigarros, 10s, per 1,000	4 10
Florodora	12.50

Cigarette Papers.

Vanity Fair, 50 pkgs in box..	1 05
Wheat Straw, 50 pkgs in box.	1 25
Wheat Straw, 100 pkgs in box	2.50
Wild Oats, 40 pkgs in box . .	.90
Red Seal, 50 pkgs in box.....	.25
Corn Husk, 50 pkgs in box...	1.15
Corn Husk 100 pkgs in box .	2.30
Interlock, 50	1.15
" 100.....	2.25

THE HILSON CO.

Hoffmann House Little Cigars, 10 in package, 250 in carton $7.50	
Hoffmann House Magnums, 10 package, 100 in carton 12.00	
Hoffmann House Petit Duc, 10 in package 100 in cart'n 15 00	
Hoffmann House Cavaliers 10 in package, 100 in cart'n 18 50	

J. R. PACE TOBACCO CO.

Scroll Tag twist, 6 to lb....	.66
Scroll Tag, 10 oz.....	.66
Mastiff Plug Cut, 1⅝ oz.....	.67½
Mastiff Plug Cut, 3½ oz.....	.65½
Mastiff Plug Cut, 10 oz . . .	52

AMERICAN SNUFF CO.

French Rappee, 1⅝ oz, pr dz.	.90
French Rappee, 3½ oz, pr dz.	1.80
French Rappee, 16-oz jars, per lb	.65
Maccaboy, 1⅝ oz, per doz....	.90
Maccaboy, 3½ oz, per doz....	1.80
Maccaboy, 16-oz jars, per lb.	.60
Irish High Toast, 16-oz. jars, per lb	.57
Scotch Lillienthal's, in bladders	.60

CIGARS.

Porto Rico Cigar Co.

El Primero, Forziana Porto Rico 30.00	
El Manifesto, Invincible Roosevelt Porto Rico 87.50	

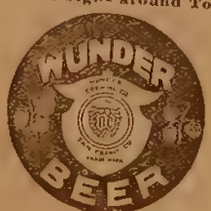
PIPES.

	Per Doz.
Cobs, Hot Shot, 3 doz.....$0.25	
Cobs, Gem, 3 doz.....	.25
Cobs, No. 3, 3 doz.....	.50
Brier, W. P. & Co., Assorted, 3 doz	2.00
Brier, Display Stands, 1 doz...	2.00
Brier, Showcase Assortment, 3 doz	6.00
Pipe Mounts, 1 doz.....	.75
Cherry Stems, 2½x6 in.....	2.00
Cherry Stems, 2d 2½x6 in....	.85
Clay Pipes, T. D., 1½ gross per box	1.25

	Per Box.
Clay Pipes, Woodstock, 1½ gr., per box	1.25
Uncle Sam Cob Pipe, 3 doz box	1.00
Eclipse Patent Cob Pipe, 3 doz. box	2.25
Climax Cob Pipe, 3 doz. box...	2.25
Jewel Cob Pipe, 3 doz. box....	.90
Dewey Cob Pipe, 3 doz. box...	2.50
No. 19 Cob Pipes, 1 doz box....	2.00

LASH'S
KIDNEY & LIVER
BITTERS
CURES DYSPEPSIA.

HAVE YOU NOTICED
all these Signs around Town?



It shows that most of the Grocers keep what people ask for—WUNDER BEER
If YOU don't, wake up phone to our bottling works and they will send their man to see you.
Phone South 1098

Ahrens, Pein & Bullwinkel
WHOLESALE
Liquor Merchants
620 Post St., bet. Taylor & Jones
Sole Proprietors



Royal Stag Bourbon and Rye.
Old Pal Kentucky Bourbon.
Celebrated Chief Tonic.
Hiawatha Bitters.
Chief Bitters.
Diamond Star Rye and Bourbon.
Tiliawood Bourbon.
Importers
Slater V. O. Scotch Whiskey, Scotland.
Thorpe & Co.
Mermaid Old Tom Gin, London.
P. Van der Kamp
Fine Old Wood Cork Gin, Holland.
Maurailla Freres Cognac, France.

MONEY-WEIGH SCALES
Pay for themselves in
Less than a Year.
Sold on Easy Monthly Payments
PIERCE & CO.
Flood Bldg. (8th Floor) Market & Powell



J. F. Cutter Whiskey
IS THE BEST SELLER FOR THE RETAILER ON THE MARKET
—
E. Martin & Co.
Sole Agents
54 FIRST STREET
San Francisco

News of the Coast.

CALIFORNIA.

Arlington—Mr. Wells of Rincon has purchased the entire stock of groceries of J. D. Davidson and leased the store room for several years. He will conduct an up-to-date grocery.

Chino—M. Moyse, is soon to move into his handsome new storeroom, which is now being fitted. When completed the store and stock will be one of the most attractive in the district.

Eureka—The firm of Kind & Kraus some months ago decided to close out its business, preparatory to leaving Eureka, and the large stock of goods carried by the firm was greatly reduced when the times in Eureka began to brighten. Mr. Kraus, the resident member of the firm, closely watched the business of the old camp climb the up-grade and communicated his observations to his partner, Henry Kind of Tonopah, and it was mutually agreed that they would not abandon Eureka. A new and complete stock of groceries, etc., was ordered and the new goods are arriving daily. Messrs. Kind & Kraus announce to their patrons in Eureka and vicinity that they are in Eureka to stay, and will be found at the old stand.

Long Beach—Mr. D. W. Nickels, recently from Peoria, Ill., has bought out the Reliable store and has added thereto a large amount of fresh stock.

Los Angeles—N. B. Norswing, 5801 South Main, is sick at his home in the outskirts of the city. Smitt Bros., grocers, have removed from 28th and Main streets to the northwest corner of Maple avenue and 32nd street. J. H. Postey, a grocer of some experience, has opened a new store in the Miramonta tract at the corner of 64th street and Long Beach avenue. The store is one of the handsomest in the suburbs of the city. It is finished in the Mission style, all woodwork being dark and handsomely stained. The floors are of cement and the entire effect is pleasing. Mr. Postey operates a meat market in connection with his store. At 12th and Maple avenue the Imus Grocery Co. has opened a store, the opening order amounting to about $2,500. Mr. Imus is a groceryman of long experience from St. Joseph. His son is associated with him. R. P. Woodside, 3813 Central avenue, has completed the reconstruction of his grocery store. He now has practically three times the floor space originally occupied and he has added much to his stock.

Mountain View—Wm. C. Palm, who has been very successfully conducting the Palm Grocery, has sold his business to Theo. Meyer of San Francisco. Mr. Meyer intends to renovate the interior of the store. His business will be conducted on a cash basis.

Pleasanton—The grocery and dry goods store of H. Hewett & Company has been sold to Joe Enos Biaros. Mr. Biaros was for a number of years with Ellis Brothers here and for the past two years he has held a responsible position with Murphy, Grant & Company of San Francisco. Mr. and Mrs. Barios will be welcomed back to Pleasanton by a large circle of friends.

Pomona—W. H. Truitt, grocer and fruit merchant, has sold to Prugh & Maxwell.

San Diego—Geo. B. Keith is building a store building at the southwest corner of Fifth and University. C. F. Morse & Co., have already leased the building and will stock with groceries and feed.

San Luis Obispo—John Tognazzini has purchased the store fixtures, groceries, etc., belonging to the store owned by the late A. W. Turner and is moving it to his place of business in Edna.

South Pasadena—George Williamson, who up to ten months ago owned a grocery store on South Main street, Los Angeles, has bought a general store from the estate of Nathan Frank.

Whittier—J. P. Underwood, late of Iowa, has purchased a interest in the grocery business of F. K. Weeks. Mr. Weeks has made an enviable success of business since entering it here in the early days and needs no introduction. Mr. Underwood comes admirably qualified as regards experience, having been engaged in the manufacturing, wholesale and retail departments of the business for a score of years. He believes that Whittier has a great future before it, and will unite his efforts and capital with those of Mr. Weeks to fully meet every demand of a growing community and increasing patronage.

Yreka—E. Elmer Smith has closed out his grocery store and sold the stock to other dealers, having a good offer of renting his building. He expects to start in another business in the near future.

ARIZONA.

Mesa—The Mesa Trading Co. has disposed of its stock of dry goods and will hereafter devote itself to the grocery trade.

HAWAIIAN ISLANDS.

Honolulu—At the regular meeting of the Kalihi Valley Grocery Co., Ltd., held on the 31st of July, the following officers were elected for the ensuing year, viz: President and manager, Antone L. Perry; treasurer, Antone Gomes; secretary, Joe F. Nobriga; auditor, John F. Nobriga.

IDAHO.

Rathdrum—John Crenshaw has purchased the corner grocery and bakery from Larsen Bros., for $4,000. The deal included the store building, stock and fixtures. Mr. Crenshaw will replace the present frame building with a brick structure. Walter Larson will go to Whatcom County, Wash.

Sandpoint—M. M. Hulbert is opening a grocery store.

MONTANA.

Butte—Fire September 24 caused a loss of about $1,000,000. W. P. Hayes' grocery was damaged by water.

OREGON.

La Fayette—C. W. Johnson is starting a grocery store.

North Powder—S. D. Nelson is opening a grocery store.

Portland—The Laws Grocery Co. has succeeded E. Miller, grocery. Smith & Beckwith have succeeded Renner & Beckwith, grocery.

Stayton—A. B. Wright will start a grocery.

UTAH.

Salt Lake City—C. W. O'Neill, grocery, has assigned. A. H. Peterson, grocery, has assigned. G. A. Anderson has bought Mrs. A. Bettinger's grocery store.

WASHINGTON.

Bellingham—Olsen & Olsen have succeeded J. A. Barry, grocery. L. Parker has succeeded Stearns & Parker, grocery.

Dayton—Flier & Son have started a grocery.

Fruitland—J. H. Hall, who had a small grocery at Medical Lake for a few weeks, will open a cross roads store four miles from here.

Hillyard—Frank Tripp, of Ramsey, Idaho, is going into partnership with Mr. Van Duyer in the grocery business here.

Hoquiam—The Hoquiam Merc. Co. has succeeded the Hoquiam Grocery Co.

THE KING OF ITS KIND



ELECTRO Silver Polish SILICON

IS AN ARTICLE OF REAL MERIT and the only one of its class for which a constant demand is created among consumers by regular and systematic advertising.

On every box a Woman in Red,
Never take another instead.

REDINGTON & CO.
SAN FRANCISCO
Sole Agents for the Pacific Coast.



WILLIAM CLUFF COMPANY
WHOLESALE GROCERS
SOLE AGENTS
SAN FRANCISCO CAL.

Grocery Markets.

Commercial Outlook of the Western World as shown by Present Conditions.

Office of the ADVOCATE.
Thursday Afternoon.

ADVANCES.

Golden Star pie blackberries, gal. to $3.50.

2 Crown, loose raisins, 50's to 6¾ cents; 20's to $1.55. 3 Crown, 50's to 7 cents, 20's to $1.60. 4 Crown, 50's to 7½ cents; 20's to $1.70. Unbleached seedless, 50's to 6 cents; 20's to $1.40. Bleached, 50's to 7½ cents; 20's to $1.70. Palo Alto seeded raisins, 1's to 9 cents. Ionia, 12 oz. to 7½ cents. Quaker, 1's to 8¼ cents. 4 Crown clusters, 20's to $2.00; 10's to $2.25; 5's to $2.50.

Imported Swiss cheese, to 21½ cents

Salt petre, bbl. to 7¾ cents.

Bluestone, bbls. to 6 cents.

Standard Oil Co., Paraffine Candles, ½ cents; El Light, ½cent; Granite, ½ cent.

Golden State Middles Codfish, to 7¾ cent.

Grazil nuts, to 12½ cents.

Turpentine, cases, to 41 cents; drums or iron barrels, to 85 cents.

Raisins, 4 Crown, loose, to 7 cents; 3 Crown, to 6½ cents; 2 Crown, to 6 cents Seeded, 1 lb. cartons, to 8½ cents; 1-oz. cartons, to 7½ cents.

DECLINES.

Bayo beans, to 3.75; Large White, to 2.75; Pink, to $2.50; Small White, to $3.60; Lima, to $3.70.

Western corn, to 80 cents; New York, to 90 cents.

Pacific codfish, undles, to 4¾ cents

Golden Star, bricks, to 7¾ cents.

Eastern standard hams, ¼ cent

Eastern fancy, ½ cent; local cure, ¼ cent; picnic hams, ½ cent.

Eastern fancy bacon, to 19 cents.

Eastern cure, ½ cent.

Apricots, choice, sacks, to 9 cents; fancy, sacks, to 10 cents; fancy, 25 lb. boxes, to 11 cents.

AGAIN IN STOCK.

C. & B. Curry powder, oz. at $1.40.

Libby's Chip Beef, ¼'s at $1.00.

Fard dates, 75 lb. case, at 8 cents; 10 lb. box, at 8½ cents.

Paragon catsup, gal. at $3.25; Dr Price's Dime B. Powder, at 90 cents.

Dunbar shrimps, small, at $1.05.

C. & R. chow, pl. pts., at $3.80.

Red Star Chloride of Lime, 1's, at 16½ cents.

Vestibule matches, 65's, unlined, at $3.10; 5's, lot, at $2.85.

SCARCE IN MARKET.

Nutmeg cheese.

Arcadia sliced pineapple, 2's.

Washwoman blue, ¼'s.

None Such Mincemeat.

Family Gloss Starch, 3's.

Durkee Celery Salt.

NEW IN MARKET.

Fancy, California shelled almonds, 25 lb. boxes, per lb. at 32½ cents.

Plymouth Rock Plain Gelatine, per gross, at $12.00.

DEALS WITHDRAWN.

Special deal on Snider's Catsup.

CALIFORNIA CROP CONDITIONS.

The United States Department of Agriculture reports for the week:

"The weather has been very favorable for curing raisins and drying of late deciduous fruits. The Southern California walnut crop was somewhat injured by the heat. The crop is lighter than last season but of excellent quality. An unusually large crop of apples is being gathered. Olives are in excellent condition. The bean crop in San Luis Obispo and Ventura counties is the best for many years. There is a good yield in other sections."

SUGAR.

Last week, it was announced that the Honolulu Plantation Company had contracted for the output of the Hutchinson Plantation Comapny for the next three years. This will enable the new refiners to keep their works busy during the year and will increase their annual output to about 30,000 tons.

New York, Oct. 10th—Raw sugars have been steady and quiet at a basis of 2⅝ cents 96 degree test during the past week. Refined has been steady at unchanged prices.

New York, Oct 3rd—M. G. Wanzor & Co. reports:

"The raw market this week has been quiet. Although centrifugal sugar has not been sold at less than 3 11-16 cents it would e impossible to get that price today. Europ an markets have been steady but fear of further financial troubles in the different sugar markets of the continent is preventing business from moving along natural lines."

TEA.

New York, Oct. 3rd—John B. Brown & Co reports:

Young Hysons and Formosas—The continued high prices in producing countries have plainly demonstrated the fact that teas on this market are very much lower than in any other commercial center in the world and even at the recent advanced prices on our home market look remarkably low.

COFFEE.

The Lewin-Meyer Co. say:

"The market is quiet, roasters waiting for lower prices.

"Latest Central American reports are to the effect that higher prices are probable.

"The supply of coffee in San Francisco importers' hands is only about 40,000 bags, or 8000 bags less than last year at this time.

"The Middle West has been buying here freely for the past 10 days."

J. E. Bickford & Co. reports:

"Business was unusually quiet during September, the heavy sales of August having supplied the needs of second hands for some time ahead. Brazil coffees in New York are exactly the same price as a month ago in regard to the actual article, but futures have been reduced 20 to 25 points. Receipts at the ports of Brazil have been running below estimates."

New York, Oct. 2nd—Henry Nordinger & Co. report:

"Since we issued our market report of the 1st ultimo, a reaction took place in the price of Brazil coffee, which, however, has been recovered toward the end of the month. This reaction was brought about by a decline in the rate of exchange without a corresponding advance in the milreis price, the import cost being thereby reduced proportionately. This country availed itself freely in making purchases at the lower level of rice. Europe also bought more freely these larger purchases of coffee by consuming countries caused the milreis price to advance some, and at the same time helped to give a firmer tone to the rate of exchange on Brazil.

"The requirements of Europe must still be unusually heavy, as she purchased out of the present crop so far only about 1½ million bags whilst her yearly consumption of Brazil coffee amounts to about 5¾ million bags. This country is likewise in need of millions of bags of commercial grades of which existing stocks, although large, contain only a small percentage. Brazilian exporters are fully aware of this situation, and when we bear in mind that one-third of the crop has already been marketed, and that the stocks in Rios and Santos are not within half a million bags as large as they were at this time a year ago, we must conclude that the Brazilian markets will be well taken care of from now on, and that no depressing influences need to be feared from that quarter during the remainder of the crop season.

"The receipts at Rio and Santos for the first three months of the current crop year were about 450,000 bags smaller than during the same three months last year when we had a crop of a little less than 10 million bags, and about 700,000 bags smaller than two years ago when we had a crop of about 20,000,000 bags.

"Mild coffees are coming forward only in moderate quantities. The receipts of same since July 1st were about 250,000 bags smaller than they were for the same time last year. Existing stocks are likewise smaller than a year ago, and will no doubt be further reduced during the next three months."

RICE.

M. Phillips & Co. say:

"The market is unchanged from last week:

New York, Oct. 3rd—Dan Talmage's Sons' Co. report:

"With good demand from the trade, market continues firm. An increased demand for Japan sorts has caused a hardening in tone, with quotable advance secured on desirable parcels.

"At New Orleans, market is firm. On account of rain during the week receipts of rough are light, and held at higher prices.

"In the interior-southwest Louisiana and Texas—a general and continuous rain has brought harvesting to a standstill. Movement of rough to market has been curtailed and prices are 25 cents to 50 cents per barrel (162 pounds) rough higher.

"There is a lively interest and many estimates are being made, regarding the outcome of the crop. A small per cent was seeded at the usual period, about half in May and the balance in June. As a result, harvest is late and will be carried well into the fall, with all the risks and perils of storms and cold weather incident to the season. The outlook for the May planting is encouraging. But for that seeded in June, the outcome is extremely doubtful. More than a month must elapse before any safe estimates can be made as to the year's supply."

New Orleans, Sept. 30th—A. K. Seago & Co. reports:

"Honduras styles are in limited supply with prices steadily advancing."

New Orleans, Sept. 30th—G. Schwartz & Co. report:

"The market maintains its strength and prices of some grades are slightly higher. Japans, especially, are strong and holders are asking one-eighth cent advance.

New Orleans, Sept 25th—S. Locke Bureau reports:

"The rice crop through Texas and Louisana is from three to five weeks late. The acreage in Texas is 20 per cent short and in Louisana 40 per cent short of last year. In Louisana, I think only a 6 to 7 bag crop will be harvested as against 8 or 9 bag crop for the normal. I believe that the present basis of value will maintain through the season. I think there will be more Honduras rice to sell this year than Japan.

CANNED FRUITS.

Locally the canned fruit situation is very strong. This applies to the entire line, apricots, good extra standards being very scarce. Pears are as firm as other fruits. Stocks of canned fruits in the hands of packers are very light and it is now difficult to get together a full carload of any one kind.

Peaches are in exceptionally good shape prices being 10 to 15 cents higher than at the opening of the season. This increase is justified by the added cost of fruit, which costs nearly double what it could be bought for at the opening.

C. H. Bentley of the California Fruit Canners' Association, in a letter dated September 26th, says:

"While early estimates on the peach crop have not been fulfilled, we have been able to pack sufficient to deliver our orders in full.

"The volume of business during the last six weeks has been exceedingly heavy, and the demand still continues. The market has a strong feeling in the face of the advances which have been made and withdrawals on some important items. Jobbers who bought futures have been able to sell their goods with profit and are buying additional quantities.

"The demand for tomatoes is phenomenal, inquiries coming from territores not ordinarily reached from this Coast. Until early sales are protected we are unwilling to book further business, and it is simply a question of the weather and the length of the season as to whether or not we shall be ale to sell further quantities later on."

TOMATOES.

Tomatoes are regarded as exceptionally good property at the present time, and packers are not anxious to sell. The crop is coming in slow. Some packers say that their pack so far is not over 50 per cent of former years, though bigger contracts were made at the opening of the season this year than last. The usual contracted price for tomatoes from the field has been $6.50 per ton. Present prices are about $12.50.

New York, Oct. 10th—Tomatoes are firmer with speculative buyers picking up lots where they are offered at attractive figures. The market began to grow stronger the latter part of last week when the trade realized that the larger holders were not letting go. Today, while the market is quiet, it is firm at 95 cents factory.

Aberdeen, Md. Sept. 30th—Strasbaugh, Silver & Co. report.

"Many of the tomato canneries on the peninsula of Maryland and Delaware have not filled half their cans. Two factories that packed 6354 cases during the last week of September 1904, during the same week this year packed NONE. Two other factories packed 344 cases in 1905 against 3131 cases during the same week in 1904. One of these factories shortly before September 1st reported that they would need more tins than they had. This same factory has not filled half its tins. Heavy rains and storms about September 1st did the damage."

Baltimore, Md., Sept. 30th—H. H. Taylor & Son, report:

"Quotations this week range from 92½ cents to 97½ cents for standard 3's and 85 to 90 cents for seconds. There are not many offerings and there are few buyers at present figures."

CANNED CORN.

New York, Sept. 30th—Rosenstein Bros report:

"The packing is now over. While our company will deliver aout 100 per cent, one of the largest packers in Maine will deliver only 80 per cent and two other large packers will deliver from 80 to 90 per cent. We think that by the time deliveries of fancy Maine corn have been made it will be found that there is very little surplus. There may be a few



U. S. Government Inspected.
For Quality, Unsurpassed.

WESTERN MEAT COMPANY

SAN FRANCISCO, U. S. A.

thousand cases of standard for sale but this is not what buyers are willing to accept for Maine corn."

DRIED FRUITS.

Dried peaches are now pretty well out of the growers hands. Choice Crawfords are quoted at 8 cents and Muirs at 8½ to 9 cents. Apricots are also practically out of growers hands and are in moderate stock. Choice apricots are quoted at 8 to 8½ cents. Dried pears are scarce and range from 10 to 12½ cents.

RAISINS.

Prices for 1905—Were fixed by the Raisin Combine on Wednesday, October 4th, as follows:

Seeded—Fancy: 16-oz., 8¼c; 12-oz. 6⅝c. Choice: 16-oz, 5c; 12 oz., 6⅜c.

Layers—20-lb boxes Imperial Clusters, $3; Dehesia Clusters, $2.50; 4 Crown, $2; 3 Crown, $1.50; 2 Crown, $1.40.

Loose Muscatels—4 Crown, 6½c; 3 Crown, 6c; 2 Crown, 5⅜c.

Seedless—Muscats (unbleached), 4½c; Sultanas (unbleached), 5c, fancy, 6½c.

The price fixed by the Raisin Combine for the crop of 1905 has occassioned much chagrin among the outside packers who expected them to put prices far higher than they did and in consequence have been paying at a higher rate than a 4½ cent sweet box figure which is what the combine figures mean. The price named for the 1905 pack are almost identical on loose goods with those named in 1899. They are ½ cent higher than in 1900 and ½cent lower than the price of 1903.

New York, Oct. 11th—The jobbers have been slow in coming orders on raisins as they expected the outside packers to immediately come forward with offerings at cut prices. They were not disappointed. Outside packers on Saturday offered fancy seeded at 7½ cents Coast. The jobbers held off, expecting the Association to meet the cut. This the managers of the combine stated definitely they would not do and the outside packers advanced their price to the 8 cent basis today. The market on layers and clusters is firm and prices were withdrawn today. Imported Sultanas are still tending upwards, with the demand active.

PRUNES.

Owing to the fine weather, the crop has been cured and stored during the month of September. Last year they dragged on for many weeks. The quality of the prunes will be greatly enhanced in consequence.

New York, Oct. 11th—Prunes are firm but quiet for spot while futures are unsettled. Sales are reported at 3½ cents Coast basis.

Vancouver, Wash.—The crop of prunes is proving larger than was at first expected. The prunes are of very large size and the prices secured are the best that have been paid in years.

APRICOTS.

New York, Oct. 11th—Apricots are firm and scarce. Little demand is reported.

New York, Oct. 2nd—Brokers who agreed to deliver Royal apricots on a basis of 5½ cents f. o. b. are endeavoring to make cash settlements with jobbers as they cannot deliver the goods. Buyers are seeking to get stocks on this is increasing the upward tendency of prices. The supply on the Coast is said to be exceedingly small for this time of the year.

DRIED FIGS.

New York, Oct. 6th—Fine grades of figs have advanced in Smyrna. The poorer qualities, which form the bulk of the supply, are easy.

DRIED APPLES.

New York, N. Y., Oct. 2nd.—W. N White & Co. say:

"The apple crop in Washington is about 40 per cent of last years. The crop in Oregon is not more than 40 per cent. California has the best crop of any state. We expect to see apples very dear later on."

St. Louis, Mo., Sept. 30th—The St. Louis Commission Company reports:

"Receipts of dried apples in this market are not more than half what they are in ordinary years. Sun dried peaches and apples will be in very small supply."

Newark, N. Y., Sept. 30th—E. V. Peirson & Co. report:

"Futures and new evaporated apples are strong and advancing."

WALNUTS.

New York, Oct. 7th—European cables announce higher prices for French walnuts with the market very active.

Fullerton, Cal.—A number of growers outside the Association say the net prices for walnuts will run a little above the figures fixed by the Association. The greater portion of the crop in the Fullerton and Anaheim districts will be moved through the Associations, members saying they are entirely satisfied with the results. The price fixed by the general exchange was 13 cents for the best grades. Some growers have received as high as 14 cents.

HONEY.

Bakersfield, Cal., Oct. 2nd—J. A. Boone reports.

"The honey crop of Kern County is a little above the average. The price is small."

Riverside, Cal., Sept. 22nd—George A. Wilbur writes:

"The honey crop of California is about 50 cars short. Speculators and others are buying. Growers realized 9 and 10 cents for comb and 4 and 4½ cents for extracted. Any goods bought for less than 4 cents should be analyzed."

Philadelphia, Pa., Sept. 30th—There is a good demand for everything that will pass muster. It must be pure. Prices are firmer and higher.

BEANS.

Sinsheimer Bros. report:

"The crop of Blackeye beans (peas) will be very light in this State and prices are being well maintained at $3.30 to 4 cents. The crop of limas is excellent with quality satisfactory. We do not look for any very low prices on lima beans owing to the fact that growers can afford to hold for good prices. They are quoted at $3.25 to $3.50. The crop of Lady Washingtons will not be heavy and the crop of red kidneys and tree beans will both be light. Bayos are in good quality and prices have gradually declined under increasing arrivals."

Santa Paula, Cal.—The yield of white beans and Blackeyes has been good. Many of the Blackeye beans have been contracted for at $3.50 per hundred.

Ventura, Oct. 4th.—The present crop of lima beans will exceed that of any past year. Estimates ranged all the way from 550,000 to 750,000 bags. A number of farmers have already contracted their beans at 3 cents per lb. Many more farmers look for a higher price.

Marysville, Sept. 30th—Reports from the River District indicate that the crop will be one-fifth less than usual.

Santa Monica—Present indications are that the lima bean yield will be above expectations. The output is of the best.

Portland, Or.—There is a heavy increase in the acreage of beans in Idaho this season. That state is now competing with California.

CANNED SALMON.

New York, Oct 11th—On Thursday, Oct. 5th, was announced an advance in sockeye salmon to $1.40 with talls $1.60, and flats, ½'s, $1.05. Trading has been very quiet and the market dull. Cohoes and chums are scarce

Bellingham, Sept. 29th—The Bellingham Canning Company is the only local cannery which continued to put up sockeyes.

Seattle, Sept. 30th—The Trade Register says:

"The Puget Sound Salmon Association will early next month take up the question of designating the two grades of sockeyes caught on the Fraser River so as to save the market for the good fish."

AMERICAN SARDINES.

New York, Oct. 3rd—B. O. Bowers & Co. report:

"The factories have decided not to close on November 1st as agreed on last week. Owing to this fact the market has declined on the oridinary standard grades of ¼-oils. There has been no change in the higher grades and I believe goods will be comparatively scarce."

(Continued on page 24.)

ADD TO YOUR

PROFITS

BY SELLING

Plymouth Rock

GRANULATED

GELATINE

IT IS THE **BEST** and **PUREST** MADE.
Granulated and can be measured with a spoon.
Free from Odor and Taste.
Endorsed by Physicians and Housewives everywhere.

AND THE MARGIN IS SATISFACTORY.

FIGURE IT OUT

With 3 dozen packages at $1.10, we give 1 dozen free.
This makes 4 dozen for $3.30 or

Per Dozen 82½c

It sells at 10c or.....$1.20

By the gross, it costs $12.50 with 4 dozen free.
This makes 16 dozen for $12.50 or.....per dozen, 78c

It sells at 10c or.....$1.20

FOR ADVERTISING-- With each dozen is given 12 sample packages, each of which will make 1 pint of jelly.

FOR SALE BY ALL JOBBERS

FRED. F. HOBBS CO.

Merchandise Brokers

AGENTS

95 Market St. (Buckley Bldg.)

SAN FRANCISCO, CAL.

JAMES M. ELLIS

NOTARY PUBLIC

AND

Commissioner of Deeds

FIRE AND MARINE INSURANCE EFFECTED

323 Montgomery Street

Residence 1233 Geary St.

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WHITTEMORE'S POLISHES.



The World's Standard.	
"Gilt Edge" dressing, blk.	$24 00
"Boston" Waterproof Polish (for men's and boys black shoes)	24 00
"Boston, Jr." 10c. size	10 00
"Dandy" Russet Combination	24 00
"Star" Russet Combination	9 00
"Dandy" Russet Paste	9 00
"Red Box" Russet Paste	5 00
"Champion" Black Friction Polish	24 00
"Champion, Jr." Black Friction Polish.	10 00
"Elite" Combination (for box calf, black vici kid, etc.)	24 00
"Baby Elite Combination (for box calf, black vici kid, etc.)	10 00
"Elite Paste" for box calf (two sizes)	$9 00 5 00
"Superb" Patent Leather Paste	9 00
"Blue Fox" Patent Leather Paste	5 00
"French Gloss" tin cartons, for ladies' black shoes	9 00
"Royal Gloss," 4 oz. (for ladies' black shoes)	8 00
"Bossola" Waterproof Paste Polish, large	9 00
"Bossola" Waterproof Paste Polish, small	4 50
"Quick White" perfectly cleans dirty white shoes (two sizes)	$24 00 10 00

Cigars and Tobacco

TRADE AWAKENING

To the Necessity of United Action Against Trust and Department Stores.

From many interviews which the Advocate has held with leading cigar and tobacco dealers and retail grocers during the past week, it is manifest that the opinion is rapidly growing that the opinion is rapidly growing and has taking firm hold of the leaders in their respective lines that aggressive and united action must be taken on the part of all concerned to check the Tobacco Trust or it will be such an over-shadowing power as not only threaten but destroy the independent retailer.

For the past two years the Trust has carried on a particularly pernicious policy against the retail cigar trade in the opening of trust stores in all the leading trade centers of the United States, and now it is acquiring grocery stores in New York with the purpose of giving an added outlet for its tobaccos.

While if is certain that the Trust stores in San Francisco are not now doing any where near the amount of trade that they did during the first few weeks of their existence, yet they are a heavy handicap to the independent dealer, manufacturer and jobber, and have already caused a number of the former to withdraw from trade.

This condition, it is believed ,is only temporary, and when the independents (cigar manufacturers, jobbers and retail grocers) take united and progressive action for the protection of their mutual interests much if not all the lost ground can be regained.

Advices from the East are to the effect that Trust is losing ground in the retail trade in practically every city in which it has opened branches —a fact which in itself is full of encomagement and promises much for the future here.

In New York the Labor Unions have added the weight of their influence to that of the Independents and in several cases by direct resolution, backed by fines and even expulsion, are requiring their members to not patronage Trust stores. This action may be followed here.

The Advocate is in receipt of an interesting letter from Leon S. Mayer, secretary of the Cigar and Tabacco Merchants' Association, in which he approves the idea of joint action between the cigar and grocery trades for the protection of the mutual interests of both.

He also declares they should use every means to beat off the department stores, advocating a high license or rather license for each department, as a means to that end.

He wants attention paid to those wholesalers who favor the department stores by selling them cheaper than the legitimate dealer, who buys in more moderate quantity, and says "beware of the chain stores and the price cutters."

Mr. Mayers letter is as follows:

Editor Grocers' Advocate:

I am heartily in favor of your idea that the grocer and retail cigar man should work more together. A great many grocery stores handle tobaccos and cigars and it seems to me that they could handle more independent goods than they do at present.

Anybody can sell goods which are advertised and goods to which there are coupons attached which call for prizes (which are of little or no value), but it takes a **man** and a **sa.esman** to sell goods which are not advertised and those to which there are no prizes attached **Don't sell these kinds of goods,** sell a man something good and give him value and do not fail to let him know that he is getting the right article, and a good value.

Now I don't believe in a man buying a new article just because he gets as a gratis some article which is already staple and is a good seller. What does it mean? It means that he has loaded himself up with a new piece of goods which has in reality been placed on the market to take the place of some other similar piece of goods put up by an "independent" manufacturer.

We should try to have laws passed which would make the large departmen stores pay a high license. That is, make them pay a license for every department These stores do more to hurt trade than can be imagined. I forbid my wife trading with them and if every merchant would do likewise we would soon make them feel that the loss of our trade is a loss to them.

There is hardly a line which is not cut to pieces by them. The cigar and tobacco business has been ruined by them with their price cutting. I have known them to sell goods cheaper at retail than the retailer could buy them at wholesale.

We should not overlook the wholesaler who sells them at such prices as to enable them to do so.

I am also in favor of the Cigar and Tobacco Merchants' Association of San Francisco affiliating with the National Association.

Let every retailer cast aside all petty jealousies and be more friendly. We are all working for the same cause, all trying to make an honest living and why not work together.

Beware of the chain stores and the price cutters; put your shoulders to the wheel, stand by your guns and fight the trusts when and wherever you find them.

Yours respectfully,

Leon S. Mayer,
Secretary of Cigar and Tobacco Merchants' Association.

I. Cacciatore of I. Cacciatore & Bro. of Tampa is in the city, visiting N Venezia, local representative of his house. I. Cacciatore & Bro., are makers of the La Venezia, a high grade clear Havana cigar, now entering this market.

The Tampa correspondent of Tobacco under date of September 23rd says: A. Santaella & Co. this week report good orders. good business. good cigars. Their orders for Thursday footed up 200.000 for "Optimo, my Optimo." They are adding a number of cigarmakers. Their fall trade will be great.

Omaha—The Nebraska anti-cigarette law has received a partial knockout. That portion prohibiting the giving away of cigarette papers has been declared unconstitutional, and as a consequence the law seems likely to have the same effect that it has had in Indiana, and cause a tremendous increase in the custom of cigarette smoking.

The Tobacco Trust is reported acquiring grocery stores in New York to distribute tobaccos the same as it started cigar stores. If this policy be followed out the trust will eventually dispense with the jobber and ruin many retail grocers throughout the country. Keep on handling its lines and help it fix you plenty, or deal with Independents.—The Trade Register.

Tacoma—William Walsh's grocery store was robbed of $150 in cash September 23. Mr. Walsh and three customers, one of whom lost $8.50, were held up just before closing time.

VALUABLE ALLIES.

Grocers and Cigar Dealers a Power Against the Mighty Tobacco Trust.

One of the most arrogant of the many mighty trusts is the Tobacco Trust which with its many ramifications is gradually "hogging" all the profits in sight.

By various clever manipulations, the jobbers were made to handle the trust tobaccos with almost no profit, hen the Trust began to go to the retailer direct.

Soon the retailers were selling Trust goods with little or no profit—due largely to the clever manipulations of the Trust managers.

But the Trust could not stand the fact that many retailers sold some Independent goods on which they got a profit!

Think of the audacity!

Of course, this state of affairs could not be endured.

So the trust began opening up stores under the name of the "United Cigar Stores Company."

Under this name, they became the fiercest competitors of the cigar stands and grocery stores that had served them as drudges for so long.

The country dealer is interested in this development of the Tobacco Trust.

It is only a matter of a brief time, when the Trust will be selling cigars and tobacco direct to the consumers in the country by means of catalogues and premium offers.

Now, the Remedy.

The remedy lies in the hands of the dealers themselves. The Tobacco Trust is not seeking to ruin the small dealer because they hate him nor because they want to show how smart they are.

They do not want to ruin him at all. They would like to see him go on on business, selling enough other goods on which he makes a profit to enable him to continue selling Trust tobaccos without a profit.

As a matter of fact, they MUST HAVE THE HELP OF THE RETAIL DEALERS of the country to dispose of their enormous output.

They sell direct to advertise the goods and FORCE the dealer to sell more of them.

If these stores made the dealers sell less of the Trust tobaccos, the stores would be closed up.

The Advocate would like to see the Independent Tobacco Companies of the country enter into an active alliance with the grocer and cigar dealers of the Coast and teach these Trust hogs that the dealer is human and entitled to certain consideration.

The grocers and cigar dealers will see their profits dwindle and their trade be worth less and less if they sit idly by and let the Tobacco Trust dictate to them what they shall sell and how little they shall make.

Fairview, Orange County—The copartnership heretofore existing between Freeman & Wells has been mutually dissolved, Mr. A. Wells retireing and P. M. Freeman taking full charge of business. He assumes all liabilities and all accounts due the old firm are payable to him.



EHRMAN BROS. & CO.,
S. F. Distributers.



The Flavor of

Hunter Whiskey

is inimitable. It is concentrated from its

QUALITY PURITY AGE AROMA

HILBERT MERCANTILE CO.,
136-144 Second St., San Francisco, Cal.
Telephone Private 313.

Call for ASTI WINES

PRODUCED BY THE **ITALIAN SWISS COLONY**

Dry Wine Vineyards, ASTI, Fulton, Sebastopol, Cloverdale, Sonoma County, Cal.
Sweet Wine Vineyards, Madera, Madera County, Kingsburg, Fresno County, and Lemoore, Kings County, Cal.

Office and Salesrooms, Cor. Battery and Greenwich Sts.
Vaults, 1235-1267 Battery St. 101-169 Greenwich St. 1334-1336 Sansome St., S. F.
P. C. Rossi, President Telephone Private Exchange 448. A. Sbarboro, Secretary

A. VIGNIER CO.

429-431 Battery Street San Francisco

IMPORTERS

Sardines, Olive Oils, French Preserves, Washing Blue, French Castile Soap: Clover Leaf, Virgin, Dahlia, mottled, Wines and Liquors—**A. V. H. Gin**—imported goods only.

Sole Agents for the Genuine CLICQUOT Champagne
Only the GENUINE, Imported direct from France, bears Vignier's LABEL

BLACKSTONE'S INKS

BEST TO BE BOUGHT

KEEPS IN ALL CLIMATES



Blackstone Manufacturing Co.
(Incorporated)
MANUFACTURERS OF
WRITING FLUIDS,
Mucilage, Shoe Polish, Shoe Paste, Shoe Dressing and Liquid Glue.
Office and Factory,
1960 Howard St. San Francisco
Telephone Capp 1111.

FOR SALE.—Thriving store and fixtures, worth about $2000, at Los Gatos. Living rooms over store. A lease will be given. Rent cheap. Apply Jos. Cunan, Los Gatos, or John F. Cunan, East San Jose.

Snider Catsup

Free Deal Is Off

Like Snider's Catsup, the deal was more popular this year than ever before.

An increase in sales of about 35% as a result.

MAKING COFFEE.

The retail grocer who will teach his trade how to make good coffee will find that it will help hold them as customers.

An Eastern manufacturer is printing the following directions in the country press to help sell his goods. The grocer could use them to good advantage with his customers.

How to Make Good Coffee.

Use good coffee, because to get best results you must use the best coffee.

Grind your coffee rather fine. Use a "tablespoonful to each cup, and one extra for the pot." First mix it with a little cold water, enough to make a thick paste, and add white of an egg (if egg is to be used as a settler), then follow one of the following rules:

1st With boiling water. Add boiling water, and let it boil three minutes only. Add a little cold water and set aside five minutes to settle. Serve promptly.

2d With cold water. Add your cold water to the paste and bring it to a boil. Then set aside, add a little cold water, and in five minutes it's ready to serve.

Three Dont's. Don't boil too long. Don't let it stand more than ten minutes before serving. Don't use water that has been boiled before.

Two Ways to Settle Coffee.

1st With eggs. Use part of the white of an egg, mixing it with the ground coffee before boiling.

2d With cold water. (Instead of eggs.) After boiling add a dash of cold water, and set aside for eight or ten minutes, then serve through a strainer.

WHERE DOES THE COST END.

The grocer buys goods from the wholesaler. He takes the invoice price and adds the cost of delivering the goods to his door. The cost of that article has not ended because there is the clerks wages for putting it up and delivering it to the consumer, cost of scales, horse feed, wagon wear, and a number of other incidentals before it is delivered to the consumer.

Should not the cost of delivering it to the consumer be made a part of the cost of the article before the grocer figures his profit?

The wholesaler adds five to seven per cent before he figures his profit. The dry goods man adds ten per cent.

Why should not the retail grocer add thirteen to fifteen per cent to an article before he figures his profit.

AN INTERESTING GROCER.

The salesman of a flour mill told a grocer, the other day, who had been making 70 cents a barrel on a brand of flour the salesman was handling, that the price had been reduced so that he could make 90 cents a barrel.

The grocer said: "90 cents a barrel is too much to make on flour. The selling price ought to be reduced."

Before this flour was put on the market the grocer made 8½ per cent on his flour and it cost him 17 per cent to 19 per cent to handle it. On the flour before mentioned, at 70 cents a barrel he made 14 2-7 per cent on the cost price or 12½ per cent on the selling price, and now he was asked to make 18 per cent on the cost price or 16 per cent on the selling price.

Now, because he is swapping dollars, when before he was losing 9 per cent on every sack he handled, he grumbles that it is too much profit to make.

I wonder how he would take the suggestion to reduce the large profit he makes on some other lines, he handles.

Any Way You Examine a McCray Refrigerator



Inside or Outside, it is a True Realization of all that is Best in Refrigerator Construction

No. 410 Grocers' Refrigerator.

THE McCRAY REFRIGERATOR RANKS first in every way. It is sold entirely on its merits and is known everywhere for superiority.

McCRAY REFRIGERATORS are perfect refrigerators and will in a short time repay their cost through saving of butter and other provisions, and ice.

We can here give you but a faint idea of the McCray refrigerator. Let us send you our catalog showing our extensive line from which you can make a selection.

SOLD ON EASY PAYMENTS.
McCRAY REFRIGERATORS ARE GUARANTEED.

BECK - WAKEFIELD COMPANY
GENERAL AGENTS
122 Market Street, San Francisco, Cal.

PACIFIC STORE AND OFFICE FIXTURE CO. INC.
TEL. BLUE 2571
F. A. OEHM, Pres.

Store Fixtures

DESIGNERS AND MANUFACTURERS OF
STORE, OFFICE AND BAR FIXTURES
3253-3259 SIXTEENTH ST.
San Francisco

ALPINE
Unquestionably the Best
CREAM
Made by the Improved Process and under the Personal Supervision of
J. B. MEYENBERG,
The Inventor and Original Manufacturer of Evaporated Cream, with his twenty years experience.
HE KNOWS HOW.
ALPINE EVAPORATED CREAM CO.,
95 Market St., Rooms 212-213. San Francisco, Cal.
Factory, Hollister, Cal.
FOR SALE BY ALL JOBBERS

Jacobson, Reimers & Co.

210-212 Davis Street

DISTRIBUTERS OF

Fancy Butter and Honey

Dairy Butter and Eggs

Produce Market

THURSDAY AFTERNOON

BUTTER.

California creamery butter, extras, is higher. Other grades are unchanged. The market is firm.

California creamery, extras	30	31
" " firsts	25	26
" " seconds		24
" dairy, extras		
" " firsts		
" " seconds		
Store butter		
Storage	19	20
" Creamery extras		23
Pickled		15
Keg	22½	
	23	

EGGS.

The egg market is firm but unchanged.

California Ranch white	40	42
" " mixed colors	37	39
" Gathered	25	27½
Standard		
Seconds		
Eastern, selected	24	25
Standard	22½	23
Seconds	19½	21
Storage, Cal., Selected	26	27
" " Standard	24	25
" " Seconds		
" Eastern Selected		
" " Standard		
" " Seconds		

CHEESE.

California full cream cheese is higher. Other grades unchanged.

California full cream	13½	14
" choice	12	12½
" common		Nominal
Young Americas	14	
Eastern full cream	16	16½
Oregon		

POULTRY.

Fancy stock is in demand. Other grades are weak, with prices about as for several weeks past.

Turkeys, young live	22	24
" old gobblers	20	22
Dressed Turkeys		nominal
Roosters young, per doz	5 00	6 00
" old "	4 00	5 00
Hens	5 00	7 00
Fryers, per doz	3 50	4 00
Broilers, per doz, large	3 50	4 00
" " small	3 00	3 50
Ducks young	4 00	5 00
" old	4 00	5 00
Pigeons, young	2 00	2 50
" old		1 25
Geese' per pair, old 1.50-2.00; young	1 50	2 00

BEANS AND PEAS.

The market is fluctuating and weak, as buyers are holding off to see what the future conditions will be.

Small Whites	3 00	$ 25
Large "	2 00	2 35
Pea Bean		
Pink		
Horse	1 95	2 25
Red	1 20	1 85
Kidney	4 00	4 50
Lima	3 75	4 00
Bayos	3 25	3 40
Butter (large)	2 75	3 00
Black Eyes		nominal
Dried Green Peas, per 100 lbs	4 00	4 25
" Niles " " "	2 00	2 40
	2 00	2 40

POTATOES AND ONIONS.

Potato and onion market is quiet, with prices as last week.

River Burbank	40	65
Salinas " No. 1, 80c-$1.00;	No 2, 60c	
Oregons, Old	Nom.	
Merced Sweets	Nom.	
Australian onions	Nom.	
Red (new)	Nom.	
Yellow (new)	70	80
Garnet Chili	40	60

Continued from page 21.

FISH.

New York, Oct. 6th—Strohmeyer & Arpe Company, report.

Imported Oil Sardines—France reports no catch and prices for the small stocks of sardines remaining in France, have been advanced by 2 or 3 francs per case.

Sprats—A few have been caught in France, but catch so far is shorter than last season. Contracts for delivery have been made at about 2 francs above last season's prices. Norway cables that catch of sardines has stopped altogether. There are no supplies and it looks as if smoker sardines will be scarce very shortly. Norwegian packers will not take any more orders at present until catch starts again.

Norway Mackerel—The largest percentage of mackerel caught in Norway this season consists of No 2s. Small or at that. All arriving parcels find eager buyers at full asking prices. Norway Mackerel are cheap at present prices.

HERRING.

Wieland Bros. say:

"The catch of Holland herrings has not improved and high prices will therefore prevail for the whole season."

CODFISH.

The codfish market appears to be in a firm, strong position. In the East the catch has not been up to the normal, and this has had the effect of strengthening prices on the Coast, which advanced from ¼ to ½ cent in the latter part of September, and are being well maintained at those quotations.

SPANISH OLIVES.

Wieland Bros. say:

"A cable from Sevilla, Spain, which we received on October 6th says: 'Olive crop a failure. Raise prices 10 per cent for the present; much higher prices will be the rule later on.'"

CRANBERRIES.

Kansas City, Mo., Sept. 30th—Peycke Bros. report:

"The crop of Cape Cod early crop cranberries has been reduced to about 50 per cent of last years yield. New Jersey will probably not produce more than 50 per cent or 60 per cent of previous years. Where Wisconsin growers expected 33,000 bbls. there is accurate information placing the crop at 21,000 bbls."

HAY.

Somers & Co. report:

"There was a decided diminution in receipts of hay during the past week, due to the scarcity of cars. Owing to the large amount of poor hay marketed during the summer but comparatively little of the No. 1 grades was stored away here; now that there is a good demand for same.

"Practically all trading done is for local purposes. A car of strictly choice wheat hay will sell above quotations as will also a car of extremely choice tame oat free from rust.

"Other grades we quote as follows:

Choice wheat hay	$14.00 to 16.50
Good grades same	11.00 to 13.5
Other grades wheat	8.00 to 10.50
Wheat and oat	9.00 to 12.00
Tame oat	8.00 to 12.00
Oat and clover	5.50 to 8.50
Wild oat	5.00 to 8.00
Barley and oat	7.00 to 9.50
Stock hay	5.00 to 6.50
Alfalfa	5.50 to 9.00
Straw, per bale	.30 to .50

"THE TASTE TELLS."

This is particularly the truth in regard to hams and bacons. People are guided in their purchases of these provisions and of butter and eggs first of all by the appearance and next by the flavor.

The Diamond "C" hams and bacons of the Cudahy Packing Co. satisfy in both these particulars. In appearance they are very attractive, being cut from the very choicest animals, carefully trimmed and smoked by special process. The flavor is also distinctive since only the finest meat is used and great care is taken to see that the fine flavor is brought out and preserved.

Many retail grocers report to the Cudahy Packing Co. that they find their customers unanimously pleased with the Diamond "C" provisions. They report also that the sale of these goods has brought them much new trade

It is through handling products which are better than the average that retail grocers secure the reputation that brings people to their stores and makes them feel convinced that they will be satisfied with all the goods they may buy from this store. The high quality of a certain line is fair assurance that other lines will also possess the same high quality.

HE LIED OF COURSE.

Another paper, the "West Coast Trade," has this to say of the "Grocer and Country Merchant":

"Using an excerpt from the remarks of J. S. Goldsmith before the recent Washington State Grocers' Association convention as a text, Grocer and Country Merchant makes the false statement that "the position of the grocery business in Washington is simply as bad as it could be, and such is the result of these years of association work." As a matter of fact, it is the expressed opinion of both jobbers and retailers who are familiar with conditions existing in this State and California that trade relations are not only infinitely better here than in the South, but compare well with any portion of the United States. They are certainly better than they were a decade ago, and much of the improvement is credited to organization and co-operation among the retailers. The position of the grocery business in Washington is not "as bad as it could be." It might be as bad as it is in San Francisco, for instance. The Grocer's own columns contain this significant statement, which illustrates what that would mean: "From what we can gather, there appears very little doubt that the jobbers will shortly open out in the retail trade in this city."

Note.—For the benefit of our contemporary, we would say that the last paragraph is as lacking in truth as the first.

NOTICE TO CREDITORS.

Estate of Joseph Turner, Deceased.

Notice is hereby given by the undersigned, Martha T. Stearns, Administratrix of the estate of Joseph Turner, deceased, to the creditors of, and all persons having claims against the said deceased, to exhibit them with the necessary vouchers, within four (4) mo ths after the first publication of this notice, to the said Administratrix, at Room 746 Mills Building, corner Bush and Montgomery streets the same being her place for the transaction of the business of the said estate in the City and County of San Francisco, State of California

MARTHA T. STEARNS,
Administratrix of the Estate of Joseph Turner, Deceased

Dated at San Francisco, Aug. 31, 1905
Date of first publication, Sept 29, 1905

DAN O'CALLAGHAN

REAL ESTATE

AND

INSURANCE BROKER

City Agent

Liverpool & London & Globe Ins. Co.

Telephone, Main 5238

22 Montgomery St., San Francisco

(Mr O'Callaghan was for many years a member of the firm of O'Callaghan, Nelson & Co.)

New Brew

YOSEMITE LAGER

BREWED BY THE

ENTERPRISE BREWING CO.

Telephone: Mission 152.

Sixteenth and Folsom Sts.
SAN FRANCISCO, CAL.

THE FINEST EATING CHOCOLATE

CAILLER'S

THE GENUINE IMPORTED SWISS MILK CHOCOLATE.

Easy to Sell A Quick Duplicator Profitable to Handle

If you are interested in this delicious confection, we will send you a free sample, descriptive literature and a price list. If you prefer, a representative will call and explain the merits of the goods. Just in! Beautiful colored lithographed show cards. Call and Get Some.

SPOHN-PATRICK COMPANY SOLE AGENTS 16-22 Front St., S. F.

WANT FREE GARBAGE SERVICE.

The Retail Grocers' Association has sent a petition to the Board of Public Works asking that grocers of Los Angeles be placed upon the free list relative to the disposal of garbage. The petition read:

"The Retail Grocers numbering 600 petition that they be placed upon the free list concerning the disposal of garbage. It seems that we are the only class that are required to pay for this service although all of the grocers are taxpayers, and there are many who have this service free that do not pay taxes."

Jos. A. Stulz for Public Administrator, a successful business man of tried integrity. **Union Labor, Ind. Rep., Ind. Dem.**

Gilt Edge Whiskies
THE VERY BEST
WICHMAN, LUTGEN & CO.
Sole Proprietors.
Agents for Moerlein's Cincinnati BEER
29-31 Battery St., - San Francisco

SALEM BEER
SUITS THOSE WHO ARE PARTICULAR ABOUT THE BEER THEY USE.
IT HAS THE FLAVOR
IT HAS THE AGE
IT HAS REPUTATION
IT IS MADE RIGHT
Those who have used it know it. Those who do not know soon find it out after a trial.
SALEM BREWING ASSOC'N
BREWERS
BOTTLED EXCLUSIVELY BY THE
Sunset Bottling Co.
3109 20th Street
SOLE AGENTS

Amusements

MAJESTIC.

Barney Bernard is appearing this week in Roland Reed's great success, "Humbug." He is well cast as a young German. The company is a strong one. This is Bernard's last week with Bishop's players. Next week James Neill and Edythe Chapman Neill and their splendid company will present "Janice Meredith." This is a dramatization of Ford's interesting story of Colonial times.

GRAND OPERA HOUSE.

There is a dandy bunch of girls at the Grand this week who add color and life to the production of George Ade's musical satire the "Sultan of Sulu." This is a clever skit which tells a funny way of the methods of Americans in our new possessions. The chorus of the company is very shapely and very good to look at and many of the young ladies sing well. The story is full of clean fun and has been drawing large crowds. It is to be followed on Monday evening with Jacob Litt's production of "In Old Kentucky." The company is accompanied by a clever pickaninny brass band which adds materially to the fun in the great race scene which is one of the most effective on the American stage.

CALIFORNIA.

"Sam DeVere's Own Burlesque Company" has been the attraction at the California this week. The company presents two musical comedies entitled "The Health Resort" and "Mifffffiff." Both of these combinations of foolishness are full of funny situations, backed up by a large chorus of shapely and well trained girls. There are introduced in the performance, specialties by Andy Lewis, a clever Hebrew impersonator; a comedy juggler; a good and funny quartette; together with a number of singers, dancers and musical artists. Sam DeVere was one of Billy Emerson's famous minstrels when the old Bush street theater presented its famous burlesque triumphs twenty years ago. Next week May Howards Company adds another spoke to the "burlesque wheel."

ALCAZAR.

The new Alcazar company dropped into the hurly burly of fun this week with a delightful naturalness. They tell "What Happened to Jones" and it would be easier to tell what did not happen to him. Chas. Waldron the new leading man added to the splendid impression that he made during his first week. Miss Moore was also charming and increased the interest established in her versatile self. Lenora Kirwin, the new ingenue, made a very decided hit as Helma, a stolid Swedish servant girl. Next week will be produced "The Crisis" which is a very interesting American play of the period of the late Civil War. This is a dramatization by Winston Churchill of his great novel and will be the first time the play has been produced in stock.

CENTRAL THEATER.

The doing of a lawless band of White Caps in Kentucky is the subject of the play at the Central this week. The drama has a splendid love story running through it and gives opportunity for splendid acting. The scenic effects are particularly interesting. It is to be followed next week by "Tracked Round the World."

FISCHERS.

There is a fine vaudeville program at Fischers this week. There are two performances every evening and a matinee each afternoon. The program is changed every Monday.

CHUTES.

The bill at the Chutes is headed by the Diamond Comedy Four. These clever people are one of a very interesting bill in the great free theater. The great Zarrow leaps the gap on his bicycle twice a day and divides the interest with the Circle Swing, the one and a half pound baby and the Zoo and the other attractions.

AMONG THE GROCERS.

McGaw Bros., of 401 Devisadero street have one of the finest grocery stores in the western addition, and are doing a most satisfactory trade.

P. Boisen of 8th avenue and Point Lobos avenue is making a fine display of fancy groceries and is rapidly increasing his already thriving trade.

Edward F. Henning, who recently bought the grocery of William Leuhoff, is making a number of changes principally in the way of securing additional show windows, and rearranging the interior so as to give it a more attractive appearance.

H. Muller of 1701 Devisadero street has leased the store adjoining his old corner and is fitting up with a complete line of groceries. The old corner will be devoted to the bar, which will now have additional space, and be more attractive than ever.

F. W. Meyer of Geary and Devisadero street is keeping abreast of the times with improved stock, which by the way is necessitated by his increased trade.

H. C. Meisell of 118 8th street in company with Mr. Stack has purchased the old grocery of B. Donnelly on Howard street, and is making a number of improvements. Meisell & Stack are wide awake to the interest of their patrons, and carry a complete and up-to-date stock.

E. Leibscher of 1000 Pacific street, where he has been for many years, finds trade very good this year.

Cochran & Brady of 707 Clement street are a firm of young and enterprising grocers, and have a most thriving trade, the evidence of hard work and careful attention to the wants of their patrons.

Jos. A. Stulz for Public Administrator, a successful business man of tried integrity. **Union Labor, Ind. Rep., Ind. Dem.**

SPROATS OPEN AGAIN.

It is reported that Sproat of Sproat's Market fame, has opened a store in St. Louis which he is running on the same principal as that which enabled him to do up the San Francisco jobbers so thoroughly. It is said that he intends playing the wholesalers of St. Louis the same game that he worked so successfully in this city, Denver, and Salt Lake City.

Greatest Bargain Ever.
A thorough grocer can buy one of the best established and best paying grocery businesses on the Pacific Coast in one of the finest residence towns of California.
Proprietor intends retiring from business. References: Bradstreet's Commercial Agency, or any wholesale grocery house.
A five years' lease will be given—moderate rent.
Apply, Box A, Retail Grocers' Advocate, 456 Montgomery street, S. F., Cal.

The Perfection Short Credit System
Makes Credit Business a Pleasure.
Address
P. E. LENFESTEY,
220 California St., San Francisco

IT'S THE
WATER


OLYMPIA BEER CO.
Agents and Exclusive California Bottlers of the Famous
OLYMPIA BEER
BREWED IN OLYMPIA, WASH.
1423 Sansome St., San Francisco, Cal.


VALLEY BREW LAGER
from
Richmond Bottling Works.
Zimmerman & Ruhland,
'Phone Pine 1787.
32d and Clement Street,
San Francisco, Cal.

Champagne.

Veuve Clicquot, qts	$32.25
Veuve Clicquot, pts	34.25
Ruinart, Magnums, 6 to case	30.50
Ruinart, qts, 1 doz to case	32.40
Ruinart, pts, 2 doz to case	34.20
Ruinart, ½ pts, 2 doz to case	18.00
Vintage 1893, qts, 1 doz to cs	46.50

Brandies.

	Per case
Martell's One Star, 1 doz qts	$16.00
Martell's Two Star, 1 doz qts	19.00
Martell's Three Star, 1 doz qts	20.00
Martell's Three Star, 2 doz pts	23.00
Martell's One Star, 2 doz f'ks	18.00
Hennessy's One Star, 1 doz qts	17.50
Hennessy's Three Star, 1 doz qts	21 00
Calif. doz qts	12.00



Cider
Hammond & Co.
Bottlers
Office and Depot
277 Seventh Street
Phone, Jessie 3371
SWEET CIDER
½ Gal. Bottles,
BOILED CIDER
Quarts .....
Pints .....

Mineral Waters.

Aetna, splits, 100 to cs	$6.50
Aetna, pts, 100 to case	9.00
Aetna, qts, 50 to case	7.50

GINGER ALE
Belfast Ginger Ale Co.,
D. Steimke & Co. Props.
All Carbonated Beverages.
COR. UNION AND OCTAVIA STS.

	PINTS.	QTS.
Soda Water	$ 80	$1 50
Ginger Ale	.80	1.50
Sarsaparilla	.80	1.50
and Iron	.80	1.50
Cider	.80	1.50
Cuban Punch	.80	1.50

Case Prices, 2 Doz. per Case.

Porter.
(E. & J. Burke's Guinness')

Stone, pts, 8 doz to bbl	$16.50
Glass, qts., 4 doz to bbl	14 00
Glass, pts., 8 doz to bbl	16.50

Specialties of
Hilbert Mercantile Co.

H. B. Ky. Bourbon, per gal	$2.75
H. B. Ky. Bourbon, Ex spcl	3.25
Union League Ky. Brbn, AA	2.50
Union League Ky. Brbn, 1 gal	2.25
El Monte Ky Brbn, 1 gal	2.25
Maryland, Monogram, 1 gal	2.75
Forum, Bourbon, 1 gal	2.00
W. H. McBrayer's Cedar Brook 5 yrs	3.00

Hunter Baltimore Rye.

Per case, 1 doz. 5's	13.00
In 5-case lots	12.50
In 10-case lots	12.00

Hilbert Mercantile Co.

H. B. Bourbon (spcl)	$10.00
H. B. Rye	10.00
H. B. pt. flasks, 4 doz to cs	12.00
H. B. ½ pt flasks, 6 doz to cs	9.50
H. B. 1½-oz bots, per gr	12.00
Union League "AA"	8.00
El Monte Bourbon	8.00
Forum Bourbon	7.00
J. Baumgardner Rye	12.00
Maryland Monogram	9.00

W. H. McBrayer's Cedar Brook.

Per case, 1 doz 5's	$12.00
Per case, 2 doz pts	13.00
Per case, 4 doz ½ pts	14 50
Per case, 20 doz 1½-oz	18.50

Jesse Moore Whiskies.

Ex Pony Bourbon	$18 00	$17.50	$17.00
AA Bourbon	11.00	10 50	10.00
C Bourbon	8.50	8.25	8.00
AA Bourbon, 5 doz, 4 oz	10.00	10.00	9.75
AA, Pt Flasks, 2 doz	9.00	8.75	
AA, ½ Pt. Flasks 3 doz	6 75	6 50	6.25
Old Rye	11.00	10.50	10.00

Jesse Moore Hunt Co.
(In barrels or half barrels)

Extra Pony Bourbon, gal	$7.50
AA, Bourbon, gal	3.75
B, Bourbon, 1 gal	3 25
C, Bourbon, 1 gal	2.75
No. 1, Bourbon, 1 gal	2.25
AA Rye, gal	3.75
C Rye, 1 gal	2.75



STANDARD BOTTLING CO.
BEACH STREET
Between Stockton and Dupont
SOLE AGENTS
LOS ANGELES BREWING COMPANY.
Beer furnished Grocers in Bottles or Kegs.

Golden Gate
BOTTLING WORKS.
Blume & Gardner,
Proprietors.
Bottlers of the Celebrated
Standard.
Culmbacher.
Extra Pale.
XXX Porter.
Half and Half.
Lager and Steam Beer in Kegs.
160 Shotwell St.,
Phone: Capp 1761. S. F., Cal.



LANDIS
TONIC
BITTERS
Factory and
Salesroom,
1664 Mission St.
Bottles, $7.00 Doz.
1 doz. per case.

WORTH INVESTIGATING.

For Sale—Hardware and general merchandise business, centrally located in thriving university town. Bona fide A 1 bargain. Excellent opportunity for country merchant wishing to give his children greater educational advantages and cultured surroundings. Will give long lease to responsible party. Address Box 123, Retail Grocers' Advocate.

FOR SALE.

Grocery, Feed and Vegetable Store in one of the best towns in Central California. Stock, fixtures, horses and wagons. Price $4.200. Does a yearly business of $25.000. Established 11 years. Address N. care
Retail Grocers' Advocate
456 Montgomery Street.

Mothers! Mothers!! Mothers!!!

Mrs. Winslow's Soothing Syrup

has been used for over SIXTY YEARS by MILLIONS of MOTHERS for their CHILDREN while TEETHING, with PERFECT SUCCESS. It SOOTHES the CHILD, SOFTENS the GUMS ALLAYS all PAIN; CURES WIND COLIC, and is the best remedy for DIARRHŒA. Sold by Druggists in every part of the world. Be sure and ask for "Mrs. Winslow's Soothing Syrup," and take no other kind. Twenty-five cts. a bottle

Phone Mission 286

J. MARSHALL & CO.'S

WORCESTERSHIRE SAUCE

BE SURE and GET the GENUINE

½ Pts., per doz. $1.20
Pts., per doz. 2.20

NO AGENTS

Office: Cor. 12th and Market Sts.

YOUR EVERY WANT IN

PAPER

Can be
Supplied by

A. ZELLERBACH & SONS
416-426 Sansome St.
SAN FRANCISCO

La Grande Laundry

Telephone Bush 12

23 Powell Street

Corner Ellis.

100 Taylor St., - - Cor. Turk St.
200 Montgomery Av., Cor. Kearny
202 Third Street, - Cor. Howard
1733 Market St., - Opp. Eleventh

GIVE THEM A TRIAL

LESLIE SALT
STERILIZED

Free Running (in Pkgs.) for table
Velvet Grain (in Bags) for kitchen
Sold by all Jobbers

Clerk's Corner

"Out for the Dough."

"I don't care what the work is. I'll do anything you want. I'm out for the dough," said the young man, who had answered the advertisement to the manager of the firm that had advertised.

He didn't get the place.

"It was a case," said the manager afterward, "in which the young man subordinated everything that we valued to the one thing that in an employe interested us only incidentally. If he had said something about being anxious to be worth a good deal of money to us; if he had suggested that he was willing to work for the salary offered for a time only, and that he expected to prove to us that he could earn more than that, the impression would have been favorable. But the out-for-dough" idea in its raw state doesn't appeal to the average man who is hiring a man to do a certain line of work and wants the work done well."—The New York Commercial.

What Training Will Do.

Persistent effort will overcome almost all obstacles, and the same course will obliterate defects and acquire graces in their stead. The soldier in the field learns to take surprises as a matter of course and does not fly off into a panic at the stratagems of the enemy: the seafaring man accustoms himself readily to meet the dangers of his calling and face them with a cool head. In business the accomplished performer studies the chances of trade and cooly meets each turn of the market or the ingenuity of a competitor.

In setting out in any enterprise the rules of the game should be thoroughly mastered: there should be the objective goal, no matter how far away, and the determination to reach it. Every doubt of success entertained is like a traveler resting at an inn on a journey; the longer he views it the longer he pauses in his journey toward success. Doubts must be overcome and plucked out like rank weeds in a garden. Supreme self confidence—which is a vastly different thing from bombast, bluster and conceit—is necessary in any calling, as necessary in business as in a profession, and that attracts the confidence of others.

It must be based on actual knowledge, and no man of common sense will attempt to work successfully at a business or conduct it to sucess without understanding it in all its branches and details and knowing how the most intelligent and skilled operatives in each department form their deductions and perform their work. One may not have to do everything in relation to one's business, whether as employe or employer, but one should know what is required and how it is done. The ordinarily intelligent mind is capable of extensive training. Persistency and application are the trade marks of success.

Diplomacy in Business.

Joseph Choate, our former distinguished repre entative at the court of St. James, who has given place to Whitelaw Reid as American ambassador, when speaking at the farewell banquet tendered him by the British bench and bar, said of the heads of the British foreign office that they had always practiced the modern diplomacy and had made his duties pleasant and easy by "meaning what they say and saying what they mean, with never a card up any sleeve."

The modern diplomacy is also the modern and successful way in business. So quickly do men of affairs learn to distinguish between candor, "with no card up any sleeve," and subterfuge that the man who has only one way—the honest, open, truthful way—is he who continually gains in strength and ultimately wins.

Attracting Trade

As to Advertising Prices.

We hear a great deal, pro and con, as to the advisability of stating prices in the advertising of country store. This is a matter that should be given careful attention, and, for the sake of getting an argument started so as to find out where the more progressive of country store merchants stand on this question, we publish herewith a statement from William Baer of Baer Bros. Department Store, Frazee, Minn.

"I am in favor of country merchants advertising prices on goods," says Mr. Baer, "with the exception of a few staple articles. Among the staple goods, the prices of which may be safely advertised, are certain brands of coffee, tea, hats, shoes, etc., which only one dealer in town carries. By paying attention to his stock, a merchant can always find articles he alone handles. Advertise those in large letters. Staple goods in general have regular fixed prices which consumers are usually acquainted with, and it is not safe to tamper with or lower those prices for that would lead to competition which would result in financial loss to all dealers concerned.

"The merchant aims to draw patronage, and to please his patrons, and in no other way can be more successful than in advertising prices of goods. It makes a better impression on the people when they see prices given. It also induces them to patronize the merchants who do this, because, to know the prices beforehand, often saves time and travel. When they are acquainted with the prices they go prepared to buy, and not to 'dilly dally' with the clerks over how much they must pay for this, that and for the other thing. The advertising of prices of goods, therefore, also acts as an inducement. Often a person refrains from purchasing for he imagines an article will cost double what it really does cost and trusting to his imagination, instead of inquiring, he goes without, and thus the merchant loses a sale and the patron is deprived of what may have been a needed article. By having access to the price or prices, both parties are benefited."

Two Kinds of Window Display.

There are at least two distinct kinds of window displays, and both are useful in their way.

One is made with the general purpose of attracting and pleasing the passer-by and perhaps causing him to talk about the display, and thus incidently advertise the store, while the other is made with the specific purpose of directing attention to some particular brand, or some special line of goods, for the purpose of inviting such possible customers as may be attracted to come in and purchase.



It has come to our knowledge that there is an attempt to introduce on the market a WASHING AMMONIA made from Bones and Animal Refuse. We trust that the trade will take time to investigate the character of this STUFF which, if sold to the consumer, will only tend to discourage the use of Ammonia as a household article.

PACIFIC AMMONIA BOTTLING CO.,

Sole Manufacturers of Ammonia from mineral products on the Pacific Coast.

GEO. HERRMANN, Pres., 310 Sacramento St., San Francisco, Cal.

CAUTION—As there are numerous brands of impure and weak washing ammonia offered to the trade imitating the style of our label, be careful to see that our signature Trade Mark is on each bottle.

Trade Mark.

WIELAND BROS.

121-123 Clay Street **San Francisco**

Importers and Commission Merchants

SPECIALTIES—Imported and domestic Swiss Cheese, Limburger, Brick Cheese, Edam, Roquefort, etc.; Mackerel, Codfish, Holland Herrings, Olive Oil, Spanish and California Olives, all kinds of Sausages and other delicacies.

SOLE AGENTS for Sierra Cheese, German Breakfast Cheese, Brie, Camembert, Schloss, Kronen and Neufchatel Cheese.

WILLIAM E. HARM
Kartuffel-Buhr
183-185 Valencia St. Near 13th
Tel. Folsom 1911

Wholesale Dealer in
POTATOES, ONIONS
BEANS, EGGS
Etc., Etc., Etc.

WITZEL & BAKER, Commission Merchants

Telephone Main 718 — 314, 316 BATTERY ST., SAN FRANCISCO, CAL.

Fancy Creamery Butter and Ranch Eggs Our Specialty

REMOVED

PATRICK & CO., RUBBER STAMPS
111-113 SANSOME STREET
One block south of old location.

CLASSIFIED WHOLESALE DIRECTORY.

AGENTS.
Beck-Wakefield Co.
122 Market .....Phone: Main 1433
Castle Bros.
463 Mission .....Phone: Priv. Ex. 15
Dodge, Sweeney & Co.
116 Market .....Phone: Drumm 125
J. P. Gillespie.
109 California .....Phone: Main 1972
Fred F. Hobbs & Co.
95 Market .....Phone: Main 1913
R. A. Holcombe & Co.
124 California .....Phone Main 5876
The C. B. Jennings Co.
121 California.....Phone. Main 74
Johnson-Locke Mercantile Co.
123 California ...Phone: Priv. Ex. 22
P. E. Lenfestey.
220 California .....Phone: —
Spohn-Patrick Co.
16-22 Front .....Phone: Main 536
J. T. Wilson.
1770 15th .....Phone: —

AMMONIA.
Pacific Ammonia Bottling Works.

AUTOMATIC WEIGHER.
Bond Scale Co.
1640 San Fernando St..Los Angeles, Cal.

BAKING POWDER.
Royal Baking Powder Co.
Johnson-Locke Merc. Co..123 California
Schilling's Best.
A. Schilling & Co.....2nd and Folsom

BREAKFAST FOODS.
Malta Vita Pure Food Co.
Castle Bros. .....463 Mission
Dr. Price's Food.
615 Davis St. .....Phone: Bush 522

BREWERIES AND BOTTLED BEER.
Enterprise Brewing Co.
2015 Folsom .....Phone: Mission 152
Gambrinus Brewing Co.
160 13th .....Phone: South 83
Golden Gate Bottling Works.
160 Shotwell St.....Phone: Capp 1761
Los Angeles Brewing Co.
Standard Bottling Co.....
...Beach, bet. Stockton and Dupont
Olympia Beer Co.
1423 Sansome St. .....
Rainier Brewing Co.
John Rapp & Son.....8th and Townsend
Salem Brewing Ass'n.
Sunset Bottling Co.....3109 20th
The California Brewing Co.
111 Douglas .....Phone: Mission 228
Valley Brew Lager.
Zimmerman & Ruhland..3rd & Clement
Wunder Brewing Co.
Scott & Greenwich..Phone: South 1098

BITTERS.
Landis Tonic Bitters.
Landis-Patton Mfg. Co..1664 Mission St
Lash's Bitters Co.
116 2nd St.....Phone: Bush 360

CANNED SOUPS, MEATS, TAMALES.
Jos. Campbell Preserve Co.
R. A. Holcombe & Co..124 California St.
Spanish-American Food Co.
149 Fremont .....Phone: Main 3151

CANNED FRUITS.
Cal. Fruit Canners' Association.
Pine and Battery....Phone: Priv. Ex 41

CANNED MACKEREL.
Monterey Packing Co.
122 Davis .....Phone: Main 1161

CATSUPS.
Cal. Fruit Canners' Association
Pine and Battery ...Phone. Priv. Ex. 41
Jos. Campbell Preserve Co.
R. A. Holcombe & Co....124 California
F. A. Snider Preserve Co.
Spohn-Patrick Co.....16-22 Front

CIGARS.
Optimo.
Ehrman Bros. & Co.....225 California
Henry Miller.
Ehrman Bros. & Co. ....225 California

COFFEE, TEA, ETC.
M. J. Brandenstein & Co.
Spear and Mission..Phone: Priv. Ex. 36
The Porto Rico Co.
587-589 Howard.....Phone: Main 5813
A. Schilling & Co.
2nd & Folsom..Phone: Priv. Ex. 456

COMMISSION MERCHANTS.
Dodge, Sweeney & Co.
116 Market .....Phone: Drumm 125
William E. Harm.
183-185 Valencia....Phone: Folsom 1911
Wieland Bros.
121-123 Clay.....Phone: Main 365
Witzel & Baker.
314-316 Battery.....Phone: Main 718

CONDENSED MILKS AND CREAM.
Alpine Evaporated Cream Co.
Fred F. Hobbs & Co.....95 Market
Borden's Condensed Milk Co.
Johnson-Locke Merc. Co., 123 California
Helvetia Milk Condensing Co.
3 California .....Phone: Main 1168
Pacific Coast Con. Milk Co.
Spohn-Patrick Co. .....16-22 Front
Pacific Creamery Co.
115 Davis .....Phone: Bush 522

CONFECTIONERY.
"Cracker Jack."
Dodge, Sweeney & Co.....116 Market

CRACKERS.
Mutual Biscuit Co.
610 Battery.....Phone: Main 5005

FLOUR, MEALS, ETC.
Globe Grain & Milling Co.
Montgmy and Chestnut Phone. Bush 759

GRAPE JUICE.
Welch's Grape Juice Co.
Spohn-Patrick Co.....16-22 Front

INK, MUCILAGE, ETC.
Blackstone Manufacturing Co.
1960 Howard .....Phone: Capp 1111
Scott & Gilbert Co.
214 Mission .....Phone: Main 451

INSECT EXTERMINATOR.
Eureka Insect Exterminator.
Jos. Fusch .....22 Hampton Place

LAUNDRY.
LaGrande Laundry.
23 Powell .....Phone: Bush 12

METAL POLISH.
U. S. Metal Polish Co.
J. T. Wilson 1770 15th

NOTARY PUBLIC.
James M. Ellis.
323 Montgomery .....Phone: Main 5925

OIL TANKS.
S. F. Bowers & Co.
Fort Wayne .....Indiana

OLIVES AND OLIVE OIL, ETC.
G. O. Eyden.
Seville Packing Co.
Spohn-Patrick Co. .....Pine and Front

PAPER.
A. Zellerbach & Sons.
416-426 Sansome...Phone: Priv. Ex. 14

PASTES.
Royal and Queen's Taste.
C. R. Splivalo & Co.....347 Sacramento

PICKLES, ETC.
Gordon Packing Co.

PROVISIONS.
Anchor Packing Co.
140 8th .....Phone: South 356
Cudahy Packing Co.
418 Townsend ....Phone: Priv. Ex. 605
Meineman & Stern.
916 Larkin .....Phone: East 242
P. P. Rathjens.
1311-15 Pacific.....Phone: East 1876
Western Meat Co.
6th & Townsend ....Phone. Priv. Ex. 5
H. M. Wolter & Bro.
103 12th .....Phone: Mint 1763

REAL ESTATE AND INSURANCE.
Dan O'Callaghan.
22 Montgomery .....Phone: Main 5238

REFRIGERATORS.
Beck-Wakefield Co.
122 Market.....Phone: 1433

RUBBER STAMPS.
Patrick & Co.
111-113 Sansome .....Phone: Main 1768

SALT.
H. R. H. Salt.
Dodge, Sweeney & Co.....116 Market
Leslie Salt Co.
C. E. Whitney & Co.....715 Kohl Bldg.

SAUCES.
J. Marshall & Co.
12th and Market .....Phone: —

SCALES.
Moneyweight Scale Co.
Price & Co.....846 James Flood Bldg.
Standard Computing Scale Co.
Detroit ..... Michigan

SHOE POLISH.
S. M. Bixby & Co.
New York .....N. Y.
Scott & Gilbert Co.
214-216 Mission.....Phone: Main 451
Whittemore Bros. & Co.
Boston ..... Mass.

SHORT CREDIT SYSTEM.
The Perfection.
P. E. Lenfestey .....220 California

SHREDDED WHEAT PRODUCTS.
The Natural Food Co.
Niagara Falls .....New York

SOAPS.
B. T. Babbitt (Inc.).
The C. B. Jennings Co. ...121 California
Enoch Morgan's Sons' Co. (Sapolio).
109 California .....Phone: Main 1972
Grandpa's Wonder Soap.
Castle Bros. .....463 Mission
Los Angeles Soap Co.
115 Davis .....Phone: Grant 110

SOOTHING SYRUP.
Mrs. Winslow's Soothing Syrup.
Anglo-American Drug Co.....New York

STARCH.
Riverside Corn and Gloss.
Kelley-Clarke Co. .....130 California

STORE FIXTURES.
Pacific Store and Office Fixture Co.
3253-3259 16th .....Phone: Bush 2671

SYRUPS, ETC.
Old Manse Maple Syrup.
Castle Bros. .....463 Mission St.
Pacific Coast Syrup Co.
713 Sansome .....Phone: Main 2

WINES, LIQUORS, ETC.
Ahrens, Fein & Bullwinkel.
620 Post .....Phone: East 720
Hilbert Mercantile Co.
136-144 2nd St.....Phone: Priv. Ex. 318
Italian-Swiss Colony.
Battery & Gr'nwich.Phone: Priv. Ex. 448
E. Martin & Co.
54 First .....Phone. Main 380
A. Vignier & Co.
429-431 Battery .....Phone: Main 1507
Wichman, Lutgen & Co.
29-31 Battery St. .....Phone: Main 5588

WHOLESALE GROCERS.
William Cluff Co.
201 Market.....Phone: Priv. Ex. 419
Suydam Bros. & Rogers
14-16 Spear .....Phone: Main 5896



GUSTAV LIEBOLD PHONE SOUTH

GAMBRINUS BOTTLING CO.

Sole Agents and Bottlers of

Gambrinus Brewing Co.'s

PORTLAND, OREGON

SELECT PILSENER LAGER BEER

OFFICE AND BOTTLING WORKS

160 Thirteenth St., near Folsom, S. F.

Highest Grade Package Goods for Family Trade

ROYAL AND QUEEN'S TASTE

(1 lb packages) (2½ lb cartons)

Macaroni, Vermicelli and Spaghetti

ROYAL ITALIAN A. B. C. PASTE, in 1 lb papers
GOLDEN GATE EGG NOODLES, in ½ lb papers

For Sale by all Jobbers

PETERS BROS., BALTZ & DITTMANN

PROPRIETORS

The California Brewing Co.

Douglas Street, bet. 17th and 18th

SAN FRANCISCO, CAL.

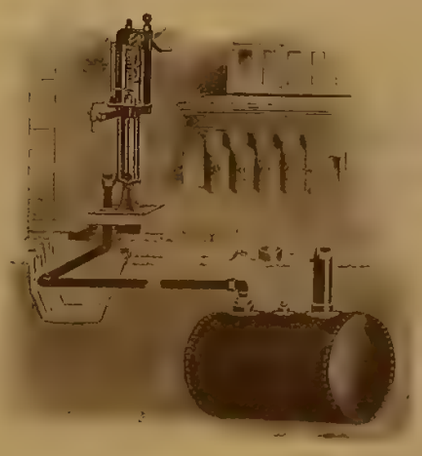
TOBOGGAN

MAPLE SYRUP -- IT IS BEST

Pacific Coast Syrup Co.

SAN FRANCISCO

THREE REFINERIES: SAN FRANCISCO, PORTLAND and SEATTLE.



THE LIFE OF GASOLINE

The vital element of gasoline is the gas. If this gas has been allowed to escape, the gasoline is "stale" or "flat" and your customer becomes dissatisfied.

THE REMEDY

Buy a high quality gasoline and store it underground and thus keep it at a uniform temperature, using the

Bowser Long Distance Gasoline Storage Outfit

It is absolutely evaporation proof and so retains the high quality of your gasoline.

It is absolutely safe and is permitted by the Insurance Companies.

It is convenient, gasoline being pumped and measured directly into your customer's can without the use of measure or funnel.

It is economical, as it prevents loss thro' evaporation and spilling.

Full information free. Ask for Catalog "88"

S. F. BOWSER & CO. Fort Wayne, Ind.

IT IS QUALITY

Coupled with heavy, judicious advertising

That Sells

EGG-O-SEE

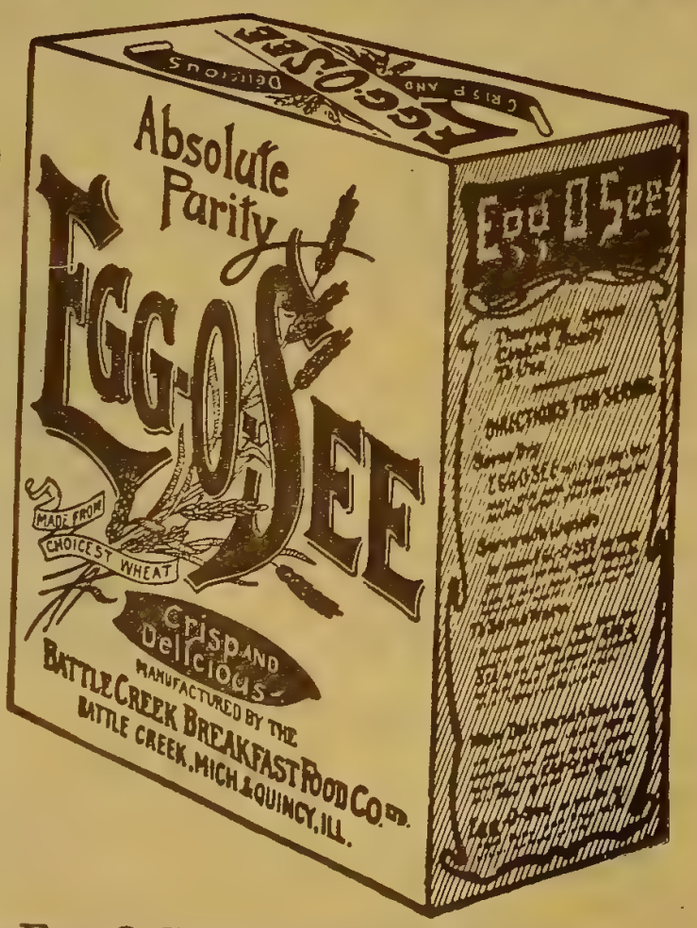
NOT SCHEMES

Are you selling

EGG-O-SEE?

If not, why not?

Egg-O-See pays the retailers a better per cent. of profit than they have ever made on any flake food, and is backed up by the largest and heaviest advertising cereal company in the world.



Egg-O-See

is a repeater, and always has been from the day it was placed upon the market, and we wish to call your attention to the cost of EGG-O-SEE, the same being packed 36 packages to the case.

Single case - - $3.60
5 case lots, per case - - - - $3.50

Retails single package 15 cents, or two for 25 cents.

Does the Profit Suit You?

You can order Egg-O-See from any jobber on the coast, as they all carry it in stock. Get the green package in the window. It will make you money. For special advertising matter in the way of samples or demonstrations, etc., address

C. E. PIERCE, Manager Pacific Coast Office, **537 Geary Street,**

THE RETAIL GROCERS ADVOCATE

A. H. POWERS, Editor

SAN FRANCISCO, CAL., OCTOBER 20, 1905

Vol. 10, No. 42

M. J. B. Coffee

sells better than any other

Why?

IXL - Kapp and Street - W.G.M.

TAMALES

IN

KEY-OPENER CANS

RAINIER BEER

Is Not Unfair
But the Boycott is.

Investigate both sides of the question.

JOHN RAPP & SON, AGENTS
Phone South 473.

ARE YOU SELLING

Egg-O-See?



Over 80 per cent. of the retailers have put EGG-O-SEE in stock and are pushing the sale of same, as they are allowed a good, fair profit in the sale of EGG-O-SEE. NO SCHEMES connected with the goods to bother the retailer.

EGG-O-SEE is packed 36 packages to the case.

Price per single case - - $3.60
Price, five cases, per case, $3.50

and retails at 15 cents or two for 25 cents, and the keeping qualities of every package guaranteed.

Now is it to your interest to handle EGG-O-SEE and does the profit suit you? If you are not selling EGG-O-SEE, place your order with any jobber at once. They all carry it. Or send same to

C. E. PIERCE, Pacific Coast Manager,
537 Geary St., San Francisco.



The McCaskey Account Register

You write the account on the Duplicate Pad.

It's the ORIGINAL Order!
It's the Account in FULL TO DATE!

File it in the Register and it's ready for SETTLEMENT at ANY minute without making another FIGURE!!!

You have only WRITTEN it ONCE.

No Copying!
No Posting!!
As QUICK as a CASH Sale!!!

Can you handle your accounts as QUICK and as EASY? Our catalogue will give you LOTS OF INFORMATION. If you wish it, **drop us a postal.**

THE McCASKEY REGISTER CO., Alliance, Ohio — Manufacturers of the Famous Multiplex Duplicating Counter Pads.

WILLIAM A. HAWLEY, Pacific Coast Agent,
—ADDRESS—
JAS. FLOOD BUILDING, Powell and Market Sts., San Francisco, Cal.
Phone, Montgomery 1664.

THE OVERLAND LIMITED

has

Electric Lights in Every Berth

The new composite-observation cars, the train libraries, excellent dining-car service, luxuriously appointed sleeping cars, and the courtesy of the attendants make this one of the finest trains in America.

The magnificent scenery of the Sierra Nevada and Rocky Mountains, and the novelty of crossing the great Salt Lake by rail add to the enjoyment of the trip, and make it one of unusual interest.

San Francisco to Chicago in less than three days.

Full particulars of agent,

SOUTHERN PACIFIC

THE GROCER SAVES MONEY

The Customer is Pleased,

Where

THE O. K. CHEESE CUTTER

is used.



$20.00 Net

F. O. B. Detroit, Mich.

Cuts the Cheese by weight, or money's worth. **Does it better than any other** — Is absolutely accurate. Cannot get out of order.

Our Testimonials Come from Satisfied Users.

We could not spare a single Cutter to send to the World's Fair at St. Louis—Needed all we could make to fill orders.

Catalog supplied from Dept. R. Write for one.
Give your Jobber's name and address.

The Standard Computing Scale Co., Ltd.

DETROIT, MICH.



SHREDDED WHOLE WHEAT RECOMMENDATION

The Best Cereal Food to Eat, and
The Best Cereal Food to Sell, is

Shredded Whole Wheat

It is made in two forms, Shredded Wheat **BISCUIT** and **TRISCUIT.**

TRISCUIT is a CRACKER, not a "breakfast food." It is used as toast in place of ordinary bread toast, and for all purposes for which the common white cracker of commerce is used.

Shredded Wheat **BISCUIT** is the standard wheat food of the world, delicious for breakfast, or for every meal for every day in the year. It contains all the nutriment in the whole wheat in digestible form. A good seller all the year round.

THE NATURAL FOOD COMPANY
Niagara Falls, N. Y.

Common Sense teaches Grocers to sell what pays Best

AND GIVES SATISFACTION.

That's why **1000** Retail Grocers in the Bay Cities sell **"A 1" FLOUR.**

You can MONEY BACK our goods.

BEST ON EARTH

"A 1" FLOUR



We claim that **"A 1" FLOUR** will make MORE LOAVES OF BREAD to the barrel and BETTER BREAD than other flours.

WE MAINTAIN THE RETAIL SELLING PRICE.

Tell us how to do more and WE'LL DO IT!

GLOBE GRAIN & MILLING CO.

MONTGOMERY AND CHESTNUT STS., SAN FRANCISCO, CAL.

Telephone Bush 759.

(Please mention the ADVOCATE to Advertisers. It helps us materially.)

Second to None
IN THE MARKET
JULIUS F. STIEFVATER, The Leading Point Richmond Grocer, Says:

THE TASTE TELLS

POINT RICHMOND, CAL., April 20, 1905.

THE CUDAHY PACKING CO.,
San Francisco, Cal.

GENTLEMEN—As a special mark of appreciation of the merits of your Diamond "C" Hams and Bacon and my constantly increasing sales of the same, I take this method of showing my confidence in your goods.

Have handled the above ever since I have been in business, and find them second to none in the market.

Also since your special cure has been on the market I consider the Diamond "C" Hams and Bacon take the lead above all competitors.

Yours very truly,

JULIUS F. STIEFVATER.

THE TASTE TELLS

"THE TASTE TELLS"

The Trade can Trust any promise made in the name of SAPOLIO; and, therefore, there need be no hesitation about stocking

HAND SAPOLIO

It is boldly advertised, and will both sell and satisfy.

HAND SAPOLIO is a special toilet soap—superior to any other in countless ways—delicate enough for the baby's skin, and capable of removing any stain.
Costs the dealer the same as regular SAPOLIO, but should be sold at 10 cents per cake.

Retail Grocers' Advocate

CALIFORNIA RETAIL GROCERS' AND MERCHANTS' ASSOCIATION — OFFICIAL PAPER — RETAIL GROCERS' ASSOCIATION

Vol. 10 — SAN FRANCISCO, CAL., OCTOBER 20, 1905 — No. 42

THE RETAIL GROCERS ADVOCATE

Published Every Friday by
ADVOCATE PUBLISHING CO.

Subscriptions:
One Year $2.00
Single Copies ..... .10

PUBLICATION OFFICE:
456 MONTGOMERY STREET.
Rooms 413-414. - Tele. John 2601

Entered at the Postoffice at San Francisco as Second Class Matter.

Points to Watch

CANNED CORN—
There is an enormous pack of all except fancy Maine corn, which is in good supply.

RAISINS—
The crop is of fine quality and is decidedly short. The managers of the combine insist that if there is any change in prices, it will be an advance.

CANNED FRUITS—
All kinds of low grade fruits, except pears, have been practically sold out at first hands.

CANNED TOMATOES—
Standard 3's are being held for 85 cents in 10,000 case lots by local canners. Eastern buyers are offering 80 cents.

CANNED SALMON—
The Pacific American Fisheries Co. which holds a very large portion of the unsold sockeye salmon predicts that present prices will be maintained and a further advance made before next year's pack.

AMERICAN SARDINES—
Have been sold by packers below cost of production during the past three weeks. Many factories will close several weeks before the end of the season which will curtail the pack.

MACKEREL—
The Irish mackerel catch is a failure this year; the trade will have to replace it with Norwegian mackerel, which will be higher.

RICE—
Continual rains have greatly reduced an already short crop with the result that the market is higher.

QUALITY TELLS.

It Wins Friends for Diamond "C" Hams and Bacons.

Californians are good livers If given their choice, they will invariably pick out the goods that rank highest for quality. Price is a secondary consideration.

Wise grocers take advantage of this. They know that a customer who uses the Diamond "C" hams and bacon of the Cudahy Packing Company is going to be pleased. That customer is coming back for more. She is going to tell her friends about the hams that were so sweet and tender and delicious.

Experience has shown this to be a fact. Grocers who have put Diamond "C" hams and bacon in stock have found that it has increased their provision trade and brought them new customers.

JOBBERS AFTER SAPOLIO.

One of the largest jobbers in San Francisco has been cut off from their supplies of Sapolio for selling to a Los Angeles department store at cut prices. They have this week been among the other jobbers trying to buy Sapolio and have found it is not an easy thing to have a contract violated where the manufacturer is prepared to back it up.

Against Department Stores.

Wholesale Grocers of New Orleans Will Refuse to Supply Them.

A department store of New Orleans recently started a grocery department and several wholesale jobbers fell over themselves in attempting to get orders, although they knew that the department store would use its grocery department merely as an advertising scheme to attract trade to the more profitable departments of the store.

At the request of the Retail Grocers' Association a special meeting of the Wholesale Grocers' Association was called to consider the situation. The wholesalers decided that if the retailers were to suffer, the jobbers would also feel the effect of the depression. They also realized that if the dry goods stores were to demoralize trade conditions by cutting grocery prices, the jobbers would sooner or later have to look for other places to sell their goods.

The Wholesale Grocers' Association therefore passed the following resolution:

"**Whereas,** the Wholesale Grocers' Association of New Orleans feels that it would be injurious to the commercial relations between the wholesale jobber and the retail grocers to encourage the selling of goods by the wholesalers to department stores, thereby opening channels for unfair competition with the retail grocers' trade; therefore, be it

"**Resolved,** That the Wholesale Grocers' Association of New Orleans place itself on record as condemning the practice of selling to department stores in competition with the retail grocers, and urges upon its members a discontinuance of selling to any but the regular trade."

The Retail Grocers' Association proposes to keep the country merchants of Louisiana informed of every firm which sells to the department store or other irregular dealers. Manufacturers who allow their goods to be sold in department stores will be urged to restrain their sale since the retailers cannot afford to handle goods on which the profits are eliminated by department store competition.

AN INJUSTICE DONE.

Last week the **Advocate** announced that all the leading wholesalers, except Tillmann & Bendel, had stated that they would not "butt in" to the grocery business of Los Angeles and would refuse to sell the big department store that is trying to upset desirable trade conditions in Los Angeles where none of the wholesalers will sell the department store in question. It now appears that only Wellman, Peck & Co have taken that stand, although several other firms gave Mr. Connolly to understand that they would not sell this department store.

It was reported by J. R. Newberry that neither Haas Bros. nor J. H. Newbauer & Co. would sell this department store.

There was no intention on the part of State Secretary Connolly to do the firm of Tillmann & Bendel an injustice and he stated merely what he was given to believe by the parties with whom he talked.

The action of the San Francisco jobbers in supplying this big cutting establishment is particularly unfair since, ordinarily, they would get none of its business and the only reason the store buys in San Francisco is because the Los Angeles jobbers are desirous of protecting the rights and profits of the Los Angeles retailers and have refused, without exception, to sell the big cutter.

LIQUOR LICENSES.

The question as to whether stores that sell liquor at retail shall pay $500 a year license instead of $84 is to be submitted for the vote of the people at the coming election.

The high license people will all vote "yes."

It only requires a majority of one vote to carry.

If the liquor dealers expect to have the proposition voted down, they must be out actively among their friends, otherwise they will forget to vote on it at all and high license will carry.

GROCERS' FRIENDS.

The Schmitz Ticket Presents Men Worthy of Their Support.

The present administration has always accorded every possible consideration to the retail grocers of San Francisco. Although over 1000 retail grocers carry bar licenses, none of them have ever been bled for graft. This is the best proof that the claim of the professional reformers that the administration is dishonest and corrupt is not true.

Although the reformers claimed they were going to "take the city government out of politics," every candidate they put up from Mr. Partridge down, is either a deputy in some office or an office holder in some other capacity. No a candidate is affiliated with the grocery business.

The ticket headed by Eugene E. Schmitz has four candidates whose interests lie with retail grocers. They are:

Joseph A. Stulz, retail grocer, for **Public Administrator.**

W. W. Sanderson. of Hooper & Jennings, wholesale grocers, for **Supervisor.**

P. M. McGushin, retail grocer, for **Supervisor.**

Con J. Harrigan, retail grocer, for **Supervisor.**

This is a safe ticket for retail grocers to vote.

These candidates appear on three tickets viz.: **Union Labor, Independence Republican and Independent Democratic.**

MAKING A HIT.

Popular Joseph A. Stulz Promises to Win His Fight for Public Administrator.

Joseph A. Stulz is making one of the "hits" of the present campaign in his contest for the position of Public Administrator. Mr. Stulz did not seek the nomination. It was tendered him and that, too, without any pleuges as to patronage or anything else.

The party managers knew him as a man of sterling integrity and good business judgment just the kind of a man needed for the position of Public Administrator and they tendered him the nomination.

Mr. Stulz has been overwhelmed with proffers of assistance from all parts of the city, but principally from the wholesale district where he has paid 100 cents on the dollar for the past 26 years among the drummers every one of whom he has treated with kindness and consideration at all times and from the customers he has served.

Mr. Stulz has proven a very successful campaigner. He is received as a friend wherever he appears and he has been addressing from two to three audiences every night for the past two weeks. His kindly, shrewd face and his crown of white hair, win him the audience as soon as he appears. He then chats with his auditors in a friendly, jovial way and soon has the crowd laughing with him (not at him) and has their respect and good will, which means that he will have their votes on Tuesday, November 7th.

Early in the campaign, some friend's face greeted Mr. Stulz with "Three cheers for Foxy Grandpa!" The name seemed so appropriate for the good natured, quick witted candidate, that the crowd took it up and now, at almost every meeting, some one hails him by that title.

Those who laugh at the Examiner's funny pictures on Sunday mornings will recall that "Foxy Grandpa" always comes out with the best of it in the end That is what "Joe" Stulz, the "Little Napoleon" of the grocers is going to do at this election.

FRANCK JOINS ALPINE.

H. W. Franck, for several years cashier of the Spohn-Patrick Co, has associated himself with the Alpine Evaporated Cream Co.—a valuable acquisition to this flourishing company.

PRESENT UNITED FRONT.

San Francisco Grocers Take Positive Stand in Flour Matter.

The San Francisco Retail Grocers held a very important and interesting meeting last Wednesday night, and decided on several measures of great importance to the trade.

The action of Stulz Bros. in giving premiums was fully explained by Joseph A. Stulz, who assured the members that, as soon as the matter was brought to his attention by the Retail Grocers, the practice was stopped, and that all his firm was now doing was to complete contracts that had been entered into prior to the receipt of the complaint, and that the phonographs were now being sold through canvassers at regular rates.

It was unanimously decided that the explanation of Stulz Bros. was perfectly satisfactory.

The report of the committee on the theater party was received, showing net profits to the Association of $261 20, and the money had been turned over to the secretary. The committee was then discharged with the thanks of the organization for their excellent work.

On motion of Mr Billo it was decided to place the funds so raised in a special fund to be used for the purpose for which the theater party had been held —to pay the dues to the California Retail Grocers' and Merchant's Association, and to pay the expenses of the delegates who attended the Stockton convention last August.

A further motion was made and unanimously carried to pay at once one half of the dues to the State Association and one half the expense money allowed each of the delegates, the balance to be paid as soon as additional funds could be secured.

On motion of J. P. McGuire it was unanimously decided to appoint a committee on ways and means for the purpose of raising additional funds for the above purpose, and President Salomon appointed the following: J. P. McGuire, J. F. Schomer, Clause Wreden, J. W. King, and Messrs Capella and Bogel.

The concensus of opinion was that another theater party would shortly be held, when the full amount required would be raised

J. T. Hurley of the committee having charge of the campaign against high liquor license made an interesting report, calling attention to the fact that the question would be on the ballot to be voted on November 7th next, and that it could be defeated only by the hammon, and hard work of all the trade interested in the liquor business.

The committee, working in conjunction with other liquor dealers, has raised several thousand dollars to be used for educational purposes in this campaign, and has opened headquarters in the Baldwin Annex on Market street.

J. M. Sullivan from the same committee called attention to the fact that it only required a majority vote to adopt the high license measure, and not a two-thirds vote as some grocers seemed to think.

J. W. King moved resolutions urging upon the millers that they establish a selling price on the leading brands of flour that would give the grocer an adequate profit and that they protect

Continued on page 8.



If It's "Nicelle,"
It's Sure to Sell

"NICELLE" OLIVE OIL



THE PUREST

Olive Oil on this or any other Market.

The United States Government Bureau of Chemistry
will substantiate our Purity Claims.

SUPERB QUALITY

More Highly Refined than other brands. Clear, Brilliant.
Has a rich, delicate, nutty flavor.

A Reputation Maker
For High-Class Trade

RECOMMENDED BY

Janet McKenzie Hill
Editor The Boston Cooking School Magazine.

Cornelia Bedford
Culinary Editor Table Talk.

and

Mrs. Helen Armstrong
Lecturer and Teacher of Cookery, Chicago.

Write for a Copy of

"Salads: How to Make and Serve Them."

Send us an order for Nicelle Olive Oil and furnish a list of your best customers, and we will send a copy of this book to each of them.

Pim-Olas. Selected large Queen Olives, stuffed with mild sweet peppers, specially treated, wholesome, delicious, appetizing, an ideal table relish.

Baby Pim-Olas Are made of large manzanilla olives, prepared exactly as Pim Olas differing only in flavor which some connoisseurs prefer.—

White Label Queen Olives Only the finest hand selected fruit used, directly imported, prepared and packed with the greatest care.

FORK GIVEN WITH EACH BOTTLE. SAMPLE BOTTLE WILL BE MAILED ANYWHERE ON RECEIPT OF 15 CENTS

Nicelle Olive Oil Made in Nice, France, only from selected sound olives. Absolutely pure, unadulterated, having a unique and delicious flavor, peculiar to itself, and superior to any other oil

SOLD BY ALL DEALERS.

Seville Packing Company, New York.
EXCLUSIVISTS IN OLIVES AND OLIVE PRODUCTS.

SPOHN-PATRICK COMPANY

PACIFIC COAST AGENTS

16, 18, 20, 22 FRONT STREET, SAN FRANCISCO, CAL.

Branch Houses: Portland, Seattle, Denver, Salt Lake City.

SPOHN-COOK COMPANY - - LOS ANGELES.

SEASONABLE SUGGESTIONS.

Pointers "Borrowed" From the Columns of Various Careful Contemporaries.

Get busy.

Advertise.

Work hard for success.

Get after those old accounts.

Cleanliness helps to prosperity.

Pure goods pay best in the long run.

Store appearances count for a great deal.

Play safe by handling pure goods only.

Cured fish is in better demand each week.

Cocoa and chocolate are in better demand.

Now's the time to push lamp goods.

Don't go to sleep on your old accounts.

New crop cranberries are arriving in market.

Cheese is strong and demand is getting better.

Pickling spices and vinegar are still good sellers.

Recent reports say that the cranberry crop is short

Don't wait until the farmers have spent their crop money.

Cleanliness is essential in the grocery store above all others.

Put a lot of price cards on the goods on display in your window.

Brush the dead flies out of the window. They don't look well.

When the days grow short is the time to sell lanterns, wicks, etc.

Season for pancake flour is open ng up. Get in the first of your stock

Put stove polish in the show window and let people see that you have it in stock.

This is the oyster cracker season. See that your stock is fresh and is kept so.

Canned peas are practically certain to advance before spring. Add a little to your stock.

Government reports show that chocolate is one of the most nutritious of substances.

Business on fruit pars will continue for sometime yet. Clean up your stock before too late.

Samples of the 1905 pecan crop show very good quality. The crop promises to be of good size.

Resolve to make yourself a name as a handler of good, reliable cheese. It will prove profitable.

It is sometimes unwise to push a debtor too hard Retailers generally know about such cases.

Cables received from Smyrna state that the market on new crop figs was stronger and advancing.

Probably most of your patrons have use for candles at some time or another during the winter.

Advices from Europe continue to report light offerings and a firm and advancing market for pepper.

A good advertising scheme is to make up dollar combinations of groceries. These always attract attention.

A cat sleeping on the coffee on display in window may be pleasant for the cat, but it will not draw trade.

Give a last strong push on pickling spice and vinegar, for the season when these sell is fast drawing to its end.

Don't neglect the tea and coffee trade for a minute. This department is capable of big development even in every store.

If bargain groceries are short in weight, as well as wanting in quality, who gets the bargain, the seller or the buyer?

Computing scales save time and profits as well. Better throw out that old timer and put in a new modern weighing machine.

Advices from New Orleans state that the River rice crop is practically all in, and that it is about 50 per cent short of an average yield.

According to estimates from New York state, the 1905 crop of evaporated apples will not exceed 900 carloads, or about a third of last year's output.

This is the time of the year when the lamp and the kerosene tank sometimes come into too close proximity. A mod ern self measuring tank will avoid this.

The fellows who can pay and won't, unless they're made to, are the ones tc get after. Tell them you want a settlement—and tell them in a tone that will carry conviction.

Demand for syrups again arouses interest in maple. There is some pure stuff yet to be had on the market, although the imitations are more plentiful than the real thing.

Coffee is a line which the retailer should always be trying to increase his trade on Coffee is one of the profit-payers. Can't build up big trade on poor coffees, however.

Every good grocery should carry exerything in its line that is likely to be wanted. Not every brand, to be sure, but enough varieties and grades to cover all reasonable requests.

Conditions in the rice market are becoming stronger each day This is particularly true in regard to fancy heads and Japs. The interior crop will be very much short of last year.

Soon be time to think about those fancy lines for Thanksgiving trade. That season ought to bring out an enormous business this year and some extra nice lines will be wanted beyond a doubt.

Prospects are that prices on olives will be higher before very long. Reports from Spain state that the olive crop will be small and the quality not so good as last year. Can't lose by buying now.

Start now and work up your holiday candy trade. If you begin to increase your candy business now, by the time the holiday demand comes you will have everyone thinking of your store when they want candy.

Private reports from Italy say that the Naples walnut crop is suffering somewhat severly because of continued drouth It is now expected that the quantity will be smaller and the quality not so fine as before reported.

Do not hold the eggs a moment longer than necessary. It may be that Farmer Jones has already kept them a week or more. If you add a week the eggs will not candle out "prime firsts" when the jobber gets them.

"I wouldn't buy a thing from that grocer! Look at everything in the place in a topsy turvy condition and flour bags right by the kerosene tanks." That observation was overheard in front of a grocery store in Chicago, recently.

There are hundreds of thousands who would rather pay fifteen cents for a tin of red salmon and have it delivered in style by a first-class grocer, than to have the same brand shoved at them for ten cents by any sort of professional price-cutter.

Learn to say "No." Don't doubt yourself of your own ability to judge of the merits of a thing. If you are not settled in your mind say no promptly, pleasantly, but in a way which carries the "stand pat" idea with it. Then think it over at your leisure.

Prices will be high this winter on virtually all dried fruits of California production. Moreover, they are certain to remain high, but prospects are that consumption will be good, as the condition of the masses of consumers is so prosperous they will buy what their appetites suggest regardless of price.

Staleness of goods hurts the manufacturer quite as much as the dealer, yet the dealer is apparently the responsible person. How about the salesman, the manufacturer's salesman, who goes over the jobber's head and takes orders for lots of goods that are really too large to be properly handled by the dealer?

The complaints being uttered by clothes pin manufacturers, who say they are making no money, because the cost of suitable wood for making the pins has advanced to a point which leaves them no profit, indicate anything but a decline in prices This sort of talk is most likely to be the forerunner of an advance.

At first there was a disposition to put all of the onus of pure food adulteration upon the retailer, and the original national pure food bill obligingly dumped the responsibility and the penalty upon him, and the representatives of the grocers' associations sat by and applauded. But now the tendency is pointed in the opposite direction.

END OF A GOOD OFFER.

Two Months More for Grocers to Buy at Reduced Prices.

The Bond Scale Co. a short while ago made a special introductory price on Bond Automatic Weighers for the purpose of having their machines tested and proved.

The proof is attested by a large package of letters from thrifty merchants who find they are making more money by using the Automat.c Weigher and as it will be impossible to sell at the present low prices indefinitely, the manufacturers will alter the price list on January 1st.

Every dealer will find it profitable to have one of these machines and can save money by buying now

EGG-O-SEE CO. EXPANDING.

Peoria, Ill.—The plant of the Central City Cereal Company at Peoria has been purchased by the Egg-O-See Company, of Quincy. John H Linihan, general manager of the plant, said:

"The product of the Peoria plant is a substitute for coffee, known as Mocon, which we had expected to manufacture in our mills in Quincy by September 1. But owing to the sales of Egg-O-See, which during the month of July reached 61,000 cases—125 cars—representing the largest month's business in the history of the plant, we will defer starting the manufacture of the new product until next year.

"At that time we also expect to begin in Quincy the manufacture of rolled oats, which will then make three products for the local plant."

On the Pacific Coast the business of the Egg-O-See Co. has gone gorward in the past few weeks by leaps and bounds and in the past month has more than doubled.

Egg-O-See has been shipped in by the car loads—one car load after another, and, thanks to the advertising campaign carried on in its behalf, the retailers find it an exceptionally profitable article to handle.

A MATTER OF HEALTH

ROYAL



BAKING POWDER

Absolutely Pure

HAS NO SUBSTITUTE

All Grocers should carry a full stock of Royal Baking Powder. It always gives the Greatest Satisfaction to customers, and in the end yields the larger profit to the Grocer.

Snider's Catsup

Free Deal Is Off

Like Snider's Catsup, the deal was more popular this year than ever before.

An increase in sales of about 35% as a result.

MEETING IN OAKLAND.

Alameda County Grocers Discuss Trade Topics of Great Interest and Value.

By J. G. REED, Secretary.

The Alameda County Retail Grocers' ... March the Association held one of the most interesting meetings of the year just ending.

The special feature of the evening was a paper read by H. Hauch on the subject "Futures—Do They Pay." After the reading of the paper the subject matter was thoroughly discussed by all the members present.

Of those present the general feeling was that the adoption of the policy to discuss Trade Questions on the lines laid down was going to be of inestimable benefit to the members of the Association.

The paper so ably presented by Mr. Hauch will be published in another part of the paper.

After the usual order of business, the Secretary reported the action of A. Schilling & Co. and Spoon-Patrick Co. in stopping an advertised cut in prices on Schillings' Baking Powder, Extracts and Spices, and on Carnation Cream. The Association expresses its appreciation of the prompt action on the part of these firms in protecting the standard price of their goods.

Flour Question Discussed.

The Secretary reported in detail the meeting of a Committee of representative grocers from San Francisco and Alameda County with representatives of the flour mills. A statement of both sides of the question pro and con was given, and the members present expressed themselves as encouraged with the prospect of the mills doing what they had been petitioned to do 12 months ago.

The matter of a certain wholesale firm undertaking to disturb the harmonious prosperous conditions in Los Angeles by shipping goods to be sold at cut rate prices in that city was discussed. Much feeling was expressed in the matter and it was declared, that persistence along these lines, by the above offending firm will mean an entire loss of its business on this side of the bay. One fact in particular was brought out that this firm's patronage was with the small stores who felt seriously the competition of the piratical business methods of the cutters.

The Committee having in charge the preparation of the Educational program requested that every member be present at the next meeting and importune his grocer friends to come also as a paper is to be read by a representative of one of the San Francisco firms on the subject "Our Tea and Coffee Trade."

SIMPLIFIES BOOKKEEPING.

A System That Records Accounts as The Cash Register Does Cash Payment.

Every retail grocer can be benefited more than he realizes by a system that will enable him to save time in his bookkeeping and at the same time keep in better touch with the actual condition of his business. This fact has helped the success of the McCaskey Account Register. It is well to consider the following things:

The court says: **"We don't want the ledger, we want the original entry."** You have it on the McCaskey Duplicating Pad, and the customer has a copy of it.

The McCaskey Account Register keeps accounts, don't draw any salary and will pay for itself in the saving of clerk hire before you know it.

Keeping accounts in books is unkeeping them in many cases, as every time they are copied there's one more chance to make a mistake; it is like a story, every time it's told it's a little different. But keeping accounts in the McCaskey Register is right, because you only write them once, and they are correct.

Wm. A. Hawley, James Flood building, Market and Powell streets, is Pacific Coast agent. He will gladly forward any information desired. The McCaskey Account Registers are sold on easy payments.

PRESENT UNITED FRONT.

(Continued from Page 5.)

the same, which motion passed unanimously.

E. B. Connolly from the State Association asked for the appointment of a committee of three to work with like committees from the State Association and the Alameda County Retail Grocers for the purpose of securing the unanimous action of the wholesale grocers in the matter of selling to a department store of Los Angeles, which is persisting in cutting prices.

Messrs. Lercke, Wreden and Lilienthal were appointed such committee.

The constitution was amended to provide that the regular monthly meeting of the San Francisco Retail Grocers' Association should be held on the third Monday in each month, and the secretary was instructed to engage a hall in the new Crellng building on Eddy street.



UNTIL JANUARY 1st ONLY

The Present Low Introductory Price of

Bond Automatic Weighers

Will Last Only Until January 1.

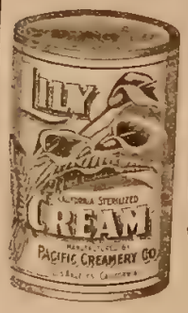
This machine will make money for you. So write now.

BOND SCALE CO.

Office and Factory
1640 San Fernando Street,
LOS ANGELES

Branch Office and Salesrooms
220 California Street
San Francisco

You want to please your customers.



Lily CREAM WILL DO IT

Its Pure
That's Sure

At All Jobbers

Pacific Creamery Co.

San Francisco Office, 115 Davis St.
Phone, Bush 522.

CRACKER-JACK

THE MORE YOU EAT
THE MORE YOU WANT
THE WORLDS GREATEST
5¢ SELLER

100 Packages to Case $3.65
Case weighs 40 pounds gross.
Dodge, Sweeney & Co., AGENTS SAN FRANCISCO

Babbitt's Standards.

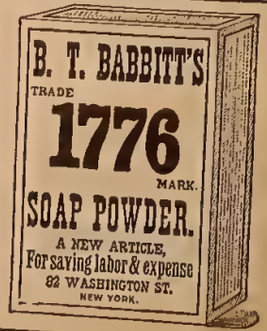
ALWAYS UNIFORM!
ALWAYS RELIABLE!
ALWAYS THE BEST!



B. T. Babbitt's Concentrated Lye,

The ready soap maker—a powerful disenfectant—an excellent fertilizer for dipping prunes, spraying trees, etc.

Manufactured by
B. T. Babbitt, (Inc.) New York City.



The C. B. JENNINGS CO., Agents, 121 California St., San Francisco, Cal.

DO "FUTURES" PAY?

A Paper Read by H. Hauch, Before the Alameda County Retail Grocers' Association, October 16th.

The subject which I am to introduce for your consideration this evening is one that for some time past has been occupying the attention of the trade all over the country. During the past few months I have seen a number of articles in the trade papers discussing this topic. From personal observation on this coast I know that it is also claiming considerable attention from the grocers on the Pacific slope.

If this question: "Does the buying of futures pay?" was directed to each of the individual members of the Grocers Association present here this evening, I have no doubt but that we would have a variety of answers, more or less conflicting with one another, and I shall frankly admit that good and plausible reasons can be advanced on either side of this proposition. The tendency, however, during the past few years, in a general way, has been to seriously question the wisdom of the policy of buying futures. That the question has been brought so prominently into the searchlight of late is undoubtedly due to the fact that last season was particularly unfavorable for the buyers of futures, so much so that in most cases considerable losses resulted as the direct result of the policy.

In order that I may get a starting point from which to argue my case I shall take the position that the buying of "Futures" does not pay, generally speaking. That the policy, in fact, is detrimental to the grocer and an obstacle to success. I shall endeavor in the smallest compass possible to give my reasons for the opinions expressed.

Tying Up Working Capital.

The first reason why, in my judgment, futures do not pay as a general thing is the well established fact that in the case of the large majority of the grocers the buying of "Futures" ties up an entirely too large portion of the working capital for a number of months, often crippling the storekeeper financially and generally making it impossible for him to take care of his liabilities when due. The effect of this condition is not only a weakened credit, which is bad enough, but what is even more serious and detrimental to the business success, it has the tendency to produce a worried storekeeper who frequently is not in the frame of mind to be easy and pleasant in the face of the many petty annoyances and incidents of which the average grocer's experience is filled to overflowing.

This tying up of large amounts in goods that have to be kept for months in a great many cases marks the difference between discounting and not discounting—quite a loss when the closeness of the general gross margin is considered. It also marks the difference between an easy minded man who is able to attend to his business with the vim and force that inevitably spells success and the individual who has lost part of his natural efficiency through the worry attendant on difficulties in promptly meeting his obligations.

Induces Price Cutting.

It frequently happens that a storekeeper who has been tied up good and hard with a lot of goods bought on "Futures" finds himself in a position where he has got to relieve himself either from a difficult financial condition owing to the falling due of large bills for goods which he has barely started to dispose of, or because the goods do not move as fast as he thinks that they ought to. This usually results in either case, in cutting down the margin of profit and frequently establishes a price which will be maintained all through the season.

Let us remember in this connection that this action on his part tends to establish this price in general, as other storekeepers, having likewise bought the same goods on "Futures," will be forced to follow the cut and the re-establishment of the original price which provided a fair margin becomes difficult thereby the advantages which might otherwise have accrued from a reasonably good purchase are thrown to the winds.

The merchant who is unhampered by "Futures" and can go into the market, money in hand, to provide his immediate wants, can select his brands in such a manner as not to conflict with the goods his competitors are sacrificing and will be able to make his margins, where as those who are long on "Futures" will be paring them down.

Shrinkage on Goods.

Another reason why I believe that the buying of "Futures" does not pay is the fact that, in a number of the articles on which "Futures" are generally negotiated ,the shrinkage in weight is so great that it frequently, yes, I might say, generally will onset the advances that will occur during the seasons, which are largely determined by this very factor of shrinkage.

Let us take the item of nuts for example.

You are all familiar with the fact that early in the season, when the new Brazils first make their appearance on the market, they can always be bought at prices very much less than that asked later on when the demand for these goods in a retail way commences. You also know that the reason for this is the fact that the shrinkage on this particular variety is very great, some 20 to 25 per cent, which again means that the nuts actually cost you one-third more than the price originally paid.

But while this is known to many grocers, it will perhaps be new to some that a very similar shrinkage takes place in the case of all other varities of nuts, particularly the almond and the walnut which, during the year, will shrink from 10 to 15 per cent in weight.

Citron and peel likewise lose heavily in weight during the season, as do also all varieties of raisins, loose as well as in clusters.

Let me suggest to some of you who have in stock full packages of some of the goods mentioned from last season's stock that you weigh them over to-morrow. I feel sure that such action on your part will furnish you very wholesome food for thought as to the advisability of investing your money in "Futures" along the lines mentioned.

Loss by Vermin.

Another loss by shrinkage which needs to be taken into account when discussing this subject, is that occasioned by rats and mice. It may seem petty to some of you to bring this matter into the discussion, but I am certain that quite a number of you have had enough experience with this former shrinkage to realize the seriousness of this feature. Most stores are infested with these pesky pests, and where large stocks of nuts and beans, etc., are carried, the losses accruing from this source will at times reach dimensions not dreamed of by those who are not in the closest of touch with their stock.

Two years ago we suffered a loss in one of our stores which amounted to not less than 10 per cent on the almonds and 7 per cent on our entire stock of walnuts. Where these goods are bought in a hand to mouth fashion, these losses are entirely done away with.

Butter and Eggs.

Only a few years ago, cold storage butter and eggs were in the merely experimental stages and did not figure greatly in the trade. As the experiments proved successful, it caused larger and still larger quantities of the yearly product of these commodities to be stored during such spells of the season when the supply was entirely too large for immediate consumption, thus checking the often ruinous prices prevailing in former years on these staples of commerce.

During the first few years of the development of the cold storage plants it, as a rule, paid well to buy futures in these lines, the supply being entirely inadequate to meet the public demand. This condition has passed, however, never to return.

Today, the country is filled with large, perfectly equipped storage plants, in which are stored enormous quantities of both commodities ready to be rushed to the market which offers if only a trifle better price than does the market geographically nearest to the plants. Hence if the price of butter in the West advances even ½-cent beyond the price that can be realized in Chicago, differences in the cost of transportation being considered of course, at once carloads of butter will be made up for the Western market and vice versa.

The inevitable result is a more and more stable price in these commodities with but scant chances for anyone who invests his money on futures in these goods.

Canned Goods.

It is difficult to set any rule to govern action as far as canned goods, such as tomatoes, corn and fruits are concerned. In these lines, the storekeeper must be guided by his knowledge of crop conditions and act accordingly. It is safe to say, however, that it is preferable at any time to buy short of these goods than to overload. If you happen to run short and can go into the open market with your money ready to purchase what you need, you will be surprised to find how near you can get the original opening prices in spite of the ruling spot quotations. As a matter of fact, many of the advances on spot goods after the delivery or contracts is finished, are only blinds to make the buyers of futures feel good and encourage them to repeat the experiment next season. If you are in market for any other goods so advanced, you can practically always get them at terms that will put you on an equality with the fellow who is loaded to the rafters.

The Logical Conclusions.

My personal opinion in the matter may be summed up as follows.

Buy no Futures as a general principal of your business policy.

Watch carefully the market and crop reports and use your udgment in covering part of your wants when prudence seems to so dictate.

Keep your head when the fellow on the other side of the counter gives you about forty reasons, more or less, why you should load up on his particular line of goods. It is his business to make you see the things the way he desires. That is what he is paid to do. Rather run on a stock a little too high than the opposite and **secure all the advantages that promot payment and discounting always afford.**

Let the jobber bear his own burden; let him carjry the stock for you to be drawn upon when needed. That is his legitimate function in the scheme of distribution. Don't permit him to stand in the position which he occupies today as a collector of an unearned fee for service he does not render unless you are ready to allow him his divvy for carrying a long winded account.

I feel certain that this advice if followed by the grocers in general will materially help to ease their conditions and, at least to some degree, lighten the burdens they are now staggering under in so many ways.

Cheap goods can be cheapened by the manner in which samples are shown in the window, and they can be heightened in value. at least to the eye, by the manner in which they are displayed. Throw down a lot of high-priced Java coffee on the window floor, and it will look like ten cent Rio, but show a handfull of the beans heaped upon a cut glass dish standing upon a piece of rich colored satin or plush, or show the beans upon a lacquered tray, and at least thirty cents will be added to their price.

NOTICE TO CREDITORS.

Estate of Joseph Turner, Deceased.

Notice is hereby given by the undersigned, Martha T. Stearns, Administratrix of the estate of Joseph Turner, deceased, to the creditors of, and all persons having claims against the said deceased, to exhibit them with the necessary vouchers, within four (4) months after the first publication of this notice, to the said Administratrix, at Room 746 Mills Building, corner Bush and Montgomery streets, the same being her place for the transaction of the business of the said estate in the City and County of San Francisco, State of California.

MARTHA T. STEARNS,
Administratrix of the Estate of Joseph Turner, Deceased.

Dated at San Francisco, Aug. 21, 1906.
Date of first publication, Sept. 29, 1906.

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Cereal Goods

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ALL MEALS

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2-lb. and 5-lb. Cartons

UNDER THE

PEACOCK BRAND

Thoroughly Sterilized — No Waste — No Bugs — Attractive Packages
Packed by Machinery — Not Touched by Human Hands.

Selling Price Absolutely Protected.

Sole Manufacturers:

DEL MONTE MILLING CO.

San Francisco and Los Angeles.

News of the Coast.

CALIFORNIA.

Arcata—The grocery business of Sorensen & Matzen has been sold to C. A. Hall.

Chico—The Barber grocery store has changed hands, the firm of Butts & Larmore dissolving partnership. W. E. Larmore will be sole proprietor

Los Angeles—College Grocery Co., has been incorporated; capital stock $25,000, subscribed $500, by H. J. Ruberg. R. J. Waters, R. W. Gunn, J. H. and Ethel Crew, of Los Angeles.

Mill Valley—With commendable judgment Manager Burtchell of the Tamalpais Grocery Company brought all his clerks and managers together at Larkspur last week to celebrate the first anniversary of the Company. There were ten present at the festival board They had everything they could eat, and as much to drink as the welfare of the Company made advisable, and the second year of the Company was inaugurated with the kindest and best of feeling between the employers and employes, as it should be. Mill Valley, as the principal store of the Company, had three representatives—Manager Allen and his able colleagues, A. O. Resevere and Thos. Hallabaugh. Then there were James Bain, the Larkspur manager, and Mr. Loveland. Mr. Woods the Manager at Kentfield and Mr. Copeland who has charge of matters at Corte Madera and Messrs. Rusell, Uchtman and President Burtchell who presided and acted as toast master.

Nevada City—While out hunting recently, T. W. Sigourney, a well known grocer of this city, met with an accident that may cost him his leg Just how it happened nobody knows, but Sigourney discharged the contents of one barrel of his gun into his foot. He was brought in on an express wagon and a stretcher, and a doctor was sent for.

Pasadena—Mrs. N. Franks has sold her grocery store to George Williamson a Los Angeles grocer, who will conduct the business here.

Pomona—The City Grocery has passed into the hands of Prugh & Maxwell.

Redding—Alex Ludwig has closed his grocery store and retired from business.

Redlands—The Star Grocery of Mayor J. J. Suess has been compelled to once more enlarge. Its bakery plant was not sufficient to supply the demand so a big storeroom on Orange street has been leased and fitted up with everything necessary to bake the huge supply of bred needed every day. If this won't do, another building will be annexed and another dozen bakers employed.

Redlands—A R. Cazel has sold his interest in the firm of the North Side grocery, to C. D. Fowler, who, in partnership with C. W. Cazel, will conduct the business.

Redlands—B. P. Dugan & Son, the grocers, who have been in the present location for about six years, and have had the store enlarged while there, are preparing to move into more commodious quarters on the southwest corner of West Central avenue and Orange street.

Riverside—The grocery store on the corner of Tenth and Custer streets, formerly owned by A. W. Chandler, has been purchased by A. J. Griffin, who will continue to run the business at the same stand

San Rafael—The Otten Grocery Company has just enlarged its store by adding a fine brick addition to its present B street room. The improvements are such that the store easily is one of the largest and finest in this city.

Santa Monica—The Volkman property has been purchased by A. F. Johnson. The frame building will be torn down and in their stead a brick block having a frontage of twenty-six feet will be erected. This building will be occupied by J. Johnson's grocery store.

South Pasadena—Geo. Williamson, a Los Angeles Main street grocer, has bought out the Franks grocery at Center and Meridian. He is an old groceryman who has made a success of the business in the past.

Ukiah—Henry Beattie, the grocer, has disposed of his business to W. H Duffield and J. E. Tibbits who have taken possession and are already getting in new stock. Both of these gentlement are enterprising business men, Mr. Tibbits coming from Fresno and Mr. Duffield from Willits.

IDAHO.

Lewiston—Meyers & Thomas will re-establish the Idaho tea store.

Pocatello—Mrs. Inga Rodenmaker reported will succeed M. A. Hendricks, grocer.

Sandpoint—M. M. Hulburt has started a grocery.

MONTANA.

Helena—L. C. Anthony has bought out the Rodney Street Cash Grocery Co.

OREGON.

Ashland—C. W. Wolters has succeeded Bentzen & Brown, grocers.

Baker City—Palmer's grocery store was entered by burglars recently The thieves secured $800 in cash and about $200 worth of gold nuggets.

Medford—Monroe & Miller have succeeded L. B. Brown, grocery.

Oswego—A. McWilliams has opened a grocery store.

Pendleton—C. E. Gray and W. Gray have purchased the grocery store of F. S. Younger & Son

Portland—M. A. Cain has succeeded Camp & Cain, grocery.

Sellwood—J. E. Holden has opened a grocery store recently.

WASHINGTON.

Farmington—Sherman Farrington has succeeded Roy Minter, grocery.

Fruitland—J. H. Hall, former Medical Lake grocer, will open a general store four miles from this place

Hillyard—Van Duzer & Tripp are a new grocers firm.

Palouse—The Grand Union Tea Co. has opened a grocery store under the management of C. C. Gleiser.

Snohomish—The Snohomish Cash Grocery was robbed October 4th of about $50 in cash.

Tacoma—Peterson & Carlson have succeeded Bailey Bros., grocery. H. Bates has succeeded L. W. Daniels & Co., grocery and notions.

Quality

Counts before QUANTITY with shrewd buyers



—Our Goods are Always Satisfactory—

Helvetia Milk Condensing Co.

Highland, Ill.

San Francisco office, 3 Calif'a St.

FIRST HIGHEST AWARD

The Complete Exhibit of the

Dayton Money-Weight Scales

At St. Louis World's Fair, 1904, received the HIGHEST AWARD and GOLD MEDAL.



MANUFACTURED BY
Computing Scale Co.
DAYTON, OHIO

1—They give the correct value of the article being weighed.
2—They prevent loss from errors in calculation.
3—They save time required in making calculation
4—They are made better than ordinary scales.
5—With proper care they will last an ordinary life-time.
6—The pivots are of hardened tool steel, and with agate bearings inserted at the proper point, are practically indestructible.
7—They are sensitive to the very small fraction of an ounce.
8—They are an ornament to any store.
9—They are the only scale that is mechanically honest.
10—Customers, knowing them to be an honest scale, like to have their purchases weighed on them.
11—Sold on easy monthly payments.

With the **Money Weight Scales** you at once weigh goods **AT THEIR MONEY VALUE.**

Send for further information to

PIERCE & CO., PACIFIC COAST AGENTS

846 James Flood Building, Cor. Market and Powell Sts., San Francisco, Cal.

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Each of these departments in this Price List is checked up and corrected every week by two or more reliable authorities on values. More than thirty wholesale houses co-operate with us to secure for our List the greatest accuracy possible.

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COLUMN 1.
Department 1.

COFFEE, CHICORY, ETC.

Green Coffee.

Mocha, Genuine Arabian	23	25
No. 2	17	18
No. 3	16	
Kona (Hawaiian)	10	18
Mexican	12	18
Java, common	15	18
Java, brown plantation	20	25
Caracol, prime washed	13	16
Caracol, ordinary	13	14
Guatemala	11	17
Costa Rica	12½	16
Salvador	10¾	12

Roast Coffee.

Salvador	13	20
Costa Rica	16	20
Java	24	31
Mocha Aden	27	31
Prme W shd, C. A. Blends	19	24
Good C. A. Blends	18	20
Ordinary Blends	12	13

Private Brands.

Royal Java Roast	13
Lion, 100-lb	14 7
Arbuckle's, 100-lb	15 87
Arab, 1-lb tin	.18
Hill's Bros Arabian Roast	.27
"M.J.B.," 60 1's in case	.28
"M.J.B.," 60 2 s in case	.27
"M.J.B.," 24 3 s in case	.25

Schilling's Best Coffee.

Tins: 30-lb price 60-lb case ½ off

	1-lb	1-lb	2-lb	3-lb
	cartons	tins	tins	tins
5-star	36¼	39¼	38¼	38
4-star	29¼	32¼	31¼	31
3-star	25¾	28¾	27¾	27½
3-star Laquered (3-lb. tl s only)				27
2-star	22¼	25¼	24¼	24
1-star	18¼	21¾	20¼	20¼

Cartons only in 25, 50 or 100 lb cases can be assorted as required.

The Porto Rico Co.

Ponce de Leon, sealed cans only, 1-lb 0, 2-lb 29, 3-lb 28½

Cream of Mocca, 1-lb cartons 25

La Gloria de Porto Rico in bulk 26

Ground Coffee.

Hill's Bros. Arabian Roast	.27
Cafe des Gourmands	.26
Mexomoka	.15

Chicory.

California	6
Belgian	7
German, Genuine	8

Coffee Extracts.

Bulk, per lb	.07
Vienna, ½'s, 10-lb bx	.25
Vienna 1's 10-lb. bx	.25
Ackermann's, ½-gross bxs., gross	4 00

COLUMN 2.
Department 2.

TEAS.

Japan.

(Panfired Sundried or Basket-fired)		
Extra Fancy	56	74
Fancy	41	55
Extra Choicest	30	43
Choicest	24	28
Fine	24	33
Fair	22	24

Green China.

(Gunpowder Imperial or Young Hyson)		
Extra Fancy	55	76
Fancy	39	46
Choicest	35	37
Extra Choice	32	34
Fine	25	31
Fair	20	25

English Breakfast.

Extra Fancy	67	80
Fancy	51	66
Choicest	35	50
Choice	24	30
Fine	20	22
Fair	15	20

Oolong.

Extra Fancy	58	$1 50
Fancy	50	57
Extra Choice	36	48
Choicest	33	35
Fine	27	32
Fair	22	26

Ceylon and India

Broken Orange Pekoe	36	65
Broken Pekoe	33	56
Orange Pekoe	31	53
Pekoe	27	46
Pekoe Souchong	24	39

Schilling's Best Teas.

(Packed only in 1-lb. and 6-oz. Cartons. Never in bulk.)

Japan, per lb	.80 .47
do 1 crown	.60
do 2 crown	1.80
English Breakfast	.45
do 1 crown	.90
do 2 crown	1.80
Ceylon	.45
do 1 crown	.90
do 2 crown	1.80
Oolong	.45
do 1 crown	1.00
do 2 crown	2.00

TRUE TEA

(Pride of Japan, etc.)

Packed in 1-lb. and ½-lb. cartons

Japan	37½
E. B. Congou	37½
Oolong	50
Gunpowder	45
Ceylon	40

COLUMN 3.
Department 3.

SUGAR AND SYRUPS.

The Western Sugar Refining Company quotes net cash prices as follows. Barrels are an advance of 10c. half barrels, 25c, boxes, 50c, 50-lb. bags, 10c.

Dry Granulated, 100-lb. sk	4 90	
Fruit Granulated	4 90	
Confectioners' A	4 90	
Cube	5 15	
Crushed	5 15	
Fine Crushed	5 15	
Candy Granulated	5 00	
Magnolia A	4 80	
Extra C	4 40	
Golden C	4 30	
Best D. G.	4 85	
"D" Sugar	4 20	
H. & E. Crystal Dominos	7 90	
Bar Sugar, bbls	6 06	

½ cent off for prompt cash.

Do.	¼-bbls	6 80
Do.	40-lb. tins	8 60
Do.	30-lb tins	8 60
Do.	30 lb. boxes	7 45

SYRUPS.

Saratoga Drips (Long's)	gal.	Gal
50-gal bbls	$	50
30 gal. bbls		52
17 gal. bbls		55
5 gal jackets	2	36
1¾ gal jackets	2	61
2 gal kits	1	23
1¼ gal. kits		94
1 gal tins		70

Pac. Coast Syrup Co.

Tea Garden Drips—	Case
12, 1 gal. tins	$8.40
60, ¼ gal. tins	7.70
24, ¼ gal. tins	5.34

Orange Blossom Drips.

6 1 gal. tins	per case $2 40
12 ½ gal "	" 2 60
24 quart "	" 2 60
36 2-lb. "	" 2 85
50-gal bbls	33
28-gal. bbls	35

Molasses.

New Orleans

Genuine Light, about 50 gals. bbls	50
Genuine Light 30 gal ½ bbls	52
Genuine Light 15 gal. ¼ bbl	55
Genuine Light, 5 gal kegs gal	57

	Doz.
Pelican 12 1 gal tins	9 60
Pelican, 20, ½ gal tins	8.90
Pelican, 24, ¼ gal. tins	6.10

COLUMN 4.

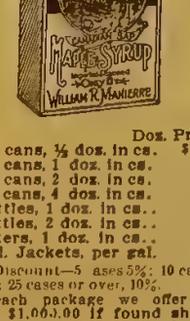
Maple Syrup.

Woodlawn (Long's)	case. Case.
Gal cans, 10 to cs	$11 00
Gal. cans, 6 to cs	6 60
½ gal cans, 12 to cs	7 14
¼ gal cans, 24 to cs	8 10
10 gal. jackets, each	10 15
5 gal. jackets, each	5 11
4½ gal jackets, each	4 63
Qts., glass, 12 in cs	4 60
Pts., glass, 24 in cs	4 90

Pac. Coast Syrup Co.

Toboggan—	Doz.
⅛ gal. tins, 2 doz. to cs	2.25
¼ gal. tins, 2 doz. to cs	4.00
½ gal. tins, 20 to cs	7.20
1 gal. tins, 12 to cs	13.20

"OLD MANSE"
—Absolutely Pure—
CANADIAN SAP MAPLE SYRUP.



	Doz. Price.
1 gal. cans, ½ doz. in cs.	$14 00
½ gal. cans, 1 doz. in cs.	7.50
¼ gal. cans, 2 doz. in cs.	4.25
⅛ gal. cans, 4 doz. in cs.	2.50
Qt. bottles, 1 doz. in cs.	4.50
Pt. bottles, 2 doz. in cs.	2.75
Decanters, 1 doz. in cs.	5.50
4½ gal. Jackets, per gal.	1.00

Retail Discount—5 cases 5%; 10 cases 7½%; 25 cases or over, 10%.

On each package we offer to forfeit $1,000.00 if found short in measurement or containing any impurities

Maple Sugar.

Vermont, gen. pure, abt. 30 1-lb bricks, per lb	.17
Vermont, gen. pure, abt. 30 3-lb bricks, per lb	.15½
Log Cabin, in 1, ½ and ¼-lb bricks, assorted in 25-lb pails per lb	.15
Scudder's, in 1, ½ and ¼-lb. bricks, asstd., per lb	.14

COLUMN 5.
Department 4.

DRIED FRUITS, NUTS AND HONEY.

(Add ¼c for 50-lb boxes and ½c for 25-lb. boxes.)

Apples.

Sundried, sacks	5
Evap, fancy 50-lb bxs	9
Evap, ex. choice, 50-lb bx.	8½
Evap, choice 50-lb bx	8

Apricots.

	1905 Crop
Choice Sacks	9
Fancy Sacks	10
Fancy, 25-lb boxes	11

Blackberries.

In boxes, per lb	13

Cherries.

Pitted, in boxes, per lb	30
Unpitted, in boxes, per lb	11

Currants.

In bbls (tubs 6¾)	6½
In mats, 50-lb	7
Recleaned, in bbls	7
Recleaned 25-lb boxes	7½
Recleaned, 50-lb boxes	7¾
Recleaned, 1-lb carts	8¼
Recleaned, 12-oz. carts	6¾

Dates.

Fard, 14-lb, per lb (70-lb 7)	8
Persian, 65-lb case	5½

Figs (California).

Black, sacks	4
Black, 25-lb boxes, per bx.	1.20
White, bags	4½ 5
White, 10-lb bx, per bx	60
White, 10 1-lb bcks, pr bx.	65 75

Figs (Imp. Smyrna.)

Fancy, 10-lb bx, per lb	18
Choice, 5-lb bx, per lb	16

Nectarines.

White	8½
Red	8

Peaches.

Choice, in sacks	10
Ex. choice, in sacks	12
Fancy, in sacks	12½

Pears.

Choice, ¼'s, in sacks	12
Ex. choice, ½'s, in sacks	12
Fancy, ½'s, in sacks	14

Plums.

Unpitted	3
Pitted, bleached	9
Pitted, black	8

COLUMN 6.

Prunes.

	Sks.
80s-40s	$
40s-50s	6
50s-60s	5¼
60s-70s	4¾
70s-80s	4½
80s-90s	3¾
90s-100s	3¼

Raisins.

	Box	½'s	¼'s	50 lb
6 Cr. Layers	$ 2 25	—	—	$ 10
5 Cr. Layers	2 75	—	—	2 10
4 Cr. Layers	2 25	—	—	2 10
3 Cr. Layers	1 25	—	—	1 60
2 Cr. Layers	1 15	—	—	1 50
4 Cr. Loose	—	—	—	07
3 Cr. Loose	—	—	—	06½
2 Cr. Loose	—	—	—	06

Thompson Seedless, bichd. 24-lb boxes 11

Sultana Seedless, bichd. 48 l's, per lb..... $

Seedless Muscatels, 50-lb cases 5½

Seeded, 1-lb cart..... 8½

Seeded, 12-oz. cart..... 7½

NUTS.

Almonds, fancy, I. X. L.	14
Almonds, choice, soft shell, Drake	14½
	12
Almonds shelled, No. 1.	32@35
Almonds, shelled, No. 2.	27@30
Almonds, shelled, Jordan, Imp	58
Almonds, Jordan Dom.	87½ .40
Brazils, 20-lb sks, new	.12 .13
Chestnuts, Cal Italian.	.09 .10
Cocoanuts, ₱ 100	4.50 5.50
Filberts, 175-lb sk.	.11 .12
Peanuts, Japanese, hand picked	.03½ .07
Peanuts, roasted	.08 .09
Pecan, polished	.15
Pine	
Walnuts, hard shell	10¼
Walnuts, sft shll, No. 2	.13½
Walnuts, sft shll, No. 1.	.14½

COLUMN 7.

HONEY.

Water White, 2 5's, lb.	.0
Light Amber, 2 5's, lb.	.06
Lt. Amber, 10 1 gal tins, gal	.75
Lt. Amber, 20 ½ gal tins, gal	1 00
Lt. Amber 2-lb tins, doz.	2 60
Lt. Amber, 16-oz. bots, doz.	1.35
Comb, 1-lb glass jars, doz.	1 75
Comb, 2-lb glass jars, doz.	2.90

Pine Apples.

	Per Doz.
2 lb., fancy sliced, E. & C., 2 doz. in case	2 50
2 lb. grated, 2 doz in case.	2 25
2 lb. shredded, 2 doz. in case Hawaiian	1 65

Johnson's—Columbia.

2 lb. sliced, 2 doz. in case.	2 30
2 lb. grated, 2 doz. in case.	2 30
1 lb. sliced, 4 doz. in case.	1 15
1 lb. grated, 4 doz. in case.	1 15
gal., coreless, 4¼ lb. to tin, ½ doz. in case, per lb.	16
gal., grated, 7 lb. to tins, ½ doz. in case, per lb.	13
2 lb., sliced, Baltimore, 2 doz. case	2 25
2 lbs., grated, Baltimore, 2 doz case	2 25
1 lb., cocktail, Baltimore ovals, 4 doz. case	1 25
2 lb., sliced, Singapore, 4 doz case	1 75
3 lb., sliced, Singapore, 2 doz. case	2 40

Royal Hawaiian,

2-lb grated, 2 doz. case	1 80
2-lb sliced, flats, 2 doz. case	2 00
Tall, 2-lb sliced, 2 doz. case	2 00
HB Sliced, 2 doz 2s	2 50
HB Whole, 2 doz, 3s	2.70
HB Grated, 2 doz 2s	2 25
HB Sliced, 4 doz 1s	1.15
HB Grated, 4 doz. 1s	1.15

COLUMN 8.

Department 5.

JELLIES, JAMS, ETC.

Griffin Extra Preserves.

Raspberry, strawberry, blackberry currant, loganberry, per doz. $2 00

Cherry, per doz. $2.00

Less 10 per cent in 5-case lots.

Apricot, Damson, Fig, Gooseberry, Gage Peach, Plum, Quince, per doz. 2.00

Orange Marmalade 2.00

Less 10 per cent 5 case lots.

Long's Preserves.

Strawberries, Raspberries, Blackberries, Loganberries, Cherries, Pineapples, Pears, Figs, in 20-oz. glass jars, 2 doz. in cs., per doz. $3 50

Apricot, Plum, Quince, Orange, Peach, in 20-oz. glass jars, 2 doz. in cs., per doz. 3 20

Asstd, 2 doz. in cs., per doz. 3 30

JAMS.

Curtice Bros. Co., Rochester, N. Y.

In 16 oz. Glass Jars.

Strawberry, raspberry, raspberry and currant, red cherry, white cherry, apricot, black currant, red currant, quince (sliced), peach (sliced), pear (sliced) blackberry, gooseberry, grape, green gage, egg plum, damson, pineapple marmalade, tomato marmalade, orange marmalade, per dozen, $1.95.

All above packed in cases of 2 dozen each.

COLUMN 9.

Long's Peerless Jams.

Strawberry, Raspberry, Blackberry, etc., in 16-oz. glass jars, 2 doz. in cs., per doz. 2 00

Long's Pure Currant Jelly.

Tumblers, 2 doz. in cs., doz. 2 00

30-lb. kits, per kit 3 00

15-lb. kits, per kit 1 75

Marmalades.

Orange (Dundee) 48-1's, doz. 2 75

COLUMN 10.

Apple Butter.

Cuttings, 5-lb. tins, per d z.	$2.50
Heinz, 2's, 2 doz. in cs, doz.	$2 25
Heinz, 3-lb stone crocks, doz.	4 25
Heinz, 4½-lb stone crocks, dz	6 50
Heinz, 18-lb. stone crocks, lb.	11

Peach Butter.

Cutting's, 5-lb. tins, d z.	2 50
Heinz 4½-lb stone crocks, doz	9 00
Heinz, 18-lb. stone crocks, lb	14

Maraschino Cherries.

Long's, qts, 12 to cs, per cs.	6 50
Long's, pts., 24 to cs., per cs.	7 50

FRUIT	JELLIES: 2 lb. Extra	2 lb. Staud	1 lb. Extra	Tumblers	Ex Lunch 1 lb Glass	JAMS: 2 lb Extra	2 lb. Staud	1 lb. Extra	Tumbler.	Ex Lunch 16 oz Glass Preserves
Apple	1 55	1 35	1 00	85	1 65					
Apricot	1 55	1 35	1 00	85		1 60	1 35	90	90	1 80
Assorted	1 55	1 35	1 00	85	1 75	1 60	1 35	95	90	1 80
Assorted No 2					1 75				95	1 80
Blackberry	1 55	1 35	1 00	85	1 75	1 85	1 60	95	90	1 80
Cherry										1 80
Crabapple	1 55	1 35	1 00	85	1 75					
Currant	1 75	1 50	1 10	85	1 90	1 85	1 60	95	90	1 80
Damson					1 75					
Fig						1 60				1 80
Gooseberry	1 55	1 35	1 00	85	1 75			95	90	1 80
Grape (Catawba)					1 75					
Green Gage										
Lemon	1 55	1 35	1 00	85						1 80
Loganberry					1 75					
Orange Marmalade		1 35	1 00	85		1 60		90	90	1 80
Peach	1 55	1 35	1 00	85		1 60	1 35	90	90	1 80
Plum	1 55	1 35	1 00	85	1 75	1 60	1 35	90	90	1 80
Quince	1 55	1 35	1 00	85	1 75	1 60	1 35	90	90	1 80
Raspberry	1 55	1 35	1 00	85	1 75	1 85	1 60	95	95	1 80
Strawberry	1 55	1 35	1 00	85	1 75	1 85	1 60	95	95	1 80

CANNED VEGETABLES.

Asparagus "Griffin Extras"

Mammoth	$
Large White	
Medium White	
White Tips	

Artichokes, 2½'s, "Griffin	3 00
Beans, Stringless Extras"	1 20
Beans, Blue Lake	1 30
" " " gal	4 50
Beans, String, 2-lb	80
Beans, String, gal	3.50
Beans, Lima, Soaked	1 00
Beans, French, Kidney, 2-lb	1.15
Beans, French Red Kidney, 2-lb. "Jar of Arc" Brand, p.dz. 1 case free with 10.	1.15
Fancy Eastern	1.85
Corn, Smith's Hulled, 2 doz. in case, per doz.	1 20
Hominy, Great Western, 3 lb	1 20
Corn 2-lb, Western	.95
Corn 2-lb Maine	1 35
Dunbar's Okra, 2½-lb	1.70
Petit Pois, Griffin extra	1.50
Peas Griffin extra sifted	1 25
Peas Standard sifted	1 10
Peas, Standard Marrowfat	.95
Pumpkin, 3-lb.	1.27½
Spinach, 2½	1.75
Succotash, fancy, tins	1.40

Tomatoes.

	doz.
3's, Griffin's Ex. Solid Pack	$1.15
3's Griffin's Ex., with peppers	1 20
2½'s, Cutting's Solid Pack	.95
2½'s, Cutting's Solid Pack, with peppers	.95
2½'s Cutting's Standard	.75
Gallon, Standard	2 10
Gallon, Solid Pack	2 25
Gallon, Puree	2.50

Department 6.

CANNED FRUITS AND CANNED VEGETABLES.

KIND	1 lb. Extras	2½ lb. Extras	2½ lb. Extra Standards	2½ lb. Standards	2½ Second	2½ Water	2½ Pie	Gallons Extras 3 lb Grade	Gallons Ex Pks ½ lb. Grade	Gallons Extra Standard	Gallon Standard	Gallon Water	Gallon Pie
Apples	2 25	1 65	1 40	1 30	1 15	1 05	1 05			4 00	3 50		2 65
Apricots	2 50		1 35	1 25	1 10	1 00	1 00	5 75	5 00	4 50		2 75	2 40
" peeled													
" sliced													
Assorted													
Blackberries	2 25	1 70	1 45	1 35	1 20					4 25	4 00	3 75	3 40
Cherries Royal Anne)													
Cherries (White)													3 65
Cherries (black)	2 00	1 35	1 20	1 10	95	90	90			5 25	4 60		3 65
Grapes (White Muscat)		1 60		1 25	1 10					3 50	3 10	2 50	2 25
Nectarines	2 65												
Peaches (Yellow)								6 50	5 25	4 60	4 25		
Peaches (Lemon Cling)	2 75							7 75	7 00		5 00		
Peaches (Lemon Cling Sliced)	2 75				1 40			7 75	7 00	5 75	5 00		
Peaches (White Heath)	2 65									5 25	4 75		
Peaches (White Heath Sliced)				1 55			1 00						
Pears (Bartlett)	2 75	2 25	2 05	1 90	1 35		1 05 pkd						
Plums (Green Gage)	2 10	1 45	1 20	1 10	95	90	90	7 00	6 25	5 25	4 75	3 75	2 0 pkd
Plums (Egg)	2 10	1 45	1 20	1 10	95	90	90	5 00	4 25	3 50	3 25	2 55	2 15 unpd
Plums (Gold Drop)	2 10	1 45	1 20	1 10	95	90	90	5 00	4 25	3 50	3 25	2 55	2 30
Plums (Damson)	2 15	1 50	1 25	1 15	1 05	95	95	5 00	4 25	3 50	3 25	2 55	2 30
Raspberries		2 60	2 35	2 10	1 95								2 30
Strawberries		2 10	1 85	1 70	1 45								

Department 7.

PROVISIONS.

Hams.

Eastern Standard, 17/19	.13¼
Eastern Standard, 15/16	.13¼
Eastern Standard, 12/14	.13½
Eastern Standard, 10/12	.13½
Eastern Fancy	10-12 .14
Local cure, all averages	12½@13¼
Picnic Hams	.9½

Boiled Hams.

Skin on	.18½
Skin off	.20½

Breakfast Bacon.

Eastern Standard, 8/10	.17
Eastern Standard, 8/10	.15½
Eastern Standard, 10/12	14½
Eastern Fancy	.19
Local cure	.16

English Cured Bacon.

Eastern cure, 8-10	.15
Eastern cure, 10/12	.14

Dry Salt Bacon.

Clear medium Bacon	.12½
Clear light medium	.12
Clear Lt. med. select	.12½
Light Belly	.13½
Extra light Belly	none
Bacon Backs	.12¼
Bacon Bellies	.13

Dry Salt Meats.

Sides	.10¾
Bellies	.12
Backs	.10¾
Fat Backs	.10¼

Barreled Pork.

	Bbls.	½-bbls.
Spare Ribs	$	
Family Pork	14 50	7.50
Clear Pork	19 00	9.75
Pig Pork	22.50	11.50

Barreled Beef.

Mess Beef	11.50	6.00
Extra Mess Beef	11.50	6.00
Family Beef	11.50	6.00
Extra Family Beef	12.00	6 25
Beef Tongues	25.00	13.00

Pigs Feet.

Tierces, about 300 lb.	$18.00
Barrels, about 200 lbs.	13.50
½ barrels, about 80 lbs.	5.00
Kegs, about 25 lbs.	2.10
Kits, about 15 lbs.	1.25

Honey Comb Tripe.

Tierces, about 300 lbs.	$17 00
Barrels, about 200 lbs	13.00
½ barrel, about 80 lbs.	5.00
Kegs, about 25 lbs.	2.10
Kits, about 15 lbs.	1.25

Sausages.

	Per lb
Braunschweiger	17
Italian Salami	23
D'Aries	22
Mortadella	24
Bologna	8½
Frankfurters	8½
Garlic Sausage	9
Liver Sausage	8½
Pork Sausage	8½
Head Cheese	8½
Tongue Sausage	8½

Pure Leaf Lard.

Tierces, about 350 lbs net	10
½-bbls. about 100 lbs net	10¼
80-lb Wood Tubs, 80-lbs. net	10¼
60-lb. Wood Tubs, 60 lbs. net	10⅜
20-lb. Wood Pails, 20-lbs. net	10⅜
50-lb. Cans, 1 to a case	10¼
20-lb. Cans, 4 to a case	10¾
10-lb Cans, 6 to a case	10¾
5-lb. Cans, 12 to a case	10¾
3-lb. Cans, 20 to a case	11

Compound Lard.

Tierces, about 350 lbs. net	6¼
½-bbls., about 1d lbs net	6½
80-lb. Wood Tubs, 80 lbs. net	6⅜
60-lb. Wood Tubs, 60 lbs. net	6⅜
20-lb. Wood Tubs, 20 lbs net	6⅜
50-lb. cans, 1 to a case	6½
50-lb. cans, 2 to a case	6½
20-lb. cans, 4 to a case	6⅝
10-lb. cans, 6 to a case	7
5-lb. cans, 12 to a case	7¼
3-lb. cans, 20 to a case	7¼

P. F. Rathjens Pork Packer

1311-1315 Pacific Street.

Sausages.

Garlick Frankfurter	10
Bologna	10
Blood and Liver	9
Tongue and Headcheese	—
Choice California Ham	12
Extra Light Bacon	15½
Medium Light Bacon	12½

Boiled Hams.

Kingan	20
Eastern	19
California	17

Mettwurst.

Extra Home Made..20, 22½, 25

LARD.

50 lb tins	9
20 lb tins	9½
10 lb tins	10
5 lb tins	10
3 lb tins	10
1 lb. cups	11

ANCHOR PACKING CO.

140 Eighth St., S. F., Cal.
PORK PACKERS AND PROVISION DEALERS.

Boilers of Kingan and Anchor Hams.

SAUSAGES, COOKED MEATS, TONGUE

Hams, Kingan, boneless boiled	20c
Anchor, "	19c
Bacon (special)	16c
Lard, 55	
" 20	9¾c
" 10	10c
" 5	10c
" 3	10¼c
	10¾c

Please note that our hams are all hand tied.

Scientifically Cooked Flavor Unexcelled



H. M. WOLTER & CO.

Dealers in

..Boneless Boiled Ham..

Leading Grocers and Delicatessens Pronounce Them the Best.

103 12th St. Tel. Mint 1763

KINGAN'S 22
H. M. WOLTER & CO LEADER 21

HEINEMAN & STERN

916 Larkin Street

	Lbs.
Garlic Sausage, Ring	
Bologna	"
Frankfurter	"
Rolla a	"
Smoked Beef	"
Pickled Meat	"
Headcheese	"
Tongues	Doz.
Dried Beef	Lbs.
Smoked Mutton,	"

Prices quoted on application by telephone or letter

COLUMN 12.

Cent 8

MEATS

			No ½ 9	2 Doz. in Case	No. 2 Tins 1 or 2 D z in Case	No. 6 Tins 1 Doz. in Case	No. 14 Tins ½ Doz. in Case	No. 1 Tins 1 Doz. in Case
Corned Beef				1 30	2 10	8 25	18 25	
Roast Beef				1 30	2 10	8 25		
Roast Ribs of Beef, Boneless				1 40	2 50			
Roast Mutton					2 70			
Brisket Beef				1 40	2 50			
Boiled Beef				1 35	2 40	8 25		
Chipped Beef				1 10		15 50		
Sliced Beef, in tins			1 20	2 50				
Sliced Beef, in glass			1 40	2 75				2 75
Brawn			1 45	1 40	2 45	8 25		
Compressed Ham				1 50	2 75			
Lunch Tongue			1 90	3 25	6 30			
Lambs Tongue			1 70	2 95				
Sliced Ham				3 70	6 40			
Sliced Bacon								2 80
Sliced Bacon in Glass								
Deviled Ham			40	80				
Potted Ham			40	80				
Potted Ox Tongue			40	80				
Potted Chicken			90	1 60				
Potted Turkey			90	1 60				
Deviled Chicken			90	1 60				
Deviled Turkey			90	1 60				
Boneless Chicken				1 60				
Boneless Turkey			3 40	5 55				
Veal Loaf			3 40	5 55				
Ham Loaf			1 10	2 10				
Beef Loaf			1 10	2 10				
Chicken Loaf			1 10	2 10				
Chicken Pate and Ham			1 10	2 75				
Chili Con-Carne			1 10					
Beefsteak and Onions				1 40				
Hamburger Steak with Onions				1 60				
Frankfurter Bratwurst			1 95	2 00				
Sweetbreads				2 00				
Vienna Sausage				2 40				
Oxford Sausage			90	1 55				
Bologna Sausage				2 45				
Vienna Sausage and Kraut				2 25				
Corned Beef Hash				1 20				
Lunch Sausage			1 10	1 50				
Ox Tongue, whole			90		No 1½	No 2	No 2½	No. 3
Minced Collops					6 50	7 50	9 50	12 00
Tripe					2 45			
Pork Sausage					1 75			
Stewed Kidneys			1 05		2 50			
Pork and Beans, plain				90	1 40			1 85
Pork and Beans, with tom. sc'e				95	1 45			1 90

Department 9.

FISH AND CHEESE.

Russian Caviar.

	Per doz
1-lb cans, 2 doz in case	$12 00
½-lb cans, 2 doz in case	6 50
¼-lb cans, 5 doz in case	3 50
⅛-lb cans, 6 doz in case	1 50
White Label Brand	3.50

CHEESE.

Foreign and Domestic.

	old	new
New York State Factory		15½
Cheddars, June make		
Twins, " "		16
Calif. State factory flats	13	14
Calif. State factory Young Americans	13	15
Limburger, Eastern, ⅌ lb		15
Swiss, imported, ⅌ lb		26
Roquefort, ⅌ lb		38
Gouda, ⅌ lb		27
Pineapples, Eastern, 6 in cs, ⅌ case		$3 35
Pineapple, Eastern, 6 in cs, small		2.35
Holland or Edam, medium, plain, per doz	$ 8.00	8 50
Holland or Edam, medium, in bladders, per doz	9.00	9.50
Holland or Edam, large, plain, per doz	9.50	10.00
Holland or Edam, large, in bladders, per doz	10.00	10.50

Fancy.

Camembert Brie, Roquefort, and Gorgonzola, jars ..... none
Parmesan C & B, sml bot, doz. 3.00
Parmesan C & B, lge bot, doz. 5.00

Bayle's.

	Small ½-lb.	1-lb.	2½-lb	5 lb
Deviled Cheese	$1.00	$2 25	$4.00	$ 500	$9.00
After Dinner Cheese	$1 00	2.40	4.00	4 50	7.50
Roquefort Cheese	$1.00	2 40	4.00	4.50	7.50

SALT FISH.

Pacific Codfish.

Bndles, 50 lbs each, per lb	4½
Cs. selected, 100 lbs ea, pr lb	5¾
Boneless, 30-lb boxes, per lb	7¼
Boneless Strips, 40lb bxs, pr lb	
Boneless Blocks, 40lb bxs, p lb	
Boneless Tablets, 36 bxs, pr lb	8
Boneless Middles, 60 bxs, pr lb	9¾
Boneless Middles, extra, 60-lb boxes, per lb	10

Eastern Codfish.

Gen Georges, 5 fish to cs	$ 9.00
Gen. Georges, 12 fish to cs	8.50
Geo. Cur. Cod, 16, 18 fish to case	8 25
Geo. Cur. Cod, 40 fish to cs	7.50
Gen. Geo. Middles, 60 fish.	13½
Gen. Geo. Tablets, 36 fish.	11½
Gen. Geo. Blocks, 40 fish..	11½

Shredded Codfish.

Codfish, Beardsley's shredded. 2 doz. in case 1.00

Norwegian Mackerel.

Bloater, 200-lb. bbl., 120-130 fish	44.00
Bloater, 100-lb. ½ bbl., 60-65 fish	23.00
No. 1, 200-lb. bbl., 150-160 fish	34 00
No. 1, 100-lb. ½ bbl., 75-80 fish	18.00
No. 2, 200-lb. bbl., 220-240 fish	30.00
No. 2, 100-lb. ½ bbl., 110-120 fish	16.00
No. 3, 200-lb. bbl., 300-350 fish	32.00
No. 3, 100-lb. ½ bbl., 150- 175 fish	12.00

Irish Mackerel.

No. 1, 200-lb. bbl., 200-220 fish	none
No. 1, 80-lb. ½ bbl., 80-90 fish	none
No. 2, 200-lb. bbl., 325-350 fish	20.00
No. 2, 80-lb. ½ bbl., 130-140 fish	9.00
No. 2, 200-lb. bbl., 475-500 fish	19.50
No. 2, 80-lb. ½ bbl., 180-190 fish	9.00
No. 1, 10-lb kits, 15-16 fish	1.25
No. 2, 10-lb. kits, 20-22 fish	1.15

American Bloaters.

Shore Bloaters, 200-lb. bbl., 115-120 fish	20.00
Shore Bloaters, 80-lb. ½ bbl., 45-50 fish	11.50
Extra No. 1, 200-lb. bbl., 120-130 fish	27.50
Extra No. 1, 80-lb. ½ bbl., 50-55 fish	11.00
No. 1, 200-lb. bbl., 140-150 fish	none
No. 1, 80-lb. ½ bbl., 60-65 fish	none
No. 2, 200-lb. bbl., 130-140 fish	28.50
No. 2, 80-lb. ½ bbl., 55-60 fish	11.00
No. 2, 200-lb. bbl., 140-160 fish	none
No. 2, 80-lb. ½ bbl., 60-65 fish	none
No. 2, 200-lb. bbl., 160-180 fish	none
No. 2, 80-lb. ½ bbl., 70-80 fish	none
No. 2, 200-lb. bbl., 180-200 fish	none
No. 2, 80-lb. ½ bbl., 80-90 fish	none

In Kits.

Extra Mess, 7 to 8 fish, each	$2.00
No. 1, kits, 8 9 fish or 15-17 fish	1 50–1.35
No. 2, kits, 8 9 or 20-22 fish	1.25

Salmon.

King, bbls	$ 12 00
Oregon Silversides, bbls	9 50
Alaska Red, bbls	10.00
Alaska Red, ½-bbls, 100 lbs	6.00
Alaska Red, kits	.85
Bellies, bbls	7 50 8.00
Bellies, ½-bbls, 100 lbs	4 25 5 50
Tongues and Sounds, kits, 10lb	1 25
Tongues and Sounds, ½-bbls	9 00

COLUMN 13.

New Herring. Pack 1905.

Holland, ex. selctd mxd bbls.	$ 16 50
Holland, ex. selctd mxd ½-bbl	8.50
Holland, ex. selctd mxd, keg	1 00
Holland, cheaper grade	90
Holland, cheap. gr., mxd, bbls	15.50
Holland, chp. gr., mxd, ½-bbl	8.00
Holland, ex. select Milchner, bbl	18.00
Holland, ex. select Milchner, ½-bbl	9.50
Holland, ex. select Milchner, keg	1.10
Holland, cheaper grade	1.00
Holland, cheaper grade, bbls.	
Holland, cheaper grade, ½-bbl	8.50
Labrador Split, 100 fish	5 25
Labrador, round, 160 fish	4 75
Pacific, ½-bbl	2.25

SMOKED FISH.

Bloaters, Grim., 100 in box	$2.65
do. do. 50 in box	1.50
Bloaters, Cromarty	2.65
Yarmouth, 100 in box	
Halibut, chunks	15
Herring, in boxes, Eastern	20
Herring, in boxes, Washington	15
Herring, boneless, Beardsley's tins, doz	$1.50
Herring, boneless, Beardsley's small, doz	1.00
Herring, Beardsley's Boneless, vacuum tumblers, 2 doz. in case	1.95
Finnan Haddies	2.00
Moir's Selected Red Herrings, 100s	1.90
Moor's Selected Red Herrings, 50s	1.25
Salmon, per lb	10 20

POTTED FISH.

	Per doz
Potted Crab	$1.85
Kipper Paste	1.00
Anchovy and Bloater Paste, plain pots	2.30
Ditto, fancy pots	4.75
Yarmouth Bloater Paste	75
Ditto, fancy pots	4.75
Kippered Herrings	1 90
Kippered Herrings, Moirs	1.90

CANNED FISH.

	Doz.
Anchovies, in oil, 2 doz. ½ pts., in glass, doz	4.00
Anchovies 2 doz. ¼ pts., doz	3 00
Bloaters, Yarmouth C. & B. ..doz	4.50
Codfish Balls, 2-lb tins, per doz	2.25
Eels, Hamburg, in jelly, 1-lb tins	1 80
Eels, smoked, 1-lb, ⅌ doz	2.50
Finnan Haddies, 2-lb oval	2.25
Finnan Haddies, 1-lb, round, ⅌ doz	2 00
Sardelles, imported, 1-lb tins	3.00
Sardelles, imported, in glass	3 00
Sardelles, domestic, 1-lb glass	2.25
Sardelles, Ankera, ⅛ keg	3 00

Mackerel.

1-lb tins, 50 in a case. 2-lb tins, 2 doz. in a case.

Gold Label, 1-lb tins	1.50
P. & W., 2-lb soused	2.75
P. & W., 2-lb, mustard	2.75
P. & W., 2-lb, tomato	2.75
Underwood, 2-lb, soused	2.85
Underwood, 2-lb, tomato	2.85
Underwood, 2-lb mustard	2.85
Los Angeles, 2-lb, soused	2.55
Los Angeles, 2-lb, tomato	2.55
Los Angeles, 2-lb, mustard	2.55
Mt. Desert, 2-lb, soused	2.25
Mt. Desert, 2-lb, tomato	2.25
Mt. Desert, 1-lb, soused	1.35
Blueback, 1-lb, fresh	1.10

Crescent Mackerel.

Soused, 18 oz, tins, 4 doz. in case, d	$1.80
Tomato, 18 oz. tins, 4 doz. in case, doz	1.80
Mustard, 18 oz. tins, 4 doz. in case, doz	1.80

1311-1315 Pacific Street.

Mackerel in Oil.

Bezler's	3.00	4.00
Lemarchand	5.00	7.00

Booth's Crescent Mackerel.



(Soused, Tomato and Mustard.)
1's, 4 doz. to case, per doz 1.80
2's, 2 doz. to case 2.50

Salmon.

Alaska Red, 1lb tins, doz	95
Alaska Red, 2lb tins, doz.	1 60
Alaska Pink, 1lb tins, doz	80
Alaska Pink, 2lb tins, doz	1 50
Alaska Flats, 1lb tins, doz.	1 40
Oregon Red, 1lb tins, doz.	90
Oregon Red, 2lb tins, doz.	1.60
Oregon Pink, 1lb tins, doz	75
Oregon Pink, 2lb tins, doz	1 50
Oregon Flats, 1lb tin. doz.	1.00 1 60
Columbia River, 1lb talls	1.60
Columbia River, 1lb flats	1.75

French Sardines.

¼s, according to quality and size of tin, p. cas 9.50 12.50
½s, according to quality and size of tin, p. case. 19.00 20.00

COLUMN 14.

American Sardines.

Packed 8 1-3 doz in a case.

⅜s 50 tins in case.	
American ⅛s in oil, per case	$3 25
American ⅛s in oil, 5-case lots	3 15
American ⅛s in oil, per doz	.50
American ⅛s in mustard, doz.	.60
American ⅛s in mustard, case	3.35
American ¼s in mustard, doz.	.90
American ¼s in mustard, case	2 80

Sprats.

Piloto	6.75	7.00
Menhle	6.75	7.00

SHELL FISH.

Abalones.

4 doz in cs, with shells, cs .. 6.00

Clams and Clam Juice.

	doz.
Doxsee Clams, 1-lb. tins	$1.75
Doxsee Clams, 2-lb. tins	2 75
Doxsee Clam Juice, 1-lb. tins	.90
Doxsee Clam Juice, 2-lb. tins	1.60
B & M Lunch Clams, flat tins	1.37½
Underwood Clams, 1-lb. tins	1.00
Underwood Clams, 2-lb. tins	1.60
P. & W. Clams, 1-lb. tins	1.00
P. & W. Clams, 2 lb. tins	1.50
Oxford Clams, 1-lb. tins	.95
Oxford Clams, 2-lb. tins	1.50
P. & W. Clam Chowder	2.10
Burnham's Clam Bouillon, qts	4 00
Burnham's Clam Bouillon, pts	4 50
Burnham's Clam Bouillon, ½ pints	2.40

Lobsters.

	Doz.
Red Jackets, flats, 1s	2.85
Deep Sea Picnics, ½s	2.45
Triumph Tails, 1s	2.00

Oysters.

Oysters, Selects, 12 oz	$1.60
Oysters, Selects, 6 oz	3.25
Oysters, Standard, 10 oz	2.00
Oysters, Standard, 5 oz	1.10
Oysters, Standard, 8 oz	1.70
Oysters, Standard, 4 oz	.90

Shrimps.

Shrimps, pickled, 1-lb. tins	$1.05
Shrimps in Tomato Sauce, 1-lb. flats	
Dunbar's Picnics, 4 doz in cs	1.0
Dunbar's 1½-lb., 2 doz in cs	2.10
Pickled Shrimps, 1-lb., 4 doz in case	1.05

Department 10.

LAUNDRY MATERIALS.

Ammonia.

GREER'S WASHING AMMONIA

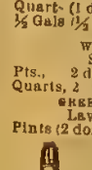
First grade absolutely pure. 180 Beaume Strength.

Pints (2 doz. to ca e)	$1 55 per doz.
Quarts (1 doz. to case)	2 55 " "
½ Gals (½ doz. to case)	4 25 " "

WASHING AMMONIA
Standard Grade,

Pts., 2 doz. to case, per doz	$ .75
Quarts, 2 " " "	1 25

GREER'S TOILET AMMONIA
Lavender and Violets.
Pints (2 doz to case) .. $2 50 per doz.



Parson's Household Ammonia

	per doz.
½ gals., 1 doz. in case	$4 50
Quarts, 1 doz. "	2 65
Pints, 2 doz. "	1 75
Dime size 3 doz. in case, per case	2 95

Bluing.



Liquid Laundry Bluing.

SCOTT & GILBERT CO.
Manufacture s
211-216 Mission Street

SUNSET

	doz.
¼ pints, 3 doz. case	40
½ pints, 3 doz case	60
Pints, 2 doz. in case	75
Quarts, 2 doz. cs.	1 45

Bluing, ball.

Mikado, ½'s, 100-lb case, lb	20
Mikado, ⅛'s, 100-lb case, lb	22
Nuremberg, A, ½'s, ⅌ lb	33
Do A, D, ½'s, ⅌ lb	25
Do A, C, R, ½'s, ⅌ lb	21
Washerwoman, ½'s, ⅌ lb	12
Do ¼'s, ⅌ lb	14
German Ultramarine ½s, ⅌ lb	12
Do ¼'s, ⅌ lb	14
Deschamp's French, 1's, ⅌ lb	28
Do ½'s, ⅌ lb	29
Gold Medal, qt, ⅌ doz	1 25
Do pt, ⅌ doz	1.00
Do ½-pt, ⅌ doz	75
Do ¼-pt, ⅌ doz	45
Do China Label, qt, ⅌ doz	1.25
Greer's, 1 dz qts. & doz	2.25
2's, 2 doz to cs	2.50
Do 2 doz. pts, ⅌ doz	1 44
Do 3 doz. ½ pts, ⅌ doz	90
Pacific, 1 doz. qts, ⅌ doz	1 10
do. 2 doz., qts & doz	.80
Do 3 doz. ½ pts, ⅌ doz	65

COLUMN 15.

Borax.

20-Mule Team, powdered 1's, cs. of 2 doz	$2 25
20-Mule Team, powdered 12-oz. cs. of 4 doz	3 60
20-Mule Team, powdered ¼'s, cs. of 8 doz	3 84

(Less 5 per cent. in 5 case lots; 10 per cent. in 10 case lots).

Cartons, 1's, 2 doz. in box	.09
Lump, 25 lb. in box	.08
Powdered, 25 lb in box	.08½

Chloride of Lime.

Brookman's, 1's, ⅌ lb	7¼ 7½
Do ½'s, ⅌ lb	8½ 9
Salter's Purity Brand, ex qual doz	.85

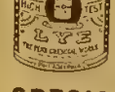
Lye.

Big Bonanza Lye

Case of 48-1 lb tins	3.30
5 case lots	3.25

Star Scrubbing Lye

48-½ lb tins, per case	1.75
5 case lots	1.70
Merry War, 4 doz in case	3 10
Merry Nickel, 4 doz to case	1.75
Eagle Lye, 4 doz. in case	3 60
Do 3-case lots	3.50
Do 5-case lots	3 40
Tomson's Red Seal, 4 dz. to cs	4.00
Do 5-lb, 12 5s to case	4.50
American, 4 doz in case	3.25
Do in 5-case lots	3 00
Babbitt's Lye, 4 doz in case	3.25
Do in 5-case lots	3 00



BANNER LYE

Cs., 4 doz	$4.00
Cs., 2 doz	2.00

SPECIAL FREE DEAL

LIMITED

Freight Paid to Country Points

5 Case lots, per case	$4.25
One additional case free	
Net cost	3.54
3 Case lots, per case	4.25
One additional case free	
Net Cost	3.54

Sal Soda.

California, pkgs	1.00
California, bbls	1.06

Department 11

STARCHES.

RIVERSIDE



Corn. must be re- tailed at 8c. 0 1's per lb .. 5½c

Gloss. 8 1's per lb .. 5½c 16 3's per lb .. 5¼c 12 6's per lb .. 6c

FREE. During June case corn ree with ach 6 box rder, as- orted or traight. Must be re- tailed at 8c.

Corn Starch.

Log Cabin, 40 1s, per pkg	4
Liberty, 40 1s, per pkg	5½
Duryea's, 40 1s, per pkg	7¾
Niagara, 5-box lots, pkg	5½
Niagara, 40 1s	5½
Kingsford's, 40 1s, pkg	7¾
Lily Corn, 40 1s, per pkg	5½
Lily Corn, 5-box lots	5½
Lily Corn, 20 1s, per pkg	5½
Sioux City, 40 1s, per pkg	5½
Sioux City, 5-box lots, pkg	5½
None Such, 401s, per pkg	5½

Laundry Starch.

Elastic Starch, 64/1's, per box	5 00
Celluloid, 64/1's, per box	5 00
Best Gloss, 48/1's, per lb	5½
Liberty Gloss, 48/1's, per lb	5¼
Liberty Gloss, 16/3's, per lb	5½
Best, 12/6's, per lb	5½
Standard, bulk 40-lb. boxes	3½
Sioux Gloss, 48/1's	5½
Sioux Gloss, 3's, 16 in box	5½
Kingsford's S. G., 1's, 40-lb. bx	8½
Kingsford's S. G. 6's, 12 in crate	8½
Kingsford's Pure, 1's, 40-lb. bxs	7½
Duryea's S. G., 1's, 40-lb. bxs	8
Duryea's S. G. 6's, 12 in crate	8½
Duryea's Superior, 1's, 40-lb. bx	7½
Niagara Gloss, 1's, 40-lb bxs	5½
Niagara Gloss, 6's, 12 in crate	6½
Niagara Gloss, bulk, 50-lb. bxs	4½
Lily Gloss, 1's, 48-lb. box	5½
Lily Gloss, 6's, 12 in case	6½
Lily Gloss, 3's, 16 in case	5½
None Such, 1s, 48-lb boxes	6½
None Such, 6s 12 to crate	6
None Such, bulk, 50 lb box	4½

COLUMN 16.

Department 12

Soaps and Washing Powder

Western Star Soap

WHITE PETROLEUM BLEACHING.

100 bars per case $4.10

LASCO KOLD WATA NAPTHOL.

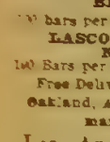
100 Bars per case $4.00

Free Delivery in San Francisco Oakland, Alameda and Berkeley

manufactured by

Los Angeles Soap Co.

San Francisco Office, 115 Davis St. Telephone Grant 110.



THE BEAVER SOAP CO., Dayton, Ohio.

Grandpa's Wonder Soap.

100 cakes 4-oz $3.60

50 cakes 4-oz $ 3.50

Powdered Soap.

Grandma's Borax, 24 3-lb. per case $4.00

Grandma's Borax, 60 12-oz. per case 2.40

Peet Bros.

Silk Soap 2.80

Ammonia Benzoline 3.85

Cocoa Borax 4.10

Crystal White 3.85

Lily White (Floating)..... 3.80

Standard Soap Co.

Top Notch 100, 10-oz..... $3.50

Sunburst, 100 12-oz 3.75

Yellowstone, 100 14-oz 3.75

Marigold, 100 16-oz 3.90

Thomas' Cool Water, 100 13-oz 4.00

Thomas' Cool Water, 20 13-oz .85

Milo 100 4-oz., 100 cartons.... 6.50

Magno "Floating Borax," 100 10-oz. 4.00

Gold Medal Borax, 100 10-oz.... 5.50

Gold Medal Borax, 20 10-oz.... 1.15

Purity, "Floating," 5c size.... 3.90

Purity, "Floating," 10c size.. 6.25

Purity, "Floating," 10c size, 20 1.30

Electric Mineral, 100 16-oz.... 5.50

Electric Mineral, 20 16-oz..... 1.15

Peerless Kitchen, 100 10-oz.... 3.00

Peerless Kitchen, 20 10-oz..... .65

Miscellaneous.

Miller's Naptha, per case, ... 4.35
½ doz. to list free.

Fels Naptha, 100 14-oz..... 4.40

Hot or Cold, 100 10-oz..... 4.00

Life Buoy, 100 ..... 4.00

Mikado, 100 14-oz..... 3.50

Mikado, 20 14-oz..... .85

Lenox, 100 ..... 3.00

Lenox, 20 ..... .75

Ivory, 100 10-oz..... 7.00

Fairbanks Clairette, 100 ..... 3.35

Fairbanks' Santa Claus, 100... 2.85

Fairbanks' Copco, 100 ..... 3.90

Fairbanks' Fairy Oval, 100.... 3.90

Grandpa's Wonder, large, 50.. 3.50

Grandpa's Wonder, small, 100. 3.50

Peets' Pine Tar, 50 ..... 1.90

Peets' Pine Tar, 100 ..... 3.75

Babbitt's 100 ..... 4.10

Jergens Pumice, 50 small..... 1.75

Jergins Pumice, 50 large..... 3.00

Uncle Sam's Tar, 100 small.... 3.50

Uncle Sam's Tar, 50 large..... 3.40

Stryker's Kitchen Soap, 100s... 3.50

Stryker's Kitchen Soap, 20s.... .75

Pearl, 100, large..... 4.00

Castile Soap.

La Lune White Castile, lb..... 7¾

White Virgin, per lb..... 7¾

White, Conti 14 15

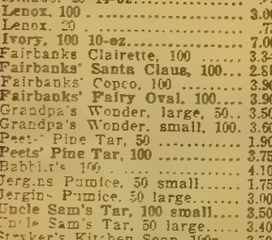
Mottled, Imported, per lb. 6½ 7

Clover Leaf White 12

La Benion 7½

Scouring Soaps.

Bon Ami, 2 doz to cs, pr cs.. 2.50



Sapolio, scouring, ½ gross box, per box 4.50

Sapolio, hand, ½ gross box, per box 4.50

WASHING POWDERS.

Gold Dust, 24 7's, per case.... 4.50

Gold Dust, 100/10-oz..... 4.00

Gold Dust, 1 ex free with case $4.00 for 10 oz

Lavarine, 36 1-lb., per case.. 3.00

Lavarine, 100 5c pkgs..... 3.50

Pearline, 36 1-lb pkg 3.10

Pearline, 100 6-oz pkgs 3.75

Soapine 20 3-lb pgs..... 3.60

Soapine 50 1-lb pkgs 3.25

Soapine 100 ½-lb. pkgs 3.60

Babbitt's 1776 6-oz..... 2.85

Rub-No-More 72/1's 4.50

Rub-No-More 24/3's 4.25

Rub-No-More 100/1½'s 3.75

Gold Dust Borax, powdered, 24 2s 4.00

do. 60, 2s 2.40

COLUMN 17.

Department 13

OILS, PAINTS, ETC.

Coal Oil.

Water white, coal, bulk..... 12½

Pearl, cases, 25's 18

Astral, cases, 25's 18

Star, cases, 25's 17½

Ex. Star, cases, 25's 20½

Elaine, cases, 25's 26

Gasoline and Benzine.

86° Gasoline, bulk, 25 cases.... 31

74° Gasoline, bulk 16 cases..... 22

65° Benzine, bulk, 13 cases..... 19

Turpentine.

Strictly Pure, cases, 2-5's..... 91

Do drums or iron bbls. 85

Linseed Oil.

Strictly pure, raw, bbls.....gal 50

Do. boiled, in bbls...gal 52

Do. raw, cs, 2-5's....gal 55

Do. boiled, cs, 2-5's..gal 57

Castor Oil.

Baker's AA, cs, 2-5's 1.16

Pure, No. 2, cs, 2-5's..... 1.05

No. 1, cs, 2-5's ..... .70

Lard Oil.

Strictly pure, bbls., 75 cs..... 80

Sup. Win., str., bbls. 65 cs.... 70

No. 1, bbls. 55 cs 60

Neatsfoot Oil.

Cooper's bbls. 75 cs..... 80

Extra, bbls, 62½ cases..... 67½

No. 1, bbls. 57½ cases..... 62½

Lubricating Oils.

Star Cylinder Oil, bbls, 60 cs..65

Columbia Cyl. Oil, bbls, 40 cs..45

Gem Cyl. Oil, bbls, 80 cs.....90

Ruby Cyl. Oil, bbls, 50 cs.....60

Star Engine Oil, bbls, 50 cs....55

Columbia Eng. Oil, bbls, 30 cs.85

Paragon Eng. Oil, bbls, 45 cs..55

Red Eng. Oil, bbls, 27 cs.....32

Star Mach. Oil, bbls, 30 cs....35

Star Dynamo Oil, bbls, 50 cs....55

Star Spindle Oil, bbls, 40 cs....45

Star Sep'tor Oil, bbls, 50 cs....55

Favorite Sep'tor Oil, bbls, 25 cs.30

Miscellaneous Oils.

Union Salad Oil 45 50

Globe Salad Oil 45 50

Pure Sperm Oil 75 80

No. 1 Polar 50 55

China Nut oil, ord'ry.....62½

China Nut oil, No. 1.....80

WHITE LEAD.

Pioneer, in kegs 7¼ 8

DRY PAINTS.

Eng. Paris White, bbls. 1.35 1.60

Whiting, bbls 1.00 1.15

Kalsomine, bbls 1¼

Prince's Min'l B'wn, bbls 1.65

Yellow Ochre, bbls 1½

Eng. Ven. Red, bbls.... 1.50

Department 14

FARINACEOUS GOODS.

FLOURS.

Globe Grain & Milling Co.
Cor. Chestnut and Montgomery

California Selected Wheat,

	Barrel
** "Banquet" (fancy patent)...	$5.05
*** "Silver Star" (patent)....	4.65

Blended Wheat,

*"Al" Family	5 15

Entire Eastern Wheat.

Globe, Bakers' .....

(½ bbls. 10 cents per bbl. higher.)

*"Al" must be retailed for not less than $1.40 per ¼ sack.

**"Banquet" must be retailed for not less than $1.20 per ¼ sack.

***"Silver Star" must be retailed for not less than $1.25 per sack.

Miscellaneous Flours.

Cal. Family	4 60	$5.15
Cal. Bakers', extra.	4.80	4 90
Rye Flour		4.75
Rye Meal		4 50
Graham		4.50
Whole Wheat		4.75

Meals in Sacks or Boxes.
Less 10 per cent.

	Bales 100 lbs. 10 10-lb sacks
PEACOCK Self Raising Buckwheat Flour	$6.00
Advent Flour	3.50
Buckwheat Flour—new process	4 75
Buckwheat Flour—Patent Roller	4.50
Buckwheat Groats	4.10.00
Corn Flour, white or yellow	2.75
Corn Meal, pearled or yellow	2.75
Corn Meal, pearled, white	.75
Corn, Meal, Extra Cream, yellow	3.75
Corn Meal, Extra Cream, white	3.75
Cracked Wheat, Pearled—new process	3.75
Rolled Wheat, bale, 10 7-lb. and 10 10-lb. sacks	3.50
Rolled Oats, bale 10 7-lb. and 10 10-lb. sacks	4.75
Farina	4.50
Graham Flour, Patent Roller	3.25
Hominy, large	3.75

COLUMN 18.

	Bales 100 lbs 10 10-lb. sacks
Hominy, small	4.00
Oat Meal, granulated..	4.50
Oat Meal, Patent Cut A, B or C	4.75
Oat Groats	4.75
Pearled Barley, No. 1, 25 lb. and 50 lb. Boxes ...	6.00
Pearled Barley, No. 2, 25 lb. and 50 lb. Boxes. ..	6.00
Pearled Barley, No. 3, 25 lb. and 50 lb. Boxes....	6.00

	Bales 100 lbs. 10 10-lb. sacks
Rice Flour, Patent Roller	5.00
Rye Meal, Patent Roller..	3.50
Rye Flour, Patent Roller.	3.75
Split Peas, yellow, 25-lb. boxes	5.50
Split Peas, green, 25-lb. boxes	5.50
Whole Wheat Flour, Patent Roller	3.50
Wheat Meal, fine or coarse	3.75

In 50-lb. sacks deduct 4 cent per pound from above prices.

In 25-lb. sacks deduct 2 cent per pound from above prices

Meals in Sacks and Barrels.
(Less 10 per cent.)

Extra Cream Rolled Oats, in wood, 180 lbs. net..	$5.00
Extra Cream Rolled Oats, in sacks (180) 90 lbs. net sacks	7.50
Alta Mills Rolled Oats, in wood, 180 lbs. net.....	7.00
Alta Mills Rolled Oats in sacks (180) lbs., 90 lbs. net sacks	6.50
Rolled Wheat in wood, 150 lbs. net	4.40
Rolled Wheat in sacks, 150 lbs. 75 lbs. net sacks	3.90

PACKAGE CEREALS.

Less 20 per cent. Per case.

Peacock Self-Raising Buckwheat Flour—	
20 3½ lb. pkgs.....	$4.75
40 1¾ lb. pkgs.....	5.00
24 3 lb. pkgs.....	4.75
California Flap Jack Flour, 36 2 lb. pkgs.....	4.50
Semola, 20 4 lb. pkgs....	4.50
Nuttygrains, 20 4 lb. pkgs.	4.50
California Cream Flake Oats, 36 2 lb pkgs.....	4.50
Farina, 24 1 lb pkgs....	2.00
Primrose Wheat, 36 2½ lb. pkgs.	4.50

PEACOCK CEREALS.
Manufactured by the Del Monte Milling Co.
(Net f. o. b. S. F.)

	Per case. 36	20
Buckwheat Flour...	3.55	4.75
Yellow Corn Meal...	2.25	3.10
White Corn Meal...	2.25	3.10
Cracked Wheat pr'd.	3.25	4.20
Graham Flour.. ..	2.75	3.50
Large Hominy.. ..	3.25	4.20
Small Hominy.....	3.40	4.35
Oat Meal, Grnltd....	3.55	4.35
St'l Cut Oat Meal, A, B or C.....	3.65	4.75
Pearl Barley.....	4.65	6.10
Rice Flour, Pat. Rlr.	5.90	7.90
Rye Flour, Pat Rlr...	3	4.20
Rye Meal, Pat Rlr...	3.15	4.00
Split Peas, Yellow..	4.25	5.60
Split Peas, Green...	4.35	5.60
Whole Wheat Flour, Pat. Rlr.	2.90	3.75
Gluten Flour	4.20	5.90
Farina	3.45	4.85

MISCELLANEOUS PACKAGE CEREALS.

Capit'l Mills Rolled Oats, 36/2's	3 60
Grape Nuts, 1 & 3 doz, pr doz	1 40
Breakfast Gem, case 3 doz....	3.60
Wheatine, 36/2's, pr cs.....	3.75
Germea, 20 4-lb pkgs, pr cs....	4.00
Germea, 24 2-lb pkgs, per case.	3 10
H-O Buckwheat, 2 doz 3-lb pkgs, per case	3 75
H.-O. Pancake Flour, case....	3 90
H.-O. Oats, 24/2's, per case....	2 15
Cream of Wheat, 36/2's.....	5.25
Crespo, 36/2's	2.75
Snow Flakes, 36/2	3.00



MALTA VITA

36 1s, case $4.00

Our Mother's Mush, 36/2.. 2.75

Twin Brothers Mush, 36/2 s 0

Carnation Wheat Flakes, 24/5's 5 40

A B C Breakfast Wheat, 72/2's 5 00

A B C Breakfast Wheat, 36/2's 2 60

Flaked Rice, 24/7's 3 00

Ralston Breakfast Food, 36/2's 4 50

Do. Barley Food 36/2's.... 4 25

Do. Health Oats 36/2's 4 00

Do. Hominy Grits 36/2's.. 4 00

Do. Health Oats, 36-2's 3 60

Do. Select Bran 24/3's 2 50

Do. Pancake Flour, 36/2's 3 75

Do. Whole Wht Flr, 4/4's 5 50

Quaker Oats, 36 2s 3.80

Scotch Oats 36 2s 3.60

Continued on Col. 25, Page 15.

COLUMN 19.

Department 15.

SPICES

PURE—Square Tins, Full Net Weight.

	¼'s	½'s	1's	2½ lbs.	5 lbs.	Blk
Allspice	$0 70	$0 95	$1 60	$ 3 50	$12 75	21
Cinnamon	1 15	1 80	3 30	6 25	15 25	30 00	43
Cloves	90	1 35	2 40	4 5	10 60	20 55	31
Ginger	75	1 05	1 75	3 10	7 50	14 30	23
Mace	1 75	3 00	5 65	10 90	26 95	53 30	73
Mustard	70	95	1 60	2 80	6 70	12 75	21
Nutmeg	1 25	2 05	3 80	7 15	17 60	34 60	49
Pepper	85	1 10	1 90	3 40	8 25	15 85	23
Cayenne	80	1 15	2 00	3 55	8 65	16 65	26
W. Pepper	95	1 45	2 65	4 65	11 75	22 90	34
Sage	70	95	1 60	2 80	6 70	12 75	21
Thyme	70	1 00	1 65	2 95	7 10	13 50	22
Savory	70	1 00	1 65	2 95	7 10	13 50	22
Marjoram	75	1 10	1 85	3 30	7 85	15 10	24
Poultry Seasoning		1 90	.....	.....	.....	.....	..

SECOND GRADE—Round Tins, Short Weight.

	¼'s	½'	1's	2½ lbs.	5 lbs.	Blk.
Allspice	55	1	1 75	3 95	7 60	13
Cinnamon	65	1 80	2 10	4 90	9 50	16
Cloves	65	1 25	2 25	5 20	10 20	17
Ginger	55	1 00	1 75	3 95	7 60	13
Mace	1 25	2 30	4 10	10 50	21 00	34
Mustard	55	90	1 50	3 60	7 00	12
Nutmegs	85	1 70	3 10	7 40	14 60	24
Pepper	60	1 15	2 00	4 55	8 90	15
Cayenne	60	1 15	2 00	4 55	8 90	15
W. Pepper	75	1 45	2 65	6 15	12 05	20
Sage	55	1 00	1 75	3 95	7 60	13
Thyme	60	1 05	1 90	4 25	8 25	14
Savory	60	1 05	1 90	4 25	8 25	14
Marjoram	60	1 05	1 90	4 25	8 25	14

SCHILLING'S BEST SPICES.—Nature's Best.

Square tins Never sold in bulk.

Small, medium, large sizes have sifting tops except Mustard.

	Small size per doz.	Medium size per doz.	Large size pe. doz.	Ex. Large size per doz.	Hotel size per tin.
Pepper	.70	1 20	2 20	3 75	.78
Mustard	.75	1 35	2 35	3 90	.81
Must. Comp.	.75	1 35	2 25	3 90	.81
Ginger	.75	1 25	2 25	3 90	.81
Allspice	.75	1 10	2 00	3 50	.73
Cinnamon ...	.90	2 25	4 25	7 50	1 85
Cloves	.85	1 40	2 60	4 75	.87
Nutmegs ...	1 50	2 75	5 25	10 00	2.00
Mace	1 75	3 00	5 75	11 50	2.15
Cayenne ...	.90	1 50	2 75	5 00	.93
W. Pepper	.95	1 75	3 25	5 75	1.00
Sage	.75	1 25	2 25	3 90	.81
Thyme	.85	1 40	2 60	4 75	.87
Marjoram ...	.95	1 75	3 25	5 75	1.26
Savory	.85	1 40	2 60	4 75	.87
Cases contain..	6 doz	4 doz	2 doz.	2 doz.	1 doz
Gross weight..	22 lbs.	23 lbs.	24 lbs.	40 lbs.	53 lbs

MUSTARD.

Colman's, ¼'s, 12 lb to box, lb.	.52
Colman's, ½'s, 12 lb to box, lb.	.48
Colman's, 1's, 12 lb to box, lb..	.48
Colman's, 5's, per lb.....	.40

Mustard, Prepared.

Small bottles, 24 to cs, pr doz	.55
Small stralghts, fan y, 24 to case per doz	.95
Webb's Gl Top	1 75
Large Bas Allarm 4 to cs	1 60
In 2 gal kegs, per keg	1 15
In 5 gal kegs per keg	1 70
Lotz Pierre French doz....	2 25
Eddy's Salad Mustard—	
6 oz., 24 to case	2 00
8-oz. 24 to case	1 35
1-qt. 24 to case	2 00
Hirsch's Horseradish Mustard 10-oz., 24 to case	1 25

Department 16

BAKING POWDER AND FLAVORING EXTRACTS.

ROYAL

	1 cs. lot	5 cs. lot	15 cs. lot
¼ lb cans....	$ 1 88....	$ 1 86....	$ 1 84
6 oz cans	1 92....	1 89....	1 87
½ lb cans	2 57	2 52	2 49
12 oz cans	3 52	3 45	3 42
1 lb cans ..	4 95....	4 85....	4 80
2½ lb cans ..	11 75	11 40	11 25
5 lb cans ..	23 60 ..	23 24..	22 90
5 lb cans ..	24 75 ..	24 00 ..	23 65

An extra per cent of 1 per cent is packed in barrels

Schilling's Best Baking Powder.

Never sold in bulk

10-lb. tins, per doz....	$39.00
5-lb. tins, per doz.....	20 00
4-lb. tins, per doz....	16.00
3-lb. tins, per doz....	12.50
2½-lb. tins, per doz ..	10.50
16-oz tins, per gross ..	$33 00
12 oz tins, per gross	41.00
8-oz tins, per gross....	28.00
6-oz. tins, per gross....	22 50
4-oz. tins, per gross ...	16.50

TROPHY

4 oz., per doz.	$0.95
6 oz, "	1.35
8 oz, "	1.70
12 oz, "	2.35
1 lb., "	3.00
2½ lb., "	7.50
3 lb., "	9.00
6 lb., "	14.50

MISCELLANEOUS.

Home, 10 oz	$0.90
Home, 25 oz.....	2.00
Home, 50 oz.....	4.00
Home 80 oz	6.00
K. C. 10 oz	.85
K. C. 15 oz.....	1.25
K. C., 25 oz.....	2.12½
K. C. 50 oz.....	4.00
K. C., 80 oz.....	6.50

COLUMN 20.

Cream Tartar.

Standard bulk, 30 lb box.....	.27
Standard 12 1-lb tins.	.28
Pure, bulk, 30-lb box.....	.38
Pure, 5-lb tins, per lb.....	.38
Pure, ½-lb tins, per doz.....	5.00

SODA.

Churches, A. & H., or Dwight's Cow Brand, 60 lbs. to case.

1-lb	per lb $0.05
½-lb	per lb .05½

EXTRACTS FLAVORING.

GUITARD'S "PURE"

per doz	2 oz	4 oz	6 oz	8 oz
Vanilla	$2 00	$4 75	$7 00	$9 00
Lemon	1 75	3 25	4 50	6 00

Net weight. Patent Sprinkler Tops

Schilling's Best Extracts.

Triple Strength, Pure and Uncolored Sprinkling Tops.

Net weight. Never sold in bulk.

	Lemon and Others. per doz.	Vanilla and Rose. per doz
1 oz.....	1.30	1.80
2 oz.....	2.00	3.00
4 oz.....	3.75	6.75
6 oz.....	5.50	8.50
8 oz.....	7.25	11.00
16 oz.....	14.00	21.50
32 oz.....	27.00	42.00

Souder's Flavoring Extracts.

Price per gross.

	2 oz	4 oz.	8 oz.
Reg. Lemon...	9.00	18.00	54.00
Reg. Vanilla..	14.40	28.80	72.00
XX Lemon....	18.00	36.00	72 00
XX Vanilla...	21.00	42.00	84.00
Assrtd Flavors	18 00	36 00	72.00
Rose Coloring.	18.00	36.00	.....
Yellow Colrng.	18.00	36.00	.....
Jamaica Gngr..	18.00	.....	.....

Assorted flavors contain strawberry pineapple, orange, almond, rose, etc.



"Venus" Extracts."

Lemon, 2 oz., per doz.....80
Vanilla, 2 oz., per doz.....80
Assorted Flavors, per doz.....80

COLUMN 21.
Department 17

CANDIES.

Lozenges.
(5-lb. boxes.)

XXX Peppermint, palls	.13 14
Thin Peppermint	.16
T. T. Peppermint	18
Druggist Peppermint	55
Musk, fluted, palls	.20
Cinnamon, Lemon, Sassafras, Rose	.16
Midget Fruit	.20
Conversation and Hearts	.16
Lilliput Conv. Hearts	17
Midget Conv. Lozenges	18
Crown T. T. Lozenges, 24 5ct. pkgs	.80
Aurora Lozenges, 24 5ct. pkgs	.80
Cough Troches, 5 lb bxs	.25
Eagle Wafers, Peppermints, Wintergreen	.25

Mixed Candy.
(30-lb. palls.)

Plain Mixed	8½
Pacific Mixed	10
Royal Mixed	12½
Grocers' Mixed	10
Yankee Mixed	13
American Mixed	13
Fancy A. Mixed	14½
Fancy C. Mixed	14
French S. Mixed	16
French No. 1. Mixed	18
French Extra Mixed	20
Lady. Mixed	15
Broken Mixed	9

Steam Panwork.

Anis Seed	22
Aromatic Cachous	18
Assorted Berries	16
Assorted Dragee	14
Assorted Imperials	16
Assorted Small Seeds	22
Birds' Eggs	16
Boston Baked Beans	17
Burnt Peanuts	18
Burnt Almonds	25
Caraway Seed, smooth	22
Caraway Seed, pearled	23
Celery Seed	22
Cinnamon Beans, large red	15
Cinnamon Beans, Imperials	16
Coriander Seed, pearled	32
Jelly Beans, palls	12½ 14
Jelly Birds' Eggs	16
Jelly Cranberries	16
Jelly Limes	16
Jelly Raspberries	16
Jordon Almonds, fine	45
Jordon Almonds, imitation	18
Licorice Beans	15
Red Hots	25
Ringed Marbles	16
Sugar Coated Licorice Tablets	20
Sugar Almonds	25
Sugar Plums	16

Stick Candy.
(30-lb. palls.)

Assortment: Peppermint, Lemon, Rose, Clove, Anis, Cinnamon, Sassafras, Vanilla, Pineapple, Wintergreen 8½

Hoarhound	9
Hoarhound, wrapped	11
Peanut Sticks	13
Peanut Sticks, wrapped	13
Cocoanut Sticks	13
Cocoanut Sticks wrapped	13

Taffies.

Peanut Taffy	15
Peanut Flake	15
Peanut Squares	14
Cocoanut Taffy	15
Cocoanut Squares	15
Chunks: Vanila, Rose, Chocolate, Lemon, Molasses	14
Broken Taffy of broken chunk	13

Drops and Lumps.
(30-lb. palls.)

Mixed Drops and Lumps	8½
Molasses Peppermint Lumps	11
Hoarhound Drops	11
Crystal Rocks	12½

Gum Goods.
(5-lb. boxes.)

A. B. Gum Drops, assorted	9
A. B. Gum Drops, Licorice	9
A. B. Gum Drops, Crystalized	11
A. B. Bonbons, plain, in bbls	7
A. B. Bonbons, fancy, in bbls	7½
A. B. Bonbons, fancy, crystalized, 5-lb. boxes	14
A. B. Fruits	18
Royal Gum Drops	15
Genuine Gum Drops, hard	25
Jelly Squares, assorted	14
Bijou Sticks	18
Spiced Jelly Drops	20
New Turkish Figs	16
Fig Paste, plain	17
Fig Paste, tricolor	18

Cream Goods.
5-lb. boxes.)

Fondans Creams	14
Hand Dipped	19
Hand Dipped, with nuts on	21
Fruit and nut Ices	18
Cream Peppermint	20
Crushed Fruit Bonbons	30

Chocolates.
(5-lb. boxes.)

Chocolate, plain	14
Chocolate, Hand Made	20
Chocolate Dipped Bonbons	20
Chocolate Dipped Bonbons, with nuts	22
Chocolate, Climax, 30-lb palls	16
Chocolate Chips	28
Chocolate Nonpareil Drops	20
Chocolate Wafers	22
Chocolate Cream Tablets, 80 in box	1 10

COLUMN 22.

Marshmallows, Nougats, Etc.

Occidental Marshmallows, 5-lb tins	.28
Occidental Marshmallows, 3-lb tins	.30
Dipping Marshmallows, 5-lb. boxes	.25
Angel Food, 5-lb. boxes	.20
French Nouget, 30 5c slices in box	1.00
Walnut, Apricot, Spanish Nouget, 5-lb boxes, per lb	.25

Sundries.

Opera Caramels	19
Rock Candy, white & red	.15
Rock Candy, brown	16
Licorice Drops	.20
Licorice Sticks, 16 to lb	.28
Locorice Tablets, 5 lb bxs	.25
Licorice Tablets, 24 5c bxs	.80
Licorice Penny Sticks, 100 in box	.65
Buttercups, 5-lb tins	.2

CHEWING GUM.

	Single	Box
Sweet Wheat, per box		.50
Tutu Sugar Plum, box		.55
Yankee Spruce, 20 pcs		.55
Sen Sen, 20 pcs		.55
Red Rooster, 20 pcs		.55
Sweet Heart, 20 pcs		.55
Newton's Pepsin, 20 pcs		.55
Bloodberry, 20 pcs		.60
Pepsin Sticks, 20pcs		.60
Chiclets, 40 5c pkgs		1.25
" 3-lb. boxes		1.35
" 10 0c pkgs		.80
" 12 25c pkgs		2.00

CRACKERS.



MADE BY THE
MUTUAL BISCUIT CO.

	lb.	¼ box
Almond Drops	15	
Animals	12½	$1.20
Arrowroot	14	1.50
Assorted	12	1.15
Assorted, extra	14	1.30
Assorted, fancy	20	1.75
Assorted Wafers	16	1.90
Assorted Jumbles	14	1.25
Boston	9	.60
Butters, Mutual	10	.70
Butter Scotch	14	1.50
Butter, Star	9	.60
California Lunch	9	.90
Champion	9	.65
Chips, Mutual	14	1.10
Chocolate Biscuits	16	1.80
Chocolate Fingers	15	1.50
Chocolate Wafers	18	2.15
Cocoanut Bonbon	14	1.25
Cocoanut Finger	15	1.50
Cocoanut Marshmallows	15	1.50
Cocoanut Taffy	15	1.80
Cocoanut Wafer	16	1.50
Coffee	12	1.25
Coffe Iced	15	1.35
Cornhill	10	1.10
Cracker Meal	6	1.10
Currant Cakes	12	1.10
Egg Jumble	14	1.25
Fruit Biscuits	14	2.40
Ginger Cakes	10	1.40
Ginger, Nut	11	1.40
Ginger Wafers	14	1.75
Graham	10	1.20
Graham Gem	9	.75
Graham Unsweetened	9	
Honey Fingers	14	1.25
Honey Pumbles	12	1.00
Honey Drops, spiced	15	1.60
Honeysuckle	16	
Jelly Fingers	16	1.50
Jenny Lind	12	1.10
Lady Fingers	15	1.30
Lady Fingers Iced	16	1.40
La Grande	11	1.10
Lemon Biscuit	14	1.25
Lemon Brittles	14	1.35
Lemon Snap	12	1.20
Lemon Wafers	14	1.75
Macaroon Almond	40	
Mutual Flakes	14	.90
Mutual Tea	15	1.60
Nic Nac, No. 1	10	1.10
Nic Nac	12½	1.25
Oysters	8	.70
Peoples Mixed	12½	1.25
Pilot Bread	4	.55
Pilot Bread Extra	5	.65
Pilot Saloon	7	.80
Ping Pong	16	1.50
Raisin Cake	12	1.10
Saloon Pilot	7	.80
Saloon Soda	7	
Salted Wafers	14	.90
Soda Extra	7	
Soda	6½	
Star Butters	9	.60
Vanilla Bars	14	1.40
Vanilla Biscuits	14	1.25
Vanilla Snaps	12	1.20
Vanilla Wafers	14	1.75
Wafers, Chocolate	18	2.15
Wafers, Ginger	14	1.75
Wafers, Lemon	14	1.75
Water Wafers	12	.90
Walnut Creams	16	1.50



COLUMN 23.
Department 18.

FANCY GROCERIES.

Snider's Baked Beans.

No. 1, 90c doz.; 4 doz. in case
No. 2, $1.40 doz.; 3 doz. in case
No. 3, $1.85 doz.; 2 doz. in case

Bouillion Capsules.

Anker's, 10 capsules in box, per doz boxes	2.75

Capers.

Capotes, 1 dz in cs	1.20 1.25
Nonpareil, small	1.35
Do large	2.10
"White Label," 6-oz. doz	2.25
"White Label," 10-oz. doz	3.15

TOMATO KETCHUP.



Catsups

Snider's

Qts, per doz	$3 75
Pts, "	2 40
½-pints, per doz.	1 40



CAMPBELL'S

(½ Pts. Condiments)

2 dozen to case

Tobasco Ketchup dozen	$1 15
Tomato Ketchup, dozen	$1 15
Salad Dressing, dozen	1 15
Chili Sauce, dozen	$1 15
Assorted cases, dozen	$1 15

Miscellaneous.

Our Mother's Ctsp ½-pt, doz	1 40
Our Mother's Ctsp, pts, doz	2 30
Blue Label, 25 ½ pts to cs	3 10
Blue Label, 25 pts to cs	5 00
Blue Label, 12 qts to cs	4 00
Mother's Own, pts	1.50
½ pts	.90
London's Rockaway, Pts., doz	2.25
Sailer's "purity," doz	.80
H. B. Catsup, pts	2.15
" " ½-pts	1.25

Chocolate and Cocoa

CHOCOLATES.

Baker's.

German Sweet, 6-lb boxes, ⅛s and ¼s	2
Eagle, 12/1s	23
Premium, 12/1s	28
Vanilla, 12/1s	41
Powdered, ⅛s, ½s, 1s, 12/lb. boxes	26

Subject to quantity discount.

Huyler's.

Vanilla, 12-lb. boxes	36
Premium, 12-lb. boxes	33

Lowney's.

Cream Cakes, per box	80
Ice Cream Drops, per doz	75

Ghirardelli's.
In paper

Eagle, 24 1-lb	21
Eagle, 12 1-lb	21½
Eagle, 12 ½-lb	22½
Eagle, 12 ¼-lb	24
Crescent, 6 5 to lb	17
Crescent, 12 5 to lb	16½
Cal. Sweet, 6 6 to lb	21½
Cal. Sweet, 12 6 to lb	21
Monarch, 12 1&½-lb	26
Monarch, 12 1-lb	25
Monarch, 12 ½-lb	27
Star, 24 1-lb	19
Star, 12 1-lb	19½

Ground.
In tins

Ghirardelli's, 12 1-lb tins	26½
Ghirardelli's 24 1-lb tins	26
Guinardelli's, 60 1-lb. tins	25½

In delivery cases.

Ghirardelli's 60 3-lb tins	24
Venard's, 24 1-lb tins	21
Venard's, 60 3-lb tins	20
Miner's, 12 1-lb tins	22½
Miner's, 24 1-lb tins	22
Miner's, 20 3-lb tins	22

5 per cent off on 120-lb. lots

COCOAS.

Baker's Bkfst, 6/1's&½'s	36
Van Houten's, ½'s and ¼'s	35
Van Houten's, 1's	80
Royal Dutch, 12/¼'s	30
Royal Dutch, 12/½'s	75
Royal Dutch, 12/1's	0
Epp's, 14/½'s	40
Fry's, 12/½'s	39
Webb's, 6/½'s	23
Lowney's, 6/½'s	37
Ghirardelli's Bkfst, 6/½'s	39
Ghirardelli's Bkfst, 12/¼'s	37½
Ghirardelli's Impri, 6&12/½s	56
Miner's Bkfst, 6/½'s	37
Miner's Bkfst, 6/1-5's	38
Menier's, 1- ⅛s	47

COLUMN 24.
Condensed Milk

BORDEN'S CONDENSED MILK CO.



Borden Eagle Brand	6.80
In 5 case lots	6.55
Pony	2.25
Challenge	4.70
Floral	4.65
Dome	2.75
Rose	4.40

(Each of above Brands 4 doz. in case)

Borden's Malted Milk, Trial Size, per doz. 75



Borden's Pioneer Brand Evaporated Cream

Large Cans, 4 doz. in cs	3.75
Peerless	4.70
Yacht	3.25
Family Size, 4 doz. in case. Quarts, 2 doz. in cs	

ALL ABOVE BRANDS GUARANTEED



CARNATION CREAM

20 oz. cans 4 doz

Per case	4 00
5 cases	3 95
25 cases	3 90
50 cases	3 85

25c rebate from factory on return of jobber's sup. bill and signed contract



LILY

(large tin)

1 to 10 cs	$3 90
10 to 25 cs	3 85

Helvetia Milk Condens'g Co.



Originators Evaporated Cream
Highland Evaporated Cream 4 doz in box $4.10
Baby Pet, 6 doz 3 00
Pet, reg., 4 doz., per case 3 35

Miscellaneous.

St. Charles, 4 doz., in case	$4 60
St. Charles, 5-case lots	4 50
Horlick's Malted Milk, doz	4 50
Jersey, 4 doz. per case	3.50

Cereal Coffee.

Fig Prune, per doz	$2 25
Postum, 24½'s, per doz	1 35
Postum, 12/1's, per doz	2 25
Postum, 36/1's, per doz	2 25
Grainо, 12s	2.75

Chutney.

Chutney, asst, qts	$6 25
Chutney, asst, pts	3 75
Chutney, Major Grey, qts	6 50
Chutney, Major Grey, pts	4 25
Ban-ki-pore, pts	3 00

Cranberry Sauce. doz.

Anderson's 2s, 2 doz box	2.00
Tea Garden, 2s, gls, 12 box	4.00
Tea Garden, 1s, gls, 24 box	2 25
Cape Cod, 2 lb, gls, 12 box	3.50
Cape Cod, 1 lb, gls, 24 box	2.00
Home Made, 1s, 2 doz box	2.15
do 2s, glass, 1 doz box	4.00

Rice.

Choice Seed Japan	$0 0
Good Seed Japan	0
Fair Seed Japan	0
Fancy Head Rice	5½ 6
Long Grain Rice	6
China No. 1	5 6
China No. 2	4 4½

COLUMN 25.

ALPINE

EVAPORATED CREAM

	Per case
1 to 5 cases, 4 doz. to case	$3.60
5 to 10 " " " "	3.55
10 to 25 " " " "	3.50

Gallons

1 to 5 cases, 6 to case	3.35
5 to 10 " " "	3.30
10 to 25 " " "	3.25

Midgets, 8 doz. to case

1 to 5 cases, $3.60; 5 to 10 cases, $3.55
10 to 25 cases, $3.50

Alpine Evaporated Cream Co.

Factory
HOLLISTER, CAL.

Office and Salesroom
95 Market Street
Rooms 212 213
San Francisco, Cal
Phone: **Main 3443.**

Cottolene.

2's, 4's or 10's, per cs. of 60 lbs	7 00
5-case lots	6.90
10-case lots	6.80
25-case lots	6.75

Curry Powder.

Cross & Blackwells, 2 oz	1.35
do 4 oz	2.35
Do 8-oz	3.65
Do 16-oz	6.20
East India, Bombay, 16 oz	5.00
East India, Bombay, 8 oz	3.25

Extract of Beef.
Liebig's (Genuine)

	2 oz.	4 oz.	8 oz.	16 oz.
doz.	4.55	8.50	15.90	29.75

"Rex" Solid.



2-oz., doz	$3.00
3-oz., doz	$13.27
4-oz., doz	7.20
16-oz., doz	24.75

Marshall's

2 oz., per doz	$2.40

Gelatine.

Knox's, per doz	1 20
Knox's, per gross	14 00
Cox's, per gross	12 00
Keeck's, per doz	1 10
Plymouth Rock, per doz	$1 10
(1 doz. free with 3 doz.)	
Plymouth Rock, per gross	12.50
(4 doz. free with gross.)	

Ginger (Preserved).

½ doz pails in cs, per cs	2.25

Lemon Sugar.

Gilt Edge, 24/1⅛s, per doz	1.37½
Gilt Edge, 24/1s, per doz	1.85

Lime Juice.

Tahita, 24/8-oz, per doz	$1.25
Tahita, short measure, 16-oz	1.50
Tahita, full measure, 16-oz	1.75
Tahita, full measure, 32-oz	3.50
Tahita, bulk, gal	1.90

Mushrooms. doz.

Le Court, 100 to cs	$2 25
La Forrest, 100 to cs	2 75
Hotel, 100 to cs	1 85
Fancy Stuffed, pts	4 00

Continued from Col. 18.



Dr. Price's Wheat Flake Celery **Food.**

Per case...$ 3 75

Pastes (Domestic).

Macaroni, Vermicelli, etc.—	
No. 1 Extra, per box	.27
No. 1 Extra, 15 lbs	.52
No. 1 Extra, 25 lbs	.82
No. 1 Extra, 50 lbs	1.65
No. 1 Extra, 100 lbs	3.20
No. 1 Extra, ½ box s	.15
Macaroni, Vermicelli & paghetti, No. 2	.20
Royal Macaroni, Verm'l & Sp'ti, 24 1-lb pkgs., per case	1.70
Queen's Taste Mac., Ve m. & Sp. 12 3-lb cartons 1 case	2.15
Fr. Paste, assd, ab 18 lbs, c., lb.	.6½
Royal Fr. Paste, 24 1-lb pkg c., pkg	.1½
Golden Gate Egg Noodles, 24 1-lb. pkgs. in case, per cs	1.90
Farina, 24 1-lb pkgs	1.50

Discount 2 per cent for cash only.

COLUMN 26.

OLIVES.

OLIVES IN BULK.

	35 gl.	10 gl	5 gl.	3 gl.
Ex. No 1, Qu'n.	[illegible]	11 50	6 00	3 75
Ext. No 1, "	1 00	10 50	5 50	3 35
No 1 Qu'n	85	9 75	4 75	2 90
No 2	85	8 75	4 50	2 85
Manzanilla	70	7 25	3 75	2 40

Extra charge for kegs & barrels.



Olives

SEVILLE PACKING CO.

White Label Queen Olives—

28-oz., per doz. ..$5.50
18-oz., " ... 3.75
6-oz., " ... 1 25

Pim-Olas

18 oz 2 doz, per cs, per doz $6 10
[illegible] " " 3 55

Baby Pim-Olas

12-oz., 2 doz. in case, per doz. ..$2.50
6-oz., 2 doz. in case, per doz.... 1.50

Olive Oil

SEVILLE

	Case
½ pints, 4 doz	$9 00
Pints, 2 doz	8 55
Quarts, 1 doz	7 65
½-gal.	9 00



CRYSTAL BRAND OLIVE OIL. Pure California Products.

7-oz.
Per doz...$2.40
3 doz..... 6.75

14-oz.
Per doz... 4.50

Quarts.
Per doz... 7.25

Put up by
G. O. Byden.

MISCELLANEOUS

Golden Gate, in gal tins, per gal	1 8
" ½ " "	1 85
" ¼ " "	1 90
Palo Grove, pure Cal., qts. . dz	7 75
Cooper's qts. ₱ doz.	10.00
Cooper's pts ₱ cs of 2 doz	10 00
ARTICHOKES, qts ₱cs..	7.40
Do 5-gal tins ₱ tin..	2.90
Durkee qts pts. ₱ doz cs..6.00	7.00
Large Crosse & Blackwell's qts.	7.50
Large Crosse & Blackwell's pts, 2 doz.	8.25
Large Crosse & Blackwell's ½ pts 2 doz	7.25

Salad Oil.

Durkee's Oil.

Quarts, 1 doz in case, per case	$1 65
Pints, 2 " " "	1 75
½-pints, 2 " " "	1.85

Superior Salad Oil.

½ pts, 1 doz in case, per case	1.90
Pints, 2 doz	1.85
per case	1.50
Imperial Lucca, qts	1.90

"Primrose" Salad Oil.

[illegible] to gal., gal.	$ .40
[illegible] 10 to case, gal.	.70
[illegible] 1 to case, gal.	.45
[illegible] 10 to c, gal	.75
[illegible] 12 to c, doz	1 85
Pint bottles, 24 to cs, doz	1.00
[illegible] 36 to cs, doz.	.75

Paprika.

Gordon Packing Co.

1-lb. tins	doz	½-lb.	doz 0.60
½-lb.	doz	Bulk	doz
4-lb.	doz	Bulk, lb.	

Peanut Butter

[illegible] doz to cs, per dz. 2.40

Peels.

Citron, 25-lb box	$ 13½
Citron, 10-lb box	14
Lemon, 25-lb box	11½
Lemon, 10 lb box	12
Orange, 25-lb box	11½
Orange, 10-lb box	12

COLUMN 27.

PICKLES.

Gordon Packing Co.

California—Mixed or Plain

No. 1, bbls, per gal	$0.24 to $0.27
No. 1, ½ bbls, per gal	.26 to .29
No. 1, 10-gal keg, p kg	2.25 to 2.45
No. 1, 5-gal keg, p keg	1.15 to 1.25
No. 1, 3-gal keg p keg	.80 to .85
No. 2, bbls, per gal	.22
No. 2, ½ bbls, per gal	.24
No. 2, 10-gal keg, per keg	2 10
No. 2, 5-gal keg, per keg	1 05
No. 2, 3-gal keg, per keg	.80
No. 3, bbls, per gal	.14
No. 3, 10-gal keg, per keg	1 15
No. 3, 5-gal keg, per keg	.60
No. 3, 3-gal keg, per keg	.55

SWEET—"PACIFIC."

Bbls, ₱ gal	51
½ bbls, ₱ gal	53
10-gal keg per keg	5.00
5-gal. keg, ₱ keg	2 5
3-gal. keg, ₱ keg	1.75
Square, 1doz ½-gal, ₱ doz	2 25
Square, 2 doz ¼-gal, ₱ doz	1 60
Square, 4 doz ¼-gal., ₱ doz	1.25
Round, qts, ₱ doz	3 75
Round, pts, ₱ doz	2 50
Round, ½ pts, ₱ doz	1.75

Crosse & Blackwell's.

	Doz.
Mxd Pkls, pat tops, pts	4 15
Mxd Pkles, Pat tops, ½ pt	2 0
Mxd Pkls, corks, pts	3 55
Chow Chow, pat tops, pts	4.15
Chow Chow, pat top, ½ pt	2 10
Chow Chow, corks, pts	3.95
Onions, pat tops, pts	4.15
Onions, pat tops, ½ pts	2.50

Root Beer



Less 5 per cent. on gross lots

Hires' case of 1 gr	20 00
6 doz lots	10 00
3 "	5 00
1 "	1 75

Hires' Carbonated Root Beer cs of 2-dz pt bottles, patent tops, per cs $2.00 in 5 case lots 1 95
Hires' Carbonated Ginger Ale Per case 2 00
5-case lots, $1.95.



Hires' Rootbeer Carbonated and Ginger Ale empty bottles. If returned to Joseph Patrick Company, will be received by them at 25c. per case of 2 doz. bottles (with case) Delivered at San Francisco.

COLUMN 28.

Saratoga Chips.

(Less 5 per cent)

Boxes, 15 and 30-lb, per lb	$0.20
Cartons, 6-oz, 2 doz in cs, doz	1.30

SAUCES.

SNIDER'S SALAD DRESSING



Pints, 1 doz. in case, doz. $2.75
Hlf-Pts, 2 doz. in case, doz. 1.75



Snider's Oyster Cocktail Sce pints, 2 doz to c'se, doz .2 40

Same gallon jugs, 6 to case, per gal..... 1 80

Snider's Chili Sauce, pints, 1 doz. to c'se doz 2 40

Same, half pts 2 doz to c'se doz 1 45

Bayle's Tabasco Pepper Sauce, in cases, 6, ½-doz boxes per doz $3 00
boxes of 12 bottles per doz . 3.50

Holbrook's W'cestershire, ½'s 2.40
Do pts. 4.00
Do qts. .....
*Lea & Perrin's Worcestershire, sme" 2.75
*Lea & Perrin's Worcestershire, medium 5.00
*Lea & Perrin's Worcestershire, large 8.25
*5 cases 5c ₱ doz less.
Ban-ki-por, ½ pts, 2 doz case, per doz 2.40
Ban-ki-por, pts, 1 doz case....3.80
Tobasco, Mcllheny 4 00
Tobasco, New Iberia 3.50
Braunhardt's
Tropical, ½-pts, 2 doz. per case 4.50
" pints, 2 doz. " " 8.10
Bengal Worcester, ½ pt..... .55
Bengal Worcester, pt 1.05
Pepper, sprinkle top, ½ pt.....2.00
Superior Pepper, small ..... .75
Superior Pepper, large 1.50

Pure Food Pk'g Co.

Worcester Sauce, Loudon Club, ½ pts, do ..... .75

Salad Dressing.

Durkee, small 2 doz, ₱ doz...2.55
Do large, 1 doz, ₱ d.....4.30
Do picnic size, 4 dz, ₱ dz..1.00
My Wife's 1 dz 16-oz. case....2 75
My Wife's, 2 doz, ½ pt cs.3.40

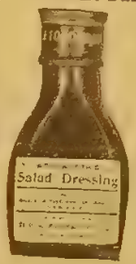
Alpha Salad Cream.

Jumbo, 1 doz to case, per case. .4.25
Do large, 2 dz. " " . 4.70
Do picnic, 2 " " " .. 2.50

El Paso Manfg. Co.
1653 Mission St.

Manufacturers

Flavoring Extracts
Fruit Juices
Syrup
Salad Dressing
Bluing
Ammonia
—
Meat and Salad Dressing, doz .90



COLUMN 29.

SOUPS.



CAMPBELL'S (1-lb. Condensed). Packed 48 1-lb. cans to case. Straight cases of any variety, or following assortment:

8 Tomato, 6 Vegetable, 4 Ox Tail 3 Mock Turtle, 3 Chicken Gumbo 2 Tomato Okra, 1 Julienne, 2 Beef, 2 Consomme, 2 Pea, 2 Celery, 2 Vermicelli-Tomato 2 Clam Chowder, 2 Mutton Broth, 2 Bouillon, 3 Chicken, 2 Mulligatany.
Price, per doz, any variety ..$0 90

Miscellaneous.

Snider's Tomato—3 lb tins 2 doz. in case, per doz	$2.40
Same—2 lb tins 2 doz. in case, per doz	1.35
Van Camp's asstd. per doz	.90
Van Camp's straight, per doz.	.90

SALT.



LESLIE SALT.

Free Running—

Cartons, 20 5s	$ 2.50
Cartons, 24 3s	2.00
Cartons, 48 2s	2.75
Caddies, 50 2s	3.00

Velvet Grain—

Bales, 50 3s	1 75
Bales, 30 5s	1.75
Bales, 15 10s	1.75
Bales, 8 20s	1.75
Packets, 75 2s	1.75
Packets, 40 5	1.75
50-lb sacks, per ton	18.00

H. R. H. Liverpool.

Bales of 75, 2's, per bale	$1.25
Bales of 40, 4's, and 15 10's	2 0
Bags, 200s (50s $b), per ton	7.50

Rock Salt.

Half-Ground, 100-lb sacks, per ton	$4.25
Stock, 100-lb sacks, per ton	4 00
Liverpool Lump, per ton	14.50
Cal. Table and Dairy, pr bale.	1.0
Cal. Table and Dairy, 50's, per ton	6.25

Package Salt.

Shaker Salt, per doz	$0 90
R. S. V. P., 3's, 24 to cs, p. cs.	2.25
R. S. V. P., 5's, 20 to cs, p. cs.	2.75

Celery Salt.

Mertens, 1 doz in box..... 1.05

Sauerkraut.

Barrels, per lb	.02¾
½ bbls	.03
¼ bbls	.03¼
3-gal kegs, per keg	.80
5-gal kegs, per keg	1 15
10-gal kegs, per keg	2 25
2-lb tins, 2 doz in cs, doz	1.35
2½-lb tins, 2 doz in cs, doz	1.60

COLUMN 30.

SPANISH DELICACIES.

Specialties of the Spanish-American Food Co.
149-155 Fremont St.
Medal Goods, Paris Exposition



TAMALES. Doz.

L. N. L., W. G. M. and Kapp & Sheet Brands.

No. 1 Boneless Chicken Tamales in key-op cans	1 30
No. 2 Not Boneless Chicken Tamales in key op. can	1 00

Spanish-American Brand.

Beef Tamales in key op. cs	.95
Extra Special Boneless Tamales in key op. cans	1.60
Chili Con Carne, 1 lb	1.20
Enchiladas, in key-opener cans	1.20
FRIJOLES, 1 lb	.90
Tripe, Spanish style, 1 lb	1.25
Minced Deep Sea Clams, 1 pt.	1 25
Clam Juice, 1 pt	1 10
Cal. Baked Beans, tomato sauce, 1 lb., 4 doz in case	.85
Cal. Baked Beans, tomato sauce, 2 lbs., 2 doz to case	1.35
Cal. Baked Beans, tomato sauce, 3 lbs., 2 doz to case	1.75

Chili Beans (Tamale Sauce)

1 lb, 4 doz to case	.85
2 lb, 2 " "	1 30
2 lb, 2 " "	1.75

Deviled Oysters, for Sandwiches 4 doz to case . 1.40
Pate Chicken Liver for sandwi. 4 doz. to case..... . 1.40

Macaroni and Cheese, with Tomato sauce, 1 lb, 4 dz. cs.. .90

Concentrated Soups.

Pints (20 kinds)....doz. .90
Beef, Tomato, Ox Tail, Mock Turtle, Mulligatawny, Rice Tomato, Consomme, Green Pea, Bean, Clam Chowder, Vegetable, Chicken Rice, Chicken Barley, Chicken Giblet, Chicken Gumbo, Cream Chicken, Cream Celery, Beef Bouillon, Chicken Bouillon, Clam Bouillon
Quarts (9 kinds)...doz. $1.85
Chicken, Beef, Mock Turtle, Ox Tail, Tomato, Mulligatawny, Vegetable, Clam Chowder, Cream of Celery.

Truffles.

Rilhac, 100/¼'s, per doz.....12.00
Rilhac, 100/ 1-16's, per doz..... 3.00
La Forrest, 100/¼'s, per doz..17.00

Vinegar.

	½ Bbl.	10 gal.	5 gal.	3 gal.
30 grain	65	10	1 15	65 50
40 grain	10	12	1 35	75 60
50 gr in	12	14	1 70	90 80
60 grain	14	16	2 00	1 10 95
80 grain	16	18	2 65	1 50 1 25
90 grain	18	20	3 50	1 85 1 65
100 grain	20	22	3 85	2 0 1 85

Hammond's Vinegar.

Salad, qts. per doz 1.25

Yeast Cakes.

Great Western	1.00
Gillett's Magic	1.20
Yeast Foam	1.20

Pure Oregon Apple Cider Vinegar.

Bbls	22c gall n
½-bbl.	24 "

Guaranteed.

COLUMN 31.

Department 19.
GROCERY SUNDRIES.

Axle Grease.

H. & L., per case.....$1.50
C. & S., 2-doz case, per case... 2.00
" 5 cs lots..... 1.95
" 10 cs lots..... 1.85
Frazer's, 2 doz tins, per case..2.25
Frazer's, 4 doz wd, per case... 3.60
Frazer's, 15-lb pails..... 85
Mica, 3 doz tins, per case..... 2.25

Paper Bags.

Automatic, Self-opening, 500 in pkg.

List.			
¼-lb	$1.00	8-lb	4.80
½-lb	1.20	10-lb	5.20
1-lb	1.80	12-lb	6.30
1½-lb	1.70	14-lb	8.30
2-lb	2.00	16-lb	9.00
3-lb	2.50	20-lb	10.00
4-lb	2.90	25-lb	11.00
5 lb	3.40	30-lb	13.00
6-lb	4.00	35-lb	15.00
7-lb	4.40		

Discounts from above List:
(Cheapest).....50 pct and 5, 10's
Eagle or Equal....50 pct and 2, 10's
White Fibre, or any white bag, ...50 pct and 1, 10's
Mikado (striped) .....40 pct
Sugar Bags, broad bottom, lb....06
Lion, 40 per cent and 1....1.10

Bluestone.

Barrels, per lb (5 bbls 5½c) .$0.05¾

Bathbrick.

Bristol, 2 doz, per case $2 65
case 1.10
Powdered, 40 ½'s, per case 1.25

CANDLES.

Adamantine.

Schneider's 10 oz, 20's.....$0.07
Schneider's 12 oz, 20's..... .08½
Schneider's 14 oz, 20's..... .09½
Paraline, 20 1 lb. cakes...1.95
do, 5 bx. lots.....1.85
do 40 1 lb cakes.....3.90
do 5 bx lots.....3.75
do 100 1 lb cakes.....9.75
do 5 bx lots.....8.75
P. & G. Adamantine, 10 oz. 8¼
do 12 oz. 9¼
do 14 oz. 10½
Yacht Club Quartz Candles
20 sets 14 oz..... .10
40 sets 4 oz..... .0.3¾

Stearic.

Schneider's 14 oz 20's or 40' .12
Schneider's 16 oz 20's or 40's. .13½

Paraffine Per lb.

4s, 6s, in cartons of 36-lb bxs..10¼
12s, in cartons of 36-lb bxs.....10¼
½-lb, in cartons of 25-lb bxs...10¼
1-lb, in cartons of 25-lb bxs....10¼
Colored 1c higher.
Beeswax, pure for churches.. 40
1lb No 2..... 30
1lb No. 3..... 25
Christmas, all sizes..... 8 8½
Do holders, ℔ gross .. 85
Wax Tapers, ℔ doz pkgs (℔ gross 8.00).....65 75
Night Lights, German, on pap & wd, (doz 40)..... 65
Do French, on tin, doz.. ..... .50, .75, 1.10

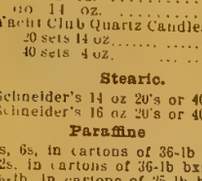
Cordage.

Basis price: Manila 14½c. Sisal 8¾c (5,000 lbs ¼c, and 10,000 lbs ½c less.)

Egg Food.

Pratt's, 26-oz, 2 doz in cs....$2.25
Wellington's, 1-lb, 2 doz box.. 2.00

Fly Paper.



Fly-Net, Per case $2.60
Magnet, per case.....$2.50
Tanglefoot, per case..... 2.90
Tanglefoot Holders, per case of 50 75

Fruit Jars.

(Net cash — no discount)

Mason's, pts, per gr..... 7 35
Mason's qts, per gr..... 8.05
Mason's, ½ gals 11.40

Fruit Jar Caps.

Porcelain, 6 doz in box, per bx 2.40

Fruit Jar Rubbers.

No. 1 white, per lb..... 50-60c
"Gold Seal," cartons, per gr.. .75
"Badgers," cartons, per gr.... .60

Hops.

No. 1, ¼ lb, 30-lb. box, lb..... .30
No. 1, ½ lb, 30-lb box, lb..... .30
No. 1, 1 lb, 30-lb box, lb..... .30
Less than 30-lb boxes..... .31

Horseradish.

½-pts, 2 doz in box, doz..... 1.10
Pts, 1 doz in box, per doz.... 1.50
Qts, 1 doz in box, per doz..... 2.75
Bulk, per gal ..... .75

Glue.

Le Page's, 1 oz, per doz..... .75
Le Page's, 2 oz, per doz..... 1.15
Le Page's ½-gill tins, per doz.. 1.20
Le Page's, 1-gill tin, per doz.. 1.60
Standard, small, per doz..... .50

COLUMN 32.

EUREKA INSECT EXTERMINATOR.



Manufactured by
Jos. Fusch, 22 Hampton Place
San Francisco.

10c size, doz 75
25c size, doz 1.75
60c size, doz 4 50
1.00 size, doz 8.00
Harmless to persons or animals; does not irritate the skin or injure the eyes.

MATCHES.

Metropolitan, full count, per tin..$1.10
Universal, shrt count, pr tin .75
Boys' block pap pkg per doz .8½
Swedish Safety, per gross..... .80
Swedish wind, 1 gross 85
Vulcan Paraffine, 65s, ℔ gross (50 gross 50c) ..... .50 .55
Japanese Safety, per gross..... .50
Squirrel Matches, 55s, per gross .43
Ship safety Matches, large, gross .75
" " small, " .65

Diamond Match Co.'s.

Anchor 200 ..... 1.70
Do 500s..... 4 00
Domino, 65s 2 75
G G 60s..... 2.75
Red Top Safety 3 25
S & C., Eastern Parlor, 80s.... 4 25
Press, 100s, 5-gross cs..... 4 75
Little Star, per cs..... 2 25
Search Light 500s, large 1 gr.. 4.75
(Discount 25c per case on 5 cs lots)

Paper, Wrapping.

Butter, White, ℔ ream..... 20
Do Waxed ℔ ream..... 25
Manilla, No. 2, roll, any sz lb....3½
Manilla, No. 1, rolls or reams, ℔ lb..... 5
Straw, ℔ ream..... 70
Do rolls any size, ℔ lb.... 3¼
Drab, ℔ ream..... 60
Do rolls any size ℔ lb.... 2¾
Metropolitan White Fibre Rolls, per pound 4

Paper, Toilet.

Columbia, in rolls, 7 oz, per cs of 100 .....2.75
Royal, 100 rolls of 500 shts.....4.00
Pilot, 100 tablets of 500 shts..3.75
Golden Eagle, 100 tablets of 1,000 sheets 8.00

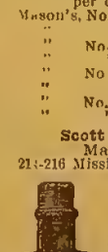
Polishes, Shoe.

Mason's.

Mason's Colt-Coronide Per gross $4.70; per doz. 40c
Mason's Paste Stove Polish Per gross $1 70 ½-gross $1 20
Mason's Challenge, per doz ... .40
Mason's Challenge, per gross .. 4.70
Challenge Shoe Dressing, small per doz $ 75
large " " 1 50
Russett Comb'n. shoe Dressing small, per doz ... 75
large, " " 1 50
Black Comb'n Shoe Dressing small per doz 85
Patent Leather Polish, per doz .50
Mason's, No. 4 .. 45
" " per gross 5 20
" No. 3 per doz 35
" " per gross. 3 40
" No 2 per doz 30
" per gross..... 3 00
" No. 1 per doz . 25
" " per gross . 2 80

Scott & Gilbert Co.

Manufacturers.
213-216 Mission St., San Francisco



In 3 dozen cases per

Alaska Seal Cl:.... 20 00
Top Notch .. . 15 0
Russian 12 00
Boss..... ..... 9 00

Bixby's.



Jet Oil .....per doz. 85
Jet Oil, 3 doz. in box, with Marvel Brush Free 2 55

COLUMN 33.

BIXBY'S—Continued

Royal Polish ..... per doz. 85
Royal Polish 3 doz. in box, with 8 pkgs, 5c Carpet Tacks free..2 55
Shoe Satin, Small Comb, per doz. 80
Shoe Satin, Large Comb, per doz 1 25
No. 5, Shoe Satin Paste, per doz. 85
No. 10, Shoe Satin Paste, p doz 40
Satinola, small comb 85
Satinola, Large Comb 80
No. 5, Satinola Paste..... 1 25
No. 10, Satinola Paste 40
"BBB" Blacking Size M 3 dz in box 85
½doz. paste free ..... } 1 25
"BBB" Blacking, Size B, 3 doz in box ..... }
1 doz. paste FREE ..... } 2 50

Polish, Stove.

Rising Sun, large pkg, ℔ gross..6 25
Do 5-gross lots, ℔ gross..6.00
Do Small pkg, ℔ gross. ..4 25
Sun Paste, large, ¼ gross, per gross 8.00
Sun Paste, small, ¼ gross, per gross 5 00
Enameline, No 4 tins, ℔ gross..5.00
Do No 6 tins, ℔ gross. 8.25
Do Liquid, pt-tins, bx 3 doz..2.25



Small, 3 doz. to cs., per cs..$1.50
Large, 3 doz. to cs., per cs. 2.50
(½ doz. free with each case)

Polish, Metal.

Electro Silicon, 1 gr in case, per doz ..... .80
Brilliantshine, ½ pts, per doz.. .90
Brilliantshine, pts, per doz.... 1.70
Brilliantshine, qts, per doz.... 3.10

U. S. Metal Polish.



POLISH

	Doz.
Qts	$3 00
Pts.	1 70
½ Pts	90

PASTE

lb	$3 00
½ lb	1 75
3oz	50

Barkeepers friend powder gr $18.00

U. S. METALLIC POLISH PASTE is put up by a Practical Chemist; also in Liquid Form. Free from Acid or Grit. 20 years in the Markets of the World. **J. T. WILSON,** Pacific Coast Agt., 1770 15th St., S. F. For sale by all dealers. Also the Barkeepers' Friend Cleaning Powder.

Rope.

Manila, 1¼-in. cordage ..... .15
Sisal, 1¼-in. cordage ..... .10¾

Seeds.

Anis 13½
Canary 7
Caraway 8 10
Celery 15
Coriander 15
Cumin 13
Flax, ground 4
Flax, whole 3¾
Hemp, sacks 4½
Millet 6½
Mustard 5½
Poppy (Or. sks 9½)..... 10¾
Rape, Cal. 4¾
Bird gravel, 40 2s..... 2 00
Bird Seed Mixed 48—1-lb. pkg 8
Original sacks ½c less.

Sheep Dip.

Little's, 10½-gal tins, per gal$1.05
Little's, 5-gal drums, per gal.. 1.05
Smith's, 10½-gal tins, per gal. .95
Smith's, 5-gal drums, per gal .95

Twine.

Cotton, 4 ply, 100-lb bls, per lb 20
Do 3 ply, 100-lb bls per lb.... 20
Do 2-lb cones, per lb 20
Hemp, 8-oz balls, per 3-lb pkg.. 70
Do, 4-oz. balls, per 3-lb pkg. 75
Do 2-oz balls ℔ 3-lb pkg ..
Sack, 4 ply, 12-lb pkgs, per lb 33

Wax.

Fruit, 25 6-oz pkgs 1.10; 9-oz. .80
Japan, per lb..... 17
Beeswax 35

Wax Strings.

12 in. 10 pkg. 100 stgs each..... 1 65
14 in. 10 pkg. 100 stgs each.. ....1 75

COLUMN 34.

COLUMN 35.

Department 20.
WOOD AND WILLOW WARE

AXE HANDLES.

Ex. 36-in., doz.....$2 25
No. 1, 36-in., doz..... 1.75
No. 2, 36-in., doz..... 1.25
No. 3, 36-in., doz..... 1.05
Ex. 38-in., doz..... 4.00
Ex, 40-in., doz..... 4.25

BASKETS.

	Per Doz.
Cal., Open, Spruce, No. 3..	.60
Cal., Open, Spruce, No. 4..	.80
Cal., Open, Spruce, No. 5..	.84
Cal., Satchel, Spruce, nest, 0-5	1.10
Cal., Satchel, Spruce, nest, 1-5	1.00
Cal., Satchel, Spruce, nest, 1-41	.71
German market, nest of 4	1.25
Clothes, Oval, Wil., No. 0.	6.00
Clothes, Oval, Wil., No. 1.	6.75
Clothes, Oval, Wil., No. 2.	8.00
Clothes, Oval, Wil., No. 3.	9 00
Clothes, Oval, Wil., nest 4...	2..8
Japanese Telescope, nest of 5, size 18x12x7.....	1.00
Same, size 20x13¼x7.....	1 25
Same, size 24x15x10.....	1 75

BOWLS, WOODEN.

	Per Doz.
Maple, No. 1, 11-inch.....	.75
Do No. 2, 13-inch.....	1.50
Do No. 3, 15-inch.....	2.75
Do No. 4, 17-inch.....	4.25
Do No. 5, 19-inch.....	5.75
Do No. 6, 21-inch.....	7.50
	Per nest.
Maple Nests, 3, 13, 15, 17-inch	.71
Same, 4, 13, 15, 17, 19-inch	1.20
Same, 5, 13 to 21-inch...	1.81

BROOMS.

	Per Doz.
Patent Cap, No. 1.....	3 80
Patent Cap, No. 2.....	3.60
Patent Cap, No 3.....	3.35
Extra Patent, No. 1.....	3.85
Extra Patent, No. 2.....	2.60
Extra Patent, No. 3.....	2.40
Ladies' Pride, No. 1.....	2 85
Ladies' Pride, No. 2.....	2.60
Ladies' Pride, No. 3.. ...	2 40
Little Beauties	3.00
Ladies' Delight	2.80
Toy, 2 strings....	.90 1 35
Wisp, 2 strings	.90 1.25

BRUSHES.

	Per Doz.
Dust	2 00 12 00
Scrubbing	.55 3.00
Dandy	1.50 5.75

Shoe Brushes.

No 1, black tampico 1.10
No. 2, bristles 1.65
No. 3, white bristles 1.75
No 4, bristles 2.00
No 5, white bristles 2 25
No 6, horse hair 2 70
No 7, bristles 3.90

Stove Brushes.

	Per Doz.
No. 1, tampico, handles...	.90c-$1.10
No. 2 bristles, handles.....	1.85
No. 3 tampico, handles.....	1 85
No 4 bristles handles	3.25

Ox Fibre Brushes.

	Per Doz.
Scrub, T & B., 9x2¼ in face	80
Do Hub, 10x2¾ in face.	2.00
Do Magic, 7½x2 in face	1.10
Do Owl, 8½x1½ in face	.85
Do Cat, 10½x2½ in face	1.50
Do Rat, 8½x2¼ in face	1 26
Do Mouse, 6¼x2½ in fa	1.00
Do Alligator, 10½x2¾ in face	2.25
Do Goose, 8¾x2¾ in fce	2 00
Do Duck, 6½x2¾ in fce	1.50
Stove, Hustler, 8½x2½ in face	2.25
Sink, Bell, 3½x2½ in face	1.10
Sink, Gong 4¾x3¾ in face	2.25
Horse Pointer, 10x3¼ in face	3.00
Creamery Jersey, 9x5 in face	3.25
Creamery Holstein, 9½x 5¼ in face	3.50
Dust, Peacock, 10½x4 in face	2.25
Hand, Windsor, 4½x1¼ in face per gross	6.00
Whitewash, Snowstorm, 9-in., per doz.....	2.00
Same, 8-in, per doz.....	1.75
Same, 7-in, per doz.....	1.50

CAN OPENERS.

Diamond per doz $0 75
Crown per doz 1 25
Safeguard, per doz..... 2 25

CARPET SWEEPERS.

Bissells per doz. 25 00 to 27.00
King, per doz..... 24.00

CHEESE SAFES.

Round No 1 10-in.....$2 20
Round No. 2 22-in..... 2 25
Round No 3 24-in 3 50
Square, each 4.00

Clothes Line.

Hemp 40-foot, per doz $0 80
Hemp 60-foot, per doz 1 25
Cotton 40-foot, per doz..... 80
Cotton 60-foot, per doz..... 1 20
Cotton 75-foot, per doz..... 1.75
Manila 40-foot per doz..... 1 25
Manila 60-foot, per doz 2 50
Sash Cord 50-foot per doz .. 1 75
Sash Cord 80-foot, per doz .. 3 00
Wire Cord, 50-foot, per doz 1 05
Wire Cord, 75-foot, per doz . 1 60
Wire Cord, 100-foot, per doz.. 2.75

COLUMN 36.

Clothes Line Pulleys.

Galv. Iron, per doz $0.50

CLOTHESPINS.

Common, per box of 5 gross .70
U. S. Patent Spring, per gr .60

COFFEE MILLS.

Enterprise, Family No. 1, doz $2.50
Enterprise, Family No. 2, doz 3.50
Enterprise, counter, ea....5.50-$5.00

CORKS.

Wine, pt size, per M $4.75
Wine, qt size, per M..... 5.25

Demijohns.

Discounts: on 1 gal., 2, 3 and 5 gals. 50-10; on 10 and 15 gals. 50-10-5.

¼-gal., doz..$3.25 2-gal., doz..$10.50
½-gal., doz.. 4.50 3-gal., doz.. 13.50
1-gal., doz.. 6.50 5-gal., doz.. 19.00

Dust Pans.

No. 1 Japan, doz ..... .65
Covered, doz 1.25
Janitor, doz 2.25

Dusters.

China, fancy colored, doz.... .80
Standard Turkey, No. 10, doz.. 1.60
Standard Turkey, No. 12, doz.. 2.10
Standard Turkey, No. 14, doz.. 2.75
Standard Turkey, No. 16, doz.. 3.25
Standard Turkey, No. 18, doz.. 3.75

DOOR MATS. COCOA.

Per Doz.

Light, No. 1, 14x24..... 4.00
Do No. 2, 16x27..... 5.50
Do No. 3, 18x30..... 7.25
Do No. 4, 20x33..... 9.00
Medium, No. 1, 14x25..... 5.25
Medium, No. 2, 16x27..... 6.75
Medium, No. 3, 18x30..... 8.50
Medium, No. 4, 20x33..... 10.25
Extra, No. 2, 16x27 ..... 9.50
Extra, No. 3, 18x30..... 12.50
Extra, No. 4, 20x33..... 15.00
Extra No. 5, 22x36 ..... 18.00
Keystone Steel Mats.....

Faucets.

Cork lined, No. 1, doz.....$0.60
Cork lined, No. 2, doz..... .75
Cork lined, No. 3 doz..... .90
Cork lined, No. 4, doz..... 1.25
Cork lined, No. 5, doz..... 1.50
Molasses Gates $0.25
Self-Measuring Faucets, each 3.00
Syrup Pumps (Enterprise), ea. 5.75
Syrup Pumps with auger, ea.. 6.00

Ironing Boards.

4-ft., per doz..... 4.20
4½-ft., per doz..... 4.75
5-ft., per doz 5.25
5½-ft., per doz 5.75

LAMP CHIMNEYS.

XX Eureka Grade.
Eureka Crimp Top in Cartons.

Per Doz.

No. O or E, 6 doz. in case .75
No. 1 or A, 6 doz. in case .75
No. 2 or B, 6 doz. in case. .95

Eureka Electric.
In Cartons.

No. 2, 6 doz. in case, per doz. 1.00

Lantern Globes. per doz
Packed 5 doz. in case..... .70

Eureka Rochester.

Per Doz.

No. 1, 6 doz. in case..... .85
No. 2, 6 doz. in case..... 1.05
No. 3, 6 doz. in case..... 2.10

Macbeath Pearl Top.

No. 1 or A, 6 doz. in case. .85
No. 2 or B, 6 doz. in case. 1.05

La Bastie.
Heaviest and best in market.

Per Doz.

No. A, plain bulk, 6 doz. in case 1.20
No. B, plain bulk, 6 doz in case 1.50
No. A, crimp bulk, 6 doz. in case 1.30
No. B, crimp bulk, 6 doz. in case 1.60

Common Chimney.

Per Doz.

No. 0 or E, 6 doz. in case. .40
No. 1 or A, 6 doz. in case.. .45
No. 2 or B, 6 doz. in case. .65

Common Rochester.

No. 1, 6 doz in case..... .80
No. 2, 6 doz. in case..... .90
No. 3, 6 doz. in case..... 2.00

Lamp Burners.

0 or E, per doz $0.50
1 or A, per doz..... ... 60
2 or B, per doz. 4..... .75
(Duplex fits 13 collar, takes E wick)
Solar Burners, doz 1.50

LEMON SQUEEZERS.

Ball, per doz $0.50
Glass No. 1, per doz..... 50
Glass No. 2 (for oranges) doz .85

MOPS AND HANDLES.

Per Doz

9-lb Mops ..... 1.20 and 1.05
12-lb Mops ..... 1.60 and 2.00
Patent Mop Handles 1.00
Plain Mop Handles ..... .90

PAILS.

Per Doz.

Wood, painted, 3 hoops... 2.25
Wood, varnished, 3 hoops 2.25
White Cedar, 3 galv hoops 2.75
Fiber 3.50
Galvanized, 10 quarts 1.75
Galvanized, 12 quarts 2.05
Galvanized, 14 quarts 2.35

SHELF PAPER.

Per gross.

Narrow, assorted colors. .12
Wide, assorted colors.... .35

COLUMN 37.

TUBS.

White Cedar—No. 0, 13.00; No. 1, 10.50; No. 2, 9.00; No. 3, 8.00.

Painted or varnished—No. 0, 11.40; No. 1, 9.60; No. 2, 8.40; No. 3, 7.20.

Fiber—No. 0, 18.00; No. 1, 14.50; No. 2, 12.50; No. 3, 11.00.

Galvanized—No. 1, 5.50; No. 2, 6.20; No. 3, 7.20

WASHBOARDS.

Per Doz

California, regular size..... 2.10
California, small ..... .90
Star 2.75
Bronze 3.50
Good Enough 2.25
Anchor, single 1.90
Nameless 2.25
Peerless, double 3.50
North Star 3.50
North Star, protector.... 4.00
Crystal Glass 4.00
Misses 1.50
Toy ..... .90

WICKING.

Grs.

Lamp, 0 or E, ¾-in..... ....$0.20
Lamp, 1 or A, ⅞-in..... .40
Lamp, 2 or B, 1-in..... .60
Lamp, 3 or D, 1½-in..... .90
No. 1 Rochester 2.00
No. 2 Rochester 2.75
No. 3, Mammoth 3.25
Junior Rochester 1.50
Stoves, 3-in 1.80
Stoves, 3½-in. 2.25
Stoves, 4-in 2.50
Stoves, 4½-in 2.90
Stoves, 5-in 3.50

WRINGERS.
Wood Frame Novelty.
Two top screws; iron tub clamps.

Per Doz.

No. 350, 10x1¾ in 30.00
No. 351, 11x1¾ in 36.00
No. 352, 12x1¾ in 42.00
One top screw; wooden top clamps.
No. 360, 10x1¾ in..... 31.00
No. 361, 11x1¾ in..... 36.00
No. 362, 12x1¾ in..... 42.00
Ball Bearing.
No. 380, 10x1¾ in..... 40.00

MISCELLANEOUS.

Barrels, paper, 100-lbs, ea. .80
Barrels, pa., 50 lbs ea..... .65
Barrel Covers, 17-in. (flour barrel size), per doz..... 1.80
Barrel Covers, 21-in (sugar barrel size), per doz 2.70
Basins, fiber, 12-in., pr dz. 2.25
Basins, fiber, 1½-in., per doz 2.50
Brownies, per doz. .75 1.00 1.25
Butter Ladles, plain, doz.... 45
Butter Ladles, clays, doz ... 85
Butter Spades, doz 40
Dishes, oval 1, 2 and 3-lb, per 1,000..... 2.20, 2.30, 2.90
Dishes, wire end, ...1.35, 1.80, 2.35, 2.85, 3.25
Egg Beaters, Dover ... 1.00
Lemon Squeezers, fiber, dz 1.25
Measures, fiber, 4 pcs..... 1.25
(Set pt., qt., ½ gal and funnel)
Lanterns, O Tubular, doz. 5.00
Lanterns, candle, frame, only doz. 1.00
Lantern Candle, with chimney, doz. 1.75
Lantern globes, in bbls. 70@95
Mouse Traps, 1 to 6 holes, doz., 6 holes ..... .60
Traps, mouse, "Does-it-easy," doz. 25
Traps, rat, "Blizzard," doz.... 1.25
Nest Eggs, per doz..... 20
Oil Cans, 1 gal., cush., per doz 1.50-4.50
Oil Cans, 1 gal., galvanized Iron 2.00
Oil Cans, 5 gal., galvanized iron 6.00
Potato Mashers, per doz. 45@75
Rolling Pins, per doz. 1.20 and 1.45
Spoons, wooden...30c, 37c .65
Step Ladders, each per ft ..... .17 .40
Tacks, steel, asstd, 2-oz, doz... 25
Tacks, Common, 2 oz., doz. 10
Tapers, gas, 30/17-in, sigs doz 65
Tobacco Cutters, standard, ea 80
Toothpicks, per case, 110 box 2.25
Twine Holders, hanging, doz 2.00
Twine Holders, counter, doz. 3.10
Spittoons, fiber, 13-inch.. 6.00
Spittoons, fiber, 12-inch.. 4.75
Spittoons, fiber, 9-inch... 4.00
Whips ..... .90
Window Screens, 12-in., doz.. 1.60
Window Screens, 18-in., doz. 2.20
Window Screens, 24-in., doz 2.64

STATIONERY.

Blank Books.

Counter, 48-leaf ..... $ .50
Counter, 92-leaf ..... .75
Cap, Day & Ledger, per 100 pp ..... 10@ .40
Full bound ..... 50@ .75

Writing Paper.

Ream

Commercial Note, 5lb ..... 45@ .75
Commercial Note, 6lb .. 50@ .90
Letter 10 lb, ex ..... 90@1.50
Cap, 12 lb, ex..... ... 1.08@1.80

COLUMN 38.

Envelopes.

Per M

XX, 5-in. ..... 1.00@1.50
XX, 6-in. ..... 1.10@1.60
XXX, 10-in. 2.80
XX, 4-in., Baronial, cream or white ..... 1.40@1.80
XX, 5-in., Baronial cream or white..... 1.60@2.00

Inks.

Scott & Gilbert Co.,
Manufacturers,
214-216 Mission Street, San Francisco

SUNSET BLUE BLACK



gross

Cones, 1 dozen case .$4.50
2 oz. round studs 3 dz.. 4.50

doz.

4 oz. round studs, 3 dz 75
½ pint, 2 doz case.. 1.25
Pints, 2 doz. in case .2.00
Quarts, 1 doz. in case 3.50

gal.

5 gallon kegs 70
10 gallon kegs 60
Barrels .. 50

Assorted colors. doz
1 oz. stands, any color 50
2 oz. stands, any color 75

BLACKSTONE MFG. CO.
1960 Howard St., S. F., Cal.



Gross

Cones, 3 doz to cs.....$3.75
2-oz., Rnd Cylndr, 3 doz to cs.. 3.90
3-oz., Rnd Cylndr, 3 doz to cs.. 5.75
4-oz., Rnd Cylndr, 3 doz to cs.. 6.50

Doz.

8-oz., Rnd Cylndr, 2 doz to cs.. 1.15
16-oz., Rnd Cylndr, 1 doz to cs. 2.00
Full qts., Rnd Cylndr, 1 doz to cs 3.75

Above prices are for Jet Black, Blue Black, Green, Blue, Violet and Carmine Inks.
(Copying Inks 10 per cent additional.)

Miscellaneous.

Carter's or Sanford blk cylinder, gross 4.50
Sanford's, 4 oz., black cylinders, doz. 60
Sanford's ½ pt, doz..... 1.75@2.00
Sanford's pts, doz ..... 3.00@4.50
Sanford's qts., doz. ..... 5.00@7.50

Lead Pencils.

Gross.

Plain cedar 60
Black polished 1.10
Cedar, rubber tip 1.00
Red polished, metal rubber tip ..... 1.50@3.50
Carpenters' ..... 1.75@2.25
Eagle Automatic, doz.. 85@2.00
doz. ..... 40@1.80



Mucilage

Scott & Gilbert Company
Mfrs., 214-216 Mission st
San Francisco, Cal.

SUNSET EXTRA HEAVY

doz.

2 oz. cones, 3 doz. cs. 37½
3 oz cones, 3 doz. cs 75
½ pints, 1 doz. case 2.00
Pints, 1 doz. in case 3.50
Quarts, 1 doz. in case 7.00
Gallons, ½ doz. ca e 20.00

Blackstone Mfg. Co.
1960 Howard St. S. F., Cal.

Gross.

2-oz. Cones, 3 doz. to cs.....$4.00
3-oz. cylndrs, 3 doz to cs..... 5.75

Doz.

8-oz. round, 2 doz to cs..... 1.75
16-oz. round, 1 doz. to cs..... 3.00
Full qts., 1 doz. to cs..... 5.00
Bulk quotations (5, 10 and 30-gal.) on application.

Steel Pens. per gr
Gross.

Railroad, 1 gross in box.....$0.40
Stub No. 413 40
Falcon 40
Bank 40
Easy Writer 50
Extra Fine 45
Elastic 45
Railroad Stub 40
Ladies' Falcon 40
School 40
Spencerian No. 1 85
Gillotts No. 404 50
Gillotts No. 303 ..... 1.00

COLUMN 39.

Department 22.

TOBACCO, CIGARS, SMOKERS' SUPPLIES, ETC.

AMERICAN TOBACCO CO.

Plug Tobacco.

Battle Ax, 16 oz, 3x12, b cuts, 12, 24 lb 39
Big Gun, 8 lb. butts, also 16 lb. butts, 16 oz., 3x12, 6 cuts 44
Brandywine 4 to lb., 2¼x9, 3 cuts, 4 and 8 lb 46
Bullion, 16 oz 3x12, 12 lb..... 47
" 6 to lb., 1x6, 20 lb 50
Burr Oak, 16 oz., 3 x 12 emb., 6 and 12 lb. 48
Climax, 16 oz, 2x12, 6 cuts, 6, 12 and 30 lb 45
Climax, 7 oz, 2x12, R & R 6 cuts, 7, 10½ and 21 lb. 48
Climax, 7 oz, 3x12, thin, 7 and 14 lb 48
Climax, 6 to lb, 2x3, Twin 4s 4 lb boxes 50
Climax, 14 to lb, 1x3, Figs 4 lb boxes 54
Cross Bow, 14 oz, 3x12, 4 cuts 14 lb 38
Drummond Nat., 5½ oz. 3x12, 8 cuts, 5, 8, and 12 lb 63
Five Brothers, 4 oz, 3x6, 2 cuts, 4 and 8 lb ... 65
Gold Rope 7 to lb, 3, 6, 12 lb. . 56
Gold Rope 14 to lb 4, 8 lb 58
Good Luck, 3-6, 10 lb ... 45
Granger Twist, 12 and 15 lb pails 45
Horse Shoe, 16 oz. 3x12, 6 cuts, 8, 12 and 24 lb 44
J. T., 7 oz. R & R, 2x6, 2 cuts, 10½ and 21 lb 39
J T, 7 oz smo. 2x6, 2 cuts, 10½ and 21 lb. 39
J. T., 14 oz, Smo. 3x12, 4 cuts, 10½ and 21 lb R & R 39
Newsboy, 48 plugs to lb lbs. 2¼x4½ 10, 15 and 25 lb..... 40
Nobby Spun Roll, 7 to lb, 1½x3½, 6 and 12 lb..... 57
Old Honesty, 15 oz, 3x12, 6 cuts, 7½, 15 and 30 lb ... 44
Old Kentucky, 6 to lb, R. & R., 8, 16½ and 25 lb... 45
Old Peach and Honey, 6 to lb 8 lb butts ... 48
Out of Sight, 12 butts, 12 oz., 3x12, 3 cuts..... 35
Piper Heidsieck, 2½ oz, 2¾x3, 8 cuts, 4, 7, 14 lb 69
Red Cross, 16 oz 3x12, 4 cuts 12 and 24 butts 33
Red Ribbon Twist, 10 to lb 6 inch, 8 lb packs, 16 lb 1½ bus 40
Saw Log, 16 oz, 2x12, 8 cuts 24 lb..... ... 56
Saw Log 32 oz, 3x12, 12 cuts, 32 and 48 lb 46
Something Good, 5½ to lb, 2x4 9, 18 lb..... 45
Spearhead 14 oz, 2x12, 6 cuts, 6, 18 and 30 lb. 45
Spear Head, 7 oz 2x12, 6 cuts, 7, 10½ and 21 lb 48
Standard Navy, 14 oz, 3x12 4 cuts, 14 and 28 lb. 38
Star, 16 oz, 3x12, 6 cuts, 12 24 and 52 lb 45
Weissinger's Special, 5 1-2 oz., 3 x 12 emb, 2, 6, 12 lb. 63
W. N. T. Nat. Leaf, 6 and 12 lbs., bxs., 5½ ozs., 3x12.... 57

Smoking Tobacco.

(5-lb Cartons, 25 and 30-lb cases.)

Seal of N. C., 1⅞ oz, foil.....$0.63
Seal of N. C., 3½ oz, foil..... .62
Seal of N. C., 8 oz, foil..... .59
Seal of N. C., 16 oz, foil..... .59
Old Gold, 1⅞ oz, foil or pouch ..... .70
Old English curve cut, 1⅞ oz .74
Old English curve cut, 3½ oz .74
(In curved tins.)
Pedro, 2½ oz, foil..... .49
Pedro, 2½ oz, pouch..... .51
Pedro, 2½ oz, assorted..... .50
Pedro, 16 oz, tin canisters.... .52
Dixie Queen, 1⅞ oz, foil..... .40
Dixie Queen, 16 oz, tin canisters, 6-lb cartons, 24-lb cas .43
Duke's Mixture, 1⅞-oz sack.. .39
Arlington, 1⅞ oz, foil..... .65
Cross Cut, 1⅞ oz, foil..... .60
Duke's Cameo, 1⅞ oz..... .42
Duke's Cameo, 2½ oz, foil ... .45
Melrose, 1⅞ oz, foil..... .65
Fragrant Vanity Fair, 1⅞ oz, foil ..... .95
Red Indian Plug Cut, 1⅞ oz and 3½ oz, foil..... .42
Red Indian Plug Cut, 16-oz pails ..... .44
Fashion, 1⅞ oz ..... .42
Fashion, 16-oz pails..... .44
Bull Durham, 1 oz..... .65
Bull Durham, 1⅞ oz..... .65
Bull Durham, 3½ oz..... .60
Bull Durham, 8 oz..... .58
Bull Durham, 16 oz..... .58
Pick Leaf, gran, 1 oz, 25-lb ca .60
Corn Cake, gran, 1-lb bags, 25-lb cases, per lb..... .23
Echo Plug Cut, 1⅞ oz..... 48
Red Bell, 1⅞ oz..... .42

COLUMN 40.

Red Bell, 16-oz pails..... .43
Oriental Mixture, 3½-oz tin.. 1.00
Imperial Mixture, 2½-oz tin. 1.20
Plum, 1⅝ oz, foil..... .62
Three Kings Mixture, 3½-oz tins 1.35
Monte Cristo Mixture, 3½-oz tins 1.50
Yale Mixture, 1-oz tin..... 1.35
Yale Mixture, 1⅝-oz tin..... 1.60
Yale Mixture, 3½-oz tin..... 1.55
Honey Dip Twist, 10 to lb.... .40
Master Workman, 10-oz plug, smoking ..... .46
Old Virginia Plug, smoking, 5 oz, 10½ lb., 6x5..... .42

Fine Cut Chewing.

Hiawatha, 1 oz..... .59
Hiawatha, 10-lb bulk, bright or dark ..... .59
Hiawatha b'ght or d'k, 1-lb tins, 5-lb, pails ..... .58
Sweet Cuba, b'ght or d'k, 1-lb tins, 5-lb, pails ..... .46

Cigarettes.

Fragrant Vanity Fair $4.00
Duke's Cameo 4.00
Sweet Caporal 4.00
Virginia Brights 4.00
Old Dominion 3.98
Pets (foil packages)..... 6.52
Richmond Straight Cuts..... 6.62
Turkish Trophies 7.75
Egyptian Deities, No. 1, 10s.. 21.50
Egyptian Deities, No. 3, 10s $18.36. 19.28
Mogul 11.22

Cheroots, Etc.

Vaporettes in tin foil, 5 for 10 14.00
Old Virginia Cheroots, 5's .. 14.00
Jumbo Stogies, 100 in carton 12.50
Between the Acts Little Cigars, 10's tin and paper.. 8.50
Bengal Little Cigars, 10's.... 7.50
Royal Bengal 10 in pkg .. 12.00
Van Bibber Little Cigars....17.50
Sub Rosa Cigarros, 10s, per 1,000 ..... 4.10
Florodora 12.50

Cigarette Papers.

Vanity Fair, 50 pkgs in box.. 1.05
Wheat Straw, 50 pkgs in box 1.25
Wheat Straw, 100 pkgs in box 2.50
Wild Oats, 40 pkgs in box.... .90
Red Seal, 50 pkgs in box .... .25
Corn Husk, 50 pkgs in box . 1.15
Corn Husk, 100 pkgs in box.. 2.30
Interlock, 50 ..... 1.15
" 100 ..... 2.25

THE HILSON CO.

Hoffmann House Little Cigars, 10 in package, 250 in carton $7.50
Hoffmann House Magnums, 10 package 100 in carton ... 12.00
Hoffmann House Petit Due 10 in package 100 in cart'n 15.00
Hoffmann House Cavaliers 10 in package 100 in cart'n. 18.50

J. B. PACE TOBACCO CO.

Scroll Tag, twist 6 to lb.... .66
Scroll Tag, 10 oz..... .66
Mastiff Plug Cut, 1¾ oz..... .6½
Mastiff Plug Cut, 3½ oz.... .6½
Mastiff Plug Cut 10 oz ..... .52

AMERICAN SNUFF CO.

French Rappee, 1¾ oz, pr dz. .96
French Rappee, 3½ oz, pr dz. 1.80
French Rappee, 16-oz jars, per lb ..... .65
Maccaboy, 1¾ oz, per doz.... .96
Maccaboy, 3½ oz, per doz.... 1.80
Maccaboy, 16-oz jars, per lb. .60
Irish High Toast, 16-oz. jars, per lb ..... .57
Scotch Lillenthal's, in bladders ..... .60

CIGARS.

Porto Rico Cigar Co.

El Primero, Forziano Porto Rico 30.00
El Manifesto, Invincible Roosevelt Porto Rico 87.50

PIPES.

Per Doz.

Cobs, Hot Shot, 3 doz.....$0.25
Cobs, Gem, 3 doz..... .25
Cobs, No. 3, 3 doz..... .50
Brier, W. P. & Co., Assorted, 3 doz 2.00
Brier, Display Stands, 1 doz... 2.00
Brier, Showcase Assortment, 3 doz 6.00
Pipe Mounts, 1 doz..... .75
Cherry Stems, 2½x6 in..... 2.00
Cherry Stems 2d 2½x6 in..... .85
Clay Pipes, T. D., 1½ gross per box 1.25

Per Box.

Clay Pipes, Woodstock, 1½ gr., per box 1.25
Uncle Sam Cob Pipe, 3 doz box 1.00
Eclipse Patent Cob Pipe, 3 doz. box 2.25
Climax Cob Pipe, 3 doz. box... 2.25
Jewel Cob Pipe, 3 doz. box.... .90
Dewey Cob Pipe, 3 doz. box... 2.50
No. 19 Cob Pipes, 1 doz box.... 2.00

LASH'S
KIDNEY & LIVER
BITTERS
CURES DYSPEPSIA.

HAVE YOU NOTICED
all these Signs around Town?

WUNDER BEER

It shows that most of the Grocers keep what people ask for—WUNDER BEER If YOU don't, wake up phone to our bottling works and they will send their man to see you.
Phone South 1098

Ahrens, Pein & Bullwinkel
WHOLESALE
Liquor Merchants
620 Post St., bet. Taylor & Jones
Sole Proprietors



Royal Stag Bourbon and Rye.
Old Pal Kentucky Bourbon.
Celebrated Chief Tonic.
Hiawatha Bitters.
Chief Bitters.
Diamond Star Rye and Bourbon.
Tiliawood Bourbon.
Importers
Slater V. O. Scotch Whiskey, Scotland.
Thorpe & Co.
Mermaid Old Tom Gin, London.
P. Van der Kamp
Fine Old Wood Cock Gin, Holland.
Maurailla Freres Cognac, France.

MONEY-WEIGHT SCALES
Pay for themselves in
Less than a Year.
Sold on Easy Monthly Payments
PIERCE & CO.
Flood Bldg. (8th Floor) Market & Powell



J. F. Cutter Whiskey
IS THE BEST SELLER FOR THE RETAILER ON THE MARKET
E. Martin & Co.
Sole Agents
54 FIRST STREET
San Francisco

Attracting Trade

THE SHOW WINDOW.

You cannot keep the women,
You cannot keep the men,
From looking into windows
That shine and shine again,
Provided that the windows
Are dressed with skill and taste;
I wonder why some dealers
Their business windows waste.

How Lipton Defeated Misfortune.

A characteristic story is told of Sir Thomas Lipton by a shipper who knew him in London. A merchant vessel carrying a cargo of tea, and with plain Thomas J. Lipton, merchant, aboard, was threatened with shipwreck in the South Atlantic. A furious storm had driven the ship far out of its course. It was leaking badly, and threatening rocks rose in sight. Mr Lipton spent the last hour before the vessel was dashed on the rocks and lost in painting the words "Use Lipton's Teas" on the chests. These were afterwards picked up on various shores, and served to bring the merchant into his first prominence abroad. All the ship's company got ashore safely on an inhabited island, from which, after a few days, came a very creditable account of the shipwreck for publication in the London papers, signed "Lipton." The story that he furnished proved a great advertisement, introducing his name to the nation at large.

Advertising Catch Phrases.

There are times when even a practical advertising man is lost for lack of a catch phrase, a starter, in writing his advertisements. The following are taken at random from "1,000 Advertising Catch Phrases" published by "The Advertising World," of Columbus, Ohio:

A strong statement, but a straight fact.

Others as good, but not at this price.

Reward enterprise with encouragement.

Opportunities like this don't often occur.

A tempting price on tempting goods.

Seasonable savings for the economical

We want to make every day a busy one.

Look everywhere—these are best anywhere.

Some garments are guesses—these are results.

Anybody would think they cost you double.

We make money—you save money—at this price.

You might pay more—you can't get better value.

Now you get the pick—later you get the remnants.

We want you to see them—we're sure you'll like them.

Here's where you make your money make more money.

Even the Bees Were Pleased.

For the first time in many moons an effective window display has gone wrong. A grocer in Lancaster arranged such a realistic exhibit of honey combs that it attracted the admiration of some very good critics. These were a swarm of bees who happened to be passing by and devoured the entire display overnight. Far from discouraging the designer the experience ought to encourage to bigger efforts. For what better purpose could a window serve than to inspire all passers-by with similar strong desires, though in better conscience.—Merchants' Guide.

People are attracted by and freely purchase the goods that have a long and unsullied career behind them. A record of a generation or more, forms one of the most valuable of trade marks, and yet so far as the dealer is concerned there is hardly anything more destructive of public interest than the display of the same old brands.

CARNATION CREAM

Carnation Cream received the Gold Medal, the highest award over all competitive brands, at the Lewis and Clark Exposition ∴ ∴ ∴

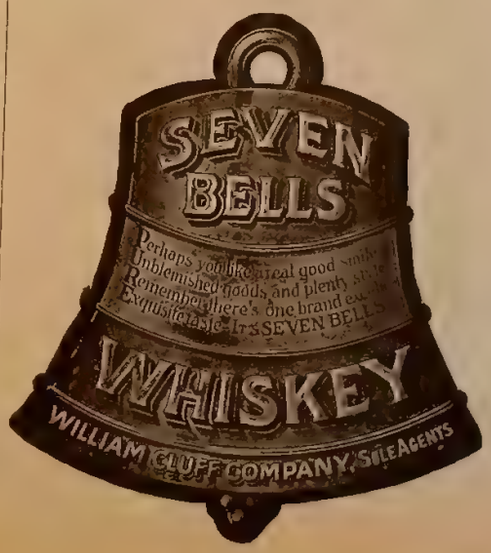


CARNATION CREAM

PACIFIC STORE AND OFFICE FIXTURE CO. INC.
TEL. BLUE 2571
F. A. OEHM, Pres.

Store Fixtures

DESIGNERS AND MANUFACTURERS OF
STORE, OFFICE AND BAR FIXTURES
3253-3259 SIXTEENTH ST.
San Francisco



WILLIAM CLUFF COMPANY
WHOLESALE GROCERS
SOLE AGENTS
SAN FRANCISCO CAL.

Grocery Markets.

Commercial Outlook of the Western World as shown by Present Conditions.

Office of the ADVOCATE.
Thursday Afternoon.

ADVANCES.

Sugars all grades, up 30 cents.
Pioneer cocoanut, bbls. to 12 cents; pails, to 13 cents.
Paddock Rolled Oats, bbls. to $7.75; sacks to $7.25, 10-10s to $4.50.
Boys matches, to 22½ cents; Napoleon, tin, to 85 cents. Boxes, to 80 cents; Independent, tins, to 90 cents; Boxes, to 85 cents.
L. L. raisins, 2 Crown, to $1.50; 3 Crown, to $1.60; 4 Crown, to $2.25; 5 Crown, to $2.75; 6 Crown, to $3.25.
Brazil nuts, per lb. to 13 cents.
Lesline Sprats to $6.75.
Granulated oat meal, to $4.50; oat groats, to $4.75.
Extra Cream Rolled Oats, in wood 180 lbs. to $8.00, in 90 lb. sacks, to $7.50 Alta Mills, in wood, to $7.00; in 90 lb sacks to $3.50, bale of 10-7's and 10-10's to 4¾ cents.
California State Factory Cheese, flats, to 13-14 cents, limburger, to 15 cents
Pacific codfish, cases, selected, to 5¾ cents; boneless, 30 lb. boxes, to 7¼ cents; strips, to 7 cents; blocks, to cents
Finnan Haddies, to $2.00.

DECLINES.

Liverpool lump salt, to $16.00.
T. & B. bacon, to 18¾ cents; T. & B hams, to 14¼ cents.
New York State Factory Cheese cheddars to 13½ cents, twins, to 13 cents. Holland and Edam, to $5.00 to $5.50 per doz.; in bladders, to $9.00 to $9.50; large plain, to $9.50 to $10.00 per doz.; in bladders, to $10.00 to $10.50.
Eastern codfish, Gen Georges, 8 fish to case, to $9.00; 12 fish to case, to $8.50.
Holland herring, extra selected mixed bbls. to $16.50; ½ bbls. to $8.50; keg, to $1.00. Corresponding reductions on other grades.
Moirs' selected red herring, to $1.90
Hamburg eels, in jelly, 1 lb. tins, to $1.80.
Alaska red salmon, 1 lb. tins, doz. to 95 cents; 2 lb. to $1.60. Alaska pink, 1 lb to $1.50; Oregon red, 1 lb. tins, to 9 cents; 2 lb. tins, to $1.60; Oregon pink, 1 lb. to 75 cents; 2 lb to $1.50.

AGAIN IN STOCK.

Paragon Catsup, gals. at $3.25.

SCARCE IN MARKET.

Pride of Gulf Shrimps, small.
Wagner's Saurkraut.
Teyssonneau Marrows Rotes.
Tillmann Corn.
No. 2 Walnuts, old.

NEW IN MARKET.

Apitezo, per case, at $3.50.
Forest Queen Toilet Soap, 3 oz. B. Box at $1.75
St. Charles Cream, 20 oz. to $4.60.
Jones Bros. Cidar Vinegar, qts. glass per doz. at $1.25; pts. at 90 cents.

OUT OF STOCK.

No. 2 Irish mackerel in bbls. and ½ bbls.

CALIFORNIA CROP CONDITIONS.

U. S. Dept. of Agriculture reports for last week:

"Conditions for raisin making and fruit drying have been favorable. The second crop of raisins is nearly out of danger. The apple yield is generally heavy and of good quality. The walnut crop is about two weeks late but will be of good quality and fair yield. The yield of honey is larger than that of last season. Olives are in fine condition."

SUGAR.

There have been two advances in refined sugar since our last publication each of 15 cents. This brings the price of dry granulated to $5.05. The advances were not expected by the jobbing trade as there have been no advances in the Eastern market. They are attributed to the feeling that the stocks of the Honolulu Plantation Co are comparatively low and that new grinding will not come in for some time yet.

New York, Oct. 17th—Raw sugar during the past week has been steady and rather more active although there have been no advances. Today there were sales of 9000 tons of Suba on a basis of 4⅝ cents.

New York, Oct. 10th—M. G. Wanzer & Co. report.

"Under pressure of the many Java cargoes arriving during the last week the market eased off somewhat. Europe continues to hold firm. That circumstance has lent encouragement to holders of cane sugar. While raw prices today seem very low and this should stimulate demand the element of stability has not yet been re-established. With this condition prevailing, the throwing of the new crops upon the different markets will find the world unprepared to take care of them unless further concessions are made."

New York, Oct. 5th—Willett & Gray report

Raws—The advance at the close of last week has been entirely lost during the present week. Centrifugal sugars, 96 degree test, closing at the equivalent of 3.61 cents as against 3.60 cents per pound at the close of last week. This reduction has taken place of an exceptional desire on the part of Cuban holders to dispose of their sugar at the best prices obtainable.

Refined—As we expected, the market has developed further weakness. The demand has been fair during the week. Buyers feel that the hand to mouth policy is the best to pursue for the immediate future.

COFFEE MARKET.

The Lewin Meyer Co. report:

"There has been little change in the situation since our last report.

"The New York market is easier. On account of December liquidation buyers there are holding off, a fact which has effected the local situation.

"No transactions in Central American futures are reported."

New York, Oct. 6th—M. J. Brandenstein & Co. report.

"The total receipts of Rio and Santos to date are 4,293,000 bags, as against 4,709,000 bags at same date last year and 5,030,000 bags same date two years ago. The total visible supply is over 1,500,000 bags less than last year and over 1,000,000 bags less at same date the year before last. On statistics, therefore, the article looks very strong. There will surely be some agitation of duty in December; and even if the duty is not finally put on, the agitation is bound to create a bull market. We strongly advise consumers to carry full stocks of desirable goods."

Consul-General Seeger, of Rio Janeiro, writes:

"The shipments from the interior to ports are much less this year than we expected. One reason of this is that owing to climatic influence the harvest was somewhat delayed, and another is the fact that the planters are in a better condition financially than they have been for the last two or three years, and are not compelled to rush their crops to the market as soon as harvested. Experts declare that throughout the coffee districts of Brazil the coffee trees are in a splendid condition; that quite a good many coffee planations that were about to be abandoned have been taken up recently and promise a good result, and that the harvest year 1906-7 may prove a record breaker."

TEAS.

New York, Oct. 10th—John B. Brown & Co. report:

Foreign Markets—All cables relative to stocks held in producing countries continue to report strong and active markets with prices ruling at the same range of values as noted in our circular letter of two weeks ago. Stocks of all teas are considerably smaller than held by tea men last year at this date.

Home Market—A fair run of business is reported by all directly interested in the trade. Prices hold firm and we predict continued strength during the balance of the season.

RICE MARKET.

M. Phillips & Co. say:

"The market on Jap rices has advanced another 25 cents with prospects of going higher owing to the fact that continual rains destroyed the larger portion of an already short crop. We predict high prices for Jap rice, and advise purchases at present figures.

"Fancy head rice also advanced about ¼ and will go higher.

"Other rice remains the same with exception of Honolulu rice which is a little weaker."

New York, Oct. 10th—Dan Talmage's Sons Co. report:

"The trade generally are buying for needs only, but taking freely as wants develop. Orders are insistant as to prompt shipment, indicating stocks at low ebb. Buyers as a rule, deem prices too high, but those whose memories reach back two or three years, will remember that values are now somewhat similar to those prevailing in October and November, 1902, and 1903. This is especially true of Honduras sorts. Japan styles were then much higher.

At New Orleans, the market is strong with good demand. Rough rice is heavy firmly and millers assert that current prices of cleaned are not sufficient to reimburse cost and expenses of milling. Telegrams report heavy storms prevailing.

"In the Interior-Southwest Louisiana and Texas, planters and holders of rough rice claim (on account of the reduced acreage, diminished yield per acre and lateness of the crop) that the statistical position is much stronger than for several years past. As their product finds ready sale, as fast as offered, it would seem that buyers and sellers alike had a very good opinion of the market, for the near future at least.

"Cables and correspondence from abroad note full prices obtained for the somewhat restricted business doing. Prospects for the new crop Burmah are encouraging. The crop in Japan while less than last year, is fully equal normal production."

Crowley, La., Oct. 6th—James M. Wright reports:

"Large sales have been made in Crowley during the last few days at full prices and there is an active demand for all grades. Stocks in all the larger markets are reported to be small and a very active trade is expected for the coming week. Japan grades are entirely too

THE DEMAND FOR Malta-Vita



The quality of Malta-Vita explains its rapidly increasing sales. Malta-Vita doesn't belong to the **tasteless** variety of flaked wheat foods. It's good to eat and the public is finding this out. Malta-Vita's crisp brown flakes are healthful, too.

NO PREMIUMS USED

Premiums are not given with Malta-Vita. It is sold strictly on its food merits, and intelligent people appreciate this fact.

Malta-Vita Pure Food Co.

BATTLE CREEK, MICH., and TORONTO, CANADA.



U. S. Government Inspected.
For Quality, Unsurpassed.

WESTERN MEAT COMPANY

SAN FRANCISCO, U. S. A.

high in comparison with prices paid for Honduras types."

Charlestown, S. C., Oct. 7th—Samuel G. Stoney reports:

"Crops are turning out so much shorter than was expected that farmers feel confident that Carolina rices must enhance in value."

Crowley, La.—The 'Rice Journal' reports:

"The production this year cannot possible exceed and probably will not equal the domestic demands. The Honduras yield has been good although not so good as was looked for just previous to harvest. It is still too early to form a correct opinion of the Japan crop as fully one-half of the Japan crop was planted late."

CANNED FRUITS.

The situation in canned fruits at present is unprecedented. The market has been practically cleaned of low grade apricots, peaches and plums. High grade fruit is still in fairly good supply. There are considerable of low grade pears.

CANNED TOMATOES.

Eastern buyers are in the local market trying to get Standard 3's at 80 cents which would be equivalent to 92½ cents landed in New York or about 88 cents if they were sent by sea. Most of the local canneries are holding out for 85 cents. Frisco, although a few would be prepared to sell at 80 cents in round lots. One of the large canneries this week sold gallon Standard to jobbers which opened at $1.90 for $2.50, with no discounts.

New York, Oct. 18th—Tomatoes are considerably strongeed. The syndicate is again taking up lots offered at cut prices. Sales are reported of 17,000 cases at 87½ cents factory, where $ is being asked generally. New York reports the sale of 5000 cases of California tomatoes due to arrive by steamer in February at 92½ cents New York with offerings at 85 cents Coast.

Baltimore, Md., Oct. 7th—Wm. G. Michael & Co. report:

"The tomato market is firm with 3-lb. Standards at 92½ cents to 95 cents."

Perryn, Md., Oct. 9th—Jay F. Towner reports:

"The pack is over. Few packers have any surplus. If the people consume tomatoes at the high prices the jobber will have to buy and prices will jump."

Troutville, Va., Oct. 7th—Layman & Bishop report:

"The pack in Virginia is virtually over. It is about one fourth the normal. Fewer goods remain unsold on our market at this time than we have known for years. If the situation is the same in other states the market is sure to advance still higher."

East Newmarket, Md., Oct. 6th—Chas. Webster reports:

"The average tomato crop of Dorchester County is only 50 per cent of last year. The hold over of last year's strictly Standard goods is very small. As only men strong financially were packing this year, and the supply of full Standards is light, I don't see why they should not bring $1.25 per dozen before the next packing season as they will certainly all be wanted. I have seen Standard tomatoes sold at a higher price when there were, relatively speaking, more of them."

New York, Oct 5th—The present market seems to be made up of sellers of inferior stocks which has been rejected as deliveries on contract. A great deal of such stocks is freely offered and in some cases might be bought at less.

CANNED CORN.

Philadelphia, Pa.—The 'Grocery World" says:

"From all sections of the country, except Maine, come reports of a large corn pack and a very weak and depressed market. New York state corn is nominal at 60 cents but there is reason to believe that a bid at 60cents would get more than the bidder wanted. Plenty of Western corn could be got at the same price. The corn pack is greatly in excess of the demand. This seems to be understood so thoroughly that there are practically no bidders at the present time. Some of the large packers of Maine corn have notified the trade that they would deliver only 75 to 80 per cent of their orders. There is no evidence that the Maine corn pack was not even usually successful and this is believed to be a part of a plan recently adopted by the Maine packers to keep the market for Maine corn stiff."

Dexter, Me., Oct. 6th—F. H. Hayes reports:

"The pack of Maine corn is not nearly as large as was expected. Some of the largest packers in the State will deliver only 80 per cent."

West Poland, Me., Oct. 7th—Fernald Keene & True Co. report:

"The pack of fancy Maine corn was hardly up to the average. Most packers will fill orders in full although a few will make pro rata deliveries. The quality is fine. There is a good demand for fancy corn of high grade and the entire Maine pack will be shipped out early. Prices remain firm. The low prices on inferior goods have little or no effect on fancy Maine corn."

Baltimore, Md., Sept. 30th—Thos. J Meehan & Co. report:

"The low range of prices for corn is bringing some orders to this market. The consumption of it will no doubt be largely increased."

ADD TO YOUR

PROFITS

BY SELLING

Plymouth Rock

GRANULATED

GELATINE

IT IS THE **BEST** and **PUREST** MADE.
Granulated and can be measured with a spoon.
Free from Odor and Taste.
Endorsed by Physicians and Housewives everywhere.

AND THE MARGIN IS SATISFACTORY.

FIGURE IT OUT

With 3 dozen packages at $1.10, we give 1 dozen free.
This makes 4 dozen for $3.30 or

Per Dozen 82½c

It sells at 10c or.....$1.20

By the gross, it costs $12.50 with 4 dozen free.
This makes 16 dozen for $12.50 or.....per dozen, 78c

It sells at 10c or.....$1.20

FOR ADVERTISING-- With each dozen is given 12 sample packages, each of which will make 1 pint of jelly.

FOR SALE BY ALL JOBBERS

FRED. F. HOBBS CO.

Merchandise Brokers

AGENTS

95 Market St. (Buckley Bldg.)

SAN FRANCISCO, CAL.

DRIED FRUIT.

New York, Oct. 18th—There is considerable demand for dried peaches with very light offerings. Apricots are quiet and prunes neglected. Spot seeded raisins are in moderate demand. Outside seeders are still offering fancy seeded at 7¾ cents but with few takers. Smyrna sultans are temporarily scarce and the market is firm and active.

RAISINS.

The California Fruit Canners' Association after selling a limited amount of fancy seeded raisins at 7¾ cents advanced them to 8 cents. The Fruit Canners' Association is a new factor in the raisin business but claims to be in it to stay. The Association is not meeting cuts and is selling considerable goods at full prices since they control the well known standard brands.

New York, Oct. 6th—The "Journal of Commerce" says:

"Buyers seem to hesitate to confirm orders. Representatives of Coast selling interests contend that the price are fully warranted by the conditions. The crop is estimated at about 2000 cars with no carry over as against 4000 cars last year. The experience of last year when prices were opened fairly high and almost immediately reduced is not likely to be repeated for the reason that outside of seeded, in which the bulk of the business is now done, the demand is light. Cutting of prices by the division of selling commissions is also largely eliminated since the brokers' commission is said to have been fixed at 2½ per cent instead of 5 per cent as heretofore. The available quantity of spot seeded raisins is small. Some holders advanced prices in fancy to 9 cents. Others still quote 8⅞ cents and some might be picked up at 8½ cents."

New York, Oct. 6th—A prominent broker says:

"The fact that the very limited number of outside packers with a very limited capacity made a price less than 8 cents on seeded raisins two weeks ago, has no real bearing upon the situation. The jobbers are afraid that with the high prices they will not make any money. They probably will not, as each one is afraid to advance his price to the retailer. The result is that the retailers will buy at about the same figure they did last year.

Fresno, Cal.—Vice President Tarpey of the Raisin Growers' Association says:

"If any change is made in the price of raisins, it will be an advance. More grapes are going to the wineries than was expected and the raisin crop will be smaller than we thought. The Association expected Eastern buyers to exhaust all sources of inquiry in an effort to secure goods at a low figure before buying. As soon as the trade finds that raisins cannot be obtained for less, the orders will come."

Selma, Cal, Oct. 5th—Owing to the dry weather this season the crop has been cured in exceptionally good condition and the quality of the fruit will average higher than usual. The products show high percentages of 3 and 4 crown raisins. The crop will be about 15 per cent short of last season.

Fowler, Cal.—The curing of raisins is almost finished. There is no doubt that the crop is far short of that of previous years.

SMYRNA FIGS AND RAISINS.

Consul Norton, of Smyrna, reports:

"The present prospects of the raisin

(Continued on page 24.)

JAMES M. ELLIS

NOTARY PUBLIC

AND

Commissioner of Deeds

FIRE AND MARINE INSURANCE EFFECTED

323 Montgomery Street

Residence 1233 Geary St.

Tel. Main 5925. SAN FRANCISCO

WHITTEMORE'S POLISHES.



The World's Standard.

"Gilt Edge" dressing, blk.	$24 00
"Boston" Waterproof Polish (for men's and boys black shoes)	24 00
"Boston, Jr." 10c. size	10 00
"Dandy" Russet Combination	24 00
"Star" Russet Combination	9 00
"Dandy" Russet Paste	9 0
"Red Box" Russet Paste	5 00
"Champion" Black Friction Polish	24 00
"Champion, Jr." Black Friction Polish.	10 00
"Elite" Combination (for box calf, black vici kid, etc.)	24 00
"Baby Elite" Combination (for box calf, black vici kid, etc.).	10 00
"Elite Paste" for box calf (two sizes)	$9 00 5 00
"Superb" Patent Leather Paste	9 0
"Blue Box" Patent Leather Paste	5 00
"French Gloss" (in cartons, for ladies' black shoes)	9 00
"Royal Gloss," 4 oz. (for ladies' black shoes).	8 00
"Bossola" Waterproof Paste Polish, large	9 00
"Bossola" Waterproof Paste Polish, small	4 50
"Quick White" perfectly cleans dirty white shoes (two sizes)	$24 00 10 00

Cigars and Tobacco

WAR AGANST THE TRUST.

The Dealers Endorse Aggressive Action.

At the recent meeting of the San Francisco Retail Cigar Dealers' Association, President J. S. Pany dwelt extensively upon the value of organization to protect the trade against the many hostile interests that are threatening its well-being.

His suggestions were as follows:

First—That the Cigar and Tobacco Dealers' Association affiliate with the national organization.

Second—That the "Independent" stamp be placed on all packages so that both dealer and consumer can distinguish them from trust goods.

Third—The appointment of a special committee to work with the "Anti-Japanese-Chinese League" and all Labor Unions, etc., to defeat the attempts being made by the Tobacco Trust for a lower tariff on tobacco and cigars brought in from the Philippines and protect American labor from the necessity of competing with coolies.

Fourth—To prepare a measure similar to the Atjen-Tawney bill.

Fifth—That steps be taken towards sending a representative of the Association to participate in the conference of independent tobacco growers, manufacturers and dealers which is to be held at New York, October 23rd to 29th in connection with the Independent Tobacco shows

Mr. Parry's suggestions were unanimously approved by the dealers present, and have struck the right chord in the general trade.

It is felt by all dealers who are independent of Trust domination that the time has now come when vigorous measures must be taken or the Trust will control all.

The suggestion that the cigar dealers can and should work together for the advancement of common interests has taken a strong hold on the trade, and bids fair to bear valuable fruit.

The more forces are working to beat back the Trust, the sooner results will be secured.

AMERICANS USE MUCH TOBACCO.

The United States leads all other nations in the total consumption of tabacco, while Belgium stands at the head of the tobacco-consuming countries so far as the per capita consumption of the "fragrant weed" is concerned. Germany and Russia are the only other two countries besides the United States which show a total consumption of over 100 million pounds.

In this country the total value of tobacco manufactures, according to the twelfth census, was in excess of $263,000,000. exclusive of the value of imported manufactures of tobacco and profits of all kins, which are comparatively high in the tobacco trade. The total government revenue of 65.8 million dollars constitutes thus a much smaller percentage of the total consumers' cost than in the European countries, with the possible exception of Germany and Belgium, where the tax on tobacco is comparatively small.

Great Britain does not produce any tobacco, but imports all she uses from abroad, principally from this country. The duties are very high, the average rate per pound being five times as high as in this country, with the result that, while the per capita consumption is relatively low, 1.95 pounds as against 5.4 pounds in the United States, the total revenue from tobacco is almost as high as in this country.

The taxation of tobacco appears to be highest in Italy, France, and the United Kingdom, and lowest in Belgium, Mexico, Germany, and the United States, in the order named. On the whole, it is true that the countries with the highest taxation show the lowest consumption and inversely, though there is no exact correspondence, for the reason mainly that, while the tax constitutes a very large portion of the consumer's price, high taxes or increased taxation may result merely in decreased consumption of the more expensive grades of the article and increased consumption of the cheaper grades.

MANY SWINDLERS AT WORK.

The arrival of the fall, which has stirred the trade to activity, has also aroused the dormant energies of those undesirable parasites who depend for their livelihood on an ingenuity not hampered by honesty. A few weeks ago several distributors and manufacturers of cigars were victimized by a smooth gentleman who presented orders for goods on the stationery of a large grocery house, says the United States Tobacco Journal. Later the same scheme was employed successfully with the American News Co., as the unwitting sponsor. The old telephone order game, in which goods are ordered by 'phone in the name of a regular customer to be delivered to a fake representative, has, we understand, already been tried a couple of times within the past few weeks, and we have no doubt that a number of new methods of securing merchandise without the formality of payment will be devised during the next few months. Altogether dealers would do well to remember that from this on till the end of the year is the period when swindlers of this character hope to reap their harvest, and keep their eyes open accordingly.

RANDOM NOTES.

Ehrman Bros. & Co. are meeting with excellent success with the Buffo Cigar—nickel size—which has become a favorite with many smokers of medium-price goods.

Al Ehrman of Ehrman Bros. & Co. has been confined to his home for several days with the grip, but expects shortly to be about again.

Major F. S Burrows, Pacific Coast representative of the Jose Lovera Co., and E. M. Schwarz & Co., has removed his offices to the Italian American Bank Building at 456 Montgomery street.

L. Cantor of 210 California street, corner of Front street, has been in the wholesale section for nearly four years, and for one year at the present location. He makes a specialty of high grade cigars, which compose the bulk of his trade. Cantor's cigar corner is known as one of the best stands in the down town district.

C. B. Poar, president of the C. B. Poar Tobacco Company, has sworn to a complaint charging Peter Gillis, a former salesman, with felony embezzlement. The specific sum set forth in the complaint against the accused man is $84, but the complainant declares that Gillis' shortage will run into the thousands. He had been in custody for some days pending an investigation of his accounts.

The Tampa correspondent of Tobacco writes that journal as follows: A. Santaella & Co. are taking on new men these days and are making 80,000 Optimo cigars a day. Even at this pace they find it difficult to keep up with their orders. The addition to the handsome factory begins to show what it will mean to the main building. It is of cream colored brick with soft gray trimmings, harmonizing perfectly with the main structure, the effect of the long, well proportioned building is most pleasing to the eye. It will undoubtedly be the gem in the collection of cigar factories on this continent if not in the world.

New York promises to be a Mecca for members of the tobacco trade from all sections during the week of October 23rd One of the most important developments of the week was the appearance of an official letter from Walter J. Friedlander, secretary of the Independent Tobacco Manufacturers' Association of the United States, announcing that the Executive Committee of the organization had decided to change the place of the annual meeting from Cincinnati to New York, and directing that it be convened in New York, Thursday, October 26th. This will bring practically all of the prominent independent manufacturers of smoking and chewing tobacco and cigarettes in the United States to New York during the week of the great Tobacco Exposition. The Independent Tobacco Manufacturers' Association is the organization which is directly responsible for setting on foot the investigation of the tobacco trust methods by representatives of the United States Government, which is now in progress.

ONE BEST WAY.

There is generally one best way and in bookkeeping it is the Perfection Short Credit System. Half of San Francisco's credit grocers are using it and the other half are steadily coming to it.

Mr. Rahlmaun, the prominent south San Francisco dealer, says: "It saved its entire cost to me the first month," and Allen & Baker of North Berkeley declare that 75 per cent of grocery accounts will be kept by this system in a few years more. If you don't know about it yet you had better write to the agent, P. E Lenfestey, 220 California Street, San Francisco.

THE "WHOLESALE" FRAUD.

A Dayton, Ohio, concern has been sending out representatives to sell groceries in carload lots, promising "wholesale prices" to the purchasers Not very long ago one buyer was rather suspicious when he looked at the bill, and decided to investigate. His bill amounted to $35.10, and upon comparing prices with the local grocery he discovered that the retail price for the same goods at home would have been $28.92. He refused to accept the goods and claimed that the order was obtained under false pretenses. They were not, of course, wholesale prices. The consumer who buys of mail-order and scheme houses never gets wholesale prices. Comparison through the entire list tells the tale.



EHRMAN BROS. & CO.,
S. F. Distributers.

BLACKSTONE'S INKS
BEST TO BE BOUGHT
KEEPS IN ALL CLIMATES


Blackstone Manufacturing Co.
(Incorporated)
MANUFACTURERS OF
WRITING FLUIDS,
Mucilage, Shoe Polish, Shoe Paste, Shoe Dressing and Liquid Glue.
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Telephone Capp 1111.

Call for ASTI WINES
PRODUCED BY THE ITALIAN SWISS COLONY
Dry Wine Vineyards, ASTI, Fulton, Sebastopol, Cloverdale, Sonoma County, Cal.
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IMPORTERS
Sardines, Olive Oils, French Preserves, Washing Blue, French Castile Soap: Clover Leaf, Virgin, Dahlia, mottled, Wines and Liquors—A. V. H. Gin—imported goods only.
Sole Agents for the Genuine CLICQUOT Champagne
Only the GENUINE, Imported direct from France, bears Vignier's LABEL

The Public Read the Advertisements and the Grocer Sells the Soap.



WE CREATE THE DEMAND FOR

"20th Century Soap"

Our demonstrators and salesmen make a house-to-house canvas and introduce the soap, giving the dealer the benefits and profits of all sales.

"20th Century Soap" keeps on selling itself. It is the best for-all-purpose soap that the housekeeper can find. It is used in so many ways and for so many purposes that they buy more of it than any other kind, and at the same time, and for the same reason that it can be used in so many ways, it is the most economical soap to be had.

"20th Century Soap" is the favorite with all women who have used it, as it is absolutely pure and contains no lye or animal greases. It leaves the hands soft, smooth and white. It has won its way into public favor to a remarkable extent.

"20th Century Soap" is put up in one, three and fifteen pound sizes. Nearly all who start with the one pound can buy the larger sizes subsequently.

Ask your jobber how it is selling. There is a splendid profit in "20th Century Soap."

Hoffheimer Soap Company, Factory, Chicago

Offices In { NEW YORK BOSTON PITTSBURGH CLEVELAND DENVER SAN FRANCISCO.

Jacobson, Reimers & Co.

210-212 Davis Street

DISTRIBUTERS OF

Fancy Butter and Honey

Dairy Butter and Eggs

Produce Market

THURSDAY AFTERNOON

BUTTER.

California creamery, extras, is higher. Other grades are unchanged. The market is firm.

California creamery, extras	32	33
" " firsts	25	26
" " seconds		24
" dairy, extras		
" " firsts		
" " seconds		
Store butter	19	20
Storage		24
" Creamery extras		25
Pickled		
Keg	22½	

EGGS.

California ranch eggs, white, are higher; other grades are unchanged, but firmly held.

California Ranch white	43	45
" " mixed colors	37	39
" Gathered,	25	27½
Standard		
Seconds		
Eastern, selected	24	25
Standard	23½	23
Seconds	19½	21
Storage, Cal., Selected	26	27
" " Standard	24	25
" " Seconds		
" Eastern Selected		
" " Standard		
" " Seconds		

CHEESE.

Prices are unchanged with prices firmly maintained.

California full cream	13½	14
" choice	12	12½
" common	Nominal	
Young Americas	14	
Eastern full cream	16	16½
Oregon		

POULTRY.

The market is in good condition, with abundant stock on hand. Prices are well sustained.

Turkeys, young live	22	24
" old gobblers	20	22
Dressed Turkeys	nominal	
Roosters, young, per doz	5 00	6 00
" old "	4 00	5 00
Hens	5 00	7 00
Fryers, per doz	3 50	4 00
Broilers, per doz, large	3 50	4 00
" " small	3 00	3 50
Ducks young	4 00	5 00
" old	4 00	5 00
Pigeons, young	2 00	2 50
" old		1 25
Geese' per pair, old 1.50 2.00; young	1 50	2 00

BEANS AND PEAS.

The white bean crop promises to be very short; there will be a heavy shortage of black eyes, as the crop will be the shortest in many years. A good crop of limas is reported and an abundance of pinks. The market is quiet, but with the resumption of buying there will come a sharp advance.

Small Whites	3 00	3 25
Large "	2 00	2 35
Pea Bean		
Pink	1 85	2 15
Horse	1 20	1 85
Red	3 50	4 00
Kidney	75	4 00
Lima	3 40	3 60
Bayos	2 95	3 25
Butter (large)	nominal	
Black Eyes	4 25	4 50
Dried Green Peas, per 100 lbs	2 00	2 40
" Niles " " " "	2 00	2 40

POTATOES AND ONIONS.

Potato and onion market is quiet, with prices as last week.

River Burbank	40	65
Salinas " No. 1, 80c-$1.00;	No 2, 60c	
Oregons, Old	Nom.	
Merced sweets	Nom.	
Australian onions	Nom.	
Red (new)	Nom.	
Yellow (new)	70	90
Garnet Chili	40	50

Continued from page 21.

crop are favorable. They compare as follows with the results of last season In 1904, sultanas 34,000, red raisins 6500 long tons; estimate for 1905, sultanas 45,000 to 53,000, red raisins 8000 to 9500 long tons. Stocks of last year's fruit are exceedingly reduced. It is estimated that there remain in this country barely 1500 tons of raisins, the greater portion consisting of low-grade and deteriorated wares, fit only for distillery purposes. Last year at this time the stocks carried over from the preceeding crop of 1903 amounted to nearly 10,000 tons. Rain affected the quality, although not the quantity, of both the raisin and the fig crop, and will have a bearing on future price conditions. Owing to the prospect of a small crop of raisins in Spain, a smaller output of fruits generally in European countries, and to the reports current that the California crop of raisins is likely to be 25 per cent short, prices here are ruling somewhat higher than the extent of the production this year would have ordinarily justified."

PRUNES.

Portland, Ore.—The dealers who contracted to deliver small size prunes had difficulty in doing so. Wholesalers look for a further advance in price before winter is passed.

Lebanon, Ore.—The prune growers in this vicinity are reported as having sold their dried prunes to Fortner & Laselle of Albany at 5½ cents per pound.

DRIED APPLES.

St. Louis, Mo., Oct. 7th—R. E. Funston, Dried Fruit and Nut Co. reports:

"The season for evaporating apples in the Middle West is practically over. As most of the apples evaporated in these states for this season have already gone into consumption, the South and West will soon have to look to the Northeast for supply. Dried apples are strong and advancing due to the heavy demand and small supply."

Despatch, N. Y., Oct. 6th—Bown Bros. report:

"The receipts of evaporated apples are extremely small for this time of the year and seem to indicate even a higher output than we had anticipated. The demand thus far is much greater than the supply. We do not see where any large quantity of goods is coming from."

Middleport, N. Y., Oct. 9th—R. T. Chase & Co. report:

"Apples are so scarce and high priced that none of the big driers will buy at all."

Dayton, Ore., Oct. 2nd—D. A. Snyder reports:

"Our apple crop will probably not be more than 25 per cent of the usual crop. Oregon has the smallest fruit crops since 1897."

WALNUTS.

The Southern California Walnut Growers' Association reports that all No. 1's have been sold out at opening prices and few No. 2's are left. The crop is small, being between 6000 and 7000 tons, and the quality good.

New York, Oct. 18th—Spot walnuts are active. Grenobles are reported as low abroad. They are quoted, spot, 13 cents; French, 9½ cents.

Fullerton, Cal., Oct. 6th—Growers outside the Association say their walnuts will net them a little above the figures fixed by the Association. A price of 13 cents was fixed for the best nuts.

ALMONDS.

Yuba City—The almond growers outside of the Sutter Almond Association are having troubles. In the past, they have taken advantage of the prices made by the Association to sell their crops This year they could not get any information as to the Association prices. The result has been that they have held their goods while the Association members have sold theirs. Meetings of the independent growers have been held in the past few days and it is understood that they fixed a price of 13 cents for their nuts.

New York, Oct. 18th—Tarragona almonds spot are in good demand at 12 cents. California almonds are quiet.

BEANS.

W. C. Barnard & Co. in a circular of October 2nd report:

Limas—Owing to favorable weather conditions, a larger portion of the lima bean crop has been harvested prior to October 1st than ever before and, in consequence, offers have been free with the result that prices have declined to quite an extent. The majority of farmers are holding for 3 cents net to them. This is equivalent to $3.25 basis. In consequence, the market will probably remain steady at this figure. The future market will depend largely on the Eastern demand and the ability of the farmers to hold their beans. Quotations today are normal as follows: First half of October, $3.35; second half of October, $3.30; November, $3.25.

White Beans—The crop of Lady Washington's is not large and present price of $2.50 in straight and mixed cars is certainly reasonable.

Small Whites—The market is firm at $3.25 in straight cars and $3.40 in assorted cars.

Mexican Reds—Will be cheaper this year than heretofore. They will probably rule in the neighborhood of 3 cents.

Garavanzos—Are closely cleaned up and are firm at $3.15.

Blackeyes—Are scarce. The crop is only about ¼ of what was expected Prices are firm at $4.10 to $4.20.

Binsheimer Bros. report in a circular of October 4th:

"Lima beans have declined. Growers in the interior are being sold at 3 cents and are not willing to accept less The crop is large and there should be a good demand at this price. Bayos show quite a decline from last weeks quotations. Black eyes are in short supply and in good demand."

Detroit, Mich., Oct. 10th—Carson, Craig & Co report.

"The bean crop of Michigan has been harvested in much better condition than that of last year. The weather was ideal for taking care of the early beans and they were ready to market by being run through the machine picker, but the late crop was subjected to heavy dews, which to some extent, impaired the color of the beans and caused a higher percentage in picking, running from four to seven pounds to the bushel. The movement of the early crop has had a tendency to lower prices, but farmers will not rush their crop forward at the decline, especially as the higher percentage in picking reduces the price materially. With the high prices prevailing in all other commodities, $1.25 per bushel for choice hand picked beans, at country points, looks like a very low price. The crop of our state will be about 3,500,000 bushels which is very light."

HONEY.

Philadelphia, Pa., Oct. 7th—A big shortage in honey is reported from all centers. Reductions are being made because honey contains glucos. While consumption is on the increase, it is estimated that the production is fully 40 per cent short.

CANNED SALMON.

In their circular announcing the advance in prices on sockeyes to $1.50, talls, $1.60 for flats and $1.05 for halves as reported in the **Advocate** last week, the Pacific-American Fisheries Co. announced:

"The shortage of high grade Columbia River chinooks, coupled with the comparatively short pack of sockeyes, has greatly stimulated the demand for the latter. Fully two-thirds of the sockeye pack has already been sold; or, in other words, out of a pack of about 760,000 full cases, not to exceed 250,000 remain in the hands of packers. There is sure to be a short pack next year, and prices for 1906 will be on a higher basis, we therefore confidently predict that present prices will not only be maintained, but that there will be a still further advance before prices are named on next year's pack.

"Our sales of cohoes are the largest in the history of our business. The distribution of red Alaska has been on a large scale Spots have been practically all sold, and few, if any, futures will remain in the hands of packers. This applies to all packers, both large and small. The canneries we represent will not have a surplus to exceed 2000 cs There will not be enough medium red packed to cause even a ripple.

"The total pack of Alaska chums and pinks will not exceed 150,000 cs. The pack of humpbacks on Puget Sound will about 80,000 cs. No canneryman on Puget Sound will be foolish enough to pack chums this season unless there is a material advance on low-grade fish, for even at 70 cents a dozen there is no profit in the business. Salmon prices have hit bottom and an advancing market is now assured."

New York, Oct. 18th—Salmon market is dull. Small sales of sockeye flats are reported on the basis of $1.50, Const.

FISH.

New York, Oct. 12th—Strohmeyer & Arpe Co report:

Norway Mackerel—Since last week the market has shown a decided improvement, and prices on Blotters, 1's and 2's, have been advanced about $2.00 per barrel. Some shippers in Norway have added advances also on No 3, but receivers here are not refusing offers at, or about, last week's prices. Norway No. 3 mackerel are certainly cheap and are quite sure to go higher. They are lower today than Irish, and Norway mackerel are well known to be far superior in quality to the Irish.

Holland Herrings—Shipments are becoming larger and prices have given way

Imported Oil Sardines—There is no catch in France and prices are very firm In Portugal, there is no catch of small fish and demand for the same is very good

Sprats—Are scarce and higher. Stocks are gradually clearing.

MACKEREL.

Wieland Bros. report:

"Trustworthy reports confirm the failure of the Irish mackerel catch. Norwegian mackerel will therefore take the place of Irish this season So far as quality is concerned, the change is an excellent one, but prices will be somewhat higher than last year as the small Norweg an mackerel command a better grade than the Irish of the same size."

DAN O'CALLAGHAN

REAL ESTATE

AND

INSURANCE BROKER

City Agent

Liverpool & London & Globe Ins. Co.

Telephone, Main 5238

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(Mr. O'Callaghan was for many years a member of the firm of O'Callaghan, Nelson & Co.)

New Brew

YOSEMITE LAGER

BREWED BY THE

ENTERPRISE BREWING CO.

Telephone: Mission 152.

Sixteenth and Folsom Sts.

SAN FRANCISCO, CAL.

Amusements

GRAND OPERA HOUSE.

"In Old Kentucky" is proving its popularity this week at the Grand. The company is a good one and the pickaninny band helps add to the fun. The great horse-race scene is full of excitement. On Sunday matinee and night, there will be two performances of "Peggy from Paris." A mammoth production of "Ben Hur" is to be given soon.

THE ALCAZAR.

In "The Crisis," the Alcazar company has been doing some splendid work. The story of the play is of intense interest, dealing with incidents just preceding the Civil War and the company brings out all its best points. Charles Waldron plays the part of a serious intense young Northerner with splendid effect. Lucia Moore is pleasantly suited to the role of the ardent young rebel girl. Miss Kerwin is splendidly cast as a vivacious and fun loving girl. The costuming adds materially to the attractiveness of the play. The elaborate scenic effects and the dash of military spirit all go to make up a very interesting performance. On next Monday, "April Weather" will be given its first production in this city.

THE MAJESTIC.

Good houses have rewarded the production of "Janice Meredith" by the Neills. Both James Neill and Edythe Chapman Neill are well cast and the company supplies strong support. The play is a dramatization of Paul Leicester Ford's successful novel of the same name. The staging has all the elaboration accorded his productions by Manager Bishop and this adds to the realism of the story. Frank Bacon is to appear next week in "The County Fair."

CALIFORNIA THEATER.

The May Howard Musical Extravaganza this season, is beyond question the best show which Miss Howard has ever produced, and she has always been identified with good shows. "M'lle. Fi," the opening musical satire at the California, and "The Rounders," the closing burletta, in both of which the full company appear, have caught the public fancy everywhere. The fine specialties, combined with the art pictures posed by living models, also contribute to make the show a big winner. They are to be followed next week by a new burlesque show with the luminous title "The Star Show Girls." The company is announced as being one of exceptional merit and in verification of this statement the following partial roster of the names of several of the principals are given: Ten Brooke, Lambert & Co., The Toreador Trio, Carney & Wagoner, Nolan and White, Day and Vestal and Detta Venton. "The Star Show Girls" claim to have more and prettier girls, a larger and better chorus, funnier "cut-ups" and comedians and a more gorgeous display of costumes, scenery and properties than is possessed by any of its contemporaries.

CENTRAL THEATER.

"Tracked Around the World," a melodrama based on Jules Verne's great novel, "Around the World in Eight Days," is the attraction at the Central Theater this week. In "Tracked Around the World," the entire Central company appears and the services of nearly fifty extra people are utilized. The story of the chase around the world made by a Chicago detective, seeking a notorious diamond robber, lends plenty of excitement to the play, which also has a pleasing love story in it and plenty of good comedy. The drama is laid in Chicago New York, San Francisco, Paris, Madrid and other foreign cities and gives every opportunity for the display of gorgeous costumes, glittering scenic effects and the introduction of many specialties. "The Girl Engineer," a drama written by Charles A. Taylor who was once a railroad man, is the offering for next week.

FISCHER'S.

There is a fine high class vaudeville show at this popular priced house which is living up to its motto: "If its at Fishers, its good." There are two performances each evening and a matinee every afternoon at 2:30 o'clock.

THE CHUTES.

The big free theater has a number of very interesting headliners this week. Among the special features is Arnoldo's jaguars, panthers and leopards. The whole bill is strong and there are some new and funny pictures on the biograph. The numerous concessions are all interesting.

Gilt Edge Whiskies

THE VERY BEST

WICHMAN, LUTGEN & CO.

Sole Proprietors.

Agents for Moerlein's Cincinnati BEER

29-31 Battery St., - San Francisco

SALEM BEER

SUITS THOSE WHO ARE PARTICULAR ABOUT THE BEER THEY USE.

IT HAS THE FLAVOR
IT HAS THE AGE
IT HAS REPUTATION
IT IS MADE RIGHT

Those who have used it know it. Those who do not know soon find it out after a trial.

SALEM BREWING ASSOC'N

BREWERS

BOTTLED EXCLUSIVELY BY THE

Sunset Bottling Co.

3109 20th Street

SOLE AGENTS

WINS GOLD MEDAL.

Carnation Cream Secures Grand Prize at Portland Exposition.

The Spohn-Patrick Co., agents for Carnation Cream, have just received the following telegram from their principals, the Pacific Coast Condensed Milk Co., manufacturers of this popular cream:

"Just received wire of having the gold medal on Carnation Cream at Lewis and Clark Exposition."

This fact is a high and deserved tribute to this splendid article—one that is more generally sold on this coast than any other of similar character, and which is recognized in tens of thousands of households as the best and most economical condensed cream on the market.

Carnation Cream is produced in a country where the conditions are extremely favorable for the production of a high class article of this character.

The country around Forest Grove, Ore., and Kent, Wash., is almost entirely devoted to the dairy industry. Many of the most successful stockmen in the United States have located there because the climate and general conditions are conducive to the best results.

Grass and clover thrive there the year round; hence the cows at no time are reduced to dry feed, and give more and richer milk than is secured in many other places, and being in the open twelve months in the year get the requisite amount of air and exercise.

Before each milking the cows are examined by special inspectors and veterinarians, and if at any time a cow is found to be diseased she is promptly isolated from the herd.

The milk is taken directly to the factory, which is never far from the place of milking, and is evaporated to the consistency of a cream.

It is then sterilized, which process entirely eliminates all danger of disease germs.

A NEW BANK.

The National Bank of the Pacific opened on September 20th in the Call building with the following officers President, Z. S. Eldredge; vice-presidents, Walter J. Bartnett and Allen Griffiths; cashier, M. J Haynes, and assistant cashier, Alex. S. Heedan.

SPROATS OPEN AGAIN.

It is reported that Sproat of Sproat's Market fame, has opened a store in St. Louis which he is running on the same principal as that which enabled him to do up the San Francisco jobbers so thoroughly. It is said that he intends playing the wholesalers of St. Louis the same game that he worked so successfully in this city, Denver, and Salt Lake City.

Greatest Bargain Ever.

A thorough grocer can buy one of the best established and best paying grocery businesses on the Pacific Coast in one of the finest residence towns of California.

Proprietor intends retiring from business. References: Bradstreet's Commercial Agency, or any wholesale grocery house.

A five years' lease will be given—moderate rent.

Apply, Box A, Retail Grocers' Advocate, 456 Montgomery street, S. F., Cal.

The Perfection Short Credit System

Makes Credit Business a Pleasure.

Address

P. B. LENFESTEY,

220 California St., San Francisco

IT'S THE

WATER



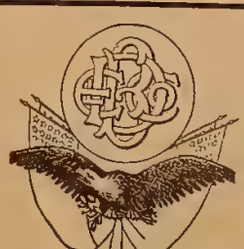
OLYMPIA BEER CO.

Agents and Exclusive California Bottlers of the Famous

OLYMPIA BEER

BREWED IN OLYMPIA, WASH.

1423 Sansome St., San Francisco, Cal.



VALLEY BREW LAGER

from

Richmond Bottling Works.

Zimmerman & Ruhland,

'Phone Pine 1787.

32d and Clement Street,

San Francisco, Cal.

Champagne.

Veuve Clicquot, qts	$32.25
Veuve Clicquot, pts	34.25
Ruinart, Magnums, 6 to case	30.50
Ruinart, qts, 1 doz to case	32.40
Ruinart, pts, 2 doz to case	34.20
Ruinart, ½ pts, 2 doz to case	18.00
Vintage 1893, qts, 1 doz to cs	46.50

Brandies.

	Per case
Martell's One Star, 1 doz qts	$16.00
Martell's Two Star, 1 doz qts	19.00
Martell's Three Star, 1 doz qts	20.00
Martell's Three Star, 2 doz pts	23.00
Martell's One Star, 2 doz ½ks	18.00
Hennessy's One Star, 1 doz qts	17.50
Hennessy's Three Star, 1 doz qts	21.00
Calif. doz qts	12.00



Cider

Hammond & Co.

Bottlers

Office and Depot

277 Seventh Street

Phone, Jessie 3371

SWEET CIDER

½ Gal. Bottles,

BOILED CIDER

Quarts .....

Pints .....

Mineral Waters.

Aetna, splits, 100 to cs	$6.50
Aetna, pts, 100 to case	9.00
Aetna, qts, 50 to case	7.50

GINGER ALE

Belfast Ginger Ale Co.,

D. Steimke & Co. Props.

All Carbonated Beverages.

COR. UNION AND OCTAVIA STS.

	PINTS.	QTS.
Soda Water	$ .80	$ 1.50
Ginger Ale	.80	1.50
Sarsaparilla	.80	1.50
and Iron	.80	1.50
Cider	.80	1.50
Cuban Punch	.80	1.50

Case Prices, 2 Doz. per Case.

Porter.

(E. & J. Burke's Guinness')

Stone, pts, 8 doz to bbl	$16.50
Glass, qts., 4 doz to bbl	14.00
Glass, pts., 8 doz to bbl	16.50

Specialties of

Hilbert Mercantile Co.

H. B. Ky. Bourbon, per gal	$2 75
H. B. Ky. Bourbon, Ex spcl	3.25
Union League Ky. Brbn. AA	2.50
Union League Ky. Brbn. 1 gal	2.25
El Monte Ky Brbn. 1 gal	2.25
Maryland, Monogram, 1 gal	2.75
Forum, Bourbon, 1 gal	2.00
W. H. McBrayer's Cedar Brook 5 yrs	3.00

Hunter Baltimore Rye.

Per case, 1 doz. 5's	13.00
In 5-case lots	12.50
In 10-case lots	12.00

Hilbert Mercantile Co.

H. B. Bourbon (spcl)	$10.00
H. B. Rye	10.00
H. B. pt. flasks, 4 doz to cs	12.00
H. B. ½ pt flasks, 6 doz to cs	9.50
H. B. 1½-oz bots, per gr	12.00
Union League "AA"	8.00
El Monte Bourbon	8.00
Forum Bourbon	7.00
J. Baumgardner Rye	12.00
Maryland Monogram	9.00

W. H. McBrayer's Cedar Brook.

Per case, 1 doz 5's	$12.00
Per case, 2 doz pts	13 00
Per case, 4 doz ½ pts	14 50
Per case, 20 doz 1½-oz	18.50

Jesse Moore Whiskies.

Ex Pony Bourbon	$18.00	$17.50	$17.00
AA Bourbon	11.00	10.50	10.00
C Bourbon	8.50	8.25	8.00
AA Bourbon, 5 doz, 4 oz	10.00	10.00	9.75
AA, Pt Flasks, 2 doz	9.00	8.75	8.50
AA, ½ Pt. Flasks 3 doz	6 75	6.50	6.25
Old Rye	11.00	10.50	10.00

Jesse Moore Hunt Co.

(In barrels or half barrels)

Extra Pony Bourbon, gal	$7.50
AA, Bourbon, gal	3.75
B, Bourbon, 1 gal	3.25
C, Bourbon, 1 gal	2.75
No. 1, Bourbon, 1 gal	2.25
AA Rye, gal	3.75
C Rye, 1 gal	2.75



STANDARD BOTTLING CO.

BEACH STREET

Between Stockton and Dupont

SOLE AGENTS

LOS ANGELES BREWING COMPANY.

Beer furnished Grocers in Botles or Kegs.

Golden Gate BOTTLING WORKS.

Blume & Gardner, Proprietors.

Bottlers of the Celebrated

Standard.
Culmbacher.
Extra Pale.
XXX Porter.
Half and Half.

Lager and Steam Beer in Kegs.

160 Shotwell St.,

Phone: Capp 1761. S. F., Cal.



LANDIS TONIC BITTERS

Factory and Salesroom,

1664 Mission St.

Bottles, ..$7.00 Doz.

1 doz. per case

WORTH INVESTIGATING.

For Sale—Hardware and general merchandise business, centrally located in thriving university town. Bona fide A 1 bargain. Excellent opportunity for country merchant wishing to give his children greater educational advantages and cultured surroundings. Will give long lease to responsible party. Address Box 123, Retail Grocers' Advocate.

FOR SALE.

Grocery, Feed and Vegetable Store in one of the best towns in Central California. Stock, fixtures, horses and wagons. Price $4,200. Does a yearly business of $25,000. Established 11 years. Address N. care
Retail Grocers' Advocate
456 Montgomery Street.

Mothers! Mothers!! Mothers!!!

Mrs. Winslow's Soothing Syrup

has been used for over SIXTY YEARS by MILLIONS of MOTHERS for their CHILDREN while TEETHING, with PERFECT SUCCESS. It SOOTHES the CHILD, SOFTENS the GUMS, ALLAYS all PAIN; CURES WIND COLIC, and is the best remedy for DIARRHŒA. Sold by Druggists in every part of the world. Be sure and ask for "Mrs. Winslow's Soothing Syrup," and take no other kind. Twenty-five cts. a bottle

Phone Mission 288

J. MARSHALL & CO.'S

WORCESTERSHIRE SAUCE

BE SURE and GET the GENUINE

½ Pts., per doz. $1.20
Pts., per doz. 2.20

NO AGENTS

Office: Cor. 12th and Market Sts.

YOUR EVERY WANT IN

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A. ZELLERBACH & SONS
416-426 Sansome St.
SAN FRANCISCO

La Grande Laundry

Telephone Bush 12

23 Powell Street

Corner Ellis.

100 Taylor St., - - Cor. Turk St.
200 Montgomery Av., Cor. Kearny
202 Third Street, - Cor. Howard
1733 Market St., - Opp. Eleventh

GIVE THEM A TRIAL

LESLIE STERILIZED SALT

Free Running (in Pkgs.) for table
Velvet Grain (in Bags) for kitchen
Sold by all Jobbers

Clerk's Corner

Value of Enthusiasm.

No one can rise above the commonplace unless steeped and immersed in the vital fluid of enthusiasm, says a writer in the Business Men's Magazine, and thus continues:

A prominent writer states: "Nothing is so contagious as enthusiasm; it is the real allegory of the tale or Orpheus. It moves stones; it charms brutes, and even truth accomplishes no victories without it."

These be strong words A wonderful tribute to the mighty power of this quality. But who shall say they are overdrawn? And Emerson, that sage who each year receives added honor, because of the clearness of his vision, writes, that "every great and commanding movement in the annals of the world is a triumph of enthusiasm."

Surely the power of this force must be mighty beyond compare when it can lay claim to being the mainspring of "Every great and commanding movement in the annals of the world."

"There are no Alps," said Napoleon, when his generals informed him that it was impossible for his army to cross the famous mountains for the invasion of Italy. So great was his enthusiasm, so absorbing the task he had in mind that it dwarfed the obstacles which interposed and actually reduced mountains to mole-hills; and the great warrior over-looked the heights to the victory beyond, and, standing on the pinnacle of his enthusiasm they seemed but a range of common hills, a temporary pause in his triumphal march. This contagious enthusiasm was communicated to an army, the Alps were subdued, the impossible way accomplished, the victory was won.

Developing an Employe.

A few notable successes have been made in the industrial world through what is known as the "one-man organization." But I believe with Andrew Carnegie, writes Richard W. Sears, the Chicago merchant, in System, that in the great mapority of cases it is the men you choose as subordinates that make your success.

Select your men carefully and at the right time—then give them a free rein within certain well-defined limits. This attitude toward employes I believe underlies the success of a large number of big businesses Many a hundred dollar man remains a fifteen dollar subordinate because not given any latitude and not allowed to develop. The head of a concern may have an employe off in one corner of the office who is in reality his superior in ability, if he were given carte blanche to take the initiative.

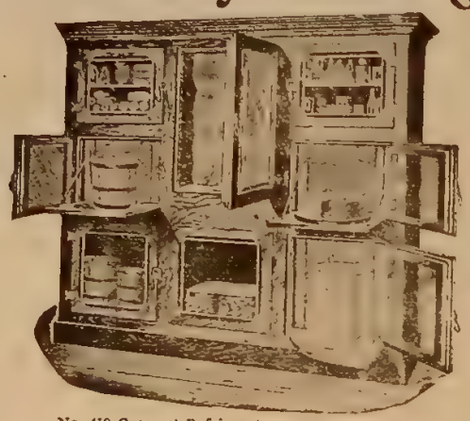
Take Men From Ranks.

It is far better to select an employe when young and start him in at $10 a week, educate and develop him, than to transplant a man from some other business and put him into a position over the heads of old employes. Let your employes grow up with you. Having selected an employe give him a chance and a thorough trial, and ascertain what he can do and just what his limits are. In this way only can be determined whether he is a fit employe or not. Give this employe a wide latitude and discretion over little things and observe the results over a considerable period of time.

Men learn only by the mistakes they make. An employer should expect and should encourage his men to take the initiative and make mistakes. Only in this way can they gain experience. This method of handling employes may be expensive in its early stages, but it is the only proper schooling for a position. No man can learn to be a "crack shot" unless he wastes some ammunition The employer should stand the expense of the experiments made by a new man who shows ability; it will pay in the long run. If mistakes continue and positive results do not come, the man must go. But one the other hand, if, after a trial of this kind, a man's case reaches this stage, he will remain stationary. The point is to allow the latent talent in every man to develop.

Spokane—W. H. Warren has started a grocery and meat market to be known as the Baltimore Market. Metcalf & Son have bought out the Washington Grocery, Boettner & Norvell proprietors. Mrs. Henry Wallace has sold her grocery to A. H Carter. The Baltimore Market, groceries and meats, has been opened by W. H. Warren.

Any Way You Examine a McCray Refrigerator



Inside or Outside, it is a True Realization of all that is Best in Refrigerator Construction

No. 410 Grocers' Refrigerator.

THE McCRAY REFRIGERATOR RANKS first in every way. It is sold entirely on its merits and is known everywhere for superiority.

McCRAY REFRIGERATORS are perfect refrigerators and will in a short time repay their cost through saving of butter and other provisions, and ice.

We can here give you but a faint idea of the McCray refrigerator. Let us send you our catalog showing our extensive line from which you can make a selection.

SOLD ON EASY PAYMENTS.
McCRAY REFRIGERATORS ARE GUARANTEED.

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122 Market Street, San Francisco, Cal.

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Importers and Commission Merchants

SPECIALTIES—Imported and domestic Swiss Cheese, Limburger, Brick Cheese, Edam, Roquefort, etc.; Mackerel, Codfish, Holland Herrings, Olive Oil, Spanish and California Olives, all kinds of Sausages and other delicacies.

SOLE AGENTS for Sierra Cheese, German Breakfast Cheese, Brie, Camembert, Schloss, Kronen and Neufchatel Cheese.

WILLIAM E. HARM
Kartuffel-Buhr
183-185 Valencia St. Near 13th
Tel. Folsom 1911
Wholesale Dealer in POTATOES, ONIONS BEANS, EGGS Etc., Etc., Etc.

WITZEL & BAKER, Commission Merchants

Telephone Main 718 314, 316 BATTERY ST., SAN FRANCISCO, CAL.

Fancy Creamery Butter and Ranch Eggs our Specialty

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PATRICK & CO., RUBBER STAMPS
111-113 SANSOME STREET
One block south of old location.

CLASSIFIED WHOLESALE DIRECTORY.

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Castle Bros.
463 Mission .....Phone: Priv. Ex. 15

Dodge, Sweeney & Co.
116 Market .....Phone: Drumm 125

J. P. Gillespie.
109 California .....Phone: Main 1972

Fred P. Hobbs & Co.
95 Market .....Phone: Main 1913

R. A. Holcombe & Co.
124 California .....Phone Main 5876

The C. B. Jennings Co.
121 California .....Phone. Main 74

Johnson-Locke Mercantile Co.
123 California ...Phone: Priv. Ex. 22

P. E. Lenfestey.
220 California .....Phone: —

Spohn-Patrick Co.
16-22 Front .....Phone: Main 536

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Pacific Ammonia Bottling Works.

AUTOMATIC WEIGHER.

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Johnson-Locke Merc. Co..123 California

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A. Schilling & Co.....2nd and Folsom

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Castle Bros. .....463 Mission

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Gambrinus Brewing Co.
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...Beach, bet. Stockton and Dupont

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Sunset Bottling Co.....3109 20th

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Zimmerman & Ruhland..3rd & Clement

Wunder Brewing Co.
Scott & Greenwich..Phone: South 1098

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Landis-Patton Mfg. Co..1664 Mission St

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R. A. Holcombe & Co..124 California St.

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149 Fremont .....Phone: Main 3151

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Pine and Battery....Phone: Priv. Ex 41

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Ehrman Bros. & Co.....225 California

Henry Miller.
Ehrman Bros. & Co. .....225 California

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Spear and Mission..Phone: Priv. Ex. 36

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587-589 Howard.....Phone: Main 5813

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Alpine Evaporated Cream Co.
Fred F. Hobbs & Co.....95 Market

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Spohn-Patrick Co.....16-22 Front

Pacific Creamery Co.
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"Cracker Jack."
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Spohn-Patrick Co .....16-22 Front

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Cudahy Packing Co.
418 Townsend ...Phone: Priv. Ex. 605

Heineman & Stern.
916 Larkin .....Phone: East 242

P. F. Rathjens.
1311-15 Pacific.....Phone: East 1875

Western Meat Co.
6th & Townsend ....Phone. Priv. Ex. 5

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Leslie Salt Co.
C. E. Whitney & Co.....715 Kohl Bldg.

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Price & Co.....846 James Flood Bldg.

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Battery & Gr'nwich.Phone: Priv. Ex. 448

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54 First .....Phone. Main 380

A. Vignier & Co.
429-431 Battery .....Phone: Main 1507

Wichman, Lutgen & Co.
29-31 Battery St. .....Phone: Main 5588

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160 Thirteenth St., near Folsom, S. F.

Highest Grade Package Goods for Family Trade

ROYAL AND QUEEN'S TASTE

(1 lb packages) (2½ lb cartons)

Macaroni, Vermicelli and Spaghetti

ROYAL ITALIAN A. B. C. PASTE, in 1 lb papers
GOLDEN GATE EGG NOODLES, in ½ lb papers

For Sale by all Jobbers

PETERS BROS., BALTZ & DITTMANN

PROPRIETORS

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Douglas Street, bet. 17th and 18th

SAN FRANCISCO, CAL.

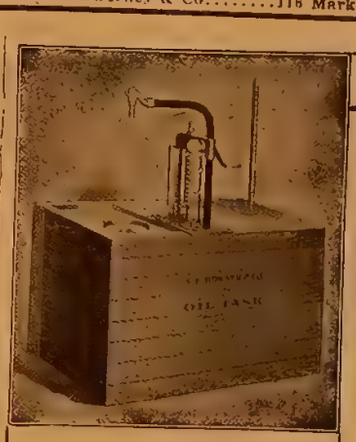
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Pacific Coast Syrup Co.

SAN FRANCISCO

THREE REFINERIES: SAN FRANCISCO, PORTLAND and SEATTLE.



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OIL ECONOMY

VERSUS

OIL WASTE

Your old method of storing and handling your oil is costing you money every day by the waste from dirty, sloppy measures and funnels, by evaporation, by over measure, by loss of time and labor—It's all dead loss.

THE BOWSER — SELF MEASURING — OIL TANK

prevents this waste and so really costs you nothing as it will in less than a year repay its cost through its saving. It keeps on saving too, year after year.

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FULL PARTICULARS FREE——ASK FOR OUR NEW CATALOG "98"

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FORT WAYNE, IND.

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is the "KEY NOTE" of the present day. Every line of human endeavor shows improvement—this includes evaporated creams.

ALPINE

Represents the culmination of perfection in the production of

CREAM

Popular With Consumers Because of

Purity--This is ABSOLUTELY GUARANTEED.
Rich Flavor--Is UNEXCELLED. Has not the "cooked taste" of other creams.
Golden Glow--PROVES ITS RICHNESS IN BUTTERFAT.

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Satisfaction--Customers want no other when they have once tried ALPINE.
Advertising--Its good qualities are being told in many ways.
Profit--The selling price is maintained and insures a fair margin for the retail grocer.

FOR SALE BY ALL JOBBERS.

ALPINE EVAPORATED CREAM COMPANY
95 MARKET ST., ROOMS 212-213, SAN FRANCISCO.
(Factory: Hollister, Cal.)

THE RETAIL GROCERS ADVOCATE

A. H. POWERS, Editor

SAN FRANCISCO, CAL., OCTOBER 27, 1905

Vol. 10, No. 43

M. J. B. Coffee

sells better than any other

Why?

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KEY-OPENER CANS

RAINIER BEER

Is Not Unfair
But the Boycott is.

Investigate both sides of the question.

JOHN RAPP & SON, AGENTS
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Unquestionably the Best

CREAM

Made by the Improved Process and under the Personal Supervision of

J. B. MEYENBERG,

The **Inventor** and **Original Manufacturer** of Evaporated Cream, with his twenty years experience.

HE KNOWS HOW.

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Factory, Hollister, Cal.
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The McCaskey Account Register

You write the account on the Duplicate Pad.

It's the ORIGINAL Order!

It's the Account in FULL TO DATE!

File it in the Register and it's ready for SETTLEMENT at ANY minute without making another FIGURE!!!

You have only WRITTEN it ONCE.

No Copying!
No Posting!!
As QUICK as a CASH Sale!!!

Can you handle your accounts as QUICK and as EASY? Our catalogue will give you LOTS OF INFORMATION. If you wish it, **drop us a postal.**

THE McCASKEY REGISTER CO., Alliance, Ohio — Manufacturers of the Famous Multiplex Duplicating Counter Pads

WILLIAM A. HAWLEY, Pacific Coast Agent,

—ADDRESS—

JAS. FLOOD BUILDING, Powell and Market Sts., San Francisco, Cal.
Phone, Montgomery 1064.

CAILLER'S

THE GENUINE IMPORTED

SWISS MILK CHOCOLATE

A healthful, nourishing food and delicious confection. Unrivaled for sweet purity, smooth palatability and nutritive excellence.

PAYS from 10 to 15% **MORE PROFIT**

than its many inferior and unsalable imitations.

SPOHN-PATRICK COMPANY, Agents, 16-22 Front St., SAN FRANCISCO, CAL.

THE OVERLAND LIMITED

has

Electric Lights in Every Berth

The new composite-observation cars, the train libraries, excellent dining-car service, luxuriously appointed sleeping cars, and the courtesy of the attendants make this one of the finest trains in America.

The magnificent scenery of the Sierra Nevada and Rocky Mountains, and the novelty of crossing the great Salt Lake by rail add to the enjoyment of the trip, and make it one of unusual interest.

San Francisco to Chicago in less than three days.

Full particulars of agent,

SOUTHERN PACIFIC

THE GROCER SAVES MONEY

The Customer is Pleased,

Where

THE O. K. CHEESE CUTTER

is used.



$20.00 Net

F. O. B. Detroit, Mich.

Cuts the Cheese by weight, or money's worth. **Does it better than any other** — Is absolutely accurate. Cannot get out of order.

Our Testimonials Come from Satisfied Users.

We could not spare a single Cutter to send to the World's Fair at St. Louis—Needed all we could make to fill orders.

Catalog supplied from Dept. R. Write for one.
Give your Jobber's name and address.

The Standard Computing Scale Co., Ltd.

DETROIT, MICH.



SHREDDED WHOLE WHEAT RECOMMENDATION

The Best Cereal Food to Eat, and
The Best Cereal Food to Sell, is

Shredded Whole Wheat

It is made in two forms, Shredded Wheat **BISCUIT** and **TRISCUIT.**

TRISCUIT is a CRACKER, not a "breakfast food." It is used as toast in place of ordinary bread toast, and for all purposes for which the common white cracker of commerce is used.

Shredded Wheat **BISCUIT** is the standard wheat food of the world, delicious for breakfast, or for every meal for every day in the year. It contains all the nutriment in the whole wheat in digestible form. A good seller all the year round.

THE NATURAL FOOD COMPANY
Niagara Falls, N. Y.

Common Sense teaches Grocers to sell what pays Best

AND GIVES SATISFACTION.

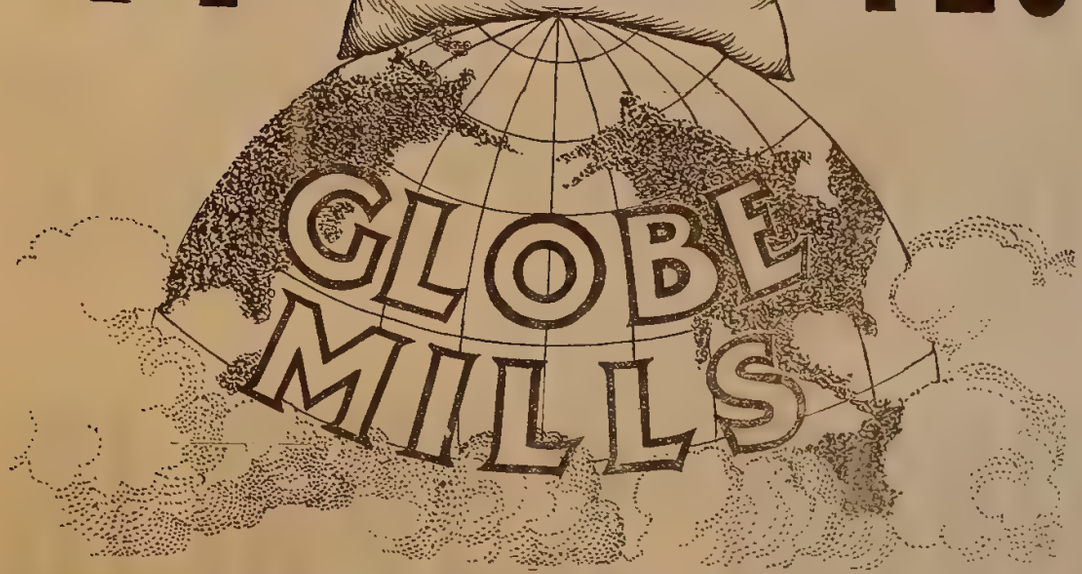
That's why **1000** Retail Grocers in the Bay Cities sell **"A 1" FLOUR.**

You can MONEY BACK our goods.

BEST ON EARTH

"A 1" FLOUR





We claim that **"A 1" FLOUR** will make MORE LOAVES OF BREAD to the barrel and BETTER BREAD than other flours.

WE MAINTAIN THE RETAIL SELLING PRICE.

Tell us how to do more and WE'LL DO IT!

GLOBE GRAIN & MILLING CO.

MONTGOMERY AND CHESTNUT STS., SAN FRANCISCO, CAL.

Telephone Bush 759.

(Please mention the ADVOCATE to Advertisers. It helps us materially.)

WIN TRADE

If you want to make your customers come back and induce them to send their friends to your store, give them



NOTHING IS QUITE SO GOOD

TRADE THE TASTE TELLS MARK

Hams and Bacon



FINEST IN FLAVOR AND APPEARANCE

They are the best that experienee can produce or money can buy.

"THE TASTE TELLS"

IF A CUSTOMER

asks for

HAND SAPOLIO

and you can not supply it, will he not consider you behind the times?

HAND SAPOLIO is a special toilet soap—superior to any other in countless ways—delicate enough for the baby's skin, and capable of removing any stain. Costs the dealer the same as regular SAPOLIO, but should be sold at 10 cents per cake.

Retail Grocers' Advocate

CALIFORNIA RETAIL GROCERS' AND MERCHANTS' ASSOCIATION

OFFICIAL PAPER

RETAIL GROCERS' ASSOCIATION

Vol. 10

SAN FRANCISCO, CAL., OCTOBER 27, 1905

No. 43

THE RETAIL GROCERS ADVOCATE

Published Every Friday by
ADVOCATE PUBLISHING CO.

Subscriptions:
One Year $2.00
Single Copies ..... .10

PUBLICATION OFFICE:
456 MONTGOMERY STREET.
Rooms 413-414. - Tele. John 2001

Entered at the Postoffice at San Francisco as Second Class Matter.

Points to Watch

STULZ.

Joseph A. Stulz is known to all grocers as a successful business man who can be trusted. For 26 years he has paid 100 cents on every dollar he owed and has been a good neighbor. He is now a candidate for Public Administrator. Every grocer, clerk, drummer and wholesaler should vote for him.

CANNED TOMATOES.

Canned tomatoes, 3-lb. Standards, are now selling for 97½c in the East. The freight is about 12½c a dozen. This gives local tomatoes a East. This gives local tomatoes a valuation of 85c. As $1 to $1.15 is asked for tomatoes in the East and these prices are expected by many, it can readily be seen the California tomatoes at present prices are good property.

RICE.

Japan, Carolina and Honolulu rices have advanced sharply in the past few days, with further advances probable as the condition of the crop is fully realized.

AMERICAN SARDINES.

Are now being sold by Eastern packers at less than cost of production.

SIMPLE AND EFFECTIVE.

An Account Register Which Reduces Merchants Labors to a Minimum.

Wm. A. Hawley, Coast agent for the McCackey Cash Register, reports increased interest in that system of keeping accounts.

This register supplies the merchant with a wonderfully simple but effective system of keeping his accounts without regard to whether they are one hundred in number or fifteen hundred. It does for accounts what the cash register does for cash sales. It enables the merchant to know every night just what cash sales have been made and what credit sales. It keeps every account balanced and requires no more time to keep up than is required for a clerk to go to the cash register.

A glance at the advertisement on the first page of the cover will show to a limited extent something of this system. Full particulars can be secured by writing to Wm. A. Hawley, James Flood Building, San Francisco.

Jos. A. Stulz for Public Administrator, a successful business man of tried integrity. **Union Labor, Ind. Rep., Ind. Dem.**

DEPARTMENT STORES.

Problem of Protecting the Retail Trade From Dishonest Competition.

The "Trade Index" of New Orleans, in commenting upon the attempt of the retailers of that city to secure protection from unfair and dishonest competition, says:

The New Orleans Retail Grocers' Association has at last taken definite action in relation to the matter of local jobbers selling to department stores, and determined that, in future **none of the members of the organization will purchase supplies from jobbers so offending.**

This is as it should be.

But the difficulty now confronting the retailers lies in the evident inability to determine what firms are and **are not furnishing goods** to the department stores.

All of them **glibly promise** to protect the interests of their legitimate patrons, and, taxed with a violation of that promise, all as **glibly enter denials;** so that it is hard to locate the real culprits, more especially as it is manifestly impossible to secure the information from the department stores themselves. Nevertheless, it is a self-evident proposition that **some of the jobbers are guilty** of double dealing in the matter, since the Canal street window of at least one department store—Krauss & Co.—is filled with a display of groceries that are marked down, in many instances, below cost, that are procurable by that concern only through the local jobber, some concern or concerns that have not hesitated to violate a pledge to the retail trade in order to pocket a few extra dimes.

It is a reflection upon **the character of our grocery jobbers** that this fact should exist; yet exist it does, and it remains for the retailer to get to the bottom of the matter and apply corrective measures. That he must do if he expects to win out in his fight for fair trade and a livelihood.

In this connection we are glad to learn that **several manufacturers whose goods are extensively handled** in this market have elected to **side with the retail grocer** in his struggle for a square deal, and to that end have **withdrawn certain concessions** from all New Orleans jobbers who can be proven to have sold goods to the department stores.

Again we say, **this is as it should be;** for the retailer, when all is said, is the closest business friend the manufacturer has. The jobber may handle his goods en route to the final distributor, but it is the retailer who pushes the sale to consumers, and who has it in his power to increase or diminish the demand for any line of goods on the market, and he is, therefore, logically the one whose interests **the manufacturer should strive to protect.**

As suggested above, however, the difficulty is to induce **ALL jobbers to tell the truth** in regard to such a matter as this; and unless proof can be secured in individual cases it will be futile for manufacturers to attempt to control the situation, just as it will be useless for the retailer to attempt a final correction of the evil.

Secure proof of the individual jobber's treachery, and the proper remedy can be applied. Not otherwise.

Drummers to Entertain.

Theater Party at the Majestic for the Benefit of the San Francisco Commercial Travelers' Association.

The annual benefit of the S. F. C. T. A. is to take place at the Majestic on Thursday evening, November 2d. "The Lottery of Love," a very interesting comedy drama, is to be the piece for the evening. It will be interpreted by James Neill and his clever company.

The advance sale of seats has been very heavy. Every box was taken long before the box office was open. Among those who will occupy boxes will be Mayor Schmitz, our next Public Administrator, Joseph A. Stulz, and the Fusion candidate for Mayor, John S. Partridge.

An elaborate program has been arranged which will be full of funny jokes and interesting matter that will make it really a souvenir.

The committee in charge of the entertainment consists of Emmett Dunn (chairman), H. H. Becker, C. C. Miller, J. H. Horstmann, P. Lange, J. E. Brandon, Nick Marisch, J. D. Warde and Harry Mahoney. This committee has been assisted very largely in its work by President Henry Heintz and Recording Secretary M. B. Mergen.

DALLAS IN 1907.

Texas Boomers Want Next National Grocers' Convention.

Dallas, Texas, Oct. 10, 1905.

Editor Advocate — The undersigned members of the Dallas Retail Grocers' Association beg to advise you that this city, through our association, will ask for the 1907 convention of the National Grocers' Association.

Dallas has a splendid organization of live, progressive, enterprising grocers.

Dallas and Texas have ever been loyal to the National Association in all things.

Since the Milwaukee convention in 1902, when Dallas had one lone delegate in attendance, she has never since failed to pay her per capita tax and send delegates to the convention.

The North, East, Middle and Far West have each had the honor of entertaining the National—the South or Southwest never.

The association movement, already strong in this section, would be stimulated in this city. Texas is now attracting the eyes of all the world, and a trip to the state would be interesting, instructive and entertaining to merchants from other states.

Come and see the biggest and best state in the Union.

Dallas will send a carload of grocers to Niagara with instructions to bring the convention or walk back.

All roads lead to Dallas, and we will guarantee you low rates and a chance to see the whole of Texas while you are here.

Dallas has never had a case of yellow fever. It is not in the fever zone.

Come to Dallas in 1907.

Respectfully,

Chapman Thomas, Chairman; J. E. Jameson, W. L. Vaughn, T. B. Carey, Geo. L. Schmucker, Julian Capers, Committee.

THE PLACE SEEKS THE MAN



FOR PUBLIC ADMINISTRATOR

JOSEPH A.

STULZ

A MAN THE GROCERS **KNOW** THEY CAN TRUST

GROCERS MEET.

Committee of One Hundred Hold Important Meeting.

A meeting of the committee of one hundred grocers was held at Krelling Hall, 32 Eddy street, on Tuesday evening, October 24th.

Chairman H. B. Arnold called the meeting to order with a few remarks at 8:30 p. m., explaining the purposes for which the meeting was called.

Secretary Connolly then explained the flour situation and the progress made up to date. He stated that the directors of the Pacific Coast Association were in San Francisco at a conference and he wanted them to address the committee of one hundred so he arranged this meeting.

Mr. Hauch of Alameda, one of the directors of the Pacific Coast Association and also California State Association delivered an address on "Profits."

F. B. Fancher of Sacramento, President of Pacific Coast Association delivered an eloquent address on "Co-operation; the Power of the Retailer." He also told how the Sacramento Association is getting profits.

J. R. Newberry of Southern California addressed the meeting on the result of his conference with the manufacturers in the East; how they bought about conditions in the South and how San Francisco jobbers, with one exception were allowing themselves to be a party to the disturbing of favorable conditions down there.

Mr. McCaw, Mr. Watkins and Mr. Lehrke took part in the general discussion that followed.

F. B. CONNOLLY,
Secretary.

BRINGS NEW CUSTOMERS.

The San Francisco branch of the Cudahy Packing Co. is daily in receipt of letters from all sections of California expressing satisfaction with the high quality and easy-selling character of their Diamond "C" products.

The Diamond "C" goods are the choicest of high class products brought from the Chicago market. The animals from which the Diamond "C" hams and bacon are made, are carefully selected and the entire process of curing and smoking is followed with the greatest care. The result is a product that cannot be surpassed for either fine appearance of delicious flavor.

It is worthy of note that the correspondents of the Cudahy Packing Co. unite in insisting that their hams and bacon trade had largely increased since they have made a specialty of Diamond "C" products. This means that the goods are so particularly fine that each satisfied customer tells numerous friends who go where they can get the goods that are a "little better" than the average run.

We would call the attention of our readers to the advertisement on page 4 of this week's Advocate.

Jos. A. Stulz for Public Administrator, a successful business man of tried integrity. **Union Labor, Ind. Rep., Ind. Dem.**

CARNATION CREAM



Crowned King of Creams

AT THE LEWIS AND CLARK EXPOSITION

CARNATION

Was Awarded the

GOLD MEDAL



Every Grocer has the proud privilege of being the Carnation Milkman to his customers.

PACIFIC COAST CONDENSED MILK CO.
Manufacturers, Seattle, Wash.

SPOHN - PATRICK COMPANY
Agents, San Francisco, Cal.

SEASONABLE SUGGESTIONS.

Pointers "Borrowed" From the Columns of Various Careful Contemporaries.

Keep posted.

A very large crop of cane sugar is in sight.

Keep the pickle jar covered, also the keg of fish

How are the "grocery clubs" flourishing in your vicinity?

A cheese cutter is a time saver, especially in the busy season.

Fine foreign figs are getting high and it is hard for the shippers to fill orders.

Take off the screens and clean the doors and windows. Probably they need it.

Olive oil has a great medicinal qualities. Advertise it on this proposition.

How is the bakery goods department doing? Making its full share of profits?

Do you know how much you have made (or lost) on fresh fruit the past season? Many grocers do not.

It is said that American sardines are being sold considerably under cost owing to competition among the packers.

Don't be afraid of a line just because it is new. Give it a fair trial and then if it does not prove a good seller, throw it out.

Tea is selling much better. The retailers' old stocks seem to have been well cleaned up and they are in the market very generously.

A little overweight on each sale of sugar or dried fruits or other lines will soon amount to a respectable sum. Give full weight but no more.

Keep the stock well sorted up. If you are out of any popular line it gives the farmer a good excuse to send to the retail catalog house for it.

It is predicted that the evaporated apple output of New York will not exceed nine hundred carloads this year. This is but one-third of last year's product.

Walnut prices are high. France has barely more than half the crop of last year—Grenobles and Marbots being practically non-existent—and figures are high.

There is a big corn pack without a doubt in all states but Maine. The market is easy and some very choice bargains in corn have been offered the trade recently.

Read up on the food laws of your state. Even if the jobber does guarantee your goods it will do no harm to post yourself. The information will be useful.

Foreign almonds are quite strong. Filberts are stronger in primary markets but easier here. Shelled walnuts are very strong and each cable notes a further advance.

Work for better quality in your groceries al the time. There is more profit in higher priced goods and more satisfaction in selling them. Besides you won't have so much trouble with the food department.

Coffee holds steady and it is generally believed that the market will hold its strength indefinitely. All reports from the primary markets indicate continued short receipts and a much smaller visible supply than last year.

To read all the reports that come out of Maryland in regard to the tomato pack, one would arrive at the conclusion that not to exceed a hundred and fifty cases had been put up in the whole state. Let's hope it is better than that.

Look out for box car merchants at about this season. This is the time when they get in the best licks Notify the food commissioner as to when the goods are to be delivered and he will see that everything is legal, anyway.

All our successful retailers adopt the policy of assuring patrons that satisfaction is guaranteed or money refunded. There must be no question of the customer's statement, no debate, simply exchange the goods or hand over their cost. It means trouble, frequently injustice, but it is death to a store to argue with a consumer.

Columbia river salmon—sockeye and chinook—have proved to be a small pack and are already practically out of first hands. This is true, in fact, of nearly all varieties of this fish. The season is over now but when the demand opens in the spring it is not unlikely that higher figures will be asked than those that now prevail—and they are high enough.

Some of the freight associations are talking of advancing the classification on crockery shipped in cereals shipped as premiums. It is contended that making a cereal rate on crockery thus shipped is a violation of the interestate commerce law as it is much lower than crockery shipped as such. This may help to solve the premium problem, if not that of the coupons.

Almost without exception the trade is against the proposed tax on coffee. "If there is to be a tax," says a broker, "it ought to be an ad valorem one, anyway, and not a straight duty of three cents a pound. There would not be any justice in the latter method." It is understood that the chief friends of the duty are the large holders of coffee in the east and the cigar and tobacco interests who fear that if the duty is not put on coffee they will come in for a further contribution to the internal revenues.

Repeaters. Every grocer, big or little, wholesaler or retailer, desires repeaters, and unless they have them, failure is written on their banners. Goods which satisfy and gratify the consumer are trade repeaters. If they merely meet desire, as in the case of a woman who said, "All tea is alike to me, so long as it gives a flavor to hot water," they cannot be classed as repeaters. When, however, they are of a character to tickle the palate, to give pleasure to guests, create desire for more, than they are repeaters. Do you carry repeaters in stock?

Federalsburg, Md.—A somewhat firmer feeling is prevailing among the canned goods packers of this section, and the tomatoes that have been packed are gradually drifting into stongest hands. Many packers will not have goods to sell, having either barely gotten up or failed to get up their future sales. Many tomatoes have been shipped out of the Peninsula, and the amount of unsold goods remaining is small as compared with ordinary years. There seems to be now practically no inclination on the part of holders to push sales, better prices later on being expected.

Reports received by the Chicago Canner indicate that the country's total production of canned corn is smaller than the output of 1904, which was estimated at 11,165,000 cases, which was rather under than in excess of the actual quantity of corn turned out. "There are numerous packers whose 1905 packs are larger as compared with 1904," the Canner says, "but the majority of reports received so far tell of reduced output in the present season. As far as the quality is concerned, there is no doubt about this year's pack of corn averaging better than last year's. Hardly a letter of advice received fails to mention improvement in quality, many stating that in this respect their 1905 corn is the best they have put up in a number of years.

A retailer in X—— sold a barrel of the highest grade flour to a very touchy fellow, who, however, had always bought his flour at this particular grocer's. Somehow the housewife had bad luck with the bread and her husband asked to have the barrel of flour exchanged. Mr. Grocer impulsively said: "We have never had any complaint or trouble with this brand before, but of course I will have the flour exchanged." The buyer flew in a rage and said: "There isn't a better bread maker lives than my wife and I don't like the insinuation she can't make as good bread as the rest of the women who buy your flour." Wouldn't it have paid better to have made the exchange without other comment than to express regret that it should be necessary.

BRITISH COLUMBIA.

Vancouver—I. Morrison has succeeded Duncan MacPhair, grocery.

A MATTER OF HEALTH

ROYAL



BAKING POWDER

Absolutely Pure

HAS NO SUBSTITUTE

All Grocers should carry a full stock of Royal Baking Powder. It always gives the Greatest Satisfaction to customers, and in the end yields the larger profit to the Grocer.

IF

Incomparable Excellence

Counts for anything then

Nicelle

will be the most popular and best selling Olive Oil in your store - - -

There is not one brand of Olive Oil that equals

Nicelle

IN

Purity Flavor Brilliancy

Will it not pay you to acquaint your customers with its surpassing qualities?



Put up in ½-pint, pint, quart and 22-ounce bottles; also in 32-ounce, ½-gallon and 1 gallon tins.

Seville Packing Co.

Exclusivists in Olives and Olive Oil

New York City; Nice, France; and Seville, Spain

Write for prices.

Spohn-Patrick Company

Pacific Coast Agents

16-18-20-22 Front Street San Francisco Cal.

BRANCH HOUSES:

Portland, Seattle, Denver, Salt Lake City

SPOHN-CLOK COMPANY, Los Angeles, Cal.

PREMIUMS ARE BAD.

New York Manufacturer Begins a Campaign Against This Trade Abuse.

L. Schepp, the New York cocoanut manufacturer, has issued a number of circulars bearing directly upon the premium habit into which the grocery trade has fallen. They contain strong logical arguments against the practice that is upsetting trade conditions. One of his circulars reads as folows:

"**To Purify Business and Make It a Pleasure as Well as a Profit.**—No first-class grocer should encourage scheme or prize package methods of doing business in food products for the folowing reasons.

"**First**—Because these methods tend to reduce the quality of food products, encourage adulteration, and thereby endanger the health of the people.

"**Second.**—It leads to demoralization and corruption in business. No scheme, present or bribe, should influence the grocer in the selection of his goods, for his customers rely upon him to see that they get wholesome and pure food.

"No manufacturer should have influence by scheme, present or bribe over the grocer's salesmen or clerks, as to whose goods they should recommend or sell in preference. The grocer should be the only authority from whom the clerk or salesman should receive orders or directions in anything pertaining to his (the grocer's) business.

"**Third.**—All first-class salesmen or clerks will understand that it is no compliment to them to be approached by a manufacturer with a bribe or a present, but rather, command self-respect and esteem by rejecting all such advances. The grocer will also enjoy the pleasure of confidence in a clerk who is not obligated by accepting presents or favors from those who sell or deliver goods at his place of business. Approved and endorsed by al first-class grocers

"Where the scheme or prize package system is in vogue it is not safe to eat, drink, or take medicine without endangering the health or suffering the evil effects of this most damaging and corrupting method of doing business."

NO COMPLAINTS COME BACK.

There are few articles handled by the retail grocer that are so universally liked and which fill the bill so well as Carnation Cream is doing.

It is very gratifying to the manufacturers to hear the many encomiums that are passed on Carnation Cream every day.

It likewise must be very pleasing to the retail grocer, as he is the last man to handle this popular article before it goes into consumption.

He rarely hears a complaint, as the goods leave no room for complaint.

Besides the goods are guaranteed by the manufacturer to the grocer, and he is requested to guarantee them to his customers.

A GREAT MONEY SAVER.

In the old-fashioned way of handling coal oil, the losses were many—leaks that cut away the profits and damage to adjacent goods that used up the profits still more rapidly.

These losses are done away with by the oil tanks put up by S. F. Bowser & Co. of Fort Wayne, Ind.

These tnks not only save the oil and save goods about them, but their self measuring apparatus ensures absolutely accurate measures, and tnereby effects another important saving.

Decatur, Ill.—Representatives of the various manufacturing concerns were present at a recent meeting of the Grocers' Association. Purchases of carload lots of goods were made by the Association for later distribution.

BEST OF FINE FRUITS.

The Spohn—Patrick Company are pushing the trade on Griffin Extras fruits and vegetables with most satisfactory results.

The grocery trade has come to realize that goods bearing this brand are always satisfactory, and in handling them there will come never a word of complaint.

This is due to the great care with which these goods are put up. Only the best fruits and vegetables are used, and every precaution is taken in the preparation of these goods to insure that quality and flavor shall be absolutely maintained.

The California Fruit Growers' Association, packers of these goods, have over thirty canneries in different parts of the States, so located that they are able to pack on the spot of production the best of each and every kind.

DELICACY ALWAYS IN SEASON.

There are no articles that are better adapted to window displays than are the "White Label" Olives and Pimolas.

They make a neat, attractive package, and are suggestive of a good appetite, besides they yield the grocer a most satisfactory profit.

Dealers who have among their customers people who are particular and want the "good things" that go with a well-ordered dinner cannot afford to not have some of these goods in their stock, and having them there should display them.

They please the eye as well as tickle the appetite.

Jos. A. Stulz for **Public Administrator**, a successful business man of tried integrity. **Union Labor, Ind. Rep., Ind. Dem.**



IT'S A SNAP

UNTIL JANUARY 1st YOU CAN BUY

Bond Automatic Weighers

AT 20% BELOW THE COST

You could afford to buy one at twice the price. This is fairly giving them away. Write for prospectus.

BOND SCALE CO.

Office and Factory
1640 San Fernando Street,
LOS ANGELES

Branch Office and Salesrooms
220 California Street
San Francisco

CRACKER-JACK

THE MORE YOU EAT
THE MORE YOU WANT
THE WORLD'S GREATEST
5¢ SELLER

100 Packages to Case $3.65
Case weighs 40 pounds gross.
Dodge, Sweeney & Co., AGENTS SAN FRANCISCO

Babbitt's Standards.

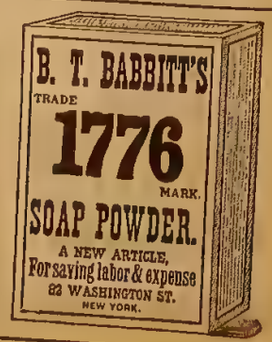
ALWAYS UNIFORM!
ALWAYS RELIABLE!
ALWAYS THE BEST!



B. T. Babbitt's Concentrated Lye,

The ready soap maker—a powerful disenfectant—an excellent fertilizer for dipping prunes, spraying trees, etc.

Manufactured by
B. T. Babbitt, (Inc.) New York City.



The C. B. JENNINGS CO., Agents, 121 California St., San Francisco, Cal.

ASSOCIATION NEWS.

National Association — President John A. Green has announced that sufficient funds are assured to make the National organization self-sustaining and it will not have to accept any more funds from manufacturers. In a recent interview he said:

"Responses from retail grocers to the request for contributions will, in conjunction with the per capita tax, enable us to meet expenses of the organization for the current year. I hope to present to the convention at Niagara Falls a report which will enable the delegates to adopt a fixed rule, to accept no further assistance for the organization from any source other than the retail grocers for whose benefit it is maintained. So far the plan is a success."

Dallas, Texas—The Retail Grocers' Association is preparing to take a car load of Texans to Niagara Falls in order to win the National Convention for 1907.

Minnesota—Suit has been instituted against the Duluth Grocers' Association the members of which are charged with conspiracy in regulating the prices of groceries.

Utica, N. Y.—The Retail Grocers' Association has sent slips to its members bearing the following:

Don'ts.

Don't place too much trust in humanity, you're liable to get fooled.

Don't fail to attend the regular meetings of your association.

Don't cut prices because the other fellow does, but clean up, spruce up, brace up, and sell such goods that the purchaser will remember quality only.

Don't blame any one but yourself if you are not getting any benefit out of the association; it is up to you!

Don't let the association belong to the officers only; it belongs to you, and you should be proud of it.

DO YOU SELL BEETS? Nice red, round, juicy beets? Of course! Some come in bunches and some in tin cans, and there's some money in selling them, too.

DO YOU SELL BEATS. Nice, sleek, smooth-talking, got-it-down-to-a-science beats? They come in bunches sometimes. Do you get "tin-canned?" Ever make any money selling them?

Dayton, O.—The Grocers' Association has demanded of the Mayor that the ordinance demanding peddlers to pay licenses be enforced.

Sandusky, O.—An effort is being made to have grocery stores close on Sunday.

Wichita, Kansas—The grocers are preparing to give a Pure Food Show which will open early in October.

Colfax, Wash.—The grocers of this place have agreed to close at 7 o'clock and the dry goods and general stores have agreed to close at 6.

Buffalo, N. Y.—Some members of the Grocers' Association are dissatisfied because the New York State Association has left the nomination of State officers to a nominating committee. A scrap arose over the election of the second vice president and now some of the Buffalo grocers purpose to withdraw from the State Association.

Chicago, Ill.—The Central Committee of Grocers' Association has re-elected its officers as follows: President, T. P. Sullivan; vice president, Sol Westerfeld; secretary, Jos. Lavermann. A request was sent to the Mayor that the practise of issuing free permits to peddlers be abolished and the payment of the $50 license fee be rigidly enforced. They are to give a Pure Food Show from September 25th to October 14th. Three cash prizes amounting to $19 were announced for the grocers bringing in the most new members before January 1st.

Wisconsin—The convention of the State Grocers' Association flayed Governor La Follette for vetoing the bill recently secured by the grocers by which only $30 per month would have been exempt from garnishment instead of $60 as at present. The convention urged merchants to enter politics to protect their own interest and decide to start a campaign for organizing local associations.

Denver, Colo.—It required ten trains of five cars each to carry the grocers to the annual picnic which was held in August.

Nashville, Tenn.—The Retail Grocers' Association has decided to take drastic action against those firms from whom grocers buy goods who do not require that their employees pay their grocery bills.

New York, N. Y.—At the recent State Convention the grocers decided to ask for a law making it a crime for manufacturers to send out goods short in weight or measure and demanding that all packages be honestly marked.

A MONEY SAVER.

Do you have a satisfactory refrigerator for the preservation of your perishable goods, as butter, eggs, meats, etc.

If you are not properly supplied you should at once call on or correspond with Beck-Wakefield Co. of 122 Market street, San Francisco, and learn of the McCray Refrigerator, for which they are agents.

DEEDS NOT WORDS.

Consumers Prefer Canned Cream and Milk They KNOW Is Pure to Fresh That Looks Bad.

Although the health department of Los Angeles SAYS the fresh milk of that city is good, the consumers, according to the "Record" of that city, don't like its looks and therefore they are buying the canned creams and milks they KNOW are pure and sterilized. The "Record" says:

"Los Angeles may now pat itself on the back that it has the best milk in California. There are people who will doubt this statement, in the face of the quality of milk that is served to them every morning, but as the good people of the city have only the health department to go by, it must be taken for granted that the statement is true, whether the milk looks good or not.

"The health department says the milk is good; that it is better than it has ever been, and it is all due to the crusade and the strenuous effort of the health department against the men who sell the milk.

"The grocery men of Los Angeles say they now sell more condensed milk and cream than they ever did before in all the history of their business.

"But it cannot be because the milk is bad—because the health department says it is good."

This last paragraph is almost funny—"It has been bad in the past and it looks bad now, but the fresh milk is all right, just the same—because the health department says so!"

Jos. A. Stulz for **Public Administrator**, a successful business man of tried integrity. **Union Labor, Ind. Rep., Ind. Dem.**

NOTICE TO CREDITORS.

Estate of Joseph Turner, Deceased.

Notice is hereby given by the undersigned, Martha T. Stearns, Administratrix of the estate of Joseph Turner, deceased, to the creditors of, and all persons having claims against the said deceased, to exhibit them with the necessary vouchers, within four (4) months after the first publication of this notice, to the said Administratrix, at Room 746 Mills Building, corner Bush and Montgomery streets, the same being her place for the transaction of the business of the said estate in the City and County of San Francisco, State of California.

MARTHA T. STEARNS,
Administratrix of the Estate of Joseph Turner, Deceased.

Dated at San Francisco, Aug. 21, 1905.
Date of first publication, Sept. 29, 1905.

You want to please your customers.



Lily CREAM WILL DO IT

Its Pure That's Sure

At All Jobbers

Pacific Creamery Co.

San Francisco Office, 115 Davis St.

Phone, Bush 522.

Schilling's Best

Makes Friends and Makes Money

Better Profits

Greater Economy in

Cereal Goods

A New Departure.

DEL MONTE MILLING CO. PEACOCK BRAND SAN FRANCISCO.

ALL MEALS

Can Now be Secured in

2-lb. and 5-lb. Cartons

UNDER THE

PEACOCK BRAND

Thoroughly Sterilized — No Waste — No Bugs — Attractive Packages Packed by Machinery — Not Touched by Human Hands.

Selling Price Absolutely Protected.

Sole Manufacturers:

DEL MONTE MILLING CO.

San Francisco and Los Angeles.

Good Keeping Quality

AFTER EXPOSURE OF THE CONTENTS, is an essential feature of properly prepared "Evaporated Cream." When the contents of the can are thin and watery, like those of the several cheap brands of large cans with which the market is flooded, they will spoil soon after being opened; but when they are of that HEAVY CONSISTENCE which distinguishes



OUR PET BRAND EVAPORATED CREAM

(And all of our brands bearing our top label.)

they keep several days longer under the same conditions, simply because they are completely sterile and offer more resistance to the action of germs floating in the air.

Consumers highly appreciate this feature, particularly in warm and sultry weather.

The principal advantage of Our Pet Brand Evaporated Cream, however, is that IT GOES FARTHER than these thin brands.



Our top label, shown herewith, is always a guarantee of perfection.



Helvetia Milk Condensing Co., HIGHLAND, ILL.

SAN FRANCISCO OFFICE, 3 CALIFORNIA ST.

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Each of these departments in this Price List is checked up and corrected every week by two or more reliable authorities on values. More than thirty wholesale houses co-operate with us to secure for our List the greatest accuracy possible.

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COLUMN 1.
Department 1.

COFFEE, CHICORY, ETC.

Green Coffee.

Mocha, Genuine Arabian	23	25
No. 2	17	18
No. 3	16	
Kona (Hawaiian)	16	18
Mexican	12	18
Java, common	15	18
Java, brown plantation	20	25
Caracol, prime washed	13	16
Caracol, ordinary	13	14
Guatemala	11	17
Costa Rica	12½	16
Salvador	10¾	12

Roast Coffee.

Salvador	12	26
Costa Rica	16	20
Java	24	31
Mocha Aden	27	31
Prme W shd, C. A. Blends	19	24
Good C. A. Blends	18	26
Ordinary Blends	12	19

Private Brands.

Royal Java Roast	13
Lion, 100-lb	14.97
Arbuckle's, 100-lb	15 87
Arab, 1-lb tin	.18
Hill's Bros Arabian Roast	.27
"M.J.B.," 60 1's in case	.28
"M.J.B.," 90 2 s in case	.27
"M.J.B.," 24 3 s in case	.25

Schilling's Best Coffee.

Tins: 30-lb price
60-lb case ¼ off

	1-lb cartons	1lb tins	2lb tins	3lb tins
5-star	38¼	39¼	38¼	38
4-star	29½	32¼	31¼	31
3-star	25¾	28¾	27¾	27½
3-star Laquered (3-lb. tins only)				27½
2-star	22¼	25¼	24¼	24
1-star	18¾	21¾	20¾	20½

Cartons only in 25, 50 or 100 lb cases can be assorted as required.

The Porto Rico Co.

Ponce de Leon, sealed cans only, 1-lb 30, 2-lb 29, 3-lb 28½
Cream of Moca, 1-lb, cartons 25
La Gloria de Porto Rico in bulk 26

Ground Coffee.

Hill's Bros. Arabian Roast	27
Cafe des Gourmands	30
Mexomoka	15

Chicory.

California	6
Belgian	7
German, Genuine	8

Coffee Extracts.

Bulk, per lb	07
Vienna, ¼'s, 10-lb bx	25
Vienna, 1's, 10-lb. bx	35
Ackermann's, ½-gross bxs., gross	4 00

COLUMN 2.
Department 2.

TEAS.

	Japan. (Panfired, Sundried or Basket-fired)		Green China. (Gunpowder, Imperial or Young Hyson)	
Extra Fancy	56	74	55	76
Fancy	41	55	32	46
Extra Choicest	39	43	25	37
Choicest	24	28	24	24
Fine	24	33	25	31
Fair	22	24	20	25

English Breakfast.

Extra Fancy	67	80
Fancy	51	65
Choicest	35	50
Choice	24	30
Fine	20	22
Fair	15	20

Oolong.

Extra Fancy	53	$1.50
Fancy	50	57
Extra Choice	36	48
Choicest	33	35
Fine	27	32
Fair	22	26

Ceylon and India

Broken Orange Pekoe	36	65
Broken Pekoe	32	56
Orange Pekoe	31	53
Pekoe	27	46
Pekoe Souchong	24	39

Schilling's Best Teas.

(Packed only in 16, 1⁰ 8 and 6-oz Cartons. Never in bulk.)

Japan, per lb	$0.45
do, 1 crown	.90
do, 2 crown	1.80
English Breakfast	.45
do, 1 crown	.90
do, 2 crown	1 80
Ceylon	.45
do, 1 crown	.90
do, 2 crown	1.80
Oolong	52½
do, 1 crown	1.05
do, 2 crown	2.10

TREE TEA
(Pride of Japan, etc.)

Packed in 1 lb. and ½ lb. cartons

Japan	87½
E. B. Congou	37½
Oolong	50
Guapowder	45
Ceylon	60

COLUMN 3.
Department 3.

SUGAR AND SYRUPS.

The Western Sugar Refining Company quotes net cash prices as follows. Barrels are an advance of 10c, half barrels, 25c, boxes, 50c, 50-lb. bags, 10c.

Dry Granulated, 100-lb. sk	5 05
Fruit Granulated	5 05
Confectioners' A	5 05
Cube	5 20
Crushed	5 30
Fine Crushed	5 30
Candy Granulated	5 15
Magnolia A	4 65
Extra C	4 55
Golden C	4 45
Beet D. G.	5 00
"D" Sugar	4 35
H. & E. Crystal Dominos	8 05
Bar Sugar, bbls	6 06

¼ cent off for prompt cash.

Do.	½-bbls	6 80
Do.	40-lb. tins	8 60
Do.	30-lb tins	8 60
Do.	30 lb. boxes	7 45

SYRUPS.

Saratoga Drips (Long's)	gal.	Gal.
50-gal. bbls.		$ 50
30 gal. bbls.		52
17 gal. bbls.		55
5 gal. jackets		2 36
4½ gal jackets		2 61
2 gal kits		1 23
1¼ gal. kits		94
1 gal tins		70

Pac. Coast Syrup Co.

Tea Garden Drips—	Case
12, 1 gal. tins	$8.40
20, ¼ gal. tins	7.70
24, ¼ gal. tins	5.34

Orange Blossom Drips.

6 1 gal. tins	per case	$2 40
12 ½ gal.	"	2 60
24 quart	"	2 60
36 2-lb	"	2 85
50-gal. bbls		33
28-gal. ½-bbls		35

Molasses.

New Orleans.

Genuine Light, about 50 gals. bbls.	50
Genuine Light, 30 gal. ½ bbls.	52
Genuine Light, 15 gal. ¼ bbl.	55
Genuine Light, 5 gal. kegs, gal	57

	Doz.
Pelican, 12 1 gal tins	9.60
Pelican, 20, ½ gal. tins	8.90
Pelican, 24, ¼ gal. tins	6.10

COLUMN 4.
Maple Syrup.

Woodlawn (Long's)	case.	Case.
Gal cans, 10 to cs		$11 00
Gal. cans, 6 to cs		6 60
½ gal cans, 12 to cs		7 14
¼ gal cans, 24 to cs		8 10
10 gal. jackets, each		10 15
5 gal. jackets, each		5 11
4½ gal. jackets, each		4 63
Qts., glass, 12 in cs		4 60
Pts., glass, 24 in cs		4 90

Pac. Coast Syrup Co.

Toboggan—	Doz.
⅛ gal. tins, 2 doz. to cs	2.25
¼ gal. tins, 2 doz. to cs	4.00
½ gal. tins, 20 to cs	7.20
1 gal. tins, 12 to cs	13.20

"OLD MANSE"
—Absolutely Pure—
CANADIAN SAP MAPLE SYRUP.



	Doz.	Price.
1 gal. cans, ⅛ doz. in cs.		$14 00
½ gal. cans, 1 doz. in cs.		7.50
¼ gal. cans, 2 doz. in cs.		4.25
⅛ gal. cans, 4 doz. in cs.		2.50
Qt. bottles, 1 doz. in cs.		4.50
Pt. bottles, 2 doz. in cs.		2.75
Decanters, 1 doz. in cs.		5.50
4½ gal. Jackets, per gal.		1.00

Retail Discount—5 cases 5%; 10 cases 7½ %; 25 cases or over, 10%.

On each package we offer to forfeit $1,000.00 if found short in measurement or containing any impurities.

Maple Sugar.

Vermont, gen. pure, abt. 20 1-lb bricks, per lb	17
Vermont, gen. pure, abt. 20 2-lb bricks, per lb	15½
Log Cabin, in 1, ½ and ¼-lb bricks, assorted in 25-lb pails per lb	15
Scudder's, in 1, ½ and ¼-lb. bricks, asstd., per lb	14

COLUMN 5.
Department 4.

DRIED FRUITS, NUTS AND HONEY.

(Add ¼c for 50-lb boxes and ½c for 25-lb. boxes.)

Apples.

Sundried, sacks	5
Evap, fancy 50-lb bxs	9
Evap, ex. choice, 50-lb bx.	8½
Evap, choice 50-lb bx	8

Apricots.

	1905 Crop
Choice Sacks	9
Fancy Sacks	10
Fancy, 25-lb boxes	11

Blackberries.

In boxes, per lb	13

Cherries.

Pitted, in boxes, per lb	30
Unpitted, in boxes, per lb	11

Currants.

In bbls (tubs 6¾)	6½
In mats, 50-lb	7
Recleaned, in bbls.	7
Recleaned 25-lb boxes	7½
Recleaned, 50-lb boxes	7½
Recleaned, 1-lb carts	8½
Recleaned, 12-oz. carts	4¾

Dates.

Fard, 14-lb, per lb (70-lb 7)	8
Persian, 65-lb case	5½

Figs (California).

Black, sacks	4
Black, 25-lb boxes, per bx.	1.20
White, bags	4½ 5
White, 10-lb bx, per bx	60
White, 10 1-lb bcks, pr bx.	65 75

Figs (Imp. Smyrna.)

Fancy, 10-lb bx, per lb	18
Choice, 5-lb bx, per lb	16

Nectarines.

White	8½
Red	8

Peaches.

Choice, in sacks	10
Ex. choice, in sacks	12
Fancy, in sacks	12½

Pears.

Choice, ½'s, in sacks	12
Ex. choice, ½'s, in sacks	12
Fancy, ½'s, in sacks	14

Plums.

Unpitted	3
Pitted, bleached	9
Pitted, black	8

COLUMN 6.

Prunes.

	Sks.
30s-40s	8
40s-50s	6
50s-60s	5½
60s-70s	4¾
70s-80s	4½
80s-90s	3¾
90s-100s	3½

Raisins.

	Box	½'s	¼'s	50 lb
6 Cr. Layers	3.25	—	—	3.10
5 Cr. Layers	2.75	—	—	2 60
4 Cr. Layers	2.25	—	—	2 10
3 Cr. Layers	1.75	—	—	1 60
2 Cr. Layers	1.15	—	—	1 50
4 Cr. Loose	—	—	—	07
3 Cr. Loose	—	—	—	06½
2 Cr. Loose	—	—	—	06

Thompson Seedless, bkhd. 50-lb boxes 11

Sultana Seedless, bkhd. 48 l's, per lb. 8

Seedless Muscatels, 50-lb cases 5½

Seeded, 1-lb cart. 8½

Seeded, 12-oz. cart. 7½

NUTS.

Almonds, fancy, I. X. L.	14
Almonds, choice, soft shell, Drake	14½
Almonds, shelled, No. 1.	52@55
Almonds, shelled, No. 2.	27@30
Almonds, shelled Jordan, Imp	.58
Almonds, Jordan Dom.	.37½ .40
Brazils 25-lb sks, new	.12 .13
Chestnuts, Cal. Italian.	.09 .10
Cocoanuts, ₱ 100	4.50 5.50
Filberts, 175-lb sk.	.11 .12
Peanuts, Japanese, hand picked	.06½ .07
Peanuts, roasted	.08 .09
Pecan, polished	.15
Pine	
Walnuts, hard shell	10½
Walnuts, sft shll, No. 2	.13½
Walnuts, sft shll, No. 1.	.14½

COLUMN 7.

HONEY.

Water White, 2 5's, lb.	.0
Light Amber, 2 5's, lb.	.06
Lt. Amber, 10 l gal tins, gal	.75
Lt. Amber, 20 ½ gal tins, gal	1 00
Lt Amber 2-lb tins, doz	2 60
Lt. Amber, 16-oz. bots, doz	1.85
Comb, 1-lb glass jars, doz	1.75
Comb, 2-lb glass jars, doz	2.90

Pine Apples.

	Per Doz.
2 lb., fancy sliced, E. & C., 2 doz. in case	2 50
2 lb. grated, 2 doz. in case.	2 25
2 lb. shredded, 2 doz. in case Hawaiian	1 65
Johnsen's—Columbia.	
2 lb. sliced, 2 doz. in case.	2 30
2 lb. grated, 2 doz. in case.	2 30
1 lb. sliced, 4 doz. in case.	1 15
1 lb. grated, 4 doz. in case.	1 15
gal., careless, 4¼ lb. to tin, ½ doz. in case, per lb.	16
gal., grated, 7 lb. to tin, ½ doz. in case, per lb.	16
2 lb., sliced, Baltimore, 2 doz. case	2 25
2 lbs., grated, Baltimore, 2 doz case	2 25
1 lb., cocktail, Baltimore ovals, 4 doz. case	1 25
2 lb., sliced, Singapore, 4 doz case	1 75
2 lb., sliced, Singapore, 2 doz. case	2 40
Royal Hawaiian, 2-lb grated, 2 doz. case	1 80
2-lb sliced, flats, 2 doz. case	2 00
Tall, 2-lb sliced, 2 doz. case	2 00
HB Sliced 2 doz. 3s	2 50
HB Whole, 2 doz. 3s	2.50
HB Grated, 2 doz 2s	2.25
HB Sliced, 4 doz 1s	1.15
HB Grated, 4 doz. 1s	1.15

COLUMN 8.

Department 5.

JELLIES, JAMS, ETC.

Griffin Extra Preserves.

Raspberry, strawberry, blackberry currant, loganberry, per doz... $2 00

Cherry, per doz. . . . $2.00

Less 10 per cent in 5-case lots.

Apricot, Damson, Fig, Gooseberry, Gage, Peach, Plum, Quince, per doz. . . . 2.00

Orange Marmalade. . . . 2.00

Less 10 per cent 5 case lots.

Long's Preserves.

Strawberries, Raspberries, Blackberries, Loganberries, Cherries, Pineapples, Pears, Figs, in 20-oz. glass jars, 2 doz. in cs., per doz. . . . $3 50

Apricot, Plum, Quince, Orange, Peach, in 20-oz. glass jars, 2 doz. in cs., per doz. . . . 3 20

Asstd, 2 doz. in cs., per doz. . . . 3 30

JAMS.

Curtice Bros. Co., Rochester, N. Y.

In 16 oz. Glass Jars.

Strawberry, raspberry, raspberry and currant, red cherry, white cherry, apricot, black currant, red currant, quince (sliced), peach (sliced), pear (sliced), blackberry, gooseberry, grape, green gage, egg plum, damson, pineapple marmalade, tomato marmalade, orange marmalade, per dozen, $1.95.

All above packed in cases of 2 dozen each.

COLUMN 9.

Long's Peerless Jams.

Strawberry, Raspberry, Blackberry, etc., in 16-oz. glass jars, 2 doz. in cs., per doz.. 2 00

Long's Pure Currant Jelly.

Tumblers, 2 doz. in cs., doz.. 2 00

30-lb. kits, per kit 3 00

15-lb. kits, per kit. 1 75

Marmalades.

Orange (Dundee) 42-1's, doz. 2 75

COLUMN 10.

Apple Butter.

Cuttings, 5-lb. tins, per doz.	$2.50
Heinz, 2's, 2 doz. in cs, doz.	$2 25
Heinz, 3-lb stone crocks, doz.	4 25
Heinz, 4½-lb stone crocks, dz	6 50
Heinz, 18-lb. stone crocks, lb.	11

Peach Butter.

Cutting's, 5 lb. tins, doz.	2 50
Heinz 4½-lb stone crocks, doz	9 00
Heinz, 18-lb. stone crocks, lb	14

Maraschino Cherries.

Long's, qts, 12 to cs, per cs.	6 50
Long's, pts., 24 to cs., per cs.	7 50

FRUIT	JELLIES: 2 lb. Extra	2 lb. Stand	1 lb. Extra	Tumblers	Ex. Lunch 11b Glass	JAMS: 2 lb. Extra	2 lb Stand	1 lb. Extra	Tumblers	Ex. Lunch 16 oz. G/s Preserves
Apple	1 55	1 35	1 00	85	1 75					
Apricot	1 55	1 35	1 00	85		1 60	1 35	90	90	1 80
Assorted	1 55	1 35	1 00	85	1 75	1 60	1 35	95	90	1 80
Assorted No. 2					1 75				95	1 80
Blackberry	1 55	1 35	1 00	85	1 75	1 85	1 60	95	90	1 80
Cherry										1 80
Crabapple	1 55	1 35	1 00	85	1 75					
Currant	1 75	1 50	1 10	85	1 90	1 85	1 60	95	90	1 80
Damson					1 75					1 80
Fig						1 60				1 80
Gooseberry	1 55	1 35	1 00	85	1 75			95	90	1 80
Grape (Catawba)					1 75					1 80
Green Gage										1 80
Lemon	1 55	1 35	1 00	85						
Loganberry					1 75					1 80
Orange Marmalade		1 35	1 00	85		1 60		90	90	1 75
Peach	1 55	1 35	1 00	85		1 60	1 35	90	90	1 80
Plum	1 55	1 35	1 00	85	1 75	1 60	1 35	90	90	1 80
Quince	1 55	1 35	1 00	85	1 75	1 60	1 35	90	90	1 80
Raspberry	1 55	1 35	1 00	85	1 75	1 85	1 60	95	95	1 80
Strawberry	1 55	1 35	1 00	85	1 75	1 85	1 60	95	95	1 8

CANNED VEGETABLES.

Asparagus "Griffin Extras" Mammoth	$
Large White	
Medium White	
White Tips	
Artichokes, 2½'s "Griffin	3 00
Beans, Stringless Extras"	1 20
Beans, Blue Lake	1 30
" " " gal	4 50
Beans, String, 2-lb	.80
Beans, String, gal	3.50
Beans, Lima, Soaked	1 00
Beans, French, Kidney, 2-lb.	1.15
Beans, French Red Kidney, 2-lb. "Joan of Arc" Brand, p.dz. 1 case free with 10.	1.15
Pancy Eastern	1 85
Corn, Smith's Hulled, 2 doz. in case, per doz.	1.20
Hominy, Great Western, 3 lb	1.20
Corn, 2-lb, Western	.95
Corn, 2-lb, Maine	1.35
Dunbar's Okra, 2½-lb	1.70
Petit Pois, Griffin extra	1.50
Peas, Griffin extra sifted	1.25
Peas, Standard sifted	1.10
Peas Standard Marrowfat	.95
Pumpkin, 3-lb.	1.37½
Spinach 2½	1.75
Succotash, fancy, tins	1.40

Tomatoes.

	doz.
3's, Griffin's Ex. Solid Pack.	$1.15
3's Griffin's Ex., with peppers	1.20
2½'s, Cutting's Solid Pack	.95
2½'s Cutting's Solid Pack, with peppers	1.05
2½'s Cutting's Standard	.85
Gallon, Standard	2.50
Gallon, Solid Pack	2.75
Gallon Puree	2.50

P. F. Rathjens

1311-1315 Pacific Street.

Sausages.

Garlick Frankfurter	10
Bologna	10
Blood and Liver	9
Tongue and Headcheese	—
Cross California Ham	12
Extra Light Bacon	15½
Medium Light Bacon	12½

Boiled Hams.

Kingan	20
Eastern	19
California	17

Mettwurst.

Extra Home Made..20, 22½, 25

LARD.

50 lb. tins	9
20 lb. tins	9½
10 lb. tins	10
5 lb. tins	10
3 lb tins	10
1 lb. cups	11

Department 6.

CANNED FRUITS AND CANNED VEGETABLES.

KIND	2 lb. Extras	2½ lb. Extras	2½ lb. Extra Standards	2½ lb. Standards	2½ Second	2½ Water	2½ Pie	Gallons Extras 3 lb Grade	Gallons Extras 2½ lb. Grade	Gallons Extra Standard	Gallon Standard	Gallon Water	Gallon Pie
Apples										4 00	3 50		2 65
Apricots	2 25	1 65	1 40	1 30	1 15	1 05	1 05	5 75	5 00	4 50		2 75	3 40
" peeled	2 50		1 35	1 25	1 10	1 00	1 00						
" sliced													
Assorted													
Blackberries										4 25	4 00	3 75	3 40
Cherries Royal Anne													
Cherries (White)													3 65
Cherries (Black)	2 00	1 35	1 20	1 10	95	90	90			5 25	4 60		3 65
Grapes (White Muscat)		1 60		1 25	1 10					3 50	3 10	2 50	2 25
Nectarines	3 65												
Peaches (Yellow)								6 50	5 25	4 60	4 25		
Peaches (Lemon Cling)	3 75												
Peaches (Lemon Cling Sliced)	2 75				1 40			7 75	7 00		5 60		
Peaches (White Heath)								7 75	7 00	5 75	5 00		
Peaches (White Heath Sliced)	2 65			1 55						5 25	4 75		
Pears (Bartlett)	2 75	2 25	2 00	1 90	1 35		1 00						
Plums (Green Gage)	2 10	1 45	1 20	1 10	95	90	1 05 pld	7 00	6 25	5 25	4 75	3 75	2 40 pld
Plums (Egg)	2 10	1 45	1 20	1 10	95	90	90	5 00	4 25	3 50	3 25	2 55	2 15 unpl
Plums (Gold Drop)	2 10	1 45	1 20	1 10	95	90	90	5 00	4 25	3 50	3 25	2 55	2 30
Plums (Damson)	2 15	1 50	1 25	1 15	1 05	95	95	5 00	4 25	3 50	3 25	2 55	2 30
Raspberries		2 60	2 35	2 10	1 95								
Strawberries		2 10	1 85	1 70	1 45								

Department 7.

PROVISIONS.

Hams.

Eastern Standard, 17/19	.12¾
Eastern Standard, 15/16	.13¾
Eastern Standard, 12/14	.18
Eastern Standard, 10/12	.13
Eastern Fancy	10-12 .13½
Local cure, all averages	12½ 13¼
Picnic Hams	9½

Boiled Hams.

Skin on	.18½
Skin off	.19½

Breakfast Bacon.

Eastern Standard, 6/8	.16½
Eastern Standard, 8/10	.16½
Eastern Standard, 10/12	.14½
Eastern Fancy	.17½
Local cure	.16

English Cured Bacon.

Eastern cure, 8-10	.15
Eastern cure, 10/12	.14

Dry Salt Bacon.

Clear medium Bacon	.12½
Clear light medium	.12
Clear Lt. med. select	.12½
Light Belly	.13½
Extra light Belly	none
Bacon Backs	.12¼
Bacon Bellies	.13

Dry Salt Meats.

Sides	.10¾
Bellies	.12
Backs	.10¾
Fat Backs	.10¼

Barreled Pork.

	Bbls.	½-bbls.
Spare Ribs	$	
Family Pork	14.50	7.50
Clear Pork	19.00	9.75
Pig Pork	22.50	11.50

Barreled Beef.

Mess Beef	11.50	6.00
Extra Mess Beef	11.50	6.00
Family Beef	11.50	6.00
Extra Family Beef	12.00	6 25
Beef Tongues	25.00	13.00

Pigs Feet.

Tierces, about 300 lb.	$18.00
Barrels, about 200 lbs.	13.50
½ barrels, about 80 lbs.	5.00
Kegs, about 25 lbs.	2.10
Kits, about 15 lbs.	1.25

Honey Comb Tripe.

Tierces, about 300 lbs.	$17 00
Barrels, about 200 lbs	13.00
½ barrel, about 80 lbs.	5.00
Kegs, about 25 lbs.	2.10
Kits, about 15 lbs.	1.25

Sausages.

	Per lb.
Braunschweiger	17
Italian Salami	23
D'Aries	22
Mortadella	24
Bologna	8½
Frankfurters	8½
Garlic Sausage	9
Liver Sausage	8½
Pork Sausage	8½
Head Cheese	8½
Tongue Sausage	8½

Pure Leaf Lard.

Tierces, about 350 lbs net.	10
½-bbls, about 100 lbs net.	10½
80-lb. Wood Tubs, 80-lbs. net.	10½
60-lb. Wood Tubs, 60 lbs. net.	10½
20-lb. Wood Pails, 20-lbs. net.	10½
50-lb. Cans, 1 to a case.	10½
20-lb. Cans, 4 to a case.	10½
10-lb Cans, 6 to a case.	10½
5-lb. Cans, 12 to a case.	10½
3-lb. Cans, 20 to a case.	11

Compound Lard.

Tierces, about 350 lbs. net.	6¼
½-bbls., about 10 lbs. net.	6½
80-lb. Wood Tubs, 80 lbs. net	6⅞
60-lb. Wood Tubs, 60 lbs. net	6⅞
20-lb. Wood Tubs, 20 lbs. net	6⅞
50-lb. cans, 1 to a case.	6⅞
50-lb. cans, 2 to a case.	6½
20-lb. cans, 4 to a case.	6⅝
10-lb. cans, 6 to a case.	7
5-lb. cans, 12 to a case.	7⅛
3-lb. cans, 20 to a case.	7¼

ANCHOR PACKING CO.

140 Eighth St., S. F., Cal.

PORK PACKERS AND PROVISION DEALERS.

Boilers of Kingan and Anchor Hams.

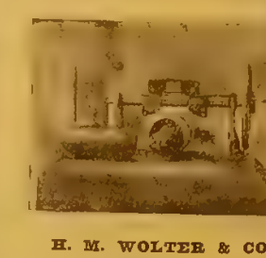
SAUSAGES, COOKED MEATS, TONGUE

Hams, Kingan, boneless boiled	20c
Anchor, "	19c
Bacon (special)	16c
Lard, 55	9¾c
" 20	10c
" 10	10c
" 5	10¼c
" 3	10¾c

Please note that our hams are all hand tied.

Scientifically Cooked

Flavor Unexcelled



H. M. WOLTER & CO.

Dealers in

..**Boneless Boiled Ham**..

Leading Grocers and Delicatessens Pronounce Them the Best.

103 12th St. Tel. Mint 1763

KINGAN'S 22

H. M. WOLTER & CO LEADER 21

HEINEMAN & STERN

916 Larkin Street

Garlic Sausage, Ring	Lbs.	
Bologna	"	
Frankfurter	"	
Rollada	"	
Smoked Beef	"	
Pickled Meat	"	
Headcheese	"	
Tongues	Doz.	Prices quoted on application by telephone or letter
Dried Beef	Lbs.	
Smoked Mutton,	"	

Department 8

CANNED MEATS

ALL PRICES ARE PER DOZEN	No. 1/4 Tins 4 Doz. in Case	No. 1/2 Tins 2 Doz. in Case	No. 1 Tins 2 Doz. in Case	No. 2 Tins, 1 or 2 D.z in Case	No. 6 Tins 1 Doz. in Case	No. 14 Tins 1/2 Doz in Case	No. 1 Tins 1 Doz. in Case
Corned Beef	.....	.....	1 30	2 30	$ 25	18 25	.....
Roast Beef	.....	.....	1 30	2 30	8 25	.....	.....
Roast Ribs of Beef, Boneless	.....	.....	1 40	2 50	.....	.....	.....
Roast Mutton	.....	.....	.....	2 70	.....	.....	.....
Brisket Beef	.....	.....	1 40	2 50	.....	.....	.....
Boiled Beef	.....	.....	1 35	2 40	8 25	.....	.....
Chipped Beef	.....	1 20	2 10	.....	15 50	.....	.....
Sliced Beef, in tins	.....	1 40	2 50	.....	.....	.....	.....
Sliced Beef, in glass	.....	1 45	2 75	.....	.....	.....	2 75
Brawn	.....	.....	1 40	2 45	8 25	.....	.....
Compressed Ham	.....	.....	1 50	2 75	.....	.....	.....
Lunch Tongue	.....	1 90	3 25	6 50	.....	.....	.....
Lambs Tongue	.....	1 70	3 25	.....	.....	.....	.....
Sliced Ham	.....	.....	3 70	6 40	.....	.....	.....
Sliced Bacon	.....	.....	.....	.....	.....	.....	.....
Sliced Bacon in Glass	.....	.....	.....	.....	.....	.....	2 80
Deviled Ham	40	80	.....	.....	.....	.....	.....
Potted Ham	40	80	.....	.....	.....	.....	.....
Potted Ox Tongue	40	80	.....	.....	.....	.....	.....
Potted Chicken	90	1 60	.....	.....	.....	.....	.....
Potted Turkey	90	1 60	.....	.....	.....	.....	.....
Deviled Chicken	90	1 60	.....	.....	.....	.....	.....
Deviled Turkey	90	1 60	.....	.....	.....	.....	.....
Boneless Chicken	.....	3 40	5 55	.....	.....	.....	.....
Boneless Turkey	.....	3 40	5 55	.....	.....	.....	.....
Veal Loaf	.....	1 10	2 10	.....	.....	.....	.....
Ham Loaf	.....	1 10	2 10	.....	.....	.....	.....
Beef Loaf	.....	1 10	2 10	.....	.....	.....	.....
Chicken Loaf	.....	1 60	2 75	.....	.....	.....	.....
Chicken Pate and Ham	.....	1 10	.....	.....	.....	.....	.....
Chili Con-Carne	.....	.....	1 40	.....	.....	.....	.....
Beefsteak and Onions	.....	.....	1 60	.....	.....	.....	.....
Hamburger Steak with Onions	.....	1 95	2 00	.....	.....	.....	.....
Frankfurter Bratwurst	.....	.....	2 00	.....	.....	.....	.....
Sweetbreads	.....	.....	2 40	.....	.....	.....	.....
Vienna Sausage	.....	90	1 55	.....	.....	.....	.....
Oxford Sausage	.....	.....	2 45	.....	.....	.....	.....
Bologna Sausage	.....	.....	2 25	.....	.....	.....	.....
Vienna Sausage and Kraut	.....	.....	1 20	.....	.....	.....	.....
Corned Beef Hash	.....	1 10	1 50	.....	.....	.....	.....
Lunch Sausage	.....	90	.....	No 1½	No 2	No 2½	No. 3
Ox Tongue, whole	.....	.....	.....	6 50	7 50	9 50	12 00
Minced Collops	.....	.....	.....	2 45	.....	.....	.....
Tripe	.....	.....	.....	1 75	.....	.....	.....
Pork Sausage	.....	1 05	.....	2 50	.....	.....	.....
Stewed Kidneys	.....	.....	90	1 40	.....	.....	1 85
Pork and Beans, Plain	.....	.....	95	1 45	.....	.....	1 90
Pork and Beans, with tom. sc'e							

Department 9.

FISH AND CHEESE.

Russian Caviar.

	Per doz
1-lb cans, 2 doz in case	$12 00
½-lb cans, 2 doz in case	6 50
¼-lb cans, 5 doz in case	3 50
⅛-lb cans, 8 doz in case	1 90
White Label Brand	3.50

CHEESE.

Foreign and Domestic.

	old	new
New York State Factory		15½
Cheddars, June make.. Twins, " "		16
Calif. State factory flats	13	14
Calif. State factory Young Americans	13	15
Limburger, Eastern, ⅌ lb.		15
Swiss, imported, ⅌ lb		26
Roquefort, ⅌ lb		38
Gouda, ⅌ lb		27
Pineapples, Eastern, 6 in cs, ⅌ case		$3 35
Pineapple, Eastern, 6 in cs, small		2.35
Holland or Edam, medium, plain, per doz	$ 8.00	8.50
Holland or Edam, medium, in bladders, per doz	9.00	9.50
Holland or Edam, large, plain, per doz	9.50	10.00
Holland or Edam, large, in bladders, per doz	10.00	10.50

Fancy.

Camembert Brie, Roquefort, and Gorgonzola, jars..... none
Parmesan C & B, sml bot, doz. 3.00
Parmesan C & B, lge bot, doz. 5.00

Bayle's.

	Small ½-lb.	1-lb.	2½-lb	5-lb
Deviled Cheese	$1.00	$2.25	$4.00	$ 500	$9.00
After Dinner Cheese	$1.00	2.40	4.00	4 50	7.50
Roquefort Cheese	$1.00	2.40	4.00	4.50	7.50

SALT FISH.

Pacific Codfish.

Bndles, 50 lbs each, per lb	4½
Cs. selected, 100 lbs ea, pr lb	5¾
Boneless, 30-lb boxes, per lb	7½
Boneless Strips, 40lb bxs, pr lb	
Boneless Blocks, 40lb bxs, p lb	8
Boneless Tablets, 36 bxs, pr lb	8
Boneless Middles, 60 bxs, pr lb	9¾
Boneless Middles, extra, 60-lb boxes, per lb	10

Eastern Codfish.

Gen Georges, 3 fish to cs	$ 9.00
Gen. Georges, 12 fish to cs	8.50
Geo. Cur. Cod, 16, 18 fish to case	8 25
Geo. Cur. Cod, 40 fish to cs	7 25
Gen. Geo. Middles, 60 fish.	13½
Gen. Geo. Tablets, 36 fish.	11½
Gen. Geo. Blocks, 40 fish..	11½

Shredded Codfish.

Codfish, Beardsley's shredded, 2 doz. in case..... 1.00

Norwegian Mackerel.

Bloater, 200-lb. bbl., 120-180 fish	44.00
Bloater, 100-lb. ½ bbl., 60-65 fish	23.00
No. 1, 200-lb. bbl., 150-160 fish	34.00
No. 1, 100-lb. ½ bbl., 75-80 fish	18.00
No. 2, 200-lb. bbl., 220-240 fish	30.00
No. 2, 100-lb. ½ bbl., 110-120 fish	16.00
No. 3, 200-lb. bbl., 300-350 fish	22.00
No. 3, 100-lb. ½ bbl., 150- 175 fish	12.00

Irish Mackerel.

No. 1, 200-lb. bbl., 200-220 fish	none
No. 1, 80-lb. ½ bbl., 80-90 fish	none
No. 2, 200-lb. bbl., 325-350 fish	20.00
No. 2, 80-lb. ½ bbl., 130-140 fish	9.00
No. 2, 200-lb. bbl., 475-500 fish	19.50
No. 2, 80-lb. ½ bbl., 180-190 fish	9.00
No. 1, 10-lb kits, 15-16 fish	1.25
No. 2, 10-lb. kits, 20-22 fish	1.15

American Bloaters.

Shore Bloaters, 200-lb. bbl., 115-120 fish	29.00
Shore Bloaters, 80-lb. ½ bbl., 45-50 fish	11.50
Extra No. 1, 200-lb. bbl., 120-130 fish	27.50
Extra No. 1, 80-lb. ½ bbl., 50-55 fish	11.00
No. 1, 200-lb. bbl., 140-150 fish	none
No. 1, 80-lb. ½ bbl., 60-65 fish	none
No. 2, 200-lb. bbl., 130-140 fish	28.50
No. 2, 80-lb. ½ bbl., 55-60 fish	11.00
No. 2, 200-lb. bbl., 140-160 fish	none
No. 2, 80-lb. ½ bbl., 60-65 fish	none
No. 2, 200-lb. bbl., 160-180 fish	none
No. 2, 80-lb. ½ bbl., 70-80 fish	none
No. 2, 200-lb. bbl., 180-200 fish	none
No. 2, 80-lb. ½ bbl., 80-90 fish	none

In Kits.

Extra Mess, 7 to 8 fish, each	$3.00
No. 1, kits, 8-9 fish or 15-17 fish	1 50-1.25
No. 2, kits, 8-9 or 20-23 fish	1.25

Salmon.

King, bbls	12 00
Oregon Silversides, bbls	9 50
Alaska Red, bbls	10.00
Alaska Red, ½-bbls, 100 lbs	6.00
Alaska Red, kits	.85
Bellies, bbls	8.00
Bellies, ½-bbls, 100 lbs.	4 25 5 50
Tongues and Sounds, kits, 10lb	1 25
Tongues and Sounds, ½-bbls	9 00

COLUMN 13.

New Herring. Pack 1905.

Holland, ex. selctd mxd bbls.	$ 16.50
Holland, ex. selctd mxd ½-bbl	8.50
Holland, ex. selctd mxd, keg.	1 00
Holland, cheaper grade	90
Holland, cheap. gr., mxd, bbls	15.50
Holland, chp. gr., mxd, ½-bbl	8.00
Holland, ex. select Milchner, bbl	18.00
Holland, ex. select Milchner, ½-bbl	9.50
Holland, ex. select Milchner, keg	1.10
Holland, cheaper grade	1.00
Holland, cheaper grade, bbls.	
Holland, cheaper grade, ½-bbl	8.50
Labrador Split, 100 fish	5 25
Labrador, round, 160 fish	4 75
Pacific, ½-bbl	2.25

SMOKED FISH.

Bloaters, Grim., 100 in box	$2.65
do. do. 50 in box	1.50
Bloaters, Cromarty	2.65
Yarmouth, 100 in box	
Halibut, chunks	15
Herring, in boxes, Eastern	20
Herring, in boxes, Washington	15
Herring, boneless, Beardsley's tins, doz	$1.50
Herring, boneless, Beardsley's small, doz	1.00
Herring, Beardsley's Boneless, vacuum tumblers, 2 doz. in case	1.95
Finnan Haddies	2.00
Moir's Selected Red Herrings, 100s	1.90
Moir's Selected Red Herrings, 50s	1.25
Salmon, per lb	10 20

POTTED FISH.

	Per doz
Potted Crab	$1.35
Kipper Paste	1.00
Anchovy and Bloater Paste, plain pots	2.30
Ditto, fancy pots	4.75
Yarmouth Bloater Paste	75
Ditto, fancy pots	4.75
Kippered Herrings	1 90
Kippered Herrings, Moirs	1.90

CANNED FISH.

	Doz.
Anchovies, in oil, 2 doz. ½ pts., in glass, doz	4.00
Anchovies 2 doz. ¼ pts., doz	3 00
Bloaters, Yarmouth C. & B. ..doz	4.50
Codfish Balls, 2-lb tins, per doz	2.25
Eels, Hamburg, in jelly, 1-lb tins	1 80
Eels, smoked, 1-lb, ⅌ doz	2.40
Finnan Haddies, 2-lb oval	2.25
Finnan Haddies, 1-lb, round, ⅌ doz	2.00
Sardelles, imported, 1-lb tins.	3.00
Sardelles, imported, in glass.	3 00
Sardelles, domestic, 1-lb glass	2.25
Sardelles, Ankers, ½ keg	3 00

Mackerel.

1-lb tins, 50 in a case. 2-lb tins, 2 doz. in a case.

Gold Label, 1-lb tins	1.50
P. & W., 2-lb soused	2.75
P. & W., 2-lb, mustard	2.75
P. & W., 2-lb, tomato	2.75
Underwood, 2-lb, soused	2.35
Underwood, 2-lb, tomato	2.35
Underwood, 2-lb mustard	2.35
Los Angeles, 2-lb, soused	2.55
Los Angeles, 2-lb, tomato	2.55
Los Angeles, 2-lb, mustard	2.55
Mt. Desert, 2-lb, soused	2.25
Mt. Desert, 2-lb, tomato	2.25
Mt. Desert, 1-lb, soused	1.35
Blueback, 1-lb, fresh	1.10

Crescent Mackerel.

Soused, 18 oz. tins, 4 doz. in case, doz $1.80
Tomato, 18 oz. tins, 4 doz. in case, doz 1.80
Mustard, 18 oz. tins, 4 doz. in case, doz 1.80

1311-1315 Pacific Street.

Mackerel in Oil.

Bezler's	3.00 4.00
Lemarchand	5.00 7.00

Booth's Crescent Mackerel.



(Soused, Tomato and Mustard.)
1's, 4 doz. to case, per doz..... 1.80
2's, 2 doz. to case 2.50

Salmon.

Alaska Red, 1lb tins, doz	95
Alaska Red, 2lb tins, doz.	1 60
Alaska Pink, 1lb tins, doz	80
Alaska Pink, 2lb tins, doz	1.50
Alaska Flats, 1lb tins, doz.	1 40
Oregon Red, 1lb tins, doz.	90
Oregon Red, 2lb tins, doz.	1.60
Oregon Pink, 1lb tins, doz	75
Oregon Pink, 2lb tins, doz	1.50
Oregon Flats, 1lb tins, doz.	1.00 1.60
Columbia River, 1lb talls.	1.00
Columbia River, 1lb flats.	1.75

French Sardines.

¼s, according to quality and size of tin, p. cas. 9.50 12.50
½s, according to quality and size of tin, p. case. 19.00 20.00

COLUMN 14.

American Sardines.

Packed 3 1-3 doz in a case. ⅛s, 50 tins in case.

American ¼s in oil, per case	$3 25
American ¼s in oil, 5-case lots	3 15
American ½s in oil, per doz	.50
American ¼s in mustard, doz.	.90
American ¼s in mustard, case	3.35
American ½s in mustard, doz.	.90
American ½s in mustard, case	2 80

Sprats.

Piloto	6.75 7.00
Menhie	6.75 7.00

SHELL FISH.

Abalones.

4 doz in cs, with shells, cs.. 6.00

Clams and Clam Juice.

	doz.
Doxsee Clams, 1-lb. tins	$1.75
Doxsee Clams, 2-lb. tins	2.75
Doxsee Clam Juice, 1-lb. tins	.90
Doxsee Clam Juice, 2-lb. tins	1.60
B & M Lunch Clams, flat tins	1.37½
Underwood Clams, 1-lb. tins	1.00
Underwood Clams, 2-lb. tins.	1.60
P. & W. Clams, 1-lb. tins	1.00
P. & W. Clams, 2 lb. tins	1.50
Oxford Clams, 1-lb. tins	.95
Oxford Clams, 2-lb. tins	1.50
P. & W. Clam Chowder	2.10
Burnham's Clam Bouillon, qts	00
Burnham's Clam Bouillon, pts	4 50
Burnham's Clam Bouillon, ½ pints	2.40

Lobsters.

	Doz.
Red Jackets, flats, 1s	2.85
Deep Sea Picnics, ½s	2.85
Triumph Tails, 1s	2.60

Oysters.

Oysters, Selects, 12 oz.	$1.60
Oysters, Selects, 6 oz.	3.25
Oysters, Standard, 10 oz.	2.00
Oysters, Standard, 5 oz.	1.10
Oysters, Standard, 2 oz.	1.70
Oysters, Standard, 4 oz.	.90

Shrimps.

Shrimps, pickled, 1-lb. tins	$1.05
Shrimps in Tomato Sauce, 1-lb. flats	
Dunbar's Picnics, 4 doz in cs	1.0
Dunbar's 1½-lb., 2 doz in cs	2.10
Pickled Shrimps, 1-lb., 4 doz in case	1.05

Department 10.

LAUNDRY MATERIALS.

Ammonia.

GREER'S WASHING AMMONIA

First grade absolutely pure. 18o Beaume Strength.

Pints (2 doz. to case) $1 55 per doz.
Quarts (1 doz. to case) 2 65 " "
½ Gals (½ doz. to case) 4 25 " "

WASHING AMMONIA

Standard Grade,

Pts., 2 doz. to case, per doz.. $ .75
Quarts, 2 " " " " 1 25

GREER'S TOILET AMMONIA

Lavender and Violet.

Pints (2 doz. to case).... $2 50 per doz.



Parson's Household Ammonia

	per doz.
½ gals., 1 doz. in case	$4 50
Quarts, 1 doz. "	2 65
Pints, 2 doz. "	1 75

Dime size 3 doz. in case, per case..... 2 95

Bluing.



Liquid Laundry Bluing.

SCOTT & GILBERT CO.
Manufacturers
214-216 Mission Street

SUNSET

	doz.
¼ pints, 3 doz case	40
½ pints, 3 doz case	60
Pints, 2 doz. in case	75
Quarts, 2 doz. cs.	1 45

Bluing, ball.

Mikado, ½'s, 100-lb case, lb	20
Mikado, ⅛'s, 100-lb case, lb	22
Nuremberg, A, ½'s, ⅌ lb	33
Do A, D, ½'s, ⅌ lb	25
Do A, C, R, ½'s, ⅌ lb	21
Washerwoman, ½'s, ⅌ lb	12
Do ¼'s, ⅌ lb	14
German Ultramarine ½s, ⅌ lb	12
Do ¼'s, ⅌ lb	14
Deschamp's French, 1's, ⅌ lb	28
Do ½'s, ⅌ lb	29
Gold Medal, qt, ⅌ doz	1.25
Do pt, ⅌ doz	1.00
Do ½-pt, ⅌ doz	75
Do ¼-pt, ⅌ doz	45
Do China Label, qt, ⅌ doz	1.25
Greer's, 1 dz qts. & doz	2.25
2's, 2 doz. to cs	2.50
De 3 doz. pts, ⅌ doz	1.44
De 3 doz. ½ pts, ⅌ doz	90
Pacific, 1 doz. qts, ⅌ doz	1.10
do, 2 doz., qts & doz	.80
Do 3 doz. ½ pts, ⅌ doz	45

COLUMN 15.

Borax.

20-Mule Team, powdered 1's, cs. of 2 doz	$2 25
20-Mule Team, powdered 12-oz. cs. of 4 doz	3 60
20-Mule Team, powdered ½'s, cs. of 8 doz	3 84

(Less 5 per cent. in 5 case lots; 10 per cent. in 10 case lots).

Cartons, 1's, 2 doz. in box	.09
Lump, 25 lb. in box	.08
Powdered, 25 lb in box	.06½

Chloride of Lime.

Brookman's, 1's, ⅌ lb	7¼	7½
De ½'s, ⅌ lb	8½	9

Salter's Purity Brand, ex qual. doz..... 85

Lye.

Big Bonanza Lye	
Case of 48-1 lb tins	3.30
5 case lots	3.25
Star Scrubbing Lye	
48-½ lb tins, per case	1.75
5 case lots	1.70
Merry War, 4 doz in case	3.10
Merry Nickel, 4 doz to case	1.75
Eagle Lye, 4 doz. in case	3.00
De 3-case lots	3.50
De 5-case lots	3.40
Tomson's Red Seal, 4 dz. to cs	4.00
De 5-lb, 12 5s to case	4.50
American, 4 doz in case	3.25
De in 5-case lots	3.00
Babbitt's Lye, 4 doz in case	3.25
De in 5-case lots	3.00



BANNER LYE

Cs., 4 doz	$4.00
Cs., 2 doz.	2.00

SPECIAL FREE DEAL

LIMITED

Freight Paid to Country Points

5 Case lots, per case	$4.25
One additional case free	
Net cost	3.64
3 Case lots, per case	4.25
One additional case free	
Net Cost	3.64

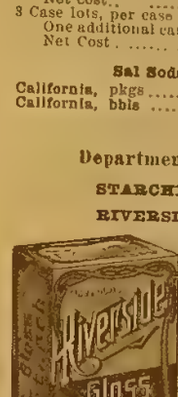
Sal Soda.

California, pkgs	.90
California, bbls	.95

Department 11

STARCHES.

RIVERSIDE



Corn. must be retailed at 8c. 40 1's per lb. . . 5½c

Gloss. 48 1's per lb 5½c
16 3's per lb 5¼c
12 6's per lb 6c

FREE. During June 1 case corn free with each 5 box order, assorted or straight. Must be retailed at 8c.

Corn Starch.

Log Cabin, 40 1s, per pkg	4
Liberty, 40 1s, per pkg	5½
Duryea's, 40 1s, per pkg	7¾
Niagara, 5-box lots, pkg	5½
Niagara, 40 1s	5¾
Kingsford's, 40 1s, pkg	7¾
Lily Corn, 40 1s, per pkg	5¾
Lily Corn, 5-box lots	5½
Lily Corn, 20 1s, per pkg	5¾
Sioux City, 40 1s, per pkg	5¾
Sioux City, 5-box lots, pkg	5½
None Such, 40ls, per pkg	5½

Laundry Starch.

Elastic Starch, 64/1's, per box	6 00
Celluloid, 64/1's, per box	6 00
Best Gloss, 48/1's, per lb	5½
Liberty Gloss, 48/1's, per lb	5½
Liberty Gloss, 16/3's, per lb	5½
Best, 12/6's, per lb	5½
Standard, bulk 40-lb. boxes	3½
Sioux Gloss, 48/1's	5½
Sioux Gloss, 3's, 16 in box	5½
Kingsford's S. G., 1's, 40-lb. bx	3½
Kingsford's S. G. 6's, 12 in crate	3½
Kingsford's Pure, 1's, 40-lb. bxs	7½
Duryea's S. G., 1's, 40-lb. bxs	8
Duryea's S. G. 6's, 12 in crate	8½
Duryea's Superior, 1's, 40-lb. bx	7½
Niagara Gloss, 1's, 40-lb. bxs	5½
Niagara Gloss, 6's, 12 in crate	6½
Niagara Gloss, bulk, 50-lb. bxs	4½
Lily Gloss, 1's, 48-lb. box	5½
Lily Gloss, 6's, 12 in case	6½
Lily Gloss, 3's, 16 in case	5½
None Such, 1s, 48-lb. boxes	5½
None Such, 6s, 12 to crate	6
None Such, bulk, 50 lb box	4½

COLUMN 16.

Department 12

Soaps and Washing Powder

Western Star Soap

WHITE PETROLEUM BLEACHING.

100 bars per case $4.10

LASCO KOLD WATA NAPTHOL.

100 Bars per case $4.00

Free Delivery in San Francisco Oakland, Alameda and Berkeley

manufactured by

Los Angeles Soap Co.

San Francisco Office, 115 Davis St.

Telephone Grant 110.



THE BEAVER SOAP CO., Dayton, Ohio.

Grandpa's Wonder Soap.

100 cakes 4-oz $3.60

50 cakes 4-oz 3.50

Powdered Soap.

Grandma's Borax, 24 3-lb. per case $4.00

Grandma's Borax, 60 12-oz. per case 2.40

Pest Bros.

S.H. Soap 2.80

Ammonia Benzoline ..... .85

Cocoa Borax 4.10

Crystal White 3.45

Lily White (Floating) 3.80

Standard Soap Co.

Top Notch 100, 10-oz..... $3.50

Sanburst, 100 12-oz 5.75

Yellowstone, 100 14-oz 3.75

Marigold, 100 16-oz 3.90

Thomas' Cool Water, 100 13-oz 4.00

Thomas' Cool Water, 20 13-oz .85

Milk, 100 4-oz., 100 cartons.... 6.50

Magno "Floating Borax," 100 16-oz. 4.00

Gold Medal Borax, 100 10-oz... 5.50

Gold Medal Borax, 100 10-oz.... 1.15

Purity, "Floating," 5c size.... 3.90

Purity, "Floating," 10c size.. 6.25

Purity, "Floating," 10c size, 20 1.30

Electric Mineral, 100 16-oz.... 5.50

Electric Mineral, 20 16-oz..... 1.15

Peerless Kitchen, 100 10-oz.... 3.00

Peerless Kitchen, 20 10-oz..... .65

Miscellaneous.

Mother's Night Lye per case.... 4.35

Gold Dust Cleanser 4.10

Fels Naptha, 100 14-oz..... 4.40

Hot or Cold, 100 10-oz..... 4.00

Life Buoy, 100 ..... 4.00

Mikado 100 14-oz..... 3.60

Mikado 20 14-oz..... .85

Lenox, 100 ..... 3.00

Lenox, 20 ..... .75

Ivory, 100 10-oz..... 7.00

Fairbanks Clairette, 100 ..... 3.35

Fairbanks' Santa Claus, 100... 2.85

Fairbanks' Cepco, 100 ..... 3.90

Fairbanks' Fairy Oval, 100.... 3.90

Grandpa's Wonder, large, 50.. 3.50

Grandpa's Wonder, small, 100. 3.60

Peets' Pine Tar, 50 ..... 1.90

Peets' Pine Tar, 100 ..... 3.75

Bobbitt's 4.10

Jergins Pumice, 50 small..... 1.75

Jergins' Pumice, 50 large 2.00

Uncle Sam's Tar, 100 small.... 3.50

Uncle Sam's Tar, 50 large..... 2.40

Swinker's Kitchen Soap, 100s... 3.50

Swinker's Kitchen Soap, 50s.... .75

Pearl, 100, large 4.00

Castile Soap.

La Lune White Castile, lb..... 7¾

White Virgin, per lb..... 7¾

White Conti 14 15

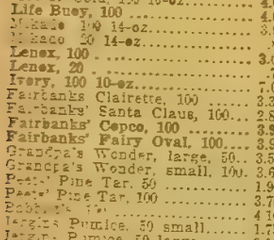
Imported Imported, per lb. 6½ 7

Clover Leaf White 12

La Boulon 7½

Scouring Soaps.

Bon Ami, 2 doz to cs, pr cs.. 2.50



Sapolio scouring, ½ gross box, per box 4.50

Sapolio, hand ½ gross box, per box 4.50

WASHING POWDERS.

Gold Dust, 24's, per case 4.50

Gold Dust, 100/10-oz. 4.10

Gold Dust, 50/5-oz. 2.10

Gold Dust, 16/10-oz. for hotels 3.40

Lenzine, 24 1-lb., per case.... 3.00

Lenzine, 100 5c pkgs 3.50

Lenzine, 36 3-lb pkg 3.10

Lenzine, 100 6-oz pkgs..... 3.75

Lenzine, 20 3-lb pkgs..... 3.00

Lenzine, 50 1-lb. pkgs 3.25

Lenzine, 100 ½-lb. pkgs 3.00

Lenzine, 100 6-oz..... 2.85

Lenzine, 72/5's 4.50

Lenzine, 24's 4.25

Lenzine, 16/3-lb. 3.75

Lenzine, Borax, powdered, 24 2 ..... 4.00

Lenzine, do, 60, 2¼ 2.40

COLUMN 17.

Department 13

OILS, PAINTS, ETC.

Coal Oil.

Water white, coal, bulk..... 12½

Pearl, cases, 25's 18

Astral, cases, 25's 18

Star, cases, 25's 17½

Ex. Star, cases, 25's 20½

Elaine, cases, 25's 26

Gasoline and Benzine.

86° Gasoline, bulk, 25 cases.... 31

74° Gasoline, bulk 16 cases..... 22

63° Benzine, bulk, 13 cases..... 19

Turpentine.

Strictly Pure, cases, 2-5's..... 91

Do drums or iron bbls. 85

Linseed Oil.

Strictly pure, raw, bbls.....gal 50

Do. boiled, in bbls...gal 52

Do. raw, cs, 2-5's....gal 55

Do. boiled, cs. 2-5's..gal 57

Castor Oil.

Baker's AA, cs. 2-5's 1.16

Pure, No. 2, cs, 2-5's..... 1.05

No. 1, cs, 2-5's ..... .70

Lard Oil.

Strictly pure, bbls., 75 cs..... 80

Sup. Win., str., bbls. 65 cs.... 70

No. 1, bbls. 55 cs 60

Neatsfoot Oil.

Cooper's bbls, 75 cs..... 80

Extra, bbls, 62½ cases..... 67½

No. 1, bbls, 57½ cases..... 62½

Lubricating Oils.

Star Cylinder Oil, bbls, 60 cs..65

Columbia Cyl. Oil, bbls, 40 cs..45

Gem Cyl. Oil, bbls, 30 cs.....80

Ruby Cyl. Oil, bbls, 50 cs.....60

Star Engine Oil, bbls, 50 cs....55

Columbia Eng. Oil, bbls, 30 cs.35

Paragon Eng. Oil, bbls, 45 cs..55

Red Eng. Oil, bbls, 27 cs.....32

Star Mach. Oil, bbls, 30 cs....35

Star Dynamo Oil, bbls, 50 cs...55

Star Spindle Oil, bbls, 40 cs....45

Star Sep'tor Oil, bbls, 50 cs....55

Favorite Sep'tor Oil, bbls, 25 cs.30

Miscellaneous Oils.

Union Salad Oil 45 50

Globe Salad Oil 45 50

Pure Sperm Oil 75 80

No. 1 Polar 50 55

China Nut oil, ord'ry.....62½

China Nut oil, No. 1.....80

WHITE LEAD.

Pioneer, in kegs 7¼ 8

DRY PAINTS.

Eng. Paris White, bbls. 1.35 1.60

Whiting, bbls 1.00 1.15

Kalsomine, bbls 1¼

Prince's Min'l B'wn, bbls 1.65

Yellow Ochre, bbls 1½

Eng. Ven. Red, bbls.... 1.50

Department 14

FARINACEOUS GOODS.

FLOURS.

Globe Grain & Milling Co.

Cor. Chestnut and Montgomery

California Selected Wheat,

Barrel

** "Banquet" (fancy patent)..$5.05

*** "Silver Star" (patent).... 4.65

Blended Wheat,

*"Al" Family 5.15

Entire Eastern Wheat.

Globe, Bakers' .....

(¼ bbls. 10 cents per bbl. higher.)

*"Al" must be retailed for not less than $1.40 per ¼ sack.

**"Banquet" must be retailed for not less than $1.30 per ¼ sack.

***"Silver Star" must be retailed for not less than $1.25 per sack.

Miscellaneous Flours.

Oal Family 4.60 $5 15

Oal Bakers' extra. 4.50 4.90

Rye Flour 4.75

Rye Meal 4.50

Graham 4.50

Whole Wheat 4.75

Meals in Sacks or Boxes.

Less 1% per cent.

Bales 100 lbs

PEACOCK 10 10-lb. sacks

Self Raising Buckwheat Flour $6.00

Self-ol Flour 3.50

Buckwheat Flour—new process 4.75

Buckwheat Flour—Patent Roller 4.50

Buckwheat Groats 10.00

Corn Flour, white or yellow 2.75

Corn Meal, pearled or yellow 2.75

Corn Meal, pearled, white .75

Corn Meal, Extra Cream, yellow 3.75

Corn Meal, Extra Cream, white 3.75

Cracked Wheat, Pearled—new process 3.75

Rolled Wheat.

Bbls. 10 7-lb. and 10 10 lb. sacks 3.50

Rolled Oats.

Bbls. 10 7-lb and 10 10 lb. sacks 4.75

Farina 4.50

Graham Flour, Patent Roller 3.25

Hominy, large 3.75

COLUMN 18.

Bales 100 lbs.

10 10-lb. sacks.

Hominy, small 4.00

Oat Meal, granulated.... 4.60

Oat Meal, Patent Cut A, B or C 4.75

Oat Groats 4.75

Pearled Barley, No. 1, 25 lb. and 50 lb. Boxes.... 6.00

Pearled Barley, No. 2, 25 lb. and 50 lb. Boxes.... 6.00

Pearled Barley, No. 3, 25 lb. and 50 lb. Boxes.... 6.00

Bales 100 lbs.

10 10-lb. sacks

Rice Flour, Patent Roller 8.00

Rye Meal, Patent Roller.. 3.50

Rye Flour, Patent Roller. 3.75

Split Peas, yellow, 25-lb. boxes 5.50

Split Peas, green, 25-lb. boxes 5.50

Whole Wheat Flour, Patent Roller 3.50

Wheat Meal, fine or coarse 3.75

In 50-lb. sacks deduct ¼ cent per pound from above prices.

In 25-lb. sacks deduct ½ cent per pound from above prices.

Meals in Sacks and Barrels.

(Less 10 per cent.)

Extra Cream Rolled Oats, in wood, 180 lbs. net.. 8.00

Extra Cream Rolled Oats, in sacks (180) 90 lbs. net sacks 7.50

Alta Mills Rolled Oats, in wood, 180 lbs. net..... 7.00

Alta Mills Rolled Oats in sacks (180) lbs., 90 lbs. net sacks 6.50

Rolled Wheat in wood, 150 lbs. net 4.40

Rolled Wheat in sacks, 150 lbs. 75 lbs. net sacks 3.90

PACKAGE CEREALS.

Less 20 per cent. Per case.

PEACOCK Self-Raising Buckwheat Flour—

20 3½ lb. pkgs.....$4 75

40 1¾ lb. pkgs..... 5.00

24 3 lb. pkgs..... 4.75

California Flap Jack Flour, 36 2 lb. pkgs..... 4.75

Semola, 20 4 lb. pkgs..... 4.50

Nuttygrains, 20 4 lb. pkgs. 4.50

California Cream Flake Oats, 36 2 lb. pkgs..... 4.50

Farina, 24 1 lb. pkgs..... 2.00

Primrose Wheat, 36 2½ lb. pkgs. 4.50

PEACOCK CEREALS.

Manufactured by the Del Monte Milling Co.

(Net f. o. b. S. F.) Per case.

36 20

Buckwheat Flour...3.55 4.75

Yellow Corn Meal...2.25 3.10

White Corn Meal...2.25 3.10

Cracked Wheat prd.3.25 4.25

Graham Flour.....2.75 3.50

Large Hominy.....3.25 4.20

Small Hominy.....3.40 4.35

Oat Meal, Grnltd....3.55 4.55

St'l Cut Oat Meal, A, B or C.....3.65 4.75

Pearl Barley.....4.65 6.10

Rice Flour, Pat. Rlr.5.90 7.90

Rye Flour, Pat Rlr.3.25 4.20

Rye Meal, Pat Rlr..3.15 4.00

Split Peas, Yellow..4.35 5.60

Split Peas, Green...4.35 5.60

Whole Wheat Flour, Pat. R'lr. 2.90 3.75

Gluten Flour 4.20 5.90

Farina 3.45 4.85

MISCELLANEOUS PACKAGE CEREALS.

Capit'l Mills R'll'd Oats, 36/2's 2.00

Grape Nuts, 1 & 2 doz, pr doz 1 40

Breakfast Gem, case 3 doz..... 2.40

Wheatine, 36/2's, pr cs..... 2.75

Germea, 20 4-lb pkgs, pr cs.... 4.00

Germea, 24 2-lb pkgs, per case. 3 10

H-O Buckwheat, 2 doz 3-lb pkgs, per case 3.75

H.-O. Pancake Flour, case..... 3 90

H.-O. Oats, 24/2's, per case.... 3.15

Cream of Wheat, 36/2's..... 5.25

Crespo, 36/2's 2.75

Snow Flakes, 36/2..... 3.00



MALTA VITA

36 1s, case $4.00

Our Mother's Mush, 36/2.. 2.75

Twin Brothers Mush, 36/2 3.60

Carnation Wheat Flakes, 24/5's 5 40

A B C Breakfast Wheat, 72/2's 5.00

A B C Breakfast Wheat, 36/2's 2.60

Flaked Rice, 24/1's 3.00

Ralston Breakfast Food, 36/2's 4 50

Do. Barley Food, 36/2's.... 4.25

Do. Health Oats, 36/2's.... 4.00

Do. Hominy Grits, 36/2's.. 4 00

Do. Health Crisp, 36 1's.... 3.60

Do. Select Bran, 24/3's.... 2.50

Do. Pancake Flour, 36/2's 3.75

Do. Whole Wht Flr,4/14's 5.50

Quaker Oats, 36 2s 3.80

Scotch Oats 36 2s 3.65

Continued on Col. 34, Page 17.

COLUMN 19.

COLUMN 20.

Department 15.

SPICES

PURE—Square Tins, Full Net Weight.

	⅛'s	¼'s	½'s	1's	2½ lbs.	5 lbs.	Blk
Allspice	$0 70	$0 95	$1 60	$ 2 80	$ 6 70	$12 75	21
Cinnamon	1 15	1 80	3 30	6 25	15 25	30 00	43
Cloves	90	1 35	2 40	4 35	10 60	20 65	31
Ginger	75	1 05	1 75	3 10	7 50	14 30	23
Mace	1 75	3 00	5 65	10 90	26 95	53 30	73
Mustard	70	95	1 60	2 80	6 70	12 75	21
Nutmeg	1 25	2 05	3 80	7 15	17 60	34 60	49
Pepper	80	1 10	1 90	3 40	8 25	15 85	25
Cayenne	80	1 15	2 00	3 55	8 65	16 65	26
W Pepper	95	1 45	2 65	4 65	11 75	22 90	34
Sage	70	95	1 60	2 80	6 70	12 75	21
Thyme	70	1 00	1 65	2 95	7 10	13 50	22
Savory	70	1 00	1 65	2 95	7 10	13 50	22
Marjoram	75	1 10	1 85	3 30	7 85	15 10	24
Poultry Seasoning	....	1 50	....	....	....	....	..

SECOND GRADE—Round Tins, Short Weight.

	¼'s	½'	1's	2½ lbs.	5 lbs.	Blk.
Allspice	55	1 ..	1 75	2 95	7 60	13
Cinnamon	65	1 20	2 10	4 90	9 50	16
Cloves	65	1 25	2 25	5 20	10 20	17
Ginger	55	1 00	1 75	3 95	7 60	13
Mace	1 20	2 30	4 40	10 50	21 00	34
Mustard	55	90	1 50	3 60	7 00	12
Nutmegs	85	1 70	3 10	7 40	14 60	24
Pepper	60	1 15	2 00	4 55	8 90	15
Cayenne	60	1 15	2 00	4 55	8 90	15
W Pepper	75	1 45	2 65	6 15	12 05	20
Sage	65	1 00	1 75	3 95	7 60	13
Thyme	60	1 05	1 90	4 25	8 25	14
Savory	60	1 05	1 90	4 25	8 25	14
Marjoram	60	1 05	1 90	4 25	8 25	14

SCHILLING'S BEST SPICES.—Nature's Best.

Square tins. Never sold in bulk.

Small, medium, large sizes have sifting tops except Mustard.

	Small size per doz.	Medium size per doz.	Large size per doz.	Ex. Large size per doz.	Hotel size per tin.
Pepper	.75	1.20	2.20	3.75	.75
Mustard	.75	1.25	2.25	3.90	.81
Must. Comp.	.75	1.25	2.25	3.90	.81
Ginger	.75	1.25	2.25	3.90	.81
Allspice	.75	1.10	2.00	3.50	.73
Cinnamon	.90	2.25	4.25	7.50	1.35
Cloves	.85	1.40	2.60	4.75	.87
Nutmegs	1.60	2.75	5.25	10.00	2.00
Mace	1.75	3.00	5.75	11.50	2.15
Cayenne	.90	1.50	2.75	5.00	.93
Wh. Pepper	.95	1.75	3.25	5.75	1.00
Sage	.75	1.25	2.25	3.90	.81
Thyme	.85	1.40	2.60	4.75	.87
Marjoram	.85	1.75	3.25	5.75	1.26
Savory	.85	1.40	2.60	4.75	.87
Cases contain	6 doz.	4 doz.	2 doz.	2 doz.	1 doz.
Gross weight	22 lbs.	24 lbs.	24 lbs.	40 lbs.	53 lbs.

MUSTARD.

Colman's, ¼'s, 12 lb to box, lb. .52

Colman's, ½'s, 12 lb to box, lb. .48

Colman's, 1's, 12 lb to box, lb.. .48

Colman's, 5's, per lb..... .40

Mustard, Prepared.

Small bottles, 24 to cs, pr doz .55

Small straights, fancy, 24 to case per doz ..... .95

Webb's Glass Top 1.35

Large Dusseldorfer, 24 to cs 1.60

In 3-gal kegs, per keg..... 1.15

In 5-gal kegs, per keg..... 1.70

Louit Freres, French, doz.... 2.25

Eddy's Salad Mustard—

6-oz., 24 to case..... .92½

8-oz., 24 to case..... 1.35

12-oz., 24 to case..... 2.00

Hirshes Horseradish Mustard—

10-oz., 24 to case..... 1.25

Department 16

BAKING POWDER AND FLAVORING EXTRACTS.

ROYAL

	1 cs. lot	5 cs. lot	15 cs. lot
¼ lb cans	$ 1 38	$ 1 36	$ 1 34
6 oz cans	1 92	1 89	1 87
½ lb cans	2 57	2 52	2 50
12 oz cans	3 82	3 75	3 72
1 lb cans	4 95	4 85	4 80
2½ lb cans	11 55	11 40	11 28
3 lb cans	13 60	13 34	13 20
5 lb cans	22 35	21 90	21 68

An extra discount of 1 per cent if packed in barrels.

Schilling's Best Baking Powder.

Never sold in bulk.

10-lb. tins, per doz	$39.00
5-lb. tins, per doz	20.00
4-lb. tins, per doz	16.00
3-lb. tins, per doz	12.50
2½-lb. tins, per doz	10.50
16-oz. tins, per gross	$53.00
12-oz. tins, per gross	41.00
8-oz. tins, per gross	28.00
6-oz. tins, per gross	22.50
4-oz. tins, per gross	16.50

TROPHY

4 oz, per doz	$0.95
6 oz, "	1.35
8 oz, "	1.70
12 oz, "	2.35
1 lb., "	3.00
2½ lb., "	7.50
3 lb., "	9.00
6 lb., "	14.50

MISCELLANEOUS.

Home, 10 oz	$0.90
Home, 25 oz	2.00
Home, 50 oz	4.00
Home, 80 oz	6.00
K. C., 10 oz	.85
K. C., 15 oz	1.25
K. C., 25 oz	2.12½
K. C., 50 oz	4.00
K. C., 80 oz	6.50

Cream Tartar.

Standard, bulk, 30-lb box..... 27

Standard, 12 1-lb tins..... .28

Pure, bulk, 30-lb box..... .38

Pure, 5-lb tins, per lb..... .38

Pure, ½-lb tins, per doz..... 5.00

SODA.

Churches, A. & H., or Dwight's Cow Brand, 60 lbs. to case.

1-lb ..... per lb. $0.05

½-lb ..... per lb. .05½

EXTRACTS FLAVORING.

GUITTARDS' "PURE"

per doz	2 oz	4 oz	6 oz	8 oz
Vanilla	$2 50	$4 75	$7 00	$9 00
Lemon	1 75	3 25	4 50	6 00

Net weight. Patent Sprinkler Tops

Schilling's Best Extracts.

Triple Strength, Pure and Uncolored Sprinkling Tops.

Net weight. Never sold in bulk.

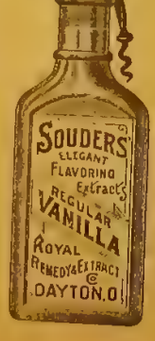
	Lemon and Vanilla Others. per doz.	Lemon and Vanilla Rose. per doz
1 oz	1.30	1.80
2 oz	2.00	3.00
4 oz	3.75	5.75
6 oz	5.50	8.50
8 oz	7.25	11.00
16 oz	14.00	21.50
32 oz	27.00	42.00

Souder's Flavoring Extracts.

Price per gross.

	2 oz.	4 oz.	8 oz.
Reg. Lemon	9.00	18.00	54.00
Reg. Vanilla	14.40	28.80	72.00
XX Lemon	18.00	36.00	72.00
XX Vanilla	21.00	42.00	84.00
Asrtd Flavors	18.00	36.00	72.00
Rose Coloring	18.00	36.00	.....
Yellow Colrng	18.00	36.00	.....
Jamaica Gngr	18.00	.....	.....

Assorted flavors contain strawberry, pineapple, orange, almond, rose, etc.



"Vanilla" Extracts.

Lemon, 2 oz., per doz.....$2.00

Vanilla, 2 oz., per doz.....2.00

Assorted Flavors, per doz.....1.80

COLUMN 21.
Department 17

CANDIES.

Lozenges.
(5-lb. boxes.)

XXX Peppermint, pails	.13 14
Thin Peppermint	.16
T. T. Peppermint	18
Druggist Peppermint	25
Musk, duted, pails	.20
Cinnamon, Lemon, Sassafras, Rose	.16
Midget Fruit	.20
Conversation and Hearts.	.15
Lilliput Conv. Hearts	17
Midget Conv. Lozenges	18
Crown T. T. Lozenges, 24 5ct. pkgs	.80
Aurora Lozenges, 24 5ct. pkgs	.80
Cough Troches, 5 lb bxs	.25
Eagle Wafers, Peppermints, Wintergreen	.25

Mixed Candy.
(30-lb. pails.)

Plain Mixed	8½
Pacific Mixed	10
Royal Mixed	12½
Grocers' Mixed	10
Yankee Mixed	13
American Mixed	13
Fancy A, Mixed	14½
Fancy C, Mixed	14
French S, Mixed	16
French No. 1, Mixed	18
French Extra Mixed	20
Lady, Mixed	15
Broken Mixed	9

Steam Panwork.

Anis Seed	22
Aromatic Cachous	18
Assorted Berries	16
Assorted Drages	14
Assorted Imperials	16
Assorted Small Seeds	22
Birds' Eggs	16
Boston Baked Beans	17
Burnt Peanuts	18
Burnt Almonds	25
Caraway Seed, smooth	22
Caraway Seed, pearled	22
Celery Seed	22
Cinnamon Beans, large red	15
Cinnamon Beans, Imperials	16
Coriander Seed, pearled	22
Jelly Beans, pails	12½ 14
Jelly Birds' Eggs	16
Jelly Cranberries	16
Jelly Limes	16
Jelly Raspberries	16
Jordon Almonds, fine	45
Jordon Almonds, imitation	18
Licorice Beans	15
Red Hots	25
Ringed Marbles	16
Sugar Coated Licorice Tablets	20
Sugar Almonds	25
Sugar Plums	16

Stick Candy.
(30-lb. pails.)
Assortment: Peppermint, Lemon, Rose, Clove, Anis, Cinnamon, Sassafras, Vanilla, Pineapple, Wintergreen 8½

Hoarhound	9
Hoarhound, wrapped	11
Peanut Sticks	18
Peanut Sticks, wrapped	13
Cocoanut Sticks	13
Cocoanut Sticks, wrapped	13

Taffies.

Peanut Taffy	15
Peanut Flake	15
Peanut Squares	14
Cocoanut Taffy	15
Cocoanut Squares	15
Chunks: Vanila, Rose, Chocolate, Lemon, Molasses	14
Broken Taffy of broken chunk	13

Drops and Lumps.
(30-lb. pails.)

Mixed Drops and Lumps	8½
Molasses Peppermint Lumps	11
Hoarhound Drops	11
Crystal Rocks	13½

Gum Goods.
(5-lb. boxes.)

A. B. Gum Drops, assorted	9
A. B. Gum Drops, Licorice	9
A. B. Gum Drops, Crystallized	11
A. B. Bonbons, plain, in bbls	7
A. B. Bonbons, fancy, in bbls	7½
A. B. Bonbons, fancy, crystallized, 5-lb. boxes	14
A. B. Fruits	18
Royal Gum Drops	15
Genuine Gum Drops, hard	25
Jelly Squares, assorted	14
Bijou Sticks	18
Spiced Jelly Drops	20
New Turkish Figs	16
Fig Paste, plain	17
Fig Paste, tricolor	18

Cream Goods.
(5-lb. boxes.)

Fondans Creams	14
Hand Dipped	19
Hand Dipped, with nuts on	21
Fruit and nut ices	18
Cream Peppermint	20
Crushed Fruit Bonbons	30

Chocolates.
(5-lb. boxes.)

Chocolate, plain	14
Chocolate, Hand Made	20
Chocolate Dipped Bonbons	20
Chocolate Dipped Bonbons, with nuts	22
Chocolate, Climax, 30-lb pails	16
Chocolate Chips	28
Chocolate Nonpareil Drops	20
Chocolate Wafers	22
Chocolate Cream Tablets, 30 in box	1 10

COLUMN 22.

Marshmallows, Nougats, Etc.

Occidental Marshmallows, 5-lb tins	.28
Occidental Marshmallows, 3-lb tins	.30
Dipping Marshmallows, 5-lb. boxes	.25
Angel Food, 5-lb. boxes	.20
French Nouget, 30 5c slices in box	1.00
Walnut, Apricot, Spanish Nouget, 5-lb boxes, per lb	.25

Sundries.

Opera Caramels	19
Rock Candy, white & red	.15
Rock Candy, brown	16
Licorice Drops	.20
Licorice Sticks, 16 to lb	.28
Locorice Tablets, 5 lb bxs	.25
Licorice Tablets, 24 5c bxs	.80
Licorice Penny Sticks, 100 in box	.65
Buttercups, 5-lb tins	.2

CHEWING GUM.

	Single	Box
Sweet Wheat, per box		.50
Tutu Sugar Plum, box		.55
Yankee Spruce, 20 pcs		.55
Sen Sen, 20 pcs		.55
Red Rooster, 20 pcs		.55
Sweet Heart, 20 pcs		.55
Newton's Pepsin, 20 pcs		.55
Bloodberry, 20 pcs		.60
Pepsin Sticks, 20pcs		.60
Chiclets, 40 5c pkgs		1.25
" 3-lb. boxes		1.35
" 10 10c pkgs		.80
" 12 25c pkgs		2.00

CRACKERS.



MADE BY THE
MUTUAL BISCUIT CO.

	lb.	¼ box
Almond Drops	15	
Animals	12½	$1.20
Arrowroot	14	1.50
Assorted	12	1.15
Assorted, extra	14	1.30
Assorted, fancy	20	1.75
Assorted Wafers	16	1.90
Assorted Jumbles	14	1.25
Boston	9	.60
Butters, Mutual	10	.70
Butter Scotch	14	1.50
Butter, Star	9	.60
California Lunch	9	.90
Champion	9	.65
Chips, Mutual	14	1.10
Chocolate Biscuits	16	1.80
Chocolate Fingers	15	1.50
Chocolate Wafers	18	2.15
Cocoanut Bonbon	14	1.25
Cocoanut Finger	15	1.50
Cocoanut Marshmallows	15	1.50
Cocoanut Taffy	15	1.80
Cocoanut Wafer	16	1.50
Coffee	12	1.25
Coffe Iced	15	1.35
Cornhill	10	1.10
Cracker Meal	6	1.10
Currant Cakes	12	1.10
Egg Jumble	14	1.25
Fruit Biscuits	14	2.40
Ginger Cakes	10	1.40
Ginger, Nut	11	1.40
Ginger Wafers	14	1.75
Graham	10	1.20
Graham Gem	9	.75
Graham Unsweetened	9	
Honey Fingers	14	1.25
Honey Pumbles	12	1.00
Honey Drops, spiced	15	1.60
Honeysuckle	16	
Jelly Fingers	16	1.50
Jenny Lind	12	1.10
Lady Fingers	15	1.30
Lady Fingers Iced	16	1.40
La Grande	11	1.10
Lemon Biscuit	14	1.25
Lemon Brittles	14	1.35
Lemon Snap	12	1.20
Lemon Wafers	14	1.75
Macaroon Almond	40	
Mutual Flakes	14	.90
Mutual Tea	15	1.60
Nic Nac, No. 1	10	1.10
Nic Nac	12½	1.25
Oysters	8	.70
Peoples Mixed	12½	1.25
Pilot Bread	4	.55
Pilot Bread Extra	5	.65
Pilot Saloon	7	.80
Ping Pong	16	1.50
Raisin Cake	12	1.10
Saloon Pilot	7	.80
Saloon Soda	7	
Salted Wafers	14	.90
Soda Extra	7	
Seda	6½	
Star Butters	9	.60
Vanilla Bars	14	1.40
Vanilla Biscuits	14	1.25
Vanilla Snaps	12	1.20
Vanilla Wafers	14	1.75
Wafers, Chocolate	18	2.15
Wafers, Ginger	14	1.75
Wafers, Lemon	14	1.75
Water Wafers	12	.90
Walnut Creams	16	1.50



COLUMN 23.
Department 18.

FANCY GROCERIES.

Snider's Baked Beans.

No. 1, 90c doz.; 4 doz. in case	
No. 2, $1.40 doz.; 3 doz. in case	
No. 3, $1.85 doz.; 2 doz. in case	

Bouillion Capsules.

Anker's, 10 capsules in box, per doz boxes	2.75

Capers.

Capotes, 1 dz in cs	1.20 · 1.25
Nonpareil, small	1.35
Do large	2.00
"White Label," 6-oz. doz	2.25
"White Label," 10-oz. doz	3.15

TOMATO KETCHUP.

Catsups
Snider's

Qts., per doz	$3 75
Pts., "	2 40
½-pints, per doz	1 40





CAMPBELL'S
(½ Pts. Condiments)
2 dozen to case

Tobasco Ketchup dozen	$1 15
Tomato Ketchup, dozen	$1 15
Salad Dressing, dozen	1 15
Chili Sauce, dozen	$1 15
Assorted cases, dozen	$1 15

Miscellaneous.

Our Mother's Ctsp ½-pt, doz	1 40
Our Mother's Ctsp, pts, doz	2 30
Blue Label, 25 ½ pts to cs	3 10
Blue Label, 25 pts to cs	5 00
Blue Label, 12 qts to cs	4 00
Mother's Own, pts	1.50
½ pts	.90
London's Rockaway, Pts., doz	2.25
Saller's "Purity," doz	.90
H. B. Catsup, pts	2.15
" ½-pts	1.25

Chocolate and Cocoa

CHOCOLATES.
Baker's.

German Sweet, 6-lb boxes, ⅛s and ¼s	.2
Eagle, 12/1s	23
Premium, 12/1s	28
Vanilla, 12/1s	41
Powdered, ¼s, ½s, 1s, 12/1lb. boxes	26

Subject to quantity discount.
Huyler's.

Vanilla, 12-lb. boxes	36
Premium, 12-lb. boxes	33

Lowney's.

Cream Cakes, per box	80
Ice Cream Drops, per doz	75

Ghirardelli's.
In paper

Eagle, 24 1-lb	21
Eagle, 12 1-lb	21½
Eagle, 12 ½-lb	22½
Eagle, 12 ¼-lb	24
Crescent, 6 5 to lb	17
Crescent, 12 5 to lb	16½
Cal. Sweet, 6 6 to lb	21½
Cal. Sweet, 12 6 to lb	21
Monarch, 12 1&½-lb	26
Monarch, 12 1-lb	25
Monarch, 12 ½-lb	27
Star, 24 1-lb	19
Star, 12 1-lb	19½

Ground.
In tins

Ghirardelli's, 12 1-lb tins	26½
Ghirardelli's 24 1-lb tins	26
Ghirardelli's, 10 1-lb. tins	25½

In delivery cases.

Ghirardelli's 60 3-lb tins	24
Venard's, 24 1-lb tins	21
Venard's, 60 3-lb tins	20
Miner's, 12 1-lb tins	22½
Miner's, 24 1-lb tins	22
Miner's, 20 3-lb tins	22

5 per cent off on 120-lb. lots
COCOAS.

Baker's Bkfst, 6/1's&½'s	30
Van Houten's, ¼'s and ½'s	35
Van Houten's, 1's	30
Royal Dutch, 12/¼'s	30
Royal Dutch, 12/½'s	75
Royal Dutch, 12/1's	70
Epp's, 14/½'s	40
Fry's, 12/½'s	39
Webb's, 6/½'s	23
Lowney's, 6/½'s	37
Ghirardelli's Bkfst, 6/½'s	38
Ghirardelli's Bkfst, 12/½'s	37½
Ghirardelli's Impri, 6&12/½s	56
Miner's Bkfst, 6/½'s	37
Miner's Bkfst, 6/1-5's	38
Menier's, 12 ½s	47

COLUMN 24.
Condensed Milk

BORDEN'S CONDENSED MILK CO.



Gail Borden Eagle Brand	6.80
In 5-case lots	6.65
Pony	2.25
Challenge	4.70
Floral	4.65
Dime	3.75
Rose	4.40

(Each of above Brands 4 doz. in case)

Borden's Malted Milk, Trial Size, per doz. 75



Borden's Pioneer Brand Evaporated Cream

Large Cans, 4 doz. in cs	3.75
Peerless	4.70
Yacht	3.25
Family Size, 4 doz. in case. Quarts, 2 doz. in cs	

ALL ABOVE BRANDS GUARANTEED



CARNATION CREAM

20 oz. cans 4 doz

Per case	4 00
5 cases	3 95
25 cases	3 90
50 cases	3 85

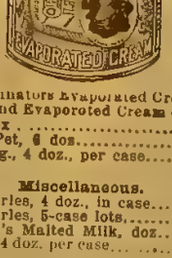
25c rebate from factory on return of jobber's dup. bill and signed contract



LILY
[large tin]

1 to 10 cs	$3 90
10 to 25 cs	3 85

Helvetia Milk Condens'g Co.



Originators Evaporated Cream
Highland Evaporated Cream 4 doz in box $4.10
Baby Pet, 6 doz 3 00
Pet, reg., 4 doz., per case 3 35

Miscellaneous.

St. Charles, 4 doz., in case	$4 60
St. Charles, 5-case lots	4 50
Horlick's Malted Milk, doz	4 50
Jersey, 4 doz. per case	3.50

Cereal Coffee.

Fig Prune, per doz	$2 25
Postum, 24/¼'s, per doz	1 35
Postum, 12/1's, per doz	2 25
Postum, 36/1's, per doz	2 25
Grains, 12, 2s	2.75

Chutney.

Chutney, asst, qts	$6 25
Chutney, asst, pts	3 75
Chutney, Major Grey, qts	6 50
Chutney, Major Grey, pts	4 25
Ban-ki-pore, pts	3 00

Cranberry Sauce. doz.

Anderson's 2s, 2 doz box	2.00
Tea Garden, 2s, gls, 12 box	4.00
Tea Garden, 1s, gls, 24 box	2.25
Cape Cod, 2 lb, gls, 12 box	3.50
Cape Cod, 1 lb. gls, 24 box	2.00
Home Made, 1s, 2 doz box	2.15
do 2s, glass, 1 doz box	4.00

Rice.

Choice Seed Japan	$0.04¼
Good Seed Japan	.04
Fair Seed Japan	.03¾
Fancy Head Rice	5½ .06
Long Grain Rice	.05
China No. 1	5 6
China No. 2	4 4½

COLUMN 25.

ALPINE
EVAPORATED CREAM

	Per case
1 to 5 cases, 4 doz. to case	$3.60
5 to 10 " " "	3.55
10 to 25 " " "	3.50

Gallons

1 to 5 cases, 6 to case	3.35
5 to 10 " " "	3.30
10 to 25 " " "	3.25

Midgets, 8 doz. to case
1 to 5 cases, $3.90 | 5 to 10 cases, $3.85
10 to 25 cases, $3.80

Alpine Evaporated Cream Co.
Factory
HOLLISTER, CAL.
Office and Salesroom
95 Market Street
Rooms 212-213
San Francisco, Cal.
Phone: Main 3443.

Cottolene.

2's, 4's or 10's, per cs. of 60 lbs	7.00
5-case lots	6.90
10-case lots	6.85
25-case lots	6.75

Curry Powder.

Cross & Blackwells, 2 oz	1.35
do 4 oz	2.35
Do 8-oz	3.65
Do 16-oz	6.20
East India, Bombay, 16 oz	5.00
East India, Bombay, 8 oz	3.25

Extract of Beef.
Liebig's (Genuine)

2 oz.	4 oz.	8 oz.	16 oz.
doz. 4.55	8.50	15.90	29.75

"Rex" Solid.



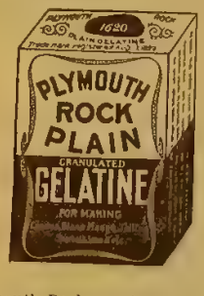
2-oz., doz	$3.96
8-oz., doz	$13.27
4-oz., doz	7.20
16-oz., doz	24.75

Marshall's

2 oz., per doz	$2.40

Gelatine.

Knox's, per doz	1 20
Knox's, per gross	14 00
Cox's, per gross	12 00
Keck's, per doz	1.10



Plymouth Rock, per doz $1.10
(1 doz. free with 3 doz.)
Plymouth Rock, per gross ... 12.50
(4 doz. free with gross.)

Ginger (Preserved).

½ doz jars in cs, per cs	2.25

Lemon Sugar.

Gilt Edge, 24/½s, per doz	1.37½
Gilt Edge, 24/1s, per doz	1.85

Lime Juice.

Tahita, 24/8-oz. per doz	$1.25
Tahita, short measure, 16-oz.	1.50
Tahita, full measure, 16-oz	1.75
Tahita, full measure, 32-oz	3.50
Tahita, bulk, gal	1.00

Mushrooms. doz.

Le Court, 100 to cs	$2 25
La Forrest, 100 to cs	2.75
Hotel, 100 to cs	1.85
Fancy Stuffed, pts	4.00

COLUMN 26.

OLIVES.

OLIVES IN BULK.

	25 gl.	10 gl.	5 gl.	3 gl.
Ex. No 1, Qu'n.	1.0	11 50	6 00	3 75
Lge No 1, "	1 00	10 50	5 00	3 25
No 1 Qu'n	95	9 75	4 75	2 90
No 2 "	85	8 75	4 50	2 85
Manzanilla	70	7 25	3 75	2 40

Extra charge for kegs & barrels.



Olives

SEVILLE PACKING CO.

White Label Queen Olives—

28-oz., per doz...$5.50
18-oz., " ... 3.75
6-oz., " . 1 25

Pim-Olas

18 oz. 2 doz. per cs, per doz.....$6 10
1s " " " " 3 55

Baby Pim-Olas

1s-oz, 2 doz. in case, per doz.... $2.50
6-oz, 2 doz. in case, per doz... 1.50

Olive Oil

NICKLE

	Case
½ pints, 4 doz	$9 00
Pints, 2 doz	8 55
Quarts, 1 doz	7 85
2-oz.	9 00



CRYSTAL BRAND OLIVE OIL.
Pure California Products.

7-oz.
Per doz...$2.40
3 doz..... 6.75

14-oz.
Per doz... 4.50

Quarts.
Per doz... 7.25

Put up by
G. O. Ryden.

MISCELLANEOUS

Golden Gate, in gal tins, per gal	1 80
" ½ " "	1 85
" ¼ " "	1 90
Pala Grove, pure Cal., qts. .. dz	7 75
Cooper's qts., ½ doz.	10.00
Cooper's pts, ½ cs of 2 doz...	10.00
Antonini, J.P.S., qts, ½cs..	7.40
Do 1½-gal. tins, ½ tin..	2.90
Duret, qts, pts, ½ doz cs..6.00	7.00
Lucca, Cresse & Blackwell's qts.	7.50
Lucca, Cresse & Blackwell's pts, 2 doz.	
Lucca, Cresse & Blackwell's ½ pts, 2 doz.	7.25

Salad Oil.

Durand Oil.

Quarts, 1 doz. to case, per case.	$1.65
Pints, 2 " " "	1.75
½-Pts., 3 " " "	1.85

Puritan Salad Oil

Quarts, 1 doz to case, per case	1.90
Duboc & Fils, 1 dz qts, per case	1.50
Imitation Lucca, qts	1.75

"Primrose" Salad Oil.

Barrels, about 50 gal. gal..	$ .40
½ gal tins, 10 to case, gal.	.70
¼ gal tins, 1 to case, gal..	.45
¼ gal tins, 20 to cs., gal.	.75
Quart bottles, 12 to cs. doz	1.85
Pint bottles, 24 to cs, doz	1.00
½ Pint bot, 36 to cs, doz.	.85

Paprika.

Gordon Packing Co.

1-16 lb	doz	½ lb. ... doz	6 00
¼ lb	doz	1 lb . . doz	
½ lb	doz	Bulk, lb.....	

Peanut Butter

Geronimo, 2 doz to cs, per dz..2.40

Peels.

Citron, 25-lb box	$ 13½
Citron, 10-lb box	14
Lemon, 25-lb box	11½
Lemon, 10-lb box	12½
Orange, 25-lb box	11½
Orange, 10-lb box	12

COLUMN 27.

PICKLES.

Gordon Packing Co.

California—Mixed or Plain.

No. 1, bbls, per gal.....$0.24 to	$0.27
No. 1, ½ bbls, per gal.. .26 to	.29
No. 1, 10-gal keg, p kg. 2.35 to	2.45
No. 1, 5-gal keg, p keg. 1.15 to	1.25
No. 1, 3-gal keg, p keg. .80 to	.85
No. 2, bbls, per gal.....	.22
No. 2, ½ bbls, per gal.....	.24
No. 2, 10-gal keg, per keg.....	2 10
No. 2, 5-gal keg, per keg.....	1 05
No. 2, 3-gal keg, per keg.....	.80
No. 3, bbls, per gal.....	.14
No. 3, 10-gal keg, per keg.....	1 15
No. 3, 5-gal keg, per keg.....	.60
No. 3, 3-gal keg, per keg.....	.55

SWEET—"PACIFIC."

Bbls, ½ gal	51
½ bbls, ½ gal.	53
10-gal. keg, per keg.....	5.00
5-gal. keg, ½ keg	2.75
3-gal. keg, ½ keg	1.75
Square, 1doz ½-gal, ½ doz..	2 25
Square, 2 doz ¼-gal, ½ doz..	1.60
Square, 4 doz ⅛-gal., ½ doz	1.25
Round, qts, ½ doz.....	$.75
Round, pts, ½ doz.....	2 50
Round, ½ pts, ½ doz.....	1.75

Crosse & Blackwell's.

	Doz.
Mxd Pkls, pat tops, pts..	4.15
Mxd Pkles, Pat tops, ½ pt..	2.50
Mxd Pkls, corks, pts.....	3.95
Chow Chow, pat tops, pts..	4.15
Chow Chow, pat top, ½ pt..	2.50
Chow Chow, corks, pts....	3.95
Onions, pat tops, pts.....	4.15
Onions, pat tops, ½ pts...	2.50

COLUMN 28.

Saratoga Chips.

(Less 5 per cent)

Boxes, 15 and 30-lb, per lb..	$0.20
Cartons, 6-oz, 2 doz in cs, doz	1.30

SAUCES.

SNIDER'S SALAD DRESSING



Pints, 1 doz. in case, doz. $2.75
Hlf-Pts, 2 doz. in case, doz. 1.75



Snider's Oyster Cocktail S'ce pints, 2 doz to c'se, doz .2 40

Same gallon jugs, 6 to case, per gal..... 1 80

Snider's Chili Sauce, pints, 1 doz. to c'se doz 2 40

Same, half pts 2 doz. to c'se doz . 1 45

Bayle's Tabasco Pepper Sauce, in cases, 6, ½-doz. boxes, per doz. $3 00
boxes of 12 bottles, per doz.... 3.50

Holbrook's W'cestershire, ½'s.	2.40
Do pts.	4.00
Do qts.	
*Lea & Perrin's Worcestershire, sma"	2.75
*Lea & Perrin's Worcestershire, medium	5.00
*Lea & Perrin's Worcestershire, large	8.25
*5 cases 5c ½ doz less.	
Ban-ki-per, ½ pts, 2 doz case, per doz	2.40
Ban-ki-per, pts, 1 doz case....	3.80
Tobasco, McIlheny	4.00
Tobasco, New Iberia	3.50
Braunhardt's:	
Tropical, ½-pts, 2 doz. per case	4.50
" pints, 2 doz. " "	8.10
Bengal Worcester, ½ pt.	.55
Bengal Worcester, pt	1.05
Pepper, sprinkle top, ½ pt.....	2.00
Superior Pepper, small	.75
Superior Pepper, large	1.50

Pure Food Pk'g Co.

Worcester Sauce, London Club, ½ pts, do	.75

Salad Dressing.

Durkee, small, 2 doz. ½ doz...	2.55
Do large, 1 doz, ½ d	4.80
Do picnic size, 4 dz, ½ dz..	1.00
My Wife's, 1 dz. 16-oz, case....	2.75
My Wife's, 2 doz. ½ pt, cs.	3.40

Alpha Salad Cream.

Jumbo, 1 doz. to case, per case...	4.25
Do large, 2 doz. " " ...	4.70
Do picnic, 2 " " " ...	2.50

El Paso Manfg. Co.
1653 Mission St.

Manufacturers

Flavoring Extracts
Fruit Juices
Syrup
Salad Dressing
Bluing
Ammonia

—

Meat and Salad Dressing, doz. .90

COLUMN 29.

SOUPS.



CAMPBELL'S (1-lb. Condensed). Packed 48 1-lb. cans to case. Straight cases of any variety, or following assortment:

8 Tomato, 6 Vegetable, 4 Ox Tail, 3 Mock Turtle, 3 Chicken Gumbo, 2 Tomato Okra, 1 Julienne, 2 Beef, 2 Consomme, 2 Pea, 2 Celery, 2 Vermicelli-Tomato, 2 Clam Chowder, 2 Mutton Broth, 2 Bouillon, 3 Chicken, 2 Mulligatany.
Price, per doz, any variety .$0.90

Miscellaneous.

Snider's Tomato—3 lb tins 2 doz. in case, per d	$2.60
Same—2 lb tins 2 doz. in case, per doz.	1.35
Van Camp's asstd, per doz....	.90
Van Camp's straight, per doz.	.90

SALT.



LESLIE SALT.

Free Running—

Cartons, 20 5s	$ 2.50
Cartons, 24 3s	2.00
Cartons, 48 2s	2.75
Caddies, 50 2s	3.60

Velvet Grain—

Bales, 50 3s	1.75
Bales, 30 5s	1.75
Bales, 15 10s	1.75
Bales, 8 20s	1.75
Pockets 75 2s	1.75
Pockets, 40 5s	1.75
50-lb. sacks, per ton	18.00

H. R. H. Liverpool.

Bales of 75, 2's, per bale	$1.25
Bales of 40, 4's, and 15 10's	2.0
Bags, 200s (50s $5), per ton..	7.50

Rock Salt.

Half-Ground, 100-lb sacks, per ton	$4.25
Stock, 100-lb sacks, per ton...	4.00
Liverpool Lump, per ton	14 50
Cal. Table and Dairy, pr bale.	1.0
Cal. Table and Dairy, 50's, per ton	6.25

Package Salt.

Shaker Salt, per doz	$0.90
R. S. V. P., 3's, 24 to cs, p. cs.	2.25
R. S. V. P., 5's, 20 to cs, p. cs.	2.75

Celery Salt.

Mertens, 1 doz in box	1.05

Sauerkraut.

Barrels, per lb	.02¾
½ bbls	.03
¼ bbls	.03¼
3-gal kegs, per keg	.90
5-gal kegs, per keg	1.15
10-gal kegs, per keg	2.25
2-lb tins, 2 doz in cs, doz	1.85
2½-lb tins, 2 doz in cs, doz..	1.60

COLUMN 30.

SPANISH DELICACIES.

Specialties of the **Spanish-American Food Co.**
149-155 Fremont St.
Medal Goods. Paris Exposition.



TAMALES. Doz.

I. X. L., W. G. M. and Kapp & Sheet Brands.	
No. 1 Boneless Chicken Tamales in key-op. cans	1.80
No. 2 Not Boneless Chicken Tamales in key op. cans	1.00

Spanish-American Brand.

Beef Tamales in key op. cans	.95
Extra Special Boneless Tamales in key op. cans	1.60
Chili Con Carne, 1 lb.	1.20
Enchiladas, in key-opener cans	1.20
FRIJOLES, 1 lb	.90
Tripe, Spanish style, 1 lb	1.25
Minced Deep Sea Clams, 1 pt.	1.25
Clam Juice, 1 pt.	1 10
Cal. Baked Beans, tomato sauce, 1 lb., 4 doz in case...	.85
Cal. Baked Beans, tomato sauce, 2 lbs., 2 doz to case	1.85
Cal. Baked Beans, tomato sauce, 3 lbs . 2 doz to case...	1.75

Chili Beans (Tamale Sauce)

1 lb, 4 d z to case	.85
2 lb, 2 " "	1.35
2 lb, 2 " "	1.75

Deviled Oysters, for Sandwiches 4 doz to case	1.40
Pate Chicken Liver for sandws. 4 doz. to case	1.40

Macaroni and Cheese, with Tomato sauce, 1 lb, 4 ds. cs.. .90

Concentrated Soups.

Pints (20 kinds).....doz. .90
Beef, Tomato, Ox Tail, Mock Turtle, Mulligatawny, Rice Tomato, Consomme, Green Pea, Bean, Clam Chowder, Vegetable, Chicken Rice, Chicken Barley, Chicken Giblet, Chicken Gumbo, Cream Chicken, Cream Celery, Beef Bouillon, Chicken Bouillon, Clam Bouillon.
Quarts (9 kinds)...doz. $1.85
Chicken, Beef, Mock Turtle, Ox Tail, Tomato, Mulligatawny, Vegetable, Clam Chowder, Cream of Celery.

Truffes.

Rilhac, 100/¼'s, per doz	12.00
Rilhac, 100/ 1-16's, per doz	3.00
La Forrest, 100/¼'s, per doz.	17.00

Vinegar.

	½ Bbl.	10 bbl.	5 gal.	2 gal.
30 grain	08	10	1 15	65 50
40 grain	10	12	1 35	75 60
50 grain	12	14	1 70	90 80
60 grain	14	16	2 00	1 10 95
80 grain	16	18	2 65	1 50 1 25
90 grain	18	20	3 50	1 85 1 65
100 grain	20	22	3 85	2 00 1 85

Hammond's Vinegar.

Salad, qts, per doz	1.25

Yeast Cakes.

Great Western	1.00
Gillett's Magic	1.20
Yeast Foam	1.20

Pure Oregon Apple Cider Vinegar.

Bbls	22c gall n
½-bbl.	24c "

Guaranteed.

Root Beer



Less 5 per cent. on gross lots

Hires', case of 1 gr	20 00
5 doz lots	10 00
2 "	5 00
1 "	1 75

Hires' Carbonated Root Beer cs of 2-dz pt bottles, patent tops, per cs $2 00 in 5 case lots 1 95
Hires' Carbonated Ginger Ale Per case 2 00
5-case lots, $1.95.



Hires' Rootbeer Carbonated and Ginger Ale empty bottles, if returned to Knohn-Patrick Company, will be received by them at 25c. per case of 2 doz. bottles (with case) Delivered at San Francisco.

COLUMN 31.

Department 19.
GROCERY SUNDRIES.

Axle Grease.

H. & L., per case.....$1.50
C. & S., 2-doz case, per case... 2.00
" 5 cs lots.. ..... 1.95
" 10 cs lots 1.85
Frazer's, 2 doz tins, per case..2.25
Frazer's, 4 doz wd, per case... 3.60
Frazer's, 15-lb pails..... 85
Mica, 3 doz tins, per case..... 2.25

Paper Bags.

Automatic, Self-opening, 500 in pkg. List.

¼-lb . .....$1.00 8-lb 4.80
½-lb . . .. 1.20 10-lb 5.20
1-lb . ..... 1.60 12-lb 6.30
1¼-lb . .. ... 1.70 14-lb 8.30
2-lb . ..... 2.00 16-lb 9.00
3-lb . .. . 2.50 20-lb 10.00
4-lb . . .. 2.90 25-lb 11.00
5-lb . . .. 3.40 30-lb 12.00
6-lb . ..... 4.00 35-lb 15.00
7-lb . ..... 4.40 .....

Discounts from above List:
(Cheapest).....50 pct and 5, 10's
Eagle or Equal....50 pct and 2, 10's
White Fibre, or any white bag, ...50 pct and 1, 10's
Mikado (striped) .....40 pct
Sugar Bags, broad bottom, lb....06
Lion, 40 per cent and 1.....1.10

Bluestone.

Barrels, per lb (5 bbls 5½c) .$0.05¾

Bathbrick.

Bristol, 2 doz, per case $0.85
case 1.15
Powdered, 40 ½'s, per case 1.25

CANDLES.

Adamantine.

Schneider's 10 oz. 20's.....$0.07
Schneider's 12 oz. 20's..... .08½
Schneider's 14 oz. 20's..... .09½
Paraffine, 20 1 lb. cakes...1.95
do, 5 bx. lots.....1.85
do 40 1 lb cakes.....3.90
do 5 bx lots.....3.75
do 100 1 lb cakes.....9.75
do 5 bx lots.....8.75
P. & G. Adamantine, 10 oz. 8¼
do 12 oz. 9¼
do 14 oz. 10½
Yacht Club Quartz Candles
20 sets 14 oz..... .10
40 sets 14 oz.. ..... .09¾

Stearic.

Schneider's 14 oz 20's or 40' .12
Schneider's 16 oz 20's or 40's. .13½

Paraffine Per lb.

4s, 6s, in cartons of 36-lb bxs..10¼
12s, in cartons of 36-lb bxs.....10¾
½-lb, in cartons of 25-lb bxs...10¼
1-lb, in cartons of 25-lb bxs....10¼
Colored 1c higher.

Beeswax, pure for churches.. 40
Do No 2..... 30
Do No. 3..... 25
Christmas, all sizes..... 8 8½
Do holders, ⅜ gross..... 85
Wax Tapers, ⅜ doz pkgs (⅜ gross 8.00)..... 65 75
Night Lights, German, on pap & wd, (doz 40)..... 65
Do French, on tin, doz.. ..... .50, .75, 1.10

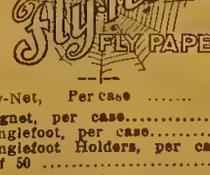
Cordage.

Basis price: Manila 14½c. Sisal 9¾c (5,000 lbs ¼c, and 10,000 lbs ½c less.)

Egg Food.

Pratt's, 26-oz, 2 doz in cs....$2.25
Wellington's, 1-lb, 2 doz box.. 2.00

Fly Paper.



Fly-Net, Per case $2.60
Magnet, per case.....$2.50
Tanglefoot, per case..... 2.90
Tanglefoot Holders, per case of 50 ..... .75

Fruit Jars.

(Net cash — no discount)

Mason's, pts, per gr..... 7.35
Mason's qts, per gr..... 8.05
Mason's, ½ gals 11.40

Fruit Jar Caps.

Porcelain, 6 doz to box, per bx 2.40

Fruit Jar Rubbers.

No. 1 white, per lb..... 50-60c
"Gold Seal," cartons, per gr.. .75
"Badgers," cartons, per gr.... .60

Hops.

No. 1, ¼ lb, 30-lb. box, lb..... .30
No. 1, ½ lb, 30-lb box, lb..... .30
No. 1, 1 lb, 30-lb box, lb..... .30
Less than 30-lb boxes..... .31

Horseradish.

½-pts, 2 doz in box, doz..... 1.10
Pts, 1 doz in box, per doz.... 1.50
Qts, 1 doz in box, per doz..... 2.75
Bulk, per gal ..... .75

Glue.

Le Page's, 1 oz, per doz..... .75
Le Page's, 2 oz, per doz..... 1.15
Le Page's ½-gill tins, per doz. 1.20
Le Page's, 1-gill tin, per doz.. 1.60
Standard, small, per doz..... .50

COLUMN 32.

EUREKA INSECT EXTERMINATOR.



Manufactured by
Jos. Pusch, 22 Hampton Place
San Francisco.

10c size, doz ..... .75
25c size, doz 1.75
60c size, doz 4.50
1.00 size, doz 8.00

Harmless to persons or animals; does not irritate the skin or injure the eyes.

MATCHES.

Metropltan, full count, per tin.$1.10
Universal, shrt count, pr tin .75
Boys' block pap pkg, per doz .8½
Swedish Safety, per gross..... .80
Swedish wind, 1 gross..... 85
Vulcan Parafine, 65s, ⅜ gross (50 gross 50c) .....50 .55
Japanese Safety, per gross..... .50
Squirrel Matches, 55s, per gross .43
Ship Safety Matches, la ge, gross .75
" " small, " .65

Diamond Match Co.'s.

Anchor, 200 . ..... 1.70
..Do 500s..... 4.00
Domino, case..... 2.75
G. G., 60s..... 2.75
Red Top Safety 3.25
S. & C., Eastern Parlor, 80s.... 4.25
Press, 100s, 5-gross cs..... 4.75
Little Star, per cs..... 2.25
Search Light, 500s, large 1 gr.. 4.75
(Discount of 25c per case on 5 cs lots)

Paper, Wrapping.

Sutter, White, ⅜ ream..... 20
Do Waxed ⅜ ream..... 25
Manilla, No. 2, roll, any sz, lb. .3½
Manilla, No. 1, rolls or reams, ⅜ lb..... 5
Straw, ⅜ ream..... 70
Do rolls any size, ⅜ lb.... 3¼
Drab, ⅜ ream..... 60
Do rolls any size, ⅜ lb.... 2⅝
Metropolitan White Fibre Rolls, per pound.. 4

Paper, Toilet.

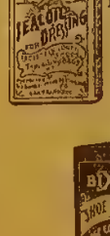
Columbia, in rolls, 7 oz, per cs of 100 . .....2.75
Royal, 100 rolls of 500 shts.....4.00
Pilot, 106 tablets of 500 shts..3.75
Golden Eagle, 100 tablets of 1,000 sheets 3.00

Polishes, Shoe.

Mason's.

Mason's Colt-Coron-Ide Per gross $4.70; per doz. 40c
Mason's Paste Stove Polish Per gross $4.70; ½-gross $1 20
Mason's Challenge, per doz..... .40
Mason's Challenge, per gross.... 4.70
Challenge Shoe Dressing, small, per doz ... ... $ 75
large " " 1 50
Russett Oomb'n, shoe Dressing small, per doz 75
large, " " 1 50
Black Comb'n Shoe Dressing small per doz 85
Patent Leather Polish, per doz 50
Mason's, No. 4 45
" " per gross 5 20
" No. 3 per doz 85
" " per gross. 3 40
" No 2 per doz . 30
" per gross..... 3 00
" No. 1 per doz . . 25
" " per gross . 2 80

Scott & Gilbert Co.
Manufacturers.
214-216 Mission St., San Francisco



In 3 dozen cases per

Alaska Seal Oil.... 20 00
Top Notch . 15 0
Russian 12 00
Boss..... . 9 00

Bixby's.



Jet Oil.....per doz. 85
Jet Oil, 3 doz. in box, with Marvel Brush Free 2 55

COLUMN 33.

BIXBY'S—Continued

Royal Polish ..... per doz. 85
Royal Polish, 3 doz. in box, with 8 pkgs. 5c Carpet Tacks free.2 55
Shoe Satin, Small Comb, per doz. 80
Shoe Satin, Large Comb, per doz 1 25
No. 5, Shoe Satin Paste, per doz. 40
No. 10, Shoe Satin Paste, p doz 85
Satinola, Small Comb 80
Satinola, Large Comb 1 25
No. 5, Satinola Paste. 40
No. 10, Satinola Paste..... 85
"BBB" Blacking Size M 3 dz. in box .... } 1 25
½doz. paste free
"BBB" Blacking, Size B. 3 doz. in box .... } 2 50
1 doz. paste FREE .... ..

Polish, Stove.

Rising Sun, large pkg, ⅜ gross.6.25
Do 5-gross lots, ⅜ gross..6.00
Do Small pkg, ⅜ gross....4 25
Sun Paste, large, ¼ gross, per gross 8.00
Sun Paste, small, ¼ gross, per gross 5.00
Enameline, No. 4 tins, ⅜ gross.5.00
Do No. 6 tins, ⅜ gross.....8.25
Do Liquid, pt-tins, bx 3 doz.2.25



Small, 3 doz. to cs., per cs.$1.50
Large, 3 doz. to cs., per cs. 2.50
(½ doz. free with each case)

Polish, Metal.

Electro Silicon, 1 gr in case, per doz . ..... .80
Brilliantshine, ½ pts, per doz.. .90
Brilliantshine, pts, per doz.... 1.70
Brilliantshine, qts, per doz.... 3.10

U. S. Metal Polish.



POLISH

Doz.

Qts...$3 00
Pts... 1 70
½ Pts. 90

PASTE

1lb...$3 00
½ lb . 1 75
3 oz... 50

Barkeepers friend powder gr..$18 00

U. S. METALLIC POLISH

PASTE is put up by a Practical Chemist; also in Liquid Form. Free from Acid or Grit. 20 years in the Markets of the World. **J. T. WILSON,** Pacific Coast Agt., 1770 15th St., S. F. For sale by all dealers. Also the Barkeepers' Friend Cleaning Powder.

Rope.

Manila, 1¼-in. cordage ..... .15
Sisal, 1¼-in. cordage ..... .10¾

Seeds.

Anis 14½
Canary 7
Caraway 8 10
Celery 15
Coriander 15
Cumin 13
Flax, ground 4
Flax, whole 3¾
Hemp, sacks 4½
Millet 6½
Mustard 5½
Poppy (Or. sks 9¾)..... 10¼
Rape, Cal..... 4¾
Bird gravel, 40 2s..... 2.00
Bird Seed Mixed 18—1-lb. pkg 8

Original sacks ¼c less.

Sheep Dip.

Little's, 10½-gal tins, per gal$1.05
Little's, 5-gal drums, per gal.. 1.05
Smith's, 10½-gal tins, per gal. .95
Smith's, 5-gal drums, per gal .95

Twine.

Cotton, 4 ply, 100-lb bls, per lb 20
Do 3 ply, 100-lb bls. per lb.... 20
Do 2-lb cones, per lb 20
Hemp, 8-oz balls, per 3-lb pkg.. 70
Do, 4-oz. balls, per 3-lb pkg. 75
Do 2-oz balls, ⅜ 3-lb pkg. ..
Sack, 4 ply, 12-lb pkgs, per lb. 33

Wax.

Fruit,...25 6-oz. pkgs 1.10; .. 9-oz. .80
Japan, per lb..... 17
Beeswax 35

Wax Strings.

12 in. 10 pkg. 100 stgs each..... 1 65
14 in. 10 pkg. 100 stgs each..... 1 75

COLUMN 34.

Continued from Col. 18.



Dr. Price's Wheat Flake Celery Food.
Per case...$ 3 75

Pastes (Domestic).

Macaroni, Vermicelli, etc.—
No. 1 Extra, per box..... .27
No. 1 Extra, 15 lbs. ..... .52
No. 1 Extra, 25 lbs. ..... .82
No. 1 Extra, 50 bs. 1.65
No. 1 Extra, 100 lbs. 3.30
No. 1 Extra, ½ boxes ..... .16
Macaroni, Vermicelli & Spaghetti, No. 2 ..... .20
Royal Macaroni, Verm'l & Sp'ti, 24 1-lb pkgs., per case..... 1.70
Queen's Taste Mac., Verm. & Sp. 12 3-lb cartons 1 case..... 2.15
It. Paste, ass'd, ab. 18 lbs. c., lb. .6½
Royal It. Paste, 24 1-lb pkg c., pkg .8½
Golden Gate Egg Noodles, 24 1-lb. pkgs in case, per cs. . 1.90
Farina, 24 1-lb pkgs..... 1.50
Discount 2 per cent for cash only.

COLUMN 35.

Department 20.
WOOD AND WILLOW WARE

AXE HANDLES.

Ex, 36-in., doz.....$2.25
No. 1, 36-in., doz..... 1.75
No. 2, 36-in., doz..... 1.25
No. 3, 36-in., doz..... 1.05
Ex, 38-in., doz..... 4.00
Ex, 40-in., doz..... 4.25

BASKETS.

Per Doz.

Cal., Open, Spruce, No. 3.. .60
Cal., Open, Spruce, No. 4.. .69
Cal., Open, Spruce, No. 5.. .84
Cal., Satchel, Spruce, nest, 0-5 ..... 1.10
Cal., Satchel, Spruce, nest, 1-5 ..... 1.00
Cal., Satchel, Spruce, nest, 1-41 ..... .71
German market, nest of 4 1.25
Clothes, Oval, Wil., No. 0. 6.00
Clothes, Oval, Wil., No. 1. 6.00
Clothes, Oval, Wil., No. 2. 6.75
Clothes, Oval, Wil., No. 3. 8.00
Clothes, Oval, Wil., nest 4... 2.48
Japanese Telescope, nest of 5. size 18x12x7..... 1.80
Same, size 20x13½x7..... 1.25
Same, size 24x15x10..... 1.75

BOWLS, WOODEN.

Per Doz.

Maple, No. 1, 11-inch..... .75
Do No. 2, 13-inch..... 1.50
Do No. 3, 15-inch..... 2.75
Do No. 4, 17-inch..... 4.25
Do No. 5, 19-inch..... 5.75
Do No. 6, 21-inch..... 7.50

Per nest.

Maple Nests, 3, 13, 15, 17-inch ..... .71
Same, 4, 13, 15, 17, 19-inch 1.20
Same, 5, 13 to 21-inch... 1.81

BROOMS.

Per Doz.

Patent Cap, No. 1..... 3.30
Patent Cap, No. 2..... 3.60
Patent Cap, No. 3..... 3.35
Extra Patent, No. 1..... 3.35
Extra Patent, No. 2..... 2.60
Extra Patent, No. 3..... 2.40
Ladies' Pride, No. 1..... 2.35
Ladies' Pride, No. 2..... 2.60
Ladies' Pride, No. 3..... 2.40
Little Beauties 3.00
Ladies' Delight 2.80
Toy, 2 strings..... .90 1.35
Wisp, 2 strings ..... .90 1.25

BRUSHES.

Per Doz.

Dust 2.00 12 00
Scrubbing . ..... .55 3.00
Dandy 1.50 5.75

Shoe Brushes.

No. 1, black tampico 1.10
No. 2, bristles 1.65
No. 3, white bristles 1.75
No 4, bristles 2.00
No. 5, white bristles 2.25
No. 6, horse hair 2.70
No. 7, bristles 3.90

Stove Brushes.

Per Doz.

No. 1, tampico, handles...90c-$1.10
No. 2, bristles, handles..... 1.85
No. 3, tampico, handles..... 1.85
No. 4 bristles, handles 3 25

Ox Fibre Brushes.

Per Doz.

Scrub, T. & B., 8x2¼ in face .80
Do Hub, 10x2¾ in face. 2.00
Do Magic, 7¼x2 in face 1.10
Do Owl, 6¾x1½ in face .85
Do Cat, 10½x2½ in face 1.50
Do Rat, 8½x2½ in face 1.25
Do Mouse, 6¼x2½ in fa 1.00
Do Alligator, 10½x2¾ in face 2.25
Do Goose, 8¾x2¾ in fce 2.00
Do Duck, 6½x2¾ in fce 1.50
Stove, Hustler, 8½x2½ in face 2.25
Sink, Bell, 3¼x2½ in face 1.40
Sink, Gong, 4¾x3¾ in face 2.25
Horse, Pointer, 10x3¼ in face 3.00
Creamery, Jersey, 9x5 in face 3.25
Creamery, Holstein, 9¼x5¼ in face 3.50
Dust, Peacock, 10½x4 in face 2.25
Hand, Windsor, 4½x1¼ in face, per gross.. 6.00
Whitewash, Snowstorm, 9-in., per doz..... 2.00
Same 8-in., per doz..... 1.75
Same, 7-in., per doz..... 1.50

CAN OPENERS.

Diamond per doz $0 75
Crown per doz 1 25
Scissors, per doz..... 2 25

CARPET SWEEPERS.

Bissells, per doz.25.00 to 27.00
King, per doz 24.00

CHEESE SAFES.

Round No 1 10-in.....$2 20
Round, No 2 22-in..... 2 25
Round, No. 3, 24-in..... 3.50
Square, each 4.00

Clothes Line.

Hemp 40-foot, per doz.....$0 80
Hemp, 60-foot, per doz..... 1 25
Cotton, 40-foot, per doz..... 80
Cotton, 60-foot, per doz..... 1 20
Cotton, 75-foot, per doz..... 1.75
Manila, 40-foot, per doz..... 1.25
Manila 60-foot per doz 2 50
Sash Cord, 50-foot, per doz.... 1 75
Sash Cord 80-foot, per doz.... 3 00
Wire Cord, 50-foot, per doz.. 1.05
Wire Cord, 75-foot, per doz.. 1.60
Wire Cord, 100-foot, per doz.. 2.75

COLUMN 36.

Clothes Line Pulleys.

Galv. Iron, per doz $0 80

CLOTHESPINS.

Common, per box of 5 gross ..... .70
U. S. Patent Spring per gr ..... .60

COFFEE MILLS.

Enterprise, Family, No. 1, doz $2.50
Enterprise, Family, No. 2, doz 3 50
Enterprise, counter, ea.... 5.50-$5.00

CORKS.

Wine, pt size, per M..... $4.75
Wine, qt size, per M..... 5.25

Demijohns.

Discount: on 1-gal. 2, 3 and 5 gals. 50-10; on 8 and 10 gal. 50-10-5.

¼-gal., doz. $3.25 2-gal., doz...$10.50
½-gal., doz.. 4.50 3-gal., doz.. 13.50
1-gal., doz.. 6.50 5-gal., doz.. 19.00

Dust Pans.

No. 1 Japan, doz..... .63
Covered, doz 1.25
Janitor, doz 2.25

Dusters.

China, fancy colored, doz.... .80
Standard Turkey, No. 10, doz.. 1.60
Standard Turkey, No. 12, doz.. 2.10
Standard Turkey, No. 14, doz.. 2.75
Standard Turkey, No. 16, doz.. 3.25
Standard Turkey, No. 18, doz.. 3.75

DOOR MATS, COCOA.

	Per Doz.
Light, No. 1, 14x24	4.00
Do No. 2, 16x27	5.50
Do No. 3, 18x30	7.25
Do No. 4, 20x33	9.00
Medium, No. 1, 14x25	5.25
Medium, No. 2, 16x27	6.75
Medium, No. 3, 18x30	8.50
Medium, No. 4, 20x33	10 25
Extra, No. 2, 16x27	9.50
Extra, No. 3, 18x30	12.50
Extra, No. 4, 20x33	15.00
Extra, No. 5, 22x36	18.00
Keystone Steel Mats	

Faucets.

Cork lined, No. 1, doz.. ..... $0.60
Cork lined, No. 2, doz..... 75
Cork lined, No. 3, doz..... 90
Cork lined, No. 4, doz..... 1.25
Cork lined, No. 5, doz..... 1.50
Molasses Gates $0.25
Self-Measuring Faucets, each, 3.00
Syrup Pumps (Ent'rprise), ea. 5.75
Syrup Pumps with auger, ea.. 6.00

Ironing Boards.

4-ft., per doz..... 4.20
4½-ft., per doz. 4.75
5-ft., per doz 5.25
5½-ft., per doz 5.75

LAMP CHIMNEYS.

XX Eureka Grade.
Eureka Crimp Top in Cartons.

	Per Doz.
No. O or E, 6 doz. in case	.75
No 1 or A, 6 doz. in case	.75
No. 2 or B, 6 doz. in case.	.95

Eureka Electric.
In Cartons.

No. 2, 6 doz. in case, per doz. 1.00

Lantern Globes.

Packed 5 doz. in case.... per doz. .70

Eureka Rochester.

	Per Doz.
No. 1, 6 doz. in case....	.85
No. 2, 6 doz. in case.....	1.05
No. 3, 6 doz. in case.....	2.10

Macbeath Pearl Top.

No 1 or A, 6 doz. in case. .85
No. 2 or B, 6 doz. in case. 1.05

La Bastie.
Heaviest and best in market.

	Per Doz.
No. A, plain bulk, 6 doz. in case	1.20
No B, plain bulk, 6 doz in case	1.50
No. A, crimp bulk, 6 doz. in case	1.30
No B, crimp bulk, 6 doz. in case	1.60

Common Chimney.

	Per Doz.
No 0 or E, 6 doz. in case.	.40
No. 1 or A, 6 doz. in case..	.45
No. 2 or B, 6 doz. in case.	.65

Common Rochester.

No. 1, 6 doz. in case.....	.80
No. 2, 6 doz. in case.....	.90
No. 3, 3 doz. in case.....	2.00

Lamp Burners.

0 or E, per doz.....	$0.50
1 or A, per doz	60
2 or B, per doz..4.....	75

(Blaze fits 12 collar, takes E wick)

Solar Burners, doz 1 50

LEMON SQUEEZERS.

Ball, per doz $0.80
Glass, No. 1, per doz..... 50
Glass, No. 2 (for oranges) doz 85

MOPS AND HANDLES.

	Per Doz.
3-lb. Mops	1.20 and 1.45
12-lb Mops	1 60 and 2.20
Patent Mop Handles	1.00
Plain Mop Handles	.90

PAILS.

	Per Doz.
Wood, painted, 3 hoops...	2.25
Wood, varnished, 3 hoops	2.25
White Cedar, 2 galv hoops	2.75
Flaring	3.50
Galvanized, 10 quarts	1.75
Galvanized 12 quarts	2.05
Galvanized, 14 quarts	2.35

SHELF PAPER.

	Per gross.
Narrow, assorted colors.	.12
Wide, assorted colors....	.35

COLUMN 37.

TUBS.

White Cedar—No. 0, 13.00; No. 1, 10 50, No 2, 9.00; No. 3, 8 00.

Painted or varnished—No. 0, 11.40; No. 1, 9.60; No. 2, 8.40; No. 3, 7.20.

Fiber—No. 0, 18.00; No. 1, 14.50; No. 2, 12.50; No. 3, 11.00.

Galvanized—No. 1, 5.50; No. 2, 6.20, No. 3, 7 20

WASHBOARDS.

	Per Doz.
California, regular size.....	2.10
California, small	.90
Stag	2.75
Bronze	3.50
Good Enough	2.25
Anchor, single	1.90
Nameless	2.25
Peerless, double	3.50
North Star	3.50
North Star, protector....	4.00
Crystal Glass	4.00
Misses	1.50
Toy	.90

WICKING.

	Grs.
Lamp, 0 or E, ¾-in.....	$0 30
Lamp, 1 or A, ⅞-in.....	.40
Lamp, 2 or B, 1-in.....	.60
Lamp 3 or D, 1½-in.....	.90
No. 1 Rochester	2.00
No. 2 Rochester	2.75
No. 3, Mammoth	9.25
Junior Rochester	1.50
Stoves, 3-in	1.80
Stoves, 3½-in.	2.25
Stoves, 4-in	2.50
Stoves, 4½-in	2.90
Stoves, 5-in	3.50

WRINGERS.

Wood Frame Novelty.
Two top screws; iron tub clamps.

	Per Doz.
No. 350, 10x1¾ in	$0.00
No. 351, 11x1¾ in	$6.00
No. 352, 12x1¾ in	42.00

One top screw; wooden top clamps.

No. 360, 10x1¾ in.....	31.00
No. 361, 11x1¾ in.....	36.00
No. 362, 12x1¾ in.....	42.00

Ball Bearing.

No. 380, 10x1¾ in.....	40.00

MISCELLANEOUS.

Barrels, paper, 100-lbs, ea.	.80
Barrels, pa., 50 lbs ea.....	.65
Barrel Covers, 17-in. (flour barrel size), per doz.....	1.80
Barrel Covers, 21-in (sugar barrel size), per doz	2.70
Basins, fiber, 12-in., pr dz.	2.25
Basins, fiber, 1½-in., per doz.	2.50
Brownies, per doz.. .75 1.00	1.25
Butter Ladles, plain, doz....	45
Butter Ladles, clays, doz	85
Butter Spades, doz	40
Dishes, oval 1, 2 and 3-lb. per 1,000.....2 20. 2.20.	2.90
Dishes, wire end..... ....1.35, 1.80, 2.35, 2.85,	3.25
Egg Beaters, Dover.....	1.00
Lemon Squeezers, fiber, dz	1.25
Measures, fiber, 4 pts ..... (Set pt., qt., ½ gal and funnel)	1.25
Lanterns, O Tubular, doz..	5.00
Lanterns, candle, frame, only doz.	1.00
Lantern Candle, with chimney, doz.	1.75
Lantern globes, in bbls. 70@95	
Mouse Traps, 1 to 6 holes, doz., 6 holes.....	.60
Traps, mouse, "Does-it-easy," doz.	25
Traps, rat, "Blizzard," doz....	1.25
Nest Eggs, per doz.....	20
Oil Cans, 1 gal., cush., per doz	1.50 4.50
Oil Cans, 1 gal., galvanized Iron	2.00
Oil Cans, 5 gal., galvanized iron	6.00
Potato Mashers, per doz. 45@75	
Rolling Pins, per doz. 1.20 and 1 45	
Spoons, wooden...30c, 37c	.65
Step Ladders, each per ft.	.40
Tacks, steel, asstd, 2-oz, doz...	25
Tacks, Common, 2 oz., doz..	10
Tapers, gas, 30/17-in. strs. doz	65
Tobacco Cutters, standard, ea	80
Toothpicks, per case, 110 box	2.25
Twine Holders, hanging, doz. 2.00	
Twine Holders, counter, doz.. 3 10	
Spittoons, fiber, 13-inch..	6.00
Spittoons, fiber, 12-inch..	4.75
Spittoons, fiber, 9-inch...	4.00
Whips	90
Window Screens, 12-in., doz . 1 60	
Window Screens, 18-in., doz.. 2 20	
Window Screens, 24-in., doz . 2 64	

STATIONERY.

Blank Books.

Counter, 48-leaf ..... $	50
Counter, 92-leaf	75
Cap, Day & Ledger, per 100 pp	10@ 40
Full bound	50@ 75

Writing Paper.

	Ream.
Commercial Note, 5lb....	45@ 75
Commercial Note, 6lb...	50@ 80
Letter, 10 lb, ex.....	90@1 50
Cap, 12 lb, ex.....	1.00@1 80

COLUMN 38.

Envelopes.

	Per M
XX, 5-in.	1.00@1 50
XX, 6-in.	1.10@1.60
XXX, 10-in.	2.80
XX, 4-in., Baronial, cream or white	1.40@1.80
XX, 5-in., Baronial cream or white.....	1.60@2.00

Inks.

Scott & Gilbert Co.,
Manufacturers,
214-216 Mission Street, San Francisco

SUNSET BLUE BLACK



	gross
Cones, 3 dozen case	$4.50
2 oz. round studs 3 dz..	4 50
	doz.
4 oz. round studs, 3 dz.	75
½ pints, 2 doz case..	1 25
Pints, 2 doz. in case	2 00
Quarts, 1 doz. in case	3 50
	gal.
5 gallon kegs	70
10 gallon kegs	60
Barrels	50
Assorted colors.	doz
1 oz, stands, any color	50
2 oz. stands, any color	75

BLACKSTONE MFG. CO.
1960 Howard St., S. F., Cal.



	Gross
Cones, 3 doz to cs.....	$3.75
2-oz., Rnd Cylndr, 3 doz to cs..	3.90
3-oz., Rnd Cylndr, 3 doz to cs..	5.75
4-oz., Rnd Cylndr, 3 doz to cs..	6.50
	Doz.
8-oz., Rnd Cylndr, 2 doz to cs..	1.15
16-oz., Rnd Cylndr, 1 doz to cs.	2.00
Full qts., Rnd Cylndr, 1 doz to cs	3.75

Above prices are for Jet Black, Blue Black, Green, Blue, Violet and Carmine Inks.

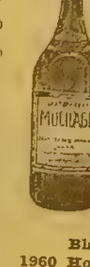
(Copying Inks 10 per cent additional.)

Miscellaneous.

Carter's or Sanford blk cylinder, gross	4.50
Sanford's, 4 oz., black cylinders, doz.	60
Sanford's ½ pt, doz.....	1.75@2 00
Sanford's pts, doz	3.00@4.50
Sanford's qts., doz.	5.00@7.50

Lead Pencils.

	Gross.
Plain cedar	60
Black polished	1.10
Cedar, rubber tip	1.00
Red polished, metal rubber tip	1.50@3.50
Carpenters'	1.75@2.25
Eagle Automatic, doz..	85@2.00
doz.	40@1.80



Mucilage

Scott & Gilbert Company
Mnfrs., 214-216 Mission St
San Francisco, Cal.

SUNSET EXTRA HEAVY

	doz.
2 oz. cones, 3 doz. cs.	37½
3 oz cones, 3 doz. cs.	75
½ pints, 1 doz. case	2 00
Pints, 1 doz. in case	3 50
Quarts, 1 doz. in case	7 00
Gallons, ½ doz. ca	20 00

Blackstone Mfg. Co.
1960 Howard St. S. F., Cal.

	Gross.
2-oz. Cones, 3 doz. to cs.....$4.00	
3-oz. cylndrs, 3 doz to cs.....	5.75
	Doz.
8-oz. round, 2 doz to cs.....	1.75
16-oz. round, 1 doz. to cs....	3.00
Full qts., 1 doz. to cs.....	5.00

Bulk quotations (5, 10 and 30-gal.) on application.

Steel Pens.

	per gr. Gross.
Railroad, 1 gross in box.....$0.40	
Stub No. 413	40
Falcon	40
Bank	40
Easy Writer	50
Extra Fine	45
Elastic	45
Railroad Stub	40
Ladies' Falcon	40
School	40
Spencerian No. 1	85
Gillotts No. 404	50
Gillotts No. 303	1.00

COLUMN 39.

Department 22.

TOBACCO, CIGARS, SMOKERS' SUPPLIES, ETC.

AMERICAN TOBACCO CO.

Plug Tobacco.

Battle Ax, 16 oz, 3x12, 6 cuts, 12, 24 lb	39
Big Gun, 8 lb. butts, also 16 lb. butts, 16 oz., 3x12, 6 cuts.....	44
Brandywine 4 to 1b., 2½x9, 3 cuts, 4 and 8 lb	46
Bullion, 16 oz. 3x12, 12 lb.....	47
" 6 to lb., 1x6, 20 lb	50
Burr Oak, 16 oz., 3 x 12 emb., 6 and 12 lb.	48
Climax, 16 oz, 2x12, 6 cuts, 6, 12 and 30 lb	45
Climax, 7 oz, 2x12, R & R 6 cuts. 7, 10½ and 21 lb.	48
Climax, 7 oz, 3x12, thin, 7 and 14 lb	48
Climax, 6 to lb, 2x8, Twin 4s. 4 lb boxes	50
Climax, 14 to lb, 1x8, Figs 4 lb boxes	54
Cross Bow, 14 oz, 3x12, 4 cuts 14 lb	38
Drummond Nat., 5½ oz. 3x12, 8 cuts, 5, 8, and 12 lb	63
Five Brothers, 4 oz, 3x6, 2 cuts, 4 and 8 lb	65
Gold Rope 7 to lb. 3, 6, 12 lb.	56
Gold Rope 14 to lb. 4, 8 lb	58
Good Luck, 3x6, 10 lb.	45
Granger Twist, 12 and 15 lb pails	45
Horse Shoe, 16 oz, 3x12, 6 cuts, 8, 12 and 24 lb	44
J. T., 7 oz, R & R. 2x6, 2 cuts, 10½ and 21 lb	39
J. T., 7 oz. 8mo. 2x6, 2 cuts, 10½ and 21 lb.	39
J. T., 14 oz, 8mo. 3x12, 4 cuts, 10½ and 21 lb. R & R ..	39
Newsboy, 48 plugs to 10 lbs. 2¾x4½, 10, 15 and 25 lb.....	40
Nobby Spun Roll, 7 to lb, 1½x8½, 3, 6 and 12 lb.....	57
Old Honesty, 15 oz, 3x12, 6 cuts, 7½, 15 and 30 lb	44
Old Kentucky, 6 to lb, R. & R., 8, 16½ and 25 lb...	48
Old Peach and Honey, 6 to lb. 8 lb. butts	48
Out of Sight, 12 butts, 12 oz., 3x12, 3 cuts.....	35
Piper Heidsieck, 5½ oz, 2¾x8, 3 cuts, 4, 7, 14 lb	69
Red Cross, 16 oz, 3x12, 4 cuts 12 and 24 butts	33
Red Ribbon Twist, 10 to lb, 6 inch, 8 lb pecks, 16 lb. ½ bus	40
Saw Log, 16 oz, 2x12, 6 cuts, 24 lb.....	46
Saw Log, 32 oz, 3x12, 12 cuts, 32 and 48 lb	46
Something Good, 5½ to lb, 2x4 9, 18 lb.....	45
Spear Head 14 oz, 2x12, 6 cuts, 6, 12 and 30 lb.	45
Spear Head, 7 oz 2x12, 6 cuts, 7, 10½ and 21 lb	48
Standard Navy, 14 oz, 3x12, 4 cuts, 14 and 28 lb.	38
Star, 16 oz, 3x12, 6 cuts, 12, 24 and 52 lb	45
Weissinger's Special, 5 1-3 oz., 3 x 12 emb, 2, 6, 12 lb.	63
W. N. T. Nat. Leaf, 6 and 12 lbs., bxs., 5½ ozs., 3x12....	57

Smoking Tobacco.

(5-lb Cartons, 25 and 30-lb cases.)

Seal of N. C., 1½ oz, foil.....$0.68	
Seal of N. C., 3½ oz, foil.....	.62
Seal of N. C., 8 oz, foil.....	.59
Seal of N. C., 16 oz, foil.....	.59
Old Gold, 1¾ oz, foil or pouch	.70
Old English curve cut, 1¾ oz	.74
Old English curve cut, 3½ oz (in curved tins.)	.74
Pedro, 2½ oz, foil.....	.49
Pedro, 2½ oz, pouch.....	.51
Pedro, 2½ oz, assorted.....	.50
Pedro, 16 oz, tin canisters....	52
Dixie Queen, 1¾ oz, foil.....	.40
Dixie Queen, 16 oz, tin canisters, 6-lb cartons, 24-lb cas	.43
Duke's Mixture, 1½-oz sack..	39
Arlington, 1¾ oz, foil.....	.65
Cross Cut, 1¾ oz, foil.....	.60
Duke's Cameo, 1¾ oz.....	.42
Duke's Cameo, 2½ oz, foil....	.45
Melrose, 1¾ oz, foil.....	.65
Fragrant Vanity Fair, 1¾ oz, foil	.95
Red Indian Plug Cut, 1¾ oz and 3½ oz, foil.....	.42
Red Indian Plug Cut, 16-oz pails	.44
Fashion, 1¾ oz	.41
Fashion, 16-oz pails.....	.44
Bull Durham, 1 oz.....	.65
Bull Durham, 1¾ oz.....	.65
Bull Durham, 3½ oz.....	.00
Bull Durham, 8 oz.....	.68
Bull Durham, 16 oz.....	.68
Pick Leaf, gran, 1 oz, 25-lb cs	.00
Corn Cake, gran, 1-lb bags, 25-lb cases, per lb.....	.28
Echo Plug Cut, 1¾ oz.....	.42
Red Bell, 1¾ oz.....	.42

COLUMN 40.

Red Bell, 16-oz pails.....	.43
Oriental Mixture, 3½-oz tin..	1.00
Imperial Mixture, 2½-oz tin.	1.00
Plum, 1¾ oz, foil.....	1.20
Three Kings Mixture, 3½-oz tins	.62
Monte Cristo Mixture, 3½-oz tins	1.35
Yale Mixture, 1-oz tin.....	1.50
Yale Mixture, 1½-oz tin.....	1.35
Yale Mixture, 3½-oz tin.....	1 60
Honey Dip Twist, 10 to lb....	1.55
Master Workman, 10-oz plug, smoking	.46
Old Virginia Plug, smoking, 5 oz, 10½ lb., 6x5.....	.46
	.42

Fine Cut Chewing.

Hiawatha, 1 oz.....	.59
Hiawatha, 10-lb bulk, bright or dark	.59
Hiawatha, bright or dk, 1-lb tins, 5-lb. pails	.58
Sweet Cuba, bright or dk, 1-lb tins, 5-lb. pails	.46

Cigarettes.

Fragrant Vanity Fair $4 08	
Duke's Cameo	4.08
Sweet Caporal	4.08
Virginia Brights	4 08
Old Dominion	3 98
Pets (foil packages).....	6.52
Richmond Straight Cuts.....	6.62
Turkish Trophies	7.75
Egyptian Deities, No. 1, 10s..	21.50
Egyptian Deities, No. 2, 10s	$13.36, 19.32
Mogul	11.32

Cheroots, Etc.

Vaporettes in tin foil, 5 for 10	14.00
Old Virginia Cheroots, 5's....	14 00
Jumbo Stogies, 100 in carton	12 50
Between the Acts Little Cigars, 10's, tin and paper..	3 50
Bengal Little Cigars, 10's....	7.50
Royal Bengal, 10 in pkg.....	12.00
Van Bibber Little Cigars....	17.50
Sub Rosa Cigarros, 10s, per 1,000	4.10
Florodora	12.50

Cigarette Papers.

Vanity Fair, 50 pkgs in box..	1 05
Wheat Straw, 50 pkgs in box.	1.25
Wheat Straw, 100 pkgs in box	2.50
Wild Oats, 40 pkgs in box....	.90
Red Seal, 50 pkgs in box.....	25
Corn Husk, 50 pkgs in box...	1.15
Corn Husk, 100 pkgs in box .	2 30
Interlock, 50	1.15
" 100.....	2.25

THE NILSON CO.

Hoffmann House Little Cigars, 10 in package, 250 in carton	$7.50
Hoffmann House Magnums, 10 package, 100 in carton.....	12.00
Hoffmann House Petit Duc, 10 in package, 100 in cart'n.	15.00
Hoffmann House Cavaliers, 10 in package, 100 in cart'n.	18 50

J. R. PACE TOBACCO CO.

Scroll Tag, twist, 6 to lb....	.66
Scroll Tag, 10 oz.....	.66
Mastiff Plug Cut, 1¾ oz.....	.67½
Mastiff Plug Cut, 3½ oz.....	.65½
Mastiff Plug Cut, 10 oz.....	.52

AMERICAN SNUFF CO.

French Rappee, 1¾ oz, pr dz.	.96
French Rappee, 3½ oz, pr dz.	1 80
French Rappee, 16-oz jars, per lb	.65
Maccaboy, 1¾ oz, per doz....	.96
Maccaboy, 3½ oz, per doz....	1.80
Maccaboy, 16-oz jars, per lb.	.60
Irish High Toast, 16-oz. jars, per lb	.57
Scotch Lilienthal's, in bladders	.60

CIGARS.

Porto Rico Cigar Co.

El Primero, Forziane Porto Rico	30.00
El Manifesto, Invincible Roosevelt Porto Rico	37.50

PIPES.

	Per Doz.
Cobs, Hot Shot, 3 doz.....	$0.25
Cobs, Gem, 3 doz.....	.25
Cobs, No. 3, 3 doz.....	.50
Brier, W. P. & Co., Assorted, 3 doz	2.00
Brier, Display Stands, 1 doz...	2.00
Brier, Showcase Assortment, 3 doz	6.00
Pipe Mounts, 1 doz.....	.75
Cherry Stems, 2½x6 in.....	2.00
Cherry Stems, 2d 2½x6 in.....	.85
Clay Pipes, T. D., 1½ gross per box	1.25

	Per Box.
Clay Pipes, Woodstock, 1½ gr., per box	1.25
Uncle Sam Cob Pipe, 3 doz box	1.00
Eclipse Patent Cob Pipe, 3 doz. box	2.25
Climax Cob Pipe, 3 doz. box...	2.25
Jewel Cob Pipe, 3 doz. box....	.90
Dewey Cob Pipe, 3 doz. box...	2.50
No. 19 Cob Pipes, 1 doz box....	2.00

LASH'S
KIDNEY & LIVER
BITTERS
CURES DYSPEPSIA.

HAVE YOU NOTICED
all these Signs around Town?



It shows that most of the Grocers keep what people ask for—WUNDER BEER If YOU don't, wake up phone to our bottling works and they will send their man to see you.
Phone South 1098

Ahrens, Pein & Bullwinkel
WHOLESALE
Liquor Merchants
620 Post St., bet. Taylor & Jones
Sole Proprietors



Royal Stag Bourbon and Rye.
Old Pal Kentucky Bourbon.
Celebrated Chief Tonic.
Hiawatha Bitters.
Chief Bitters.
Diamond Star Rye and Bourbon.
Tiliawood Bourbon.
Importers
Slater V. O. Scotch Whiskey, Scotland.
Thorpe & Co.
Mermaid Old Tom Gin, London.
P. Van der Kamp
Fine Old Wood Cock Gin, Holland.
Maurailla Freres Cognac, France.

MONEY-WEIGH SCALES
Pay for themselves in
Less than a Year.
Sold on Easy Monthly Payments
PIERCE & CO.
Flood Bldg. (8th Floor) Market & Powell



J. F. Cutter Whiskey
IS THE BEST SELLER FOR THE RETAILER ON THE MARKET
E. Martin & Co.
Sole Agents
34 FIRST STREET
San Francisco

Attracting Trade

Get the Good Luck Expression.

What kind of an expression do you wear habitually? Is it sour, morose, repellant? Is it a mean, stingy, contemptible, uncharitable, intolerant expression? Do you wear the expression of a bulldog, a grasping, greedy, hungry expression, which indicates an avaricious nature? Do you go about among your employes with a thunder-cloud expression, with a melancholy, despondent, hopeless look on your face, or do you wear the sunshine expression which radiates good cheer and hope, which indicates a feeling of good will and of helpfulness? Do people smile and look happier when you approach? asks Success.

It makes all the difference in the world to you and to those whom you influence, what kind of an expression you wear.

His Smile a Fortune.

I once worked for a man who had an habitual smile which was worth a fortune to him. No matter how angry he might be inside, you never could tell it by his face. There might be a volcano just ready to break out, yet his face would wear that serene happy, contented smile. One corner of his mouth always curved up as though he had received some good news, and was just dying to tell you about it.

A great many people wondered at his success. They thought it far outreached his ability; but there is no doubt that a great deal of it was due to that inimitable smile which never left him. It made hosts of friends for him and brought many customers to his store.

The success candidate should learn the power of the habitual smile, not only because it wins friends and brings customers, but its power over one's own life is immeasurable. The effort to be always cheerful, kind, considerate, and gentle, no matter what wars may be ranking in the heart, has a great influence in transforming the life.

Playing Cards in Bulletins.

Dealers who are located in communities of a sporting character, or in the section of a big city much frequented by sporty people, will find that playing cards can be most advantageously used in making window bulletins which are bound to attract attention.

For example, they might display the ace, king, queen, jack and ten-spot, with the phrase:

"Our famous ——— is better than a royal flush"

Or the four kings might be shown, with the assertion:

"Our ——— are good enough for any king in the pack."

Then in connection with a cigarette display, all of the face-cards might be used, with an inscription.

"Kings, queens and jacks all use our celegrated ———, and say that they beat all others for solid satisfaction."

Again, two poker hands might be shown, one containing four kings and an ace, and the other a bob-tailed flush, accompanied by the following sentence:

"This shows the difference in value between our fine ——— and the brands you can buy at other places at cheap prices. One is a sure winner, and the other is of no value at all."

These are only a few of the numerous ways in which playing cards can be utilized in making attractive window bulletins, likely to appeal with especial force to persons of sporting proclivities.

PUSHING CANNED SALMON.

The week following the break in the price of red Alaska salmon, the Siegel Cooper Company's grocery department, New York, advertised in the New York American as follows:

EXTRA SPECIAL
"Arctic Red" brand, highest grade, BLOOD RED ALASKA SALMON, solid meat, no waste, full pack, fine texture, rich oil, regular selling price 15c. per can; our price for

Tuesday only—1-lb. can, 10c.

Note—Owing to the tremendously low price of this fine grade article, we do not wish the public to think that it is the ordinary pink or medium red salmon so largely offered.

We guarantee it to be of the finest quality.

The result! On Monday following the Sunday advertisement, 7,000 tins of salmon were sold.

Butler advertised the same salmon at 8 cents. A price of 3 tins for 25 cents was quite common.

Toledo, O.—The Grocers' Association has appointed a committee to wait upon the candidates for the Legislature to sound them as to how they stood on the question of the garnishment law. Each member present at the meeting received a chance on a $40 buffet, the winner to be announced at the last meeting in December. The member winning the $5 prize was not present and the money reverted back to the treasury.

THERE ARE REASONS WHY
Snider's Pork and Beans
WITH TOMATO SAUCE
SELL



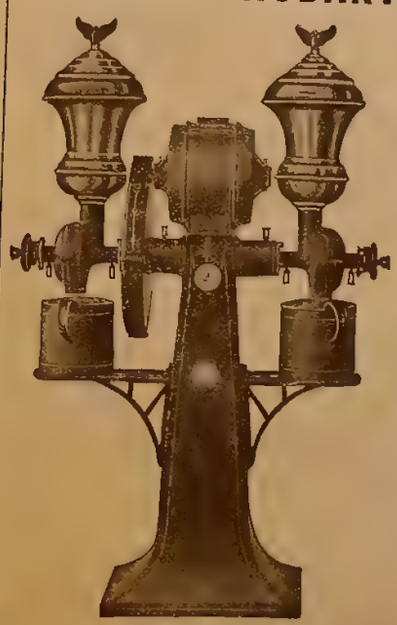
AND SELL WELL

They are **superior** to all others **in the quality of ingredients used** as well as in **flavor** and **appearance.**

We can convince you of their salability if given the opportunity.

Spohn-Patrick Company
— AGENTS —
16-22 Front St., San Francisco, Cal.
SPOHN-COOK CO., LOS ANGELES.

Listen to "HOBART," the Father of ELECTRIC COFFEE MILLS



No. 212f. Floor Pedestal Mill.

No exposed electrical or moving parts. No belts to slip or fly-wheels to catch. No open switches. Turn the button—"THAT'S ALL." Self oiling, self regulating, self starting. Automatic release in case of foreign substance getting into grinding buro.

SUPPOSE

you order a single mill to-day and later you wish it converted into a double. You're safe with a Hobart, as we control the sectional shaft patent, and you need not send the mill from your store. Talk it over with us to-day and we will give you information that may be worth hundreds of dollars.



No. 20. Counter Base Mill.

Write for Illustrated Catalogue and full information.

FRANK F. WEAR, D. S. A. FOR PACIFIC COAST Office, 1634 Market St, S. F., Cal.

Grocery Markets.

Commercial Outlook of the Western World as shown by Present Conditions.

Office of the ADVOCATE.
Thursday Afternoon.

ADVANCES.

Raw W. boned chicken. 1's to $5.10; 2½'s to $7.65.

California mild cheese to 13 cents; Young America to 14 cents.

Chutney's solid pack tomatoes with peppers, 2gs, to $1.05. Cutting's Standard 2gs to 95 cents; gallon. Standard to $1.60; gallon solid pack to $2.75.

DECLINES.

Jersey Lily lard, ½ cent.

Beet sugar, 10c per 100.

Eastern ham, ½ cent; boiled with skin on to 19½ cents.

Eastern standard bacon, 6-8, to 16½ cents; fancy to 17½ cents.

California sal soda, packages, to 90 cents; bbls. to 95 cents.

Willow clothes baskets, oval, No. 1 to $6; No. 2 to $6.75; No. 3 to $8.

NEW IN MARKET.

Underwood clam chowder, 1s at $1.

SCARCE IN MARKET.

Minot's light mackerel.

Milk bottle mustard.

CALIFORNIA CROP CONDITIONS.

The United States Department of Agriculture in its weekly report says:

"Conditions continue excellent for drying fruit and raisin making. The raisin harvest is now nearly over. The yield is good and quality excellent. Walnuts are maturing slowly in the southern part of the state. The harvest has commenced in San Luis Obispo County. The crop will be good. The honey crop is good. Rain is badly needed in all districts."

SUGAR.

Another advance of 10 cents was announced this week.

New York, Oct. 25.—Raw sugars have been dull during the week. Refined has been quiet, with no changes in prices. In Europe beet sugar is lower.

Portland, Or.—In explaining the recent declines in sugar prices, the Journal of this city says:

"It is generally believed, however, that the big sugar corporation does not relish the idea of any one making money out of the sugar business except the refinery itself—every one else to handle the product just for the fun of being at work. It has been the custom of wholesale grocers of the Pacific Coast, as well as elsewhere, to buy large quantities of sugar when they believed the situation justified an advance in prices. Of late they have been holding off their purchases as much as possible since they believed the market was going lower. It is now alleged by the trade that the recent advances in the sugar market were solely to punish the jobbers, there being practically no change in the situation of raw sugar either on the Atlantic or Pacific Coasts during the past week or so. In this city stocks of sugar were very small when the advance came, the trade in general believing that the situation demanded a reduction in prices instead of an advance."

New York, Oct. 17th.—M. G. Wanzor & Co. report:

"For about the last seven days, our principal buyers have been indifferent to all offerings. Their stocks at present are greater than they can conveniently take care of. The world faces a big increase in the beet and cane crops about to be reaped. Cubans will take less money for the sugar reaped on the island rather than carry them over. Brazilian holders will take for their supplies what they can get for them. An advance or even the maintainance of to-day's quotations will depend on the firmness and patience of the cane sugar growers. The market, at the present, is not in position to withstand forced offerings. The European market is now 10 points above our market. Advices from the Continent claim that the big crops of next season are discounted on the low prices now prevailing."

COFFEE.

The Lewin Meyer Co. report:

"There has been little change in market conditions since our last report. There are many enquiries but few transactions.

"Stocks in local importers' hands are much less than at this time last year."

New York Oct. 17th.—Volney, Green & Co. report:

"A low but steady decline in options has led to a shading of prices on actual coffee. The demand is falling off, although there is still a good demand for good to fair and high grocery grades. Mild coffees are quiet with no quotable change."

TEA.

New York, Oct .17th.—John Brown & Co. report:

Foreign Advices—The only cables received through the week were from Shanghai and Amoy, both to the effect that a few teas were still on hand at prices indicating a basis as the highest reached this season.

Home Market—All brokers and importers report prices holding to the steady basis which has been in evidence during the past few months. Stocks throughout the country are reported to be small and a fair run of business is anticipated during the coming winter months.

RICE.

M. Phillips & Co. say:

"**Japans**—The market has taken another boost of ½c, and it now looks that domestic Japan rice will reach the price of imported within the next thirty days; i. e., $5.15. We advise all to load up at present prices.

"**Fancy Carolina Rice**—Prices are over ½c higher, and we look for No. 1 fancy to sell at from $6 to $6.50 within thirty to sixty days.

"**Honolulu Rice**—The trade has again gone back to this old favorite rice, and large lots are being imported from Honolulu. Prices on same jumped over ¼c within the week, and we look for another advance of ½c as soon as the growers in Honolulu find out the condition of American rice. Honolulu rice is the cheapest rice on the market and $1 per bag lower than it will be within sixty days.

"China rice remains the same."

RICE.

New York, Oct. 17th.—Dan Tallmage Son's Co. report:

"During the week there has been widespread inquiry from out of town as well as renewed interest displayed by the local contingent. Prices are well sustained on Honduras sorts, and large sales have been made of Japan styles at decided advance over recent quotations.

"Advices from the South note good demand on the Atlantic Coast with values firmly held; in fact, tone has hardened somewhat. At New Orleans, an active business has been done in Honduras sorts, which show slight advances over the previous week. There has been an eager demand for Japan and on such prices have advanced ¼c to ½c per pound. As quite sizable purchases have been made at the advance, it would indicate imperative needs on part of buyers or unbounded confidence in the future. All sorts of predictions are being indulged as to crop and future of the market, based upon the following facts. About 25 per cent of the crop is already housed, 35 per cent cut, stacked or in process of harvest, and about 40 per cent nearly at the maturing point. Some injury has been done by heavy rains and overflows, and recent drop in temperature has checked the development of the later plantings. As a last analysis, no matter what the acreage may have been or conditions of growth, **the crop is not made until safely housed.** Hence, it will be some weeks before trustworthy estimates can be made. In the meantime every one interested in rice will watch carefully the progress of harvest and threshing.

"Cables and correspondence from abroad note firm tone, with fair demand."

Crowley, La., Oct. 14th.—Jas. L. Wright reports.

"The rice market is steadily strengthening in all grades of both clean and rough. Only the lack of supply prevents large sales of all stocks. The active advance of Japan rice is gradually being accomplished. Several sales of old crop goods have been reported at 3½c f. o. b. mill—the highest prices obtained for Japan grades for the last 18 months. A number of large holders have advanced their quotations on the better grades of old crop Japan to 3½c and 3⅝c. Honduras grades continue to maintain their values. Sales have been made at as high as 5⅜c f. o. b. mill."

New Orleans, La., Oct. 11th.—S. Locke Breaux reports:

"There is very little speculative buying of Honduras rice. The fact that values maintain in the face of trading such as this is good evidence of the genuine strength of the market. There is much livelier demand for Japan, with decidedly firmer values. Weather conditions for the last three months have made me feel that the crop will be at least 10 per cent less than what was at first expected."

CANNED FRUITS.

The canned fruit pack for 1905 has been about up to normal. It has fallen considerably low in pears owing to light crop. The pack of cherries was practically nothing. The tomato pack is still progressing. Canneries expect to make full deliveries on all sales, although the surplus will not be a very large quantity. The growing season for tomatoes is considerably past its prime and the yield is beginning to fall off. The California Fruit Canners' Association has been refusing to make further contracts for tomatoes for the past 30 days. Jobbers are reselling their early contracts at about 80c per dozen. Owing to the shortage of the Eastern fruit crop, California lines found a satisfactory market. There has been a strong demand in everything in the way of peaches of all grades and the pack is already sold out.

Santa Rosa, Cal.—The Santa Rosa branch of the California Fruit Canners' Association has had one of the longest continuous runs in its history. It has not lost a day since it began operations on July 15th. Work is now being done on tomatoes and apples.

Pomona, Cal.—The output of the Pomona Cannery this year is nearly as large as that of 1904. The bulk of the fruit was peaches.

CANNED TOMATOES.

New York, Oct. 25th.—There has been an increased inquiry during the week with a decided firming of prices. Sales are reported of 45,000 Standard Maryland at 97½c, factory.

Aberdeen, Md., Oct. 14th.—Strasbaugh, Silver & Co. report:

"There has been heavy buying every day this week. Large sales at top prices forced the market up another notch, so that 97½c is now considered a low figure for full Standard country packed tomatoes, and a few packers report sales of entire pack at $1 f. o. b."

Baltimore, Md., Oct. 14th.—H. H. Taylor & Sons report:

"Some large sales have been made the past week of No. 3 Standards at 95c per dozen, largely, we understand, to cover short contracts of packers. We believe the jobbing demand is limited to small orders. If the jobbers hold off, some packers who are not prepared to hold their product for a long time may weaken. Those who can hold their stocks until next spring have reasonable hopes of being paid handsomely for carrying them."

Perryman, Md., Oct. 13th.—Jay F. Towner reports:

"Prices are again on the jump. Next week, jobbers will be kicking their buyers for not buying tomatoes this week."

Baltimore, Md., Oct. 13th.—The "Trade" reports:

"Quotations on tomatoes in the spring had actually gotten down to 60c and below. They are this week above $1 for the first time in years. New York is now quoting tomatoes from $1 to $1.15 in a general way. Speculation is getting strong. In Baltimore quotations [illegible] to $1. Reports that the **syndicate which controlls** the bulk of the stock now in first hands was again buying, increased interest, which was further augmented by the fact that the syndicate has taken practically all the rejected goods in the New York market. It might be possible to buy a few tomatoes at 92½c at the factory, but no offerings are reported at less than 95c. It is reported that the syndicate will force an advance of 5c by November 1st and 10c by November 15th."

CANNED CORN.

Baltimore, Md., Oct. 15th.—The "Trade" says:

"Lower prices are quoted for factory brands in New York State corn than have ever been known before as a general quotation. The market is quiet and already New York State says that they cannot deliver more than 40 to 50 per cent of their sales."

Baltimore, Mr., Oct. 14.—H. H. Taylor & Son's report:

"With the close of packing on corn, the market is distinctly better in tone. The stock of cheap grades has sold so well that prices are going better and ought to continue doing so under the stimulus of large consumption."

STRINGED BEANS.

Lakeport, Cal.—The Lakeport Cannery has this season packed 12,000 cases of two dozen cans each as against 5,000 cases of the interrupted season of last year.

DRIED FRUITS.

New York, Oct. 25th.—The demand has grown better with the advent of cooler weather. Peaches are scarce, but buyers and sellers are far apart on prices. Raisins are unsettled. Jobbers have apparently received the combine offer of seeded raisins at 1c under the opening prices without much interest.

RAISINS.

Fresno, Oct. 23d.—Owing to the fact that orders were not being confirmed by Eastern jobbers at the opening prices, the Raisin Growers' Association decided to cut seeded raisins 1c per pound. The new prices are as follows:

Fancy seeded, 16-oz., 7¼c; 12-oz., 6c; bulk, 25s, 7c, choice seeded, 16-oz., 7c; 12-oz., 5¾c, bulk 25s, 6¾c.

Unbleached seedless Sultanas, 4c; unbleached Thompsons, 5½c.

The prices on loose raisins were not changed, and remain as follows:

Seedless Muscatels, 4½c; floated, 4¾c.

Standard 2-crown loose Muscatels, 5¾c; 3s, 6c; 4s, 6½c.

Valencia loose Muscatels, 2-crown, 4½c; 3s, 5c; 4s, 5½c.

6-crown Imperial Clusters 20s, $3; 5-crown Dehesa Clusters 20s, $2.50; 4-crown fancy clusters 20s, $2; 3-crown London layers 20s, $1.50; 2-crown, $1.40.

Those who have already bought raisins will be given the benefit of the new



U. S. Government Inspected.
For Quality, Unsurpassed.

WESTERN MEAT COMPANY
SAN FRANCISCO, U. S. A.

price on old schedule. If expected orders do not come in large enough volume, a return will be made to the original schedule.

PRUNES.

New York, Oct. 25.—Sales of spot prunes 40s at 3¾c. Coast basis are reported. Few small size are obtainable. Futures are neglected.

DRIED APPLES.

New York, Oct. 17th.—Delmarle Bros. report:

"Since our last letter, the market on future evaporated apples has strengthened somewhat. The last day or so, country buyers have been bidding 7⅝c for December."

Marion, N. Y., Oct. 13th.—J. M. Malcolm & Co. report:

"The condition of the evaporated apple market is decidedly easier. The jobbers have not supplied their wants and the green apple market is decidedly weaker. As the quality of the green stock is poor, more is left for the evaporators than was expected two weeks ago."

SMYRNA FIGS.

New York, Oct. 22d.—There has been considerable activity in Smyrna figs owing to cable advices of advance in primary markets. The advance has averaged 1c per pound.

New York, N. Y., Oct. 14th.—Hills Bros. & Co. report:

"Cables received from Smyrna today report the market on dried figs as having advanced sharply. Present prices may therefore be considered as on a low level."

CURRANTS.

New York, Oct. 17th.—The Greek Currant Co. reports:

"The market on spot goods is held at firm figures for new goods, in view of the tone of the foreign market. A much further advance has been predicted for the foreign market since the minimum of the syndicate is supposed to be fully ¼c above present prices. Mail advices indicate that the syndicate has not yet begun to buy for its own account. The trade is waiting the effect which may be produced when the syndicate begins to buy the quantities offered. This it is expected to do after the 28th of this month."

WALNUTS.

New York, Oct. 20th.—Imported walnuts are active and firm.

Santa Barbara, Cal.—Secretary F. E. Kellogg of the Santa Barbara Walnut Growers' Association says:

"The crop this year will not amount to more than 30 cars as against 40 cars for 1904 and 60 cars for 1903."

PEANUTS.

Petersburg, Va., Oct. 16th.—E. A. Hartley & Bro. report:

"We expect prices on Spanish peanuts to open slightly higher than last season. If the crop proves short, as is indicated, we would expect better prices later."

BEANS.

Ventura, Cal., Oct. 15th.—Growers are now able to give a fair estimate of this year's crop. It will probably average 50 per cent more than that of 1904, when the output was in excess of 350,000 sacks. This would make this year's crop amount to about 525,000 sacks. High winds occasioned some loss last week. In some sections as much as 15 per cent of the crop was destroyed. Prices are ranging from $3, the early contract price, to $3.60, which is being paid now.

San Luis Obispo, Cal.—The weather is ideal for harvesting beans. It is estimated that the Santa Maria Valley will produce about 160,000 sacks this season. Small whites sell for $2.75; pinks, $2.

Yuba City, Cal.—The entire bean crop is now safe. The yield is good, but not up to the average. The hot spell in July blasted many of the blooms.

Marion, N. Y., Oct. 13th.—J. D. Malcolm Co. reports:

"We think the crop of red beans will be 10 to 15 per cent larger than last year. The yellow eye crop 25 per cent less. Prices will not vary much from what they were last year."

Pinckney, Mich., Oct. 14th.—Thomas Read reports:

"Arrivals of beans have lessened owing to prices declining."

Pontiac, Mich., Oct. 9th.—O. N. Carpenter reports:

"We have a very favorable harvest. We found more damaged stock than was anticipated."

PEAS.

Milwaukee, Wis., Oct. 13th.—The Wisconsi Seed Co. reports:

"The pea market is higher and very strong. The crop of this State is estimated at not over 40 per cent of the average."

CANNED SALMON.

Astoria, Or., Oct. 10th.—Columbia River Packers' Association reports:

"Short deliveries of Columbia River salmon of spring packing were made by packers with probably no exception. The only goods now available for the Columbia River fall pack are silver sides and chums. The supply of silver sides is very limited. Chums are entirely sold out and in all probability largely

Astoria, Or.—Reports from the Oregon and Washington Coast streams indicate that the pack of fall salmon at this place will this season be the largest in the history of the industry. The catches at most of the places are so heavy that the canneries are able to receive fish only every other day.

New Westminster, B. C., Oct. 17th.—Salmon buyers of London, Eng., have purchased the major portion of the 1905 pack of the British Columbia Packers' Association, coming to the territory themselves. This has saved the packers the necessity and risk of shipping their goods to English warehouses.

Albany, Or., Oct. 17th.—The salmon canneries at Yaquina Bay are all running at their full capacity. The output will be as large as usual.

Bannon, Or., Oct. 16th.—All the canneries on the river are turning away fish every day, although they are running day and night and keep large forces of men at work all the time.

FISH.

New York, Oct. 20.—Strohmeyer & Co. report:

Irish Mackerel are neglected, owing to the Norway Mackerel being sold at a lower price today than the Irish. Quality of Norway is far superior, so that of course the trade will give them the preference. On this week's steamer over 3,000 barrels of Norway Mackerel arrived for two importers in New York and they were all sold to arrive, every barrel of it. Demand for Norway Mackerel is excellent, which is only natural considering the present prices, which are certainly low.

Holland Herrings have slightly given way and there is a better demand, which will be still better when prices have come down to a normal basis.

Scotch Herrings—Rather dull and prices firm.

Imported Sardines—France has no catch and has advanced prices on Sardines and Sprats all around. Portugal has no small fish at present and stocks are getting scarce. Norway has no catch of Sardines and Smoked Sardines are advancing, and there will not be sufficient to cover the demand this season.

AMERICAN SARDINES.

New York, Oct. 17th.—B. O. Bowers & Co. report.

"Fish are not plentiful. Several small factories are already closed. Some of the larger are preparing to close within a few days. Prices remain practically unchanged. Shippers quote Standard ¼-oils, $1.90 to $1.95; High grade Standards, $2; ¼-mustards, oil size, $2.15 to $2.25; large size, $2.50 to $2.70; new wrapped ¾-mustards, $2.75 to $2.90."

OLIVES.

Chico, Cal., Otc. 14th.—The olive crops of this vicinity are unusually good this season. The Ehman Olive Co. has disposed of its entire crop to the American Olive Co. of Los Angeles.

SPICES.

Baltimore, Md., Oct. 14th.—McCormick & Co. report:

"The market continues steady and particularly firm for pepper of all sorts. We expect to see a higher market."

PICKLES.

Birmingham, Ia., Oct. 9th.—H. Winrich reports:

"Pickles are all in. The cucumber crop of the middle West, especially in

(Continued on page 24.)

ADD TO YOUR

PROFITS

BY SELLING

Plymouth Rock

GRANULATED

GELATINE

IT IS THE **BEST** and **PUREST** MADE.
Granulated and can be measured with a spoon.
Free from Odor and Taste.
Endorsed by Physicians and Housewives everywhere.

AND THE MARGIN IS SATISFACTORY.

FIGURE IT OUT

With 3 dozen packages at $1.10, we give 1 dozen free.
This makes 4 dozen for $3.30 or

Per Dozen 82½c

It sells at 10c or.....$1.20

By the gross, it costs $12.50 with 4 dozen free.
This makes 16 dozen for $12.50 or.....per dozen, 78c

It sells at 10c or.....$1.20

FOR ADVERTISING-- With each dozen is given 12 sample packages, each of which will make 1 pint of jelly.

FOR SALE BY ALL JOBBERS

FRED. F. HOBBS CO.

Merchandise Brokers

AGENTS

95 Market St. (Buckley Bldg.)

SAN FRANCISCO, CAL.

JAMES M. ELLIS
NOTARY PUBLIC
AND
Commissioner of Deeds
FIRE AND MARINE INSURANCE EFFECTED
323 Montgomery Street
Residence 1233 Geary St.
Tel. Main 5925. SAN FRANCISCO

WHITTEMORE'S POLISHES.



The World's Standard.

"Gilt Edge" dressing, blk.	$24 00
"Boston" Waterproof Polish (for men's and boys black shoes)	24 00
"Boston, Jr." 10c. size	10 00
"Dandy" Russet Combination	24 00
"Star" Russet Combination	9 00
"Dandy" Russet Paste	9 00
"Red Box" Russet Paste	5 00
"Champion" Black Friction Polish	24 00
"Champion, Jr." Black Friction Polish.	10 00
"Elite" Combination (for box calf, black vici kid. etc.)	24 00
"Baby Elite" Combination (for box calf, black vici kid, etc.)	10 00
"Elite Paste" for box calf (two sizes)	$5 00 5 00
"Superb" Patent Leather Paste	9 00
"Blue Fox" Patent Leather Paste	5 00
"French Gloss" (in cartons, for ladies' black shoes)	9 00
"Royal Gloss," 4 oz. (for ladies' black shoes)	8 00
"Bossola" Waterproof Paste Polish, large	9 00
"Bossola" Waterproof Paste Polish, small	4 50
"Quick White" perfectly cleans dirty white shoes (two sizes)	$24 00 10 00

Cigars and Tobacco

THE CRISIS COMING.

With each passing day the fact becomes increasingly manifest that the Tobacco Trust is resolved to drive the independent dealer from the field.

The recent action of the Trust in opening a grocery in New York for the purpose of increasing the sale of its tobaccos is one of the portentous signs of the times, and has served to set many dealers to thinking as they never thought before.

The Trust has lately organized a company to handle cigars in drug stores, following in the same line as was pursued in the opening of retail cigar stores.

It is such facts as these that make men pause and reflect. Shall the trade battle for its freedom, or shall it surrender all to the trust?

TO PUSH TRUST MADE GOODS.

The National Cigar Stands Company, the new combination to operate cigar stands in drug stores, has elected the following officers:

President L. K. Liggett; vice president, G. M. Gales; treasurer, George C. Lyon; secretary, William C. Bolton; directors, the officers named, Edwin R. Petty and Charles E. Ball. Only Mr. Gales of this list has ever been connected with the cigar business. He was secretary of the Havana Tobacco Company. Mr. Gales can now be found at the headquarters of the company, 23 East 121st street, where preparations are being made to open business.

The scheme is to place cigar stands in drug stores throughout the country. President Liggett is also president of the Union Drug Company, of Boston, a concern which does business upon a co-operative basis, and has upwards of 2000 members scattered through the country.

The concern will use trust goods almost wholly, a specialty being made of private brands turned out in trust factories.—Tobacco.

FOOLING THE PUBLIC.

Richmond, Va., Oct. 10.—Panhill Rucker, president of the late Rucker & Witten Tobacco Company, recently absorbed by the tobacco trust, has been making a most strenuous attempt to fool the public, and it seems as though he might be successful for a time.

The ingeniously constructed statement which he recently sent out has been scattered broadcast throughout the entire South. It is doubtful if there is a newspaper below Mason and Dixon's line that did not receive a copy and a large number of them have been sufficiently gullible to print it under such head-lines as: "Not in the Tobacco Trust." "No Trust Amalgamation." "A Distinct Concern." and others equally misleading.

Of course practically every one in the trade is well aware that the R. J. Reynolds Tobacco Company has been part and parcel of the trust for more than a year past, and will not be deceived by President Rucker's statement to the contrary, but the general public is not so well informed, and are bound to be misled by the widespread publicity which has been accorded to the Rucker manifesto. It is generally believed in Richmond, however, that in sending out this statement Mr. Rucker was acting under orders from headquarters at 111 Fifth avenue, New York, and that it is a part of the trust's policy to as far as possible keep the public in the dark as to its connection with plants which it has acquired, but continues to operate under the old name.—Tobacco.

TOBACCO IN CHINA.

Consul Sammons of Niuchwang says here is an opportunity to sell tobacco, pipes and smokers' articles in China. He writes:

Since Japan took over the tobacco business and made it a Government monopoly in that country, the British-American interests have particularly been active in China, Korea and the Straits Settlements. The Japanese have been active also throughout the Orient outside of their own island empire. Their goods are on the market from the Straits Settlements on the south to Manchuria on the north.

Heretofore there has been little advertising in China along the lines common to the United States. The imposing array of field advertising signboards which now line both sides of the railroads in Japan, being even more spectacular and showy than those along the lines between Washington and New York, for instance, has not yet reached China. Indeed, in recently making the trip from Hanlow, on the Yangtse River, to Pekin, I observed only one foreign advertising sign, which appeared on the railway station walls at Paotingfu.

In the endeavor to push business, in an advertising way, in China, one of the chief difficulties has been the lack of hotel accommodations. To meet this the British-American Tobacco Company is to provide special cars on land and house boat on rivers. The ordinary passenger car will be converted into a combination office and sleeping section dining room, kitchen, servants' quarters, and advertising-material room. The car will be supplied with provisions and servants as well as interpreters, and will move from place to place throughout the country where there are railroads. The house boats will, in a similar capacity, serve the river cities and towns.

The utilization of the special car for advertising purposes in China further demonstrates that the construction of railroads, thus affording inland transportation facilities, goes far toward increasing trade possibilities between the Orient and Occident. There is practically no American pipe goods sold in China except to the foreigners. The natives smoke immense quantities of cigarettes. The stock for the British-American trade comes form the tobacco States of America and is manufactured into cigarettes at Shanghai, where 1,000 to 1,200 operatives are employed. The product is handled through Chinese wholesalers in various cities throughout China, who pay cash for their purchases direct to local banks, which in turn issue a receipt which serves as a godown or warehouse order for the goods.

INVEIGHLING THE UNWARY.

Cigar Drummer Swindles Los Angeles Dealers.

A rosy worded cigar salesman recently swooped down upon the Los Angeles trade and has numbered at least two among his victims, says the Commercial Bulletin.

The man's method is as old as merchandising. He called upon J. A. Schwartz, a Central Avenue grocer, and stated that he was an officer of the Planatation Cigar Co. of San Francisco, New York and Panama. He remarked that he was in beautiful Southern California on his vacation and while here, just as a diversion, dropped in to call Mr. Schwartz's attention to his company's methods.

He offered to deliver 6,000 cigars of various grades from $35 up to $90, all for $300. With this he proposed to give a handsome showcase and a handsome clock free. Mr. Schwartz was not to pay a cent for the cigars until they were sold. That is to say, every sixty days he was to make an accounting of the cigars actually sold and to pay for them. He could not lose. It was not a purchase at all, claimed the glib-tongued one; he, Mr. Swartz, was to be the Central Avenue agent for the company and was to carry a stock for the company, paying the company only the money he received or the cigars—less, of course, his liberal profit or commission of more than 40 per cent. Mr. Schwartz, believing he was dealing with a responsible company, accepted the offer. A contract was presented which he was requested to sign. Printed in small type was a binding agreement that the goods should be paid for in three payments, the last becoming due within six months from the date of shipment.

It was further agreed, which was the joker in the whole transaction, that the buyer should on receipt of blanks from the company, sign three notes covering the purchase price. In the event of his not signing these notes the ertire amount should become due in 30 days. At the end of the contract is was specifically stated that the terms of the contract and none other must be lived up to. This agreement was covered with much verbiage so that unless it be carefully studied its true import cannot be understood. The "high officer" of the company stated that the contract was simply an old blank form which was used as a memorandum, and he made a few alterations in the reading matter, which he said made the printed contract void. Mr. Schwartz signed. He soon decided that he had been victimized and cancelled the order by mail. His letter arrived too late and the goods were shipped. He also received three notes with the demand that they be signed. This Mr. Schwartz refused to do and the company now claims that it will force him to pay in full at the end of thirty days. The goods are in the depot here, Mr. Schwartz refusing to take them out.

A Jap on South Spring street, who runs a chop suey restaurant, was inveigled into buying of the same "salesman." The Jap paid cash for the entire outfit. The cigars and case arrived but are not worth, in the open market, more than one-third the amount paid for them. The cigars, even those billed at $90, are of the poorest New York made-up stock. The case is a rickety affair, made of thin sheet glass, one pane of which has already been broken by a slight tap made by a customer. The clock has never arrived.



EHRMAN BROS. & CO.,
S. F. Distributers.

BLACKSTONE'S INKS
BEST TO BE BOUGHT
KEEPS IN ALL CLIMATES


Blackstone Manufacturing Co.
(Incorporated)
MANUFACTURERS OF
WRITING FLUIDS,
Mucilage, Shoe Polish, Shoe Paste, Shoe Dressing and Liquid Glue.
Office and Factory,
1960 Howard St. San Francisco
Telephone Capp 1111.

Call for ASTI WINES
PRODUCED BY THE ITALIAN SWISS COLONY
Dry Wine Vineyards, ASTI, Fulton, Sebastopol, Cloverdale, Sonoma County, Cal.
Sweet Wine Vineyards, Madera, Madera County, Kingsburg, Fresno County, and Lemoore, Kings County, Cal.
Office and Salesrooms, Cor. Battery and Greenwich Sts.
Vaults, 1235-1267 Battery St. 101-169 Greenwich St. 1334-1336 Sansome St., S. F.
P. C. Rossi, President Telephone Private Exchange 448. A. Sbarboro, Secretary

A. VIGNIER CO.
429-431 Battery Street San Francisco
IMPORTERS
Sardines, Olive Oils, French Preserves, Washing Blue, French Castile Soap: Clover Leaf, Virgin, Dahlia, mottled, Wines and Liquors—A. V. H. Gin—imported goods only.
Sole Agents for the Genuine CLICQUOT Champagne
Only the GENUINE, Imported direct from France, bears Vignier's LABEL

TOBACCO NOTES.

Ehrman Bros. &Co. report that the staff of life tobacco of the Berry, Suhling Tobacco Company is repeating beyond their most sanguine expectations. Mr. Barry of the Berry, Suhling Co. will shortly visit the Coast in the interest of his house.

B. W. McIntosh, Pacific Coast manager of the R. A. Patterson Tobacco Company, has removed to the Italian American Bank Building, 456 Montgomery street, Room 351.

Major F. S. Burrows, Pacific Coast representative of E. M Schwarz & Co., and the Jose Lovera Co., is now well located in his new office in the Italian American Bank Building, 456 Montgomery street. His office is on the fourth floor, Room 416.

END OF A GOOD OFFER.

Two Months More for Grocers to Buy at Reduced Prices.

The Bond Scale Co. a short while ago made a special introductory price on Bond Automatic Weighers for the purpose of having their machines tested and proved.

The proof is attested by a large package of letters from thrifty merchants who find they are making more money by using the Automatic Weigher and as it will be impossible to sell at the present low prices indefinitely, the manufacturers will alter the price list on January 1st.

Every dealer will find it profitable to have one of these machines and can save money by buying now.



The Exquisite Flavor

of

Hunter

Baltimore Rye

and its mellow deliciousness appeal most strongly to people of refinement, hence it is called

The American Gentleman's Whiskey

HILBERT MERCANTILE CO.,
136-144 Second St., San Francisco, Cal.
Telephone Private 313.

News of the Coast.

CALIFORNIA.

Alhambra—Elder & Burroughs will shortly open a grocery here.

Benecia—W. H. Garretson will dispose of his grocery in this place and engage in business in San Francisco.

Berkeley—Abel Beland, proprietor of a grocery store at College and Claremont avenues, has mysteriously disappeared, leaving no trace behind. Beland dropped out of sight in a most mysteriously manner, and with him have gone his horse and delivery wagon as well as twelve empty oil cans. It is believed that he was on his way to the Standard oil refineries at Point Richmond.

Eureka—The grocery business of Garibaldi & Murphy will be moved to D. Barry's store.

Gilroy—Hines, the grocer, is moving into his new quarters in the Reither building which has been remodeled for his occupancy. Hines will have all new stock in his new establishment.

Healdsburg—A. J. McAlpine will dispose of his grocery and general merchandise business, and devote his attention exclusively to the auction and employment agency business.

Hemet—Wilder C. Coville, who arrived a few days since from Waltham, Mass., has bought the Porteous grocery.

Los Angeles—McGrath-Keller Grocery Company has incorporated. Directors: Gust Keller, P. W. McGrath and Anna Keller. Capital stock, $5,000, with $1,200 subscribed. Elwood Mendenhall, a grocer of Selma, Fresno county, filed a petition in bankruptcy with the clerk of the federal court. All the claims against his belongings are unsecured, the total amount being $1,680. His assets will amount to $295.

Los Angeles—E. A. Burke, formerly of Whittier, has purchased a grocery on West Tenth street.

Monrovia—J P. Schoonover, a wealthy grocer from Nebraska, is arranging to open a grocery here.

North Pasadena—George B. Tantau, grocer, has sold to C. W. Craig.

Pasadena—J. W. Heaney of Los Angeles has opened a grocery store in the new store building just erected in the Serra Vista tract, Oregon avenue.

Santa Barbara—Fred Moore, well known as an employe of the street railway company, is making preparations to open a grocery. The management will be in the hands of L. Gaither.

Santa Clara—The Vargas Bros. have moved their grocery store into the new building on the corner of Franklin and Lafayette streets. Their new store is one of the best in town.

Santa Maria—C. E. Wygal has rented the building recently occupied by Jos. Beattie as a tailor shop, and is fitting it up preparatory to futting in a stock of groceries and general merchandise.

South Pasadena—George Williamson late a grocer of Los Angeles has bought a general store from the estate of Nathan Frank.

Watsonville—A. Faustino & Co. are to open a grocery store.

Wilmington—A business man from Whittier is contemplating opening a grocery store in this place.

IDAHO.

Boise—Henry Matthews, grocer, has sold out to Mr. Bancroft. J. G. Garrett has purchased an interest in the grocery business of E. E. Garrett & Co.

Heyburn—I. H. Imes has purchased J. A. Jensen's grocery store.

Nampa—W. A. Ratcliff has opened a tea and coffee store.

OREGON.

Baker City—H. Hyde has purchased an interest in the Palmer Grocery Company.

Lebanon—J. J. Schwartz has purchased S. P. Hansard's grocery store and bakery.

Medford—Monroe & Miller are reported to have purchased L. B. Brown's grocery store.

Pendleton—F. Gordon has purchased D. Kemler & Son's grocery store.

Union—H. J. Lucas has purchased Hall Bros.' grocery store.

WASHINGTON.

Aberdeen—Wheeler Bros., pioneer grocers have dissolved partnership, F. C. Wheeler purchasing the interests of his brother Grant and continuing the business.

Cheney—C. A. Blackman has opened a new grocery.

La Conner—L. W. Vaughan & Son, grocers, have occupied their new store building. The structure is 44x60 feet and finely fiitted up for sales and warehouse purposes.

Dice—R. F. Taylor has opened a new store. He has put in a large stock of groceries, to which will be added dry goods and shoes.

Rockford—C. J. Johnson was in Spokane last week, purchasing a full line of groceries for his new store.

Spokane—E. E. Woodward has opened a grocery store. T. O'Donnell has purchased J. H. Nolan's grocery store. Henry Wilson's grocery store was entered by burglars recently and the safe blown open, $300 being secured.

Tacoma—D. J. Ostro has removed the Chicago grocery and market to his new building. Burglars paid a visit to C. Ebert's grocery store at 1508 Pacific avenue recently, but beyond a little small change and a plain gold ring nothing was secured by the raid. Armstrong Bros. have succeeded to the grocery business of Armstrong & Baker. Henry M. Peterson, grocer, arrested two weeks ago on a charge of robbing two Tacoma saloons, has been released on account of lack of conclusive evidence connecting him with the crime. He was warned to leave the city, however, and put aboard the train bound for Spokane. S. G. Grandall, one of Tacoma's pioneer wholesale grocers, died recently at Calch, Idaho, where he had been for the past two months attending to business connected with mining interests with which he was identified. Mr. Crandall had been a resident of Tacoma for seventeen years, and was a member of the wholesale grocery house of Reese, Crandall & Redman for many years.

PERFECTION OF CREAMS.

It is very annoying to consumers to lose part of the contents of a can of "Evaporated Cream" because it spoils after opening before being used up. The Helvetia Milk Condensing Co. are overcoming this trouble by evaporating their product to so heavy a consistence that it is not readily penetrated by germs which float in the air, and hence remains sweet much longer than goods of lighter consistence. It is self-understood that their product is more valuable not only for this reason but also because it goes farthest.

COVINA MERCHANTS ORGANIZE.

Covina, Oct. 11—The merchants of the city met last evening and effected an organization having as its object their mutual protection in matters pertaining to local laws and regulations, the colection of bad accounts, and the posting of each other with reference to the rating of the customer. The new organization will be known as the Covina Merchants' Protective Association. G. W. Griffiths is president.

REFERENCE COFFEE TABLE.

Figures Showing Difference of Price Between Green and Roasted Coffee.

A table of considerable value to many retail grocers is a coffee schedule showing the relative prices of that article between the green and roasted variety. A great many grocers buy coffee green and then have it roasted as needed in order to always have a fresh roast in the store. Some of them buy in large lots, of all the grades they handle, store it and then send a bag at a time down to their roaster to have it roasted. The table which is published below shows the price of the coffee green and also its cost price to them after it has been roasted.

These figures include one-half cent per pound for roasting and 16 per cent shrinkage, which occurs during the process of roasting.

This table is of considerable value and will prove of much assistance to grocers in determining the proper retail price and in allowing for shrinkage as it relieves them of any figuring. It is absolutely accurate, too. Paste it up in a convenient place in your store so that it can be readily referred to. The table follows:

Green Coffee at	Will cost Roasted.
9	11 3/8
9 1/4	11 5/8
9 1/2	11 7/8
9 3/4	12 1/8
10	12 1/2
10 1/4	12 3/4
10 1/2	13 1/8
10 3/4	13 3/8
11	13 3/4
11 1/4	14
11 1/2	14 1/4
11 3/4	14 5/8
12	14 7/8
12 1/4	15 1/4
12 1/2	15 1/2
12 3/4	15 3/4
13	16 1/8
13 1/4	16 3/8
13 1/2	16 5/8
13 3/4	17
14	17 1/4
14 1/4	17 5/8
14 1/2	17 7/8
14 3/4	18 1/8
15	18 1/2
15 1/4	18 3/4
15 1/2	19
15 3/4	19 3/8
16	19 5/8
16 1/4	20
16 1/2	20 1/4
16 3/4	20 1/2
17	20 7/8
17 1/4	21 1/8
17 1/2	21 3/8
17 3/4	21 3/4
18	22
18 1/4	22 3/8
18 1/2	22 5/8
18 3/4	22 7/8
19	23 1/4
19 1/4	23 1/2
19 1/2	23 7/8
19 3/4	24 1/8
20	24 3/8
20 1/4	24 3/4
20 1/2	25
20 3/4	25 1/4
21	25 5/8
21 1/4	25 7/8
21 1/2	26 1/4
21 3/4	26 1/2
22	26 3/4
22 1/4	27 1/8
22 1/2	27 3/8
22 3/4	27 5/8
23	28
23 1/4	28 1/4
23 1/2	28 5/8
23 3/4	28 7/8
24	29 1/8
24 1/4	29 1/2
24 1/2	29 3/4

PROTECT LOCAL MERCHANTS.

Aberdeen (Washington) City Council passed a stringent ordinance for the protection of permanent merchants against the invasion of itinerant concerns. The ordinance provides that a merchant who conducts a store for less than one month must pay $15 per day; for one month, $250; second and third months, $125 per month; fifth and sixth months, $50, or $400 for six months. The merchants of that city have suffered from the incursions of peddlers and dealers in fire and bankruptcy stocks, and united in a petition to the authorities for relief.

Jacobson, Reimers & Co.

210-212 Davis Street

DISTRIBUTERS OF

Fancy Butter and Honey

Dairy Butter and Eggs

Produce Market

THURSDAY AFTERNOON

BUTTER.

Storage butter is higher; other grades are unchanged. Prices will remain up until new feed comes in.

California creamery, extras	32	33
" " firsts	25	26
" " seconds		24
dairy, extras		
" " firsts		
" " seconds		
Store butter	19	20
Storage	25	26
Creamery extras		25
Pickled	22½	
Keg	23	

EGGS.

California ranch eggs, white, are higher, with small stocks arriving. Standard California storage are also higher.

California Ranch white	50	51
" " mixed colors	37	39
" Gathered	25	27½
Standard		
Seconds		
Eastern, selected	24	25
Standard	22½	23
Seconds	19½	21
Storage, Cal., Selected	27	28
" " Standard	24	25
" " Seconds		
" Eastern Selected		
" " Standard		
" " Seconds		

CHEESE.

Suplies are light and prices steadily advancing.

California full cream	14	15
" choice	12	12½
" common	Nominal	
Young Americas	15	
Eastern full cream	16½	17
Oregon		

POULTRY.

Owing to large arrivals of game, the market is somewhat weak, with prices substantially as last week.

Turkeys, young live	20	21
" old gobblers	20	21
Dressed Turkeys	nominal	
Roosters, young, per doz	5 00	5 50
" old "	4 00	5 00
Hens	5 00	7 00
Fryers, per doz	3 50	4 00
Broilers, per doz, large	3 50	4 00
" " small	3 00	3 50
Ducks young	4 00	5 00
" old	4 00	5 00
Pigeons, young	2 00	2 50
" old		1 25
Geese' per pair, old 1.50-2.00; young	1 50	2 00

BEANS AND PEAS.

The white bean crop promises to be very short; pea beans are scarce; there will be a heavy shortage of black eyes, as the crop will be the shortest in many years. A good crop of limas is reported and an abundance of pinks. Bayos are firm. The market is quiet, but with the resumption of buying there will come a sharp advance.

Small Whites	3 00	3 25
Large "	2 00	2 35
Pea Bean	3 25	3 75
Pink	1 85	2 15
Horse	1 20	1 35
Red	3 50	4 00
Kidney	3 75	4 00
Lima	3 40	3 60
Bayos	3 40	3 75
Butter (large)	nominal	
Black Eyes	4 25	4 50
Dried Green Peas, per 100 lbs	2 10	2 50
" Niles " " " "	2 00	2 40

POTATOES AND ONIONS.

Potato and onion market is quiet, with prices as last week.

Jersey Burbank	40	65
Salinas " No. 1, 80c-$1.00;	No. 2, 60c	
Oregons, Old	Nom.	
Merced Sweets	Nom.	
Australian onions	Nom.	
Red new	Nom.	
Yellow (new)	70	80
Garnet Chili	40	50

Continued from page 21.

Mississippi as well as parts of the Missouri river, has been fine. With large stocks from last year carried over, prices are ruling low, although the drought and extremely short crop of the East tends towards strengthening the situation considerably. Prices obtained now in this territory are not remunerative to packers."

Davenport, Ia., Oct. 14th.—F. W. Smith reports:

"Prices on pickles are very uneven, as some packers have a lot of old pickles to work off and some who have a good crop this year on top of what they carried over, need money. We expect better prices in the Spring when this matter will be adjusted."

Philadelphia, Pa., Oct. 13th.—Wm. Niemeyer reports:

"Dill pickles are especially scarce."

HAY.

Somers & Co. report:

"The present light receipts of hay, with the consequent advance in prices, is occasioned by car scarcity. Although the advance has been very marked with the choicer grades of hay, yet with the lower qualities there seems to be but little change. Large quantities of same are on storage here and the country is filled with rather undesirable and unsalable grades of hay. Unless we have a continuance of dry weather sufficient to create a scarcity, present prices will be discounted as soon as the car famine is at an end."

NATIONAL CONVENTION.

First Call for Delegates to the Meeting at Niagara Falls.

The time is fast approaching for the National Convention which is to meet in Niagara Falls, January 23rd, 24th and 25th, 1906. The call for the per capita tax is being sent out. It is necessary, in order to meet all requirements, that the per capita tax should be promptly paid.

It is a pleasure to note that Utah has not only formed a state association but has also paid its per capita tax and elected delegates and alternates to the convention.

On behalf of the officers I would respectfully ask every state and local organization to take up matters of interest for discussion and after deliberating on them and forming conclusions send your delegates to the convention to present them for discussion.

Everything points to a large attendance.

Matters of vital interest to the association will come up for discussion.

Every section of the United States is to be represented and there is no doubt as to the interest and enthusiasm that will be in evidence at the convention.

Interest seems to increase as the time for the convention approaches.

What shall we do to protect ourselves from unjust laws?

We need:

An amendment to the bankruptcy law, so that dues for necessaries shall be treated as preferred claims, or, better, that no discharge be granted against such debts.

The Dixon bill, compelling civil service employes to pay their accounts for necessaries.

The Pure Food Law, which is sure to pass, to see that the grocers' interests are taken care of.

What shall we do with the Premium Question?

The Parcels Post Bill—This we must take steps to defeat.

Besides many local issues which will be brought forth, and above all,

Financing the National.

Again let me urge the members of the associations to bring up these great questions in their home meetings, and discuss them so that their representatives may come to the national meeting fully prepared to express the wishes of those whom they represent.

Inquiries are being made as to railroad and hotel rates. We hope in the issue of the next Trade Press Bulletin to be able to make a definite statement as to hotel rates, and as soon as possible to inform the trade press and through them the members, the railroad rates to Niagara Falls in January

JOHN A. GREEN, President.

COUPON CEREALS.

Grocers Asked to Cut Them Out and Force This Righteous Issue.

The officers of the National Association, smarting at the inaction of the cereal companies, have issued an appeal to grocers of the United States to Stand by cereals that have no coupons. Read their letter:

We, the officers of the National Association of Retail Grocers of the United States, carrying out the wishes of the entire grocery trade as expressed in convention in Cincinnati, January 27, have used every effort to have the manufacturers of cereals refrain from placing coupons in cereal packages.

Every firm, with two exceptions, has complied with the request of the officers.

These two firms are The American Cereal Co. and the Great Western Cereal Co.

The Great Western Cereal Co. have declared their intention of continuing in the premium business and ignoring the wishes of the officers of the association.

The American Cereal Co. have not answered the last letter of the president, but are continuing in the premium business

Therefore, we do hereby condemn the placing of coupons, missing letters, crockery or anything else in the packages of cereals, other than the cereal itself. Believing that the distribution of merchandise such as furniture, crockery and in fact all other goods through the medium of the grocer without compensation therefor, and believing that the profit from such merchandise does rightfully belong to the grocer, therefore we declare it to be an imposition on the grocer to insist against his wishes and request, to continue such practices.

We, the officers of the national association, call upon the grocers of the United States, in justice to those firms who have acceded to the request of the grocers, to place in stock only such goods as are known to be free from all such methods.

JOHN A. GREEN, Pres.
L. F. PADBERG, Vice-Pres.
H. W SCHWAB, Treas.
C. J. KRAMER, Director.
WM. GRAY, Director.

Up to Individual Grocers.

This now puts the proposition right up to each individual grocer for action. The national officers have done all in their power to bring about a solution of the problem, they have been courteous, considerate and patient, but they have done their duty and it now rests with the grocers themselves to say whether the evil will stop or not.

ONCE USED, ALWAYS WANTED.

Snider's Catsup predominates all over the West as well as throughout the East.

Grocers are aware of the fact that they have no trouble in disposing of this article. The name "Snider" is a household word—and why should the grocer experiment with an unknown article, when the genuine Snider goods can be obtained of any jobber's salesman.

They are always uniform in quality, and sell without a lot of talk to convince the customer they are the thing wanted.

Besides Snider's goods are all sold at a satisfactory margin of profit.

DAN O'CALLAGHAN

REAL ESTATE

AND

INSURANCE BROKER

City Agent

Liverpool & London & Globe Ins. Co.

Telephone, Main 5238

22 Montgomery St., San Francisco

(Mr. O'Callaghan was for many years a member of the firm of O'Callaghan, Nelson & Co.)

New Brew

YOSEMITE LAGER

BREWED BY THE

ENTERPRISE BREWING CO.

Sixteenth and Folsom Sts.

SAN FRANCISCO, CAL.

Telephone: Mission 152.

Amusements

MAJESTIC.

Frank Bacon has been pleasing the audiences at the Majestic this week in Neil Burgess' great success, "The County Fair." This play is full of good, clean American humor, and Bishop's clever players make the most of it. They offer an evening of unalloyed pleasure. On Monday evening will follow the first production of "The Lottery of Love." On Thursday evening, November 2d, the San Francisco Commercial Travelers' Association will own the theater for their benefit.

CALIFORNIA.

"The Star Show Girls" are interesting large crowds at the California this week. Two burlesques are presented which are full of catchy songs, interesting dances and pretty girls with very striking costumes and fetching forms. One of the features of the performance is a competitive drill by two companies of show girls. Next week the "Jolly Grass Widows" are the attraction.

ALCAZAR.

Sol. Smith Russell's "April Weather" is one of the kindliest and most human comedies ever put on the stage. It was written by Clyde Fitch to fit the personality of Sol Smith Russel, who scored a great success with it in New York. It is a comedy of sweetest and tenderest human feeling. It is a splendidly wholesome play which has the audience giggling one minute and wipeing their eyes the next. Charles Waldron impersonates the poor artist and inventor, whose broad humanity and gentle kindness seems to expand under the trials of adversity. He loves little children and is the defender of the helpless. Miss Lucia Moore has a tender, simple role as a young wife and mother which he fills very satisfactorily. Lenora Kirwin plays a Bowery girl and introduces several singing and dancing specialties. There are a number of clever children introduced in the tenement scenes next week in Pinero's problem play, "Iris," will be given its first stock production. It is realistic in the extreme and discusses certain social problems with much frankness.

CENTRAL.

"The Girl Engineer" is the title of the thrilling melodrama being presented at the Central this week. It was written by Charles A. Taylor, who was at one time a railroad man in the employ of the Southern Pacific Company. The drama deals with the incidents in the life of an engineer. It has a pretty love story running through it and plenty of good comedy. Next week, "Big Hearted Jim" is to be presented.

GRAND OPERA HOUSE.

"In Old Kentucky," with its race horses and buck and wing dances, continues to draw large crowds to the Grand. It is to be followed next week by George Ade's comedy drama, "Peggy from Paris." Beginning November 7th will be a two weeks' run of Klaw & Erlinger's stupendous productions of "Ben Hur." The sale of seats is already begun. Prices will range from $2 to 50c for this production.

FISCHER'S.

A strong vaudeville bill is proving very attractive to the patrons of this house. There are two performances each evening and a matinee every afternoon.

CHUTES.

Numerous headliners make up an attractive program at the big free theater. The concessions furnish a never-ending variety of amusement. The Zoo and the many other attractions make this the greatest pleasure ground San Francisco has ever seen.

It pays to talk tea, to give particulars of tea-growing and tea-curing processes, to make your public interested in tea. The American consumption of tea could be quadrupled with gain to the public's health and pocket, and we know of no quicker or better way of quadrupling the consumption than by the tea talk that will cause people to take more interest in tea. The secrets of the tea plant have pretty well been discovered, but tea facts well known to some people are dark mysteries to others because they have never been instructed.

GROCERS TO BLAME.

Loss of Profits on Flour Due to Their Own Carelessness.

While the flour mills could give the grocers of San Francisco and the bay cities a profit on flour in spite of themselves if they wished, the fact remains that if the grocers were a unit in demanding that profit and in making the mills understand that they would not sell any flour, the price of which could be slaughtered by cutters, that they could influence the mills to protect them without delay.

The mills themselves have pointed out the fact that they were willing to maintain a price on their flour whenever the grocers secured strength enough to force them to do so.

It Pays the Mills.

The Globe Mills have established the fact that any mill, if it is enough in earnest, can establish a fair retail selling price on its goods. There are hundreds of retail grocers who are pushing Globe flour above the other flours and thus have shown that the grocers who know their business can sell a high-priced flour, providing it has merit and cannot be sold for less money elsewhere.

Every grocer in the cities around San Francisco Bay is under a heavy obligation to the Globe Mills for the splendid stand they have taken in this particular, especially since every other mill doing business in San Francisco has refused to protect the price of its flour.

When the manufacturer is willing to uphold the price of his goods in face of the opposition of other long-established mills who allow their goods to be cut without attempting to correct the abuse, they take a step that makes them friends worth having.

Grocers Earn Extra Money.

The grocers in Alameda County are more fortunate than those in San Francisco. They have stood together almost as a unit in pushing the flour the price of which was protected, and, as a consequence, they are hundreds of dollars better off because of extra profits they have earned in the last year. Not only the Globe Mills, but the Bay City Mills of Oakland have protected their brands of flour, and, as a consequence, the grocers have almost pushed off the market the goods of the Sperry, the Port Costa Mills and Crown Flour.

SPROATS OPEN AGAIN.

It is reported that Sproat of Sproat's Market fame, has opened a store in St. Louis which he is running on the same principal as that which enabled him to do up the San Francisco jobbers so thoroughly. It is said that he intends playing the wholesalers of St. Louis the same game that he worked so successfully in this city, Denver, and Salt Lake City.

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Ruinart, qts, 1 doz to case	32.40
Ruinart, pts, 2 doz to case	34.20
Ruinart, ½ pts, 2 doz to case	18.00
Vintage 1893, qts, 1 doz to cs	46.50

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Martell's One Star, 1 doz qts	$15.00
Martell's Two Star, 1 doz qts	19.00
Martell's Three Star, 1 doz qts	20.00
Martell's Three Star, 2 doz pts	23.00
Martell's One Star, 2 doz fl'ks	18.00
Hennessy's One Star, 1 doz qts	17.50
Hennessy's Three Star, 1 doz qts	21.00
Calif. doz qts	12.00



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and Iron	.80	1.50
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Stone, pts, 2 doz to bbl	$16.50
Glass, qts., 4 doz to bbl	14.00
Glass, pts., 8 doz to bbl	16.50

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H. B. Ky. Bourbon, per gal	$2.75
H. B. Ky. Bourbon, Ex spcl	3.25
Union League Ky. Brbn, AA	2.50
Union League Ky. Brbn, 1 gal	2.25
El Monte Ky Brbn, 1 gal	2.25
Maryland, Monogram, 1 gal	2.75
Forum, Bourbon, 1 gal	2.00
W. H. McBrayer's Cedar Brook 5 yrs	3.00

Hunter Baltimore Rye.

Per case, 1 doz. 5's	13.00
In 5-case lots	12.50
In 10-case lots	12.00

Hilbert Mercantile Co.

H. B. Bourbon (spcl)	$10.00
H. B. Rye	10.00
H. B. pt. flasks, 4 doz to cs	12.00
H. B. ½ pt flasks, 6 doz to cs	9.50
H. B. 1½-oz bots, per gr	12.00
Union League "AA"	8.00
El Monte Bourbon	8.00
Forum Bourbon	7.00
J. Baumgardner Rye	12.00
Maryland Monogram	9.00

W. H. McBrayer's Cedar Brook.

Per case, 1 doz 5's	$12.00
Per case, 2 doz pts	13.00
Per case, 4 doz ½ pts	14.50
Per case, 20 doz 1½-oz	18.50

Jesse Moore Whiskies.

Ex Pony Bourbon	$13.00	$17.50	$17.00
AA Bourbon	11.00	10.50	10.00
C Bourbon	8.50	8.25	8.00
AA Bourbon, 5 doz, 4 oz	10.00	10.00	9.75
AA, Pt Flasks, 2 doz	9.00	8.75	8.50
AA, ½ Pt. Flasks 3 doz	6.75	6.50	6.25
Old Rye	11.00	10.50	10.00

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(In barrels or half barrels)

Extra Pony Bourbon, gal	$7.50
AA, Bourbon, gal	3.75
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C, Bourbon, 1 gal	2.75
No. 1, Bourbon, 1 gal	2.25
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Clerk's Corner

SMART VS. GOOD SALESMEN.

A good salesman is one who sells a man what he wants. I have heard this statement disputed quite often by people who think they know. Perhaps I am stubborn, but I mean just what I say—"these people think they know."

I was talking with a man in regard to this at one time and he laughed at my idea of a good salesman. He made the remark that any fool could sell a man what he wanted, but that a good salesman was a man who could sell him what he did not want. I told him I was not talking about fakirs but salesmen, men who could stand behind the counter and sell to the same people every week in the year, or men who went out on the road and sold goods to customers who would buy again and again of the same men and who, while they might not watch for the coming of the salesman, would always give hime a royal welcome when he did come.

We might say there is a difference between a smart salesman and a good salesman. What I mean by a good salesman is one who wears well; one who can sell goods in the same community as long as there are any goods to be sold. He does it from the fact that he has won the confidence of the people; also from that other fact, which is quite necessary, that he is pleasant and affable.

Smart But Not Good.

The smartest set of salesmen in the country are the confidence men; men who can fix up a gold brick and not only sell it to the farmer, but sell it to the banker, as has been done more than once. We have some pretty smart salesmen in Chicago, but it must be remembered that the smartest salesmen usually work on some one who wants to get something for nothing. One of the smartest salesmen that we ever had here sold the Masonic Temple for $12,00 and took $400 down to bind the bargain. That man was smart, but I don't think he was good enough to sell that same man another building. When these confidence men get into legitimate trade, and they do get into legitimate trade occasionally, they use gold brick methods. I do not mean to say that the average confidence man who has worked at con games all his life ever reforms and goes into business. I rather want to infer that in the regular legitimate lines of business we have men who have that same dishonest streak in them. They want to overreach everybody they meet. They want to make more than the legitimate profit. These men are natural born confidence men. They are out of place in legitimate business, but finding themselves where they are and being too hypocritical to come out and show their hands, they try to work the confidence game and still move in good society.

Deaconed the Flour.

I knew a man once who deaconed his flour, that is to say he would take a barrel of poor flour, take out half of it, or less than half, and fill it up with good flour. He found after a while that this did not work very well because they would not use all of the bad flour, so he got his fertile brain to working and made a different deal. He put a quarter of a barrel of good flour in an empty barrel, then put in a half barrel of poor flour, then a quarter of good flour on top of that. The customer would have the flour sent home, use down into the poor brand and occasionally would send for him to take the flour back. He would send his team to get the flour and would take it to the store, but would not take it out of the wagon. He would simply head it up, turn it over, unhead the other end of the barrel, and return it to the customer. By the time these people had used down into the poor flour again, the salesman would take chances that it was so nearly gone that they would not make another kick.

The Salesman Who Substitutes.

There is another oversight with a great many salesmen. A man will go into a lumber yard and ask for flat pickets. The salesman is out of flat pickets, but he tells the prospective customer that he has some very handsome square pickets that cost a little more, but they look much nicer and it would be much better for him to buy these square pickets. The chances are about ten to one that he does not make a sale, because if the man wants a flat picket and has his mind made up, that generally settles it with him, or if the prospective customer has the average amount of common sense that salesman loses in the customer's estimation by that remark.

The Good Salesman is Honest.

There is another point about salesmen that always amuses me and also teaches me that one can never ask a salesman's advice with any feeling that they are going to get an unprejudiced opinion. If you are buying neckties and lay one to one side, if the salesman is overanxious to sell he tells you you have picked out the prettiest one in the bunch. If you discard your first choice and pick out one that is as far from that as you can get, you will often find this salesman has changed his mind about the same time. I have tried this several times just to see what fools salesmen would make of themselves, and I don't consider that they are good salesmen, for they are not thoroughly honest, and as I have said before, the good salesman is an honest salesman.

Benamin F. Cobb in Lumber Review.

A SURE INDICATION.

Demand is the Best Proof of Popularity.

The continually increasing inquiries and orders for The Perfection Short Credit System are the best possible thermometer for testing the grocers' warmth of favor for this well tried and practical method of keeping accounts.

Its cheapness puts it within reach of all—2 cents per month for each live account is the running expense; and its simplicity avoids the danger of making errors. It is the most practical method known—any member of clerks can wait upon different customers at the same time without interfering with one another, and give each customer her bill to date. Honesty of clerks is guaranteed—no tab can be removed without leaving proof behind it. It is the quickest, safest and simplest method in use. P. E. Lenfesty, San Francisco, is agent for the Pacific Coast.



It has come to our knowledge that there is an attempt to introduce on the market a WASHING AMMONIA made from Bones and Animal Refuse. We trust that the trade will take time to investigate the character of this STUFF which, if sold to the consumer, will only tend to discourage the use of Ammonia as a household article.

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OFFICE AND BOTTLING WORKS

160 Thirteenth St., near Folsom, S. F.

Highest Grade Package Goods for Family Trade

ROYAL AND QUEEN'S TASTE

(1 lb packages) (2½ lb cartons)

Macaroni, Vermicelli and Spaghetti

ROYAL ITALIAN A. B. C. PASTE, in 1 lb papers
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MAPLE SYRUP -- IT IS BEST

Pacific Coast Syrup Co.

SAN FRANCISCO

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No Oil-Soaked Floor

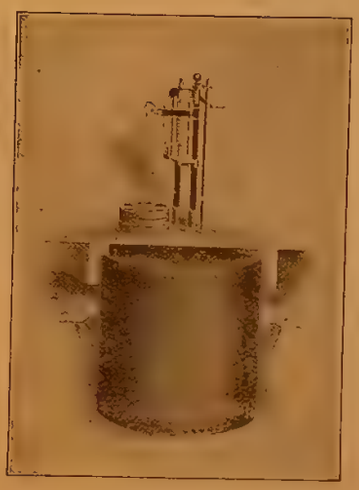
Don't the floor about your oil tank make you "sick" when you see it? Did you ever figure out the profit you lost through this wasted oil? Don't you know that

The Bowser

SELF-MEASURING

Oil Outfit

will save this oil, keep your floors neat and clean, reduce the danger of fire and pay for itself in a very short time? It will. We guarantee it. Write for full information. Ask for catalog " BB "



OUR UNDER-THE-FLOOR OUTFIT

Is Especially Adapted for Use Where There is No Cellar. It Saves Valuable Floor Space

S. F. Bowser & Company

Fort Wayne : : Indiana



Quickest
Cheapest
Most
Accurate

THE PERFECTION SHORT CREDIT SYSTEM

With one writing shows just what your customer owes to date and gives her a tag with the total. At the same time your ledger is posted and added. No filing of tags nor writing pass-books. No interference between clerks. No chance for lost or misplaced tags. It is the best of all systems, and costs two cents per month for each customer.

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T. G. S. HALY, Room 64 Labbe Bldg., Portland, Ore.

CALIFORNIA'S CHOICEST FOOD PRODUCTS



Griffin Extras

PURE AND WHOLESOME

Preserves and Marmalades



The goods that net the best returns are those that increase your sales. "GRIFFIN EXTRAS" will do this for you, and besides, yield a good profit on individual sales.

Send us a trial order for

"Griffin Extras" Preserves

Made of pure fruit and sugar. Prepared from home recipes. In 16-ounce patent cap glass jars. Packed two dozen in case. Put up by the California Fruit Canners' Association.

We are now taking orders for Preserves, etc. Write immediately for prices and terms.

SPOHN-PATRICK COMPANY

AGENTS

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Any Way You Examine a McCray Refrigerator



No. 439 Grocers' Refrigerator.

Inside or Outside, it is a True Realization of all that is Best in Refrigerator Construction

THE McCRAY REFRIGERATOR RANKS

first in every way. It is sold entirely on its merits and is known everywhere for superiority.

McCRAY REFRIGERATORS are perfect refrigerators and will in a short time repay their cost through saving of butter and other provisions, and ice.

We can here give you but a faint idea of the McCray refrigerator. Let us send you our catalog showing our extensive line from which you can make a selection.

SOLD ON EASY PAYMENTS.

McCRAY REFRIGERATORS ARE GUARANTEED.

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WHOLESALE GROCERS

SOLE AGENTS

SAN FRANCISCO CAL.

THE RETAIL GROCERS ADVOCATE

A. H. POWERS, Editor

SAN FRANCISCO, CAL., NOVEMBER 3, 1905

Vol. 10, No. 44

M. J. B. Coffee

sells better than any other

Why?

IXL - Kapp and Street - W.G.M.

TAMALES

IN

KEY-OPENER CANS

RAINIER BEER

Is Not Unfair
But the Boycott is.

Investigate both sides of the question.

JOHN RAPP & SON, AGENTS
Phone South 473.



WILLIAM A HAWLEY
"YOU ALL KNOW HIM."

The McCaskey Account Registers

ARE MADE TO HANDLE

Any Kind of Retail Business

WITH ONLY ONE WRITING

Used SUCCESSFULLY and giving ENTIRE SATISFACTION in Hardware, Dry Goods, Meat Market, Flour Mill, Bakery, Grocery, Druggist, Coal, Feed, Laundry, Etc.

In fact, wherever accounts are kept THE McCASKEY SYSTEM takes care of them all.

The McCaskey saves from two to four hours of labor a day on your books.

Keeps a record of all moneys paid out and what for.

Keeps a record of all moneys received and from whom.

Shows you at a glance the amount of money on your register the first day of each month.

Shows you in an INSTANT what delinquents owe you.

By the McCaskey System CREDIT SALES are made as rapidly as CASH SALES.

Shows you the amount sold for credit each month to the cent and the GRAND TOTAL FOR THE YEAR.

Shows you at a glance the record each customer is making, whether good or bad.

The McCaskey System STOPS LOSSES.

Shows you the amount owed by any customer at any moment.

Shows you in five minutes the total amount due you from your customers.

Write to-day for catalogue.
Our representatives will be pleased to call and show the register. Easy payments.



A Future Salesman for the McCaskey Register
"SO SIMPLE A CHILD CAN OPERATE IT"

THE McCASKEY REGISTER CO., Alliance, Ohio. Manufacturers of the Famous Multiplex Duplicating Counter Pad.

WILLIAM A. HAWLEY, Pacific Coast Agent,

OFFICE AND SALESROOM "TOP FLOOR"
James Flood Building, Powell and Market Sts., San Francisco.
(Phone, Montgomery 1064)

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THE OVERLAND LIMITED

has

Electric Lights in Every Berth

The new composite-observation cars, the train libraries, excellent dining-car service, luxuriously appointed sleeping cars, and the courtesy of the attendants make this one of the finest trains in America.

The magnificent scenery of the Sierra Nevada and Rocky Mountains, and the novelty of crossing the great Salt Lake by rail add to the enjoyment of the trip, and make it one of unusual interest.

San Francisco to Chicago in less than three days.

Full particulars of agent,

SOUTHERN PACIFIC

THE GROCER SAVES MONEY

The Customer is Pleased,

Where

THE O. K. CHEESE CUTTER

is used.



$20.00 Net

F. O. B. Detroit, Mich.

Cuts the Cheese by weight, or money's worth. **Does it better than any other**—Is absolutely accurate. Cannot get out of order.

Our Testimonials Come from Satisfied Users.

We could not spare a single Cutter to send to the World's Fair at St. Louis—Needed all we could make to fill orders.

Catalog supplied from Dept. R. Write for one.
Give your Jobber's name and address.

The Standard Computing Scale Co., Ltd.

DETROIT, MICH.



SHREDDED WHOLE WHEAT RECOMMENDATION

The Best Cereal Food to Eat, and
The Best Cereal Food to Sell, is

Shredded Whole Wheat

It is made in two forms, Shredded Wheat **BISCUIT** and **TRISCUIT.**

TRISCUIT is a CRACKER, not a "breakfast food." It is used as toast in place of ordinary bread toast, and for all purposes for which the common white cracker of commerce is used.

Shredded Wheat **BISCUIT** is the standard wheat food of the world, delicious for breakfast, or for every meal for every day in the year. It contains all the nutriment in the whole wheat in digestible form. A good seller all the year round.

THE NATURAL FOOD COMPANY
Niagara Falls, N. Y.

Common Sense teaches Grocers to sell what pays Best

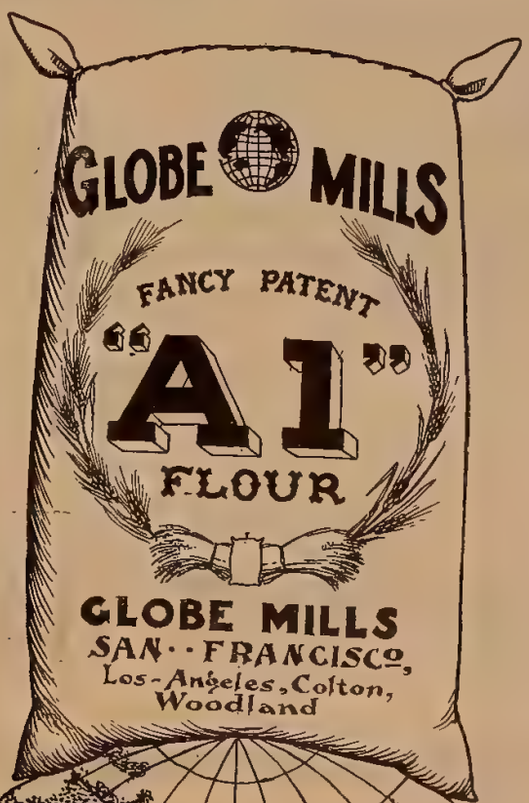
AND GIVES SATISFACTION.

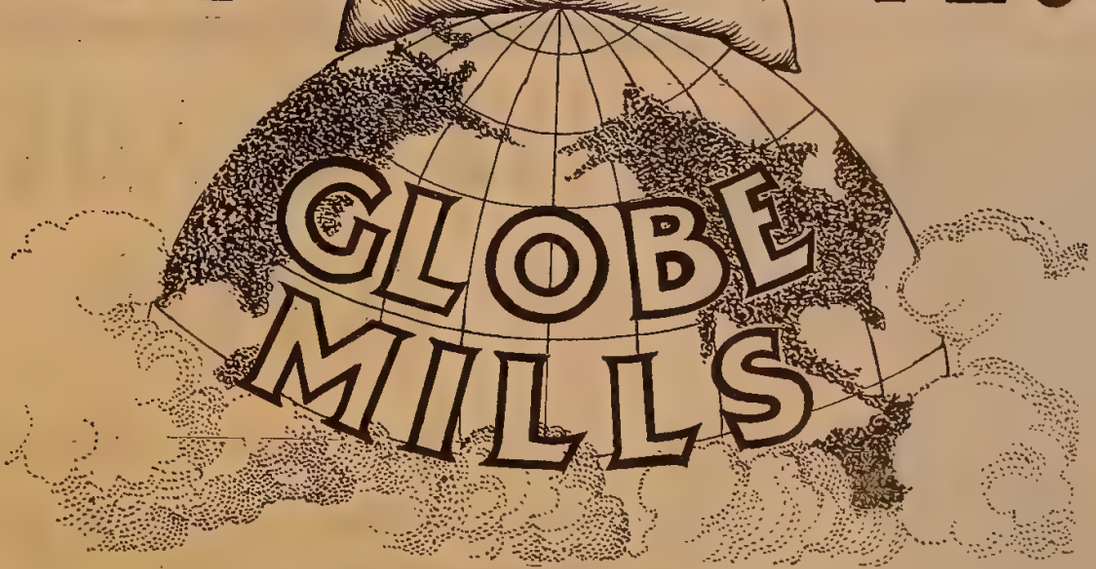
That's why **1000** Retail Grocers in the Bay Cities sell **"A 1" FLOUR.**

You can MONEY BACK our goods.

BEST ON EARTH

"A 1" FLOUR





We claim that **"A 1" FLOUR** will make MORE LOAVES OF BREAD to the barrel and BETTER BREAD than other flours.

WE MAINTAIN THE RETAIL SELLING PRICE.

Tell us how to do more and WE'LL DO IT!

GLOBE GRAIN & MILLING CO.

MONTGOMERY AND CHESTNUT STS., SAN FRANCISCO, CAL.

Telephone Bush 759.

(Please mention the ADVOCATE to Advertisers. It helps us materially.)

Finest Ever Used

DURING GROCERY EXPERIENCE OF 30 YEARS.

WATT & CO., of Grass Valley, give their testimony as follows:



NOTHING IS QUITE SO GOOD

GRASS VALLEY, CAL., June 14, 1905.

The Cudahy Packing Co.,
San Francisco, Cal.

Gentlemen:—

Your Diamond "C" Hams and Diamond "C" Breakfast Bacon **are giving perfect satisfaction,** and I am free to say that they are the **finest we have ever used** during our experience in the grocery business, covering a period of **more than thirty years.**

Yours respectfully,

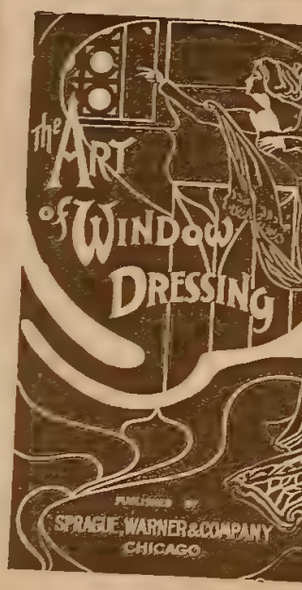
WATT & CO.

By S. GRANGER.



FINEST IN FLAVOR AND APPEARANCE

"THE TASTE TELLS"



WINDOW DRESSING FOR GROCERS

Many New and Simple Designs for arranging your windows so they Will draw trade.

We are offering this work at the nominal sum of ***Fifty Cents***

POSTAGE PAID. ILLUSTRATED. 132 PAGES. 6 x 9 INCHES. CLOTH-BOUND

Retail Grocers' Advocate, - - 456 Montgomery St.

SAN FRANCISCO.

Retail Grocers' Advocate

CALIFORNIA RETAIL GROCERS' AND MERCHANTS' ASSOCIATION — OFFICIAL PAPER — RETAIL GROCERS' ASSOCIATION

Vol. 10 — SAN FRANCISCO, CAL., NOVEMBER 3, 1905 — No. 44

THE RETAIL GROCERS' ADVOCATE

Published Every Friday by
ADVOCATE PUBLISHING CO.

Subscriptions:
One Year $2.00
Single Copies ..... .10

PUBLICATION OFFICE:
456 MONTGOMERY STREET.
Rooms 413-414. - Tele. John 2001

Entered at the Postoffice at San Francisco as Second Class Matter.

Points to Watch

RICE—
The Southern rice crop is estimated at 3,000,000 pockets this year against about 5,000,000 last year.

OLIVES—
This year's Spanish olive crop has been very light and prices are advancing as a result therefrom.

CANNED SALMON—
Extraordinary conditions are responsible for jobbers being able to buy Red Alaska salmon for 85 cents. This salmon will never be lower than now and, owing to the scarcity of fancy stock and low grade goods, higher prices are anticipated before 1906 is very old.

A ROTTEN CANDIDATE.

Retail grocers all over San Francisco know **Fred Eggers.**

They may not know what a bad Supervisor he has been and that is why this is written.

Eggers has earned a reputation for crookedness and boodling in the last two years that makes him a very undesirable candidate for any office—and particularly the office of Tax Collector.

Ed. J. Smith was a boodling Supervisor once. Everybody knows what happened when he was made Tax Collector.

It is not to be expected that the city would have any better luck if they elected that other boodling Supervisor, Mr. Eggers.

The writer has not the pleasure of the acquaintance of J. F. Nichols, the opposing candidate for Tax Collector. But friends inform us that Mr. Nichols is a man of the highest integrity and ability. He has been secretary of the General Relief Committee of the Odd Fellows for the past twelve years and in that capacity has handled much money to the entire satisfaction of his brother Odd Fellows.

Under the circumstances, the **Advocate** would say: "Whether you vote for Schmitz or Partridge, be sure and do **NOT VOTE FOR EGGERS!**

THE DRUMMERS' PARTY.

S. F. C. T. A. Score Another Big Success at the Maestic Theatre.

While the papers carrying this item were being distributed at the post office, the San Francisco Commercial Travelers' Association and their friends were being entertained at the Majestic Theatre.

The advance sale of voxes and seats insures a big crowd and a splendid time for all who go.

The **Advocate** will give a full account of the theatre party next week.

Chattanooga, Tenn.—H. L. Cragens, secretary of this Association, reports that through the effort of their Association a Trading Stamp law was secured from the legislature five years ago, since which time Tennessee has been practically free from gift schemes. The Association publishes a rating of about 20,000 credit buyers in their State. The information comes from the ledgers of every class of retail business.

FIND LYING NECESSARY.

Political Opponents of Joseph A. Stulz Resort to Vile Misstatements.

Joseph A. Stulz, the popular grocer candidate for Public Administrator, has surprised his political opponents by the whirlwind campaign he has made.

Wherever Mr. Stulz has gone, he has been received with a kindness and enthusiasm that has made it evident that he would poll the full strength of the Union Labor vote.

His strength with the wholesale grocers and other merchants in the wholesale district to whom he has paid 100 cents on the dollar for over twenty-five years, is a well known fact.

It is also well known that he occupies a peculiar place in the affections of the commercial travelers whom he has always treated with the utmost consideration without ever expecting any return since his advent into politics was something not of his own seeking and wholly unexpected by him.

Despicable circulars have been issued stating that the Labor Unions had to work fourteen months before Mr. Stulz would take a single union man into his store. This lying statement was repeated by a man named Dan Ryan from a public platform this week.

The clerks' Early-Closing Committee of the North End have been so angered by this, that they have issued a call to all clerks of the city, urging them to vote for Mr. Stulz, and stating that when the early closing movement was started the name of Stulz Bros. was the first to go on their agreement to close and it was largely through the assistance of Mr. Stulz that the signatures of all the other merchants of the North End was secured to this movement, which has bettered their conditions so materially.

A meeting of the executive committee of the Retail Delivery Drivers was held on Wednesday evening and resolutions were passed denouncing the falsehoods against Mr. Stulz, whose consideration of his men has always been marked.

The lying canard will, therefore, result in adding many votes to what Mr. Stulz would otherwise have received.

Mr. Stulz has never had any trouble with unions or with his clerks. Any statements to the contrary are falsehoods, made out of whole cloth in an attempt to counteract the splendid reception that Mr Stulz has been receiving at the many meetings he has attended throughout the city.

DOING GOOD WORK.

The Pacific Coast Commercial Travelers' Association is doing good work for the traveling man. The directors are taking advantage of every opportunity to advance the interests of their members. They realize the fact that the effectiveness of the organization depends entirely upon the extensiveness of its membership. They are therefore making a big effort to get in more good traveling men. Every traveling man should belong to the Association.

One person cannot do a great deal to better conditions. When 700 act together they can do something. When the Pacific Coast Commercial Travelers' Association has increased its membership to 1500, the organization can do much more.

Every member should exert himself to the fullest to secure that membership. Any traveling man desiring further information as to benefits, expenses, etc., should correspond with the secretary, S Moseley Woods, 416 Market street, San Francisco.

McCASKEY REGISTER PLEASES.

Many Merchants Accept This Means of Lessening Their Labor.

The success of the McCaskey Register on the Pacific Coast has been little short of marvelous. The trade has been gradually learning the possibility of saving time and lessening the chance of mistakes by better bookkeeping systems. The McCaskey Account Register now furnishes them with the ideal method of keeping a record of the details of their business.

With no more trouble than there is required to put the cash for a sale into a cash register, the merchant is able, with one writing, to do away with the necessity for pass books, journal and ledger. Every account is also balanced as soon as it is entered.

The McCaskey Account Register makes it practically impossible for a clerk to forget to charge an item.

While it cannot prevent dishonesty any more than a cash register can prevent dishonest clerks from stealing yet it is a check that makes it more difficult for the dishonest clerk to defraud his employer.

The McCaskey Account Register offers the merchant a wonderfully simple and effective system of bookkeeping. Merchants who value their time and know the value of system, should write to the agent, Wm A. Hawley James Flood building, San Francisco, for catalogues and further particulars.

THE PLACE SEEKS THE MAN



FOR PUBLIC ADMINISTRATOR

JOSEPH A.

STULZ

A MAN THE GROCERS **KNOW** THEY CAN TRUST

Peculiar Political Situation.

Many Good Men Support Candidate Who Has Bad Political Backing.

The political situation in San Francisco today will probably never again be duplicated in the history of the city.

Many men of exemplary honesty who have absolutely no selfish ends in view or political axes to grind, are out against the present administration and in favor of Mr. Partridge.

Among the retail grocers there are men like Claus Claussen, Harry Arnold and John King. They are not looking for political office or for political favors. While they are neighbors of Mr. Partridge, that is only a passing incident. They take the position they do as a matter of principle and their honesty cannot be questioned.

With them is John Lackmann, who as supervisor **earned** the honorable title of 'Honest John," which he upheld during two terms as sheriff. Mr. Lackmann's sincerity will not be questioned by those who know him.

Yet the editor of the **Advocate** feels that these gentlemen are on the wrong side of the fence and that the future will show it.

Schmitz Friendly to Grocers.

Mayor Schmitz has ever been a good mayor **as far as the grocers know.**

The talk of "graft" has never been proven by any act through which the grocers suffered. If there were graft, the grocers with their liquor licenses would be likely to be the first ones to suffer.

Let us see where the cry of "graft" comes from.

There is Herbert George and the Citizens' Alliance.

They want to "do up" the Union Labor mayor. They cry "graft," but bring no proof.

There is the Merchants' Association.

Most of its members are members of the Citizens' Alliance and own stock in the Gas Company, the Water Company, the Street Car Company, or all of them. They don't want Municipal Ownership—to which Mayor Schmitz and his administration are pledged. They don't want 56-cent gas instead of $1 gas. It would lessen earnings. They don't want lower water rates It would mean smaller dividends.

Therefore, they don't want Schmitz.

Under the circumstances, it would seem to the **Advocate** that these would be the very reasons why the Plain People—and that includes the retail grocers—should want Mr. Schmitz as mayor.

Every attempt to prove any dishonest act against Mayor Schmitz has failed.

The gravest charge against him **that sticks** is that the Merchants' Association doesn't like him. This includes many men of very high standing. The reputation of these men will carry weight with many grocers. It also includes as president, Frank J. Symmes, who is chairman of the Executive Committee of the Spring Valley Water Co., which does not want its rates lowered and does not want the city to own its own water system.

Rotten Politicians Included.

The 'Fusion movement as a reform movement would be entitled to more consideration if there were not so many rotten politicians enlisted in its ranks.

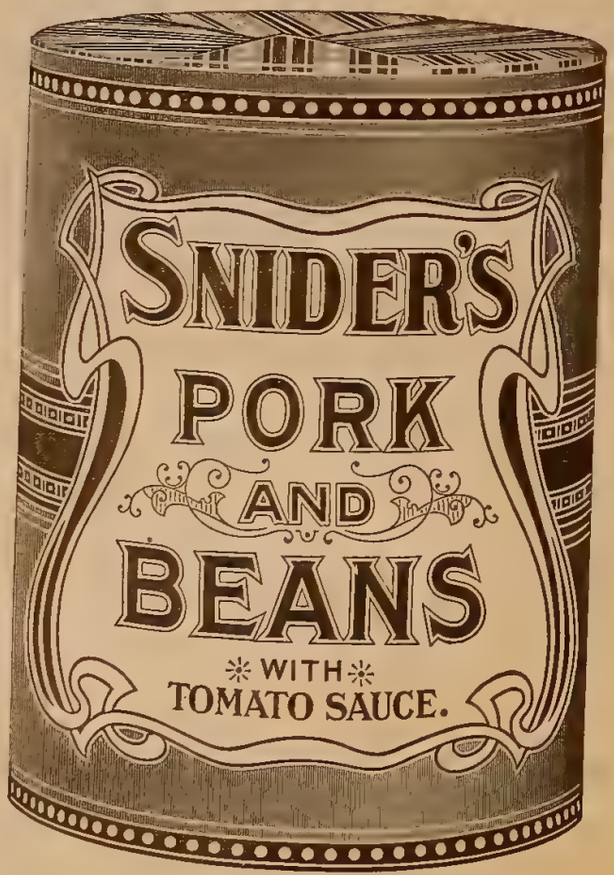
Martin Kelly, Phil Crimmins, John D Daly, Jesse Marks, "Dick" Welch, Pat Prendergast, etc., etc., ets., **may be** all right as crooked politicians, but they certainly weaken the reputations of any "reformers" who may take them into camp.

If the "Fusion" movement announced that they were trying to capture the "Republican Machine," then there would be no reason for criticising the make-up of their forces. But when they say: "We are the only honest men in politics. We intend to take the control of the city's affairs away **from bad politicians** like Eugene E. Schmitz and A. Ruef and give it to good men who have never done politics, like John S. Partridge, John Daly, Martin Kelly, Arthur Fisk, etc., etc.," why then the average grocer ought to say:

"I am going to stick by the man who has been my friend in the past. **That's Schmitz."**

PUSH
SNIDER'S
PORK AND BEANS
WITH TOMATO SAUCE

A Staple of the Highest Grade



Quick Returns With Good Profits

"DELICIOUS—HOT OR COLD"

One-pound, two-pound and three-pound tins.

Snider's Pork and Beans *with tomato sauce* have met with the approval of all, and are guaranteed to be **by far the best.** Sell Snider's and have a big business on beans.

T. A. SNIDER PRESERVE CO., CINCINNATI, OHIO

Makers of Snider's Catsup, Oyster Cocktail Sauce, Chili Sauce, Salad Dressing and Tomato Soup.

SPOHN-PATRICK COMPANY, Agents, 16-22 Front St., San Francisco, Cal.

SPOHN-COOK COMPANY, Los Angeles.

SEASONABLE SUGGESTIONS.

Pointers "Borrowed" From the Columns of Various Careful Contemporaries.

Push coffee.

Canned corn is plenty.

Tea is a strong member.

Coffee pays a good profit.

Small olives are short pack.

Don't forget about collections.

Keep the show windows trimmed.

Keep the candy counter attractive.

How are your mince meat supplies?

The canned tomato market holds its strength.

Demand for chocolate and cocoa is increasing.

Watch your cereal stock for signs of weevils.

Short pack will make French sardines high.

Norway mackerel are unique in point of whiteness.

Hominy has joined the procession and advanced.

Cartoned prunes will be more in evidence this season.

Light the store early these dark days. It looks more cheerful.

Dried apples are not going to be so cheap this winter as usual.

Give your fish department a fair chance to show what it can do.

If you have a private brand don't be afraid to let the public know it.

Keep your crackers properly. People don't like damp or soft crackers.

Talk molasses and syrups in your advertising. These goods are seasonable.

Imported Sultana seeded raisins are higher. All raisins are high this season.

Keep the bottled goods free from dust and shining. This will help sell them.

Chocolate and cocoa ought to sell better than in the summer. See that they do.

Canned meats are not active, although moving as well as usual for the season.

Teas are moving well, say the jobbers. The demand extends over all ordinary grades.

Cape Cod cranberries are reported good for only about 50 per cent of a normal crop this fall.

Rice looks like it was down on the cards for an advance, judging by reports from the south.

Supplies of new crop New Orleans molasses are reported a little slow in reaching northern markets.

An attractive display of pickles will sell them at any season of the year. Display counts in this line.

Canned soups are not used as much in some sections as they might be if better known. Advertise them.

Moorpark peaches this year show a good deal of brown scale. Few brands of evaporated cots are free from it.

Stick to a good line until you are very sure a better is offered you—and then don't be in a hurry to change.

Make a bid for the best coffee trade in your town and keep it by handling the best coffees. It's a nice business.

Canned corn is cheap and will sell well now as a leader. Here is a first rate item to feature in your advertising.

There ought to be a very large consumption of corn this winter. It is nearly the only canned article that is low.

It is always possible to have something new in the window. New grocery products come in at all times of the year.

Business on teas is improving. Supplies are firmly held and prices correspondingly strong in the United States.

Keep after the trade of your farmer friends. Advertise your bargains and a lot of the ruralites can be coaxed into town.

You may have to create a demand for real olive oil among your customers. But it can be done by proper advertising and demonstrations.

Why not demonstrate coffee every Saturday during the cold weather? It will certainly result in an increased business not only in that line but in others as well.

Build up a good business on candy this fall and winter? It is a profitable line and can be worked up and made a good thing for anybody who will take the trouble to do it.

In spite of the fact that there is an enormous oat crop all oat products are very firm. It is said that the chief producers have all they can do to fill orders and they are consequently very independent.

Where is the boarding house dessert coming in this winter? Prunes are high, dried apples are high, peaches and apricot both canned and cured are out of the questions, raisins are ditto.

Mirrors rarely come amiss in the show window. When they answer no other purpose they are convenient for the use of passersby, who can't resist a glance at their own features.

All kinds of talk is heard about what the tomato market is going to do, but nobody can tell for certain whether it will continue to advance or not. The only thing that is certain is that the pack is very short.

Cheap cigars are everywhere, but the really good cigar has to be sought. Why cannot the grocers who sell cigars get more business by way of the cigar counter? Why don't more of them advertise smoker's goods?

The canned fruit ssituation on the Pacific Coast is very strong. All choice qualities of fruits are cleaned up. This applies especially to apricots, good extra standards being very scarce. The peach market is in good condition.

Cables from Smyrna report an advance in all the fine grades of figs. It is stated that a number of the Smyrna packers have closed down their plants for the season, owing to the shortage of material from the producing districts.

How often do you scrub the store? A Des Moines, Iowa, grocer, has his establishment scrubbed every night while there are grocers that scrub only once every twenty years. Once a week is none too often for any store. Twice is better.

A poor order clerk is a bad proposition. He is not under the eye of the proprietor like the clerks in the store and sometimes he does things that he knows the "boss" would not approve of or makes promises that he cannot fulfill. Get a good solicitor and pay him a fair salary.

New honey is coming in and it ought to be going out with almost equal celerity. Unfortunately, the public is not always informed of the receipt of new goods such as honey, maple sugar and similar articles which are produced in strictly limited quantities. The dealer who posts his public is the dealer who leads the public.

The Pacific Coast Borax Co., makers of the 20 Mule Team borax, have put on the market a white borax laundry soap which is especially adapted for softening hard water. A line of other borax preparations has also been put out by the company, including a boric talcum powder and a powdered borax preparation for toilet use.

Flat decorations or designs, such as circles built with wheel spokes, diamonds, hearts, shields, crosses, etc., are much more easily arranged and take fewer goods than do the upright structures of lofty altitudes. Another point in the favor of horizontal designs is the fact that they interfere very slightly with the passage of daylight from the outside to the inside of the store.

Town-loving dealers can't do better work at booming the town than by fixing up their show windows in the best shape. The fine show window is of more vital moment to the town than is the newspaper advertisement that maybe cost more. Think what it would mean to any business community in need of recognition from outside, if every store window in the place were utilized to the utmost possible extent.

Canned delicacies, particularly meats and fish, are susceptible to energetic treatment and sell accordingly. If a grocer has any doubt on this particular score, let him put some of the rarer kinds of canned fish, souser or spiced, on the demonstration table and the chances are that he will have an active inquiry for the goods. Where we have noticed interest in the goods is among visitors from the interior to whom fish is more of a luxury than it is in seaside cities.

A MATTER OF HEALTH

ROYAL



BAKING POWDER

Absolutely Pure

HAS NO SUBSTITUTE

All Grocers should carry a full stock of Royal Baking Powder. It always gives the Greatest Satisfaction to customers, and in the end yields the larger profit to the Grocer.

Your Customers are Thinking of Thanksgiving Day

Their thoughts naturally turn to food of the right sort. Every article served that day must be faultless. Especial pains must be taken with the salad. The one essential thing to do is to season it with ∴ ∴

THE SEVILLE PACKING CO.'S

Nicelle Olive Oil



Made in Nice, France, solely from selected, sound, mature olives.

Grocers who have exacting trade should not attempt to keep store without it.

Put up in ½-pint, pint, quart and 22-ounce bottles; also in 32-ounce, ½-gallon and 1 gallon tins.

Send us your order and we will mail to your best customers a beautiful illustrated booklet entitled "Salads: How to Make and Serve Them." When mailing order enclose list of names and addresses.

Spohn-Patrick Company

Pacific Coast Agents

16-18-20-22 Front Street San Francisco Cal.

BRANCH HOUSES:

Portland, Seattle, Denver, Salt Lake City

SPOHN-C.OK COMPANY, Los Angeles, Cal.

ASSOCIATION NEWS.

National Association—National President John A. Green reports that through the intervention of the National Association the manufacturers of seven of the largest match concerns in the country have agreed to abolish the practice of giving premiums.

Fort Wayne, Ind.—The Indiana State Retail Grocers Association is very strong. It recently amalgamated with the Retail Merchants' Association, which includes all branches of trade, and was very strong in Fort Wayne, where it has the full confidence of all the merchants.

Toledo, Ohio—At each meeting of the Retail Grocers' Association, a card is drawn from a box in which is placed a ticket for every member of the Association. The ticket drawn at the last meeting of the Association was number 156. This was the number of a member who was not present at the meeting, and the prize, which was $5, reverted back to the treasury.

Akron, Ohio—The Retail Grocers' Association has decided that in the future no favors will be asked of manufacturers or jobbers. All the expenses of the organization will be met by contributions from the members themselves. The secretary of the State Association has secured 250 applications for fire insurance amounting to about $700,000. As the law requires applications of at least 200 and the amount at least $500,000, the Merchants' Mutual Fire Insurance Company will soon be in operation.

Lansing, Mich.—Because of the action taken at the last state convention of the Michigan Retail Merchants' Association, the Secretary of State no longer allows peddlers to take out licenses for the few summer months. If a man wants to peddle in Michigan, he has to pay the full yearly license of $75 in a lump. This serves to lessen the number of peddlers.

You want to please your customers.



Lily CREAM WILL DO IT

Its Pure That's Sure

At All Jobbers

Pacific Creamery Co.

San Francisco Office, 115 Davis St.

Phone, Bush 522.

COMPUTING DEVICES BARRED.

Only the Dunn and Anderson Cheese Cutters Can Now Use This Device.

The Anderson Tool Company has notified Mr. Wm. A. Hawley, their Pacific Coast representative, that no cheese cutter except those of their manufacture have a right to sell a cheese cutter with a computing attachment. They also notified him that manufacturers and jobbers selling machines carrying this attachment would be prosecuted to the full extent of the law. Their letter is as follows:

Dear Sir: We beg to advise that the Total Value Scale Patent covering the method of computing as used on our "Dunn" and "Anderson" cheese cutters has just been granted by the United States Patent Office. The patent is numbered 800431 and dated September 26th, 1905. The application for this patent has been in the patent office for many months, regarding which we have notified the trade throughout the United States a number of times

It is our desire wherever you locate **a maker, a user or seller** of a machine **computing in money value** you send the name of such maker, user or seller to us promptly, upon receipt of which **we will expect to take immediate action** to secure adjustment of any and all infringement, which would also include the discontinuing of the making, using or selling of infringing machines.

While there are, at this time, a number of cheese cutters being manufactured, nearly every machine submitted for our examination is using in some manner or form the Total Value Scale above mentioned.

We are now notifying the jobbers throughout the United States to immediately cease the use or sale of all infringing machines and we will be glad to have you supply us with the names and addresses as above mentioned of any jobbers who are not now on our list.

We would request that you pay particular attention to the retail dealer who may have purchased his machine from a jobber, for the reason that if said machine be an infringement we shall expect the use of same to be discontinued promptly. Our object will be to free the market of the manufacture or use of all infringing machines without any unnecessary delay.

Yours very truly,

The Anderson Tool Company.

PACIFIC COAST PRODUCT.

Meritorious Jars for Home Canning Win Gold Medals.

The Economy Jars, for home canning of vegetables, fruits, fish, soups, game, meats, jellies, jams and preserves, received the gold medal at the Lewis and Clark Exposition at Portland.

These jars are a Pacific Coast product and are made by the Kerr Glass Manufacturing Company of Portland, Ore., and the Spohn-Patrick Co. are the agents.

Among the advantages of this jar may be mentioned the following: It is made of crystal white flint glass; has a wide, smooth mouth, that your hand can easily slip into, it is a molded jar with the glass of uniform thickness, and is not liable to break; there is no rubber to adjust, the sealing being done by means of a pure composition fixed to the cover; the cover is covered with gold lacquer that is as absolutely impervious to fruit acids as the glass itself, and all parts of the glass are impervious to fruit acids.



IT'S A SNAP

UNTIL JANUARY 1st YOU CAN BUY

Bond Automatic Weighers

AT 20% BELOW THE LIST

You could afford to buy one at twice the price. This is fairly giving them away. Write for prospectus.

BOND SCALE CO.

Office and Factory

1640 San Fernando Street, LOS ANGELES

Branch Office and Salesrooms

220 California Street San Francisco

Better Profits

Greater Economy in

Cereal Goods

A New Departure.

DEL MONTE MILLING CO. PEACOCK BRAND SAN FRANCISCO.

ALL MEALS

Can Now be Secured in

2-lb. and 5-lb. Cartons

UNDER THE

PEACOCK BRAND

Thoroughly Sterilized — No Waste — No Bugs — Attractive Packages Packed by Machinery — Not Touched by Human Hands.

Selling Price Absolutely Protected.

Sole Manufacturers:

DEL MONTE MILLING CO.

San Francisco and Los Angeles.

CRACKER-JACK

THE MORE YOU EAT THE MORE YOU WANT THE WORLD'S GREATEST 5¢ SELLER

100 Packages to Case $3.65

Case weighs 40 pounds gross.

Dodge, Sweeney & Co., AGENTS SAN FRANCISCO



Sells Like Magic

The Grocer is Safe--He is Sure of Sales when he Stocks

"20th Century Soap"

We send demonstrators and salesmen right into his own neighborhood and put this soap right into the homes of his own customers—giving the grocer the benefit and profit of the sales. It requires little effort on the grocer's part to move the goods.

And "20th Century Soap" is such a repeater. Everywhere it goes it stays. It can be used in so many ways to such good advantage that no housekeeper who has ever used it will be without it.

Furthermore, the advertising that is being carried on all the time for "20th Century Soap" is singularly and wonderfully effective in selling the goods. It has been unusually successful so far and will continue to be.

"20th Century Soap" yields the dealer a liberal and handsome profit.

Your jobber or your jobber's salesman will tell you how fast it is selling.

Hoffheimer Soap Company, Factory, Chicago

Offices in { NEW YORK BOSTON PITTSBURG CLEVELAND DENVER SAN FRANCISCO

PRICES FOR PROFIT.

Charges That Must Be Made if the Business Is to Pay.

Pacific Coast grocers can study with advantage the following article which we re-print from the "Commercial Bulletin" of Minneapolis:

"At the meeting of the Minneapolis Retail Grocers' Association the other night a very interesting subject came up—that of profit.

"It was shown by actual incidents that many grocers not only do not get a fair profit on certain lines but that they do not know whether they make or lose.

"The buying of cranberries and selling them on the supposition that there are from 110 to 120 quarts in the barrel was instanced.

"An incident told of a man buying green corn in the early season and selling it on the supposition that there were from eight to ten dozen ears in the box, when as a matter of fact, but three or four dozen salable ears were found.

"Many grocers apparently have no idea of the amount made—or lost in some departments—particularly in fruit and vegetables.

"The bunch of bananas or the box of peaches is a good illustration of this. Many grocers guess at the number of bananas on a bunch and make a price per dozen that they think will pay a profit. Usually, by the time spoiled fruit is deducted there is no profit if the truth were known.

"Fruits and vegetables are not the only offenders. Many staple lines are not sold at a sufficient profit.

"The grocers of Plainview, Minn., have a list of selling prices that allow them a fair profit and which would not be a bad guide for any store. The Plainview list is as follows.

Cost per doz.		Retail at
$0.30	to $0.40	5c, 6 for 25c.
.40	to .50	5c straight.
.50	to .60	8c, 4 for 25c.
.60	to .85	10c, 3 for 25c.
.85	to .95	10c straight.
.95	to 1.20	12½c straight.
1.20	to 1.45	15c straight.
1.45	to 1.65	18c, 2 for 35c.
1.65	to 1.95	20c straight.
1.95	to 2.20	25c straight
2.20	to 2.45	28c, 2 for 55c.
2.45	to 2.85	30c straight.
2.85	to 3.35	35c straight.
3.35	to 3.60	38c, 2 for 75c.
3.60	to 3.85	40c straight.
3.85	to 4.10	45c straight.
4.10	to 4.50	50c straight.

TESTING THEIR LAW.

Massachusetts Merchants to Find if They Can Contral Stamps.

Test of the trading stamp law, so called, will be made in Brockton in a suit brought by the city against the Grand Union Tea Co., to recover the amount of a state tax collected by the city from firms doing a business in which a trading check or something similar is issued, says the "New England Grocer" The amount of the original tax was $18.96, and with this suit is brought for the interests and costs. Attachment was made this week.

It will probably develop into a test case. The city, through Tax Collector Pope, has tried unsuccessfully to collect the tax in question. He consulted City Solicitor James J. Dowd and suit was advised.

FOR SALE—Good paying grocery store and bar on Third street. Rent reasonable. Lease given. Good location and good business. Proprietor leaving city. A fine chance for a live man. Address **GROCER**, care Advocate.

WHY THEY SELL IT.

A Leading Grocer Tells Why He Gives Preference to Globe Flour.

One of San Francisco's leading grocers has built up a big trade on "A1" flour and also sells large quantities of the other brands of the Globe Mills. In explaining why he did this, he said:

"First. I get a fair profit on the product of the Globe Milling Co.'s flour and know that some competitor is not selling the same brands for less money.

"Second. Every time that I sell "A1," "Bouquet," or "Silver Star" I am saved the necessity of selling some other flour on which there is no margin of profit, if I wish to compete with the price established by the cutters and on which I would get no profit.

"Third. The selling of the above brands of flour is, in my judgment, the best argument that can be made to the other manufacturers why they should protect the selling price of their products against the cutters of our city, who, if they do make a margin of profit at the prices advertised by them, must certainly be favored by special prices given them by the manufacturer of the product so advertised, and consequently is an unjust discrimination against the regular dealers of our city"

AMONG THE GROCERS.

H. F. Bobb & Co. have one of the most attractive and prosperous grocery stocks in the pretty town of Haywards, and are doing a large and thriving trade.

Toft & Niessen, Haywards, are doing a prosperous trade, and have a good general stock of goods.

S. G. Lane of Allendale has one of the newest and brightest stores in his town and is carrying a large and varied stock. Trade is good with him.

A. Guild of Diamond is an old timer in his town, and has a big trade, the result of years of close attention to his business.

C. E. Archer of Fruitvale has a thriving trade. His old stand has become known to a wide circle of townsmen, and carries a fine assortment of goods.

J. E. Frazier of Fruitvale has a well selected stock of groceries, and merits the splendid trade he has built up.

C. Elferle of Fruitvale feels well pleased with general trade conditions. He carries a good stock and makes an attractive display.

Quality

Counts before QUANTITY with shrewd buyers



—Our Goods are Always Satisfactory—

Helvetia Milk Condensing Co.

Highland, Ill.

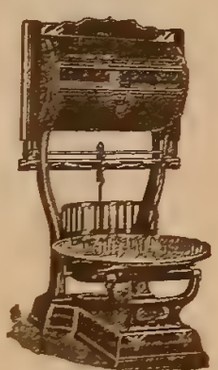
San Francisco Office, 3 Calif'a St.

FIRST HIGHEST AWARD

The Complete Exhibit of the

Dayton Money-Weight Scales

At St. Louis World's Fair, 1904, received the HIGHEST AWARD and GOLD MEDAL.



MANUFACTURED BY
Computing Scale Co.
DAYTON, OHIO

1—They give the correct value of the article being weighed.
2—They prevent loss from errors in calculation.
3—They save time required in making calculation.
4—They are made better than ordinary scales.
5—With proper care they will last an ordinary life-time.
6—The pivots are of hardened tool steel, and with agate bearings inserted at the proper point, are practically indestructible.
7—They are sensitive to the very small fraction of an ounce.
8—They are an ornament to any store.
9—They are the only scale that is mechanically honest.
10—Customers, knowing them to be an honest scale, like to have their purchases weighed on them.
11—Sold on easy monthly payments.

With the **Money Weight Scales** you at once weigh goods **AT THEIR MONEY VALUE.**

Send for further information to

PIERCE & CO., PACIFIC COAST AGENTS

846 James Flood Building, Cor. Market and Powell Sts., San Francisco, Cal.

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Each of these departments in this Price List is checked up and corrected every week by two or more reliable authorities on values. More than thirty wholesale houses co-operate with us to secure for our List the greatest accuracy possible.

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COLUMN 1.
Department 1.

COFFEE, CHICORY, ETC.

Green Coffee.

Mocha, Genuine Arabian	23	25
No. 2	17	18
No. 3	16	
Kona (Hawaiian)	16	18
Mexican	13	15
Java, common	15	18
Java, brown plantation	20	25
Caracol, prime washed	13	16
Caracol, ordinary	13	14
Guatemala	11	17
Costa Rica	12½	16
Salvador	10½	12

Roast Coffee.

Salvador	12	20
Costa Rica	16	20
Java	24	31
Mocha Aden	27	31
Prme W shd. C. A. Blends	19	24
Good C. A. Blends	18	20
Ordinary Blends	12	18

Private Brands.

Royal Java Roast	13
Lion, 100-lb	14.87
Arbuckle's, 100-lb	15 87
Arab, 1-lb tin	.18
Hill's Bros. Arabian Roast	.27
"M.J.B.," 60 1's in case	.28
"M.J.B.," 30 2 s in case	.27
"M.J.B.," 24 3 s in case	.25

Schilling's Best Coffee.

Tins: 30-lb price
60-lb case ¼ off

	1-lb cartons	1lb tins	2lb tins	3lb tins
5-star	36¼	39¼	38¼	38
4-star	29¼	32¼	31¼	31
3-star	25¾	28¾	27¾	27½
3-star Laquered (3-lb. tins only)				27½
2-star	22¼	25¼	24¼	24
1-star	18¾	21¾	20¾	20¼

Cartons only in 25, 50 or 100 lb cases can be assorted as required.

The Porto Rico Co.

Ponce de Leon, sealed cans only, 1-lb 30, 2-lb 29, 3-lb 28½
Cream of Moca, 1-lb. cartons .25
La Gloria de Porto Rico in bulk .26

Ground Coffee.

Hill's Bros. Arabian Roast	.27
Cafe des Gourmands	.25
Mexomoka	.25

Chicory.

California	6
Belgian	7
German, Genuine	8

Coffee Extracts.

Bulk, per lb	07
Vienna, ¼'s, 10-lb bx	25
Vienna, 1's, 10-lb. bx	25
Ackermann's, ½-gross bxs., gross	4 00

COLUMN 2.
Department 2.

TEAS.

Japan.

(Panfired. Sundried or fired.)	Basket-	
Extra Fancy	56	74
Fancy	41	55
Extra Choicest	39	43
Choicest	34	38
Fine	24	28
Fair	22	24

Green China.

(Gunpowder. Imperial or Young Hyson)

Extra Fancy	55	75
Fancy	38	48
Choicest	35	37
Extra Choice	32	34
Fine	25	31
Fair	20	25

English Breakfast.

Extra Fancy	67	80
Fancy	51	66
Choicest	35	50
Choice	24	30
Fine	20	22
Fair	15	20

Oolong.

Extra Fancy	58	$1.50
Fancy	50	57
Extra Choice	36	42
Choicest	33	35
Fine	27	32
Fair	22	26

Ceylon and India

Broken Orange Pekoe	36	65
Broken Pekoe	33	56
Orange Pekoe	31	58
Pekoe	27	46
Pekoe Souchong	24	39

Schilling's Best Teas.

(Packed only in 16, 12, 8 and 6-oz. Cartons. Never in bulk.)

Japan, per lb	$0.45
do, 1 crown	.90
do, 2 crown	1.80
English Breakfast	.45
do, 1 crown	.90
do, 2 crown	1.80
Ceylon	.45
do, 1 crown	.90
do, 2 crown	1.80
Oolong	.52½
do, 1 crown	1.05
do, 2 crown	2.10

TREE TEA
(Pride of Japan, etc.)

Packed in 1 lb. and ½ lb. cartons

Japan	37½
E. B. Congou	37½
Oolong	50
Gunpowder	45
Ceylon	45

COLUMN 3.
Department 3.

SUGAR AND SYRUPS.

The Western Sugar Refining Company quotes net cash prices as follows. Barrels are an advance of 10c, half barrels, 25c, boxes, 50c, 50-lb. bags, 10c.

Dry Granulated, 100-lb. sk	5 05
Fruit Granulated	5 05
Confectioners' A	5 05
Cube	5 20
Crushed	5 20
Fine Crushed	5 30
Candy Granulated	5 15
Magnolia A	4 65
Extra C	4 55
Golden C	4 45
Beet D. G.	5 00
"D" Sugar	4 95
H. & E. Crystal Dominos	8 05
Bar Sugar, bbls	6 00

¼ cent off for prompt cash.

Do.	¼-bbls	6 80
Do.	40-lb. tins	8 60
Do.	30-lb tins	8 60
Do.	30 lb. boxes	7 45

SYRUPS.

Saratoga Drips (Long's)	gal	Gal.
50-gal. bbls.		$ 50
30 gal. bbbls.		52
17 gal. bbls.		55
5 gal. jackets		2 36
4¼ gal jackets		2 61
2 gal kits		1 23
1½ gal. kits		91
1 gal tins		70

Pac. Coast Syrup Co.

Tea Garden Drips—	Case
12, 1 gal. tins	$8.40
20, ½ gal. tins	7.70
24, ¼ gal. tins	6.34

Orange Blossom Drips.

6 1 gal.	tins, per case	$2 40
12 ½ gal.	" "	2 60
24 quart	" "	2 60
36 2-lb.	" "	2 85
50-gal. bbls		33
28-gal. ½-bbls.		35

Molasses

New Orleans

Genuine Light, about 50 gals. bbls.	50
Genuine Light, 30 gal. ½ bbls.	52
Genuine Light, 15 gal. ¼ bbl.	55
Genuine Light, 5 gal kegs, gal	57

	Doz
Pelican, 12 1 gal tins	9 60
Pelican, 20, ½ gal. tins	8.90
Pelican, 24, ¼ gal. tins	6.10

COLUMN 4.

Maple Syrup.

Woodlawn (Long's)	case.	Case.
Gal cans, 10 to cs		$11 00
Gal. cans, 6 to cs		6 60
½ gal cans, 12 to cs		7 14
¼ gal cans, 24 to cs		8 10
10 gal. jackets, each		10 15
5 gal. jackets, each		5 11
4½ gal. jackets, each		4 63
Qts., glass, 12 in cs		4 60
Pts., glass, 24 in cs		4 90

Pac. Coast Syrup Co.

Toboggan—	Doz.
⅛ gal. tins, 2 doz. to cs	2.25
¼ gal. tins, 2 doz. to cs	4.00
½ gal. tins, 20 to cs	7.20
1 gal. tins, 12 to cs	13.20

"OLD MANSE"
—Absolutely Pure—
CANADIAN SAP MAPLE SYRUP.



	Doz. Price.
1 gal. cans, ½ doz. in cs.	$14.00
½ gal. cans, 1 doz. in cs.	7.50
¼ gal. cans, 2 doz. in cs.	4.25
⅛ gal. cans, 4 doz. in cs.	2.50
Qt. bottles, 1 doz. in cs.	4.50
Pt. bottles, 2 doz. in cs.	2.75
Decanters, 1 doz. in cs.	5.50
4½ gal. Jackets, per gal.	1.00

Retail Discount -5 uses 5%; 10 cases 7½ %; 25 cases or over, 10%.

On each package we offer to forfeit $1,000.00 if found short in measurement or containing any impurities.

Maple Sugar.

Vermont, gen. pure, abt. 30 1-lb bricks, per lb	17
Vermont, gen. pure, abt. 20 3-lb bricks, per lb	15½
Log Cabin, in 1, ½ and ¼-lb bricks, assorted in 25-lb pails per lb	15
Scudder's, in 1, ½ and ¼-lb. bricks, asstd., per lb	14

COLUMN 5.
Department 4.

DRIED FRUITS, NUTS AND HONEY.

(Add ¼c for 50-lb boxes and ½c for 25-lb. boxes.)

Apples.

Sundried, sacks	6½
Evap, fancy 50-lb bxs	9
Evap, ex. choice, 50-lb bx.	8½
Evap, choice 50-lb bx	8

Apricots.

	1905 Crop
Choice Sacks	10
Fancy Sacks	12
Fancy, 25-lb boxes	12½

Blackberries.

In boxes, per lb	18

Cherries.

Pitted, in boxes, per lb	30
Unpitted, in boxes, per lb	11

Currants.

In bbls (tubs 6¾)	6½
In mats, 50-lb	7
Recleaned, in bbls.	7
Recleaned, 25-lb boxes	7½
Recleaned, 50-lb boxes	7½
Recleaned, 1-lb carts	8½
Recleaned, 12-oz. carts	6¾

Dates.

Fard, 14-lb, per lb (70-lb 7)	8
Persian, 65-lb case	5½

Figs (California).

Black, sacks	4
Black, 25-lb boxes, per bx.	1.20
White, bags	4½ 5
White, 10-lb bx, per bx	60
White, 10 1-lb bcks, pr bx.	65 75

Figs (Imp. Smyrna.)

Fancy, 10-lb bx, per lb	18
Choice, 5-lb bx, per lb	16

Nectarines.

White	8½
Red	8

Peaches.

Choice, in sacks	10
Ex. choice, in sacks	12
Fancy, in sacks	12½

Pears.

Choice, ¼'s, in sacks	12
Ex. choice, ⅛'s, in sacks	12
Fancy, ⅛'s, in sacks	14

Plums.

Unpitted	8
Pitted, bleached	9
Pitted, black	8

COLUMN 6.

Prunes.

	Sks.
30s-40s	8
40s-50s	6
50s-60s	5¼
60s-70s	4¾
70s-80s	4½
80s-90s	3¾
90s-100s	3¼

Raisins.

	Box	½'s	¼'s	50 lb
6 Cr. Layers	$ 2 25	—	—	$ 10
5 Cr. Layers	1 75	—	—	2 00
4 Cr. Layers	2 25	—	—	2 10
3 Cr. Layers	1 15	—	—	1 60
2 Cr. Layers	1 15	—	—	1 50
4 Cr. Loose	—	—	—	07
3 Cr. Loose	—	—	—	06½
2 Cr. Loose	—	—	—	06

Thompson Seedless, blchd. 50-lb boxes 11
Sultana Seedless, blchd. 48 1's, per lb. 1
Seedless Muscatels, 50-lb cases 5½
Seeded 1-lb cart. 8½
Seeded 12-oz. cart. 7½

NUTS.

Almonds fancy, I. X. L.	14
Almonds, choice, soft shell, Drake	14½
Almonds, shelled, No. 1	32
Almonds shelled, No. 2	27@30
Almonds, shelled, Jordan, Imp	38
Almonds Jordan, Dom.	37½ 40
Brazils, 210-lb sks, new	12
Chestnuts, Cal. Italian	.09 .10
Cocoanuts, $ 100	4.50 5.50
Filberts, 175-lb sk	.11 .12
Peanuts, Japanese, hand picked	.0½ .07
Peanuts, roasted	.08 .09
Pecan, polished	.14
Pine	
Walnuts, hard shell	10½
Walnuts, sft shll, No. 2	.13
Walnuts, sft shll, No. 1	.14

COLUMN 7.

HONEY.

Water White, 2 5's, lb	.07
Light Amber 2 5's, lb	.06
Lt. Amber, 10 1 gal tins gal	75
Lt. Amber 20 ½ gal tins gal	1 00
Lt. Amber 2-lb tins, doz	2 60
Lt. Amber, 12-oz bots doz	1 35
Comb, 1-lb glass jars, doz	1 75
Comb, 2-lb glass jars, doz	3.00

Pine Apples.

	Per Doz.
2 lb., fancy sliced, E. & C. 2 doz. in case	2 50
2 lb. grated, 2 doz in case	2 25
2 lb. shredded, 2 doz. in case Hawaiian	1 65
Johnson's—Columbia.	
2 lb. sliced, 2 doz. in case	2 30
2 lb. grated, 2 doz. in case	2 30
1 lb. sliced, 4 doz. in case	1 15
1 lb. grated, 4 doz. in case	1 15
½ gal., coreless, 4¼ lb. to tin.	
½ doz. in case, per lb	16
½ gal., grated, 7 lb. to tins.	
½ doz. in case, per lb	16
2 lb., sliced, Baltimore, 2 doz case	2 25
2 lbs., grated, Baltimore, 2 doz case	2 25
1 lb., cocktail, Baltimore ovals, 4 doz. case	1 25
2 lb., sliced, Singapore, 4 doz case	1 75
3 lb., sliced, Singapore, 2 doz. case	2 40
Royal Hawaiian,	
2-lb grated, 2 doz case	1 80
2-lb sliced, flats 2 doz. case	2 00
Tall, 2-lb sliced, 2 doz case	2 00
HB Sliced 2 doz. 3s	2 50
HB Whole, 2 doz. 3s	2.50
HB Grated, 2 doz 2s	2 25
HB Sliced 4 doz 1s	1.15
HB Grated, 4 doz. 1s	1.15

COLUMN 8.

Department 5.

JELLIES, JAMS, ETC.

Griffin Extra Preserves.

Raspberry, strawberry, blackberry currant, loganberry, per doz. $2.00
Cherry, per doz. $2.00
Less 10 per cent in 5-case lots.

Apricot, Damson, Fig, Gooseberry, Gage Peach, Plum, Quince, per doz. 2.00
Orange Marmalade. 2.00
Less 10 per cent 5 case lots

Long's Preserves.

Strawberries, Raspberries, Blackberries, Loganberries, Cherries, Pineapples, Pears, Figs, in 20-oz. glass jars, 2 doz. in cs., per doz. $3 50
Apricot, Plum, Quince, Orange, Peach, in 20-oz. glass jars, 2 doz. in cs., per doz. 3 20
Asstd. 2 doz. in cs., per doz. . . 3 30

JAMS.

Curtice Bros. Co., Rochester, N. Y.

In 16 oz. Glass Jars.

Strawberry, raspberry, raspberry and currant, red cherry, white cherry, apricot, black currant, red currant, quince (sliced), peach (sliced), pear (sliced), blackberry, gooseberry, grape, green gage, egg plum, damson, pineapple marmalade, tomato marmalade, orange marmalade, per dozen, $1.95.

All above packed in cases of 2 dozen each

COLUMN 9.

Long's Peerless Jams.

Strawberry, Raspberry, Blackberry, etc., in 16-oz. glass jars, 2 doz in ca., per doz. 2 00

Long's Pure Currant Jelly.

Tumblers, 2 doz in cs., doz.. 2 00
30 lb. kits, per kit 3 00
15-lb. kits, per kit. 1 75

Marmalades.

Orange (Dundee) 48-1's, doz. 2 75

COLUMN 10.

Apple Butter.

Cuttings, 5-lb. tins, per doz. $2.50
Heinz, 2's, 2 doz. in cs, doz $2 25
Heinz, 3-lb stone crocks, doz. 4 25
Heinz, 4½-lb stone crocks, doz 6 50
Heinz, 18-lb. stone crocks, lb . 11

Peach Butter.

Cuttings, 5-lb tins, per doz. 2 50
Heinz 4½-lb stone crocks, doz 3 00
Heinz, 18-lb stone crocks, lb 11

Maraschino Cherries.

Long's, qts, 12 to cs., per cs. 8 50
Long's, pts., 24 to cs., per cs. 7 50

JELLIES

FRUIT	2 lb Extra	2 lb Stand	1 lb Extra	Tumblers	6 oz Lunch 10 oz Glass
Apple	1 65	1 35	1 00	85	1 75
Apricot	1 65	1 35	1 00	85	1 75
Assorted	1 65	1 35	1 00	85	1 75
Assorted No. 2					1 75
Blackberry	1 65	1 35	1 00	85	1 75
Cherry					
Crabapple	1 65	1 35	1 00	85	1 75
Currant	1 75	1 50	1 10	85	1 90
Damson					1 75
Fig					
Gooseberry	1 65	1 35	1 00	85	1 75
Grape (Catawba)					1 75
Green Gage					
Lemon	1 65	1 35	1 00	85	
Loganberry					1 75
Orange Marmalade	1 35	1 00		85	
Peach	1 65	1 35	1 00	85	
Plum	1 65	1 35	1 00	85	1 75
Quince	1 65	1 35	1 00	85	1 75
Raspberry	1 65	1 35	1 00	85	1 75
Strawberry	1 65	1 35	1 00	85	1 75

JAMS

	2 lb Extra	2 lb Stand	1 lb Extra	Tumblers	6 oz Lunch 10 oz Glass Preserves
				1 60	1 35 90 90 1 80
				85	1 75 1 60 1 35 90 90 1 80
					1 75
				85	1 75 1 85 1 60 95 90 1 80
					1 80
				85	1 75 1 80
					1 75
				1 60	1 80
					1 75 95 90 1 80
					1 75
				85	1 75 1 80
					1 80
				85	1 75 1 60 95 90 1 80
				85	1 75 1 60 1 35 90 90 1 80
				85	1 75 1 60 1 35 90 90 1 80
				85	1 75 1 60 1 35 90 90 1 80
				85	1 75 1 60 95 90 1 80
				85	1 75 1 60 95 90 1 80

Department 6.

CANNED FRUITS AND CANNED VEGETABLES

KIND	2 lb. Extras	2½ lbs. Extras	2 lbs. Standards	2 lb Standards	2's Seconds	2½ Wax or	2½ Pie	Gallons Extra Standard	Gallons Standard	Gallon Water	Gallon Pie
Apples								4 00	3 50		2 65
Apricots	2 25	1 65	1 40	1 30	1 15	1 05	1 05	4 50		2 75	2 40
" peeled			1 35	1 25	1 10	1 00	1 00				
" sliced											
Assorted											
Blackberries	2 25	1 70	1 45	1 35	1 20						
Cherries (Royal Anne)								1 25	4 00	3 75	3 50
Cherries (White)											
Cherries (Black)	2 00	1 35	1 20	1 10	95	90	90				3 65
Grapes (White Muscat)		1 60		1 25	1 10			5 25	4 60		4 65
Nectarines								3 50	3 10	2 50	2 25
Peaches (Yellow)	2 65										
Peaches (Lemon Cling)								6 00	5 25	4 00	4 25
Peaches (Lemon Cling Sliced)	2 75							7 75	7 00		
Peaches (White Heath)					1 40						5 60
Peaches White Heath Sliced)	2 75							7 75	7 00		
Pears (Bartlett)	2 65			1 55						5 75	5 00
Plums (Green Gage)										5 25	4 75
Plums (Egg)	2 75	2 25	2 00	1 90	1 35		1 00 (1 05 pkd)	7 00	6 25	5 25	4 75
Plums (Gold Drop)	2 10	1 45	1 20	1 10	95	90	90	5 00	4 25	3 50	3 25
Plums (Damson)	2 10	1 45	1 20	1 10	95	90	90	5 00	4 25	3 50	3 25
Raspberries	2 15	1 50	1 25	1 15	1 05	95	95				
Strawberries		2 00	2 35	2 10	1 95						
		2 10	1 85	1 70	1 45						

CANNED VEGETABLES.

Asparagus "Griffin Extras"

	$
Mammoth	
Large White	
Medium White	
White Tips	
Artichokes, 2½'s, "Griffin	3 00
Beans, String, less Extras"	1 20
Beans, Blue Lake	1 20
" " " gal	4 50
Beans, String, 2-lb	80
Beans, String, gal	3.50
Beans, Lima Soaked	1 00
Beans, French, Kidney, 2-lb	1.15
Beans, French Red Kidney, 2-lb. "Joan of Arc" Brand, p.dz 1 case free with 10.	1.15
Fancy Eastern	1 85
Corn Smith's Hulled, 2 doz. in case, per doz.	1.20
Hominy, Great Western, 3 lb	1.20
Corn, 2-lb, Western	.97
Corn, 2-lb, Maine	1.35
Dunbar's Okra, 2½-lb	1 70
Petit Pois, Griffin extra	1.50
Peas, Griffin extra sifted	1.25
Peas, Standard sifted	1 10
Peas, Standard Narrowfat	.95
Pumpkin, 3-lb.	1 37½
Spinach, 2½	1 75
Succotash, fancy, tins	1.40

Tomatoes.

	doz.
3's, Griffin's Ex. Solid Pack	$1.15
3's Griffin's Ex., with peppers	1 20
2½'s, Cutting's Solid Pack	.95
2½'s, Cutting's Solid Pack, with peppers	1.05
2½'s Cutting's Standard	.85
Gallon, Standard	2 70
Gallon, Solid Pack	2.75
Gallon, Puree	2.50

P. F. Rathjens
1311-1315 Pacific Street.

Sausages.

Garlick Frankfurter	10
Bologna	10
Blood and Liver	9
Tongue and Headcheese	
Choice California Ham	12
Extra Light Bacon	15½
Medium Light Bacon	12½

Boiled Hams.

Kingan	20
Eastern	19
California	17

Mettwurst.

Extra Home Made .20, 22½, 25

LARD.

50 lb. tins	9
20 lb. tins	9½
10 lb. tins	10
5 lb. tins	10
3 lb. tins	10
1 lb. cups	11

Department 7.

PROVISIONS.

Hams.

Eastern Standard, 17/19	.17
Eastern Standard, 15/16	.17½
Eastern Standard, 12/14	.17¾
Eastern Standard, 10/12	.18
Eastern Fancy	18½
Local cure, all averages	14½
Picnic Hams	9½

Boiled Hams.

Skin on	.17½
Skin off	.18½

Breakfast Bacon.

Eastern Standard, 6/8	.16
Eastern Standard, 8/10	.15½
Eastern Standard, 10/12	.15
Eastern Fancy	17½
Local cure	.16

English Cured Bacon.

Eastern cure, 8/10	.15
Eastern cure, 10/12	.14½

Dry Salt Bacon.

Clear medium Bacon	.12½
Clear light medium	.12
Clear Lt. med. select	.12½
Light Belly	.12½
Extra light Belly	none
Bacon Backs	.12½
Bacon Bellies	.13

Dry Salt Meats.

Sides	.10¾
Bellies	.12
Back	.10½
Fat Backs	.10¼

Barreled Pork.

	Bbls.	½-bbls.
Spare Ribs	$	
Family Pork	14.50	7.50
Clear Pork	18.00	9.75
Pig Pork	22 50	11.50

Barreled Beef.

Mess Beef	11.50	6.00
Extra Mess Beef	11.50	6.00
Family Beef	11.50	6.00
Extra Family Beef	12.00	6 25
Beef Tongues	25.00	13.00

Pigs Feet.

Tierces, about 300 lb	$18.00
Barrels, about 200 lbs	12.50
½ barrels, about 80 lbs	5 00
Kegs, about 25 lbs	2.10
Kits, about 15 lbs	1.25

Honey Comb Tripe.

Tierces, about 300 lbs	$17 00
Barrels, about 200 lbs	13.00
½ barrel, about 80 lbs	5.00
Kegs, about 25 lbs	2.10
Kits, about 15 lbs	1.25

Sausages.

	Per lb
Braunschweiger	17
Italian Salami	23
D'Arles	22
Mortadella	24
Bologna	8½
Frankfurters	8½
Garlic Sausage	8
Liver Sausage	8½
Pork Sausage	8½
Head Cheese	8½
Tongue Sausage	8½

Pure Leaf Lard.

Tierces, about 350 lbs net	9¼
½-bbls, about 100 lbs net	9¾
80-lb. Wood Tubs, 80-lbs. net	9¾
60-lb. Wood Tubs, 60 lbs. net	9¾
20-lb. Wood Pails, 20-lbs. net	9¾
50-lb. Cans, 1 to a case	9¾
20-lb Cans, 4 to a case	9¾
10-lb Cans, 6 to a case	9¾
5-lb. Cans, 12 to a case	10¼
3-lb. Cans, 20 to a case	10¼

Compound Lard.

Tierces, about 350 lbs. net	8¾
½-bbls., about 10 lbs. net	9
80-lb. Wood Tubs, 80 lbs. net	7⅞
60-lb Wood Tubs, 60 lbs. net	7⅞
20-lb. Wood Tubs, 20 lbs. net	7⅞
50-lb. cans, 1 to a case	8
50-lb. cans, 2 to a case	8
20-lb. cans, 4 to a case	8¼
10-lb. cans, 6 to a case	8¼
5-lb. cans, 12 to a case	8¼
3-lb. cans, 20 to a case	8¼

ANCHOR PACKING CO.

140 Eighth St., S. F., Cal.
PORK PACKERS AND PROVISION DEALERS.

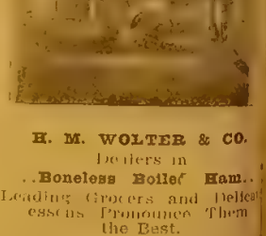
Boilers of Kingan and Anchor Hams.

SAUSAGES, COOKED MEATS, TONGUE

Hams, Kingan, boneless boiled	20c
" Anchor, "	19c
Bacon (special)	16c
Lard, 55	9¾c
" 20	10c
" 10	10c
" 5	10¼c
" 3	10¾c

Please note that our hams are all hand tied.

Scientifically Cooked
Flavor Unexcelled



H. M. WOLTER & CO.

Dealers in
..Boneless Boiled Ham..
Leading Grocers and Delicatessens Pronounce Them the Best.

103 12th St. Tel. Mint 176

KINGAN'S . . . . . .
H. M. WOLTER & CO
LEADER . . . . . .

HEINEMAN & STERN

916 Larkin Street

Garlic Sausage,	Lbs.	
Ring	"	
Bologna	"	
Frankfurter	"	
Rollmop	"	
Smoked Beef	"	
Pickled Meat	"	
Headcheese	"	
Tongues	Doz.	
Dried Beef	Lbs.	
Smoked Mutton	"	

Prices quoted on application by mail.

Department 8
CANNED MEATS

ALL PRICES ARE PER DOZEN

	COLUMN 12. No. 1 Tins 4 Doz. in Case	No. 1, 2 Doz. Tins in Case	No. 1 Tins 2 Doz. in Case	No. 2 Tins, 1 or 2 Doz in Case	No. 6 Tins 1 Doz. in Case	No. 14 Tins ½ Doz. in Case	No. 1 Tins 1 Doz. in Case
Corned Beef			1 30	2 80	8 25	18 25	
Roast Beef			1 30	2 30	8 25		
Roast Rib of Beef, Boneless			1 40	2 50			
Roast Mutton				2 70			
Brisket Beef			1 40	2 50			
Boiled Beef			1 35	2 40	8 25		
Chipped Beef		1 20	2 10		15 50		
Sliced Beef, in tins		1 40	2 50				
Sliced Beef, in glass		1 45	2 75				2 75
Brawn			1 40	2 45	8 25		
Compressed Ham			1 50	2 75			
Lunch Tongue		1 90	3 25	6 00			
Lambs Tongue		1 70	2 95				
Sliced Ham			3 70	6 40			
Sliced Bacon							2 80
Sliced Bacon in Glass							
Deviled Ham	40	80					
Potted Ham	40	80					
Potted Ox Tongue	40	80					
Potted Chicken	90	1 60					
Potted Turkey	90	1 60					
Deviled Chicken	90	1 60					
Deviled Turkey	90	1 60					
Boneless Chicken		3 40	5 55				
Roneless Turkey		3 40	5 55				
Veal Loaf		1 10	2 10				
Ham Loaf		1 10	2 10				
Beef Loaf		1 10	2 10				
Chicken Loaf		1 60	2 75				
Chili Con-Carne		1 10					
Beefsteak and Onions			1 40				
Hamburger Steak with Onions			1 60				
Frankfurter Bratwurst		1 95	2 00				
Sweetbreads			2 00				
Vienna Sausage			2 40				
Oxford Sausage		90	1 55				
Bologna Sausage			2 45				
Vienna Sausage and Kraut			2 25				
Corned Beef Hash			1 20				
Lunch Sausage		1 10	1 50				
Ox Tongue, whole		90		No 1½	No 2	No 2½	No. 3
Minced Collops				6 50	7 50	9 50	12 00
Tripe				2 45			
Pork Sausage				1 75			
Stewed Kidneys		1 05		2 50			
Pork and Beans, Plain			90	1 40			1 85
Pork and Beans, with tom. sc'e			95	1 45			1 90

Department 9.
FISH AND CHEESE.

Russian Caviar.

	Per doz
1-lb cans, 2 doz in case	$12 00
½-lb cans, 2 doz in case	6 50
¼-lb cans, 5 doz in case	3 50
⅛-lb cans, 6 doz in case	1 90
White Label Brand	8 50

CHEESE.
Foreign and Domestic.

	old	new
New York State Factory		16
Cheddars, June make, Fwls, " "		16½
October make Cheddars		17
October make Twins		17½
Calif. State factory flats	13½	14½
Calif. State factory Young Americans	14	15
Limburger, Eastern, ₩ lb		15
Swiss, imported, ₩ lb		26
Roquefort, ₩ lb		38
Gouda, ₩ lb		27
Pineapples, Eastern, 6 in cs, ₩ case		$3 35
Pineapple, Eastern, 6 in cs, small		2.35
Holland or Edam, medium, plain, per doz		$ 8.00 8 50
Holland or Edam, medium, in bladders, per doz		9.00 9 50
Holland or Edam, large, plain per doz		9.50 10.00
Holland or Edam, large, in bladders, per doz		10 00 10.50

Fancy.

Camembert Brie, Roquefort, and Gorgonzola, jars..... none
Parmesan C & B, sml bot, doz. 3.00
Parmesan C & B, lge bot, doz. 5.00

Bayle's.

	Small ½-lb.	1-lb.	2½-lb	5 lb
Devi'ed Cheese	$1.00	$2 25	$4.00	$ 500 $9.00
After Dinner Cheese	$1 00	1.40	4 00	4 50 7.50
Roquefort Cheese	$1.00	2 40	4 00	4 50 7.50

SALT FISH.
Pacific Codfish.

Bndies, 50 lbs each, per lb	4½
Cs, selected, 100 lbs ea, pr lb	5½
Boneless, 30-lb boxes, per lb	7
Boneless Strips, 40lb bxs, pr lb	
Boneless Blocks, 40lb bxs, p lb	
Boneless Tablets, 36 bxs, pr lb	8
Boneless Middles, 60 bxs, pr lb	9¾
Boneless Middles, extra, 60-lb boxes, per lb	10

Eastern Codfish.

Gen Georges, 8 fish to cs	$ 9.00
Gen. Georges, 12 fish to cs	8.50
Geo. Cur. Cod, 16, 18 fish to case	8 25
Geo. Cur. Cod, 40 fish to cs	7 25
Gen. Geo. Middles, 60 fish.	13½
Gen. Geo. Tablets, 36 fish.	11½
Gen. Geo. Blocks, 40 fish..	11½

Shredded Codfish.

Codfish, Beardsley's shredded, 2 doz. in case..... 1.00

Norwegian Mackerel.

Bloater, 200-lb. bbl., 120-130 fish	44.00
Bloater, 100-lb. ½ bbl., 60-65 fish	23 00
No. 1, 200-lb. bbl., 150-160 fish	34.00
No. 1, 100-lb, ½ bbl., 75-80 fish	18.00
No. 2, 200-lb. bbl., 220-240 fish	30.00
No. 2, 100-lb. ½ bbl., 110-120 fish	16.00
No. 3, 200-lb. bbl., 300-350 fish	23.00
No. 3, 100-lb. ½ bbl., 150-175 fish	12.50
No. 3, 400-440 fish, per bbl	22.00
No. 3, 100-lb, ½ bbl., 200-220 fish,	13.00

Irish Mackerel.

No. 1, 200-lb. bbl., 200-220 fish	none
No. 1, 80-lb. ½ bbl., 80-90 fish	none
No. 2, 200-lb. bbl., 325-350 fish	none
No. 2, 80-lb. ½ bbl., 130-140 fish	none
No. 2, 200-lb. bbl., 475-500 fish	none
No. 2, 80-lb. ½ bbl., 180-190 fish	none
No. 1, 10-lb kits, 15-16 fish	1.25
No. 2, 10-lb. kits, 20-23 fish	1.15

American Bloaters.

Shore Bloaters, 200-lb. bbl., 115-120 fish	29 00
Shore Bloaters, 80-lb. ½ bbl., 45-50 fish	11.50
Extra No. 1, 200-lb. bbl., 120-130 fish	27.50
Extra No. 1, 80-lb. ½ bbl., 50-55 fish	11.00
No. 1, 200-lb. bbl., 140-150 fish	none
No. 1, 80-lb. ½ bbl., 60-65 fish	none
No. 2, 200-lb. bbl., 130-140 fish	28.50
No. 2, 80-lb. ½ bbl., 55-60 fish	11.00
No. 2, 200-lb. bbl., 140-160 fish	none
No. 2, 80-lb. ½ bbl., 60-65 fish	none
No. 2, 200-lb. bbl., 160-180 fish	none
No. 2, 80-lb. ½ bbl., 70-80 fish	none
No. 2, 200-lb. bbl., 180-200 fish	none
No. 2, 80-lb. ½ bbl., 80-90 fish	none

In Kits.

Extra Mess, 7 to 8 fish, each	$2.00
No. 1, kits, 8 9 fish or 15-17 fish	1.50-1.35
No. 2, kits, 8-9 or 20-22 fish	1.25

Salmon.

King, bbls	$ 12 00
Oregon Silversides, bbls	9 50
Alaska Red, bbls	10.50
Alaska Red, ½-bbls, 100 lbs	6.00
Alaska Red, kits	.85
Bellies, bbls	7 50 8.00
Bellies, ½-bbls, 100 lbs.	4 25 5 50
Tongues and Sounds, kits, 10lb	1 25
Tongues and Sounds, ½-bbls.	9 00

COLUMN 13.
New Herring. Pack 1905.

Holland, ex. selctd mxd bbls.	$ 17 00
Holland, ex. selctd mxd ½-bbl	9 00
Holland, ex. selctd mxd, keg.	1 10
Holland, cheaper grade	90
Holland, cheap. gr., mxd, bbls	16.00
Holland, chp. gr., mxd, ½-bbl	8 50
Holland, ex. selct Milchner, bbl	19.00
Holland, ex. selct Milchner, ½-bbl	10.00
Holland, ex. selct Milchner, keg	1.20
Holland, cheaper grade	1.00
Holland, cheaper grade, bbls.	
Holland, cheaper grade, ½-bbl	8 50
Labrador Split, 100 fish	5 25
Labrador, round, 100 fish	4 75
Pacific, ½-bbl	2.25

SMOKED FISH.

Bloaters, Grim., 100 in box	$2.65
do. do. 50 in box	1.50
Bloaters, Cromarty	2.65
Yarmouth, 100 in box	
Halibut, chunks	15
Herring, in boxes, Eastern	20
Herring, in boxes, Washington	15
Herring, boneless, Beardsley's tins, doz	$1.50
Herring, boneless, Beardsley's small, doz	1.00
Herring, Beardsley's Boneless, vacuum tumblers, 2 doz. in case	1.95
Finnan Haddies	2.00
Moir's Selected Red Herrings, 100s	1.90
Moir's Selected Red Herrings, 50s	1.35
Salmon, per lb	10 20

POTTED FISH.

	Per doz
Potted Crab	$1.35
Kipper Paste	1.00
Anchovy and Bloater Paste, plain pots	2.30
Ditto, fancy pots	4.75
Yarmouth Bloater Paste	75
Ditto, fancy pots	4.75
Kippered Herrings	1 90
Kippered Herrings, Meirs	1.90

CANNED FISH.

	Doz.
Anchovies, in oil, 2 doz. ½ pts., in glass, doz	4.00
Anchovies 2 doz. ¼ pts., doz.	3 00
Bloaters, Yarmouth C. & B. ..doz	4.50
Codfish Balls, 2-lb tins, per doz	2.25
Eels, Hamburg, in jelly, 1-lb tins	1 80
Eels, smoked, 1-lb, ₩ doz	2.40
Finnan Haddies, 2-lb oval	2.25
Finnan Haddies, 1-lb, round, ₩ doz	2.00
Sardelles, imported, 1-lb tins.	3.00
Sardelles, imported, in glass.	3 00
Sardelles, domestic, 1-lb glass	2.25
Sardelles, Ankera, ⅛ keg	3 00

Mackerel.

1-lb tins, 50 in a case.
2-lb tins, 2 doz. in a case.

Gold Label, 1-lb tins	1.50
P. & W., 2-lb soused	2.75
P. & W., 2-lb, mustard	2.75
P. & W., 2-lb, tomato	2.75
Underwood, 2-lb, soused	2.85
Underwood, 2-lb, tomato	2.85
Underwood, 2-lb mustard	2.85
Los Angeles, 2-lb, soused	2.55
Los Angeles, 2-lb, tomato	2.55
Los Angeles, 2-lb, mustard	2.55
Mt. Desert, 2-lb, soused	3.25
Mt. Desert, 2-lb, tomato	2.25
Mt. Desert, 1-lb, soused	1.35
Blueback, 1-lb, fresh	1.10

Crescent Mackerel.

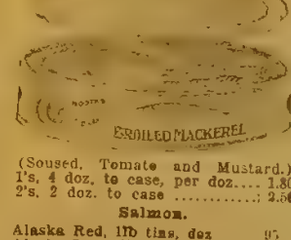
Soused, 18 oz. tins, 4 doz. in case, d	$1.80
Tomato, 18 oz. tins, 4 doz. in case, doz.	1.80
Mustard, 18 oz. tins, 4 doz. in case, doz.	1.80

1311-1315 Pacific Street.

Mackerel in Oil.

Bezler's	3.00 4.00
Lemarchand	5.00 7.00

Booth's Crescent Mackerel.



(Soused, Tomato and Mustard.)
1's, 4 doz, to case, per doz.... 1.80
2's, 2 doz. to case 2.50

Salmon.

Alaska Red, 1lb tins, doz	95
Alaska Red, 2lb tins, doz.	1 60
Alaska Pink, 1lb tins, doz	80
Alaska Pink, 2lb tins, doz	1 50
Alaska Flats, 1lb tins, doz.	1 40
Oregon Red, 1lb tins, doz.	90
Oregon Red, 2lb tins, doz.	1.60
Oregon Pink, 1lb tins, doz	75
Oregon Pink, 2lb tins, doz	1 50
Oregon Flats, 1lb tins, doz.	1.00
Columbia River, 1lb talls.	1.60
Columbia River, 1lb flats.	1.75

French Sardines.

¼s, according to quality and size of tin, p. cas	9.50 12 50
½s, according to quality and size of tin, p. case.	19.00 20.00

COLUMN 14.
American Sardines.

Packed 8 1-3 doz in a case.
⅜s 50 tins in case.

American ¼s in oil, per case	$3 25
American ¼s in oil, 5-case lots	3 15
American ¼s in oil, per doz	.50
American ¼s in mustard, doz.	.40
American ¼s in mustard, case	3.35
American ⅜s in mustard, doz.	.90
American ⅜s in mustard, case	2 80

Sprats.

Piloto	6.75 7.00
Menhie	6.75 7.00

SHELL FISH.
Abalones.

4 doz in cs, with shells, cs.. 6.00

Clams and Clam Juice.

	doz.
Doxsee Clams, 1-lb. tins	$1.75
Doxsee Clams, 2-lb. tins	2 75
Doxsee Clam Juice, 1-lb. tins	.90
Doxsee Clam Juice, 2-lb. tins	1.60
B & M Lunch Clams, flat tins	1.37½
Underwood Clams, 1-lb. tins	1.00
Underwood Clams, 2-lb. tins.	1.60
P. & W. Clams, 1-lb. tins	1.00
P. & W. Clams, 2 lb. tins	1.50
Oxford Clams, 1-lb. tins	.95
Oxford Clams, 2-lb. tins	1.50
P. & W. Clam Chowder	2.10
Burnham's Clam Bouillon, qts	00
Burnham's Clam Bouillon, pts	4 50
Burnham's Clam Bouillon, ½ pints	2.40

Lobsters.

	Doz.
Red Jackets, flats, 1s	2.85
Deep Sea Picnics, ½s	2.85
Triumph Talls, 1s	2.60

Oysters.

Oysters, Selects, 12 oz.	$1.60
Oysters, Selects, 6 oz.	3.25
Oysters, Standard, 10 oz.	2.00
Oysters, Standard, 5 oz.	1.10
Oysters, Standard, 8 oz.	1.70
Oysters, Standard, 4 oz.	.90

Shrimps.

Shrimps, pickled, 1-lb. tins	$1.05
Shrimps in Tomato Sauce, 1-lb. flats	1.0
Dunbar's Picnics, 4 doz in cs	1.0
Dunbar's 1½-lb., 2 doz in cs	2.10
Pickled Shrimps, 1-lb., 4 doz in case	1.05

Department 10.
LAUNDRY MATERIALS.
Ammonia.

GREER'S WASHING AMMONIA
First grade absolutely pure. 180 Beaume Strength.

Pints (2 doz. to cs or ₩)	$1 55 per doz.
Quarts (1 doz. to case)	2 55 " "
½ Gals (½ doz. to case)	4 25 " "

WASHING AMMONIA
Standard Grade,

Pts., 2 doz. to case, per doz	$ .75
Quarts, 2 " " " "	1 25

GREER'S TOILET AMMONIA
Lavender and Violet.
Pints (2 doz to case) $2 50 per doz.



Parson's Household Ammonia

	per doz.
½ gals., 1 doz. in case	$ 1 50
Quarts, 1 doz. "	2 65
Pints, 2 doz. "	1 75
Dime size 3 doz. in case, per case	2 95

Bluing.



Liquid Laundry Bluing.

SCOUT & GILBERT CO.
Manufacturers
211-216 Mission Street
SUNSET

	doz.
¼ pints, 3 doz case	40
½ pints, 3 doz case	60
Pints, 2 doz. in case	75
Quarts, 2 doz. cs.	1 45

Bluing, ball.

Mikado, ½'s, 100-lb case, lb	.20
Mikado, ¼'s, 100-lb case, lb	.22
Nuremberg, A., ½'s, ₩ lb	.33
Do A, D, ½'s, ₩ lb	.25
Do A, C, R, ½'s, ₩ lb	.21
Washerwoman, ½'s, ₩ lb	.12
Do ¼'s, ₩ lb	.14
German Ultramarine ½s, ₩ lb.	.12
Do ¼'s, ₩ lb	14
Deschamp's French, 1's, ₩ lb.	.28
Do ½'s, ₩ lb	.29
Gold Medal, qt, ₩ doz	1.25
Do pt, ₩ doz	1.00
Do ½-pt, ₩ doz	75
Do ¼-pt, ₩ doz	45
Do China Label, qt, ₩ doz.	1.35
Greer's, 1 dz qts. & doz	2.25
2's, 2 doz. to cs	2.50
Do 1 doz. pts, ₩ doz	1.44
Do 2 doz. ½ pts, ₩ doz.	90
Pacific, 1 doz. qts, ₩ doz	1.10
do, 2 doz., qts & doz	.80
Do 3 doz. ½ pts, ₩ doz.	65

COLUMN 15.
Borax.

20-Mule Team, powdered 1's, cs. of 2 doz	$2 25
20-Mule Team, powdered 12-oz. cs. of 4 doz	3 60
20-Mule Team, powdered ¼'s, cs. of 8 doz (Less 5 per cent. in 5 case lots; 10 per cent. in 10 case lots).	3 84
Cartons, 1's, 2 doz. in box	.09
Lump, 25 lb. in box	.08
Powdered, 25 lb in box	.08½

Chloride of Lime.

Brookman's, 1's, ₩ lb	7¼ 7½
Do ½'s, ₩ lb	8½ 9
Salter's Purity Brand, ex qual. doz	.85

Lye.

Big Bonanza Lye Case of 48-1 lb tins	3.80
5 case lots	3.25
Star Scrubbing Lye 48-½ lb tins, per case	1.75
5 case lots	1.70
Merry War, 4 doz in case	3.10
Merry Nickel, 4 doz to case	1.75
Eagle Lye, 4 doz. in case	3.60
Do 3-case lots	3.50
Do 5-case lots	3.40
Tomson's Red Seal, 1 dz to cs	4.00
Do 5-lb, 12 5s to case	4.50
American, 4 doz in case	3.25
Do in 5-case lots	3.00
Babbitt's Lye, 4 doz in case	3.25
Do in 5-case lots	3.00



BANNER LYE

Cs., 4 doz	$4.00
Cs., 2 doz	2.00

SPECIAL FREE DEAL
LIMITED
Freight Paid to Country Points

5 Case lots, per case	$4.25
One additional case free	
Net cost	3.54
3 Case lots, per case	4.25
One additional case free	
Net Cost	3.64

Sal Soda.

California, pkgs	.90
California, bbls	.95

Department 11
STARCHES.
RIVERSIDE



Corn.

must be retailed at 8c.
10 1's per lb. 5½c

Gloss.

18 1's per lb 5½c
16 3's per lb 5¼c
12 6's per lb 6c

FREE.
During June 1 case corn free with each 5 box order, assorted or straight. Must be retailed at 8c.

Corn Starch.

Log Cabin, 40 1s, per pkg	4
Liberty, 40 1s, per pkg	5½
Duryea's, 40 1s, per pkg	7¾
Niagara, 5 box lots, pkg	5½
Niagara, 10 1s	5½
Kingsford's, 40 1s, pkg	7¾
Lily Corn, 40 1s, per pkg	5¾
Lily Corn, 5-box lots	5½
Lily Corn, 20 1s, per pkg	5¾
Sioux City, 40 1s, per pkg	5¾
Sioux City, 5-box lots, pkg	5½
None Such, 40 1s, per pkg	5½

Laundry Starch.

Elastic Starch, 64/1's, per box	5 00
Celluloid, 64/1's, per box	5 00
Best Gloss, 48/1's, per lb	5¼
Liberty Gloss, 48/1's, per lb	5¼
Liberty Gloss, 16/3's, per lb	5½
Best, 12/6's, per lb	5½
Standard, bulk 40-lb. boxes	3½
Sioux Gloss, 48/1's	5½
Sioux Gloss, 3's, 16 in box	5½
Kingsford's S. G., 1's, 40-lb. bx	3½
Kingsford's S. G. 6's, 12 in crate	3½
Kingsford's Pure, 1's, 40-lb. bxs	7½
Duryea's S. G., 1's, 40-lb. bxs	8
Duryea's S. G. 6's, 12 in crate	8½
Duryea's Superior, 1's, 40-lb. bx	7½
Niagara Gloss, 1's, 40-lb. bxs	5½
Niagara Gloss, 6's, 12 in crate	6¼
Niagara Gloss, bulk, 50-lb. bxs	4½
Lily Gloss, 1's, 48-lb. box	5½
Lily Gloss, 6's, 12 in case	6¼
Lily Gloss, 3's, 16 in case	5¼
None Such, 1s, 48-lb. boxes	5½
None Such, 6s, 12 to crate	6
None Such, bulk, 50 lb box	4½

COLUMN 16.

Department 12

Soaps and Washing Powder

Western Star Soap

WHITE FLOATING.

100 bars per case $4.10

LASCO KOLD WATA NAPTHOL.

100 Bars per case $4 00

Free Delivery in San Francisco Oakland, Alameda and Berkeley

manufactured by

Los Angeles Soap Co.

San Francisco Office, 115 Davis St. Telephone Grant 110.



THE BEAVER SOAP CO., Dayton, Ohio.

Grandpa's Wonder Soap.

100 cakes 4-oz $3.6[illegible]

50 cakes 4-oz 3.50

Powdered Soap.

Grandma's Borax, 24 3-lb. per case $4.00

Grandma's Borax, 60 12-oz. per case 2.40

Feet Bros.

Silk Soap	2.80
Ammonia Benzoline	.85
Cocoa Borax	4.10
Crystal White	3.85
Lily White (Floating)	3.80

Standard Soap Co.

Top Notch, 100, 10-oz	$3.50
Sunburst, 100 12-oz	3.75
Yellowstone, 100 14-oz	3.75
Marigold 100 16-oz	3.90
Thomas' Cool Water, 100 13-oz	4.00
Thomas' Cool Water, 20 13-oz	.85
Mile, 100 4-oz., 100 cartons	6.50
Magne "Floating Borax," 100 10-oz.	4.00
Gold Medal Borax, 100 10-oz	5.50
Gold Medal Borax, 20 10-oz	1.15
Purity, "Floating," 5c size	3.90
Purity, "Floating," 10c size	6.25
Purity, "Floating," 10c size, 20	1.30
Electric Mineral, 100 16-oz	5.50
Electric Mineral, 20 16-oz	1.15
Peerless Kitchen, 100 10-oz	3.00
Peerless Kitchen, 20 10-oz	.65

Miscellaneous.

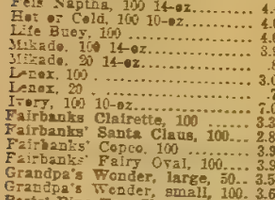
Miller's Naptha, per case, 2 doz. toilet free	4.35
Fels Naptha, 100 14-oz	4.40
Hat or Cold, 100 10-oz	4.00
Life Buoy, 100	4.00
Mikado, 100 14-oz	3.90
Mikado, 20 14-oz	.85
Lenox, 100	3.00
Lenox, 20	.75
Ivory, 100 10-oz	7.00
Fairbanks Clairette, 100	3.25
Fairbanks' Santa Claus, 100	2.85
Fairbanks' Copco, 100	3.90
Fairbanks' Fairy Oval, 100	3.90
Grandpa's Wonder, large, 50	3.50
Grandpa's Wonder, small, 100	3.60
Peets' Pine Tar, 50	1.90
Peets' Pine Tar, 100	3.75
Babbitt's, 100	4.10
Jergins Pumice, 50 small	1.75
Jergins Pumice, 50 large	3.00
Uncle Sam's Tar, 100 small	3.50
Uncle Sam's Tar, 50 large	3.40
Stryker's Kitchen Soap, 100s	3.50
Stryker's Kitchen Soap, 20s	.75
Pearl, 100, large	4.00

Castile Soap.

La Lune White Castile, lb	7½
White, Virgin, per lb	7½
White Conti	14 15
Mottled, Imported, per lb.	6½ 7
Clover Leaf White	13
La Boulen	7½

Scouring Soaps.

Ben Ami, 3 doz to cs, pr cs .. 2 50



Sapolio, scouring, ½ gross box, per box 4 50

Sapolio hand, ½ gross box, per box 4 50

WASHING POWDERS.

Gold Dust, 24 3's, per case	4.50
Gold Dust, 100/10-oz	4.00
Gold Dust Boas, 1 cs, free with 5 at $4.20 for 10 oz.	$3.40 for 10 oz.
Lavarine, 36 1-lb., per case	3.00
Lavarine, 100 5c pkgs	3.50
Peerless 36 1-lb pkgs	3.10
Pearline, 100 6-oz pkgs	3 75
Soapine 20 3-lb. pgs	3.60
Soapine 50 1-lb pkgs	3 35
Soapine, 100 ½-lb. pkgs	3.60
Babbitt' 1776 6-oz	2.85
Kleeno 72/1's	4.50
Kleeno, 24/3's	4.25
Kleeno 100/1½'s	3.75
Grandma's Borax, powdered 24 2s	4.00
do. 60, ¾s	2.40

COLUMN 17.

Department 13

OILS, PAINTS, ETC.

Coal Oil.

Water white, coal, bulk	12½
Pearl, cases, 25's	18
Astral, cases, 25's	18
Star, cases, 25's	17½
Ex. Star, cases, 25's	20½
Elaine, cases, 25's	26

Gasoline and Benzine.

86° Gasoline, bulk, 25 cases	31
74° Gasoline, bulk 16 cases	22
63° Benzine, bulk, 13 cases	19

Turpentine.

Strictly Pure, cases, 2-5's	91
Do drums or iron bbls.	85

Linseed Oil.

Strictly pure, raw, bbls	gal 50
Do. boiled, in bbls	gal 52
Do. raw, cs, 2-5's	gal 55
Do. boiled, cs, 2-5's	gal 57

Caster Oil.

Baker's AA, cs, 2-5's	1.16
Pure, No. 2, cs, 2-5's	1.05
No. 1, cs, 2-5's	.70

Lard Oil.

Strictly pure, bbls., 75 cs	80
Sup. Win., str., bbls. 65 cs	70
No. 1, bbls. 55 cs	60

Neatsfoot Oil.

Cooper's bbls, 75 cs	$0
Extra, bbls, 62½ cases	67½
No. 1, bbls, 57½ cases	62½

Lubricating Oils.

Star Cylinder Oil, bbls, 60 cs	.65
Columbia Cyl. Oil, bbls, 40 cs	.45
Gem Cyl. Oil, bbls, 30 cs	.30
Ruby Cyl. Oil, bbls, 50 cs	.60
Star Engine Oil, bbls, 50 cs	.55
Columbia Eng. Oil, bbls, 30 cs	.35
Paragon Eng. Oil, bbls, 45 cs	.55
Red Eng. Oil, bbls, 27 cs	.32
Star Mach. Oil, bbls, 30 cs	.35
Star Dynamo Oil, bbls, 50 cs	.55
Star Spindle Oil, bbls, 40 cs	.45
Star Sep'tor Oil, bbls. 50 cs	.55
Favorite Sep'tor Oil, bbls, 25 cs	.30

Miscellaneous Oils.

Union Salad Oil	.45	50
Globe Salad Oil	.45	50
Pure Sperm Oil	.75	80
No. 1 Polar	.50	55
China Nut oil, ord'ry	62½	
China Nut oil, No. 1	.80	

WHITE LEAD.

Pioneer, in kegs 7¼ 8

DRY PAINTS.

Eng. Paris White, bbls.	1.35	1.60
Whiting, bbls	1.00	1.15
Kalsomine, bbls		1¼
Prince's Min'l B'wn, bbls		1.65
Yellow Ochre, bbls		1½
Eng. Ven. Red, bbls		1.50

Department 14

FARINACEOUS GOODS.

FLOURS.

Globe Grain & Milling Co.
Cor. Chestnut and Montgomery

California Selected Wheat,

	Barrel
** "Banquet" (fancy patent)	$5 05
*** "Silver Star" (patent)	4.65

Blended Wheat,

* "Al" Family	5.15

Entire Eastern Wheat.

Globe, Bakers' .....

(½ bbls. 10 cents per bbl. higher.)

* "Al" must be retailed for not less than $1.40 per ¼ sack.
** "Banquet" must be retailed for not less than $1.30 per ¼ sack.
*** "Silver Star" must be retailed for not less than $1.25 per sack.

Miscellaneous Flours.

Cal. Family	4.60	$5.15
Cal. Bakers', extra	4.80	4.90
Rye Flour		4.75
Rye Meal		4.75
Graham		4.90
Whole Wheat		4.90

Meals in Sacks or Boxes.

Less 10 per cent.

	Bales 100 lbs. 10 10-lb sacks
PEACOCK Self Raising Buckwheat Flour	$6 10
Advent Flour	3.50
Buckwheat Flour—new process	4 75
Buckwheat Flour—Patent Roller	4 50
Buckwheat Groats	10.00
Corn Flour, white or yellow	2.75
Corn Meal, pearled or yellow	2.75
Corn Meal, pearled, white	2.75
Corn Meal, Extra Cream, yellow	3.75
Corn Meal, Extra Cream, white	3.75
Cracked Wheat, Pearled—new process	3.75
Rolled Wheat, bale, 10 7-lb. and 10 10 lb sacks	3.50
Rolled Oats, bale 10 7-lb and 10 10-lb. sacks	4.75
Farina	4.50
Graham Flour, Patent Roller	3.25
Hominy, large	3.75

COLUMN 18.

	Bales 100 lbs. 10 10-lb. sacks.
Hominy, small	4.00
Oat Meal, granulated	4. 50
Oat Meal, Patent Cut A, B or C	4. 75
Oat Groats	4. 75
Pearled Barley, No. 1, 25 lb. and 50 lb. Boxes	6.00
Pearled Barley, No 2, 25 lb. and 50 lb. Boxes	6.00
Pearled Barley, No. 3, 25 lb. and 50 lb. Boxes	6.00

Bales 100 lbs. 10 10-lb. sacks

Rice Flour, Patent Roller	8.00
Rye Meal, Patent Roller	3.50
Rye Flour Patent Roller	3.75
Split Peas, yellow, 25-lb. boxes	5.50
Split Peas, green, 25-lb. boxes	5.50
Whole Wheat Flour, Patent Roller	3.50
Wheat Meal, fine or coarse	3.75

In 50-lb. sacks deduct ¼ cent per pound from above prices.
In 25-lb. sacks deduct ⅛ cent per pound from above prices.

Meals in Sacks and Barrels.

(Less 10 per cent.)

Extra Cream Rolled Oats, in wood, 180 lbs. net	$8.00
Extra Cream Rolled Oats, in sacks (180) 90 lbs. net sacks	7.50
Alta Mills Rolled Oats, in wood, 180 lbs. net	7.00
Alta Mills Rolled Oats in sacks (180) lbs., 90 lbs. net sacks	6.50
Rolled Wheat in wood, 150 lbs. net	4.40
Rolled Wheat in sacks, 150 lbs. 75 lbs. net sacks	3.90

PACKAGE CEREALS.

Less 20 per cent. Per case.

PEACOCK Self-Raising Buckwheat Flour—	
20 3½ lb pkgs	$4 75
40 1½ lb. pkgs	5.00
24 3 lb. pkgs	4.75
California Flap Jack Flour, 36 2 lb. pkgs	4.75
Semola, 20 4 lb. pkgs	4.50
Nuttygrains, 20 4 lb. pkgs	4.50
California Cream Flake Oats, 36 2 lb. pkgs	4.50
Farina, 24 1 lb. pkgs	2.00
Primrose Wheat, 36 2½ lb pkgs	4.50

PEACOCK CEREALS.

Manufactured by the Del Monte Milling Co.

(Net f. o. b. S. F.)

	Per case. 36 2's	20 5's
Buckwheat Flour	3.55	4.75
Yellow Corn Meal	2.25	3.10
White Corn Meal	2.25	3.10
Cracked Wheat, prid	3.25	4.20
Graham Flour	2.75	3.50
Large Hominy	3.25	4.20
Small Hominy	3.40	4.35
Oat Meal, Gralid	3.55	4.55
St'l Cut Oat Meal, A, B or C	3.65	4.75
Pearl Barley	4.65	6.10
Rice Flour, Pat. Rlr.	5.90	7.90
Rye Flour, Pat Rlr.	3.25	4.20
Rye Meal, Pat Rlr.	3.15	4.00
Split Peas, Yellow	4.35	5.60
Split Peas, Green	4.35	5.60
Whole Wheat Flour, Pat. R'lr.	2.90	3.75
Gluten Flour	4.20	5.90
Farina	3.45	4.85

MISCELLANEOUS PACKAGE CEREALS.

Capit'l Mills R'll'd Oats, 36/2's	$ 60
Grape Nuts, 1 & 2 doz, pr doz	1.40
Breakfast Gem, case 3 doz	2.50
Wheatine, 36/2's, pr cs	3.75
Germea, 20 4-lb pkgs, pr cs	4.00
Germea, 24 2-lb pkgs, per case.	3 10
H-O Buckwheat, 2 doz 3-lb pkgs, per case	3.75
H.-O. Pancake Flour, case	3.90
H-O. Oat., 24/2's, per case	3.15
Cream of Wheat, 36/2's	5.25
Crespo, 36/2's	2.75
Snow Flakes 36/2	3 00



MALTA VITA

36 1s, case

$4.00

Our Mother's Mush 36/2 2 75
Twin Brothers Mush, 36/2 3.00
Carnation Wheat Flakes, 24/5's 5.40
A B C Breakfast Wheat, 72/2's 5.00
A B C Breakfast Wheat, 36/2's 2.60
Flaked Rice, 24/7's 3.00
Ralston Breakfast Food, 36/2's 4 50
Do. Barley Food, 36/2's 4.25
Do. Health Oats, 36/2's 4.00
Do. Hominy Grits, 36/2's 4.00
Do. Health Crisp, 36/2's 3 60
Do. Select Bran, 24/3's 2.50
Do. Pancake Flour, 36/2's 3.75
Do. Whole Wht Flr, 4/4's 5.50
Quaker Oats, 3/ 2s 3.80
Scotch Oats 36 2s 3.6[illegible]

Continued on Col. 34, Page 17.

COLUMN 19.

COLUMN 20.

Department 15.

SPICES

PURE—Square Tins, Full Net Weight.

	⅛'s	¼'s	½'s	1's	2½ lbs.	5 lbs.	Blk
Allspice	$0 70	$0 95	$1 60	$ 2 80	6 70	$12 75	21
Cinnamon	1 15	1 80	3 30	6 25	16 25	30 00	43
Cloves	90	1 35	2 40	4 35	10 80	20 65	31
Ginger	75	1 05	1 75	3 10	7 50	14 10	23
Mace	1 75	3 00	5 65	10 90	26 95	53 30	73
Mustard	70	95	1 60	2 80	6 70	12 75	21
Nutmeg	1 25	2 05	3 80	7 15	17 60	34 60	49
Pepper	80	1 10	1 90	3 40	8 25	15 85	25
Cayenne	80	1 15	2 00	3 55	8 65	16 65	28
W. Pepper	95	1 45	2 65	4 65	11 75	22 90	34
Sage	70	95	1 60	2 80	6 70	12 75	21
Thyme	70	1 00	1 85	2 95	7 10	13 50	22
Savory	70	1 00	1 65	2 95	7 10	13 50	22
Marjoram	75	1 10	1 85	3 30	7 85	15 10	24
Poultry Seasoning	....	1 50	.....	.....	.....	.....	..

SECOND GRADE—Round Tins, Short Weight.

	¼'s	½'s	1's	2½ lbs.	5 lbs.	Blk.
Allspice	55	1 [illegible]	1 75	3 95	7 60	11
Cinnamon	65	1 20	2 10	4 90	9 50	16
Cloves	65	1 25	2 25	5 20	10 20	17
Ginger	55	1 00	1 75	3 95	7 60	13
Mace	1 20	2 30	4 40	10 50	21 00	34
Mustard	55	90	1 50	3 50	7 00	12
Nutmegs	85	1 70	3 10	7 40	14 60	24
Pepper	60	1 15	2 00	4 55	8 90	15
Cayenne	60	1 15	2 00	4 55	8 90	15
W. Pepper	75	1 45	2 65	6 15	12 05	20
Sage	55	1 00	1 75	3 95	7 60	13
Thyme	60	1 05	1 90	4 25	8 25	14
Savory	60	1 05	1 90	4 25	8 25	14
Marjoram	60	1 05	1 90	4 25	8 25	14

SCHILLING'S BEST SPICES.—Nature's Best.

Square tins. Never sold in bulk.
Small, medium, large sizes have sifting tops except Mustard.

	Small size per doz.	Medium size per doz.	Large size per doz.	Ex. Large size per doz.	Hotel size per tin.
Pepper	.75	1.20	2.20	3.75	.75
Mustard	.75	1.25	2.25	3.90	.81
Must. Comp.	.75	1.25	2.25	3.90	.81
Ginger	.75	1.25	2.25	3.90	.81
Allspice	.75	1.10	2.00	3.50	.73
Cinnamon	.80	2.25	4.25	7.50	1.35
Cloves	.85	1.40	2.60	4.75	.87
Nutmegs	1.60	2.75	5.25	10.00	2.00
Mace	1.75	3.00	5.75	11.50	2.16
Cayenne	.90	1.50	2.75	5.00	.93
Wh. Pepper	.95	1.75	3.25	6.75	1.00
Sage	.75	1.25	2.25	3.90	.81
Thyme	.85	1.40	2.60	4.75	.87
Marjoram	.95	1.75	3.25	6.75	1.26
Savory	.85	1.40	2.60	4.75	.87
Cases contain	6 doz	4 doz.	2 doz.	2 doz.	1 doz.
Gross weight	22 lbs.	23 lbs.	24 lbs.	40 lbs.	52 lbs.

MUSTARD.

Colman's, ¼'s, 12 lb to box, lb.	.52
Colman's, ½'s, 12 lb to box, lb.	.48
Colman's, 1's, 12 lb to box, lb.	.48
Colman's, 5's, per lb	.40

Mustard, Prepared.

Small bottles, 24 to cs, pr doz	.55
Small straights, fancy, 24 to case per doz	.95
Webb's Glass Top	1.35
Large Dusseldorfer, 24 to cs	1.60
In 3-gal kegs, per keg	1.15
In 5-gal kegs, per keg	1.70
Louit Freres, French, doz	2.25
Eddy's Salad Mustard—	
6-oz., 24 to case	.92½
8-oz., 24 to case	1.35
12-oz., 24 to case	2.00
Hirshes Horseradish Mustard—	
10-oz., 24 to case	1.25

Department 16

BAKING POWDER AND FLAVORING EXTRACTS.

ROYAL

	1 cs. lot	5 cs. lot	15 cs. lot
¼ lb cans	$ 1 38	$ 1 36	$ 1 34
6 oz cans	1 92	1 89	1 87
½ lb cans	2 57	2 52	2 50
12 oz cans	3 82	3 75	3 72
1 lb cans	4 95	4 85	4 80
2½ lb cans	11 85	11 40	11 28
3 lb cans	13 60	13 34	13 20
5 lb cans	22 35	21 90	21 68

An extra discount of 1 per cent if packed in barrels.

Schilling's Best Baking Powder.

Never sold in bulk.

10-lb. tins, per doz	$39.00
5-lb. tins, per doz	20.00
4-lb. tins, per doz	16.00
3-lb. tins, per doz	12.50
2½-lb. tins, per doz	10.50
16-oz. tins, per gross	$53.00
12-oz. tins, per gross	41.00
8-oz. tins, per gross	28.00
6-oz. tins, per gross	22.50
4-oz. tins, per gross	16.50

TROPEX

4 oz, per doz	$0.95
6 oz, "	1.35
8 oz, "	1.70
12 oz, "	2.35
1 lb, "	3.00
2½ lb., "	7.50
3 lb., "	9.00
6 lb., "	14.50

MISCELLANEOUS.

Home, 10 oz	$0.90
Home, 25 oz	2.00
Home, 50 oz	4.00
Home, 80 oz	6.00
K. C., 10 oz	.85
K. C., 15 oz	1.25
K. C., 25 oz	2.12½
K. C., 50 oz	4.00
K. C., 80 oz	6.50

Cream Tartar.

Standard, bulk, 30-lb box	27
Standard, 12 1-lb tins	.33
Pure, bulk, 30-lb box	.33
Pure, 5-lb tins, per lb	.33
Pure, ½-lb tins, per doz	5.00

SODA.

Churches, A. & H., or Dwight's Cow Brand, 60 lbs. to case.

1-lb	per lb. $0.06
½-lb	per lb. .06½

EXTRACTS FLAVORING.

GUITTARDS' "PURE"

per doz	2 oz	4 oz	6 oz	8 oz
Vanilla	$2 50	$4 75	$7 00	$9 00
Lemon	1 75	3 25	4 50	6 00

Net weight. Patent Sprinkler Tops

Schilling's Best Extracts.

Triple Strength, Pure and Uncolored Sprinkling Tops.
Net weight. Never sold in bulk.

	Lemon and Others. per doz.	Vanilla and Rose. per doz.
1 oz	1.30	1.50
2 oz	2.00	3.00
4 oz	3.75	5.75
6 oz	5.50	8.50
8 oz	7.25	11.00
16 oz	14.00	21.50
32 oz	27.00	42.00

Souder's Flavoring Extracts.

Price per gross.

	2 oz.	4 oz.	8 oz.
Reg. Lemon	9.00	15.00	54.00
Reg. Vanilla	14.40	28.80	72.00
XX Lemon	18.00	36.00	72.00
XX Vanilla	21.00	42.00	84.00
Asrtd Flavors	18.00	36.00	72.00
Rose Coloring	18.00	36.00	.....
Yellow Colrng	18.00	36.00	.....
Jamaica Gngr	18.00	.....	.....

Assorted flavors contain strawberry, pineapple, orange, almond, rose, etc.



"Vanilla" Extracts.

Lemon, 2 oz., per doz.
Vanilla, 2 oz., per doz.
Assorted Flavors, per doz.

COLUMN 21.

Department 17

CANDIES.

Lozenges.
(5-lb. boxes.)

XXX Peppermint, pails	.18 14
Thin Peppermint	.16
T. T. Peppermint	18
Druggist Peppermint	25
Musk, suted, pails	.20
Cinnamon, Lemon, Sassafras, Rose	.16
Midget Fruit	.20
Conversation and Hearts	.15
Lilliput Conv. Hearts	17
Midget Conv. Lozenges	15
Crown T. T. Lozenges, 24 5ct. pkgs	.80
Aurora Lozenges, 24 5ct. pkgs	.80
Cough Troches, 5 lb bxs	.25
Eagle Wafers, Peppermints, Wintergreen	.25

Mixed Candy.
(30-lb. pails.)

Plain Mixed	8½
Pacific Mixed	10
Royal Mixed	12½
Grocers' Mixed	10
Yankee Mixed	13
American Mixed	13
Fancy A, Mixed	13
Fancy C, Mixed	14½
French S, Mixed	14
French No. 1, Mixed	16
French Extra Mixed	18
Lady, Mixed	20
Broken Mixed	15
	9

Steam Panwork.

Anis Seed	22
Aromatic Cacheus	18
Assorted Berries	16
Assorted Drages	14
Asserted Imperials	16
Assorted Small Seeds	22
Birds' Eggs	16
Boston Baked Beans	17
Burnt Peanuts	18
Burnt Almonds	25
Caraway Seed, smooth	22
Caraway Seed, pearled	22
Celery Seed	22
Cinnamon Beans, large red	15
Cinnamon Beans, Imperials	16
Coriander Seed, pearled	22
Jelly Beans, pails	12½ 14
Jelly Birds' Eggs	16
Jelly Cranberries	16
Jelly Limes	16
Jelly Raspberries	16
Jordon Almonds, fine	45
Jordon Almonds, imitation	18
Licorice Beans	15
Red Hots	25
Ringed Marbles	16
Sugar Coated Licorice Tablets	20
Sugar Almonds	25
Sugar Plums	16

Stick Candy.
(30-lb. pails.)
Assortment: Peppermint, Lemon, Rose, Clove, Anis, Cinnamon, Sassafras, Vanilla, Pineapple, Wintergreen 8½
Hoarhound 9
Hoarhound, wrapped 11
Peanut Sticks 13
Peanut Sticks, wrapped 13
Cocoanut Sticks 13
Cocoanut Sticks, wrapped 13

Taffies.

Peanut Taffy	15
Peanut Flake	15
Peanut Squares	14
Cocoanut Taffy	15
Cocoanut Squares	15
Chunks: Vanila, Rose, Chocolate, Lemon, Molasses	14
Broken Taffy of broken chunk	13

Drops and Lumps.
(30-lb. pails.)

Mixed Drops and Lumps	8½
Molasses Peppermint Lumps	11
Hoarhound Drops	11
Crystal Rocks	12½

Gum Goods.
(5-lb. boxes.)

A. B. Gum Drops, assorted	9
A. B. Gum Drops, Licorice	9
A. B. Gum Drops, Crystalized	11
A. B. Bonbons, plain, in bbls	7
A. B. Bonbons, fancy, in bbls	7½
A. B. Bonbons, fancy, crystallized 5-lb. boxes	14
A. B. Fruits	18
Royal Gum Drops	15
Genuine Gum Drops, hard	25
Jelly Squares, assorted	14
Bijou Sticks	18
Spiced Jelly Drops	20
New Turkish Figs	16
Fig Paste, plain	17
Fig Paste, tricolor	18

Cream Goods.
(5-lb. boxes.)

Fondans Creams	14
Hand Dipped	18
Hand Dipped, with nuts on	21
Fruit and nut ices	18
Cream Peppermint	20
Crushed Fruit Bonbons	30

Chocolates.
(5-lb. boxes.)

Chocolate, plain	16
Chocolate, Hand Made	20
Chocolate Dipped Bonbons	20
Chocolate Dipped Bonbons, with nuts	22
Chocolate, Climax, 30-lb pails	16
Chocolate Chips	24
Chocolate Nonpareil Drops	20
Chocolate Wafers	22
Chocolate Cream Tablets, 30 in box	1 10

COLUMN 22.

Marshmallows, Nougats, Etc.

Occidental Marshmallows, 5-lb tins	.28
Occidental Marshmallows, 3-lb tins	.30
Dipping Marshmallows, 5-lb. boxes	.25
Angel Food, 5-lb. boxes	.20
French Nouget, 30 5c slices in box	1.00
Walnut, Apricot, Spanish Nouget, 5-lb boxes, per lb	.25

Sundries.

Opera Caramels	19
Rock Candy, white & red	.15
Rock Candy, brown	16
Licorice Drops	.20
Licorice Sticks, 16 to lb	.28
Locorice Tablets, 5 lb bxs	.25
Licorice Tablets, 24 5c bxs	80
Licorice Penny Sticks, 100 in box	.65
Buttercups, 5-lb tins	.2

CHEWING GUM.

	Single	Box
Sweet Wheat, per box		.50
Tulu Sugar Plum, box		.55
Yankee Spruce, 20 pcs		.55
Sen Sen, 20 pcs		.55
Red Rooster, 20 pcs		.55
Sweet Heart, 20 pcs		.55
Newton's Pepsin, 20 pcs		.55
Bloodberry, 20 pcs		.60
Pepsin Sticks, 20pcs		.60
Chiclets, 40 5c pkgs		1.25
" 3-lb. boxes		1.35
" 10 10c pkgs		.80
" 12 25c pkgs		2.00

CRACKERS.



MADE BY THE
MUTUAL BISCUIT CO.

	lb.	½ box
Almond Drops	15	
Animals	12½	$1.20
Arrowroot	14	1.60
Assorted	12	1.15
Assorted, extra	14	1.30
Assorted, fancy	20	1.75
Assorted Wafers	16	1.90
Assorted Jumbles	14	1.25
Boston	9	.60
Butters, Mutual	10	.70
Butter Scotch	14	1.50
Butter, Star	9	.60
California Lunch	9	.90
Champion	9	.65
Chips, Mutual	14	1.10
Chocolate Biscuits	16	1.80
Checolate Fingers	15	1.50
Chocolate Wafers	18	2.15
Cocoanut Bonbon	14	1.25
Cocoanut Finger	15	1.50
Cocoanut Marshmallows	15	1.50
Cocoanut Taffy	15	1.80
Cocoanut Wafer	16	1.50
Coffee	12	1.25
Coffe Iced	15	1.35
Cornhill	10	1.10
Cracker Meal	6	1.10
Currant Cakes	12	1.10
Egg Jumble	14	1.25
Fruit Biscuits	14	2.40
Ginger Cakes	10	1.40
Ginger, Nut	11	1.40
Ginger Wafers	14	1.75
Graham	10	1.20
Graham Gem	9	.75
Graham Unsweetened	9	
Honey Fingers	14	1.25
Honey Pumbles	12	1.00
Honey Drops, spiced	15	1.60
Honeysuckle	16	
Jelly Fingers	16	1.50
Jenny Lind	12	1.10
Lady Fingers	15	1.30
Lady Fingers Iced	16	1.40
La Grande	11	1.10
Lemon Biscuit	14	1.25
Lemon Brittles	14	1.35
Lemon Snap	12	1.20
Lemon Wafers	14	1.75
Macaroon Almond	40	
Mutual Flakes	14	.90
Mutual Tea	16	1.60
Nic Nac, No. 1	10	1.10
Nic Nac	12½	1.25
Oysters	8	.70
Peoples Mixed	12½	1.25
Pilot Bread	4	.65
Pilot Bread Extra	5	.65
Pilot Saloon	7	.80
Ping Pong	16	1.50
Raisin Cake	12	1.10
Saloon Pilot	7	.80
Saloon Soda	7	
Salted Wafers	14	.90
Soda Extra	7	
Soda	6½	
Star Butters	9	.60
Vanilla Bars	14	1.40
Vanilla Biscuits	14	1.25
Vanilla Snaps	12	1.20
Vanilla Wafers	14	1.75
Wafers, Chocolate	18	2.15
Wafers, Ginger	14	1.75
Wafers, Lemon	14	1.75
Water Wafers	12	.80
Walnut Creams	16	1.50



COLUMN 23.

Department 18.

FANCY GROCERIES.

Snider's Baked Beans.

No. 1, 90c doz.; 4 doz. in case	
No. 2, $1.40 doz.; 3 doz. in case	
No. 3, $1.85 doz.; 2 doz. in case	

Bouillion Capsules.

Anker's, 10 capsules in box, per doz boxes	2.75

Capers.

Capotes, 1 dz in cs	1.20 1.25
Nonpareil, small	1.35
De large	2.00
"White Label," 6-oz. doz	2.25
"White Label," 10-oz. doz	3.15

TOMATO KETCHUP.

Catsups

Snider's

Qts., per doz	$3 75
Pts., "	2 40
½-pints, per dos.	1 40





CAMPBELL'S
(½ Pts. Condiments)

2 dozen to case

Tobasco Ketchup dozen $1 15

Tomato Ketchup, dozen $1 15

Salad Dressing, dozen 1 15

Chili Sauce, dozen $1 15

Assorted cases, dozen $1 15

Miscellaneous.

Our Mother's Ctsp ¼-pt, doz	1 40
Our Mother's Ctsp, pts, doz	2 30
Blue Label, 25 ½ pts to cs	3 10
Blue Label, 25 pts to cs	5 00
Blue Label, 12 qts to cs	4 00
Mother's Own, pts	1.50
½ pts	.90
London's Rockaway, Pts., doz	2.25
Sailer's "Purity," doz	.90
H. B. Catsup, pts	2.15
" " ½-pts	1.25

Chocolate and Cocoa

CHOCOLATES.

Baker's.

German Sweet, 6-lb boxes, ⅛s and ¼s	2
Eagle, 12/1s	23
Premium, 12/1s	28
Vanilla, 12/1s	41
Powdered, ¼s, ½s, 1s, 12/lb. boxes	26

Subject to quantity discount.

Huyler's.

Vanilla, 12-lb. boxes	36
Premium, 12-lb. boxes	33

Lowney's.

Cream Cakes, per box	80
Ice Cream Drops, per doz	75

Ghirardelli's.
In paper

Eagle, 24 1-lb	21
Eagle, 12 1-lb	21½
Eagle, 12 ½-lb	22½
Eagle, 12 ¼-lb	24
Crescent, 6 5 to lb	17
Crescent, 12 5 to lb	16½
Cal, Sweet, 6 6 to lb	21½
Cal. Sweet, 12 6 to lb	21
Monarch, 12 1&½-lb	26
Monarch, 12 1-lb	25
Monarch, 12 ½-lb	27
Star, 24 1-lb	19
Star, 12 1-lb	19½

Ground.
In tins

Ghirardelli's, 12 1-lb tins	26½
Ghirardelli's 24 1-lb tins	26
Ghirardelli's, 60 1-lb. tins	25½

In delivery cases.

Ghirardelli's 60 3-lb tins	24
Venard's, 24 1-lb tins	21
Venard's, 60 3-lb tins	20
Miner's, 12 1-lb tins	22½
Miner's, 24 1-lb tins	22
Miner's, 20 3-lb tins	22

5 per cent off on 120-lb. lots

COCOAS.

Baker's Bkfst, 6/1's&½'s	36
Van Houten's, ¼'s and ½'s	35
Van Houten's, 1's	80
Royal Dutch, 12/¼'s	80
Royal Dutch, 12/½'s	75
Royal Dutch, 12/1's	70
Epp's, 14/½'s	40
Fry's, 12/½'s	39
Webb's, 6/½'s	23
Lowney's, 6/½'s	37
Ghirardelli's Bkfst, 6/½'s	38
Ghirardelli's Bkfst, 12/½'s	37½
Ghirardelli's Imprl, 6&12/½s	56
Miner's Bkfst, 6/½'s	37
Miner's Bkfst, 6/1-5's	38
Menier's, 1's ½s	47

COLUMN 24.

Condensed Milk

BORDEN'S CONDENSED MILK CO.



Gail Borden Eagle rand in 5-case lots	6.80 6.65
Pony	2.25
Challenge	4.70
Floral	4.65
Dime	3.75
Rose	4.40

(Each of above Brands 4 doz. in case)

Borden's Malted Milk, Trial Size, per doz. 75



Borden's Pioneer Brand Evaporated Cream

Large Cans, 4 doz. in cs	3.75
Peerless	4.70
Yacht	3.25
Family Size, 4 doz. in case. Quarts, 2 doz. in cs	

ALL ABOVE BRANDS GUARANTEED



CARNATION CREAM

20 oz. cans 4 doz	
Per case	4 00
5 cases	3 95
25 cases	3 90
50 cases	3 85

25c rebate from factory on return of jobber's dup. bill and signed contract



LILY
[large tin]

1 to 10 cs	$3 90
10 to 25 cs	3 85

Helvetia Milk Condens'g Co.



Originators Evaporated Cream
Highland Evaporated Cream 4 doz in box $4.10
Baby Pet, 6 doz 3 00
Pet, reg., 4 doz., per case 3 25

Miscellaneous.

St. Charles, 4 doz., in case	$4 50
St. Charles, 5-case lots	4 50
Horlick's Malted Milk, doz	4 50
Jersey, 4 doz. per case	3.50

Cereal Coffee.

Fig Prune, per doz	$2 25
Postum, 24½'s, per doz	1 35
Postum, 12/1's, per doz	2 25
Postum, 36/1's, per doz	2 25
Grains, 12, 2s	2.75

Chutney.

Chutney, asst, qts	$6 25
Chutney, asst, pts	3 75
Chutney, Major Grey, qts	6 50
Chutney, Major Grey, pts	4 25
Ban-ki-pore, pts	3 00

Cranberry Sauce. doz.

Anderson's 2s, 2 doz box	2.00
Tea Garden, 2s, gls, 12 box	4.00
Tea Garden, 1s, gls, 24 box	2.25
Cape Cod, 2 lb, gls, 12 box	3.50
Cape Cod, 1 lb. gls, 24 box	2.00
Home Made, 1s, 2 doz box	2.15
do 2s, glass, 1 doz box	4.00

Rice.

Choice Seed Japan	$0.04¼
Good Seed Japan	.04
Fair Seed Japan	.03¾
Fancy Head Rice	5½ .06
Long Grain Rice	.05
China No. 1	5 6
China No. 2	4 4½

COLUMN 25.

ALPINE

EVAPORATED CREAM

	Per case
1 to 5 cases, 4 doz. to case	$3.60
5 to 10 " " "	3.55
10 to 25 " " "	3.50

Gallons

1 to 5 cases, 6 to case	3.35
5 to 10 " " "	3.30
10 to 25 " " "	3.25

Midgets, 8 doz. to case
1 to 5 cases, $3.90 | 5 to 10 cases, $3.85 | 10 to 25 cases, $3.80

Alpine Evaporated Cream Co.
Factory
HOLLISTER, CAL.
Office and Salesroom
95 Market Street
Rooms 212-213.
San Francisco, Cal.
Phone: Main 3443.

Cottolene.

2's, 4's or 10's, per cs. of 60 lbs	7.00
5-case lots	6.90
10-case lots	6.85
25-case lots	6.75

Curry Powder.

Cross & Blackwells, 2 oz	1.35
do 4 oz.	2.35
Do 8-oz.	3.65
Do 16-oz.	6.20
East India, Bombay, 16 oz	5.00
East India, Bombay, 8 oz	3.25

Extract of Beef.
Liebig's (Genuine)

	2 oz.	4 oz.	8 oz.	16 oz.
doz.	4.55	8.50	15.90	29.75

"Rex" Solid.



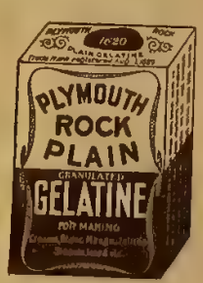
2-oz., doz	$3.96	8-oz., doz	$13.27
4-oz., doz	7.20	16-oz., doz	24.75

Marshall's

2 oz., per doz	$2.40

Gelatine.

Knox's, per doz	1 20
Knox's, per gross	14 00
Cox's, per gross	12 00
Keck's, per doz	1.10



Plymouth Rock, per doz	$1.10
(1 doz. free with 3 doz.)	
Plymouth Rock, per gross	12.50
(4 doz. free with gross.)	

Ginger (Preserved).

½ doz jars in cs, per cs	2.25

Lemon Sugar.

Gilt Edge, 24/1½s, per doz	1.37½
Gilt Edge, 24/1s, per doz	1.85

Lime Juice.

Tahita, 24/8-oz, per doz	$1.25
Tahita, short measure, 16-oz	1.60
Tahita, full measure, 16-oz	1.75
Tahita, full measure, 32-oz	3.50
Tahita, bulk, gal	1.00

Mushrooms. doz.

Le Court, 100 to cs	$2.25
La Forrest, 100 to cs	2.75
Hotel, 100 to cs	1.85
Fancy Stuffed, pts	4.00

COLUMN 26.

OLIVES.

OLIVES IN BULK.

	25 gl.	10 gl.	5 gl.	3 gl.
Ex. No. 1, Qu's	1 10	11 50	6 00	3 75
Lge No. 1, "	1 00	10 50	5 50	3 25
No. 1 Qu's	85	9 75	4 75	2 90
No. 2 "	85	8 75	4 50	2 85
Manzanilla	70	7 25	3 75	2 40

Extra charge for kegs & barrels.



Olives

SEVILLE PACKING CO.

White Label Queen Olives—

28-oz., per doz.	$5.50
18-oz., "	3.75
6-oz., "	1 25

Pim-Olas

18 oz. 2 doz. per cs, per doz.	$6 10
10 " " " "	3 55

Baby Pim-Olas

10-oz., 2 doz. in case, per doz.	$2.50
6-oz., 2 doz. in case, per doz.	1.50

Olive Oil

NICKELS

	Case
½ pints, 4 doz.	$9 00
Pints, 2 doz.	8 55
Quarts, 1 doz.	7 85
½-gal.	9 00



CRYSTAL BRAND OLIVE OIL. Pure California Products.

7-oz.
Per doz...$2.40
3 doz..... 6.75

14-oz.
Per doz... 4.50

Quarts.
Per doz... 7.25

Put up by
C. C. Ryder.

MISCELLANEOUS

Golden Gate, in gal tins, per gal	1 35
" ½ " "	1 45
" " "	1 90
Pala Grove, pure Cal., qts. .. ds	7 75
Cooper's qts., ₩ doz.	10.00
Cooper's pts, ₩ cs of 2 doz.	10.00
Antonini, J.P.S., qts, Wcs..	7.40
De 1½-gal. tins, ₩ tin..	2.90
Duret, qts, pts, ₩ doz cs..6.00	7.00
Lucca, Cresse & Blackwell's qts.	7.50
Lucca, Cresse & Blackwell's pts, 2 doz.	8.25
Lucca, Cresse & Blackwell's ½ pts. 2 doz.	7.25

Salad Oil.

Durand Oil.

Quarts, 1 doz. to case, per case	$1.65
Pints, 2 " " " "	1.75
½-Pts., 3 " " " "	1.85

Puritan Salad Oil

Quarts, 1 doz. to case, per case	1.90
F. Dubec & Fils, 1 dz qts, per case	1.50
Imitation Lucca, qts	1.70

"Primrose" Salad Oil.

Tierces, about 59 gal. gal.	$ .40
1 gal. tins, 10 to case, gal.	.70
2 gal. tins, 1 to case, gal..	.45
½ gal. tins, 20 to cs, gal.	.75
Quart bottles, 12 to cs, doz	1.85
Pint bottles, 24 to cs. doz	1.00
½ pint bot. 36 to cs, doz.	.65

Paprika.

Gordon Packing Co.

1-16 lb	doz	½ lb.	doz 6 00
⅛ lb	doz	1 lb	doz
¼ lb	doz	Bulk, lb.	

Peanut Butter

Heron's, 2 doz to cs, per dz. 2.40

Peels.

Citron, 25-lb box	12½
Citron, 10-lb box	14
Lemon, 25-lb box	11½
Lemon, 10-lb box	12½
Orange, 25-lb box	11¼
Orange, 10-lb box	12

COLUMN 27.

PICKLES.

Gordon Packing Co.

California—Mixed or Plain.

No. 1, bbls, per gal.	$0.24 to $0.27
No. 1, ½ bbls, per gal.	.26 to .29
No. 1, 10-gal keg, p kg.	2.25 to 2.45
No. 1, 5-gal keg, p keg.	1.15 to 1.25
No. 1, 3-gal keg, p keg.	.80 to .85
No. 2, bbls, per gal.	.22
No. 2, ½ bbls, per gal.	.24
No. 2, 10-gal keg, per keg.	2 10
No. 2, 5-gal keg, per keg.	1 05
No. 2, 3-gal keg, per keg.	.80
No. 3, bbls, per gal.	.14
No. 3, 10-gal keg, per keg.	1 15
No. 3, 5-gal keg, per keg.	.60
No. 3, 3-gal keg, per keg.	.55

SWEET—"PACIFIC."

Bbls, ₩ gal	51
½ bbls, ₩ gal.	53
10-gal keg, per keg.	5.00
5-gal. keg, ₩ keg	2.75
3-gal. keg, ₩ keg	1.75
Square, 1doz ½-gal, ₩ doz.	2.25
Square, 2 doz ¼-gal, ₩ doz.	1.60
Square, 4 doz ½-gal., ₩ doz	1.25
Round, qts, ₩ doz.	3.75
Round, pts, ₩ doz.	2.50
Round, ½ pts, ₩ doz.	1.75

Crosse & Blackwell's.

	Doz.
Mxd Pkls, pat tops, pts.	4.15
Mxd Pkles, Pat tops, ½ pt.	2.50
Mxd Pkls, corks, pts.	3.95
Chow Chow, pat tops, pts.	4.15
Chow Chow, pat top, ½ pt.	2.50
Chow Chow, corks, pts.	3.95
Onions, pat tops, pts.	4.15
Onions, pat tops, ½ pts.	2.50

Root Beer



Less 5 per cent. on gross lots

Hires', case of 1 gr.	20 00
6 doz. lots	10 00
3 "	5 00
1 "	1 75

Hires' Carbonated Root Beer es of 2-dz pt bottles, patent tops, per cs $2 00 in 5 case lots 1 95

Hires' Carbonated Gingar Ale Per case 2 00

5-case lots, $1.95.



Hires' Rootbeer Carbonated and Ginger Ale empty bottles, if returned to Snehn-Patrick Company, will b. received by them at 25c. per case of 2 doz. bottles (with case) Delivered at San Francisco.

COLUMN 28.

Saratoga Chips.

(Less 5 per cent)

Boxes, 15 and 30-lb, per lb.	$0.20
Cartons, 6-oz, 2 doz in cs, doz	1.30

SAUCES.

SNIDER'S SALAD DRESSING

Pints, 1 doz. in case, doz. $2.75

Hlf-Pts, 2 doz. in case, doz. 1.75





Snider's Oyster Cocktail S'ce pints, 2 doz to c'se, doz . .2 40

Same gallon jugs, 6 to case, per gal. 1 80

Snider's Chili Sauce, pints, 1 doz. to c'se doz 2 40

Same, half pts 2 doz. to c'se doz 1 45

Bayle's Tabasco Pepper Sauce, in cases, 6, ½-doz. boxes, per doz. $3 00 boxes of 12 bottles, per doz. 3.50

Holbrook's W'cestershire, ½'s	2.40
Do pts.	4.00
Do qts.	
*Lea & Perrin's Worcestershire, sma'l	2.75
*Lea & Perrin's Worcestershire, medium	5.00
*Lea & Perrin's Worcestershire, large	8.25

*5 cases 5c ₩ doz less.

Ban-ki-por, ½ pts, 2 doz case, per doz	2.40
Ban-ki-per, pts, 1 doz case	3.80
Tobasco, McIlhany	4.00
Tobasco, New Iberia	3.50
Braunhardt's:	
Tropical, ½-pts, 2 doz. per case	4.50
" pints, 2 doz. " "	8.10
Bengal Worcester, ½ pt.	.55
Bengal Worcester, pt	1.05
Pepper, sprinkle top, ½ pt.	2.00
Superior Pepper, small	.75
Superior Pepper, large	1.50

Pure Food Pk'g Co.

Worcester Sauce, London Club, ½ pts., do	.75

Salad Dressing.

Durkee, small, 2 doz, ₩ doz.	2.50
Do large, 1 doz, ₩ d.	4.80
Do picnic size, 4 dz, ₩ dz.	1.00
My Wife's, 1 dz. 16-oz. case	2.75
My Wife's, 2 doz, ½ pt, cs.	3.40

Alpha Salad Cream.

Jumbo, 1 doz. to case, per case	4.25
Do large, 2 doz. " "	4.70
Do picnic, 2 " " "	2.50

El Paso Manfg. Co.
1653 Mission St.

Manufacturers

Flavoring Extracts
Fruit Juices
Syrup
Salad Dressing
Bluing
Ammonia

—

Meat and Salad Dressing, doz. .90



COLUMN 29.

SOUPS.



CAMPBELL'S (1-lb. Condensed). Packed 48 1-lb. cans to case. Straight cases of any variety, or following assortment:

2 Tomato, 6 Vegetable, 4 Ox Tail, 3 Mock Turtle, 3 Chicken Gumbo, 2 Tomato Okra, 1 Julienne, 3 Beef, 2 Consomme, 2 Pea, 2 Celery, 2 Vermicelli-Tomato, 2 Clam Chowder, 3 Mutton Broth, 2 Bouillon, 3 Chicken, 2 Mulligatany.
Price, per doz, any variety .$0.90

Miscellaneous.

Snider's Tomato—3 lb tins 2 doz. in case, per doz	$3.60
Same—2 lb tins 2 doz. in case, per doz	1.35
Van Camp's asstd, per doz.	.90
Van Camp's straight, per doz.	.90

SALT.



LESLIE SALT.

Free Running—

Cartons, 20 5s.	$ 2.50
Cartons, 24 3s.	2.00
Cartons, 48 2s.	2.75
Caddies, 50 2s.	3 60

Velvet Grain—

Bales, 50 3s.	1.75
Bales, 30 5s.	1.75
Bales, 15 10s.	1.75
Bales, 8 20s.	1.75
Pockets, 75 2s.	1.75
Pockets, 40 4s.	1.75
50-lb sacks, per ton	18.00

H. E. H. Liverpool.

Bales of 75, 2's, per bale	$1.25
Bales of 40, 4's, and 15 10's	2.0
Bags, 200s (50s $5), per ton	7.50

Rock Salt.

Half-Ground, 100-lb sacks, per ton	$4.25
Stock, 100-lb sacks, per ton	4.00
Liverpool Lump, per ton	14 50
Cal. Table and Dairy, pr bale.	1.0
Cal. Table and Dairy, 50's, per ton	6.25

Package Salt.

Shaker Salt, per doz.	$0.90
R. S. V. P., 3's, 24 to cs, p. cs.	2.25
R. S. V. P., 5's, 20 to cs, p. cs.	2.75

Celery Salt.

Mertens, 1 doz in box	1.05

Sauerkraut.

Barrels, per lb.	.02¾
½ bbls	.03
¼ bbls	.03¼
3-gal kegs, per keg.	.90
5-gal kegs, per keg.	1.15
10-gal kegs, per keg.	2.25
2-lb tins, 2 doz in cs, doz.	1.35
2½-lb tins, 2 doz in cs, doz.	1.60

COLUMN 30.

SPANISH DELICACIES.

Specialties of the **Spanish-American Food Co.**
149-155 Fremont St.
Medal Goods. Paris Exposition.



TAMALES.

	Doz.
L. X. L., W. G. M. and Kapp & Sheet Brands.	
No. 1 Boneless Chicken Tamales in key-op cans	1.30
No. 2 Not Boneless Chicken Tamales in key op. cans	1.00

Spanish-American Brand.

Beef Tamales in key op. cans	.95
Extra Special Boneless Tamales in key op. cans	1.60
Chili Con Carne, 1 lb.	1.20
Enchiladas, in key-opener cans	1.20
FRIJOLES, 1 lb	.90
Tripe, Spanish style, 1 lb	1.25
Minced Deep Sea Clams, 1 pt.	1.25
Clam Juice, 1 pt.	1 10
Cal. Baked Beans, tomato sauce, 1 lb., 4 doz in case	.85
Cal. Baked Beans, tomato sauce, 2 lbs., 2 doz to case	1.35
Cal. Baked Beans, tomato sauce, 3 lbs., 2 doz to case	1.75

Chili Beans (Tamale Sauce)

1 lb, 4 d z to case	.85
2 lb, 2 " "	1.35
2 lb, 2 " "	1.75

Deviled Oysters, for Sandwiches 4 doz to case	1.40
Pate Chicken Liver for sandws. 4 doz. to case	1.40
Macaroni and Cheese, with Tomato sauce, 1 lb, 4 ds. cs.	.90

Concentrated Soups.

Pints (20 kinds) . . . doz. .90

Beef, Tomato, Ox Tail, Mock Turtle, Mulligatawny, Rice Tomato, Consomme, Green Pea, Bean, Clam Chowder, Vegetable, Chicken Rice, Chicken Barley, Chicken Giblet, Chicken Gumbo, Cream Chicken, Cream Celery, Beef Bouillon, Chicken Bouillon, Clam Bouillon.

Quarts (9 kinds) . . . doz. $1.85

Chicken, Beef, Mock Turtle, Ox Tail, Tomato, Mulligatawny, Vegetable, Clam Chowder, Cream of Celery.

Truffles.

Rilhac, 100/¼'s, per doz.	12 00
Rilhac, 100/ 1-16's, per doz.	3.00
La Forrest, 100/¼'s, per doz.	17.00

Vinegar.

	½ Bbl.	10 bbl.	5 gal.	3 gal.
30 grain	08	10	1 15	65 50
40 grain	10	12	1 35	75 60
50 grain	12	14	1 70	90 80
60 grain	14	16	2 00	1 10 95
80 grain	16	18	2 65	1 50 1 25
90 grain	18	20	3 50	1 85 1 65
100 grain	20	22	3 85	2 00 1 85

Hammond's Vinegar.

Salad, qts, per doz.	1.25

Yeast Cakes.

Great Western	1.00
Gillett's Magic	1 20
Yeast Foam	1 20

Pure Oregon Apple Cider Vinegar.

Bbls.	22c gall n
½-bbl.	24c "

Guaranteed.

COLUMN 31.

Department 19.
GROCERY SUNDRIES.

Axle Grease.

H. & L., per case.....$1.50
C. & S., 2-doz case, per case... 2.00
" 5 cs lots.....1.95
" 10 cs lots.....1.85
Frazer's, 2 doz tins, per case..2.25
Frazer's, 4 doz wd, per case... 3.60
Frazer's, 15-lb pails.....85
Mica, 3 doz tins, per case..... 2.25

Paper Bags.

Automatic, Self-opening, 500 in pkg. List.

¼-lb .....$1.00 8-lb 4.80
½-lb ..... 1.20 10-lb 5.20
1-lb ..... 1.60 12-lb 6.20
1½-lb ..... 1.70 14-lb 8.20
2-lb ..... 2.00 16-lb 9.00
3-lb ..... 2.50 20-lb 10.00
4-lb ..... 2.90 25-lb 11.00
5-lb ..... 3.40 30-lb 13.00
6-lb ..... 4.00 35-lb 15.00
7-lb 4.40

Discounts from above List:
(Cheapest).....50 pct and 5, 10's
Eagle or Equal....50 pct and 2, 10's
White Fibre, or any white bag, ...50 pct and 1, 10's
Mikado (striped) .....40 pct
Sugar Bags, broad bottom, lb....06
Lion, 40 per cent and 1.....1.10

Bluestone.

Barrels, per lb (5 bbls 5½c) .$0.05¾

Bathbrick.

Bristol, 2 doz, per case $0 85
case 1.15
Powdered, 40 ½'s, per case 1.25

CANDLES.
Adamantine.

Schneider's 10 oz. 20's.....$0.07
Schneider's 12 oz. 20's..... .08½
Schneider's 14 oz. 20's..... .09½
Paraffine, 20 1 lb. cakes...1.95
do 5 bx. lots.....1.85
do 10 1 lb cakes.....3.90
do 5 bx lots.....3.75
do 100 1 lb cakes.....9.75
do 5 bx lots.....8.75
P. & G. Adamantine, 10 oz. 8¼
do 12 oz. 9¼
do 14 oz. 10½
Yacht Club Quartz Candles
20 sets 14 oz. ..... .10
40 sets 14 oz. ..... .09¾

Stearic.

Schneider's 14 oz 20's or 40' .12
Schneider's 16 oz 20's or 40's. .13½

Paraffine Per lb.

4s, 6s, in cartons of 36-lb bxs..10¼
12s, in cartons of 36-lb bxs.....10¼
½-lb, in cartons of 25-lb bxs...10¼
1-lb, in cartons of 25-lb bxs....10¼
Colored 1c higher.

Beeswax, pure for churches.. 40
Do No 2..... 30
Do No. 3..... 25
Christmas, all sizes.....$ 8½
Do holders, ₩ gross..... 85
Wax Tapers, ₩ doz pkgs (₩ gross 8.00)..... 65 75
Night Lights, German, on pap & wd, (doz 40)..... 65
Do French, on tin, doz... .....50, .75, 1.10

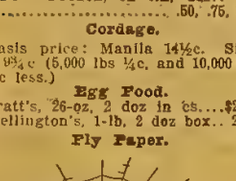
Cordage.

Basis price: Manila 14½c. Sisal 9¾c (5,000 lbs ¼c, and 10,000 lbs ½c less.)

Egg Food.

Pratt's, 26-oz, 2 doz in cs....$2.25
Wellington's, 1-lb, 2 doz box.. 2.00

Fly Paper.



Fly-Net, Per case $2.60
Magnet, per case.....$2.50
Tanglefoot, per case..... 2.95
Tanglefoot Holders, per case of 50 ..... .75

Fruit Jars.
(Net cash — no discount)

Mason's, pts, per gr.....$7.35
Mason's qts, per gr..... 8.05
Mason's, ½ gals 11.40

Fruit Jar Caps.

Porcelain, 6 doz to box, per bx 2.40

Fruit Jar Rubbers.

No. 1 white, per lb..... 50–60c
"Gold Seal," cartons, per gr.. .75
"Badgers," cartons, per gr.... .60

Hops.

No. 1, ¼ lb, 30-lb. box, lb..... .30
No. 1, ½ lb, 30-lb box, lb..... .30
No. 1, 1 lb, 30-lb box, lb..... .30
Less than 30-lb boxes..... .31

Horseradish.

½-pts, 2 doz in box, doz..... 1.10
Pts, 1 doz in box, per doz.... 1.50
Qts, 1 doz in box, per doz..... 2.75
Bulk, per gal ..... .75

Glue.

Le Page's, 1 oz, per doz..... .75
Le Page's, 2 oz, per doz..... 1.15
Le Page's ½-gill tins, per doz. 1.20
Le Page's, 1-gill tin, per doz.. 1.60
Standard, small, per doz..... .50

COLUMN 32.

EUREKA INSECT EXTERMINATOR.



Manufactured by
Jos. Pusch, 22 Hampton Place San Francisco.

10c size, doz 75
25c size, doz 1.75
60c size, doz 4.50
1.00 size, doz 8.00

Harmless to persons or animals; does not irritate the skin or injure the eyes.

MATCHES.

Metropolitan, full count, per tin.$1.10
Universal, shrt count, pr tin .75
Boys' block pap .pkg, per doz .8½
Swedish Safety, per gross..... .80
Swedish wind, 1 gross..... 85
Vulcan Parafine, 55s, ₩ gross (50 gross 50c) .....50 .55
Japanese Safety, per gross..... .50
Squirrel Matches, 55s, per gross .42
Ship Safety Matches, la ge, gross .75
" " small, " .65

Diamond Match Co.'s.

Anchor, 200. ..... 1.70
..Do 500s..... 4.00
Domino, case..... 2.75
G. G., 60s..... 2.75
Red Top Safety 3.25
S. & C., Eastern Parlor, 80s.... 4.25
Press, 100s, 5-gross cs..... 4.75
Little Star, per cs..... 2.25
Search Light, 500s, large 1 gr.. 4.75
(Discount of 25c per case on 5 cs. lots)

Paper, Wrapping.

Butter, White, ₩ ream..... 20
Do Waxed ₩ ream..... 25
Manilla, No. 2, roll, any sz, lb....3½
Manilla, No. 1, rolls or reams, ₩ lb..... 5
Straw, ₩ ream..... 70
Do rolls any size, ₩ lb.... 3¼
Drab, ₩ ream..... 60
Do rolls any size, ₩ lb.... 2⅝
Metropolitan White Fibre Rolls, per pound 4

Paper, Toilet,

Columbia, in rolls, 7 oz, per cs of 100 .....2.75
Royal, 100 rolls of 500 shts.....4.00
Pilot, 100 tablets of 500 shts..3.75
Golden Eagle, 100 tablets of 1,000 sheets 8.00

Polishes, Shoe.

Mason's.

Mason's Colt-Ceron-Ide Per gross $4 70; per doz. 40c
Mason's Paste Stove Polish Per gross $4 70; ¼-gross $1 20
Mason's Challenge, per doz..... .40
Mason's Challenge, per gross... 4.70
Challenge Shoe Dressing, small per doz .$ 75
" large " " 1 50
Russett Comb'n. shoe Dressing small, per doz 75
" large, " " 1 50
Black Comb'n Shoe Dressing small per doz 85
Patent Leather Polish, per doz 50
Mason's, No. 4..... 45
" " per gress 5 20
" No. 3 per doz..... 35
" " per gross. 3 40
" No 2 per doz 30
" " per gross..... 3 00
" No. 1 per doz 25
" " per gross 2 80

Scott & Gilbert Co.
Manufacturers.
214-216 Mission St., San Francisco



In 3 dozen cases per

Alaska Seal Oil.... 20 00
Top Notch 15 00
Russian 12 00
Boss..... 9 00

Bixby's.



Jet Oil .....per doz. 85
Jet Oil, 3 doz. in box, with Marvel Brush Free 2 55

COLUMN 33.

BIXBY'S—Continued

Royal Polish ..... per doz. 85
Royal Polish, 3 doz. in box, with 8 pkgs. 5c Carpet Tacks free.2 55
Shoe Satin, Small Comb, per doz. 80
Shoe Satin, Large Comb, per doz. 1 25
No. 5, Shoe Satin Paste, per doz. 40
No. 10, Shoe Satin Paste, p doz 85
Satinola, small Comb..... 80
Satinola, Large Comb 1 25
No. 5, Satinola Paste..... 40
No. 10, Satinola Paste..... 85
"BBB" Blacking Size M. 3 dz. in box ..... } 1 25
½doz. paste free .....
"BBB" Blacking, Size B. 3 doz. in box ..... } 2 50
1 doz. paste FREE .....

Polish, Stove.

Rising Sun, large pkg, ₩ gross.6.25
Do 5-gross lots, ₩ gross..6.00
Do Small pkg, ₩ gross....4 25
Sun Paste, large, ¼ gross, per gross 8.00
Sun Paste, small, ¼ gross, per gross 5.00
Enameline, No. 4 tins, ₩ gross.5.00
Do No. 6 tins, ₩ gross.....3.25
Do Liquid, pt-tins, bx 3 doz.2.25



Small, 3 doz. to cs., per cs.$1.50
Large, 3 doz. to cs., per cs. 2.50
(½ doz. free with each case)

Polish, Metal.

Electro Silicon, 1 gr in case, per doz ..... .80
Brilliantshine, ½ pts, per doz.. .90
Brilliantshine, pts, per doz.... 1.70
Brilliantshine, qts, per doz.... 3.10

U. S. Metal Polish.



POLISH Doz
Qts...$3 00
Pts.... 1 70
½ Pts. 90

PASTE
lb...$3 00
½ lb . 1 75
3 oz... 50

Barkeepers Friend powder gr..$18.00

U. S. METALLIC POLISH PASTE is put up by a Practical Chemist; also in Liquid Form. Free from Acid or Grit. 20 years in the Markets of the World. **J. T. WILSON,** Pacific Coast Agt., 1770 15th St., S. F. For sale by all dealers. Also the Barkeepers' Friend Cleaning Powder.

Rope.

Manila, 1¼-in. cordage ..... .15
Sisal, 1¼-in. cordage ..... .10¾

Seeds.

Anis 14½
Canary 7
Caraway 8 10
Celery 15
Coriander 15
Cumin 18
Flax, ground 4
Flax, whole 3¾
Hemp, sacks 4½
Millet 6½
Mustard 5½
Poppy (Or. sks 9¼)..... 10¼
Rape, Cal. 4½
Bird gravel, 40 2s..... 2.00
Bird Seed Mixed 48—1-lb. pkg . 8

Original sacks ½c less.

Sheep Dip.

Little's, 10½-gal tins, per gal$1.05
Little's, 5-gal drums, per gal.. 1.05
Smith's, 10½-gal tins, per gal. .95
Smith's, 5-gal drums, per gal .95

Twine.

Cotton, 4 ply, 100-lb bls, per lb 20
Do 3 ply, 100-lb bls, per lb.... 20
Do 2-lb cones, per lb 20
Hemp, 8-oz balls, per 3-lb pkg.. 70
Do, 4-oz. balls, per 3-lb pkg. 75
Do 2-oz balls, ₩ 3-lb pkg.. ..
Sack, 4 ply, 12-lb pkgs, per lb. 38

Wax.

Fruit,...25 6-oz. pkgs 1.10; .. 9-oz. .80
Japan, per lb..... 17
Beeswax..... 35

Wax Strings.

12 in. 10 pkg. 100 stgs each..... 1 65
14 in. 10 pkg. 100 stgs each..... 1 75

COLUMN 34.

Continued from Col. 18.



Dr. Price's Wheat Flake Celery Food.
Per case...$ 3 75.

Pastes (Domestic).

Macaroni, Vermicelli, etc.—
No. 1 Extra, per box..... .27
No. 1 Extra, 15 lbs. ..... .52
No. 1 Extra, 25 lbs. ..... .82
No. 1 Extra, 50 lbs. 1.65
No. 1 Extra, 100 lbs. 3.30
No. 1 Extra, ½ boxes ..... .15
Macaroni, Vermicelli & spaghetti, No. 2 ..... .20
Royal Macaroni, Verm'l & Sp'ti, 24 1-lb pkgs., per case..... 1.70
Queen's Taste Mac., Verm. & Sp. 12 3-lb cartons 1 case..... 2.15
It. Paste, ass'd, ab. 18 lbs. c., lb. .6½
Royal It. Paste, 24 1-lb pkg c., pkg .6½
Golden Gate Egg Noodles, 24 1-lb. pkgs in case, per cs.. 1.90
Farina, 24 1-lb pkgs..... 1.50
Discount 2 per cent for cash only.

COLUMN 35.

Department 20.
WOOD AND WILLOW WARE

AXE HANDLES.

Ex. 36-in., doz.....$2.25
No. 1, 36-in., doz..... 1.75
No. 2, 36-in., doz..... 1.25
No. 3, 36-in., doz..... 1.05
Ex, 38-in., doz..... 4.00
Ex, 40-in., doz..... 4.25

BASKETS.

Per Doz.
Cal., Open, Spruce, No. 3... .60
Cal., Open, Spruce, No. 4... .60
Cal., Open, Spruce, No. 5.. .84
Cal., Satchel, Spruce, nest, 0-5 ..... 1.10
Cal., Satchel, Spruce, nest, 1-5 ..... 1.90
Cal., Satchel, Spruce, nest, 1-41 ..... .71
German market, nest of 4 1.25
Clothes, Oval, Wll., No. 0. 6.00
Clothes, Oval, Wll., No. 1. 6 00
Clothes, Oval, Wll., No. 2. 6.75
Clothes, Oval, Wll., No. 3. 8.00
Clothes, Oval, Wll., nest 4... 2.48
Japanese Telescope, nest of 5, size 18x12x7..... 1.80
Same, size 20x13½x7..... 1.25
Same, size 24x15x16..... 1.75

BOWLS, WOODEN.

Per Doz.
Maple, No. 1, 11-inch..... .75
Do No. 2, 13-inch..... 1.50
Do No. 3, 15-inch..... 2.75
Do No. 4, 17-inch..... 4.25
Do No. 5, 19-inch..... 5.75
Do No. 6, 21-inch..... 7.50

Per nest.
Maple Nests, 3, 13, 15, 17-inch ..... .71
Same, 4, 13, 15, 17, 19-inch 1.30
Same, 5, 13 to 21-inch... 1.81

BROOMS.

Per Doz.
Patent Cap, No. 1..... 3.80
Patent Cap, No. 2..... 3.60
Patent Cap, No. 3..... 3.35
Extra Patent, No. 1..... 3.35
Extra Patent, No. 2..... 2.60
Extra Patent, No. 3..... 2.40
Ladies' Pride, No. 1..... 2.35
Ladies' Pride, No. 2..... 2.60
Ladies' Pride, No. 3..... 2.40
Little Beauties 3.00
Ladies' Delight 2.80
Toy, 2 strings..... .90 1.35
Wisp, 2 strings ..... .90 1.25

BRUSHES.

Per Des.
Dust 2.00 12.00
Scrubbing ..... .55 3.00
Dandy 1.50 5.75

Shoe Brushes.

No. 1, black tampico 1.10
No. 2, bristles 1.65
No. 3, white bristles 1.75
No. 4, bristles 2.00
No. 5, white bristles 2.25
No. 6, horse hair 2.70
No. 7, bristles 3.90

Stove Brushes.

Per Doz.
No. 1, tampico, handles...90c-$1.10
No. 2, bristles, handles..... 1.85
No. 3, tampico, handles..... 1.85
No. 4, bristles, handles..... 3.25

Ox Fibre Brushes.

Per Doz.
Scrub, T. & B., 9x2¼ in face .80
Do Hub, 10x2¾ in face. 2.00
Do Magic, 7½x2 in face 1.10
Do Owl, 6½x1¾ in face .85
Do Cat, 10½x2¼ in face 1.50
Do Rat, 8¼x2¼ in face 1.25
Do Mouse, 6¼x2¾ in fa 1.00
Do Alligator, 16½x2¾ in face 2.25
Do Goose, 8¾x2¾ in fce 2.00
Do Duck, 6½x2¾ in fce 1.50
Stove, Hustler, 8½x2¼ in face 2.25
Sink, Bell, 3½x2½ in face 1.40
Sink, Gong, 4¾x3¾ in face 2.25
Horse, Pointer, 10x8¼ in face 3.00
Creamery, Jersey, 9x5 in face 3.25
Creamery, Holstein, 9½x5½ in face 3.00
Dust, Peacock, 10½x4 in face 2.25
Hand, Windsor, 4½x1¼ in face, per gross..... 6.00
Whitewash, Snowstorm, 9-in., per doz..... 2.00
Same, 8-in., per dos..... 1.75
Same, 7-in., per dos..... 1.50

CAN OPENERS.

Diamond, per doz $0.75
Crown, per doz 1.25
Scissors, per doz..... 2.25

CARPET SWEEPERS.

Bissells, per doz..25.00 to 27.00
King, per doz..... 24.00

CHEESE SAFES.

Round, No. 1 10-in.....$2.20
Round, No. 2, 22-in..... 2.25
Round, No. 3, 24-in..... 3.50
Square, each 4.00

Clothes Line.

Hemp 40-foot, per doz.....$0.80
Hemp, 60-foot, per doz..... 1.25
Cotton, 40-font, per doz..... .80
Cotton, 60-foot, per doz..... 1.20
Cotton, 75-foot, per doz..... 1.75
Manila, 40-foot, per doz..... 1.25
Manila 60-foot, per doz..... 2.50
Sash Cord, 50-foot, per doz.... 1.75
Sash Cord, 80-foot, per doz.... 3.00
Wire Cord, 50-foot, per doz.... 1.05
Wire Cord, 75-foot, per doz.. 1.60
Wire Cord, 100-foot, per doz.. 2.75

COLUMN 36.

Clothes Line Pulleys.

Galv. Iron per doz $0.50

CLOTHESPINS.

Common, per bx of 6 gross .70
U. S. Patent Spring per gr .60

COFFEE MILLS.

Enterprise, Family, No. 1, doz. $3.50
Enterprise, Family, No. 2, doz. 2 50
Enterprise, counter, ea. 5.50-35.00

CORKS.

Wine, pt size, per M $4.75
Wine, qt size, per M 5.25

Demijohns.

Discount: on ½ gal., 2, 3 and 5 gals. 30-10; on 4 and 1 gal., 30-10-5.

¼-gal., doz. $3.25 2-gal., doz. $10.50
½-gal., doz. 4.50 3-gal., doz. 13.50
1-gal., doz. 6.50 5-gal., doz. 19.00

Dust Pans.

No. 1 Japan, doz ..... .63
Covered, doz 1.25
Janitor, doz 2.25

Dusters.

China, fancy colored, doz. ..... .80
Standard Turkey, No. 10, doz. 1.60
Standard Turkey, No. 12, doz. 2.10
Standard Turkey, No. 14, doz. 2.75
Standard Turkey, No. 16, doz. 3.25
Standard Turkey, No. 18, doz. 3.75

DOOR MATS, COCOA.

	Per Doz.
Light, No. 1, 14x24	4.00
Do No. 2, 16x27	5.50
Do No. 3, 18x30	7.25
Do No. 4, 20x33	9.00
Medium, No. 1, 14x25	5.25
Medium, No. 2, 16x27	6.75
Medium, No. 3, 18x30	8.50
Medium, No. 4, 20x33	10.25
Extra, No. 2, 16x27	9.50
Extra, No. 3, 18x30	12.50
Extra, No. 4, 20x33	15.00
Extra, No. 5, 22x36	18.00
Keystone Steel Mats	

Faucets.

Cork lined, No. 1, doz. $0.60
Cork lined, No. 2, doz. 75
Cork lined, No. 3, doz. 90
Cork lined, No. 4, doz. 1.25
Cork lined, No. 5, doz. 1.50
Molasses Gates $0.25
Self-Measuring Faucets, each. 3.00
Syrup Pumps (Ent'rprise), ea. 5.75
Syrup Pumps with auger, ea. 6.00

Ironing Boards.

4-ft., per doz. 4.20
4½-ft., per doz. 4.75
5-ft., per doz 5.25
5½-ft., per doz 5.75

LAMP CHIMNEYS.

IX Eureka Grade.
Eureka Crimp Top in Cartons.

	Per Doz.
No. O or E, 6 doz. in case	.75
No. 1 or A, 6 doz. in case	.75
No 2 or B, 6 doz. in case	.95

Eureka Electric.
In Cartons.

No. 2, 6 doz. in case, per doz. 1.00

Lantern Globes, per doz.
Packed 5 doz. in case ..... .70

Eureka Rochester.

	Per Doz.
No. 1, 6 doz. in case	.85
No. 2, 6 doz. in case	1.05
No. 3, 6 doz. in case	2.10

Macbeath Pearl Top.

No. 1 or A, 6 doz. in case	.85
No. 2 or B, 6 doz. in case	1.05

La Bastie.
Heaviest and best in market.

	Per Doz.
No. A, plain bulk, 6 doz. in case	1.20
No. B, plain bulk, 6 doz in case	1.50
No. A, crimp bulk, 6 doz. in case	1.30
No B, crimp bulk, 6 doz. in case	1.60

Common Chimney.

	Per Doz.
No 0 or E, 6 doz. in case.	.40
No. 1 or A, 6 doz. in case.	.45
No 2 or B, 6 doz. in case.	.65

Common Rochester.

No. 1, 6 doz. in case	.80
No. 2, 6 doz. in case	.90
No. 2, 3 doz. in case	2.00

Lamp Burners.

0 or E, per doz.	$0.50
1 or A, per doz.	60
2 or B, per doz.	75
(Blaze fits 12 collar, takes E wick)	
Solar Burners, doz	1.50

LEMON SQUEEZERS.

Ball, per doz $0.80
Glass No. 1, per doz. 50
Glass No. 2 (for oranges) doz 85

MOPS AND HANDLES.

	Per Doz.
9-lb Mops	1.20 and 1.65
12-lb Mops	1.60 and 2.20
Patent Mop Handles	1.00
Plain Mop Handles	.90

PAILS.

	Per Doz.
Wood, painted, 3 hoops	2.25
Wood, varnished, 3 hoops	2.25
White Cedar, 3 galv hoops	2.75
Fiber	3.50
Galvanized, 10 quarts	1.75
Galvanized, 12 quarts	2.05
Galvanized, 14 quarts	2 25

SHELF PAPER.

	Per gross.
Narrow, assorted colors.	.12
Wide, assorted colors	.25

COLUMN 37.

TUBS.

White Cedar—No. 0, 13.00; No. 1, 10.50; No. 2, 9.00; No. 3, 8.00.

Painted or varnished—No. 0, 11.40; No. 1, 9.60; No. 2, 8.40; No. 3, 7.20.

Fiber—No. 0, 13.00; No. 1, 14.50; No. 2, 13.50; No. 3, 11.00.

Galvanized—No. 1, 5.50; No. 2, 6.20; No 3, 7.20.

WASHBOARDS.

	Per Doz
California, regular size	2.10
California, small	.90
Stag	2.75
Bronze	3.50
Good Enough	2.25
Anchor, single	1.90
Nameless	2.25
Peerless, double	3.50
North Star	3.50
North Star, protector	4.00
Crystal Glass	4.00
Misses	1.50
Toy	.90

WICKING.

	Grs.
Lamp, 0 or E, ⅜-in.	$0.30
Lamp, 1 or A, ⅝-in.	.40
Lamp, 2 or B, 1-in.	.60
Lamp, 3 or D, 1¼-in.	.80
No. 1 Rochester	2.00
No. 2 Rochester	2.75
No. 3, Mammoth	9.25
Junior Rochester	1.50
Stoves, 3-in.	1.80
Stoves, 3¼-in.	2.25
Stoves, 4-in.	2.50
Stoves, 4½-in.	2.90
Stoves, 5-in.	3.50

WRINGERS.

Wood Frame Novelty.

Two top screws; iron tub clamps.

	Per Doz.
No. 350, 10x1¾ in	$0.00
No. 351, 11x1¾ in	36.00
No. 352, 12x1¾ in	42.00

One top screw; wooden top clamps.

No. 360, 10x1¾ in	31.00
No. 361, 11x1¾ in	36.00
No. 362, 12x1¾ in	42.00

Ball Bearing.

No. 380, 10x1¾ in	40.00

MISCELLANEOUS.

Barrels, paper, 100-lbs, ea. .80
Barrels, pa., 50 lbs ea. .65
Barrel Covers, 17-in. (flour barrel size), per doz. 1.80
Barrel Covers, 21-in (sugar barrel size), per doz. 2.70
Basins, fiber, 12-in., pr dz. 2.25
Basins, fiber, 1½-in., per doz. 2.50
Brownies, per doz. .75 1.00 1.25
Butter Ladles, plain, doz. 45
Butter Ladles, clays, doz 85
Butter Spades, doz 40
Dishes, oval 1, 2 and 3-lb, per 1,000 2.20, 2.30, 2.90
Dishes, wire end 1.35, 1.80, 2.35, 2.85, 3.25
Egg Beaters, Dover 1.00
Lemon Squeezers, fiber, dz 1.25
Measures, fiber, 4 pcs 1.25
(Set pt., qt., ½ gal and funnel)
Lanterns, O Tubular, doz. 5.00
Lanterns, candle, frame, only doz. 1.00
Lantern Candle, with chimney, doz. 1.75
Lantern globes, in bbls. 70@95
Mouse Traps, 1 to 6 holes, doz., 6 holes .60
Traps, mouse, "Does-it-easy," doz. 25
Traps, rat, "Blizzard," doz. 1.25
Nest Eggs, per doz. 20
Oil Cans, 1 gal., cush., per doz 1.50-4.50
Oil Cans, 1 gal., galvanized Iron 2.00
Oil Cans, 5 gal., galvanized iron 6.00
Potato Mashers, per doz. 45@75
Rolling Pins, per doz. 1.20 and 1.45
Spoons, wooden...30c, 37c .65
Step Ladders, each per ft. .17 .40
Tacks, steel, asstd, 2-oz, doz. 25
Tacks, Common, 2 oz., doz. 10
Tapers, gas, 30/17-in. stgs doz 65
Tobacco Cutters, standard, ea 80
Toothpicks, per case, 110 box 2.25
Twine Holders, hanging, doz. 2 00
Twine Holders, counter, doz. 3 10
Spittoons, fiber, 13-inch 6.00
Spittoons, fiber, 12-inch 4.75
Spittoons, fiber, 9-inch 4.00
Whips 90
Window Screens, 12-in., doz. 1 60
Window Screens, 18-in., doz. 2.20
Window Screens, 24-in., doz. 2.64

STATIONERY.

Blank Books.

Counter, 48-leaf	$ 50
Counter, 92-leaf	75
Cap, Day & Ledger, per 100 pp	10@ 40
Full bound	50@ 75

Writing Paper.

	Ream
Commercial Note, 5lb.	45@ 75
Commercial Note, 6lb.	50@ 90
Letter, 10 lb, ex.	90@1.50
Cap, 12 lb, ex.	1.00@1.80

COLUMN 38.

Envelopes.

	Per M
XX, 5-in.	1.00@1 50
XX, 6-in.	1.10@1 60
XXX, 10-in.	2.80
XX, 4-in., Baronial, cream or white	1.40@1.80
XX, 5-in., Baronial cream or white	1.60@2.00

Inks.

Scott & Gilbert Co.,
Manufacturers,
214-216 Mission Street, San Francisco

SUNSET BLUE BLACK



	gross
Cones, 3 dozen case	$4.50
2 oz. round studs 3 dz.	4 50
	doz.
4 oz. round studs, 3 dz	75
½ pints, 2 doz. case	1 25
Pints, 2 doz. in case	2 00
Quarts, 1 doz. in case	3 50
	gal.
5 gallon kegs	70
10 gallon kegs	60
Barrels	50
Assorted colors, 1 oz. stands, any color	doz 50
2 oz. stands, any color	75

BLACKSTONE MFG. CO.
1960 Howard St., S. F., Cal.



	Gross
Cones, 3 doz to cs.	$3.75
2-oz., Rnd Cylndr, 3 doz to cs.	2.90
3-oz., Rnd Cylndr, 3 doz to cs.	5.75
4-oz., Rnd Cylndr, 3 doz to cs.	6.50
	Doz.
8-oz., Rnd Cylndr, 2 doz to cs.	1.15
16-oz., Rnd Cylndr, 1 doz to cs.	2.00
Full qts., Rnd Cylndr, 1 doz to cs	3.75

Above prices are for Jet Black, Blue Black, Green, Blue, Violet and Carmine Inks.
(Copying Inks 10 per cent additional.)

Miscellaneous.

	Gross.
Carter's or Sanford blk cylinder, gross	4.50
Sanford's, 4 oz., black cylinders, doz.	60
Sanford's ½ pt, doz.	1.75@2 00
Sanford's pts, doz	3.00@4.50
Sanford's qts., doz.	5.00@7.50

Lead Pencils.

	Gross.
Plain cedar	60
Black polished	1.10
Cedar, rubber tip	1.00
Red polished, metal rubber tip	1.50@3.50
Carpenters'	1.75@2.25
Eagle Automatic, doz.	85@2.00
doz.	40@1.80



Mucilage

Scott & Gilbert Company,
Mnfrs., 214-216 Mission St
San Francisco, Cal.

SUNSET EXTRA HEAVY

	doz.
2 oz. cones, 3 doz. cs.	37½
3 oz cones, 3 doz. cs.	75
½ pints, 1 doz. case	2 00
Pints, 1 doz. in case	3 50
Quarts, 1 doz. in case	7 00
Gallons, ½ doz. ca e	20 00

Blackstone Mfg. Co.
1960 Howard St. S. F., Cal.

	Gross.
2-oz. Cones, 3 doz. to cs.	$4.00
3-oz. cylndrs, 3 doz to cs.	5.75
	Doz.
8-oz. round, 2 doz to cs.	1.75
16-oz. round, 1 doz. to cs.	3.00
Full qts., 1 doz. to cs.	5.00

Bulk quotations (5, 10 and 30-gal.) on application.

Steel Pens.

	per gr. Gross.
Railroad, 1 gross in box	$0.40
Stub No. 413	40
Falcon	40
Bank	40
Easy Writer	50
Extra Fine	45
Elastic	45
Railroad Stub	40
Ladies' Falcon	40
School	40
Spencerian No. 1	35
Gillotts No. 404	50
Gillotts No. 303	1.00

COLUMN 39.

Department 22.

TOBACCO, CIGARS, SMOKERS' SUPPLIES, ETC.

AMERICAN TOBACCO CO.

Plug Tobacco.

Battle Ax, 16 oz, 8x12, 5 cuts, 13, 24 lb 39
Big Gun, 8 lb. butts, also 16 lb. butts, 16 oz., 3x12, 6 cuts .44
Brandywine 4 to lb., 2¼x9, 3 cuts, 4 and 8 lb 46
Bullion, 16 oz. 3x12, 12 lb. 47
" 6 to lb., 1x6, 20 lb 50
Burr Oak, 16 oz., 3 x 12 emb., 6 and 12 lb. 42
Climax, 16 oz, 2x12, 6 cuts, 6, 12 and 30 lb 45
Climax, 7 oz, 2x12, R & R 6 cuts, 7, 10½ and 31 lb. 48
Climax, 7 oz, 8x12, thin, 7 and 14 lb 48
Climax, 6 to lb, 2x3, Twin 4s, 4 lb boxes 50
Climax, 14 to lb, 1x3, Figs 4 lb boxes 54
Cross Bow, 14 oz, 3x12, 4 cuts 14 lb 38
Drummond Nat., 5½ oz. 3x12, 3 cuts, 5, 8, and 12 lb 63
Five Brothers, 4 oz, 3x6, 2 cuts, 4 and 8 lb 65
Gold Rope 7 to lb, 3, 6, 12 lb. 58
Gold Rope 14 to lb. 4, 8 lb 58
Good Luck, 3x6, 10 lb. 46
Granger Twist, 12 and 15 lb pails 45
Horse Shoe, 16 oz, 3x12, 6 cuts, 8, 12 and 24 lb 44
J. T., 7 oz, R & R, 2x6, 2 cuts, 10½ and 21 lb 39
J T., 7 oz, Smo. 2x6, 2 cuts, 10½ and 21 lb. 39
J. T., 14 oz, Smo. 3x12, 4 cuts, 10½ and 21 lb. R & R 39
Newsboy, 48 plugs to 10 lbs. 2¼x4½, 10, 15 and 25 lb. 40
Nobby Spun Roll, 7 to lb, 1½x8½, 3, 6 and 12 lb. 57
Old Honesty, 16 oz, 3x12, 6 cuts, 7½, 15 and 30 lb 44
Old Kentucky, 6 to lb, R. & R., 3, 16½ and 25 lb. 48
Old Peach and Honey, 6 to lb 8 lb. butts 48
Out of Sight, 12 butts, 12 oz., 3x12, 3 cuts. 35
Piper Heidsieck, 5½ oz, 2⅝x8, 3 cuts, 4, 7, 14 lb 69
Red Cross, 16 oz, 3x12, 4 cuts 12 and 24 butts 33
Red Ribbon Twist, 10 to lb, 6 inch, 8 lb pecks, 16 lb, ½ bus 40
Saw Log, 16 oz, 2x12, 6 cuts, 24 lb. 46
Saw Log, 32 oz, 3x12, 12 cuts, 32 and 48 lb 46
Something Good, 5½ to lb, 2x4 9, 18 lb. 45
Spear Head 14 oz. 2x12, 6 cuts, 6, 18 and 30 lb. 45
Spear Head, 7 oz 2x12, 6 cuts, 7, 10½ and 21 lb 45
Standard Navy, 14 oz, 3x12, 4 cuts, 14 and 28 lb 38
Star, 16 oz, 3x12, 6 cuts, 12, 24 and 52 lb 45
Weissinger's Special, 5 1-3 oz., 3 x 12 emb, 2, 6, 12 lb. 63
W. N. T. Nat. Leaf, 6 and 12 lbs., bxs., 5½ ozs., 3x12 5

Smoking Tobacco.

(5-lb Cartons, 25 and 30-lb cases.)

Seal of N. C., 1⅞ oz, foil. $0.68
Seal of N. C., 3½ oz, foil. .62
Seal of N. C., 8 oz, foil. .59
Seal of N. C., 16 oz, foil. .59
Old Gold, 1⅝ oz, foil or pouch .70
Old English curve cut, 1⅝ oz .74
Old English curve cut, 3½ oz .74
(In curved tins.)
Pedro, 2½ oz, foil. .49
Pedro, 2½ oz, pouch. .51
Pedro, 2½ oz, assorted. .50
Pedro, 16 oz, tin canisters. .52
Dixie Queen, 1⅝ oz, foil. .40
Dixie Queen, 16 oz, tin canisters, 6-lb cartons, 24-lb cas .43
Duke's Mixture, 1⅝-oz sack. .39
Arlington, 1⅝ oz, foil. .65
Cross Cut, 1⅝ oz, foil. .60
Duke's Cameo, 1⅝ oz. .42
Duke's Cameo, 2½ oz, foil. .45
Melrose, 1⅝ oz, foil. .65
Fragrant Vanity Fair, 1⅝ oz, foil .95
Red Indian Plug Cut, 1⅝ oz and 3½ oz, foil. .42
Red Indian Plug Cut, 16-oz pails .44
Fashion, 1⅝ oz .42
Fashion, 16-oz pails. .44
Bull Durham, 1 oz. .65
Bull Durham, 1⅝ oz. .65
Bull Durham, 3½ oz. .60
Bull Durham, 8 oz. .58
Bull Durham, 16 oz. .58
Pick Leaf, gran, 1 oz, 25-lb ca .00
Corn Cake, gran, 1-lb bags, 25-lb cases, per lb. .28
Kabo Plug Cut, 1⅝ oz. .48
Red Bell, 1⅝ oz. .42

COLUMN 40.

Red Bell, 16-oz pails. .43
Oriental Mixture, 3½-oz tin. 1.00
Imperial Mixture, 3½-oz tin. 1.20
Plum, 1⅝ oz, foil. .62
Three Kings Mixture, 5½-oz tins 1.35
Monte Cristo Mixture, 3½-oz tins 1.50
Yale Mixture, 1-oz tin. 1.35
Yale Mixture, 1⅝-oz tin. 1.60
Yale Mixture, 3½-oz tin. 1.55
Honey Dip Twist, 16 to lb. .46
Master Workman, 10-oz plug, smoking .46
Old Virginia Plug, smoking, 5 oz, 10½ lb., 6x5 .42

Fine Cut Chewing.

Hiawatha, 1 oz. .59
Hiawatha, 10-lb bulk, bright or dark .59
Hiawatha, b'ght or d'k, 1-lb tins, 5-lb. pails .58
Sweet Cuba, b'ght or d'k, 1-lb tins, 5-lb. pails .46

Cigarettes.

Fragrant Vanity Fair $4 08
Duke's Cameo 4.08
Sweet Caporal 4.08
Virginia Brights 4 08
Old Dominion 3.98
Pets (foil packages) 6.63
Richmond Straight Cuts 6.63
Turkish Trophies 7.75
Egyptian Deities, No. 1, 10s 21.50
Egyptian Deities, No. 2, 10s 13.50
Mogul 11.25

Cheroots, Etc.

Vaporettes in tin foil, 5 for 10 14.00
Old Virginia Cheroots, 5's 14.00
Jumbo Stogies, 100 in carton 19.50
Between the Acts Little Cigars, 10's, tin and paper 8.50
Bengal Little Cigars, 10's 7.50
Royal Bengal, 10 in pkg 12.00
Van Bibber Little Cigars 17.50
Sub Rosa Cigarros, 10s, per 1,000 4.10
Florodora 12.50

Cigarette Papers.

Vanity Fair, 50 pkgs in box. 1 05
Wheat Straw, 50 pkgs in box. 1.25
Wheat Straw, 100 pkgs in box 2.50
Wild Oats, 40 pkgs in box. .90
Red Seal, 50 pkgs in box. .25
Corn Husk, 50 pkgs in box. 1.15
Corn Husk, 100 pkgs in box. 2.30
Interlock, 50 1.15
" 100 2.25

THE WILSON CO.

Hoffmann House Little Cigars, 10 in package, 250 in carton $7.50
Hoffmann House Magnums, 10 package, 100 in carton 12.00
Hoffmann House Petit Duc, 10 in package, 100 in cart'n. 15.00
Hoffmann House Cavaliers, 10 in package, 100 in cart'n. 18.50

J. E. PACE TOBACCO CO.

Scroll Tag, twist, 6 to lb. .66
Scroll Tag, 10 oz. .66
Mastiff Plug Cut, 1⅝ oz. .67½
Mastiff Plug Cut, 3½ oz. .65½
Mastiff Plug Cut, 10 oz. .52

AMERICAN SNUFF CO.

French Rappee, 1⅝ oz, pr dz. .96
French Rappee, 3½ oz, pr dz. 1.80
French Rappee, 16-oz jars, per lb .65
Maccaboy, 1⅝ oz, per doz. .96
Maccaboy, 3½ oz, per doz. 1.80
Maccaboy, 16-oz jars, per lb. .60
Irish High Toast, 16-oz. jars, per lb .57
Scotch Lillienthal's, in bladders .60

CIGARS.

Porto Rico Cigar Co.

El Primero, Forziane Porto Rico 30.00
El Manifesto, Invincible Roosevelt Porto Rico 87.50

PIPES.

	Per Doz.
Cobs, Hot Shot, 3 doz.	$0.25
Cobs, Gem, 3 doz.	.25
Cobs, No. 3, 3 doz.	.50
Brier, W. P. & Co., Assorted, 3 doz	2.00
Brier, Display Stands, 1 doz.	2.00
Brier, Showcase Assortment, 3 doz	6.00
Pipe Mounts, 1 doz.	.75
Cherry Stems, 2½x6 in.	2.00
Cherry Stems, 2d 2½x6 in.	.85
Clay Pipes, T. D., 1½ gross per box	1.25
	Per Box.
Clay Pipes, Woodstock, 1½ gr., per box	1.25
Uncle Sam Cob Pipe, 3 doz box	1.00
Eclipse Patent Cob Pipe, 3 doz. box	2.25
Climax Cob Pipe, 3 doz. box.	2.25
Jewel Cob Pipe, 3 doz. box.	.90
Dewey Cob Pipe, 3 doz. box.	2.50
No. 19 Cob Pipes, 1 doz box.	2.00

LASH'S
KIDNEY & LIVER
BITTERS
CURES DYSPEPSIA

HAVE YOU NOTICED
all these Signs around Town?

WUNDER BEER

It shows that most of the Grocers keep what people ask for—WUNDER BEER If YOU don't, wake up phone to our bottling works and they will send their man to see you.
Phone South 1098

Ahrens, Pein & Bullwinkel
WHOLESALE
Liquor Merchants
620 Post St., bet. Taylor & Jones
Sole Proprietors



Royal Stag Bourbon and Rye.
Old Pal Kentucky Bourbon.
Celebrated Chief Tonic.
Hiawatha Bitters.
Chief Bitters.
Diamond Star Rye and Bourbon.
Tiliawood Bourbon.
Importers
Slater V. O. Scotch Whiskey, Scotland.
Thorpe & Co.
Mermaid Old Tom Gin, London.
P. Van der Kamp
Fine Old Wood Cock Gin, Holland.
Maurailla Freres Cognac, France.

MONEY-WEIGHT SCALES
Pay for themselves in Less than a Year.
Sold on Easy Monthly Payments
PIERCE & CO.
Flood Bldg. (8th Floor) Market & Powell

Attracting Trade

NOVEL USE FOR WINDOW.

A small grocer with limited captal, but a hustler nevertheless, had been trying to keep his trade from the competition of a large store across the street.

His success had been almost remarkable until recently, when the large store had added a bakery, a candy department and a cooked food counter. Somehow it seemed as though his trade had begun to drop off.

Now, he couldn't afford the expense of putting in the ovens, etc., for baking. Again, he hadn't the room. His store was crowded as it was. But he determined that he would not be downed. And this is how he started what turned out to be the best paying branch of his business.

He had a large corner window in which he was in the habit of displaying goods. This he cleaned out entirely.

Opens Bakery in Window.

First, he placed a large gas range in the window, together with the necessary tables, cooking utensils, etc. Then he secured an attractive-looking young lady who could cook, make candies and similar articles. Here was his bakery complete at an expense of less than $25 dollars. The gas company loaned him the range for the advertising they would get out of it.

Did it pay? It was the best window display he could possibly get. Put any moving or living object in a window and it is sure to attract attention. His windows were always crowded. The young lady was always preparing and cooking something. Meats were cooked, salads prepared, bread, rolls, doughnuts, cakes of all kinds, pies and all bakery foods were cooked "as mother used to." Candies of various kinds were prepared on certain days of each week.

"A Cookery Not Ashamed of Itself" was what the grocer called it. "See for yourself the materials we use—see the foods cooked before your eyes. Get them hot—right out of the oven. Everything clean, neat, and prices within reason. Beans and brown bread on Saturday."

Secured Better Prices.

His prices were higher than charged by ordinary grocers or bakers. They had to be. He used better and purer materials. But he turned out much better goods. Quality counted for a great deal, and his trade grew. He had to enlarge his store, put in more ranges, more girls. He never changed his methods or lowered the quality of his material. Everything—the preparing, baking, cooking—was open for inspection. Although it was only a short time ago that he originated this novel bakery, his reputation and the novelty of his idea have traveled a long way. Today he frequently ships fancy cake right into one of the largest cities, many miles away. The plan is so simple that any enterprising grocer might try it with success.

CO-OPERATIVE DELIVERY.

Escondido—The new delivery system for the grocery stores has gone into effect. Under this arrangement the four stores will have one wagon. They have agreed on certain streets as the limits to which they will deliver. Two deliveries will be made daily, one in the morning and one in the afternoon. There will be no more soliciting, and orders will have to be given the stores personally or by telephone. The grocery merchants claim that this system of delivery will be more satisfactory to their customers than the old method, as it will do away with the annoyance caused by the solicitors of the several stores taking up their time.

WINS NEW TRADE.

Diamond "C" Products Help Merchants Secure Additional Customers.

When a dealer can offer his trade something a little bit better than the ordinary run, every part of his business profits by it. The public appreciate extra quality and it forms the subject of pleasing comment with the dealer's friends.

A woman likes to tell her neighbor about something she has had that was particularly nice. When this something is an especially delicious piece of ham or bacon, the neighbor is likely to go to the same place to get some for herself.

Grocers who handle the Diamond "C" products of the Cudahy Packing Company have found that their trade is benefited in this way.

A pleased customer is a profitable customer in two ways. A pleased customer is willing to pay a fair profit without questioning the price and what is more important still, the pleased customer becomes the merchant's best advertisement.

It has been the recommendation of people who have tried the Diamond "C" products and liked them and also the grocers who have found that they formed a profitable part of their stock that has caused the enormous increase in the sale of these goods by the Cudahy Packing Company.

ALPINE
Unquestionably the Best
CREAM
Made by the Improved Process and under the Personal Supervision of
J. B. MEYENBERG,
The Inventor and Original Manufacturer of Evaporated Cream, with his twenty years experience.
HE KNOWS HOW.
ALPINE EVAPORATED CREAM CO.,
95 Market St., Rooms 212-213. San Francisco, Cal.
Factory, Hollister, Cal.
FOR SALE BY ALL JOBBERS

Listen to "HOBART," the Father of ELECTRIC COFFEE MILLS



No. 2121. Floor Pedestal Mill.

No exposed electrical or moving parts. No belts to slip or fly-wheels to catch. No open switches. Turn the button—"THAT'S ALL." Self oiling, self regulating, self starting. Automatic release in case of foreign substance getting into grinding buro.

SUPPOSE

you order a single mill to-day and later you wish it converted into a double. You're safe with a Hobart, as we control the sectional shaft patent, and you need not send the mill from your store. Talk it over with us to-day and we will give you information that may be worth hundreds of dollars.



No. 20. Counter Base Mill.

Write for Illustrated Catalogue and full information.

FRANK F. WEAR, D. S. A. FOR PACIFIC COAST Office, 1634 Market St, S. F., Cal.



J. F. Cutter Whiskey
IS THE BEST SELLER FOR THE RETAILER ON THE MARKET
E. Martin & Co.
Sole Agents
54 FIRST STREET
San Francisco

Grocery Markets.

Commercial Outlook of the Western World as shown by Present Conditions.

Office of the ADVOCATE.
Thursday Afternoon.

ADVANCES.

Leshie Straits to $7.00; Nourougel to $7.00; Cash Gem to $7.—
Lima Beans to $3.00
Limburger Cheese to 15½ cents
Haywards Tomatoes gal. to $2.75.
Peaches, Pale Alas gal. to $2.90.
Figs to New cents
Golden State Dry Apples, gal. to $1.90.
Plums $1.— to $2.40
Hemiseed per lb. to 11½ cents.
Haw Jam Rose to $4.00.
Pitchers, per lb. to 11 cents.
Haywards Peas, gal. to $3.00
California State Factory Cheese, flats, to 13½ to 14½ cents. Young Americans to 14 to 15 cents.
Sun Dried Apples, sacks, to 6½ cents.
Apricots, choice sacks, to 10 cents
Honey to 12 cents 24 lb boxes to 12½ cents.
Eastern Standard Bacon, 10-12 lb. to 15 cents. Eastern Cure English Bacon, 12-14 lbs. to 14½ cents

DECLINES.

Pink Beans to $2.40.
Genuine Liverpool Salt, 50s. to $14.00, 100s to $27.00 2-4s to $13.00
Lily Cream to $5.65.
T. & B. Hams to 13½ cents; Bacon to 13¾ cents
Red Beans to $2.35
Pacific Codfish boneless, 50 lbs. each, per lb., to 4½ cents; selected 100-lb. case to 5½ cents; boneless, 50 lb boxes, to 6 cents.
Soft Shell Walnuts No 1, to 14 cents. No 2 to 13 cents
Eastern Standard Hams, ¼ cent
Eastern Standard Bacon ½ to 1c cents
Pure Lard, ½ cent; Compound Lard, ½ cent.

SCARCE IN MARKET.

Tillman Oysters, 2-lb.
Durkee Salad Dressing, Picnic.
Bengal Gloss Starch 6s
Atlas Oats.
A. T. McGuire Olives, Stuffed, 8 oz.

AGAIN IN STOCK.

Quaker Seeded Raisins, 8¾ cents.
Armore Mince Meat, 3-lb. glass, at $2.75; 5-lb. at $4.60; 5-lb. wood at $4.05 5-lb pkgs at $3.50; None Such, 3-lb. pkgs at 70 cents.
Kingsford Pure Starch, 12-lb. boxes, at 7½ cents.
Palo Alto 6-Crown Clusters, 2s, at $3.25; 5s. at $3.75.

NEW IN MARKET.

Birdseye Matches, 500s, case of 1 gr at $2.75; 5 case lots at $3.50.

SUGAR.

There has been no change during the past week in the local sugar market.

New York, Oct. 31—Sugars have been dull and neglected during the past seven days with prices unchanged. London refined beet sugars quiet but somewhat steadier.

COFFEE.

The Lewin-Meyer Co. report:

"The coffee market is very quiet, as buyers are holding off to see what will be the condition of the market after the December liquidations. There have been small transactions in the past week but not sufficient to affect prices."

Bogota, Columbia—U. S. Consul General Reeder reports:

"Brazil has shipped 800,000 bags of coffee in January. The export low grades against 3,000,000 bags a year

RICE.

Mr. Philips & Co. say:

"The market has again advanced and mills in the South sell and their offerings of those goods can reach San Francisco as the Eastern cities get samples three days before San Francisco. The mill will consume more than 3,000,000 pockets against 2,000,000 last season. Prices for the 2 pound prices be for the rest of the year Japans $5.00 to $5.75 Lake Charles $3.00 to $6.50 Head Rice $3.00 to $4.00 China No 1 $4.00 Other grades in proportion.

New York, Oct. 24—Dan Talmadge's Sons' Co. report:

"Business has been limited during the week both on account of town, buyer being a spectator. Prices are well sustained on fine grade but Hondos are lower, the latter ranging a trifle lower.

"Advices from the South report good demand on the Atlantic Coast. Planters are disposed to hold for higher prices, but the consumptive demand will be governed by the condition of the market, which is about average just now. At New Orleans prices are unchanged. The market is steady and prices on such are held firmly. Offerings are light, buyers are in active request and prices have advanced on the parcels. The demand is widespread and the market is firm. Prices are unchanged. A comparison of the movement of Rough and Cleaned last year and present season, will forcibly illustrate course of the market

Oct. 23rd, 1904.
Receipts Rough. 771,692 sacks.
Sales Cleaned, 476,882 pockets
Oct. 23rd, 1905.
Receipts Rough, 450,500 sacks.
Sales Cleaned, 397,893 pockets.

From the above it will be noticed that receipts last year were 70 per cent more than this year, while sales were 6 per cents more. This difference in receipts and sales will account for the strong conditions prevailing."

CANNED FRUITS.

The market on all classes of canned fruits is firm and steady. California fruits are firm in the Eastern markets with a good jobbing demands.

JAMS.

London, England—The "Mail says: "As a result of the generally short fruit crop this season, jams will be sold at an increase of 1 to 1½ pence per lb. The three great jam fruits, strawberries raspberries and black currants, have all been failures from the boilers' point of view and manufacturers had to pay increased rates for their supplies. Raspberries were plentiful when the price was too high for jam making, but became scarce when ordinarily they should have been cheap and plentiful."

CANNED TOMATOES.

New York, October 31—The market for canned tomatoes is unsettled Holders are not urging sales

Baltimore, Md., October 20—The "Trade" reports:

"No item in the whole canned goods situation exemplifies the demand in canned tomatoes so much as the fact that packers in New York state have been buying raw tomatoes by the ton in Ontario, Canada, and having them shipped to their ports on Lake Ontario paying 25 per cent duty on them. The market has shown an upward tendency on full Standard 3s with 97½ cents to $1.00 quoted f. o. b. factory. Bids of 95 cents have been declined on fair sized lots. Off-Standards range from 92½ cents to 95 cents, and seconds are offered as low as 82½ cents. The market for gallons is string. Estimate place the season's pack at 7,500,000 cases."

CANNED CORN.

Baltimore, October 20—The "Trade" reports:

"Prime brands of New York State Corn, Standard are selling at 65 cents, which is 10 c bottom value. The competition of Western corn in New York has broken the strong position of Maryland corn so that it has been forced down to 45 cents and 47½ cents. There is much corn now being offered at 45 cents that is of good quality which 12 months ago would have been worth 20 cents per dozen more than it is today. New York State packers have closed their season and the output is said to be about 50 per cent of last year's production Fine grades are quoted from 50 to 65 cents, with common grades considerably lower. These quotations are 17 per cent below the opening price. Maryland Standard corn is offered at 87½ cents to 95 cents f. o. b. Portland, and 82½ cents to 85 cents on lower grades. The pack is completed and deliveries will be about 75 per cent.

RAISINS.

The item of controlling interest in the dried fruit market this week has been raisins. Owing to the fact that the Eastern buyers did not take up as many raisins as were anticipated at the cut last made last Saturday, October 21st, the directors of the Raisin Combine on Thursday, October 26th, put back the price to what they had before. Following this action, the board issued a circular to the trade guaranteeing prices against decline until January 1st. While the prices on seeded raisins were put back to the old figure, the cut stands on Thompson and Seedless Sultanas. Outside packers advanced their prices one-half cent on both loose and seeded.

The cut of October 21st was not absolute as many thought, but was entirely tentative. The directors hoped to close out about 10,000 tons of two and three-crown Raisins for seeding purposes. When the Eastern jobbers did not answer to their offer promptly, the combine did not feel justified in confirming the cut since it would have required a rebate on about 7,000 tons of raisins already sold, which would amount to something like $80,000. The Fresno "Republican" in commenting upon the situation says.

"The movement in raisings, just at the present is rather disheartening. While the East is bare of raisins and the crop is short, the market is strangely timid. The packers outside the Association cannot begin to handle the goods to supply the seeded demand and the East must have seeded raisins. It is true the associated growers have held the umbrella this year as in previous years, but there seems to be no way to avoid this. As in past years, the outsiders have had the advantage of the early market, but with the market reported firmer in New York and the small crop, there seems no reason why Association goods should not sell at the growers' prices."

Fresno, Cal., October 26—A fire in the 150 [illegible] Goldstein & Co.'s [illegible] week destroyed 400 tons of raisins. Two hundred tons were 1-crown raisins, 125 tons were 2 and 3-crown. There were

THE DEMAND FOR
Malta-Vita



The quality of Malta-Vita explains its rapidly increasing sales. Malta-Vita doesn't belong to the **tasteless** variety of flaked wheat foods. It's good to eat and the public is finding this out. Malta-Vita's crisp brown flakes are healthful, too.

NO PREMIUMS USED

Premiums are not given with Malta-Vita. It is sold strictly on its food merits, and intelligent people appreciate this fact.

Malta-Vita Pure Food Co.

BATTLE CREEK, MICH., and TORONTO, CANADA.



U. S. Government Inspected.
For Quality, Unsurpassed.

WESTERN MEAT COMPANY
SAN FRANCISCO, U. S. A.

75 tons of seedless with a few Sultanas and layer.

DRIED FRUIT.

New York, October 31—The demand for spot dried fruits of all sorts is increasing. Prunes are in specially good demand. Bids on 40s on a basis of 3¼ cents f. o. b. Coast were turned down, holders demanding a 3⅝ cent basis.

FIGS.

New York, October 31—Smyrna figs are active. They are bringing an advance of ½ to ¾ cent at auction today.

ALMONDS.

New York, October 31—Tarragona almonds are higher abroad. They are quiet in this market.

BEANS.

Oxnard, Cal., October 28—The bean threshing is practically finished. Machines have been running from daylight until 9 and 10 o'clock at night to take advantage of the fine weather. The crop of lima beans is at least 50 per cent greater than last year. It now looks as if the output of beans for this season will exceed 625,000 sacks.

Detroit, Mich., October 26—Carson, Craig & Co. report:

"As intimated in previous letters farmers have not shown a disposition to market their beans very freely, for reasons stated therein. The result has been a sharp advance in prices for both cash beans and future delivery up to January. There has been an unusual demand which has been helped along by the poor tomato crop, and an advance in all other commodities, and it looks as if prices will go considerably higher. Our market closed at $1.62 bid for cash and future delivery."

CANNED SALMON.

There is much conjecture as to what will become of the enormous stocks of red Alaska purchased by the jobbers at the recent decline. Many buyers had purchased on their original order the amount of salmon they could use in the entire season. In order to get advantage of the cut to 85c they had to double their orders, since not to do so would put them at a serious disadvantage to their competitors. As a result, these firms have a stock just double their requirements, with no idea what to do with it. There is no question but that this salmon will for a long time be offered at very low prices and consumption enormously increased thereby.

Seattle, Wash., Oct. 25th.—In a letter just issued to the trade, Brady & Co., salmon brokers of this city, urge the jobbers to assist in maintaining the price of sockeye and Columbia river chinook salmon and to push the Alaska "reds" as fast as possible.

"The principal items that stand out in special prominence in connection with the salmon business for 1905," says the Seattle company in its letter to the trade, "is the sacrifice price made on red Alaska salmon, and the comparatively light pack of sockeye. Considering how light the pack of high-grade salmon is, the jobbers are interested in maintaining the price on sockeye and Columbia river chinooks, using red Alaska as the main seller."

The circular states that the market is firm on all the different grades of canned salmon and quotes the stock of red Alaska and sockeye as fair, with medium red Alaska, pink Alaska and Puget Sound cohoes as limited.

The circular states that the comparative scarcity of cheap salmon, particularly chums and pinks, have caused these grades to be sold heavily, and practically every case of chums has been sold, leaving only a very limited number of pinks and medium red Alaska on the market as the cheapest grade of canned salmon.

In referring to the prices quoted, which are practically the same as the first quotations announced at the completion of the packing season, the jobbers are advised that it is useless to expect to buy at less prices than the present market quotations, as an advance is bound to be made on all grades with the opening of spring, and the market will remain firm during the winter months.

The prices issued in the circular by Brady & Co. are as follows:

Red Alaska, talls, 87½c; medium red Alaska, talls, 82½c; pink Alaska, talls, 70 to 75c; blood red sockeyes, talls, $1.35; flats, $1.50; halves, $1; Puget Sound cohoes, talls, 80c; flats, 95c; halves, 75c.

South Bend, Or., Oct. 20th.—The long-looked-for Fall run of salmon began Monday, and 18 tons of fish were delivered by Tuesday morning at the South Bend cannery. Most of the fish are dog salmon.

Black Diamond, Oct. 24th.—Both the local packing establishments, after closing for the season, reopened on Monday on account of the unprecedented run of salmon which began that day. For some unknown reason the salmon are more than one month late this year. The fish are large and firm. Their fine condition for packing is attributed to the unusual saltiness of the water hereabouts this year.

Seattle, Wash., Oct. 21st.—The "Trade Register" says:

"Gorman & Co. estimate that the Sound cohoe pack will not exceed 50 per cent of that of last year. The 10 Fraser River canneries operating on the second run of sockeyes put up over 60,000 cases."

ADD TO YOUR

PROFITS

BY SELLING

Plymouth Rock

GRANULATED

GELATINE

IT IS THE **BEST** and **PUREST** MADE.
Granulated and can be measured with a spoon.
Free from Odor and Taste.
Endorsed by Physicians and Housewives everywhere.

AND THE MARGIN IS SATISFACTORY.

FIGURE IT OUT

With 3 dozen packages at $1.10, we give 1 dozen free.
This makes 4 dozen for $3.30 or

Per Dozen 82½c

It sells at 10c or.....$1.20

By the gross, it costs $12.50 with 4 dozen free.
This makes 16 dozen for $12.50 or.....per dozen, 78c

It sells at 10c or.....$1.20

FOR ADVERTISING-- With each dozen is given 12 sample packages, each of which will make 1 pint of jelly.

FOR SALE BY ALL JOBBERS

FRED. F. HOBBS CO.

Merchandise Brokers

AGENTS

95 Market St. (Buckley Bldg.)

SAN FRANCISCO, CAL.

AMERICAN SARDINES.

Baltimore, October 20th.—The New York correspondent of "The Trade" of Baltimore says:

"Conditions in American sardines are becoming generally more favorable. Some canneries are already closing and all will be closed by November 1st. The pack has been large but lower prices have increased consumption and no accumulation is expected."

MACKEREL.

Wieland Bros. say:

"A few Irish mackerel are offered now, but as price is about the same as Norwegian No. 3, they will hardly find buyers in our market. The Norwegian mackerel that we received last week—only 100 barrels—are of exceptional fine quality."

OLIVES.

Wieland Bros. say:

"Spanish olives, Queens and Manzanillas will be very high in price this year, owing to a poor crop in Spain."

Philadelphia, Pa.—Cables from Seville, Spaine, announce advances equivalent to 25 per cent in all olive products. The trend of the market was shown when a well known importer put a price of $2.75 per dozen on a 10-ounce size of a new brand he has just started to push, while the same size in an old brand on which the price has not yet been advanced is $2.15, although the quality of the size of the fruit are the same in both cases.

CRANBERREIS.

The local quotations on cranberries are as follows: Howe, $12; Cape Cod, $8.50 to $10.50.

HAY.

Somers & Co. report:

"The demand continues moderately heavy, with a scarcity only of the choicest grades of wheat and tame oat hay. Alfalfa is in very light supply, but as most consumers of this grade are well stocked there is no material change. If we do not have rain shortly, a dry weather scare will be started which will surely result in higher prices. On the other hand, bountiful showers would not tend to lower quotations, for matters are being regulated entirely by the daily supply which, at present, is as heavy as transportation facilities will permit."

HIGH GRADE GELATINE.

Although comparatively new on the Pacific Coast market, no gelatine ranks higher in the East than the Plymouth Rock Gelatine, which for many years has been the recognized standard of excellence throughout New England. This gelatine has a great special advantage in that it can be measured with a spoon. It is free from taste and odor and is endorsed by physicians everywhere as the best and purest made.

The price at which this gelatine is being put on the market enables the retail grocer to sell it at 10 cents and still make a handsome profit. The local representatives are the Fred F. Hoobs Co., 95 Market street.

JAMES M. ELLIS
NOTARY PUBLIC
AND
Commissioner of Deeds
FIRE AND MARINE INSURANCE EFFECTED
323 Montgomery Street
Residence 1233 Geary St.
Tel. Main 5925. SAN FRANCISCO

WHITTEMORE'S POLISHES.



The World's Standard.

"Gilt Edge" dressing, blk.	$24 00
"Boston" Waterproof Polish (for men's and boys black shoes)	24 00
"Boston, Jr." 10c. size	10 00
"Dandy" Russet Combination	24 00
"Star" Russet Combination	9 00
"Dandy" Russet Paste	9 00
"Red Box" Russet Paste	5 00
"Champion" Black Friction Polish	24 00
"Champion, Jr." Black Friction Polish	10 00
"Elite" Combination (for box calf, black vici kid, etc.)	24 00
"Baby Elite" Combination (for box calf, black vici kid, etc.)	10 00
"Elite Paste" for box calf (two sizes)	$9 00 5 00
"Superb" Patent Leather Paste	9 0
"Blue Box" Patent Leather Paste	5 00
"French Gloss" (in cartons, for ladies' black shoes)	9 00
"Royal Gloss," 4 oz. (for ladies' black shoes)	8 00
"Bossola" Waterproof Paste Polish, large	9 00
"Bossola" Waterproof Paste Polish, small	4 50
"Quick White" perfectly cleans dirty white shoes (two sizes)	$24 00 10 00

Cigars and Tobacco

J. L. Jerickau, San Francisco and Alameda county distributor of the Rough Rider cigar, reports a steadily increasing trade. This cigar is now placed on over 500 stands in this city and Oakland, and repeats rapidly.

Ehrman Bros. & Co. find the demand for their Optimo cigar of A. Santaella & Co. steadily increasing. The factory is so overcrowded with orders that it has been necessary to ship by express so as to fill the local orders for this favorite high class cigar.

The H. L. Polack Cigar Company are very busy these days filling the orders for the El Modelo cigars of the Cuban-American Tobacco Company. F. A. Webb, secretary-treasurer of the Cuban-American Co., was in the city last week, looking over the situation, which he finds very satisfactory so far as the goods of his house are concerned.

An estimate of this year's cigar leaf crop puts the figure at 156,000,000, or about six millions more than the yield of the 1904 crop.

Advices from Tokio state that the profits on the tobacco monopoly of Japan this year will be about sixteen million dollars, and probably five hundred thousand dollars more than they calculated upon.

The Tampa correspondent of Tobacco, under date of October 14th, says: A. Santaella & Co. continue to increase their working force, are making 90,000 Optimo cigars a day this week, and should be turning 100,000 a day to readily fill their orders. Senor Antonio Santaella, of the firm, is expected from Chicago next week.

London, Eng., October 12—British cigar importers, handling the product of the independent manufacturers in Havana, have been making great headway against the brands made in the factories controlled by the American tobacco trust, and it is current talk in the trade that large quantities of trust brands of Havana cigars consigned to W. Klingenstein & Co., and remaining unsald, have deteriorated to such an extent that they are to be shipped back to Havana, where it is understood that they will be broken up and used as a scrap filler for a line of small cigars, with which the trust is planning to shortly flood the British market.

Apropos of the discussion over the effect on mankind of cigarettes, it is interesting to note that at Indianapolis, Ind., last week, Dr. William B. Fletcher of that city defended the cigarette in an address before the Mississippi Valley Medical Association, in annual convention at Indianapolis Dr. Fletcher asserted that cigarettes are as harmless as any other form of tobacco, or as tea and coffee. He said that he would not recommend the use of any of these by the adolescent, but that years of experience and study had failed to reveal to him a single criminal act which had been inspired by indulgence in tobacco, tea or coffee. It is reported that prominent members of the association agreed with Dr. Fletcher that cigarettes are harmless; that an unreasonable prejudice exists against them; that nervous and mental diseases are not to be traced to their use and that the cigaratte has been made a "scapegoat" in order to cover up or excuse some personal vice in the smoker.—United States Tobacco Journal.



EHRMAN BROS. & CO.,
S. F. Distributers.

TRUST DECLARES WAR.

Knoxville, Tenn., Oct. 17—The tobacco trust has, according to a local newspaper, begun a war of extermination against a North Carolina manufacturer, who had succeeded in building up a good sale for his smoking tobacco in this market. The fight is specially directed against the Pride of Reidsville brand, a smoking tobacco manufactured by Robt. Harris & Bros., of Reidsville, N. C. The Durham smoking tobacco, manufactured by the trust, is pitted against it. It is a fight of extermination in the local market. How the fight will end is not known, but it promises to be warm and interesting.

EMPEROR WILLIAM'S PIPE.

Emperor William likes a cigar, but, according to recent reports from Berlin, he now declares that no cigar is comparable to good tobacco smoked in a good pipe.

In his smoking room there are several pipes, but some he has never used, and there is only one which he constantly uses. A beauty it is, having been fashioned by an artist from a design furnished by the Kaiser himself.

The bowl, which is larger than usual, is of meerschaum; the stem, which is rather long and delicate, is of Turkish wood; a fine-carved cluster of leaves ornaments the bowl, and a large silver W. on which a silver bird is perched, decorates the stem.

In this pipe the emperor smokes Havana tobacco which is specially prepared for him.—Tobacco.

SHORT-SIGHTED RETAILERS.

At a recent meeting of the Brooklyn branch of the Cigar & Tobacco Dealers' Association reports were made by Sidney J. Freeman and Robert E. Lane, and interesting remarks were made by M. B. Pato on the attitude of the average small retailer toward such matters as the exposition and the work of the association generally. "The truth is," said the speaker, "your little retailer doesn't care a straw for the association and its work. If anyone suggests that he should come to a meeting he replies: 'Why should I leave my business? Will the association put money in my pocket?' and so forth. What he cares about is immediate results. He does not look to the future. His attitude is that of the so-called practical man toward a man of science. The latter may have spent years of his life on some important work, astronomical or the like, but the practical man can be induced to take no interest in it. 'Why should I buy such a book?' he says. 'Why should I contribute to such a cause? Will it help me? What good does it do to anyone to know how far one star is from another? Will it fill a man's stomach? Will it relieve his bodily ills? Will it increase his business?' Yet without the work of the men of science, we of to-day would be little better than savages. So it is with the association. Your little retailer does not know its object, what it is doing, or what it is aiming at. Some means must be devised of enlightening him."

APPROVE MAYOR'S POLICY.

Wholesale and Retail Merchants' Condemn the Local Papers for Its Libels on San Francisco.

The Wholesale and Retail Merchants' Schmitz Club was organized on Wednesday evening, September 27th, with the following officers: A. Nordman, president; Paul Garin, 114 Sutter street, secretary; vice-presidents: E. Harris, S. Basch, C. Feldbusch, A. A. Ritter, A. H. Lochbaum Jr., M. C. Lasky, D. Harris, A. Rothenberg, B. Jacobs, Frank Koch, I Pearl, S. Raphael, I. Roth, J. Lippman, C. Mayer, F. A. Gamble.

The following resolutions were adopted:

"**Whereas,** during the past three years the industrial peace and harmony which prevailed in San Francisco has resulted in commercial and business conditions far more prosperous than at any time heretofore in the history of San Francisco; and

"**Whereas,** we believe these conditions to be largely the result of the conservative conduct of the present mayor of San Francisco and of the confidence which the wage-workers have in him as their representative; and

"**Whereas,** carefuly investigation and observation have disclosed that the antagonism against his administration is based upon false issues, and that he has conducted his office and administration conscientiously, honestly and ably; and

"**Whereas,** we find that in the administration of the office he has been true to the promises and pledges which he made before his election, and has extended to the merchants of San Francisco as well as to the wage-earners that equal and fair consideration which he promised before his election, and has truly and in good faith lived up to his chosen motto, 'Equal rights to all and special privileges to none;' therefore be it

"**Resolved,** by this club, now numbering 763 members, whose signatures are all appended to the roll of membership and representing a large proportion of the conservative and intelligent business interests of San Francisco, that the welfare of the city and the continuation of its prosperity and peace depend upon a continuance of the conditions created and existing under the administration of Mayor Schimtz, especially with regard to the peaceful and friendly relations existing between capital and labor, employer and employee; and therefore be it further

"**Resolved,** that we unanimously indorse the candidacy of Mayor Schmitz and pledge our earnest, active, undivided support to his re-election; and be it further

"**Resolved,** that we condemn most emphatically the injurious policy of a certain portion of the press of San Francisco in baselessly polluting the fair name of the city by defamation of its administration merely for the purpose of achieving small political results and thereby discrediting the city both as a place of investment and as a place of residence. Such policy is detrimental to the business interests of the city and will eventually produce most damaging results."

BRITISH COLUMBIA.

Vancouver—The H. A. Edgett Co. has started a large retail grocery in the Ormidale block.

WASHINGTON.

Spokane—E. P. Myhres, formerly with B. L. Gordon, has purchased the Success grocery in Union Park. The Metropole grocery has been sold to the Tracey Grocery Co. The Tracy Company have opened in the new store as a strictly cash grocery in addition to their present business. I. P. Palmerton has purchased J. M. Baker's grocery store. Henry Wilson, grocer, had his safe blown open recently and $300 taken. W. T. Smith, grocer, has filed a petition in bankruptcy. E E. Woodward has started a grocery on Riverside avenue.

Tacoma—Armstrong Bros. have succeeded Armstrong & Baker, grocery. Burglars paid a visit to C. Ebert's grocery store in Tacoma recently, but beyond a little small change and a plain gold ring nothing was secured by the raid. C. W. Glazebrook, grocery, succeeded Mrs. Paul Wagner, fruits, at that place.

Vancouver—Conant & Nicholas have started a grocery.

BLACKSTONE'S INKS

BEST TO BE BOUGHT — KEEPS IN ALL CLIMATES



Blackstone Manufacturing Co.
(Incorporated)
MANUFACTURERS OF
WRITING FLUIDS,
Mucilage, Shoe Polish, Shoe Paste, Shoe Dressing and Liquid Glue.
Office and Factory,
1960 Howard St. San Francisco
Telephone Capp 1111.

Call for ASTI WINES

PRODUCED BY THE **ITALIAN SWISS COLONY**

Dry Wine Vineyards, ASTI, Fulton, Sebastopol, Cloverdale, Sonoma County, Cal.
Sweet Wine Vineyards, Madera, Madera County, Kingsburg, Fresno County, and Lemoore, Kings County, Cal.
Office and Salesrooms, Cor. Battery and Greenwich Sts.
Vaults, 1235-1267 Battery St. 101-169 Greenwich St. 1334-1336 Sansome St., S. F.
P. C. Rossi, President Telephone Private Exchange 448. A. Sbarboro, Secretary

A. VIGNIER CO.
429-431 Battery Street San Francisco
IMPORTERS
Sardines, Olive Oils, French Preserves, Washing Blue, French Castile Soap: Clover Leaf, Virgin, Dahlia, mottled, Wines and Liquors—**A. V. H. Gin**—imported goods only.
Sole Agents for the Genuine CLICQUOT Champagne
Only the GENUINE, Imported direct from France, bears Vignier's LABEL

News of the Coast.

CALIFORNIA.

Haywards—E. F. Peterson has opened a new grocery store here.

Inglewood—George Zillgitt will move his grocery into the new brick building which E. W Spaulding is to erect.

Los Angeles—Los Angeles will have another wholesale grocery soon. M. H. Bailey and Warren Kerr have arrived in the city from New York state for the purpose of engaging in the jobbing business. They have not yet selected a location. Charles Luedke, a grocer at No. 805 Figueroa street, has made an assignment to the Los Angeles Wholesalers' Board of Trade for the benefit of his creditors. His stock was attached by an employee for $500 borrowed money and $478 wages. The liabilities amount to $3500, and there are assets amounting to $2500. The stock will be disposed of under the direction of the Board of Trade.

Los Angeles—J. P. Underwood, formerly of Villisea, Iowa, has purchased an interest in the grocery of F. K. Weeks, and the name of the firm has been changed to that of F. K. Weeks & Co.

Oakland, Oct. 26—W. J. Reed, a pioneer grocer of Oakland, died last evening at Mentone, San Bernardino county, where he had gone in search of health. He had been ill for several years and accompanied by his wife, had gone to Southern California in the hope that the climate there might be beneficial. Mr. Reed lived with his daughter and son-in-law, Mr and Mrs. F. G. Watson, at 728 Eleventh street. He was a pioneer of Oakland and was a Mason of long standing.

Redondo Beach—Articles of incorporation have been filed by the C. W. Grassel Co., a close corporation organized to conduct a retail grocery business. The company contemplates establishing one of the largest and finest grocery stores in Southern California. C. W. Grassel will manage the business. The company is formed by Redondo capital, with the exception of a small block of stock held in Los Angeles. A majority of the stock is controlled by Mr Grassel. The capital stock is $15,000, fully paid.

Sacramento—S. Dwyer, grocer, has brought suits against the county of Sacramento to recover the sum of $4713.67, together with costs of suit, with interest upon the claims. This is a blanket suit growing out of old claims which had been filed with the former Board of Supervisors for supplies furnished the county, and which were not paid because of a lack of funds. Various claims against the county were assigned by creditors to Dwyer. The latter's bill amounted to $284.49.

Whittier—Mrs. M. J Carpenter, who formerly resided in this city, has purchased the M. R. Hadley grocery stock. Mr. Hadley expects to remain in Whittier, but is undecided as to what he will follow.

ARIZONA.

Clifton—H. B. McDowell, the Chase creek grocer and A. M Turner, the feed and produce dealer of South Clifton, have merged their interests and in the future they will do business under the firm name of McDowell & Turner. They will make an enterprising team.

IDAHO.

Boise City—Mr. Bancroft has bought Henry Mathews' grocery. E. E. Garrett & Co., grocery, have admitted J. G. Garrett Daniel Helphrey has purchased G. K. Penkham's interest in the O. K. grocery.

Hayburn—I. H. Imes has purchased J. A. Jensen's grocery store.

Nampa—W. A. Ratcliff has opened a tea and coffee store. Mitchell & Graybil have bought Hodges & Sumner's grocery.

MONTANA.

Great Falls—G. W. Ryan, grocer, had a warehouse burned recently.

Lewiston—J. E. Hopkins has retired from Hopkins & Sons, grocery.

Missoula—Bonner & Price, grocery, have dissolved.

OREGON.

Irving—J E. Martin has succeeded W. B. Yates' grocery, drugs, etc.

Lebanon—J. J. Schartz has purchased S. P. Hansard's grocery store and bakery.

Pendleton—F. Gordon has purchased D. Kemler & Son's grocery store.

Portland—A R. Fleming's grocery was burned recently. H. Kemp is opening a grocery store in East Portland.

Union—H. J. Lucas has bought Hall Bros.' grocery.

WASHINGTON.

Cheney—C. A. Blackman has started a grocery.

Moscow—Martenson & Son, grocers, are reported to have sold out

Olympia—Bolster & Barnes, grocers, are fitting up the ground floor of the K. P. hall and erecting a warehouse next door to accommodate their business.

Rockford—C. J. Johnson has started a grocery.



The Highest

nutrient quality is found in

Hunter Baltimore Rye

which is made from the choicest of selected grain, most carefully and scientifically distilled and undergoes thorough ageing before it is sold.

HILBERT MERCANTILE CO.,
136-144 Second St., San Francisco, Cal.
Telephone Private 313.

Carnation

IS THE

BEST Evaporated Cream

A commendable record establishes that fact. It is the MODERN METHOD, and has increased your business by enabling you to be the milkman to most of your customers.



The Purity and Richness of "Carnation" Cream



has been officially recognized and endorsed by State and Municipal Boards of Health as well as by the United States Government.

It is enjoying universal favor and patronage. Large quantities are being exported to foreign shores.

"Carnation" Cream was awarded a Gold Medal at the Lewis and Clark Exposition, Portland.

The evidence herewith presented is sufficient to convince even the most skeptical that there is no easier, quicker or safer way to advance your own interests than to push "CARNATION" CREAM.

PACIFIC COAST CONDENSED MILK CO.
Manufacturers, Seattle, Wash.

SPOHN-PATRICK COMPANY
Agents, San Francisco, Cal.

Babbitt's Standards.

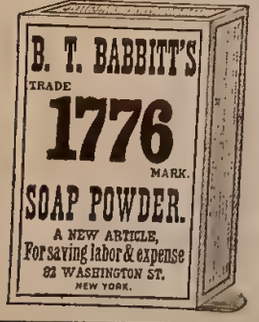
ALWAYS UNIFORM!
ALWAYS RELIABLE!
ALWAYS THE BEST!



B. T. Babbitt's Concentrated Lye,

The ready soap maker—a powerful disenfectant—an excellent fertilizer for dipping prunes, spraying trees, etc.

Manufactured by
B. T. Babbitt, (Inc.) New York City.



The C. B. JENNINGS CO., Agents, 121 California St., San Francisco, Cal.

Jacobson, Reimers & Co.
210-212 Davis Street
DISTRIBUTERS OF
Fancy Butter and Honey
Dairy Butter and Eggs

Produce Market

THURSDAY AFTERNOON

BUTTER.

The butter market is down again. and very weak.

California creamery, extras	29	30
" " firsts	25	26
" " seconds		24
" dairy, extras		
" " firsts		
" " seconds		
Store butter	19	20
Storage	25	25
" Creamery extras		25
Pickled	22½	
Keg	23	

EGGS.

Eggs are firmly held and prices are advancing. Eastern and storage are higher than last week.

California Ranch white	50	51
" " mixed colors	37	39
" Gathered	25	27½
Standard		
Seconds		
Eastern, selected	26	27
" Standard	22½	23
" Seconds	19½	21
Storage, Cal., Selected	28	30
" " Standard	26	27
" " Seconds		
" Eastern Selected		
" " Standard		
" " Seconds		

CHEESE.

The cheese market is very firm but unchanged as to price.

California full cream	14	15
" choice	12	12½
" common	Nominal	
Young Americas	15	
Eastern full cream	16½	17
Oregon		

POULTRY.

The market is weaker than for some time past, except for small broilers, which are in exceptionally good demand.

Turkeys, young live	20	21
" old gobblers	20	21
Dressed Turkeys	20	25
Roosters, young, per doz	5 00	5 50
" old "	4 00	5 00
Hens	5 00	7 00
Fryers, per doz	3 50	4 00
Broilers, per doz, large	3 50	4 00
" " small	3 50	4 00
Ducks young	4 00	5 00
" old	4 00	5 00
Pigeons, young	2 00	2 50
" old		1 25
Geese' per pair, old 1.50 2.00: young	1 50	2 00

BEANS AND PEAS.

The bean market is quiet and shows little change in quotations.

Small Whites	3 00	3 25
Large "	3 00	3 25
Pea Bean	3 25	3 75
Pink	1 85	2 15
Horse	1 20	1 45
Red	3 00	3 50
Kidney	3 50	4 00
Lima	3 40	3 60
Bayes	3 40	3 60
Butter (large)	nominal	
Black Eyes	4 25	4 50
Dried Green Peas, per 100 lbs	2 25	2 50
" Niles " " " "	2 00	2 40

POTATOES AND ONIONS.

The potato and onion market is active with prices higher than last week.

River Burbank	45	70
Salinas " No. 1, 80c-$1.00; No. 2, 60c		
Oregons, New	1 05	1.15
Merced Sweets	Nom.	
Australian onions	Nom.	
Red (new)	Nom.	
Yellow (new)	90	1 00
Garnet Chili	Nom.	

HAS VALUABLE ACCOUNTS.

W. A. Hawley Is Representing a Splendid Line of Valuable Store Appliances.

It would be hard to find a line of more superlatively excellent store appliances than those which Wm. A. Hawley is presenting to the trade of the Pacific Coast Among his accounts are the following:

Jenney Electric Coffee Grinder—This coffee grinder is designed and built by the Jenney Electric Mfg. Co. of Indianapolis, Ind. It is thoroughly up to date. The machine requires little electric current to operate it. It has no complicated mechanism to get out of order and by actual test can grind three pounds of coffee per minute. Its general shape makes it a very valuable store adjunct.

Corbin Computing Scale—This is an extremely simple computing scale. It has but one beam, thus lessening the amount of trouble on the part of the merchant. The price varies from $34 to $60.

Swank Computing Scoops—Are made of aluminum, with a capacity of one. two and five pounds. The grocer can gather up the goods he desires to weigh in the scoop and the weight will be marked accurately on a special dial in ounces and pounds. As with the other appliances handled by Mr. Hawley, these scoops are guaranteed in every particular.

Dunn Computing Oil Tank—This is the only one-piece oil tank on the market. It is made only of iron and steel. The price is extremely moderate.

Dunn Computing Cheese Cutter—These are the only cheese cutters that can be made with computing attachment. A recent decision of the U. S. Patent Office has decided this, and the Anderson Tool Co. is requiring all other cheese cutters to discontinue such attachment to their machines.

McCaskey Account Register—This is a time saver and mistake preventor that is of enormous value, not only to those in the grocery trade, but merchants in every line of business. They are as valuable and necessary to the man with a thousand accounts as to the man with fifty.

All these appliances are sold on easy payments. A small payment is required down and the rest can be paid so that the machine will practically pay for itself by the time the final receipt is given.

All these appliances are sold on easy payments. A small payment is required down and the rest can be paid so that the machine will practically pay for itself by the time the final receipt is given.

Mr. Hawley is also agent for the Hubbard Wire Sewed Folding Boxes. These are guaranteed for two years and not only pay for themselves again and again by the saving they effect, but are also a great convenience.

WON THE GOLD MEDAL.

The Spohn-Patrick Co, agents for Welch's Grape Juice, were the recipients of the pleasing intelligence in the past few days that this delightful beverage had received the gold medal at the Lewis and Clark Exposition at Portland, Ore.

Welch's Grape Juice is a beverage very near to nature. It has been called "Nature's Finest Food and Drink." It is not a preparation; it is simply the pure, unfermented juice of the choicest Concord grapes; the skin, seeds and fibrous pulp eliminated. The process, which is the property of the Welch Grape Juice Co., transfers the juice from the lucious cluster to the bottle unchanged in any way. No antiseptic or chemical is used—as free from ferment and addition as the grape in the cluster.

AN INTERESTING BOOK.

One of California's Choicest Territories Exploited in Pictures and in Words.

The Southern Pacific Company has prepared for free distribution a beautifully illustrated and extremely interesting little book dealing with the Sacramento Valley.

The great empire of the Sacramento Valley is inviting the attention of home-seekers as well as tourists to a still greater extent, and the publication at this time of a booklet descriptive of this region is opportune. It consists of 112 pages, 5x7, profusely and finely illustrated, and has been brought up to date in a careful, thorough and painstaking manner. The description is detailed, and care has been taken to make it thoroughly reliable and authoritative, avoiding all exaggeration and anything that may be misleading in character.

In addition to the descriptive portion, the writer, Mr A. J. Wells, has given some forcible and valuable chapters on the subjects of "A Great Empire and a Great Opportunity," "Why Is the Valley Not Densely Settled?" "Cash Value of Climate," and "Social Life."

A chapter of especial interest at this time, in view of the reclamation work of the State and general government, is that on "The Delta Lands of the Sacramento," with a fine map of the region.

Tourists will be specially interested in the picturesque scenery of Lake Tahoe, the Sacramento River, and the region of Mount Shasta, the Fujiyama of America.

The illustrations are excellent, made from the latest photographs, which have been specially taken for the book and are unusually well printed.

The book will be sent to any address by any representative of the Southern Pacific or its Advertising Bureau, 431 California street, San Francisco, on payment of 10 cents.

Jos. A. Stulz for **Public Administrator**, a successful business man of tried integrity. **Union Labor, Ind. Rep., Ind. Dem.**

THE KING OF ITS KIND



ELECTRO SILICON
Silver Polish

IS AN ARTICLE OF REAL MERIT and the only one of its class for which a constant demand is created among consumers by regular and systematic advertising.

On every box a Woman in Red, Never take another instead.

REDINGTON & CO.
SAN FRANCISCO
Sole Agents for the Pacific Coast.

A NEW SOAP DEAL.

The Johnson-Locke Mercantile Company announce a new deal on Peet Bros. A-B Naphtha and Crystal White Soaps. One case is given free with each 10-case purchase at the present list price. This gives these two brands of soaps to the dealer at an exceptionally low price

New Brew

YOSEMITE LAGER

BREWED BY THE
ENTERPRISE BREWING CO.
Sixteenth and Folsom Sts.
SAN FRANCISCO, CAL.

Telephone:
Mission 152.

DAN O'CALLAGHAN
REAL ESTATE
AND
INSURANCE BROKER

City Agent
Liverpool & London & Globe Ins. Co.

Telephone, Main 5238

22 Montgomery St., San Francisco

(Mr. O'Callaghan was for many years a member of the firm of O'Callaghan, Nelson & Co.)

Gilt Edge Whiskies
THE VERY BEST
WICHMAN, LUTGEN & CO.
Sole Proprietors.
Agents for Moerlein's Cincinnati BEER
29-31 Battery St., - San Francisco

SALEM BEER
SUITS THOSE WHO ARE PARTICULAR ABOUT THE BEER THEY USE.

IT HAS THE FLAVOR
IT HAS THE AGE
IT HAS REPUTATION
IT IS MADE RIGHT

Those who have used it know it. Those who do not know soon find it out after a trial.

SALEM BREWING ASSOC'N
BREWERS

BOTTLED EXCLUSIVELY BY THE
Sunset Bottling Co.
3109 20th Street
SOLE AGENTS

Amusements

GRAND OPERA HOUSE.

Klaw & Erlanger's stupendous production of "Ben Hur" has been holding the boards at the Grand this week. This wonderful production is the same in every respect as when it scored such a wonderful success here about two years ago. There is no question but that the chariot race scene is one of the most thrilling and interesting put on any stage. The play is valuable as a sermon as well as interesting as a spectacle, and will repay anyone amply for the time and money required to see it. It continues next week.

CALIFORNIA.

There is plenty of snap and vim in the performance of the Jolly Grass Widows' Burlesque Co. at the California theatre this week. The chorus is large and daintily costumed and contains a number of pretty girls The leading lady, Mlle. Guichard, is a handsome woman who has a pleasant and well trained voice and much grace and vivacity, and her costumes are very striking. The various members of the company contribute numerous specialties at the end of the first part, entitled "The Widows' Wedding Night." The piece concludes with a funny burlesque entitled "The Sign of the Red Light," in which all the company participate. The Washington Society Girls Burlesque Company follows.

MAJESTIC.

The Neill Company shows to splendid advantage in "The Lottery of Love" this week. The various roles are happily apportioned, each member of the company having a congenial part. Mr. Neill does a very clever piece of work as Adolph Douzledot, the man who finds that his divorced wife has become his mother-in-law. Mina Gleason plays the mother-in-law with splendid humor. Good houses have rewarded this excellent production Next week a new version of the famous Santa Clara college play, "The Light Eternal," will be presented.

ALCAZAR.

The production of "Iris" at the Alcazar is a really notable one. Lucia Moore's interpretation of the part of the heroine is a splendid piece of dramatic work. Pinero's play is a forceful presentation of the danger and temptation that lurks in the faster social life. Iris is a widow whose fortune is to be forfeited if she re-marries. For variety, she trips into the half world in London and the continent. When the defalcation of her banker leaves her almost penniless, she is enmeshed in the toils of a Portuguese millionaire, who later turns her into the streets of London while in his fury he wrecks the apartment in which she lives. Chas. Waldron makes the part of Maldenado the millionaire, very real. The rest of the company is strongly cast and the piece is costumed and staged with more than the usual gorgeousness Barrie's delightful comedy, "The Little Minister," is to be presented next week.

CENTRAL THEATRE.

An interesting drama of Montana entitled "Big Hearted Jim," keeps the Central audiences excited this week. There is all the action to be expected in a border drama, where the ways are rough and most of the men carry and use big revolvers. Herschel Mayall plays the part of an heroic sheriff and receives hearty applause at the climax of every act as he assists the unfortunate or helps along the cause of virtue. A mammoth revival of "Uncle Tom's Cabin" is promised for next week with a number of specialties.

FISCHER'S.

Mrs. Anna Shaw, the prima donna whistler, is the star attraction at Fischer's this week. This charming entertainer is not only the first, but is easily the best, of the professional whistlers that have been seen in San Francisco. The rest of the bill includes pretty nearly every variety of vaudeville stunt and the biograph gives a new series of very funny pictures Next week this house celebrates its first anniversary as a popular vaudeville theatre and presents a program that is so long that one performance only will be given each night. The chief offering of the performance will be "The Yacht Girl," a musical comedy.

CHUTES.

Bothwell Browne's "Gaiety Girls" are giving a very interesting performance at the big free theatre at the Chutes. They make up only one part of the program, the other numbers on which are nearly all head-liners. The Circle Swing, the Johnstown Flood, the babies in the incubator, and the rare animals in the Zoo make a line of amusement offerings that it would be hard to equal anywhere in the United States.

Jos. A. Stulz for Public Administrator, a successful business man of tried integrity. **Union Labor, Ind. Rep., Ind. Dem.**

GROWING IN FAVOR.

It is because Lily Cream is "the original big can," and because its standard of excellence has been so uniformly maintained and even improved on that its sales have steadily increased from the day it was first introduced on this market.

It is an article the grocer can always safely recommend.

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A thorough grocer can buy one of the best established and best paying grocery businesses on the Pacific Coast in one of the finest residence towns of California.

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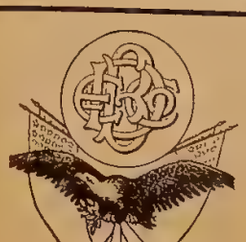
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Agents and Exclusive California Bottlers of the Famous
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Richmond Bottling Works.
Zimmerman & Ruhland,
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Veuve Clicquot, pts	34.25
Ruinart, Magnums, 6 to case.	30.50
Ruinart, qts, 1 doz to case.	32.40
Ruinart, pts, 2 doz to case.	34.20
Ruinart, ½ pts, 2 doz to case.	18.00
Vintage 1896, qts, 1 doz to cs.	46.50

Brandies.

	Per case
Martell's One Star, 1 doz qts.	$16.00
Martell's Two Star, 1 doz qts.	19.00
Martell's Three Star, 1 doz qts.	20.00
Martell's Three Star, 2 doz pts.	28.00
Martell's One Star, 2 doz f'ks	18.00
Hennessy's One Star, 1 doz qts	17.50
Hennessy's Three Star, 1 doz qts	21.00
Calif. doz qts.	12.00



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BOILED CIDER
Quarts
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Aetna, pts, 100 to case.	9.00
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Belfast Ginger Ale Co.,
D. Steimke & Co. Props.
All Carbonated Beverages.
COR. UNION AND OCTAVIA STS.

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Soda Water	$ 80	$1 50
Ginger Ale	.80	1.50
Sarsaparilla	.80	1.50
and Iron	.80	1.50
Cider	.80	1.50
Cuban Punch	.80	1.50

Case Prices, 2 Doz. per Case.

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(E. & J. Burke's Guinness')

Stone, pts, 2 doz to bbl.	$16.50
Glass, qts., 4 doz to bbl.	14.00
Glass, pts., 2 doz to bbl.	16.50

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Hilbert Mercantile Co.

H. B. Ky. Bourbon, per gal.	$2.75
H. B. Ky. Bourbon, Ex spcl.	3.25
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El Monte Ky Brbn, 1 gal.	2.25
Maryland, Monogram, 1 gal.	2.75
Forum, Bourbon, 1 gal.	2.00
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Per case, 1 doz. 5's	13.00
In 5-case lots	12.50
In 10-case lots	12.00

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El Monte Bourbon	8.00
Forum Bourbon	7.00
J. Baumgardner Rye	12.00
Maryland Monogram	9.00

W. H. McBrayer's Cedar Brook.

Per case, 1 doz 5's	$12.00
Per case, 2 doz pts.	13.00
Per case, 4 doz ½ pts.	14.50
Per case, 20 doz 1½-oz.	18.50

Jesse Moore Whiskies.

Ex Pony Bourbon.	$18.00	$17.50	$17.00
AA Bourbon	11.00	10.50	10.00
C Bourbon	8.50	8.25	8.00
AA Bourbon, 5 doz, 4 oz.	10.00	10.00	9.75
AA, Pt Flasks, 2 doz.	9 00	8.75	8.50
AA, ½ Pt. Flasks 3 doz.	6.75	6.50	6.25
Old Rye	11.00	10.50	10.00

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(In barrels or half barrels)

Extra Pony Bourbon, gal	$7.50
AA, Bourbon, gal	3.75
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C, Bourbon, 1 gal	2.75
No. 1, Bourbon, 1 gal.	2.25
AA Rye, gal	3.75
C Rye, 1 gal	2.75



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Culmbacher.
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Half and Half.
Lager and Steam Beer in Kegs.
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Bottles, ..$7.00 Doz.
1 doz. per case.

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For Sale—Hardware and general merchandise business, centrally located in thriving university town. Bona fide A 1 bargain. Excellent opportunity for country merchant wishing to give his children greater educational advantages and cultured surroundings. Will give long lease to responsible party. Address Box 123, Retail Grocers' Advocate.

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Grocery, Feed and Vegetable Store in one of the best towns in Central California. Stock, fixtures, horses and wagons. Price $4,200. Does a yearly business of $25,000. Established 11 years. Address N, care
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456 Montgomery Street.

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Mrs. Winslow's Soothing Syrup

has been used for over SIXTY YEARS by MILLIONS of MOTHERS for their CHILDREN while TEETHING, with PERFECT SUCCESS. It SOOTHES the CHILD, SOFTENS the GUMS, ALLAYS all PAIN; CURES WIND COLIC, and is the best remedy for DIARRHŒA. Sold by Druggists in every part of the world. Be sure and ask for Mrs. Winslow's Soothing Syrup, and take no other kind. Twenty-five cts. a bottle

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Pts., per doz. 2.20

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200 Montgomery Av., Cor. Kearny
202 Third Street, - Cor. Howard
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LESLIE SALT

Free Running (in Pkgs.) for table
Velvet Grain (in Bags) for kitchen
Sold by all Jobbers

Clerk's Corner

Handling Subordinates.

The head of a concern often talks to his men about the methods they use. Yet methods are minor consideration. It is the sum total—the actual results—that we want in business, says Richard W. Sears in System. I do not care what method a man uses in any department of a business so long as he "makes good."

The matter of success should be put up to the pride of the individual. He should be made to understand that his development depends upon himself and the quality of his work. If a salesman can show an increase of 3 per cent in the sales of his territory or department in a given period, he has proved his right to remain a part of a business organization regardless of his method of achieving these results.

Following out this same idea, I believe that too many instructions to employees are often fatal. Don't be too specific; such an attitude makes a man into a machine. When sending a man on a certain duty, it is never best to say, "Do exactly this," or "Don't do that." The proper course is to say, "Go and look into this matter to the best of your ability."

No Specific Rules.

The employee, if he is the right kind, will then, as a matter of course, do his best. Following out this policy, our firm has never had any specific rules for employees, but has made the business and personal conduct of each individual a matter for each to look after. We never use verbal praise with employees, nor reprimands. We often tell a man that he is working too hard or that he is underpaid; but in this case we add that he is being paid the limit that his position is worth and that he will be advanced as soon as an opening offers itself, if he is capable. The raise in salary or the promotion always comes to the individual without asking. Not that it would not be very proper for the employee to ask for a raise, but basing our attitude toward employees upon these principles, we soon discover whether a man is doing more than he is paid for and reward him because it pays us as a matter of business.

It is the man who, in the position that he holds temporarily, does more than is expected of him that gets the increase in salary or the higher position. Anything like special rewards, presents or bonuses is wholly out of place in a system of handling employees such as this. Men working on this basis would consider anything of the kind an insult. It would imply that they were not doing their best, where they were—it would be in the nature of a bribe. The giving of prizes for special effort, which is considered so effective in enthusing men in some organizations, would fail to have the desired effect in an organization where every man is given free rein.

This method of handling subordinates accomplishes all the usual results of the most highly developed system of choosing, training and retaining employees. It tries them out thoroughly—it finds the right place for the right man and the right man for the right place. It enthuses the worker and inspires in him loyalty to the firm.

Good Men in Demand.

In considering the chances of the man of ability in the present age one is forced to conclude that they were never really as good as now. Why, the "good man" can be found only with the utmost difficulty. Here is the great Equitable Life Assurance Society casting about over the whole United States for a suitable man to take the captaincy—the chairmanship of its executive board, a position that would command not less than $50,000 a year, and perhaps much more. He isn't in sight. All that it requires is just the perfection of those qualities which go to make a good business man. It looks simple—there's the chance! All that remains is for the young man to develop up to such a position.

Good young men are not numerous enough to fill positions in the cabinet of the president. He is constantly scanning possibilities and watching them develop around him.

Salesmanship vs. Order Taking.

"When I first started on the road," remarked the veteran salesman, "I couldn't box the business compass for a single point. I had something to sell, and I was bound to sell it; but my views of salesmanship were extremely hazy. In fact, I sold goods for a long time before I learned the most important principle of a successful sale.

"In those early days every order filled my heart with thankfulness and I let the customer know that he had made me a happy man. I looked upon it as a distinct favor, and I would say so. When I said 'Good-by' I left him feeling that I was indebted to him for the favor.

"The result was that every dealer in my territory took advantage of my foolishness and lost no opportunity to assure me that their personal regard for me and their wish to see me succeed were the only reasons for giving me their trade; for they could get better bargains from some other house. Then the "cheapening" would begin, and (knowing they were my friends) I would pare prices to the quick. I had a wider acquaintance in those days and sold more goods than any other man in the company's employ.

"One day in December I received a notice from the office that the senior partner wanted to see me at once. My heart gave a great leap and I saw visions of a largely increased salary in view of highly satisfactory services, etc.

"I reached the city the day after Christmas and entered the office with the air of a conquering hero. Fifteen minutes later the head of the house was handing me a Christmas present in the shape of a call-down that paralyzed my whole anatomy and stopped heart action. Things began to zigzag before my eyes and my hearing got jagged around the edges; but at times I would recover sufficiently to hear such remarks as: 'We won't stand for such nonsense'; 'Any fool can give away goods'; 'Every order you send in hurts our business'; 'You think we are in business for our health, don't you?' 'Where do you suppose we get the money to pay your salary and expenses?' 'You're no salesman.' "—Salesmanship.

New Orleans, La.—A number of the largest and most successful retail grocers have conferred with the idea of bringing pressure to bear to induce the wholesale grocers of New Orleans to refuse to sell the dry goods stores. The grocers decided that they could refuse to patronize any jobber caught selling to any but regular dealers and if necessary would buy from jobbers in other cities.

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THE GENUINE IMPORTED

Swiss Milk Chocolate

A healthful, nourishing food and delicious confection. Unrivaled for sweet purity, smooth palatability and nutritive excellence.

PAYS from 10 to 15% **MORE PROFIT**

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Wholesale Dealer in POTATOES, ONIONS, BEANS, EGGS Etc., Etc., Etc.

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463 Mission .....Phone: Priv. Ex. 15

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109 California .....Phone: Main 1972

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R. A. Holcombe & Co.
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1311-15 Pacific.....Phone: East 1875

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Highest Grade Package Goods for Family Trade

ROYAL AND QUEEN'S TASTE

(1 lb packages) (½ lb cartons)

Macaroni, Vermicelli and Spaghetti

ROYAL ITALIAN A. B. C. PASTE, in 1 lb papers
GOLDEN GATE EGG NOODLES, in ½ lb papers

For Sale by all Jobbers

PETERS BROS., BALTZ & DITTMANN

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SAN FRANCISCO, CAL.

TOBOGGAN

MAPLE SYRUP -- IT IS BEST

Pacific Coast Syrup Co.

SAN FRANCISCO

THREE REFINERIES: SAN FRANCISCO, PORTLAND and SEATTLE.



DOUBLE FIRST FLOOR OUTFIT

YOU pay the cost once, only a small sum at that—then you have the outfit and the saving begins. This in a short time equals the cost; after that it's all profit. If on the other hand you continue in the old way, you lose day after day. Why not begin the saving now? We guarantee the

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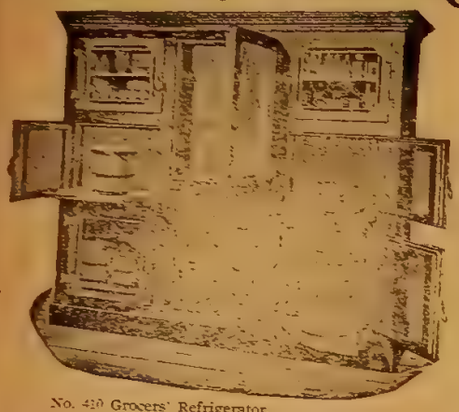
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S. F. Bowser & Co. Fort Wayne, Ind.

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McCray Refrigerator



Inside or Outside, it is a True Realization of all that is Best in Refrigerator Construction

No. 430 Grocers' Refrigerator.

THE McCRAY REFRIGERATOR RANKS first in every way. It is sold entirely on its merits and is known everywhere for superiority.

McCRAY REFRIGERATORS are perfect refrigerators and will in a short time repay their cost through saving of butter and other provisions, and ice.

We can here give you but a faint idea of the McCray refrigerator. Let us send you our catalog showing our extensive line from which you can make a selection.

SOLD ON EASY PAYMENTS.
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TEL. BLUE 2571
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Store Fixtures

DESIGNERS AND MANUFACTURERS OF
STORE, OFFICE AND BAR FIXTURES

3253-3259 SIXTEENTH ST.
San Francisco



WILLIAM CLUFF COMPANY

WHOLESALE GROCERS

SOLE AGENTS

SAN FRANCISCO CAL.

YOU ARE ALWAYS SURE of a sale and a profit if you stock SAPOLIO. You can increase your trade and the comfort of your customers by stocking

HAND SAPOLIO

at once. It will sell and satisfy.

HAND SAPOLIO is a special toilet soap—superior to any other in countless ways—delicate enough for the baby's skin, and capable of removing any stain.
Costs the dealer the same as regular SAPOLIO, but should be sold at 10 cents per cake.

THE RETAIL GROCERS ADVOCATE

A. H. POWERS, Editor

SAN FRANCISCO, CAL., NOVEMBER 10, 1905

Vol. 10, No. 45

M. J. B. Coffee

sells better than any other

Why?

RAINIER BEER

Is Not Unfair
But the Boycott is.

Investigate both sides of the question.

JOHN RAPP & SON, AGENTS
Phone South 473.

IXL - Kapp and Street - W.G.M.

TAMALES
IN
KEY-OPENER CANS

ALPINE

Unquestionably the Best

CREAM

Made by the Improved Process and under the Personal Supervision of

J. B. MEYENBERG,

The **Inventor** and **Original Manufacturer** of Evaporated Cream, with his twenty years experience.

HE KNOWS HOW.

ALPINE EVAPORATED CREAM CO.,
95 Market St., Rooms 212-213. San Francisco, Cal.
Factory, Hollister, Cal.
FOR SALE BY ALL JOBBERS



It's a Fact!

Modern Conditions Require Modern Methods.

THE MODERN PERMANENT IDEA in handling accounts is to TOTAL and FORWARD all accounts, strike balance and render statement in EVERY transaction. You can do all this with ONE WRITING on a

McCaskey

EVERY TIME YOU SAY, "Oh! My system is 'good enough'" (when you know you can do better), you are allowing yourself to become CARELESS. Think it over and send for a catalogue.

WILLIAM A. HAWLEY, Pacific Coast Agent,
JAS. FLOOD BUILDING, Powell and Market Sts., San Francisco, Cal.
Phone, Montgomery 1064.

THE McCASKEY ACCOUNT REGISTER CO., ALLIANCE, OHIO.
Manufacturers of the Famous Multiplex Carbon Back Counter Pads, also Single Carbon and Folding Pads.

SAVAGE & CHARLTON, San Francisco Agents.

CAILLER'S

THE GENUINE IMPORTED

SWISS MILK CHOCOLATE

A healthful, nourishing food and delicious confection. Unrivaled for sweet purity, smooth palatability and nutritive excellence.

PAYS from 10 to 15% **MORE PROFIT**
than its many inferior and unsalable imitations.

SPOHN-PATRICK COMPANY, Agents, 16-22 Front St., SAN FRANCISCO, CAL.

THE OVERLAND LIMITED

has

Electric Lights in Every Berth

The new composite-observation cars, the train libraries, excellent dining-car service, luxuriously appointed sleeping cars, and the courtesy of the attendants make this one of the finest trains in America.

The magnificent scenery of the Sierra Nevada and Rocky Mountains, and the novelty of crossing the great Salt Lake by rail add to the enjoyment of the trip, and make it one of unusual interest.

San Francisco to Chicago in less than three days.

Full particulars of agent,

SOUTHERN PACIFIC

THE GROCER SAVES MONEY

The Customer is Pleased,

Where

THE O. K. CHEESE CUTTER

is used.



$20.00 Net

F. O. B. Detroit, Mich.

Cuts the Cheese by weight, or money's worth. **Does it better than any other** — Is absolutely accurate. Cannot get out of order.

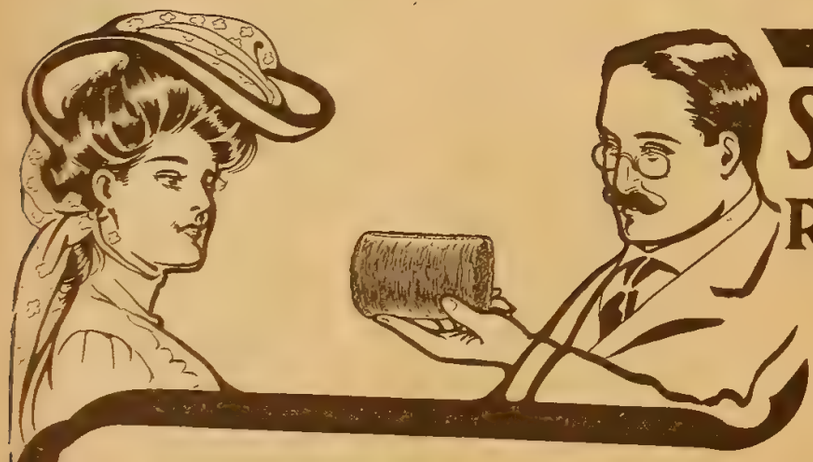
Our Testimonials Come from Satisfied Users.

We could not spare a single Cutter to send to the World's Fair at St. Louis—Needed all we could make to fill orders.

Catalog supplied from Dept. R. Write for one.
Give your Jobber's name and address.

The Standard Computing Scale Co., Ltd.

DETROIT, MICH.



SHREDDED WHOLE WHEAT RECOMMENDATION

The Best Cereal Food to Eat, and
The Best Cereal Food to Sell, is

Shredded Whole Wheat

It is made in two forms, Shredded Wheat **BISCUIT** and **TRISCUIT.**

TRISCUIT is a CRACKER, not a "breakfast food." It is used as toast in place of ordinary bread toast, and for all purposes for which the common white cracker of commerce is used.

Shredded Wheat **BISCUIT** is the standard wheat food of the world, delicious for breakfast, or for every meal for every day in the year. It contains all the nutriment in the whole wheat in digestible form. A good seller all the year round.

THE NATURAL FOOD COMPANY
Niagara Falls, N. Y.

Common Sense teaches Grocers to sell what pays Best

AND GIVES SATISFACTION.

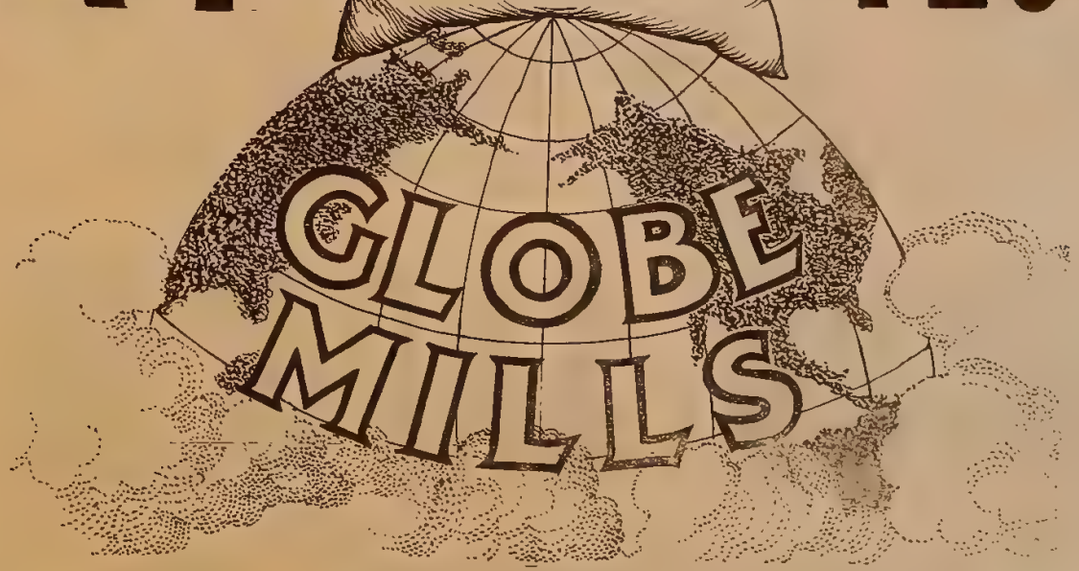
That's why **1000** Retail Grocers in the Bay Cities sell **"A 1" FLOUR.**

You can MONEY BACK our goods.

BEST ON EARTH

"A 1" FLOUR





We claim that **"A 1" FLOUR** will make MORE LOAVES OF BREAD to the barrel and BETTER BREAD than other flours.

WE MAINTAIN THE RETAIL SELLING PRICE.

Tell us how to do more and WE'LL DO IT!

GLOBE GRAIN & MILLING CO.

MONTGOMERY AND CHESTNUT STS., SAN FRANCISCO, CAL.

Telephone Bush 759.

(Please mention the ADVOCATE to Advertisers. It helps us materially.)

Finest Ever Used

DURING GROCERY EXPERIENCE OF 30 YEARS.

WATT & CO., of Grass Valley, give their testimony as follows:



NOTHING IS QUITE SO GOOD

GRASS VALLEY, CAL., June 14, 1905.

The Cudahy Packing Co.,
San Francisco, Cal.

Gentlemen:—

Your Diamond "C" Hams and Diamond "C" Breakfast Bacon **are giving perfect satisfaction,** and I am free to say that they are the **finest we have ever used** during our experience in the grocery business, covering a period of **more than thirty years.**

Yours respectfully,

WATT & CO.
By S. GRANGER.



FINEST IN FLAVOR AND APPEARANCE

"THE TASTE TELLS"

You have had calls for

HAND SAPOLIO

If you filled them, all's well; if you didn't, your rival got the order, and may get the customer's entire trade.

HAND SAPOLIO is a special toilet soap—superior to any other in countless ways—delicate enough for the baby's skin, and capable of removing any stain.
Costs the dealer the same as regular SAPOLIO, but should be sold at 10 cents per cake.

Retail Grocers' Advocate

CALIFORNIA RETAIL GROCERS' AND MERCHANTS' ASSOCIATION — OFFICIAL PAPER — RETAIL GROCERS' ASSOCIATION

Vol. 10 — SAN FRANCISCO, CAL., NOVEMBER 10, 1905 — No. 45

THE RETAIL GROCERS' ADVOCATE

Published Every Friday by
ADVOCATE PUBLISHING CO.

Subscriptions:
One Year $2.00
Single Copies ..... .10

PUBLICATION OFFICE:
456 MONTGOMERY STREET.
Rooms 413-414. - Tele. John 2001

Entered at the Postoffice at San Francisco as Second Class Matter.

Points to Watch

HOLLAND HERINGS—
Are lower. If disturbances in Russia continue, that market will require fewer of these fish and more will be shipped to this country, which will tend to weaken the market here and further reduce prices.

NORWAY SARDINES—
None of the larger packers in Norway will be able to supply the trade this season with enough to satisfy the demand.

CHEESE—
Prices are higher on both New York and California State factory cheese. Martin's October is very scarce.

MACKEREL—
No. wegian mackerel is very scarce, bloaters being practically unobtainable, with higher prices predicted by jobbers and importers.

RICE—
Rice is very strong on the market with higher prices regarded as certain in the near future. Honolulu rice is again coming into general notice.

CANNED SALMON—
Sockeyes have been advanced and higher prices are predicted in the spring. Read the review on pages 20-21.

THE JOHN H. SPOHN COMPANY.

Large Commission and Brokerage House Changes Its Name.

The trade will be interested in learning that John H. Spohn Company is now the name of the large wholesale commission and brokerage establishment which has won such an enviable position in the trade as the Spohn-Patrick Company.

Mr. Patrick has had no connection with the firm now for the past nine months, hence it was decided that it would be better to have the firm known by the name of the senior partner, Mr. John H. Spohn.

Mr. Spohn has been active in the commercial life of San Francisco during the past sixteen years. He first found recognition as the agent for the Chas. E. Hires Company on the Pacific Coast. Later he established himself in the brokerage and commission business at 318 Battery street. The history of the firm during the past ten years has been a record of continuous achievements and triumphs. Many valuable accounts were acquired, and there was no exception to the rule that this firm achieved sucess in the introduction and distribution of the goods entrusted to their care.

The past year has been a particularly prosperous one Additional valuable accounts has been entrusted to their care and the record for 1905 promises to exceed that of any year yet in the history of the firm.

MAKING PROGRESS.

State Association Active In Behalf of Its Members.

By Frank B. Connolly.

The work accomplished by the newly elected Board of Directors of the State Association since the convention at Stockton has been of great benefit to the trade.

Immediately after the convention the secretary got together a 'Committee of One Hundred Grocers" in San Francisco to work with him in getting profits. The matter of the profits on flour was taken up and the committee met with the millers and the matter is now under discussion.

The grocers of Southern California are having trouble with a large department store. whose avowed purpose in opening its grocery department was to cut the price on goods listed by the manufacturers for the benefit of the retail grocers of Southern California. The State Board took this matter up and instructed the secretary to interview the San Francisco jobbers who are selling goods to this cutter to help disrupt conditions in that territory.

The firm of **Wellman, Peck & Co.** have taken the stand that they **do not think it right to sell goods to anyone who does not maintain the consumers** price as set by the manufacturer.

The other jobbers do not see fit to take this stand and we therefore consider **Wellman, Peck & Co.** as the retailers' friend, as our policy is the same as theirs.

A great many of the grocers are making **Wellman, Peck & Co.** feel that they appreciate the stand they have taken.

A. Schilling & Co. have sued three of the jobbers for violating their price agreement. This goes to show that the manufacturer is interested in having the jobbers work with the retail grocers in seeing that fixed prices to consumers are maintained.

The "Monthly Report" of the State Association is now out.

BRINGS NEW CUSTOMERS.

The San Francisco branch of the Cudahy Packing Co. is daily in receipt of letters from all sections of California expressing satisfaction with the high quality and easy-selling character of their Diamond "C" products.

The Diamond "C" goods are the choicest of high class products brought from the Chicago market. The animals from which the Diamond "C" hams and bacon are made are carefully selected and the entire process of curing and smoking is followed with the greatest care The result is a product that cannot be surpassed for either fine appearance of delicious flavor.

It is worthy of note that the correspondents of the Cudahy Packing Co. unite in insisting that their ham and bacon trade had largely increased since they have made a specialty of Diamond "C" products. This means that the goods are so particularly fine that each satisfied customer tells numerous friends who go where they can get the goods that are a "little better" than the average run.

We would call the attention of our readers to the advertisement on page 4 of this week's Advocate.

STULZ ELECTED.

Splendid Victory for the Popular Grocer Nominated As Public Administrator.

As his friends expected, Joseph A. Stulz was elected Public Administrator with a plurality of nearly 6000 votes over his opponent, Mr. M. J. Hynes.

Mr. Stulz's defeat was confidently predicted in every part of the city by those wise people who "knew all about politics." They explained that he was running against the most popular man on the Fusion ticket. Mr. Hynes's misfortune was that he was running against the most popular man on the Union Labor ticket, barring only the head of the ticket himself, Mayor Eugene E. Schmitz.

Mr. Stulz owes his splendid majority largely to the strenuous efforts of his many friends among the wholesalers and manufacturers who not only voted for him themselves, but used their every influence to secure for him the votes of their employes and their friends. The commercial travelers of San Francisco also did yoeman service as did hundreds of retail grocers of this city who have known Mr. Stulz for years and respect him highly as a good business man and one of the noblest of San Francisco's high minded citizens.

The splendid victory won by Mr.



JOS. A. STULZ
Elected Public Administrator

Stulz will be better understood when it is realized that Mr. Hynes was a member of numerous organizations and had a very large following among the Native Sons and other fraternal societies. In spite of this fact, the popularity of Mr. Stulz was such that he was able to draw enough votes away from Mr. Hynes so that that gentleman did not poll as many votes as did Auditor Baehr, Sheriff Curtis, City Attorney Long, County Clerk Grief, Treasurer McDougall or Coroner Leland. While he had only 428 more votes than Recorder Godchaux, who has been returned to his position several successive terms owing to his great popularity with the merchants of the city.

On Friday of last week, a rally for Mr. Stulz was given among the grocers, both wholesale and retail, the manufacturers and commercial travelers of San Francisco. This rally was organized very largely through the efforts of State Secretary Frank B. Connolly.

George Alpers, who succeeded Mr. Stulz as president of the local Grocers' Association, presided at the rally and paid a glowing tribute to the sterling worth of Mr. Stulz and foretold

Continued on page 24.

SUES WHOLESALE GROCERS

A. Schilling & Co. Want Cutting Stopped and Demand Damages.

The trade will soon learn how far the right of a manufacturer to protect the retail selling price of his goods extends.

Several firms have been selling the goods of A. Schilling & Co. at a cut price despite the efforts of that firm to prevent this action. As a final resort, this firm has asked the courts to enjoin Sussman, Wormser & Co., Haas Bros., and Wm. Cluff Co., of San Francisco, and Salinger Bros. of Oakland, from breaking their price agreement on Schilling's Best goods. The firm also demands ten thousand ($10,000) dollars as damages.

These suits are of great importance to the trade. There is a principle of much value to the retail grocery trade at stake in this contest. In a letter to the **Advocate**, A. Schilling & Co. explain their reasons for bringing this suit as follows:

"We are determined to protect the price of Schilling's Best if there is any way under the law to do so. And for this purpose, we have selected the above firms, not because of their prominence as cutters, or as being worse than any others, for they are not. The reason we selected them was because they were strong and could secure good counsel to defend their suits and, if need be, carry it to the highest court. If we had chosen small firms we could have been accused of intimidating the weak.

"We want through these suits, to give fair warning to all just what our rights are and just what stand we propose to take with reference to those rights.

"We think that our fight for the principle of price maintenance has been, is and will be, in its effect, of the greatest advantage to the legitimate retail trade.

"Any plan that can be applied, any measure that can be adopted, any action that can be taken, that will protect the legitimate dealer from the demoralizing influence of department stores and other cutters should be welcomed by every fair-minded man in the trade.

"Respectfully yours,
"A. Schilling & Co.

CREAM OF CREAMS.

There are many kinds of evaporated cream on the market, but one is generally acknowledged as being the leader.

This is Carnation Cream, which from the time it was first put on the market has won one territory after another, until to-day the two large plants of the Pacific Coast Condensed Milk Company, its manufacturers, are scarcely equal to supplying the demand.

Carnation has proven entirely satisfactory wherever sold, whether in the frigid regions of Alaska or under the torrid heat of Mexico, as it keeps in all climates.

Besides its keeping qualities there are many other points in favor of Carnation Cream.

Every drop of Carnation Cream is thoroughly sterilized, and there is no danger from disease germs

Americans consume about twenty-eight million bushels of Oysters every season.

IMAGINE THE QUANTITY OF

SNIDER'S

Home Made Tomato Catsup AND Oyster Cocktail Sauce

Used on these oysters to make them

DELICIOUSLY APPETIZING!

IMMENSE QUANTITIES OF SNIDER'S CONDIMENTS are likewise used to season fish, game, steaks, chops, etc.



Now is the time to make window displays

Did you get a sign like this? If not, notify us.

1905 New Pack

SNIDER'S CATSUP

For Sale Here

Remind your customers of the fact that you sell the new pack



SNIDER'S PORK AND BEANS WITH TOMATO SAUCE

are as staple as sugar or flour. The high quality of Snider's Pork and Beans with Tomato Sauce has made a market for them in a comparatively short time. They are giving entire satisfaction, and the trade is only too pleased to recommend them to particular customers whenever opportunity offers. Packed in 1-lb., 2-lb. and 3-lb. tins.

SOLD BY ALL JOBBERS.

JOHN H. SPOHN CO., Agents

16, 18, 20, 22 FRONT STREET SAN FRANCISCO, CAL.

SEASONABLE SUGGESTIONS.

Pointers "Borrowed" From the Columns of Various Careful Contemporaries.

Get a profit

Popcorn time is here.

Collections are important.

Push sales on canned corn.

Salt fish is now seasonable.

All kinds of nuts are selling.

Don't forget the candy department.

Coffee is a profit-payer. Push coffee.

Evaporated apples are firm and advancing.

Have you ever tried breakfast bacon in glass. It is fine in appearance and is a good "eater."

Telegrams from Gloucester report an advance of 25 cents per barrel on large Georges salt mackerel.

No retailer should allow a package of goods to leave his store without inclosing in it a printed advertisement.

You cannot build up a coffee trade by jumping around from one line to another. Get a good line and then stick to it

Salt fish, cheese, syrups and molasses and other lines which sell most freely during cold weather should be given an extra push.

A late cable from Smyrna said: The market for figs is strong, with an upward tendency; shipments are over, on account of the high prices.

Singapore canned pineapple is firmer The domestic sardine market is a little stronger. Factories are closing down to prevent the putting up of an over-supply.

Corn will be the leading low-priced canned vegetable the coming winter. A big consumption is looked for, as it will be used where tomatoes are considered too expensive.

Shipments of pepper from the East to the United States during the first half of October fell to very moderate figures, which has had a strengthening effect on the local market.

The more mirrors, the better. They make a few goods seem a myriad and two or three burners look like a torchlight procession. Not much skill is required to make the best use of mirrors.

Stewed tea, boiled tea and tea that has been left in the teapot for drawing after drawing, other leaf being added as needed, are responsible for much nervous trouble and more digestive disturbance.

Never before has the average quality of tea imported been higher than now. The coffee is of higher average grade, while very choice growths are selling at extremely low cost as compared with old-time values.

It's constant ever changing of the window and the freshness of display that counts. Keeping everlastingly at it is the best window dressing rule. Change is imperative, for monotony in the window means the reduction of a great force, a money-earning facility, to an eyesore or a nonentity.

Bottles look fine in the window as a general rule, but some bottled goods make better sales than others. For example, the bottles of olives, of sliced bacon, of pickles and of candy, of French vegetables, sell themselves in the window because their contents can be seen, and when seen appeal to the appetite.

Figs and dates in delicatessen and fruit stores sell freely when exposed to view The grocers could use glass covers for this class of goods and bring them more prominently into view without endangering their sale by reason of customers' fears of dust and disease germs falling upon the fruit Show cases are a godsend for the up-to-date grocery store.

Too many shops are unjust to their juvenile customers. I've heard mothers say many times: "I can't send Willie to Brown's or Smith's. They always palm off some poor article on him." Does it pay? The storekeeper gets rid of the stale loaf, the broken crackers, the decayed fruit, but in the long run he loses ten times as much as if he'd been honest and honorable with his small customers.—"Good Housekeeping."

There has been no change in coffee for several weeks. The market as represented by the options shows some weakness but spot goods hold up very well. All reports from the primary markets indicate that the crop will be as low as the lowest estimates, or around 10,000,000 bags. This is anywhere from five to six million bags less than consumption, a condition that would seem to indicate a very firm market through the winter.

A jobber said the other day that the "coffee trade was the greatest confidence game in the business," and he is about right. He meant that the buyer must have confidence in the seller whether it be a wholesale or retail dealer. Expert knowledge of coffee is possessed by few and the buyer must deal with some one in whom he has confidence unless he is one of the few experts. This simply means that you must buy your coffees of a reliable house.

Push olive oil as a remedy for tuberculosis. Advertise dried fruits and jams as better than pills. Discuss the superior charms of tea of fine quality as compared with exquisite wines. Show how breakfast foods create strength, cure dyspepsia and keep appendicitis at bay. Tell how excellent is the canned tomato as an article of diet for people with liver trouble Make the grocery stock a better and surer reliance than the druggist's stock for many of the ailments that foolishness is heir to.

Tea leaves should never be boiled with water. Boil the water in a large pot or vessel. Take a small earthenwar teapot and thoroughly cleanse i with boiling water. Put in the smal pot two teaspoonfuls of tea leaves and over them pour enough boiling water from the large pot to fill the earthenware pot about one-fourth full. Let stand three minutes, then fill the small pot entirely full of boiling water an let stand five minutes. You now have a perfect brew of tea. In serving, fil the cup only partly full of tea brew, then dilute with hot water to suit the taste. For iced tea, the tea brew should be prepared he same way, then strained into another pot and placed on ice When cold it can be served diluted and flavored with lemon, according to taste.—"Delicatessen."

Every grocer who handles a line that does not pay a good profit is largely to blame. When he gets several calls for a line that he does not want to handle— calls generally brought out by demonstrations or house to house sampling—he should stock just as small a quantity of the article as he can and chuck it under the counter handing it out only when asked for, never displaying it or never advertising it. In this way he can keep the trade of his customers and usually the demand dies a natural death in the course of time. If he puts such a line in and displays and advertises it, the demand will naturally continue longer and he will do more business at a loss than he wants to. The retailer is all powerful in this matter. He can create a demand or he can kill it. He should curtail the demand for lines that do not pay a profit if he is forced to handle them at all."

REPEATS READILY.

Plymouth Rock Gelatine, which is being introduced to this market by the Fred F. Hobbs Co., is proving a winner with the trade. This gelatine is sold to the grocery trade at $1.10 per dozen, with a dozen free with each three dozen purchased, thus making the cost about 82½ cents per dozen where four dozen packages are purchased. At this price, the grocers are able to secure a very handsome profit with the Plymouth Rock Gelatine as a 10-cent seller.

Although it has been on the local market only a few weeks, Mr. Hobbs reports many repeat orders from those who put it in stock early. This was brought about largely through the fact that with each carton containing a dozen packages, the grocers were given a dozen sample packages, each of which will make a pint of jelly. By the distribution of the samples the grocers were able to introduce the gelatine to their trade, thus making the selling of the goods comparatively easy and simple.

FOR SALE—Good paying grocery store and bar on Third street. Rent reasonable. Lease given. Good location and good business. Proprietor leaving city. A fine chance for a live man. Address **GROCER**, care Advocate.

A MATTER OF HEALTH

ROYAL



BAKING POWDER

Absolutely Pure

HAS NO SUBSTITUTE

All Grocers should carry a full stock of Royal Baking Powder. It always gives the Greatest Satisfaction to customers, and in the end yields the larger profit to the Grocer.

Nicelle Olive Oil

posseses every requisite for making salad

"PERFECTLY DELICIOUS"



Prepare to supply Thanksgiving shoppers with

NICELLE OLIVE OIL

Put up in ½-pint, pint, quart and 22-ounce bottles; also in 32-ounce, ½-gallon and 1 gallon tins.

Send us your order and we will mail to your best customers a beautiful illustrated booklet entitled "Salads: How to Make and Serve Them." When mailing order enclose list of names and addresses.

JOHN H. SPOHN CO.
(INCORPORATED.)
Pacific Coast Agents
16-18-20-22 Front Street San Francisco Cal.

BRANCH HOUSES:
Portland, Seattle, Denver, Salt Lake City
SPOHN-CLOK COMPANY, Los Angeles, Cal.

ASSOCIATION NEWS.

Cleveland, Ohio—The Pure Food Show of the Grocers' Association opened on Monday, October 30th. There an interesting line of exhibitors and there will be numerous features. Last year the attendance for eighteen days was 82,179. Grocers expect to raise the record to [illegible] this year.

Cincinnati, Ohio—The Grocers' Association has decided to issue a framed certificate of membership to all members to hang up in their stores. They figure that this will assist the members in collecting bills when it is known that the Association has a blacklist. The grocers have decided to give a dance.

Rochester, N. Y.—The grocers are anxious to have the supervisors pass an ordinance raising the hucksters' license fee to an amount to put them on the same level as the grocers.

Indianapolis, Ind.—There were two grocer candidates for the position of Councilman in the election that occurred on November 7th.

Cleveland, Ohio—The grocers are sounding legislative candidates as to whether they will support a proper garnishment law.

St. Louis, Mo.—The Retail Grocers' Association is seeking to have the Supervisors pass an ordinance placing the tax of $1000 per annum on Trading Stamp Companies.

A GREAT BEER.

"Best, East or West," is the motto of the Tacoma Bottling Co., of which George Alpers is the president and manager. This beer is made by the Pacific Brewing and Bottling Co. of Tacoma, Wash.

"Tacoma Beer" was put in by the Old Louvre about six months ago, replacing a high priced Eastern beer. It proved an [illegible] favorite and business has almost doubled at this popular resort.

"Tacoma Beer" is a union product. An extensive advertising campaign is being undertaken which will assuredly add largely to its popularity among consumers and with the retail grocers.

The office of the Tacoma Bottling Co. is located at 2360-2378 Harrison street, near Twentieth. Its telephone is Mission 371.

You want to please your customers.



Lily CREAM WILL DO IT

Its Pure That's Sure

At All Jobbers

Pacific Creamery Co.

San Francisco Office, 115 Davis St.

Phone, Bush 522

VALUABLE SUGGESTIONS.

Alameda County Grocers Listen to An Interesting Paper.

Oakland, Nov. 8, 1905.

Editor "The Advocate"—The members of the Alameda County Retail Grocers' and Merchants' Association, heard a very forceful presentation of the question "Our Tea and Coffee Trade," by **Mr Ben Weed**, representative of A Schilling & Co., Monday evening, November 7th, 1905.

The interest in the meetings is increasing and the value of these discussions is being appreciated by all who attend.

The latest developments in the action of the San Francisco jobbers in selling goods to certain Los Angeles cutters was reported and discussed.

Mr. Warnke, President of the State Association, said that as a result of interviews with the several San Francisco jobbers, but one firm had taken a firm stand and was willing to support the legitimate retail grocer as against the piratical cutter.

This firm is **Wellman, Peck & Co.**

He advised that it is **now the duty of the members** to vigorously support this firm who they had found to be their staunch friend. He said that the grocers now had an opportunity to demonstrate their earnestness in the principle of the manufacturer protecting his standard goods because this firm had been the first to give its support to this idea.

A Great Principle.

Mr. Hauch said that the great principle the grocer was fighting for, that of having the manufacturer set and maintain a uniform price on the standard brands he markets, was one that we must keep continually before us and hammer at it until it has become an accepted fact. Our main endeavor is to get the jobbers to support the manufacturer in carrying out this principle. We have succeeded in obtaining the adherence of **Wellman, Peck & Co.** to this. He further said that he hoped to be able to report very soon other jobbers who were willing to take the same stand.

Flour Mills Delay.

The Secretary reported the result of the flour conference to date which was that the millers were still debating the question. The Alameda County grocers are well satisfied with the **increase in the business** of those mills who had given them a uniform price and a fair profit. It would only be a question of time when the mills antagonistic to the grocers on this proposition would find the volume of their business so reduced that they would awaken with a shock to a realization of what this force is that is working among the retailers. We are content to let San Francisco grocers **work for the mills for nothing** if they want to, but we have gotten over that idea long ago.

It was reported that our honored member and ex-Treasurer, **W. J. Reed,** had succumbed after a long illness. The Secretary was instructed to write a letter of condolence to his wife and family.

Ben Weed's Paper.

The members now listened to the paper on "Our Tea and Coffee Trade" by Mr. Ben Weed. It will be published in full later. At the conclusion of the address, a discussion was entered into by all the members present.

As a result of a suggestion brought out by the address, it was moved by Mr. Hauch, seconded by Mr. Manning and carried, that a special meeting be called for Monday evening, November 13, 1905, to discuss a plan to handle effectively the loss of our trade to the tea and coffee peddler, and how best to regain it.

On motion of H. K. Duncan, seconded by L. Warnke and carried, a vote of thanks was tendered to Mr. Ben Weed for his able address on the main theme of the evening.

Netz Week's Question.

The question the Association desired to have discussed at the next meeting was talked of and it was thought that a paper prepared on the subject of "Package Goods"—those put up by the manufacturers and those put up under the private label of the wholesaler and the retailer with its bearing on the subject just discussed, would bring out valuable information.

PROGRESS IN MINNEAPOLIS.

The following letter just received by National President John A. Green, from Minneapolis, will be of interest to our readers:

"The work in Minneapolis is moving along very smoothly as a whole. Our grocers are loyal supporters of the association and we have certainly succeeded splendidly in trimming off some of the jagged edges of the grocery business and making the condition far more agreeable to the grocer than could possibly be hoped for or expected without the association.

"First—We have increased the peddlars' license from $25 to $50 per year.

"Second—We have secured the enforcement of the Sunday closing law, as applied to the grocery business.

"Third—**We are perfecting** a credit and collection department. No association is complete without a department of this kind. Nothing to my mind is more important and it should be made one of the most prominent features of association work.

"Just and efficient laws should be passed so as to provide reasonable protection. But it is hard to legislate honesty into a dishonest head; the honest man will take care of his obligations, laws or no laws.

"As an association we should make laws unto ourselves, governing such matters, and we propose to keep up this line of work. We bring the members in close touch with the secretary's office, and in that way get our information direct.

"We make collections the feature of our work, also demonstrating very clearly that more can be accomplished in collections through the agency of the association than by private effort or other means. We can say that the plan that we have adopted has proved thus far satisfactory, if it develops steadily. In time it will be the most prominent feature of our association work.

"I have not entirely covered the field of operations, but just enough to let you know that we are still making progress. We are in hearty accordance with the ideas advanced for financing the national association. Very truly yours,

"**J. D. Williams,** Secretary."

ROCHDALE COMPANY FAILS.

Lincoln, Cal., October 25th—The Lincoln Rochdale Company went into bankruptcy recently. There has been an auction sale of their goods this week. Farmers for miles around attended the sale and laid in a large stock of groceries for the winter at reduced prices. This has upset trade conditions very extensively. The jobbers who gave large credit to this firm, helped it to take trade and profits away from their legitimate, old-established customers.

Better Profits

Greater Economy in

Cereal Goods

A New Departure.



ALL MEALS

Can Now be Secured in

2-lb. and 5-lb. Cartons

UNDER THE

PEACOCK BRAND

Thoroughly Sterilized — No Waste — No Bugs — Attractive Packages
Packed by Machinery — Not Touched by Human Hands.

Selling Price Absolutely Protected.

Sole Manufacturers:

DEL MONTE MILLING CO.

San Francisco and Los Angeles.

CRACKER-JACK

THE MORE YOU EAT
THE MORE YOU WANT
THE WORLD'S GREATEST
5¢ SELLER

100 Packages to Case $3.65
Case weighs 40 pounds gross.

Dodge, Sweeney & Co., AGENTS SAN FRANCISCO

BORDEN PUSHING SALES.

Demands for Condensed Creams Increased Because of Dishonest Milkmen.

The recent exposures of the dishonesty of the milkmen supplying San Francisco housewives has resulted in the enormous increase of the sales of canned creams. The shocking way in which milks were doctored and their food values lessened have made many people realize that to be safe it is necessary for them to buy a cream that has been sterilized and cannot be tampered with. The Gail Borden Condensed Milk Co., through their local representatives, the Johnson-Locke Mercantile Co., have made use of all the leading publications in advertising the purity of the Borden's creams. They also point out that the mother, who wishes to be sure of having a safe food for her baby, should buy the tinned article, which possesses all the nutricious qualities required and not only has not been filled with poisonous drugs but has been thoroughly sterilized

N. E. Jaffa, the chemist in charge of the food laboratory of the University of California, has given considerable attention to the matter of evaporated creams. In his report for June, 1905, his analysis showed that the Yacht brand of evaporated cream contained 8.10 per cent of butter fat, while the next two brands contained only 7.50 per cent, while one other brand contained only 4.80 per cent of butter fat. The July report showed other brands of evaporated creams that had not been analyzed for the first report were quoted. The creams showing the highest percentage on the second list was Pioneer which was shown to contain 10.12 of butter fat. The lowest percentage of any cream in this report was 5.70 per cent

The Gail Borden's Condense Milk Co. brands stand at the head of evaporated creams and condensed milks. They have established demand for their brands by the expenditure of hundreds of thousand of dollars in advertis'ng. It is essential for them to maintain the value of this name by high quality of their goods since confidence in the name is one of their most important assets. For this reason the grocers who handle the Gail Borden Condensed Milks need have no fear of Board of Health interference.

MAKES BOOKKEEPING EASY.

A System That Records Accounts as the Cash Register Does Cash Payment.

Every retail grocer can be benefited more than he realizes by a system that will enable him to save time in his bookkeeping and at the same time keep in better touch with the actual condition of his business. This fact has helped the success of the McCaskey Account Register. It is well to consider the following things:

The court says: **"We don't want the ledger, we want the original entry."** You have it on the McCaskey Duplicating Pad, and the customer has a copy of it.

The McCaskey Account Register keeps accounts, don't draw any salary and will pay for itself in the saving of clerk hire before you know it

Keeping accounts in books is unkeeping them in many cases, as every time they are copied there's one more chance to make a mistake; it is like a story. every time it's told its' a little different. But keeping accounts in the McCaskey Register is right, because you only write them once, and they are correct.

Wm. A. Hawley, James Flood building, Market and Powell streets, is Pacific Coast agent. He will gladly forward any information desired. The McCaskey Account Registers are sold on easy payments.

A SPLENDID SELLER.

Retail Grocers Assured of Satisfied Customers and a Fair Profit.

The most important element in the success of a retail grocer is satisfying his customers. When the article not only gives satisfaction to the customers as to quality, but is also satisfactory as to price, and at the same time pays the retailer a profit that is satisfactory to himself every element for successful merchandising has been supplied

It is along these lines that the Alpine Evaporated Cream Company is building up its trade.

Alpine Cream is made at Hollister by the improved process and under the personal supervision of Mr. John B. Meyenberg—the inventor and the original manufacturer of evaporated creams, who has had an experience of over twenty years and has been able to test and learn the value of every process that has been employed.

The price at which Alpine Cream is sold to the retail grocer permits of its being sold in San Francisco and the other bay cities for 10 cents, three for 25 cents, with a fair profit, and it will be the endeavor of the Alpine Cream Company to see that the price is maintained.

Alpine Cream is for sale by all jobbers.

BENEFITS RETAIL GROCERS.

Retail grocers appreciate protection. The fact that they have not only been protected in their profits, but have also been accorded the protection that comes from being able to "money back" an article, has resulted in a very large accession of business from the very best grocers of California by the Globe Grain and Milling Co.

This company will not allow their goods to be sold at cut rates. As a result, every grocer feels safe in building up a trade on "A-1," "Silver Star" and "Banquet" flour, without being afraid that, as soon as the goods become popular some cut rate grocer will steal his trade by cutting or force him to meet competition by selling without a fair profit in order to retain his customers.

The Globe Grain and Milling Co. did more than that for the grocers. They gave them the right to "money back" their goods in every particular. In other words, the grocers were made safe in recommending their flour as a flour of special excellence because they could say to their customers: "If you do not find this flour satisfactory in every particular, you may return whatever is left of it, and we will charge you nothing for what you used."

The cuts in the prices of salmon, tomatoes and corn, which distinguish the cut-price cash grocery stores from the "family grocery" stores, are absolutely unknown to thousands of people of moderate means. So also the grades of coffee that make so much noise in some parts of the country are never used, are never heard of, by the mass of the public. You can't cater to good trade with Alaska red salmon or low grade Rio coffee, and you'll find that some of the least pretentious-looking people will not take anything less than Columbia River salmon and 35-cent coffee. Corn, tomatoes and peas get the same kind of treatment and it is declared by some observers that a good deal of the cheap and inferior groceries offered at cut prices here, really meets with favor only among out-of-town consumers.

DRIED FRUIT SITUATION.

Outline of Conditions by a Recognized Authority.

J. K. Armsby, in an interview with the "Journal of Commerce" (N. Y., Oct. 30) said:

"It can almost be said that there are no peaches or apricots, so closely cleaned up is the Coast market. Foreign buyers are for the second time this season in the market for apricots and prunes and their inquiries add to the strength of the situation.

"Santa Clara prunes are practically on a 3¼c f. o. b. bag basis Jobbers are not in a speculative frame of mind, and are only buying against their daily wants, but there is a good deal of business being done over the country in that way. Prunes are the cheapest articles on the list of dried fruits and they are bound to have a good sale, but I do not look for any large business in them until after January 1st.

"The California walnut situation is interesting. At the beginning of the season 1000 cars were expected, but heavy rains during the budding season did a great deal of damage and estimates had to be very decidedly revised. Up to 30 days ago a crop of 500 cars was in sight, but owing to the fact that the trees did not leaf out very well it has been found that much damage was done by sun burning during the summer, and there were a great many blanks and poor nuts. When these were taken out it leaves only about 400 cars in sight or some 100 cars less than last season's crop. This year's nuts are practically all sold, the West having taken the bulk of them, the East generally speaking, not having confirmed The situation in new crop foreign walnuts is similar to that of the California nuts. The crop is short, and of poor quality, and moreover is very late, so that they cannot get here in time for Thanksgiving trade. Added to other drawbacks there is a heavy short interest in imported walnuts, which is a bad thing.

"It was expected that the California almond crop would turn out 350 cars, but the adverse influences affecting walnuts were also effective in reducing the output of these nuts and about 180 cars is all that were produced on the Coast this year. The crop, however, was extraordinary early, shipments beginning at August 1st, and as they reached the Eastern markets before the nut trade begun, a weakening of the market was a natural result. I look for a better market from this time forward.

"The white bean crop on the Coast was a good one both in point of size and quality. In fact it was one of the finest ever turned out. Similar results attend the harvesting of the lima bean crop. The latter is estimated at 750,000 bags and it is now absolutely safe from any influence that might be calculated to lessen it. The strong tone of the market is due to the large consumption, which is attributed in a measure to the high cost of other vegetables, especially potatoes. Then there is a heavy short interest which is squeezed. However, I look to see the present prices maintained, basing my belief in the stability of the market upon the extraordinarily large consumption. I don't think there is the slightest chance of a 2½-cent market, which is being predicted in some quarters. This year's supply, including the carry-over, amounts to 900,000 bags, against 1,000,000 bags two years ago, when the lowest price and that for a very brief period, was 3 cents."

MUCH BAD OIL.

City Chemist gives report that out of 189 samples of alleged olive oil, 29 were cotton seed oil and 8 were seasame oil. Out of 14 samples of alleged salad oil taken from various down town restaurants, 9 were found wholly or in part to be cotton seed oil.

In his report Mr. Gibbs says: "While cottonseed and sesame oils are harmless and rank in food value with olive oil when properly refined the fraud involved is that of misrepresentation. Olive oil costs from $1.75 to $2.50 per gallon; sesame oil from 85 cents to $1 per gallon, and cottonseed from 35 cetns to 55 cents. False labeling is resorted to in order to carry out the deception. Many of the bottles bear the words "Made in France," or some other foreign country, with the names of fictitious firms. The practice is fraudulent and should not be tolerated Foreign oils are often adulterated in this city after passing through the custom-house.



You Give Your Trade

THE BEST

when you sell

Old Gilt Edge Whiskey

RYE or BOURBON

AGED IN WOOD

Bottled Expressly for Family Trade.

PURITY UNQUESTIONED

SOLD EVERYWHERE

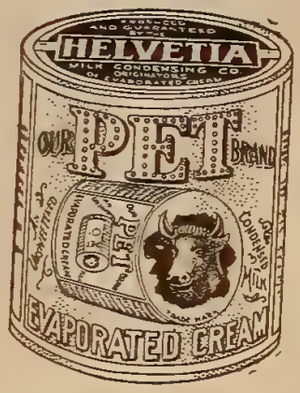
Wichman, Lutgen & Co.

SOLE PROPRIETORS

29-31 Battery Street San Francisco, Cal.

Good Keeping Quality

AFTER EXPOSURE OF THE CONTENTS, is an essential feature of properly prepared "Evaporated Cream." When the contents of the can are thin and watery, like those of the several cheap brands of large cans with which the market is flooded, they will spoil soon after being opened; but when they are of that HEAVY CONSISTENCE which distinguishes



OUR PET BRAND EVAPORATED CREAM

(And all of our brands bearing our top label.)

they keep several days longer under the same conditions, simply because they are completely sterile and offer more resistance to the action of germs floating in the air.

Consumers highly appreciate this feature, particularly in warm and sultry weather.

The principal advantage of Our Pet Brand Evaporated Cream, however, is that IT GOES FARTHER than these thin brands.

HELVETIA MILK CONDENSING CO.

Our top label, shown herewith, is always a guarantee of perfection.

HELVETIA MILK CONDENSING CO.

Helvetia Milk Condensing Co., HIGHLAND, ILL.

SAN FRANCISCO OFFICE, 3 CALIFORNIA ST.

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Each of these departments in this Price List is checked up and corrected every week by two or more reliable authorities on values. More than thirty wholesale houses co-operate with us to secure for our List the greatest accuracy possible.

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COLUMN 1.
Department 1.

COFFEE, CHICORY, ETC.

Green Coffee.

Mocha, Genuine Arabian	23	25
No 2	17	18
No. 3	16	
Kona (Hawaiian)	16	18
Mexican	13	15
Java common	15	18
Java brown plantation	20	25
Caracol, prime washed	13	16
Caracol, ordinary	13	14
Guatemala	11	17
Costa Rica	12½	16
Salvador	10½	12

Roast Coffee.

Salvador	12	20
Costa Rica	16	20
Java	24	31
Mocha Aden	27	31
Prme W sbd, C. A. Blends	19	24
Good C. A. Blends	18	20
Ordinary Blends	12	18

Private Brands.

Royal Java Roast	13
Lion, 100-lb	14.87
Arbuckle's, 100-lb	15 87
Arab, 1-lb tin	.18
Hill's Bros Arabian Roast	.27
"M.J.B.," 60 1's in case	.28
"M.J.B.," 30 2 s in case	.27
"M.J.B.," 24 3 s in case	.25

Schilling's Best Coffee.

Tins 30-lb price
60-lb case ¼ off

	1-lb cartons	1lb tins	2lb tins	3lb tins
5-star	36¼	39¼	38¼	38
4-star	29¼	32¼	31¼	31
3-star	25¼	28¾	27¾	27½
3-star Laquered (3-lb. tins only)				27½
2-star	22¼	25¼	24¼	24
1-star	18¾	21¾	20¾	20½

Cartons only in 25, 50 or 100 lb cases can be assorted as required.

The Porto Rico Co.

Ponce de Leon, sealed cans only, 1-lb 30, 2-lb 29, 3-lb 28½
Cream of Moca, 1-lb. cartons 25
La Gloria de Porto Rico in bulk ... 26

Ground Coffee.

Hill's Bros. Arabian Roast	.27
Cafe des Gourmands	.26
Mocomoka	.15

Chicory.

California	6
Belgian	7
German, Genuine	8

Coffee Extracts.

Bulk, per lb	.07
Vienna, ¼'s, 10-lb bx	.25
Vienna 1's, 10-lb. bx	.25
Ackermann's, ½-gross bxs., gross	4 00

COLUMN 2.
Department 2.

TEAS.

Japan.

(Panfired, Sundried or Basket-fired)

Extra Fancy	56	74
Fancy	41	55
Extra Choicest	30	43
Choicest	24	8
Fine	24	33
Fair	22	24

Green China.

(Gunpowder, Imperial or Young Hyson)

Extra Fancy	55	76
Fancy	32	48
Choicest	25	27
Extra Choice	32	24
Fine	25	31
Fair	20	25

English Breakfast.

Extra Fancy	67	80
Fancy	51	65
Choicest	35	50
Choice	24	30
Fine	20	22
Fair	15	20

Oolong.

Extra Fancy	58	$1 50
Fancy	38	57
Extra Choice	38	48
Choicest	33	35
Fine	27	32
Fair	22	26

Ceylon and India

Broken Orange Pekoe	36	45
Broken Pekoe	33	56
Orange Pekoe	31	53
Pekoe	27	46
Pekoe Souchong	24	39

Schilling's Best Teas.

(Packed only in 16, 12, 8 and 6-oz. Cartons. Never in bulk.)

Japan, per lb	$0.45
do, 1 crown	.90
do 2 crown	1.80
English Breakfast	.45
do. 1 crown	.90
do. 2 crown	1.80
Ceylon	.45
do, 1 crown	.90
do, 2 crown	1.80
Oolong	.52½
do. 1 crown	1.05
do 2 crown	2.10

TREE TEA
(Pride of Japan, etc.)

Packed in 1 lb. and ½ lb. cartons

Japan	37½
E. B. Congou	37½
Oolong	50
Gunpowder	45
Ceylon	60

COLUMN 3.
Department 3.

SUGAR AND SYRUPS.

The Western Sugar Refining Company quotes net cash prices as follows. Barrels are an advance of 10c, half barrels, 25c, boxes. 50c, 50-lb. bags, 10c.

Dry Granulated, 100-lb. sk	5 05
Fruit Granulated	5 05
Confectioners' A	5 05
Cube	5 20
Crushed	5 30
Fine Crushed	5 30
Candy Granulated	5 15
Magnolia A	4 65
Extra C	4 55
Golden C	4 45
Beet D. G.	5 00
"D" Sugar	4 95
H. & E. Crystal Dominos	8 05
Bar Sugar, bbls.	6 06
¼ cent off for prompt cash	
Do ⅛-bbls	6 80
Do. 40-lb. tins	8 60
Do. 30-lb tins	8 60
Do 30 lb. boxes	7 45

SYRUPS.

Saratoga Drips (Long's)	gal.	Gal
50-gal. bbls.	$	50
30 gal. bbbls.		52
17 gal. bbls.		55
5 gal. jackets	2	36
4¼ gal jackets	2	61
2 gal kits	1	23
1¼ gal. kits		94
1 gal tins		70

Pac. Coast Syrup Co.

Tea Garden Drips—	Case
12, 1 gal. tins	$8.40
20, ½ gal. tins	7.70
24, ¼ gal. tins	5.34

Orange Blossom Drips.

6 1 gal.	tins	per case	$2 40
12 ½ gal.	"	"	2 60
24 quart	"	"	2 60
36 2-lb.	"	"	2 85
50-gal bbls			33
28-gal. ½-bbls.			35

Molasses.

New Orleans.

Genuine Light, about 50 gals. bbls.	50
Genuine Light, 30 gal. ½ bbls.	52
Genuine Light, 15 gal ¼ bbl.	55
Genuine Light, 5 gal. kegs. gal.	57

	Doz.
Pelican, 12 1 gal tins	9 60
Pelican, 20, ½ gal. tins	8.90
Pelican, 24, ¼ gal. tins	6.10

COLUMN 4.
Maple Syrup.

Woodlawn (Long's)	case.	Case.
Gal cans, 10 to cs	$11 00	
Gal. cans, 6 to cs	6 60	
½ gal cans, 12 to cs	7 14	
¼ gal cans, 24 to cs	8 10	
10 gal jackets, each	10 15	
5 gal. jackets, each	5 11	
4½ gal jackets, each	4 63	
Qts., glass, 12 in cs	4 60	
Pts., glass, 24 in cs	4 90	

Pac. Coast Syrup Co.

Toboggan—	Doz.
⅛ gal. tins, 2 doz. to cs	2.25
¼ gal. tins, 2 doz. to cs	4.00
½ gal. tins, 20 to cs	7.20
1 gal. tins, 12 to cs	13.20

"OLD MANSE"
—Absolutely Pure—
CANADIAN SAP MAPLE SYRUP.



	Doz.	Price.
1 gal. cans, ½ doz. in cs.		$14 00
½ gal. cans, 1 doz. in cs.		7.50
¼ gal. cans, 2 doz. in cs.		4.25
⅛ gal. cans, 4 doz. in cs.		2.50
Qt. bottles, 1 doz. in cs.		1.50
Pt. bottles, 2 doz. in cs.		2.75
Decanters, 1 doz. in cs.		5.50
4½ gal. Jackets, per gal.		1.00

Retail Discount—5 cases 5%; 10 cases 7½%; 25 cases or over, 10%.

On each package we offer to forfeit $1,000.00 if found short in measurement or containing any impurities.

Maple Sugar.

Vermont, gen. pure, abt. 30 1-lb bricks, per lb	.17
Vermont, gen. pure, abt. 30 3-lb bricks, per lb	15½
Log Cabin, in 1, ⅓ and ¼-lb bricks, assorted in 25-lb pails per lb	.15
Scudder's, in 1, ½ and ¼-lb. bricks, asstd., per lb	.14

COLUMN 5.
Department 4.

DRIED FRUITS, NUTS AND HONEY.

(Add ¼c for 50-lb boxes and ½c for 25-lb. boxes.)

Apples.

Sundried, sacks	6½
Evap, fancy 50-lb bxs	9
Evap, ex. choice, 50-lb bx.	8½
Evap, choice 50-lb bx	8

Apricots.

	1905 Crop
Choice Sacks	10
Fancy Sacks	12
Fancy, 25-lb boxes	12½

Blackberries.

In boxes, per lb	13

Cherries.

Pitted, in boxes, per lb	30
Unpitted, in boxes, per lb	11

Currants.

In bbls (tubs 6¾)	6½
In mats, 50-lb	7
Recleaned, in bbls	7
Recleaned 25-lb boxes	7½
Recleaned, 50-lb boxes	7½
Recleaned, 1-lb cartn	8¼
Recleaned, 12-oz. cartn	6¾

Dates.

Fard, 14-lb, per lb (70-lb 7)	8
Persian, 65-lb case	5½

Figs (California).

Black, sacks	4
Black, 25-lb boxes, per bx.	1.20
White, bags	4½ 5
White, 10-lb bx, per bx	60
White, 10 1-lb bcks, pr bx.	65 75

Figs (Imp. Smyrna.)

Fancy, 10-lb bx, per lb	18
Choice, 5-lb bx, per lb	16

Nectarines.

White	8½
Red	8

Peaches.

Choice, in sacks	10
Ex. choice, in sacks	12
Fancy, in sacks	12½

Pears.

Choice, ¼'s, in sacks	12
Ex. choice, ½'s, in sacks	12
Fancy, ½'s, in sacks	14

Plums.

Unpitted	3
Pitted, bleached	9
Pitted, black	8

COLUMN 6.

Prunes.

	Sks.
30s-40s	$
40s-50s	
50s-60s	
60s-70s	
70s-80s	
80s-90s	
90s-100s	

Raisins.

	Box	½'s	¼'s	50 lb
6 Cr. Layers		—	—	
5 Cr. Layers		—	—	
4 Cr. Layers		—	—	
3 Cr. Layers		—	—	
2 Cr. Layers		—	—	
4 Cr. Loose		—	—	
3 Cr. Loose		—	—	
2 Cr. Loose		—	—	

Thompson Seedless, blchd. 50-lb boxes 11

Sultana Seedless, blchd. 48 1's, per lb. ..... $

Seedless Muscatels, 50-lb cases .....

Seeded 1-lb cart. .....

Seeded 12-oz. cart. .....

NUTS.

Almonds, fancy, I. X. L.	14
Almonds, choice, soft shell Drake	14½
Almonds, shelled, No. 1.	12
Almonds, shelled, No. 2.	32-35
Almonds, shelled, Jordan, Imp	27-30
Almonds, Jordan, Dom.	.38
Brazils, 210-lb sks, new	.40
Chestnuts, Cal. Italian.	.12
Cocoanuts, $6 100	.09
Filberts, 175-lb sk.	4.50 5.50
Peanuts, Japanese, hand picked	.11 .12
Peanuts, roasted	.06½ .07
Pecans, polished	.08 .09
Pine	.14
Walnuts, hard shell	10½
Walnuts, sft shll, No. 2	.13
Walnuts, sft shll, No. 1.	.14

COLUMN 7.

HONEY.

Water White, 2 5's, lb.	.06
Light Amber, 2 5's, lb.	.06
Lt. Amber, 10 1 gal tins, gal	.75
Lt. Amber, 20 ½ gal tins, gal	1 00
Lt. Amber 2-lb tins, doz	2.60
Lt. Amber, 16-oz. bots, doz.	1.35
Comb, 1-lb glass jars, doz.	1.75
Comb, 2-lb glass jars, doz.	2.90

Pine Apples.

	Per Doz.
2 lb., fancy sliced, E. & C., 2 doz. in case	2 50
2 lb. grated, 2 doz in case.	2 25
2 lb. shredded, 2 doz. in case Hawaiian	1 65

Johnson's—Columbia.

2 lb. sliced, 2 doz. in case.	2 20
2 lb. grated, 2 doz. in case.	2 20
1 lb. sliced, 4 doz. in case.	1 15
1 lb. grated, 4 doz. in case.	1 15
gal., coreless, 4 ¼ lb. to tin, ½ doz. in case, per lb.	16
gal., grated, 7 lb. to tins, ½ doz. in case, per lb.	14
2 lb., sliced, Baltimore, 2 doz. case	2 25
2 lbs., grated, Baltimore, 2 doz case	2 25
1 lb., cocktail, Baltimore ovals, 4 doz. case	1 25
2 lb., sliced, Singapore, 4 doz case	1 75
3 lb., sliced, Singapore, 2 doz. case	2 40

Royal Hawaiian,

2-lb grated, 2 doz. case	1 80
2-lb sliced, flats, 2 doz. case	2 00
Tall, 2-lb sliced, 2 doz. case	2 00
HB Sliced 2 doz 3s	2 50
HB Whole, 2 doz. 3s	2.50
HB Grated, 2 doz 2s	2.25
HB Sliced, 4 doz 1s	1.15
HB Grated, 4 doz. 1s	1.15

COLUMN 8.

Department 5.

JELLIES, JAMS, ETC.

Griffin Extra Preserves.

Raspberry, strawberry, blackberry currant, loganberry, per doz. $2.00

Cherry, per doz. $2.00

Less 10 per cent in 5-case lots.

Apricot, Damson, Fig, Gooseberry, Gage, Peach, Plum, Quince, per doz. 2.00

Orange Marmalade 2.00

Less 10 per cent 5 case lots.

Long's Preserves.

Strawberries, Raspberries, Blackberries, Loganberries, Cherries, Pineapples, Pears, Figs, in 20-oz. glass jars, 2 doz. in cs., per doz. $3 50

Apricot, Plum, Quince, Orange, Peach, in 20-oz. glass jars, 2 doz. in cs., per doz. 3 20

Asstd, 2 doz. in cs., per doz. 3 30

JAMS

Curtice Bros. Co., Rochester, N. Y.

In 16 oz. Glass Jars.

Strawberry, raspberry, raspberry and currant, red cherry, white cherry, apricot, black currant, red currant, quince (sliced), peach (sliced), pear (sliced), blackberry, gooseberry, grape, green gage, egg plum, damson, pineapple marmalade, tomato marmalade, orange marmalade, per dozen. $1.95.

All above packed in cases of 2 dozen each

COLUMN 9.

Long's Peerless Jams.

Strawberry, Raspberry, Blackberry, etc., in 16-oz. glass jars, 2 doz. in cs., per doz.	2 00
Long's Pure Currant Jelly.	
Tumblers, 2 doz. in cs., doz.	2 00
30-lb. kits, per kit	3 00
15-lb. kits, per kit	1 75

Marmalades.

Orange (Dundee) 48-1's, doz. 2 75

COLUMN 10.

Apple Butter.

Cuttings, 5-lb. tins, per doz.	$2 50
Heinz, 2's, 2 doz. in cs, doz.	$2 25
Heinz, 3-lb stone crocks, doz.	4 25
Heinz, 4½-lb stone crocks, dz	6 50
Heinz, 18-lb. stone crocks, lb.	11

Peach Butter.

Cutting's, 5-lb. tins, doz.	2 50
Heinz 4½-lb stone crocks, doz	9 00
Heinz, 18-lb. stone crocks, lb	14

Maraschino Cherries.

Long's, qts, 12 to cs, per cs.	6 50
Long's, pts., 24 to cs., per cs.	7 50

FRUIT	JELLIES 2 lb. Extra	2 lb. Stand	1 lb. Extra	Tumblers	JAMS 2 lb. Extra	2 lb. Stand	1 lb. Extra	Tumblers	Ex. Lunch 16 oz. G's Preserves
Apple	1 55	1 35	1 00	85	1 75				
Apricot	1 55	1 35	1 00	85		1 60	1 35	90	90 1 80
Assorted	1 55	1 35	1 00	85	1 75	1 60	1 35	95	90 1 80
Assorted No. 2					1 75				95 1 80
Blackberry	1 55	1 35	1 00	85	1 75	1 55	1 60	95	90 1 80
Cherry									1 80
Crabapple	1 55	1 35	1 00	85	1 75				1 80
Currant	1 75	1 60	1 10	85	1 90	1 55	1 60	95	90 1 80
Damson					1 75				1 80
Fig						1 60			1 80
Gooseberry	1 55	1 35	1 00	85	1 75			95	90 1 80
Grape (Catawba)					1 75				1 80
Green Gage									
Lemon	1 55	1 35	1 00	85					1 80
Loganberry					1 75				
Orange Marmalade		1 35	1 00	85					1 80
Peach	1 55	1 35	1 00	85		1 60		90	90 1 75
Plum	1 55	1 35	1 00	85		1 60	1 35	90	90 1 80
Quince	1 55	1 35	1 00	85	1 75	1 60	1 35	90	90 1 80
Raspberry	1 55	1 35	1 00	85	1 75	1 60	1 35	90	90 1 80
Strawberry	1 55	1 35	1 00	85	1 75	1 55	1 60	95	95 1 80

CANNED VEGETABLES.

Asparagus "Griffin Extras" Mammoth	$
Large White	
Medium White	
White Tips	
Artichokes, 2½'s, Griffin	3 00
Beans, Stringless Extras"	1 20
Beans, Blue Lake	1 30
" " " gal	4 50
Beans, String, 2-lb	80
Beans, String, gal	3.50
Beans, Lima, Soaked	1 60
Beans, French, Kidney 2-lb	1.15
Beans, French Red Kidney, 2-lb, "Joan of Arc" Brand, p.dz	1.15

1 case free with 10.

Fancy Eastern	1.85
Corn, Smith's Hulled, 2 doz. in case, per doz.	1.20
Hominy, Great Western, 2 lb	1.20
Corn 2-lb, Western	.9
Corn, 2-lb Maine	1.35
Dunbar's Okra, 2½-lb	1.70
Petit Pois, Griffin extra	1.50
Peas, Griffin extra sifted	1.25
Peas, Standard sifted	1.10
Peas, Standard Marrowfat	.95
Pumpkin, 3-lb.	1.87½
Spinach, 2½	1.75
Succotash, fancy, tins	1.40

Tomatoes.

	doz.
2's, Griffin's Ex. Solid Pack	$1.15
3's Griffin's Ex.. with peppers	1.20
2½'s, Cutting's Solid Pack	.95
2½'s Cutting's Solid Pack, with peppers	1.05
2½'s Cutting's Standard	.85
Gallon, Standard	2.50
Gallon, Solid Pack	2.75
Gallon, Puree	2.50

Department 6.

CANNED FRUITS AND CANNED VEGETABLES.

KIND	Gallons Extras 3 lb. Grade	Gallons Extras 2½ lb. Grade	Gallons Extra Standard	Gallon Standard	Gallon Water	Gallon Pie
Apples			4 00	3 50		2 65
Apricots	5 75	5 00	4 50		2 75	2 40
" peeled						
" sliced						
Assorted						
Blackberries						
Cherries (Royal Anne)			4 25	4 00	3 75	3 40
Cherries (White)						
Cherries (Black)						3 65
Grapes (White Muscat)			5 25	4 60		3 65
Nectarines			3 50	3 10	2 50	2 25
Peaches (Yellow)	6 50	5 25	4 60	4 25		
Peaches (Lemon Cling)	7 75	7 00		5 60		
Peaches (Lemon Cling Sliced)	7 75	7 00				
Peaches (White Heath)			5 75	5 00		
Peaches (White Heath Sliced)			5 25	4 75		
Pears (Bartlett)	7 00	6 25	5 25	4 75	3 75	2 40 pld
Plums (Green Gage)	5 00	4 25	3 50	3 25	2 55	2 15 unpd
Plums (Egg)	5 00	4 25	3 50	3 25	2 55	2 30
Plums (Gold Drop)	5 00	4 25	3 50	3 25	2 55	2 30
Plums (Damson)					2 55	2 30
Raspberries						
Strawberries						

Department 7.

PROVISIONS.

Hams.

Eastern Standard, 17/19	.12½
Eastern Standard, 15/16	.12½
Eastern Standard, 12/14	.12½
Eastern Standard, 10/12	.12¾
Eastern Fancy	10-12 .13½
Local cure, all averages	12½ 13½
Picnic Hams	.9½

Boiled Hams.

Skin on	.17½
Skin off	19½

Breakfast Bacon.

Eastern Standard, 6/8	.16
Eastern Standard, 8/10	.15½
Eastern Standard, 10/12	.15
Eastern Fancy	.17½
Local cure	.16

English Cured Bacon.

Eastern cure, 8-10	.15
Eastern cure, 10/12	.14½

Dry Salt Bacon.

Clear medium Bacon	.12½
Clear light medium	.12
Clear Lt. med. select	.12½
Light Belly	.13½
Extra light Belly	none
Bacon Backs	.12½
Bacon Bellies	.13

Dry Salt Meats.

Sides	.10¾
Bellies	.12
Backs	.10¾
Fat Backs	.10½

Barreled Pork.

	Bbls.	½-bbls.
Spare Ribs	$	
Family Pork	14.50	7.50
Clear Pork	19.00	9.75
Pig Pork	22.50	11.50

Barreled Beef.

Mess Beef	11.50	6.00
Extra Mess Beef	11.50	6.00
Family Beef	11.50	6.00
Extra Family Beef	12.00	6 25
Beef Tongues	25.00	13.00

Pigs Feet.

Tierces, about 300 lb.	$18.00
Barrels, about 200 lbs.	13.50
½ barrels, about 80 lbs.	5.00
Kegs, about 25 lbs.	2.10
Kits, about 15 lbs.	1.25

Honey Comb Tripe.

Tierces, about 300 lbs.	$17.00
Barrels, about 200 lbs	13.00
½ barrel, about 80 lbs.	5.00
Kegs, about 25 lbs.	2.10
Kits, about 15 lbs.	1.25

Sausages.

	Per lb.
Braunschweiger	17
Italian Salami	23
D'Arles	22
Mortadella	24
Bologna	8½
Frankfurters	8½
Garlic Sausage	9
Liver Sausage	8½
Pork Sausage	8½
Head Cheese	8½
Tongue Sausage	8½

Pure Leaf Lard.

Tierces, about 350 lbs net	9½
½-bbls, about 100 lbs net	9½
80-lb. Wood Tubs, 80-lbs. net	9¾
60-lb. Wood Tubs, 60 lbs. net	9¾
20-lb. Wood Pails, 20-lbs. net	9¾
50-lb. Cans, 1 to a case	9¾
20-lb. Cans, 4 to a case	9½
10-lb Cans, 6 to a case	9⅝
5-lb. Cans, 12 to a case	10
3-lb. Cans, 20 to a case	10⅛

Compound Lard.

Tierces, about 350 lbs. net	5¾
½-bbls., about 100 lbs. net	6
80-lb. Wood Tubs, 80 lbs. net	5⅞
60-lb. Wood Tubs, 60 lbs. net	5⅞
20-lb. Wood Tubs, 20 lbs. net	6⅛
50-lb. cans, 1 to a case	6
50-lb. cans, 2 to a case	6
20-lb. cans, 4 to a case	6⅛
10-lb. cans, 6 to a case	6⅛
5-lb. cans, 12 to a case	6⅛
3-lb. cans, 20 to a case	6¾

P. F. Rathjens PORK PACKER

1311-1315 Pacific Street.

Sausages.

Garlick Frankfurter	10
Bologna	10
Blood and Liver	9
Tongue and Headcheese	—
Choice California Ham	12
Extra Light Bacon	15½
Medium Light Bacon	12½

Boiled Hams.

Kingan	20
Eastern	19
California	17

Mettwurst.

Extra Home Made..20, 22½, 25

LARD.

50 lb tins	9
20 lb tins	9½
10 lb. tins	10
5 lb tins	10
3 lb tins	10
1 lb cups	11

ANCHOR PACKING CO.

140 Eighth St., S. F., Cal.
PORK PACKERS AND PROVISION DEALERS.

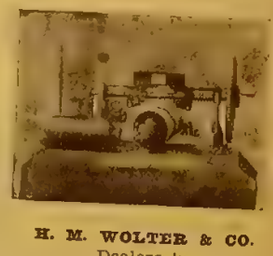
Boilers of Kingan and Anchor Hams.

SAUSAGES, COOKED MEATS, TONGUE

Hams, Kingan, boneless boiled	20c
Anchor, "	19c
Bacon (special)	16c
Lard, 55	9¾c
" 20	10c
" 10	10c
" 5	10½c
" 3	10⅝c

Please note that our hams are all hand tied.

Scientifically Cooked
Flavor Unexcelled



H. M. WOLTER & CO.

Dealers in

Boneless Boiled Ham

Leading Grocers and Delicatessens Pronounce Them the Best.

103 12th St. Tel. Mint 1763

KINGAN'S 22
H. M. WOLTER & CO. LEADER 21

HEINEMAN & STERN

916 Larkin Street

Prices quoted on application by telephone or letter

	Lbs.
Garlic Sausage, Ring	
Bologna	
Frankfurter	
Rollada	
Smoked Beef	
Pickled Meat	
Headcheese	
Tongues	
	Doz.
Dried Beef	Lbs.
Smoked Mutton,	

COLUMN 12.

Department 8
CANNED MEATS

ALL PRICES ARE PER DOZEN

	No. ½ Tins 4 Doz. in Case	No. 1½ 2 Doz. Tins in Case	No. 1 Tins 2 Doz. in Case	No. 2 Tins, 1 or 2 D z in Case	No. 5 Tins 1 Doz. in Case	No. 14 Tins 1½ Doz. in Case	No. 1 Tins 1 Doz. in Case
Corned Beef			1 30	2 80	3 25	18 25	
Roast Beef			1 30	2 50	3 25		
Roast Rios of Beef, Boneless			1 40	2 50			
Roast Mutton				2 70			
Brisket Beef			1 40	2 50			
Boiled Beef			1 35	2 40	3 25		
Chipped Beef		1 20	2 10		15 50		
Sliced Beef, in tins		1 40	2 50				
Sliced Beef, in glass		1 45	2 75				2 75
Brawn			1 40	2 45	3 25		
Compressed Ham			1 50	2 75			
Lunch Tongue		1 90	3 25	6 50			
Lambs Tongue		1 70	2 95				
Sliced Ham			3 70	6 40			
Sliced Bacon							
Sliced Bacon in Glass							2 80
Deviled Ham							
Potted Ham	40	80					
Potted Ox Tongue	40	80					
Potted Chicken	40	80					
Potted Turkey	90	1 60					
Deviled Chicken	90	1 60					
Deviled Turkey	90	1 60					
Boneless Chicken	90	1 60					
Boneless Turkey		3 40	5 55				
Veal Loaf		3 40	5 55				
Ham Loaf		1 10	2 10				
Beef Loaf		1 10	2 10				
Chicken Loaf		1 10	2 10				
Chicken Pate and Ham		1 60	2 75				
Chili Con-Carne		1 10					
Beefsteak and Onions			1 40				
Hamburger Steak with Onions			1 60				
Frankfurter Bratwurst		1 95	2 00				
Sweetbreads			2 00				
Vienna Sausage			2 40				
Oxford Sausage		90	1 55				
Bologna Sausage			2 45				
Vienna Sausage and Kraut			2 25				
Corned Beef Hash			1 20				
Lunch Sausage		1 10	1 50				
Ox Tongue, whole		90		No 1½	No 2	No 2½	No. 3
Minced Collops				6 60	7 50	9 50	12 00
Tripe				2 45			
Pork Sausage				1 75			
Stewed Kidneys		1 05		2 50			
Pork and Beans, Plain			90	1 40			1 85
Pork and Beans, with tom. sc'e			95	1 45			1 90

Department 9.

FISH AND CHEESE.

Russian Caviar.

	Per doz
1-lb cans, 2 doz in case	$12 00
½-lb cans, 2 doz in case	6 50
¼-lb cans, 5 doz in case	3 50
⅛-lb cans, 6 doz in case	1 90
White Label Brand	3.50

CHEESE.

Foreign and Domestic.

	old	new
New York State Factory Cheddars, June make		17
Twins, " "		17½
October make Cheddars	18	
October make Twins	18½	
Calif. State factory flats	13½	15
Calif. State factory Young Americans	15	16
Limburger, Eastern, ℔ lb		15
Swiss, imported, ℔ lb		26
Roquefort, ℔ lb		88
Gouda, ℔ lb		27
Pineapples, Eastern, 6 in cs, ℔ case		$3 35
Pineapple, Eastern, 6 in cs, small		2.35
Holland or Edam, medium, plain, per doz		$ 8.00 8 00
Holland or Edam, medium, in bladders, per doz		9.00 9.50
Holland or Edam, large, plain, per doz		9.50 10.00
Holland or Edam, large, in bladders, per doz		10.00 10.50

Fancy.

Camembert Brie, Roquefort, and Gorgonzola, jars ..... none
Parmesan C & B, sml bot, doz. 2.00
Parmesan C & B, lge bot, doz. 5.00

Bayle's.

	Small ½-lb.	1-lb.	2½-lb	5-lb
Deviled Cheese	$1.00	$2 25	$4.00	$ 500	$9.00
After Dinner Cheese	$1 00	2.40	4.00	4 50	7.50
Roquefort Cheese	$1.00	2 40	4.00	4.50	7.50

SALT FISH.

Pacific Codfish.

Bndles, 50 lbs each, per lb	4½
Cs. selected, 100 lbs ea, pr lb	5½
Boneless, 30-lb boxes, per lb	7
Boneless Strips, 40lb bxs, pr lb	
Boneless Blocks, 40lb bxs, p lb	
Boneless Tablets, 36 bxs, pr lb	8
Boneless Middles, 60 bxs, pr lb	9¾
Boneless Middles, extra, 60-lb boxes, per lb	10

Eastern Codfish.

Gen Georges, 3 fish to cs	$ 9.00
Gen. Georges, 12 fish to cs	8.50
Geo. Cur. Cod, 16, 18 fish to case	8 25
Geo. Cur. Cod, 40 fish to cs	7 25
Gen. Geo. Middles, 60 fish	13½
Gen. Geo. Tablets, 36 fish	11½
Gen. Geo. Blocks, 40 fish	11½

Shredded Codfish.

Codfish, Beardsley's shredded, 2 doz. in case 1.00

Norwegian Mackerel.

Bloater, 200-lb. bbl., 120-130 fish	44.00
Bloater, 100-lb. ½ bbl., 60-65 fish	23.00
No. 1, 200-lb. bbl., 150-160 fish	34.00
No. 1, 100-lb. ½ bbl., 75-80 fish	18.00
No. 2, 200-lb. bbl., 220-240 fish	30.00
No. 2, 100-lb. ½ bbl., 110-120 fish	16.00
No. 3, 200-lb. bbl., 300-350 fish	23.00
No. 3, 100-lb. ½ bbl., 150-175 fish	12.50
No. 3, 400-440 fish, per bbl	22.00
No. 3, 100-lb, ½ bbl., 200-220 fish,	12.00

Irish Mackerel.

No. 1, 200-lb. bbl., 200-220 fish	none
No. 1, 80-lb. ½ bbl., 80-90 fish	none
No. 2, 200-lb. bbl., 325-350 fish	none
No. 2, 80-lb. ½ bbl., 130-140 fish	none
No. 2, 200-lb. bbl., 475-500 fish	none
No. 2, 80-lb. ½ bbl., 180-190 fish	none
No. 1, 10-lb kits, 15-16 fish	1.25
No. 2, 10-lb. kits, 20-22 fish	1.15

American Bloaters.

Shore Bloaters, 200-lb. bbl., 115-120 fish	29.00
Shore Bloaters, 80-lb. ½ bbl., 45-50 fish	11.50
Extra No. 1, 200-lb. bbl., 120-130 fish	27.50
Extra No. 1, 80-lb. ½ bbl., 50-55 fish	11.00
No. 1, 200-lb. bbl., 140-150 fish	none
No. 1, 80-lb. ½ bbl., 60-65 fish	none
No. 2, 200-lb. bbl., 130-140 fish.	28.50
No. 2, 80-lb. ½ bbl., 55-60 fish.	11.00
No. 2, 200-lb. bbl., 140-160 fish.	none
No. 2, 80-lb. ½ bbl., 60-65 fish.	none
No. 2, 200-lb. bbl., 160-180 fish.	none
No. 2, 80-lb. ½ bbl., 70-80 fish.	none
No. 2, 200-lb. bbl., 180-200 fish.	none
No. 2, 80-lb. ½ bbl., 80-90 fish.	none

In Kits.

Extra Mess, 7 to 8 fish, each	$2.00
No. 1, kits, 8 9 fish or 15-17 fish	1.50-1.85
No. 2, kits, 8-9 or 20-22 fish	1.25

Salmon.

King, bbls	$ 13 00
Oregon Silversides, bbls	9 50
Alaska Red, bbls	10.00
Alaska Red, ½-bbls, 100 lbs	6.00
Alaska Red, kits	.85
Bellies, bbls	7 50 8.00
Bellies, ½-bbls, 100 lbs	4 25 5 50
Tongues and Sounds, kits, 10lb	1 25
Tongues and Sounds, ½-bbls	9 00

COLUMN 13.

New Herring. Pack 1905.

Holland, ex. selctd mxd bbls	$ 17 00
Holland, ex. selctd mxd ½-bbl	9.00
Holland, ex. selctd mxd, keg	1 10
Holland, cheaper grade	90
Holland, cheap. gr., mxd, bbls	16.00
Holland, chp. gr., mxd, ½-bbl	8.50
Holland, ex. selct Milchner, bbl	19.00
Holland, ex. selct Milchner, ½-bbl	10 00
Holland, ex. selct Milchner, keg	1.20
Holland, cheaper grade	1.00
Holland, cheaper grade, bbls.	
Holland, cheaper grade, ½-bbl	8.50
Labrador Split, 100 fish	5 25
Labrador, round, 160 fish	4 75
Pacific, ½-bbl	2.25

SMOKED FISH.

Bloaters, Grim., 100 in box	$2.65
do. do. 50 in box	1.50
Bloaters, Cromarty	2.65
Yarmouth, 100 in box	
Halibut, chunks	15
Herring, in boxes, Eastern	20
Herring, in boxes, Washington	15
Herring, boneless, Beardsley's tins, doz	$1.50
Herring, boneless, Beardsley's small, doz	1.00
Herring, Beardsley's Boneless, vacuum tumblers, 2 doz. in case	1.95
Finnan Haddies	2.00
Moir's Selected Red Herrings, 100s	1.90
Moir's Selected Red Herrings, 50s	1.35
Salmon, per lb	10 20

POTTED FISH.

	Per doz
Potted Crab	$1.35
Kipper Paste	1.00
Anchovy and Bloater Paste, plain pots	2.30
Ditto, fancy pots	4.75
Yarmouth Bloater Paste	75
Ditto, fancy pots	4.75
Kippered Herrings	1 90
Kippered Herrings, Meirs	1.90

CANNED FISH.

	Doz.
Anchovies, in oil, 2 doz. ½ pts., in glass, doz	4.00
Anchovies 2 doz. ¼ pts., doz	3 00
Bloaters, Yarmouth C. & B. doz	4.50
Codfish Balls, 2-lb tins, per doz	2.25
Eels, Hamburg, in jelly, 1-lb tins	1 80
Eels, smoked, 1-lb, ℔ doz	2.40
Finnan Haddies, 2-lb oval	2.25
Finnan Haddies, 1-lb, round, ℔ doz	2.00
Sardelles, imported, 1-lb tins	3.00
Sardelles, imported, in glass	3 00
Sardelles, domestic, 1-lb glass	2.25
Sardelles, Ankers, ½ keg	3 00

Mackerel.

1-lb tins, 50 in a case.
2-lb tins, 2 doz. in a case.

Gold Label, 1-lb tins	1.50
P. & W., 2-lb soused	2.75
P. & W., 2-lb, mustard	2.75
P. & W., 2-lb, tomato	2.75
Underwood, 2-lb, soused	2.85
Underwood, 2-lb, tomato	2.85
Underwood, 2-lb mustard	2.85
Los Angeles, 2-lb, soused	2.55
Los Angeles, 2-lb, tomato	2.55
Los Angeles, 2-lb, mustard	2.55
Mt. Desert, 2-lb, soused	2.25
Mt. Desert, 2-lb, tomato	2.25
Mt. Desert, 1-lb, soused	1.25
Blueback, 1-lb, fresh	1.10

Crescent Mackerel.

Soused, 18 oz. tins, 4 doz. in case, d	$1.80
Tomato, 18 oz. tins, 4 doz. in case, doz	1.80
Mustard, 18 oz. tins, 4 doz. in case, doz	1.80

1311-1315 Pacific Street.

Mackerel in Oil.

Bezier's	3.00 4.00
Lemarchand	5.00 7.00

Booth's Crescent Mackerel.



(Soused, Tomato and Mustard.)
1's, 4 doz. to case, per doz 1.80
2's, 2 doz. to case 2.50

Salmon.

Alaska Red, 1lb tins, doz	95
Alaska Red, 2lb tins, doz	1 60
Alaska Pink, 1lb tins, doz	80
Alaska Pink, 2lb tins, doz	1 50
Alaska Flats, 1lb tins, doz	1 40
Oregon Red, 1lb tins, doz	90
Oregon Red, 2lb tins, doz	1.60
Oregon Pink, 1lb tins, doz	75
Oregon Pink, 2lb tins, doz	1.50
Oregon Flats, 1lb tins, doz	1.00
Columbia River, 1lb tins	1.60
Columbia River, 2lb tins	1.75

French Sardines.

¼s, according to quality and size of tin, p. cas	9.50 12.50
½s, according to quality and size of tin, p. case	19.00 20.00

COLUMN 14.

American Sardines.

Packed 3 1-3 doz in a case.
¾s 50 tins in case.

American ¼s in oil, per case	$3 25
American ¼s in oil, 5-case lots	3 15
American ¼s in oil, per doz	.50
American ¼s in mustard, doz.	.60
American ¼s in mustard, case	3.35
American ¾s in mustard, doz.	.90
American ¾s in mustard, case	2 80

Sprats.

Piloto	6.75 7.00
Menhie	6.75 7.00

SHELL FISH.

Abalones.

4 doz in cs, with shells, cs .. 6.00

Clams and Clam Juice.

	doz.
Doxsee Clams, 1-lb. tins	$1.75
Doxsee Clams, 2-lb. tins	2 75
Doxsee Clam Juice, 1-lb. tins	.90
Doxsee Clam Juice, 2-lb. tins	1.60
B & M Lunch Clams, flat tins	1.37½
Underwood Clams, 1-lb. tins	1.00
Underwood Clams, 2-lb. tins	1.60
P. & W. Clams, 1-lb. tins	1.00
P. & W. Clams, 2 lb. tins	1.50
Oxford Clams, 1-lb. tins	.95
Oxford Clams, 2-lb. tins	1.50
P. & W. Clam Chowder	2.10
Burnham's Clam Bouillon, qts	00
Burnham's Clam Bouillon, pts	4 50
Burnham's Clam Bouillon, ½ pints	2.40

Lobsters.

	Doz.
Red Jackets, flats, 1s	2.85
Deep Sea Picnics, ½s	2.35
Triumph Tails, 1s	2.60

Oysters.

Oysters, Selects, 12 oz.	$1.60
Oysters, Selects, 6 oz.	3.25
Oysters, Standard, 10 oz.	2.00
Oysters, Standard, 5 oz.	1.10
Oysters, Standard, 3 oz.	1.70
Oysters, Standard, 4 oz.	.90

Shrimps.

Shrimps, pickled, 1-lb. tins	$1.05
Shrimps in Tomato Sauce, 1-lb. flats	
Dunbar's Picnics, 4 doz in cs	1.0
Dunbar's 1½-lb., 2 doz in cs	2.10
Pickled Shrimps, 1-lb., 4 doz in case	1.05

Department 10.

LAUNDRY MATERIALS.

Ammonia.

GREER'S WASHING AMMONIA

First grade absolutely pure. 180 Beaume Strength.

Pints (2 doz. to case) ..$1 55 per doz.
Quarts (1 doz. to case). 2 55 " "
½ Gals (½ doz. to case) 4 25 " "

WASHING AMMONIA
Standard Grade,

Pts., 2 doz. to case, per doz. $ .75
Quarts, 2 " " " " 1 25

GREER'S TOILET AMMONIA
Lavender and Violet.
Pints (2 doz to case) .. $2 50 per doz.



Parson's Household Ammonia

	per doz.
½ gals., 1 doz. in case	$4 50
Quarts, 1 doz. "	2 65
Pints, 2 doz. "	1 75
Dime size 3 doz. in case, per case	2 95

Bluing.



Liquid Laundry Bluing.

SCOTT & GILBERT CO.
Manufacturers
214-216 Mission Street

SUNSET	doz.
¼ pints, 3 doz case	40
½ pints, 3 doz case	60
Pints, 2 doz. in case	75
Quarts, 2 doz. cs. 1	45

Bluing, ball.

Mikado, ⅛'s, 100-lb case, lb	.20
Mikado, ¼'s, 100-lb case, lb	.22
Nurembers, A, ⅛'s, ℔ lb	.33
Do A, D, ⅛'s, ℔ lb	.25
Do A, C, R, ⅛'s, ℔ lb	.21
Washerwoman, ⅛'s, ℔ lb	.12
Do ¼'s, ℔ lb	.14
German Ultramarine ⅛s, ℔ lb	.12
Do ¼'s, ℔ lb	.14
Deschamp's French, 1's, ℔ lb	.28
Do ⅛'s, ℔ lb	.29
Gold Medal, qt, ℔ doz	1.25
Do pt, ℔ doz	1.00
Do ½-pt, ℔ doz	75
Do ¼-pt, ℔ doz	45
Do China Label, qt, ℔ doz	1.25
Greer's, 1 dz qts & doz	2.25
2's, 2 doz. to cs	2.50
De 3 doz. pts, ℔ doz	1.44
De 3 doz. ½ pts, ℔ doz	90
Pacific, 1 doz. qts, ℔ doz	1.10
do, 2 doz., qts & doz	.80
De 3 doz. ½ pts, ℔ doz	

COLUMN 15.

Borax.

20-Mule Team, powdered 1's, cs. of 2 doz	$2 25
20-Mule Team, powdered 12-oz. cs. of 4 doz	3 60
20-Mule Team, powdered ¼'s, cs. of 8 doz	3 84

(Less 5 per cent. in 5 case lots; 10 per cent. in 10 case lots).

Cartons, 1's, 2 doz. in box	.09
Lump, 25 lb. in box	.08
Powdered, 25 lb in box	.08½

Chloride of Lime.

Brockman's, 1's, ℔ lb	7½ 7½
De ½'s, ℔ lb	8½ 9

Salter's Purity Brand, ex qual. doz ..... .85

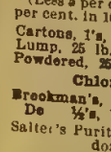
Lye.

Big Bonanza Lye

Case of 48-1 lb tins	3.30
5 case lots	3.25

Star Scrubbing Lye

48-½ lb tins, per case	1.75
5 case lots	1.70
Merry War, 4 doz in case	3.10
Merry Nickel, 4 doz to case	1.75
Eagle Lye, 4 doz. in case	3.60
Do 3-case lots	3.50
Do 5-case lots	3.40
Tomson's Red Seal, 4 dz. to cs	4.00
Do 5-lb, 12 5s to case	4.50
American, 4 doz in case	3.25
Do in 5-case lots	3.00
Babbitt's Lye, 4 doz in case	3.25
Do in 5-case lots	3.00



BANNER LYE

Cs., 4 doz	$4.00
Cs., 2 doz	2.00

SPECIAL FREE DEAL

LIMITED

Freight Paid to Country Points

5 Case lots, per case	$4.25
One additional case free	
Net cost	3.54
3 Case lots, per case	4.25
One additional case free	
Net Cost	3.64

Sal Soda.

California, pkgs	.90
California, bbls	.95

Department 11

STARCHES.

RIVERSIDE



Corn.

must be retailed at 8c

10 1's per lb. .5½c

Gloss.

18 1's per lb 5½c
16 3's per lb 5¼c
12 6's per lb 6c

FREE.

During June 1 case corn free with each 5 box order, assorted or straight. Must be retailed at 8c.

Corn Starch.

Log Cabin, 40 1s, per pkg	4
Liberty, 40 1s, per pkg	5½
Duryea's, 40 1s, per pkg	7¾
Niagara, 5-box lots, pkg	5½
Niagara, 40 1s	5¾
Kingsford's, 40 1s, pkg	7¾
Lily Corn, 40 1s, per pkg	5¾
Lily Corn, 5-box lots	5½
Lily Corn, 20 1s, per pkg	6¾
Sioux City, 40 1s, per pkg	5¾
Sioux City, 5-box lots, pkg	5½
None Such, 40 1s, per pkg	5½

Laundry Starch.

Elastic Starch, 64/1's, per box	5 00
Celluloid, 64/1's, per box	5 00
Best Gloss, 48/1's, per lb	5¼
Liberty Gloss, 48/1's, per lb	5¼
Liberty Gloss, 16/3's, per lb	5½
Best, 12/6's, per lb	5½
Standard, bulk 40-lb. boxes	3½
Sioux Gloss, 48/1's	5¾
Sioux Gloss, 3's, 16 in box	5¼
Kingsford's S. G., 1's, 40-lb. bx	8½
Kingsford's S. G. 6's, 12 in crate	8½
Kingsford's Pure, 1's 40-lb. bxs	7½
Duryea's S. G., 1's, 40-lb. bxs	8
Duryea's S. G. 6's, 12 in crate	8½
Duryea's Superior, 1's, 40-lb. bx	7½
Niagara Gloss, 1's, 40-lb. bxs	5½
Niagara Gloss, 6's, 12 in crate	6½
Niagara Gloss, bulk, 50-lb. bxs	4½
Lily Gloss, 1's, 48-lb. box	5¼
Lily Gloss, 6's, 12 in case	6¼
Lily Gloss, 3's, 16 in case	5¼
None Such, 1s, 48 lb. boxes	5½
None Such, 6s, 12 to crate	6
None Such, bulk, 50 lb box	4½

COLUMN 16.

Department 12

Soaps and Washing Powder

Western Star Soap

WHITE FLOATING.

100 bars per case $4.10

LASCO KOLD WATA NAPTHOL.

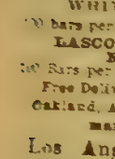
100 Bars per case $4.00

Free Delivery in San Francisco Oakland, Alameda and Berkeley

manufactured by

Los Angeles Soap Co.

San Francisco Office, 115 Davis St. Telephone Grant 110.



THE BEAVER SOAP CO., Dayton, Ohio.

Grandpa's Wonder Soap.

100 cakes 4-oz $3.60
50 cakes 4-oz 3.50

Powdered Soap.

Grandma's Borax, 24 3-lb. per case $4.00
Grandma's Borax, 60 12-oz per case 2.40

Peet Bros.

Silk Soap 2.80
Ammonia Benzaline 3.85
Cocoa Borax 4.10
Crystal White 3.25
Lily White (Floating) 3.80

Standard Soap Co.

Top Notch, 100, 10-oz. $3.50
Sunburst 100 12-oz 3.75
Yellowstone, 100 14-oz 3.75
Marigold 100 16-oz 3.90
Thomas' Cool Water, 100 13-oz 4.00
Thomas Cool Water, 20 13-oz .85
Milo 100 4-oz., 100 cartons.... 6.50
Magno "Floating Borax," 100 10-oz. 4.00
Gold Medal Borax, 100 10-oz... 5.50
Gold Medal Borax, 20 10-oz.... 1.15
Purity "Floating," 5c size.... 3.90
Purity, "Floating," 10c size.. 6.25
Purity, "Floating," 10c size, 20 1.30
Electric Mineral, 100 16-oz.... 5.50
Electric Mineral, 20 16-oz..... 1.15
Peerless Kitchen, 100 10-oz.... 3.00
Peerless Kitchen, 20 10-oz..... .65

Miscellaneos.

Miller's Naptha per case..... 4.35
Add 2c ticket fee.
Fels Naptha, 100 14-oz..... 4.40
Hot or Cold, 100 10-oz..... 4.00
Life Buoy, 100 ..... 4.00
Mikado, 100 14-oz..... 3.90
Mikado, 20 14-oz..... .85
Lenox, 100 ..... 3.00
Lenox, 20 ..... .75
Ivory, 100 10-oz..... 7.00
Fairbanks Clairette, 100 ..... 3.35
Fairbanks' Santa Claus, 100... 2.85
Fairbanks' Copco, 100 ..... 3.90
Fairbanks' Fairy Oval, 100.... 3.90
Grandpa's Wonder, large, 50.. 3.50
Grandpa's Wonder, small, 100. 3.60
Peets' Pine Tar, 50 ..... 1.90
Peets' Pine Tar, 100 ..... 3.75
Babbitt's 100 ..... 4.10
Jergins Pumice, 50 small..... 1.75
Jergins Pumice, 50 large..... 3.00
Uncle Sam's Tar, 100 small.... 3.50
Uncle Sam's Tar, 50 large..... 3.40
Snyder's Kitchen Soap, 100s... 3.50
Snyder's Kitchen Soap, 20s..... .75
Pearl, 100, large..... 4.00

Castile Soap.

La Lane White Castile, lb..... 7¾
Pure Virgin, per lb..... 7¾
White, Conti 15
Mottled, Imported, per lb. 6½ 7
Olive Leaf White 13
La Boeuf 7½

Scouring Soaps.

Bon Ami, 2 doz to cs, pr cs.. 2 50



Sapolio, scouring, ½ gross box, per box 4 50
Sapolio, hand, ½ gross box, per box 4 50

WASHING POWDERS.

Gold Leaf, 24 7s, per case ... 4.50
Gold Dust, 100/10-oz. 4.00
Gold Dust, 1 Cleanser with Tea Set for ..$4.40 for 100c.
Lenzine, 36 1-lb. per case.... 3.00
Lenzine, 100 5-oz pkgs 3.50
Gasoline, 36 1-lb pkg 3.10
Gasoline, 100 5-oz pkgs..... 3.75
Gasoline, 20 3-lb pkgs..... 3.60
Gasoline, 50 1-lb pkgs 3.25
Gasoline, 100 ½-lb pkgs 3.60
Babbitt's 1776 6-oz..... 2.85
Pearline 72/5c 4.50
Pearline 24/25c 4.25
Pearline 100/5c 3.75
Pearline, Borax, powdered, 24 ..... 4.00
Borax, 60, 2/3 ..... 2.40

COLUMN 17.

Department 13

OILS, PAINTS, ETC.

Coal Oil.

Water white, coal, bulk.....	12½
Pearl, cases, 23's	15
Astral, cases, 25's	18
Star, cases, 25's	17½
Ex. Star, cases, 25's	20½
Elaine, cases, 25's	26

Gasoline and Benzine.

86° Gasoline, bulk, 25 cases....	31
74° Gasoline, bulk 16 cases.....	22
63° Benzine, bulk, 13 cases.....	19

Turpentine.

Strictly Pure, cases, 2-5's.....	91
Do drums or iron bbls.	85

Linseed Oil.

Strictly pure, raw, bbls.....gal	50
Do. boiled, in bbls....gal	52
De. raw, cs, 2-5's....gal	53
Do. boiled, cs, 2-5's..gal	57

Castor Oil.

Baker's AA, cs, 2-5's	1.16
Pure, No. 2, cs, 2-5's.....	1.05
No. 1, cs, 2-5's	.70

Lard Oil.

Strictly pure, bbls., 75 cs.....	80
Sup. Win., str., bbls. 65 cs....	70
No. 1, bbls. 55 cs	60

Neatsfoot Oil.

Cooper's bbls. 75 cs.....	80
Extra, bbls. 62½ cases.....	67½
No. 1, bbls. 57½ cases.....	62½

Lubricating Oils.

Star Cylinder Oil, bbls, 60 cs..65	
Columbia Cyl. Oil, bbls, 40 cs..45	
Gem Cyl. Oil, bbls, 30 cs.....	30
Ruby Cyl. Oil, bbls, 50 cs.....	60
Star Engine Oil, bbls, 50 cs....55	
Columbia Eng. Oil, bbls, 30 cs..35	
Paragon Eng. Oil, bbls, 45 cs..55	
Red Eng. Oil, bbls, 27 cs.....	32
Star Mach. Oil, bbls, 30 cs.....35	
Star Dynamo Oil, bbls, 50 cs....55	
Star Spindle Oil, bbls, 40 cs....45	
Star Sep'tor Oil, bbls, 50 cs....55	
Favorite Sep'tor Oil, bbls, 25 cs.30	

Miscellaneous Oils.

Union Salad Oil	45	50
Globe Salad Oil	45	50
Pure Sperm Oil	75	80
No. 1 Polar	50	55
China Nut oil, ord'ry.....	62½	
China Nut oil, No. 1.....	80	

WHITE LEAD.

Pioneer, in kegs 7¼ 8

DRY PAINTS.

Eng. Paris White, bbls. 1.35		1.60
Whiting, bbls	1.00	1.15
Kalsomine, bbls		1¼
Prince's Min'l B'wn.bbls		1.65
Yellow Ochre, bbls		1½
Eng. Ven. Red, bbls....		1.50

Department 14

FARINACEOUS GOODS. FLOURS.

Globe Grain & Milling Co.

Cor. Chestnut and Montgomery

California Selected Wheat,

Barrel

** "Banquet" (fancy patent)..$5.05
*** "Silver Star" (patent).... 4.65

Blended Wheat,

"A1" Family 5.15

Entire Eastern Wheat.

Globe, Bakers' .....

(½ bbls. 10 cents per bbl. higher.)

*"A1" must be retailed for not less than $1.40 per ¼ sack.
**"Banquet" must be retailed for not less than $1.30 per ¼ sack.
*** Silver Star" must be retailed for not less than $1.25 per sack.

Miscellaneous Flours.

Cal. Family	4.60	$5.15
Cal. Bakers', extra.	4.80	4.90
Rye Flour		4.75
Rye Meal		4.50
Graham		4.50
Whole Wheat		4.75

Meals in Sacks or Boxes,
Less 10 per cent.

Bales 100 lbs. 10 10-lb sacks

PEACOCK Self Raising Buckwheat Flour $5.00
Advent Flour 3.50
Buckwheat Flour—new Process 4.75
Buckwheat Flour—Patent Roller 4.50
Buckwheat Groats 10.00
Corn Flour, white or yellow 2.75
Corn Meal, pearled or yellow 2.75
Corn Meal, pearled, white .75
Corn Meal, Extra Cream, yellow 3.75
Corn Meal, Extra Cream, whi 3.75
Cracked Wheat, Pearled—new process 3.75
Rolled Wheat, bulk, 10 7-lb and 10 lb sacks 3.50
Rolled Oats, bulk 10 7-lb and 10 10-lb. sacks 4.75
Farina 4.50
Graham Flour, Patent Roller 3.25
Hominy large 3.75

COLUMN 18.

Bales 100 lbs. 10 10-lb. sacks.

Hominy, small	4.00
Oat Meal, granulated....	4.50
Oat Meal, Patent Cut A, B or C	4.75
Oat Groats	4.75
Pearled Barley, No. 1, 25 lb. and 50 lb. Boxes...	6.00
Pearled Barley, No. 2, 25 lb. and 50 lb. Boxes...	6.00
Pearled Barley, No. 3, 25 lb. and 50 lb. Boxes..	6.00

Bales 100 lbs. 10 10-lb. sacks

Rice Flour, Patent Roller	3.00
Rye Meal, Patent Roller..	3.50
Rye Flour, Patent Roller..	3.75
Split Peas, yellow, 25-lb. boxes	5.50
Split Peas, green, 25-lb. boxes	5.50
Whole Wheat Flour, Patent Roller	3.50
Wheat Meal, fine or coarse	3.75

In 50-lb. sacks deduct ¼ cent per pound from above prices.
In 25-lb. sacks deduct ½ cent per pound from above prices.

Meals in Sacks and Barrels.
(Less 10 per cent.)

Extra Cream Rolled Oats, in wood, 180 lbs. net..	$8.00
Extra Cream Rolled Oats, in sacks (180) 90 lbs. net sacks	7.80
Alta Mills Rolled Oats, in wood, 180 lbs. net.....	7.00
Alta Mills Rolled Oats in sacks (180) lbs., 90 lbs. net sacks	6.50
Rolled Wheat in wood, 150 lbs. net	4.40
Rolled Wheat in sacks, 150 lbs. 75 lbs. net sacks	3.90

PACKAGE CEREALS.

Less 20 per cent. Per case.

PEACOCK Self-Raising Buckwheat Flour — 20 3½ lb. pkgs.....$4 75	
40 1½ lb. pkgs.....	5.00
24 3 lb. pkgs.....	4.75
California Flap Jack Flour, 36 2 lb. pkgs.....	4.75
Semola, 20 4 lb. pkgs.....	4.50
Nuttygrains, 20 4 lb. pkgs.	4.50
California Cream Flake Oats, 36 2 lb. pkgs.....	4.50
Farina, 24 1 lb. pkgs.....	2.00
Primrose Wheat, 36 2½ lb. pkgs.	4.50

PEACOCK CEREALS.
Manufactured by the Del Monte Milling Co.

(Net f. o. b. S. F.)

	Per case. 36	20
	2's	5's
Buckwheat Flour...	3.55	4.75
Yellow Corn Meal...	2.25	3.10
White Corn Meal...	2.25	3.10
Cracked Wheat, p rld.	3.25	4.20
Graham Flour.....	2.75	3.50
Large Hominy.....	3.25	4 20
Small Hominy.....	3.40	4.35
Oat Meal, Grnlted....	3.55	4.55
St'l Cut Oat Meal, A, B or C.....	3.65	4.75
Pearl Barley.....	4.65	6.10
Rice Flour, Pat. Rlr.	5.90	7.90
Rye Flour, Pat. Rlr.	3.25	4.20
Rye Meal, Pat Rlr...	3.15	4.00
Split Peas, Yellow..	4.35	5.60
Split Peas, Green...	4.35	5.60
Whole Wheat Flour, Pat. R'lr.	2.90	3.75
Gluten Flour	4.20	5.90
Farina	3.45	4.85

MISCELLANEOUS PACKAGE CEREALS.

Capt'l Mills R'll'd Oats, 36/2's	3.60
Grape Nuts, 1 & 2 doz, pr doz	1.40
Breakfast Gem, case 3 doz.....	2.40
Wheatine, 36/2's, pr cs.....	2.75
Germea, 20 4-lb pkgs, pr cs....	4.00
Germea, 24 2-lb pkgs, per case.	3.10
H-O Buckwheat, 2 doz 3-lb pkgs, per case	3.75
H.-O. Pancake Fleur, case.....	3.90
H.-O. Oats, 24/2's, per case....	3.15
Cream of Wheat, 36/2's.....	5.25
Crespo, 36/2's	2.75
Snow Flakes, 36/2..	3.00



MALTA VITA

36 1s, case $4.00

Our Mother's Mush, 36/2..	2.75
Twin Brothers Mush, 36/2	3.00
Carnation Wheat Flakes, 24/5's	5.40
A B C Breakfast Wheat, 72/2's	5.00
A B C Breakfast Wheat, 36/2's	2.60
Flaked Rice, 24/7's	3.00
Ralston Breakfast Food, 36/2's	4.50
Do. Barley Food, 36/2's....	4.25
Do. Health Oats, 36/2's....	4.00
Do. Hominy Grits, 36/2's..	4.00
Do. Health Crisp, 36-4's..	3.60
Do. Select Bran, 24/3's....	2.50
Do. Pancake Flour, 36/2's	3.75
Do. Whole Wht Flr, 4/14's	5.50
Quaker Oats, 36 2s	3.80
Scotch Oats 36 2s	3.60

Continued on Col. 34 Page 1

COLUMN 19.

COLUMN 20.

Department 15.

SPICES

PURE—Square Tins, Full Net Weight.

	¼'s	½'s	1's	2½ lbs.	5 lbs.	Blk
Allspice	$0 70	$0 95	$1 60	$ 2 80	$ 6 70	$12 75	21
Cinnamon	1 15	1 80	3 30	6 25	15 25	30 00	43
Cloves		90	1 35	2 40	4 35	10 60	20 55	31
Ginger		75	1 05	1 75	3 10	7 50	14 30	23
Mace	1 75	3 00	5 65	10 90	26 95	53 30	73
Mustard		70	95	1 60	2 80	6 70	12 75	21
Nutmeg	1 25	2 05	3 80	7 15	17 60	34 60	49
Pepper		80	1 10	1 90	3 40	8 25	15 55	25
Cayenne		80	1 15	2 00	3 55	8 65	16 65	26
W. Pepper		95	1 45	2 65	4 65	11 75	22 90	34
Sage		70	95	1 60	2 80	6 70	12 75	21
Thyme		70	1 00	1 65	2 95	7 10	13 50	22
Savory		70	1 00	1 65	2 95	7 10	13 50	22
Marjoram		75	1 10	1 85	3 30	7 85	15 10	24
Poultry Seasoning			1 50	.....	.....	.....	.....	..

SECOND GRADE—Round Tins, Short Weight.

	¼'s	½'s	1's	2½ lbs.	5 lbs.	Blk
Allspice		55	1 ..	1 75	3 95	7 60	13
Cinnamon		65	1 20	2 10	4 90	9 50	16
Cloves		65	1 25	2 25	5 20	10 20	17
Ginger		55	1 00	1 75	3 95	7 60	13
Mace		1 20	2 30	4 40	10 50	21 00	34
Mustard		55	90	1 50	3 60	7 00	12
Nutmegs		85	1 70	3 10	7 40	14 60	24
Pepper		60	1 15	2 00	4 55	8 90	15
Cayenne		60	1 15	2 00	4 55	8 90	15
W. Pepper		75	1 45	2 65	6 15	12 05	20
Sage		55	1 00	1 75	3 95	7 60	13
Thyme		60	1 05	1 90	4 25	8 25	14
Savory		60	1 05	1 90	4 25	8 25	14
Marjoram		60	1 05	1 90	4 25	8 25	14

SCHILLING'S BEST SPICES.—Nature's Best.

Square tins. Never sold in bulk.
Small, medium, large sizes have sifting tops except Mustard.

	Small size per doz.	Medium size per doz.	Large size per doz.	Ex. Large size per doz.	Hotel size per tin.
Pepper	.75	1.20	2.20	3.75	.78
Mustard	.75	1.25	2.25	3.90	.81
Must. Comp.	.75	1.25	2.25	3.90	.81
Ginger	.75	1.25	2.25	3.90	.81
Allspice	.75	1.10	2.00	3.50	.73
Cinnamon ...	.90	2.25	4.25	7.50	1 85
Cloves	.85	1.40	2.60	4.75	.87
Nutmegs	1.60	2.75	5.25	10.00	2.00
Mace	1.75	3.00	5.75	11.50	2.15
Cayenne	.90	1.50	2.75	5.00	.92
Wh. Pepper...	.95	1.75	3.25	5 75	1.00
Sage	.75	1.25	2.25	3.90	.81
Thyme	.85	1.40	2.60	4.75	.87
Marjoram ...	.95	1.75	3.25	5 75	1.26
Savory	.85	1.40	2 60	4.75	.87
Cases contain..	6 doz	4 doz.	2 doz.	2 doz.	1 doz
Gross weight..	22 lbs.	23 lbs.	24 lbs.	40 lbs.	53 lbs

MUSTARD.

Colman's, ¼'s, 12 lb to box, lb.	.52
Colman's, ½'s, 12 lb to box, lb.	.48
Colman's, 1's, 12 lb to box, lb..	.48
Colman's, 5's, per lb.....	.40

Mustard, Prepared.

Small bottles, 24 to cs, pr doz	.55
Small straights, fancy, 24 to case per doz	.95
Webb's Glass Top	1.35
Large Dusseldorfer, 24 to cs	1 60
In 3-gal kegs, per keg.....	1.15
In 5-gal kegs, per keg.....	1.70
Louit Freres, French, doz.....	2.25
Eddy's Salad Mustard— 6-oz., 24 to case.....	92½
8-oz., 24 to case.....	1.35
12-oz., 24 to case.....	2.00
Hirshes Horseradish Mustard— 10-oz., 24 to case.....	1.25

Department 16

BAKING POWDER AND FLAVORING EXTRACTS.

ROYAL

	1 cs. lot	5 cs. lot	15 cs. lot
¼ lb cans..	$ 1 38	$ 1 36	$ 1 34
6 oz cans..	1 92	1 89	1 87
½ lb cans..	2 57	2 52	2 50
12 oz cans..	3 82	3 75	3 72
1 lb cans ..	4 95	4 85	4 80
2½ lb cans.	11 45	11 40	11 28
3 lb cans ..	13 60	13 34	13 20
5 lb cans ..	22 35	21 90	21 68

An extra discount of 1 per cent is packed in barrels.

Schilling's Best Baking Powder.

Never sold in bulk.

10-lb. tins, per doz.....	$39.00
5-lb. tins, per doz.....	20.00
4-lb. tins, per doz.....	16.00
3-lb. tins, per doz.....	12.50
2½-lb. tins, per doz ...	10.50
16-oz. tins, per gross ...	$53.00
12-oz. tins, per gross....	41.00
8-oz. tins, per gross....	28.00
6-oz. tins, per gross....	22.50
4-oz. tins, per gross....	16.50

TROPHY

4 oz, per doz.....	
6 oz, "	$0.95
8 oz, "	1.35
12 oz, "	1.70
1 lb., "	2.35
2½ lb., "	3.00
3 lb., "	7.50
6 lb., "	9.00
	14.60

MISCELLANEOUS.

Home, 10 oz.....	
Home, 25 oz.....	$0.90
Home, 50 oz.....	2.00
Home, 80 oz.....	4.00
K. C., 10 oz.....	6.00
K. C., 15 oz.....	.85
K. C., 25 oz.....	1 25
K. C., 50 oz.....	2 12½
K. C., 80 oz.....	4 00
	6 50

Cream Tartar.

Standard, bulk, 30-lb box.....	.27
Standard, 12 1-lb tins.....	.28
Pure, bulk, 30-lb box.....	.33
Pure, 5-lb tins, per lb.....	.38
Pure, ½-lb tins, per doz.....	5.00

SODA

Churches, A. & H., or Dwight's Cow Brand, 60 lbs. to case.

1-lb	per lb. $0.05
½-lb	per lb. .05¾

EXTRACTS FLAVORING.
GUITTARD'S "PURE"

per doz	2 oz	4 oz	6 oz	8 oz
Vanilla .	$2 50	$4 75	$7 00	$9 00
Lemon .	1 75	3 25	4 50	6 00

Net weight. Patent Sprinkler Tops

Schilling's Best Extracts.
Triple Strength, Pure and Uncolored Sprinkling Tops.
Net weight. Never sold in bulk.

	Lemon and Vanilla Others. per doz.	Vanila and Rose. per doz
1 oz.....	1.30	1.80
2 oz.....	2.00	3.00
4 oz.....	3.75	5.75
6 oz.....	5.50	8.50
8 oz.....	7.25	11.00
16 oz.....	14.00	21.50
32 oz.....	27.00	42.00

Souder's Flavoring Extracts.
Price per gross.

	2 oz.	4 oz.	8 oz.
Reg. Lemon...	9.00	18.00	54.00
Reg. Vanilla..	14.40	28.80	72.00
XX Lemon....	18.00	36.00	72.00
XX Vanilla....	21.00	42.00	84.00
Asrtd Flavors.	18.00	36.00	72.00
Rose Coloring.	18.00	36.00	.....
Yellow Colrng.	18.00	36.00	.....
Jamaica Gngr..	18.00	.....	.....

Assorted flavors contain strawberry, pineapple, orange, almond, rose, etc.



"Vanz" Extracts."

Lemon, 2 oz., per doz.....	$0.80
Vanilla, 2 oz., per doz.....	.80
Assorted Flavors, per doz.....	.80

COLUMN 21.

Department 17

CANDIES.

Lozenges.
(5-lb. boxes.)

XXX Peppermint, pails.. ...13 14
Thin Peppermint ..... .16
T. T. Peppermint 18
Druggist Peppermint 25
Musk, fluted, pails ..... .20
Cinnamon, Lemon, Sassafras, Rose ..... .16
Midget Fruit ..... .20
Conversation and Hearts. .15
Lilliput Conv. Hearts..... 17
Midget Conv. Lozenges... 18
Crown T. T. Lozenges, 24 5ct. pkgs ..... .80
Aurora Lozenges, 24 5ct. pkgs ..... .80
Cough Troches, 5 lb bxs... .25
Eagle Wafers, Peppermints, Wintergreen ..... .25

Mixed Candy.
(30-lb. pails.)

Plain Mixed 8½
Pacific Mixed 10
Royal Mixed 12½
Grocers' Mixed 10
Yankee Mixed 13
American Mixed 13
Fancy A, Mixed 14½
Fancy C, Mixed 14
French S, Mixed 16
French No. 1, Mixed 18
French Extra Mixed 20
Lady, Mixed 15
Bi ken Mixed 9

Steam Panwork.

Anis Seed 22
Aromatic Cachous 18
Assorted Berries 16
Assorted Dragee 14
Assorted Imperials 16
Assorted Small Seeds..... 22
Birds' Eggs 16
Boston Baked Beans 17
Burnt Peanuts 18
Burnt Almonds 25
Caraway Seed, smooth 22
Caraway Seed, pearled 22
Celery Seed 22
Cinnamon Beans, large red...15
Cinnamon Beans, Imperials....16
Coriander Seed, pearled 22
Jelly Beans, pails 12½ 14
Jelly Birds' Eggs 14
Jelly Cranberries 16
Jelly Limes 16
Jelly Raspberries 16
Jordon Almonds, fine 16
Jordon Almonds, imitation..... 45
Licorice Beans 18
Red Hots 15
Ringed Marbles 25
Sugar Coated Licorice Tablets 16
Sugar Almonds 20
Sugar Plums 25 16

Stick Candy.
(30-lb. pails.)

Assortment: Peppermint, Lemon, Rose, Clove, Anis, Cinnamon, Sassafras, Vanilla, Pineapple, Wintergreen 8½
Hoarhound 9
Hoarhound, wrapped 11
Peanut Sticks 13
Peanut Sticks, wrapped..... 13
Cocoanut Sticks 13
Cocoanut Sticks, wrapped 13

Taffies.

Peanut Taffy 15
Peanut Flake 15
Peanut Squares 14
Cocoanut Taffy 15
Cocoanut Squares 15
Chunks: Vanilla, Rose, Chocolate, Lemon, Molasses 14
Broken Taffy of broken chunks

Drops and Lumps.
(30-lb. pails.)

Mixed Drops and Lumps 8½
Molasses Peppermint Lumps...11
Hoarhound Drops 11
Crystal Rocks 12½

Gum Goods.
(5-lb. boxes.)

A. B. Gum Drops, assorted.... 9
A. B. Gum Drops, Licorice..... 9
A. B. Gum Drops, Crystalized.11
A. B. Bonbons, plain, in bbls... 7
A. B Bonbons, fancy, in bbls.. 7½
A. B. Bonbons, fancy, crystalized, 5-lb. boxes 14
A. B. Fruits 16
Royal Gum Drops 16
Genuine Gum Drops, hard.....25
Jelly Squares, assorted..... 14
Brjou Sticks 18
Spiced Jelly Drops 20
New Turkish Figs 16
Fig Paste, plain 17
Fig Paste, tricolor 18

Cream Goods.
5-lb. boxes.)

Fondans Creams 14
Hand Dipped 19
Hand Dipped, with nuts on...21
Fruit and nut Ices 18
Cream Peppermint 20
Crushed Fruit Bonbons 30

Chocolates.
(5-lb. boxes.)

Chocolate, plain 14
Chocolate, Hand Made 20
Chocolate Dipped Bonbons... 20
Chocolate Dipped Bonbons, with nuts 22
Chocolate, Climax, 30-lb pails .16
Chocolate Chips 28
Chocolate Nonpareil Drops... 20
Chocolate Wafers 22
Chocolate Cream Tablets, 30 in box 1 10

COLUMN 22.

Marshmallows, Nougats, Etc.

Occidental Marshmallows, 5-lb tins ..... .28
Occidental Marshmallows, 3-lb tins ..... .30
Dipping Marshmallows, 5-lb. boxes ..... .25
Angel Food, 5-lb. boxes ..... .20
French Nouget, 30 5c slices in box 1.00
Walnut, Apricot, Spanish Nouget, 5-lb boxes, per lb..... .25

Sundries.

Opera Caramels 19
Rock Candy, white & red .15
Rock Candy, brown 16
Licorice Drops ..... .20
Licorice Sticks, 16 to lb... .28
Locorice Tablets, 5 lb bxs .25
Licorice Tablets, 24 5c bxs .30
Licorice Penny Sticks, 100 in box ..... .65
Buttercups, 5-lb tins..... .2

CHEWING GUM.

	Single	Box
Sweet Wheat, per box		.50
Tutu Sugar Plum, box		.55
Yankee Spruce, 20 pcs.....		.55
Sen Sen, 20 pcs.....		.55
Red Rooster, 20 pcs.....		.55
Sweet Heart, 20 pcs.....		.55
Newton's Pepsin, 20 pcs.....		.55
Bloodberry, 20 pcs.....		.60
Pepsin Sticks, 20pcs.....		.60
Chiclets, 40 5c pkgs.....		1.25
" 3-lb. boxes.		1.35
" 10 10c pkgs		.60
" 12 25c pkgs		2.00

CRACKERS.



MADE BY THE
MUTUAL BISCUIT CO.

	lb.	½ box
Almond Drops	15	
Animals	12½	$1.20
Arrowroot	14	1.50
Assorted	12	1.15
Assorted, extra	14	1.30
Assorted, fancy	20	1.75
Assorted Wafers	16	1.90
Assorted Jumbles	14	1.25
Boston	9	.60
Butters, Mutual	10	.70
Butter Scotch	14	1.50
Butter, Star	9	.60
California Lunch	9	.90
Champion	9	.65
Chips, Mutual	14	1.10
Chocolate Biscuits	16	1.80
Chocolate Fingers	15	1.50
Chocolate Wafers	18	2.15
Cocoanut Bonbon	14	1.25
Cocoanut Finger	15	1.50
Cocoanut Marshmallows.	15	1.50
Cocoanut Taffy	15	1.80
Cocoanut Wafer	16	1.50
Coffee	12	1.26
Coffe Iced	15	1.35
Cornhill	10	1.10
Cracker Meal	6	1.10
Currant Cakes	12	1.10
Egg Jumble	14	1.25
Fruit Biscuits	14	2.40
Ginger Cakes	10	1.40
Ginger, Nut	10	1.40
Ginger Wafers..	14	1.75
Graham	10	1.20
Graham Gem	9	.75
Graham Unsweetened ..	9	
Honey Fingers	14	1.25
Honey Fumbles	12	1.00
Honey Drops, spiced	15	1.60
Honeysuckle	16	
Jelly Fingers	16	1.50
Jenny Lind	12	1.10
Lady Fingers	15	1.30
Lady Fingers Iced	16	1.40
La Grande	11	1.10
Lemon Biscuit	14	1.25
Lemon Brittles	14	1.35
Lemon Snap	12	1.20
Lemon Wafers	14	1.75
Macaroon Almond	40	
Mutual Flakes	14	.90
Mutual Tea	15	1.60
Nic Nac, No. 1.....	10	1.10
Nic Nac	12½	1.25
Oysters	8	.70
Peoples Mixed	12½	1.25
Pilot Bread	4	.55
Pilot Bread Extra	5	.65
Pilot Saloon	7	.80
Ping Pong	16	1.50
Raisin Cake	12	1.10
Saloon Pilot	7	.80
Saloon Soda	7	
Salted Wafers	14	.90
Soda Extra	7	
Soda	6½	
Star Butters	9	.60
Vanilla Bars	14	1.40
Vanilla Biscuits	14	1.25
Vanilla Snaps	12	1.20
Vanilla Wafers	14	1.75
Wafers, Chocolate	18	2.15
Wafers, Ginger	14	1.75
Wafers, Lemon	14	1.75
Water Wafers	12	.90
Walnut Creams	16	1.50



COLUMN 23.

Department 18.

FANCY GROCERIES.

Snider's Baked Beans.

No. 1, 90c doz; 4 doz. in case
No. 2, $1.40 doz.; 3 doz. in case
No. 3, $1.85 doz.; 2 doz. in case

Bouillion Capsules.

Anker's, 10 capsules in box, per doz boxes 2.75

Capers.

Capotes, 1 dz in ca 1.20 1.25
Nonpareil, small 1.35
Do large 2.10
"White Label," 6-oz. doz..... 2.25
"White Label," 10-oz. doz..... 3.15

TOMATO KETCHUP.



Catsups

Snider's

Qts., per doz.. .. $8 75
Pts., " 2 40
½-pints, per doz. 1 40



CAMPBELL'S

(½ Pts. Condiments)

2 dozen to case

Tobasco Ketchup dozen $1 15

Tomato Ketchup, dozen..... $1 15

Salad Dressing, dozen 1 15

Chili Sauce, dozen..... $1 15

Assorted cases, dozen..... $1 15

Miscellaneous.

Our Mother's Ctsp ½-pt, doz.. 1 40
Our Mother's Ctsp, pts, doz... 2 30
Blue Label, 25 ½ pts to cs.... 3 10
Blue Label, 25 pts to cs..... 5 00
Blue Label, 12 qts to cs..... 4 00
Mother's Own, pts..... 1.50
½ pts ..... .90
London's Rockaway, Pts., doz 2.25
Salter's "Purity," doz ..... .90
H. B. Catsup, pts. 2.15
" " ½-pts. 1.25

Chocolate and Cocoa

CHOCOLATES.

Baker's.

German Sweet, 6-lb boxes, ⅛s and ¼s 2
Eagle, 12/1s 23
Premium, 12/1s 28
Vanilla, 12/1s 41
Powdered, ¼s, ½s, 1s, 12/lb. boxes 26
Subject to quantity discount.

Huyler's.

Vanilla, 12-lb. boxes 36
Premium, 12-lb. boxes 33

Lowney's.

Cream Cakes, per box..... 80
Ice Cream Drops, per doz.. 75

Ghirardelli's.
In paper

Eagle, 24 1-lb 21
Eagle, 12 1-lb 21½
Eagle, 12 ½-lb 22½
Eagle, 12 ¼-lb 24
Crescent, 6 5 to lb..... 17
Crescent, 12 5 to lb..... 16½
Cal. Sweet, 6 6 to lb..... 21½
Cal. Sweet, 12 6 to lb..... 21
Monarch, 12 1&½-lb..... 26
Monarch, 12 1-lb..... 25
Monarch, 12 ½-lb..... 27
Star, 24 1-lb 19
Star, 12 1-lb 19½

Ground.
In tins

Ghirardelli's, 12 1-lb tins 26½
Ghirardelli's 24 1-lb tins.....26
Ghirardelli's, 60 1-lb. tins 25½
In delivery cases.
Ghirardelli's 60 3-lb tins.....24
Venard's, 24 1-lb tins.....21
Venard's, 60 3-lb tins.....20
Miner's, 12 1-lb tins.....22½
Miner's, 24 1-lb tins.....22
Miner's, 20 3-lb tins.....22
5 per cent off on 120-lb. lots

COCOAS.

Baker's Bkfst, 6/1's&½'s.....36
Van Houten's, ¼'s and ½'s.....85
Van Houten's, 1's 80
Royal Dutch, 12/¼'s 80
Royal Dutch, 12/½'s 75
Royal Dutch, 12/1's 70
Epp's, 14/½'s 40
Fry's, 12/½'s 39
Webb's, 6/½'s 23
Lowney's, 6/½'s 37
Ghirardelli's Bkfst, 6/½'s 38
Ghirardelli's Bkfst, 12/½'s 37½
Ghirardelli's Imprl, 6&12/½s...56
Miner's Bkfst, 6/½'s 37
Miner's Bkfst, 6/1-5's..... 38
Menier's, 1 ⅛s 47

COLUMN 24.

Condensed Milk

BORDEN'S CONDENSED MILK CO.



Gail Borden Eagle rand 6.80
In 5-case lots 6.65
Pony..... 2.25
Challenge 4.70
Floral 4.65
Dime 3.75
Rose..... 4.40
(Each of above Brands 4 doz. in case)

Borden's Malted Milk, Trial Size, per doz. 75



Borden's Pioneer Brand Evaporated Cream

Large Cans, 4 doz. in cs. 3.75
Peerless 4.70
Yacht .. 3.25
Family Size, 4 doz. in case.
Quarts, 2doz. in cs

ALL ABOVE BRANDS GUARANTEED



CARNATION CREAM

20 oz. cans 4 doz
Per case 4 00
5 cases..... 3 95
25 cases 3 90
50 cases 3 85

25c rebate from factory on return of jobber's dup. bill and signed contract



LILY

[large tin]

1 to 10 cs. $3 90
10 to 25 cs.....3 85

Helvetia Milk Condens'g Co.



Originators Evaporated Cream
Highland Evaporated Cream 4 doz in box $4.10
Baby Pet, 6 doz..... 3 00
Pet, reg., 4 doz., per case..... 3 25

Miscellaneous.

St. Charles, 4 doz., in case.....$4 60
St. Charles, 5-case lots..... 4 50
Horlick's Malted Milk, doz.... 4 50
Jersey, 4 doz. per case 3.50

Cereal Coffee.

Fig Prune, per doz.....$2 25
Postum, 24/½'s, per doz..... 1 35
Postum, 12/1's, per doz..... 2 25
Postum, 36/1's, per doz..... 2 25
Grains, 12, 2s 2.75

Chutney.

Chutney, asst, qts.....$6 25
Chutney, asst, pts..... 3 75
Chutney, Major Grey, qts..... 6 50
Chutney, Major Grey, pts. ... 4 25
Ban-ki-pore, pts 3 00

Cranberry Sauce. doz.

Anderson's 2s, 2 doz box.. 2.00
Tea Garden, 2s, gls, 12 box. 4.00
Tea Garden, 1s, gls, 24 box. 2.25
Cape Cod, 2 lb, gls, 12 box. 3.50
Cape Cod, 1 lb, gls, 24 box. 2.00
Home Made, 1s, 2 doz box. 2.15
do 2s, glass, 1 doz box.. 4.00

Rice.

Choice Seed Japan.....$0 04¼
Good Seed Japan ..... .04
Fair Seed Japan..... .03¾
Fancy Head Rice ..... 5½ .06
Long Grain Rice ..... .05
China No. 1 .....5 6
China No. 2 .....4 4½

COLUMN 25.

ALPINE

EVAPORATED CREAM

	Per case
1 to 5 cases, 4 doz. to case	$3.60
5 to 10 " " "	3.55
10 to 25 " " "	3.50

Gallons

1 to 5 cases, 6 to case	3.35
5 to 10 " " "	3.30
10 to 25 " " "	3.25

Midgets, 8 doz. to case
1 to 5 cases, $3.90 | 5 to 10 cases, $3.85
10 to 25 cases, $3.80

Alpine Evaporated Cream Co.

Factory
HOLLISTER, CAL.

Office and Salesroom
95 **Market Street**
Rooms 212-213
San Francisco, Cal.
Phone: **Main 3443.**

Cottolene.

2's, 4's or 10's, per cs. of 60 lbs.. 7.00
5-case lots 6.90
10-case lots 6.85
25-case lots 6.75

Curry Powder.

Cross & Blackwells, 2 oz..1.35
do 4 oz. 2.35
Do 8-oz..... 3.65
Do 16-oz..... 6.20
East India, Bombay, 16 oz..... 5.00
East India, Bombay, 8 oz..... 3.25

Extract of Beef.
Liebig's (Genuine)

	2 oz.	4 oz.	8 oz.	16 oz.
doz.	4.55	8.50	15.90	29.75

"Rex" Solid.

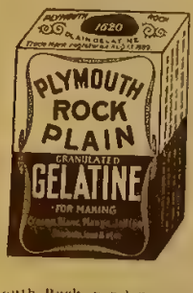


2-oz., doz....$3.96 8-oz., doz...$13.27
4-oz., doz.... 7.20 16-oz., doz.. 24.75

Marshall's
2 oz., per doz.....$2.40

Gelatine.

Knox's, per doz..... 1 20
Knox's, per gross..... 14 00
Cox's, per gross 12 00
Keck's, per doz 1.10



Plymouth Rock, per doz. $1.10
(4 doz. free with 3 doz.)
Plymouth Rock, per gross..... 12.50
(4 doz. free with gross.)

Ginger (Preserved).

½ doz jars in cs, per cs..2.25

Lemon Sugar.

Gilt Edge, 24/½s, per doz.... 1.37½
Gilt Edge, 24/1s, per doz.... 1.85

Lime Juice.

Tahita, 24/8-oz, per doz.....$1.25
Tahita, short measure, 16-oz.. 1.50
Tahita, full measure, 16-oz.... 1.75
Tahita, full measure, 32-oz.... 3.50
Tahita, bulk, gal..... 1.00

Mushrooms. doz.

Le Court, 100 to cs..... $2 25
La Forrest, 100 to cs..... 2.75
Hotel, 100 to cs..... 1.85
Fancy Stuffed, pts..... 4.00

COLUMN 26.

OLIVES.

OLIVES IN BULK.

	35 gl.	10 gl.	5 gl.	3 gl.
Ex. No 1, Qu's.	1 10	11 50	6 00	3 75
Lge No. 1, "	1 00	10 50	5 00	3 25
No 1 Qu'n	95	9 75	4 75	2 90
No 2 "	85	8 75	4 50	2 85
Manzanilla	70	7 25	3 75	2 40

Extra charge for kegs & barrels.



Olives

SEVILLE PACKING CO.

White Label Queen Olives—

28-oz., per doz...$5.50
18-oz., " ... 3.75
6-oz., " . 1 25

Pim-Olas

18 oz. 2 doz. per cs. per doz $6 10
10 " " " " 3 50

Baby Pim-Olas

10-oz., 2 doz. in case, per doz... $2.50
6-oz., 2 doz. in case, per doz... 1.50

Olive Oil

NICKLIS

	Case
½ pints, 4 doz	$9 00
Pints, 2 doz	8 55
Quarts, 1 doz	7 88
2½-oz.	9 00



CRYSTAL BRAND OLIVE OIL.
Pure California Products.

7-oz.
Per doz...$2.40
3 doz..... 6.75

14-oz.
Per doz... 4.50

Quarts.
Per doz... 7.25

Put up by
G. O. Eyden.

MISCELLANEOUS

Golden Gate, in gal tins, per gal	1 85
" ½ " "	1 85
" ¼ " "	1 00
Pala Grove, pure Cal., qts. .. dz	7 75
Cooper's qts., ₩ doz.	10.00
Cooper's pts, ₩ cs of 2 doz.	10.00
Antonini, J.P.S., qts. ₩cs..	7.40
Do 1½-gal. tins, ₩ tin..	2.90
Durst, qts, pts, ₩ doz cs..	6.00 7.00
Lucca, Crosse & Blackwell's qts.	7.50
Lucca, Crosse & Blackwell's pts, 2 doz.	8.25
Lucca, Crosse & Blackwell's ½ pts. 2 doz.	7.25

Salad Oil.

Durand Oil.

Quarts, 1 doz. to case, per case..	$1.65
Pints, 2 " " " " ..	1.75
½-Pts., 3 " " " " ..	1.85

Puritan Salad Oil

Quarts 1 doz to case, per case..	1.90
Pints & Pts, 1 dz qts, per case	1.50
Imitation Lucca, qts	1 75

"Primrose" Salad Oil.

In keg, about 50 gal. gal.$	.40
5 gal tins, 10 to case, gal.	.70
2½ gal tins, 1 to case, gal..	.45
1½ gal tins, 20 to cs., gal.	.75
Quart bottles, 12 to cs, doz	1.85
Pint bottles, 24 to cs, doz	1.00
½ pint bot., 36 to cs, doz.	.75

Paprika.

Gordon Packing Co.

1-16 lb	doz	½ lb. ...	doz 6 00
¼ lb	doz	1 lb	doz
¼ lb	doz	Bulk, lb.....	

Peanut Butter

Heron's, 2 doz to cs, per dz..2.40

Peels.

Citron, 25-lb box .....$	12½
Citron, 10-lb box	14
Lemon, 25-lb box	11½
Lemon, 10-lb box	12½
Orange, 25-lb box	11½
Orange, 10-lb box	12

COLUMN 27.

PICKLES.

Gordon Packing Co.

California—Mixed or Plain

No. 1, bbls, per gal.....$0.24 to	$0.27
No. 1, ½ bbls, per gal.. .26 to	.29
No. 1, 10-gal keg, p kg. 2.25 to	2.45
No. 1, 5-gal keg, p keg. 1.15 to	1.25
No. 1, 3-gal keg, p keg. .80 to	.85
No. 2, bbls, per gal.	.22
No. 2, ½ bbls, per gal.	.24
No. 2, 10-gal keg, per keg.....	2 10
No. 2, 5-gal keg, per keg.....	1 05
No. 2, 3-gal keg, per keg.....	.80
No. 3, bbls, per gal.	.14
No. 3, 10-gal keg, per keg.....	1 15
No. 3, 5-gal keg, per keg.....	.60
No. 3, 3-gal keg, per keg.....	.55

SWEET—"PACIFIC."

Bbls, ₩ gal	51
½ bbls, ₩ gal.	53
10-gal keg, per keg.....	5.00
5-gal. keg, ₩ keg	2.75
3-gal. keg, ₩ keg	1.75
Square, 1doz ½-gal, ₩ doz..	2 25
Square, 2 doz ¼-gal, ₩ doz..	1.60
Square, 4 doz ½-gal., ₩ doz	1.25
Round, qts, ₩ doz.....	3.75
Round, pts, ₩ doz.....	2 50
Round, ½ pts, ₩ doz.....	1.75

Crosse & Blackwell's.

	Doz.
Mxd Pkls, pat tops, pts..	4.15
Mxd Pkles, Pat tops, ½ pt..	2.50
Mxd Pkls, corks, pts.....	3.95
Chow Chow, pat tops, pts..	4.15
Chow Chow, pat top, ½ pt..	2.50
Chow Chow, corks, pts....	3.95
Onions, pat tops, pts.....	4.15
Onions, pat tops, ½ pts...	2.50

Root Beer



Less 5 per cent. on gross lots

Hires'.cash of 1 gr.....	20 00
6 doz. lots.....	10 00
3 "	5 00
1 "	1 75

Hires' Carbonated Root Beer cs of 2-dz pt bottles, patent tops, per cs $2.00 in 5 case lots 1 95
Hires' Carbonated Gingar Ale
Per case 2 00
5-case lots, $1.95.



Hires' Rootbeer Carbonated and Ginger Ale empty bottles, if returned to Shohn-Patrick Company, will be received by them at 25c. per case of 2 doz. bottles (with case) Delivered at San Francisco.

COLUMN 28.

Saratoga Chips.

(Less 5 per cent)

Boxes, 15 and 30-lb, per lb..	$0.20
Cartons, 6-oz. 2 doz in cs, doz	1.30

SAUCES.

SNIDER'S SALAD DRESSING



Pints, 1 doz. in case, doz. $3.75
Hlf-Pts, 2 doz. in case, doz. 1.75



Snider's Oyster Cocktail 8'ce pints, 2 doz to c'se, doz .2 40

Same gallon jugs, 6 to case, per gal..... 1 80

Snider's Chili Sauce, pints, 1 doz. to c'se doz 2 40

Same, half pts 2 doz. to c'se doz 1 45

Bayle's Tabasco Pepper Sauce, in cases, 6, ½-doz. boxes, per doz. $3 00
boxes of 12 bottles, per doz..... 3.50

Holbrook's W'cestershire, ½'s	2.40
Do pts.	4.00
Do qts.	
*Lea & Perrin's Worcestershire, sma'l	3.75
*Lea & Perrin's Worcestershire, medium	5.00
*Lea & Perrin's Worcestershire, large	8.25

*5 cases 5c ₩ doz less.

Ban-ki-por, ½ pts, 2 doz case, per doz	2.40
Ban-ki-por, pts, 1 doz case....	3.80
Tobasco, McIlheny	4.00
Tobasco, New Iberia	3.50
Braunbardt's:	
Tropical, ½-pts, 2 doz. per case	4.50
" pints, 2 doz. " "	8.10
Bengal Worcester, ½ pt.....	.55
Bengal Worcester, pt	1.05
Pepper, sprinkle top, ½ pt....	2.00
Superior Pepper, small	.75
Superior Pepper, large	1.50

Pure Food Pk'g Co.

Worcester Sauce, London Club, ½ pts, do ..... .75

Salad Dressing.

Durkee, small, 2 doz, ₩ doz	2.55
Do large, 1 doz, ₩ doz	4.20
Do picnic size, 4 dz, ₩ dz.	1.00
My Wife's, 1 dz. 16-oz. case	2.75
My Wife's, 2 doz, ½ pt, cs.	3.40

Alpha Salad Cream.

Jumbo, 1 doz. to case, per case	4.25
Do large, 2 doz. " " "	4.70
Do picnic, 2 " " "	2.50

El Paso Manfg. Co.
1653 Mission St.

Manufacturers

Flavoring Extracts
Fruit Juices
Syrup
Salad Dressing
Bluing
Ammonia

—

Meat and Salad Dressing, doz. .90



COLUMN 29.

SOUPS.



CAMPBELL'S (1-lb. Condensed). Packed 48 1-lb. cans to case. Straight cases of any variety, or following assortment:

8 Tomato, 6 Vegetable, 4 Ox Tail, 2 Mock Turtle, 3 Chicken Gumbo, 2 Tomato Okra, 1 Julienne, 2 Beef, 2 Consomme, 2 Pea, 2 Celery, 2 Vermicelli-Tomato, 2 Clam Chowder, 2 Mutton Broth, 2 Bouillon, 2 Chicken, 2 Mulligatany.
Price, per doz, any variety .$0.90

Miscellaneous.

Snider's Tomato—3 lb tins 2 doz. in case, per d	$2.80
Same—2 lb tins 2 doz. in case, per doz.	1.85
Van Camp's asstd. per doz....	.90
Van Camp's straight, per doz.	.90

SALT.



LESLIE SALT.

Free Running—

Cartons, 20 5s.....$	2.50
Cartons, 24 3s.....	2.00
Cartons, 48 2s.....	2.75
Caddies, 50 2s.....	3 60

Velvet Grain—

Bales, 50 3s.....	1 75
Bales, 30 5s.....	1.75
Bales, 15 10s.....	1.75
Bales, 8 20s.....	1.75
Pockets 75 2s	1.75
Pockets, 40 3	1.75
50-lb sacks, per ton	18.00

H. R. H. Liverpool.

Bales of 75, 2's, per bale.....	$1.25
Bales of 40, 4's, and 15 10's....	2.00
Bags, 200s (50s $5), per ton..	7.50

Rock Salt.

Half-Ground, 100-lb sacks, per ton	$4.25
Stock, 100-lb sacks, per ton...	4.00
Liverpool Lump, per ton.....	14.50
Cal. Table and Dairy, pr bale.	1.0
Cal. Table and Dairy, 50's, per ton	6.25

Package Salt.

Shaker Salt, per doz.....	$0.90
R. S. V. P., 3's, 24 to cs, p. cs.	2.25
R. S. V. P., 5's, 20 to cs, p. cs.	2.75

Celery Salt.

Mertens, 1 doz in box..... 1.05

Sauerkraut.

Barrels, per lb.....	.02¾
½ bbls	.03
¼ bbls	.03¼
3-gal kegs, per keg.....	.90
5-gal kegs, per keg.....	1.15
10-gal kegs, per keg.....	2.25
2-lb tins, 2 doz in cs, doz....	1.35
2½-lb tins, 2 doz in cs, doz..	1.60

COLUMN 30.

SPANISH DELICACIES.

Specialties of the
Spanish-American Food Co.
149-155 Fremont St.
Medal Goods. Paris Exposition.



TAMALES.

	Doz
L. X. L., W. G. M. and Kapp & Sheet Brands.	
No. 1 Boneless Chicken Tamales in key-op cans ...	1.30
No. 2 Not Boneless Chicken Tamales in key op. can	1.00

Spanish-American Brand.

Beef Tamales in key op. cans	.95
Extra Special Boneless Tamales in key op. cans	1.60
Chili Con Carne, 1 lb.....	1.20
Enchiladas, in key-opener cans	1 20
FRIJOLES, 1 lb	.90
Tripe, Spanish style, 1 lb	1.25
Minced Deep Sea Clams, 1 pt.	1 25
Clam Juice, 1 pt.....	1 10
Cal. Baked Beans, tomato sauce, 1 lb., 4 doz in case...	.85
Cal. Baked Beans, tomato sauce, 2 lbs., 3 doz to case ...	1.35
Cal. Baked Beans, tomato sauce, 3 lbs . 2 doz to case...	1.75

Chili Beans (Tamale Sauce)

1 lb, 4 doz to case	.85
2 lb, 2 " "	1.35
2 lb, 2 " "	1.75

Deviled Oysters, for Sandwiches 4 doz to case	1.40
Pate Chicken Liver for sandws. 4 doz. to case	1.40
Macaroni and Cheese, with Tomato sauce, 1 lb, 4 dz, cs...	.90

Concentrated Soups.

Pints (20 kinds).....doz. .90
Beef, Tomato, Ox Tail, Mock Turtle, Mulligatawny, Rice Tomato, Consomme, Green Pea, Bean, Clam Chowder, Vegetable, Chicken Rice, Chicken Barley, Chicken Giblet, Chicken Gumbo, Cream Chicken, Cream Celery, Beef Bouillon, Chicken Bouillon, Clam Bouillon.
Quarts (9 kinds)...doz. $1.85
Chicken, Beef, Mock Turtle, Ox Tail, Tomato, Mulligatawny, Vegetable, Clam Chowder, Cream of Celery.

Truffles.

Rilhac, 100/¼'s, per doz.....	12.00
Rilhac, 100/ 1-16's, per doz.....	3.00
La Forrest, 100/¼'s, per doz..	17.00

Vinegar.

	½ Bbl.	10 bbl.	5 gal.	3 gal.
30 grain	08	10	1 15	65 50
40 grain.	10	12	1 35	75 60
50 gr in ..	12	14	1 70	90 80
60 grain ..	14	16	2 05	1 10 95
80 grain ...	16	18	2 65	1 50 1 25
90 grain	18	20	3 50	1 85 1 65
100 grain .	20	22	3 85	2 00 1 95

Hammond's Vinegar.

Salad, qts, per doz..... 1.25

Yeast Cakes.

Great Western	1 00
Gillett's Magic	1 20
Yeast Foam	1 20

Pure Oregon Apple Cider Vinegar.

Bbls, ...	.....22c gall n
½-bbl.	.....24c "

Guaranteed.

COLUMN 31.

Department 19.
GROCERY SUNDRIES.

Axle Grease.

H. & L., per case.....$1.50
C. & S., 2-doz case, per case... 2.00
" 5 cs lots..... 1.95
" 10 cs lots..... 1.85
Frazer's, 2 doz tins, per case..2.25
Frazer's, 4 doz wd, per case... 3.60
Frazer's, 15-lb pails..... 85
Mica, 3 doz tins, per case..... 2.25

Paper Bags.

Automatic, Self-opening, 500 in pkg.

List.

¼-lb . .....$1.00 8-lb 4.80
½-lb . . .. 1.20 10-lb 5.20
1-lb . ..... 1.60 12-lb 6.30
1½-lb . . .. 1.70 14-lb 8.30
2-lb . ..... 2.00 16-lb 9.00
3-lb . ..... 2.50 20-lb 10.00
4-lb . ..... 2.90 25-lb 11.00
5-lb . ..... 3.40 30-lb 12.00
6-lb . ..... 4.00 35-lb 15.00
7-lb 4.40

Discounts from above List:
...(Cheapest).....50 pct and 5, 10's
Eagle or Equal.....50 pct and 2, 10's
White Fibre, or any white bag, ...50 pct and 1, 10's
Mikado (striped) .....40 pct
Sugar Bags, broad bottom, lb....06
Lion, 40 per cent and 1.....1.10

Bluestone.

Barrels, per lb (5 bbls 5½c) .$0.05¾

Bathbrick.

Bristol, 2 doz, per case $0.85
case 1.15
Powdered, 40 ½'s, per case 1.25

CANDLES.

Adamantine.

Schneider's 10 oz, 20's.....$0.07
Schneider's 12 oz, 20's..... .08½
Schneider's 14 oz, 20's..... .09½
Parafine, 20 1 lb. cakes...1.95
do 5 bx. lots.....1.85
do 40 1 lb cakes.....3.90
do 5 bx lots.....3.75
do 100 1 lb cakes.....9.75
do 5 bx lots.....8.75
P. & G. Adamantine, 10 oz. 8¾
do 12 oz. 9¾
do 14 oz. 10½
Yacht Club Quartz Candles
20 sets 14 oz..... .10
40 sets 14 oz. 0.09¾

Stearic.

Schneider's 14 oz 20's or 40' .12
Schneider's 16 oz 20's or 40's. .13½

Parafine Per lb.

4s, 6s, in cartons of 36-lb bxs..10¼
12s, in cartons of 36-lb bxs.....10¼
½-lb, in cartons of 25-lb bxs...10¼
1-lb, in cartons of 25-lb bxs....10¼
Colored 1c higher.

Beeswax, pure for churches.. 40
Do No 2..... 30
Do No. 3..... 25
Christmas, all sizes..... 8 8½
Do holders, ₩ gross 85
Wax Tapers, ₩ doz pkgs (₩ gross 8.00).....65 75
Night Lights, German, on pap & wd, (doz 40)..... 65
Do French, on tin, doz.. .....50, .75, 1.10

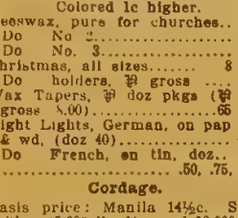
Cordage.

Basis price: Manila 14½c. Sisal 9¾c (5,000 lbs ¼c, and 10,000 lbs ½c less.)

Egg Food.

Pratt's, 26-oz, 2 doz in cs....$2.25
Wellington's, 1-lb, 2 doz box.. 2.00

Fly Paper.



Fly-Net, Per case . . . $2.60

Magnet, per case.....$2.50
Tanglefoot, per case..... 2.90
Tanglefoot Holders, per case of 50 75

Fruit Jars.

(Net cash — no discount)

Mason's, pts, per gr..... 7.35
Mason's qts, per gr..... 8.05
Mason's, ½ gals 11.10

Fruit Jar Caps.

Porcelain, 6 doz to box, per bx 2.40

Fruit Jar Rubbers.

No. 1 white, per lb..... 50–60c
"Gold Seal," cartons, per gr.. .75
"Badgers," cartons, per gr.... .60

Hops.

No. 1, ¼ lb, 30-lb. box, lb..... .30
No. 1, ½ lb, 30-lb box, lb..... .30
No. 1, 1 lb, 30-lb box, lb..... .30
Less than 30-lb boxes..... .31

Horseradish.

½-pts, 2 doz in box, doz..... 1.10
Pts, 1 doz in box, per doz.... 1.50
Qts, 1 doz in box, per doz..... 2.75
Bulk, per gal ..... .75

Glue.

Le Page's, 1 oz, per doz..... .75
Le Page's, 2 oz, per doz..... 1.15
Le Page's ½-gill tins, per doz. 1.20
Le Page's, 1-gill tin, per doz.. 1.60
Standard, small, per doz..... .50

COLUMN 32.

EUREKA INSECT EXTERMINATOR.



Manufactured by
Jos. Fusch, 22 Hampton Place
San Francisco.

10c size, doz 75
25c size, doz 1.75
60c size, doz 4.50
1.00 size, doz 8.00

Harmless to persons or animals: does not irritate the skin or injure the eyes.

MATCHES.

Metropltan, full count, per tin..$1.10
Universal, shrt count, pr tin .75
Boys' block pap pkg, per doz .8½
Swedish Safety, per gross..... .80
Swedish wind, 1 gross..... 85
Vulcan Parafine, 65s, ₩ gross (50 gross 50c) .....50 .55
Japanese Safety, per gross..... .50
Squirrel Matches, 55s, per gross .43
Ship Safety Matches, la ge, gross .75
" " small, " .65

Diamond Match Co.'s.

Anchor, 200 . ..... 1.70
Do 500s..... ..... 4.00
Domino, case..... 2.75
G G 60s..... 2.75
Red Top Safety 3.25
S & C., Eastern Parlor, 80s.... 4.25
Press, 100s, 5-gross cs..... 4.75
Little Star, per cs..... 2.25
Search Light, 500s, large 1 gr.. 4.75
(Discount of 25c per case on 5 cs. lots)

Paper, Wrapping.

Sutter, White, ₩ ream..... 20
Do Waxed ₩ ream..... 25
Manilla, No. 2, roll, any sz. lb....3½
Manilla, No. 1, rolls or reams, ₩ lb..... 5
Straw, ₩ ream..... 70
Do rolls any size, ₩ lb.... 3¼
Drab, ₩ ream..... 60
Do rolls any size, ₩ lb.... 2¾
Metropolitan White Fibre Rolls, per pound 4

Paper, Toilet.

Columbia, in rolls, 7 oz, per cs of 100 .....2.75
Royal, 100 rolls of 500 shts.....4.00
Pilot 100 tablets of 500 shts..3.75
Golden Eagle, 100 tablets of 1,000 sheets 8.00

Polishes, Shoe.

Mason's.

Mason's Colt-Coron-Ide Per gross $4.70; per doz. 40c
Mason's Paste Stove Polish Per gross $4.70; ¼-gross $1.20
Mason's Challenge, per doz .... .40
Mason's Challenge, per gross... 4.70
Challenge Shoe Dressing, small per doz ..... $ .75
large " " 1.50
Russett Comb'n. shoe Dressing small, per doz ..... .75
large, " " 1.50
Black Comb'n Shoe Dressing small per doz ..... .85
Patent Leather Polish, per doz ..... .50
Mason's, No. 4 ..... .45
" " per gross 5.20
" No. 3 per doz ..... .35
" " per gross. 3.40
" No 2 per doz .... .30
" per gross..... 3.00
" No. 1 per doz ..... .25
" " per gross 2.80

Scott & Gilbert Co.
Manufacturers.
211-216 Mission St., San Francisco



In 3 dozen cases per

Alaska Seal Oil.... 20 00
Top Notch 15 00
Russian 12 00
Boss..... ..... 9 00

Bixby's.



Jet Oil .... per doz. 85
Jet Oil, 3 doz. in box, with Marvel Brush Free 2 55

COLUMN 33.

BIXBY'S—Continued

Royal Polish ..... per doz. 85
Royal Polish, 3 doz. in box, with 8 pkgs, 5c Carpet Tacks free.2 55
Shoe Satin, Small Comb, per doz. 80
Shoe Satin, Large Comb, per doz. 1 25
No. 5, Shoe Satin Paste, per doz. 40
No. 10, Shoe Satin Paste, p doz 85
Satinola, Small Comb 80
Satinola, Large Comb 1 25
No. 5, Satinola Paste. 40
No. 10, Satinola Paste 85
"BBB" Blacking Size M. 3 dz. in box ..... } 1 25
½doz. paste free .....
"BBB" Blacking, Size B. 3 doz. in box .... } 2 50
1 doz. paste FREE .....

Polish, Stove.

Rising Sun, large pkg, ₩ gross.6.25
Do 5-gross lots, ₩ gross..6.00
Do Small pkg, ₩ gross....4 25
Sun Paste, large, ¼ gross, per gross 8.00
Sun Paste, small, ¼ gross, per gross 5.00
Enameline, No. 4 tins, ₩ gross.5.00
Do No. 6 tins, ₩ gross.....8.25
Do Liquid, pt-tins, bx 3 doz.2.25



Small, 3 doz. to cs., per cs..$1.50
Large, 3 doz. to cs., per cs. 2.50
(½ doz. free with each case)

Polish, Metal.

Electro Silicon, 1 gr in case, per doz ..... .80
Brilliantshine, ½ pts, per doz.. .90
Brilliantshine, pts, per doz.... 1.70
Brilliantshine, qts, per doz.... 3.10

U. S. Metal Polish.



POLISH

Doz.

Qts...$3 00
Pts. 1 70
½ Pts 90

PASTE

lb ..$3 00
½ lb . 1 75
3 oz... 50

Barkeepers Friend powder gr..$18.00

U. S. METALLIC POLISH

PASTE is put up by a Practical Chemist; also in Liquid Form. Free from Acid or Grit. 20 years in the Markets of the World. **J. T. WILSON**, Pacific Coast Agt., 1770 15th St., S. F. For sale by all dealers. Also the Barkeepers' Friend Cleaning Powder.

Rope.

Manila, 1¼-in. cordage 15
Sisal, 1¼-in. cordage ..... .10¾

Seeds.

Anis 14½
Canary 7
Caraway 8 10
Celery 15
Coriander 15
Cumin 13
Flax, ground 4
Flax, whole 3¾
Hemp, sacks 4½
Millet 6½
Mustard 5½
Poppy (Or. sks 9¾)..... 10¼
Rape, Cal..... 4¾
Bird gravel, 40 2s 2.00
Bird Seed Mixed 48—1-lb pkg 8

Original sacks 1c less.

Sheep Dip.

Little's, 10½-gal tins, per gal$1.05
Little's, 5-gal drums, per gal.. 1.05
Smith's, 10½-gal tins, per gal. .95
Smith's, 5-gal drums, per gal .95

Twine.

Cotton, 4 ply, 100-lb bls. per lb 20
Do 3 ply, 100-lb bls. per lb.... 20
Do 2-lb cones, per lb 20
Hemp, 8-oz balls, per 3-lb pkg.. 70
Do, 4-oz. balls, per 3-lb pkg. 75
Do 2-oz balls ₩ 3-lb pkg
Sack, 4 ply, 12-lb pkgs, per lb. 33

Wax

Fruit,...25 6-oz. pkgs 1.10;.. 9-oz. .80
Japan, per lb..... 17
Beeswax 35

Wax Strings.

12 in. 10 pkg. 100 stgs each. ... 1 65
14 in. 10 pkg. 100 stgs each..... 1 75

COLUMN 34.

Continued from Col. 18.



Dr. Price's Wheat Flake Celery Food.

Per case...$ 3 75

Pastes (Domestic).

Macaroni, Vermicelli, etc.—
No. 1 Extra, per box..... .27
No. 1 Extra, 15 lbs. ..... .52
No. 1 Extra, 25 lbs. ..... .82
No. 1 Extra, 50 lbs. 1.65
No. 1 Extra, 100 lbs. 3.30
No. 1 Extra, ½ boxes ..... .15
Macaroni, Vermicelli & Spaghetti, No. 2 ..... .20
Royal Macaroni, Verm'l & Sp'tti, 24 1-lb pkgs., per case..... 1.70
Queen's Taste Mac., Verm. & Sp. 12 3-lb cartons 1 case..... 2.15
R. Paste, ass'd, ab. 18 lbs. c., lb. .6½
Royal R. Paste, 24 1-lb pkg c., pkg .8½
Golden Gate Egg Noodles, 24 1-lb. pkgs in case, per cs.. 1.90
Farina, 24 1-lb pkgs..... 1.50
Discount 2 per cent for cash only.

COLUMN 35.

Department 20.
WOOD AND WILLOW WARE

AXE HANDLES.

Ex. 36-in., doz.....$2.25
No. 1, 36-in., doz..... 1.75
No. 2, 36-in., doz..... 1.25
No. 3, 36-in., doz..... 1.05
Ex, 38-in., doz..... 4.00
Ex, 40-in., doz..... 4.25

BASKETS.

Per Doz.

Cal., Open, Spruce, No. 3.. .60
Cal., Open, Spruce, No. 4.. .60
Cal., Open, Spruce, No. 5.. .84
Cal., Satchel, Spruce, nest, 0-5 ..... 1.10
Cal., Satchel, Spruce, nest, 1-5 ..... 1.00
Cal., Satchel, Spruce, nest, 1-41 ..... .71
German market, nest of 4 1.25
Clothes, Oval, Wil., No. 0. 6.00
Clothes, Oval, Wil., No. 1. 6.00
Clothes, Oval, Wil., No. 2. 6.75
Clothes, Oval, Wil., No. 3. 8.00
Clothes, Oval, Wil., nest 4... 2.45
Japanese Telescope, nest of 5, size 18x12x7..... 1.80
Same, size 20x13½x7..... 1.25
Same, size 24x15x10..... 1.75

BOWLS, WOODEN.

Per Doz.

Maple, No. 1, 11-inch..... .75
Do No. 2, 13-inch..... 1.50
Do No. 3, 15-inch..... 2.75
Do No. 4, 17-inch..... 4.25
Do No. 5, 19-inch..... 5.75
Do No. 6, 21-inch..... 7.50

Per nest.

Maple Nests, 3, 13, 15, 17-inch ..... .71
Same, 4, 13, 15, 17, 19-inch 1.20
Same, 5, 13 to 21-inch... 1.81

BROOMS.

Per Doz.

Patent Cap, No. 1..... 3.80
Patent Cap, No. 2..... 3.60
Patent Cap, No. 3..... 3.35
Extra Patent, No. 1..... 3.85
Extra Patent, No. 2..... 2.60
Extra Patent, No. 3..... 2.40
Ladies' Pride, No. 1..... 2.85
Ladies' Pride, No. 2..... 2.60
Ladies' Pride, No. 3..... 2.40
Little Beauties 3.00
Ladies' Delight 2.80
Toy, 2 strings..... .90 1.35
Wisp, 2 strings ..... .90 1.25

BRUSHES.

Per Doz.

Dust 2.00 12.00
Scrubbing ..... .55 3.00
Dandy 1.50 5.75

Shoe Brushes.

No. 1, black tampico 1.10
No. 2, bristles 1.65
No. 3, white bristles 1.75
No. 4, bristles 2.00
No. 5, white bristles 2.25
No. 6, horse hair 2.70
No. 7, bristles 3.90

Stove Brushes.

Per Doz.

No. 1, tampico, handles...90c-$1.10
No. 2, bristles, handles..... 1.85
No. 3 tampico, handles..... 1.85
No. 4 bristles, handles..... 3.25

Ox Fibre Brushes.

Per Doz.

Scrub, T. & B..9x2½ in face .80
Do Hub, 10x2¾ in face. 2.00
Do Magic, 7½x2 in face 1.10
Do Owl, 6½x1½ in face .85
Do Cat, 10½x2½ in face 1.60
Do Rat, 8½x2½ in face 1.25
Do Mouse, 6¼x2½ in fa 1.00
Do Alligator, 10½x2¾ in face 2.25
Do Goose, 8¾x2¾ in fce 2.00
Do Duck, 6½x2¾ in fce 1.50
Stove, Hustler, 8½x2½ in face 2.25
Sink, Bell, 3¼x2½ in face 1.40
Sink, Gong, 4¾x3¾ in face 2.25
Horse, Pointer, 10x3¼ in face 3.00
Creamery, Jersey, 9x5 in face 3.25
Creamery, Holstein, 9½x5¼ in face 3.50
Dust, Peacock, 10½x4 in face 2.25
Hand, Windsor, 4½x1¼ in face per gross..... 6.00
Whitewash, Snowstorm, 9-in per doz..... 2.00
Same 8-in, per doz..... 1.75
Same 7-in, per doz..... 1.50

CAN OPENERS.

Diamond per doz $0.75
Crown per doz 1.25
Scissors, per doz..... 2.25

CARPET SWEEPERS.

Bissells, per doz.25.00 to 27.00
King, per doz 24.00

CHEESE SAFES.

Round No. 1, 10-in.....$2.20
Round No. 2 22-in..... 2.25
Round No. 3, 24-in..... 3.50
Square, each 4.00

Clothes Line.

Hemp, 40-foot, per doz.....$0.80
Hemp, 60-foot, per doz..... 1.25
Cotton, 40-foot, per doz..... .80
Cotton, 60-foot, per doz..... 1.20
Cotton, 75-foot, per doz..... 1.75
Manila, 40-foot, per doz..... 1.25
Manila 60-foot per doz 2.50
Sash Cord, 50-foot, per doz.... 1.75
Sash Cord, 80-foot, per doz ... 3.00
Wire Cord, 50-foot, per doz.. 1.05
Wire Cord, 75-foot, per doz.. 1.60
Wire Cord, 100-foot, per doz.. 2.75

COLUMN 36.

Clothes Line Pulleys.

Galv. Iron, per doz $0.50

CLOTHESPINS.

Common, per box of 5 gross ..... .70
U. S. Patent Spring, per gr ..... .60

COFFEE MILLS.

Enterprise, Family No 1, doz $2.50
Enterprise, Family, No. 2 doz 3.50
Enterprise, counter, ea ..$.50-$5.00

CORKS.

Wine, pt size, per M $4.75
Wine, qt size, per M 5.25

Demijohns.

Discount: on ¼ gal., 2, 3 and 5 gals., 50-10; on 1/2 and 1 gal., 50-10-5.

¼-gal., doz..$3.25 2-gal., doz..$10.50
½-gal. doz.. 4.50 3-gal., doz.. 13.50
1-gal. doz.. 6.50 5-gal., doz.. 19.00

Dust Pans.

No. 1 Japan, doz ..... .63
Covered, doz 1.25
Janitor, doz 2.25

Dusters.

China, fancy colored, doz..... .80
Standard Turkey, No. 10, doz.. 1.60
Standard Turkey, No. 12, doz.. 2.10
Standard Turkey, No. 14, doz.. 2.75
Standard Turkey, No. 16, doz.. 3.25
Standard Turkey, No. 18, doz.. 3.75

DOOR MATS, COCOA.

	Per Doz.
Light, No. 1, 14x24	4.00
Do No. 2, 16x27	5.50
Do No. 3, 18x30	7.25
Do No. 4, 20x33	9.00
Medium, No. 1, 14x25	5.25
Medium, No. 2, 16x27	6.75
Medium, No. 3, 18x30	8.50
Medium, No. 4, 20x33	10.25
Extra No. 2, 16x27	9.50
Extra No. 3, 18x30	12.50
Extra, No. 4, 20x33	15.00
Extra, No. 5, 22x36	18.00
Keystone Steel Mats	

Faucets.

Cork lined, No. 1, doz $0.60
Cork lined, No. 2, doz..... .75
Cork lined, No. 3, doz..... .90
Cork lined, No. 4, doz..... 1.25
Cork lined, No. 5, doz..... 1.50
Molasses Gates $0.25
Self-Measuring Faucets, each. 3.00
Syrup Pumps (Enterprise), ea. 5.75
Syrup Pumps with auger, ea.. 6.00

Ironing Boards.

4-ft., per doz..... 4.20
4½-ft., per doz..... 4.75
5-ft., per doz 5.25
5½-ft., per doz 5.75

LAMP CHIMNEYS.

XX Eureka Grade.
Eureka Crimp Top in Cartons.

	Per Doz.
No. O or E, 6 doz. in case	.75
No. 1 or A, 6 doz. in case	.75
No. 2 or B, 6 doz. in case.	.95

Eureka Electric.
In Cartons.

No. 2, 6 doz in case, per doz..1.00

Lantern Globes.

per doz.
Packed 5 doz. in case.... .70

Eureka Rochester.

	Per Doz.
No. 1, 6 doz. in case....	.85
No. 2, 6 doz. in case.....	1.05
No. 3, 6 doz. in case.....	2.10

Macbeath Pearl Top.

No 1 or A, 6 doz. in case. .85
No. 2 or B, 6 doz. in case. 1.05

La Bastie.
Heaviest and best in market.

	Per Doz.
No. A, plain bulk, 6 doz. in case	1.20
No. B, plain bulk, 6 doz in case	1.50
No. A, crimp bulk, 6 doz. in case	1.30
No. B, crimp bulk, 6 doz. in case	1.60

Common Chimney.

	Per Doz.
No. 0 or E, 6 doz. in case.	.40
No. 1 or A, 6 doz. in case..	.45
No. 2 or B, 6 doz in case.	.65

Common Rochester.

No. 1, 6 doz in case.....	.80
No. 2, 6 doz. in case.....	.90
No. 3, 3 doz. in case.....	2.00

Lamp Burners.

0 or E, per doz.....$0.50
1 or A, per doz..... .60
2 or B, per doz..4..... .75
(Please state 12 collar, takes E wick)
Solar Burners, doz 1.50

LEMON SQUEEZERS.

Doll, per doz $0.80
Glass No. 1, per doz..... .50
Glass No. 2 (for oranges) doz .85

MOPS AND HANDLES.

	Per Doz
8-lb Mops	1.20 and 1.65
12-lb Mops	1.80 and 2.25
Patent Mop Handles	1.00
Plain Mop Handles	.90

PAILS.

	Per Doz.
Wood, painted, 2 hoops	2.25
Wood, varnished, 3 hoops	2.25
White Cedar, 3 galv hoops	2.75
Fiber	3.50
Galvanized, 10 quarts	1.75
Galvanized, 12 quarts	2.05
Galvanized, 14 quarts	2.35

SHELF PAPER.

	Per gross.
Narrow, assorted colors.	.12
Wide, assorted colors....	.85

COLUMN 37.

TUBS.

White Cedar—No. 0, 13.00; No. 1, 10.50, No. 2, 9.00, No. 3, 8.00

Painted or varnished—No. 0, 11.40, No. 1, 9.60, No. 2, 8.40; No. 3, 7.20.

Fiber—No. 0, 18.00, No. 1, 14.50; No. 2, 12.50; No. 3, 11.00.

Galvanized—No 1 5.50; No 2, 6.20, No 3 7.20

WASHBOARDS.

	Per Doz.
California, regular size	2.10
California, small	.90
Stag	2.75
Bronze	3.50
Good Enough	2.25
Anchor, single	1.90
Nameless	2.25
Peerless, double	3.50
North Star	3.50
North Star, protector	4.00
Crystal Glass	4.00
Misses	1.50
Toy	.90

WICKING.

	Grs.
Lamp, 0 or E, ⅜-in.	$0.30
Lamp, 1 or A, ⅝-in.	.40
Lamp, 2 or B, 1-in.	.60
Lamp, 3 or D, 1¼-in	.90
No. 1 Rochester	2.00
No. 2 Rochester	2.75
No. 3, Mammoth	3.25
Junior Rochester	1.50
Stoves, 3-in.	1.80
Stoves, 3½-in.	2.25
Stoves, 4-in.	2.50
Stoves, 4½-in	2.90
Stoves, 5-in	3.50

WRINGERS.
Wood Frame Novelty.

Two top screws; iron tub clamps.

	Per Doz.
No 350, 10x1¾ in	30.00
No. 351, 11x1¾ in	36.00
No 352 12x1¾ in	42.00

One top screw; wooden top clamps.

No. 360, 10x1¾ in	31 00
No. 361, 11x1¾ in	36.00
No 362, 12x1¾ in	42.00

Ball Bearing.

No. 380, 10x1¾ in	40.00

MISCELLANEOUS.

Barrels, paper, 160-lbs, ea. .80
Barrels pa., 50 lbs ea..... .65
Barrel Covers, 17-in. (flour barrel size), per doz..... 1.80
Barrel Covers, 21-in (sugar barrel size), per doz..... 2.70
Basins, fiber, 12-in., pr dz. 2.25
Basins, fiber, 1½-in., per doz. 2.50
Brownies, per doz. .75 1.00 1.25
Butter Ladles, plain doz.. .45
Butter Ladles clays doz .. .55
Butter Spades, doz ..... .40
Dishes, oval 1, 2 and 3-lb, per 1,000 .....2.20, 2.30, 2.90
Dishes, wire end, ...1.35, 1.80, 2.35, 2.85, 3.25
Egg Beaters, Dover..... 1.00
Lemon Squeezers, fiber, dz 1.25
Measures, fiber, 4 pcs 1.25
(Set pt., qt., ½ gal and funnel)
Lanterns, O Tubular, doz. 5.00
Lanterns, candle, frame, only doz. 1.00
Lantern Candle, with chimney, doz. 1.75
Lantern globes, in bbls. 70@95
Mouse Traps, 1 to 6 holes, doz., 6 holes..... .60
Traps, mouse, "Does-it-easy," doz. 25
Traps, rat, "Blizzard" doz.... .80
Nest Eggs, per doz..... .20
Oil Cans, 1 gal., cush., per doz 1.50 4.50
Oil Cans, 1 gal., galvanized Iron 3.00
Oil Cans, 5 gal., galvanized Iron 6.00
Potato Mashers, per doz. 45@75
Rolling Pins, per doz. 1.20 and 1.45
Spoons, wooden .30c, 37c .65
Step Ladders, each per ft ..... .17 .40
Tacks, steel assrtd 2-oz, doz... .25
Tacks, Common 2 oz. doz.. .10
Tapers, gas, 30/17-in. sigs doz .65
Tobacco Cutter, standard, ea .80
Toothpicks, per case, 110 box 2.25
Twine Holders, hanging, doz 2.00
Twine Holder, counter doz. 3.10
Spittoons, fiber, 13-inch.. 6.00
Spittoons, fiber 12-inch.. 4.75
Spittoons, fiber, 9-inch.... 4.00
Whips ..... .90
Window Screens, 12-in. doz.. 1.60
Window Screens, 18-in.. doz.. 2.20
Window Screens, 24-in.. doz.. 2.64

STATIONERY.

Blank Books.

Counter 48-leaf	.50
Counter, 92-leaf	.75
Cap, Day & Ledger, per 100 pp	10@ .40
Full bound	50@ .75

Writing Paper.

	Ream
Commercial Note, 5lb..	45@ .75
Commercial Note, 6lb.	50@ .90
Letter, 10 lb, ex	90@1.50
Cap, 12 lb, ex.....	1 05@1.80

COLUMN 38.

Envelopes.

	Per M
XX, 5-in.	1.00@1.50
XX, 6-in.	1.10@1.60
XXX, 10-in.	2.80
XX 4-in., Baronial, cream or white	1.40@1.80
XX, 5-in., Baronial cream or white	1 60@2.00

Inks.

Scott & Gilbert Co.,
Manufacturers,
214 216 Mission Street, San Francisco

SUNSET BLUE BLACK



	gross
Cones, 3 dozen case	$4.50
2 oz. round studs, 3 dz	4 50
	doz.
4 oz. round studs, 3 dz	75
½ pints, 2 doz case	1 25
Pints, 2 doz. in case	2 0
Quarts, ½ doz in case	3 5
	gal
5 gallon kegs	70
10 gallon kegs	60
Barrels	50
Assorted colors	4oz
1 oz. stands, any color	50
2 oz stands, any color	75

BLACKSTONE MFG. CO.
1960 Howard St., S. F., Cal.



	Gross
Cones, 3 doz to cs	$3.75
2-oz., Rnd Cylndr, 3 doz to cs..	2.90
3-oz., Rnd Cylndr, 3 doz to cs..	5.75
4-oz., Rnd Cylndr, 3 doz to cs..	6.50
	Doz.
8-oz., Rnd Cylndr, 2 doz to cs .	1.15
16-oz., Rnd Cylndr, 1 doz to cs.	2.00
Full qts., Rnd Cylndr, 1 doz to cs	3.75

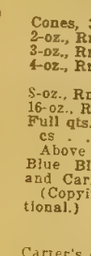
Above prices are for Jet Black, Blue Black, Green, Blue, Violet and Carmine Inks.
(Copying Inks 10 per cent additional.)

Miscellaneous.

Carter's or Sanford blk cylinder, gross	4.50
Sanford's, 4 oz., black cylinders, doz.	60
Sanford's ½ pt. doz	1.75@2 00
Sanford's pts, doz	3.00@4.50
Sanford's qts., doz.	5.00@7.50

Lead Pencils.

	Gross.
Plain cedar	60
Black polished	1.10
Cedar, rubber tip	1.00
Red polished, metal rubber tip	1.50@3.50
Carpenters'	1.75@2.25
Eagle Automatic, doz.. doz.	85@2.00 40@1.80



Mucilage

Scott & Gilbert Company
Mnfrs., 214-216 Mission St
San Francisco, Cal.

SUNSET EXTRA HEAVY

	doz
2 oz. cones, 3 doz. cs.	37½
3 oz. cones, 3 doz. cs.	75
½ pints, 1 doz. case	2 00
Pints, 1 doz. in case	3 50
Quarts, 1 doz. in case	7 00
Gallons, ½ doz. ca e	20 00

Blackstone Mfg. Co.
1960 Howard St. S. F., Cal.

	Gross.
2-oz. Cones, 3 doz. to cs	$4.00
3-oz. cylndrs, 3 doz to cs	5.75
	Doz.
8-oz. round, 2 doz to cs	1.75
16-oz. round, 1 doz. to cs.	3.00
Full qts., 1 doz, to cs	5.00

Bulk quotations (5, 10 and 30-gal.) on application.

Steel Pens.

	per gr. Gross.
Railroad, 1 gross in box	$0.40
Stub No. 413	40
Falcon	40
Bank	40
Easy Writer	40
Extra Fine	50
Elastic	45
Railroad Stub	45
Ladies' Falcon	40
School	40
Spencerian No. 1	40
Gillotts No. 404	35
Gillotts No. 302	50
	1.00

COLUMN 39.

Department 22.

TOBACCO, CIGARS, SMOKERS' SUPPLIES, ETC.

AMERICAN TOBACCO CO.

Plug Tobacco.

Battle Ax, 16 oz, 3x12, 5 cuts 12, 24 lb 39
Big Gun, 8 lb, butts, also 16 lb butts, 16 oz., 3x12, 6 cuts .44
Brandywine 4 to lb, 2¼x9, 3 cuts, 4 and 8 lb 46
Bullion, 16 oz 3x12, 12 lb... 47
6 to lb., 1x6, 5 lb 50
Burr Oak, 16 oz., 3 x 12 emb., 8 and 12 lb 12
Climax 16 oz, 2x12, 6 cuts, 6, 12 and 30 lb 45
Climax, 7 oz, 2x12 6 & R 6 cuts, 7, 10½ and 21 lb 48
Climax, 7 oz, 3x12, thin, 7 and 14 lb 48
Climax, 6 to lb, 2x3, Twin 4s 4 lb boxes 50
Climax, 14 to lb, 1x3, Figs 4 lb boxes 54
Cross Bow, 14 oz, 3x12 4 cuts 14 lb 58
Drummond Nat., 5½ oz 8x12, 3 cuts, 5, 8, and 12 lb 63
Five Brothers 4 oz, 8x6, 2 cuts 4 and 8 lb
Gold Rope 7 to lb, 3, 6, 12 lb
Gold Rope 14 to lb, 4, 8 lb
Good Luck, 3x6, 10 lb
Granger Twist 12 and 15 lb pails
Horse Shoe, 16 oz 3x 2, 6 cuts, 3, 12 and 24 lb
J T., 7 oz R & R 2x6, 2 cuts, 10½ and 21 lb
J T, 7 oz Smo 2x6, 2 cuts, 10½ and 21 lb
J T., 14 oz, Smo, 3x12 4 cuts, 10½ and 21 lb. R & R
Newsboy, 48 plugs to 10 lbs
Nobby Spun Roll, 7 to lb, 1¼x3½ 3, 6 and 12 lb.....
Old Honesty, 15 oz, 3x12, 6 cuts, 7½, 15 and 30 lb
Old Kentucky, 6 to lb, R. & R., 8, 16½ and 25 lb
Old Peach and Honey, 6 to lb 8 lb butts
Out of Sight, 12 butts, 12 oz., 3x12, 3 cuts
Piper Heidsieck, 5½ oz, 2¾x3 3 cuts, 4, 7, 14 lb
Red Cross 16 oz 3x12, 4 cuts 12 and 24 butts
Red Ribbon Twist 10 1 lb 6 inch, 8 lb pecks, 16 lb
Saw Log, 16 oz 2x12, 6 cuts 24 lb.....
Saw Log, 32 oz, 3x12 12 cuts 12 and 48 lb
Something Good 5½ to lb 2x4 9, 18 lb
Spear Head 14 oz 2x12, 6 cuts 6, 18 and 30 lb
Spear Head 7 oz 2x12, 6 cuts, 7, 10½ and 21 lb
Standard N vy 10 oz, 3x12 4 cuts, 14 and 28 lb
Star, 16 oz, 3x12, 6 cuts, 12 24 and 52 lb
Weissinger's Special, 5 oz., 3 x 12 emb, 2, 6, 12 lb.....
W. N. T. Nat. Leaf, 6 and 12 lbs., bxs., 5½ ozs., 3x12 ..

Smoking Tobacco.

(5-lb Cartons, 25 and 30-lb cases.)

Seal of N. C., 1⅝ oz. foil	$0.68
Seal of N. C., 3½ oz. foil	.62
Seal of N. C., 8 oz. foil	.59
Seal of N. C., 16 oz foil	.59
Old Gold, 1¾ oz. foil or pouch	.70
Old English curve cut 1⅝ oz	74
Old English curve cut, 3½ oz (In curved tins.)	74
Pedro, 2½ oz, foil	.49
Pedro, 2½ oz, pouch	.51
Pedro, 2½ oz, assorted	.50
Pedro, 16 oz, tin canisters	.52
Dixie Queen, 1⅝ oz, foil	.10
Dixie Queen, 16 oz, tin canisters, 6 lb cartons, 24-lb cas	.43
Duke's Mixture, 1½-oz sack	.29
Arlington, 1⅝ oz, foil	.65
Cross Cut, 1⅝ oz, foil	.60
Duke's Cameo, 1⅝ oz	.42
Duke's Cameo, 2½ oz, foil	.45
Melrose, 1⅝ oz, foil	.65
Fragrant Vanity Fair, 1⅝ oz foil	.95
Red Indian Plug Cut, 1⅝ oz and 3½ oz, foil	.42
Red Indian Plug Cut, 16-oz pails	.44
Fashion, 1⅝ oz	.47
Fashion, 16-oz pails	.41
Bull Durham, 1 oz	.65
Bull Durham, 1⅝ oz	.65
Bull Durham, 3½ oz	.60
Bull Durham, 8 oz	.58
Bull Durham, 16 oz	.58
Pick Leaf, gran, 1 oz, 25-lb cs	.60
Corn Cake, gran, 1-lb bags, 25-lb cases, per lb	.23
Echo Plug Cut, 1⅝ oz	.43
Red Bell, 1⅝ oz	.42

COLUMN 40.

Red Bell, 16-oz pails	.43
Oriental Mixture, 3½-oz tin	1.00
Imperial Mixture, 2½-oz tin	1.20
Plum, 1⅝ oz, foil	.62
Three Kings Mixture, 3½-oz tins	1.35
Monte Cristo Mixture, 3½-oz tins	1 50
Yale Mixture, 1-oz tin	1.35
Yale Mixture, 1⅝-oz tin	1 60
Yale Mixture, 3½-oz tin	1.55
Honey Dip Twist, 10 to lb	.46
Master Workman, 10-oz plug, smoking	.46
Old Virginia Plug, smoking, 5 oz, 10½ lb, 6x5	.42

Fine Cut Chewing.

Hiawatha, 1 oz	.59
Hiawatha, 10-lb bulk, bright or dark	59
Hiawatha, b'ght or d'k, 1-lb tins, 5-lb. pails	.58
Sweet Cuba, b'ght or d'k, 1-lb tins, 5-lb. pails	.46

Cigarettes.

Fragrant Vanity Fair	$4 08
Duke's Cameo	4.08
Sweet Caporal	4.08
Virginia Brights	4 08
Old Dominion	3.98
Pets (foil packages)	6.52
Richmond Straight Cuts	6.52
Turkish Trophies	7.75
Egyptian Deities, No. 1, 10s	21 50
Egyptian Deities, No. 3, 10s	$18.24, 19.23
Mogul	11.32

Cheroots, Etc.

Vaporettes (in tin foil, 5 for 10	14 00
Old Virginia Cheroots, 5's	14 00
Jumbo Stogies, 100 in carton	12.50
Between the Acts Little Cigars 10's tin and paper	8 50
Bengal Little Cigars, 10's	7 50
Royal Bengal, 10 in pkg	12 00
Van Bibber Little Cigars	17 50
Sub Rosa Cigarros, 10s, per 1,000	4.10
Florodora	12.50

Cigarette Papers.

Vanity Fair 50 pkgs in box	1 05
Wheat Straw, 50 pkgs in box	1.25
Wheat Straw 100 pkgs in box	2.50
Wild Oats, 40 pkgs in box	.90
Red Seal, 50 pkgs in box	.25
Corn Husk, 50 pkgs in box	1.15
Corn Husk 100 pkgs in box	2.30
Interlock, 50	1 15
100	2.25

THE NILSON CO.

Hoffmann House Little Cigars 10 in package, 250 in carton	$7.50
Hoffmann House Magnums, 10 package, 100 in carton	12.00
Hoffmann House Petit Duc, 10 in package 100 in cart'n	15.00
Hoffmann House Cavaliers, 10 in package 100 in cart'n	18 50

J. E. PACH TOBACCO CO.

Scroll Tag, twist 6 to lb	.66
Scroll Tag, 10 oz	.66
Mastiff Plug Cut, 1⅝ oz	.67½
Mastiff Plug Cut, 3½ oz	.65½
Mastiff Plug Cut, 10 oz	52

AMERICAN SNUFF CO.

French Rappee, 1⅝ oz, pr dz.	.96
French Rappee, 3½ oz, pr dz.	1.80
French Rappee, 16-oz jars, per lb	.65
Maccaboy, 1⅝ oz, per doz	.96
Maccaboy, 3½ oz, per doz	1.80
Maccaboy, 16-oz jars, per lb.	.60
Irish High Toast, 16-oz. jars, per lb	.57
Scotch Lillenthal's, in bladders	.60

CIGARS.

Porto Rico Cigar Co.

El Primero, Forziane Porto Rico	$30.00
El Manifesto, Invincible Roosevelt Porto Rico	87.50

PIPES.

	Per Doz.
Cobs, Hot Shot, 3 doz	$0.25
Cobs, Gem, 3 doz	.25
Cobs, No. 3, 3 doz	.50
Brier, W. P. & Co., Assorted, 3 doz	2.00
Brier, Display Stands, 1 doz	2.00
Brier, Showcase Assortment, 3 doz	6.00
Pipe Mounts, 1 doz	.75
Cherry Stems, 2½x6 in	2.00
Cherry Stems, 2d 2½x6 in	.85
Clay Pipes, T. D., 1½ gross per box	1.25
	Per Box.
Clay Pipes, Woodstock, 1½ gr., per box	1.25
Uncle Sam Cob Pipe, 3 doz box	1.00
Eclipse Patent Cob Pipe, 3 doz. box	2.25
Climax Cob Pipe, 3 doz. box	2.25
Jewel Cob Pipe, 3 doz. box	.90
Dewey Cob Pipe, 3 doz. box	2.50
No. 19 Cob Pipes, 1 doz box	2.00

LASH'S
KIDNEY & LIVER
BITTERS
CURES DYSPEPSIA.

HAVE YOU NOTICED
all these Signs around Town?



It shows that most of the Grocers keep what people ask for—WUNDER BEER
If YOU don't, wake up phone to our bottling works and they will send their man to see you.
Phone South 1098

Ahrens, Pein & Bullwinkel
WHOLESALE
Liquor Merchants
620 Post St., bet. Taylor & Jones
Sole Proprietors



Royal Stag Bourbon and Rye.
Old Pal Kentucky Bourbon.
Celebrated Chief Tonic.
Hiawatha Bitters.
Chief Bitters.
Diamond Star Rye and Bourbon.
Tiliawood Bourbon.
Importers
Slater V. O. Scotch Whiskey, Scotland.
Thorpe & Co.
Mermaid Old Tom Gin, London.
P. Van der Kamp
Fine Old Wood Cock Gin, Holland.
Maurailla Freres Cognac, France.

MONEY-WEIGHT SCALES
Pay for themselves in
Less than a Year.
Sold on Easy Monthly Payments
PIERCE & CO.
Flood Bldg. (8th Floor) Market & Powell



J. F. Cutter Whiskey
IS THE BEST SELLER FOR THE RETAILER ON THE MARKET
E. Martin & Co.
Sole Agents
54 FIRST STREET
San Francisco

Attracting Trade

A Matter of Diplomacy.

If a customer enters the store and asks for a brand which you don't handle, don't try to convey the idea that you haven't got it because you don't think it is good enough for you to have in your stock. By assuming such an attitude you are insulting the customer by accusing him of wanting to buy something that isn't worth selling

By insulting his judgment you send him away offended, when left to himself he might have bought something You can reply pleasantly that you are out of what he wants, or are not handling it just now, and then mention a number of other brands which you have got, that are similar in quality to what he has asked for.

Don't volunteer the statement that they are just as good or better but allow him to infer as much. If he asks you, then you have a right to express your opinion, but even then it is better not to openly disparage the brand that he originally asked for unless you are certain that he will take it in good part.

Displaying Prize Trophies.

It is always a good stroke of enterprise for a dealer to display his show window silver cups, vases, or other trophies offered as prizes for various forms of athletic competitions, target shoots, or other sports.

During the summer season all sorts of social and political clubs, lodges and other organizations hold outings with a program of athletic sports as one of the features. In nearly every instance prizes are offered for the members to compete for. Naturally if these prizes can be conspicuously displayed in the window of a prominently located store it will aid materially in advertising the outing, and committees having such affairs in charge are usually pleased to secure the use of a desirable window for that purpose.

A display of this kind is a good thing for the enterprising dealer, in more ways than one In the first place it adds variety and attractiveness to his window display, as far as the general public is concerned, and in the second place it insures the special attention of the members of the organization under whose auspices the games are to be held, and their friends.

In most instances, too, it is possible to secure the insertion of paragraphs in the local papers, stating that the prize trophies are on exhibition at such a store, and this is in its way excellent advertising for the dealer.

The store in any medium-sized city that can become the recognized place for the display of such prizes and trophies, will do much toward becoming one of the recognized local institutions, and in the course of a year will attract hundreds of customers inside its doors who might otherwise take their patronage to the store of some competitor.

Any Way You Examine a
McCray Refrigerator



Inside or Outside, it is a True Realization of all that is Best in Refrigerator Construction

No. 410 Grocers' Refrigerator.

THE McCRAY REFRIGERATOR RANKS first in every way. It is sold entirely on its merits and is known everywhere for superiority.

McCRAY REFRIGERATORS are perfect refrigerators and will in a short time repay their cost through saving of butter and other provisions, and ice.

We can here give you but a faint idea of the McCray refrigerator. Let us send you our catalog showing our extensive line from which you can make a selection.

SOLD ON EASY PAYMENTS.
McCRAY REFRIGERATORS ARE GUARANTEED.

BECK - WAKEFIELD COMPANY
GENERAL AGENTS
122 Market Street, San Francisco, Cal.

Highest Award and Gold Medal at St. Louis Fair, 1904
Was Awarded the TOLEDO COMPUTING SCALE COMPANY
FOR EXCELLENCE OF SPRINGLESS AUTOMATIC COMPUTING SCALES.


No. 53. General Groceries.


No. 54. Meats and Butter.


No. 25. Teas and Coffees.

In this type of scale a pendulum is employed to counterbalance the commodity, dispensing entirely with beams, weights, poises and springs.

THE ADVANTAGES ARE:
1st. It stops overweight
2d. It is automatic.
3d. It has no springs.
4th. It is absolutely accurate in both weighing and computing.
5th. It eliminates all hand operations, thereby preventing errors.
6th. It saves time and labor.
7th. It shows the correct weight to the customer
8th. It has a fare beam.
9th. It is extremely sensitive.
10th. It is simple in construction.
11th. It is the only scale over which small drafts can be sold at a profit.
12th. Sold on easy payments
13th. Backed by factory guarantee.
14th. They are absolutely honest.

Write to the originator of Retail Weighing Systems for further information

SOME PROMINENT CALIFORNIA USERS OF TOLEDO SYSTEMS.

Goldberg, Bowen Co.
West, Elliott & Gordon
Irvine Bros
Wilfert Bros.
J. D. Hesse & Co.
H. Lehrke Sons, Inc.
McCaw Bros.
Herman Hoen
Stulz Bros
John W. King
Peters Bros.
H. Wreden & Co.
Twentieth Century Market
R. Schroeder
T. H. Corcoran & Co.
Doyle & McGown
G. B. Clifford & Co.
W. & H. Hohn
D. Hadeler
J. C. Owens
Kohn Bros.
Dannemark Bros.
Henry Mueller
Faber & Co.
O. J. Fladmark
Chas. Ford & Co.
Ford, Sanborn & Co.
Williamson & Garrett
A. J Steiner
H. Graff & Co
Burtchaell & Co.
C. Grosjean & Co.
Martin's Cash Store
Wilkes & Pearson
A. R. Bogue
Woodland Rochdale Co.
Chapman, Johnson Co
Griffing & Greaney
W. H. Garretson
G. P. Schaefer & Co
Fuller & Co.
Hochheimer & Co.
Dorsey-Robinson Co.
Tomlinson & Gardner
Geo. A Russell
Henry Gimbal
Thompson, Beard & Son
E. R. Gifford Co.
Max Spaete
G F. Dorman
The McCormick Saeltzer Co.
Chas Troili
A. Sutherland

FRANK F. WEAR, Agent and Gen. Mgr. Pac. Coast. Office at 1634 Market St., S. F. Cal.

Grocery Markets.

Commercial Outlook of the Western World as shown by Present Conditions.

Office of the ADVOCATE.
Thursday Afternoon.

ADVANCES.

Boys' Matches, per package, to 25 cents.

Golden Star Pie Apples 2½s to $1.15; Grapes 2½s to 95 cents; gal. to $2.35. Tagle Grapes 2½s to $1.50; University to $1.20. Palo Altos to $1.20. Haywards to $1.10. Paragon to 95 cents.

Lesline Sprats, per case to $7.00; Chamean to $7.25.

Lima Beans to $3.90.

California French Mustard, small, to 57½ cents.

Ground Flaxseed to 3½ cents; whole to 3¾ cents.

New York State factory cheese, June cheddars, to 17 cents; twins to 17½ cents; October cheddars to 18 cents; twins to 18¼ cents; California State factory flats to 13¾ to 15 cents; Young Americans to 15 to 16 cents.

DECLINES.

Blizzard Rat Traps, per dozen, to 80 cents.

Pink Beans to $2.40.

Candle Wicking, per lb., to 22½ cents.

California Mince Meat, bbl. to ⅝ cents, 50-lb. pails 7½ cents; 25-lb. to 8 cents.

SCARCE IN MARKET.

Mayflower Beans 3s.
Satinola Shares.
Empire Crabs.
Floral Milk.

AGAIN IN STOCK.

La Virginia Olive Oil, 1 gal. tins at $2.00; ½ gal. at $2.05; ¼ gal. at $2.10.
Monroe Boiled Cider, qt. at $2.50.

CALIFORNIA CROP CONDITIONS.

The U. S. Department of Agriculture reports for the week:

"A good crop of olives is being harvested. The apple crop has been nearly all gathered. It was one of the best ever grown in the State. Raisin making and fruit drying is practically completed. Walnuts are proving of good quality but the yield is less than the average in most sections. A good fall in Southern California has been of enormous value to orchards and ranches in that district. Hay and grain crops were under cover and harvesting practically completed in corn and beans so there was no damage done. Rain is badly needed in Northern California.

SUGAR.

The local market has been quiet with prices unchanged.

New York, Nov. 6.—Raw sugars are dull. Refined sugars are neglected but with unchanged prices since a decline of 10 points that was made on November 1.

New York, Nov. 2.—Willett & Grey report:

Raws—The trend of the market still continues dull as in the preceding weeks. Europe has declined to a new low level for beet sugar. Cane sugars have also sympathized with the decline. Our local markets, which closed at 3½c for 96 degree test basis, have been exceedingly dull although no lower quotations as yet have been made. The slow progress of the decline in Europe indicates that the sugar market has reached such a low level as to afford some hope that it has almost if not quite touched the bottom of the recent decline.

Refines—A general decline of ten points in refined took place this week. Prices have now reached figures which admit of more confidence to the market. The difference between raws and refined being reduced to 55c. The raw market requires watching and its course will influence future quotations for refined.

COFFEE MARKET.

The Lewin-Meyer Co. say:

The market is quiet. Buyers are holding off until the result of December liquidation in New York shall be known. Coffee in first hands is firmly held.

"Our report from Central America is to the effect that Guatamala and Costa Rica will have small crops while Salvador will have a large crop."

C. E. Bickford reports in his circular for November:

"Increasing receipts at the Brazilian ports with steadily receding prices for actual coffee in New York, at this writing showing a net decline since October 6th, of ⅛c to ¼c per pound, have contributed to another month of slow business here in Central Americans. Although dealers have been reluctant purchasers there has been no noticeable pressure to sell first-hand holders being also inclined to await developments rather than accept a materially lower basis, and prices remain practically the same as those of a month ago, with a natural tendency under the circumstances in buyers' favor on occasions. Advices as to the 1905-06 Brazil crop are conflicting and uncertain, some indicating a disposition to increase former estimates of 10,000,000 to 10,500,000, while others say rains are much needed and prospects, in their opinion, less favorable in consequence."

New York, November 2nd.—Willet & Gray report:

"New York is now the cheapest market for coffee in the world, although the necessities of the trade for supplies are very great and already consumption has gone far ahead of production, while the actual supplies are held in strong hands and coffee holdings, for legitimate investment, is better value than many other first class staples. Although Brazil, during the first four months, sent down more than 5,759,000 bags (which was more than one-half of the current crop) and Europe and this country in the same time have taken out 5,350,000 bags from their own seaports, yet the interior of both countries stands in need of supplies. In the next eight months the world can only count upon 4,250,000 bags of new supplies from Rio and Santos and 3,000,000 from other sources, making a total of 7,250,000 bags, while the consumption, if no larger than prevails at present, will amount to 11,200,000 bags, which leaves a difference of nearly 4,000,000 bags drawn from the world's available supply. From all that is known about the Brazilian plantations and the condition of the trees, it is not a question of how big the next crop will be, but how small it may be. A great deal depends upon the weather. Current reports are not favorable."

TEA.

M. J. Brandenstein & Co. report the following advices on Japan tea, dated Yokohama, September 30th:

"Third crop teas have been marketed and fourth-crop pickings are arriving in very small quantities, which indicates that the entire crop this season will be an extremely small one. Prices have gradually advanced during the past three weeks and are at present 3 yen per picul higher. Low grades have been in strong demand both for export and home consumption, but as the supply has been limited prices have advanced to such an extent that low grade teas, particularly baskets, considering style and quality, are entirely too high for the American market. Quality has been disappointing on account of the unseasonable weather. Style in general is inferior to teas of last season."

RICE.

M. Phillips & Co. say.

"The market on Japans has reached $5 and a further advance is looked for. We have advised buyers to stock up continually for the past sixty days, but the retail trade seem to think there will be a decline when the new rice comes in. For the information of the trade we would say new rice has been in for the past six weeks, and we consider rice cheap at present prices, and advise buying for future.

"**Carolina rice** is again up an eighth of a cent.

"**Honolulu Rice**—This rice has again taken a strong hold with the trade; it is the best value in the market. Several years ago it was the only rice sold on the Coast and in 60 days it will again be sold in every retail store on the Coast."

Tokio, Japan, Nov. 2.—The latest official estimated shortage of the rice crop this year is nearly 14 per cent less than the average crop, and 25 per cent less than the crop last year. A private estimate makes the shortage still more. It is believed that the Government will rescind the import duty on rice.

New York, Oct. 31.—Dan Talmage's Sons Co. report:

"The market for the week has been very brisk, sales running up to maximum figures for the season. Honduras has been in active request, but the larger transactions have been in Japans, for which there is an eager demand. Prices are well sustained in consequence, especially as holders are unable to get resupplies except at an advance over cost of recent arrivals.

"Advices from the South note strong market on the Atlantis Coast, offerings not large and sales made only at full figures. At New Orleans there is an active demand with firm tone on all styles. Japan sorts have advanced and the highest prices of the season secured. Medium grades of Honduras are in scanty supply and are quickly absorbed at full prices.

"Cables and correspondence from abroad note firm tone, with improved demand."

CANNED FRUITS.

New York, Nov. 7.—Canned fruits of all varieties are strong. Advance in peaches is expected.

CANNED TOMATOES.

New York, Nov. 7.—Tomatoes are quiet and unchanged. More sellers are offering tomatoes at 95c, factory.

Baltimore, Md., Oct. 27.—The "Trade" reports:

"Every day that passes shows that the amount of tomatoes secured throughout the United States during the past season was scarcely sufficient to supply the demand. The market, however, is very quiet. The general opinion is that the buyers intend to allow it to remain in that position until they manage to get control of the bulk of the stock in existence. This will take almost from now to January 1st. Meantime every effort will be made to lessen the price. Once they are in possession of the goods, however, the advance will come rapidly. The natural conclusion is that we will have higher tomatoes from January until the usual crop season."

The New York correspondent of the "Trade" reports:

"Occasional offerings of tomatoes are made on the basis of 95c for full Standard Maryland 3's. No large lots are available at that figure. All the large holders are quoting 97½c to $1 f. o. b. factory. Seconds, 3's, are quoted at 82½ f. o. b. factory, although nearly all holders quote 85c."

CANNED CORN.

Baltimore, Md., Oct. 27—The "Trade" reports:

"Much attention has been attracted of late to corn and buyers are taking all the stock of fine quality offered at low prices. There is a stronger inquiry and the market is in a better position than last week. New York State corn is selling at 55c to 65c. Western corn is quoted at 45c and last year's carry over at 40c. The Western packed corn is fine stock and well put up. The reduction in price is simply because buyers saw their opportunity and also resolved that they would take no risks."

CANNED PEAS.

Baltimore, Md., Oct. 27.—The New York correspondent of the "Trade" says:

"The market is strong in all varieties and grades. Of late, the demand has increased and buyers do not seem to have satisfied their wants. Brokers say that anything that will pass muster under 70c is taken up almost immediately. Supplies of goods at that price have become small and the market tends upward sharply."

DRIED FRUITS.

New York, Nov. 7.—Spot prunes are in fair demand with 7c quoted for 40's and 6½c for 50's in 25-lb. boxes. N. Y. Brokers are predicting great scarcity in the raisin supply in New York before the holidays, owing to light buying for shipment from the Coast. Peaches and apricots are strong with a fair jobbing demand. Figs have advanced ½ to ¾ at auction. The supply is temporarily light and the market is excited owing to short shipments and the fact that the Smyrna market is strong and advancing.

RAISINS.

Fresno, Nov. 6.—The Raisin Growers' Combine closed down the seeders of the California Fruit Canners' Association Saturday by an injunction issued by Judge W. W. Morrow of the U. S. Circuit Court on the ground that it was an infringement upon the patents controlled by their company. The Raisin Growers had to put up a bond of $10,000. On Monday the California Fruit Canners' Association started two more seeders which they claim do not infringe on the patents. As the California Fruit Canners' Association is the chief rival of the Raisin Growers' Combine, the stopping of its seeding facilities would virtually give the members of the Combine a monopoly on the raisin packing business.

Fresno, Nov. 6.—M. J. Tarpey, vice-president of the Raisin Growers' Combine explains the raisin situation in an open letter, in which he says:

"The California raisin crop for 1905 will not exceed 10,000 tons including Sultanas and Thompson seedless. Our association will control upwards of 23,000 tons. This year's crop is about 65 per cent of a full crop.

"There is usually shiped out of California each year before January 1st, about 10,000 tons of raisins for the holiday market. If we had a demand equal to the usual demand, there would not be a ton of raisins left in the State after January 1st.

"There was a carry over of 25,000 tons of raisins on January 1st, 1904. The new crop amounted to 35,000 tons in addition. This made about 60,000 tons of raisins which were consumed in 1904, since the carry over for 1905 was only about 5,000 tons. Since the 1905 crop was only about 40,000 tons, this makes available for consumption in 1905-06 only about 45,000 tons, which is only three-fourths of what was consumed during the previous 12 months.

"The fact that there was no association to steady prices during the year 1904 makes it impossible to compare the prices of 1905 with those that prevailed during 1904.

"Our company controls the output of seeded raisins having secured at heavy cost upwards of 90 per cent of all the seeding facilities in the country. The aggregate seeding capacity of all the seeders outside the combine amount to only six cars per day. It is a known fact that seeders outside the combine are promising deliveries far beyond their capacity to fill. Jobbers are being deluded in the expectation of receiving seeded raisins within a certain time, which cannot be supplied because it is a physical impossibility for the outside packers to deliver the goods in time to make them of any use to the buyers.



U. S. Government Inspected.
For Quality, Unsurpassed.

WESTERN MEAT COMPANY
SAN FRANCISCO, U. S. A.

Our company, on the other hand, has the capacity to deliver goods to our customers in time to supply the holiday trade. We can truthfully say, without boastfulness, that the jobbing trade cannot be otherwise supplied.

"We have absolutely protected our customers against a decline in prices until January 1st, 1906. We did this because we wanted to give them every assurance that there would be no fluctuation. We dare do this because the present statistical situation makes our position the only feasible one. The shortage in the crop, together with the smallness of the carry-over authorizes the higher prices we are required to charge. The prosperous condition of the country is the best guarantee to the jobber that he will have no difficulty in disposing of the goods at the higher prices."

New York, Nov. 2.—It is now thought that Eastern jobbers have not bought enough raisins for their holiday trade. Many of them are depending upon the outside packers for their supply. The outside packers have not nearly enough seeding facilities to satisfy the demand or fill their orders in time. This fact, taken in conjunction with the delay in transportation, makes it probable that there will be a raisin famine in Eastern jobbing circles.

PRUNES.

Salem, Or.—H. S. Gile, president of the local Prune Association, says:

"There is no danger that the present high prices for prunes will weaken, since there are not 50 carloads left unsold in the whole State of Oregon."

DRIED APPLES.

Watsonville, Cal.—Upwards of 125 carloads of apples were handled by the fruit driers of this valley this season.

Reno, Nev.—The apple crop in Nevada was practically a failure this season, for the first time in many years.

WALNUTS.

New York, Nov. 7.—All imported walnuts are strong and active. Spot stocks are light.

Pomona, Cal., Nov. 4.—Buyers of walnuts in this locality are having difficulty in securing the quantity of first-class nuts desired. Although the walnut association fixed the price for the best graded quality at 13c per pound, there are few firsts to be found. A number of growers are selling their crops ungraded. Many of the nuts show the effects of spots or sunburn.

CANNED SALMON.

Seattle, Wash.—The Pacific-American Fisheries have advanced the price on all unsold portions of its pack of sockeyes 10c per dozen for flats and 5c per dozen on talls, half pounds, and other classes, for the purpose of holding for spring advances. E. D. Deming, general manager, says:

"Fully three-fourths of the sockeye pack of the Sound has already been sold at the established market price. The stocks sold cleaned up the holdings of those who were financially weak. The remaining one-fourth is in strong hands and will probably not be sold until spring unless buyers meet the advanced prices at an early date. All canned salmon is bound to advance and there is a strong probability that sockeyes will go even higher than the advance we have set before spring time."

New York, Oct. 30.—Philip F. Kelley of the Kelley-Clarke Co. of Seattle says in a "Journal of Commerce" interview:

"We have never seen the cheaper salmon cleaned up so thoroughly as it is at this time. We are the largest handlers of pink salmon on the Coast, but our stock is completely exhausted except for a small quantity of 1904 pack, on which we have just advanced the price from 70c to 75c f. o. b. Tacoma. Our stock of medium red is gone and we have no chum salmon left. We have an order for 5000 to 10,000 cases of pink for private label which we cannot fill, as while we have a few old left we do not care to strip them to put on a new label. We have been offered as much as 67½c Coast for chums, but there is none to be had. We have very little red Alaska salmon left. Orders for 40,000 cases that would have netted us 87c on the Coast we have been compelled to turn down, as what stock we have we prefer to hold for filling in orders from our trade next spring. Sockeye salmon also is very well cleaned up. About 70 per cent of the pack has been sold."

J. K. Armsby says of salmon.

"The situation is a very strong one. There have been most extraordinary sales and a heavy consumption. For the first time in the history of the business the market at this season of the year is closely cleaned up. In spite of the high opening prices there are few sockeyes left. The Alaska Packers' Association, which packed 5000 cases more than did the Pacific-American Company, the next largest packer on the Puget Sound, with 195,000 cases, is entirely sold out. The last named company's stock is closely cleaned up and other packers have little left. I predict for next year $1.50 on talls, $1.65 on flats and $1 on half pounds. Columbia River next year will open at no less than these figures, and I look to see an even higher market on Chinooks, say $1.60 for talls, $1.75 for flats and $1. The fact is, the freezers and picklers are making great inroads into canners' supplies of raw fish—they are taking everything in sight. It is not because fish were short on the Columbia River that canners did not make their usual pack. The salmon was taken for freezing and pickling. They also invaded Puget Sound and took more for their purposes than ever before. The fact is that there is an immense and growing foreign demand for salmon in light pickle. When they get it to the other side it is smoked and becomes a most important food supply, because of the great scarcity of meat. I expect that the export of this pickled salmon will figure more and more prominently in our foreign trade."

Seattle, Nov. 4.—T. J. Gorman says:

"Cohoe and chum canned salmon, and, in fact, all of the cheaper grades, are in big demand at the present time, with a shortage on this class of fish of at least 60 per cent over the pack of last year. The cohoe pack has been completed, and there is hardly a case left unsold with the heaviest demand that has been known in years. While the pack of chums will not be completed until the last of November or the early part of December, it is safe to say that this grade will be 60 per cent short of last year, and that it will be impossible to supply one-half the demand for this fish. The present price being offered for chums is 67½c a dozen, but not a case can be secured now for less than the market price, and there is a strong probability of a further advance, as some of the companies have displayed a tendency to hold the remainder of their packs against the big demand."

Seattle, Wash., Nov. 6.—Jas. F. Barrow says:

"Present conditions in the salmon business indicates that the concerns packing salmon in Alaska will have the best season next year that has been known since the wild days of speculation in the canning business. There were only about 200,000 cases of pink salmon packed in Alaska this year, as compared with 800,000 in other years. With the present big demand for the cheaper grades of fish and with hardly a case on the market at the present time, and a short season on the Sound next year, Alaska salmon will be in big demand, and the canneries should be able to establish a price that will mean a good profit. Most of the concerns that packed in the North this year lost money. The cut made by the Alaska Packers Association on the pink salmon, just before the opening of the season, demoralized the market on cheap fish, as most of the companies were unable to hold, and sold their packs at the low rate, leaving practically no pinks to meet the present demand. The same thing may be said of Alaska reds. The conditions of the past few years have been a sad experience to the salmon packers, but the lesson has been learned, and conservatism rather than wild speculation will prevail in the future."

FISH.

New York, Oct. 30.—Strohmeyer & Arpe Co. report:

Holland Herring have declined. Shipments coming here more freely. Demand is only fair, but this is likely to improve when the co'd weather sets in. Market very quiet here and in Holland, and if disturbances in Russia continue,

(Continued on page 24.)

ADD TO YOUR

PROFITS

BY SELLING

Plymouth Rock

GRANULATED

GELATINE

IT IS THE **BEST** and **PUREST** MADE.
Granulated and can be measured with a spoon.
Free from Odor and Taste.
Endorsed by Physicians and Housewives everywhere.

AND THE MARGIN IS SATISFACTORY.

FIGURE IT OUT

With 3 dozen packages at $1.10, we give 1 dozen free.
This makes 4 dozen for $3.30 or

Per Dozen 82½c

It sells at 10c or.....$1.20

By the gross, it costs $12.50 with 4 dozen free.
This makes 16 dozen for $12.50 or.....per dozen, 78c

It sells at 10c or.....$1.20

FOR ADVERTISING-- With each dozen is given 12 sample packages, each of which will make 1 pint of jelly.

FOR SALE BY ALL JOBBERS

FRED. F. HOBBS CO.

Merchandise Brokers

AGENTS

95 Market St. (Buckley Bldg.)

SAN FRANCISCO, CAL.

JAMES M. ELLIS

NOTARY PUBLIC

AND

Commissioner of Deeds

FIRE AND MARINE INSURANCE EFFECTED

323 Montgomery Street

Residence 1233 Geary St.

Tel. Main 5925. SAN FRANCISCO

WHITTEMORE'S POLISHES.



The World's Standard.	
"Gilt Edge" dressing, blk.	$24 00
"Boston" Waterproof Polish (for men's and boys black shoes)	24 00
"Boston, Jr." 10c. size	10 00
"Dandy" Russet Combination	24 00
"Star" Russet Combination	9 00
"Dandy" Russet Paste	9 0
"Red Box" Russet Paste	5 00
"Champion" Black Friction Polish	24 00
"Champion, Jr." Black Friction Polish.	10 00
"Elite" Combination (for box calf, black vici kid. etc.)	24 00
"Baby Elite" Combination (for box calf, black vici kid, etc.)	10 00
"Elite Paste" for box calf (two sizes)	$9 00 5 00
"Superb" Patent Leather Paste	9 0
"Blue Box" Patent Leather Paste	5 00
"French Gloss" (in cartons, for ladies' black shoes)	9 00
"Royal Gloss," 4 oz. (for ladies' black shoes)	8 00
"Bossola" Waterproof Paste Polish, large	9 00
"Bossola" Waterproof Paste Polish, small	4 50
"Quick White" perfectly cleans dirty white shoes (two sizes)	$24 00 10 00

Cigars and Tobacco

TRUST AND NAVY CONTRACT.

After Consulting With Former, Date of Receiving Bids for the Sailor Boys' Tobacco Is Changed.

Washington, D. C., Oct. 24—The Navy Department, which recently wrote to the tobacco trust and inquired what season of the year the trust would consider the most convenient for the department to advertise for bids for supplying 150,000 pounds or more of tobacco for the use of the men in the navy, has made a most radical departure in fixing the date on which bids will be opened for Tuesday, November 7, at 10 o'clock in the morning.

It has been the custom from time immemorial, for the Navy Department to advertise for and receive bids for tobacco supplies for the blue jackets in the spring of the year, usually in the month of April. This custom has always given general satisfaction, but now, after formally writing the trust to inquire what season would be most convenient for submitting bids, a change has been made from April to November.

The reception of bids for supplying the navy with tobacco was for many years hedged about by certain laws and regulations which long experience had shown were necessary to insure a square deal for the different manufacturers who desired to submit bids.

One of these rules was to the effect that if any one individual, firm or corporation submitted more than one bid, all of the bids submitted by such individual, firm or corporation should be rejected. This system was rigidly lived up to until last spring, when in order that the independent manufacturers might be discriminated against in favor of the trust it was thrown to the winds.

When the independent manufacturers who had submitted bids in good faith ventured to protest, they were given a formal hearing, and then shown the door, while the trust was allowed to retain the contract for furnishing the navy with tobacco.—Tobacco.

TRUST ACTIVITY.

The Tobacco Trust is more and more showing its teeth, and is now threatening the independent dealer more viciously than ever.

The United Cigar Stores Co.'s stores have for many months been a menace to the regular trade of all our big cities, but now comes the project of opening a line of grocery stores under the control of the trusts, and a special effort to bring the drug interests of the country to take up the fight of the trust for trust goods against the independent dealer and manufacturer. It remains to be seen what the end will be, but if the independent dealers remain quiet that end will not be far off nor hard to predict.



EHRMAN BROS. & CO.,
S. F. Distributers.

MENACE TO INDEPENDENTS.

Trust to Work Through Cut Rate Drug Stores.

The tobacco trust has perfected far reaching plans to work hand in hand with the cut-rate drug stores throughout the country, says Tobacco

This is to be done through the recently organized auxiliary company, known as the National Cigar Stands Co., of which George M. Gales, for a number of years past an official of the trust with his personal headquarters at 111 Fifth avenue, is to be vice-president and general manager.

A beginning along these lines has already been planned in Boston and Philadelphia, although the matter has not yet been publicly announced.

In Boston a deal has been made with Jaynes, the most notorious cut-price druggist in that section. Jaynes has long been a ruthless butcher of cigar prices in Boston, and it is undoubtedly due to him more than any other one man that Boston has long held the unenviable reputation of being one of the worst cities in America for price-cutting on popular brands of cigars, with scores of places offering well known ten-cent propositions—goods costing $65 and $70 at wholesale—at seven cents each.

CIGARS AT THE BANQUET BOARD.

The banquet season is now at hand, and dealers who watch their opportunities should be able to occasionally exploit their leading brands of fine cigars in connection with these festal occasions.

In every city there are held various banquets which attract more than ordinary attention. These affairs are reported at considerable length in the local newspapers and are a current topic of conversation in the town where they occur.

At nearly all of these banquets some particular brands of cigars is served, and the wideawake dealer who handles that brand can always make considerable capital of the fact if he goes about it in the right way. The more important the banquet the more prestige the dealer can gain if the brand of cigars which he makes his leader are served.

It is, of course, known to the dealer in advance if a brand of cigars in which he is interested is to be smoked at a particular banquet, and he should make arrangements to have mentioned in the newspapers containing the account of the banquet, and probably printing several columns of the speeches of the distinguished guests, that such a brand of cigars was smoked. If the newspapers will not incorporate this in their regular reports, it might be well to go to the expense of having it printed as a paid advertising notice.

Then he can follow this up by having in his window the day following the banquet an attractive display of the brand in question, with a neatly printed window bulletin announcing that it is the brand of cigars enjoyed by the guests at the banquet.

The newspaper paragraphs referring to the brand in connection with the banquet can also be clipped out, neatly gummed upon a piece of cardboard, and placed in the window with the display.

Of course, all this takes time and trouble, but for that matter so does any sort of effective advertising. It is the dealer with the requisite energy and enterprise for taking just this sort of trouble that is bound, in the long run, to get the business away from his competitor, who lacks the enterprise and energy to undertake such things.—Tobacco.

PROSPEROUS CIGAR HOUSE.

Rapidly Winning Over All Rivals.

The Tampa firm of A. Santaella & Co. justly ranks as one of the most enterprising and progressive cigar manufacturing houses in the United States, and for that matter, in the entire world. A comparatively young firm, their success has been nothing short of phenomenal. "The best there is, and all the time," and "We do the best we can for our customers all the time," are leading ideas in the business operations of this notable firm of clear Havana cigar manufacturers.

Their Tampa factory is a gem in a setting of grassy lawn and tropical verdure. Everywhere neatness, system, good order and refined taste prevail. That their high-class, up-to-date methods are appreciated by the trade throughout the country is evidenced in the wonderful success of their Optimo cigar, the growing demand for their goods and the general satisfaction which smokers have shown as they puffed the fragrant Optimo.

"Optimo! My Optimo!
What joyous smokes thou'st brought me,"

is the refrain all along the line.

To Sol Hamburger, the business partner of the firm of A. Santaella & Co., with headquarters in Chicago, is due in a great measure the remarkable success of this progressive house and the widespread demand for their cigars. Mr. Hamburger knows how, when and where to sell cigars in quantity. He knows how to reach the trade successfully, and has original and "fetching" methods of leading the public thought to their Optimo cigar.

Mr. Hamburger passed his early life in Bavaria, and has been schooled and trained in the best business methods of two countries. He is endowed with keen observation and an aggressive nature. He has a most winning personality that captures trade, and he is ever on the alert to agreeably meet the demands of the exacting community of smokers, hence his really wonderful success in pushing their Optimo cigar.

With that princely cigar manufacturer, Don Antonio Santaella, at the factory, and Sol. Hamburger to manage the sales, this firm presents a combination of rare strength and business talent.—Tobacco.

In the first three months of the present fiscal year the increase in the output of cigars was 87,052,924 cigars over the corresponding period of 1904.

William Devereaux, the baseball player, is opening a cigar and tobacco stand at 1007 Broadway, Oakland, where he will have a special brand, which he will call the "Hee Haw Havana Superbas."

James L. Jerichau, 131 Larkin street, is one of the dealers who does a very considerable jobbing business. He has the nerve to buy in quantities and has the ability to place the goods after he has them in stock. He has made a decided hit with the Pabllco and Rough Riders and his sales of Gold Crumbs foot up over 100 pounds a week.

E. A. Allenburg has not yet gone into business as a professional hypnotist. Eddie says it is not necessary as long as they keep quality in the Kadee cigarette, because the quality of the goods leaves nothing for the salesmen to do but check up the orders.

BLACKSTONE'S INKS

BEST TO BE BOUGHT — KEEPS IN ALL CLIMATES



Blackstone Manufacturing Co.
(Incorporated)
MANUFACTURERS OF
WRITING FLUIDS,
Mucilage, Shoe Polish, Shoe Paste, Shoe Dressing and Liquid Glue.
Office and Factory,
1960 Howard St. San Francisco
Telephone Capp 1111.

Call for ASTI WINES

PRODUCED BY THE ITALIAN SWISS COLONY

Dry Wine Vineyards, ASTI, Fulton, Sebastopol, Cloverdale, Sonoma County, Cal.
Sweet Wine Vineyards, Madera, Madera County, Kingsburg, Fresno County, and Lemoore, Kings County, Cal.
Office and Salesrooms, Cor. Battery and Greenwich Sts.
Vaults, 1235-1267 Battery St. 101-169 Greenwich St. 1334-1336 Sansome St., S. F.
P. C. Rossi, President Telephone Private Exchange 448. A. Sbarboro, Secretary

A. VIGNIER CO.
429-431 Battery Street San Francisco
IMPORTERS
Sardines, Olive Oils, French Preserves, Washing Blue, French Castile Soap: Clover Leaf, Virgin, Dahlia, mottled, Wines and Liquors—A. V. H. Gin—imported goods only.
Sole Agents for the Genuine CLICQUOT Champagne
Only the GENUINE, Imported direct from France, bears Vignier's LABEL

News of the Coast.

CALIFORNIA.

San Francisco—W. H. Garrison has purchased the grocery stores of Faber & Co. at 119 Taylor street and at Fillmore and McAllister streets. Mr. Faber will hereafter devote his energies to expanding the business and usefulness of his Polk and Bush street stores.

Glendora—The growth which has attended the retail grocery trade in this section the last few years has kept pace with the progress and advancement of our city. A prominent house in his line is that of the new firm of W. G Hall & Co., who recently purchased the J. D. Dyer grocery, and they have further added to their large stock by purchasing the large stock of groceries and dry goods of Perry & Richardson. They are now busily engaged in moving the stock into their own commodious and handsome quarters, giving them one of the largest and best assorted stocks of general merchandise in the valley.

Hemet—D. W. Gauld will open a grocery store.

Long Beach—On October 14 Mr. Richards rented a small building at the corner of Fourth street and Pacific avenue to Thomas M Thompson, who stated that he was about to open a grocery store there. The same day that he rented the store Mr. Thompson started for Los Angeles to purchase a stock of goods. He has not been seen or heard of since. A few days later several boxes from a wholesale grocery concern arrived in Long Beach but as they were not called for were returned by the express company.

Los Angeles—C. D. Lewis, who a few weeks ago sold his grocery store on West Washington street, near Figueroa, Los Angeles, is this week buying an opening stock which he will establish at 2801 East Fourth street, in Boyle Heights. Lewis will stock not only groceries, but dry goods and notions.

Los Angeles—The Telford Grocery Company, one of the largest and most progressive stores on West Pico street, has sold to Bowen & Herkett. The new proprietors have employed E. T Wade, an experienced grocer, who up to a short time ago, owned a store at 1238 West Seventh street. Charles C. Pitzer, 1701 East Washington street, has sold his business to J. H. Welden. Mr. Welden has lived in Los Angeles for several years, but has never been in the grocery business.

Los Gatos, Nov. 2—A terrific gas explosion occurred in the north show window of H. S. Beckworth's store this morning, blowing out the entire window Mr. Beckworth was at work at his desk adjoining the window when the explosion occurred, but fortunately at the instant of combustion his back was turned toward the window and he escaped injury, though he was nearly knocked down by the great force of flying glass, pieces of sash and window frame. The large panes of plate glass and the glass in the sash doors were broken into thousands of pieces and scattered over the sidewalk and nearly half the store floor. It appears that the gas jet in this window, which has not been used for some time, leaked, and in testing the new pipes just put in on the second floor, caused the explosion below. The loss must have been several hundred dollars, the heaviest part of which falls upon the owner of the block, George W. Scott.

Monrovia—Frank J. Cornes, the grocer, who will occupy the Bartle building, when completed, will have a large corrugated iron warehouse erected in the rear for storage purposes.

Oakland—Albert N. Denison has purchased an interest in the grocery firm of W. H. Campbell Co., Inc

Pasadena—The Canadian California Tea Company is opening a store here.

San Diego—A. J. Simpson has sold his grocery store to H. M. Branson.

Santa Monica—V. L. Geach has sold his grocery store next to the post office to F M. Nickell, who was a member of the City Council of Los Angeles for eight years, and comes highly recommended as a business man.

IDAHO.

Heyburn—I. H. Imes has bought J. A. Jenson's grocery.

Lewiston—Lang & Co., wholesale grocers, have let a contract for a building for their own occupancy, 50x87 feet, to cost $12,000.

Moscow—Martinson & Sons, grocers, have sold out their business to Thomas Foglesong and W. L Miller. The new proprietors are from Cache, Oklahoma. These gentlemen are experienced in the trade and say that they will carry a line of groceries never equaled in this city.

MONTANA.

Great Falls—G. W. Ryan, grocer, had a warehouse burned last week.

Lewiston—J. E. Hopkins has retired from Hopkins & Sons, grocery.

Missoula—Bonner & Price, grocers, have dissolved.

OREGON.

Ashland—Mrs. H. A. Palmer has sold her interest in the firm of H. A. Palmer & Co., grocers, to C. H. Capellas.

Eugene—A. H. Smith has sold a half interest in his grocery store

Pendleton—D. Kelmer & Son, grocery dealers, have sold out to Gordon & Harrison. Grays Bros.' Grocery Co. have incorporated.

Portland—A. V. Edwards' grocery store has been sold to R. J. McGuire. H. Kent will start a grocery

Woodmen—O. B. Wirt, grocer, has sold out to C. Addison.

WASHINGTON.

Aberdeen—Wheeler Bros., grocers, and Kashner Bros, meats, have let the contract for the construction of a one-story brick building on the grounds from which they were evicted in clearing wooden structures out of the fire limits, and will occupy the quarters when completed.

Hillyard—C. W. Cramer has bought the Cannondale grocery store and will put in a stock of general merchandise in the near future

North Yakima—W. A. Duncan's grocery store has been taken possession of by creditors, most of whom are coast wholesale houses. Extensive credit business and poor collections are responsible for the failure.

Odessa—A. E. Faust of Spokane has accepted the management of grocery department of the Big Store.

Spokane—The Tracy Grocery Co. has bought the Metropole Grocery and will continue it at the same location. I. P. Palmerton has bought J W. Baker's grocery. W. H. Teel has purchased Jas. W. Jones' grocery store.

Sumner—Hocking Bros., grocers, have installed a cash carrier system in their store.

Wallace—Mr. Armstrong has opened a grocery store.

BRITISH COLUMBIA.

Vancouver—Kendall & Caspell have bought J Phillips' grocery. The H. A. Edgett Co. has started a large retail grocery.

Carnation

IS THE

BEST Evaporated Cream

A commendable record establishes that fact. It is the MODERN METHOD, and has increased your business by enabling you to be the milkman to most of your customers.



The Purity and Richness of "Carnation" Cream



has been officially recognized and endorsed by State and Municipal Boards of Health as well as by the United States Government.

It is enjoying universal favor and patronage. Large quantities are being exported to foreign shores.

"Carnation" Cream was awarded a Gold Medal at the Lewis and Clark Exposition, Portland.

The evidence herewith presented is sufficient to convince even the most skeptical that there is no easier, quicker or safer way to advance your own interests than to push "CARNATION" CREAM.

PACIFIC COAST CONDENSED MILK CO
Manufacturers, Seattle, Wash.

SPOHN-PATRICK COMPANY
Agents, San Francisco, Cal.

Babbitt's Standards.

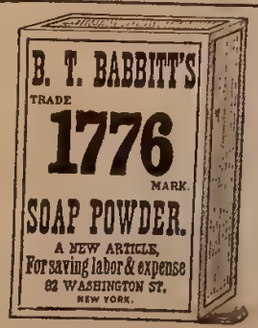
ALWAYS UNIFORM!
ALWAYS RELIABLE!
ALWAYS THE BEST!



B. T. Babbitt's Concentrated Lye,

The ready soap maker—a powerful disenfectant—an excellent fertilizer for dipping prunes, spraying trees, etc.

Manufactured by
B. T. Babbitt, (Inc.) New York City.



The C. B. JENNINGS CO., Agents, 121 California St., San Francisco, Cal.

Jacobson, Reimers & Co.

210-212 Davis Street

DISTRIBUTERS OF

Fancy Butter and Honey

Dairy Butter and Eggs

Produce Market

THURSDAY AFTERNOON

BUTTER.

The butter market is rapidly firming, with quotations unchanged.

California creamery, extras	29	30
" " firsts	25	26
" " seconds		24
" dairy, extras		
" " firsts		
" " seconds		
Store butter	19	20
Storage	25	26
" Creamery extras		25
Pickled	22½	
Keg	23	

EGGS.

California ranch eggs are higher; all grades are firmly held with the tendency upwards.

California Ranch white	52	53
" " mixed colors	45	47
" Gathered,	27	35
Standard		
Seconds		
Eastern, selected	26	27
Standard	22½	23
Seconds	19½	21
Storage, Cal. Selected	28	30
" " Standard	26	27
" " seconds		
" Eastern Selected		
" " Standard		
" " Seconds		

CHEESE.

The cheese market is firm, and California factory and New York factory are higher.

California full cream	15	16
" choice	12	13
" common	Nominal	
Young Americas	15	
Eastern full cream	16½	17
Oregon		

POULTRY.

Young chickens are in heavy demand. Turkeys are higher.

Turkeys, young live	21	23
" old gobblers	21	23
Dressed Turkeys	23	27
Roosters young, per doz	5 00	5 00
" old "	5 00	
Hens	5 00	6 00
Fryers, per doz	4 00	4 50
Broilers, per doz, large	3 50	4 00
" " small	3 50	4 00
Ducks young	4 00	5 00
" old	4 00	5 00
Pigeons, young	2 00	2 50
" old	1	25
Geese' per pair, old 1 50 2.00; young	1 50	2 00

BEANS AND PEAS.

The crop of limas is estimated at 1,000,000 sacks, but the demand is exceptionally heavy, with the result that prices are firmer.

Small Whites	$ 90	$ 10
Large "	2 00	2 25
Pea Bean	3 25	3 75
Pink	1 65	1 90
Horse	1 20	1 40
Red	3 00	3 50
Kidney	3 25	3 60
Lima	3 65	3 75
Bayos	3 25	3 50
Butter (large)	nominal	
Black Eyes	4 25	4 50
Dried Green Peas, per 100 lbs	2 25	2 50
" Niles " " " "	2 00	2 40

POTATOES AND ONIONS.

The potato and onion market is active, due to a big shipping demand.

River Burbank	45	70
Salinas " No. 1, 80c-$1.00;	No 2, 60c	
Oregons, New	1.05	1.15
Merced Sweets	Nom.	
Australian onions	Nom.	
Red (new	Nom.	
Yellow (new)	90	1 00
Garnet Chili	Nom.	

Continued from page 21.

there will be less demand for herring there, and if no sales to Russia, Holland must reduce their prices for herring, to move them elsewhere than in Russia.

Scotch Herring—Firm and quiet

Irish Mackerel—Dull, as they cannot compete with Norwegian mackerel, which are much better in quality and comparatively cheaper.

Norway Mackerel—Somewhat higher and not much remains to be shipped from Norway. Here Norway mackerel are in the firmest possible hands, and there is virtually nothing unsold of small 2's, and those are moving lively, much more so than usual at this time of the year. This is only natural owing to the comparatively very low price ruling now for Norways.

Imported Sardines—There is no change in the situation. France has no catch, neither has Portugal, nor has Norway. Of sprats there are a few caught, but prices are high. Demand very good.

Norway Sardines are decidedly higher and scarce. Some brands are sold out for the season and there is not one of the large reliable packers in Norway that will be able to supply the trade this season with smoked sardines enough to supply the demand.

MACKEREL.

Wieland Bros. say:

"Norwegian mackerel, bloaters and ones, are very scarce. Bloaters are practically unobtainable. Higher prices are looked for."

CHEESE.

Wieland Bros. say:

"Martin's New York State factory cheese is advancing at a rapid gait, owing to a scarcity of fancy October stock."

HAY.

Somers & Co. say:

"Choicer grades of both wheat and tame oat continue in active demand and in very light supply. The medium and lower grades are dragging a bit. Prices show no change except that there is no barley or oat hay."

CANNED TOMATOES.

Statistical Position as Given by Leading Packers.

New York, October 28—At a meeting of the Tri-State Packers' Association, held to ascertain the size of the tomato pack in New Jersey, Delaware and Maryland, which make two-thirds of the entire pack of the country, full reports were received from the tomato-growing counties of the three States as well as from Baltimore. The figures show that the 1905 pack in that section will not exceed 60 per cent of that of 1904, and that there is not now in the hands of the packers more than 35 per cent of this season's pack. Information received by the association from the West showed that, while the Western pack was no larger in proportion than that of the territory included in the three Atlantic Coast States above referred to, the Southern pack fell far short of it, so that the association confidently believes that the 1905 pack in the United States will not exceed 60 per cent of that of 1904, which was approximately 9,000,000 cases. The pack of tomatoes in Utah this season was almost a failure. Indiana will furnish no comfort to the bears. The returns are irregular, the heaviest packers in the State not varying much from last season. Twenty-eight factories report 408,903 cases, against 484,434 cases in 1904, a shortage of 75,531 cases, or little less than 16 per cent. William Nunsen Sons estimate the Baltimore pack at 1,250,000 cases. Delaware is behind last year, reported at 646,110 cases; claimed by some packers in the State to be too small. Eleven factories reporting 127,333 cases in 1904, put up 75,064 cases this year, a decrease of 52,269 cases, or over 41 per cent.

STULZ ELECTED.

Continued from Page 5.)

the success which came on the following Tuesday night. There were many other addresses which resulted in plans being made which undoubtedly added materially to Mr. Stulz's vote.

Among those who contributed with funds and influence towards helping make the rally a success were: Robinson & Knox, Connolly Bros., Doyle & McGowan, Carl Grandeman, Emmett Dunn, H. S. Elliott & Co., P. J. Kennedy, H. W. Burmester, J. M. Sullivan, J. P. McGuire, D. F. Keefe, Advocate Publishing Co.

Mr. Stulz has been the recipient of many congratulations. The office to which he has been elected is one of the most dignified in the gift of the city. It requires a business man of shrewdness to conduct it.

The remuneration is very satisfactory. The amount depends entirely upon fees and varies from $1000 to $5000 per month. As the duties of the office require only a small portion of each day's time Mr. Stulz will be able to fill the requirements of the position without taking too much of his time and thought away from his extensive grocery business.

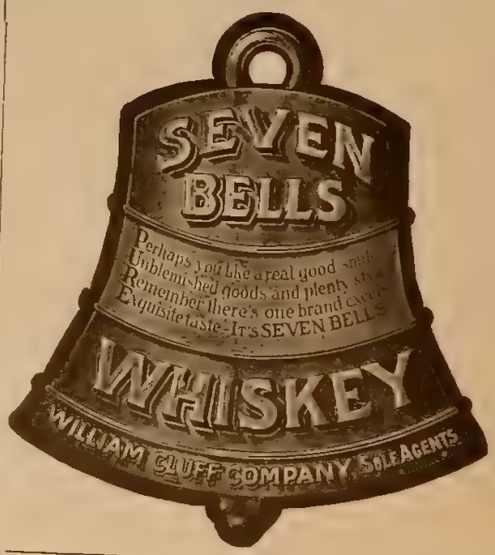
The Advocate extends its congratulations to Mr. Stulz for the splendid testimonial of his popularity and confidence given him by his fellow citizens. We also extend our congratulations to the city of San Francisco for having secured Mr. Stulz as Public Administrator, since he will, without question, prove the best Administrator that San Francisco has ever known.

PACIFIC STORE AND OFFICE FIXTURE CO. INC.

TEL. BLUE 2571 F. A. OEHM, Pres.

Store Fixtures

DESIGNERS AND MANUFACTURERS OF STORE, OFFICE AND BAR FIXTURES | 3253-3259 SIXTEENTH ST. San Francisco



WILLIAM CLUFF COMPANY

WHOLESALE GROCERS

SOLE AGENTS

SAN FRANCISCO CAL.

New Brew

YOSEMITE LAGER

BREWED BY THE

ENTERPRISE BREWING CO.

Sixteenth and Folsom Sts.

SAN FRANCISCO, CAL.

Telephone: Mission 152.

DAN O'CALLAGHAN
REAL ESTATE
AND
INSURANCE BROKER

City Agent
Liverpool & London & Globe Ins. Co.

Telephone, Main 5238

22 Montgomery St., San Francisco

(Mr. O'Callaghan was for many years a member of the firm of O'Callaghan, Nelson & Co.)

Gilt Edge Whiskies
THE VERY BEST
WICHMAN, LURGEN & CO.
Sole Proprietors.
Agents for Moerlein's Cincinnati BEER
29-31 Battery St., - San Francisco

SALEM BEER
SUITS THOSE WHO ARE PARTICULAR ABOUT THE BEER THEY USE.

IT HAS THE FLAVOR
IT HAS THE AGE
IT HAS REPUTATION
IT IS MADE RIGHT

Those who have used it know it. Those who do not know soon find it out after a trial.

SALEM BREWING ASSOC'N
BREWERS

BOTTLED EXCLUSIVELY BY THE
Sunset Bottling Co.
3109 20th Street
SOLE AGENTS

Amusements

ALCAZAR.

"Why Smith Left Home" is a very funny comedy being presented at the Alcazar this week. It is a jingle of nonsense and complications that keep the house laughing all the evening at the rate of a laugh a minute. The show will be followed on November 13th with "The Little Minister," in which Maude Adams scored her great success. This production will mark the debut of Margaret Langham, who has been brought from the Belasco Theatre in Los Angeles to appear this one week as Lady Babbie.

CALIFORNIA.

"The Washington Society Girls" are filling their portion in the burlesque wheel at the California this week. The bill includes two burlesques and sketches by a strong line of vaudeville artists, including a juggler, singing comediennes, monologists and parody singers, a Chinese conjuror and a number of other headliners. The show is full of fun and catchy music, while the girls are pretty and their costumes very fetching. The "Tiger Lily Co." follows next week.

GRAND OPERA HOUSE.

"Ben Hur" is in its last week. The last performance is to be given Saturday night. Those who have not taken advantage of the opportunity to see this wonderful production with its thrilling chariot race scene should be sure to attend before it is withdrawn. On Sunday afternoon "Buter Brown" begins his performances.

MAJESTIC.

This week has been devoted to a very beautiful version of the famous Santa Clara College play, "The Light Eternal." This is a story of love and faith by Marvin G. Merle. There is a magnificent series of classic pictures. The cast includes fifty people. The performance is both a theatrical entertainment and a sermon in one, and from either viewpoint is a very powerful production.

CENTRAL.

A revival of "Uncle Tom's Cabin" is occupying the boards at the Central this week with Herschel Mayall in the part of "Uncle Tom." The never-dying popularity of this old piece is attested by the large crowds that have attended each night. A number of entertaining specialties have been introduced including colored singers and buck and wing dances. Next week "The Darkest Hour" is to be produced.

CHUTES.

The show at the big free theatre is an unusually interesting one this week. Fothwell Browne's Gaiety Girls are an interesting feature on the program. There are numerous headliners together with new pictures on the biograph. Princess Trixie, a wonderful trained horse, is attracting much attention also.

FISCHER'S.

There is only one performance nightly this week during the production of "The Yacht Girl" at this house. The performance is a merry musical comedy which allows of the introduction of numerous specialties and much bright and interesting music. There is a matinee every afternoon.

CO-OPERATIVE DELIVERIES.

The four leading grocers of Escondido, Cal., have organized into a mutual delivery company. They make two deliveries each morning, one at 8 o'clock and another at 10 o'clock. Another delivery is made at 3 o'clock in the afternoon to places within the city limits. The firms who have entered into this plan for reducing the expenses of their stores are Steiner & Co., Stevenson Bros. & Co., G. W. Wisdon & Co., and the Escondido Rochdale Company. These concerns have been sending out to their customers the following letter explaining the times of delivery, etc.:

Escondido, Cal., Oct. 16, 1905.

Madam—From this date, we will discontinue our delivery wagon and all soliciting of orders by canvasser. All good will hereafter be delivered by a new delivery system, which we believe will prove more satisfactory to you as well as to ourseleves, owing to the fact that, by the present method, we could not give the service desired unless we added more wagons, which are very expensive to operate, and increased expense would mean higher prices on goods, which we desire to avoid.

The telephone system here is a great convenience, and, while we will be pleased to receive orders by that source, we find that the distance is too great over which we could deliver goods and still attend to city deliveries as promptly as in the past; therefore, so as to serve the most people with the least delay, the grocery stores will all use the general delivery system, and we will deliver all goods by this means only.

The schedule time of delivery will be as follows:

One delivery daily from store at 8 o'clock a. m. to north side of Grand avenue.

One delivery daily from store at 10 o'clock a. m. to south side of Grand avenue.

One delivery north and south at 3 o'clock p. m. daily, within certain city limits.

All orders received prior to the hours named will be sent out promptly or on subsequent delivery. We would therefore ask you to please have orders in store as early as possible, and all orders received after 3 o'clock p. m. will be delivered the following day according to schedule stated.

We trust you will appreciate our action in the inauguration of this system, which is similar to that now in vogue in several towns, and giving better satisfaction than by the old method, by which great annoyance is caused by the several solicitors of the various stores taking up your time, and in many instances the goods arrive too late for your purpose, as time is lost in attending to matters entirely foreign to a delivery man's duties.

Thanking you for past favors, and soliciting your future kind favors, we remain.

Respectfully,
Steiner & Company.
G. W. Wisdom & Co.
Stevenson Bros.' Co.
Escondido Rochdale Co.

NEW ROCHDALE COMPANY.

Dinuba, Cal., October 24th—The formation of a Rochdale Company to start a store in this city was completed yesterday. Forty-six members have already been secured, each of whom have subscribed $100 to the stock. The company expects to start with a capital of about $7000, to carry on a general merchandise business.

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A thorough grocer can buy one of the best established and best paying grocery businesses on the Pacific Coast in one of the finest residence towns of California.

Proprietor intends retiring from business. References: Bradstreet's Commercial Agency, or any wholesale grocery house.

A five years' lease will be given—moderate rent.

Apply, Box A, Retail Grocers' Advocate, 456 Montgomery street, S. F., Cal.

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Champagne.

Veuve Clicquot, qts	$32.25
Veuve Clicquot, pts	34.25
Ruinart, Magnums, 6 to case	30.50
Ruinart, qts, 1 doz to case	32.40
Ruinart, pts, 2 doz to case	34.20
Ruinart, ½ pts, 2 doz to case	18.00
Vintage 1893, qts, 1 doz to cs	46.50

Brandies.

	Per case
Martell's One Star, 1 doz qts	$16.00
Martell's Two Star, 1 doz qts	19.00
Martell's Three Star, 1 doz qts	20.00
Martell's Three Star, 2 doz pts	23.00
Martell's One Star, 2 doz f'ks	18.00
Hennessy's One Star, 1 doz qts	17.50
Hennessy's Three Star, 1 doz qts	21.00
Calif. doz qts	13.00



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BOILED CIDER
Quarts
Pints

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Aetna, splits, 100 to cs	$6.50
Aetna, pts, 100 to case	9.00
Aetna, qts, 50 to case	7.50

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Belfas Ginger Ale Co.,
D. Steimke & Co. Props.
All Carbonated Beverages.
COR. UNION AND OCTAVIA STS.

	PINTS.	QTS.
Soda Water	$ 80	$ 1 50
Ginger Ale	.80	1.50
Sarsaparilla and Iron	.80	1.50
Cider	.80	1.50
Cuban Punch	.80	1 50

Case Prices, 2 Doz. per Case.

Porter.
(E. & J. Burke's Guinness')

Stone, pts, 8 doz to bbl	$16.50
Glass, qts., 4 doz to bbl	14.00
Glass, pts., 8 doz to bbl	16.50

Specialties of
Hilbert Mercantile Co.

H. B. Ky. Bourbon, per gal	$2.75
H. B. Ky. Bourbon, Ex spcl	3.25
Union League Ky. Brbn, AA	2.50
Union League Ky. Brbn, 1 gal	2.25
El Monte Ky Brbn, 1 gal	2.25
Maryland, Monogram, 1 gal	2.75
Forum, Bourbon, 1 gal	2.00
W. H. McBrayer's Cedar Brook 5 yrs	3.00

Hunter Baltimore Rye.

Per case, 1 doz. 5's	13.00
In 5-case lots	12.50
In 10-case lots	12.00

Hilbert Mercantile Co.

H. B. Bourbon (spcl)	$10.00
H. B. Rye	10.00
H. B. pt. flasks, 4 doz to cs	12.00
H. B. ½ pt flasks, 6 doz to cs	9.50
H. B. 1½-oz bots, per gr	12.00
Union League "AA"	8.00
El Monte Bourbon	8.00
Forum Bourbon	7.00
J. Baumgardner Rye	12.00
Maryland Monogram	9.00

W. H. McBrayer's Cedar Brook.

Per case, 1 doz 5's	$12.00
Per case, 2 doz pts	13.00
Per case, 4 doz ½ pts	14.50
Per case, 20 doz 1½-oz	18.50

Jesse Moore Whiskies.

Ex Pony Bourbon	$18.00	$17.50	$17.00
AA Bourbon	11.00	10.50	10.00
C Bourbon	8.50	8.25	8.00
AA Bourbon, 5 doz, 4 oz	10.00	10.00	9.75
AA, Pt Flasks, 2 doz	9.00	8.75	8.50
AA, ½ Pt. Flasks 3 doz	6.75	6.50	6.25
Old Rye	11.00	10.50	10.00

Jesse Moore Hunt Co.
(In barrels or half barrels)

Extra Pony Bourbon, gal	$7.50
AA, Bourbon, gal	3.75
B, Bourbon, 1 gal	3.25
C, Bourbon, 1 gal	2.75
No. 1, Bourbon, 1 gal	2.25
AA Rye, gal	3.75
C Rye, 1 gal	2.75



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Retail Grocers' Advocate
456 Montgomery Street.

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STERILIZED SALT

Free Running (in Pkgs.) for table
Velvet Grain (in Bags) for kitchen
Sold by all Jobbers

Clerk's Corner

Unsatisfactory Service.

The writer visited four good stores in one forenoon recently, says the Inland Grocer. In each he was a stranger to the clerks and in each he heard complaint over the apparent unwillingness of the clerks to give attention to callers. The complaint is not confined to grocery stores, but it is as acute in that branch of trade as anywhere, and it seems to be growing.

In the store of the best known, perhaps, of all American retail grocers, it appeared to be the constant care of the proprietor to see that every caller was given attention the moment he or she entered. It shook this department's confidence in the young men and women who are coming forward in the grocery trade to note how many times, in the course of an hour, the clerks waited for an admonitory word from the proprietor before paying any attention to persons entering the store, apparently ready to do business.

Clerks Who Don't See.

In another good store the writer walked leisurely three times around the area bounded by the counters and finally out of the door without having so much as caught the eye of a clerk—and not all of them were busy, either. In another neighborhood he had an opportunity, in the course of a friendly call, to put in a word for a neighboring grocer, a good merchant who had recently established a store in that part of town. It did not take him long to hear things. The members of the family evaded the issue for a time, but finally some of the younger ones let the secret out and then it came in a flood from the others. They did not like the store referred to. No one recognized them when they called, they were kept waiting for attention; even when given a chance to buy goods they were waited upon grudgingly, as if the service was most uncongenial to the clerk; inquiry as to goods and prices was answered indifferently and carelessly; if one clerk was addressed he passed the customer along to another and the second referred the visitor to a third, and so on.

Occasion was made to visit this store and see what ground of complaint might exist. It was there, all right. One lady assistant was busy taking orders from a caller. Five other customers were waiting with evident weariness for a chance, while three clerks were busy in a variety of ways—doing anything, apparently, from wrapping bundles to rearranging stock, except attending to the wants of customers.

Inattention Don't Pay.

There may be some reason for the growing unwillingness of store assistants to come into direct contact with consumers. It can not be said, however, that the tendency is helpful to business. The peddler on the streets solicits and secures trade which, when offered at the store is too often repulsed. A letter to a mail order house brings a prompt answer. Customers are not obliged to beg for a salesman's attention in the market places. If a customer is kept waiting too long in a big department store some $3-a-week salesgirl will hear from the floorwalker. The retail grocer is in active competition with peddler, mail order house, market place and department store, and the clerks must hold up their end of the fight.

Excellence of goods, attractiveness of prices and all the other business advantages offered by the proprietor will avail nothing if the store service is unsatisfactory. It is unsatisfactory whenever a customer is kept waiting. If you see one waiting, do not allow her or him to continue to wait. Better still, do not allow them to begin waiting.

Politeness Overdone.

Every rule has its abuses and even politeness can be so nerveless as to be worthless. A story is current of a salesman who was so "polite" that he waited, hat in hand, to obtain the attention of a buyer until a brusque and energetic rival butted into the office, uncouth, hat on back of his head, cigar in mouth. He attacked the buyer like a whirlwind and secured the order for which the "polite" man was waiting to ask. As a matter or fact there were no good manners lost on the side of either salesman in this instance. The man who secured the order went at his business energetically if not artistically. The other allowed a false sentiment of good manners to make him appear like a mendicant.

Politeness does not mean self-abasement. One must be a man before he can be a gentlman, and people like a salesman who respects himself. One can talk sense and talk business and do it agreeably without wasting his own time or that of his customer. One must not sacrifice brains to manners. Real politeness is a combination of intelligence and consideration for others

AMONG THE GROCERS.

J. C. Henderson has opened a fine grocery at 810 Valencia street, and is reaching out for his share of the trade of this thriving section. Mr. Henderson is a young man, and a thorough business man.

R. Reinhardt and G. Plushkell have purchased the grocery at 600 Guerrero, corner Eighteenth street, where they have a fine stock and are doing a splendid business.

D. McCarthy has opened a fine grocery store at 131 Corbett avenue, and is doing a fine trade.

C. E. Peterson has moved his grocery from 48 to 115-7 San Pablo avenue, Oakland, where he has fitted up an elegant and commodious store room, and greatly increased his facilities for doing business.

H. H. Ball of 1720 San Pablo avenue, is an enterprising and prosperous grocer. Though young in years he is old in business tact.

J. G. Hank has opened an attractive store at 2003 San Pablo avenue, Oakland, and is already working up a good family trade.

An attractive store in Fruitvale is the Sunnyside Grocery of Charles E. Smith. It is well located, and carries a fine stock of groceries and notions as well as coal, hay, feed, lumber, lime and cement. Mr. Smith is "a hummer."

J. Marony who recently purchased the grocery of H. Tietjen at Eighteenth and Sanchez streets, has greatly improved the same, and is doing a fine trade.



It has come to our knowledge that there is an attempt to introduce on the market a WASHING AMMONIA made from Bones and Animal Refuse. We trust that the trade will take time to investigate the character of this STUFF which, if sold to the consumer, will only tend to discourage the use of Ammonia as a household article.

PACIFIC AMMONIA BOTTLING CO.,
Sole Manufacturers of Ammonia from mineral products on the Pacific Coast
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CAUTION—As there are numerous brands of impure and weak washing ammonia offered to the trade imitating the style of our label, be careful to see that our signature Trade Mark is on each bottle.

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SPECIALTIES—Imported and domestic Swiss Cheese, Limburger, Brick Cheese, Edam, Roquefort, etc.; Mackerel, Codfish, Holland Herrings, Olive Oil, Spanish and California Olives, all kinds of Sausages and other delicacies.

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429-431 Battery .....Phone: Main 1507
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160 Thirteenth St., near Folsom, S. F.

Highest Grade Package Goods for Family Trade

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(1 lb packages) (½ lb cartons)

Macaroni, Vermicelli and Spaghetti

ROYAL ITALIAN A. B. C. PASTE, in 1 lb papers
GOLDEN GATE EGG NOODLES, in ½ lb papers

For Sale by all Jobbers

PETERS BROS., BALTZ & DITTMANN

PROPRIETORS

The California Brewing Co.

Douglas Street, bet. 17th and 18th

SAN FRANCISCO, CAL.

TOBOGGAN

MAPLE SYRUP -- IT IS BEST

Pacific Coast Syrup Co.

SAN FRANCISCO

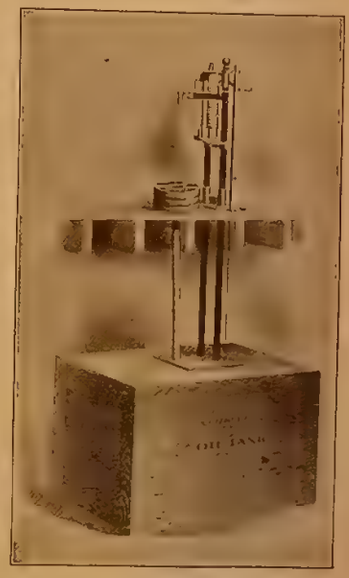
THREE REFINERIES: SAN FRANCISCO, PORTLAND and SEATTLE.

QUALITY OF OIL

Store your kerosene oil in a common tank or keep it in a porous wooden barrel and the gas which is the illuminating part of the oil, in fact, its very life, passes off and the oil becomes lifeless. It clogs and chars the wick, which smokes and emits a most disagreeable odor. Your customers complain or go to some other merchant. It isn't the fault of the oil—it's your fault. Store your oil in a

BOWSER
SELF MEASURING
OIL TANK

and keep your trade by keeping up the quality of your oil.



Cellar Outfit

BOWSER TANKS
ARE
TIGHT TANKS

Besides this it will in less than one year repay its cost thro' its saving in oil, time and labor. Isn't it worth a cent to investigate the truth of this.

ASK FOR CATALOG 'BB'—IT GIVES FULL PARTICULARS

S. F. Bowser & Co. Fort Wayne, Ind.

Borden's Condensed Milk Co.'s "Eagle" Brand Condensed Milk

Borden's Condensed Milk Co.'s "Pioneer" Brand Evaporated Cream

These two brands are of the highest grade, and are being extensively advertised in the daily papers, on billboards, etc.

Any retailer buying five cases from his jobber is entitled to a four-foot colored figure printed in seven colors; the handsomest window decoration yet issued.

All retailers desirous of offering their customers two brands that are unequalled in quality, will carry a stock of Borden's **"EAGLE"** brand condensed milk and **"PIONEER"** brand evaporated cream.

The Johnson Locke Mercantile Co., Agents.

THE RETAIL GROCERS ADVOCATE

A. H. POWERS, Editor

SAN FRANCISCO, CAL., NOVEMBER 17, 1905

Vol. 10, No. 46

M. J. B. Coffee

sells better than any other

Why?

RAINIER BEER

Is Not Unfair
But the Boycott is.

Investigate both sides of the question.

JOHN RAPP & SON, AGENTS
Phone South 473.

IXL - Kapp and Street - W.G.M.

TAMALES
IN
KEY-OPENER CANS

ALPINE

Unquestionably the Best

CREAM

Made by the Improved Process and under the Personal Supervision of

J. B. MEYENBERG,

The **Inventor** and **Original Manufacturer** of Evaporated Cream, with his twenty years experience.

HE KNOWS HOW.

ALPINE EVAPORATED CREAM CO.,
95 Market St., Rooms 212-213. San Francisco, Cal.
Factory, Hollister, Cal.
FOR SALE BY ALL JOBBERS

CAILLER'S

THE GENUINE IMPORTED

SWISS MILK CHOCOLATE

A heathful, nourishing food and delicious confection. Unrivaled for sweet purity, smooth palatability and nutritive excellence.

PAYS from 10 to 15% **MORE PROFIT**
than its many inferior and unsalable imitations.

JOHN H. SPOHN COMPANY, Agents, 16-22 Front St., SAN FRANCISCO, CAL.



"Once One is One"

1 x 1=1

"Two Times Two is Four"

2 x 2=4

It is not necessary to tell you that the above is CORRECT. You KNOW it.

The FIRST example represents the number of times you write the account by **The McCaskey System.**

The SECOND example shows the number of times you write the account with the order book, day book, pass book and ledger system.

With **The McCaskey System** you have your account ready for settlement at ANY minute without making another figure, and it has all been done with ONLY ONE WRITING. Your customer has an EXACT duplicate of the account, and KNOWS at all times the amount owing you.

What's the use of writing and copying an account FOUR times when it can be done BETTER with ONE WRITING!

It does sounds silly to ask such a question, doesn't it?

Don't you want our catalogue? A postal brings it.

WILLIAM A. HAWLEY, Pacific Coast Agent,
JAS. FLOOD BUILDING, Powell and Market Sts., San Francisco, Cal.
Phone, Montgomery 1064.

THE McCASKEY ACCOUNT REGISTER CO., ALLIANCE, OHIO.
Manufacturers of the Famous Multiplex Carbon Back Counter Pads, also Single Carbon and Folding Pads.

SAVAGE & CHARLTON, San Francisco Agents.

THE OVERLAND LIMITED

has

Electric Lights in Every Berth

The new composite-observation cars, the train libraries, excellent dining-car service, luxuriously appointed sleeping cars, and the courtesy of the attendants make this one of the finest trains in America.

The magnificent scenery of the Sierra Nevada and Rocky Mountains, and the novelty of crossing the great Salt Lake by rail add to the enjoyment of the trip, and make it one of unusual interest.

San Francisco to Chicago in less than three days.

Full particulars of agent,

SOUTHERN PACIFIC

THE GROCER SAVES MONEY

The Customer is Pleased,

Where

THE O. K. CHEESE CUTTER

is used.



$20.00 Net

F. O. B. Detroit, Mich.

Cuts the Cheese by weight, or money's worth. **Does it better than any other**—Is absolutely accurate. Cannot get out of order.

Our Testimonials Come from Satisfied Users.

We could not spare a single Cutter to send to the World's Fair at St. Louis—Needed all we could make to fill orders.

Catalog supplied from Dept. R. Write for one.
Give your Jobber's name and address.

The Standard Computing Scale Co., Ltd.
DETROIT, MICH.



SHREDDED WHOLE WHEAT RECOMMENDATION

The Best Cereal Food to Eat, and
The Best Cereal Food to Sell, is

Shredded Whole Wheat

It is made in two forms, Shredded Wheat **BISCUIT** and **TRISCUIT.**

TRISCUIT is a CRACKER, not a "breakfast food." It is used as toast in place of ordinary bread toast, and for all purposes for which the common white cracker of commerce is used.

Shredded Wheat **BISCUIT** is the standard wheat food of the world, delicious for breakfast, or for every meal for every day in the year. It contains all the nutriment in the whole wheat in digestible form. A good seller all the year round.

THE NATURAL FOOD COMPANY
Niagara Falls, N. Y.

GE

Common Sense teaches Grocers to sell what pays Best

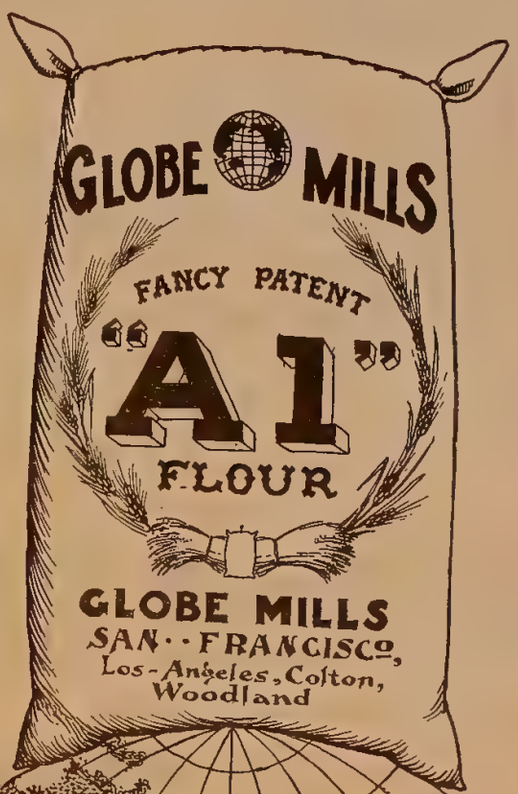
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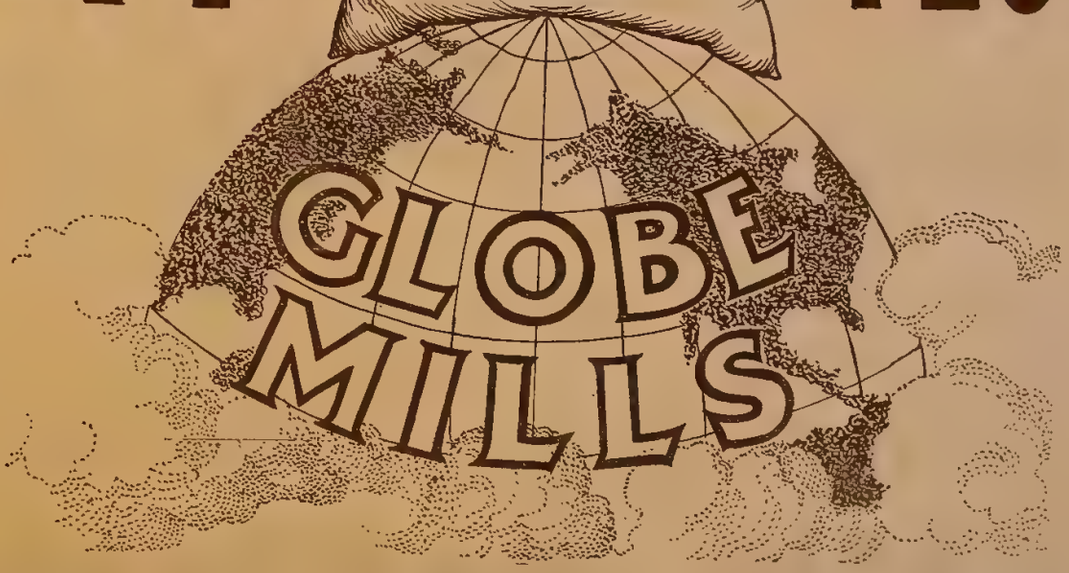
That's why **1000** Retail Grocers in the Bay Cities sell **"A 1" FLOUR.**

You can MONEY BACK our goods.

BEST ON EARTH

"A 1" FLOUR





We claim that **"A 1" FLOUR** will make MORE LOAVES OF BREAD to the barrel and BETTER BREAD than other flours.

WE MAINTAIN THE RETAIL SELLING PRICE.

Tell us how to do more and WE'LL DO IT!

GLOBE GRAIN & MILLING CO.

MONTGOMERY AND CHESTNUT STS., SAN FRANCISCO, CAL.

Telephone Bush 759.

(Please mention the ADVOCATE to Advertisers. It helps us materially.)

"Duplicate our Order"

The Leading Grocers of Oroville, Cal., say:



NOTHING IS QUITE SO GOOD

Oroville, Cal., May 12, 1905.

Messrs. Cudahy Packing Co.,
San Francisco, Cal.

Gentlemen:—

We desire to duplicate our last order for "Diamond C" Hams, and will probably use a great many more in the future, as the brand is **eminently satisfactory,** and the public is recognizing that this is one of the best, if not **the very best, grade of goods on the market.** Please ship the goods as soon as possible, and pack them as you have done heretofore, as we find that this conduces to their better keeping. The last shipment **went much quicker than we expected,** and if business continues according to indications, we have no doubt that another order will be sent you within a week or ten days.

Yours truly,

PERKINS & WISE COMPANY.



FINEST IN FLAVOR AND APPEARANCE

"THE TASTE TELLS"

PROGRESSIVE DEALERS foresee that certain articles can be depended on as sellers. Fads in many lines may come and go, but SAPOLIO goes on steadily. That is why you should stock

HAND SAPOLIO

HAND SAPOLIO is a special toilet soap—superior to any other in countless ways—delicate enough for the baby's skin, and capable of removing any stain.
Costs the dealer the same as regular SAPOLIO, but should be sold at 10 cents per cake.

Retail Grocers' Advocate

CALIFORNIA RETAIL GROCERS' AND MERCHANTS' ASSOCIATION

OFFICIAL PAPER

RETAIL GROCERS' ASSOCIATION

Vol. 10

SAN FRANCISCO, CAL., NOVEMBER 17, 1905

No. 46

THE RETAIL GROCERS' ADVOCATE

Published Every Friday by
ADVOCATE PUBLISHING CO.

Subscriptions:
One Year $2.00
Single Copies ..... .10

PUBLICATION OFFICE:
456 MONTGOMERY STREET.
Rooms 413-414. - Tele. John 2601

Entered at the Postoffice at San Francisco as Second Class Matter.

Points to Watch

CAVIAR —
The reduced price of caviar is caused by decreased demand

TEA—
The tea crop of Japan is very short. All teas are good property at present values.

ANCHOVIES—
The catch of Norway anchovies has been a failure, causing present very high prices.

ALMONDS—
Local wholesale grocers state that the supply of almonds will not be sufficient to satisfy the needs of the trade until new crop arrivals

DRIED FRUITS—
Evaporated apples are advancing owing to the Eastern shortage and will probably go higher. Higher prices for prunes are expected

RICE—
Authorities unite in predicting ever higher prices on rice owing to unfavorable climatic conditions throughout the rice growing districts.

CANNED FRUITS—
All lines of canned fruits are badly broken. Packers are already entirely out of several lines. There are prospects of higher prices for all sorts of canned fruits before new crop goods are available.

CANNED SALMON—
The market on red Alaska and cheap salmon has never before been so completely cleaned up. This fact together with the small amount of sockeyes in the hands of packers makes salmon very desirable property at present figures.

RAISINS—
An active attempt is being made by wholesale grocers to break down the Association prices on raisins. Purchases are being made only on a hand-to-mouth basis. Men high in the Growers' Association insist that the Association prices will not be lowered. Outside packers are selling at a cent under Association prices.

"THE SCALE WITH BRAINS."

With users of scales the Toledo Computing Scale has come to the front as in all respects the most satisfactory, economical and reliable.

Among the advantages of the Toledo Scale are the following points:

It stops overweight.
It is automatic.
It has no springs.
It is absolutely accurate in both weighing and computing.
It eliminates all hand operations, thereby preventing errors.
It saves time and labor.
It shows the correct weight to the customer.
It has a tare beam.
It is extremely sensitive.
It is simple in construction.
It is the only scale over which small drafts can be sold at a profit.
Sold on easy payments.
Backed by factory guarantee.
They are absolutely honest.

Frank F. Wear of 1634 Market street is exclusive sales agent for the Pacific Coast, and will cheerfully furnish persons contemplating outfitting their places of business with a scale system with desired information.

Association Progress.

State Organization Taking Steps That Will Benefit Retailers.

By Frank B. Connolly, Secretary.

Jobbers who allow themselves to be a party to disturbing prosperous conditions of the retail grocery trade of Southern California should certainly be made to feel that the grocers of this part of the State will not look with favor upon any such action. The jobbers doing business in San Francisco and the territory adjacent to it ought to know it is not right to sell goods to any cutter when the manufacturers of those articles insist the retail selling price be maintained and asks the jobber to refuse to sell these goods to a department store cutter who only advertises these demoralizing prices to sell his silks or lace.

How can a manufacturer ever hope to perpetuate his brand of goods so that they will always pay a fair profit to the retailer if these jobbers who know they are being made a convenience of sell the Broadway Department store even though this cutter can not buy any goods in his home market.

We were pleased to receive a communication from Suydam Bros. and Rogers this week saying they would not sell this cutter goods until list prices were maintained by them. They also stated they would not sell any of their specialties to any jobber to be sent to this Los Angeles cutter if they could ascertain where the goods were going. This places

Wellman, Peck & Co.,
Suydam Bros & Rogers

as the only firms among the wholesale grocers of San Francisco who are willing to sacrifice illegitimate business to help trade conditions.

A great many of our members are making these houses feel we appreciate the stand they have taken by giving them business. They should be given the preference at all times. I say now that a jobber who will not conform to the needs of the retailers and the makers and distributors of good products has no right to expect support from them.

The flour mills are having a meeting this week to discuss the fixing of a retail selling price on their standard brands of flour. One of the plans is to set a uniform price on all standard brands from the mill to the grocer and protect the selling price from the grocer to the consumers.

A personal experience of my own is a good argument in favor of a protected price. We secured a very good second grade of flour, and praising it to a restaurant customer of ours, got them to use it at a profit to us of 60 cents a barrel. A competitor told my customer he would get it and sell it to him at a profit of 40 cents a barrel. Then we cut and he cut until we reached a profit of 10 cents a barrel and we both stopped handling it.

We then secured another brand that carried a profit of 80 cents a barrel. We prevailed upon our customer to use this brand with the same result. My competitor and myself cut it down

(Continued on page 8, col. 3)

A Serious Misunderstanding.

Unfounded Rumors Caused by a Small Suit Against the Spohn-Patrick Company.

A small suit brought against the Spohn-Patrick Company by Frederick F. Lyden has been the source of some annoyance to that firm owing to unfounded rumors that have arisen in consequence. These rumors were caused by the unnecessary acrimony displayed on the part of Mr. Lyden.

Some two years ago the Lyden Company, which was practically Frederick F. Lyden, failed for a considerable amount. The business of the Lyden Company was almost entirely with the Orient. This business was purchased from the receiver by the Spohn-Patrick Company.

As Mr. Lyden controlled quite a little business in canned salmon, which he was not then in position to handle himself, an agreement was entered into by which he agreed to devote his entire time to selling certain goods, particularly canned salmon, with the understanding that the transactions were to be financed by the Spohn-Patrick Company and that Mr. Lyden was to receive one-half the net profits on sales made through his individual exertions. For the period of six months he was to receive an advance of $200 per month with the understanding that, if the firm made money by the transaction, the agreement was to be continued for another six months. At the end of six months, while there had been considerable salmon business, yet, according to the books of the Spohn-Patrick Company the net result, owing to rejections, interest on money borrowed by Mr. Lyden on the salmon and other charges, including the advance to Mr. Lyden $200 per month, showed a loss instead of a gain.

The loss was so evident that no detailed statement was considered necessary, although a hasty summary of the main items was taken off for Mr. Lyden at the time, in pencil, by the bookkeeper.

Considerable personal feeling was engendered in a discussion that arose some time later. As a result of this feeling suit was brought by Mr. Lyden who entered claim for several thousand dollars.

The stability of the John H. Spohn Co., is not questioned in any way. Had it not been for the personal feeling engendered by the dispute, it is quite certain that the case would not have been conducted as it has.

The Spohn-Patrick Company insist that their connection with Mr. Lyden was anything but profitable to them. In their answer they bring counter charges that Mr. Lyden failed to live up to his agreement in many particulars, and it was largely because of these facts that they sustained their loss in connection with their relations with him. This loss they now state amounted to more than $2000.

The Spohn-Patrick Company have built up a reputation as hustlers and for square dealing with the grocery trade of the Pacific Coast. It is regrettable that even in this slight particular there should be given grounds among people who are not acquainted with their high standing and splendid reputation for questioning this.

Pacific Coast Association.

Frank B. Rourke Takes Up Work and Issues New Actual Costs Letter.

The Pacific Coast Association, which was temporarily without a secretary, owing to the resignation of H. W. Thurlow, has began a new campaign of activity with Frank B. Rourke at the helm.

Mr. Rourke has had considerable experience in the wholesale field. This will add materially to his value in this particular position.

A rumor was started that Mr. Rourke was to be resident buyer for a large retail grocer of Southern California. We are authorized to state definitely that this is not true. Mr. Rourke will devote himself solely to the up-building of the Pacific Coast Association.

Number 2 of the "Actual Costs" letters has now been issued. It contains the prices on canned fruits and vegetables. In an article reviewing the outlook, Mr. Rourke said:

We take pleasure in advising you in this our second letter, that we have established permanent headquarters at 95 Market street, San Francisco, and have arranged so that our secretary will give his entire time and attention for the benefit of the subscribers.

In addition to getting out the regular issues of the "Actual Cost" letter, it will be the secretary's duty to give our subsribers, upon their request, any information as to costs on any particular item or items, or opinion as to qualities, grades, etc. Every subscriber will be treated with the utmost courtesy and you will favor us by asking for information, as our only aim is to benefit and educate the retailer as far as it is possible for us to do so.

This Information Is Exclusive.

It must be understood that the facts given in our "Actual Costs" and otherwise are for the exclusive use of the subscriber. If we find that our information is peddled to non-subscribers, it will be our privilege to cancel the guilty person's name on our lists.

Keeping a Cost Book.

In handling the information given, we suggest that every retailer keep a cost book in which he insert the cost of his goods; also insert in this book the **costs to the jobber,** which we furnish you, viz:

	Costs Jobber.	Costs Us.
Standard corn	....67.....	85

By doing this you will be in shape to buy and **buy right.**

Every retailer should ascertain at the time he is placing his order what every item is going to cost him. Do not wait until the bill comes in. If you do wait, you must expect to pay at least two per cent for the privilege.

Jobber Entitled to Profit.

Be fair to the jobber on such goods that pay you a profit for handling them. On all other goods, buy at the lowest figures obtainable until such a time as the jobber will work with you in having the manufacturer establish prices which pay the retailer and job-

(Continued on page 8, col. 1)

Winter Specialties

CALIFORNIA'S CHOICEST FOOD PRODUCTS

GRIFFIN EXTRAS

Pure and Wholesome

Soups

CONCENTRATED

1-lb. tins. 4 dozen to case.

Each tin makes a quart of soup by adding 1½ pints boiling water.



VARIETIES:

Tomato
Tomato-Okra
Chicken
Chicken-Gumbo
Consomme
Cream of Asparagus
Cream of Celery
Clam Chowder
Ox-Tail
Beef
Puree of Bean
Bouillon
Julienne
Mulligatawney
Mock Turtle
Vegetable
Puree of Pea
Puree of Lentil

Prepared by the Originator of concentrated soups. His experience and skill, combined with the choicest California vegetables, beef, etc., insure to the consumer strictly high-grade goods and full value for the money.

"Griffin Extras" Soups Retail at 10c the Tin

Special One case Tomato Soup FREE with each five cases purchased.
BUY NOW

Preserves and Marmalades

16-ounce Glass Jars. 2 dozen in case

VARIETIES:

Assorted A
Assorted B
Apricots
Blackberry
Cherry
Currant
Damson
Green Gage
Fig
Gooseberry
Loganberry
Peach
Plum
Quince
Raspberry
Strawberry
Orange and Apricot Marmalade

"Griffin Extras"

Home Prepared Preserves and Marmalades



are made of pure fruits and berries together with refined cane sugar.

...All Pure Foods...



Special For a limited time we will give to dealers buying five cases,
7½ Per Cent. Discount

OUR GUARANTEE FOLLOWS OUR GOODS.

Send us your orders and mention your wholesaler's name.

JOHN H. SPOHN CO., Sales Agents, San Francisco.

CALIFORNIA FRUIT CANNERS' ASSOCIATION. Largest packers of canned fruits and vegetables in the world..

SEASONABLE SUGGESTIONS.

Pointers "Borrowed" From the Columns of Various Careful Contemporaries.

Advertising gets the business

Don't cut brick cheese in the middle.

Lunch goods are live lines the year round.

Don't let your store be a dingy looking place.

Trim your show windows and keep them trimmed.

Canned tomatoes and peas are high and going higher.

A well-lighted store makes a good impression on customers.

Chocolate and cocoa are in increasing demand with cold weather.

Walnuts are well sold up, although opening prices are still quoted.

A retailer can get a big coffee business if he will keep a-pushing.

The French sardine pack was short and as a consequence higher prices are talked.

Grocers should keep their dried fruits in table bins, not too much in a bin at a time.

Salt fish of all kinds are firm in price. Consumption is growing with the cooler weather.

A grocer's coffee department should be one of the best-paying sections of his store.

Don't stand the barrel of fish out in front of the store where it catches all the dirt and dust.

Popcorn season is here. Get some that you can guarantee will pop if used in a right manner.

Use your duplicate books. There must be a system in all things and the duplicate slip is at the foundation.

Don't forget to keep your stock of candles full. There is a bigger demand for these goods than many realize.

Mince meat, package raisins, currants and London layers are a few of the things which should be up in front now.

When in doubt give the store a good scrubbing. It will not hurt trade, and the chances are that it will improve it.

Notwithstanding the increased sale of all package cereals, the good old-fashioned bulk rolled oats seem to be holding their own.

The cereal department is certainly a stunner these days. But if there was not a demand for the goods the department would not be there.

If you find that peddlers or supply houses are cutting into your trade by using assortments, try a few assortments of your own making

Receipts of coffee at Rio and Santos the week of October 28 were 398,000 bags, compared with 336,000 bags last year and 310,000 bags in 1903.

Dirty looking bottled goods don't sell well, because they look uninviting. Keep everything that's in glass clean and bright looking all the time.

Recent advices from Ireland are to to the effect that the catch of mackerel is still light, owing to stormy weather. Shipments consequently are small.

Evaporated apples are an item which will do to buy now, right away, for they are in short supply and advancing, and the top of the advance hasn't been reached.

Price tickets are a good thing in the grocery store. People almost always want to know what things are going to cost before they buy, and a plain price card saves time.

Don't think you are economizing when you buy cheap bags. A package that breaks open will lose you more money than you will save in buying low-priced sacks.

Have you noticed any unusual shrinkage recently in stock that you have bought? Or don't you "weigh, count or measure" everything? It will likely pay you to do so.

A grocer who happens across a lot of fair quality canned peas at a reasonable price should not fail to buy them, because peas are advancing and still higher prices are going to come

Devote more time to your fancy candy trade There is doubtless a good sized demand in your town for nice box candy which is not filled. Advertise your goods among the young men especially.

Lima beans are very strong. One shipper, in turning down a bid on a block of considerable size, offered to pay 5 cents a hundred more than the would-be buyer's figure, for a similar quantity.

Don't forget that molasses and syrups, salt fish, cheese, kraut and a dozen or more other things are particularly seasonable just now. Mention the seasonable lines in your advertising, and put in prices on your leaders.

Put your pancake flours well to the front these days. The good housewife is looking for a satisfactory flour, and as it isn't a very easy matter to find one she will be willing to give yours a trial. Tell her about the Peacock brand.

Recent advices from Ireland are to the effect that the catch of mackerel is still light, owing to stormy weather. Shipments consequently are small. To October 7th the shipments of fall-caught mackerel, salted, aggregated 3,997 barrels.

One of the best items to push on is canned soups, which are good sellers, especially in cold weather. Canned soups are also an easy line of goods to make a good talk on. More people would be eating canned soups if they were more generally advertised. They are appetizing and save the housewife a lot of work.

The necessity of weighing, measuring, counting or gauging everything one buys was never greater than today. If the dealer could only go one step further and analyze the goods, or even accurately fix the grade, he would then be armed against a good deal of the misfortune that attends the retail grocery business.

Tea is coming in slowly, compared with the two previous years. For the nine months only 61,089,000 pounds were received here, as against 70,331,000 pounds in the nine months of 1903 and 64,265,000 pounds in 1903. Both Japan and China send us diminished quantities as compared with 1904.—Merchants' Review, N. Y.

There are many things in the grocery store that do not mix, or rather should not be allowed to—they will readily do so, if given a chance. The fish, for instance, is a great mixer and will impart its flavor to almost anything else. So will coffee, soap, tobacco and many other commodities. The remedy is to keep these things away from anything that can contaminate.

Some packers of tea and roasted coffee for retail distribution say that coffee is the most difficult of the two to handle as regards contamination and loss of flavor The general belief is quite the contrary, but the people who make a business of furnishing special packages for tea and coffee packers say their experience confirms the foregoing statement. The roasted berry loses flavor sooner than tea, owing to the close proximity of absorbent surfaces and it also acquires a foreign flavor more quickly.—Merchants' Review, N.Y

HAS MADE MANY FRIENDS.

Valuable System of Bookkeeping Arouses Interest Among San Francisco Retailers.

Many of the most progressive retail grocers of San Francisco have taken up the McCaskey Account Register. Thousands of merchants all over the country are using this system which simplifies their bookkeeping and gives them a knowledge of their business that it would be impossible for them **to get in any other way.**

William A. Hawley the Pacific Coast agent, has been very successful in placing this account register. Many were placed in Southern California and Mr. Hawley is daily in receipt of letters from firms that cannot say too much in favor of the account register. A recent letter is from Asa C. Casner of Monrovia, Cal., who says:

"Gentlemen—It gives me great pleasure to state that the McCaskey Register is giving me the best of satisfaction.

"I would not do without one.

"It is a great labor saver. When you close your doors at night you know your accounts are posted up to date and you can have the evening home with your family.

"A mistake with the McCaskey System is very easily traced and corrected.

"For these and many other reasons, I recommend your register to all who wish to cut down expense and labor.

"Yours respectfully,

"ASA C. CASNER."

A MATTER OF HEALTH

ROYAL



BAKING POWDER

Absolutely Pure

HAS NO SUBSTITUTE

All Grocers should carry a full stock of Royal Baking Powder. It always gives the Greatest Satisfaction to customers, and in the end yields the larger profit to the Grocer.

Nicelle Olive Oil

possesses every requisite for making salad

"PERFECTLY DELICIOUS"



Prepare to supply Thanksgiving shoppers with

NICELLE OLIVE OIL

Put up in ½-pint, pint, quart and 22-ounce bottles; also in 32-ounce, ½-gallon and 1 gallon tins.

Send us your order and we will mail to your best customers a beautiful illustrated booklet entitled "Salads: How to Make and Serve Them." When mailing order enclose list of names and addresses.

JOHN H. SPOHN CO.
(INCORPORATED.)
Pacific Coast Agents
16-18-20-22 Front Street San Francisco, Cal.

BRANCH HOUSES:
Portland, Seattle, Denver, Salt Lake City
SPOHN-CLOK COMPANY, Los Angeles, Cal.

PACIFIC COAST ASSOCIATION.

(Continued from page 5, col. 4)

ber for the handling of his output.

Remember, it costs the retailer about 18 per cent to do business. On all goods that do not pay you this percentage you lose money in handling them. Therefore you must cut down this loss by buying them at the lowest possible figure.

Original Producers' Labels.

In order to be protected on qualities of merchandise, as far as possible, you should insist on the producers' labels. They pack or make the goods and they must necessarily be responsible for the grade.

We also suggest that dealers do not carry several duplicates of the same grade. Carry but one brand of a ten-cent corn, one brand of 12½-cent corn, and one brand of the 15-cent grade. Apply this system as far as it is possible to all the goods you carry.

Danger of Overstocking.

Also carry a minimum stock in your storeroom. In this way, you can turn over your stock very often, and the oftener you turn it the more profit you make. **Let the wholesalers carry the stock.** That is their business. And in case of upward market changes, they will protect you.

If the house you favor will not, another will be glad to do so.

Regular Issues Insured.

Since publishing our first cost letter, we have found that it would be necessary to expend more labor than we thought to get and verify the information desired. Accordingly we delayed further publication until we secured the necessary talent.

We are now in shape to continue and future publications will be mailed on schedule. But as quite a heavy expense is needed to handle this venture, we must request that subscriptions be paid in advance. All subscriptions received so far will be handled as dating from November 1st.

Price Will Advance.

We also wish to advise that on and after January 1st, 1906, the subscription will be $10.00 per year. Considering the information given and benefit to be derived, this amount is very reasonable.

To all who subscribe before January 1st, the subscription will be $5.00.

We would greatly appreciate if our subscribers would take an active interest and tell your fellow grocers the value of our publication and invite them to subscribe. Do not forget that it is your privilege to call upon us for any information. We do not want our subscribers who live outside to forget, when in San Francisco, to call upon us. We also expect our friends located in San Francisco to pay us respect by calling often.

We want to know all of you personally, and it is a pleasure to advise you that you are always welcome.

A SPLENDID NUMBER.

The December "Delineator" is one of the most remarkable magazines that has ever been presented to the American public. Even at the present day of new processes the publication is surprising, both for its artistic merit and its mechanical excellence. The enormous advertising patronage shows how the publishers can offer such a splendid magazine for only 15 cents.

THE CREAM THAT'S RIGHT.

One of the most notable recent successes in the grocery trade on this Coast is that of the Alpine Cream, which has come to the fore in the past few months as one of the most desirable articles the grocer can have on his shelves.

This result has been the consequence of two prime advantages given it by the manufacturers.

First. The price is right and allows a good margin of profit to the retailer.

Second. The quality is as good as human skill can make it.

The manufacturer's price to the grocer is only $3.60 per case of four dozen, which enables the dealer to make $1.20 per case selling it by the single can at 10 cents each, or when sold at three for 25 cents there is still a fair profit.

The quality is guaranteed by the fact that John B. Meyenberg, the "father" of evaporated creams, supervises its preparation for the market.

The retail grocer consults his own best interests when he gives Alpine Cream a prominent place on his shelves.

ASSOCIATION PROGRESS.

(Continued from page 5, col. 2)

o 10 cents a barrel and then we both cut it out.

If the manufacturers of either brand insisted on a selling price, we would still be handling their brand of flour.

The Snider Preserve Company of Cincinnati have notified their Coast agents, the Spohn-Patrick Company, not to allow the San Francisco jobbers to ship Snider's goods into Southern California to be sold at less than the list price.

The Johnson-Locke Mercantile Company have done the same thing on all the goods they handle.

BEST OF FINE FRUITS.

The Spohn-Patrick Company are pushing the trade on Griffin Extras fruits and vegetables with most satisfactory results.

The grocery trade has come to realize that goods bearing his brand are always satisfactory and in handling them there will come never a word of complaint.

This is due to the great care with which these goods are put up. Only the best fruits and vegetables are used, and every precaution is taken in the preparation of these goods to insure that quality and flavor shall be absolutely maintained.

The California Fruit Canners' Association, packers of these goods, have over thirty canneries in different parts of the State, so located that they are able to pack on the spot of production the best of each and every kind.

Hence the high character of all goods bearing the "Griffin Extras" brand.

You want to please your customers.



Lily CREAM WILL DO IT

Its Pure That's Sure

At All Jobbers

Pacific Creamery Co.

San Francisco Office, 115 Davis St.

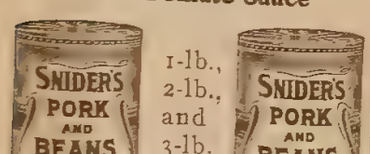
Phone, Bush 522.

No Matter

where you are, city or country, you will find there is a demand for

Snider's Pork and Beans

With Tomato Sauce



1-lb., 2-lb., and 3-lb. tins

Order from your jobber

T. A. SNIDER PRESERVE CO., Cincinnati, O

Makers of Snider's Catsup, Oyster Cocktail Sauce, Salad Dressing, Chili Sauce and Tomato Soup.

JOHN H. SPOHN CO., Agents

420-422 Front St., San Francisco, Cal.

Better Profits

Greater Economy in

Cereal Goods

A New Departure.

DEL MONTE MILLING CO. PEACOCK BRAND SAN FRANCISCO

ALL MEALS

Can Now be Secured in

2-lb. and 5-lb. Cartons

UNDER THE

PEACOCK BRAND

Thoroughly Sterilized — No Waste — No Bugs — Attractive Packages
Packed by Machinery — Not Touched by Human Hands.

Selling Price Absolutely Protected.

Sole Manufacturers:

DEL MONTE MILLING CO.

San Francisco and Los Angeles.

CRACKER-JACK

THE MORE YOU EAT THE MORE YOU WANT

THE WORLD'S GREATEST 5¢ SELLER

100 Packages to Case $3.65
Case weighs 40 pounds gross.

Dodge, Sweeney & Co., AGENTS SAN FRANCISCO

The Public Read the Advertisements and the Grocer Sells the Soap.



WE CREATE THE DEMAND FOR

"20th Century Soap"

Our demonstrators and salesmen make a house-to-house canvas and introduce the soap, giving the dealer the benefits and profits of all sales.

"20th Century Soap" keeps on selling itself. It is the best for-all-purpose soap that the housekeeper can find. It is used in so many ways and for so many purposes that they buy more of it than any other kind, and at the same time, and for the same reason that it can be used in so many ways, it is the most economical soap to be had.

"20th Century Soap" is the favorite with all women who have used it, as it is absolutely pure and contains no lye or animal greases. It leaves the hands soft, smooth and white. It has won its way into public favor to a remarkable extent.

"20th Century Soap" is put up in one, three and fifteen pound sizes. Nearly all who start with the one pound can buy the larger sizes subsequently.

Ask your jobber how it is selling. There is a splendid profit in "20th Century Soap."

Hoffheimer Soap Company, Factory, Chicago

Offices in { NEW YORK BOSTON PITTSBURGH CLEVELAND DENVER SAN FRANCISCO.

A FAIR POLICY.

Honest Protection of Honest Methods Advocated by Leading Wholesale House.

In their "Monthly Change Sheet" for November 1905 Wellman, Peck & Co. have an article under the heading of "Our Policy" that should be read and studied by every retailer on the Pacific Coast. There is no reason why all jobbers should not take the same stand.

The article protests against "Buying Exchanges." The writer should remember that, had the jobbers been willing to protect the retailers in their profits, that buying exchange of San Francisco would never have been formed.

The San Francisco Buying Exchange was organized because a half dozen retail grocers who received jobbing discounts were not restrained as to their selling price by the jobbers. When the retailers protested the jobbers laughed and said it was none of their business.

The jobbers face as serious a problem now. If they follow the lead of Wellman, Peck & Co., the solution will be to the benefit of everybody. If the jobbers force the retailers to plan and carry out the reforms without help from them, they need not be surprised to find that the retailers have planned only for their own protection, without regard to the necessities of the wholesalers.

The Wellman-Peck Policy.

The article of Wellman, Peck & Co. reads as follows:

"We are believers in the co-operation of the Grocery Jobbers with the Grocery Retailers.

"The organization of the Pacific Coast Retailers' Association has been to us a very interesting fact. We see in the strength of this organization an opportunity for us, as distributors of a very large and diversified line of fancy and staple groceries, to co-operate with the Retailers' Association, and to help them in every manner that can be found possible. In our earnest solicitation for the welfare of the Retailers' Associations of the Pacific Coast we seek in return co-operation from them.

Don't Like Buying Exchanges.

"We are not believers in combinations of buyers amongst our patrons, because we can prove, that with our exclusivee privileges in terminal facilities, which brings the cost of our goods to us less than the cost to any other distributor at this point, we are in a position to sell goods at a less price to the individual buyers than can be obtained by a combination of buyers We make this statement without fear of contravention, and all we will ask any buyer to do who seeks proof of this, is to visit our establishment, where he will see distributive facilities and evidences of the fact that we own our goods at bottom prices. He will then agree, after having occular evidence, that our statement is true.

"We are not believers in the retailer seeking to obtain advantages in buying by going over the head of the jobber, for we are confident, that in many instances, the retail buyer becomes overstocked in this manner, and we are in a position, as aforesaid, to give the same prices in smaller quantities that he would be compelled to pay for a larger quantity.

Jobbers Who Retail.

"We are not believers in a jobbing grocer selling or attempting to sell hotels, boarding houses, etc., to which it is the legitimate province of the retail grocer to distribute

"We believe the retail distribution of the grocery line is by far the most important factor in distribution. We are in a position to absolutely protect the interest of the retail buyer.

"It is a well known fact to many of the members of the Retailers' Associations that we are strongly back of them in their plans, whereby they are endeavoring to benefit their condition and we want to assure you that we desire a chance to demonstrate the advantage that a buyer obtains in buying as large a percentage of his wants as possible from us.

"Margins are now so close in the jobbing grocery business, that the only way a jobber can hope to succeed is to obtain a large volume. We therefore, in our endeavor to assist the plans of the Retailers' Associations' work, can be favored in return by obtaining from the members thereof and from others in sympathy with the movement a preference on all their wants in this line.

Should Join Association.

"We are furthermore anxious to see every retail grocer on the Coast affiliated with the Retailer's Association. We are also just as anxious to see every wholesale grocer endeavor to strengthen his Association work in its co-operation with the Retailer's Association.

Hoping that we have made ourselves clear and that Association work in general may prosper, as we believe it is the only weapon that can be legitimately used in furthering the success of the profit account of all concerned.

We remain yours truly,

WELLMAN, PECK & CO.

Try to dress the window in a style entirely different from that of every window display in the vicinity. If the grocers round about think that breakfast foods or crackers are the very nicest things to show, do not follow meekly in their tracks. If the others show pyramids, you show horizontal designs; if they display a flat arrangement of goods, you make your display perpendicular. If you have tried autumn leaves and autumn vines and flowers for a while, go suddenly to the other extreme and show a bare window as regards all trimmings and decorations, for it is necessary to avoid slavish copying of one's own successes as well as the successes of neighbors. Originality is the most necessary quality in advertising and especially the window dressing branch.

HELPED BUILD BUSINESS.

It is satisfactory quality that brings customers back to the store asking for more. It is the same influence that prompts customers to advise their neighbors to deal with their grocer. It is the high quality of the "Diamond C" bacon and ham that has made them a satisfactory and splendid seller wherever they have been introduced by the Cudahy Packing Company.

We would call attention to the letter printed on page 4 of this issue, in which is told how "Diamond C" goods help trade.

Quality

Counts before QUANTITY with shrewd buyers



—Our Goods are Always Satisfactory—

Helvetia Milk Condensing Co.

Highland, Ill.

San Francisco office, 3 Calif'a St.

FIRST HIGHEST AWARD

The Complete Exhibit of the

Dayton Money-Weight Scales

At St. Louis World's Fair, 1904, received the HIGHEST AWARD and GOLD MEDAL.



MANUFACTURED BY
Computing Scale Co.
DAYTON, OHIO

1—They give the correct value of the article being weighed.
2—They prevent loss from errors in calculation.
3—They save time required in making calculation.
4—They are made better than ordinary scales.
5—With proper care they will last an ordinary life-time.
6—The pivots are of hardened tool steel, and with agate bearings inserted at the proper point, are practically indestructible.
7—They are sensitive to the very small fraction of an ounce.
8—They are an ornament to any store.
9—They are the only scale that is mechanically honest.
10—Customers, knowing them to be an honest scale, like to have their purchases weighed on them.
11—Sold on easy monthly payments.

With the **Money Weight Scales** you at once weigh goods **AT THEIR MONEY VALUE.**

Send for further information to

PIERCE & CO., PACIFIC COAST AGENTS

846 James Flood Building, Cor. Market and Powell Sts., San Francisco, Cal.

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Each of these departments in this Price List is checked up and corrected every week by two or more reliable authorities on values. More than thirty wholesale houses co-operate with us to secure for our List the greatest accuracy possible.

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COLUMN 1.
Department 1.

COFFEE, CHICORY, ETC.

Green Coffee.

Mocha, Genuine Arabian	23	25
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No. 3	16	
Kona (Hawaiian)	19	18
Mexican	12	18
Java, common	15	18
Java brown plantation	20	25
Caracol, prime washed	13	16
Caracol, ordinary	13	14
Guatemala	11	17
Costa Rica	12½	16
Salvador	10¾	12

Roast Coffee.

Salvador	12	20
Costa Rica	16	20
Java	24	31
Mocha Aden	27	31
Prme W shd C. A. Blends	19	24
Good C. A. Blends	18	20
Ordinary Blends	12	13

Private Brands.

Royal Java Roast	18
Lion, 100-lb	11 67
Arbuckle's, 100-lb	15 87
Arab, 1-lb tin	18
Hill's Bros. Arabian Roast	27
"M.J.B.," 60 1's in case	28
"M.J.B.," 30 2 s in case	27
"M.J.B.," 24 3 s in case	25

Schilling's Best Coffee.

Tins: 30-lb price
60-lb case ¼ off

	1-lb cartons	1 lb tins	2 lb tins	3 lb tins
5-star	38¼	39¼	38¼	38
4-star	29¼	32¼	31¼	31
3-star	25¼	28¾	27¾	27½
3-star Laquered (3-lb. ti s only)				27½
2-star	22¼	25¼	24¼	24
1-star	18¾	21¾	20¾	20¼

Cartons only in 25, 50 or 100 lb cases ca be assorted as required.

The Porto Rico Co.

Ponce de Leon, standard, only, 1-lb tins, 2-lb 29, 5-lb	28½
Cream of Moca, 1-lb cartons	25
La Gloria de Porto Rico in bulk	26

Ground Coffee.

Hill's Bros. Arabian Roast	27
Cafe des Gourmands	26
Mexomoka	15

Chicory.

California	6
Belgian	7
German, Genuine	8

Coffee Extracts.

Bulk, per lb	07
Vienna, ¼'s, 10-lb bx	25
Vienna, 1's 10-lb bx	25
Ackermann's, ½-gross bxs., gross	4 00

COLUMN 2.
Department 2.

TEAS.

Japan.

(Panfired, Sundried or Pan-fired)

	Basket	
Extra Fancy	56	74
Fancy	41	55
Extra Choicest	34	43
Choicest	24	28
Fine	24	23
Fair	22	24

Green China.

(Gunpowder, Imperial or Young Hyson)

Extra Fancy	55	76
Fancy	39	46
Choicest	35	37
Extra Choice	29	34
Fine	25	31
Fair	20	25

English Breakfast.

Extra Fancy	67	80
Fancy	51	65
Choicest	35	50
Choice	24	30
Fine	20	22
Fair	15	20

Oolong.

Extra Fancy	58	$1 50
Fancy	50	57
Extra Choice	36	48
Choicest	33	35
Fine	27	32
Fair	22	26

Ceylon and India

Broken Orange Pekoe	36	65
Broken Pekoe	33	56
Orange Pekoe	31	53
Pekoe	27	46
Pekoe Souchong	24	39

Schilling's Best Teas.

(Packed only in 16, 12, 8 and 6-oz Cartons. Never in bulk.)

Japan per lb	$0 45
do. 1 crown	90
do. 2 crown	1 80
English Breakfast	45
do. 1 crown	90
do. 2 crown	1 80
Ceylon	45
do. 1 crown	90
do. 2 crown	1 80
Oolong	52½
do. 1 crown	1 05
do. 2 crown	2 10

TREE TEA

(Pride of Japan, etc.)

Packed in 1 lb. and ½ lb. cartons

Japan	37½
E. B. Congou	37½
Oolong	50
Gunpowder	45
Ceylon	60

COLUMN 3.
Department 3.

SUGAR AND SYRUPS.

The Western Sugar Refining Company quotes net cash prices as follows. Barrels are an advance of 10c, half barrels, 25c, boxes, 50c, 50-lb. bags, 10c.

Dry Granulated 100-lb. sk	5 05
Fruit Granulated	5 05
Confectioners' A	5 05
Cube	5 20
Crushed	5 30
Fine Crushed	5 30
Candy Granulated	5 15
Magnolia A	4 65
Extra C	4 55
Golden C	4 45
Beet D. G.	5 00
"D" Sugar	4 95
H & E Crystal Dominos	8 05
Bar Sugar bbls	6 00

¼ cent off for prompt cash.

Do.	10-bbls	6 80
Do.	40-lb. tins	8 60
Do.	20-lb tins	8 60
Do.	10 lb. boxes	7 45

SYRUPS.

Saratoga Drips (Long's)	gal.	Gal.
50-gal. bbls	$	50
30 gal bbls		52
17 gal bbls		55
5 gal jackets		2 26
4½ gal jackets		2 61
2 gal kits		1 23
1½ gal. kits		90
1 gal tins		70

Pac. Coast Syrup Co.

Tea Garden Drips—	Case
12, 1 gal. tins	$8 40
20, ¼ gal tins	7 70
24, ¼ gal. tins	5 34

Orange Blossom Drips.

	Doz.
6 1 gal. tins per case	$2 40
12 ½ gal " " "	2 60
24 quart " " "	2 60
36 2 lb " " "	2 85
50-gal. bbls	23
28-gal. ½-bbls	35

Molasses.

New Orleans

Genuine Light, about 70 gals bbls	50
Genuine Light, 30 gal ¼ bbls	52
Genuine Light 15 gal ½ bbl	55
Genuine Light 5 gal kegs gal	57

	Doz.
Pelican, 1, 1 gal tins	2 60
Pelican, 20, ½ gal. tins	3 90
Pelican, 24, ¼ gal tins	6 10

COLUMN 4.

Maple Syrup.

Woodlawn (Long's)	Case.
Gal cans, 10 to cs	$11 00
Gal. cans, 6 to cs	6 60
½ gal cans, 12 to cs	7 14
¼ gal cans, 24 to cs	8 10
10 gal. jackets, each	10 15
5 gal. jackets, each	5 11
4½ gal jackets, each	4 63
Qts., glass, 12 in cs	4 60
Pts., glass, 24 in cs	4 90

Pac. Coast Syrup Co.

Toboggan—	Doz.
⅛ gal. tins, 2 doz. to cs	2.25
¼ gal. tins, 2 doz. to cs	4.00
½ gal. tins, 20 to cs	7.20
1 gal. tins, 12 to cs	13.20

"OLD MANSE" —Absolutely Pure— CANADIAN SAP MAPLE SYRUP.



	Doz. Price.
1 gal. cans, ½ doz. in cs.	$14 00
½ gal. cans, 1 doz. in cs.	7.50
¼ gal. cans, 2 doz. in cs.	4.25
⅛ gal. cans, 4 doz. in cs.	2.50
Qt. bottles, 1 doz. in cs.	4.50
Pt. bottles, 2 doz. in cs.	2.75
Decanters, 1 doz. in cs.	5.50
4½ gal. Jackets, per gal.	1 00

Retail discount 5 asks 5%, 10 cases 7½%; 25 cases or over, 10%

On each package we offer to forfeit $1,000.00 if found short in measurement or containing any impurities

Maple Sugar.

Vermont, pea pure, abt. 80 1-lb bricks, per lb	17
Vermont, pea pure, abt. 80 3-lb bricks, per lb	16½
Log Cabin, in 1, ½ and ¼-lb bricks, assorted in 25-lb pails per lb	15
Scudder's, in 1, ½ and ¼-lb. bricks, asstd., per lb	14

COLUMN 5.
Department 4.

DRIED FRUITS NUTS AND HONEY.

(Add ½c for 50-lb boxes and ½c for 25-lb. boxes.)

Apples.

Sundried, sacks	7
Evap. fancy 50-lb bxs	10
Evap. ex choice, 50-lb bx	9
Evap, choice 50-lb bx	8½

Apricots.

	1905 Crop
Choice Sacks	10
Fancy Sacks	12
Fancy, 25-lb boxes	12½

Blackberries.

In boxes, per lb	13

Cherries.

Pitted, in boxes, per lb	20
Unpitted, in boxes, per lb	11

Currants.

In bbls (tubs 6¾)	6¾
In mats, 50-lb	7¼
Recleaned, in bbls	7¼
Recleaned 25 lb boxes	7¾
Recleaned, 50-lb boxes	7¾
Recleaned 1-lb carts	8½
Recleaned, 12-oz. carts	8½

Dates.

Fard, 14-lb, per lb (70-lb 7)	8
Persian, 65-lb case	5½

Figs (California).

Black, sacks	4
Black, 25-lb boxes, per bx	1.20
White, bags	4½ 5
White, 10-lb bx, per bx	60
White, 10 1-lb bcks, pr bx	65 75

Figs (Imp. Smyrna.)

Fancy, 10-lb bx, per lb	18
Choice, 5-lb bx, per lb	16

Nectarines.

White	8½
Red	8

Peaches.

Choice, in sacks	10
Ex choice, in sacks	12
Fancy, in sacks	12½

Pears.

Choice, ¼'s, in sacks	12
Ex. choice, ½'s, in sacks	
Fancy, ½'s, in sacks	14

Plums.

Unpitted	3
Pitted, bleached	9
Pitted, black	8

COLUMN 6.

Prunes.

	Sks.
30s-40s	$
40s-50s	
50s-60s	
60s-70s	
70s-80s	
80s-90s	
90s-100s	

Raisins.

	Box	½'s	¼'s	50 lb
6 Cr. Layers	3 25	—	—	3.10
5 Cr. Layers	2.75	—	—	2.60
4 Cr. Layers	2.25	—	—	2.10
3 Cr Layers	1.85	—	—	1.60
2 Cr. Layers	1 15	—	—	1.50
4 Cr. Loose	—	—	—	07
3 Cr. Loose	—	—	—	06½
2 Cr. Loose	—	—	—	06

Thompson Seedless, bichd, 50-lb boxes 11

Sultana Seedless, bichd, 48 l's, per lb..... 8

Seedless Muscatels, 50-lb cases 5½

Seeded, 1-lb cart..... 8½

Seeded, 12-oz. cart..... 7½

NUTS.

Almonds, fancy, I. X. L.		14
Almonds, choice, soft shell, Drake		14½
Almonds, shelled, No. 1.		32-35
Almonds, shelled, No. 2.		27-30
Almonds, shelled, Jordan, Imp		.58
Almonds, Jordan Dom.	.37½	.40
Brazils, 210-lb sks, new		.12
Chestnuts, Cal. Italian.	.09	.20
Cocoanuts, $9 100	4.50	5.50
Filberts, 175-lb sk.	.11	.12
Peanuts, Japanese, hand picked	.05½	.07
Peanuts, roasted	.08	.09
Pecan, polished		.14
Pine		
Walnuts, hard shell		10½
Walnuts, sft shll, No. 2		.13
Walnuts, sft shll, No. 1.		.15

COLUMN 7.

HONEY.

Water White, 2 5's, lb.	.0
Light Amber, 2 5's, lb.	.06
Lt. Amber, 10 1 gal tins, gal	.75
Lt. Amber, 20 ½ gal tins, gal	1 00
Lt. Amber 2-lb tins, doz.	2 60
Lt. Amber, 16-oz. bots, doz.	1 35
Comb, 1-lb glass jars, doz.	1 75
Comb, 2-lb glass jars, doz.	2.90

Pine Apples.

	Per Doz.
2 lb., fancy sliced, E. & C., 2 doz. in case	2 50
2 lb. grated, 2 doz in case.	2 25
2 lb. shredded, 2 doz. in case Hawaiian	1 65

Johnson's—Columbia.

2 lb. sliced, 2 doz. in case.	2 30
2 lb. grated, 2 doz. in case.	2 30
1 lb. sliced, 4 doz. in case.	1 15
1 lb. grated, 4 doz. in case.	1 15
gal., coreless, 4½ lb. to tin, ½ doz. in case, per lb.	18
gal., grated, 7 lb. to tins, ½ doz. in case, per lb.	18
2 lb., sliced, Baltimore, 2 doz. case	2 25
2 lbs., grated, Baltimore, 2 doz case	2 25
1 lb., cocktail, Baltimore ovals, 4 doz. case	1 25
2 lb., sliced, Singapore, 4 doz case	1 75
3 lb., sliced, Singapore, 3 doz. case	2 40

Royal Hawaiian,

2-lb grated, 2 doz. case	1 80
2-lb sliced, flats, 2 doz. case	2 00
Tall, 2-lb sliced, 2 doz case.	2 00
HB Sliced, 2 doz 2s	2 50
HB Whole, 2 doz. 3s.	2.70
HB Grated, 2 doz 2s	2 25
HB Sliced, 4 doz 1s	1.15
HB Grated, 4 doz. 1s	1.15

COLUMN 8.

Departm ent 5.

JELLIES, JAMS, ETC.

Griffin Extra Preserves.

Raspberry, st awberry, blackberry currant, loganberry, per doz. ..$2.00

Cherry, per doz. $2.00

Less 10 per cent in 5-case lots.

Apricot, Damson, Fig, Gooseberry, Gage Peach, Plum, Quince, per doz..... .... 2.00

Orange Mermalade..... 2.00

Less 10 per cent 5 case lots.

Long's Preserves.

Strawberries, Raspberries, Blackberries, Loganberries, Cherries, Pineapples, Pears, Figs, in 20-oz. glass jars, 2 doz. in cs., per doz.....$3 50

Apricot, Plum, Quince, Orange, Peach, in 20-oz. glass jars, 2 doz. in cs., per doz..... 3 20

Asstd, 2 doz. in cs., per doz... 3 30

JAMS.

Curtice Bros. Co., Rochester, N. Y.

In 16 oz. Glass Jars.

Strawberry, raspberry, raspberry and currant, red cherry, white cherry, apricot, black currant, red currant, quince (sliced), peach (sliced), pear (sliced), blackberry, gooseberry, grape, green gage, egg plum, damson, pineapple marmalade, tomato marmalade, orange marmalade, per dozen, $1.95.

All above packed in cases of 3 dozen each

COLUMN 9.

Long's Peerless Jams.

Strawberry, Raspberry, Blackberry, etc., in 16-oz. glass jars, 2 doz. in cs., per doz.. 2 00

Long's Pure Currant Jelly.

Tumblers, 2 doz. in cs., doz.. 2 00

30-lb. kits, per kit 3 00

15-lb. kits, per kit..... 1 75

Marmalades.

Orange (Dundee) 48-1's, doz. 2 75

COLUMN 10.

Apple Butter.

Cuttings, 5-lb. tins, per d z.	$2.50
Heinz, 2's, 2 doz. in cs, doz.	$2 25
Heinz, 3-lb stone crocks, doz.	4 25
Heinz, 4½-lb stone crocks, dz	6 50
Heinz, 18-lb. stone crocks, lb.	11

Peach Butter.

Cutting's, 5-lb. tins, d z.	2 50
Heinz 4½-lb stone crocks, doz	9 00
Heinz, 18-lb. stone crocks, lb	14

Maraschino Cherries.

Long's, qts, 12 to cs, per cs.	6 50
Long's, pts., 24 to cs., per cs.	7 50

FRUIT	JELLIES 2 lb. Extra	JELLIES 2 lb. Stand	JELLIES 1 lb. Extra	JELLIES Tumblers Ex. Lunch 1 lb glass	JAMS 2 lb. Extra	JAMS 2 lb. Stand	JAMS 1 lb. Extra	JAMS Tumblers Ex. Lunch 16 oz. G'ss	Preserves
Apple	1 55	1 35	1 00	85	1 45				
Apricot	1 55	1 35	1 00	85		1 60	1 35	90	90 1 80
Assorted	1 55	1 35	1 00	85	1 75	1 60	1 35	95	90 1 80
Assorted No. 2					1 75			95	1 80
Blackberry	1 55	1 35	1 00	85	1 75	1 85	1 60	95	90 1 80
Cherry									1 80
Crabapple	1 55	1 35	1 00	85	1 75				
Currant	1 75	1 50	1 10	85	1 90	1 85	1 60	95	90 1 80
Damson					1 75				1 80
Fig						1 60			1 80
Gooseberry	1 55	1 35	1 00	85	1 75			95	90 1 80
Grape (Catawba)					1 75				1 80
Green Gage									
Lemon	1 55	1 35	1 00	85					1 80
Loganberry					1 75				
Orange Marmalade		1 35	1 00	85		1 60		90	90 1 80
Peach	1 55	1 35	1 00	85		1 60	1 35	90	90 1 80
Plum	1 55	1 35	1 00	85	1 75	1 60	1 35	90	90 1 80
Quince	1 55	1 35	1 00	85	1 75	1 60	1 35	90	90 1 80
Raspberry	1 55	1 35	1 00	85	1 75	1 85	1 60	95	95 1 80
Strawberry	1 55	1 35	1 00	85	1 75	1 85	1 60	95	95 1 80

Department 6.

CANNED FRUITS AND CANNED VEGETABLES.

CANNED VEGETABLES.

Asparagus "Griffin Extras" Mammoth	$
Large White	
Medium White	
White Tips	
Artichokes, 2½'s "Griffin	3 00
Beans, Stringless Extras"	1 20
Beans, Blue Lake	1 30
" " " gal	4 50
Beans, String, 2-lb	80
Beans, String, gal	3 50
Beans, Lima, baked	1 00
Beans, French Kidney 2-lb	1.15
Beans, French Red Kidney, 2-lb. "Jan of Arc" Brand, p.dz. 1 case free with 10.	1.15
Fancy Eastern	1 85
Corn, Smith's Hulled, 2 doz. in case, per doz	1 20
Hominy, Great Western, 3 lb	1.20
Corn, 2-lb, Western	.95
Corn, 2-lb, Maine	1 35
Dunbar's Okra, 2½-lb	1 70
Petit Pois, Griffin extra	1 50
Peas, Griffin extra sifted	1 25
Peas, Standard sifted	1 10
Peas, Standard Marrowfat	.95
Pumpkin, 3 lb	1 7½
Spinach, 2½s	1 75
Succotash, fancy, tins	1.40

Tomatoes.

	doz.
3's, Griffin's Ex. Solid Pack	$1 15
3's, Griffin's Ex., with peppers	1 20
2½'s, Cutting's Solid Pack	.95
2½'s, Cutting's Solid Pack, with peppers	1.05
2½'s Cuttings's Standard	.85
Gallon, Standard	2 50
Gallon, Solid Pack	2 75
Gallon, Puree	2.50

2 lb. Extras	2½ lb. Extras	2½ lb. Extra Standards	2½ lb. Standards	2½ Second	2½ Water	2½ Pie	KIND	Gallons Extras 2 lb. Glade	Gallons Extras 2½ lb. Grade	Gallons Extra Standard	Gallon Standard	Gallon Water	Gallon Pie
2 25	1 65	1 10	1 30	1 15	1 05	1 05	Apples			4 00	3 50		2 65
2 50		1 35	1 25	1 10	1 00	1 00	Apricots	5 75	5 00	4 50		2 75	2 40
							" peeled						
							" sliced						
							Assorted						
2 25	1 70	1 45	1 35	1 20			Black erries						
							Cherries (Royal Anne)			4 25	4 00	3 75	3 40
							Cherries (White)						
							Cherries (Black)						3 65
2 00	1 35	1 20	1 10	95	90	90	Grapes (White Muscat)			5 25	4 60		3 65
	1 60		1 25	1 10			Nectarines			3 50	3 10	2 50	2 25
2 65							Peaches (Yellow)	6 50	5 25	4 60	4 25		
2 75							Peaches (Lemon Cling)	7 75	7 00		5 00		
				1 40			Peaches (Lemon Cling 3 sied)	7 75	7 00				
2 65							Peaches (White Heath)			5 75	5 00		
			1 55				Peaches (White Heath Sliced)			5 25	4 75		
2 75	2 25	2 00	1 90	1 35		1 00	Pears (Bartlett)	7 00	6 25	5 25	4 75	3 75	2 00 pld
2 10	1 45	1 20	1 10	95	90	1 05 pld	Plums (Green Gage)	5 00	4 25	3 50	3 25	2 55	2 15 pld
2 10	1 45	1 20	1 10	95	90	90	Plums (Egg	5 00	4 25	3 50	3 25	2 55	2 30
2 15	1 50	1 25	1 15	1 05	90	90	Plums (Gold Drop)	5 00	4 25	3 50	3 25	2 55	2 30
	2 10	2 25	2 10	1 95	95	95	Plums (Damson)						
	2 10	1 85	1 70	1 45			Raspberries						
							Strawberries						

Department 7.

PROVISIONS.

Hams.

Eastern Standard, 17 19	.12¾
Eastern Standard, 15 16	.13¾
Eastern Standard, 12 14	.14
Eastern Standard, 10 12	.14
Eastern Fancy	10-12 .13½
Local cure, all averages	12 .12½
Picnic Hams	.9½

Boiled Hams.

Skin on	.17½
Skin off	.18½

Breakfast Bacon.

Eastern Standard, 6 8	.14½
Eastern Standard, 8 10	.16
Eastern Standard, 10 12	.15
Eastern Fancy	.18½
Local cure	.16

English Cured Bacon.

Eastern cure, 8 10	.15
Eastern cure, 10/12	.14½

Dry Salt Bacon.

Clear medium Bacon	.13½
Clear light medium	.12
Clear Lt. med. select	.13½
Light Belly	.14
Extra light Belly	.14
Bacon Backs	.12½
Bacon Bellies	.15½

Dry Salt Meats.

Sides	.10½
Bellies	.13½
Backs	.10½
Fat Backs	.10½

Barreled Pork.

	Bbls.	½-bbls.
Spare Ribs		
Family Pork	14 50	7 50
Clear Pork	19 00	9 75
Pig Pork	22 50	11 50

Barreled Beef.

Mess Beef	11.50	6.00
Extra Mess Beef	11.50	6.00
Family Beef	11.50	6.00
Extra Family Beef	12.00	6 25
Beef Tongues	25.00	13.00

Pigs Feet.

Tierces, about 300 lb.	$18.00
Barrels, about 200 lbs.	13.50
½ barrels, about 80 lbs.	5.00
Kegs, about 25 lbs.	2.10
Kits, about 15 lbs.	1.25

Honey Comb Tripe.

Tierces, about 300 lbs.	$17 00
Barrels about 200 lbs	13 00
½ barrels about 80 lbs.	5 00
Kegs, about 25 lbs.	2 10
Kits, about 15 lbs.	1.25

Sausages.

	Per lb
Braunschweiger	17
Italian Salami	23
D'Arles	22
Mortadella	24
Bologna	8½
Frankfurters	8½
Garlic Sausage	9
Liver Sausage	8½
Beef Sausage	8½
Head Cheese	8½
Tongue Sausage	8½

Pure Leaf Lard.

Tierces, about 350 lbs net.	9½
½-bbls, about 100 lbs net.	9½
80 lb Wood Tubs, 80-lbs. net.	9¾
60 lb Wood Tubs, 60 lbs. net.	10
20 lb Wood Pails, 20-lbs. net.	10½
5-lb Cans, 1 to a case.	9¾
20 lb Cans, 4 to a case.	9¾
1-lb Cans, 6 to a case.	10
5-lb Cans, 12 to a case.	10½
3-lb. Cans, 20 to a case.	10½

Compound Lard.

Tierces, about 350 lbs. net.	6
½-bbls., about 10 lbs. net.	6¼
80-lb. Wood Tubs, 80 lbs. net	6⅛
60-lb Wood Tubs, 60 lbs net	6⅛
20-lb. Wood Tubs, 20 lbs net	6⅛
50-lb. cans, 1 to a case.	6⅝
50-lb. cans, 2 to a case.	6¾
20-lb. cans, 4 to a case.	6¾
10-lb. cans, 6 to a case.	6⅞
5-lb. cans, 12 to a case.	6¾
3-lb. cans, 20 to a case.	7

P. F. Rathjens Inc. PACKERS

1311-1315 Pacific Street.

Sausages.

Garlick Frankfurter	10
Bologna	10
Blood and Liver	9
Tongue and Headcheese	—
Choice California Ham	12
Extra Light Bacon	15½
Medium Light Bacon	12½

Boiled Hams.

Kegan	20
Eastern	19
California	17

Mettwurst.

Extra Home Made, 20, 22½, 25

LARD.

50 lb tubs	$
20 lb tubs	9½
10 lb. tins	10
5 lb. tins	10
3 lb. tins	10
1 lb. cups	11

Scientifically Cooked
Flavor Unexcelled



H. M. WOLTER & CO.

Dealers in

..Boneless Boiled Ham..

Leading Grocers and Delicatessens Pronounce Them the Best.

103 12th St. Tel. Mint 1763

KINGAN'S 22

H. M. WOLTER & CO. LEADER 21

ANCHOR PACKING CO.

140 Eighth St., S. F., Cal.

PORK PACKERS AND PROVISION DEALERS.

Boilers of Kingan and Anchor Hams.

SAUSAGES, COOKED MEATS, TONGUE

Hams, Kingan, boneless boiled	20c
" Anchor, "	19c
Bacon (special)	16c
Lard, 55	9¾c
" 20	10c
" 10	10c
" 5	10½c
" 3	10¾c

Please note that our hams are all hand tied.

HEINEMAN & STERN

916 Larkin Street

	Lbs.
Garlic Sausage, Ring	
Bologna	
Frankfurter	
Rolla a	
Smoked Beef	
Pickled Meat	
Hadenecse	
Tongues	
Dried Beef	Doz.
Smoked Mutton,	Lbs.

Prices quoted on application by telephone or letter

COLUMN 12.

Department 8
CANNED MEATS

ALL PRICES ARE PER DOZEN	No. ½ tins 4 Doz. in Case	No. ½ 2 Doz. Tins in Cas.	No. 1 Tins 2 Doz. in Case	No. 2 Tins, 1 or 2 Doz in Case	No. 6 Tins 1 Doz. in Case	½ Bbl in Case	No. 10 Tins 1 Doz. in Case	No. 1 Tins 1 Doz. in Case
Corned Beef	.....	.....	1 30	2 10		23	18 25	.....
Roast Beef	.....	.....	1 30	2 10		23	.....	.....
Roast Ribs of Beef, Boneless	.....	.....	1 40	2 10			.....	.....
Roast Mutton	.....	.....	.....	2 70			.....	.....
Brisket Beef	.....	.....	1 45	2 50			.....	.....
Boiled Beef	.....	.....	1 35	2 40		25	.....	.....
Chipped Beef	.....	.....	1 20	2 10		25	.....	.....
Sliced Beef, in tins	.....	.....	1 40	2 50		15 50	.....	.....
Sliced Beef, in glass	.....	.....	1 45	2 75			.....	.....
Brawn	.....	.....	.....	1 40	2 45	8 25	.....	2 75
Compressed Ham	.....	.....	1 50	2 75			.....	.....
Lunch Tongue	.....	1 90	3 25	6 00			.....	.....
Lambs Tongue	.....	1 70	2 95				.....	.....
Sliced Ham	.....	.....	3 70	6 40			.....	.....
Sliced Bacon	.....	.....	.....	.....			.....	.....
Sliced Bacon in Glass	.....	.....	.....	.....			.....	.....
Deviled Ham	.....	.....	.....	.....			.....	2 80
Potted Ham	40	80	.....	.....			.....	.....
Potted Ox Tongue	40	80	.....	.....			.....	.....
Potted Chicken	40	80	.....	.....			.....	.....
Potted Turkey	90	1 60	.....	.....			.....	.....
Deviled Chicken	90	1 60	.....	.....			.....	.....
Deviled Turkey	90	1 60	.....	.....			.....	.....
Boneless Chicken	.....	3 40	5 55	.....			.....	.....
Boneless Turkey	.....	3 40	5 55	.....			.....	.....
Veal Loaf	.....	1 10	2 10	.....			.....	.....
Ham Loaf	.....	1 10	2 10	.....			.....	.....
Beef Loaf	.....	1 10	2 10	.....			.....	.....
Chicken Loaf	.....	1 10	2 10	.....			.....	.....
Chicken Pate and Ham	.....	1 60	2 75	.....			.....	.....
Chili Con-Carne	.....	1 10	.....	.....			.....	.....
Beefsteak and Onions	.....	.....	1 40	.....			.....	.....
Hamburger Steak with Onions	.....	.....	1 60	.....			.....	.....
Frankfurter Bratwurst	.....	1 95	2 00	.....			.....	.....
Sweetbreads	.....	.....	2 00	.....			.....	.....
Vienna Sausage	.....	.....	2 40	.....			.....	.....
Oxford Sausage	.....	90	1 65	.....			.....	.....
Bologna Sausage	.....	.....	2 45	.....			.....	.....
Vienna Sausage and Kraut	.....	.....	2 25	.....			.....	.....
Corned Beef Hash	.....	.....	1 20	.....			.....	.....
Lunch Sausage	.....	1 10	1 50	.....			.....	.....
Ox Tongue, whole	.....	90	.....	No 1½	No 2	No 2½	No. 3	
Minced Collops	.....	.....	.....	6 50	7 50	9 50	12 00	
Tripe	.....	.....	.....	2 45				
Pork Sausage	.....	.....	.....	1 75				
Stewed Kidneys	.....	1 05	.....	2 50				
Pork and Beans, Plain	.....	.....	90	1 40			1 85	
Pork and Beans, with tom. sc'e	.....	.....	95	1 45			1 90	

Department 9.

FISH AND CHEESE.

Russian Caviar.

	Per doz
1-lb cans, 2 doz in case	$11 25
½-lb cans, 2 doz in case	6 25
¼-lb cans, 5 doz in case	3 00
⅛-lb cans, 6 doz in case	1 80
White Label Brand	3.50

CHEESE.

Foreign and Domestic.

	old	new
New York State Factory		17
Cheddars, June make		
Twins, " "		17½
October make Cheddars		18
October make Twins		18½
Calif. State factory flats	13½	15
Calif. State factory Young Americans	16	17
Limburger, Eastern, ℔ lb		15
Swiss imported, ℔ lb		26
Roquefort, ℔ lb		38
Gouda, ℔ lb		27
Pineapples, Eastern, 6 in cs, ℔ case		$3 35
Pineapple, Eastern, 6 in cs, small		2.35
Holland or Edam, medium, plain, per doz		$ 8.00 8.50
Holland or Edam, medium, in bladders, per doz		9.00 9.50
Holland or Edam, large, plain, per doz		9.50 10.00
Holland or Edam, large, in bladders, per doz		10 00 10.50

Fancy.

Camembert Brie, Roquefort, and Gorgonzola, jars..... none
Parmesan C & B. sml bot, doz. $ 00
Parmesan C & B lge bot, doz. 5.00

Bayle's.

	Smal ½-lb	1-lb	2½-lb	5 lb
Deviled Cheese	...$1.00	$2 25	$4.00	$ 500 $9.00
After Dinner Cheese	$1.00	2.40	4.00	4 50 7.50
Roquefort Cheese	$1.00	2.40	4.00	4.50 7.50

SALT FISH.

Pacific Codfish.

Bndles, 50 lbs each, per lb	4½
Cs. selected, 100 lbs ea, pr lb	5½
Boneless, 30-lb boxes, per lb	7
Boneless Strips, 40lb bxs, p lb	
Boneless Blocks, 40lb bxs, p lb	
Boneless Tablets, 36 bxs, pr lb	8
Boneless Middles, 60 bxs, pr lb	9¾
Boneless Middles, extra, 60-lb boxes, per lb	10

Eastern Codfish.

Gen Georges, 8 fish to cs	$ 9.00
Gen. Georges, 12 fish to cs	8.50
Geo. Cur. Cod, 16, 18 fish to case	8 25
Geo. Cur. Cod, 40 fish to cs	7 25
Gen. Geo. Middles, 60 fish.	13½
Gen. Geo. Tablets, 36 fish.	11½
Gen. Geo. Blocks, 40 fish..	11½

Shredded Codfish.

Codfish, Beardsley's shredded. 2 doz in case..... 1.00

Norwegian Mackerel.

Bloater, 200-lb. bbl., 120-130 fish	44.00
Bloater, 100-lb. ½ bbl., 60-65 fish	23.00
No. 1, 200-lb. bbl., 150-160 fish	31 00
No. 1, 100-lb. ½ bbl., 75-80 fish	18.00
No. 2, 200-lb. bbl., 220-240 fish	30.00
No. 2, 100-lb. ½ bbl., 110-120 fish	16.00
No. 3, 200-lb. bbl., 300-350 fish	23.00
No. 3, 100-lb. ½ bbl., 150- 175 fish	12 50
No. 3, 400-140 fish, p r bbl	22.00
No. 3, 100-lb, ½ bbl., 280- 20 fish,	12.00

Irish Mackerel.

No. 1, 200-lb. bbl., 200-220 fish	none
No. 1, 80-lb. ½ bbl., 80-90 fish	none
No. 2, 200-lb. bbl., 325-350 fish	none
No. 2, 80-lb. ½ bbl., 130-140 fish	none
No. 2, 200-lb. bbl., 475-500 fish	none
No. 2, 80-lb. ½ bbl., 180-190 fish	none
No. 1, 10-lb kits, 15-16 fish	1 30
No. 2, 10-lb. kits, 20-22 fish	1.20

American Bloaters.

Shore Bloaters, 200-lb. bbl., 115-120 fish	20.00
Shore Bloaters, 80-lb. ½ bbl., 45-50 fish	11.50
Extra No. 1, 200-lb. bbl., 120-130 fish	27.50
Extra No. 1, 80-lb. ½ bbl., 50-55 fish	11.00
No. 1, 200-lb bbl., 140-150 fish	none
No. 1, 80-lb. ½ bbl., 60-65 fish	none
No. 2, 200-lb. bbl., 130-140 fish	28.50
No. 2, 80-lb. ½ bbl., 55-60 fish.	11.00
No. 2, 200-lb. bbl., 140-160 fish	none
No. 2, 80-lb. ½ bbl., 60-65 fish.	none
No. 2, 200-lb bbl., 160-180 fish.	none
No. 2, 80-lb. ½ bbl., 70-80 fish.	none
No. 2 200-lb. bbl 180-200 fish	none
No. 2, 80-lb. ½ bbl.. 80-90 fish.	none

In Kits.

Extra Mess, 7 to 8 fish, each	$2.00
No. 1, kits 8 9 fish or 15-17 fish	1.50-1.75
No. 2, kits, 8 9 or 20-22 fish	1.25

Salmon.

King, bbls	$ 12 00
Oregon Silversides, bbls	9 50
Alaska Red, bbls	10.00
Alaska Red, ½-bbls, 100 lbs	6.00
Alaska Red, kits	.85
Bellies, bbls	7 50 8.00
Bellies, ½-bbls, 100 lbs	4 25 5 50
Tongues and Sounds, kits, 10lb	1 25
Tongues and Sounds, ½-bbls	9 00

COLUMN 13.

New Herring.

Holland, ex selctd mxd bbls	$ 8.00
Holland, ex selctd mxd ½-bbl	4.50
Holland, ex. selctd mxd, keg	1 10
Holland, cheaper grade	90
Holland, cheap. gr. mxd, bbls	16 0
Holland, chp. gr. mxd, ½-bbl	8 50
Holland, ex. select Milchner, bbl	20.00
Holland, ex. select Milchner, ½-bbl	10 50
Holland, ex. select Milchner, keg	1 20
Holland, cheaper grade	1.00
Holland, cheaper grade, bbls.	
Holland, cheaper grade, ½-bbl	8 50
Labrador Split, 100 fish	5 25
Labrador, round, 160 fish	4 75
Pacific, ½-bbl	2 25

SMOKED FISH.

Bloaters, Grnd., 100 in box	$2.65
do. do. 50 in box	1.50
Bloaters, Cromarty	2.65
Yarmouth, 100 in box	
Halibut, chunks	15
Herring, in boxes, Eastern	20
Herring, in boxes, Washington	15
Herring, boneless, Beardsley's tins, doz	$1.50
Herring, boneless, Beardsley's small, doz	1.00
Herring, Beardsley's Boneless, vacuum tumblers, 2 doz in case	1.95
Finnan Haddies	2.00
Moir's Selected Red Herrings, 100s	1.00
Moir's Selected Red Herrings, 50s	1.25
Salmon, per lb	.10 20

POTTED FISH.

	Per doz
Potted Crab	$1 85
Kipper Paste	1.00
Anchovy and Bloater Paste, plain pots	2.30
Ditto, fancy pots	4.75
Yarmouth Bloater Paste	4 75
Ditto, fancy pots	7.5
Kippered Herringa	1 90
Kippered Herrings, Moirs	1.90

CANNED FISH.

	Doz.
Anchovies, in oil, 2 doz. ½ pts, in glass, doz	4.00
Anchovies 2 doz. ¼ pts., doz	3 00
Bloaters, Yarmouth C. & B. ..doz	4 50
Codfish Balls, 2-lb tins, per doz	2.25
Eels, Hamburg, in jelly, 1-lb tins	1 80
Eels, smoked, 1-lb, ℔ doz	2.50
Finnan Haddies, 2-lb oval	2.25
Finnan Haddies, 1-lb, round, ℔ doz	2 00
Sardelles, imported, 1-lb tins	3 00
Sardelles, imported, in glass	3 10
Sardelles, domestic, 1-lb glass	2.25
Sardelles, Ankers, ⅛ keg	3 00

Mackerel.

1-lb tins, 50 in a case.
2-lb tins, 2 doz in a case.

Gold Label, 1-lb tins	1 50
P. & W, 2-lb soused	2 75
P. & W., 2-lb, mustard	2 75
P. & W., 2-lb, tomato	2.75
Underwood, 2-lb, soused	2.85
Underwood, 2-lb, tomato	2 85
Underwood, 2-lb mustard	2 85
Los Angeles, 2-lb, soused	2.55
Los Angeles, 2-lb, tomato	2 55
Los Angeles, 2-lb, mustard	2 55
Mt. Desert, 2-lb, soused	2 25
Mt. Desert, 2-lb, tomato	2 25
Mt. Desert, 1-lb, soused	1.35
Blueback, 1-lb, fresh	1.10

Crescent Mackerel.

Soused, 18 oz. tins, 4 doz. in case, d	$1.80
Tomato, 18 oz. tins, 4 doz. in case doz	1 80
Mustard, 18 oz tins, 4 doz in case doz	1 80

1311-1315 Pacific Street

Mackerel in Oil.

Bezler's	3.00	4.00
Lemarchand	5.00	7 00

Salmon.

Alaska Red, 1lb tins, doz	65
Alaska Red, 2lb tins, doz.	1 60
Alaska Pink, 1lb tins, doz	80
Alaska Pink, 2lb tins, doz	1 50
Alaska Flats, 1lb tins, doz.	1 40
Oregon Red, 1lb tins, doz.	90
Oregon Red, 2lb tins, doz.	1.60
Oregon Pink, 1lb tins, doz	75
Oregon Pink, 2lb tins, doz	1 50
Oregon Flats 1lb tins, doz.	1.00
Columbia River, 1lb talls.	1 60
Columbia River, 1lb flats.	1.75

French Sardines.

¼s, according to quality and size of tin, p. cas	9.50 12.50
½s, according to quality and size of tin, p. case	19.00 20.00

COLUMN 14.

American Sardines.

Packed 8 1-3 doz in a case.
¼s 50 tins in case.

American ¼s in oil, per case	$3 25
American ½s in oil, 5-case lots	3 15
American ½s in oil, per doz	50
American ½s in mustard, doz	60
American ½s in mustard, case	3.35
American ¾s in mustard, doz.	80
American ¾s in mustard, case	2 80

Sprats.

Piloto	6 75	7 00
Menhle	6.75	7.00

SHELL FISH.

Abalones.

4 doz in cs, with shells, cs., 6.00

Clams and Clam Juice.

	Doz.
Doxsee Clams, 1-lb, tins	$1.75
Doxsee Clams, 2-lb, tins	2 75
Doxsee Clam Juice, 1-lb tins	90
Doxsee Clam Juice, 2-lb, tins	1 60
B & M Lunch Clams, flat tins	1.37½
Underwood Clams, 1-lb, tins	1.00
Underwood Clams, 2-lb, tins	1.60
P. & W. Clams, 1 lb, tins	1.00
P. & W. Clams, 2 lb, tins	1.50
Oxford Clams, 1-lb, tins	1.50
Oxford Clams 2-lb tins	95
P. & W. Clam Chowder	1 50
Burnham's Clam Bouillon, qts	2 10
Burnham's Clam Bouillon, pts	90
Burnham's Clam Bouillon, ½ pints	4 50
	2 40

Lobsters.

	Doz.
Red Jackets, flats, 1s	2.85
Deep Sea Picnics, 1s	2.85
Triumph Talls, 1s	2.00

Oysters.

Oysters, Selects, 12 oz	$1.60
Oysters, Selects, 6 oz	8.25
Oysters, Standard, 10 oz	2.00
Oysters, Standard, 5 oz	1.10
Oysters, Standard, 8 oz	1.70
Oysters, Standard, 4 oz	.90

Shrimps.

Shrimps, pickled, 1-lb, tins	$1.05
Shrimps in Tomato Sauce, 1-lb flats	
Dunbar's Picnics, 4 doz in cs	1.0
Dunbar's 1½-lb, 2 doz in cs	2 10
Pickled Shrimps, 1-lb., 4 doz in case	1.05

Department 10.

LAUNDRY MATERIALS.

Ammonia.

GREER'S WASHING AMMONIA
First grade absolutely pure. 180 Beaume Strength.

Pints (2 doz. to cs)	$1 50 per doz.
Quart- (1 doz to case)	2 50 " "
½ Gals 6½ doz. to case,	4 25 " "

WASHING AMMONIA
Standard Grade.

Pts., 2 doz. to case, per doz.,	$ .75
Quarts, 2 " " " "	1 25

GREER'S TOILET AMMONIA
Lavender and Violet
Pints (2 doz to case) $2 50 per doz.



Parson's Household Ammonia

	per doz.
½ pints, 1 doz in case	$1 50
Quarts, 1 doz "	2 65
Pints, 2 doz. "	1 75
Dime size 3 doz in case, per case	2 95

Bluing.



Liquid Laundry Bluing.

SCOTT & GILBERT CO.
Manufacturers
214-216 Mercer Street
SUNSET
doz.

½ pints, 3 doz case	40
½ pints, 3 doz case	60
Pints, 2 doz. in case	75
Quarts, 2 doz. cs.	1 45

Bluing, ball.

Milbado, ½'s, 100 lb case, lb	20
Milbado, ¼ " 100 lb case, lb	22
Nuremberg, A, ½'s, ℔ lb	.33
Do A, D, ½'s, ℔ lb	.25
Do A, C, R, ½'s, ℔ lb	.21
Washerwoman ½'s, ℔ lb	.12
Do ¼'s ℔ lb	.14
German Ultramarine ½'s ℔ lb.	12
Do ¼'s ℔ lb	14
Deschamp's French, 1's, ℔ lb	.28
Do ½'s, ℔ lb	.29
Gold Medal, qt, ℔ doz	1.25
Do pt, ℔ doz	1 00
Do ½ pt, ℔ doz	75
Do ¼ pt ℔ doz	.45
Do China Label, qt, ℔ doz.	1.25
Greer's, 1 dz qts, & doz	2.25
" ½ doz to cs	2 50
Do 2 doz pts, ℔ doz	1 44
Do 3 doz ½ pts ℔ doz	.90
Pacific 1 doz qts ℔ doz	1.10
" 2 doz qts to cs	.80
Do 3 doz ½ pts, ℔ doz	65

COLUMN 15.

Borax.

20-Mule Team, powdered 1's, cs. of 2 doz	$2 25
20-Mule Team, powdered 12-oz. cs. of 4 doz	3 60
20 Mule Team, powdered ¼'s, cs. of 8 doz	3 84

(Less 5 per cent. in 5 case lots; 10 per cent. in 10 case lots).

Cartons, 1's, 2 doz. in box.....09
Lump, 25 lb. in box.....08
Powdered, 25 lb in box.....08½

Chloride of Lime.

Brookman's, 1s, ℔ lb	7½	7½
Do ½'s, ℔ lb	8½	9

Salter's Purity Brand, ex qual. doz. .85

Lye.

Big Bonanza Lye	
Case of 48-1 lb tins	3.30
5 case ots	3.25
Star Scrubbing Lye	
48-½ lb tins, per case	1.75
5 case lots	1.50
Merry War, 1 doz in case	3 10
Merry Nickel, 4 doz to case	1.75
Eagle Lye, 4 doz. in case	3 60
Do 3-case lots	3.50
Do 5-case lots	3 40
Tomson's Red Seal, 4 dz. to cs	4.00
Do 5-lb, 12 5s to case	1.80
American, 4 doz in case	3. 25
Do in 5-case lots	3 00
Babbitt's Lye, 4 doz in case	3 25
Do in 5-case lots	3 00



BANNER LYE

Cs 4 doz.	$4.00
Cs., 2 doz.	2.00

SPECIAL FREE DEAL

LIMITED

Freight Paid to Country Points

5 Case lots, per case	$1.25
One additional case free	
Net cost	3.54
3 Case lots, per case	4.25
One additional case free	
Net cost	3.64

Sal Soda.

California, pkgs	.90
California, bbls	.95

Department 11

STARCHES.

RIVERSIDE



Corn.

must be received at Sc. ℔ lbs per lb .5½

Gloss.

1 lb per lb .6½c
6 3's per lb .6¼c
6 6's per lb .6c

PIONEER.

during June case corn 1.60 with each box ordered, received or bought must be received at 8c.

Corn Starch.

Log Cabin 40 1's per pkg	.4
Liberty, 40 1's per pkg	.5½
Imperial, 40 1 per pkg	5¾
Nickel, 5-box lots, pkg	5½
Kingsford in 1's	6½
Kingsford, 40 1s, pkg	7½
Ivy Corn, 40 1's, per pkg	5½
Lily Corn, 5 box lots	6½
Lily Corn, 24 1's per pkg	6½
Sioux City, 40 1s per pkg	5½
Sioux City, 5 box lots, pkg	5½
None such, 40 lb, per pkg	5½

Laundry Starch.

Elastic Starch, 6d/1's, per box	5.00
Celebrated 6d/1's per box	5.00
Best Gloss, 4d/1's per lb	7½
Liberty Gloss, 4d/1's, per lb	7½
Lily Gloss, 6d/1's, per lb	6½
Best 12/6's, per lb	6½
Pearl Gloss, 40 lb boxes	3½
Sioux Gloss, 4d/1's	5½
Sioux Gloss 3's 16 in box	5½
King ford's S. G. 1's, 40 lb bx	7½
King ford's S. G. 6's, 12 in crate	8½
Kingsford's Pure 1's 40 lb. box	7½
Duryea's S. G., 1's, 40 lb box	8
Duryea's S. G. 6's, 12 in crate	8½
Duryea's Superior, 1's 40-lb bx	7½
Niagara Gloss, 1's 40 lb box	5½
Niagara Gloss, 6's 12 in crate	6½
Niagara Gloss, bulk, 50-lb. box	4½
Lily Gloss 1's 48 lb box	5½
Lily Gloss, 6's, 12 in case	6½
Lily Gloss, 3's 16 in case	5½
Sunbeam, 6 4-lb boxes	5½
None Such 6s 12 to crate	6
None Such, bulk, 50 lb box	4½

COLUMN 16.

Department 12

Soaps and Washing Powder

Western Star Soap

WHITE FLOATING.

100 bars per case $4.10

LASCO KOLD WATA NAPTHOL.

100 Bars per case $4.00

Free Delivery in San Francisco Oakland, Alameda and Berkeley

manufactured by

Los Angeles Soap Co.

San Francisco Office, 115 Davis St.

Telephone Grant 110.



THE BEAVER SOAP CO., Dayton, Ohio.

Grandpa's Wonder Soap.

100 cakes 4-oz $3.50
50 cakes 4-oz 3.50

Powdered Soap.

Grandma's Borax, 24 3-lb. per case $4.00
Grandma's Borax, 60 12-oz. per case 2.40

Peet Bros.

Silk Soap 2.80
Ammonia Benzoline 3.85
Cocoa Borax 4.10
Crystal White 3.95
Lily White (Floating) 3.80

Standard Soap Co.

Top Notch, 100, 10-oz. $3.50
Sunburst, 100 12-oz 3.75
Yellowstone, 100 14-oz 3.75
Marigold, 100 16-oz 3.90
Thomas' Cool Water, 100 13-oz 4.00
Thomas' Cool Water, 20 13-oz .85
Milo, 100 4-oz., 100 cartons 6.50
Magno "Floating Borax," 100 10-oz. 4.00
Gold Medal Borax, 100 10-oz.... 5.50
Gold Medal Borax, 20 10-oz.... 1.15
Purity, "Floating," 5c size.... 3.90
Purity, "Floating," 10c size.. 6.25
Purity, "Floating," 10c size, 20 1.30
Electric Mineral, 100 16-oz.... 5.50
Electric Mineral, 20 16-oz..... 1.15
Peerless Kitchen, 100 10-oz.... 3.00
Peerless Kitchen, 20 10-oz..... .65

Miscellaneos.

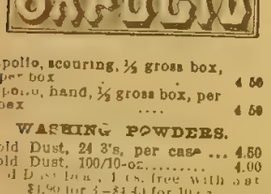
Miller's Naptha, per case..... 4.85
½ doz. toilet free.
Fels Naptha, 100 14-oz..... 4.40
Hot or Cold, 100 10-oz..... 4.00
Life Buoy, 100 ..... 4.00
Mikado, 100 14-oz..... 3.90
Mikado, 20 14-oz..... .85
Lenox, 100 ..... 3.00
Lenox, 20 ..... .75
Ivory, 100 10-oz..... 7.00
Fairbanks Clairette, 100 ..... 3.35
Fairbanks' Santa Claus, 100... 2.85
Fairbanks' Copco, 100 ..... 3.90
Fairbanks' Fairy Oval, 100.... 3.90
Grandpa's Wonder, large, 50.. 3.50
Grandpa's Wonder, small, 100. 3.60
Peets' Pine Tar, 50 ..... 1.90
Peets' Pine Tar, 100 ..... 3.75
Babbitt's, 100 ..... 4.10
Jergins Pumice, 50 small..... 1.75
Jergins Pumice, 50 large..... 3.00
Uncle Sam's Tar, 100 small.... 3.50
Uncle Sam's Tar, 50 large..... 3.40
Stryker's Kitchen Soap, 100s... 3.50
Stryker's Kitchen Soap, 20s.... .75
Pearl, 100, large..... 4.00

Castile Soap.

La Lune White Castile, lb..... 7¾
White, Virgin, per lb..... 7¾
White, Contl 14 15
Mottled, Imported, per lb. 6½ 7
Clover Leaf White 13
La Boulen 7½

Scouring Soaps.

Bon Ami, 3 doz to cs, pr cs.. 2 50



Sapolio, scouring, ½ gross box, per box 4 50
Sapolio, hand, ½ gross box, per box 4 50

WASHING POWDERS.

Gold Dust, 24 3's, per case ... 4.50
Gold Dust, 100/10-oz..... 4.00
Gold Dust Flour, 1 cs. free with 5 cs at $4.50 for 5 cs $4.40 for 10 cs.
Lavarine, 36 1-lb, per case.... 3.00
Lavarine, 100 5c pkgs..... 3.50
Pearline, 36 1-lb. pkgs..... 3 10
Pearline, 100 6-oz pkgs..... 3.75
Soaperine, 20 3-lb. pgs..... 3.60
Soaperine, 50 1-lb. pkgs 3.35
Soaperine, 100 ½-lb. pkgs 3.60
Babbitt's 1776, 6-oz..... 2 85
Kleeno, 72/1's 4 50
Kleeno, 24/3's 4.25
Kleeno, 100/1½'s 3.75
Grandma's Borax, powdered, 24 3s..... 4.00
do. 60, ¾s 2.40

COLUMN 17.

Department 13

OILS, PAINTS, ETC.

Coal Oil.

Water white, coal, bulk..... 12½
Pearl, cases, 25's 15
Astral, cases, 25's 18
Star, cases, 25's 17½
Ex. Star, cases, 25's 20½
Elaine, cases, 25's 26

Gasoline and Benzine.

86° Gasoline, bulk, 25 cases.... 31
74° Gasoline, bulk 16 cases..... 22
63° Benzine, bulk, 13 cases..... 19

Turpentine.

Strictly Pure, cases, 2-5's..... 91
Do drums or iron bbls. 85

Linseed Oil.

Strictly pure, raw, bbls.....gal 46
Do. boiled, in bbls...gal 48
Do. raw, cs, 2-5's....gal 51
Do. boiled, cs, 2-5's..gal 53

Castor Oil.

Baker's AA, cs, 2-5's 1.16
Pure, No. 2, cs, 2-5's..... 1.05
No. 1, cs, 2-5's ..... .70

Lard Oil.

Strictly pure, bbls., 75 cs..... 80
Sup. Win., str., bbls. 65 cs.... 70
No. 1, bbls. 55 cs 60

Neatsfoot Oil.

Cooper's bbls, 75 cs..... 80
Extra, bbls, 62½ cases..... 67½
No. 1, bbls, 57½ cases..... 62½

Lubricating Oils.

Star Cylinder Oil, bbls, 60 cs..65
Columbia Cyl. Oil, bbls, 40 cs..45
Gem Cyl. Oil, bbls, 80 cs.....90
Ruby Cyl. Oil, bbls, 50 cs.....60
Star Engine Oil, bbls, 50 cs...55
Columbia Eng. Oil, bbls, 30 cs.35
Paragon Eng. Oil, bbls, 45 cs..55
Red Eng. Oil, bbls, 27 cs.....32
Star Mach. Oil, bbls, 30 cs.....35
Star Dynamo Oil, bbls, 50 cs...55
Star Spindle Oil, bbls, 40 cs....45
Star Sep'tor Oil, bbls, 50 cs....55
Favorite Sep'tor Oil, bbls, 25 cs.30

Miscellaneous Oils.

Union Salad Oil	.45	50
Globe Salad Oil	.45	50
Pure Sperm Oil	.75	80
No. 1 Polar	.50	55
China Nut oil, ord'ry.....	62½	
China Nut oil, No. 1.....	.80	

WHITE LEAD.

Pioneer, in kegs 7¼ 8

DRY PAINTS.

Eng. Paris White, bbls.	1.35	1.60
Whiting, bbls	1.00	1.15
Kalsomine, bbls		1¼
Prince's Min'l B'wn,bbls		1.65
Yellow Ochre, bbls.....		1½
Eng. Ven. Red, bbls....		1.50

Department 14

FARINACEOUS GOODS.

FLOURS.

Globe Grain & Milling Co.
Cor. Chestnut and Montgomery

California Selected Wheat,

Barrel

* "Banquet" (fancy patent)..$5.05
*** "Silver Star" (patent).... 4.65

Blended Wheat,

*"A1" Family 5.15

Entire Eastern Wheat.

Globe, Bakers' .....

(½ bbls. 10 cents per bbl. higher.)

*"A1" must be retailed for not less than $1.40 per ¼ sack.
**"Banquet" must be retailed for not less than $1.30 per ¼ sack.
*** Silver Star" must be retailed for not less than $1.25 per sack.

Miscellaneous Flours.

Cal. Family	4 60	$5.15
Cal. Bakers', extra.	4.80	4 90
Rye Flour		4.75
Rye Meal		4.50
Graham		4.50
Whole Wheat		4.50

Meals in Sacks or Boxes.
Less 10 per cent.

PEACOCK	Bales 100 lbs. 10 10-lb sacks
Self Raising Buckwheat Flour	$6.00
Advent Flour	3.50
Buckwheat Flour—new process	4.75
Buckwheat Flour—Patent Roller	4.50
Buckwheat Groats	10.00
Corn Flour, white or yellow	2.75
Corn Meal, pearled or yellow	2.75
Corn Meal, pearled, white	.75
Corn Meal, Extra Cream, yellow	3.75
Corn Meal, Extra Cream, white	3.75
Cracked Wheat, Pearled—new process	3.75
Rolled Wheat, bale, 10 7-lb and 10 10-lb. sacks	3.50
Rolled Oats, bale, 10 7-lb and 10 10-lb. sacks	4 75
Farina	4 50
Graham Flour, Patent Roller	3.25
Hominy, large	3.75

COLUMN 18.

	Bales 100 lbs. 10 10-lb. sacks.
Hominy, small	4.00
Oat Meal, granulated....	4. 60
Oat Meal, Patent Cut A, B or C	4. 75
Oat Groats	4. 75
Pearled Barley, No. 1, 25 lb. and 50 lb. Boxes....	6.00
Pearled Barley, No. 2, 25 lb. and 50 lb. Boxes....	6.00
Pearled Barley, No. 3, 25 lb. and 50 lb. Boxes....	6.00
	Bales 100 lbs. 10 10-lb. sacks
Rice Flour, Patent Roller	8.00
Rye Meal, Patent Roller..	3.50
Rye Flour, Patent Roller.	3.75
Split Peas, yellow, 25-lb. boxes	5.50
Split Peas, green, 25-lb. boxes	5.50
Whole Wheat Flour, Patent Roller	3.50
Wheat Meal, fine or coarse	3.75

In 50-lb. sacks deduct ¼ cent per pound from above prices.
In 25-lb. sacks deduct ⅛ cent per pound from above prices.

Meals in Sacks and Barrels.
(Less 10 per cent.)

Extra Cream Rolled Oats, in wood, 180 lbs. net..	$8.00
Extra Cream Rolled Oats, in sacks (180) 90 lbs. net sacks	7.50
Alta Mills Rolled Oats, in wood, 180 lbs. net.....	7.00
Alta Mills Rolled Oats in sacks (180) lbs., 90 lbs. net sacks	6.50
Rolled Wheat in wood, 150 lbs. net	4.40
Rolled Wheat in sacks, 150 lbs. 75 lbs. net sacks	3.90

PACKAGE CEREALS.

Less 10 per cent. Per case.

PEACOCK Self-Raising Buckwheat Flour—

20 3½ lb. pkgs.....	$4 75
40 1¾ lb. pkgs.....	5.00
24 3 lb. pkgs.....	4.75
California Flap Jack Flour, 36 2 lb. pkgs.....	4.75
Semola, 20 4 lb. pkgs.....	4.50
Nuttygrains, 20 4 lb. pkgs.	4.50
California Cream Flake Oats, 36 2 lb. pkgs.....	4.50
Farina, 24 1 lb. pkgs.....	2.00
Primrose Wheat, 36 2½ lb. pkgs.	4.50

PEACOCK CEREALS.
Manufactured by the Del Monte Milling Co.

(Net f. o. b. S. F.) Per case.

	36 2's	20 5's
Buckwheat Flour...	3.55	4.75
Yellow Corn Meal...	2.25	3.10
White Corn Meal...	2.25	3.10
Crack.d Wheat p rid.	3.25	4.20
Graham Flour.....	2.75	3.50
Large Hominy.....	3.25	4.20
Small Hominy.....	3.40	4.35
Oat Meal, Grnltd....	3.55	4.55
St'l Cut Oat Meal, A, B or C.....	3.65	4.75
Pearl Barley.....	4.65	6.10
Rice Flour, Pat. Rlr.	5.90	7.90
Rye Flour, Pat Rlr.	3.25	4.20
Rye Meal, Pat Rlr..	3.15	4.00
Split Peas, Yellow..	4.35	5.60
Split Peas, Green...	4.35	5.60
Whole Wheat Flour, Pat. R'lr.	2.90	3.75
Gluten Flour	4.20	5.90
Farina	3.45	4.35

MISCELLANEOUS PACKAGE CEREALS.

Capit'l Mills R'll'd Oats, 36/2's	3.60
Grape Nuts, 1 & 2 doz, pr doz	1.40
Breakfast Gem, case 3 doz....	2.40
Wheatine, 36/2's, pr cs.....	3.75
Germea, 20 4 lb pkgs, pr cs....	4 00
Germea, 24 2-lb pkgs, per case.	3 10
H-O Buckwheat, 2 doz 3-lb pkgs, per case	3.75
H.-O. Pancake Flour, case.....	3.90
H.-O. Oats, 24/2's, per case....	3 15
Cream of Wheat, 36/2's.....	5.25
Crespe. 36/2's	2.75
Snow Flakes, 36/2.....	3.00



MALTA VITA

36 1s, case $4.00

Our Mother's Mush, 36/2.. 2 75
Twin Brothers Mush, 36/2 3 00
Carnation Wheat Flakes, 24/5's 5 40
A B C Breakfast Wheat, 72/2's 5 00
A B C Breakfast Wheat, 36/2's 2 60
Flaked Rice 24/7's 3 00
Ralston Breakfast Food 36/2's 4 50
Do. Barley Food, 36/2's.... 4.25
Do. Health Oats, 36/2's.... 4.00
Do. Hominy Grits, 36/2's.. 4 00
Do. Health Grits, 36/2's.. 3 60
Do. Select Bran 24/3's 2 50
Do. Pancake Flour 36/2's 3 75
Do. Whole Wht Flr.4/4's 3 50
Quaker Oats, 36 2s 3.80
Scotch Oats 36 2s ..... 3.6.

Continued on Col. 34 Page 1

COLUMN 19.

COLUMN 20.

Department 15.

SPICES

PURE—Square Tins, Full Net Weight.

	⅛'s	¼'s	½'s	1 lb.	5 lbs.	Blk
Allspice	$0 70	$0 95	$1 60	$ 2 80	. 6 70	$12 75	21
Cinnamon	1 15	1 80	3 30	6 25	15 25	30 00	43
Cloves	90	1 35	2 40	4 35	10 60	20 55	31
Ginger	75	1 05	1 75	3 10	7 50	14 30	23
Mace	1 75	3 00	5 65	10 90	26 95	53 30	73
Mustard	70	95	1 60	2 80	6 70	12 75	21
Nutmeg	1 25	2 05	3 80	7 15	17 60	34 60	49
Pepper	80	1 10	1 90	3 40	8 25	15 85	25
Cayenne	80	1 15	2 00	3 55	8 65	16 65	26
W. Pepper	95	1 45	2 65	4 65	11 75	22 90	34
Sage	70	95	1 60	2 80	6 70	12 75	21
Thyme	70	1 00	1 65	2 95	7 10	13 50	22.
Savory	70	1 00	1 65	2 95	7 10	13 50	22
Marjoram	75	1 10	1 85	3 30	7 85	15 10	24
Poultry Seasoning	....	1 50	.....	.....	.....	.....	..

SECOND GRADE—Round Tins, Short Weight.

	¼'s	½'	1's	2½ lbs.	5 lbs.	Blk.
Allspice	65	1 00	1 75	3 95	7 60	13
Cinnamon	65	1 20	2 10	4 90	9 50	16
Cloves	65	1 25	2 25	5 20	10 20	17
Ginger	55	1 00	1 75	3 95	7 60	13
Mace	1 20	2 30	4 40	10 50	21 00	34
Mustard	55	90	1 50	3 60	7 00	12
Nutmegs	85	1 70	3 10	7 40	14 60	24
Pepper	60	1 15	2 00	4 55	8 90	15
Cayenne	60	1 15	2 00	4 55	8 90	15
W. Pepper	75	1 45	2 65	6 15	12 05	20
Sage	55	1 00	1 75	3 95	7 60	13
Thyme	60	1 05	1 90	4 25	8 25	14
Savory	60	1 05	1 90	4 25	8 25	14
Marjoram	60	1 05	1 90	4 25	8 25	14

SCHILLING'S BEST SPICES.—Nature's Best.

Square tins. Never sold in bulk.
Small, medium, large sizes have sifting tops except Mustard.

	Small size per doz.	Medium size per doz.	Large size per doz.	Ex. Large size per doz.	Hotel size per tin.
Pepper	.75	1.20	2.20	3.75	.78
Mustard	.75	1.25	2.25	3.90	.81
Must. Comp.	.75	1.25	2.25	3.90	.81
Ginger	.75	1.25	2.25	3.90	.81
Allspice	.75	1.10	2.00	3.50	.73
Cinnamon ...	.90	2.25	4.25	7.50	1.35
Cloves	.85	1.40	2.60	4.75	.87
Nutmegs	1.60	2.75	5.25	10.00	2.00
Mace	1.75	3.00	5.75	11.50	2.15
Cayenne	.90	1.50	2.75	5.00	.93
Wh. Pepper...	.95	1.75	3.25	5.75	1.00
Sage	.75	1.25	2.25	3.90	.81
Thyme	.85	1.40	2.60	4.75	.87
Marjoram ...	.95	1.75	3.25	5.75	1.26
Savory	.85	1.40	2.60	4.75	.87
Cases contain..	6 doz.	4 doz.	2 doz.	2 doz.	1 doz.
Gross weight..	22 lbs.	23 lbs.	24 lbs.	40 lbs.	53 lbs.

MUSTARD.

Colman's, ¼'s, 12 lb to box, lb.	.52
Colman's, ½'s, 12 lb to box, lb.	.48
Colman's, 1's, 12 lb to box, lb..	.48
Colman's, 5's, per lb.....	.40

Mustard, Prepared.

Small bottles, 24 to cs, pr doz	.55
Small straights, fancy, 24 to case per doz	.95
Webb's Glass Top	1.35
Large Dusseldorfer, 24 to cs	1.60
In 3-gal kegs, per keg.....	1.15
In 5-gal kegs, per keg.....	1.70
Loult Freres, French, doz.....	2.25
Eddy's Salad Mustard— 6-oz., 24 to case.....	.92½
8-oz., 24 to case.....	1.35
12-oz., 24 to case.....	2.00
Hirshes Horseradish Mustard— 10-oz., 24 to case.....	1.25

Department 16

BAKING POWDER AND FLAVORING EXTRACTS.

ROYAL

	1 cs. lot	5 cs. lot	15 cs. lot
⅛ lb cans....	$ 1 38....	$ 1 36....	$ 1 34
6 oz cans.....	1 92....	1 89....	1 87
½ lb cans....	2 57....	2 52....	2 50
12 oz cans....	3 82....	3 75....	3 72
1 lb cans ..	4 95....	4 85....	4 80
2½ lb cans...	11 35	11 10....	11 00
3 lb cans ..	13 60....	13 34....	13 20
5 lb cans ..	22 35....	21 90....	21 68

An extra discount of 1 per cent is packed in barrels.

Schilling's Best Baking Powder.
Never sold in bulk.

10-lb. tins, per doz.....	$39.00
5-lb. tins, per doz.....	20.00
4-lb. tins, per doz.....	16.00
3-lb. tins, per doz.....	12.50
2½-lb. tins, per doz ...	10.50
16-oz. tins, per gross....	$53 00
12-oz. tins, per gross....	41.00
8-oz. tins, per gross....	28.00
6-oz. tins, per gross....	22.50
4-oz. tins, per gross....	16.50

TROPHY

4 oz, per doz.....	$0.95
6 oz, "	1.35
8 oz, "	1.70
12 oz, "	2.35
1 lb., "	3.00
2½ lb., "	7.50
3 lb., "	9.00
6 lb., "	14.50

MISCELLANEOUS.

Home, 10 oz.....	$0.90
Home, 25 oz.....	2.00
Home, 50 oz.....	4 00
Home, 80 oz.....	6.00
K. C., 10 oz	.85
K. C., 15 oz.....	1 25
K. C., 25 oz.....	2 12½
K. C., 50 oz.....	4 00
K. C., 80 oz.....	6.50

Cream Tartar.

Standard, bulk, 30-lb box.....	27
Standard, 12 1-lb tins.....	.28
Pure, bulk, 30-lb box.....	.38
Pure, 5-lb tins, per lb.....	.38
Pure, ½-lb tins, per doz.....	5.00

SODA.

Churches, A. & H., or Dwight's Cow Brand, 60 lbs. to case.
1-lb ..... per lb. $0.05
½-lb ..... per lb. .05⅝

EXTRACTS FLAVORING.
GUITTARDS' "PURE"

per doz	2 oz	4 oz	6 oz	8 oz
Vanilla ..	$2 50	$4 75	$7 00	$9 00
Lemon	1 75	3 25	4 50	6 00

Net weight. Patent Sprinkler Tops

Schilling's Best Extracts.
Triple Strength, Pure and Uncolored Sprinkling Tops.
Net weight. Never sold in bulk.

	Lemon and Others. per doz.	Vanila and Rose. per doz.
1 oz.....	1.30	1.80
2 oz.....	2.00	3.00
4 oz.....	3.75	5.75
6 oz.....	5.50	8.50
8 oz.....	7.25	11.00
16 oz.....	14.00	21.50
32 oz.....	27.00	42.00

Souder's Flavoring Extracts.
Price per gross.

	2 oz.	4 oz.	8 oz.
Reg. Lemon...	9.00	18.00	54.00
Reg. Vanilla..	14.40	28.80	72.00
XX Lemon....	18.00	36.00	72.00
XX Vanilla...	21.00	42.00	84.00
Asrtd Flavors.	18.00	36.00	72.00
Rose Coloring.	18.00	36.00	.....
Yellow Colrng.	18.00	36.00	.....
Jamaica Gngr..	18.00	.....	.....

Assorted flavors contain strawberry, pineapple, orange, almond, rose, etc.



"Vesta" Extracts.

Lemon, 2 oz., per doz..... 2.00
Vanilla, 2 oz., per doz..... 2.00
Assorted Flavors, per doz..... 2.00

COLUMN 21.

Department 17

CANDIES.

Lozenges.
(5-lb. boxes.)

XXX Peppermint, pails	.13 14
Thin Peppermint	.16
T. T. Peppermint	18
Druggist Peppermint	25
Musk, fluted, pails	.20
Cinnamon, Lemon, Sassafras, Rose	.16
Midget Fruit	.20
Conversation and Hearts	.15
Lilliput Conv. Hearts	17
Midget Conv. Lozenges	18
Crown T. T. Lozenges, 24 5ct. pkgs	.80
Aurora Lozenges, 24 5ct. pkgs	.80
Cough Troches, 5 lb bxs	.25
Eagle Wafers, Peppermints, Wintergreen	.25

Mixed Candy.
(30-lb. pails.)

Plain Mixed	8½
Pacific Mixed	10
Royal Mixed	12½
Grocers' Mixed	10
Yankee Mixed	13
American Mixed	13
Fancy A. Mixed	14½
Fancy C. Mixed	14
French S. Mixed	16
French No. 1, Mixed	18
French Extra Mixed	20
Lady, Mixed	15
Broken Mixed	9

Steam Panwork.

Anis Seed	22
Aromatic Cachous	18
Assorted Berries	16
Assorted Dragee	14
Assorted Imperials	16
Assorted Small Seeds	22
Birds' Eggs	16
Boston Baked Beans	17
Burnt Peanuts	18
Burnt Almonds	25
Caraway Seed, smooth	22
Caraway Seed, pearled	22
Celery Seed	22
Cinnamon Beans, large red	15
Cinnamon Beans, Imperials	16
Coriander Seed, pearled	22
Jelly Beans, pails	12½ 14
Jelly Birds' Eggs	16
Jelly Cranberries	16
Jelly Limes	16
Jelly Raspberries	16
Jordon Almonds, fine	45
Jordon Almonds, imitation	18
Licorice Beans	15
Red Hots	25
Ringed Marbles	16
Sugar Coated Licorice Tablets	20
Sugar Almonds	25
Sugar Plums	16

Stick Candy.
(30-lb. pails.)

Assortment: Peppermint, Lemon, Rose, Clove, Anis, Cinnamon, Sassafras, Vanilla, Pineapple, Wintergreen 8½

Hoarhound	9
Hoarhound, wrapped	11
Peanut Sticks	13
Peanut Sticks, wrapped	13
Cocoanut Sticks	13
Cocoanut Sticks, wrapped	13

Taffies.

Peanut Taffy	15
Peanut Flake	15
Peanut Squares	14
Cocoanut Taffy	15
Cocoanut Squares	15
Chunks: Vanila, Rose, Chocolate, Lemon, Molasses	14
Broken Taffy of broken chunk	13

Drops and Lumps.
(30-lb. pails.)

Mixed Drops and Lumps	8½
Molasses Peppermint Lumps	11
Hoarhound Drops	11
Crystal Rocks	12½

Gum Goods.
(5-lb. boxes.)

A. B. Gum Drops, assorted	9
A. B. Gum Drops, Licorice	9
A. B. Gum Drops, Crystalized	11
A. B. Bonbons, plain, in bbls	7
A. B. Bonbons, fancy, in bbls	7½
A. B. Bonbons, fancy, crystallized, 5-lb. boxes	14
A. B. Fruits	18
Royal Gum Drops	15
Genuine Gum Drops, hard	25
Jelly Squares, assorted	14
Bijou Sticks	18
Spiced Jelly Drops	20
New Turkish Figs	16
Fig Paste, plain	17
Fig Paste, tricolor	18

Cream Goods.
5-lb. boxes.)

Fondans Creams	14
Hand Dipped	19
Hand Dipped, with nuts on	21
Fruit and nut Ices	18
Cream Peppermint	20
Crushed Fruit Bonbons	30

Chocolates.
(5-lb. boxes.)

Chocolate, plain	14
Chocolate, Hand Made	20
Chocolate Dipped Bonbons	20
Chocolate Dipped Bonbons, with nuts	22
Chocolate, Climax, 30-lb pails	16
Chocolate Chips	28
Chocolate Nonpareil Drops	20
Chocolate Wafers	22
Chocolate Cream Tablets, 80 in box	1 10

COLUMN 22.

Marshmallows, Nougats, Etc.

Occidental Marshmallows, 5-lb tins	.28
Occidental Marshmallows, 3-lb tins	.30
Dipping Marshmallows, 5-lb. boxes	.25
Angel Food, 5-lb. boxes	.20
French Nouget, 30 5c slices in box	1.00
Walnut, Apricot, Spanish Nouget, 5-lb boxes, per lb	.25

Sundries.

Opera Caramels	19
Rock Candy, white & red	.15
Rock Candy, brown	16
Licorice Drops	.20
Licorice Sticks, 16 to lb	.28
Locorice Tablets, 5 lb bxs	.25
Licorice Tablets, 24 5c bxs	.80
Licorice Penny Sticks, 100 in box	.65
Buttercups, 5-lb tins	.2

CHEWING GUM.

	Single	Box
Sweet Wheat, per box		.50
Tutti Sugar Plum, box		.55
Yankee Spruce, 20 pcs		.55
Sen Sen, 20 pcs		.55
Red Rooster, 20 pcs		.55
Sweet Heart, 20 pcs		.55
Newton's Pepsin, 20 pcs		.55
Bloodberry, 20 pcs		.60
Pepsin Sticks, 20pcs		.60
Chiclets, 40 5c pkgs		1.25
" 3-lb b. xes		1.35
" 10 10c pkgs		.80
" 12 25c pkgs		2.00

CRACKERS.



MADE BY THE
MUTUAL BISCUIT CO.

	lb.	½ box
Almond Drops	15	
Animals	12½	$1.20
Arrowroot	14	1.50
Assorted	12	1.15
Assorted, extra	14	1.30
Assorted, fancy	20	1.75
Assorted Wafers	16	1.90
Assorted Jumbles	14	1.25
Boston	9	.60
Butters, Mutual	10	.70
Butter Scotch	14	1.50
Butter, Star	9	.60
California Lunch	9	.90
Champion	9	.65
Chips, Mutual	14	1.10
Chocolate Biscuits	16	1.80
Chocolate Fingers	15	1.50
Chocolate Wafers	18	2.15
Cocoanut Bonbon	14	1.25
Cocoanut Finger	15	1.50
Cocoanut Marshmallows	15	1.50
Cocoanut Taffy	15	1.80
Cocoanut Wafer	16	1.50
Coffee	12	1.25
Coffe Iced	15	1.35
Cornhill	10	1.10
Cracker Meal	6	1.10
Currant Cakes	12	1.10
Egg Jumble	14	1.25
Fruit Biscuits	14	2.40
Ginger Cakes	10	1.40
Ginger, Nut	11	1.40
Ginger Wafers	14	1.75
Graham	10	1.20
Graham Gem	9	.75
Graham Unsweetened	9	
Honey Fingers	14	1.25
Honey Pumbles	12	1.00
Honey Drops, spiced	15	1.60
Honeysuckle	16	
Jelly Fingers	16	1.50
Jenny Lind	12	1.10
Lady Fingers	15	1.30
Lady Fingers Iced	16	1.40
La Grande	11	1.10
Lemon Biscuit	14	1.25
Lemon Brittles	14	1.35
Lemon Snap	12	1.20
Lemon Wafers	14	1.75
Macaroon Almond	40	
Mutual Flakes	14	.90
Mutual Tea	15	1.60
Nic Nac, No. 1	10	1.10
Nic Nac	12½	1.25
Oysters	8	.70
Peoples Mixed	12½	1.25
Pilot Bread	4	.55
Pilot Bread Extra	5	.65
Pilot Saloon	7	.80
Ping Pong	16	1.50
Raisin Cake	12	1.10
Saloon Pilot	7	.80
Saloon Soda	7	
Salted Wafers	14	.90
Soda Extra	7	
Soda	6½	
Star Butters	9	.60
Vanilla Bars	14	1.40
Vanilla Biscuits	14	1.25
Vanilla Snaps	12	1 20
Vanilla Wafers	14	1.75
Wafers, Chocolate	18	2.15
Wafers, Ginger	14	1 75
Wafers, Lemon	14	1.75
Water Wafers	12	.90
Walnut Creams	16	1.50

COLUMN 23.

Department 18.

FANCY GROCERIES.

Snider's Baked Beans.

No. 1, 90c doz., 4 doz. in case	
No. 2, $1.40 doz; 3 doz. in case	
No. 3, $1.85 doz.; 2 doz. in case	

Bouillion Capsules.

Anker's, 10 capsules in box, per doz boxes	2.75

Capers.

Capotes, 1 dz in cs	1.20 1 25
Nonpareil, small	1.85
Do large	2.10
"White Label," 8-oz. doz	2.25
"White Label," 10-oz. doz	3.15

TOMATO KETCHUP.



Catsups

Snider's

Qts., per doz	$3 75
Pts., "	2 40
½-pints, per doz.	1 40



CAMPBELL'S

(½ Pts. Condiments)

2 dozen to case

Tobasco Ketchup dozen	$1 15
Tomato Ketchup, dozen	$1 15
Salad Dressing, dozen	1 15
Chili Sauce, dozen	$1 15
Assorted cases, dozen	$1 15

Miscellaneous.

Our Mother's Ctsp ½-pt, doz	1 40
Our Mother's Ctsp, pts, doz	2 30
Blue Label, 25 ½ pts to cs	3 10
Blue Label, 25 pts to cs	5 00
Blue Label, 12 qts to cs	4 00
Mother's Own, pts	1.50
½ pts	.90
London s Rockaway, Pts., doz	2.25
Salter's "purity," doz	.90
H. B. Catsup, pts	2.15
" " ½-pts	1.25

Chocolate and Cocoa

CHOCOLATES.

Baker's.

German Sweet, 6-lb boxes, ⅛s and ¼s	2
Eagle, 12/1s	23
Premium, 12/1s	28
Vanilla, 12/1s	41
Powdered, ¼s, ½s, 1s, 12/1b. boxes	26

Subject to quantity discount.

Huyler's.

Vanilla, 12-lb. boxes	36
Premium, 12-lb. boxes	33

Lowney's.

Cream Cakes, per box	80
Ice Cream Drops, per doz	75

Ghirardelli's.
In paper

Eagle, 24 1-lb	21
Eagle, 12 1-lb	21½
Eagle, 12 ½-lb	22½
Eagle, 12 ¼-lb	24
Crescent, 6 5 to lb	17
Crescent, 12 5 to lb	16½
Cal, Sweet, 6 6 to lb	21½
Cal. Sweet, 12 6 to lb	21
Monarch, 12 1&½-lb	26
Monarch, 12 1-lb	25
Monarch, 12 ½-lb	27
Star, 24 1-lb	19
Star, 12 1-lb	19½

Ground.
In tins

Ghirardelli's, 12 1-lb tins	26½
Ghirardelli's 24 1-lb tins	26
Ghirardelli's, 10 1-lb. tins	23½
1 delivery cases.	
Ghirardelli's 60 3-lb tins	24
Venard's, 24 1-lb tins	21
Venard's, 60 3-lb tins	20
Miner's, 12 1-lb tins	22½
Miner's, 24 1-lb tins	22
Miner's, 20 3-lb tins	22

5 per cent off on 120-lb. lots

COCOAS.

Baker's Bkfst, 6/1	26
Van Houten's, ¼'s and ½'s	35
Van Houten's, 1's	80
Royal Dutch, 12/¼'s	80
Royal Dutch, 12/½'s	75
Royal Dutch, 12/1's	0
Epp's, 14/½'s	40
Fry's, 12/½'s	39
Webb's, 6/½'s	23
Lowney's, 6/½'s	37
Ghirardelli's Bkfst, 6/¼'s	38
Ghirardelli's Bkfst, 12/½'s	37½
Ghirardelli's Impri, 6&12/½s	56
Miner's Bkfst, 6/½'s	37
Miner's Bkfst, 6/1-5's	33
Menier's, 1 ⅛s	47

COLUMN 24.

Condensed Milk

BORDEN'S CONDENSED MILK CO.



Gail Borden Eagle Brand	6.80
In case lots	6.65
Pony	2.25
Challenge	4.70
Floral	4.65
Dime	8.75
Rose	4.40

(Each of above Brands 4 doz. in case)

Borden's Malted Milk,

Trial Size, per doz	75
Small size	4.00
Large size	8.00
Hospital size	30.00



Borden's Pioneer Brand Evaporated Cream

Large Cans, 4 doz. in cs	3.75
Peerless	4.70
Yacht	3.25
Family Size, 4 doz. in case.	
Quarts, 2 doz. in cs	

ALL ABOVE BRANDS GUARANTEED



CARNATION CREAM

20 oz. cans 4 doz	
Per case	4 00
5 cases	3 95
25 cases	3 90
50 cases	3 85

2% rebate from factory on return of jobber's sup. bill and signed contract

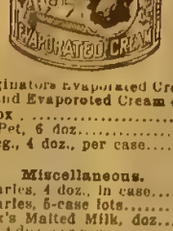


LILY

(large tin)

1 to 10 cs	$3 90
10 to 25 cs	3 85

Helvetia Milk Condens'g Co.



Originators Evaporated Cream
Highland Evaporated Cream 4 doz in box $4.10
Baby Pet, 6 doz 3 00
Pet, reg., 4 doz., per case 3 25

Miscellaneous.

St. Charles, 4 doz., in case	$4 60
St. Charles, 5-case lots	4 50
Horlick's Malted Milk, doz	4 50
Jersey, 4 doz. per case	3.50

Cereal Coffee.

Fig Prune, per doz	$2 25
Postum, 24½'s, per doz	1 35
Postum, 12/1's, per doz	2 25
Postum, 36/1's, per doz	2 25
Grains, 12, 2s	2.75

Chutney.

Chutney, asst, qts	$6 25
Chutney, asst. pts	3 75
Chutney, Major Grey, qts	6 50
Chutney, Major Grey, pts	4 25
Ban-ki-pore, pts	3 00

Cranberry Sauce. doz.

Anderson's 2s, 2 doz box	2.00
Tea Garden, 2s, gls, 12 box	4.00
Tea Garden, 1s, gls, 24 box	2 25
Cape Cod, 2 lb, gls, 12 box	3 50
Cape Cod, 1 lb, gls, 24 box	2.00
Home Made, 1s, 2 doz box	2.15
do 2s, glass, 1 doz box	4.00

Rice.

Choice Seed Japan	$0 01¼
Good Seed Japan	.01
Fair Seed Japan	.00¾
Fancy Head Rice	5½ .06
Long Grain Rice	.05
China No. 1	5 6
China No. 2	4 4½

COLUMN 25.

ALPINE

EVAPORATED CREAM

	Per case
1 to 5 cases, 4 doz. to case	$3.60
5 to 10 " " "	3.55
10 to 25 " " "	3.50

Gallons

1 to 5 cases, 6 to case	3.35
5 to 10 " " "	3.30
10 to 25 " " "	3.25

Midgets, 8 doz. to case

1 to 5 cases, $3. 0 | 5 to 10 cases, $3.85
10 to 25 cases, $3.80

Alpine Evaporated Cream Co.

Factory
HOLLISTER, CAL.

Office and Salesroom
95 Market Street
Rooms 212 213
San Francisco, Cal.
Phone: Main 3443.

Cottolene.

2's, 4's or 10's, per cs. of 60 lbs	7 00
5-case lots	6.90
10-case lots	6.85
20-case lots	6.75

Curry Powder.

Cross & Blackwells, 2 oz	1.35
do 4 oz	2.35
Do 8-oz	3.65
Do 16-oz	6.20
East India, Bombay, 16 oz	5.00
East India, Bombay, 8 oz	3.25

Extract of Beef.
Liebig's (Genuine)

	2 oz.	4 oz.	8 oz.	16 oz.
doz.	4.65	8.50	15.90	29.75

"Rex" Solid.



2-oz., doz	$3.96	8-oz., doz	$13.27
4-oz., doz	7.20	16-oz., doz	24.75

Marshall's

2 oz., per doz	$2.40

Gelatine.

Knox's, per doz	1 20
Knox's, per gross	14 00
Cox's, per gross	12 00
Keck s, per doz	1.10



Plymouth Rock, per doz	$1 10
(1 doz free with 4 doz.)	
Plymouth Rock, per gross	12.50
(4 doz free with gr s.)	

Ginger (Preserved).

½ doz jars in cs, per cs	2.25

Lemon Sugar.

Gilt Edge, 24/1s, per doz	1.37½
Gilt Edge, 24/1s, per doz	1.85

Lime Juice.

Tahita, 24/8-oz, per doz	$1.25
Tahita, short measure, 16-oz	1 50
Tahita, full measure, 16-oz	1.75
Tahita, full measure, 32-oz	3 50
Tahita, bulk, gal	1.00

Mushrooms. doz.

Le Court, 100 to cs	$2 25
La Forrest, 100 to cs	2 75
Hotel, 100 to cs	1 85
Fancy Stuffed, pts	4.00

COLUMN 26.

OLIVES.

OLIVES IN BULK.

	25 gl.	10 gl	5 gl.	3 gl.
Ex. No 1, Qu'n.	1 0	11 50	6 00	3 75
Lge No. 1, "	1 00	10 50	5 50	3 25
No 1 Qu'n "	85	9 75	4 75	2 90
No 2 "	85	8 75	4 50	2 85
Manzanilla	70	7 25	3 75	2 40

Extra charge for kegs & barrels.



Olives

SEVILLE PACKING CO.

White Label Queen Olives—

28-oz., per doz.	$5.50
18-oz., "	3.75
6-oz., "	1 25

Pim-Olas

16 oz. 2 doz, per cs, per doz	$6 10
10 " " " "	3 55

Baby Pim-Olas

10-oz, 2 doz. in case, per doz.	$2.50
6-oz, 2 doz. in case, per doz	1.50

Olive Oil

NICKLE

	Case
½ pints, 4 doz.	$9 00
Pints, 2 doz	8 55
Quarts, 1 doz.	7 95
22-oz.	9 00



CRYSTAL BRAND OLIVE OIL.
Pure California Products.

7-oz.
Per doz...$2.40
3 doz..... 6.75

14-oz.
Per doz... 4.50

Quarts.
Per doz... 7.25

Put up by
G. O. Ryden.

MISCELLANEOUS

Golden Gate, in gal tins, per gal	1 80
" ½ " "	1 85
" ¼ " "	1 90
Palo Grove, pure Cal., qts. .. dz	7 20
Cooper's qts., ℔ doz.	10.00
Cooper's pts. ℔ cs of 2 doz	10.00
Antonini J.P.S., qts. ℔cs..	7 40
Do 1½-gal tins, ℔ tin..	2 90
Duret, qts. pts. ℔ doz cs..6.00	7.00
Lucca Crosse & Blackwell's qts.	7.50
Lucca Crosse & Blackwell's pts. 2 doz.	3.75
Lucca Crosse & Blackwell's ½ pts. 3 doz	7.25

Salad Oil.

Durand Oil.

Quarts, 1 doz. to case, per case	$1 65
Pints, 2 " " "	1 75
½-Pts, 3 " " "	1.85

Puritan Salad Oil

Quarts, 1 doz. to case, per case.	1.90
Pints, 2 doz. & Fills, 1 dz qts, per case	1.50
Imitation Lucca, qts	1.00

"Primrose" Salad Oil.

Tierces, about 50 gal, gal.	$ .40
1 gal. tins, 10 to case, gal.	.70
2 gal tins, 1 to case, gal..	.45
½ gal tins, 20 to cs., gal.	.75
Quart bottles, 12 to cs. doz	1.85
Pint bottles, 24 to cs. doz	1.00
½ pint bot., 36 to cs. doz.	.85

Paprika.

Gordon Packing Co.

1-16 lb. doz	⅛ lb. doz 6 00
⅛ lb. doz	1 lb. doz
¼ lb .. doz	Bulk, lb.....

Peanut Butter

Heron's, 2 doz to cs, per dz. .2.40

Peels.

Citron, 25-lb box	$ 13½
Citron, 10-lb box	14
Lemon, 25-lb box	11½
Lemon, 10-lb box	12
Orange, 25-lb box	11½
Orange, 10-lb box	12

COLUMN 27.

PICKLES.

Gordon Packing Co.

California—Mixed or Plain.

No. 1, bbls, per gal.	$0.24 to $0.27
No. 1, ½ bbls, per gal.	.6 to .29
No. 1, 10-gal keg, p kg.	2.25 to 2.45
No. 1, 5-gal keg, p keg.	1.15 to 1.25
No. 1, 3-gal keg, p keg.	.80 to .85
No. 2, bbls, per gal.	.22
No. 2, ½ bbls, per gal.	.24
No. 2, 10-gal keg, per keg	2 10
No. 2, 5-gal keg, per keg	1 05
No. 2, 3-gal keg, per keg	.80
No. 3, bbls, per gal.	.14
No. 3, 10-gal keg, per keg	1 15
No. 3, 5-gal keg, per keg	.60
No. 3, 3-gal keg, per keg	.55

SWEET—"PACIFIC."

Bbls, ℔ gal	51
½ bbls, ℔ gal.	53
10-gal keg, per keg	5.00
5-gal. keg, ℔ keg	2 65
3-gal. keg, ℔ keg	1.75
Square, 1doz ½-gal, ℔ doz.	2 25
Square, 2 doz ¼-gal, ℔ doz.	1 60
Square, 4 doz ⅛-gal., ℔ doz	1.25
Round, qts, ℔ doz.	3.75
Round, pts, ℔ doz.	2 50
Round, ½ pts, ℔ doz.	1.75

Crosse & Blackwell's.

	Doz.
Mxd Pkls, pat tops, pts.	4.15
Mxd Pkles, Pat tops, ½ pt.	2.50
Mxd Pkls, corks, pts.	3.95
Chow Chow, pat tops, pts.	4.15
Chow Chow, pat top, ½ pt.	2.50
Chow Chow, corks, pts.	3.95
Onions, pat tops, pts.	4.15
Onions, pat tops, ½ pts.	2.50

Root Beer



Less 5 per cent. on gross lots

Hires' case of 1 gr.	20 00
6 doz lots	10 00
3 "	5 00
1 "	1 75

Hires' Carbonated Root Beer cs of 2-dz pt bottles, patent tops, per cs. $2.00 in 5 case lots 1 95
Hires' Carbonated Gingar Ale Per case 2 00
5-case lots, $1.95.



Hires' Rootbeer Carbonated and Ginger Ale empty bottles, if returned to Spahn-Patrick Company, will be received by them at 25c. per case of 2 doz. bottles (with case) Delivered at San Francisco.

COLUMN 28.

Saratoga Chips.
(Less 5 per cent)

Boxes, 16 and 30-lb, per lb.	$0.20
Cartons, 6-oz, 2 doz in cs, doz	1.30

SAUCES.

SNIDER'S SALAD DRESSING

Pints, 1 doz. in case, doz.	$2.75
Hlf-Pts, 2 doz. in case, doz.	1.75





Snider's Oyster Cocktail S'ce pints, 2 doz to c'se, doz	.2 40
Same gallon jugs, 6 to case, per gal	1 80
Snider's Chili Sauce, pints, 1 doz. to c'se doz	2 40
Same, half pts 2 doz. to c'se doz	1 45

Bayle's Tabasco Pepper Sauce, in cases, 6, ½-doz boxes, per doz.	$3 00
boxes of 12 bottles, per doz.	3.50
Holbrook's W'cestershire, ½'s	2.40
Do pts.	4.00
Do qts.	
*Lea & Perrin's Worcestershire, sma"	2.75
*Lea & Perrin's Worcestershire, medium	5.00
*Lea & Perrin's Worcestershire, large	8.25
*5 cases 5c ℔ doz less.	
Ban-ki-por, ½ pts, 2 doz case, per doz	2.40
Ban-ki-por, pts, 1 doz case	3.80
Tobasco, McIlheny	4 00
Tobasco, New Iberia	3.50
Braunhardt's	
Tropical, ½-pts, 2 doz. per case	4.50
" pints, 2 doz. " "	8.10
Bengal Worcester, ½ pt.	.55
Bengal Worcester, pt	1.05
Pepper, sprinkle top, ½ pt.	2.00
Superior Pepper, small	.75
Superior Pepper, large	1.50

Pure Food Pk'g Co.

Worcester Sauce, London Club, ½ pts, do	.75

Salad Dressing.

Durkee, small, 2 doz, ℔ doz.	2.55
Do large, 1 doz, ℔ d.	4.30
Do picnic size, 4 dz, ℔ dz.	1.00
My Wife's 1 dz 16-oz. case	2 75
My Wife's, 2 doz, ½ pt. cs.	3.40

Alpha Salad Cream.

Jumbo, 1 doz. to case, per case	4.25
Do large, 2 doz. " "	4.50
Do picnic, 2 " " "	2.50

El Paso Manfg. Co.
1653 Mission St.

Manufacturers

Flavoring Extracts
Fruit Juices
Syrup
Salad Dressing
Bluing
Ammonia
—
Meat and Salad Dressing, doz. .90



COLUMN 29.

SOUPS.



CAMPBELL'S (1-lb. Condensed). Packed 48 1-lb. cans to case. Straight cases of any variety, or following assortment:

8 Tomato, 6 Vegetable, 4 Ox Tail, 3 Mock Turtle, 3 Chicken Gumbo, 2 Tomato Okra, 1 Julienne, 2 Beef, 2 Consomme, 2 Pea, 2 Celery, 2 Vermicelli-Tomato, 2 Clam Chowder, 2 Mutton Broth, 2 Bouillon, 3 Chicken, 2 Mulligatany.
Price, per doz, any variety...$0.90

Miscellaneous.

Snider's Tomato—3 lb tins 2 doz. in case, per doz.	$2.60
Same—2 lb tins 2 doz. in case, per doz.	1.35
Van Camp's asstd. per doz.	.90
Van Camp's straight, per doz.	.90

SALT.



LESLIE SALT.

Free Running—

Cartons, 20 5s	$ 2.50
Cartons, 24 3s	2.00
Cartons, 48 2s	2.75
Caddies, 50 2s	3. 60

Velvet Grain—

Bales, 60 3s	1.75
Bales, 30 5s	1.75
Bales, 15 10s	1.75
Bales, 8 20s	1.75
Packets 75 2s	1.75
Packets, 40 s	1.75
50-lb sacks, per ton	18.00

H. R. H. Liverpool.

Bales of 75, 2's, per bale	$1.25
Bales of 40, 4's, and 15 10's	2 0
Bags, 200s (50s $5), per ton	7.50

Rock Salt.

Half-Ground, 100-lb sacks, per ton	$4.25
Stock, 100-lb sacks, per ton	4.00
Lump, per ton	14 50
Cal. Table and Dairy, pr bale.	1.0
Cal Table and Dairy, 50's, per ton	6.25

Package Salt.

Shaker Salt, per doz.	$0 90
R. S. V. P., 3's, 24 to cs, p. cs.	2.25
R. S. V. P., 5's, 20 to cs, p. cs.	2.75

Celery Salt.

Mertens, 1 doz in box. 1.05

Sauerkraut.

Barrels, per lb.	.02¾
½ bbls	.03
¾ bbls	.03¼
3-gal kegs, per keg	.90
5-gal kegs, per keg	1 15
10-gal kegs, per keg	2 25
2-lb tins, 2 doz in cs, doz.	1 35
2½-lb tins, 2 doz in cs, doz.	1.60

COLUMN 30.

SPANISH DELICACIES.

Specialties of the
Spanish-American Food Co.
149-155 Fremont St.
Medal Goods. Paris Exposition.



TAMALES. Doz.

I. X. L., W. G. M. and Kapp & Sheet Brands.	
No. 1 Boneless Chicken Tamales in key-op cans	1.30
No. 2 Not Boneless Chicken Tamales in key op. cans	1.00

Spanish-American Brand.

Beef Tamales in key op. cans	.95
Extra Special Boneless Tamales in key op. cans	1.60
Chili Con Carne, 1 lb.	1.20
Enchiladas, in key-opener cans	1.20
FRIJOLES, 1 lb	.90
Tripe, Spanish style, 1 lb	1.25
Minced Deep Sea Clams, 1 pt.	1.25
Clam Juice, 1 pt.	1 10
Cal. Baked Beans, tomato sauce, 1 lb., 4 doz in case	.85
Cal. Baked Beans, tomato sauce, 2 lbs., 2 doz to case	1.35
Cal. Baked Beans, tomato sauce, 3 lbs. 2 doz to case	1.75

Chili Beans (Tamale Sauce) 1 lb, 4 doz to case	.85
2 lb, 2 " "	1.35
2 lb, 2 " "	1.75

Deviled Oysters, for Sandwiches 4 doz to case	1.40
Pate Chicken Liver for sandws. 4 doz. to case	1.40
Macaroni and Cheese, with Tomato sauce, 1 lb, 4 dz. cs.	.90

Concentrated Soups.

Pints (20 kinds) doz. .90
Beef, Tomato, Ox Tail, Mock Turtle, Mulligatawny, Rice Tomato, Consomme, Green Pea, Bean, Clam Chowder, Vegetable, Chicken Rice, Chicken Barley, Chicken Giblet, Chicken Gumbo, Cream Chicken, Cream Celery, Beef Bouillon, Chicken Bouillon, Clam Bouillon.
Quarts (9 kinds)...doz. $1.85
Chicken, Beef, Mock Turtle, Ox Tail, Tomato, Mulligatawny, Vegetable, Clam Chowder, Cream of Celery.

Truffles.

Rilhac, 100/¼'s, per doz.	12.00
Rilhac, 100/ 1-16's, per doz	3.00
La Forrest, 100/¼'s, per doz.	17.00

Vinegar.

	½ Bbl.	10 bbl.	5 gal.	3 gal.
30 grain	08	10	1 15	65 50
40 grain	10	12	1 35	75 60
50 gr in	12	14	1 70	90 80
60 grain	14	16	2 00	1 10 95
80 grain	16	18	2 65	1 50 1 25
90 grain	18	20	3 50	1 85 1 65
100 grain	20	22	3 85	2 00 1 85

Hammond's Vinegar.

Salad, qts, per doz. 1.25

Yeast Cakes.

Great Western	1.00
Gillett's Magic	1.20
Yeast Foam	1.20

Pure Oregon Apple Cider Vinegar.

Bbls.	22c gallon
½-bbl.	24 "

Guaranteed.

COLUMN 31.

Department 19.
GROCERY SUNDRIES.

Axle Grease.

H. & L., per case.....$1.50
C. & S., 2-doz case, per case... 2.00
" 5 cs lots.....1.95
" 10 cs lots.....1.85
Frazer's, 2 doz tins, per case..2.25
Frazer's, 4 doz wd, per case... 3.60
Frazer's, 15-lb pails..... 85
Mica, 3 doz tins, per case..... 2.25

Paper Bags.

Automatic, Self-opening, 500 in pkg.

List.			
¼-lb	$1.00	8-lb	4.80
½-lb	1.20	10-lb	5.20
1-lb	1.60	12-lb	6.30
1½-lb	1.70	14-lb	8.30
2-lb	2.00	16-lb	9.00
3-lb	2.50	20-lb	10.00
4-lb	2.90	25-lb	11.00
5-lb	3.40	30-lb	13.00
6-lb	4.00	35-lb	15.00
7-lb	4.40		

Discounts from above List:
(Cheapest).....50 pct and 5, 10's
Eagle or Equal....50 pct and 2, 10's
White Fibre, or any white bag, ...50 pct and 1, 10's
Mikado (striped) .....40 pct
Sugar Bags, broad bottom, lb....06
Lion, 40 per cent and 1.....1.10

Bluestone.

Barrels, per lb (5 bbls 5½c) .$0.05¾

Bathbrick.

Bristol, 2 doz, per case $0.85
case 1.15
Powdered, 40 ½'s, per case 1.25

CANDLES.
Adamantine.

Schneider's 10 oz, 20's.....$0.07
Schneider's 12 oz, 20's..... .08½
Schneider's 14 oz, 20's..... .09½
Parafine, 20 1 lb, cakes...1.85
do, 5 bx, lots.....1.85
do 40 1 lb cakes.....3.90
do 5 bx lots.....3.75
do 100 1 lb cakes.....9.75
do 5 bx lots.....8.75
P. & G. Adamantine, 10 oz. 8¼
do 12 oz. 9¼
do 14 oz. 10½
Yacht Club Quartz Candles
20 sets 14 oz..... .10
40 sets 14 oz..... .0.-¾

Stearic.

Schneider's 14 oz 20's or 40' .12
Schneider's 16 oz 20's or 40's. .13½

Paraffine

	Per lb.
4s, 6s, in cartons of 36-lb bxs.	10¼
12s, in cartons of 36-lb bxs.	10¼
½-lb, in cartons of 25-lb bxs.	10¼
1-lb, in cartons of 25-lb bxs.	10¼

Colored 1c higher.

Beeswax, pure for churches.. 40
Do No 2..... 30
Do No. 3..... 25
Christmas, all sizes..... 8 8½
Do holders, ℔ gross..... 85
Wax Tapers, ℔ doz pkgs (℔ gross 8.00).....65 75
Night Lights, German, on pap & wd, (doz 40)..... 65
Do French, on tin, doz.. .....50, .75, 1.10

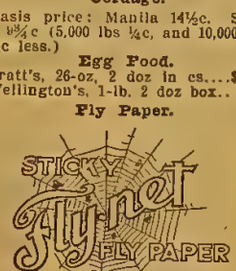
Cordage.

Basis price: Manila 14½c. Sisal 9¾c (5,000 lbs ¼c, and 10,000 lbs ½c less.)

Egg Food.

Pratt's, 26-oz, 2 doz in cs....$2.25
Wellington's, 1-lb, 2 doz box.. 2.00

Fly Paper.



Fly-Net, Per case $2.60
Magnet, per case.....$2.50
Tanglefoot, per case..... 2.90
Tanglefoot Holders, per case of 50 ..... .75

Fruit Jars.

(Net cash — no discount)

Mason's, pts, per gr..... $7.35
Mason's qts, per gr..... 8.05
Mason's, ½ gals 11.40

Fruit Jar Caps.

Porcelain, 6 doz in box, per bx 2.40

Fruit Jar Rubbers.

No. 1 white, per lb..... 50-60c
"Gold Seal," cartons, per gr.. .75
"Badgers," cartons, per gr.... .60

Hops.

No. 1, ¼ lb. 30-lb. box, lb..... .26
No. 1, ½ lb. 30-lb box, lb..... .26
No. 1. 1 lb. 30-lb box, lb..... .26
Less than 30-lb boxes..... .27

Horseradish.

½-pts, 2 doz in box, doz..... 1.10
Pts, 1 doz in box, per doz.... 1.50
Qts, 1 doz in box, per doz..... 2.75
Bulk, per gal ..... .75

Glue.

Le Page's, 1 oz, per doz..... .75
Le Page's, 2 oz, per doz..... 1.15
Le Page's ½-gill tins, per doz. 1 20
Le Page's, 1-gill tin, per doz.. 1.60
Standard, small, per doz..... .50

COLUMN 32.

EUREKA INSECT EXTERMINATOR.



Manufactured by
Jos. Fusch, 22 Hampton Place
San Francisco.

10c size, doz .....
25c size, doz 75
60c size, doz 1.75
1.00 size, doz 4.50
.....8.00

Harmless to persons or animals; does not irritate the skin or injure the eyes.

MATCHES.

Metropltan, full count, per tin.$1.70
Universal, shrt count, pr tin .75
Boys' block pap pkg, per doz .8½
Swedish Safety, per gross..... .80
Swedish wind, 1 gross..... 85
Vulcan Paraffine, 65s, ℔ gross (50 gross 50c) .....50 .55
Japanese Safety, per gross..... .50
Squirrel Matches, 55s, per gross .43
Ship Safety Matches, la ge, gross .75
" " small, " .65

Diamond Match Co.'s.

Anchor, 200 ..... 1.70
..Do 500s..... 4 00
Domino, case..... 2.75
G. O. 60s..... 2.75
Red Top Safety 3.25
S. & C., Eastern Parlor, 80s.... 4.25
Press, 100s, 5-gross cs..... 4.75
Little Star, per cs..... 2.25
Search Light, 500s, large 1 gr.. 4.75
(Discount of 25c per case on 5 cs. lots)

Paper, Wrapping.

Butter, White, ℔ ream..... 20
Do Waxed ℔ ream..... 25
Manilla, No. 2, roll, any sz lb...8½
Manilla, No. 1, rolls or reams, ℔ lb..... 5
Straw, ℔ ream..... 70
Do rolls any size, ℔ lb.... 3¼
Drab, ℔ ream..... 60
Do rolls any size, ℔ lb.... 2⅝
Metropolitan White Fibre Rolls, p r pound ... 4

Paper, Toilet.

Columbia, in rolls, 7 oz, per cs of 100 .....2.75
Royal, 100 rolls of 500 shts.....4.00
Pilot, 100 tablets of 500 shts..3.75
Golden Eagle, 100 tablets of 1,000 sheets 8.00

Polishes, Shoe.

Mason's.

Mason's Colt-Corundide
Per gross $4.70; per doz. 40c
Mason's Paste Stove Po lish
Per gross $4 70; ½ gross $1 20
Mason's Challenge, per doz .... .40
Mason's Challenge, per gross.... 4.70
Challenge Shoe Dressing, small per doz . $ 75
large " " 1 50
Russett Comb'n, shoe Dressing small, per doz 75
large, " " 1 50
Black Comb'n Shoe Dressing small per doz 85
Patent Leather Polish, per doz 50
Mason's, No. 4 45
" " per gross 5 20
" No. 8 per doz 35
" " per gross. 3 40
" No 2 per doz 30
" per gross..... 3 00
" No. 1 per doz ... 25
" " per gross .. 2 80

Scott & Gilbert Co.

Manufacturers.
214-216 Mission St., San Francisco



In 3 dozen cases per

Alaska Seal Oil.... 20 00
Top Notch 15 0
Russian 12 00
Boss..... 9 00

Bixby's.



Jet Oil .....per doz, 85
Jet Oil, 3 doz. in box, with Marvel Brush Free 2 55

COLUMN 33.

BIXBY'S—Continued

Royal Polish ..... per doz. 85
Royal Polish 3 doz. in box, with 3 pkgs. 5c Carpet Tacks free.2 55
Shoe Satin, Small Comb, per doz. 80
Shoe Satin, Large Comb, per doz. 1 25
No. 5, Shoe Satin Paste, per d z. 40
No. 10, Shoe Satin Paste, p doz 85
Satinola, small comb 80
Satinola, l arge Comb 1 25
No. 5, Satinola Paste..... 40
No. 10, Satinola Paste..... 85
"BBB" Blacking Size M. 3 dz. in box .....
½doz. paste free .....} 1 25
"BBB" Blacking, Size B. 3 doz. in box .....
1 doz. paste FREE .....} 2 50

Polish, Stove.

Rising Sun, large pkg, ℔ gross.6.25
Do 5-gross lots, ℔ gross..6.00
Do Small pkg, ℔ gross....4 25
Sun Paste, large, ¼ gross, per gross 8.00
Sun Paste, small, ¼ gross, per gross 5.00
Enameline, No. 4 tins, ℔ gross.5.00
Do No. 6 tins, ℔ gross.....8.25
Do Liquid, pt-tins, bx 3 doz..2.25



Small, 3 doz. to cs., per cs. $1.50
Large, 3 doz. to cs., per cs. 2.50
(½ doz. free with each case)

Polish, Metal.

Electro Silicon, 1 gr in case, per doz ..... .80
Brilliantshine, ½ pts, per doz.. .90
Brilliantshine, pts, per doz.... 1.70
Brilliantshine, qts, per doz.... 3.10

U. S. Metal Polish.



POLISH

	Doz.
Qts.	$3 00
Pts.	1 70
½ Pts.	90

PASTE

lb.	$3 00
½ lb	1 75
3oz.	50

Barkeepers friend powder gr $18.00

U. S. METALLIC POLISH

PASTE is put up by a Practical Chemist; also in Liquid Form. Free from Acid or Grit. 20 years in the Markets of the World. J. T. WILSON, Pacific Coast Agt., 1770 15th St., S. F. For sale by all dealers. Also the Barkeepers' Friend Cleaning Powder.

Rope.

Manila, 1¼-in. cordage ..... .15
Sisal, 1¼-in. cordage ..... .10¾

Seeds.

Anis 10½
Canary 7
Caraway 8 10
Celery 15
Coriander 15
Cumin 13
Flax, ground 4
Flax, whole 3¾
Hemp, sacks 4½
Millet 6½
Mustard 5½
Poppy (Or. sks 9¼)..... 10¼
Rape, Cal..... 13
Bird gravel, 40 2s 2 00
Bird Seed Mixed 48—1-lb. pkg 8

Original sacks ½c less.

Sheep Dip.

Little's, 10½-gal tins, per gal$1.05
Little's, 5-gal drums, per gal . 1.05
Smith's, 10½-gal tins, per gal. .95
Smith's, 5-gal drums, per gal .95

Twine.

Cotton, 4 ply, 100-lb bls, per lb 20
Do 3 ply, 100-lb bls per lb.... 20
Do 2-lb cones, per lb 20
Hemp, 8-oz balls, per 3-lb pkg.. 70
Do, 4-oz. balls, per 3-lb pkg. 75
Do 2-oz balls ℔ 3-lb pkg ..
Sack, 4 ply, 12-lb pkgs, per lb. 33

Wax.

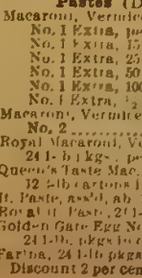
Fruit,...25 6-oz pkgs 1.10; 9-oz. 80
Japan, per lb... 17
Beeswax.. 35

Wax Strings.

12 in. 10 pkg. 100 strs each 1 65
14 in. 10 pkg. 100 strs each.....1 75

COLUMN 34.

Continued from Col. 18.



Dr. Price's Wheat Flake Celery Food.
Per case...$ 3 75

Pastes (Domestic).

Macaroni, Vermicelli, etc.—
No. 1 Extra, per box..... .27
No. 1 Extra, 25 lbs. ..... .52
No. 1 Extra, 25 lbs. ..... .52
No. 1 Extra, 50 lbs. 1.05
No. 1 Extra, 100 lbs. 3.20
No. 1 Extra, ½ box-s 15
Macaroni, Vermicelli & paghetti, No. 2 ..... .20
Royal Macaroni, Verm'l & sp'ti, 24 1-lb pkgs. per case 1.70
Queen's Taste Mac., Ve m & Sp. 12 2-lb cartons l cases 2.15
It. Paste, assd, ab 18 lbs e, lb. 6½
Royal It. Paste, 24 1-lb pkgs, pkg .8½
Golden Gate Egg Noodles, 24 1-lb. pkgs to case, per cs. . 1.90
Farina, 24 1-lb pkgs 1.50

Discount 2 per cent for cash only.

COLUMN 35.

Department 20.
WOOD AND WILLOW WARE

AXE HANDLES.

Ex. 36-in., doz.....$2.25
No. 1. 36-in., doz..... 1.75
No. 2. 36-in., doz..... 1.25
No. 3. 36-in., doz..... 1.05
Ex. 38-in., doz..... 4.00
Ex. 40-in., doz..... 4.25

BASKETS.

	Per Dos.
Cal., Open, Spruce, No. 3..	.60
Cal., Open, Spruce, No. 4..	.60
Cal., Open, Spruce, No. 5..	.84
Cal., Satchel, Spruce, nest, 0-5	1.10
Cal., Satchel, Spruce, nest, 1-5	1.00
Cal., Satchel, Spruce, nest, 1-41	.71
German market, nest of 4	1.25
Clothes, Oval, Wil., No. 0.	5.00
Clothes, Oval, Wil., No. 1.	6.00
Clothes, Oval, Wil., No. 2.	6.75
Clothes, Oval, Wil., No. 3.	8.00
Clothes, Oval, Wil., nest 4...	2.48
Japanese Telescope, nest of 5. size 18x12x7.....	1.00
Same, size 20x13¼x7.....	1.25
Same, size 24x15x10.....	1.75

BOWLS, WOODEN.

	Per Dos.
Maple, No. 1, 11-inch.....	.75
Do No. 2, 13-inch.....	1.50
Do No. 3, 15-inch.....	2.75
Do No. 4, 17-inch.....	4.25
Do No. 5, 19-inch.....	5.75
Do No. 6, 21-inch.....	7.50
	Per nest.
Maple Nests, 3, 13, 15, 17-inch	.71
Same, 4, 13, 15, 17, 19-inch	1.20
Same, 5, 13 to 21-inch...	1.81

BROOMS.

	Per Dos.
Patent Cap, No. 1.....	3.80
Patent Cap, No. 2.....	3.60
Patent Cap, No. 3.....	3.35
Extra Patent, No. 1.....	3.85
Extra Patent, No. 2.....	2.60
Extra Patent, No. 3.....	2.40
Ladies' Pride, No. 1.....	2.85
Ladies' Pride, No. 2.....	2.60
Ladies' Pride, No. 3.....	2.40
Little Beauties	3.00
Ladies' Delight	2.80
Toy, 2 strings.....	.90 1.35
Wisp, 2 strings	.90 1.25

BRUSHES.

	Per Doz.
Dust	2.00 12 00
Scrubbing	.55 3.00
Dandy	1.50 5.75

Shoe Brushes.

No. 1, black tampico 1.10
No. 2, bristles 1.65
No. 3, white bristles 1 75
No. 4, bristles 2.00
No. 5, white bristles 2 25
No. 6, horse hair 2 70
No. 7, bristles 3.90

Stove Brushes.

	Per Doz.
No. 1 tampico, handles	.90c-$1 10
No. 2 bristles, handles	1 85
No. 3 tampico handles.....	1.85
No. 4 bristles handles.....	3.25

Ox Fibre Brushes.

	Per Doz.
Scrub, T & R., 9x2½ in face	.80
Do Hub, 10x2¾ in face.	2.00
Do Marie, 7½x2 in face	1.10
Do Owl, 8½x1½ in face	.85
Do Cat, 10½x2½ in face	1.50
Do Rat, 8½x2½ in face	1.25
Do Mouse 6¼x2½ in fa	1.00
Do Alligator, 10½x2¾ in face	2.25
Do Goose, 8¾x2¾ in fce	2 00
Do Duck 6¼x2¾ in face	1.50
Stove, Hustler, 8½x2½ in face	2.25
Sink, Bell, 3½x2¼ in face	1 40
Sink Gong 4¾x3¾ in face	2.25
Horse, Pointer, 10x3¼ in face	3.00
Creamery, Jersey, 9x5 in face	3.25
Creamery, Holstein, 9½x5¾ in face	3.50
Dust, Peacock, 10½x4 in face	2.25
Hand, Windsor, 4½x1¾ in face, per gross.....	6.00
Whitewash Snowstorm, 9-in per doz	2.00
Same, 8-in., per doz.....	1.75
Same, 7-in, per doz	1.50

CAN OPENERS.

Diamond, per doz $0 75
Crown, per doz 1 25
Selsors, per doz..... 2.25

CARPET SWEEPERS.

Bissalle per doz 25.00 to 27.00
King, per doz 24.00

CHEESE SAFES.

Round No 1 10-in $2 20
Round No 2 22-in..... 2 25
Round No 3, 24-in 3 50
Square, each 4.00

Clothes Line.

Hemp 40-foot per doz.....$0 80
Hemp 60-foot per doz 1 25
Cotton 40-foot, per doz..... 80
Cotton 60-foot, per doz..... 1 20
Cotton 75-foot per doz 1 75
Manila 40-foot per doz..... 1 25
Manila 60-foot per doz 2 50
Sash Cord 50-foot, per doz.... 1 75
Sash Cord 80-foot, per doz.... 3 00
Wire Cord 50-foot, per doz . 1 05
Wire Cord 75-foot, per doz.. 1 60
Wire Cord, 100-foot, per doz.. 2.75

COLUMN 36.

Clothes Line Pulleys.

Galv. Iron, per doz. $0.50

CLOTHESPINS.

Common, per box of 5 gross .60
U. S. Patent Spring, per gr .60

COFFEE MILLS.

Enterprise, Family, No. 1, doz.$2.50
Enterprise, Family, No. 2 doz. 3 50
Enterprise, counter, ea....5.50-35.00

CORKS.

Wine, pt size, per M.....$4 00
Wine, qt size, per M..... 5.25

Demijohns.

Discount: on 1 to 2, 2, 3 and 5 gals, 50-10; on 10 and 15 gal, 50-10-5.

¼-gal., doz..$3.25 2-gal., doz..$10.50
½-gal., doz.. 4 50 3-gal., doz.. 13.50
1-gal., doz.. 6.50 5-gal., doz.. 19.00

Dust Pans.

No. 1 Japan, doz..... .63
Covered, doz 1.25
Janitor, doz 2.25

Dusters.

China, fancy colored, doz.... .80
Standard Turkey, No. 10, doz.. 1.60
Standard Turkey, No. 12, doz.. 2.10
Standard Turkey, No. 14, doz.. 2 75
Standard Turkey, No. 16, doz.. 3.25
Standard Turkey, No. 18, doz.. 3.75

DOOR MATS, COCOA.

	Per Doz.
Light, No. 1, 14x24.....	4.00
Do No. 2, 16x27.....	5.50
Do No. 3, 18x30.....	7.25
Do No. 4, 20x33.....	9.00
Medium, No. 1, 14x25.....	5.25
Medium, No. 2, 16x27.....	6.75
Medium, No. 3, 18x30.....	8.50
Medium, No. 4, 20x33.....	10 25
Extra, No. 2, 16x27.....	9.50
Extra, No. 3, 18x30.....	12.50
Extra, No. 4, 20x33.....	15.00
Extra, No. 5, 22x36.....	18.00
Keystone Steel Mats.....	

Faucets.

Cork lined, No. 1, doz.....$0.60
Cork lined, No. 2, doz..... 75
Cork lined, No. 3, doz..... 90
Cork lined, No. 4, doz..... 1.25
Cork lined, No. 5, doz..... 1.50
Molasses Gates $0.25
Self-Measuring Faucets, each. 3.00
Syrup Pumps (Ent'rprise), ea. 5.75
Syrup Pumps with auger, ea.. 6.00

Ironing Boards.

4-ft., per doz..... 4.20
4½-ft., per doz..... 4.75
5-ft., per doz 5.25
5½-ft., per doz 5.75

LAMP CHIMNEYS.

XX Eureka Grade.
Eureka Crimp Top in Cartons.

	Per Doz.
No. O or E, 6 doz. in case	.75
No. 1 or A, 6 doz. in case	.75
No. 2 or B, 6 doz. in case.	.95

Eureka Electric.
In Cartons.

No. 2, 6 doz. in case, per doz..1.00

Lantern Globes. per doz.
Packed 5 doz. in case.... .70

Eureka Rochester.

	Per Doz.
No. 1, 6 doz. in case....	.85
No. 2, 6 doz. in case.....	1.05
No. 3, 6 doz. in case.....	2.10

Macbeath Pearl Top.

No. 1 or A, 6 doz. in case.	.85
No. 2 or B, 6 doz. in case.	1.05

La Bastie.
Heaviest and best in market.

	Per Doz.
No. A, plain bulk, 6 doz. in case	1.20
No. B, plain bulk, 6 doz in case	1.50
No. A, crimp bulk, 6 doz. in case	1.30
No. B, crimp bulk, 6 doz. in case	1.60

Common Chimney.

	Per Doz.
No. 0 or E, 6 doz. in case.	.40
No. 1 or A, 6 doz. in case.	.45
No. 2 or B, 6 doz. in case.	.65

Common Rochester.

No. 1, 6 doz. in case.....	.80
No. 2, 6 doz. in case.....	.90
No. 3, 3 doz. in case.....	2.00

Lamp Burners.

0 or E, per doz.....$0.50	
1 or A, per doz.....	60
2 or B, per doz..4.....	75
(Blaze fits 13 collar, takes E wick)	
Solar Burners, doz	1.50

LEMON SQUEEZERS.

Ball, per doz $0.20	
Glass, No. 1, per doz.....	50
Glass, No. 2 (for oranges) doz	85

MOPS AND HANDLES.

	Per Doz
9-lb. Mops .....1.20 and	1.65
12-lb Mops ..... 1.60 and	2.20
Patent Mop Handles	1.00
Plain Mop Handles	.90

PAILS.

	Per Doz.
Wood, painted, 3 hoops...	2.25
Wood, varnished, 3 hoops	2.25
White Cedar, 3 galv hoops	2.75
Fiber	3.50
Galvanized, 10 quarts	1.75
Galvanized, 12 quarts	2.05
Galvanized, 14 quarts	2.35

SHELF PAPER.

	Per gross.
Narrow, assorted colors.	.12
Wide, assorted colors....	.25

COLUMN 37.

TUBS.

White Cedar—No. 0, 13.00; No. 1, 10.50; No. 2, 9.00; No. 3, 8.00.

Painted or varnished—No. 0, 11.40; No. 1, 9.60; No. 2, 8.40; No. 3, 7.20.

Fiber—No. 0, 18.00; No. 1, 14.50; No. 2, 12.50; No. 3, 11.00.

Galvanized—No. 1, 5.50; No. 2, 6.20; No. 3, 7.20.

WASHBOARDS.

	Per Doz.
California, regular size.....	2.10
California, small	.90
Stag	2.75
Bronze	3.50
Good Enough	2.25
Anchor, single	1.90
Nameless	2.25
Peerless, double	3.50
North Star	3.50
North Star, protector....	4.00
Crystal Glass	4.00
Misses	1.50
Toy	.90

WICKING.

	Grs.
Lamp, 0 or E, ¾-in.....$0.30	
Lamp, 1 or A, ⅞-in.....	.40
Lamp, 2 or B, 1-in.....	.60
Lamp, 3 or D, 1¼-in.....	.90
No. 1 Rochester	2.00
No. 2 Rochester	2.75
No. 3, Mammoth	3.25
Junior Rochester	1 50
Stoves, 3-in	1.80
Stoves, 3½-in.	2 25
Stoves, 4-in	2 50
Stoves, 4½-in	2.90
Stoves, 5-in	3.50

WRINGERS.

Wood Frame Novelty.
Two top screws; iron tub clamps.

	Per Doz.
No. 350, 10x1¾ in	30.00
No. 351, 11x1¾ in	36.00
No. 352, 12x1¾ in	42.00

One top screw; wooden top clamps.

No. 360, 10x1¾ in.....	31.00
No. 361, 11x1¾ in.....	36.00
No. 362, 12x1¾ in.....	42.00

Ball Bearing.

No. 380, 10x1¾ in.....	40.00

MISCELLANEOUS.

Barrels, paper, 100-lbs, ea.	.80
Barrels, pa., 50 lbs ea.....	.65
Barrel Covers, 17-in. (flour barrel size), per doz.....	1.80
Barrel Covers, 21-in (sugar barrel size), per doz.	2.70
Basins, fiber, 12-in., pr dz.	2.25
Basins, fiber, 1½-in., per doz.	2.50
Brownies, per doz... .75	1.00 1.25
Butter Ladles, plain, doz....	45
Butter Ladles, clays, doz	85
Butter Spades, doz	40
Dishes, oval 1, 2 and 3-lb. per 1,000.....2.20, 2.50,	2.90
Dishes, wire end 1.35, 1.80, 2.35, 2.85,	3.25
Egg Beaters, Dover.....	1.00
Lemon Squeezers, fiber, dz	1.25
Measures, fiber, 4 pcs..... (Set pt., qt., ½ gal and funnel)	1.25
Lanterns, O Tubular, doz.	6.00
Lanterns, candle, frame, only doz.	1.00
Lantern Candle, with chimney, doz.	1.75
Lantern globes, in bbls.	70@95
Mouse Traps, 1 to 6 holes, doz., 8 holes.....	.60
Traps, mouse, "Does-it-easy," doz.	25
Traps, rat, "Blizzard" doz....	.90
Nest Eggs, per doz	20
Oil Cans, 1 gal., cush., per doz	1.50-4.70
Oil Cans, 1 gal., galvanized iron	2.00
Oil Cans, 5 gal., galvanized iron	6 00
Potato Mashers, per doz.	45@75
Rolling Pins, per doz 1.20 and	1.45
Spoons, wooden...30c, 37c	.65
Step Ladders, each per ft	.40
Tacks, steel, asstd, 2-oz, doz...	25
Tacks, Common, 2 oz., doz..	10
Tapers gas, 30/17-in, stgs, doz	65
Tobacco Cutters, standard, ea	80
Toothpicks, per case, 110 box	2.25
Twine Holders, hanging, doz	2 00
Twine Holders, counter, doz.	3.10
Spittoons, fiber, 13-inch..	6.00
Spittoons, fiber, 12-inch..	4.75
Spittoons, fiber, 9-inch...	4.00
Whips	90
Window Screens, 12-in., doz..	1 60
Window Screens, 18-in., doz..	2 20
Window Screens, 24-in., doz	2 61

STATIONERY.

Blank Books.

Counter, 48-leaf .....$	50
Counter, 92-leaf	75
Cap, Day & Ledger, per 100 pp	10@ 40
Full bound	50@ 75

Writing Paper.

	Ream.
Commercial Note, 5lb....	45@ 75
Commercial Note, 6lb..	50@ 90
Letter, 10 lb, ex.....	90@1.50
Cap, 12 lb, ex.....	1.05@1.80

COLUMN 38.

Envelopes.

	Per M
XX, 5-in.	1.00@1 50
XX, 6-in.	1.10@1 60
XXX, 10-in.	2.80
XX, 4-in., Baronial, cream or white	1.40@1.80
XX, 5-in., Baronial cream or white.....	1.60@2.00

Inks.

Scott & Gilbert Co.,
Manufacturers,
214-216 Mission Street, San Francisco

SUNSET BLUE BLACK



	gross
Cones, 8 dozen case	$4.50
2 oz. round studs 3 dz.	4 50
	doz.
4 oz. round studs, 3 dz	75
½ pint., 2 doz case..	1 25
Pints, 2 doz. in case	2 00
Quarts, 1 doz. in case	3 50
	gal.
5 gallon kegs ..	70
10 gallon kegs .	60
Barrels ..	50
Assorted colors.	doz
1 oz., stands, any color	50
2 oz. stands, any color	75

BLACKSTONE MFG. CO.
1960 Howard St., S. F., Cal.



	Gross
Cones, 3 doz to cs.....$3.75	
2-oz., Rnd Cylndr, 3 doz to cs..	3.90
3-oz., Rnd Cylndr, 3 doz to cs..	5.75
4-oz., Rnd Cylndr, 3 doz to cs..	6.50
	Doz.
8-oz., Rnd Cylndr, 2 doz to cs..	1.15
16-oz., Rnd Cylndr, 1 doz to cs.	2.00
Full qts., Rnd Cylndr, 1 doz to cs	3.75

Above prices are for Jet Black, Blue Black, Green, Blue, Violet and Carmine Inks.
(Copying Inks 10 per cent additional.)

Miscellaneous.

Carter's or Sanford blk cylinder, gross	4.50
Sanford's, 4 oz., black cylinders, doz.	60
Sanford's ½ pt, doz.....	1.75@2 00
Sanford's pts, doz	3.00@4.50
Sanford's qts., doz.	5.00@7.50

Lead Pencils.

	Gross.
Plain cedar	60
Black polished	1.10
Cedar, rubber tip	1.00
Red polished, metal rubber tip	1.50@3.50
Carpenters'	1.75@2.25
Eagle Automatic, doz..	85@2.00
doz.	40@1.80



Mucilage

Scott & Gilbert Company
Mnfrs., 214-216 Mission St
San Francisco, Cal.

SUNSET EXTRA HEAVY

	doz.
2 oz. cones, 3 doz. cs.	37½
3 oz. cones, 3 doz. cs.	75
½ pints, 1 doz. case	2 00
Pints, 1 doz. in case	3 50
Quarts, 1 doz. in case	7 00
Gallons, ½ doz. ca e	20 00

Blackstone Mfg. Co.
1960 Howard St. S. F., Cal.

	Gross.
2-oz. Cones, 3 doz. to cs.....$4.00	
3-oz. cylndrs, 3 doz to cs.....	5.75
	Doz.
8-oz. round, 2 doz to cs.....	1.75
16-oz. round, 1 doz. to cs.....	3.00
Full qts., 1 doz. to cs.....	5.00

Bulk quotations (5, 10 and 30-gal.) on application.

Steel Pens. per gr.

	Gross.
Railroad, 1 gross in box.....$0.40	
Stub No. 413	40
Falcon	40
Bank	40
Easy Writer	50
Extra Fine	45
Elastic	45
Railroad Stub	40
Ladies' Falcon	40
School	40
Spencerian No. 1	85
Gillotts No. 404	50
Gillotts No. 303	1.00

COLUMN 39.

Department 22.

TOBACCO, CIGARS, SMOKERS' SUPPLIES, ETC.

AMERICAN TOBACCO CO.

Plug Tobacco.

Battle Ax, 16 oz, 8x12, 8 cuts, 12, 24 lb	39
Big Gun, 8 lb. butts, also 16 lb. butts, 16 oz., 8x12, 6 cuts.....	44
Brandywine 4 to lb., 2½x9, 3 cuts, 4 and 8 lb	46
Bulhon, 16 oz 8x12, 12 lb....	47
" 6 to lb., 1x6, 20 lb	50
Burr Oak, 16 oz., 3 x 12 emb., 6 and 12 lb.	42
Climax, 16 oz, 2x12, 6 cuts, 6, 12 and 30 lb	45
Climax, 7 oz, 2x12, 8 & 8 cuts, 7, 10½ and 21 lb. ..	48
Climax, 7 oz, 8x12, thin, 7 and 14 lb	48
Climax, 6 to lb, 2x3, Twin 48, 4 lb boxes ...	50
Climax, 14 to lb, 1x3, Figs 4 lb boxes	54
Cross Bow, 14 oz, 8x12, 4 cuts 14 lb	38
Drummond Nat., 5½ oz. 8x12, 8 cuts, 5, 8, and 12 lb	63
Five Brothers, 4 oz, 8x6, 2 cuts, 4 and 8 lb .	65
Gold Rope 7 to lb. 8, 6, 12 lb.	56
Gold Rope 14 to lb. 4, 8 lb	58
Good Luck, 3-6, 10 lb.	45
Granger Twist, 12 and 15 lb pails	45
Horse Shoe, 16 oz, 8x12, 6 cuts, 8, 12 and 24 lb	44
J. T., 7 oz, R & K, 2x6, 2 cuts, 10½ and 21 lb	39
J. T., 7 oz, Smo. 2x6, 2 cuts, 10½ and 21 lb.	[illegible]
J. T., 14 oz, Smo. 3x12, 4 cuts, 10½ and 21 lb. R & R ..	39
Newsboy, 48 plugs to 10 lbs.	
2¼x4¼, 10, 15 and 25 lb.....	40
Nobby Spun Roll, 7 to lb, 1½x8½ 3, 6 and 12 lb.....	57
Old Honesty, 15 oz, 3x12, 6 cuts, 7½, 15 and 30 lb ...	41
Old Kentucky, 6 to lb, R. & R., 8, 16½ and 25 lb...	48
Old Peach and Honey, 6 to lb 8 lb butts	48
Out of Sight, 12 butts, 12 oz., 3x12, 3 cuts.....	35
Piper Heidsieck, 5½ oz, 2⅝x8, 3 cuts, 4, 7, 14 lb	69
Red Cross, 16 oz 3x12, 4 cuts 12 and 24 butts	33
Red Ribbon Twist, 10 to lb, 6 inch, 8 lb pecks, 16 lb ½ bbls	40
Saw Log, 16 oz. 2x12, 6 cuts 24 lb.....	46
Saw Log, 32 oz, 4x12, 12 cuts, 32 and 48 lb	46
Something Good, 5½ to lb, 2x4 9, 18 lb.....	45
Spear Head, 14 oz, 2x12, 6 cuts, 6, 18 and 30 lb.	45
Spear Head, 7 oz 2x12, 6 cuts, 7, 10½ and 21 lb	48
Standard Navy, 14 oz, 3x12, 4 cuts, 14 and 28 lb.	38
Star, 16 oz, 3x12, 6 cuts, 12, 24 and 52 lb	45
Weissinger's Special, 5 1-3 oz., 3 x 12 emb, 2, 6, 12 lb.	63
W. N. T. Nat. Leaf, 6 and 12 lbs., bxs., 5½ ozs., 3x12....	57

Smoking Tobacco.

(5-lb Cartons, 25 and 30-lb cases.)

Seal of N. C., 1⅝ oz, foil....$0.68	
Seal of N. C., 3½ oz, foil.....	.62
Seal of N. C. 8 oz, foil.....	.59
Seal of N. C., 16 oz, foil.....	.59
Old Gold, 1⅝ oz, foil or pouch	.70
Old English curve cut 1⅝ oz	.74
Old English curve cut, 3½ oz (In curved tins.)	.74
Pedro, 2½ oz, foil.....	.49
Pedro, 2½ oz, pouch.....	.51
Pedro, 2½ oz, assorted.....	.50
Pedro, 16 oz, tin canisters....	52
Dixie Queen, 1⅝ oz, foil.....	.40
Dixie Queen, 16 oz, tin canisters, 6-lb cartons, 24-lb cas	.43
Duke's Mixture, 1⅝-oz sack..	39
Arlington, 1⅝ oz, foil.....	.65
Cross Cut, 1⅝ oz, foil.....	.60
Duke's Cameo, 1⅝ oz.....	.42
Duke's Cameo, 2½ oz, foil....	.45
Melrose, 1⅝ oz, foil	.65
Fragrant Vanity Fair, 1⅝ oz, foil	.95
Red Indian Plug Cut, 1⅝ oz and 3½ oz, foil.....	.42
Red Indian Plug Cut, 16-oz pails	.44
Fashion, 1⅝ oz	42
Fashion, 16-oz pails.....	.44
Bull Durham, 1 oz.....	.65
Bull Durham, 1⅝ oz.....	.65
Bull Durham, 3½ oz.....	.60
Bull Durham, 8 oz.....	.58
Bull Durham, 16 oz.....	.58
Pick Leaf gran. 1 oz, 25-lb ca	.60
Corn Cake, gran, 1-lb bags, 25-lb cases, per lb.....	.23
Echo Plug Cut 1⅝ oz.....	.43
Red Bell, 1⅝ oz.	.42

COLUMN 40.

Red Bell, 16-oz pails.....	.43
Oriental Mixture, 3⅛-oz tin..	1.00
Imperial Mixture, 2⅛-oz tin.	1.20
Plum, 1⅝ oz, foil.....	.62
Three Kings Mixture, 3⅛-oz tins	1.35
Monte Cristo Mixture, 3⅛-oz tins	1.50
Yale Mixture, 1-oz tin.....	1.35
Yale Mixture, 1⅝-oz tin.....	1.60
Yale Mixture, 3⅛-oz tin.....	1.55
Honey Dip Twist, 10 to lb....	.46
Master Workman, 10-oz plug, smoking	.46
Old Virginia Plug, smoking, 5 oz, 10½ lb., 6x5.....	.42

Fine Cut Chewing.

Hiawatha, 1 oz.....	.59
Hiawatha, 10-lb bulk, bright or dark	.59
Hiawatha bright or dk. 1-lb tins, 5-lb. pails	.58
Sweet Cuba, bright or dk. 1-lb tins, 5-lb. pails	.46

Cigarettes.

Fragrant Vanity Fair $4 08	
Duke's Cameo	4.08
Sweet Caporal	4.08
Virginia Brights	4 08
Old Dominion	3 98
Pets (foil packages).....	6.52
Richmond Straight Cuts.....	6.62
Turkish Trophies	7.75
Egyptian Deities, No. 1, 10s..	21.50
Egyptian Deities, No. 3, 10s	$18.36, 19.88
Mogul	11.22

Cheroots, Etc.

Vaporettes in tin foil, 5 for 10	14.00
Old Virginia Cheroots 5's....	14 00
Jumbo Stogies, 100 in carton	12.50
Between the Acts Little Cigars 10's, tin and paper..	8 50
Bengal Little Cigars, 10's....	7.50
Royal Bengal, 10 in pkg.....	12.00
Van Bibber Little Cigars....17.50	
Sub Rosa Cigarros, 10s, per 1 000	4 10
Florodora	12.50

Cigarette Papers.

Vanity Fair 50 pkgs in box..	1 05
Wheat Straw, 50 pkgs in box.	1 25
Wheat Straw 100 pkgs in box	2 50
Wild Oats 40 pkgs in box....	.90
Red Seal 50 pkgs in box.....	.25
Corn Husk 50 pkgs in box...	1.15
Corn Husk 100 pkgs in box..	2.30
Interlock 50	1.15
" 100.....	2.25

THE WILSON CO.

Hoffmann House Little Cigars 10 in package, 250 in carton	$7.50
Hoffmann House Magnums, 10 package 100 in carton	12 00
Hoffmann House Petit Duc, 10 in package 100 in cart'n	15 00
Hoffmann House Cavaliers 10 in package 100 in cart'n.	18 50

J. R. PACE TOBACCO CO.

Scroll Tag, twist, 6 to lb....	.66
Scroll Tag, 10 oz.....	.66
Mastiff Plug Cut, 1¾ oz.....	.67½
Mastiff Plug Cut, 3¼ oz.....	.65½
Mastiff Plug Cut, 10 oz.....	.52

AMERICAN SNUFF CO.

French Rappee, 1⅝ oz, pr dz.	.96
French Rappee, 3¼ oz, pr dz.	1.80
French Rappee, 16-oz jars, per lb	.65
Maccaboy, 1¾ oz, per doz....	.96
Maccaboy, 3¼ oz per doz ..	1 80
Maccaboy 16-oz jars per lb.	60
Irish High Toast, 16-oz. jars, per lb	.57
Scotch Lillienthal's, in bladders	.60

CIGARS.

Porto Rico Cigar Co.

El Primero, Forziano Porto Rico	30.00
El Manifesto, Invincible Roosevelt Porto Rico	87.50

PIPES.

	Per Doz.
Cobs, Hot Shot, 3 doz.....	$0.25
Cobs, Gem, 3 doz.....	.25
Cobs, No. 3, 3 doz.....	.50
Brier, W. P. & Co., Assorted, 3 doz	2.00
Brier, Display Stands, 1 doz...	2.00
Brier, Showcase Assortment, 3 doz	6 00
Pipe Mounts, 1 doz.....	.75
Cherry Stems, 2½x6 in.....	2.00
Cherry Stems 2d 2½x6 in.....	.85
Clay Pipes, T. D., 1½ gross per box	1.25

	Per Box.
Clay Pipes, Woodstock, 1½ gr., per box	1.25
Uncle Sam Cob Pipe, 3 doz box	1.00
Eclipse Patent Cob Pipe, 3 doz. box	2.25
Climax Cob Pipe, 3 doz. box...	2.25
Jewel Cob Pipe, 3 doz. box....	.90
Dewey Cob Pipe, 3 doz. box...	2.50
No. 19 Cob Pipes, 1 doz box....	2.00

The well-trained public, posted by the well-trained grocer and his clerks, is in small danger of being stampeded by false and sensational reports of the pure food situation. The well-trained public would not shy at fine tea and prefer the cheap leaf, nor avoid, as it sometimes does, the dried fruits and canned fruits that are of more medicinal value than many doctors' drugs. The well-trained public would not need to be pounded in order to discover some of the merits of olives and olive oil or to understand the really marvellous virtues of the canned tomato. The well-trained public is a great public need, but to have the well-trained public one must first have the well-trained grocer.

LASH'S
KIDNEY & LIVER
BITTERS
CURES DYSPEPSIA.

HAVE YOU NOTICED
all these Signs around Town?

WUNDER BEER

It shows that most of the Grocers keep what people ask for—WUNDER BEER If YOU don't, wake up phone to our bottling works and they will send their man to see you.
Phone South 1098

MONEY-WEIGHT SCALES
Pay for themselves in
Less than a Year.
Sold on Easy Monthly Payments
PIERCE & CO.
Flood Bldg. (8th Floor) Market & Powell



J. F. Cutter Whiskey
IS THE BEST SELLER FOR THE RETAILER ON THE MARKET
E. Martin & Co.
Sole Agents
14 FIRST STREET
San Francisco

Attracting Trade

Lights in Display Windows.

Arrangement of lights in display windows is a feature which is not always given due study. A glaring arc light in the center of a window space may serve to light the way of the passerby, and a cluster of incandescents will often attract attention—to the lights. Considering the window simply as an advertising proposition, designed to sell goods, however, the lamps should be made as inconspicuous as good light service permits.

Good results can be obtained by placing shades behind the globes when incandescent are used, concealing them from the view of the public and throwing the light itself upon the goods. Large arc lights if used at all should be so placed as to avoid their blinding the eye to the display. This can be done by hanging them high in the window space, with a shade of dark material between the lamp and the street. Globes of ground glass are preferable to tone the light. Colored globes are not approved by the best grocery window trimmers, who reason that they diminish the attention attracted to the goods. A clear white light is best for display.

Proper Background.

Another point along the line of visibility is worth considering—that of background. A window display will often lose half its effectiveness for want of a suitable backing. Where light colored goods are displayed the background should be neutral or dark. When the goods are of dark color a light background may be used. Enough of contrast should be provided to make the display stand out prominently—not merely enough to be seen, but to be recognized at a quick glance from the farther side of the walk or across the street.

Where the arrangement of the store admits of enclosing the display windows the enclosure is desirable. Freedom from frost in winter, cleanliness and facility of making displays are all gained through this method.

Enthusiasm in Advertising.

Enthusiasm is the life of trade, and also the breath of life in advertising. Healthy enthusiasm is always to be applauded. Not the irrational, headstrong ebullitions coming from those who imagine vainly that they know it all, but an enthusiasm born in confidence of goods and confidence in persons of ability to make goods move.

Enthusiasm in advertising means precisely the same thing and its influence is making itself felt the world over. The timid advertiser never succeeds, the tentative advertiser sometimes, but the thoroughly enthusiastic advertiser always wins the goal of his ambition.

It is the knowledge of men and things that makes the successful advertiser, and knowledge born of experience and of advice. Not a knowledge, however, emanating from a brain enthusiastic in its own belief.

Any Way You Examine a
McCray Refrigerator



No. 410 Grocers' Refrigerator.

Inside or Outside, it is a True Realization of all that is Best in Refrigerator Construction

THE McCRAY REFRIGERATOR RANKS first in every way. It is sold entirely on its merits and is known everywhere for superiority.

McCRAY REFRIGERATORS are perfect refrigerators and will in a short time repay their cost through saving of butter and other provisions, and ice.

We can here give you but a faint idea of the McCray refrigerator. Let us send you our catalog showing our extensive line from which you can make a selection.

SOLD ON EASY PAYMENTS.
McCRAY REFRIGERATORS ARE GUARANTEED.

BECK - WAKEFIELD COMPANY
GENERAL AGENTS
122 Market Street, San Francisco, Cal.

Highest Award and Gold Medal at St. Louis Fair, 1904
Was Awarded the TOLEDO COMPUTING SCALE COMPANY
FOR EXCELLENCE OF SPRINGLESS AUTOMATIC COMPUTING SCALES.



No. 53. General Groceries.



No 54. Meats and Butter.



No. 25 Teas and Coffees

In this type of scale a pendulum is employed to counterbalance the commodity, dispensing entirely with beams, weights, poises and springs.

THE ADVANTAGES ARE:
1st. It weighs overweight
2d. It is automatic.
3d. It has no springs.
4th. It is absolutely accurate in both weighing and computing.
5th. It eliminates all hand operations, thereby preventing errors.
6th. It saves time and labor.
7th. It shows the correct weight to the customer.
8th. It has a fair beam.
9th. It is extremely sensitive.
10th. It is simple in construction.
11th. It is the only scale over which small drafts can be sold at a profit.
12th. Sold on easy payments.
13th. Backed by factory guarantee.
14th. They are absolutely honest.

Write to the originator of Retail Weighing Systems for further information.

SOME PROMINENT CALIFORNIA USERS OF TOLEDO SYSTEMS.

Goldberg, Bowen Co.
West, Elliott & Gordon
Irvine Bros
Wilfert Bros.
J. D. Hess & Co.
H. Lehrke Sons, Inc.
Meyer Bros.
Herman Hohn
Sulz Bros
John W. King
Peters Bros.
H. Wreden & Co.
Twentieth Century Market
R. Schroeder
T. H. Corcoran & Co.
Doyle & McGown
G. B. Clifford & Co.
W. & H. Hohn
D Hadeler
J. Edwards
Kohn Bros.
Danemark Bros.
Henry Mueller
Faber & Co.
O. J. Fadmark
Chas. Ferrero.
Food Sanborn & Co.
Williamson & Garrett
A. J. Seiver
H. Graff & Co.
Burtchael & Co.
C. Grosjean & Co.
Martin's Cash Store
Wilkes & Pearson
A. R. Boge
Wood and Rochdale Co.
Chapman, Johnson Co
Griffing & Gurney
W. H. Garretson
G. P. Schaefer & Co
Fuller & Co.
Hochheimer & Co.
Dorsey-Robinson Co.
Tomlinson & Gardner
Geo. A. Russell
Henry Grunal
Thompson, Beard & Son
E. R. Gifford Co.
Max Sparte
G. F. Dorman
The McCormick Saeltzer Co.
Elmer Todd
A Sutherland

FRANK F. WEAR, Agent and Gen. Mgr. Pac. Coast. Office at 1634 Market St., S. F. Cal.

Grocery Markets.

Commercial Outlook of the Western World as shown by Present Conditions.

Office of the ADVOCATE.
Thursday Afternoon.

ADVANCES.

Quaker Rolled Oats, 2-lb tins, to $5.00.
Salmon Bellies, bbl. to $10.25; ½ bbl., 100-lb to $6.50; 50-lb. to $5.50; kits to $2½ cents.
Golden Star Apricot Jam to $1.45; assorted to $1.55; gooseberry to $1.55; plum to $1.45; currant jelly to $1.80, assorted to $1.85; Palo Alto Currant Jam to $1.35; Golden Star Blackberry Jam to $1.55.
Paragon Catsup, gals. per case, to $3.75.
Painted Pails, per doz. to $2.35.
Manila Rope, ½c per lb.
Royal Apricots, sacks, per lb. to 9 cts.
Arcadia Head Rice to $6.75; Andalusia Rice, 5-lb bags to $7.00; 2½-lb to $7.10; 2-lb to $7.20; Crescent Japan Rice to $5.25; No. 100 Louisiana Rice to $4.35, No. 200 to $4.00.
Lima Beans to $4.15.
Napoleon Matches, tins, to 95 cents boxes to 90 cents, Independent Matches tins, to $1.00; boxes to 95 cents.
Pure Leaf and Compound Lard, ⅝ c.
Eastern Standard Breakfast Bacon, 7 to 8 to 16½ cents; 8 to 10 to 16 cents Eastern fancy to 18½ cents; light bell, dry salt to 14 cents; bacon bellies to 13½ cents; dry salt bellies to 12½ cents Eastern Standard Hams, 15 to 19 to 12¾ cents; 10 to 14 to 13 cents.
Irish Mackerel, No. 1, 10-lb kits, 15-18 fish to $1.30; No. 2, 20-22 fish to $1.20.
40-50s Prunes to 6½ cents.
California State Factory flat cheese to 15½ cents; Young Americans to 16 to 17 cents.
Holland Herring, extra selected, mixed barrels to $18.00; ½ bbls. to $9.50 Milchner, bbls. to $20.00; ½ barrels to $10.50.
Sundried Apples, sacks to 7 cents Evaporated Fancy 50-lb boxes to 10 cents; Extra Choice to 9 cents; Choice to 8½ cents.
Currants, ¼ cent.
Walnuts, soft shell, No. 1 to 15 cents

DECLINES.

Lowney Breakfast Cocoa to 35 cents
Pink Beans, per 100, to $2.25.
Pimentos Moronts, 1-lb tins to $1.30
Pearl Barley, 25-lb boxes per lb to 4½ cents; 50-lb boxes to 4½ cents
Local Cure Hams, all averages, to 1- to 12½ cents
Common Clothespins, box of 5 gross to 60 cents.
Wine Corks, pint size, per 1000, to $4.20.
Oval Dishes, 2-lb., per 1000 to $2.50.
Russian Caviar, 1-lb cans, 2 doz in case, $11.25; ½-lb to $6.25; ¼-lb, 5 doz in case to $3.00; ⅛-lb. to $1.80.
Hops 4 cents per lb.
Linseed Oil, raw in barrels to 46 cents in cases of 2-5s to 51 cents, boiled in barrels to 48 cents; in cases 56 cents.

AGAIN IN MARKET.

Empire Crabs, per doz. at $2.00
Libby's Sliced Bacon, 1-2s, glass at $1.60.

NEW IN MARKET.

Pin Money Gerkins, 4-oz. per doz. at $1.25; Mixed Pickles, 4-oz. at $1.25; Onions, 4-oz. at $1.25.

SCARCE IN MARKET.

Persian Dates.
Gulden Stuffed Olives, 5-oz
Bengal Olives, 11-oz. and 28-oz.

CALIFORNIA CROP CONDITIONS.

The U. S Dept of Agriculture reports for the week:

"The rain in Southern California varied from about 2 inches along the Coast to over 5 inches in the foothill districts. Rain is badly needed in all sections north of the Tehachapi Pass. Walnuts and olives are yielding fair crops."

SUGAR.

The local market is quiet and unchanged

New York, November 14th —Raw sugar is steady with higher prices for beet in Europe. The market has been steady and quiet during the entire week with prices unchanged for refined as well as raws.

Tillman & Bendel says under date of November 8th:

"The tendency of the European and New York markets during the past few months has been towards lower prices. It seems to be the impression of well known authorities that the market can hardly go much lower than the present basis, claiming that the prices prevailing in Europe is already below the cost of production. So far as local conditions are concerned, prices have advanced 5 cents per 100 pounds during October. The cause for which has not yet been apparent because of the reason that at that time the New York market was declining. For this reason, it is difficult to tell what the next move locally will be, as it may be influenced by the condition of the world's market and as it may not be."

TEAS.

Tillman & Bendel under date of November 8th report:

"The tea crop of Japan is over 10,000,000 pounds short as compared with last season. As stocks of Japan in the United States were very low at opening of the season we do not hesitate to state that Japan teas of all grades are and will be good property."

TEA.

A. Schilling & Co. say.

"The market in the Orient is practically closed. The expected has happened. There has been nowhere near enough tea produced this season, and those importers who have good stocks of this blue find themselves in an enviable position.

"In the Chicago and New York markets we understand any of the higher grade teas can readily be sold in large lots at splendid profits.

"Insomuch, however, as big profits on this class of goods can be secured now it is very evident that their value will be tremendously enhanced within the next five or six months as the shortage of stocks in all hands become more apparent.

"All tea men are now looking forward to an extraordinarily favorable condition in the trade during the coming year.

"There seems to be one menace to the tea trade at the present time, but which will be a positive advantage to a few large holders, and that danger is that congress in its next session will place a duty on tea in order to make up the shortage in the national income.

"We all know how detrimental to all parties concerned in tea, especially to the consumer and small retailer, will be such action. The consumer will have to put up with an inferior article for his money, while the retailer, not being able to increase selling prices in proportion to increased cost, will find his profit curtailed."

COFFEE.

The Lewin-Meyer Co. say:

"The market is the quietest in a long time; prices remain as for several weeks past."

Tillman & Bendel reports under date of November 8th:

"Although a very good crop of Central American was harvested this year, the immense increase in consumption of once in this country and the high prices held by holders of Santos and other South American coffees have increased the demand of the East and Middle West with the result that medium crop Central American coffees are now very firm. Low grades have been very scarce for the past two years. The consumer is beginning to realize that real coffee merit lies in the higher grades. These facts have done considerable towards decreasing the consumption on the coast of low grade coffees."

RICE.

M. Phillips & Co. report:

"Prices remain as last week, with the market very firm and tending to higher prices."

Tillman & Bendel say under date of November 8th:

"Present values have been influenced by frequent reports from growers and millers in Louisiana, setting forth the claim that the growing rice crops have suffered considerable damage on account of the unfavorable climatic conditions. At present it seems that the prices are lower than the values ruling in the South warrant."

New York, November 7—Lamson Bros & Co. report:

"There has been a brisk demand during the week for the medium grades of Honduras, which are scarce both here and at the South, and bring full figure whenever offered. Fancy sorts are more plentiful, but are relatively lower priced than at primary points, present arrivals having been secured previous to recent advance. Japan sorts have been in active request. Prices of a week ago are fully sustained, with quotable advance secured on desirable parcels.

"Advices from the South note good demand on the Atlantic Coast with firmness on all lines. At New Orleans the market has been active on all styles, lower grades and screenings have advanced under good inquiry from Porto Rico; medium grades are scarce, and are quickly absorbed when carried, choice to fancy sorts are bringing full prices. Rough rice is held firmly, under brisk competition by the mills.

"In the interior Southwest Louisiana and Texas the demand is active and full prices have been obtained. There is a quick market for Rough Rice, and also for the cleaned product. Recent advices note considerable damage by storms in Southwest Louisiana.

"Cables and correspondence from abroad note improved demand with advance."

CANNED FRUITS.

The California Fruit Canners' Association this week announces an advance of 10 cents per doz on all 2½-lb. grades and 25 cents per dozen on gallon pie fruits. They also announce an advance of 25 cents per doz on the extra choice series with an advance of 10 cents per dozen on all other size. Gallon fruit of all sorts is practically out of the market. The California Fruit Canners' Association announces the withdrawal of prices on gallon extra standard peaches, standard lemon cling peaches and pie unpeeled peaches. Another of the large canning establishments announces that there is not a case of gal-

THE DEMAND FOR
Malta-Vita



The quality of Malta-Vita explains its rapidly increasing sales. Malta-Vita doesn't belong to the **tasteless** variety of flaked wheat foods. It's good to eat and the public is finding this out. Malta-Vita's crisp brown flakes are healthful, too.

NO PREMIUMS USED

Premiums are not given with Malta-Vita. It is sold strictly on its food merits, and intelligent people appreciate this fact.

Malta-Vita Pure Food Co.

BATTLE CREEK, MICH., and TORONTO, CANADA.



U. S. Government Inspected.
For Quality, Unsurpassed.

WESTERN MEAT COMPANY
SAN FRANCISCO, U. S. A.

lon plums left in any of their factories. The new quotations for grapes and blackberries of the California Fruit Canners' Association are as follows:

Grapes—2½ Extras $1.10; 2½ Extra Standards $1.15; 2½ Standards $1.05; 2½ Seconds 95 cents; 2½ Water 90 cents; Gallon Pie $2.25.

Blackberries—2½ Standards, $1.75; 2½ Extra Standard, $1.35; 2½ Standards $1.25; 2½ Seconds, $1.20; 2½ Water, $1.15; 2½ Pie, $1.15.

All lines of canned fruits are badly broken. Peaches and apricots are well cleaned up. There is a fair stock of pears. Although the pack of canned tomatoes will be large, owing to the continuance of dry weather, it is thought that the entire pack will be cleaned up. The quoted price at present is 85 cents although some sales are being made at lower figures. Higher prices are freely predicted. Many of the canners are still packing tomatoes and will continue until the rain or frost kills off the supply. The following prices are quoted although they are being shaded to meet conditions 2½-lb Standards, 85 cents; 2½-lb Solid Pack, 95 cents; 3-lb Solid Pack, $1.05; Gallon Standards, $2.75.

Tillman & Bendel report under date of November 8th:

"While the pack of canned fruits is undoubtedly the largest on record, liberal buying has left many lines badly depleted. This applies particularly to all gallon table and pie fruits as well as 2½ and 3-lb. extras. Peas are in light supply with prospects of higher prices before new crop goods are available.

CANNED TOMATOES.

New York November 14th—The market for tomatoes is quiet and unsettled.

Tillman & Bendel report under date of November 8th:

"Tomatoes have advanced 20 cents per dozen for 2½s and 75 cents per dozen for gallons above opening figures and it is not likely that they will recede."

Baltimore, November 3rd—The "Trade" reports:

"With the increase in price of tomatoes it is understood that the heavies. factories are still holding their stock, believing the market will remain in their favor. Prices remain at 97½ cents for No. 3 Standards with some packers selling blocks at 95 cents. 2-lb. tomatoes are quoted at 72½ cents, which is 2½ cents lower than last week. The decline was probably caused by the report of the large pack of that size in this market.

New York, November 2nd—The correspondent of the "Trade" reports:

"The market for tomatoes remains steady at a range of 97½ cents to $1.00 for full Standard 3s f. o. b. factory. Local interest is rather light as jobbers do not share the confidence of the packers in the stability of the market. Occasional business is reported on Standard 3s at 95 cents.

CANNED CORN.

Baltimore, November 3rd—The "Trade" reports:

"Corn has been selling on a general basis of 45 cents Maryland packs. Much New York state corn has changed hands at the same figure. Some other good brands have been passing out at 47½ and 50-55 cents.

New York, November 2d—The correspondent of the "Trade" reports:

"Interest in corn is increasing. Chem Western stock is now an important factor. Standard State corn is held firmly at 60 to 62½ cents f. o. b. factory with Maryland stock held at 90 cents f. o. b. Portland. Western corn has been sold at 45-55 cents delivered."

DRIED FRUIT.

All doubt of the scarcity of dried fruit on the Coast has now disappeared. There has never before been so small a supply of prunes at this season of the year. Apricots and peaches are in small supply and those left are in the hands of large packers who are holding them for assorted orders. The present f. o. b. Coast price for prunes on 40's to 70's inclusive is 3¼c basis; small sizes are extremely scarce, and 90's command a premium.

Tillmann & Bendel report under November 8th:

"Evaporated apples are in light supply and are gradually advancing owing to inquiries from the far East. Apricots and peaches are practically out of growers' hands. A fairly brisk inquiry tends to give the market considerable firmness. There is a prospect for considerably higher prices for prunes in the near future. Any increase in the demand will be immediately followed by advances."

RAISINS.

Practically no raisins are being sold by the Raisin Growers' Association at the present time. A few special brands are being taken by jobbers to fill orders. Jobbers both here and in the East appear to be buying from hand to mouth and getting their supplies from outside packers who are selling the ½c to 1c under association prices. The Raisin Growers' Association has decided to negotiate a loan of $250,000. This will enable them to hold their raisins until the outside goods are disposed of. The short crop of this year makes the Association managers feel that there will not be enough raisins to supply the demand between now and the arrival of new goods in 1906. This will mean that the growers in the association will receive from $20 to $30 more per ton for their goods than those which are being sold at the present price by the outside packers, but practically none will be sold till after January 1st.

Fresno, November 9.—The directors of the Fresno Raisin Growers' Combine yesterday, by unanimous vote, adopted a resolution that no proposal of any sort or from any quarter looking for reduction in prices would be accepted until after January 1st.

Tillmann & Bendel report under date of November 8th:

"Owing to the dissatisfaction at the prevailing conditions expressed by the jobbers who are forced to buy their supplies from the Raisin Growers' Association and also of the limited stock in single hands outside of that organization, it hardly seems possible that the present high prices can be maintained. In view of existing conditions a hand to-mouth policy in the purchase of further supplies at present high prices seems to be an advisable course."

New York, November 3.—A prominent broker, in an interview with the "Journal of Commerce," calls attention to the fact that in New York there are three seeders that are capable of turning out about six cars per day. In Philadelphia there is a seeder that can turn out about two cars per day. Various jobbers also have small seeding machines. The broker estimates that Eastern seeders have at least 100 cars of old seeded raisins. This broker states that various large jobbers are cleaning out imported Sultana raisins and selling them in one-pound cartons at 7c per lb. or less. For this reason the broker insists that there will not be many of the Association seeded raisins sold at 8¼c f. o. b. Coast for fancy

PRUNES.

New York, November 14.—The market for prunes is firm. Sales of single cars of Santa Clara straight 40's are reported at 3½c basis Coast; 40's to 70's inclusive, 3¼c basis Coast, Sonoma 40's to 70's inclusive, 3½c basis Coast. The prune market firmed considerably during the week, owing to considerable activity on the part of French buyers who were in the market for 30's, 40's and 50's.

Pendleton, Ore., November 10.—J. P. McMinn, proprietor of a large fruit drier in the northern part of Umatilla county, reports the output this season was 60,000 pounds, as against 100,000 pounds last season.

CURRANTS

Tillmann & Bendel report under date of Nov. 8th:

"The market on this commodity has shown an upward tendency for some time, owing to the completion of the organization in Greece controlling the output. At present writing, the market shows a healthy condition with demand good at prevailing prices."

WALNUTS.

Fullerton, Cal., Nov. 6.—Many walnut growers estimate that there will be a shortage of from 10 to 15 per cent over former crop estimates because of last week's rain storm.

Fullerton, Cal., November 2.—During the recent storm great quantities of walnuts were shaken down. Manager Pritchard of the Walnut Growers' Association says that if the growers have picked them up promptly and dried them

(Continued on page 24.)

ADD TO YOUR

PROFITS

BY SELLING

Plymouth Rock

GRANULATED

GELATINE

IT IS THE **BEST** and **PUREST** MADE.
Granulated and can be measured with a spoon.
Free from Odor and Taste.
Endorsed by Physicians and Housewives everywhere.

AND THE MARGIN IS SATISFACTORY.

FIGURE IT OUT

With 3 dozen packages at $1.10, we give 1 dozen free.
This makes 4 dozen for $3.30 or

Per Dozen 82½c

It sells at 10c or.....$1.20

By the gross, it costs $12 50 with 4 dozen free.
This makes 16 dozen for $12.50 or.....per dozen, 78c

It sells at 10c or.....$1.20

FOR ADVERTISING-- With each dozen is given 12 sample packages, each of which will make 1 pint of jelly.

FOR SALE BY ALL JOBBERS

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SAN FRANCISCO, CAL.

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WHITTEMORE'S POLISHES.



The World's Standard.

"Gilt Edge" dressing, blk.	$24 00
Boston" Waterproof Polish (for men's and boys' black shoes)	24 00
"Boston, Jr." 1/2 size	10 00
"Dandy" Russet Combination	24 00
"Star" Russet Combination	9 00
"Dandy" Russet Paste	9 00
"Red Box" Russet Paste	5 00
"Champion" Blacking Polish	24 00
"Champion Jr." Blacking Polish	10 00
"Elite" Combination (for box calf, black vici kid, etc.)	24 00
"Baby Elite" Combination (for box calf, black vici kid etc.)	10 00
"Elite Paste" for Vici calf (two sizes)	$7 00 5 00
"Superb" Patent Leather Paste	9 00
"Blue Ox" Patent Leather Paste	5 00
"French Gloss" (in cartons, for ladies' black shoes)	9 00
"Royal Gloss," 4 oz (for ladies' black shoes)	8 00
"Bravola" Waterproof Paste Polish large	9 00
"Bravola" Waterproof Paste Polish small	4 50
"Quick White" (perfectly cleans dirty white shoes (two sizes)	$24 00 10 00

Cigars and Tobacco

The wholesale trade is practically at an end for this year, and the trade is now getting ready to take account of the year's business, and prepare for the new year.

The Independendent Tobacco Manufacturer's Association at its recent meeting took steps to circumvent the Licorice Trust. An independent licorice plant will be maintained.

The recent Tobacco Exposition in New York has been voted a great success. The attendance for the week aggregated 135,000, each day showing a heavy increase over the preceding one.

Ehrman Bros. & Co. are just receiving their first invoices of their nickel cigar, the Pathfinder, which account they recently took over. An active campaign will at once begin in behalf of this excellent piece of goods.

Ehrman Bros. & Co. report a sharp revival in trade, and that everything points to a big Christmas business. In the past week they have received over 100.000 Optimo cigars, which have come forward by express in order to meet the unprecedented demand.

Up in Montana they are becoming quite excited over the possibilities of tobacco culture as an addition to their already numerous and varied products of the soil.

Leon S. Mayer, secretary of the Cigar and Tobacco Merchant's Association, is arranging to have a meeting of the Association early next week. Mr Mayer is one of the most aggressive workers in behalf of the principles of the Association and believes that if the trade generally will wake up to their interests in the matter valuable result will soon be achieved. In the Eastern cities the cigar dealers cast aside all trade and personal jealousies, and work for the mutual protection and benefit of the whole. Why can not San Francisco dealers do likewise? Is it because the average dealer here can not see beyond the present. Says Mr. Mayer: "I am sure we have tried hard to accomplish something for the benefit of all, but we have been hampered in our efforts by lack of support where support could most justly be expected. In union there is strength, so let us now come shoulder to shoulder and work for the common weal. I believe every man who can do so should handle his own private brand of cigars, that is a clear Havana line. I have found it a success. In the past week I sold over 5000 of my own private brand. This shows what can be done."

In the opinion of Senator Newlands of Nevada, who was one of Taft's junket party to the Philippines, it would be wiser to subsidize directly the Filipinos than to open up to them our market. It would indeed be cheaper for our cigar industry to tax itself annually a good round sum for the support of the Filipinos than to permit their competition to ruin its own stability or welfare.

Statistics show that the exporation of cigars from Porto Rico to the United States aggregate about 2,500,000 per week or an average of 130,000,000 yearly. All cigar boxes must be stamped with United States revenue stamps before leaving Porto Rico, or upon entering the Custom House in New York but up to the present time no provision has been made by the Federal authorities for the sale of such stamps in Porto Rico.

The American Tobacco Company has declared a dividend of 2½ per cent and an extra dividend of 10 per cent on the common stock, payable December 1. Since the financial readjustment of the big corporation dividends have been declared on the common stock as follows: February, 1905, 2½ per cent; May, 2½ per cent; August, 2½ per cent, and November 1, 1905, 12½ per cent, aggregating 20 per cent in nine months' time.

It is not true, says London Tobacco Weekly Journal, as has been alleged, that the aromas of various kinds of tobacco are due to bacteria. They are contributed by certain peculiar aluminous compounds existing in the tobacco leaf itself. These set up a kind of fermentation, and the resulting oxidization of the nicotine gives the flavor and aroma which are so highly prized. Ammonia is essential to the proper fermentation of tobacco, and manufacturers resort to various experiments to supply this necessary substance, the commercial carbonate of ammonia being used in Florida—dissolved in water and sprayed upon the leaves.

Under date of October 28 the Tampa correspondent of Tobacco says: "A. Santaella & Co. are about to occupy the completed 100-foot addition to their large factory. There will be room for a game of football in the top story of the enlarged building. They need 200 additional cigarmakers at once. They should be making 120,000 cigars a day to meet the demands for their noted Optimo cigars. Through a slip of the types last week the familiar "Optimo," known everywhere as "Optimo, My Optimo," changed its name to "Optima," and the 600 cigarmakers in the Santaella factory were making 9,000 cigars a day—they haven't made less than 50,000 a day in months; so reported. The error may be charged either to the effect of the Tampa climate or the excitement in the New York political campaign. The Santaella cigar factory will be a gem in the collection of the world's best factories for the making of cigars. The handsome factory enlarged, the grounds improved and beautified, with its 1,100 or more busy workers, will be one of the showy and interesting points for Tampa's visitors."

FRENCH TOBACCO CONTRACTS.

Before retiring from his post at Paris, France, Consul General Gowdy, under date of September 16, made a report to the Department of Commerce and Labor on the tobacco contracts made in the United States in behalf of the French government. Inasmuch as tobacco is a monopoly in France, the raw material used in the manufacture of the various products made from tobacco is bought in the United States by French consults, or under certain kinds of contracts. Mr. Gowdy says that the contract this year for Virginia tobacco was for about five hundred tons in a single lot. A deposit of $3,860 is required of each bidder. The tobacco has to be of certain types and delivered at Havre, Bordeaux and Marseilles in three consignments, the first before October 10 of the present year, the second between that date and January 10, 1906, and the third before April 1, 1906, under penalty of paying 20 per cent of the value of the quantity missing. Similar conditions were imposed with regard to Maryland tobacco, says Mr. Gowdy, with the difference that the quantity required was approximately 3,300 tons and that there were three contracts of 1,100 tons each. Conditions as to the quality and delivery were the same, except that it was stipulated that Ohio tobacco (even the clean scented) should be excluded, and the deposit required was of course in consequence. The conditions regarding Kentucky tobacco were the same as for Virginia, the quantity required being five hundred tons. American tobaccos—Kentucky (Burley and dark), Ohio, Maryland, and Virginia—are usually bought on the spot through the French consuls or by contract.

PURE AND WHOLESOME.

Carnation Cream has repeatedly been analyzed and always found pure and wholesome.

The process by which it is prepared does not alter the original ingredients, wherefore all the constituent elements remain as when the milk came from cows.

This is not the case with the evaporated creams, which are preserved with alcohol or some form of sugar.



Hunter Whiskey

Rich in Flavor
Mellowed by Age

HILBERT MERCANTILE CO.,
136-144 Second St., San Francisco, Cal.
Telephone Private 313.



EHRMAN BROS. & CO.,
S. F. Distributers.

BLACKSTONE'S INKS

PEST TO BE BOUGHT

KEEPS IN ALL CLIMATES



Blackstone Manufacturing Co.
(Incorporated)
MANUFACTURERS OF
WRITING FLUIDS,
Mucilage, Shoe Polish, Shoe Paste, Shoe Dressing and Liquid Glue.
Office and Factory,
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Telephone Capp 1111.

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A. VIGNIER CO.

429-431 Battery Street San Francisco

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Sardines, Olive Oils, French Preserves, Washing Blue, French Castile Soap: Clover Leaf, Virgin, Dahlia, mottled, Wines and Liquors—A. V. H. Gin—imported goods only.

Sole Agents for the Genuine CLICQUOT Champagne
Only the GENUINE, Imported direct from France, bears Vignier's LABEL

News of the Coast.

CALIFORNIA.

San Francisco—Elias Donner of Donner Bros., grocers, recently obtained a warrant for the arrest of E. J. Foley on a charge of obtaining money under false pretenses. In June last he collected two premiums of $30 and $7.50 from Donner, representing that he was the authorized collector of the Milwaukee Insurance Company. The other day Donner received a note from the company that unless his premiums were paid within two days his policies would lapse. He called at the company's office and showed the receipts given him by Foley, but was told that Foley had no connection with the company.

Alameda—J. T. Walton has purchased from H E. Jacobson the grocery store and delicatessen store at 1914 Encina avenue. Mr. Walton has been engaged with different grocery firms here, and knows the town and the trade.

Fairview—A fire on November 3rd destroyed the grocery store of B. M. Freeman with all its contents. The building was valued at $2000 and the contents at $2500; insurance $2000. The origin of the blaze is unknown.

Los Angeles—O. L. Metzger, 1601 West Pico street, Los Angeles, has sold his business to Aeplo & Thomas, both experienced grocerymen from Williams Arizona. Mrs. A. Cutbush has sold her store on East First street to John Moiloy.

Oakland—The safe at the grocery store of George L. Fish & Co., successors to the Olson Grocery Company, corner of Ninth and Washington streets, was blown open on the morning of November 6th, and robbed of over $1,000 in cash and several checks of nearly $100 in value, the latter being worthless to the thieves. Persons residing in the neighborhood heard two explosions.

Pacific Grove—A. M. Aggeler has sold his grocery business to N. B. Burlingame, a popular young man, who will have no difficulty in holding the large trade which Mr. Aggeler has built up.

Santa Cruz—Mr. and Mrs. Fletcher have removed their grocery from 216 Soquel avenue to the Lodtman building.

Sawtelle—C E. Watson has purchased the grocery stock of Mrs. Gertrude King. He will add coal, wood and feed to his line of business and will put on a delivery wagon.

IDAHO.

Bellevue—B. W. Stark and C. P. Larson have purchased the grocery and notion stock of Mrs. A. Keating.

Boise—Lietzke & Bowman have purchased the grocery business of C. A. Lietzke The I. X. L. grocery is sold to Julius Wright.

Moscow—Martinson & Son are reported to have sold out their grocery store.

Mountain Home—The grocery firm of Hall & Dulin has been succeeded by Dulin & Besuchet.

Twin Falls—The Twin Falls Grocery is reported sold out to C. E. Rose.

OREGON.

Ashland—Mrs. H. A. Palmer has sold her interest in the firm of H. A. Palmer & Co., grocers, to C H. Capellas.

Eugene—A. H. Smith has sold a half interest in his grocery.

La Grande—Mrs. M. Shearer has purchased the grocery and shoe store of Mrs. H. Ralston.

Medford—O. D. Owen, grocery man, has decided to operate a bakery in connection with his other business hereafter.

Pendleton—D. Kemler & Son, grocery dealers, have sold out to Gordon & Harrison.

Portland—H. Kemp has started a grocery at the corner of Union avenue and Alberta street. A. V. Edwards, grocer, is reported to have sold to R. J. McGuire.

Vale—Ira S. Smith, merchant, has sold his grocery and shoe store and has moved to Eureka, Cal., where he will engage in business.

Woodmere—O. B Wirt, grocer, has sold out to C. Addison.

UTAH.

Salt Lake City—Thomas Neath has bought out the Union Tea & Coffee Co.

WASHINGTON.

Aberdeen—Wheeler Bros., grocers, and Karshner Bros., meats, have let the contract for the construction of a one-story brick building on the grounds from which they were evicted in clearing wooden structures out of the fire limits, and will occupy the quarters when completed.

Chinook—Daniel Williams will start a grocery.

Dayton—A. C. Gerken has bought R. H Prater's grocery.

Ephrata—The Kelley-Hill Hardware Company has purchased the hardware and grocery stock of A. O. Tolford.

Farmington—S. Farrington is reported buying Roy Hunter's grocery.

Hillyard—C. W. Cramer has bought the Cannondale grocery store and will put in a stock of general merchandise in the near future.

Medical Lake—B. W. Leyson, grocer, has assigned.

North Yakima—F. E. Lauderdale has succeeded Lauderdale & Co., grocers W. A. Duncan, who recently bought out Cary & Cary's grocery, disappeared recently, leaving nearly $6,000 of unpaid bills. C. E. Grimes is in charge, taking an inventory.

Pe Ell—R. M. Kibbe, grocer and publisher, is dead.

Seattle—E. Ward has bought Raphael Cheadle's grocery, Mr. Cheadle continuing his meat market adjoining. The Majestic Grocery is reported in the hands of creditors

Spokane—L. C. Brown Co. has succeeded L. C. Brown & Tellefson Co., groceries and meats. W. H. Teel has purchased Jas. W. Jones' grocery store H E. Tosspon has succeeded I. J. Gamble, grocery. Metcalf & Sons have succeeded Marvell & Boettner, proprietors of the Washington Grocery. W. G. Litsey has bought C. S Jacobson's grocery. J. F. Martin has succeeded Fred Empey, proprietor of the Mansfield Grocery. Albert Edson, grocer, is dead. C S. Jacobson has sold the Idaho grocery to W. G. Litsey. Mrs. Bessie Bunce has opened a grocery. Mrs. Bunce was formerly one of the proprietors of Grandma's Kitchen on Riverside avenue.

Sumner—Hocking Bros., grocers, have installed a cash carrier system in their new store.

Vancouver—Conant & Nichols, grocers, have dissolved, L. G. Conant continuing.

GAINING IN FAVOR.

It is because Lily Cream is "the original big can," and because the standard of excellence has been so uniformly maintained and even improved on that its sales have steadily increased from the day it was first introduced on the market.

It is an article the grocer can always safely recommend.

Carnation Cream





Is made of pure milk, containing all its cream. Carnation cows graze in the finest dairying country in the world. Green feed is obtainable all year round. Mountain springs furnish crystal clear drinking water. The climatic conditions are ideal - - - - - -

BECAUSE OF THESE FACTS

Carnation Cream

IS THE RICHEST IN BUTTERFAT.

PACIFIC COAST CONDENSED MILK CO., Manufacturers, SEATTLE, WASH.

JOHN H. SPOHN CO., Agents, 16-22 Front St., SAN FRANCISCO, CAL.

Babbitt's Standards.

ALWAYS UNIFORM!
ALWAYS RELIABLE!
ALWAYS THE BEST!



B. T. Babbitt's Concentrated Lye,

The ready soap maker—a powerful disenfectant—an excellent fertilizer for dipping prunes, spraying trees, etc.

Manufactured by
B. T. Babbitt, (Inc.) New York City.



The C. B. JENNINGS CO., Agents, 121 California St., San Francisco, Cal.

Jacobson, Reimers & Co.
210-212 Davis Street
DISTRIBUTERS OF
Fancy Butter and Honey
Dairy Butter and Eggs

Produce Market

THURSDAY AFTERNOON

BUTTER.

The butter market is weaker than for several weeks, and prices have declined, especially on California extras.

California creamery, extras	27	28
" " firsts	25	26
" " seconds		24
" dairy, extras		
" " firsts		
" " seconds		
Store butter	19	20
Storage	25	26
" Creamery extras		25
Pickled	22½	
Keg	23	

EGGS.

California ranch eggs are higher; all grades are firmly held with the tendency upwards.

California Ranch white	53	54
" " mixed colors	47½	50
" Gathered	37½	40
Standard		
Seconds		
Eastern, selected	26	27
" Standard	22½	23
" Seconds	19½	21
Storage, Cal., Selected	28	30
" " Standard	26	27
" " Seconds		
" Eastern Selected		
" " Standard		
" " Seconds		

CHEESE.

The cheese market is firm, and California factory and New York factory are higher.

California full cream		16
" choice	14	14½
" common	Nominal	
Young Americas	16½	
Eastern full cream	16½	17
Oregon		

POULTRY.

Select stock is in good demand.

Turkeys, young live	20	21
" old gobblers	20	21
Dressed Turkeys	21	24
Roosters young, per doz	5 00	5 50
" old "		5 00
Hens	5 00	6 00
Fryers, per doz		4 50
Broilers, per doz, large		4 00
" small	3 00	3 50
Ducks young	4 00	5 00
" old	4 00	5 00
Pigeons, young	2 00	2 50
" old		1 25
Geese' per pair, old 1.50 2.00; young	1 50	2 00

BEANS AND PEAS.

Revised estimates of the lima bean crop place it at 800,000 sacks. The crop of pinks will be larger than last year. The Bayo and small white crop will be about the same as in 1904, while that of large whites will be about 100,000 sacks less.

Small Whites	2 00	2 10
Large "	2 00	2 50
Pea Bean	3 25	3 75
Pink	1 65	1 90
Horse	1 40	1 75
Red	3 00	3 50
Kidney	3 25	3 75
Lima	3 85	4 00
Bayos	3 25	3 50
Butter (large)	Nominal	
Black Eyes	4 25	4 50
Dried Green Peas, per 100 lbs	2 25	2 50
" Niles " " " "	2 00	2 40

POTATOES AND ONIONS.

The potato and onion market is active, due to a big shipping demand.

River Bu banks	45	70
Salinas " No. 1, 80c-$1.00;	No 2, 60c	
Oregons, New	1.15	1.15
Merced sweets	Nom.	
Australian onions	Nom.	
Red new	Nom.	
Yellow (new)	Nom.	
Garnet Chili	90	1 00

Continued from page 21.

on trays many can be saved. If wet weather continues there will be many walnuts spoiled. The rainfall here was nearly two inches during the storm.

New York, November 14.—New crop walnuts are arriving from Europe. They are being quoted at: Grenobles, 13¾c. Marbots, 12¼c; Cornes, 10¾c. French walnuts are reported active.

ALMONDS.

Tillmann & Bendel report under date of November 8th:

"The present supply of almonds in the hands of the local wholesale trade is calculated to be short of requirements."

CANNED SALMON.

The Alaska Packers' Association is entirely sold out of all lower grades of canned salmon. It now has nothing to offer except sockeye talls at $1.35 and red Alaska talls at $1. The entire stock of red Alaska salmon in first hands on the Coast is now about 150,000 cases as against over 1,000,000 cases a year ago. This is the most complete clean-up in years.

Tillmann & Bendel report under date of November 8th:

"The very low figures named by the Alaska Packers' Association on red salmon has forced into consumption an enormous quantity of this variety. This, together with the small pack of pinks and chums, has resulted in fairly cleaning up the market on all low priced stock. Limited supplies of sockeye have made it possible to maintain the price on this grade. From recent indications the end of this season will see the salmon business in better shape than it has been for many years. It is quite likely that slight advances above present quotations will be made on all grades when the active spring demand sets in."

Seattle, Wash., November 4.—The "Trade Register" reports:

"The principle feature of the salmon situation this week was the conference of the Washington and British Columbia Fisheries Commission in this city last Thursday. The meeting was held to consider what steps would be necessary for the preservation of this great industry through harmonious action by packers on both sides of the line and the correction and enforcement of laws to accomplish this result.

FISH.

New York, Nov. 10.—Strohmeyer & Arpe Co. report:

Holland Herring—Slightly lower. Market very quiet.

Norway Herring—Catch of Sloe Herrings has begun and it seems to be quite good. Prices have given way within the last few days, but will not settle yet on a firm basis until the catch is over.

Imported Sardines—France reports absolutely no catch and it is certain that there is no likelihood of large supplies for this season. In Portugal they are catching a few small fish, but by far not sufficient to supply the demand.

Spiats—There is hardly any fishing. They are decidedly firmer and scarce. In Norway there is no catch and no likelihood of their being sufficient supplies this season to supply the demand.

Norway Mackerel—Selling very freely at full asking prices. For the large sizes prices have been advanced, and buyers appear willing to take the goods even at the advanced prices.

CODFISH.

Tacoma, Wash., November 8.—Pacific Coast codfish caught in Alaska waters is now being shipped back labeled "Great Banks Fish" and retailed in local markets as the Eastern product. Owing to the scarcity of Atlantic codfish, immense quantities of codfish caught in Puget Sound has been shipped East during the past twelve months. Local merchants will find it desirable to examine their purchases closely to avoid being victimized.

ANCHOVIES.

Wieland Bros. say:

"The catch of anchovies in Norway was a total failure and what little there were caught is held at prohibitive high prices. The catch of stockfish was likewise a failure and consequently there are no stocks in Norway."

CAVIAR.

Wieland Bros. say:

"Caviar is cheaper, not on account of an abundant supply, but because of little demand."

PROVISIONS.

The Cudahy Packing Co. report:

"The market is firm at this week's quotations."

CHEESE.

Tillmann & Bendel report under date of November 8:

"Eastern cheese being in limited supply explains the firmness of the market and active demand. There is no doubt but that prices will gradually advance from now until spring."

CANDLES.

Tillmann & Bendel say, under date of November 8th:

"Regardless of the recent advance, all available indications point to still higher values."

HAY.

Somers & Co. say:

"The report of the San Francisco Hay Association just compiled shows that in the country tributary to San Francisco there are 157,000 tons available for this market on the first of November last there were but 142,000 tons. The daily consumption in San Francisco is estimated at 500 tons; this would make the total season's requirements only 180,000 tons. Last year we had sufficient quantity for all purposes and we had to ship Southern California at least 15,000 tons, while the Rusian and American governments must have taken close to 10,000 tons. This year there is undoubtedly more hay being fed throughout the interior of the State, but Southern California is taking but little and none is being shipped to the Orient. It would seem therefore that with an open winter the market will be badly depressed in the spring.

"Prices continue as last week."

PACIFIC STORE AND OFFICE FIXTURE CO. INC.
TEL. BLUE 2571 F. A. OEHM, Pres.

Store Fixtures

DESIGNERS AND MANUFACTURERS OF
STORE, OFFICE AND BAR FIXTURES
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WHOLESALE GROCERS
SOLE AGENTS
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THE VERY BEST
WICHMAN, LUTGEN & CO.
Sole Proprietors.
Agents for Moerlein's Cincinnati BEER
29-31 Battery St., - San Francisco

SALEM BEER
SUITS THOSE WHO ARE PARTICULAR ABOUT THE BEER THEY USE.

IT HAS THE FLAVOR
IT HAS THE AGE
IT HAS REPUTATION
IT IS MADE RIGHT

Those who have used it know it. Those who do not know soon find it out after a trial.

SALEM BREWING ASSOC'N
BREWERS

BOTTLED EXCLUSIVELY BY THE
Sunset Bottling Co.
3109 20th Street
SOLE AGENTS

Amusements

GRAND OPERA HOUSE.

"Buster Brown" is crowding the Grand Opera House this week. The show is full of clean healthy laughs. Buster Brown is a healthy minded little chap who can do gentlemanly things without making normal people feel sorry for him as they did for Little Lord Fauntleroy or make the audience feel that he ought to be put in jail, as they did with Peck's Bay Boy. Master Rice, who plays the part of Buster Brown, looks about 8 years old, while he is really in his 21st year. He is a clever actor and is assisted by a large and well drilled chorus of pretty girls. Special matinees will be given Saturday and Sunday. The last performance will be given on Sunday. Richard Mansfield follows with a two weeks' engagement in a repertoire of standard dramas.

MAJESTIC THEATRE.

The "Standing Room Only" sign has had to be put out several times for "The Light Eternal" at the Majestic this week. The play is staged very effectively at this theatre. The parts are all in strong hands and every dramatic incident is presented with the greatest possible effectiveness. The success of the play has been so great that the management has consented to continue it for one week more. The play is one that it will pay thoughtful people to attend if only for the value of the splendid and elevating thoughts it so beautifully exemplifies.

TIVOLI.

The Grand Opera season closed this week. On Monday evening the comic opera season opens with a new company in "The Highwayman."

ALCAZAR.

Good houses are rewarding the players at the Alcazar in the production of "The Little Minister." This is one of Barrie's most delightful plays. Margaret Langham, a young actress who was brought from Los Angeles on a special contract to play the part of "Lady Babbie," has scored a very decided success. She is a young woman with much dramatic ability. The entire cast is a strong one. "Mrs. Dane's Defense" will be presented next week. This is an emotional drama which will serve to introduce Edith Evelyn, the new leading lady.

CALIFORNIA.

"The Tiger Lilies" are making things hum at the California Theatre. The company is made up of some of the best variety and burlesque people in the business. The "head liners" are assisted by a chorus of beautiful and clever girls who display their talents and their shapes in two original musical comedies entitled 'A Temporary Husband" and 'King of the Coffee Fiends." The company has a novelty in the "Tigerscope" which they bring to the city for the first time.

CENTRAL.

"The Darkest Hour" is being presented at the Central this week. This is a melodrama full of thrills and excitement. It requires many elaborate mechanical effects which are employed to splendid advantage. The piece is a thoroughly interesting one. Herschel Mayall has the leading role of a young German. The rest of the company is well cast. An elaborate production of "Sapho" will be given next week. This will be the last week of melodrama at the General under the direction of Belasco & Mayer. The entire company will be transferred to the Alhambra, where productions of melodrama will continue.

FISCHER'S.

The one act comedy, "The Yacht Girl," has proven a decided hit at Fischer's. It is full of snap and go and gives opportunity for the introduction of musical specialties that interest the house. In addition to this musical comedy there is a strong line of vaudeville numbers which include balancers, musical artists and some new and funny pictures on the biograph.

CHUTES.

"Princess Trixies," the trained horse, continues to fill the large audiences at the big tree theatre with wonder at her remarkable feats and the splendid training she has received. This horse does everything but talk. There are many interesting specialties on the vaudeville bill which is made up of variety headliners. Another sensation has been made by the diving elks.

EXPORTING RICE.

This Country Now Helping to Feed the World.

Washington, Nov. 11.—The United States has entered the list of the world's rice producing and exporting countries.

Figures compiled by the Bureau of Statistics show that the exports of rice to Cuba alone in the fiscal year 1905 amounted to 34,976,414 pounds, against 698,983 pounds in the preceding year, the value of rice exported to Cuba being $993,819 in 1905, against $19,985 in 1904.

The total value of rice of domestic production shipped out of the country in the fiscal year 1905, including that to the non-contiguous territory of the United States, was $5,361,641, against $667 387 in 1900 and $16,454 in 1895.

Meanwhile the imports of rice have fallen from practically $4,000,000 in 1899 to $2,000,000 in 1905, and for the first time in the history of our commerce the rice exports exceeded in value the rice imports.

Prior to 1899 the rice imports ranged between three and four million dollars per annum, and the exports had never reached as much as $100,000 in value. In 1900 as already indicated, the exports exceeded half a million dollars, in 1901 they were about one and a half millions, in 1902 they exceeded two millions, in 1903 they were two and a half millions in value, in 1904 two and three-quarters million, and in 1905, as already indicated, $5,361,641, including in these figures the shipments to the non-contiguous territory of the United States.

Greatest Bargain Ever.

A thorough grocer can buy one of the best established and best paying grocery businesses on the Pacific Coast in one of the finest residence towns of California.

Proprietor intends retiring from business. References: Bradstreet's Commercial Agency, or any wholesale grocery house.

A five years' lease will be given—moderate rent.

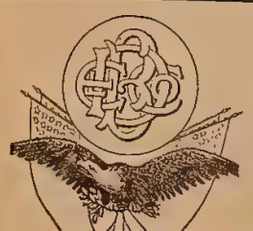
Apply, Box A, Retail Grocers' Advocate, 456 Montgomery street, S. F., Cal.

The Perfection Short Credit System
Makes Credit Business a Pleasure.
Address
P. E. LENFESTEY,
220 California St., San Francisco

IT'S THE
WATER



OLYMPIA BEER CO.
Agents and Exclusive California Bottlers of the Famous
OLYMPIA BEER
BREWED IN OLYMPIA, WASH.
1423 Sansome St., San Francisco, Cal.



VALLEY BREW LAGER
from
Richmond Bottling Works.
Zimmerman & Ruhland,
'Phone Pine 1787.
32d and Clement Street,
San Francisco, Cal.

Champagne.

Veuve Clicquot, qts	$32.25
Veuve Clicquot, pts	34.25
Ruinart, Magnums, 6 to case	30.50
Ruinart, qts, 1 doz to case	32.40
Ruinart, pts, 2 doz to case	34 20
Ruinart, ½ pts, 2 doz to case	18.00
Vintage 1893, qts, 1 doz to cs	46.50

Brandies.

	Per case
Martell's One Star, 1 doz qts	$16.00
Martell's Two Star, 1 doz qts	19.00
Martell's Three Star,1 doz qts	20.00
Martell's Three Star,2 doz pts	23.00
Martell's One Star, 2 doz flks	18.00
Hennessy's One Star, 1 doz qts	17.50
Hennessy's Three Star, 1 doz qts	21 00
Calif. doz qts	12.00



Cider
Hammond & Co.
Bottlers
Office and Depot
277 Seventh Street
Phone, Jessie 3371

SWEET CIDER
½ Gal. Bottles,
BOILED CIDER
Quarts
Pints

Mineral Waters.

Aetna, splits, 100 to cs	$6.50
Aetna, pts, 100 to case	9.00
Aetna, qts, 50 to case	7.50

GINGER ALE
Belfast Ginger Ale Co.,
D. Steimke & Co. Props.
All Carbonated Beverages.
COR. UNION AND OCTAVIA STS.

	PINTS.	QTS.
Soda Water	$ 80	$1 50
Ginger Ale	.80	1.50
Sarsaparilla	.80	1.50
and Iron	.80	1 50
Cider	.80	1.50
Cuban Punch	.80	1 50

Case Prices, 2 Doz. per Case.

Porter.
(E. & J. Burke's Guinness')

Stone, pts. 2 doz to bbl	$6 50
Glass, qts., 4 doz to bbl	14 00
Glass, pts., 8 doz to bbl	16.50

Specialties of
Hilbert Mercantile Co.

H. B. Ky. Bourbon, per gal	$2 75
H. B. Ky. Bourbon, Ex spcl	3 25
Union League Ky. Brbn. AA	2 50
Union League Ky. Brbn. 1 gal	2 25
El Monte Ky Brbn. 1 gal	2 25
Maryland, Monogram, 1 gal	2 75
Forum, Bourbon, 1 gal	2.00
W. H. McBrayer's Cedar Brook 5 yrs	3.00

Hunter Baltimore Rye.

Per case, 1 doz. 5's	13 00
In 5-case lots	12 50
In 10-case lots	12 00

Hilbert Mercantile Co.

H. B. Bourbon (spcl)	$10 00
H. B. Rye	10 00
H. B. pt. flasks, 4 doz to cs	12 00
H. B. ½ pt flasks, 6 doz to cs	9 50
H. B. 1½-oz bots, per gr	12 00
Union League "AA"	8 00
El Monte Bourbon	8 00
Forum Bourbon	7 00
J. Baumgardner Rye	12.00
Maryland Monogram	9.00

W. H. McBrayer's Cedar Brook.

Per case, 1 doz 5's	$12 00
Per case, 2 doz pts	12 00
Per case, 4 doz ½ pts	14 00
Per case, 20 doz 1½-oz	18.50

Jesse Moore Whiskies.

Ex Pony Bourbon	$13.00	$17 50	$17 00
AA Bourbon	11 00	10.50	10 00
C Bourbon	8 50	8.25	8.00
AA Bourbon, 5 doz, 4 oz	10 00	10.00	9.75
AA, Pt Flasks, 2 doz	9 00	8 75	8.50
AA, ½ Pt, Flasks 3 doz	6 75	6 50	6 25
Old Rye	11 00	10.50	10.00

Jesse Moore Hunt Co.
(In barrels or half barrels)

Extra Pony Bourbon, gal	$7 50
AA, Bourbon, gal	3 75
B. Bourbon, 1 gal	3 25
C. Bourbon, 1 gal	2.75
No. 1, Bourbon, 1 gal	2.25
AA Rye, gal	3 75
C Rye, 1 gal	2 75



STANDARD BOTTLING CO.
BEACH STREET
Between Stockton and Dupont
SOLE AGENTS
LOS ANGELES BREWING COMPANY.
Beer furnished Grocers in Bottles or Kegs.

Golden Gate BOTTLING WORKS.
Blume & Gardner,
Proprietors.

Bottlers of the Celebrated
Standard.
Culmbacher.
Extra Pale.
XXX Porter.
Half and Half.
Lager and Steam Beer in Kegs.
160 Shotwell St.,
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LANDI'S
TONIC
BITTERS
Factory and Salesroom,
1664 Mission St.
Bottles, $7 00 Doz.
1 doz. per case.

WORTH INVESTIGATING.

For Sale—Hardware and general merchandise business, centrally located in thriving university town. Bona fide A 1 bargain. Excellent opportunity for country merchant wishing to give his children greater educational advantages and cultured surroundings. Will give long lease to responsible party. Address Box 123, Retail Grocers' Advocate.

FOR SALE.

Grocery, Feed and Vegetable Store in one of the best towns in Central California. Stock, fixtures, horses and wagons. Price $4.200. Does a yearly business of $25,000. Established 11 years. Address N. care
Retail Grocers' Advocate
456 Montgomery Street.

Mothers! Mothers!! Mothers!!!

Mrs. Winslow's Soothing Syrup

has been used for over SIXTY YEARS by MILLIONS of MOTHERS for their CHILDREN while TEETHING, with PERFECT SUCCESS. It SOOTHES the CHILD, SOFTENS the GUMS ALLAYS all PAIN; CURES WIND COLIC, and is the best remedy for DIARRHŒA. Sold by Druggists in every part of the world. Be sure and ask for "Mrs. Winslow's Soothing Syrup," and take no other kind. Twenty-five cts. a bottle

Phone Mission 239

J. MARSHALL & CO.'S

WORCESTERSHIRE SAUCE

BE SURE and GET the GENUINE

½ Pts., per doz. $1.20
Pts., per doz..... 2.20

NO AGENTS

Office: Cor. 12th and Market Sts.

YOUR EVERY WANT IN

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416-426 Sansome St.
SAN FRANCISCO

La Grande Laundry

Telephone Bush 12

23 Powell Street

Corner Ellis.

100 Taylor St., - - Cor. Turk St.
200 Montgomery Av., Cor. Kearny
202 Third Street, - Cor. Howard
1733 Market St., - Opp. Eleventh

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LESLIE
STERILIZED SALT

Free Running (in Pkgs.) for table
Velvet Grain (in Bags) for kitchen
Sold by all Jobbers

Clerk's Corner

The Mistake Clerk.

In the great New York city stores the proprietors employ a clerk who is called the "mistake clerk." He is the scapegoat of the establishment and the lightning conductor for the wrath of ladies who consider that they have something to complain of. When a lady has a complaint to make she is conducted to the private room of the manager, who is profuse in his apologies, and if the lady is satisfied with them, well and good. If not the "mistake clerk" is sent for, and he arrives looking a pitiable object with his knees trembling under him.

The manager rates him soundly for his stupidity and finally, if he judges it necessary, dismisses the wretched criminal, who creeps sadly out of the room with tears in his eyes muttering incoherently about his wife and family. In nine cases out of ten the complainant relents when she sees the misery of the poor fellow and begs that he be let off. The scapegoat is, after some hesitation, sent for again and solemnly pardoned, and the lady leaves the shop feeling the comfortable glow of one who has done a really kind action. She also takes an interest in the shop for the future and persuades her friends to patronize it. A really good "mistake clerk," who has tears when wanted and a choking sob in his voice; can command a high salary.—Exchange.

Clerks' Ignorance of Goods.

It has been said that the greatest fault of the clerk is lack of consideration. From the viewpoint of the customer this may be a just criticism, though years of experience as a professional shopper have not shown that clerks are so different from other human beings in matters of politeness, consideration, attention and kindness traits. Gather a thousand people of any class together and you will find about nine hundred who have little consideration for other people under any circumstances. Placing the thousand people behind the counter of a great department store cannot change these figures. Often it is the fault of the customer if she receives rude treatment at the hands of a clerk, for even customers are trying sometimes. There is another side to this question of the deficiencies of clerks which is important from the employer's standpoint at least, and one which even he fails to realize in many cases.

Causes Loss of Trade.

The average clerk knows little about the goods he sells over the counter. It is this lack of knowledge of the goods he handles and the stock carried in the department which most frequently allows trade to slip through his fingers.

The sale of a bit of merchandise seems on its face a simple thing. It is summed up in a request from the customer, the filling out of a check by the clerk, wrapping and delivery of the parcel. Instead, however, of this being a complete transaction in itself it is really the consummation of a transaction which has been pending for months and for which much time and many dollars have been spent.

These are days of large business and keen competition. The first thing which has to be considered is the buying of the stock of merchandise, and this means heavy expense, not only on account of the money invested but because competent buyers are scarce and demand good salaries. The goods must be well bought.

Well Bought—Half Sold.

There is an old saying that "goods well bought are half sold." Twenty-five years ago this was true beyond a doubt. To-day every merchant exploits his goods by advertising. In addition to being well bought they must be well advertised. No matter how well advertised they may be, they must be displayed in a manner suited to the advertisement. Each one of these branches requires competent, high-salaried men to direct and carry out the work.

We will assume that each has done his work thoroughly up to this point—the merchandise has been carefully chosen, bought at a figure to insure good profit to the merchant and reasonable price to the customer; it has been advertised in a strong, interest-holding style, and displayed in a manner to support the advertisement. At this critical point the clerk steps in and meets the customer to finish the transaction. If he is competent, knows his business, and, above all, knows his stock, everything will work out as planned, but let an incompetent clerk come in at this moment and he can destroy every possibility of a sale that has been worked up by weeks of preparation. In five minutes he can do more harm to his employer's interests than can be remedied in as many years. And, according to one of the largest employers in this city, it is more often ignorance of the goods he handles than any other one thing that spoils the trade at this point.

A SATISFACTORY GELATINE.

It Gives Profits to the Grocer and Pleases His Customers.

Fred F. Hobbs & Co. are introducing to the Pacific Coast trade the Plymouth Rock Gelatine. This gelatine is granulated and can be measured with a spoon. Every package is divided into two parts, each of which makes one full quart of gelatine. It is positively free from odor and each package also contains a small package of pink coloring to be used for fancy deserts. It dissolves quickly and readily, and can be made ready for serving in an hour by using ice. This gelatine has been endorsed by physicians, cooking experts and good housekeepers everywhere. The excellence of the goods is such that one order speedily brings a second.

THE KING OF ITS KIND



ELECTRO
Silver Polish
SILICON

IS AN ARTICLE OF REAL MERIT and the only one of its class for which a constant demand is created among consumers by regular and systematic advertising.

On every box a Woman in Red,
Never take another instead.

REDINGTON & CO.
SAN FRANCISCO
Sole Agents for the Pacific Coast.

FOR SALE—Good paying grocery store and bar on Third street. Rent reasonable. Lease given. Good location and good business. Proprietor leaving city. A fine chance for a live man. Address GROCER, care Advocate.

WIELAND BROS.

121-123 Clay Street San Francisco

Importers and Commission Merchants

SPECIALTIES—Imported and domestic Swiss Cheese, Limburger, Brick Cheese, Edam, Roquefort, etc.; Mackerel, Codfish, Holland Herrings, Olive Oil, Spanish and California Olives, all kinds of Sausages and other delicacies.

SOLE AGENTS for Sierra Cheese, German Breakfast Cheese, Brie, Camembert, Schloss, Kronen and Neufchatel Cheese.

WILLIAM E. HARM
Kartuffel-Buhr
183-185 Valencia St. Near 13th
Tel. Folsom 1911
Wholesale Dealer in
POTATOES, ONIONS
BEANS, EGGS
Etc., Etc., Etc.

WITZEL & BAKER, Commission Merchants

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Fancy Creamery Butter and Ranch Eggs Our Specialty

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One block south of old location.

CLASSIFIED WHOLESALE DIRECTORY.

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Castle Bros.
463 Mission .....Phone: Priv. Ex. 15
Dodge, Sweeney & Co.
116 Market .....Phone: Drumm 125
J. P. Gillespie.
109 California .....Phone: Main 1972
Fred F. Hobbs & Co.
95 Market .....Phone: Main 1913
R. A. Holcombe & Co.
124 California .....Phone Main 5876
The C. B. Jennings Co.
121 California.....Phone. Main 74
Johnson-Locke Mercantile Co.
123 California ...Phone: Priv. Ex. 22
P. E. Lenfestey.
220 California .....Phone: —
Spohn-Patrick Co.
16-22 Front .....Phone: Main 536
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1770 15th .....Phone: —

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Pacific Ammonia Bottling Works.

AUTOMATIC WEIGHER.

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Johnson-Locke Merc. Co..123 California
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Enterprise Brewing Co.
2015 Folsom .....Phone: Mission 152
Gambrinus Brewing Co.
160 13th .....Phone: South 83
Golden Gate Bottling Works.
160 Shotwell St.....Phone: Capp 1761
Los Angeles Brewing Co.
Standard Bottling Co.....
...Beach, bet. Stockton and Dupont
Olympia Beer Co.
1423 Sansome St. .....
Rainier Brewing Co.
John Rapp & Son.....8th and Townsend
Salem Brewing Ass'n.
Sunset Bottling Co.....3109 20th
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Landis Tonic Bitters.
Landis-Patton Mfg Co..1664 Mission St
Lash's Bitters Co.
116 2nd St. .....Phone: Bush 360

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Spanish-American Food Co.
149 Fremont .....Phone: Main 3151

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Cal. Fruit Canners' Association.
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R. A. Holcombe & Co....124 California
T. A. Snider Preserve Co.
Spohn-Patrick Co.....16-22 Front

CIGARS.

Optimo.
Ehrman Bros. & Co.....225 California
Henry Miller.
Ehrman Bros. & Co. .....225 California

COFFEE, TEA, ETC.

M. J. Brandenstein & Co.
Spear and Mission..Phone: Priv. Ex. 36
The Porto Rico Co.
587-589 Howard....Phone: Main 5813
A. Schilling & Co.
2nd & Folsom..Phone: Priv. Ex. 456

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116 Market .....Phone: Drumm 125
William E. Harm.
183-185 Valencia....Phone: Folsom 1911
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121-123 Clay .....Phone: Main 365
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Pacific Creamery Co.
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"Cracker Jack."
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Royal and Queen's Taste.
C. R. Splivalo & Co.....347 Sacramento

PICKLES, ETC.

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Anchor Packing Co.
140 8th .....Phone: South 356
Cudahy Packing Co.
418 Townsend ....Phone: Priv. Ex. 606
Heineman & Stern.
916 Larkin .....Phone: East 242
F. P. Rathjens.
1311-15 Pacific.....Phone: East 1875
Western Meat Co.
6th & Townsend ....Phone. Priv. Ex. 5
H. M. Wolter & Bro.
103 12th .....Phone: Mint 1763

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Dan O'Callaghan.
22 Montgomery .....Phone: Main 5238

REFRIGERATORS.

Beck-Wakefield Co.
122 Market.....Phone: 1433

RUBBER STAMPS.

Patrick & Co.
111-113 Sansome .....Phone: Main 1768

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Leslie Salt Co.
C. E. Whitney & Co.....715 Kohl Bldg.

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H. Martin & Co.
54 First .....Phone. Main 380
A. Vignier & Co.
429-431 Battery .....Phone: Main 1507
Wichman, Lutgen & Co.
29-31 Battery St. .....Phone Main 5588

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William Cluf Co.
201 Market..... Phone: Priv. Ex. 419
Suydam Bros. & Rogers
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Sole Agents and Bottlers of

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OFFICE AND BOTTLING WORKS

160 Thirteenth St., near Folsom, S. F.

Highest Grade Package Goods for Family Trade

ROYAL AND QUEEN'S TASTE

(1 lb packages) (2½ lb cartons)

Macaroni, Vermicelli and Spaghetti

ROYAL ITALIAN A. B. C. PASTE, in 1 lb papers
GOLDEN GATE EGG NOODLES, in ½ lb papers

For Sale by all Jobbers

PETERS BROS., BALTZ & DITTMANN

PROPRIETORS

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Douglas Street, bet. 17th and 18th

SAN FRANCISCO, CAL.

TOBOGGAN

MAPLE SYRUP -- IT IS BEST

Pacific Coast Syrup Co.

SAN FRANCISCO

THREE REFINERIES: SAN FRANCISCO, PORTLAND and SEATTLE.



There is a World of Meaning

in the simple statement that over

200,000

Bowser —Self Measuring— Oil Tanks

have been sold and also that we don't ask you to take our word in regard to the merits of our outfits but

Refer You to Any User

The Bowser Tank does away with the use of sloppy measures and funnels. It prevents all waste and over measure, both of which mean a money loss to you. It really costs you nothing as its savings soon pays its cost. If you want to make A PROFIT on your oil it will pay you to investigate. A request for Catalog "88" will bring you full particulars free and without further obligation to you.

Write Today

S. F. BOWSER & CO. Fort Wayne, Ind.

BUILD MILK TRADE

Now is the time to introduce Evaporated Cream to your best trade. Every customer you have is

LOOKING FOR PURE MILK

Tell Them About

Alpine Cream

It represents the CULMINATION OF PERFECTION in the production of Evaporated Creams.

ALPINE CREAM is pure **unskimmed** milk evaporated in vacuum to the consistency of thick cream. It is **thoroughly sterilized** on new hygienic principles. Owing to the treatment it is **germless** and **more readily digested** than **any other form** of milk.

POPULAR WITH CONSUMERS BECAUSE OF

Purity-- This is ABSOLUTELY GUARANTEED.

Rich Flavor-- Is UNEXCELLED. Has not the "cooked taste" of other creams.

Golden Glow-- PROVES ITS RICHNESS IN BUTTER-FAT.

POPULAR WITH RETAILERS BECAUSE OF

Satisfaction-- Customers want no other when they have once tried ALPINE.

Advertising-- Its good qualities are being told in many ways.

Profit-- The selling price is maintained and insures a fair margin for the retail grocer.

John B. Meyenberg, the manufacturer of **ALPINE CREAM,** is the inventor of Evaporated Cream. With his **20 years'** experience and his improved processes, he is now making an article which surpasses all other brands in quality. **He knows how.**

FOR SALE BY ALL JOBBERS

ALPINE EVAPORATED CREAM COMPANY

95 MARKET ST., ROOMS 212-213, SAN FRANCISCO

(Factory: Hollister, Cal.)

THE RETAIL GROCERS ADVOCATE

A. H. POWERS, Editor

SAN FRANCISCO, CAL., NOVEMBER 24, 1905

Vol. 10, No. 47

M. J. B. Coffee

sells better than any other

Why?

RAINIER BEER

Is Not Unfair
But the Boycott is.

Investigate both sides of the question.

JOHN RAPP & SON, AGENTS
Phone South 473.

IXL - Kapp and Street - W.G.M.

TAMALES

IN

KEY-OPENER CANS



THE ORIGINAL

Powdered Stove Polish

Mixes with water instantly.

Advertised Everywhere.

OUR GUARANTEES:

To give SATISFACTION or your MONEY BACK
To give a QUICK, BRILLIANT LUSTRE
To give Dealers a GOOD PROFIT

5-cent Size, per box, 3 doz., **Costs $1.50,** with ½ dozen free, **Sells for $2.10**

10-cent Size, per box, 3 doz., **Costs $2.50,** with ½ dozen free, **Sells for $4.20**

R. A. Holcombe & Co. Pacific Coast Agents. 124 California St. San Francisco, Cal.



Is He Mad?

Well I should say Y-E-S.

What's the trouble?

He told the clerks not to trust Bill Jones for any more goods, and Henry forgot all about it and let Bill have $10.00 worth.

It's a dead loss. Won't get a cent of it!

If he had kept his accounts on the McCaskey Register he would not have had this trouble; he would have used the automatic stop and said nothing to the clerks.

No Forgetting With the McCaskey.

W. A. HAWLEY, Pacific Coast Agent

FOR McCASKEY ACCOUNT REGISTERS

Office: Top Floor, James Flood Bldg., Powell and Market Streets
SAN FRANCISCO, CAL.

THE OVERLAND LIMITED

has

Electric Lights in Every Berth

The new composite-observation cars, the train libraries, excellent dining-car service, luxuriously appointed sleeping cars, and the courtesy of the attendants make this one of the finest trains in America.

The magnificent scenery of the Sierra Nevada and Rocky Mountains, and the novelty of crossing the great Salt Lake by rail add to the enjoyment of the trip, and make it one of unusual interest.

San Francisco to Chicago in less than three days.

Full particulars of agent,

SOUTHERN PACIFIC

THE GROCER SAVES MONEY

The Customer is Pleased,

Where

THE O. K. CHEESE CUTTER

is used.



$20.00 Net

F. O. B. Detroit, Mich.

Cuts the Cheese by weight, or money's worth. **Does it better than any other**—Is absolutely accurate. Cannot get out of order.

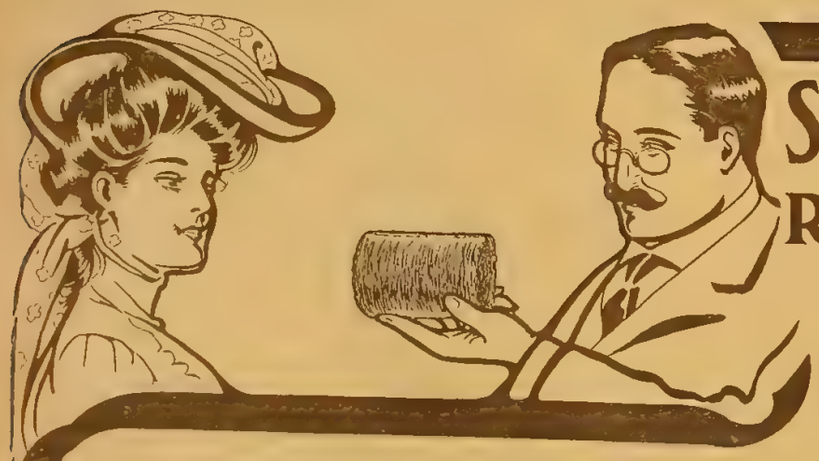
Our Testimonials Come from Satisfied Users.

We could not spare a single Cutter to send to the World's Fair at St. Louis—Needed all we could make to fill orders.

Catalog supplied from Dept. R. Write for one.
Give your Jobber's name and address.

The Standard Computing Scale Co., Ltd.

DETROIT, MICH.



SHREDDED WHOLE WHEAT RECOMMENDATION

The Best Cereal Food to Eat, and
The Best Cereal Food to Sell, is

Shredded Whole Wheat

It is made in two forms, Shredded Wheat **BISCUIT** and **TRISCUIT.**

TRISCUIT is a CRACKER, not a "breakfast food." It is used as toast in place of ordinary bread toast, and for all purposes for which the common white cracker of commerce is used.

Shredded Wheat **BISCUIT** is the standard wheat food of the world, delicious for breakfast, or for every meal for every day in the year. It contains all the nutriment in the whole wheat in digestible form. A good seller all the year round.

THE NATURAL FOOD COMPANY
Niagara Falls, N. Y.

Common Sense teaches Grocers to sell what pays Best

AND GIVES SATISFACTION.

That's why **1000** Retail Grocers in the Bay Cities sell **"A 1" FLOUR.**

You can MONEY BACK our goods.

BEST ON EARTH

"A 1" FLOUR



GLOBE MILLS

We claim that **"A 1" FLOUR** will make MORE LOAVES OF BREAD to the barrel and BETTER BREAD than other flours.

WE MAINTAIN THE RETAIL SELLING PRICE.

Tell us how to do more and WE'LL DO IT!

GLOBE GRAIN & MILLING CO.

MONTGOMERY AND CHESTNUT STS., SAN FRANCISCO, CAL.

Telephone Bush 759.

(Please mention the ADVOCATE to Advertisers. It helps us materially.)

"Duplicate our Order"

The Leading Grocers of Oroville, Cal., say:



NOTHING IS QUITE SO GOOD

Oroville, Cal., May 12, 1905.

Messrs. Cudahy Packing Co.,
San Francisco, Cal.

Gentlemen:—

We desire to duplicate our last order for "Diamond C" Hams, and will probably use a great many more in the future, as the brand is **eminently satisfactory,** and the public is recognizing that this is one of the best, if not **the very best, grade of goods on the market.** Please ship the goods as soon as possible, and pack them as you have done heretofore, as we find that this conduces to their better keeping. The last shipment **went much quicker than we expected,** and if business continues according to indications, we have no doubt that another order will be sent you within a week or ten days.

Yours truly,

PERKINS & WISE COMPANY.



FINEST IN FLAVOR AND APPEARANCE

"THE TASTE TELLS"

IT WILL BE YOUR BEST CUSTOMERS,

or some slow dealer's best ones, that call for

HAND SAPOLIO

Always supply it and you will keep their good will.

HAND SAPOLIO is a special toilet soap—superior to any other in countless ways—delicate enough for the baby's skin, and capable of removing any stain.
Costs the dealer the same as regular SAPOLIO, but should be sold at 10 cents per cake.

Retail Grocers' Advocate

LIFORNIA RETAIL GROCERS' ND MERCHANTS' ASSOCIATION

OFFICIAL PAPER

RETAIL GROCERS' ASSOCIATION

l. 10

SAN FRANCISCO, CAL., NOVEMBER 24, 1905

No. 47

THE RETAIL GROCERS' ADVOCATE

Published Every Friday by ADVOCATE PUBLISHING CO.

Subscriptions:

e Year $2.00

gle Copies ..... .10

PUBLICATION OFFICE:

456 MONTGOMERY STREET.

oms 413-414. Tele. John 2601

tered at the Postoffice at San Francisco as Second Class Matter.

Points to Watch

EESE—
Eastern cheese is very firm with a tendency to higher prices later on in the season.

PLE SUGAR—
Supplies in first hands in Canada and Vermont are exhausted. The demand has been larger than usual and higher prices are predicted.

UNES—
The market is firming very decidedly. Eastern markets are active with Pacific Coast holdings much lighter than usual. An advance to 4c basis is considered probable.

ANS—
This crop of large white beans will be about 150,000 sacks short of the normal, which fact will undoubtedly result in higher prices. Lima beans are strongly held, and holders are looking for an advance.

NNED CORN—
The jobbing trade have been gathering in cheap corn very rapidly for some time past till the supply is now quite low. Eastern authorities now anticipate that the jobbing trade will seek to induce an advance. No advance is expected for some months to come. No decline is possible, however.

ACTUAL COSTS LETTERS.

t They Are and Why the ADVOATE Has Helped Exploit Them.

he **Advocate** was created to hold the er retail grocers together. To as- In this plan, its management has loped numerous features that make f great money value to those who it.

cidentally, however, it is the pur- of the paper to exploit every cause retail grocers may deem essential to r welfare.

pursuance of this plan we have oited, and will continue to exploit "Actual Costs" letter which is be- issued by the Pacific Coast Retail ers' Association. The **Advocate** has direct interest whatever in the tual Costs" letter. Its affairs are aged solely by the Pacific Coast retary, Mr. Rourke, whose offices are 5 Market street.

We are told that certain jobbers have ared that they would punish the ocate for its support of the "Actua s" letter. We hope that this i true, since it would indicate a nar ness that would be most deplor

he "Actual Costs" letters are issued e a month by the Pacific Coast Re Grocers' Association. Each letter es the actual cost to the jobber o t 50 articles. This bare statement ough to show its value to the care buyer.

e managers of the Pacific Coast Re- Grocers' Association are printing "Actual Costs" for two reasons.

e first is, to so educate the trade the jobbers will be willing to unite manding of manufacturers that sell prices, **both wholesale and retail,** rotected

e second is, that it is expected to ce their organization.

e subscription to the "Actual Costs" rs now is $5. Secretary Rourke unces that the price will be ad- ed to $10 on January 1st.

Successful Treachery.

J. Salomon With J. T. Hurley and Other Saloon Grocers Disrupt Existing Local Organization.

J. Salomon has succeeded in disrupting the organization known as the San Francisco Retail Grocers.

By his unfair and unwise rulings and his failure to control the meetings of the organization, he has played into the hands of Jerry T. Hurley—who has a small grocery with a fair-sized bar attachment on Hayes and Webster streets—until Mr. Hurley has been able to drive out of the organization practically all of the higher class grocers who came into it because of the earnest efforts of the larger men of the trade who had hoped (but vainly) that they would ultimately receive fair treatment.

Every demand made on the organization by Jerry Hurley and his friends was granted by the larger men without any protest, although most of the matters did not concern them in the least.

Every request of the "dry" grocers was met by such a voluble storm of garrulous abuse and bitter personalities that many men have already withdrawn from the Association.

Caps the Climax.

The climax, however, was reached on Monday evening when Mr. Salomon led a movement to divert the moneys earned by a recent theatre party to other uses than that for which it was intended.

At the August meeting of the organization, it was voted to give a theatre party **"to raise funds to pay the organization's per capita tax to the State Association."**

On the strength of this resolution, the organization elected delegates, allowing each man $15 as expense money. Thirteen of them attended the State convention. On their statement of conditions, the delegates were seated without being required to pay their per capita tax in advance. Six of the eleven directors of the State Association were then chosen from the San Francisco organization.

Immediately upon the return of the delegates, President Salomon and Mr Hurley started an initial squabble in order to save the treasury the expense of meeting the expenses of the delegats to the State Association.

The theatre party was given and, thanks to the exertions of the friends of the State Association, was a measurable success, the net profits amounting to $261.20.

J. J. Hayes at once wrote demanding the immediate payment of his expense money on the grounds that he needed it.

It was moved to pay him out of the $261.20. The friends of the State Association, to avoid another squabble, allowed it to pass.

Then John W. King introduced a resolution that the $261.20 be used to pay half the Association's per capita tax assessment and the expenses of those delegates who insisted on immediate payment.

Krueger Acts Without Authority.

The money in the meanwhile had been put in the hands of Fred Krueger,

(Continued on page 8, col. 1)

Associated Retail Grocers

Leading Local Dealers Glad to Unite For Better Conditions.

During two years, the leading grocers of San Francisco have found their efforts to better conditions blocked by a few saloon grocers who were particularly active and always very noisy at all meetings of the local association. These men would violently fight against every movement to better trade conditions proposed by any of the leaders of the State organization, with the result that the conservative merchants who could not afford to have their dignity lessened, refused to attend meetings.

After the disgraceful exhibition of Monday evening a number of the leading exponents of association work advocated the immediate organization of a new association which should permit in its membership only those dealers whose grocery business was of sufficient importance to make them of weight among the wholesale trade and the manufacturers. To this end the following agreement was prepared by State Secretary Frank B. Connolly:

San Francisco, Cal., Nov. 21, 1905.

Realizing that the leading retail grocers of San Francisco can better their conditions by united action, we, the undersigned retail grocers of San Francisco, hereby agree to unite in forming an Association to be known as

ASSOCIATED RETAIL GROCERS of San Francisco,

which shall have for its chief purpose the following:

1. To warrant manufacturers in protecting our profits by maintaining a proper retail selling price on the staple products, such as flour, etc.

2. To enable us to bring influence to bear on wholesalers and manufacturers through the aid of the associated grocers of other cities.

3. To enable us to secure consideration at the State Legislature through the same means.

4. To co-operate in the establishment of a first-class collection system and delinquent list.

5. To enable members to secure first-class credit ratings to our advantage.

6. For the creation of a better feeling among the leading grocers of San Francisco.

Inside of 24 hours, 35 of the leading grocers of San Francisco had signed the agreement and it is expected that the membership will reach 250 before December 1st, when active operations will be commenced. Among those who head the list are: Bibo, Newman Co.; H. Lehrke & Sons; Irvine Bros.; Faber & Co.; Stulz Bros.; Doyle & McGowan; H. Wreden & Co.; Golder Bros.; John W. King; Harry Arnold; H. Holman & Co.; Burns & Keegan (formerly C. A. Parkin); John H. Tietjen & Co.; W. C. Watkins and R. G. Schroeder; Connolly Bros.; McCaw Bro. Co.; H. S. Elliott & Co.; Lackmann Bros.; T. Salomon; R. McCoy & Son; John Schomer; Claus Wreden; E. W. Ploeger.

The formation of the new organization will without doubt largely increase the influence of the State Grocers' Association.

It will insure the successful operation

Continued on page 9, col. 4)

Who esalers Must Org.nize.

Jobbing Interests of San Francisco Face Many Losses Because of Bad Trading Conditions.

Trade conditions are worse among the wholesalers of San Francisco than with the wholesale trade of any other great jobbing center in any part of the United States. It is their own fault and could be corrected by proper organization.

Even in New York and Chicago, the centers of fierce competition, conditions are not so bad. One wholesale grocer of Chicago, in commenting to the writer upon the foolishness of the San Francisco jobbers, laughingly said: "We had our taste of those methods once. We graduated out of that kindergarten stage long ago."

The editor of the **Advocate** was reproached the other day by a gentleman prominent in wholesale grocery circles, who said: "The retailers objected to the wholesalers having an association and yet they are asking for the same protection now that they were objecting to when the jobbers wanted it."

This statement is absolutely without foundation. The retailers were pleased to see the jobbers effect a strong organization. They would have rejoiced to have seen this organization continue had the organization seen fit to use its power to protect the rights of their customers among the retailers.

There was one thing that the retail grocers objected to.

It was this:

The jobbers used the power of their organization to force the little retailers to pay the higher price decided as necessary by the combination of jobbers. At the same time these same jobbers allowed certain retail grocers to purchase their supplies at figures much less than those charged to the bulk of the trade.

When the retail grocers protested against this discrimination and showed that it was resulting in their losing business they were laughed at.

The jobbers, instead of realizing the seriousness of the situation, merely wanted to know: "What are you going to do about it?"

Cause of Exchange.

This unfair discrimination on the part of the wholesale grocers forced a number of the larger retail grocers to combine in their purchases in order that they might be able to get goods to the same advantage as the few large stores with whom they had to compete.

The writer of this article knows that this was so because he organized the Buying Exchange. But it was only after repeated interviews with the different wholesalers, who rather ridiculed the idea, that this step was taken. Instead of trying to avert, by correcting abuses, they said such a thing could not be done and refused to consider the situation as serious. As a result, the grocers were finally brought together.

Make Conditions Worse.

Since the organization of the Buying Exchange, the wholesale grocers themselves have done their best, or rather their worst to establish conditions that

(Continued on page 9, col. 1)

There is no exception to this rule. Once a customer, always a customer for

Nicelle

(FRENCH)

Olive Oil



First Pressing of Sound, Selected Mature Olives

Competitors press the olives a second and third time.

Exquisite Flavor

"NICELLE" Olive Oil is sweet as a nut. Delicate, delicious flavor.

Brilliant Color

We know how to refine olive oil. Our process consumes much time and is expensive, but it makes "NICELLE" Olive Oil the clearest, cleanest and best on the market.



Unquestioned Purity

Its purity was officially endorsed by the U. S. Bureau of Chemistry, Dept. of Agriculture.

IF YOU HAVE CUSTOMERS THAT WANT THE BEST, WHY NOT GIVE IT TO THEM?

"Nicelle" Surpasses
"Nicelle" Pleases "Nicelle" Sells

Put up in ½-pint, pint, quart and 22-ounce bottles. Also in 32-ounce, ½-gallon and 1-gallon tins.

Come and see what we have to tempt the eye and the appetite.

White Label Queen and Manzanilla Olives
Pim-Olas and Baby Pim-Olas
Nonpareil French Capers

We carry a stock of the choicest offerings in the way of relishes for the holiday trade.

Seville Packing Co., Packers and Proprietors. Nice, France; Seville, Spain; New York, U. S. A.

PACIFIC COAST AGENTS:

JOHN H. SPOHN COMPANY
(INCORPORATED)

16, 18, 20, 22 FRONT STREET, SAN FRANCISCO, CAL.

SPOHN-COOK COMPANY, LOS ANGELES
Branch Houses: Seattle, Portland, Denver, Salt Lake City

SEASONABLE SUGGESTIONS.

Pointers "Borrowed" From the Columns of Various Careful Contemporaries.

Beans are very firm.

Sell goods at a profit.

Keep coffee sales up.

Use plenty of price cards.

Plum pudding time is here.

Sell the boxes and barrels.

Nut season is on in earnest.

Put seasonable articles up in front.

Popcorn is a rather small item, but it's profitable.

The fancy lines are the ones that pay the profit.

Tea is active. The demand is spread well over all lines.

Cheese is strong and has advanced slightly within the week.

Time to buy dried fruits is now, before they advance any further.

In spite of high prices jobbers say that the apple business is good.

Olives are firm and prices are somewhat higher than they were thirty days ago.

Canned corn is an item to be used as a leader this winter. Prices are cheap.

Now is the time for fancy groceries. Make up a window of Thanksgiving specialties.

An accurate and quick system of keeping accounts will please customers and hold them.

Take time to look into advertising in all its phases. Study the thing first and then make use of it.

Pack of tomato catsup is short on account of the scarcity of tomatoes. Look out for cheap goods.

Dried apricots are beginning to show the effects of the short supply by an upward movement of prices.

The scarcity of asparagus and the rather active demand for it are unusual for this time of the year.

There is a steady demand for lanterns and lamp goods of all kinds. Even candles are not neglected.

How about advertising the cider and apples to make apple butter or the supplies to make into mincemeat.

The strength of the situation in peas is increasing under a continued demand and rapidly diminishing supplies.

In canned fruits, the most prominent feature at the moment is the strong upward movement in gallon apples.

Advertise the new things. Every housewife is always looking for something new to prepare for the table.

Price does not cut so much figure in the Thanksgiving buying. Therefore, you can sell more high grade goods.

In these times of advancing prices look out that you get a profit. By the way, how do you figure your profit?

Don't be afraid of a line just because it does not appear to be strictly groceries. If it looks like a seller try it.

This is pancake time and pancake flours are in brisk demand. Put in the "Peacock" brand and let the trade know it

Twenty-five grocers of Galesburg, Ill., were recently fined for selling chemical vinegar, spurious butter and bogus honey.

There is a strong and advancing market on evaporated apples. The quality of much of the stock is nothing to boast of, either.

Very strong cable advices are received from Smyrna regarding the fig situation there. It is reported that the season is closing at much higher prices.

Canned soups need advertising in many localities where they are little used because little known. If you have any on your shelves give them some publicity.

Carelessness is the cause of much loss through slow-pay customers. Retailers let their bills run too long and then show timidity in the matter of pushing collections.

The grocerymen of Minot, N. D., have served notice on their customers that they have discontinued the regular house to house canvass for orders Hereafter orders will be taken over the telephone.

Mention cheese and salt fish in your advertising at this time of year. These items will sell well now if properly pushed. Molasses is another item on which the retailer should be doing a good business.

The season of Iceland codfishery from the port of Paimpol has terminated. The forty-seven ships of the fleet took 1,600,000 cod, an average of 34,000, against 54 000 in 1904, and the size of the fish was inferior.

Say "No" when a manufacturer's agent wants you to stock an article on which the retail price is fixed at such a low figure that you cannot make a decent profit. At best there is little enough profit in the grocery business.

Confectionery sells from the first of September to the first of January better than at any other time of the year. Just before Thanksgiving the business is sure to be particularly good. Get in some nice fresh box stock for that trade.

The new-old plan of curing consumption by large doses of fatty foods should help the sale of olive oil. A free use of olive oil is undoubtedly of benefit in preventing tuberculosis from getting a foothold, by putting the body in good trim.

It is only a short time until Thanksgiving. Better go through the stock carefully and see that you have all the fancy and staple lines that will be called for on account of that great feast day. There is a possibility that you will find you are short somewhere.

There are too many "staples" in the grocery store—that is, too many lines that are sold at a low margin over cost with the belief that the profit will all be made on the fancy lines. Get a profit on the staples first and the fancy goods will take care of themselves.

Starch that is used both for eating and for laundry purposes is coming into more general use. It is made from wheat and is a thin boiling starch that some people say is superior to corn starch

Let the retailers be independent and self supporting; let the wholesalers come together for mutual good; and the manufacturers, the brokers, the men behind each interest. And then let each be represented in a national organization and all pull together.—American Grocer, N. Y.

There is a much firmer tone to the spice market and sales are reported of black pepper, cloves and cayennes. The clove market was especially firm in view of the small receipts at Zanzibar so far this season, being only 12,000 bales against 40,000 bales the same time last year and 30,000 bales in 1903.

Coffee holds about steady. The option market is fluctuating considerably and shows some declines, but the general opinion seems to be that the statistical position is too strong to warrant any decline in the spot goods. However, the market is a highly speculative one and what it will do is beyond the knowledge of most of us.

According to advices from London the recent sharp upturn in jobbing prices of cloves is based on an expected material reduction of supplies from Zanzibar. There has been an unexpected large shrinkage in receipts from Zanzibar since August 1, the opening of the season, being nearly 30,000 bales less than for the same period last year.

It is not the name the public buys, it's the coffee, and calling an inferior grade "Java" is not going to make the public like it any better. To most people coffee is just coffee, and the price generally determines the grade. In these days of blends and mixtures the dealers might do worse than follow the consumer's example.—Merchants' Review, N. Y.

Mocha coffee, according to a recent consular report, is declining in production. It is grown in a very primitive manner, and the cost of production is comparatively high and does not change. The exports from Aden are confined to the genuine Mocha bean, and France takes the lion's share, the United States filling the second place and the United Kingdom coming third.

Co-operation and competition are harnessed in a team. They work together to advance the interests of consumers, distributors, manufacturers, importers and intermediaries. All have a needed service to perform, but that does not forbid co-operation, as they are parts of one great commercial engine. We are living in hope of seeing this truth recognized in the grocery trade—American Grocer, New York.

"President Green, of the National Association, is winning hosts of friends by reason of the manly stand he has taken on the subject of self-support for the organization," says "Grocers' Review" of Philadelphia. 'Better by far," it says, "have a small organization supported by the members than a big, topheavy concern supported by those who give to get, and whose support could be taken away in a moment, leaving the association a financial wreck." The "American Grocer" adds: "As we understand President Green's position, he does not object to aid from other than members, provided they do not 'give to get.' He does not welcome money coming from one hand and a request or demand for favors in the other."

One of the notable features of the canned goods market is the free movement of the cheaper grades of corn into consumption. The excellent quality and low prices are inducing retailers to use this article as a leader in place of tomatoes, which last season were being pushed by distributors as the cheapest and most attractive article on the list. Tomatoes are too high for that purpose and corn has taken their place. This activity of the retail demand keeps jobbers constantly in the market as buyers from the packers. The general tone of the market is much firmer than it was a week ago, and although there has been no notable advance in prices, it is said to be more difficult to find desirable stock at a reasonable figure. Fancy corn is not plentiful and the holders of it are represented to be indifferent sellers at the prices now obtainable.

A MATTER OF HEALTH

ROYAL



BAKING POWDER

Absolutely Pure

HAS NO SUBSTITUTE

All Grocers should carry a full stock of Royal Baking Powder. It always gives the Greatest Satisfaction to customers and in the end yields the larger profit to the Grocer.

We've Had Duplicate Orders

from 95% of the grocers who placed trial orders for ∴ ∴ ∴

Snider's

Pork and Beans

With Tomato Sauce



1-lb., 2-lb. and 3-lb. tins.

T. A. SNIDER PRESERVE CO., Cincinnati, O.

Makers of Snider's Catsup, Oyster Cocktail Sauce, Salad Dressing, Chili Sauce and Tomato Soup

JOHN H. SPOHN CO., Agents

16-22 Front St., San Francisco, Cal

SUCCESSFUL TREACHERY.

(Continued from page 5, col. 2)

who has played into the hands of the enemies of the State Association from the start. Mr. Krueger, without any authorization from anybody, paid himself $15 for his expenses to Stockton, although he traveled on a pass and was drawing down a salary from the Association at the time. He then wrote each delegate asking: **"Do you wish to waive your claim to expenses as a delegate to the State Association?"** instead of asking: "Are you willing to wait for your money and allow the per capita tax to be paid first?"

Hearing of this, State Secretary Connolly asked that a meeting of the delegates be called in order that they should decide what to do with the $261.20. Instead of helping secure that meeting, Mr. Krueger tendered each delegate a check for $15 asking: "Do you want this check for $15 to pay your expenses as a delegate?"

Several delegates accepted the checks, although they returned them when they learned what actual conditions were.

On Monday evening Mr. Connolly called attention to the fact that four delegates had been paid their $15 and desired to keep the money. These were Fred Krueger, Jack Sullivan, J. P. McGuire and J. J. Hayes.

Seven of the remainder had signed a statement that they were willing to wait and two more had verbally assented to waiting. Rather than have any trouble with the men who did not care to treat the State Association fairly, Mr. Connolly said that he would not seek to question the right of Mr Krueger to pay them out of the $261.20, but he introduced a resolution that the balance of the fund—$201.20—be employed as a part payment on the Association's per capita tax to the State Association.

Power Behind Throne.

An energetic discussion ensued.

Piling insult on injury, Mr. Krueger and Mr. McGuire made false statements in regard to the attitude of John F. Schomer, J. W. Offermann and Henry Wolking. All these gentlemen were present and were able to refute the statements, which they did very vigorously.

Itching Palms.

Mr. McGuire denounced the directors of the State Association for "itching palms" because they wanted money that was theirs and had been raised for them by their friends and was long overdue. He had nothing to say about the itching palms of the men who wanted to retain this money, although they had done almost nothing towards raising it. He had nothing to say about the "itching palms" of the four delegates himself included who incontinently took their $15 from Mr. Krueger for their expenses as delegates from funds raised to carry out their own promises without which they could not have sat in the convention. He had nothing to say of the "itching palms" of his co-fighters in the cause of disruption viz: Messrs. J. Salomon, Jerry Hurley and Jack Sullivan, who, as part of the Committee on Pure Food Show, voted themselves and their fellow committee members $750 out of the proceeds of the pure food show, against a storm of protest, although they then had less than $100 left for the Association, on whose credit and funds the show was given.

T. H. Corcoran Shows the Record.

T. H. Corcoran had the minutes of the August meeting read and called attention to the fact that at that meeting it was decided to give a theatre party to raise funds to meet the Association's per capita tax to the State Association. There was nothing said in this resolution about paying the delegates from that fund.

Then there was active whispering from Mr. Hurley to Mr. Salomon.

Mr. Salomon then declared Mr. Connolly's motion out of order.

Mr. Hurley then moved that the organization withdraw from the State Association explaining that "moral" support was enough.

Toby Salomon said: "It looks as if the wet grocers, after having used the dry grocers to defeat high license, are now trying to do them up. I, for one, am in this organization because of its outside affiliations and will withdraw if this motion passes."

Geo. B. Doyle said. "I hope this motion will prevail, although I will vote against it. The bar grocers have fought everything that the dry grocers have asked for. We need a good organization made up of decent acting, fair-minded men, and if this motion is passed, we will surely have such an organization."

J. Wm. Offermann said: "I pledged my word at the Stockton convention, as did the other 13 delegates from San Francisco, that these dues would be paid and I never broke my word and never will. If this Association tries to go back on its obligations to the State Association it is no good!"

(The last was given with great emphasis.)

Wm. Kortjohn joined in the protest against the unfair action.

H. W. Burmeister of the Theatre Party Committee then demanded that Secretary Krueger return to him the money made by this committee, which Mr. Burmeister had placed in Mr. Krueger's hands to pay the one-half per capita which at the last meeting was ordered, but which Mr. Krueger had taken upon himself to pay out indiscriminately to his friends. This was also turned down by President Salomon, who, Czar-like, seemed to entertain no motions except those which came from Jerry Hurley and John McGuire.

It was noted that many of those present were Jerry Hurley's friends, who came up at the request of their old leader and voted on Hurley's motion, although it is doubtful if half of them knew what their action really meant. Most of these were members of the old "Grocers' Union," Mr. Hurley's old "pocket" organization, who only show up at elections or when "Jerry" wants their vote.

Such men as Geo. B. Doyle, John F. Schomer, Frank B. Connolly, Ernest Lackmann, Toby Salomon, H. W. Burmeister, Henry Wolking, Claus Wreden and others, who attend meetings regularly and give their influence toward the success of movements proposed by this organization, who helped make the money that is in the treasury at the present time were out-voted by this bunch of corner grocers who are led by Jerry Hurley, Dick Frische, George Bartels and John McGuire.

When put to a vote, the motion prevailed, Mr. Hurley's friends having been called out in great numbers.

MAINTAINING PRICES.

The efforts of the Seattle Retail Grocers' Association to have manufacturers fix and maintain selling prices are meeting with much success, the secretary receiving encouraging letters from manufacturers, jobbers and brokers in different parts of the country. Some of the eastern papers also favor the idea. This is a practical way of stopping cutting on staple groceries. A San Francisco firm's letter on this subject is given on another page.—Trade Register.

You want to please your customers.



Lily CREAM WILL DO
Its Pure That's Sure

At All Jobbers

Pacific Creamery Co.
San Francisco Office, 115 Davis St.
Phone, Bush 522.

Better Profits

Greater Economy in

Cereal Goods

A New Departure.

DEL MONTE MILLING CO. PEACOCK BRAND SAN FRANCISCO

ALL MEALS

Can Now be Secured in

2-lb. and 5-lb. Cartons

UNDER THE

PEACOCK BRAND

Thoroughly Sterilized — No Waste — No Bugs — Attractive Packages
Packed by Machinery — Not Touched by Human Hands.

Selling Price Absolutely Protected.

Sole Manufacturers:
DEL MONTE MILLING CO.
San Francisco and Los Angeles.

CRACKER-JACK

THE MORE YOU EAT
THE MORE YOU WANT
THE WORLD'S GREATEST
5¢ SELLER

100 Packages to Case $3.65
Case weighs 40 pounds gross.
Dodge, Sweeney & Co., AGENTS SAN FRANCISCO

WHOLESALERS MUST ORGANIZE.

(Continued from page 5, col. 4)

make the perpetuation of the Buying Exchange necessary.

A firm known as Scott & Co. contracts to supply firms with goods at prices less than any reliable wholesale grocer can make a practice to sell.

Scott & Co. received its supplies from a certain large wholesale grocery house whose name will not be printed at the present time as the writer hopes that conditions will be changed before long. It is needless to say, however, that Scott & Co. do not offer their goods to any customers of this particular wholesale house, but only to the customers of other wholesale houses who, in this way, are made dissatisfied with the houses with whom they have dealt in the past.

Another of these trade disturbers is a firm known as James, Force & Co. James, Force & Co. receives its supplies through another and different wholesale grocery house than that which keeps Scott & Co. going. James, Force & Co. recently sold Sapolio at a cut rate to the firm of Hamilton & Co. of San Diego, where prices are being maintained.

Neither Scott & Co. or James Force & Co. could continue in business were it not for the fact that they are nursed if not actually owned, wholly or in part, by the particular wholesale grocery houses from whom they get their supplies.

The fact that these trade pirates are cruising upon the preserves of the regular wholesale grocers makes it necessary for the conservative customers of the wholesale trade to unite in some way to protect themselves, since the jobbers do not protect them. This means "Buying Exchanges."

The worst part of the present condition is that, not satisfied with wallowing in the mire of loss and bad methods themselves, some of the wholesale grocers of San Francisco are doing their best to interfere with the methods of the wholesale grocers in other cities, as when James, Force & Co. sell Sapolio at cut rates in San Diego.

A wholesale grocery house, which is the chief support of the "Grocer and Country Merchant" the enemy of the association movement, was cut off recently from supplies of Sapolio because they refused to maintain the contract which forbid them selling the Broadway Department Store of Los Angeles and selling at a cut price. As the other local jobbers refused to supply them, since to do so would be a violation of their contract, this wholesale grocery house sought to get an out of town jobber to violate his agreement and supply them with goods.

This attempt on the part of a wholesale grocer to defeat the plans of a firm that is seeking to insure the wholesale trade a profit, seems insanely preposterous. The fact that the retail grocers suffer from their actions. makes the Advocate eager to see an awakening of better conditions and we hope some day to see a strong organization among wholesale grocers which shall have for its purposes the following:

First—To establish a fair price at which staple goods shall be sold to retailers.

Second—To make it practically impossible for firms like Scott & Co. and James, Force & Co. to secure goods.

Third—To make it impossible for radical cutters among the retail grocers and other trade disturbers to continue with their undesirable trade methods.

With these objects in view an organization among the wholesale grocers would be able to adjust many difficulties and would receive the heartiest suport both from the Grocers' Advocate and the retail grocers of the entire Pacific Coast.

CIGAR FAKIRS ACTIVE.

Many Retailers Induced to Purchase Goods Under False Pretenses.

A concern known as the Plantation Cigar Co. of 214 Pine street has been causing all sorts of trouble among local dealers by its peculiar methods, which savor very strongly of fraud. The Advocate of October 27th had a long article explaining the methods employed by this firm in Los Angeles. The firm is using exactly the same methods in San Francisco and retailers should beware or they will be badly bitten.

The Plantation Cigar Co. went up against the wrong party in J. C. Henderson, a grocer at 810 Valencia street He not only refused point blank to be bluffed into signing a lot of notes, but has placed the matter in the hands of his attorney and will fight the case to the end.

The Plantation Cigar Co. levied an attachment on Mr. Henderson s store for the amount of their bill. This attachment Mr. Henderson immediately had released by a deposit with the sheriff of a cash security.

According to Mr. Henderson, the representatives of the Plantation Cigar Co. called upon him and in a very plausible way explained how they would build up a very large cigar trade for him. He was expected to take into stock 5700 cigars, for which he would not be expected to pay anything down, although, ultimately, they were to cost him $295, the money to be made in three equal payments of four, six and eight months.

The company agreed to sell the goods. They promised to send drafts upon him to 200 people in the neighborhood. Each draft would be good for a 10-cent cigar which the company would supply gratis. They would either send these drafts to a list of names supplies by Mr. Henderson or would send out to people whose names they would find themselves. They would also give him what they described as a large "Old Mission Clock" which would serve as an attractive decoration for his store and also advertise the goods, since every purchaser of 10 cents worth of cigars would receive a chance on the clock.

The salesman guaranteed the sale of all the goods placed in Mr. Henderson's store. He read the first part of the guarantee in which the Plantation Cigar Co. guaranteed that the grocer's profits on the sales of goods purchased from their company would average 40 per cent and that the company would either buy all the goods remaining unsold at the end of the year, paying the invoice price for the same or would make up the sum necessary to bring the profits to the guaranteed amount.

In order to induce Mr. Henderson to put the goods in stock the salesman said he need not wait until the end of the year, but at the end of four months if he did not consider the arrangement a paying one the company would take the goods out of stock and he would not have to pay a cent.

Mr. Henderson then was presented with an order which he was asked to sign. This order, he was told, merely enumerated the number and kind of goods which were to be sent to him. A casual glance seemed to show that this was so and he signed it. The order was immediately placed in his pocket by the salesman, who spent another twenty minutes in painting gaudy word pictures of the splendid returns Mr. Henderson would receive from his investment. He failed to speak of a clause in small type which provides that if the dealer failed to sign certain "acceptances" (which are really notes) inside of ten days after receiving the goods, that the bill became due in thirty days.

This was on September 26th. On October 7th the cigars, clock and show case arrived, together with another representative of the Plantation Cigar Co. a Mr. Lipman, who presented Mr. Henderson with three notes to sign. Mr. Henderson refused to sign these notes and Mr. Lipman became very noisy in his threats and denunciations. Mr. Lipman threatened to spend $10.000 in order to force Mr. Henderson to sign the notes and on Friday. October 17th, they put an attachment on Mr. Henderson's store for the amount of the bill. This attachment was released immediately as noted above.

Mr. Henderson has begun investigations of the operations of the Plantation Cigar Co and has found almost a dozen firms who have been victimized in the same way he has. In almost every instance, however, the merchants agreed to the settlement of some sort rather than have the annoyance and expense of a law suit.

Three grocers who were induced by representatives to accept the goods of the Plantation Cigar Co. sett'ed for one-half the original amount, taking half the cigars rather than go to court

Two druggists who were induced to take the goods, settled in a similar way. One druggist settled by paying $85 to the Plantation Cigar Co., $35 for 1,000 cigars and $50 being for "their trouble." This $50 payment was made in order to save himself from the trouble of the threatened law suit.

The representatives of the Plantation Cigar Co. apparently approached merchants of all classes. One of their victims was a Mr. Schuler, who keeps a Creamery at 1154 Buchanan street. Although this gentleman deals almost entirely in butter, eggs and buttermilk he was so thoroughly convinced that the Plantation Cigar Co. would be able to attract hundreds of people to his store who were not coming to it at the present time, that he signed a contract to take $295 worth of cigars and, when threatened with suit, discounted the bill for cash in order to save himself annoyance.

The moral of this story is that a retail merchant should not sign any paper presented to him, **especially by a man with whom he is not well acquainted,** unless he has read and weighed carefully every section of the paper.

ASSOCIATED RETAIL GROCERS.

(Continued from page 5, col. 3)

of the flour card, since the funds will be sufficient to warrant Secretary Connolly devoting practically his entire time to the work of holding the various retail grocers together. In this way concerted action can be depended upon which otherwise would not be certain.

Retail grocers who may desire to unite with the Associated Retail Grocers of San Francisco, should address Frank B. Connolly, 456 Montgomery street.

CHANGE IN PRICES.

The Price Cereal Food Company has issued a new schedule of prices on Dr. Price's Wheat Flake Celery Food, which is now effective to the grocery trade of California as follows: Single case (three dozen) $3.60; five case lots $3.50 per case.

ALPINE

Unquestionably the Best

CREAM

Made by the Improved Process and under the Personal Supervision of

J. B. MEYENBERG,

The Inventor and Original Manufacturer of Evaporated Cream, with his twenty years experience.

HE KNOWS HOW.

ALPINE EVAPORATED CREAM CO.,

95 Market St., Rooms 212-213. San Francisco, Cal.

Factory, Hollister, Cal.

FOR SALE BY ALL JOBBERS

CALIFORNIA'S CHOICEST FOOD PRODUCTS



Griffin Extras

PURE AND WHOLESOME

Preserves and Marmalades



The goods that net the best returns are those that increase your sales. "GRIFFIN EXTRAS" will do this for you, and besides, yield a good profit on individual sales.

Send us a trial order for

"Griffin Extras" Preserves

Made of pure fruit and sugar. Prepared from home recipes. In 16-ounce patent cap glass jars. Packed two dozen in case. Put up by the California Fruit Canners' Association.

We are now taking orders for Preserves, etc. Write immediately for prices and terms.

JOHN H. SPOHN COMPANY

AGENTS

16, 18, 20, 22 FRONT STREET SAN FRANCISCO, CAL.

OUR PET BRAND

Is the Standard

by which the quality of

Evaporated Cream

is measured.

There are many brands on the market claimed to be "just as good," but examination will prove them to be poor imitations, because of much lighter consistence, percentage of butterfat and defective quality. Compared with "Our Pet" brand, they are dear at any price.

YOU WILL PROFIT

by handling the standard brand.



Helvetia Milk Condensing Co.,

HIGHLAND, ILL.

San Francisco Office, 3 California St.

INDEX

Each of these departments in this Price List is checked up and corrected every week by two or more reliable authorities on values. More than thirty wholesale houses co-operate with us to secure for our List the greatest accuracy possible.

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COLUMN 1.
Department 1.

COFFEE, CHICORY, ETC.

Green Coffee.

Mocha, Genuine Arabian	23	25
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No. 3		16
Kona (Hawaiian)	16	18
Mexican	12	18
Java, common	15	18
Java, brown plantation	20	25
Caracol, prime washed	13	16
Caracol, ordinary	13	14
Guatemala	11	17
Costa Rica	12½	16
Salvador	10¾	12

Roast Coffee.

Salvador	13	20
Costa Rica	16	20
Java	24	31
Mocha Aden	27	31
Prime W shd. C. A. Blends	19	24
Good C. A. Blends	18	20
Ordinary Blends	12	13

Private Brands.

Royal Java Roast	13
Lion, 100-lb	14.27
Arbuckle's, 100-lb	15 87
Arab, 1-lb tin	.18
Hill's Bros Arabian Roast	.27
"M.J.B.," 60 1's in case	.28
"M.J.B.," 30 2 s in case	.27
"M.J.B.," 24 3 s in case	.25

Schilling's Best Coffee.

	Tins: 30-lb price 60-lb case ¼ off			
	1-lb cartons	1lb tins	2lb tins	3lb tins
5-star	38¼	39¼	38¼	38
4-star	29¼	32¼	31¼	31
3-star	25¾	28¾	27¾	27½
3-star Laquered (3-lb. tin s only)				27½
2-star	22¼	25¼	24¼	24
1-star	18¾	21¾	20¾	20½

Cartons only in 25, 50 or 100 lb cases ca be assorted as required.

The Porto Rico Co.

Ponce de Leon, assted cans only, 1-lb 30, 2-lb 29, 3-lb 28½

Cream of Moca, 1-lb. cartons 25

La Gloria de Porto Rico in bulk ... 26

Ground Coffee.

Hill's Bros. Arabian Roast	.27
Cafe des Geurmands	.30
Mexomoka	.35

Chicory.

California	6
Belgian	7
German, Genuine	8

Coffee Extracts.

Bulk, per lb	.07
Vienna, ¼'s, 10-lb bx	.25
Vienna, 1's, 10-lb. bx	.25
Ackermann's, ½-gross bxs., gross	4 00

COLUMN 2.
Department 2.

TEAS.

Japan.

(Panfired, Sundried or Basket-fired.)

Extra Fancy	56	74
Fancy	41	55
Extra Choicest	39	43
Choicest	34	38
Fine	24	33
Fair	23	24

Green China.

(Gunpowder, Imperial or Young Hyson)

Extra Fancy	55	76
Fancy	32	46
Choicest	35	37
Extra Choice	32	34
Fine	25	31
Fair	20	25

English Breakfast.

Extra Fancy	47	80
Fancy	51	66
Choicest	35	50
Choice	24	30
Fine	20	22
Fair	15	20

Oolong.

Extra Fancy	53	$1.50
Fancy	50	57
Extra Choice	36	43
Choicest	33	35
Fine	27	32
Fair	22	26

Ceylon and India

Broken Orange Pekoe	36	65
Broken Pekoe	33	56
Orange Pekoe	31	53
Pekoe	27	46
Pekoe Souchong	24	39

Schilling's Best Teas.

(Packed only in 16, 12, 8 and 6-oz Cartons. Never in bulk.)

Japan, per lb	$0.45
do, 1 crown	.90
do, 2 crown	1.80
English Breakfast	.45
do, 1 crown	.90
do, 2 crown	1.80
Ceylon	.45
do, 1 crown	.90
do, 2 crown	1.80
Oolong	52½
do, 1 crown	1.05
do, 2 crown	2.10

TREE TEA

(Pride of Japan, etc.)

Packed in 1 lb. and ½ lb. cartons

Japan	37½
E. B. Congou	37½
Oolong	50
Gunpowder	45
Ceylon	40

COLUMN 3.
Department 3.

SUGAR AND SYRUPS.

The Western Sugar Refining Company quotes net cash prices as follows. Barrels are an advance of 10c, half barrels, 25c, boxes, 50c, 50-lb. bags, 10c.

Dry Granulated, 100-lb. sk	5 05
Fruit Granulated	5 05
Confectioners' A	5 05
Cube	5 20
Crushed	5 30
Fine Crushed	5 30
Candy Granulated	5 15
Magnolia A	4 65
Extra C	4 55
Golden C	4 45
Beet D. G.	5 00
"D" Sugar	4 25
H. & E. Crystal Dominos	8 05
Bar Sugar, bbls.	6 06

¼ cent off for prompt cash.

Do.	14-bbls	6 80
Do.	40-lb. tins	8 60
Do.	30-lb tins	8 60
Do.	30 lb. boxes	7 45

SYRUPS.

Saratoga Drips (Long's)	gal.	Gal.
50-gal. bbls.		$ 50
30 gal. bbbls.		52
17 gal. bbls.		55
5 gal. jackets		2 26
4½ gal jackets		2 61
2 gal kits		1 23
1½ gal. kits		91
1 gal tins		70

Pac. Coast Syrup Co.

Tea Garden Drips—	Case
12, 1 gal. tins	$8.40
20, ½ gal. tins	7.70
24, ¼ gal. tins	5.34

Orange Blossom Drips.

6 1 gal.	tins	per case	$2 40
12 ½ gal.	"	"	2 60
24 quart	"	"	2 60
36 2-lb.	"	"	2 85
50-gal. bbls			33
28-gal. ½-bbls.			35

Molasses.

New Orleans.

Genuine Light, about 50 gals. bbls.	50
Genuine Light, 30 gal. ½ bbls.	52
Genuine Light, 15 gal. ¼ bbl	55
Genuine Light, 5 gal. kegs, gal	57

	Doz.
Pelican, 12 1 gal tins	9 60
Pelican, 20, ½ gal. tins	8.90
Pelican, 24, ¼ gal. tins	6.10

COLUMN 4.

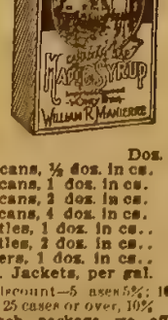
Maple Syrup.

Woodlawn (Long's)	case. Case.
Gal cans, 10 to cs	$11 00
Gal. cans, 6 to cs	6 60
½ gal cans, 12 to cs	7 14
¼ gal cans, 24 to cs	8 10
10 gal. jackets, each	10 15
5 gal. jackets, each	5 11
4½ gal. jackets, each	4 63
Qts., glass, 12 in cs	4 60
Pts., glass, 24 in cs	4 90

Pac. Coast Syrup Co.

Toboggan—	Doz.
½ gal. tins, 2 doz. to cs	2.25
¼ gal. tins, 2 doz. to cs	4.05
½ gal. tins, 20 to cs	7.20
1 gal. tins, 12 to cs	13.20

"OLD MANSE" —Absolutely Pure— CANADIAN SAP MAPLE SYRUP.



	Doz. Price.
1 gal. cans, ½ doz. in cs.	$14.00
½ gal. cans, 1 doz. in cs.	7 60
¼ gal. cans, 2 doz. in cs.	4.25
⅛ gal. cans, 4 doz. in cs.	2.50
Qt. bottles, 1 doz. in cs.	4 50
Pt. bottles, 2 doz. in cs.	2.75
Decanters, 1 doz. in cs.	5.50
4½ gal. Jackets, per gal.	1.00

Retail Discount—5 asen 5%; 10 cases 7½ & ⅝; 25 cases or over, 10%

On each package we offer to forfeit $1,000.00 if found short in measurement or containing any impurities

Maple Sugar.

Vermont, gen. pure, abt. 30 1-lb bricks, per lb	.17
Vermont, gen. pure, abt. 30 2-lb bricks, per lb	.15½
Log Cabin, in 1, ½ and ¼-lb bricks, assorted in 25-lb pails per lb	.15
Scudder's, in 1, ½ and ¼-lb. bricks, asstd., per lb	.14

COLUMN 5.
Department 4.

DRIED FRUITS, NUTS AND HONEY.

(Add ¼c for 50-lb boxes and ½c for 25-lb. boxes.)

Apples.

Sundried, sacks	7
Evap, fancy 50-lb bxs	10
Evap, ex. choice, 50-lb bx.	9
Evap, choice 50-lb bx	8½

Apricots.

	1905 Crop
Choice Sacks	10
Fancy Sacks	12
Fancy, 25-lb boxes	12½

Blackberries.

In boxes, per lb	18

Cherries.

Pitted, in boxes, per lb	30
Unpitted, in boxes, per lb	8

Currants.

In bbls (tubs 6¾)	6¾
In mats, 50-lb	7¼
Recleaned, in bbls.	7¼
Recleaned 25-lb boxes	7¾
Recleaned, 50-lb boxes	7¾
Recleaned, 1-lb carts	8½
Recleaned, 12-oz. carts	6¾

Dates.

Fard, 14-lb, per lb (70-lb 7)	8
Persian, 65-lb case	5½

Figs (California).

Black, sacks	5
Black, 25-lb boxes, per bx.	1.20
White, bags	4½ 5
White, 10-lb bx, per bx	60
White, 10 1-lb bcks, pr bx.	65 75

Figs (Imp. Smyrna.)

Fancy, 10-lb bx, per lb	18
Choice, 5-lb bx, per lb	16

Nectarines.

White	8½
Red	8

Peaches.

Choice, in sacks	10
Ex. choice, in sacks	12
Fancy, in sacks	12½

Pears.

Choice, ¼'s, in sacks	12
Ex. choice, ⅓'s, in sacks	12
Fancy, ½'s, in sacks	14

Plums.

Unpitted	8
Pitted, bleached	9
Pitted, black	8

COLUMN 6.

Prunes.

	Sks.
30s-40s	8
40s-50s	7½
50s-60s	5½
60s-70s	4¾
70s-80s	4¼
80s-90s	3¾
90s-100s	3½

Raisins.

	Box	½'s	¼'s	50 lb
6 Cr. Layers	$ 3.25	—	—	3 10
5 Cr. Layers	2.75	—	—	2.60
4 Cr. Layers	2.25	—	—	2.10
3 Cr. Layers	1.75	—	—	1.60
2 Cr. Layers	1.15	—	—	1.50
4 Cr. Loose	—	—	—	07
3 Cr. Loose	—	—	—	06½
2 Cr. Loose	—	—	—	06

Thompson Seedless, blchd. 50-lb boxes 11

Sultana Seedless, blchd. 48 1's, per lb. 8

Seedless Muscatels. 50-lb cases 5½

Seeded, 1-lb cart. 8½

Seeded, 12-oz. cart. 7½

NUTS.

Almonds, fancy, I. X. L.	14
Almonds, choice, soft shell, Drake	14½
Almonds, shelled, No. 1.	12
Almonds, shelled, No. 2.	$2-35
Almonds, shelled, Jordan, Imp	27-30
Almonds, Jordan, Dom.	.58
Brazils, 210-lb sks, new	.37½
Chestnuts, Cal. Italian.	.40
Cocoanuts, $3 100	.09
Filberts, 175-lb sk.	4.50 5.50
Peanuts, Japanese, hand picked	.11 .12
Peanuts, roasted	.05½ .07
Pecan, polished	.08 .09
Pine	.14
Walnuts, hard shell	
Walnuts, sft shll, No. 2	10½
Walnuts, sft shll, No. 1.	.13
	.16

COLUMN 7.

HONEY.

Water White, 2 5's, lb.	.07
Light Amber, 2 5's, lb.	.06
Lt. Amber, 10 1 gal tins, gal	.75
Lt. Amber, 20 ½ gal tins, gal	1.00
Lt. Amber 2-lb tins, doz.	2.60
Lt. Amber, 16-oz. bots, doz.	1.35
Comb, 1-lb glass jars, doz.	1.75
Comb, 2-lb glass jars, doz.	2.90

Pine Apples.

	Per Doz.
2 lb., fancy sliced, E. & C., 2 doz. in case	2 50
2 lb. grated, 2 doz in case.	2 25
2 lb. shredded, 2 doz. in case Hawaiian	1 65

Johnson's—Columbia.

2 lb. sliced, 2 doz. in case.	2 30
2 lb. grated, 2 doz. in case.	2 30
1 lb. sliced, 4 doz. in case.	1 15
1 lb. grated, 4 doz. in case.	1 15
gal., careless, 4¼ lb. to tin, ½ doz. in case, per lb.	16
gal., grated, 7 lb. to tins, ½ doz. in case, per lb.	16
2 lb., sliced, Baltimore, 2 doz. case	2 25
2 lbs., grated, Baltimore, 2 doz case	2 25
1 lb., cocktail, Baltimore ovals, 4 doz. case	1 25
2 lb., sliced, Singapore, 4 doz case	1 75
3 lb., sliced, Singapore, 2 doz. case	2 40

Royal Hawaiian,

2-lb grated, 2 doz. case	1 80
2-lb sliced, flats, 2 doz. case	2 00
Tall, 2-lb sliced, 2 doz. case	2 00
HB Sliced, 2 doz 2s.	2 50
HB Whole, 2 doz. 3s.	2.50
HB Grated, 2 doz 2s.	2 25
HB Sliced, 4 doz 1s	1.15
HB Grated, 4 doz. 1s	1.15

COLUMN 8.

Department 5.

JELLIES, JAMS, ETC.

Griffin Extra Preserves.

Raspberry, strawberry, blackberry currant, loganberry, per doz.	$2.00
Cherry, per doz.	$2.00

Less 10 per cent in 5-case lots.

Apricot, Damson, Fig, Gooseberry, Gage, Peach, Plum, Quince, per doz.	2.00
Orange Marmalade	2.00

Less 10 per cent 5 case lots.

Long's Preserves.

Strawberries, Raspberries, Blackberries, Loganberries, Cherries, Pineapples, Pears, Figs, in 20-oz. glass jars, 2 doz. in cs., per doz. $3 50

Apricot, Plum, Quince, Orange, Peach, in 20-oz. glass jars, 2 doz. in cs., per doz.	3 20
Asstd, 2 doz. in cs., per doz.	3 30

JAMS.

Curtice Bros. Co., Rochester, N. Y.

In 16 oz. Glass Jars.

Strawberry, raspberry, raspberry and currant, red cherry, white cherry, apricot, black currant, red currant, quince (sliced), peach (sliced), pear (sliced), blackberry, gooseberry, grape, green gage, egg plum, damson, pineapple marmalade, tomato marmalade, orange marmalade, per dozen, $1.95.

All above packed in cases of 2 dozen each.

COLUMN 9.

Long's Peerless Jams.

Strawberry, Raspberry, Blackberry, etc., in 16-oz. glass jars, 2 doz. in cs., per doz.	2 00

Long's Pure Currant Jelly.

Tumblers, 2 doz. in cs., doz.	2 00
30-lb. kits, per kit	3 00
15-lb. kits, per kit.	1 75

Marmalades.

Orange (Dundee) 48-1's, doz.	2 75

COLUMN 10.

Apple Butter.

Cuttings, 5-lb. tins, per d z.	$12.50
Heinz, 2's, 2 doz. in cs, doz.	$2 25
Heinz, 3-lb stone crocks, doz.	4 25
Heinz, 4½-lb stone crocks, dz	6 50
Heinz, 18-lb. stone crocks, lb.	11

Peach Butter.

Cutting's, 5-lb. tins, d z.	2 50
Heinz 4½-lb stone crocks, doz	9 00
Heinz, 18-lb. stone crocks, lb	14

Marashcino Cherries.

Long's, qts, 12 to cs, per cs.	6 50
Long's, pts., 24 to cs., per cs.	7 50

FRUIT	JELLIES: 2 lb. Extra	2 lb. Stand	1 lb. Extra	Tumblers	Ex. Lunch 1 lb glass	JAMS: 2 lb. Extra	2 lb. Stand	1 lb. Extra	Tumblers	Ex. Lunch 16 oz G/s Preserves
Apple	1 55	1 35	1 00	85	1 75					
Apricot	1 55	1 35	1 00	85		1 60	1 35	.90	90	1 80
Assorted	1 55	1 35	1 00	85	1 75	1 60	1 35	95	90	1 80
Assorted No. 2					1 75				95	1 80
Blackberry	1 55	1 35	1 00	85	1 75	1 85	1 60	95	90	1 80
Cherry										1 80
Crabapple	1 55	1 35	1 00	85	1 75					
Currant	1 75	1 50	10	85	1 90	1 85	1 60	95	90	1 80
Damson					1 75					1 80
Fig						1 60				1 80
Gooseberry	1 55	1 35	1 00	85	1 75			95	90	1 80
Grape (Catawba)					1 75					
Green Gage										1 80
Lemon	1 55	1 35	1 00	85						1 80
Loganberry					1 75					1 80
Orange Marmalade		1 35	1 00	85		1 60		90	90	1 75
Peach	1 55	1 35	1 00	85		1 60	1 35	90	90	1 80
Plum	1 55	1 35	1 00	85	1 75	1 60	1 35	90	90	1 80
Quince	1 55	1 35	1 00	85	1 75	1 60	1 35	90	90	1 80
Raspberry	1 55	1 35	1 00	85	1 75	1 85	1 60	95	95	1 80
Strawberry	1 55	1 35	1 00	85	1 75	1 85	1 60	95	95	1 80

Department 6.

CANNED FRUITS AND CANNED VEGETABLES.

KIND	8 lb. Extras	2½ lb. Extras	2½ lb. Extra Standards	2½ lb. Standards	2½ Second	2½ Water	2½ Pie	Gallons Extras 3 lb. Grade	Gallons Extras 2½ lb. Grade	Gallons Extra Standard	Gallon Standard	Gallon Water	Gallon Pie
Apples										4 00	3 50		2 65
Apricots	2 25	1 65	1 40	1 30	1 15	1 05	1 05	5 75	5 00	4 50		2 75	2 40
" peeled	2 50		1 35	1 25	1 10	1 00	1 00						
" sliced													
Assorted													
Blackberries													
Cherries (Royal Anne)										4 25	4 00	3 75	3 40
Cherries (White)													
Cherries (Black)	2 00	1 35	1 20	1 10	95	90	90						
Grapes (White Muscat)		1 60		1 25	1 10					5 25	4 60		3 65
Nectarines	2 65									3 50	3 10	2 50	3 65
Peaches (Yellow)	2 75							6 50	5 25	4 60	4 25		2 25
Peaches (Lemon Cling)	2 75				1 40			7 75	7 00		5 00		
Peaches (Lemon Cling Sliced)								7 75	7 00				
Peaches (White Heath)	2 65			1 55						5 75	5 00		
Peaches (White Heath Sliced)										5 25	4 75		
Pears (Bartlett)	2 75	2 25	2 00	1 90	1 35		1 00						
Plums (Green Gage)	2 10	1 45	1 20	1 10	95	90	1 05 pld	7 00	6 25	5 25	4 75	3 75	2 30 pld
Plums (Egg)	2 10	1 45	1 20	1 10	95	90	90	5 00	4 25	3 50	3 25	2 55	2 15 unpl
Plums (Gold Drop)	2 10	1 45	1 20	1 10	95	90	90	5 00	4 25	3 50	3 25	2 55	2 30
Plums (Damson)	2 15	1 50	1 25	1 15	1 05	95	95	5 00	4 25	3 50	3 25	2 55	2 30
Raspberries		2 00	2 35	2 10	1 95								2 30
Strawberries		2 10	1 85	1 70	1 45								

Department 7.

PROVISIONS.

Hams.

Eastern Standard, 17/19	.12¾
Eastern Standard, 15/16	.12¾
Eastern Standard, 12/14	.13
Eastern Standard, 10/12	.13
Eastern Fancy	10-12 .13½
Local cure, all averages	12 .12½
Picnic Hams	.9½

Boiled Hams.

Skin on	.17½
Skin off	.19½

Breakfast Bacon.

Eastern Standard, 6/8	.10¾
Eastern Standard, 8/10.	.16
Eastern Standard, 10/12	.15
Eastern Fancy	.18½
Local cure	.16

English Cured Bacon.

Eastern cure, 8-10	.16
Eastern cure, 10/12	.15

Dry Salt Bacon.

Clear medium Bacon	.12½
Clear light medium	.12
Clear Lt. med. select	.12½
Light Belly	.14
Extra light Belly	.14½
Bacon Backs	.12½
Bacon Bellies	.13½

Dry Salt Meats.

Sides	.10¾
Bellies	.12½
Backs	.10¾
Fat Backs	.10¼

Barreled Pork.

	Bbls.	½-bbls.
Spare Ribs	$	
Family Pork	14.50	7 50
Clear Pork	19.00	9.75
Pig Pork	22.50	11.50

Barreled Beef.

Mess Beef	11.50	6.00
Extra Mess Beef	11.50	6.00
Family Beef	11.50	6.00
Extra Family Beef	12.00	6 25
Beef Tongues	25.00	13.00

Pigs Feet.

Tierces, about 300 lb.	$18.00
Barrels, about 200 lbs.	13.50
½ barrels, about 80 lbs.	5.00
Kegs, about 25 lbs.	2.10
Kits, about 15 lbs.	1.25

Honey Comb Tripe.

Tierces, about 300 lbs.	$17.00
Barrels, about 200 lbs	13.00
½ barrel, about 80 lbs.	5.00
Kegs, about 25 lbs.	2.10
Kits, about 15 lbs.	1.25

Sausages.

	Per lb.
Braunschweiger	17
Italian Salami	23
D'Arles	22
Mortadella	22
Bologna	24
Frankfurters	8½
Garlic Sausage	8½
Liver Sausage	9
Pork Sausage	8½
Head Cheese	8½
Tongue Sausage	8½
	8½

Pure Leaf Lard.

Tierces, about 350 lbs net	9½
½-bbls about 100 lbs net	9¾
80-lb Wood Tubs, 80-lbs. net	9¾
60-lb. Wood Tubs, 60 lbs. net	9¾
20-lb. Wood Pails, 20-lbs. net	10¼
50-lb. Cans, 1 to a case	9¾
20-lb. Cans, 4 to a case	9¾
10-lb Cans, 6 to a case	10¼
5-lb. Cans, 12 to a case	10¼
3-lb. Cans, 20 to a case	10½

Compound Lard.

Tierces, about 350 lbs. net	6
½-bbls., about 10 lbs. net	6¼
80-lb. Wood Tubs, 80 lbs. net	6½
60-lb. Wood Tubs, 60 lbs. net	6⅝
20-lb. Wood Tubs, 20 lbs. net	6⅝
50-lb. cans, 1 to a case	6⅝
50-lb. cans, 2 to a case	6¼
20-lb. cans, 4 to a case	6¼
10-lb. cans, 6 to a case	6⅜
5-lb. cans, 12 to a case	6⅜
3-lb. cans, 20 to a case	7

ANCHOR PACKING CO.

140 Eighth St., S. F., Cal.
PORK PACKERS AND PROVISION DEALERS.

Boilers of Kingan and Anchor Hams.

SAUSAGES, COOKED MEATS, TONGUE

Hams, Kingan, boneless boiled	20c
" Anchor, "	19c
Bacon (special)	19c
Lard, 55	10c
" 20	9¾c
" 10	10c
" 5	10c
" 3	10¼c
Tongues	10⅜c

Please note that our hams are all hand tied.

CANNED VEGETABLES.

Asparagus "Griffin Extras" Mammoth	$
Large White	
Medium White	
White Tips	
Artichokes, 2½'s, "Griffin	3 00
Beans, Stringless Extras"	1 20
Beans, Blue Lake	1 30
" " " gal	4 50
Beans, String, 2-lb	80
Beans, String, gal	3.50
Beans, Lima, Soaked	1 00
Beans, French, Kidney 2-lb	1.15
Beans, French Red Kidneys, 2-lb. "Joan of Arc" Brand, p.dz. 1 case free with 10.	1.15
Fancy Eastern	1.85
Corn, Smith's Hulled, 2 doz. in case, per doz.	1.20
Hominy, Great Western, 3 lb	1.20
Corn, 2-lb, Western	.95
Corn, 2-lb, Maine	1.35
Dunbar's Okra, 2½-lb	1.70
Petit Pois, Griffin extra	1.50
Peas, Griffin extra sifted	1.25
Peas, Standard sifted	1.10
Peas, Standard Marrowfat	.85
Pumpkin, 3-lb.	1 37½
Spinach, 2½	1 75
Succotash, fancy, tins	1.40

Tomatoes.

	doz.
2's, Griffin's Ex. Solid Pack	$1.15
2's, Griffin's Ex., with peppers	1.20
2½'s, Cutting's Solid Pack	.95
2½'s, Cutting's Solid Pack, with peppers	1.05
2½'s Cutting's Standard	.85
Gallon, Standard	2 50
Gallon, Solid Pack	2 75
Gallon, Puree	2.50

P. F. Rathjens PORK PACKER

1311-1315 Pacific Street.

Sausages.

Garlick Frankfurter	10
Bologna	10
Blood and Liver	9
Tongue and Headcheese	—
Choice California Ham	12
Extra Light Bacon	15½
Medium Light Bacon	12½

Boiled Hams.

Kingan	20
Eastern	19
California	17

Mettwurst.

Extra Home Made	20, 22½, 25

LARD.

50 lb tins	9
20 lb. tins	9½
10 lb. tins	10
5 lb. tins	10
3 lb. tins	10
1 lb. cups	11

Scientifically Cooked
Flavor Unexcelled



H. M. WOLTER & CO.

Dealers in

..Boneless Boiled Ham..

Leading Grocers and Delicatessens Pronounce Them the Best.

103 12th St. Tel. Mint 1763

KINGAN'S 22
H. M. WOLTER & CO LEADER 21

HEINEMAN & STERN

916 Larkin Street

Garlic Sausage,	Lbs.	
Ring	"	
Bologna	"	
Frankfurter	"	
Rolla a	"	
Smoked Beef	"	
Pickled Meat	"	
Headcheese	"	
Tongues	"	
Dried Beef	Doz.	
Smoked Mutton,	Lbs.	

Prices quoted on application by telephone or letter

COLUMN 12.

Department 8
CANNED MEATS

ALL PRICES ARE PER DOZEN	No. ¼ Tins 4 Doz. in Case	No. ½ 2 Doz. Tins in Case	No. 1 Tins 2 Doz. in Case	No. 2 Tins, 1 or 2 D z in Case	No. 6 Tins 1 Doz. in Case	No. 14 Tins ½ Doz. in Case	No. 1 Tins 1 Doz. in Case
Corned Beef			1 80	2 50	$ 25	18 25	
Roast Beef			1 30	2 00	$ 25		
Roast Ribs of Beef, Boneless			1 40	2 10			
Roast Mutton				2 70			
Brisket Beef				2 30			
Boiled Beef			1 35	2 40			
Chipped Beef			1 40		8 25		
Sliced Beef, in tins		1 20	2 10		15 50		
Sliced Beef, in glass		1 40	2 50				
Brawn		1 45	4 75				
Compressed Ham			1 40	2 45	8 25		2 75
Lunch Tongue			1 50	2 75			
Lambs Tongue		1 90	3 25	6 50			
Sliced Ham		1 70	2 95				
Sliced Bacon			3 70	6 40			
Sliced Bacon in Glass							2 80
Deviled Ham			1 40				
Potted Ham	40	80					
Potted Ox Tongue	40	80					
Potted Chicken	40	80					
Potted Turkey	90	1 60					
Deviled Chicken	90	1 60					
Deviled Turkey	90	1 60					
Boneless Chicken		1 60					
Boneless Turkey		3 40	5 55				
Veal Loaf		3 40	5 55				
Ham Loaf		1 10	2 10				
Beef Loaf		1 10	2 10				
Chicken Loaf		1 10	2 10				
Chicken Pate and Ham		1 10	2 75				
Chili Con-Carne		1 10					
Beefsteak and Onions			1 40				
Hamburger Steak with Onions			1 60				
Frankfurter Bratwurst		1 95	2 00				
Sweetbreads			2 00				
Vienna Sausage			2 40				
Oxford Sausage		90	1 65				
Bologna Sausage			2 45				
Vienna Sausage and Kraut			2 25				
Corned Beef Hash			1 20				
Lunch Sausage		1 10	1 50				
Ox Tongue, whole		90		No 1½	No 2	No 2½	No. 3
Minced Collops				6 50	7 50	9 50	12 00
Tripe				2 45			
Pork Sausage				1 75			
Stewed Kidneys		1 05		2 50			
Pork and Beans, plain			90	1 40			1 85
Pork and Beans, with tom. sc'e			95	1 45			1 90

Department 9.

FISH AND CHEESE.

Russian Caviar.

	Per doz
1-lb cans, 2 doz in case	$11 25
½-lb cans, 2 doz in case	6 25
¼-lb cans, 5 doz in case	3 00
⅛-lb cans, 6 doz in case	1 80
White Label Brand	3.50

CHEESE.

Foreign and Domestic.

	old	new
New York State Factory		17
Cheddars, June make		
Twins, " "		17½
October make Cheddars		18
October make Twins		18½
Calif. State factory flats	13½	15½
Calif. State factory Young Americans	16	17
Limburger, Eastern, ℔ lb		15
Swiss, imported, ℔ lb		26
Roquefort, ℔ lb		38
Gouda, ℔ lb		27
Pineapples, Eastern, 6 in cs, ℔ case		$3 35
Pineapple, Eastern, 6 in cs, small		2.35
Holland or Edam, medium, plain, per doz		$ 8.00 8.50
Holland or Edam, medium, in bladders, per doz		9.00 9.50
Holland or Edam, large, plain, per doz		9.50 10.00
Holland or Edam, large, in bladders, per doz		10 00 10.50

Fancy.

Camembert Brie, Roquefort, and Gorgonzola, jars..... none
Parmesan C & B, sml bot, doz. 3.00
Parmesan C & B, lge bot, doz. 5.00

Bayle's.

Smal ½-lb. 1-lb. 2½-lb 5 lb

Deviled Cheese	$1.00	$2.25	$4.00	$ 500 $9.00
After Dinner Cheese	$1.00	2.40	4.00	4 50 7.50
Roquefort Cheese	$1.00	2.40	4.00	4.50 7.50

SALT FISH.

Pacific Codfish.

Bndles, 50 lbs each, per lb	4½
Cs, selected, 100 lbs ea, pr lb	5½
Boneless, 30-lb boxes, per lb	7
Boneless Strips, 40lb bxs, pr lb	
Boneless Blocks, 40lb bxs, p lb	
Boneless Tablets, 36 bxs, pr lb	8
Boneless Middles, 60 bxs, pr lb	9¾
Boneless Middles, extra, 60-lb boxes, per lb	10

Eastern Codfish.

Gen Georges, 3 fish to cs	$ 9.00
Gen. Georges, 12 fish to cs	8.00
Geo. Cur. Cod, 16, 18 fish to case	8 25
Geo. Cur. Cod, 40 fish to cs	7 25
Gen. Geo. Middles, 60 fish.	13½
Gen. Geo. Tablets, 36 fish.	11½
Gen. Geo. Blocks, 40 fish..	11½

Shredded Codfish.

Codfish, Beardsley's shredded, 2 doz. in case..... 1.00

Norwegian Mackerel.

Blobter, 200-lb. bbl., 120-130 fish	44.00
Bloater, 100-lb. ½ bbl., 60-65 fish	23.00
No. 1, 200-lb. bbl., 150-160 fish	31 00
No. 1, 100-lb. ½ bbl., 75-80 fish	18.00
No. 2. 200-lb. bbl., 220-240 fish	30.00
No. 2, 100-lb. ½ bbl., 110-120 fish	16.00
No. 3, 200-lb. bbl., 300-350 fish	23.00
No. 3, 100-lb. ½ bbl., 150- 175 fish	12 50
No. 3, 400-140 fish, per bbl	22.00
No. 3, 100-lb, ½ bbl., 200-220 fish,	12.00

Irish Mackerel.

No. 1, 200-lb. bbl., 200-220 fish	none
No. 1, 80-lb. ½ bbl., 80-90 fish	none
No. 2, 200-lb. bbl., 325-350 fish	none
No. 2. 80-lb. ½ bbl., 130-140 fish	none
No. 2. 200-lb. bbl., 475-500 fish	none
No. 2, 80-lb. ½ bbl., 180-190 fish	none
No. 1, 10-lb kits, 15-16 fish	1.30
No. 2, 10-lb. kits, 20-22 fish	1.20

American Bloaters.

Shore Bloaters, 200-lb. bbl., 115-120 fish	29.00
Shore Bloaters, 80-lb. ½ bbl., 45-50 fish	11.50
Extra No. 1, 200-lb. bbl., 120-130 fish	27.50
Extra No. 1, 80-lb. ½ bbl., 50-55 fish	11.00
No. 1, 200-lb. bbl., 140-150 fish	none
No. 1, 80-lb. ½ bbl., 60-65 fish	none
No. 2, 200-lb. bbl., 130-140 fish.	28.50
No. 2, 80-lb. ½ bbl., 55-60 fish.	11.00
No. 2, 200-lb. bbl., 140-160 fish.	none
No. 2, 80-lb. ½ bbl., 60-65 fish.	none
No. 2, 200-lb. bbl., 160-180 fish.	none
No. 2, 80-lb. ½ bbl., 70-80 fish.	none
No. 2, 200-lb, bbl., 180-200 fish.	none
No. 2, 80-lb. ½ bbl., 80-90 fish.	none

In Kits.

Extra Mess, 7 to 8 fish, each	$2.00
No. 1, kits, 8 9 fish or 15-17 fish	1.50-1.35
No. 2, kits, 8-9 or 20-22 fish	1.25

Salmon.

King, bbls	$ 12 00
Oregon Silversides, bbls	9 50
Alaska Red, bbls	10.00
Alaska Red, ½-bbls, 100 lbs	6.00
Alaska Red, kits	.85
Bellies, bbls	7 50 8.00
Bellies, ½-bbls, 100 lbs	4 25 5 50
Tongues and Sounds, kits, 10lb	1 25
Tongues and Sounds, ½-bbls	9 00

COLUMN 13.

New Herring. Pack 1905.

Holland, ex. selctd mxd bbls	$ 8 00
Holland, ex. selctd mxd ½-bbl	9.50
Holland, ex. selctd mxd, keg	1 10
Holland, cheaper grade	90
Holland, cheap. gr., mxd, bbls	16 00
Holland, chp. gr., mxd, ½-bbl	8.50
Holland, ex. select Milchner, bbl	20.00
Holland, ex. select Milchner, ½-bbl	10.50
Holland, ex. select Milchner, keg	1.20
Holland, cheaper grade	1.00
Holland, cheaper grade, bbls.	
Holland, cheaper grade, ½-bbl	8.50
Labrador Split, 100 fish	5 25
Labrador, round, 160 fish	4 75
Pacific, ½-bbl	2.25

SMOKED FISH.

Bloaters, Grim., 100 in box	$2.65
do. do. 50 in box	1.50
Bloaters, Cromarty	2.65
Yarmouth, 100 in box	
Halibut, chunks	15
Herring, in boxes, Eastern	20
Herring, in boxes, Washington	15
Herring, boneless, Beardsley's tins, doz	$1.50
Herring, boneless, Beardsley's small, doz	1.00
Herring, Beardsley's Boneless, vacuum tumblers, 2 doz. in case	1.95
Finnan Haddies	2.00
Moir's Selected Red Herrings, 100s	1.90
Moir's Selected Red Herrings, 50s	1.25
Salmon, per lb	.10 20

POTTED FISH.

	Per doz
Potted Crab	$1.85
Kipper Paste	1.00
Anchovy and Bloater Paste, plain pots	2.30
Ditto, fancy pots	4.75
Yarmouth Bloater Paste	75
Ditto, fancy pots	4.75
Kippered Herrings	1 90
Kippered Herrings, Meirs	1.90

CANNED FISH.

	Doz.
Anchovies, in oil, 2 doz. ½ pts., in glass, doz	4.00
Anchovies 2 doz. ¼ pts., doz	3 00
Bloaters, Yarmouth C. & B. ..doz	4.50
Codfish Balls, 2-lb tins, per doz	2.25
Eels, Hamburg, in jelly, 1-lb tins	1 80
Eels, smoked, 1-lb, ℔ doz	2.50
Finnan Haddies, 2-lb oval	2.25
Finnan Haddies, 1-lb, round, ℔ doz	2 00
Sardelles, imported, 1-lb tins	3.00
Sardelles, imported, in glass	3 00
Sardelles, domestic, 1-lb glass	2.25
Sardelles, Ankers, ½ keg	3.00

Mackerel.

1-lb tins, 50 in a case.
2-lb tins, 2 doz. in a case.

Gold Label, 1-lb tins	1.50
P. & W., 2-lb soused	2.75
P. & W., 2-lb, mustard	2.75
P. & W., 2-lb, tomato	2.75
Underwood, 2-lb, soused	2.85
Underwood, 2-lb, tomato	2.85
Underwood, 2-lb, mustard	2.85
Los Angeles, 2-lb, soused	2.55
Los Angeles, 2-lb, tomato	2.55
Los Angeles, 2-lb, mustard	2.55
Mt. Desert, 2-lb, soused	2.25
Mt. Desert, 2-lb, tomato	2.25
Mt. Desert, 1-lb, soused	1.25
Blueback, 1-lb, fresh	1.10

Crescent Mackerel.

Soused, 18 oz. tins, 4 doz. in case, d	$1.80
Tomato, 18 oz. tins, 4 doz. in case, doz	1.80
Mustard, 18 oz. tins, 4 doz. in case, doz	1.80

1311-1315 Pacific Street.

Mackerel in Oil.

Bezier's	3.00	4.00
Lemarchand	5.00	7.00

Salmon.

Alaska Red, 1lb tins, doz	95
Alaska Red, 2lb tins, doz.	1.60
Alaska Pink, 1lb tins, doz	80
Alaska Pink, 2lb tins, doz	1 50
Alaska Flats, 1lb tins, doz.	1 40
Oregon Red, 1lb tins, doz.	90
Oregon Red, 2lb tins, doz.	1.60
Oregon Pink, 1lb tins, doz	75
Oregon Pink, 2lb tins, doz	1.50
Oregon Flats, 1lb tins, doz.	1.00 1.60
Columbia River, 1lb tails.	1.60
Columbia River, 1lb flats.	1.75

French Sardines.

⅛s, according to quality and size of tin, p. cas 9.50 12.50
⅛s, according to quality and size of tin, p. case. 19.00 20.00

COLUMN 14.

American Sardines.

Packed 3 1-3 doz in a case.
¾s, 50 tins in case.

American ¼s in oil, per case	$3 25
American ¼s in oil, 5-case lots	3 15
American ¼s in oil, per doz	.50
American ¼s in mustard, doz.	.60
American ¼s in mustard, case	3.35
American ¾s in mustard, doz.	.90
American ¾s in mustard, case	2 80

Sprats.

Piloto	6.75 7.00
Menhle	6.75 7.00

SHELL FISH.

Abalones.

4 doz in cs, with shells, cs.. 6.00

Clams and Clam Juice.

Doxsee Clams, 1-lb, tins	doz. $1.75
Doxsee Clams, 2-lb. tins	2.75
Doxsee Clam Juice, 1-lb. tins	.90
Doxsee Clam Juice, 2-lb. tins	1.60
B & M Lunch Clams, flat tins	1.37½
Underwood Clams, 1-lb. tins	1 00
Underwood Clams, 2-lb. tins.	1.60
P. & W. Clams, 1-lb. tins	1.00
P. & W. Clams, 2 lb. tins	1.50
Oxford Clams, 1-lb. tins	1.50
Oxford Clams, 2-lb. tins	.85
P. & W. Clam Chowder	1.50
Burnham's Clam Bouillon, qts	2.10
Burnham's Clam Bouillon, pts	90
Burnham's Clam Bouillon, ½ pints	4 50
	2.40

Lobsters.

	Doz.
Red Jackets, flats, 1s	2.85
Deep Sea Picnics, ⅛s	2.85
Triumph Tails, 1s	2.00

Oysters.

Oysters, Selects, 12 oz	$1.60
Oysters, Selects, 6 oz	3.25
Oysters, Standard, 10 oz	2.00
Oysters, Standard, 5 oz	1.10
Oysters, Standard, 3 oz	1.70
Oysters, Standard, 4 oz	.90

Shrimps.

Shrimps, pickled, 1-lb, tins	$1 05
Shrimps in Tomato Sauce, 1-lb. flats	
Dunbar's Picnics, 4 doz in cs	1.0
Dunbar's 1½-lb., 2 doz in cs	2.10
Pickled Shrimps, 1-lb., 4 doz in case	1.05

Department 10.

LAUNDRY MATERIALS.

Ammonia.

GREER'S WASHING AMMONIA

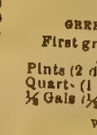
First grade absolutely pure. 180 Beaume Strength.

Pints (2 doz. to ca e) $1 55 per doz.
Quarts (1 doz. to case) 2 55 " "
½ Gals (½ doz. to case) 4 25 " "

WASHING AMMONIA
Standard Grade,

Pts.,	2 doz. to case, per doz	$ .75
Quarts, 2	" " "	1 25

GREER'S TOILET AMMONIA
Lavender and Violet.
Pints (2 doz. to case)....$2 50 per doz.



Parson's Household Ammonia

	per doz.
½ gals., 1 doz. in case	$4 50
Quarts, 1 doz. "	2 65
Pints, 2 doz. "	1 75
Dime size 3 doz. in case, per case	2 95

Bluing.



Liquid Laundry Bluing.

SCOTT & GILBERT CO.
Manufacture s
211-216 Mission Street

SUNSET	doz.
¼ pints, 3 doz. case	40
½ pints, 3 doz case	60
Pints, 2 doz. in case	75
Quarts, 2 doz. cs. 1 45	

Bluing, ball.

Mikado, ½'s, 100-lb case, lb	20
Mikado, ¼'s, 100-lb case, lb	22
Nuremberg, A, ½'s, ℔ lb	33
Do A, D, ½'s, ℔ lb	25
Do A, C, R, ½'s, ℔ lb	21
Washerwoman, ½'s, ℔ lb	12
Do ¼'s, ℔ lb	14
German Ultramarine ½s, ℔ lb	12
Do ¼'s, ℔ lb	14
Deschamp's French, 1's, ℔ lb	28
Do ½'s, ℔ lb	29
Gold Medal, qt, ℔ doz	1.25
Do pt, ℔ doz	1.00
Do ½-pt, ℔ doz	75
Do ¼-pt, ℔ doz	45
Do China Label, qt, ℔ doz	1.25
Greer's, 1 dz qts. & doz	2.25
2's, 2 doz. to cs	2.50
Do 2 doz. pts, ℔ doz	1.44
Do 3 doz. ½ pts, ℔ doz	90
Pacific, 1 doz. qts, ℔ doz	1.10
do, 2 doz., qts & doz	.80
Do 3 doz. ½ pts, ℔ doz	65

COLUMN 15.

Borax.

20-Mule Team, powdered 1's, cs, of 2 doz	$2 25
20-Mule Team, powdered 12-oz. cs. of 4 doz	3 60
20-Mule Team, powdered ¼'s, cs. of 8 doz	3 84

(Less 5 per cent. in 5 case lots; 10 per cent. in 10 case lots).

Cartons, 1's, 2 doz. in box.....09
Lump, 25 lb. in box.....08
Powdered, 25 lb in box.....08½

Chloride of Lime.

Brookman's, 1's, ℔ lb	7½ 7½
Do ½'s, ℔ lb	8½ 9
Salter's Purity Brand, ex qual. doz	.85

Lye.

Big Bonanza Lye	
Case of 48-1 lb tins	3.30
5 case ots	3.25
Star Scrubbing Lye	
48-½ lb tins, per case	1.75
5 case lots	1.70
Merry War, 4 doz in case	3 10
Merry Nickel, 4 doz to case	1.75
Eagle Lye, 4 doz. in case	3.60
Do 3-case lots	3.50
Do 5-case lots	3 40
Tomson's Red Seal, 4 dz. to cs	4.00
Do 5-lb, 12 5s to case	4.50
American, 4 doz in case	3.25
Do in 5-case lots	3 00
Babbitt's Lye, 4 doz in case	3.25
Do in 5-case lots	3 00



BANNER LYE

Cs, 4 doz	$4.00
Cs., 2 doz	2.00

SPECIAL FREE DEAL

LIMITED

Freight Paid to Country Points

5 Case lots, per case	$4.25
One additional case free	
Net cost	3.54
3 Case lots, per case	4.25
One additional case free	
Net Cost	3.64

Sal Soda.

California, pkgs	.90
California, bbls	.95

Department 11

STARCHES.

RIVERSIDE



Corn.
Must be retailed at 8c.
1's per lb. ..6½c
Gloss.
1's per lb ..6½c
6 3's per lb ..6¼c
12 6's per lb ..6c
FREE.
During June 1 case corn free with each 5 box order, assorted or straight.
Must be retailed at 8c.

Corn Starch.

Log Cabin, 40 1s, per pkg	4
Liberty, 40 1s, per pkg	5½
Duryea's, 40 1s, per pkg	7¾
Niagara, 5-box lots, pkg	5½
Niagara, 40 1s	5¾
Kingsford's, 40 1s, pkg	7¾
Lilly Corn, 40 1s, per pkg	5½
Lilly Corn, 5-box lots	5½
Lily Corn, 20 1s, per pkg	5½
Sioux City, 40 1s, per pkg	5½
Sioux City, 5-box lots, pkg	5½
None Such, 40 1s, per pkg	5½

Laundry Starch.

Elastic Starch, 6d/1's, per box	5 00
Celluloid, 6d/1's, per box	5 00
Best Gloss, 48/1's, per lb	5¼
Liberty Gloss, 48/1's, per lb	6¼
Liberty Gloss, 16/3's, per lb	5¾
Best, 12/6's, per lb	6½
Standard, bulk 40-lb. boxes	3½
Sioux Gloss, 48/1's	6½
Sioux Gloss, 3's, 16 in box	6¼
Kingsford's S. G., 1's, 40-lb. bx	8½
Kingsford's S. G., 6's, 12 in crate	8¼
Kingsford's Pure, 1's, 40-lb. bxs	7½
Duryea's S. G., 1's, 40-lb. bxs	8
Duryea's S. G. 6's, 12 in crate	8¼
Duryea's Superior, 1's, 40-lb bx	7½
Niagara Gloss, 1's, 40-lb bxs	6½
Niagara Gloss, 6's 12 in crate	6¼
Niagara Gloss, bulk, 50-lb. bxs	4½
Lily Gloss, 1's, 48-lb. box	6½
Lily Gloss, 6's, 12 in case	6¼
Lily Gloss, 3's, 16 in case	6¼
None Such, 1s 48 lb boxes	6½
None Such, 6s 12 to crate	6
None Such, bulk, 50 lb box	4½

COLUMN 16.

Department 12

Soaps and Washing Powder

Western Star Soap

WHITE FLOATING.

100 bars per case $4.10

LASCO KOLD WATA NAPTHOL.

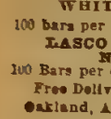
100 Bars per case $4.00

Free Delivery in San Francisco Oakland, Alameda and Berkeley

manufactured by

Los Angeles Soap Co.

San Francisco Office, 115 Davis St. Telephone Grant 110.



THE BEAVER SOAP CO., Dayton, Ohio.

Grandpa's Wonder Soap.

100 cakes 4-oz $3.60

50 cakes 4-oz 1.80

Powdered Soap.

Grandma's Borax, 24 3-lb. per case $4.00

Grandma's Borax, 60 12-oz. per case 2.40

Peet Bros.

Silk Soap 2.80
Ammonia Benzeline 3.85
Cocoa Borax 4.10
Crystal White 3.95
Lily White (Floating)..... 3.80

Standard Soap Co.

Top Notch, 100, 10-oz..... $3.50
Sunburst, 100 12-oz 3.75
Yellowstone, 100 14-oz 3.75
Marigold, 100 16-oz 3.90
Thomas' Cool Water, 100 13-oz 4.00
Thomas' Cool Water, 20 13-oz .85
Milo, 100 4-oz., 100 cartons.... 6.50
Magno "Floating Borax," 100 10-oz. 4.00
Gold Medal Borax, 100 10-oz... 5.50
Gold Medal Borax, 20 10-oz.... 1.15
Purity, "Floating," 5c size.... 3.90
Purity, "Floating," 10c size.. 6.25
Purity, "Floating," 10c size, 20 1.30
Electric Mineral, 100 16-oz.... 5.50
Electric Mineral, 20 16-oz..... 1.15
Peerless Kitchen, 100 10-oz.... 3.00
Peerless Kitchen, 20 10-oz..... .65

Miscellaneous.

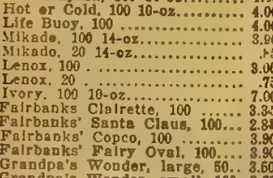
Miller's Naptha, per case..... 4.35
½ doz. toilet free.
Fels Naptha, 100 14-oz..... 4.40
Hot or Cold, 100 10-oz..... 4.00
Life Buoy, 100 ..... 4.00
Mikado, 100 14-oz..... 3.90
Mikado, 20 14-oz..... .85
Lenox, 100 ..... 3.00
Lenox, 20 ..... .75
Ivory, 100 10-oz..... 7.00
Fairbanks Clairette, 100 ..... 3.35
Fairbanks' Santa Claus, 100... 2.35
Fairbanks' Copco, 100 ..... 3.90
Fairbanks' Fairy Oval, 100.... 3.90
Grandpa's Wonder, large, 50.. 3.60
Grandpa's Wonder, small, 100. 3.60
Peets' Pine Tar, 50 ..... 1.90
Peets' Pine Tar, 100 ..... 3.75
Babbitt's, 100 ..... 4.10
Jergins Pumice, 50 small..... 1.75
Jergins Pumice, 50 large..... 3.00
Uncle Sam's Tar, 100 small.... 3.50
Uncle Sam's Tar, 50 large..... 3.40
Stryker's Kitchen Soap, 100s... 3.50
Stryker's Kitchen Soap, 20s.... .75
Pearl, 100, large..... 4.00

Castile Soap.

La Lune White Castile, lb..... 7¾
White, Virgin, per lb..... 7¾
White, Conti 14 15
Mottled, Imported, per lb. 6½ 7
Clover Leaf White 13
La Boulen 7½

Scouring Soaps.

Ben Ami, 2 doz to cs, pr cs.. 2 50



Sapolio, scouring, ½ gross box, per box 4 50
Sapolio, hand, ½ gross box, per box 4 50

WASHING POWDERS.

Gold Dust, 24 3's, per case ... 4.50
Gold Dust, 100/10-oz..... 4.00
Gold Dust Den, 1 cs. free with 5 at $4.50 for 5—$4.40 for 10 cs.
Lavarine, 36 1-lb., per case.... 3.00
Lavarine, 100 5c pkgs..... 3.50
Pearline, 36 1-lb. pkgs..... 3.10
Pearline, 100 6-oz pkgs..... 3.75
Soaperine, 20 3-lb pgs..... 3.50
Soaperine, 50 1-lb. pkgs 3.35
Soaperine, 100 ½-lb. pkgs 3.50
Babbitt's 1776, 6-oz..... 2.85
Kleeno, 72/1's 4.50
Kleeno, 24/3's 4.25
Kleeno, 100/1½'s 3.75
Grandma's Borax, powdered, 24 3s..... 4.00
do. 60, ¾s 2.40

COLUMN 17.

Department 13

OILS, PAINTS, ETC.

Coal Oil.

Water white, coal, bulk..... 12½
Pearl, cases, 25's 18
Astral, cases, 25's 18
Star, cases, 25's 17½
Ex. Star, cases, 25's 20½
Elaine, cases, 25's 26

Gasoline and Benzine.

86° Gasoline, bulk, 25 cases.... 31
74° Gasoline, bulk 16 cases..... 22
63° Benzine, bulk, 13 cases..... 19

Turpentine.

Strictly Pure, cases, 2-5's..... 86
Do drums or iron bbls. 80

Linseed Oil.

Strictly pure, raw, bbls.....gal 46
Do. boiled, in bbls...gal 48
Do. raw, cs, 2-5's....gal 51
Do. boiled, cs, 2-5's..gal 53

Castor Oil.

Baker's AA, cs, 2-5's 1.16
Pure, No. 2, cs, 2-5's..... 1.05
No. 1, cs, 2-5's ..... .70

Lard Oil.

Strictly pure, bbls., 75 cs..... 80
Sup. Win., str., bbls. 65 cs.... 70
No. 1, bbls. 55 cs 60

Neatsfoot Oil.

Cooper's bbls, 75 cs..... 80
Extra, bbls, 62½ cases..... 67½
No. 1, bbls, 57½ cases..... 62½

Lubricating Oils.

Star Cylinder Oil, bbls, 60 cs..65
Columbia Cyl. Oil, bbls, 40 cs..45
Gem Cyl. Oil, bbls, 80 cs.....80
Ruby Cyl. Oil, bbls, 50 cs.....60
Star Engine Oil, bbls, 50 cs...65
Columbia Eng. Oil, bbls, 30 cs.35
Paragon Eng. Oil, bbls, 45 cs..55
Red Eng. Oil, bbls, 27 cs.....32
Star Mach. Oil, bbls, 30 cs.....35
Star Dynamo Oil, bbls, 50 cs...55
Star Spindle Oil, bbls, 40 cs...45
Star Sep'tor Oil, bbls, 50 cs....55
Favorite Sep'tor Oil, bbls, 25 cs.30

Miscellaneous Oils.

Union Salad Oil 45 50
Globe Salad Oil 45 50
Pure Sperm Oil 75 80
No. 1 Polar 50 55
China Nut oil, ord'ry.....62½
China Nut oil, No. 1.....80

WHITE LEAD.

Pioneer, in kegs 7¼ 8

DRY PAINTS.

Eng. Paris White, bbls.	1.35	1.60
Whiting, bbls	1.00	1.15
Kalsomine, bbls		1¼
Prince's Min'l B'wn,bbls		1.65
Yellow Ochre, bbls		1½
Eng. Ven. Red, bbls....		1.50

Department 14

FARINACEOUS GOODS.

FLOURS.

Globe Grain & Milling Co.
Cor. Chestnut and Montgomery

California Selected Wheat,

Barrel
** "Banquet" (fancy patent)..$5.05
*** "Silver Star" (patent).... 4.65

Blended Wheat,

*"Al" Family 5.15

Entire Eastern Wheat.

Globe, Bakers' .....
(½ bbls. 10 cents per bbl. higher.)

*"Al" must be retailed for not less than $1.40 per ¼ sack.
**"Banquet" must be retailed for not less than $1.30 per ¼ sack.
***"Silver Star" must be retailed for not less than $1.25 per sack.

Miscellaneous Flours.

Cal. Family	4.60	$5.15
Cal Bakers', extra.	4.80	4.90
Rye Flour		4.75
Rye Meal		4.50
Graham		4.50
Whole Wheat		4.75

Meals in Sacks or Boxes.

Less 10 per cent.

	Bales 100 lbs. 10 10-lb. sacks
PEACOCK Self Raising Buckwheat Flour	$6.00
Advent Flour	3.50
Buckwheat Flour—new process	4.75
Buckwheat Flour—Patent Roller	4.50
Buckwheat Groats	10.00
Corn Flour, white or yellow	2.75
Corn Meal, pearled or yellow	2.75
Corn Meal, pearled, white	.75
Corn Meal, Extra Cream, yellow	3.75
Corn Meal, Extra Cream, white	3.75
Cracked Wheat, Pearled—new process	3.75
Rolled Wheat, bale, 10 7-lb and 10 10-lb. sacks	3.50
Rolled Oats, bale, 10 7-lb. and 10 10-lb. sacks	4.75
Farina	4.50
Graham Flour, Patent Roller	3.25
Hominy, large	3.75

COLUMN 18.

	Bales 100 lbs. 10 10-lb. sacks.
Hominy, small	4.00
Oat Meal, granulated....	4.50
Oat Meal, Patent Cut A, B or C	4.75
Oat Groats	4.75
Pearled Barley, No. 1, 25 lb. and 50 lb. Boxes....	6.00
Pearled Barley, No. 2, 25 lb. and 50 lb. Boxes....	6.00
Pearled Barley, No. 3, 25 lb. and 50 lb. Boxes....	6.00
	Bales 100 lbs. 10 10-lb. sacks
Rice Flour, Patent Roller	8.00
Rye Meal, Patent Roller..	3.50
Rye Flour, Patent Roller.	3.75
Split Peas, yellow, 25-lb. boxes	5.50
Split Peas, green, 25-lb. boxes	5.50
Whole Wheat Flour, Patent Roller	3.50
Wheat Meal, fine or coarse	3.75

In 50-lb. sacks deduct ¼ cent per pound from above prices.
In 25-lb. sacks deduct ⅛ cent per pound from above prices.

Meals in Sacks and Barrels.

(Less 10 per cent.)

Extra Cream Rolled Oats, in wood, 180 lbs. net..	$8.00
Extra Cream Rolled Oats, in sacks (180) 90 lbs. net sacks	7.50
Alta Mills Rolled Oats, in wood, 180 lbs. net.....	7.00
Alta Mills Rolled Oats in sacks (180) lbs., 90 lbs. net sacks	6.50
Rolled Wheat in wood, 160 lbs. net	4.40
Rolled Wheat in sacks, 150 lbs. 75 lbs. net sacks	3.90

PACKAGE CEREALS.

Less 20 per cent. Per case.

PEACOCK Self-Raising Buckwheat Flour—	
20 3½ lb. pkgs.....	$4 75
40 1¾ lb. pkgs.....	5.00
24 3 lb. pkgs.....	4.75
California Flap Jack Flour, 36 2 lb. pkgs.....	4.75
Semola, 20 4 lb. pkgs....	4.50
Nuttygrains, 20 4 lb. pkgs.	4.50
California Cream Flake Oats, 36 2 lb. pkgs.....	4.50
Farina, 24 1 lb. pkgs.....	2.00
Primrose Wheat, 36 2½ lb. pkgs.	4.50

PEACOCK CEREALS.

Manufactured by the Del Monte Milling Co.

(Net f. o. b. S. F.)	Per case. 36 2's	20 5's
Buckwheat Flour	3.55	4.75
Yellow Corn Meal	2.25	3.10
White Corn Meal	2.25	3.10
Cracked Wheat,p rld	3.25	4.20
Graham Flour	2.75	3.50
Large Hominy	3.25	4.20
Small Hominy	3.40	4.35
Oat Meal, Grnltd	3.55	4.55
St'l Cut Oat Meal, A, B or C	3.65	4.75
Pearl Barley	4.65	6.10
Rice Flour, Pat. Rlr.	5.90	7.90
Rye Flour, Pat Rlr.	3.25	4.20
Rye Meal, Pat Rlr.	3.15	4.00
Split Peas, Yellow	4.35	5.60
Split Peas, Green	4.35	5.60
Whole Wheat Flour, Pat. R'lr.	2.90	3.75
Gluten Flour	4.20	5.90
Farina	3.45	4.85

MISCELLANEOUS PACKAGE CEREALS.

Capit'l Mills R'll'd Oats, 36/2's	3.60
Grape Nuts, 1 & 2 doz, pr doz	1.40
Breakfast Gem, case 3 doz.	3.60
Wheatine, 36/2's, pr cs.	3.75
Germea, 20 4-lb pkgs, pr cs.	4.00
Germea, 24 2-lb pkgs, per case.	3.10
A-O Buckwheat, 2 doz 2-lb pkgs, per case	3.75
H.-O. Pancake Flour, case.	3.90
H.-O. Oats, 24/2's, per case.	3.15
Cream of Wheat, 36/2's.	5.25
Crespe, 36/2's	2.75
Snow Flakes, 36/2.....	3.00



MALTA VITA

36 1s, case $4.00

Our Mother's Mush, 36/2.	2.75
Twin Brothers Mush, 36/2	3.00
Carnation Wheat Flakes, 24/5's	5.40
A B C Breakfast Wheat, 72/2's	5.00
A B C Breakfast Wheat, 36/2's	2.60
Flaked Rice, 24/7's	3.00
Ralston Breakfast Food, 36/2's	4.50
Do. Barley Food, 36/2's....	4.25
Do. Health Oats, 36/2's....	4.00
Do. Hominy Grits, 36/2's..	4.00
Do. Health Crisp, 36-2's....	3.60
Do. Select Bran, 24/3's....	2.50
Do. Pancake Flour, 36/2's	3.75
Do. Whole Wht Flr.4/4's'	5.50
Quaker Oats, 36 2s	3.80
Scot h Oats 36 2s	3.60

Continued on Col. 34 Page 1

COLUMN 19.

COLUMN 20.

Department 15.

SPICES

PURE—Square Tins, Full Net Weight.

	⅛'s	¼'s	½'s	1's	2½ lbs.	5 lbs.	Blk
Allspice	$0 70	$0 95	$1 60	$ 2 80	$ 5 70	$12 75	21
Cinnamon	1 15	1 80	3 30	6 25	16 25	30 00	43
Cloves	90	1 35	2 40	4 35	10 60	20 55	31
Ginger	75	1 05	1 75	3 10	7 50	14 30	20
Mace	1 75	3 00	5 65	10 90	26 95	53 30	73
Mustard	70	95	1 60	2 80	6 70	12 75	21
Nutmeg	1 25	2 05	3 80	7 15	17 60	34 60	49
Pepper	80	1 10	1 90	3 40	8 25	15 85	25
Cayenne	80	1 15	2 00	3 55	8 65	16 65	26
W. Pepper	95	1 45	2 65	4 65	11 75	22 90	34
Sage	70	95	1 60	2 80	6 70	12 75	21
Thyme	70	1 00	1 65	2 95	7 10	13 60	22
Savory	70	1 00	1 65	2 95	7 10	13 50	22
Marjoram	75	1 10	1 85	3 30	7 85	15 10	24
Poultry Seasoning	....	1 60	.....	.....	.....	.....	..

SECOND GRADE—Round Tins, Short Weight.

	¼'s	½'s	1's	2½ lbs.	5 lbs.	Blk.
Allspice	55	1 00	1 75	3 95	7 60	13
Cinnamon	65	1 20	2 10	4 90	9 50	16
Cloves	65	1 25	2 25	5 20	10 20	17
Ginger	55	1 00	1 75	3 95	7 60	13
Mace	1 20	2 30	4 40	10 50	21 00	34
Mustard	55	90	1 50	3 60	7 00	12
Nutmegs	85	1 70	3 10	7 40	14 60	24
Pepper	60	1 15	2 00	4 55	8 90	15
Cayenne	60	1 15	2 00	4 55	8 90	15
W. Pepper	75	1 45	2 65	6 15	12 05	20
Sage	55	1 00	1 75	3 95	7 60	13
Thyme	60	1 05	1 90	4 25	8 25	14
Savory	60	1 05	1 90	4 25	8 25	14
Marjoram	60	1 05	1 90	4 25	8 25	14

SCHILLING'S BEST SPICES.—Nature's Best.

Square tins. Never sold in bulk.
Small, medium, large sizes have sifting tops except Mustard.

	Small size per doz.	Medium size per doz.	Large size per doz.	Ex. Large size per doz.	Hotel size per tin.
Pepper	.75	1.20	2.20	3.75	.73
Mustard	.75	1.25	2.25	3.90	.81
Must. Comp.	.75	1.25	2.25	3.90	.81
Ginger	.75	1.25	2.25	3.90	.81
Allspice	.75	1.10	2.00	3.50	.73
Cinnamon	.90	2.25	4.25	7.50	1.35
Cloves	.85	1.40	2.60	4.75	.87
Nutmegs	1.60	2.75	5.25	10.00	2.00
Mace	1.75	3.00	5.75	11.50	2.15
Cayenne	.90	1.50	2.75	5.00	.93
Wh. Pepper	.95	1.75	3.25	5.75	1.00
Sage	.75	1.25	2.25	3.90	.81
Thyme	.85	1.40	2.60	4.75	.87
Marjoram	.95	1.75	3.25	5.75	1.26
Savory	.85	1.40	2.60	4.75	.87
Cases contain	6 doz.	4 doz.	2 doz.	2 doz.	1 doz.
Gross weight	22 lbs.	23 lbs.	24 lbs.	40 lbs.	53 lbs.

MUSTARD.

Colman's, ¼'s, 12 lb to box, lb.	.52
Colman's, ½'s, 12 lb to box, lb.	.48
Colman's, 1's, 12 lb to box, lb..	.48
Colman's, 5's, per lb.....	.40

Mustard, Prepared.

Small bottles, 24 to cs, pr doz	.55
Small straights, fancy, 24 to case per doz	.95
Webb's Glass Top	1.35
Large Dusseldorfer, 24 to cs	1.60
In 3-gal kegs, per keg.....	1.15
In 5-gal kegs, per keg.....	1.70
Louit Freres, French, doz.....	2.25
Eddy's Salad Mustard— 6-oz., 24 to case.....	.92½
8-oz., 24 to case.....	1.35
12-oz., 24 to case.....	2.00
Hirshes Horseradish Mustard— 10-oz., 24 to case.....	1.25

Department 16

BAKING POWDER AND FLAVORING EXTRACTS.

ROYAL

	1 cs. lot	5 cs. lot	15 cs. lot
¼ lb cans	$ 1 38	$ 1 36	$ 1 34
6 oz cans	1 92	1 89	1 87
½ lb cans	2 57	2 52	2 50
12 oz cans	3 82	3 75	3 72
1 lb cans	4 95	4 85	4 80
2½ lb cans	11 45	11 40	11 28
3 lb cans	13 60	13 34	13 20
5 lb cans	22 35	21 90	21 68

An extra discount of 1 per cent if packed in barrels.

Schilling's Best Baking Powder.

Never sold in bulk.

10-lb. tins, per doz	$39.00
5-lb. tins, per doz	20.00
4-lb. tins, per doz	16.00
3-lb. tins, per doz	12.50
2½-lb. tins, per doz	10.50
16-oz. tins, per gross	$53.00
12-oz. tins, per gross	41.00
8-oz. tins, per gross	28.00
6-oz. tins, per gross	22.50
4-oz. tins, per gross	16.50

TROPHY

4 oz, per doz	$0.95
6 oz, "	1.35
8 oz, "	1.70
12 oz, "	2.35
1 lb., "	3.00
2½ lb., "	7.50
5 lb., "	9.00
6 lb., "	14.50

MISCELLANEOUS.

Home, 10 oz	$0.90
Home, 25 oz	2.00
Home, 50 oz	4 00
Home, 80 oz	6.00
K. C., 10 oz	.85
K. C., 15 oz	1 25
K. C., 25 oz	2.12½
K. C., 50 oz	4 00
K. C., 80 oz	6.50

Cream Tartar.

Standard, bulk, 30-lb box	27
Standard, 12 1-lb tins	.28
Pure, bulk, 30-lb box	.38
Pure, 5-lb tins, per lb	.38
Pure, ½-lb tins, per doz	5.00

SODA.

Churches, A. & H., or Dwight's Cow Brand, 60 lbs. to case.

1-lb	per lb. $0.05
½-lb	per lb. .05¾

EXTRACTS FLAVORING.

GUITTARD'S "PURE"

per doz	2 oz	4 oz	6 oz	8 oz
Vanilla	$2 50	$4 75	$7 00	$9 00
Lemon	1 75	3 25	4 50	6 00

Net weight. Patent Sprinkler Tops

Schilling's Best Extracts.

Triple Strength, Pure and Uncolored Sprinkling Tops.
Net weight. Never sold in bulk.

	Lemon and Vanila Others. per doz.	Vanila and Rose. per doz.
1 oz	1.20	1.80
2 oz	2.00	3.00
4 oz	3.75	5.75
6 oz	5.50	8.50
8 oz	7.25	11.00
16 oz	14.00	21.50
32 oz	27.00	42.00

Souder's Flavoring Extracts.

Price per gross.

	2 oz.	4 oz.	8 oz.
Reg. Lemon	9.00	18.00	54.00
Reg. Vanilla	14.40	28.80	72.00
XX Lemon	18.00	36.00	72 00
XX Vanilla	21.00	42.00	84.00
Asrtd Flavors	18.00	36.00	72.00
Rose Coloring	18.00	36.00	.....
Yellow Colrng	18.00	36.00	.....
Jamaica Gngr	18.00	.....	.....

Assorted flavors contain strawberry, pineapple, orange, almond, rose, etc.



"Vanilla" Extracts.

Lemon, 2 oz., per doz.
Vanilla, 2 oz., per doz.
Assorted Flavors, per doz.

COLUMN 21.
Department 17

CANDIES.

Lozenges.
(5-lb. boxes.)

XXX Peppermint, pails	.13 14
Thin Peppermint	.16
T. T. Peppermint	18
Druggist Peppermint	25
Musk, fluted, pails	.20
Cinnamon, Lemon, Sassafras, Rose	.16
Midget Fruit	.20
Conversation and Hearts	.15
Lilliput Conv. Hearts	17
Midget Conv. Lozenges	18
Crown T. T. Lozenges, 24 5ct. pkgs	.80
Aurora Lozenges, 24 5ct. pkgs	.80
Cough Troches, 5 lb bxs	.25
Eagle Wafers, Peppermints, Wintergreen	.25

Mixed Candy.
(30-lb. pails.)

Plain Mixed	8½
Pacific Mixed	10
Royal Mixed	12½
Grocers' Mixed	10
Yankee Mixed	13
American Mixed	13
Fancy A, Mixed	14½
Fancy C, Mixed	14
French S, Mixed	16
French No. 1, Mixed	18
French Extra Mixed	20
Lady, Mixed	15
Broken Mixed	9

Steam Panwork.

Anis Seed	22
Aromatic Cachous	18
Assorted Berries	16
Assorted Drages	14
Assorted Imperials	16
Assorted Small Seeds	22
Birds' Eggs	16
Boston Baked Beans	17
Burnt Peanuts	18
Burnt Almonds	25
Caraway Seed, smooth	22
Caraway Seed, pearled	23
Celery Seed	22
Cinnamon Beans, large red	15
Cinnamon Beans, Imperials	16
Coriander Seed, pearled	22
Jelly Beans, pails	12½ 14
Jelly Birds' Eggs	16
Jelly Cranberries	16
Jelly Limes	16
Jelly Raspberries	16
Jordon Almonds, fine	45
Jordon Almonds, imitation	18
Licorice Beans	15
Red Hots	25
Ringed Marbles	16
Sugar Coated Licorice Tablets	20
Sugar Almonds	25
Sugar Plums	16

Stick Candy.
(30-lb. pails.)

Assortment: Peppermint, Lemon, Rose, Clove, Anis, Cinnamon, Sassafras, Vanilla, Pineapple, Wintergreen	8½
Hoarhound	9
Hoarhound, wrapped	11
Peanut Sticks	13
Peanut Sticks, wrapped	13
Cocoanut Sticks	13
Cocoanut Sticks, wrapped	13

Taffies.

Peanut Taffy	15
Peanut Flake	15
Peanut Squares	14
Cocoanut Taffy	15
Cocoanut Squares	15
Chunks: Vanilla, Rose, Chocolate, Lemon, Molasses	14
Broken Taffy of broken chunk	13

Drops and Lumps.
(30-lb. pails.)

Mixed Drops and Lumps	8½
Molasses Peppermint Lumps	11
Hoarhound Drops	11
Crystal Rocks	12½

Gum Goods.
(5-lb. boxes.)

A. B. Gum Drops, assorted	9
A. B. Gum Drops, Licorice	9
A. B. Gum Drops, Crystallized	11
A. B. Bonbons, plain, in bbls	7
A. B. Bonbons, fancy, in bbls	7½
A. B. Bonbons, fancy, crystallized, 5-lb. boxes	14
A. B. Fruits	18
Royal Gum Drops	115
Genuine Gum Drops, hard	25
Jelly Squares, assorted	14
Bijou Sticks	18
Spiced Jelly Drops	20
New Turkish Figs	16
Fig Paste, plain	17
Fig Paste, tricolor	18

Cream Goods.
5-lb. boxes.)

Fondans Creams	14
Hand Dipped	19
Hand Dipped, with nuts on	21
Fruit and nut Ices	18
Cream Peppermint	20
Crushed Fruit Bonbons	30

Chocolates.
(5-lb. boxes.)

Chocolate, plain	14
Chocolate, Hand Made	20
Chocolate Dipped Bonbons	50
Chocolate Dipped Bonbons, with nuts	22
Chocolate, Climax, 30-lb pails	16
Chocolate Chips	28
Chocolate Nonpareil Drops	20
Chocolate Wafers	22
Chocolate Cream Tablets, 30 in box	1 10

COLUMN 22.

Marshmallows, Nougats, Etc.

Occidental Marshmallows, 5-lb tins	.28
Occidental Marshmallows, 3-lb tins	.30
Dipping Marshmallows, 5-lb. boxes	.25
Angel Food, 5-lb. boxes	.20
French Nouget, 30 5c slices in box	1.00
Walnut, Apricot, Spanish Nouget, 5-lb boxes, per lb	.25

Sundries.

Opera Caramels	19
Rock Candy, white & red	.15
Rock Candy, brown	16
Licorice Drops	.20
Licorice Sticks, 16 to lb	.28
Locorice Tablets, 5 lb bxs	.25
Licorice Tablets, 24 5c bxs	.80
Licorice Penny Sticks, 100 in box	.65
Buttercups, 5-lb tins	.2

CHEWING GUM.

	Single	Box
Sweet Wheat, per box		.50
Tutti Sugar Plum, box		.55
Yankee Spruce, 20 pcs		.55
Sen Sen, 20 pcs		.55
Red Rooster, 20 pcs		.55
Sweet Heart, 20 pcs		.55
Newton's Pepsin, 20 pcs		.55
Bloodberry, 20 pcs		.60
Pepsin Sticks, 20pcs		.60
Chiclets, 40 5c pkgs		1.25
" 3-lb. b. xes		1.35
" 10 5c pkgs		.80
" 12 25c pkgs		2.00

CRACKERS.



MADE BY THE
MUTUAL BISCUIT CO.

	lb.	⅛ box
Almond Drops	15	
Animals	12½	$1.20
Arrowroot	14	1.50
Assorted	12	1.15
Assorted, extra	14	1.30
Assorted, fancy	20	1.75
Assorted Wafers	16	1.90
Assorted Jumbles	14	1.25
Boston	9	.60
Butters, Mutual	10	.70
Butter Scotch	14	1.50
Butter, Star	9	.60
California Lunch	9	.90
Champion	9	.65
Chips, Mutual	14	1.10
Chocolate Biscuits	16	1.80
Chocolate Fingers	15	1.50
Chocolate Wafers	18	2.15
Cocoanut Bonbon	14	1.25
Cocoanut Finger	15	1.50
Cocoanut Marshmallows	15	1.50
Cocoanut Taffy	15	1.80
Cocoanut Wafer	16	1.50
Coffee	12	1.25
Coffe Iced	15	1.35
Cornhill	10	1.10
Cracker Meal	6	1.10
Currant Cakes	12	1.10
Egg Jumble	14	1.25
Fruit Biscuits	14	2.40
Ginger Cakes	10	1.40
Ginger, Nut	11	1.40
Ginger Wafers	14	1.75
Graham	10	1.20
Graham Gem	9	.75
Graham Unsweetened	9	
Honey Fingers	14	1.25
Honey Pumbles	12	1.00
Honey Drops, spiced	15	1.60
Honeysuckle	16	
Jelly Fingers	16	1.50
Jenny Lind	12	1.10
Lady Fingers	15	1.30
Lady Fingers Iced	16	1.40
La Grande	11	1.10
Lemon Biscuit	14	1.25
Lemon Brittles	14	1.35
Lemon Snap	12	1.20
Lemon Wafers	14	1.75
Macaroon Almond	40	
Mutual Flakes	14	.90
Mutual Tea	15	1.60
Nic Nac, No. 1	10	1.10
Nic Nac	12½	1.25
Oysters	8	.70
Peoples Mixed	12½	1.25
Pilot Bread	4	.55
Pilot Bread Extra	5	.65
Pilot Saloon	7	.80
Ping Pong	16	1.50
Raisin Cake	12	1.10
Saloon Pilot	7	.80
Saloon Soda	7	
Salted Wafers	14	.90
Soda Extra	7	
Soda	6½	
Star Butters	9	.60
Vanilla Bars	14	1.40
Vanilla Biscuits	14	1.25
Vanilla Snaps	12	1.20
Vanilla Wafers	14	1.75
Wafers, Chocolate	18	2.15
Wafers, Ginger	14	1.75
Wafers, Lemon	14	1.75
Water Wafers	12	.90
Walnut Creams	16	1.50

COLUMN 23.
Department 18.
FANCY GROCERIES.

Snider's Baked Beans.

No. 1, 90c doz.;	4 doz in case
No. 2, $1.40 doz.;	3 doz. in case
No. 3, $1 85 doz.;	2 doz. in case

Bouillion Capsules.

Anker's, 10 capsules in box, per doz boxes	2.75

Capers.

Capotes, 1 dz in cs	1.20 1 25
Nonpareil, su.all	1.35
Do large	2.00
"White Label," 6-oz. doz	2.25
"White Label," 10-oz. doz	3.15

TOMATO KETCHUP.

Catsups

Snider's

Qts., per doz	$3 75
Pts., "	2 40
½-pints, per doz.	1 40





CAMPBELL'S

(½ Pts. Condiments)

2 dozen to case

Tobasco Ketchup dozen	$1 15
Tomato Ketchup, dozen	$1 15
Salad Dressing, dozen	1 15
Chili Sauce, dozen	$1 15
Assorted cases, dozen	$1 15

Miscellaneous.

Our Mother's Ctsp ½-pt, doz	1 40
Our Mother's Ctsp, pts, doz	2 30
Blue Label, 25 ½ pts to cs	3 10
Blue Label, 25 pts to cs	6 00
Blue Label, 12 qts to cs	4 00
Mother's Own, pts	1.50
½ pts	.90
London's Rockaway, Pts., doz	2.25
Salter's "ruirty," doz	.50
H. B. Catsup, pts.	2.15
" " ½-pts.	1.25

Chocolate and Cocoa

CHOCOLATES.

Baker's.

German Sweet, 6-lb boxes, ⅛s and ¼s	2
Eagle, 12/1s	23
Premium, 12/1s	28
Vanilla, 12/1s	41
Powdered, ¼s, ⅛s, 1s, 12/1b. boxes	26

Subject to quantity discount.

Huyler's.

Vanilla, 12-lb. boxes	36
Premium, 12-lb. boxes	33

Lowney's.

Cream Cakes, per box	80
Ice Cream Drops, per doz	75

Ghirardelli's.
In paper

Eagle, 24 1-lb	21
Eagle, 12 1-lb	21½
Eagle, 12 ½-lb	22½
Eagle, 12 ¼-lb	24
Crescent, 6 5 to lb	17
Crescent, 12 5 to lb	16½
Cal, Sweet, 6 6 to lb	21½
Cal, Sweet, 12 6 to lb	21
Monarch, 12 1&½-lb	26
Monarch, 12 1-lb	25
Monarch, 12 ½-lb	27
Star, 24 1-lb	19
Star, 12 1-lb	19½

Ground.
In tins

Ghirardelli's, 12 1-lb tins	26½
Ghirardelli's 24 1-lb tins	26
Ghirardelli's, 10 1-lb. tins	22½

In delivery cases.

Ghirardelli's 60 3-lb tins	24
Venard's, 24 1-lb tins	21
Venard's, 60 3-lb tins	20
Miner's, 12 1-lb tins	22½
Miner's, 24 1-lb tins	22
Miner's, 20 3-lb tins	22

5 per cent off on 120-lb. lots

COCOAS.

Baker's Bkfst, 6/1's&½'s	36
Van Houten's, ¼'s and ½'s	35
Van Houten's, 1's	80
Royal Dutch, 12/¼'s	80
Royal Dutch, 12/½'s	75
Royal Dutch, 12/1's	70
Epp's, 14/½'s	40
Fry's, 12/½'s	39
Webb's, 6/½'s	23
Lowney's, 6/½'s	27
Ghirardelli's Bkfst, 6/½'s	38
Ghirardelli's Bkfst, 12/½'s	37½
Ghirardelli's Impri 6&12/½s	56
Miner's Bkfst, 6/½'s	27
Miner's Bkfst, 6/1-5's	38
Meuier's, 1-½s	47

COLUMN 24.
Condensed Milk

BORDEN'S CONDENSED MILK CO.



Gail Borden Eagle (and)	6.80
In 5 case lots	6.65
Pony	2.25
Challenge	4.70
Floral	4.65
Dime	3.75
Rose	4.40

(Each of above Brands 4 doz. in case)

Borden's Malted Milk,

Trial Size, per doz	75
Small size	4.00
Large size	8.00
Hospital size	30.00



Borden's Pioneer Brand Evaporated Cream

Large Cans, 4 doz. in cs	3.75
Peerless	4.70
Yacht	3.25
Family Size, 4 doz. in case.	
Quarts, 2 doz. in cs	

ALL ABOVE BRANDS GUARANTEED

CARNATION CREAM



20 oz. cans	4 doz
Per case	4 00
5 cases	3 95
25 cases	3 90
50 cases	3 85

2% rebate from factory on return of jobber's dup. bill and signed contract



LILY

[large tin]

1 to 10 cs	$3 90
10 to 25 cs	3 85

Helvetia Milk Condens'g Co.



Originators Evaporated Cream

Highland Evaporated Cream 4 doz in box	$4.10
Baby Pet, 6 doz	3 00
Pet, reg., 4 doz., per case	3 25

Miscellaneous.

St. Charles, 4 doz., in case	$4 60
St. Charles, 5-case lots	4 50
Horlick's Malted Milk, doz	4 50
Jersey, 4 doz. per case	3.50

Cereal Coffee.

Fig Prune, per doz	$2 25
Postum, 24/1½'s, per doz	1 35
Postum, 12/1's, per doz	2 25
Postum, 36/1's, per doz	2 25
Grains, 12, 2s	2.75

Chutney.

Chutney, asst, qts	$6 25
Chutney, asst, pts	3 75
Chutney, Major Grey, qts	6 50
Chutney, Major Grey, pts	4 25
Ban-ki-pore, pts	3 00

Cranberry Sauce. doz.

Anderson's 2s, 2 doz box	2.00
Tea Garden, 2s, gls, 12 box	4.00
Tea Garden, 1s, gls, 24 box	2.25
Cape Cod, 2 lb, gls, 12 box	3 50
Cape Cod, 1 lb, gls, 24 box	2.00
Home Made, 1s, 2 doz box	2 15
do 2s, glass, 1 doz box	4.00

Rice.

Choice Seed Japan	$0 00¼
Good Seed Japan	04
Fair Seed Japan	03½
Fancy Head Rice	05½ 06
Long Grain Rice	06
China No. 1	5 6
China No. 2	4 4½

COLUMN 25.

ALPINE
EVAPORATED CREAM

	Per case
1 to 5 cases, 4 doz. to case	$3.60
5 to 10 " " " "	3.55
10 to 25 " " " "	3.50

Gallons

1 to 5 cases, 6 to case	3.35
5 to 10 " " "	3.30
10 to 25 " " "	3.25

Midgets, 8 doz. to case

1 to 5 cases, $3.05 | 5 to 10 cases, $3.85
10 to 25 cases, $3.80

Alpine Evaporated Cream Co.

Factory
HOLLISTER, CAL.

Office and Salesroom
95 Market Street
Rooms 212 213
San Francisco, Cal.
Phone: Main 3443.

Cottolene.

2's, 4's or 10's, per cs. of 60 lbs	7 00
5-case lots	6.90
10-case lots	6.85
25-case lots	6.75

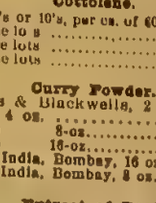
Curry Powder.

Cross & Blackwells, 2 oz	1.35
do 4 oz	2.35
Do 8-oz	3.65
Do 16-oz	6.20
East India, Bombay, 16 oz	5.00
East India, Bombay, 8 oz	3.25

Extract of Beef.
Liebig's (Genuine)

	2 oz.	4 oz.	8 oz.	16 oz.
doz.	4.55	8.50	15.90	29.75

"Rex" Solid.



2-oz., doz	$3.96
4-oz., doz	7.20
8-oz., doz	$13.27
16-oz., doz	24.75

Marshall's

2 oz., per doz	$2.40

Gelatine.

Knox's, per doz	1 20
Knox's, per gross	14 00
Cox's, per gross	12 00
Keck's, per doz	1.15



Plymouth Rock, per doz	$1.10
(1 doz. free with 4 doz.)	
Plymouth Rock, per gross	12.50
(4 doz. free with gross.)	

Ginger (Preserved).

½ doz jars in cs, per cs	2.25

Lemon Sugar.

Gilt Edge, 24/1½s, per doz	1.37½
Gilt Edge, 24/1s, per doz	1.85

Lime Juice.

Tahita, 24/8-oz, per doz	$1.25
Tahita, short measure, 16-oz	1.50
Tahita, full measure, 16-oz	1.75
Tahita, full measure, 32-oz	3.50
Tahita, bulk, gal	1.00

Mushrooms. doz.

Le Court, 100 to cs	$2 25
La Forrest, 100 to cs	2 75
Hotel, 100 to cs	1.35
Fancy Stuffed, pts	4.00

COLUMN 26.

OLIVES.

OLIVES IN BULK.

	25 gl.	10 gl.	5 gl.	3 gl.
Ex. No 1, Qu'n.	1 20	11 50	6 00	3 75
Ex. No. 1, "	1 00	10 50	5 00	3 25
No 1 Qu'n "	95	9 75	4 75	2 90
No 2 "	85	8 75	4 50	2 85
Manzanilla	70	7 25	3 75	2 40

Extra charge for kegs & barrels.



Olives

SEVILLE PACKING CO.

White Label Queen Olives—

28-oz., per doz.	$5.50
18-oz., "	3.75
6-oz., "	1 25

Pim-Olas

18 oz. 2 doz. per cs. per doz	$6 10
10 " " " "	3 55

Baby Pim-Olas

10-oz., 2 doz. in case, per doz.	$2.50
6-oz., 2 doz. in case, per doz.	1.50

Olive Oil

NICOLLS

	Case
½ pints, 4 doz.	$9 00
Pints, 2 doz	8 55
Quarts, 1 doz.	7 85
22-oz.	9 00



CRYSTAL BRAND OLIVE OIL. Pure California Products.

7-oz.
Per doz... $2.40
3 doz..... 6.75

14-oz.
Per doz... 4.50

Quarts.
Per doz... 7.25

Put up by **G. O. Ryden.**

MISCELLANEOUS

Golden Gate, in gal tins, per gal	1 80
" ½ " "	1 85
" ¼ " "	1 90
Pala Grove, pure Cal., qts. .. dz	7 75
Cooper's qts., ⅛ doz.	10.00
Cooper's pts, ⅛ cs of 2 doz.	10.00
Antonini J.P.S., qts, ⅛cs..	7.40
Do 1½-gal. tins, ⅛ tin..	2.90
Duret, qts, pts, ⅛ doz cs.	6.00 7.00
Lucca, Crosse & Blackwell's qts.	7.50
Lucca, Crosse & Blackwell's pts, 2 doz.	8.25
Lucca Crosse & Blackwell's ½ pts, 2 doz.	

Salad Oil.

Durand Oil.

Quarts, 1 doz to case, per case	$1 65
Pints, 2 " " "	1.75
½-Pts., 3 " " "	1.85

Puritan Salad Oil

Quarts, 1 doz t case, per case	1.90
Duter & Fils, 1 dz qts, per case	1.50
Imitation Lucca, qts	1.10

"Primrose" Salad Oil.

Tierces, about 50 gal, gal.	$ .40
1 gal. tins, 10 to case, gal.	.70
5 gal. tins, 1 to case, gal..	.45
½ gal tins, 20 to cs., gal.	.75
Quart bott'es, 12 to cs, doz	1.85
Pint bottles, 24 to cs, doz	1.00
½ pint bot., 36 to cs, doz.	.65

Paprika.

Gordon Packing Co.

1-16 lb	...doz	½ lb.	.. doz 6 00
⅛ lb	..doz	1 lb	.. doz
¼ lb	...doz	Bulk, lb.	

Peanut Butter

Heron's, 2 doz to cs, per dz. 2.40

Peels.

Citron, 25-lb box	13½
Citron, 10-lb box	14
Lemon, 25-lb box	11½
Lemon, 10-lb box	12
Orange, 25-lb box	11½
Orange, 10-lb box	12

COLUMN 27.

PICKLES.

Gordon Packing Co.

California—Mixed or Plain.

No. 1, bbls, per gal.	$0.24 to $0.27
No. 1, ½ bbls, per gal.	.26 to .29
No. 1, 10-gal keg, p kg.	2.25 to 2.45
No. 1, 5-gal keg, p keg.	1.15 to 1.25
No. 1, 3-gal keg, p keg.	.80 to .85
No. 2, bbls, per gal.	.22
No. 2, ½ bbls, per gal.	.24
No. 2, 10-gal keg, per keg.	2 10
No. 2, 5-gal keg, per keg.	1 05
No. 2, 3-gal keg, per keg.	.80
No. 3, bbls, per gal.	.14
No. 3, 10-gal keg, per keg.	1 15
No. 3, 5-gal keg, per keg.	.60
No. 3, 3-gal keg, per keg.	.55

SWEET—"PACIFIC."

Bbls, ⅛ gal	51
½ bbls, ⅛ gal.	58
10-gal keg, per keg.	5.00
5-gal. keg, ⅛ keg	2 65
3-gal. keg, ⅛ keg	1.75
Square, 1doz ½-gal. ⅛ doz.	2 25
Square, 2 doz ¼-gal. ⅛ doz.	1 60
Square, 4 doz ⅛-gal., ⅛ doz	1.25
Round, qts, ⅛ doz.	3.75
Round, pts, ⅛ doz.	2 50
Round, ½ pts, ⅛ doz.	1.75

Crosse & Blackwell's.

	Doz.
Mxd Pkls, pat tops, pts.	4.15
Mxd Pkles, Pat tops, ½ pt.	2.70
Mxd Pkls, corks, pts.	3.95
Chow Chow, pat tops, pts.	4.15
Chow Chow, pat top, ½ pt.	2.70
Chow Chow, corks, pts.	3.95
Onions, pat tops, pts.	4.15
Onions, pat tops, ½ pts.	2.50

Root Beer



Less 5 per cent. on gross lots

Hires', case of 1 gr.	20 00
6 doz lots	10 00
3 "	5 00
1 "	1 75

Hires' Carbonated Root Beer cs of 2-dz pt bottles, patent tops, per cs $2.00 in 5 case lots 1 95

Hires' Carbonated Gingar Ale Per case 2 00

5-case lots, $1.95.



Hires' Rootbeer Carbonated and Ginger Ale empty bottles, if returned to Brown-Patrick Company, will be received by them at 25c. per case of 2 doz. bottles (with case) Delivered at San Francisco.

COLUMN 28.

Saratoga Chips.

(Less 5 per cent)

Boxes, 15 and 30-lb, per lb.	$0.20
Cartons, 6-oz, 2 doz in cs, doz	1.30

SAUCES.

SNIDER'S SALAD DRESSING



Pints, 1 doz. in case, doz.	$2.75
Hlf-Pts, 2 doz. in case, doz.	1.75



Snider's Oyster Cocktail S'ce pints, 2 doz to c'se, doz .. .2 40

Same gallon jugs, 6 to case, per gal..... 1 80

Snider's Chili Sauce, pints, 1 doz. to c'se doz 2 40

Same, half pts 2 doz. to c'se doz 1 45

Bayle's Tabasco Pepper Sauce, in cases 8, ⅛-doz boxes, per doz	$3 00
boxes of 12 bottles, per doz.	3.50
Holbrook's W'cestershire, ½'s.	2.40
Do pts.	4.00
Do qts.	
*Lea & Perrin's Worcestershire, sms"	2.75
*Lea & Perrin's Worcestershire, medium	5.00
*Lea & Perrin's Worcestershire, large	8.25
*5 cases 5c ⅛ doz less.	
Ban-ki-por, ½ pts, 2 doz case, per doz	2.40
Ban-ki-por, pts, 1 doz case.	3.80
Tobasco, Mcllheny	4 00
Tobasco, New Iberia	3.50
Braunhardt's	
Tropical, ½-pts, 2 doz. per case	4.50
" pints, 2 doz. " "	8.10
Bengal Worcester, ½ pt.	.55
Bengal Worcester, pt	1.05
Pepper, sprinkle top, ½ pt.	2.00
Superior Pepper, small	.75
Superior Pepper, large	1.50

Pure Food Pk'g Co.

Worcester Sauce, London Club, ½ pts, do	.75

Salad Dressing.

Durkee, small, 2 doz, ⅛ doz.	2.55
Do large, 1 doz, ⅛ d.	4.30
Do picnic size, 4 dz, ⅛ dz.	1.00
My Wife's, 1 dz 16-oz. case.	2.75
My Wife's, 2 doz, ½ pt. cs.	3.40

Alpha Salad Cream.

Jumbo, 1 doz. to case, per case	4.25
Do large, 2 doz. " "	4.70
Do picnic, 2 " " "	2.50

El Paso Manfg. Co.

1653 Mission St.

Manufacturers

Flavoring Extracts
Fruit Juices
Syrup
Salad Dressing
Bluing
Ammonia

—

Meat and Salad Dressing, doz. .90



COLUMN 29.

SOUPS.



CAMPBELL'S (1-lb. Condensed). Packed 48 1-lb. cans to case. Straight cases of any variety, or following assortment:

8 Tomato, 6 Vegetable, 4 Ox Tail, 3 Mock Turtle, 3 Chicken Gumbo, 2 Tomato Okra, 1 Julienne, 2 Beef, 2 Consomme, 2 Pea, 2 Celery, 2 Vermicelli-Tomato, 2 Clam Chowder, 2 Mutton Broth, 2 Bouillon, 2 Chicken, 2 Mulligatany.
Price, per doz, any variety... $0.90

Miscellaneous.

Snider's Tomato—3 lb tins 2 doz. in case, per doz	$2.60
Same—2 lb tins 2 doz. in case, per doz.	1.85
Van Camp's assid. per doz.	.90
Van Camp's straight, per doz.	.90

SALT.



LESLIE SALT.

Free Running—	
Cartons, 20 5s.	$ 2.50
Cartons, 24 3s.	2.00
Cartons, 48 2s.	2.75
Caddies, 50 2s.	3. 60
Velvet Grain—	
Bales, 50 3s.	1.75
Bales, 30 5s.	1.75
Bales, 15 10s.	1.75
Bales, 8 20s.	1.75
Packets, 75 2s.	1.75
Packets, 40 5s.	1.75
50-lb sacks, per ton.	18.00

H. R. H. Liverpool.

Bales of 75, 2's, per bale.	$1.25
Bales of 40, 4's, and 15 10's.	2 0
Bags, 200s (50s $5), per ton.	7.50

Rock Salt.

Half-Ground, 100-lb sacks, per ton	$4.25
Stock, 100-lb sacks, per ton.	4.00
Liverpool Lump, per ton.	14 50
Cal. Table and Dairy, pr bale.	1.0
Cal. Table and Dairy, 50's, per ton	6.25

Package Salt.

Shaker Salt, per doz.	$0 90
R. S. V. P., 3's, 24 to cs, p. cs.	2.25
R. S. V. P., 5's, 20 to cs, p. cs.	2.75

Celery Salt.

Mertens, 1 doz in box.	1.05

Sauerkraut.

Barrels, per lb.	.02¾
½ bbls	.03
¼ bbls	.03¼
3-gal kegs, per keg.	.90
5-gal kegs, per keg.	1.15
10-gal kegs, per keg.	2 25
2-lb tins, 2 doz in cs, doz.	1 35
2½-lb tins, 2 doz in cs, doz.	1.60

COLUMN 30.

SPANISH DELICACIES.

Specialties of the **Spanish-American Food Co. 149-155 Fremont St.** Medal Goods. Paris Exposition.



TAMALES. Doz.

I. X. L., W. G. M. and Kapp & Sheet Brands.	
No. 1 Boneless Chicken Tamales in key-op cans	1.30
No. 2 Not Boneless Chicken Tamales in key op. can	1.00
Spanish-American Brand.	
Beef Tamales in key op. cans	.95
Extra Special Boneless Tamales in key op. cans	1.60
Chili Con Carne, 1 lb.	1.20
Enchiladas, in key-opener cans	1.20
FRIJOLES, 1 lb	.90
Tripe, Spanish style, 1 lb	1.25
Minced Deep Sea Clams, 1 pt.	1 25
Clam Juice, 1 pt.	1 10
Cal. Baked Beans, tomato sauce, 1 lb., 4 doz in case.	.85
Cal. Baked Beans, tomato sauce, 2 lbs., 2 doz to case	1.35
Cal. Baked Beans, tomato sauce, 3 lbs. 2 doz to case.	1.75
Chili Beans (Tamale Sauce)	
1 lb, 4 d z to case.	.85
2 lb, 2 " "	1.35
2 lb, 2 " "	1.75
Deviled Oysters, for Sandwiches 4 doz to case	1.40
Pate Chicken Liver for sandws. 4 doz. to case.	1.40
Macaroni and Cheese, with Tomato sauce, 1 lb, 4 dz. cs.	.90

Concentrated Soups.

Pints (20 kinds). doz. .90
Beef, Tomato, Ox Tail, Mock Turtle, Mulligatawny, Rice Tomato, Consomme, Green Pea, Bean, Clam Chowder, Vegetable, Chicken Rice, Chicken Barley, Chicken Giblet, Chicken Gumbo, Cream Chicken, Cream Celery, Beef Bouillon, Chicken Bouillon, Clam Bouillon.
Quarts (9 kinds)... doz. $1.85
Chicken, Beef, Mock Turtle, Ox Tail, Tomato, Mulligatawny, Vegetable, Clam Chowder, Cream of Celery.

Truffles.

Rilbac, 100/¼'s, per doz.	12 00
Rilbac, 100/ 1-16's, per doz.	3.00
La Forrest, 100/¼'s, per doz.	17.00

Vinegar.

	⅛ Bbl.	10 gal.	5 gal.	3 gal.
30 grain	08	10	1 15	65 50
40 grain	10	12	1 35	75 60
50 gr in	12	14	1 70	90 80
60 grain	14	16	2 00	1 10 95
80 grain	16	18	2 65	1 50 1 25
90 grain	18	20	3 50	1 85 1 65
100 grain	20	22	3 85	2 00 1 85

Hammond's Vinegar.

Salad, qts, per doz.	1.25

Yeast Cakes.

Great Western	1.00
Gillett's Magic	1.20
Yeast Foam	1.20

Pure Oregon Apple Cider Vinegar.

Bbls.	22c gall n
½-bbl.	24c "

Guaranteed.

COLUMN 31.

Department 19.
GROCERY SUNDRIES.

Axle Grease.

H. & L., per case.....$1.50
C. & S., 2-doz case, per case... 2.00
" 5 cs lots.....1.95
" 10 cs lots.....1.85
Frazer's, 2 doz tins, per case...2.25
Frazer's, 4 doz wd, per case... 3.60
Frazer's, 15-lb pails..... 85
Mica, 3 doz tins, per case..... 2.25

Paper Bags.

Automatic, Self-opening, 500 in pkg.

	List.		
¼-lb	$1.00	8-lb	4.80
½-lb	1.20	10-lb	5.20
1-lb	1.60	12-lb	6.30
1½-lb	1.70	14-lb	8.30
2-lb	2.00	16-lb	9.00
3-lb	2.50	20-lb	10.00
4-lb	2.90	25-lb	11.00
5-lb	2.40	30-lb	13.00
6-lb	4.00	35-lb	15.00
7-lb	4.40		

Discounts from above List:
(Cheapest).....50 pct and 5, 10's
Eagle or Equal....50 pct and 2, 10's
White Fibre, or any white bag, ...50 pct and 1, 10's
Mikado (striped) .....40 pct
Sugar Bags, broad bottom, lb....06
Lion, 40 per cent and 1.....1.10

Bluestone.

Barrels, per lb (5 bbls 5½c).$0.05¾

Bathbrick.

Bristol, 2 doz, per case $0.85
case 1.15
Powdered, 40 ½'s, per case 1.25

CANDLES.

Adamantine.

Schneider's 10 oz. 20's.....$0.07
Schneider's 12 oz. 20's..... .08½
Schneider's 14 oz. 20's..... .09½
Paraffine, 20 1 lb. cakes...1.95
do, 5 bx. lots.....1.85
do 40 1 lb cakes.....3.90
do 5 bx lots.....3.75
do 100 1 lb cakes.....9.75
do 5 bx lots.....8.75
P. & G. Adamantine, 10 oz. 8¼
do 12 oz. 9¼
do 14 oz. 10½
Yacht Club Quartz Candles
20 sets 14 oz..... .10
40 sets 14 oz..... .0.-¾

Stearic.

Schneider's 14 oz 20's or 40' .12
Schneider's 16 oz 20's or 40's. .13½

Paraffine

	Per lb.
4s, 6s, in cartons of 36-lb bxs.	10¼
12s, in cartons of 36-lb bxs.	10¼
½-lb, in cartons of 25-lb bxs.	10¼
1-lb, in cartons of 25-lb bxs.	10¼

Colored 1c higher.

Beeswax, pure for churches..	40
Do No 2	30
Do No. 3	25
Christmas, all sizes	8 8½
Do holders, ℔ gross	85
Wax Tapers, ℔ doz pkgs (℔ gross 8.00)	65 75
Night Lights, German, on pap & wd, (doz 40)	65
Do French, on tin, doz..	.50, .75, 1.10

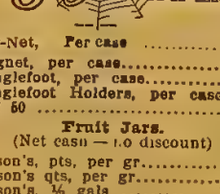
Cordage.

Basis price: Manila 14½c. Sisal 9¾c (5,000 lbs ¼c, and 10,000 lbs ½c less.)

Egg Food.

Pratt's, 26-oz, 2 doz in cs....$2.25
Wellington's, 1-lb, 2 doz box.. 2.00

Fly Paper.



Fly-Net, Per case	$2.60
Magnet, per case	$2.50
Tanglefoot, per case	2.90
Tanglefoot Holders, per case of 50	.75

Fruit Jars.

(Net cash — no discount)

Mason's, pts, per gr.	7.35
Mason's qts, per gr.	8.05
Mason's, ½ gals	11.40

Fruit Jar Caps.

Porcelain, 6 doz in box, per bx 2.40

Fruit Jar Rubbers.

No. 1 white, per lb..... 50-60c
"Gold Seal," cartons, per gr.. .75
"Badgers," cartons, per gr.... .60

Hops.

No. 1, ¼ lb, 30-lb box, lb.	.28
No. 1, ½ lb, 30-lb box, lb.	.26
No. 1, 1 lb, 30-lb box, lb.	.26
Less than 30-lb boxes	.27

Horseradish.

½-pts, 2 doz in box, doz.	1.10
Pts, 1 doz in box, per doz.	1.50
Qts, 1 doz in box, per doz.	2.75
Bulk, per gal	.75

Glue.

Le Page's, 1 oz, per doz.	.75
Le Page's, 2 oz, per doz.	1.15
Le Page's ½-gill tins, per doz.	1.20
Le Page's, 1-gill tin, per doz..	1.60
Standard, small, per doz.	.50

COLUMN 32.

EUREKA INSECT EXTERMINATOR.



Manufactured by
Jos. Pusch, 22 Hampton Place
San Francisco.

10c size, doz	.75
25c size, doz	1.75
60c size, doz	4.50
1.00 size, doz	8.00

Harmless to persons or animals; does not irritate the skin or injure the eyes.

MATCHES.

Metropitan, full count, per tin	$1.10
Universal, shrt count, pr tin	.75
Boys' block pap pkg, per doz	.8½
Swedish Safety, per gross	.80
Swedish wind, 1 gross	85
Vulcan Parafine, 65s, ℔ gross (50 gross 50c)	.50 .55
Japanese Safety, per gross	.50 .43
Squirrel Matches, 55s, per gross	.75
Ship Safety Matches, la ge, gross	.65
" " small, "	

Diamond Match Co.'s.

Anchor, 200	1.70
Do 500s	4 00
Domino, case	2.75
G. G. 60s	2.75
Red Top Safety	3.25
S. & C., Eastern Parlor, 80s	4.25
Press, 100s, 5-gross cs	4.75
Little Star, per cs	2.25
Search Light, 500s, large 1 gr..	4.75

(Discount of 25c per case on 5 cs. lots)

Paper, Wrapping.

Butter, White, ℔ ream	20
Do Waxed ℔ ream	25
Manilla, No. 2, roll, any sz lb	3½
Manilla, No. 1, rolls or reams, ℔ lb	
Straw, ℔ ream	5
Do rolls any size, ℔ lb	70
Drab, ℔ ream	3¼
Do rolls any size, ℔ lb	60
Metropolitan White Fibre Rolls, per pound	2⅝ 4

Paper, Toilet.

Columbia, in rolls, 7 oz, per cs of 100	2.75
Royal, 100 rolls of 500 shts	4.00
Pilot, 100 tablets of 500 shts.	3.75
Golden Eagle, 100 tablets of 1,000 sheets	8.00

Polishes, Shoe.

Mason's.

Mason's Colt-Coron-Ide Per gross $4.70; per doz.	40c
Mason's Paste Stove Po ish Per gross $4 70; ½-gross $1 20	
Mason's Challenge, per dos	.40
Mason's Challenge, per gross	4.70
Challenge Shoe Dressing, small per doz	$ .75
" large " "	1 50
Russett Comb'n. shoe Dressing small, per doz	75
" large, " "	1 50
Black Comb'n Shoe Dressing small per doz	85
Patent Leather Polish, per doz	50
Mason's, No. 4	45
" " per gross	5 20
" No. 3 per doz	85
" " per gross.	8 40
" No 2 per doz	30
" per gross	3 00
" No. 1 per doz	25
" " per gross	2 80

Scott & Gilbert Co.
Manufacturers.
214-216 Mission St., San Francisco



In 3 dozen cases per

Alaska Seal Oil	20 00
Top Notch	15 0
Russian	12 00
Boss	9 00

Bixby's.



Jet Oil	per doz. 85
Jet Oil, 3 doz. in box, with Marvel Brush Free	2 55

COLUMN 33.

BIXBY'S—Continued

Royal Polish	per doz. 85
Royal Polish 3 doz. in box, with 8 pkgs. 5c Carpet Tacks free,	2 55
Shoe Satin, Small Comb, per doz.	80
Shoe Satin, Large Comb, per doz.	1 25
No. 5, Shoe Satin Paste, per d z.	40
No. 10, Shoe Satin Paste, p doz	85
Satinola, small comb	80
Satinola, Large Comb	1 25
No. 5, Satinola Paste	40
No. 10, Satinola Paste	85
"BBB" Blacking Size M. 3 dz. in box, ½doz. paste free	1 25
"BBB" Blacking, Size B. 3 dos. in box, 1 doz. paste FREE	2 50

Polish, Stove.

Rising Sun, large pkg, ℔ gross.	6.25
Do 5-gross lots, ℔ gross.	6.00
Do Small pkg, ℔ gross.	4 25
Sun Paste, large, ¼ gross, per gross	8.00
Sun Paste, small, ¼ gross, per gross	5.00
Enameline, No. 4 tins, ℔ gross.	5.00
Do No. 6 tins, ℔ gross.	8.25
Do Liquid, pt-tins, bx 3 doz.	2.25



Small, 3 doz. to cs., per cs.	$1.50
Large, 3 doz. to cs., per cs.	2.50

(½ doz. free with each case)

Polish, Metal.

Electro Silicon, 1 gr in case, per doz	.80
Brilliantshine, ½ pts, per doz..	.90
Brilliantshine, pts, per doz....	1.70
Brilliantshine, qts, per doz....	3.10

U. S. Metal Polish.



	Doz.
POLISH	
Qts.	$3 00
Pts.	1 70
½ Pts.	90
PASTE	
lb	$3 00
½ lb	1 75
3 oz.	50

Barkeep rs prnid powder gr..$18.00

U. S. METALLIC POLISH

PASTE is put up by a Practical Chemist; also in Liquid Form. Free from Acid or Grit. 20 years in the Markets of the World. J. T. WILSON, Pacific Coast Agt., 1770 15th St., S. F. For sale by all dealers. Also the Barkeepers' Friend Cleaning Powder.

Rope.

Manila, 1¼-in. cordage	.15
Sisal, 1¼-in. cordage	.10¾

Seed.

Anis	11½
Canary	7
Caraway	8 10
Celery	15
Coriander	15
Cumin	13
Flax, ground	4
Flax, whole	3½
Hemp, sacks	4½
Millet	6½
Mustard	5½
Poppy (Or. sks 9¼)	10¼
Rape, Cal.	4¾
Bird gravel 40 2s	2 00
Bird Seed Mixed 48—1-lb. pkg	8

Original sacks ½c less.

Sheep Dip.

Little's, 10½-gal tins, per gal	$1.05
Little's, 5-gal drums, per gal	1.05
Smith's, 10½-gal tins, per gal.	.95
Smith's, 5-gal drums, per gal	.95

Twine.

Cotton, 4 ply, 100-lb bls. per lb	20
Do 3 ply, 100-lb bls. per lb	20
Do 2-lb cones, per lb	20
Hemp, 8-oz balls, per 3-lb pkg.	70
Do, 4-oz. balls, per 2-lb pkg.	75
Do 2-oz balls ℔ 3-lb pkg	
Sack, 4 ply, 12-lb pkgs, per lb.	33

Wax.

Fruit, 25 6-oz pkgs 1.10; 9-oz.	80
Japan, per lb	17
Beeswax	35

Wax Strings.

12 in. 10 pkg 100 strs each	1 65
14 in. 10 pkg. 100 strs each	1 75

COLUMN 34.

Continued from Col. 18.



Dr. Price's Wheat Flake Celery Food.
Per case...$ 3 75

Pastes (Domestic).

Macaroni, Vermicelli, etc.—	
No. 1 Extra, per box	.27
No. 1 Extra, 15 lbs	.52
No. 1 Extra, 25 lbs	.82
No. 1 Extra, 50 lbs	1.65
No. 1 Extra, 100 lbs	3.30
No. 1 Extra, ½ box s	.15
Macaroni, Vermicelli & spaghetti, No. 2	.20
Royal Macaroni, Verm'l & Sp'ti, 24 1-lb pkgs., per case	1.70
Queen's Taste Mac., Ve m. & Sp. 12 2-lb cartons 1 case	2.15
It. Paste, ass'd, ab 18 lbs. c., lb.	.6½
Royal It. Paste, 24 1-lb pkg c., pkg	.6½
Golden Gate Egg Noodles, 24 1-lb pkgs in case, per cs.	1.90
Farina, 24 1-lb pkgs	1.50

Discount 2 per cent for cash only.

COLUMN 35.

Department 20.
WOOD AND WILLOW WARE

AXE HANDLES.

Ex, 36-in., doz	$2.25
No. 1, 36-in., doz	1.75
No. 2, 36-in., doz	1.25
No. 3, 36-in., doz	1.05
Ex, 38-in., doz	4.00
Ex, 40-in., doz	4.25

BASKETS.

	Per Doz.
Cal., Open, Spruce, No. 3	.60
Cal., Open, Spruce, No. 4	.60
Cal., Open, Spruce, No. 5	.84
Cal., Satchel, Spruce, nest, 0-5	1.10
Cal., Satchel, Spruce, nest, 1-5	1.00
Cal., Satchel, Spruce, nest, 1-41	.71
German market, nest of 4	1.25
Clothes, Oval, Wil., No. 0.	5.00
Clothes, Oval, Wil., No. 1.	6.00
Clothes, Oval, Wil., No. 2.	6.75
Clothes, Oval, Wil., No. 3.	8.00
Clothes, Oval, Wil., nest 4	2.48
Japanese Telescope, nest of 5, size 18x12x7	1.00
Same, size 20x13¼x7	1.25
Same, size 24x15x10	1.75

BOWLS, WOODEN.

	Per Doz.
Maple, No. 1, 11-inch	.75
Do No. 2, 13-inch	1.50
Do No. 3, 15-inch	2.75
Do No. 4, 17-inch	4.25
Do No. 5, 19-inch	5.75
Do No. 6, 21-inch	7.50
	Per nest.
Maple Nests, 3, 13, 15, 17-inch	.71
Same, 4, 13, 15, 17, 19-inch	1.20
Same, 5, 13 to 21-inch	1.81

BROOMS.

	Per Doz.
Patent Cap, No. 1	3 80
Patent Cap, No. 2	3.60
Patent Cap, No. 3	3.35
Extra Patent, No. 1	3.35
Extra Patent, No. 2	2.60
Extra Patent, No. 3	2.40
Ladies' Pride, No. 1	2.85
Ladies' Pride, No. 2	2.60
Ladies' Pride, No. 3	2 40
Little Beauties	3.00
Ladies' Delight	2.80
Toy, 2 strings	.90 1.35
Wisp, 2 strings	.90 1.25

BRUSHES.

	Per Doz.
Dust	2.00 12 00
Scrubbing	.55 3 00
Dandy	1.50 6.75

Shoe Brushes.

No. 1, black tampico	1.10
No. 2, bristles	1 65
No. 3, white bristles	1.75
No 4, bristles	2.00
No. 5, white bristles	2 25
No. 6, horse hair	2 70
No. 7, bristles	3.90

Stove Brushes.

	Per Doz.
No. 1, tampico, handles	.90c-$1.10
No 2 bristles, handles	1 85
No 3 tampico handles	1 85
No. 4 bristles handles	3.25

Ox Fibre Brushes.

	Per Doz.
Scrub, T & B., 9x2¼ in face	.80
Do Hub, 10x2¾ in face.	2.00
Do Magic, 7¼x2 in face	1.10
Do Owl, 6¼x1¼ in face	.85
Do Cat, 10¼x2¼ in face	1.50
Do Rat, 8½x2¼ in face	1.25
Do Mouse, 6¾x2½ in fa	1.00
Do Alligator, 10½x2¾ in face	2.25
Do Goose, 8¾x2¾ in fce	2.00
Do Duck, 8½x2¾ in fce	1.50
Stove, Hustler, 8½x2½ in face	2.25
Sink, Bell, 8½x2½ in face	1.40
Sink, Gong, 4¾x3¾ in face	2.25
Horse, Pointer, 10x3¼ in face	3.00
Creamery, Jersey, 9x5 in face	3.25
Creamery, Holstein, 9½x 5¼ in face	3.50
Dust, Peacock, 10½x4 in face	2.25
Hand, Windsor, 4½x1¼ in face, per gross	6.00
Whitewash, Snowstorm, 9-in., per doz	2.00
Same, 8-in., per doz	1.75
Same, 7-in., per doz	1.50

CAN OPENERS.

Diamond, per doz	$0 75
Crown, per doz	1 25
Scissors, per doz	2.25

CARPET SWEEPERS.

Bissells, per doz.	25.00 to 27.00
King, per doz	24.00

CHEESE RAFES.

Round, No. 1, 10-in.	$2.20
Round, No. 2, 22-in.	2 25
Round, No. 3, 24-in.	3 50
Square, each	4.00

Clothes Line.

Hemp, 40-foot, per doz	$0 80
Hemp, 60-foot, per doz	1 25
Cotton, 40-foot, per doz.	80
Cotton, 60-foot, per doz.	1 20
Cotton, 75-foot, per doz	1 75
Manila, 40-foot, per doz.	1 25
Manila, 60-foot, per doz	2 50
Sash Cord, 50-foot, per doz	1 75
Sash Cord, 80-foot, per doz	3 00
Wire Cord, 50-foot, per doz	1 05
Wire Cord, 75-foot, per doz.	1 60
Wire Cord, 100-foot, per doz.	2.75

COLUMN 36.

Clothes Line Pulleys.

Galv. Iron, per doz.....$0.50

CLOTHESPINS.

Common, per bx of 5 gross .60
U. S. Patent Spring, per gr .60

COFFEE MILLS.

Enterprise, Family, No. 1, doz.$2.50
Enterprise, Family, No. 2, doz. 3 50
Enterprise, counter, ea....5.50-35.00

CORKS.

Wine, pt size, per M.....$4 20
Wine, qt size, per M..... 5.25

Demijohns.

Discount: on ¼ gal., 2, 3 and 5 gals. 50-10; on ½ and 1 gal., 50-10-5.

¼-gal., doz..$3.25 2-gal., doz..$10.50
½-gal., doz.. 4.50 3-gal., doz.. 13.50
1-gal., doz... 6.50 5-gal., doz.. 19.00

Dust Pans.

No. 1 Japan, doz..... .63
Covered, doz 1.25
Janitor, doz 2.25

Dusters.

China, fancy colored, doz.... .80
Standard Turkey, No. 10, doz.. 1.60
Standard Turkey, No. 12, doz.. 2.10
Standard Turkey, No. 14, doz.. 2.75
Standard Turkey, No. 16, doz.. 3.25
Standard Turkey, No. 18, doz.. 3.75

DOOR MATS, COCOA.

	Per Doz.
Light, No. 1, 14x24	4.00
Do No. 2, 16x27	5.50
Do No. 3, 18x30	7.25
Do No. 4, 20x33	9.00
Medium, No. 1, 14x25	5.25
Medium, No. 2, 16x27	6.75
Medium, No. 3, 18x30	8.50
Medium, No. 4, 20x33	10.25
Extra, No. 2, 16x27	9.50
Extra, No. 3, 18x30	12.50
Extra, No. 4, 20x33	15.00
Extra, No. 5, 22x36	18.00

Keystone Steel Mats.....

Faucets.

Cork lined, No. 1, doz.....$0.60
Cork lined, No. 2, doz..... 75
Cork lined, No. 3, doz..... 90
Cork lined, No. 4, doz..... 1.25
Cork lined, No. 5, doz..... 1.50
Molasses Gates $0.25
Self-Measuring Faucets, each. 3.00
Syrup Pumps (Ent'rprise), ea. 5.75
Syrup Pumps with auger, ea.. 6.00

Ironing Boards.

4-ft., per doz..... 4.20
4½-ft., per doz..... 4.75
5-ft., per doz 5.25
5½-ft., per doz 5.75

LAMP CHIMNEYS.

XX Eureka Grade.
Eureka Crimp Top in Cartons.

	Per Doz.
No. O or E, 6 doz. in case	.75
No. 1 or A, 6 doz. in case	.75
No. 2 or B, 6 doz. in case.	.95

Eureka Electric.
In Cartons.

No. 2, 6 doz. in case, per doz.1.00

Lantern Globes. per doz.
Packed 6 doz. in case.... .70

Eureka Rochester.

	Per Doz.
No. 1, 6 doz. in case....	.85
No. 2, 6 doz. in case.....	1.05
No. 3, 6 doz. in case.....	2.10

Macbeath Pearl Top.

No. 1 or A, 6 doz. in case.	.85
No. 2 or B, 6 doz. in case.	1.05

La Bastie.
Heaviest and best in market.

	Per Doz.
No. A, plain bulk, 6 doz. in case	1.20
No. B, plain bulk, 6 doz in case	1.50
No. A, crimp bulk, 6 doz. in case	1.30
No. B, crimp bulk, 6 doz. in case	1.60

Common Chimney.

	Per Doz.
No. 0 or E, 6 doz. in case.	.40
No. 1 or A, 6 doz. in case..	.45
No. 2 or B, 6 doz. in case.	.65

Common Rochester.

No. 1, 6 doz. in case.....	.80
No. 2, 6 doz. in case.....	.90
No. 3, 6 doz. in case.....	2.00

Lamp Burners.

0 or E, per doz	$0.50
1 or A, per doz	60
2 or B, per doz..4	75

(Blaze fits 13 collar, takes E wick)
Solar Burners, doz 1.50

LEMON SQUEEZERS.

Ball, per doz $0.70
Glass, No. 1, per doz..... 50
Glass, No. 2 (for oranges) doz 85

MOPS AND HANDLES.

	Per Doz.
9-lb. Mops	1.20 and 1.65
12-lb Mops	1.60 and 2.20
Patent Mop Handles	1.00
Plain Mop Handles	.90

PAILS.

	Per Doz.
Wood, painted, 3 hoops...	2.25
Wood, varnished, 3 hoops	2.25
White Cedar, 3 galv hoops	2.75
Fiber	3.50
Galvanized, 10 quarts	1.75
Galvanized, 12 quarts	2.05
Galvanized, 14 quarts	2.35

SHELF PAPER.

	Per gross.
Narrow, assorted colors.	.12
Wide, assorted colors....	.35

COLUMN 37.

TUBS.

White Cedar—No. 0, 13.00; No. 1, 10.50; No. 2, 9.00; No. 3, 8.00.

Painted or varnished—No. 0, 11.40; No. 1, 9.60; No. 2, 8.40; No. 3, 7.20.

Fiber—No. 0, 18.00; No. 1, 14.50; No. 2, 12.50; No. 3, 11.00.

Galvanized—No. 1, 5.50; No. 2, 6.20; No. 3, 7.20.

WASHBOARDS.

	Per Doz.
California, regular size.....	2.10
California, small	.90
Stag	2.75
Bronze	3.50
Good Enough	2.25
Anchor, single	1.90
Nameless	2.25
Peerless, double	3.50
North Star	3.50
North Star, protector....	4.00
Crystal Glass	4.00
Misses	1.50
Toy	.90

WICKING.

	Grs.
Lamp, 0 or E, ⅝-in.....$0.30	
Lamp, 1 or A, ⅝-in.....	.40
Lamp, 2 or B, 1-in.....	.60
Lamp, 3 or D, 1½-in.....	.90
No. 1 Rochester	2.00
No. 2 Rochester	2.75
No. 3, Mammoth	9.25
Junior Rochester	1 50
Stoves, 3-in	1.80
Stoves, 3½-in.	2 25
Stoves, 4-in	2 50
Stoves, 4½-in	2.90
Stoves, 5-in	3.50

WRINGERS.

Wood Frame Novelty.
Two top screws; iron tub clamps.

	Per Doz.
No. 350, 10x1¾ in	30.00
No. 351, 11x1¾ in	36.00
No. 352, 12x1¾ in	42.00

One top screw; wooden top clamps.

No. 360, 10x1¾ in.....	31.00
No. 361, 11x1¾ in.....	36.00
No. 362, 12x1¾ in.....	42.00

Ball Bearing.

No. 386, 10x1¾ in.....	40.00

MISCELLANEOUS.

Barrels, paper, 100-lbs, ea. .80
Barrels, pa., 50 lbs ea..... .65
Barrel Covers, 14-in. (flour barrel size), per doz..... 1.80
Barrel Covers, 21-in (sugar barrel size), per doz. 2.70
Basins, fiber, 12-in., pr dz. 2.25
Basins, fiber, 1½-in., per doz. 2.50
Brownies, per doz... .75 1.00 1.25
Butter Ladies, plain, doz.... 45
Butter Ladies, clays, doz 85
Butter Spades, doz 40
Dishes, oval 1, 2 and 3-lb, per 1,000.....2.20, 2 50, 2 90
Dishes, wire end.....1.35, 1.80, 2.35, 2.85, 3.25
Egg Beaters, Dover..... 1.00
Lemon Squeezers, fiber, dz 1.25
Measures, fiber, 4 pcs 1.25
(Set pt., qt., ½ gal and funnel)
Lanterns, O Tubular, doz. 5.00
Lanterns, candle, frame, only doz. 1.00
Lantern Candle, with chimney, doz. 1.75
Lantern globes, in bbls. 70@95
Mouse Traps, 1 to 6 holes, doz., 6 holes..... .60
Traps, mouse, "Does-it-easy," doz. 25
Traps, rat, "Blizzard" doz.... .80
Nest Eggs, per doz..... 20
Oil Cans, 1 gal., cush., per doz 1.50-4.50
Oil Cans, 1 gal., galvanized Iron 3.00
Oil Cans, 5 gal., galvanized Iron 6.00
Potato Mashers, per doz. 45@75
Rolling Pins, per doz 1.20 and 1.45
Spoons, wooden...30c, 37c .65
Step Ladders, each per ft. .....17 .40
Tacks, steel, asstd, 2-oz, doz... 25
Tacks, Common, 2 oz., doz.. 10
Tapers, gas, 30/17-in, stgs. doz 65
Tobacco Cutters, standard, ea 80
Toothpicks, per case, 110 box 2.25
Twine Holders, hanging, doz. 2.00
Twine Holders, counter, doz.. 3.10
Spittoons, fiber, 13-inch.. 6.00
Spittoons, fiber, 12-inch.. 4.75
Spittoons, fiber, 9-inch... 4.00
Whips 90
Window Screens, 12-in., doz.. 1 80
Window Screens, 18-in., doz.. 2.20
Window Screens, 24-in., doz.. 2.64

STATIONERY.

Blank Books.

Counter, 48-leaf .....$	50
Counter, 92-leaf	75
Cap, Day & Ledger, per 100 pp	10@ 40
Full bound	50@ 75

Writing Paper.

	Ream.
Commercial Note, 5lb....	45@ 75
Commercial Note, 6lb...	60@ 90
Letter, 10 lb, ex.....	90@1 50
Cap, 12 lb, ex.....	1.08@1.80

COLUMN 38.

Envelopes.

	Per M
XX, 5-in.	1.00@1 50
XX, 6-in.	1.10@1.60
XXX, 10-in.	2.80
XX, 4-in., Baronial, cream or white	1.40@1.80
XX, 5-in., Baronial cream or white.....	1.60@2.00

Inks.

Scott & Gilbert Co.,
Manufacturers.
214-216 Mission Street, San Francisco

SUNSET BLUE BLACK



	gross
Cones, 2 dozen case	$4.50
2 oz. round studs 3 dz..	4 50
	doz.
4 oz. round studs, 3 dz	75
½ pints, 2 doz case..	1 25
Pints, 2 doz. in case	2 00
Quarts, 1 doz. in case	3 50
	gal.
5 gallon kegs	70
10 gallon kegs	60
Barrels	50
Assorted colors.	doz.
1 oz, stands, any color	50
2 oz. stands, any color	75

BLACKSTONE MFG. CO.
1960 Howard St., S. F., Cal.



	Gross
Cones, 3 doz to cs.....	$3.75
2-oz., Rnd Cylndr, 3 doz to cs..	3.90
3-oz., Rnd Cylndr, 3 doz to cs..	5.75
4-oz., Rnd Cylndr, 3 doz to cs..	6.50
	Doz.
8-oz., Rnd Cylndr, 2 doz to cs..	1.15
16-oz., Rnd Cylndr, 1 doz to cs.	2.00
Full qts., Rnd Cylndr, 1 doz to cs	3.75

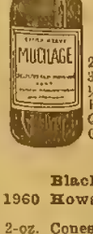
Above prices are for Jet Black, Blue Black, Green, Blue, Violet and Carmine Inks.
(Copying Inks 10 per cent additional.)

Miscellaneous.

Carter's or Sanford blk cylinder, gross	4.50
Sanford's, 4 oz., black cylinders, doz.	60
Sanford's ½ pt, doz.....	1.75@2 00
Sanford's pts, doz	3.00@4.50
Sanford's qts., doz.	5.00@7.50

Lead Pencils.

	Gross.
Plain cedar	60
Black polished	1.10
Cedar, rubber tip	1.00
Red polished, metal rubber tip	1.50@3.50
Carpenters'	1.75@2.25
Eagle Automatic, doz..	85@2.00
doz.	40@1.80



Mucilage
Scott & Gilbert Company
Mafrs., 214-216 Mission St
San Francisco, Cal.

SUNSET EXTRA HEAVY

	doz.
2 oz. cones, 3 doz. cs.	37½
3 oz. cones, 3 doz. cs.	75
½ pints, 1 doz. case	2 00
Pints, 1 doz. in case	3 50
Quarts, 1 doz. in case	7 00
Gallons, ½ doz. cs	20 00

Blackstone Mfg. Co.
1960 Howard St. S. F., Cal.

	Gross.
2-oz. Cones, 3 doz. to cs.....$4.00	
3-oz. cylndrs, 3 doz to cs.....	5.75
	Doz.
8-oz. round, 2 doz to cs.....	1.75
16-oz. round, 1 doz. to cs.....	3.00
Full qts., 1 doz. to cs.....	5.00

Bulk quotations (5, 10 and 30-gal.) on application.

Steel Pens.

	per gr. Gross.
Railroad, 1 gross in box.....$0.40	
Stub No. 413	40
Falcon	40
Bank	40
Easy Writer	50
Extra Fine	45
Elastic	45
Railroad Stub	40
Ladies' Falcon	40
School	40
Spencerian No. 1	85
Gillotts No. 404	50
Gilletts No. 303	1.00

COLUMN 39.

Department 22.

TOBACCO, CIGARS, SMOKERS' SUPPLIES, ETC.

AMERICAN TOBACCO CO.

Plug Tobacco.

Battle Ax, 16 oz, 3x12, 6 cuts, 12, 24 lb	39
Big Gun, 8 lb. butts, also 16 lb. butts, 16 oz., 3x12, 6 cuts.....	44
Brandywine 4 to lb., 2½x9, 3 cuts, 4 and 8 lb	46
Bullion, 16 oz 3x12, 12 lb.... " 6 to lb., 1x6, 20 lb	47 50
Burr Oak, 16 oz., 3 x 12 emb., 6 and 12 lb.	42
Climax, 16 oz, 2x12, 6 cuts, 6, 12 and 30 lb	45
Climax, 7 oz, 2x12, R & R 6 cuts. 7, 10½ and 21 lb. ...	48
Climax, 7 oz, 3x12, thin, 7 and 14 lb	48
Climax, 6 to lb, 2x8, Twin 4s. 4 lb boxes	50
Climax, 14 to lb, 1x8, Figs 4 lb boxes	54
Cross Bow, 14 oz, 3x12, 4 cuts 14 lb	38
Drummond Nat., 5½ oz. 3x12, 3 cuts, 5, 8, and 12 lb	63
Five Brothers, 4 oz, 3x6, 2 cuts, 4 and 8 lb	65
Gold Rope 7 to lb. 3, 6, 12 lb.	56
Gold Rope 14 to lb. 4, 8 lb	58
Good Luck, 3x6, 10 lb.	45
Granger Twist, 12 and 15 lb pails	45
Horse Shoe, 16 oz, 3x12, 6 cuts, 8, 12 and 24 lb	44
J. T., 7 oz, R & R, 2x6, 2 cuts, 10½ and 21 lb	39
J. T., 7 oz, Smo. 2x6, 2 cuts, 10½ and 21 lb.	39
J. T., 14 oz, Smo. 3x12, 4 cuts, 10½ and 21 lb. R & R ..	39
Newsboy, 48 plugs to 10 lbs. 2½x4½, 10, 15 and 25 lb.....	40
Nobby Spun Roll, 7 to lb, 1½x8½, 3, 6 and 12 lb.....	57
Old Honesty, 15 oz, 3x12, 6 cuts, 7½, 15 and 30 lb	44
Old Kentucky, 6 to lb, R. & R., 3, 16½ and 25 lb...	48
Old Peach and Honey, 6 to lb 3 lb butts	48
Out of Sight, 12 butts, 12 oz., 3x12, 3 cuts.....	35
Piper Heidsieck 5½ oz, 2⅝x8, 3 cuts, 4, 7, 14 lb ...	69
Red Cross, 16 oz 3x12, 4 cuts 12 and 24 butts	33
Red Ribbon Twist, 10 to lb, 6 inch, 8 lb pecks, 16 lb ½ bus	40
Saw Log, 16 oz, 2x12, 6 cuts 24 lb.....	46
Something Good, 5½ to lb, 2x4 9, 18 lb.....	45
Spear Head 16 oz, 2x12, 6 cuts, 6, 18 and 36 lb.	45
Spear Head, 7 oz, 2x12, 6 cuts, 7, 10½ and 21 lb	48
Standard N vy, 14 oz, 3x12, 4 cuts, 14 and 28 lb.	38
Star, 16 oz, 3x12, 6 cuts, 12, 24 and 52 lb	45
Weissinger's Special, 5 1-3 oz., 3 x 12 emb, 2, 6, 12 lb.	63
W. N. T. Nat. Leaf, 6 and 12 lbs., bxs., 5½ ozs., 3x12....	57

Smoking Tobacco.

(5-lb Cartons, 25 and 30-lb cases.)

Seal of N. C., 1⅞ oz, foil.....$0.68	
Seal of N. C., 3½ oz, foil.....	.62
Seal of N. C., 8 oz, foil.....	.59
Seal of N. C., 16 oz, foil.....	.59
Old Gold, 1⅞ oz, foil or pouch	.70
Old English curve cut, 1⅞ oz	.74
Old English curve cut, 3½ oz (In curved tins.)	.74
Pedro, 2½ oz, foil.....	.49
Pedro, 2½ oz, pouch.....	.51
Pedro, 2½ oz, assorted.....	.50
Pedro, 16 oz, tin canisters....	52
Dixie Queen, 1⅞ oz, foil.....	.40
Dixie Queen, 16 oz, tin canisters, 6-lb cartons, 24-lb cas	.43
Duke's Mixture, 1⅝-oz sack..	39
Arlington, 1⅞ oz, foil.....	.65
Cross Cut, 1⅞ oz, foil.....	.60
Duke's Cameo, 1⅞ oz.....	.42
Duke's Cameo, 2½ oz, foil....	.45
Melrose, 1⅞ oz, foil.....	.65
Fragrant Vanity Fair, 1⅞ oz, foil	.95
Red Indian Plug Cut, 1⅞ oz and 3½ oz, foil.....	.42
Red Indian Plug Cut, 16-oz pails	.44
Fashion, 1⅞ oz	.41
Fashion, 16-oz pails.....	.44
Bull Durham, 1 oz.....	.85
Bull Durham, 1⅞ oz.....	.65
Bull Durham, 3½ oz.....	.60
Bull Durham, 8 oz.....	.58
Bull Durham, 16 oz.....	.58
Pick Leaf, gran, 1 oz, 25-lb cs	.60
Corn Cake, gran, 1-lb bags, 25-lb cases, per lb.....	.23
Echo Plug Cut, 1⅞ oz.....	.43
Red Bell, 1⅞ oz.....	.42

COLUMN 40.

Red Bell, 16-oz pails.....	.43
Oriental Mixture, 3½-oz tin..	1.00
Imperial Mixture, 1⅞-oz tin.	1.30
Plum, 1⅞ oz, foil.....	.62
Three Kings Mixture, 3½-oz tins	1.35
Monte Cristo Mixture, 3½-oz tins	1.50
Yale Mixture, 1-oz tin.....	1.35
Yale Mixture, 1⅞-oz tin.....	1.60
Yale Mixture, 3½-oz tin.....	1.55
Honey Dip Twist, 10 to lb....	.46
Master Workman, 10-oz plug, smoking	.46
Old Virginia Plug, smoking, 5 oz, 10½ lb., 6x5.....	.42

Fine Cut Chewing.

Hiawatha, 1 oz.....	.59
Hiawatha, 10-lb bulk, bright or dark	.59
Hiawatha, bright or dk, 1-lb tins, 5-lb. pails	.58
Sweet Cuba, bright or dk, 1-lb tins, 5-lb. pails	.46

Cigarettes.

Fragrant Vanity Fair $4 08	
Duke's Cameo	4.08
Sweet Caporal	4.08
Virginia Brights	4 08
Old Dominion	3 98
Pets (foil packages).....	6.52
Richmond Straight Cuts.....	6.62
Turkish Trophies	7.75
Egyptian Deities, No. 1, 10s..	21.50
Egyptian Deities, No. 3, 10s	$15.36, 19.22
Mogul	11.22

Cheroots, Etc.

Vaporettes in tin foil, 5 for 10	14.00
Old Virginia Cheroots 5's....	14 00
Jumbo Stogies, 100 in carton.	12.50
Between the Acts Little Cigars 10's, tin and paper..	3 50
Bengal Little Cigars, 10's....	7.50
Royal Bengal, 10 in pkg.....	12.00
Van Bibber Little Cigars....	17.50
Sub Rosa Cigarros, 10s, per 1,000	4 10
Florodora	12.50

Cigarette Papers.

Vanity Fair 50 pkgs in box..	1 05
Wheat Straw, 50 pkgs in box.	1 25
Wheat Straw 100 pkgs in box	2 50
Wild Oats 40 pkgs in box....	.90
Red Seal 50 pkgs in box.....	.25
Corn Husk 50 pkgs in box...	1.15
Corn Husk 100 pkgs in box..	2.30
Interleak, 50	1.15
" 100.	2.25

THE NILSON CO.

Hoffmann House Little Cigars 10 in package, 250 in carton	$7.50
Hoffmann House Magnuma, 10 package, 100 in carton	12.00
Hoffmann House Petit Duc, 10 in package 100 in cart'n	15 00
Hoffmann House Cavaliers 10 in package, 100 in cart'n	18 50

J. B. PACE TOBACCO CO.

Scroll Tag, twist, 6 to lb....	.66
Scroll Tag, 10 oz.....	.66
Mastiff Plug Cut, 1¾ oz.....	.67½
Mastiff Plug Cut, 3½ oz.....	.65½
Mastiff Plug Cut, 10 oz.....	.52

AMERICAN SNUFF CO.

French Rappee, 1⅜ oz, pr dz.	.96
French Rappee, 3½ oz, pr dz.	1.80
French Rappee, 16-oz jars, per lb	.65
Maccaboy, 1⅜ oz, per doz....	.96
Maccaboy, 3½ oz, per doz....	1.80
Maccaboy, 16-oz jars, per lb.	.60
Irish High Toast, 16-oz. jars, per lb	.57
Scotch Lillenthal's, in bladders	.60

CIGARS.

Porto Rico Cigar Co.

El Primero, Forziane Porto Rico	$30.00
El Manifesto, Invincible Roosevelt Porto Rico	87.50

PIPES.

	Per Doz.
Cobs, Hot Shot, 3 doz.....	$0.25
Cobs, Gem, 3 doz.....	.25
Cobs, No. 3, 3 doz.....	.50
Brier, W. P. & Co., Assorted, 3 doz	2.00
Brier, Display Stands, 1 doz...	2.00
Brier, Showcase Assortment, 3 doz	6.00
Pipe Mounts, 1 doz.....	.75
Cherry Stems, 2½x6 in.....	2.00
Cherry Stems 2d 2½x6 in.....	.85
Clay Pipes, T. D., 1½ gross per box	1.25

	Per Box.
Clay Pipes, Woodstock, 1½ gr., per box	1.25
Uncle Sam Cob Pipe, 3 doz box	1.00
Eclipse Patent Cob Pipe, 3 doz. box	2.25
Climax Cob Pipe, 3 doz. box...	2.25
Jewel Cob Pipe, 3 doz. box....	.90
Dewey Cob Pipe, 3 doz. box...	2.50
No. 19 Cob Pipes, 1 doz box....	2.00

WHY IT EXCELS.

Long Experience in Cream Making Reason of Superiority of "Pet" Brand.

To excel in any art requires not only peculiar aptitude but also long continued practice. It is, therefore, reasonable to assume that the Helvetia Milk Condensing Co., whose genius created the Evaporated Cream business, after twenty years of experience should have acquired the highest skill in their peculiar art. There is, no doubt, good reason for the high reputation they enjoy as manufacturers of their famous "Pet" brand of Evaporated Cream.

LASH'S
KIDNEY & LIVER
BITTERS
CURES DYSPEPSIA.

HAVE YOU NOTICED
all these Signs around Town?

WUNDER BEER

It shows that most of the Grocers keep what people ask for—WUNDER BEER If YOU don't, wake up phone to our bottling works and they will send their man to see you.

Phone South 1098

MONEY-WEIGHT SCALES
Pay for themselves in
Less than a Year.
Sold on Easy Monthly Payments
PIERCE & CO.
Flood Bldg. (8th Floor) Market & Powell

Attracting Trade

Enthusiasm in Window Dressing.

If, as a clerk, the window dressing is part of your duties, go at it with the same enthusiasm you would to sell a big order for groceries. There is no excuse for poor window arrangement. Many window dressers do not look around enough. They become self-satisfied and get in a rut and stay there, they have one little plan of their own and they continually stick to it, and although the window may be re-dressed every week, the passers-by are never struck by the fact that it is a freshly arranged display.

Study what other stores are doing and take a look at the window displays in which are shown dry goods, groceries, stationery, drugs, and hardware. Borrow the ideas of dealers in other lines, and work them over into your own wares, and you'll find the work much easier.

It will be found to help, too, to clip out everything you can find in the trade papers on the subject, paste them in a scrap book and you will find in a short time you'll have a great deal of valuable information stored away for future use.

This plan might be followed even if the window is not under your direction at the present moment. Without doubt it may be some day, and you will find that when that day comes a little information in advance on the subject will be most convenient.

Bulk Displays Impress.

The passing crowd is usually quick to lend its attention to unusual exhibits, and when it halts in front of a window filled with a bulk display of a single brand of canned goods, the people are naturally impressed with the large number of goods that it is necessary to carry in stock to make such an exhibit.

Many persons will almost unconsciously formulate in their own minds an argument that a dealer who can buy in such large quantities has an advantage over one who buys in small quantities and it is therefore to their advantage to trade with the former.

This is an argument that is frequently used by merchants in all lines, in their advertising, and yet when stated in cold type it is less effective than the actual demonstration before the eyes of prospective purchasers.

When the mind of the prospective purchaser is once satisfied as to the capacity of the dealer for extensive buying, a strong point has been gained, and the man who has become satisfied on this point is reasonably certain to patronize the store that has created that impression in preference to some establishment which he considers smaller and lacking in the ability to buy in big quantities.

Of course dummy boxes and cartons are usually employed for bulk displays, but the public generally is not sure of the fact.

Keep Reference Books.

The thoroughly wide awake dealer will always make it a point to keep books of reference, such as directories, railroad and street railway time tables, which are constantly being sought for, at hand for the convenience of customers and transients. A small sign in some conspicuous place stating that such books may be consulted inside your store should bring trade and make many friends. It would also make your store better known, which is what you want.

In these days, when nearly every town of any considerable size has innumerable suburban street railway lines radiating out in various directions, the demand for time tables and similar information could be furnished by the enterprising dealer, with great advantage to himself in the way of increased sales.

UNDENIABLY PROVED.

Success Has Attended the Perfection Short Credit System.

The test of time is a good one, and time and practical study by retail dealers have proved that the Perfection Short Credit System is undeniably the best method of keeping accounts for retail stores.

It is in use by thousands of merchants all over the United States, and is steadily growing in popularity.

It overcomes the pass-book nuisance, and simplifies the work.

One writing does it all, and gives full particulars of the details of your business easier than by any other means.

It is also the best protection against dishonesty of either customer or employes, as no tag can be removed without leaving its track behind. Every dealer should use it.

AMONG THE GROCERS.

M. J. Costello has moved his grocery business from his old and popular stand at 747 Brannan street to the opposite side of the street at 748, where he has much larger and more commodious quarters, and is able to make a more attractive display of his excellent stock of goods.

John A. Karrigan has opened a grocery store at 179 Broad street, Ocean View, where he is carrying a large and varied stock of staple and fancy groceries. The place presents an inviting appearance, and is evidently cut out for a winner.

John Doelger, who was in the grocery business at Pacific and Taylor streets for many years, and who recently sold his grocery there to Noller Bros., will open a fine grocery, delicatessen and wine and liquor store in his new block at Hugo street and 7th avenue, south of Golden Gate Park, on Saturday, December 2. Mr. Doelger has just built a handsome structure at the new location, containing a well-fitted store and five flats.

M. & S. Belli & Co. of Colma are doing a flourishing trade which is constantly increasing. They carry a well selected stock of groceries and a good general merchandise line as well. Their store is a center for the people of their district, as they make a specialty of encouraging people to "buy at home."

Radstone & Co. have opened a well stocked grocery in Berkeley. Their line is complete; the store room light and well adapted to making a display that wins trade.

W. A. Gentry, the enterprising grocer of West Berkeley, has moved his grocery stock across the street from the old stand into more commodious quarters, where he is able to display his wares to a better advantage, as well as carry a larger and more varied stock. His trade is steadily growing.

C. E. Peterson has moved his grocery from 48 to 445 San Pablo avenue, Oakland, where he has one of the finest store rooms in the Athens of the Pacific, with a large store room in the rear. He is making a fine display and is getting new business every day.

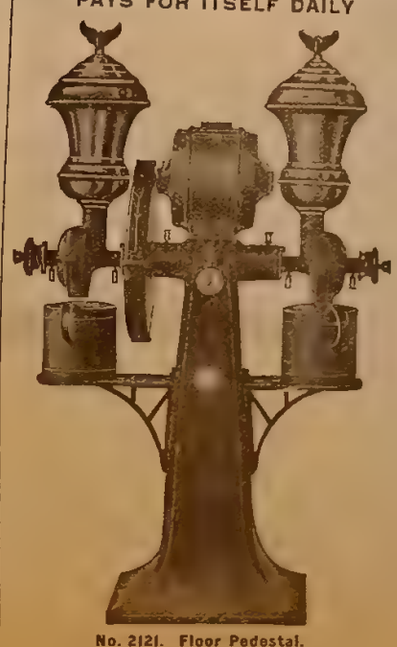
Noller Bros., who recently purchased the old established and successful grocery store of John Doelger at 1126 Taylor, are progressive business men, and are making an effective campaign for new business.



J. F. Cutter Whiskey
IS THE BEST SELLER FOR THE RETAILER ON THE MARKET

E. Martin & Co
Sole Agents
414 FIRST STREET
San Francisco

A Trade Bringer
A Time Saver
A Labor Saver
PAYS FOR ITSELF DAILY



No. 2121. Floor Pedestal.

TWO COMPLETE ELECTRIC MILLS
In One Hobart

One Grinder for cheap coffee.
Another to grind and pulverize your high-priced coffee.

Can grind both at the SAME TIME without changing the aroma or flavor of either class. This feature

Obviates Complaints by Customers
Prevents Loss of Customers
Brings New Customers

No exposed electrical parts. Will last a life-time. Backed FULLY by factory guarantee.

Drop us a line and we will prove our claims.

Sizes, from ¼ to 2 Horsepower.

....Sold on easy terms....

Let me know your current. I will quote you prices and terms.

Install a small one NOW. We will change it as your trade demands.

FRANK F. WEAR
D. S. A. for Pacific Coast
Office: 1634 Market St., San Francisco, Cal.



No. 20. Counter Base.

Groeery Markets.

Commercial Outlook of the Western World as shown by Present Conditions.

Office of the ADVOCATE.
Thursday Afternoon.

ADVANCES.

Oregon Cream Cheese to 17½ cents; Limburger Cheese to 16 cents.

Golden Star Assorted Pie Fruit, gal. to $2.60.

Palo Alto Prunes, ¼ cents per lb. all sizes.

Roquefort Cheese, per lb. to 42 cents; Hawaiian Rice per 100 to $4.35.

Pink Beans to $2.35; Large White Beans to $2.80; Lima Beans to $4.65.

No. 1 China Rice to $6.00.

Fancy Evap. Apples, 50s to 10 cents; Choice, 50s to 9 cents.

Red Beans to $3.50.

Eastern Cure English Bacon, 8 to 10 lb. to 16 cents; 10 to 12 lb. to 15 cents.

DECLINES.

P. & W. Mackerel, 1s to $1.70; 2s to $2.75.

Silver Cow Cream to $3.00.

Tiger Starch, 50 lb. bulk. per lb. to 4 cents.

Manhattan Horse Food, 10 lb pkg to $1.00.

Pacific Codfish, ¼ cent per lb.

Edam Cheese, small, per case to $7.00; large, to $9.00.

Anchovies, ½ kegs, per lb to $2.75; ¼ kegs to $3.75.

Turpentine cases of 2-5s to 86 cents; in drums or iron barrels, to 80 cents.

AGAIN IN MARKET.

Rub No More Wash Powder, 100's, at $4.00; 60s at $2.40; Soap, 100s at $4.10.

Canada Sap Maple Syrup, 25 lb boxes, per lb. at 15 cents.

SCARCE IN MARKET.

Hartley's Marmalade, glass.

DEAL EXPIRES.

The Gold Dust deal expires Dec. 23d. 2½ cases Gold Dust, 24 3-pound packages, at $5 per box, ½ box free; 5 cases at $4.90 ber box, 1 box free; 10 cases at $4.80 per box, 2 boxes free; 25 cases at $4.70 per box, 5 boxes free.

Note:—Case of 100 5c packages may be included in the assortment at special deal price, viz: $4.50 for 2½ boxes; $4.40 for 5 boxes; $4.30 for 10 boxes; $4.20 for 25 boxes.

CROP CONDITIONS.

The U. S. Department of Agriculture reports for the week as follows:

"The light rain of the past week has been beneficial in many respects. More rain is needed at once to enab.e farmers to complete harvesting and seeding. The drought in the central and northern sections is the longest in many years, but as yet the farming interests have not suffered seriously. Walnuts and oranges are being gathered."

SUGAR.

Local—No change in prices.

New York, Nov. 21—Sugar has been firming during the entire week. On last Wednesday there was an advance in European beet. A sale of 14,000 tons of Cubas at 3.40c basis and 10,000 tons Javas spot and to arrive at 3 7-16c basis was expected. On Monday sales of raw were reported at 3½c with an advance of 10 points to 4.45 net cash for granulated. On Tuesday rumors of sales of Cuban on basis of 3 9-16c for centrifugals, 96 deg. test., were reported, with refined firm and a fair demand.

New York, Nov. 16—Willett & Gray report:

Raws—The European markets this week show a gain of 3d against several declines in preceeding weeks. From this it would seem that the bottom has been reached. There has been no definite improvement in our local markets.

Refined—Buyers still hold off but none of the refiners here show a disposition to lead in a decline. If prices here should be dropped 10c per 100 pounds it is likely that heavy business would quickly follow.

New York, Nov. 14.—M. G. Wanzor & Co. report:

Raw sugars have dropped off another 1-16c. The quotation is now 3 7-16c. Business of the week has been in fair volume and marks the making of a new level in the long epoch of steady declining values. Refiners do not need the sugar but owners, rather than carry the stock, accept lower prices in order to effect sales. Every lot sold under such conditions fortifies the refiners in the plan they have mapped out for the acquirement of supplies sufficient to enable them to tide over the intervening period between now and the new crops, and the certainty of a gain in prices that a firmer attitude on sellers' part would bring about is being rapidly reduced to a bare possibility. Were sugar owners to exhibit for a while indifference regarding the disposition of their holdings the anxiety which is at present so great a detriment to them in their marketing would soon be shifted. Almost two months remain before new crop sugars can be laid down at the refineries in needful quantities.

"It is a difficult task to predict what prices will be when the new crops get fairly under way. Europe has an enormous beet crop to take care of. The yield of Cuba and other cane raising countries will allow a large increase. Sugars will be coming to market faster than consumers will need them, and unless the speculator, usually regarded by the farmer and producer as an enemy, comes to the rescue, values will descend to a plane not thought possible. Sugar prices are low and the consequent increased consumption will make steady demands upon the big production. The prices received during the last seven months of next year should compensate the low values expected to rule during the first five months.

MOLLASSES.

New ork, November 14.—N. W. Taussig Co. reports:

"The market at New Orleans has been wonderfully strong durmg the last few days on account of the small receipts of new crop goods at that point. Advances have taken place of 1 to 2c per gallon. The available stocks in New York are very small as compared with previous years. It would be rather difficult to supply the usual demand prevailing prior to Thanksgiving day."

MAPLE SUGAR.

St. Johnsburg, Vt., Nov. 16.—The Cary Maple Sugar Co. report:

"There is practically no maple sugar left in the farmers' hands in either Vermont or Canada. The demand this fall has increased very much. Prices are advancing somewhat. Sales of Canadian sugars have been made lately at less money than the remaining sugar can be bought from the farmers. We expect to see very much higher prices before January 1st.

COFFEE.

The Lewin-Meyer Co. report:

"While there has been an increased demand for good coffees, yet prices are unchanged. No buying of coffee to arrive has been going on here, as the high prices resulting from heavy European buying in Central America has had the effect of keeping buyers from purchasing.

"In New York there has been heavy liquidation of December accounts, which has caused prices of futures to be somewhat depressed. Spot coffee, however, is firmly held in that market.

"Some time next month small arrivals of Guatamala will be due."

New York, Nov. 16.—Willett & Gray report:

"Generally speaking, the market is steady. In the actual coffee market a fair amount of business has been done at a shade below prices ruling last week. Brazil markets hold quite steady. This renders it difficult to get new supplies on the parity of this market. It is quite evident that the majority of holders in the Brazilian markets are satisfied that the future will mean better prices. It is indisputable that the combined crops of the world are very much smaller than the necessities of consumption and there must be heavy inroads in stocks. This foreshadows active competition before the season is much advanced for the remaining portion of the current small crop in Brazil."

RICE.

M. Phillips & Co. say:

"There has been no change in prices of rice since our last report. The situation remains unaltered."

New York, Nov. 14.—Dan Talmage's Sons Co. report:

"The movement for the week was fully up to previous recorus, enquiry being about equally divided between local and out-of-town buyers. Orders from the latter are nearly always accompanied by the injunction to 'ship at once or 'Rush,' indicating imperative needs on part of the trade, it being quite evident that stocks generally are at a low ebb. Honduras sorts of the lower and medium grades are in scanty supply; choice to fancy are in better assortment, but held firmly as resupplies cost quite an item above present local offerings. Japans are still in active request, and as large purchases have been made in this market for Southern account it would seem that those 'nearest the ground' had unbounded confidence in the future.

"At New Orleans the market continues active at figures which show recent advances fully sustained. Screenings and the lower grades of Honduras and Japan are in most active request, and large amounts are being taken for export to Porto Rico. Millers insist that prices of cleaned do not 'pay out' on basis of current values of rough, and when early purchases of such are exhausted, prices of cleaned will have to advance in order to reimburse them for their outlay.

"Cables and correspondence from abroad note firm market. The latest advices from Japan report a shortage of about 15 per cent of average crop. Should this be confirmed the Japanese no doubt will continue to be large factors in the distribution of the Burmah crop."

DRIED FRUIT.

New York, Nov. 21.—The entire line is strong except raisins. Apricots are well cleaned up and firm. Peaches are quiet. Walnuts are fairly firm and active. California almonds are in better demand. Taragona almonds are higher. Figs are active and show an advance for layers.

New York, Nov. 8.—The "Journal of Commerce" quotes a correspondent as saying: "The shortage of the dried fruit in Europe is making it evident that the European trade will be compelled to buy considerable quantities of California prunes, even at very high prices. The advance to a 4c basis before long is certain to be fulfilled.

"There are not 60 cars of peaches on the entire Coast, whereas a year ago there were still 225 or 250 cars unsold there.

Apricots are in very light supply, particularly when it comes to the desirable quality. There is said to be a strong spring demand this year, since fall orders of the jobbing trade were very light, and they will have to buy again for early spring requirements. With any demand you will see much higher prices ruling in the entire line of California fruits than have ruled for many years."

RAISINS.

Practically all sales continue to be of outside goods. The managers of the Growers' Combine do not anticipate 'getting in" on the market before January 1st. Because of the shortage, they anticipate no trouble in selling the entire output during the Spring.

Ne York, Nov. 21.—The general tone of the market is easy. Interior jobbers are reselling Association brands of fancy Coast seedless in New York at 8½c delivered. Consuming demand seems checked by high prices. Offerings of "Ensign" and "Iris" brands, Coast seeded, 1905 crop, in fancy 16-oz. cartons, at 8⅞c, spot, were taken up readily. No more are offered at that price.

California Fruit Canners' Association last Wednesday sold two cars fancy seeded, prompt shipment, from Coast, at 7¾c.

Imported raisins are in liberal supply, with the market easy.

San Diego, Cal., Nov. 18.—The raisin crop of 1905 in the El Cajon district is probably the smallest in the history of the industry. It was only about 200 tons, as against an average of 1000 tons for other years.

Fresno, Cal., Nov. 15.—The directors of the Raisin Growers' Association have decided to authorize the borrowing of $250,000, with the packing houses as security. The only dissenting vote was that of M. Theo. Kearney, who explained later that he objected because he considered the combine a trust and in illegal restraint of trade. This loan will enable the Raisin Growers' Association to carry its stock until the supplies of the outside packers are marketed, when the association goods will have the market without competition. It is thought that this will come shortly after the first of the year, since supplies are not nearly enough to satisfy the demand.

PRUNES.

The market is very firm. It is thought that there are only from 250 to 300 cars left on the Coast. Prices vary according to the necessities of the holders. Sales are reported at prices varying from a 3½c basis to 3¾c. Some growers are holding for 4c.

New York, Nov. 21.—The available spot supply is light and the market is very strong for immediate delivery goods. Sales are reported of spot 40's at 7 to 7¼c, 50's at 6¼c.

DRIED APRICOTS.

New York, Nov. 13—The Eastern correspondent of a prominent Pacific Coast packing firm has received a letter stating that owing to the unusually heavy demand from Europe, practically all the available dried apricots had been taken, notwithstanding the large crop. The letter adds: "In Northern California we do not believe there are ten cars in growers' hands today, while in Southern California 30 days ago there were probably 30 to 40 carloads unsold, and there are now less than ten, with these held at almost prohibitive prices. None of the packers are carrying large stocks."

DRIED APPLES.

Middleport, N. Y., Nov. 13.—R. T. Chase reports:

"Half the evaporators have not run at all. The other half will make about one-third as many dried apples as last year. For this reason we figure that there will be little more than 15 per cent of last year's output. Dealers are paying 8c per lb. for bulk. The West is taking the goods."

New York, Nov. 11.—Wm. S. Ryan reports:

"The 'November squeeze' in dried apples is now being felt by the 'shorts.' It looks as though some of the sellers will not be able to fulfill their obligations. Our market closed nominally at 9c for prime new evaporated apples, although no actual transactions to my knowledge were for more than 8⅞c."



U. S. Government Inspected.
For Quality, Unsurpassed.

WESTERN MEAT COMPANY
SAN FRANCISCO, U. S. A.

DATES.

E. A. Holcomb & Co. report:

"The first direct shipment from Turkish Arabia of golden Persian dates will reach San Francisco on the S. S. Manchuria about December 5th. The dates will find the market practically bare. Prices will be firmly held at about 4½c to the wholesale trade, as the entire shipment of 5,000 boxes (about 325,000 pounds) has been taken up by these firms: L. Scatena, Garcia & Maggini and J. Ivancovich & Co."

BEANS.

Sinsheimer Bros. report.

"Business in beans has been very heavy latterly. The demand has been especially good for large white beans, small white beans and pink beans. An advance in prices resulted in consequence of heavy purchases, and we should say that large white beans are today quoted 15c higher than a week ago.

"The advance in pink beans has been about 10c per hundred, but seems to be checked for the present.

"Small whites are very firm. Prices locally are practically unchanged from last week's quotations.

"The unusual advance in lima beans naturally attracted much attention and it seems evident that the stock now in this State is well under the control of a few houses, with very few left in growers' hands. We must therefore look for higher prices.

"A further advance may be looked for in large white beans, owing to the fact that this year's crop was short probably 150,000 sacks, and with a light crop in the State of New York and a partial failure of the crop in Europe and Africa, and only an average crop in Michigan, we opine that the shortage in this State will be found to result in much higher prices.

"There is no doubt that we raised the largest crop of pink beans on record in this State and that the stock now in hand would under normal conditions be sufficient for all requirements, yet, the demand has been exceedingly good, and considering the fact that pink beans are now the cheapest bean in the market one can hardly expect a decline of prices of this variety.

"Harvest is over, and arrivals are consequently getting smaller."

"The firmness in blackeyes and bayos continues and there is a decidedly strong feeling on small whites, with the possibility of an advance."

W. C. Earnard Co. report:

"The market for all varieties of beans is very strong, owing to heavy Eastern shipping demand and comparatively light stocks on hand. This is particularly true of white beans, the crop of which is quite short this year.

"Lady Washingtons and small white beans have advanced about 25 cents a hundred in the last two weeks. Limas have advanced sharply owing to the stock being greatly reduced by heavy Eastern shipments. The remaining stock of Limas is practically cornered, the general impression seems to be that prices will advance sharply here in the near future.

"Bayo beans are in light supply and will undoubtedly advance inside of the next 60 days. Pink beans are plentiful, but the market is firm on account of heavy Eastern demand. We advise buying all lines of beans on present market, as we believe prices will advance in the early spring."

Chelsea, Mich., Nov. 13.—J. P. Wood reports:

"The market is about 5c higher Beans are quotable now at $1.50 to $1.52. Jobbers still look for lower prices. It is hard to say how they figure it. Their action has been a benefit to the market, since, if every jobber that ought to buy a car had done so prices would be at least 25c higher."

CANNED FRUITS.

None of the California packing companies can now supply full assortments of canned fruits. There are practically no small fruits left. Blackberries and strawberries are entirely out of first hands. Although the total pack has been the largest in the history of any of the big packing concerns, the early clean up of this year is phenomenal. The pack of tomatoes has been much larger than was expected a month ago owing to the continuance of favorable packing weather.

CANNED PINEAPPLE.

New York, Nov. 14.—Paul Taylor Brown Co. reports:

"This morning's cable from Singaport names quotations at a range slightly higher than last week and inform us that it will be impossible to obtain goods for shipment earlier than December—January from Singapore."

CANNED TOMATOES.

New York, Nov. 21.—The market is easy. Last Thursday there was a decline, several large holders selling at 90c factory. It is thought that some of the smaller holders are breaking away from the syndicate. There are quite a number of offerings at 92½c delivered at New York.

Aberdeen, Md., Nov. 11.—Strasbaugh-Silver Co. report:

"Only small stocks are held by packers. Stocks have been light in the hands of jobbers for several months. With these conditions existing at both ends, it is hard to see where the market can be weakened to any extent. The Syndicate can be given credit for a good sized block of tomatoes, yet even if all estimates of their holdings were doubled there would still be no reason for arguing the possibility of a decline with conditions existing as they are."

New York, Nov. 8.—The correspondent of the "Trade" reports:

"The failure to purchase and place immediate orders for some time is weakening the market for canned tomatoes in some quarters. Some holders who have heretofore steadily held out for 97½c were reported ready to sell at 95c. It cannot be learned, however, that any important sales have been made at that price. The conditions governing the market are too strong to permit much reduction of prices. Brisk buying indicated by the decline, would speedily force quotations back again to where they were before."

CANNED CORN.

Aberdeen, Md., Nov. 11.—Strasbaugh-Silver & Co. report:

"Corn is looking up. Packers who have choice goods are holding firm at fair prices. Buyers are taking fair-sized lots providing they can get anything like fair quality under 60c. Some buyers are waiving the idea of getting the best quality at a lower price. Already increased consumption of corn early in the season will undoubtedly bring a change for the better later on.

Baltimore, Md., Nov. 10.—The "Trade" reports:

"The most interesting situation of the market through the country is future in corn. The jobbers seem to be carrying out a well arranged plan of 'hammering' this commodity. As a result, prices are being kept down at the very low level quoted last week. There is not much hope for an advance in the near future. An immense amount of cheap corn has passed out of the packers' hands at the prevailing low figures. It looks as if this action would eventually bring about an advance in prices due to the fact that supplies of the low grade goods are running short. Packers who are in position to hold, expect to come in on the advance that the jobbers are calculating upon. In other words, the jobbers managed to get the corn packers of the entire country stampeded and they are now reaping the benefit of this action in the low prices. This being the case there is almost certain to be an advance in the price of the better grades of corn and it may develop at any time. Corn is undoubtedly worth more money than it is now bringing and those packers who hold now will realize it."

CANNED PEAS.

Baltimore, Md., Nov. 10.—The "Trade" reports.

"The demand for canned peas this week, not only in New York, but in the West, has been quite brisk. Consequently there have been fair prices. The demand seems to be running to the cheaper grade, prices being more the factor than quality. The amount of business being done is very satisfactory and promises, as the season advances, to add something to the price. This is particularly so regarding the better grades."

CANNED SALMON.

Red Alaska salmon is very dull. The

(Continued on page 24.)

ADD TO YOUR

PROFITS

BY SELLING

Plymouth Rock

GRANULATED

GELATINE

IT IS THE **BEST** and **PUREST** MADE.
Granulated and can be measured with a spoon.
Free from Odor and Taste.
Endorsed by Physicians and Housewives everywhere.

AND THE MARGIN IS SATISFACTORY.

FIGURE IT OUT

With 3 dozen packages at $1.10, we give 1 dozen free.
This makes 4 dozen for $3.30 or

Per Dozen 82½c

It sells at 10c or.....$1.20

By the gross, it costs $12.50 with 4 dozen free.
This makes 16 dozen for $12.50 or.....per dozen, 78c

It sells at 10c or.....$1.20

FOR ADVERTISING-- With each dozen is given 12 sample packages, each of which will make 1 pint of jelly.

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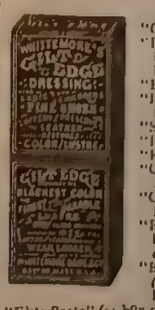
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The World's Standard.

"Gilt Edge" dressing, blk.	$24 00
"Boston" Waterproof Polish (for men's and boys black shoes)	24 00
"Boston, Jr." 10c. size	10 00
"Dandy" Russet Combination	24 00
"Star" Russet Combination	9 00
"Dandy" Russet Paste	9 00
"Red Box" Russet Paste	5 00
"Champion" Black Friction Polish	24 00
"Champion, Jr." Black Friction Polish	10 00
"Elite" Combination (for box calf, black vici kid, etc.)	24 00
"Baby Elite" Combination (for box calf, black vici kid, etc.)	10 00
"Elite Paste" for box calf (two sizes)	$9 00 5 00
"Superb" Patent Leather Paste	9 00
"Blue Fox" Patent Leather Paste	5 00
"French Gloss" (in cartons, for ladies' black shoes)	9 00
"Royal Gloss," 4 oz. (for ladies' black shoes)	8 00
"Bravola" Waterproof Paste Polish, large	9 00
"Bravola" Waterproof Paste Polish small	4 50
"Quick White" perfectly cleans dirty white shoes (two sizes)	$24 00 10 00

Cigars and Tobacco

The Tampa correspondent of Tobacco under date of November 4th says: "A Santaella & Co. are this week working 600 cigar makers and are in need of 150 to 200 more workers. There are indications that the enlarged factory will ere long be crowded. The order book bears strong testimony to this effect." Ehrman Bros. & Co., who have the California agency for this firm, and who sell a very large part of the output of the Santaella factory, say that business was never better than at present, and that orders come almost faster than they can be filled. The Optimo is the leader among high class Havana goods in this market.

The attorneys for the appellant in the case of John M. Lewis against the State of Indiana, a case that has arisen under the new cigarette law, has filed a reply brief in the Supreme Court. Lewis was arrested and fined for having cigarettes in his possession. It is the contention of his attorney that the "cigarette statute" does not apply to men who have cigarettes in their possession for their own use, and that if the court holds that the statute does apply to such cases the law is unconstitutional. The attorneys contend that the legislature did not make it a crime to possess cigarettes or tobacco "because there is nothing hurtful or odious in any way to society in the mere possession." It is contended that the only "possession or owning" that is wrong in itself is the "possessing or owning" for the ulterior purpose of trade.

J. L. Jerichau of 131 Larkin street, who recently took the Publicos account, finds that it was just the thing he wanted for his trade. He has already succeeded in placing it in a great number of stands, and has already had to double his orders to the manufacturer. Mr. Jerichau has got the Rough Rider, his nickel line, placed in nearly every independent stand in this city, Oakland and Berkeley, and still the cry is for more.

Secretary Shaw, the head of the Treasury Department, has repudiated the recent charges made against the United States custom service in Tampa. Secretary Shaw gives the Tampa custom house a clean bill of health and as further compliment to Tampa and its great clear Havana cigar industry, he paid the city a visit during the progress of the Florida State Fair.

Consul Martin, of Amherstberg, Ontario, reports an excellent tobacco crop in his district, one not equaled in quality and quantity since 1890. Mr. Gregory, a North Carolina tobacco expert of the Empire Tobacco Company, puts the possible yield for this year at 12,000,000 pounds. He says the kind grown in Ontario called the Burley is the same as the Kentucky Burley.

The United Cigar Stores Company, which corporation is largely represented in San Francisco has declared an annual dividend of 7 per cent on the preferred stock from the net earnings of the fiscal year.

TO PUSH ANTI-TRUST BRANDS

Honolulu, Hawaiian Ter., Oct. 28—A new company has recently been incorporated to vigorously push the sales of anti-trust brands of cigars and tobaccos throughout the Hawaiian islands.

It is styled the Hayselden Tobacco Co., Ltd., is backed by ample capital, and has men of enterprise and business ability at the helm. It will devote its energies exclusively to the sale of high grade cigars, cigarettes and tobaccos not made by the trust. Mr. Hayselden, the head of the new company, said in an interview:

"We are here to do business, and we propose to give the public real value for their money. You know there is tobacco and tobacco and what we dispense will carry the brands that bear the stamp of high quality, rather than cheap trust-made goods. Our salesrooms and storage cellars are particularly well adapted for the keeping of tobacco and the danger of damp or mouldy goods is eliminated, cigarettes with that, too familiar, graveyardy odor find no place with us for the reason that their environments do not encourage any such condition—and we sell them too quickly; we're in business to sell goods rather than keep them for show

"I will have charge of the sales department and in the conduct of that branch of the business I will pay periodical visits to out of town customers. During my absence Edward O'Brien will see that customers get tobacco and cigars of the right quality and will have charge of the accounting department at all times."—Tobacco.

TOBACCO AND GROCERIES.

Should They Be Sold in the Same Store?

In a recent issue of a medical magazine of large circulation there is an article condemning in most violent terms the widespread custom which grocery stores have of selling cigars, smoking and chewing tobacco and smokers' supplies. Indications are that the article was written by a woman. That's what makes it worth mentioning.

If a grocery store could make a big hit with all the women by throwing the tobacco out of the shop, it would be the most paying move it could make. Nine times out of ten it is the women of the household who decide where the groceries shall be bought. According to the idea of the writer of this medical journal article, there is no doubt that such a move would be of the greatest popularity with the ladies. She says: "If there is any place on earth that should be free from tobacco smoke, smell and tobacco spit, it is where the food which is to be eaten by the people of the community is kept and sold. You all have to eat food more or less seasoned with tobacco smoke, because your grocer wants to make a little more money by adding tobaccos to his wares."

There is this to be said about this emphatic declaration of independence; if it was all literally true—as it may be in some stores—there is no doubt that tobacco and groceries don't mix well. The trouble with the argument is that in most groceries which handle tobacco at all, the tobacco is kept carefully in its own department, more, perhaps, for the sake of the tobacco than for the sake of the groceries. Tobacco is too valuable a commodity to be kicking around promiscuously.

Of course there should be no smoking, chewing or spitting around the grocery store, but that's another story. Selling tobacco does not give the customer a right to expectorate on your floor or behind your apple barrel. The customer who smokes or spits in your store should be politely reminded that this may be disagreeable to lady customers.

Most men use tobacco, and it is doubtful whether the wives and daughters of tobacco-using men object very seriously. Yet it is undoubtedly a fact that women prefer to go into a clear store, free from all odors, tobacco included. The mere presence of a cigar case, however, is likely to prey upon the nerves of that class only which is known as "radical."

Grocers are not alone in the sinful habit of handling tobacco as a side line. The stores devoted exclusively to tobacco are few and far between. Every drug store sells tobacco. So do the ice cream parlors and confectionery stores the hotels and restaurants, the department stores and fruit stands, and yet all such establishments are patronized by women.

After all, it is largely a matter of custom. In those states where liquor is sold under the law, many groceries carry their stock of wines and liquor for family use. And it goes; respectable people patronize such establishments. There may be good moral grounds to objection to tobacco, but when this commodity is properly handled, it is very doubtful whether it gives much offense to the ordinary woman customer.—Topeka Merchants' Journal.



Hunter
Baltimore
Rye

is in all the elements of superior quality

The Perfect Whiskey

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136-144 Second St., San Francisco, Cal.
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A. VIGNIER CO.
429-431 Battery Street San Francisco
IMPORTERS
Sardines, Olive Oils, French Preserves, Washing Blue, French Castile Soap: Clover Leaf, Virgin, Dahlia, mottled, Wines and Liquors—**A. V. H. Gin**—imported goods only.
Sole Agents for the Genuine CLICQUOT Champagne
Only the GENUINE, Imported direct from France, bears Vignier's LABEL

News of the Coast.

CALIFORNIA.

Long Beach—Smith & Maganety have bought the grocery business of N. H. Becker. J. H. May has sold his business to George L. Thorpe.

Los Angeles—George Cusalas, a partner in the Blue Store grocery, will have to answer to a charge of contempt of court before Judge Young in department three of the Superior Court. Cusalas was subpoenaed to appear in court as a witness in the Greek grocery case of Nick Gostis and Louis Mandis against Sheriff White for possession of a grocery stock valued at $660.22. He ignored the citation and a bench warrant was issued for his arrest. A. A. Dutcher is putting in a new stock of groceries and will open for business in a very few days.

Los Angeles—Fitzgerald Bros. have purchased the business of K. B. Norswing, the grocer. Norswing's stock is one of the largest in the Los Angeles suburbs, and invoiced about $8,000 or $9 000. In addition to this a large hay, grain and paint business is transacted Fitzgerald Bros. purchased all except the paint department, which Mr. Norswing will continue to conduct. He will also manufacture cream separators.

Los Angeles—R. J. Palmer is opening a grocery at 244 East 40th street, and Hartwell & Montgomery at 204 East 40th street.

Los Angeles—Trokbridge & Co., proprietors of the Crown Grocery, are preparing to move to the handsome new store building situated across the street from their present location and which is now approaching completion Their new establishment will be one of the handsomest in the suburbs. R. W. Eaton and R. B. Rucker have opened a new grocery store.

Los Angeles—A jury has acquitted J R. Newberry, the grocer, of selling short weight butter. Newberry's contention was that the packages had been properly weighed and stamped in the beginning, and that he had complied with the provisions of the law.

Riverside—Burrows & Elder have established a new grocery store on the corner of Orange and Eighth streets. They will make a specialty of choice fruit and croice groceries.

Riverside—Alderman & Brown have leased an additional store and will greatly enlarge their business. This was made necessary by their increasing trade.

San Bernardino—L. B. Bean & Co., for many years among the leading grocers of this city, have sold their business to Eddy & Buford.

Santa Rosa—J. M. Baney, grocer, has filed a petition in insolvency. Liabilities $1265; assets $1081.

Vacaville—Work will be commenced immediately on a number of improvements at Akerly's grocery store which will entirely remodel that well known establishment. The present show windows will be taken out and replaced with a plate glass front; a basement will be constructed in which will be stored the goods now kept in the rear room, and that room will be added to the main store by the removal of the partition which now separates them. A galvanized iron warehouse will also be erected in the rear of the building

Vallejo—Mrs. J. Murphy has just opened a grocery store at the corner of Alabama street and Butte street, which will prove a great convenience to the residents in that vicinity. Home-made hot mince pies are a specialty, and baked beans can be got for Sunday mornings.

Whittier—Mrs. D. J. Carpenter has purchased the Hoosier grocery and placed her son, L. J. Carpenter, in management of the same, and he is now engaged in making extensive improvements about the store.

IDAHO.

Boise—Lietzke & Bowman have bought C. A. Leitzke's grocery.

Moscow—O. C. Carssow, grocer, has just completed remodelling and enlarging his store. Folgesong & Miller have bought Martinson & Son's grocery.

Mountain Home—Dulin & Besuche have succeeded Hall & Dulin, grocers.

Rathdrum—Remer & Schaefer are arranging to open a furnishings and grocery store.

Twin Falls—C. E. Rose is reported buying out the Twin Falls grocery.

MONTANA.

Great Falls—G. W. Ryan, grocer, had a warehouse burned recently.

Lewiston—J. E. Hopkins has retired from Hopkins & Sons, grocery.

Missoula—Bonner & Price, grocery, have dissolved.

OREGON.

Albina—A grocer recently acted as his own attorney and made a strong plea when arrested for selling tobacco to boys. His clerks all testified that they had received positive instructions to sell no tobacco to minors, and all of them declared that they had never done so. He will have a jury trial.

Hood River—Whistle Bros. will start a grocery here.

La Grande—Mrs. M. Shearer has bought Mrs. H. Ralston's grocery and shoe store.

Medford—O. D. Owens, grocer, has added a bakery.

Pendleton—The Gordon-Harrison Grocery Company has filed articles of incorporation.

Portland—The Union Grocery Company has filed a petition in bankruptcy. The Portland Brokerage & Commission Company, has engaged in the tea, coffee and spice business. The grocery of Sellwood & Adams was entered by burglars one night recently and a small amount of money was taken. No goods were disturbed. The firm of Long & Ogden, grocers, is reported dissolved, Mr. Ogden retiring and Mr. Long continuing the business.

WASHINGTON.

Dayton—A. C. Gerken has bought R. Frater's grocery store.

Hoquiam—H. LaBree will start a grocery.

North Yakima—F. E. Lauderdale has succeeded Lauderdale & Co., grocers.

Seattle—Warren & Symmington have purchased R. Hargreave's grocery store. The J. R. Grant Co. is putting in a new wholesale grocery stock. The Cash Commission Company, grocers, have bought the stock of the Chicago Grocery Company.

Spokane—A. H. Bowen has succeeded the Grace Avenue Grocery Company. J. D. Seymour has purchased E. E. Woodward's grocery store. B. C. Keller has succeeded the Ash Street Grocery Company. W. E. Wing has started a grocery on East Sprague avenue. J. E. Ekman has discontinued his grocery.

Vancouver—L. Conant has succeeded Conant & Nichols, grocery.

BRITISH COLUMBIA.

New Westminster—Geo. Scott has succeeded N. J. Larsen, grocery.

Carnation Cream





Is made of pure milk, containing all its cream. Carnation cows graze in the finest dairying country in the world. Green feed is obtainable all year round. Mountain springs furnish crystal clear drinking water. The climatic conditions are ideal - - - - - - -

BECAUSE OF THESE FACTS

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PACIFIC COAST CONDENSED MILK CO., Manufacturers, SEATTLE, WASH.

JOHN H. SPOHN CO., Agents, 16-22 Front St., SAN FRANCISCO, CAL.

Babbitt's Standards.

ALWAYS UNIFORM!
ALWAYS RELIABLE!
ALWAYS THE BEST!



B. T. Babbitt's Concentrated Lye,

The ready soap maker—a powerful disenfectant—an excellent fertilizer for dipping prunes, spraying trees, etc.

Manufactured by
B. T. Babbitt, (Inc.) New York City.



The C. B. JENNINGS CO., Agents, 121 California St., San Francisco, Cal.

Jacobson, Reimers & Co.
210-212 Davis Street
DISTRIBUTERS OF
Fancy Butter and Honey
Dairy Butter and Eggs

Produce Market

THURSDAY AFTERNOON

BUTTER.

The butter market is firmer and California creamery extras and firsts are a cent higher.

California creamery, extras	28	29
" " firsts	26	27½
" " seconds		24
" dairy, extras		
" " firsts		
" " seconds		
Store butter	19	20
Storage	24	26
" Creamery extras		25
Pickled	22½	
Ladle	23	

EGGS.

California ranch eggs are higher; all grades are firmly held with the tendency upwards.

California Ranch white	53	54
" " mixed colors	47½	50
" Gathered	37½	40
Standard		
Seconds		
Eastern, selected	26	27
Standard	22½	23
Seconds	19½	21
Storage, Cal., Selected	28	30
" " Standard	26	27
" " Seconds		
" Eastern Selected		
" " Standard		
" " Seconds		

CHEESE.

Prices are unchanged, but the market is less steady than a week ago.

California full cream		16
" choice	14	14½
" common	Nominal	
Young Americas		16½
Ea-tern full cream	16½	17
Oregon		

POULTRY.

Fine stock is easily sold and brings good prices. Otherwise the market is quiet and unsatisfactory.

Turkeys, young live	20	21
" old gobblers	20	21
Dressed Turkeys	21	24
Roosters, young, per doz	5 00	5 50
" old "		5 00
Hens	5 00	6 00
Fryers, per doz		4 50
Broilers, per doz, large		4 00
" " small	3 00	3 50
Ducks young	4 00	5 00
" old	4 00	5 00
Pigeons, young	2 00	2 50
" old		1 25
Geese per pair, old 1.50 2.00; young	1 50	2 00

BEANS AND PEAS.

Large white, pea, pink and lima beans are higher than last week, with all kinds firmly held.

Small Whites	2 90	3 10
Large "	2 15	2 5
Lima Bean	3 5	4 00
Pink	1 75	2 00
Horse	1 20	1 75
Red	3 00	3 5
Kidney	3 25	3 75
Lima	4 00	4 25
Navy	3 25	3 50
Cotter (large)		nominal
Black Eyes	4 50	4 75
Dried Green Peas, per 100 lbs	2 25	2 50
" Niles " " " "	2 00	2 40

POTATOES AND ONIONS.

The potato market is easier, but prices are unchanged.

Silver Burbank	45	70
Salinas " No. 1, 80c-$1 00;	No 2, 60c	
Oregons, New	1 15	1.15
Sweet Potatoes	Nom.	
Australian onions	Nom.	
Red (new)	Nom.	
Yellow (new)	80	1 00
Garnet Chili	Nom.	

Continued from page 21.

San Francisco jobbers are all heavily stocked at the 85c price, and various efforts to advance prices have not succeeded. Medium red seems to be entirely out of the market. Pinks have been generally advanced 2½c per dozen to 77½c, and stocks are pretty well reduced. Cheaper grades are all out, there being no chums at all.

New York, Nov. 21.—Chinook is very scarce and there is an active demand. The demand for pink is fair, with prices firm. Red salmon is dull.

Seattle, Wash., Nov. 11.—According to the "Trade Register," no decision has been reached as yet by the International Fisheries Commission as to whether the packing of sockeyes shall be suspended entirely during 1906 and 1908. Chairman Thos. J. Gorman of the Washington Commission said: "It is the intention to unite all of the fishing interests on some measure that will meet with the general demand for the protection of the sockeye salmon, so that when the next international conference is held we will be prepared to ask for legislation that will be passed by the Legislature without a fight on the part of any particular interest."

FISH.

Wieland Bros. say:

"New bloaters will arrive in about two weeks. The opening price on them is 25 per cent higher than last year owing to a short supply of fish. There may be a reaction if the supply later in December should be more plentiful."

New York, Nov. 17.—Strohmeyer & Arpe Co. report:

Holland Herring—Unchanged; demand quiet. Holland expects higher prices.

Scotch Herring—Unchanged, with good hand to mouth demand.

Irish Downing Bay Fat Herring—Quality is particularly fine this year and prices reasonable.

Irish Mackerel—Prices higher, as catch has fallen off considerably and weather conditions are not favorable for large catches.

Norway Mackerel—Large sizes very scarce and the small mackerel are held very firm at higher prices. Stocks are concentrated in very few strong hands.

Imported Sardines—France, no catch; Portugal, moderate catch of very small fish, and prices very firm.

Sprats—Scarce and higher.

Norway Smoked Sardines—Getting scarce and higher.

SMOKED ELOATERS.

Philadelphia, Pa., Nov. 13.—The Grocery "World" says:

"Practically all the last season's bloaters have gone into consumption. At the present writing bloaters are very scarce, the price being around $1.75 for a box of 100, as against a normal price of $1.20 to $1.40. The poor catch of herrings up to date is responsible for the high prices."

CODFISH.

Alaska Codfish Company reports:

"Local market conditions remain unchanged. Pacific codfish continues in demand for Eastern and export markets although that business has proven unprofitable so far. The State of Washington has contributed most of the Eastern shipments, at any price obtainable, to get rid of their excessive supply. When they are rid of the excess we expect an advance in prices if the Eastern demand continues.

SHRIMPS AND OYSTERS.

New Orleans, La., Nov. 11.—Ahrons-Siebert Co., Ltd., report:

Oysters—Packers on the Gulf Coast have had a hard time to get sufficient oyster chuckers to start. They are even now short of hands for this work. The season up to the present time does no promise as large a pack as last season. Prices subject to confirmation are 4 oz., 65c; 5 oz., 70c; 8 oz., $1.30; 10 oz., $1.40. Terms cash, less 1½ per cent f. o. b. factory

Shrimps—The packing season is now over. There are few shrimps left in packers' hands. Prices subject to confirmation are: 1-lb., pickled or dry, 85c 1½-lb., $1.70; cash, less 1½ per cent f. o. b. factory.

CHEESE.

Wieland Bros. say.

"Martin's cheese is strong at present prices with a tendency of an advance of ic per pound very shortly."

OLIVES.

New York, Nov. 11.—Marc. M. Michel, president Seville Packing Co., reports:

Queen Olives—Demand for bottle stock is very brisk, even for busy seasons.

Manzanilla Olives—Stuffed Manzanillas are steady and there is an increasing demand. Little call for plain Manzanillas.

Nicelle Olive Oil—Very largely increased demand and consumption.

Bulk Olives—Our latest reports from Seville state that the total amount of this year's crop cannot exceed 1,500 casks of first class fruit for shipment. According to this report prices must advance. The demand is good, and it is evident that stock will be absorbed by spring.

CRANBERRIES.

The market is very strong and has sharply advanced in the past few days. The price is now $16, with higher prices expected.

New York, Nov. 16.—The "American Grocer" says:

"The Cape Cod crop will probably fall short from 25 to 40c of normal. Receipts are light and demand far exceeds supply. The market has shown a slight advance in prices for the past two weeks. Everything points to a continued high cranberry market."

SPICES.

New York, November 14.—John Clarke reports:

"The market is much more active, with large demands from grinders for pepper, cayennes and ginger. The general tone is strong with a decidedly upward tendency."

PACIFIC STORE AND OFFICE FIXTURE CO. INC.
TEL. BLUE 2571
F. A. OEHM, Pres.

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WHOLESALE GROCERS
SOLE AGENTS
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THE VERY BEST
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Agents for Moerlein's Cinc'nnati BEER
29-31 Battery St., - San Francisco

SALEM BEER
SUITS THOSE WHO ARE PARTICULAR ABOUT THE BEER THEY USE.

IT HAS THE FLAVOR
IT HAS THE AGE
IT HAS REPUTATION
IT IS MADE RIGHT

Those who have used it know it. Those who do not know soon find it out after a trial.

SALEM BREWING ASSOC'N
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Amusements

GRAND OPERA HOUSE.

The theatrical event of the week has been the engagement of Richard Mansfield in an extensive repertoire. The program for the two weeks of the engagement is wonderfully varied and interesting. The critics are all at each other. Some praising vigorously the things that others as vigorously condemn. All unite in hailing Mansfield as the greatest living exponent of the dramatic art. "A Parisian Romance" is billed for Friday evening with "The Merchant of Venice" for the Saturday matinee and "Don Carlos" for Saturday evening. The bill for the next week which will be the last, is as follows: Monday, Nov. 27, Moliere's comedy, "The Misanthrope" (only time); Tuesday, "King Richard III" (last time); Wednesday, "Don Carlos"; Thursday afternoon, Thanksgiving matinee, "Beau Brummel"; Thursday night, "The Merchant of Venice" (last time); Friday night, "Beau Brummel" (last time); Saturday matinee, "Don Carlos" (last time); and Saturday (farewell night) only time in "Dr. Jekyll and Mr. Hyde."

THE TIVOLI.

Everybody has been delighted with the new company with which the Tivoli has been giving its initial week of comic opera. "The Highwayman" is full of fun and pretty music and the strong cast and pretty chorus with the dainty costuming makes the production a "joy forever." The usual Tivoli comic opera prices—25c, 50c and 75c—prevail.

THE CENTRAL.

"Sapho" is the offering this week at the Central Theater. It is being highly enjoyed by very large audiences. Edna Ellsmere added to her laurels by a very clever portrayal of Sapho, and Herschel Mayall has done nothing better than his presentation of Jean. The company goes to the Alhambra next week, when "The Millionaire Detective" will be the opening piece, with Herschel Mayall in the title role. In the new home of the Central stock company melodrama will be the rule and the big stage of the Alhambra will give every opportunity for lavish displays. The same scale of prices will prevail at the Alhambra as were in force at the Central and regular matinees will be given on Saturdays and Sundays of each week. Next Thursday, a special Thanksgiving matinee will be given at the Alhambra of "The Millionaire Detective."

THE CALIFORNIA.

The Utopians, another of the aggregations playing the circuit with a mixture of burlesque, variety and music, are at the California Theater and are entertaining good audiences with their potpourri, "Mixed, Muddled and Fixed." A series of living pictures of Japanese subjects, concluding with some high-colored stereopticon designs, were pleasing. "The Parisian Belles" follow.

THE ALCAZAR.

The Alcazar Theater this week is producing Henry Arthur Jones' dramatic play, "Mrs. Dane's Defense." It serves to introduce the new leading lady, Edith Evelyn, in whom the interest centers. She has made a pleasant impression on the audiences, who gave her a very cordial reception. She plays Mrs. Dane very naturally in the earlier scenes, and rises to the racking emotional one with Sir Daniel Cartaret very creditably. On the first evening there were several recalls for Miss Evelyn, and she said a few words. The company was very satisfactory. Waldron is an excellent Sir Daniel and Juliet Crosby makes an attractive Lady Eastney. The funny farce "My Friend from India" is the offering for Thanksgiving week.

THE MAJESTIC.

"The Light Eternal continues to draw good houses. This is a wonderfully strong drama portraying the steadfastness of the early Christians under persecution. The wonderful "Miracle Cross" has really created quite a sensation.

THE CHUTES.

The two great diving elks are the source of great interest as they leap down the side of an artificial precipice into a tank of water below. This is only one of the myriad features that help make the Chutes interesting. The program in the big free theatre is made up, as usual, of strong "headliners."

FISCHER'S.

"The Telephone Girl" makes a great feature in the bill at Fischer's Theater. It is a merry little piece, merrily played. The vaudeville numbers are attractive. The bill as a whole is very interesting, especially when the prices, 10, 20 and 30 cents, are considered. There is a matinee every day. The evening performance begins at 8:15.

NATIONAL CONVENTION.

Date of Great Meeting Fixed and Plans Being Arranged.

Arrangements have been made for the convention of the National Association Retail Grocers at Niagara Falls, to be held January 24th and 25th, 1906.

The headquarters of the national officers will be at the Imperial Hotel, where rooms can be secured for $1 to $1.50 per person on the European plan.

The rates of some of the other hotels, American plan, are as follows: Temperance House, $1.50; Hotel Empire, $2; Hotel Clifton, $2; Niagara Falls House, $2; Prospect House, $3.50 to $5.50 per day.

JOBBERS DESTROY PROFITS.

Some San Francisco wholesale grocer is responsible for the Broadway Department store of Los Angeles selling the "Peacock" brand of mill stuffs at cut prices. The Los Angeles branch of the Del Monte Milling Co. refused to sell the Broadway Department store, when the management refused to agree to maintain prices. Later, James, Force & Co. tried to buy the goods from the San Francisco branch, but the order was turned down. Later the goods were supplied by a San Francisco wholesale grocer. The Del Monte Milling Co. will leave no stone unturned to protect the trade.

A FIGHT FOR PRINCIPLE.

In speaking of the position taken by the State Grocers' Association and the Advocate about the wholesale grocers of San Francisco, who have seen fit to attempt to disrupt the good trade conditions of Southern California, the "Journal of Commerce" of Kansas City, says.

"The retail grocers of California are right and should be assisted by every local Association in the country. The members and, in fact, all grocers desire honest competition. This is a fight for principle and the **Advocate** should be commended for the assistance it is rendering in this just cause."

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How to Handle Workers.

When an employer appreciates the value of capable employes and knows how to secure them he has only begun to solve the employment problem. Competent men will be worth no more to him than men of mediocre ability unless he knows how to use them. To be really successful he must be able to get the best possible results out of every man in his employ and to retain those who make good. Andrew Carnegie puts this matter well when he says that his success was due not only to surrounding himself with clever men but also to knowing how to use them to the best advantage

No employer is so nearly perfect that he will not occasionally be deceived in men and engage a few who prove bad investments, either through incompetence, lack of adaptability to the work, or some other cause. He can, however, remedy such mistakes if he will watch the work of his employes closely, and promptly dismiss those who do not make good.

Give Every Man a Chance.

If you use care in selecting your employes every one of them is worth a careful trial and should not be dismissed without thorough consideration of the reasons for his not coming up to your expectations. Perhaps the failure is not entirely his own fault but is due to considerations which can be remedied. Another point to remember is that it takes some men longer than others to adapt themselves to new work, and often the most capable man will be the slowest to show what is really in him.

When you are unable to find a way of getting results out of him, do not hesitate to dismiss him at once. To keep a man who is not making good is doing him a wrong, for in some other position better suited to his ability he might be able to succeed. It is also of importance to remember the demoralizing effect which a few incompetents retained in your service will have upon the capable men.

Different Men, Different Methods.

No two men can be handled in exactly the same manner, says J. J Hapgood. One will produce the best results when he is constantly under the lash, and another can do well only when frequently encouraged A word of praise might ruin one of the former type, and harsh criticism would prove equally disastrous to one of the latter.

Men are not machines and they resent being treated as such. They can do their best work only when they are satisfied and enthusiastic, and the wise employer, by courtesy, consideration and a careful study of their various temperaments, will always strive to make them so.

A loyal, enthusiastic, result-producing force of employes is a prime essential to modern business success. The ideal force is still a long way from us, but employers are constantly drawing nearer to it when they use system to find out which of their men are worth retaining, and then use tact to retain them, and get from them the best possible work.

Victims of Success.

"I have read with great interest the various stories that have been written about success," said a world-wise traveling man, "but I never have seen anything about 'victims of success.'

"Sounds funny, doesn't it?" he asked, lighting anew his half-smoked cigar. "But let me tell you, young man, the world is full of them. I've been out to the Pacific Coast and back more times than I have fingers and toes and I've seen the favorite sons when ambition first began to bloom and later when it was a full-grown flower. The victims of success are those who lack the balance wheel. Some of them imagine that money is made to acquire and hoard, others that it is to make and spend fast. The first class are a foe to society, the others enemies of themselves only The first class will sacrifice their friends to augment their bank account. Before they became rich they had time for the poets and philosophers, companions and friends. One I know who had no real friends since he made money, for few will trust him, as they feel he is looking for theirs, and the men who surround him are looking for his. The class of makers and spenders usually acquire the habits that go with the pace, and the sanitarium incloses their finish.

"I recall one man in particular who was esteemed a great success. He was prominent in the railroad world. He made a great deal of money and rose to high place and power, but in the doing of it he had no time to devote to his family. He wasn't stingy with money and they got along. One day he decided to cultivate their acquaintance, but discovered to his sorrow that other men had been doing that, and then he knew that he had made a bad bargain—home for money.

"It's the hardest matter in the world for the winner to keep the brakes on And yet it is possible to do well without becoming a victim of success. Keep in touch with old friends, even if they are poor—give them a lift as the occasion arises. Make new friends, even if they are poor; there are lots of cultivated, fine brains in the world that have no rasping money-making faculty, but a great store of sweet content and pleasurable knowledge They are successes, too, but there are no 'victoms of success' in that class."

A TRADE BUILDER.

When recommending a certain line of goods to his customer, the grocer should have two things in view. The first of these is the profit the goods pay. The second is, the satisfaction the customer will get out of them.

It is very poor policy for the grocer to sell a customer something with which he knows the customer will not be satisfied no matter how large the immediate profit may be. At the same time, it is just as foolish for the retailer to sell articles that carry no profit just because his customers happen to demand that particular brand, especially if there is some other article equally as good on which the retailer gets a fair profit. When an article combines both advantages of profit and satisfaction the dealer who handles the goods is fortunate.

Because their Diamond "C" Ham and Bacon possess those qualities, the Cudahy Packing Co. have won out the success they have secured. Consumers on the Pacific Coast are very exacting as to quality. They know what they want and why they want it. This is particularly true in regards to ham and bacon. This fact accounts for the enormous popularity of the Diamond "C" goods.

Dealers who give their trade Diamond "C" products, will find that they are satisfied. The quality of these goods is such as to occasion comment from the consumer. As a result, one sale makes several more since satisfied customers send their friends to the store that handles these goods.



It has come to our knowledge that there is an attempt to introduce on the market a WASHING AMMONIA made from Bones and Animal Refuse. We trust that the trade will take time to investigate the character of this STUFF which, if sold to the consumer, will only tend to discourage the use of Ammonia as a household article.

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OFFICE AND BOTTLING WORKS

160 Thirteenth St., near Folsom, S. F.

Highest Grade Package Goods for Family Trade

ROYAL AND QUEEN'S TASTE

(1 lb packages) (¼ lb cartons)

Macaroni, Vermicelli and Spaghetti

ROYAL ITALIAN A. B. C. PASTE, in 1 lb papers
GOLDEN GATE EGG NOODLES, in ½ lb papers

For Sale by all Jobbers

PETERS BROS., BALTZ & DITTMANN

PROPRIETORS

The California Brewing Co.

Douglas Street, bet. 17th and 18th

SAN FRANCISCO, CAL.

TOBOGGAN

MAPLE SYRUP -- IT IS BEST

Pacific Coast Syrup Co.

SAN FRANCISCO

THREE REFINERIES: SAN FRANCISCO, PORTLAND and SEATTLE.

WILL IT PAY?



Double First Floor Outfit

Every business transaction is weighed by one standard

WILL IT PAY?

If you handle *oil of any kind* it will pay you to purchase a

BOWSER
SELF MEASURING
OIL TANK

Let us ask you a few questions :—

Is it worth 10 cents a day to handle your oils without waste?

Is it worth 10 cents a day to sell your oils without loss of time or labor?

Is it worth 10 cents a day to have no leaky, dirty measures and funnels to handle?

Is it worth 10 cents a day to keep your oil room neat and clean?

We might propound a hundred questions equally as pertinent. If any of these are worth 10 cents a day, is not the combination of the many worth more than the cost of a "Bowser Self Measuring Oil Tank" which will give you all of these advantages?

LET US GIVE YOU FULL PARTICULARS——ASK FOR CATALOG "BB"

S. F. BOWSER & CO.
FORT WAYNE, INDIANA



Quicker
Simpler
Cheaper
Better

Than Any Other System

The Perfection Short Credit System

ONE WRITING DOES ALL YOUR WORK AND YOU GET

The total each customer owes.
The total of your credit sales.
A weekly comparison of each customer's account.
And you are absolutely guaranteed against the dishonesty of employees.

Write for Catalogue.

P. E. LENFESTEY, Pacific Coast Agent
SAN FRANCISCO.

Any Way You Examine a

McCray Refrigerator



No. 410 Grocers' Refrigerator.

Inside or Outside, it is a True Realization of all that is Best in Refrigerator Construction

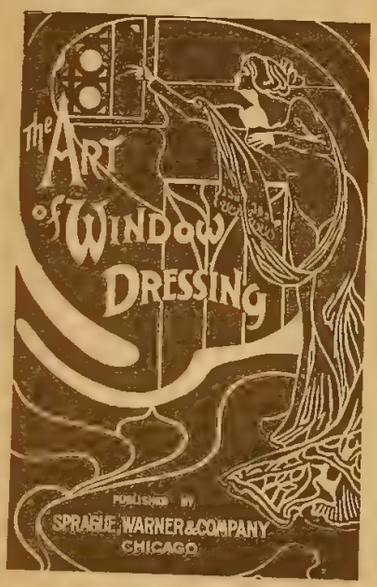
THE McCRAY REFRIGERATOR RANKS first in every way. It is sold entirely on its merits and is known everywhere for superiority.

McCRAY REFRIGERATORS are perfect refrigerators and will in a short time repay their cost through saving of butter and other provisions, and ice.

We can here give you but a faint idea of the McCray refrigerator. Let us send you our catalog showing our extensive line from which you can make a selection.

SOLD ON EASY PAYMENTS.
McCRAY REFRIGERATORS ARE GUARANTEED.

BECK - WAKEFIELD COMPANY
GENERAL AGENTS
122 Market Street, San Francisco, Cal.



WINDOW DRESSING FOR GROCERS

Many New and Simple Designs for arranging your windows so they will draw trade.

We are offering this work at the nominal sum of *Fifty Cents*
POSTAGE PAID. ILLUSTRATED. 132 PAGES. 6 x 9 INCHES. CLOTH-BOUND

Retail Grocers' Advocate, - - 456 Montgomery St.
SAN FRANCISCO.

THE RETAIL GROCERS ADVOCATE

A. H. POWERS, Editor

SAN FRANCISCO, CAL., DECEMBER 1, 1905

Vol. 10, No. 48

M. J. B. Coffee

sells better than any other

Why?

IXL - Kapp and Street - W.G.M.

TAMALES

IN

KEY-OPENER CANS



THE ORIGINAL

Powdered STOVE POLISH

Mixes with water instantly.

Advertised Everywhere.

OUR GUARANTEES:

To give SATISFACTION or your MONEY BACK
To give a QUICK, BRILLIANT LUSTRE
To give Dealers a GOOD PROFIT

5-cent Size, per box, 3 doz., **Costs $1.50,** with ½ dozen free, **Sells for $2.10**

10-cent Size, per box, 3 doz., **Costs $2.50,** with ½ dozen free, **Sells for $4.20**

R. A. Holcombe & Co. Pacific Coast Agents. 124 California St. San Francisco, Cal.



H. HAUCH

Customers Simply Delighted

H. Hauch & Co., who conduct two of the finest grocery stores in Alameda, say of the

McCaskey Account Register

that they would not be without them if they cost several times the price asked for them, because they

Save a bookkeeper's salary every month and are the most competent collector they ever had.

WILLIAM A. HAWLEY, Esq., San Francisco. ALAMEDA, CAL., November 17th, 1905.

DEAR SIR—Your McCaskey System of account keeping has been in operation in one of our stores for almost two months, hence we have had ample opportunity to test its merits. To say that we are pleased is not to do justice to the case. **WE WOULD NOT DO WITHOUT THE SYSTEM IF IT COSTS SEVERAL TIMES THE PRICE YOU ARE ASKING FOR IT.** We save a bookkeeper's salary EVERY MONTH. Our accounts are always up to the very minute. It is the **most competent collector** we ever had. It practically does away with errors and omissions. It is so simple that a child can understand it, and last, but not least, **our customers are simply delighted with it.**

You are aware of the fact that we have recently placed an order for a large system for our main store, although we had a really invested in a modern duplicating loose leaf bill system, which we expected to start on the 1st of January. **Your system has proved so superior that we have no hesitation in displacing the one already on hand and still unused before even putting it into commission.** From a business point of view we consider our investment in the McCaskey the very best we have ever made.

Very truly yours,

H. HAUCH & CO.

W. A. HAWLEY, Pacific Coast Agent for McCASKEY ACCOUNT REGISTERS — Office—Top Floor, James Flood Building, Powell and Market Sts. SAN FRANCISCO, CAL.

THE OVERLAND LIMITED

has

Electric Lights in Every Berth

The new composite-observation cars, the train libraries, excellent dining-car service, luxuriously appointed sleeping cars, and the courtesy of the attendants make this one of the finest trains in America.

The magnificent scenery of the Sierra Nevada and Rocky Mountains, and the novelty of crossing the great Salt Lake by rail add to the enjoyment of the trip, and make it one of unusual interest.

San Francisco to Chicago in less than three days.

Full particulars of agent,

SOUTHERN PACIFIC

THE GROCER SAVES MONEY

The Customer is Pleased,

Where

THE O. K. CHEESE CUTTER

is used.



$20.00 Net

F. O. B. Detroit, Mich.

Cuts the Cheese by weight, or money's worth. **Does it better than any other** — Is absolutely accurate. Cannot get out of order.

Our Testimonials Come from Satisfied Users.

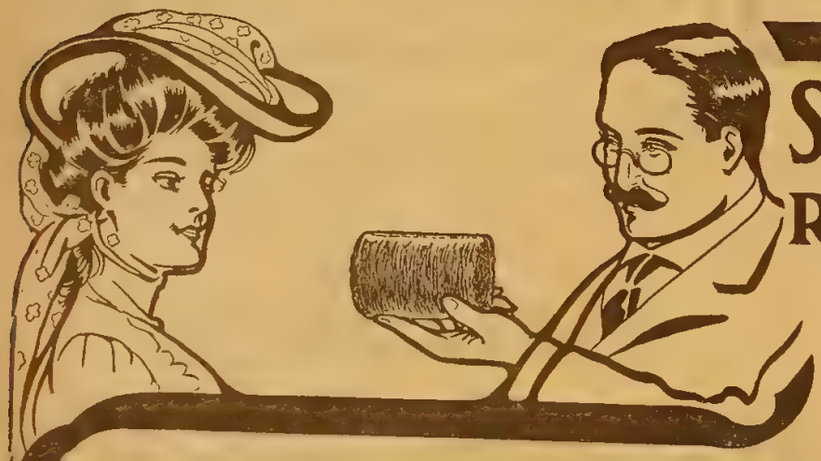
We could not spare a single Cutter to send to the World's Fair at St. Louis—Needed all we could make to fill orders.

Catalog supplied from Dept. R. Write for one.

Give your Jobber's name and address.

The Standard Computing Scale Co., Ltd.

DETROIT, MICH.



SHREDDED WHOLE WHEAT RECOMMENDATION

The Best Cereal Food to Eat, and
The Best Cereal Food to Sell, is

Shredded Whole Wheat

It is made in two forms, Shredded Wheat **BISCUIT** and **TRISCUIT.**

TRISCUIT is a CRACKER, not a "breakfast food." It is used as toast in place of ordinary bread toast, and for all purposes for which the common white cracker of commerce is used.

Shredded Wheat **BISCUIT** is the standard wheat food of the world, delicious for breakfast, or for every meal for every day in the year. It contains all the nutriment in the whole wheat in digestible form. A good seller all the year round.

THE NATURAL FOOD COMPANY
Niagara Falls, N. Y.

GE

Common Sense teaches Grocers to sell what pays Best

AND GIVES SATISFACTION.

That's why **1000** Retail Grocers in the Bay Cities sell **"A 1" FLOUR.**

You can MONEY BACK our goods.

BEST ON EARTH

"A 1" FLOUR



We claim that **"A 1" FLOUR** will make MORE LOAVES OF BREAD to the barrel and BETTER BREAD than other flours.

WE MAINTAIN THE RETAIL SELLING PRICE.

Tell us how to do more and WE'LL DO IT!

GLOBE GRAIN & MILLING CO.

MONTGOMERY AND CHESTNUT STS., SAN FRANCISCO, CAL.

Telephone Bush 759.

(Please mention the ADVOCATE to Advertisers. It helps us materially.)

CUSTOMERS PRAISE THEM

SATISFACTION INCREASES TRADE ON THESE GOODS.

The McCORMICK-SAELTZER CO., of Redding, Cal., say:



NOTHING IS QUITE SO GOOD

REDDING, CAL., April 14, 1905.

CUDAHY PACKING CO.,
San Francisco, Cal.

DEAR SIRS:—We are receiving many words of **praise from our customers** regarding the quality of Diamond "C" Hams and Bacon, as being the finest flavored and most evenly cured meat that has ever been offered on this market. The way our **trade is increasing on these goods** demonstrates to us that it must be a fact.

We look for our trade to be ALL Diamond "C" before long.

Yours very truly,
The McCORMICK-SAELTZER CO., Inc.
Per F. F. KRAUSE, Mgr. Grocery Dept.



FINEST IN FLAVOR AND APPEARANCE

"THE TASTE TELLS"

The Trade can Trust any promise made in the name of SAPOLIO; and, therefore, there need be no hesitation about stocking

HAND SAPOLIO

It is boldly advertised, and will both sell and satisfy.

HAND SAPOLIO is a special toilet soap—superior to any other in countless ways—delicate enough for the baby's skin, and capable of removing any stain.
Costs the dealer the same as regular SAPOLIO, but should be sold at 10 cents per cake.

Retail Grocers' Advocate

CALIFORNIA RETAIL GROCERS' AND MERCHANTS' ASSOCIATION — OFFICIAL PAPER — RETAIL GROCERS' ASSOCIATION

Vol. 10 — SAN FRANCISCO, CAL., DECEMBER 1, 1905 — No. 48

THE RETAIL GROCERS' ADVOCATE

Published Every Friday by
ADVOCATE PUBLISHING CO.

Subscriptions:
One Year $2.00
Single Copies ..... .10

PUBLICATION OFFICE:
456 MONTGOMERY STREET.
Rooms 413-414. - Tele. John 2601

Entered at the Postoffice at San Francisco as Second Class Matter.

Points to Watch

CANNED CORN—
is being sold at less than the cost of production. Higher prices are expected.

WALNUTS—
The percentage of No. 2 nuts is greater this year than last and the crop is smaller.

OLIVES—
The U. S. consular representatives in Spain and Greece write that the olive crop is short about 50 per cent and large fruit especially scarce.

CAVIAR—
The consumption of caviar has fallen off because of the high prices during the past five years and prices are falling, and, it is predicted, will go still lower.

RICE—
The rice market, despite recent advances, is very strong, with the tendency upward. Well informed dealers say the situation justifies holding good stocks.

SARDINES AND SPRATS.
There has been a very short pack of French sardines and sprats this season, making a certainty of high prices.

RECEIVER DISCHARGED.

John H. Spohn Co. Relieved By Court of This Annoyance.

The receiver appointed to take charge of the affairs of the Spohn-Patrick Company and its successor, the John H. Spohn Company, was discharged Monday, Nov. 7th, by Judge Hebbard upon the directors of the old company and the new corporation filing a satisfactory bond for $10,000 to reimburse Frederick T. Lyden for any judgment he may secure against the corporation.

Lyden brought suit some time ago against the Spohn-Patrick Company for an accounting claiming the company was indebted to him for salary and alleged profits of the business.

The Spohn-Patrick Company replied that it did not owe Lyden anything, but that he owed the company. The Spohn-Patrick Company then transferred its business to the John H. Spohn Company, and Lyden then had a receiver appointed. The case will come up for trial next Monday.

The walnut and almond situation continues favorable to present holders, with the market showing an increased tendency to firmness. The Southern California Walnut Growers' Association has sold all its No. 1 walnuts and most of its No. 2 walnuts at open ng prices. The almond situation is also firm, though the fact that a portion o. the crop is below the average in quality renders it difficult to fix definite prices.

PROGRESS.

Why San Francisco Grocers May Expect a Model Organization.

San Francisco should be able to maintain an Association of retail grocers that would be recognized as a model for the entire United States. There are enough retail grocers of standing in this city who have interests in common to warrant their establishing an organization that would assist them in many ways.

Curbing Dead Beats.

Such an organization, we have learned, could enable its members, at a very slight expense, to secure full and detailed reports with regard to any party who might desire to open an account with them. These reports would save every member from the loss of hundreds of dollars now entailed by the extension of credit to unworthy persons.

Through an effective organization, there could be secured the collection of many accounts by a reputable agency thoroughly equipped to follow up people who do not pay their bills. This service would include a blacklist of people who have not paid their grocery bills to other members. It would also include a guarantee of the prompt payment of any money that might be collected in the shape of a bond for $5000 with a first-class security company.

Curing Trade Abuses.

There are about 375 retail grocers in San Francisco who are possible members of such an organization. Their combined purchases would make up at least 80 per cent of the purchasing power of the grocers of San Francisco If one-half of this purchasing power were acting as a unit in rewarding firms that protected the interests of the retail grocers and in refusing to do business with firms who ignored heir obligations to the retail grocery trade. it would be a force that no wholesale grocer, manufacturer or commission house would care to overlook.

It would be a power for good in helping the honest men of the trade.

It would be a still greater power for good in convincing the men inclined to be dishonest that as a matter of policy, honesty would pay the best.

Outside Assistance at Hand.

One of the greatest advantages of this organization would be its compactness. The collection bureau would supply the blacklist without expense to the organization. The secretary would not be required to give any of his time to the matter of collecting bills, securing credit ratings, hustling for ads. or any little private graft This would mean that he could devote his entire time to the Association work showing the members how they could better themselves by acting together. This would give a compactness and effectiveness to the organization that the San Francisco Association has never had before.

This compactness will enable the organization to profit largely by the power of the organizations in other cities of the State.

(Continued on page 8.)

WAR IN SACRAMENTO.

A Leading Retailer Outlines the Situation For One of the Local Dailies.

An interview with F. B. Fancher of the American Cash Store, one of the directors for California of the Pacific Coast Retail Grocers' Association, was printed in the "Bee" of Sacramento recently. In this interview Mr. Fancher briefly and forcefully explained the attitude of the Association in regard to price conditions as follows:

"The whole thing briefly is simply this," said Mr. Fancher. "The Retail Grocers' Association does not give trading stamps. The Rochdale Company wanted to give trading stamps and cash checks so they withdrew. It is against the constitution and by-laws of the Association to give stamps. The stamp companies only give trading stamps to one merchant within a certain district, and they become a perfect nuisance in time.

"The only people who make any money out of the stamps are the trading stamp people themselves. We contend that a merchant cannot afford to give stamps and at the same time sell as cheap as the other merchants do, because the stamp companies have to be paid from 2½ to 5 per cent for the stamps. We would rather give the customer the benefit of that percentage.

Detrimental to Business.

"The giving of stamps is detrimental to business. The stamp company tried to get us to put them in and offered them to us at a very low price We would not because we could no see how we could pay from 2½ to 5 per cent for the stamps, and at the same time sell as low as we do. There are three trading stamp companies in town now—the green stamps, the cash checks, and the gold stamps. If the stamps benefitted either the merchant or the customer, we might use them, but they only take money out of town. The State and National Grocers' Associations are also opposed to trading stamps. We passed an act at the last Legislature against the trading stamps, but it was declared unconstitutional. We hope to pass another act at the next session that will be constitutional.

About Fixing Prices.

"In regard to fixing prices, all we did in the Association was to put profit enough on stable commodities to pay for handling them. It costs from 15 to 20 per cent to conduct a business and when a merchant sells sugar for what he pays for it, he loses that much That is why so many grocers fail They do not realize that they lose when they sell for cost."

M. EHRMAN & CO. RETIRING.

It is announced that Myer and Albert Ehrman having determined to retire from active business, the wholesale grocery concern of M. Ehrman & Co. will be either disposed of as a whole, or wound up within a short period.

Lansing, Mich.—The State Convention is to be held at Saginaw on January 9-10-11.

SECRETARY DID IT.

How Indianapolis Grocers Won Success For Their Organization.

The Indianapolis Retail Grocers' Association, which now has 400 members in good standing, had about 126 members a little over a year ago. This change was brought about through the wise action of a broad-gauged, liberal-minded board of directors, who realized that the Grocers' Association had to be run on the same lines as any other business to be successful.

They therefore secured as "manager," a secretary who was worthy of the position and then gave him the chance of making the business successful. The "Inland Grocer" tells the result as follows:

"One of the first things this board did after its election two years ago, was to grant enlarged powers and duties to the secretary, making him a working executive instead of a mere figure head carrying out the directions of the board.

"This proved a wise move and has resulted in making the association a power in the city in the interest of the grocery trade. Instead of merely providing a meeting place for the members, it is now a high class business organization, repaying a hundred times over the expense to each individual member.

"One of the first moves in the direction of improvement was the establishment of a collecting and reporting department. At the present time the secretary can, in less than a minute's time furnish a report on any of over 70,000 persons. The value of this report to a grocer is almost inestimable. The department also has at the present time something over 2000 accounts for collection—not only for collection, but they are really collecting them.

"In the great majority of cases these accounts are against persons who have moved from the neighborhood where the account was made, and in many cases the creditor has been lost sight of entirely by the grocer, even his residence being unknown.

"The money received on a great many of these accounts is looked upon as a clear gain, as all hopes of ever receiving it was long ago given up by the creditor.

"Four collectors are given constant employment at present and new ones are being added from time to time. Each collector is furnished with a bicycle bearing a sign in large letters, telling that the rider is a collector for the grocer's collecting agency and so prominent are these signs that the most hardened delinquent loses heart before they have made many calls at his house

"The growth of the association has been phenomenal of late, sixty-five new members having been added at the last meeting and eighty-five at the previous meeting. A large number of applications are now in the hands of the secretary for action at the next meeting."

Cleveland, O.—The fifth annual Pure Food Show given by the Grocers' Association closed Saturday after its usual run of three weeks. The success of this show was even more than that of preceding exhibitions.

CARNATION CREAM

VERSUS

THE "CHEAP CREAMS"

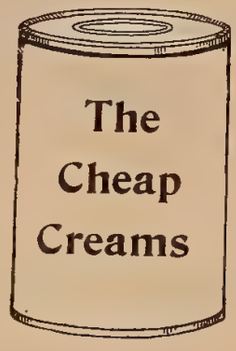


No Deception Here

We offer no presents or premiums. MERIT—exceptional merit—sells

Carnation Cream

Quality has placed it in a majority of the best homes to the exclusion of all other brands. Quality will keep it there.



Beware of Gold Bricks

The "Cheap Creams" are seeking a market through "premiums."

This is a "blind" that the intelligent grocers and public are able to see through. ☞ It means forget quality. But will you?

Sell Carnation Cream and be the Carnation milkman to all of your customers.

PACIFIC COAST CONDENSED MILK CO.
Manufacturers
Seattle and Kent, Wash.; Forest Grove, Ore.

JOHN H. SPOHN COMPANY, Agents
16-22 Front St., -:- San Francisco, Cal.
SPOHN-COOK CO., Los Angeles, Cal.

SEASONABLE SUGGESTIONS.

Pointers "Borrowed" From the Columns of Various Careful Contemporaries.

Push cocoa and chocolate.

Tea should be kept to the front.

Coffee should be pushed all the time.

Build your coffee and tea trade on quality.

Demand for all sorts of nuts is increasing.

Have you all the spices for seasoning the turkey stuffing?

Short days cause increased sales of candles, lanters, wicks, etc.

Keep the pickle barrel where dirt and dust will not blow into it.

California olive men are organizing a campaign of advertising in the East.

There is always a chance to do something in the woodenware department.

Water that has boiled too long will not extract the full strength and flavor of the tea leaves.

Plain dried apples will be trotting in the candied fruit class pretty soon if prices keep advancing.

The Wisconsin food commission has declared against codfish in which borax or other chemicals are used as a preservative.

Some factories have withdrawn prices on tomato catsup, but jobbers are generally well supplied for all present requirements.

Owing to the great scarcity of labor on the southern coast the pack of canned oysters is likely to fall below the customary output.

What per cent of gross sales does it cost you to do business? Do you know. Some grocers say it costs from 15 to 18 per cent.

Dried fruits should be displayed where customers entering the store cannot help but see them. Also keep these goods covered with glass.

A candy counter ought to be a paying department of the town store. Many retailers in the grocery and general merchandise business make candy pay.

Canned corn seems to be the "work horse" of canned goods just now. Such a big consumption as seems inevitable may cause the market to advance a little later.

Now it is claimed that one of the most advertised pre-digested breakfast foods contains strychnine, which is a well-known heart stimulant and also a poison.

There is reported a syndicate which will merge all the starch factories in Canada. Trusts are sometimes formed evidently, in other countries than the United States.

Take pains to point out to your customers the good points of tea. Many persons do not know what constitutes good tea—or rather, what faults cheap teas generally have.

Keep the stock up to date by getting a few of the new lines as they are put out by the manufacturers. If they take, keep them in stock. If not, do the other thing.

Price tickets help to sell goods. The consumer wants to know what goods cost and when he sees something that strikes him as cheap, he's pretty certain to sample it at least.

Just because business comes easy before Thanksgiving and Christmas is no reason why you should let up on your efforts to get it. There is always "more" if you go after it.

Make up dollar assortments of groceries, several of them, and advertise them a whirl just to see what happens. If the assortments are all right and the ad not all wrong results will be satisfactory.

The only reliable test of tea is the cup test. Pour a certain quantity of boiling water over a certain quantity of tea leaves. After three. five or seven minutes the liquor is ready to be tasted or smelled.

Dress your windows at regular intervals and don't forget or put it off. Keep seasonable groceries where customers can see them. Mincemeat pickles, cheese, salt fish, raisins, currants, etc., are seasonable.

The grocer who fails to "count, weigh, measure or gauge everything you buy" will not be a grocer very long. For him the sweet seclusion of the bankruptcy court and the society of the might-have-beens.—Merchants' Review.

There are four things that will make the success of any retail grocery. They are the best flour, finest butter, choice tea, perfect coffee. Failure to keep any of these articles will hurt the trade of any retailer in proportion as he fails to keep one or more of the things named.

Stuffed olives are produced by taking out the pit or stone of a cured Manzanilla olive by the use of a patent machine, and filling the round opening thus formed with a carefully cut strip of sweet Spanish red pepper, which possesses a mild and pleasing flavor. This pepper is known as the Pimiento.—Commerce.

It is said that some of the jobbers and others who bought large blocks of tomatoes early in the season are unloading now, being attracted by the immense profit, and as a consequence the market is not so strong. Some of the early buyers are said to have made as much as 50 cents a case without ever touching the goods.

A report from Kalamazoo, Mich., says that according to peach canners the season was almost a complete failure. although the peach crop was almost double that of any season since 1892. They estimate their loss at half a million dollars, due to their failure to handle the crop, which was delivered too fast for them to care for it.

A London mail advice reported the stocks of Conadre figs as practically exhausted in that market. Cables from Smyrna noted a further advance there in layers of fine quality. It is expected that shipments from there will fall off materially during the month. Holders here report that this market is now at its lowest point for the season.—Grocers' Criterion.

The characteristics of tea which the dealer should consider are leaf, liquor, character and flavor, and they should never be allowed to possess in the dealer's mind a significance to which they are not entitled. For example. he dealer should assign only so much importance to the leaf, so much to haracter, so much to liquor and so much to flavor. When a dealer buys tea because it looks nice in the leaf it is wise for the consumers to patronize the other dealer.

The classification or sorting of the olives is very exact. In Queens the largest market size is that known as 60-70, meaning that from 60 to 70 olives of that size weigh one kilo—equivalent to 2 1-5 pounds. The next size is 70-80, and so on in a series of tens down to 190-200, beyond which the very small fruit is sold in bulk. The Manzanillas being smaller, are classified with a variation usually of 20 to the kilo—for example, 160-180, 180-200, 200-220.—Commerce.

What are some of the Thanksgiving lines? First that comes to mind is cranberries. They are inseparable from the turkey, even if they are sold around $12 a barrel. Then there are mince meats, nuts of all kinds, fancy dried fruits, such as cluster raisins dates, figs, etc., candied fruits, oranges, grapes and candies. These will all be wanted for the Thanksgiving dinner. Then there are canned soups, that may come in also, to say nothing of canned vegetables, and canned fruits for dessert. Olives and pickles are sure to be asked for.

Package tea, when put up under the supervision of the most expert men in the trade, insures uniformity of cup quality. the esential feature of a good trade in the leaf. It avoids loss of flavor, the giving of overweight and cost of wrapping, and enables consumers to so identify their wants that the retailer has no trouble in giving consumers the same grade, year in and year out; for the expert blender, studying the varying characteristics of tea, guards against differences in the product of the same gardens, and is thus careful to insure uniformity of flavor.—American Grocer.

A MATTER OF HEALTH

ROYAL



BAKING POWDER

Absolutely Pure

HAS NO SUBSTITUTE

All Grocers should carry a full stock of Royal Baking Powder. It always gives the Greatest Satisfaction to customers, and in the end yields the larger profit to the Grocer.

Nicelle

is to other olive oils what champagne is to ordinary wine.



A beautiful and useful book on the preparation and serving of salads, full of illustrated recipes, Sent Free on Request

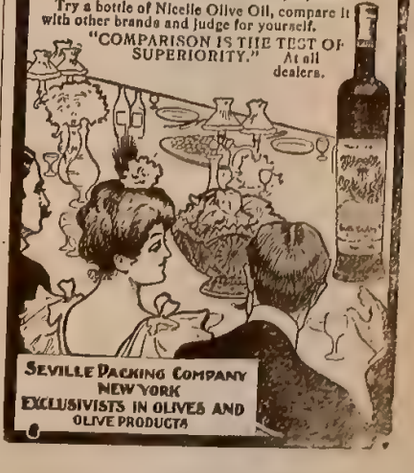
Nicelle Olive Oil

Made in Nice, France, of selected, "sound" olives. Unexcelled for its PURITY, FLAVOR AND BRILLIANCY

Don't Spoil Your Salad by using poor oils, made from cotton seed, animal fats, drugs, etc. Such oils have disagreeable flavors and are often very injurious.

Try a bottle of Nicelle Olive Oil, compare it with other brands and judge for yourself.

"COMPARISON IS THE TEST OF SUPERIORITY." At all dealers.



SEVILLE PACKING COMPANY NEW YORK EXCLUSIVISTS IN OLIVES AND OLIVE PRODUCTS

JOHN H. SPOHN CO.

(INCORPORATED.)

Pacific Coast Agents

16-18-20-22 Front Street San Francisco Cal.

BRANCH HOUSES:

Portland, Seattle, Denver, Salt Lake City

SPOHN-COOK COMPANY, Los Angeles, Cal.

PROGRESS.

(Continued from page 5.)

Each Association has a certain amount of influence because of the purchasing power of the individuals making up its membership. When this influence is all united for a common purpose it assumes proportions that are quite formidable.

Retail Grocers Ready.

Owing to the grave dissatisfaction caused by the waste of possibilities and the high-handed interference of a few of the smaller grocers with the plans desired by the majority of the Association as expressed by their votes and their voices, there has been a very general dissatisfaction with Association work in San Francisco. There has also been created a doubt as to the possibility of the grocers of San Francisco being able to accomplish the same results as those secured by grocers of other communities. This is a very unfair conclusion and one that does not do justice to the intelligence of the grocers of San Francisco.

There are enough earnest, clever men in the retail grocery business in San Francisco to accomplish results for themselves. This has been shown at various times when these grocers had proper leadership.

The Start Already Made.

Enough of the best grocers of San Francisco have already signified their desire to co-operate in the formation of an effective organization to insure its success. There is no desire to have this new organization expand with mushroom growth. These merchants desire rather to have a strong foundation of strong men and add members from time to time to its list, admitting only those who are willing to help secure the advantages all desire

GROCERS COMBINE.

It has come to be quite the thing now-a-days for grocers to offer assortments of a job lot of goods. The assortments usually start off with some article of generally known value quoted at a figure far below its known price. The assortment is then made up of other items on which the margin is sufficient for the grocer to more than repay himself for the sacrifice on the first items.

We give herewith two lists. The first is an offering by a retail grocer of Janesville, Minn., in which the regular price is quoted first and the bargain prices given afterwards.

	Reg. Price	Bar. Price
25 lbs granulated sugar	$1.50	$.25
1 pkg Arm & Hammer soda	.10	.05
2 lbs. baking powder	.50	.45
2 pkgs. Yeast Foam	.10	.06
15 bars Calumet soap	.39	.35
5 lbs rolled oats	.25	.15
3 pkgs corn starch	.25	.15
2 lbs. 50c Japan tea	1.00	.95
2 cans salmon	.30	.30
5 lbs. bulk starch	.25	.22
3 lbs. head rice	.30	.27
1 gal. pail syrup	.35	.33
1 sack buckwheat	.40	.35
1 lb. Walter Baker's chocolate	.40	.35
3 lbs. seedless raisins	.30	.25
¼ lb. ground pepper	.20	.15
3 lbs. crackers, bulk	.30	.25
3 cans corn	.30	.25
1 pkg. Wyandotte washing powder	.25	.23
1 lb. cocoanut	.30	.20
1 box stove blacking	.10	.09
1 pkg. matches	.15	.15
	$7 99	$5 90

The second assortment was offered by a grocer of Waterville, Minn. It is as follows:

25 lbs. granulated sugar	$.25
1 lb. best coffee -something fine	.35
2 lbs. regular 20c coffee	.38
2 lbs. best uncolored Japan tea	.98
6 cans extra fine sweet corn	.50
2 one-pound cans Life Buoy baking powder	.50
5 lbs. fancy rice	.40
1 glass mustard	.10
1 3-lb. can apricots	.20
1 3-lb. can peas	.20
1 1-lb box Swift washing powder	.20
1 bottle vanilla	.10
1 bottle lemon	.10
7 bars World soap, or Lenox	.25
3 cans Sopa lye	.25
1 good broom	.20
3 qts. fancy beans	.25
1 lb spices, ¼-lb. pepper, mustard, ginger and alspice	.40
1 box stove blacking	.10
3 pkgs. corn starch	.25
Total	$5.96

Columbus, O. -There has been some trouble about commission men selling direct to consumers. One party has been placed upon the Association's delinquent list. The Market Men's Association affiliated with the Grocers' Association on the delinquent list proves very effective

QUALITY WINS RECOGNITION.

Alpine Cream Awarded Gold Medal at Portland Exposition.

The Alpine Evaporated Cream Company has received official notice that Alpine Cream had been awarded the gold medal at the Lewis and Clark Exposition.

This news is the more gratifying to the company and its many friends for the reason that the Lewis and Clark was the first exposition at which Alpine Cream had been exhibited.

The skill of Mr. J. B. Meyerberg, the inventor of the process of manufacture of evaporated cream, and his long years of experience in its production made Alpine a sure prize winner.

The company scarcely more than a year old, started with the intention of producing a cream of unequaled excellence. That it has succeeded is evidenced by the popularity of Alpine Cream with the consumer and the retailers and from the additional fact that the first jury of awards at the exposition decided Alpine to be entitled to the greatest honor it had to confer.

You want to please your customers.



Lily CREAM WILL DO IT

Its Pure That's Sure

At All Jobbers

Pacific Creamery Co.

San Francisco Office, 115 Davis St.

Phone, Bush 522.

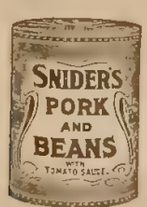
We've Had Duplicate Orders

from 95% of the grocers who placed trial orders for ∴ ∴ ∴

Snider's

Pork and Beans

With Tomato Sauce



1-lb., 2-lb. and 3-lb. tins.

T. A. SNIDER PRESERVE CO., Cincinnati, O.

Makers of Snider's Catsup, Oyster Cocktail Sauce, Salad Dressing, Chili Sauce and Tomato Soup.

JOHN H. SPOHN CO., Agents

16-22 Front St., San Francisco, Cal.

Better Profits

Greater Economy in

Cereal Goods

A New Departure.



ALL MEALS

Can Now be Secured in

2-lb. and 5-lb. Cartons

UNDER THE

PEACOCK BRAND

Thoroughly Sterilized — No Waste — No Bugs — Attractive Packages
Packed by Machinery — Not Touched by Human Hands.

Selling Price Absolutely Protected.

Sole Manufacturers:

DEL MONTE MILLING CO.

San Francisco and Los Angeles.

CRACKER-JACK

THE MORE YOU EAT THE MORE YOU WANT

THE WORLDS GREATEST 5¢ SELLER

100 Packages to Case $3.65
Case weighs 40 pounds gross.

Dodge, Sweeney & Co., AGENTS SAN FRANCISCO



Sells Like Magic

The Grocer is Safe—He is Sure of Sales when he Stocks

"20th Century Soap"

We send demonstrators and salesmen right into his own neighborhood and put this soap right into the homes of his own customers—giving the grocer the benefit and profit of the sales. It requires little effort on the grocer's part to move the goods.

And "20th Century Soap" is such a repeater. Everywhere it goes it stays. It can be used in so many ways to such good advantage that no housekeeper who has ever used it will be without it.

Furthermore, the advertising that is being carried on all the time for "20th Century Soap" is singularly and wonderfully effective in selling the goods. It has been unusually successful so far and will continue to be.

"20th Century Soap" yields the dealer a liberal and handsome profit.

Your jobber or your jobber's salesman will tell you how fast it is selling.

Hoffheimer Soap Company, Factory, Chicago

Offices in { NEW YORK BOSTON PITTSBURG CLEVELAND DENVER SAN FRANCISCO

U. S. FOOD REGULATIONS.

Admission of Sardines Boiled in Peanut Oil and Packed in Olive Oil.

As a result of the conference held between the Chief of the Bureau of Chemistry and the manufacturers and packers of sardines in Nantes, Bordeaux, and Paris, it appears that it is a practice somewhat common among the packers of sardines to boil the fish in peanut oil previous to packing. It is claimed by some manufacturers that this process improves the quality of the fish and also the color, and is a distinct advantage in the preparation of the fish in packing. Subsequent to the boiling in peanut oil the fish are so placed as to secure a perfect drainage so that all oil which naturally would exude from the fish is separated therefrom. In this condition they are afterwards packed in pure olive oil. A small quantity of peanut oil remaining in the fish diffuses in this way with the olive oil to such an extent that the oil gives a distinct reaction for peanut oil.

Pending further investigation of this process and its necessity, inspectors at the different laboratories are permitted to admit sardines labeled "Packed in Olive Oil" in which a small quantity of peanut oil is found; provided the invoice be accompanied by a certificate, approved by the consul, to the effect that the oil used in packing the sardines was pure olive oil, and that previous to the packing the sardine had been treated in hot peanut oil as described above. The regulations, F. I. D. 5 c. and F. I. D. 11, are therefore accordingly modified, permitting the importation of sardines labeled "Packed in Olive Oil" when the quantity of peanut oil therein is found not to exceed 5 per cent, as nearly as can be determined with a reasonable toleration for difficulties of analysis, and variation in duplicates.

Compound Foods.

The term synthetic food as herein used is applied to a food product made of a mixture of various other food products and not of itself possessed of any of the characteristics of a natural or uncompounded food. Such food products should bear some special name not indicative of natural origin, character, or quality. A class of products typifying such synthetic foods is the product known as candy or confection. It has been customary to use harmless artificial colors in such foods in preparing them for consumption. Such colors are not calculated to deceive or mislead, because the foods themselves do not represent any natural food product. The regulations of this Department applying to imported food products require that such products, when artificially colored, should bear a legend on the label to that effect. This regulation should be construed to apply only to food products which of themselves have a natural the natural color of chocolate, and this principle should apply to other confections bearing names of definite or color and in which the use of artificial colors would tend to mislead or deceive the purchaser.

Coloring Matter Allowed.

Until further orders synthetic food products, as described above not having of themselves any natural color nor bearing any name which would indicate an origin relating to a food product of a definite color, may contain harmless coloring matter without notice on the label. This permission is not to be construed, however, in any way which would permit the use of coloring matter if the product by its name indicates a special origin. For instance, candies which are sold under the name of chocolates should not be permitted to carry a color imitating gin. The Department will not undertake to specify by name the colors which may be used further than to say that they must be of a harmless character, not injurious to health, and must comply with the laws and regulations of the countries from which the food products are imported.

BOOSTS ALAMEDA.

B. T. Scott Recommends His Successors and Praises the Town.

B. T. Scott, the well known grocer of Alameda, has sold his store to Messrs. Cook & Blanchard. He recently sent to his customers the following circular letter which will unquestionably be of great value to the gentlemen who have purchased his business.

Alameda, Cal., Nov. 6, 1905.

To My Patrons: Having sold my entire grocery business at Chestnut station to F. B. Cook and F. M. Blanchard, I desire to earnestly thank you for your very liberal patronage during my business sojourn in Alameda, and to bespeak a continuance of your favors to my successors. They are both reliable, experienced and accommodating gentlemen, and will serve you faithfully and honestly in the future, as I have always tried to do in the past. Mr. Charles Follrath, who has served faithfully and well as my "outside man," is to continue with the new firm.

Their store, which I had already found to be too circumscribed, will be much enlarged, and made to be as fine in every way as any on this side of the bay. This will be done by incorporating with the present store a portion of the new building which I am going to erect, and which will absorb the older building as a part. This new structure is to be of two stories, with walls of white pressed brick, and which I trust will be an ornament to Alameda. It will have a frontage of 108 feet on Encinal avenue.

I am to continue my residence in Alameda—a town which I admire very greatly and have the most abounding faith in. I shall be glad to continue the acquaintances that have been made in my business contact with you, and shall embrace every opportunity to further the interests of Alameda.

With a wish for your prosperity and good future in every way, I remain faithfully yours, B. T. SCOTT.

B. DONNELLY PLEASED.

Summerland,
Santa Barbara Co., Cal.,
November 9th.

Friend Powers:—Please accept my thanks for the papers forwarded me as per my request. As soon as I get settled in business I want you to continue sending the Advocate to me.

I am glad our friend Joseph A. Stulz is elected. With best wishes, I am,

Yours sincerely,
B. DONNELLY.

Quality

Counts before QUANTITY with shrewd buyers.



—Our Goods are Always Satisfactory—

Helvetia Milk Condensing Co.

Highland, Ill.

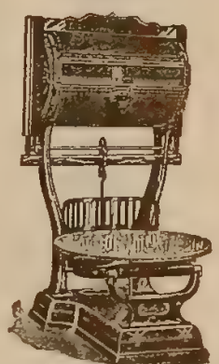
San Francisco Office, 3 Calif'a St.

FIRST HIGHEST AWARD

The Complete Exhibit of the

Dayton Money-Weight Scales

At St. Louis World's Fair, 1904, received the HIGHEST AWARD and GOLD MEDAL.



MANUFACTURED BY
Computing Scale Co.
DAYTON, OHIO

1—They give the correct value of the article being weighed.
2—They prevent loss from errors in calculation.
3—They save time required in making calculation.
4—They are made better than ordinary scales.
5—With proper care they will last an ordinary life-time.
6—The pivots are of hardened tool steel, and with agate bearings inserted at the proper point, are practically indestructible.
7—They are sensitive to the very small fraction of an ounce.
8—They are an ornament to any store.
9—They are the only scale that is mechanically honest.
10—Customers, knowing them to be an honest scale, like to have their purchases weighed on them.
11—Sold on easy monthly payments.

With the **Money Weight Scales** you at once weigh goods **AT THEIR MONEY VALUE.**

Send for further information to

PIERCE & CO., PACIFIC COAST AGENTS

846 James Flood Building, Cor. Market and Powell Sts., San Francisco, Cal.

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Each of these departments in this Price List is checked up and corrected every week by two or more reliable authorities on values. More than thirty wholesale houses co-operate with us to secure for our List the greatest accuracy possible.

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COLUMN 1.
Department 1.

COFFEE, CHICORY, ETC.

Green Coffee.

Mocha, Genuine Arabian	23	25
No. 2	17	18
No. 3	16	
Kona (Hawaiian)	16	18
Mexican	13	18
Java, common	15	18
Java, brown plantation	20	25
Caracol, prime washed	13	16
Caracol, ordinary	13	14
Guatemala	11	17
Costa Rica	12½	16
Salvador	10¾	12

Roast Coffee.

Salvador	12	20
Costa Rica	16	20
Java	24	31
Mocha Aden	27	31
Prme W shd. C. A. Blends	19	24
Good C. A. Blends	18	26
Ordinary Blends	12	18

Private Brands.

Royal Java Roast	18
Lion, 100-lb	14.87
Arbuckle's, 100-lb	15 87
Arab, 1-lb tin	.18
Hill's Bros Arabian Roast	.27
"M.J.B.," 60 1's in case	.28
"M.J.B.," 30 2 s in case	.27
"M.J.B.," 24 3 s in case	.25

Schilling's Best Coffee.

Tins: 30-lb price
60-lb case ¼ off

	1-lb cartons	1lb tins	2lb tins	3lb tins
5-star	36¼	39¼	38¼	38
4-star	29¼	32¼	31¼	31
3-star	25¾	28¾	27¾	27½
3-star Laquered (3-lb. tins only)				27½
2-star	22¼	25¼	24¼	24
1-star	18¾	21¾	20¾	20¼

Cartons only in 25, 50 or 100 lb cases ca be assorted as required.

The Porto Rico Co.

Ponce de Leon, sealed cans only, 1-lb 30, 2-lb 29, 3-lb 28½

Cream of Moca, 1-lb. cartons .25

La Gloria de Porto Rico in bulk ...26

Ground Coffee.

Hill's Bros. Arabian Roast	.27
Cafe des Gourmands	.26
Mexomoka	.15

Chicory.

California	6
Belgian	7
German, Genuine	8

Coffee Extracts.

Bulk, per lb.	.07
Vienna, ¼'s, 10-lb bx.	.25
Vienna 1's 10-lb. bx.	.25
Ackermann's, ¼-gross bxs., gross	4 00

COLUMN 2.
Department 2.

TEAS.

Japan.

(Panfired. Sundried or fired.)	Basket-	
Extra Fancy	56	74
Fancy	41	55
Extra Choicest	39	43
Choicest	34	38
Fine	24	28
Fair	22	24

Green China.

(Gunpowder. Imperial or Hyson)		Young
Extra Fancy	55	76
Fancy	38	46
Choicest	35	37
Extra Choice	32	34
Fine	25	31
Fair	20	25

English Breakfast.

Extra Fancy	67	80
Fancy	51	66
Choicest	35	50
Choice	24	30
Fine	20	22
Fair	15	20

Oolong.

Extra Fancy	58	$1 50
Fancy	50	57
Extra Choice	36	42
Choicest	33	35
Fine	27	32
Fair	22	26

Ceylon and India

Broken Orange Pekoe	36	65
Broken Pekoe	23	56
Orange Pekoe	31	53
Pekoe	27	46
Pekoe Souchong	24	39

Schilling's Best Teas.

(Packed only in 16, 12, 8 and 6-oz. Cartons. Never in bulk.)

Japan, per lb.	$0.45
do. 1 crown	.90
do. 2 crown	1.80
English Breakfast	.45
do. 1 crown	.90
do. 2 crown	1.80
Ceylon	.45
do. 1 crown	.90
do. 2 crown	1.80
Oolong	52½
do. 1 crown	1.05
do. 2 crown	2.10

TREE TEA
(Pride of Japan, etc.)

Packed in 1 lb. and ½ lb. cartons

Japan	37½
E. B. Congou	37½
Oolong	50
Gunpowder	45
Ceylon	40

COLUMN 3.
Department 3.

SUGAR AND SYRUPS.

The Western Sugar Refining Company quotes net cash prices as follows. Barrels are an advance of 10c, half barrels, 25c, boxes, 50c, 50-lb. bags, 10c.

Dry Granulated, 100-lb. sk	5 05
Fruit Granulated	5 05
Confectioners' A	5 05
Cube	5 20
Crushed	5 30
Fine Crushed	5 30
Candy Granulated	5 15
Magnolia A	4 65
Extra C	4 55
Golden C	4 45
Beet D. G.	5 00
"D" Sugar	4 75
H. & E Crystal Dominos	8 05
Bar Sugar, bbls.	6 06

¼ cent off for prompt cash.

Do.	½-bbls	6 80
Do.	40-lb. tins	8 60
Do.	30-lb tins	8 60
Do.	30 lb. boxes	7 45

SYRUPS.

Saratoga Drips (Long's)	gal	Gal
50-gal. bbls.		$ 50
30 gal. bbbls.		52
17 gal. bbls		55
5 gal. jackets		2 36
4½ gal jackets		2 61
2 gal kits		1 23
1½ gal. kits		94
1 gal tins		70

Pac. Coast Syrup Co.

Tea Garden Drips—	Case
12, 1 gal. tins	$8.40
20, ½ gal. tins	7.70
24, ¼ gal. tins	5.34

Orange Blossom Drips.

6 1 gal. tins	per case		$2 40
12 ½ gal	"	"	2 60
24 quart	"	"	2 60
36 2-lb.	"	"	2 85
50-gal. bbls			33
28-gal. ½-bbls.			35

Molasses.

New Orleans.

Genuine Light, about 70 gals. bbls.	50
Genuine Light, 30 gal ½ bbls	52
Genuine Light, 15 gal. ¼ bbl	55
Genuine Light 5 gal. kegs, gal	57

	Doz.
Pelican 12 1 gal tins	9 60
Pelican, 20, ½ gal. tins	8 90
Pelican, 24, ¼ gal. tins	6.10

COLUMN 4.

Maple Syrup.

Woodlawn (Long's)	case.	Case
Gal cans, 10 to cs.		$11 00
Gal. cans, 6 to cs.		6 60
½ gal cans, 12 to cs.		7 14
¼ gal cans, 24 to cs.		8 10
10 gal. jackets, each		10 15
5 gal. jackets, each		5 11
4½ gal jackets, each		4 63
Qts., glass, 12 in cs.		4 60
Pts., glass, 24 in cs.		4 90

Pac. Coast Syrup Co.

Tobogan—	Doz.
⅛ gal. tins, 2 doz. to cs.	2.25
¼ gal. tins, 2 doz. to cs.	4.00
½ gal. tins, 20 to cs.	7.20
1 gal. tins, 12 to cs.	13.20

"OLD MANSE"
—Absolutely Pure—
CANADIAN SAP MAPLE SYRUP.



	Doz.	Price.
1 gal. cans, ⅛ doz. in cs.		$14 00
½ gal. cans, 1 doz. in cs.		7.50
¼ gal. cans, 2 doz. in cs.		4.25
⅛ gal. cans, 4 doz. in cs.		2.50
Qt. bottles, 1 doz. in cs.		1 50
Pt. bottles, 2 doz. in cs.		2.75
Decanters, 1 doz. in cs.		5.50
4½ gal. Jackets, per gal.		1.00

Retail Discount—5 cases 5%; 10 cases 7½%; 25 cases or over, 10%

On each package we offer to forfeit $1,000 00 if found short in measurement or containing any impurities

Maple Sugar.

Vermont, gen. pure, abt. 30 1-lb bricks, per lb.	.17
Vermont, gen. pure, abt. 20 2-lb bricks, per lb	15½
Log Cabin, in 1, ½ and ¼-lb bricks, assorted in 25-lb pails per lb	.15
Scudder's, in 1, ½ and ¼-lb bricks, asstd., per lb	.14

COLUMN 5.
Department 4.

DRIED FRUITS, NUTS AND HONEY.

(Add ¼c for 50-lb boxes and ½c for 25-lb. boxes.)

Apples.

Sundried, sacks	7
Evap, fancy 50-lb bxs.	10
Evap, ex. choice, 50-lb bx.	9
Evap, choice 50-lb bx.	8½

Apricots.

	1905 Crop
Choice Sacks	10
Fancy Sacks	12
Fancy, 25-lb boxes	12½

Blackberries.

In boxes, per lb.	13

Cherries.

Pitted, in boxes, per lb.	30
Unpitted, in boxes, per lb	8

Currants.

In bbls (tubs 6¾)	6¾
In mats, 50-lb	7¼
Recleaned, in bbls.	7¼
Recleaned 25-lb boxes	7¾
Recleaned, 50-lb boxes	7¾
Recleaned 1-lb carts	8½
Recleaned, 12-oz. carts	6½

Dates.

Fard, 14-lb, per lb (70-lb 7)	8
Persian, 65-lb case	5½

Figs (California).

Black, sacks	5	
Black, 25-lb boxes, per bx.		1.20
White, bags	4½	5
White, 10-lb bx, per bx.		60
White, 10 1-lb bcks, pr bx.	65	75

Figs (Imp. Smyrna.)

Fancy, 10-lb bx, per lb.	18
Choice, 5-lb bx, per lb.	16

Nectarines.

White	9½
Red	8

Peaches.

Choice, in sacks	10
Ex choice, in sacks	12
Fancy, in sacks	12½

Pears.

Choice, ½'s, in sacks	12
Ex choice, ½'s, in sacks	12
Fancy, ½'s, in sacks	14

Plums.

Unpitted	8
Pitted, bleached	9
Pitted, black	8

COLUMN 6.

Prunes.

	Sks.
30s-40s	8
40s-50s	7
50s-60s	5¼
60s-70s	4¾
70s-80s	4¼
80s-90s	3¾
90s-100s	3¼

Raisins.

	Box	½'s	¼'s	50 lb
6 Cr. Layers	$ 2.25	—	—	3.10
5 Cr. Layers	2.75	—	—	2.60
4 Cr. Layers	2.25	—	—	2.10
3 Cr. Layers	1.35	—	—	1.60
2 Cr. Layers	1.15	—	—	1.50
4 Cr. Loose	—	—	—	07
3 Cr. Loose	—	—	—	06½
2 Cr. Loose	—	—	—	06

Thompson Seedless, bichd, 50 lb boxes 11

Sultana Seedless, bichd, 48 1's, per lb. 8

Seedless Muscatels, 50-lb cases 5½

Seeded, 1-lb cart. 8½

Seeded, 12-oz. cart. 7½

NUTS.

Almonds, fancy, I. X. L.	14
Almonds, choice, soft shell, Drake	14½
Almonds, shelled	42
Almonds, shelled, No. 1.	32-35
Almonds, shelled, No. 2.	27-30
Almonds, shelled, Jordan, Imp	.58
Almonds, Jordan, Dom.	.37½ .40
Brazils, 210-lb sks, new	.12
Chestnuts, Cal. Italian.	.09 .10
Cocoanuts, ₱ 100	4.50 5.50
Filberts, 175-lb sk.	.11 .12
Peanuts, Japanese, hand picked	.05½ .07
Peanuts, roasted	.08 .09
Pecan, polished	.14
Pine	
Walnuts, hard shell	10½
Walnuts, sft shll, No. 2	.13
Walnuts, sft shll, No. 1.	.15

COLUMN 7.

HONEY.

Water White, 2 5's, lb.	.07
Light Amber, 2 5's, lb.	.06
Lt. Amber, 10 1 gal tins, gal	.75
Lt. Amber, 20 ½ gal tins, gal	1.00
Lt. Amber 2-lb tins, doz.	2.60
Lt. Amber, 16-oz. bots, doz.	1.35
Comb, 1-lb glass jars, doz.	1.75
Comb, 2-lb glass jars, doz.	2.90

Pine Apples.

	Per Doz.
2 lb., fancy sliced, E. & C., 2 doz. in case	2 50
2 lb. grated, 2 doz in case.	2 25
2 lb. shredded, 2 doz. in case Hawaiian	1 65
Johnson's—Columbia.	
2 lb. sliced, 2 doz. in case.	2 30
2 lb. grated, 2 doz. in case.	2 30
1 lb. sliced, 4 doz. in case.	1 15
1 lb. grated, 4 doz. in case.	1 15
gal., coreless, 4 ¼ lb. to tin, ½ doz. in case, per lb.	16
gal., grated, 7 lb. to tins, ½ doz. in case, per lb.	16
2 lb., sliced, Baltimore, 2 doz. case	2 25
2 lbs., grated, Baltimore, 2 doz case	2 25
1 lb., cocktail, Baltimore ovals, 4 doz. case	1 25
2 lb., sliced, Singapore, 4 doz case	1 75
3 lb., sliced, Singapore, 2 doz. case	2 40
Royal Hawaiian, 2-lb grated, 2 doz. case	1 80
2-lb sliced, flats, 2 doz. case	2 00
Tall, 2-lb sliced, 2 doz. case	2 00
HB Sliced 2 doz 3s	2 50
HB Whole, 2 doz. 3s	2.50
HB Grated, 2 doz 2s	2 25
HB Sliced, 4 doz 1s	1.15
HB Grated, 4 doz. 1s	1.15

COLUMN 8.

Department 5.

JELLIES, JAMS, ETC.

Griffin Extra Preserves.

Raspberry, strawberry, blackberry currant, loganberry, per doz. . . $2.00

Cherry, per doz. . . . $2.00

Less 10 per cent in 5-case lots.

Apricot, Damson, Fig, Gooseberry, Gage Peach, Plum, Quince, per doz. . . . 2.00

Orange Marmalade. . . . 2.00

Less 10 per cent 5 case lots.

Long's Preserves.

Strawberries, Raspberries, Blackberries, Loganberries, Cherries, Pineapples, Pears, Figs, in 20-oz. glass jars, 2 doz. in cs., per doz. . . . $3 50

Apricot, Plum, Quince, Orange, Peach, in 20-oz. glass jars, 2 doz. in cs., per doz. . . . 3 20

Asstd, 2 doz. in cs., per doz. . . . 3 30

JAMS.

Curtice Bros. Co., Rochester, N. Y.

In 16 oz. Glass Jars.

Strawberry, raspberry, raspberry and currant, red cherry, white cherry, apricot, black currant, red currant, quince (sliced), peach (sliced), pear (sliced), blackberry, gooseberry, grape, green gage, egg plum, damson, pineapple marmalade, tomato marmalade, orange marmalade, per dozen, $1.95.

All above packed in cases of 2 dozen each.

COLUMN 9.

Long's Peerless Jams.

Strawberry, Raspberry, Blackberry, etc., in 16-oz. glass jars, 2 doz. in cs., per doz. . 2 00

Long's Pure Currant Jelly.

Tumblers, 2 doz. in cs., doz. . 2 00

30-lb. kits, per kit 3 00

15-lb. kits, per kit. . . . 1 75

Marmalades.

Orange (Dundee) 48-1's, doz. 2 75

COLUMN 10.

Apple Butter.

Cuttings, 5-lb. tins, per d z. . . $2.50

Heinz, 2's, 2 doz. in cs, doz. . 3 25

Heinz, 3-lb stone crocks, doz. 4 25

Heinz, 4½-lb stone crocks, dz 6 50

Heinz, 18-lb. stone crocks, lb. . 11

Peach Butter.

Cutting's, 5-lb. tins, d z. . . . 2 50

Heinz 4½-lb stone crocks, doz 9 00

Heinz, 18-lb. stone crocks, lb 14

Maraschino Cherries.

Long's, qts, 12 to cs, per cs. . 6 50

Long's, pts., 24 to cs., per cs. 7 50

FRUIT	JELLIES 2 lb. Extra	JELLIES 2 lb. Standard	JELLIES 1 lb. Extra	JELLIES Tumblers	JELLIES Ex Lunch 1 lb Glass	JAMS 2 lb. Extra	JAMS 2 lb. Standard	JAMS 1 lb. Extra	JAMS Tumblers	JAMS Ex Lunch 16 oz G/s Preserves
Apple	1 55	1 35	1 00	85	1 75					
Apricot	1 55	1 35	1 00	85		1 60	1 35	90	90	1 80
Assorted	1 55	1 35	1 00	85	1 75	1 60	1 35	95	90	1 80
Assorted No. 2					1 75				95	1 80
Blackberry	1 55	1 35	1 00	85	1 75	1 85	1 60	95	90	1 80
Cherry										1 80
Crabapple	1 55	1 35	1 00	85	1 75					
Currant	1 75	1 50	1 10	85	1 90	1 85	1 60	95	90	1 80
Damson					1 75					1 80
Fig						1 60				1 80
Gooseberry	1 55	1 35	1 00	85	1 75			95	90	1 80
Grape (Catawba)					1 75					
Green Gage										1 80
Lemon	1 55	1 35	1 00	85						
Loganberry					1 75					1 80
Orange Marmalade		1 35	1 00	85		1 60		90	90	1 75
Peach	1 55	1 35	1 00	85		1 60	1 35	90	90	1 80
Plum	1 55	1 35	1 00	85	1 75	1 60	1 35	90	90	1 80
Quince	1 55	1 35	1 00	85	1 75	1 60	1 35	90	90	1 80
Raspberry	1 55	1 35	1 00	85	1 75	1 85	1 60	95	95	1 80
Strawberry	1 55	1 35	1 00	85	1 75	1 85	1 60	95	95	1 8

CANNED VEGETABLES.

Asparagus "Griffin Extras" Mammoth	$
Large White	
Medium White	
White Tips	
Artichokes, 2½'s, "Griffin	3 00
Beans, Stringless Extras"	1 20
Beans, Blue Lake	1 30
" " " gal	4 50
Beans, String, 2-lb	80
Beans, String, gal	3.50
Beans, Lima, Soaked	1 00
Beans, French, Kidney 2-lb	1.15
Beans, French Red Kidney, 2-lb. "Joan of Arc" Brand, p.dz. 1 case free with 10.	1.15
Fancy Eastern	1.85
Corn, Smith's Hulled, 3 doz. in case, per doz.	1.20
Hominy, Great Western, 3 lb	1.20
Corn, 2-lb, Western	.95
Corn, 2-lb Maine	1 35
Dunbar's Okra, 2½-lb	1.70
Petit Pois Griffin extra	1 50
Peas, Griffin extra sifted	1 25
Peas, Standard sifted	1 10
Peas Standard Marrowfat	.95
Pumpkin, 3-lb.	1 37½
Spinach, 2½	1.75
Succotash, fancy, tins	1.40

Tomatoes.

	doz.
2's, Griffin's Ex. Solid Pack	$1.15
2's Griffin's Ex., with peppers	1.20
2½'s, Cutting's Solid Pack	.95
2½'s, Cutting's Solid Pack, with peppers	1.05
2½'s Cutting's Standard	85
Gallon, Standard	2 50
Gallon, Solid Pack	2 75
Gallon, Puree	2.50

P. E. Rathjens Pork Packer

1311-1315 Pacific Street.

Sausages.

Garlick Frankfurter	10
Bologna	10
Blood and Liver	9
Tongue and Headcheese	—
Choice California Ham	12
Extra Light Bacon	15½
Medium Light Bacon	12½

Boiled Hams.

Kingan	21
Eastern	20
California	18

Mettwurst.

Extra Home Made 20, 22½, 25

LARD.

50 lb. tins	$
20 lb. tins	9½
10 lb. tins	10
5 lb. tins	10
3 lb. tins	10
1 lb. cups	11

Department 6.

CANNED FRUITS AND CANNED VEGETABLES.

KIND	Gallons Extras 3 lb. Grade	Gallons Extras 2½ lb. Grade	Gallons Extra Standard	Gallon Standard	Gallon Water	Gallon Pie	3 lb. Extras	2½ lb. Extras	2½ lb. Extra Standards	2½ lb. Standards	2½ Second	2½ Water	2¼ Pie
Apples			4 00	3 50		2 65							
Apricots	5 75	5 00	4 50		2 75	2 40	2 25	1 70	1 45	1 35	1 20		
" peeled													
" sliced													
Assorted													
Blackberries			4 25	4 00	3 75	3 40	2 00	1 35	1 20	1 10	95	90	90
Cherries (Royal Anne)								1 60		1 25	1 10		
Cherries (White)						3 65							
Cherries (Black)			5 25	4 60		3 65	2 65						
Grapes (White Muscat)			3 50	3 10	2 50	2 25							
Nectarines													
Peaches (Yellow)	6 50	5 25	4 60	4 25			2 75						
Peaches (Lemon Cling)	7 75	7 00		5 00			2 75				1 40		
Peaches (Lemon Cling Sliced)	7 75	7 00	5 75	5 00			2 65			1 55			
Peaches (White Heath)			5 25	4 75									
Peaches (White Heath Sliced)							2 75	2 25	2 00	1 90	1 35		1 00
Pears (Bartlett)	7 00	6 25	5 25	4 75	3 75	2 40 pld	2 10	1 45	1 20	1 10	95	90	1 05 pld
Plums (Green Gage)	5 00	4 25	3 50	3 25	2 55	2 15 unpl	2 10	1 45	1 20	1 10	95	90	90
Plums (Egg)	5 00	4 25	3 50	3 25	2 55	2 30	2 10	1 45	1 20	1 10	95	90	90
Plums (Gold Drop)	5 00	4 25	3 50	3 25	2 55	2 30	2 15	1 50	1 25	1 15	1 05	95	90
Plums (Damson)								2 00	2 35	2 10	1 95		
Raspberries								2 10	1 85	1 70	1 45		
Strawberries													

Department 7.

PROVISIONS.

Hams.

Eastern Standard, 17/19	.12¾
Eastern Standard, 15/16	.12¾
Eastern Standard, 12/14	.13
Eastern Standard, 10/12	.13
Eastern Fancy	10-12 .13½
Local cure, all averages	12 .12¼
Picnic Hams	.9¼

Boiled Hams.

Skin on	.17½
Skin off	.19½

Breakfast Bacon.

Eastern Standard, 6/8	.16½
Eastern Standard, 8/10	.16
Eastern Standard, 10/12	.15
Eastern Fancy	.18¼
Local cure	.16

English Cured Bacon.

Eastern cure, 8-10	.16
Eastern cure, 10/12	.15

Dry Salt Bacon.

Clear medium Bacon	.12
Clear light medium	.12¼
Clear Lt. med. select	.12½
Light Belly	.14
Extra light Belly	.14½
Bacon Backs	.12
Bacon Bellies	.13

Dry Salt Meats.

Sides	.10¾
Bellies	.12½
Backs	.10¾
Fat Backs	.10

Barreled Pork.

	Bbls.	½-bbls.
Spare Ribs	$	
Family Pork	14.50	7.50
Clear Pork	19 00	9.75
Pig Pork	22.50	11.50

Barreled Beef.

Mess Beef	11.50	6.00
Extra Mess Beef	11.50	6.00
Family Beef	11.50	6.00
Extra Family Beef	12.00	6 25
Beef Tongues	25.00	13.00

Pigs Feet.

Tierces, about 300 lb	$18.00
Barrels, about 200 lbs.	13.50
½ barrels, about 80 lbs.	5.00
Kegs, about 25 lbs.	2.10
Kits, about 15 lbs.	1.25

Honey Comb Tripe.

Tierces, about 300 lbs	$17 00
Barrels, about 200 lbs	13 00
½ barrel, about 80 lbs.	5 00
Kegs, about 25 lbs.	2.10
Kits, about 15 lbs.	1.25

Sausages.

	Per lb.
Braunschweiger	17
Italian Salami	23
D'Aries	22
Mortadella	24
Bologna	8½
Frankfurters	8½
Garlic Sausage	9
Liver Sausage	8½
Pork Sausage	8½
Head Cheese	8½
Tongue Sausage	8½

Pure Leaf Lard.

Tierces, about 350 lbs net.	9½
½-bbls, about 100 lbs net.	9¾
80-lb. Wood Tubs, 80-lbs. net.	9¾
60-lb. Wood Tubs, 60 lbs. net.	9¾
20-lb. Wood Pails, 20-lbs. net.	10½
50-lb. Cans, 1 to a case	9¾
20-lb. Cans, 4 to a case	9¾
10-lb Cans, 6 to a case	10¼
5-lb. Cans, 12 to a case	10¾
3-lb. Cans, 20 to a case	10½

Compound Lard.

Tierces, about 350 lbs. net.	6
½-bbls., about 10 lbs. net.	6¼
80-lb. Wood Tubs, 80 lbs. net	6⅛
60-lb. Wood Tubs, 60 lbs. net	6⅛
20-lb. Wood Tubs, 20 lbs. net	6⅛
50-lb. cans, 1 to a case	6¼
50-lb. cans, 2 to a case	6¼
20-lb. cans, 4 to a case	6⅛
10-lb. cans, 6 to a case	6⅛
5-lb. cans, 12 to a case	6¾
3-lb. cans, 20 to a case	6⅞
	7

ANCHOR PACKING CO.

140 Eighth St., S. F., Cal.

PORK PACKERS AND PROVISION DEALERS.

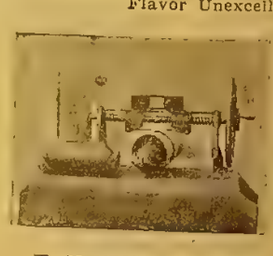
Boilers of Kingan and Anchor Hams.

SAUSAGES, COOKED MEATS, TONGUE

Hams, Kingan, boneless boiled	20c
" Anchor, "	19c
Bacon (special)	19c
Lard, 55	10c
" 20	9¾c
" 10	10c
" 5	10c
" 3	10¾c

Please note that our hams are all hand tied.

Scientifically Cooked Flavor Unexcelled



H. M. WOLTER & CO.

Dealers in

..Boneless Boilef Ham..

Leading Grocers and Delicatessens Pronounce Them the Best.

103 12th St. Tel. Mint 1763

KINGAN'S 22

H. M. WOLTER & CO. LEADER 21

HEINEMAN & STERN

916 Larkin Street

	Lbs.
Garlic Sausage, Ring	"
Bologna	"
Frankfurter	"
Rolla-a	"
Smoked Beef	"
Pickled Meat	"
Headcheese	"
Tongues	
Dried Beef	Doz.
Smoked Mutton,	Lbs.

Prices quoted on application by telephone or letter

COLUMN 12.

Department 8

CANNED MEATS

ALL PRICES ARE PER DOZEN	No. ¼ Tins 4 Doz. in Case	No. ½ 2 Doz. Tins in Case	No. 1 Tins 2 Doz. in Case	No. 2 Tins, 1 or 2 D z in Case	No. 6 Tins 1 Doz. in Case	½ Doz in Case	No. 1 Tins 1 Doz. in Case
Corned Beef	.....	.....	1 30	2 70	8 25	18 25	.....
Roast Beef	.....	.....	1 30	2 :0	8 25	.....	.....
Roast Rios of Beef, Boneless	.....	.....	1 40	2 50	.....	.....	.....
Roast Mutton	.....	.....	.....	2 70	.....	.....	.....
Brisket Beef	.....	.....	1 40	2 50	.....	.....	.....
Boiled Beef	.....	.....	1 35	2 40	8 25	.....	.....
Chipped Beef	.....	.....	.....	.....	.....	.....	.....
Sliced Beef, in tins	.....	1 20	2 10	.....	15 50	.....	.....
Sliced Beef, in glass	.....	1 40	2 50	.....	.....	.....	.....
Brawn	.....	1 45	2 75	.....	.....	.....	2 75
Compressed Ham	.....	.....	1 40	2 45	8 25	.....	.....
Lunch Tongue	.....	.....	1 50	2 75	.....	.....	.....
Lambs Tongue	.....	1 90	3 25	6 00	.....	.....	.....
Sliced Ham	.....	1 70	2 95	.....	.....	.....	.....
Sliced Bacon	.....	.....	3 70	6 40	.....	.....	.....
Sliced Bacon in Glass	.....	.....	.....	.....	.....	.....	2 80
Deviled Ham	40	80	.....	.....	.....	.....	.....
Potted Ham	40	80	.....	.....	.....	.....	.....
Potted Ox Tongue	40	80	.....	.....	.....	.....	.....
Potted Chicken	90	1 60	.....	.....	.....	.....	.....
Potted Turkey	90	1 60	.....	.....	.....	.....	.....
Deviled Chicken	90	1 60	.....	.....	.....	.....	.....
Deviled Turkey	90	1 60	.....	.....	.....	.....	.....
Boneless Chicken	.....	3 40	5 55	.....	.....	.....	.....
Boneless Turkey	.....	3 40	5 55	.....	.....	.....	.....
Veal Loaf	.....	1 10	2 10	.....	.....	.....	.....
Ham Loaf	.....	1 10	2 10	.....	.....	.....	.....
Beef Loaf	.....	1 10	2 10	.....	.....	.....	.....
Chicken Loaf	.....	1 10	2 10	.....	.....	.....	.....
Chicken Pate and Ham	.....	1 60	2 75	.....	.....	.....	.....
Chili Con-Carne	.....	1 10	.....	.....	.....	.....	.....
Beefsteak and Onions	.....	.....	1 40	.....	.....	.....	.....
Hamburger Steak with Onions	.....	.....	1 60	.....	.....	.....	.....
Frankfurter Bratwurst	.....	1 95	3 00	.....	.....	.....	.....
Sweetbreads	.....	.....	2 00	.....	.....	.....	.....
Vienna Sausage	.....	.....	2 40	.....	.....	.....	.....
Oxford Sausage	.....	90	1 55	.....	.....	.....	.....
Bologna Sausage	.....	.....	2 45	.....	.....	.....	.....
Vienna Sausage and Kraut	.....	.....	2 25	.....	.....	.....	.....
Corned Beef Hash	.....	.....	1 20	.....	.....	.....	.....
Lunch Sausage	.....	1 10	1 50	.....	.....	.....	.....
Ox Tongue, whole	.....	90	.....	No1½	No 2	No2½	No. 3
Minced Collops	.....	.....	.....	6 50	7 50	9 50	12 00
Tripe	.....	.....	.....	2 45	.....	.....	.....
Pork Sausage	.....	.....	.....	1 75	.....	.....	.....
Stewed Kidneys	.....	1 05	.....	2 50	.....	.....	.....
Pork and Beans, Plain	.....	.....	90	1 40	.....	.....	1 85
Pork and Beans, with tom. sc'e	.....	.....	95	1 45	.....	.....	1 90

Department 9.

FISH AND CHEESE.

Russian Caviar.

	Per doz
1-lb cans, 2 doz in case	$10 25
½-lb cans, 2 doz in case	5 40
¼-lb cans, 5 doz in case	2 80
⅛-lb cans, 6 doz in case	1 75
White Label Brand	3.50

CHEESE.

Foreign and Domestic.

	old	new
New York State Factory .. Cheddars, June make.. Twins, " " "		17
		17½
Oc ober make Cheddars		18
October make Twins		18½
Calif. State factory flats	13½	15½
Calif. State factory Young Americans	16	17
Limburger, Eastern, ℔ lb		15
Swiss, imported, ℔ lb		26
Roquefort, ℔ lb		38
Gouda, ℔ lb		27
Pineapples, Eastern, 6 in cs, ℔ case		$3 35
Pineapple, Eastern, 6 in cs, small		2.35
Holland or Edam, medium, plain, per doz	$ 8.00	8 50
Holland or Edam, medium, in bladders, per doz	9.00	9.50
Holland or Edam, large, plain, per doz	9.50	10.00
Holland or Edam, large, in bladders, per doz	10 00	10.50

Fancy.

Camembert Brie, Roquefort, and Gorgonzola, jars	none
Parmesan C & B, sml bot, doz.	3.00
Parmesan C & B, lge bot, doz.	5.00

Bayle's.

	Smal ¼-lb	1-lb.	2½-lb	5 lb
Deviled Cheese	..$1.00	$2 25	$4.00	$ 500 $9.00
After Dinner Cheese	$1.00	2.40	4.00	4 50 7.50
Roquefort Cheese	$1.00	2.40	4.00	4.50 7.50

SALT FISH.

Pacific Codfish.

Bndles, 50 lbs each, per lb	4½
Cs. selected, 100 lbs ea, pr lb.	5½
Boneless, 30-lb boxes, per lb	7
Boneless Strips, 40lb bxs, pr lb	
Boneless Blocks, 40lb bxs, p lb	8
Boneless Tablets, 36 bxs, pr lb	
Boneless Middles, 60 bxs, pr lb	9¾
Boneless Middles, extra, 60-lb boxes, per lb	10

Eastern Codfish.

Gen Georges, 8 fish to cs	$ 9 50
Gen. Georges, 12 fish to cs	8.50
Geo. Cur. Cod, 16, 18 fish to case	8 50
Geo. Cur. Cod, 40 fish to cs	8 00
Gen. Geo. Middles, 60 fish.	13½
Gen. Geo. Tablets, 36 fish.	11½
Gen. Geo. Blocks, 40 fish..	11½

Shredded Codfish.

Codfish, Beardsley's shredded, 2 doz. in case 1.00

Norwegian Mackerel.

Bloater, 200-lb. bbl., 120-160 fish,	44.00
Bloater, 100-lb. ½ bbl., 60-65 fish	23.00
No. 1, 200-lb. bbl., 150-160 fish	31 00
No. 1, 100-lb. ½ bbl., 75-80 fish	18.00
No. 2, 200-lb. bbl., 220-240 fish	30.00
No. 2, 100-lb. ½ bbl., 110-120 fish	16.00
No. 3, 200-lb. bbl., 300-350 fish	23.00
No. 3, 100-lb. ½ bbl., 150-175 fish	12 50
No. 3, 400-140 fish, p r bbl	22 00
No. 3, 100-lb, ½ bbl , 200- 20 fish,	12.00

Irish Mackerel.

No. 1, 200-lb. bbl., 200-220 fish	none
No. 1, 80-lb. ½ bbl., 80-90 fish	none
No. 2, 200-lb. bbl., 325-350 fish	20 00
No. 2, 80-lb. ½ bbl., 130-140 fish	8.50
No. 2, 200-lb. bbl., 475-500 fish	19.00
No. 2, 80-lb. ½ bbl., 180-190 fish	8.00
No. 1, 10-lb kits, 15-16 fish	1 30
No. 2, 10-lb. kits, 20-22 fish	1 20

American Bloaters.

Shore Bloaters, 200-lb. bbl., 115-120 fish	2.00
Shore Bloaters, 80-lb. ½ bbl., 45-50 fish	14 50
Extra No. 1, 200-lb. bbl., 120-130 fish	none
Extra No. 1, 80-lb. ½ bbl., 50-65 fish	none
No. 1, 200-lb. bbl., 140-150 fish	none
No. 1, 80-lb. ½ bbl., 60-65 fish	none
No. 2, 200-lb. bbl., 130-140 fish	28.50
No. 2, 80-lb. ½ bbl., 55-60 fish	11.00
No. 2, 200-lb. bbl., 140-160 fish	none
No. 2, 80-lb. ½ bbl., 60-65 fish	none
No. 2, 200-lb. bbl., 160-180 fish	none
No. 2, 80-lb. ½ bbl., 70-80 fish	none
No. 2, 200-lb. bbl., 180-200 fish	none
No. 2, 80-lb. ½ bbl., 80-90 fish	none

In Kits.

Extra Mess, 7 to 8 fish, each	$2.00
No. 1, kits 8-9 fish or 15-17 fish	1 50-1.35
No. 2, kits, 8-9 or 20-22 fish	1.25

Salmon.

King, bbls	$ 12 00
Oregon Silversides, bbls	10 00
Alaska Red, bbls	11.00
Alaska Red, ½-bbls, 100 lbs	6 50
Alaska Red, kits	1 00
Bellies, bbls	8.00 1 00
Bellies, ½-bbls, 100 lbs	4 50 6 50
Tongues and Sounds, kits, 10lb	1 25
Tongues and Sounds, ½-bbls	9 00

COLUMN 13.

New Herring. Pack 1905.

Holland, ex. selctd mxd bbls.	$ 18 00
Holland, ex. selctd mxd ½-bbl	9.50
Holland, ex. selctd mxd, keg.	1 10
Holland, cheaper grade	90
Holland, cheap. gr., mxd, bbls	16 0
Holland, chp. gr., mxd, ½-bbl	8.50
Holland, ex. select Milchner, bbl	20.00
Holland, ex. select Milchner, ½-bbl	10.50
Holland, ex. select Milchner, keg	1.20
Holland, cheaper grade	1.00
Holland, cheaper grade, bbls	
Holland, cheaper grade, ½-bbl	8.50
Labrador Split, 100 fish	5 25
Labrador, round, 160 fish	4 75
Pacific, ½-bbl	2.25

SMOKED FISH.

Bloaters, Grim., 100 in box	$2.75
do. do. 50 in box	1.65
Bloaters, Cromarty	2.75
Yarmouth, 100 in box	
Halibut, chunks	13½
Herring, in boxes, Eastern	25
Herring, in boxes, Washington	30
Herring, boneless, Beardsley's tins, doz	$1.50
Herring, boneless, Beardsley's small, doz	1.00
Herring, Beardsley's Boneless, vacuum tumblers, 2 doz. in case	1.95
Finnan Haddies	2.00
Moir's Selected Red Herrings, 100s	1.90
Moir's Selected Red Herrings, 50s	1.25
Salmon, per lb	10 20

POTTED FISH.

	Per doz
Potted Crab	$1.85
Kipper Paste	1.00
Anchovy and Bloater Paste, plain pots	2.30
Ditto, fancy pots	4.75
Yarmouth Bloater Paste	75
Ditto, fancy pots	4.75
Kippered Herrings	1 90
Kippered Herrings, Meirs	1.90

CANNED FISH.

	Doz.
Anchovies, in oil, 2 doz. ½ pts., in glass, doz	4.00
Anchovies 2 doz. ¼ pts., doz	3 00
Bloaters, Yarmouth C. & B. ..doz	4.50
Codfish Balls, 2-lb tins, per doz	2.25
Eels, Hamburg, in jelly, 1-lb tins	1 80
Eels, smoked, 1-lb, ℔ doz	2.40
Finnan Haddies, 2-lb oval	2.25
Finnan Haddies, 1-lb, round, ℔ doz	2.00
Sardelles, imported, 1-lb tins	3.00
Sardelles, imported, in glass	3 00
Sardelles, domestic, 1-lb glass	2.25
Sardelles, Ankera, ½ keg	3.00

Mackerel.

1-lb tins, 50 in a case. 2-lb tins, 2 doz. in a case.

Gold Label, 1-lb tins	1.50
P. & W., 2-lb soused	2.75
P. & W., 2-lb, mustard	2.75
P. & W., 2-lb, tomato	2.75
Underwood, 2-lb, soused	2.85
Underwood, 2-lb, tomato	2.85
Underwood, 2-lb, mustard	2.85
Los Angeles, 2-lb, soused	2.55
Los Angeles, 2-lb, tomato	2.55
Los Angeles, 2-lb, mustard	2.55
Mt. Desert, 2-lb, soused	2.25
Mt. Desert, 2-lb, tomato	2.25
Mt. Desert, 1-lb, soused	1.25
Blueback, 1-lb, fresh	1.10

Crescent Mackerel.

Soused, 18 oz. tins, 4 doz. in case, d	$1.80
Tomato, 18 oz. tins, 4 doz. in case, doz	1.80
Mustard, 18 oz. tins, 4 doz. in case, doz	1.80

1311-1315 Pacific Street.

Mackerel in Oil.

Bezier's	3.00	4.00
Lemarchand	5.00	7.00

Salmon.

Alaska Red, 1lb tins, doz	95
Alaska Red, 2lb tins, doz.	1 60
Alaska Pink, 1lb tins, doz	80
Alaska Pink, 2lb tins, doz	1 50
Alaska Flats, 1lb tins, doz.	1 40
Oregon Red, 1lb tins, doz.	90
Oregon Red, 2lb tins, doz.	1.60
Oregon Pink, 1lb tins, doz	75
Oregon Pink, 2lb tins, doz	1.50
Oregon Flats, 1lb tins, doz.	1.00 1.60
Columbia River, 1lb talls.	1.60
Columbia River, 1lb flats.	1.75

French Sardines.

⅛s, according to quality and size of tin, p cas	9.50	12.50
¼s, according to quality and size of tin, p. case	19.00	30.00

COLUMN 14.

American Sardines.

Packed 8 1-3 doz in a case. ⅜s 50 tins in case.

American ⅛s in oil, per case	$3 25
American ⅛s in oil, 5-case lots	3 15
American ⅛s in oil, per doz	.50
American ⅛s in mustard, doz.	.90
American ⅛s in mustard, case	8.35
American ¼s in mustard, doz.	.90
American ¼s in mustard, case	2 80

Sprats.

Piloto	6.75	7.00
Menhie	6.75	7.00

SHELL FISH.

Abalones.

4 doz in cs, with shells, cs.. 6.00

Clams and Clam Juice.

	doz.
Doxsee Clams, 1-lb. tins	$1.75
Doxsee Clams, 2-lb. tins	2 75
Doxsee Clam Juice, 1-lb. tins	.90
Doxsee Clam Juice, 2-lb. tins	1.60
B & M Lunch Clams, flat tins	1.37½
Underwood Clams, 1-lb. tins	1.00
Underwood Clams, 2-lb. tins	1.60
P. & W. Clams, 1-lb. tins	1.00
P. & W. Clams, 2 lb. tins	1.50
Oxford Clams, 1-lb. tins	.95
Oxford Clams, 2-lb. tins	1.50
P. & W. Clam Chowder	2.10
Burnham's Clam Bouillon, qts	90
Burnham's Clam Bouillon, pts	4 50
Burnham's Clam Bouillon, ½ pints	2.40

Lobsters.

	Doz.
Red Jackets, flats, 1s	2.85
Deep Sea Picnics, ½s	2.35
Triumph Tails, 1s	2.60

Oysters.

Oysters, Selects, 12 oz	$1.60
Oysters, Selects, 6 oz	3.25
Oysters, Standard, 10 oz	2.00
Oysters, Standard, 5 oz	1.10
Oysters, Standard, 3 oz	1.70
Oysters, Standard, 4 oz	.90

Shrimps.

Shrimps, pickled, 1-lb. tins	$1.05
Shrimps in Tomato Sauce, 1-lb. flats	1.00
Dunbar's Picnics, 4 doz in cs	1.0
Dunbar's 1½-lb., 2 doz in cs	2.10
Pickled Shrimps, 1-lb., 4 doz in case	1.05

Department 10.

LAUNDRY MATERIALS.

Ammonia.

GREER'S WASHING AMMONIA

First grade absolutely pure. 180 Beaume Strength.

Pints (2 doz. to ca-e)	$1 55 per doz.
Quarts (1 doz. to case)	2 55 " "
½ Gals (½ doz. to case)	4 25 " "

WASHING AMMONIA

Standard Grade,

Pts., 2 doz. to case, per doz	$ .75
Quarts, 2 " " " "	1 25

GREER'S TOILET AMMONIA

Lavender and Violet

Pints (2 doz to case) . $2 50 per doz.



Parson's Household Ammonia

	per doz.
½ gals., 1 doz. in case	$4 50
Quarts, 1 doz. "	2 65
Pints, 2 doz. "	1 75
Dime size 3 doz. in case, per case	2 95

Bluing.



Liquid Laundry Bluing.

SCOTT & GILBERT CO, Manufacture s 214-216 Mission Street

SUNSET

	doz.
¼ pints, 3 doz. case	40
½ pints, 3 doz case	60
Pints, 2 doz. in case	75
Quarts, 2 doz. cs.	1 45

Bluing, ball.

Mikado, ½'s, 100-lb case, lb	.20
Mikado, ⅛'s, 100-lb case, lb	.22
Nuremberg, A, ½'s, ℔ lb	.23
Do A, D, ½'s, ℔ lb	.25
Do A, C, R, ½'s, ℔ lb	.21
Washerwoman, ½'s, ℔ lb	.12
Do ¼'s, ℔ lb	.14
German Ultramarine ½'s, ℔ lb	.12
Do ¼'s, ℔ lb	.14
Deschamp's French, 1's, ℔ lb	.28
Do ½'s, ℔ lb	.29
Gold Medal, qt, ℔ doz	1.25
Do pt, ℔ doz	1.00
Do ½-pt, ℔ doz	75
Do ¼-pt, ℔ doz	45
Do China Label, qt, ℔ doz	1.25
Greer's, 1 dz qts. & doz	2.25
2's, 2 doz. to cs	2.50
Do ½ doz. pts, ℔ doz	1.44
De ½ doz. ½ pts, ℔ doz	.90
Pacific, 1 doz. qts, ℔ doz	1.10
do, 2 doz., qts & doz	.80
Do ½ doz. ½ pts, ℔ doz	.46

COLUMN 15.

Borax.

20-Mule Team, powdered 1's, cs. of 2 doz	$2 25
20-Mule Team, powdered 12-oz. cs. of 4 doz	3 60
20-Mule Team, powdered ¼'s, cs. of 8 doz	3 84

(Less 5 per cent. in 5 case lots; 10 per cent. in 10 case lots).

Cartons, 1's, 2 doz. in box	.09
Lump, 25 lb. in box	.03
Powdered, 25 lb in box	.03½

Chloride of Lime.

Brookman's, 1's, ℔ lb	7¼	7½
Do ½'s, ℔ lb	8½	9
Salter's Purity Brand, ex qual. doz		85

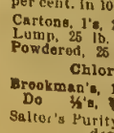
Lye.

Big Bonanza Lye

Case of 48-1 lb tins	3.30
5 case lots	3.25

Star Scrubbing Lye

48-½ lb tins, per case	1.75
5 case lots	1.70
Merry War, 4 doz in case	3.10
Merry Nickel, 4 doz to case	1.75
Eagle Lye, 4 doz. in case	3.60
Do 3-case lots	3.50
Do 5-case lots	3.40
Tomson's Red Seal, 4 dz. to cs	4.00
Do 5-lb, 12 5s to case	4.80
American, 4 doz in case	3.25
Do in 5-case lots	3.00
Babbitt's Lye, 4 doz in case	3.25
Do in 5-case lots	3.00



BANNER LYE

Cs., 4 doz	$4.00
Cs., 2 doz	2.00

SPECIAL FREE DEAL

LIMITED

Freight Paid to Country Points

5 Case lots, per case	$4.25
One additional case free Net cost	3.54
3 Case lots, per case	4.25
One additional case free Net Cost	3.54

Sal Soda.

California, pkgs	.00
California, bbls	.05

Department 11

STARCHES.

RIVERSIDE



Corn.

...must be re-tailed at 8c 0 1's per lb. ...5½c

Gloss.

18 1's per lb ..... 5½c 6 3's per lb ..... 5½c 12 6's per lb 6c

FREE.

...during June 1 case corn free with each 5 box order, assorted or straight. Must be re-tailed at 8c.

Corn Starch.

Log Cabin, 40 lb, per pkg	4
Liberty, 40 lb, per pkg	5½
Duryea's, 40 lb, per pkg	7¾
Niagara, 5-box lots, pkg	5½
Niagara, 40 lb	5¾
Kingsford's, 40 lb, pkg	7¾
Lily Corn, 40 lb, per pkg	5½
Lily Corn, 5-box lots	5½
Lily Corn, 20 lb, per pkg	5¼
Sioux City, 40 lb, per pkg	5½
Sioux City, 5-box lots, pkg	5½
None Such, 40lb, per pkg	5½

Laundry Starch.

Elastic Starch, 64/1's, per box	5 00
Celluloid, 64/1's, per box	5 00
Best Gloss, 48/1's, per lb	5¼
Liberty Gloss, 48/1's, per lb	5¼
Liberty Gloss, 16/3's, per lb	5¼
Best, 12/6's, per lb	5½
Standard, bulk 40-lb. boxes	2½
Sioux Gloss, 48/1's	5½
Sioux Gloss, 2's, 16 in box	5¼
Kingsford's S. G., 1's, 40-lb. bx	8½
Kingsford's S. G. 6's, 12 in crate	8½
Kingsford's Pure, 1's, 40-lb bxs	7½
Duryea's S. G., 1's, 40-lb. bxs	8
Duryea's S. G. 6's, 12 in crate	8½
Duryea's Superior, 1's, 40-lb bx	7½
Niagara Gloss, 1's, 40-lb. bxs	5½
Niagara Gloss, 6's, 12 in crate	6¼
Niagara Gloss, bulk, 50-lb. bxs	4½
Lily Gloss, 1's, 48-lb. box	5½
Lily Gloss, 6's, 12 in case	6¼
Lily Gloss, 3's, 16 in case	5¼
None Such, 1s 48-lb boxes	5½
None Such, 6s, 12 to crate	6
None Such, bulk, 50 lb box	4½

COLUMN 16.

Department 12

Soaps and Washing Powder

Western Star Soap

WHITE FLOATING.

100 bars per case $4.10

LASCO KOLD WATA NAPTHOL.

100 Bars per case $4.00

Free Delivery in San Francisco Oakland, Alameda and Berkeley

manufactured by

Los Angeles Soap Co.

San Francisco Office, 115 Davis St.

Telephone Grant 110.



THE BEAVER SOAP CO., Dayton, Ohio.

Grandpa's Wonder Soap.

100 cakes 4-oz $3.60

50 cakes 4-oz 3.50

Powdered Soap.

Grandma's Borax, 24 3-lb. per case $4.00

Grandma's Borax, 60 12-oz. per case 2.40

Peet Bros.

Silk Soap 2.80
Ammonia Benzoline 3.85
Cocoa Borax 4.10
Crystal White 3.95
Lily White (Floating) 3.80

Standard Soap Co.

Top Notch, 100, 10-oz. $3.50
Sunburst, 100 12-oz 3.75
Yellowstone, 100 14-oz 3.75
Marigold, 100 16-oz 3.90
Thomas' Cool Water, 100 13-oz 4.00
Thomas' Cool Water, 20 13-oz .85
Milo, 100 4-oz., 100 cartons.... 6.60
Magno "Floating Borax," 100 10-oz. 4.00
Gold Medal Borax, 100 10-oz.... 5.50
Gold Medal Borax, 20 10-oz.... 1.15
Purity, "Floating," 5c size.... 3.90
Purity, "Floating," 10c size.. 6.25
Purity, "Floating," 10c size, 20 1.30
Electric Mineral, 100 16-oz.... 5.50
Electric Mineral, 20 16-oz..... 1.15
Peerless Kitchen, 100 10-oz.... 3.00
Peerless Kitchen, 20 10-oz..... .65

Miscellaneos.

Miller's Naptha, per case..... 4.35
½ doz. toilet free.
Fels Naptha, 100 14-oz..... 4.40
Hot or Cold, 100 10-oz..... 4.00
Life Buoy, 100 ..... 4.00
Mikado, 100 14-oz..... 3.90
Mikado, 20 14-oz..... .85
Lenox, 100 ..... 3.00
Lenox, 20 ..... .75
Ivory, 100 10-oz..... 7.00
Fairbanks Clairette, 100 ..... 3.35
Fairbanks' Santa Claus, 100... 2.85
Fairbanks' Copco, 100 ..... 3.90
Fairbanks' Fairy Oval, 100.... 3.90
Grandpa's Wonder, large, 50.. 3.50
Grandpa's Wonder, small, 100. 3.60
Peets' Pine Tar, 50 ..... 1.90
Peets' Pine Tar, 100 ..... 3.75
Babbitt's, 100 ..... 4.10
Jergins Pumice, 50 small..... 1.75
Jergins Pumice, 50 large..... 3.00
Uncle Sam's Tar, 100 small.... 3.50
Uncle Sam's Tar, 50 large..... 3.40
Stryker's Kitchen Soap, 100s... 3.50
Stryker's Kitchen Soap, 20s..... .75
Pearl, 100, large..... 4.00

Castile Soap.

La Lune White Castile, lb..... 7¾
White, Virgin, per lb..... 7¾
White, Conti 14 15
Mottled, Imported, per lb. 6½ 7
Clover Leaf White 13
La Boulon 7½

Scouring Soaps.

Bon Ami, 3 doz to cs, pr cs . 2 50



Sapolio, scouring, ½ gross box, per box 4 50
Sapolio, hand, ½ gross box, per box 4 50

WASHING POWDERS.

Gold Dust, 24 3's, per case ... 4.50
Gold Dust, 100/10-oz..... 4.00
Gold Dust Deal, 1 cs, free with 5 at $4.00 for 5 -$4.40 for 10 oz.
Lavarine, 36 1-lb., per case.... 3.00
Lavarine, 100 5c pkgs 3.50
Pearline, 36 1-lb. pkgs..... 3.10
Pearline, 100 6-oz pkgs..... 3.75
Soaperine, 20 3-lb. pgs..... 3.60
Soaperine, 50 1-lb. pkgs 3.35
Soaperine, 100 ½-lb. pkgs 3.60
Babbitt's 1776, 6-oz..... 2.85
Kleeno, 72/1's 4.50
Kleeno, 24/3's 4.25
Kleeno, 100/1½'s 3.75
Grandma's Borax, powdered, 24 3s..... 4.00
do, 60, ¾s 2.40

COLUMN 17.

Department 13

OILS, PAINTS, ETC.

Coal Oil.

Water white, coal, bulk..... 12½
Pearl, cases, 25's 15
Astral, cases, 25's 18
Star, cases, 25's 17½
Ex. Star, cases, 25's 20½
Elaine, cases, 25's 26

Gasoline and Benzine.

86° Gasoline, bulk, 25 cases.... 31
74° Gasoline, bulk 16 cases..... 22
63° Benzine, bulk, 13 cases..... 19

Turpentine.

Strictly Pure, cases, 2-5's..... 86
Do drums or iron bbls. 80

Linseed Oil.

Strictly pure, raw, bbls.....gal 46
Do. boiled, in bbls...gal 48
De. raw, cs, 2-5's....gal 51
Do. boiled, cs, 2-5's..gal 53

Castor Oil.

Baker's AA, cs, 2-5's 1.18
Pure, No. 2, cs, 2-5's..... 1.05
No. 1, cs, 2-5's ..... .70

Lard Oil.

Strictly pure, bbls., 75 cs..... 80
Sup. Win., str., bbls. 65 cs.... 70
No. 1, bbls, 55 cs 60

Neatsfoot Oil.

Cooper's bbls, 75 cs..... 80
Extra, bbls, 62½ cases..... 67½
No. 1, bbls, 57½ cases..... 62½

Lubricating Oils.

Star Cylinder Oil, bbls, 60 cs..65
Columbia Cyl. Oil, bbls, 40 cs..45
Gem Cyl. Oil, bbls, 80 cs.....80
Ruby Cyl. Oil, bbls, 50 cs.....60
Star Engine Oil, bbls, 50 cs....55
Columbia Eng. Oil, bbls, 30 cs.35
Paragon Eng. Oil, bbls, 45 cs..55
Red Eng. Oil, bbls, 27 cs.....32
Star Mach. Oil, bbls, 30 cs.....35
Star Dynamo Oil, bbls, 50 cs...55
Star Spindle Oil, bbls, 40 cs....45
Star Sep'tor Oil, bbls, 50 cs....55
Favorite Sep'tor Oil, bbls, 25 cs.30

Miscellaneous Oils.

Union Salad Oil	.45	50
Globe Salad Oil	.45	50
Pure Sperm Oil	.75	80
No. 1 Polar	.50	55
China Nut oil, ord'ry.....	62½	
China Nut oil, No. 1.....	.80	

WHITE LEAD.

Pioneer, in kegs 7¼ 8

DRY PAINTS.

Eng. Paris White, bbls.	1.35	1.60
Whiting, bbls	1.00	1.15
Kalsomine, bbls		1¼
Prince's Min'l B'wn,bbls		1.65
Yellow Ochre, bbls		1½
Eng. Ven. Red, bbls....		1.50

Department 14

FARINACEOUS GOODS.

FLOURS.

Globe Grain & Milling Co.

Cor. Chestnut and Montgomery

California Selected Wheat,

Barrel

** "Banquet" (fancy patent)..$5.05
*** "Silver Star", (patent).... 4.60

Blended Wheat,

**"Al" Family 5.15

Entire Eastern Wheat.

Globe, Bakers' .....

(½ bbls. 10 cents per bbl. higher.)

**"Al" must be retailed for not less than $1.40 per ¼ sack.

***"Banquet" must be retailed for not less than $1.30 per ¼ sack.

****Silver Star" must be retailed for not less than $1.25 per sack.

Miscellaneous Flours.

Cal. Family 4 60 $5 15
Cal Bakers', extra. 4.80 4 90
Rye Flour 4.75
Rye Meal 4 50
Graham 4 50
Whole Wheat 4.75

Meals in Sacks or Boxes.

Less 10 per cent.

	Bales 100 lbs. 10 10-lb sacks
PEACOCK S-lf Raising Buckwheat Flour	$6.00
Advent Flour	3.50
Buckwheat Flour —new process	4 75
Buckwheat Flour—Patent Roller	4.50
Buckwheat Groats	10.00
Corn Flour, white or yellow	2.75
Corn Meal, pearled or yellow	2.75
Corn Meal, pearled, white	.75
Corn Meal, Extra Cream, yellow	3.75
Corn Meal, Extra Cream, white	3.75
Cracked Wheat, Pearled—new proc s	3.75
Rolled Wheat, bale, 10 7-lb and 10 10-lb sacks	3.50
Rolled Oats, bale, 10 7-lb and 10 10-lb. sacks	4 75
Farina	4 50
Graham Flour, Patent Roller	3.25
Hominy large	3 75

COLUMN 18.

	Bales 100 lbs. 10 10-lb. sacks.
Hominy, small	4.00
Oat Meal, granulated....	4. 50
Oat Meal, Patent Cut A, B or C	4. 75
Oat Groats	4. 75
Pearled Barley, No. 1, 25 lb. and 50 lb. Boxes....	6.00
Pearled Barley, No. 2, 25 lb. and 50 lb. Boxes....	6.00
Pearled Barley, No. 3, 25 lb. and 50 lb. Boxes....	6.00

	Bales 100 lbs. 10 10-lb. sacks
Rice Flour, Patent Roller	8.00
Rye Meal, Patent Roller..	3.50
Rye Flour, Patent Roller.	3.75
Split Peas, yellow, 25-lb. boxes	5.50
Split Peas, green, 25-lb. boxes	5.50
Whole Wheat Flour, Patent Roller	3.50
Wheat Meal, fine or coarse	3.75

In 50-lb. sacks deduct ¼ cent per pound from above prices.

In 25-lb. sacks deduct ⅛ cent per pound from above prices.

Meals in Sacks and Barrels.

(Less 10 per cent.)

Extra Cream Rolled Oats, in wood, 180 lbs. net..	$5.00
Extra Cream Rolled Oats, in sacks (180) 90 lbs. net sacks	7.50
Alta Mills Rolled Oats, in wood, 180 lbs. net.....	7.00
Alta Mills Rolled Oats in sacks (180) lbs., 90 lbs. net sacks	6.50
Rolled Wheat in wood, 150 lbs. net	4.40
Rolled Wheat in sacks, 150 lbs. 75 lbs. net sacks	3.90

PACKAGE CEREALS.

Less 20 p r cent. Per case.

PEACOCK Self-Raising Buckwheat Flour—

20 3½ lb. pkgs.....$4	75
40 1¾ lb. pkgs.....	5.00
24 3 lb. pkgs.....	4.75
California Flap Jack Flour, 36 2 lb. pkgs.....	4.75
Semola, 20 4 lb. pkgs.....	4.50
Nuttygrains, 20 4 lb. pkgs.	4.50
California Cream Flake Oats, 36 2 lb. pkgs.....	4.50
Farina, 24 1 lb. pkgs.....	2.00
Primrose Wheat, 36 2½ lb. pkgs.	4.50

PEACOCK CEREALS.

Manufactured by the Del Monte Milling Co.

(Net f. o. b. S. F.)	Per case. 36 2's	20 5's
Buckwheat Flour...	3.55	4.75
Yellow Corn Meal...	2.25	3.10
White Corn Meal...	2.25	3.10
Cracked Wheat prid.	3.25	4.20
Graham Flour.....	2.75	3.50
Large Hominy.....	3.25	4.20
Small Hominy.....	3.40	4.35
Oat Meal, Grnltd....	3.55	4.55
St'l Cut Oat Meal, A, B or C.....	3.65	4.75
Pearl Barley.....	4.65	6.10
Rice Flour, Pat. Rlr.	5.90	7.90
Rye Flour, Pat Rlr.	3.25	4.20
Rye Meal, Pat Rlr..	3.15	4.00
Split Peas, Yellow..	4.35	5.60
Split Peas, Green...	4.35	5.60
Whole Wheat Flour, Pat. R'lr.	2.90	3.75
Gluten Flour	4.20	5.90
Farina	3.45	4.85

MISCELLANEOUS PACKAGE CEREALS.

Capit'l Mills R'll'd Oats, 36/2's	3.60
Grape Nuts, 1 & 3 doz, pr doz	1.40
Breakfast Gem, case 3 doz.....	3.40
Wheatine, 36/2's, pr cs.....	3.75
Germea, 20 4-lb pkgs, pr cs....	4.00
Germea, 24 2-lb pkgs, per case.	3 10
H-O Buckwheat, 2 doz 3-lb pkgs, per case	3.75
H.-O. Pancake Flour, case....	3.90
H.-O. Oats, 24/2's, per case....	3.15
Cream of Wheat, 36/2's.....	5.25
Crespo, 36/2's	2.75
Slow Flakes, 36/2.....	3.00



MALTA VITA

36 1s, case

$4.00

Our Mother's Mush, 36/2.. 2.75
Twin Brothers Mush, 36/2 3.00
Carnation Wheat Flakes, 24/5's 5 40
A B C Breakfast Wheat, 72/2's 5.00
A B C Breakfast Wheat, 36/2's 2.60
Flaked Rice, 24/7's 3.00
Ralston Breakfast Food, 36/2's 4 50
Do. Barley Food, 36/2's.... 4.25
Do. Health Oats, 36/2's.... 4.00
Do. Hominy Grits, 36/2's.. 4.00
Do. Health Crisp, 36-2's.... 3.60
Do. Select Bran, 24/3's..... 2.50
Do. Pancake Flour, 36/2's 3.75
Do. Whole Wht Flr,4/4½'s 5.50
Quaker Oats, 36 2s 3.80
Scot h Oats 36 2s 3.6

Continued on Col. 34 Page 1

COLUMN 19.

COLUMN 20.

Department 15.

SPICES

PURE—Square Tins, Full Net Weight.

	⅛'s	¼'s	½'s	1's	2½ lbs.	5 lbs.	Blk
Allspice	$0 70	$0 95	$1 60	$ 2 50	$ 5	$12 75	21
Cinnamon	1 15	1 80	3 30	6 25	15 25	30 00	43
Cloves	90	1 35	2 40	4 35	10 60	20 55	31
Ginger	75	1 05	1 75	3 10	7 50	14 30	23
Mace	1 75	3 00	5 65	10 90	26 95	53 30	73
Mustard	70	95	1 60	2 80	6 70	12 75	21
Nutmeg	1 25	2 05	3 80	7 15	17 60	34 60	49
Pepper	80	1 10	1 90	3 40	8 25	15 85	25
Cayenne	80	1 15	2 00	3 55	8 65	16 65	26
W. Pepper	95	1 45	2 65	4 65	11 75	22 90	34
Sage	70	95	1 60	2 80	6 70	12 75	21
Thyme	70	1 00	1 65	2 95	7 10	13 50	22
Savory	70	1 00	1 65	2 95	7 10	13 50	22
Marjoram	75	1 10	1 85	3 30	7 85	15 10	24
Poultry Seasoning	....	1 60	.....	.....	.....	.....	..

SECOND GRADE—Round Tins, Short Weight.

	⅛'s	¼'s	½'s	1's	2½ lbs.	5 lbs.	Blk.
Allspice	55	1 00	1 75	3 25	7 60	13	
Cinnamon	65	1 90	2 10	4 00	9 50	16	
Cloves	65	1 25	2 25	4 20	10 20	17	
Ginger	55	1 00	1 75	3 25	7 60	13	
Mace	1 20	2 30	4 40	10 50	21 00	34	
Mustard	55	90	1 50	3 60	7 00	12	
Nutmegs	85	1 70	3 10	7 40	14 60	24	
Pepper	60	1 15	2 00	4 55	8 90	15	
Cayenne	60	1 15	2 00	4 55	8 90	15	
W. Pepper	75	1 45	2 65	6 15	12 05	20	
Sage	55	1 00	1 75	3 95	7 60	13	
Thyme	60	1 05	1 90	4 25	8 25	14	
Savory	60	1 05	1 90	4 25	8 25	14	
Marjoram	60	1 05	1 90	4 25	8 25	14	

SCHILLING'S BEST SPICES.—Nature's Best.

Square tins. Never sold in bulk. Small, medium, large sizes have sifting tops except Mustard.

	Small size per doz.	Medium size per doz.	Large size per doz	Ex. Large size per doz.	Hotel size per tin.
Pepper	.75	1.20	2.20	3.75	.75
Mustard	.75	1.25	2.25	3.90	.81
Must. Comp.	.75	1.25	2.25	3.90	.81
Ginger	.75	1.25	2.25	3.90	.81
Allspice	.75	1.10	2.00	3.50	.73
Cinnamon ...	.90	2.25	4.25	7.50	1.35
Cloves	.85	1.40	2.60	4.75	.87
Nutmegs	1.60	2.75	5.25	10.00	2.00
Mace	1.75	3.00	5.75	11.50	2.15
Cayenne	.90	1.60	2.75	5.00	.92
Wh. Pepper...	.95	1.75	3.25	5.75	1.00
Sage	.75	1.25	2.25	3.90	.81
Thyme	.85	1.40	2.60	4.75	.87
Marjoram ...	.95	1.75	3.25	5.75	1.26
Savory	.85	1.40	2.60	4.75	.87
Cases contain..6 doz.		4 doz.	2 doz.	2 doz.	1 doz.
Gross weight..22 lbs.		23 lbs.	24 lbs.	40 lbs.	52 lbs.

MUSTARD.

Colman's, ¼'s, 12 lb to box, lb.	.52
Colman's, ½'s, 12 lb to box, lb.	.48
Colman's, 1's, 12 lb to box, lb..	.48
Colman's, 5's, per lb.....	.40

Mustard, Prepared.

Small bottles, 24 to cs, pr doz	.55
Small straights, fancy, 24 to case per doz	.95
Webb's Glass Top	1.35
Large Dusseldorfer, 24 to cs	1.60
In 3-gal kegs, per keg.....	1.15
In 5-gal kegs, per keg.....	1.70
Louit Freres, French, doz.....	2.25
Eddy's Salad Mustard— 6-oz., 24 to case.....	.92½
8-oz., 24 to case.....	1.35
12-oz., 24 to case.....	2.00
Hirshes Horseradish Mustard— 10-oz., 24 to case.....	1.25

Department 16

BAKING POWDER AND FLAVORING EXTRACTS.

ROYAL

	1 cs. lot	5 cs. lot	15 cs. lot
¼ lb cans....	$ 1 38	$ 1 36	$ 1 34
6 oz cans....	1 92	1 89	1 87
½ lb cans....	2 57	2 52	2 50
12 oz cans....	3 82	3 75	3 72
1 lb cans ..	4 95	4 85	4 80
2½ lb cans..	11 85	11 40	11 28
3 lb cans ..	13 60	13 34	13 20
5 lb cans ..	22 35	21 90	21 68

An extra discount of 1 per cent if packed in barrels.

Schilling's Best Baking Powder.

Never sold in bulk.

10-lb. tins, per doz.....	$39.00
5-lb. tins, per doz.....	20.00
4-lb. tins, per doz.....	16.00
3-lb. tins, per doz.....	12.50
2½-lb. tins, per doz ...	10.50
16-oz tins, per gross ...	$53.00
12-oz. tins, per gross....	41.00
8-oz. tins, per gross....	28.00
6-oz. tins, per gross....	22.50
4-oz. tins, per gross....	16.50

TROPHY

4 oz,	per doz.....	$0.95
6 oz,	"	1.35
8 oz,	"	1 70
12 oz,	"	2.35
1 lb.,	"	3.00
2½ lb.,	"	7 50
5 lb.,	"	9 00
6 lb.,	"	14.50

MISCELLANEOUS.

Home, 10 oz.....	$0.90
Home, 25 oz.....	2.00
Home, 50 oz.....	4.00
Home, 80 oz.....	6.00
K. C., 10 oz.....	.85
K. C., 15 oz.....	1 25
K. C., 25 oz.....	2.12½
K. C., 50 oz.....	4.00
K. C., 80 oz.....	6.50

Cream Tartar.

Standard, bulk, 30-lb box.....	27
Standard, 12 1-lb tins.....	.28
Pure, bulk, 30-lb box.....	.38
Pure, 5-lb tins, per lb.....	.38
Pure, ½-lb tins, per doz.....	5.00

SODA.

Churches, A. & H., or Dwight's Cow Brand, 60 lbs. to case.

1-lb	per lb. $0.05
½-lb	per lb .05¾

EXTRACTS FLAVORING.

GUITTARDS' "PURE"

per doz	2 oz	4 oz	8 oz
Vanilla ..	$2 50	$4 75	$7 00
Lemon	1 75	3 25	4 50

Net weight. Patent Sprinkler Tops

Schilling's Best Extracts.

Triple Strength, Pure and Uncolored Sprinkling Tops.

Net weight. Never sold in bulk.

	Lemon and Others. per doz.	Vanilla and Rose. per doz
1 oz.....	1.30	1.80
2 oz.....	2.00	3.00
4 oz.....	3.75	5.75
6 oz.....	5.50	8.50
8 oz.....	7.25	11.00
16 oz.....	14.00	21.50
32 oz.....	27.00	42.00

Souder's Flavoring Extracts.

Price per gross.

	2 oz.	4 oz.	8 oz.
Reg. Lemon...	9.00	18.00	54 00
Reg. Vanilla..	14.40	28.80	72.00
XX Lemon....	18.00	36.00	72 00
XX Vanilla...	21.00	42.00	84.00
Asrtd Flavors.	18.00	36.00	72.00
Rose Coloring.	18.00	36.00	.....
Yellow Colrng.	18.00	36.00	.....
Jamaica Ginger.	18.00	.....	.....

Assorted flavors contain strawberry pineapple, orange, almond, rose, etc.



"Vesay" Extracts."

Lemon, 2 oz., per doz..... $2.30
Vanilla, 2 oz., per doz..... 2.30
Assorted Flavors, per doz..... 2.30

COLUMN 21.
Department 17

CANDIES.

Lozenges.
(5-lb. boxes.)

XXX Peppermint, pails.. ..13 14
Thin Peppermint ..... .16
T. T. Peppermint ..... .18
Druggist Peppermint 25
Musk, fluted, pails ..... .20
Cinnamon, Lemon, Sassafras, Rose ..... .16
Midget Fruit ..... .20
Conversation and Hearts. .15
Lilliput Conv. Hearts..... 17
Midget Conv. Lozenges... 18
Crown T. T. Lozenges, 24 5ct. pkgs ..... .80
Aurora Lozenges, 24 5ct. pkgs ..... .80
Cough Troches, 5 lb bxs... .25
Eagle Wafers, Peppermints, Wintergreen 25

Mixed Candy.
(30-lb. pails.)

Plain Mixed 8½
Pacific Mixed 10
Royal Mixed 10
Grocers' Mixed 12½
Yankee Mixed 10
American Mixed 13
Fancy A. Mixed 13
Fancy C. Mixed 14½
French S. Mixed 14
French No. 1, Mixed 16
French Extra Mixed 18
Lady, Mixed 20
Br ken Mixed 15

Steam Panwork.

Anis Seed 9
Aromatic Cachous 22
Assorted Berries 18
Assorted Drages 16
Assorted Imperials 14
Assorted Small Seeds..... 16
Birds' Eggs 22
Boston Baked Beans 16
Burnt Peanuts 17
Burnt Almonds 18
Caraway Seed, smooth 25
Caraway Seed, pearled 22
Celery Seed 22
Cinnamon Beans, large red... 22
Cinnamon Beans, Imperials... 15
Coriander Seed, pearled 16
Jelly Beans, pails 22
Jelly Birds' Eggs 12½ 14
Jelly Cranberries 16
Jelly Limes 16
Jelly Raspberries 16
Jordon Almonds, fine 16
Jordon Almonds, imitation..... 45
Licorice Beans 18
Red Hots 15
Ringed Marbles 25
Sugar Coated Licorice Tablets 16
Sugar Almonds 20
Sugar Plums 25

Stick Candy.
(30-lb. pails.)

Assortment: Peppermint, Lemon, Rose, Clove, Anis, Cinnamon, Sassafras, Vanilla, Pineapple, Wintergreen 8½
Hoarhound 9
Hoarhound, wrapped 11
Peanut Sticks 13
Peanut Sticks, wrapped..... 13
Cocoanut Sticks 13
Cocoanut Sticks, wrapped 13

Taffies.

Peanut Taffy 15
Peanut Flake 15
Peanut Squares 14
Cocoanut Taffy 15
Cocoanut Squares 15½
Chunks: Vanilla, Rose, Chocolate Lemon, Molasses 14
Broken Taffy of broken chunk 13

Drops and Lumps.
(30-lb. pails.)

Mixed Drops and Lumps 8½
Molasses Peppermint Lumps... 11
Hoarhound Drops 11
Crystal Rocks 12½

Gum Goods.
(5-lb. boxes.)

A. B. Gum Drops, assorted.... 9
A. B. Gum Drops, Licorice..... 9
A. B. Gum Drops, Crystallized. 11
A. B. Bonbons, plain, in bbls... 7
A. B. Bonbons, fancy, in bbls.. 7½
A. B. Bonbons, fancy, crystallized, 5-lb. boxes 14
A. B. Fruits 18
Royal Gum Drops 15
Genuine Gum Drops, hard..... 25
Jelly Squares, assorted..... 14
Bijou Sticks 18
Spiced Jelly Drops 20
New Turkish Figs 16
Fig Paste, plain 17
Fig Paste, tricolor 18

Cream Goods.
(5-lb. boxes.)

Fondans Creams 14
Hand Dipped 19
Hand Dipped, with nuts on... 21
Fruit and nut Ices 18
Cream Peppermint 20
Crushed Fruit Bonbons 30

Chocolates.
(5-lb. boxes.)

Chocolate, plain 16
Chocolate, Hand Made 20
Chocolate Dipped Bonbons... 20
Chocolate Dipped Bonbons, with nuts 22
Chocolate, Climax, 30-lb pails .16
Chocolate Chips 28
Chocolate Nonpareil Drops... 20
Chocolate Wafers 22
Chocolate Cream Tablets, 30 in box 1 10

COLUMN 22.

Marshmallows, Nougats, Etc.

Occidental Marshmallows, 5-lb tins ..... .28
Occidental Marshmallows, 3-lb tins ..... .30
Dipping Marshmallows, 5-lb. boxes ..... .25
Angel Food, 5-lb. boxes ..... .20
French Nouget, 30 5c slices in box 1.00
Walnut, Apricot, Spanish Nouget, 5-lb boxes, per lb..... .25

Sundries.

Opera Caramels 19
Rock Candy, white & red .15
Rock Candy, brown 16
Licorice Drops ..... .20
Licorice Sticks, 16 to lb... .28
Locorice Tablets, 5 lb bxs .25
Licorice Tablets, 24 5c bxs .80
Licorice Penny Sticks, 100 in box ..... .65
Buttercups, 5-lb tins..... .2

CHEWING GUM.

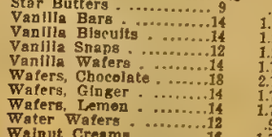
	Single	Box
Sweet Wheat, per box		.50
Tutti Sugar Plum, box		.55
Yankee Spruce, 20 pcs.....		.55
Sen Sen, 20 pcs.....		.55
Red Rooster, 20 pcs.....		.55
Sweet Heart, 20 pcs.....		.55
Newton's Pepsin, 20 pcs.....		.55
Bloodberry, 20 pcs.....		.60
Pepsin Sticks, 20pcs.....		.60
Chiclets, 40 5c pkgs.....		.60
" 3-lb. b. xes		1.25
" 10 10c pkgs		1.35
" 12 25c pkgs		.80
		2.00

CRACKERS.



MADE BY THE
MUTUAL BISCUIT CO.

	lb.	⅛ box
Almond Drops	15	
Animals	12½	$1.20
Arrowroot	14	1.50
Assorted	12	1.15
Assorted, extra	14	1.30
Assorted, fancy	20	1.75
Assorted Wafers	16	1.90
Assorted Jumbles	14	1.25
Boston	9	.60
Butters, Mutual	10	.70
Butter Scotch	14	1.50
Butter, Star	9	.60
California Lunch	9	.90
Champion	9	.85
Chips, Mutual	14	1.10
Chocolate Biscuits	16	1.80
Chocolate Fingers	15	1.50
Chocolate Wafers	18	2.15
Cocoanut Bonbon	14	1.25
Cocoanut Finger	15	1.50
Cocoanut Marshmallows.	15	1.50
Cocoanut Taffy	15	1.80
Cocoanut Wafer	16	1.50
Coffee	12	1.25
Coffe Iced	15	1.35
Cornhill	10	1.10
Cracker Meal	6	1.10
Currant Cakes	12	1.10
Egg Jumble	14	1.25
Fruit Biscuits	14	2.40
Ginger Cakes	10	1.40
Ginger, Nut	11	1.40
Ginger Wafers	14	1.75
Graham	10	1.20
Graham Gem	9	.75
Graham Unsweetened . .	9	
Honey Fingers	14	1.25
Honey Pumbles	12	1.00
Honey Drops, spiced	15	1.60
Honeysuckle	16	
Jelly Fingers	16	1.50
Jenny Lind	12	1.10
Lady Fingers	15	1.30
Lady Fingers Iced	16	1.40
La Grande	11	1.10
Lemon Biscuit	14	1.25
Lemon Brittles	14	1.35
Lemon Snap	12	1.20
Lemon Wafers	14	1.75
Macaroon Almond	40	
Mutual Flakes	14	.90
Mutual Tea	15	1.60
Nic Nac, No. 1.....	10	1.10
Nic Nac	12½	1.25
Oysters	8	.70
Peoples Mixed	12½	1.25
Pilot Bread	4	.55
Pilot Bread Extra	5	.65
Pilot Saloon	7	.80
Ping Pong	16	1.50
Raisin Cake	12	1.10
Saloon Pilot	7	.80
Saloon Soda	7	
Salted Wafers	14	.90
Soda Extra	7	
Soda	6½	
Star Butters	9	.60
Vanilla Bars	14	1.40
Vanilla Biscuits	14	1.25
Vanilla Snaps	12	1.20
Vanilla Wafers	14	1.75
Wafers, Chocolate	18	2.15
Wafers, Ginger	14	1.75
Wafers, Lemon	14	1.75
Water Wafers	12	.90
Walnut Creams	16	1.50



COLUMN 23.
Department 18.

FANCY GROCERIES.

Snider's Baked Beans.

No. 1, 90c doz.; 4 doz. in case
No. 2, $1.40 doz.; 3 doz. in case
No. 3, $1 85 doz.; 2 doz. in case

Bouillion Capsules.

Anker's, 10 capsules in box, per doz boxes 2.75

Capers.

Capotes, 1 dz in cs 1.20 1 25
Nonpareil, small 1.40
Do large 2.10
"White Label," 6-oz. doz..... 2 25
"White Label," 10-oz. doz..... 3.15

TOMATO KETCHUP.



Catsups

Snider's

Qts., per doz.. .. $3 75
Pts., " 2 40
½-pints, per doz. 1 40



CAMPBELL'S
(½ Pts. Condiments)
2 dozen to case

Tobasco Ketchup dozen $1 15
Tomato Ketchup, dozen..... $1 15
Salad Dressing, dozen 1 15
Chili Sauce, dozen..... $1 15
Assorted cases, dozen..... $1 15

Miscellaneous.

Our Mother's Ctsp ½-pt, doz.. 1 40
Our Mother's Ctsp, pts, doz... 2 30
Blue Label, 25 ½ pts to cs.... 3 10
Blue Label, 25 pts to cs..... 5 00
Blue Label, 12 qts to cs.....4 00
Mother's Own, pts.....1.50
½ pts ..... .90
London s Rockaway, Pts., doz 2.25
Sadler's "Purity," doz ..... .90
H. B. Catsup, pts. 2.15
" " ½-pts. 1.25

Chocolate and Cocoa

CHOCOLATES.

Baker's.

German Sweet, 6-lb boxes, ⅛s and ¼s 2
Eagle, 12/1s 25
Premium, 12/1s 28
Vanilla, 12/1s 41
Powdered, ⅛s, ¼s, 1s, 12/lb. boxes 26
Subject to quantity discount.

Huyler's.

Vanilla, 12-lb. boxes 36
Premium, 12-lb. boxes 33

Lowney's.

Cream Cakes, per box..... 80
Ice Cream Drops, per doz... 75

Ghirardelli's.

In paper

Eagle, 24 1-lb 21
Eagle, 12 1-lb 21
Eagle, 12 ½-lb 21½
Eagle, 12 ¼-lb 22½
Crescent, 6 5 to lb..... 24
Crescent, 12 5 to lb..... 17
Cal, Sweet, 6 6 to lb..... 16½
Cal. Sweet, 12 6 to lb..... 21½
Monarch, 12 1-lb..... 21
Monarch, 12 1&½-lb..... 26
Monarch, 12 1-lb..... 25
Monarch, 12 ½-lb..... 27
Star, 24 1-lb 19
Star, 12 1-lb. 19½

Ground.

In tins

Ghirardelli's, 12 1-lb tins 26½
Ghirardelli's 24 1-lb tins..... 26
Ghirardelli's, 10 1-lb. tins 24½
In delivery cases.
Ghirardelli's 60 3-lb tins..... 24
Venard's, 24 1-lb tins..... 21
Venard's, 60 3-lb tins..... 20
Miner's, 12 1-lb tins..... 22½
Miner's, 24 1-lb tins..... 22
Miner's, 20 3-lb tins..... 22
5 per cent off on 120-lb. lots

COCOAS.

Baker's Bkfst, 6/1's-½'s..... 36
Van Houten's, ¼'s and ½'s..... 35
Van Houten's, 1's 80
Royal Dutch, 12/¼'s 30
Royal Dutch, 12/½'s 55
Royal Dutch, 12/1's 10
Epp's, 14/½'s 40
Fry's, 12/½'s 39
Webb's, 6/½'s 23
Lowney's, 6/½'s 37
Ghirardelli's Bkfst, 6/½'s 38
Ghirardelli's Bkfst, 12/½'s .. 37½
Ghirardelli's Impri, 6&12/½s...56
Miner's Bkfst, 6/½'s 37
Miner's Bkfst, 6/1-5's..... 38
Menier's, 1 ⅛s 47

COLUMN 24.
Condensed Milk

BORDEN'S CONDENSED MILK CO.



Gold Borden Eagle Brand (5 case lots 6.65	6.80
Pony.....	2 25
Challenge	4.70
Floral	4.65
Dome	8.75
Rose.....	4.40

(Each of above Brands 4 doz. in case)

Borden's Malted Milk,
Trial Size, per doz. 75
Small size 4.00
Large size 8. 0
Hospital Size ..... 3 .00



Borden's Pioneer Brand Evaporated Cream

Large Cans, 4 doz. in cs. 3.75
Peerless 4.70
Yacht .. 9.25
Family Size, 4 doz. in case. 3.00
Quarts, 2 doz. in cs

ALL ABOVE BRANDS GUARANTEED



CARNATION CREAM

20 oz. cans 4 doz
Per case 4 00
5 cases..... 3 95
25 cases 3 90
50 cases 3 85

2% retail from factory on return of jobber's dup. bill and signed contract



LILY
[large tin]
1 to 10 cs. $3 90
10 to 25 cs ..3 85

Helvetia Milk Condens'g Co.



Originators Evaporated Cream
Highland Evaporated Cream 4 doz in box $4.10
Baby Pet, 6 doz..... 3 00
Pet, reg., 4 doz., per case 3 25

Miscellaneous.

St. Charles, 4 doz., in case.....$4 60
St. Charles, 5-case lots..... 4 50
Horlick's Malted Milk, doz.... 4 50
Jersey, 4 doz. per case 3 50

Cereal Coffee.

Fig Prune, per doz.....$2 25
Postum, 24½'s, per doz..... 1 35
Postum, 12/1's, per doz..... 2 25
Postum, 36/1's, per doz..... 2 25
Grainо, 12, 2s 2.75

Chutney.

Chutney, asst, qts.....$6 25
Chutney, asst, pts..... 3 75
Chutney, Major Grey, qts..... 6 50
Chutney, Major Grey, pts. 4 25
Ban-ki-pore, pts 3 00

Cranberry Sauce. doz.

Anderson's 2s, 2 doz box.. 2.00
Tea Garden, 2s, gls, 12 box. 4.00
Tea Garden, 1s, gls, 24 box. 2.25
Cape Cod, 2 lb, gls, 12 box. 3.50
Cape Cod, 1 lb, gls, 24 box. 2.00
Home Made, 1s, 2 doz box. 2.15
do 2s, glass, 1 doz box.. 4.00

Rice.

Choice Seed Japan.....$0 00¼
Good Seed Japan..... .04
Fair Seed Japan..... .03¾
Fancy Head Rice ..... 5½ .06
Long Grain Rice ..... .05
China No. 1 ....5 6
China No. 2 ..... .4 4½

COLUMN 25.

ALPINE

EVAPORATED CREAM

Per case
1 to 5 cases, 4 doz. to case....$3.60
5 to 10 " " " 3.55
10 to 25 " " " 3.50

Gallons

1 to 5 cases, 6 to case 3.35
5 to 10 " " " 3. 0
10 to 25 " " " 3.35

Midgets, 8 doz. to case
1 to 5 cases, $3. 0 | 5 to 10 cases, $3.55
10 to 25 cases, $3.80

Alpine Evaporated Cream Co.

Factory
HOLLISTER, CAL.

Office and Salesroom
95 Market Street
Rooms 212 213
San Francisco, Cal.
Phone: Main 3443.

Cottolene.

2's, 4's or 10's, per cs. of 50 lbs.. 7 00
5-case lots 6.90
10-case lots 6.80
25-case lots 6.65

Curry Powder.

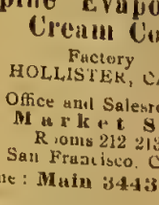
Cross & Blackwells, 2 oz..1.35
do 4 oz. 2.35
Do 8-oz. 3.65
Do 16-oz. 6.20
East India, Bombay, 16 oz.... 5 00
East India, Bombay, 8 oz..... 3.25

Extract of Beef.

Liebig's (Genuine)

	2 oz	4 oz.	8 oz.	16 oz.
doz.	4.65	8.50	15.90	29.75

"Rex" Solid.



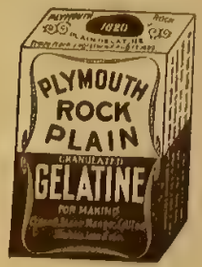
2-oz., doz....$3.96 8-oz., doz...$13.27
4-oz., doz.... 7 20 16-oz., doz.. 24.75

Marshall's

2 oz., per doz $2.40

Gelatine.

Knox's, per doz. 1 20
Knox's, per gross 14 00
Cox's, per gross 12 00
Keck's, per doz 1.10



Plymouth Rock, per doz. $1 10
(4 doz. free with 3 doz.)
Plymouth Rock, per gross..... 12.50
(4 doz. free with gross.)

Ginger (Preserved).

½ doz jars in cs. per cs.. 2.25

Lemon Sugar.

Gilt Edge, 24/1½s, per doz.... 1.37½
Gilt Edge, 24/1s, per doz.... 1.85

Lime Juice.

Tahita, 24/8-oz, per doz.....$1.25
Tahita, short measure, 16-oz.. 1.50
Tahita, full measure, 16-oz.... 1.75
Tahita, full measure, 32-oz.... 3.50
Tahita, bulk, gal..... 1.00

Mushrooms.

doz.
Le Court, 100 to cs $2 25
La Forrest, 100 to cs,..... 2 75
Hotel, 100 to cs..... 1.85
Fancy Stuffed, pts..... 4.00

COLUMN 26.

OLIVES.

OLIVES IN BULK.

	25 gl.	10 gl.	5 gl.	3 gl.
Ex. No 1, Qu'n.	1 00	11 00	6 00	4 75
Lge No 1 "	1 00	10 50	5 50	3 25
No 1 Qu'n "	95	9 75	4 75	2 90
No 2 "	85	8 75	4 50	2 85
Manzanilla	70	7 25	3 75	2 40

Extra charge for kegs & barrels.



Olives

SEVILLE PACKING CO.

White Label Queen Olives—

28-oz., per doz.	$5 50
18-oz., "	3.75
6-oz., "	1 25

Pim-Olas

18 oz, 2 doz, per cs, per doz	$6 10
10 " " " "	3 55

Baby Pim-Olas

10-oz., 2 doz. in case, per doz.	$2.50
6-oz., 2 doz. in case, per doz	1.50

Olive Oil

NICELLE

	Case
½ pints, 4 doz	$9 00
Pints, 2 doz	8 55
Quarts, 1 doz	7 85
22-oz.	9 00



CRYSTAL BRAND OLIVE OIL.

Pure California Products.

7-oz.
Per doz...$2.40
3 doz..... 6.75

14-oz.
Per doz... 4.50

Quarts.
Per doz... 7.25

Put up by
G. O. Ryden.

MISCELLANEOUS

Golden Gate, in gal tins, per gal	1 8
" ½ " "	1 85
" ¼ " "	1 90
Palo Grove, pure Cal., qts., dz	7 50
Cooper's qts., ⅌ doz	10.00
Cooper's pts, ⅌ cs of 2 doz	10.00
Antonini J P S qts, ⅌cs	7 40
Do 1¾ gal tins ⅌ tin	2 90
Duret, qts, pts, ⅌ doz cs	6 00 7.00
Lucca, Crosse & Blackwell's qts.	7.50
Lucca Crosse & Blackwell's pts, 2 doz	8.25
Lucca Crosse & Blackwell's ½ pts 3 doz	7.25

Salad Oil.

Durkee Oil.

Quarts, 1 doz in case, per case	$1 65
Pints, 2 " " "	1 5
½-Pts., 3 " " "	1 85

Purita Salad Oil.

Quarts 1 doz in case, per case	1.90
Pints & Flls, 1 dz qts, per case	1 50
Imitation Lucca, qts	1 5

"Primrose" Salad Oil.

Tierces about 50 gal gal	$ .40
1 gal tins, 10 to case, gal	.70
5 gal. tins, 1 to case, gal	.45
1½ gal tins, 20 to cs, gal	.75
Quart bottles, 12 to cs, doz	1 85
Pint bottles, 24 to cs, doz	1.00
½ pint bot, 36 to cs, doz	.5

Paprika.

Gordon Packing Co.

1-16 lb	doz	½ lb	doz 6 00
¼ lb	doz	1 lb	doz
¼ lb	doz	Bulk, lb	

Peanut Butter

Heron's, 2 doz to cs, per dz. 2.40

Peels.

Citron, 25-lb box	14½
Citron, 10 lb box	14
Lemon, 25-lb box	11½
Lemon, 10-lb box	12½
Orange, 25-lb box	11½
Orange, 10-lb box	12

COLUMN 27.

PICKLES.

Gordon Packing Co.

California—Mixed or Plain.

No. 1, bbls, per gal	$0.24 to $0.27
No. 1, ½ bbls, per gal	.26 to .29
No. 1, 10-gal keg, p kg.	2.25 to 2.50
No. 1, 5-gal keg, p kg.	1.15 to 1.25
No. 1, 3-gal keg, p keg.	.80 to .85
No. 2, bbls, per gal	.22
No. 2, ½ bbls, per gal	.24
No. 2, 10-gal keg, per keg	2 10
No. 2, 5-gal keg, per keg	1 05
No. 2, 3-gal keg, per keg	.80
No. 3, bbls, per gal	.14
No. 3, 10-gal keg, per keg	1 15
No. 3, 5-gal keg, per keg	.60
No. 3, 3-gal keg, per keg	.55

SWEET—"PACIFIC."

Bbls, ⅌ gal	51
½ bbls, ⅌ gal	53
10-gal keg, per keg	5.00
5-gal. keg, ⅌ keg	2 5
3-gal keg ⅌ keg	1.75
Square, 1doz ½-gal, ⅌ doz	2 25
Square, 2 doz ½-gal, ⅌ doz	1 60
Square, 4 doz ⅛-gal., ⅌ doz	1.25
Round, qts, ⅌ doz	3 75
Round, pts, ⅌ doz	2 50
Round, ½ pts, ⅌ doz	1.75

Crosse & Blackwell's.

	Doz.
Mxd Pkls, pat tops, pts	4.15
Mxd Pkles, Pat tops, ½ pt	2 .0
Mxd Pkls, corks, pts	3 95
Chow Chow, pat tops, pts	4.15
Chow Chow, pat top, ½ pt	2 70
Chow Chow, corks, pts	3 95
Onions, pat tops, pts	4 15
Onions, pat tops, ½ pts	2.50

Root Beer



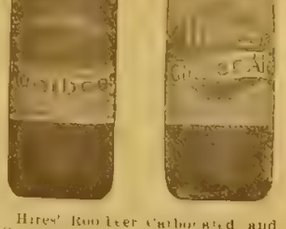
Less 5 per cent. on gross lots

Hires' case of 1 gr	20 40
5 doz lots	10 00
3 "	5 00
1 "	1 75

Hires' Carbonated Root Beer cs of 2-dz pt bottles, patent tops, per cs $2.00 in 5 case lots 1 95

Hires' Carbonated Ginger Ale Per case 2 00

5 case lots, $1.95



Hires' Root Beer Carbonated and Ginger Ale empty bottles, if returned to Stoms-Patrick Company, will be received by them at 25c. per case of 2 doz. bottles (with case) Delivered at San Francisco.

COLUMN 28.

Saratoga Chips.

(Less 5 per cent)

Boxes, 15 and 30-lb, per lb..$0.20
Cartons, 6-oz. 2 doz in cs, doz 1.30

SAUCES.

SNIDER'S SALAD DRESSING



Pints, 1 doz. in case, doz. $2.75
Hlf-Pts, 2 doz. in case, doz. 1.75



Snider's Oyster Cocktail Sce pints, 2 doz to c'se, doz .2 40

Same gallon jugs, 6 to case, per gal..... 1 80

Snider's Chili Sauce, pints, 1 doz. to c'se doz 2 40

Same, half pts 2 doz to c'se doz 1 45

Bavle's Tabasco Pepper Sauce, in cases, 6, ½-doz boxes, per doz $3 00
bottles of 12 bottles, per doz..... 3.50

Holbrook's W'cestershire, ½'s.2.40
Do pts. 4.00
Do qts. .....
*Lea & Perrin's Worcestershire, sma" 2.75
*Lea & Perrin's Worcestershire, medium 5.00
*Lea & Perrin's Worcestershire, large 8.25
*5 cases 5c ⅌ doz less.

Ban-ki-por, ½ pts, 2 doz case, per doz 2.40
Ban-ki-por, pts, 1 doz case....3.80
Tobasco, McIlbeny 4 00
Tobasco, New Iberia 3.50
Braunhardt's
Tropical, ½-pts, 2 doz. per case 4.50
" pints, 2 doz. " " 8.10
Bengal Worcester, ½ pt..... .55
Bengal Worcester, pt 1.05
Pepper, sprinkle top, ½ pt.....2.00
Superior Pepper, small ..... .75
Superior Pepper, large 1.50

Pure Food Pk'g Co.

Worcester Sauce, London Club, ½ pts, do ..... .75

Salad Dressing.

Durkee, small, 2 doz, ⅌ doz...2.55
Do large, 1 doz, ⅌ d.....4.80
Do picnic size, 4 dz, ⅌ dz..1.00
My Wife's 1 dz 16-oz. case....2.75
My Wife's, 2 doz, ½ pt. cs 3.40

Alpha Salad Cream.

Jumbo, 1 oz to case, per case...4.25
Do large, 2 doz " " ...4.70
Do picnic, 2 " " " .. 2.50

El Paso Manfg. Co.

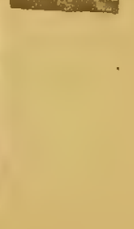
1653 Mission St.

Manufacturers

Flavoring Extracts
Fruit Juices
Syrup
Salad Dressing
Bluing
Ammonia

—

Meat and Salad Dressing, doz. .90



COLUMN 29.

SOUPS.



CAMPBELL'S (1-lb. Condensed). Packed 48 1-lb. cans to case. Straight cases of any variety, or following assortment:

8 Tomato, 6 Vegetable, 4 Ox Tail, 3 Mock Turtle, 3 Chicken Gumbo, 2 Tomato Okra, 1 Julienne, 2 Beef, 2 Consomme, 2 Pea, 2 Celery, 2 Vermicelli-Tomato, 2 Clam Chowder, 2 Mutton Broth, 2 Bouillon, 3 Chicken, 2 Mulligatany.
Price, per doz, any variety...$0.90

Miscellaneous.

Snider's Tomato—3 lb tins 2 doz. in case, per doz $2.80

Same—2 lb tins 2 doz. in case, per doz. 1.35

Van Camp's asstd, per doz.... .90
Van Camp's straight, per doz. .90

SALT.



LESLIE SALT.

Free Running—

Cartons, 20 5s	$ 2.50
Cartons, 24 3s	2.00
Cartons, 48 2s	2.75
Caddies, 50 2s	3.60

Velvet Grain—

Bales, 60 3s	1.75
Bales, 30 5s	1.75
Bales, 15 10s	1.75
Bales, 8 20s	1.75
Packets 75 2s	1.75
Packets, 40 5s	1.75
50-lb sacks, per ton	18.00

H. E. H. Liverpool.

Bales of 75, 2's, per bale	$1.25
Bales of 40, 4's, and 15 10's	2.0
Bags, 200s (50s $3), per ton	7.50

Rock Salt.

Half-Ground, 100-lb sacks, per ton	$4.25
Stock, 100-lb sacks, per ton	4.00
Li erpool Lump, pe ton	14.50
Cal. Table and Dairy, pr bale	1.0
Cal. Table and Dairy, 50's, per ton	6.25

Package Salt.

Shaker Salt, per doz	$0 90
R. S. V. P., 3's, 24 to cs, p. cs.	2.25
R. S. V. P., 5's, 20 to cs, p. cs.	2.75

Celery Salt.

Mertens, 1 doz in box..... 1.05

Sauerkraut.

Barrels, per lb	.02¾
½ bbls	.03
¼ bbls	.03¼
3-gal kegs, per keg	.90
5-gal kegs, per keg	1.15
10-gal kegs, per keg	2 25
2-lb tins, 2 doz in cs, doz	1.35
2½-lb tins, 2 doz in cs, doz	1.60

COLUMN 30.

SPANISH DELICACIES.

Specialties of the **Spanish-American Food Co.**
149-155 Fremont St.
Medal Goods. Paris Exposition.



TAMALES. Doz.

I. X. L., W. G. M. and Kapp & Sheet Brands.
No. 1 Boneless Chicken Tamales in key-op cans.....1.30
No. 2 Not Boneless Chicken Tamales in key op. cans.... 1.00

Spanish-American Brand.

Beef Tamales in key op. cans .... .95
Extra Special Boneless Tamales in key op. cans 1.60
Chili Con Carne, 1 lb.....1.20
Enchiladas, in key-opener cans 1.20
FRIJOLES, 1 lb ..... .90
Tripe; Spanish style, 1 lb 1.25
Minced Deep Sea Clams, 1 pt. 1.25
Clam Juice, 1 pt..... 1 10
Cal. Baked Beans, tomato sauce, 1 lb., 4 doz in case... .85
Cal. Baked Beans, tomato sauce, 2 lbs., 2 doz to case ... 1.35
Cal. Baked Beans, tomato sauce, 3 lbs., 2 doz to case... 1.75

Chili Beans (Tamale Sauce)
1 lb, 4 doz to case..... .85
2 lb, 2 " " 1.35
2 lb, 2 " " 1.75

Deviled Oysters, for Sandwiches 4 doz to case 1.40
Pate Chicken Liver for sandws. 4 doz. to case.....1.40

Macaroni and Cheese, with Tomato sauce, 1 lb, 4 dz. cs.. .90

Concentrated Soups.

Pints (20 kinds).....doz. .90
Beef, Tomato, Ox Tail, Mock Turtle, Mulligatawny, Rice Tomato, Consomme, Green Pea, Bean, Clam Chowder, Vegetable, Chicken Rice, Chicken Barley, Chicken Giblet, Chicken Gumbo, Cream Chicken, Cream Celery, Beef Bouillon, Chicken Bouillon, Clam Bouillon.
Quarts (9 kinds)...doz. $1.85
Chicken, Beef, Mock Turtle, Ox Tail, Tomato, Mulligatawny, Vegetable, Clam Chowder, Cream of Celery.

Truffles.

Rilhac, 100/¼'s, per doz	12 00
Rilhac, 100/ 1-16's, per doz	3.00
La Forrest, 100/¼'s, per doz	17.00

Vinegar.

	½ Bbl.	10 bbl.	5 gal.	3 gal.
30 grain	08	10	1 15	65 50
40 grain	10	12	1 35	75 60
50 gr in	12	14	1 70	90 80
60 grain	14	16	2 00	1 10 95
80 grain	16	18	2 65	1 50 1 25
90 grain	18	20	3 50	1 85 1 65
100 grain	20	22	3 85	2 00 1 85

Hammond's Vinegar.

Salad, qts, per doz.....1.25

Yeast Cakes.

Great Western	1.00
Gillett's Magic	1.20
Yeast Foam	1.20

Pure Oregon Apple Cider Vinegar.

Bbls.....22c gall n
½-bbl.....24c "
Guaranteed.

COLUMN 31.

Department 19.
GROCERY SUNDRIES.

Axle Grease.

H. & L., per case.....$1.50
C. & S., 2-doz case, per case... 2.00
" 5 cs lots 1.95
" 10 cs lots 1.85
Frazer's, 2 doz tins, per case..2.25
Frazer's, 4 doz wd, per case... 3.60
Frazer's, 15-lb pails..... 85
Mica, 3 doz tins, per case..... 2.25

Paper Bags.

Automatic, Self-opening, 500 in pkg. List.

¼-lb .....$1.00 8-lb 4.80
½-lb ..... 1.20 10-lb 5.20
1-lb ..... 1.60 12-lb 6.20
1½-lb ..... 1.70 14-lb 8.30
2-lb ..... 2.00 16-lb 9.00
3-lb ..... 2.50 20-lb 10.00
4-lb ..... 2.90 26-lb 11.00
5-lb ..... 3.40 30-lb 13.00
6-lb ..... 4.00 35-lb 15.00
7-lb 4.40

Discounts from above List:
(Cheapest).....50 pct and 5, 10's
Eagle or Equal....50 pct and 2, 10's
White Fibre, or any white bag, ...50 pct and 1, 10's
Mikado (striped) .....40 pct
Sugar Bags, broad bottom, lb....06
Lion, 40 per cent and 1.....1.10

Bluestone.

Barrels, per lb (5 bbls 5½c) .$0.05¾

Bathbrick.

Bristol, 2 doz, per case $0.85
case 1.15
Powdered, 40 ½'s, per case 1.25

CANDLES.
Adamantine.

Schneider's 10 oz. 20's.....$0.07
Schneider's 12 oz. 20's..... .08½
Schneider's 14 oz. 20's..... .09½
Paraffine, 20 1 lb. cakes...1.95
do. 5 bx. lots.....1.85
do 40 1 lb cakes.....3.90
do 5 bx lots.....3.75
do 100 1 lb cakes.....9.75
do 5 bx lots.....8.75
P. & G. Adamantine, 10 oz. 8¼
do 12 oz. 9¼
do 14 oz. 10½
Yacht Club Quartz Candles
20 sets 14 oz..... .10
40 sets 14 oz. ..... .05¾

Stearic.

Schneider's 14 oz 20's or 40' .12
Schneider's 16 oz 20's or 40's. .13½

Paraffine — Per lb.

4s, 6s, in cartons of 36-lb bxs..10¼
12s, in cartons of 36-lb bxs.....10¼
½-lb, in cartons of 25-lb bxs....10¼
1-lb, in cartons of 25-lb bxs....10¼
Colored 1c higher.
Beeswax, pure for churches:. 40
Do No 2..... 30
Do No. 3..... 25
Christmas, all sizes..... .8 8½
Do holders, ₩ gross..... 85
Wax Tapers, ₩ doz pkgs (₩ gross 8.00).....65 75
Night Lights, German, on pap & wd, (doz 40)..... 65
Do French, on tin, doz.. ..... .50, .75, 1.10

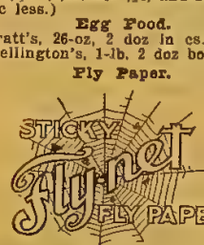
Cordage.

Basis price: Manila 14½c. Sisal 9¾c (5,000 lbs ¼c, and 10,000 lbs ½c less.)

Egg Proof.

Pratt's, 26-oz, 2 doz in cs....$2.25
Wellington's, 1-lb, 2 doz box.. 2.00

Fly Paper.



Fly-Net, Per case $2.60
Magnet, per case.....$2.50
Tanglefoot, per case..... 2.90
Tanglefoot Holders, per case of 50 ..... .75

Fruit Jars.

(Net cash — no discount)

Mason's, pts, per gr..... 7.35
Mason's qts, per gr..... 8.05
Mason's, ½ gals 11.40

Fruit Jar Caps.

Porcelain, 6 doz in box, per bx 2.40

Fruit Jar Rubbers.

No. 1 white, per lb..... 50-60c
"Gold Seal," cartons, per gr.... .75
"Badgers," cartons, per gr.... .60

Hops.

No. 1, ¼ lb, 30-lb. box, lb..... .26
No. 1, ½ lb, 30-lb box, lb..... .26
No. 1, 1 lb, 30-lb box, lb..... .26
Less than 30-lb boxes..... .27

Horseradish.

½-pts, 2 doz in box, doz..... 1.10
Pts, 1 doz in box, per doz.... 1.50
Qts, 1 doz in box, per doz..... 2.75
Bulk, per gal ..... .75

Glue.

Le Page's, 1 oz, per doz..... .75
Le Page's, 2 oz, per doz..... 1.15
Le Page's ½-gill tins, per doz. 1.20
Le Page's, 1-gill tin, per doz.. 1.60
Standard, small, per doz..... .50

COLUMN 32.

EUREKA INSECT EXTERMINATOR.



Manufactured by
Jos. Pusch, 22 Hampton Place
San Francisco.

10c size, doz ..... .75
25c size, doz 1.75
60c size, doz 4.50
1.00 size, doz 8.00

Harmless to persons or animals; does not irritate the skin or injure the eyes.

MATCHES.

Metropltan, full count, per tin.$1.10
Universal, shrt count, pr tin .75
Boys' block pap pkg, per doz .81½
Swedish Safety, per gross..... .80
Swedish wind, 1 gross..... 85
Vulcan Paraffine, 65s, ₩ gross (50 gross 50c) .....50 .55
Japanese Safety, per gross..... .50
Squirrel Matches, 55s, per gross .48
Ship Safety Matches, la ge, gross .75
" " small, " 65

Diamond Match Co.'s.

Anchor, 200 ..... 1.70
Do 500s..... 4.00
Domino, case..... 2.75
G. G. 60s..... 2.75
Red Top Safety 3.25
S. & C., Eastern Parlor, 80s.... 4.25
Press, 100s, 5-gross cs..... 4.75
Little Star, per cs..... 2.25
Search Light, 500s, large 1 gr.. 4.75
(Discount of 25c per case on 5 cs lots)

Paper, Wrapping.

Butter, White, ₩ ream..... 20
Do Waxed ₩ ream..... 25
Manilla, No. 2, roll, any sz. lb....3½
Manilla, No. 1, rolls or reams, ₩ lb..... 5
Straw, ₩ ream..... 70
Do rolls any size, ₩ lb.... 3¼
Drab, ₩ ream..... 60
Do rolls any size, ₩ lb.... 2½
Metropolitan White Fibre Rolls, per pound 4

Paper, Toilet.

Columbia, in rolls, 7 oz, per cs of 100 .....2.75
Royal, 100 rolls of 500 shts.....4.00
Pilot, 100 tablets of 500 shts..3.75
Golden Eagle, 100 tablets of 1,000 sheets 8.00

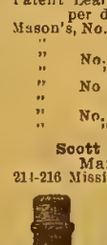
Polishes, Shoe.

Mason's.

Mason's Colt-Coron-Ide Per gross $4.70; per doz. 40c
Mason's Paste Stove Po ish Per gross $1 70; ¼-gross $1 20
Mason's Challenge, per doz .... .40
Mason's Challenge, per gross... 4.70
Challenge Shoe Dressing, small per doz .. $ 75
large " " 1 50
Russett Comb'n. shoe Dressing small, per doz 75
large, " " 1 50
Black Comb'n Shoe Dressing small per doz 85
Patent Leather Polish, per doz 50
Mason's, No. 4 45
" " per gross 5 20
" No. 3 per doz 35
" " per gross. 3 40
" No 2 per doz 30
" per gross..... 3 00
" No. 1 per doz 25
" " per gross 2 80

Scott & Gilbert Co.

Manufacturers.
214-216 Mission St., San Francisco



In 3 dozen cases per

Alaska Seal Oil.... 20 00
Top Notch 15 0
Russian 12 00
Boss..... 9 00

Bixby's.



Jet Oil .....per doz. 85
Jet Oil, 3 doz. in box, with Marvel Brush Free 2 55

COLUMN 33.

BIXBY'S—Continued

Royal Polish ..... per doz. 85
Royal Polish 3 doz. in box, with 8 pkgs. 5c Carpet Tacks free.2 55
Shoe Satin, Small Comb pr doz. 80
Shoe Satin, Large Comb, per doz 1 25
No. 5, Shoe Satin Paste, per doz 40
No. 10, Shoe Satin Paste, p doz 85
Satinola, mall Comb 80
Satinola, Large Comb 1 25
No 5, Satinola Paste..... 40
No. 10, Satinola Paste..... 85
"BBB" Blacking Size M 3 dz in box ..... } 1 25
½doz. paste free }
"BBB" Blacking, Size B. 3 doz. in box ..... } 2 50
1 doz. paste FREE }

Polish, Stove.

Rising Sun large pkg, ₩ gross.6.25
Do 5-gross lots, ₩ gross..6 00
Do Small pkg, ₩ gross....4 25
Sun Paste, large, ¼ gross, per gross 8.00
Sun Paste, small, ¼ gross, per gross 5 00
Enameline, No. 4 tins, ₩ gross.5 00
Do No 6 tins, ₩ gross 8 25
Do Liquid, pt-tins, bx 3 doz.2.25



Small, 3 doz. to cs., per cs. $1.50
Large, 3 doz. to cs., per cs. 2.50
(½ doz. free with each case)

Polish, Metal.

Electro Silicon, 1 gr in case, per doz ..... .80
Brilliantshine, ½ pts, per doz.. .90
Brilliantshine, pts, per doz.... 1.70
Brilliantshine, qts, per doz.... 3.10

U. S. Metal Polish.



POLISH — Doz.
Qts $3 00
Pts. 1 70
½ Pts. 90

PASTE
lb .$3 00
½ lb . 1 70
3oz... 50

Barkeepers Friend powder gr. $18 00

U. S. METALLIC POLISH

PASTE is put up by a Practical Chemist; also in Liquid Form. Free from Acid or Grit. 20 years in the Markets of the World. J. T. WILSON, Pacific Coast Agt., 1770 15th St., S. F. For sale by all dealers. Also the Barkeepers' Friend Cleaning Powder.

Rope.

Manila, 1¼-in. cordage ..... .15
Sisal, 1¼-in. cordage ..... .10¾

Seeds.

Anis 10½
Canary 7
Caraway 8 10
Celery 15
Coriander 15
Cumin 18
Flax, ground 4
Flax, whole 3¾
Hemp, sacks 4½
Millet 6½
Mustard 5½
Poppy (Or. sks 9¼) 10½
Rape, Cal. 4¾
Bird gravel, 40 2s..... 2 00
Bird Seed Mixed 18—1-lb pkg 8

Original sacks 1c less

Sheep Dip.

Little's, 10½-gal tins, per gal 1 0
Little's, 5-gal drums, per gal.. 1.05
Smith's, 10½-gal tins, per gal. .95
Smith's, 5-gal drums, per gal .97

Twine.

Cotton, 4 ply 100-lb bls per lb 20
Do 3 ply, 100-lb bl per lb .. 0
Do 2-lb cones, per lb 20
Hemp, 8-oz balls, per 3-lb pkg 70
Do, 4-oz. balls, per 3-lb pkg. 75
Do 2-oz balls ₩ 3 lb pkg
Sack, 4 ply, 12-lb pkgs, per lb. 33

Wax.

Fruit,...25 6-oz pkgs 1.10;.. 9-oz. .80
Japan, per lb 17
Beeswax..... 35

Wax Strings.

12 in 10 pkg 100 strips each .. 1 65
14 in. 10 pkg 100 strips each .. 1 75

COLUMN 34.

Continued from Col. 18.



Dr. Price's Wheat Flake Celery Food.
Per case...$ 3 75

Pastes (Domestic).

Macaroni, Vermicelli & Spaghetti
No. 1 Extra, per box .27
No. 1 Extra, 12 lbs .52
No. 1 Extra, 24 lbs .99
No. 1 Extra 50 lbs 1.95
No. 1 Extra, 100 lbs..... 3.80
No. 1 Extra, ½ box s .15
Macaroni, Vermicelli & Spaghetti
No. 2 .20
Egg, Alphabet, Vermicelli & Spghtt
24 1-lb pkg, per case 1.50
Queen's Table Macaroni & Sp
12 1-lb boxes in case 2.15
Egg, Alphabet, Vermicelli & Spghtt
Roman Pearl, 24 1-lb pkg, per pkg .85
Golden Gate Egg Noodles
24 1-lb pkg, per case 1.70
Farina, 24 1-lb pkgs 1.70
Discount 2 per cent for cash only

COLUMN 35.

Department 20.
WOOD AND WILLOW WARE

AXE HANDLES.

Ex 36 in doz $2 25
No. 1, 36-in., doz..... .... 1 75
No 2 36 in., doz 1 25
No. 3 36-in, doz..... 1.05
Ex 38-in., doz..... ..... 4 00
Ex. 40-in. doz 4.25

BASKETS.

Per Doz.
Cal., Open, Spruce, No. 3... .60
Cal., Open, Spruce, No. 4... .60
Cal., Open, Spruce, No. 5... .84
Cal., Satchel, Spruce, nest, 0-5 ..... 1.10
Cal., Satchel, Spruce, nest, 1-3 ..... 1.00
Cal., Satchel, Spruce, nest, 1-41 ..... .71
German market nest of 4 1.25
Clothes, Oval, Wil., No. 0. 6.00
Clothes, Oval, Wil., No. 1. 6.00
Clothes, Oval, Wil., No 2. 6.75
Clothes, Oval, Wil., No. 3. 8.00
Clothes Oval Wil nest 4 .. 2.25
Japanese Telescope, nest of 5 size 18x12x7..... 1.50
Same, size 20x13½x7..... 1 25
Same, size 21x15x10 ..... 1.75

BOWLS, WOODEN.

Per Doz
Maple, No. 1, 11-inch..... .75
Do No. 2, 13-inch..... 1.50
Do No. 3, 15-inch..... 2.75
Do No. 4, 17-inch..... 4 25
Do No. 5, 19-inch..... 5.75
Do No. 6, 21-inch 7.50

Per nest.
Maple Nests, 3, 13, 15, 17-inch ..... .71
Same, 4, 13, 15, 17, 19-inch 1.20
Same, 5, 13 to 21-inch... 1.81

BROOMS.

Per Doz.
Patent Cap, No. 1..... 3 80
Patent Cap, No. 2..... 3 60
Patent Cap, No. 3..... 3.35
Extra Patent, No. 1..... 3.85
Extra Patent, No. 2..... 2.60
Extra Patent, No 3..... 2.40
Ladies' Pride, No 1..... 2.85
Ladies' Pride, No 2 .... 2.60
Ladies' Pride, No. 3..... 2 40
Little Beauties 3.00
Ladies' Delight 2.80
Tay, 2 strings .. 90 1 35
Whip 2 strings .. 90 1.25

BRUSHES.

Per Doz
Pot 1 2 00 12 00
Scrubbing 55 3 00
Dandy 1 00 5 75

Shoe Brushes.

No. 1, black bristles 1.10
No. 2, bristles 1.65
No. 3, white bristles 1.75
No. 4, bristles 2.00
No. 5, white bristles 2.25
No. 6, horse hair 2 70
No. 7, bristles 3 90

Stove Brushes.

Per Doz.
No. 1 tampico handles. 90c-$1 10
No. 2 bristles handles .. 1 85
No. 3 tampico handles..... 1 85
No. 4 bristles handles 3.25

Ox Fibre Brushes.

Per Doz.
Scrub T & B 9x2¼ in face .80
Do Hub 10x2¾ in face 2 00
Do Mantle 7½x2 in face 1 10
Do Owl 6¼x1½ in face .85
Do Cat, 10½x2½ in face 1 50
Do Rat, 8½x2½ in face 1 25
Do Mouse 6¼x1½ in fa 1.00
Do Alligator, 10½x2¾ in face 2 25
Do Goose 8½x2¾ in face 2.00
Do Duck 6½x2¾ in face 1.50
Stove Hustler, 8½x2½ in face 2 25
Sink Bell, 3½x2½ in face 1 40
Sink Gone 4¼x3¾ in face 2 25
Horse, Pointer 10x3¼ in face 3.00
Creamery, Jersey, 9x5 in face 3.25
Creamery Holstein, 9½x5¾ in face 3.50
Oval Peacock, 10½x4 in face 2 25
Hand Windsor 4½x1¼ in face per gross .. 6 00
Whitewash Snowstorm, 9-in per doz 2 00
Same, 8 in per doz..... 1.75
Same, 7-in, per doz..... 1.50

CAN OPENERS.

Diamond per doz $0 75
Ceres, per doz 1 25
Sylvan, per doz 2 25

CARPET SWEEPERS.

Bissell's per doz 25 00 to 27 00
King, per doz 24 00

CHEESE SAFES.

Round No. 1 10 in .. $2 20
Round No. 2 12 in .. 2 75
Round No. 3 14 in .. 3 50
Square each .. 4 00

Clothes Line.

Hemp, 40 feet per doz $0 90
Hemp 50 foot per doz 1 25
Cotton 40-foot per doz 1 00
Cotton 50-foot per doz 1 20
Cotton 72 foot per doz 1 75
Sash Cord 40 feet per doz 1 25
Sash Cord 50 feet per doz 1 50
Sash Cord 72 feet per doz 2 00
Wire Cord 50 feet per doz 1 05
Wire Cord 72-foot per doz.. 1 60
Wire Cord, 100-foot, per doz . 2.75

COLUMN 36.

Clothes Line Pulleys.

Galv. Iron, per doz.....$0.50

CLOTHESPINS.

Common, per box of 5 gross .60
U. S. Patent Spring per gr .60

COFFEE MILLS.

Enterprise, Family, No. 1 doz.$2.50
Enterprise, Family, No. 2, doz. 3 50
Enterprise, counter, ea....5.50-35.00

CORKS.

Wine, pt size, per M.....$4 20
Wine, qt size, per M..... 5.25

Demijohns.

Discount: on 1 ea. 2, 3 and 5 gals. 50-10; on ½ and 1 ga., 50-10-5.

¼-gal., doz..$3.25 2-gal., doz..$10.50
½-gal., doz.. 4.50 3-gal., doz.. 13.50
1-gal., doz... 6.50 5-gal., doz.. 19.00

Dust Pans.

No. 1 Japan, doz..... .63
Covered, doz 1.25
Janitor, doz 2.25

Dusters.

China, fancy colored, doz.... .80
Standard Turkey, No. 10, doz.. 1.60
Standard Turkey, No. 12, doz.. 2.10
Standard Turkey, No. 14 doz.. 2 75
Standard Turkey, No. 16, doz.. 3.25
Standard Turkey, No. 18, doz.. 3.75

DOOR MATS, COCOA.

Per Doz.
Light, No. 1, 14x24..... 4.00
Do No. 2, 16x27..... 5.50
Do No. 3, 18x30..... 7.25
Do No. 4, 20x33..... 9.00
Medium, No. 1, 14x25..... 5.25
Medium, No. 2, 16x27..... 6.75
Medium, No. 3, 18x30..... 8.50
Medium, No. 4, 20x33.....10 25
Extra, No. 2, 16x27..... 9.50
Extra, No. 3, 18x30.....12.50
Extra, No. 4, 20x33.....15.00
Extra, No. 5, 22x36.....18.00
Keystone Steel Mats.....

Faucets.

Cork lined, No. 1, doz.....$0.60
Cork lined, No. 2, doz..... 75
Cork lined, No. 3, doz..... 90
Cork lined, No. 4, doz..... 1.25
Cork lined No. 5, doz..... 1.50
Molasses Gates $0.25
Self-Measuring Faucets, each. 3.00
Syrup Pumps (Ent'rprise), ea. 5.75
Syrup Pumps with auger, ea.. 6.00

Ironing Boards.

4-ft., per doz..... 4.20
4½-ft., per doz..... 4.75
5-ft., per doz 5.25
5½-ft., per doz 5.75

LAMP CHIMNEYS.

XX Eureka Grade.

Eureka Crimp Top in Cartons.

Per Doz.
No. O or E, 6 doz. in case .75
No. 1 or A, 6 doz. in case .75
No. 2 or B, 6 doz. in case. .95

Eureka Electric.

In Cartons.

No. 2, 6 doz. in case, per doz..1.00

Lantern Globes. per doz

Packed 5 doz. in case.... .70

Eureka Rochester.

Per Doz.
No. 1, 6 doz. in case..... .85
No. 2, 6 doz. in case..... 1.05
No. 3, 6 doz. in case..... 2.10

Macbeath Pearl Top.

No. 1 or A, 6 doz. in case. .85
No. 2 or B, 6 doz. in case. 1.05

La Bastie.

Heaviest and best in market.

Per Doz.
No A, plain bulk, 6 doz. in case 1.20
No. B, plain bulk, 6 doz in case 1.50
No. A, crimp bulk, 6 doz. in case 1.20
No B, crimp bulk, 6 doz. in case 1.60

Common Chimney.

Per Doz.
No. 0 or E, 6 doz. in case. .40
No. 1 or A, 6 doz. in case.. .45
No. 2 or B, 6 doz. in case. .65

Common Rochester.

No. 1, 6 doz. in case..... .80
No. 2, 6 doz. in case..... .90
No. 3, 3 doz. in case..... 2.00

Lamp Burners.

0 or E, per doz.....$0.50
1 or A, per doz..... 60
2 or B, per doz..4..... 75
(Blaze fits 13 collar, takes E wick)
Solar Burners, doz 1 50

LEMON SQUEEZERS.

Ball, per doz $0.80
Glass, No. 1, per doz..... 50
Glass, No. 2 (for oranges) doz 85

MOPS AND HANDLES.

Per Doz.
9-lb. Mops .....1.20 and 1.65
12-lb Mops ..... 1.60 and 2.20
Patent Mop Handles 1 00
Plain Mop Handles ..... .90

PAILS.

Per Doz.
Wood, painted, 3 hoops... 2.25
Wood, varnished, 3 hoops 2.25
White Cedar, 3 galv hoops 2.75
Fiber 3.50
Galvanized, 10 quarts 1 75
Galvanized, 12 quarts 2.05
Galvanized, 14 quarts 2 35

SHELF PAPER.

Per gross.
Narrow, assorted colors. .12
Wide, assorted colors.... 35

COLUMN 37.

TUBS.

White Cedar—No. 0, 13.00; No. 1, 10.50; No. 2, 9.00; No. 3, 8.00.

Painted or varnished—No. 0, 11.40; No. 1, 9.60; No. 2, 8.40; No. 3, 7.20.

Fiber—No. 0, 18.00; No. 1, 14.50; No. 2, 12.50; No. 3, 11.00.

Galvanized—No. 1, 5.50; No. 2, 6.20; No. 3, 7.20.

WASHBOARDS.

Per Doz
California, regular size..... 2.10
California, small ..... .90
Stag 2.75
Bronze 3.50
Good Enough 2.25
Anchor, single 1.90
Nameless 2.25
Peerless, double 3.50
North Star 3.50
North Star, protector.... 4.00
Crystal Glass 4.00
Misses 1.50
Toy ..... .90

WICKING.

Grs.
Lamp, 0 or E, ⅜-in.....$0 40
Lamp, 1 or A ⅝-in..... .45
Lamp, 2 or B, 1-in..... .70
Lamp, 3 or D, 1½-in..... 1.10
No. 1 Rochester 2 25
No. 2 Rochester 3.25
No. 3, Mammoth 10.50
Junior Rochester 2 00
Stoves, 3-in 2 00
Stoves, 3½-in. 2 50
Stoves, 4-in 2.50
Stoves, 4½-in 3 50
Stoves, 5-in 3.50

WRINGERS.

Wood Frame Novelty.

Two top screws; iron tub clamps.

Per Doz.
No. 350, 10x1¾ in 30.00
No. 351, 11x1¾ in 36.00
No. 352, 12x1¾ in 42.00

One top screw; wooden top clamps.

No. 360, 10x1¾ in.....31.00
No. 361, 11x1¾ in.....36.00
No. 362, 12x1¾ in.....42.00

Ball Bearing.

No. 380, 10x1¾ in.....40.00

MISCELLANEOUS.

Barrels, paper, 100-lbs, ea. .80
Barrels, pa., 50 lbs ea..... .65
Barrel Covers, 17-in. (flour barrel size), per doz..... 1.80
Barrel Covers, 21-in (sugar barrel size), per doz 2.70
Basins, fiber, 12-in., pr dz. 2.25
Basins, fiber, 1½-in., per doz. 2.50
Brownies, per doz... .75 1.00 1.25
Butter Ladles, plain, doz.... 45
Butter Ladles, clays, doz 85
Butter Spades, doz 40
Dishes, oval 1, 2 and 3-lb, per 1,000 .....2 20, 2.50, 2 90
Dishes, wire end 1.35, 1.80, 2.35, 2.85, 3.25
Egg Beaters, Dover..... 1.00
Lemon Squeezers, fiber, dz 1.25
Measures, fiber, 4 pcs..... 1.25
(Set pt., qt., ½ gal and funnel)
Lanterns, O Tubular, doz. 5.00
Lanterns, candle, frame, only doz. 1.00
Lantern Candle, with chimney, doz. 1.75
Lantern globes, in bbls. 70@95
Mouse Traps, 1 to 6 holes, doz., 6 holes..... .60
Traps, mouse, "Does-it-easy," doz. 25
Traps, rat, "Blizzard" doz.... 90
Nest Eggs, per doz..... 20
Oil Cans, 1 gal., cush., per doz 1.50-4.50
Oil Cans, 1 gal., galvanized Iron 2.00
Oil Cans, 5 gal., galvanized Iron 6 00
Potato Mashers, per doz. 45@75
Rolling Pins, per doz. 1.20 and 1.45
Spoons, wooden....30c, 37c .65
Step Ladders, each per ft ..... 17 .40
Tacks, steel, asstd. 2-oz. doz. . 25
Tacks Common, 2 oz., doz.. 10
Tapers, gas, 30/17-in, stgs. doz 65
Tobacco Cutters, standard, ea 80
Toothpicks, per case, 110 box 2.25
Twine Holders, hanging, doz. 2.00
Twine Holders, counter, doz.. 3.10
Spittoons, fiber, 13-inch.. 6.00
Spittoons, fiber, 12-inch 4 75
Spittoons fiber, 9-inch... 4 00
Whips 90
Window Screens, 12-in. doz 1 80
Window Screens, 18-in., doz 2 20
Window Screens, 24-in., doz 2 64

STATIONERY.

Blank Books.

Counter, 48-leaf ..... .$ 50
Counter, 92-leaf 75
Cap, Day & Ledger, per 100 pp ..... 10@ 40
Full bound ..... 50@ 75

Writing Paper.

Ream.
Commercial Note, 5lb... 45@ 75
Commercial Note, 6lb... 50@ 90
Letter, 10 lb, ex..... 90@1 50
Cap, 12 lb, ex..... 1.00@1.80

COLUMN 38.

Envelopes.

Per M
XX, 5-in. ..... 1.00@1 50
XX, 6-in. ..... 1.10@1 60
XXX, 10-in. 2.80
XX, 4-in., Baronial, cream or white ..... 1.40@1.80
XX, 5-in., Baronial cream or white..... 1.60@2.00

Inks.

Scott & Gilbert Co.,
Manufacturers,
214-216 Mission Street, San Francisco

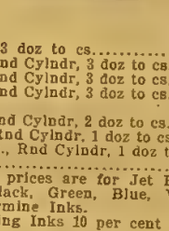
SUNSET BLUE BLACK



gross
Cones, 2 dozen case .$ 4.50
2 oz. round studs 3 dz. 4 50
doz.
4 oz. round studs, 2 dz 75
½ pint, 2 doz case.. 1 25
Pints, 2 doz. in case .2 00
Quarts, 1 doz. in case 3 50
gal.
5 gallon kegs .. 70
10 gallon kegs ... 60
Barrels .. 50
Assorted colors, doz
1 oz. stands, any color 50
2 oz. stands, any color 75

BLACKSTONE MFG. CO.
1960 Howard St., S. F., Cal.





Gross
Cones, 3 doz to cs.....$3.75
2-oz., Rnd Cylndr, 3 doz to cs.. 3.90
3-oz., Rnd Cylndr, 3 doz to cs.. 5.75
4-oz., Rnd Cylndr, 3 doz to cs.. 6.50
Doz.
8-oz., Rnd Cylndr, 2 doz to cs.. 1.15
16-oz., Rnd Cylndr, 1 doz to cs. 2.00
Full qts., Rnd Cylndr, 1 doz to cs 3.75

Above prices are for Jet Black, Blue Black, Green, Blue, Violet and Carmine Inks.

(Copying Inks 10 per cent additional.)

Miscellaneous.

Carter's or Sanford blk cylinder, gross 4.50
Sanford's, 4 oz., black cylinders, doz. 60
Sanford's ½ pt, doz..... 1.75@2 00
Sanford's pts, doz ..... 3.00@4.50
Sanford's qts., doz. ..... 5.00@7.50

Lead Pencils.

Gross.
Plain cedar 60
Black polished 1.10
Cedar, rubber tip 1.00
Red polished, metal rubber tip ..... 1.50@3.50
Carpenters' .....1.75@2.25
Eagle Automatic, doz.. 85@2.00
doz. ..... 40@1.80



Mucilage

Scott & Gilbert Company

Mnfrs., 214-216 Mission St

San Francisco, Cal.

SUNSET EXTRA HEAVY

doz.
2 oz. cones, 3 doz. cs. 37½
3 oz. cones, 3 doz. cs. 75
½ pints, 1 doz. case 2 00
Pints, 1 doz. in case 3 50
Quarts, 1 doz. in case 7 00
Gallons, ½ doz. ca e 20 00

Blackstone Mfg. Co.
1960 Howard St. S. F., Cal.

Gross.
2-oz. Cones, 3 doz. to cs.....$4.00
3-oz. cylndrs. 3 doz to cs..... 5.75
Doz.
8-oz. round, 2 doz to cs..... 1.75
16-oz. round, 1 doz. to cs..... 3.00
Full qts., 1 doz. to cs..... 5.00

Bulk quotations (5, 10 and 30-gal.) on application.

Steel Pens.

per gr.
Gross.
Railroad, 1 gross in box.....$0.40
Stub No. 413 40
Falcon 40
Bank 40
Easy Writer 50
Extra Fine 45
Elastic 45
Railroad Stub 40
Ladies' Falcon 40
School 40
Spencerian No. 1 85
Gillotts No. 404 50
Gillotts No. 303 ..... 1.00

COLUMN 39.

Department 22.

TOBACCO, CIGARS, SMOKERS' SUPPLIES, ETC.

AMERICAN TOBACCO CO.

Plug Tobacco.

Battle Ax, 16 oz, 3x12, 5 cuts, 12, 24 lb 39
Big Gun, 8 lb. butts, also 16 lb. butts, 16 oz., 3x12, 6 cuts..... 44
Brandywine 4 to lb., 2¼x9, 3 cuts, 4 and 8 lb 46
Bullion, 16 oz 3x12, 12 lb..... 47
" 6 to lb., 1x6, 20 lb 50
Burr Oak, 16 oz., 3 x 12 emb., 6 and 12 lb. 42
Climax, 16 oz, 2x12, 6 cuts, 6, 12 and 30 lb 45
Climax, 7 oz, 2x12 R & R 6 cuts. 7, 10½ and 21 lb.
Climax, 7 oz, 4x12, thin, 7 and 14 lb 48
Climax, 6 to lb, 2x3, Twin 48 4 lb boxes 50
Climax, 14 to lb, 1x8, Figs 4 lb boxes 54
Cross Bow, 14 oz, 3x12, 4 cuts 14 lb 38
Drummond Nat., 5½ oz. 3x12, 8 cuts, 5, 8, and 12 lb 68
Five Brothers, 4 oz, 3x6, 2 cuts, 4 and 8 lb 65
Gold Rope 7 to lb. 3, 6, 12 lb. 56
Gold Rope 14 to lb. 4, 8 lb 58
Good Luck, 3x6, 10 lb. 45
Granger Twist, 12 and 15 lb pails 45
Horse Shoe, 16 oz. 3x12, 6 cuts, 8, 12 and 4 lb 44
J. T., 7 oz. R & R, 2x6, 2 cuts, 10½ and 21 lb 39
J T, 7 oz Smo. 2x6, 2 cuts, 10½ and 21 lb. 39
J. T., 14 oz, Smo. 3x12, 4 cuts, 10½ and 21 lb. R & R .. 39
Newsboy, 48 plugs to 10 lbs. 2¼x4¼, 10, 15 and 25 lb 40
Nobby Spun Roll, 7 to lb, 1½x3½, 3, 6 and 1 lb..... 57
Old Honesty, 15 oz, 3x12, 6 cuts, 7½, 15 and 30 lb 44
Old Kentucky, 6 to lb, R. & R., 8, 16½ and 25 lb... 46
Old Peach and Honey, 6 to lb 8 lb butts 48
Out of Sight, 12 butts, 12 oz., 3x12, 8 cuts..... 35
Piper Heidsieck 5½ oz, 2⅝x8, 3 cuts, 4, 7, 14 lb 69
Red Cross 16 oz 3x12, 4 cuts 12 and 24 butts 33
Red Ribbon Twist, 10 to lb, 6 inch, 8 lb pecks, 16 lb ½ bbls 40
Saw Log, 16 oz, 2x12, 6 cuts 24 lb..... 46
Saw Log, 32 oz, 3x12, 12 cuts, 32 and 48 lb 46
Something Good, 5½ to lb. 2x4 9, 18 lb..... 45
Spear Head 16 oz, 2x12, 6 cuts, 6, 18 and 36 lb. 45
Spear Head 7 oz 2x12, 6 cuts, 7, 10½ and 21 lb 48
Standard Navy, 14 oz, 3x12 4 cuts, 14 and 28 lb. 38
Star, 16 oz, 3x12, 6 cuts, 12, 24 and 52 lb 45
Weissinger's Special, 5 1-3 oz., 3 x 12 emb, 2, 6, 12 lb. 68
W. N. T. Nat. Leaf, 6 and 12 lbs., bxs., 5½ ozs., 3x12.... 5

Smoking Tobacco.

(5-lb Cartons, 25 and 30-lb cases.)
Seal of N. C., 1⅝ oz. foil.....$0.68
Seal of N. C., 3½ oz, foil..... .62
Seal of N. C., 8 oz, foil..... .59
Seal of N. C., 16 oz, foil..... .59
Old Gold, 1⅝ oz, foil or pouch ..... .70
Old English curve cut, 1⅝ oz .74
Old English curve cut, 3½ oz .74
(in curved tins.)
Pedro, 2½ oz, foil..... .49
Pedro, 2½ oz, pouch..... .51
Pedro, 2½ oz, assorted..... .50
Pedro, 16 oz, tin canisters.... 52
Dixie Queen, 1⅝ oz, foil..... 40
Dixie Queen, 16 oz, tin canisters, 6-lb cartons, 24-lb cas .43
Duke's Mixture, 1⅝-oz sack.. .39
Arlington, 1⅝ oz, foil..... .65
Cross Cut, 1⅝ oz, foil..... .60
Duke's Cameo, 1⅝ oz..... .42
Duke's Cameo, 2½ oz, foil.... .45
Melrose, 1⅝ oz, foil..... .65
Fragrant Vanity Fair, 1⅝ oz, foil ..... .95
Red Indian Plug Cut, 1⅝ oz and 3½ oz, foil..... .42
Red Indian Plug Cut, 16-oz pails ..... .44
Fashion, 1⅝ oz ..... .42
Fashion, 16-oz pails..... .44
Bull Durham, 1 oz..... .65
Bull Durham, 1⅝ oz..... .65
Bull Durham, 3½ oz..... .60
Bull Durham, 8 oz..... .58
Bull Durham, 16 oz..... .58
Pick Leaf, gran, 1 oz, 25-lb ca .80
Corn Cake, gran, 1-lb bags, 25-lb cases, per lb..... .23
Echo Plug Cut, 1⅝ oz..... .48
Red Bell, 1⅝ oz..... .42

COLUMN 40.

Red Bell, 16-oz pails..... .43
Oriental Mixture, 3½-oz tin.. 1.00
Imperial Mixture, 7½-oz tin. 1.20
Plum, 1⅝ oz, foil..... .62
Three Kings Mixture, 3½-oz tins 1.35
Monte Cristo Mixture, 3½-oz tins 1.50
Yale Mixture, 1-oz tin..... 1.35
Yale Mixture, 1⅝-oz tin..... 1.60
Yale Mixture, 3½-oz tin..... 1.55
Honey Dip Twist, 10 to lb.... .46
Master Workman, 10-oz plug, smoking ..... .46
Old Virginia Plug, smoking, 5 oz, 10½ lb., 6x5..... .42

Fine Cut Chewing.

Hiawatha, 1 oz..... .59
Hiawatha, 10-lb bulk, bright or dark ..... .59
Hiawatha, b'ght or d'k, 1-lb tins, 5-lb. pails ..... .58
Sweet Cuba, b'ght or d'k, 1-lb tins, 5-lb. pails ..... .46

Cigarettes.

Fragrant Vanity Fair $4 08
Duke's Cameo 4.08
Sweet Caporal 4.08
Virginia Brights 4 08
Old Dominion 3 98
Pets (foil packages)..... 6.52
Richmond Straight Cuts..... 6.62
Turkish Trophies 7.75
Egyptian Deities, No. 1, 10s.. 21.50
Egyptian Deities, No. 3, 10s $18.36, 19.22
Mogul 11.22

Cheroots, Etc.

Vaporettes in tin foil, 5 for 10 14.00
Old Virginia Cheroots, 5's.... 14 00
Jumbo Stogies, 100 in carton. 12.50
Between the Acts Little Cigars, 10's, tin and paper.. 8 50
Bengal Little Cigars, 10's.... 7.50
Royal Bengal, 10 in pkg..... 12.00
Van Bibber Little Cigars....17.50
Sub Rosa Cigarros, 10s, per 1 000 ..... 4.10
Florodora 12.50

Cigarette Papers.

Vanity Fair, 50 pkgs in box.. 1 05
Wheat Straw, 50 pkgs in box. 1.25
Wheat Straw, 100 pkgs in box 2.50
Wild Oats 40 pkgs in box.... .90
Red Seal 50 pkgs in box .... .25
Corn Husk 50 pkgs in box... 1.15
Corn Husk 100 pkgs in box.. 2.30
Interlock, 50 ..... 1.15
" 100. ..... 2.25

THE NILSON CO.

Hoffmann House Little Cigars 10 in package, 250 in carton $7.50
Hoffmann House Magnums, 10 package 100 in carton .. 12.00
Hoffmann House Petit Due 10 in package 100 in cart'n 15 00
Hoffmann House Cavaliers 10 in package, 100 in cart'n 18.50

J. R. PACE TOBACCO CO.

Scroll Tag, twist 6 to lb.... .66
Scroll Tag, 10 oz..... .66
Mastiff Plug Cut, 1⅝ oz..... .67½
Mastiff Plug Cut, 3½ oz..... .65½
Mastiff Plug Cut 10 oz ..... .52

AMERICAN SNUFF CO.

French Rappee, 1⅝ oz, pr dz. .96
French Rappee, 3½ oz. pr dz. 1.80
French Rappee, 16-oz jars, per lb ..... .65
Maccaboy, 1⅝ oz, per doz.... .96
Maccaboy, 3½ oz per doz.... 1 80
Maccaboy 16-oz jars per lb .60
Irish High Toast, 16-oz. jars, per lb ..... .57
Scotch Lillienthal's, in bladders ..... .60

CIGARS.

Porto Rico Cigar Co.

El Primero, Forziane Porto Rico 30.00
El Manifesto, Invincible Roosevelt Porto Rico 87.50

PIPES.

Per Doz.
Cobs, Hot Shot, 3 doz.....$0.25
Cobs, Gem, 3 doz..... .25
Cobs, No. 3, 3 doz..... .50
Brier, W. P. & Co., Assorted, 3 doz 2.00
Brier, Display Stands, 1 doz... 2.00
Brier, Showcase Assortment, 3 doz 6.00
Pipe Mounts, 1 doz..... .75
Cherry Stems, 2¼x6 in..... 2.00
Cherry Stems, 2d 2¼x6 in.... .85
Clay Pipes, T. D., 1½ gross per box 1.25

Per Box.
Clay Pipes, Woodstock, 1½ gr., per box 1.25
Uncle Sam Cob Pipe, 3 doz box 1.00
Eclipse Patent Cob Pipe, 3 doz. box 2.25
Climax Cob Pipe, 3 doz. box... 2.25
Jewel Cob Pipe, 3 doz. box.... .90
Dewey Cob Pipe, 3 doz. box... 2.50
No. 19 Cob Pipes, 1 doz box.... 2.00

Attracting Trade

Show Window Neglect.

The grocer who, possessed of one or two spacious windows, fails to dress them properly, fails at the same time to show appreciation of one of the very best advertising propositions within his reach. The show window is made to pay at least fairly well by every man who is a town storekeeper.

In the country it's different. The show window as an advertising medium isn't worth a great deal to the merchant located in the quiet country or in a sleepy village where passersby are few and far between. The show window is most valuable when in a town.

But apparently there are a great many town and city retailers who seem not to realize that the show window is a good proposition in the advertising line, judging by the number who neglect to dress them. And there are others who, though they don't neglect entirely to dress their windows, seldom put anything in the space behind the glass except stacks of canned tomatoes corn and peas and the like.

Display Appetite Ticklers.

This shows that insufficient thought is given to show window possibilities, or perhaps we should say probabilities. Everybody knows the grocer keeps staple canned goods, so nobody is particularly attracted. The things to display in the show window are the appetite ticklers that have, usually, to be brought to notice of the average housewife or consumer to make her think of them at all. First of all the grocer's show window should keep even with the seasons. They should be, for instance, suggestive of mince pies, nuts, raisins apples, figs, and a score of other such cold weather items, and the summer specialties when the days are warm.

The Show Case.

Some people say that the rise of the retail branches of trade to influence and wealth is to be attributed to the improvement in the skill attained in the use of printing ink. Others say that the show case was a more potent factor. Says one of the advocates of this view:

"The modern show case is one of the important causes of the success of the successful retail merchant—without it he would be where he was fifty years ago, with it he will be a merchant prince, if he can do enough business.

"The modern display case is the principal factor in selling goods. Advertising brings people to the store; the modern show case displays the goods so attractively that the clerk simply assists the customer in making selections, receives the money and has the goods wrapped up.

"Three-fourth of the trade attracted to the store by good advertising would never develop into business without the help of the modern show case. It is the silent and persistent salesman, that works while the clerks are busy, it works every minute a customer is in the store.

"The management of the store is all important, because on it depends the proper buying, profitable selling, attractive advertising and modern methods of displaying goods.

"A merchant can ill afford to do without every means of getting business legitimately. If he does without modern fixtures, he sacrifices and loses business that goes to some competitor.

"The modern show case pays for itself in a short time."

But the show case must be up-to-date, for the old-fashioned pattern is as much of a handicap as the newer pattern is a help. The grocery stores can show some splendid specimens of the modern show case and they can show some poor specimens of the old type.

Insures Proper Condition.

The show case displays goods to superior advantage and keeps them in superior condition. It is made, or can be made, in all shapes and all sizes, and for that reason can be used in small stores as well as the largest establishments. In food emporiums its usefulness as a preventive of pilfering, otherwise "sampling," is universally recognized. It makes more work, for it must be kept clean and bright, but it is labor well spent.

When goods are exposed in the show case, sans wrappers or other covering, care must be taken that flavor or aroma does not suffer from the intermingling of strong odors. In small stores, where a single show case does the work that should be divided among several cases, cigars, toilet soap, perfumery, confectionery and dried fruits are sometimes exhibited together with disastrous results. It is better to purchase several smaller cases than to exhibit goods promiscuously in a single large case, unless the latter has air-tight compartments.

To sum up, it may be said without fear of contradiction that this question of show case display is worthy of the serious attention of all grocers and general dealers, for the solution of the question in each store is bound to have important consequences in determining the degree of success the dealer shall meet with.

PROTECT LOCAL MERCHANTS.

Fresno, Nov. 2—The City Council have taken action to protect local merchants against "bankruptcy" fakers. An attempt will now be made to request San Francisco firms that send stocks of cheap goods to the city during the few busy months of the year and by flash advertising take trade away from established houses.

LASH'S
KIDNEY & LIVER
BITTERS
CURES DYSPEPSIA.

HAVE YOU NOTICED
all these Signs around Town?

WUNDER BEER

It shows that most of the Grocers keep what people ask for—WUNDER BEER If YOU don't, wake up phone to our bottling works and they will send their man to see you.
Phone South 1098

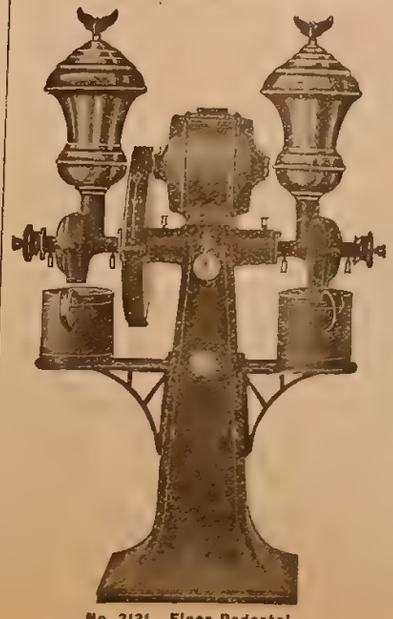
MONEY-WEIGH SCALES
Pay for themselves in
Less than a Year.
Sold on Easy Monthly Payments
PIERCE & CO.
Flood Bldg. (8th Floor) Market & Powell

ALPINE
Unquestionably the Best
CREAM
Made by the Improved Process and under the Personal Supervision of
J. B. MEYENBERG,
The Inventor and Original Manufacturer of Evaporated Cream, with his twenty years experience.
HE KNOWS HOW.
ALPINE EVAPORATED CREAM CO.,
95 Market St., Rooms 212-213. San Francisco, Cal.
Factory, Hollister, Cal.
FOR SALE BY ALL JOBBERS



J. F. Cutter Whiskey
IS THE BEST SELLER FOR THE RETAILER ON THE MARKET
E. Martin & Co.
Sole Agents
54 FIRST STREET
San Francisco

A Trade Bringer
A Time Saver
A Labor Saver
PAYS FOR ITSELF DAILY



No. 2121. Floor Pedestal.

TWO COMPLETE ELECTRIC MILLS
In One Hobart
One Grinder for cheap coffee.
Another to grind and pulverize your high-priced coffee.

Can grind both at the SAME TIME without changing the aroma or flavor of either class. This feature

Obviates Complaints by Customers
Prevents Loss of Customers
Brings New Customers

No exposed electrical parts. Will last a life-time. Backed FULLY by factory guarantee.

Drop us a line and we will prove our claims.

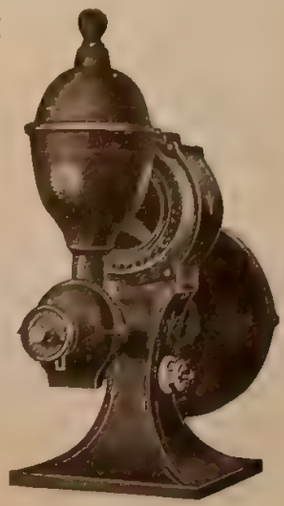
Sizes, from ¼ to 2 Horsepower.

....Sold on easy terms....

Let me know your current. I will quote you prices and terms.

Install a small one NOW. We will change it as your trade demands.

FRANK F. WEAR
D. S. A. for Pacific Coast
Office: 1634 Market St., San Francisco, Cal.



No. 20. Counter Base.

Grocery Markets.

Commercial Outlook of the Western World as shown by Present Conditions.

Office of the ADVOCATE.
Thursday Afternoon.

ADVANCES.

Golden Star Pie Pumpkin, 2½ to $1.00; Squash, 2½, to $1.00.

Genuine Swiss Cheese to 28 cents; California Mild Cheese flats to 16 cents; Young America to 17 cents.

Jersey Lily Lard ¼ cent per lb.

Nutmeg Cheese per lb. to 18½ cents.

Edelweiss Cocoanut, bbls. to 12½ cents; pails to 13¾ cents; Pioneer, bbls. to 12½ cents; pails to 13½ cents.

Fancy Evaporated Apples, 50s to 10½ cents; Choice 50s to 9½ cents.

Crawford Peaches, sks, to 9 cents.

Red Beans, per 100 to $3.55.

Limburger Cheese to 16½ cents.

Lamp wicking, ⅜ inch to 40 cents; ⅝ inch to 45 cents; 1 inch to 70 cents; 1½ inch to $1.10; No. 1 Rochester to $2.25; No. 2 to $3.25; No. 3 Mammoth to $10.50; Junior Rochester to $2.00; Stove, 3 inch to $2.00; 3½ inch to $2.50; 4 inch to $2.90; 4½ inch to $3.50.

Eastern Codfish, Gen Georges, 8 fish to case, to $9.50; Geo. Cuv, 16-18 fish, to $8.50; 40 fish to case, to $8.00.

Baker's A A Castor Oil, case of 2-5s, to $1.18.

American Shore Bloaters, 200 lb barrels, to $32.00; 80 lb ½ bbls, to $14.50.

Salmon, Oregon Silversides, bbls, to $10.00; Alaska Red, bbls, to $11.00; ½ bbls to $6.50; kits to $1.00; Bellies, bbls to $8.00 to $11.00; ½ bbls to $4.50 to $6.50.

Smoked Grim. Bloaters, 100 in box, to $2.75; 50 in box to $1.65; Cromarty to $2.75; Halibut Chunks to 13½ cents; Eastern Herring in boxes to 25 cents; Washington to 20 cents.

DECLINES.

China Ginger, stone jars, large to $2.00; small to $1.15.

Maluwitz Paprika, 1 oz. to $1.20; 2 oz. to $2.00; 4 oz. to $3.25; 8 oz. to $5.75

Palo Alto Seeded Raisins, 1s, to 8½ cents; 2 Crown Loose, 50s, to 6¼ cents 20s to $1.45; 3 Crown, 50s, to 6½ cents; 4 Crown, 50s, to 7 cents; 20s, to $1.60

Padlock Whole Codfish, 12f to 8½ cents; 20f to 8 cents; 30f to 7¾ cents Middles, to 13 cents.

Galvanized Pails, 14 quart, to $2.30

Russian Caviar, 1 lb. tins, 2 doz in case, to $10.25; ½ lb to $5.40; ¼ lb 5 dozen to case to $2.80; ⅛ lb 6 doze in case to $1.75.

SCARCE IN MARKET.

C. & B. Chow, 6 pts.
Libby's Sauer Kraut.
Mirror Gloss Starch 6s.
Confestioners' Powdered Starch bbls
Log Cabin Maple Sugar.
Tillman's White Asparagus.
Delmonte White Asparagus.
T. M. Blacking.
Colman's Mustard, ¼s.

AGAIN IN MARKET.

Central Specialty Co. Milk Bottle Mustard at $1.30.

Venus Oysters, 3 oz. at 80 cents.

Bengal Olives, 14 oz. at $2.40.

Acme Corn on the Cob, 1 gal. cans per case, at $5.50.

CALIFORNIA CROP CONDITIONS.

U. S. Dept .of Agriculture reports for the week:

"The rain of the current week will prove of great benefit to vegetation and orchards. Orange orchards in all sections were greatly improved by the rain. Walnut picking is completed in some parts. The yield is above average."

SUGAR.

Local—There has been no change in the sugar market during the past week

New York, November 29th—There was an advance in raw sugar to 3 9-16 cents for centrifugals 96 deg. test last Friday. The market has remained steady at that price although rather quiet all during the week. **Refined**—Also steady, although not very active.

COFFEE.

The Lewin-Meyer Co. report:

"Locally the coffee trade is quiet, as roasters are generally holding off for lower prices. Two roasters have raised their offers on Salvadors in the past few days, and show a greater disposition to purchase.

"Importers are firm in their views the strong situation in New York acting to sustain them."

New York, Nov. 15.—Henry Nordlinger & Co. report:

"In our report of September 1st we expressed the opinion that the current Rio and Santos crop would turn out to be in the neighborhood of 10 000,000 bags. The best informed and most reliable firms in Brazil have since the cabled estimates of the crop correspond exactly with ours. The trade in general, however, is inclined to be skeptical; the majority of importers estimate the crop at 10,500,000 bags; but there are some who maintain that it will prove to be fully 11,000,000, claiming that the receipts at shipping ports during October and the first half of this month are too large to bear out the smaller crop idea.

"This year's crop has been delayed in its preparation by inclement weather, which explains the comparatively small receipts during the early part of the season, which at one time ran about 450,000 bags below those of last year. We stated then that the small receipts are no criterion as to the size of the crop. During the last six weeks the movement to shipping ports exceeded that of last year sufficiently to nearly wipe out the above named deficiency. The comparatively large receipts of late are natural, and have as little bearing on the size of the crop as the smaller receipts had earlier in the season.

"It is particularly noticeable that Europe now holds about 3,000,000 bags less Brazil coffee than two years ago, and when we consider that her consumption of Brazils is 5,750,000 to 6,000,000 bags annually, we must conclude that Europe will yet have to buy millions of bags of the current crop, especially as her port stocks are largely composed of undesirable quality.

"On the other hand, the stock of the United States is much larger than used to be carried in this country in former years, but more than one-half of this stock consists of high grades, which were imported for purposes of delivery against Coffee Exchange contracts and do not answer the requirements for consumption, the trade demand being nearly exclusively for medium to low grades. Therefore, large as existing stocks are this country will, like Europe, have to import millions of bags yet for its legitimate trade requirements.

"The consumption of Brail coffee on a conservative basis should be about 8,000,000 bags during the next eight months; Brazil cannot possibly furnish anything like this quantity, and it is a natural conclusion that a fair portion of these 8,000,000 bags will have to come out of existing stocks in consuming countries.

"Will the holders meet this prospective demand on their stocks without an effort to obtain some recompense?"

Statistics July 1st to October 31st.

	1903	1904	1905
World's Visible Supply July 1st.....	11,900,173	12,361,454	11,265,510
Receipts at—			
Rio and Santos	6,345,000	5,974,000	5,759,000
Bahia and shipments from Victoria....	254,000	224,000	209,100
Milds in Europe and the United States..	1,156,556	1,303,562	1,114,468
	19,655,729	19,863,016	18,348,073
Deliveries from Port Stocks in Europe and the United States.....	5,737,598	5,512,091	5,341,232
World's Visible Supply November 1st..	13,918,131	14,350,925	13,006,841
The Visible Supply November 1st Consisted of:			
Brazils—			
European Port Stocks.....	6,238,718	4,937,819	3,343,102
United States Port Stocks.....	2,137,115	3,294,073	3,707,483
Brazilian Port Stocks.....	2,314,000	2,655,000	2,092,000
Afloat to Europe	1,126,000	572,200	961,100
Afloat to United States.....	449,500	549,030	766,500
	12,265,333	12,008,142	10,870,185
Milds—			
European Port Stocks.....	1,207,705	1,735,326	1,646,002
United States Port Stocks	354,093	533,657	418,754
Afloat to Europe and the United States, from Java and the East, including trans-shipments	91,000	73,800	71,900
	1,652,798	2,342,783	2,136,656

TEA.

New York, November 21—John H Brown & Co. report:

Formosa Oolongs—The market at Amoy has been very active considering the small quantity of tea on offer with prices slightly advanced, which has only set the decline in exchange.

Pouchongs—Arrivals of these kinds to date are 77,994 packages compared with 57,201 packages last year.

Japans—Our last mail advices are dated October 25th reporting that owing to the large supply of unsold old crop Japan teas held by American dealers at commencement of season the Japanese producers gave their best efforts toward raising and picking strictly first crop teas, which materially will reduce the general output for the season, as the plants were retarded largely owing to the first flush being permitted to grow to its fastest extent, thereby reducing the power of the bush to produce as much in the subsequent pickings, hence the smaller supplies of the second and third crops. Unfavorable weather has been another important factor in the matter of smaller supply. Stock of all tea companies and tea firms, fired and unfired teas, both goods shipped and not shipped, scarcely amount to one half the usual export. Notwithstanding all this shortage, but a slight advance has been noticed as yet in the American market. The tone, however of the general conditions after the turn of the year is, in our opinion, to be an entirely different affair from that which we quote to-day; simply a question of supply and demand, and we believe prices will materially improve.

Congous—Chinese native tea men purchased on or about October 20th some 2000 H-C of low common Congous for shipment to Vladivostock. Stocks are firmly held in anticipation of a good demand for Siberia. We hear of no business in Congous for London, and very little for America.

Pingsueys—Settleemnts since our last report have amounted to 36,000 H-C, of which 14.000 H-C were purchased by one firm. Prices have been so high that but few buyers cared to accumulate stock in large quantity.

Green Teas—There has been considerable activity in the market at Shanghai amounting to a total of 52,000 H-C for the month, most of the business being for American account at slightly declining prices by tales 2 since the opening of the season. Common Fychows are somewhat higher as the London buyers are freer purchasers. The arrivals of Country Green Teas is estimated to be 175,000 H-C for the season against 210,000 H-C, the total output of last year.

India Teas—The latest indications suggest the total crop may be somewhat smaller than that of 1904. The quality of the offerings have been satisfactory and prices are maintained at 1d. over sales of one year ago.

Ceylons—The average price has been somewhat higher than the same grades in Indias, which is to be accounted for entirely by the better quality which has been offered.

RICE.

M. Phillips & Co. say:

"The market on Japs has a firm upward tendency, and the last advances are well maintained. We look for the market to remain at present values until after the turn of the year, and after that time a gradual advance until Japs reach the price of Imported Japan, which is selling at present for $5.35, with an advance looked for as importers cannot sell at this price on present values of Brown Rice in Japan.

"**Carolina**—Fancy grades are hard to get and we advise stocking up for future wants on all classes of Fancies.

"**Honolulu Rice**—As we predicted some thirty days ago, Honolulu Rice is up to $4.25 to $4.35 with another advance looked for. This grade of rice is the cheapest on the market today considering the grain and cooking qualities. We look for another advance in this article before the turn of the year.

"**China No. 2**—$4.65; China No. 1, $5.50 to $6.50.

"**Futures**—We look for the market on all grades to advance considerable after the turn of the year. It would not surprise us to see rice advance another ½ cents in the next 90 days."

New York, November 21—Dan Talmadge's Sons' Co. report:

"There has been good inquiry during the week, local and nearby points sharing the volume of business transacted. The aggregate of transactions is fully up to any equal period of the past five years, not excepting the plethoric crop last year and the one preceding. There is a notable lack of the lower and medium grades. Prices on such are firmly held as resupplies are only obtained at decided advance. Prime to Fancy styles are in more plentiful supply and are taken freely at recent quotations.

"Cables and correspondence from abroad note unfavorable crop conditions in the Far East. Excessive rains during planting season, destroyed a large portion of the Burmah crop, which is estimated at over 2,000,000 bags less than last year. This with the shortened Japan crop noticed in our last report,



U. S. Government Inspected.
For Quality, Unsurpassed.

WESTERN MEAT COMPANY
SAN FRANCISCO, U. S. A.

will contribute to a firm and advancing market.

Talmage, New Orleans, telegraphs Louisiana crop movement to date: Receipts, rough, 741,190 sacks; last year 1,026,836 sacks. Sales, cleaned, 585,693 pockets; last year, 598,755 pockets.

CANNED FRUITS.

None of the packers have full assortments of canned fruits and prices are still advancing. This is due to the unusual demand which was enough to overcome the effects of the unusually heavy pack.

CANNED CORN.

Baltimore, Md., November 17th—The "Trade" reports:

"From present outlook we should say that corn packing will be exceedingly neglected next year, especially in the West and Northwest; therefore, all carryover of corn will be at present low prices a good investment, and will amply justify the interest cost of carrying it. In fact, the corn pack of next year will probably have to rest considerably upon the carryover from this season. It is something for congratulation that the general quality of the corn pack of 1906 was very good. There is no cause of complaint from bleach or chemicals of any kind. The simple fact is that corn prices went too high, and in the natural swing of the pendulum the other way they have gone too low. They will probably adjust themselves to a normal value about the end of March next, but it will not be a year for corn and both buyers and packers will turn their eyes to other staples. Reports from New York state that the corn market is in better shape there than it was a week ago. Quotations are from 2½ to 5 cent. higher on nearly all lines."

New York, November 15th—The correspondent of the "Trade" reports:

"Demand is more active and jobbers appear disposed to take hold at present low prices. Packers are not urging sales in expectation of receiving more later. Western corn is unchanged except that holders are exerting less pressure to sell."

Philadelphia, Pa.—The "Grocery World" says:

"There is a faint reason to believe that the corn market may do a little better in the moderately near future. The price is admittedly below the cost of production, which almost always presages an advance. Anything good in the way of corn could probably not be laid down for less than 50 cents per dozen, while large sales have been made at 45 to 47½ cents. These low prices have caused a very large consumption. The Philadelphia chain stores, for instance, are retailng corn at 5 cents a can and usually giving a very good grade. There is reason to believe that they have pushed out a very large quantity and will continue to do so. In other markets equally large sales are reported."

CANNED TOMATOES.

New York, Nov. 29.—Canned tomatoes are easier. The demand is slow. The sale was reported today of 15,000 ful Standard Maryland 3's at 92½c delivered.

Baltimore, Md., Nov. 17.—The "Trade" reports:

"Tomatoes will probably be overplanted in 1906 and it would be difficult work to place future prices before next February. Jobbers' buyers, however, will rush in on tomato futures, reversing the situation of last February and March. This will make it necessary for all packers to be very careful as to the quality of their tomato pack next year in order to avoid rejections on account of decline in prices. Western buyers have been in the market this week looking for bargains. St. Louis complains that the middle West is delivering goods inferior to contract and label. All these reports strengthen the tomato market in general. Nevertheless it is doubtful if tomatoes will go as high in value as some promoters believe. The market has been shaded a little. No. 3 Standards are quoted at 90-95c and Extras for house labels 97½c.

New York, November 15—The correspondent of the "Trade" reports:

"The tone of the market is easier. Small packers appear to be anxious to dispose of their holdings before the close of the year. To accomplish this, they are offering goods at a reduction. Jobbers do not appear to want to buy any more than they actually need."

DRIED FRUITS.

New York, Nov. 29.—Prunes are firmer in sympathy with Coast conditions although the demand is limited. Peaches and apricots are quiet but firm. California raisins are dull and imported raisins are easy.

RAISINS.

Fresno, Nov. 28.—Since the return of M. Theo. Kearney there has been trouble and dissension in the Raisin Growers Combine. Mr. Kearney, although a director o tfhe Combine, did not deliver to the association. At the meeting on Tuesday, he demanded that the control of the association be put in his hands and that he be allowed to sell the goods of the combine. Mr. Kearney insisted that the packers had been treating the growers unfairly. The directors refused to accede to Mr. Kearney's request by a vote of 18 to 11 and was roundly scored for his treachery to the growers. It is probable that a meeting of the growers will be called when the situation will be explained to them. The market for raisins is upset because of the uncertainty due to the quarreling of the directors. Practically no association raisins are being sold and the little business that is being done is done by the outside packers, who are selling raisins from ½ to 1c below association prices.

OLIVES.

California Products Reports:

"The olive crop all over the State is exceptionally good, both as to quality and quantity. The great advantage of California oil is that it has no cotton-seed or corn oil mixed with it."

Xeres, Ca.—"The olive crop of this vicinity is exceptionally large this year, and the product is bringing good prices. There has never been before so many olive buyers through this country."

Seville, Spain—U. S. Consul Bartlett writes:

"The olive crop will be very short. Queen olives of the size 70-80 and 80-90 will be scarce. The quality is poor. Prices are 50 per cent to 60 per cent higher than last year. There are prospects of a fair crop of Manzanillas. Continued dry weather has interfered with development to a large size. About 20 per cent more is being paid for the Manzanillas this year than last. It is said that the total crop this year will be much less than half that of last year.

Patsus, Greece—Acting U. S. Consul Lontas writes that the olive crop will be only half the average.

New York, Nov. 23—Tarragona walnuts are lower and quoted at 12c. California almonds are easier, spot Nonpareils being quoted at 15c, I. X. L. 14c, Ne Plus Ultra 13½c. Grenobles are firm at 13c. French walnuts are temporarily scarce and firm.

Santa Ana, Cal., Nov. 26.—The recent rains have in no way injured the walnuts. They have made gathering more expensive to the growers because pickers demand a higher price for their work.

Ventura, Cal.—Only 5 per cent of the output of the cleaning houses at Saticoy, Hines and Oxnard were No. 2 nuts last year. This year the percentage of No. 2 nuts is 18 per cent. The crop will be only half of that of last year. In 1904 Saticoy produced 40 cars, Hines 40 cars and Oxnard 20 cars.

PECANS.

Tyler, Tex.—The Woldert Grocery Co. reports.

"The crop of Mexican pecans will be about half what it was last year."

BEANS.

Sinsheimer Bros. report:

"During the past week the volume of business has been large enough to keep prices of all varieties not only up to their last mark, but to advance some of them.

"The latter is especially true of pink beans, which have been in good demand during the week past, and are still continuing to share the attention of the buying element with white beans and limas.

"In view of the fact that pink beans are now the cheapest bean in the market the confidence of the buying public may be justified; of course, we raised a very large crop of pinks, but as the yield this year per acre was not so large as in previous seasons, we doubt whether the estimate made by an usually very reliable authority, of about 550,000 sacks pink beans, is correct We should say 475,000 sacks would be nearer the mark.

"There is every reason why white beans, large and small, should be strong and tend toward higher prices. There are probably not much over 20,000 sacks left on the river (of Lady Washingtons) and we judge that from two-thirds to three-quarters of the crop of small white beans are now out of growers' hands with a very large portion in the hands of consumers. Prices, as stated, are firm and tending higher.

"Lima beans are cornered and will go higher. All other varieties are firm, with moderate stocks."

CANNED SALMON.

New York, Nov. 25.—The salmon market is steady with some inquiry for spot sockeye flats with none offered. Small sales of pink are reported at 85c spot and the supply is light. The consumption of red Alaska salmon is much ahead of that of previous years.

New York—S. M. Irvine of Seattle, in an interview with the "Journal of Commerce," says:

"It is a well known fact that Columbia River salmon has been sold up for some months. Supplies of Columbia River salmon will undoubtedly be exhausted long before the pack of 1906 is available. Present appearances indicate that there will be no low grade Puget Sound and red Alaska salmon available to make up this deficiency. This will naturally have an effect in strengthening the position of Puget Sound sockeyes and red Alaska, which seem now to be the only grades of salmon in adequate supply. There were upwards of 40 canneries in operation three years ago in Southeast Alaska, only nine were running during the past season. These were not running to capacity owing to lack of fish. The consumption of all grades of salmon is reported as almost phenomenal since the reduction of prices in red Alaska last September, as the department stores and retailers generally advertised this fish extensively for 10c. This will naturally have an effect in increasing values in all salmon remaining unsold. The annual consumption of cheap grades of salmon since 1900 is estimated at 600,000 cases. Returns from all districts now indicate a pack of less than 250,000 cases of cheap salmon for 1905. These figures speak for themselves."

Astoria, Or., Nov. 24.—The fall salmon pack on Gray's Harbor and Shoalwater Bay is much less this year than last, although unusual preparations were made in expectation ot a large run. On Gray's Harbor the Hoquiam Packing Co. has packed 10,000 cases, as compared with 12,000 last year, and the Gray's Harbor Packing Co. has packed 13,250 this year, and 14,000 last. On Shoalwater Bay the decrease is more noticeable. The North River Packing Co. has put up but 3000 cases, where it packed 8000 in 1904, and the P. C. Barnes cannery has packed 11,000 to 15,000 last year. These estimates are on a basis of 48 pounds to the case. All these canneries had sold in advance at least double the number of cases that they have packed and at good prices.

SARDINES.

Wieland Bros. say:

"French sardines and sprats in oil will command high prices this season owing to a very short pack."

FISH.

New York, Nov. 23.—Strohmeyer & Arpe Co. report:

Irish Mackerel are somewhat easier. Still there is no catch in Ireland at present and it is likely that prices will move up when demand sets in.

Norway Mackerel—Very firmly held. Even the smallest fish is selling exceptionally well for this time of the year and there is little left in first hands.

Holland Herrings—No stocks in Holland at present and prices are firm.

French Sardines are held very firmly, and small stocks.

Portuguese Sardines—In good demand. Some small fish are now afloat and selling rapidly, as the market is quite bare.

Sprats are higher. Catch in France is over and very short. Stocks are very unimportant.

Norway Smoked Sardines—No catch in France and prices have advanced all around.

Swedish and Norwegian Anchovies—Very scarce and there will not be sufficient to supply the demand of this season.

CAVIAR.

Wieland Bros. say:

"Caviar is cheaper on account of a falling off in consumption because of the high prices prevailing during the last five years."

MUSTARD.

Lompoc, Cal., Nov. 24.—The crop of mustard of this vicinity will be far the largest of which there is a record. Prices have been exceptionally high.

HAY.

Somers & Co. report:

"The immediate effect of the rain will be to cause many farmers to offer their crops for sale who have been steadily refusing all offers. The grass season will necessarily be very short this year, so that more hay will be consumed throughout the State than usual.

"Present quotations we give as follows:

"Choice wheat hay, $14 to $16.50.
"Good grades same, $11 to $13.50.
"Other grades wheat, $8 to $10.50
"Wheat and oat, $9 to $12.50.
"Tame oat, $8 to $12.
"Wild oat, $6.50 to $9.
"Stock hay, $6 to $7.
"Alfalfa, $7 to $10.50.
"Straw per bale, .30 to .55."

Toledo, O.—The opening night of the Pure Food Show was a great success. On the second night the manager was obliged to close the doors at 9 o'clock, since the house was full.

GOT THEM INTERESTED.

Considerable interest was excited in Oak Run Whisky on the day of the recent election of Oscar Tolle, of Brunsing, Tolle & Postel. Owing to the strict closing of all saloons, the town was very dry that day. Knowing that this would be so, Mr. Tolle visited some of his numerous friends at the various polling places and presented them with sample bo tles of Oak Run Whiskey. He was hailed as one of the saviors of the nation. The clamor that greeted him was so great that at one place it attracted the attention of a policeman. Mr. Tolle finally convinced the arm of the law that he was not attempting to sell liquor or break any ordinace or even crack them. It was as much the quall y of the Oak Run, however, as the superior brand of hot air supplied by Mr. Tolle that convinced the Police Department that any representative of Brunsing, Tolle & Postel could do no wrong.

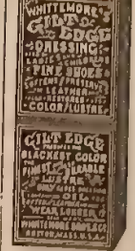
PURE AND STERILIZED.

Since the recent disclosures respecting the unsanitary condition of many dairies upon which San Francisco is dependent for its milk supply, there has been a great increase in the use of canned milk.

Among these Carnation Cream is one of the best known and most popular. It is a pure, sterilized milk, canned under the most sanitary conditions, and is used by many people for tea and coffee, and for berries, in fact for all uses for which ordinary milk or cream is used, in preference to the latter.

JAMES M. ELLIS
NOTARY PUBLIC
AND
Commissioner of Deeds
FIRE AND MARINE INSURANCE EFFECTED
323 Montgomery Street
Residence 1233 Geary St.
Tel. Main 5925, SAN FRANCISCO

WHITTEMORE'S POLISHES.



The World's Standard.

"Gilt Edge" dressing, blk.	$24 00
"Boston" Waterproof Polish (for men's and boys black shoes)	24 00
"Boston, Jr." 10c. size	10 00
"Dandy" Russet Combination	24 00
"Star" Russet Combination	9 00
"Dandy" Russet Paste	9 0
"Red Box" Russet Paste	5 00
"Champion" Black Friction Polish	24 00
"Champion, Jr." Black Friction Polish,	10 00
"Elite" Combination (for box calf, black vici kid, etc.)	24 00
"Baby Elite" Combination (for box calf, black vici kid, etc.)	10 00
"Elite Paste" for box calf (two sizes)	$9 00 5 00
"Superb" Patent Leather Paste	9 0
"Blue Box" Patent Leather Paste	5 00
"French Gloss" (in cartons, for ladies' black shoes)	9 00
"Royal Gloss," 4 oz. (for ladies' black shoes)	8 00
"Bossola" Waterproof Paste Polish, large	9 00
"Bossola" Waterproof Paste Polish small	4 50
"Quick White" perfectly cleans dirty white shoes (two sizes)	$24 00 10 00

CAILLER'S
THE GENUINE IMPORTED
Swiss Milk Chocolate
A healthful, nourishing food and delicious confection. Unrivaled for sweet purity, smooth palatability and nutritive excellence.
PAYS from 10 to 15% **MORE PROFIT**
than its many inferior and unsalable imitations
JOHN H. SPOHN COMPANY, Agents, 16-22 Front St., SAN FRANCISCO, CAL.

Cigars and Tobacco

The tobacco exposition recently held in New York under the auspices of the Cigar and Tobacco Dealers' Association resulted in a neat profit for the Association of $1616.55.

Boltz, Clymer & Co. report that trade has been exceptionally good with them for the past few months, and that it was never better than at present.

Ehrman Bros. & Co. find trade exceptionally active and the demand for the Optimo steadily growing. This firm have made excellent progress in introducing their new nickel cigar, the Pathfinder, which shows signs of being a good repeater.

Jas. L. Jerichau, the Larkin street cigar and tobacco merchant, is not usually a man of wild enthusiasm, but he is "full to the brim" with expression of faith in his new clear Havana leader, the Publico. He says that it promises to be the best account he ever handled, and that it repeats beyond his most sanguine hopes when he took the account.

The National Cigar Stands Co., the new combination organized in the East to operate cigar stands and push trust goods in drug stores, has begun operations in Chicago.

The Treasury Department is not entirely satisfied with the situation existing as to examinations of imported tobacco at various ports of entry, and is planning to improve the system now in vogue. Practically no weight is attached at the department, however, to the charges that have been so freely made concerning discrimination alleged to have been shown at Tampa in favor of certain manufacturers located at that point, or as to the charges concerning pressure said to have been exerted upon intending purchasers of factory sites.

A. Santaella & Co. are working 600 cigarmakers this week. They need 200 additional workers to properly fill their orders on hand, which foot up to near 3 000,000 cigars. One of the extremely busy men in the Tampa cigar factories and one endowed with remarkable ability in many directions, who looks after the work of a large force of men without friction, and who secures results without a semblance of force, is Mariano Alvarez, manager of the Santaella factory. System, good order, close attention to the work in hand, and the prevalence of a cheerful, contented spirit among the great body of 600 cigarmakers, are some of the features of Senor Alvarez' management. He has no assistant manager in this heavy work. He needs none, for his influence is all prevailing. He is recognized as a friend by the working force, and his ability wins their loyal support.—Tampa correspondence of Tobacco of November 11th.



EHRMAN BROS. & CO.,
S. F. Distributers.

Cigar Bands in Demand.

Collecting cigar bands, which began a year or two ago, has grown to such proportions that manufacturers are often hard pressed to meet the demand. Decorative demand calls for millions of bands, and so great has this demand become that the lithographers are now far behind on orders. The bands are used in connection wtih labels for the decoration of glass bowls which can be used for a variety of purposes. Some exceedingly artistic work is done by trained operators, and any woman or girl who has any taste for fancy or decorative work can successfully decorate these bowls, and they are handsome additions to ornaments for center table or mantel. Enterprising dealers can attract women customers by announcing that they have these bands in stock and can supply them in quantities for decorative work.

Suspected of Smuggling.

Oakland, November 25—Cacildo Garcia was arrested this afternoon by Deputy Sheriff Murdock and taken to the city prison the charge of peddling without a license being placed against him.

Back of the charge there seems to be a story of an attempt at smuggling over the borders of Mexico into the United States. The man admits that he is a Mexican by birth, and gives out the statement that he was merely selling cigars. When Murdock was approached, Garcia, it is said, tried to sell him cigars and asked him to keep the matter of the sale quiet. The cigars have no label, and, while they are of exceptional quality, the police believe there may be a further end to the man's tale. Cigars have for some time, it is stated by the police been placed on the market, and local dealers have been trying to locate the source of their introduction.

Garcia is very strong in his statements that he represents no one outside of himself "as an agent." The reticence of the man regarding his dealing with cigar men causes the police to believe that they have an agent alleged to be "a stall" for a big outside combination which is violating the laws.

Tips for Cigar Smokers.

Don't use a holder.
Don't smoke continuously.
Don't chew the end of a cigar.
Don't smoke fast, smoke slowly.

Don't tear the leaf of your cigar by biting off the end; use a cutter or sharp knife.

Don't "worry" a cigar by constantly flicking off the ashes; they will fall off at the proper time.

Don't smoke a cigar like a fire engine; it will become needlessly heated and its good points impaired.

Don't squeeze or pinch a cigar until it cracks; you'll damage both the wrapper and the bunch wrapper and cause the cigar to "leak."

Don't relight your cigar until you have blown through it once to remove the stale smoke; when relit, the flavor will not have been impaired very much.

Don't light your cigar unless you are drawing on it simultaneously; otherwise you convert the tobacco into carbon, and spoil the flavor and aroma of that which is unburnt.—Commercial.

ROCHDALE CAUSES TROUBLE.

Sacramento, Cal., Nov. 17—Owing to the fact that the local Rochdale Store insisted on putting in trading stamps - think of it, a Rochdale Store giving away 5 per cent of its gross receipts—a war has been instituted among the retail grocers of Sacramento All price agreements are off for the time being

SUES FOR EIGHT CENTS.

Produce Man Wins Suit Against Retailer for Petty Amount.

In the famous eight-cent suit over a half pound of cheese Schermerhorn & Co., wholesale produce dealers of Los Angeles, secured a decision against W. H. Saxman, grocer. The suit was decided strictly on law points and exactly contrary to common custom. Aside from the lucrative award of eight cents the only other net result was the creation of much feeling against Schermerhorn & Co., on account of what the retailers regard as their small caliber, says the Commercial Bulletin.

The plaintiff based his entire case upon the fact that Mr. Saxman gave a written receipt for 32 pounds of cheese. H. M. Brock, the driver for the produce house, testified that he delivered the cheese to Mr. Saxman, and, as was his custom, presented for signature a slip designating the different items delivered, among which was a cheese marked (on the slip) to weigh 32 pounds. This receipt was presented in evidence and the decision was rendered on this prima facie evidence.

As against this evidence the defendant showed that it is the custom for all dealers to, as a matter of form, receipt for all goods delivered without first carefully checking weights and measures, depending upon the wholesale house to rectify minor mistakes when the final settlement is made. Several leading members of the Retail Grocers' Association were present to testify to this fact, but the court refused to hear this testimony on the ground that the general custom cannot be made effective in specific cases. Another point in favor of the produce house was the fact that on the back of all invoices sent out by this company is a plainly printed statement that all claims for damaged goods or shortages must be made known within twenty-four hours of the time of delivery. Mr. Saxman failed to comply with this special rule as he made no claim until after the cheese had been cut and sold.

GOLD MEDAL FOR ALJPINE.

The Alpine Evaporated Cream Co. has been notified that their product was awarded a gold medal at the Portland Exposition. The Alpine Cream is steadily winning ahead by the recognition of its splendid quality.

DIRECT DEALERS.

Will Sell Eggs and Poultry Direct to Dealers.

The Fresno Poultry Co., the headquarters of which is in Oakland, recently incorporated for the purpose of buying and operating a large chicken ranch near Fresno and running several wagons through the San Joaquin valley to gather up the poultry produce of the farmers in that section, and to dispose of the same direct to that class of dealers who demand for their patrons first-class poultry and eggs L. E. Snyder is president and T. J. Sellars, formerly Oakland manager of the cigar and tobacco house of the late Henry Sutliff, is secretary and manager for the company.

BLACKSTONE'S INKS

BEST TO BE BOUGHT — KEEPS IN ALL CLIMATES



Blackstone Manufacturing Co.
(Incorporated)
MANUFACTURERS OF
WRITING FLUIDS,
Mucilage, Shoe Polish, Shoe Paste, Shoe Dressing and Liquid Glue.
Office and Factory,
1960 Howard St. San Francisco
Telephone Capp 1111.

Call for ASTI WINES

PRODUCED BY THE **ITALIAN SWISS COLONY**

Dry Wine Vineyards, ASTI, Fulton, Sebastopol, Cloverdale, Sonoma County, Cal.
Sweet Wine Vineyards, Madera, Madera County, Kingsburg, Fresno County, and Lemoore, Kings County, Cal.
Office and Salesrooms, Cor. Battery and Greenwich Sts.
Vaults, 1235-1267 Battery St. 101-169 Greenwich St. 1334-1336 Sansome St., S. F.
P. C. Rossi, President Telephone Private Exchange 448. A. Sbarboro, Secretary

A. VIGNIER CO.
429-431 Battery Street San Francisco
IMPORTERS
Sardines, Olive Oils, French Preserves, Washing Blue, French Castile Soap: Clover Leaf, Virgin, Dahlia, mottled, Wines and Liquors—**A. V. H. Gin**—imported goods only.
Sole Agents for the Genuine CLICQUOT Champagne
Only the GENUINE, Imported direct from France, bears Vignier's LABEL

News of the Coast.

CALIFORNIA.

Berkeley—Joseph McClain, one of Berkeley's pioneer citizens, died November 18. He had been failing in health for some time, but not until the first of this year was he compelled to give up his several business interests consisting of the large grocery store on Center street and the local agency of the Wells, Fargo Co. which he had held for twenty-eight years. Mr. McClain was born in New York City 64 years ago. In 1857 he came to California and settled in San Francisco securing employment as assistant engineer on the old ferryboat San Antonio, one of the first ferry boats to operate on the San Francisco bay. After spending several years in the ferry service, McClain went to sea as assistant engineer on vessels operated by the Pacific Steamship Company, conducted then by Goodall, Nelson & Company. He followed the coast and island trade for twelve years, after which he came to Berkeley. McClain arrived in Berkeley in 1877, twenty-nine years ago, and in partnership with his brother-in-law Louis Gottshall, opened a grocery and general merchandise store at the corner of Addison street and Shattuck avenue. A year later the Wells, Fargo & Co. opened its office in Berkeley and McClain was appointed agent, which office he held until the first of the year He was succeeded by his son, Charles J. McClain, who still conducts the affairs of the office.

Hemet—D. W. Gauld has opened a grocery store at his old stand.

Madison, Nov. 23—Thomas J. Limerick, who owned a small grocery store and who mysteriously disappeared on September 12th, is believed to have been murdered. On the date mentioned he was to have gone to San Francisco according to plans previously made by him, but the railroad agent, who was acquainted with him, says that he bought no ticket and did not appear at the station. The bedclothes in the room occupied by Limerick were to-day found covered with blood. Physicians declare that only a very severe wound could have accounted for the quantity of blood on the bedclothing, and there is litle doubt in the minds of Limerick's friends that the missing grocer was killed.

Redlands—B. P. Dugan & Son have moved their grocery stock from their old stand to the corner of Orange and Central.

Riverside—Burrows & Elder have established a new grocery on the corner of Orange and Eighth streets. They will make a specialty of choice fruits and choice groceries.

San Pedro—Nelson Ward has sold his grocery to J. E. Fulton of Hueneme, with whom will be associated a Mr. Saunders of Oxnard. The store will be completely remodeled and modernized.

Santa Clara—H. S. Berry has moved his grocery store to more commodious quarters in the Mello building on Franklin street.

Santa Rosa—W. H. Hall, who formerly conducted a confectionery store in Hanford, has opened a small grocery here. He has a very neat stock of fresh groceries.

IDAHO.

Kimberley—A. McDermid has opened a grocery store.

Nampa—Graybill & McCabe have succeeded Mitchell & Graybill, grocers.

Pocatello—T. G. Bateman & Co. have purchased J. L. Myers' grocery store.

Wieser—A. W. Hamilton has succeeded Moss & Hamilton, grocers.

OREGON.

Baker City—J. Osborn has bought J. H. Jett's grocery, feed and marble store.

Tugene—J. W. White, formerly a merchant of Eugene, and until recently in business in Portland, has returned to Eugene and has purchased Mrs. Lamberty's stock of groceries.

Medford—O. D. Owen, grocer, has added a bakery.

Portland—Ed. Jasper has purchased J. R. Kaser & Son's grocery store. Ada Pennington is opening a grocery store. G. W. Long has succeeded Long & Ogden, grocers.

Roseburg—Clink & Woolson have succeeded Chapin & Clink grocers.

Seaside—J. West has started a grocery and meat market.

Turner—Mr. Selig has started a grocery.

WASHINGTON.

Bellingham—W. H. Cassell has succeeded Cassell & Stearns.

Bremerton—A. Houston, recently from California, has purchased the Denver Cash Grocery from Norvell Bros.

Eltopia—J. E. Druen, grocer, is adding dry goods.

Everett—G. W. Goldthorpe's grocery stock has been assigned to H. W. Holmes.

Fife—Mrs. M. E. Dyslin, grocer, has sold out to Mr. Andre.

North Yakima—F. E. Lauderdale has succeeded F. E. Lauderdale & Co., grocery.

AMONG THE GROCERS.

Antone Zietich, for five years manager Irvine Bros.' Stockton street store has opened an elegant grocery at 518 Montgomery avenue and 18 Stockton street. The store is newly and neatly fitted and has a spick and span new stock of staple and fancy groceries.

The Miller-Walker Co. have one of the finest stocks of groceries in their section of Berkeley. Their store on Dwight Way is centrally located and carries a large and select stock of groceries.

S. J. Sill, the popular Berkeley grocer, is expanding and has recently added a large new store room, wherein he will carry a large and varied stock of stoves and general hardware. Mr. Sill has one of the most important stores in the classic shades of Berkeley,, and has a trade the equal of which few can boast even in San Francisco.

Sneed & Nassic, of 2437 Shattuck avenue, Berkeley, have bought out the grocery of Mr. Shuey on Shattuck avenue and are greatly enlarging their stock of groceries. They are young and energetic men of affairs, and merit the success they are evidently obtaining.

C. J. Namany of South Berkeley is one of "the busy bees" of his thriving town. He carries a large and varied stock, and keeps well abreast of the times in all that relates to the grocery trade.

E. S. Blackwell of South Berkeley (Lorin) is 'a hummer" in the grocery line. He has a fine stock and is doing a big business.

KEEPS ACCOUNTS RIGHT.

Every grocer wants a simple system of bookkeeping. One that will insure him accuracy and freedom from danger of omissions and errors of all kinds, and those who have tried it say the McCaskey Cash Register is the one.

Keeping accounts in books is unkeeping them in many cases, as **every time they are copied there's one more chance to make a mistake;** it is like a story, every time it's told it's a little different. But keeping accounts in the McCaskey Register is right, because you only write them once, and they are correct.

Wm. A. Hawley James Flood building, Market and Powell streets, is Pacific Coast agent. He will gladly forward any information desired. The McCaskey Account Registers are sold on easy payments.

THE KING OF ITS KIND



ELECTRO Silver Polish SILICON

IS AN ARTICLE OF REAL MERIT and the only one of its class for which a constant demand is created among consumers by regular and systematic advertising.

On every box a Woman in Red,
Never take another instead.

REDINGTON & CO.
SAN FRANCISCO
Sole Agents for the Pacific Coast.

WANT NATIONAL SECRETARY-SHIP.

The Advocate is in receipt of a letter this week urging the election of J. M. Read of St. Joseph, Mo., as secretary of the National Grocers' Association. The letter is signed by C. J. Poble, President Missouri Retail Merchants' Association; C. F. Foster, President St. Joseph Retail Grocers Association; C. W. Akers, Chairman Legislative Committee, Missouri State Association. Mr. Read has been identified with the retail grocery business for the last fifteen years. He is a charter member of the St. Joseph Retail Grocers' Association. He was its secretary for two terms and its President for three terms. He will have a strong contingent of Missouri grocers to urge his election.

Babbitt's Standards.

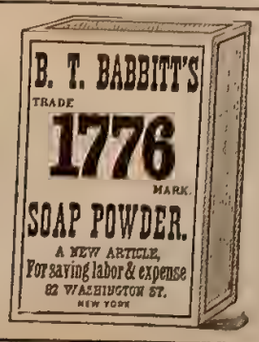
ALWAYS UNIFORM!
ALWAYS RELIABLE!
ALWAYS THE BEST!



B. T. Babbitt's Concentrated Lye,

The ready soap maker—a powerful disenfectant—an excellent fertilizer for dipping prunes, spraying trees, etc.

Manufactured by
B. T. Babbitt, (Inc.) New York City.



The C. B. JENNINGS CO., Agents, 121 California St., San Francisco, Cal.

Jacobson, Reimers & Co.
210-212 Davis Street
DISTRIBUTERS OF
Fancy Butter and Honey
Dairy Butter and Eggs

Produce Market

THURSDAY AFTERNOON

BUTTER.

The butter market is very firm at prices materially higher.

California creamery, extras	31	32
" " firsts	29	30
" " seconds	25	27
" dairy, extras		
" " firsts		
" " seconds		
Store butter	19	20
Storage	25	26
" Creamery extras		25
Pickled	22½	
Keg	23	

EGGS.

California ranch eggs are lower, with the market weak.

California Ranch white	42½	45
" " mixed colors	40	41
" Gathered	37½	40
Standard		
Seconds		
Eastern, selected	26	27
Standard	2.½	23
Seconds	19½	21
Storage, Cal., Selected	28	30
" " Standard	26	27
" " seconds		
" Eastern Selected		
" " Standard		
" " Seconds		

CHEESE.

Prices are unchanged. The market is weak.

California full cream		16
" choice	14	14½
" common	Nominal	
Young Americas	16½	
Eastern full cream	16½	17
Oregon		

POULTRY.

Fine stock is easily sold and brings good prices. Otherwise the market is quiet and unsatisfactory.

Turkeys, young live	18	20
" old gobblers	18	20
Dressed Turkeys	20	22
Roosters, young, per doz	5 00	6 00
" old "		4 50
Hens	5 00	6 00
Fryers, per doz		4 50
Broilers, per doz, large	4 00	4 50
" " small	3 50	4 00
Ducks young	4 00	5 00
" old	4 00	5 00
Pigeons, young	1 75	2 25
" old	1 00	1 25
Geese' per pair, old 1.50 2.00; young	1 50	2 00

BEANS AND PEAS.

The market remains the same.

Small Whites	2 90	3 15
Large "	2 15	2 50
Pea Bean	3 50	4 00
Pink	1 75	2 00
Horse	1 20	1 75
Red	3 00	3 50
Kidney	3 25	3 75
Lima	4 00	4 25
Bayos	3 25	3 50
Butter (large)	nominal	
Black Eyes	4 50	4 75
Dried Green Peas, per 100 lbs	2 25	2 50
" Niles " " "	2 00	2 40

POTATOES AND ONIONS.

The potato market is easy, with prices unchanged.

River Burbank	45	70
Salinas " No. 1, 80c-$1.00;	No 2, 60c	
Oregons, New	1.05	1.15
Merced Sweets	Nom.	
Australian onions	Nom.	
Red (new)	Nom.	
Yellow (new)	80	1 00
Garnet Chili	Nom.	

COFFEE TAX LIKELY.

Matter Being Seriously Considered By Authorities at Washington.

The Ways and Means Committee of the House of Representatives at Washington, D. C., has been wrestling with the problem of the deficit in income for some time. Chairman Payne is said to be in favor of a tax on tea and coffee. It is also claimed on authoritative information that the committee has decided to recommend to Congress that such action be taken. A tax of 5 cents per pound on coffee would bring in a revenue somewhere between $75 000 000 and $100,000,000 annually. This alone would be enough to wipe out the deficit. A 10-cent tax on tea would also bring in a large sum.

It has been proposed to increase the tax on beer and alcoholic beverages. These interests are so strongly organized and entrenched that there is practically no chance of such a measure passing.

The interests that would oppose the tax on coffee and tea are not welded together in such a way as to be very powerful in influencing Congressmen. The national organization of retail grocers is still in its infancy. The wholesalers are practically unorganized. The great mass of "plain people" cannot present an organized opposition.

Coffee Roasters Interested.

The big coffee roasters, most of whom have immense stocks on hand, are said to favor the tax. A tax of 3 cents per pound would increase the value of each bag they have in stock $6.50. On the million bags that one manufacturer is said to carry, the increase would be $5 500,000.

The action of the National Tea Association in sending out circulars to the trade urging them to work in every way against the proposed duty shows that there is likelihood that a strong attempt will be made to attach such a tax. Only the most strenuous efforts on the part of the organized grocer trade and tea trade will be effective in holding off this movement.

PREMIUMS WITH CEREALS.

National President John A. Green in his bulletin of November 11th says:

"I would again respectfully call your attention to resolutions adopted in your different local bodies, as to the doing away with premiums of all kinds and urge upon you the buying of such goods only, as those which are absolutely free from premiums of all kinds, believing by that so doing we shall see the premium evil eradicated entirely. There is no question but that the recent ruling of the railway companies in regard to freight rates, has helped us greatly in bringing the reform about and if the grocers themselves will now take the matter in their own hands, by the time of the next convention the premium evil will be a thing of the past, as far as cereals are concerned."

This paragraph is printed in conjunction with the following letter from the American Cereal Co.:

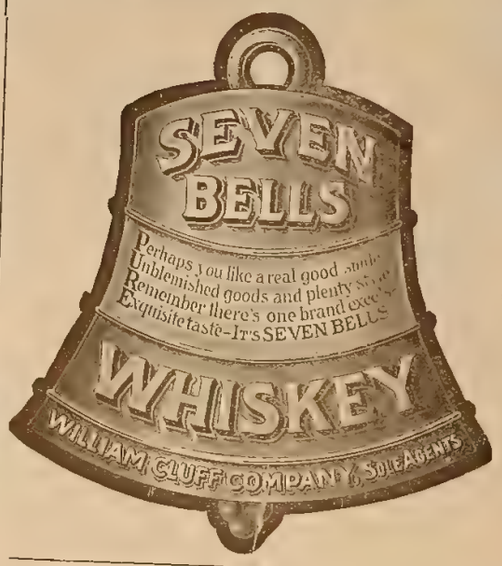
"As to doing away with the use of premiums, there is but little that we can add to what we said to you when you last called on us, excepting that we are steadily increasing our list of cereals without premiums. One step which we are about to take in particular we believe will interest you. We shall very soon place on the market a 5-pound package of Quaker Oats which will contain neither premium, coupon, nor scheme of any nature. It will be advertised and heavily pushed by us. We expect it to largely replace the 5-pound, or "family size" packages which now have a considerable sale in the smaller towns and country districts. If this step meets with the favor of the Ohio grocers, there is no way in which they can better give evidence of the fact than by helping us push the sale of the 'family size" Quaker Oats package. We thoroughly believe that with the co-operation of the retail grocer, this package can be made to absolutely crowd out the class of family packages now sold containing chinaware, glassware, or toys, and which you have so emphatically disapproved. Yours very truly,

"The American Cereal Co.,
"C. C. Coldron, Asst. Sales Mgr."

PACIFIC STORE AND OFFICE FIXTURE CO. INC.
TEL. BLUE 2571 F. A. OEHM, Pres.

Store Fixtures

DESIGNERS AND MANUFACTURERS OF
STORE, OFFICE AND BAR FIXTURES
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WILLIAM CLUFF COMPANY
WHOLESALE GROCERS
SOLE AGENTS
SAN FRANCISCO CAL.

New Brew

YOSEMITE LAGER

BREWED BY THE
ENTERPRISE BREWING CO.
Sixteenth and Folsom Sts.
SAN FRANCISCO, CAL.

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Mission 152.

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REAL ESTATE
AND
INSURANCE BROKER
City Agent
Liverpool & London & Globe Ins. Co.

Telephone, Main 5238

22 Montgomery St., San Francisco
(Mr. O'Callaghan was for many years a member of the firm of O'Callaghan, Nelson & Co.)

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THE VERY BEST
WICHMAN, LUTGEN & CO.
Sole Proprietors.
Agents for Moerlein's Cincinnati BEER
29-31 Battery St., - San Francisco

SALEM BEER
SUITS THOSE WHO ARE PARTICULAR ABOUT THE BEER THEY USE.

IT HAS THE FLAVOR
IT HAS THE AGE
IT HAS REPUTATION
IT IS MADE RIGHT

Those who have used it know it. Those who do not know soon find it out after a trial.

SALEM BREWING ASSOC'N
BREWERS

BOTTLED EXCLUSIVELY BY THE
Sunset Bottling Co.
3109 20th Street
SOLE AGENTS

Amusements

GRAND OPERA HOUSE.

This is the last week of Richard Mansfield at the Grand. The engagement has been a wonderful success. With the exception of the second night, the theatre has been well crowded. Next week will see the return of James Brophy, an old favorite of San Francisco, with a strong company in an interesting melodrama.

ALCAZAR THEATRE.

There are three hours of solid fun at the Alcazar this week, where "My Friend From India" gets everything tangled up and then straightens out the complications. Fred J. Butler makes a very decided success as the wealthy Chicago pork packer who is attempting to help his family break into New York society. John B. Maher is extremely funny as a barber who masquerades as a theosophist from India. He is strongly assisted by Nera Rosa, whose delineation of the Swedish serving girl is extremely funny. On Monday, December 4th, will be given the first stock performance of the spirited comedy romance, "The Sword of the King," in which Miss Evelyn takes the role which did so much towards securing for Henrietta Crossman her success.

CALIFORNIA THEATRE.

The Parisian Belles hold the boards at the California this week and are drawing good houses with their beauty chorus and all star cast. The company is headed by Maurice J. Burns and La Belle Marie and Clara Cole, two clever and shapely actresses with pretty voices. Sam J. Adams is also one of the stars of the company. There are two burlesque and vaudeville turns that keep the audience interested. Next week the London Gaiety Girls Company are to follow and are heralded as the best spoke of the "burlesque wheel."

ALHAMBRA THEATRE.

Belasco and Mayer's stock company, which was located for five years at their theatre at Market and Eighth streets, was transferred by the firm to the Alhambra Theatre, last Monday night, opening with a big production of "The Millionaire Detective," which has done a vast business all week. The Alhambra has been made into as cozy and pretty a theatre as there is in the city and is destined to become a popular place with the public. Herschel Mayall, Edna Ellsmere, Henry Shumer, James Corrigan, George P. Webster, Charles Edler, George O. Nicholls, True Boardman, are bound to have as big a following of admirers at the Alhambra Theatre as they did at their former abode. "The Millionaire Detective" will be played for the last times this Sunday matinee and night and will be followed on Monday evening by a big scenic production of the famous melodrama, "After Midnight," in which many sensational effects will be shown.

MAJESTIC THEATRE.

The "Light Eternal" is still drawing good houses at this theatre. Next week the Neills will produce the "Private Secretary," assisted by Bishop's company of clever players.

TIVOLI OPERA HOUSE.

"The Highwayman" is in its last nights at this theatre. Those who have not seen this clever production should make it a point to attend before Monday evening when it is to be followed by "Rob Roy." Barron Bearthold once more takes his place with the company and will play the part of Prince Charlie. The rest of the company will have strong roles and the piece will be staged with particular elaboration.

FISCHER'S.

The program is divided into two parts. The first part consists of acrobatic, musical, novelty and comedy specialties. It is followed by the musical skit, "The Telephone Girl," with a strengthened chorus and new songs. There is only one performance each evening, the curtain rising at 8:15. There is a matinee every afternoon.

CHUTES.

There has been a revival of Both well Brown's "Princess Fan Tan" with its pretty ballets and clever songs. Together with other specialties this piece has proven a great favorite. There are 300 children in the cast which makes the performance very attractive to little people. The diving elks, the Circle Swing, and other concessions serve to add to the interest of this great pleasure ground.

OPPOSE THE TEA DUTY.

The National Tea Association has taken up officially the matter of opposing by organized effort the proposition of imposing a duty on tea. The officers of this Association have sent out a circular letter to all the membership of the organization, which comprises all the largest tea interests of the country with very few exceptions. The result of this canvass, it is understood is overwhelmingly against imposition of any duty on tea.

San Francisco has been very active in opposition to the duty. The largest houses in this city have taken a leading part. Among those who have acted are M. J. Brandenstein & Co., J. A. Folger & Co., Haas Bros., Leege & Haskins, McCarthy Bros., and A. Schilling & Co.

AN ATTRACTIVE FOLDER.

One of the most attractive of the recent folders is that of "Lily" Cream, which is being issued by the Pacific Creamery Co. We reproduce herewith the cover cut. The folder also contains illustrations of "The Factory at Buena Park," "A Glimpse of the Warehouse," and "Some Lily Cream Babies," together with cuts of Lily Cream's gold medals.

The matter in the folder is a strong argument in favor of using condensed creams rather than unsterilized fresh milk. The direct application is made to Lily Cream and its superiority. The wide utility of Lily Cream, together with the many advantages that accrue from having the grocer as a milk man makes up a number of effective and interesting pages.

PURCHASE MANY WALNUTS.

The daily papers of Santa Rosa inform us that Kopf & Donovan, the leading grocers of that city, have purchased the entire crop of walnuts from the Vrooman place. There were six tons of the nuts. They are of very large size and splendid quality. The nuts will be shipped to New York, Portland and Seattle.

Greatest Bargain Ever.

A thorough grocer can buy one of the best established and best paying grocery businesses on the Pacific Coast in one of the finest residence towns of California.

Proprietor intends retiring from business. References: Bradstreet's Commercial Agency, or any wholesale grocery house.

A five years' lease will be given—moderate rent.

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Makes Credit Business a Pleasure.
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Richmond Bottling Works.
Zimmerman & Ruhland,
'Phone Pine 1787.
32d and Clement Street,
San Francisco, Cal.

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Veuve Clicquot, qts.	$32.25
Veuve Clicquot, pts.	34.25
Ruinart, Magnums, 6 to case.	30.50
Ruinart, qts, 1 doz to case.	32.40
Ruinart, pts, 2 doz to case.	34.20
Ruinart, ½ pts, 2 doz to case.	18.00
Vintage 1893, qts, 1 doz to cs..	46.50

Brandies.

	Per case
Martell's One Star, 1 doz qts.	$16.00
Martell's Two Star, 1 doz qts.	19.00
Martell's Three Star, 1 doz qts.	20.00
Martell's Three Star, 2 doz pts.	22.00
Martell's One Star, 2 doz ½ pts	18.00
Hennessy's One Star, 1 doz qts	17.50
Hennessy's Three Star, 1 doz qts	21 00
Calif. doz qts.	12.00



Cider
Hammond & Co.
Bottlers
Office and Depot
277 Seventh Street
Phone, Jessie 3371

SWEET CIDER
½ Gal. Bottles,
BOILED CIDER
Quarts .....
Pints .....

Mineral Waters.

Aetna, splits, 100 to cs.	$6.50
Aetna, pts, 100 to case.	9.00
Aetna, qts, 50 to case.	7.50

GINGER ALE
Belfast Ginger Ale Co.,
D. Steimke & Co. Props.
All Carbonated Beverages.
COR. UNION AND OCTAVIA STS.

	PINTS.	QTS.
Soda Water..	$ 80	$1 50
Ginger Ale..	.80	1.50
Sarsaparilla, and Iron..	.80	1.50
Cider ..	.80	1.50
Cuban Punch	.80	1.50

Case Prices, 2 Doz. per Case.

Porter.
(E. & J. Burke's Guinness')

Stone, pts. 3 doz to bbl	$16.50
Glass, qts., 4 doz to bbl.....	14 00
Glass, pts., 3 doz to bbl.....	16.50

Specialties of
Hilbert Mercantile Co.

H. B. Ky. Bourbon, per gal..	$2 75
H. B. Ky. Bourbon, Ex spcl..	3.25
Union League Ky. Brbn. AA..	2.50
Union League Ky. Brbn. 1 gal	2 25
El Monte Ky Brbn. 1 gal....	2.25
Maryland Monogram. 1 gal..	2.75
Forum, Bourbon, 1 gal.....	2.00
W. H. McBrayer's Cedar Brook 5 yrs	3.00

Hunter Baltimore Rye.

Per case, 1 doz. 5's.....	13 00
In 5-case lots	12 50
In 10-case lots	12.00

Hilbert Mercantile Co.

H. B. Bourbon (spcl).....	$10 00
H. B. Rye	10 00
H. B pt. flasks, 4 doz to cs..	12 00
H. B. ½ pt flasks, 6 doz to cs	9 50
H. B. 1½-oz bots, per gr....	12 00
Union League "AA"	8 00
El Monte Bourbon	8.00
Forum Bourbon	7 00
J. Baumgardner Rye	12 00
Maryland Monogram	9.00

W. H. McBrayer's Cedar Brook.

Per case, 1 doz 5's.....	$12 00
Per case, 2 doz pts.....	13.00
Per case, 4 doz ½ pts.....	14 50
Per case, 20 doz 1½-oz.....	18.50

Jesse Moore Whiskies.

Ex Pony Bourbon.	$13.00	$17.50	$17.00
AA Bourbon	11.00	10 50	10 00
C Bourbon	8.50	8.25	8.00
AA Bourbon, 5 doz, 4 oz.....	10.00	10.00	9.75
AA, Pt Flasks, 2 doz.	9.00	8.75	8.50
AA, ½ Pt. Flasks 3 doz.	6 75	6.50	6.25
Old Rye	11.00	10.50	10.00

Jesse Moore Hunt Co.
(In barrels or half barrels)

Extra Pony Bourbon, gal....	$7.50
AA, Bourbon, gal	3.75
B, Bourbon, 1 gal.....	3 25
C. Bourbon, 1 gal	2.75
No. 1, Bourbon, 1 gal.....	2.25
AA Rye, gal	3.75
C Rye, 1 gal	2.75



STANDARD BOTTLING CO.
BEACH STREET
Between Stockton and Dupont
SOLE AGENTS
LOS ANGELES BREWING COMPANY.
Beer furnished Grocers in Bottles or Kegs.

Golden Gate
BOTTLING WORKS.
Blume & Gardner,
Proprietors.

Bottlers of the Celebrated
Standard.
Culmbacher.
Extra Pale.
XXX Porter.
Half and Half.
Lager and Steam Beer in Kegs.
160 Shotwell St.
Phone: Capp 1761. S. F., Cal.



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BITTERS
Factory and Salesroom,
1664 Mission St.
Bottles, . $7.00 Doz.
1 doz. per case.

WORTH INVESTIGATING.

For Sale—Hardware and general merchandise business, centrally located in thriving university town. Bona fide A 1 bargain. Excellent opportunity for country merchant wishing to give his children greater educational advantages and cultured surroundings. Will give long lease to responsible party. Address Box 123, Retail Grocers' Advocate.

FOR SALE.

Grocery, Feed and Vegetable Store in one of the best towns in Central California. Stock, fixtures, horses and wagons. Price $4,200. Does a yearly business of $25,000. Established 11 years. Address N. care
Retail Grocers' Advocate
456 Montgomery Street.

Mothers! Mothers!! Mothers!!!

Mrs. Winslow's Soothing Syrup

has been used for over SIXTY YEARS by MILLIONS of MOTHERS for their CHILDREN while TEETHING, with PERFECT SUCCESS. It SOOTHES the CHILD, SOFTENS the GUMS ALLAYS all PAIN; CURES WIND COLIC, and is the best remedy for DIARRHŒA. Sold by Druggists in every part of the world. Be sure and ask for "Mrs. Winslow's Soothing Syrup," and take no other kind. Twenty-five cts. a bottle

Phone Missien 288

J. MARSHALL & CO.'S
WORCESTERSHIRE SAUCE
BE SURE and GET the GENUINE
½ Pts., per doz. $1.20
Pts., per doz. 2.20
NO AGENTS
Office: Cor. 12th and Market Sts.

YOUR EVERY WANT IN
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A. ZELLERBACH & SONS
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SAN FRANCISCO

La Grande Laundry
Telephone Bush 12
23 Powell Street
Corner Ellis.

100 Taylor St., - - Cor. Turk St.
200 Montgomery Av., Cor. Kearny
202 Third Street, - Cor. Howard
1733 Market St., - Opp. Eleventh

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LESLIE SALT
STERILIZED SALT
Free Running (in Pkgs.) for table
Velvet Grain (in Bags) for kitchen
Sold by all Jobbers

Clerk's Corner

Opportunity Speaks.

Yes,
I am Opportunity;
But say, young man,
Don't wait for me
To come to you;
You buckle down
To win your crown,
And work with head
And heart and hands.
As does the man
Who understands
That those who wait
Expecting some reward from fate,—
Or luck, to call it so,—
Sit always in the 'way-back row.
And yet
You must not let
Me get away when I show up.
The golden cup
Is not for him who stands
With folded hands,
Expecting me
To serve his inactivity.
I serve the active mind,
The seeing eye,
The ready hand
That grasps me passing by.
And takes from me
The good I hold
For every spirit
Strong and bold.
He does not wait
On fate
Who seizes me,
For I am fortune
Luck, and fate,
The cornerstone
Of what is great
In man's accomplishment.
But I am none of these
To him who does not seize;
I must be caught,
If any good is wrought
Out of the treasures I possess.
Oh, yes,
I'm Opportunity;
I'm great;
I'm sometimes late,
But do not wait
For me;
Work on,
Watch on,
Good hands good heart,
And some day you will see—
Out of your effort rising,—
Opportunity.
—Success.

The Clerk's Catechism.

Don't forget to call out the amount of sales loudly and distinctly and register it correctly, and use no slang names for money.

Don't forget to register the amount of sale immediately you receive the money; never hold the money in your hand while doing up a package; the quicker the money gets to the cashier the beter.

Don't forget if a customer buys two or more articles to be sure and add them up on one of the packages.

Don't forget to add items up correctly; count the packages of goods and the items and see if they agree.

Don't forget to charge for coal oil, potatoes or a broom you sell and put in front of the counter.

Don't forget to charge customers for goods they put in their baskets while you are waiting on them.

Don't forget that the only correct way for an honest clerk to correct an overcharge or an error on the register is to make out a rebate slip for same.

Don't forget when putting up an order that everything must be correct.

Don't forget to see that a bill is properly signed in every detail.

Don't forget when putting away goods to put the new goods back and old ones in front, so the old goods will be sold first.

Don't make a practice of coming late to business; it is a sign you are not worth your wages.

Don't dress dowdily or dudishly; be neat.

PAYS TO ADVERTISE.

It pays to advertise an article that is better than others of its kind. That is why the manufacturers of "x-Ray Stove Polish" have been able to place it so strongly before the public in all the great magazines.

It costs a fortune to buy advertising such as is being, and has been, used to popularize this article. But, when it is once used, the housewife comes back for it again and again and it is from these repeat orders that the manufacturer gets his profits.

The X-Ray Stove Polish is making the same record as a seller and repeater in Southern California that it has in other communities.

It is the repeating quality of the X-Ray Stove Polish that makes it such a valuable addition to the grocers' stock.

H. M. WOLTER & CO. MOVE.

The popular firm of H. M. Wolter & Co., ham boilers and dealers in provisions, have moved their factory to 417 Shotwell street, near 18th. This firm has made many friends among the retail grocers by their fair treatment and high class goods they handle.

RAINIER BEER

Is Not Unfair
But the Boycott is.

Investigate both sides of the question.

JOHN RAPP & SON, AGENTS
Phone South 473.

WIELAND BROS.
121-123 Clay Street — San Francisco
Importers and Commission Merchants
SPECIALTIES—Imported and domestic Swiss Cheese, Limburger, Brick Cheese, Edam, Roquefort, etc.; Mackerel, Codfish, Holland Herrings, Olive Oil, Spanish and California Olives, all kinds of Sausages and other delicacies.
SOLE AGENTS for Sierra Cheese, German Breakfast Cheese, Brie, Camembert, Schloss, Kronen and Neufchatel Cheese.

WILLIAM E. HARM
Kartuffel-Buhr
183-185 Valencia St. Near 13th — Tel. Folsom 1911
Wholesale Dealer in POTATOES, ONIONS BEANS, EGGS Etc., Etc., Etc.

WITZEL & BAKER, Commission Merchants
Telephone Main 718 — 314, 316 BATTERY ST., SAN FRANCISCO, CAL.
Fancy Creamery Butter and Ranch Eggs Our Specialty

REMOVED
PATRICK & CO., RUBBER STAMPS
111-113 SANSOME STREET
One block south of old location.

CLASSIFIED WHOLESALE DIRECTORY.

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Beck-Wakefield Co.
122 Market .....Phone: Main 1433

Castle Bros.
463 Mission .....Phone: Priv. Ex. 15

Dodge, Sweeney & Co.
116 Market .....Phone: Drumm 125

J. P. Gillespie.
109 California .....Phone: Main 1972

Fred P. Hobbs & Co.
95 Market .....Phone: Main 1913

R. A. Holcombe & Co.
124 California .....Phone Main 5876

The C. B. Jennings Co.
121 California .....Phone. Main 74

Johnson-Locke Mercantile Co.
123 California ...Phone: Priv. Ex. 22

P. E. Lenfestey.
220 California .....Phone: —

Spohn-Patrick Co.
16-22 Front .....Phone: Main 536

J. T. Wilson.
1770 15th .....Phone: —

AMMONIA.

Pacific Ammonia Bottling Works.

AUTOMATIC WEIGHER.

Bond Scale Co.
1640 San Fernando St..Los Angeles, Cal.

BAKING POWDER.

Royal Baking Powder Co.
Johnson-Locke Merc. Co..123 California

Schilling's Best.
A. Schilling & Co.....2nd and Folsom

BREAKFAST FOODS.

Malta Vita Pure Food Co.
Castle Bros. .....463 Mission

Dr. Price's Food.
615 Davis St. .....Phone: Bush 522

BREWERIES AND BOTTLED BEER.

Enterprise Brewing Co.
2015 Folsom .....Phone: Mission 152

Gambrinus Brewing Co.
160 13th .....Phone: South 83

Golden Gate Bottling Works.
160 Shotwell St.....Phone: Capp 1761

Los Angeles Brewing Co.
Standard Bottling Co.....
...Beach, bet. Stockton and Dupont

Olympia Beer Co.
1423 Sansome St. .....

Rainier Brewing Co.
John Rapp & Son ....8th and Townsend

Salem Brewing Ass'n.
Sunset Bottling Co.....3109 20th

The California Brewing Co.
111 Douglas .....Phone: Mission 228

Valley Brew Lager.
Zimmerman & Ruhland..3rd & Clement

Wunder Brewing Co.
Scott & Greenwich..Phone: South 1098

BITTERS.

Landis Tonic Bitters.
Landis-Patton Mfg. Co..1664 Mission St

Lash's Bitters Co.
116 2nd St. .....Phone: Bush 360

CANNED SOUPS, MEATS, TAMALES.

Jos. Campbell Preserve Co.
R. A. Holcombe & Co..124 California St.

Spanish-American Food Co.
149 Fremont .....Phone: Main 3151

CANNED FRUITS.

Cal. Fruit Canners' Association.
Pine and Battery....Phone: Priv. Ex 41

CANNED MACKEREL.

Monterey Packing Co.
122 Davis .....Phone: Main 1161

CATSUPS.

Cal. Fruit Canners' Association
Pine and Battery ..:.Phone. Priv. Ex. 41

Jos. Campbell Preserve Co.
R. A. Holcombe & Co....124 California

T. A. Snider Preserve Co.
Spohn-Patrick Co.....16-22 Front

CIGARS.

Optimo.
Ehrman Bros. & Co.....225 California

Henry Miller.
Ehrman Bros. & Co. .....225 California

COFFEE, TEA, ETC.

M. J. Brandenstein & Co.
Spear and Mission..Phone: Priv. Ex. 36

The Porto Rico Co.
587-589 Howard.....Phone: Main 5813

A. Schilling & Co.
2nd & Folsom..Phone: Priv. Ex. 456

COMMISSION MERCHANTS.

Dodge, Sweeney & Co.
116 Market .....Phone: Drumm 125

William E. Harm.
183-185 Valencia....Phone: Folsom 1911

Wieland Bros.
121-123 Clay .....Phone: Main 365

Witzel & Baker.
314-316 Battery.....Phone: Main 718

CONDENSED MILKS AND CREAM.

Alpine Evaporated Cream Co.
Fred P. Hobbs & Co.....95 Market

Borden's Condensed Milk Co.
Johnson-Locke Merc. Co., 123 California

Helvetia Milk Condensing Co.
3 California .....Phone: Main 1168

Pacific Coast Con. Milk Co.
Spohn-Patrick Co .....16-22 Front

Pacific Creamery Co.
115 Davis .....Phone: Bush 522

CONFECTIONERY.

"Cracker Jack."
Dodge, Sweeney & Co.....116 Market

CRACKERS.

Mutual Biscuit Co.
610 Battery.....Phone: Main 5005

FLOUR, MEALS, ETC.

Globe Grain & Milling Co.
Montgmy and Chestnut Phone. Bush 759

GRAPE JUICE.

Welch's Grape Juice Co.
Spohn-Patrick Co.....16-22 Front

INK, MUCILAGE, ETC.

Blackstone Manufacturing Co.
1960 Howard .....Phone: Capp 1111

SCott & Gilbert Co.
214 Mission .....Phone: Main 451

INSECT EXTERMINATOR.

Eureka Insect Exterminator.
Jos. Fusch .....22 Hampton Place

LAUNDRY.

LaGrande Laundry.
23 Powell .....Phone: Bush 12

METAL POLISH.

U. S. Metal Polish Co.
J. T. Wilson 1770 15th

NOTARY PUBLIC.

James M. Ellis.
323 Montgomery .....Phone: Main 5925

OIL TANKS.

S. F. Bowers & Co.
Fort Wayne .....Indiana

OLIVES AND OLIVE OIL, ETC.

G. O. Ryden.

Seville Packing Co.
Spohn-Patrick Co. .....Pine and Front

PAPER.

A. Zellerbach & Sons.
416-426 Sansome...Phone: Priv. Ex. 14

PASTES.

Royal and Queen's Taste.
C. R. Splivalo & Co ....247 Sacramento

PICKLES, ETC.

Gordon Packing Co.

PROVISIONS.

Anchor Packing Co.
140 8th .....Phone: South 355

Cudahy Packing Co.
418 Townsend ....Phone: Priv. Ex. 605

Heineman & Stern.
916 Larkin .....Phone: East 242

P. F. Rathjens.
1311-15 Pacific.....Phone: East 1875

Western Meat Co.
9th & Townsend ....Phone. Priv. Ex. 5

H. M. Wolter & Bro.
703 12th .....Phone: Mint 1763

REAL ESTATE AND INSURANCE.

Dan O'Callaghan.
22 Montgomery .....Phone: Main 5238

REFRIGERATORS.

Beck-Wakefield Co.
122 Market.....Phone: 1433

RUBBER STAMPS.

Patrick & Co.
111-113 Sansome .....Phone: Main 1768

SALT.

H. R. H. Salt.
Dodge, Sweeney & Co. .....116 Market

Leslie Salt Co.
C. E. Whitney & Co.....715 Kohl Bldg.

SAUCES.

J. Marshall & Co.
12th and Market .....Phone: —

SCALES.

Moneyweight Scale Co.
Price & Co.....846 James Flood Bldg.

Standard Computing Scale Co.
Detroit .....Michigan

SHOE POLISH.

S. M. Bixby & Co.
New York .....N. Y.

Scott & Gilbert Co.
214-216 Mission..... Phone: Main 451

Whittemore Bros. & Co.
Boston .....Mass.

SHORT CREDIT SYSTEM.

The Perfection.
P. E. Lenfestey .....220 California

SHREDDED WHEAT PRODUCTS.

The Natural Food Co.
Niagara Falls .....New York

SOAPS.

B. T. Babbitt (Inc.).
The C. B. Jennings Co ....121 California

Enoch Morgan's Sons' Co. (Sapolio).
109 California .....Phone Main 1972

Grandpa's Wonder Soap.
Castle Bros. .....463 Mission

Los Angeles Soap Co.
115 Davis .....Phone: Grant 110

SOOTHING SYRUP.

Mrs. Winslow's Soothing Syrup.
Anglo-American Drug Co.....New York

STARCH.

Riverside Corn and Gloss.
Kelley-Clarke Co. .....130 California

STORE FIXTURES.

Pacific Store and Office Fixture Co.
3253-3259 16th .....Phone: Bush 2571

SYRUPS, ETC.

Old Manse Maple Syrup.
Castle Bros .....463 Mission St.

Pacific Coast Syrup Co.
713 Sansome .....Phone: Main 2

WINES, LIQUORS, ETC.

Ahrens, Pein & Bullwinkel.
620 Post .....Phone. East 720

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136-144 2nd St. .....Phone. Priv. Ex. 318

Italian-Swiss Colony.
Battery & Greenwich Phone: Priv. Ex. 448

E. Martin & Co.
54 First .....Phone. Main 380

A. Vignier & Co.
429-431 Battery ...Phone: Main 1507

Wichman, Lutgen & Co.
29-31 Battery St. .Phone Main 5588

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William Cluff Co.
201 Market .....Phone: Priv. Ex. 419

Suydam Bros. & Rogers
14-16 Spear .....Phone. Main 5896



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PORTLAND, OREGON

SELECT PILSENER LAGER BEER

OFFICE AND BOTTLING WORKS

160 Thirteenth St., near Folsom, S. F.

Highest Grade Package Goods for Family Trade

ROYAL AND QUEEN'S TASTE

(1 lb packages) (½ lb cartons)

Macaroni, Vermicelli and Spaghetti

ROYAL ITALIAN A. B. C. PASTE, in 1 lb papers
GOLDEN GATE EGG NOODLES, in ½ lb papers

For Sale by all Jobbers

PETERS BROS., BALTZ & DITTMANN

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The California Brewing Co.

Douglas Street, bet. 17th and 18th

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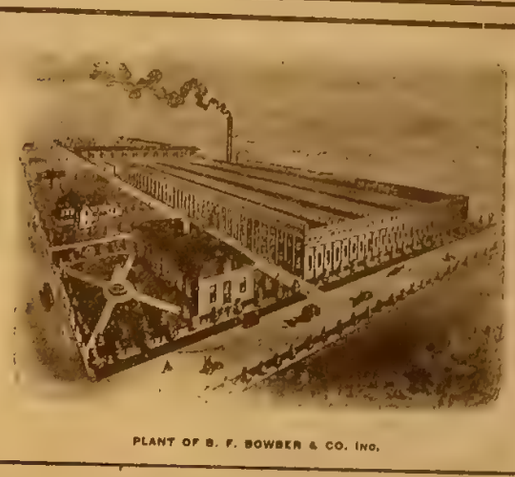
TOBOGGAN

MAPLE SYRUP — IT IS BEST

Pacific Coast Syrup Co.

SAN FRANCISCO

THREE REFINERIES: SAN FRANCISCO, PORTLAND and SEATTLE.



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ALL

BOWSER SELF MEASURING *OIL TANKS*

are sold under our positive guarantee that they will prove durable and exactly as claimed for them.

YOU HAVE A RIGHT

to ask before you buy what that guarantee amounts to.

You will readily see by looking at the above cut or by referring to Dun or Bradstreet, that WE are in position to make good our guarantee. We are not experimenting, but are putting out the best goods possible to make and behind which we put our entire plant. You take no chances in ordering a

BOWSER OUTFIT

It is the only economical, convenient, clean and satisfactory method of storing and handling your oil.

It will save you oil, time, labor and money.

Write now for Catalog "BB"—it will cost you nothing.

S. F. BOWSER & CO. Fort Wayne, Ind.



You Give Your Trade

THE BEST

when you sell

Old Gilt Edge Whiskey

RYE or BOURBON

AGED IN WOOD

Bottled Expressly for Family Trade.

PURITY UNQUESTIONED

SOLD EVERYWHERE

Wichman, Lutgen & Co.

SOLE PROPRIETORS

29-31 Battery Street San Francisco, Cal.

Any Way You Examine a

McCray Refrigerator



Inside or Outside, it is a True Realization of all that is Best in Refrigerator Construction

No. 410 Grocers' Refrigerator.

THE McCRAY REFRIGERATOR RANKS first in every way. It is sold entirely on its merits and is known everywhere for superiority.

McCRAY REFRIGERATORS are perfect refrigerators and will in a short time repay their cost through saving of butter and other provisions, and ice.

We can here give you but a faint idea of the McCray refrigerator. Let us send you our catalog showing our extensive line from which you can make a selection.

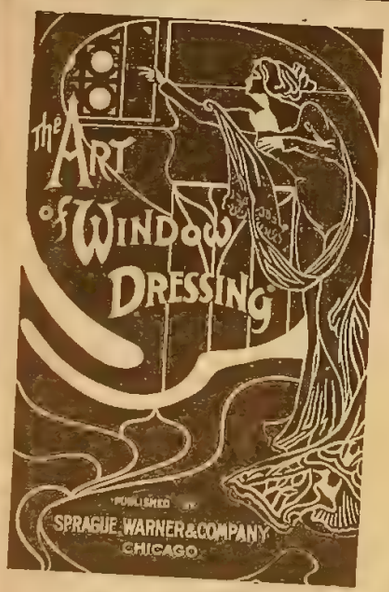
SOLD ON EASY PAYMENTS.

McCRAY REFRIGERATORS ARE GUARANTEED.

BECK - WAKEFIELD COMPANY

GENERAL AGENTS

122 Market Street, San Francisco, Cal.



WINDOW DRESSING FOR GROCERS

Many New and Simple Designs for arranging your windows so they will draw trade.

We are offering this work at the nominal sum of *Fifty Cents*

POSTAGE PAID. ILLUSTRATED. 132 PAGES. 6x9 INCHES. CLOTH-BOUND

Retail Grocers' Advocate, - - 456 Montgomery St.

SAN FRANCISCO.

THE RETAIL GROCERS ADVOCATE

A. H. POWERS, Editor

SAN FRANCISCO, CAL., DECEMBER 8, 1905

Vol. 10, No. 49

M. J. B. Coffee

sells better than any other

Why?

IXL - Kapp and Street - W.G.M.

TAMALES

IN

KEY-OPENER CANS



THE ORIGINAL

Powder ed Stove Polish

Mixes with water instantly.

Advertised Everywhere.

OUR GUARANTEES:

To give SATISFACTION or your MONEY BACK
To give a QUICK, BRILLIANT LUSTRE
To give Dealers a GOOD PROFIT

5-cent Size, per box, 3 doz., **Costs $1.50,** with ½ dozen free, **Sells for $2.10**

10-cent Size, per box, 3 doz., **Costs $2.50,** with ½ dozen free, **Sells for $4.20**

R. A. Holcombe & Co. Pacific Coast Agents. 124 California St. San Francisco, Cal.

SAVES
A BOOKKEEPER'S SALARY



H. HAUCH

H. Hauch & Co., who conduct two of the FINEST GROCERY STORES in Alameda, say of the

McCaskey Account Register

ALAMEDA, CAL., November 17th, 1905.

WILLIAM A. HAWLEY, Esq., San Francisco.

Dear Sir—Your McCaskey System of account keeping has been in operation in one of our stores for almost two months, hence we have had ample opportunity to test its merits. To say that we are pleased is not to do justice to the case. **We would not do without the system if it costs several times the price you are asking for it.** We save a bookkeeper's salary **every month.** Our accounts are always up to the very minute. It is the **most competent collector** we ever had. It practically does away with errors and omissions. It is so simple a child can understand it, and last, but not least, **our customers are simply delighted with it.**

You are aware of the fact that we have recently placed an order for a larger system for our main store, though we had already invested in a modern duplicating loose leaf bill system, which we expected to start on the 1st of January. **Your system has proved so superior that we have no hesitation in displacing the one already on hand and still unused before even putting it into commission.** From a business point of view we consider our investment in the McCaskey the very best we have ever made. Very truly yours, H. HAUCH & CO.

Don't you want our catalogue?

A postal brings it.

WILLIAM A. HAWLEY, Pacific Coast Agent,

JAS. FLOOD BUILDING, Powell and Market Sts., San Francisco, Cal.

Phone, Montgomery 1064.

THE McCASKEY ACCOUNT REGISTER CO., ALLIANCE, OHIO.

Manufacturers of the Famous Multiplex Carbon Back Counter Pads, also Single Carbon and Folding Pads.

SAVAGE & CHARLTON, San Francisco Agents.

To the Trade

In order to satisfy a demand for a higher grade of evaporated cream than heretofore obtainable in so-called 20-ounce cans, we offer



OUR PET BRAND EVAPORATED CREAM

In "Tall" size cans.
(Weighing 16 ounces net.)

This is in addition to our "Family" and "Baby" sizes. We are, therefore, in position to furnish this well and favorably known brand in cans of three different sizes, packed as follows:

"Tall" size	4 dozen cans per case
"Family" size	4 dozen cans per case
"Baby" size	6 dozen cans per case

By handling our full line, you are in position to please large and small consumers with the best quality of evaporated cream made in the world.

IN REGARD TO PRICES CONSULT YOUR JOBBER.

Helvetia Milk Condensing Co.,
HIGHLAND, ILL.
San Francisco Office, 3 California St.

Common Sense teaches Grocers to sell what pays Best

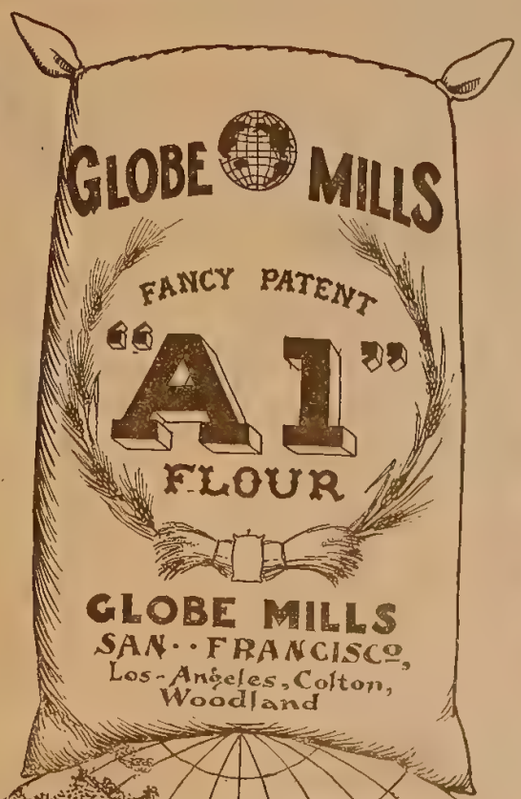
AND GIVES SATISFACTION.

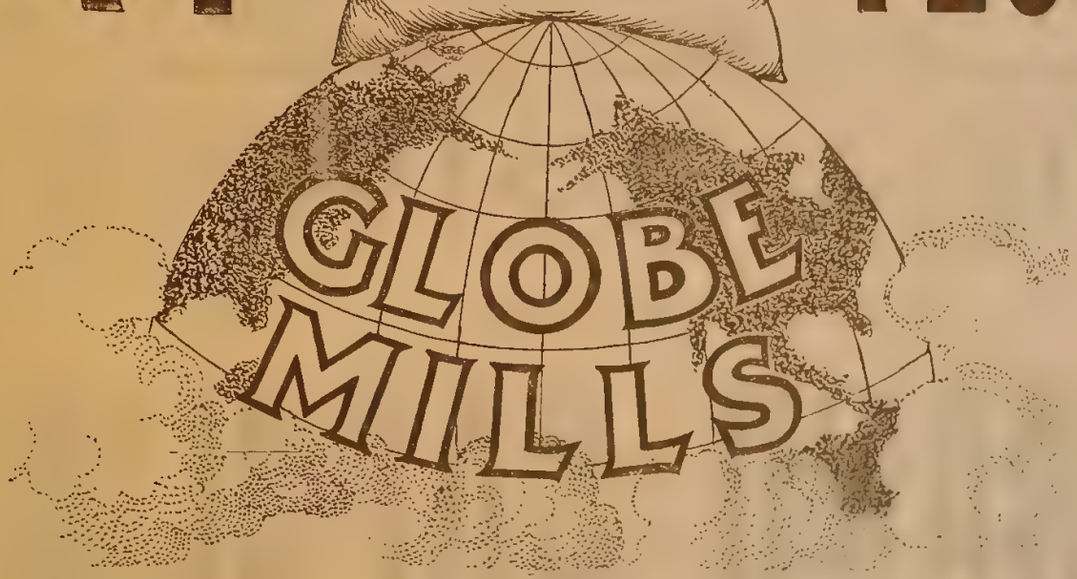
That's why **1000** Retail Grocers in the Bay Cities sell **"A 1" FLOUR.**

You can MONEY BACK our goods.

BEST ON EARTH

"A 1" FLOUR





We claim that **"A 1" FLOUR** will make MORE LOAVES OF BREAD to the barrel and BETTER BREAD than other flours.

WE MAINTAIN THE RETAIL SELLING PRICE.

Tell us how to do more and WE'LL DO IT!

GLOBE GRAIN & MILLING CO.

MONTGOMERY AND CHESTNUT STS., SAN FRANCISCO, CAL.

Telephone Bush 759.

(Please mention the ADVOCATE to Advertisers. It helps us materially.)



Don't be Hoodwinked

The grocer who permits unscrupulous manufacturers to stock him with cheap and inferior evaporated creams makes a great mistake.

The frenzy of finance seems to have reached some manufacturers, especially when they claim they will give you for less money something "just as good."

Why take chances when you can please your customers by giving them

"CARNATION" CREAM

CARNATION CREAM has stood the test. The quantity, the quality and prices are right. The health authorities everywhere attest its purity.

Some grocers have lost money and customers by handling the "cheap creams." Are you going to repeat their experience? You will have dead stock on hand if you do.

Sell only CARNATION CREAM and insure your business against loss of patronage and profit.

JOHN H. SPOHN CO., Agents, 16-22 Front St.,
SAN FRANCISCO, CAL.
PACIFIC COAST CONDENSED MILK CO., Manufacturers, SEATTLE, WASH.

THE OVERLAND LIMITED

has

Electric Lights in Every Berth

The new composite-observation cars, the train libraries, excellent dining-car service, luxuriously appointed sleeping cars, and the courtesy of the attendants make this one of the finest trains in America.

The magnificent scenery of the Sierra Nevada and Rocky Mountains, and the novelty of crossing the great Salt Lake by rail add to the enjoyment of the trip, and make it one of unusual interest.

San Francisco to Chicago in less than three days.

Full particulars of agent,

SOUTHERN PACIFIC

IF A CUSTOMER

asks for

HAND SAPOLIO

and you can not supply it, will he not consider you behind the times?

HAND SAPOLIO is a special toilet soap—superior to any other in countless ways—delicate enough for the baby's skin, and capable of removing any stain.
Costs the dealer the same as regular SAPOLIO, but should be sold at 10 cents per cake.

Retail Grocers' Advocate

CALIFORNIA RETAIL GROCERS' AND MERCHANTS' ASSOCIATION

OFFICIAL PAPER

RETAIL GROCERS' ASSOCIATION

Vol. 10

SAN FRANCISCO, CAL., DECEMBER 8, 1905

No. 49

THE RETAIL GROCERS' ADVOCATE

Published Every Friday by
ADVOCATE PUBLISHING CO.

Subscriptions:
One Year $2.00
Single Copies ..... .10

PUBLICATION OFFICE:
456 MONTGOMERY STREET.
Rooms 413-414. - Tele. John 2601

Entered at the Postoffice at San Francisco as Second Class Matter.

Points to Watch

OLIVES

Spanish Queen and Manzanilla olives are steadily advancing in price.

SARDINES—

French packers have advanced the prices of sardines, stocks being very small. Norway also announces higher prices to come.

CHEESE

The market on all lines of cheese is strong with probable advances. An advance of one cent on Martin's cheese is expected by importers.

RICE—

The situation is very strong. Prices are steadily advancing on practically all grades, and still further advances are predicted by the trade

CRANBERRIES

The cranberry crop has been very short this year, and it now looks as if the present high prices may be only a forerunner of still higher prices.

TEA—

Every indication points to a continual advance in the tea market for the next few months. If the government should put a duty on tea that article will prove an exceptionally good holding.

The Houston Rice Industry says of the rice crop: "As the season advances and harvesting and threshing make their tangible showing the position taken early in the season that the yield would be 25 per cent less than that of last season is proven to be correct. It is sustained by reports from all the rice centers and the eagerness with which buyers are pushing their solicitations for the new crop everywhere in the Texas belt, and the sharp upward tendency of the market show plainly that they have no hope of a storage surfeit from which to draw at their pleasure and their own offer of price. As a general thing the late planting, contrary to fears of many, escaped the dangers of weather that were apt to assail it at a critical stage, and while it will of necessity be a light yield, the quality of the rice is reported as an excellent average. As a matter of fact, the particularly fine quality of the rice crop in Texas this season is commented upon from all quarters, and that as well as the conservative yield, has had its beneficial effect in giving the market its great and growing strength."

Association Progress.

..nat Is Being Done to Enforce Fair Selling Prices.

By Frank B. Connolly.

In almost every State in the Union where there are grocers' associations the matter of the protection of the retail selling price on such staple articles as sugar, flour and coal oil is now being put forth.

We know of list prices being maintained in Colorado, Texas, Georgia, Minnesota, Wisconsin, Washington and several other States, while California, outside of San Francisco and Oakland, is well advanced along this line of work.

Los Angeles and Southern California have ninety articles listed by the manufacturers. San Jose, Stockton, Fresno and Sacramento have card prices that pay at least the cost of doing business (15 per cent) on all the leading staples.

The Sacramento Association is having a little trouble over its list at the present time on account of some of its members giving away trading stamps, but its sensible merchants will straighten out this tangle soon.

The retail grocers of these cities are making twenty-five and thirty cents a sack on all the leading brands of flour. They are happy and prosperous and making money.

Flour Nets Loss to Grocers.

The grocers of San Francisco and Oakland have been compelled through competition with cutters to sell flour at a profit of seven and a half cents a sack when it costs them 15 per cent to do business, so that every sack we distribute for the millers of this city nets us a loss.

Why should we distribute their products without getting a fair compensation for our work? Are they producing flour at a loss. If not, then we say it is their duty to us to see that a proper selling price is maintained on their goods and not sell them to anyone who intends to cut them.

The millers of San Francisco are at present planning to set a uniform price to the grocers and also from the grocer to the consumer. I am personally in favor of this plan as it will mean the perpetuation of the retail selling price.

They should make the grocer sign an agreement not to cut the consumer's price. We also would expect them to refuse to sell to any grocer who cuts the listed price and buy up at the retail price, if necessary, any stock they may have on hand or offer for sale at less than the agreed price.

Big Cutters Hurt Trade.

Who are the grocers who, by constant cutting, have brought the profit on flour down to its present low state? They are the large Market street cutters who fail for a hundred thousand dollars and pay the millers thirty and forty cents on the dollar for the well known brands they have been selling at cost, and we have been the sufferers thereby, for our customers, seeing these brands advertised at ten or fifteen cents less than we have been charging imagine we overcharge them and hence lose confidence in us.

A very large majority of the leading grocers who have been distributing

(Continued on page 9.)

Oakland Grocers' Smoker.

Address by H. Hauch of Alameda the Feature of the Evening.

A large number of grocers met at Franklin Hall last evening to talk, smoke and have a good time. This they certainly did, for a lengthy program had been prepared and an enjoyable spread of Spanish dishes and beer was set before them. The occasion of this entertainment and repast was the desire of Mr. E. A. Van Emden, manager of the Van Emden Cocoa Company, to meet the grocers and give them a good time.

The grocers were surprised to find upon their arrival at the hall a reproduction of the genuine German beer garden. The elaborate decoration gave a setting that carried many back to the times enjoyed in the Fatherland.

The program was started by a monologue from Mr. R. Folger, and was followed by performers sent from the Bell and Novelty theatres, some good stories by Mr. D. McLaughlin, and concluded by a solo from L. Warnke.

The last half of the program consisted of speeches by H. Hauch, F. B. Rourke and Mr. E. A. Van Emden.

Mr. Hauch took as his subject 'Association Work." It was one of the most forceful and eloquent talks the grocers have been pleased to listen to. It is to be hoped that it will be read by every reader of the Advocate.

Mr. Rourke followed with a talk on "Methods of Buying and What the Actual Cost Letter Can Save the Grocers."

Mr. Van Emden in a very forceful way described the grocer as the manufacturer sees him.

The evening was indeed a great success and the precision and quality of the program was largely due to the efforts of H. D. Cushing, who acted as toastmaster.

There was gathered at the festive board all of the most prominent grocers of Oakland, Alameda, Berkeley and Fruitvale.

The address of H. Hauch, the enterprising grocer of Alameda, which was the feature of the evening, will be given in next week's Advocate.

CONGRATULATE STULZ.

Joseph A. Stulz, the newly elected Public Administrator, is receiving hundreds of congratulatory letters. Among them was one from Julius Fleischmann Mayor of Cincinnati, Ohio, who said:

"I have just been informed that you were elected Public Administrator at the recent election in San Francisco. I desire to extend to you my hearty congratulations.

"We Republicans of Ohio have just traveled along a very rocky road. In fact, we were ditched. However, we do not believe that our o'd vehicle is beyond repair and we hope to be going along smoothly again before the next election takes place.

"Again assuring you of my personal gratification of your success, and with kindest regards, I am, etc."

Another letter from 'Daddy" Gray of New York, is highly prized by Mr Stulz The letter says among other personal matters:

"As a 'get there' good fellow you are certainly a success and I send you my hearty congratulations on your triumphant election. May it be but the stepping stone to still higher ambition until you land in the governor's hair. I am just a little bit sorry, as I fear it will mean that you will not be able to attend the convention at Niagara Falls."

DEATH OF MRS. POWERS.

Wife of Editor A. H. Powers Dies Suddenly in Los Angeles.

We record with deep regret the unexpected death at Los Angeles on Tuesday of this week of Mrs. A. H. Powers, wife of the editor of the Advocate. The immediate cause of her death was heart failure.

Mrs. Powers had been ailing for some time and had gone to Los Angeles only a few days before, anticipating good results from the change.

Her untimely demise will occasion much grief as she had endeared herself to scores of friends by her kindly and helpful disposition. In accordance with the desires of Mrs. Powers, her body was cremated.

Services were held at the undertaking parlors of Orr & Hinds on Wednesday afternoon. Messrs. J. F. Paulding, H. H. Mayberry, W. J. Variel and Oliver Morosco acted as pallbearers. The remains will be forwarded to the home of Mrs. Power's parents at Lewiston Idaho.

THREATENS INTEREST OF TRADE

Consumers and Retailers Will Suffer If Tea and Coffee Are Taxed.

The retailers of this country have good reason to be alarmed at the agitation in certain quarters to restore a duty on tea and the probability of having coffee also placed on the dutiable list.

The injury done to the trade, both wholesale and retail, to say nothing of the hardship suffered by tea consumers by the duty of 10c per pound placed on tea during the Spanish-American war should still be sufficiently impressed upon the memories of all as to arouse emphatic and vigorous protests from the united interests.

No one interested in handling tea will deny that the Spanish war tax was not only directly responsible for an alarmingly decreased consumption of "the cup that cheers," but the increased consumption of inferior grades could be directly traced to the duty imposed.

Should tea again become dutiable and coffee also, the retail interests will naturally be compelled to bear the heavier portion of this unnecessary burden.

We urge that prompt action be taken by individual grocers as well as by all associations on the Pacific Coast to place their views on this matter before their Senators and Representatives before a bill to tax these articles is introduced in Congress.

In this connection it may be interesting to note that all the importers of the country, except the few who already have enormous stocks on hand, are opposed to this proposed tariff and are doing all in their power to prevent its adoption.

It remains for the retailers now to do their duty. A word to the users of tea and coffee might help in this matter.

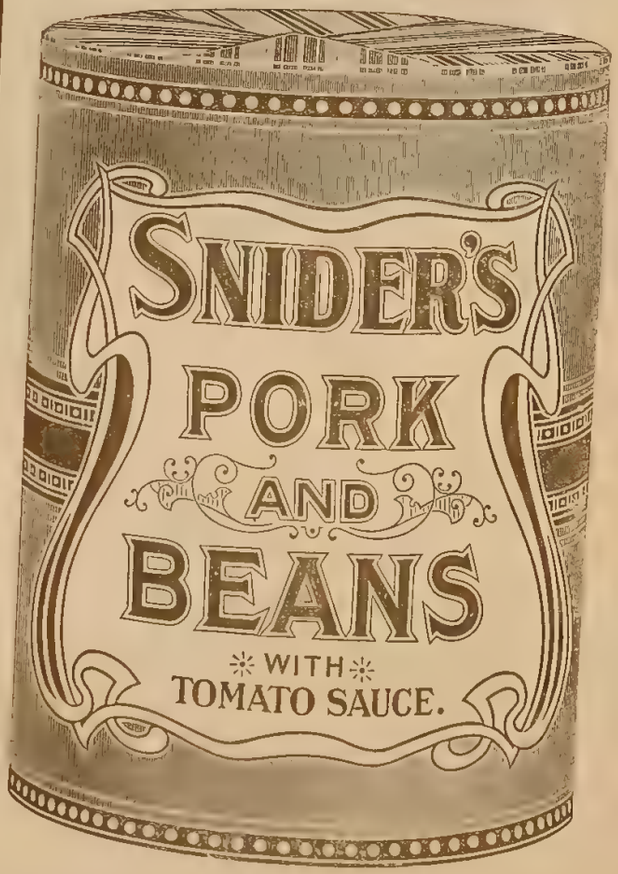
SNIDER'S Pork and Beans

With Tomato Sauce

Look appetizing and are as appetizing as they look. Some like them hot. Some like them cold. Delicious either way.

Nothing more deserving or appropriate could be said of SNIDER'S PORK AND BEANS with Tomato Sauce than that they are

"Better than Home-made"



The secret of their inimitable excellence is an original recipe adopted by us after years of experimenting.

Snider's Pork and Beans are prepared in immaculately clean kitchens by the most experienced cooks.

All who have tasted Snider's Pork and Beans with Tomato Sauce do not question their superiority, and wherever introduced have met with spontaneous recognition.

1-lb. cans 10c, 2-lb. cans 15c, 3-lb. cans 20c.

Snider's Pork and Beans, Snider's Catsup, Snider's Oyster Cocktail Sauce, Snider's Chili Sauce, Snider's Salad Dressing and Snider's Tomato Soup enjoy the patronage of discriminating families.

T. A. SNIDER PRESERVE CO., MANUFACTURERS, CINCINNATI, OHIO, U. S. A.

JOHN H. SPOHN COMPANY, Agents, 16-22 Front St., San Francisco, Cal

SPOHN-COOK COMPANY, Los Angeles.

SEASONABLE SUGGESTIONS.

Pointers "Borrowed" From the Columns of Various Careful Contemporaries.

Get a profit.

Demonstrate coffee and tea these cold Saturdays.

Pop corn is one of the small lines that are now seasonable.

Broom corn is advancing and higher prices for brooms are looked for.

How is the oyster department doing? It is due for a big business from now on.

Look out for short weight spices. There are some still being offered the trade.

How about the canned plum pudding? About time for it to get to the front.

The cup test is the only real test of coffee and tea, for it is the final test to which all teas and coffees are subjected.

Canned vegetables, with the exception of corn, are all strong and some of them are advancing.

Cider is high. So are apples. This will tend to make the apple butter and mince meat markets firm.

Don't forget to figure in insurance, taxes, deterioration and interest when computing your expenses.

On account of high prices for vinegar and none too many cucumbers pickle prices are generally firm.

This is the lamp goods season. Candles, wicking, chimneys, burners and everything in the light line sell now.

Syrups in tin seem to be gaining rapidly over the pail and keg goods. Molasses in the smaller packages are also favored.

Crackers both in package and bulk are good sellers the year around Keep the stock fresh and in convenient bins or cases.

Have you seen your Congressman about the pure food law and the parcels post? These are two vital questions to the grocer.

Which is better, to sell baking powder under the retailer's private label or a well-known advertised brand? What do you think?

Nuts are selling very well. They are, as a rule, a little higher than a year ago, but not enough so as to curtail the demand appreciably.

Tell your trade all about rice—what a healthful and nutritious food it is and how the consumption is increasing. That ought to increase your sales.

Now is the time when the maple syrup is running the gauntlet. Some of it hasn't even a speaking acquaintance with the maple sap. Watch out for that kind.

There is always a demand for glassware and crockery. It may not be large and insistent but it can probably be increased by judicious advertising. Try it and see.

Lookout for the man with cheap vinegar these days. Nearly all vinegar is high and any thing much under the market may not come up to the food law requirements.

There is lots of room for the trade in olive oil to increase In some sections there is practically no sale for it. Its medicinal virtues are not understood by many.

Keep the seasonable articles to the front. It will not hurt to shift the stock considerably once in a while just to bring the lines that are most wanted up to the front of the store.

Good tea, good coffee, good butter—on this trinity should the grocer build his business temple. The difficulty is not great, but it is exceedingly difficult to build well without these three things.

This is the season when the box car merchant flourishes. Look out for him. Notify your food commissioner when the goods are to be delivered, and he will see that they are O. K. or they will not go out to purchasers

Some very large and fancy nutmegs are offered to the retail trade by the leading wholesale grocery houses at 75 cents a pound. These nutmegs count about 50 to the pound and are very suitable for show window display.

Laundry goods like bluing, starch laundry soaps, clothes lines, clothes pins, washboards, etc., should be given special attention occasionally. A window display devoted exclusively to this line once in a while would not come amiss.

Roasting, which is so important a process in the coffee trade, is so destructive to the distinguishing feature of raw or green coffee as to make it very difficult to tell the origin of samples of roasted coffee. Only the experts can tell much about roasted coffee.

Fruit cake has long been a Christmas feature in British grocery stores and it is coming into vogue in this country. There ought to be satisfactory possibilities in this novelty It is made and packed with the same care as the fancy crackers which are so popular.

The sauce cube, a novelty in the American market, enables the cook to flavor gulashes, roulades, meat balls, roast beef, beefsteaks, chops, sausages, etc., or provide a sauce for any kind of roast, at a moment's notice. It is a German invention and is neatly packed and labeled.

Bar-le-duc jelly, containing glucose and preservatives, is barred from our ports, but there are grave doubts as to whether this article would survive the hot weather of our summer months without the stiffening and preservative properties of the substances to which the Federal Department of Agriculture objects.

In the purchase of pepper the eye should let the nerves of taste be the guide. Extremely illogical is the attitude of the color-governed buyer. White pepper sells better than black because it is white, but Singapore black pepper is preferred to Lampong "black" pepper because the latter has a grayish hue.

Is there a richer or more satisfying and comforting drink at the price than good cocoa or chocolate? The sales of these articles are increasing faster than the increase of population, a sign that the manufacturers are giving a good article. Demonstrations of cocoa and chocolate are always welcomed by the public in cold weather.

It is reported that the Pennsylvania food authorities are now after Lea & Perrins Worcestershire sauce, which—as it was compounded at the time—was barred from Minnesota some time ago. Since it has been ruled out of Minnesota it is said that the manufacturers have eliminated the objectionable ingredient, however.

ers' Association is hammering away at the premiums in cereals. He does well to remind the local association of the solemn resolutions they passed declaring they would not handle premium cereals. Look on your shelves and then remember what your association said about premiums a while ago Are you consistent?

Glazing of coffee is a process that threatens to come within the scope of the investigations of more than one food commissioner in future as in the past. It is commendable as a means of preserving the strength and fragrance of the aromatic berry, and it is not conceivable that it should be extensively used to make inferior coffee appear better.

This is the time of the year when the storage egg comes forth from its hiding place and appears as "fresh laid." As a matter of fact, however, it is no easy job to distinguish a well kept storage egg fresh from the warehouse from an egg that has been off the nest but a few days. But that is no reason why the merchant should not knowing sell cold storage eggs as "strictly fresh."

Whenever sudden and mysterious sickness attacks an unfortunate it is the habit of the press to look for the reason in the food supply Recently a case of sickness in Detroit was attributed to poisoning by colors used in candy. The newspaper article was brought to the attention of Mr. H. W. Hoope, of the National Confectioners Association, who thoroughly investigated the matter and learned from the mother of the dead child that as the child had not touched candy for at least a week before the illness the cause of that illness must be looked for elsewhere. In the same way the accounts of the sickness caused by canned salmon, etc., usually fizzle out completely when investigated by competent persons.

A MATTER OF HEALTH

ROYAL



BAKING POWDER

Absolutely Pure

HAS NO SUBSTITUTE

All Grocers should carry a full stock of Royal Baking Powder. It always gives the Greatest Satisfaction to customers, and in the end yields the larger profit to the Grocer.

Nicelle

is to other olive oils what champagne is to ordinary wine.



A beautiful and useful book on the preparation and serving of salads, full of illustrated recipes, Sent Free on Request

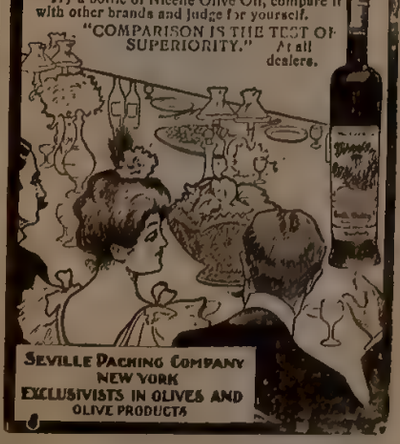
Nicelle Olive Oil

Made in Nice, France, of selected, "sound" olives. Unexcelled for its PURITY, FLAVOR AND BRILLIANCY

Don't Spoil Your Salad by using poor oils, made from cotton seed, animal fats, drugs, etc. Such oils have disagreeable flavors and are often very injurious

Try a bottle of Nicelle Olive Oil, compare it with other brands and judge for yourself.

"COMPARISON IS THE TEST OF SUPERIORITY." At all dealers.



SEVILLE PACKING COMPANY NEW YORK EXCLUSIVISTS IN OLIVES AND OLIVE PRODUCTS

JOHN. H. SPOHN CO.

(INCORPORATED.)

Pacific Coast Agents

16-18-20-22 Front Street San Francisco, Cal.

BRANCH HOUSES:

Portland, Seattle, Denver, Salt Lake City

SPOHN-COOK COMPANY, Los Angeles, Cal.

LABOR SAVING GROCERIES.

The culinary duties in the household are being lightened by the manufacturers of labor-saving groceries, and perhaps the day is not far distant when the grocery store will provide practically all the dishes for every meal of the day in a form that will require only a slight warming-up process to make them ready for the table. Public kitchens for the supply of hot meals ready to serve will probably also simplify and reduce the culinary work in the family and such a step would no doubt inure to the profit of the grocer, because the average housekeeper would have more leisure to test the newer table delicacies, which at present suffer more or less because the multifarious duties of the housekeeper leave little time for such experiments. There can be no dispute as to the difficulty, under present conditions, of getting heads of families interested in samples of new brands, or indeed of the old brands, because there are so many samples claiming attention. A visit to any food show is convincing on that point.

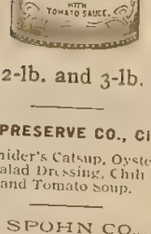
We've Had Duplicate Orders

from **95%** of the grocers who placed trial orders for ∴ ∴ ∴

Snider's

Pork and Beans

With Tomato Sauce



1-lb., 2-lb. and 3-lb. tins.

T. A. SNIDER PRESERVE CO., Cincinnati, O.

Makers of Snider's Catsup, Oyster Cocktail Sauce, Salad Dressing, Chili Sauce and Tomato Soup.

JOHN H. SPOHN CO., Agents
16-22 Front St., San Francisco, Cal.

A DESIRABLE MEASURE.

Washington, D. C., Grocers Start Movement to Make United States Officials Pay Their Grocery Bills.

The grocers of Washington, D. C. have had introduced in Congress a measure known as the "Dixon Bill" that will, if passed, be of great benefit to the dealers in the necessaries of life all over the country, since it is of general application.

This measure provides that any civil service employee who fails to pay a bill for groceries or other necessaries of life contracted after his appointment to the government position, shall stand suspended for three months. If, at the end of three months he still has failed to make a settlement of the bill, the measure provides that the employee be stricken from the rolls as unworthy.

The bill specially provides that the employee shall not be held because of obligations incurred before he had taken the government position and also that he shall not be jeopardized because of bills for anything other than the necessaries of life.

This measure has been referred to the Civil Service Committee of the Senate and House of Representatives. We print herewith a list of the committees in the two houses and would urge each of our readers who may be acquainted with any of these gentlemen to write them urging them to advance the interests of the measure in question.

Civil Service Reform Committee of United States Senate—George C. Perkins, Oakland, Cal.; Henry Cabot Lodge, Nahant, Mass.; Stephen B. Elkins, Elkins, W. Va.; Thomas C. Platt, Oswego, N. Y.; Joseph H. Millard, Omaha, Neb.; William B. Bate, Nashville, Tenn.; Fred T. Dubois, Blackfoot, Ind.; James P. Clark, Little Rock, Ark.

Committee on Reform in the Civil Service, House of Representatives—Frederick H. Gillett, Springfield, O.; John Y. Lacy, Oscaloosa, Ia.; Charles N Fowler, Elizabeth, N. J.; Justin B. Bowerstock, Lawrence, Kan.; James R. Mann, Chicago, Ill.; William O. Smith, Punxsutawney, Penn.; Amos L. Allen, Alfred, Me.; Jacob A. Biedler, Willoughby, O.; Edward W. Pou, Smithfield, N. C.; William T. Zenor, Corydon, Ind.; Edward M. Basset, Brooklyn N. Y.; Robert G Southall, Amelia, Va.; Robert N. Page, Biscoe, N. C.

ASSOCIATION NEWS.

Cincinnati, O.—The grocers are to give a dance at Armory Hall in February.

Akron, O.—Great preparations are being made for the entertainment of the State Grocers' Association, which is to be held in this city shortly.

Buffalo, N. Y.—The Grocers' Association has brought pressure to bear upon the local administration to prevent turkey raffles. As a result, the Chief of Police has announced that he will arrest anyone caught raffling poultry. A check was sent to the National Association in payment of their per capita tax.

Buffalo, N. Y.—A large number of retail grocers of Buffalo, being dissatisfied with the action of the Association in resigning from the State Association, steps were taken to form a new organization. Several meetings have been held and officers will be elected shortly.

St. Louis, Mo.—The St. Louis Master Butchers have indorsed the ordinance of the Grocers' Association asking a license of $1000 on trading stamp companies.

Trenton, N. J.—The Retail Grocers' Association held a Pure Food Show the week beginning Monday, November 6th. The main feature was a series of five lectures on cooking.

Lowell, Mass.—The Retail Grocers have prepared a petition which they have sent to the wholesale firms of their city asking that they do not sell direct to consumers. The petition was signed by all the members of the Association and reads as follows:

Gentlemen: We, the undersigned dealers engaged in the retail business in the city of Lowell, respectfully ask each and all of the above-named firms to discontinue selling goods in any quantity, small or large, to individual housekeepers, boarding-house keepers, restaurants, hotels and lunch carts. We believe that the practice is injurious to the wholesaler and retailer alike, because it brings trouble and annoyance to both and a lack of confidence in each other. The wholesaler gains temporarily only, at the expense and disadvantage of the man he expects to maintain his business permanently, thereby bringing discontent and mistrust where confidence and good will should prevail. We believe that the men engaged in our business are the greatest toilers in the city and receive but the minimum compensation for their labor, taking into consideration the time and attention given to their business, not to mention the risk they take when doing a credit business. For these reasons it is common justice and equity that the prayer of your petitioners should be granted.

Indianapolis, Ind—The Food Show of the Retail Grocers' Association was a great success. All the booth space was sold a week before the day of opening the show.

Youngstown, O.—A committee of ten members of the Association at a recent meeting volunteered to obtain applications for the Retail Grocers' Mutual Fire Insurance Company.

Dayton, O.—Two members of the Association are candidates for the Board of Councilmen. It is believed that they will get the support of all grocers regardless of politics.

You want to please your customers.



Lily CREAM WILL DO IT

Its Pure
That's Sure

At All Jobbers

Pacific Creamery Co.

San Francisco Office, 115 Davis St.
Phone, Bush 522.

Better Profits

Greater Economy in

Cereal Goods

A New Departure.

DEL MONTE MILLING CO. PEACOCK BRAND SAN FRANCISCO.

ALL MEALS

Can Now be Secured in

2-lb. and 5-lb. Cartons

UNDER THE

PEACOCK BRAND

Thoroughly Sterilized — No Waste — No Bugs — Attractive Packages
Packed by Machinery — Not Touched by Human Hands.

Selling Price Absolutely Protected.

Sole Manufacturers:

DEL MONTE MILLING CO.

San Francisco and Los Angeles.

CRACKER-JACK

THE MORE YOU EAT
THE MORE YOU WANT
THE WORLD'S GREATEST
5¢ SELLER

100 Packages to Case $3.65
Case weighs 40 pounds gross.

Dodge, Sweeney & Co., AGENTS SAN FRANCISCO

THE TEA MARKET.

An Eastern Authority Tells of Conditions in Various Fields.

New York, October 31—John B. Brown & Co. report:

Japans—Our last mail advices were dated September 28, indicating arrivals from the producers have been small. The total settlements at Kobe for the season have been 76,900 piculs, as against 112,408 piculs to corresponding time of last year. The settlements for both Kobe and Yokohama were 235,912 piculs showing a shortage of 80,000 piculs as compared with the settlements at same time of last year.

Freights remain at 1¼c per pound gross, to overland cities, and at 30s to New York, via Suez. Rates to the Pacific Coast are quoted @ $6 per ton.

Congous—The buying at Foochow has been confined almost exclusively of late to common grades, which would pass United States government standard. Business at Shanghai continues good, and the demand strong, owing to the brisk inquiry at Hankow by the Russian buyers. The conclusion of peace has stimulated the Russian, Manchurian and Siberian trade, as stocks of tea in these countries were practically nil, and the excessive demand both at Shanghai and Hankow during the last two months has increased values nearly 2c a pound, so much so that the quality of the remaining stock on hand is inferior, and nothing can be purchased at less than 10½ gold cents seaboard rate of freight. The Russian buyers have purchased everything in sight at the advance of 2c per pound over out last Hankow report, and buyers of other countries may justly consider the season at Hankow as closed, for the reason that no one except the Russians can afford to pay current prices.

Green Teas—Pingsueys—Arrivals at Shanghai have been more free and offerings have been readily sold at slightly increasing rates, especially for first crop teas, with good liquoring quality. These kinds are quoted at 1½ to 2 taels up during the month of September, with quotations 1 tael up for medium and commoner grades. Chinese native holders, owing to the small crop, anticipate a further rise, which has had a tendency to make them hold their teas at prices above the market, but as these kinds will have to be sold in America they will later on be offered, and it may possibly be the native buyers will lose the market. Arrivals, 185,859 boxes, against 248,971 boxes, against 319,912 boxes, settlements, 117,259 boxes, against 159,791 boxes, against 263,712 boxes; stock 28,700 boxes, against 89,000 boxes, against 56,200 boxes.

Green Country Teas—Arrivals have been on a more liberal scale during September than anticipated, but arrivals and settlements are still 20 per cent below those of last year. Teas of good cup quality command rates prevailing during August. Fychows and Taipings are selling at lower rates by 1 to 1½ taels.

Formosas—Our last mail advices were dated September 5, at which times a strong demand continued for all grades of teas, especially those grading "good cargo," notwithstanding the fact that exchange was up to 2 1-16. The quality of the different offerings was considered satisfactory and teas grading "fine" showed relatively good value. Estimates of the total yield are 332,000, against 337,000 for the same date of last year.

Black Ceylons—Common Broken Pekoes have sold well and prices are probably a ¼d. per lb. dearer than they were when our last report was issued. Lowest leaf grades have been very unsteady but the decline of ¼d. per pound recorded a few weeks ago has since been counterbalanced by a similar advance. Orange Pekoes a month back were very difficult of sale, and at that time showed remarkable value, but large orders have since been received from Russia, and consequently prices have advanced fully 1d. to 1¼d. per pound. The last auction held on the 20th inst., passed off with strong demand for all descriptions, and prices were only lower where quality showed a decline. Common Leaf Pekoe Souchongs were unexpectedly dearer and Orange Pekoes, Fannings and Dusts realized extreme rates, owing to the demand amongst Russian buyers. Medium fine Broken Pekoes, which were attractive either in cup or leaf, remained very firm.

Ceylon Greens—There is a good private business done, especially in attractive Hysons, and we expect to see this class of tea continue to harden.

Ceylon Prospects—An increased supply of tea, showing decline in quality, will be coming forward. The weather has favored flush and in consequence the quality has suffered.

WILL CAN ABALONE.

Santa Cruz—Major F. M. Spaulding and J. W. Gayetty of San Francisco are in the city with a view of establishing a canning business for the preserving and packing of abalone. The process used will be that instituted by Mr. Gayetty in his Cayucos cannery.

CALIFORNIA FRUIT INDUSTRY.

A Comparison of the Green Fruit Shipments For 1904 and 1905.

San Jose, December 2d.—In quantity and quality of fruit shipped and financial returns the green fruit season which has just closed was the best in the history of that important and growing California industry. For the season between April 22 and November 20 last, 8071 carloads were shipped East, as compared with 5626 cars during the 1904 season, an increase of 3445 cars. Each car netted an average of $800 to the growers and shippers, so the aggregate of their net returns amounted to the handsome sum of $6,456,800, or thereabouts.

Alden Anderson, Lieutenant Governor of California and general manager of the California Fruit Distributers, the organization which ships and routes the bulk of the green fruit, has compiled some interesting figures about the season's shipments and has compared them with last year's business as follows, the figures representing carloads:

	1905.	1904.
Cherries	79	209
Apricots	279	97
Peaches	1946	559
Plums and prunes	1391	1053
Pears	1013	2186
Grapes	1602	1451
Apples	1744	43
Quinces, figs and persimmons	17	28
Totals	8071	5626

All of this fruit is shipped in carloads of 24,000 pounds, with the exception of apples, which are loaded to the extent of 26,000 pounds per car. Expressed in another way, therefore, during the season just closed 197,192,000 pounds of green fruit were shipped East, as compared with 135,110 000 pounds for the season before, a gain of 62,082,000 pounds. This fruit was sold in 135 different cities, while 70 per cent of it was sold at auction. In 1904 the season opened on May 13 with a first shipment of cherries East. This year the season opened earlier, the date being April 22, with a first shipment of cherries.

POINTED TIPS ON CREDIT.

Some dealers do not appear to know:

That good credit is as valuable to them as cash capital.

That it is far better to be honest than to seem to be honest.

That in considering the opening of a new account many manufacturers look up the dealer's moral standing more closely than they do his financial rating.

That spending money in dissipation and then asking for more time in which to pay his legitimate bills knocks a big hole in a dealer's credit and frequently leads to the bankrupt court.

That making frequent claims for rebates on account of imaginary defects in goods will eventually lead to a lowering of their credit and jeopardize their chance to secure desirable lines of goods.

That buying goods of a manufacturer does not place him under any more obligations to the dealer than it does the buyer to the seller. Furniture must be made before it can be sold. Hundreds of dozens of manufacturers can rent a building and sell their product at retail, while it would require tens of thousands for the dealers to build and equip factories and secure men with a technical knowledge of manufacture and a good business training to run them.—C. S. Osgood.

AMONG THE GROCERS.

J. C. H. Dawes has bought out the grocery of G. Noschka at 18th and Dolores streets, and has made a number of improvements and greatly enlarged the stock.

The old Olsen stand, at 919 Washington street, Oakland, is now doing a larger trade than ever under the management of Geo. L. Fish & Co. They carry one of the most complete stocks of any grocery house in the Athens of the Pacific.

E. E. Ambrose & Co., of 9th and Washington streets, Oakland, have nearly doubled their business in the past three months, when the store came under the management of Mr. Hutchinson.

H. A. Howard has opened a neat grocery at 867 San Pablo avenue, Oakland, where he is building up a fine trade. He carries a fine stock of staple and fancy groceries.

J. P. Nolan has opened a fine grocery at 933 San Pablo avenue. He has an up-to-date stock and is doing a good trade.

Rourcke Bros. have purchased the store of George Hanson at the corner of Webster and Waller streets.

B. A. Schmidt, who sold out his grocery store at Tenth and Folsom streets to Reidt & Schwartau, has again started a grocery store at 399 Devisadero street, under the firm name of Schmidt & Thieke. Mr. Schmidt has a neat and attractive store at his new location, and is already working up a good trade.

Rochester, N. Y.—Owing to the general desire both of the former exhibitors and members of the Association, it was decided to hold another Food Show on April 16th, 1906.

Cleveland, Ohio.—The second week of the Food Show being given by the local Grocers' Association broke all records for attendance.

ASSOCIATION PROGRESS.

(Continued from page 5.)

flour at a loss have made up the committee of one hundred (which is constantly increasing in numbers) to bring about the list price, and we have every reason to believe we will get it in the near future.

This will mean one step nearer placing the retail grocery business of San Francisco on the higher level where it belongs, when the manufacturer, jobber and retailer shall work toward a mutual profit, and the maker or producer shall say to the distributor (the jobber and retailer), "in order to perpetuate my goods you must sell them at a fair profit or I will not let you have them." Then the retail grocer will enjoy the prosperity which is really his.

SELL PROFITABLE GOODS.

How Grocers Can Increase Their Income by Properly Directed Effort.

The average grocer pays more attention to staples, such as corn, tomatoes and the like, than he does to specialties. Of course, corn sells oftener than specialties, but on which class of goods is the most money made?

Fair and legitimate profits are what a dealer wants. He should work to that end, even if he is compelled to sacrifice volume.

Corn will sell itself, but specialties need to be urged.

Pick out the articles that have comparatively little sale and keep them before the trade. Take, as an illustration, some high-grade marmalade, ice cream powder, gelatine or other articles that are used as dessert. Put a good brand of one or the other—but be sure that it is good—on your counter for a few days, changing them at intervals, and then put a sign alongside of the specialty telling in a few words what it is. Talk it up to your customers to get them to try it, and you will find they will take your advice. If the food is good and the claims made for it are substantiated, there will be a second and a third order, and eventually a steady customer.

There are many articles that are considered as luxuries which a retailer with the proper effort can induce his trade to buy.

True, in some localities the people are poor and cannot afford these luxuries to any extent, but the poorest will buy an occasional fancy grocery article for the home. All that is required is to put the specialty in a conspicuous place where it can easily be seen, and then draw attention to it at every opportunity.

Devote your energies to pushing fancy groceries; the staples will take care of themselves.

GROCERY SALESMEN WANTED.

The Lewin-Meyer Co. are greatly expanding their grocery business and are on the lookout for two first-class traveling grocery salesmen. They offer the very best inducements to experienced men. Any grocery salesman seeking a first-class opening will find it to his advantage to communicate with or call on the Lewin-Meyer Co., 34 Market street, at once.

ALPINE
Unquestionably the Best
CREAM
Made by the Improved Process and under the Personal Supervision of
J. B. MEYENBERG,
The Inventor and Original Manufacturer of Evaporated Cream, with his twenty years experience.
HE KNOWS HOW.
ALPINE EVAPORATED CREAM CO.,
95 Market St., Rooms 212-213. San Francisco, Cal.
Factory, Hollister, Cal.
FOR SALE BY ALL JOBBERS

PROGRESSIVE GROCERS.

Steiner & Company Attract Much Attention to Their Store.

In one of their recent ads. Steiner & Company, one of the largest merchants of Escondido, ran the following notice, which explains itself:

You Are Cordially Invited by the Ladies of the Trinity Guild, Who Will Hold a "MARKET DAY," Saturday, November 11th.

"Our large front show window will be given over entirely to the display and sale of home-made pies, cakes bread, cream puffs, baked beans brown bread, chicken pie, cooked meats, salads, and the various "good things" to eat. All prepared for you and will be sold at prices less than you can make them yourself. The proceeds from this sale will be used in furnishing the new Episcopal church, and you can help the good cause and at the same time enjoy the excellent foods prepared by the Guild Have a cup of delicious coffee with cake, which will be served during the day."

This notice occupied about one-third of the space devoted to their advertising. That this firm are thoroughly wide awake to various advertising possibilities is made apparent by the following article printed in a local paper under the heading of "A Pretty Window Display:"

"With other metropolitan airs, Escondido can boast of the nicest show-window display in the county. The grocery window of Steiner & Co.'s large department store is attracting much attention again. This time it contains a special display devoted exclusively to advertising "Grape-Nuts" and "Postum Cereal," and we understand that, as the Postum Cereal Company of Battle Creek, Mich., are offering a very liberal sum for the best display of their products, photographs will be sent them of this exhibition, which will no doubt prove a winner. No picture can do justice to the window display, as it is impossible to photograph distinctly through the glass, which, like a large mirror, reflects the opposite side of the street and spoils the effect. An arch seven feet high, perfectly formed, and keyed with cartons of these foods, is strikingly displayed, and a large golden eagle with a six-foot spread of wings is conspicuously noticeable, holding in its beak a package of the cereal, with many well-worded signs placed in prominent positions calling attention to the merits of the food and cereal. Palms and potted plants, curtains and screens form a beautiful background This is not the first time that Sig Steiner has shown his ability in window displays, as he has already won prizes in similar contests in competition with hundreds of others.

A WEIGHTY RECOMMENDATION.

Good Words for the McCaskey Account Register by a Well-Known Grocer.

Among the grocers of California there are none who rank higher for good business judgment and honesty than H. Hauch of Alameda. The chief elements of Mr. Hauch's nature are frankness and fearlessness. For this reason any word of approval that he might give to any article carries extraordinary weight. Mr. Hauch is an aggressive merchant who believes in keeping thoroughly up to date His store is a model of convenient arrangements and he employs many devices, some of them original with himself for lessening waste and increasing the effectiveness of his various assistants.

We would call the attention of our readers to the strong and interesting letter of Mr. Hauch's which is printed on the first page of the cover.

AFTER PUSH CARTS.

Los Angeles, November 14th—The Retail Grocers Association of Los Angeles has had introduced in the City Council an ordinance requiring peddlers to pay a heavy license and requiring that push carts shall be compelled to keep on the move instead of vending their wares from a permanent position close to the sidewalks and often near a grocery or fruit store.

The Los Angeles "Herald" in commenting on this matter. says:

"Storekeepers with whom the peddlers compete have obviously good ground for compaint. Business rentals are high in Los Angeles, and it certainly seems unfair that peddlers, paying only a nominal license fee, should be allowed to vend their products in the street at the storekeeper's door. And it undoubtedly is true that much inferior and harmful stuff is sold by vendors, buyers being attracted by the relatively low prices.

"It would seem to be fair, as between the storekeepers and the street vendors, that the latter be prohibited from operating in the business part of the city, but that there be no restriction beyond a closely prescribed limit. The coming of vendors to the doors of residences outside the business section is a convenience to housekeepers and should not be interfered with."

THE COFFEE DUTY.

In the Trade Press Bulletin of October 14th is an article referring to an interview in which Representative Burton of Ohio was quoted as advocating a duty of 3 cents per pound on coffee. Noticing this extract in the paper John A. Green, president National Grocers' Association, sent Mr. Burton the following letter:

Hon. T. E. Burton, Washington, D. C.:

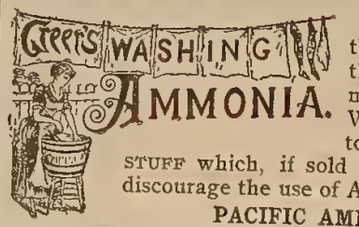
Dear Sir: The Cleveland Leader of Sunday morning, October 1, quotes you as favoring a tax on coffee of 3 cents pur pound. As a constituent of yours, I hope this is not true. If any such proposition should be passed by Congress, it will not only raise the price of coffee to the consumer, but will seriously interfere with the business of the merchants whom you represent.

As head of the retail grocery interests of the United States, I would say that we have had knowledge for some time of such a proposition and every trade paper in the country has devoted some space against it.

It is not necessary to go further into details at present, believing that if your attention is called to this matter you will consider it thoroughly before giving consent to any such bill.

Yours very truly,

John A. Green, President.



It has come to our knowledge that there is an attempt to introduce on the market a WASHING AMMONIA made from Bones and Animal Refuse. We trust that the trade will take time to investigate the character of this STUFF which, if sold to the consumer, will only tend to discourage the use of Ammonia as a household article.

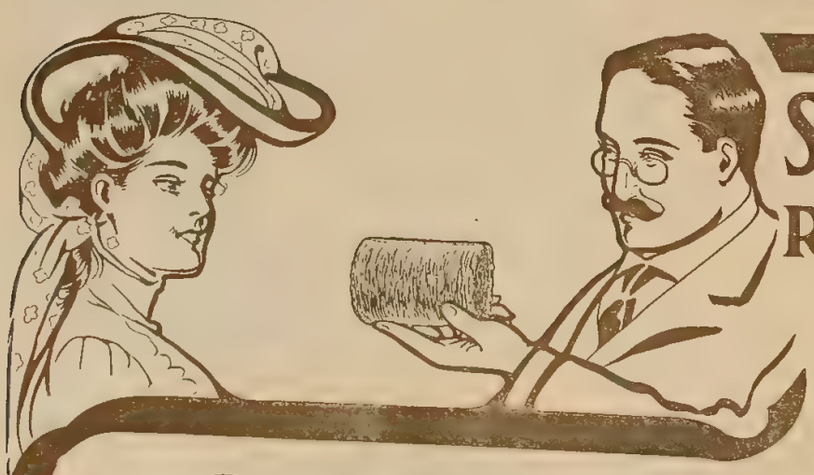
PACIFIC AMMONIA BOTTLING CO.,

Sole Manufacturers of Ammonia from mineral products on the Pacific Coast.

GEO. HERRMANN, Pres., 310 Sacramento St., San Francisco, Cal.

CAUTION—As there are numerous brands of impure and weak washing ammonia offered to the trade imitating the style of our label, be careful to see that our signature Trade Mark is on each bottle.

Trade Mark.



SHREDDED WHEAT (WHOLE) RECOMMENDATION

The Best Cereal Food to Eat, and
The Best Cereal Food to Sell, is

Shredded Whole Wheat

It is made in two forms, Shredded Wheat **BISCUIT** and **TRISCUIT.**

TRISCUIT is a CRACKER, not a "breakfast food." It is used as toast in place of ordinary bread toast, and for all purposes for which the common white cracker of commerce is used.

Shredded Wheat **BISCUIT** is the standard wheat food of the world, delicious for breakfast, or for every meal for every day in the year. It contains all the nutriment in the whole wheat in digestible form. A good seller all the year round.

THE NATURAL FOOD COMPANY
Niagara Falls, N. Y.

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Each of these departments in this Price List is checked up and corrected every week by two or more reliable authorities on values. More than thirty wholesale houses co-operate with us to secure for our List the greatest accuracy possible.

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COLUMN 1.
Department 1.

COFFEE, CHICORY, ETC.

Green Coffee.

Mocha, Genuine Arabian	23	25
No 2	17	18
No. 3	16	
Kona (Hawaiian)	10	18
Mexican	12	13
Java, common	15	18
Java, brown plantation	30	35
Caracol, prime washed	13	16
Caracol, ordinary	13	14
Guatemala	11	17
Costa Rica	12½	16
Salvador	10¾	12

Roast Coffee.

Salvador	19	20
Costa Rica	16	20
Java	24	31
Mocha Aden	27	31
Prme W shd, C. A. Blends	19	24
Good C. A. Blends	18	20
Ordinary Blends	13	18

Private Brands.

Royal Java Roast	13
Lion, 100-lb	14.87
Arbuckle's, 100-lb	15 87
Arab, 1-lb tin	.18
Hill's Bros Arabian Roast	.27
"M.J.B.," 60 1's in case	.28
"M.J.B.," 30 2 s in case	.27
"M.J.B.," 24 3 s in case	.25

Schilling's Best Coffee.

Tins: 30-lb price
60-lb case ¼ off

	1-lb cartons	1lb tins	2lb tins	3lb tins
5-star	34¼	39¼	38¼	38
4-star	29¼	32¼	31½	31
3-star	25¾	28¾	27¾	27½
3-star Laquered (3-lb. tins only)				27½
2-star	22¼	25¼	24¼	24
1-star	18¾	21¾	20¾	20¼

Cartons only in 25, 50 or 100 lb cases can be assorted as required.

The Porto Rico Co.

Ponce de Leon, sealed cans only, 1-lb 30, 2-lb 29, 3-lb 28½
Cream of Moca, 1-lb. cartons 25
La Gloria de Porto Rico in bulk 26

Ground Coffee.

Hill's Bros. Arabian Roast	.27
Cafe des Gourmands	.26
Mexomeka	.18

Chicory.

California	6
Belgian	7
German, Genuine	8

Coffee Extracts.

Bulk, per lb	.07
Vienna, ¼'s, 10-lb bx	25
Vienna, 1's, 10-lb. bx	25
Ackermann's, ½-gross bxs., gross	4 00

COLUMN 2.
Department 2.

TEAS.

Japan.

(Panfired, Sundried or Basket-fired.)

Extra Fancy	56	74
Fancy	44	55
Extra Choicest	39	43
Choicest	34	38
Fine	24	33
Fair	22	24

Green China.

(Gunpowder, Imperial or Young Hyson)

Extra Fancy	55	76
Fancy	33	46
Choicest	25	27
Extra Choice	19	24
Fine	25	21
Fair	20	25

English Breakfast.

Extra Fancy	67	90
Fancy	51	65
Choicest	35	50
Choice	24	30
Fine	20	22
Fair	15	20

Oolong.

Extra Fancy	53	$1.50
Fancy	50	57
Extra Choice	36	48
Choicest	23	35
Fine	27	32
Fair	22	26

Ceylon and India

Broken Orange Pekoe	46	65
Broken Pekoe	33	56
Orange Pekoe	31	53
Pekoe	27	46
Pekoe Souchong	24	39

Schilling's Best Teas.

(Packed only in 16, 12, 8 and 6-oz. Cartons. Never in bulk.)

Japan, per lb	$0.45
do, 1 crown	.90
do, 2 crown	1.80
English Breakfast	.45
do, 1 crown	.90
do, 2 crown	1.80
Ceylon	.45
do, 1 crown	.90
do, 2 crown	1.80
Oolong	52½
do, 1 crown	1.05
do, 2 crown	2.10

TREE TEA
(Pride of Japan, etc.)

Packed in 1 lb. and ½ lb. cartons

Japan	37½
E. B. Congou	37½
Oolong	50
Gunpowder	45
Ceylon	40

COLUMN 3.
Department 3.

SUGAR AND SYRUPS.

The Western Sugar Refining Company quotes net cash prices as follows. Barrels are an advance of 10c, half barrels, 25c, boxes, 50c, 50-lb. bags, 10c.

Dry Granulated, 100-lb. sk	5 05
Fruit Granulated	5 05
Confectioners' A	5 05
Cube	5 20
Crushed	5 30
Fine Crushed	5 30
Candy Granulated	5 15
Magnolia A	4 65
Extra C	4 55
Golden C	4 45
Beet D. G.	5 00
"D" Sugar	4 95
H. & E. Crystal Dominos	8 05
Bar Sugar, bbls	6 06
¼ cent off for prompt cash.	
Do. ½-bbls	6 80
Do. 40-lb. tins	8 60
Do. 30-lb tins	8 60
Do. 30 lb. boxes	7 45

SYRUPS.

Saratoga Drips (Long's)	gal.	Gal.
50-gal. bbls		$ 50
30 gal. bbbls		52
17 gal bbls		55
5 gal. jackets		2 36
4½ gal jackets		2 61
2 gal kits		1 23
1½ gal. kits		94
1 gal tins		70

Pac. Coast Syrup Co.

Tea Garden Drips—	Case
12, 1 gal. tins	8.40
20, ½ gal. tins	7.70
24, ¼ gal. tins	5.34

Orange Blossom Drips.

6 1 gal.	tins	per case	$2 40
12 ½ gal.	"	"	2 60
24 quart	"	"	2 60
36 2-lb.	"	"	2 85
50-gal. bbls			33
28-gal. ½-bbls			35

Molasses.

New Orleans.

Genuine Light, about 50 gals. bbls	50
Genuine Light, 30 gal. ½ bbls	52
Genuine Light, 15 gal. ¼ bbl	55
Genuine Light, 5 gal. kegs, gal	57

	Doz
Pelican, 12 1 gal tins	9 60
Pelican, 20, ½ gal. tins	8.90
Pelican, 24, ¼ gal. tins	6.10

COLUMN 4.

Maple Syrup.

Woodlawn (Long's)	case.	Case.
Gal cans, 10 to cs		$11 00
Gal. cans, 6 to cs		6 60
½ gal cans, 12 to cs		7 14
¼ gal cans, 24 to cs		8 10
10 gal. jackets, each		10 15
5 gal. jackets, each		5 11
4½ gal. jackets, each		4 63
Qts., glass, 12 in cs		4 60
Pts., glass, 24 in cs		4 90

Pac. Coast Syrup Co.

Toboggan—	Doz.
⅛ gal. tins, 2 doz. to cs	2.25
¼ gal. tins, 2 doz. to cs	4.00
½ gal. tins, 20 to cs	7.20
1 gal. tins, 12 to cs	13.20

"OLD MANSE"
—Absolutely Pure—
CANADIAN SAP MAPLE SYRUP.



	Doz. Price.
1 gal. cans, ½ doz. in cs	$14 00
½ gal. cans, 1 doz. in cs	7.50
¼ gal. cans, 2 doz. in cs	4.25
⅛ gal. cans, 4 doz. in cs	2.50
Qt. bottles, 1 doz. in cs	4.50
Pt. bottles, 2 doz. in cs	2.75
Decanters, 1 doz in cs	5.50
4½ gal. Jackets, per gal	1 60

Retail Discount—5 cases 5%, 10 cases 7½%, 25 cases or over, 10%.

On each package we offer to forfeit $1,000 00 if found short in measurement or containing any impurities

Maple Sugar.

Vermont, gen. pure, abt. 20 1-lb bricks, per lb	.17
Vermont, gen pure, abt. 20 2-lb bricks, per lb	15½
Log Cabin, in 1, ½ and ¼-lb bricks assorted in 25-lb pails per lb	.15
Scudder's, in 1, ½ and ¼-lb. bricks, asstd., per lb	.14

COLUMN 5.
Department 4.

DRIED FRUITS, NUTS AND HONEY.

(Add ¼c for 50-lb boxes and ½c for 25-lb. boxes.)

Apples.

Sundried, sacks	7
Evap, fancy 50-lb bxs	11
Evap, ex. choice, 50-lb bx.	10
Evap, choice 50-lb bx	9

Apricots.

	1905 Crop
Choice Sacks	10
Fancy Sacks	12
Fancy, 25-lb boxes	12½

Blackberries.

In boxes, per lb	13

Cherries.

Pitted, in boxes, per lb	30
Unpitted, in boxes, per lb	8

Currants.

In bbls (tubs 6¾)	6¾
In mats, 50-lb	7¼
Recleaned, in bbls	7¼
Recleaned 25 lb boxes	7½
Recleaned, 50-lb boxes	7½
Recleaned 1-lb carts	8½
Recleaned, 12-oz. carts	6¾

Dates.

Fard, 14-lb, per lb (70-lb 7)	8
Persian, 65-lb case	5½

Figs (California).

Black, sacks	5
Black, 25-lb boxes, per bx	1.20
White, bags	4½ 5
White, 10-lb bx, per bx	60
White, 10 1-lb bcks, pr bx	65 75

Figs (Imp. Smyrna.)

Fancy, 10-lb bx, per lb	18
Choice, 5-lb bx, per lb	16

Nectarines.

White	8½
Red	8

Peaches.

Choice, in sacks	10
Ex. choice, in sacks	12
Fancy, in sacks	12½

Pears.

Choice, ¼'s, in sacks	12
Ex choice, ½'s, in sacks	12
Fancy, ½'s, in sacks	14

Plums.

Unpitted	8
Pitted, bleached	9
Pitted, black	8

COLUMN 6.

Prunes.

	Six
[illegible]s-40s	8
[illegible]s-50s	7½
[illegible]s-60s	5½
[illegible]s-70s	4½
[illegible]s-80s	4½
[illegible]s-90s	3½
[illegible]s-100s	3½

Raisins.

	Box	½'s	¼'s	50 lb
6 Cr. Layers	3 25	—	—	3.10
5 Cr. Layers	2.75	—	—	2.60
4 Cr. Layers	2.25	—	—	2.10
3 Cr. Layers	1.25	—	—	1.60
2 Cr. Layers	1.15	—	—	1.50
4 Cr. Loose	—	—	—	07
3 Cr. Loose	—	—	—	06½
2 Cr. Loose	—	—	—	06

Thompson Seedless, bkhd, 50-lb boxes 11
Sultana Seedless, bkhd, 48 l's, per lb. 8
Seedless Muscatels, 50-lb cases 5½
Seeded, 1-lb cart. 8½
Seeded, 12-oz. cart. 7½

NUTS.

Almonds, fancy, I. X. L. 14
Almonds, choice, soft shell, Drake 14½
Almonds, shelled, No. 1. 12
Almonds, shelled, No. 2. 32-35
Almonds, shelled, No. 2. 27-30
Almonds, shelled, Jordan, Imp. 58
Almonds, Jordan, Dom. . . . . 37½ .40
Brazils, 210-lb sks, new 12
Chestnuts, Cal. Italian. . . . . .09 .10
Cocoanuts, @ 100. . . . . 4.50 5.50
Filberts, 175-lb sk. . . . . .11 .12
Peanuts, Japanese, hand picked . . . . . .05½ .07
Peanuts, roasted . . . . . .08 .09
Pecans, polished 14
Pine . . . . . .
Walnuts, hard shell 10½
Walnuts, sft shll, No. 2 13
Walnuts, sft shll, No. 1. 15

COLUMN 7.

HONEY.

Water White, 2 5's, lb. 07
Light Amber, 2 5's, lb. 06
Lt. Amber, 10 1 gal tins, gal .75
Lt. Amber, 20 ½ gal tins, gal 1.00
Lt. Amber 2-lb tins, doz. 2.60
Lt. Amber, 16-oz. bots, doz. . . . 1.35
Comb, 1-lb glass jars, doz. . . . 1.75
Comb, 2-lb glass jars, doz. . . . 2.90

Pine Apples.

	Per Doz.
2 lb., fancy sliced, E. & C., 2 doz. in case	2 50
2 lb. grated, 2 doz in case.	2 25
2 lb. shredded, 2 doz. in case Hawaiian	1 65

Johnson's—Columbia.

2 lb. sliced, 2 doz. in case.	2 80
2 lb. grated, 2 doz. in case.	2 80
1 lb. sliced, 4 doz. in case.	1 15
1 lb. grated, 4 doz. in case.	1 15
gal., coreless, 4½ lb. to tin, ½ doz. in case, per lb.	16
gal., grated, 7 lb. to tins, ½ doz. in case, per lb.	16
2 lb., sliced, Baltimore, 2 doz. case	2 25
2 lbs., grated, Baltimore, 2 doz case	2 25
1 lb., cocktail, Baltimore ovals, 4 doz. case	1 25
2 lb., sliced, Singapore, 4 doz case	1 75
2 lb., sliced, Singapore, 2 doz. case	2 40

Royal Hawaiian,
2-lb grated, 2 doz. case 1 80
2-lb sliced, flats, 2 doz. case 2 00
Tall, 2-lb sliced, 2 doz. case. . 2 00
HB Sliced 2 doz 3s. 2 50
HB Whole, 2 doz. 3s. 2.50
HB Grated, 2 doz 2s. 2 25
HB Sliced, 4 doz 1s. 1.15
HB Grated, 4 doz. 1s 1.15

COLUMN 8.

Department 5.

JELLIES, JAMS, ETC.

Griffin Extra Preserves.

Raspberry, strawberry, blackberry currant, loganberry, per doz. . . . $2.00
Cherry, per doz. $2.00

Less 10 per cent in 5-case lots.

Apricot, Damson, Fig, Gooseberry, Gage, Peach, Plum, Quince, per doz. 2.00
Orange Marmalade. 2.00

Less 10 per cent 5 case lots.

Long's Preserves.

Strawberries, Raspberries, Blackberries, Loganberries, Cherries, Pineapples, Pears, Figs, in 20-oz. glass jars, 2 doz. in cs., per doz. $3 60
Apricot, Plum, Quince, Orange, Peach, in 20-oz. glass jars, 2 doz. in cs., per doz. . . . 3 20
Asstd, 2 doz. in cs., per doz. . . 3 30

JAMS.

Curtice Bros. Co., Rochester, N. Y.

In 16 oz. Glass Jars.

Strawberry, raspberry, raspberry and currant, red cherry, white cherry, apricot, black currant, red currant, quince (sliced), peach (sliced), pear (sliced), blackberry, gooseberry, grape, green gage, egg plum, damson, pineapple marmalade, tomato marmalade, orange marmalade, per dozen, $1.95.

All above packed in cases of 2 dozen each.

COLUMN 9.

Long's Peerless Jams.

Strawberry, Raspberry, Blackberry, etc., in 16-oz. glass jars, 2 doz. in cs., per doz. . 2 00

Long's Pure Currant Jelly.

Tumblers, 2 doz. in cs., doz. . 2 00
30-lb. kits, per kit 3 00
15-lb. kits, per kit. 1 75

Marmalades.

Orange (Dundee) 48-1's, doz. 2 75

COLUMN 10.

Apple Butter.

Cuttings, 5-lb. tins, per doz. $2.50
Heinz, 2's, 2 doz. in cs, doz. . $2 25
Heinz, 3-lb stone crocks, doz. . 4 25
Heinz, 4½-lb stone crocks, dz 6 50
Heinz, 18-lb. stone crocks, lb. . 11

Peach Butter.

Cutting's, 5-lb. tins, doz. 2 50
Heinz 4½-lb stone crocks, doz 9 00
Heinz, 18-lb. stone crocks, lb 14

Maraschino Cherries.

Long's, qts, 12 to cs, per cs. . 6 50
Long's, pts., 24 to cs., per cs. . 7 50

FRUIT	JELLIES: 2 lb. Extra	2 lb. Stand	1 lb. Extra	Tumblers	Ex. Lunch 1 lb Glass	JAMS: 2 lb. Extra	2 lb. Stand	1 lb. Extra	Tumblers	Ex. Lunch 16 oz. G/L Preserves
Apple	1 55	1 35	1 00	85	1 75					
Apricot	1 55	1 35	1 00	85		1 60	1 35	90	90	1 80
Assorted	1 55	1 35	1 00	85	1 75	1 60	1 35	95	90	1 80
Assorted No. 2					1 75				90	1 80
Blackberry	1 55	1 35	1 00	85	1 75	1 85	1 60	95	90	1 80
Cherry										1 80
Crabapple	1 55	1 35	1 00	85	1 75					1 80
Currant	1 75	1 50	1 10	85	1 90	1 85	1 60	95	90	1 80
Damson					1 75					1 80
Fig						1 60				1 80
Gooseberry	1 55	1 35	1 00	85	1 75			95	90	1 80
Grape (Catawba)					1 75					
Green Gage										
Lemon	1 55	1 35	1 00	85						1 80
Loganberry					1 75					
Orange Marmalade		1 35	1 00	85		1 60		90	90	1 80
Peach	1 55	1 35	1 00	85		1 60	1 35	90	90	1 75
Plum	1 55	1 35	1 00	85	1 75	1 60	1 35	90	90	1 80
Quince	1 55	1 35	1 00	85	1 75	1 60	1 35	90	90	1 80
Raspberry	1 55	1 35	1 00	85	1 75	1 85	1 60	95	90	1 80
Strawberry	1 55	1 35	1 00	85	1 75	1 85	1 60	95	90	1 80

CANNED VEGETABLES.

Asparagus "Griffin Extras" Mammoth	$
Large White	
Medium White	
White Tips	
Artichokes, 2½'s. "Griffin	3 00
Beans, Stringless Extras"	1 20
Beans, Blue Lake	1 30
" " " gal	4 50
Beans, String, 2-lb	.80
Beans, String, gal	3.50
Beans, Lima, Soaked	1 00
Beans, French, Kidney, 2-lb.	1.15
Beans, French Red Kidney, 2-lb. "Joan of Arc" Brand, p.dz. 1 case free with 10.	1.15
Fancy Eastern	1.85
Corn, Smith's Hulled, 2 doz. in case, per doz.	1.20
Hominy, Great Western, 3 lb	1.20
Corn, 2-lb, Western	.95
Corn, 2-lb, Maine	1.35
Dunbar's Okra, 2½-lb	1.70
Petit Pois, Griffin extra	1.50
Peas, Griffin extra sifted	1.25
Peas, Standard sifted	1.10
Peas, Standard Marrowfat	.95
Pumpkin, 3-lb.	1.87½
Spinach, 2½	1.75
Succotash, fancy, tins	1.40

Tomatoes.

	doz.
3's, Griffin's Ex. Solid Pack	$1.15
3's, Griffin's Ex., with peppers	1.20
2½'s, Cutting's Solid Pack	.95
2½'s, Cutting's Solid Pack, with peppers	1.05
2½'s, Cutting's Standard	.85
Gallon, Standard	2.50
Gallon, Solid Pack	2.75
Gallon, Puree	2.50

P. F. Rathjens
PORK PACKER
1311-1315 Pacific Street.

Sausages.

Garlick Frankfurter 10
Bologna 10
Blood and Liver. 9
Tongue and Headcheese. . . —
Choice California Ham. . . . 12
Extra Light Bacon. 15½
Medium Light Bacon. 12½

Boiled Hams.

Kingan 21
Eastern 20
California 18

Mettwurst.

Extra Home Made. . 20, 22½, 25

LARD.

50 lb. tins. 9
20 lb. tins. 9½
10 lb. tins. 10
5 lb. tins. 10
3 lb. tins. 10
1 lb. cups. 11

Department 6.

CANNED FRUITS AND CANNED VEGETABLES.

2 lb. Extras	2½ lb. Extras	2½ lb. Extra Standards	2½ lb. Standards	2½ Second	2½ Water	2½ Pie	KIND	Gallons Extra 3 lb. Grade	Gallons Extra 2½ lb. Grade	Gallons Extra Standard	Gallon Standard	Gallon Water	Gallon Pie
2 25	1 65	1 40	1 30	1 15	1 05	1 05	Apples			4 00	3 50		
2 50		1 35	1 25	1 10	1 00	1 00	Apricots	5 75	5 00	4 50		2 75	2 65
							" peeled						2 40
							" sliced						
							Assorted						
2 25	1 70	1 45	1 35	1 20			Blackberries						
							Cherries (Royal Anne)			4 25	4 00	3 75	3 40
							Cherries (White)						
2 00	1 35	1 20	1 10	95	90	90	Cherries (Black)						3 65
	1 60		1 25	1 10			Grapes (White Muscat)			5 25	4 60		3 65
2 65							Nectarines			3 50	3 10	2 50	2 25
							Peaches (Yellow)	6 50	5 25	4 60	4 25		
2 75							Peaches (Lemon Cling)	7 75	7 00		5 00		
2 65				1 40			Peaches (Lemon Cling Sliced)	7 75	7 00		5 75		
			1 55				Peaches (White Heath)				5 25		
2 75	2 25	2 00	1 90	1 35		1 00	Peaches (White Heath Sliced)				4 75		
2 10	1 45	1 20	1 10	95	90	1 05 pld	Pears (Bartlett)	7 00	6 25	5 25	4 75	3 75	2 40 pld
2 10	1 45	1 20	1 10	95	90	90	Plums (Green Gage)	5 00	4 25	3 50	3 25	2 55	2 15 unpl
2 10	1 45	1 20	1 10	95	90	90	Plums (Egg)	5 00	4 25	3 50	3 25	2 55	2 30
2 15	1 50	1 25	1 15	1 05	95	95	Plums (Gold Drop)	5 00	4 25	3 50	3 25	2 55	2 30
	2 60	2 35	2 10	1 95			Plums (Damson)			3 50	3 25	2 55	2 30
	2 10	1 85	1 70	1 45			Raspberries						
							Strawberries						

Department 7.

PROVISIONS.

Hams.

Eastern Standard, 17/19	.12¾
Eastern Standard, 15/16	.12¾
Eastern Standard, 12/14	.13
Eastern Standard, 10/12	.13
Eastern Fancy	10-12 .13½
Local cure, all averages	12 .12¼
Picnic Hams	.9¼

Boiled Hams.

Skin on	.17½
Skin off	.19½

Breakfast Bacon.

Eastern Standard, 6/8	.16½
Eastern Standard, 8/10	.16
Eastern Standard, 10/12	.15
Eastern Fancy	.18½
Local cure	.16

English Cured Bacon.

Eastern cure, 8-10	.16
Eastern cure, 10/12	.15

Dry Salt Bacon.

Clear medium Bacon	.12
Clear light medium	.12¼
Clear Lt. med. select	.12½
Light Belly	.14
Extra light Belly	.14½
Bacon Backs	.12
Bacon Bellies	.13

Dry Salt Meats.

Sides	.10½
Bellies	.12
Backs	.10¾
Fat Backs	.10

Barreled Pork.

	Bbls.	½-bbls.
Spare Ribs	$	
Family Pork	14.50	7.50
Clear Pork	19.00	9.75
Pig Pork	22.50	11.50

Barreled Beef.

Mess Beef	11.50	6.00
Extra Mess Beef	11.50	6.00
Family Beef	11.50	6.00
Extra Family Beef	12.00	6 25
Beef Tongues	25.00	13.00

Pigs Feet.

Tierces, about 300 lb.	$18.00
Barrels, about 200 lbs.	13.50
½ barrels, about 80 lbs.	5.00
Kegs, about 25 lbs.	2.10
Kits, about 15 lbs.	1.25

Honey Comb Tripe.

Tierces, about 300 lbs.	$17.00
Barrels, about 200 lbs	13.00
½ barrel, about 80 lbs.	5.00
Kegs, about 25 lbs.	2.10
Kits, about 15 lbs.	1.25

Sausages.

	Per lb.
Braunschweiger	17
Italian Salami	23
D'Aries	22
Mortadella	24
Bologna	8½
Frankfurters	8½
Garlic Sausage	9
Liver Sausage	8½
Pork Sausage	8½
Head Cheese	8½
Tongue Sausage	8½

Pure Leaf Lard.

Tierces, about 350 lbs net	9½
½-bbls, about 100 lbs net	9¾
80-lb. Wood Tubs, 80-lbs. net	9¾
60-lb. Wood Tubs, 60 lbs. net	9¾
20-lb. Wood Pails, 20-lbs. net	10½
50-lb. Cans, 1 to a case	9¾
20-lb. Cans, 4 to a case	9¾
10-lb Cans, 6 to a case	10¼
5-lb. Cans, 12 to a case	10¾
3-lb. Cans, 20 to a case	10½

Compound Lard.

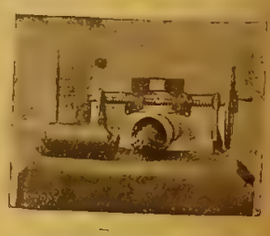
Tierces, about 350 lbs. net	6
½-bbls., about 10 lbs. net	6¼
80-lb. Wood Tubs, 80 lbs. net	6½
60-lb. Wood Tubs, 60 lbs. net	6½
20-lb. Wood Tubs, 20 lbs. net	6½
50-lb. cans, 1 to a case	6¼
50-lb. cans, 2 to a case	6¼
20-lb. cans, 4 to a case	6½
10-lb. cans, 6 to a case	6¾
5-lb. cans, 12 to a case	6¾
3-lb. cans, 20 to a case	7

ANCHOR PACKING CO.
140 Eighth St., S. F., Cal.
PORK PACKERS AND PROVISION DEALERS.
Boilers of Kingan and Anchor Hams.
SAUSAGES, COOKED MEATS, TONGUE

Hams, Kingan, boneless boiled	20c
Anchor, "	19c
Bacon (special)	16c
Lard, 55	9¾c
" 20	10c
" 10	10c
" 5	10½c
" 3	10⅝c

Please note that our hams are all hand tied.

Scientifically Cooked
Flavor Unexcelled



H. M. WOLTER & CO.
Dealers in
..Boneless Boiled Ham..
Leading Grocers and Delicatessens Pronounce Them the Best.
103 12th St. Tel. Mint 1763
KINGAN'S 22
H. M. WOLTER & CO LEADER 21

HEINEMAN & STERN
916 Larkin Street

	Lbs.	
Garlic Sausage, Ring	"	
Bologna	"	
Frankfurter	"	
Rollade	"	
Smoked Beef	"	
Pickled Meat	"	
Headcheese	"	
Tongues	Doz.	
Dried Beef	Lbs.	
Smoked Mutton,	"	

Prices quoted on application by telephone or letter

COLUMN 12.

Department 8
CANNED MEATS

ALL PRICES ARE PER DOZEN	No. ¼ Tins 4 Doz. in Case	No. ½ 2 Doz. Tins in Case	No. 1 Tins 2 Doz. in Case	No. 2 Tins, 1 or 2 Doz. in Case	No. 6 Tins 1 Doz. in Case	No. 14 Tins ½ Doz in Case	No. 1 Tins 1 Doz. in Case
Corned Beef	.....	.....	1 30	2 80	8 25	18 25	.....
Roast Beef	.....	.....	1 30	2 80	8 25	.....	.....
Roast Rion of Beef, Boneless	.....	.....	1 40	2 50	.....	.....	.....
Roast Mutton	.....	...	.....	2 70	.....	.....	.....
Brisket Beef	.....	.....	1 40	2 50	.....	.....	.....
Boiled Beef	.....	.....	1 35	2 40	8 25	.....	.....
Chipped Beef	.....	1 20	1 10	.....	15 50	.....	.....
Sliced Beef, in tins	.....	1 40	2 50	.....	.....	.....	.....
Sliced Beef, in glass	.....	1 45	2 75	.....	.....	.....	.....
Brawn	.....	.....	1 40	2 45	8 25	.....	2 75
Compressed Ham	.....	.....	1 50	2 75	.....	.....	.....
Lunch Tongue	.....	1 90	2 25	6 50	.....	.....	.....
Lambs Tongue	.....	1 70	2 95	.....	.....	.....	.....
Sliced Ham	.....	.....	3 70	6 40	.....	.....	.....
Sliced Bacon	.....	.....	.....	.....	.....	.....	2 80
Sliced Bacon in Glass	.....	.....	.....	.....	.....	.....	.....
Deviled Ham	40	80	.....	.....	.....	.....	.....
Potted Ham	40	80	.....	.....	.....	.....	.....
Potted Ox Tongue	40	80	.....	.....	.....	.....	.....
Potted Chicken	90	1 60	.....	.....	.....	.....	.....
Potted Turkey	90	1 60	.....	.....	.....	.....	.....
Deviled Chicken	90	1 60	.....	.....	.....	.....	.....
Deviled Turkey	90	1 60	.....	.....	.....	.....	.....
Boneless Chicken	.....	3 40	5 55	.....	.....	.....	.....
Boneless Turkey	.....	3 40	5 55	.....	.....	.....	.....
Veal Loaf	.....	1 10	2 10	.....	.....	.....	.....
Ham Loaf	.....	1 10	2 10	.....	.....	.....	.....
Beef Loaf	.....	1 10	2 10	.....	.....	.....	.....
Chicken Loaf	.....	1 60	2 75	.....	.....	.....	.....
Chicken Pate and Ham	.....	1 10	.....	.....	.....	.....	.....
Chili Con-Carne	.....	.....	1 40	.....	.....	.....	.....
Beefsteak and Onions	.....	.....	1 60	.....	.....	.....	.....
Hamburger Steak with Onions	.....	1 95	2 00	.....	.....	.....	.....
Frankfurter Bratwurst	.....	.....	2 00	.....	.....	.....	.....
Sweetbreads	.....	.....	2 40	.....	.....	.....	.....
Vienna Sausage	.....	90	1 55	.....	.....	.....	.....
Oxford Sausage	.....	.....	2 45	.....	.....	.....	.....
Bologna Sausage	.....	.....	2 25	.....	.....	.....	.....
Vienna Sausage and Kraut	.....	.....	1 20	.....	.....	.....	.....
Corned Beef Hash	.....	1 10	1 50	.....	.....	.....	.....
Lunch Sausage	.....	90	.....	No 1½	No 2	No 2½	No. 3
Ox Tongue, whole	.....	.....	.....	6 50	7 50	9 50	12 00
Minced Collops	.....	.....	.....	2 45	.....	.....	.....
Tripe	.....	.....	.....	1 75	.....	.....	.....
Pork Sausage	.....	1 05	.....	2 50	.....	.....	.....
Stewed Kidneys	.....	.....	.....	.....	.....	.....	.....
Pork and Beans, Plain	.....	.....	90	1 40	.....	.....	1 85
Pork and Beans, with tom. sc'e	.....	.....	95	1 45	.....	.....	1 90

Department 9.

FISH AND CHEESE.

Russian Caviar.

	Per doz
1-lb cans, 2 doz in case	$11 50
½-lb cans, 2 doz in case	6 0
¼-lb cans, 5 doz in case	3 25
⅛-lb cans, 6 doz in case	1 80
White Label Brand	3.50

CHEESE.

Foreign and Domestic.

	old	new
New York State Factory		17
Cheddars, June make.. Twins, " "		17½
October make Cheddars		18
October make Twins		18½
Calif. State factory flats	13½	15½
Calif. State factory Young Americans	16	17
Limburger, Eastern, ⅛ lb.		15
Swiss, imported, ⅛ lb		26
Roquefort, ⅛ lb		38
Gouda, ⅛ lb		27
Pineapples, Eastern, 6 in cs, ⅛ case		$3 35
Pineapple, Eastern, 6 in cs, small		2.35
Holland or Edam, medium, plain, per doz	$ 8.50	9.00
Holland or Edam, medium, in bladders, per doz	9.00	9.50
Holland or Edam, large, plain, per doz	9.50	10.00
Holland or Edam, large, in bladders, per doz	10.00	10.50

Fancy.

Camembert Brie, Roquefort, and Gorgonzola, jars	none
Parmesan C & B, sml bot, dos.	2.00
Parmesan C & B. lge bot, doz.	5.00

Bayle's.

Small ½-lb. 1-lb. 2½-lb 5-lb

Deviled Cheese	$1.00	$2.25	$4.00	$ 500	$9.00
After Dinner Cheese	$1.00	2.40	4.00	4 50	7.50
Roquefort Cheese	$1.00	2.40	4.00	4.50	7.50

SALT FISH.

Pacific Codfish.

Bndles, 50 lbs each, per lb	4½
Cs, selected, 100 lbs ea, pr lb	5½
Boneless, 30-lb boxes, per lb	6
Boneless Strips, 40lb bxs, pr lb	5¾
Boneless Blocks, 40lb bxs, p lb	6
Boneless Tablets, 36 bxs, pr lb	8
Boneless Middles, 60 bxs, pr lb	9¾
Boneless Middles, extra, 60-lb boxes, per lb	10

Eastern Codfish.

Gen Georges, 3 fish to cs	$ 9.50
Gen. Georges, 12 fish to cs	8.50
Geo. Cur. Cod, 16, 18 fish to case	8 50
Gen. Cur. Cod, 40 fish to cs	8 00
Gen. Geo. Middles, 60 fish.	13½
Gen. Geo. Tablets, 36 fish.	11½
Gen. Geo. Blocks, 40 fish..	11½

Shredded Codfish.

Codfish, Beardsley's shredded, 2 doz. in case 1.00

Norwegian Mackerel.

Bloater, 200-lb. bbl., 120-180 fish	45.00
Bloater, 100-lb. ½ bbl., 60-65 fish	23.00
No. 1, 200-lb. bbl., 150-160 fish	35.00
No. 1, 100-lb. ½ bbl., 75-80 fish	18.00
No. 2, 200-lb. bbl., 220-240 fish	30.00
No. 2, 100-lb. ½ bbl., 110-120 fish	16.00
No. 3, 200-lb. bbl., 300-350 fish	23.00
No. 3, 100-lb. ½ bbl., 150- 175 fish	12.50
No. 3, 400-440 fish, per bbl	20.00
No. 3, 100-lb, ½ bbl., 200-220 fish,	12.00

Irish Mackerel.

No. 1, 200-lb. bbl., 200-220 fish	none
No. 1, 80-lb. ½ bbl., 80-90 fish	none
No. 2, 200-lb. bbl., 325-350 fish	20.00
No. 2, 80-lb. ½ bbl., 130-140 fish	8.50
No. 2, 200-lb. bbl., 475-500 fish	19.00
No. 2, 80-lb. ½ bbl., 180-190 fish	8.00
No. 1, 10-lb kits, 15-16 fish	1.30
No. 2, 10-lb. kits, 20-22 fish	1.20

American Bloaters.

Shore Bloaters, 200-lb. bbl., 115-120 fish	none
Shore Bloaters, 80-lb. ½ bbl., 45-50 fish	none
Extra No. 1, 200-lb. bbl., 120-130 fish	none
Extra No. 1, 80-lb. ½ bbl., 50-55 fish	none
No. 1, 200-lb. bbl., 140-150 fish	none
No. 1, 80-lb. ½ bbl., 60-65 fish	none
No. 2, 200-lb. bbl., 130-140 fish.	28.50
No. 2, 80-lb. ½ bbl., 55-60 fish.	11.00
No. 2, 200-lb. bbl., 140-160 fish.	none
No. 2, 80-lb. ½ bbl., 60-65 fish.	none
No. 2, 200-lb. bbl., 160-180 fish.	none
No. 2, 80-lb. ½ bbl., 70-80 fish.	none
No. 2, 200-lb. bbl., 180-200 fish.	none
No. 2, 80-lb. ½ bbl., 80-90 fish.	none

In Kits.

Extra Mess, 7 to 8 fish, each	$2.00
No. 1, kits, 8 9 fish or 15-17fish	1.85
No. 2, kits, 8-9 or 20-23 fish	1.25

Salmon.

King, bbls	$ 12 00
Oregon Silversides, bbls	10 00
Alaska Red, bbls	10.00
Alaska Red, ½-bbls, 100 lbs	5.50
Alaska Red, kits	.90
Bellies, bbls	8.00
Bellies, ½-bbls, 100 lbs	4 50
Bellies, ½-bbls, 100 lbs	6 00
Tongues and Sounds, kits, 10lb	1 25
Tongues and Sounds, ½-bbls	9 00

COLUMN 13.

New Herring. Pack 1905.

Holland, ex. selctd mxd bbls.	$ 18.00
Holland, ex. selctd mxd ½-bbl	9.50
Holland, ex. selctd mxd, keg.	1.10
Holland, cheaper grade	90
Holland, cheap. sr., mxd, bbls	16.00
Holland, chp. sr., mxd, ½-bbl	8.50
Holland, ex. select Milchner, bbl	20.00
Holland, ex. select Milchner, ½-bbl	10.50
Holland, ex. select Milchner, keg	1.20
Holland, cheaper grade	1.00
Holland, cheaper grade, bbls.	
Holland, cheaper grade, ½-bbl	8.50
Labrador Split, 100 fish	5 25
Labrador, round, 100 fish	4 75
Pacific, ½-bbl	2.25

SMOKED FISH.

Bloaters, Grim., 100 in box	$3.75
do. do. 50 in box	1.65
Bloaters, Cromarty	2.75
Yarmouth, 100 in box	
Halibut, chunks	13½
Herring, in boxes, Eastern	25
Herring, in boxes, Washington	20
Herring, boneless, Beardsley's tins, dox	$1.50
Herring, boneless, Beardsley's small, doz	1.00
Herring, Beardsley's Boneless, vacuum tumblers, 2 doz. in case	1.25
Finnan Haddies	2.00
Moir's Selected Red Herrings, 100s	1.90
Moir's Selected Red Herrings, 50s	1.35
Salmon, per lb	10 20

POTTED FISH.

	Per doz
Potted Crab	$1.35
Kipper Paste	1.00
Anchovy and Bloater Paste, plain pots	2.30
Ditto, fancy pots	4.75
Yarmouth Bloater Paste	75
Ditto, fancy pots	4.75
Kippered Herrings	1 90
Kippered Herrings, Meirs	1.90

CANNED FISH.

	Doz.
Anchovies, in oil, 2 doz. ½ pts., in glass, doz	4.00
Anchovies 2 doz. ¼ pts., doz	3 00
Bloaters, Yarmouth C. & B. ..doz	4.50
Codfish Balls, 2-lb tins, per doz	2.25
Eels, Hamburg, in jelly, 1-lb tins	1 80
Eels, smoked, 1-lb, ⅛ doz	2.50
Finnan Haddies, 2-lb oval	2.25
Finnan Haddies, 1-lb, round, ⅛ doz	2.00
Sardelles, imported, 1-lb tins.	3.00
Sardelles, imported, in glass.	3.00
Sardelles, domestic, 1-lb glass	2.25
Sardelles, Ankera. ½ keg	3.00

Mackerel.

1-lb tins, 50 in a case. 2-lb tins, 2 doz. in a case.

Gold Label, 1-lb tins	1.50
P. & W., 2-lb soused	2.75
P. & W., 2-lb, mustard	2.75
P. & W., 2-lb, tomato	2.75
Underwood, 2-lb, soused	2.85
Underwood, 2-lb, tomato	2.85
Underwood, 2-lb mustard	2.85
Los Angeles, 2-lb, soused	2.55
Los Angeles, 2-lb, tomato	2.55
Los Angeles, 2-lb, mustard	2.55
Mt. Desert, 2-lb, soused	2.25
Mt. Desert, 2-lb, tomato	2.25
Mt. Desert, 2-lb, soused	1.25
Blueback, 1-lb, fresh	1.10

Crescent Mackerel.

Soused, 18 oz. tins, 4 doz. in case, doz	$1.80
Tomato, 18 oz. tins, 4 doz. in case, doz	1.80
Mustard, 18 oz. tins, 4 doz. in case, doz	1.80

1311-1315 Pacific Street.

Mackerel in Oil.

Bezier's	3.00	4.00
Lemarchand	5.00	7.00

Salmon.

Alaska Red, 1lb tins, doz	95	
Alaska Red, 2lb tins, doz.	1.60	
Alaska Pink, 1lb tins, doz	80	
Alaska Pink, 2lb tins, doz	1.50	
Alaska Flats, 1lb tins, doz.	1.40	
Oregon Red, 1lb tins, doz.	90	
Oregon Red, 2lb tins, doz.	1.60	
Oregon Pink, 1lb tins, doz	75	
Oregon Pink, 2lb tins, doz	1.50	
Oregon Flats, 1lb tins, doz.	1.00	1.00
Columbia River, 1lb talls.	1.60	
Columbia River, 1lb flats.	1.75	

French Sardines.

⅛s, according to quality and size of tin, p. cas	9.50	12.50
¼s, according to quality and size of tin, p. case.	19.00	20.00

COLUMN 14.

American Sardines.

Packed 8 1-3 doz in a case. ⅛s 50 tins in case.

American ⅛s in oil, per case	$3 00
American ⅛s in oil, 5-case lots	2 90
American ⅛s in oil, per doz	.60
American ⅛s in mustard, doz.	.60
American ⅛s in mustard, case	3 00
American ¼s ix mustard, doz.	.90
American ¼s in mustard, case	2 00

Sprats.

Piloto	6.75	7.00
Menhie	6.75	7.00

SHELL FISH.

Abalones.

4 doz in cs, with shells, cs.. 6.00

Clams and Clam Juice.

	doz.
Doxsee Clams, 1-lb. tins	$1.75
Doxsee Clams, 2-lb. tins	2 75
Doxsee Clam Juice, 1-lb. tins	.90
Doxsee Clam Juice, 2-lb. tins	1.60
B & M Lunch Clams, flat tins	1.37½
Underwood Clams, 1-lb. tins	1.00
Underwood Clams, 2-lb. tins.	1.60
P. & W. Clams, 1-lb. tins	1.00
P. & W. Clams, 2 lb. tins	1.50
Oxford Clams, 1-lb. tins	.95
Oxford Clams, 2-lb. tins	1.50
P. & W. Clam Chowder	2.10
Burnham's Clam Bouillion, qts	00
Burnham's Clam Bouillion, pts	4 50
Burnham's Clam Bouillon, ½ pints	2.40

Lobsters.

	Doz.
Red Jackets, flats, 1s	2.85
Deep Sea Picnics, ½s	2.35
Triumph Talls, 1s	2.50

Oysters.

Oysters, Selects, 12 oz	$1.60
Oysters, Selects, 6 oz	3.25
Oysters, Standard, 10 oz	2.00
Oysters, Standard, 5 oz	1.10
Oysters, Standard, 3 oz	1.70
Oysters, Standard, 4 oz	.90

Shrimps.

Shrimps, pickled, 1-lb. tins	$1.05
Shrimps in Tomato Sauce, 1-lb. flats	1.05
Dunbar's Picnics, 4 doz in cs	1.0
Dunbar's 1½-lb., 2 doz in cs	2.10
Pickled Shrimps, 1-lb., 4 doz in case	1.05

Department 10.

LAUNDRY MATERIALS.

Ammonia.

GREER'S WASHING AMMONIA

First grade absolutely pure. 180 Beaume Strength.

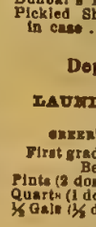
Pints (2 doz. to case) .$1 55 per doz.
Quarts (1 doz. to case). 2 55 " "
½ Gals (½ doz. to case) 4 25 " "

WASHING AMMONIA
Standard Grade,

Pts., 2 doz. to case, per doz. $ .75
Quarts, 2 " " " " 1 25

GREER'S TOILET AMMONIA
Lavender and Violet.

Pints (2 dos. to case)....$2 50 per dos.



Parson's Household Ammonia

	per doz.
½ gals., 1 doz. in case	$4 50
Quarts, 1 doz. "	2 65
Pints, 2 doz. "	1 75
Dime size 3 doz. in case, per case	2 95

Bluing.



Liquid Laundry Bluing.

SCOTT & GILBERT CO.
Manufacturers
214-216 Mission Street

SUNSET

	doz.
¼ pints, 3 dos. case	40
½ pints, 3 dos. case	60
Pints, 2 doz. in case	75
Quarts, 2 doz. cs.	1 45

Bluing, ball.

Mikado, ½'s, 100-lb case, lb	20
Mikado, ¼'s, 100-lb case, lb	22
Nuremberg, A, ½'s, ⅛ lb	22
Do A, D, ½'s, ⅛ lb	25
Do A, C, E, ½'s, ⅛ lb	21
Washerwoman, ½'s, ⅛ lb	12
Do ¼'s, ⅛ lb	14
German Ultramarine ½s, ⅛ lb	12
Do ¼'s, ⅛ lb	14
Deschamp's French, 1's, ⅛ lb	28
Do ½'s, ⅛ lb	29
Gold Medal, qt, ⅛ doz	1.25
Do pt, ⅛ doz	1.00
Do ½-pt, ⅛ dos	75
Do ¼-pt, ⅛ doz	45
Do China Label, qt, ⅛ dos	1.25
Greer's, 1 dz qts. & doz	2.25
2's, 2 doz. to cs	2.50
Do 3 dos. pts, ⅛ doz	1.44
Do 3 dos. ½ pts, ⅛ dos	90
Pacific, 1 doz. qts, ⅛ doz	1.12
do, 2 doz., qts & doz	.80
Do 3 doz. ½ pts, ⅛ dos	65

COLUMN 15.

Borax.

20-Mule Team, powdered 1's, cs. of 2 doz	$2 25
20-Mule Team, powdered 12-oz. cs. of 4 doz	3 60
20-Mule Team, powdered ¼'s, cs. of 5 doz (Less 5 per cent. in 5 case lots; 10 per cent. in 10 case lots).	3 84
Cartons, 1's, 3 doz. in box	.09
Lump, 25 lb. in box	.08
Powdered, 25 lb in box	.08½

Chloride of Lime.

Brookman's, 1's, ⅛ lb	7¼	7¼
Do ¼'s, ⅛ lb	8½	9

Salter's Purity Brand, ex qual. doz .85

Lye.

Big Bonanza Lye
Case of 48-1 lb tins 3.80
5 case lots 3.25

Star Scrubbing Lye
48-¼ lb tins, per case 1.75
5 case lots 1.70

Merry War, 4 doz in case 3.10
Merry Nickel, 4 doz to case .. 1.75
Eagle Lye, 4 doz. in case 3.60
Do 3-case lots 3.50
Do 5-case lots 3.40
Tomson's Red Seal, 4 dz. to cs 4.00
Do 5-lb, ... 12 5s to case 4.50
American, 4 doz in case 3.25
Do in 5-case lots 3.00
Babbitt's Lye, 4 doz in case .. 3.25
Do in 5-case lots 3.00



BANNER LYE

Cs., 4 doz	$4.00
Cs., 3 doz	3.00

SPECIAL FREE DEAL

LIMITED

Freight Paid to Country Points

5 Case lots, per case $4.25
One additional case free
Net cost 3.54
3 Case lots, per case 4.25
One additional case free
Net Cost 3.54

Sal Sodas.

California, pkgs	.90
California, bbls	.95

Department 11

STARCHES.

RIVERSIDE



Corn.
must be retailed at 8c.
10 1's per lb. .. 5½c

Gloss.
18 1's per lb 5½c
16 3's per lb 5½c
12 6's per lb 6c

FREE.
During June 1 case corn free with each 5 box order, assorted or straight.
Must be retailed at 8c.

Corn Starch.

Log Cabin, 40 1s, per pkg	4
Liberty, 40 1s, per pkg	5½
Duryea's, 40 1s, per pkg	7¾
Niagara, 5-box lots, pkg	5½
Niagara, 40 1s	5¾
Kingsford's, 40 1s, pkg	7¾
Lily Corn, 40 1s, per pkg	5¾
Lily Corn, 5-box lots	5½
Lily Corn, 20 1s, per pkg	5¾
Sioux City, 40 1s, per pkg	5¾
Sioux City, 5-box lots, pkg	5½
None Such, 40 1s, per pkg	5½

Laundry Starch.

Elastic Starch, 64/1's, per box	5 00
Celluloid, 64/1's, per box	5 00
Best Gloss, 48/1's, per lb	5½
Liberty Gloss, 48/1's, per lb	5½
Liberty Gloss, 16/3's, per lb	5½
Best, 12/6's, per lb	5½
Standard, bulk 40-lb. boxes	3½
Sioux Gloss, 48/1's	5½
Sioux Gloss, 3's, 16 in box	5½
Kingsford's S. G., 1's, 40-lb. bx	3½
Kingsford's S. G. 6's, 12 in crate	3½
Kingsford's Pure, 1's, 40-lb. bxs	7½
Duryea's S. G., 1's, 40-lb. bxs	5
Duryea's S. G. 6's, 12 in crate	3½
Duryea's Superior, 1's, 40-lb. bx	7½
Niagara Gloss, 1's, 40-lb. bxs	5½
Niagara Gloss, 6's, 12 in crate	6½
Niagara Gloss, bulk, 50-lb. bxs	4½
Lily Gloss, 1's, 48-lb. box	5½
Lily Gloss, 6's, 12 in case	6½
Lily Gloss, 3's, 16 in case	5½
None Such, 1s, 48 lb boxes	5½
None Such, 6s, 12 to crate	6
None Such, bulk, 50 lb box	4½

COLUMN 16.

Department 12

Soaps and Washing Powder

Western Star Soap

WHITE FLOATING.

100 bars per case $4.10

LASCO KOLD WATA NAPTHOL.

100 Bars per case.....$4.00

Free Delivery in San Francisco Oakland, Alameda and Berkeley

manufactured by

Los Angeles Soap Co.

San Francisco Office, 115 Davis St.

Telephone Grant 110.



THE BEAVER SOAP CO., Dayton, Ohio.

Grandpa's Wonder Soap.

100 cakes 4-oz $3.60

50 cakes 4-oz 3.50

Powdered Soap.

Grandma's Borax, 24 3-lb. per case.....$4.00

Grandma's Borax, 60 12-oz. per case 2.40

Peet Bros.

Silk Soap 2.80
Ammonia Benzoline 3.85
Cocoa Borax 4.10
Crystal White 3.95
Lily White (Floating)..... 3.80

Standard Soap Co.

Top Notch, 100, 10-oz.....$3.50
Sunburst, 100 12-oz 3.75
Yellowstone, 100 14-oz 3.75
Marigold, 100 16-oz 3.90
Thomas' Cool Water, 100 13-oz 4.00
Thomas' Cool Water, 20 13-oz .85
Milo, 100 4-oz., 100 cartons... 6.50
Magno "Floating Borax," 100 10-oz. 4.00
Gold Medal Borax, 100 10-oz... 5.50
Gold Medal Borax, 20 10-oz.... 1.15
Purity, "Floating," 5c size.... 3.90
Purity, "Floating," 10c size.. 6.25
Purity, "Floating," 10c size, 20 1.30
Electric Mineral, 100 16-oz.... 5.50
Electric Mineral, 20 16-oz..... 1.15
Peerless Kitchen, 100 10-oz.... 3.00
Peerless Kitchen, 20 10-oz..... .65

Miscellaneous.

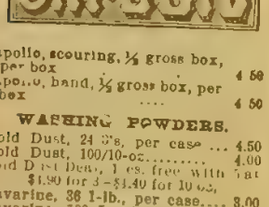
Miller's Naptha, per case..... 4.35
½ doz. toilet free.
Fels Naptha, 100 14-oz..... 4.40
Hot or Cold, 100 10-oz..... 4.00
Life Buoy, 100 ..... 4.00
Mikado, 100 14-oz..... 3.90
Mikado, 20 14-oz..... .85
Lenox, 100 ..... 3.00
Lenox, 20 ..... .75
Ivory, 100 10-oz..... 7.00
Fairbanks Clairette, 100 ..... 3.35
Fairbanks' Santa Claus, 100.. 2.85
Fairbanks' Copco, 100 ..... 3.90
Fairbanks' Fairy Oval, 100.... 3.90
Grandpa's Wonder, large, 50.. 3.50
Grandpa's Wonder, small, 100. 3.60
Peets' Pine Tar, 50 ..... 1.90
Peets' Pine Tar, 100 ..... 3.75
Babbitt's, 100 ..... 4 10
Jergins Pumice, 50 small..... 1.75
Jergins Pumice, 50 large..... 3.00
Uncle Sam's Tar, 100 small.... 3.50
Uncle Sam's Tar, 50 large..... 3.40
Stryker's Kitchen Soap, 100s... 3.50
Stryker's Kitchen Soap, 20s.... .75
Pearl, 100, large..... 4.00

Castile Soap.

La Lune White Castile, lb..... 7¾
White, Virgin, per lb..... 7¾
White, Conti 15
Mottled, Imported, per lb. 6½ 7
Clover Leaf White 13
La Boulen .. 7½

Scouring Soaps.

Ben Ami, 2 doz to cs, pr cs.. 2 50



Sapolio, scouring, ½ gross box, per box 4 50
Sapolio, hand, ½ gross box, per box 4 50

WASHING POWDERS.

Gold Dust, 24 3's, per case ... 4.50
Gold Dust, 100/10-oz..... 4.00
Gold Dust Dea., 1 cs. free with 5 at $1.90 for 5-$3.40 for 10 oz.
Lavarine, 36 1-lb., per case.... 3.00
Lavarine, 100 5c pkgs 3.00
Pearline, 36 1-lb. pkgs..... 3.10
Pearline, 100 6-oz pkgs..... 3.75
Soaperine, 20 3-lb. pgs..... 3.60
Soaperine, 50 1-lb. pkgs 3.35
Soaperine, 100 ½-lb. pkgs 3.60
Babbitt's 1776, 6-oz..... 2.85
Kleeno, 72/1's 4.50
Kleeno, 24/3's 4.25
Kleeno, 100/1½'s 3.75
Grandma's Borax, powdered, 24 3s.....4.00
do. 60, ¾s 2.40

COLUMN 17.

Department 13

OILS, PAINTS, ETC.

Coal Oil.

Water white, coal, bulk..... 12½
Pearl, cases, 25's 15
Astral, cases, 25's 18
Star, cases, 25's 17½
Ex. Star, cases, 25's 20½
Elaine, cases, 25's 26

Gasoline and Benzine.

86° Gasoline, bulk, 25 cases.... 31
74° Gasoline, bulk 16 cases..... 22
63° Benzine, bulk, 13 cases..... 19

Turpentine.

Strictly Pure, cases, 2-5's..... 86
Do drums or iron bbls. 80

Linseed Oil.

Strictly pure, raw, bbls.....gal 46
Do. boiled, in bbls...gal 48
Do. raw, cs, 2-5's...gal 51
Do. boiled, cs, 2-5's..gal 53

Castor Oil.

Baker's AA, cs, 2-5's 1.18
Pure, No. 2, cs, 2-5's..... 1.05
No. 1, cs, 2-5's ..... .70

Lard Oil.

Strictly pure, bbls., 75 cs..... 80
Sup. Win., str., bbls. 65 cs.... 70
No. 1, bbls. 55 cs 60

Neatsfoot Oil.

Cooper's bbls, 75 cs..... 80
Extra, bbls, 62½ cases..... 67½
No. 1, bbls, 57½ cases..... 62½

Lubricating Oils.

Star Cylinder Oil, bbls, 60 cs..65
Columbia Cyl. Oil, bbls, 40 cs..45
Gem Cyl. Oil, bbls, 30 cs.....90
Ruby Cyl. Oil, bbls, 50 cs.....60
Star Engine Oil, bbls, 50 cs....55
Columbia Eng. Oil, bbls, 30 cs.35
Paragon Eng. Oil, bbls, 45 cs..55
Red Eng. Oil, bbls, 27 cs.....32
Star Mach. Oil, bbls, 30 cs.....35
Star Dynamo Oil, bbls, 50 cs...55
Star Spindle Oil, bbls, 40 cs....45
Star Sep'tor Oil, bbls, 50 cs....55
Favorite Sep'tor Oil, bbls, 25 cs.30

Miscellaneous Oils.

Union Salad Oil 45 50
Globe Salad Oil 45 50
Pure Sperm Oil 75 80
No. 1 Polar 50 55
China Nut oil, ord'ry.....62½
China Nut oil, No. 1.....80

WHITE LEAD.

Pioneer, in kegs 7¼ 8

DRY PAINTS.

Eng. Paris White, bbls. 1.35 1.60
Whiting, bbls 1.00 1.15
Kalsomine, bbls 1¼
Prince's Min'l B'wn,bbls 1.65
Yellow Ochre, bbls 1½
Eng. Ven. Red, bbls.... 1.50

Department 14

FARINACEOUS GOODS.

FLOURS.

Globe Grain & Milling Co.
Cor. Chestnut and Montgomery

California Selected Wheat, Barrel

** "Banquet" (fancy patent)..$5.05
*** "Silver Star" (patent).... 4.65

Blended Wheat,

*"Al" Family 5.15

Entire Eastern Wheat.

Globe, Bakers' .....

(½ bbls. 10 cents per bbl. higher.)

*"Al" must be retailed for not less than $1.40 per ¼ sack.
**"Banquet" must be retailed for not less than $1.30 per ¼ sack.
*** "Silver Star" must be retailed for not less than $1.25 per sack.

Miscellaneous Flours.

Cal Family 4 60 $5.15
Cal Bakers', extra 4.80 4.90
Rye Flour 4.90
Rye Meal 4.75
Graham 4 50
Whole Wheat 4.50
..... 4 75

Meals in Sacks or Boxes.
Less 10 per cent.

Bales 100 lbs.
10 10-lb. sacks
PEACOCK Self Raising Buckwheat Flour $6.00
Advent Flour 3 70
Buckwheat Flour—new Crop 4 75
Buckwheat Flour—Patent Roller 4.50
Cut Wheat Groats 10.00
Corn Flour, white or yellow 2.75
Corn Meal, pearled or yellow 2.75
Corn Meal, pearled, white .75
Corn Meal, Extra Cream, yellow 3.75
Corn Meal, Extra Cream, white 3.75
Cracked Wheat, Pearled—new Crop 3.75
Rolled Wheat, bale, 10 7-lb and 10 10-lb. sacks 3.50
Rolled Oats, bale 10 7-lb and 10 10-lb. sacks 4 75
Barley 4 50
Graham Flour, Patent Roller 3.25
Hominy large 3.75

COLUMN 18.

Bales 100 lbs.
10 10-lb. sacks.
Hominy, small 4.00
Oat Meal, granulated.... 4. 50
Oat Meal, Patent Cut A, B or C 4. 75
Oat Groats 4. 75
Pearled Barley, No. 1, 25 lb. and 50 lb. Boxes..... 6.00
Pearled Barley, No. 2, 25 lb. and 50 lb. Boxes..... 6.00
Pearled Barley, No. 3, 25 lb. and 50 lb. Boxes.... 6.00

Bales 100 lbs.
10 10-lb. sacks
Rice Flour, Patent Roller 8.00
Rye Meal, Patent Roller.. 3.50
Rye Flour, Patent Roller. 3.75
Split Peas, yellow, 25-lb. boxes 5.50
Split Peas, green, 25-lb. boxes 5.50
Whole Wheat Flour, Patent Roller 3.50
Wheat Meal, fine or coarse 3.75

In 50-lb. sacks deduct ¼ cent per pound from above prices.
In 25-lb. sacks deduct ½ cent per pound from above prices.

Meals in Sacks and Barrels.
(Less 10 per cent.)

Extra Cream Rolled Oats, in wood, 180 lbs. net.. $8.00
Extra Cream Rolled Oats, in sacks (180) 90 lbs. net sacks 7.50
Alta Mills Rolled Oats, in wood, 180 lbs. net..... 7.00
Alta Mills Rolled Oats in sacks (180) lbs., 90 lbs. net sacks 6.50
Rolled Wheat in wood, 150 lbs. net 4.40
Rolled Wheat in sacks, 150 lbs. 75 lbs. net sacks 3.90

PACKAGE CEREALS.

Per case.
Less 20 per cent.
PEACOCK Self-Raising Buckwheat Flour—
20 3½ lb. pkgs.....$4 75
40 1¾ lb. pkgs..... 5.00
24 3 lb. pkgs..... 4.75
California Flap Jack Flour, 36 2 lb. pkgs..... 4.75
Semola, 20 4 lb. pkgs..... 4.50
Nuttygrains, 20 4 lb. pkgs. 4.50
California Cream Flake Oats, 36 2 lb. pkgs..... 4.50
Farina, 24 1 lb. pkgs..... 2.00
Primrose Wheat, 36 2½ lb. pkgs. 4.50

PEACOCK CEREALS.
Manufactured by the Del Monte Milling Co.

(Net f. o. b. S. F.) Per case.

	36 2's	20 5's
Buckwheat Flour	3.55	4.75
Yellow Corn Meal	2.25	3.10
White Corn Meal	2.25	3.10
Cracked Wheat pr'd	3.25	4.20
Graham Flour	2.75	3.50
Large Hominy	3.25	4.20
Small Hominy	3.40	4.35
Oat Meal, Grnltd	3.55	4.55
St'l Cut Oat Meal, A, B or C	3.65	4.75
Pearl Barley	4.65	6.10
Rice Flour, Pat. Rlr.	5.90	7.90
Rye Flour, Pat Rlr.	3.25	4.20
Rye Meal, Pat Rlr.	3.15	4.00
Split Peas, Yellow	4.35	5.60
Split Peas, Green	4.35	5.60
Whole Wheat Flour, Pat. Rlr.	2.90	3.75
Gluten Flour	4.20	5.90
Farina	3.45	4.85

MISCELLANEOUS PACKAGE CEREALS.

Capit'l Mills R'll'd Oats, 36/2's 3.60
Grape Nuts, 1 & 2 doz, pr doz 1.40
Breakfast Gem, case 3 doz..... 3.60
Wheatine, 36/2's, pr cs..... 3.75
Germea, 20 4-lb pkgs, pr cs.... 4.00
Germea, 24 2-lb pkgs, per case. 3 10
H-O Buckwheat, 2 doz 3-lb pkgs, per case 3.75
H.-O. Pancake Flour, case..... 3.90
H.-O. Oats, 24/2's, per case.... 3.15
Cream of Wheat, 36/2's..... 5.25
Crespe, 36/2's 2.75
Snow Flakes, 36/2..... 3.00



MALTA VITA

36 1s, case $4.00

Our Mother's Mush, 36/2. 2.75
Twin Brothers Mush, 36/2 3.00
Carnation Wheat Flakes, 24/5's 5.40
A B C Breakfast Wheat, 72/2's 5.00
A B C Breakfast Wheat, 36/2's 2.60
Flaked Rice, 24/1's 3.00
Ralston Breakfast Food, 36/2's 4.50
Do. Barley Food, 36/2's.... 4.25
Do. Health Oats, 36/2's.... 4.00
Do. Hominy Grits, 36/2's.. 4.00
Do. Health Crisp, 36/2's.... 3.60
Do. Select Bran, 24/3's.... 2.50
Do. Pancake Flour, 36/2's 3.75
Do. Whole Wht Flr, 4/4½'s 5.50
Quaker Oats, 36 2s 3.80
Scot h Oats 36 2s..... 3.65

Continued on Col. 34 Page 1

COLUMN 19.

Department 15.

SPICES

PURE—Square Tins, Full Net Weight.

	⅛'s	¼'s	½'s	1's	2½ lbs.	5 lbs.	Blk
Allspice	$0 70	$0 95	$1 60	$ 2 80	$ 6 70	$12 75	21
Cinnamon	1 15	1 80	3 30	6 25	15 25	30 00	43
Cloves	90	1 35	2 40	4 35	10 60	20 55	31
Ginger	75	1 05	1 75	3 10	7 50	14 30	23
Mace	1 75	3 00	5 65	10 90	26 95	53 30	73
Mustard	70	95	1 60	2 80	6 70	12 75	21
Nutmeg	1 25	2 05	3 80	7 15	17 60	34 60	49
Pepper	80	1 10	1 90	3 40	8 25	16 85	25
Cayenne	80	1 15	2 00	3 55	8 65	16 65	26
W. Pepper	95	1 45	2 65	4 65	11 75	22 90	34
Sage	70	95	1 60	2 80	6 70	12 75	21
Thyme	70	1 00	1 65	2 95	7 10	13 50	22
Savory	70	1 00	1 65	2 95	7 10	13 50	22
Marjoram	75	1 10	1 85	3 30	7 85	15 10	24
Poultry Seasoning	....	1 50	.....	.....	.....	.....	..

SECOND GRADE—Round Tins, Short Weight.

	¼'s	½'s	1's	2½ lbs.	5 lbs.	Blk.
Allspice	55	1 00	1 75	3 95	7 60	13
Cinnamon	65	1 20	2 10	4 90	9 50	16
Cloves	65	1 25	2 25	5 20	10 20	17
Ginger	55	1 00	1 75	3 95	7 60	13
Mace	1 20	2 30	4 40	10 50	21 00	34
Mustard	55	90	1 50	3 60	7 00	12
Nutmegs	85	1 70	3 10	7 40	14 60	24
Pepper	60	1 15	2 00	4 55	8 90	15
Cayenne	60	1 15	2 00	4 55	8 90	15
W. Pepper	75	1 45	2 65	6 15	12 05	20
Sage	55	1 00	1 75	3 95	7 60	13
Thyme	60	1 05	1 90	4 25	8 25	14
Savory	60	1 05	1 90	4 25	8 25	14
Marjoram	60	1 05	1 90	4 25	8 25	14

SCHILLING'S BEST SPICES.—Nature's Best.

Square tins. Never sold in bulk.
Small, medium, large sizes have sifting tops except Mustard.

	Small size per doz.	Medium size per doz.	Large size per doz.	Ex. Large size per doz.	Hotel size per tin.
Pepper	.75	1.20	2.20	3.75	.75
Mustard	.75	1.25	2.25	3.90	.81
Must. Comp.	.75	1.25	2.25	3.90	.81
Ginger	.75	1.25	2.25	3.90	.81
Allspice	.75	1.10	2.00	3.50	.75
Cinnamon	.90	2.25	4.25	7.50	1.35
Cloves	.85	1.40	2.60	4.75	.87
Nutmegs	1.60	2.75	5.25	10.00	2.00
Mace	1.75	3.00	5.75	11.50	2.15
Cayenne	.90	1.50	2.75	5.00	.93
Wh. Pepper	.95	1.75	3.25	5.75	1.00
Sage	.75	1.25	2.25	3.90	.81
Thyme	.85	1.40	2.60	4.75	.87
Marjoram	.95	1.75	3.25	5.75	1.20
Savory	.85	1.40	2.60	4.75	.87
Cases contain	6 doz.	4 doz.	2 doz.	2 doz.	1 doz.
Gross weight	22 lbs.	23 lbs.	24 lbs.	40 lbs.	53 lbs.

MUSTARD.

Colman's, ¼'s, 12 lb to box, lb. .52
Colman's, ½'s, 12 lb to box, lb. .48
Colman's, 1's, 12 lb to box, lb.. .48
Colman's, 5's, per lb..... .40

Mustard, Prepared.

Small bottles, 24 to cs, pr doz .55
Small straights, fancy, 24 to case per doz ..... .95
Webb's Glass Top 1.35
Large Dusseldorfer, 24 to cs 1.60
In 3-gal kegs, per keg..... 1.15
In 5-gal kegs, per keg..... 1.70
Louit Freres, French, doz..... 2.25
Eddy's Salad Mustard—
6-oz., 24 to case..... .92½
8-oz., 24 to case..... 1.35
12-oz., 24 to case..... 2.00
Hirshes Horseradish Mustard—
10-oz., 24 to case..... 1.25

Department 16

BAKING POWDER AND FLAVORING EXTRACTS.

ROYAL

	1 cs. lot	5 cs. lot	15 cs. lot
¼ lb cans	$ 1 38	$ 1 36	$ 1 34
6 oz cans	1 92	1 89	1 87
½ lb cans	2 57	2 52	2 50
12 oz cans	3 82	3 75	3 72
1 lb cans	4 95	4 85	4 80
2½ lb cans	11 45	11 40	11 28
3 lb cans	13 60	13 34	13 20
5 lb cans	22 35	21 90	21 68

An extra discount of 1 per cent if packed in barrels.

Schilling's Best Baking Powder.

Never sold in bulk.

10-lb. tins, per doz.....$39.00
5-lb. tins, per doz..... 20.00
4-lb. tins, per doz..... 16.00
3-lb. tins, per doz..... 12.50
2½-lb. tins, per doz 10.50
16-oz. tins, per gross....$53.00
12-oz. tins, per gross.... 41.00
8-oz. tins, per gross.... 28.00
6-oz. tins, per gross.... 22.50
4-oz. tins, per gross.... 16.50

TROPHY

4 oz, per doz..... $0.95
6 oz, " 1.35
8 oz, " 1.70
12 oz, " 2.35
1 lb., " 3.00
2½ lb., " 7.50
3 lb., " 9.00
5 lb., " 14.50

MISCELLANEOUS.

Home, 10 oz..... $0.90
Home, 25 oz..... 2.00
Home, 50 oz..... 4.00
Home, 80 oz..... 6.00
K. C., 10 oz..... .85
K. C., 15 oz..... 1.25
K. C., 25 oz..... 2.12½
K. C., 50 oz..... 4.00
K. C., 80 oz..... 6.50

COLUMN 20.

Cream Tartar.

Standard, bulk, 30-lb box..... 27
Standard, 12 1-lb tins..... .28
Pure, bulk, 30-lb box..... .33
Pure, 5-lb tins, per lb..... .33
Pure, ½-lb tins, per doz..... 5.00

SODA.

Churches, A. & H., or Dwight's Cow Brand, 60 lbs. to case.
1-lb ..... per lb. $0.05
½-lb ..... per lb. .05½

EXTRACTS FLAVORING.
GUITTARDS' "PURE"

per doz	2 oz	4 oz	6 oz	8 oz
Vanilla	$2 50	$4 75	$7 00	$9 00
Lemon	1 75	3 25	4 50	6 00

Net weight. Patent Sprinkler Tops

Schilling's Best Extracts.

Triple Strength, Pure and Uncolored Sprinkling Tops.
Net weight. Never sold in bulk.

	Lemon and Vanilla and Others. per doz.	Lemon and Vanilla and Rose. per doz.
1 oz.	1.30	1.50
2 oz.	2.00	3.00
4 oz.	3.75	5.75
6 oz.	5.50	8.50
8 oz.	7.25	11.00
16 oz.	14.00	21.50
32 oz.	27.00	42.00

Souder's Flavoring Extracts.
Price per gross.

	2 oz.	4 oz.	8 oz.
Reg. Lemon	9.00	18.00	54.00
Reg. Vanilla	14.40	28.80	72.00
XX Lemon	18.00	36.00	72.00
XX Vanilla	21.00	42.00	84.00
Asrtd Flavors	18.00	36.00	72.00
Rose Coloring	18.00	36.00	.....
Yellow Colrng	18.00	36.00	.....
Jamaica Gngr	18.00	.....	.....

Assorted flavors contain strawberry, pineapple, orange, almond, rose, etc.



"Texas" Extracts.

Lemon, 2 oz., per doz	.80
Vanilla, 2 oz., per doz	.80
Assorted Flavors, per doz	.80

COLUMN 21.

Department 17

CANDIES.

Lozenges.
(5-lb. boxes.)

XXX Peppermint, pails	.13 14
Thin Peppermint	.16
T. T. Peppermint	18
Druggist Peppermint	25
Musk, fluted, pails	.20
Cinnamon, Lemon, Sassafras, Rose	.16
Midget Fruit	.20
Conversation and Hearts	.15
Lilliput Conv. Hearts	17
Midget Conv. Lozenges	18
Crown T. T. Lozenges, 24 5ct. pkgs	.80
Aurora Lozenges, 24 5ct. pkgs	.80
Cough Troches, 5 lb bxs	.25
Eagle Wafers, Peppermints, Wintergreen	.25

Mixed Candy.
(30-lb. pails.)

Plain Mixed	8½
Pacific Mixed	10
Royal Mixed	12½
Grocers' Mixed	10
Yankee Mixed	13
American Mixed	13
Fancy A, Mixed	14½
Fancy C, Mixed	14
French S. Mixed	16
French No. 1, Mixed	18
French Extra Mixed	20
Lady, Mixed	15
Broken Mixed	9

Steam Panwork.

Anis Seed	22
Aromatic Cachous	18
Assorted Berries	16
Assorted Drages	14
Assorted Imperials	16
Assorted Small Seeds	22
Birds' Eggs	16
Boston Baked Beans	17
Burnt Peanuts	18
Burnt Almonds	25
Caraway Seed, smooth	22
Caraway Seed, pearled	22
Celery Seed	22
Cinnamon Beans, large red	15
Cinnamon Beans, Imperials	16
Coriander Seed, pearled	22
Jelly Beans, pails	12½ 14
Jelly Birds' Eggs	16
Jelly Cranberries	16
Jelly Limes	16
Jelly Raspberries	16
Jordon Almonds, fine	45
Jordon Almonds, imitation	18
Licorice Beans	15
Red Hots	25
Ringed Marbles	16
Sugar Coated Licorice Tablets	20
Sugar Almonds	25
Sugar Plums	16

Stick Candy.
(30-lb. pails.)

Assortment: Peppermint, Lemon, Rose, Clove, Anis, Cinnamon, Sassafras, Vanilla, Pineapple, Wintergreen 8½

Hoarhound	9
Hoarhound, wrapped	11
Peanut Sticks	13
Peanut Sticks, wrapped	13
Cocoanut Sticks	13
Cocoanut Sticks, wrapped	13

Taffies.

Peanut Taffy	15
Peanut Flake	15
Peanut Squares	14
Cocoanut Taffy	15
Cocoanut Squares	15

Chunks: Vanilla, Rose, Chocolate, Lemon, Molasses 14
Broken Taffy of broken chunk 13

Drops and Lumps.
(30-lb. pails.)

Mixed Drops and Lumps	8½
Molasses Peppermint Lumps	11
Hoarhound Drops	11
Crystal Rocks	12½

Gum Goods.
(5-lb. boxes.)

A. B. Gum Drops, assorted	9
A. B. Gum Drops, Licorice	9
A. B. Gum Drops, Crystalized	11
A. B. Bonbons, plain, in bbls	7
A. B. Bonbons, fancy, in bbls	7½
A. B. Bonbons, fancy, crystallized, 5-lb. boxes	14
A. B. Fruits	18
Royal Gum Drops	15
Genuine Gum Drops, hard	25
Jelly Squares, assorted	14
Bijou Sticks	18
Spiced Jelly Drops	20
New Turkish Figs	16
Fig Paste, plain	17
Fig Paste, tricolor	18

Cream Goods.
5-lb. boxes.)

Fondans Creams	14
Hand Dipped	19
Hand Dipped, with nuts on	21
Fruit and nut Ices	18
Cream Peppermint	20
Crushed Fruit Bonbons	30

Chocolates.
(5-lb. boxes.)

Chocolate, plain	16
Chocolate, Hand Made	20
Chocolate Dipped Bonbons	20
Chocolate Dipped Bonbons, with nuts	22
Chocolate, Climax, 30-lb pails	16
Chocolate Chips	38
Chocolate Nonpareil Drops	20
Chocolate Wafers	22
Chocolate Cream Tablets, 80 in box	1 10

COLUMN 22.

Marshmallows, Nougats, Etc.

Occidental Marshmallows, 5-lb tins	.28
Occidental Marshmallows, 3-lb tins	.30
Dipping Marshmallows, 5-lb. boxes	.25
Angel Food, 5-lb. boxes	.20
French Nouget, 30 5c slices in box	1.00
Walnut, Apricot, Spanish Nouget, 5-lb boxes, per lb	.25

Sundries.

Opera Caramels	19
Rock Candy, white & red	.15
Rock Candy, brown	16
Licorice Drops	.20
Licorice Sticks, 16 to lb	.28
Locorice Tablets, 5 lb bxs	.25
Licorice Tablets, 24 5c bxs	.80
Licorice Penny Sticks, 100 in box	.65
Buttercups, 5-lb tins	.2

CHEWING GUM.

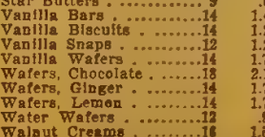
	Single	Box
Sweet Wheat, per box		.50
Tutu Sugar Plum, box		.55
Yankee Spruce, 20 pcs		.55
Sen Sen, 20 pcs		.55
Red Rooster, 20 pcs		.55
Sweet Heart, 20 pcs		.55
Newton's Pepsin, 20 pcs		.55
Bloodberry, 20 pcs		.60
Pepsin Sticks, 20pcs		.60
Chiclets, 40 5c pkgs		1.25
" 3-lb. boxes		1.35
" 10 10c pkgs		.80
" 12 25c pkgs		2.00

CRACKERS.



MADE BY THE
MUTUAL BISCUIT CO.

	lb.	⅛ box
Almond Drops	15	
Animals	12½	$1.20
Arrowroot	14	1.50
Assorted	12	1.15
Assorted, extra	14	1.30
Assorted, fancy	20	1.75
Assorted Wafers	16	1.90
Assorted Jumbles	14	1.25
Boston	9	.60
Butters, Mutual	10	.70
Butter Scotch	14	1.50
Butter, Star	9	.60
California Lunch	9	.90
Champion	9	.65
Chips, Mutual	14	1.10
Chocolate Biscuits	16	1.80
Chocolate Fingers	15	1.50
Chocolate Wafers	18	2.15
Cocoanut Bonbon	14	1.25
Cocoanut Finger	15	1.50
Cocoanut Marshmallows	15	1.50
Cocoanut Taffy	15	1.80
Cocoanut Wafer	16	1.50
Coffee	12	1.25
Coffe Iced	15	1.35
Cornhill	10	1.10
Cracker Meal	6	1.10
Currant Cakes	12	1.10
Egg Jumble	14	1.25
Fruit Biscuits	14	2.40
Ginger Cakes	10	1.40
Ginger, Nut	11	1.40
Ginger Wafers	14	1.75
Graham	10	1.20
Graham Gem	9	.75
Graham Unsweetened	9	
Honey Fingers	14	1.25
Honey Pumbles	12	1.00
Honey Drops, spiced	15	1.60
Honeysuckle	16	
Jelly Fingers	16	1.50
Jenny Lind	12	1.10
Lady Fingers	15	1.30
Lady Fingers Iced	16	1.40
La Grande	11	1.10
Lemon Biscuit	14	1.25
Lemon Brittles	14	1.35
Lemon Snap	12	1.20
Lemon Wafers	14	1.75
Macaroon Almond	40	
Mutual Flakes	14	.90
Mutual Tea	15	1.60
Nic Nac, No. 1	10	1.10
Nic Nac	12½	1.25
Oysters	8	.70
Peoples Mixed	12½	1.25
Pilot Bread	4	.55
Pilot Bread Extra	5	.65
Pilot Saloon	7	.80
Ping Pong	16	1.50
Raisin Cake	12	1.10
Saloon Pilot	7	.80
Saloon Soda	7	
Salted Wafers	14	.90
Soda Extra	7	
Soda	6½	
Star Butters	9	.60
Vanilla Bars	14	1.40
Vanilla Biscuits	14	1.25
Vanilla Snaps	12	1.20
Vanilla Wafers	14	1.75
Wafers, Chocolate	18	2.15
Wafers, Ginger	14	1.75
Wafers, Lemon	14	1.75
Water Wafers	12	.90
Walnut Creams	16	1.50



COLUMN 23.

Department 18.

FANCY GROCERIES.

Snider's Baked Beans.

No. 1, 90c doz; 4 doz. in case
No. 2, $1.40 doz.; 3 doz in case
No. 3, $1.85 doz.; 2 doz. in case

Bouillion Capsules.

Anker's, 10 capsules in box, per doz boxes 2.75

Capers.

Capotes, 1 dz in cs	1.20 1 25
Nonpareil, small	1.35
Do large	2.10
"White Label," 6-oz. doz	2.25
"White Label," 10-oz. doz	3.15

TOMATO KETCHUP.

Catsups

Snider's

Qts., per doz.. .. $3 75
Pts., " 2 40
½-pints, per doz. 1 40





CAMPBELL'S

(½ Pts. Condiments)

2 dozen to case

Tobasco Ketchup dozen $1 15

Tomato Ketchup, dozen..... $1 15

Salad Dressing, dozen 1 15

Chili Sauce, dozen..... $1 15

Assorted cases, dozen..... $1 15

Miscellaneous.

Our Mother's Ctsp ½-pt, doz	1 40
Our Mother's Ctsp, pts, doz	2 30
Blue Label, 25 ½ pts to cs	3 10
Blue Label, 25 pts to cs	5 00
Blue Label, 12 qts to cs	4 00
Mother's Own, pts	1.50
½ pts	.90
London's Rockaway, Pts., doz	2.25
Sailer's "Purity," doz	.90
H. B. Catsup, pts	2.15
" " ½-pts	1.25

Chocolate and Cocoa

CHOCOLATES.

Baker's.

German Sweet, 6-lb boxes, ⅛s and ¼s	24
Eagle, 12/1s	25
Premium, 12/1s	28
Vanilla, 12/1s	41
Powdered, ¼s, ½s, 1s, 12/lb. boxes	26

Subject to quantity discount.

Huyler's.

Vanilla, 12-lb. boxes	36
Premium, 12-lb. boxes	33

Lowney's.

Cream Cakes, per box	80
Ice Cream Drops, per doz	75

Ghirardelli's.
In paper

Eagle, 24 1-lb	21
Eagle, 12 1-lb	21½
Eagle, 12 ½-lb	22½
Eagle, 12 ¼-lb	24
Crescent, 6 5 to lb	17
Crescent, 12 6 to lb	16½
Cal, Sweet, 6 6 to lb	21½
Cal. Sweet, 12 6 to lb	21
Monarch, 12 1&½-lb	26
Monarch, 12 1-lb	25
Monarch, 12 ½-lb	27
Star, 24 1-lb	19
Star, 12 1-lb	19½

Ground.
In tins

Ghirardelli's, 12 1-lb tins	26½
Ghirardelli's 24 1-lb tins	26
Ghirardelli's, 60 1-lb tins	2

In delivery cases.

Ghirardelli's 60 3-lb tins	24
Venard's, 24 1-lb tins	21
Venard's, 60 3-lb tins	20
Miner's, 12 1-lb tins	22½
Miner's, 24 1-lb tins	22
Miner's, 20 3-lb tins	22

5 per cent off on 120-lb. lots

COCOAS.

Baker's Bkfst, 6/1-2&½'s	30
Van Houten's, ¼'s and ½'s	35
Van Houten's, 1's	80
Royal Dutch, 12/¼'s	80
Royal Dutch, 12/½'s	75
Royal Dutch, 12/1's	70
Epp's, 14/½'s	40
Fry's, 12/½'s	39
Webb's, 6/½'s	23
Lowney's, 6/½'s	37
Ghirardelli's Bkfst, 6/½'s	39
Ghirardelli's Bkfst, 12/½'s	37½
Ghirardelli's Impri, 6&12/½s	56
Miner's Bkfst, 6/½'s	37
Miner's Bkfst, 6/1-5's	38
Menier's, 1s ⅛s	47

COLUMN 24.

Condensed Milk

BORDEN'S CONDENSED MILK CO.



Gail Borden Eagle Brand (10 3-case lots	6.80 6.65
Pony	2.25
Challenge	3.70
Floral	4.05
Dime	8.75
Rose	4.40

(Each of above Brands 4 doz. in case)

Borden's Malted Milk,
Trial Size, per doz. 75
Small size 4.00
Large size 8.00
Hospital size 35.00



Borden's Pioneer Brand Evaporated Cream

Large Cans, 4 doz in cs	3.75
Peerless	4.70
Yacht	3.25
Family Size, 4 doz. in case.	
Quarts, 3 doz. in cs	

ALL ABOVE BRANDS GUARANTEED



CARNATION CREAM

20 oz. cans 4 doz

Per case	4 00
5 cases	3 95
25 cases	3 90
50 cases	3 85

25c rebate from factory on return of jobber's dup. bill and signed contract



LILY

[large tin]

1 to 10 cs	$3 90
10 to 25 cs	3 85

Helvetia Milk Condens'g Co.



Originators Evaporated Cream
Highland Evaporated Cream 4 doz in box $4.10
Baby Pet, 6 doz. 3 00
Pet, reg., 4 doz., per case 3 25

Miscellaneous.

St. Charles, 4 doz. case	$4 60
St. Charles, 5-case lots	4 50
Horlick's Malted Milk, doz	4 50
Jersey, 4 doz. per case	3 50

Cereal Coffee.

Fig Prune, per doz	$2 25
Postum, 24/½'s, per doz	1 35
Postum, 12/1's, per doz	2 25
Postum, 36/1's, per doz	2 25
Grains, 12, 2s	2.75

Chutney.

Chutney, asst, qts	$6 25
Chutney, asst, pts	3 75
Chutney, Major Grey, qts	6 50
Chutney, Major Grey, pts	4 25
Ban-ki-pore, pts	3 00

Cranberry Sauce. doz.

Anderson's 2s, 2 doz box	2.00
Tea Garden, 2s, gls, 12 box	4.00
Tea Garden, 1s, gls, 24 box	2 25
Cape Cod, 2 lb, gls, 12 box	3 50
Cape Cod, 1 lb, gls, 24 box	2 00
Home Made, 1s, 2 doz box	2 15
do 2s, glass, 1 doz box	4.00

Rice.

Choice Seed Japan	$0 00¼
Good Seed Japan	04
Fair Seed Japan	03¾
Fancy Head Rice	05½ 06
Long Grain Rice	05
China No. 1	5 6
China No. 2	4 4½

COLUMN 25.

ALPINE

EVAPORATED CREAM

	Per case
1 to 5 cases, 4 doz. to case	$3.60
5 to 10 " " "	3.55
10 to 25 " " "	3.50

Gallons

1 to 5 cases, 6 to case	3.35
5 to 10 " " "	3.30
10 to 25 " " "	3.25

Midgets, 8 doz. to case

1 to 5 cases, $3.60 | 5 to 10 cases, $3.55
10 to 25 cases, $3.50

Alpine Evaporated Cream Co.

Factory
HOLLISTER, CAL.

Office and Salesroom
95 Market Street
Rooms 212-213
San Francisco, Cal.
Phone: Main 3443.

Cottolene.

2's, 4's or 10's, per cs. of 60 lbs	7 00
5-case lots	6.90
10-case lots	6.85
25-case lots	6.75

Curry Powder.

Cross & Blackwells, 2 oz	1.35
do 4 oz	2.35
Do 8-oz	3.65
Do 16-oz	6.20
East India, Bombay, 16 oz	5.00
East India, Bombay, 8 oz	3.25

Extract of Beef.
Liebig's (Genuine)

	2 oz.	4 oz.	8 oz.	16 oz.
doz.	4.65	8.50	15.90	29.75

"Rex" Solid.



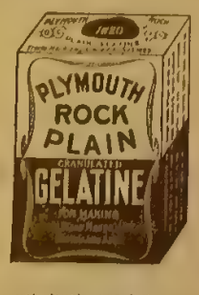
2-oz., doz	$3.90	8-oz., doz	$13.27
4-oz., doz	7.20	16-oz., doz	24.75

Marshall's

2 oz., per doz	$2.40

Gelatine.

Knox's, per doz	1 20
Knox's, per gross	14 00
Cox's, per gross	12 00
Keck's, per doz	1.10



Plymouth Rock, per doz	$1 10
(1 doz free with 3 doz.)	
Plymouth Rock, per gross	12.50
(4 doz free with gross.)	

Ginger (Preserved).

½ doz jars in cs, per cs.	2.25

Lemon Sugar.

Gilt Edge, 24/1½s, per doz	1.37½
Gilt Edge, 24/1s, per doz	1.85

Lime Juice.

Tahita, 24/8-oz, per doz	$1.25
Tahita, short measure, 16-oz	1.50
Tahita, full measure, 16-oz	1.75
Tahita, full measure, 32-oz	3.50
Tahita, bulk, gal	1.00

Mushrooms. doz.

Le Court, 100 to cs	$2 25
La Forrest, 100 to cs	2 75
Hotel, 100 to cs	1.85
Fancy Stuffed, pts	4.00

COLUMN 26.

OLIVES.

OLIVES IN BULK.

	25 gl.	10 gl.	5 gl.	3 gl.
Ex. No 1, Q'n.	1 0	11 50	6 00	3 75
Lge No. 1, "	1 00	10 50	5 00	3 25
No 1 Qu'n "	95	9 75	4 75	2 90
No 2 "	85	8 75	4 50	2 85
Manzanilla	70	7 25	3 75	2 40

Extra charge for kegs & barrels.



Olives

SEVILLE PACKING CO.

White Label Queen Olives—

28-oz., per doz.	$5 50
18-oz., "	3.75
6-oz., "	1 25

Pim-Olas

18 oz. 2 doz, per cs, per doz	$6 10
10 " " " "	3 55

Baby Pim-Olas

10-oz, 2 doz. in case, per doz. $2.50
6-oz, 2 doz. in case, per doz. 1.50

Olive Oil

NICOLLI

	Case
½ pints, 4 doz	$9 00
Pints, 2 doz	8 55
Quarts, 1 doz	7 85
22-oz.	9 00



CRYSTAL BRAND OLIVE OIL.
Pure California Products.

7-oz.
Per doz... $2.40
3 doz..... 6.75

14-oz.
Per doz... 4.50

Quarts.
Per doz... 7.25

Put up by
G. O. Ryden.

MISCELLANEOUS

Golden Gate, in gal tins, per gal	1 8	
" ½ " "	1 85	
" ¼ " "	1 90	
Pals Grove, pure Cal., qts.	dz	7 75
Cooper's qts., ₰ doz.		10 00
Cooper's pts, ₰ cs of 2 doz.		10 00
Antonini, J P.S., qts, ₰cs..		7.40
Do 1⅓-gal tins, ₰ tin..		2.90
Duret, qts, pts, ₰ doz cs..	6.00	7.00
Lucca, Crosse & Blackwell's qts.		7.50
Lucca Crosse & Blackwell's pts, 2 doz.		8.25
Lucca, Crosse & Blackwell's ½ pts, 3 doz.		7.25

Salad Oil.

Durant Oil.

Quart, 1 doz to case, per case	$1 65
Pints, 2 " " "	1 75
½-Pts., 3 " " "	1 85

Puritan Salad Oil

Quarts, 1 doz to case, per case	1.90
Duke & Fils, 1 dz qts, per case	1 50
Imitation Lucca, qts	1 10

"Primrose" Salad Oil.

Tierces, about 50 gal, gal	$ .40
1 gal tins, 10 to case, gal.	.70
½ gal tins, 1 to case, gal..	.45
½ gal tins, 20 to cs, gal.	.75
Quart bottles, 12 to cs, doz	1 85
Pint bottles, 24 to cs, doz	1 00
½ pint bot, 36 to cs, doz.	.55

Paprika.

Gordon Packing Co

1-16 lb .. doz	½ lb. doz	6 10
¼ lb ...doz	1 lb . doz	
¼ lb ...d z	Bulk, lb....	

Peanut Butter

Heron's, 2 doz to cs, per dz. 2.40

Peels.

Citron, 25-lb box	$ 13½
Citron, 10-lb box	14
Lemon, 25-lb box	11½
Lemon, 10-lb box	12
Orange, 25-lb box	11½
Orange, 10-lb box	12

COLUMN 27.

PICKLES.

Gordon Packing Co.

California—Mixed or Plain.

No. 1, bbls, per gal.	$0.24 to $0.27
No. 1, ½ bbls, per gal.	.26 to .29
No. 1, 10-gal keg, p kg	2.25 to 2.35
No. 1, 5-gal keg, p keg	1.15 to 1.25
No. 1, 3-gal keg, p keg	.80 to .85
No. 2, bbls, per gal.	.22
No. 2, ½ bbls, per gal.	.24
No. 2, 10-gal keg, per keg	2 10
No. 2, 5-gal keg, per keg	1 05
No. 2, 3-gal keg, per keg	.80
No. 3, bbls, per gal	.14
No 3, 10-gal keg, per keg	1 15
No. 3, 5-gal keg, per keg	.60
No. 3, 3-gal keg, per keg	.55

SWEET—"PACIFIC."

Bbls, ₰ gal	51
½ bbls, ₰ gal.	53
10-gal keg, per keg	5.00
5-gal. keg, ₰ keg	2 75
3 gal. keg ₰ keg	1.75
Square, 1doz ½-gal ₰ doz..	2 25
Square, 2 doz ½-gal, ₰ doz..	1 60
Square, 4 doz ¼-gal., ₰ doz	1.25
Round, qts, ₰ doz	3 75
Round, pts, ₰ doz	2 50
Round, ½ pts, ₰ doz.	1.75

Crosse & Blackwell's.

	Doz.
Mxd Pkls, pat tops, pts..	4.15
Mxd Pkles, Pat tops, ½ pt..	2.70
Mxd Pkls, corks, pts.	3 95
Chow Chow, pat tops, pts..	4.15
Chow Chow, pat top, ½ pt.	2 70
Chow Chow, corks, pts.	3 95
Onions, pat tops, pts.	4.15
Onions, pat tops, ½ pts.	2.50

Root Beer



Less 5 per cent. on gross lots

Hires', case of 1 gr.	20 00
6 doz lots	10 00
3 "	5 00
1 "	1 75

Hires' Carbonated Root Beer
cs of 2-dz pt bottles, patent tops, per cs $2.00 in 5 case lots 1 95
Hires' Carbonated Ginger Ale
Per case 2 00
5 case lots, $1.95



Hires' Rootbeer Carbonated and Ginger Ale empty bottles, if returned to Monon-Patrick Company, will be received by them at 25c. per case of 2 doz. bottles (with case) Delivered at San Francisco.

COLUMN 28.

Saratoga Chips.

(Less 5 per cent)

Boxes, 15 and 30-lb, per lb. $0.20
Cartons, 6-oz. 2 doz in cs, doz 1.30

SAUCES.

SNIDER'S SALAD DRESSING



Pints, 1 doz. in case, doz. $2.75

Hlf-Pts, 2 doz. in case, doz. 1.75



Snider's Oyster Cocktail Sce pints, 2 doz to c'se, doz .. 2 40

Same gallon jugs, 6 to case, per gal. 1 80

Snider's Chili Sauce, pints, 1 doz. to c'se doz 2 40

Same, half pts 2 doz. to c'se doz 1 45

Bayle's Tabasco Pepper Sauce, in cases, 6, ½-doz boxes, per doz. $3 00
boxes of 12 bottles, per doz. 3.50

Holbrook's W'cestershire, ½'s	2.40
Do pts.	4.00
Do qts.	
*Lea & Perrin's Worcestershire, sma"	2.75
*Lea & Perrin's Worcestershire, medium	5.00
*Lea & Perrin's Worcestershire, large	8.25

*5 cases 5c ₰ doz less.

Ban-ki-por, ½ pts, 2 doz case, per doz	2.40
Ban-ki-por, pts, 1 doz case	3.80
Tobasco, Mcllheny	4 00
Tobasco, New Iberia	3.50
Braunhardt's	
Tropical, ½-pts, 2 doz. per case	4.50
" pints, 3 doz. " "	8.10
Bengal Worcester, ½ pt.	.55
Bengal Worcester, pt	1.05
Pepper, sprinkle top, ½ pt.	2.00
Superior Pepper, small	.75
Superior Pepper, large	1.50

Pure Food Pk'g Co.

Worcester Sauce, London Club, ½ pts, do .75

Salad Dressing.

Durkee, small, 2 doz, ₰ doz.	2.55
Do large, 1 doz, ₰ d	4.30
Do picnic size, 4 dz, ₰ dz.	1.00
My Wife's 1 dz 16-oz. case	2 75
My Wife's, 2 doz, ½ pt, cs.	3.40

Alpha Salad Cream.

Jumbo, 1 doz. to case, per case	4.25
Do large, 2 doz. " "	4.70
Do picnic, 2 " " "	2.50

El Paso Manfg. Co.
1653 Mission St.



Manufacturers
Flavoring Extracts
Fruit Juices
Syrup
Salad Dressing
Bluing
Ammonia
—
Meat and Salad Dressing, doz. .90

COLUMN 29.

SOUPS.



CAMPBELL'S (1-lb. Condensed). Packed 48 1-lb. cans to case. Straight cases of any variety, or following assortment:

8 Tomato, 6 Vegetable, 4 Ox Tail, 3 Mock Turtle, 3 Chicken Gumbo, 2 Tomato Okra, 1 Julienne, 2 Beef, 2 Consomme, 2 Pea, 2 Celery, 2 Vermicelli-Tomato, 2 Clam Chowder, 2 Mutton Broth, 2 Bouillon, 3 Chicken, 2 Mulligatawny
Price, per doz, any variety .$0.90

Miscellaneous.

Snider's Tomato—3 lb tins 2 doz. in case, per doz	$3.80
Same—2 lb tins 2 doz. in case, per doz.	2.85
Van Camp's asstd, per doz.	.90
Van Camp's straight, per doz.	.90

SALT.



LESLIE SALT.

Free Running—	
Cartons, 20 5s	$ 2.50
Cartons, 24 3s	2.00
Cartons, 48 2s	2.75
Caddies, 50 2s	3.60
Velvet Grain—	
Bales, 50 3s	1 75
Bales 30 5s	1.75
Bales, 15 10s	1.75
Bales, 8 20s	1.75
Pockets 75 2s	1.75
Pockets, 40 3s	1.75
50-lb sacks, per ton	18.00
H. R. H. Liverpool.	
Bales of 75, 2's, per bale	$1.25
Bales of 40, 4's, and 15 10's	2.00
Bags, 200s (50s $5), per ton	7.50
Rock Salt.	
Half-Ground, 100-lb sacks, per ton	$4.25
Stock, 100-lb sacks, per ton	4.00
Liverpool Lump, per ton	14 50
Cal. Table and Dairy, pr bale, 1.0	
Cal Table and Dairy, 50's, per ton	6.25
Package Salt.	
Shaker Salt, per doz.	$0 90
R. S. V. P., 3's, 24 to cs, p. cs.	2.25
R. S. V. P., 5's, 20 to cs, p. cs.	2.75
Celery Salt.	
Mertens, 1 doz in box	1.05
Sauerkraut.	
Barrels, per lb.	.02¾
½ bbls	.03
¼ bbls	.03¼
3-gal kegs, per keg	.90
5-gal kegs, per keg	1.15
10-gal kegs, per keg	2 25
2-lb tins, 2 doz in cs, doz	1 35
2½-lb tins, 2 doz in cs, doz.	1.60

COLUMN 30.

SPANISH DELICACIES.

Specialties of the
Spanish-American Food Co.
149-155 Fremont St.
Medal Goods, Paris Exposition.



TAMALES. Doz.

I. X. L., W. G. M. and Kapp & Sheet Brands.	
No. 1 Boneless Chicken Tamales in key-op cans	1.30
No. 2 Not Boneless Chicken Tamales in key op. can	1.00
Spanish-American Brand.	
Beef Tamales in key op. cans	.95
Extra Special Boneless Tamales in key op. cans	1.60
Chili Con Carne, 1 lb.	1.20
Enchiladas, in key-opener cans	1.20
FRIJOLES, 1 lb	.90
Tripe, Spanish style, 1 lb	1.25
Minced Deep Sea Clams, 1 pt.	1 25
Clam Juice, 1 pt.	1 10
Cal. Baked Beans, tomato sauce, 1 lb., 4 doz in case.	.85
Cal. Baked Beans, tomato sauce, 2 lbs., 2 doz to case	1.35
Cal. Baked Beans, tomato sauce, 3 lbs. 2 doz to case	1.75
Chili Beans (Tamale Sauce)	
1 lb, 4 dz to case	.85
2 lb, 2 " "	1.35
2 lb, 2 " "	1.75
Deviled Oysters, for Sandwiches 4 doz to case	1.40
Pate Chicken Liver for sandws. 4 doz. to case	1.40
Macaroni and Cheese, with Tomato sauce, 1 lb, 4 dz. cs.	.90

Concentrated Soups.

Pints (20 kinds)....doz. .90
Beef, Tomato, Ox Tail, Mock Turtle, Mulligatawny, Rice Tomato, Consomme, Green Pea, Bean, Clam Chowder, Vegetable, Chicken Rice, Chicken Barley, Chicken Giblet, Chicken Gumbo, Cream Chicken, Cream Celery, Beef Bouillon, Chicken Bouillon, Clam Bouillon.
Quarts (9 kinds)...doz. $1.85
Chicken, Beef, Mock Turtle, Ox Tail, Tomato, Mulligatawny, Vegetable, Clam Chowder, Cream of Celery.

Truffles.

Rilbac, 100/¼'s, per doz.	12.00
Rilhac, 100/ 1-16's, per doz.	3.00
La Forrest, 100/¼'s, per doz.	17.00

Vinegar.

	½ bbl.	10 gal.	5 gal.	3 gal.
30 grain	08	10	1 15	65 50
40 grain	10	12	1 35	75 80
50 grain	12	14	1 70	90 80
60 grain	14	16	2 06	1 10 95
80 grain	16	18	2 65	1 50 1 25
90 grain	18	20	3 50	1 85 1 65
100 grain	20	22	3 85	2 00 1 85

Hammond's Vinegar.

Salad, qts. per doz. 1.25

Yeast Cakes.

Great Western	1.00
Gillett's Magic	1.20
Yeast Foam	1.20

Pure Oregon Apple Cider Vinegar.

Bbls.	22c gall n
½-bbl.	24c "

Guaranteed.

COLUMN 31.

Department 19.

GROCERY SUNDRIES.

Axle Grease.

H. & L., per case.....$1.50
C. & S., 2-doz case, per case... 2.00
" 5 cs lots..... 1.95
" 10 cs lots..... 1.85
Frazer's, 2 doz tins, per case.. 2.25
Frazer's, 4 doz wd, per case... 3.60
Frazer's, 15-lb palls..... 85
Mica, 3 doz tins, per case..... 2.25

Paper Bags.

Automatic, Self-opening, 500 in pkg. List.

¼-lb . .....$1.00 8-lb 4.80
½-lb . . .. 1.20 10-lb 5.20
1-lb . ..... 1.60 12-lb 6.30
1½-lb . . ... 1.70 14-lb 8.30
2-lb . ..... 2.00 16-lb 9.00
3-lb . . .. 2.50 20-lb 10.00
4-lb . ..... 2.90 25-lb 11.00
5-lb . . .. 3.40 30-lb 13.00
6-lb . ..... 4.00 35-lb 15.00
7-lb . ..... 4.40 .....

Discounts from above List:
***(Cheapest).....50 pct and 5, 10's
Eagle or Equal.....50 pct and 2, 10's
White Fibre, or any white bag, ...50 pct and 1, 10's
Mikado (striped) .....40 pct
Sugar Bags, broad bottom, lb....06
Lion, 40 per cent and 1.....1.10

Bluestone.

Barrels, per lb (5 bbls 5½c) .$0.05¾

Bathbrick.

Bristol, 2 doz, per case $0.85
case 1.15
Powdered, 40 ½'s, per case 1.25

CANDLES.

Adamantine.

Schneider's 10 oz. 20's.....$0.07
Schneider's 12 oz. 20's..... .08½
Schneider's 14 oz. 20's..... .09½
Paraline, 20 1 lb. cakes....1.95
do. 5 bx. lots.....1.85
do 40 1 lb cakes.....3.90
do 5 bx lots.....3.75
do 100 1 lb cakes.....9.75
do 5 bx lots.....8.75
P. & G. Adamantine, 10 oz. 8¼
do 12 oz. 9¼
do 14 oz. 10½
Yacht Club Quartz Candles
20 sets 14 oz..... .10
40 sets 4 oz. ..... .03¾

Stearic.

Schneider's 14 oz 20's or 40' .12
Schneider's 16 oz 20's or 40's. .13½

Paraffine Per lb.

4s, 6s, in cartons of 36-lb bxs..10½
12s, in cartons of 36-lb bxs....10¾
½-lb, in cartons of 25-lb bxs...10¼
1-lb, in cartons of 25-lb bxs....10¼
Colored 1c higher.

Beeswax, pure for churches.. 40
Do No 2..... 30
Do No. 3..... 25
Christmas, all sizes.....8 8½
Do holders, ℔ gross..... 85
Wax Tapers, ℔ doz pkgs (℔ gross 8.00)..... 65 75
Night Lights, German, on pap & wd, (doz 40)..... 65
Do French, on tin, doz.. ..... .50, .75, 1.10

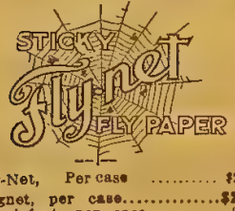
Cordage.

Basis price: Manila 14½c. Sisal 9¾c (5,000 lbs ¼c, and 10,000 lbs ½c less.)

Egg Food.

Pratt's, 26-oz, 2 doz in cs....$2.25
Wellington's, 1-lb. 2 doz box.. 2.00

Fly Paper.



Fly-Net, Per case $2.60
Magnet, per case.....$2.50
Tanglefoot, per case..... 2.90
Tanglefoot Holders, per case of 50 75

Fruit Jars.

(Net cash — no discount)

Mason's, pts, per gr..... 7.35
Mason's qts, per gr..... 8.05
Mason's, ½ gals 11.40

Fruit Jar Caps.

Porcelain, 6 doz to box, per bx 2.40

Fruit Jar Rubbers.

No. 1 white, per lb..... 50–60c
"Gold Seal," cartons, per gr.. .75
"Badgers," cartons, per gr.... .60

Hops.

No. 1, ¼ lb, 30-lb. box, lb..... .26
No. 1, ½ lb, 30-lb box, lb..... .26
No. 1, 1 lb, 30-lb box, lb..... .26
Less than 30-lb boxes..... .27

Horseradish.

½-pts, 2 doz in box, doz..... 1.10
Pts, 1 doz in box, per doz.... 1.50
Qts, 1 doz in box, per doz..... 2.75
Bulk, per gal ..... .75

Glue.

Le Page's, 1 oz, per doz..... .75
Le Page's, 2 oz, per doz..... 1.15
Le Page's ½-gill tins, per doz. 1.20
Le Page's, 1-gill tin, per doz.. 1.60
Standard, small, per doz..... .50

COLUMN 32.

EUREKA INSECT EXTERMINATOR.



Manufactured by
Jos. Pusch, 22 Hampton Place
San Francisco.

10c size, doz ..... .75
25c size, doz 1.75
50c size, doz 4.50
1.00 size, doz 8.00

Harmless to persons or animals; does not irritate the skin or injure the eyes.

MATCHES.

Metropitan, full count, per tin.$1.10
Universal, shrt count, pr tin .75
Boys' block pap pkg, per doz .81½
Swedish Safety, per gross..... .80
Swedish wind, 1 gross..... 85
Vulcan Paraffine, 65s, ℔ gross (50 gross 50c) .....50 .55
Japanese Safety, per gross..... .50
Squirrel Matches, 55s, per gross .43
Ship Safety Matches, la ge, gross .75
" " small, " .65

Diamond Match Co.'s.

Anchor, 200 . ..... 1.70
..Do 500s..... 4.00
Domino, case..... 2.75
G G 60s..... 2.75
Red Top Safety 3.25
S. & C., Eastern Parlor, 80s.... 4.25
Press, 100s, 5-gross cs..... 4.75
Little Star, per cs..... 2.25
Search Light, 500s, large 1 gr.. 4.75
(Discount of 25c per case on 5 cs. lots)

Paper, Wrapping.

Butter, White, ℔ ream..... 20
Do Waxed ℔ ream..... 25
Manilla, No. 2, roll, any sz. lb....3¼
Manilla, No. 1, rolls or reams, ℔ lb..... 5
Straw, ℔ ream..... 70
Do rolls any size, ℔ lb.... 3¼
Drab, ℔ ream..... 60
Do rolls any size, ℔ lb.... 2¾
Metropolitan White Fibre Rolls, p r pound 4

Paper, Toilet.

Columbia, in rolls, 7 oz, per cs of 100 .....2.75
Royal, 100 rolls of 500 shts.....4.00
Pilot, 100 tablets of 500 shts..3.75
Golden Eagle, 100 tablets of 1,000 sheets 8.00

Polishes, Shoe.

Mason's.

Mason's Colt-Coron-ide Per gross $4.70; per doz. 40c
Mason's Paste Stove Po ish Per gross $4 70; ¼-gross $1 20
Mason's Challenge, per doz .... .40
Mason's Challenge, per gross... 4.70
Challenge Shoe Dressing, small per doz ... . $ 75
large " " 1 50
Russett Comb'n. shoe Dressing small, per doz 75
large, " " 1 50
Black Comb'n Shoe Dressing small per doz 85
Patent Leather Polish, per doz 50
Mason's, No. 4 45
" " per gross 5 20
" No. 2 per doz 35
" " per gross. 3 40
" No 3 per doz 30
" " per gross..... 3 00
" No. 1 per doz 25
" " per gross 2 80

Scott & Gilbert Co.
Manufacturers.
214-216 Mission St., San Francisco



In 3 dozen cases per

Alaska Seal Oil.... 20 00
Top Notch 15 0
Russian 12 00
Boss..... 9 00

Bixby's.



Jet Oil.....per doz. 85
Jet Oil, 3 doz. in box, with Marvel Brush Free 2 55

COLUMN 33.

BIXBY'S—Continued

Royal Polish ..... per doz. 85
Royal Polish, 3 doz. in box, with 8 pkgs. 5c Carpet Tacks free. 2 55
Shoe Satin, Small Comb, per doz. 80
Shoe Satin, Large Comb, per doz. 1 25
No. 5, Shoe Satin Paste, per doz. 40
No. 10, Shoe Satin Paste, p doz 85
Satinola, small Comb 80
Satinola, Large Comb 1 25
No. 5, Satinola Paste. 40
No. 10, Satinola Paste..... 85
"BBB" Blacking Size M. 3 dz. in box ..... } 1 25
½doz, paste free .
"BBB" Blacking, Size B. 3 doz. in box ..... } 2 50
1 doz. paste free .....

Polish, Stove.

Rising Sun, large pkg, ℔ gross.6.25
Do 5-gross lots, ℔ gross..6.00
Do Small pkg, ℔ gross.....4 25
Sun Paste, large, ¼ gross, per gross 8.00
Sun Paste, small, ¼ gross, per gross 5.00
Enameline, No. 4 tins, ℔ gross.5.00
Do No. 6 tins, ℔ gross.....8.25
Do Liquid, pt-tins, bx 3 doz.2.25



Small, 3 doz. to cs., per cs.$1.50
Large, 3 doz. to cs., per cs. 2.50
(½ doz. free with each case)

Polish, Metal.

Electro Silicon, 1 gr in case, per doz ..... .80
Brilliantshine, ½ pts, per doz... .90
Brilliantshine, pts, per doz.... 1.70
Brilliantshine, qts, per doz.... 3.10

U. S. Metal Polish.



POLISH

Doz.

Qts. $3 00
Pts... 1 70
½ Pts. 90

PASTE

lb. $3 00
½ lb . 1 75
3oz. 50

Barkeeper Enamel powder gr $18 00

U. S. METALLIC POLISH

PASTE is put up by a Practical Chemist; also in Liquid Form. Free from Acid or Grit. 20 years in the Markets of the World. **J. T. WILSON,** Pacific Coast Agt., 1770 15th St., S. F. For sale by all dealers. Also the Barkeepers' Friend Cleaning Powder.

Rope.

Manila, 1¼-in. cordage ..... .15
Sisal, 1¼-in. cordage ..... .10¾

Seeds.

Anis 14
Canary 7
Caraway 8 10
Celery 15
Coriander 15
Cumin 13
Flax, ground 4
Flax, whole 3¾
Hemp, sacks 4
Millet 6½
Mustard 5½
Poppy (Or. sks 9¼) 10¼
Rape, Cal. 4¾
Bird gravel, 40 2s..... 2 00
Bird Seed Mixed 48—1-lb. pkg 8

Original sacks 1c less

Sheep Dip.

Little's, 10½-gal tins, per gal$1.05
Little's, 5-gal drums, per gal.. 1.05
Smith's, 10½-gal tins, per gal .95
Smith's, 5-gal drums, per gal .93

Twine.

Cotton, 4 ply, 100-lb bls, per lb 20
Do 3 ply, 100 lb bl. per lb.... .20
Do 2-lb cone, per lb. .22
Hemp, 8-oz balls per 3-lb pkg. 70
Do, 4-oz. balls, per 3-lb pkg. 75
Do 2-oz balls ℔ 3-lb pkg..
Sack, 4 ply, 12-lb pkgs, per lb

Wax.

Fruit, 25 6-oz pkgs 1 lb; 6-oz. 80
Japan, per lb ... 17
Beeswax 25

Wax Strings.

12 in. 10 pkg. 100 sigs each.....1 65
14 in. 10 pkg. 100 sigs each 1 75

COLUMN 34.

Continued from Col. 18.



Dr. Price's Wheat Flake Celery Food.
Per case . $ 5 75

Pastes (Domestic).

Macaroni, Vermicelli & Spaghetti, No. 1 Extra, per box 27
No. 1 Extra, 10 lb 22
No. 1 Extra, 20 lb 22
No. 1 Extra, 30 lb 1 65
No. 1 Extra, 40 lbs 20
No. 1 Extra, 50 lbs 15
Macaroni, Vermicelli & Spaghetti, No. 2 20
Boya Macaroni, Vermicelli & Spaghetti, 24 1-lb pkgs 1.50
Queen's La de Mac., Vermicelli & Spaghetti, 12 1-lb pkgs 2 15
P. Paste assorted, 50 12-oz pkgs 6½
Royal 1 Egg, 24 1-lb pkgs, per box 3½
Golden Gate Egg Noodles, 24 1-lb pkgs 1 50
Far lbs, 24 1-lb pkgs 1 70
Discount 2 per cent for cash only

COLUMN 35.

Department 20.

WOOD AND WILLOW WARE

AXE HANDLES.

Ex. 36-in. doz.....$2.25
No. 1, 36-in., doz..... 1.75
No. 2, 36-in., doz..... 1.25
No. 3, 36-in., doz..... 1.05
Ex. 38-in., doz..... 4.00
Ex. 40-in., doz..... 4.25

BASKETS.

Per Doz.

Cal., Open, Spruce, No. 3.. .60
Cal., Open, Spruce, No. 4.. .60
Cal., Open, Spruce, No. 5,. .84
Cal., Satchel, Spruce, nest, 0-5 ..... 1.10
Cal., Satchel, Spruce, nest, 1-5 ..... 1.00
Cal., Satchel, Spruce, nest, 1-11 ..... .71
German market, nest of 4 1.25
Clothes, Oval, Wil., No. 0. 6.00
Clothes, Oval, Wil., No. 1. 6.00
Clothes, Oval, Wil., No. 2. 6.75
Clothes, Oval, Wil., No. 3. 9.00
Clothes, Oval, Wil., nest 4.. 2.48
Japanese Telescope, nest of 5, size 18x12x7..... 1.80
Same, size 20x13½x7 ..... 1 25
Same size 24x16x10. ..... 1.75

BOWLS, WOODEN.

Per Doz.

Maple, No 1, 11-inch..... .75
Do No. 2, 13-inch..... 1.50
Do No. 3, 15-inch..... 2.75
Do No. 4, 17-inch..... 4.25
Do No. 5, 19-inch..... 6.75
Do No 6, 21-inch..... 7.50

Per nest.

Maple Nests, 3, 13, 15, 17-inch ..... .71
Same, 4, 13, 15, 17, 19-inch 1.20
Same, 5, 13 to 21-inch... 1.81

BROOMS.

Per Doz.

Patent Cap, No. 1..... 3.80
Patent Cap, No 2..... 3.60
Patent Cap, No. 3..... 3.35
Extra Patent, No. 1..... 3.85
Extra Patent, No. 2..... 2.60
Extra Patent, No 3..... 2.40
Ladies' Pride, No 1..... 2.85
Ladies' Pride, No. 2..... 2.60
Ladies' Pride, No. 3..... 2 40
Little Beauties 3.00
Ladies' Delight 2.80
Tay, 2 strings ..... .00 1.35
Wisp, 2 strings ..... .00 1.25

BRUSHES.

Per Doz.

Dust 2 00 12 00
Scrubbing . ..... .55 3 00
Dandy 1.00 5.75

Shoe Brushes.

No. 1, black tampico 1.10
No. 2, bristles 1.65
No. 3, white bristles 1.75
No 4 bristles 2.00
No. 5, white bristles 2.25
No 6, horse hair 2.70
No. 7, bristles 3.90

Stove Brushes.

Per Doz.

No 1 tampico handles ..90c-$1 10
No 2 bulrush handles 1 85
No 3 tampico handles 1 85
No 4 bristles handles ... 3 25

Ox Fibre Brushes.

Per Doz.

Scrub T & B., 9x2½ in face 80
Do Hub, 10x2¾ in face 2.00
Do Mascot 7½x2 in face 1.10
Do Owl, 8¼x1¼ in face .85
Do Cat, 10¼x1¼ in face 1 50
Do Rat, 8¼x1¼ in face 1.25
Do Mouse 6¼x1¼ in fa 1.00
Do Alligator, 10¼x2¾ in face 2.25
Do Goose, 8¼x2¾ in fce 2.00
Do Duck 6¼x2¾ in fce 1.50
Stove Hustler, 8½x2¼ in face 2.25
Sink, Roll, 3¼x2¼ in face 1 40
Sink, Gang 4¾x3¾ in face 2.25
Horse, Pointer, 10x3¼ in face 3.00
Creamery, Jersey, 9x6 in face 3.25
Creamery, Holstein, 9½x5¾ in face 3 50
Dust, Pencock, 10½x4 in face 2.25
Hand, Windsor, 4½x1¼ in face per gross ... 5.00
Whitewash Snowstorm, 9-in, per doz 2.00
Same 8-in, per doz..... 1.75
Same 7-in, per doz .. 1.50

CAN OPENERS.

Diamond per doz $0 75
Crown, per doz 1 25
Climax per doz 2 25

CARPET SWEEPERS.

Bicycle per doz 25 00 to 27.00
King per doz .. 24.00

CHEESE RAPES.

Round No. 1 10 in $2 20
Round No. 2 12 in 2 25
Round No. 3 14 in 3 50
Square, each 4.00

Clothes Line.

Hemp 40 feet per doz $0 80
Hemp 60 feet per doz 1 25
Cotton 40 feet per doz 80
Cotton 60 feet per doz 1 20
Cotton 72 feet per doz 1 75
Sisalia 40 feet per doz 1 25
Sisalia 6 feet per doz 2 50
Wire Cord 36 feet per doz .. 1 75
Wire Cord 50 feet per doz .. 2 00
Wire Cord 60 feet per doz .. 1 05
Wire Cord 72 feet per doz . 1 60
Wire Cord 100-foot, per doz . 2.75

COLUMN 36.

Clothes Line Pulleys.

Galv. Iron, per doz $0.50

CLOTHESPINS.

Common, per box of 5 gross .60
U. S. Patent Spring, per gr .60

COFFEE MILLS.

Enterprise, Family, No. 1. doz. $2.50
Enterprise, Family, No. 2. doz. 3.50
Enterprise, counter, ea.... 6.50-35.00

CORKS.

Wine, pt size, per M..... $4 20
Wine, qt size, per M..... 5.25

Demijohns.

Discount: on ¼ gal. 2, 3 and 5 gals. 50-10; on 1/2 and 1 gal., 50-10-5.

¼-gal., doz..$3.25 2-gal., doz..$10 50
½-gal., doz.. 4.50 3-gal., doz.. 13.50
1-gal., doz... 6.50 5-gal., doz.. 19.00

Dust Pans.

No. 1 Japan, doz..... .63
Covered, doz 1.25
Janitor, doz 2.25

Dusters.

China, fancy colored, doz.... .80
Standard Turkey, No. 10, doz.. 1.60
Standard Turkey, No. 12, doz.. 2.10
Standard Turkey, No. 14, doz.. 2.75
Standard Turkey, No. 16, doz.. 3.25
Standard Turkey, No. 18, doz.. 3.75

DOOR MATS, COCOA.

	Per Doz.
Light, No. 1, 14x24	4.00
Do No. 2, 16x27	5.50
Do No. 3, 18x30	7.25
Do No. 4, 20x33	9.00
Medium, No. 1, 14x25	5.25
Medium, No. 2, 16x27	6.75
Medium, No. 3, 18x30	8.50
Medium, No. 4, 20x33	10.25
Extra, No. 2, 16x27	9.50
Extra, No. 3, 18x30	12.50
Extra, No. 4, 20x33	15 00
Extra, No. 5, 22x36	18.00
Keystone Steel Mats	

Faucets.

Cork lined, No. 1, doz.....$0.60
Cork lined, No. 2, doz..... 75
Cork lined, No. 3, doz..... 90
Cork lined, No. 4, doz..... 1.25
Cork lined, No. 5, doz..... 1.50
Molasses Gates $0.25
Self-Measuring Faucets, each 3.00
Syrup Pumps (Enterprise), ea. 5.75
Syrup Pumps with auger, ea.. 6.00

Ironing Boards.

4-ft., per doz..... 4.20
4½-ft., per doz..... 4.75
5-ft., per doz 5.25
5½-ft., per doz 5.75

LAMP CHIMNEYS.

XX Eureka Grade.
Eureka Crimp Top in Cartons.

	Per Doz.
No. O or E, 6 doz. in case	.75
No. 1 or A, 6 doz. in case	.75
No. 2 or B, 6 doz. in case.	.95

Eureka Electric.
In Cartons.

No. 2, 6 doz. in case, per doz. 1.00

Lantern Globes, per doz
Packed 5 doz. in case.... .70

Eureka Rochester.

	Per Doz.
No. 1, 6 doz. in case....	.85
No. 2, 6 doz. in case.....	1.05
No. 3, 6 doz. in case.....	2.10

Macbeath Pearl Top.

No. 1 or A, 6 doz. in case.	.85
No. 2 or B, 6 doz. in case.	1.05

La Bastie.
Heaviest and best in market.

	Per Doz.
No. A, plain bulk, 6 doz. in case	1.22
No. B, plain bulk, 6 doz in case	1.53
No. A, crimp bulk, 6 doz. in case	1 32
No. B, crimp bulk, 6 doz. in case	1 63

Common Chimney.

	Per Doz.
No. 0 or E, 6 doz. in case.	.40
No. 1 or A, 6 doz. in case..	.45
No. 2 or B, 6 doz. in case.	.55

Common Rochester.

No. 1, 6 doz. in case.....	.75
No. 2, 6 doz. in case.....	.90
No. 3, 3 doz. in case.....	2.00

Lamp Burners.

0 or E, per doz	$0.50
1 or A, per doz	60
2 or B, per doz..4	75
(Blaze fits 13 collar, takes E wick)	
Solar Burners, doz	1.50

LEMON SQUEEZERS.

Ball, per doz $0.80
Glass, No. 1, per doz..... 50
Glass, No. 2 (for oranges) doz 85

MOPS AND HANDLES.

	Per Doz.
9-lb. Mops	1.20 and 1.65
12-lb Mops	1.60 and 2.20
Patent Mop Handles	1.00
Plain Mop Handles	.90

PAILS.

	Per Doz.
Wood, painted, 3 hoops...	2.25
Wood, varnished, 3 hoops	2.25
White Cedar, 3 galv hoops	2.75
Fiber	3.50
Galvanized, 10 quarts	1.75
Galvanized, 12 quarts	2.05
Galvanized, 14 quarts	2.30

SHELF PAPER.

	Per gross.
Narrow, assorted colors.	.12
Wide, assorted colors....	.35

COLUMN 37.

TUBS.

White Cedar—No. 0, 13.00; No. 1, 10.50; No. 2, 9.00; No. 3, 8.00.

Painted or varnished—No. 0, 11.40; No. 1, 9.60; No. 2, 8.40; No. 3, 7.20.

Fiber—No. 0, 18.00; No. 1, 14.50; No. 2, 12.50; No. 3, 11.00.

Galvanized—No. 1, 5.50; No. 2, 6.20; No. 3, 7.20.

WASHBOARDS.

	Per Doz.
California, regular size.....	2.10
California, small	.90
Stag	2.75
Bronze	3.50
Good Enough	2.25
Anchor, single	1.90
Nameless	2.25
Peerless, double	3.50
North Star	3.50
North Star, protector....	4.00
Crystal Glass	4 00
Misses	1.50
Toy	.90

WICKING.

	Grs.
Lamp, 0 or E, ⅜-in.....	$0 40
Lamp, 1 or A, ⅝-in.....	.45
Lamp, 2 or B, 1-in.....	.70
Lamp, 3 or D, 1½-in.....	1.10
No. 1 Rochester	2 25
No. 2 Rochester	3.25
No. 3, Mammoth	10.50
Junior Rochester	2 00
Stoves, 3-in	2 00
Stoves, 3½-in.	2 50
Stoves, 4-in	2.50
Stoves, 4½-in	3 50
Stoves, 5-in	3.50

WRINGERS.

Wood Frame Novelty.
Two top screws; iron tub clamps.

	Per Doz.
No. 350, 10x1¾ in	30.00
No. 351, 11x1¾ in	36.00
No. 352, 12x1¾ in	42.00

One top screw; wooden top clamps.

No. 360, 10x1¾ in.....	31.00
No. 361, 11x1¾ in.....	36.00
No. 362, 12x1¾ in.....	42.00

Ball Bearing.
No. 380, 10x1¾ in..... 40.00

MISCELLANEOUS.

Barrels, paper, 100-lbs, ea.	.80
Barrels, pa., 50 lbs ea.....	.65
Barrel Covers, 17-in. (flour barrel size), per doz.....	1.80
Barrel Covers, 21-in (sugar barrel size), per doz.	2.70
Basins, fiber, 12-in., pr dz.	2.25
Basins, fiber, 1½-in., per doz.	2.50
Brownies, per doz... .75 1.00	1.25
Butter Ladles, plain, doz....	45
Butter Ladles, clays, doz	85
Butter Spades, doz	40
Dishes, oval 1, 2 and 3-lb. per 1.000.....2.20, 2.50,	2.90
Dishes, wire end..... .....1.35, 1.80, 2.35, 2.85,	3.25
Egg Beaters, Dover.....	1.00
Lemon Squeezers, fiber, dz	1.25
Measures, fiber, 4 pcs.....	1.25
(Set pt., qt., ½ gal and funnel)	
Lanterns, O Tubular, doz.	5.00
Lanterns, candle, frame, only doz.	1.00
Lantern Candle, with chimney, doz.	1.75
Lantern globes, in bbls.	70@95
Mouse Traps, 1 to 6 holes, doz., 6 holes.....	.60
Traps, mouse, "Does-it-easy," doz.	25
Traps, rat, "Blizzard" doz....	.80
Nest Eggs, per doz.....	20
Oil Cans, 1 gal., cush., per doz	1.50-4.50
Oil Cans, 1 gal., galvanized Iron	2.00
Oil Cans, 5 gal., galvanized iron	6.00
Potato Mashers, per doz.	45@75
Rolling Pins, per doz.	1.20 and 1.45
Spoons, wooden...30c, 37c	.65
Step Ladders, each per ft.	.17 .40
Tacks, steel, asstd, 2-oz, doz..	25
Tacks, Common, 2 oz., doz..	10
Tapers, gas, 30/17-in, stgs. doz	65
Tobacco Cutters, standard, ea	80
Toothpicks, per case, 110 box	2.25
Twine Holders, hanging, doz	2 00
Twine Holders, counter, doz .	3 10
Spittoons, fiber, 13-inch..	6.00
Spittoons, fiber, 12-inch..	4.75
Spittoons, fiber, 9-inch...	4.00
Whips	.90
Window Screens, 12 in., doz..	1 60
Window Screens, 18-in., doz..	2 20
Window Screens, 24-in., doz	2 64

STATIONERY.

Blank Books.

Counter, 48-leaf .....$	50
Counter, 92-leaf	75
Cap Day & Ledger, per 100 pp	10@ 40
Full bound	50@ 75

Writing Paper.

	Ream.
Commercial Note, 5lb....	45@ 75
Commercial Note, 6lb...	50@ 90
Letter, 10 lb, ex	90@1 50
Cap, 12 lb, ex..	1.05@1 80

COLUMN 38.

Envelopes.

	Per M
XX. 5-in.	1.00@1 50
XX 6-in.	1.10@1 60
XXX. 10-in.	2.80
XX, 4-in., Baronial, cream or white	1.40@1.80
XX, 5-in., Baronial cream or white.....	1.60@2.00

Inks.

Scott & Gilbert Co.,
Manufacturers,
214-216 Mission Street, San Francisco

SUNSET BLUE BLACK



	gross
Cones, 3 dozen case	$4.50
2 oz. round studs 3 dz..	4 50
	doz.
4 oz. round studs, 3 dz.	75
½ pints, 2 doz case..	1 25
Pints, 2 doz. in case	2 00
Quarts, 1 doz. in case	3 50
	gal.
5 gallon kegs	70
10 gallon kegs	60
Barrels ...	50
	doz.
Assorted colors. 1 oz, stands, any color	50
2 oz. stands, any color	75

BLACKSTONE MFG. CO.
1960 Howard St., S. F., Cal.



	Gross
Cones, 3 doz to cs.....	$3.75
2-oz., Rnd Cylndr, 3 doz to cs..	2.90
3-oz., Rnd Cylndr, 3 doz to cs..	5.75
4-oz., Rnd Cylndr, 3 doz to cs..	6.50
	Doz.
8-oz., Rnd Cylndr, 2 doz to cs..	1.15
16-oz., Rnd Cylndr, 1 doz to cs.	2.00
Full qts., Rnd Cylndr, 1 doz to cs	3.75

Above prices are for Jet Black, Blue Black, Green, Blue, Violet and Carmine Inks.
(Copying Inks 10 per cent additional.)

Miscellaneous.

Carter's or Sanford blk cylinder, gross	4.50
Sanford's, 4 oz., black cylinders, doz.	60
Sanford's ½ pt, doz.....	1.75@2.00
Sanford's pts, doz	3.00@4.50
Sanford's qts., doz.	5.00@7.50

Lead Pencils.

	Gross.
Plain cedar	60
Black polished	1.10
Cedar, rubber tip	1.00
Red polished, metal rubber tip	1.50@3.50
Carpenters'	1.75@2.25
Eagle Automatic, doz.. doz.	85@2.00 40@1.80



Mucilage

Scott & Gilbert Company
Mafvs., 214-216 Mission St
San Francisco, Cal.

SUNSET EXTRA HEAVY

	doz.
2 oz. cones, 3 doz. cs.	37½
3 oz. cones, 3 doz. cs.	75
½ pints, 1 doz. case	2 00
Pints, 1 doz. in case	3 50
Quarts, 1 doz. in case	7 00
Gallons, ½ doz. ca e	20 00

Blackstone Mfg. Co.
1960 Howard St. S. F., Cal.

	Gross.
2-oz. Cones, 3 doz. to cs.....	$4.00
3-oz. cylndrs. 3 doz to cs.....	5.75
	Doz.
8-oz. round, 2 doz to cs.....	1.75
16-oz. round, 1 doz. to cs.....	3.00
Full qts., 1 doz. to cs.....	5.00

Bulk quotations (5, 10 and 30-gal.) on application.

Steel Pens.

	per gr. Gross.
Railroad, 1 gross in box.....	$0.40
Stub No. 413	40
Falcon	40
Bank	40
Easy Writer	50
Extra Fine	45
Elastic	45
Railroad Stub	40
Ladies' Falcon	40
School	40
Spencerian No. 1	85
Gillotts No. 404	50
Gillotts No. 303	1.00

COLUMN 39.

Department 22.

TOBACCO, CIGARS, SMOKERS' SUPPLIES, ETC.

AMERICAN TOBACCO CO.

Plug Tobacco.

Battle Ax, 16 oz, 8x12, 6 cuts, 12, 24 lb	39
Big Gun, 8 lb. butts, also 16 lb. butts, 16 oz., 3x12, 6 cuts.....	44
Brandywine 4 to lb., 2¼x9, 3 cuts, 4 and 8 lb	46
Bullion, 16 oz 8x12, 12 lb.....	47
" 6 to lb., 1x6, 20 lb ..	50
Burr Oak, 16 oz., 3 x 12 emb., 6 and 12 lb.	48
Climax, 16 oz, 2x12, 6 cuts, 6, 12 and 30 lb	45
Climax, 7 oz, 2x12, R & R 6 cuts. 7, 10½ and 21 lb.	48
Climax, 7 oz, 3x12, thin, 7 and 14 lb	48
Climax, 6 to lb, 2x3, Twin 48. 4 lb boxes	50
Climax, 14 to lb, 1x3, Figs 4 lb boxes	54
Cross Bow, 14 oz, 3x12, 4 cuts 14 lb	38
Drummond Nat., 5½ oz. 3x12, 8 cuts, 6, 8, and 12 lb	63
Five Brothers, 4 oz, 3x6, 2 cuts, 4 and 8 lb	65
Gold Rope 7 to lb. 3, 6, 12 lb. ..	56
Gold Rope 14 to lb. 4, 8 lb	58
Good Luck, 3x6, 10 lb.	45
Granger Twist, 12 and 15 lb pails	45
Horse Shoe, 16 oz, 3x12, 6 cuts. 8, 12 and 24 lb	44
J. T., 7 oz, R & R, 2x6, 2 cuts, 10½ and 21 lb	39
J. T., 7 oz, Smo. 2x6, 2 cuts, 10½ and 21 lb.	39
J. T., 14 oz, Smo. 8x12, 4 cuts, 10½ and 21 lb. .... R & R...	39
Newsboy, 48 plugs to 10 lbs. 2¼x4½. 10, 15 and 25 lb.....	40
Nobby Spun Roll, 7 to lb, 1½x8½, 3, 6 and 12 lb.....	57
Old Honesty, 15 oz, 3x12, 6 cuts, 7½, 15 and 30 lb	44
Old Kentucky, 6 to lb, R. & R., 8, 16½ and 25 lb...	48
Old Peach and Honey, 6 to lb 8 lb butts	48
Out of Sight, 12 butts, 12 oz., 3x12, 8 cuts.....	35
Piper Heidsieck, 5½ oz, 2⅜x8, 3 cuts, 4, 7, 14 lb	69
Red Cross, 16 oz, 8x12, 4 cuts 12 and 24 butts	33
Red Ribbon Twist, 10 to lb, 6 inch, 8 lb pecks, 16 lb ½ bus	40
Saw Log, 16 oz, 2x12, 6 cuts 24 lb.....	46
Saw Log, 32 oz, 3x12, 12 cuts, 32 and 48 lb	46
Something Good, 5½ to lb, 2x4 8, 18 lb.....	45
Spear Head 14 oz, 2x12, 6 cuts, 6, 18 and 30 lb.	45
Spear Head, 7 oz, 2x12, 6 cuts, 7, 10½ and 21 lb	48
Standard Navy, 14 oz, 3x12, 4 cuts, 14 and 28 lb.	38
Star, 16 oz, 3x12, 6 cuts, 12, 24 and 52 lb	45
Weissinger's Special, 5 1-3 oz., 3 x 12 emb, 2, 6, 12 lb.	63
W. N. T. Nat. Leaf, 6 and 12 lbs., bxs., 5½ ozs., 3x12....	57

Smoking Tobacco.

(5-lb Cartons, 25 and 30-lb cases.)

Seal of N. C., 1⅞ oz, foil.....$0.68	
Seal of N. C., 3½ oz, foil.....	.62
Seal of N. C., 8 oz, foil.....	.59
Seal of N. C., 16 oz, foil.....	.59
Old Gold, 1⅜ oz, foil or pouch	.70
Old English curve cut, 1⅞ oz	.74
Old English curve cut, 3½ oz	.74
(In curved tins.)	
Pedro, 2½ oz, foil.....	.49
Pedro, 2½ oz, pouch.....	.51
Pedro, 2½ oz, assorted.....	.50
Pedro, 16 oz, tin canisters....	52
Dixie Queen, 1⅞ oz, foil.....	.40
Dixie Queen, 16 oz, tin canisters, 6-lb cartons, 24-lb cas	.43
Duke's Mixture, 1⅝-oz sack..	39
Arlington, 1⅝ oz, foil.....	.65
Cross Cut, 1⅝ oz, foil.....	.60
Duke's Cameo, 1⅝ oz.....	.42
Duke's Cameo, 2½ oz, foil....	.45
Melrose, 1⅝ oz, foil.....	.65
Fragrant Vanity Fair, 1⅝ oz, foil	.95
Red Indian Plug Cut, 1⅝ oz and 3½ oz, foil.....	.42
Red Indian Plug Cut, 16-oz pails	.44
Fashion, 1⅝ oz	.41
Fashion, 16-oz pails.....	.44
Bull Durham, 1 oz.....	.65
Bull Durham, 1⅝ oz.....	.65
Bull Durham, 3½ oz.....	.60
Bull Durham, 8 oz.....	.58
Bull Durham, 16 oz.....	.58
Pick Leaf, gran, 1 oz, 25-lb cs	.60
Corn Cake, gran, 1-lb bags, 25-lb cases, per lb.....	.28
Echo Plug Cut, 1⅝ oz.....	.48
Red Bell, 1⅝ oz.....	.42

COLUMN 40.

Red Bell, 16-oz pails.....	.43
Oriental Mixture, 3½-oz tin..	1.00
Imperial Mixture, 2½-oz tin.	1.30
Plum, 1⅝ oz, foil.....	.62
Three Kings Mixture, 3½-oz tins	1.35
Monte Cristo Mixture, 3½-oz tins	1.50
Yale Mixture, 1-oz tin.....	1.35
Yale Mixture, 1⅝-oz tin.....	1.60
Yale Mixture, 3½-oz tin.....	1.55
Honey Dip Twist, 10 to lb....	.46
Master Workman, 10-oz plug, smoking	.46
Old Virginia Plug, smoking, 5 oz, 10½ lb., 6x5.....	.42

Fine Cut Chewing.

Hiawatha, 1 oz.....	.59
Hiawatha, 10-lb bulk, bright or dark	.59
Hiawatha, b'ght or d'k, 1-lb tins, 5-lb. pails	.58
Sweet Cuba, b'ght or d'k, 1-lb tins, 5-lb. pails	.46

Cigarettes.

Fragrant Vanity Fair $4 08	
Duke's Cameo	4.08
Sweet Caporal	4.08
Virginia Brights	4 08
Old Dominion	3.98
Pets (foil packages).....	6.52
Richmond Straight Cuts.....	6.62
Turkish Trophies	7.75
Egyptian Deities, No. 1, 10s..	21.50
Egyptian Deities, No. 3, 10s	$18.36, 19.22
Mogul	11.22

Cheroots, Etc.

Vaporettes in tin foil, 5 for 10	14.00
Old Virginia Cheroots, 5's....	14 00
Jumbo Stogies, 100 in carton..	13.50
Between the Acts Little Cigars, 10's, tin and paper..	8 50
Bengal Little Cigars, 10's....	7.50
Royal Bengal, 10 in pkg.....	12.00
Van Bibber Little Cigars....	17.50
Sub Rosa Cigarros, 10s, per 1 000	4.10
Florodora	12.50

Cigarette Papers.

Vanity Fair, 50 pkgs in box..	1 05
Wheat Straw, 50 pkgs in box.	1.25
Wheat Straw 100 pkgs in box	2.50
Wild Oats, 40 pkgs in box....	.90
Red Seal, 50 pkgs in box.....	.25
Corn Husk 50 pkgs in box...	1.15
Corn Husk 100 pkgs in box..	2.30
Interlock, 50	1.15
" 100.	2.25

THE HILSON CO.

Hoffmann House Little Cigars, 10 in package, 250 in carton	$7.50
Hoffmann House Magnums, 10 package, 100 in carton....	12.00
Hoffmann House Petit Duc, 10 in package, 100 in cart'n	15.00
Hoffmann House Cavaliers, 10 in package, 100 in cart'n	18.50

J. E. PACE TOBACCO CO.

Scroll Tag, twist, 6 to lb....	.66
Scroll Tag, 10 oz.....	.66
Mastiff Plug Cut, 1⅝ oz.....	.67½
Mastiff Plug Cut, 3½ oz.....	.65½
Mastiff Plug Cut, 10 oz.....	.52

AMERICAN SNUFF CO.

French Rappee, 1⅝ oz, pr dz.	.96
French Rappee, 3½ oz, pr dz.	1.80
French Rappee, 16-oz jars, per lb	.65
Maccaboy, 1⅝ oz, per doz....	.96
Maccaboy, 3½ oz, per doz....	1.80
Maccaboy, 16-oz jars, per lb.	.60
Irish High Toast, 16-oz. jars, per lb	.57
Scotch Lillienthal's, in bladders	.60

CIGARS.

Porto Rico Cigar Co.

El Primero, Forziano Porto Rico	30.00
El Manifesto, Invincible Roosevelt Porto Rico	87.50

PIPES.

	Per Doz.
Cobs, Hot Shot, 3 doz.....	$0.25
Cobs, Gem, 3 doz.....	.25
Cobs, No. 3, 3 doz.....	.50
Brier, W. P. & Co., Assorted, 3 doz	2.00
Brier, Display Stands. 1 doz.	2.00
Brier, Showcase Assortment, 3 doz	6.00
Pipe Mounts, 1 doz.....	.75
Cherry Stems, 2½x6 in.....	2.00
Cherry Stems, 2d 2½x6 in....	.85
Clay Pipes, T. D., 1½ gross per box	1.25

	Per Box.
Clay Pipes, Woodstock, 1½ gr., per box	1.25
Uncle Sam Cob Pipe, 3 doz box	1.00
Eclipse Patent Cob Pipe, 3 doz. box	1.75
Climax Cob Pipe, 3 doz. box...	2.25
Jewel Cob Pipe, 3 doz. box....	.90
Dewey Cob Pipe, 3 doz. box...	2.50
No. 19 Cob Pipes, 1 doz box....	2.00

Attracting Trade

Get Ready for the Holiday Trade.

Enterprising dealers are preparing for the holiday trade, and laying their plans to capture a generous share.

Take plenty of pains to let those people who wander from store to store in search of holiday goods, know that you have a desirable stock, and they'll come to you.

Go after December's easy business hard—choose the right goods and the right methods with which to do the work. Dealers who have acquired experience in holiday lines plan early, buy early, display early in the effort to sell early and then sell again.

Prepare your advertisements before the busy time begins. Get your headwork for your holiday campaign done in advance to as great an extent as possible

Establish that condition and they will be apt to come to your store as a matter of course when Christmas buying does begin in earnest.

Taking Advantage of Current Events.

The enterprising dealer should ever be on the alert to take advantage of current events and local celebrations in his particular section or city, to direct attention to his place of business.

The wideawake man who watches the daily newspapers can always find some topic of interest which can be seized upon and turned to account in exploiting his business.

The dealers in New York recently missed a capital opportunity of this sort. A young man was knocked down by an automobile in a busy part of Broadway and painfully injured.

He was picked up and carried into the lobby of an adjacent theater, where reclining upon an improvised couch and surrounded by a curious and more or less sympathetic crowd, he awaited the coming of an ambulance to take him to a hospital.

While in this position he asked for a cigarette, which was promptly furnished. As he lighted it the look of pain left his face, his groans ceased, and he awaited the ambulance with becoming fortitude, says Tobacco.

Most of the daily newspapers wrote up this little incident at greater or less length, and printed the story under conspicuous headings. What an opportunity this would have been for wideawake dealers to have clipped these articles from the newspapers, and secured them to the glass in their show windows, with an explanatory bulletin reading, "It was the ——— brand of cigarettes that eased the poor fellow's pain"; or, "The young man smoked one of our famous —— cigarettes and naturally forgot his pain"; or some similar phrase, of course using the name of the particular cigarette whose sales they desired to push.

If such a device had been employed and accompanied by an attractive display of the brand of cigarettes mentioned, it is practically certain that an immediate increase in sales would have resulted, while scores and hundreds of passers-by would have had their attention attracted to the store, and many would have commented upon the dealer's cleverness.

Catering to Cranky Customers.

One of the most delicate duties of the man behind the counter in a cigar store is the handling of cranky customers. There are several points to be considered in dealing with this all too numerous class. As a rule the crank has some decided ideas of his own as to what he wants, and as to what would be a good thing for every one else to have, and the man who desires his trade must not, therefore, disagree with him too strongly. If he expresses a decided preference for any particular brand of goods manifest an interest in his choice if not approval of it and leave him under the impression that he knows a good thing when he sees it, and that his ideas are correct.

Don't contradict the crank if you want his money. Let him talk, and after he is through you can sell to him without much trouble.

Don't argue with him if you want his business. Let him have his own way—apparently—and you will find he is not such a bad fellow after all.

Style in the Package Counts.

Style in the package counts, so does the character of the twine. A bit of green, red or pink twine may help to give a customer a favorable impression This is especially desirable at the holiday season, although it helps at all seasons of the year.

ANDERSON TOOL COMPANY.

Important Manufacturing Concern Establishes Headquarters for the Coast in San Francisco.

The Anderson Tool Company of Anderson, Ind., a manufacturing concern of immense capacity has established an office in the James Flood building as a center of distribution for the various grocery conveniences which they produce. Among the specialties of this company are:

The only Computing Cheese Cutter which computes money values.

Computing Scoops.

Computing Scales.

A Computing Oil Tank. The only one-piece oil tank made entirely of steel and iron.

The Anderson Tool Company is in the center of the natural gas belt of Indiana. It was the cheapness of fuel that enabled them to secure the enormous advantages they have over other manufacturing concerns in the matter of prices

Their local offices will be under the management of Wm. A. Hawley, who will be their representative for the Pacific Coast.

ASSOCIATION NEWS.

National—The Retail Grocers of St. Louis voted to send a donation of $100 to the National Grocers' Association in order to help supply it with the funds necessary for it to continue its existence without having to call upon outside interests for support.

Little Rock, Ark.—Arrangements have been made for a banquet on November 14th when President Green of the National Association is to be the guest of the Little Rock grocers. The Association collection department and credit rating department have both been making good progress and the fire insurance committee is also doing good business.

New Orleans, La.—The Association is seeking to have the Pelican Cracker Factory and National Biscuit Co. discontinue charging cracker prices for cardboard. The Pelican Cracker Factory has agreed to allow one-half pound per package. The Association does not believes that amount is sufficient and wants either to have the full allowance or have the cardboard taken out altogether. The Klotz Cracker Company quit using cardboard several weeks ago and since then has been doing a tremendous business with the retail grocers, who handle their goods in preference to goods packed with cardboard. Several of the largest retail grocers of the city have discontinued patronizing one of the wholesale grocery houses because it insisted upon supplying a large Canal street dry goods store with goods. A letter was received from the Wholesale Grocers' Association stating that they had adopted a resolution urging wholesalers to discontinue selling to dry goods stores. A resolution was adopted thanking the wholesalers for their action.

New Orleans, La.—The enactment of the Legislature requiring trading stamp companies to pay an annual license of $5,000 has practically done away with the nuisance in Louisiana.

Detroit, Mich.—The large baking establishments of this city have signed an agreement with the Grocers' Association not to sell bread at retail except to boarding-houses, restaurants, etc., that use at least three 2-lb. loaves per day. The business meeting of the Association was cut short as the entertainment committee had arranged for a pedro party, followed by a Dutch lunch. The members played until nearly midnight. The prizes awarded were as follows: Smoking jacket, silk umbrella, watch fob and meerschaum cigar holder.

Atlanta, Ga.—The Atlanta Retail Grocers' Association gave a smoker to all grocers and butchers of that city, members and non-members, on November 9th. The smoker was largely attended and the occasion very enjoyable. The Association has now fully 90 per cent of the available merchants as members.

Toledo, O. Members of the Association are complaining of retailing by the wholesalers. This matter came up once before and was stopped by the wholesalers when the retail grocers took action. It would seem as if the salesmen were again getting more anxious to do business than to protect their customers.

LASH'S
KIDNEY & LIVER
BITTERS
CURES DYSPEPSIA.

HAVE YOU NOTICED
all these Signs around Town?



It shows that most of the Grocers keep what people ask for—WUNDER BEER If YOU don't, wake up phone to our bottling works and they will send their man to see you.
Phone South 1098

MONEY-WEIGH SCALES
Pay for themselves in
Less than a Year.
Sold on Easy Monthly Payments
PIERCE & CO.
Flood Bldg. (8th Floor) Market & Powell



J. F. Cutter Whiskey
IS THE BEST SELLER FOR THE RETAILER ON THE MARKET
E Martin & Co.
Sole Agents
54 FIRST STREET
San Francisco

Highest Award and Gold Medal at St. Louis Fair, 1904
Was Awarded the TOLEDO COMPUTING SCALE COMPANY
FOR EXCELLENCE OF SPRINGLESS AUTOMATIC COMPUTING SCALES.


No. 53. General Groceries.


No. 54 Meats and Butter.


No. 25. Teas and Coffees.

In this type of scale a pendulum is employed to counterbalance the commodity, dispensing entirely with beams, weights, poises and springs.

THE ADVANTAGES ARE:
1st. It stops overweight
2d. It is automatic.
3d. It has no springs.
4th. It is absolutely accurate in both weighing and computing.
5th. It eliminates all hand operations, thereby preventing errors
6th. It saves time and labor.
7th. It shows the correct weight to the customer.
8th. It has a tare beam
9th It is extremely sensitive.
10th It is simple in construction.
11th. It is the only scale over which small drafts can be sold at a profit.
12th. Sold on easy payments.
13th. Backed by factory guarantee.
14th. They are absolutely honest

Write to the originator of Retail Weighing Systems for further information.

SOME PROMINENT CALIFORNIA USERS OF TOLEDO SYSTEMS.

Goldberg, Bowen Co.
West, Elliott & Gordon
Irvine Bros
Wilfert Bros.
J. D. Hess & Co.
H. Lehrke Sons, Inc.
Magraw Bros.
Herman Horn
Stulz Bros
John W. King
Peters Bros.
H. Wreden & Co.
Twentieth Century Market
R. Schroeder
T. H. Corcoran & Co.
Doyle & McGown
G. B. Clifford & Co.
W. & H. Hohn
D. Hadeler
J. C. Owens
Kohn Bros.
Danemark Bros.
Henry Mueller
Faber & Co.
O. J. Fladmark
Chas. Ferro & Co.
Ford Sanborn & Co.
Williamson & Garrett
A. J. Steiner
H. Graff & Co.
Burtchaell & Co.
C. Grosjean & Co.
Martin's Cash Store
Wilkes & Pearson
A. R. Bogue
Woodland Rochdale Co.
Chapman, Johnson Co.
Grifling & Greaney
W. H. Garretson
G. P. Schaefer & Co
Fuller & Co.
Hochheimer & Co.
Dorsey-Robinson Co.
Tomlinson & Gardner
Geo. A. Russell
Henry Grunal
Thompson, Beard & Son
E. R. Gifford Co.
Max Spaete
G. F. Dorman
The McCormick Faeltzer Co.
Uno-Troili
A. Sutherland

FRANK F. WEAR, Agent and Gen. Mgr. Pac. Coast. Office at 1634 Market St., S. F. Cal.

Grocery Markets.

Commercial Outlook of the Western World as shown by Present Conditions.

Office of the ADVOCATE.
Thursday Afternoon.

ADVANCES.

Baby Olives, per dozen to 90 cents.
Salmon Bellies, bbls to $11.50; ½-bbls 100s to $7.25; ½-bbl 50-lb to $6.00; kits to 90 cents.
P. & W. Blueberries, per doz to $1.80.
Russian Caviar, 1-lb tins, 2 doz in case, to $11.50; ½-lb to $6.50; ¼-lb, 5 doz in case, to $3.25; ⅛-lb, 6 doz in case, to $1.80.
Norwegian mackerel, bloater, 200-lb bbl, 120-130 fish, to $45; No. 1, 150-160 fish, to $35; No. 3, 400-500 fish, to $20.
La Bastie Lamp Chimneys, No. A plain bulk, 6 dozen in case, to $1.22; No. B to $1.53; No. A, crisp bulk to $1.32; No. B to $1.63.
Medium Holland or Edam Cheese, plain, per doz, to $8.50 and $9.00.
Smoked Eels, No. 1, per doz, to $2.50.
Apples, Evaporated, fancy 50-lb boxes to 11 cents; extra choice to 10 cents; choice to 9 cents.

DECLINES.

Hops, per lb to 21 cents.
Our Mother's Mush, 3 doz to $2.25; 6 doz to $4.50.
Dry Salt Meats, sides to 10½ cents; bellies to 12 cents.
Galvanized Pails, 14 quart to $2.30.
Common Rochester Chimneys, No. 1, 6 doz in case to 75 cents.
Pacific Codfish, boneless, 30-lb boxes to 6 cents; strips, 40-lb boxes to 5¾ cents; blocks to 6 cents.
American Sardines, ¼s in oil, per case to $3.00; 5 case lots to $2.90; in mustard, per case to $3.00; ½s in mustard to $2.90.

AGAIN IN MARKET.

Atlas Oats, per case, at $3.25.
Floral Milk, per can, at $4.65.
Durkee Salad Dressing, picnic size, per doz. at $1.00.
Antonini Oil, gallon, at $2.90.
Franco American Plum Pudding, 1s to $3.00; 3s to $5.00.
Christmas Candle Holders, per gross, at 75 cents.

SCARCE IN MARKET.

Jumbo Pecans.
Bonaventura Mackerel, 1s, tomato.
C. & B. Curry, 4 oz. and 2 oz., Malt Vinegar.
China Starch.
P. & W. Clams, 1s.
Paragon Mackerel.
Swan White Asparagus.

FREE DEAL.

Quaker or Scotch Oats—With 12 cases straight or assorted of two above brands one case free.

SUGAR.

New York, December 5th—Raw sugar firm. Refined quiet and unchanged.

New York, December 5—Raw sugar firm and unchanged. Sales of Cubas have been effected at 3 9-16 centrifugals 96 degree test. Refined is in limited demand and steady. Europe is slightly lower for beat.

COFFEE.

The Lewin-Meyer Co. reports:

"There is little doing in the coffee market as everybody is waiting until after the annual stock taking before they lay in new stock.

"Reports from Guatamala are to the effect that the crop up to the 2000 foot level will be all picked by the end of the month; that from a higher level will not be harvested until about February.

Mr. W. P. Powell, minister to Hayti, reports:

"Hayti's crop of coffee for the year will be very large, estimated to be over 75,000,000 pounds. This exceeds the last year's crop by about 30,000,000 pounds, but does not reach that of 1903, which was over 100,000,000 pounds. That, however, was considered a phenomenal crop. Added to this, the cacao crop for the year has been very large, much greater than that of the preceding year.

All the coffee that is produced here, as I have stated in previous dispatches, is sent to Europe, and as the price is very much better than that of last year, the country will reap the benefit of the same.

"The rains, which have been very severe in all sections of the republic for the past week, may reduce this estimate to a slight degree, but it is thought that the crop is in such an advanced state that it was not injured."

New York, November 27—G. S. Kutz, in reviewing the position of coffee, says: "The timidity and heaviness resulting from the liquidation and gradual adjustment of a large long interest for December delivery is evidently on the verge of disappearance and about to give way to a feeling of confidence in the future course of the market. A feeling amply justified by the general situation of the article. Among a number of causes making for improvement particular mention should be made of the small stocks at seaports in Europe, very scant supplies in the interior and increasing deliveries in this country. The interior of the United States has been buying sparingly, from hand to mouth as it were, during recent months, but is already showing a better demand and will become a liberal purchaser the moment prices begin to show an advancing tendency. Regarding European stocks F. Metz & Co., a well known Havre firm, in a circular of recent date, have this to say regarding the phenomenal decrease of stocks of Brazil coffee: On Jan. 1, 1904 stocks in Europe amounted to 6,420,000 bags, thus showing a decrease of 3,065,000 within the comparatively short space of 21 months. In this connection it may also be observed that the total visible supply of the world of all kinds of coffee on the 1st of November, 1905, amounts to 13,006,841 bags, as against 14,350,926 bags at the same time last year."

TEA.

New York, November 28th—John B. Brown & Co. report:

"Brokers both in an invoice and in a line way report a quiet market, the jobbing trade not being disposed at this week of the year to give attention to tea purchases, as their interests are diverted more particularly to the fancy grocery line. The strictly importing jobbing tea houses, however, are continually in the market, but prices seem to be above the views of most of the buyers.

New Crop Green Teas have shown such a considerable advance that most buyers feel disposed to wait until they are forced to buy before paying the market rates. This condition also exists with low grade Japans and Japan Tea Dust, and undoubtedly after the turn of the year, when all importations have arrived, a very much stronger condition will exist and full prices will be paid.

"Tea stocks seem to be held in strong hands and sellers express full confidence in the stability of the market. No cables from abroad would lead one to suppose there were any changes in prices or accumulation of stock."

RICE.

M. Phillips & Co. say:

"The market is very firm, with an upward tendency on Japs and Fancy Carolina.

"**Honolulu Rice.**—The market is up 15c per 100 lbs. again on this rice, and will go higher. It is strange that the retail trade do not buy this rice more liberally when it is a fact that the cooking qualities are superior to the fancy Carolina Rice. It was only a few years ago when this rice was used exclusively by the American trade on the Coast."

New York, Nov. 28th, 1905—Talmage's Son's Co. report:

Market for the week has been rather quiet, nevertheless sales for the month just closing are ahead of any equal period since 1901. Assortments are in true better shape, although there is somewhat scanty supply of Honduras grades ranging from 4c to 5c. The same is true of screenings and broken styles 3c to 4c. Prime to choice grades are more plentiful. Prices on these are firmly held. Strictly fancy sorts are quickly absorbed when offering, prices being full, when quality demanded is satisfactory. Japans are in fair supply and held firmly at prices which are, at the moment, an item below relative value at primary points.

Advices from the South note good demand on the Atlantic Coast, with strong market. At New Orleans the week opens with very strong tone. Millers are not in a very thankful frame of mind, as they claim current prices of cleaned do not give them "a new dollar for an old one" paid out for rough rice and expenses, yet the demand is sufficient to take turn-out of mills daily and is eager enough to submit to the constant advance.

In the interior—Southwest Louisiana and Texas—there is a good demand for rough at firm prices. Values placed on Cleaned reflect the advances in rough. The movement of holiday commodities has taxed transportation facilities to the uttermost and interfered with the free movement of rice.

Cables and correspondence from abroad note firm markets, both spot and forward.

Talmage, New Orleans, telegraphs Louisiana crop movement to date: Receipts, rough, 791,413 sacks; last year, 1,063,008 sacks. Sales, cleaned, estimated 620,472 pockets, last year, 629,717 pockets. Market very strong.

Talmage, Charleston, telegraphs Carolina crop movement to date: Receipts, 14,292 barrels. Sales, 11,611 barrels. Market strong.

Consul Sharp, of Kobe, Japan, reports:

"The prospects for the rice crop in this consular district, which were very unfavorable earlier in the season, have much improved. In the prefecture of Hiogo it is officially estimated that the crop will be 10,515,160 bushels, a decrease of 3.9 per cent as compared with the unusually large crop of 10,975,170 bushels last year, but slightly more than the average yield of this prefecture, which is reckoned at 10,139,577 bushels. Similar figures for the other prefectures in this district are not available, but the official estimate for the crop of the whole country is 204,344,370 bushels, 19.9 per cent less than the total yield last year, and about 7 per cent less than the normal crop. As most of the important rice-growing regions of Japan are in this consular district, this estimate may fairly be taken as a general indication of the situation in the district as well."

CHEESE.

Wieland Bros. report:

"Martins Cheese is firm at present quotations, with prospect of an advance of 1c per pound in the near future. There is no chance of a decline before June, 1906, when new Cheese comes to market."

SALMON.

Astoria, Ore.—Deputy Fish Warden Webster, who has returned from a trip to the various fisheries along the Oregon Coast, says that, despite the reports sent out early in the season regarding the immense runs of fish at those points, the pack will be far behind that of last year. It is true, he says, that when the season first opened there was a good run of salmon, but it continued for a few days only, and since then fish have been very slack. In Coos Bay nothing has been done; at Coquille the average will be about the same as last season, while at Umpqua only a fair pack has been put up. On the Siuslaw the pack is not more than half that of last season, and at Alsea practically the same condition prevails. At Yaquina the pack is fully one-third short, and the cannery at Siletz is far behind. Nestucca appears to have been more fortunate than the other points, and will have an average pack, but at Tillamook the season was almost a failure, and Nehalem will be below the average. Mr. Webster says that a strange feature of the coast fishing this season is the increased number of chinook salmon, which were more plentiful than ever before, especially in the Alsea River.

New York, December 5th.—Salmon strong and steady. Good demand for pinks, which are selling, spot, for 5½d.

Boston.—The New England Grocer says:

"The salmon market continues to show improvement, and there never was a time in the history of the business when so much Alaska salmon was being consumed as at the present time. This is brought about largely by the exceedingly low prices.

"A prominent brokerage concern which is in close touch with the canned salmon interests on the Coast, predicts an advance of 25c per dozen on red Alaska salmon before July 1 next."

FISH.

New York, December 1st.—Strohmeyer & Arpe Co. report:

Irish Mackerel.—"The storms prevailing on the British coast have prevented the curing of Mackerel, and prices have therefore taken an upward turn. Most lots of good Irish Mackerel of desirable size, which are here in receivers' hands, are now limited to higher prices.

Norway Mackerel.—There is hardly any left in Norway for shipment. Stocks are held in very few places and very firm hands, and they are not sellers, but waiting for higher prices, which are expected to rule, especially on the larger fish. The demand for the small Norway Mackerel has been exceptionally good, and continues so because the Norway small Mackerel are so very much superior to the Irish fish and comparatively cheaper.

Imported Sardines.—There is no change, except that French packers have all advanced their prices, stocks being very much reduced. From Portugal there is some small fish coming, but it is selling very nicely, as stocks of small fish had been almost entirely cleared.

Sprats.—In France the catch is finished and short, and prices are higher; elsewhere Sprats are being caught, but prices are higher than last season. The demand for Sprats continues exceptionally good for this time of the year.

In Norway the packers of smoked Sardines have formed a combination and advanced prices, and have advised the trade that further advances will follow.

CORN.

Baltimore, November 24th.—The Trade says:

"Corn is probably in little better request, and correspondingly in a little better price. Well-informed parties say that an immense amount of corn has been passed to the retailer and is going rapidly into consumption among the people. Our reports lend color to the belief that the weakness in the Northwest has passed and that corn has seen its lowest price on the pack of 1905, and that it will quietly and steadily improve in value from now until next pack."

New York, November 22d:

"The market is a shade more active, but without change of values. Moreover, no large lots are changing hands. Even at the inside quotations buyers are so critical as to quality that it is



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For Quality, Unsurpassed.

WESTERN MEAT COMPANY
SAN FRANCISCO, U. S. A.

extremely difficult to do business. The situation as to supplies and general values remains substantially unchanged. There is, however, a better feeling in the market and business promises to improve."

TOMATOES.

New York, December 2d.—Tomatoes are firmer, there being less selling pressure at inside prices; bids of 85 cents, factory, turned down.

Baltimore, November 24th.—Trade says:

"Tomatoes are perhaps a little weaker, 90c to 95c being the quotations for regular No. 3 standard tomatoes, but the situation in respect to them has not altered. There are some parties who expect to see the repetition this year of the situation of three years ago, when tomatoes went up as high as $1.60 per dozen, going first at $1.25 and then jumping rapidly to higher figures. We do not believe in any such development; we do not wish to see it; we think it would be a disadvantage to all tomato packers, and we believe a buoyant and elastic market at the present values of 90c to $1 will give a very much better result in 1906 than would higher figures. One of the peculiarities of this season is the boom that has been given by some kind of circumstances to buyers' labels. In nearly all cases the largest and most reputable packers are catering to the force that holds the best goods for buyers' labels and quotes the house goods at a little less rates."

CRANBERRIES.

Philadelphia, December 1st.—Cranberries are scarce and high, with indications pointing to a further upward movement. Joseph Wilkinson, who is generally considered authority on cranberries, says:

"Cranberries are more active than for the past two weeks. Supplies are the lightest ever known at this season of the year. Steamers coming from Cape Cod are bringing from 75 to 100 barrels, where in former years the usual quantity was from 500 to 700 barrels. Receipts of Jersey berries are practically over, and I do not look for lower prices during the remainder of the year, or until after the holiday demand is over. By that time the very limited quantity remaining on the market will go at very high prices."

The firm of C. Wilkinson's Sons is one of the largest distributors of cranberries in the country.

APPLES.

Julian.—Fears that the apple crop—such of it as remained upon the trees—had been ruined, have been set at rest. The alternating snow and thaw have done no damage except dropping a few apples to the ground.

Santa Rosa.—Wetmore Bros., who own large apple orchards in Western Sonoma, near Stewart's Point and Annapolis, report the crop for this year to be 10,000 boxes. They ship their fruit abroad, and it goes to China, Japan, Australia and other countries. Wetmore Bros. also dry a large quantity of apples.

Fortuna.—The task of packing and shipping apples in this valley is now at its very height and will probably continue through the next six weeks. The apple crop, not only in this valley but throughout Humboldt County, has been an exceptionally good one this year.

Cove, Ore.—The Henningsen Produce Company of Butte, represented by R. W. Stevens, purchased nine cars of apples in the vicinity of Cove recently, for which $725 a car was paid, or a total of $6,525. Many of the Cove apples were sold to the Oregon Produce Company at La Grande; and while the crop was considerable short of last year, the apples are of unusual good quality and are bringing the best of prices.

APRICOTS.

Hemet.—Last week the Hemet Deciduous Fruit Association sold 40 tons of dried apricots. The price was $8.50 per 100 pounds. The sale was made to a Los Angeles firm. Some time ago the association shipped two cars of pits at $7 a ton. A small lot of whole cots was sold at $3.26 per 100 pounds.

PEACHES.

Dried peaches sell at quotations as quickly as offered. The market is nearly bare of them.

New York, December 2d.—Peaches and apricots are quiet, but firm.

PRUNES.

New York, December 2d.—Prunes are firm. There is a fair demand for small lots of spot 40s in 25 pound boxes at 7 cents; 50s at 6¼ to 6⅜ cents.

RAISINS.

Fresno, December 5th.—The combine among the raisin growers is very badly disturbed. M. Theo. Kearney, backed by the Democrat of this city, is using every influence to make the combine ineffective. The result is that the market is very badly upset.

Fresno.—Vice President Tarpey of the Raisin Growers' Company, in speaking of the troubles of the company, says: "There were two great difficulties in our way from the start. One was the inherent weakness in the fact that we did not control enough of the crop to make our position effective. Another was the dread of what would occur when Mr. Kearney came home. With Mr. Kearney in the equation, and under present conditions, I see nothing to do but to secure all the money we can for the growers." "And abandon all organization?" was asked. "No, not necessarily that. I presume the growers will pass on that part of the question at the meeting on the 18th." "Then what should be done?" "The grower wants money, and we want to secure as much for him as possible. The raisins already sold have brought a good price, and there is no danger but what we could obtain fair price for the remainder, so that the average will be good. We are not willing to sacrifice the goods, and that is all Mr. Kearney has to propose." "Do you think that Mr. Kearney's plan is to cut the prices?" "It cannot well be anything else—probably a proposition to sell the goods in a block. Now, we could have slaughtered prices and sold the goods and created a sensation before this had we so desired. Of course, Mr. Kearney's position in asking to be given absolute control is something that we could not consider. If he is to be given that power the rest of us will not stay."

New York, December 2d.—California raisins are dull; imported raisins easy.

FIGS.

New York, December 2d.—Figs are firm.

NUTS.

Arroyo Grande, Calif.—The J. K. Armsby Company have purchased 34 tons of walnuts from the growers of this valley, paying from 10c to 11c per pound for them.

Santa Ana.—The last of the walnuts of the Santa Ana Valley Walnut Growers' Association are being received at the local packing house. Shipments for this year will aggregate 40 cars, one-third less than for last year. Growers who have been holding back their crops on account of the rains are now rushing in the last pickings.

Chicago.—Information received here from various sections indicates that the crop of nuts this season is unmistakably short. Several firms say they are unable to get enough nuts to supply their trade, although good prices are being paid.

New York, December 2nd.—Tarragona almonds are scarce and higher at 12½ cents. Grenable walnuts are easy at 13 cents.

CHILI PEPPERS.

Hollister.—Ball & Abbe of San Juan have sold their crop of chili peppers to San Francisco merchants for 17½c a pound, dried, and have started a crew to work dying them in Flint's steam drier.

OLIVES.

Wieland Bros. say:

"Prices of Spanish Queen and Manzanilla Olives are constantly advancing, owing to short crop in Spain this year."

Redlands.—The olive crop this year promises to equal if not exceed that of past years, and it is quite probable that about 400 tons will be handled in this county. Of this amount J. C. Kubias will produce about 300 tons.

Wildomar.—J. R. White shipped the first car of olives going out of Wildomar this season, receiving $65 per ton. They were consigned to C. P. Grogan, Los Angeles. Mr. White will have about four cars.

BEANS.

Sinsheimer Bros. say:

"Luring the past week the market has quieted down on some varieties of beans, the immediate demand evidently having been supplied with the heavy purchases that preceded it. In a measure this has led to lower quotations on Lima Beans than were prevailing a few days earlier, and while no other varieties were affected in their values, as yet, it may be that one or two other varieties will feel the effect of less inquiry.

"The firmest on the list to-day are still White Beans. We estimate that we did not have more than half a crop of White Beans in this State, and it is probably reasonable to assume that all of them will be wanted before anew crop, and that consequently prices may be expected to gradually harden.

"We consider the weakness in Limas only a temporary one, and confidently expect higher prices to rule before long, even if there should be a decline at ...t.

"Pink Beans have been finding a good market, and are still bought at full market rates. Arrivals should soon be down to the minimum, and with the likelihood of a good demand for this variety, prices should not go lower. We consider Pink Beans safe at present prices.

"Bayos are quiet. Prices are fairly well maintained. The minor varieties show no material fluctuations. A little more firmness in Red Kidney Beans, which are now exhibiting a tendency to advance."

New York, November 27th.—In the list of California products the most active during the past week has been dried Lima Beans. The movement is the result of actual consuming requirements, the supplying of which has been deferred in the expectation of a reaction in the market. On this point a well informed dealer said on Saturday: "Buyers seem to have discovered that they were entirely wrong in following the kind of information which has been put out by local authorities who were interested in circulating bearing reports. The confusion resulting from such statements is now disappearing in the face of free buying on the part of the largest handler of Lima Beans at prices which were considered to be too high a day or two ago by the bears. Bids of 3.85c f. o. b. Coast have been freely made, and that price has been paid for November-December shipment or for stock in transit."

The strongest interest is quoting 4c f. o. b., while smaller shippers who were mentioned early in the season as probably short sellers are now asking 4.10c to 4.25c f. o. b. Among prominent operators it is now accepted as conclusive that with the largest crop on record and the smallest carry-over in ten years the low price of the season has been passed, and that the recent advance of 75c a hundred pounds on the Coast will be maintained as fully warranted, and that a further advance in the near future is not improbable."

HAY.

Somers & Co. report:

"The San Francisco market is exceedingly dull. There is a scarcity of the cheapest grades, owing to the fact that much of same has been disposed of in the country for stock feed. There is also some inquiry for trans-Pacific shipment. A more active inquiry has developed along the California Coast during the past two weeks.

"Owing to the absence of the cheapest grades of hay on the market we quote stock hay higher, with choice grades a bit weaker again.

Choice wheat hay	$14.00 to $15.50
Good grades, same	11.00 to 13.50
Other grades wheat	8.00 to 10.50
Wheat and oat	9.00 to 12.50
Tame oat	8.00 to 12.00
Wild oat	7.00 to 9.00
Stock hay	7.00 to 7.50
Alfalfa	7.00 to 10.50
Straw, per bale	.30 to .65

NEW ORLEANS WANTS IT.

The **Advocate** is in receipt this week of a letter from the Grocers' Association of New Orleans in which they tell why they think the National Retail Grocers' Association should meet at New Orleans in 1907. Their communication gives many interesting statistics as to its population, its tax rate, birth rate, etc., and also declares that New Orleans is the healthiest city in the United States.

While the **Advocate** does not question the fact that all these things are true, we feel that New Orleans should be favored as the next convention city because it is a city that every good American citizen will be interested in visiting. The fact of the convention being held at Niagara Falls will give a special reason for many grocers desiring to attend the 1906 convention, just as many delegates were attracted to the convention at San Francisco in 1904 because practically every citizen of this country is interested and wants to visit and know California.

New Orleans is not only of interest because of its present attractiveness but also because of the splendid historical memories that have this Queen City of the South for its center. Its central location will also be another advantage. The citizens of New Orleans have extended an invitation to the National for many years in succession. Each time New Orleans grocers gave way to their sister cities.

The first point to be considered in a convention city should be as to which location will help draw the largest number of delegates. We are satisfied that in this respect New Orleans will prove more favorable than any other of the cities mentioned up to date.

The letter from New Orleans came over the signatures of T. C. King, president; Aug. Koch, vice-president; J. S. Fineran, secretary; C. G. Fletcher, Geo. Long, J. P. Vezien.

VALUABLE AND INTERESTING.

Two Important Contributions to Irrigation Literature Prepared for Free Distribution.

Two pamphlets splendidly illustrated from photographs have just been issued by the Southern Pacific Co. They deal with irrigation and its result as applied to California.

The first is an address made by Mr. J. B. Lippincott, supervising engineer Reclamation Service, United States Geological Survey, before the Irrigation Committees of the Senate and House of Representatives. This is of much value, coming as it does from an expert after the most careful investigation of the Sacramento Valley, its soil, possibilities, and water sources, the opportunity for storage reservoirs, and the results which would flow from putting water on the land.

The second is a reprint of an article on "Irrigated Agriculture" by Professor Samuel Fortier, in charge of the Pacific district of the irrigation and drainage investigations, United States Department of Agriculture. It is a careful, expert estimate of the land in California available for irrigation, the streams which can be utilized, the need of industrious and intelligent settlers, the cost of preparing the land for irrigation, the errors made by beginners, such as the use of too much water, the value of pumping plants, and a conservative estimate of the results which may be expected from a judicious use of water, judged by what has already been accomplished.

A perusal of these two booklets will be helpful to anyone who is thinking of coming to California to engage in farming.

Copies can be had for the asking by any one who sends 1 cent postage for each to the Advertising Bureau, Southern Pacific, 131 California street, San Francisco, Cal.

Hamilton, O.—S. Kriegenhofer, who has been in the grocery business for twenty years and is now president of the Retail Grocers' Association, is candidate for re-election as City Treasurer.

JAMES M. ELLIS
NOTARY PUBLIC
AND
Commissioner of Deeds
FIRE AND MARINE INSURANCE EFFECTED
323 Montgomery Street
Residence 1233 Geary St.
Tel. Main 5925, SAN FRANCISCO

WHITTEMORE'S POLISHES.



The World's Standard, "Gilt Edge" dressing, blk.	$24 00
"Boston" Waterproof Polish (for men's and boys black shoes)	24 00
"Boston, Jr." 10c. size	10 00
"Dandy" Russet Combination	24 00
"Star" Russet Combination	9 00
"Dandy" Russet Paste	9 00
"Red Box" Russet Paste	5 00
"Champion" Black Friction Polish	24 00
"Champion, Jr." Black Friction Polish	10 00
"Elite" Combination (for box calf, black vici kid, etc.)	24 00
"Baby Elite" Combination (for box calf, black vici kid, etc.)	10 00
"Elite Paste" for box calf (two sizes)	$9 00 5 00
"Superb" Patent Leather Paste	9 00
"Blue Fox" Patent Leather Paste	5 00
"French Gloss" (in cartons, for ladies' black shoes)	9 00
"Royal Gloss," 4 oz. (for ladies' black shoes)	8 00
"Bossola" Waterproof Paste Polish, large	9 00
"Bossola" Waterproof Paste Polish, small	4 50
"Quick White" perfectly cleans dirty white shoes (two sizes)	$24 00 10 00

CAILLER'S
THE GENUINE IMPORTED
Swiss Milk Chocolate
A healthful, nourishing food and delicious confection. Unrivaled for sweet purity, smooth palatability and nutritive excellence.
PAYS from 10 to 15% MORE PROFIT
than its many inferior and unsalable imitations.
JOHN H. SPOHN COMPANY, Agents, 16-22 Front St., SAN FRANCISCO, CAL.

Cigars and Tobacco

Sol Hamburger of A. Santaella & Co., is expected to visit this city in January.

A general strike is in progress in the cigar factories of Key West.

The American Tobacco Company has just paid a regular dividend of 2½ per cent and an extra dividend of 10 per cent on the common stock.

The tobacco trust is completing plans to open a factory in Newport News for the manufacture of cigars, cigarettes, smoking and chewing tobacco.

A number of Portland, Or., cigar dealers have been fined up to $25 a piece for selling tobacco to boys under 18 years of age.

Competition is very active for the supply of cigarettes in Manchuria, between the Japanese tobacco monopoly and the British-American Tobacco Co., who have a factory at Shanghai.

Chicago, Nov. 20—Arrangements are already being perfected for the annual convention of the Cigar Dealers' Association of America, to be held early in January. At the regular meeting of the Executive Committee of the C. D. A. of A., Thursday, the matter of the national convention was discussed at length, and Secretary Leopold was instructed to write letters to the directors urging them to be present, and to the secretaries of the local associations, asking them to take the matter up at the earliest opportunity and to arrange to send a full delegation to the convention.

The many friends and patrons of Rinaldo Bros. & Co., cigar dealers, will learn with interest that they have consolidated their two stores. They have vacated their old quarters at Battery and Sacramento streets, and have moved their wholesale business into their retail store at No. 7 Montgomery street. Their new store runs through from Montgomery street to Lick place and their facilities for showing their goods to advantage are unequalled in this State or elsewhere. In addition to the fine line of cigars, pipes and smokers' articles of all descriptions to be found in the retail department, there will be shown a special selected stock of tobacco mixtures of all varieties for pipe and cigarette.

San Francisco has been captured by an advance guard of the Rough Riders. In a squad of three, mounted on prancing black chargers, they parade up and down the principal streets all day long a bugler at their head sounding the regular military calls. A beautiful silken banner which they carry aloft proclaims the glad intelligence that the Rough Riders cigars are always at the front, and are a truly enjoyable smoke. This is not the first invasion of these mounted bearers of cheerful news to the smokers of San Francisco. A lone rough rider in kaikki uniform visited San Francisco last year and the sales of this superior nickel cigar went up by leaps and bounds, and in a few months had increased four-fold. Now that three men proclaim the virtues of this cigar, even greater results may be expected.

Chicago, Nov. 21—The fact that the National Cigar Stands Co., which proposes to corner the cigar trade of a large proportion of the drug store cigar business of the country, has made its entrance into Chicago through the Public Drug Co., 150 State street, has excited considerable interest in the local trade. If the method of operation of the company is only as stated in the advertisements which have made their appearance in the drug journals and by Stephen Hexter, president of the Public Drug Co., the plans of this new ally of the tobacco trust are less comprehensive than local dealers had supposed. The idea which obtained here when the company was formed in the East was that the new corporation intended leasing the cigar privileges of drug stores and running the stands themselves. This is not the idea, according to Mr. Hexter.



EHRMAN BROS. & CO.,
S. F. Distributers.

EXAMPLES OF PRICE CUTTING.

If dealers were avowedly out to ruin each other's business they couldn't go at it any more certainly than they are doing in the price cutting which is going on. For example, a certain brand of smoking tobacco, which is one of the heaviest sellers in the New York market, is being cut by one or more retail distributors.

Price cutting comes up as regularly as the sun and somebody suffers. Distributors say that the difficulty is manufacturers have not been willing, recently, to do what they formerly did in helping the distributor to advertise and push the goods. It is the old story of seeking business by asking distributors to do all the work, is what the distributors say.

On the other hand manufacturers declare that they are giving all they can under the circumstances and declare that distributors should be willing to do more than they do now. It is an old controversy and represents the situation as it exists now. The market is badly cut up.—Tobacco.

SPAINS TOBACCO MONOPOLY.

In connection with the Philippine tobacco statistics, presented in another dispatch, it is interesting to note that the Department of Commerce and Labor has received the Spanish statistics on the same subject which are given for 1902-03-04, as follows:

1902—14,602,992 pounds, valued at $578,525.

1903—12,664,151 pounds, valued at $545,729.

1904—14,605,090 pounds, valued at $777,365.

The statement also shows that while the tobacco monopoly controls the larger part of the tobacco trade of Spain, considerable is imported by other parties.

In 1904 the monopoly imported 25,283,983 kilograms of leaf tobacco, valued at $4,990,652, gold. During the same period 54,746 kilograms of cigars, valued at $273,730 gold, were imported by the monopoly, the majority coming from Cuba. Cigarettes were imported by the monopoly to the amount of 1363 kilograms valued at $2726 in 1904.

Machinery to the value of $18,062 was imported for use by the monopoly from the United States and Great Britain in 1904. The total imports of the monopoly, including leaf tobacco, manufactures and machinery, was $5,285,170. Independent firms doing business in Spain imported during the year 1904 manufactured tobacco in its various forms to the value of $37 342, divided as follows: 7,082 kilograms of cigars, valued at $35,430; 256 kilograms of cigars, valued at $35,430; 256 kilograms of cigarettes valued at $512, and 710 kilograms of cut tobacco valued at $1400.—U. S. Tobacco Journal.

ADVICE TO SMOKERS.

"More smokers contract consumption from neglecting an ordinary precaution than from inhaling smoke," declared a physician at a banquet a few evenings ago. "None of us cares to infect the lungs with ordinary street dust, yet nearly every consumer of cigars inhales a more detrimental kind of dust every time he lights a fresh specimen.

"The majority of cigars have short interior fillings which contain lots of small particles of tobacco dust. Especially is this so of cigars that are handled a great deal, and of those that become very dry from age.

"The ordinary smoker bites or cuts off the end, and draws this dust into his lungs with the first puff. Often it only lodges in the throat, and produces irritation or horaseness, with which most smokers are afflicted.

"A safe precaution against such dangers is very simple. Before lighting the cigar merely blow through it, and you will see issuing from the large end the dust particles I refer to."

THE ST. LOUIS ORDINANCE.

The ordinance which the St. Louis grocers are seeking to have passed to restrain trading stamp companies is as follows:

An ordinance providing for the licensing of dealers in trading stamps, fixing the amount of such license, and the penalty for the violation thereof.

Be It Ordained, by the Municipal Assembly of the City of St. Louis, as follows:

Section 1. Every person engaged in the business of selling trading stamps to merchants or dealers shall be subject to pay a license to the city of St. Louis.

Section 2. There shall be levied and collected on every such license granted under this article the sum of one thousand dollars before the delivery thereof. Each license shall also show plainly the time when it shall expire.

Section 3. No license shall be granted under this article until the person applying therefore shall have filed with the license commissioner a bond with two or more good and sufficient securities, to be approved by the license commissioner, in the sum of one thousand dollars, to the effect that the said person applying therefor will refund to the merchant or dealer purchasing trading stamps, the money paid to said person applying for said license, for any trading stamps remaining unused, and in the possession of such merchant or dealer after said unused trading stamps shall have been in the possession of said dealer or merchant for a period of six months from the date of sale thereof.

Section 4. Every person violating the provisions of this article shall be deemed guilty of a misdemeanor and on conviction thereof shall be fined not less than two hundred and fifty dollars nor more than five hundred dollars.

FOR SALE.

GROCERY IN OAKLAND with building and grounds. Stock at invoice; book accounts all guaranteed good. About $7000 required. Trade rapidly growing. Apply Z, Retail Grocers' Advocate, 456 Montgomery St.

The Best in Quality
The Best in Flavor
The Purest Type



Hunter Whiskey

HILBERT MERCANTILE CO.,
136-144 Second St., San Francisco, Cal.
Telephone Private 313.

Call for ASTI WINES

PRODUCED BY THE ITALIAN SWISS COLONY

Dry Wine Vineyards, ASTI, Fulton, Sebastopol, Cloverdale, Sonoma County, Cal.
Sweet Wine Vineyards, Madera, Madera County, Kingsburg, Fresno County, and Lemoore, Kings County, Cal.

Office and Salesrooms, Cor. Battery and Greenwich Sts.
Vaults, 1235-1267 Battery St. 101-169 Greenwich St. 1334-1336 Sansome St., S. F.
P. C. Rossi, President Telephone Private Exchange 448. A. Sbarboro, Secretary

A. VIGNIER CO.

429-431 Battery Street San Francisco

IMPORTERS

Sardines, Olive Oils, French Preserves, Washing Blue, French Castile Soap: Clover Leaf, Virgin, Dahlia, mottled, Wines and Liquors—A. V. H. Gin—imported goods only.

Sole Agents for the Genuine CLICQUOT Champagne
Only the GENUINE, Imported direct from France, bears Vignier's LABEL

News of the Coast.

CALIFORNIA.

San Francisco—Michael P. Furlong, the clerk who is accused of robbing his employer, J. H. Drewes grocer, at Twenty-eighth and Dolores streets, was recently arraigned before Judge Morgan on a charge of petty larceny. Furlong told the police that a masked man held him up in the store on the night of November 22d, and robbed the till of $50. A little investigation convinced the police that the robber existed only in the imagination of Furlong, and his own arrest quickly followed.

Hemet—W. C. Coville has sold his grocery business to Saft & Graham.

Los Angeles—J. S. Winchester, an experienced and energetic grocer, who bought the business of E. H. Gurley at 701 West 6th street, is making many improvements in his stock and fixtures. The entire front of the store has been torn out and a modern open front, which gives the market effect has been fitted. There has been another change in the grocery store at 2605 East Main street, W. H. Schutze having sold to N. D. Steiner. Mr. Schutze owned the store but six days.

Los Angeles—W. F. Slater has opened the Golden Rule Grocery store at the corner of Long Beach avenue and Thirty-eight street, which is stocked with $1000 worth of groceries. I. N. Elder has sold his grocery business to Johnson & Adams. Mr. Elder expects to go into the grocery business again, but has not as yet definitely decided on a locality. Mr. Woodside, of the firm of Woodside & Hess, who recently bought out the business of J. P. Hopkins, will continue to run his former store at 3813 Central avenue in addition to the new business.

Pasadena—The Greater Pasadena Grocery Company's enlarged store is now open. The floor space of the big grocery establishment is much more than doubled by the additions. To the rear is the big model order department in its new building 50 by 35 feet. The order department is connected with the main store room by a great arch while to the west of this arch is the new electrical weighing department. In this department electrical scales correctly weigh all articles of the sugar, bean, tea, coffee class and they are then done up in neat packages and placed in neat piles for delivery. A brand new bake shop has been built in the basement of the new Goodrich building to the west of the main salesroom. This bake shop is equipped with a fine new oven, the design of a Los Angeles expert, and is in charge of an efficient bakery man.

Pomona—W. A. McCormick has bought an interest in a grocery store originally owned by Miner & Heath.

San Pedro—J. H. Kitterman has sold his grocery business to J. Howard. Fulton & Saunders from Oxnard and Hueneme, have opened a new grocery store in the store formerly occupied by Nelson Ward.

Selma—B. C. Palen, for three years manager of the grocery department for Kutner-Goldstein Company, has gone to Hanford to take the management of the grocery department of his firm's store in that city.

IDAHO.

Rathdrum—Remer & Schaeffer have opened with a stock of groceries and men's furnishings.

Wallace—N. P. Penney & Son have opened a new grocery.

OREGON.

Brownsville—C. Snyder has purchased R. A. Moore's grocery store.

Hood River—Mr. Oliver is starting a grocery store.

Lents—J. D. Donaldson has succeeded G. A. Edwards, grocer.

La Grande—Zundel & Lawson, grocers and feed dealers, have dissolved, F. & V. Lawson continuing.

Portland—Hostettler & Mays have started a grocery store on the East Side. A. J. Hagen has purchased the general grocery business of John Conroy. Carter & Co. are reported to be opening a new grocery. A. J. Hagen, who has recently gone into the grocery business, has sold the Enterprise creamery. Rechsteiner & Marty, grocery, have sold to Burroughs & Gault. Mr. Gault has been connected with Lang & Co., wholesale grocers of Portland, for some time.

Sherwood—E. W. Johnson, who for some time has conducted a grocery store here, has purchased the Weston building and will open a dry goods and general store in it.

WASHINGTON.

Bellingham—T. R. Kinsey has succeeded Kinsey & Hall, grocers.

Colfax—F. M. Woodin, has quit the grocery business for general merchandise lines.

Garfield—O. J. Smith, grocer, is reported sold out to Ingle & Reynolds, both of whom were formerly with the Hazelwood Company at Walla Walla.

Palouse—The Palouse Rochdale Company, for three years in the grocery business, has been succeeded by the Wells-Byron Co., consisting of B. F. Wells, former manager, and J. A. Byron, formerly of Oregon. A line of crockery and glassware will be added.

Seattle—A Seattle grocer recently switched the cans in which gasoline and coal oil were kept for sale, and supplied his patrons with a considerable quantity of the former, by mistake. One woman narrowly escaped death through a lamp explosion resulting from the error, and learning of the accident the dealer made haste to inform other customers, thereby preventing serious catastrophes.

Spokane—Webster & Perry have purchased Wiley & Phillips' grocery store. Landen & Anderson have purchased A. A. Davies' grocery store.

Waitsburg—Chas. W. Leid and L. W. Johnson have just opened a general merchandise and grocery store.

Walla Walla—J. E. Anderson, for many years engaged in the grocery business, died Saturday, Nov. 18.

Waterville—M. C. Fitzgerald, grocer and crockery dealer, will add dry goods.

PREMIUMS WITH MATCHES.

The President of the National Retail Grocers' Association, a short time since sent a request to the various match companies requesting the discontinuance of premiums and free deal methods. Among the answers received were the following:

Indiana Match Company, Crawfordsville, Ind.—"We have in use coupons only with two of our brands and those we expect to discontinue as soon as we use up the stock now on hand. We wish your Association would take up the matter of the free deals in the match trade. They result in the merchant overloading himself in stock of one kind, namely, matches. He cannot meet his bills as promptly for other goods and often has to ask his jobber for an extension of time on account of these matters."

Union Match Company, Duluth, Minn.—"We are at present giving premiums with our matches, but are perfectly willing to work in harmony with the National Association of Retail Grocers and the different State Associations. When they request us to discontinue the giving away of same, we would be very glad to do so. We are working hard to get the support of the retail grocers throughout the country and they will always find us willing and glad to do everything in our power to please them."

Ohio Match Company, Wadsworth, O.—"This company is not giving premiums in any form. We look upon prize giving by the manufacturer as an imposition upon the retailer and a fraud upon the public."

Strohmeyer & Arpe Company, New York, N. Y.—"We have never given premiums in any way or shape for the sale of our Viking brand of safety matches and will not begin to do so now."

Modern Match Company, Detroit, Mich.—"We have never offered any premiums with our goods. We neither countenance the idea or approve of the method. We always considered the trading stamp and premium business to be a nuisance to the trade."

Diamond Match Company, New York—"We have respected the wishes of the National Retail Grocers' Association by discontinuing all premiums on our goods because we believe premiums are demoralizing both to the quality of the goods and to the profits of the retailers."

Reliable Match Company, Ashland, O.—"We can get all the business we want without giving premiums. We consider it a very poor policy to offer such inducements to the consumer."

Shaw Match Company, Cincinnati, O.—"We are not running any premiums on matches."

CREDIT MEN DINE.

J. R. Newberry Sketches Business Follies in After-dinner Talk to Fifty-five Members.

Fifty-five members of the Los Angeles Credit Men's Association sat down together on the evening of November 23d at the Bristol, and after a hearty dinner, discussed the various phases of wholesale and retail business in an informal way.

The feature of the evening was a talk by J. R. Newberry, who chose as his subject, "A Retailer's Conception of a Credit Men's Association." As Mr. Newberry confronted a long rank of wholesalers his attack on certain methods of procedure elicited sharp replies.

His speech was not all of purely trade interest, for in it he took up and discussed, by way of illustration, several important facts which deal with the business conditions of today.

"The way the grocery business is run," said Mr. Newberry, "is one of the remarkable things of the age. The wonder is not that it is prosperous, but that it has survived. On present lines the grocery trade exists only because it has to. As long as humanity survives there will be grocery stores—that is our one feature of salvation.

"Another thing which faces us is the cost of getting products from the factory to the mouth of the consumer. According to one prominent tradesman, it is just 60 per cent at the present time. This figure is enormous, useless and extravagant beyond all reason. I tell you in all seriousness there are going to be ways and means to cut that squarely in two—to make it 30 per cent or less.

"When there is superfluous publicity, the consumer, and not the retailer or the wholesaler, pays the difference. A prominent cereal product factory, it is said, boasts that in the past few years it has spent $4,000,000 in advertising. They sell a package of a few ounces of wheat product for 15 cents. That wheat costs them 80 cents per bushel, and on that bushel they are getting back $16 for what cost them less than $1. As I said the consumer you and other men pay their awful advertising bill.

"Shall the business of the future be dominated by brains or printer's ink? Useless waste of money in frivolous advertising is bound to meet a reversal of opinion in business circles. A short time ago I was talking to a prominent manufacturer, who confessed that he had paid $2500 for a single page in one issue of a magazine. He said to me: 'The moment I signed that contract I felt like a fool, and I've never been able to reconcile that performance with reason.'"

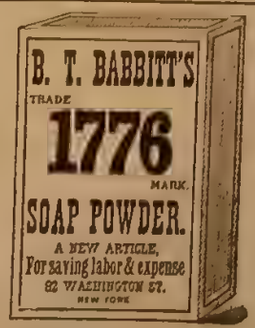
Babbitt's Standards. ALWAYS UNIFORM! ALWAYS RELIABLE! ALWAYS THE BEST!



B. T. Babbitt's Concentrated Lye,

The ready soap maker—a powerful disenfectant—an excellent fertilizer for dipping prunes, spraying trees, etc.

Manufactured by B. T. Babbitt, (Inc.) New York City.



The C. B. JENNINGS CO., Agents, 121 California St., San Francisco, Cal.

Jacobson, Reimers & Co.
210 - 212 Davis Street
DISTRIBUTERS OF
Fancy Butter and Honey
Dairy Butter and Eggs

Produce Market

THURSDAY AFTERNOON

BUTTER.

Butter is very firm with prices unchanged.

California creamery, extras	31	32
" " firsts	29	30
" " seconds	25	27
" dairy, extras		
" " firsts		
" " seconds		
Store butter	19	20
Storage	25	26
" Creamery extras		25
Pickled	22½	
Keg	23	

EGGS.

California ranch eggs have advanced and stock is firmly held.

California Ranch white	45	47½
" " mixed colors	40	41
" Gathered	37½	40
Standard		
Seconds		
Eastern, selected	26	27
Standard	22½	23
Seconds	19½	21
Storage, Cal., Selected	28	30
" " Standard	26	27
" " Seconds		
" Eastern Selected		
" " Standard		
" " Seconds		

CHEESE.

Prices unchanged with holders firm in their views.

California full cream		16
" choice	14	14½
" common		Nominal
Young Americas		16½
Eastern full cream	16½	17
Oregon		

POULTRY.

The market is well cleaned up of good stock, and young stock sells readily.

Turkeys, young live	18	20
" old gobblers	18	20
Dressed Turkeys	20	22
Roosters, young, per doz	5 50	6 40
" old "		4 50
Hens	5 00	6 00
Fryers, per doz	5 00	5 50
Broilers, per doz, large	4 00	4 50
" " small	3 50	4 00
Ducks young	4 00	5 00
" old	4 00	5 00
Pigeons, young	1 75	2 25
" old	1 00	1 25
Geese' per pair, old 1.50 2.00; young	1 50	2 00

BEANS AND PEAS.

The market remains the same.

Small Whites	2 90	3 15
Large "	2 15	2 50
Pea Bean	3 50	4 00
Pink	1 75	2 00
Horse	1 20	1 75
Red	3 10	3 50
Kidney	3 25	3 75
Lima	4 00	4 25
Bayos	3 25	3 50
Butter (large)	nominal	
Black Eyes	4 50	4 75
Dried Green Peas, per 100 lbs	2 25	2 50
" Niles " " " "	2 00	2 40

POTATOES AND ONIONS.

The potato market is easy, with prices unchanged.

River Burbank	45 70
Salinas " No. 1, 80c-$1.00;	No 2, 60c
Oregons, New	1.05 1.15
Merced Sweets	Nom.
Australian onions	Nom.
Red (new)	Nom.
Yellow (new)	90 1 00
Garnet Chili	Nom.

LIQUID COFFEE.

Initial Steps Taken Towards Manufacturing It at Vallejo.

Citizens of Vallejo have contributed a site for the Palmer Liquid Coffee Co. This company proposes to establish factories for making its own glass bottles, metal taps, boxes, barrels and paper cartons In an address delivered before the "Twenty Thousand Club" of Vallejo, Mr. Palmer, the president of the company, stated that his company proposed to extract from the roasted coffee bean, in condensed form, all of its soluble matter without the loss of a particle of the aroma or any of its tonic, stimulating, nervine or nutrient virtues. He also stated that he had made numerous demonstrations of his product before the highest officers of the U. S. army and that in every case these officers had indorsed its value as an army ration. As a result, he assured his hearers, that he had received intimations from the commissary department that his condensed coffee would be placed upon the emergency ration list whenever his company could guarantee the supply.

The condensed coffee will be packed in hermetically sealed packages. It requires only the addition of twenty times its bulk of water, which may be either hot or cold, to produce a cup of strong, fragrant coffee. In his address, Mr. Palmer stated that his company had established the commercial value of his process and that his condensed coffee possessed the following points:

It is pure coffee, ready-to-drink.

It dispenses with the use of a coffee pot.

It contains all the aroma, flavor, strength, color and richness, in exact proportion, as is found in the roasted coffee berry.

It costs less to use than the raw coffee.

It obviates waste and uncleanliness

It eliminates the troubles and uncertainties incident to the brewing of good coffee.

It is more delicious than coffee produced in the kitchen.

It saves time, labor and expense in coffee-making.

There being no excess of tannin, it is more healthful than the ordinary coffee beverage.

It will be found palatable and wholesome by invalids, and those who cannot use the coffee pot article.

It is put up in compact, convenient and portable form.

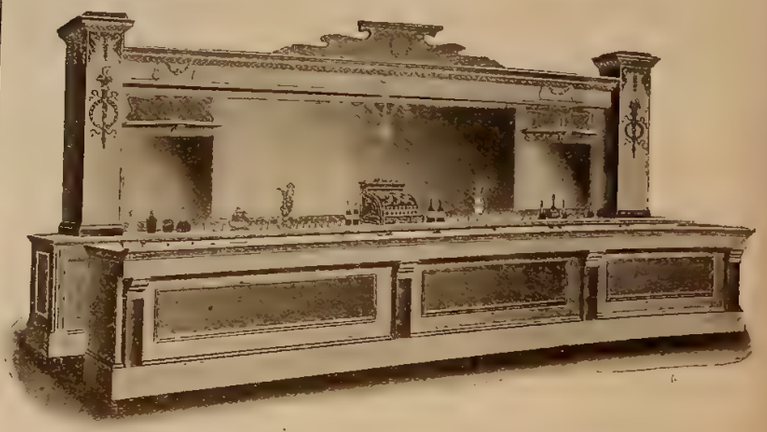
It can be packed in less than one-fourth the space required by the roasted coffee bean.

It will keep fresh and unimpaired in quality in any climate, for years.

As, during the processes in which it is perfected and up to the time it is turned into a beverage by the consumer, it does not come in contact with the atmosphere or human hands, its intrinsic value as a pure food product, which is absolutely clean and free from germs, cannot be overestimated.

Referring to what might happen in the event that the large speculative holders of tomatoes should suddenly decide to let go, the Chicago Canner says. "In our judgment such an eventuality is hardly worth a thought, for the 'syndicate' is vastly better 'heeled' than any group of men that ever attempted to make or add to a pile of purely speculative operations in tomatoes, and the 'syndicate' is also by all odds easily the best managed set that ever courted fortune through the medium of the festive tomato. Notwithstanding that weather and almost everything helped them, that luck seemed to tag onto their coat-tails, they have shown the best generalishp ever witnessed in this particular field, hence it doesn't seem reasonable to suppose they, when in control, would suddenly let go and offer their tomatoes here, there and everywhere."

Pacific Store and Office Fixture Co.
(Incorporated)
Telephone Blue 2571. F. A. OEHM, Pres.



DESIGNERS AND MANUFACTURERS OF
STORE, OFFICE AND BAR FIXTURES
3253-3259 SIXTEENTH ST.
San Francisco



WILLIAM CLUFF COMPANY
WHOLESALE GROCERS
SOLE AGENTS
SAN FRANCISCO CAL.

New Brew

YOSEMITE LAGER

BREWED BY THE
ENTERPRISE BREWING CO.
Sixteenth and Folsom Sts.
SAN FRANCISCO, CAL.
Telephone: Mission 152.

DAN O'CALLAGHAN
REAL ESTATE
AND
INSURANCE BROKER

City Agent
Liverpool & London & Globe Ins. Co.

Telephone, Main 5238

22 Montgomery St., San Francisco

(Mr. O'Callaghan was for many years a member of the firm of O'Callaghan, Nelson & Co.)

Gilt Edge Whiskies
THE VERY BEST
WICHMAN, LUTGEN & CO.
Sole Proprietors.
Agents for Moerlein's Cincinnati BEER
29-31 Battery St., - San Francisco

SALEM BEER
SUITS THOSE WHO ARE PARTICULAR ABOUT THE BEER THEY USE.

IT HAS THE FLAVOR
IT HAS THE AGE
IT HAS REPUTATION
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BREWERS

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SOLE AGENTS

Amusements

GRAND OPERA HOUSE.

"Shadows on the Hearth" is doing well this week and will be followed at the Sunday matinee by "At the Old Cross Roads." This will be the last week of the James Brophy and Estha Williams company at the Grand Nance O'Neil has arrived from Australia. She will reappear after a three years' absence at the Grand on Monday evening in Suderman's 'Fires of St. John." This is new to San Franciscans but Miss O'Neil is said to have made a great hit in it in Boston and in Australia.

ALCAZAR.

Next week at the Alcazar will be one of the most notable in any San Francisco theatre during the present season. It not only gives us the first local production of a famous international comedy sensation, 'The Secret of Polichinelle," but brings back that distinguished and favorite actor Geo. Osbourne, after a year spent in travel abroad. There is no finer character actor in America than George Osbourne. His gallery of exquisitely-shaded characterizations is worthy of even so great a player as Coquelin. In "The Secret of Polichinelle," Mr. Osbourne will personate the blustering, irascible, but tender hearted old Frenchman, Jouvenal, whose wrath over the secret marriage of his son is overcome by a great love for his little grandson. The comedy is based upon the French law forbidding the marriage of children of either sex, under the age of twenty-five, without the consent of both parents, and also refusing to legalize such marriages if contracted in other countries by French subjects.

MAJESTIC THEATRE.

The Neills returned to the Majestic this week, where they were enthusiastically received by their many friends. They appear this week in "The Private Secretary." This old time Gillette farce goes with a whirl. James Neill is particularly funny in the role of the Rev. Robert Spaulding and Mrs. Neill makes a delightfully meek and unsophisticated Mrs. Spaulding. The other parts are all well cast.

TIVOLI OPERA HOUSE.

"Rob Roy" has been revived at this theatre, where it is being given one of the finest productions ever seen in San Francisco. Several new people appear in this production. Eunice Drake does well as the Captain, Arthur Cunningham is the Rob Roy and Cora Tracy appears as Flora MacDonald. Throughout the cast is even and serves to please the Tivoli patrons.

ALHAMBRA THEATRE.

"After Midnight" is being given a magnificent scenic production at this theatre. Herschel Mayall, Edna Ellsmere and the other members of the cast all have good roles. Next week will be given Count Tolstoi's powerful play, 'The Resurrection," which is a vivid story of the persecution of the people of Russia.

CALIFORNIA THEATRE.

"New London Gaiety Girls" are the attraction at this theatre this week. Pat White, a comedian, is at the head of the company and the program is replete with names of people well known in vaudeville and extravaganza. A feature of the performance is the excellent chorus, which is very attractive.

FISCHER'S.

The "Telephone Girl" still holds the boards at this house. New songs and specialties are introduced every week. There is one performance each evening on account of the length of the program, the first part of which is made up of vaudeville headliners. There is also a matinee each afternoon.

CHUTES.

The program at the big free theatre at the Chutes is made up as usual of high class specialty acts, consisting of Princess Trixie, the educated horse; Henderson and Ross, singers and dancers, and a boxing kangaroo. Bothwell Browne's Gaiety Girls present "Twirly Whirly." There are new pictures on the bioscope. This program, together with the diving elks, the circle swing etc., tend to attract large crowds to this great pleasure ground.

The retail grocer can best meet the competition of rabid cutters, trading stamp givers and other obstructive and radical dealers, by selling goods of quality and rendering the very best service of which the store is capable. That means a neat and attractive store, whether large or small. It means civility, courtesy, honesty, promptness between the customers and all the store force. The retailer who follows such a policy can laugh at the trade cutter, the pirate, the department store, the chain stores and the trading stamp premium.—American Grocer, N. Y.

HIS PRAYERS ANSWERED.

In the course of a letter to the editor of the **Advocate**, George R. Young of Pepperwood says:

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Clerk's Corner

Best Place to Begin.

"The position of the stock boy is the best possible place for a boy to start in to work up with a big firm. The best place for him to start to learn merchandising." This is the verdict of the head of a great store when questioned in regard to the stock boy's chances, says Minneapolis Commercial Bulletin. It is interesting to know that there is one place in a large mercantile enterprise that is best for a starting point in an upward climb. It is also interesting to know that this place is at the lowest round of the ladder, accessible to any boy over 16 years of age. The old rule still holds good according to this store manager. "Begin at the bottom and work up." "Begin as stock boy and you will work up if you are of the right kind. More of the best employes in this store have started in as stock boys than in any other place. The chances there are best for the bright boy." It is the opportunities for learning that constantly are offered him that makes his position an enviable one in a big store or wholesale house.

He is placed where he is in daily and hourly touch with the inmost workings of the store. He is placed where he can learn the goods, their purchase price, selling price, value, quality, origin, and the profit they would yield. He can see how and where a big firm makes money, and this is the best thing a man can know in business.

Natural Line For Promotion.

The next step is a subclership in the stock room. Here the pay is better by a few dollars, the work more pleasant and the opportunities for learning and advancement immeasurably increased. It is here that the upward climb of the stockboy beginner really will begin As a stock boy he is in a position where he can be considered for a promotion only to the post of subclerk. But immediately he has attained to the dignity of this post he is eligible to a dozen different places, for then he has learned enough to fit him for the different branches of the work of selling, buying, keeping, and "knowing" goods.

Here also his chances for showing what is in him are much beter. He will be two, three, or four years older by the time he is a clerk and his business character and personality will have begun to form. His superiors will have a line on him as to what he can, will, and might do and they will treat him accordingly. He is of course still a minor employe, but the fact that he has made the first step up is a good sign. If he was entirely devoid of the stuff that makes good business men or good employes he would not have lasted long enough to take it.

The subclerk soon becomes a full-fledged clerk and after this he is apt to be taken into different departments and different lines of work. He may become a salesman, buyer or what not. His training has been such as to fit him for almost any position in the house with the exception of office positions, and the men above him are always watching for men of the right kind.

NEWBERRY WINS.

J. R. Newberry, the Los Angeles grocer, was arrested recently on a charge of violating the ordinance requiring the exact weight of the contents of each package of butter to be printed on the cover of it. Newberry had printed on his 2-lb. squares of butter "20 ozs. or over" and on his 1-lb. square "12 ozs. or over." It was claimed that this was contrary to the spirit of the law. The court, however, decided that the statements made by Mr. Newberry were statements of fact and did not deceive the public.

WANT STAMPS LICENSED.

St. Louis Merchants Uniting to Fight the Trading Stamp Nuisance.

The Retail Grocers' Association of St. Louis has had prepared an ordinance requiring an annual license of $1000 from trading stamp companies. Already four organizations of business men of St Louis have endorsed the measure. The last organization to act was the North St. Louis Business Men's Association. who passed the following resolutions:

Whereas, It has been called to the attention of this association that a bill to license concerns or individuals selling trading stamps has been introduced in the House of Delegates of the Municipal Assembly of St. Louis by the Hon. Timothy Maloney, and

Whereas, This association feels that trading stamps are of such a character of insecurity that their sale should be hedged about by all possible safeguards to protect alike the people of our city and our retail merchants from dishonesty and trickery of the unreliable who sell these stamps, and

Whereas, One of the leading trading stamp concerns has just departed from the city, leaving behind many unsatisfied claims, be it

Resolved, That the North St. Louis Business Men's Association hereby endorse the bill introduced by Delegate Maloney to require vendors of trading stamps to give a bond of $1,000 and to pay to the city a license and that we pledge our selves to aid and assist in its passage as far as possible.

The Strike and Boycott

Against the Seattle Brewing & Malting Company,
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"RAINIER BEER"

Has Been Declared Off

The differences between that brewery and its employees having been adjusted to the satisfaction of all parties concerned.

The boycott in San Francisco has likewise been called off.

We, the agents for this beer, wish to take this opportunity to thank our patrons and the public at large for their staunch support during our trouble, and likewise to assure our union friends so far as we are concerned there existed no differences with our employees. Our men and ourselves were the innocent victims of circumstances; the strike here being merely a sympathetic one.

We also wish to assure the public that the well-known standard of quality of

"RAINIER" BEER

will be maintained in the future, and that it will always be as it has been in the past, the "best" beverage that science, money and experience can produce.

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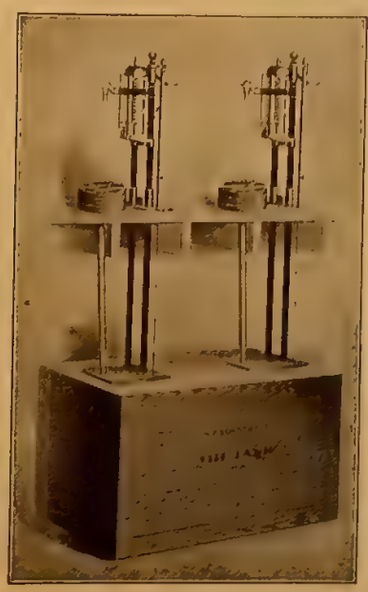
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is greatly improved and the best we have ever made. It has many advantages which you would find would materially assist you in making a profit on your oil handled. In fact, it will in a very short time save you more than it cost. It costs you nothing to investigate. Write today for full information. It's free. Ask for Catalog "B B"

S. F. BOWSER & COMPANY

FORT WAYNE, INDIANA

THE GROCER SAVES MONEY

The Customer is Pleased,

Where

THE O. K. CHEESE CUTTER

is used.



$20.00 Net

F. O. B. Detroit, Mich.

Cuts the Cheese by weight, or money's worth. **Does it better than any other**—Is absolutely accurate. Cannot get out of order.

Our Testimonials Come from Satisfied Users.

We could not spare a single Cutter to send to the World's Fair at St. Louis—Needed all we could make to fill orders.

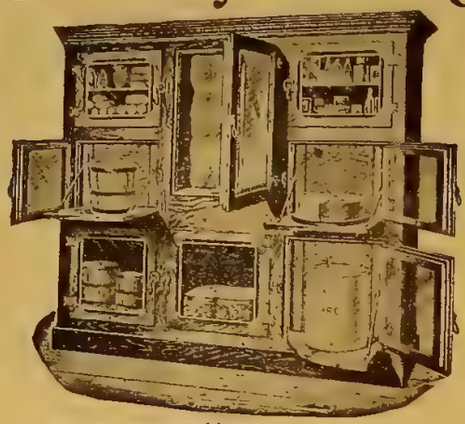
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Give your Jobber's name and address.

The Standard Computing Scale Co., Ltd.

DETROIT, MICH.

Any Way You Examine a McCray Refrigerator



Inside or Outside, it is a True Realization of all that is Best in Refrigerator Construction

No. 410 Grocers' Refrigerator.

THE McCRAY REFRIGERATOR RANKS

first in every way. It is sold entirely on its merits and is known everywhere for superiority.

McCRAY REFRIGERATORS are perfect refrigerators and will in a short time repay their cost through saving of butter and other provisions, and ice.

We can here give you but a faint idea of the McCray refrigerator. Let us send you our catalog showing our extensive line from which you can make a selection.

SOLD ON EASY PAYMENTS.

McCRAY REFRIGERATORS ARE GUARANTEED.

BECK - WAKEFIELD COMPANY

GENERAL AGENTS

122 Market Street, San Francisco, Cal.



WINDOW DRESSING FOR GROCERS

Many New and Simple Designs for arranging your windows so they will draw trade.

We are offering this work at the nominal sum of *Fifty Cents*

POSTAGE PAID. ILLUSTRATED. 132 PAGES. 6x9 INCHES. CLOTH-BOUND

Retail Grocers' Advocate, - - 456 Montgomery St.

SAN FRANCISCO.

THE RETAIL GROCERS ADVOCATE

A. H. POWERS, Editor

SAN FRANCISCO, CAL., DECEMBER 15, 1905

Vol. 10, No. 50

M. J. B. Coffee

sells better than any other

Why?

IXL - Kapp and Street - W.G.M.

TAMALES

IN

KEY-OPENER CANS

The Strike and Boycott

Against the Seattle Brewing & Malting Company, Brewers of

"RAINIER BEER"

Has Been Declared Off

The differences between that brewery and its employees having been adjusted to the satisfaction of all parties concerned. The boycott in San Francisco has likewise been called off.

We, the agents for this beer, wish to take this opportunity to thank our patrons and the public at large for their staunch support during our trouble, and likewise to assure our union friends so far as we are concerned there existed no differences with our employees. Our men and ourselves were the innocent victims of circumstances; the strike here being merely a sympathetic one.

We also wish to assure the public that the well-known standard of quality of

"RAINIER" BEER

will be maintained in the future, and that it will always be as it has been in the past; the "best" beverage that science, money and experience can produce.

JOHN RAPP & SON.



THE ORIGINAL

Powdered STOVE POLISH

Mixes with water instantly.

Advertised Everywhere.

OUR GUARANTEES:

To give SATISFACTION or your MONEY BACK
To give a QUICK, BRILLIANT LUSTRE
To give Dealers a GOOD PROFIT

5-cent Size, per box, 3 doz., **Costs $1.50,** with ½ dozen free, **Sells for $2.10**

10-cent Size, per box, 3 doz., **Costs $2.50,** with ½ dozen free, **Sells for $4.20**

R. A. Holcombe & Co. Pacific Coast Agents. **124 California St. San Francisco, Cal.**



Retail Merchants' Accounts!

HANDLING the accounts of the RETAIL Merchant by any other system than The McCASKEY is a tedious and expensive operation. The McCaskey handles the accounts with only ONE WRITING, taking care of CREDIT Accounts as quickly as CASH Sales. TWO Cents spent in investigating may SAVE you Hundreds of Dollars. Fill out Coupon below and mail it to-day.

The McCaskey Register Co.,
Alliance, Ohio. Date_____ 1905.

GENTLEMEN: — Please send your Catalogue and Sample Pad of Multiplex Duplicating Sales Slips FREE, and oblige,

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Street_____

Town_____

(Retail Gro. Advocate.) State_____

W. A. HAWLEY, Pacific Coast Agent, Top Floor Jas. Flood Bldg. Powell and Market Sts., San Francisco, Cal. Phone, Montgomery 1064.

To the Trade

In order to satisfy a demand for a higher grade of evaporated cream than heretofore obtainable in so-called 20-ounce cans, we offer



OUR PET BRAND EVAPORATED CREAM

In "Tall" size cans.
(Weighing 16 ounces net.)

This is in addition to our "Family" and "Baby" sizes. We are, therefore, in position to furnish this well and favorably known brand in cans of three different sizes, packed as follows:

"Tall" size ..... 4 dozen cans per case
"Family" size..... 4 dozen cans per case
"Baby" size ..... 6 dozen cans per case

By handling our full line, you are in position to please large and small consumers with the best quality of evaporated cream made in the world.

IN REGARD TO PRICES CONSULT YOUR JOBBER.

Helvetia Milk Condensing Co.,
HIGHLAND, ILL.
San Francisco Office, 3 California St.

Common Sense teaches Grocers to sell what pays Best

AND GIVES SATISFACTION.

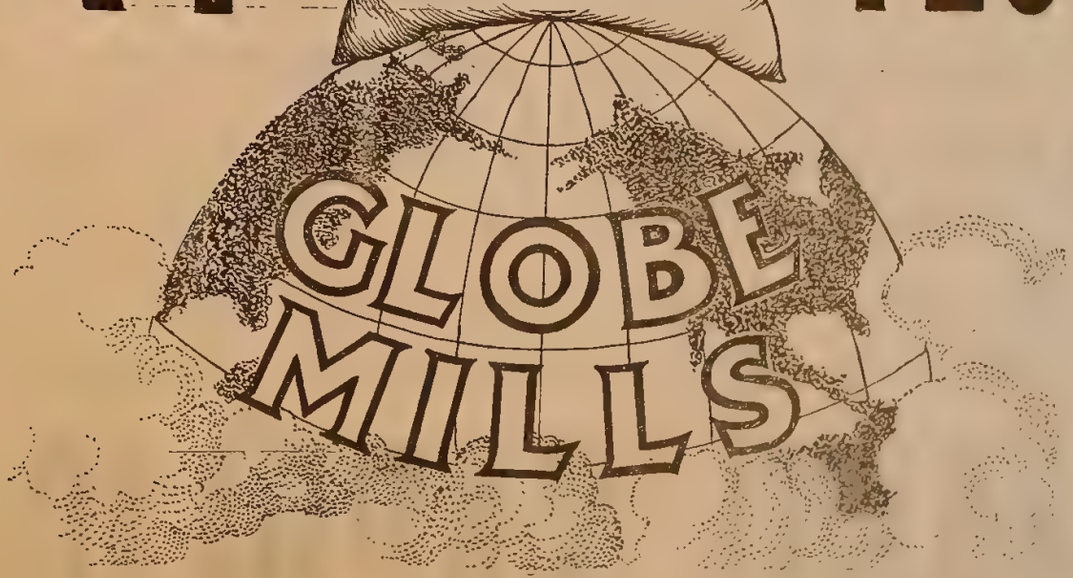
That's why **1000** Retail Grocers in the Bay Cities sell **"A 1" FLOUR.**

You can MONEY BACK our goods.

BEST ON EARTH

"A 1" FLOUR





We claim that **"A 1" FLOUR** will make MORE LOAVES OF BREAD to the barrel and BETTER BREAD than other flours.

WE MAINTAIN THE RETAIL SELLING PRICE.

Tell us how to do more and WE'LL DO IT!

GLOBE GRAIN & MILLING CO.

MONTGOMERY AND CHESTNUT STS., SAN FRANCISCO, CAL.

Telephone Bush 759.

(Please mention the ADVOCATE to Advertisers. It helps us materially.)

Just as Leave

be "out of" sugar or flour as to be "out of"



Watch the Stock of Carnation Cream.....

When it begins to "run low"

Order Again

All Jobbers sell it.

Carnation Cream

THE OVERLAND LIMITED

has

Electric Lights in Every Berth

The new composite-observation cars, the train libraries, excellent dining-car service, luxuriously appointed sleeping cars, and the courtesy of the attendants make this one of the finest trains in America.

The magnificent scenery of the Sierra Nevada and Rocky Mountains, and the novelty of crossing the great Salt Lake by rail add to the enjoyment of the trip, and make it one of unusual interest.

San Francisco to Chicago in less than three days.

Full particulars of agent,

SOUTHERN PACIFIC

YOU ARE ALWAYS SURE of a sale and a profit if you stock SAPOLIO. You can increase your trade and the comfort of your customers by stocking

HAND SAPOLIO

at once. It will sell and satisfy.

HAND SAPOLIO is a special toilet soap—superior to any other in countless ways—delicate enough for the baby's skin, and capable of removing any stain.
Costs the dealer the same as regular SAPOLIO, but should be sold at 10 cents per cake.

Retail Grocers' Advocate

CALIFORNIA RETAIL GROCERS' AND MERCHANTS' ASSOCIATION

OFFICIAL PAPER

RETAIL GROCERS' ASSOCIATION

Vol. 10

SAN FRANCISCO, CAL., DECEMBER 15, 1905

No. 50

THE RETAIL GROCERS ADVOCATE

Published Every Friday by
ADVOCATE PUBLISHING CO.

Subscriptions:
One Year $2.00
Single Copies ..... .10

PUBLICATION OFFICE:
456 MONTGOMERY STREET.
Rooms 413-414. - Tele. John 2601

Entered at the Postoffice at San Francisco as Second Class Matter.

Points to Watch

SUGAR—
The price of raws is advancing in New York.

BEANS—
Read Sinsheimer Bros.' report on the bean market on page 23. It may make you money.

PRUNES—
The market has been firming materially. Strong hands control what is left on the Coast and advances are in order.

DRIED APPLES—
New York advices indicate that the pack this year will not be more than 15 per cent of former years. Prices will probably be higher than they are at present.

CANNED TOMATOES—
Eastern advices report that when the jobbing trade come into the market, after January 1st, that the increased demand will result in still higher prices.

CANNED CORN—
The pack of 1905 was the largest in the history of the business. Low prices have so increased consumption that packers are now beginning to talk advances.

RAISINS—
The combine of raisin growers is practically broken up. The market is upset and it will be some time before there will be any stability. Prices are being cut under recognized figures.

CANNED SALMON—
Authorities state that supplies of cheap salmon are practically exhausted and that the stock of sockeyes is so low that, when the probable small packs of the next three years is considered, present prices are not adequate.

DROPPING TRADE STAMPS.

In St. Louis the grocers have started a crusade against stamps. They are seeking to secure the passage of an ordinance that will make the stamp companies pay a tax of $1000 per year. The "Eli Grocer" states that one of the valuable results of the agitation has been that it has awakened many grocers to the value of organization and has resulted in many merchants dropping stamps.

WHO IS TO BLAME?

Serious Trade Disturbance Caused by Retailers Losing Good Customers Through Wholesalers.

"The wholesalers are to blame." That is what the retail grocers say.

"The retailers are to blame." That is what the wholesalers say.

And both are right.

There is no question about the fact that much first class trade belonging to retail grocers has been taken away from them by wholesalers and manufacturers.

Of course, they have a good excuse.

The big wholesaler looks over the field and sees some of the "small fry" wholesalers (who are three-quarters retailer, anyhow) selling the hotels, restaurants, mines, logging camps, etc., of a town. He says: "As long as this trade isn't going to one of my customers, I might as well have it."

Then he butts in and takes up what he finds lying around, quoting almost the same prices he asks the store keeper, although he knows that in every community, there is at least one store big enough to handle the business.

This looks as if the wholesaler was to blame.

But he isn't so bad as this looks

Is Worth Asking For.

Few men who saw a $20 gold piece lying on the sidewalk would spend much time looking up the owner. They would pick up the coin and feel happy over their good luck.

This is the condition that the wholesaler finds. The $20 is there (in the shape of possible business) and nobody is claiming it. All the retailer would need do, would be to say. "Here, sir, that is mine"

Immediately the reputable wholesaler would say: "Is that so, Mr. Retailer? Well, I'm really glad you told me. Here, take it. Let me see if I can help you pick up a few more"

Of course, there are the "pikers" who, like sneak thieves, are prowling around trying to pick up anything they find loose. These little fellows are likely to "scrap" for the things they have been enjoying through the carelessness of the retailers.

Here comes the **greatest blame** of the retailers.

Give Them Purchasing Power.

They keep alive these firms who are **contemptible competitors** for their largest business. From one-half to three-fourths of the purchasing power of these firms comes from the trade given them by retail grocers.

If the retailers traded only with firms big enough to do a straight wholesale business, the purchasing power of these peddling jobbers would be so cut away that they could no longer afford to travel the country competing with the men whom the afterwards sell and thus secure from the retailers themselves the money to pay their expenses in selling to the hotels, restaurants, etc.

Hate to Help Competitors.

The legitimate wholesaler would not be adverse to giving up trade if he knew it would be taken by a man whom he would at least have a chance to sell.

It is not surprising, however, that they do not want to give up trade to have it snapped up by a firm that buys

(Continued on page 8.)

HELPS THE GROCERS.

Accomplishments That Have Won the Friendship and Respect of the Trade.

Ten years ago a number of the better class of retail grocers of San Francisco started **The Grocers' Advocate** in order to better trade conditions.

For ten years **The Advocate** has fought the fight of the retailers without regard to what influence might be in opposition

During the first five years of this time there was a certain element among the very small grocers who, for purely personal reasons, oppose the men at the head of the Retail Grocers' Association. For the same reason they extended a very violent and vicious opposition to **The Advocate**, which they recognized as the mouthpiece of these better grocers.

In spite of this opposition **The Advocate** was able to help the larger retail grocers of San Francisco to secure many results.

Through **The Advocate** interest in association work was engendered through the entire Pacific Coast.

Through **The Advocate** the grocers of San Francisco were able to unite with the grocers in the interior cities and thus secure the passage of numerous laws that otherwise could not have been received.

Through **The Advocate** the grocers of San Francisco have secured the cooperation of the grocers in nearly every large city of the Coast so that they can wield a very effective influence with every wholesaler and every manufacturer doing business on the Pacific Slope.

Through **The Advocate** grocers of San Francisco were shown the possibilities of co-operation in securing effective information concerning people who desired to secure credit and also in the matter of collecting bills and listing people who did not pay their grocery bills.

Through **The Advocate** grocers were shown how they could buy to as good advantage as their competitors and the first buying exchange was formed.

As a consequence of these accomplishments the retail grocers, not only of San Francisco, but through the entire Pacific Coast, take a personal interest in **The Advocate** that it would be impossible for them to take in any other publication

As a further consequence **The Advocate** has secured a circulation among the retail grocers of the Pacific Coast greater than even its most sanguine friends had hoped for in the beginning.

The Advocate to-day has the backing and friendship of practically all the best retail grocers of San Francisco There are a few exceptions to this rule of firms who are opposed to associations and others who oppose the paper for personal reasons.

The Advocate is proud of its enemies These enemies are, in every instance men who either oppose the association movement openly or secretly.

The Advocate has many warm friends among the manufacturers and wholesalers who have profited by its wide circulation and the interest with which grocers read its columns.

The Advocate has some enemies

(Continued on page 9.)

NATIONAL CONVENTION.

California's Need of Representative in the Great Grocery Gathering at Naigara Falls.

Grocers from every part of the United States will convene at Niagara Falls January 23, 24, and 25. At this meeting there will be an exchange of plans and ideas that will be of great value to association workers all over the United States, if the various associations choose wisely in the matter of delegates.

The California State Grocers' Association should send both its president and its secretary is possible and should at least send its president, Ludwig Warnke, to this convention.

The expenses of a trip to Niagara Falls and return cannot be made under $250. The Alameda County Association, of which Mr. Warnke is a director, cannot afford to meet so heavy an expense The funds of the State Association are not sufficient to warrant paying so large a sum for this purpose.

The Advocate hopes that the grocers of California will feel the necessity and desirability of having a representative at this gathering.

Feeling that this is true, we take this means of presenting the matter to the grocers of the Pacific Coast and take the liberty of opening a subscription list with the idea of securing sufficient funds to meet the expenses of at least one delegate.

There will be much national legislation to be considered by Congress in the next few years.

The grocers must have a central organization to be able to deal with the problems effectively.

The trend of opinion that manufacturers should fix and maintain selling prices and refuse to supply department stores and other notorious cutters, has taken marvelous strides since Secretary Connolly first presented his plan to broaden the scope of the National after his return from the convention at Cincinnati.

Now is the time that the matter should be brought forcefully before the national convention. Every grocer on the Pacific Coast is interested in the outcome of this convention and **The Advocate** hopes that there will be enough interested to be willing to open up their purse strings.

If it could be possible to send both State Secretary Connolly and State President Warnke it would be of the greatest advantage to the grocers not only of California but the other Pacific Coast states

With this idea in view The Advocate takes the liberty of opening up the following

SUBSCRIPTION LIST.

The undersigned agree to pay the sums set opposite their names towards a fund to meet the expenses of delegates to the convention of the National Grocers' Association, which convenes at Niagara Falls on January 23, 24 and 25

Retail Grocers' Advocate . . .$25 00

PROFITS DECEIVING.

A Minneapolis Grocer Points Out Some Things Often Overlooked About the Cost of Doing Business.

At a recent meeting of the Minneapolis Retail Grocers' Association C. W. Meneilley read an interesting and valuable paper on profits in the grocery business which is well worth the perusal of every grocer:

"The supposed profits of the grocer's business are very deceiving and as you study and figure on that question, you will be almost discouraged at the paltry net amount of profit left to support your family on.

"Grocers should be more studious. They should study more along the line of finding out the exact profits, which should be the subject of their best thought, judgment, time and energy.

"After all that, you will find there are shrinkages which you never thought of.

"You must not think you are compelled to put in all the goods that are offered you by the manufacturer I am surprised what determination along the line of new brands can do for the grocer after having studied over the demands of his trade intelligently.

"You should know what goods your trade demands and under those circumstances should have no dead stock.

Expenses 15 Per Cent of Sales.

"I would call your attention to the profits on salable goods. I maintain that it costs the retail grocer 15 per cent of his gross sales to do business and most of you will not deny this assertion.

"Now, gentlemen, look at the gross profits on goods such as butter, eggs, potatoes, flour, sugar, and all breakfast foods, if you please. I shall not figure the individual items for you, as each man has to figure for himself.

"I shall defy anyone to show me when you can get more than 15 per cent gross profit on the above mentioned commodities.

"Below is an itemized statement giving the first cost, the cost with the 15 per cent added or the total cost to us, and the selling price of each of the above named articles. This shows an actual loss in some instances:

	Cost.	Added.	Price.
1 doz. eggs	$ .23	$ .26½	$ .27
1 lb. butter	.24	.27½	.27
Break. foods, doz.	1.50	1.72	1.89
Flour, sack	2.25	2.60	2.50
Potatoes, bu.	.65	.75	.75
Sack of sugar	4.75	5.46	4.85
Break. foods, doz.	1.00	1.15	1.20

"To demonstrate that it costs to do business I hereby submit an itemized statement as follows in a store doing $250 per day:

Clerk hire	$24.00
Paper, twine and bags, butter dishes, oyster pails, pickle pails, etc.	2.00
Rent	2.50
Interest on investemnt	2.00
Light	.50
Heat	.25
Horses, wagons, feed, etc., six rigs	6.00
Shrinkage in value on horses, harness, wagons, etc.	1.00
Loss on perishable goods, shrinkage in weighing	1.00
Wear and tear on fixtures	.50
Loss on bad bills	1.00
Proprietor's wages	3.00
Loss on stock sold in large quantities (usually 10 per cent gross profit)	.75
Insurance and taxes	.50
Total	$45.00

"The charge for horses, wagons, etc., is figured at fair wages for six horses and wagons per day and not at cost of maintenance

"This $45 is just 15 per cent of $250 gross sales and leaves no profit nor anything for interest on the money invested and merely a nominal salary for the proprietor.

"As you see, gentlemen, you are selling all those goods at cost and you think you are making a profit.

"The goods mentioned in the first schedule together comprise 75 per cent of our business. This is a fact without any doubt.

"Where are we to get our surplus? I will say that it is necessary for us to do some expert figuring on the remaining 25 per cent of our gross sales to get a little left for the proprietor.

Keep Down Stock.

"You certainly should limit yourself as to the brands of goods in your stock. Certainly it is not businesslike to take on a new piece of goods which you would necessarily buy in small lots to fill the place of an established brand which you had a growing demand for and which brand of goods you would buy in large quantities at quite a reduction in price.

"I could enumerate item after item which should be thought over very closely as regards to buying from the manufacturer at a less price than is being offered at present ,thereby giving us a better margin to work on.

"You have invariably heard from the representative of the manufacturer that 'we made the price to the grocer at $1.00 a dozen, so the retail price would not be cut lower than 10 cents.' I have always taken that as an insult and condemn such odds against the dealers.

"I maintain, and you will bear me out in this assertion, that the grocer of today is not to be compared with those of ten years ago We realize the large expense of doing business and thereby expect to get a reasonable profit on all goods.

"We are men of ordinary intelligence and have been endowed with the element of good, common sense and gifts of thoughts which when put into practical use in our business will show to our friends that the grocers can be and shall be successful merchants.

"Look after the little things about your store and by so doing you will be successful, as business is made up of many small items.

Some Miscellaneous Leaks.

"I would say, however, profits on the goods you sell are not all that needs your undivided attention.

"I refer now to careless weighing and measuring of goods, and rejecting all goods not up to grade.

"If you get stuck on a lot of good do not try to push them off on your custmer as first class goods, as your customers have selected you to supply good goods for them.

"Look to it very closely that your shipping department is run in an unquestionable manner and that all goods are paid for or charged that leave your store.

"Goods which you purchase should be gone over and counted and weighed and you should see that you get all you pay for."

Nut crackers and nut picks should be kept in stock.

California walnuts are higher than last year but the sales have not fallen off. The holidays make a demand for nuts of all kinds and a full stock must be carried from now on.

St. Louis grocers are hammering away on the shortweight cracker proposition. They insist that they should not pay cracker prices for the cardboard in which they are packed. Right.

Coffee and tea are attracting more attention on account of the possibility of an import tax. Now is a good time to push them. A coffee demonstration every Saturday during cold weather would certainly bring many to the store.

In spite of the number of new breakfast food there is still a good demand for the old fashioned oatmeal. Some jobbers say the demand is steadily increasing again, after being pretty badly knocked out for a while by the prepared foods.

Grape juice is not supposed to be so much of a winter line as it is a summer one nevertheless it sells well all through the year. As a medicine it is in demand while there is no reason why it is not as good a beverage in winter as in summer.

Seasonable Suggestions.

Get ready for the Christmas rush.

Keep Christmas specialties in front.

Now's the time for a little special advertising.

Demand for nuts is increasing. How is your stock?

Dried apples are climbing into the luxury class fast.

White grade of canned asparagus is scarce and in big demand.

Estimates of the tomato pack place the total output at close to 6,000,000 cases; 9 000,000 last year.

Winter's a good time to begin to increase your trade on coffee and tea. These articles are profit producers.

Push trade on salt fish, cheese, kraut, etc., by talking and advertising these items whenever the opportunity offers.

Canned corn is selling fast at the low prices prevailing. Quality is the best and prices the lowest for several seasons past. Push it!

There'll be a great scarcity of tomato catsup by early spring. Already stocks are light, so present prices are certain to be the lowest for a long time to come.

The supply of all kinds of dried fruits is light and well in hand. The usual December demand will clean stocks up closer than ever known at the corresponding time

Receipts of cloves at Zanzibar for the first half of November were officially reported as 3,200 bales. Total to date 16,100 bales, against 65,700 to same date last season.

Talk a lot about cider, apples, apple butter, mincemeat and all such things in your ads. A little talk is sure to stir up more or less business on these seasonable and appetizing goods.

There will be a call from now on for confectioners' sugar as in many households holiday candies are home made. This manufacturing of sweet stuff generally for the holidays increases the consumption of sugar.

Make the trade think of the fancy lines of groceries by constantly advertising them. Never mind advertising the staples so much now. If you hammer away on the fancy goods the staples will take care of themselves.

Handsome packages of raisins in clusters, baskets and boxes of fine figs, citron, stuffed dates, cartons of prunes, packages of seeded raisins and currants, with pomegranates, oranges, lemons and highly-colored apples should enable the grocer to make his window and counter display the talk of the neighborhood.

TO MAINTAIN PRICES.

Washington Grocers Taking Action to Bring Manufacturers in Line.

Spokane—The Spokane Retail Grocers' Association is reported very active and doing good work. It has received favorable replies to the circular recently sent out advocating a joint meeting of representatives of all state associations to unite on a plan to bring about a general adoption of the maintenance of retail prices by manufacturers. A protest has been sent to the Postmaster General against the number of rural mail boxes to help the catalogue houses.

"GRIFFIN EXTRAS"

CONCENTRATED

SOUPS







1-lb. tins
4 dozen per case.

Each tin makes a quart of soup by adding 1½ pints of boiling water.

Tomato
Tomato-Okra
Chicken
Chicken-Gumbo
Consomme
Cream of Celery
Cream of Asparagus
Julienne
Clam Chowder
Mulligatawney
Ox-Tail
Mock Turtle
Beef
Vegetable
Puree of Bean
Puree of Pea
Puree of Lentil
Bouillon

FREE DEAL: One Case Tomato Soup FREE with each 5 Cases Purchased.

Send us your order and mention your Jobber's name.

JOHN H. SPOHN COMPANY
Sales Agents
16-18-20-22 Front St., San Francisco.
SPOHN-COOK COMPANY, 355 E. Second Street, Los Angeles.

SEASONABLE SUGGESTIONS.

Pointers "Borrowed" From the Columns of Various Careful Contemporaries.

Dress your windows.

Use plenty of sign cards.

Christmas greens are here.

Don t let the dead beat escape.

Plan to get the Christmas trade.

Olives in glass make a nice display.

Fancy groceries sell best at this time.

Advertise oranges to your Christmas trade.

Order your Christmas trees and greens now.

Get the order for the Sunday school Christmas candy.

Raisins, prunes, citron, Almeria grapes figs, etc., are wanted now.

Keep figuring how to increase the sales without an increase of expenses.

Give the crockery department a better show. It has been neglected—maybe.

There's a lively demand for oysters of all kinds. Canned oysters are wanted.

Put in a good brand of canned plum pudding and talk about it in your advertising.

Candy will sell quicker than hot cakes, if it is good candy and well displayed.

It's easy to let the profit slip in these days of advancing cost of goods. Don't do it.

This is harvest time for the lamp goods, lanterns, etc. Even the candle is not neglected.

Make a window display of fancy cured fruits, such as cluster raisins candied fruits, etc.

If candy won't sell from now to Christmas, you may make up your mind that it never will.

Don't forget that by selling boxes and barrels you can save a neat sum in the course of the year.

Rice is always seasonable and the consumption is increasing. Tell your trade what a good food it is.

Honey is selling freely and the market is steady. The demand is probably better than the average.

Don't hold the eggs before shipping to the market. They have probably been held long enough already.

Coffee is in heavy sale now. Increase your business by advertising and demonstrating your best grade.

Molasses in cans seems to be gaining over the keg and barrel goods. It is easier to handle and quicker, too.

It is likely that pickels will hold up well until the next crop is on the market as this year's yield is not large.

Almonds are more closely cleaned up than is generally supposed. Remaining stock is in few and strong hands.

If the mice and matches get together in the back room there may be a fire. See that they are kept separate.

Two weeks until Christmas. Strenuous weeks they must be for the grocer as well as the merchant in other lines.

Time to get the stock of Christmas tree decorations to the front. Candles and ornaments of all kinds will soon be wanted.

With other fancy groceries jams and jellies come in for a good demand during the holiday season. Advertise these lines well.

If you get hold of anything that's new and appetitizing, advertise it. People are always looking for something new to eat.

Grocers ought to look out for high prices on gallon canned apples. All the packers are heavily short on their deliveries to jobbers.

The market on cheese is in very healthy shape and a rise in prices is not improbable at all. At least, lower prices aren't in sight.

Demand for flavoring extracts is very good as there is much baking and fancy cooking for the holidays. See that your line is complete.

A New York report says: "Cheese is now practically all under contract in this county, as well as in Lewis and St. Lawrence counties."

Cured apples are advancing as the crop is proving to be fully as short as anticipated earlier. Canned apples are showing an upward tendency.

Always be on the lookout for a profit You don't have to squeeze your customers on anything if you but make something on everything you sell.

Make a display of wash day goods occasionally or have a sale of them There are many things in the store that can be included in this line.

The market is strong on canned fruits with some kinds hard to get. There will probably be a good spring demand with comparatively little stock to meet it.

Eastern advices indicate a continuation of present high prices on smoked bloaters. At the present time bloaters are scare and higher quotations are thought likely.

Satisfy your customers. It is better to lose a few cents by taking back an unsatisfactory article than it is to make a few by insisting that the purchaser keep it.

This is the time of year when the farmer furnishes his own provisions and the demand is consequently lighter. Most lines of provisions have declined recently on the larger supply and smaller demand.

In their tea market report, Tarrant & Co. of Colombo, Ceylon, say: 'Pluckings are medium; prospects are good. The weather continues unfavorable and quality is poor."

Winter is supposedly the chocolate and cocoa season of the year and the jobbers have reported very good sales in this line. Keep a good assortment and advertise it frequently.

Demand for cereal breakfeast food is enormous and the market is firm. New brands are not appearing so frequently as they were some time ago. But there are plenty yet, thank you.

Canned soups will sell better in winter than summer. but they are a line of goods that respond surprisingly well to a little good advertising. Remind your customers that you handle canned soups.

The Standard Oil Co. is retailing oil in Toledo Ohio, as well as in St. Paul. At a recent meeting of the association of the former city a committee was appointed to see that company about the matter.

Sell fancy groceries for the next few weeks. The grocery trade certainly "loosens up" at this season as at no other and the merchant who does not take advantage of it loses a good chance.

Advices from Pomona, Cal., state that buyers of walnuts in that locality are having difficulty in securing the quantity of first-class nuts desired Many of the nuts show the effect of spots or sunburn.

Flour does not attract much attention but it constitutes quite a large chunck of the grocer's business. See that the stock is kept from contamination and from the rats and mice, and that you get a proper profit.

This is the time of the year when fires are most likely to occur. Guard against them in every way and as a further precaution, have your books in such shape that you can easily prove your loss if you are called upon to do so.

Catsup is in brisk demand and the prices are firm on the short crop of tomatoes. There was a time—sad to relate—when a shortage of tomatoes did not bother some of the catsup manufacturers, but times have changed.

Advices by mail from Dallas, Tex., report that pecan nuts are very scarce in that vicinity, the supply being scarcely sufficient to meet local demands. It is expected, however, that the supply will be more plentiful later, though the crop in that vicinity is smaller than anticipated.

Swift & Co. have acquired land and wharfage facilities at the great New England fish port of Gloucester, Mass. and will handle cod, haddock and other lines of dried, salt and packed fish through their provision branches throughout the country. This is the first incursion of the meat packers into the fish field.

A MATTER OF HEALTH

ROYAL



BAKING POWDER

Absolutely Pure

HAS NO SUBSTITUTE

All Grocers should carry a full stock of Royal Baking Powder. It always gives the Greatest Satisfaction to customers, and in the end yields the larger profit to the Grocer.

Nicelle

is to other olive oils what champagne is to ordinary wine.



A beautiful and useful book on the preparation and serving of salads, full of illustrated recipes, Sent Free on Request

Nicelle Olive Oil

Made in Nice, France, of selected, "sound" olives. Unexcelled for its PURITY, FLAVOR AND BRILLIANCY

Don't Spoil Your Salad by using poor olive oil, made from cotton seed, animal fats, drugs, etc. Such oil has disagreeable flavors and are often very injurious

Try a bottle of Nicelle Olive Oil, compare it with other brands and judge for yourself.

"COMPARISON IS THE TEST OF SUPERIORITY." At all dealers.



SEVILLE PACKING COMPANY NEW YORK

EXCLUSIVISTS IN OLIVES AND OLIVE PRODUCTS

JOHN H. SPOHN CO.

(INCORPORATED.)

Pacific Coast Agents

16-18-20-22 Front Street San Francisco, Cal.

BRANCH HOUSES:

Portland, Seattle, Denver, Salt Lake City

SPOHN-COOK COMPANY, Los Angeles, Cal.

PLAN ADVERTISING CAMPAIGN.

The Dr. Price Food Co. Planning Extensive Publicity Campaign for 1906.

Arrangements are being perfected by the Dr. Price Cereal Food Co. to conduct an extensive advertising campaign in this territory for the coming year.

This company will use the San Francisco daily papers extensively to exploit the merits of their products and this method of interesting consumers will be suplemented by other attractive matter that is certain to be of material benefit to the retailer.

The local representative of the company, Mr. E L. Mosley, is now sending out some unusually attractive matter to the trade.

REDUCTION IN PRICE.

The John H. Spohn Co. announce a reduction in the price of Carnation Cream, gallon size six cans in case, to the following: Single case to $3 80; five case lots to $3.75; twenty-five case lots to $3.70, and fifty case lots to $3.65.

WHO IS TO BLAME?

(Continued from page 5.)

direct from the manufacturer, as the semi-jobbers do, and whom the foolish retailer is as likely as not to throw his business to.

How Retailers Can Help.

Retailers can control the situation if they approach it in a business-like way.

If the retailers, as a unit, would unite in saying:

"We will buy nothing from any firm that sells to any party who could be supplied TO GOOD ADVANTAGE by a retail grocer,"

The wholesaler would say:

"We are delighted. When one of our men sells such a party, let us know and we will have it stopped."

The result would be greatly to the advantage of the wholesalers They know this. They know that a condition such as we outline above would give them hundreds of thousands of dollars of business from retailers which is now done by firms that not only sell to retailers but also sell to firms that these retailers should be supplying.

At its last convention, the State Grocers' Association passed the following resolution:

Selling Hotels, Coleges, etc.

Whereas, Many wholesalers and manufacturers sell indiscriminately to all hotels, restaurants, boarding houses, colleges, etc.;

Whereas, Much of that trade would otherwise go to retail dealers; and

Whereas, The majority of this business is ultimately secured by those firms which, while doing a retail business, pretend to be wholesalers, be it

Resolved, That the California Retail Grocers' and Merchants' Association disapprove of the practice on the part of wholesalers and manufacturers in selling to establishments that would otherwise be supplied by retail grocers and whose trade really belongs to the retailers of their respective communities. Be it further

Resolved, That when a wholesaler or manufacturer insists upon continuing such a policy in the face of opposition of the retail grocers of any community, that we will consider such action on their part as unfriendly, and act accordingly.

Selling to Consumers.

Whereas, The sale of goods to consumers by wholesalers and manufacturers is not profitable to the wholesaler and makes the wholesaler the rival of the retailer, to whom he looks for the distribution of his goods; be it

Resolved, That we decidedly denounce such practice as shortsighted and unfair.

Whereas, The firm that sells to consumers in any one community makes it evident that they would sell to the consumers in other communities if circumstances made it profitable, be it

Resolved, That the affiliating Associations and individual members of the California Retail Grocers' and Merchants' Association pledge themselves to confine their trade as far as possible to those concerns whose business is large enough to warrant their doing a strictly wholesale grocery business in each community where they operate.

MR. RETAILER—Are you willing to do your share to help the State Association correct this trade abuse? Let us hear from you.

CLUFF BUYS CIGARS.

Wm. Cluff Company has purchased the cigar department of M. Ehrman & Co., wholesale grocers and cigar dealers, who are soon to retire. The same firm will also take over the Oakland branch of M. Ehrman & Co Several of the best-known employes of M Ehrman & Co. have been retained by the Wm. Cluff Co. Wm. Hamilton and Thos. Elliott of the grocery department are included, and Manager Lanins of the cigar department will assist in making the transfer of that department.

VALUABLE STOCK.

Sacramento.—The California State Bank advertises for sale 150 shares of this company at $100 per share. The company has paid dividends every month for twelve years. The rate is 50 cents per month per share. There is a reserve fund of $500,000. All the properties are paid for, and there is neither mortgage nor bonds on any part of them. This is a first-class investment, which will net you 6 per cent per annum at the rate of 50 cents per month.

You want to please your customers.



Lily CREAM WILL DO IT

Its Pure That's Sure

At All Jobbers

Pacific Creamery Co.

San Francisco Office, 115 Davis St.

Phone, Bush 522.

SNIDER'S PORK AND BEANS WITH TOMATO SAUCE

You Can't Lose if you buy this brand.



1-pound 2-pound 3-pound Tins Retail at 10c 15c and 25c

Snider's Pork and Beans WITH TOMATO SAUCE

are preferred by people who have eaten the various other brands.

Merit Sells Them.

T. A. SNIDER PRESERVE CO., Cincinnati, O.

Makers of Snider's Catsup, Oyster Cocktail Sauce, Salad Dressing, Chili Sauce and Tomato Soup.

JOHN H. SPOHN CO., Agents

16-22 Front St., San Francisco, Cal.

Better Profits

Greater Economy in Cereal Goods

A New Departure.

DEL MONTE MILLING CO. PEACOCK BRAND SAN FRANCISCO.

ALL MEALS

Can Now be Secured in

2-lb. and 5-lb. Cartons

UNDER THE

PEACOCK BRAND

Thoroughly Sterilized — No Waste — No Bugs — Attractive Packages
Packed by Machinery — Not Touched by Human Hands.

Selling Price Absolutely Protected.

Sole Manufacturers:

DEL MONTE MILLING CO.

San Francisco and Los Angeles.

CRACKER-JACK

THE MORE YOU EAT THE MORE YOU WANT THE WORLDS GREATEST 5¢ SELLER

100 Packages to Case $3.65
Case weighs 40 pounds gross.
Dodge, Sweeney & Co., AGENTS SAN FRANCISCO

ASSOCIATION NEWS.

Harrisburg, Pa.—The retail grocers have instructed their president to appoint a committee of five to request the Governor to ask that the special session of the Legislature, which convenes in January, take up the Pure Food law and correct some of the many abuses that now exist in it.

New York, N. Y.—The retail grocers of New York have indorsed the candidacy of Wm. Gray of Brooklyn for secretary of the National Association.

Port Huron, Mich.—The Retail Grocers' Association has decided not to handle the coupons being circulated by a certain soap concern. These coupons call for soap and washing powder from the grocer. The grocers consider such methods of introduction a detriment to the trade.

Buffalo, N. Y.—The Retail Grocers' Association has appointed a committee to act with similar committees of different lines of trade to bring about the abolishment of trading stamps.

Council Bluffs, Iowa—Congressman Walter I. Smith told the Grocers' Association at a recent meeting that he was decidedly against the proposed Parcels Post bill. He stated that if the law should be put into effect it would require at least 2,000,000 men to handle the business of the government and would place them in position where they could dictate their own policy, control elections and defeat any man not in harmony with their ideas.

Big Rapids, Mich.—The members of the Association met at the store of C. W. Barton. After the meeting was over, Mr. Barton asked the members to his house. On arriving there they found they had been preceded by their respective and prospective wives. Cards and refreshments followed. The members agreed that they would not fail to attend future meetings.

Topeka, Kan.—A credit rating system that has been instituted has already proven of great value to the members and has saved some of them from heavy losses through dead beats.

Detroit, Mich.—The retail grocers of this city have decided to take drastic measures to force wholesalers to discontinue selling the consumers.

Adrian, Mich.—There are thirty grocers in this city. All but one has joined the Grocers' Association. Practically all the members attend every meeting. One of the principal objects of the Association is to protect its members against dead beats.

Akron, Ohio—The State Grocers' Association of Ohio holds its State convention in this city on Tuesday, December 5th. Among the matters that will be considered are mutual fire insurance a garnishment law, abolishment of trading stamps, and national legislation, such as a food law, the Dixon bill requiring public employees to pay, and the Parcels Post law.

Toledo, Ohio—The Pure Food Show, recently closed, was a grand success All the exhibitors were more than pleased.

TRAVELERS TAKE ACTION.

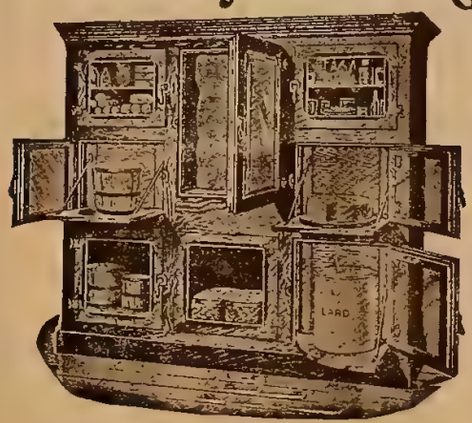
The Travelers' Protective Association has taken a decided stand in opposition to the Parcels Post law. Every commercial traveler in the country should realize that the passage of the Parcels Post bill would mean a loss of millions of dollars' worth of business to the general merchants throughout the country. These general merchants buy their goods from the commercial travelers while the big houses who would otherwise get the business go direct to the manufacturer or manufacture themselves. It is to the interest of the commercial travelers to see that no such law is passed.

ROCHDALE SUES ASSOCIATION.

Sacramento, December 7th—The Sacramento Rochdale Co. is suing the Grocers' Association for $20 which is alleged to have been paid into the treasury of that organization as a deposit. The Rochdale Company claims that it resigned as a member of the Association on November 6th and that, while their signature was accepted later, their store was notified that the deposit money had been forfeited. F. F. Reed, manager of the company, takes the stand that since no charges were preferred against the company, the deposit should have been returned.

Any Way You Examine a

McCray Refrigerator



Inside or Outside, it is a True Realization of all that is Best in Refrigerator Construction

No. 410 Grocers' Refrigerator.

THE McCRAY REFRIGERATOR RANKS

first in every way. It is sold entirely on its merits and is known everywhere for superiority.

McCRAY REFRIGERATORS are perfect refrigerators and will in a short time repay their cost through saving of butter and other provisions, and ice.

We can here give you but a faint idea of the McCray refrigerator. Let us send you our catalog showing our extensive line from which you can make a selection.

SOLD ON EASY PAYMENTS.

McCRAY REFRIGERATORS ARE GUARANTEED.

BECK - WAKEFIELD COMPANY

GENERAL AGENTS

122 Market Street, San Francisco, Cal.

ROASTS THE KNOCKERS.

State Secretary Connoly Thinks Praise Should be Accorded Those Who Help.

San Francisco, Dec. 13, 1905.

Editor Advocate:—

The Southern Retail Grocers' Association recently appealed to the Diamond Match Company, in whose employ Fred Mason now is, to allow the former secretary of the National to assist in an organization in that territory Their request was complied with.

Because the efforts of Mr. Bratton, editor of the Southern Merchant, the Diamond Match Company allowed Mr. Mason to accompany Secretary Bratton to the South and, together they accomplished a great deal of good in awakening interest and forming new associations throughout that section.

Certain trade papers have been criticising in rather a nasty way Mr Mason's action and questioning his good faith.

It certainly shows much bitterness for trade papers that are dependent upon the manufacturer and the retailer for their existence, to criticise the actions of the Diamond Match Company or villify the character of ex-Secretary Fred Mason.

Was it not the Sapolio people who gave the services of "Sapolio" Stevens and Fred Lorenz and its other representatives to help build up the National Association besides donating largely to its treasury?

Was it not the National Food Company that was its largest supporter?

There are other manufacturers that should certainly be remembered by the Retail Grocers' Association of the United States for the good they have done in helping make a national association possible when it was in its infancy.

The "Omaha Trade Exhibit," which makes the worst attack upon Fred Mason, was at one time the official organ of the Omaha assaciation and the Nebraska State Association That honor was taken away from it some time since, so that what it says does not carry much weight and is evidently merely the rambling ideas of its narrow-minded editor.

Having met Secretary Fisher of the Nebraska Association at Cincinnati and knowing his friendly feeling toward Fred Mason and his appreciation of the ex-secretary's work I certainly feel that neither he nor his association approve of these attacks.

Fred Mason is a gentleman, a true friend, and an energetic worker in anything he undertakes. He has many friends in California who admire his talent and his eloquence.

The disagreeable duty of getting donations for the National's treasury fell to him and he handled it like the diplomat that he really it.

Fred Mason has earned the respect of every trade paper editor in the United States They know that after the years he has spent in association work, it would not be natural if he did not retain some interest in the organization.

I admire the work being done by President John A. Green to put the National on a self sustaining basis and hope the plan will be successful Yet we should not forget the generosity of those who donated to the National association in the past when the organization could not have lived without their help

I hope the proverbal ingratitude of retail grocers will not interfere with their doing full justice to the present president of the National association. I know I voice the sentiments of the delegation who attended the Cincinnati convention, including Joseph A. Stulz, when I say that President John A. Green should be re-elected unanimously, as he is the right man in the right place.

Yours very truly,
Frank B. Connoly.

THE KING OF ITS KIND



ELECTRO Silver Polish SILICON

IS AN ARTICLE OF REAL MERIT and the only one of its class for which a constant demand is created among consumers by regular and systematic advertising.

On every box a Woman in Red, Never take another instead.

REDINGTON & CO.

SAN FRANCISCO

Sole Agents for the Pacific Coast.

HELPS THE GROCERS.

(Continued from Page 5.)

among the wholesale trade. In every instance these firms have been detected in methods that have been detrimental to the interests of the grocery trade and have have refused to treat the trade fairly.

The Advocate's crime, in the eyes of these men, has been that it made public their shortcomings.

Some of these firms have said that The Grocers' Advocate was a blackmailing paper. When they said this they not only lied but they knew they lied, because if The Advocate belonged to the blackmailing class, its editor would have suppressed the unpleasant information concerning these firms and secured business thereby, whereas, instead of doing this, it was faithful to the grocers' interest at the expense of advertising patronage.

While The Advocate has lost some advertising patronage through its fearless policy, its prestige with the retail grocers has grown correspondingly and its value as an advertising medium is correspondingly increased.

A glance at the list of firms advertising with The Advocate, most of whom use no other grocery paper of the Pacific Coast, shows how true this statement is

The Advocate not only has a very large circulation in San Francisco but it has a large general circulation through the entire Coast since up-to-date merchants are desirous of being posted on conditions in the San Francisco market. There is no other grocery paper that has a circulation of any consequence in San Francisco and there is no other trade paper devoted to grocery matters that dare open its subscription books and mailing lists for the investigation of its advertisers.

These facts all speak for themselves.

PRAISE FOR SCHILLING.

Georgia Editor Approves Protection of the Profits of the Retailer.

In a strong article commenting upon the action of A. Schilling & Co. in bringing suit against firms that have cut the established prices of "Schilling's Best" goods, the "Southern Merchant" of Atlanta, Ga., says:

"The price-cutter is one of the greatest enemies with which the legitimate grocer has to contend.

"When once a staple article of merchandise is cut, it takes months of hard work, on the part of the grocer, to place it on the live list again, and to induce his customers to believe it is worth more money. It has a black eye which only time and hard work can cure.

"The so-called 'cheap cash grocer' has accomplished his end and is using some other staple as a 'leader.' He never tries to rebuild the house he has torn down, but has his razor drawn and his eye fixed on the fifth rib of another staple to be used as a 'leader.'

"And so the merry work of the slasher goes on from one article to another.

Loses Sales and Customers.

"The retailer loses many sales and good customers by not being able to meet the cut price, and, therefore, the manufacturers and jobbers are losers and the people's confidence is shaken in the grocer

"When an article has been trodden in the mire by a price cutter, it is harder than trying to get justice from his satanic majesty to pull it out again.

"Give a man a bad name and, as a rule, he will go to the dogs. Cut the price of an article and all the combined eloquence of grocerymen can't make the public believe it is other than cheap.

A Right to Protection.

"The manufacturers and jobbers have a right to protect their goods from such attacks from unscrupulous, iconoclast grocers. It is the duty they owe themselves, as well as thousands of legitimate grocers, not to allow their goods to be advertised as cheap trash of little value. They should require all retailers to sell their goods at minimum profit. Such an agreement should be a condition precedent to each sale. They have a legal right to demand that the sale of their goods shall not be injured by the price-cutting grocer.

Atlanta Demands Protection.

"This matter was discussed at the last meeting of the Atlanta Association. A committee was appointed to meet with several prominent manufacturers and wholesalers, and ask them to co-operate with the association, and use their influence in establishing a minimum profit on staple articles. We have no doubt that this action will be well received by them, and that they will do all in their power to assist in accomplishing this end, which is of vital importance to them."

If you want a profitable coffee trade, keep coffee to the front all the time. Talk about it, being careful to emphasize quality. Don't mind the price, for the most economical consumers always lose sight of that if the gratification of the palate is assured by using a fine-flavored, heavy-bodied coffee every frosty morning and to put the finishing touch on a good dinner.

Keep stock away from the "sampling customers" as much as possible. In a city store the other day a woman bought five cents worth of candy and ate about two cents worth while her purchase was being put up. This could be avoided if the candy counter were enclosed with a glass railing in a show case. The latter is a good method, anyway, as it protects them from the dust that is constantly present in the store

PROTECTION THAT PROTECTS.

Manufacturers Can Require Agreements That Will Prove Effective.

The agreements required by honest manufacturers—we mean by this, manufacturers who intend to enforce their contracts and do not make them just for advertising purposes — STICK. They may be violated in a small way from time to time that is annoying. As a rule, however, the condition of trade can be bettered by a contract required by a firm with back bone.

This is well exemplified by the following article from "Drug Notes," which says:

"Mail order houses cannot get serially-numbered goods.

"Why?"

'Because by means of the serial numbers, the goods can be traced from the mail order house back to the person or firm guilty of a violation of the manufacturer's contract.

"Everybody in the trade knows this, hence will take no chances on selling numbered goods to price demoralizers

"The following letter sent to a Nebraska man, who ordered Swamp Root of Montgomery Ward & Co. by the mail order house named, and by the Nebraska man forwarded to Kilmer & Co., from whom the following letter was obtained; tells how effectually does the serially-numbering proposition eliminate a mail order house competition:

Chicago, Ill., July 6, 1905.—Mr. G. Anton Anderson, R. No. L., Box No. 73, Loomis, Nebraska.

Dear Sir: We are in receipt of your order enclosing $8 00 for a dozen bottles of Kilmer's Swamp Root, but cannot make the shipment as we do not handle medicine any longer.

"The manufacturers of several different medicines have combined and will not sign an agreement with them to sell the goods at a certain price. We prefer to make our own quotations on the goods we handle, so are unable to sign their agreement.

"They will not allow us to handle their goods, so we cannot forward your order for Swamp Root. We cancel your order and refund $8.00 herewith.

"We are very sorry we are unable to serve you this time, but hope we shall be favored with your future orders, and next time we trust our dealings will be more successful. Yours truly,

"Montgomery, Ward & Co.

"The above may furnish food for thought for Southwestern merchants who are feeling this sort of competition. There are some articles in every line of retail business which can be had with consecutive numbering. If it becomes necessary to trace them as the druggists do in some instances, the consecutive numbering idea may prove beneficial"

HAS ENTHUSIASTIC FRIENDS.

"Will you kindly let me ring up Mr. —— in the next town. You can talk to him at my expense and he will tell you whether the McCaskey Account Register is worth while or not."

This is the chief selling talk of W. A. Hawley and his agents.

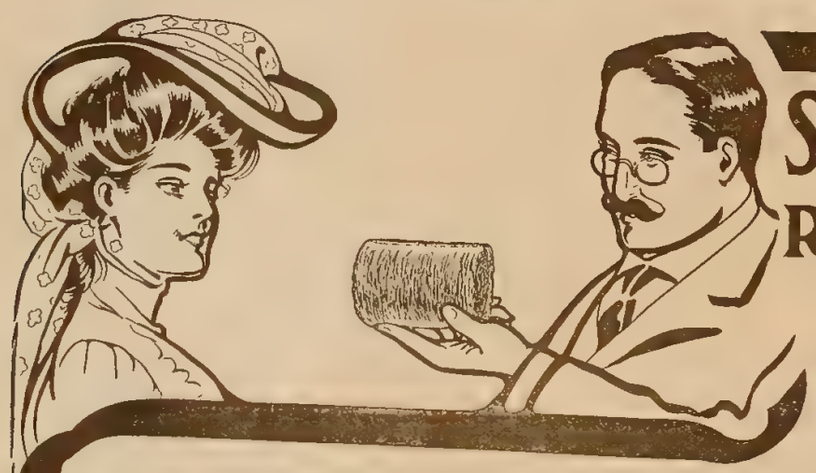
When a man is so sure of his goods that he knows he can take a prospective customer to the stores of those who have already purchased, he certainly has a mighty good thing.

The McCaskey Account Register does for account sales what the Cash Register has done for cash sales, only more.

It saves time and expense, prevents mistakes, and insures satisfaction on the part of the customer and supplies a simple system of bookkeeping that enables the merchant to know where "he is at" at any moment.

All of these things are worth money.

If you want to know more about it, read the ad. on the first page of the cover.



SHREDDED WHOLE WHEAT RECOMMENDATION

The Best Cereal Food to Eat, and
The Best Cereal Food to Sell, is

Shredded Whole Wheat

It is made in two forms, Shredded Wheat BISCUIT and TRISCUIT.

TRISCUIT is a CRACKER, not a "breakfast food." It is used as toast in place of ordinary bread toast, and for all purposes for which the common white cracker of commerce is used.

Shredded Wheat BISCUIT is the standard wheat food of the world, delicious for breakfast, or for every meal for every day in the year. It contains all the nutriment in the whole wheat in digestible form. A good seller all the year round.

THE NATURAL FOOD COMPANY
Niagara Falls, N. Y.

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Each of these departments in this Price List is checked up and corrected every week by two or more reliable authorities on values. More than thirty wholesale houses co-operate with us to secure for our List the greatest accuracy possible.

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Lemon Juice	25
Lime Juice	25
Linseed Oil	17
Liquid Bluing	14
Lobsters, Canned	14
Lozenges	21
Lubricating Oil	17
Lye	15
Macaroni, Imported	18
Macaroni, Domestic	18
Mackerel (salt)	12
Mackerel, tins	13
Maple Sugar	4
Maple Syrup	4
Marmalade	9
Matches	32
Meals	17
Measures	34
Meats (canned)	10-11
Meats (smoked)	7
Meats (dry salt)	7
Milk (condensed)	24
Mixed Candy	21
Molasses	3
Mops and Handles	36
Mouse Traps	37
Mucilage	38
Mushes	18
Mushrooms	25
Mustard	19
Neatsfoot Oil	17
Nest Eggs	37
Nuts	6
Oil Cans	37
Oils	17
Olives	26
Olive Oil	26
Olive Oil (imitation)	26
Oysters	14
Pails	36
Paints, Dry	17
Paper Bags	31
Paper, Shelf	36
Paper, Toilet	32
Paper, Wrapping	32
Paper, Writing	37
Paprika	26
Paraffine Candles	31
Pastes	18
Patent Medicines	36
Peach Butter	10
Peanut Butter	26
Pearled Cereals	17
Peels	26
Pens (steel)	38
Pepper	19
Pepper Sauce	28
Pickles	27
Pigs Feet	8
Pim Olas	26
Pineapples (canned)	7
Pipes	40
Playing Cards	
Plug Tobacco	39
Plum Pudding	
Polish, Metal	33
Polish, Stove	32
Polish, Stove	33
Pop Corn	26
Pork and Beans	10
Pork, Barreled	7
Potato Mashers	37
Potted Fish	13
Preserves	8
Pretzels	27
Provisions	7
Prunes	6
Raisins	6
Rice	18
Rolled Cereals	18
Rolling Pins	37
Rootbeer	27
Rope	33
Sago	18
Salad Oil	26
Salad Dressing	27
Saleratus	20
Salmon (salt)	12
Salmon (canned)	13
Sal-soda	15
Salt	28
Saratoga Chips	28
Sardines	14
Sauces	28
Sauerkraut	28
Sausages	8
Seeds	33
Sheep Dip	33
Shelf Paper	36
Shell Fish	14
Shoe Blacking	32
Shoe Dressing	32
Shrimps	14
Smoking Tobaccos	39
Soda and Saleratus	20
Soap	16
Soap, Scouring	16
Soups	29
Spanish Delicacies	23
Spices	19
Spittoons	37
Spoons, Wood	37
Sprats	14
Starch	15
Stepladders	37
Stick Candy	21
Stove Polish	32
Sugar	3
Sugar, Maple	4
Syrup	3
Tacks	37
Tamales, etc.	29
Tapers, Gas	37
Tapioca	18
Teas	2
Tobacco	39
Tobacco Cutters	37
Tobasco Sauce	27
Toilet Paper	32
Tooth Picks	27
Traps	37
Tripe	8
Truffles	29
Tubs	37
Turpentine	17
Twine	33
Twine Holders	37
Vegetables (canned	6
Vinegar	29
Washboards	37
Washing Powder	16
Wax	33
Whips	37
White Lead	17
Wicking	37
Willow Ware, etc.	35
Window Screens	37
Wringers	37
Writing Paper	37
Wooden Ware, etc.	35
Yeast Cakes	29

COLUMN 1.
Department 1.

COFFEE, CHICORY, ETC.

Green Coffee.

Mocha, Genuine Arabian	23	25
No. 2	17	18
No. 3	16	
Kona (Hawaiian)	19	18
Mexican	12	18
Java, common	15	18
Java, brown plantation	20	25
Caracol, prime washed	13	16
Caracol, ordinary	13	14
Guatemala	11	17
Costa Rica	12½	16
Salvador	10¾	12

Roast Coffee.

Salvador	12	20
Costa Rica	16	26
Java	24	31
Mocha Aden	27	31
Prme W shd. C. A. Blends	19	24
Good C. A. Blends	18	26
Ordinary Blends	12	13

Private Brands.

Royal Java Roast	13
Lion, 100-lb	14.87
Arbuckle's, 100-lb	15 87
Arab, 1-lb tin	18
Hill's Bros Arabian Roast	.27
"M.J.B.," 60 1's in case	.28
"M.J.B.," 30 2 s in case	.27
"M.J.B.," 24 3 s in case	.25

Schilling's Best Coffee.

Tins: 30-lb price
60-lb case ¼ off

	1-lb cartons	1-lb tins	2-lb tins	3-lb tins
5-star	38¼	39¼	38¼	38
4-star	29¼	32¼	31¼	31
3-star	25¾	28¾	27¾	27½
3-star Laquered (3- lb. ti s only)				27½
2-star	22¼	25¼	24½	24
1-star	18¾	21¾	20¾	20½

(Cartons only in 25, 50 or 100 lb cases ca be assorted as required.

The Porto Rico Co.

Ponce de Leon, sealed cans only,
1-lb 0, 2-lb 29, 3-lb 28½

Cream of Moca, 1-lb cartons.25
La Gloria de Porto Rico in bulk ...26

Ground Coffee.

Hill's Bros. Arabian Roast	.27
Cafe des Gourmands	.26
Mexomoka	.18

Chicory.

California	6
Belgian	7
German, Genuine	8

Coffee Extracts.

Bulk, per lb	07
Vienna, ¼'s, 10-lb bx	25
Vienna, 1's 10-lb bx	25
Ackermann's, ½-gross bxs., gross	4 00

COLUMN 2.
Department 2.

TEAS.

Japan.

(Panfired, Sundried or Basket-fired)

Extra Fancy	56	74
Fancy	41	55
Extra Choicest	39	43
Choicest	34	38
Fine	24	33
Fair	22	24

Green China.

(Gunpowder, Imperial or Young Hyson)

Extra Fancy	55	76
Fancy	33	46
Choicest	25	37
Extra Choice	20	24
Fine	25	31
Fair	20	25

English Breakfast.

Extra Fancy	67	80
Fancy	51	66
Choicest	35	50
Choice	24	30
Fine	20	22
Fair	15	20

Oolong.

Extra Fancy	53	$1 50
Fancy	50	57
Extra Choice	36	42
Choicest	33	35
Fine	27	32
Fair	22	26

Ceylon and India

Broken Orange Pekoe	36	65
Broken Pekoe	33	56
Orange Pekoe	31	53
Pekoe	27	46
Pekoe Souchong	24	39

Schilling's Best Teas.

(Packed only in 16, 12, 8 and 6-oz. Cartons. Never in bulk.)

Japan, per lb	$0.45
do. 1 crown	.90
do. 2 crown	1.80
English Breakfast	.45
do. 1 crown	.90
do. 2 crown	1.80
Ceylon	.45
do. 1 crown	.90
do. 2 crown	1.80
Oolong	.52½
do. 1 crown	1.05
do. 2 crown	2.10

TREE TEA

(Pride of Japan, etc.)

Packed in 1 lb. and ½ lb. cartons

Japan	37½
E. B. Congou	37½
Oolong	50
Gunpowder	45
Ceylon	40

COLUMN 3.
Department 3.

SUGAR AND SYRUPS.

The Western Sugar Refining Company quotes net cash prices as follows. Barrels are an advance of 10c, half barrels, 25c, boxes, 50c, 50-lb. bags, 10c.

Dry Granulated, 100-lb. sk	5 05
Fruit Granulated	5 05
Confectioners' A	5 05
Cube	5 20
Crushed	5 30
Fine Crushed	5 30
Candy Granulated	5 15
Magnolia A	4 65
Extra C	4 55
Golden C	4 45
Beet D. G.	7 85
"D" Sugar	4 25
H. & E. Crystal Dominos	8 05
Bar Sugar, bbls	6 06
Do. ½-bbls	6 80
Do. 40-lb. tins	8 60
Do. 20-lb tins	8 60
Do. 30 lb. boxes	7 45

SYRUPS.

Saratoga Drips (Long's)	gal.	Gal.
50-gal. bbls.		$ 50
30 gal. bbls.		52
17 gal. bbls		55
5 gal. jackets	2	36
4¼ gal jackets	2	61
2 gal kits	1	23
1½ gal. kits		91
1 gal tins		70

Pac. Coast Syrup Co.

Tea Garden Drips—	Case
12. 1 gal. tins	$8.40
20, ½ gal. tins	7 70
24, ¼ gal. tins	5.24

Orange Blossom Drips.

6 1 gal. tins	per case	$2 40
12 ½ gal.	"	2 60
24 quart	"	2 60
36 2-lb.	"	2 85
50-gal bbls		33
28-gal. ½-bbls.		35

Molasses.

New Orleans.

Genuine Light, about 50 gals. bbls.	50
Genuine Light, 30 gal ½ bbls	52
Genuine Light, 15 gal ¼ bbl	55
Genuine Light, 5 gal. kegs, gal	57

	Doz.
Pelican, 12 1 gal tins	9 60
Pelican, 20, ½ gal. tins	8.00
Pelican, 24, ¼ gal. tins	6.10

COLUMN 4.

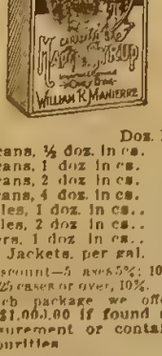
Maple Syrup.

Woodlawn (Long's)	case. Case.
Gal cans, 10 to cs	$11 00
Gal. cans, 6 to cs	6 60
½ gal cans, 12 to cs	7 14
¼ gal cans, 24 to cs	8 10
10 gal. jackets, each	10 15
5 gal. jackets, each	6 11
4½ gal jackets, each	4 63
Qts., glass, 12 in cs	4 60
Pts., glass, 24 in cs	4 90

Pac. Coast Syrup Co.

Toboggan—	Doz.
⅛ gal. tins, 2 doz. to cs	2.25
¼ gal. tins, 2 doz. to cs	4.00
½ gal. tins, 20 to cs	7.20
1 gal. tins, 12 to cs	13.20

"OLD MANSE"
—Absolutely Pure—
CANADIAN SAP MAPLE SYRUP.



	Doz.	Price.
1 gal. cans, ⅓ doz. in cs		$14 00
½ gal cans, 1 doz in cs		7 50
¼ gal. cans, 2 doz in cs		4.25
⅛ gal. cans, 4 doz. in cs		2 50
Qt. bottles, 1 doz. in cs		4.50
Pt. bottles, 2 doz in cs		2.75
Decanters, 1 doz in cs		5.50
4½ gal. Jackets, per gal.		1 00

Retail Discount—5 and 5%; 10 cases 7½%; 25 cases or over, 10%.

On each package we offer to forfeit $1,000.00 if found short in measurement or containing any impurities

Maple Sugar.

Vermont, pea pure, abt. 30 1-lb bricks, per lb	17
Vermont, pea pure, abt. 20 3-lb bricks per lb	15½
Log Cabin, in 1, ½ and ¼-lb bricks, assorted in 25-lb pails per lb	15
Scudder's, in 1, ½ and ¼-lb. bricks, asstd., per lb	.14

COLUMN 5.
Department 4.

DRIED FRUITS NUTS AND HONEY.

(Add ¼c for 50-lb boxes and ½c for 25-lb. boxes.)

Apples.

Sundried, sacks	7
Evap, fancy 50-lb bxs	11
Evap, ex choice, 50-lb bx.	10
Evap, choice 50-lb bx	9

Apricots.

	1905 Crop
Choice Sacks	10
Fancy Sacks	12
Fancy, 25-lb boxes	12½

Blackberries.

In boxes, per lb	18

Cherries.

Pitted, in boxes, per lb	30
Unpitted, in boxes, per lb	8

Currants.

In bbls (tubs 6¾)	6¾
In mats, 50-lb	7¼
Recleaned, in bbls	7¼
Recleaned 25 lb boxes	7½
Recleaned, 50-lb boxes	7½
Recleaned, 1-lb carts	8½
Recleaned, 12-oz. carts	6¾

Dates.

Fard, 14-lb, per lb (70-lb 7)	8
Persian, 65-lb case	5½

Figs (California).

Black, sacks	5
Black, 25 lb boxes, per bx.	1.20
White, bags	4½ 5
White, 10-lb bx. per bx	60
White, 10 1-lb bcks, pr bx.	65 75

Figs (Imp. Smyrna.)

Fancy, 10-lb bx. per lb	18
Choice, 5-lb bx. per lb	16

Nectarines.

White	8½
Red	8

Peaches.

Choice, in sacks	10
Ex choice, in sacks	12
Fancy, in sacks	12½

Pears.

Choice, ¼'s, in sacks	12
Ex choice, ½'s in sacks	12
Fancy, ½'s, in sacks	14

Plums.

Unpitted	8
Pitted bleached	9
Pitted, black	8

COLUMN 6.

Prunes.

	Sks.
30s-40s	8
40s-50s	½
50s-60s	5½
60s-70s	4¾
70s-80s	4¼
80s-90s	3¾
90s-100s	3¼

Raisins.

	Box	½'s	¼'s	50 lb
6 Cr. Layers	3 25	—	—	3.10
5 Cr. Layers	2.75	—	—	2.60
4 Cr. Layers	2.25	—	—	2.10
3 Cr. Layers	1.25	—	—	1.60
2 Cr. Layers	1.15	—	—	1.50
4 Cr. Loose	—	—	—	07
3 Cr. Loose	—	—	—	06½
2 Cr. Loose	—	—	—	06

Thompson Seedless, bichd, 50-lb boxes 11

Sultana Seedless, bichd, 48 l's, per lb. 8

Seedless Muscatels, 50-lb cases 6½

Seeded, 1-lb cart. 8½

Seeded, 12-oz. cart. 7½

NUTS.

Almonds, fancy, I. X. L.	14
Almonds, choice, soft shell, Drake	12
Almonds, shelled, No. 1.	32-35
Almonds, shelled, No. 2.	27-30
Almonds, shelled, Jordan, Imp	.58
Almonds, Jordan, Dom.	37½ .40
Brazils, 210-lb sks, new	.12
Chestnuts, Cal Italian.	.09 .10
Cocoanuts, 80 100	4.50 5.50
Filberts, 175-lb sk.	.11 .12
Peanuts, Japanese, hand picked	.05½ .07
Peanuts, roasted	.08 .09
Pecan, polished	.14
Pine	
Walnuts, hard shell	10½
Walnuts, sft shll, No. 2	.18
Walnuts, sft shll, No. 1.	.15

COLUMN 7.

HONEY.

Water White, 2 5's, lb.	.07
Light Amber, 2 5's, lb.	.06
Lt. Amber, 10 1 gal tins, gal	.75
Lt. Amber, 20 ½ gal tins, gal	1 00
Lt. Amber 2-lb tins, doz.	2 60
Lt. Amber, 16-oz. bots, doz.	1.35
Comb, 1-lb glass jars, doz.	1.75
Comb, 2-lb glass jars, doz.	2.90

Pine Apples.

	Per Doz
2 lb., fancy sliced, E. & C., 2 doz. in case	2 50
2 lb. grated, 2 doz in case.	2 25
2 lb. shredded, 2 doz. in case Hawaiian	1 65
Johnson's—Columbia.	
2 lb. sliced, 2 doz. in case.	2 30
2 lb. grated, 2 doz. in case.	2 30
1 lb. sliced, 4 doz. in case.	1 15
1 lb. grated, 4 doz. in case.	1 15
gal., coreless, 4 ¼ lb. to tin, ½ doz. in case, per lb.	16
gal., grated, 7 lb. to tins, ½ doz. in case, per lb.	16
2 lb., sliced, Baltimore, 2 doz. case	2 25
2 lbs., grated, Baltimore, 2 doz case	2 25
1 lb., cocktail, Baltimore ovals, 4 doz. case	1 25
2 lb., sliced, Singapore, 4 doz case	1 75
2 lb., sliced, Singapore, 2 doz. case	2 40
Royal Hawaiian, 2-lb grated, 2 doz. case	1 80
2-lb sliced, flats, 2 doz. case	2 00
Tall, 2-lb sliced, 2 doz case.	2 00
HB Sliced 2 doz 2s.	2 50
HB Whole, 2 doz. 3s.	2.50
HB Grated, 2 doz 2s.	2 25
HB Sliced, 4 doz 1s	1.15
HB Grated, 4 doz. 1s	1.15

COLUMN 8.

Departm ent 5.

JELLIES, JAMS, ETC.

Griffin Extra Preserves.

Raspberry, strawberry, blackberry currant, loganberry, per doz. .$2.00

Cherry, per doz. ... $2.00

Less 10 per cent in 5-case lots.

Apricot, Damson, Fig, Gooseberry, Gage Peach, Plum, Quince, per doz. 2.00

Orange Marmalade. 2.00

Less 10 per cent 5 case lots.

Long's Preserves.

Strawberries, Raspberries, Blackberries, Loganberries, Cherries, Pineapples, Pears, Figs, in 20-oz. glass jars, 2 doz. in cs., per doz. $3 50

Apricot, Plum, Quince, Orange, Peach, in 20-oz. glass jars, 2 doz. in cs., per doz. 3 20

Asstd, 2 doz. in cs., per doz. . . 3 30

JAMS.

Curtice Bros. Co., Rochester, N Y

In 16 oz. Glass Jars.

Strawberry, raspberry, raspberry and currant, red cherry, white cherry, apricot, black currant, red currant, quince (sliced), peach (sliced), pear (sliced), blackberry, gooseberry, grape, green gage, egg plum, damson, pineapple marmalade, tomato marmalade, orange marmalade, per dozen, $1.95.

All above packed in cases of 2 dozen each.

COLUMN 9.

Long's Peerless Jams.

Strawberry, Raspberry, Blackberry, etc., in 16-oz. glass jars, 2 doz. in cs., per doz. . 2 00

Long's Pure Currant Jelly.

Tumblers, 2 doz. in cs., doz.. 2 00

30-lb. kits, per kit 3 00

15-lb. kits, per kit. 1 75

Marmalades.

Orange (Dundee) 48-1's, doz. 2 75

COLUMN 10.

Apple Butter.

Cuttings, 5-lb. tins, per d z. . . .$2.50

Heinz, 2's, 2 doz. in cs, doz. . .$2 25

Heinz, 3-lb stone crocks, doz. 4 25

Heinz, 4½-lb stone crocks, dz 6 50

Heinz, 18-lb. stone crocks, lb. . 11

Peach Butter.

Cutting's, 5-lb. tins, d z. . . . 2 50

Heinz 4½-lb stone crocks, doz 9 00

Heinz, 18-lb. stone crocks lb 14

Maraschino Cherries.

Long's, qts, 12 to cs, per cs.. 6 50

Long's, pts., 24 to cs., per cs. 7 50

FRUIT	JELLIES: 2 lb. Extra	2 lb. Stand	1 lb. Extra	Tumblers	Ex Lunch 11b Glass	JAMS: 2 lb Extra	2 lb. Stand	1 lb. Extra	Tumblers	Ex Lunch 16 oz G'ss Preserves
Apple	1 55	1 35	1 00	85	1 45					
Apricot	1 55	1 35	1 00	85		1 60	1 35	90	90	1 80
Assorted	1 55	1 35	1 00	85	1 75	1 60	1 35	95	90	1 80
Assorted No 2					1 75				95	1 80
Blackberry	1 55	1 35	1 00	85	1 75	1 85	1 60	95	90	1 80
Cherry										1 80
Crabapple	1 55	1 35	1 00	85	1 75					
Currant	1 75	1 50	1 10	85	1 90	1 85	1 60	95	90	1 80
Damson					1 75					1 80
Fig						1 60				1 80
Gooseberry	1 55	1 35	1 00	85	1 75			95	90	1 80
Grape (Catawba)					1 75					
Green Gage										1 80
Lemon	1 55	1 35	1 00	85						
Loganberry					1 75					1 80
Orange Marmalade		1 35	1 00	85		1 60		90	90	1 75
Peach	1 55	1 35	1 00	85		1 60	1 35	90	90	1 80
Plum	1 55	1 35	1 00	85	1 75	1 60	1 35	90	90	1 80
Quince	1 55	1 35	1 00	85	1 75	1 60	1 35	90	90	1 80
Raspberry	1 55	1 35	1 00	85	1 75	1 85	1 60	95	95	1 80
Strawberry	1 55	1 35	1 00	85	1 75	1 85	1 60	95	95	1 80

CANNED VEGETABLES.

Asparagus "Griffin Extras" Mammoth	$
Large White	
Medium White	
White Tips	
Artichokes, 2½'s, "Griffin	3 00
Beans, Stringless Extras"	1 20
Beans, Blue Lake	1 30
" " " gal	4 50
Beans, String, 2-lb	.80
Beans, String, gal	3.50
Beans, Lima, Soaked	1 00
Beans, French, Kidney 2-lb	1.15
Beans, French Red Kidney, 2-lb. "Joan of Arc" Brand, p.dz. 1 case free with 10.	1.15
Fancy Eastern	1.85
Corn, Smith's Hulled, 3 doz. in case, per doz.	1.20
Hominy, Great Western, 3 lb	1.20
Corn, 2-lb, Western	.95
Corn, 2-lb, Maine	1.35
Dunbar's Okra, 2½-lb	1.70
Petit Pois, Griffin extra	1.50
Peas, Griffin extra sifted	1.25
Peas, Standard sifted	1 10
Peas, Standard Marrowfat,	.95
Pumpkin, 3-lb.	1.37½
Spinach, 2½	1.75
Succotash, fancy, tins	1.40

Tomatoes.

	doz
2's, Griffin's Ex. Solid Pack	$1.15
2's Griffin's Ex., with peppers	1 20
2½'s, Cutting's Solid Pack	.95
2½'s, Cutting's Solid Pack, with peppers	1.05
2½'s Cutting's Standard	85
Gallon, Standard	2 50
Gallon, Solid Pack	2 75
Gallon, Puree	2.50

P. F. Rathjens PORK PACKER

1311-1315 Pacific Street.

Sausages.

Garlick Frankfurter 10
Bologna 10
Blood and Liver. 8
Tongue and Headcheese. . . —
Choice California Ham. . . . 12
Extra Light Bacon. 15½
Medium Light Bacon. 12½

Boiled Hams.

Kingan 21
Eastern 20
California 18

Mettwurst.

Extra Home Made. . 20, 22½, 25

LARD.

50 lb. tins. 9
20 lb. tins. 9½
10 lb. tins. 10
5 lb. tins. 10
3 lb. tins. 10
1 lb. cups. 11

Department 6.

CANNED FRUITS AND CANNED VEGETABLES.

½ lb. Extras	2½ lb. Extras	2½ lb. Extra Standards	2½ lb. Standards	2½ second	2½ Water	2½ Pie	KIND	Gallons Extras ½ lb. Grade	Gallons Extras 2½ lb. Grade	Gallons Extra Standard	Gallon Standard	Gallon Water	Gallon Pie
2 25	1 65	1 40	1 30	1 15	1 05	1 05	Apples			4 00	3 50		2 65
2 50		1 35	1 25	1 10	1 00	1 00	Apricots	5 75	5 00	4 50		2 75	2 40
							" peeled						
							" sliced						
							Assorted						
2 25	1 70	1 45	1 35	1 20			Blackberries			4 25	4 00	3 75	3 40
							Cherries (Royal Anne)						
							Cherries (White)						
2 00	1 35	1 20	1 10	95	90	90	Cherries (black)			5 25	4 60		3 65
	1 60		1 25	1 10			Grapes (White Muscat)			3 50	3 10	2 50	2 25
3 65							Nectarines						
							Peaches (Yellow)	6 50	5 25	4 60	4 25		
3 75													
2 75				1 40			Peaches (Lemon Cling)	7 75	7 00		5 00		
							Peaches (Lemon Cling S iced)	7 75	7 00		5 00		
2 65			1 55				Peaches (White Heath)			5 75	5 00		
2 75	2 25	2 00	1 90	1 35		1 00	Peaches (White Heath Sliced)			5 25	4 75		
						1 05 pld							
2 10	1 45	1 20	1 10	95	90	90	Pears (Bartlett)	7 00	6 25	5 25	4 75	3 75	2 40 pld
2 10	1 45	1 20	1 10	95	90	90	Plums (Green Gage)	5 00	4 25	3 50	3 25	2 55	2 15 unpl
2 10	1 45	1 20	1 10	95	90	90	Plums (Egg)	5 00	4 25	3 50	3 25	2 55	2 30
2 15	1 50	1 25	1 15	1 05	95	95	Plums (Gold Drop)	5 00	4 25	3 50	3 25	2 55	2 30
	2 60	2 35	2 10	1 95			Plums (Damson)						2 30
	2 10	1 85	1 70	1 45			Raspberries						
							Strawberries						

Department 7.

PROVISIONS.

Hams.

Eastern Standard, 17/19	.13
Eastern Standard, 15/16	.13
Eastern Standard, 12/14	.13¼
Eastern Standard, 10/12	.13
Eastern Fancy	10-12 .13¾
Local cure, all averages	12 .12¾
Picnic Hams	.9½

Boiled Hams.

Skin on	.18
Skin off	.19½

Breakfast Bacon.

Eastern Standard, 6 's	.16½
Eastern Standard, 8/10.	.16
Eastern Standard, 10/12	.15
Eastern Fancy	.18½
Local cure	.15

English Cured Bacon.

Eastern cure, 8-10	.15½
Eastern cure, 10/12	.14½

Dry Salt Bacon.

Clear medium Bacon	.12
Clear light medium	.12¼
Clear Lt. med. select	.12½
Light Belly	.14
Extra light Belly	.14½
Bacon Backs	.12
Bacon Bellies	.13

Dry Salt Meats.

Sides	.10½
Bellies	.11½
Backs	.10¼
Fat Backs	.10¼

Barreled Pork.

	Bbls.	½-bbls.
Spare Ribs	$	
Family Pork	14 00	7.50
Clear Pork	19 00	10.00
Pig Pork	22.50	11.75

Barreled Beef.

Mess Beef	11.50 6.25
Extra Mess Beef	11.50 6.25
Family Beef	11.50 6.25
Extra Family Beef	12.00 6.50
Beef Tongues	25.00 13.25

Pigs Feet.

Tierces, about 300 lb.	$15.00
Barrels, about 200 lbs.	13.50
½ barrels, about 80 lbs.	5.00
Kegs, about 25 lbs.	2.10
Kits, about 15 lbs.	1.25

Honey Comb Tripe.

Tierces, about 300 lbs.	$17 00
Barrels, about 200 lbs	13.00
½ barrel, about 80 lbs.	5.00
Kegs, about 25 lbs.	2.10
Kits, about 15 lbs.	1.25

Sausages.

	Per lb.
Braunschweiger	17
Italian Salami	23
D'Arles	22
Mortadella	24
Bologna	8½
Frankfurters	8½
Garlic Sausage	9
Liver Sausage	8½
Pork Sausage	8½
Head Cheese	8½
Tongue Sausage	8½

Pure Leaf Lard.

Tierces, about 350 lbs net.	9¾
½-bbls about 100 lbs net.	10
80-lb Wood Tubs, 80-lbs. net.	10⅛
60-lb. Wood Tubs, 60 lbs. net.	10⅛
20-lb. Wood Pails, 20-lbs. net.	10⅜
50-lb. Cans, 1 to a case.	10
20-lb. Cans, 4 to a case.	10¼
10-lb Cans, 8 to a case.	10½
5-lb Cans, 12 to a case.	10⅝
3-lb. Cans, 20 to a case.	10¾

Compound Lard.

Tierces, about 350 lbs. net.	6
½-bbls., about 10 lbs. net.	6¼
80-lb. Wood Tubs, 80 lbs. net	6½
60-lb. Wood Tubs, 60 lbs. net	6½
20-lb. Wood Tubs, 20 lbs. net	6⅝
50-lb. cans, 1 to a case.	6¼
50-lb. cans, 2 to a case.	6¼
20-lb. cans, 4 to a case.	6⅜
10-lb. cans, 6 to a case.	6¾
5-lb. cans, 12 to a case.	6⅞
3-lb. cans, 20 to a case.	7

ANCHOR PACKING CO.

140 Eighth St., S. F., Cal.
PORK PACKERS AND PROVISION DEALERS.

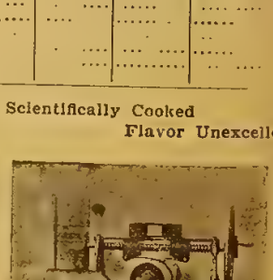
Boilers of Kingan and Anchor Hams.

SAUSAGES. COOKED MEATS, TONGUE

Hams, Kingan, boneless boiled	20c
" Anchor, "	19c
Bacon (special)	18c
Lard, 55	9¾c
" 20	10c
" 10	10c
" 5	10¼c
" 8	10⅝c

Please note that our hams are all hand tied.

Scientifically Cooked
Flavor Unexcelled



H. M. WOLTER & CO.

Dealers in

..Boneless Boiled Ham..

Leading Grocers and Delicatessens Pronounce Them the Best.

103 12th St. Tel. Mint 1763

KINGAN'S 22
H. M. WOLTER & CO. LEADER 21

HEINEMAN & STERN

916 Larkin Street

Prices quoted on application by telephone or letter

	Lbs.	
Garlic Sausage, Ring	"	
Bologna	"	
Frankfurter	"	
Rolla a	"	
Smoked Beef	"	
Pickled Meat	"	
H adcheese	"	
Tongues	Doz.	
Dried Beef	Lbs.	
Smoked Mutton,	"	

COLUMN 12.

Department 8
CANNED MEATS

ALL PRICES ARE PER DOZEN	No. ¼ Tins 4 Doz. in Case	No. ½ 2 Doz. Tins in Case	No. 1 Tins 2 Doz. in Case	No. 2 Tins, 1 or 2 D z in Case	No. 6 Tins 1 Doz. in Case	No. 1 Tins ½ Doz. in Case	No. 1 Tins 1 Doz. in Case
Corned Beef	.....	.....	1 30	2 70	$ 25	18 25	.....
Roast Beef	.....	.....	1 30	2 :0	$ 25	.....	.....
Roast Ribs of Beef, Boneless	.....	...	1 40	2 50	.....	.....	.....
Roast Mutton	.....	.....	.....	2 70	.....	.....	.....
Brisket Beef	.....	.....	1 40	2 50	.....	.....	.....
Boiled Beef	.....	.....	1 35	4 40	$ 25	.....	.....
Chipped Beef	.....	1 20	2 10	.....	15 50	.....	.....
Sliced Beef, in tins	.....	1 40	2 50	.....	.....	.....	.....
Sliced Beef, in glass	.....	1 45	2 75	.....	.....	.....	2 75
Brawn	.....	.....	1 40	2 45	8 25	.....	.....
Compressed Ham	.....	.....	1 50	2 75	.....	.....	.....
Lunch Tongue	.....	1 90	2 25	6 50	.....	.....	.....
Lambs Tongue	.....	1 70	2 95	.....	.....	.....	.....
Sliced Ham	.....	.....	3 70	6 40	.....	.....	.....
Sliced Bacon	.....	.....	.....	.....	.....	.....	2 80
Sliced Bacon in Glass	.....	.....	.....	.....	.....	.....	.....
Deviled Ham	40	.....	80	.....	.....	.....	.....
Potted Ham	40	.....	80	.....	.....	.....	.....
Potted Ox Tongue	40	.....	80	.....	.....	.....	.....
Potted Chicken	90	1 60	.....	.....	.....	.....	.....
Potted Turkey	90	1 60	.....	.....	.....	.....	.....
Deviled Chicken	90	1 60	.....	.....	.....	.....	.....
Deviled Turkey	90	1 60	.....	.....	.....	.....	.....
Boneless Chicken	.....	3 40	5 55	.....	.....	.....	.....
Boneless Turkey	.....	3 40	5 55	.....	.....	.....	.....
Veal Loaf	.....	1 10	2 10	.....	.....	.....	.....
Ham Loaf	.....	1 10	2 10	.....	.....	.....	.....
Beef Loaf	.....	1 10	2 10	.....	.....	.....	.....
Chicken Loaf	.....	1 10	2 10	.....	.....	.....	.....
Chicken Pate and Ham	.....	1 60	2 75	.....	.....	.....	.....
Chili Con-Carne	.....	1 10	.....	.....	.....	.....	.....
Beefsteak and Onions	.....	.....	1 40	.....	.....	.....	.....
Hamburger Steak with Onions	.....	.....	1 60	.....	.....	.....	.....
Frankfurter Bratwurst	.....	1 95	2 00	.....	.....	.....	.....
Sweetbreads	.....	.....	2 00	.....	.....	.....	.....
Vienna Sausage	.....	.....	2 40	.....	.....	.....	.....
Oxford Sausage	.....	90	1 55	.....	.....	.....	.....
Bologna Sausage	.....	.....	2 45	.....	.....	.....	.....
Vienna Sausage and Kraut	.....	.....	2 25	.....	.....	.....	.....
Corned Beef Hash	.....	.....	1 20	.....	.....	.....	.....
Lunch Sausage	.....	1 10	1 50	.....	.....	.....	.....
Ox Tongue, whole	.....	90	.....	No 1½	No 2	No 2½	No. 3
Minced Collops	.....	.....	.....	6 50	7 50	9 50	12 00
Tripe	.....	.....	.....	2 45	.....	.....	.....
Pork Sausage	.....	.....	.....	1 75	.....	.....	.....
Stewed Kidneys	.....	1 05	.....	2 50	.....	.....	.....
Pork and Beans, Plain	.....	.....	90	1 40	.....	.....	1 85
Pork and Beans, with tom. sc'e	.....	.....	95	1 45	.....	.....	1 90

Department 9.

FISH AND CHEESE.

Russian Caviar.

	Per doz
1-lb cans, 2 doz in case	$ 0 25
½-lb cans, 2 doz in case	5 40
¼-lb cans, 5 doz in case	2 .0
⅛-lb cans, 5 doz in case	1 75
White Label Brand	3.50

CHEESE.

Foreign and Domestic.

	new
New York State Factory	17
Cheddars, June make	
Twins, " "	17½
October make Cheddars	18
October make Twins	18½
Calif. State factory flats	13½ 15½
Calif. State factory Young Americans	16 17
Limburger, Eastern, ℔ lb	15
Swiss, imported, ℔ lb	26
Roquefort, ℔ lb	38
Gouda, ℔ lb	27
Pineapples, Eastern, 6 in cs, ℔ case	$3 35
Pineapple, Eastern, 6 in cs, small	2.35
Holland or Edam, medium, plain, per doz	$ 8.50 9.00
Holland or Edam, medium, in bladders, per doz	9.00 9.50
Holland or Edam, large, plain, per doz	9.50 10.00
Holland or Edam, large, in bladders, per doz	10.00 10.50

Fancy.

Camembert Brie, Roquefort, and Gorgonzola, jars	none
Parmesan C & B, sml bot, doz	3.00
Parmesan C & B, lge bot, doz	5.00

Bayle's.

	Smal ½-lb. 1-lb. 2½-lb 5 lb
Deviled Cheese	...$1.00 $2.25 $4.00 $ 500 $9.00
After Dinner Cheese	$1.00 2.40 4.00 4 50 7.50
Roquefort Cheese	$1.00 2.40 4.00 4.50 7.50

SALT FISH.

Pacific Codfish.

Bndles, 50 lbs each, per lb	4½
Cs. selected, 100 lbs ea. pr lb	5½
Boneless, 30-lb boxes, per lb	6
Boneless Strips, 40lb bxs, pr lb	5¾
Boneless Blocks, 40lb bxs, p lb	6
Boneless Tablets, 36 bxs, pr lb	8
Boneless Middles, 60 bxs, pr lb	9¾
Boneless Middles, extra, 60-lb boxes, per lb	10

Eastern Codfish.

Gen Georges, 8 fish to cs	$ 9 50
Gen. Georges, 12 fish to cs	8.50
Geo. Cur. Cod, 16, 18 fish to case	8 50
Geo. Cur. Cod, 40 fish to cs	8 00
Gen. Geo. Middles, 60 fish.	13½
Gen. Geo. Tablets, 36 fish.	11½
Gen. Geo. Blocks, 40 fish..	11½

Shredded Codfish.

Codfish, Beardsley's shredded, 2 doz. in case 1.00

Norwegian Mackerel.

Bloater, 200-lb. bbl., 120-130 fish	45.00
Bloater, 100-lb. ½ bbl., 60-65 fish	23.00
No. 1, 200-lb. bbl., 150-160 fish	35 00
No. 1, 100-lb. ½ bbl., 75-80 fish	18.00
No. 2, 200-lb. bbl., 220-240 fish	30.00
No. 2, 100-lb. ½ bbl., 110-120 fish	16.00
No. 3, 200-lb. bbl., 300-350 fish	24.00
No. 3, 100-lb. ½ bbl., 150- 175 fish	12.50
No. 3, 400-140 fish, p r bbl	20.00
No. 3, 100-lb, ½ bbl., 200- 20 fish,	12.00

Irish Mackerel.

No. 1, 200-lb. bbl., 200-220 fish	none
No. 1, 80-lb. ½ bbl., 80-90 fish	none
No. 2, 200-lb. bbl., 325-350 fish	20.00
No. 2, 80-lb. ½ bbl., 130-140 fish	8.50
No. 2, 200-lb. bbl., 475-500 fish	19.00
No. 2, 80-lb. ½ bbl., 180-190 fish	8.00
No. 1, 10-lb kits, 15-16 fish	1.30
No. 2, 10-lb. kits, 20-22 fish	1.20

American Bloaters.

Shore Bloaters, 200-lb. bbl., 115-120 fish	none
Shore Bloaters, 80-lb. ½ bbl., 45-50 fish	none
Extra No. 1, 200-lb. bbl., 120-130 fish	none
Extra No. 1, 80-lb. ½ bbl., 50-55 fish	none
No. 1, 200-lb. bbl., 140-150 fish	none
No. 1, 80-lb. ½ bbl., 60-65 fish	none
No. 2, 200-lb. bbl., 130-140 fish.	28.50
No. 2, 80-lb. ½ bbl., 55-60 fish.	11.00
No. 2, 200-lb. bbl., 140-160 fish.	none
No. 2, 80-lb. ½ bbl., 60-65 fish.	none
No. 2, 200-lb. bbl., 160-180 fish.	none
No. 2, 80-lb. ½ bbl., 70-80 fish.	none
No. 2, 200-lb. bbl., 180-200 fish.	none
No. 2, 80-lb. ½ bbl., 80-90 fish.	none

In Kits.

Extra Mess, 7 to 8 fish, each	$2.00
No. 1, kits, 8 9 fish or 15-17fish	50-1.85
No. 2, kits, 8-9 or 20-22 fish	1.25

Salmon.

King, bbls	$ 12 00
Oregon Silversides, bbls	10 00
Alaska Red, bbls	10.00
Alaska Red, ½-bbls, 100 lbs	5.50
Alaska Red, kits	.90
Bellies, bbls	8.00 1' 00
Bellies, ½-bbls, 100 lbs	4 50 6 00
Tongues and Sounds, kits	10?b 1 25
Tongues and Sounds, ½-bbls	9 00

COLUMN 13.

New Herring. Pack 1905.

Holland, ex. selectd mxd bbls	$ 8 00
Holland, ex. selctd mxd ½-bbl	9.50
Holland, ex. selctd mxd, keg	1 10
Holland, cheaper grade	90
Holland, cheap. gr., mxd, bbls	16 0
Holland, chp. gr., mxd, ½-bbl	8 50
Holland, ex. selct Milchner, bbl	20.00
Holland, ex. selct Milchner, ½-bbl	10.50
Holland, ex. selct Milchner, keg	1.20
Holland, cheaper grade	1.80
Holland, cheaper grade, bbls	
Holland, cheaper grade, ½-bbl	8.50
Labrador Split, 100 fish	5 25
Labrador, round, 160 fish	4 75
Pacific, ½-bbl	2.25

SMOKED FISH.

Bloaters, Grim., 100 in box	$2.75
do. do. 50 in box	1.65
Bloaters, Cromarty	2.75
Yarmouth, 100 in box	
Halibut, chunks	13½
Herring, in boxes, Eastern	25
Herring, in boxes, Washington	20
Herring, boneless, Beardsley's tins, doz	$1.50
Herring, boneless, Beardsley's small, doz	1.00
Herring, Beardsley's Boneless, vacuum tumblers, 2 doz. in case	1.95
Finnan Haddies	2.00
Moir's Selected Red Herrings, 100s	1.90
Moir's Selected Red Herrings, 50s	1.25
Salmon, per lb	10 20

POTTED FISH.

	Per doz
Potted Crab	$1.35
Kipper Paste	1.00
Anchovy and Bloater Paste, plain pots	2.30
Ditto, fancy pots	4.75
Yarmouth Bloater Paste	75
Ditto, fancy pots	4.75
Kippered Herrings	1 90
Kippered Herrings, Meirs	1.90

CANNED FISH.

	Doz.
Anchovies, in oil, 2 doz. ½ pts., in glass, doz	4.00
Anchovies 2 doz. ¼ pts., doz	3 00
Bloaters, Yarmouth C. & B. ..doz	4.50
Codfish Balls, 2-lb tins, per doz	2.25
Eels, Hamburg, in jelly, 1-lb tins	1 80
Eels, smoked, 1-lb, ℔ doz	2.50
Finnan Haddies, 2-lb oval	2.25
Finnan Haddies, 1-lb, round, ℔ doz	2 00
Sardelles, imported, 1-lb tins	3.00
Sardelles, imported, in glass	3 00
Sardelles, domestic, 1-lb glass	2.25
Sardelles, Ankera, ½ keg	3 00

Mackerel.

1-lb tins, 50 in a case, 2-lb tins, 2 doz in a case.

Gold Label, 1-lb tins	1.50
P. & W., 2-lb soused	2.75
P. & W., 2-lb, mustard	2.75
P. & W., 2-lb, tomato	2.75
Underwood, 2-lb, soused	2.85
Underwood, 2-lb, tomato	2.85
Underwood, 2-lb mustard	2.85
Los Angeles, 2-lb, soused	2.55
Los Angeles, 2-lb, tomato	2.35
Los Angeles, 2-lb, mustard	2 55
Mt. Desert, 2-lb, soused	2.25
Mt. Desert, 2-lb, tomato	2.25
Mt. Desert, 1-lb, soused	1.35
Blueback, 1-lb, fresh	1.10

Crescent Mackerel.

Soused, 18 oz, tins, 4 doz. in case, d z	$1.80
Tomato, 18 oz. tins, 4 doz. in case, doz.	1.80
Mustard, 18 oz. tins, 4 doz. in case, doz.	1.80

1311-1315 Pacific Street.

Mackerel in Oil.

Bezier's	3.00 4.00
Lemarchand	5.00 7.00

Salmon.

Alaska Red, 1lb tins, doz	95
Alaska Red, 2lb tins, doz.	1 60
Alaska Pink, 1lb tins, doz	80
Alaska Pink, 2lb tins, doz	1 50
Alaska Flats, 1lb tins, doz.	1 40
Oregon Red, 1lb tins, doz.	90
Oregon Red, 2lb tins, doz.	1.60
Oregon Pink, 1lb tins, doz	75
Oregon Pink, 2lb tins, doz	1.50
Oregon Flats, 1lb tins, doz.	1.00 1 60
Columbia River, 1lb talls.	1.60
Columbia River, 1lb flats.	1.75

French Sardines.

¼s, according to quality and size of tin, p. cas	9.50 12.50
½s, according to quality and size of tin, p. case	19.00 20.00

COLUMN 14.

American Sardines.

Packed 3 1-3 doz in a case.

⅜s 50 tins in case.	
American ¼s in oil, per case	$ 3 00
American ¼s in oil, 5-case lots	2.90
American ¼s in oil, per doz	.60
American ¼s in mustard, doz	.60
American ¼s in mustard, case	3 00
American ⅜s in mustard, doz	.90
American ⅜s in mustard, case	2 90

Sprats.

Piloto	6.75 7.00
Menhie	6.75 7.00

SHELL FISH.

Abalones.

4 doz in cs, with shells, cs. 6.00

Clams and Clam Juice.

	doz.
Doxsee Clams, 1-lb. tins	$1.75
Doxsee Clams, 2-lb. tins	2 75
Doxsee Clam Juice, 1-lb. tins	.90
Doxsee Clam Juice, 2-lb. tins	1.60
B & M Lunch Clams, flat tins	1.37½
Underwood Clams, 1-lb. tins	1.00
Underwood Clams, 2-lb. tins	1.60
P. & W. Clams, 1-lb. tins	1.00
P. & W. Clams, 2 lb. tins	1.50
Oxford Clams, 1-lb. tins	.93
Oxford Clams, 2-lb. tins	1.50
P. & W. Clam Chowder	2.10
Burnham's Clam Bouillon, qts	00
Burnham's Clam Bouillon, pts	4 50
Burnham's Clam Bouillon, ½ pints	2.40

Lobsters.

	Doz.
Red Jackets, flats, 1s	2.85
Deep Sea Picnics, ½s	2.35
Triumph Talls, 1s	2.50

Oysters.

Oysters, Selects, 12 oz.	$1.60
Oysters, Selects, 6 oz.	3.25
Oysters, Standard, 10 oz.	2.00
Oysters, Standard, 5 oz.	1.10
Oysters, Standard, 3 oz.	1.70
Oysters, Standard, 4 oz.	.90

Shrimps.

Shrimps, pickled, 1-lb. tins	$1.05
Shrimps in Tomato Sauce, 1-lb. flats	
Dunbar's Picnics, 4 doz in cs	1.0
Dunbar's 1½-lb., 2 doz in cs	2.10
Pickled Shrimps, 1-lb., 4 doz in case	1.05

Department 10.

LAUNDRY MATERIALS.

Ammonia.

GREER'S WASHING AMMONIA

First grade absolutely pure. 180 Beaume Strength.

Pints (2 doz. to cs e)	$1 55 per doz.
Quarts (1 doz. to case)	2 55 " "
½ Gals (½ doz. to case)	4 25 " "

WASHING AMMONIA
Standard Grade,

Pts., 2 doz. to case, per doz	$ .75
Quarts, 2 " " " "	1 25

GREER'S TOILET AMMONIA
Lavender and Violet.

Pints (2 doz to case) ...$2 50 per doz.



Parson's Household Ammonia

	per doz.
½ gals., 1 doz. in case	$4 50
Quarts, 1 doz. "	2 65
Pints, 2 doz. "	1 75
Dime size 8 doz. in case, per case	2 95

Bluing.



Liquid Laundry Bluing.

SCOTT & GILBERT CO.
Manufacture s
211-216 Mission Street

SUNSET

	dos.
¼ pints, 3 doz case	40
½ pints, 3 doz case	60
Pints, 2 doz. in case	75
Quarts, 2 doz. cs.	1 45

Bluing, ball.

Mikado, ⅛s, 100-lb case, lb	.20
Mikado, ¼s, 100-lb case, lb	.22
Nuremberg, A, ⅛s, ℔ lb	.23
Do A, D, ⅛s, ℔ lb	.25
Do A, C, R, ⅛s, ℔ lb	.21
Washerwoman, ⅛s, ℔ lb	.12
Do ¼s, ℔ lb	.14
German Ultramarine ⅛s, ℔ lb	.12
Do ¼s, ℔ lb	.14
Deschamp's French, 1s, ℔ lb	.28
Do ½s, ℔ lb	.29
Gold Medal, qt, ℔ doz	1.25
Do pt, ℔ doz	1.00
Do ½-pt, ℔ doz	75
Do ¼-pt, ℔ doz	45
Do China Label, qt, ℔ doz	1.25
Greer's, 1 dz qts. & doz	2.25
2's, 2 doz. to cs	2.50
Do 2 doz. pts, ℔ doz	1.44
De 2 doz. ½ pts, ℔ doz	80
Pacific, 1 doz. qts, ℔ doz	1.10
do, 2 doz., qts & doz	.80
De 2 doz. ½ pts, ℔ doz	45

COLUMN 15.

Borax.

20-Mule Team, powdered 1's, cs. of 2 doz	$2 20
20-Mule Team, powdered 12-oz. cs. of 4 doz	3 60
20-Mule Team, powdered ¼'s, cs. of 8 doz (Less 5 per cent. in 5 case lots; 10 per cent. in 10 case lots).	3 84

Cartons, 1's, 2 doz. in box 09
Lump, 25 lb. in box 08
Powdered, 25 lb in box 06½

Chloride of Lime.

Brookman's, 1's, ℔ lb	7¼ 7½
Do ½'s, ℔ lb	8½ 9
Salter's Purity Brand, ex qual. doz	.85

Lye.

Big Bonanza Lye	
Case of 48-1 lb tins	3.80
5 case ots	3.25
Star Scrubbing Lye	
48-½ lb tins, per case	1.75
5 case lots	1.50
Merry War, 4 doz in case	3.10
Merry Nickel, 4 doz to case	1.75
Eagle Lye, 4 doz. in case	3.60
Do 3-case lots	3.50
Do 5-case lots	3 40
Tomson's Red Seal, 4 dz. to cs	4.00
Do 5-lb, 12 5s to case	4.50
American, 4 doz in case	3. 25
Do in 5-case lots	3.00
Babbitt's Lye, 4 doz in case	3.25
Do in 5-case lots	3 00



BANNER LYE

Cs., 4 doz	$4.00
Cs., 2 doz	2.00

SPECIAL FREE DEAL

LIMITED

Freight Paid to Country Points

5 Case lots, per case	$4.25
One additional case free	
Net cost	3.64
3 Case lots, per case	4.25
One additional case free	
Net Cost	3.64

Sal Soda.

California, pkgs	.00
California, bbls	.95

Department 11

STARCHES.

RIVERSIDE



Corn.

must be retailed at 8c. 0 1's per lb. ..5½c

Gloss.

3 1's per lb 5½c
6 3's per lb 5½c
2 6's per lb 6c

FREE.

during June case corn free with each 5 box order, assorted or straight.

Must be retailed at 8c.

Corn Starch.

Log Cabin, 40 1s, per pkg	4
Liberty, 40 1s, per pkg	5½
Duryea's, 40 1s, per pkg	7¾
Niagara, 5-box lots, pkg	5½
Niagara, 40 1s	6¾
Kingsford's, 40 1s, pkg	7¾
Lily Corn, 40 1s, per pkg	5¾
Lily Corn, 5-box lots	5½
Lily Corn, 20 1s, per pkg	5¾
Sioux City, 40 1s, per pkg	5¾
Sioux City, 5-box lots, pkg	5½
None Such, 40 1s, per pkg	6½

Laundry Starch.

Elastic Starch, 64/1's, per box	5 00
Celluloid, 64/1's, per box	6 00
Best Gloss, 48/1's, per lb	5½
Liberty Gloss, 48/1's, per lb	5½
Liberty Gloss, 16/3's, per lb	5¾
Best, 12/6's, per lb	5½
Standard, bulk 40-lb. boxes	3½
Sioux Gloss, 48/1's	5¾
Sioux Gloss, 3's, 16 in box	5½
Kingsford's S. O., 1's, 40-lb. bx	3½
Kingsford's S. O. 6's, 12 in crate	3½
Kingsford's Pure, 1's, 40-lb. bxs	7½
Duryea's S. O., 1's, 40-lb. bxs	3
Duryea's S. O. 6's, 12 in crate	3½
Duryea's Superior, 1's, 40-lb. bx	7½
Niagara Gloss, 1's, 40-lb. bxs	5½
Niagara Gloss, 6's, 12 in crate	6¾
Niagara Gloss, bulk, 50-lb. bxs	4½
Lily Gloss, 1's, 48-lb. box	5½
Lily Gloss, 6's, 12 in case	6¾
Lily Gloss, 3's, 16 in case	5¾
None Such, 1s 48-lb boxes	5½
None Such, 6s, 12 to crate	6
None Such, bulk, 50 lb box	4½

COLUMN 16.

Department 12

Soaps and Washing Powder

Western Star Soap

WHITE FLOATING.

100 bars per case $4.10

LASCO KOLD WATA NAPTHOL.

100 Bars per case $4.00

Free Delivery in San Francisco Oakland, Alameda and Berkeley

Manufactured by

Los Angeles Soap Co.

San Francisco Office, 115 Davis St. Telephone Grant 110.



THE BEAVER SOAP CO., Dayton, Ohio.

Grandpa's Wonder Soap.

100 cakes 4-oz $3.60
50 cakes 4-oz 3.50

Powdered Soap.

Grandma's Borax, 24 3-lb. per case.....$4.00
Grandma's Borax, 60 12-oz. per case 2.40

Peet Bros.

Silk Soap 2.80
Ammonia Benzoline 3.85
Cocoa Borax 4.10
Crystal White 3.5
Lily White (Floating)..... 3.80

Standard Soap Co.

Top Notch, 100, 10-oz.....$3 50
Sunburst, 100 12-oz 3.75
Yellowstone, 100 14-oz 3.75
Marigold, 100 16-oz 3.90
Thomas' Cool Water, 100 13-oz 4.00
Thomas' Cool Water, 20 13-oz .85
Milo, 100 4-oz., 100 cartons.... 6.50
Magno "Floating Borax," 100 10-oz. 4.00
Gold Medal Borax, 100 10-oz... 5.50
Gold Medal Borax, 20 10-oz.... 1.15
Purity, "Floating," 5c size.... 3.90
Purity, "Floating," 10c size.. 6.25
Purity, "Floating," 10c size, 20 1.30
Electric Mineral, 100 16-oz.... 5.50
Electric Mineral, 20 16-oz..... 1.15
Peerless Kitchen, 100 10-oz.... 3.00
Peerless Kitchen, 20 10-oz..... .65

Miscellaneous.

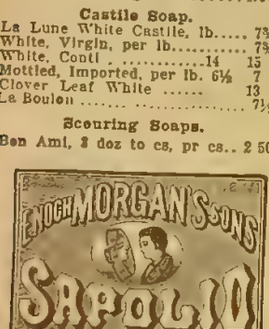
Miller's Naptha, per case..... 4.35
½ doz. toilet free.
Fels Naptha, 100 14-oz..... 4.40
Hot or Cold, 100 10-oz..... 4.00
Life Buoy, 100 ..... 4.00
Mikado, 100 14-oz..... 3.50
Mikado, 20 14-oz..... .95
Lenox, 100 ..... 3.00
Lenox, 20 ..... .75
Ivory, 100 10-oz..... 7.00
Fairbanks Clairette, 100 ..... 3.35
Fairbanks' Santa Claus, 100.. 2.85
Fairbanks' Copco, 100 ..... 3.90
Fairbanks' Fairy Oval, 100.... 3.90
Grandpa's Wonder, large, 50.. 3.50
Grandpa's Wonder, small, 100. 3.50
Peets' Pine Tar, 50 ..... 1.90
Peets' Pine Tar, 100 ..... 3.75
Babbitt's 100 ..... 4.10
Jergins Pumice, 50 small..... 1.75
Jergins Pumice, 50 large..... 3.00
Uncle Sam's Tar, 100 small.... 3.50
Uncle Sam's Tar, 50 large..... 3.40
Stryker's Kitchen Soap, 100s... 3.50
Stryker's Kitchen Soap, 20s.... .75
Pearl, 100, large.....4.00

Castile Soap.

La Lune White Castile, lb..... 7¾
White, Virgin, per lb..... 7¾
White, Conti 14 15
Mottled, Imported, per lb. 6½ 7
Clover Leaf White 13
La Boulon 7½

Scouring Soaps.

Ben Ami, 3 doz to cs, pr cs.. 2 50



Sapolio, scouring, ½ gross box, per box 4 50
Sapolio, hand, ½ gross box, per box 4 50

WASHING POWDERS.

Gold Dust, 24 3's, per case ... 4 50
Gold Dust, 100/10-oz..... 4.00
Gold Dust flea, 1 cs. free with 5 at $1.90 for 3 –$4.40 for 10 oz.
Lavarine, 36 1-lb., per case.... 3.00
Lavarine, 100 5c pkgs..... 3 50
Pearline, 36 1-lb. pkgs..... 3 10
Pearline, 100 6-oz pkgs..... 3 75
Soaperine, 20 3-lb. pgs..... 3 60
Soaperine, 50 1-lb. pkgs 3 35
Soaperine, 100 ½-lb. pkgs 3 60
Babbitt's 1776, 6-oz..... 2 85
Kleeno, 72/1's 4 50
Kleeno, 24/3's 4.25
Kleeno, 100/1½'s 3.75
Grandma's Borax, powdered, 24 3s.....4.00
do. 60, ⅝s 2.40

COLUMN 17.

Department 13

OILS, PAINTS, ETC.

Coal Oil.

Water white, coal, bulk..... 12½
Pearl, cases, 25's 15
Astral, cases, 25's 18
Star, cases, 25's 17½
Ex. Star, cases, 25's 20½
Elaine, cases, 25's 26

Gasoline and Benzine.

86° Gasoline, bulk, 25 cases.... 31
74° Gasoline, bulk 16 cases..... 22
63° Benzine, bulk, 13 cases..... 19

Turpentine.

Strictly Pure, cases, 2-5's..... 86
Do drums or iron bbls. 80

Linseed Oil.

Strictly pure, raw, bbls.....gal 46
Do. boiled, in bbls...gal 48
Do. raw, cs, 2-5's...gal 51
Do. boiled, cs, 2-5's..gal 53

Castor Oil.

Baker's AA, cs, 2-5's 1.18
Pure, No. 2, cs, 2-5's..... 1.05
No. 1, cs, 2-5's ..... .70

Lard Oil.

Strictly pure, bbls., 75 cs..... 80
Sup. Win., str., bbls. 65 cs.... 70
No, 1, bbls. 55 cs 60

Neatsfoot Oil.

Cooper's bbls, 75 cs..... 80
Extra, bbls, 62½ cases..... 67½
No. 1, bbls, 57½ cases..... 62½

Lubricating Oils.

Star Cylinder Oil, bbls, 60 cs..65
Columbia Cyl. Oil, bbls, 40 cs..45
Gem Cyl. Oil, bbls, 80 cs.....90
Ruby Cyl. Oil, bbls, 50 cs.....60
Star Engine Oil, bbls, 90 cs...55
Columbia Eng. Oil, bbls, 30 cs.35
Paragon Eng. Oil, bbls, 45 cs..55
Red Eng. Oil, bbls, 27 cs.....32
Star Mach. Oil, bbls, 30 cs.....35
Star Dynamo Oil, bbls, 50 cs....55
Star Spindle Oil, bbls, 40 cs....45
Star Sep'tor Oil, bbls, 50 cs....55
Favorite Sep'tor Oil, bbls, 25 cs.30

Miscellaneous Oils.

Union Salad Oil 45 50
Globe Salad Oil 45 50
Pure Sperm Oil 75 80
No. 1 Polar 50 55
China Nut oil, ord'ry.....62½
China Nut oil, No. 1.....80

WHITE LEAD.

Pioneer, in kegs 7¼ 8

DRY PAINTS.

Eng. Paris White, bbls. 1.35 1.60
Whiting, bbls 1.00 1.15
Kalsomine, bbls 1¼
Prince's Min'l B'wn,bbls 1.65
Yellow Ochre, bbls 1½
Eng. Ven. Red, bbls.... 1.50

Department 14

PARINACEOUS GOODS.

FLOURS.

Globe Grain & Milling Co.

Cor. Chestnut and Montgomery

California Selected Wheat,

Barrel
** "Banquet" (fancy patent)..$5 05
*** "Silver Star" (patent).... 4.65

Blended Wheat,

*"Al" Family 5.15

Entire Eastern Wheat.

Globe, Bakers' .....

(⅛ bbls. 10 cents per bbl. higher.)

*"Al" must be retailed for not less than $1.40 per ¼ sack.
**"Banquet" must be retailed for not less than $1.30 per ¼ sack.
***"Silver Star" must be retailed for not less than $1.25 per sack.

Miscellaneous Flours.

Cal. Family 4 60 $5.15
Cal. Bakers', extra. 4.80 4.90
Rye Flour 4.75
Rye Meal 4.50
Graham 4 50
Whole Wheat 4.75

Meals in Sacks or Boxes.

Less 10 per cent.

PEACOCK	Bales 100 lbs.	10 10-lb. sacks
Self Raising Buckwheat Flour		$6.00
Advent Flour		3.50
Buckwheat Flour—new process		4.75
Buckwheat Flour—Patent Roller		4.50
Buckwheat Groats		10.00
Corn Flour, white or yellow		2.75
Corn Meal, pearled or yellow		2.75
Corn Meal, pearled, white		.75
Corn Meal, Extra Cream, yellow		3.75
Corn Meal, Extra Cream, white		3.75
Cracked Wheat, Pearled—new process		3.75
Rolled Wheat, bale, 10 7-lb and 10 10-lb. sacks		3.50
Rolled Oats, bale, 10 7-lb. and 10 10-lb. sacks		4.75
Farina		4 50
Graham Flour, Patent Roller		3.25
Hominy, large		3.75

COLUMN 18.

	Bales 100 lbs.	10 10-lb. sacks
Hominy, small		4.00
Oat Meal, granulated		4.50
Oat Meal, Patent Cut A, B or C		4.75
Oat Groats		4.75
Pearled Barley, No. 1, 25 lb. and 50 lb. Boxes		6.00
Pearled Barley, No. 2, 25 lb. and 50 lb. Boxes		6.00
Pearled Barley, No. 3, 25 lb. and 50 lb. Boxes		6.00
	Bales 100 lbs.	10 10-lb. sacks
Rice Flour, Patent Roller		8.00
Rye Meal, Patent Roller		3.50
Rye Flour, Patent Roller.		3.75
Split Peas, yellow, 25-lb. boxes		5.50
Split Peas, green, 25-lb. boxes		5.50
Whole Wheat Flour, Patent Roller		3.50
Wheat Meal, fine or coarse in 50-lb. sacks deduct ¼ cent per pound from above prices. In 25-lb. sacks deduct ⅛ cent per pound from above prices.		3.75

Meals in Sacks and Barrels.

(Less 10 per cent.)

Extra Cream Rolled Oats, in wood, 180 lbs. net..	$6.00
Extra Cream Rolled Oats, in sacks (180) 90 lbs. net sacks	7.50
Alta Mills Rolled Oats, in wood, 180 lbs. net.....	7.00
Alta Mills Rolled Oats in sacks (180) lbs., 90 lbs. net sacks	6.50
Rolled Wheat in wood, 150 lbs. net	4.40
Rolled Wheat in sacks, 150 lbs. 75 lbs. net sacks	3.90

PACKAGE CEREALS.

Less 20 per cent. Per case.

PEACOCK Self-Raising Buckwheat Flour—	
20 3½ lb. pkgs.....$4 75	
40 1¾ lb. pkgs..... 5.00	
24 3 lb. pkgs..... 4.75	
California Flap Jack Flour, 36 2 lb. pkgs.....	4.75
Semola, 20 4 lb. pkgs.....	4.50
Nuttygrains, 20 4 lb. pkgs.	4.50
California Cream Flake Oats, 36 2 lb. pkgs.....	4.50
Farina, 24 1 lb. pkgs.....	2.00
Primrose Wheat, 36 2½ lb. pkgs.	4.50

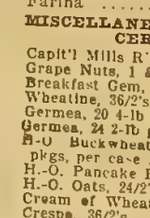
PEACOCK CEREALS.

Manufactured by the Del Monte Milling Co.

(Net f. o. b. S. F.)	Per case. 36 2's	20 5's
Buckwheat Flour	3.55	4.75
Yellow Corn Meal	2.25	3.10
White Corn Meal	2.25	3.10
Cracked Wheat prid.	3.25	4.20
Graham Flour	2.75	3.50
Large Hominy	3.25	4.20
Small Hominy	3.40	4.35
Oat Meal, Grnltd	3.55	4.55
St'l Cut Oat Meal, A, B or C	3.65	4.75
Pearl Barley	4.65	6.10
Rice Flour, Pat. Rlr.	5.90	7.90
Rye Flour, Pat Rlr.	3.25	4.20
Rye Meal, Pat Rlr.	3.15	4.00
Split Peas, Yellow	4.35	5.60
Split Peas, Green	4.35	5.60
Whole Wheat Flour, Pat. Rlr.	2.90	3.75
Gluten Flour	4.20	5.90
Farina	3.45	4.85

MISCELLANEOUS PACKAGE CEREALS.

Capit'l Mills R'll'd Oats, 36/2's 3.60
Grape Nuts, 1 & 3 doz, pr doz 1.40
Breakfast Gem, case 3 doz..... 3.60
Wheatine, 36/2's, pr cs..... 3.75
Germea, 20 4-lb pkgs, pr cs.... 4.00
Germea, 24 2-lb pkgs, per case. 3.10
H-O Buckwheat, 2 doz 3-lb pkgs, per case 3.75
H.-O. Pancake Flour, case..... 3.90
H.-O. Oats, 24/2's, per case..... 3.15
Cream of Wheat, 36/2's..... 5.25
Crespe, 36/2's 2.75
Snow Flakes, 36/2..... 3.00



MALTA VITA

36 1s, case $4.00

Our Mother's Mush, 36/2. 2.75
Twin Brothers Mush, 36/2 3.00
Carnation Wheat Flakes, 24/5's 5.40
A B C Breakfast Wheat, 72/2's 5.00
A B C Breakfast Wheat, 36/2's 2.60
Flaked Rice, 24/7's 3.00
Ralston Breakfast Food, 36/2's 5.00
Do. Barley Food, 36/2's.... 4.25
Do. Health Oats, 36/2's.... 4.50
Do. Hominy Grits, 36/2's.. 4.25
Do. Health Cereal, 36/2's.... 2.75
Do. Select Bran, 24/3's.... 2.50
Do. Pancake Flour, 36/2's 3.75
Do. Whole Wht Flr. 4/4's 5.50
Quaker Oats, 36 2s 3.80
Scotch Oats 36 2s 3.60

Continued on Col. 34 Page 17.

COLUMN 19.

Department 15.

SPICES

PURE—Square Tins, Full Net Weight.

	⅛'s	¼'s	½'s	1's	2½ lbs.	5 lbs.	Blk
Allspice	$0 70	$0 95	$1 60	$ 2 80	6 70	$12 75	21
Cinnamon	1 15	1 80	3 30	6 25	15 25	30 00	43
Cloves	90	1 35	2 40	4 35	10 60	20 55	31
Ginger	75	1 05	1 75	3 10	7 50	14 30	23
Mace	1 75	3 00	5 65	10 90	26 95	53 30	73
Mustard	70	95	1 60	2 80	6 70	12 75	21
Nutmeg	1 25	2 05	3 80	7 15	17 60	34 60	49
Pepper	80	1 10	1 90	3 40	8 25	15 85	25
Cayenne	80	1 15	2 00	3 55	8 65	16 65	26
W. Pepper	95	1 45	2 65	4 65	11 75	22 90	34
Sage	70	95	1 60	2 80	6 70	12 75	21
Thyme	70	1 00	1 65	2 95	7 10	13 50	22
Savory	70	1 00	1 65	2 95	7 10	13 50	22
Marjoram	75	1 10	1 85	3 30	7 85	15 10	24
Poultry Seasoning	....	1 50	.....	.....	.....	.....	..

SECOND GRADE—Round Tins, Short Weight.

	¼'s	½'s	1's	2½ lbs.	5 lbs.	Blk.
Allspice	55	1 00	1 75	3 95	7 60	13
Cinnamon	65	1 20	2 10	4 90	9 50	16
Cloves	65	1 25	2 25	5 20	10 20	17
Ginger	55	1 00	1 75	3 95	7 60	13
Mace	1 20	2 30	4 40	10 50	21 00	37
Mustard	55	90	1 50	3 60	7 00	12
Nutmegs	85	1 70	3 10	7 40	14 60	24
Pepper	60	1 15	2 00	4 55	8 90	15
Cayenne	60	1 15	2 00	4 55	8 90	15
W. Pepper	75	1 45	2 65	6 15	12 05	20
Sage	55	1 00	1 75	3 95	7 60	13
Thyme	60	1 05	1 90	4 25	8 25	14
Savory	60	1 05	1 90	4 25	8 25	14
Marjoram	60	1 05	1 90	4 25	8 25	14

SCHILLING'S BEST SPICES.—Nature's Best.

Square tins. Never sold in bulk. Small, medium, large sizes have sifting tops except Mustard.

	Small size per doz.	Medium size per doz.	Large size per doz.	Ex. Large size per doz.	Hotel size per tin.
Pepper	.75	1.20	2.20	3.75	.75
Mustard	.75	1.25	2.25	3.90	.81
Must. Comp.	.75	1.25	2.25	3.90	.81
Ginger	.75	1.25	2.25	3.90	.81
Allspice	.75	1.10	2.00	3.50	.73
Cinnamon	.90	2.25	4.25	7.50	1.35
Cloves	.85	1.40	2.60	4.75	.87
Nutmegs	1.60	2.75	5.25	10.00	2.00
Mace	1.75	3.00	5.75	11.50	2.15
Cayenne	.90	1.50	2.75	5.00	.93
Wh. Pepper	.95	1.75	3.25	5.75	1.00
Sage	.75	1.25	2.25	3.90	.81
Thyme	.85	1.40	2.60	4.75	.87
Marjoram	.95	1.75	3.25	5.75	1.26
Savory	.85	1.40	2.60	4.75	.87
Cases contain	6 doz.	4 doz.	2 doz.	2 doz.	1 doz.
Gross weight	22 lbs.	23 lbs.	24 lbs.	40 lbs.	53 lbs.

MUSTARD.

Colman's, ¼'s, 12 lb to box, lb. .52
Colman's, ½'s, 12 lb to box, lb. .48
Colman's, 1's, 12 lb to box, lb.. .48
Colman's, 5's, per lb., ... .40

Mustard, Prepared.

Small bottles, 24 to cs, pr doz .55
Small straights, fancy, 24 to case per doz ..... .95
Webb's Glass Top 1.35
Large Dusseldorfer, 24 to cs 1.60
In 3-gal kegs, per keg..... 1.15
In 5-gal kegs, per keg..... 1.70
Loult Freres, French, doz..... 2.25
Eddy's Salad Mustard—
6-oz., 24 to case..... .92½
8-oz., 24 to case..... 1.35
12-oz., 24 to case..... 2.00
Hirshes Horseradish Mustard—
10-oz., 24 to case..... 1.25

Department 16

BAKING POWDER AND FLAVORING EXTRACTS.

ROYAL

	1 cs. lot	5 cs. lot	15 cs. lot
¼ lb cans	$ 1 38	$ 1 36	$ 1 34
6 oz cans	1 92	1 89	1 87
½ lb cans	2 57	2 52	2 50
12 oz cans	$ 82	$ 75	$ 72
1 lb cans	4 95	4 85	4 80
2½ lb cans	11 45	11 40	11 28
3 lb cans	13 60	13 34	13 20
5 lb cans	22 35	21 90	21 68

An extra discount of 1 per cent if packed in barrels.

Schilling's Best Baking Powder.

Never sold in bulk.

10-lb. tins, per doz	$39.00
5-lb. tins, per doz	20.00
4-lb. tins, per doz	16.00
3-lb. tins, per doz	12.50
2½-lb. tins, per doz	10.50
16-oz. tins, per gross	$53 00
12-oz. tins, per gross	41.00
8-oz. tins, per gross	28.00
6-oz. tins, per gross	22.50
4-oz. tins, per gross	16.50

TROPHY

4 oz, per doz	$0.95
6 oz, "	1.35
8 oz, "	1.70
12 oz, "	2.35
1 lb., "	3.00
2½ lb., "	7.50
3 lb., "	9.00
6 lb., "	14.50

MISCELLANEOUS.

Home, 10 oz	$0.90
Home, 25 oz	2.00
Home, 50 oz	4.00
Home, 80 oz	6.00
K. C., 10 oz	.85
K. C., 15 oz	1.25
K. C., 25 oz	2.12½
K. C., 50 oz	4.00
K. C., 80 oz	6.50

COLUMN 20.

Cream Tartar.

Standard, bulk, 30-lb box..... 27
Standard, 12 1-lb tins..... .28
Pure, bulk, 30-lb box..... .38
Pure, 5-lb tins, per lb..... .38
Pure, ½-lb tins, per doz..... 5.00

SODA.

Churches, A. & H., or Dwight's Cow Brand, 60 lbs. to case.
1-lb ..... per lb. $0.05
½-lb ..... per lb. .05½

EXTRACTS FLAVORING.

GUITARD'S "PURE"

per doz	2 oz	4 oz	6 oz	8 oz
Vanilla	$2 50	$4 75	$7 00	$9 00
Lemon	1 75	3 25	4 50	6 00

Net weight. Patent Sprinkler Tops

Schilling's Best Extracts.

Triple Strength, Pure and Uncolored Sprinkling Tops.
Net weight. Never sold in bulk.

	Lemon and Others. per doz.	Vanila and Rose. per doz.
1 oz	1.30	1.80
2 oz	2.00	3.00
4 oz	3.75	5.75
6 oz	5.50	8.50
8 oz	7.25	11.00
16 oz	14.00	21.50
32 oz	27.00	42.00

Souder's Flavoring Extracts.

Price per gross.

	2 oz.	4 oz.	8 oz.
Reg. Lemon	9.00	18.00	54.00
Reg. Vanilla	14.40	28.80	72.00
XX Lemon	18.00	36.00	72.00
XX Vanilla	21.00	42.00	84.00
Asrtd Flavors	18.00	36.00	72.00
Rose Coloring	18.00	36.00	.....
Yellow Colrng	18.00	36.00	.....
Jamaica Gngr	18.00	.....	.....

Assorted flavors contain strawberry, pineapple, orange, almond, rose, etc.



"Vanilla" Extracts.

Lemon, 2 oz., per doz	.80
Vanilla, 2 oz., per doz	.80
Assorted Flavors, per doz	.80

COLUMN 21.
Department 17

CANDIES.

Lozenges.
(5-lb. boxes.)

XXX Peppermint, pails	.13 14
Thin Peppermint	.16
T. T. Peppermint	18
Druggist Peppermint	25
Musk, fluted, pails	.20
Cinnamon, Lemon, Sassafras, Rose	.16
Midget Fruit	.20
Conversation and Hearts	.15
Lilliput Conv. Hearts	17
Midget Conv. Lozenges	18
Crown T. T. Lozenges, 24 5ct. pkgs	.80
Aurora Lozenges, 24 5ct. pkgs	.80
Cough Troches, 5 lb bxs	.25
Eagle Wafers, Peppermints, Wintergreen	.25

Mixed Candy.
(30-lb. pails.)

Plain Mixed	8½
Pacific Mixed	10
Royal Mixed	12½
Grocers' Mixed	10
Yankee Mixed	13
American Mixed	13
Fancy A, Mixed	14½
Fancy C, Mixed	14
French S. Mixed	16
French No. 1, Mixed	18
French Extra Mixed	20
Lady, Mixed	15
Broken Mixed	9

Steam Panwork.

Anis Seed	22
Aromatic Cachous	18
Assorted Berries	16
Assorted Dragee	14
Assorted Imperials	16
Assorted Small Seeds	22
Birds' Eggs	16
Boston Baked Beans	17
Burnt Peanuts	18
Burnt Almonds	25
Caraway Seed, smooth	22
Caraway Seed, pearled	22
Celery Seed	22
Cinnamon Beans, large red	15
Cinnamon Beans, Imperials	16
Coriander Seed, pearled	22
Jelly Beans, pails	12½ 14
Jelly Birds' Eggs	16
Jelly Cranberries	16
Jelly Limes	16
Jelly Raspberries	16
Jordon Almonds, fine	45
Jordon Almonds, imitation	18
Licorice Beans	15
Red Hots	25
Ringed Marbles	16
Sugar Coated Licorice Tablets	20
Sugar Almonds	25
Sugar Plums	16

Stick Candy.
(30-lb. pails.)

Assortment: Peppermint, Lemon, Rose, Clove, Anis, Cinnamon, Sassafras, Vanilla, Pineapple, Wintergreen 8½

Hoarhound	9
Hoarhound, wrapped	11
Peanut Sticks	13
Peanut Sticks, wrapped	13
Cocoanut Sticks	13
Cocoanut Sticks wrapped	13

Taffies.

Peanut Taffy	15
Peanut Flake	15
Peanut Squares	14
Cocoanut Taffy	15
Cocoanut Squares	15½
Chunks: Vanilla, Rose, Chocolate, Lemon, Molasses	14
Broken Taffy of broken chunk	13

Drops and Lumps.
(30-lb pails.)

Mixed Drops and Lumps	8½
Molasses Peppermint Lumps	11
Hoarhound Drops	11
Crystal Rocks	12½

Gum Goods.
(5-lb. boxes.)

A. B. Gum Drops, assorted	9
A. B. Gum Drops, Licorice	9
A. B. Gum Drops, Crystalized	11
A. B. Bonbons, plain, in bbls	7
A. B. Bonbons, fancy, in bbls	7½
A. B. Bonbons, fancy, crystallized, 5-lb. boxes	14
A. B. Fruits	18
Royal Gum Drops	15
Genuine Gum Drops, hard	25
Jelly Squares, assorted	14
Bijou Sticks	18
Spiced Jelly Drops	20
New Turkish Figs	16
Fig Paste, plain	17
Fig Paste, tricolor	18

Cream Goods.
5-lb. boxes.)

Fondans Creams	14
Hand Dipped	19
Hand Dipped, with nuts on	21
Fruit and nut Ices	18
Cream Peppermint	20
Crushed Fruit Bonbons	30

Chocolates.
(5-lb. boxes.)

Chocolate, plain	14
Chocolate, Hand Made	20
Chocolate Dipped Bonbons	20
Chocolate Dipped Bonbons, with nuts	22
Chocolate, Climax, 30-lb pails	16
Chocolate Chips	28
Chocolate Nonpareil Drops	20
Chocolate Wafers	22
Chocolate Cream Tablets, 30 in box	1 10

COLUMN 22.

Marshmallows, Nougats, Etc.

Occidental Marshmallows, 5-lb tins	.28
Occidental Marshmallows, 3-lb tins	.30
Dipping Marshmallows, 5-lb. boxes	.25
Angel Food, 5-lb. boxes	.20
French Nouget, 30 5c slices in box	1.00
Walnut, Apricot, Spanish Nouget, 5-lb boxes, per lb	.25

Sundries.

Opera Caramels	19
Rock Candy, white & red	.15
Rock Candy, brown	16
Licorice Drops	.20
Licorice Sticks, 16 to lb	.28
Locorice Tablets, 5 lb bxs	.25
Licorice Tablets, 24 5c bxs	.80
Licorice Penny Sticks, 100 in box	.65
Buttercups, 5-lb tins	.2

CHEWING GUM.

	Single	Box
Sweet Wheat, per box		.50
Tutti Sugar Plum, box		.55
Yankee Spruce, 20 pcs		.55
Sen Sen, 20 pcs		.55
Red Rooster, 20 pcs		.55
Sweet Heart, 20 pcs		.55
Newton's Pepsin, 20 pcs		.55
Bloodberry, 20 pcs		.60
Pepsin Sticks, 20pcs		.60
Chiclets, 40 5c pkgs		1.25
" 3-lb. b xes		1.35
" 10 0c pkgs		.80
" 12 25c pkgs		2.00

CRACKERS.



MADE BY THE
MUTUAL BISCUIT CO.

	lb.	⅛ box
Almond Drops	15	
Animals	12½	$1.20
Arrowroot	14	1.50
Assorted	12	1.15
Assorted, extra	14	1.30
Assorted, fancy	20	1.75
Assorted Wafers	16	1.90
Assorted Jumbles	14	1.25
Boston	9	.60
Butters, Mutual	10	.70
Butter Scotch	14	1.50
Butter, Star	9	.60
California Lunch	9	.90
Champion	9	.65
Chips, Mutual	14	1.10
Chocolate Biscuits	16	1.80
Chocolate Fingers	15	1.50
Chocolate Wafers	18	2.15
Cocoanut Bonbon	14	1.25
Cocoanut Finger	15	1.50
Cocoanut Marshmallows	15	1.50
Cocoanut Taffy	15	1.80
Cocoanut Wafer	16	1.50
Coffee	12	1.25
Coffe Iced	15	1.35
Cornhill	10	1.10
Cracker Meal	6	1.10
Currant Cakes	12	1.10
Egg Jumble	14	1.25
Fruit Biscuits	14	2.40
Ginger Cakes	10	1.40
Ginger, Nut	11	1.40
Ginger Wafers	14	1.75
Graham	10	1.20
Graham Gem	9	.75
Graham Unsweetened	9	
Honey Fingers	14	1.25
Honey Pumbles	12	1.00
Honey Drops, spiced	15	1.60
Honeysuckle	16	
Jelly Fingers	16	1.50
Jenny Lind	12	1.10
Lady Fingers	15	1.30
Lady Fingers Iced	16	1.40
La Grande	11	1.10
Lemon Biscuit	14	1.25
Lemon Brittles	14	1.35
Lemon Snap	12	1.20
Lemon Wafers	14	1.75
Macaroon Almond	40	
Mutual Flakes	14	.90
Mutual Tea	15	1.60
Nic Nac, No. 1	10	1.10
Nic Nac	12½	1.25
Oysters	8	.70
Peoples Mixed	12½	1.25
Pilot Bread	4	.55
Pilot Bread Extra	5	.65
Pilot Saloon	7	.80
Ping Pong	16	1.50
Raisin Cake	12	1.10
Saloon Pilot	7	.90
Saloon Soda	7	
Salted Wafers	14	.90
Soda Extra	7	
Soda	6½	
Star Butters	9	.60
Vanilla Bars	14	1.40
Vanilla Biscuits	14	1.25
Vanilla Snaps	12	1.20
Vanilla Wafers	14	1.75
Wafers, Chocolate	18	2.15
Wafers, Ginger	14	1.75
Wafers, Lemon	14	1.75
Water Wafers	12	.90
Walnut Creams	16	1.50



COLUMN 23.
Department 18.

FANCY GROCERIES.

Snider's Baked Beans.

No. 1, 90c doz.; 4 doz in case
No. 2, $1.40 doz.; 3 doz. in case
No. 3, $1.85 doz.; 2 doz in case

Bouillion Capsules.

Anker's, 10 capsules in box, per doz boxes 2.75

Capers.

Capotes, 1 dz in cs	1.20 1 25
Nonpareil, small	1.35
Do large	2.10
"White Label," 6-oz. doz	2.25
"White Label," 10-oz. doz	3.15

TOMATO KETCHUP.

Catsups

Snider's

Qts., per doz	$3 75
Pts "	2 40
½-pints, per doz.	1 40





CAMPBELL'S
(½ Pts. Condiments)
2 dozen to case

Tobasco Ketchup dozen	$1 15
Tomato Ketchup, dozen	$1 15
Salad Dressing, dozen	1 15
Chili Sauce, dozen	$1 15
Assorted cases, dozen	$1 15

Miscellaneous.

Our Mother's Ctsp ½-pt, doz	1 40
Our Mother's Ctsp, pts, doz	2 30
Blue Label, 25 ½ pts to cs	3 10
Blue Label, 25 pts to cs	5 00
Blue Label, 12 qts to cs	4 00
Mother's Own, pts	1.50
½ pts	.90
London's Rockaway), Pts., doz	2.25
Sailer's "Purity," doz	.90
H. B. Catsup, pts	2.15
" ½-pts	1.25

Chocolate and Cocoa

CHOCOLATES.

Baker's.

German Sweet, 6-lb boxes, ⅛s and ¼s	2
Eagle, 12/1s	26
Premium, 12/1s	8
Vanilla, 12/1s	41
Powdered, ¼s, ½s, 1s, 12/lb. boxes	28

Subject to quantity discount.

Huyler's.

Vanilla, 12-lb. boxes	36
Premium, 12-lb. boxes	33

Lowney's.

Cream Cakes, per box	80
Ice Cream Drops, per doz	75

Ghirardelli's.
In paper

Eagle, 24 1-lb	21
Eagle, 12 1-lb	21½
Eagle, 12 ½-lb	22½
Eagle, 12 ¼-lb	24
Crescent, 6 5 to lb	17
Crescent, 12 5 to lb	16½
Cal, Sweet, 6 6 to lb	21½
Cal. Sweet, 12 6 to lb	21
Monarch, 12 1&½-lb	26
Monarch, 12 1-lb	25
Monarch, 12 ½-lb	27
Star, 24 1-lb	19
Star, 12 1-lb	19½

Ground.
In tins

Ghirardelli's, 12 1-lb tins	26½
Ghirardelli's 24 1-lb tins	26
Ghirardelli's, 10 1-lb. tins	24½

In delivery cases.

Ghirardelli's 60 3-lb tins	24
Venard's, 24 1-lb tins	21
Venard's, 60 3-lb tins	20
Miner's, 12 1-lb tins	22½
Miner's, 24 1-lb tins	22
Miner's, 20 3-lb tins	22

5 per cent off on 120-lb. lots

COCOAS.

Baker's Bkfst, 6/1 & ½'s	26
Van Houten's, ¼'s and ½'s	35
Van Houten's, 1's	60
Royal Dutch, 12/¼'s	30
Royal Dutch, 12/½'s	75
Royal Dutch, 12/1's	10
Epp's, 14/½'s	40
Fry's, 12/½'s	39
Webb's, 6/½'s	21
Lowney's, 6/½'s	37
Ghirardelli's Bkfst, 6/½'s	38
Ghirardelli's Bkfst, 12/½'s	37½
Ghirardelli's Impri 6&12/½s	56
Miner's Bkfst, 6/½'s	37
Miner's Bkfst, 6/1-5's	38
Meurer's, 1-½s	47

COLUMN 24.
Condensed Milk

BORDEN'S CONDENSED MILK CO.



Gail Borden Eagle Brand (case lots 6 5	6.80
Pony	2 25
Challenge	4 70
Floral	4.65
Dime	3.75
Rose	4.40

(Each full above Brand 4 doz. in case)

Borden's Malted Milk,

Trial Size, per doz.	75
Small size	4.00
Large size	8.00
Hospital size	3.00



Borden's Pioneer Brand Evaporated Cream

Large Cans, 4 doz. in cs. 3.75
Peerless 4.70
Yacht .. 3.25
Family Size, 4 doz in case. Quart, 2 doz. in cs

ALL ABOVE BRANDS GUARANTEED



CARNATION CREAM

20 oz. cans 4 doz	
Per case	4 00
5 cases	3 95
25 cases	3 90
50 cases	3 85

2% rebate from factory on return of jobber's duplicate bill and signed contract



LILY
(Large tin)

1 to 10 cs	3 90
10 to 25 cs	3 85

Helvetia Milk Condens'g Co.



Originators Evaporated Cream
Richland Evaporated Cream 4 doz in box $4 10
Baby Pet, 6 doz. 3 60
Pet, reg., 4 doz., per case 3 25

Miscellaneous.

St. Charles, 4 doz., in case	$4 60
St. Charles, 5-cs e lots	4 50
Horlick's Malted Milk, doz	4 50
Jersey, 4 doz. per case	3 60

Cereal Coffee.

Fig Prune, per doz	$2 25
Postum, 24½s, per doz	1 35
Postum, 12½s, per doz	2 25
Postum, 36/1, per doz	2 25
Grains, 12, 2s	2.75

Chutney.

Chutney, sweet, qts	$6 25
Chutney, sweet, pts	3 75
Chutney, Major Grey, qts	6 50
Chutney, Major Grey, pts	4 25
Ban-ki-pore, pts	3 00

Cranberry Sauce. doz.

Anderson's 2s, 2 doz box	2 00
Tea Garden, 2s, gls, 1 doz box	4.00
Tea Garden 1s, gls, 24 box	2 25
Cape Cod 2 lb. gls, 1 doz box	3 50
Cape Cod 1 lb gls, 24 box	2 00
Home Made 1s, 2 doz box	2 15
do 2s, glass 1 doz box	4.00

Rice.

Choice Seed Japan	6 6¼
Good Seed Japan	6¼
Fair Seed Japan	6¾
Fancy Head Rice	6½ 6¾
Long Grain Rice	6½
China No 1	5 6
China No. 2	4 4½

COLUMN 25.

ALPINE
EVAPORATED CREAM

	Per case
1 to 5 cases, 4 doz. to case	$3.40
5 to 10 " " "	3.35
10 to 25 " " "	3.30

Gallons

1 to 5 cases, 6 to case	3.35
5 to 10 " " "	3.30
10 to 25 " " "	3.25

Midgets, 8 doz. to case
1 to 5 cases, $3.10 | 5 to 10 cases, $3.05
10 to 25 cases, $3.00

Alpine Evaporated Cream Co.

Factory
HOLLISTER, CAL.

Office and Salesroom
95 Market Street
Rooms 212 213
San Francisco Cal.
Phone: **Main 3443.**

Cottolene.

2's, 4's or 10's, per cs. of 50 lbs	7 00
5 case lots	6.90
10-case lots	6.85
25-case lots	6.75

Curry Powder.

Cross & Blackwells, 2 oz	1.35
do 4 oz	2 35
Do 8-oz	3 65
Do 16-oz	6.20
East India, Bombay, 16 oz	5 00
East India, Bombay, 8 oz	3.25

Extract of Beef.
Liebig's (Genuine)

	2 oz	4 oz.	8 oz.	16 oz
doz.	4 65	8.50	15 90	29.75

"Rex" Solid.



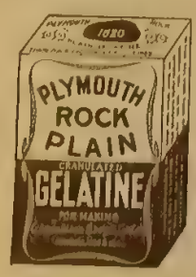
2-oz., doz	$7 90
4-oz., doz	7 20
8 oz., doz	$13.27
16-oz., doz	24.75

Marshall's

2 oz., per doz	$2 40

Gelatine.

Knox's, per doz	1 20
Knox's, per gross	14 00
Cox's, per gross	12 00
Keck's, per doz	1.15



Plymouth Rock, per doz	$1 10
(1 doz. free with 3 doz.)	
Plymouth Rock, per gross	12.50
(4 doz. free with gross)	

Ginger (Preserved).

½ doz jars in box, per cs	2.25

Lemon Sugar.

Gilt Edge, 24/½s, per doz	1 37½
Gilt Edge, 24/1s, per doz	1.85

Lime Juice.

Tahita, 24/8-oz, per doz	$1 25
Tahita, short measure 16-oz	1 50
Tahita full measure, 16 oz	1 75
Tahita full measure, 32-oz	3 50
Tahita, bulk gal	1 00

Mushrooms.

	doz.
Le Court, 100 to cs	$2 25
La Forrest 100 to cs	2 75
Hotel, 100 to cs	1 85
Fancy Stuffed, pts	4.00

COLUMN 26.

OLIVES.

OLIVES IN BULK.

	25 gl.	10 gl.	5 gl.	3 gl.
Ex. No 1, Qu'n.	1 10	11 50	6 00	3 75
Lge No. 1, "	1 00	10 50	5 00	3 25
No 1 Qu'n ...	95	9 75	4 75	2 90
No 2 " ...	85	8 75	4 50	2 85
Manzanilla...	70	7 25	3 75	2 40

Extra charge for kegs & barrels.



Olives

SEVILLE PACKING CO.

White Label Queen Olives—

28-oz., per doz.	$5.50
18-oz., "	3.75
6-oz., "	1 25

Pim-Olas

18 oz, 2 doz, per cs, per doz $6 10
10 " " " " 3 55

Baby Pim-Olas

10-oz, 2 doz. in case, per doz.....$2.50
6-oz, 2 doz. in case, per doz.... 1.50

Olive Oil

NICELLE

	Case
½ pints, 4 doz	$9 00
Pints, 2 doz	8 55
Quarts, 1 doz	7 85
22-oz.	9 00



CRYSTAL BRAND OLIVE OIL. Pure California Products.

7-oz.
Per doz...$2.40
3 doz..... 6.75

14-oz.
Per doz... 4.50

Quarts.
Per doz... 7.25

Put up by
G. O. Ryden.

MISCELLANEOUS

Golden Gate, in gal tins, per gal	1 85
" ½ " "	1 85
" ¼ " "	1 90
Pale Grove, pure Cal., qts. .. dz	7 75
Cooper's qts., ⅌ doz.	10 00
Cooper's pts, ⅌ cs of 2 doz.	10.00
Antonini J.P.S., qts, ⅌cs..	7.40
Do 1½-gal tins, ⅌ tin..	2 90
Duret, qts, pts, ⅌ doz cs..6.00	7.00
Lucca Crosse & Blackwell's qts.	7.50
Lucca Crosse & Blackwell's pts, 2 doz.	8.25
Lucca, Crosse & Blackwell's ½ pts, 3 doz.	7.25

Salad Oil.

Durkee's Oil.

Quarts, 1 doz. to case, per case..	$1 65
Pints, 2 " " " ..	1 75
½-Pts., 3 " " " ..	1.85

Puritan Salad Oil

Quarts, 1 doz to case, per case..	1.90
Pints & Fils, 1 dz qts, per case	1.50
Imitation Lucca, qts	1.10

"Primrose" Salad Oil.

Tierces, about 50 gal, gal.$	.40
1 gal. tins, 10 to case, gal.	.70
5 gal. tins, 1 to case, gal..	.45
½ gal. tins, 20 to cs., gal.	.75
Quart bottles, 12 to cs, doz	1.85
Pint bottles, 24 to cs, doz	1.00
½ pint bot., 36 to cs, doz.	.95

Paprika.

Gordon Packing Co.

1-16 lb ...doz	½ lb. ... doz	6 00
⅛ lb ...doz	1 lb... doz	
¼ lb ....doz	Bulk, lb.....	

Peanut Butter

Heron's, 2 doz to cs, per dz. .2.40

Peels.

Citron, 25-lb box	13½
Citron, 10-lb box	14
Lemon, 25-lb box	11½
Lemon, 10-lb box	12½
Orange, 25-lb box	11½
Orange, 10-lb box	12

COLUMN 27.

PICKLES.

Gordon Packing Co.

California—Mixed or Plain.

No. 1, bbls, per gal.....$0.24 to	$0.27
No. 1, ½ bbls, per gal.. ..6 to	.29
No. 1, 10-gal keg, p kg. 2.25 to	2.45
No. 1, 5-gal keg, p keg. 1.15 to	1.35
No. 1, 3-gal keg, p keg. .80 to	.85
No. 2, bbls, per gal.	.32
No. 2, ½ bbls, per gal.	.24
No. 2, 10-gal keg, per keg.....	2 10
No. 2, 5-gal keg, per keg.....	1 05
No. 2, 3-gal keg, per keg.....	.80
No. 3, bbls, per gal.	.14
No. 3, 10-gal keg, per keg.....	1 15
No. 3, 5-gal keg, per keg.....	.60
No. 3, 3-gal keg, per keg.....	.55

SWEET—"PACIFIC."

Bbls, ⅌ gal	51
½ bbls, ⅌ gal.	58
10-gal keg per keg.....	5.00
5-gal. keg, ⅌ keg	2 5
3-gal keg ⅌ keg	1.75
Square, 1doz ½-gal. ⅌ doz..	2 25
Square, 2 doz ¼-gal, ⅌ doz..	1 60
Square, 4 doz ⅛-gal., ⅌ doz	1.25
Round, qts, ⅌ doz.....	3 75
Round, pts, ⅌ doz.....	2 50
Round, ½ pts, ⅌ doz.....	1.75

Crosse & Blackwell's.

	Doz.
Mxd Pkls, pat tops, pts..	4.15
Mxd Pkles, Pat tops, ½ pt.	2 10
Mxd Pkls, corks, pts.....	3 95
Chow Chow, pat tops, pts..	4.15
Chow Chow, pat top, ½ pt.	2.10
Chow Chow, corks, pts....	3 95
Onions, pat tops, pts.....	4.15
Onions, pat tops, ½ pts...	2.50

Root Beer



Less 5 per cent. on gross lots

Hires' case of 1 gr.....	20 00
6 doz lots	10 00
3 "	5 00
1 "	1 75

Hires' Carbonated Root Beer cs of 2-dz pt bottles, patent tops, per cs $2.00 in 5 case lots 1 95

Hires' Carbonated Ginger Ale Per case 2 00
5-case lots, $1.95.



Hires' Rootbeer Carbonated and Ginger Ale empty bottles, if returned to Saunn-Patrick Company, will be received by them at 25c. per case of 2 doz. bottles (with case) Delivered at San Francisco.

COLUMN 28.

Saratoga Chips.

(Less 5 per cent)

Boxes, 15 and 30-lb, per lb.	$0.20
Cartons, 6-oz. 2 doz in cs, doz	1.30

SAUCES.

SNIDER'S SALAD DRESSING



Pints, 1 doz. in case, doz. $2.75
Hlf-Pts, 2 doz. in case, doz. 1.75



Snider's Oyster Cocktail Sce pints, 2 dz s to c'se, doz . .2 40

Same gallon jugs, 6 to case, per gal..... 1 80

Snider's Chili Sauce, pints, 1 doz. to c'se doz ... 2 40

Same, half pts 2 doz to c'se doz 1 45

Bayle's Tabasco Pepper Sauce, in cases, 6, ½-doz boxes, per doz $3 00
boxes of 12 bottles, per doz 8.50

Holbrook's Wcestershire, ½'s.2.40
Do pts. 4.00
Do qts. .....
*Lea & Perrin's Worcestershire, small 2.75
*Lea & Perrin's Worcestershire, medium 5.00
*Lea & Perrin's Worcestershire, large 8.25
*5 cases 5c ⅌ doz less.

Ban-ki-por, ½ pts, 2 doz case, per doz 2 40
Ban-ki-por, pts, 1 doz case....3.80
Tobasco, McIlbeny 4 00
Tobasco, New Iberia 3.50
Braunhardt's
Tropical, ½-pts, 2 doz. per case 4.50
" pints, 2 doz. " " 8.10
Bengal Worcester, ½ pt..... .55
Bengal Worcester, pt 1.05
Pepper, sprinkle top ½ pt.....2.00
Superior Pepper, small ..... .75
Superior Pepper, large 1.50

Pure Food Pk'g Co.

Worcester Sauce, London Club, ½ pts, do ..... .75

Salad Dressing.

Durkee, small 2 doz. ⅌ doz...	2.55
Do large, 1 doz. ⅌ doz....	4.30
Do picnic size, 4 dz, ⅌ dz..	1.00
My Wife's 1 dz 16-oz. case..	2 75
My Wife's 2 doz. ½ pt. cs	3.40

Alpha Salad Cream.

Jumbo, 1 doz to case, per case...	4.25
Do large, 2 dz. " " ..	4.70
Do picnic, 2 " " " ..	2.50

El Paso Manfg. Co.
1653 Mission St.



Manufacturers

Flavoring Extracts
Fruit Juices
Syrup
Salad Dressing
Bluing
Ammonia

Meat and Salad Dressing, doz. .90

COLUMN 29.

SOUPS.



CAMPBELL'S (1-lb. Condensed). Packed 48 1-lb. cans to case. Straight cases of any variety, or following assortment:

8 Tomato, 6 Vegetable, 4 Ox Tail, 3 Mock Turtle, 3 Chicken Gumbo, 2 Tomato Okra, 1 Julienne, 2 Beef, 2 Consomme, 2 Pea, 2 Celery, 2 Vermicelli-Tomato, 2 Clam Chowder, 2 Mutton Broth, 2 Bouillon, 3 Chicken, 2 Mulligatany.
Price, per doz, any variety...$0.90

Miscellaneous.

Snider's Toma o—3 lb tins 2 doz. in case, per doz $2.60

Same—2 lb tins 2 doz. in case, per doz. 1.85

Van Camp's asstd. per doz.... .90
Van Camp's straight, per doz. .90

SALT.



LESLIE SALT.

Free Running—

Cartons, 20 5s.....$	2.50
Cartons, 24 3s.....	2.00
Cartons, 48 2s.....	2.75
Caddies, 50 2s.....	3.60

Velvet Grain—

Bales, 50 3s.....	1.75
Bales, 30 5s.....	1.75
Bales, 15 10s.....	1.75
Bales, 8 20s.....	1.75
Packets 75 2s.....	1.75
Packets, 40 s.....	1.75
50-lb sacks, per ton.....	18.00

H. R. H. Liverpool.

Bales of 75, 2's, per bale.....$	1.25
Bales of 40, 4's, and 15 10's....	2 0
Bags, 200s (50s $81. per ton..	7.50

Rock Salt.

Half-Ground, 100-lb sacks, per ton	$4.25
Stock, 100-lb sacks, per ton...	4.00
Li erpool Lump, per ton.....	14 50
Cal. Table and Dairy, pr bale.	1.0
Cal. Table and Dairy, 60's, per ton	6.25

Package Salt.

Shaker Salt, per doz.....$	0 90
R. S. V. P., 3's, 24 to cs, p. cs.	2.25
R. S. V. P., 5's, 20 to cs, p. cs.	2.75

Celery Salt.

Mertens, 1 doz in box..... 1.05

Sauerkraut.

Barrels, per lb.....	.02¼
½ bbls	.03
¼ bbls	.03¼
3-gal kegs, per keg.....	.90
5-gal kegs, per keg.....	1 15
10-gal kegs, per keg.....	2 25
2-lb tins 2 doz in cs, doz....	1 35
2½-lb tins, 2 doz in cs, doz..	1.60

COLUMN 30.

SPANISH DELICACIES.

Specialties of the **Spanish-American Food Co.**
149-155 Fremont St.
Medal Goods, Paris Exposition.



TAMALES. Doz.

I. X. L., W. G. M. and Kapp & Sheet Brands.
No. 1 Boneless Chicken Tamales in key-op cans 1.30
No. 2 Not Boneless Chicken Tamales in key op. can 1.00

Spanish-American Brand.

Beef Tamales in key op. cans	.95
Extra Special Boneless Tamales in key op. cans 1.60	
Chili Con Carne, 1 lb. 1.20	
Enchiladas, in key-opener cans 1.20	
FRIJOLES, 1 lb	.90
Tripe, Spanish style, 1 lb 1.25	
Minced Deep Sea Clams, 1 pt. 1 25	
Clam Juice, 1 pt..... 1 10	
Cal. Baked Beans, tomato sauce, 1 lb., 4 doz in case...	.85
Cal. Baked Beans, tomato sauce, 2 lbs., 2 doz to case ... 1.35	
Cal. Baked Beans, tomato sauce, 3 lbs , 2 doz to case... 1.75	

Chili Beans (Tamale Sauce)

1 lb, 4 dz to case.....	.85
2 lb, 2 " "	1.35
2 lb, 2 " "	1.75

Deviled Oysters, for Sandwiches 4 doz to case 1.40
Pate Chicken Liver for sandws. 4 doz. to case.....1.40

Macaroni and Cheese, with Tomato sauce, 1 lb, 4 dz. ... .90

Concentrated Soups.

Pints (20 kinds)....doz. .90
Beef, Tomato, Ox Tail, Mock Turtle, Mulligatawny, Rice Tomato, Consomme, Green Pea, Bean, Clam Chowder, Vegetable, Chicken Rice, Chicken Barley, Chicken Giblet, Chicken Gumbo, Cream Chicken, Cream Celery, Beef Bouillon, Chicken Bouillon, Clam Bouillon.
Quarts (9 kinds)...doz. $1.85
Chicken, Beef, Mock Turtle, Ox Tail, Tomato, Mulligatawny, Vegetable, Clam Chowder, Cream of Celery.

Truffles.

Rilhac, 100/⅛'s, per doz.....	12 00
Rilhac, 100/ 1-16's, per doz.....	3.00
La Forrest, 100/¼'s, per doz..	1.00

Vinegar.

	½ Bbl.	10 gal.	5 gal.	3 gal.
30 grain ...	08	10	1 15	65	50
40 grain....	10	12	1 35	75	60
50 grain....	12	14	1 70	90	80
60 grain....	14	16	2 00	1 10	95
80 grain ...	16	18	2 65	1 50	1 25
90 grain	18	20	3 50	1 85	1 65
100 grain....	20	22	3 85	2 10	1 85

Hammond's Vinegar.

Salad, qts, per doz.....1.25

Yeast Cakes.

Great Western	1.00
Gillett's Magic	1.20
Yeast Foam	1.20

Pure Oregon Apple Cider Vinegar.

Bbls.....	22c gall n
½-bbl.....	24c "

Guaranteed.

COLUMN 31.

Department 19.
GROCERY SUNDRIES.

Axle Grease.

H. & L., per case.....$1.50
C. & S., 2-doz case, per case... 2.00
" 5 cs lots.... .....1.95
" 10 cs lots..... .... 1.85
Frazer's, 2 doz tins, per case..2.25
Frazer's, 4 doz wd, per case... 3.60
Frazer's, 15-lb pails..... 85
Mica, 3 doz tins, per case..... 2.25

Paper Bags.

Automatic, Self-opening, 500 in pkg. List.

¼-lb . .....$1.00 8-lb 4.80
½-lb . . .. 1.20 10-lb 5.20
1-lb . ..... 1.60 12-lb 6.30
1½-lb . .. ... 1.70 14-lb 8.30
2-lb . ..... 2.00 16-lb 9.00
3-lb . .. . 2.50 20-lb 10.00
4-lb . ..... 2.90 25-lb 11.00
5-lb . . .. 3.40 30-lb 13.00
6-lb . ..... 4.00 35-lb 15.00
7-lb . ..... 4.40 .....

Discounts from above List:
(Cheapest).....50 pct and 5, 10's
Eagle or Equal....50 pct and 2, 10's
White Fibre, or any white bag, ...50 pct and 1, 10's
Mikado (striped) .....40 pct
Sugar Bags, broad bottom, lb....06
Lion, 40 per cent and 1....1.10

Bluestone.

Barrels, per lb (5 bbls 5½c) .$0.05¾

Bathbrick.

Bristol, 2 doz, per case $0.85
case 1.15
Powdered, 40 ½'s, per case 1.25

CANDLES.

Adamantine.

Schneider's 10 oz. 20's.....$0.07
Schneider's 12 oz. 20's..... .08½
Schneider's 14 oz. 20's..... .09½
Paraffine, 20 1 lb. cakes...1.95
do, 5 bx. lots.....1.85
do 40 1 lb cakes.....3.90
do 5 bx lots.....3.75
do 100 1 lb cakes.....9.75
do 5 bx lots.....8.75
P. & G. Adamantine, 10 oz. 8¼
do 12 oz. 9¼
do 14 oz. 10½
Yacht Club Quartz Candles
20 sets 14 oz..... .10
40 sets 14 oz. 0-¾

Stearic.

Schneider's 14 oz 20's or 40' .12
Schneider's 16 oz 20's or 40's. .13½

Paraffine Per lb.

4s, 6s, in cartons of 36-lb bxs..10¼
12s, in cartons of 36-lb bxs.....10¼
½-lb, in cartons of 25-lb bxs...10¼
1-lb, in cartons of 25-lb bxs....10¼
Colored 1c higher.

Beeswax, pure for churches.. 40
Do No 2..... 30
Do No. 3..... 25
Christmas, all sizes.....8 8½
Do holders, ⅜ gross..... 85
Wax Tapers, ⅜ doz pkgs (⅜ gross 8.00).....65 75
Night Lights, German, on pap & wd, (doz 40)..... 65
Do French, on tin, doz.. ..... .50, .75, 1.10

Cordage.

Basis price: Manila 14½c. Sisal 9¾c (5,000 lbs ¼c, and 10,000 lbs ½c less.)

Egg Food.

Pratt's, 26-oz, 2 doz in cs....$2.25
Wellington's, 1-lb. 2 doz box.. 2.00

Fly Paper.



Fly-Net, Per case $2.60
Magnet, per case.....$2.50
Tanglefoot, per case..... 2.90
Tanglefoot Holders, per case of 50 ..... .75

Fruit Jars.

(Net cash — no discount)

Mason's, pts, per gr..... 7 35
Mason's qts, per gr..... 8.05
Mason's, ½ gals 11.40

Fruit Jar Caps.

Porcelain, 6 doz in box per bx 2.40

Fruit Jar Rubbers.

No. 1 white, per lb..... 50-60c
"Gold Seal," cartons, per gr.. .75
"Badgers," cartons, per gr.... .60

Hops.

No. 1, ¼ lb. 30-lb. box, lb..... .26
No. 1, ½ lb. 30-lb box, lb..... .26
No. 1, 1 lb. 30-lb box, lb..... .26
Less than 30-lb boxes..... .27

Horseradish.

½-pts, 2 doz in box, doz..... 1.10
Pts, 1 doz in box, per doz.... 1.50
Qts, 1 doz in box, per doz..... 2.75
Bulk, per gal ..... .75

Glue.

Le Page's, 1 oz, per doz..... .75
Le Page's, 2 oz, per doz..... 1.15
Le Page's ½-gill tins, per doz. 1 20
Le Page's, 1-gill tin, per doz.. 1.60
Standard, small, per doz..... .50

COLUMN 32.

EUREKA INSECT EXTERMINATOR.



Manufactured by
Jos. Fusch, 22 Hampton Place
San Francisco.

10c size, doz 75
25c size, doz 1 75
60c size, doz 4 50
1.00 size, doz 8.00

Harmless to persons or animals: does not irritate the skin or injure the eyes.

MATCHES.

Metropolitan, full count, per tin..$1.10
Universal, short count, pr tin .75
Boys' block pap pkg per doz .8½
Swedish Safety, per gross..... .80
Swedish wind, 1 gross..... 85
Vulcan Paraffine, 65s, ⅜ gross (50 gross 50c) .....50 .55
Japanese Safety, per gross..... .50
Squirrel Matches, 55s, per gross .43
Ship Safety Matches, la ge, gross .75
" " small, " .65

Diamond Match Co.'s.

Anchor, 200 . ..... 1.70
Do 500s..... ..... 4.00
Domino, cases..... 2.75
G. G. 60s..... 2.75
Red Top Safety..... 3 25
S. & C., Eastern Parlor, 80s.... 4.25
Press, 100s, 5-gross cs..... 4.75
Little Star, per cs..... 2 25
Search Light, 500s, large 1 gr.. 4.75
(Discount of 25c per case on 5 cs. lots)

Paper, Wrapping.

Butter, White, ⅜ ream..... 20
Do Waxed ⅜ ream..... 25
Manilla, No. 2, roll, any sz lb....3½
Manilla, No. 1, rolls or reams, ⅜ lb..... 5
Straw, ⅜ ream..... 70
Do rolls any size, ⅜ lb.... 3¼
Drab, ⅜ ream..... 60
Do rolls any size, ⅜ lb.... 2⅝
Metropolitan White Fibre Rolls, p r pound 4

Paper, Toilet.

Columbia, in rolls, 7 oz, per cs of 100 .....2.75
Royal, 100 rolls of 500 shts.....4.00
Pilot, 100 tablets of 500 shts..3.75
Golden Eagle, 100 tablets of 1,000 sheets 8.00

Polishes, Shoe.

Mason's.

Mason's Colt-Coron-ide Per gross $4.70; per doz. 40c
Mason's Paste Stove Po ish Per gross $4 70. ¼-gross $1 20
Mason's Challenge, per doz .... .40
Mason's Challenge, per gross.... 4.70
Challenge Shoe Dressing, small per doz .. $ .75
large " " 1 50
Russett Comb'n. shoe Dressing small, per doz 75
large, " " 1 50
Black Comb'n Shoe Dressing small per doz 85
Patent Leather Polish, per doz 50
Mason's, No. 4 .. 45
" " per gross 5 20
" No. 3 per doz 35
" " per gross. 3 40
" No 2 per doz 30
" per gross..... 3 00
" No. 1 per doz .. . 25
" " per gross . 2 80

Scott & Gilbert Co.

Manufacturers,
214-216 Mission St., San Francisco



In 3 dozen cases per

Alaska Seal Oil.... 20 00
Top Notch . . 15 0
Russian 12 00
Boss..... .... . 9 00

Bixby's.



Jet Oil .....per doz. 85
Jet Oil 3 doz. in box, with Marvel Brush Free 2 55

COLUMN 33.

BIXBY'S—Continued

Royal Polish ..... per doz. 85
Royal Polish 3 doz. in box, with 8 pkgs. 5c Carpet Tacks free.2 55
Shoe Satin, Small Comb, per doz. 80
Shoe Satin, Large Comb, per doz 1 25
No. 5, Shoe Satin Paste, per d z. 40
No. 10, Shoe Satin Paste, p doz 85
Satinola, small comb 80
Satinola, Large Comb 1 25
No 5, Satinola Paste, ... 40
No. 10, Satinola Paste 85
"BBB" Blacking Size M. 3 dz in box ..... } 1 25
½doz. paste free ..... }
"BBB" Blacking, Size B. 3 doz in box ..... } 2 50
1 doz. paste free ..... }

Polish, Stove.

Rising Sun large pkg ⅜ gross.6 25
Do 5-gross lots. ⅜ gross..6.00
Do Small pkg. ⅜ gross....4 25
Sun Paste, large, ¼ gross, per gross 8.00
Sun Paste, small, ¼ gross, per gross 5.00
Enameline, No. 4 tins. ⅜ gross.5 00
Do No 6 tins. ⅜ gross.... .8 25
Do Liquid, pt-tins, bx 3 doz.2.25



Small, 3 doz. to cs., per cs.$1.50
Large, 3 doz. to cs., per cs. 2.50
(½ doz. free with each case)

Polish, Metal.

Electro Silicon, 1 gr in case, per doz ..... .80
Brilliantshine, ½ pts, per doz.. .90
Brilliantshine, pts, per doz.... 1.70
Brilliantshine, qts. per doz.... 3.10

U. S. Metal Polish.



POLISH
Doz
Qts ..$3 00
Pts... 1 70
½ Pts. 90

PASTE
lb...$3 00
½ lb . 1 75
3oz... 50
Barkeepers Friend powder gr. $18.00

U. S. METALLIC POLISH PASTE is put up by a Practical Chemist; also in Liquid Form. Free from Acid or Grit. 20 years in the Markets of the World. **J. T. WILSON**, Pacific Coast Agt., 1770 15th St., S. F. For sale by all dealers. Also the Barkeepers' Friend Cleaning Powder.

Rope.

Manila, 1¼-in. cordage ..... .15
Sisal, 1¼-in. cordage ..... .10¼

Seeds.

Anis 11½
Canary 7
Caraway 8 10
Celery 15
Coriander 15
Cumin 13
Flax ground 4
Flax, whole 3¾
Hemp, sacks 4½
Millet 6½
Mustard 5½
Poppy (Or. sks 9¾)..... 10¾
Rape Cal..... 4¾
Bird gravel 40 2s 2 00
Bird Seed Mixed 48—1-lb pkg 8

Original sacks ½c less.

Sheep Dip.

Little's, 10½-gal tins, per gal$1.05
Little's, 5-gal drums, per gal 1.05
Smith's, 10½-gal tins per gal .95
Smith's, 5-gal drums, per gal .95

Twine.

Cotton 4 ply 100-lb bls per lb 20
Do 3 ply, 100-lb bls per lb.... 20
Do 2-lb cones, per lb 20
Hemp 8-oz balls, per 3 lb pkg 70
Do. 4-oz. balls, per 3-lb pkg. 75
Do 2-oz balls ⅜ 3 lb pkg
Sack, 4 ply, 12-lb pkgs, per lb. 23

Wax.

Fruit,.. 25 6-oz pkgs 1.10; 9-oz. 80
Japan, per lb 17
Beeswax 25

Wax Strings.

12 in. 10 pkg 100 strips each..... 1 65
14 in. 10 pkg. 100 strips each . .. 1 75

COLUMN 34.

Continued from Col. 18.



Dr. Price's Wheat Flake Celery Food.
Per case...$ 3 60

Pastes (Domestic).

Macaroni, Vermicelli, etc—
No 1 extra, per box..... .27
No. 1 extra, 15 lbs..... .52
No 1 Extra, 25 lbs..... .82
No 1 Extra, 50 lbs..... 1 65
No. 1 Extra, 100 lbs..... 3 30
No. 1 Extra, ½ box s .15
Macaroni, Vermicelli & paghetti, No. 2 .20
Roya (macaroni, Vermicelli & spetti, 24 1-lb bkgs, per case 1.70
Queen's Ideale Mac., Verm. & Sp. 12 2-lb art. in 1 case..... 2 15
It. Paste, assorted, 100 18 lbs. c. lb 6½
Roya Light, 20 1-lb pkgs, pkg 8½
Gold n Gate Egg Noodles, 24 1-lb pkgs in case, per cs. 1 50
Farina, 24 1-lb pkgs 1 50

Discount 2 per cent for cash only.

COLUMN 35.

Department 20.
WOOD AND WILLOW WARE

AXE HANDLES.

Ex, 36-in., doz.....$2.25
No. 1, 36-in., doz..... 1.75
No. 2, 36-in., doz..... 1 25
No. 3, 36-in , doz..... 1.05
Ex, 38-in., doz..... 4 00
Ex, 40-in., doz 4.25

BASKETS.

Per Doz.

Cal., Open, Spruce, No. 3... .60
Cal., Open, Spruce, No. 4... .60
Cal., Open, Spruce, No. 5.. .84
Cal., Satchel, Spruce, nest, 0-5 ..... 1.10
Cal., Satchel, Spruce, nest, 1-5 ..... 1.00
Cal., Satchel, Spruce, nest, 1-41 ..... .71
German market nest of 4 1.25
Clothes, Oval, Wil., No. 0.. 5.00
Clothes, Oval, Wil., No. 1.. 6.00
Clothes, Oval, Wil., No. 2.. 6.75
Clothes, Oval, Wil., No. 3.. 8.00
Clothes, Oval, Wil., nest 4... 2.40
Japanese Telescope, nest of 5, size 18x12x7..... 1.00
Same, size 20x13½x7..... 1 25
Same, size 24x15x10 ..... 1.75

BOWLS, WOODEN.

Per Doz.

Maple, No. 1, 11-inch..... .75
Do No. 2, 13-inch..... 1.50
Do No. 3, 15-inch..... 2.75
Do No. 4, 17-inch..... 4.25
Do No. 5, 19-inch..... 6.75
Do No. 6, 21-inch..... 7.50

Per nest.

Maple Nests, 3, 13, 15, 17-inch ..... .71
Same, 4, 13, 15, 17, 19-inch 1.20
Same, 5, 13 to 21-inch... 1.81

BROOMS.

Per Doz.

Patent Cap, No. 1..... 3 80
Patent Cap, No. 2..... 3.60
Patent Cap, No. 3..... 3.35
Extra Patent, No. 1..... 3.85
Extra Patent, No. 2..... 2.60
Extra Patent, No. 3..... 2.40
Ladies' Pride, No. 1..... 2.85
Ladies' Pride, No. 2..... 2.60
Ladies' Pride, No. 3..... 2 40
Little Beauties 3 00
Ladies' Delight 2.80
Toy, 2 strings..... .90 1 35
Wisp, 3 strings . ..... .90 1.25

BRUSHES.

Per Doz.

Dust 2 00 12 00
Scrubbing . ..... .55 3 00
Dandy 1.50 5.75

Shoe Brushes.

No. 1, black tampico 1.10
No. 2, bristles 1 65
No. 3, white bristles 1.75
No. 4, bristles 2.00
No. 5, white bristles 2.25
No. 6, horse hair 2 70
No. 7, bristles 3.90

Stove Brushes.

Per Doz.

No. 1, tampico, handles...90c-$1.10
No. 2 bristles, handles..... 1 85
No. 3, tampico, handles..... 1.85
No. 4, bristles, handles.... 3.25

Ox Fibre Brushes.

Per Doz.

Scrub, T & B, 9x2½ in face .80
Do Hub, 10x2¾ in face. 2.00
Do Mavic, 7½x2 in face 1.10
Do Owl, 8¼x1¼ in face .85
Do Cat, 10¼x2¼ in face 1.50
Do Rat, 8¼x2¼ in face 1.25
Do Mouse 6¼x2¼ in fa 1.00
Do Alligator, 10½x2¾ in face 2.25
Do Goose 8¼x2¾ in fce 2 00
Do Duck, 6½x2¾ in face 1.50
Stove, Hustler, 8½x2½ in face 2.25
Sink, Ball, 3½x2½ in face 1 40
Sink Gong 4¾x3¾ in face 2.25
Horse, Pointer, 10x3½ in face 3.00
Creamery, Jersey, 9x5 in face 3.25
Creamery, Holstein, 9½x5½ in face 3.50
Dust, Peacock, 10½x4 in face 2.25
Hand, Windsor, 4½x1¼ in face per gross . . 6.00
Whitewash Snowstorm, 9-in., per doz 2 00
Same, 8-in., per doz..... 1 75
Same, 7-in., per doz 1.50

CAN OPENERS.

Diamond per doz $0 75
Crown per doz 1 75
Red rose per doz 2 25

CARPET SWEEPERS.

Pixwells per doz 25 00 to 27 00
King, per doz . . . 24.00

CHEESE SAFES.

Round No. 1 10 in $2 20
Round No. 2 22-in..... 2 25
Round No. 3 24-in..... 3 50
Square each . . . 4.00

Clothes Line.

Hemp 40 foot per doz $0 80
Hemp 60-foot per doz 1 25
Cotton 40 foot per doz..... 80
Cotton 60 foot per doz..... 1 20
Cotton 72 foot per doz 1 75
Manila 40 foot per doz. .. 1 75
Manila 60 foot per doz . . 2 50
Sash Cord 50 foot per doz ... 1 75
Sash Cord 80 foot per doz . . 2 00
Wire Cord 50 foot per doz . 1 05
Wire Cord 75 foot per doz.. 1 60
Wire Cord, 100-foot, per doz.. 2.75

COLUMN 36.

Clothes Line Pulleys.

Galv. Iron, per doz.....$0.50

CLOTHESPINS.

Common, per box of 5 gross .60
U. S. Patent Spring per gr .60

COFFEE MILLS.

Enterprise, Family, No. 1, doz.$2 50
Enterprise, Family, No. 2, doz 3 50
Enterprise, counter, ea....5.50-35.00

CORKS.

Wine, pt size, per M.....$4 20
Wine, qt size per M..... 5.25

Demijohns.

Discount: on 1 to 4 gals. 2, 3 and 5 gals. 50-10; on 1/2 and 1 gal., 5 to 5.

¼-gal., doz..$3.25 2-gal., doz..$10.50
½-gal., doz.. 4.50 3-gal., doz.. 13.50
1-gal., doz.. 6.50 5-gal., doz.. 19.00

Dust Pans.

No. 1 Japan, doz..... .63
Covered, doz 1 25
Janitor, doz 2.25

Dusters.

China fancy colored, doz.... .80
Standard Turkey, No 10, doz.. 1 60
Standard Turkey, No 12, doz.. 2 10
Standard Turkey, No 14, doz.. 2 75
Standard Turkey, No 16, doz.. 3 25
Standard Turkey No 18, doz.. 3 75

DOOR MATS, COCOA.

	Per Doz.
Light, No. 1, 14x24.....	4.00
Do No. 2, 16x27.....	5.50
Do No. 3, 18x30.....	7.25
Do No. 4, 20x33.....	9 00
Medium, No. 1, 14x25.....	5.25
Medium, No. 2, 16x27.....	6.75
Medium, No. 3 18x30.....	8 50
Medium, No. 4 20x33.....10 25	
Extra, No. 2, 16x27	9 50
Extra, No. 3, 18x30.....12 50	
Extra, No. 4, 20x33.....15 00	
Extra, No. 5, 22x36.....18.00	
Keystone Steel Mats.....	

Faucets.

Cork lined, No. 1, doz.....$0 60
Cork lined, No. 2, doz..... 75
Cork lined, No. 3, doz..... 90
Cork lined No. 4, doz..... 1 25
Cork lined No. 5, doz..... 1 50
Molasses Gates $0.25
Self-Measuring Faucets, each 3 00
Syrup Pumps (Ent'rprise), ea. 5 75
Syrup Pumps with auger, ea.. 6.00

Ironing Boards.

4-ft., per doz..... 4 20
4½-ft., per doz 4 75
5-ft per doz 5 25
5½-ft., per doz 5.75

LAMP CHIMNEYS.

XX Eureka Grade.
Eureka Crimp Top in Cartons.

	Per Doz.
No O or E, 6 doz. in case	.75
No. 1 or A, 6 doz. in case	.75
No. 2 or B, 6 doz. in case.	.95

Eureka Electric.
In Cartons.

No. 2, 6 doz. in case, per doz..1.00

Lantern Globes. per doz.
Packed 6 doz in case.... .70

Eureka Rochester.

	Per Doz.
No. 1, 6 doz. in case....	.85
No. 2, 6 doz in case.....	1 05
No. 3, 6 doz in case.....	2.10

Macbeath Pearl Top.

No. 1 or A, 6 doz. in case,	.85
No. 2 or B, 6 doz. in case.	1.05

La Bastie.
Heaviest and best in market.

	Per Doz.
No. A, plain bulk, 6 doz. in case	1 22
No. B, plain bulk, 6 doz in case	1 53
No. A, crimp bulk, 6 doz. in case	1 32
No. B, crimp bulk, 6 doz. in case	1 61

Common Chimney.

	Per Doz.
No. 0 or E, 6 doz. in case.	.40
No. 1 or A, 6 doz. in case..	.45
No. 2 or B, 6 doz. in case.	.65

Common Rochester.

No. 1, 6 doz in case.....	.75
No. 2, 6 doz. in case.....	.90
No. 3, 3 doz in case.....	2.00

Lamp Burners.

0 or E, per doz $0.50	
1 or A, per doz.....	60
2 or B, per doz 4.....	75

(Blaze fits 13 collar, takes E wick)
Solar Burners, doz 1.50

LEMON SQUEEZERS.

Ball, per doz $0.50
Glass, No. 1, per doz..... 50
Glass, No. 2 (for oranges) doz 85

MOPS AND HANDLES.

	Per Doz.
9-lb. Mops	1.20 and 1 65
12-lb Mops	1 60 and 2 00
Patent Mop Handles	1.00
Plain Mop Handles	.90

PAILS.

	Per Doz.
Wood, painted, 3 hoops...	2.25
Wood, varnished, 3 hoops	2.25
White Cedar, 3 galv hoops	2 75
Flyer	3.50
Galvanized, 10 quarts	1.75
Galvanized, 12 quarts	2 05
Galvanized, 14 quarts	2.80

SHELF PAPER.

	Per gross.
Narrow, assorted colors.	.12
Wide, assorted colors....	.35

COLUMN 37.

TUBS.

White Cedar—No. 0, 13.00; No. 1, 10.50; No. 2, 9.00; No. 3, 8.00.

Painted or varnished—No. 0, 11.40; No. 1, 9.60; No. 2, 8.40; No. 3, 7.20.

Fiber—No. 0, 18.00; No. 1, 14.50; No. 2, 12.50; No. 3, 11.00.

Galvanized—No. 1, 5.50; No. 2, 6.20; No. 3, 7.20.

WASHBOARDS.

	Per Doz
California, regular size.....	2.10
California, small	.90
Stag	2.75
Bronze	3.50
Good Enough	2.25
Anchor, single	1.90
Nameless	2.25
Peerless, double	3.50
North Star	3.50
North Star, protector....	4.00
Crystal Glass	4.00
Misses	1.50
Toy	.90

WICKING.

	Grs.
Lamp, 0 or E, ⅜-in.....$0 40	
Lamp 1 or A ½-in.....	.45
Lamp, 2 or B, 1-in.....	.70
Lamp 3 or D, 1¼-in.....	1.10
No. 1 Rochester	2 25
No. 2 Rochester	3.25
No. 3, Mammoth	10.50
Junior Rochester	2 00
Stoves, 3-in	2 00
Stoves, 3¼-in.	2 0
Stoves, 4-in	2.00
Stoves, 4¼-in	3 50
Stoves, 5-in	3.50

WRINGERS.

Wood Frame Novelty.
Two top screws; iron tub clamps.

	Per Doz.
No. 350, 10x1¾ in	30.00
No. 351, 11x1¾ in 36.00	
No. 352, 12x1¾ in 42.00	

One top screw; wooden top clamps.

No. 360, 10x1¾ in.....31.00	
No. 361, 11x1¾ in.....36.00	
No. 362, 12x1¾ in.....42.00	

Ball Bearing.

No. 380, 10x1¾ in.....40.00	

MISCELLANEOUS.

Barrels, paper, 100-lbs, ea.	.80
Barrels, pa., 50 lbs ea.....	.65
Barrel Covers, 11-in. (flour barrel size), per doz.....	1.80
Barrel Covers, 21-in (sugar barrel size), per doz.	2.70
Basins, fiber, 12-in., pr dz.	2.25
Basins, fiber, 1½-in., per doz.	2.50
Brownies, per doz... .75 1.00	1.25
Butter Ladles, plain, doz....	45
Butter Ladles, clays, doz	85
Butter Spades, doz	40
Dishes, oval 1, 2 and 3-lb, per 1,000 .....2 20, 2 50,	2 90
Dishes, wire end 1.35, 1.80, 2.35, 2.85,	3.25
Egg Beaters, Dover.....	1.00
Lemon Squeezers, fiber, dz	1.25
Measures, fiber 4 pcs ..... (Set pt., qt., ½ gal and funnel)	1.25
Lanterns, O Tubular, doz.	5.00
Lanterns, candle, frame, only doz.	1.00
Lantern Candle, with chimney, doz.	1.75
Lantern globes, in bbls.	70@95
Mouse Traps, 1 to 6 holes, doz., 6 holes.....	.60
Traps, mouse, "Does-it-easy," doz.	25
Traps, rat, "Blizzard" doz....	90
Nest Eggs per doz	20
Oil Cans, 1 gal., cush., per doz	1 50-4.50
Oil Cans, 1 gal., galvanized iron	2.00
Oil Cans, 5 gal., galvanized iron	6 00
Potato Mashers, per doz.	45@75
Rolling Pins, per doz 1 20 and	1.45
Spoons, wooden....30c, 37c	.65
Step Ladders, each per ft. 17	.40
Tacks, steel, assrd 2-oz, doz...	25
Tacks, Common, 2 oz., doz..	10
Tapers, gas 30/47 in sets doz	65
Tobacco Cutters, standard ea	80
Toothpicks, per case, 110 box	2.25
Twine Holders, hanging, doz.	2 00
Twine Holder counter, doz..	3 10
Spittoons, fiber, 13-inch..	6 00
Spittoons, fiber, 12-inch..	4.75
Spittoons, fiber, 9-inch...	4.00
Whips	90
Window Screens 10-in., doz..	1 80
Window Screens, 18-in., doz..	2 20
Window Screens, 24-in., doz..	2.64

STATIONERY.

Blank Books.

Counter, 48-leaf	$ 50
Counter, 92-leaf	75
Cap, Day & Ledger, per 100 pp	10@ 40
Full bound	50@ 75

Writing Paper.

	Ream
Commercial Note, 5lb....	45@ 75
Commercial Note, 6lb...	50@ 90
Letter, 10 lb, ex.....	90@1 50
Cap, 12 lb, ex	1.00@1 80

COLUMN 38.

Envelopes.

	Per M
XX, 5-in.	1.00@1 50
XX, 6-in.	1.10@1 60
XXX, 10-in.	2.80
XX, 4-in., Baronial, cream or white	1.40@1.80
XX, 5-in., Baronial cream or white.....	1.60@2.00

Inks.

Scott & Gilbert Co.,
Manufacturers,
214-216 Mission Street, San Francisco

SUNSET BLUE BLACK



	gross
Cones, 4 dozen case	$4 50
2 oz. round studs 3 dz.	4 50
	doz.
4 oz. round studs, 3 dz	75
½ pints, 2 doz. case..	1 25
Pints, 2 doz. in case	2 00
Quarts, 1 doz. in case	3 50
	gal.
5 gallon kegs	70
10 gallon kegs .	60
Barrels ..	50
	doz
Assorted colors, 1 oz., stands, any color	50
2 oz. stands, any color	75

BLACKSTONE MFG. CO.
1960 Howard St., S. F., Cal.



	Gross
Cones, 3 doz to cs.....	$3.75
2-oz., Rnd Cylndr, 3 doz to cs..	3.90
3-oz., Rnd Cylndr, 3 doz to cs..	5.75
4-oz., Rnd Cylndr, 3 doz to cs..	6.50
	Doz.
8-oz., Rnd Cylndr, 2 doz to cs..	1.15
16-oz., Rnd Cylndr, 1 doz to cs.	2.00
Full qts., Rnd Cylndr, 1 doz to cs	3.75

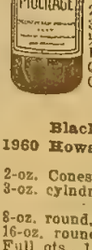
Above prices are for Jet Black, Blue Black, Green, Blue, Violet and Carmine Inks.
(Copying Inks 10 per cent additional.)

Miscellaneous.

Carter's or Sanford blk cylinder, gross	4.50
Sanford's, 4 oz., black cylinders, doz.	60
Sanford's ½ pt, doz.....	1.75@2 00
Sanford's pts, doz	3.00@4.50
Sanford's qts., doz.	5.00@7.50

Lead Pencils.

	Gross.
Plain cedar	60
Black polished	1.10
Cedar, rubber tip	1.00
Red polished, metal rubber tip	1.50@3 50
Carpenters'	1.75@2.25
Eagle Automatic, doz..	85@2.00
doz.	40@1.80



Mucilage

Scott & Gilbert Company
Mafrs., 214-216 Mission St
San Francisco, Cal

SUMBET EXTRA HEAVY

	doz.
2 oz. cones, 3 doz. cs.	37½
3 oz. cones, 3 doz. cs.	75
½ pints, 1 doz. case	2 00
Pints, 1 doz. in case	3 50
Quarts, 1 doz. in case	7 00
Gallons, ½ doz. ea	20 00

Blackstone Mfg. Co.
1960 Howard St. S. F., Cal.

	Gross.
2-oz. Cones, 3 doz. to cs.....$4.00	
3-oz. cylndrs, 3 doz to cs.....	5.75
	Doz.
8-oz. round, 2 doz to cs.....	1.75
16-oz. round, 1 doz. to cs.....	3.00
Full qts., 1 doz. to cs.....	5.00

Bulk quotations (5, 10 and 30-gal.) on application.

Steel Pens.

	per gr. Gross.
Railroad, 1 gross in box.....$0.40	
Stub No. 413	40
Falcon	40
Bank	40
Easy Writer	50
Extra Fine	45
Elastic	45
Railroad Stub	40
Ladies' Falcon	40
School	40
Spencerian No. 1	85
Gillotts No. 404	50
Gillotts No. 303	1.00

COLUMN 39.

Department 22.

TOBACCO, CIGARS, SMOKERS' SUPPLIES, ETC.

AMERICAN TOBACCO CO.

Plug Tobacco.

Battle Ax, 16 oz, 3x12, b cuts, 12, 24 lb	39
Big Gun, 8 lb. butts, also 16 lb. butts, 16 oz., 3x12, 6 cuts.....	44
Brandywine 4 to lb., 2¼x9, 3 cuts, 4 and 8 lb	46
Bullion, 16 oz 8x14, 12 lb.....	47
" 6 to lb., 1x6, 24 lb .	50
Burr Oak, 16 oz., 3 x 12 emb., 6 and 12 lb.	42
Climax 16 oz, 2x12, 6 cuts, 6, 12 and 30 lb	45
Climax, 7 oz, 2x12, R & R 6 cuts. 7, 10½ and 21 lb.	48
Climax, 7 oz, 3x12, thin, 7 and 14 lb	48
Climax, 6 to lb, 2x3, Twin 4s. 4 lb boxes	50
Climax, 14 to lb, 1x3, Figs 4 lb boxes	54
Cross Bow, 14 oz, 3x12, 4 cuts 14 lb	38
Drummond Nat., 5½ oz 3x12, 8 cuts, 5, 8, and 12 lb	63
Five Brothers, 4 oz, 3x6, 2 cuts, 4 and 8 lb	65
Gold Rope 7 to lb. 3, 6, 12 lb.	56
Gold Rope 14 to lb. 4, 8 lb	58
Good Luck, 3-6, 10 lb.	45
Granger Twist, 12 and 15 lb pails	45
Horse Shoe, 16 oz, 3x12, 6 cuts, 8, 12 and 4 lb	44
J. T., 7 oz, R & R, 2x6, 2 cuts, 10½ and 21 lb	39
J T, 7 oz Smo. 2x6, 2 cuts, 10½ and 21 lb.	39
J. T., 14 oz, Smo. 3x12, 4 cuts, 10½ and 21 lb. R & R ..	39
Newsboy, 48 plugs to 10 lbs. 2¼x4¼, 10, 15 and 25 lb.....	40
Nobby Spun Roll, 7 to lb, 1½x3½ 3, 6 and 12 lb.....	57
Old Honesty, 15 oz, 3x12, 6 cuts, 7½, 15 and 30 lb	44
Old Kentucky, 6 to lb, R. & R., 8, 16½ and 25 lb..	46
Old Peach and Honey, 6 to lb 8 lb butts	48
Out of Sight, 12 butts, 12 oz., 3x12, 3 cuts.....	35
Piper Heidsieck ½ oz, 2½x3, 3 cuts, 4, 7, 14 lb	69
Red Cross 16 oz 3x12, 4 cuts 12 and 24 butts	33
Red Ribbon Twist, 10 to lb, 6 inch, 8 lb pecks, 16 lb ½ bus	40
Saw Log, 16 oz, 2x12, 6 cuts 24 lb.....	46
Saw Log, 32 oz, 3x12, 12 cuts, 32 and 48 lb	46
Something Good, 5½ to lb, 2x4 9, 13 lb.....	45
Spar Head 16 oz, 2x12, 6 cuts, 6, 18 and 30 lb.	45
Spar Head 7 oz 2x12, 6 cuts, 7, 10½ and 21 lb	48
Standard Navy, 14 oz, 3x12, 4 cuts, 14 and 28 lb.	38
Star, 16 oz, 3x12, 6 cuts, 12, 24 and 52 lb	45
Weissinger's Special, 5 1-3 oz., 3 x 12 emb, 2, 6, 12 lb.	63
W. N. T. Nat Leaf, 6 and 12 lbs., bxs., 5½ ozs., 3x12....	57

Smoking Tobacco.

(5-lb Cartons, 25 and 30-lb cases.)

Seal of N. C., 1⅜ oz, foil.....$0.68	
Seal of N. C., 3½ oz, foil.....	.62
Seal of N. C., 8 oz, foil.....	.59
Seal of N. C., 16 oz, foil.....	.59
Old Gold, 1⅜ oz, foil or pouch	.70
Old English curve cut, 1⅜ oz	.74
Old English curve cut, 3½ oz (In curved tins.)	.74
Pedro, 2½ oz, foil.....	.49
Pedro, 2½ oz, pouch.....	.51
Pedro, 2½ oz, assorted.....	.50
Pedro, 16 oz, tin canisters....	.52
Dixie Queen, 1⅜ oz, foil.....	.40
Dixie Queen, 16 oz, tin canisters, 6-lb cartons, 24-lb cas	.43
Duke's Mixture, 1⅜-oz sack..	39
Arlington, 1⅜ oz, foil.....	.65
Cross Cut, 1⅜ oz, foil.....	.60
Duke's Cameo, 1⅜ oz.....	.42
Duke's Cameo, 2½ oz, foil....	.45
Melrose, 1⅜ oz, foil.....	.65
Fragrant Vanity Fair, 1⅜ oz, foil	.95
Red Indian Plug Cut, 1⅜ oz and 3½ oz, foil.....	.42
Red Indian Plug Cut, 16-oz pails	.44
Fashion, 1⅜ oz	.41
Fashion, 16-oz pails.....	.44
Bull Durham, 1 oz.....	.65
Bull Durham, 1¾ oz.....	.65
Bull Durham, 3½ oz.....	.60
Bull Durham, 8 oz.....	.58
Bull Durham, 16 oz.....	.58
Pick Leaf, gran, 1 oz, 25-lb cs	.60
Corn Cake, gran, 1-lb bags, 25-lb cases, per lb.....	.28
Echo Plug Cut, 1⅜ oz.....	.48
Red Bell, 1⅜ oz.....	.42

COLUMN 40.

Red Bell, 16-oz pails.....	.43
Oriental Mixture, 3⅛-oz tin..	1.00
Imperial Mixture, 2⅛-oz tin.	1.20
Plum, 1¾ oz, foil.....	.62
Three Kings Mixture, 3⅛-oz tins	1.35
Monte Cristo Mixture, 3⅛-oz tins	1 50
Yale Mixture, 1-oz tin.....	1 35
Yale Mixture, 1⅝-oz tin.....	1.50
Yale Mixture, 3⅛-oz tin.....	1.85
Honey Dip Twist, 10 to lb....	.46
Master Workman, 10-oz plug, smoking	.46
Old Virginia Plug, smoking, 5 oz, 10½ lb., 6x5.....	.42

Fine Cut Chewing.

Hiawatha, 1 oz.....	.59
Hiawatha, 10-lb bulk, bright or dark	.59
Hiawatha bright or dk, 1-lb tins, 5-lb. pails	.58
Sweet Cuba bright or dk, 1-lb tins, 5-lb. pails	.46

Cigarettes.

Fragrant Vanity Fair $4 08	
Duke's Cameo	4.08
Sweet Caporal	4.08
Virginia Brights	4 08
Old Dominion	3 98
Pets (foil packages).....	6.52
Richmond Straight Cuts.....	6.62
Turkish Trophies	7.75
Egyptian Deities, No. 1, 10s..	21.50
Egyptian Deities, No. 3 10s	$18.36, 19.38
Mogul	11.22

Cheroots, Etc.

Vaporettes in tin foil, 5 for 10	14.00
Old Virginia Cheroots, 5's..	14.00
Jumbo Stogies, 100 in carton	12 50
Between the Acts Little Cigars, 10's, tin and paper..	8 50
Bengal Little Cigars, 10's....	7 50
Royal Bengal 10 in pkg	12.00
Van Bibber Little Cigars....	17.50
Sub Rosa Cigarros, 10s, per 1,000	4 10
Florodora	12.50

Cigarette Papers.

Vanity Fair 50 pkgs in box..	1 05
Wheat Straw, 50 pkgs in box	1 25
Wheat Straw 100 pkgs in box	2 50
Wild Oats 40 pkgs in box....	.90
Red Seal 50 pkgs in box.....	.25
Corn Husk 50 pkgs in box...	1 15
Corn Husk 100 pkgs in box..	2.30
Interlock, 50	1.15
" 100.	2.25

THE HILSON CO.

Hoffmann House Little Cigars 10 in package, 250 in carton $7.50	
Hoffmann House Magnums, 10 package, 100 in carton 12.00	
Hoffmann House Petit Duc, 10 in package 100 in cart'n 15 00	
Hoffmann House Cavaliers 10 in package, 100 in cart'n.18 50	

J. E. PACE TOBACCO CO.

Scroll Tag, twist, 6 to lb....	.66
Scroll Tag, 10 oz.....	.66
Mastiff Plug Cut, 1¾ oz.....	.67½
Mastiff Plug Cut, 3½ oz.....	.65½
Mastiff Plug Cut, 10 oz.....	.52

AMERICAN SNUFF CO.

French Rappee, 1¾ oz, pr dz.	.96
French Rappee, 3½ oz, pr dz.	1.80
French Rappee, 16-oz jars, per lb	.65
Maccaboy, 1¾ oz, per doz....	.96
Maccaboy, 3½ oz, per doz....	1.80
Maccaboy 16-oz jars per lb.	.60
Irish High Toast, 16-oz. jars, per lb	.57
Scotch Lillenthal's, in bladders	.60

CIGARS.

Porto Rico Cigar Co.

El Primero, Forziano Porto Rico 30.00	
El Manifesto, Invincible Roosevelt Porto Rico 87.50	

PIPES.

	Per Doz.
Cobs, Hot Shot, 3 doz.....$0.25	
Cobs, Gem, 3 doz.....	.25
Cobs, No. 3, 3 doz.....	.50
Brier, W. P. & Co., Assorted, 3 doz	2.00
Brier, Display Stands, 1 doz...	2.00
Brier, Showcase Assortment, 3 doz	6 00
Pipe Mounts, 1 doz.....	.75
Cherry Stems, 24x6 in.....	2.00
Cherry Stems 2d 24x6 in.....	.85
Clay Pipes, T. D., 1½ gross per box	1.25

	Per Box.
Clay Pipes, Woodstock, 1½ gr., per box	1 25
Uncle Sam Cob Pipe, 3 doz box	1.00
Eclipse Patent Cob Pipe, 3 doz. box	2 25
Climax Cob Pipe, 3 doz. box ..	2 25
Jewel Cob Pipe, 3 doz. box ...	.90
Dewey Cob Pipe, 3 doz. box...	2.50
No. 19 Cob Pipes, 1 doz box....	2.00

Attracting Trade

Value of Show Window.

There is no one feature of the retail merchant's business of more importance than the show window.

As an evidence of this, witness the part the show window plays in the life of the big department stores of the great cities.

Department heads fight jealously for space in the show window, realizing the immense influence it wields in making sales.

Take any big retail establishment. A corps of expert window trimmers is constantly at work under the direction of an artist whose sole duty it is to see that his plans are carried out to the letter.

When a show window display is contemplated the dominant idea is carried out with a scientific attention to details really marvelous. Pencil, pen and water color sketches are made of the entire display as it will appear when completed. Period displays—that is, decorations intended to represent some period in art—are a strong feature with such houses, and are carried out with the very smallest details as to color and design.

The resultant effect is one of complete harmony; one that fills the eye, giving the observer the pleasing effect of a perfect picture.

Thousands of dollars are expended annully by the big stores for expert service in the window trimming departments. And it is a paying investment.

What is profitable for a large establishment in a city is proportionately profitable to the retailer in a small town.

It is, of course, out of the question for the small town dealer to follow out literally the ideas used by the big stores. But it is possible to emulate them in a small way.

The big lesson to be learned in this connection is that show window space is one of the most valuable assets the small retailer has. If he fails to appreciate this and neglects to use this space to the best possible advantage he is overlooking one of the most important adjuncts to successful merchandising.

A Seasonable Display.

"Can opening" displays are popular at this season, and the window display may be made to aid in their development. The most important work of this sort of a sale is of course done inside the store. A few cans of the best goods are opened and the contents used for sampling by visitors to the store. Dainty little dishes, spoons and forks are utilized in giving customers a taste of such special articles as seem to attract their attention, and this must of course be attended to by demonstrators inside the store. Where this plan is followed the interior display must be arranged as attractively as space and stock permit, while the window can be used only to suggest the operations within, says the Inland Grocer.

Window displays made up exclusively of canned goods are rather passe, and it is best to use the cans only for background. Boxes of stuffed figs, candied cherries and like delicacies can be displayed, open, in the foreground.

To attract visitors to the demonstration a window card will be serviceable. Attach to a column of the cans a card like this:

"DO NOT BUY THESE CANS UNTIL YOU HAVE TESTED A SAMPLE OF CONTENTS, WHICH AWAIT YOUR PLEASURE AT OUR CANNED GOODS COUNTER—THEN TELL US."

In a large window two or more cards may be used to advantage. One may read:

"CANNED GOODS UNDER TEST. TRY A FREE SAMPLE."

Another:

"EVERYTHING THAT IS GOOD IN CANS OPENED FOR YOUR INSPECTION TO-DAY."

Attempts have been made to push forward sales of this kind by displaying open cans in the window, but the effect is rarely satisfactory. Even when a part of the goods are placed in dishes the surroundings are rarely such as to be inviting. The window space can in some cases be utilized as a display counter for the demonstrator, and when its shape and location admits of this the results will be forthcoming.

NEWS OF THE COAST.

IDAHO.

Rathdrum—Remer & Schaefer are opening a grocery store.

OREGON.

Albina—Mr. Richardson, formerly of La Grande, has purchased the White grocery.

La Grande—Zundel & Lawson, grocers and feed dealers, have dissolved, F. & V. Lawson continuing.

Portland—Schmidt & Knowles have succeeded Schmidt & Larkin, groceries and meats. Carter & Co. are opening a grocery store. Hostetter & Mays have started a grocery store. Burroughs & Gault have succeeded Rechsteiner & Martz, grocery. Ogden & Rodgers have bought A. Horn's grocery. J. E. Dugan, who has in the past conducted a grocery at 175 North Twenty-first street, has sold the store to J. A. Frakes. Mr. Frakes will still operate his old store, at 415 Everett street, as well as his new acquisition.

WASHINGTON.

Bellingham—E. G. Stearns has succeeded J. W. Cross, grocery. T. R. Kinsey has succeeded Kinsey & Hall, grocers.

Bremerton—A. Houston has succeeded Norvell Bros., grocery.

Colfax—H. M. Lawker has succeeded C. E. Williams, teas and coffees.

Colville—The Hunt Hardware Co., composed of Chas. A. Hunt and F. H. McDermott, has purchased the grocery and hardware business of E. M. Helfner, and will largely increase the stock of hardware, continuing business at the old stand, under the management of Mr. Hunt.

Fletcher—E. M Seely, grocer, is dead.

Palouse—The Wells-Byron Co. has succeeded the Palouse Rochdale Co., grocery.

Puyallup—R. J. Hanlon will start a grocery at Puyallup.

Seattle—J. E. Zickrick, grocer on Yesler way, won second prize in the window display contest on Post's cereals. As all the States contested this is a fine compliment to Mr. Zickrick.

J. D. Mathews, proprietor of the Georgetown Grocery Co., has sold a half interest in his grocery to M. C. Conner.

Spokane—Webster & Perry have purchased Wiley & Phillip's grocery store.

Sunnyside—Merrill & Maines are starting a grocery.

Tacoma—C. K. Powell, grocer, is dead. J. Nelson has opened a new grocery store. Mr. Nelson is from the Black Hills, S. D., and an old acquaintance of E. A. Younglove, of the Lindberg-Younglove Grocery Company, who formerly resided there.

Fancy soaps come to the front with the approach of the holiday season. There are some sterling brands in the market and there are some that are apparently made only to sell to people to whom price is the sole object. It is not good policy to offer at holiday time an article that will not reflect credit upon the store. A good article at a fair price pays a better profit in the end than a poor article at a low price, and this is true of soap as well as of other goods.

Powdered tea is preferred by the Japanese to tea in other forms. They usually strain the liquor before drinking, but sometimes drink the pulverized leaves and the liquor together. The ordinary coffee mill will serve as a tea mill in case any of the grocer's customers at any time are desirous of trying the powdered tea. The Japanese mix the powdered tea and water to the consistency of a thin pulp, and it is then sipped by the family and their guests. Boiling water is poured into cups, and into each cup a small quantity of the powdered tea is stirred.

LASH'S
KIDNEY & LIVER
BITTERS
CURES DYSPEPSIA.

HAVE YOU NOTICED
all these Signs around Town?



It shows that most of the Grocers keep what people ask for—WUNDER BEER If YOU don't, wake up phone to our bottling works and they will send their man to see you.
Phone South 1098

MONEY-WEIGHT SCALES
Pay for themselves in
Less than a Year.
Sold on Easy Monthly Payments
PIERCE & CO.
Flood Bldg. (8th Floor) Market & Powell



J. F. Cutter Whiskey
IS THE BEST SELLER FOR THE RETAILER ON THE MARKET
F. Martin & Co.
Sole Agents
4 FIRST STREET
San Francisco

Highest Award and Gold Medal at St. Louis Fair, 1904
Was Awarded the TOLEDO COMPUTING SCALE COMPANY
FOR EXCELLENCE OF SPRINGLESS AUTOMATIC COMPUTING SCALES.


No. 53. General Groceries.


No. 54. Meats and Butter.


No. 25. Teas and Coffees.

In this type of scale a pendulum is employed to counterbalance the commodity, dispensing entirely with beams, weights, poises and springs.

THE ADVANTAGES ARE:
1st. It is always overweight.
2d. It is an outside.
3d. It has no springs.
4th. It is also nicely accurate in both weighing and computing.
5th. It eliminates all hand operations, thereby preventing errors.
6th. It saves time and labor.
7th. It shows the correct weight to the customer.
8th. It has a fare beam.
9th. It is extremely sensitive.
10th. It is simple in construction.
11th. It is the only scale over which small deals can be sold at a profit.
12th. Sold on easy payments.
13th. Backed by factory guarantee.
14th. They are absolutely honest.

Write to the originator of Retail Weighing Systems for further information.

SOME PROMINENT CALIFORNIA USERS OF TOLEDO SYSTEMS.

Goldberg, Bowen Co.
West, Elliott & Gordon
Irvine Bros.
Wolfe Bros.
J. D. Hess & Co.
H. Liebes & Co., Inc.
Veale Bros.
Hermann Hon
Seitz Bros.
John W. King
Peters Bros.
H. Wrieden & Co.
Twentieth Century Market
R. Schroeder
F. H. Corrigan & Co.
Doyle & McGown
G. B. Clifford & Co.
W. & H. Hahn
D. Hadler
J. Cowan
Kohn Bros.
Danziger & Bro.
Henry Mueller
Faber & Co.
O. J. Feldmark
Chas. Fischer
Food Emporium & Co.
Williamson & Garrett
A. J. Scriver
H. Graff & Co.
Burchard & Co.
Crossley & Co.
Martin's Cash Store
Wilkes & Pearson
A. R. Boge
Wood and Rochdale Co.
Chapman, Johnson Co.
Griffing & Greaney
W. H. Gerrison
G. P. Schaefer & Co.
Fuller & C.
Hochheimer & Co.
Morse-Robinson Co.
Tomlinson & Gardner
Geo. A. Russell
Henry Grunal
Thompson, Beard & Son
E. R. Gifford Co.
Max Spiegel
G. F. Dorman
The Mercantile Sheltzer Co.
Chas. T. Old
A. Sutherland

FRANK F. WEAR, Agent and Gen. Mgr. Pac. Coast. Office at 1634 Market St., S. F. Cal.

Grocery Markets.

Commercial Outlook of the Western World as shown by Present Conditions.

Office of the ADVOCATE.
Thursday Afternoon.

ADVANCES.

Oregon Cream Cheese to 18 cents.
Palo Alto Prunes, 30-40s, 25s to 7½ cents; other sizes adv. ¼ cent per lb.
Crawford Peaches, sacks, per lb to 9¼ cents.
China Rolled Oats, bbls to $5.50; sacks to $5.15.
Export Pink Salmon, 1s, to 85 cents.
California Mild Cheese to 17 cents; Young America to 17¼ cents.
Golden Star Salmon, ½ lb flat to $1.25.
Golden Star Pie Blackberries, gal to $3.75.
Hempseed, per lb to 5¼ cents.
Yellow Split Peas, sack, to 4¾ cents; Royal Apricots, sack to 10½ cents.
Jersey Lily Lard, ½ cent per lb.
Eastern Standard Hams, ¼ cent; boiled with skin on to 18 cents.
Dry salt fat backs to 10¼ cents.
Clear pork, ½ bbls to $10.00; big pork ½ bbls to $11.75.
Barreled Beef, ½ barrels 25 cents higher.
Pure Leaf Lard ¼ cent.

DECLINES.

Vulcan Matches, case lot, per gross to 43 cents.
Rape Seed, per lb to 3¾ cents.
Marshall Kip. Herrings to $1.85.
Extra Large Pecans to 12½ cents.
I. X. L. Almonds per lb to 14 cents.
Palo Alto Seeded Raisins to 8¼ cents: Ionia to 7 cents; Quaker to 8 cents; 2-Crown Loose 50s to 5¾ cents; 20s to $1.35; 3-crown 50s to 6 cents; 20s to $1.40; 4-crown 50s to 6¼ cents; 20s to $1.45; Woodland Unbleached Sultanas 50s to 5 cents; 20s to $1.20; Muscatel 50s to 4¾ cents.
Local Cure Breakfast Bacon to 15½ cents; Eastern English cured ½ cent.
Dry Salt Bellies to 11½ cents.
Family Pork, barrels to $14.00.

AGAIN IN MARKET.

Mapeline, 6 doz 2-oz bottles, per doz at $3.00.
Bengal Olives, 28-oz, per case at $4.50.
Floral Milk, per case, at $4.65.
Mayflower Baker Beans, 3s at 97½ cents.
Marechal Extra Mushrooms, per doz at $3.00; first choice at $2.50; hotel at $1.90; Petit Pois, Extra Fine, per doz, at $2.25; Fine at $1.65; Mayen at $1.50.
Dunbar's Okra, per doz at $1.80.
C. & B. Malt Vinegar, per doz at $2.40.
B. & M. Blueberries, per doz at $1.50.

SCARCE IN MARKET.

Dunham Cocoanut, 1-lb pkgs.
Caramel Cereal, 2-lb.
Anderson Apple Butter.
Quaker Oats.
Teyssonneau Petit Pois, Extra Fine and Fine.
Smith's Curry Powder, 4-oz.

CALIFORNIA CROP CONDITIONS.

The United States Department of Agriculture reports for last week:

"In Southern California the season has been unquestionably good until near the close of the present week. It is probable that the dry winds and sand storm have had an injurious effect on the crops. Much damage has been done to orange and olive crops by the high winds of the 9th and 10th."

SUGAR.

No change in price locally.

New York, December 13th—The week has been one of considerable activity with raw sugar selling at 3⅝ cents for centrifugals, 96 deg. test. This is an advance of ⅛ cent over last week's market. Sellers are now holding for an advance of 1-16-cent over this price.

Refined is quiet and unchanged but firm.

COFFEE.

The Lewin-Meyer Co. says:

"The coffee market is still dull, with few transactions reported in the past ten days. Buyers are holding off until after the opening of the new year.

"New coffee in parchment arrived by recent steamers, but finds no immediate demand in the market, as old and seasoned coffees are much preferred for immediate use.

"Low grades of coffee are scarce. There is no Peaberry in the market."

C. E. Bickford reports in his circular of December 8 as follows:

"All markets continue very quiet, with no feature of particular interest at this writing.

"The desire usually shown at this season by local importers to market their remnants before the close of the year has resulted in some yielding of prices in many instances, while, on the other hand, certain qualities—notably Peaberries and unwashed coffees—have hardened merely through scarcity.

"The liquidation of the large speculative interest in December coffee in New York, mentioned in our last circular, was accomplished without incident, partly by delivery and acceptance of actual coffee and by re-engagements in nearby and distant months."

CANNED TOMATOES.

New York, December 13th—The tomato market has firmed considerably but is rather quiet. Some estimates now place the total available stock east of the Rocky Mountains at about 1,800,000 cases. At present there are no offerings less than 90 cents f. o. b.

Baltimore, Md., December 4th—Thos. J. Meehan & Co. says:

"Practically the entire jobbing trade insist that they are waiting until the New Year before buying any more tomatoes. If they all come into the market at that time it will make business very active. Many jobbers expected the Tomato Syndicate to try to unload its holdings during November. Up to date there is no sign of any unloading of its holdings on the part of the Syndicate."

Baltimore, December 1st—The "Trade" reports:

"Jobbers' buyers are all watching for an opportunity to gather in bargains in tomatoes since they know that stock at present prices are good value on account of the conditions of the market and the scarcity of supplies. While they are waiting for bargains, they are careful to do nothing that would induce an advance and for this reason are giving the most attention to holiday goods. After Christmas the trade will find whether there are any weak holdings at present quotations. If there are any such, they will be quickly gathered in. No. 3 Standards are quoted at 95 cent; Extras $1.20; No. 3 Seconds 85 cents; No. 2 Standards 72½ cents; No. 2 Seconds 65 cents; Gallon Standards $3.25.

New York, December 29th—The correspondent of the "Trade" reports:

"The output of tomatoes is the least since 1901. The pack in 1902 was 9,494,812 cases; 1903, 10,679,809; 1904, 8,968 303, an average of 9,714,308 cases. Nearly all packers are sold out and stocks are said to be in the hands of speculators or the trade at large. As there are nine months' requirements to be provided for and the heaviest consumption period of the year is still to come, it would seem that either consumption would have to be curtailed or there will be an actual shortage. Buyers are buying whatever is offered at 90 cents delivered New York. Holders are much less anxious to sell than they have been previously."

CANNED CORN.

Baltimore, Md., December 1st—The "Trade" reports:

"Jobbers' buyers do not anticipate any lower figures. They do not wish to see them. If there is an indication of a steady price along the whole line there will be considerable buying to anticipate January purchases.

New York, November 29th—The correspondent of the "Trade" reports:

"According to semi-official returns the total pack of corn this year will aggregate 11,500,000 cases—probably the largest pack ever known. A feature of the business has been the heavy sales of cheap corn of which 300,000 cases have been sold on this market since the fall season opened. As long as the present weight of cheap corn depresses the market, good corn will not sell as readily as it would otherwise. The lower price of corn has caused an enormous increase in consumption. The heavy supply which has been placed for sale at 45 cents appears to have become reduced and holders a shade firmer in their views in price."

DRIED FRUITS.

Strong hands have been gradually acquiring stocks of dried prunes throughout the Coast. As prices are higher than for many years, still higher prices may be expected. Dried peaches are being firmly held at full market quotations with higher prices demanded and paid for fine fruit. Layer raisins are being held firmly but seeded are being sold at ½ cent to 1 cent below regular quotations. It is now authoritatively reported that the walnut crop is short. Almonds are in good supply. Prices on almonds are quoted as follows but are being shaded to effect sales: Nonpareil, 13-15 cents; I. X. L. 11½-13½ cents; Ne Plus Ultra, 11-13 cents; Drake's Seedling, 9½-11½ cents, and Languedoc, 8½-10½ cents.

New York, December 13th—Dried fruits of all sorts except raisins are firmly held. Only in prunes is their any activity. Spot prunes are tending upwards. Sales of 40s in 25-lb boxes have been made at 7½ cents with 7½ cents asked in many quarters. Peaches and apricots are dull.

New York, December 4th—The most active article among the staples at the present time is California prunes. Sales are mostly in small lots of 50 to 100 boxes. Prices on prunes are tending strongly upward. In 40s to 60s the price is 3½ cents basis for Santa Clara stock. One car of 40-70s with a few 30s was reported sold on a 3¾ cents basis. Offerings of peaches and apricots are light with little demand.

RAISINS.

Fresno, December 11th—The majority of the Raisin Growers' Combine are seeking to arrange a play whereby they can dissolve the combine of the grower with the packers at the least possible expense to the growers. The raisin growers had less than half the crop in their combine. This means that they were at the mercy of the outside packers when they started to make their prices. The breaking up of the combine at this time will probably mean the abolishment of all organization among the raisin growers for some years to come.

New York, December 13th—The jobbing trade are buying only from hand to mouth. They have anticipated the break-up in the Raisin Growers Combine and therefore the present situation has not caused any special interest.

CURRANTS.

Chicago, December 2nd—The "Grocers' Criterion" says:

"Recent advances in the currant market are due to the shortage in supplies. Shipments from Greece have been very light and cleaners have been forced to draw from reserve supplies. Local cleaners are said to be oversold up to the middle of December. It is likely that further advances will follow the entering on the market of two large interests that are now known to be much reduced in stocks."

New York, N. Y., November 25th—E. B. Pierson & Co. says.

"This week will see all the evaporators in this section of the country closed. Shortage in the crop has been greater than any packer expected. Production will not exceed 15 per cent of last year's. As the consumptive season is practically just commenced, we look for still higher prices."

Walcott, N. Y., November 21st—J. S. Tyrrell reports:

"Stocks of dried apples are mostly out of first hands. The market is strong with an upward tendency and is firm at 8 to 8¼ cents. There is not much stock good enough for 8¾ cents."

NUTS.

New York, December 13th—California almonds are easy with considerable jobbing demand. Tarragonas are scarce and firm. Princess Soft Shell are lower and offered at 14½ and 15 cents. Old crop California walnuts are closely cleaned up. New crop walnuts are still scarce here and are in demand. Imported walnuts are active.

St. Louis, Mo., November 25th—Geo. B. Spear, president of the St. Louis Edible Nut Co. reports:

"**Peanuts**—The crop of peanuts will probably be about 20 per cent larger than that of last year. The quality, on the whole, is very good. We believe the present prices on hand-picked are lower than they should be and are made for the purpose of enabling the cleaners to buy in from the farmers at a reasonable price. They certainly will not be any lower than they are to-day. Spanish peanuts are in a weak condition as liberal supplies have made lower prices logical. The best time to buy Spanish peanuts will probably be after the first of the year.

"**Pecans**—Receipts of pecans for the last six weeks have been less than orders. The price has advanced fully 1½ cents per lb. After the holiday trade is over they will be quiet and a few nuts will come into the market which can be bought on a lower basis."

PEANUTS.

Norfolk, Va., November 25th—Holmes & Dawson report:

"After a careful review of all the information to be had, our opinion is that the present crop of peanuts is larger than last year's by probably 20 per cent and about 25 per cent greater than the crop of 1903. We do not look for any advance in prices during the present season, although an unusual demand may alter the situation."

BEANS.

Sinsheimer Bros. report:

"The bean market is firm, although the demand has increased materially during the past few weeks. This is quite natural in view of the heavy shipments that have taken place, and in view of the proximity of the holidays. Generally, the market is quiet at this time of the year, and this year may see the usual holiday dullness until after the turn of the year.

"The Merchants' Exchange reports the stock of beans on hand in this State, on the 1st of December, as being 596,455 sacks; we would add 100,000 sacks to this, and would estimate the total now in the state at about 700,000 sacks of all kinds. Taking into the calculation the quantity shipped out of the state and gone into consumption at home, we place the bean crop of California for the year 1905 at 2,000,000 bags. It will be seen that the shipments have been of tremendous volume, and the stock on hand, compared with the same date in other years, looks light to us. More beans are being consumed than ever before, and with ten months till another crop comes on the market, we may well expect all stocks to be-



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come used up, and prices not only to be maintained, but even to go higher.

"We firmly expect to see higher prices on limas, Lady Washingtons, small whites and blackeye beans, and it is likely that the advance will extend to all vareties, as well, as there is not too much of any. Therefore, in spite of a quiet market, prices can hardly be expected to ease off materially, while any strong demand at any one time may advance them materially."

CANNED SALMON.

New York, December 13th—The salmon market is firm and steady. There is a considerable demand for pinks sales of same being made on the spot at 87½ cents.

Now York, December 2nd—Deming & Gould Co. say:

"Alaska reds are totally cleaned up Few are obtainable under 90 cents f. o. b. Stocks of medium reds are so light as not worth figuring on. A few cases can probably be picked up at 80 cents f. o. b. There are no chums left in first hands and most packers are making pro rata deliveries. Puget Sound coshoes—tal's and flats—are cleaned up After filling orders, packers will have a small surplus of halves which will not last long at the present prices o. 70 cents per dozen.

"We know of only one lot, first class quality Alaska pinks in packers' hands These are held at 80 cents. Only about 5,000 cases of Puget Sound pinks remain. There will be no more of these high grade pinks until 1907 as humpbacks only run in the Puget Sound every other year. We are having an unusual demand for sockeyes from both domestic and foreign buyers. The light stocks controlled by our firm will be exhausted long before the new pack is available Sockeyes will be higher on all sizes talls, flats and halves. Our price today f. o. b. Bellingham, Wash., are: Talls $1.40; Flats, $1.60, and Halves, $1.05.

Seattle, Wash., December 1st—The "Trade Register" says:

"E. B. Deming, manager of the P. A F. cannery at Bellingham, says the salmon clean-up has been phenomenal. His firm has had to reject many orders Whatever remains unsold has been held intentionally. He expects an advance on Alaska reds."

FISH.

New York, December 8—Strohmeyer & Arpe Co. report:

Ho land Herrings—Shipments have fallen off considerably. Market very firm and higher prices expected.

Scotch Herrings—Unchanged with fair demand.

Norway Herrings—The first shipment of Sloe Herrings has arrived and shows fairly good quality.

Norway Fat Herrings are selling exceptionally well, as they are of very fine quality.

Imported Oil Sardines—France, no catch. In Portugal and Spain the packers have combined and formed a trust, and have advanced prices all around. In Norway packers are also combining and prices are likely to advance on smoked sardines, as they have been losing money at the prevailing prices.

Sprats—France reports catch is over and short and prices higher.

CODFISH.

New Bedford, Mass., November 25th—New Bedford Fish Co. reports:

"At present codfish is very plentiful about here. All the boats are catching from 1,000 to 6,000 each when the weather is suitable for fishing."

COTTON SEED OIL.

New York, N. Y., November 23rd—Aspegren & Co. report:

"The downward tendency saw its end on November 16th. The lowest prices were reached on that day. Since then the market has been gradually creeping up and yesterday cotton seed oil was again selling at 30½ cents which is the highest point reached this season."

CAVIAR.

Wieland Bros. say.

"Caviar is cheaper on account of falling off in consumption—not because of a larger pack."

HAY.

Somers & Co. say:

"All the country hay districts are doing their best to market their hay, but are still prevented from doing so only by the continuance of the car famine General trade continues dull; stock hay rules firm, however, as is also the case with strictly fancy lots. The bulk of the shipments are the medium grades, which may be said to determine the market at present.

"The demand for hay in the outside country points continues to increase and undoubtedly will continue to do so, for we are beginning to hear the talk of "dry year," and unless we have rain before a very great while the market will be affected. Alfalfa continues in very good demand with choicer grades higher. Straw is dragging badly.

"We quote present prices as follows:

Choice Wheat Hay	$14.00	to	$16.00
Other grades same.	11.00	to	13.50
Other grades Wheat.	8.00	to	10.50
Wheat and Oat	9.00	to	12.50
Tame Oat	8.00	to	12.00
Wild Oat	7.00	to	9.00
Stock Hay	7.00	to	8.00
Alfalfa	7.00	to	11.50
Straw, per bale	.30	to	.50

AMONG THE GROCERS.

William Reed has opened a store at 1997 Telegraph avenue, Oakland. His store is located at the corner of the Railroad and Telegraph avenue street car line, and is the center of a rapidly growing sections of that city.

The Rogers Company has opened a neat grocery at 4800 Telegraph avenue, Oakland, and are making a striking display of seasonable goods

R. C. Anderson of 4830 Telegraph avenue has a fine stock of fancy and staple groceries. His store presents evidence of prosperity. His goods are fresh and well selected.

H. R. Hilton has opened a neat and well stocked grocery store at 4098 Grove street, Oakland.

The new grocery and delicatessen of John Doelger at Seventh avenue and Hugo street, south of Golden Gate Park, is now open, and is already partaking of the prosperity of the Sunset district. The formal opening took place on Saturday, December 9, and was made notable by the presence of a large number of Mr. and Mrs. Doelger's old friends and acquaintances from the neighborhood of Pacific and Taylor streets, where they were in successful business for many years. They have a neat, attractive and well stocked grocery, and a most inviting bar at their new location.

An ash barrel near an oven is supposed to have caused a fire in the grocery store of F. Klingeberg, at 471 Eleventh street, Oakland, a few days since. A baker passing the store observed the smoke and turned in an alarm, but the kitchen of the grocer was ruined before the fire department arrived and extinguished the flames Klingeberg, who estimates his loss at $600, says there had been no fire in the oven for twelve hours before the blaze, and he thinks that heat from a restaurant oven next door may have set fire to the material in his kitchen, which is used for cooking meats for his delicatessen department.

Green.

Owing to its derivation the word "green" was originally applied to the color of vegetation, but not to the color of the sea. No application of "green" to the color of the sea is quoted before Chaucer, but as early as the year 700 it was used for vegetation. The word is akin to "grass" and "grow," which verb originally belonged to the vegetable world alone. Vegetables "grew," but animals "waxed." "Green" comes from an Aryan root, "ghahr," meaning to be green or yellow, and "yellow," "gold" and "yolk" come from that same root.

Tapioca and Pearl Tapioca.

Tapioca is manufactured from the plant called in Brazil manioc, in Peru yucca and in the West Indies cassava. When the true starch is separated from the root it is placed on hot plates and while it is heating is stirred with an iron rod. The starch grains burst, and the whole agglomerates into small, irregular masses. Pearl tapioca is not a product of the plant at all, but of potato starch.

An Error In English.

Even the greatest authors now and then make a little slip in their English. Thus Sir Walter Scott in his "Legend of Montrose" has this sentence: "But ere Montrose could almost see what happened Allan McAulay had rushed past him." The "almost" should come before "ere" in order to express the author's meaning.—St. Nicholas.

Lucky Man.

He (a former suitor)—So you are married after all. You told me once that you never intended to belong to any man. She—Well, that remark still holds good. "But your husband?" "Oh, he belongs to me."

Spanish Proverbs.

A Spanish proverb says that "he who makes himself all sugar the flies will eat up," but another observes, "He who makes himself all vinegar will never catch any flies."

There would be more excitement in the world if fish and hailstones were as big as the stories told about them.—Washington Post.

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The World's Standard.

"Gilt Edge" dressing, blk.	$24 00
"Boston" Waterproof Polish (for men's and boys black shoes)	24 00
"Boston, Jr." 10c. size	10 00
"Dandy" Russet Combination	24 00
"Star" Russet Combination	9 00
"Dandy" Russet Paste	9 00
"Red Box" Russet Paste	5 00
"Champion" Black Friction Polish	24 00
"Champion, Jr." Black Friction Polish,	10 00
"Elite" Combination (for box calf, black vici kid, etc.)	24 00
"Baby Elite" Combination (for box calf, black vici kid, etc.)	10 00
"Elite Paste" for box calf (two sizes)	$9 00 5 00
"Superb" Patent Leather Paste	9 0
"Blue Ox" Patent Leather Paste	5 00
"French Gloss" (in cartons, for ladies' black shoes)	9 00
"Royal Gloss," 4 oz. (for ladies' black shoes)	8 00
"Rossola" Waterproof Paste Polish, large	9 00
"Rossola" Waterproof Paste Polish, small	4 50
"Quick White" perfectly cleans dirty white shoes (two sizes)	$24 00 10 00

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The quality of Malta-Vita explains its rapidly increasing sales. Malta-Vita doesn't belong to the **tasteless** variety of flaked wheat foods. It's good to eat and the public is finding this out. Malta-Vita's crisp, brown flakes are healthful, too.

NO PREMIUMS USED

Premiums are not given with Malta-Vita. It is sold strictly on its food merits, and intelligent people appreciate this fact.

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THE GENUINE IMPORTED

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A healthful, nourishing food and delicious confection. Unrivaled for sweet purity, smooth palatability and nutritive excellence

PAYS from 10 to 15% **MORE PROFIT**

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Cigars and Tobacco

The cavalcade of rough riders who are "doing" San Francisco in behalf of the celebrated Rough Riders cigars, are the talk of the town.

Bouquet & Cohn have opened the Ferry Cafe Cigar Store at 32 Market street in the new Terminus Hotel. They have one of the finest displays in the lower part of the city.

Sol Hamburger of A. Santaella & Co., manufacturers of the famous Optimo cigars, is expected to visit San Francisco in January. He will be here about the middle of the month.

The Floridora Tag Company is no more. On November 30 it passed out of existence, and hereafter the American Tobacco Company will attend to the distribution of its own prizes.

The Tampa correspondent of Tobacco, under date of November 25th, says: In his tour of the cigar factories Secretary Shaw was shown especially the handsome new factory of A Santaella & Co., one of the largest individual cigar factories in the world—and the finest—also the Havana-American which was formerly the Ybor factory, where the Tampa-Havana cigar industry had its birth. The actual process of cigar making was observed with much interest, and the party enjoyed "clear Havanas freshly made."

Temple Watson, cigar dealer and tobacconist at 527 Clay street, has greatly enlarged his cigar store, giving him much additional space for the display of his goods. He carries all the leading brands, both cigars and tobaccos, and has one of the best trades in the old business section of the city.

Berkeley.—With new stores opening up in the new Swan building lower I street and Ninth street are being wonderfully improved, and the last store to add to the general beauty and business aspect of that vicinity is the cigar and tobacco store of G. H. Bertram, which occupies the room at the corner of I and Ninth streets. This is one of the best locations in town for a store of this kind, and appreciating this Mr. Bertram has spared no effort or expense to make his store an attractive one. New cases, new cigar racks and tobacco shelves with plenty of electricity at night time give the store a most inviting appearance and the goods that are to be found on these shelves and in the cases are exactly what will reach the heart of the lover of tobacco. Years of experience as a manufacturer and salesman have had their effect upon Mr. Bertram's stock with the result that the best of everything in the tobacco line is to be found there.

Long Beach, Dec. 5—There is trouble in store for the dealers in tobacco in this city, if they do not at once cease selling the weed to boys under 16 years of age. Recently Principal Neel of the Daisy-avenue school complained to Truant Officer Folsom that a lad by the name of Pierpont, who is but 12 years old, had come into the school room so thoroughly saturated with tobacco smoke that his presence was obnoxious. The boy was sent home and the officer at once began an investigation. The latter took the boy out and secured from him tobacco purchased from three grocers who, it is said will be brought before Justice of the Peace Brayton, in the near future. When asked how he could secure tobacco young Pierpont replied that it was a very easy matter and to demonstrate this bought three sacks of Durham at three different stores

Tampa's Finest Products

"Flor de Lovera"

Distributed by Wellman, Peck & Co.,
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"Publicos"

Distributed by J. L. JERICHAU,
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...Endorsed by all smokers of...
HIGH CLASS
Clear Havana Cigars!!



HERMAN BROS. & CO.,
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TRUST WINS LAW POINT.

New York Judge Decides That Trust Is Not Bound to Sell Retailers.

New York, December 11—The right of the American Tobacco Company to refuse to sell to small retailers if it choses to do was sustained by a decision rendered to-day by Justice Marean in the Supreme Court in Brooklyn. E. Cocker & Co, retailers, had brought a suit against the company demanding $10,000 damages, which, they allege, had resulted from the American Tobacco Company's refusal to do business with them. Justice Marean ordered the suit dismissed.

The union cigarmakers in St Louis who have been submitting to the cigar manufacturers a proposition for a reduced scale so that a five-cent cigar can be made to compete with those of Eastern manufacture, still have the plan pending. It is said that since the "lid" has been on in St. Louis compelling the Sunday closing of saloons, that trade has fallen off materially on cigars of St. Louis manufacture. Fully 150 cigarmakers, according to a statement at the headquarters of the cigarmakers' union, have left the city to seek employment elsewhere.

TRUST MUST DISGORGE.

English Tobacconists Secure Law Ruling Which Means Much to Independents.

London, Dec. 2—American trusts of every description have just received a severe blow in England. The decision given in the Court of Appeal in the litigation brought against "Ogden's Limited." the great tobacco firm, by retail tobacconists, will have a far-reaching influence on every American industry which attempts to establish a monopoly in England.

Retail tobacconists are jubilating over their really great victory. They will be able to compel the trust started in England by Duke to disgorge the best part of $7,500,000, and besides this the trust will have to pay an additional $3 500.000—making the colossal total of $11,000,000.

TOBACCO TRUST WINS.

The second great attempt of the Burley Tobacco Growers to control the leaf tobacco market in opposition to the American Tobacco Company has proved a failure and probably will be followed by the dissolution of the Ohio and Kentucky Burley Tobacco Growers' Association that was back of the movement. All attempts to corner the crop for the benefit of the Burley raisers has been abandoned, largely for two reasons. One is that the growers have shown apathy to the schemes of the promoters who are back of the association, and the other is that these same growers have grown such an enormous crop that it is beyond all possibilities for any association to control it.

According to the American Grocer, the pack of corn in 1905 will go ahead of the output in 1904, which was 11,462,969 cases. The States west of the Alleghenies have put up over 7,000,000 cases, of which 30 per cent at least are held by packers. Maine has had the largest pack in three years. Maryland and Virginia will come close to last year, when they were credited with 2,055,277 cases. New York is good for 1,500,000 or more cases; Canada, 400,000 cases; Pennsylvania is larger.

In this coffee-consuming country, the expert blender is the best friend of the retailer who lacks skill in judging of the merits and value of different growths of coffee. When a blend is satisfying and tickles the palate, the experienced blender insures against variation in cup quality by putting coffee into a package. He may be a retailer blending and packing coffee, or he may be one who devotes himself to that business in a wholesale way. In either case the consumer has, in the established package coffee, a guarantee of honest weight and satisfying product.—American Grocer.

There is a better chance for the grocer to sell box candies for the next few weeks than at any other time of the year. The holiday trade in this line is always good and will be especially so this year with everyone so prosperous. Get in a nice assortment of box candies and enlarge the department about the week before Christmas. In the cities the high grade candy stores do ten-fold the business of any other season the week preceding Christmas. There is no reason why the grocer cannot do as well. Try it this year. Decorate the candy counter and put a pretty girl in charge.

ROCHDALE ORGANIZES.

Orosi—A meeting was held here recently and a Rochdale company organized. There are about thirty-five members and a board of seven directors. The articles of incorporation will be filed shortly.

FOR SALE.
GROCERY IN OAKLAND with building and grounds. Stock at invoice; book accounts all guaranteed good. About $7000 required. Trade rapidly growing. Apply Z, Retail Grocers' Advocate, 456 Montgomery St.



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Only the GENUINE, Imported direct from France, bears Vignier's LABEL

News of the Coast.

CALIFORNIA.

Eureka.—The firm of Hinch, Salmon & Walsh Company, grocers and bakers, is located at the corner of Fifth and E streets, Eureka, where it occupies a frontage of 44 by 120 feet In the rear of the building is the bakery, wholesale department and coffee roasting plant, while in the front is the retail grocery and family liquor department The firm employ sixteen salesmen, delivery drivers, etc., and require the services of five delivery wagons Their motto has ever been: "Prompt service and a satisfied customer," and their success in business is largely due to its faithful following.

Los Angeles.—There has been much activity during the week in the sale of grocery stores, says the Commercial Bulletin. Twelve Los Angeles grocers sold their stores during the past week. In the country two general stores and one grocery store changed hands. Dow-Sawyer & Co. have purchased from W. Simmonds a $3,000 grocery stock at 1000 West First street. Mr Simmonds has made a success of the business and will rest for a few months before determining upon a new business His successors are grocers from Toledo, Ohio. They will make improvements in the stock and fixtures. V. R. Cheney, 611 North State street has sold his $800 grocery stock to J. H. Smith, a late arrival from Kansas. Mr. Smith is not an experienced grocer but has employed a man who is familiar with the business. J. S. Thomason 2512 West Ninth street, has retired permanently from the grocery business He is succeeded by G. Watkins, an experienced grocer from Wyoming. Stock invoices $400. E. D. Dupea, 700 College street, has bought the grocery stock of Thos. M. Grosvenor at 338 North Pritchard street, and has moved his College street stock to the new location. T. J. Coy's large store at the corner of Vernon and Compton avenues, has been sold to Henson & Son. H J. Borun, 543 Central avenue, has published notice of sale. S. Blumberg has bought the store of J. N. Hamer at 520 East First street. Walter C. Hall, 131 East Twenty-third street, has sold to E. G. Curtis. At 1400 West Pico street J. B. Lamb has purchased the business of C G. Hudson. Henry N. Cohen, 1501 East Twenty-third street, has sold to E. L. Atkinson. J. L. Bond, who up to a short time ago conducted a store at 2121 East Ninth street, has purchased the Marcott store at Vignes and Jackson streets. A. Schreiner has sold his business and residence property at 901 West Washington street and will move his stock and place of residence to the new Victor Hall tract. At Norwalk, H. Bradstreet has sold his general store to Watkins & Olds. H J. Phelps, at Westminster, has sold his general store to A. G. Phelps.

Los Angeles—Guy McMains is opening a large grocery store at the junction of North Figueroa and Flower streets, Los Angeles. Mr. McMains will maintain a bakery in connection with his grocery store. J. R. Dwyer C. Y Burns and Carl Lichtwerk have incorporated the Star Wine and Grocery Company, with a capital stock of $75,000, of which $150 has been paid in

Los Angeles—It is believed that the Board of Pharmacy will take up the prosecution of retail grocers who are violating the drug law, in a short time. The attorney for the retail grocers is watching the matter carefully.

Los Angeles—The Wilson Bros. Co., successors to P. J. Wilson, grocery and hardware merchant at University Station, have moved into their new store The room, which is at 4208-4210 Vermont avenue, is being finished in the Mission style, and the fittings alone cost close to $2000. The new stock will invoice fully $6000

Napa—M. Silva has sold his grocery business on Main street to Frank Joseph.

Oakland—Articles of incorporation have been filed by the Elliott, Dieni Company to conduct a wholesale and retail business in Oakland. The capital stock is $25,000, consisting of 25,000 one-dollar shares. The directors are John S. Elliott, Burnside F. Dieni, Charles C. Lombard, Carlos G. White, all of Oakland, and Hamilton S. Elliott of San Francisco.

A number of wholesale grocery houses are attempting to determine the present whereabouts of Aristide Cicognani, who for about two months was the ostensible proprietor of a grocery supply house at 965 Franklin street and who is said to have accumulated about $6000 in that short period But his creditors can neither find Cicognani nor any portion of the alleged $6000.

Sacramento—Through the efforts of the sheriff's office in this city the arrest of a clever confidence man who victimized half a dozen business houses in Sacramento has been effected in San Francisco, and the prisoner has been brought back to this city. The man figured under two names, S. P. Reed and W. W. Wright, and he signed the checks with the latter in favor of the name of Reed. He represented himself as an agent of the United States Weather Bureau. Under the name of Wright he deposited $150 in the Goethe Bank and obtained a checkbook. With small checks he established himself in the good graces of the people victimized and then proceeded to order larger bills of goods, with a considerable difference between the cost and the amount of the check His next move was to draw his capital out of the bank, leaving $7 to allay suspicion. When the checks arrived it was found that the firms were losers to a considerable amount. The Ernest grocery store lost a few dollars, the McManus grocery about $33 and the Hunt grocery $38. The San Francisco authorities affirm that Reed's right name is Jack Barnes.

San Bernardino—Wesley Solomon has purchased the stock of groceries formerly owned by Mrs. Creighton and will continue the business. He has formed a partnership with Mr. Easton, who will move his goods to the old store. The building is being repainted and fixed up in general.

San Pedro—J. E Fulton of Hueneme and M. Saunders of Oxnard have purchased the Nelson Ward store. Mr. Saunders has been for several years of the firm of Saunders & Miller, Oxnard. He is a grocer of many years' experience and is popular with the traveling men. The Saunders & Miller store at Oxnard is the traveling men's headquarters.

ARIZONA.

Globe—After many years active hustling John H. Morehead has finally retired from the grocery firm of Oates & Morehead, formerly conducted solely by him, a controlling interest having been purchased by Percy Oates a few months ago. The firm will now be known as Oates, Scoble & Co, the Oates brothers having associated with them Fred Scoble, who is well known as a hustler of the first grade. The business is now controlled and managed by Percy Oates, whose well known executive ability and energy have done so much to enlarge the firm's business since he assumed the active management last summer.

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THE O. K. CHEESE CUTTER

is used.



$20.00 Net

F. O. B. Detroit, Mich.

Cuts the Cheese by weight, or money's worth. **Does it better than any other**—Is absolutely accurate. Cannot get out of order.

Our Testimonials Come from Satisfied Users.

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ALWAYS RELIABLE!
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The ready soap maker—a powerful disenfectant—an excellent fertilizer for dipping prunes, spraying trees, etc.

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Fancy Butter and Honey
Dairy Butter and Eggs

Produce Market

THURSDAY AFTERNOON

BUTTER.

The butter market is very strong, and is certain to continue so far some time even should heavy rains come at once.

California creamery, extras	31	32
" " firsts	29	30
" " seconds	25	27
" dairy, extras		
" " firsts		
" " seconds		
Store butter	19	20
Storage	25	26
" Creamery extras		25
Pickled	22½	
Keg	23	

EGGS.

Eggs are higher and firm. A heavy rain would cause a decline at once.

California Ranch white	55	56½
" " mixed colors	47½	50
" Gathered	42½	45
Standard		
Seconds		
Eastern, selected	20	21
Standard	25	26
Seconds	21	22½
Storage, Cal., Selected	24	30
" " Standard	26	27
" " Seconds		
" Eastern Selected		
" " Standard		
" " Seconds		

CHEESE.

Prices unchanged with holders firm in their views.

California full cream		16
" choice	14	14½
" common		Nominal
Young Americas	16½	
Eastern full cream	16½	17
Oregon		

POULTRY.

The market is well cleaned up of good stock, and young stock sells readily.

Turkeys, young live	19	21
" old gobblers	19	21
Dressed Turkeys	23	25
Roosters young, per doz	5 50	6 00
" old	4 50	5 00
Hens	5 00	6 50
Fryers, per doz	5 00	5 50
Broilers, per doz, large	4 00	4 50
" " small	3 50	4 00
Ducks young	5 00	6 00
" old	3 00	4 00
Pigeons, young	1 75	2 25
" old	1 00	1 25
Geese per pair, old 1 50 2.00; young	2 00	2 50

BEANS AND PEAS.

The white bean market is firm, but quiet owing to the approach of the holidays Pinks are fairly firm at ruling prices owing to light arrivals, but with increased arrivals are likely to go lower.

Small Whites	2 00	3 25
Large "	2 15	2 50
Pea Bean	3 50	4 00
Pink	1 85	2 00
Horse	1 50	1 85
Red	3 00	3 50
Kidney	3 50	3 75
Lima	4 00	4 25
Bayos	3 25	3 50
Butter (large)	nominal	
Black Eyes	4 50	4 75
Dried Green Peas, per 100 lbs	2 25	2 50
" Niles " " "	2 00	2 40

POTATOES AND ONIONS.

The potato market is easy, with prices unchanged.

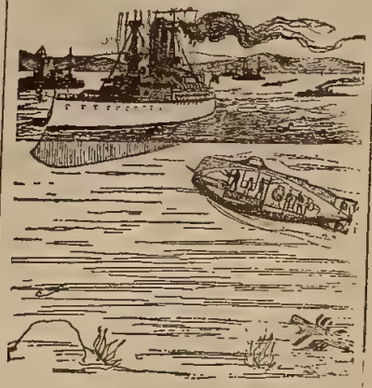
River Burbank	45	70
Salinas " No. 1, 80c-$1.00;	No. 2, 60	
Oregons, New	1.05	1.15
Merced Sweets	Nom.	
Australian onions	Nom.	
Red	Nom.	
Yellow	80	1 00
Garnet Chili	Nom	

HOW SUBMARINES WORK.

The Underwater Hornets of Modern Naval Warfare.

It is believed that submarine boats were used in the great naval battle in which Admiral Togo annihilated the Russian Pacific fleet and that they were responsible for the destruction of some of the Russian war vessels. If this be the case it was the first occasion of the use of the submarine boat in actual warfare or in an important battle.

It is known that four submarine boats were built for the Japanese last



SUBMARINE ATTACKING A BATTLESHIP.

summer at Quincy, Mass. They were of the Fulton type, were built in sections and shipped by special train to Seattle, Wash., whence they were sent to Japan. Several other submarines which were designed and built by Mr. John P. Holland in Jersey City also went to Japan, and the inventor believes they took part in the battle.

Feats of Photography.

Photography has caught the fastest express train in motion by means of the cinematograph, and it also shows the growth of a flower. A bud which bursts into bloom in, say, sixteen days is exposed to a camera every fifteen minutes during the sixteen days, and when the pictures developed from the films are assembled in order in the moving picture machine the observer may see, to his delight, all in a minute or two, the gradual breaking of the bud—the blossoms open, close by night and reopen in the morning, the leaves grow under the eye, the stamens peep from cover and finally the full blown flower

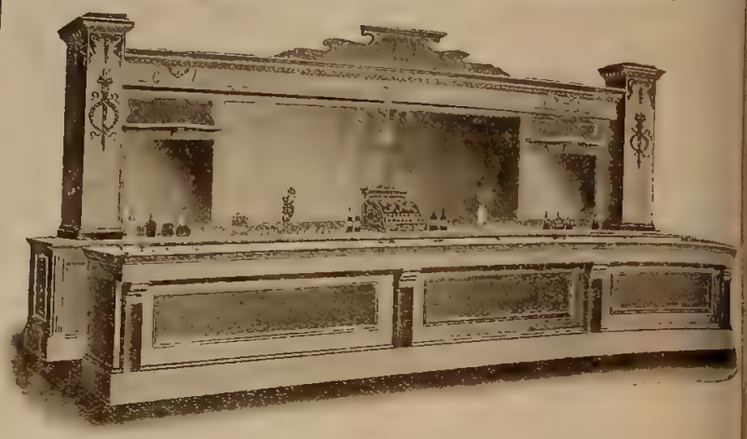
What a Stye Is.

A stye is in reality a little abscess which forms at the margin of the eyelid from inflammation of the glands or follicles. It is met with chiefly in delicate children, but occurs sometimes in adults where there is a general depression of the health The best plan is to bathe the eye frequently with hot water and to apply from time to time a bread and water poultice. After a time the abscess comes to a head and bursts, and there is an end of it. A succession of styes may be taken as an indication that a thorough course of tonic treatment is necessary, and such remedies as cod liver oil and iron and quinine should be taken frequently.

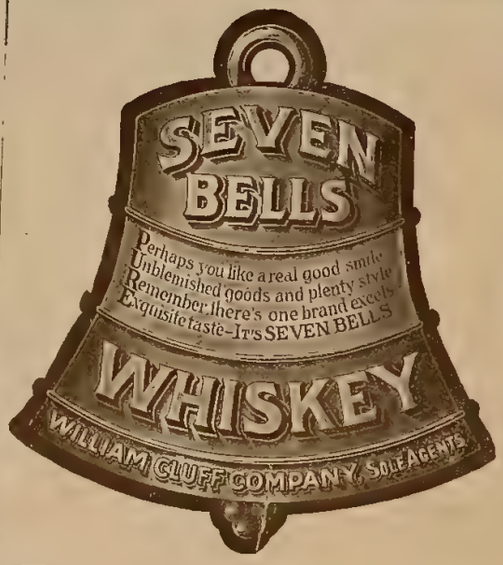
Commercial Use of Rabbit Fur.

If the industry now being carried on by a Frenchman at Lons le Saunier, in the Jura district, proves profitable on a large scale rabbit fur may become a rival to sheep's wool in the making of clothes generally. The breed utilized is the Angora, or "silk rabbit," which molts four times a year. The fur, just before it falls off naturally, can be stripped easily by skilled hands.

Pacific Store and Office Fixture Co.
(Incorporated)
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Agents for Moerlein's Cincinnati BEER
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SUITS THOSE WHO ARE PARTICULAR ABOUT THE BEER THEY USE.

IT HAS THE FLAVOR
IT HAS THE AGE
IT HAS REPUTATION
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Those who have used it know it. Those who do not know soon find it out after a trial.

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BREWERS

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SOLE AGENTS

Amusements

GRAND OPERA HOUSE.

The play of the week is unquestionably at the Grand, where Nance O'Neil is presenting "The Fires of St. John." Miss O'Neill has improved marvelously during the last two years and now stands easily as the first of living English speaking actresses. The "Fires of St. John" is a problem play. It carries the story of a man marrying one girl while loving another. Miss O'Neill invests the role of Marie which she plays with a wonderful strength. She is well supported by McKee Rankin, who plays the role of the father, and does some very clever work. The "Fires of St. John" continues during this week. Next week there will be presented "Magda," "Camille" and "Elizabeth."

MAJESTIC THEATRE.

There is plenty of fun and some very interesting situations in "Christopher Jr." at this theatre with Robert Wayne playing the title role. The company is a clever one. Every part is well cast and the play is staged with the elaboration for which Mr. Bishop has become noted. Next week, the Neills appear in an elaborate production of "If I Were King."

ALCAZAR THEATRE.

Like all French comedies, there are some very naughty moments in "The Secret of Polichinelle." George Osbourne, the veteran artist who has earned so many admirers in San Francisco, reappears after an extended trip abroad. His return was the occasion of a very decided demonstration this week. Mr. Osborne's work is, as usual, thoroughly artistic. John Maher and Edith Evelyn both have interesting parts which they fit perfectly. Juliet Crosby also made a decided hit. The rest of the company is cast to very good advantage. "Brown's in Town" will be produced next week. This is a screamingly funny comedy with a laugh every minute. For Christmas, the company is preparing an elaborate production of the dramatization of Mark Twain's "The Prince and the Pauper."

CALIFORNIA THEATRE.

Miner's Merry Burlesquers are giving a very good entertainment at the California. There is the usual musical and comedy turns. The chorus is particularly fine and wear their tights with a chic that is extremely interesting. The burlesque sketches are filled with catchy songs and pretty bits of chorus dancing. Among the specialty artists are two clever acrobats and barrel jumpers, an interesting team of coon singers and a comedian who makes a hit in the character of an opium fiend with a liberal stock of brand new slang. Next week 'The Thoroughbreds" will be put through their courses.

ALHAMBRA.

Tolstoi's 'Resurrection," a drama of Russian life, is being presented at the Alhambra this week. The play has a touching love story built upon the social inequality that rules in Russia and shows the struggle being made by the Russian peasants for political liberty. There are many thrilling situations and the interest never lags. The most important role is that of a young woman who has been betrayed by a young nobleman whose mother she serves. This part is played by Edna Elsmere with much force and cleverness. Herschell Mayall is also well cast in the leading role. The scenic effects are very striking. Next week "East Lynne" is to be revived.

TIVOLI.

This is the last week of "Rob Roy" at the Tivoli. The strengthened company fills every requirement for presenting the opera very effectively. Next week there is to be the holiday offering of "Orpheus in Hades." Alice Nielsen will appear at this theatre with her Italian opera company.

CHUTES.

This is the last week of "Princess Fan Tan" at the Chutes. Much interest has been excited, especially among the young folks, in this musical extravaganza in which Eunice Gilman fills the title role. The diving elks and the Circle Swing still attract curiosity seekers. Bothwelle Brown will present "Cleopatra Up to Date" next week in the big free theatre.

FISCHER'S.

An interesting vaudeville program fill up a good performance at Fischer's Theatre. The bill is made up of a great variety of entertainment. It includes a short musical comedy, which allows of the introduction of numerous songs and clever specialties. There is a matinee every afternoon and one performance each evening.

Chinese Mohammedans.

A traveler in the upper Tangtse provinces of China found in the town of Hinganfu many Chinese Mohammedans who keep up communication with their fellow religionists of Arabia. A missionary who has lived among them for years declares that they are very quarrelsome, much given to boasting of their Turkestan origin, and, in spite of the prophet's injunctions, drink a great deal of wine. This is usually the case with Chinese Mohammedans. In Hinganfu, and more especially in Kansuh, a few of their spiritual teachers keep up their knowledge of Arabic and are occasionally visited by Arab or central Asian mollahs, who follow the old Arab trade route by way of Hami, by which the Arabs originally traded and propagated their faith. These mollahs visit every country in the east where the followers of the prophet are to be found and keep up the ties of the faithful with Islam. As they often stir up dissatisfaction and foment disturbances against the Chinese authorities, the latter regard them with suspicion.

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A Reference Book of 574 Pages showing the
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for Daily Use in Business Affairs.

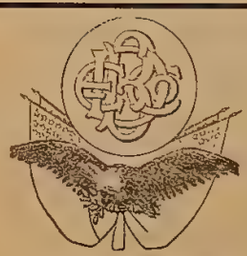
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Veuve Clicquot, qts	$32.25
Veuve Clicquot, pts	34.25
Ruinart, Magnums, 6 to case	30.50
Ruinart, qts, 1 doz to case	32.40
Ruinart, pts, 2 doz to case	34.20
Ruinart, ½ pts, 2 doz to case	18.00
Vintage 1893, qts, 1 doz to cs	46.50

Brandies.

	Per case
Martell's One Star, 1 doz qts	$16.00
Martell's Two Star, 1 doz qts	19.00
Martell's Three Star,1 doz qts	20.00
Martell's Three Star,2 doz pts	23.00
Martell's One Star, 2 doz f'ks	18.00
Hennessy's One Star, 1 doz qts	17.50
Hennessy's Three Star, 1 doz qts	21 00
Calif. doz qts	12.00



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BOILED CIDER
Quarts .....
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Aetna, splits, 100 to cs	$6.50
Aetna, pts, 100 to case	9.00
Aetna, qts, 50 to case	7.50

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	PINTS.	QTS.
Soda Water	$ 80	$1 50
Ginger Ale	.80	1.50
Sarsaparilla	.80	1.50
and Iron	.80	1 50
Cider	.80	1.50
Cuban Punch	.80	1 50

Case Prices, 2 Doz. per Case.

Porter.

(E. & J. Burke's Guinness')	
Stone, pts. 2 doz to bbl	$16.50
Glass, qts., 4 doz to bbl	14 00
Glass, pts., 8 doz to bbl	18.50

Specialties of
Hilbert Mercantile Co.

H. B. Ky. Bourbon, per gal	$2.75
H. B. Ky. Bourbon, Ex spcl	3.25
Union League Ky. Brbn. AA	2.50
Union League Ky. Brbn. 1 gal	2.25
El Monte Ky Brbn, 1 gal	2.25
Maryland, Monogram, 1 gal	2.75
Forum, Bourbon, 1 gal	2.00
W. H. McBrayer's Cedar Brook 5 yrs	3.00

Hunter Baltimore Rye.

Per case, 1 doz. 5's	13.00
In 5-case lots	12.50
In 10-case lots	12.00

Hilbert Mercantile Co.

H. B. Bourbon (spcl)	$16.00
H. B. Rye	10 00
H. B. pt. flasks, 4 doz to cs	12.00
H. B. ½ pt flasks, 6 doz to cs	9.50
H. B. 1¼-oz bots, per gr	12 00
Union League "AA"	8.00
El Monte Bourbon	8.00
Forum Bourbon	7.00
J. Baumgardner Rye	12.00
Maryland Monogram	9.00

W. H. McBrayer's Cedar Brook.

Per case, 1 doz 5's	$12.00
Per case, 2 doz pts	13 00
Per case, 4 doz ½ pts	14 50
Per case, 20 doz 1½-oz	18.50

Jesse Moore Whiskies.

Ex Pony Bourbon	$13.00	$17.50	$17.00
AA Bourbon	11.00	10.50	10.00
C Bourbon	8.50	8.25	8.00
AA Bourbon, 5 doz, 4 oz	10.00	10.00	[illegible]
AA, Pt Flasks, 2 doz	9.00	8.75	8.50
AA, ½ Pt. Flasks 3 doz	6.75	6.50	6.25
Old Rye	11.00	10.50	10.00

Jesse Moore Hunt Co.
(In barrels or half barrels)

Extra Pony Bourbon, gal	$7.50
AA, Bourbon, gal	3.75
B, Bourbon, 1 gal	3.25
C, Bourbon, 1 gal	2.75
No. 1, Bourbon, 1 gal	2.25
AA Rye, gal	3.75
C Rye, 1 gal	2.75



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has been used for over SIXTY YEARS by MILLIONS of MOTHERS for their CHILDREN while TEETHING, with PERFECT SUCCESS It SOOTHES the CHILD, SOFTENS the GUMS ALLAYS all PAIN; CURES WIND COLIC, and is the best remedy for DIARRHŒA. Sold by Druggists in every part of the world. Be sure and ask for "Mrs. Winslow's Soothing Syrup," and take no other kind. Twenty-five cts. a bottle

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200 Montgomery Av., Cor. Kearny
202 Third Street, - Cor. Howard
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LESLIE STERILIZED SALT
Free Running (in Pkgs.) for table
Velvet Grain (in Bags) for kitchen
Sold by all Jobbers

Clerk's Corner

Salesmen Defended.

Some strictures have been passed by this department of late, says the Inland Grocer, upon apparent unwillingness of the store salesman to meet their customers if they can occupy themselves otherwise. It is pleasure therefore that we reprint an article written by a clerk to the Michigan Tradesman, and giving his side of the story. It cannot be denied that the position of store assistant has its trials, some of them vexatious enough but it may be added that no one is carried to the haven of finished salesmanship upon a downy bed of ease. It takes tact, address, endless patience to sell goods to a fickle public, and it may be, as the writer quoted below intimates, that "the public" does not always show the consideration which it expects from the clerk. He says:

The Clerk Not Always Wrong.

One can scarcely pick up a paper nowadays, belonging to the commercial world without running amuck of advice and advice, and then some, to the clerk to deal with more politeness with the customer, just as if it were always the customer who is the abused one and the clerk always the transgressor whereas there is fully as much to be said on the other side, if not, very much more.

I am a clerk myself, and so I speak by the book when I say that I know well the failing of either party. I always, if I have time, read everything I run across in this line, so that I may better my services to the public, and by so doing make myself more valuable to my employer. In a way this is laudable on my part—commendable—and perhaps in another way it is "pure unadulterated" selfishness, for by enhancing my usefulness to my firm I am surely working for my own interest.

If one judged solely by the advice in the trade papers he would have only one view of the subject, for it is always inferred that the public have everything to endure from the one behind the counter, while really the one behind the counter is called upon to do much in the way of "long-suffering."

The Friend Who "Buts In."

Many and many a time have I hurried through with a customer in order to please a waiting lady with quick work, and get just nicely started in a sale with her, only to have her stop in the middle of a purchase by the interruption of a lady friend who happened along—"butted in," as the children say—and got the customer's mind so completely divorced from the matter in hand that the transfer of a particular piece of goods was lost, let alone others that might follow. And I would have to stand supinely by and see business slipping through my fingers like water off a duck's back.

Then another cause for annoyance to the clerk is to have a woman in a monstrous hurry to be waited on, and just as soon as she gets your attention she will "lie down on her oars," so to speak, and take up any amount of your time in puttering over a sale, while others who have come in since you began with her are standing impatiently waiting their chance to get what they came for. She will hurry you "like a house afire," but you must be deliberation itself when she gets you.

Petty Delays.

Another bother. A woman seldom or never has her money in an accessible part of her paraphernalia—she always has to hunt, and hunt, and hunt for it, and she does this with scant apology, either. This prolonged searching has really become second nature to her, so that she looks upon your time she consumes as her very own, her perquisite, you might say.

And think of the many, many disappointments we have to suffer—why, their name is legion! How often and often we think we have a customer all worked up for a fine sale, only to have it "flash in the pan" and turn out a fizzle. How often a lady says she "will come in again soon and decide about the goods" and that is the last you see of her for months at a stretch.

The Sample Fiend.

And how numerously the "sample fiend" gives us a "sample" of what one woman can do to harry a clerk. She never intends to buy. Getting samples has become a mania with her. Once acquired the habit stays by her. She is a first cousin to the woman who looks at goods merely to pass the time away when it hangs too heavily on her hands.

And so it goes. Every hour in the day appears to pile up our grievance until it seems as if we rather throw up our clerkships and "take to the tall timber." We would prefer to cut logs in a lumber camp for a living.

We do not look for the millennium in our situation, but we certainly would enjoy life better if the buying public showed us just a little more consideration.

This sort of thing is trying, of course but the next customer may be more considerate and the successful clerk will allow the annoyance to slip from his memory like water from a duck's back, so as to meet the newcomer cheerfully.

Telephones on Trains.

The Union Pacific will soon have in operation over all its lines a telephone system for the operation of trains and for the transaction of other business. The telephone system will not take the place of the telegraph, but will be supplementary to it. When the system is in successful operation, all trains will be equipped with telephone instruments which can be attached to the wires at any point along the lines for immediate use in case of accident or other emergency. The company has been using the telephone experimentally for two years or more, using its telegraph wires to carry telephone messages, and it has found that they can be used to advantage. It has been found to work best for short distances, but by means of relays it can be advantageously worked over the whole system.—Omaha Bee.

Bishop Clark and the Polite Stranger.

There was no limit to the humorous situation for which the Right Rev. Thomas L. Clark, bishop of Rhode Island, was responsible. Some years ago while attending a lecture in Boston he observed a man sitting three seats in front whom he thought he knew. He requested the person sitting next to him to "punch" the other individual with his umbrella.

The polite stranger did so and, the disturbed person turning his head a little, Bishop Clark discovered his mistake. It was not the person he supposed. Fixing his attention steadfastly on the lecturer and affecting unconsciousness of the whole affair he left the man with the umbrella to settle with the other for the disturbance, and, this man being wholly without an excuse, there was, of course, a ludicrous and embarrassing scene, during all of which Bishop Clark was profoundly interested in the lecture.

At last the man with the umbrella asked, rather indignantly, "Didn't you tell me to punch that person with my umbrella?"

"Yes."

"And what did you want?"

"I wanted to see whether you would punch him or not."—Boston Herald.

A Lawyer's Nerve.

A self satisfied young lawyer went over to Michigan from Ohio to represent a client of that state who was mixed up in some litigation over which the Wayne county court had original jurisdiction. In the course of argument the Buckeye lawyer became tangled, and the judge kindly advised him to back up and repeat with greater deliberation. Then the court let the youth down by saying, "If you do that I will be better able to follow the thread of your contention." "Glad to accommodate you, judge," said the young man as he recovered his confidence. "I am dealing with a very complicated point of law, and I suspected that it might be too intricate for your honor to follow at the rate I was going." The dignity of the court was knocked out, and he joined heartily in the general laugh.—Kansas City Star.

WIELAND BROS.

121-123 Clay Street San Francisco

Importers and Commission Merchants

SPECIALTIES—Imported and domestic Swiss Cheese, Limburger, Brick Cheese, Edam, Roquefort, etc.; Mackerel, Codfish, Holland Herrings, Olive Oil, Spanish and California Olives, all kinds of Sausages and other delicacies.

SOLE AGENTS for Sierra Cheese, German Breakfast Cheese, Brie, Camembert, Schloss, Kronen and Neufchatel Cheese.

WILLIAM E. HARM
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183-185 Valencia St. Near 13th
Tel. Folsom 1911
Wholesale Dealer in
POTATOES, ONIONS
BEANS, EGGS
Etc., Etc., Etc.

WITZEL & BAKER, Commission Merchants

Telephone Main 718
314, 316 BATTERY ST., SAN FRANCISCO, CAL.

Fancy Creamery Butter and Ranch Eggs Our Specialty

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PATRICK & CO., RUBBER STAMPS
111-113 SANSOME STREET
One block south of old location.

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109 California .....Phone: Main 1972

Fred P. Hobbs & Co.
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Ehrman Bros. & Co. .....225 California

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Spohn-Patrick Co.....16-22 Front

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Mutual Biscuit Co.
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C. R. Splivalo & Co ....347 Sacramento

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Kelley-Clarke Co. .....130 California

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Old Manse Maple Syrup.
Castle Bros. .....463 Mission St.

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A. Vignier & Co.
429-431 Battery ... Phone: Main 1507

Wichman, Lutgen & Co.
29-31 Battery St .... Phone Main 5588

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OFFICE AND BOTTLING WORKS

160 Thirteenth St, near Folsom, S. F.

Highest Grade Package Goods for Family Trade

ROYAL AND QUEEN'S TASTE

(1 lb packages) (2½ lb cartons)

Macaroni, Vermicelli and Spaghetti

ROYAL ITALIAN A. B. C. PASTE, in 1 lb papers
GOLDEN GATE EGG NOODLES, in ½ lb papers

For Sale by all Jobbers

PETERS BROS., BALTZ & DITTMANN

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SAN FRANCISCO, CAL.

TOBOGGAN

MAPLE SYRUP -- IT IS BEST

Pacific Coast Syrup Co.

SAN FRANCISCO

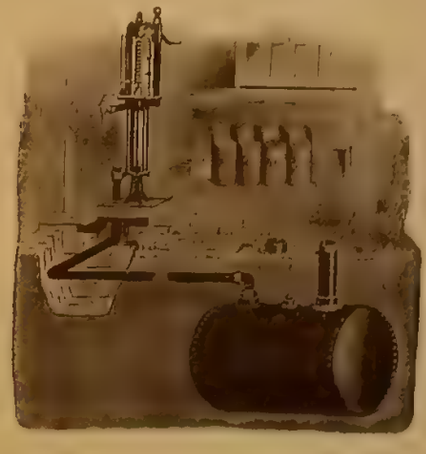
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TAKE NO RISKS WITH GASOLINE

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IT IS AN ABSOLUTE PROTECTION FROM FIRE AND RESULTING LOSS



PUMP IN STORE--TANK BURIED

ONLY ONE GALLON OF GASOLINE IN BUILDING AND THAT INSIDE PUMP

TANK OF HEAVY STEEL, RIVETED AND SOLDERED

IT IS PERMITTED BY THE INSURANCE COMPANIES

MEASURES GALLONS, HALF GALLONS OR QUARTS

PUMP ALL OF METAL

ASK FOR CATALOG "88"—THERE'S NO TIME LIKE NOW

S. F. BOWSER & CO. - FORT WAYNE, INDIANA

THE ONLY

GOLD MEDAL

Awarded a *Pacific Coast Evaporated Cream* on the *Original Decision* of the Jury of Awards at the Recent

LEWIS & CLARKE EXPOSITION

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WAS GIVEN TO

ALPINE CREAM

THE CULMINATION OF PERFECTION IN THE PRODUCTION OF EVAPORATED CREAMS.....

ALPINE CREAM is pure **unskimmed** milk evaporated in vacuum to the consistency of thick cream. It is **thoroughly sterilized** on new hygienic principles. Owing to the treatment it is **germless** and **more readily digested** than **any other form** of milk.

POPULAR WITH CONSUMERS BECAUSE OF

Purity-- This is ABSOLUTELY GUARANTEED.

Rich Flavor-- Is UNEXCELLED. Has not the "cooked taste" of other creams.

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Satisfaction-- Customers want no other when they have once tried ALPINE.

Advertising-- Its good qualities are being told in many ways.

Profit-- The selling price is maintained and insures a fair margin for the retail grocer.

John B. Meyenberg, the manufacturer of **ALPINE CREAM,** is the inventor of Evaporated Cream. With his **20 years'** experience and his improved processes, he is now making an article which surpasses all other brands in quality. **He knows how.**

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95 MARKET ST., ROOMS 212-213, SAN FRANCISCO

(Factory: Hollister, Cal.)

THE RETAIL GROCERS ADVOCATE

A. H. POWERS, Editor

SAN FRANCISCO, CAL., DECEMBER 22, 1905

Vol. 10, No. 51

M. J. B. Coffee

sells better than any other

Why?

The Strike and Boycott

Against the Seattle Brewing & Malting Company, Brewers of

"RAINIER BEER"

Has Been Declared Off

The differences between that brewery and its employees having been adjusted to the satisfaction of all parties concerned. The boycott in San Francisco has likewise been called off.

We, the agents for this beer, wish to take this opportunity to thank our patrons and the public at large for their staunch support during our trouble, and likewise to assure our union friends so far as we are concerned there existed no differences with our employees. Our men and ourselves were the innocent victims of circumstances; the strike here being merely a sympathetic one.

We also wish to assure the public that the well-known standard of quality of

"RAINIER" BEER

will be maintained in the future, and that it will always be as it has been in the past, the "best" beverage that science, money and experience can produce.

JOHN RAPP & SON.

IXL - Kapp and Street - W.G.M.

TAMALES

IN

KEY-OPENER CANS



THE ORIGINAL

Powdered Stove Polish

Mixes with water instantly.

Advertised Everywhere.

OUR GUARANTEES:

To give SATISFACTION or your MONEY BACK
To give a QUICK, BRILLIANT LUSTRE
To give Dealers a GOOD PROFIT

5-cent Size, per box, 3 doz., **Costs $1.50,** with ½ dozen free, **Sells for $2.10**

10-cent Size, per box, 3 doz., **Costs $2.50,** with ½ dozen free, **Sells for $4.20**

R. A. Holcombe & Co. Pacific Coast Agents. **124 California St. San Francisco, Cal.**



Greatest Value Ever Received For My Money

H. N. EDLIN,

1264-1266 Devisadero St.

who owns one of the Most Attractive and Progressive Grocery Stores in the Western Addition, says:

WILLIAM A. HAWLEY: San Francisco, Sept. 12, 1905.

Dear Sir:—My investment in your **McCaskey Account Register** has, I am satisfied, given me the **Greatest Value I Have Ever Received** for my money. It has resulted in the saving of several hours of time each day and of several days at the end of each month; since where I formerly had to begin about the 24 h of each month to make out my monthly statements, I now have them ready in less than 30 minutes. Your **McCaskey Account Register** has given me a **simple** and **complete system** for keeping my accounts that makes my book keeping no more trouble than I have had in keeping account of my cash sales with my cash registers. I would not be without it. Very truly yours, H. N. EDLIN.

Write or Phone To-day for Particulars.

Our representatives will be pleased to call and show you the Register.

EASY PAYMENTS.

W. A. HAWLEY, Pacific Coast Agent

Office: Top Floor, James Flood Bldg., Powell and Market Streets

Phone, Montgomery 1064. SAN FRANCISCO, CAL.

The McCaskey Register Co., - - - - Alliance, Ohio

Manufacturers of the Famous Multiplex Carbon Back Order Pads.

SAVAGE & CHARLTON, San Francisco Agents.

To the Trade

In order to satisfy a demand for a higher grade of evaporated cream than heretofore obtainable in so-called 20-ounce cans, we offer



OUR PET BRAND EVAPORATED CREAM

In "Tall" size cans.
(Weighing 16 ounces net.)

This is in addition to our "Family" and "Baby" sizes. We are, therefore, in position to furnish this well and favorably known brand in cans of three different sizes, packed as follows:

"Tall" size .....4 dozen cans per case
"Family" size.....4 dozen cans per case
"Baby" size .....6 dozen cans per case

By handling our full line, you are in position to please large and small consumers with the best quality of evaporated cream made in the world.

IN REGARD TO PRICES CONSULT YOUR JOBBER.

Helvetia Milk Condensing Co.,
HIGHLAND, ILL.
San Francisco Office, 3 California St.

Common Sense teaches Grocers to sell what pays Best

AND GIVES SATISFACTION.

That's why **1000** Retail Grocers in the Bay Cities sell **"A 1" FLOUR.**

You can MONEY BACK our goods.

BEST ON EARTH

"A 1" FLOUR



GLOBE MILLS

We claim that **"A 1" FLOUR** will make MORE LOAVES OF BREAD to the barrel and BETTER BREAD than other flours.

WE MAINTAIN THE RETAIL SELLING PRICE.

Tell us how to do more and WE'LL DO IT!

GLOBE GRAIN & MILLING CO.

MONTGOMERY AND CHESTNUT STS., SAN FRANCISCO, CAL.

Telephone Bush 759.

(Please mention the ADVOCATE to Advertisers. It helps us materially.)

Just as Leave

be "out of" sugar or flour as to be "out of"



Watch the Stock of Carnation Cream.....

When it begins to "run low"

Order Again

All Jobbers sell it.

Carnation Cream

THE OVERLAND LIMITED

has

Electric Lights in Every Berth

The new composite-observation cars, the train libraries, excellent dining-car service, luxuriously appointed sleeping cars, and the courtesy of the attendants make this one of the finest trains in America.

The magnificent scenery of the Sierra Nevada and Rocky Mountains, and the novelty of crossing the great Salt Lake by rail add to the enjoyment of the trip, and make it one of unusual interest.

San Francisco to Chicago in less than three days.

Full particulars of agent,

SOUTHERN PACIFIC

NEVER ASK

"What kind of Sapolio?" There is but one

SAPOLIO

Just give that. If your customer asked for a pound of Java coffee, would you suggest to her some coffee essence?

(93)

Retail Grocers' Advocate

CALIFORNIA RETAIL GROCERS' AND MERCHANTS' ASSOCIATION — OFFICIAL PAPER — RETAIL GROCERS' ASSOCIATION

Vol. 10 — SAN FRANCISCO, CAL., DECEMBER 22, 1905 — No. 51

THE RETAIL GROCERS' ADVOCATE

Published Every Friday by
ADVOCATE PUBLISHING CO.

Subscriptions:
One Year $2.00
Single Copies ..... .10

PUBLICATION OFFICE:
456 MONTGOMERY STREET.
Rooms 413-414. Tele. John 2601

Entered at the Postoffice at San Francisco as Second Class Matter.

Points to Watch

BEANS—
Most dealers expect that higher prices will prevail for beans after the turn of the year, when new demand sets in. Lima beans are higher and held in strong hands.

MAPLE SYRUP—
Jobbers' stock of maple syrup is very low and supplies in first hands are practically exhausted. The market will be very low before new crop is at hand.

RICE—
The strong statistical position of rice indicates that it will be well to anticipate requirements fully.

AMERICAN SARDINES.
The close of the packing season finds the market stronger. Prices are very low now. With the spring demand advances are anticipated.

HERRING AND MACKEREL—
It will pay those interested to read the letter of Strohmeyer & Arpe Co. on page 23.

IMPORTED FIGS—
Stocks in this market are comparatively light. The spring demand will probably develop considerable strength.

THE GROCERS' PAPER.

State Board Authorizes the Issuance of a Letter Concerning the "Advocate."

At the recent regular monthly meeting for December of the directors of the California Retail Grocers' and Merchants' Association, the secretary was instructed to issue the following letter:

San Francisco, Dec. 15, 1905.

Dear Sirs:

The contemptible attacks made upon the better class of grocers of San Francisco and the State Grocers' Association by a small clique of San Francisco retail grocers found its culmination last week when they made an attempt to interfere with the advertising patronage of our official paper, the **Retail Grocers Advocate.**

No other single influence has done so much as the **Retail Grocers' Advocate** to better trade conditions for the grocers of the whole state of California, and particularly for the grocers of San Francisco.

If you want to help the condition of the grocery trade and patronize a paper that is read by grocers and general merchandise dealers in every large city on the Pacific Coast, you will be glad of the opportunity to make use of the columns of our paper, the **Retail Grocers' Advocate.** Yours truly,

California Retail Grocers and Merchants' Association.

Frank B. Connolly.
Secretary.

L. Warnke,
President.

The status of the movement to secure a profit on flour was discussed and plans made.

When the meeting adjourned it adjourned out of respect to the memory of Mrs. A. H Powers.

FAIR PLAY.

Retail Merchants Throughout the State Express a Desire for Better Conditions.

The article in last week's Advocate, referring to the practice of wholesalers and manufacturers selling direct to consumers, has aroused a great deal of interest among our retail merchants throughout the entire state. We have received many communications from readers of our paper, who express their opinions forcibly and earnestly. From the tenor of these communications, it can readily be perceived that no wholesaler or manufacturer could afford to continue this practice if the State Grocers' Association should call the attention of the trade to their refusal to deal with the retailers.

No legitimate wholesale grocer desires the trade of consumers. Many wholesale houses have taken on this trade merely because they wished to save it for themselves from other houses who have but little trade with retail merchants. The fact that the retail merchants have never effectively demanded that they discontinue the practice has also served to help increase it

A Wholesaler's Idea.

Among the communications received was a letter from Channel Commercial Co. of Ventura, Cal., who state the position of the wholesaler as follows:

"In our opinion the only remedy is for the wholesale grocers to make a division of territory, drawing dividing lines. So long as the wholesaler in one territory is allowed to trespass on the territory of another, and so long as the retailer living in Ventura can buy his goods of the wholesaler in San Francisco or Los Angeles for five per cent less than the retailer in San Francisco or Los Angeles can buy the same goods of the home wholesaler, then in turn the retailer in Los Angeles sends to Ventura or San Francisco and does the same thing, instead of supporting his home jobber.

So long as this practice continues, the wholesaler will naturally trespass on the trade of such retailers because they do not give him any protection. The retailer therefore is himself to blame for much of this, as well as the wholesaler. It should be a matter of reciprocity.

"It is natural for the wholesaler to protect the retailer who is his patron, and natural for him not to protect one who is a patron of a foreign competitor. It is also natural for the wholesaler or retailer to sell goods to one who lives under the nose of a competitor for less money than he could possibly sell to his own trade and pay expenses.

"These facts and these facts alone cause trouble."

Without exception, the retail grocers who have sent in communications with regard to the abuse of wholesalers selling to consumers, have stated that they would "cut out" any firm that might insist on selling to parties who ordinarily would be customers or some retail grocer. We quote from some of the letters received as follows:

P. B. Pancher, Sacramento.—"We fully approve of the sentiments expressed in the article in the **Advocate.** We at one time had trouble with our jobbers here. We went to them two years ago and they willingly gave up this business to us, and have refrained from selling consumers since that time. Our association will cut out any house in the jobbing business that interferes with their legitimate trade and be mightly glad to do it."

H L. Dean, Sacramento.—"I am in a position to know that almost every wholesale house, both grocery and produce, sells more or less to the consumer. The retailers certainly suffer from this. The names of the offenders can easily be found out by investigation. I

(Continued on page 24.)

FLOUR.

Progress Being Made in the Movement Toward Getting a Fair Profit.

Several meetings have been held in the past few weeks by the grocers and the millers as a result of the agitation instituted by the "Committee of 100" of which Frank B. Connolly is secretary, and the **Grocer's Advocate.**

All of the millers realize the absolute necessity of protecting their grocer customers and with one exception they have expressed themselves as desirous of instituting the fixed price plan without delay.

The "Committee of 100" and the Alameda County Retail Grocers' Association were represented at the various meetings by grocers of weight and standing. All these men were listened to by the millers with attention and respect

When a standing vote was called for to learn if any of the gentlemen present did not desire to have a retail selling price on flour maintained, there was not a single dissenting vote.

The Legal Aspect.

It is illegal for several millers to get together and agree mutually among themselves that they will take certain steps to restrain trade on any article by fixing the price.

It is illegal for retail dealers and manufacturers to get together and in consideration of a mutual agreement decide to fix certain prices.

What Can Be Done.

Any mill has a right to fix a retail selling price on its product.

Any mill has a right to refuse to sell to any dealer who will not agree to maintain the price so fixed.

Any mill can enjoin by legal process any dealer from selling its product at a different price than that which it may have fixed. It also has recourse in damages against a dealer so offending.

What the Dealers May Do.

Every individual retail dealer has a right to refuse to handle any article on which he does not secure a profit sufficient to warrant his handling it

If any mill should insist upon allowing cutters to sell its product at a price such as to make that particular flour unprofitable to handle, the grocers of the state of California would have a perfect right to refrain from handling such flour and sell instead the product of such mills as should take steps to protect the selling price of their goods.

The Advocate's Position.

The **Advocate,** as the mouthpiece of the State Grocers' Association, has the right to call the attention of the retail grocery trade to those firms that protect the retail selling price of their goods, thus making them desirable articles for the grocery trade to handle.

The **Advocate** also has the right to call attention to those mills that allow the retail selling price of their product to be cut and to advise the trade of the whole Coast not to handle such goods.

The **Advocate** is prepared to do these things whenever the retail grocery trade decides that they want to have it done and will gladly use the power that accrues from its wide circulation to reward the mills that may maintain the retail selling price of their goods by giving as much publicity as possible to their actions in this regard.

GOOD GOVERNMENT.

Advocate's Editor Recognized by the Municipal Administration With Responsible Appointment.

It is with much pride and gratification that the **Advocate** announces the appointment of its editor, Aaron H. Powers, to the responsible position of Chief Examiner and Secretary of the Civil Service Commission.

Mr. Powers has been in position during the past four years to know absolutely the honesty of purpose of His Honor, Mayor Eugene E. Schmitz, and of the many mischiefs that served to interfere with his administration and lessen its effectiveness.

Mr. Powers also knew that on numerous occasions the administration had complied with requests made by the grocers which were always granted promptly as soon as the fairness and honesty of the requests were made evident.

Mr Powers knew that the stories of graft in connection with the administration were not as true as far as the grocery trade were concerned and also that they were not true in numerous other instances. He knew the men who would circulate lying statements at one time could hardly be believed when they made other statements of a similar character.

For these reasons Mr. Powers not only personally, but through the **Advocate,** expressed his opinion that the grocery trade of San Francisco would profit more largely by strengthening the arm of Mayor Schmitz since those who were willing to seek victory through lies could hardly be expected to reform themselves after election and given an honest administration.

The retail grocers of San Francisco are to be congratulated on the fact of having someone at the City Hall who has so long been identified with every movement to better trade conditions and who has been so thoroughly wedded to their interests.

Mr. Powers will continue the editorial direction of the **Advocate.** He has engaged as business manager Mr. H. W. Thurlow, whose long experience as a commercial traveler will specially fit him to add to the value of the paper.

A CIGAR THAT REPEATS.

The Prima Lucia is one of the best sellers in the clear Havana line ever introduced to this market, and although known here for only three months has already shown qualities as a repeater that is beyond even the expectations of its distributors. Wherever placed orders have duplicated.

The Lewin-Meyer Co., the successful grocery house, who are well known for the many successes they have made, are the distributors for California.

Mr. Arnold Poliak, the representative of the Prima Lucia factory of Tampa Florida has just paid the trade a visit to his Oregon and Washington agents, who have been as successful in placing this cigar in their respective territories as has the Lewin Meyer Co in the California market.

E J. Gillen is looking after the country trade in behalf of this cigar and H. H. Welsh of the San Francisco, and send in orders in bunches.

There is no exception to this rule:
Once a Customer, always a Customer for

NICELLE
FRENCH
OLIVE OIL



First Pressing of Sound, Selected Mature Olives

Competitors press the olives a second and third time.

Exquisite Flavor

"NICELLE" Olive Oil is sweet as a nut. Delicate, delicious flavor.

Brilliant Color

We know how to refine Olive Oil. Our process consumes much time and is expensive, but it makes "NICELLE" Olive Oil the clearest, cleanest and best on the market.



Unquestioned Purity

Its purity was officially endorsed by the U. S. Bureau of Chemistry, Department of Agriculture.

If You Have Customers that Want the Best, Why Not Give It to Them?

"Nicelle" Surpasses
"Nicelle" Pleases "Nicelle" Sells

Put up in ½-pint, pint, quart and 22-ounce bottles. Also in 32-ounce, ½-gallon and 1-gallon tins.

Come and see what we have to tempt the eye and the appetite.

White Label Queen and Manzanilla Olives
Pim-Olas and Baby Pim-Olas **Nonpareil French Capers**

We carry a stock of the Choicest Offerings in the way of Relishes for the Holiday Trade.

Seville Packing Co., Packers and Proprietors. Nice, France; Seville, Spain; New York, U. S. A.

PACIFIC COAST AGENTS:
JOHN H. SPOHN COMPANY
(INCORPORATED)
16, 18, 20, 22 FRONT STREET - - - - SAN FRANCISCO, CAL.
SPOHN-COOK COMPANY, Los Angeles
BRANCH HOUSES: Seattle, Portland, Denver, Salt Lake City.

SEASONABLE SUGGESTIONS.

Pointers "Borrowed" From the Columns of Various Careful Contemporaries.

Keep profits in sight.

Go after Christmas trade.

Sell the boxes and barrels.

Canned oysters are moving well.

Get a Christmas tree or two out in front.

Don't forget the Sunday school candy trade.

Remember January first and the inventory.

Sell more holly and Christmas greens this year.

Cold weather stimulates tea and coffee trade.

Don't forget to blanket the delivery horses these days.

Canned mince meat and plum pudding are seasonable.

Display Christmas goods where they can be seen to advantage.

Are you leaving alone all cereals and other goods containing premiums?

Pop corn and poppers make a good combination to put in the window.

Give canned corn a push. Prices are low enough to stimulate demand.

A well-kept fish and oyster department ought to be a paying proposition now.

Christmas tree candles and ornaments are being shown by city grocers.

Remember that it costs you somewhere around 15 per cent to do business.

Look out for fires. Keep the store clean and the back room free from rubbish.

Brighten the store with a little holly and other greenstuff. It will be money well spent.

Canned peas are becoming very firm on the short pack and the continued good demand.

There is a big holiday trade due every grocer. Get your share. It is right in front of you.

How about the marcaroni and the noodles and spaghetti? Have you advertised this line lately.

Don't let a customer buy buckwheat flour without asking him if he needs any syrup to go with it.

How is the package tea trade? In some stores there is nothing doing in this line—yet there should be.

Baltimore's cove oyster pack has been lighter to date than expected. Look out for an advance on this item.

Canned and evaporated peaches are strong and it would not be surprising if both advanced after the first of the year.

Push fancy goods now as never before. You can sell stuff now that will not sell at any other time in a twelvemonth.

Wicks, chimneys, burners, etc., will result in sales these days when darkness comes early and stays late in the morning.

There is a strong market now on California dried lima beans. Recent advance is held to be fully warranted by conditions.

This is a good time to talk rice. This is one of the low-priced food products and can be prepared for the time in a variety of appetizing ways.

Try something new for the Christmas trade. There may be a line that you have never handled and which will yet take well with your customers.

Cheee—don't forget this item, which is always a good winter seller. A good cheese trade is a source of profit to the retailer which he cannot afford to overlook.

Maple syrup, if it's the real thing, will sell if it's talked now. But it isn't wise to represent an imitation article as the genuine, and in the long run it doesn't pay.

Coffee and tea require constant attention to build up a good trade on. Sales of coffees and teas help to fatten the merchant's bank account, and must not be neglected.

Newfoundland advices report a continued scarcity of herring. The American fishing fleet is off the Bay Islands in full force this year, but results to date are very disappointing.

Secretary Wilson of the department of agriculture emphasized the necessity of a national pure food law in an address before the annual convention of official agricultural chemists in session at Washington.

This country is now using about 2,000,000 tons of sugar. Of this amount about 1,000,000 tons are raised in Hawaii, Porto Rico and the United States, the balance being imported, 1,200,000 tons coming from Cuba.

French advices say the sardine catch this season is very much below the average and the fishermen are reported suffering much distress. The catch in other European waters will also be inadequate to fill the demand.

Advertise "dollar bargains" in Christmas specialties such as nuts, figs, dates, citron, peels, etc. Make up some attractive assortments of these goods and talk them in your advertising from now until December 24.

Fancy crockery is a line not to be overlooked at this season. A dozen plates or cups and saucers make an excellent Christmas gift and many a family that is to give a Christmas dinner will want some extra dishes.

According to one of the leading importers of Persian dates, it looks as though consumption will be decidedly heavier than usual this year, owing, no doubt, in a large measure, to the very excellent quality of the fruit and the moderate prices ruling.

Canned asparagus is coming in for a large demand. The consumption of this vegetable is showing a considerable increase and as the pack was short this year it is not improbable that there may be a shortage and higher prices. Indeed, it seems altogether likely.

Spice importers say that certain sizes of nutmegs are the cheapest ever. May not be so cheap again, not at least for a good while. This market at present is the cheapest in the world. In the producing countries about 2 cents per pound above our parity is asked.

Advices from Dallas, Texas, report that pecan nuts are very scarce in that vicinity, the supply being scarcely sufficien to meet local demands. It is expected, however, that the supply will be more plentiful later, though the crop in that vicinity is smaller than anticipated.

Many grocers who find it does not pay to carry green vegetables like lettuce, radishes and onions in the winter months make it a point to have a good assortment of these at Christmas time. No matter if they are expensive the trade will take them for the Christmas dinner. Try it and see.

The gradual reduction in earlier estimates of the probable output of walnuts this year has produced a firmer market in this line than would otherwise have been the case. Five thousand to six thousand tons is now the probability for the output of walnuts this year in place of 8,500 tons and upwards as originally indicated.

The United States leads all other nations in the consumption of tobacco, according to a recent report of the bureau of statistics. Reckoned according to pounds per capita, Belgium leads, with 6.21 for every inhabitant. The United States is second with 5.40 pounds; Germany, 3.44; Australia, 3.02; Canada, 2.74; France, 2.16, United Kingdom, 1.95, and Russia, 1.10.

Christmas trees, Christmas candy, nuts, figs, dates, fancy cured fruits fancy canned goods, candied and glace fruits, holly, smilax olives, shelled nuts, pickles, oranges, pineapples, bananas, celery, radishes, preserves, jams, jellies, marmalades and puddings. This is a small list of the lines that are wanted for the Christmas trade. Push them from now on.

The government has issued the first of a list of patent medicines that contain so much alcohol as to require the merchant handling them to take out a government liquor dealer's license. The test that the government makes it simpy that any compound in which there is alcohol in such quantities that the other ingredients do not materially change the nature of alcohol shall be considered as an alcoholic beverage.

There is only a small supply of canned fruits left to draw from. The supply of pears, however, in California is larger than at this time in 1904, being a result of the high opening prices on this fruit. The general tendency of California fruits is upward. The feeling on all packs of peaches is especially strong at present. Steady buying of small lots of peaches and berries is greatly reducing the stocks of those articles, both in the west and east and there are indications of stiffening prices in anticipation of the short supply next spring.

Tea imports have failed to hold their own during the ten months of the calendar year ended October 30. The net imports into this country for the ten months were only 72,005,721 pounds, as against 81,787,796 pounds in corresponding time last year. The 1903 figures correspond closely with those of 1904. It may surprise our readers to learn that it is not Japan, but China that shows a marked falling off in the exports of tea to the United States this season, the decline in the Chinese figures being 8,386,700 pounds, whereas the Japanese exports of tea to this country declined only 2,034,208 pounds.

"Coffee looks good to me," said a well-known jobber the other day. I can't for the life of me see anything in the market to warrant any decline. On the other hand, there is every reason to believe that the future will see higher prices. The production of coffees is well-known to be below the world's consumption at present, and this alone should prove a strong card. Aside from this, the possibility of an import tax, the high rate of exchange in Brazil and the increasing consumption would all indicate a steady or advancing market. The only bear argument that I can see is the 1906-1907 crop, which might, possibly, promise to be such a large one as to affect the spot market before the winter is over. But that is pretty remote."

QUIET PROGRESS.

A Still Water That Runs Deep.

For the past two and one-half years Perfection Short Credit System has has been steadily and quietly winning its way into the hearts and stores of the retail dealers of the Pacific Coast. The simple reason is real merit, the sort of quality that makes true friendship between men—honesty, simplicity, promptness.

The Perfection Short Credit System becomes a personality in your business; **a silent partner on whom you can rely.**

Address a postal of inquiry regarding **this great business help to P. E. Dinfestey, Pacific Coast Agent, 220 California street, San Francisco.**

CRUSHED OUT BY TRUST.

Denver, Dec. 4—"One of Denver's Old Industries Throttled," is the caption which appears in big, black type, over an article in a recent issue of the Denver Post. The opening paragraph reads as follows: "Throttled by an octopus, frozen out by the trust, the Silver State Cigar Co., at 1430 Arapahoe street, distinctively a Colorado and Denver concern, which twenty years ago was established by W. W. Arnold, has been forced to the wall and the deleted stock of the once famous cigar—the Silver State, a cigar which did much to make Color do famous—was last evening sold for a song by order of a referee in bankruptcy."

OPEN CO-OPERATIVE GROCERY.

Roberts Island, Dec. 6—Twenty farmers of the section of the island near Holt Station have erected a building at the station which will be used as a grocery store. The store will be run on the co-operative plan.

A MATTER OF HEALTH

ROYAL



BAKING POWDER

Absolutely Pure

HAS NO SUBSTITUTE

All Grocers should carry a full stock of Royal Baking Powder.

It always gives the Greatest Satisfaction to customers, and in the end yields the larger profit to the Grocer.

BUY YOUR
PRUNES
DIRECT.

We Pack Only Fruit of
OUR OWN GROWING

We make a Specialty of Packing for the Retail Trade.

OUR QUALITY
Will Help You Build Up
YOUR BUSINESS

Write for Prices, etc., to
Los Gatos Cured Fruit Co.
NOAH G. ROGERS, President
LOS GATOS, CAL.

SNIDER'S
PORK AND BEANS
WITH TOMATO SAUCE

You Can't Lose if you buy this brand.



1-pound
2-pound
3-pound
Tins
Retail
at
10c 15c
and 25c

Snider's Pork AND Beans
WITH TOMATO SAUCE
are preferred by people who have eaten the various other brands.
Merit Sells Them.

T. A. SNIDER PRESERVE CO., Cincinnati, O.
Makers of Snider's Catsup, Oyster Cocktail Sauce, Salad Dressing, Chili Sauce and Tomato Soup.

JOHN H. SPOHN CO., Agents
16-22 Front St., San Francisco, Cal.

BEAN SITUATION.

Valuable Resume of Existing Conditions and Probable Future by a Recognized Authority.

The following letter from Holmes & Stockard Co., of Los Angeles, a firm that is recognized authority on beans, was misplaced last week. Its matter is of such value that we present it herewith.

Los Angeles, Dec. 6.—Holmes & Stockard Co., report:

"The great Lima bean rush being over let's glance at the situation—past, present and future.

"All of our bean letters, relating to this season's crop and business, have been decidedly bullish—that attitude alone having been the only correct reflection of the actual conditions, as we saw them, from time to time. However we are not going to say 'I told you so,' but will quote fro mour letter of August 17th as follows:

"'Now, as to prospective market conditions. First. No spot stocks at all to begin with. Second. An abnormally big demand absolutely assured. Third. One-third to one-half of a full average crop already sold East under contract for October-November delivery, though in some sections of the East that takes limas in fairly liberal quantities, not a bag has been contracted for yet. Fourth. One-half to two-thirds of the crop already out of the hands of growers and under contract to shippers. Such is the situation in a nut shell. Viewed logically, and from a cold business standpoint, is there a single phase of it that justifies, favors or foreshadows lower values even though a full crop materializes? Those who are familiar with the marketing methods and the manipulations that are incident to and which have become distinctive features of the business will hesitate, at least before answering that question affirmatively.'

"And again on September 19th we wrote:

"'Our estimate of the crop based on continued good weather is 750,000 sacks which we regard as outside. The probabilities are that the output will be under rather than over that quantity. As to prospective values, we adhere to the views heretofore expressed in our several letters, believing that even with favorable weather and harvesting conditions present prices are safe and rather in buyers' favor, while if early rains and unfavorable conditions ensue values will be elevated sharply.'

"Were those statements and predictions 'Fairy Tales or were they sound and fully warranted by the outlook and the existing conditions? Have they been verified? 'Let the facts of today answer.'

"'The total output is not more than 775,000 sacks or less than 725,000 sacks so that 750,000 sacks holds good in the absence of an actual count. Shipments to the first of the year will aggregate 500,000 to 525 000 sacks, leaving on hand then from 225,000 to 250,000 sacks. The requirement for seed will be from 20,000 to 40,000 sacks, which leaves a total available supply on hand January 1, of something like 200,000 sacks to meet the demand for the balance of the season.

"Is there 'enough to go 'round?'

"San Francisco will require about 50,000 sacks for shipment in mixed cars with other varieties to the southeastern territory and the balance (125,000 to 150,000 sacks) seems insufficient to supply the eastern demand.

"It would seem utterly futile to expect lower prices again this season. On the contrary, higher rates are scheduled. The entire stock, practically is in the hands of a very few strong holders and if prices are not 'boosted' at a lively rate later on we will be much surprised."

HOW TO SELL HAM.

A butcher can make a profit slicing ham, providing he sells sliced ham at an average of 50 per cent more than it costs him. In some instances he can get more, it being a question as to the class of trade he caters to.

He must start from the first cut of the butt end and slice up as far as possible to the shank end, using skinback hams, which are best suited for slicing, weighing from 12 to 16 pounds.

A 15-pound ham at 12½ cents per pound would cost $1.88 Ten pounds sliced at 20 cents bring $2.00, and four pounds of shank end at 10 cents bring 40 cents. Allow one pound for shrinkage. The profit is 52 cents.

All dealers should study to cut ham according to their trade. A Brooklyn dealer says: "We cut all hams right from the end and never cut down to the shank, always leaving enough on to sell the ham for half a ham, therefore having no ends. And in first-class shops where there is more call for sliced ham they can charge enough for middle cuts to pay and dispose of these ends at a low figure. Fourteen to sixteen pound hams are the best to cut up. In some shops where there is more call for half hams they can always cut one or two slices from each half and make extra profits. Educate your customers according to your trade Most butchers nowadays only spoil the customers."

You want to please your customers.



Lily
CREAM
WILL DO IT
Its Pure
That's Sure

At All Jobbers

Pacific Creamery Co.
San Francisco Office, 115 Davis St.
Phone, Bush 522.

Better Profits

Greater Economy in
Cereal Goods
A New Departure.

DEL MONTE MILLING CO.
PEACOCK BRAND
SAN FRANCISCO.

ALL MEALS
Can Now be Secured in
2-lb. and 5-lb. Cartons
UNDER THE
PEACOCK BRAND

Thoroughly Sterilized — No Waste — No Bugs — Attractive Packages
Packed by Machinery — Not Touched by Human Hands.

Selling Price Absolutely Protected.

Sole Manufacturers:
DEL MONTE MILLING CO.
San Francisco and Los Angeles.

CRACKER-JACK
THE MORE YOU EAT
THE MORE YOU WANT
THE WORLD'S GREATEST
5¢ SELLER

100 Packages to Case $3.65
Case weighs 40 pounds gross.
Dodge, Sweeney & Co., AGENTS SAN FRANCISCO

AN EFFECTIVE COMBINATION.

Steiner & Co, the agressive retail grocers of Escondido, have followed the advice of the Advocate to offer their trade combination purchases such as are given by the department and mail order stores. The reading matter accompanying the list of Steiner & Co. is well worth careful consideration. That part of the advertisement referring to the special offer is as follows.

FOR THE HOLIDAYS.

OUR CHRISTMAS BASKET ASSORTMENT.

Grocery Department.

Here is a good, sensible CHRISTMAS PRESENT to give your family or to some other family, who will appreciate your kindness and admire your excellent judgment. To introduce some of OUR OWN well-known brands of pure foods, to those desiring the **best**, we have packed the following assortment of GROCERIES, which are daily used in every household. We will not substitute any of the articles enumerated for others and by comparison of prices with similar groceries (not as good) you will be saving over $3 in the first place, besides being 'SAFE IN QUALITY."

The entire lot of goods as itemized. A TOTAL of $12 worth of any person's money will be sold during

THIS MONTH ONLY, FOR $10

CASH with order. We will only dispose of 100 of these Christmas Baskets to the first 100 customers ordering same so come early and receive the benefit.

Look at these prices. Consider your own welfare. Watch the imitators with cheap quality, try to meet our original, bonafide high-class offering—You know "We Never Fake—Make No Mistake," as STEINER & CO., are dealers in DEPENDABLE WARES ONLY.

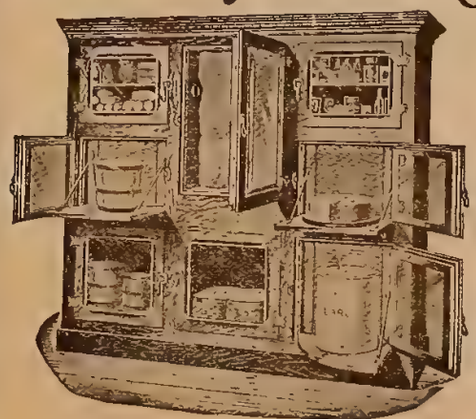
	Lowest Actual Value.	Special Holiday Price.
17 lbs. Western Granulated Sugar	$1.00	$ .40
1 lb. Renowned Barrington Hall Coffee	.40	.35
1 lb. Extra Spider Leg Tea	.60	.50
1 bottle Very Best Vanilla	.30	.30
1 bottle Very Best Lemon	.25	.20
1 lb. Trophy Very Best Baking Powder	.40	.35
1-50 lb Sack Vest Best Globe A-1 Flour	1.45	1.45
3 lb. pkgs. Very Best Carb. Soda	.25	.20
50 lb. Sacks Extra Table Salt	.50	.39
10 lbs. Ex. Soda Crackers	.60	.50
1 large can very best Pepper	.15	.12
1 large can very best Ginger	.15	.12
1 large can very best Mustard	.15	.12
1 large can very best Allspice	.15	.12
1 can S. & Co's Purity Salmon	.20	.13
1 glass jar S. & Co.'s Tomatoes	.20	.20
1 broom, with dust pan, free	.45	.35
1 print Bishop's Tomato Catsup	.25	.20
20 bars S. & Co's Champion Soap	1.00	.95
3 pkgs. None Such Meat	.30	.25
1 lb. Fancy Crystalized Citron	.25	.25
5 lbs. Fancy Christmas Candy, assorted	1.00	.75
5 lbs. new best quality Nuts, assorted	1.00	.75
1 Bishop's Full Christmas Basket	1.00	1.00
Total	$12.00	10.00

A GROCERY WAR.

Toronto, Ont.—A correspondent of the Philadelphia "Grocery World" says that a co-operative buying concern of the retail grocers of that city doing business under the name of the "Grocers' Wholesale Company" have charged the Dominion Wholesale Grocers Guild with maintaining an illegal combination in restraint of trade. Criminal proceedings have been instituted against two officers of the Wholesalers' Association. The complaint of the retailers is that the wholesalers are "conspiring and combining with others to enhance the price of sugar, starch, canned goods and other commodities to restrict the production of the same."

Any Way You Examine a

McCray Refrigerator



Inside or Outside, it is a True Realization of all that is Best in Refrigerator Construction

No. 410 Grocers' Refrigerator.

THE McCRAY REFRIGERATOR RANKS

first in every way. It is sold entirely on its merits and is known everywhere for superiority.

McCRAY REFRIGERATORS are perfect refrigerators and will in a short time repay their cost through saving of butter and other provisions, and ice.

We can here give you but a faint idea of the McCray refrigerator. Let us send you our catalog showing our extensive line from which you can make a selection.

SOLD ON EASY PAYMENTS.

McCRAY REFRIGERATORS ARE GUARANTEED.

BECK - WAKEFIELD COMPANY

GENERAL AGENTS

122 Market Street, San Francisco, Cal.

OAKLAND GROCERS AWAKE.

Interesting Meeting of the Alameda County Retail Grocers' Considers Many Problems.

Oakland, Cal, Dec. 19—Notwithstanding that this is the busiest week of the year a large number of grocers came out to the meeting last Monday evening.

The long looked for answer of the California Millers' Association to the request presented by representatives of the grocers around the bay was what particularly interested many in being present at the meeting. Considerable surprise was expressed that so long a time had been taken to arrive at so few conclusions.

The secretary reported the entire question as presented by the millers and said that there had been no hesitancy on the part of the grocers in accepting the offer of the mills until the question of private brands was brought up.

Then a prolonged discussion was entered into on what was to be done with private brands. Many of those who had private brands were opposed to giving them up until they were assured 25 cents a sack margin and a uniform selling price on the standard brands put out by the millers. On the other hand the millers were opposed to giving what the grocers asked unless the matter of private brands was in some way provided for.

Mr. Hauch then spoke at length on what had been discussed at this conference and said that he was somewhat surprised at the little the millers had had to present to the grocers in reply to the request they had made upon them sometime ago. He thought however, one great result of meeting the millers had been to engender a friendlier feeling between them and the retailers and also to get them to consider very seriously and earnestly the demands made on them by the grocers.

Mr. Warnke spoke upon the opposition manifested by one of the mills to whatever decision the conferees were about to arrive at and said that the millers had been shown a very striking example of earnestness by the way the grocers expressed themselves on the questions at issue. He said that the outlook was most encouraging and that he was positive that we were about to realize the application of that vital principle, viz:

That the manufacturer establish and maintain the retail selling price on his commodities by the manufacturers of one of the largest used staple articles—Flour.

Once this principle was established as it has been elsewhere, its application by the manufacturers of other commodities would be as rapid as it has been in Los Angeles.

Mr. Connolly was called upon and explained many details of the subject. Another matter he called atention to was the effort that is being made to disparage the good work that is being done by the **Retail Grocers' Advocate** and to misrepresent its influence with the retail grocers. This is the work of certain disgruntled members of the S. F. Grocers' Association who were prostituting the organization in doing what the rank and file of its membership would most emphatically disapprove of. The **Retail Grocers' Advocate** is and has always been recognized as the staunch and loyal friend of the retail grocer. It is and has been the exponent of his ideas and those giving it their support are supporting the best interests of the retail grocery trade.

A talk was then promised by Mr. Hauch to be given in the near future on the subject of bookkeeping and the best system.

From a discussion of trade questions the members turned to politics and forthwith proceeded to elect officers for the ensuing term. The election resulted as follows.

President—H. K. Duncan.
1st Vice-President—F. G. Elben.
2d Vice-President—J. L. Woodworth.
3d Vice-President—G. T. Morris.
4th Vice-President—C. Hadlen.
5th Vice-President—A Sutherland.
Treasurer—G. A. Russell.
Directors—H. Hauch, A. J. Nor, H. D. Cushing, G. Hoffman, L. Warnke and J. Hopkins

The secretary called attention of the members to the new license ordinance now pending before the Oakland city council and particularly one of its provisions imposing a tax on solicitors for articles for sale. A committee consisting of Messrs. Cushing Hoffman and Russell were appointed to represent the Association before the city council should anything derogatory to the interests of the retail grocery trade be inserted in the ordinance.

Mr. Warnke then took the floor and informed the meeting of the death of Mrs. A. H. Powers, the wife of one of our honorary members, Mr. A. H. Powers, and moved that the meeting adjourn out of respect to the deceased. The motion was unanimously carried.

J. W. REED, Secretary.

ASSOCIATION NEWS.

Dallas, Texas.—The Dallas Retail Grocers' Association held an open session on Tuesday, November 14th, at which cigars and refreshments were served. Among the prominent guests was a member of the legislature who spoke on "Legislation in Which The Retail Grocer is Interested." He advised grocers to have a permanent committee at all sessions of the legislature to guard their interests.

Texas.—The State Grocers' Association has appointed an organizer and has already put him into the field to help get the grocers together.

Los Angeles, Cal.—The following officers were elected at a recent meeting of the Southern California Retail Grocers' Association: President, L. O. Powers; vice president, A. S. Colby; Treasurer, E. L. Potter; doorkeeper, N. E. Wilson; directors, C. Mottaz J. A. Fazenda, W. D. Buck, N. E. Wilson and W. H. Saxman.

Detroit, Mich.—The Retail Grocers' Association has elected sixteen delegates to attend the state convention and also elected three delegates to attend the convention of the National Association at Niagara Falls.

Grand Rapids, Mich.—The Retail Grocers' Association elected nine delegates to attend the state convention. It is expected that fifteen or sixteen members will also make the trip to Saginaw.

New York.—The Retail Grocers' Association has made arrangements to hold a pure food show in February at the new Sixty-ninth street Armory.

New Orleans, La.—The Retail Grocers' Association are very enthusiastic about securing the next national convention for their city. The association has sent resolutions to the City Council urging that efforts be made to better the miserable conditions of the streets and sidewalks.

Akron, Ohio.—The state convention was held here during three days beginning Tuesday, December 5th. Among the resolutions passed were.

Protesting against the imposition of a tax on teas and coffees

Reaffirming the opposition of the Ohio association to premiums and gift schemes and urging members to constantly discourage their use

Requiring each local association to send to The Inland Grocer for regular publication the name of a reliable collector in their respective cities to whom accounts may be sent for collection

Providing for appointment by each local association of a reporting agent whose duty it shall be make prompt investigation and reply to any inquiries sent by members as to the credit of individuals

Recommending that a law be framed requiring all manufacturers to place upon packages of goods a plain printed statement of the net weight of the contents

Instructing the legislative committee to prepare a bill for licensing trading stamp traffic, similar to that now in force in Massachusetts

Protesting against passage of the parcels post measures and directing that copies of the resolution be sent to all Ohio Congressmen, President Roosevelt, the postmaster general and his first assistant

Commending the administration of National President John A Green and the national board of directors and tendering them the hearty and active support of the Ohio association in the future.

New Orleans La.—New Orleans Wholesale Grocers' Association held their first annual banquet on November 25. Strong talks were made for better wholesale co-operation.

ASSOCIATION WORK.

Interesting Address on Its Value and Importance Delivered by H. Hauch of Alameda.

The following is an outline of Mr. Hauch's address delivered at a recent meeting of the grocers of Alameda county:

"When this gathering was first proposed it was our hope that we might have had with us Mr. F. B. Fancher of Sacramento, a gentleman who would have been particularly fitted to impress you with the importance of the subject under consideration and also to inspire you to action by his masterful eloquence. Unfortunately, however, conditions have arisen that made it impossible to carry out this program and it has become my duty and privilege to give to you such thoughts as I may have on this subject.

'The era of unrestricted competition is a thing of the past.

"The old struggle in the business world of man against man has during the last quarter of a century been supplanted by the struggle of organized bodies against one another. The claim of by-gone days that 'competition is the life of trade' has been found to be faulty—to say the least—in the face of the facts of modern industrial and commercial life.

"Experience has taught that unrestricted competition not only is not the life of trade, but on the contrary, that it is a very destructive factor most likely to engulf any man or set of men engaged in it. That the truth of this statement has been acknowledged by the world of affairs is best demonstrated by the marvelous change that has transformed our business life during the past fifteen or twenty years.

Unrestricted Competition Evil.

'This country went through an experience with unrestricted competition during the eighties and the first half of the nineties that will not soon be forgotten. Probably it is yet fresh in the memories of most of you that are present her this evening. An era that wrought havoc and destruction to a large portion of our commercial enterprises and to which is directly traceable the later development of our great commercial corporations and still larger industrial trusts.

'It may be well to call attention to a few of the instances in point so that we may get the lesson driven home with better effect.

"The first instance that occurs to my mind of this almost insane unrestricted competition is that of our great common carriers, the railroads. You all remember how in the period previously mentioned, the great competing railroads lines of the country engaged in what was commonly known as 'Railroad Wars,' periods during which freight rates and passenger charges were frequently cut to a point that meant enormous losses to the lines engaged in this warfare that eventually resulted in the practical bankruptcy of a large number of railroad corporations who were obliged to call on the federal government to appoint receivers for their properties in order to re-establish them on a sound basis for the carrying on of business.

Railroads Learn the Lesson.

"Fraught as the experience was with disaster to thousands of investors in railroad securities it carried its lesson to such good effect, as far as the railroad are concerned, that these great railroad wars are a thing of the past. These gigantic struggles were directly responsible for the formation of the huge railroad combines of today that are able through the power of association to absolutely control the rates on all commodities produced in our vast domain, and through this power to make railroad investments not only secure in earning power but also to place them in a position of practical safety against depreciation.

The Wall Paper Trust.

'Another instance of the effect of restricted competition was furnished by the great wall paper factories. I well remember how a friend of mine, who represented one of the largest factories in the country for the Pacific Coast territory, complained of the fact that, in order to hold his trade and to do business in competition with other factories, he was obliged to cut prices to such an extent that on many of the orders taken by him the factory he represented would stand to lose considerable sums of money.

"This industrial warfare terminated by the forcing of a considerable number of the manufacturers into the bankruptcy courts. The survivors, having learned and paid dearly for their leson, found that the only way of escape was in combination. Hence the Wall Paper Trust.

Labor Unions as Examples.

"I desire for a moment to turn your attention towards another effect of previous unrestricted competition as illustrated by the labor unions of today. It seems but yesterday when the workers of the world—deprived through the marvelous mechanical revolution of the last century of their simple tools of production and herded together in the mammoth factories of modern times—were but an aggregation of units competing against one another for the chance of getting a job. Those left in the struggle were continually offering their labor power at a lower price than that paid to their more fortunate brethren.

"These conditions of unrestricted competition for the jobs meant a lowering of wages for those employed. If persisted in long enough it would have spelled misery and want for the masses of the workers. Perceiving the inevitable outcome, the workers organized the labor unions with their present craft associations, powerful enough to practicallyy determine the conditions of their employment and to enforce wage scales that make it possible for the members to rear their families in reasonable comfort and maintain and even increase the general level of enlightment and mannood among the working classes.

Outside Interests Benefit.

"In passing let me remark that the influence of organized effort does not stop with the members within the organizations but that it has the tendency to create the general standard for the branch of labor or trade involved in the association. The workers outside the unions are the indirect beneficiaries of the accomplished results by the organizations of their craft in as much as the rate of their wages will be largely influenced by the rates paid to organized craftsmen.

"The same holds true in all other lines of effort for the reason that generally speaking, it is the more efficient and far seeing who perceive the necessity of association and by their united action they tend to raise the entire level of their craft or trade as the case may be. And right here I want to call attention to the fact that unrestricted competition can terminate in but one of three ways:

First, Either the weaker of the participants fail, or, second, if equally strong they both fail, or third, they effect a combination.

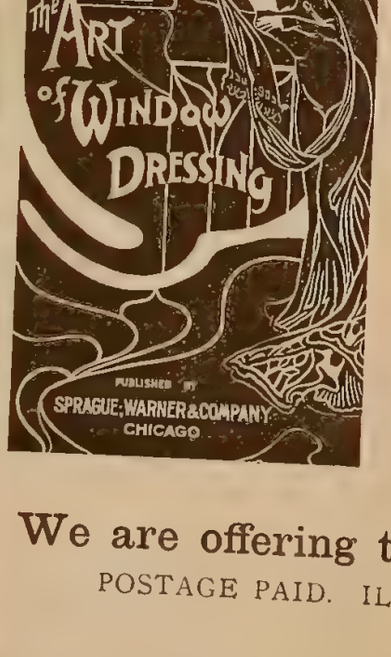
"No other outcome is possible.

"Let it be said to the credit of our industrial and commercial giants that they had brains enough to see and recognize these facts and wise enough to profit by them.

Retailers the Last.

"Among the last to participate in the benefits of organization are the retailers and it is only natural that it should be so. The interests involved are so vast and diversified, their numbers are so great and the very in-

(Continued on Page 19.)



WINDOW DRESSING FOR GROCERS

Many New and Simple Designs for arranging your windows so they will draw trade.

We are offering this work at the nominal sum of *Fifty Cents*

POSTAGE PAID. ILLUSTRATED. 132 PAGES. 6 x 9 INCHES. CLOTH-BOUND

Retail Grocers' Advocate, - - 456 Montgomery St.

SAN FRANCISCO.

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Each of these departments in this Price List is checked up and corrected every week by two or more reliable authorities on values. More than thirty wholesale houses co-operate with us to secure for our List the greatest accuracy possible.

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COLUMN 1.
Department 1.
COFFEE, CHICORY, ETC.

Green Coffee.

Mocha, Genuine Arabian	23	25
No. 2	17	18
No. 3	16	
Kona (Hawaiian)	19	18
Mexican	12	13
Java, common	15	18
Java, brown plantation	20	25
Caracol, prime washed	13	16
Caracol, ordinary	13	14
Guatemala	11	17
Costa Rica	12½	16
Salvador	10¾	12

Roast Coffee.

Salvador	12 20
Costa Rica	16 20
Java	24 31
Mocha Aden	27 31
Prime W shd. C. A. Blends	19 24
Good C. A. Blends	18 20
Ordinary Blends	13 13

Private Brands.

Royal Java Roast	18
Lion, 100-lb	14.97
Arbuckle's, 100-lb	15 87
Arab, 1-lb tin	.18
Hill's Bros. Arabian Roast	.27
"M.J.B." 60 1's in case	.28
"M.J.B." 30 2 s in case	.27
"M.J.B." 24 3 s in case	.25

Schilling's Best Coffee.

Tins: 30-lb price
60-lb case ¼ off

	1-lb	1lb	2lb	3lb
	cartons	tins	tins	tins
5-star	38¼	39¼	38¼	38
4-star	29¼	32¼	31¼	31
3-star	25¾	28¾	27¾	27½
3-star Laquered (3-lb. tin only)				27½
2-star	22¼	25¼	24¼	24
1-star	18¼	21¾	20¾	20½

Cartons only in 25, 50 or 100 lb cases ca be assorted as required.

The Porto Rico Co.

Ponce de Leon, sealed cans only, 1-lb 30, 2-lb 29, 3-lb 28½

Cream of Moca, 1-lb. cartons 25

La Gloria de Porto Rico in bulk 26

Ground Coffee.

Hill's Bros. Arabian Roast	.27
Cafe des Gourmands	.26
Mexomoka	.15

Chicory.

California	6
Belgian	7
German, Genuine	8

Coffee Extracts.

Bulk, per lb.	07
Vienna, ¼'s, 10-lb bx	25
Vienna 1's 10-lb. bx	25
Ackermann's, ¼-gross bxs., gross	4 00

COLUMN 2.
Department 2.
TEAS.

Japan.

(Panfired, Sundried or Basket-fired.)

Extra Fancy	56	74
Fancy	41	55
Extra Choicest	39	43
Choicest	34	38
Fine	24	33
Fair	22	24

Green China.

(Gunpowder, Imperial or Young Hyson)

Extra Fancy	55	76
Fancy	32	46
Choicest	25	27
Extra Choice	19	24
Fine	25	31
Fair	20	25

English Breakfast.

Extra Fancy	67	90
Fancy	51	66
Choicest	35	50
Choice	24	36
Fine	20	22
Fair	15	20

Oolong.

Extra Fancy	52	1 50
Fancy	50	57
Extra Choice	36	42
Choicest	33	35
Fine	27	32
Fair	22	26

Ceylon and India

Broken Orange Pekoe	36	65
Broken Pekoe	33	56
Orange Pekoe	31	53
Pekoe	27	46
Pekoe Souchong	24	39

Schilling's Best Teas.

(Packed only in 16, 12, 8 and 6-oz. Cartons. Never in bulk.)

Japan, per lb	$0.45
do, 1 crown	.90
do, 2 crown	1.80
English Breakfast	.45
do, 1 crown	.90
do, 2 crown	1.80
Ceylon	.45
do, 1 crown	.90
do, 2 crown	1.80
Oolong	52½
do, 1 crown	1.05
do, 2 crown	2.10

TREE TEA
(Pride of Japan, etc.)

Packed in 1 lb. and ½ lb. cartons

Japan	37½
E. B. Congou	37½
Oolong	50
Gunpowder	45
Ceylon	40

COLUMN 3.
Department 3.
SUGAR AND SYRUPS.

The Western Sugar Refining Company quotes net cash prices as follows. Barrels are an advance of 10c, half barrels, 25c, boxes, 50c, 50-lb. bags, 10c.

Dry Granulated, 100-lb. sk	5 05
Fruit Granulated	5 05
Confectioners' A	5 05
Cube	5 20
Crushed	5 30
Fine Crushed	5 30
Candy Granulated	5 15
Magnolia A	4 65
Extra C	4 55
Golden C	4 45
Beet D. G.	4 85
"D" Sugar	4 85
H. & E. Crystal Dominos	8 05
Bar Sugar, bbls	6 06
Do. ¼-bbls	6 80
Do. 40-lb. tins	8 60
Do. 30-lb tins	8 60
Do. 30 lb. boxes	7 45

SYRUPS.

Saratoga Drips (Long's)	gal.	Gal.
50-gal. bbls.	$	50
30 gal. bbls.		52
17 gal. bbls.		55
5 gal. jackets	2	36
4½ gal jackets	2	61
2 gal kits	1	23
1½ gal. kits		91
1 gal tins		70

Pac. Coast Syrup Co.

Tea Garden Drips—	Case
12, 1 gal. tins	8.40
20, ¼ gal. tins	7.70
24, ½ gal. tins	5.34

Orange Blossom Drips.

6 1 gal. tins	per case 2 40
12 ½ gal. "	" 2 60
24 quart "	" 2 70
86 2-lb. "	" 2 85
50-gal bbls	33
28-gal. ½-bbls.	37

Molasses.

New Orleans

Genuine Light, about 50 gals. bbls.	50
Genuine Light, 30 gal. ½ bbls	52
Genuine Light, 15 gal. ¼ bbl	55
Genuine Light, 5 gal. kegs, gal	57

	Doz.
Pelican, 12 1 gal tins	9 60
Pelican, 20, ½ gal. tins	8.00
Pelican, 24, ¼ gal. tins	6.10

COLUMN 4.
Maple Syrup.

Woodlawn (Long's)	case	Case
Gal cans, 10 to cs	$11	00
Gal. cans, 6 to cs	6	60
½ gal cans, 12 to cs	7	14
¼ gal cans, 24 to cs	8	10
10 gal. jackets, each	10	15
5 gal. jackets, each	5	11
4½ gal. jackets, each	4	63
Qts., glass, 12 in cs	4	60
Pts., glass, 24 in cs	4	90

Pac. Coast Syrup Co.

Toboggan —	Doz.
⅛ gal. tins, 2 doz. to cs	2.25
¼ gal. tins, 2 doz. to cs	4.00
½ gal. tins, 20 to cs	7.20
1 gal. tins, 12 to cs	13.20

"OLD MANSE"
—Absolutely Pure—
CANADIAN SAP MAPLE SYRUP.



	Doz.	Price.
1 gal. cans, ½ doz. in cs.	$14	00
½ gal. cans, 1 doz. in cs.	7	50
¼ gal. cans, 2 doz. in cs.	4	25
⅛ gal. cans, 4 doz. in cs.	2	50
Qt. bottles, 1 doz. in cs.	1	70
Pt. bottles, 2 doz. in cs.	2	75
Decanters, 1 doz. in cs.	5	50
4½ gal. Jackets, per gal.	1	00

Retail Discount 5 per cent; 10 cases 7½ %; 25 cases or over, 10%

On each package we offer to forfeit $1,000.00 if found short in measurement or containing any impurities

Maple Sugar.

Vermont, gen pure, abt. 20 1-lb bricks, per lb	17
Vermont, gen pure, abt. 10 3-lb bricks per lb	15½
Log Cabin, in 1, ½ and ¼-lb bricks assorted in 25-lb pails per lb	15
Scudder's, in 1, ½ and ¼-lb bricks, asstd., per lb	14

COLUMN 5.
Department 4.
DRIED FRUITS NUTS AND HONEY.

(Add ¼c for 50-lb boxes and ½ for 25-lb. boxes.)

Apples.

Sundried, sacks	7
Evap, fancy 50-lb bxs	11
Evap, ex choice, 50-lb bx	10
Evap, choice 50-lb bx	9

Apricots.

	1905 Crop.
Choice Sacks	11
Fancy Sacks	12
Fancy, 25-lb boxes	12½

Blackberries.

In boxes, per lb	13

Cherries.

Pitted, in boxes, per lb	9
Unpitted, in boxes, per lb	8

Currants.

In bbls (tubs 6¾)	6½
In mats, 50-lb	7½
Recleaned in bbls	7¾
Recleaned 25 lb boxes	8½
Recleaned 50-lb boxes	7¾
Recleaned 1 lb carts	8½
Recleaned, 12 oz carts	6¾

Dates.

Fard, 14-lb, per lb (70-lb 7)	8
Persian, 65-lb case	5½

Figs (California).

Black, sacks	5
Black, 2 lb boxes, per bx	1 20
White, bags	4½ 6
White, 10 lb bx per bx	60
White, 10 1-lb boxs, per bx	65 75

Figs (Imp. Smyrna.)

Fancy 10-lb bx per lb	18
Choice, 5-lb bx, per lb	16

Nectarines.

White	8½
Red	8

Peaches.

Choice, in sacks	10
Ex choice, in sacks	12
Fancy, in sacks	12½

Prunes

Choice, ¼'s, in sacks	12
Ex choice, ½'s, in sacks	12
Fancy, ½'s, in sacks	14

Plums.

Unpitted	3
Pitted bleached	9
Pitted black	8

COLUMN 6.

Prunes.

	Sks.
30s-40s	8
40s-50s	7½
50s-60s	5½
60s-70s	4¾
70s-80s	4½
80s-90s	3¾
90s-100s	3½

Raisins.

	Box	½'s	¼'s	50 lb
6 Cr. Layers	$ 25	—	—	3.10
5 Cr. Layers	2.75	—	—	2.60
4 Cr. Layers	2.25	—	—	2 10
3 Cr. Layers	1.25	—	—	1.00
2 Cr. Layers	1 15	—	—	1.50
4 Cr. Loose	—	—	—	07
3 Cr. Loose	—	—	—	06½
2 Cr. Loose	—	—	—	06

Thompson Seedless, bichd, 50-lb boxes 11

Sultana Seedless, bichd, 48 l's, per lb. 9

Seedless Muscatels, 50-lb cases 5½

Seeded, 1-lb cart. 8½

Seeded, 12-oz. cart. 7½

NUTS.

Almonds, fancy, I. X. L.		14
Almonds, choice, soft shell, Drake		14½
Almonds, shelled, No. 1.		12
Almonds, shelled, No. 2.		32-35
Almonds, shelled, Jordan, Imp		27-30
Almonds, Jordan, Dom.		.58
Brazils, 210-lb sks, new		.37½ .40
Chestnuts, Cal. Italian.		.12
Cocoanuts, @ 100		.09 .10
Filberts, 175-lb sk.		4.50 5.50
Peanuts, Japanese, hand picked		.11 .12
Peanuts, roasted		.05½ .07
Pecan, polished		.08 .09
Pize		.14
Walnuts, hard shell		10½
Walnuts, sft shll, No. 2		.13½
Walnuts, sft shll, No. 1.		.14½

COLUMN 7.

HONEY.

Water White, 2 5's, lb.	.07
Light Amber, 2 5's, lb.	.06
Lt. Amber, 10 1 gal tins, gal	75
Lt. Amber, 20 ½ gal tins, gal	1.00
Lt. Amber 2-lb tins, doz.	2 60
Lt. Amber, 16-oz. bots, doz.	1.35
Comb, 1-lb glass jars, doz.	1 75
Comb, 2-lb glass jars, doz.	2.90

Pine Apples.

	Per Doz.
2 lb., fancy sliced, E. & C., 2 doz. in case	2 50
2 lb. grated, 2 doz in case.	2 25
2 lb. shredded, 2 doz. in case Hawaiian	1 65

Johnson's—Columbia.

2 lb. sliced, 2 doz. in case.	2 80
2 lb. grated, 2 doz. in case.	2 30
1 lb. sliced, 4 doz. in case.	1 15
1 lb. grated, 4 doz. in case.	1 15
gal., coreless, 4½ lb. to tin, ½ doz. in case. per lb.	16
gal., grated, 7 lb. to tins, ½ doz. in case, per lb.	14
2 lb., sliced, Baltimore, 2 doz. case	2 25
2 lbs., grated, Baltimore, 2 doz case	2 25
1 lb., cocktail, Baltimore ovals, 4 doz case	1 25
2 lb., sliced, Singapore, 4 doz case	1 75
3 lb., sliced, Singapore, 2 doz. case	2 40
Royal Hawaiian, 2-lb grated, 2 doz. case	1 80
2-lb sliced, flats, 2 doz. case	2 00
Tall, 2-lb sliced, 2 doz. case.	2 00
HB Sliced 2 doz 2s.	2 50
HB Whole, 2 doz. 2s.	2.50
HB Grated, 2 doz 2s.	2 25
HB Sliced, 4 doz 1s	1.15
HB Grated, 4 doz. 1s	1.15

COLUMN 8.

Department 5.

JELLIES, JAMS, ETC.

Griffin Extra Preserves.

Raspberry, strawberry, blackberry currant, loganberry, per doz. . . . $2.00

Cherry, per doz. . . . $2.00

Less 10 per cent in 5-case lots.

Apricot, Damson, Fig, Gooseberry, Gage Peach, Plum, Quince, per doz. . . . 2.00

Orange Marmalade. . . . 2.00

Less 10 per cent 5 case lots.

Long's Preserves.

Strawberries, Raspberries, Blackberries, Loganberries, Cherries, Pineapples, Pears, Figs, in 20-oz. glass jars, 2 doz. in cs., per doz. . . . $3 50

Apricot, Plum, Quince, Orange, Peach, in 20-oz. glass jars, 2 doz. in cs., per doz. . . . 3 20

Assid, 2 doz. in cs., per doz. . . . 3 30

JAMS.

Curtice Bros. Co., Rochester, N. Y

In 16 oz. Glass Jars.

Strawberry, raspberry, raspberry and currant, red cherry, white cherry, apricot, black currant, red currant, quince (sliced), peach (sliced), pear (sliced), blackberry, gooseberry, grape, green gage, egg plum, damson, pineapple marmalade, tomato marmalade, orange marmalade, per dozen, $1.95.

All above packed in cases of 2 dozen each.

COLUMN 9.

Long's Peerless Jams.

Strawberry, Raspberry, Blackberry, etc., in 16-oz. glass jars, 2 doz. in cs., per doz. . . 2 00

Long's Pure Currant Jelly.

Tumblers, 2 doz. in cs., doz. . . 2 00

30-lb. kits, per kit 3 00

15-lb. kits, per kit. 1 75

Marmalades.

Orange (Dundee) 48-1's, doz. 2 75

COLUMN 10.

Apple Butter.

Cuttings, 6-lb. tins, per doz.	12 50
Heinz, 2's, 2 doz. in cs, doz.	3 25
Heinz, 3-lb stone crocks, doz.	4 25
Heinz, 4½-lb stone crocks, dz	6 50
Heinz, 18-lb. stone crocks, lb.	11

Peach Butter.

Cutting's, 5-lb. tins, doz.	2 50
Heinz 4½-lb stone crocks, doz	9 00
Heinz, 18-lb. stone crocks lb	11

Maraschino Cherries.

Long's, qts, 12 to cs, per cs.	6 50
Long's, pts., 24 to cs., per cs.	7 50

JELLIES AND JAMS

FRUIT	JELLIES: 2 lb. Extra	2 lb. Stand	1 lb. Extra	Tumblers	Ex. Lunch 1 lb Glass	JAMS: 2 lb. Extra	2 lb. Stand	1 lb. Extra	Tumblers Ex. Lunch 16 oz G/s Preserves
Apple	1 55	1 35	1 00	85	1 75				
Apricot	1 55	1 35	1 00	85		1 60	1 35	90	90 1 80
Assorted	1 55	1 35	1 00	85	1 75	1 60	1 35	95	90 1 80
Assorted No 2					1 75				95 1 80
Blackberry	1 55	1 35	1 00	85	1 75	1 85	1 60	95	90 1 80
Cherry									1 80
Crabapple	1 55	1 35	1 00	85	1 75				
Currant	1 75	1 50	1 10	85	1 90	1 85	1 60	95	90 1 80
Damson					1 75				1 80
Fig						1 60			1 80
Gooseberry	1 55	1 35	1 00	85	1 75			95	90 1 80
Grape (Catawba)					1 75				
Green Gage									1 80
Lemon	1 55	1 35	1 00	85					
Loganberry					1 75				1 80
Orange Marmalade		1 35	1 00	85		1 60		90	90 1 75
Peach	1 55	1 35	1 00	85		1 60	1 35	90	90 1 80
Plum	1 55	1 35	1 00	85	1 75	1 60	1 35	90	90 1 80
Quince	1 55	1 35	1 00	85	1 75	1 60	1 35	90	90 1 80
Raspberry	1 55	1 35	1 00	85	1 75	1 85	1 60	95	95 1 80
Strawberry	1 55	1 35	1 00	85	1 75	1 85	1 60	95	95 1 80

CANNED VEGETABLES.

Asparagus "Griffin Extras" Mammoth	$
Large White	
Medium White	
White Tips	
Artichokes, 2½'s. "Griffin	3 00
Beans, Stringless Extras"	1 20
Beans, Blue Lake	1 30
" " " gal.	4 50
Beans, String, 2-lb	.80
Beans, String, gal	3.50
Beans, Lima, Soaked	1 00
Beans, French, Kidney 2-lb	1.15
Beans, French Red Kidney, 2-lb. "Jean of Arc" Brand, p.dz 1 case free with 10.	1.15
Fancy Eastern	1 85
Corn, Smith's Hulled, 2 doz. in case, per doz.	1 20
Hominy, Great Western, 3 lb	1.20
Corn, 2-lb, Western	.95
Corn, 2-lb, Maine	1 35
Dunbar's Okra, 2½-lb	1 70
Petit Pois, Griffin extra	1.50
Peas, Griffin extra sifted	1.25
Peas, Standard sifted	1.10
Peas, Standard Marrowfat	.95
Pumpkin, 3-lb.	1 37½
Spinach, 2½	1 75
Succotash, fancy, tins	1.40

Tomatoes.

	doz.
2's, Griffin's Ex. Solid Pack	$1 15
3's Griffin's Ex., with peppers	1 20
2½'s, Cutting's Solid Pack	.95
2½'s, Cutting's Solid Pack, with peppers	1.05
2½'s Cutting's Standard	95
Gallon, Standard	2 50
Gallon, Solid Pack	2 75
Gallon, Puree	2.50

P. E. Rathjens PORK PACKER

1311-1315 Pacific Street.

Sausages.

Garlick Frankfurter	10
Bologna	10
Blood and Liver	9
Tongue and Headcheese	—
Choice California Ham	12
Extra Light Bacon	15½
Medium Light Bacon	12½

Boiled Hams.

Kingan	21
Eastern	30
California	18

Mettwurst.

Extra Home Made. 20, 22½, 25

LARD.

50 lb. tins	9
20 lb. tins	9½
10 lb. tins	10
5 lb. tins	10
3 lb. tins	10
1 lb. cups	11

Department 6.

CANNED FRUITS AND CANNED VEGETABLES.

KIND	8 lb. Extras	2½ lb. Extras	2½ lb. Extra Standards	2½ lb. Standards	2½ Second	2½ Water	2½ Pie	Gallons Extras & 10 lb. Grade	Gallons Extras 2½ lb. Grade	Gallons Extra Standard	Gallon Standard	Gallon Water	Gallon Pie
Apples										4 00	3 50		2 65
Apricots	2 25	1 65	1 40	1 30	1 15	1 05	1 05	5 75	5 00	4 50		2 75	2 40
" peeled	2 50		1 35	1 25	1 10	1 00	1 00						
" sliced													
Assorted													
Blackberries													
Cherries (Royal Anne)	2 25	1 70	1 45	1 35	1 20					4 25	4 00	3 75	3 40
Cherries (White)													
Cherries (Black)													
Grapes (White Muscat)	2 00	1 35	1 20	1 10	95	90	90			5 25	4 60		3 65
Nectarines		1 60		1 25	1 10					3 50	3 10	2 50	3 65
Peaches (Yellow)	2 65							6 50	5 25	4 60	4 25		2 25
Peaches (Lemon Cling)	3 75							7 75	7 00				
Peaches (Lemon Cling Sliced)	2 75				1 40			7 75	7 00		5 00		
Peaches (White Heath)										5 75	5 00		
Peaches (White Heath Sliced)	2 65			1 55						5 25	4 75		
Pears (Bartlett)	2 75	2 25	2 05	1 90	1 35		1 00 / 1 05 pld	7 00	6 25	5 25	4 75	3 75	2 50 pld / 2 15 unpl
Plums (Green Gage)	2 10	1 45	1 20	1 10	95	90	90	5 00	4 25	3 50	3 25	2 55	2 30
Plums (Egg)	2 10	1 45	1 20	1 10	5	90	90	5 00	4 25	3 50	3 25	2 55	2 30
Plums (Gold Drop)	2 10	1 45	1 20	1 10	95	90	90	5 00	4 25	3 50	3 25	2 55	2 30
Plums (Damson)	2 15	1 50	1 25	1 15	1 05	95	95						
Raspberries		2 00	2 35	2 10	1 95								
Strawberries		2 10	1 85	1 70	1 45								

Department 7.

PROVISIONS.

Hams.

Eastern Standard, 17/19		.13
Eastern Standard, 15/16		.13
Eastern Standard, 12/14		.13¼
Eastern Standard, 10/12		.13
Eastern Fancy	10-12	.13¾
Local cure, all averages	12	.12¾
Picnic Hams		.9¼

Boiled Hams.

Skin on	.18
Skin off	19½

Breakfast Bacon.

Eastern Standard, 6/8	.16¼
Eastern Standard, 8/10	.16
Eastern Standard, 10/12	.15
Eastern Fancy	.18½
Local cure	.15½

English Cured Bacon.

Eastern cure, 8-10	.13½
Eastern cure, 10/12	.14½

Dry Salt Bacon.

Clear medium Bacon	.12
Clear light medium	.12¼
Clear Lt. med. select	.12½
Light Belly	.14
Extra light Belly	.11¼
Bacon Backs	.12
Bacon Bellies	.13

Dry Salt Meats.

Sides	.10½
Bellies	.11½
Backs	.10½
Fat Backs	.10¼

Barreled Pork.

	Bbls.	½-bbls.
Spare Ribs	$	
Family Pork	14 00	7.50
Clear Pork	19 00	10.00
Pig Pork	22.50	11.75

Barreled Beef.

Mess Beef	11.50 6.25
Extra Mess Beef	11.50 6.25
Family Beef	11.50 6.25
Extra Family Beef	12.00 6 50
Beef Tongues	25.00 13.25

Pigs Feet.

Tierces, about 300 lb.	$13.00
Barrels, about 200 lbs.	13.50
½ barrels, about 80 lbs.	5.00
Kegs, about 25 lbs.	2.10
Kits, about 15 lbs.	1.25

Honey Comb Tripe.

Tierces, about 300 lbs.	$17 00
Barrels, about 200 lbs	13 00
½ barrel, about 80 lbs.	5.00
Kegs, about 25 lbs.	2.10
Kits, about 15 lbs.	1.25

Sausages.

	Per lb.
Braunschweiger	17
Italian Salami	23
D'Aries	22
Mortadella	24
Bologna	7½
Frankfurters	7½
Garlic Sausage	8½
Liver Sausage	8
Pork Sausage	8½
Head Cheese	8
Tongue Sausage	8½

Pure Leaf Lard.

Tierces, about 350 lbs net	9¾
½-bbls. about 100 lbs net	10
80-lb Wood Tubs, 80-lbs. net	10½
60-lb. Wood Tubs, 60 lbs. net	10½
20-lb. Wood Pails, 20-lbs. net	10¾
50-lb. Cans, 1 to a case	10
20-lb. Cans, 4 to a case	10½
10-lb Cans, 6 to a case	10½
5-lb. Cans, 12 to a case	10¾
3-lb. Cans, 20 to a case	10¾

Compound Lard.

Tierces, about 350 lbs. net	6
½-bbls., about 10 lbs. net	6¼
80-lb. Wood Tubs, 80 lbs. net	6½
60-lb. Wood Tubs, 60 lbs. net	6½
20-lb. Wood Tubs, 20 lbs. net	6½
50-lb. cans, 1 to a case	6⅝
50-lb. cans, 2 to a case	6¼
20-lb. cans, 4 to a case	6¼
10-lb. cans, 6 to a case	6⅜
5-lb. cans, 12 to a case	6⅜
3-lb. cans, 20 to a case	6⅞ 7

ANCHOR PACKING CO.

140 Eighth St., S. F., Cal.
PORK PACKERS AND PROVISION DEALERS.

Boilers of Kingan and Anchor Hams.

SAUSAGES, COOKED MEATS, TONGUE

Hams, Kingan, boneless boiled	20c
Anchor, "	19c
Bacon (special)	16c
Lard, 55	10c
" 20	9¾c
" 10	10c
" 5	10c
" 3	10¼c
	10¾c

Please note that our hams are all hand tied.

Scientifically Cooked
Flavor Unexcelled



H. M. WOLTER & CO.

Dealers in

..Boneless Boiled Ham..

Leading Grocers and Delicatessens Pronounce Them the Best.

417 Shotwell Tel. Church 467

KINGAN'S 19½

H. M. WOLTER & CO LEADER 18½

HEINEMAN & STERN

916 Larkin Street

	Lbs.
Garlic Sausage, Ring	
Bologna	
Frankfurter	
Rolla a	
Smoked Beef	
Pickled Meat	
Headcheese	
Tongues	
Dried Beef	Doz.
Smoked Mutton,	Lbs.

Prices quoted on application by telephone or letter

Department 8
CANNED MEATS

ALL PRICES ARE PER DOZEN	No. ¼ Tins 4 Doz. in Case	No. ½ 2 Doz. Tins in Case	No. 1 Tins 2 Doz. in Case	No. 2 Tins, 1 or 2 D z in Case	No. 6 Tins 1 Doz. in Case	No. 10 Tins ½ Doz in Case	No. 1 Tins 1 Doz. in Case
Corned Beef	.....	.....	1 30	2 60	$ 25	18 25	.....
Roast Beef	.....	.....	1 30	2 60	$ 25	.....	.....
Roast Rib of Beef, Boneless	.....	.....	1 40	2 50	.....	.....	.....
Roast Mutton	.....	...	.....	2 70	.....	.....	.....
Brisket Beef	.....	.....	1 40	2 50	.....	.....	.....
Boiled Beef	.....	.....	1 35	2 40	8 25	.....	.....
Chipped Beef	.....	.....	.....	.....	.....	.....	.....
Sliced Beef, in tins	.....	1 20	2 10	.....	15 50	.....	.....
Sliced Beef, in glass	.....	1 40	2 50	.....	.....	.....	.....
Brawn	.....	1 45	2 75	.....	.....	.....	2 75
Compressed Ham	.....	.....	1 40	2 45	8 25	.....	.....
Lunch Tongue	.....	.....	1 50	2 75	.....	.....	.....
Lambs Tongue	.....	1 90	3 25	6 50	.....	.....	.....
Sliced Ham	.....	1 70	2 95	.....	.....	.....	.....
Sliced Bacon	.....	.....	3 70	6 40	.....	.....	.....
Sliced Bacon in Glass	.....	.....	.....	.....	.....	.....	2 80
Deviled Ham	.....	.....	.....	.....	.....	.....	.....
Potted Ham	40	80	.....	.....	.....	.....	.....
Potted Ox Tongue	40	80	.....	.....	.....	.....	.....
Potted Chicken	40	80	.....	.....	.....	.....	.....
Potted Turkey	90	1 60	.....	.....	.....	.....	.....
Deviled Chicken	90	1 60	.....	.....	.....	.....	.....
Deviled Turkey	90	1 60	.....	.....	.....	.....	.....
Boneless Chicken	.....	1 60	.....	.....	.....	.....	.....
Boneless Turkey	.....	3 40	5 55	.....	.....	.....	.....
Veal Loaf	.....	3 40	5 55	.....	.....	.....	.....
Ham Loaf	.....	1 10	2 10	.....	.....	.....	.....
Beef Loaf	.....	1 10	2 10	.....	.....	.....	.....
Chicken Loaf	.....	1 10	2 10	.....	.....	.....	.....
Chicken Pate and Ham	.....	1 60	2 75	.....	.....	.....	.....
Chili Con-Carne	.....	1 10	.....	.....	.....	.....	.....
Beefsteak and Onions	.....	.....	1 40	.....	.....	.....	.....
Hamburger Steak with Onions	.....	.....	1 60	.....	.....	.....	.....
Frankfurter Bratwurst	.....	1 95	2 00	.....	.....	.....	.....
Sweetbreads	.....	.....	2 00	.....	.....	.....	.....
Vienna Sausage	.....	.....	2 40	.....	.....	.....	.....
Oxford Sausage	.....	90	1 55	.....	.....	.....	.....
Bologna Sausage	.....	.....	2 45	.....	.....	.....	.....
Vienna Sausage and Kraut	.....	.....	2 25	.....	.....	.....	.....
Corned Beef Hash	.....	.....	1 20	.....	.....	.....	.....
Lunch Sausage	.....	1 10	1 50	.....	.....	.....	.....
Ox Tongue, whole	.....	90	.....	No 1½	No 2	No 2½	No. 3
Minced Collops	.....	.....	.....	6 50	7 50	9 50	12 00
Tripe	.....	.....	.....	2 45	.....	.....	.....
Pork Sausage	.....	.....	.....	1 75	.....	.....	.....
Stewed Kidneys	.....	1 05	.....	2 50	.....	.....	.....
Pork and Beans, Plain	.....	.....	90	1 40	.....	.....	1 85
Pork and Beans, with tom. sc'e	.....	.....	95	1 45	.....	.....	1 90

Department 9.

FISH AND CHEESE.

Russian Caviar.

	Per doz
1-lb cans, 2 doz in case	$ 0 75
½-lb cans, 2 doz in case	5 40
¼-lb cans, 5 doz in case	2 80
¼-lb cans, 6 doz in case	1 75
White Label Brand	5.50

CHEESE.
Foreign and Domestic.

New York State Factory	new
Cheddars, June make	17
Twins, " "	17½
October make Cheddars	18
October make Twins	18½
Calif. State factory flats	14 16½
Calif. State factory Young Americans	15 17½
Limburger, Eastern, ℔ lb.	17
Swiss, imported, ℔ lb	26
Roquefort, ℔ lb	38
Gouda, ℔ lb	27
Pineapples, Eastern, 6 in cs, ℔ case	$3 35
Pineapple, Eastern, 6 in cs, small	2.35
Holland or Edam, medium, plain, per doz	$ 9 50
Holland or Edam, medium, in bladders, per doz	9.50 10.00
Holland or Edam, large, plain, per doz	10.50 11 00
Holland or Edam, large, in bladders, per doz	11.00 11.5

Fancy.

Camembert Brie, Roquefort, and Gorgonzola, jars	none
Parmesan C & B, sml bot, doz.	3.00
Parmesan C & B, lge bot, doz.	5.00

Bayle's.

	Small ½-lb.	1-lb.	2½-lb	5 lb
Deviled Cheese	$1.00	$2.25	$4.00	$ 500 $9.00
After Dinner Cheese	$1.00	2.40	4.00	4 50 7.50
Roquefort Cheese	$1.00	2.40	4.00	4.50 7.50

SALT FISH.
Pacific Codfish.

Bndles, 50 lbs each, per lb	4½
Cs. selected, 100 lbs ea, pr lb.	5½
Boneless, 30-lb boxes, per lb	6
Boneless Strips, 40lb bxs, pr lb	5¾
Boneless Blocks, 40lb bxs, p lb	6
Boneless Tablets, 36 bxs, pr lb	8
Boneless Middles, 80 bxs, pr lb	9¾
Boneless Middles, extra, 60-lb boxes, per lb	10

Eastern Codfish.

Gen Georges, 5 fish to cs.	$ 9 50
Gen. Georges, 12 fish to cs	8.50
Geo. Cur. Cod, 16, 18 fish to case	8 50
Geo. Cur. Cod, 40 fish to cs	8 00
Gen. Geo. Middles, 60 fish.	13½
Gen. Geo. Tablets, 36 fish.	11½
Gen. Geo. Blocks, 40 fish..	11½

Shredded Codfish.

Codfish, Beardsley's shredded, 2 doz. in case 1.00

Norwegian Mackerel.

Bloater, 200-lb. bbl., 120-130 fish	45.00
Bloater, 100-lb. ½ bbl., 60-65 fish	23.00
No. 1, 200-lb. bbl.. 150-160 fish	35 00
No. 1, 100-lb. ½ bbl., 75-80 fish	18.0
No. 2, 200-lb. bbl., 220-240 fish	30.00
No. 2, 100-lb. ½ bbl., 110-120 fish	16.00
No. 3, 200-lb. bbl.. 300-350 fish	23.00
No. 3, 100-lb. ½ bbl., 150- 175 fish	12.50
No. 3, 400-140 fish, per bbl	20.00
No. 3, 100-lb, ½ bbl., 280-320 fish,	12.00

Irish Mackerel.

No. 1, 200-lb. bbl., 200-220 fish	none
No. 1, 80-lb. ½ bbl., 80-90 fish	none
No. 2, 200-lb. bbl., 325-350 fish	20.00
No. 2, 80-lb. ½ bbl., 130-140 fish	8.50
No. 2, 200-lb. bbl., 475-500 fish	19.00
No. 2, 80-lb. ½ bbl., 180-190 fish	8.00
No. 1, 10-lb kits, 15-16 fish	1.30
No. 2, 10-lb. kits, 20-22 fish	1.20

American Bloaters.

Shore Bloaters, 200-lb. bbl., 115-120 fish	none
Shore Bloaters, 80-lb. ½ bbl., 45-50 fish	none
Extra No. 1, 200-lb. bbl., 120-130 fish	none
Extra No. 1, 80-lb. ½ bbl., 50-55 fish	none
No. 1, 200-lb. bbl., 140-150 fish	one
No. 1, 80-lb. ½ bbl., 60-65 fish	none
No. 2, 200-lb. bbl., 130-140 fish.	28.50
No. 2, 80-lb. ½ bbl., 55-60 fish.	11.00
No. 2, 200-lb. bbl., 140-160 fish.	none
No. 2, 80-lb. ½ bbl., 60-65 fish.	none
No. 2, 200-lb. bbl., 160-180 fish.	none
No. 2, 80-lb. ½ bbl., 70-80 fish.	none
No. 2, 200-lb. bbl., 180-200 fish.	none
No. 2, 80-lb. ½ bbl., 80-90 fish.	none

In Kits.

Extra Mess, 7 to 8 fish, each	$2.00
No. 1, kits, 8 9 fish or 15-17 fish	1 50–1.85
No. 2, kits, 8-9 or 20-22 fish	1.25

Salmon.

King, bbls	$ 12 00
Oregon Silversides, bbls	10 00
Alaska Red, bbls	10.00
Alaska Red, ½-bbls, 100 lbs	5.50
Alaska Red, kits	.90
Bellies, bbls	8.00 11.00
Bellies, ½-bbls, 100 lbs.	4 50 6 00
Tongues and Sounds, kits, 10lb	1 45
Tongues and Sounds, ½-bbls.	9 00

COLUMN 13.
New Herring. Pack 1905.

Holland, ex. selctd mxd bbls.	$ 18 00
Holland, ex. selctd mxd ½-bbl	9.50
Holland, ex. selctd mxd, keg.	1 10
Holland, cheaper grade	90
Holland, cheap. gr., mxd, bbls	16 00
Holland, chp. gr., mxd, ½-bbl	8.50
Holland, ex. selct Milchner, bbl	20.00
Holland, ex. selct Milchner, ½-bbl	10.50
Holland, ex. selct Milchner, keg	1.20
Holland, cheaper grade	1.00
Holland, cheaper grade, bbls.	
Holland, cheaper grade, ½-bbl	8.50
Labrador Split, 100 fish	5.25
Labrador, round, 160 fish	4 75
Pacific, ½-bbl	2.25

SMOKED FISH.

Bloaters, Grim., 100 in box	$2.75
do. do. 50 in box	1.65
Bloaters, Cromarty	2.75
Yarmouth, 100 in box	
Halibut, chunks	13½
Herring, in boxes, Eastern	25
Herring, in boxes, Washington	20
Herring, boneless, Beardsley's tins, doz	$1.50
Herring, boneless, Beardsley's small, doz	1.00
Herring, Beardsley's Boneless, vacuum tumblers, 2 doz. in case	1.95
Finnan Haddies	2.00
Moir's Selected Red Herrings, 100s	1.90
Moir's Selected Red Herrings, 50s	1.25
Salmon, per lb	10 20

POTTED FISH.

	Per doz
Potted Crab	$1.85
Kipper Paste	1.00
Anchovy and Bloater Paste, plain pots	2.30
Ditto, fancy pots	4.75
Yarmouth Bloater Paste	75
Ditto, fancy pots	4.75
Kippered Herrings	1 90
Kippered Herrings, Meirs	1.90

CANNED FISH.

	Doz.
Anchovies, in oil, 2 doz. ½ pts., in glass, doz	4.00
Anchovies 2 doz. ¼ pts., doz.	3 00
Bloaters, Yarmouth C. & B. ..doz	4.50
Codfish Balls, 2-lb tins, per doz	2.25
Eels, Hamburg, in jelly, 1-lb tins	1 80
Eels, smoked, 1-lb, ℔ doz	2 50
Finnan Haddies, 2-lb oval	2.25
Finnan Haddies, 1-lb, round, ℔ doz	2 00
Sardelles, imported, 1-lb tins.	3.00
Sardelles, imported, in glass.	3 00
Sardelles, domestic, 1-lb glass	2.25
Sardelles, Ankera, ½ keg	3 00

Mackerel.

1-lb tins, 50 in a case.
2-lb tins, 2 doz. in a case.

Gold Label, 1-lb tins	1.50
P. & W., 2-lb soused	2.75
P. & W., 2-lb, mustard	2.75
P. & W., 2-lb, tomato	2.75
Underwood, 2-lb, soused	2.85
Underwood, 2-lb, tomato	2.85
Underwood, 2-,lb mustard	2.85
Los Angeles, 2-lb, soused	2.55
Los Angeles, 2-lb, tomato	2.55
Los Angeles, 2-lb, mustard	2.55
Mt. Desert, 2-lb, soused	2.25
Mt. Desert, 2-lb, tomato	2.25
Mt. Desert, 1-lb, soused	1.35
Blueback, 1-lb, fresh	1.10

Crescent Mackerel.

Soused, 18 oz. tins, 4 doz. in case, doz	$1.80
Tomato, 18 oz. tins, 4 doz. in case, doz	1.80
Mustard, 18 oz. tins, 4 doz. in case, doz	1.80

1311-1315 Pacific Street.

Mackerel in Oil.

Bezier's	3.00 4.00
Lemarchand	5.00 7.00

Salmon.

Alaska Red, 1lb tins, doz	95
Alaska Red, 2lb tins, doz.	1 60
Alaska Pink, 1lb tins, doz	80
Alaska Pink, 2lb tins, doz	1 50
Alaska Flats, 1lb tins, doz.	1 40
Oregon Red, 1lb tins, doz.	1 6
Oregon Red, 2lb tins, doz.	1.60
Oregon Pink, 1lb tins, doz	75
Oregon Pink, 2lb tins, doz	1 50
Oregon Flats, 1lb tins, doz.	1.00 1 60
Columbia River, 1lb talls.	1.60
Columbia River, 1lb flats.	1.75

French Sardines.

⅛s, according to quality and size of tin, p. cas	9.50 12.50
¼s, according to quality and size of tin, p. case	19.00 20.00

COLUMN 14.
American Sardines.

Packed 8 1-3 doz in a case.

¾s 50 tins in case.	
American ⅛s in oil, per case	$2 00
American ⅛s in oil, 5-case lots	2 90
American ⅛s in oil, per doz	.50
American ⅛s in mustard, doz.	.60
American ⅛s in mustard, case	3 00
American ¾s in mustard, doz.	.90
American ¾s in mustard, case	2 00

Sprats.

Pilots	6.75 7.00
Menhis	6.75 7.00

SHELL FISH.
Abalones.

4 doz in cs, with shells, cs. 6.00

Clams and Clam Juice.

	doz.
Doxsee Clams, 1-lb. tins	$1.75
Doxsee Clams, 2-lb. tins	2 75
Doxsee Clam Juice, 1-lb. tins	.90
Doxsee Clam Juice, 2-lb. tins	1 60
B & M Lunch Clams, flat tins	1.37½
Underwood Clams, 1-lb. tins	1.00
Underwood Clams, 2-lb. tins	1.60
P. & W. Clams, 1-lb. tins	1.00
P. & W. Clams, 2 lb. tins	1.50
Oxford Clams, 1-lb. tins	.95
Oxford Clams, 2-lb. tins	1.50
P. & W. Clam Chowder	2.10
Burnham's Clam Bouillon, qts	00
Burnham's Clam Bouillon, pts	4 50
Burnham's Clam Bouillon, ½ pints	2.40

Lobsters.

	Doz.
Red Jackets, flats, 1s	2.85
Deep Sea Picnics, ½s	2.35
Triumph Talls, 1s	2.50

Oysters.

Oysters, Selects, 12 oz.	$1.60
Oysters, Selects, 6 oz.	3.25
Oysters, Standard, 10 oz.	2.00
Oysters, Standard, 5 oz.	1.10
Oysters, Standard, 2 oz.	1.70
Oysters, Standard, 4 oz.	.90

Shrimps.

Shrimps, pickled, 1-lb. tins	$1.05
Shrimps in Tomato Sauce, 1-lb. flats	
Dunbar's Picnics, 4 doz in cs	1.0
Dunbar's 1½-lb., 2 doz in cs.	2.10
Pickled Shrimps, 1-lb., 4 doz in case	1.06

Department 10.

LAUNDRY MATERIALS.
Ammonia.

GREER'S WASHING AMMONIA

First grade absolutely pure. 180 Beaume Strength.

Pints (2 doz. to ca e)	$1 55 per doz.
Quart- (1 doz. to case)	2 55 " "
½ Gals (½ doz. to case)	4 25 " "

WASHING AMMONIA
Standard Grade,

Pts., 2 doz. to case, per doz.	$ .75
Quarts, 2 " " " "	1 25

GREER'S TOILET AMMONIA
Lavender and Violet.

Pints (2 doz to case) .. $2 50 per doz.



Parson's Household Ammonia

	per doz.
½ gals., 1 doz. in case	$4 50
Quarts, 1 doz. "	2 65
Pints, 2 doz. "	1 75
Dime size 3 loz. in case, per case	2 95

Bluing.



Liquid Laundry Bluing.

SCOTT & GILBERT CO.
Manufacturers
211-216 Mission Street

SUNSET

	doz.
¼ pints, 3 doz case	40
½ pints, 3 doz case	60
Pints, 2 doz. in case	75
Quarts, 2 doz. cs.	1 45

Bluing, ball.

Mikado, ½'s, 100-lb case, lb	.20
Mikado, ¼'s, 100-lb case, lb	.22
Nuremberg, A, ½'s, ℔ lb	.23
Do A, D, ½'s, ℔ lb	.25
Do A, C, R, ½'s, ℔ lb	.21
Washerwoman, ½'s, ℔ lb	.12
Do ¼'s, ℔ lb	.14
German Ultramarine ½s, ℔ lb.	.12
Do ¼'s, ℔ lb	.14
Deschamp's French, 1's, ℔ lb	.28
Do ½'s, ℔ lb	.29
Gold Medal, qt, ℔ doz	1.25
Do pt, ℔ doz	1.00
Do ½-pt, ℔ doz	75
Do ¼-pt, ℔ doz	45
Do China Label, qt, ℔ doz	1.25
Greer's, 1 dz qts. & doz	2.25
2's, 2 doz. to cs	2.50
Do 1 doz. pts, ℔ doz	1.44
Do 1 doz ½ pts, ℔ doz	90
Pacific, 1 doz. qts, ℔ doz	1.10
do. 2 doz., qts & doz	.50
Do 1 doz ½ pts, ℔ doz	65

COLUMN 15.
Borax.

20-Mule Team, powdered 1's, cs. of 2 doz	$2 25
20-Mule Team, powdered 12-oz. cs. of 4 doz	3 60
20-Mule Team, powdered ¼'s, cs. of 8 doz	3 84

(Less 5 per cent. in 5 case lots; 10 per cent. in 10 case lots).

Cartons, 1's, 2 doz. in box	.09
Lump, 25 lb. in box	.08
Powdered, 25 lb in box	.06½

Chloride of Lime.

Brookman's, 1's, ℔ lb	7½ 7½
Do ½'s, ℔ lb	8½ 9
Salter's Purity Brand, ex qual. doz	.85

Lye.

Big Bonanza Lye	
Case of 48-1 lb tins	3.30
5 case lots	3.25
Star Scrubbing Lye	
48-½ lb tins, per case	1.75
5 case lots	1.70
Merry War, 4 doz in case	3.10
Merry Nickel, 4 doz to case	1.75
Eagle Lye, 4 doz. in case	3.60
Do 3-case lots	3.50
Do 5-case lots	3.40
Tomson's Red Seal, 1 dz. to cs	4.00
Do 5-lb, 12 5s to case	4.50
American, 4 doz in case	3.25
Do in 5-case lots	3 00
Babbitt's Lye, 4 doz in case	3.25
Do in 5-case lots	3 00



BANNER LYE

Cs., 4 doz.	$4.00
Cs., 2 doz.	2.00

SPECIAL FREE DEAL
LIMITED
Freight Paid to Country Points

5 Case lots, per case	$4.25
One additional case free	
Net cost	3.54
3 Case lots, per case	4.25
One additional case free	
Net Cost	3.54

Sal Sodas.

California, pkgs	.90
California, bbls	.95

Department 11

STARCHES.
RIVERSIDE



Corn.

must be retailed at 8c.
0 1's per lb. . . 5½c

Gloss.

8 1's per lb 6½c
6 3's per lb 6¼c
2 6's per lb 6c

FREE.

During June case corn with each 5 box order, assorted or straight. Must be retailed at 8c.

Corn Starch.

Log Cabin, 40 1s, per pkg	4
Liberty, 40 1s, per pkg	5½
Duryea's, 40 1s, per pkg	7¾
Niagara, 5-box lots, pkg	5½
Niagara, 40 1s	5¾
Kingsford's, 40 1s, pkg	7¾
Lily Corn, 40 1s, per pkg	5¾
Lily Corn, 5-box lots	5½
Lily Corn, 20 1s per pkg	5¾
Sioux City, 40 1s, per pkg	5¾
Sioux City, 5-box lots, pkg	5½
None Such, 40 1s, per pkg	5½

Laundry Starch.

Elastic Starch, 64/1's, per box	5 00
Cellufold, 64/1's, per box	6 00
Best Gloss, 48/1's, per lb	5½
Liberty Gloss, 48/1's, per lb	6½
Liberty Gloss, 16/3's, per lb	5½
Best, 12/6's, per lb	6½
Standard, bulk 40-lb. boxes	3½
Sioux Gloss, 48/1's	6½
Sioux Gloss, 3's, 16 in box	5¼
Kingsford's S. G., 1's, 40-lb. bx	8½
Kingsford's S. G. 6's, 12 in crate	8½
Kingsford's Pure, 1's, 40-lb bxs	7½
Duryea's S. G., 1's, 40-lb. bxs	8
Duryea's S. G. 6's, 12 in crate	8½
Duryea's Superior, 1's, 40-lb. bx	7¼
Niagara Gloss, 1's, 40-lb. bxs	5½
Niagara Gloss, 6's, 12 in crate	6¼
Niagara Gloss, bulk, 50-lb. bxs	4½
Lily Gloss, 1's, 48-lb. box	5½
Lily Gloss, 6's, 12 in case	6¼
Lily Gloss, 3's, 16 in case	5¼
None Such, 1s 48-lb boxes	5½
None Such, 6s, 12 to crate	6
None Such, bulk, 50 lb box	4½

COLUMN 16.

Department 12

Soaps and Washing Powder

Western Star Soap

WHITE FLOATING.

100 bars per case $4 10

LASCO KOLD WATA NAPTHOL.

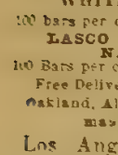
100 Bars per case $4.00

Free Delivery in San Francisco Oakland, Alameda and Berkeley

manufactured by

Los Angeles Soap Co.

San Francisco Office, 115 Davis St. Telephone Grant 110.



THE BEAVER SOAP CO., Dayton, Ohio.

Grandpa's Wonder Soap.

100 cakes 4-oz $3.60

50 cakes 4-oz 3.50

Powdered Soap.

Grandma's Borax, 24 3-lb. per case $4.00

Grandma's Borax, 60 12-oz. per case 2.40

Peet Bros.

Silk Soap 2.80
Ammonia Benzoline 3.85
Cocoa Borax 4.10
Crystal White 3.25
Lily White (Floating)..... 3.80

Standard Soap Co.

Top Notch, 100, 10-oz.....$3 50
Sunburst, 100 12-oz 3 75
Yellowstone, 100 14-oz 3.75
Marigold, 100 16-oz 3.90
Thomas' Cool Water, 100 13-oz 4.00
Thomas' Cool Water, 20 13-oz .85
Milo, 100 4-oz., 100 cartons.... 6.50
Magno "Floating Borax," 100 10-oz. 4.00
Gold Medal Borax, 100 10-oz.... 5.50
Gold Medal Borax, 20 10-oz.... 1.15
Purity, "Floating," 5c size.... 3.90
Purity, "Floating," 10c size.. 6.25
Purity, "Floating," 10c size, 20 1.30
Electric Mineral, 100 16-oz.... 5.50
Electric Mineral, 20 16-oz..... 1.15
Peerless Kitchen, 100 10-oz.... 3.00
Peerless Kitchen, 20 10-oz..... .65

Miscellaneos.

Miller's Naptha, per case..... 4.35
½ doz. toilet free.
Fels Naptha, 100 14-oz..... 4.40
Hot or Cold, 100 10-oz..... 4.00
Life Buoy, 100 ..... 4 00
Mikado, 100 14-oz..... 3.50
Mikado, 20 14-oz..... .95
Lenox, 100 ..... 3.00
Lenox, 20 ..... .75
Ivory, 100 10-oz..... 7.00
Fairbanks Clairette, 100 ..... 3.35
Fairbanks' Santa Claus, 100.. 2.85
Fairbanks' Copco, 100 ..... 3.90
Fairbanks' Fairy Oval, 100.... 3.90
Grandpa's Wonder, large, 50.. 3.50
Grandpa's Wonder, small, 100. 3 60
Peets' Pine Tar, 50 ..... 1 90
Peets' Pine Tar, 100 ..... 3.75
Babbitt's, 100 ..... 4 10
Jergins Pumice, 50 small..... 1.75
Jergins Pumice, 50 large..... 3.00
Uncle Sam's Tar, 100 small.... 3.50
Uncle Sam's Tar, 50 large..... 3.40
Stryker's Kitchen Soap, 100s... 3.50
Stryker's Kitchen Soap, 20s.... 75
Pearl, 100, large.....4.00

Castile Soap.

La Lune White Castile, lb..... 7¾
White, Virgin, per lb..... 7¾
White, Conti 14 15
Mottled, Imported, per lb. 6½ 7
Clover Leaf White 13
La Boulen 7½

Scouring Soaps.

Ben Ami, 3 doz to cs, pr cs.. 2 50



Sapolio, scouring, ½ gross box, per box 4 50

Sapolio, hand, ½ gross box, per box 4 50

WASHING POWDERS.

Gold Dust, 24 5's, per case ... 4 50
Gold Dust, 100/10-oz..... 4 00
Gold Dust, 1 cs free with any $5.00 for 5-$4.50 for 10 cs.
Lavarine, 36 1-lb., per case.... 3.00
Lavarine, 100 5c pkgs..... 3.50
Pearline, 36 1-lb. pkgs..... 3.10
Pearline, 100 6-oz pkgs..... 3.75
Soaperine, 20 3-lb pgs..... 3 60
Soaperine, 50 1-lb. pkgs 3.35
Soaperine, 100 ½-lb. pkgs 3 60
Babbitt's 1776 6-oz..... 2 85
Kleeno, 72/1's 4 50
Kleeno, 24/3's 4 25
Kleeno 100/1½'s 3.75
Grandma's Borax, powdered, 24 3s 4.00
do. 60, ¾s 2.40

COLUMN 17.

Department 13

OILS, PAINTS, ETC.

Coal Oil.

Water white, coal, bulk..... 12½
Pearl, cases, 25's 15
Astral, cases, 25's 18
Star, cases, 25's 17½
Ex. Star, cases, 25's 20½
Elaine, cases, 25's 26

Gasoline and Benzine.

86° Gasoline, bulk, 25 cases.... 31
74° Gasoline, bulk 16 cases..... 22
63° Benzine, bulk, 13 cases..... 19

Turpentine.

Strictly Pure, cases, 2-5's..... 90
Do drums or iron bbls. 84

Linseed Oil.

Strictly pure, raw, bbls.....gal 46
Do. boiled, in bbls...gal 48
Do. raw, cs, 2-5's....gal 51
Do. boiled, cs, 2-5's..gal 53

Castor Oil.

Baker's AA, cs, 2-5's 1.18
Pure, No. 2, cs, 2-5's..... 1.05
No. 1, cs, 2-5's ..... .70

Lard Oil.

Strictly pure, bbls., 75 cs..... 80
Sup. Win., str., bbls. 65 cs.... 70
No. 1, bbls. 55 cs 60

Neatsfoot Oil.

Cooper's bbls, 75 cs..... 80
Extra, bbls, 62½ cases..... 67½
No. 1, bbls. 57½ cases..... 62½

Lubricating Oils.

Star Cylinder Oil, bbls, 60 cs..65
Columbia Cyl. Oil, bbls, 40 cs..45
Gem Cyl. Oil, bbls, 80 cs.....90
Ruby Cyl. Oil, bbls, 50 cs.....60
Star Engine Oil, bbls, 50 cs...55
Columbia Eng. Oil, bbls, 30 cs.35
Paragon Eng. Oil, bbls, 45 cs..55
Red Eng. Oil, bbls, 27 cs.....32
Star Mach. Oil, bbls, 30 cs.....35
Star Dynamo Oil, bbls, 50 cs...55
Star Spindle Oil, bbls, 40 cs....45
Star Sep'tor Oil, bbls, 50 cs....55
Favorite Sep'tor Oil, bbls, 25 cs.30

Miscellaneous Oils.

Union Salad Oil 45 50
Globe Salad Oil 45 50
Pure Sperm Oil 75 80
No. 1 Polar 50 55
China Nut oil, ord'ry.....62½
China Nut oil, No. 1.....80

WHITE LEAD.

Pioneer, in kegs 7¼ 8

DRY PAINTS.

Eng. Paris White, bbls. 1.35 1.60
Whiting, bbls 1.00 1.15
Kalsomine, bbls 1¼
Prince's Min'l B'wn,bbls 1.65
Yellow Ochre, bbls 1½
Eng. Ven. Red, bbls.... 1.50

Department 14

FARINACEOUS GOODS. FLOURS.

Globe Grain & Milling Co.
Cor. Chestnut and Montgomery

California Selected Wheat,

Barrel

** "Banquet" (fancy patent)..$5.05
*** "Silver Star" (patent).... 4.65

Blended Wheat,

*"A1" Family 5.15

Entire Eastern Wheat.

Globe, Bakers' .....

(½ bbls. 10 cents per bbl. higher.)

*"A1" must be retailed for not less than $1.40 per ¼ sack.
**"Banquet" must be retailed for not less than $1.30 per ¼ sack.
***"Silver Star" must be retailed for not less than $1.25 per sack.

Miscellaneous Flours.

Cal. Family 4.60 $5.15
Cal Bakers', extra. 4.80 4.90
Rye Flour 4.75
Rye Meal 4 50
Graham 4 50
Whole Wheat 4.75

Meals in Sacks or Boxes.
Less 10 per cent.

	Bales 100 lbs. 10 10-lb. sacks
PEACOCK Self Raising Buckwheat Flour	$6.00
Advent Flour	3.50
Buckwheat Flour—new process	4.75
Buckwheat Flour—Patent Roller	4.50
Buckwheat Groats	10.00
Corn Flour, white or yellow	2.75
Corn Meal, pearled or yellow	2.75
Corn Meal, pearled, white	.75
Corn Meal, Extra Cream, yellow	3.75
Corn Meal, Extra Cream, white	3.75
Cracked Wheat, Pearled—new process	3.75
Rolled Wheat, bbls, 10 7-lb and 10 10-lb. sacks	3.50
Rolled Oats, bbls 10 7-lb. and 10 10-lb. sacks	4 75
Farina	4 50
Graham Flour, Patent Roller	3.25
Hominy, large	3.75

COLUMN 18.

	Bales 100 lbs. 10 10-lb. sacks.
Hominy, small	4.00
Oat Meal, granulated....	4. 50
Oat Meal, Patent Cut A. B or C	4. 75
Oat Groats	4. 75
Pearled Barley, No. 1, 25 lb. and 50 lb. Boxes....	6.00
Pearled Barley, No. 2, 25 lb. and 50 lb. Boxes....	6.00
Pearled Barley, No. 3, 25 lb. and 50 lb. Boxes....	6.00

	Bales 100 lbs. 10 10-lb. sacks
Rice Flour, Patent Roller	8.00
Rye Meal, Patent Roller..	3.50
Rye Flour, Patent Roller.	3.75
Split Peas, yellow, 25-lb. boxes	5.50
Split Peas, green, 25-lb. boxes	5.50
Whole Wheat Flour, Patent Roller	3.50
Wheat Meal, fine or coarse	3.75

In 50-lb. sacks deduct ¼ cent per pound from above prices.
In 25-lb. sacks deduct ⅛ cent per pound from above prices.

Meals in Sacks and Barrels.
(Less 10 per cent.)

Extra Cream Rolled Oats, in wood, 180 lbs. net..	$8.00
Extra Cream Rolled Oats, in sacks (180) 90 lbs. net sacks	7.50
Alta Mills Rolled Oats, in wood, 180 lbs. net.....	7.00
Alta Mills Rolled Oats in sacks (180) lbs., 90 lbs. net sacks	6.50
Rolled Wheat in wood, 150 lbs. net	4.40
Rolled Wheat in sacks, 150 lbs. 75 lbs. net sacks	3.90

PACKAGE CEREALS.

Less 20 per cent. Per case.

PEACOCK Self-Raising Buckwheat Flour—	
20 3½ lb. pkgs.....$4 75	
40 1¾ lb. pkgs.....	5.00
24 3 lb. pkgs.....	4.75
California Flap Jack Flour, 36 2 lb. pkgs.....	4.75
Semola, 20 4 lb. pkgs.....	4.50
Nuttygrains, 20 4 lb. pkgs.	4.50
California Cream Flake Oats, 36 2 lb. pkgs.....	4.50
Farina, 24 1 lb. pkgs.....	2.00
Primrose Wheat, 36 2½ lb. pkgs.	4.50

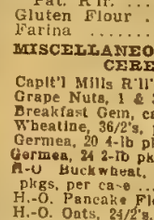
PEACOCK CEREALS.
Manufactured by the Del Monte Milling Co.

(Net f. o. b. S. F.) Per case.

	36 2's	20 5's
Buckwheat Flour...	3.55	4.75
Yellow Corn Meal...	2.25	3.10
White Corn Meal...	2.25	3.10
Cracked wheat p r d.	3.25	4.25
Graham Flour.....	2.75	3.50
Large Hominy.....	3.25	4 20
Small Hominy.....	3.40	4.35
Oat Meal, Grnltd....	3.55	4.55
St'l Cut Oat Meal, A, B or C.....	3.65	4.75
Pearl Barley.....	4.65	6.10
Rice Flour, Pat. Rlr.	5.90	7.90
Rye Flour, Pat Rlr.	3.25	4.20
Rye Meal, Pat Rlr..	3.15	4.00
Split Peas, Yellow..	4.35	5.60
Split Peas, Green...	4.35	5.60
Whole Wheat Flour, Pat. Rlr.	2.90	3.75
Gluten Flour	4.20	5.90
Farina	3.45	4.85

MISCELLANEOUS PACKAGE CEREALS.

Capt'l Mills R'll'd Oats, 36/2's	$ 60
Grape Nuts, 1 & 3 doz, pr doz	1.40
Breakfast Gem, case 3 doz.....	3.60
Wheatine, 36/2's, pr cs.....	3.75
Germea, 20 4-lb pkgs, pr cs....	4.00
Germea, 24 2-lb pkgs, per case.	3 10
A-U Buckwheat, 2 doz 3-lb pkgs, per case	3.75
H.-O. Pancake Flour, case....	3.90
H.-O. Oats, 24/2's, per case....	3.15
Cream of Wheat, 36/2's.....	5.25
Crespo, 36/2's	2.75
Snow Flakes, 36/2.....	3.00



MALTA VITA

36 1s, case $4.00

Our Mother's Mush, 36/2.	2.75
Twin Brothers Mush, 36/2	3.00
Carnation Wheat Flakes, 24/5's	5.40
A B C Breakfast Wheat, 72/2's	5.00
A B C Breakfast Wheat, 36/2's	2.60
Flaked Rice, 24/1's	3.00
Ralston Breakfast Food 36/2's	5.00
Do. Barley Food, 36/2's....	4.25
Do. Health Oats, 36/2's....	4.00
Do. Hominy Grits, 36/2's..	4.25
Do. Health Grits, 36/2's....	2.75
Do. Select Bran, 24/3's....	3.50
Do. Pancake Flour, 36/2's	3.75
Do. Whole Wht Flr.4/4½'s	5.50
Quaker Oats, 36 2s	3.80
Scot h Oats 36 2s	3.65

Continued on Col. 34 Page 17.

COLUMN 19.

COLUMN 20.

Department 15.

SPICES

PURE—Square Tins, Full Net Weight.

	½'s	¼'s	½'s	1's	2½ lbs.	5 lbs.	Blk
Allspice	$0 70	$0 95	$1 60	$ 2 50	6 70	$12 75	21
Cinnamon	1 15	1 80	3 30	6 25	15 25	30 00	33
Cloves	90	1 35	2 40	4 35	10 60	20 55	31
Ginger	75	1 05	1 75	3 10	7 50	14 30	23
Mace	1 75	3 00	5 65	10 90	26 95	53 30	73
Mustard	70	95	1 60	2 80	6 70	12 75	21
Nutmeg	1 25	2 05	3 80	7 15	17 60	34 60	49
Pepper	80	1 10	1 90	3 40	8 25	15 85	25
Cayenne	80	1 15	2 00	3 55	8 65	16 65	26
W. Pepper	95	1 45	2 65	4 65	11 75	22 90	34
Sage	70	95	1 60	2 80	6 70	12 75	21
Thyme	70	1 00	1 65	2 95	7 10	13 50	19
Savory	70	1 00	1 65	2 95	7 10	13 50	22
Marjoram	75	1 10	1 85	3 30	7 85	15 10	24
Poultry Seasoning	....	1 50	.....	.....	.....	.....	..

SECOND GRADE—Round Tins, Short Weight.

	½'s	¼'	1's	2½ lbs.	5 lbs.	Blk.
Allspice	55	1 00	1 75	3 95	7 60	13
Cinnamon	65	1 20	2 10	4 90	9 50	16
Cloves	65	1 25	2 25	5 20	10 20	17
Ginger	55	1 00	1 75	3 95	7 60	13
Mace	1 20	2 30	4 40	10 50	21 00	34
Mustard	55	90	1 50	3 60	7 00	13
Nutmegs	85	1 70	3 10	7 40	14 60	24
Pepper	60	1 15	2 00	4 55	8 90	15
Cayenne	60	1 15	2 00	4 55	8 90	15
W. Pepper	75	1 45	2 65	6 15	12 05	20
Sage	55	1 00	1 75	3 95	7 60	13
Thyme	60	1 05	1 90	4 25	8 25	14
Savory	60	1 05	1 90	4 25	8 25	14
Marjoram	60	1 05	1 90	4 25	8 25	14

SCHILLING'S BEST SPICES.—Nature's Best.

Square tins. Never sold in bulk.
Small, medium, large sizes have sifting tops except Mustard.

	Small size per doz.	Medium size per doz.	Large size per doz.	Ex. Large size per doz.	Hotel size per tin.
Pepper	.75	1.20	2.20	3.75	.75
Mustard	.75	1.25	2.25	3.90	.81
Must. Comp.	.75	1.25	2.25	3.90	.81
Ginger	.75	1.25	2.25	3.90	.81
Allspice	.75	1.10	2.00	3.50	.73
Cinnamon ...	.80	1.25	4.25	7.50	1.85
Cloves	.85	1.40	2.60	4.75	.87
Nutmegs	1.60	2.75	5.25	10.00	2.00
Mace	1.75	3.00	5.75	11.50	2.15
Cayenne	.90	1.50	2.75	5.00	.93
Wh. Pepper...	.95	1.75	3.25	5.75	1.00
Sage	.75	1.25	2.25	3.90	.81
Thyme	.85	1.50	2.60	4.75	.87
Marjoram ...	.95	1.75	3.25	5.75	1.26
Savory	.85	1.40	2.60	4.75	.87
Cases contain..	6 doz.	4 doz.	2 doz.	2 doz.	1 doz.
Gross weight..	22 lbs.	23 lbs.	24 lbs.	40 lbs.	53 lbs.

MUSTARD.

Colman's, ¼'s, 12 lb to box, lb.	.52
Colman's, ½'s, 12 lb to box, lb.	.48
Colman's, 1's, 12 lb to box, lb..	.48
Colman's, 5's, per lb..	.40

Mustard, Prepared.

Small bottles, 24 to cs, pr doz	.55
Small straights, fancy, 24 to case per doz	.95
Webb's Glass Top	1.35
Large Dusseldorfer, 24 to cs	1.60
In 3-gal kegs, per keg.....	1.15
In 5-gal kegs, per keg.....	1.70
Loult Freres, French, doz.....	2.25
Eddy's Salad Mustard— 6-oz., 24 to case.....	.92½
8-oz., 24 to case.....	1.35
12-oz., 24 to case.....	2.00
Hirshes Horseradish Mustard— 10-oz., 24 to case.....	1.25

Department 16

BAKING POWDER AND FLAVORING EXTRACTS.

ROYAL

	1 cs. lot	5 cs. lot	15 cs. lot
¼ lb cans....	$ 1 38	$ 1 36	$ 1 34
6 oz cans	1 92	1 89	1 87
½ lb cans....	2 57	2 52	2 50
12 oz cans....	3 82	3 75	3 72
1 lb cans ..	4 95	4 85	4 80
2½ lb cans..	11 45	11 40	11 28
3 lb cans ..	13 60	13 34	13 20
5 lb cans ..	22 35	21 90	21 68

An extra discount of 1 per cent if packed in barrels.

Schilling's Best Baking Powder.
Never sold in bulk.

10-lb. tins, per doz.....	$39.00
5-lb. tins, per doz.....	20.00
4-lb. tins, per doz.....	16.00
3-lb. tins, per doz.....	12.50
2½-lb. tins, per doz ...	10.50
16-oz. tins, per gross....	$53.00
12-oz. tins, per gross....	41.00
8-oz. tins, per gross....	28.00
6-oz. tins, per gross....	22.50
4-oz. tins, per gross....	16.50

TROPHY

4 oz, per doz.....	$0.95
6 oz, "	1.35
8 oz, "	1.70
12 oz, "	2.35
1 lb., "	3.00
2½ lb., "	7.50
3 lb., "	9.00
6 lb., "	14.50

MISCELLANEOUS.

Home, 10 oz.....	$0.90
Home, 25 oz.....	2.00
Home, 50 oz.....	4.00
Home, 80 oz.....	6.00
K. C., 10 oz.....	.65
K. C., 15 oz.....	.90
K. C., 25 oz.....	1.25
K. C., 50 oz.....	2.12½
K. C., 80 oz.....	4.00

Cream Tartar.

Standard, bulk, 30-lb box.....	27
Standard, 12 1-lb tins.....	.28
Pure, bulk, 30-lb box.....	.33
Pure, 5-lb tins, per lb.....	.33
Pure, ½-lb tins, per doz.....	5.00

SODA.

Churches, A. & H., or Dwight's Cow Brand, 60 lbs. to case.
1-lb ..... per lb. $0.05
½-lb ..... per lb. .05½

EXTRACTS FLAVORING.
GUITTARD'S "PURE"

per doz	2 oz	4 oz	6 oz	8 oz
Vanilla ..	$2 50	$4 75	$7 00	$9 00
Lemon	1 75	3 25	4 50	6 00

Net weight. Patent Sprinkler Tops

Schilling's Best Extracts.
Triple Strength, Pure and Uncolored Sprinkling Tops.
Net weight. Never sold in bulk.

	Lemon and Others. per doz.	Vanilla and Rose. per doz.
1 oz.....	1.30	1.50
2 oz.....	2.00	3.00
4 oz.....	3.75	5.75
6 oz.....	5.50	8.50
8 oz.....	7.25	11.00
16 oz.....	14.00	21.50
32 oz.....	27.00	42.00

Souder's Flavoring Extracts.
Price per gross.

	2 oz.	4 oz.	8 oz.
Reg. Lemon...	9.00	18.00	54.00
Reg. Vanilla..	14.40	28.80	72.00
XX Lemon....	18.00	36.00	72.00
XX Vanilla....	21.00	42.00	84.00
Asrtd Flavors.	18.00	36.00	72.00
Rose Coloring.	18.00	36.00	.....
Yellow Colrng.	18.00	36.00	.....
Jamaica Gngr..	18.00	.....	.....

Assorted flavors contain strawberry, pineapple, orange, almond, rose, etc.



"Venus" Extracts.

Lemon, 2 oz., per doz.....	$ .80
Vanilla, 2 oz., per doz.....	.80
Assorted Flavors, per doz.....	.80

COLUMN 21.
Department 17

CANDIES.

Lozenges.
(5-lb. boxes.)

XXX Peppermint, pails	.13 14
Thin Peppermint	.16
T. T. Peppermint	18
Druggist Peppermint	25
Musk, fluted, pails	.20
Cinnamon, Lemon, Sassafras, Rose	.16
Midget Fruit	.20
Conversation and Hearts	.16
Lilliput Conv. Hearts	17
Midget Conv. Lozenges	18
Crown T. T. Lozenges, 24 5ct. pkgs	.80
Aurora Lozenges, 24 5ct. pkgs	.80
Cough Troches, 5 lb bxs	.25
Eagle Wafers, Peppermints, Wintergreen	.25

Mixed Candy.
(30-lb. pails.)

Plain Mixed	8½
Pacific Mixed	10
Royal Mixed	12½
Grocers' Mixed	10
Yankee Mixed	13
American Mixed	13
Fancy A, Mixed	14½
Fancy C, Mixed	14
French S, Mixed	16
French No. 1, Mixed	18
French Extra Mixed	20
Lady, Mixed	15
Broken Mixed	9

Steam Panwork.

Anis Seed	22
Aromatic Cachous	18
Assorted Berries	16
Assorted Dragee	14
Assorted Imperials	16
Assorted Small Seeds	22
Birds' Eggs	16
Boston Baked Beans	17
Burnt Peanuts	18
Burnt Almonds	25
Caraway Seed, smooth	22
Caraway Seed, pearled	22
Celery Seed	22
Cinnamon Beans, large red	15
Cinnamon Beans, Imperials	16
Coriander Seed, pearled	22
Jelly Beans, pails	12½ 14
Jelly Birds' Eggs	16
Jelly Cranberries	16
Jelly Limes	16
Jelly Raspberries	16
Jordon Almonds, fine	45
Jordon Almonds, imitation	18
Licorice Beans	15
Red Hots	25
Ringed Marbles	16
Sugar Coated Licorice Tablets	20
Sugar Almonds	25
Sugar Plums	16

Stick Candy.
(30-lb. pails.)

Assortment: Peppermint, Lemon, Rose, Clove, Anis, Cinnamon, Sassafras, Vanilla, Pineapple, Wintergreen	8½
Hoarhound	9
Hoarhound, wrapped	11
Peanut Sticks	13
Peanut Sticks, wrapped	13
Cocoanut Sticks	13
Cocoanut Sticks, wrapped	13

Tames.

Peanut Taffy	15
Peanut Flake	15
Peanut Squares	14
Cocoanut Taffy	15
Cocoanut Squares	15
Chunks: Vanila, Rose, Chocolate, Lemon, Molasses	14
Broken Taffy of broken chunk	13

Drops and Lumps.
(30-lb. pails.)

Mixed Drops and Lumps	8½
Molasses Peppermint Lumps	11
Hoarhound Drops	11
Crystal Rocks	12½

Gum Goods.
(5-lb. boxes.)

A. B. Gum Drops, assorted	9
A. B. Gum Drops, Licorice	9
A. B. Gum Drops, Crystalized	11
A. B. Bonbons, plain, in bbls	7
A. B. Bonbons, fancy, in bbls	7½
A. B. Bonbons, fancy, crystalized, 5-lb. boxes	14
A. B. Fruits	18
Royal Gum Drops	15
Genuine Gum Drops, hard	25
Jelly Squares, assorted	14
Bijou Sticks	18
Spiced Jelly Drops	20
New Turkish Figs	16
Fig Paste, plain	17
Fig Paste, tricolor	18

Cream Goods.
5-lb. boxes.)

Fondans Creams	14
Hand Dipped	19
Hand Dipped, with nuts on	21
Fruit and nut ices	18
Cream Peppermint	20
Crushed Fruit Bonbons	30

Chocolates.
(5-lb. boxes.)

Chocolate, plain	14
Chocolate, Hand Made	20
Chocolate Dipped Bonbons	20
Chocolate Dipped Bonbons, with nuts	22
Chocolate, Climax, 30-lb pails	16
Chocolate Chips	28
Chocolate Nonpareil Drops	20
Chocolate Wafers	22
Chocolate Cream Tablets, 30 in box	1 10

COLUMN 22.

Marshmallows, Nougats, Etc.

Occidental Marshmallows, 5-lb tins	.28
Occidental Marshmallows, 3-lb tins	.30
Dipping Marshmallows, 5-lb. boxes	.25
Angel Food, 5-lb. boxes	.20
French Nouget, 30 5c slices in box	1.00
Walnut, Apricot, Spanish Nouget, 5-lb boxes, per lb	.25

Sundries.

Opera Caramels	19
Rock Candy, white & red	.15
Rock Candy, brown	16
Licorice Drops	.20
Licorice Sticks, 16 to lb	16
Locorice Tablets, 5 lb bxs	.25
Licorice Tablets, 24 5c bxs	.80
Licorice Penny Sticks, 100 in box	.65
Buttercups, 5-lb tins	.2

CHEWING GUM.

	Single	Box
Sweet Wheat, per box		.50
Tutti Sugar Plum, box		.55
Yankee Spruce, 20 pcs		.55
Sen Sen, 20 pcs		.55
Red Rooster, 20 pcs		.55
Sweet Heart, 20 pcs		.55
Newton's Pepsin, 20 pcs		.55
Bloodberry, 20 pcs		.60
Pepsin Sticks, 20pcs		.60
Chiclets, 40 5c pkgs		1.25
" 8-lb. boxes		1.35
" 10 5c pkgs		.80
" 12 25c pkgs		2.00

CRACKERS.



MADE BY THE
MUTUAL BISCUIT CO.

	lb.	⅛ box
Almond Drops	15	
Animals	12½	$1.20
Arrowroot	14	1.50
Assorted	12	1.15
Assorted, extra	14	1.30
Assorted, fancy	20	1.75
Assorted Wafers	16	1.90
Assorted Jumbles	14	1.25
Boston	9	.60
Butters, Mutual	10	.70
Butter Scotch	14	1.50
Butter, Star	9	.60
California Lunch	9	.90
Champion	9	.65
Chips, Mutual	14	1.10
Chocolate Biscuits	16	1.80
Chocolate Fingers	15	1.50
Chocolate Wafers	18	2.15
Cocoanut Bonbon	14	1.25
Cocoanut Finger	15	1.50
Cocoanut Marshmallows	15	1.50
Cocoanut Taffy	15	1.80
Cocoanut Wafer	16	1.50
Coffee	12	1.25
Coffe Iced	15	1.35
Cornhill	10	1.10
Cracker Meal	6	1.10
Currant Cakes	12	1.10
Egg Jumble	14	1.25
Fruit Biscuits	14	2.40
Ginger Cakes	10	1.40
Ginger, Nut	12	1.40
Ginger Wafers	14	1.75
Graham	10	1.20
Graham Gem	9	.75
Graham Unsweetened	9	
Honey Fingers	14	1.25
Honey Pumbies	12	1.00
Honey Drops, spiced	15	1.60
Honeysuckle	16	
Jelly Fingers	16	1.50
Jenny Lind	12	1.10
Lady Fingers	15	1.30
Lady Fingers Iced	16	1.40
La Grande	11	1.10
Lemon Biscuit	14	1.25
Lemon Brittles	14	1.35
Lemon Snap	12	1.20
Lemon Wafers	14	1.75
Macaroon Almond	40	
Mutual Flakes	14	.90
Mutual Tea	16	1.60
Nic Nac, No. 1	10	1.10
Nic Nac	12½	1.25
Oysters	3	.70
Peoples Mixed	12½	1.25
Pilot Bread	4	.55
Pilot Bread Extra	5	.65
Pilot Saloon	7	.80
Ping Pong	16	1.50
Raisin Cake	12	1.10
Saloon Pilot	7	.80
Saloon Soda	7	
Salted Wafers	14	.90
Soda Extra	7	
Soda	6½	
Star Butters	9	.60
Vanilla Bars	14	1.40
Vanilla Biscuits	14	1.25
Vanilla Snaps	12	1.20
Vanilla Wafers	14	1.75
Wafers, Chocolate	18	2.15
Wafers, Ginger	14	1.75
Wafers, Lemon	14	1.75
Water Wafers	12	.90
Walnut Creams	16	1.50

COLUMN 23.
Department 18.
FANCY GROCERIES.

Snider's Baked Beans.

No. 1, 90c doz.;	4 doz in case
No. 2, $1.40 doz.;	3 doz. in case
No. 3, $1.85 doz.;	2 doz. in case

Bouillion Capsules.

Anker's, 10 capsules in box, per doz boxes	2.75

Capers.

Capotes, 1 dz in cs	1.20 1 25
Nonpareil, small	1.35
Do large	2.10
"White Label," 6-oz. doz	2.25
"White Label," 10-oz. doz	3.15

TOMATO KETCHUP.



Catsups

Snider's

Qts., per doz	$3 75
Pts., "	2 40
½-pints, per doz.	1 40



CAMPBELL'S
(½ Pts. Condiments)
2 dozen to case

Tobasco Ketchup dozen	$1 15
Tomato Ketchup, dozen	$1 15
Salad Dressing, dozen	1 15
Chili Sauce, dozen	$1 15
Assorted cases, dozen	$1 15

Miscellaneous.

Our Mother's Ctsp ½-pt, doz	1 40
Our Mother's Ctsp, pts, doz	2 30
Blue Label, 25 ½ pts to cs	3 10
Blue Label, 25 pts to cs	5 00
Blue Label, 12 qts to cs	4 00
Mother's Own, pts	1.50
½ pts	.90
London's Rockaway, Pts., doz	2.25
Salter's "Fruitly," doz	.50
H. B. Catsup, pts	2.15
" " ½-pts	1.25

Chocolate and Cocoa

CHOCOLATES.

Baker's.

German Sweet, 5-lb boxes, ⅛s and ¼s	26
Eagle, 12/1s	23
Premium, 12/1s	3
Vanilla, 12/1s	41
Powdered, ⅛s, ¼s, 1s, 12/lb. boxes	26

Subject to quantity discount.

Huyler's.

Vanilla, 12-lb. boxes	36
Premium, 12-lb. boxes	33

Lowney's.

Cream Cakes, per box	80
Ice Cream Drops, per doz	75

Ghirardelli's.
In paper

Eagle, 24 1-lb	21
Eagle, 12 1-lb	21½
Eagle, 12 ½-lb	22½
Eagle, 12 ¼-lb	24
Crescent, 6 5 to lb	17
Crescent, 12 5 to lb	16½
Cal, Sweet, 6 6 to lb	21½
Cal. Sweet, 12 6 to lb	21
Monarch, 12 1&½-lb	26
Monarch, 12 1-lb	25
Monarch, 12 ½-lb	27
Star, 24 1-lb	19
Star, 12 1-lb	19½

Ground.
In tins

Ghirardelli's, 12 1-lb tins	26½
Ghirardelli's 24 1-lb tins	26
Ghirardelli's, 60 1-lb. tins	26½

In delivery cases.

Ghirardelli's 60 3-lb tins	24
Venard's, 24 1-lb tins	21
Venard's, 60 3-lb tins	20
Miner's, 12 1-lb tins	22½
Miner's, 24 1-lb tins	22
Miner's, 20 3-lb tins	22

5 per cent off on 120-lb. lots

COCOAS.

Baker's Bkfst, 6/1's-½'s	30
Van Houten's, ¼'s and ½'s	35
Van Houten's, 1's	60
Royal Dutch, 12/¼'s	80
Royal Dutch, 12/½'s	75
Royal Dutch, 12/1's	70
Epp's, 14/½'s	40
Fry's, 12/½'s	39
Webb's, 6/½'s	23
Lowney's, 6/½'s	37
Ghirardelli's Bkfst, 6/½'s	38
Ghirardelli's Bkfst, 12/¼'s	37½
Ghirardelli's Impri, 6&12/½s	54
Miner's Bkfst, 6/½'s	37
Miner's Bkfst, 6/1-5's	38
Menier's, 1 ½s	47

COLUMN 24.
Condensed Milk

BORDEN'S CONDENSED MILK CO.



Gail Borden Eagle Brand (5 doz case lots	6.80 6.65
Pony	2.25
Challenge	4.40
Floral	4.65
Dime	8.75
Rose	4.40

(Each of above Brands 4 doz. in case)

Borden's Malted Milk.

Trial Size, per doz	75
Small size	4 00
Large size	8.00
Hospital size	3 .00



Borden's Pioneer Brand Evaporated Cream

Large Cans, 4 doz. in cs	3.75
Peerless	4.70
Yacht	3.25
Family Size, 4 doz in case. Quarts, 2 doz. in cs	

ALL ABOVE BRANDS GUARANTEED

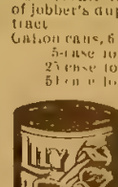


CARNATION CREAM

2½ oz. cans 4 doz	
Per case	4 00
5 cases	3 95
25 cases	3 90
50 cases	3 85

2s rebate from factory on return of jobber's dup. bill and signed contract

Gallon cans, 6 doz. to case	$3 80
5-case lots	3.75
25-case lots	3 70
50-case lots	3.60



LILY
[large tin]

1 to 10 cs	3 90
10 to 25 cs	3 85

Helvetia Milk Condens'g Co.



Originators Evaporated Cream

Highland Evaporated Cream 4 doz in box	$4.50
Baby Pet, 6 doz	3 00
Pet, reg., 4 doz., per case	3 25

Miscellaneous.

St. Charles, 4 doz., in case	$4 60
St. Charles, 5-case lots	4 50
Horlick's Malted Milk, doz	4 50
Jersey, 4 doz, per case	3.50

Cereal Coffee.

Fig Prune, per doz	$2 25
Postum, 24/1's, per doz	1 35
Postum, 12/2's, per doz	2 25
Postum, 24/1's, per doz	2 25
Grains, 12, 2s	2.75

Chutney.

Chutney, asst qts	$6 25
Chutney, asst, pts	3 75
Chutney, Major Grey, qts	6 50
Chutney, Major Grey, pts	4 25
Bah-ki-pore, pts	3 00

Cranberry Sauce. doz.

Anderson's 2s, 2 doz box	2 00
Tea Garden, 2s, gls, 12 box	4.00
Tea Garden, 1s, gls, 24 box	2 25
Cape Cod, 2 lb. gls, 12 box	2 50
Cape Cod, 1 lb. gls, 24 box	2 00
Home Made 1s, 2 doz box	2 15
do 2s, glass 1 doz box	4.00

Rice.

Choice Seed Japan	$0 6¼
Good Seed Japan	.01
Fair Seed Japan	6 3¼
Fancy Head Rice	6½ 6
Long Grain Rice	05
China No 1	5 6
China No. 2	4 4½

COLUMN 25.

ALPINE

EVAPORATED CREAM

	Per case
1 to 5 cases, 4 doz. to case	$3.40
5 to 10 " " "	3.35
10 to 25 " " "	3.30

Gallons

1 to 5 cases, 6 to case	3.35
5 to 10 " " "	3. 0
10 to 25 " " "	3.20

Midgets, 8 doz. to case

1 to 5 cases, $3. 0 | 5 to 10 cases, $3.35
10 to 25 cases, $3.30

Alpine Evaporated Cream Co.

Factory
HOLLISTER, CAL.

Office and Salesroom
95 Market Street
Rooms 212 213
San Francisco, Cal.
Phone: Main 3443.

Cottolene.

3's, 4's or 10's, per cs. of 60 lbs	7 00
5-case lots	6.90
10-case lots	6.80
25-case lots	6.75

Curry Powder.

Cross & Blackwells, 2 oz.	1.35
do 4 oz.	2.35
Do 8-oz.	3.65
Do 16-oz.	6.20
East India, Bombay, 16 oz	5 00
East India, Bombay, 8 oz	3.25

Extract of Beef.
Liebig's (Genuine)

	2 oz.	4 oz.	8 oz.	16 oz.
doz.	4.55	8.50	15.90	29.75

"Rex" Solid.



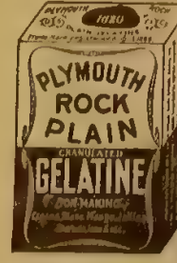
2-oz., doz	$3 96
4-oz., doz	7 20
8-oz., doz	$13.27
16-oz., doz	24.75

Marshall's

2 oz., per doz	$2.40

Gelatine.

Knox's, per doz	1 20
Knox's, per gross	14 00
Cox's, per gross	12 00
Keck's, per doz	1.10



Plymouth Rock, per doz	$1 10
(1 doz free with 5 doz.)	
Plymouth Rock, per gross	12.50
(4 doz. free with gross.)	

Ginger (Preserved).

½ doz jars in cs, per cs	2.25

Lemon Sugar.

Gilt Edge, 24/1½s, per doz	1.37½
Gilt Edge, 24/1s, per doz	1.85

Lime Juice.

Tahita, 24/8-oz, per doz	$1 25
Tahita, short measure, 16-oz	1 50
Tahita, full measure, 16-oz	1.75
Tahita, full measure, 32-oz	3 50
Tahita, bulk, gal	1.00

Mushrooms.

	doz.
Le Court, 100 to cs	$2 25
La Forrest, 100 to cs	2 75
Hotel, 100 to cs	1 85
Fancy Stuffed, pts	4.00

COLUMN 26.

OLIVES.

OLIVES IN BULK.

	25 gl.	10 gl.	5 gl.	3 gl.
Ex. No 1. Qu'n.	1 40	11 50	6 00	3 75
Lge No 1, "	1 00	10 50	5 50	3 25
No 1 Qu'n . .	95	9 75	4 75	2 90
No 2 "	85	8 75	4 50	2 85
Manzanilla ...	70	7 25	3 75	2 40

Extra charge for kegs & barrels.



Olives

SEVILLE PACKING CO.

White Label Queen Olives—

28-oz., per doz.	$5.50
18-oz., "	3.75
6-oz., "	1 25

Pim-Olas

18 oz, 2 doz, per cs, per doz $6 10
10 " " " " 3 55

Baby Pim-Olas

10-oz, 2 doz. in case, per doz.....$2.50
6-oz, 2 doz. in case, per doz.... 1.50

Olive Oil

NICELLE

	Case
½ pints, 4 doz	$9 00
Pints, 2 doz	8 55
Quarts, 1 doz	7 85
½-oz.	9 00



CRYSTAL BRAND OLIVE OIL. Pure California Products.

7-oz.
Per doz...$2.40
3 doz..... 6.75

14-oz.
Per doz... 4.50

Quarts.
Per doz... 7.25

Put up by
G. O. Ryden.

MISCELLANEOUS

Golden Gate, in gal tins, per gal		1 8
" ½ " "		1 85
" ¼ " "		1 90
Pale Grove, pure Cal., qts.	dz	7 75
Cooper's qts., ℔ doz.		10 00
Cooper's pts. ℔ cs of 2 doz		10 00
Antonini J P S., qts. ℔cs..		7 40
Do 1½-gal tins, ℔ tin..		2 90
Duret, qts pts. ℔ doz cs.		6.00 7.00
Lucca Crosse & Blackwell's qts.		7.50
Lucca Crosse & Blackwell's pts, 2 doz.		8.25
Lucca Crosse & Blackwell's ½ pts 3 doz		7.25

Salad Oil.

Durand Oil.

Quarts, 1 doz. to case, per case	$1 65
Pints, 2 " " " "	1 75
½-Pts., 3 " " " "	1 85

Cardias Salad Oil

Quarts, 1 doz t case, per case	1.50
Pints, 2 doz. to cs, 1 dz qts, per case	1 50
Imitation Lucca, qts	1.00

"Primrose" Salad Oil.

Tierces, about 50 gal gal.	$ .40
1 gal tins, 10 to case, gal.	.70
5 gal. tins, 1 to case, gal..	.45
½ gal tins, 20 to cs, gal	.75
Quart bottles, 12 to cs, doz	1.85
Pint bottles, 24 to cs, doz	1.00
½ pint bot., 36 to cs, doz.	.75

Paprika.

Gordon Packing Co.

1-16 lb	doz	½ lb.	doz 6 00
⅛ lb	doz	1 lb	doz
¼ lb	doz	Bulk, lb.	

Peanut Butter

Heron s, 2 doz to cs, per dz..2.40

Peels.

Citron, 25-lb box	13½
Citron, 10-lb box	14
Lemon, 25-lb box	11½
Lemon, 10-lb box	12
Orange, 25-lb box	11½
Orange, 10-lb box	12

COLUMN 27.

PICKLES.

Gordon Packing Co.

California—Mixed or Plain.

No. 1. bbls, per gal.	$0.24 to $0.27
No. 1. ½ bbls, per gal..	.26 to .29
No 1. 10-gal keg, p kg.	2.25 to 2.45
No. 1. 5-gal keg, p keg.	1.15 to 1.25
No. 1. 3-gal keg, p keg.	.80 to .85
No. 2. bbls, per gal.	.22
No. 2. ½ bbls, per gal.	.24
No. 2. 10-gal keg, per keg	2 10
No. 2. 5-gal keg, per keg	1 05
No. 2. 3-gal keg, per keg	.80
No. 3. bbls, per gal.	.14
No. 3. 10-gal keg, per keg	1 15
No. 3. 5-gal keg, per keg	.60
No. 3. 3-gal keg, per keg	.65

SWEET—"PACIFIC."

Bbls, ℔ gal	51
½ bbls, ℔ gal.	53
10-gal keg per keg	5.00
5-gal. keg, ℔ keg	2.75
3-gal. keg, ℔ keg	1.75
Square, 1doz ½-gal. ℔ doz.	2 25
Square, 2 doz ¼-gal, ℔ doz.	1 60
Square, 4 doz ⅛-gal., ℔ doz	1.25
Round, qts, ℔ doz.	3.75
Round, pts, ℔ doz.	2 50
Round, ½ pts, ℔ doz.	1.75

Crosse & Blackwell's.

	Doz.
Mxd Pkls, pat tops, pts.	4.15
Mxd Pkles, Pat tops, ½ pt.	2.70
Mxd Pkls, corks, pts.	3 15
Chow Chow, pat tops, pts.	4.15
Chow Chow, pat top, ½ pt.	2.70
Chow Chow, corks, pts.	3.95
Onions, pat tops, pts.	4.15
Onions, pat tops, ½ pts.	2.50

Root Beer



Less 5 per cent. on gross lots

Hires' case of 1 gr.	20 00
6 doz lots	10 00
3 "	5 00
1 "	1 75

Hires' Carbonated Root Beer cs of 2-dz pt bottles, patent tops, per cs $2.00 in 5 case lots 1 95
Hires' Carbonated Gingar Ale
Per case 2 00
5-case lots, $1.95.



Hires' Rootbeer Carbonated and Ginger Ale empty bottles, if returned to Swonn-Patrick Company, will be received by them at 25c. per case of 2 doz. bottles (with case) Delivered at San Francisco.

COLUMN 28.

Saratoga Chips.

(Less 5 per cent)

Boxes, 15 and 30-lb, per lb..$0.20
Cartons, 6-oz, 2 doz in cs, doz 1.30

SAUCES.

SNIDER'S SALAD DRESSING



Pints, 1 doz. in case, doz. $2.75
Hlf-Pts, 2 doz. in case, doz. 1.75



Snider's Oyster Cocktail Sauce pints, 2 doz to c'se doz .2 40

Same gallon jugs, 6 to case, per gal..... 1 80

Snider's Chili Sauce, pints, 1 doz. to c'se doz ... 2 40

Same, half pts 2 doz. to c'se doz 1 45

Bavle's Tabasco Pepper Sauce. in cases, 6, ½-doz boxes, per doz $3 00
boxes of 12 bottles, per doz..... 3.50

Holbrook's W'cestershire, ½'s.2.40
Do pts. 4.00
Do qts. .....
*Lea & Perrin's Worcestershire, small 2.75
*Lea & Perrin's Worcestershire, medium 5.00
*Lea & Perrin's Worcestershire, large 8.25
*5 cases 5c ℔ doz less.

Ban-ki-por, ½ pts, 2 doz case, per doz 2.40
Ban-ki-por, pts, 1 doz case....3.80
Tobasco, Mcllbeny 4 00
Tobasco, New Iberia 3.50
Braunhardt's
Tropical, ½-pts, 2 doz. per case 4.50
" pints, 2 doz. " " 8.10
Bengal Worcester, ½ pt..... .55
Bengal Worcester, pt 1.05
Pepper, sprinkle top ½ pt.....2.00
Superior Pepper, small ..... .75
Superior Pepper, large 1.50

Pure Food Pk'g Co.

Worcester Sauce, London Club, ½ pts, do ..... .75

Salad Dressing.

Durkee, small 2 doz, ℔ doz...2.55
Do large, 1 doz, ℔ d.....4.30
Do picnic size, 4 dz, ℔ dz..1.00
My Wife's 1 dz 16-oz. case....2 75
My Wife's, 2 doz, ½ pt. cs 3.40

Alpha Salad Cream.

Jumbo, 1 doz to case, per case...4.25
Do large, 2 doz. " " ...4.50
Do picnic, 2 " " " .. 2.50

El Paso Manfg. Co.
1653 Mission St.



Manufacturers

Flavoring Extracts
Fruit Juices
Syrup
Salad Dressing
Bluing
Ammonia

—

Meat and Salad Dressing, doz. .90

COLUMN 29.

SOUPS.



CAMPBELL'S (1-lb. Condensed). Packed 48 1-lb. cans to case. Straight cases of any variety, or following assortment:

8 Tomato, 6 Vegetable, 4 Ox Tail, 8 Mock Turtle, 3 Chicken Gumbo, 2 Tomato Okra, 1 Julienne, 2 Beef, 2 Consomme, 2 Pea, 2 Celery, 2 Vermicelli-Tomato, 2 Clam Chowder, 2 Mutton Broth, 2 Bouillon, 8 Chicken, 2 Mulligatany.
Price, per doz, any variety...$0.90

Miscellaneous.

Snider's Tomato—8 lb tins 2 doz. in case, per doz $2.60
Same—2 lb tins 2 doz. in case, per doz. 1.35
Van Camp's assid. per doz.... .90
Van Camp's straight, per doz. .90

SALT.



LESLIE SALT.

Free Running—

Cartons, 20 5s	$ 2.50
Cartons, 24 3s	2.00
Cartons, 48 2s	2.75
Caddies, 50 2s	3.00

Velvet Grain—

Bales, 50 3s	1.75
Bales, 30 5s	1.75
Bales, 15 10s	1.75
Bales, 8 20s	1.75
Packets, 75 2s	1.75
Packets, 40 s	1.75
50-lb sacks, per ton	18.00

H. B. H. Liverpool.

Bales of 75, 2's, per bale.....$1.25
Bales of 40, 4's, and 15 10's.... 2 0
Bags, 200s (50s $5t. per ton.. 7.50

Rock Salt.

Half-Ground, 100-lb sacks, per ton	$4.25
Stock, 100-lb sacks, per ton...	4.00
Li erpool Lumps, per ton.....	14 50
Cal. Table and Dairy, pr bale.	1.0
Cal. Table and Dairy, 50's, per ton	6.25

Package Salt.

Shaker Salt, per doz.....$0 90
R. S. V. P., 3's, 24 to cs, p. cs. 2.25
R. S. V. P., 5's, 20 to cs, p. cs. 2.75

Celery Salt.

Mertens, 1 doz in box..... 1.05

Sauerkraut.

Barrels, per lb	.02¼
½ bbls	.03
¼ bbls	.03¼
3-gal kegs, per keg	.90
5-gal kegs, per keg	1 15
10-gal kegs, per keg	2 25
2-lb tins, 2 doz in cs, doz	1 35
2½-lb tins, 2 doz in cs, doz..	1.60

COLUMN 30.

SPANISH DELICACIES.

Specialties of the
Spanish-American Food Co.
149-155 Fremont St.
Medal Goods, Paris Exposition.



TAMALES. Doz.

I. X. L., W. G. M. and Kapp & Sheet Brands.
No. 1 Boneless Chicken Tamales in key-op cans 1.30
No. 2 Not Boneless Chicken Tamales in key op. cans 1.00

Spanish-American Brand.

Beef Tamales in key op. cans .... .95
Extra Special Boneless Tamales in key op. cans 1.60
Chili Con Carne, 1 lb.....1.20
Enchiladas, in key-opener cans 1.20
FRIJOLES, 1 lb ..... .90
Tripe, Spanish style, 1 lb 1.25
Minced Deep Sea Clams, 1 pt. 1 25
Clam Juice, 1 pt..... 1 10
Cal. Baked Beans, tomato sauce, 1 lb., 4 doz in case... .85
Cal. Baked Beans, tomato sauce, 2 lbs., 2 doz to case ... 1.35
Cal. Baked Beans, tomato sauce, 3 lbs . 2 doz to case... 1.75

Chili Beans (Tamale Sauce)
1 lb, 4 doz to case..... .85
2 lb, 2 " " 1.35
2 lb, 2 " " 1.75

Deviled Oysters, for Sandwiches
4 doz to case 1.40
Pate Chicken Liver for sandws.
4 doz. to case.....1.40

Macaroni and Cheese, with Tomato sauce, 1 lb, 4 dz. cs.. .90

Concentrated Soups.

Pints (20 kinds).....doz. .90
Beef, Tomato, Ox Tail, Mock Turtle, Mulligatawny, Rice Tomato, Consomme, Green Pea, Bean, Clam Chowder, Vegetable, Chicken Rice, Chicken Barley, Chicken Giblet, Chicken Gumbo, Cream Chicken, Cream Celery, Beef Bouillon, Chicken Bouillon, Clam Bouillon.
Quarts (9 kinds)...doz. $1.85
Chicken, Beef, Mock Turtle, Ox Tail, Tomato, Mulligatawny, Vegetable, Clam Chowder, Cream of Celery.

Truffles.

Rilhac, 100/¼'s, per doz.....12 00
Rilhac, 100/ 1-16's, per doz..... 3.00
La Forrest, 100/¼'s, per doz..17.00

Vinegar.

	Bbl.	½ bbl.	10 gal.	5 gal.	3 gal.
30 grain ...	08	10	1 15	65	50
40 grain....	10	12	1 35	75	60
50 gr in....	12	14	1 70	90	80
60 grain....	14	16	2 00	1 10	95
80 grain ...	16	18	2 65	1 50	1 25
90 grain ...	18	20	3 50	1 85	1 65
100 grain ...	20	22	3 85	2 10	1 85

Hammond's Vinegar.

Salad, qts, per doz.....1.25

Yeast Cakes.

Great Western 1.00
Gillett's Magic 1.20
Yeast Foam 1.20

Pure Oregon Apple Cider Vinegar.

Bb's.....22c gall n
½-bbl. .....24c "
Guaranteed.

COLUMN 31.

Department 19.
GROCERY SUNDRIES.

Axle Grease.

H. & L., per case.....$1.50
C. & S., 2-doz case, per case... 2.00
" 5 cs lots..... 1.95
" 10 cs lots..... 1.85
Frazer's, 2 doz tins, per case.. 2.25
Frazer's, 4 doz wd, per case... 3.60
Frazer's, 15-lb pails..... 85
Mica, 3 doz tins, per case..... 2.25

Paper Bags.

Automatic, Self-opening, 500 in pkg. List.

¼-lb . .....$1.00 8-lb 4.80
½-lb . . .. 1.20 10-lb 5.20
1-lb . ..... 1.60 12-lb 6.30
1½-lb . . .... 1.70 14-lb 8.30
2-lb . ..... 2.00 16-lb 9.00
3-lb . . .... 2.50 20-lb 10.00
4-lb . ..... 2.90 25-lb 11.00
5-lb . . .. 3.40 30-lb 13.00
6-lb . ..... 4.00 35-lb 15.00
7-lb . ..... 4.40 .....

Discounts from above List:
(Cheapest).....50 pct and 5, 10's
Eagle or Equal....50 pct and 2, 10's
White Fibre, or any white bag, ...50 pct and 1, 10's
Mikado (striped) .....40 pct
Sugar Bags, broad bottom, lb....06
Lion, 40 per cent and 1....1.10

Bluestone.

Barrels, per lb (5 bbls 5½c).$0.05¾

Bathbrick.

Bristol, 2 doz, per case $0.85
case 1.15
Powdered, 40 ½'s, per case 1.25

CANDLES.

Adamantine.

Schneider's 10 oz. 20's.....$0.07
Schneider's 12 oz. 20's..... .08½
Schneider's 14 oz. 20's..... .09½
Paraffine, 20 1 lb. cakes...1.95
do, 5 bx. lots.....1.85
do 40 1 lb cakes.....3.90
do 5 bx lots.....3.75
do 100 1 lb cakes.....9.75
do 5 bx lots.....8.75
P. & G. Adamantine, 10 oz. 8¼
do 12 oz. 9¼
do 14 oz. 10½
Yacht Club Quartz Candles
20 sets 14 oz..... .10
40 sets 14 oz. 0.3¾

Stearic.

Schneider's 14 oz 20's or 40' .12
Schneider's 16 oz 20's or 40's. .13½

Paraffine Per lb.

4s, 6s, in cartons of 36-lb bxs..10¼
12s, in cartons of 36-lb bxs.....10¼
½-lb, in cartons of 25-lb bxs...10¼
1-lb, in cartons of 25-lb bxs....10¼
Colored 1c higher.

Beeswax, pure for churches.. 40
Do No 2..... 30
Do No. 3..... 25
Christmas, all sizes.....8 8½
Do holders, ℔ gross..... 85
Wax Tapers, ℔ doz pkgs (℔ gross 8.00).....65 75
Night Lights, German, on pap & wd, (doz 40)..... 65
Do French, en tin, doz.. .....50, .75, 1.10

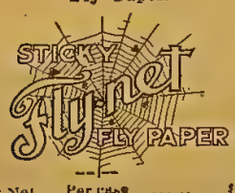
Cordage.

Basis price: Manila 14½c. Sisal 9¾c (5,000 lbs ¼c, and 10,000 lbs ½c less.)

Egg Food.

Pratt's, 26-oz, 2 doz in cs....$2.25
Wellington's, 1-lb. 2 doz box.. 2.00

Fly Paper.



Fly-Net, Per case $2.60
Magnet, per case.....$2.50
Tanglefoot, per case..... 2.90
Tanglefoot Holders, per case of 50 75

Fruit Jars.

(Net cash — no discount)

Mason's, pts, per gr..... 7 35
Mason's qts, per gr..... 8.05
Mason's, ½ gals 11.40

Fruit Jar Caps.

Porcelain, 6 doz in box, per bx 2.40

Fruit Jar Rubbers.

No. 1 white, per lb.....50-60c
"Gold Seal," cartons, per gr.. .75
"Badgers," cartons, per gr.... .60

Hops.

No. 1, ¼ lb. 30-lb. box, lb..... .26
No. 1, ½ lb. 30-lb box, lb..... .26
No. 1. 1 lb, 30-lb box, lb..... .26
Less than 30-lb boxes..... .27

Horseradish.

½-pts, 2 doz in box, doz..... 1.10
Pts, 1 doz in box, per doz.... 1.50
Qts, 1 doz in box, per doz..... 2.75
Bulk, per gal ..... .75

Glue.

Le Page's, 1 oz. per doz..... .75
Le Page's, 2 oz. per doz..... 1.15
Le Page's ½-gill tins, per doz. 1.20
Le Page's, 1-gill tin, per doz.. 1.60
Standard, small, per doz..... .50

COLUMN 32.

EUREKA INSECT EXTERMINATOR.



Manufactured by
Jos. Pusch, 22 Hampton Place
San Francisco.

10c size, doz 75
25c size, doz 1.75
60c size, doz 4.50
1.00 size, doz 8.00

Harmless to persons or animals; does not irritate the skin or injure the eyes.

MATCHES.

Metropolitan, full count, per tin.$1.10
Universal, shrt count, pr tin .95
Boys' block pap pkg, per doz 10
Swedish Safety, per gross..... .80
Swedish wind, 1 gross..... 85
Vulcan Paraffine, 65s, ℔ gross (50 gross 50c) .....50 .55
Japanese Safety, per gross..... .50
Squirrel Matches, 55s, per gross .43
Ship Safety Matches, la ge, gross .75
" " small, " .65

Diamond Match Co.'s.

Anchor, 200 . ..... 1.70
Do 500s..... 4.00
Domino, case..... 2.75
G. G. 60s..... 2.75
Red Top Safety 3 25
S. & C., Eastern Parlor, 80s.... 4.25
Press, 100s, 5-gross cs..... 4.75
Little Star, per cs..... 2.25
Search Light, 500s, large 1 gr.. 4.75
(Discount of 25c per case on 5 cs. lots)

Paper, Wrapping.

Butter, White, ℔ ream..... 20
Do Waxed ℔ ream..... 25
Manilla, No. 2, roll, any sz lb....3½
Manilla, No. 1, rolls or reams, ℔ lb..... 5
Straw, ℔ ream..... 70
Do rolls any size, ℔ lb.... 3¼
Drab, ℔ ream..... 60
Do rolls any size, ℔ lb.... 2¾
Metropolitan White Fibre Rolls, per pound 4

Paper, Toilet.

Columbia, in rolls, 7 oz, per cs of 100 .....2.75
Royal, 100 rolls of 500 shts.....4.00
Pilot, 100 tablets of 500 shts..3.75
Golden Eagle, 100 tablets of 1,000 sheets 8.00

Polishes, Shoe.

Mason's.

Mason's Colt-Coronide Per gross $4.70; per doz. 40c
Mason's Paste Stove Polish Per gross $4.70; ¼-gross $1.20
Mason's Challenge, per doz .... .40
Mason's Challenge, per gross.... 4.70
Challenge Shoe Dressing, small per doz .. .. $ .75
large " " 1.50
Russett Comb'n. shoe Dressing small, per doz .. .75
large, " " .. 1.50
Black Comb'n Shoe Dressing small per doz .85
Patent Leather Polish, per doz ..... .50
Mason's, No. 4 ..... .45
" " per gross 5.20
" No. 3 per doz ..... .35
" " per gross. 3.40
" No 2 per doz .30
" per gross..... 3.00
" No. 1 per doz .. .25
" " per gross . 2.80

Scott & Gilbert Co.

Manufacturers.
214-216 Mission St., San Francisco



In 3 dozen cases per

Alaska Seal Oil....	20 00
Top Notch	15 0
Russian	12 00
Boss.....	9 00

Bixby's.



Jet Oil .....per doz. 85
Jet Oil, 3 doz. in box, with Marvel Brush Free 2 55

COLUMN 33.

BIXBY'S—Continued

Royal Polish ..... per doz. 85
Royal Polish 3 doz. in box, with 3 pkgs. 5c Carpet Tacks free. 2 55
Shoe Satin, Small Comb, per doz. 80
Shoe Satin, Large Comb, per doz. 1 25
No. 5, Shoe Satin Paste, per doz. 40
No. 10, Shoe Satin Paste, p doz 85
Satinola, small comb 80
Satinola, large Comb 1 25
No. 5, Satinola Paste. 40
No. 10, Satinola Paste..... 85
"BBB" Blacking Size M. 3 dz in box ..... } 1 25
½doz. paste free }
"BBB" Blacking, Size B. 3 doz. in box ..... } 2 50
1 doz. paste FREE ..... }

Polish, Stove.

Rising Sun, large pkg, ℔ gross. 6.25
Do 5-gross lots, ℔ gross. .6.00
Do Small pkg, ℔ gross.... 4 25
Sun Paste, large, ¼ gross, per gross 8.00
Sun Paste, small, ¼ gross, per gross 5.00
Enamelline, No. 4 tins, ℔ gross.5.00
Do No 6 tins, ℔ gross..... 8.25
Do Liquid, pt-tins, bx 3 doz.2.25



Small, 3 doz. to cs., per cs..$1.50
Large, 3 doz. to cs., per cs. 2.50
(½ doz. free with each case)

Polish, Metal.

Electro Silicon, 1 gr in case, per doz ..... .80
Brilliantshine, ½ pts, per doz.. .90
Brilliantshine, pts, per doz.... 1.70
Brilliantshine, qts, per doz.... 3.10

U. S. Metal Polish.



POLISH

	Doz
Qts...	$3 00
Pts....	1 70
½ Pts.	90

PASTE

lb...	$3 00
½ lb...	1 75
3 oz...	50

Barkeepers round powder gr. $18.00

U. S. METALLIC POLISH PASTE is put up by a Practical Chemist; also in Liquid Form. Free from Acid or Grit. 20 years in the Markets of the World. **J. T. WILSON**, Pacific Coast Agt., 1770 15th St., S. F. For sale by all dealers. Also the Barkeepers' Friend Cleaning Powder.

Rope.

Manila, 1¼-in. cordage ..... .15
Sisal, 1¼-in. cordage ..... .10½

Seeds.

Anis	11½
Canary	7
Caraway	8 10
Celery	15
Coriander	15
Cumin	13
Flax ground	4
Flax, whole	3¾
Hemp, sacks	4½
Millet	6½
Mustard	5½
Poppy (Or, sks 9¼).....	10¼
Rape, Cal.....	13¾
Bird gravel 40 2s	2 00
Bird Seed Mixed 48—1-lb pkg	8

Original sacks ½c less

Sheep Dip.

Little's, 10½-gal tins, per gal$1 05
Little's, 5-gal drums, per gal.. 1.05
Smith's, 10½-gal tins per gal .95
Smith's, 5-gal drums, per gal .95

Twine.

Cotton, 4 ply, 100-lb bls, per lb 20
Do 3 ply, 100-lb bls, per lb.... 20
Do 2-lb cones, per lb 20
Hemp, 8-oz balls, per 3-lb pkg.. 70
Do, 4-oz. balls, per 3-lb pkg. 75
Do 2-oz balls ℔ 3 lb pkg
Sack, 4 ply, 12-lb pkgs, per lb. 33

Wax.

Fruit... 25 6-oz pkgs 1.10; 9-oz. 80
Japan, per lb. 17
Beeswax 25

Wax Strings.

12 in. 10 pkg 100 strgs each ... 1 75
14 in. 10 pkg 100 strgs each ... 1 75

COLUMN 34.

Continued from Col. 18.



Dr. Price's Wheat Flake Celery Food.
Per case...$ 3 60

Pastes (Domestic).

Macaroni, Vermicelli, etc.—
No. 1 Extra, per box ..... .27
No. 1 Extra, 15 lbs. ..... .52
No. 1 Extra, 25 lbs. ..... .82
No. 1 Extra, 50 lbs. 1.65
No. 1 Extra, 100 lbs. 3.30
No. 1 Extra, ½ box ..... .15
Macaroni, Vermicelli & paghetti, No. 2 20
Royal Macaroni, Verm'l & spetti, 24 1-lb pkgs., per case..... 1.70
Queen's Taste Mac., Verm. & Sp 12 2-lb cartons 1 case 2 15
It. Paste, assrt, ab 18 lbs c., lb. 6½
Royal It. Paste, 24 1-lb pkg c., pkg .8½
Golden Gate Egg Noodles, 24 1-lb pkgs in case, per cs. 1 60
Farina, 24 1-lb pkgs 1 50

Discount 2 per cent for cash only

COLUMN 35.

Department 20.
WOOD AND WILLOW WARE

AXE HANDLES.

Ex. 36-in., doz.....$2 25
No. 1, 36-in., doz..... 1 75
No. 2, 36-in., doz..... 1 25
No. 3, 36-in., doz..... 1.05
Ex. 38-in., doz..... 4.00
Ex. 40-in., doz..... 4.25

BASKETS.

Per Doz.

Cal., Open, Spruce, No. 3.. .80
Cal., Open, Spruce, No. 4.. .60
Cal., Open, Spruce, No. 5.. .34
Cal., Satchel, Spruce, nest, 0-5 ..... 1.10
Cal., Satchel, Spruce, nest, 1-5 ..... 1.00
Cal., Satchel, Spruce, nest, 1-41 ..... .71
German market, nest of 4 1.25
Clothes, Oval, Wil., No. 0. 6.00
Clothes, Oval, Wil., No. 1. 6.00
Clothes, Oval, Wil., No. 2. 6.75
Clothes, Oval, Wil., No. 3. 8.00
Clothes, Oval, Wil., nest 4 .. 2.18
Japanese Telescope, nest of 5, size 18x12x7..... 1.80
Same, size 20x13¼x7..... 1 25
Same, size 24x15x10..... 1.75

BOWLS, WOODEN.

Per Doz.

Maple, No. 1, 11-inch..... .75
Do No. 2, 13-inch..... 1.50
Do No. 3, 15-inch..... 2.75
Do No. 4, 17-inch..... 4.25
Do No. 5, 19-inch..... 5.75
Do No. 6, 21-inch..... 7.50

Per nest.

Maple Nests, 3, 13, 15, 17-inch ..... .71
Same, 4, 13, 15, 17, 19-inch 1.30
Same, 5, 13 to 21-inch... 1.81

BROOMS.

Per Doz.

Patent Cap, No. 1..... 3.80
Patent Cap, No. 2..... 3.60
Patent Cap, No. 3..... 3.35
Extra Patent, No. 1..... 3.85
Extra Patent, No. 2..... 2.60
Extra Patent, No. 3..... 2.40
Ladies' Pride, No. 1..... 2.85
Ladies' Pride, No. 2..... 2.60
Ladies' Pride, No. 3..... 2.40
Little Beauties 3.00
Ladies' Delight 2.80
Toy, 2 strings..... .90 1 35
Wisp, 2 strings ..... .90 1.25

BRUSHES.

Per Doz.

Dust 2 00 12 00
Scrubbing ..... .55 3 00
Dandy 1.50 6.75

Shoe Brushes.

No. 1, black tampico 1.10
No. 2, bristles 1 65
No. 3, white bristles 1 75
No. 4, bristles 2.00
No. 5, white bristles 2 25
No. 6, horse hair 2 70
No. 7, bristles 3.90

Stove Brushes.

Per Doz.

No. 1, tampico, handles.. 90c-$1 10
No. 2, bristles, handles..... 1 85
No. 3 tampico handles 1 85
No. 4 bristles handles 3.25

Ox Fibre Brushes.

Per Doz.

Scrub T & B, 8x2¼ in face .80
Do Hub, 10x2¾ in face. 2 00
Do Magic, 7½x2 in face 1.10
Do Owl, 6½x1½ in face .85
Do Cat, 10¼x2½ in face 1.50
Do Rat, 8½x2½ in face 1 25
Do Mouse 6¼x2¼ in fa 1.00
Do Alligator, 10½x2¾ in face 2.25
Do Goose, 8¾x2¾ in face 2 00
Do Duck, 6½x2¾ in face 1.50
Stove, Hustler, 8½x2½ in face 2.25
Sink, Roll, 3½x2½ in face 1 40
Sink, Gong 4¾x3¾ in face 2.25
Horse, Pointer, 10x3¼ in face 3.00
Creamery, Jersey, 9x5 in face 3.25
Creamery, Holstein, 9½x5¼ in face 3.50
Dust, Peacock, 10½x4 in face 2.25
Hand, Windsor, 4½x1¼ in face per gross 6.00
Whitewash Snowstorm, 9-in., per doz..... 2.00
Same, 8-in., per doz..... 1.75
Same, 7-in per doz 1.50

CAN OPENERS.

Diamond, per doz $0 75
Crown, per doz 1 25
Solgers, per doz 2 25

CARPET SWEEPERS.

Pleasells, per doz 26 00 to 27 00
King, per doz 24.00

CHEESE SAFES.

Round, No. 1, 10 in $2 20
Round, No. 2, 22-in 2 25
Round, No. 3, 24-in 3 50
Square, each 4 00

Clothes Line.

Hemp, 40-foot, per doz $0 80
Hemp, 60-foot, per doz 1 25
Cotton, 40-foot, per doz 80
Cotton, 60-foot, per doz..... 1 20
Cotton, 72-foot, per doz..... 1 75
Manila, 40-foot, per doz . . . 1 25
Manila, 60-foot, per doz 2 50
Cash Cord, 50 foot, per doz ... 1 75
Cash Cord, 80 foot, per doz .. 2 00
Wire Cord, 50 foot, per doz.. 1 08
Wire Cord, 75 foot, per doz.. 1 80
Wire Cord, 100-foot, per doz . 2.75

COLUMN 36.

Clothes Line Pulleys.

Galv. Iron, per doz.....$0.50

CLOTHESPINS.

Common, per box of 5 gross .60
U. S. Patent Spring, per gr .60

COFFEE MILLS.

Enterprise, Family No. 1, doz $2 50
Enterprise, Family, No. 2, doz 3 50
Enterprise, counter, ea....5.50-35.00

CORKS.

Wine, pt size, per M.....$4 20
Wine, qt size, per M..... 6.25

Demijohns.

Discount: on 1 gal., 2, 3 and 5 gals. 50-10; on 1/2 and 1 gal., 50-10-5.

¼-gal., doz..$3 25 2-gal., doz..$10.50
½-gal., doz.. 4.50 3-gal., doz.. 13.50
1-gal., doz... 6.50 5-gal., doz.. 19.00

Dust Pans.

No. 1 Japan, doz..... .63
Covered, doz 1.25
Janitor, doz 2.25

Dusters.

China, fancy colored, doz..... .80
Standard Turkey, No. 10, doz.. 1.60
Standard Turkey, No. 12, doz.. 2.10
Standard Turkey, No. 14, doz.. 2 75
Standard Turkey, No. 16, doz.. 3 25
Standard Turkey, No. 18, doz.. 3.75

DOOR MATS, COCOA.

	Per Doz.
Light, No. 1, 14x24.....	4.00
Do No. 2, 16x27.....	5.50
Do No. 3, 18x30.....	7.25
Do No. 4, 20x33.....	9.00
Medium, No. 1, 14x25.....	5.25
Medium, No. 2, 16x27.....	6 75
Medium, No. 3, 18x30.....	8.50
Medium, No. 4, 20x33.....	10 25
Extra, No. 2, 16x27.....	9.50
Extra, No. 3, 18x30.....	12.50
Extra, No. 4, 20x33.....	15 00
Extra, No. 5, 22x36.....	18.00
Keystone Steel Mats.....	

Faucets.

Cork lined, No. 1, doz.....$0.60
Cork lined, No. 2, doz..... 75
Cork lined, No. 3, doz..... 90
Cork lined, No. 4, doz..... 1.25
Cork lined, No. 5, doz..... 1.50
Molasses Gates $0.25
Self-Measuring Faucets, each 3 00
Syrup Pumps (Ent'rprise), ea. 5 75
Syrup Pumps with auger, ea.. 6.00

Ironing Boards.

4-ft., per doz 4 80
4½-ft., per doz 5 40
5-ft., per doz 6 00
5½-ft., per doz 6.60

LAMP CHIMNEYS.

XX Eureka Grade.

Eureka Crimp Top in Cartons.

	Per Doz.
No. O or E, 6 doz. in case	.75
No. 1 or A, 6 doz. in case	.75
No. 2 or B, 6 doz. in case.	.95

Eureka Electric.
In Cartons.

No. 2, 6 doz in case, per doz..1.00

Lantern Globes. per doz
Packed 5 doz in case.... .70

Eureka Rochester.

	Per Doz.
No. 1, 6 doz. in case....	.85
No. 2, 6 doz in case.....	1.05
No 3, 6 doz. in case.....	2.10

Macbeath Pearl Top.

No. 1 or A, 6 doz. in case. .85
No. 2 or B, 6 doz. in case. 1.05

La Bastie.
Heaviest and best in market.

	Per Doz.
No. A, plain bulk, 6 doz. in case	1.22
No B plain bulk, 6 doz in case	1.53
No. A, crimp bulk, 6 doz. in case	1.32
No. B, crimp bulk, 6 doz. in case	1.63

Common Chimney.

	Per Doz.
No. 0 or E, 6 doz. in case.	.40
No. 1 or A, 6 doz. in case..	.45
No. 2 or B, 6 doz. in case.	.65

Common Rochester.

No. 1, 6 doz. in case.....	.75
No. 2, 6 doz. in case.....	.90
No. 3, 3 doz. in case.....	2.00

Lamp Burners.

0 or E, per doz.....$0.50
1 or A, per doz..... 60
2 or B, per doz. 4..... 75
(Blaze fits 13 collar, takes E wick)
Solar Burners, doz 1.50

LEMON SQUEEZERS.

Ball, per doz $0.50
Glass, No. 1, per doz..... 50
Glass, No. 2 (for oranges) doz 85

MOPS AND HANDLES.

	Per Doz.
9-lb. Mops	1.35-1.75
12-lb Mops	1.80-2.20
Patent Mop Handles	1.00
Plain Mop Handles	.90

PAILS.

	Per Doz.
Wood, painted, 3 hoops...	2.25
Wood, varnished, 3 hoops	2.25
White Cedar, 3 galv hoops	2 75
Fiber	3.50
Galvanized, 10 quarts	1 75
Galvanized, 12 quarts	2 05
Galvanized, 14 quarts	2.30

SHELF PAPER.

	Per gross.
Narrow, assorted colors.	.12
Wide, assorted colors....	.35

COLUMN 37.

TUBS.

White Cedar—No. 0, 13.00; No. 1, 10.50; No. 2, 9.00; No. 3, 8.00.

Painted or varnished—No. 0, 11.40; No. 1, 9.60; No. 2, 8.40; No. 3, 7.20.

Fiber—No. 0, 18.00; No. 1, 14.50; No. 2, 12.50; No. 3, 11.00.

Galvanized—No. 1, 5.50; No. 2, 6.20; No. 3, 7.20.

WASHBOARDS.

	Per Doz.
California, regular size.....	2 10
California, small	.90
Stag	2. 75
Bronze	3 50
Good Enough	2.25
Anchor, single	1 90
Nameless	2.25
Peerless, double	3.50
North Star	3.50
North Star, protector....	4.00
Crystal Glass	4.00
Misses	1 50
Toy	.90

WICKING.

	Grs
Lamp, 0 or E, ⅜-in.....	$0 40
Lamp, 1 or A ½-in.....	.45
Lamp, 2 or B, 1-in.....	.70
Lamp, 3 or D, 1½-in.....	1.10
No. 1 Rochester	2.25
No. 2 Rochester	3.25
No 3, Mammoth	10.50
Junior Rochester	2 00
Stoves, 3-in	2.00
Stoves, 3½-in.	2 0
Stoves, 4-in	2.50
Stoves, 4½-in	3 50
Stoves, 5-in	3.50

WRINGERS.

Wood Frame Novelty.

Two top screws; iron tub clamps.

	Per Doz.
No. 350, 10x1¾ in	30.00
No. 351, 11x1¾ in 36.00	
No 352, 12x1¾ in 42.00	

One top screw; wooden top clamps.

No. 360, 10x1¾ in. 31.00	
No. 361, 11x1¾ in.. ....36.00	
No. 362, 12x1¾ in.....42.00	

Ball Bearing.

No. 380, 10x1¾ in.....40.00

MISCELLANEOUS.

Barrels, paper, 100-lbs, ea. .80
Barrels, pa., 50 lbs ea..... .65
Barrel Covers, 17-in. (flour barrel size), per doz..... 1.80
Barrel Covers, 21-in (sugar barrel size), per doz. 2.70
Basins, fiber, 12-in., pr dz. 2.25
Basins, fiber, 1½-in., per doz. 2.50
Brownies, per doz .55 1.00 1.25
Butter Ladles, plain, doz. . 45
Butter Ladles, clays, doz ... 85
Butter Spades, doz 40
Dishes, oval 1, 2 and 3-lb, per 1,000 . ... 2.20, 2.50, 2.90
Dishes, wire end, ...1.35, 1.80, 2.35, 2.85, 3.25
Egg Beaters, Dover..... 1.00
Lemon Squeezers, fiber, dz 1.25
Measures, fiber, 4 pcs..... 1.25
(Set pt., qt., ½ gal and funnel)
Lanterns, O Tubular, doz. 5.00
Lanterns, candle, frame, only doz. 1 00
Lantern Candle, with chimney, doz. 1.75
Lantern globes, in bbls. 70@95
Mouse Traps, 1 to 6 holes, doz., 6 holes..... .60
Traps, mouse, "Does-it-easy," doz. 25
Traps, rat, "Blizzard" doz.... 90
Nest Eggs, per doz..... 20
Oil Cans, 1 gal., cush., per doz 1.50-4.50
Oil Cans, 1 gal., galvanized Iron 2.00
Oil Cans, 5 gal., galvanized iron 6.00
Potato Mashers, per doz. 45@75
Rolling Pins, per doz. 1.20 and 1.45
Spoons, wooden...30c, 37c .65
Step Ladders, each per ft 17 10
Tacks, steel, n std 2-oz. doz. 25
Tacks, Common 2 oz., doz. 10
Tapers, gas, 30 17-in sigs doz 65
Tobacco Cutters, standard, ea 80
Toothpicks, per case, 110 box 2.25
Twine Holders, hanging, doz 2 00
Twine Holders, counter, doz 3 10
Spittoons, fiber, 13-inch.. 6 00
Spittoons, fiber, 12-inch.. 4 75
Spittoons, fiber, 9-inch .. 4.00
Whips ..... .90
Window Screens, 12-in. doz. 1 60
Window Screens, 18 in., doz.. 2 20
Window Screens, 24-in., doz.. 2 64

STATIONERY.

Blank Books.

Counter, 48-leaf .....$	.50
Counter, 92-leaf	.75
Cap, Day & Ledger, per 100 pp	10@ .40
Full bound	50@ .75

Writing Paper.

	Ream
Commercial Note, 5lb..	45@ .75
Commercial Note, 6lb	60@ .90
Letter, 10 lb, ex....	90@1.50
Cap, 12 lb, ex	1.08@1.80

COLUMN 38.

Envelopes.

	Per M
XX, 5-in.	1.00@1.50
XX, 6-in.	1.10@1.60
XXX, 10-in.	2.80
XX, 4-in., Baronial, cream or white	1.40@1.80
XX, 5-in., Baronial cream or white.....	1.60@2.00

Inks.

Scott & Gilbert Co.,
Manufacturers,
214-216 Mission Street, San Francisco

SUNSET BLUE BLACK



	gross
Cones, 3 dozen case	$4.50
2 oz. round studs 3 dz..	4 50
	doz.
4 oz. round studs, 3 dz	75
½ pint-, 2 doz case..	1 25
pts, 2 doz. in case	2 00
Quarts, 1 doz. in case	3 50
	gal.
5 gallon kegs	70
10 gallon kegs	60
Barrels	50
Assorted colors,	doz
1 oz. stands, any color	50
2 oz. stands, any color	75

BLACKSTONE MFG. CO.
1960 Howard St., S. F., Cal.



	Gross
Cones, 3 doz to cs.....	$3.75
2-oz., Rnd Cylndr, 3 doz to cs..	2.90
3-oz., Rnd Cylndr, 3 doz to cs..	3.75
4-oz., Rnd Cylndr, 3 doz to cs..	6.50
	Doz.
8-oz., Rnd Cylndr, 2 doz to cs..	1.15
16-oz., Rnd Cylndr, 1 doz to cs.	2.00
Full qts., Rnd Cylndr, 1 doz to cs	3.75

Above prices are for Jet Black, Blue Black, Green, Blue, Violet and Carmine Inks.

(Copying Inks 10 per cent additional.)

Miscellaneous.

Carter's or Sanford blk cylinder, gross	4.50
Sanford's, 4 oz., black cylinders, doz.	60
Sanford's ½ pt, doz.....	1.75@2 00
Sanford's pts, doz	3.00@4.50
Sanford's qts., doz.	5.00@7.50

Lead Pencils.

	Gross.
Plain cedar	60
Black polished	1.10
Cedar, rubber tip	1.00
Red polished, metal rubber tip	1.50@3.50
Carpenters'	1.75@2.25
Eagle Automatic, doz.. doz.	85@2.00 40@1.80



Mucilage

Scott & Gilbert Company

Mafrs., 214-216 Mission St
San Francisco, Cal.

SUNSET EXTRA HEAVY

	doz.
2 oz. cones, 3 doz. cs.	37½
3 oz. cones, 3 doz. cs.	75
½ pints, 1 doz. case	2 00
Pints, 1 doz. in case	3 50
Quarts, 1 doz. in case	7 00
Gallons, ½ doz. ca e	20 00

Blackstone Mfg. Co.
1960 Howard St. S. F., Cal.

	Gross.
2-oz. Cones, 3 doz. to cs.....	$4.00
3-oz cylndrs, 3 doz to cs.....	5.75
	Doz.
8-oz, round, 2 doz to cs.....	1.75
16-oz, round, 1 doz. to cs.....	3.00
Full qts., 1 doz. to cs.....	5.00

Bulk quotations (5, 10 and 30-gal) on application

Steel Pens.

	per gr. Gross.
Railroad, 1 gross in box.....$0.40	
Stub No. 413	40
Falcon	40
Bank	40
Easy Writer	50
Extra Fine	45
Elastic	45
Railroad Stub	40
Ladies' Falcon	40
School	40
Spencerian No. 1	85
Gillotts No. 404	60
Gillotts No. 303	1.00

COLUMN 39.

Department 22.

TOBACCO, CIGARS, SMOKERS' SUPPLIES, ETC.

AMERICAN TOBACCO CO.

Plug Tobacco.

Battle Ax, 16 oz, 3x12, b cuts, 12, 24 lb	39
Big Gun, 8 lb. butts, also 16 lb. butts, 16 oz., 3x12, 6 cuts.....	44
Brandywine 4 to lb., 2¼x9, 3 cuts, 4 and 8 lb	46
Bullion, 16 oz 3x12, 12 lb.....	47
" 6 to lb., 1x6, 20 lb	50
Burr Oak, 16 oz., 3 x 12 emb., 6 and 12 lb.	42
Climax 16 oz, 2x12, 6 cuts, 6, 12 and 30 lb	45
Climax, 7 oz, 2x12, R & R 6 cuts. 7, 10½ and 21 lb.	48
Climax, 7 oz, 3x12, thin, 7 and 14 lb	48
Climax, 6 to lb, 2x3, Twin 4s. 4 lb boxes	50
Climax, 14 to lb, 1x3, Figs 4 lb boxes	54
Cross Bow, 14 oz, 3x12 4 cuts 14 lb	38
Drummond Nat., 5½ oz 3x12. 8 cuts, 5, 8, and 12 lb	63
Five Brothers, 4 oz, 3x6, 2 cuts, 4 and 8 lb ..	65
Gold Rope 7 to lb. 3, 6, 12 lb.	56
Gold Rope 14 to lb. 4, 8 lb	58
Good Luck, 3, 6, 10 lb.	45
Granger Twist, 12 and 15 lb pails	45
Horse Shoe, 16 oz, 3x12, 6 cuts, 8, 12 and 24 lb	44
J. T., 7 oz, R & R, 2x6, 2 cuts, 10½ and 21 lb	39
J T., 7 oz, Smo. 2x6, 2 cuts, 10½ and 21 lb.	39
J. T., 14 oz, Smo. 3x12, 4 cuts, 10½ and 21 lb. R & R ..	39
Newsboy, 48 plugs to 10 lbs. 2¼x4½, 10, 15 and 25 lb.....	40
Nobby Spun Roll, 7 to lb. 1½x3½, 3, 6 and 12 lb.....	57
Old Honesty, 15 oz, 3x12, 6 cuts, 7½, 15 and 30 lb	44
Old Kentucky, 6 to lb, R. & R., 8, 16½ and 25 lb...	48
Old Peach and Honey, 6 to lb 8 lb butts	48
Out of Sight, 12 butts, 12 oz., 3x12, 8 cuts.....	25
Piper Heidsieck 5½ oz, 2⅜x8, 3 cuts, 4, 7, 14 lb	69
Red Cross, 16 oz 3x12, 4 cuts 12 and 24 butts	33
Red Ribbon Twist, 10 to lb, 6 inch, 8 lb pecks, 16 lb ½ bus	40
Saw Log, 16 oz, 2x12, 6 cuts, 24 lb.....	46
Saw Log, 32 oz, 3x12, 12 cuts, 32 and 48 lb	46
Something Good, 5½ to lb, 2x4 9, 13 lb.....	45
Spear Head 14 oz, 2x12, 6 cuts, 6, 18 and 36 lb.	45
Spear Head, 7 oz 2x12, 6 cuts, 7, 10½ and 21 lb	48
Standard N vy, 14 oz, 3x12, 4 cuts, 14 and 28 lb.	38
Star, 16 oz, 3x12, 6 cuts, 12, 24 and 52 lb	45
Weissinger's Special, 5 1-3 oz., 3 x 12 emb, 2, 6, 12 lb.	63
W. N. T. Nat. Leaf, 6 and 12 lbs., bxs., 5½ ozs., 3x12....	57

Smoking Tobacco.

(5-lb Cartons, 25 and 30-lb cases.)

Seal of N. C., 1⅝ oz, foil.....$0.68	
Seal of N. C., 3½ oz, foil.....	.62
Seal of N. C., 8 oz, foil.....	.59
Seal of N. C., 16 oz, foil.....	.59
Old Gold, 1⅝ oz, foil or pouch	.70
Old English curve cut, 1⅝ oz	.74
Old English curve cut, 3½ oz	.74
(In curved tins.)	
Pedro, 2½ oz, foil.....	.49
Pedro, 2½ oz, pouch.....	.51
Pedro, 2½ oz, assorted.....	.50
Pedro, 16 oz, tin canisters....	52
Dixie Queen, 1⅝ oz, foil.....	40
Dixie Queen, 16 oz, tin canisters, 6-lb cartons, 24-lb cas	.43
Duke's Mixture, 1⅝-oz sack..	38
Arlington, 1⅝ oz, foil.....	.65
Cross Cut, 1⅝ oz, foil.....	.60
Duke's Cameo, 1⅝ oz.....	.42
Duke's Cameo, 2½ oz, foil....	.45
Melrose, 1⅝ oz, foil.....	.65
Fragrant Vanity Fair, 1⅝ oz, foil	.95
Red Indian Plug Cut, 1⅝ oz and 3½ oz, foil.....	.42
Red Indian Plug Cut, 16-oz pails	.44
Fashion, 1⅝ oz	.41
Fashion, 16-oz pails.....	.44
Bull Durham, 1 oz.....	.65
Bull Durham, 1⅝ oz.....	.65
Bull Durham, 3½ oz.....	.60
Bull Durham, 8 oz.....	.58
Bull Durham, 16 oz.....	.58
Pick Leaf, gran, 1 oz, 25-lb cs	.60
Corn Cake, gran, 1-lb bags, 25-lb cases, per lb.....	.23
Echo Plug Cut, 1⅝ oz.....	.48
Red Bell, 1⅝ oz.....	.42

COLUMN 40.

Red Bell, 16-oz pails.....	.43
Oriental Mixture, 3½-oz tin..	1.00
Imperial Mixture, 2½-oz tin.	1.20
Plum, 1⅝ oz, foil.....	.62
Three Kings Mixture, 3½-oz tins	1.35
Monte Cristo Mixture, 3½-oz tins	1.50
Yale Mixture, 1-oz tin.....	1.35
Yale Mixture, 1⅝-oz tin.....	1.60
Yale Mixture, 3½-oz tin.....	1.55
Honey Dip Twist, 10 to lb....	.46
Master Workman, 10-oz plug, smoking	.46
Old Virginia Plug, smoking, 5 oz, 10½ lb., 6x5.....	.42

Fine Cut Chewing.

Hiawatha, 1 oz.....	.59
Hiawatha, 10-lb bulk, bright or dark	.59
Hiawatha, b'ght or d'k, 1-lb tins, 5-lb. pails	.58
Sweet Cuba, b'ght or d'k, 1-lb tins, 5-lb. pails	.46

Cigarettes.

Fragrant Vanity Fair $4 08	
Duke's Cameo	4.08
Sweet Caporal	4.08
Virginia Brights	4 08
Old Dominion	3 98
Pets (foil packages).....	6.52
Richmond Straight Cuts.....	6.63
Turkish Trophies	7.75
Egyptian Deities, No. 1, 10s..	21.50
Egyptian Deities, No. 3, 10s	$18.36, 19.23
Mogul	11.22

Cheroots, Etc.

Vaporettes in tin foil, 5 for 10	14.00
Old Virginia Cheroots, 5's....	14 00
Jumbo Stogies, 100 in carton..	12.50
Between the Acts Little Cigars, 10's, tin and paper..	3 50
Bengal Little Cigars, 10's....	7 50
Royal Bengal, 10 in pkg.....	12.00
Van Bibber Little Cigars....	17.50
Sub Rosa Cigarros, 10s, per 1,000	4 10
Florodora	12.50

Cigarette Papers.

Vanity Fair, 50 pkgs in box..	1 05
Wheat Straw, 50 pkgs in box.	1.25
Wheat Straw 100 pkgs in box	2.50
Wild Oats, 40 pkgs in box....	.90
Red Seal, 50 pkgs in box.....	.25
Corn Husk 50 pkgs in box...	1.15
Corn Husk 100 pkgs in box..	2.30
Interlock, 50	1.15
" 100.	2.25

THE WILSON CO.

Hoffmann House Little Cigars, 10 in package, 250 in carton	$7.50
Hoffmann House Magnums, 10 package, 100 in carton 12.00	
Hoffmann House Petit Duc, 10 in package, 100 in cart'n.15 00	
Hoffmann House Cavaliers 10 in package, 100 in cart'n.18.50	

J. E. PACE TOBACCO CO.

Scroll Tag, twist, 6 to lb....	.66
Scroll Tag, 10 oz.....	.66
Mastiff Plug Cut, 1⅝ oz.....	.67½
Mastiff Plug Cut, 3½ oz.....	.65½
Mastiff Plug Cut, 10 oz.....	.52

AMERICAN SNUFF CO.

French Rappee, 1⅝ oz, pr dz.	.96
French Rappee, 3½ oz, pr dz.	1.80
French Rappee, 16-oz jars, per lb	.65
Maccaboy, 1⅝ oz, per doz....	.96
Maccaboy, 3½ oz, per doz....	1.80
Maccaboy, 16-oz jars, per lb.	.60
Irish High Toast, 16-oz. jars, per lb	.57
Scotch Lillenthal's, in bladders	.60

CIGARS.

Porto Rico Cigar Co.

El Primero, Forziano Porto Rico 30.00
El Manifesto, Invincible Roosevelt Porto Rico 87.50

PIPES.

	Per Doz.
Cobs, Hot Shot, 3 doz.....	$0.25
Cobs, Gem, 3 doz.....	.25
Cobs, No. 3, 3 doz.....	.50
Brier, W. P. & Co., Assorted, 3 doz	2.00
Brier, Display Stands, 1 doz...	2.00
Brier, Showcase Assortment, 3 doz	6.00
Pipe Mounts, 1 doz.....	.75
Cherry Stems, 2¼x6 in.....	2.00
Cherry Stems, 2d 2¼x6 in.....	.85
Clay Pipes, T. D., 1½ gross per box	1.25

	Per Box.
Clay Pipes, Woodstock, 1½ gr., per box	1.25
Uncle Sam Cob Pipe, 3 doz box	1.00
Eclipse Patent Cob Pipe, 3 doz. box	2.25
Climax Cob Pipe, 3 doz. box...	2.25
Jewel Cob Pipe, 3 doz. box....	.90
Dewey Cob Pipe, 3 doz. box...	2.50
No. 19 Cob Pipes, 1 doz box....	2.00

ASSOCIATION WORK.

Continued from page 10.

tensity of competitive struggle among them had a tendency to create feelings of personal bitterness and mistrust towards competitors. Unlike the workers who are gathered together in large numbers in shop and factory, they are isolated, almost entirely unacquainted with one another and ready to believe that every one else who happened to be in their line of busines was viciousness personified. But scant courtesy was generally shown between the individuals engaged in active competive warfare. The task of bringing them together seemed discouraging, yes, well nigh hopeless.

Necessity Compelled Organization.

"Industrial and commercial evolution, however furnish the tools with which to work out its own ends.

"So also in this case.

"With the introduction of the department store and the chain store system, another factor in the retail distribution of commodities entered the field, a factor that had to be met by the individual retailer wheresoever located if he desired to perpetuate himself in the field. This simply compelled organization as the only method to achieve this purpose, but he was slow in making use of this weapon when the need for it first made its appearance and for this reason the department store was victor, hands down. In the fields first selected for operation and best adapted for this modern development of merchandising.

"I noticed some time ago an item in one of the large trade papers of the east telling of what the department store has done to the retailers in some sections there. It was stated that in Chicago where it probably has had its greatest development, nearly 22,000 retailers have been put out of business through its blighting influence, and that thousands of stores where formerly prosperous businesses had been located had been turned into cheap dwelling rooms in order to furnish some revenue to many nearly bankrupted landlords.

"In talking with a number of retailers, doing business in the very center of the city of New York a few years ago, the cry of all of them was that the department store was ruining them and driving them out of business. They certainly constitute a danger to the individual retailers the import of which has not yet dawned on the minds of our fellows here on the Pacific Coast. It is just beginning to be felt in spots but the near future is destined to make us better acquainted with this new creature of economic evolution.

Associations Here to Stay.

"But at last the Grocers' Association is a fact and it is here to stay. Comparatively small and weak as it is in most places yet it has so amply demonstrated its power for good that it is growing with an impetus that nothing can stop. It is more and more becoming recognized that it is only by the solid banding together of the individual grocers that results for the betterment of trade conditions can be accomplished. The jobber or manufacturer who will grant but scant hearing to the individual retailer presenting a case for his consideration will lend willing ear and give serious thought if the same case is presented by a body of men who are a unit in their demands and who stand as representatives of a powerful organization.

"It is self evident that the more solid and perfect the organization the more potent it is when it is set into motion. A fully organized body of grocers can practically dictate the terms and conditions of their trade. As this fact dawns on the minds of those yet outside the ranks of the associations, intelligent self interest, the most potent and determining factor in all economic development, will cause them to join hands with their fellows in order to advance their individual interests.

Advance by Helping Others.

"We shall yet come to realize the truth that our own welfare is dependent on the general welfare of the members of the grocery fraternity and that we help ourselves best by helping to build up the trade as a whole.

"It may possibly be asked by some of you who are present here this evening what results can show for our efforts in the past, and it is a legitimate question.

"Let me tell you that even if we were unable as yet to show any other result that **the possibility of a gathering such as is here this evening,** when we who formerly used to look upon one another with a feeling that might be characterized as akin to enmity can come together with hearty handshake and kindly words and feelings to one another and discuss the problems that confornt us, asking advice and giving advice, even then I should claim that every dollar that has even been invested in the Grocers' Association is a dollar well spent.

"But, great as is this achievement, we are able to show you some more tangible results of association work. When every one of you who are present this evening is able to save from $2.00 to $25 00 a month that was formerly given away in yeast cakes we claim that we have returned to you your investment in the shape of dollars manifold. This may be a comparatively trifling matter but it is full of promise for what the future may bring to us if we work together with a will and determination to accomplish.

Flour Question Pending.

"We have pending at this time a proposition that is being considered by the associated millers to guarantee to each of you a legitimate profit on flour, an article that we have been losing money on for these many years past if the cost of handling is considered. Prospects are that in a very short time we shall have carried this point successfully. If enough of us line up behind the movement the battle will be won without a shadow of a doubt.

Each Individual Responsible.

"But if no more has been accomplished do not blame the few of us who have spent freely of our time and energy to further our mutual interests.

"YOURS IS THE BLAME. YOU HAVE EITHER STOOD ALOOF FROM THE ASSOCIATION, THINKING IN THE FACE OF THE EXPERIENCES OF THE PAST THAT YOU WERE STRONG ENOUGH TO GO IT ALONE, REGARDLESS OF YOUR FELLOWS, OR YOU WHO HAVING JOINED THE ASSOCIATION HAVE BEEN CONTENT WITH PAYING YOUR DUES AND LEAVING IT TO US TO DO THE LABOR, IT IS ON YOU THE BLAME RESTS IF FAR GREATER RESULTS HAVE NOT BEEN OBTAINED.

"Let me tell you, friends, that not until you regard the work of the association as part of your own legitimate work and of the work that promises the best returns, not until you make it your business to attend the meetings and lend your helping hand in shaping the conditions of our trade, not until then will you have done your full duty to yourself, to your family and to your fellow grocers."

The Most Accurate Frontier.

As an instance of the jealousy existing in the relations between Norway and Sweden it may be noted that the boundary line between the two countries is the most minutely exact in Europe. In every parish touched by the line there is deposited an elaborate plan which is renewed every ten years, the whole of the work of surveying, etc., being carefully repeated each time.—Pearson's Magazine.

Qualities and the Sexes.

One of the charms of an intimacy between two persons of different sexes is that the man loves the woman for qualities he does not envy, and the woman appreciates the man for qualities she does not pretend to possess.—Nineteenth Century.

Outrageous.

Miss Listener—Then you didn't join that philanthropic organization? Mrs. Chatterbox—No; when I intimated to the ladies that I wanted to do something for charity one of them suggested that I might begin by holding my tongue.

Working Up.

Elsie—Your Uncle Harry seems awful young to be a doctor. Willie—Yes, he ain't a real growed up doctor yet. I expect he's only 'tendin' to children yet, so' to get some practice.

Excuses don't pay back borrowed cash.—Louisville Herald.

LASH'S
KIDNEY & LIVER
BITTERS
CURES DYSPEPSIA.



J. F. Cutter Whiskey
IS THE BEST SELLER FOR THE RETAILER ON THE MARKET

E. Martin & Co.
Sole Agents
54 FIRST STREET
San Francisco

A Trade Bringer
A Time Saver
A Labor Saver
PAYS FOR ITSELF DAILY



No. 212f. Floor Pedestal.

TWO COMPLETE ELECTRIC MILLS
In One Hobart

One Grinder for cheap coffee.
Another to grind and pulverize your high-priced coffee.

Can grind both at the SAME TIME without changing the aroma or flavor of either class. This feature

Obviates Complaints by Customers
Prevents Loss of Customers
Brings New Customers

No exposed electrical parts. Will last a life-time. Backed FULLY by factory guarantee.

Drop us a line and **we will prove our claims.**

Sizes, from ¼ to 2 Horsepower.

....Sold on easy terms....

Let me know your current. I will quote you prices and terms.

Install a small one NOW. We will change it as your trade demands.

FRANK F. WEAR
D. S. A. for Pacific Coast
Office: 1634 Market St., San Francisco, Cal.



No. 20. Counter Base.

Grocery Markets.

Commercial Outlook of the Western World as shown by Present Conditions.

Office of the ADVOCATE.
Thursday Afternoon.

ADVANCES.

Bluestone, per lb., to 6½ cents.
Imitation Swiss Cheese, per lb., to 18½ cents.
Breakfast Delight, per case, to $2.75.
Challenge Mush, per case, 36 2 s to $2.75; 72 2's to $5.35.
Turpentine in case to 90 cents; in drums or iron barrels to 84 cents.
Ironing boards, per doz., 4 feet to $4.80; 4½ feet to $5.40; 5 feet to $6.00; 5½ feet to $6 60.
Mops. 9 lb., per doz., to $1.35 to $1.65; 12 lb., to $1.80 to $2.20.
Dried apricots, choice in sacks to 11 cents.
No. 1 soft shell walnuts to 14½ cents; No. 2 to 13½ cents.
Local cure breakfast bacon to 15½ cents.
California State factory cheese, flats to 14 to 16½ cents. Young Americas to 15 to 17½ cents; Eastern limburger to 17 cents; Holland or Edam, medium, plain per doz to $9 to $9.50; in bladders, to $9.50 to $10; large plain to $10.50 to $11; in bladers to $11.00 to $11.50.

DECLINES.

Bologna sausages to 7½ cents; Frankfurters to 7½ cents; garlic to 8½ cents. liver to 8 cents; head cheese to 8 cents
Russian Caviar, 1-lb. cans, 2 doz to case, to $10.25; one-half-lb. to $5.40; one-quarter-lb. 5 dozen to case to $2.80.

AGAIN IN STOCK.

Ferrand Rennaud Letters and Numbers, per lb. at 11 3-4 cents.
Mirror gloss starch, 6s at 5¾ cents.
Lopaz and Dukate Shrimps, small, at $1.
A. & McG. stuffed olives, 5 oz. at 95 cents; 8 oz at $1.40.
New Persian Dates, per lb. at 5 1-4 cents.
Tillmann Succotash, per doz, at $1.40.
Padlock at $1.40.

SUGAR.

Local—Market quiet with no change in prices

New York Dec, 19—Raw sugars have remained firm during the week on a basis of 3 5-8c for January shipments Raws are weak in Europe with estimates as to the crop increased. No change in refined.

New York, December 12—M. G. Wanzor & Co report:

"During the past week, holders were firm in their offerings and at the end were rewarded by an advance of 1-16c making the price 3⅝c. Weather conditions have favored sellers, since it has prevented the production of raws so that the refiners feared their present stocks would not be sufficient to cover the refined demand until the new crop sugars would be available. This caused refiners to enter the market at the advanced figures. Owing to labor troubles in Porto Rico the refiners can depend upon getting supplies promptly only from San Domingo, which does not raise over 50,000 tons during the season. It was expected the new crop could be counted on by January 15th. Developments the last few days show new sugars will not get here in necessary quantities before February 1st European sugars this week have been fairly steady.

Refined Sugars—Prices today at the time of writing this letter remain unchanged.

MOLASSES.

New York, December 12—N W. Taussig & Co. report:

"The supply of New Orleans molasses has been practically cleaned up and it will be a very difficult matter to supply the demand before Christmas. Receipts at New Orleans have decreased and the market has assumed a firmer tone, especially on cane juice and kettle cane juice now ranges from 1 to 2c per gallon higher than it did last week There is a good demand for black strap at an advance of fully 1c per gallon Foreign molasses remains unchanged."

MAPLE SUGAR.

Bellefontaine, O., December 4—F. N Johnson Co. reports.

"Our stocks of pure sap maple syrup is about exhausted Jobbers stocks are also very nearly exhausted. We believe that the same condition prevails everywhere, owing to the large consumption of maple syrup induced by the higher price of the fruit. There will be no new stock before next March or April. We expect to see the stock of maple syrup the lowest it has been in many years if it is not entirely cleaned up before the stock of 1906 is ready for the market."

COFFEE.

The Lewin-Meyer Co. report:

"There is little buying going on Roasters are holding off until after the turn of the year."

New York December 15—Henry Nordlinger & Co. report:

"Our last report was dated November 15th. The market has remained unchanged since then, although the position of coffee has shown a perceptible improvement, especially in the sharp falling off of the receipts at Brazilian ports. The import cost of commercial grades is ruling at about ¼ to ⅜c. a lb. above the spot price, which has been the case with very few exceptions throughout the present season.

"The demand from inland distributors which at one time last month was quite general and healthy has fallen off, influenced, we think, by the erratic movement of prices on our exchange. Inasmuch as inland distributors carry very light stocks (which is verified by the majority of our correspondents) the demand from these sources is bound to be renewed at an early day, probably shortly after the turn of the year. It will then be found, however, that desirable qualities are not by any means as plentiful as the country at large thinks them to be.

"The visible supply of Brazil coffee in the United States, including what is afloat to this country, is now about four and one-half million bags. The consumption of Brazil coffee in the United States can safely be calculated for the remainder of the crop year to exceed three million bags, which promises to bring about a considerable reduction in the existing stocks here, even if it is found necessary to import an additional one and one-half million bags of commercial grades.

"The receipts at Rio and Santos show a considerable falling off during the first half of this month, in line with the expectations of those who were figuring on a ten million bag crop.

"With reference to the growing crop in Brazil, we can only report that the flowering in the State of Sao Paulo was very favorable, and in the Rio producing states good; therefore a larger crop should be expected of Santos, and a slightly smaller crop of Rios. Reliable estimates with regard to the size of the 1906-1907 crop cannot yet be given, and if some houses will nevertheless venture guesses, these should not be accepted at their face value. The past has conclusively proven that crop estimates made during November or December of the growing crop year are always millions of bags away from the actual result. We referred to this subject in detail in our report of the 1st of December last year when crop estimates of fourteen million bags for the 1905-1906 crop were current. Now that it is apparent that this crop will only produce about ten million bags, it is plain that no value can be placed on estimates made at this period of the year."

TEAS.

New York, December 12—John B. Brown & Co. report:

"No special cable has been received during the past week, continued mail advices from tea producing countries all show higher prices and decreased stocks.

The export of green teas in China will be the smallest for several years, which will have a natural tendency to increase prices throughout all tea centers after the commencement of the new year.

The unsettled political situation in Russia has had a tendency to retard business at Hankow, but as most of the crop of Congous has been marketed and shipped a decreased business for Russian account will have no downward influence on prices for remaining unsold stock.

Home Market—An active demand for teas is noted for all grades at prices slightly below the current market rates. Dealers are not disposed to sell, in consequence a quiet tendency is noted. Any large holder of tea could readily dispose of stock at most satisfactory prices. A hopeful feeling seems to be entertained by all and evidently higher prices will be secured. The stocks of teas throughout the country is small, under arrivals from producing countries will be the smallest on record."

RICE.

Temporarily the rice market is in a quiet condition, but jobbers and importers look for greater activity and a strong market after the new year opens.

New York, December 12—Lan Talmage Sons Co. report:

"The movement for the week has been of dull character, days of dullness succeeded by days of activity. Assortments, while far from satisfactory, are a much better form than for several weeks past. Prices are well sustained on Honduras, the only soft spots being in the off styles of the various grades offered by the wider assortment noted. Japan sorts, as early purchases are gradually being absorbed, are finding values more in correspondence with ruling rates at primary points, which are higher than recent values here.

"Advices from the South note fair movement on the Atlantic coast, offerings for planters' account are made sparingly in view of the known shortyield At New Orleans market is strong with good demand. Volume restricted by light output from the mills, which finds ready sale.

"In the interior, Southwest Louisiana and Texas, the market is firm. The most eager demand has been for the lower grades on Porto Rican account. Recently a renewed interest in Japan sorts has had its due effect, and holders are very firm in their ideas of value "Cables and correspondence from abroad note firm market on all transactions for immediate use and future delivery."

DRIED FRUITS.

The J. K. Armsby Co. report:

"All lines of dried fruits are firmly held, though there is practically no spot business being done.

"The Raisin Combine, since its meeting the other day, has taken no action, and it is not likely that it will do so until after January 1, as it has guaranteed prices until that time."

New York, December 20—Prunes peaches and apricots are firm but quiet Very few 40 s in 25-lb. boxes are offered below 7¼c. It is difficult to buy any desirable sizes below the 4c basis.

RAISINS.

Fresno, Cal., December 18—A mass meeting of the members of the California Raisin Growers' Combine yesterday voted against abandoning their combine with the packers. They were almost unanimous in deciding to leave the management in the hands of the 32 directors instead of transferring it to M Theo. Kearney, who has tried to disrupt the organization. They finally voted to give the directors power to dispose of the president and vice-president at any time. This will probably mean that as soon as the directors can get together Mr. Kearney will be thrown from the chair. The situation in raisins will then be considerably stronger.

New York, December 19—There is practically no movement in raisins. The trade is awaiting the result of the meeting of the Growers' Combine. Supplies of imported raisins have increased. The demand is light and the market considerably easier.

IMPORTED FIGS.

New York, December 9—Hills Bros Co report:

"Stocks in this market are unusually light for this season of the year. The carry-over in the first of the year will not be excessive. The trade will make no mistake in purchasing now for their early spring requirements, as much higher prices will probably be seen later on, owing to the market's strong position."

OLIVES

The crop of olives for California is being rapidly gathered. It promises to be one of the best in the history of the State. Owing to the short crop reported from Seville the business in California olives should show a marked improvement since the purity of the California product is now generally recognized while foreign oils are mixed largely with cotton seed oil shipped from the United States for that purpose.

Philadelphia, Pa., December 9—The "Grocery World" prints the following price list, showing the change of prices made in olives owing to the shortage in the producing countries:

In 20-oz. Bottles.

	Old.	New.
A fruit	$3.30	$3.15
B fruit	2.80	2.80
C fruit	2.45	2.70
D fruit	2.30	2.55
E fruit	2.25	2.50
F fruit	2.15	2.40
G fruit	2.10	2.30
H fruit	2.05	2.20
I fruit	2.00	2.15
J fruit	1.95	2.05
Manzanillos	1.80	1.80

Prices in Bulk.

	Old.	New.
A fruit, 50 gallons	$1.95	$2.30
B fruit, 50 gallons	1.50	1.95
C fruit, 50 gallons	1.20	1.80
D fruit, 50 gallons	1.05	1.65
E fruit, 50 gallons	1.00	1.55
F fruit, 50 gallons	.94	1.50
G fruit, 50 gallons	.87	1.35
H fruit, 50 gallons	.80	1.20
I fruit, 50 gallons	.78	1.20
J fruit 50 gallons	.75	1.10

Declines will be noted in certain sizes, which are fairly abundant. There is no probability of further immediate advances, although advances may come later.

Wieland Bros say:

"The crop of olives in Spain is nearly a total failure. Queen olives will be particularly scarce and prices have already risen 25 per cent."

HONEY.

Bishop, Cal.—The net output of selected honey this season for this district will be about 75 tons. This is at least 35 per cent less than the average crop.

NUTS.

New York, December 20—Almonds are weak and walnuts are easy. The heavy requirements of the holiday trade have been supplied and there is now almost nothing doing

BEANS.

Sirshimer Bros. say:

"With the exception of lima beans, there is very little doing at present. The market in general is firm and prices are maintained Most dealers expect prices to advance after the turn of the year, when there will probably be more demand again. The statistical position would seem to justify this expectation.

"Lima beans, as mentioned above, have been more active and have advanced another notch. They are in firm



U. S. Government Inspected.
For Quality, Unsurpassed.

WESTERN MEAT COMPANY
SAN FRANCISCO, U. S. A.

hands, and there seems to be no anxiety on the part of any one holding limas to let go even at these advanced prices In view of this it is possible that the higher prices expected to rule on limas may be realized; the stock is not too heavy for this time of the year, and the demand is good. It may be, of course that jobbers in the East have enough to last until spring but there is some shipping going on all the time, and any sudden, heavy demand would be quickly felt in the share of even higher prices.

"Pink beans, being more plentiful than other varieties, seem to be a little more neglected just now than they were a few weeks ago. There is, however, no appreciable change in price, and we look for no material decline. We rather think that a good demand would raise the price in short order. They are still the cheapest bean on the list."

Chelsea, Mich., December 9—J. F. Wood reports:

"The bean market is very quiet at $1.45 to $1.47 net. Few are moving since the decline, since the farmers believe in higher prices. The trade are unwilling to pay them. Beans should be worth $1.60 to $1.75 in Michigan, and if there were no manipulation they would now be at that price."

Detroit, Fech, December 9—Lichtenberg & Sons report.

"Bean market is about 5c per bushel lower than a week ago. We do not look for any change until after the first of the year, when the trade throughout the country usually replenishes their stocks."

Ridgetown, Ont., December 7—Thos Steel & Co. report:

"A good stock of good quality beans is good property, since they are going to be scarce and the bean crop is no more than one-half as large as it was last year. We look for advances when the new year begins. We do not think Canada will have more than enough beans to satisfy home demand."

CANNED FRUITS.

The Central California Canneries report.

"The Eastern trade has been showing greatly increased interest in canned fruits of all kinds and are buying readily, indicating an advance after the opening of the new year.

"Tomatoes are a little weaker, which fact we attribute chiefly to small packers who need money to close up their year's accounts, clearing up their notes ings. Standard tomatoes are safe to advance after the holidays.

"All canned goods are good property at present prices. As showing the profit made by dealers who ordered at the opening of the season may be mentioned the fact that gallon pie apricots, which sold then in a large way at $1.75 are now held at $2.25 and hard to get at that price. Gallon blackberries opened at $2.75 and are now in demand at $3.75; gallon pie peaches have advanced from $2.50 to $2.90."

CANNED CORN.

Aberdeen, December 9—Strasbaugh, Silver & Co. report:

"The canned corn market is firmer. Cheap grades have all been cleaned up pretty well. Sellers are much firmer in their ideas. The lowest figures for Shoe Peg and Maine is 50c, less 1½c f. o. b factory. Fancy grades 55 to 60c, according to quality.

Baltimore, Md., December 9—H. H Taylor & Sons report:

"While there has been a very large pack of corn it is going rapidly into consumption at popular prices. Corn looks like a good speculation to hold for higher market. Many expect next year pack to be unprecedentedly light, since packers are losing money on it this year and will not be inclined to increase their holdings next year."

Baltimore, Md., December 8—The "Trade" reports:

"Quotations on corn are again quite low in this section, 45 to 50c being the prevailing quotations, and New York reports that 60c to 65c are best prices for State pack there. Maine is, however, in a happy position, being probably sold out, and Maine corn is higher

New York, N. Y., December 6—The special correspondent of the "Trade" reports:

"The market is still active, but without change in quotations. There is a vast quantity of poor corn weighing down the market, although 300,000 cases have been sold since the packing season closed. The market will do better after there is a change in the situation of cheap corn."

CANNED TOMATOES.

New York, December 20—The week has shown gradually increased strength for Standard goods. The market has been strong and more active. Offerings of 90c have been refused, although one or two large lots were reported sold at that price. Several smaller lots were sold earlier in the week at 92½c. The price asked is now 95c factory.

New York, December 11—Jobbers have seldom if ever been so highly supplied with tomatoes at this time of the year. The source of supplies during the past few months has been the jobbers who have had more stocks than they required for their own present needs and were satisfied to have the profits represented by the difference between the cost of the goods and the market price. The situation is stronger statistically than for several years at this time. A large portion of the available supply is in the hands of what is generally spoken of as the Syndicate, the members of which are financially strong The only uncertain element in the situation is the quantity held by parties outside the Syndicate, and the ability of the various outside holders to maintain prices. Recent developments tend to show that these outsiders have as great confidence in the future of the market as the members of the so called Syndicate, and are satisfied to wait until the exigencies of consumption compel jobbers to renew supplies.

Aberdeen, Md., December 9—Strasbaugh, Silver & Co. report.

"The tomato market seems to be tending upward again. Sellers are asking 92½c and 90c is the lowest figure. Many lots of 87½c have been turned down this week. Of course, off standards have been going for less money, and possibly some off standards sell at this low figure and have been called standards Judging from the volume of orders that we have received on the basis of 90c it is believed that this is the popular price. Some 2-lb. tomatoes, full standards, are being sold at 72½c f. o. b factory."

CANNED SALMON.

New York, N. Y., December 20—Canned salmon is firm but quiet. There is reported a quiet movement in red Alaska during the past two weeks that involves sales of about 100,000 cases. Sockeye are strong.

Seattle, Wash., December 9—The "Trade Register" says:

"Fish Commissioner T. R. Kershaw reports the salmon pack of 1905 by districts as follows:

District—	Cases.	Value.
Puget Sound.....1,018,641		$5,615,432.25
Columbia River (Wn. side)....	157,886	$852,409.5
Willapa Harbor..	14,950	53,125.0
Grays Harbor...	22,050	79,425.00
Totals 1,213 527		$6,600,391.8

"There were 51,586,126 salmon turned out of the State Hatcheries and 22,000,000 by the Government Hatcheries. The value of the output of the various hatcheries for 1905 for the entire state was $10 361,366.80.

"An estimate of the Coast pack, recently made, is as follows: Sockeye 1,831,620 cs.; red Alaska, 1,517,630 cs. cohoe and silvers, over 223,000 cs. inks, chums and humpbacks, about 550,000; total, under 4,500,000 cs."

AMERICAN SARDINES.

New York, December 12—E. O. Bowers & Co. report.

"There is a firmer feeling in the market; ¼-mustards are quoted at $2.30 to $2.45; without keys $2.00 to $2.10; ¾ mustards. $2.00 to $2.10. Stocks in the hands of both packers and commission men are unusually light by comparison with former seasons. With the demand which is naturally looked for following the first of the year, prices will probably advance materially."

FISH.

New York, December 15—Strohmeyer & Arne Co. report:

Holland Herrings—Stocks here very small and nothing coming from Holland. Prices very firm and likely to go higher.

Scotch Herrings—In fair demand and very firm.

Irish Mackerel—Most curers have closed their stations and there is little more to come forward from Ireland Higher prices are looked for.

Norway Mackerel—Almost nothing to come forward any more from Norway. Large fish are very scarce and higher and small fish are held very firmly for considerably higher prices.

Imported Sardines—No change in the situation. They are very strong and in good demand.

Sprats are higher.

CANNED OYSTERS.

New York, December 12—B O. Bower & Co. report:

"Demand for the product of the Atlantic Coast factories has been greater than the supplies up to the present time The majority of the factories are oversold and are cautious about booking orders. Present market prices, f. o. b Savannah, Ga., or Charleston, S. C.: No. 1 lightweights, 37½c per dozen; No. 1 standard four-ounce, 65c per dozen; No 1 standard five-ounce, 70c per dozen; No 1 standard eight-ounce $1.25; No 1 standard ten-ounce $1.95."

CHEESE.

Wiel and Bros. say:

"Edam cheese has advanced on account of short supplies."

HAY.

Somers & Co. say:

"Shipments of hay from now on promise to be comparatively heavy. The rain which we are now having and which is reported to have extended all over the State comes at a time when greatly needed, and means much to the producers of hay.

"General prices show no change, and we still have to report dull town trade and very little doing in the export line The Government opened bids December 18th for 3500 tons of hay for shipment to the Philippines and it is certainly to be hoped that San Francisco will be awarded a good share of the quantity taken.

"The alfalfa demand still continues good, while straw continues to drag."

ALASKA PACKERS' ASSOCIATION NOTICE OF ANNUAL MEETING.

The regular annual meeting of the stockholders of the Alaska Packers' Association will be held at the office of the corporation in room No 320, third floor, Wells, Fargo & Co building, 19 Second street, San Francisco, Cal., on Tuesday, the 16th day of January, 1906, at the hour of 2:30 o'clock p. m. for the purpose of electing a board of directors to serve for the ensuing year, and the transaction of such other business as may come before the meeting.

Transfer books will close on Saturday January 6, 1906, at noon.

C. W. DORR,
Secretary.

DIVIDEND NOTICES.

Dividend Notice.—Mutual Savings Bank of San Francisco, 710 Market street. For the half year ending December 31, 1905, a dividend has been declared at the rate of three and one-half (3½) per cent per annum on all deposits, free of taxes, and payable on and after Tuesday, January 2, 1906.

GEO .A. STORY,
Cashier.

Dividend Notice—The Continental Building and Loan Association of 301 California street, San Francisco, has declared a dividend for the six months ending December 31, 1905, of 5 per cent per annum on ordinary deposits, 6 per cent on term deposits, and 6 per cent on class F stock, payable on and after January 6, 1906.

WILLIAM CORBIN, Secretary.
WASHINGTON DOLGE, President.

Dividend Notice.—San Francisco Savings Union, 532 California street, corner of Webb. For the half year ending with the 31st of December 1905 a dividend has been declared at the rates per annum of three and six-tenths (3:60) per cent on term deposits, and three and one-third (3 1-3) per cent on ordinary deposits, free of taxes, payable on and after Tuesday, January 2, 1906

LOVELL WHITE,
Cashier.

Dividend Notice.—The German Savings and Loan Society, 526 California street. For the half year ending December 31, 1905, a dividend has been declared at the rate of three and six-tenths (3 6-10) per cent per annum on all deposits, free of taxes, payable on and after Tuesday, January 2, 1905.

GEORGE TOURNY,
Secretary.

NATIONAL CONVENTION.

Official call has been issued for the annual convention of the National Grocers' Association, which meets in Niagara Falls on Tuesday, Wednesday and Thursday, January 23rd, 24th and 25th. This convention will bring together the cleverest men of the grocery business from many sections of the country. The exchange of ideas of these men will prove of immense value to the Associations which send them to the convention without regard to the value of the proceedings of the convention itself.

The Advocate would urge every Association that possibly can to assist one or more of its members to attend this convention.

WHITTEMORE'S POLISHES.



The World's Standard.

"Gilt Edge" dressing, blk,	$24 00
"Boston" Waterproof Polish (for men's and boys black shoes)	24 00
"Boston, Jr." 10c. size	10 00
"Dandy" Russet Combination	24 00
"Star" Russet Combination	9 00
"Dandy" Russet Paste	9 00
"Red Box" Russet Paste..	5 00
"Champion" Black Friction Polish	24 00
"Champion, Jr." Black Friction Polish.	10 00
"Elite" Combination (for box calf, black vici kid. etc.)	24 00
"Baby Elite" Combination (for box calf, black vici kid, etc.)	10 00
"Elite Paste" for box calf (two sizes)	$9 00 5 00
"Superb" Patent Leather Paste	9 0
"Blue Box" Patent Leather Paste	5 00
"French Gloss" (in cartons, for ladies' black shoes)	9 00
"Royal Gloss," 4 oz (for ladies' black shoes)..	8 00
"Bossola" Waterproof Paste Polish, large	9 00
"Bossola" Waterproof Paste Polish, small...	4 50
"Quick White" perfectly cleans dirty white shoes (two sizes)	$24 00 10 00

The Best Havana Cigar
PRIMA LUCIA



has made a great hit on account of its superior quality.

Will always be the same.

EL ARTE CIGAR CO., Tampa, Fla., Makers.

The LEWIN-MEYER CO., Inc., 34 Market St., S. F.
DISTRIBUTERS

CAILLER'S
THE GENUINE IMPORTED
SWISS MILK CHOCOLATE

A healthful, nourishing food and delicious confection. Unrivaled for sweet purity, smooth palatability and nutritive excellence

PAYS from 10 to 15% MORE PROFIT
than its many inferior and unreliable imitations

JOHN H. SPOHN COMPANY, Agents, 16-22 Front St., SAN FRANCISCO, CAL.

Cigars and Tobacco

The United Cigar Stores Company, which corporation is largely represented in San Francisco, paid an annual dividend of 7 per cent on preferred stock December 15.

The American Tobacco Company has declared a regular quarterly dividend of 1¾ per cent of the preferred stock, payable January 2.

The American West Indies Trading Co. have made arrangements with Rinaldo Bros. & Co., of San Francisco, to become the sole distributors for the popular and well-known brand, La Turina, throughout the State of California.

There have been three Rough Riders in Kaiki uniform going up and down the streets of San Francisco for the past three weeks. The other day an artist caught a snap shot of them at Union Park, and the Adovcate herewith presents a reproduction of the same. It is agreed on all hands that this troope is doing the most effective advertising ever done for any cigar in this market, and they promise to extend their usefulness in a few days by visiting the classic shades of Berkeley and the peaceful town of Alameda, after which they will spend some time in the leading cities of the interior and of Southern California. Dealers will find it to their advantage to have their Rough Rider cigars in a good place when the men of war visit their towns, for if they are they should receive a good benefit in the way of increased business in this superior nickel smoke.

J. L. Jerichau, distributor for the Rough Riders and Publicos cigars, has a new wagon which is the talk of the own. It is recognized as one of the finest rigs in the wholesale trade, and the decoration of it is of the very highest type of the painter's art. On one side of the wagon is painted a large fac simile of the well-known end of the Rough Riders cigar box, depecting the Rough Riders making that memorable charge at San Juan Hill. On the opposite side is an equally striking reproduction of the trade mark of the Publicos, Mr. Jerichau's new clear Havana cigar. By the way, Mr. Jerichau is doing things with these cigars. The Rough Riders he has placed on more than a thousand stands in this city and in Alameda county, and is constantly increasing the list. The Publicos is also a winner in Mr. Jerichau's hands, and he has already had to greatly increase his initial orders in order to surply the trade, repete orders coming in beyond his most sanguine expectations.

The well-known and progressive cigar and tobacco house of Ehrman Bros & Co. was founded in 1898 by Al and Lex Ehrman, two energetic young men of up-to-date business ideas and enthusiasm. The house has been prosperous from the start, but the foundation of its real success came with the taking of the Optimo account of A. Santaella & Co. in 1900. Since then the business has grown by leaps and bounds until now the annual sales of this one cigar through this firm have reached a total of over 10.000 000 annually. The firm was located for many years at 226 California street, but on account of their expanding trade they were compelled to seek larger quarters, which were secured in the latter part of 1904 at 225 California treet, across the street from their old stand. Here they have far greater facilities for the conduct of their extensive business and for the carrying of the increased stocks which the necessities of their trade requires. In the past few months the firm has added two important accounts, the Pathfinder, a superior nickel cigar, and the plug cut tobaccos of the Berry-Suhling Tobacco Company. Under the astute management of Ehrman Bros & Co the Optimo has become the most notable success in the clear Havana line in this city, and they have already become important factors in the tobacco line because of the success they have attained with the Berry-Suhling account.

The American Tobacco Company has purchased and paid for out of surplus $5,200,000 of its 4 per cent bonds and has surrendered them to the trustees, the Morton Trust Company for cancellation. The bonds have been cancelled, thus reducing the outstanding issue from $78,689.100 to $63,489,100.

The Tampa correspondent of tobacco under date of December 2, says: The A Santaella & Co. cigar factory, in its enlarged completeness, greatly impressed and pleased the distinguished government officials who were here last week. This factory is a marvel, as well as their business which has grown to such enormous proportions. The most perfect order, system and neatness prevail throughout the immense structure. There are seventeen packing tables in the long packing room, and twenty-five banders decorating the cigars. There are 605 cigar makers in the working room, rolling into fine, attractive shape 95,000 Optimo cigars a day, which amounts to a out 500,000 cigars a week. Their order books shows a footing of 3,000 000 cigars and over. Ehrman Bros., the noted San Francisco dealers, take about a million Optimos every month, and on the file is an order for 400,000 from one customer who calls for the Reina Victoria size.



They Advertise Rough Rider Cigars.

FOR SALE.

GROCERY IN OAKLAND with building and grounds. Stock at invoice; book accounts all guaranteed good. About $7000 required. Trade rapidly growing. Apply Z, Retail Grocers' Advocate, 456 Montgomery St.

Tampa's Finest Products:

XXX

"Flor de Lovera"

Distributed by Wellman, Peck & Co.,

311-337 East Street, S. F.

"Publicos"

Distributed by J. L. JERICHAU,

131 Larkin Street, S. F.

Endorsed by all Smokers of HIGH CLASS Clear Havana Cigars!



EHRMAN BROS. & CO.,

S. F. Distributers.

Eureka—A new name has been added to the firm of Nichols & Barnum, F. E. Moll of San Francisco taking over the management of the stock of tobaccos. Some changes in the appearance of the store will be made and the tobacco department will be enlarged. Mr. Moll, formerly with C. B. Poar & Co. of San Francisco, is also a manufacturer of cigars and will place the home product on the market. The change was rendered necessary by the rapidly growing trade.

ORGANIZE AGAINST TRUST.

Baltimore, M. D, Dec. 5—Since the advent of the United Cigar Stores Co. in Baltimore the local independent dealers have come together and organized an association for the protection of the mutual interests of its members. This organization has been duly incorporated, and papers of incorporation have been filed in the Superior Court, the capital stock of the association being fixed at $1000. The purposes of the body are set forth as to further the general interests of the retail cigar dealers of Baltimore.

PASSING OF TRUST TAG CO.

The tobacco trust has tired of the free premium business, and the Florodora Tag Co., the subsidary corporation, which was organized for the sole purpose of attending to the redemption of tobacco tags cigarette box fronts, cigar-bands and coupons of various kinds, quietly passed out of existence at the end of November. The trust has for a year or more past been steadily curtailing the number of brands in connection with which it offered premiums, until they have now been reduced to a minimum. Where a few years ago there were actually hundreds, if not thousands of brands of trust products, ranging all the way from cheap cigarettes, cheroots and stogies, to cigars, plug and smoking tobaccos that carry tags, bands or coupons, these have been withdrawn until a limited number of brands of plug tobacco are left with any premium value. The expense of maintaining the Florodora Tag Co. undoubtedly diverted an enormous sum of money in the aggregate from the trust treasury. The expense for clerical work alone must have run into tens of thousands of dollars annually, to say nothing of the cost of the premiums, printing and advertising, and the maintainance of one or more tag coupon and band redemption depots in all of the larger cities throughout the United States.

Call for Asti Wines

PRODUCED BY THE ITALIAN SWISS COLONY

Dry Wine Vineyards, ASTI, Fulton, Sebastopol, Cloverdale, Sonoma County, Cal.
Sweet Wine Vineyards, Madera, Madera County, Kingsburg, Fresno County, and Lemoore, Kings County, Cal.

Office and Salesrooms. Cor. Battery and Greenwich Sts.

Vaults. 1235-1267 Battery St. 101-169 Greenwich St. 1334-1338 Sansome St., S. F.

P. C. Rossi, President Telephone Private Exchange 448. A. Sbarboro, Secretary

A. VIGNIER CO.

429-431 Battery Street San Francisco

IMPORTERS

Sardines, Olive Oils, French Preserves, Washing Blue, French Castile Soap: Clover Leaf, Virgin, Dahlia, mottled, Wines and Liquors—A. V. H. Gin—imported goods only.

Sole Agents for the Genuine CLICQUOT Champagne

Only the GENUINE, Imported direct from France, bears Vignier's LABEL

News of the Coast.

CALIFORNIA.

Anaheim—W. A. Wallace will open a grocery in the new Hart building. T. S. Rogers will have charge of the store.

Chico—Although engaged in the grocery business in Chico only a little less than two years, the Baker-Williams Company has enjoyed such an extensive patronage that it has been compelled to enlarge.

Alhambra—H. C. Fuetz will open his grocery store in the east room of the Jones block, the first of next month.

Hemet—Wilder C. Coville has sold his grocery business to Alger Fast and Wm. Graham who took possession this week. Mr. Graham is a highly respected land owner on Florida avenue. Alger Fast is one of the most popular young men of Hemet and well known. The grocery is best known under the name of H. A. Porteous for Mr. Coville only conducted the business for a short time.

Freeport—John Waxon has sold his grocery business to Antone Duarte.

Hanford—The front, particularly the show windows, in Kutner's grocery department has been greatly improved. The changes give a greatly increased light to the store.

Healdsburg—J. H. Matthews has been succeeded by Passalacqua & Cook with R. G. Cook as manager. Mr. Cook was foremrly with Mr. Matthews and for the past few years has been with the grocery house of A. D. Passalacqua & Co. He is a bright young business man, cordial and obliging.

Hollywood—Leuscher & Co. of Los Angeles are erecting a substantial two-story business building on the corner of Alameda and Randolph streets. The first floor will be occupied by a grocery store, and the upper floor has been rented for boarding house purposes. This will prove a great boon for those living in the "annex," as there are no stores in the vicinity.

Long Beach—Five dollars fine was the penalty imposed by Justice of the Peace Drayton on the three young grocers who pleaded guilty before him to the charge of having sold tobacco to a minor. Each of the three pleaded extenuating circumstances, claiming that the boy told them that the tobacco was for his father. Officer Folsom, who made the arrest, also asked the judge to be lenient as he felt that the offenders had not wilfully broken the law. He explained that he took the matter up at the instance of the school board, owing to the fact that youngsters were given to smoking in close proximity to the buildings.

Long Beach—J. H. Lear has sold his grocery and vegetable store to Mayhew and Walkenshaw, who will enlarge the interior and add a diversified stock for the accommodation of a fast-growing trade. The new firm is experienced and energetic.

Pasadena — The Pioneer Grocery, owned by A. M. Green, was burglarized December 6th and about $25 worth of canned goods and flour stolen. The grocery is located at No. 261 North Fair Oaks avenue, opposite Throop Institute, and was entered some time during the night through a small back window. One of the peculiar features of the affair was the evident familiarity of the robbers with the location of the grocer's strong box. Mr. Green usually keeps a sack of small change in a box in the rear of the store and the compartment in which the box and sack are usually kept was thoroughly ransacked but no money had been left.

Sacramento—Fire damaged the building and grocery stock of Williams & Schweitzer on December 6 to the extent of about $4000. L. P. Williams, County Auditor, is senior member of the firm.

Santa Rosa—The Sonoma county Supervisors have accepted the bid of Holland & Holland to furnish the county institutions their groceries for the coming year.

Stockton—The grocery store of R. J. Wheeler, was burglarized December 4. The burglars gained an entrance by unscrewing the transom over the door and crawling through. The till was tapped and $1.80 secured. Several plugs of tobacco were also taken.

Ukiah—P. H. Matthews, recently of Cloverdale, has rented Stitt's store east of the Bank of Ukiah on Main street, and will conduct a modern grocery store there. He has purchased a complete stock in San Francisco, and the same is now being placed on the shelves.

Ukiah—George Higgins and Eugene Angle have purchased the grocery store of J. W. Ricker. In addition to the complete stock of staple and fancy groceries they have added a line of cigars and tobacco. They will also carry for the holidays a full line of toys and Christmas goods. Both Mr. Higgins and Mr. Angle are well known in this city, where they have hosts of friends.

Vallejo—Two experienced San Francisco grocery dealers, R. W. Ford and George H. Hewitt, have rented the store in the new building just completed for J. Gorham Nevins on lower Georgia street, and will open a first class grocery store therein.

IDAHO.

American Falls—Luey T. Campbell has succeeded Campbell & Stebbins, general merchants.

Blackfoot—Kinney Bros. have succeeded Hart, Rowles & Kinney, general merchants.

Boise City—Cesar Baker has bought I. A. Van Orsdale's grocery.

Harpster—H. T. Hines will start a general store January 1st.

Mullan—The Tiger Merc. Co., general store, has bought the Greenough Bros. Merc. Co.'s general store and meat market.

Oro Grande—W. A. Warfield has succeeded D. W. Rolph, general store.

OREGON.

Falls City—The Ford & Tyson Grocery Co. has filed a petition in bankruptcy.

Hood River—J. T. Holman advertises closing out groceries and all other stocks but meats.

Myrtle Creek—N. Selig, one of the most progressive and successful merchants, has decided to do a banking business for the accommodation of patrons who prefer to deposit money in their home town to sending it away.

Newberg—The Valley Tea and China Co. has leased the building formerly occupied by Savage & Cone.

Nye—Hunter Bros. have succeeded Hunter & Stevens general store.

Portland—Mrs. Belle Wendorf has started a grocery. Burroughs & Gault have purchased Rechsteiner & Marty's grocery store.

Sherwood—E. W. Johnson has bought B. Janeway's grocery.

St. Johns—Scales Bros. have started a grocery.

WASHINGTON.

Anacortes—Anton Miltonburger was arrested recently charged with the theft of some groceries stored in a building over which he had control.

Ballard—J. I. Herspring has bought C. G. Sanborn's grocery.

Buckley—H. Leak & Son, grocers, reported discontinued business.

Spokane—Mr. Herbert has bought the Eureka Grocery of M. A. Allen for $350. E. A. Lunday has purchased L. L. Oman's grocery store. Al Harris has sold a half interest in the Second Avenue Grocery to William Harris, his brother and a former shoe merchant of Palouse City.

Tacoma—Munn and Bean have succeeded Mrs. T. O. Bean, grocery. J. Nelson has started a grocery at the corner of Yakima and Forty-fourth streets. J. B. Perkins, a well known Olympian, is engaging in the grocery business at the old C. T. Landsdale stand.

WOLTER & CO. PROSPERING.

H. M. Wolter & Co., are now nicely located in their new factory at 417 Shotwell street, where they have greatly increased their facilities for carrying for their growing trade in boiled hams and provisions. Wolter & Co. handle only highest grade goods, and make a specialty of Kingan hams and their own "Leader," both of which are the best in the market. Their trade in these specialties is rapidly growing.

Attracting Trade

Enthusiasm in Advertising.

Enthusiasm is the life of trade, and also the breath of life in advertising. Healthy enthusiasm is always to be applauded. Not the irrational, headstrong ebullitions coming from those who imagine vainly that they know it all, but an enthusiasm born in confidence of goods and confidence in persons of ability to make goods move.

Enthusiasm in advertising means precisely the same thing and its influence is making itself felt the world over. The timid advertiser never succeeds, the tentative advertiser somelimes, but the thoroughly enthusiastic advertiser surely wins the goal of his ambition.

It is the knowledge of men and things, backed by h althy enthusiasm, that makes the successful advertiser.

There is something that is contagious about such enthusiasm, and it imparts a character to the advertising that carries conviction to those whom it reaches.

Get Out of the Beaten Track.

The most effective window dresser is the one who can avoid getting into a rut. The window displays that attract the most attention are those that possess a character and an individuality of their own.

The upto-date dealer should strive to have his window dressed in a style entirely different from that of every window display in the vicinity. If a dealer round about thinks that a certain brand is the finest things to show, do not follow meekly in his tracks. If the others show pyramids, you show horizontal d signs; if they display a flat arrangement of goods, you make your display perpendicular.

If you have tried autumn leaves and autumn vines and flowers for a while, go suddenly to the other extreme and show a bare window as regards all trimmings and decorations, for it is necessary to avoid slavish copying of one's own successes as well as the successes of business competitor. Originality is a necessary quality in all advertising and especially window dressing.

A Fish Window.

Now that the reign of the succulent oyster is in full sway a fish display is appropriate. While Friday alone is considered "fish day," and is so generally observed, oysters are eaten every day in the week.

The foundation of our display this week is composed entirely of oyster shells, strewn promiscuously over the floor. The shells should be thoroughly cleaned before being placed in the window by washing them in salt water,

Continued on page 26.

Babbitt's Standards.

ALWAYS UNIFORM!
ALWAYS RELIABLE!
ALWAYS THE BEST!



B. T. Babbitt's Concentrated Lye,

The ready soap maker—a powerful disenfectant—an excellent fertilizer for dipping prunes, spraying trees, etc.

Manufactured by
B. T. Babbitt, (Inc.) New York City.



The C. B. JENNINGS CO., Agents, 121 California St., San Francisco, Cal.

Jacobson, Reimers & Co.
210-212 Davis Street
DISTRIBUTERS OF
Fancy Butter and Honey
Dairy Butter and Eggs

Produce Market

THURSDAY AFTERNOON

BUTTER.

The butter market is firm at advanced prices, which promise to be maintained for some time.

California creamery, extras	32	33
" " firsts	30	31
" " seconds	25	27
" dairy, extras		
" " firsts		
" " seconds		
Store butter	19	20
Storage	25	26
" Creamery extras		25
Pickled	22½	
Keg	23	

EGGS.

The egg market went all to pieces during the week. Quotations are materially lower than for some time.

California Ranch white	42	43
" " mixed colors	37½	40
" Gathered,	32½	35
Standard		
Seconds		
Eastern, selected	29	31
Standard	25	26
Seconds	21	22½
Storage, Cal., Selected	28	30
" " Standard	26	27
" " Seconds		
" Eastern Selected		
" " Standard		
" " Seconds		

CHEESE.

The market is steady with prices as for several weeks past.

California full cream		16
" choice	14	14½
" common	Nominal	
Young Americas		6½
Eastern full cream	16½	17
Oregon		

POULTRY.

Young stock is in brisk demand, and quotations are somewhat higher than for some time

Turkeys, young live	20	22
" old gobblers	20	22
Dressed Turkeys	22	24
Roosters, young, per doz	6 00	7 00
" old "	4 50	5 00
Hens	5 00	6 00
Fryers, per doz	5 00	6 00
Broilers, per doz, large	4 00	5 00
" " small	4 00	4 50
Ducks young	5 00	6 00
" old	3 00	4 00
Pigeons, young	1 75	2 25
" old	1 00	1 25
Geese per pair, old 1.50-2.00; young	2 00	2 50

BEANS AND PEAS.

The white bean market is firm, but quiet owning to the approach of the holidays. Pinks are fairly firm at ruling prices owing to light arrivals, but with increased arrivals are likely to go lower. Limas and kidneys are firm at advanced prices.

Small Whites	2 90	3 25
Large "	2 15	2 50
Pea Bean	3 50	4 00
Pink	1 85	2 00
Horse	1 50	1 85
Red	3 00	3 50
Garbanzos, small	3 00	3 15
" large	3 40	3 50
Kidney	3 65	3 90
Lima	4 25	4 50
Bayos	3 40	3 60
Butter (large)	nominal	
Black Eyes	4 50	4 75
Dried Green Peas, per 100 lbs	2 25	2 50
" Niles " " " "	1 80	1 90

POTATOES AND ONIONS.

Extra Salinas are in specially good demand, at advanced prices. Oregons are lower. Yellow onions are higher than for some time past.

River Burbank	45	70
Salinas "	1 15	1 50
Oregons, New	.90	1.10
Merced Sweets	Nom.	
Australian onions	Nom.	
Red "	Nom.	
Yellow	1 20	1 40
Garnet Chili	Nom.	

FAIR PLAY.

(Continued from Page 5.)

for one am perfectly willing to cut them out."

L. M. Lasse l Co., Martinez.—"The merchants in this vicinity suffer from having some wholesalers in San Francisco 'butt in' and sell to hotels, boarding houses, etc. We can not figure that the retailer is to blame in this instance, as we, the retailers, call on parties who are sold by the wholesalers and make all kinds of endeavors to procure the business. The particular case which we might mention only injures the business of the retailers in this locality. We are not averse toward mentioning names. The firm we have reference to is ——— ——— of San Francisco, who quote the hotels and boarding houses about the same prices we can purchase for. They not only quote, but sell them. We are willing to cut out any firms who sell to parties who would be customers of the retailer."

(The name of the wholesale house mentioned in this letter has been omitted until they can be communicated with by the State Grocers' Association.)

Rice & Clary, Modesto.—"About once every year in the spring there are traveling salesmen who come to our country and sell to farmers, making up carloads. We find it very difficult to find out the name of the firms as it is all done on the quiet. If we can get hold of the names of any of these firms, we will be glad to send them in. We have always fought this way of doing business. We positively refuse to do business with any firm that sells to any one except the retailer. We further agree to help to right the wrong with any limit in our power."

L. & E Seligman, Dinuba.—"The merchants of this community suffer to a small extent from wholesalers selling to consumers. We would gladly refuse to do business with any firm that should insist upon keeping this class of trade."

J. M Newman Co., Colfax.—"We suffer more or less from this trade abuse. The hotels and boarding houses seem to be able to get all the supplies they need from the wholesale houses."

The McCormick-Saeltzer Co., Redding.—"Several Sacramento jobbers and produce houses sell to the hotels, lumber camps and restaurants in this vicinity. We would be willing to discontinue purchasing from firms who offend in this regard."

A. Jacobs & Co., Whittier.—"The produce and seed houses and mills are the worst offenders in this regard. We are willing to discontinue purchasing from firms who sell consumers, and have already done so whenever it was brought to our attention."

Weavervil e Supply Co., Weaverville.—"We are too far from the railroad to suffer much from this abuse, although there have been a few times when the wholesalers have secured some of our trade. We are willing to cut out firms that interfere with the retail trade."

D. W. Strahan, Santa Ynez.—"I am willing to cut out any firm who insists on selling goods or groceries to people not regular merchants or grocers."

F. A. Antell & Brother, Soquel.—"We do not buy any goods whatever of any firm that sells to consumers if we know it."

W. F. Wilkie, Truckee.—"We have had no trouble with wholesalers selling to hotels, etc., here and certainly are in favor of cutting out any wholesaler who sells to the retail trade."

Joseph Fowler, Duarte.—"I do not think the wholesalers sell to consumers in this territory. We should be willing to cut out any firm that offended in that respect."

Parsons &McNaught, Santa Ana.—"We have no complaint to make of wholesalers selling to our customers."

C. Nammany Lorin.—"I do not know of any wholesalers selling to consumers in this territory. I would be willing to refuse to buy from a firm that did so."

PURE OLIVE OIL.

Retailers will be interested in the following letter from Eugene E. Christian, the noted naturalist and food expert of New York, in regard to the Nicelle Olive Oil of the Seville Packing Company:

New York Nov. 10, 1905.

Seville Packing Co., 202 Franklin Street New York City.

Gentlemen:—I received the case of Nicelle Olive Oil you so kindly sent me and give you herewith a very brief report of the test I made of it.

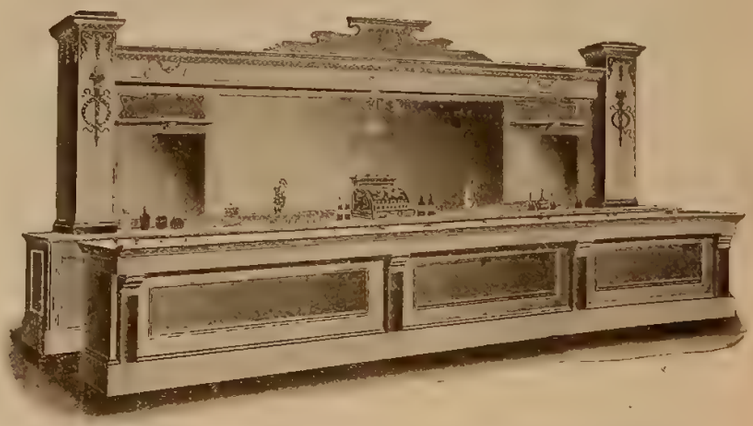
Since the imitation and adulteration of Olive Oil has become so universal and since the inquiry comes to me almost daily in my professional work for a pure olive oil, it is a duty I owe to the pure food cause to say that I have tested your Nicelle brand of Olive Oil by both natural and chemical methods, and I find that it contains nothing but a pure rich olive fat which is one of the most healthful, wholesome and necessary food elements in nature.

I thank you very kindly for introducing me to this luxury. It has solved for me a very perplexing question.

Respectfully yours

Eugene E. Christian.

Pacific Store and Office Fixture Co.
(Incorporated)
Telephone Blue 2571. F. A. OEHM, Pres.



DESIGNERS AND MANUFACTURERS OF
STORE, OFFICE AND BAR FIXTURES
3253-3259 SIXTEENTH ST.
San Francisco



WILLIAM CLUFF COMPANY
WHOLESALE GROCERS
SOLE AGENTS
SAN FRANCISCO CAL.

New Brew

YOSEMITE LAGER

BREWED BY THE
ENTERPRISE BREWING CO.
Sixteenth and Folsom Sts.
SAN FRANCISCO, CAL.
Telephone: Mission 152.

DAN O'CALLAGHAN
REAL ESTATE
AND
INSURANCE BROKER

City Agent
Liverpool & London & Globe Ins. Co.

Telephone, Main 5238

22 Montgomery St., San Francisco

(Mr. O'Callaghan was for many years a member of the firm of O'Callaghan, Nelson & Co.)

Gilt Edge Whiskies
THE VERY BEST
WICHMAN, LURGEN & CO.
Sole Proprietors.
Agents for Moerlein's Cincinnati BEER
29-31 Battery St., - San Francisco

SALEM BEER
SUITS THOSE WHO ARE PARTICULAR ABOUT THE BEER THEY USE.

IT HAS THE FLAVOR
IT HAS THE AGE
IT HAS REPUTATION
IT IS MADE RIGHT

Those who have used it know it. Those who do not know soon find it out after a trial.

SALEM BREWING ASSOC'N
BREWERS

BOTTLED EXCLUSIVELY BY THE
Sunset Bottling Co.
3109 20th Street
SOLE AGENTS

Amusements

GRAND OPERA HOUSE.

Nance O'Neil has been the feature of the week theatrically. On Monday and Tuesday nights she presented "Magda," on Wednesday and Thursday nights, "Camille." Saturday and Sunday she will appear in "Elizabeth." Next week will be given up to "Monna Vanna." Miss O'Neil has climbed to the top of the theatrical ladder and is today recognized as the leading emotional actress of the American stage. Her strong face and fine physique make more impressive her wonderful dramatic force and in everything she is a true artist. McKee Rankin and a strong company make up her support. The present engagement at the Grand will be notable in the dramatic annals of San Francisco.

TIVOLI.

On Wednesday evening the Tivoli gave its first production of "Orpheus in Hades," its great Christmas special. The theatre has been making great preparations for this production for several weeks. There has been a great deal of new scenery, many gorgeous costumes and the chorus will be largely strength ened. There will be the introduction of new ballets, marches, songs and specialties. The play tells the story of Orpheus and Eurydice and the descent of the musician into the depths of Hades to find his beautiful wife, with whom Pluto has fallen in love. The cast includes Elenor Fredericks, Cora Tracy, Gertrude Zimmer, Baron Berthald, Arthur Cunningham, Teddy Webb and a strong company.

ALCAZAR.

"Brown's In Town" has been a byword for the numerous clientele of the Alcazar this week. The play is decidedly American and its web of comical complications is all spun from the happenings of a sunny summers day. All the fun is clean and sparkling. There are numerous catchy songs. Next week, this theatre is to produce a dramatization of Mark Twain's beautiful story, "The Prince and the Pauper." This is a story of the little Prince of Wales, who afterwards became Edward VI, and how he exchanged clothes with Tom Canty, a beggar lad. The two boys are so much alike that the little Prince is thrown into the street by a soldier that was angry because the Prince had reprimanded him for striking the boy. The play will be cast with special care.

CALIFORNIA THEATRE.

"The Thoroughbreds" have been the attraction at the California this week. The company is an exceptionally large one and the program includes numerous excellent vaudeville numbers. Among the most effective are a contortionist, a strong man who breaks cobble stones with his naked fists, two buck and wing dancers, and a clever sketch in which two ladies indulge in sharp repartee. The show opens with a musical burlesque entitled "A Good Run for the Money," and concludes with another sketch entitled, "The Union Men." The chorus is large and, as usual, is splendidly costumed.

MAJESTIC THEATRE.

James Neill and his charming wife, Edythe Chapman Neill, are presenting the beautiful drama, "If I Were King," in which F. H. Sothern achieved his greatest triumph and played in three successive seasons. Mr. Neill plays the part of Francois Villon, the vagabond poet and lover. Mrs. Neill is the beautiful Lady Catherine de Vancelles. The cast is a long one and brings out the full strength of the Bishop players. There has been no expense or pains spared in the preparations of this piece which will be staged with more than the usual elaborateness.

ALHAMBRA.

A revival of "East Lynne" is proving quite popular at the Alhambra. The piece has for years been a favorite with the public who never seem to tire of its pathos. Herschell Mayall plays the leading role, which fits him like a glove. Edna Elismere is seen in the great dual role of Lady Isabelle and Madame Vine. The young actress adds fresh laurels to her already great success. For Christmas week Bob Fitzsimmons is promised in a play entitled "A Fight for Love," which was written especially for him by Hal Reid and in which he has toured the entire country.

NEW CENTRAL THEATRE.

Saturday evening, December 23, will see the grand opening of the New Central Theatre under the direction of H. W. Bishop. This theatre has been entirely refitted, recarpeted and rearranged. There will be produced for the first time in San Francisco "An Eye Witness." This is a melodrama introducing a sensational scene where an automobile rushing over a draw bridge jumps the chasm just as the bridge is rising. There will be an entirely new company including Elmer Booth and Marie Howe. There will be popular prices ranging from 10 to 50 cents.

FISCHERS.

Vaudeville with brief musical comedy makes up the program at this house. There is a performance every evening and matinee every afternoon.

CHUTES.

Over 200 juvenile actors assist in the production of Bothwell Browne's musical extravaganza "Cleopatra-up-to-date," in which Bothwell Browne plays Cleopatra. Numerous specialties help make this program popular with the patrons of the big free theatre. Barnes' diving elks from the Portland exposition have excited much attention. These elks dive off an artificial precipice into a pond of water especially prepared for the purpose. With the Circle Swing, the Scenic Railroad and other concessions this great pleasure ground affords sufficient variety to keep all its visitors interested.

ALASKA PACKERS' FLEET.

The Alaska Packers' Association has purchased from Pope & Talbot the iron ships Star of France and Star of Italy, and from Capt. R. Sudden the steel bark Abby Palmer, all high-class vessels. The association now owns 2 steel, 6 iron and 8 wooden square-riggers, 2 schooners, 2 steel and 56 wooden steamers and 6 launches. The 1906 fleet of ships and barks of the association will consist of the following: Ship Star of Russia, tonnage 1981, barks Abby Palmer 1943, Euterpe 1318, Hima'ayat 1027, Coolinga 1091, Electra 985, Will W. Case 583, Servia 1867, Levi G. Burgess 1617, Isaac Reed 1542, ships Star of France 1644, Star of Italy 1613, Bavtutha 1627, Tacoma 1739, Bohemia 1623, Indiana 1697, Santa Clara 1535, Llewellyn J. Morse 1393, Centennial 1287, Chas. E. Moody 2004, and Columbia 1172. The Columbia, Isaac Reed, Levi G. Burgess, Servia and Chas. E. Moody are chartered vessels.

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A Reference Book of 574 Pages showing the
Laws of California
for Daily Use in Business Affairs.

Tells What You Should Know.

Compiled by **A. J. BLEDSOE,**
Member of the Legislature for Sessions of 1891, 1893 and 1895.

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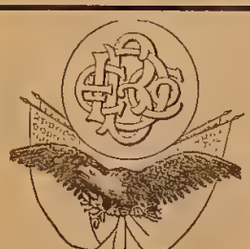
Sent Post paid on Receipt of Price by
Retail Grocers' Advocate,
456 Montgomery St., San Francisco
(Rooms 413-414)

The Perfection Short Credit System
Makes Credit Business a Pleasure.
Address
P. E. LENFESTEY,
220 California St., San Francisco

IT'S THE WATER



OLYMPIA BEER CO.
Agents and Exclusive California Bottlers of the Famous
OLYMPIA BEER
BREWED IN OLYMPIA, WASH.
1423 Sansome St., San Francisco, Cal.



VALLEY BREW LAGER
From
Richmond Bottling Works.
Zimmerman & Ruhland,
'Phone Pine 1787.
32d and Clement Street,
San Francisco, Cal.

Champagne.

Veuve Clicquot, qts	$32.25
Veuve Clicquot, pts	34.25
Ruinart, Magnums, 6 to case	30 50
Ruinart, qts, 1 doz to case	32 40
Ruinart, pts, 2 doz to case	34 20
Ruinart, ½ pts 2 doz to case	18 00
Vintage 1893, qts, 1 doz to cs	46.50

Brandies.

	Per case
Martell's One Star, 1 doz qts	$16 00
Martell's Two Star, 1 doz qts	19.00
Martell's Three Star, 1 doz qts	20 00
Martell's Three Star, 2 doz pts	22.00
Martell's One Star, 2 doz flks	18.00
Hennessy's One Star, 1 doz qts	17.50
Hennessy's Three Star, 1 doz qts	21 00
Calif. doz qts	12.00

Cider
Hammond & Co.
Bottlers
Office and Depot
277 Seventh Street
Phone, Jessie 3371



SWEET CIDER
¼ Gal. Bottles,
BOILED CIDER
Quarts .....
Pints .....

Mineral Waters.

Aetna, splits, 100 to cs	$6.50
Aetna, pts, 100 to case	9 00
Aetna, qts, 50 to case	7.50

GINGER ALE
Belfast Ginger Ale Co.,
D. Steinke & Co. Prop.
All Carbonated Beverages.
COR. UNION AND OCTAVIA STS.

	PINTS	QTS.
Soda Water	$ 80	$1 50
Ginger Ale	.80	1.50
Sarsaparilla	.80	1.50
and Iron	.80	1 50
Cider	.80	1.50
Cuban Punch	.80	1 50

B
Case Prices, 2 Doz. per Case.

Porter.
(E. & J. Burke's Guinness')

Stone, pts, 8 doz to bbl	$16.50
Glass, qts., 4 doz to bbl	14 00
Glass, pts., 8 doz to bbl	16.50

Specialties of
Hilbert Mercantile Co.

H. B. Ky. Bourbon, per gal	$2.75
H. B. Ky. Bourbon, Ex spcl	3 25
Union League Ky Brbn, AA	2 50
Union League Ky Brbn, 1 gal	2 25
El Monte Ky Brbn, 1 gal	2 25
Maryland Monogram 1 gal	2 75
Forum, Bourbon, 1 gal	2 00
W. H. McBrayer's Cedar Brook 5 yrs	3.00

Hunter Baltimore Rye.

Per case, 1 doz. 5's	13 00
In 5-case lots	12 50
In 10-case lots	12.00

Hilbert Mercantile Co.

H. B. Bourbon (spcl)	$10 00
H. B. Rye	10 00
H. B pt. flasks, 4 doz to cs	12 00
H. B. ½ pt flasks, 6 doz to cs	9 50
H. B. 1½-oz bots, per gr	12 00
Union League "AA"	8 00
El Monte Bourbon	8 00
Forum Bourbon	7 00
J. Baumgardner Rye	12.00
Maryland Monogram	9.00

W. H. McBrayer's Cedar Brook.

Per case, 1 doz 5's	$12 00
Per case, 2 doz pts	13 00
Per case, 4 doz ½ pts	14 50
Per case, 20 doz 1½-oz	18.50

Jesse Moore Whiskies.

Ex Pony Bourbon	$18.00	$17 50	$17.00
AA Bourbon	11.00	10.50	10 00
C Bourbon	8.50	8.25	8.00
AA Bourbon, 5 doz. 4 oz	10 00	10 00	9.75
AA. Pt Flasks, 2 doz.	9.00	8.75	8.50
AA. ½ Pt. Flasks 2 doz.	6 75	6 50	6 25
Old Rye	11.00	10.50	10.00

Jesse Moore Hunt Co.
(In barrels or half barrels)

Extra Pony Bourbon, gal	$7 50
AA. Bourbon gal	3 75
B. Bourbon, 1 gal	3 25
C Bourbon 1 gal	2 75
No 1 Bourbon, 1 gal	2 25
AA Rye, gal	3 75
C Rye, 1 gal	2.75



STANDARD BOTTLING CO.
BEACH STREET
Between Stockton and Dupont
SOLE AGENTS
LOS ANGELES BREWING COMPANY.
Beer furnished Grocers in Botles or Kegs.

Golden Gate
BOTTLING WORKS.
Blume & Gardner,
Proprietors.

Bottlers of the Celebrated
Standard.
Culmbacher.
Extra Pale.
XXX Porter.
Half and Half.
Lager and Steam Beer in Kegs.
160 Shotwell St.,
Phone: Camp 1781 S. F., Cal.



LANDI'S
TONIC
BITTERS
Factory and Salesroom,
1664 Mission St.
Bottles, $7 00 Doz.
1 doz. per case.

Clerk's Corner

The Clerk's Catechism.

Don't wear soiled linen of any description.

Don't wear a collar a second day.

Don't think you are too good for the position you hold.

Don't forget that it does not cost a cent to be polite to everybody.

Don't permit envy or bad feeling to exist between you and other clerks; work together as if one person.

Don't forget all instructions must be obeyed and must be remembered.

Don't forget to read carefully any notices sent to you from the head of the firm ,and don't forget a thing in them.

Don't be disloyal to your firm, stand by it as long as you depend on it for your bread and butter.

Don't lose your temper.

Don't sum or whistle.

Don't chew tobacco.

Don't eat cakes, fruits or groceries of any description that do not belong to you.

Don't eat during business hours; wait until meal time.

Don't drink intoxicating liquors during business hours or before business hours any day.

Don't misuse privileges.

Don't have private letters sent to your business address.

Don't read papers, letters or books during business hours.—Eli Grocer.

A Good Salesman, But—

He was a good salesman.

Few people entered his store without being impressed favorably with some of his lines, if they did not actually make purchases.

He was one of those merchants who could interest the people, but he was a might poor collector. One day he found himself unable to meet the demands of his creditors and the sheriff put up the shutters.

How can such a man be saved from his own follies or his own weakness?

Here is the combination:

A good salesman.

A poor credit man and collector.

Sell strictly for cash.

Many a merchant whose ability to sell goods was far superior to that of his competitors, but whose success was slow, due to failure to force collections, has solved his trouble by absolutely refusing to give credit and selling for cash.

The writer has in mind a merchant in Southern Minnesota who has made a splendid showing since he went on the strictly cash system three years ago.

Before that it was different. He never failed any year to do a big business, and counting out the bad accounts, it is doubtful if he ever showed a dollar of actual net porfit.

Sell goods he could, and sell them all around his competitors. He was such a good salesman that he could frequently get a better price for the same article than his competitors. He had the community thoroughly impressed with the splendid quality of his lines.

But he went down to defeat every time he tackled the collection problem. He was too good a fellow, well liked and liked the people so well that it was difficult for him to go after the slow pays as he should.

One day a friend advised him to put up the strictly cash sign and stick to it. He did.

In a nice way he has explained to the community probably many times over why he cannot give credit to anyone. They have taken their credit purchases to other stores. He gets the cash. He says he would not go back to the old system for anything.

Here is a man who had to adopt the strictly cash system of merchandising in self defense. There are many others like him who ought to adopt it for the same reason next Monday morning.—Commercial Bulletin.

ATTRACTING TRADE.

Continued from page 23.

which will make them look fresh and clean. If you have any sea shells or salt water souvenirs, they will add to the attractiveness of the display.

Fish kegs are used for the bases that sustain the arch. These kegs should also be thoroughly cleaned before being placed on exhibition. A striking effect can be produced by painting the staves red, white and blue.

The two columns are constructed of canned fish goods. The great variety of goods of this class can be used to excellent purpose and present a striking appearance. Across the top of the columns place a board of the same width as the cans. In this board may be displayed any such line of goods as may be desired, preference of course being given to that pertaining to fish.

To make the arch, tack boards of light pine onto cleats, after which mark the arch out with pencil or chalk and saw away the superfluous wood. Make two of these arches, join them with cleats and cover with pink cheesecloth, or any other color desired. The outside of the arch should be decorated with oyster crackers and fancy cookies.

To make the sphere in the center obtain a number of barrel hoops and fasten them at various angles, inside of one another, so that when covered with white cheesecloth they will support it and make a perfect sphere. On this cheesecloth fasten the various articles in place with cords that pass around the hoops. The sign, "Fresh Fish," may be made with smoked herring.

If it can be arranged a small fountain playing in the background would add a unique feature to the display. Or a light spray of water might be directed on to the glass in front, causing a very novel effect.—Modern Grocer.

Novel Advertising Idea.

Davenport, Ia.—Hickey Bros., the enterprising cigar dealers on East Third street, have as novel a window display as was ever arranged in Davenport.

In their west window they have six large live turtles, each with a letter printed on its back. The various letters assembled in order would spell "Hickey," and the Hickey Bros. offer a reward of $50 to any one who will discover the turtles lined up in a row so as to spell the name "Hickey."

As yet no one has claimed the $50, although there is one man who thinks he is entitled to at least $25, as he says he saw them lined up so as to spell "Hickey" backwards.

The window is generally surrounded by a good sized crowd, anxious to gain at least a share of the handsome cash prize should the turtles happen to line up in the manner designated.

Novel Use for Court Plaster.

The advertisement of a Los Angeles grocer and liquor dealer, appearing on the cover of a directory to be circulated in Pasadena was partially covered with a strip of black court plaster. The object was to obliterate a line referring to liquors under the assumption that it would be offensive to Pasadena people. But it caused everybody to remark and was the most effective advertising done by the firm. Those who could not guess what was under the plaster carefully raised it until they could read "wines and liquors." It is even suspected that the advertiser appreciated the human trait of prying into things and suggested the obliteration scheme.

Mothers! Mothers!! Mothers!!!

Mrs. Winslow's Soothing Syrup

has been used for over SIXTY YEARS by MILLIONS of MOTHERS for their CHILDREN while TEETHING, with PERFECT SUCCESS. It SOOTHES the CHILD, SOFTENS the GUMS ALLAYS all PAIN; CURES WIND COLIC, and is the best remedy for DIARRHŒA. Sold by Druggists in every part of the world. Be sure and ask for "Mrs. Winslow's Soothing Syrup," and take no other kind. Twenty five cts. a bottle

Phone Mission 123

J. MARSHALL & CO.'S

WORCESTERSHIRE SAUCE

BE SURE and GET the GENUINE

½ Pts., per doz. $1.20
Pts., per doz. 2.20

NO AGENTS

Office: Cor. 12th and Market Sts.

YOUR EVERY WANT IN PAPER

Can be Supplied by

A. ZELLERBACH & SONS

416-426 Sansome St.

SAN FRANCISCO

La Grande Laundry

Telephone Bush 12

23 Powell Street

Corner Ellis.

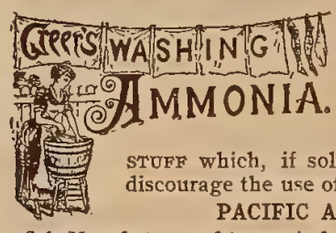
100 Taylor St., - - Cor. Turk St.
200 Montgomery Av., Cor. Kearny
202 Third Street, - Cor. Howard
1733 Market St., - Opp. Eleventh

GIVE THEM A TRIAL

LESLIE SALT

STERILIZED

Free Running (in Pkgs.) for table
Velvet Grain (in Bags) for kitchen
Sold by all Jobbers



It has come to our knowledge that there is an attempt to introduce on the market a WASHING AMMONIA made from Bones and Animal Refuse. We trust that the trade will take time to investigate the character of this STUFF which, if sold to the consumer, will only tend to discourage the use of Ammonia as a household article.

PACIFIC AMMONIA BOTTLING CO.,

Sole Manufacturers of Ammonia from mineral products on the Pacific Coast.

GEO. HERRMANN, Pres., 310 Sacramento St., San Francisco, Cal.

CAUTION—As there are numerous brands of impure and weak washing ammonia offered to the trade imitating the style of our label, be careful to see that our signature Trade Mark is on each bottle.

Trade Mark.

WIELAND BROS.

121-123 Clay Street San Francisco

Importers and Commission Merchants

SPECIALTIES—Imported and domestic Swiss Cheese, Limburger, Brick Cheese, Edam, Roquefort, etc.; Mackerel, Codfish, Holland Herrings, Olive Oil, Spanish and California Olives, all kinds of Sausages and other delicacies.

SOLE AGENTS for Sierra Cheese, German Breakfast Cheese, Brie, Camembert, Schloss, Kronen and Neufchatel Cheese.

WILLIAM E. HARM
Kartuffel-Buhr
183-185 Valencia St. Near 13th
Tel. Folsom 1911

Wholesale Dealer in
POTATOES, ONIONS
BEANS, EGGS
Etc., Etc., Etc.

WITZEL & BAKER, Commission Merchants

Telephone Main 718 314, 316 BATTERY ST., SAN FRANCISCO, CAL.

Fancy Creamery Butter and Ranch Eggs Our Specialty

REMOVED

PATRICK & CO., RUBBER STAMPS

111-113 SANSOME STREET

One block south of old location.

CLASSIFIED WHOLESALE DIRECTORY.

AGENTS.

Beck-Wakefield Co.
122 Market .....Phone: Main 1433

Castle Bros.
463 Mission .....Phone: Priv. Ex. 15

Dodge, Sweeney & Co.
116 Market .....Phone: Drumm 125

J. P. Gillespie.
109 California .....Phone: Main 1972

Fred P. Hobbs & Co.
95 Market .....Phone: Main 1913

R. A. Holcombe & Co.
124 California .....Phone Main 5376

The C. B. Jennings Co.
121 California .....Phone. Main 74

Johnson-Locke Mercantile Co.
123 California ...Phone: Priv. Ex. 22

F. E. Lenfestey.
220 California .....Phone: —

Spohn-Patrick Co.
16-22 Front .....Phone: Main 536

J. T. Wilson.
1770 15th .....Phone: —

AMMONIA.

Pacific Ammonia Bottling Works.

AUTOMATIC WEIGHER.

Bond Scale Co.
1640 San Fernando St..Los Angeles, Cal.

BAKING POWDER.

Royal Baking Powder Co.
Johnson-Locke Merc. Co..123 California

Schilling's Best.
A. Schilling & Co.....2nd and Folsom

BREAKFAST FOODS.

Malta Vita Pure Food Co.
Castle Bros. .....463 Mission

Dr. Price's Food.
115 Davis St. .....Phone: Bush 522

BREWERIES AND BOTTLED BEER.

Enterprise Brewing Co.
2015 Folsom .....Phone: Mission 152

Gambrinus Brewing Co.
160 13th .....Phone: South 83

Golden Gate Bottling Works.
160 Shotwell St.....Phone: Capp 1761

Los Angeles Brewing Co.
Standard Bottling Co.
...Beach, bet. Stockton and Dupont

Olympia Beer Co.
1423 Sansome St. .....

Rainier Brewing Co.
John Rapp & Son.....8th and Townsend

Salem Brewing Ass'n.
Sunset Bottling Co. 3109 20th

The California Brewing Co.
111 Douglas .....Phone: Mission 228

Valley Brew Lager.
Zimmerman & Ruhland..3rd & Clement

Wunder Brewing Co.
Scott & Greenwich..Phone: South 1098

BITTERS.

Landis Tonic Bitters.
Landis-Patton Mfg. Co..1664 Mission St

Lash's Bitters Co.
116..2nd St.....Phone: Bush 360

CANNED SOUPS, MEATS, TAMALES.

Jos. Campbell Preserve Co.
R. A. Holcombe & Co..124 California St.

Spanish-American Food Co.
149 Fremont .....Phone: Main 3151

CANNED FRUITS.

Cal. Fruit Canners' Association.
Pine and Battery....Phone: Priv. Ex 41

CANNED MACKEREL.

Monterey Packing Co.
122 Davis .....Phone: Main 1161

CATSUPS.

Cal. Fruit Canners' Association
Pine and Battery ...Phone. Priv. Ex. 41

Jos. Campbell Preserve Co.
R. A. Holcombe & Co....124 California

T. A. Snider Preserve Co.
Spohn-Patrick Co.....16-22 Front

CIGARS.

Optimo.
Ehrman Bros. & Co.....225 California

Henry Miller.
Ehrman Bros. & Co. .....225 California

COFFEE, TEA, ETC.

M. J. Brandenstein & Co.
Spear and Mission..Phone: Priv. Ex. 36

The Porto Rico Co.
587-589 Howard.....Phone: Main 5813

A. Schilling & Co.
2nd & Folsom..Phone: Priv. Ex. 456

COMMISSION MERCHANTS.

Dodge, Sweeney & Co.
116 Market .....Phone: Drumm 125

William E. Harm.
183-185 Valencia....Phone: Folsom 1911

Wieland Bros.
121-123 Clay.....Phone: Main 365

Witzel & Baker.
314-316 Battery.....Phone: Main 718

CONDENSED MILKS AND CREAM.

Alpine Evaporated Cream Co.
Fred P. Hobbs & Co.....95 Market

Borden's Condensed Milk Co.
Johnson-Locke Merc. Co., 123 California

Helvetia Milk Condensing Co.
3 California .....Phone: Main 1168

Pacific Coast Con. Milk Co.
Spohn-Patrick Co.....16-22 Front

Pacific Creamery Co.
115 Davis .....Phone: Bush 522

CONFECTIONERY.

"Cracker Jack."
Dodge, Sweeney & Co.....116 Market

CRACKERS.

Mutual Biscuit Co.
610 Battery.....Phone: Main 5005

FLOUR, MEALS, ETC.

Globe Grain & Milling Co.
Montgmy and Chestnut Phone Bush 759

GRAPE JUICE.

Welch's Grape Juice Co.
Spohn-Patrick Co.....16-22 Front

INK, MUCILAGE, ETC.

Blackstone Manufacturing Co.
1960 Howard .....Phone: Capp 1111

SCott & Gilbert Co.
214 Mission .....Phone: Main 451

INSECT EXTERMINATOR.

Eureka Insect Exterminator.
Jos. Fusch .....22 Hampton Place

LAUNDRY.

LaGrande Laundry.
22 Powell .....Phone: Bush 12

METAL POLISH.

U. S. Metal Polish Co.
J. T. Wilson 1770 15th

NOTARY PUBLIC.

James M. Ellis.
323 Montgomery .....Phone: Main 5925

OIL TANKS.

S. P. Bowers & Co.
Fort Wayne .....Indiana

OLIVES AND OLIVE OIL, ETC.

G. O. Ryden.

Seville Packing Co.
Spohn-Patrick Co. .....Pine and Front

PAPER.

A. Zellerbach & Sons.
416-426 Sansome...Phone: Priv. Ex. 14

PASTES.

Royal and Queen's Taste.
C. R. Spilvalo & Co.....347 Sacramento

PICKLES, ETC.

Gordon Packing Co.

PROVISIONS.

Anchor Packing Co.
140 8th .....Phone: South 355

Cudahy Packing Co.
418 Townsend .....Phone: Priv. Ex. 605

Heineman & Stern.
916 Larkin .....Phone: East 242

P. F. Rathjens.
1311-15 Pacific.....Phone: East 1875

Western Meat Co.
6th & Townsend ...Phone. Priv. Ex. 5

H. M. Wolter & Bro.
103 12th .....Phone: Mint 1763

REAL ESTATE AND INSURANCE.

Dan O'Callaghan.
22 Montgomery .....Phone: Main 5238

REFRIGERATORS.

Beck-Wakefield Co.
122 Market.....Phone: 1433

RUBBER STAMPS.

Patrick & Co.
111-113 Sansome .....Phone: Main 1768

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H. R. H. Salt.
Dodge, Sweeney & Co. .....116 Market

Leslie Salt Co.
C. E. Whitney & Co.....715 Kohl Bldg.

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J. Marshall & Co.
12th and Market .....Phone: —

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Moneyweight Scale Co.
Price & Co.....346 James Flood Bldg.

Standard Computing Scale Co.
Detroit .....Michigan

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S. M. Bixby & Co.
New York .....N. Y.

Scott & Gilbert Co.
214-216 Mission.....Phone: Main 451

Whittemore Bros. & Co.
Boston .....Mass.

SHORT CREDIT SYSTEM.

The Perfection.
P. E. Lenfestey .....220 California

SHREDDED WHEAT PRODUCTS.

The Natural Food Co.
Niagara Falls .....New York

SOAPS.

E. T. Babbitt (Inc.).
The C. B. Jennings Co. ...121 California

Enoch Morgan's Sons' Co. (Sapolio).
109 California .....Phone: Main 1972

Grandpa's Wonder Soap.
Castle Bros. .....463 Mission

Los Angeles Soap Co.
115 Davis .....Phone: Grant 110

SOOTHING SYRUP.

Mrs. Winslow's Soothing Syrup.
Anglo-American Drug Co.....New York

STARCH.

Riverside Corn and Gloss.
Kelley-Clarke Co. .....130 California

STORE FIXTURES.

Pacific Store and Office Fixture Co.
3253-3259 16th .....Phone: Bush 2571

SYRUPS, ETC.

Old Manse Maple Syrup.
Castle Bros. .....463 Mission St.

Pacific Coast Syrup Co.
713 Sansome .....Phone: Main 2

WINES, LIQUORS, ETC.

Ahrens, Pein & Bullwinkel.
620 Post .....Phone: East 720

Hilbert Mercantile Co.
136-144 2nd St.... Phone: Priv. Ex. 318

Italian-Swiss Colony.
Battery & Grunwich, Phone: Priv. Ex. 448

E. Martin & Co.
54 First .....Phone. Main 380

A. Vignier & Co.
429-431 Battery .... Phone: Main 1507

Wichman, Lutgen & Co.
29-31 Battery St. .....Phone: Main 5588

WHOLESALE GROCERS.

William Cluff Co.
201 Market.....Phone: Priv. Ex. 419

Snydam Bros. & Rogers
14-16 Spear .....Phone: Main 5996



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Sole Agents and Bottlers of

Gambrinus Brewing Co.'s

PORTLAND, OREGON

SELECT PILSENER LAGER BEER

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160 Thirteenth St., near Folsom, S. F.

Highest Grade Package Goods for Family Trade

ROYAL AND QUEEN'S TASTE

(1 lb packages) (2½ lb cartons)

Macaroni, Vermicelli and Spaghetti

ROYAL ITALIAN A. B. C. PASTE, in 1 lb papers
GOLDEN GATE EGG NOODLES, in ½ lb papers

For Sale by all Jobbers

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PROPRIETORS

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SAN FRANCISCO, CAL.

TOBOGGAN

MAPLE SYRUP -- IT IS BEST

Pacific Coast Syrup Co.

SAN FRANCISCO

THREE REFINERIES: SAN FRANCISCO, PORTLAND and SEATTLE.



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OUT DOOR CABINET

FOR

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CABINET EXTENDS UP OVER TANK SO AS TO ENTIRELY ENCLOSE THE PUMP. IT IS FITTED WITH METAL ROOF AND DOUBLE SWING DOORS PROVIDED WITH "STAPLE AND STRAP" FOR PADLOCK.

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SAFETY ACCURACY AND ECONOMY

ARE COMBINED IN THE

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FOR

OIL OR GASOLINE

IT IS FITTED WITH OUR LATEST IMPROVED COMPUTING

SELF MEASURING PUMP

BUILT ENTIRELY OF METAL AND MEASURES AN ACCURATE GALLON, HALF GALLON OR QUART AT A STROKE....

GUARANTEED EVAPORATION PROOF

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S. F. BOWSER & CO. FORT WAYNE, IND.



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LOST TAGS,
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Short Credit System

IS BETTER THAN AN INSURANCE POLICY.

One writing does all the work, and there are no loose tags. Every tag must be accounted for, and you and your customer both know the total of the account **always.**

For Particulars Address

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THE GROCER SAVES MONEY

The Customer is Pleased,

Where

THE O. K. CHEESE CUTTER

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$20.00 Net
F. O. B. Detroit, Mich.

Cuts the Cheese by weight, or money's worth. **Does it better than any other**—Is absolutely accurate. Cannot get out of order.

Our Testimonials Come from Satisfied Users.

We could not spare a single Cutter to send to the World's Fair at St. Louis—Needed all we could make to fill orders.

Catalog supplied from Dept. R. Write for one.
Give your Jobber's name and address.

The Standard Computing Scale Co., Ltd.
DETROIT, MICH.



SHREDDED WHOLE WHEAT RECOMMENDATION

The Best Cereal Food to Eat, and
The Best Cereal Food to Sell, is

Shredded Whole Wheat

It is made in two forms, Shredded Wheat BISCUIT and TRISCUIT.

TRISCUIT is a CRACKER, not a "breakfast food." It is used as toast in place of ordinary bread toast, and for all purposes for which the common white cracker of commerce is used.

Shredded Wheat **BISCUIT** is the standard wheat food of the world, delicious for breakfast, or for every meal for every day in the year. It contains all the nutriment in the whole wheat in digestible form. A good seller all the year round.

THE NATURAL FOOD COMPANY
Niagara Falls, N. Y.

GE

THE RETAIL GROCERS ADVOCATE

A. H. POWERS, Editor

SAN FRANCISCO, CAL., DECEMBER 29, 1905

Vol. 10, No. 51

M. J. B. Coffee

sells better than any other

Why?

IXL - Kapp and Street - W.G.M.

TAMALES

IN

KEY-OPENER CANS



THE ORIGINAL

Powdered Stove Polish

Mixes with water instantly.

Advertised Everywhere.

OUR GUARANTEES:

To give SATISFACTION or your MONEY BACK
To give a QUICK, BRILLIANT LUSTRE
To give Dealers a GOOD PROFIT

5-cent Size, per box, 3 doz., **Costs $1.50,** with ½ dozen free, **Sells for $2.10**

10-cent Size, per box, 3 doz., **Costs $2.50,** with ½ dozen free, **Sells for $4.20**

R. A. Holcombe & Co. 124 California St. San Francisco, Cal.
Pacific Coast Agents.



The Village Authority

If he has taken the trouble to investigate will tell you that there is no beverage so thoroughly satisfying as

RAINIER BEER

Made by people who know, to satisfy people who know. One trial will convince you.

JOHN RAPP & SON, AGENTS
8th and Townsend Streets, San Francisco



Greatest Value Ever Received For My Money

H. N. EDLIN,

1264-1266 Devisadero St.

who owns one of the Most Attractive and Progressive Grocery Stores in the Western Addition, says:

WILLIAM A. HAWLEY: San Francisco, Sept. 12, 1905.

Dear Sir:—My investment in your **McCaskey Account Register** has, I am satisfied, given me the **Greatest Value I Have Ever Received** for my money. It has resulted in the saving of several hours of time each day and of several days at the end of each month; since where I formerly had to begin about the 24th of each month to make out my monthly statements, I now have them ready in less than 30 minutes. Your **McCaskey Account Register** has given me a **simple and complete system** for keeping my accounts that makes my book-keeping no more trouble than I have had in keeping account of my cash sales with my cash registers. I would not be without it. Very truly yours, H. N. EDLIN.

Write or Phone To-day for Particulars.

Our representatives will be pleased to call and show you the Register.

EASY PAYMENTS.

W. A. HAWLEY, Pacific Coast Agent

Office: Top Floor, James Flood Bldg., Powell and Market Streets

Phone, Montgomery 1064. SAN FRANCISCO, CAL.

The McCaskey Register Co., - - - - Alliance, Ohio

Manufacturers of the Famous Multiplex Carbon Back Order Pads.

SAVAGE & CHARLTON, San Francisco Agents

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In order to satisfy a demand for a higher grade of evaporated cream than heretofore obtainable in so-called 20-ounce cans, we offer



OUR PET BRAND EVAPORATED CREAM

In "Tall" size cans.
(Weighing 16 ounces net.)

This is in addition to our "Family" and "Baby" sizes. We are, therefore, in position to furnish this well and favorably known brand in cans of three different sizes, packed as follows:

"Tall" size.....4 dozen cans per case
"Family" size.....4 dozen cans per case
"Baby" size.....6 dozen cans per case

By handling our full line, you are in position to please large and small consumers with the best quality of evaporated cream made in the world.

IN REGARD TO PRICES CONSULT YOUR JOBBER.

Helvetia Milk Condensing Co.,
HIGHLAND, ILL.
San Francisco Office, 3 California St.

Common Sense teaches Grocers to sell what pays Best

AND GIVES SATISFACTION.

That's why 1000 Retail Grocers in the Bay Cities sell "A 1" FLOUR.

You can MONEY BACK our goods.

BEST ON EARTH

"A 1" FLOUR



GLOBE MILLS

We claim that "A 1" FLOUR will make MORE LOAVES OF BREAD to the barrel and BETTER BREAD than other flours.

WE MAINTAIN THE RETAIL SELLING PRICE.

Tell us how to do more and WE'LL DO IT!

GLOBE GRAIN & MILLING CO.

MONTGOMERY AND CHESTNUT STS., SAN FRANCISCO, CAL.

Telephone Bush 759.

(Please mention the ADVOCATE to Advertisers. It helps us materially.)

CARNATION CREAM

Has made the Grocer the Modern Milkman to all of his Customers, and the Grocer has reciprocated by liberally purchasing and pushing the sales of Carnation and with profit to himself.

Millions of Cans of Carnation Cream Were Sold this Year.

We predict largely increased sales during 1906. We have made extensive preparations to care for the interests of the many thousands of CARNATION GROCERS.



Pacific Coast Condensed Milk Co.
Seattle, U. S. A.

THE OVERLAND LIMITED

has

Electric Lights in Every Berth

The new composite-observation cars, the train libraries, excellent dining-car service, luxuriously appointed sleeping cars, and the courtesy of the attendants make this one of the finest trains in America.

The magnificent scenery of the Sierra Nevada and Rocky Mountains, and the novelty of crossing the great Salt Lake by rail add to the enjoyment of the trip, and make it one of unusual interest.

San Francisco to Chicago in less than three days.

Full particulars of agent,

SOUTHERN PACIFIC

You have had calls for HAND SAPOLIO

If you filled them, all's well; if you didn't, your rival got the order, and may get the customer's entire trade.

HAND SAPOLIO is a special toilet soap—superior to any other in countless ways—delicate enough for the baby's skin, and capable of removing any stain.
Costs the dealer the same as regular SAPOLIO, but should be sold at 10 cents per cake.

Retail Grocers' Advocate

CALIFORNIA RETAIL GROCERS' AND MERCHANTS' ASSOCIATION — OFFICIAL PAPER — RETAIL GROCERS' ASSOCIATION

Vol. 10 — SAN FRANCISCO, CAL., DECEMBER 29, 1905 — No. 52

THE RETAIL GROCERS ADVOCATE

Published Every Friday by
ADVOCATE PUBLISHING CO.

Subscriptions:

One Year $2.00
Single Copies ..... .10

PUBLICATION OFFICE:
456 MONTGOMERY STREET.
Rooms 413-414. - Tele. John 2001

Entered at the Postoffice at San Francisco as Second Class Matter.

Points to Watch

CHEESE—
Mild California cheese is scarce.

BLOATERS—
Prices of bloaters are higher than last year, with indications pointing to continued high prices for the year.

CANNED PEAS—
A very heavy shortage in nearly every packing district makes these goods valuable property at present prices.

CANNED TOMATOES—
The last week saw the "Syndicate" buying all 3's offered at 95c in New York and prices advanced from 95c to $1.10.

TEAS—
It is estimated that the exports of green tea to the United States and Canada for this year will be less than 15,500,000 pounds as against 20,000,000 pounds for last year.

RICE—
At the present time the rice market is quiet, but greater activity is expected after the turn of the year, when it is believed prices will go higher, as stocks are less than usual.

RAISINS—
The Growers' Combine has asked for bids for the 12,000 tons of raisins they still hold. If the California Canners' Association secures the stock the market will be largely strengthened.

DRIED FRUIT—
Owing to the shortage of practically all Pacific Coast dried fruits it is considered a practical certainty that there will be advances on many, if not all lines, except raisins, shortly after the New Year.

WILL ATTEND CONVENTIONS

Of Grocers' Association and Natural Food Co. at Niagara Falls.

Mr. H. P. Getchell, the affable representative of the Natural Food Co., is leaving for Niagara Falls in the middle of January to attend the annual convention of the National Retail Grocers Association after which there is to be held the regular annual convention of all the representatives of the Natural Food Co..

This company makes it a regular practice to call all their representatives to the factory once each year for the exchange of ideas and for general discussion as to the best methods of improving upon their already splendid organization.

Mr. Getchell called at the Advocate office and left with us some very handsome printed invitations from his company to visit the home of "Shredded Wheat" and "Triscuit."

Our best wishes attend Mr. Getchell on his journey and we are certain that among reports of progress made by representatives of this company few, if any, will be entitled to greater encomiums than that of our esteemed friend.

DEALERS A UNIT.

Retail Merchants All Over the State Opposed to Wholesalers Selling Consumers.

The recent article in the Retail Grocers' Advocate referring to the practice of wholesalers and manufacturers selling to consumers has awakened a very general interest among the retail grocers throughout the entire State. Letters are arriving every day from retail grocers in different communities and without exception, they all express their willingness to refuse to patronize a firm that may insist upon selling parties who would otherwise be customers of retail dealers.

The practice of selling to customers does not rest entirely with wholesale grocers.

It frequently happens that the grocers will find the hotels and restaurants that once bought goods from them discontinuing. Inquiry as to the cause invariably results in the dealers being informed that the establishment is now buying direct from wholesalers. It frequently happens that the very firm the customer is buying from is a firm that has been supplying the retailer himself.

The same thing happens with provision and commission houses.

They will sell to the retail dealer eggs, butter and provision and then will supply the houses that ordinarily would buy from the retail dealer and sell to them at the same figure they did to the retail dealer.

It will be remembered that this practice was condemned without a dissenting vote at the convention of the State Grocers' Association held in August and resolutions were passed in this regard.

State Secretary Acting.

State Secretary Connolly is now conferring with the various affiliating members throughout the State and the matter will probably be taken up actively immediately upon the settlement of the flour question.

Among the expression of opinion received during the past week are the following:

Thos. Cornwall & Son, Santa Barbara, Cal.—"There is no harmony in the trade in this city and therefore the grocers suffer in many ways. We agree with every idea advanced in the recent article in the **Advocate** and would be surprised at a dissenting voice.

Common honesty is at the bottom of the whole business. We think that the wholesaler should abide by his trade although we are aware that in many instances they do not sell to the trade only.

The retail firm that is recognized as the wholesaler is the greatest curse of the trade and yet the very existence of these firms is due to the retail grocers themselves since, by buying from these firms, they give them the purchasing power which enables them to buy in wholesale quantities and thus secure the bed rock price which enables them to undersell the other retail dealers.

We know of many instances in which the grocers of this city have suffered from this abuse both on contract and uncontracted trade. The unknown volume of this illegitimate business is great and much of it must, per force, remain unknown. We feel that it would

(Continued on page 24.)

FLOUR.

TWO MORE MILLS.

Globe Milling Co. to Get Company in Its Policy of Maintaining Prices.

DELAY AMONG OTHER MILLS.

Retail Grocers Present Strength That Cannot be Ignored Longer.

When the retail grocers of San Francisco and Alameda county over a year ago asked the mills of San Francisco to fix and maintain a retail selling price on their flour, the Globe Milling Co. at once agreed to their request.

The flour of the Globe Mills at once sprang into general popularity as it not ony possessed satisfactory quality but paid the retail grocer a satisfactory profit as well.

At a conference of the retail grocers and millers held recently, the representatives of every mill in San Francisco expressed the sentiment that it would be a benefit to the trade as well as themselves to have the retail selling price of flour maintained. Without a dissenting voice, each man expressed his willingness to list the brands of flour put out by his particular mill.

Certain of the mills stated that they intended fixing the retail selling price on their flour the first of the year.

State Secretary Connolly during the past week has taken up the matter with the different mills.

The Del Monte mills have already sent out notices to the wholesale grocers stating that they must insist upon having not only the selling price on their various packages of meals and breakfast foods maintained, but also of their flour. They report that they have received a letter from Wellman Peck & Co. stating that they would take a great pleasure in compying with their requests in this regard.

The American Milling Co. have notified State Secretary Connolly that they intend to fix the retail selling price on their brands of flour on the first of the year They asked of Mr. Connolly if there were any particular form to be employed.

The other San Francisco mills said that they have not yet had time to make the arrangements to fix the price of the goods although they intend to do so as soon as they can get to it.

Retail Grocers Waiting.

Some of the mills do not seem to realize how great an interest the grocery trade takes in this matter.

Without exception, the mills know that the grocers in Alameda county have been able to make it profitable for the Globe Grain and Milling Company to maintain the price of their brand of flour in Alameda county. They have also learned by bitter experience that it has been very unprofitable for the mills that have not maintained the retail selling price of their goods in that market.

The reason that they have not learned the same lesson in San Francisco has been because the organized grocers of San Francisco have never demanded that the mills maintain the selling price of their flour.

The organized retail grocers have merely asked the mills to show the same consideration that they have shown the grocers of other communities. And they have asked this very meekly and very quietly and very humbly.

Over a year has elapsed since their moderate and mild voiced request went up to the mills. For a year the mills have been giving them evasive answers in public and "knocking" the proposal in private.

Prepared for Action.

Through the efforts of State Secretary Frank B. Connolly, a "Committee of 100," consisting of the largest retail grocers of San Francisco was brought together. This committee has DEMANDED that the mills give them consideration in this regard.

Those men are prepared to buy and sell only the flours that will pay them a profit.

Each of these one hundred retail grocers will be able to influence at least five more retail grocers.

The **Retail Grocers' Advocate** will reach several thousand retail grocers who otherwise would know nothing of conditions.

The mills will find that if they refuse this reasonable DEMAND of the grocers making up the "Committee of One Hundred," that they will feels the effects of their folly even in the Southern California and other territory in this State where there is commercial peace as far as the flour mills are concerned.

It seems too bad that it should be made necessary to again bring forward these facts.

The flour mills themselves will profit as largely as the retail grocers by protecting the welfare of the retail grocery trade.

The grocers for years have been distributing the product of the flour mills with a less margin than the actual cost of handling the flour.

It is an outrage that this thing should have continued so long.

It would be **Doubly Outrageous** now for any mill to seek to interfere with the movement to better these conditions.

The **Advocate** hopes that before the next issue, which will be the first in 1906 that it will be able to report that **every mill in San Francisco has decided to lend its strength and influence towards helping its customers among** the retail grocers to make money.

California's Choicest Food Products

GRIFFIN EXTRAS

Pure and Wholesome



Griffin Catsup

(Not Colored)

Used by St. Francis Hotel,
Clubs, Cafes and Other Discriminating Trade.

Put up in Pint and One-half Pint Glass Bottles.

Made from the finest quality of full, ripe tomatoes, pure spices and the best malt vinegar, by the most modern processes known to the Catsup-making art, producing a condiment that is a delight to the palate of the most fastidious.

Griffin Catsup sells at 25c pints, 15c half pints.



GRIFFIN OYSTER COCKTAIL SAUCE

(Not Colored)

Like GRIFFIN TOMATO CATSUP, this sauce is selected and handled with extreme care and cleanliness, combined with the best skill known to the culinary art, from the purest and best ingredients purchasable. It is packed in full pint bottles only, and is a sauce most excellent, having that peculiarly delightful flavor which gives character to a true Cocktail Sauce. No cost or pains are spared in order that GRIFFIN OYSTER COCKTAIL SAUCE shall rank **first** as a sauce of merit and a delight to the epicure.

Griffin Oyster Cocktail Sauce sells at 25c pints.

OUR GUARANTEE FOLLOWS OUR GOODS

Announcement *of the* **FREE DEAL** *on "Griffin Extras"*
CATSUP AND OYSTER COCKTAIL SAUCE.

With **5-Case** Orders for "Griffin Extras" **Catsup** we will give FREE . . . . . { 1 Case "Griffin Extras" **Catsup** or 1 Case "Griffin Extras" **Oyster Cocktail Sauce**

With **5-Case** Orders for "Griffin Extras" **Oyster Cocktail Sauce** we will give FREE { 1 Case "Griffin Extras" **Oyster Cocktail Sauce** or 1 Case "Griffin Extras" **Catsup**

Send us Your Orders for Immediate or Future Delivery.

CALIFORNIA FRUIT CANNERS ASSOCIATION

Largest Packers of Canned Fruits and Vegetables in the World.

SEASONABLE SUGGESTIONS.

Pointers "Borrowed" From the Columns of Various Careful Contemporaries.

Olives are advancing.

Push the fancy lines hard.

Make the store attractive.

Make next year a hummer.

Lima beans are growing stronger.

Nuts make a good window display.

Never think a thing is yours until it is paid for.

The broom market is advancing in the East.

Dried fruits are high and going higher.

Tea is likely to advance according to all reports.

Keep the annual inventory in mind from now on.

Keep the window trimmed with seasonable goods.

Don't get that tired feeling just because the rush is over.

Advices from Spain say that Valencia raisins are higher.

French sardine catch is much below the average this season.

Use plenty of elbow grease on the floor and all the fixtures.

Maraschino cherries ought to sell next week if never before.

French mushrooms are a short crop and prices have lately advanced.

This is the time when the candy department of the grocery will shine.

Fancy grades of French peas have been a light pack and are growing scarce.

Mice and matches are a bad combination. Keep them separate by all means.

It is hard work to do great things in window dressing without constant practice.

The man whose only incentive to exertion is his wages will always do bad work.

Never lose sight of the cost of doing business. You will then probably always get a profit.

No one finds more pleasure for himself than he who unselfishly gives pleasure to others.

The fall pack of cove oysters at Baltimore is short owing to bad weather. This may mean higher prices.

Remember that show windows are destructive to groceries of many kinds if the exposure is long continued.

Beware of those who economize at another's expense. They will fill their purse with the contents of yours.

Gallon apples are scarce as are also standards. The whole line of apples is high this year from pie to fancy.

According to reports, the European beet sugar crop this year is the largest on record except the big one of 1901-2.

Staple lines of canned goods are not very active just now. The trade will not load up until after the first of the year.

No. 2 walnuts are plentiful in this year's crop of California walnuts, but the flavor is superior and makes up for the smallness of size.

Cocoa and chocolate are unexcelled as cold weather drinks. They are more heating than any other beverage, we believe. Tell the trade so.

Don't condemn a new scale or a fixture because you do not know how it works. Some that appear complicated are simplicity itself in operation.

Celebrate the new year by inaugurating a better system of looking after deliveries. There is every chance that this department can be improved.

Coffee is the great big leader of the grocery business, though some grocers appear not to know it. Always keep pushing after more coffee business.

Maple syrup is in good demand. The trade is taking the pure stuff quite freely when obtainable and the mixtures are not neglected, by any means.

Be sure your trade is well served Saturday before the store closes. If you fail to make a simple delivery that day you are likely to lose a customer.

If you don't get a share of the business in lanterns, lamp wicks and such articles now you will have to wait until another year rolls around before you'll have another chance.

Cut prices a little on some of those slow-moving canned goods lines and on some fancy bottled goods that do not seem to take. This is the best chance you will have to sell them.

Can you tell your customers just the best way to prepare tea and coffee? There are many ways and some of them are very bad. Poor making is frequently responsible for condemning a good coffee.

The liking for olives must be cultivated in most persons. To do this it may be necessary to sample them among your trade quite freely at first. Even a small bottle to each of your best customers would probably not be a losing investment.

A few packers have had the temerity to venture prices on 1906 pack tomatoes but so far as heard no orders have been booked in the Northwest. The only price that has been heard of is about 10 or 12½ cents above the average opening price of tomatoes.

Ex-President Hanson of the National Association of Retail Grocers, says that a national food law should refer to food alone and not attempt to take in drugs, whiskies, etc. There are too many interests involved ever to come to an agreement at present.

According to some estimates the stock of canned tomatoes available to meet requirements of consumption to next September does not exceed 1,800,000 cases, whereas, it is claimed 6,000,000 cases would ordinarily be needed for consumption during that period.

The United States food standard committee has concluded its public hearings in Boston. It will send out to the trade standards of salad oils, fruits and preserves and flavoring extracts, to be recommended to the secretary of the Department of Agriculture.

Did you every try to tell a woman who came bouncing in to kick on your tea that she did not know how to make it properly? We guess you did not more than once, anyway. However, it is a good thing for the grocer to know how to make tea and to use his knowledge in his advertising matter, occasionally.

Lea & Perrin's sauce is getting some hard knocks these days. It has been given a black eye by the food officials in Minnesota and Pennsylvania because they say it contains "salicylic acid." We don't know whether it does or not, but the American people have been eating it for about a hundred years and not a single case of "pizen" or anything else harmful has been reported.

AMONG THE GROCERS.

Winsbach & Lamee have taken a lease of the store adjoining their old corner at 899 Sutter street, and are putting in a new front in their old stand. The new portion will be devoted to the bar, and the old section to their grocery, which has outgrown the capacity of the old store.

N. S. Sopotinos has opened a neat grocery and wine and liquor store at 1475 Haight street, where he carries a well selected stock of staple and fancy groceries, and is building up a fine trade.

E. G. Gould has bought the grocery of E. H. Ahlgreen at 5634 Telegraph avenue, Oakland and is greatly enlarging the place and putting in a larger and more select stock of groceries.

H. C. Meisel & Starke have purchased the grocery of B. Donnelly, at Bush and Fillmore streets, and have enlarged the stock, and greatly improved this popular old stand.

A MATTER OF HEALTH

ROYAL



BAKING POWDER

Absolutely Pure

HAS NO SUBSTITUTE

All Grocers should carry a full stock of Royal Baking Powder.

It always gives the Greatest Satisfaction to customers, and in the end yields the larger profit to the Grocer.

NICELLE

OLIVE OIL



Imported from France.

Continues to satisfy fastidious tastes.

The demand has been unprecedented.

During 1906 we will inaugurate a vigorous campaign on Nicelle Olive Oil, and are certain that largely increased sales will be the result.

We are also agents for "White Label" Queen and Manzanilla Olives, Pim-Olas and Baby Pim-Olas, Nonpareil French Capers, Etc.

JOHN H. SPOHN CO.
(INCORPORATED.)
Pacific Coast Agents
16-18-20-22 Front Street San Francisco, Cal.

BRANCH HOUSES:
Portland, Seattle, Denver, Salt Lake City
SPOHN-COOK COMPANY, Los Angeles, Cal.

WANTS NEW SETTLERS.

A Public Spirited Merchant Offers to Help Induce Desirable Emigrants.

From one of the daily papers of Escondido we quote the following article by Sig Steiner, who is not only the Mayor of that thriving Southern California city but one of its leading merchants and also a close student of the **Advocate.** The ideas expressed by Mr. Steiner are worthy the careful perusal of every public spirited citizen.

"TIME IS MONEY."

Never before was the time more opportune and money more necessary than at this moment to help along the good work already begun and which will require persistent effort to accomplish the results desired. The Chamber of Commerce of a city is composed of citizens desirous of encouraging the growth and advancement of their locality. To that end they contribute time and money, frequently without any idea of personal aggrandizement.

These facts may be well understood.

Books, pamphlets and folders are essential to attract attention; if nicely gotten up, they do good.

A local newspaper is an excellent index of the class of business and people it represents, and should be freely distributed by those who have the welfare of the section at heart.

Also, a good live man who can approach strangers in such a manner that they would have confidence in his statements and be induced to act upon his suggestions should be located in Los Angeles to mix with the multitude of Eastern arrivals in that city and induce them to "come our way." He can tell the truth to them about Escondido and its environments, and once they arrive here they will find the half has not been told, and they will be charmed with the valley at first glance.

It will cost money to retain a capable man in this capacity, and he should be well paid for his services. If by public subscription is the only way we can pay him, I will be one of fifteen to contribute $10 each for every bona fide settler that he induces to purchase a small farm in the valley and locate, and I should like to see the experiment tried for a few months at least.

SIG STEINER.

HAWAIIAN SUGAR CROP.

Returns of the yield of Hawaiian sugar for the past year have been compiled. They show an increase of nearly 12,000 tons over the crop of last year and are nearly equal to the production of 1903, which was the banner year of sugar production in the islands. The summary of the crop of the four islands for the last four years is as follows:

Island.	1902.	1903.	1904.	1905.
Hawaii	121,295	170,665	122,865	126,405
Maui	56,726	84,776	77,285	100,434
Oahu	107,870	121,066	102,019	123,095
Kauai	69,720	61,484	64,606	76,311
Totals	355,611	437,991	367,475	426,248

SAN PEDRO FISHERIES.

The fisheries industry at San Pedro, including the lobster industry, shows shipments to the extent of 4,138,528 pounds. This is an increase of 78 per cent over 1904. The shipments include about 17 500 cases of sardines, 4 dozen to the case. The pack of canned lobsters and canned abalone show a very decided increase over last year.

MONEY IN RAISING TROUT.

Handsome Returns Made by Vermont Farmer on His Labors.

That a farmer can derive more profit from raising brook trout for the market than from most any other source of like requirements of money and time has been clearly demonstrated by Lewis J. Johnson, who has a fish preserve on his farm, two miles out of West Brattleboro, Vt. By utilizing the clear spring water running through his farm, by his own ingenuity and with a very little hired assistance within a few years he has established an inexpensive hatchery, where he has succeeded in hatching and growing a large number of brook trout, with which he has, partly at least, supplied the local market, besides furnishing thousands of small fish for stocking different streams in the adjoining towns. All these have netted Mr. Johnson a handsome return upon his capital invested, aside from the pleasure afforded and incidental diversion from the usual farm labor, which, however, it has not been necessary to slight because of his fish culture.

From a modest beginning Mr. Johnson has gone on with his fish establishment, adding new and inexpensive ponds and miniature falls by dividing and diverting the little spring fed rills, till today he has a succession of long pools stocked with thousands of sportive trout of all sizes, strong and flourishing in the purest and coldest water. In connection with his plant Mr. Johnson has constructed at an expense of a few dollars modest hatching houses, with their numerous troughs, in which to propagate the trout from the eggs. Here he has hatched this season 800,000 trout, all of which are alive and thrifty and most of which he hopes to raise for the market. Already he has orders for part of this fry at $2 a pound.

It takes on an average two years to rear the fry to the fishing size, though of course some fish grow slower than others. Mr. Johnson has a few two pounders which are not much more than two years old.—Springfield (Mass.) Republican.

An Art Critic.

"What do you think of our new oil painting?" asked Mrs. Newrich.

"Well," answered Mr. Newrich, "it seems good enough from the front, but if you turn it round and look at the other side I must say the material seems kind o' cheap."

A Clever Hint.

Mrs. A.—There are times when I wish I were a man. Mr. A.—For instance? Mrs. A.—When I pass a milliner's window and think how happy I could make my wife by giving her a new bonnet.

SARDINE SEASON SUCCESSFUL.

Monterey, Cal., December 23—The Monterey Packing Company has closed down its sardine cannery for the season. The season has been a very successful one. The output being considerable greater than last year.

LIKES CALIFORNIA BEST.

E. D. Burrows, for the past year private secretary for Wm. E. Curtis, the noted correspondent of the Chicago Record-Herald, is in the city with the purpose of engaging in literary and newspaper work here. Mr. Burrows is a son of Major F. S. Burrows, the Coast representative of E. M. Schwarz & Co., and the Jose Lovera Co. He has recently completed an extended tour of the United States with Mr. Curtis, and refused flattering offers to accompany that gentleman on a tour of the world, preferring to live and labor in California.

Lily Cream



is absolutely **PURE.**

Recommend and Guarantee it to your Customers.

At all Jobbers.

San Francisco Office,
115 Davis St.
Phone, Bush 522.

Better Profits

Greater Economy in

Cereal Goods

A New Departure.

DEL MONTE MILLING CO. PEACOCK BRAND SAN FRANCISCO.

ALL MEALS

Can Now be Secured in

2-lb. and 5-lb. Cartons

UNDER THE

PEACOCK BRAND

Thoroughly Sterilized — No Waste — No Bugs — Attractive Packages
Packed by Machinery — Not Touched by Human Hands.

Selling Price Absolutely Protected.

Sole Manufacturers:

DEL MONTE MILLING CO.

San Francisco and Los Angeles.

CRACKER-JACK

THE MORE YOU EAT
THE MORE YOU WANT
THE WORLD'S GREATEST
5¢ SELLER

100 Packages to Case $3.65
Case weighs 40 pounds gross.
Dodge, Sweeney & Co., AGENTS SAN FRANCISCO

JAMES M. ELLIS

NOTARY PUBLIC
AND
Commissioner of Deeds

FIRE AND MARINE INSURANCE EFFECTED

323 Montgomery Street
Residence 1233 Geary St.
Tel. Main 5925. SAN FRANCISCO

BUY YOUR
PRUNES
DIRECT.

We Pack Only Fruit of
OUR OWN GROWING

We make a Specialty of Packing for the Retail Trade.

OUR QUALITY
Will Help You Build Up
YOUR BUSINESS

Write for Prices, etc., to
Los Gatos Cured Fruit Co.
NOAH G. ROGERS, President
LOS GATOS, CAL.

SNIDER'S
PORK AND BEANS
WITH TOMATO SAUCE

You Can't Lose if you buy this brand.



1-pound 2-pound 3-pound Tins Retail at 10c 15c and 25c

Snider's Pork and Beans
WITH TOMATO SAUCE

are preferred by people who have eaten the various other brands.

Merit Sells Them.

T. A. SNIDER PRESERVE CO., Cincinnati, O.
Makers of Snider's Catsup, Oyster Cocktail Sauce, Salad Dressing, Chili Sauce and Tomato Soup.

JOHN H. SPOHN CO., Agents
16-22 Front St., San Francisco, Cal.

SUGAR PRODUCTION.

European Crop Probably to Exceed Usual Records.

United States Consul Diederich writes from Breman under date of December 7th that the European sugar crop will this year probably exceed all hitherto records except that of 1901-02. Consul Diederich says:

"The great interest as to Europe's sugar beet crop in 1905 is shown in many reviews now being published on the subject.

"While the crop lacks in quality it abounds in quantity. Last year 17 tons of beets were harvested per acre, whereas an average of about 23 tons is expected this year.

"It is safe to say that all previous records of beet sugar production in Europe will be surpassed, with the exception possibly of the year 1901-02, when it reached 6,722,051 tons. At any rate, there will be more sugar produced than can be used by consumers, and the final stocks at the end of the year, on September 1, 1906, will again be far over 1,000,000 tons. The estimates made by Messrs. Otto Licht and Gieseker, the German and Belgian experts, and by the "Zentralblatt," of Magdeburg show a great advance in the various beet using countries of Europe over former years, ranging from 20 to 98 per cent as to quantity of sugar.

"As to the cane sugar crops now growing in Cuba and other countries, they also give promise of a material increase over last year. According to the best information, we may look for about 5,200,000 tons of cane sugar. Therefore, taking these estimates, which are the most conservative, as a basis, we may consider the question of supply and demand for the coming year, or campaign, by noting the facts and figures in the following instructive table. The visible supply is that in sight September 1st:

Description.	1905-06. Tons.	1904-05. Tons.	1903-04. Tons.	1902-03. Tons.	1901-02. Tons.
Visible Supply	1,661,000	1,969,000	2,353,000	2,239,000	1,221,000
Beet	6,400,000	4,700,000	5,859,000	5,572,000	6,722,000
Cane	5,200,000	4,629,000	4,584,000	4,297,000	4,109,000
Total	13,261,000	11,298,000	12,796,000	12,108,000	12,052,000
Surplus	.....	1,661,000	1,969,000	2,353,000	2,239,000
Consumption	.....	9,637,000	10,827,000	9,755,000	9,813,000

Another interesting item connected with the beet sugar question is furnished by Consul Harris, of Mannheim. He calls attention to the reduced consumption in Europe, giving figures for the years 1903, 1904 and 1905.

"The consumption of sugar in the countries adhering to the Brussells sugar convention for the years ending June 30, 1905 and 1904, are given as follows:

"The year 1903-04 showed a gain in the countries named of 781,999 tons over the year 1902-03, or 24.5 per cent., while the year 1904-05 showed a gain of 461,487 tons over that of 1902-03, or a gain of 14.5 per cent."

Country.	1904-05. Tons.	1903-04. Tons.	Decrease Tons.
France	542,314	699,030	157,716
Germany	968,856	1,018,673	58,817
Austria-Hungary	445,016	503,962	58,946
Belgium	67,676	85,431	17,755
United Kingdom	1,533,773	1,566,869	33,096
Holland	90,173	88,355	
Total	3,641,808	3,962,320	320,512

CALIFORNIAN HONORED.

National Cigar Dealers' Association Postpones Convention Because of J. S. Parry.

The National Retail Cigar Dealers' Association, which was to have had a convention on January 10th in Chicago, has been postponed until January 16th because it would have been impossible for Mr. Parry to have attended the convention on that date. Mr. Parry wrote Albert Breitung, chairman of the executive committee of the National Association, explaining that owing to the fact, that the new local municipal administration was to take office on January 8th, it would be impossible for him to leave San Francisco until after that date, and therefore that he could not attend the National Convention this year. He expressed regret at not being able to attend. He also explained that owing to expenses that had been incurred by the cigar dealers in the matter of the trading stamp suit that their funds were not in condition to warrant their paying the expenses of the delegate to the convention.

Mr. Breitung's reply to Mr. Parry's letter shows how highly that gentleman is considered in the National Cigar Dealers' Association.

It is as follows.

Chicago, Ill., Dec. 16, 1905.

My Dear Mr. Parry: I have your good letter of the 7th inst. and have conferred with the balance of the executive committee of the National Association and we have decided, on your account, to postpone the convention until Tuesday, January 16th This is official. The committee also wishes to offer to pay one-half of your transportation expenses, which I hope will be found satisfactory.

Your association can make up the difference by requesting that the stamp of the association be affixed to the cigars sent to your city and at the same time asking the manufacturers to notify us that one-half of the amount paid by them is to be turned over to the San Francisco Association.

Wishing you a very merry Christmas and assuring you that we are looking forward to your visit with pleasure, I am, Yours very truly,

Albert Breitung.

ONE EACH DAY.

The McCaskey Account Register is making many friends among the retail grocers. The remarkable record of a sale each day has been made in San Francisco territory by Messrs. Savage & Charleton, the San Francisco agents, during the last two weeks. This is very remarkable when one considers how difficult it is to secure the attention of a retail merchant during the holiday season.

Messrs. Savage & Carleton state that every sale made always results in three or four more sales. This is because each merchant who puts in the McCasky Account Register becomes so pleased with it that he recommends it to all his immediate friends. His warm expressions of approval attract their attention so strongly that they all become interested and eventually put a system in as well.

W. A. Hawley, who represents the McCaskey Account Register Co., on the Pacific Coast is now in Alliance, Ohio, attending a convention of the McCaskey representatives. The McCaskey Register Co. are greatly pleased with the record made on the Pacific Coast in the brief time he has held the account.

CANNED PINEAPPLE.

Honolulu, December 11—Hunt Bros & Co. have representatives in this city arranging to establish a pineapple cannery. They propose to construct an establishment with a capacity of 200,000 cases per year.

A Scotch Collie Story.

A story of a Scotch collie is current on the Derbyshire border, according to the Dundee Advertiser. A farmer in the Peak district, having purchased a small flock of sheep in the lowlands, drove the flock the whole way from Scotland to his farm in Derbyshire with the aid of a collie dog which was lent to him by the Scotch farmer from whom he purchased the sheep. "When you get to your home with the sheep," said the Scotchman, "let the dog fill his belly; then tell him to go home." The Derbyshire man duly arrived at his farm with the sheep and was so pleased with the collie dog and its performance that he decided to keep it a few days before sending it back. One day he was away from home during the whole of the day, and on returning in the evening he found that the Scotch collie was missing and also the flock of sheep. In a few days tidings came that the dog had arrived at his Scotch home and had brought the sheep back with him.

Breaking It Gently.

He is a rather serious minded boy who has more sense of responsibility than many grown persons. So when he was sent to his grandmother's to break the news of her aged sister's death he did so with much gravity and no little self importance.

"Now, Alfred," his mother said, "you mustn't tell grandma suddenly, because it might shock her, even though she knew Aunt Martha was ill. Tell it to her gently."

"All right," assented Alfred, starting out on his mission with mingled solemnity and eagerness.

Arrived at his grandmother's house, he greeted her with a sober "Hello!" and then proceeded to "break the news" by saying:

"Aunt Maria's dead, grandma, but you mustn't feel bad, 'cause she was pretty old, anyhow. You'll be the next one, I s'pose."—Brooklyn Life.

Not Mere Curiosity.

The world has a store of pleasures in waiting for the unaccustomed traveler. Sometimes, indeed, they may be mostly in anticipation, as was the case with Amos Riggs of Plumtown.

"How d'ye do?" said Mr. Riggs cordially to the stern visaged man who was his seat mate in the car on the occasion of Mr. Riggs' first trip to Boston. "Now what might your name be? Do you live in Nashuy or beyond?"

"I should like to know what business it is of yours where I live or who I am?" said his companion crossly.

"Well, now, it ain't any partic'lar business o' mine, strictly speaking," said Mr. Riggs mildly, "but it's jest like this: I've got a cousin up in Canady that I've never seen, and I've always thought I might come upon him some time jest by asking folks their name and so on."

Tides and Storms.

When a tempest is approaching or passing out on the ocean, the tides are noticeably higher than usual, as if the water had been driven in a vast wave before the storm. The influence extends to a great distance from the cyclonic storm center, so that the possibility exists of foretelling the approach of a dangerous hurricane by means of indications furnished by tide gauges situated far away from the place then occupied by the whirling winds. The fact that the tidal wave outstrips the advancing storm shows how extremely sensitive the surface of the sea is to the changes of pressure brought to bear upon it by the never resting atmosphere.

PROPER PROFITS.

Safe Margins As Outlined by English Grocers.

In England the grocers are frequently invited by wholesale houses and manufacturers to enter competitions for prizes awarded to the best articles on merchandising of one sort or another.

In this way the prize giver gets some good advertising, the lucky winner obtains the prize and the other fellow gets the benefit of the articles which their competitors prepare for the contest.

A recent prize offer was for the best essay on "What ought to be a grocer's profit, bearing in mind the cost of working expenses, etc.? Can the public be charged extra? If not, how can this added expense be met."

Some interesting papers wer submitted, full of store sense, and we present brief extracts from a few of them here:

Prize Winners' Views.

'For my own part, I consider 12½ to 15 per cent a fair profit for a grocer doing principally a cash trade, whilst 17½ to 20 per cent is deemed necessary, and calculated to be impossible for the maintenance of your business, if a 'family' trade is done and credit given.

"In calculating the profit on goods, it must clearly be remembered that the profit should be based upon the returns, otherwise mistakes are likely to arise. For instance, on an article costing 8d and sold at 10d, there is a profit on the cost of 25 per cent, but on the return it is only 20 per cent.

"An easy way of calculating profits is by adopting the following rules:

"Add to cost:

Half cost price to give 33 1-3 per cent on returns.

One-third cost price to give 25 per cent on returns.

One-quarter cost price to give 20 per cent on returns.

One-fifth cost price to give 16 2-5 per cent on returns.

One-sixth cost price to give 14 2-7 per cent on returns.

One-seventh cost price to give 12½ per cent on returns.

One-eighth cost price to give 11 1-9 per cent on returns.

One-ninth cost price to give 10 per cent on returns.

One-tenth cost price to give 9 1-11 per cent on returns.

One-eleventh cost price to give 8 1-3 per cent on returns.

One-twelfth cost price to give 7 9-15 per cent on returns.

"As to how the increased expenditures can best be met, I would suggest the pushing of those articles bearing the best profit, and by **refusing to stock proprietary goods not showing the necessary amount of profit.**

"Needless to say, your business must be carried on at the lowest expense, yet without that false economical idea that the cheapest is the best. . . . What assistants you have, let them be the very best. They may require a living wage, or even a little remuneration."

Sell Goods That Pay.

From another of the competing essayists the following is taken:

"If, as a general rule, they are content to pay cash and to take away the goods with them, business may, in a brisk market be made profitable at 12½ per cent; whereas, if the grocer has to send out the orders, deliver by horse, and cart, give credit and render periodical accounts, 20 per cent will not be too much—horse and cart work in actual experience alone representing a difference of 5 per cent. . . . It is, for instance, a far too common practice, especially with small traders, to give away the benefit of a purchase or contract luckily made before a rise in the market, but to bear the loss themselves when the market falls. . . . The chief remedy lies **in noting what goods pay to sell,** and resolutely pushing to the front only such as are reliable and remunerative. Friendly arrangements may also be made with neighboring tradesmen to readjust prices when they prove unsatisfactory. Initiative in this direction will often be found to meet with satisfactory response."

Five Per Cent Clear.

From a third essay the following extract is taken.

"To find what a fair profit should be, calculate what percentage on returns your working expenses amount to; charge to working expenses your own salary. Having found this, add thereto 5 per cent; fix the selling price so as to leave this percentage of profit. To give an instance: Suppose your working expenses are 10 per cent, add 5 per cent—equals 15 per cent. You must fix the selling price so that you receive 15 per cent on returns.

'Capital stock must be turned over from eight to twelve times a year, according to class of trade and amount of book debts.

"Buy for cash and take all discounts."

LOOK OUT FOR HIM.

"I have just moved into this neighborhood, and I want to trade with you."

This talk is made by a passer of bogus bank checks. Grocers are his favorite victims, and recently he caught John Heurhusen, a grocer at 1801 Folsom street, on a check for $20. The man entered Heurhusen's store and told him that he was an agent for a baking powder. He then said that he had just moved into that neighborhood and wanted to give Heurhusen his trade.

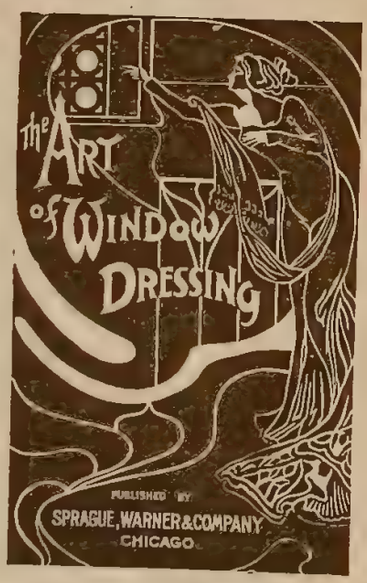
He bought $2 worth of groceries and gave Heurhusen a $20 check drawn on the Anglo-Californian Bank. The check was signed by the American Fruit Company and was in favor of Henry Baker. Heurhusen cashed the check and the new customer left the store with $18 of Heurhusen's cash and $2 worth of his groceries. Heurhusen negotiated the check and in the course of a few days it was returned to him marked "No funds."

Heurhusen describes the check passer as being a man about forty-five years old and five feet ten inches in height. He has a sandy moustache, is of slim build and weighs about 150 pounds. He wore a dark suit and a light overcoat.

HARRIS BROS. LOSE SUIT.

In the action instituted by Harris Bros. & Co., wholesale grocers, against Fred L. Hilmer, Geo. L. Fish, Olson Bros., the Olson Company and the City and County Bank Judge Hebbard has given judgment in favor of the defendants. The plaintff was seeking to set aside an assignment of the assets of the Olson companies, which was made for the purpose of liquidation, the firms being financially embarassed. The assignment was made to George L. Fish for $50,000, and the plaintiff contested, stating that the assets were easily worth $90,000. When the case was called Charles Harris of Harris Bros. & Co. testified that he had offered $60.000 for the assets, but said that his offer was refused and that of $50,000 made by Fish accepted.

Thorp—O. Bryan, with a complete line of staple and fancy groceries, has opened a store.



WINDOW DRESSING FOR GROCERS

Many New and Simple Designs for arranging your windows so they will draw trade.

We are offering this work at the nominal sum of *Fifty Cents*

POSTAGE PAID. ILLUSTRATED. 132 PAGES. 6x9 INCHES. CLOTH-BOUND

Retail Grocers' Advocate, - - 456 Montgomery St.

SAN FRANCISCO.

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Each of these departments in this Price List is checked up and corrected every week by two or more reliable authorities on values. More than thirty wholesale houses co-operate with us to secure for our List the greatest accuracy possible.

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Dusters	36
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Egg Beaters	37
Egg Food	31
Envelopes	38
Evaporated Cream	24
Extracts, Beef	25

	Col.
Extracts, Flavoring	20
Farinaceous Goods	17
Fine Cut Tobacco	40
Fish	11
Fish (canned)	13
Fish, Shell (canned)	14
Fish, C. & B. Potted	13
Flavoring Extracts	20
Flour	17
Fly Paper	31
Fruits (canned)	7
Fruits (dried)	5
Fruit Jars	31
Fruit Wax & Strings	33
Fruit Butter	10
Fruit Jars	31
Faucets	36
Fruit Jar Caps	31
Fruit Jar Rubbers	31
Gasoline	17
Gelatine	25
Ginger, Preserved	25
Glue	31
Gum, Chewing	22
Ham	7
Herring (salt)	13
Herrings (smoked)	13
Honey	7
Hops	31
Horseradish	31
Ink	38
Insect Powder	32
Insulators	
Ironing Boards	36
Jams	8
Jars	31
Jellies	9
Lanterns	37
Lamp Chimneys	36
Lamp Wicks	37
Lantern Globes	37
Lard	8
Laundry Materials	14
Laundry Starch	15
Lard Oil	17
Lead Pencils	38
Lemon Squeezers	36
Lemon Juice	25
Lime Juice	25
Linseed Oil	17
Liquid Bluing	14
Lobsters, Canned	14

	Col.
Lozenges	21
Lubricating Oil	17
Lye	15
Macaroni, Imported	18
Macaroni, Domestic	18
Mackerel (salt)	12
Mackerel, tins	13
Maple Sugar	4
Maple Syrup	4
Marmalade	9
Matches	32
Meals	17
Measures	34
Meats (canned)	10-11
Meats (smoked)	7
Meats (dry salt)	7
Milk (condensed)	24
Mixed Candy	21
Molasses	3
Mops and Handles	36
Mouse Traps	37
Mucilage	38
Mushes	18
Mushrooms	25
Mustard	19
Neatsfoot Oil	17
Nest Eggs	37
Nuts	6
Oil Cans	37
Oils	17
Olives	26
Olive Oil	26
Olive Oil (imitation)	26
Oysters	14
Pails	36
Paints, Dry	17
Paper Bags	31
Paper, Shelf	36
Paper, Toilet	32
Paper, Wrapping	32
Paper, Writing	37
Paprika	26
Paraffine Candles	31
Pastes	18
Patent Medicines	36
Peach Butter	10
Peanut Butter	26
Pearled Cereals	17
Peels	26
Pens (steel)	38
Pepper	19
Pepper Sauce	28

	Col.
Pickles	27
Pigs Feet	8
Pim Olas	26
Pineapples (canned)	7
Pipes	40
Playing Cards	
Plug Tobacco	39
Plum Pudding	
Polish, Metal	33
Polish, Stove	32
Polish, Stove	33
Pop Corn	26
Pork and Beans	10
Pork, Barreled	7
Potato Mashers	37
Potted Fish	13
Preserves	8
Pretzels	27
Provisions	7
Prunes	6
Raisins	6
Rice	18
Rolled Cereals	18
Rolling Pins	37
Rootbeer	27
Rope	33
Sago	18
Salad Oil	26
Salad Dressing	27
Saleratus	20
Salmon (salt)	12
Salmon (canned)	13
Sal-soda	15
Salt	28
Saratoga Chips	28
Sardines	14
Sauces	28
Sauerkraut	28
Sausages	8
Seeds	33
Sheep Dip	33
Shelf Paper	36
Shell Fish	14
Shoe Blacking	32
Shoe Dressing	32
Shrimps	14
Smoking Tobaccos	39
Soda and Saleratus	20
Soap	16
Soap, Scouring	16
Soups	29
Spanish Delicacies	29

	Col.
Spices	19
Spittoons	37
Spoons, Wood	37
Sprats	14
Starch	15
Stepladders	37
Stick Candy	21
Stove Polish	32
Sugar	3
Sugar, Maple	4
Syrup	3
Tacks	37
Tamales, etc.	29
Tapers, Gas	37
Tapioca	18
Teas	2
Tobacco	39
Tobacco Cutters	37
Tobasco Sauce	27
Toilet Paper	32
Tooth Picks	27
Traps	37
Tripe	8
Truffles	29
Tubs	37
Turpentine	17
Twine	33
Twine Holders	37
Vegetables (canned)	6
Vinegar	29
Washboards	37
Washing Powder	16
Wax	33
Whips	37
White Lead	17
Wicking	37
Willow Ware, etc.	35
Window Screens	37
Wringers	37
[illegible] Supplies	
Wooden Ware, etc.	35
Yeast Cakes	29

COLUMN 1.

Department 1.

COFFEE, CHICORY, ETC.

Green Coffee.

Mocha, Genuine Arabian	23	25
No. 2	17	18
No. 3	16	
Kona (Hawaiian)	16	18
Mexican	13	18
Java, common	15	18
Java, brown plantation	20	25
Caracol, prime washed	13	16
Caracol, ordinary	13	14
Guatemala	11	17
Costa Rica	12½	16
Salvador	10¾	12

Roast Coffee.

Salvador	13	20
Costa Rica	16	20
Java	24	31
Mocha Aden	27	31
Prme W shd. C. A. Blends	19	24
Good C. A. Blends	18	20
Ordinary Blends	12	13

Private Brands.

Royal Java Roast	13
Lion, 100-lb	14.97
Arbuckle's, 100-lb	15 87
Arab, 1-lb tin	.18
Hill's Bros. Arabian Roast	.27
"M.J.B.," 60 1's in case	.28
"M.J.B.," 80 2 s in case	.27
"M.J.B.," 24 3 s in case	.25

Schilling's Best Coffee.

Tins: 30-lb price
60-lb case ¼ off

	1-lb cartons	1lb tins	2lb tins	3lb tins
5-star	36¼	39¼	38¼	38
4-star	29¼	32¼	31¼	31
3-star	25¾	28¾	27¾	27½
3-star Laquered (3-lb. tins only)				27½
2-star	22¼	25¼	24¼	24
1-star	18¾	21¾	20¾	20¼

Cartons only in 25, 50 or 100 lb cases can be assorted as required.

The Porto Rico Co.

Ponce de Leon, sealed cans only, 1-lb 30, 2-lb 29, 3-lb 28¼

Cream of Moca, 1-lb. cartons 25

La Gloria de Porto Rico in bulk 26

Ground Coffee.

Hill's Bros. Arabian Roast	27
Cafe des Gourmands	25
Mexomoka	25

Chicory.

California	6
Belgian	7
German, Genuine	8

Coffee Extracts.

Bulk, per lb	07
Vienna, ¼'s, 10-lb bx	25
Vienna, 1's, 10-lb. bx	25
Ackermann's, ½-gross bxs., gross	4 00

COLUMN 2.

Department 2.

TEAS.

Japan.

(Panfired, Sundried or Basket-fired.)

Extra Fancy	56	74
Fancy	44	55
Extra Choicest	39	43
Choicest	34	38
Fine	24	33
Fair	22	24

Green China.

(Gunpowder, Imperial or Young Hyson.)

Extra Fancy	55	76
Fancy	38	46
Choicest	35	37
Extra Choice	32	34
Fine	25	31
Fair	20	25

English Breakfast.

Extra Fancy	47	56
Fancy	51	66
Choicest	35	50
Choice	24	30
Fine	20	22
Fair	15	20

Oolong.

Extra Fancy	52	$1.50
Fancy	50	57
Extra Choice	36	48
Choicest	33	35
Fine	27	32
Fair	22	26

Ceylon and India

Broken Orange Pekoe	26	65
Broken Pekoe	22	56
Orange Pekoe	21	53
Pekoe	27	46
Pekoe Souchong	24	39

Schilling's Best Teas.

(Packed only in 16, 12, 8 and 6-oz Cartons. Never in bulk.)

Japan, per lb	$0.45
do. 1 crown	.90
do. 2 crown	1.80
English Breakfast	.45
do. 1 crown	.90
do. 2 crown	1.80
Ceylon	.45
do. 1 crown	.90
do. 2 crown	1.80
Oolong	52½
do. 1 crown	1.05
do. 2 crown	2.10

TREE TEA

(Pride of Japan, etc.)

Packed in 1 lb. and ½ lb. cartons

Japan	37½
E. B. Congou	37½
Oolong	50
Gunpowder	45
Ceylon	40

COLUMN 3.

Department 3.

SUGAR AND SYRUPS.

The Western Sugar Refining Company quotes net cash prices as follows. Barrels are an advance of 10c, half barrels, 25c, boxes, 50c, 50-lb. bags, 10c.

Dry Granulated, 100-lb. sk	5 05
Fruit Granulated	5 05
Confectioners' A	5 05
Cube	5 20
Crushed	5 30
Fine Crushed	5 30
Candy Granulated	5 15
Magnolia A	4 65
Extra C	4 55
Golden C	4 45
Beet D. G.	4 85
"D" Sugar	4 35
H. & E. Crystal Dominos	8 05
Bar Sugar, bbls.	6 06
Do. ½-bbls	6 80
Do. 40-lb. tins	8 60
Do. 30-lb tins	8 60
Do. 30 lb. boxes	7 45

SYRUPS.

Saratoga Drips (Long's)	gal.	Gal.
50-gal. bbls.		$ 50
30 gal. bbbls.		52
17 gal. bbls.		55
5 gal. jackets		2 36
4½ gal jackets		2 61
2 gal kits		1 23
1½ gal. kits		91
1 gal tins		70

Pac. Coast Syrup Co.

Tea Garden Drips—	Case
12, 1 gal. tins	$8.40
20, ½ gal. tins	7 70
24, ¼ gal. tins	5 34

Orange Blossom Drips.

6 1 gal. tins	per case	$2 40
12 ½ gal. "	"	2 60
24 quart "	"	2 60
36 2-lb. "	"	2 85
50-gal. bbls		33
28-gal. ½-bbls.		35

Molasses.

New Orleans.

Genuine Light, about 50 gals. bbls.	50
Genuine Light, 30 gal. ½ bbls.	52
Genuine Light, 15 gal. ¼ bbl	55
Genuine Light, 5 gal. kegs, gal	57

	Doz
Pelican 12 1 gal tins	9 60
Pelican, 20, ½ gal. tins	8.50
Pelican, 24, ¼ gal. tins	6.10

COLUMN 4.

Maple Syrup.

Woodlawn (Long's)	case. Case.
Gal cans, 10 to cs.	$11 00
Gal. cans, 6 to cs.	6 60
½ gal cans, 12 to cs.	7 14
¼ gal cans, 24 to cs.	8 10
10 gal. jackets, each	10 15
5 gal. jackets, each	5 11
4½ gal. jackets, each	4 68
Qts., glass, 12 in cs.	4 60
Pts., glass, 24 in cs.	4 90

Pac. Coast Syrup Co.

Toboggan—	Doz.
⅛ gal. tins, 2 doz. to cs.	2.25
¼ gal. tins, 2 doz. to cs.	4.00
½ gal. tins, 20 to cs.	7.20
1 gal. tins, 12 to cs.	13.20

"OLD MANSE"

—Absolutely Pure—

CANADIAN SAP MAPLE SYRUP.



	Doz. Price.
1 gal. cans, ⅛ doz. in cs.	$11 00
½ gal. cans, 1 doz. in cs.	7 70
¼ gal cans, 2 doz in cs.	4 25
⅛ gal. cans, 4 doz. in cs.	2 50
Qt. bottles, 1 doz. in cs.	4 50
Pt. bottles, 2 doz. in cs.	2.75
Decanters, 1 doz. in cs.	5 50
4½ gal. Jackets, per gal.	1 60

Retail Discount 5 per cent, 10 cents 7½%; 25 cases or over, 10%

On each package we offer to forfeit $1,000.00 if found short in measurement or containing any impurities.

Maple Sugar.

Vermont, gen. pure, abt. 20 1-lb bricks, per lb	17
Vermont, gen. pure, abt. 20 2-lb bricks per lb	15½
Log Cabin, in 1, ½ and ¼-lb bricks, assorted in 25-lb pails per lb	15
Scudder's, in 1, ½ and ¼-lb. bricks, assrtd, per lb	14

COLUMN 5.

Department 4.

DRIED FRUITS, NUTS AND HONEY.

(Add ¼c for 10-lb boxes and ½c for 25-lb. boxes.)

Apples.

Sundried, sacks	7
Evap, fancy 50-lb bx.	11
Evap, ex. choice 50-lb bx.	10
Evap, choice 50-lb bx.	9

Apricots.

	1905 Crop
Choice Sacks	11
Fancy Sacks	12
Fancy, 25-lb boxes	12½

Blackberries.

In boxes, per lb	13

Cherries.

Pitted in boxes per lb	30
Unpitted, in boxes, per lb	8

Currants.

In bbls (tubs 67¼)	6½
In mats, 50-lb	7½
Recleaned, in bbls	7½
Recleaned 25 lb boxes	7¾
Recleaned, 50-lb boxes	7¾
Recleaned 1-lb carts	8½
Recleaned, 12 oz. carts	8½

Dates.

Fard, 14 lb, per lb (70 lb ?)	8
Persian, 65-lb case	5½

Figs (California).

Black, sacks	5
Black, 25-lb boxes, per bx.	1.20
White, bags	4½ 5
White, 10-lb bx, per bx.	60
White 10 1-lb bcks, pr bx.	65 75

Figs (Imp. Smyrna.)

Fancy 10 lb bx per lb	12
Choice, 5 lb bx per lb	16

Nectarines.

White	8½
Red	8

Peaches.

Choice, in sacks	10
Ex choice, in sacks	12
Fancy, in sacks	12½

Pears.

Choice, ¼'s, in sacks	12
Ex choice ⅛'s, in sacks	12
Fancy, ⅛'s, in sacks	14

Plums.

Unpitted	3
Pitted bleached	9
Pitted, black	5

COLUMN 6.

Prunes.

	Sks.
20s-40s	$
40s-50s	
50s-60s	5¼
60s-70s	4¾
70s-80s	4¼
80s-90s	3¾
90s-100s	3¼

Raisins.

	Box	½'s	¼'s	50 lb
6 Cr. Layers ..	$ 25	—	—	3.10
5 Cr. Layers ..	2.75	—	—	2.60
4 Cr. Layers ..	2.25	—	—	2.10
3 Cr. Layers ..	1.25	—	—	1.60
2 Cr. Layers ..	1.15	—	—	1.50
4 Cr. Loose	—	—	—	07
3 Cr. Loose	—	—	—	06½
2 Cr. Loose	—	—	—	06

Thompson Seedless, bkbd. 50-lb boxes 11

Sultana Seedless, bkbd. 48 l's, per lb..... 8

Seedless Muscatels, 50-lb cases 5½

Seeded, 1-lb cart..... 8½

Seeded, 12-oz. cart..... 7½

NUTS.

Almonds, fancy, I. X. L.	14
Almonds, choice, soft shell, Drake	14½
	12
Almonds, shelled, No. 1.	32-35
Almonds, shelled, No. 2.	27-30
Almonds, shelled, Jordan, Imp	.38
Almonds, Jordan, Dom.	.87½ .40
Brazils, 210-lb sks, new	.12
Chestnuts, Cal. Italian.	.09 .10
Cocoanuts, $3 100.....	4.50 5.50
Filberts, 175-lb sk.....	.11 .12
Peanuts, Japanese, hand picked	.05½ .07
Peanuts, roasted	.08 .09
Pecans, polished	.14
Pine	
Walnuts, hard shell	10½
Walnuts, sft shll, No. 2	.13½
Walnuts, sft shll, No. 1.	.14½

CANNED VEGETABLES.

Asparagus "Griffin Extras" Mammoth	$
Large White	
Medium White	
White Tips	
Artichokes, 21's, "Griffin ..	3 00
Beans, Stringless Extras"	1 20
Beans, Blue Lake	1 30
" " " gal	4 50
Beans, String, 2-lb	.80
Beans, String, gal	3.50
Beans, Lima, Soaked	1 00
Beans, French, Kidney, 2-lb.	1.15
Beans, French, Red Kidney, 2-lb "Joan of Arc" Brand, p.dz 1 case free with 10.	1.15
Fancy Easter	1 85
Corn, Smith's Hulled, 2 doz. in case, per doz	1.20
Hominy Great West rn. 3 lb	1.20
Corn, 2-lb, Western	
Corn, 2-lb, Maine	1.35
Dunbar's Okra, 2½-lb	1.70
Petit Pois, Griffin extra.....	1.50
Peas, Griffin extra sifted.....	1.25
Peas, Standard sifted.....	1.10
Peas Standard Marrowfat .	.95
Pumpkin, 3-lb.	1.87½
Spinach, 2½	1.75
Succotash, fancy, tins.....	1.40

Tomatoes.

	doz.
2's, Griffin's Ex. Solid Pack.	$1 15
2's, Griffin's Ex., with peppers	1 20
2½'s, Cutting's Solid Pack...	.95
2½'s, Cutting's Solid Pack, with peppers	1.05
2½'s, Cutting's Standard.....	.85
Gallon Standard	2.50
Gallon, Solid Pack	2.75
Gallon, Puree	3.50

P. F. Rathjens

1311-1315 Pacific Street.

Sausages.

Garlick Frankfurter 10
Bologna 10
Blood and Liver..... 9
Tongue and Headcheese.....—
Choice California Ham....12
Extra Light Bacon.....15½
Medium Light Bacon.....12½

Boiled Hams.

Kingan 21
Eastern 20
California 18

Mettwurst.

Extra Home Made..20, 22½, 25

LARD.

50 lb. tins..... 9
20 lb. tins..... 9½
10 lb. tins.....10
5 lb. tins.....10
3 lb. tins.....10
1 lb. cups.....11

COLUMN 7.

HONEY.

Water White, 2 5's, lb.....	.07
Light Amber, 2 5's, lb.....	.06
Lt. Amber, 10 1 gal tins, gal	.75
Lt. Amber, 20 ½ gal tins, gal	1.00
Lt. Amber 2-lb tins, doz.....	2.60
Lt. Amber, 16-oz. bots, doz...	1.35
Comb, 1-lb glass jars, doz...	1.75
Comb, 2-lb glass jars, doz...	2.90

Pine Apples.

	Per Doz.
3 lb., fancy sliced, E. & C., 2 doz. in case	2 50
2 lb. grated, 2 doz in case.	2 25
2 lb. shredded, 2 doz. in case Hawaiian	1 65

Johnson's—Columbia.

2 lb. sliced, 2 doz. in case.	2 30
2 lb. grated, 2 doz. in case.	2 30
1 lb. sliced, 4 doz. in case..	1 15
1 lb. grated, 4 doz. in case..	1 15
gal., coreless, 4¼ lb. to tin, ½ doz. in case, per lb...	16
gal., grated, 7 lb. to tins, ½ doz. in case, per lb..	16
2 lb., sliced, Baltimore, 2 doz. case	2 25
2 lbs., grated, Baltimore, 2 doz case	2 25
1 lb., cocktail, Baltimore ovals, 4 doz. case.....	1 25
2 lb., sliced, Singapore, 4 doz case	1 75
3 lb., sliced, Singapore, 2 doz. case	2 40
Royal Hawaiian, 2-lb grated, 2 doz. case	1 80
2-lb sliced, flats, 2 doz. case	2 00
Tall, 2-lb sliced, 2 doz. case..	2 00
HB Sliced 2 doz. 3s..	2 50
HB Whole, 2 doz 3s	2.50
HB Grated, 2 doz 2s.....	2.25
HB Sliced, 4 doz 1s.....	1.15
HB Grated, 4 doz. 1s	1.15

COLUMN 8.

Department 5.

JELLIES, JAMS, ETC.

Griffin Extra Preserves.

Raspberry, strawberry, blackberry currant, loganberry, per doz. ..$2.00

Cherry, per doz. . . . $2.00

Less 10 per cent in 5-case lots.

Apricot, Damson, Fig, Gooseberry, Gage, Peach, Plum, Quince, per doz..... ..... 2.00

Orange Marmalade..... . 2.00

Less 10 per cent 5 case lots.

Long's Preserves.

Strawberries, Raspberries, Loganberries, Cherries, Pineapples, Pears, Figs, in 20-oz. glass jars, 2 doz. in cs., per doz.....$3 50

Apricot, Plum, Quince, Orange, Peach, in 20-oz. glass jars, 2 doz. in cs., per doz..... 3 20

Asstd. 2 doz. in cs., per doz... 3 30

JAMS.

Curtice Bros. Co., Rochester, N. Y.

In 16 oz. Glass Jars.

Strawberry, raspberry, raspberry and currant, red cherry, white cherry, apricot, black currant, red currant, quince (sliced), peach (sliced), pear (sliced), blackberry, gooseberry, grape, green gage, egg plum, damson, pineapple marmalade, tomato marmalade, orange marmalade, per dozen, $1.95.

All above packed in cases of 2 dozen each.

COLUMN 9.

Long's Peerless Jams.

Strawberry, Raspberry, Blackberry, etc., in 16-oz. glass jars, 2 doz. in cs., per doz.. 2 00

Long's Pure Currant Jelly.

Tumblers, 2 doz. in cs., doz.. 2 00
30-lb. kits, per kit 3 00
15-lb. kits, per kit..... 1 75

Marmalades.

Orange (Dundee) 48-1's, doz. 2 75

COLUMN 10.

Apple Butter.

Cuttings, 5-lb. tins, per doz.....$2.50
Heinz, 1's, 2 doz. in cs, doz..2 25
Heinz, 3-lb stone crocks, doz. 4 25
Heinz, 4½-lb stone crocks, doz 6 50
Heinz, 13-lb. stone crocks, lb.. 11

Peach Butter.

Cutting's, 5-lb. tins, doz..... 3 50
Heinz 4½-lb stone crocks, doz 9 00
Heinz, 13-lb. stone crocks, lb 14

Maraschino Cherries.

Long's, qts, 12 to cs, per cs.. 6 50
Long's, pts., 24 to cs., per cs. 7 50

FRUIT	JELLIES 2 lb. Extra	2 lb. Stand	1 lb. Extra	Tumblers	Ex. Lunch 1 lb Glass	JAMS 2 lb. Extra	2 lb. Stand	1 lb. Extra	Tumblers	Ex. Lunch 16 oz. G's Preserves
Apple	1 55	1 35	1 00	85	1 75	....	....	....	....	....
Apricot	1 55	1 35	1 00	85	....	1 60	1 35	90	90	1 80
Assorted	1 55	1 35	1 00	85	1 75	1 60	1 35	95	90	1 80
Assorted No. 2	....	....	....	....	1 75	....	....	....	95	1 80
Blackberry	1 55	1 35	1 00	85	1 75	1 85	1 60	95	90	1 80
Cherry	....	....	....	....	....	....	....	....	....	1 80
Crabapple	1 55	1 35	1 00	85	1 75	....	....	....	....	....
Currant	1 75	1 50	1 10	85	1 90	1 85	1 60	95	90	1 80
Damson	....	....	....	....	1 75	....	....	....	....	....
Fig	....	....	....	....	....	1 60	....	....	....	1 80
Gooseberry	1 55	1 35	1 00	85	1 75	....	....	95	90	1 80
Grape (Catawba)	....	....	....	....	1 75	....	....	....	....	....
Green Gage	....	....	....	....	....	....	....	....	....	1 80
Lemon	1 55	1 35	1 00	85	....	....	....	....	....	....
Loganberry	....	....	....	....	1 75	....	....	....	....	1 80
Orange Marmalade	....	1 35	1 00	85	....	1 60	....	90	90	1 75
Peach	1 55	1 35	1 00	85	....	1 60	1 35	90	90	1 80
Plum	1 55	1 35	1 00	85	1 75	1 60	1 35	90	90	1 80
Quince	1 55	1 35	1 00	85	1 75	1 60	1 35	90	90	1 80
Raspberry	1 55	1 35	1 00	85	1 75	1 85	1 60	95	95	1 80
Strawberry	1 55	1 35	1 00	85	1 75	1 85	1 60	95	95	1 80

Department 6.

CANNED FRUITS AND CANNED VEGETABLES.

2 lb. Extra	2½ lb. Extras	2½ lb. Extra Standards	2½ lb Standards	2½ Second	2½ Water	2½ Pie	KIND	Gallons Extras 2 lb. Grade	Gallons Extras 2½ lb. Grade	Gallons Extra Standard	Gallon Standard	Gallon Water	Gallon Pie
2 25	1 65	1 40	1 30	1 15	1 05	1 05	Apples			4 00	3 50		2 65
2 50	....	1 35	1 25	1 10	1 00	1 00	Apricots	5 75	5 00	4 50		2 75	2 40
....	....	....	....	....	....	....	" peeled	....	....	....	....	....	....
....	....	....	....	....	....	....	" sliced	....	....	....	....	....	....
2 25	1 70	1 45	1 35	1 20	....	....	Assorted	....	....	....	....	....	....
....	....	....	....	....	....	....	Blackberries	....	....	....	....	....	....
....	....	....	....	....	....	....	Cherries (Royal Anne)	....	....	4 25	4 00	3 75	3 40
....	....	....	....	....	....	....	Cherries (White)	....	....	....	....	....	....
2 00	1 35	1 20	1 10	95	....	....	Cherries (Black)	....	....	....	....	....	....
....	1 60	....	1 25	1 10	90	90	Grapes (White Muscat)	....	....	5 25	4 60	....	3 65
2 65	....	....	....	....	....	....	Nectarines	....	....	3 50	3 10	2 50	3 65
2 75	....	....	....	....	....	....	Peaches (Yellow)	6 50	5 25	4 60	4 25	....	2 25
2 75	....	....	....	1 40	....	....	Peaches (Lemon Cling)	7 75	7 00	....	5 00	....	....
2 65	....	....	....	....	....	....	Peaches (Lemon Cling Sliced)	7 75	7 00	....	....	....	....
2 75	2 25	2 00	1 55	1 35	....	....	Peaches (White Heath)			5 75	5 00	....	....
2 10	1 45	1 20	1 90	....	....	1 00	Peaches (White Heath Sliced)			5 25	4 75	....	....
2 10	1 45	1 20	1 10	95	90	90	Pears (Bartlett)	7 00	6 25	5 25	4 75	3 75	2 40 pld
2 10	1 45	1 20	1 10	95	90	80	Plums (Green Gage)	5 00	4 25	3 50	3 25	2 55	2 15 unpl
2 10	1 45	1 20	1 10	95	90	90	Plums (Egg)	5 00	4 25	3 50	3 25	2 55	2 30
2 10	1 50	1 25	1 15	1 05	95	95	Plums (Gold Drop)	5 00	4 25	3 50	3 25	2 55	2 30
....	....	2 35	2 10	1 95	....	....	Plums (Damson)	....	....	....	....	....	....
....	2 00	1 85	1 70	1 45	....	....	Raspberries	....	....	....	....	....	....
....	....	....	....	....	....	....	Strawberries	....	....	....	....	....	....
....	....	....	....	....	....	....	....	....	....	....	....	....	....
....	....	....	....	....	....	....	....	....	....	....	....	....	....

Department 7.

PROVISIONS.

Hams.

Eastern Standard, 17/19	.13
Eastern Standard, 15/16	.13
Eastern Standard, 12/14	.13¼
Eastern Standard, 10/12	.13
Eastern Fancy 10-12	.13¾
Local cure, all averages 12	.12¾
Picnic Hams	.9¾

Boiled Hams.

Skin on	.18
Skin off	.19½

Breakfast Bacon.

Eastern Standard, 6/8 ..	.16½
Eastern Standard, 8/10.	.16
Eastern Standard, 10/12	.15
Eastern Fancy	.18½
Local cure	.15½

English Cured Bacon.

Eastern cure, 8/10.....	.15½
Eastern cure, 10/12	.14½

Dry Salt Bacon.

Clear medium Bacon...	.12
Clear light medium	.12¼
Clear Lt. med. select	.12½
Light Belly	.14
Extra light Belly	.14½
Bacon Backs	.12
Bacon Bellies	.13

Dry Salt Meats.

Sides	.10½
Bellies	.11½
Backs	.10¾
Fat Backs	.10¼

Barreled Pork.

	Bbls.	½-bbls.
Spare Ribs	$	
Family Pork	14 00	7.50
Clear Pork	19 00	16.00
Pig Pork	22.50	11.75

Barreled Beef.

Mess Beef	11.50	6.25
Extra Mess Beef	11.50	6.25
Family Beef	11.50	6.25
Extra Family Beef ..	12.00	6 50
Beef Tongues	25.00	13.25

Pigs Feet.

Tierces, about 300 lb.....	$18.00
Barrels, about 200 lbs.....	13.50
½ barrels, about 80 lbs.....	5.00
Kegs, about 25 lbs.	2.10
Kits, about 15 lbs.....	1.25

Honey Comb Tripe.

Tierces, about 300 lbs.....	$17.00
Barrels, about 200 lbs	13.00
½ barrel, about 80 lbs.....	5.00
Kegs, about 25 lbs.....	2.10
Kits, about 15 lbs.....	1.25

Sausages.

	Per lb.
Braunschweiger	17
Italian Salami	23
D'Arles	22
Mortadella	24
Bologna	7½
Frankfurters	7½
Garlic Sausage	8½
Liver Sausage	8
Pork Sausage	8½
Head Cheese	8
Tongue Sausage	8½

Pure Leaf Lard.

Tierces, about 350 lbs net.....	9¾
½-bbls. about 100 lbs net.....	10
80-lb. Wood Tubs, 80-lbs. net..	10½
60-lb. Wood Tubs, 60 lbs. net..	10½
20-lb. Wood Pails, 20-lbs. net..	10⅝
50-lb. Cans, 1 to a case.....	10
20-lb. Cans, 4 to a case.....	10½
10-lb Cans, 6 to a case.....	10⅝
5-lb. Cans, 12 to a case.....	10¾
3-lb. Cans, 20 to a case.....	10¾

Compound Lard.

Tierces, about 350 lbs. net..	6
½-bbls., about 10 lbs. net.	6¼
80-lb. Wood Tubs, 80 lbs. net	6¼
60-lb. Wood Tubs, 60 lbs. net	6⅛
20-lb. Wood Tubs, 20 lbs. net	6⅛
50-lb. cans, 1 to a case....	6¾
50-lb. cans, 2 to a case....	6¼
20-lb. cans, 4 to a case....	6¼
10-lb. cans, 6 to a case....	6⅜
5-lb. cans, 12 to a case....	6¾
3-lb. cans, 20 to a case....	7

ANCHOR PACKING CO.

140 Eighth St., S. F., Cal.
PORK PACKERS AND PROVISION DEALERS.

Boilers of Kingan and Anchor Hams.

SAUSAGES, COOKED MEATS, TONGUE

Hams, Kingan, boneless boiled	20c
Anchor, "	19c
Bacon (special)	16c
Lard, 55	9¾c
" 20	10c
" 10	10c
" 5	10c
" 3	10¼c
	10⅝c

Please note that our hams are all hand tied.

Scientifically Cooked
Flavor Unexcelled



H. M. WOLTER & CO.

Dealers in

..Boneless Boiled Ham..

Leading Grocers and Delicatessens Pronounce Them the Best.

417 Shotwell Tel. Church 467

KINGAN'S 19½
H. M. WOLTER & CO. LEADER 18½

HEINEMAN & STERN.

916 Larkin Street

	Lbs.
Garlic Sausage, Ring	
Bologna	"
Frankfurter	"
Rollada	"
Smoked Beef	"
Pickled Meat	"
Headcheese	"
Tongues	"
Dried Beef	Doz.
Smoked Mutton,	Lbs.

Prices quoted on application by telephone or letter

COLUMN 12.

Department 8
CANNED MEATS

ALL PRICES ARE PER DOZEN	No. ½ Tins 4 Doz. in Case	No. ½ 2 Doz. Tins in Case	No. 1 Tins 2 Doz. in Case	No. 2 Tins, 1 or 2 Doz in Case	No. 6 Tins 1 Doz. in Case	No. 14 Tins ½ Doz. in Case	No. 1 Tins 1 Doz. in Case
Corned Beef	.....	.....	1 30	2 30	8 25	18 25	.....
Roast Beef	.....	.....	1 30	2 30	8 25	.....	.....
Roast Ribs of Beef, Boneless	.....	.....	1 40	2 50	.....	.....	.....
Roast Mutton	.....	.....	.....	2 70	.....	.....	.....
Brisket Beef	.....	.....	1 40	2 50	.....	.....	.....
Boiled Beef	.....	.....	1 35	2 40	8 25	.....	.....
Chipped Beef	.....	.....	2 10	.....	15 50	.....	.....
Sliced Beef, in tins	.....	1 20	2 50	.....	.....	.....	.....
Sliced Beef, in glass	.....	1 40	2 75	.....	.....	.....	2 75
Brawn	.....	1 45	.....	1 40	2 45	8 25	.....
Compressed Ham	.....	.....	1 50	2 75	.....	.....	.....
Lunch Tongue	.....	1 90	2 25	6 50	.....	.....	.....
Lambs Tongue	.....	1 70	2 95	.....	.....	.....	.....
Sliced Ham	.....	.....	3 70	6 40	.....	.....	2 80
Sliced Bacon	.....	.....	.....	.....	.....	.....	.....
Sliced Bacon in Glass	.....	.....	.....	.....	.....	.....	.....
Deviled Ham	40	80	.....	.....	.....	.....	.....
Potted Ham	40	80	.....	.....	.....	.....	.....
Potted Ox Tongue	40	80	.....	.....	.....	.....	.....
Potted Chicken	90	1 60	.....	.....	.....	.....	.....
Potted Turkey	90	1 60	.....	.....	.....	.....	.....
Deviled Chicken	90	1 60	.....	.....	.....	.....	.....
Deviled Turkey	90	1 60	.....	.....	.....	.....	.....
Boneless Chicken	.....	3 40	5 55	.....	.....	.....	.....
Boneless Turkey	.....	3 40	5 55	.....	.....	.....	.....
Veal Loaf	.....	1 10	2 10	.....	.....	.....	.....
Ham Loaf	.....	1 10	2 10	.....	.....	.....	.....
Beef Loaf	.....	1 10	2 10	.....	.....	.....	.....
Chicken Loaf	.....	1 60	2 75	.....	.....	.....	.....
Chicken Pate and Ham	.....	1 10	.....	1 40	.....	.....	.....
Chili Con-Carne	.....	.....	.....	1 60	.....	.....	.....
Beefsteak and Onions	.....	1 95	.....	2 00	.....	.....	.....
Hamburger Steak with Onions	.....	.....	.....	2 00	.....	.....	.....
Frankfurter Bratwurst	.....	.....	.....	2 40	.....	.....	.....
Sweetbreads	.....	.....	.....	.....	.....	.....	.....
Vienna Sausage	.....	.....	90	1 85	.....	.....	.....
Oxford Sausage	.....	.....	.....	2 45	.....	.....	.....
Bologna Sausage	.....	.....	.....	2 25	.....	.....	.....
Vienna Sausage and Kraut	.....	.....	.....	1 20	.....	.....	.....
Corned Beef Hash	.....	1 10	.....	1 50	.....	.....	.....
Lunch Sausage	.....	.....	90	.....	.....	.....	.....
Ox Tongue, whole	.....	.....	.....	No 1½ 6 50	No 2 7 50	No 2½ 9 50	No. 3 12 00
Minced Collops	.....	.....	.....	2 45	.....	.....	.....
Tripe	.....	.....	.....	1 75	.....	.....	.....
Pork Sausage	.....	1 05	.....	2 50	.....	.....	.....
Stewed Kidneys	.....	.....	90	1 40	.....	.....	1 85
Pork and Beans, Plain	.....	.....	95	1 45	.....	.....	1 90
Pork and Beans, with tom. sa'e	.....	.....	.....	.....	.....	.....	.....

Department 9.

FISH AND CHEESE.

Russian Caviar.

	Per doz
1-lb cans, 2 doz in case	$10 25
½-lb cans, 2 doz in case	5 40
¼-lb cans, 5 doz in case	2 80
⅛-lb cans, 6 doz in case	1 75
White Label Brand	3.50

CHEESE.

Foreign and Domestic.

	new	
New York State Factory		17
Cheddars, June make		
Twins, " "		17½
October make Cheddars		18
October make Twins		18½
Calif. State factory flats	14	16½
Calif. State factory Young Americans	15	17½
Limburger, Eastern, ℔ lb		17
Swiss, imported, ℔ lb		26
Roquefort, ℔ lb		38
Gouda, ℔ lb		27
Pineapples, Eastern, 6 in cs, ℔ case		$3 35
Pineapple, Eastern, 6 in cs, small		2.35
Holland or Edam, medium, plain, per doz	$ 9.50	9.50
Holland or Edam, medium, in bladders, per doz	8.50	10.00
Holland or Edam, large, plain, per doz	10.50	11.00
Holland or Edam, large, in bladders, per doz	11.00	11.5

Fancy.

Camembert Brie, Roquefort, and Gorgonzola, jars..... none
Parmesan C & B, sml bot, doz. 3.00
Parmesan C & B, lge bot, doz. 5.00

Bayle's.

	Small ½-lb.	1-lb.	2½-lb	5-lb
Deviled Cheese	$1.00	$2.25	$4.00	$ 500	$9.00
After Dinner Cheese	$1.00	2.40	4.00	4.50	7.50
Roquefort Cheese	$1.00	2.40	4.00	4.50	7.50

SALT FISH.

Pacific Codfish.

Bodies, 50 lbs each, per lb	4½
Cs, selected, 100 lbs ea, pr lb	5½
Boneless, 20-lb boxes, per lb	6
Boneless Strips, 40lb bxs, pr lb	5¾
Boneless Blocks, 40lb bxs, p lb	6
Boneless Tablets, 16 bxs, pr lb	8
Boneless Middles, 60 bxs, pr lb	9¾
Boneless Middles, extra, 60-lb boxes, per lb	10

Eastern Codfish.

Gen. Georges, 8 fish to cs	$10.00
Gen. Georges, 12 fish to cs	9.00
Geo. Cur. Cod, 16, 18 fish to case	8 50
Geo. Cur. Cod, 40 fish to cs	8 00
Gen. Geo. Middles, 60 fish.	13½
Gen. Geo. Tablets, 36 fish.	11½
Gen. Geo. Blocks, 40 fish..	11½

Shredded Codfish.

Codfish, Beardsley's shredded, 2 doz. in case..... 1.00

Norwegian Mackerel.

Bloater, 200-lb. bbl., 120-130 fish	45.00
Bloater, 100-lb. ½ bbl., 60-65 fish	23.00
No. 1, 200-lb. bbl., 150-160 fish	35.00
No. 1, 100-lb. ½ bbl., 75-80 fish	18.00
No. 2, 200-lb. bbl., 220-240 fish	30.00
No. 2, 100-lb. ½ bbl., 110-120 fish	16.00
No. 3, 200-lb. bbl., 300-350 fish	23.00
No. 3, 100-lb. ½ bbl., 150- 175 fish	12.50
No. 3, 400-440 fish, per bbl	20.00
No. 3, 100-lb, ½ bbl., 200-220 fish,	12.00

Irish Mackerel.

No. 1, 200-lb. bbl., 200-220 fish	none
No. 1, 80-lb. ½ bbl., 80-90 fish	none
No. 2, 200-lb. bbl., 325-350 fish	20.00
No. 2, 80-lb. ½ bbl., 130-140 fish	8.50
No. 2, 200-lb. bbl., 475-500 fish	19.00
No. 2, 80-lb. ½ bbl., 180-190 fish	8.00
No. 1, 10-lb kits, 15-16 fish	1.30
No. 2, 10-lb. kits, 20-22 fish	1.20

American Bloaters.

Shore Bloaters, 200-lb. bbl., 115-120 fish	none
Shore Bloaters, 80-lb. ½ bbl., 45-50 fish	none
Extra No. 1, 200-lb. bbl., 120-130 fish	none
Extra No. 1, 80-lb. ½ bbl., 50-55 fish	none
No. 1, 200-lb. bbl., 140-150 fish	none
No. 1, 80-lb. ½ bbl., 60-65 fish	none
No. 2, 200-lb. bbl., 130-140 fish.	28.50
No. 2, 80-lb. ½ bbl., 55-60 fish.	11.00
No. 2, 200-lb. bbl., 140-160 fish.	none
No. 2, 80-lb. ½ bbl., 60-65 fish.	none
No. 2, 200-lb. bbl., 160-180 fish.	none
No. 2, 80-lb. ½ bbl., 70-80 fish.	none
No. 2, 200-lb. bbl., 180-200 fish.	none
No. 2, 80-lb. ½ bbl., 80-90 fish.	none

In Kits.

Extra Mess, 7 to 8 fish, each	$2.00
No. 1, kits, 8-9 fish or 15-17fish	1 50-1.35
No. 2, kits, 8-9 or 20-23 fish	1.25

Salmon.

King, bbls	$ 12 00
Oregon Silversides, bbls	10 00
Alaska Red, bbls	10.00
Alaska Red, ½-bbls, 100 lbs	5.50
Alaska Red, kits	.90
Bellies, bbls	8.00 11.00
Bellies, ½-bbls, 100 lbs.	4 50 6 00
Tongues and Sounds, kits, 10lb	1 25
Tongues and Sounds, ½-bbls.	9 00

COLUMN 13.

New Herring. Pack 1905.

Holland, ex. selctd mxd bbls.	$ 18.00
Holland, ex. selctd mxd ½-bbl	9.50
Holland, ex. selctd mxd, keg.	1.10
Holland, cheaper grade	90
Holland, cheap. gr., mxd, bbls	16.00
Holland, chp. gr., mxd, ½-bbl	8.50
Holland, ex. select Milchner, bbl	20.00
Holland, ex. select Milchner, ½-bbl	10.50
Holland, ex. select Milchner, keg	1.20
Holland, cheaper grade	1.00
Holland, cheaper grade, bbls.	8.50
Labrador Split, 100 fish	5 25
Labrador, round, 100 fish	4.75
Pacific, ½-bbl	2.25

SMOKED FISH.

Bloaters, Grim., 100 in box	$3.75
do. do. 50 in box	1.65
Bloaters, Cromarty	2.75
Yarmouth, 100 in box	
Halibut, chunks	13½
Herring, in boxes, Eastern	25
Herring, in boxes, Washington	20
Herring, boneless, Beardsley's tins, doz	$1.50
Herring, boneless, Beardsley's small, doz	1.00
Herring, Beardsley's Boneless, vacuum tumblers, 2 doz. in case	1.95
Finnan Haddies	2.00
Moir's Selected Red Herrings, 100s	1.90
Moir's Selected Red Herrings, 50s	1.25
Salmon, per lb	.10 20

POTTED FISH.

	Per doz
Potted Crab	$1.35
Kipper Paste	1.00
Anchovy and Bloater Paste, plain pots	2.30
Ditto, fancy pots	4.75
Yarmouth Bloater Paste	75
Ditto, fancy pots	4.75
Kippered Herrings	1 90
Kippered Herrings, Meirs	1.90

CANNED FISH.

	Doz.
Anchovies, in oil, 2 doz. ½ pts., in glass, doz	4.00
Anchovies 2 doz. ¼ pts., doz	3 00
Bloaters, Yarmouth C. & B.	4.50
Codfish Balls, 2-lb tins, per doz	2.25
Eels, Hamburg, in jelly, 1-lb tins	1 80
Eels, smoked, 1-lb, ℔ doz	2.50
Finnan Haddies, 2-lb oval	2.25
Finnan Haddies, 1-lb, round, ℔ doz	2.00
Sardelles, imported, 1-lb tins.	3.00
Sardelles, imported, in glass.	3.00
Sardelles, domestic, 1-lb glass	2.25
Sardelles, Ankera, ½ keg	3 00

Mackerel.

1-lb tins, 50 in a case.
2-lb tins, 2 doz. in a case.

Gold Label, 1-lb tins	1.50
P. & W., 2-lb soused	2.75
P. & W., 2-lb, mustard	2.75
P. & W., 2-lb, tomato	2.75
Underwood, 2-lb, soused	2.85
Underwood, 2-lb, tomato	2.85
Underwood, 2-lb mustard	2.85
Los Angeles, 2-lb, soused	2.55
Los Angeles, 2-lb, tomato	2.55
Los Angeles, 2-lb, mustard	2.55
Mt. Desert, 2-lb, soused	2.25
Mt. Desert, 2-lb, tomato	2.25
Mt. Desert, 1-lb, soused	1.35
Blueback, 1-lb, fresh	1.10

Crescent Mackerel.

Soused, 18 oz. tins, 4 doz. in case, doz	$1.80
Tomato, 18 oz. tins, 4 doz. in case, doz	1.80
Mustard, 18 oz. tins, 4 doz. in case, doz	1.80

1311-1315 Pacific Street.

Mackerel in Oil.

Bezler's	3.00 4.00
Lemarchand	5.00 7.00

Salmon.

Alaska Red, 1lb tins, doz	95
Alaska Red, 2lb tins, doz.	1 60
Alaska Pink, 1lb tins, doz	80
Alaska Pink, 2lb tins, doz	1 30
Alaska Flats, 1lb tins, doz.	1 40
Oregon Red, 1lb tins, doz.	90
Oregon Red, 2lb tins, doz.	1.60
Oregon Pink, 1lb tins, doz	75
Oregon Pink, 2lb tins, doz	1.50
Oregon Flats, 1lb tins, doz.	1.00 1.60
Columbia River, 1lb talls.	1.60
Columbia River, 1lb flats.	1.75

French Sardines.

¼s, according to quality and size of tin, p. cas	9.50 12 50
½s, according to quality and size of tin, p. case.	19.00 20.00

COLUMN 14.

American Sardines.

Packed 3 1-3 doz in a case.
¼s 50 tins in case.

American ¼s in oil, per case	$3 00
American ¼s in oil, 5-case lots	2 90
American ¼s in oil, per doz	.50
American ¼s in mustard, doz.	.60
American ¼s in mustard, case	3 00
American ¾s in mustard, doz.	.90
American ¾s in mustard, case	2 90

Sprats.

Piloto	6.75 7.00
Menhie	6.75 7.00

SHELL FISH.

Abalones.

4 doz in cs, with shells, cs.. 6.00

Clams and Clam Juice.

	doz.
Dozsee Clams, 1-lb. tins	$1.75
Dozsee Clams, 2-lb. tins	2 75
Dozsee Clam Juice, 1-lb. tins	.90
Dozsee Clam Juice, 2-lb. tins	1.60
B & M Lunch Clams, flat tins	1.37½
Underwood Clams, 1-lb. tins	1.60
Underwood Clams, 2-lb. tins	1.60
P. & W. Clams, 1-lb. tins	1.00
P. & W. Clams, 2 lb. tins	1.50
Oxford Clams, 1-lb. tins	.95
Oxford Clams, 2-lb. tins	1.50
P. & W. Clam Chowder	2.10
Burnham's Clam Bouillon, qts	00
Burnham's Clam Bouillon, pts	4 50
Burnham's Clam Bouillon, ½ pints	2.40

Lobsters.

	Doz.
Red Jackets, flats, 1s	2.85
Deep Sea Picnics, ½s	2.35
Triumph Tails, 1s	2.50

Oysters.

Oysters, Selects, 12 oz	$1.60
Oysters, Selects, 6 oz	3.25
Oysters, Standard, 10 oz	2.00
Oysters, Standard, 5 oz	1.10
Oysters, Standard, 8 oz	1.70
Oysters, Standard, 4 oz	.90

Shrimps.

Shrimps, pickled, 1-lb. tins	$1.05
Shrimps in Tomato Sauce, 1-lb. flats	
Dunbar's Picnics, 4 doz in cs	1.0
Dunbar's 1½-lb., 2 doz in cs.	2.10
Pickled Shrimps, 1-lb., 4 doz in case	1.05

Department 10.

LAUNDRY MATERIALS.

Ammonia.

GREER'S WASHING AMMONIA

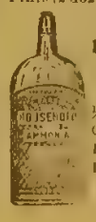
First grade absolutely pure. 180 Beaume Strength.

Pints (2 doz. to case)	$1 55 per doz.
Quarts (1 doz. to case)	2 55 " "
½ Gals (½ doz. to case)	4 25 " "

WASHING AMMONIA
Standard Grade,

Pts., 2 doz. to case, per doz	$ .75
Quarts, 2 " " " "	1 25

GREER'S TOILET AMMONIA
Lavender and Violet.
Pints (2 doz to case) . $2 50 per doz.



Parson's Household Ammonia

	per doz.
½ gals., 1 doz. in case	$4 50
Quarts, 1 doz "	2 65
Pints, 2 doz. "	1 75
Dime size 2 doz. in case, per case	2 95

Bluing.



Liquid Laundry Bluing.

SCOTT & GILBERT CO.
Manufacturers
214-216 Mission Street

SUNSET

	doz.
¼ pints, 3 doz case	40
½ pints, 3 doz case	60
Pints, 2 doz. in case	75
Quarts, 2 doz. cs.	1 45

Bluing, ball.

Mikado, ½'s, 100-lb case, lb	.20
Mikado, ¼'s, 100-lb case, lb	.22
Nuremberg, A, ½'s, ℔ lb	.23
Do A, D, ½'s, ℔ lb	.25
Do A, C, R, ½'s, ℔ lb	.21
Washerwoman, ½'s, ℔ lb	.12
Do ¼'s, ℔ lb	.14
German Ult ramarine ½'s, ℔ lb	.12
Do ¼'s, ℔ lb	.14
Deschamp's French, 1's, ℔ lb	.28
Do ½'s, ℔ lb	.20
Gold Medal, qt ℔ doz	1.75
Do pt, ℔ doz	1.00
Do ½-pt, ℔ doz	.75
Do ¼-pt, ℔ doz	.45
Do China Label, qt, ℔ doz	1.25
Greer's, 1 dz qts & doz	2.25
2's, 2 doz to cs	2 50
Do 2 doz. pts, ℔ doz	1.44
Do 3 doz. ½ pts, ℔ doz	.90
Pacific, 1 doz. qts, ℔ doz	1.10
do. 2 doz. qts & doz	.80
Do 3 doz. ½ pts, ℔ doz	.65

COLUMN 15.

Borax.

20-Mule Team, powdered 1's, cs. of 2 doz	$2 25
20-Mule Team, powdered 12-oz. cs. of 4 doz	3 60
20-Mule Team, powdered ¼'s, cs. of 8 doz	3 84

(Less 5 per cent. in 5 case lots; 10 per cent. in 10 case lots).

Cartons, 1's, 2 doz. in box	.09
Lump, 25 lb. in box	.08
Powdered, 25 lb in box	.08½

Chloride of Lime.

Breakman's, 1's, ℔ lb	7¼ 7½
De ½'s, ℔ lb	8½ 9

Salter's Purity Brand, ex qual doz. .85

Lye.

Big Bonanza Lye

Case of 48-1 lb tins	3.30
5 case lots	3.25

Star Scrubbing Lye

48-½ lb tins, per case	1.75
5 case lots	1.70
Merry War, 4 doz in case	3.10
Merry Nickel, 4 doz to case	1 75
Eagle Lye, 4 doz. in case	3.00
Do 3-case lots	3.50
Do 5-case lots	3.40
Tomson's Red Seal, 4 dz. to cs	4.00
Do 5-lb, 12 58 to case	1.50
American, 4 doz in case	3.25
Do in 5-case lots	3.00
Babbitt's Lye, 4 doz in case	3.25
Do in 5-case lots	3.00



BANNER LYE

Cs., 4 doz.	$4 00
Cs., 2 doz.	2 00

SPECIAL FREE DEAL

LIMITED

Freight Paid to Country Points

5 Case lots, per case	$4.25
One additional case free	
Net cost	3.84
8 Case lots, per case	4.25
One additional case free	
Net Cost	3.64

Sal Soda.

California, pkgs	.50
California, bbls	.05

Department 11

STARCHES.

RIVERSIDE



Corn.
must be recalled at 8c.
lb. 5½c
Gloss.
lb. 5½c
lb. 6c
FIRE.
during June
free cor.
with each box
order, assorted or bright.
May be recalled at 8c.

Corn Starch.

Log Cabin, 40 lb, per pkg	4
Liberty, 40 lb, per pkg	5½
Duryea's, 40 lb, per pkg	7¾
Niagara, 5-box lots, pkg	5½
Niagara, 40 lb	5¾
Kingsford's, 40 lb, pkg	7¾
Lily Corn, 40 lb, per pkg	5½
Lily Corn, 5-box lots	5½
Lily Corn, 20 lb, per pkg	5½
Sioux City, 40 lb, per pkg	5½
Sioux City, 5-box lots, pkg	5½
None Such, 40lb, per pkg	5½

Laundry Starch.

Elastic Starch, 64/1's, per box	90
Celluloid, 64/1's, per box	5.00
Best Gloss, 48/1's, per lb	5½
Liberty Gloss, 48/1's, per lb	5½
Liberty Gloss, 16/3's, per lb	5½
Best, 12/6's, per lb	5½
Standard, bulk 40 lb. boxes	2½
Sioux Gloss, 48/1	5½
Sioux Gloss, 3's, 16 in box	5¼
Kingsford's S. G., 1's, 40-lb bx	5½
Kingsford's S. G. 6's, 12 lb crate	6½
Kingsford's Pure, 1's 40 lb bxs	7½
Duryea's S. G., 1's, 40 lb bxs	8
Duryea's S. G. 6's, 12 in case	8½
Duryea's Superior, 1's 40 lb bx	7½
Niagara Gloss, 1's, 40 lb bxs	5½
Niagara Gloss, 6's 12 in crate	6½
Niagara Gloss, bulk, 50-lb. bxs	4½
Lily Gloss, 1's, 40 lb box	5½
Lily Gloss, 6's, 12 in case	6½
Lily Gloss, 3's 16 in case	5½
None Such, 1's 40-lb boxes	5½
None Such, 6's 12 to crate	6
None Such, bulk, 50 lb box	4½

COLUMN 16.

Department 12

Soaps and Washing Powder

Western Star Soap

WHITE FLOATING.

100 bars per case $4.10

LASCO KOLD WATA NAPTHOL.

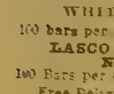
100 Bars per case $4.00

Free Delivery in San Francisco Oakland Alameda and Berkeley

manufactured by

Los Angeles Soap Co.

San Francisco Office. 118 Davis St. Telephone Grant 110.



THE BEAVER SOAP CO., Dayton, Ohio.

Grandpa's Wonder Soap.

100 cakes 4-oz $3.60

50 cakes 4-oz 3.50

Powdered Soap.

Grandma's Borax, 24 3-lb. per case $4.00

Grandma's Borax, 60 12-oz. per case 2.40

Peet Bros.

Silk Soap 2.80
Ammonia Benzoline 3.85
Cocoa Borax 4.10
Crystal White 3.95
Lily White (Floating) 3.80

Standard Soap Co.

Top Notch, 100, 10-oz $3.50
Sunburst, 100 12-oz 3.75
Yellowstone, 100 14-oz 3.75
Marigold, 100 16-oz 3.90
Thomas' Cool Water, 100 13-oz 4.00
Thomas' Cool Water, 20 13-oz .85
Mile, 100 4-oz., 100 cartons.... 6.50
Magno "Floating Borax," 100 10-oz. 4.00
Gold Medal Borax, 100 10-oz.... 5.50
Gold Medal Borax, 20 10-oz..... 1.15
Purity, "Floating," 5c size..... 3.90
Purity, "Floating," 10c size.. 6.25
Purity, "Floating," 10c size, 20 1.30
Electric Mineral, 100 16-oz.... 6.50
Electric Mineral, 20 16-oz..... 1.15
Peerless Kitchen, 100 10-oz.... 3.00
Peerless Kitchen, 20 10-oz..... .65

Miscellaneos.

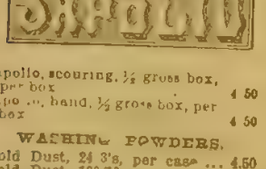
Miller's Naptha, per case 4.55
1 doz. pail free.
Fels Naptha, 100 14-oz..... 4.40
Hot or Cold, 100 10-oz..... 4.00
Life Buoy, 100 ..... 4.00
Mikado, 100 14-oz..... 3.90
Mikado, 20 14-oz..... .85
Lenox, 100 ..... 3.00
Lenox, 20 ..... .75
Ivory, 100 10-oz..... 7.00
Fairbanks Clairette, 100 ..... 3.35
Fairbanks' Santa Claus, 100.. 2.85
Fairbanks' Copco, 100 ..... 3.90
Fairbanks' Fairy Oval, 100.... 3.90
Grandpa's Wonder, large, 50.. 3.50
Grandpa's Wonder, small, 100. 3.60
Peets' Pine Tar, 50 ..... 1.90
Peets' Pine Tar, 100 ..... 3.75
Babbitt's, 100 ..... 4.10
Jergins Pumice, 50 small..... 1.75
Jergins Pumice, 50 large..... 3.00
Uncle Sam's Tar, 100 small.... 3.50
Uncle Sam's Tar, 50 large..... 3.40
Stryker's Kitchen Soap, 100s.. 3.50
Stryker's Kitchen Soap, 20s.... .75
Pearl, 100, large 4.00

Castile Soap.

La Lune White Castile, lb..... 7¾
White, Virgin, per lb..... 7¾
White, Conti 14 15
Mottled, Imported, per lb. 6½ 7
Clover Leaf White 13
La Soulon 7

Scouring Soaps.

Ben Ami, 3 doz to cs, pr cs.. 2 50



Sapolio, scouring, ½ gross box, per box 4 50
Sapolio, hand, ½ gross box, per box 4 50

WASHING POWDERS.

Gold Dust, 24 3's, per case ... 4.50
Gold Dust, 100 10-oz..... 4.00
Gold Dust, 1 case with an $4 coupon $3.50
Lavarine, 36 1-lb. per case ... 3.00
Lavarine, 100 5-oz pkgs 3.50
Pearline, 36 1-lb pkg 3.10
Pearline, 100 6-oz pkgs 3.75
Soaperine, 20 2-lb pgs..... 3.60
Soaperine, 50 1-lb pkgs 3.35
Soaperine, 100 ½-lb. pkgs 3.60
Babbitt' 1776, 6-oz..... 2.85
Kleeno, 72/3's 4.50
Kleeno, 24/3's 4.25
Kleeno, 100/1's 3.75
Grandma's Borax, powdered, 24 3s 4.00
do, 60, ¾s 2.40

COLUMN 17.

Department 13

OILS, PAINTS, ETC.

Coal Oil.

Water white, coal, bulk..... 12½
Pearl, cases, 25's 18
Astral, cases, 25's 18
Star, cases, 25's 17½
Ex. Star, cases, 25's 20½
Elaine, cases, 25's 26

Gasoline and Benzine.

86° Gasoline, bulk, 25 cases.... 31
74° Gasoline, bulk 16 cases..... 22
63° Benzine, bulk, 13 cases..... 19

Turpentine.

Strictly Pure, cases, 2-5's..... 90
Do drums or iron bbls. 84

Linseed Oil.

Strictly pure, raw, bbls.....gal 46
Do. boiled, in bbls...gal 48
Do. raw, cs, 2-5's....gal 51
Do. boiled, cs, 2-5's..gal 53

Castor Oil.

Baker's AA, cs, 2-5's 1.18
Pure, No. 2, cs, 2-5's..... 1.05
No. 1, cs, 2-5's ..... .70

Lard Oil.

Strictly pure, bbls., 75 cs..... 80
Sup. Win., str., bbls. 65 cs.... 70
No. 1, bbls. 55 cs 60

Neatsfoot Oil.

Cooper's bbls, 75 cs..... 80
Extra, bbls, 62½ cases..... 67½
No. 1, bbls, 57½ cases..... 62½

Lubricating Oils.

Star Cylinder Oil, bbls, 60 cs..65
Columbia Cyl. Oil, bbls, 40 cs..45
Gem Cyl. Oil, bbls, 30 cs.....90
Ruby Cyl. Oil, bbls, 50 cs.....60
Star Engine Oil, bbls, 50 cs...55
Columbia Eng. Oil, bbls, 30 cs.35
Paragon Eng. Oil, bbls, 45 cs..55
Red Eng. Oil, bbls, 27 cs.....32
Star Mach. Oil, bbls, 30 cs.....35
Star Dynamo Oil, bbls, 50 cs...55
Star Spindle Oil, bbls, 40 cs....45
Star Sep'tor Oil, bbls, 50 cs....55
Favorite Sep'tor Oil, bbls, 25 cs.30

Miscellaneous Oils.

Union Salad Oil	45	50
Globe Salad Oil	45	50
Pure Sperm Oil	75	80
No. 1 Polar	50	55
China Nut oil, ord'ry....	62½	
China Nut oil, No. 1.....	80	

WHITE LEAD.

Pioneer, in kegs 7¼ 8

DRY PAINTS.

Eng. Paris White, bbls.	1.35	1.60
Whiting, bbls	1.00	1.15
Kalsomine, bbls		1¼
Prince's Min'l B'wn,bbls		1.65
Yellow Ochre, bbls		1½
Eng. Ven. Red, bbls....		1.50

Department 14

FARINACEOUS GOODS.

FLOURS.

Globe Grain & Milling Co.
Cor. Chestnut and Montgomery

California Selected Wheat,

Barrel

** "Banquet" (fancy patent)..$5.05
*** "Silver Star" (patent).... 4.65

Blended Wheat,

*"A1" Family 5.15

Entire Eastern Wheat.

Globe, Bakers' .....

(½ bbls. 10 cents per bbl. higher.)

*"A1" must be retailed for not less than $1.40 per ¼ sack.
**"Banquet" must be retailed for not less than $1.30 per ¼ sack.
***"Silver Star" must be retailed for not less than $1.25 per sack.

Miscellaneous Flours.

Cal Family	4 60	$5.15
Cal. Bakers', extra.	4.80	4 90
Rye Flour		4.75
Rye Meal		4.50
Graham		4.50
Whole Wheat		4.75

Meals in Sacks or Boxes.
Less 10 per cent.

	Bales 100 lbs. 10 10-lb. sacks
PEACOCK Self Raising Buckwheat Flour	$6.00
Advent Flour	3.50
Buckwheat Flour -new process	4 75
Buckwheat Flour—Patent Roller	4.50
Buckwheat Groats	10.00
Corn Flour, white or yellow	2.75
Corn Meal, pearled or yellow	2.75
Corn Meal, pearled, white	.75
Corn Meal, Extra Cream, yellow	3.75
Corn Meal, Extra Cream, white	3.75
Cracked Wheat, Pearled—new process	3.75
Rolled Wheat, bale, 10 7-lb and 10 10 lb sacks	3.50
Rolled Oats, bale, 10 7-lb. and 10 10-lb. sacks	4.75
Farina	4 50
Graham Flour, Patent Roller	3.25
Hominy, large	3.75

COLUMN 18.

	Bales 100 lbs. 10 10-lb. sacks.
Hominy, small	4.00
Oat Meal, granulated....	4. 50
Oat Meal, Patent Cut A, B or C	4. 75
Oat Groats	4. 75
Pearled Barley, No. 1, 25 lb. and 50 lb. Boxes....	6.00
Pearled Barley, No. 2, 25 lb. and 50 lb. Boxes....	6.00
Pearled Barley, No. 3, 25 lb. and 50 lb. Boxes....	6.00
	Bales 100 lbs. 10 10-lb. sacks
Rice Flour, Patent Roller	8.00
Rye Meal, Patent Roller..	3.50
Rye Flour, Patent Roller.	3.75
Split Peas, yellow, 25-lb. boxes	5.50
Split Peas, green, 25-lb. boxes	5.50
Whole Wheat Flour, Patent Roller	3.50
Wheat Meal, fine or coarse	3.75

In 50-lb. sacks deduct ¼ cent per pound from above prices.
In 25-lb. sacks deduct ⅛ cent per pound from above prices.

Meals in Sacks and Barrels.
(Less 10 per cent.)

Extra Cream Rolled Oats, in wood, 180 lbs. net..	$8.00
Extra Cream Rolled Oats, in sacks (180) 90 lbs. net sacks	7.50
Alta Mills Rolled Oats, in wood, 180 lbs. net.....	7.00
Alta Mills Rolled Oats in sacks (180) lbs., 90 lbs. net sacks	6.50
Rolled Wheat in wood, 150 lbs. net	4.40
Rolled Wheat in sacks, 150 lbs. 75 lbs. net sacks	3.90

PACKAGE CEREALS.

Less 20 per cent. Per case.

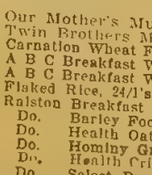
PEACOCK Self-Raising Buckwheat Flour—	
20 3½ lb. pkgs.....$4 75	
40 1¾ lb. pkgs..... 5.00	
24 3 lb. pkgs..... 4.75	
California Flap Jack Flour, 36 2 lb. pkgs.....	4.75
Semola, 20 4 lb. pkgs.....	4.50
Nuttygrains, 20 4 lb. pkgs.	4.50
California Cream Flake Oats, 36 2 lb. pkgs.....	4.50
Farina, 24 1 lb. pkgs.....	2.00
Primrose Wheat, 36 2½ lb. pkgs.	4.50

PEACOCK CEREALS.
Manufactured by the Del Monte Milling Co.

(Net f. o. b. S. F.)	Per case. 36 2's	20 5's
Buckwheat Flour	3.55	4.75
Yellow Corn Meal	2.25	3.10
White Corn Meal	2.25	3.10
Cracked Wheat,p'rld.	3.25	4.20
Graham Flour	2.75	3.50
Large Hominy	3.25	4.20
Small Hominy	3.40	4.35
Oat Meal, Grnltd	3.55	4.55
St'l Cut Oat Meal, A, B or C	3.65	4.75
Pearl Barley	4.65	6.10
Rice Flour, Pat. Rlr.	5.90	7.90
Rye Flour, Pat Rlr.	3.25	4.20
Rye Meal, Pat Rlr.	3.15	4.00
Split Peas, Yellow	4.35	5.60
Split Peas, Green	4.35	5.60
Whole Wheat Flour, Pat. R'lr.	2.90	3.75
Gluten Flour	4.20	5.90
Farina	3.45	4.85

MISCELLANEOUS PACKAGE CEREALS.

Capit'l Mills R'll'd Oats, 36/2's	3.60
Grape Nuts, 1 & 3 doz, pr doz	1.40
Breakfast Gem, case 3 doz.....	2.00
Wheatine, 36/2's, pr cs.....	3.75
Germea, 20 4-lb pkgs, pr cs....	4.00
Germea, 24 2-lb pkgs, per case.	3 10
H-O Buckwheat, 2 doz 3-lb pkgs, per case	3.75
H.-O. Pancake Flour, case.....	3.90
H.-O. Oats, 24/2's, per case....	3.15
Cream of Wheat, 36/2's.....	5.25
Crespo, 36/2's	2.75
Snow Flakes, 36/2.....	3.00



MALTA VITA

36 1s, case $4.00

Our Mother's Mush 36/2. 2.75
Twin Brothers Mush, 36/2 3.00
Carnation Wheat Flakes, 24/5's 5.40
A B C Breakfast Wheat, 72/2's 5.00
A B C Breakfast Wheat, 36/2's 2.60
Flaked Rice, 24/1's 3.00
Ralston Breakfast Food, 36/2's 5.00
Do. Barley Food, 36/2's.... 4.25
Do. Health Oats, 36/2's.... 4.50
Do. Hominy Grits, 36/2's.. 4.25
Do. Health Crisp, 36-2's.... 2.75
Do. Select Bran, 24/3's.... 2.50
Do. Pancake Flour, 36/2's 3.75
Do. Whole Wht Flr,4/1¼'s' 5.50
Quaker Oats, 36 2s 3.80
Scotch Oats, 36 2s 3.65

Continued on Col. 34 Page 17.

COLUMN 19.

Department 15.

SPICES

PURE—Square Tins, Full Net Weight.

	⅛'s	¼'s	½'s	1's	2½ lbs.	5 lbs.	Blk
Allspice	$0 70	$0 95	$1 60	$ 2 80	6 70	$12 75	21
Cinnamon	1 15	1 80	3 30	6 25	16 25	30 00	43
Cloves	90	1 35	2 40	4 35	10 60	20 55	31
Ginger	75	1 05	1 75	3 10	7 50	14 30	23
Mace	1 75	3 00	5 65	10 90	26 95	53 30	73
Mustard	70	95	1 60	2 80	6 70	12 75	21
Nutmeg	1 25	2 05	3 80	7 15	17 60	34 60	49
Pepper	80	1 10	1 90	3 40	8 25	15 85	25
Cayenne	80	1 15	2 00	3 55	8 65	16 65	26
W. Pepper	95	1 45	2 65	4 65	11 75	22 90	34
Sage	70	95	1 60	2 80	6 70	12 75	21
Thyme	70	1 00	1 65	2 95	7 10	13 50	22
Savory	70	1 00	1 65	2 95	7 10	13 50	22
Marjoram	75	1 10	1 85	3 30	7 85	15 10	24
Poultry Seasoning	....	1 50	.....	.....	.....	.....	..

SECOND GRADE—Round Tins, Short Weight.

	¼'s	½'s	1's	2½ lbs.	5 lbs.	Blk.
Allspice	55	1 00	1 75	3 95	7 60	13
Cinnamon	65	1 20	2 10	4 90	9 50	16
Cloves	65	1 25	2 25	5 20	10 20	17
Ginger	55	1 00	1 75	3 95	7 60	13
Mace	1 20	2 30	4 40	10 50	21 00	34
Mustard	55	90	1 60	3 80	7 00	12
Nutmegs	85	1 70	3 10	7 40	14 60	24
Pepper	60	1 15	2 00	4 65	8 90	15
Cayenne	60	1 15	2 00	4 55	8 90	15
W. Pepper	75	1 45	2 65	6 15	12 05	20
Sage	55	1 00	1 75	3 95	7 60	13
Thyme	60	1 05	1 90	4 25	8 25	14
Savory	60	1 05	1 90	4 25	8 25	14
Marjoram	60	1 05	1 90	4 25	8 25	14

SCHILLING'S BEST SPICES.—Nature's Best.
Square tins. Never sold in bulk.
Small, medium, large sizes have sifting tops except Mustard.

	Small size per doz.	Medium size per doz.	Large size per doz.	Ex. Large size per doz.	Hotel size per tin.
Pepper	.75	1.20	2.20	3.75	.75
Mustard	.75	1.25	2.25	3.90	.38
Must. Comp.	.75	1.25	2.25	3.90	.38
Ginger	.75	1.25	2.25	3.90	.38
Allspice	.75	1.10	2.00	3.50	.38
Cinnamon	.30	2.25	4.25	7.50	.75
Cloves	.85	1.40	2.60	4.75	1.35
Nutmegs	1.60	2.75	5.25	10.00	.87
Mace	1.75	3.00	5.75	11.50	2.00
Cayenne	.90	1.50	2.75	5.00	2.15
Wh. Pepper	.95	1.75	3.25	5.75	.92
Sage	.75	1.25	2.25	3.90	1.00
Thyme	.85	1.40	2.60	4.75	.81
Marjoram	.95	1.75	3.25	5.75	.87
Savory	.85	1.40	2.60	4.75	1.26
Cases contain	6 doz.	4 doz.	2 doz.	2 doz.	.87
Gross weight	23 lbs.	23 lbs.	24 lbs.	40 lbs.	1 doz. 53 lbs.

MUSTARD.

Colman's, ¼'s, 12 lb to box, lb.	.52
Colman's, ½'s, 12 lb to box, lb.	.48
Colman's, 1's, 12 lb to box, lb..	.48
Colman's, 5's, per lb., ...	.40

Mustard, Prepared.

Small bottles, 24 to cs, pr doz	.55
Small straights, fancy, 24 to case per doz	.95
Webb's Glass Top	1.35
Large Dusseldorfer, 24 to cs	1.60
In 3-gal kegs, per keg.....	1.15
In 5-gal kegs, per keg.....	1.70
Louit Freres, French, doz.....	2.25
Eddy's Salad Mustard—	
6-oz., 24 to case.....	.92½
8-oz., 24 to case.....	1.35
12-oz., 24 to case.....	2.00
Hirshes Horseradish Mustard—	
10-oz., 24 to case.....	1.25

Department 16

BAKING POWDER AND FLAVORING EXTRACTS.

ROYAL

	1 cs. lot	5 cs. lot	15 cs. lot
¼ lb cans	$ 1 38	$ 1 36	$ 1 34
6 oz cans	1 92	1 89	1 87
½ lb cans	2 57	2 52	2 50
12 oz cans	3 82	3 75	3 72
1 lb cans	4 95	4 85	4 80
2½ lb cans	11 65	11 40	11 28
3 lb cans	13 60	13 34	13 20
5 lb cans	22 35	21 90	21 68

An extra discount of 1 per cent if packed in barrels.

Schilling's Best Baking Powder.
Never sold in bulk.

10-lb. tins, per doz.	$39.00
5-lb. tins, per doz.	20.00
4-lb. tins, per doz.	16.00
3-lb. tins, per doz.	12.50
2½-lb. tins, per doz	10.50
16-oz. tins, per gross	$53.00
12-oz. tins, per gross	41.00
8-oz. tins, per gross	28.00
6-oz. tins, per gross	22.50
4-oz. tins, per gross	16.50

TROPHY

4 oz, per doz	$0.95
6 oz, "	1.35
8 oz, "	1.70
12 oz, "	2.35
1 lb., "	3.00
2½ lb., "	7.50
3 lb., "	9.00
6 lb., "	14.50

MISCELLANEOUS.

Home, 10 oz.	$0.90
Home, 25 oz.	2.00
Home, 50 oz.	4.00
Home, 80 oz.	6.00
K. C., 10 oz.	.85
K. C., 15 oz.	1.25
K. C., 25 oz.	2.12½
K. C., 50 oz.	4.00
K. C., 80 oz.	6.50

COLUMN 20.

Cream Tartar.

Standard, bulk, 30-lb box.....	.27
Standard, 12 1-lb tins.....	.38
Pure, bulk, 30-lb box.....	.33
Pure, 5-lb tins, per lb.....	.33
Pure, ½-lb tins, per doz.....	5.00

SODA.

Churches, A. & H., or Dwight's Cow Brand, 60 lbs. to case.

1-lb	per lb. $0.05
½-lb	per lb. .05½

EXTRACTS FLAVORING.
GUITTARDS' "PURE"

per doz	2 oz	4 oz	6 oz	8 oz
Vanilla	$2 50	$4 75	$7 00	$9 00
Lemon	1 75	3 25	4 50	6 00

Net weight. Patent Sprinkler Tops

Schilling's Best Extracts.
Triple Strength, Pure and Uncolored Sprinkling Tops.
Net weight. Never sold in bulk.

	Lemon and Others. per doz.	Vanilla and Rose. per doz.
1 oz.	1.30	1.80
2 oz.	2.00	3.00
4 oz.	3.75	5.75
6 oz.	5.50	8.50
8 oz.	7.25	11.00
16 oz.	14.00	21.50
32 oz.	27.00	42.00

Souder's Flavoring Extracts.
Price per gross.

	2 oz.	4 oz.	8 oz.
Reg. Lemon	9.00	18.00	54.00
Reg. Vanilla	14.40	28.80	72.00
XX Lemon	18.00	36.00	72.00
XX Vanilla	21.00	42.00	84.00
Asrtd Flavors	18.00	36.00	72.00
Rose Coloring	18.00	36.00	.....
Yellow Colrng	18.00	36.00	.....
Jamaica Gngr.	18.00	.....	.....

Assorted flavors contain strawberry, pineapple, orange, almond, rose, etc.



"Vesuvius" Extracts.

Lemon, 2 oz., per doz.	$2.00
Vanilla, 2 oz., per doz.	2.00
Assorted Flavors, per doz.	2.00

COLUMN 21.
Department 17

CANDIES.

Lozenges.
(5-lb. boxes.)

XXX Peppermint, pails	13 14
Thin Peppermint	.16
T. T. Peppermint	18
Druggist Peppermint	25
Musk, fluted, pails	.20
Cinnamon, Lemon, Sassafras, Rose	.16
Midget Fruit	.20
Conversation and Hearts	.15
Lilliput Conv. Hearts	17
Midget Conv. Lozenges	18
Crown T. T. Lozenges, 24 5ct. pkgs	.80
Aurora Lozenges, 24 5ct. pkgs	.80
Cough Troches, 5 lb bxs	.25
Eagle Wafers, Peppermints, Wintergreen	.25

Mixed Candy.
(30-lb. pails.)

Plain Mixed	8½
Pacific Mixed	10
Royal Mixed	12½
Grocers' Mixed	10
Yankee Mixed	13
American Mixed	13
Fancy A, Mixed	14½
Fancy C, Mixed	14
French S, Mixed	16
French No. 1, Mixed	18
French Extra Mixed	20
Lady, Mixed	15
Broken Mixed	9

Steam Panwork.

Anis Seed	22
Aromatic Cachous	18
Assorted Berries	16
Assorted Dragee	14
Assorted Imperials	16
Assorted Small Seeds	22
Birds' Eggs	16
Boston Baked Beans	17
Burnt Peanuts	18
Burnt Almonds	25
Caraway Seed, smooth	22
Caraway Seed, pearled	22
Celery Seed	22
Cinnamon Beans, large red	15
Cinnamon Beans, Imperials	16
Coriander Seed, pearled	22
Jelly Beans, pails	12½ 14
Jelly Birds' Eggs	16
Jelly Cranberries	16
Jelly Limes	16
Jelly Raspberries	16
Jordon Almonds, fine	45
Jordon Almonds, imitation	18
Licorice Beans	15
Red Hots	25
Ringed Marbles	16
Sugar Coated Licorice Tablets	20
Sugar Almonds	25
Sugar Plums	16

Stick Candy.
(30-lb. pails.)

Assortment: Peppermint, Lemon, Rose, Clove, Anis, Cinnamon, Sassafras, Vanilla, Pineapple, Wintergreen 8½

Hoarhound	9
Hoarhound, wrapped	11
Peanut Sticks	13
Peanut Sticks, wrapped	13
Cocoanut Sticks	13
Cocoanut Sticks, wrapped	13

Taffies.

Peanut Taffy	15
Peanut Flake	15
Peanut Squares	14
Cocoanut Taffy	15
Cocoanut Squares	15
Chunks: Vanila, Rose, Chocolate, Lemon, Molasses	14
Broken Taffy of broken chunk	13

Drops and Lumps.
(30-lb. pails.)

Mixed Drops and Lumps	8½
Molasses Peppermint Lumps	11
Hoarhound Drops	11
Crystal Rocks	12½

Gum Goods.
(5-lb. boxes.)

A. B. Gum Drops, assorted	9
A. B. Gum Drops, Licorice	9
A. B. Gum Drops, Crystalized	11
A. B. Bonbons, plain, in bbls	7
A. B. Bonbons, fancy, in bbls	7½
A. B. Bonbons, fancy, crystalized, 5-lb. boxes	14
A. B. Fruits	18
Royal Gum Drops	15
Genuine Gum Drops, hard	25
Jelly Squares, assorted	14
Bijou Sticks	18
Spiced Jelly Drops	20
New Turkish Figs	16
Fig Paste, plain	17
Fig Paste, tricolor	18

Cream Goods.
5-lb. boxes.)

Fondans Creams	14
Hand Dipped	19
Hand Dipped, with nuts on	21
Fruit and nut ices	18
Cream Peppermint	20
Crushed Fruit Bonbons	30

Chocolates.
(5-lb. boxes.)

Chocolate, plain	16
Chocolate, Hand Made	20
Chocolate Dipped Bonbons	20
Chocolate Dipped Bonbons, with nuts	22
Chocolate, Climax, 30-lb pails	16
Chocolate Chips	28
Chocolate Nonpareil Drops	20
Chocolate Wafers	22
Chocolate Cream Tablets, 30 in box	1 10

COLUMN 22.

Marshmallows, Nougats, Etc.	
Occidental Marshmallows, 5-lb tins	.28
Occidental Marshmallows, 3-lb tins	.30
Dipping Marshmallows, 5-lb. boxes	.25
Angel Food, 5-lb. boxes	.20
French Nouget, 30 5c slices in box	1.00
Walnut, Apricot, Spanish Nouget, 5-lb boxes, per lb	.25

Sundries.

Opera Caramels	19
Rock Candy, white & red	.15
Rock Candy, brown	16
Licorice Drops	.20
Licorice Sticks, 16 to lb	.28
Locorice Tablets, 5 lb bxs	.25
Licorice Tablets, 24 5c bxs	.80
Licorice Penny Sticks, 100 in box	.65
Buttercups, 5-lb tins	.2

CHEWING GUM.

	Single	Box
Sweet Wheat, per box		.50
Tulu Sugar Plum, box		.55
Yankee Spruce, 20 pcs		.55
Sen Sen, 20 pcs		.55
Red Rooster, 20 pcs		.55
Sweet Heart, 20 pcs		.55
Newton's Pepsin, 20 pcs		.55
Bloodberry, 20 pcs		.60
Pepsin Sticks, 20pcs		.60
Chiclets, 40 5c pkgs		1.25
" 3-lb. boxes		1.35
" 10 10c pkgs		.80
" 12 25c pkgs		2.00

CRACKERS.



MADE BY THE
MUTUAL BISCUIT CO.

	lb.	⅛ box
Almond Drops	15	
Animals	12½	$1.20
Arrowroot	14	1.50
Assorted	12	1.15
Assorted, extra	14	1.30
Assorted, fancy	20	1.75
Assorted Wafers	16	1.90
Assorted Jumbles	14	1.25
Boston	9	.60
Butters, Mutual	10	.70
Butter Scotch	14	1.50
Butter, Star	9	.60
California Lunch	9	.90
Champion	9	.65
Chips, Mutual	14	1.10
Chocolate Biscuits	16	1.80
Chocolate Fingers	15	1.50
Chocolate Wafers	18	2.15
Cocoanut Bonbon	14	1.25
Cocoanut Finger	15	1.50
Cocoanut Marshmallows	15	1.50
Cocoanut Taffy	15	1.80
Cocoanut Wafer	16	1.50
Coffee	12	1.25
Coffe Iced	15	1.35
Cornhill	10	1.10
Cracker Meal	6	1.10
Currant Cakes	12	1.10
Egg Jumble	14	1.25
Fruit Biscuits	14	2.40
Ginger Cakes	10	1.40
Ginger, Nut	11	1.40
Ginger Wafers	14	1.75
Graham	10	1.20
Graham Gem	9	.75
Graham Unsweetened	9	
Honey Fingers	14	1.25
Honey Pumbles	12	1.00
Honey Drops, spiced	15	1.60
Honeysuckle	16	
Jelly Fingers	16	1.50
Jenny Lind	12	1.10
Lady Fingers	15	1.30
Lady Fingers Iced	16	1.40
La Grande	11	1.10
Lemon Biscuit	14	1.25
Lemon Brittles	14	1.35
Lemon Snap	12	1.20
Lemon Wafers	14	1.75
Macaroon Almond	40	
Mutual Flakes	14	.90
Mutual Tea	15	1.60
Nic Nac, No. 1	10	1.10
Nic Nac	12½	1.25
Oysters	8	.70
Peoples Mixed	12½	1.25
Pilot Bread	4	.55
Pilot Bread Extra	5	.65
Pilot Saloon	7	.80
Ping Pong	16	1.50
Raisin Cake	12	1.10
Saloon Pilot	7	.80
Saloon Soda	7	
Salted Wafers	14	.90
Soda Extra	7	
Soda	6½	
Star Butters	9	.70
Vanilla Bars	14	1.40
Vanilla Biscuits	14	1.25
Vanilla Snaps	12	1.20
Vanilla Wafers	14	1.75
Wafers, Chocolate	18	2.15
Wafers, Ginger	14	1.75
Wafers, Lemon	14	1.75
Water Wafers	12	.90
Walnut Creams	16	1.50



COLUMN 23.
Department 18.
FANCY GROCERIES.

Snider's Baked Beans.

No. 1, 90c doz.; 4 doz. in case	
No. 2, $1.40 doz.; 3 doz. in case	
No. 3, $1.85 doz.; 2 doz. in case	

Bouillion Capsules.

Anker's, 10 capsules in box, per doz boxes	2.75

Capers.

Capotes, 1 dz in cs	1.20	1.25
Nonpareil, small		1.35
Do large		2.00
"White Label," 6-oz, doz		2.25
"White Label," 10-oz, doz		3.15

TOMATO KETCHUP.

Catsups

Snider's

Qts., per doz	$8 75
Pts., "	2 40
½-pints, per doz	1 40





CAMPBELL'S

(½ Pts. Condiments)

2 dozen to case

Tobasco Ketchup dozen $1 15

Tomato Ketchup, dozen..... $1 15

Salad Dressing, dozen 1 15

Chili Sauce, dozen $1 15

Assorted cases, dozen..... $1 15

Miscellaneous.

Our Mother's Ctsp ½-pt, doz	1 40
Our Mother's Ctsp, pts, doz	2 30
Blue Label, 25 ½ pts to cs	3 10
Blue Label, 25 pts to cs	5 00
Blue Label, 12 qts to cs	4 00
Mother's Own, pts	1.50
½ pts	.90
London's Rockaway, Pts., doz	2.25
Sailer's "Purity," doz	.90
H. B. Catsup, pts	2.15
" " ½-pts	1.25

Chocolate and Cocoa

CHOCOLATES.

Baker's.

German Sweet, 6-lb boxes, ⅛s and ¼s	24
Eagle, 12/1s	28
Premium, 12/1s	28
Vanilla, 12/1s	41
Powdered, ¼s, ½s, 1s, 12/lb. boxes	26

Subject to quantity discount.

Huyler's.

Vanilla, 12-lb. boxes	36
Premium, 12-lb. boxes	33

Lowney's.

Cream Cakes, per box	80
Ice Cream Drops, per doz	75

Ghirardelli's.
In paper

Eagle, 24 1-lb	21
Eagle, 12 1-lb	21½
Eagle, 12 ½-lb	22½
Eagle, 12 ¼-lb	24
Crescent, 6 5 to lb	17
Crescent, 12 5 to lb	16½
Cal. Sweet, 6 6 to lb	21½
Cal. Sweet, 12 6 to lb	21
Monarch, 12 1&½-lb	26
Monarch, 12 1-lb	25
Monarch, 12 ½-lb	27
Star, 24 1-lb	19
Star, 12 1-lb	19½

Ground.
In tins

Ghirardelli's, 12 1-lb tins	26½
Ghirardelli's 24 1-lb tins	26
Ghirardelli's, 60 1-lb. tins	25½

In delivery cases.

Ghirardelli's 60 3-lb tins	24
Venard's, 24 1-lb tins	21
Venard's, 60 3-lb tins	20
Miner's, 12 1-lb tins	22½
Miner's, 24 1-lb tins	22
Miner's, 20 3-lb tins	22

5 per cent off on 120-lb. lots

COCOAS.

Baker's Bkfst, 6/1's&½'s	36
Van Houten's, ¼'s and ½'s	35
Van Houten's, 1's	80
Royal Dutch, 12/¼'s	30
Royal Dutch, 12/½'s	75
Royal Dutch, 12/1's	70
Epp's, 14/½'s	40
Fry's, 12/½'s	39
Webb's, 6/½'s	22
Lowney's, 6/½'s	37
Ghirardelli's Bkfst, 6/½'s	35
Ghirardelli's Bkfst, 12/½'s	37½
Ghirardelli's Impri, 6&12/½s	56
Miner's Bkfst, 6/½'s	37
Miner's Bkfst, 6/1-5's	38
Menier's, 1 ½s	47

COLUMN 24.
Condensed Milk

BORDEN'S CONDENSED MILK CO.



Gail Borden Eagle Brand	6.80
In 5-case lots	6.65
Pony	2.25
Challenge	4.40
Floral	4.65
Dime	3.75
Rose	4.40

(Each of above Brands 4 doz. in case)

Borden's Malted Milk.

Trial Size, per doz	75
Small size	4 00
Large size	8.00
Hospital size	33.00



Borden's Pioneer Brand Evaporated Cream

Large Cans, 4 doz. in cs. 3.75

Peerless	4.70
Yacht	3.25

Family Size, 4 doz. in case. Quarts, 3 doz. in cs

ALL ABOVE BRANDS GUARANTEED

CARNATION CREAM



20 oz. cans 4 doz

Per case	4 00
5 cases	3 95
25 cases	3 90
50 cases	3 85

25c rebate from factory on return of jobber's dup. bill and signed contract

Gallon cans, 6 doz. to case	8.80
5-case lots	8.75
25-case lots	8.70
50-case lots	8.60



LILY

(large tin)

1 to 10 cs	3 90
10 to 25 cs	3 85

Helvetia Milk Condens'g Co.



Originators Evaporated Cream

Highland Evaporated Cream 4 doz in box	4.10
Baby Pet, 6 doz	3 00
Pet, reg., 4 doz., per case	3 25

Miscellaneous.

St. Charles, 4 doz., in case	4 60
St. Charles, 5-case lots	4 50
Horlick's Malted Milk, doz	4 50
Jersey, 4 doz. per case	3.50

Cereal Coffee.

Fig Prune, per doz	2 25
Postum, 24/½'s, per doz	1 35
Postum, 12/1's, per doz	2 25
Postum, 36/1's, per doz	2 25
Grains, 12, 2s	2.75

Chutney.

Chutney, asst. qts	6 25
Chutney, asst, pts	3 75
Chutney, Major Grey, qts	6 50
Chutney, Major Grey, pts	4 25
Ban-ki-pore, pts	3 00

Cranberry Sauce. doz.

Anderson's 2s, 2 doz box	2.00
Tea Garden, 2s, gls, 12 box	4.00
Tea Garden, 1s, gls, 24 box	2 25
Cape Cod, 2 lb, gls, 12 box	3.50
Cape Cod, 1 lb, gls, 24 box	2.00
Home Made, 1s, 2 doz box	2.15
do 2s, glass, 1 doz box	4.00

Rice.

Choice Seed Japan		$0 04½
Good Seed Japan		04
Fair Seed Japan		03½
Fancy Head Rice	5½	06
Long Grain Rice		05
China No. 1	5	6
China No. 2	4	4½

COLUMN 25.

ALPINE

EVAPORATED CREAM

	Per case
1 to 5 cases, 4 doz. to case	$3.60
5 to 10 " " "	3.65
10 to 25 " " "	3.60

Gallons

1 to 5 cases, 6 to case	3.35
5 to 10 " " "	3.30
10 to 25 " " "	3.25

Midgets, 8 doz. to case

1 to 5 cases, $3.90 | 5 to 10 cases, $3.85 | 10 to 25 cases, $3.80

Alpine Evaporated Cream Co.

Factory
HOLLISTER, CAL.

Office and Salesroom
95 Market Street
Rooms 212-213
San Francisco, Cal
Phone: **Main 3443.**

Cottolene.

2's, 4's or 10's, per cs. of 60 lbs	7 00
5-case lots	6.90
10-case lots	6.80
25-case lots	6.75

Curry Powder.

Cross & Blackwells, 2 oz	1.35
do 4 oz	2.35
Do 8-oz	3.65
Do 16-oz	6.20
East India, Bombay, 16 oz	5.00
East India, Bombay, 8 oz	3.25

Extract of Beef.
Liebig's (Genuine)

	2 oz.	4 oz.	8 oz.	16 oz.
doz.	4 65	8.50	15.90	29 75

"Rex" Solid.



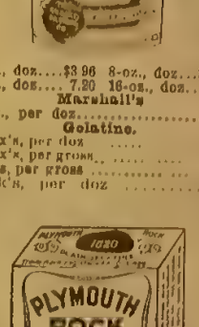
2-oz., doz	$3 96
4-oz., doz	7.20
8-oz., doz	$13.27
16-oz., doz	24.75

Marshall's

2 oz., per doz	$2.40

Gelatine.

Knox's, per doz	1 20
Knox's, per gross	14 00
Cox's, per gross	12 00
Keek's, per doz	1.10



Plymouth Rock, per doz	$1.10
(1 doz. free with 3 doz.)	
Plymouth Rock, per gross	12.50
(4 doz. free with gross)	

Ginger (Preserved).

½ doz jars in cs, per cs	2.25

Lemon Sugar.

Gilt Edge, 24/½s, per doz	1.37½
Gilt Edge, 24/1s, per doz	1.85

Lime Juice.

Tahita, 24/8-oz, per doz	$1.25
Tahita, short measure, 16-oz	1.50
Tahita, full measure, 16-oz	1.75
Tahita, full measure, 32-oz	3 50
Tahita, bulk, gal	1.00

Mushrooms. doz.

Le Court, 100 to cs	$2 25
La Forrest, 100 to cs	2 75
Hotel, 100 to cs	1.25
Fancy Stuffed, pts	4.00

COLUMN 26.

OLIVES.

OLIVES IN BULK.

	25 gl.	10 gl.	5 gl.	3 gl.
Ex. No 1, Qu'n	1 10	11 50	6 00	3 75
Ex No 1, "	1 00	10 50	5 00	3 25
No 1 Qu'n ..	95	9 75	4 75	2 90
No 2 "	85	8 75	4 50	2 85
Manzanilla	70	7 25	3 75	2 40

Extra charge for kegs & barrels.



Olives

SEVILLE PACKING CO.

White Label Queen Olives—

28-oz., per doz...$5.50
18-oz., " ... 3.75
6-oz., " " . 1 25

Pim-Olas

8 oz, 2 doz, per cs, per doz $6 10
8 " " " " 3 55

Baby Pim-Olas

6-oz, 2 doz. in case, per doz.. ..$2.50
6-oz., 2 doz. in case, per doz... 1.50

Olive Oil

NICELLE

	Case
½ pints, 4 doz	$9 00
Pints, 2 doz	8 55
Quarts, 1 doz	7 85
½-oz.	9 00



CRYSTAL BRAND OLIVE OIL.
Pure California Products.

7-oz.
Per doz...$2.40
3 doz..... 6.75

14-oz.
Per doz... 4.50

Quarts.
Per doz... 7.25

Put up by
G. O. Eyden.

MISCELLANEOUS

Golden Gate, in gal tins, per gal	1 8
" ½ " "	1 85
" ¼ " "	1 90
Alameda Grove, pure Cal., qts, .. dz.	7 75
Cooper's qts., ₩ doz.	10.00
Cooper's pts, ₩ cs of 2 doz.	10.00
Antonini, J.P.S., qts, ₩cs..	7.40
Do 1½-gal. tins, ₩ tin..	2.90
Muret, qts, pts, ₩ doz cs.	6.00 7.00
Moca, Crosse & Blackwell's qts.	7.50
Moca, Crosse & Blackwell's pts, 2 doz.	8.25
Moca, Crosse & Blackwell's ½ pts, 3 doz.	7.25

Salad Oil.

Durand Oil.

Quarts, 1 doz. to case, per case.	$1 65
Pints, 2 " " "	1.75
½-Pts., 3 " " "	1 85

Puritan Salad Oil

Quarts, 1 doz to case, per case..	1.90
Dubec & Fils, 1 dz qts, per case	1.50
Solitation Lucca, qts	1.70

"Primrose" Salad Oil.

Barrels, about 50 gal, gal.	$ .40
5-gal tins, 10 to case, gal.	.70
1-gal tins, 1 to case, gal..	.45
½-gal tins, 20 to cs, gal.	.75
Quart bottles, 12 to cs, doz	1.85
Pint bottles, 24 to cs, doz	1.00
½ pint bot., 36 to cs, doz.	.75

Paprika.

Gordon Packing Co.

6 lb ...doz		¼ lb. ... doz	6 00
½ " doz		1 lb " doz	
1 lb ..doz		Bulk, lb.....	

Peanut Butter

Lebron's, 2 doz to cs, per dz. .2.40

Peels.

Citron, 25-lb box	13½
Citron, 10-lb box	14
Lemon, 25-lb box	11½
Lemon, 10-lb box	12½
Orange, 25-lb box	11½
Orange, 10-lb box	12

COLUMN 27.

PICKLES.

Gordon Packing Co.

California—Mixed or Plain.

No. 1, bbls, per gal	$0.24 to $0.27
No. 1, ½ bbls, per gal..	.28 to .29
No. 1, 10-gal keg, p kg.	2.25 to 2.45
No. 1, 5-gal keg, p keg.	1.15 to 1.25
No. 1, 3-gal keg, p keg.	.80 to .85
No. 2, bbls, per gal	.22
No. 2, ½ bbls, per gal	.24
No. 2, 10-gal keg, per keg	2 10
No. 2, 5-gal keg, per keg	1 05
No. 2, 3-gal keg, per keg	.80
No. 3, bbls, per gal	.14
No. 3, 10-gal keg, per keg	1 15
No. 3, 5-gal keg, per keg.	.60
No. 3, 3-gal keg, per keg	.55

SWEET—"PACIFIC."

Bbls, ₩ gal	51
½ bbls, ₩ gal.	53
10-gal keg, per keg	5.00
5-gal. keg, ₩ keg	2.75
3-gal. keg, ₩ keg	1.75
Square, 1doz ½-gal. ₩ doz..	2.25
Square, 2 doz ¼-gal, ₩ doz..	1 60
Square, 4 doz ⅛-gal., ₩ doz	1.25
Round, qts, ₩ doz	3.75
Round, pts, ₩ doz	2 50
Round, ½ pts. ₩ doz	1.75

Crosse & Blackwell's.

	Doz.
Mxd Pkls, pat tops, pts..	4.15
Mxd Pkles, Pat tops, ½ pt.	2.50
Mxd Pkls, corks, pts	3.95
Chow Chow, pat tops, pts..	4.15
Chow Chow, pat top, ½ pt.	2.50
Chow Chow, corks, pts....	3.95
Onions, pat tops, pts	4.15
Onions, pat tops, ½ pts...	2.50

Root Beer



Less 5 per cent. on gross lots

Hires', case of 1 gr	20 00
6 doz. lots	10 00
3 "	5 00
1 "	1 75

Hires' Carbonated Root Beer
cs of 2-dz pt bottles, patent tops, per cs. $2.00 in 5 case lots 1 95
Hires' Carbonated Ginger Ale
Per case 2 00
5-case lots, $1.95.



Hires' Rootbeer Carbonated and Ginger Ale empty bottles, if returned to Seehn-Patrick Company, will be received by them at 25c. per case of 2 doz. bottles (with case) Delivered at San Francisco.

COLUMN 28.

Saratoga Chips.

(Less 5 per cent)
Boxes, 15 and 30-lb, per lb..$0.20
Cartons, 6-oz, 2 doz in cs, doz 1.30

SAUCES.

SNIDER'S SALAD DRESSING



Pints, 1 doz. in case, doz. $2.75
Hlf-Pts, 2 doz. in case, doz. 1.75



Snider's Oyster Cocktail S'ce pints, 2 doz to c'se, doz .. .2 40

Same gallon jugs, 6 to case, per gal..... 1 80

Snider's Chili Sauce, pints, 1 doz. to c'se doz .. 2 40

Same, half pts 2 doz. to c'se doz 1 45

Bayle's Tabasco Pepper Sauce, in cases, 6, ½-doz. boxes, per doz. $3 00
boxes of 12 bottles, per doz..... 3.50

Holbrook's W'cestershire, ½'s	2.40
Do pts.	4.00
Do qts.	
*Lea & Perrin's Worcestershire, sma"	2.75
*Lea & Perrin's Worcestershire, medium	5.00
*Lea & Perrin's Worcestershire, large	8.25

*5 cases 5c ₩ doz less.

Ban-ki-por, ½ pts, 2 doz case, per doz	2.40
Ban-ki-por, pts, 1 doz case	3.80
Tobasco, McIlheny	4.00
Tobasco, New Iberia	3.50
Braunhardt's	
Tropical, ½-pts, 2 doz. per case	4.50
" pints, 2 doz. " "	8.10
Bengal Worcester, ½ pt	.55
Bengal Worcester, pt	1.05
Pepper, sprinkle top, ½ pt	2.00
Superior Pepper, small	.75
Superior Pepper, large	1.50

Pure Food Pk'g Co.

Worcester Sauce, London Club, ½ pts, do	.75

Salad Dressing.

Durkee, small, 2 doz, ₩ doz	2.55
Do large, 1 doz, ₩ d	4.30
Do picnic size, 4 dz, ₩ dz	1.00
My Wife's, 1 dz. 16-oz. case	2.75
My Wife's, 2 doz, ½ pt. cs	3.40

Alpha Salad Cream.

Jumbo, 1 doz. to case, per case	4.25
Do large, 2 doz. " "	4.70
Do picnic, 2 " " "	2.50

COLUMN 29.

SOUPS.



CAMPBELL'S (1-lb. Condensed). Packed 48 1-lb. cans to case. Straight cases of any variety, or following assortment:

8 Tomato, 6 Vegetable, 4 Ox Tail, 3 Mock Turtle, 3 Chicken Gumbo, 2 Tomato Okra, 1 Julienne, 2 Beef, 2 Consomme, 2 Pea, 2 Celery, 2 Vermicelli-Tomato, 2 Clam Chowder, 2 Mutton Broth, 2 Bouillon, 3 Chicken, 2 Mulligatany.
Price, per doz, any variety...$0.90

Miscellaneous.

Snider's Tomato—3 lb tins 2 doz. in case, per doz	$2.60
Same—2 lb tins 2 doz. in case, per doz.	1.35
Van Camp's asstd, per doz	.90
Van Camp's straight, per doz	.90

SALT.



LESLIE SALT.

Free Running—

Cartons, 20 5s	$ 2.50
Cartons, 24 3s	2.00
Cartons, 48 2s	2.75
Caddies, 50 2s	3.60

Velvet Grain—

Bales, 50 3s	1.75
Bales, 30 5s	1.75
Bales, 15 10s	1.75
Bales, 8 20s	1.75
Pockets, 75 2s	1.75
Pockets, 40 4s	1.75
50-lb sacks, per ton	18.00

H. B. H. Liverpool.

Bales of 75, 2's, per bale	$1.25
Bales of 40, 4's, and 15 10's	2.0
Bags, 200s (50s $5), per ton	7.50

Rock Salt.

Half-Ground, 100-lb sacks, per ton	$4.25
Stock, 100-lb sacks, per ton	4.00
Liverpool Lump, per ton	14.50
Cal. Table and Dairy, pr bale.	1.0
Cal. Table and Dairy, 50's, per ton	5.0

Package Salt.

Shaker Salt, per doz	$0.90
R. S. V. P., 3's, 24 to cs, p. cs.	2.25
R. S. V. P., 5's, 20 to cs, p. cs.	2.75

Celery Salt.

Mertens, 1 doz in box..... 1.05

Sauerkraut.

Barrels, per lb	.02¾
½ bbls	.03
¼ bbls	.03¼
3-gal kegs, per keg	.90
5-gal kegs, per keg	1.15
10-gal kegs, per keg	2.25
2-lb tins, 2 doz in cs, doz	1.25
2½-lb tins, 2 doz in cs, doz	1.60

COLUMN 30.

SPANISH DELICACIES.

Specialties of the
Spanish-American Food Co.
149-155 Fremont St.
Medal Goods. Paris Exposition.



TAMALES. Doz.

I. X. L., W. G. M. and Kapp & Sheet Brands.	
No. 1 Boneless Chicken Tamales in key-op. cans	1.30
No. 2 Not Boneless Chicken Tamales in key op. cans	1.00

Spanish-American Brand.

Beef Tamales in key op. cans	.95
Extra Special Boneless Tamales in key op. cans	1.60
Chili Con Carne, 1 lb	1.20
Enchiladas, in key-opener cans	1.20
FRIJOLES, 1 lb	.90
Tripe, Spanish style, 1 lb	1.25
Minced Deep Sea Clams, 1 pt.	1.25
Clam Juice, 1 pt.	1.10
Cal. Baked Beans, tomato sauce, 1 lb., 4 doz in case	.85
Cal. Baked Beans, tomato sauce, 2 lbs., 2 doz to case	1.35
Cal. Baked Beans, tomato sauce, 3 lbs. 2 doz to case	1.75

Chili Beans (Tamale Sauce) 1 lb, 4 doz to case	.85
2 lb, 2 " "	1.35
2 lb, 2 " "	1.75

Deviled Oysters, for Sandwiches 4 doz to case	1.40
Pate Chicken Liver for sandws. 4 doz. to case	1.40

Macaroni and Cheese, with Tomato sauce, 1 lb, 4 dz. cs.. .90

Concentrated Soups.

Pints (20 kinds)....doz. .90
Beef, Tomato, Ox Tail, Mock Turtle, Mulligatawny, Rice Tomato, Consomme, Green Pea, Bean, Clam Chowder, Vegetable, Chicken Rice, Chicken Barley, Chicken Giblet, Chicken Gumbo, Cream Chicken, Cream Celery, Beef Bouillon, Chicken Bouillon, Clam Bouillon.
Quarts (9 kinds)...doz. $1.85
Chicken, Beef, Mock Turtle, Ox Tail, Tomato, Mulligatawny, Vegetable, Clam Chowder, Cream of Celery.

Truffles.

Rilhac, 100/¼'s, per doz	12.00
Rilhac, 100/ 1-16's, per doz	3.00
La Forrest, 100/¼'s, per doz	17.00

Vinegar.

	½ Bbl.	10 gal.	5 gal.	3 gal.
30 grain	08	10	1 15	65 50
40 grain	10	12	1 35	75 60
50 grain	12	14	1 70	90 80
60 grain	14	16	2 00	1 10 95
80 grain	16	18	2 65	1 50 1 25
90 grain	18	20	3 50	1 85 1 65
100 grain	20	22	3 85	2 00 1 85

Hammond's Vinegar.

Salad, qts, per doz.....1.25

Yeast Cakes.

Great Western	1.00
Gillett's Magic	1.20
Yeast Foam	1.20

Pure Oregon Apple Cider Vinegar.

Bbls	22c gall. n
½-bbl.	24c "

Guaranteed.

COLUMN 31.

Department 19.
GROCERY SUNDRIES.

Axle Grease.

H. & L., per case.....$1.50
C. & S., 2-doz case, per case... 2.00
" 5 cs lots.....
" 10 cs lots.....1.95
Frazer's, 2 doz tins, per case..2.25
Frazer's, 4 doz wd, per case... 3.60
Frazer's, 15-lb pails.....85
Mica, 3 doz tins, per case..... 2.25

Paper Bags.

Automatic, Self-opening, 500 in pkg. List.

¼-lb . .....$1.00 8-lb 4.80
½-lb . . .. 1.20 10-lb 5.30
1-lb . ..... 1.60 12-lb 6.30
1½-lb . . ... 1.70 14-lb 8.30
2-lb . ..... 2.00 16-lb 9.00
3-lb . . .. 2.50 20-lb 10.00
4-lb . . .. 2.90 25-lb 11.00
5-lb . . .. 3.40 30-lb 13.00
6-lb . ..... 4.00 35-lb 15.00
7-lb . ..... 4.40 .....

Discounts from above List:
(Cheapest).....50 pct and 5, 10's
Eagle or Equal....50 pct and 2, 10's
White Fibre, or any white bag, ...50 pct and 1, 10's
Mikado (striped) .....40 pct
Sugar Bags, bread bottom, lb....06
Lion, 40 per cent and 1.....1.10

Blueing.

Barrels, per lb (5 bbls 5½c) .$0.05¾

Bathbrick.

Bristol, 2 doz, per case $0.85
case 1.15
Powdered, 40 ½'s, per case 1.25

CANDLES.
Adamantine.

Schneider's 10 oz, 20's.....$0.07
Schneider's 12 oz. 20's..... .08½
Schneider's 14 oz. 20's..... .09½
Parafine, 20 1 lb. cakes...1.95
do, 5 bx. lots.....1.85
do 40 1 lb cakes.....3.90
do 5 bx lots.....3.75
do 100 1 lb cakes.....9.75
do 5 bx lots.....8.75
P. & G. Adamantine, 10 oz. 8¼
do 12 oz. 9¼
do 14 oz. 10½
Yacht Club Quartz Candles
20 sets 14 oz..... .10
40 sets 14 oz..... .09¾

Stearic.

Schneider's 14 oz 20's or 40' .12
Schneider's 16 oz 20's or 40's. .13½

Paraffine — Per lb.

4s, 6s, in cartons of 36-lb bxs..10¼
12s, in cartons of 36-lb bxs.....10¾
½-lb, in cartons of 25-lb bxs...10¼
1-lb, in cartons of 25-lb bxs....10¼
Colored 1c higher.
Beeswax, pure for churches.. 40
Do No 2..... 30
Do No. 3..... 25
Christmas, all sizes.....$ 8½
Do holders, ℔ gross..... 85
Wax Tapers, ℔ doz pkgs (℔ gross 8.00).....65 75
Night Lights, German, on pap & wd, (doz 40)..... 65
Do French, on tin, doz.. ..... .50, .75, 1.10

Cordage.

Basis price: Manila 14½c. Sisal 9¾c (5,000 lbs ¼c, and 10,000 lbs ½c less.)

Egg Food.

Pratt's, 26-oz, 2 doz in cs....$2.25
Wellington's, 1-lb, 2 doz box.. 2.00

Fly Paper.



Fly-Net, Per case $2.60
Magnet, per case.....$2.50
Tanglefoot, per case..... 2.90
Tanglefoot Holders, per case of 50 ..... .75

Fruit Jars.

(Net cash — no discount)

Mason's, pts, per gr..... 7.35
Mason's qts, per gr..... 8.05
Mason's, ½ gals 11.40

Fruit Jar Caps.

Porcelain, 6 doz to box, per bx 2.40

Fruit Jar Rubbers.

No. 1 white, per lb..... 50-60c
"Gold Seal," cartons, per gr.. .75
"Badgers," cartons, per gr.... .60

Hops.

No. 1, ¼ lb, 30-lb. box, lb..... .26
No. 1, ½ lb, 30-lb box, lb..... .26
No. 1, 1 lb, 30-lb box, lb..... .26
Less than 30-lb boxes..... .27

Horseradish.

½-pts, 2 doz in box, per doz..... 1.10
Pts, 1 doz in box, per doz..... 1.50
Qts, 1 doz in box, per doz..... 2.75
Bulk, per gal ..... .75

Glue.

Le Page's, 1 oz, per doz..... .75
Le Page's, 2 oz, per doz..... 1.15
Le Page's ½-gill tins, per doz.. 1.20
Le Page's, 1-gill tin, per doz.. 1.60
Standard, small, per doz..... .50

MATCHES.

Metropltan, full count, per tin.$1.10
Universal, shrt count, pr tin .95
Boys' block pap pkg, per doz .10
Swedish Safety, per gross..... .80
Swedish wind, 1 gross..... 85
Vulcan Parafine, 65s, ℔ gross (50 gross 50c) .....50 .55
Japanese Safety, per gross..... .50
Squirrel Matches, 55s, per gross .43
Ship Safety Matches, la ge, gross .75
" " small, " .65

Diamond Match Co.'s.

Anchor, 200 . ..... 1.70
..Do 500s..... ..... 4.00
Domino, case..... 2.75
G. G., 60s..... 1.75
Red Top Safety 3.25
S. & C., Eastern Parlor, 80s.... 4.25
Press, 100s, 5-gross cs..... 4.75
Little Star, per cs..... 2.25
Search Light, 500s, large 1 gr.. 4.75
(Discount of 25c per case on 5 cs. lots)

Paper, Wrapping.

Butter, White, ℔ ream..... 20
Do Waxed ℔ ream..... 25
Manilla, No. 2, roll, any sz. lb...3½
Manilla, No. 1, rolls or reams, ℔ lb..... 5
Straw, ℔ ream..... 70
Do rolls any size, ℔ lb.... 3¼
Drab, ℔ ream..... 60
Do rolls any size, ℔ lb.... 3¾
Metropolitan White Fibre Rolls, per pound 4

Paper, Toilet.

Columbia, in rolls, 7 oz, per cs of 100 . .....2.75
Royal, 100 rolls of 500 shts.....4.00
Pilot, 100 tablets of 500 shts..3.75
Golden Eagle, 100 tablets of 1,000 sheets 8.00

Polishes, Shoe.
Mason's.

Mason's Colt-Ceron-Ide Per gross $4.70; per doz. 40c
Mason's Paste Stove Polish Per gross $4.70; ¼-gross $1.20
Mason's Challenge, per doz..... .40
Mason's Challenge, per gross.... 4.70
Challenge Shoe Dressing, small per doz . $ .75
large " " 1.50
Russett Comb'n. shoe Dressing small, per doz ..... .75
large, " " 1.50
Black Comb'n Shoe Dressing small per doz 85
Patent Leather Polish, per doz 50
Mason's, No. 4 45
" " per gross 5.20
" No. 3 per doz 35
" " per gross. 3.40
" No 2 per doz 30
" per gross..... 3.00
" No. 1 per doz . 25
" " per gross . . 2.80

Scott & Gilbert Co.
Manufacturers.
214-216 Mission St., San Francisco



In 3 dozen cases per

Alaska Seal Cl.... 20.00
Top Notch 15.00
Russian 12.00
Boss..... 9.00

Bixby's.



Jet Oil ....per doz. .85
Jet Oil, 3 doz. in box, with Marvel Brush Free . . 2.55

COLUMN 33.

BIXBY'S—Continued

Royal Polish .. .. per doz. .85
Royal Polish, 3 doz. in box, with 8 pkgs. 5c Carpet Tacks free. 2.55
Shoe Satin, Small Comb, per doz. .80
Shoe Satin, Large Comb, per doz. 1.25
No. 5, Shoe Satin Paste, per doz. .40
No. 10, Shoe Satin Paste, p doz .85
Satinola, Small Comb..... .80
Satinola, Large Comb 1.25
No. 5, Satinola Paste. ..... .40
No. 10, Satinola Paste..... .85
"BBB" Blacking Size M. 3 ds. in box ..... } 1.25
¼doz. paste free . ...
"BBB" Blacking, Size B. 3 doz. in box .... } 2.50
1 doz. paste FREE ....

Polish, Stove.

Rising Sun, large pkg, ℔ gross..6.25
Do 5-gross lots, ℔ gross..6.00
Do Small pkg, ℔ gross....4.25
Sun Paste, large, ¼ gross, per gross 8.00
Sun Paste, small, ¼ gross, per gross 5.00
Enameline, No. 4 tins, ℔ gross.5.00
Do No. 6 tins, ℔ gross.....3.25
Do Liquid, pt-tins, bx 3 doz.2.25

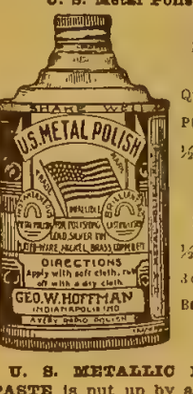


Small, 3 doz. to cs., per cs..$1.50
Large, 3 doz. to cs., per cs. 2.50
(½ doz. free with each case)

Polish, Metal.

Electro Silicon, 1 gr in case, per doz . ..... .80
Brilliantshine, ½ pts, per doz.. .90
Brilliantshine, pts, per doz.... 1.70
Brilliantshine, qts, per doz.... 3.10

U. S. Metal Polish.



POLISH

Doz

Qts.. $3.00
Pts... 1.70
½ Pts. .90

PASTE

1lb...$3.00
½ lb . 1.75
3oz... .50

Barkeepers Friend powder gr. $18.00

U. S. METALLIC POLISH

PASTE is put up by a Practical Chemist; also in Liquid Form. Free from Acid or Grit. 20 years in the Markets of the World. J. T. WILSON, Pacific Coast Agt., 1770 15th St., S. F. For sale by all dealers. Also the Barkeepers' Friend Cleaning Powder.

Rope.

Manila, 1¼-in. cordage ..... .15
Sisal, 1¼-in. cordage ..... .10¼

Seeds.

Anis 14½
Canary 7
Caraway 8 10
Celery 15
Coriander 15
Cumin 13
Flax, ground 4
Flax, whole 3¾
Hemp, sacks 4½
Millet 6½
Mustard 5½
Poppy (Or. sks 9¼)..... 10¾
Rape, Cal 4½
Bird gravel, 40 2s..... 2.00
Bird Seed Mixed 48—1-lb pkg 8
Original sacks 1c less

Sheep Dip.

Little's, 10½-gal tins per gal$1.05
Little's, 5-gal drums, per gal.. 1.05
Smith's, 10½-gal tins, per gal. .95
Smith's, 5-gal drums, per gal ?

Twine.

Cotton, 4 ply, 100-lb bls, per lb 20
Do 3 ply, 100-lb bls, per lb.... 20
Do 2-lb cones, per lb 20
Hemp, 8-oz balls, per 3-lb pkg.. 70
Do, 4-oz. balls, per 3-lb pkg. 75
Do 2-oz balls ℔ 3-lb pkg
Sack, 4 ply, 12-lb pkgs, per lb 33

Wax.

Fruit,...25 6-oz. pkgs 1.10;.. 9-oz. .80
Japan, per lb..... 17
Beeswax 36

Wax Strings.

12 in. 10 pkg. 100 stgs each ... 1.65
14 in. 10 pkg 100 stgs each . .. 1.75

COLUMN 34.

Continued from Col. 18.



Dr. Price's Wheat Flake Celery Food.
Per case.. $ 3.60

Pastes (Domestic).

Macaroni, Vermicelli, etc
No. 1 Extra, per box..... .27
No. 1 Extra 15-lb ..... .72
No. 1 Extra 25-lb ..... .82
No. 1 Extra, 50-lb 1.65
No. 1 Extra, 100-lb 3.20
No. 1 Extra, 5-lb boxes ..... .15
Macaroni, Vermicelli & Spaghetti, No. 2 ..... .20
Royal Macaroni, Vermicelli & Spghtti, 24 1-lb pkgs, per case 1.70
Queen's Paste Mac. Vermi. & Sp. 12 5-lb cartons, per case 2.15
It. Paste, assrtd, 50 1-lb cs, per lb 6½
Royal It. Paste, 24 1-lb pkgs, per pkg 8½
Golden Gate Egg Noodles 24 1-lb pkgs, per case 1.90
Farina, 24 1-lb pkgs 1.50
Discount 2 per cent for cash only.

COLUMN 35.

Department 20.
WOOD AND WILLOW WARE
AXE HANDLES.

Ex. 36-in., doz.....$2.25
No. 1, 36-in., doz..... 1.75
No. 2, 36-in., doz..... 1.25
No. 3, 36-in., doz..... 1.05
Ex. 38-in., doz..... 4.00
Ex. 40-in., doz..... 4.25

BASKETS.

Per Doz.

Cal., Open, Spruce, No. 3.. .60
Cal., Open, Spruce, No. 4.. .69
Cal., Open, Spruce, No. 5.. .84
Cal., Satchel, Spruce, nest, 0-5 ..... 1.10
Cal., Satchel, Spruce, nest, 1-5 ..... 1.60
Cal., Satchel, Spruce, nest, 1-41 ..... .71
German market, nest of 4 1.25
Clothes, Oval, Wil., No. 0. 6.00
Clothes, Oval, Wil., No. 1. 6.00
Clothes, Oval, Wil., No. 2. 6.75
Clothes, Oval, Wil., No. 3. 8.00
Clothes, Oval, Wil., nest 4... 2.48
Japanese Telescope, nest of 5, size 18x12x7..... 1.60
Same, size 20x13½x7..... 1.25
Same, size 24x16x10..... 1.75

BOWLS, WOODEN.

Per Doz.

Maple, No. 1, 11-inch..... .75
Do No. 2, 13-inch..... 1.50
Do No. 3, 15-inch..... 2.75
Do No. 4, 17-inch..... 4.25
Do No. 5, 19-inch..... 5.75
Do No. 6, 21-inch..... 7.50

Per nest.

Maple Nests, 3, 13, 15, 17-inch ..... .71
Same, 4, 13, 15, 17, 19-inch 1.20
Same, 5, 13 to 21-inch... 1.81

BROOMS.

Per Doz.

Patent Cap, No. 1..... 3.30
Patent Cap, No. 2..... 3.00
Patent Cap, No. 3..... 2.85
Extra Patent, No. 1..... 3.35
Extra Patent, No. 2..... 2.60
Extra Patent, No. 3..... 2.40
Ladies' Pride, No. 1..... 2.85
Ladies' Pride, No. 2..... 2.60
Ladies' Pride, No. 3..... 2.40
Little Beauties 3.00
Ladies' Delight 2.80
Toy, 2 strings..... .90 1.35
Wisp, 2 strings ..... .90 1.25

BRUSHES.

Per Doz

Dust 2.00 12.00
Scrubbing ..... .55 3.00
Dandy 1.50 5.75

Shoe Brushes.

No. 1, black tampico 1.10
No. 2, bristles 1.65
No. 3, white bristles 1.75
No. 4, bristles 2.00
No. 5, white bristles 2.25
No. 6, horse hair 2.70
No. 7, bristles 3.90

Stove Brushes.

Per Doz

No. 1, tampico, handles. 90c-$1.10
No. 2 bristles, handles 1.85
No. 3 tampico, handles 1.85
No. 4, bristles, handles..... 3.25

Ox Fibre Brushes.

Per Doz.

Scrub, T & B., 9x2½ in face 80
Do Hub, 10x2¾ in face. 2.00
Do Magic, 7½x2 in face 1.10
Do Owl, 6½x1½ in face .85
Do Cat, 10½x2½ in face 1.50
Do Rat, 8½x2¼ in face 1.25
Do Mouse, 6¾x2½ in fa 1.00
Do Alligator, 10½x2¾ in face 2.25
Do Goose, 8¾x2¾ in fce 2.00
Do Duck, 6½x2¾ in fce 1.50
Stove, Hustler, 8½x2½ in face 2.25
Sink, Roll, 3½x2½ in face 1.40
Sink, Gong, 4¾x3¾ in face 2.25
Horse, Pointer, 10x3¼ in face 3.00
Creamery, Jersey, 9x5 in face 3.25
Creamery, Holstein, 9½x 6¼ in face 3.50
Dust, Peacock, 10½x4 in face 2.25
Hand, Windsor, 4½x1¼ in face, per gross..... 6.00
Whitewash, Snowstorm, 9-in per doz 2.00
Same, 8-in, per doz..... 1.75
Same, 7-in, per doz ... 1.50

CAN OPENERS.

Diamond per doz $0.75
Crown per doz 1.25
Acme per doz . . 2.25

CARPET SWEEPERS.

Bissells per doz. 25.00 to 27.00
Kirby per doz . 24.00

CHEESE SAFES.

Round No. 1 10-in $2.20
Round No. 2 22-in 2.25
Round No. 3 24-in 2.50
Square each . . 4.00

Clothes Line.

Hemp 40 foot per doz.. .....$0.90
Hemp 60-foot, per doz 1.25
Cotton 40 foot per doz . ... .90
Cotton 60-foot, per doz... 1.20
Cotton 72-foot per doz..... 1.75
Manilla 40 foot per doz . . 1.25
Manilla 60 foot per doz . . 2.50
Sash Cord 50-foot per doz . 1.75
Sash Cord 80-foot per doz . 3.00
Wire Cord 50 foot per doz 1.05
Wire Cord, 75-foot, per doz.. 1.60
Wire Cord, 100-foot, per doz.. 2.75

COLUMN 36.

Clothes Line Pulleys.

Galv. Iron, per doz.....$0.50

CLOTHESPINS.

Common, per bx of 5 gross .60
U. S. Patent Spring, per gr .60

COFFEE MILLS.

Enterprise, Family, No. 1, doz.$2.50
Enterprise, Family, No. 2, doz. 3.50
Enterprise, counter, ea...5.50-35.00

CORKS.

Wine, pt size, per M.....$4.20
Wine, qt size, per M..... 5.25

Demijohns.

Discount: on ¼ gal., 2, 3 and 5 gals. 50-10; on ½ and 1 gal., 50-10-5.

¼-gal.. doz..$3.25 2-gal., doz..$10.50
½-gal.. doz.. 4.50 3-gal., doz.. 13.50
1-gal.. doz.. 6.50 5-gal., doz.. 19.00

Dust Pans.

No. 1 Japan, doz..... .63
Covered, doz 1.25
Janitor, doz 2.25

Dusters.

China, fancy colored, doz.... .80
Standard Turkey, No. 10, doz.. 1.60
Standard Turkey, No. 12, doz.. 2.10
Standard Turkey, No. 14, doz.. 2.75
Standard Turkey, No. 16, doz.. 3.25
Standard Turkey, No. 18, doz.. 3.75

DOOR MATS, COCOA.

	Per Doz.
Light, No. 1, 14x24.....	4.00
Do No. 2, 16x27.....	5.50
Do No. 3, 18x30.....	7.25
Do No. 4, 20x33.....	9.00
Medium, No. 1, 14x25.....	5.25
Medium, No. 2, 16x27.....	6.75
Medium, No. 3, 18x30.....	8.50
Medium, No. 4, 20x33.....	10.25
Extra, No. 2, 16x27.....	9.50
Extra, No. 3, 18x30.....	12.50
Extra, No. 4, 20x33.....	15.00
Extra, No. 5, 22x36.....	18.00
Keystone Steel Mats.....	

Faucets.

Cork lined, No. 1, doz.....$0.60
Cork lined, No. 2, doz..... 75
Cork lined, No. 3, doz..... 90
Cork lined, No. 4, doz..... 1.25
Cork lined, No. 5, doz..... 1.50
Molasses Gates $0.25
Self-Measuring Faucets, each. 3.00
Syrup Pumps (Ent'rprise), ea. 5.75
Syrup Pumps with auger, ea.. 6.00

Ironing Boards.

4-ft., per doz..... 4.80
4½-ft., per doz 5 40
5-ft., per doz 6.00
5½-ft., per doz 6.60

LAMP CHIMNEYS.

XX Eureka Grade.

Eureka Crimp Top in Cartons.

	Per Doz.
No. O or E, 6 doz. in case	.75
No. 1 or A, 6 doz. in case	.75
No. 2 or B, 6 doz. in case.	.95

Eureka Electric. In Cartons.

No. 2, 6 doz. in case, per doz..1.00

Lantern Globes. per doz.
Packed 5 doz. in case.. .. .70

Eureka Rochester.

	Per Doz.
No. 1, 6 doz. in case....	.85
No. 2, 6 doz. in case.....	1.05
No. 3, 6 doz. in case.....	2.10

Macbeath Pearl Top.

No. 1 or A, 6 doz. in case. .85
No. 2 or B, 6 doz. in case. 1.05

La Bastie.

Heaviest and best in market.

	Per Doz.
No. A, plain bulk, 6 doz. in case	1.22
No. B, plain bulk, 6 doz in case	1.53
No. A, crimp bulk, 6 doz. in case	1.32
No. B, crimp bulk, 6 doz. in case	1 63

Common Chimney.

	Per Doz.
No. 0 or E, 6 doz. in case.	.40
No. 1 or A, 6 doz. in case..	.45
No. 2 or B, 6 doz. in case.	.65

Common Rochester.

No. 1, 6 doz. in case.....	.75
No. 2, 6 doz. in case.....	.90
No. 3, 6 doz. in case.....	2.00

Lamp Burners.

0 or E, per doz.....$0.50
1 or A, per doz 60
2 or B, per doz..4..... 75
(Blaze fits 13 collar, takes E wick)
Solar Burners, doz 1.50

LEMON SQUEEZERS.

Ball, per doz $0.80
Glass, No. 1, per doz..... 50
Glass, No. 2 (for oranges) doz 85

MOPS AND HANDLES.

	Per Doz.
9-lb. Mops	1.35 1.65
12-lb Mops	1.80-2.20
Patent Mop Handles	1.00
Plain Mop Handles	.90

PAILS.

	Per Doz.
Wood, painted, 2 hoops...	2.25
Wood, varnished, 3 hoops	2.25
White Cedar, 3 galv hoops	2.75
Piper	3.50
Galvanized, 10 quarts	1.75
Galvanized, 12 quarts	2.05
Galvanized, 14 quarts	2.30

SHELF PAPER.

	Per gross.
Narrow, assorted colors.	.12
Wide, assorted colors....	.35

COLUMN 37.

TUBS.

White Cedar—No. 0, 13.00; No. 1, 10.50; No. 2, 9.00; No. 3, 8.00.

Painted or varnished—No. 0, 11.40; No. 1, 9.60; No. 2, 8.40; No. 3, 7.20.

Fiber—No. 0, 18.00; No. 1, 14.50; No. 2, 12.50; No. 3, 11.00.

Galvanized—No. 1, 5.50; No. 2, 6.20; No. 3, 7.20.

WASHBOARDS.

	Per Doz.
California, regular size.....	2.10
California, small	.90
Stag	2.75
Bronze	3.50
Good Enough	2.25
Anchor, single	1.90
Nameless	2.25
Peerless, double	3.50
North Star	3.50
North Star, protector....	4.00
Crystal Glass	4.00
Misses	1.50
Toy	.90

WICKING.

	Grs.
Lamp, 0 or E, ⅝-in.....$0.40	
Lamp, 1 or A, ⅝-in.....	.45
Lamp, 2 or B, 1-in.....	70
Lamp, 3 or D, 1½-in.....	1.10
No. 1 Rochester	2.25
No. 2 Rochester	3.25
No. 3, Mammoth	10.50
Junior Rochester	2.00
Stoves, 3-in	2 00
Stoves, 3½-in.	2.50
Stoves, 4-in	2.90
Stoves, 4½-in	3 50
Stoves, 5-in	3.50

WRINGERS.

Wood Frame Novelty.

Two top screws; iron tub clamps.

	Per Doz.
No. 350, 10x1¾ in	30.00
No. 351, 11x1¾ in	36.00
No. 352, 12x1¾ in	42.00

One top screw; wooden top clamps.

No. 360, 10x1¾ in.....	31.00
No. 361, 11x1¾ in.....	36.00
No. 362, 12x1¾ in.....	42.00

Ball Bearing.

No. 380, 10x1¾ in..... 40.00

MISCELLANEOUS.

Barrels, paper, 100-lbs, ea.	.80
Barrels, pa., 50 lbs ea.....	.65
Barrel Covers, 17-in. (flour barrel size), per doz.....	1.80
Barrel Covers, 21-in (sugar barrel size), per doz.	2.70
Basins, fiber, 12-in., pr dz.	2.25
Basins, fiber, 1½-in., per doz.	2.50
Brownies, per doz... .75 1.00	1.25
Butter Ladles, plain, doz....	45
Butter Ladles, clays, doz	85
Butter Spades, doz	40
Dishes, oval 1, 2 and 3-lb, per 1,000.....2.20, 2.50,	2 90
Dishes, wire end..... ....1.35, 1.80, 2.35, 2.85,	3.25
Egg Beaters, Dover.....	1.00
Lemon Squeezers, fiber, dz	1.25
Measures, fiber, 4 pcs.....	1.25
(Set pt., qt., ½ gal and funnel)	
Lanterns, O Tubular, doz.	5.00
Lanterns, candle, frame, only doz.	1.00
Lantern Candle, with chimney, doz.	1.75
Lantern globes, in bbls..70@95	
Mouse Traps, 1 to 6 holes, doz., 6 holes.....	.60
Traps, mouse, "Does-it-easy," doz.	25
Traps, rat, "Blizzard" doz....	.80
Nest Eggs, per doz.....	20
Oil Cans, 1 gal., cush., per doz	1.50-4.50
Oil Cans, 1 gal., galvanized Iron	2.00
Oil Cans, 5 gal., galvanized iron	6.00
Potato Mashers, per doz.45@75	
Rolling Pins, per doz.1.20 and	1.45
Spoons, wooden...30c, 37c	.65
Step Ladders, each per ft.	.17 .40
Tacks, steel, asstd, 2-oz, doz...	25
Tacks, Common, 2 oz., doz..	10
Tapers, gas, 30/17-in, stgs. doz	65
Tobacco Cutters, standard, ea	80
Toothpicks, per case, 110 box	2.25
Twine Holders, hanging, doz.	2.00
Twine Holders, counter, doz..	3.10
Spittoons, fiber, 13-inch,..	6.00
Spittoons, fiber, 12-inch..	4.75
Spittoons, fiber, 9-inch...	4.00
Whips	90
Window Screens, 12-in., doz..	1.60
Window Screens, 18-in., doz..	2.20
Window Screens, 24-in., doz..	2.64

STATIONERY.

Blank Books.

Counter, 48-leaf .....$	50
Counter, 92-leaf	75
Cap, Day & Ledger, per 100 pp	10@ 40
Full bound	50@ 75

Writing Paper.

	Ream.
Commercial Note, 5lb....	45@ 75
Commercial Note, 6lb...	50@ 90
Letter, 10 lb, ex.....	90@1.50
Cap, 12 lb, ex.....	1.00@1.80

COLUMN 38.

Envelopes.

	Per M
XX, 5-in.	1.00@1.50
XX, 6-in.	1.10@1.60
XXX, 10-in.	2.80
XX, 4-in., Baronial, cream or white	1.40@1.80
XX, 5-in., Baronial cream or white.....	1.60@2.00

Inks.

Scott & Gilbert Co., Manufacturers, 214-216 Mission Street, San Francisco

SUNSET BLUE BLACK



	gross
Cones, 2 dozen case	$4.50
2 oz. round studs 3 dz..	4 50
	doz.
4 oz. round studs, 3 dz.	75
½ pints, 2 doz case..	1 25
Pints, 2 doz. in case	2 00
Quarts, 1 doz. in case	3 50
	gal.
5 gallon kegs ...	70
10 gallon kegs ...	60
Barrels ...	50
Assorted colors,	doz
1 oz, stands, any color	50
2 oz. stands, any color	75

Miscellaneous.

Carter's or Sanford blk cylinder, gross	4.50
Sanford's, 4 oz., black cylinders, doz.	60
Sanford's ½ pt. doz.....	1.75@2.00
Sanford's pts, doz	3.00@4.50
Sanford's qts., doz.	5.00@7.50

Lead Pencils.

	Gross.
Plain cedar	90
Black polished	1.10
Cedar, rubber tip	1.00
Red polished, metal rubber tip	1.50@3.50
Carpenters'	1.75@2.25
Eagle Automatic, doz.. doz.	85@2.00 40@1.80



Mucilage

Scott & Gilbert Company

Mafvs., 214-216 Mission St San Francisco, Cal

SUNSET EXTRA HEAVY

	doz.
2 oz. cones, 3 doz. cs.	37½
3 oz. cones, 3 doz. cs.	75
½ pints, 1 doz. case	2 00
Pints, 1 doz. in case	3 50
Quarts, 1 doz. in case	7 00
Gallons, ½ doz ca e	20 00

Blackstone Mfg. Co.
1960 Howard St. S. F., Cal.

	Gross.
2-oz. Cones, 3 doz. to cs.....$4.00	
3-oz. cylndrs, 3 doz to cs.....	5.75
	Doz.
8-oz. round, 2 doz to cs.....	1.75
16-oz. round, 1 doz. to cs....	3.00
Full qts., 1 doz. to cs.....	5.00

Bulk quotations (5, 10 and 30-gal.) on application.

Steel Pens.

	per gr. Gross.
Railroad, 1 gross in box.....$0.40	
Stub No. 413	40
Falcon	40
Bank	40
Easy Writer	50
Extra Fine	45
Elastic	45
Railroad Stub	40
Ladies' Falcon	40
School	40
Spencerian No. 1	85
Gillotts No. 404	50
Gillotts No. 303	1 00

COLUMN 39.

Department 22.

TOBACCO, CIGARS, SMOKERS' SUPPLIES, ETC.

AMERICAN TOBACCO CO.

Plug Tobacco.

Battle Ax, 16 oz, 3x12, 6 cuts, 12, 24 lb	39
Big Gun, 8 lb. butts, also 16 lb. butts, 16 oz., 3x12, 6 cuts.....	44
Brandywine 4 to lb., 2½x9, 3 cuts, 4 and 8 lb	46
Bullion, 16 oz, 3x12, 12 lb....	47
" 6 to lb., 1x6, 20 lb	50
Burr Oak, 16 oz., 3 x 12 emb., 6 and 12 lb.	42
Climax, 16 oz, 2x12, 6 cuts, 6, 12 and 30 lb	45
Climax, 7 oz, 2x12, R & R 6 cuts. 7, 10½ and 21 lb.	48
Climax, 7 oz, 3x12, thin, 7 and 14 lb	48
Climax, 6 lb, 2x3, Twin 4s. 4 lb boxes	50
Climax, 14 to lb, 1x3, Figs 4 lb boxes	54
Cross Bow, 14 oz, 3x12, 4 cuts 14 lb	38
Drummond Nat., 5½ oz. 3x12, 3 cuts, 5, 8, and 12 lb	63
Five Brothers, 4 oz, 3x6, 2 cuts, 4 and 8 lb	65
Gold Rope 7 to lb. 3, 6, 12 lb. ..	56
Gold Rope 14 to lb. 4, 8 lb	58
Good Luck, 3x6, 10 lb.	45
Granger Twist, 12 and 15 lb pails	45
Horse Shoe, 16 oz, 3x12, 6 cuts, 8, 12 and 24 lb	44
J. T., 7 oz, R & R, 2x6, 2 cuts, 10½ and 21 lb	39
J T., 7 oz. Smo. 2x6, 2 cuts, 10½ and 21 lb.	39
J. T., 14 oz, Smo. 3x12, 4 cuts, 10½ and 21 lb. .... R & R...	39
Newsboy, 48 plugs to 10 lbs. 2¼x4¼, 10, 15 and 25 lb.....	40
Nobby Spun Roll, 7 to lb, 1¼x3½ 3, 6 and 12 lb.....	57
Old Honesty, 15 oz, 3x12, 6 cuts, 7½, 15 and 30 lb	44
Old Kentucky, 6 to lb, R. & R., 8, 16½ and 25 lb...	48
Old Peach and Honey, 6 to lb 8 lb. butts	48
Out of Sight, 12 butts, 12 oz., 3x12, 3 cuts.....	35
Piper Heidsieck, 5½ oz, 2⅔x5, 3 cuts, 4, 7, 14 lb	69
Red Cross, 16 oz, 3x12, 4 cuts 12 and 24 butts	33
Red Ribbon Twist, 10 to lb, 6 inch, 3 lb pecks, 16 lb. ½ bus	40
Saw Log, 16 oz, 2x12, 6 cuts, 24 lb.....	46
Saw Log, 32 oz, 3x12, 12 cuts, 32 and 48 lb	46
Something Good, 5½ to lb, 2x4 9, 18 lb.....	45
Spear Head 16 oz, 2x12, 6 cuts, 6, 18 and 30 lb.	45
Spear Head, 7 oz, 2x12, 6 cuts, 7, 10½ and 21 lb	48
Standard Navy, 14 oz, 3x12, 4 cuts, 14 and 28 lb.	38
Star, 16 oz, 3x12, 6 cuts, 12, 24 and 52 lb	45
Weissinger's Special, 5 1-3 oz., 3 x 12 emb, 2, 6, 12 lb.	63
W. N. T. Nat. Leaf, 6 and 12 lbs., bxs., 5½ ozs., 3x12....	57

Smoking Tobacco.

(5-lb Cartons, 25 and 30-lb cases.)

Seal of N. C., 1⅝ oz, foil.....$0.68	
Seal of N. C., 3½ oz, foil.....	.62
Seal of N. C., 8 oz, foil.....	.59
Seal of N. C., 16 oz, foil.....	.59
Old Gold, 1⅝ oz, foil or pouch	.70
Old English curve cut, 1⅝ oz	.74
Old English curve cut, 3½ oz (In curved tins.)	.74
Pedro, 2½ oz, foil.....	.49
Pedro, 2½ oz, pouch.....	.51
Pedro, 2½ oz, assorted.....	.50
Pedro, 16 oz, tin canisters..	.52
Dixie Queen, 1⅝ oz, foil.....	.40
Dixie Queen, 16 oz, tin canisters, 6-lb cartons, 24-lb cas	.43
Duke's Mixture, 1⅝-oz sack..	.39
Arlington, 1⅝ oz, foil.....	.65
Cross Cut, 1⅝ oz, foil.....	.60
Duke's Cameo, 1⅝ oz.....	.42
Duke's Cameo, 2½ oz, foil....	.45
Melrose, 1⅝ oz, foil.....	.65
Fragrant Vanity Fair, 1⅝ oz, foil	.95
Red Indian Plug Cut, 1⅝ oz and 3½ oz, foil.....	.42
Red Indian Plug Cut, 16-oz pails	.44
Fashion, 1⅝ oz	.42
Fashion, 16-oz pails.....	.44
Bull Durham, 1 oz.....	.65
Bull Durham, 1⅝ oz.....	.65
Bull Durham, 3½ oz.....	.60
Bull Durham, 8 oz.....	.58
Bull Durham, 16 oz.....	58
Pick Leaf, gran, 1 oz, 25-lb cs	.60
Corn Cake, gran, 1-lb bags, 25-lb cases, per lb.....	.23
Echo Plug Cut, 1⅝ oz..... ..	.48
Red Bell, 1⅝ oz..... ..	.42

COLUMN 40.

Red Bell, 16-oz pails.....	.43
Oriental Mixture, 3½-oz tin..	1.00
Imperial Mixture, 2½-oz tin.	1.20
Plum, 1⅝ oz, foil.....	.62
Three Kings Mixture, 3½-oz tins	1.35
Monte Cristo Mixture, 3½-oz tins	1.50
Yale Mixture, 1-oz tin.....	1.35
Yale Mixture, 1⅝-oz tin.....	1.60
Yale Mixture, 3½-oz tin.....	1.55
Honey Dip Twist, 10 to lb....	.46
Master Workman, 10-oz plug, smoking	.46
Old Virginia Plug, smoking, 5 oz, 10½ lb., 6x5.....	.42

Fine Cut Chewing.

Hiawatha, 1 oz.....	.59
Hiawatha, 10-lb bulk, bright or dark	.59
Hiawatha, b'ght or d'k, 1-lb tins, 5-lb. pails	.58
Sweet Cuba, b'ght or d'k, 1-lb tins, 5-lb. pails	.46

Cigarettes.

Fragrant Vanity Fair $4 08	
Duke's Cameo	4.08
Sweet Caporal	4.08
Virginia Brights	4 08
Old Dominion	3.98
Pets (foil packages).....	6.52
Richmond Straight Cuts.....	6.62
Turkish Trophies	7.75
Egyptian Deities, No. 1, 10s..	21.50
Egyptian Deities, No. 2, 10s	$18.36, 19.38
Mogul	11.22

Cheroots, Etc.

Vaporettes in tin foil, 5 for 10	14.00
Old Virginia Cheroots, 5's....	14.00
Jumbo Stogies, 100 in carton.	12.50
Between the Acts Little Cigars, 10's, tin and paper..	8.50
Bengal Little Cigars, 10's....	7.50
Royal Bengal, 10 in pkg.....	12.00
Van Bibber Little Cigars....	17.50
Sub Rosa Cigarros, 10s, per 1,000	4.10
Florodora	12.50

Cigarette Papers.

Vanity Fair, 50 pkgs in box..	1 05
Wheat Straw, 50 pkgs in box..	1.25
Wheat Straw, 100 pkgs in box	2.50
Wild Oats, 40 pkgs in box....	.90
Red Seal, 50 pkgs in box.....	.25
Corn Husk, 50 pkgs in box...	1.15
Corn Husk, 100 pkgs in box..	2.30
Interlock, 50	1.15
" 100.....	2.25

THE HILSON CO.

Hoffmann House Little Cigars, 10 in package, 250 in carton $7.50	
Hoffmann House Magnums, 10 package, 100 in carton.....12.00	
Hoffmann House Petit Duc, 10 in package, 100 in cart'n.15.00	
Hoffmann House Cavaliers, 10 in package, 100 in cart'n.18.50	

J. B. PACE TOBACCO CO.

Scroll Tag, twist, 6 to lb....	.66
Scroll Tag, 10 oz.....	.66
Mastiff Plug Cut, 1⅝ oz.....	.67½
Mastiff Plug Cut, 3½ oz.....	.65½
Mastiff Plug Cut, 10 oz.....	.52

AMERICAN SNUFF CO.

French Rappee, 1⅝ oz, pr dz.	.98
French Rappee, 3½ oz, pr dz.	1.80
French Rappee, 16-oz jars, per lb	.65
Maccaboy, 1⅝ oz, per doz....	.96
Maccaboy, 3½ oz, per doz....	1.80
Maccaboy, 16-oz jars, per lb.	.66
Irish High Toast, 16-oz. jars, per lb	.57
Scotch Lillienthal's, in bladders	.60

CIGARS.

Porto Rico Cigar Co.

El Primero, Forziano Porto Rico	30.00
El Manifesto, Invincible Roosevelt Porto Rico	87.50

PIPES.

	Per Doz.
Cobs, Hot Shot, 3 doz.....$0.25	
Cobs, Gem, 3 doz.....	.25
Cobs, No. 3, 3 doz.....	.50
Brier, W. P. & Co., Assorted, 3 doz	2.00
Brier, Display Stands, 1 doz...	2.00
Brier, Showcase Assortment, 3 doz	6.00
Pipe Mounts, 1 doz.....	.75
Cherry Stems, 2½x6 in.....	2.00
Cherry Stems, 2d 2½x6 in.....	.85
Clay Pipes, T. D., 1½ gross per box	1.25

	Per Box.
Clay Pipes, Woodstock, 1½ gr., per box	1.25
Uncle Sam Cob Pipe, 3 doz box	1.00
Eclipse Patent Cob Pipe, 3 doz. box	2.25
Climax Cob Pipe, 3 doz. box...	2.25
Jewel Cob Pipe, 3 doz. box....	.90
Dewey Cob Pipe, 3 doz. box...	2.50
No. 19 Cob Pipes, 1 doz box....	2.00

Attracting Trade

Brightness in the Window.

During the winter season dealers should plan to make their window displays of a brighter and warmer tone than the milder weather when something light and airy was more appropriate.

A necessary adjunct for such a display is a rich, bright colored drapery, which should be hung at the back and sides of the window. The brighter the colors the better the effect. With this as a background, the goods may be displayed in any arrangement that may suggest itself, but it is well to select those goods which will add to the brightness of the window.

Preferred Position in Advertising.

As has often been urged in the Mint of Hints, wide-awake dealers in cities of from 20,000 to 100,000 population can hardly afford to overlook the value of advertising space in the best daily newspapers in their town as an aid in building up and expanding their business.

There is one thing, however, that should not be overlooked, and that is the value of preferred position in advertising. Therefore, when the dealer makes a contract for advertising space he should always have a definite understanding as to the position in the newspaper which his advertisement will occupy.

Preferred position usually costs a little more, but in the right sort of a publication it is well worth the additional cost. Take a page of advertising in the ordinary newspaper and you will most likely find a lot of small advertisements, averaging two inches or less, all jumbled together in one portion of the page.

Now, if you are paying for a two-inch advertisement, and you are crowded in among these little fellows, your advertisement is losing at least half of its effectiveness.

On the other hand, if your two-inch advertisement costs you a few cents a line more and is put next to and following reading matter, then you are getting the full benefit of your advertisement.—Tobacco.

An Effective Window Display.

A novel window display and one that attracted more than the usual amount of attention was that of a Canadian dealer, who recently devised a clever conception of a hunter's camp.

The floor of the window was covered with twigs and leaves, and a few rough logs, just as they were taken from the forest. The back and side walls of the window were covered with autumn leaves and branches, as was also the ceiling, so that not a particle of the ordinary woodwork could be seen. In the center of the display was arranged a camp fire with a kettle suspended from crossed sticks, a couple of dead rabbits lying close by, and a brace of ducks suspended from an overhanging branch.

A neat window bulletin was displayed stating that hunters for good cigars would have their wants most satisfactorily filled inside.—Tobacco.

Keep Touch With Market.

One trouble with many unprogressive dealers is that their sole idea of business is to order whatever repeated inquiries show them to be in demand.

The progressive man does not wait to be forced to stock goods by public demand. He keeps posted on the market, he knows a salable line when he sees it, and purchasing it, he gets out and makes the demand while his less enterprising competitor begins to cater to it after the cream of the trade has drifted elsewhere.

Suggestion for Corner Stores.

Sometimes the corner of the building has a pier or an iron pillar. Under ordinary circumstances this is a detriment, but if this pier or pillar is covered with paneling and surrounded with a prominent case like fixture it can be made to greatly enhance the general appearance of the establishment.

The case at the corner covering the pier or pillar should, if practicable, be square, with glass on four sides and displaying goods all around. The awkward obstructiveness of the pier or pillar is not only mitigated, but it is transformed from a drawback into both an ornament and an aid in displaying goods.

The dealer gains increased window space, without sacrificing in any detail the advantages enjoyed by the usual manner of corner stores. And, besides, the front is pleasing to look at from any angle of vision and is really more effective than ordinarily.

Signs on Window Glass.

Some dealers desiring to have a few words printed on the window glass for a few days, to be rubbed off and changed, have tried soap and given it up as unsatisfactory.

Soap is all right on mirrors, but not on windows. Silver whiting mixed with water makes a good material for this purpose, but one must handle a brush well to use it. The sign may be marked off with soap on the outside and then traced on the inside of the glass.

LASH'S
KIDNEY & LIVER
BITTERS
CURES DYSPEPSIA



J. F. Cutter Whiskey
IS THE BEST SELLER FOR THE RETAILER ON THE MARKET
E. Martin & Co.
Sole Agents
54 FIRST STREET
San Francisco

THE KING OF ITS KIND



ELECTRO Silver Polish SILICON
IS AN ARTICLE OF REAL MERIT and the only one of its class for which a constant demand is created among consumers by regular and systematic advertising.
On every box a Woman in Red, Never take another instead.
REDINGTON & CO.
SAN FRANCISCO
Sole Agents for the Pacific Coast.

DISCUSS ACTUAL COSTS.

San Jose Grocers Consider Matters of Trade Interest.

The Retail Grocers' Association of San Jose met in the Chamber of Commerce roms last evening. Owing to the inclement weather the attendance was not large, but this did not prevent a spirited and lively discussion of matters of interest relating both to details of the grocers' business and to matters of national importance.

An extract from the communication of H. W. Conkling, who was to have addressed the meeting but was unable to be present, was read and explained the reason for the establishment of the association.

A communication was received from the San Francisco Retail Grocers' Association protesting against a bill providing ten per cent duty on tea and coffee, which will be placed before Congress in the next session.

Secretary Borchers was instructed to communicate to Congressman E. A. Hayes the voice of the Association and ask his aid in the defeat of the bill.

A bulletin containing the bill of Congressman Dixon was also brought before the grocers for consideration. The proposed law provides that an employe in the civil service should pay his debts upon second demand of his creditors, under penalty of expulsion from the service of the government. A resolution was passed requesting the House of Representatives to give the bill a favorable consideration.

The remainder of the evening was spent in the discussion of an article printed in the "Actual Costs," published by the Pacific Retail Grocers' Association, entitled "Administrative Duties of the Retail Grocer."

A Trade Bringer
A Time Saver
A Labor Saver
PAYS FOR ITSELF DAILY



No. 2121. Floor Pedestal.

TWO COMPLETE ELECTRIC MILLS
In One Hobart
One Grinder for cheap coffee.
Another to grind and pulverize your high-priced coffee.
Can grind both at the SAME TIME without changing the aroma or flavor of either class. This feature
Obviates Complaints by Customers
Prevents Loss of Customers
Brings New Customers
No exposed electrical parts. Will last a life-time. Backed FULLY by factory guarantee.
Drop us a line and we will prove our claims.
Sizes, from ¼ to 2 Horsepower.
....Sold on easy terms....
Let me know your current. I will quote you prices and terms.
Install a small one NOW. We will change it as your trade demands.
FRANK F. WEAR
D. S. A. for Pacific Coast
Office: 1634 Market St., San Francisco, Cal.



No. 20. Counter Base.

Grocery Markets.

Commercial Outlook of the Western World as shown by Present Conditions.

Office of the ADVOCATE.
Thursday Afternoon.

ADVANCES.

Eastern Codfish, Gen. Georges, 8 fish to case, to $10.00; 12 fish to case, to $9.00.

Pink Beans to $2.40.
Lima Beans to $4.85.

DECLINES.

Saltpetre, bbls. per lb to 7¼ cents.

SCARCE IN MARKET.

Durkee Salad Dressing, picnic size.
Bengal Starch, 50-lb bulk.

SUGAR.

The raw sugar market saw an advance of 1-16 of a cent Saturday, fair sales being made at 3 11-16 of a cent. The raw market is today quiet and unchanged. The refined market is quiet and steady.

COFFEE.

The Lewin-Meyer Co. say:

"There is no trading at present to report, but a better market is looked for after the New Year opens. Reports from Central America are to the effect that the Salvador crop will be large, and that of Guatemala and Costa Rica only fair. Little coffee has been bought in this market by the California trade. European buyers taking most of the offerings there."

TEAS.

New York, December 19.—John B. Brown & Co. report.

Congous.—Our last mail advices from Shanghai were to the effect that there had been a small business transacted in grades equivalent to United States standards at full prices and some business for Vladivostock in the commonest grades. An advance of 5½ per cent was noted in exchange.

Country Green Teas.—The enhanced value of exchange has restricted business and that which was transacted was only effected by a concession on the part of the tea men of the amount equivalent to the advance in exchange.

Japans.—The market at Kobe and Yokohama is practically closed.

Pingsueys.—The market at Shanghai has been quiet and holders to effect business have been obliged to drop prices in order to meet the advance in exchange. Owing to the poor quality of the late arrivals but a small proportion of the remaining unsold stock will be shipped to America. We estimate the export of Green Tea to United States and Canada will amount to fifteen or fifteen and a half million pounds, which figures show a good reduction on last year's export of twenty million pounds.

Indian Teas.—The offerings at London public auctions were 197,000 packages against 193,000 packages in the same month of 1904. The quality was not equal to that of earlier arrivals, and the quantity offered in several weeks proved more than the trade could easily handle. The level of prices was consequently somewhat irregular and lower for most classes, especially for commonest. In the closing auction prices were more steady at the lower level established.

Ceylons.—The offerings at London public auctions were 89,000 packages against 103,000 packages in the same month of 1904. The quality was only moderately good, and for everything of distinctive character there was a strong demand. The course of prices moved in sympathy with that for Indian Teas, there being irregularity with a lower tendency.

RICE.

M. Phillips & Co. report:

"At the present time the market is quiet, owing to small demand preceding the holidays. After the turn of the year business will pick up and by the 15th of January we look for an advance in all grades of American rice.

"Japan Rice.—Market remains the same with a tendency to advance as soon as the New Year's trade start in buying. We look for higher prices in this quality shortly after the turn of the year.

"Honolulu Rice.—This grade of rice has taken hold with the trade, and from now on will grow more popular as it is the best cooking rice that comes to America, and at prevailing prices is the cheapest rice on the market. A quality of Carolina rice equal in grain to the Honolulu rice, would cost over $1 per bag more."

New York, December 19.—Dan Talmage's Sons' Co. report:

"Market for the week has been steady with fair demand for both Honduras and Japan sorts. Prices are well sustained, particularly on the lower and medium grades for which there is quite an active inquiry. The assortment of price and choice has widened, and some very attractive parcels are being offered Strictly fancy sorts are rather scarce, being taken at full prices. Prime to choice being in larger supply, offer peculiar opportunities in the matter of selection, and forehanded buyers are not slow in taking advantage of this condition of market.

"Advices from the South note an improved inquiry on the Atlantic Coast. At New Orleans the market is firm, although restricted out-turn from mills has limited transactions. Lower and medium grades are somewhat scarce and full prices are exacted and paid. Prime to choice are in better supply, and buyers are now and then enabled to make attractive selections. Mills generally have shut down until after the holidays, claiming that current prices are not profitable, considering cost of rough rice.

"In the interior—Southwest Louisiana and Texas—prices are firm. Advance samples indicate a better assortment of medium grades held at properly relative value to the lower and higher styles.

"Cables and correspondence from abroad note firm conditions. Prices on styles suited to the United States are high in comparison with the home product, hence little inducement for importation."

DRIED FRUIT.

The dried fruit market is quiet, and transactions are small. No carload lots have been sold in the past few days, owing to the holiday season.

New York, December 23rd.—The entire dried fruit market is slow but firm with the exception of raisins. This is due to the prevailing holiday conditions.

New York, December 14th.—The trade in dried fruit is good for this season of the year. The present activity is the result of the small stocks in the hands of the jobbers as a consequence of their unusually small purchases during the fall. Consumption is as large, if not larger, than its usual volume for this time of the year and the jobbers have therefore found it necessary to come into the market frequently in order to keep up with the demands of the retail trade. There is no disposition to buy more than for immediate wants, although owing to the well known shortage of all Pacific Coast dried fruit products there is an apparent certainty that prices must advance during the season of active consumption which opens soon after the first of the year. The rather active demand for spot prunes in lots ranging from 25 to several hundred boxes is the most important factor of the market at present. Supplies here are moderate and there is a strong tendency of prices. Most holders quote 10s at 7½c as inside. Others ask from 7¼ to 7½c. Only small holdings are offered at lower than these figures. There is quite an active demand for cluster and layer raisins and some inquiry for spot seeded raisins in 25 and 50-lb lots.

RAISINS.

Fresno, Cal., December 21st.—The Executive Committee of the Raisin Growers' Combine has decided to call for bids for the unsold portion of this year's raisin crop. Bids will be opened at 2 o'clock on the afternoon of January 3rd. The amount to be sold is some 12,000 tons of the 1905 crop. The company retains the right to reject all bids. In commenting on this matter the Republican says:

"There will probably be only two bidders, the Cal. Fruit Canners' Association and the combine of packers now working with the growers' combine. Some trouble is expected since it is thought that the combine of packers will lay claim to ½c per pound on every pound sold, even though they did not sell the goods. The directors of the Growers' Combine do not want to pay the Mercantile Company this ½c if the goods are sold at auction, although there is a clause in their agreement that if the packers' combine do not purchase the raisins with due expedition, then the growers' combine might sell the raisins themselves, after giving five days' notice to the packers, in which case the packers shall still be entitled to the usual profit.

New York, December 27th.—The sale is reported of several hundred cases of fancy seeded Coast raisins at 8⅝ cents. Imported raisins are easy. Jobbers are buying merely from hand to mouth as they anticipate a break after January 1.

PRUNES.

New York, December 27th.—The demand for spot prunes is unusually good for the holiday season. Sales are numerous but of small volume.

NUTS.

New York, December 27th.—Walnuts are easy and almonds are weak. Sales are reported in small lots of Tarragonas at 11⅝ cents, California Nonpareils 13 cents, I. X. L. 12 cents, Ne Plus Ultra 12 cents, spot, New York.

BEANS.

Sinsheimer Bros. say:

"San Francisco, December 27.—Since our last report there has been little change in the situation. A little more inquiry from the Southwest is to be noted.

"The business still continues light.

"Lima beans are still advancing.

"The Combination is putting up prices without any effort. They are helped by circumstances, such as short sales in the East, which now have to be filled, and the unusually heavy consumption of Lima beans, which has taken out of this state about three-quarters of the crop of this variety, so that now there are probably not over 200,000 sacks left on hand in California.

"Of this probably 20,000 will be needed for seed, which would leave us a comparatively small stock to run on for the next eight or nine months.

"It is true that the high prices may stop the buying of large quantities, yet while this level of prices has come early in the season, it seems as if conditions would justify quotations.

"It may be well worth mentioning that the stock of B. E. beans in this state is unusually small, and to us it seems as if by next summer this variety would be the scarcest in California. Higher prices should be looked for.

"Pink beans continue steady. Arrivals from the interior have stopped for the present.

"White Beans—The crop having been unusually small, there is a comparatively light stock left on hand, which in case of any considerable demand, should bring higher prices.

"Favas have met with a great demand, and the stock now in the state is light.

"The same may be said of Cranberry Beans and of Garvanzos, as well as of Red Kidney Beans."

CANNED FRUITS.

Owing to the holidays very little is doing in the canned fruit market. Jobbers are more interested in closing up the year's business than in buying.

Baltimore, Md., December 15th.—"The Trade" reports:

"The market in all lines of canned goods is getting into excellent position for the year of 1906. The prospects for the packing business next year are quite encouraging. From the general tone of the market and the temper of its pulse, it is expected that there will be unusually free buying early in January, after the holiday trade is disposed of and the tax reports are sworn to. Owing to the low price of some things in the canned goods lines, their distribution is at present immense and a large volume is going into consumption. In consequence, packers feel safe in making preparations for a large pack next year of peas, pineapples, peaches, corn and tomatoes."

New York, December 13th.—The special correspondent of "The Trade" reports:

"The market is firm on the more important varieties. Holders are not anxious to sell while buyers do not care to take hold unless price consideration favors them. As a consequence, the movement is restricted to comparatively small quantities."

CANNED TOMATOES.

There are only small quantities of canned tomatoes in sight, and while there is little trading going on at present, a brisk market is reported by the middle of January. Outside territory is calling for tomatoes every day at present prices, but as what stock there is is in strong hands holders are awaiting higher prices, and are not disposed to sell at present quotations.

New York, December 27th.—The market has been very active with strong advances. On Thursday of last week the Syndicate went into the market, taking up about 10,000 cases of 3s at 95 cents, and 15,000 2s at 72½ cents. The Syndicate was reported buying during the week and on Friday the market closed strong at 97½ cents for 3s and 80 cents for 2s. On Saturday there were sales at $1 with the market firm. Today orders for $1.15 were turned down, sales being made at $1.05 to $1.10.

Baltimore, Md., December 15th.—"The Trade" reports:

"Jobbers all over the country are engaged in two diverse actions. They are seeking to "bear" tomatoes so as to buy at low prices and to advance the price of corn which they have bought at very low rates. Tomatoes remain exactly as quoted last week in this market as follows: Standard 3s being quoted 87½ to 95 cents. The lower price represents what may be called the cleaning up of inferior stock and the higher figures represent good Standards. The real market is about 90-92½ cents less 1½ cents regular. The market is very quiet.

New York, December 13th.—The special correspondent of "The Trade" reports:

"The market is generally firm with 90 cents, regular, f. o. b. factory quoted inside on full Standard Maryland 3s. Here and there a small lot is offered below the figures mentioned. Such offerings are generally to clean up holdings and really do not represent the market. No weakness is expected. Some sanguine holders look for a $1.50 tomato market before the next pack is ready for distribution."



U. S. Government Inspected.
For Quality, Unsurpassed.

WESTERN MEAT COMPANY

SAN FRANCISCO, U. S. A.

CANNED CORN.

Baltimore, Md., December 15th.—"The Trade" reports:

"The West has unloaded an immense amount of very common corn on New York city and state. The New York jobbers are now back of this supply and are therefore interested in its advance. The western holders are in strong position because they have been relieved of surplus stock and they are therefore prepared to hold for an advance. It is probable, therefore, that corn will feel the beneficial effects shortly of a slight advance in quotations. These conditions have already strengthened the entire corn situation somewhat but the market as yet shows no change whatever. Maryland corn is quoted at from 45 cents to 55 cents. The lower price represents Harford county style and the higher price extra Standard Maryland."

New York, December 13th.—The special correspondent of "The Trade" reports.

"Cheap grades of corn are not placed on sale at present prices when the quality is satisfactory. Any material activity is prevented by a vast amount of poor corn, called "pig feed," by some holders, which hangs heavy on the market. When this poor stock is disposed of there will be less difficulty in selling good goods."

CANNED PEAS.

New York, December 13th.—The special correspondenct of "The Trade" reports:

"Holders of medium and fine grade peas are not offering stocks freely since they look for better selling opportunities later in the season."

Philadelphia, Pa., December 16th—The "Grocery World" says:

"The pea market is strong owing to short pack and all indications point to an advance shortly after the first of the year, specially in lower grades. One leading New York state packer, whose normal stock is 40,000 cases, now has less than 6,000. Another who usually holds 20,000 cases, today has about 1,700. The New York packers are short. On an average they hold about 25 per cent of their usual stock. In every section, the situation is about the same. Cheap peas are cleaned up and in the west the stock is much lighter than usual at this season. These conditions only include the low and medium grades. High grade peas are in much better supply than the lower grade and present no probability of an advance.

"Advances in the medium grades have been gradual. Delaware and Maryland brands, which sold shortly after the close of the packing season at 55 cents, are now quoted 70 to 72½ cents. New York state peas that last year sold at 60-65 cents about this time, are now worth 75-80 cents. Western brands are also fully 15 cents higher than last year."

CANNED SALMON.

New York, December 27th.—The salmon market is dull and unchanged for the week.

Portland, Ore., December 26th.—The "Oregonian" says:

"The situation in the canned salmon market is causing much interest just now. The indications are that Columbia River fish will rule higher next year than this season. The price this year was $1.45 and canners look for a $1.50 or $1.55 market in 1906. At the present time stocks of No. 1 fish, as well as the cheaper grades, are out of the market. A local buyer attempted to place an order for a fair-sized block this week, but could not find the goods. The only obstacle in the way of an advance next season in Columbia River fish would be the imposing of a duty by the German government on pickled salmon. A proposition is now before the Reichstag to levy a tax of 60 per cent on this article, which would of course stop pickling on the river, as the only market for such fish is in the Germna Empire. About a third of the catch has been pickled in past years, and this action by the kaiser's government would of course mean more canned fish which might operate against an advance. Interest among salmon jobbers in the Eastern markets has been stimulated by reports regarding the extremely favorable situation on the Coast in all descriptions of fish and by the statements made on good authority regarding the conditions in the several important English markets."

Astoria, Ore., December 20th.—W. T. Chutter, manager of the Klesbec Packing Co., of Seattle, says:

"It is my belief that the big runs of sockeye salmon are over. This variety of fish has been the mainstay of the industry on the Sound, but I am afraid that there will be no future heavy runs. The supply has been almost exhausted; nature has been unable to keep up with the demands of commerce. Generally, the outlook for the fishing industry is bright. The demand is constantly increasing and the supply is becoming no greater. Indeed, I look for a shorter supply than has been available in the past. Prices ought to be better with each year. In my opinion, the Columbia River outlook is particularly good. There salmon are artificially propagated and the supply is fairly steady. Unless something unforseen should transpire the Columbia River market ought to make yearly gains, both as to price and quality."

New York, December 15th.—Daniel Drysdale, vice-president of the Alaska Packers' Association, who recently returned from an extended visit to England, reports:

"The salmon market in England was in good shape at the time of my visit. The last three months shows a volume of business considerably greater than for the same time of last year. There is a particularly strong inquiry for ½-pound flats, the pack of which was short. Stocks of salmon in Great Britain are moderate and prospects are good."

AMERICAN SARDINES.

New York, December 13th.—The special correspondent of "The Trade" reports:

"An advance of 10 cents in drawn cans, domestic ¼-oils, is announced by the packers and the market is firm. Stocks in packers' hands are reported light. Official figures have not yet been given out but the total pack is estimated at about 2,000,000 cases. The market is now quoted as follows: ¼-oils, keyless, $2.10; key opening, $2.35 to $2.45; ¼-mustards, $2.60; ¾-mustards, $2 to $2.10.

FISH.

Wieland Bros. report:

"New bloaters have arrived this week. Price is higher than last year and we hardly think we will see lower quotations the rest of the season."

New York, December 21.—Strohmeyer & Arpe Co. report:

Holland Herrings—Dull but very firm. Stocks small and prices are expected to go higher after the turn of the year.

Mackerel—Very little trade now, as usual, at this time of the year, when trade is buying goods and not salt fish. Stocks in Ireland are not large and are very firmly held.

Norway Mackerel—There are hardly any unsold of the large sizes, and small 3s, of which there is a small supply, are held very firm in anticipation of higher prices.

Imported Oil Sardines—Very firm with exceptionally good jobbing demand for them. The first shipments of new Portuguese sardines have arrived and have been taken by the trade, as these goods have been quite scarce for some time.

Sprats—Arrivals are finding ready sale at full prices, and higher quotations are looked for when spring demand opens.

Caviar—Has been advanced all around, owing to scarcity of stock.

Norway Smoked Sardines—Are scarce, and prices are higher all around.

CHEESE.

Wieland Bros. report:

"California cheese mild is scarce and top price is paid for fancy quality."

Slavery In America.

"One of the common, everyday errors which are taught in the schools in America is that which relates to the introduction into the western hemisphere of African slavery," writes a critic. "The school histories which the schoolgirl and schoolboy study say that it dates from 1619 or 1620, when a Dutch sea captain sold the English settlers the first African. The year 1501, however, is the date of the earliest reference in American history to negroes coming from Spain to America, 122 years before Albany, N. Y., was settled by the Dutch and 106 years before Jamestown, Va., was settled by the English. In 1505 King Ferdinand of Spain wrote to Orando, then governor of Hispaniola, 'I will send more negro slaves, as you request.' In 1510 fifty negro slaves were sent to work in the mines of Hispaniola. There is a record of King Ferdinand's response to a request of Las Casas, bishop of La Concepcion, in Hispaniola, that more negroes should be imported. He said, 'There are already many negroes on the island.' This was in the year 1514."

Too Assiduous.

Her—My only objection to Mrs. Pryor is that she's a business woman. Him—Indeed! What business is she engaged in? Her—Everybody's.—Chicago News.

Grace Knives.

There is a curious class of knives of the sixteenth century the blades of which have engraved on one side the musical notes to the benediction of the table, or grace before meat, and on the other the grace after meat. These knives usually went in sets of four, representing a four part harmony of bass, tenor, alto and treble. They were kept in an upright case of stamped leather and were placed before the singers according to the adaptation of each one to his particular part. As may be supposed, the inscription was usually in Latin. The following specimen is taken from actual knives of the period: "Pro tuis beneficiis Deus, gratias agimus tibi" (For thy good gifts, O God, we thank thee).

Mares and Fillies.

A song of bygone generation reproached the French with calling their mothers "mares" and all their daughters "fillies," and it is easy to imagine that "filly" is connected with "fille." As a matter of fact, the word "filly" is of Scandinavian origin and is really a diminutive of "foal." Shakespeare makes Puck disguise himself in "likeness of a filly foal." "Mare" is the Anglo-Saxon "mere," feminine of "mearh," a horse, a trace of which remains in "marshal," which properly signifies master of the horse.

A Different Meaning.

Beaks—What brought on old Wilkin's paralytic stroke? Peaks—I didn't know he was afflicted with one. Beaks—But you just told me he was paralyzed. Peaks—Quite true; but I didn't say he was suffering from a paralytic stroke.—Milwaukee Sentinel.

ALASKA PACKERS' ASSOCIATION NOTICE OF ANNUAL MEETING.

The regular annual meeting of the stockholders of the Alaska Packers' Association will be held at the office of the corporation, in room No. 320, third floor, Wells, Fargo & Co. building, 49 Second street, San Francisco, Cal., on Tuesday, the 16th day of January, 1906, at the hour of 2:30 o'clock p. m., for the purpose of electing a board of directors to serve for the ensuing year, and the transaction of such other business as may come before the meeting.

Transfer books will close on Saturday, January 6, 1906, at noon.

C. W. DORR,
Secretary.

DIVIDEND NOTICES.

Dividend Notice.—The Central Trust Company of California, No 42 Montgomery street, corner of Sutter street. For the half year ending December 31st, 1905, a dividend has been declared on the deposits in the savings department of this bank, as follows: On term deposits at the rate of 3 6-10 per cent per annum, and on ordinary deposits at the rate of 3½ per cent per annum, payable on and after Tuesday, January 2, 1906.

HENRY BRUNNER, Cashier.

Dividend Notice.—Mutual Savings Bank of San Francisco, 710 Market street. For the half year ending December 31, 1905, a dividend has been declared at the rate of three and one-half (3½) per cent per annum on all deposits, free of taxes, and payable on and after Tuesday, January 2, 1906.

GEO .A. STORY,
Cashier.

Dividend Notice.—Italian - American Bank, 460 Montgomery street, corner Sacramento and Montgomery streets. For the half year ending December 31, 1905, a dividend has been declared on all savings deposits at the rate of 3 60-100 per cent per annum, free of taxes, payable on and after Tuesday, January 2, 1906. Dividends not called for are added to and bear the same rate of interest as the principal.

A. E. SBARBORO, Cashier.

Dividend Notice. Saving and Loan Society, 101 Montgomery street, corner of Sutter, has declared a dividend for the term ending December 31, 1905, at the rate of three and one-half (3½) per cent per annum, on all deposits, free of taxes, and payable on and after January 2, 1906. Dividends not called for are added to and bear the same rate of interest as principal.

EDWIN BONNELL, Cashier.

Dividend Notice. California Safe Deposit and Trust Co., corner California and Montgomery streets. For the six months ending December 31, 1905, dividends have been declared on the deposits in the savings department of this company as follows: On term deposits at the rate of 3 6-10 per cent per annum, and on ordinary deposits at the rate of 3½ per cent per annum, free of taxes, and payable on and after Tuesday, January 2, 1906.

J. DALZELL BROWN, Manager.

Dividend Notice.—The Continental Building and Loan Association of 301 California street, San Francisco, has declared a dividend for the six months ending December 31, 1905, of 5 per cent per annum on ordinary deposits, 6 per cent on term deposits, and 6 per cent on class F stock, payable on and after January 6, 1906.

WILLIAM CORBIN, Secretary.
WASHINGTON DODGE, President.

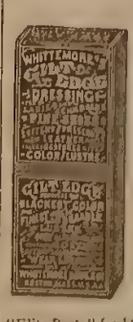
Dividend Notice.—San Francisco Savings Union, 632 California astreet, corner of Webb. For the half year ending with the 31st of December, 1905, a dividend has been declared at the rates per annum of three and six-tenths (3.60) per cent on term deposits, and three and one-third (3 1-3) per cent on ordinary deposits, free of taxes, payable on and after Tuesday, January 2, 1906.

LOVELL WHITE,
Cashier.

Dividend Notice.—The German Savings and Loan Society, 526 California street. For the half year ending December 31, 1905, a dividend has been declared at the rate of Three and six-tenths (3 6-10) per cent per annum on all deposits, free of taxes, payable on and after Tuesday, January 2, 1906. Dividends not called for are added to and bear the same rate as the principal from January 1, 1906.

GEORGE TOURNY,
Secretary.

WHITTEMORE'S POLISHES.



The World's Standard.	
"Gilt Edge" dressing, blk	$24 00
"Boston" Waterproof Polish (for men's and boys black shoe.)	24 00
"Boston, Jr." pc size	10 00
"Dandy" Russet Combination	24 00
"Star" Russet Combination	9 00
"Dandy" Russet Paste	9 00
"Red Box" Russet Paste	5 00
"Champion" Black Friction Polish	24 00
"Champion, Jr." Black Friction Polish.	10 00
"Elite" Combination (for box calf, black vici kid, etc.)	24 00
"Baby Elite" Combination (for box calf, black vici kid, etc.)	10 00
"Elite Paste" for box calf (two sizes)	$9 00 5 00
"Superb" Patent Leather Paste	9 0
"Blue Box" Patent Leather Paste	5 00
"French Gloss" (in cartons, for ladies' black shoes)	9 00
"Royal Gloss," 4 oz (for ladies' black shoes)	8 00
"Bossola" Waterproof Paste Polish, large	9 00
"Bossola" Waterproof Paste Polish small	4 50
"Quick White" perfectly cleans dirty white shoes (two sizes)	$24 00 10 00

CAILLER'S

THE GENUINE IMPORTED

Swiss Milk Chocolate

A heathful, nourishing food and delicious confection. Unrivaled for sweet purity, smooth palatability and nutritive excellence

PAYS from 10 to 15% **MORE PROFIT**

than its many inferior and unreliable imitators

JOHN H. SPOHN COMPANY, Agents, 16-22 Front St., SAN FRANCISCO, CAL.

Cigars and Tobacco

The cigar makers' strike at Key West is still unsettled.

Ehrman Bros. & Co. have been doing a phenomenal holiday trade, and find the prospects for 1906 are exceptionally bright.

The Lewin-Meyer Co. have made a great hit with the Prima Lucia clear Havanas of the El Arte Cigar Co., which are repeating splendidly in the higher class of stands.

C. B. Boar & Co. have purchased the stand of Harry Hinton, at Taylor and Golden Gate, which they will immediately restock.

J. L. Jerichau has the Rough Rider cigar placed on nearly a thousand stands in San Francisco and Alameda county, and repeat orders come in more rapidly than ever. The recent campaign in behalf of this cigar, the troop of Rough Riders mentioned in last week's **Advocate** being a special and notable feature, has contributed largely to the success of this cigar.

M. A. Gunst & Co. have secured additional accommodation at Third and Mission on a twenty years' lease, involving a total payment of $300,000.

H. L. Pollock, Pacific coast representative of the Cuba-American Manufacturing Co., expresses himself as pleased with the results which are being accomplished by the vigorous campaign which he is making in behalf of the El Modelo.

The Jose Lovera Co., manufacturers of the Flor de Lovera and other high grade clear Havana cigars, shipped over 1,000,000 cigars from their Tampa factory in November.

The Tampa correspondent of Tobacco, under date of December 9th, says: A. Santaella & Co. are receiving three and four wires a day to rush cigars by express. Shipments in November amounted to 2,500,000 cigars. They shipped 38 cases last Friday, and there is no regular shipping day. Every day all the cigars are sent off that can be gotten in readiness.

The price of Pittsburg stogies has been advanced, and hereafter instead of getting four stogies for a nickel the smoker will get only three. They will be three for five, or seven for a dime. The reason given for the advance in prices is a shortage in the supply of domestic tobacco from which stogies are made. Local manufacturers say that they have been forced to not only increase the price to the retailer, but decrease the size of the stogie.—Pittsburg Despatch.

Customs Inspector Sackett recently seized 1100 cigars hidden on board the steamer Korea. A false bottom was discovered in one of the porter's chests containing 300 cigars and silk stuff valued at $15. On board the transport Thomas 500 cigars were seized which were stowed away with the evident intention of being smuggled ashore.

Washington, Dec. 19.—By a vote of 7 to 5 the House committee on ways and means reported favorably to-day on the Payne bill admitting all Philippine products into the United States free excepting sugar and tobacco, which are to pay 25 per cent of the Dingley rates until 1909, when they are also to go on the free list. Two amendments were made to the measures originally introduced in the House by Mr. Payne. At the suggestion of Representative Hill of Connecticut a provision was added that all American sugar and tobacco are to be admitted into the Philippines free of duty, and a new section was added which provides that no Philippine products now in warehouses in the United States shall be exempted from duties under the proposed measure.

Madera—Tim Williams & Co., the cigar and tobacco dealers, have moved into their new home in the Schmitz block on Yosemite avenue and a finer store cannot be found in the San Joaquin Valley and few places in San Francisco excel it. A neat show window takes up but a small part of the front, which leaves a wide entrance. Neat oakwood and plate glass show cases set off the large room and display to great advantage a fine stock of cigars, tobacco and smoker's articles. Neat cases on the walls contain reserve stock. The wood work is tinted a cherry-red, which is a great contrast to the walls which are papered green, giving a very pretty effect.

Washington, Dec. 7.—The Payne bill for the reduction of the tariff on cigar and tobacco products from the Philippines has now been introduced in Congress and has been printed. Discussion of the measure has already begun, and a number of weak or doubtful points are being noted, even by those who are favorable to the reduction of the tariff. The Hill amendment to the Payne bill, which provides for the admission of our sugar and tobacco to the Philippines at rates no higher than are to be charged in our ports upon similar Philippine products, is, however, creating some division of opinion among these interests. It is claimed that, when relations between the United States and the Philippines are reduced to a working basis, there will be a considerable demand for Connecticut wrapper tobacco in the islands as the cigar industry expands. The best informed members of the tobacco trade treat this claim as altogether preposterous, however.

Brooklyn, N. Y.—An appeal has been taken from the court ruling dismissing the complaint of E. Locker & Co. against the American Tobacco Co., the Metropolitan Tobacco Co. and Messrs. Adolph Bendheim and Arthur Stern, alleging that these defendants had been parties to an illegal combination in restraint of trade. The plaintiffs prayed for a mandatory injunction to restrain said defendants from refusing to sell to the plaintiffs the article in common use (tobacco) without which they would be and were hindered in the free pursuit of their lawful business. The Locker case, in which the plaintiffs were John A. Locker and Elma Locker, constituting the well known firm of E. Locker & Co., of 267-273 Bushwick avenue, Brooklyn Borough, is one which has attracted widespread attention, not alone in the tobacco trade, but in every branch of industry, because of the principle involved, which is, can a corporation, within its corporate powers, form a trust or combination to monopolize an article in common use and then arbitrarily boycott one of its customers. The American Tobacco Co. was made the chief defendant in the suit.

PASTE THIS UP.

Retail grocers who do not give trading stamps should cut the following out and paste it on their front doors so that their customers can see it.

Trading Stamps Are Expensive.

A Biddeford grocer says: "This talk about the cost of the stamps coming out of the dealers is all bosh; it comes direct from the consumer, and as an evidence of this, my store will begin next Monday to sell for 25 cents a pound tea which we have been charging 40 cents a pound for while giving stamps."

FOR SALE.
GROCERY IN OAKLAND with building and grounds. Stock at invoice; book accounts all guaranteed good. About $7000 required. Trade rapidly growing. Apply Z, Retail Grocers' Advocate, 456 Montgomery St.

Tampa's Finest Products:
XXX
"Flor de Lovera"
Distributed by Wellman, Peck & Co.,
311-337 East Street, S. F.
"Publicos"
Distributed by J. L. JERICHAU,
131 Larkin Street, S. F.
Endorsed by all Smokers of
HIGH CLASS
Clear Havana Cigars!



EHRMAN BROS. & CO.,
S. F. Distributers.

The Best Havana Cigar
PRIMA LUCIA



has made a great hit on account of its superior quality.

Will always be the same.

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The LEWIN-MEYER CO., Inc., 34 Market St., S. F.
DISTRIBUTERS

Call for Asti Wines.
PRODUCED BY THE ITALIAN SWISS COLONY
Dry Wine Vineyards, ASTI, Fulton, Sebastopol, Cloverdale, Sonoma County, Cal.
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IMPORTERS
Sardines, Olive Oils, French Preserves, Washing Blue, French Castile Soap: Clover Leaf, Virgin, Dahlia, mottled, Wines and Liquors—A. V. H. Gin—imported goods only.
Sole Agents for the Genuine CLICQUOT Champagne
Only the GENUINE, Imported direct from France, bears Vignier's LABEL

News of the Coast.

CALIFORNIA.

Castroville—On December 11th the stock in trade and fixtures of W. G. Silliman, the insolvent grocer, were sold under sealed bids to Vinton L. Mitchell of San Francisco for the sum of $6,429.38. It is estimated that the unsecured creditors will receive from forty to fifty cents on the dollar for their claims.

Colegrove—G. W. Kennedy has purchased the grocery store of L. G. Bunger.

Fullerton—Drips & Whisnant, the grocers, have moved into their new store in the Dean & Braly addition. They have one of the finest stores in town.

Hollister—William Banister, proprietor of Banister's Cash Grocery, has purchased the stock of Mrs. R. A. Wood's candy stand on Fifth street. Mrs. Woods and son, Lewis, have gone to San Jose, where she will have charge of a coffee house.

Huntington Beach—It is reported that J. R. Newberry, the Los Angeles grocer, will open a branch here.

Long Beach—Recently some person pilfered between $35 and $40 from the grocery store of H. S. Wright and left absolutely no clew as to who he or she was or at what time the theft was committed. Mrs. Wright was in charge of the store most of the day and has no idea as to when or under what circumstances the money was taken.

Long Beach—Atwater & Carl have disposed of their grocery and fruit store at 145 East Third street to R. W. Davis of Portland, Oregon. Messrs. Atwater & Carl will continue in the real estate business.

Long Beach—J. H. Lear has sold his grocery and vegetable store to Mayhew and Walkenshaw, who will enlarge the interior and add a diversified stock for the accommodation of a fast growing trade. The new firm is experienced and energetic.

Los Angeles—Shortly after the first of the year the United Wholesale Grocery Co. of Los Angeles will move into a new and large warehouse on tracks near Alameda street. Plans are about completed for the building. It will be two stories high with basement and will have a frontage of 97 feet and be 250 feet deep. The change is made necessary by the great increase in business which the United Wholesale Grocery Company has enjoyed.

Los Angeles—Representatives of the Retail Grocers' and Fruit Dealers' Association recently appeared before the legislative committee of the city council with a request that the zone in which the peddling of fruits, fish and vegetables is prohibited, be extended. The prohibitive district the association would have made to include the entire business portion of the city. The committee was inclined to recommend the legislation which the association asks, but no action will be taken until the entire committee passes upon the question.

Los Angeles—The Sterling Grocery has made an assignment in favor of the Los Angeles Wholesale Grocers' Board of Trade, and W. W. White is in charge. There is in the store from $3500 to $3800 worth of groceries and the fixtures cost about $1300. The business will be continued, strictly on a cash basis, until disposed of, either at retail or in a lump. The Sterling Grocery has been conducted by J. A. Weisenborn, who came here from Southern Georgia about three years ago and in March opened the grocery store in the Lombard building, where he has been in the business since that time.

Los Angeles—Camps of the Woodmen of the World located in Los Angeles and adjacent towns united in a monster initiation of 650 candidates in Elks' Hall, on Saturday, December 16. After the initiation and other ceremonies Consul Boak and his companions were taken to the Golden Rule grocery, which was built and stocked by Fremont Camp for W. F. Slater, a blind member.

Los Angeles—The Robinson Grocery Co. at Ninth and Grand, has bought out J. R. Cocke, 829 South Grand avenue. The former firm has consolidated under the name of S. D. Parker & Son, and has removed the business to 829 South Grand avenue, next door to the handsome Pickwick flat building.

Los Angeles—R. B. Ridgeway, Court street grocer, has sold his business to J. W. Lincoln. B. F. Dengler has purchased the business of M. W. Larenz at 16th and Georgia streets, and reports a daily increase in business At 1820 Central avenue, Moon Bros. have opened a new store called the Standard Cash Grocery. The store is in a new building. A stock of $800 has already been placed and more goods are to be added. August Pearson has purchased the grocery store of Jarvis & Dundas at 1251 South Olive street. Mr. Pearson, up to a year ago, was at the head of the Pearson Grocery Co. on San Pedro street, between 21st and 22nd streets. Jarvis & Dundas intend engaging in other business. H. A. Eaton, 2834 East First street, has sold his business to W. H. Shields, who is a real estate man from San Pedro. Mr. Eaton is now in the market for another store. J. H. Smith & Co. have purchased the business of V. R. Cheeney at 611 North State street. T. Garner, 38th and Normandie streets, who purchased the stock of the Telford Grocery Co., on Pico street, has moved the Telford stock to the Normandie street store. Grosser Bros. have finished the alterations in the front of their store at 144 Central avenue. They now have an attractive store. J. G. Harris has opened an up-to-date grocery store at Crocker and Agatha streets. He is an experienced grocery man. His trade mark is: "We sell good things to eat." The Richardson Grocery Co.'s store at 201 North Broadway believes in an attractive store for the holidays. They have a chimney built in their large show window and Japanese lanterns hung around the store, and over all the electric lights, which makes a very pretty effect at night. M. W. Larenz has opened an attractive little store at 820 1-2 South Spring street.

Norwalk—H. Bradstreet has sold his general merchandise business, which he has so successfully conducted for over three years, to Messrs. F. K. Watkins and F. H. Olds of Los Angeles, formerly of Denver, Colorado. The style of the firm will be Watkins & Olds. Mr. Bradstreet expects to remain in Norwalk and look after his property, and perhaps engage in the poultry business.

San Pedro—C. F. Dry has sold his business to W. W. Burke. The stock carried amounted to approximately $1500. The store is situated in the residence district on the hill back from the water front.

Santa Cruz—The Bass Bros. have opened their grocery store in the Rhein block.

Ukiah—J. W. Ricker has sold his fruit and grocery store on Standley street to George Higgins and Eugene Angle, who are greatly increasing the stock.

ARIZONA.

Prescott—Bert C. Davis has sold his grocery and vegetable store to Messrs. F. B. and A. H. Marshall, late arrivals from Indiana, who will remodel and greatly improve the same.

OREGON.

Austin—B. Miller is starting a branch of his Tipton general store at this place.

Hood River—J. T. Holman has sold the grocery stock of his grocery and meat market.

North Bend—Parker & Russell have succeeded Lewin & Russell, grocery.

Portland—A. J. Hagen's grocery was recently damaged by fire; loss $200, insured.

St. Johns—Sayles Bros. have opened a grocery store.

WASHINGTON.

Aberdeen—Davidson & White are reported buying Wheeler Bros.' tea and coffee store.

Blaine—Shelton & McElmon are starting a grocery.

Buckley—H. Leak & Son have discontinued their grocery.

Chehalis—Murphy & Stuchell have sold their general store.

Colby—Frank Andrews will start a general store.

Colfax—J. R. Kellogg has succeeded W. S. McCall, grocery and restaurant.

Edmonds—Ferguson & Co. have succeeded Rasmus Konnerup, general store.

Seattle—E. Tonkin & Son have purchased the grocery business of Wells & Woods. A. L. Rene, proprietor of the Federal Grocery has been fined $10 and costs for selling cigarette papers to a minor.

Spokane—Willie Harris, formerly of Palouse, has opened a grocery store.

Tacoma—C. L. Hagle has purchased the grocery store of S. F. Babcock. Hill and Schaupp, grocers, are erecting a new building for their business. H. J. Pessimier has sold his grocery business and will embark in the shoe business in this city with his brother.



Why it Leads

Competition is the life of trade, but success is only won by merit. That is why

Hunter Whiskey

is far in the lead with popular preference. Its quality, age, purity, flavor is the most perfect combination ever made.

HILBERT MERCANTILE CO., 138-144 Second St., San Francisco, Cal. Telephone Private 313.

Babbitt's Standards.

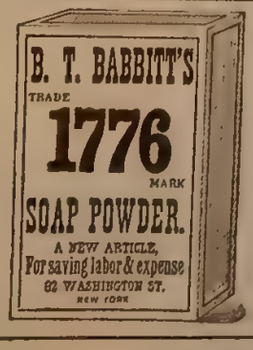
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ALWAYS RELIABLE!
ALWAYS THE BEST!



B. T. Babbitt's Concentrated Lye,

The ready soap maker—a powerful disenfectant—an excellent fertilizer for dipping prunes, spraying trees, etc.

Manufactured by
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Jacobson, Reimers & Co.

210 - 212 Davis Street

DISTRIBUTERS OF

Fancy Butter and Honey

Dairy Butter and Eggs

Produce Market

THURSDAY AFTERNOON

BUTTER.

California Creamery Butter, extras, first and seconds, are higher and all grades very firm.

California creamery, extras	34	36
" " firsts	31	32
" " seconds	28	30
" dairy, extras		
" " firsts		
" " seconds		
Store butter	19	20
Storage	25	26
" Creamery extras		25
Pickled	22½	
Keg	23	

EGGS.

The price of California ranch eggs are lower, but prices are very firm.

California Ranch white	37½	40
" " mixed colors	34	36
" Gathered	31	32½
Standard		
Seconds		
Eastern, selected	29	31
Standard	25	26
Seconds	21	22½
Storage, Cal., Selected	28	30
" " Standard	26	27
" " seconds		
" Eastern Selected		
" " Standard		
" " Seconds		

CHEESE.

The market is steady with prices as for several weeks past.

California full cream		16
" choice	14	14½
" common		Nominal
Young Americas		16½
Eastern full cream		16½ 17
Oregon		

POULTRY.

Poultry is in strong demand, with prices unchanged from last week. Only moderate quantities are coming in.

Turkeys, young live	20	22
" old gobblers	20	22
Dressed Turkeys	24	26
Roosters, young, per doz	6 00	7 00
" old "	4 50	5 00
Hens	5 50	6 50
Fryers, per doz	5 00	6 00
Broilers, per doz, large	4 00	5 00
" small	4 00	4 00
Ducks young	5 00	6 00
" old	3 00	4 00
Pigeons, young	1 75	2 25
" old	1 00	1 25
Geese' per pair, old 1.50-2.00; young	2 00	2 50

BEANS AND PEAS.

The white bean market is firm, but quiet owing to the holidays. Pinks are fairly firm at ruling prices owing to light arrivals, but with increased arrivals are likely to go lower. Limas and kidneys are firm at prices unchanged from last week.

Small Whites	2 90	3 25
Large "	3 15	3 50
Pea Bean	3 50	4 00
Pink	1 85	2 00
Horse	1 50	1 85
Red	3 00	3 15
Garbanzos, small	3 00	3 15
" large	3 40	3 50
Kidney	3 65	3 90
Lima	4 50	4 75
Bayos	3 40	3 60
Butter (large)	nominal	
Black Eyes	4 50	4 75
Dried Green Peas, per 100 lbs	3 25	3 50
" Miles " " " "	1 80	1 90

POTATOES AND ONIONS.

Extra Salinas are in specially good demand, at unchanged prices. Yellow onions are firmly held.

River Burbank	45	70
Salinas "	1.15	1 50
Oregons	.90	1.10
Merced Sweets	Nom.	
Australian Onions	Nom.	
Red	Nom.	
Yellow	1 20	1 40
Garnet Chili	Nom.	

DEALERS A UNIT.

(Continued from Page 5.)

be injudicious for us to give any names at the present time as it would bring upon us much ill feeling without commensurate good results since the grocers of this town are not united in an organization and therefore cannot act effectively.

Our firm will have nothing to do with a house that supplies private families, boarding houses and hotels that would otherwise be the customers of retail grocers, no matter what values they may present. We feel that to do so would be to commit commercial suicide and would be about as wise as to stroke the back of a rattlesnake. We regret that the intelligence of the members of the grocery trade is such that such questions have to be submitted to them for consideration.

J. Michel & Co., Sonora, Cal.—"We are fully in accord with the sentiments expressed in the **Grocers' Advocate.** The merchants of this community are all suffering more or less from these trade abuses. If necessary, we can give you instances and names of jobbers that are selling consumers to the detriment of the retail merchants here. For several years past our firm has made it part of its policy to cut out any and all firms whom we know are injuring our trade in this and other ways. We feel certain that if the merchants of Sonora were pulling together better, these so-called jobbers could not do any business here.

We find that the commercial travelers who are working on commission are mainly the ones who are the cause of these trade abuses. This results from the fact that their only interest is in the commission they receive on their sales and they are anxious to sell as many goods as they can, no matter to whom.

W. E. Kent, Jackson, Cal.—"Some of the San Francisco wholesale dealers sell in this community to the hotels and boarding houses who otherwise would deal with local merchants. The names of the offending firms could easily be looked up if such a step were desired. I would be glad to cut out anyone who would be found guilty.

Edw. Stein, Monrovia, Cal.—"Although the merchants of this community do not suffer from having the wholesalers sell to parties who would otherwise buy from our firm, we would be glad to cut out any firms who offended in this way.

Chair of the Giant Idris.

One of the mountain peaks of north Wales is known as the Chair of Idris, or Cader Idris, as the Welsh people call it, because its top is hollowed out like an immense couch. According to local tradition, whoever spends a night in the Chair of Idris will on the following morning be dead, raving mad or endowed with the loftiest poetical inspiration. No one seems to know exactly who Idris was or when he lived, but he must have been a giant if his body was in proportion with his celebrated "chair." Mrs. Hemans has a fine poem with the Chair of Idris as the theme, and Tennyson also mentions it in "Ænid."

Circassian Beauty.

Painting the eyes and eyelids is considered a great aid to the fascination of the female orbs. A Circassian to be really lovely must, in addition to being very corpulent, have golden hair and jet black lashes. Kohl is used by the Persian and Armenian women to lengthen their eyes. The bazaar women and nautch girls of most eastern countries dye their finger nails with henna, and where they wish to be thought great ladies they allow their finger nails to grow to an immense length and keep them in finely wrought gold sheaths.

Doomed.

"He'll never reach the top in his profession."

"Why, he believes he's there now."

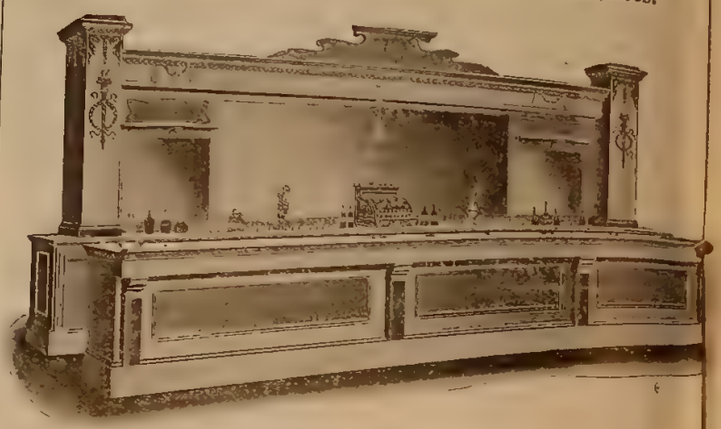
"That's the very reason that he'll never get there."—Philadelphia Ledger.

A good action is never lost. It is a treasure laid up and guarded for the doer's need.—Calderon.

Pacific Store and Office Fixture Co

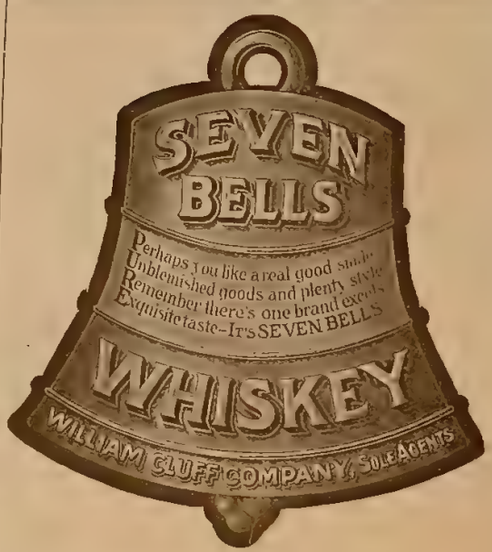
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SAN FRANCISCO CAL.

New Brew

YOSEMITE LAGER

BREWED BY THE

ENTERPRISE BREWING CO.

Sixteenth and Folsom Sts.

SAN FRANCISCO, CAL.

Telephone: Mission 152.

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REAL ESTATE
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Gilt Edge Whiskies
THE VERY BEST
WICHMAN, LUTGEN & CO.
Sole Proprietors.
Agents for Moerlein's Cincinnati BEER
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SALEM BEER
SUITS THOSE WHO ARE PARTICULAR ABOUT THE BEER THEY USE.

IT HAS THE FLAVOR
IT HAS THE AGE
IT HAS REPUTATION
IT IS MADE RIGHT

Those who have used it know it. Those who do not know soon find it out after a trial.

SALEM BREWING ASSOC'N
BREWERS

BOTTLED EXCLUSIVELY BY THE
Sunset Bottling Co.
3109 20th Street
SOLE AGENTS

Amusements

GRAND OPERA HOUSE.

Nance O'Neil has been producing Maerterlinck's masterpiece "Monna Vanna," during the past week. The play in itself is one full of dramatic feeling and subtle sugestion. Nance O'Neil as the heroine whose soul is torn between love and duty is the central figure of the play. She interprets the role with remarkable dramatic feeling and leaves an impression of great dramatic reserve force that is extremely effective. The cast is a strong one and is thoroughly well proportioned.

ALHAMBRA.

Bob Fitzsimmons has been the drawing card at the Alhambra this week in his own piece, "A Fight For Love." Fitzsimmons has been assisted by Sam Berger, the Olympic Club's amateur champion heavyweight, who makes a very effective actor and reads his lines with quite a professional accuracy. The story is a complicated one with plots and counterplots in which Fitzsimmons always appears as Johnny-on-the-spot to prevent the villain from committing his dastardly crimes. At every point in the play that brought Fitzsimmons forward, the audience burst into enthusiastic applause, which showed how thoroughly popular the old gladiator is in spite of his recent defeat. Through special arrangement with David Belasco, "The Heart of Maryland" will be produced next week with a special matinee on Monday afternoon.

ALCAZAR THEATRE.

"The Prince and the Pauper" has been attracting crowds to the Alcazar. It is one of the prettiest stories that Mark Twain ever wrote and carries with it a beautiful lesson of how the soul is shaped and life is made better by adversity. Little Ollie Cooper takes the part of the young Prince Edward who, having put on a beggar's clothes, is thrown into the streets because of the remarkable resemblance which causes the little pauper who has assumed the prince's clothes to be recognized as the prince himself and afterwards as king for a brief time. The story of the trials of the little prince and of the equally harassing experiences of the little pauper, make up a very interesting evening's entertainment. Mr. Waldron as Miles Herdick, who defends the little prince, all the while thinking the youngster is not quite right in his head, and Edith Evelyn as the mother of the pauper lad, have particularly sympathetic roles. The presentation has required much special scenery and costuming. Next week the funny farce comedy, "A Stranger in a Strange Land" will be presented, beginning with the matinee on Monday afternoon. George Osbourne appears in this as the Indian, the role created by him in the original production in New York at the Manhattan Theatre.

NEW CENTRAL.

The old Central opened up as the "New Central" on December 23rd, with Lincoln J. Carter's thrilling dramatic piece, "The Eye Witness," for the initial performance. The theatre has been entirely re-carpeted, re-painted and the stage supplied with many improvements. The company presents many faces new to San Francisco. This stock company is particularly well balanced and gives promise of very effective work. Next week they will produce Ralph Stewart's "By Right of Sword."

CALIFORNIA THEATRE.

"The Broadway Galety Girls" are the Christmas attraction at the California. The program is a mixture of burlesque and vaudeville presented with a dash and glitter that makes the very lightness of the frothy production attractive. The chorus, as usual, is shapely and well costumed and adds to the effectiveness of the songs by numerous changes of costume and pretty dances and by-play during the choruses. The variety specialties are among the best in their line. On Monday afternoon "The Jolly Girls" give their first matinee and appear for the rest of the week.

MAJESTIC THEATRE.

"If I Were King" has been drawing crowds to the Majestic Theatre during its second week. This is a beautiful production of the romance of Francois Villon, the poet and soldier who, during the time of Louis XI, did so much for French literature and succeeded in setting a pace for rascally Bohemianism that has never been equaled since. Of course Villon's life is idealized in the play, which tells an extremely romantic and dramatic story. Amelia Gardner returns next week and will open at the new Years matinee on Monday in Esmond's delightful comedy, "When We Were Twenty-One."

TIVOLI OPERA HOUSE.

"Orpheus in Hades," the Tivoli's Christmas extravaganza, is still drawing crowds to this theatre. The opera has so much of a story and pretty music that it rises far above the usual Christmas offering. At the same time it has so much of Christmas spectacle that it fulfills the necessities of the holiday production.

CHUTES.

Eunice Gilman and 200 other clever children are giving a production of Bothwell Browne's "Cleopatra-up-to-Date" at the Chutes. This is a nonsensical bit of burlesque, full of fun and frolic that is particularly attractive to the little folks because of its catchy songs and pretty dances. Barnes' Diving Elks, the Circle Swing, and numerous other open air attractions keep the crowds interested.

FISCHER'S.

The program for this week is up to the standard which announces that "If 'Tis Fischer's, it's good." It consists of vaudeville in which there is real variety. There is a matinee every afternoon.

A Curious Tale.

This curious tale of the Venerable Bede is told in the mediaeval "Golden Legend:" One day, when he was old and blind, the desire to preach came upon him. An attendant led him to a spot where he faced a heap of stones, and Bede, believing that a human audience was before him, delivered an eloquent sermon. At the end, it is gravely recorded, the stones cried "Amen!" no doubt to save Bede's feelings.

Business Law for ...Business Men

A Reference Book of 574 Pages showing the
Laws of California
for Daily Use in Business Affairs.

Tells What You Should Know.

Compiled by **A. J. BLEDSOE,**
Member of the Legislature for Sessions of 1891, 1893 and 1895.

Price, $3.75

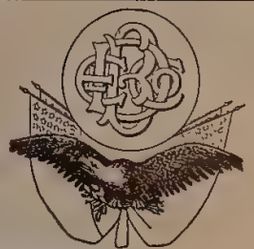
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The Perfection Short Credit System
Makes Credit Business a Pleasure.
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OLYMPIA BEER CO.
Agents and Exclusive California Bottlers of the Famous
OLYMPIA BEER
BREWED IN OLYMPIA, WASH.
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VALLEY BREW LAGER
from
Richmond Bottling Works.
Zimmerman & Ruhland,
'Phone Pine 1787.
32d and Clement Street,
San Francisco, Cal.

Champagne.

Veuve Clicquot, qts	$32.25
Veuve Clicquot, pts	34.25
Ruinart, Magnums, 6 to case	30.50
Ruinart, qts, 1 doz to case	32.40
Ruinart, pts, 2 doz to case	34.20
Ruinart, ½ pts, 2 doz to case	18.00
Vintage 1893, qts, 1 doz to cs	46.50

Brandies.

	Per case
Martell's One Star, 1 doz qts	$16.00
Martell's Two Star, 1 doz qts	19.00
Martell's Three Star, 1 doz qts	20.00
Martell's Three Star, 2 doz pts	26.00
Martell's One Star, 2 doz pints	18.00
Hennessy's One Star, 1 doz qts	17.00
Hennessy's Three Star, 1 doz qts	21.00
Cabinet, doz qts	19.00



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Bottlers
Office and Depot
277 Seventh Street
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SWEET CIDER
½ Gal. Bottles,
BOILED CIDER
Quarts .....
Pints .....

Mineral Waters.

Aetna, splits, 100 to cs	$6.50
Aetna, pts, 100 to case	9.00
Aetna, qts, 50 to case	7.50

GINGER ALE
Belfast Ginger Ale Co.,
D. Steimke & Co. Props.
All Carbonated Beverages.
COR. UNION AND OCTAVIA STS.

	PINTS.	QTS.
Soda Water	$ .80	$1.50
Ginger Ale	.80	1.50
Sarsaparilla	.80	1.50
and Iron	.80	1.50
Cider	.80	1.50
Cuban Punch	.80	1.50

Case Prices, 2 Doz. per Case.

Porter.
(E. & J. Burke's Guinness')

Stone, pts, 8 doz to bbl	$16.50
Glass, qts., 4 doz to bbl	14.00
Glass, pts., 8 doz to bbl	16.50

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Hilbert Mercantile Co.

M. B. Ky. Bourbon, per gal	$2 75
H. B. Ky. Bourbon, Ex spcl	3.25
Union League Ky. Brbn, AA	2.50
Union League Ky. Brbn, 1 gal	2.25
El Monte Ky Brbn, 1 gal	2.25
Maryland, Monogram, 1 gal	2.75
Forum, Bourbon, 1 gal	2.00
W. H. McBrayer's Cedar Brook 5 yrs	3.00

Hunter Baltimore Rye.

Per case, 1 doz. 5's	13.00
In 5-case lots	12.50
In 10-case lots	12.00

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H. B. Bourbon (spcl)	$10.00
H. B. Rye	10 00
H. B. pt. flasks, 4 doz to cs	12.00
H. B. ½ pt flasks, 6 doz to cs	9.50
H. B. 1½-oz bots, per gr	12.00
Union League "AA"	8.00
El Monte Bourbon	8.00
Forum Bourbon	7.00
J. Baumgardner Rye	12.00
Maryland Monogram	9.00

W. H. McBrayer's Cedar Brook.

Per case, 1 doz 5's	$12 00
Per case, 2 doz pts	13 00
Per case, 4 doz ½ pts	14 50
Per case, 20 doz 1½-oz	11 50

Jesse Moore Whiskies.

Ex Pony Bourbon	$18.00	$17.50	$17.00
AA Bourbon	11.00	10 50	10.00
C Bourbon	8.50	8.25	8.00
AA Bourbon, 6 doz, 4 oz	10.00	10.00	9.75
AA, Pt Flasks, 2 doz	9.00	8.75	8.50
AA, ½ Pt. Flasks 3 doz	6.75	6.50	6.25
Old Rye	11.00	10.50	10.00

Jesse Moore Hunt Co.
(In barrels or half barrels)

Extra Pony Bourbon, gal	$7.50
AA, Bourbon, gal	3.75
B, Bourbon, 1 gal	3.25
C, Bourbon, 1 gal	2.75
No. 1, Bourbon, 1 gal	2.25
AA Rye, gal	3.75
C Rye, 1 gal	2.75



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Clerk's Corner

Those Lost Positions.

As the "How-I-LostMy-Job" prize contest in the Chicago Tribune proceeds, it appears that a great many of those who have been "chased" out of their jobs, who have had "cans tied to them," been "bounced," or "kicked out," complain that the petty bosses usually have some "spite at them"—for some reason or other. Some frankly avow their own faults and declare, or at least tacitly admit, that theirs was the blame.

The interest in the latest batch of letters lies in the insight given to abuses that exist in some big concerns where the employer himself cannot know all that is going on, and where the employes are abused. The abuse of overwork without recompense is complained of in several cases. Also there is the ever present curse, of which Kipling says.

"When they carved the Sphinx's visage
Favoritism governed kissage,
Even as it does in this age."

Reason for Losing Positions.

Here is a list of the latest reasons assigned for the loss of positions:

Drunks	3
Loafers	4
Careless	2
Ignorant of work	2
Bad companions	2
Late hours	2
Overworked, refused to do more	1
Bos didn't like him	2
Foreman had it in for him	2
Knew too much	1
Housewife ignorant of housekeeping (cook)	1
Lost interest when he reached limit of advancement	1
Paid too much attention to his girl	1
Refused to take bull dog for walk	1
Refused to marry employer	1
Forced to work night, afraid to go home alone	1
Foreman wanted the place for his son	1
Beat the boss playing pool	1
Dropped letters on sidewalk	1
Caused an explosion	1

Lost Place and Girl.

"W. J. H" left three positions without giving warning, and the fourth—not a good one—he got tired of when he had advanced as far as he could. He was engaged to a girl, and secured her a position in the place, and paid more attention to her than to his work, and finally lost the place and the girl, too.

"A. I." was neither honest nor faithful. He was sent to the postoffice with letters, and had an engagement to meet two girls. He wanted to meet them but wanted to escape going home with them, so he mailed part of the letters at the postoffice, and kept the rest to show the girls that he could not go home with them. His excuse worked, but, in dropping the letters into a mail box, he let some of them fall on the pavement, where they were found by the postman, who reported to the firm. The boss forgave him, but the next in command, who did not like him anyhow, "put the skids under him" and rolled him out of his job

Too Much "System" Doesn't Pay.

His desk was a model of neatness, and it was a great pleasure to his employer to be able to go to his clerk and know that a paper might be discovered in a second. Each pigeon-hole in the desk was marked and submarked; the inkstand never varied from its chosen spot an eighth of an inch; the paper weight the same. Dust was an enemy which was routed almost before it settled.

Yet this employe had not advanced to anything higher than the position that was given him four years before. Why? He was systematic, punctual and trustworthy, but he had the phlegmatic temperament that goes with the systematic—the slow, systematic man.

Too Much Time Wasted.

In the morning half an hour would be spent dusting his desk. Then several minutes would be consumed while he mastered the difficult problem of where his paper weight should lie. And his employer looked upon him as a necessity, a sort of higher janitor. But an employer does not like to pay a man a big salary for having no dust on his desk and for keeping his papers in order. Nor does he advance one who opens his morning mail carefully and deposits the empty envelopes in the ready waste-basket with an almost tender air of reverence, or one who hesitates about the exact placing of a chair.

A large firm out in Chicago—says E. R. Calvin, commenting on this slow, systematic type of man in business—employs many solicitors. Not long ago it hired a young man of good appearance whose references were of the best. The three members of the firm all liked him and felt kindly disposed toward him. But his systematic nature proved his downfall. It was almost a mania with him. He reached his office early in the morning and spent an hour arranging his desk. Another half hour was spent in reading his mail. Three mornings in the week he arrived at the office with a new idea for systematizing his affairs The ideas were all good—for instance, he spent three hours indexing a set of books in a way that would simplify his orders and their description—if he ever received any. At the end of two months he was asked to hand in his resignation.

"We are sorry to let you out," said the head of the firm, "but the business you have brought in does not pay your salary."

Work Out System After Business.

Arranging papers and dusting desks are not paid for at a high rate in this busy world. Besides, an employe has no right to take the time he should devote to soliciting, to bookkeeping or anything else in order to evolve and put into execution any idea he may have for simplifying his work. Let him take the time at home or during his noon hour. Other important matters stand ready for attention, and a good idea is worth less at the wrong time than a poor idea at the right time.

Everett—There is a movement on foot to dispense with grocery solicitors and thereby secure cheaper groceries for the city's trade. Manager Jacobs of the Mercantile Grocery Company strongly advocates an agreement among all of the retail grocers in the city not to solicit in any manner. In support of his idea he says that it would bring a greater number of people out on the streets and would have a tendency to centralize the business. The matter will be taken up soon at a meeting of the grocers and after thorough discussion will be decided. One grocer stated, in speaking of the plan of having solicitors, that it added $125 to his expenses every month.

Somber Christianity.

The Auld Licht kirk when Dr. Chalmers visited it was a terribly bare little building. The elders were a grim set. They kept their bonnets on their heads till the minister entered, and they had each a large stick in hand, which they used for "chappin" their noses through all the service. The minister wore no gown or bands. He gave a very long sermon, full of sound divinity, but without the smallest practical application and without a vestige of feeling. At length Dr. Chalmers got out, the dismal worship being ended, and his word was, "If these people ever get to heaven, they will live on the north side of it."

Indian Magic.

A traveler tells a story of Indian magic. The juggler was a Malay, who stroked with his fingers the blade of a long knife or creese. The observer saw water fall drop by drop from the blade, which became flaccid, like a strip of india rubber. Thrown on the ground, it bounced about, but was a knife blade again when lifted by the juggler. An examination showed that there was no water on the mat on which the observer saw the drops falling.

A Prayer Before Work.

The day returns and brings us the petty round of irritating concerns and duties. Help us to play the man; help us to perform them with laughter and kind faces; let cheerfulness abound with industry; give us to go blithely on our way all this day; bring us to our resting beds weary and content and undishonored, and grant us in the end the gift of sleep. Amen!—Robert Louis Stevenson.

Would Like to Be There.

A Maine French Canadian mill operative in Biddeford asked his overseer for a few days leave of absence. Being short of help, the overseer asked him if it was anything very particular that he wanted to stay out for, and he replied, "Yaasir; I'm goin' to git marrit, an I'd lak be there; that all."

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Fred F. Hobbs & Co.
95 Market .....Phone: Main 1913
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124 California .....Phone Main 5876
The C. B. Jennings Co.
121 California.....Phone. Main 74
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123 California ...Phone: Priv. Ex. 22
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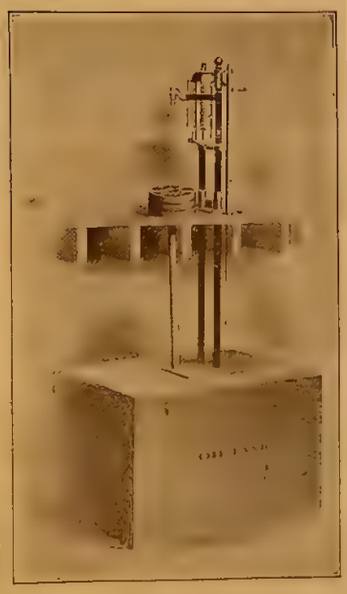
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